



- **Revenues: MSEK 81.1 (71.7)**
- **Gross margin: 44.6 percent (36.0)**
  - **Operating profit: MSEK 2.8 (6.0)**
  - **Profit after tax: MSEK 1.9 (4.4)**
- **Order intake: MSEK 86.6 (70.6)**
- **Proposed dividend SEK 0.07 per share (0.07)**

## A statement from the CEO

2015 was hallmarked by strong growth and growing market shares in Europe and the Middle East, at the same time as JLT established itself in the important US market, where our products were previously sold under a different brand.

Backed by an expanded network of sales partners and our presence in Europe and the Middle East, JLT has secured key new business beyond the crisis-ridden energy sector – primarily in the ports and logistics segments. As a result, JLT grew quicker in these regions than the rest of the market in 2015.

During the year, JLT invested in the start-up of the US operation, which was acquired in December 2014. During the year, we launched and built JLT's brand in this market, which yielded a gradually strengthened pipeline of new prospects that we expect to generate results in 2016.

JLT launched several new products during the year to further bolster its offering. Among them is the new, virtually indestructible touch-screen technology that enables us to eliminate one of the most common reasons for computer failures, giving customers substantially lower overall costs and improved productivity.

Compared with the preceding year, order intake grew by 23 percent and invoicing by 13 percent, despite overall growth for the year being affected by the start-up in the US and a decline in the energy and mining sectors. Backed by our new presence in the US, new product rollouts and a continued focus on sales and marketing, we have laid the foundation for promoting long term profitable growth.

Per Holmberg, CEO

## Consolidated revenues and earnings for the full-year 2015

For the full-year 2015, the Group reported revenues of MSEK 81.1 (71.7). Gross profit totaled MSEK 36.2 (25.8), and the gross margin was 44.6% (36.0).

Operating expenses totaled MSEK 32.3 (19.4), of which personnel costs accounted for MSEK 21.7 (12.6). Other costs amounted to MSEK 10.6 (6.8). EBITDA for the year totaled MSEK 3.9 (6.4).

Depreciation/amortization amounted to MSEK 1.0 (0.3) for the year, of which goodwill was MSEK 0.5 (0.0).

Consolidated operating profit totaled MSEK 2.8 (6.0).

Net financial items amounted to an expense of MSEK 0.2 (income: 0.2), yielding a profit before tax of MSEK 2.6 (6.2).

The Group's flat tax rate amounted to MSEK 0.7, which was charged to earnings, though this had no impact on cash flow, and profit after tax was MSEK 1.9 (4.4).

Order intake during the year totaled MSEK 86.6 (70.6), and the order backlog amounted to MSEK 10.8 (5.2) at the end of the period.

## Comments on the earnings for 2015

Consolidated revenues were up 13 percent on the preceding year, and order intake was up 23 %.

During the year, the US operation was established. Under an asset deal, an existing organization that previously marketed JLT's products under its own brand in the US market was taken over. No order backlog was taken over and during the year, the marketing and selling of JLT's brand in the US market resulted in a gradually growing prospect pipeline with new and returning customers. As of the beginning of 2016, this has yielded stronger order intake.

The US business is hallmarked by a higher percentage of direct deals with major end customers, and a greater share of service and accessories sales, which have a positive impact on the gross margin.

Operating profit is affected by initial costs related to the establishment of operations in the US. The US operation has been consolidated in the Group as of the fourth quarter of 2014.

Inventories amounted to 16.2 (9.9), the increase in which was due to a generational shift of products that will take place in 2016, with two generations in parallel production during the transition period.

