



- **Revenues MSEK 41.3 (51.0)**
- **Operating results MSEK -0.9 (-2.9)**
Of which restructuring costs MSEK -1.2 (0.0)
- **Profit/loss after taxes MSEK -0.9 (-3.4)**
- **Positive operating results, third quarter MSEK 1.0 (-1.4)**

Comments from the CEO

- During the third quarter, invoicing closed at MSEK 15 MSEK and JLT generated an operating result of MSEK 1.0. During the same period in the previous year, invoicing was MSEK 13, with a resulting loss of MSEK 1,4. The positive result follows from JLT's focus on the high-end segment of the market, in combination with a continuing effort to strengthen the gross margin and the cost cutting package that was completed during the first quarter of the year.

- JLT's strategy is to focus on the high-end market segment, in which performance and ruggedness are crucial and where JLT's expertise and products have a significant competitive edge. The strategy involves a shift towards customers within areas such as mining, construction, forestry, agriculture, logistics, and ports. The shift towards more profitable market segments continued during the third quarter, with incoming orders maintained at MSEK 18 (19).

- An important part of JLT's strategy is the rollout of the VERSO series. The VERSO series was launched during the first quarter and is JLT's new family of vehicle-mount computers with market leading performance. The VERSO computers have been well received and several new customers placed orders during the third quarter.

- Implemented actions including focus on the high-end segment, increasing gross margin and cost savings have produced the desired result and a stable foundation for long-term growth.

Per Holmberg, CEO
JLT Mobile Computers

Revenues and results for the period of January – September 2013

During the period, revenues totaled MSEK 41.3 (51.0). The gross margin increased to 30.8 % (26.1), resulting in a gross profit of MSEK 12.7 (13.3).

The company's expenses for sales, marketing, R&D, and administration totaled MSEK 11.8 (15.2). Expenses for restructuring of MSEK 1.2 was taken in the first quarter of the year.

Depreciations related to operations during the period totaled MSEK 0.7 (0.9), resulting in an operating result of MSEK -0.9 (-2.9).

Net interest income/expenses totaled MSEK -0.3 (-0.5) and the result before taxes was MSEK -1.2 (-3.4).

The result after taxes totaled MSEK -0.9 (-3.4).

Incoming orders for the period totaled MSEK 48.1 (49.0), and at the end of the period, outstanding orders were MSEK 8.3 (9.8).

Comments to the third quarter results

The gross profit for the quarter totaled MSEK 4.4 (3.6) with a gross margin of 30.2% (27.5).

Company expenses for sales, marketing, R&D and administration were reduced from MSEK 4.7 to MSEK 3.2. Depreciations were reduced to MSEK 0.2 (0.3), which all told provided an operating result of MSEK 1.0 (-1.4) for the third quarter. The reduction is an effect of completed economy measures.

Vacations during the third quarter effect the cost base positively.

Income statement, MSEK	2013 Q3	2012 Q3	2013 Q1-Q3	2012 Q1-Q3	2012
Net revenue	14.7	13.2	41.3	51.0	68.8
Gross profit	4.4	3.6	12.7	13.3	18.6
- Gross margin	30.2%	27.5%	30.8%	26.1%	27.1%
Cost of sales & marketing	-1.0	-1.0	-3.5	-3.6	-5.3
Overhead & development	-2.2	-3.7	-8.3	-11.6	-15.0
- of which personell	-0.8	-1.8	-4.8	-6.8	-8.6
- of which other costs	-1.4	-2.0	-3.5	-4.9	-6.4
- of which Deferred development costs (R&D)	0.0	0.0	0.0	0.0	0.0
Restructuring Costs	0.0	0.0	-1.2	0.0	0.0
EBITDA	1.2	-1.1	-0.2	-2.0	-1.7
Depreciation	-0.2	-0.3	-0.7	-0.9	-1.1
- of which tangible assets	-0.2	-0.2	-0.5	-0.7	-0.8
- of which intangible assets (R&D)	-0.1	-0.1	-0.2	0.2	-0.2
Operating profit	1.0	-1.4	-0.9	-2.9	-2.8
- Operating margin	6.8%	-10.5%	-2.2%	-5.7%	-4.0%

Financial position and cash flow

Cash flow was positive and totaled 1.6 MSEK for the period, net borrowing at the end of the quarter totaled MSEK -10.8 (-10.6)

On the accounting date, company liquid funds totaled MSEK 10.0 (9.8) and unutilized checking account funds were MSEK 5.0. The equity ratio was 68% (65) with equity at MSEK 28.7 (29.6).

