



01 February 2011

JLT Mobile Computers expands into India

JLT Mobile Computers AB, a leading manufacturer and developer of rugged computer solutions for the toughest environments, has announced a new distribution partnership with Apoorva IT Solutions. The Hyderabad-based company will operate as JLT's exclusive distributor in India and will actively promote the Swedish designed and manufactured tablet and in-vehicle PCs to its expanding customer base.

The agreement marks another milestone in the JLT effort to expand its new JLT Partner Program that was launched in May 2010. The program provides partners with technical expertise and support so that they may offer world-class computer solutions to end-user customers within the warehouse / logistics, forestry, mining, automation, military and rescue vehicles markets. The distribution partnership with Apoorva IT Solutions will be managed and serviced by JLT's office in Runcorn, United Kingdom.

"We are pleased to be working with Apoorva IT Solutions. The company is well established and is a respected pioneer in India's technology market. The company provides innovative solutions using best in class technology. It has a broad base of clients throughout the private, military and public sectors – areas in which JLT excels in providing rugged mobile computers. We look forward to a long, successful and prosperous business partnership as Apoorva's preferred rugged mobile hardware manufacturer and supplier," said Mark Muslek.

Apoorva's management team contacted JLT following a request by a public sector client for a computer solution within a demanding mobile application.

"Our extensive research led us to contacting JLT to see whether it could provide the hardware we needed for our client. JLT responded promptly and quickly despatched a demonstration unit to us. We were very impressed by JLT's fast service," said Muralidhar Reddy, Managing Partner, Apoorva IT Solutions.

"We were equally impressed by the product. As soon as we unpacked the computer, it was clearly apparent that JLT products are superior to other devices. We knew from that moment that it was a perfect fit for our client's application. We then further cemented our relationship with JLT by signing a sole distribution agreement and we are proud to be the company's exclusive representative in India," he added.

Apoorva IT Solutions joins JLT's expanding worldwide network of distribution and reseller partners. With the Indian company, JLT also has distributors in Sweden, Finland, Denmark, UK, Italy, Germany, France, Australia, Benelux, Spain, Serbia and South Africa. JLT mobile computers are also sold in the US under the RMT brand Duros.

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About JLT Mobile Computers

JLT Mobile Computers is a leading developer of rugged mobile computing solutions for the toughest environments. The computers of PC type is developed and manufactured in Sweden for professional users and is characterized by very high reliability in spite of moisture, dust, vibration, electromagnetic fields or extreme temperature - functions that are required for use in areas such as transportation, warehousing / logistics, forestry, mining , automation, military and rescue vehicles. JLT operates globally with sales partners, mainly in Europe and the USA, and has delivered over 70,000 PCs. JLT's turnover is approximately SEK 110 million and they have about 20 employees in Sweden and at its subsidiary in England. The headquarter with development, service and administration is located in Växjö. The company was founded in 1994 and is since 2002 listed on the NASDAQ OMX First North under the symbol JLT by E. Öhman J: or Securities as Certified Advisor. For more info, see www.jltmobile.com