<b>Income statement, MSEK</b>	2015 Q4	2014 Q4	2015 Annual	2014 Annual
<b>Net revenues</b>	<b>21.3</b>	<b>15.9</b>	<b>81.1</b>	<b>71.7</b>
<b>Gross profit</b>	<b>8.5</b>	<b>6.2</b>	<b>36.2</b>	<b>25.8</b>
- <i>Gross margin</i>	40.0%	39.2%	44.6%	36.0%
Sales & marketing costs	-3.6	-3.0	-12.3	-7.1
Overhead and R&D costsOf which:	-3.7	-2.8	-20.0	-12.3
<b>EBITDA</b>	<b>1.3</b>	<b>0.4</b>	<b>3.9</b>	<b>6.4</b>
Depreciation	-0.4	-0.1	-1.0	-0.3
Of which:				
- Property, plants and equipment	-0.2	-0.1	-0.3	-0.2
- Intangible fixed assets	-0.1	0.0	-0.2	-0.1
- Goodwill	-0.1	0.0	-0.5	0.0
<b>Operating profit/loss</b>	<b>0.9</b>	<b>0.3</b>	<b>2.8</b>	<b>6.0</b>
- <i>Operating margin</i>	4.0%	1.8%	3.5%	8.4%

## Fourth quarter of 2015

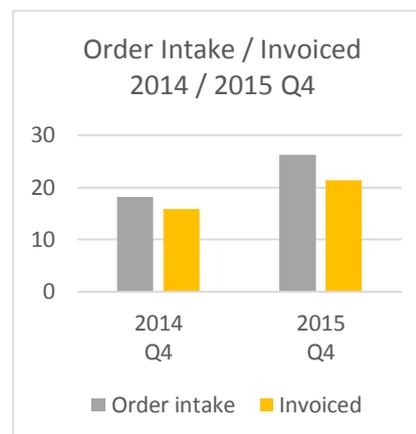
In the fourth quarter revenues of MSEK 21.3 (15.9) were reported, with a gross margin of 40.0 percent (39.2), yielding a gross profit of MSEK 8.5 (6.2).

Operating expenses totaled MSEK 7.3 (5.8). EBITDA was MSEK 1.3 (0.4).

Depreciation/amortization amounted to MSEK 0.4 (0.1), of which goodwill was MSEK 0.9 (0.3).

Order intake for the quarter was MSEK 26.2 (18.2).

A reservation of MSEK 0.3 was made for a doubtful financial receivable, after which the balance sheet value of said receivable was MSEK 0.



## Operations in 2015

### ***JLT Mobile Computers Inc.***

In December 2014, JLT opened JLT Mobile Computers Inc. for business – a wholly owned subsidiary with 12 employees in the US state of Arizona. After having had a long-term close business partner that sold JLT's products under its own brand in the North American market, the US business – following an asset acquisition – is now an integrated part of JLT, meaning that the sales of accessories and services, as well as the gross margin of the US company are included in the order intake and revenues of the JLT Group.

### ***Product development***

JLT launched a host of new products and product upgrades in 2015 to bolster its offering to customers with rigorous standards on performance, reliability and durability. During the first quarter, JLT implemented significant technical upgrades of its entire product line, which, combined with new software solutions, enhances its customers' work efficiency. In the third quarter, JLT launched its new forklift computer JLT1214P, for the warehousing and logistics segment. The JLT1214P computer features a virtually indestructible touch screen, which also delivers a user-friendly experience comparable to modern consumer products, even when used with protective gloves and in damp environments. The JLT1214P computer allows JLT to eliminate one of the most common reasons for computer failures, which gives customers a lower overall cost of ownership and improved productivity. During the same quarter, JLT launched a performance upgrade for its VERSO series for the heavy-duty segment. With a processor capacity that is 2.5 to 4 times higher, JLT strengthens its position as the leading supplier of durable computers for demanding environments like mining, agriculture, maritime and port applications. In the fourth quarter, JLT rolled out its smallest unit – the VERSO+ 10 computer: now optimized for the logistics market. Being the smallest format on the market makes the VERSO+ 10 an ideal computer for mounting in confined spaces like the operator's cab of a warehouse forklift.

### ***Market development***

Customers in the energy and mining sectors were hit hard during the year due to the low oil price and low demand for commodities. This had an adverse impact on JLT's sales of rugged, heavy duty computers to customers in these segments. As a consequence, JLT has shifted sales and marketing activities toward other segments that are not affected by the crisis, which will yield positive results in 2016. For example, JLT has signed agreements with several new partners to further strengthen its position in such segments as ports, warehousing and logistics, as well as geographical markets such as Denmark, Israel, the UAE and Turkey.