The Parent Company

The parent company performs services for the subsidiary and debits of these are forwarded. The operating result totaled MSEK 0.4 (-0.3). There are no interest-bearing debts.

The Company Tax Situation

At the end of the period, a deductible deficiency of MSEK 34.7 remained to be utilized against future profits. Deferred outstanding tax of MSEK 6.0 is posted as an asset.

Principles of Accounting

This report is prepared in accordance with recommendations from the Swedish Financial Accounting Board for financial reports for part of the year (RR 20). The same reporting principles that were used for the previous year's financial report have been used.

Prospects for 2013

The product margin before currency effect will continue to be strengthened as a result of more efficient production practices and market focus.

The existing business volume, reduced cost base and increasing margins provide a stable base for the fourth quarter.

Share

During the year, a total of 7.0 million shares (4.7) have been traded, corresponding to 26% of the total number of shares.

The share traded at SEK 0,91 at the beginning of the year; at the end of the period the market price was SEK 1.29.

The JLT-share is listed at First North with Remium as certified advisor.

Reports during 2013

Year-end report 2013

February 6, 2014

Växjö, October 25, 2013

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Income statement, MSEK	2013 Q3	2012 Q3	2013 Q1-Q3	2012 Q1-Q3	2012
Net revenue	14.7	13.2	41.3	51.0	68.8
Operating expenses					
Raw materials and supplies	-10.2	-9.5	-28.6	-37.7	-50.1
Other external costs	-1.4	-2.0	-3.8	-5.4	-6.9
Personnel costs	-1.8	-2.8	-9.1	-9.9	-13.4
Depreciations	-0.2	-0.3	-0.7	-0.9	-1.1
Operating profit	1.0	-1.4	-0.9	-2.9	-2.8
Result from financial items	-0.3	-0.1	-0.3	-0.5	-0.5
Profit after financial items	0.7	-1.5	-1.2	-3.4	-3.2
Taxes*	-0.2	0.0	0.4	0.0	0.1
Net profit for the period	0.6	-1.5	-0.9	-3.4	-3.1
Earnings per share	0.02	-0.06	-0.03	-0.13	-0.12

Balance Sheets, MSEK	2013 30 Sept.	2012 30 Sept.	2012 31 Dec.
Assets			
Intangible assets	0.4	0.7	0.6
Tangible assets	0.7	1.2	1.2
Financial assets	7.2	7.0	6.8
Total non-current assets	8.4	8.8	8.7
Inventories	10.6	11.4	13.8
Current receivables	13.5	15.4	11.6
Liquid funds	10.0	9.8	8.4
Total current assets	34.1	36.6	33.8
Total assets	42.5	45.4	42.4
Shareholders equity and liabilities			
Shareholders equity	28.2	28.2	28.1
Current result	0.5	1.3	1.7
Total shareholders equity	28.7	29.6	29.7
Provisions	-	-	-
Long term liabilities	-	-	-
Current liabilities	13.7	15.9	12.7
Total shareholders equity and liabilities	42.5	45.4	42.4

Cash flow analysis, MSEK		2013 Q1-Q3	2012 Q1-Q3	2012
Cash flow resulting		-0.2	-2.5	-2.2
Change in working capital		1.8	9.0	7.4
Cash flow from current operations		1.6	6.5	5.3
Cash flow from investing activities		0.0	-0.3	-0.4
Cash flow from financing activities		0.0	0.0	0.0
Period Cash Flow		1.6	6.2	4.8
Liquid funds		10.0	9.8	8.4

Change in shareholders equity, MSEK		2013 30 Sept.	2012 30 Sept.	2012 31 Dec
Equity at beginning of period		29.7	33.1	33.1
Net profit for the period		-0.9	-3.4	-3.1
Currency adjustments		-0.2	-0.1	-0.2
Equity at end of period		28.7	29.6	29.7

Key figures		2013 Q3	2012 Q3	2012
EBITDA margin	%	-0.5	-3.8	-2.5
Operating margin	%	-2.2	-5.7	-4.0
Profit margin	%	-3.0	-6.7	-4.7
Operating capital	MSEK	28.7	29.6	29.7
Return on operating capital	%	-10	-11	-9
Equity	MSEK	28.7	29.6	29.7
Return on equity	%	-8	-12	-10
Net debts	MSEK	-10.8	-10.6	-10.0
Equity ratio	%	68	65	70
Earnings per share	SEK	-0.03	-0.13	-0.12
Equity per share	SEK	1.07	1.10	1.10
Net debts per share	SEK	-0.40	-0.36	-0.34
Market price of Share at end of period	SEK	1.29	0.83	0.90
No of shares		26,952	26,952	26,952