During the year, JLT also initiated a partnership with Navis, a leading supplier of terminal operating systems that are used by the world's foremost operators of container terminals. The partnership entails a validation of JLT's computers operating Navis' software, which means that customers can

rest assured that the hardware and software work together. The cooperation has led to several won businesses during the year.

Backed by a direct presence in the key US market, new products and a focus on sales and marketing, we have laid the foundation for proactively promoting long term profitable growth.

### **Press releases in 2015**

- 2015-03-17 JLT Commences Shipment of Industry's Highest Performance 10-inch Vehicle-Mount PC
- 2015-03-30 JLT Mobile Computers Joins the Navis Ready Partner Program
- 2015-03-30 JLT Announces Significant Upgrading to Wireless Connectivity Across its Existing Product Range of Rugged Computers
- 2015-03-30 JLT Adds Terminal Emulator to its Line of Rugged Computers
- 2015-08-05 All JLT Mobile Computers Compatible with New Windows 10 Operating System
- 2015-09-02 JLT Mobile Rugged Computers Validated as Navis Ready
- 2015-09-16 JLT Software Extensions Boost Productivity with Rugged Mobile PCs
- 2015-09-23 JLT Introduces Virtually Unbreakable Touch Screen and Boosts Performance of its JLT1214 Logistics Computer
- 2015-10-08 JLT Boosts Processing Power and Improves User Experience on its VERSO Series of Heavy-Duty Rugged Computers
- 2015-11-10 JLT Brings VERSO+ 10 Rugged Computer to Logistics Market
- 2015-11-18 Demonstrating JLT Rugged Computers Optimized for Use in Logistics Market at ICT & Logistiek 2015
- 2015-12-15 JLT to Showcase Next Generation Rugged Computers for Demanding Supply Chain Applications at MODEX 2016
- 2015-12-18 JLT Mobile Computers Recognized Among Top 100 Food Logistics IT Providers

### **Financial position and cash flow**

Cash flow amounted to a negative MSEK 2.6 (pos: 14.6) due to building up working capital in the US business, as well as an increase in production inventory. On the balance-sheet date, the Group's cash and cash equivalents amounted to MSEK 17.6 (20.2), and the Group's net indebtedness totaled MSEK -17.6 (-20.5), yielding a net cash balance.

The equity/assets ratio was 63 percent (67) and equity totaled MSEK 33.4 (33.3), following a dividend of MSEK 1.9.

The company holds no interest-bearing liabilities.

### **Parent Company**

The parent company performs services for the subsidiary and forwards these invoices. The parent company posted an operating loss of MSEK 0.7 (loss: 0.7).

## The Group's tax status

Remaining tax loss carryforwards at the end of the period totaled MSEK 19.8, which can be leveraged against future profits, of which MSEK 13.4 pertain to Swedish companies. Deferred tax assets were recognized in the amount of MSEK 3.1.

## Events after the reporting period

Order intake in January amounted to MSEK 20.0 (9.0).

## Accounting policies

This interim report was prepared in accordance with the Swedish Accounting Standards Board's General Recommendation BFNAR 2007:1, Optional Interim Reporting. As of 2014, JLT applies the Annual Accounts Act and the Swedish Accounting Standards Board's regulatory framework K3, Annual Reports and consolidated financial statements.

This report has not been audited.

## Dividend

The Board proposes to the annual general meeting that the dividend for the 2015 fiscal year remains unchanged from previous year, to be paid in the amount of SEK 0.07 per share (0.07).

## Prospects for 2016

Backed by a new presence in the US, a continued favorable trend in Europe, new products and a continued focus on sales and marketing, we have laid the foundation for promoting long term profitable growth.

## The share

A total of 14.4 million shares (10.2) were traded during the year, representing 53% of the total number of shares.

The share traded at SEK 1.86 at the beginning of the year, and closed the year at SEK 1.80.

JLT's share is listed on the First North exchange, and Remium serves as its certified advisor.

## Annual general meeting

The annual general meeting will be held on Tuesday, May 10<sup>th</sup>, at 4:00 pm at the PM & Vänner hotel in Växjö, Sweden.

## Financial calendar for 2016

Interim report for January-March 2016	May 10, 2016
Interim report for January-June 2016	August 12, 2016
Interim report for January-September 2016	October 21, 2016
Year-end report for 2016	February 10, 2017

Växjö, February 9, 2016

On behalf of the board: Per Holmberg, CEO

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## JLT Mobile Computers Group

Income statement, MSEK	2015 Q4	2014 Q4	2015 Annual	2014 Annual
<b>Net revenue</b>	<b>21.3</b>	<b>15.9</b>	<b>81.1</b>	<b>71.7</b>
<b>Operating expenses</b>				
Materials and supplies	-12.8	-9.7	-44.9	-46.0
Other external costs	-2.2	-1.6	-10.6	-6.8
Personnel costs	-5.0	-4.2	-21.7	-12.6
Depreciation	-0.4	-0.1	-1.0	-0.3
<b>Operating profit/loss</b>	<b>0.9</b>	<b>0.3</b>	<b>2.8</b>	<b>6.0</b>
Net financial items	-0.4	0.4	-0.2	0.2
<b>Profit/loss after financial items</b>	<b>0.5</b>	<b>0.7</b>	<b>2.6</b>	<b>6.2</b>
Taxes	-0.3	-0.6	-0.7	-1.8
<b>Net profit/loss for the period</b>	<b>0.2</b>	<b>0.1</b>	<b>1.9</b>	<b>4.4</b>
Earnings/loss per share (SEK)	0.01	0.00	0.07	0.16
Balance Sheet, MSEK			2015 31 Dec	2014 31 Dec
<i>Assets</i>				
Intangible assets			3.0	2.8
Property, plant and equipment			1.3	1.1
Non-current financial assets			3.2	4.2
<b>Total non-current assets</b>			<b>7.4</b>	<b>8.1</b>
Inventories			16.2	9.9
Current receivables			12.0	11.8
Cash and cash equivalents			17.6	20.2
<b>Total current assets</b>			<b>45.7</b>	<b>41.9</b>
<b>Total assets</b>			<b>53.2</b>	<b>49.9</b>
<i>Equity and liabilities</i>				
Restricted equity			28.2	28.3
Retained earnings			5.1	5.1
<b>Total equity</b>			<b>33.3</b>	<b>33.3</b>
Provisions			-	-
Long term liabilities			-	-
Current liabilities			19.9	16.6
<b>Total equity and liabilities</b>			<b>53.2</b>	<b>49.9</b>

	2015	2014
<b>Statement of cash flows, MSEK</b>		
Cash flow resulting from current operations before changes in working capital	3.7	6.5
Change in working capital	-3.3	10.7
<b>Operating activities</b>	<b>0.5</b>	<b>17.2</b>
<b>Investing activities</b>	<b>-1.2</b>	<b>-1.2</b>
<b>Financing activities</b>	<b>-1.9</b>	<b>-1.4</b>
<b>Cash Flow for the period</b>	<b>-2.6</b>	<b>14.6</b>
Cash and cash equivalents	17.6	20.2

	2015 31 Dec	2014 31 Dec
<b>Statement of changes in equity, (MSEK)</b>		
<b>Opening equity</b>	<b>33.3</b>	<b>30.2</b>
Profit/loss for the period	1.9	4.4
Translation differences	0.0	0.0
Dividend	-1.9	-1.4
<b>Closing equity</b>	<b>33.3</b>	<b>33.3</b>

<b>Key data</b>		2015	2014
EBITDA margin	%	4.8	8.9
Operating margin	%	3.5	8.4
Profit margin	%	3.2	8.6
Capital employed	MSEK	33.3	33.3
ROACE	%	8	20
Equity	MSEK	33.3	33.3
Return on equity	%	3	14
Net indebtedness	MSEK	-17.6	-20.5
Debt/equity ratio	%	63	67
Earnings/loss per share	SEK	0.07	0.16
Equity per share	SEK	1.24	1.24
Net debt per share	SEK	-0.65	-0.76
Closing market price of share	SEK	1.80	1.86
No. of shares outstanding	1.000 shares	26,952	26,952