



- **Order intake: MSEK 94.6 (60.5)**
- **Revenues: MSEK 92.2 (59.8)**
- **Gross margin: 41.9 percent (46.2)**
- **Operating profit: MSEK 8.6 (2.0)**
- **Profit after tax: MSEK 6.9 (1.7)**

A statement by the CEO

Following a powerful first quarter featuring an order intake that exceeded my expectations, the second and third quarters also continued at a strong pace. Despite the fact that the third quarter is often the weakest quarter of the year due to the summer holidays – particularly in Europe – we finished the quarter with an order intake of MSEK 26, which is the highest in four years.

To meet the rapid rise in demand, we have doubled the production capacity at our plants in both Sweden and the US over the course of two months. With production under our own control within close proximity, JLT possesses a unique ability to quickly adapt to shifting business conditions, which is imperative since our operations are marked by fluctuating demand from quarter to quarter. This resulted in invoicing of MSEK 29 during the third quarter – the strongest level in 10 years.

During the quarter, delivery was finalized on the major US order that JLT secured during the first quarter from one of the world's largest transportation companies. JLT won the deal among intense competition from well-known players, which marked a milestone in the establishment of JLT's operation in the US, while also demonstrating the market's positive reception of the new JLT1214P computer featuring a virtually indestructible touchscreen.

During the first quarter, the plant of one of our Japanese suppliers suffered from a series of powerful earthquakes, which limited our access to certain components. We have been working in partnership with the supplier to minimize any delays in deliveries to customers. Production has now resumed and we are back to normal lead times for new orders.

Continuous product development is a key component of JLT's strategy and during the third quarter, we upgraded our VERSO+ 10 computer to a quad-core processor for optimal performance delivered in the most compact format in the market.

Backed by our new presence in the US, focus on the high-end segment of the market, continued marketing initiatives, and our newly launched products, we have laid the foundation for a long term profitable growth.

Per Holmberg, CEO

## Consolidated revenues and earnings for the period from January to September 2016

For the period, the Group reported revenues of MSEK 92.2 (59.8). Gross profit totaled MSEK 38.6 (27.6) and the gross margin was 41.9 percent (46.2).

Operating expenses totaled MSEK 29.1 (25.0), of which personnel costs accounted for MSEK 19.6 (16.7). Other costs amounted to MSEK 9.5 (8.4). EBITDA for the period totaled MSEK 9.5 (2.6).

Depreciation/amortization amounted to MSEK 0.9 (0.6) for the period.

Consolidated operating profit totaled MSEK 8.6 (2.0).

Net financial items amounted to an expense of MSEK 0.1 (income: 0.2), yielding a profit before tax of MSEK 8.4 (2.1).

The Group's flat tax rate amounted to MSEK 1.5, which was charged to earnings, though this had no impact on cash flow, and profit after tax was MSEK 6.9 (1.7).

Order intake during the period totaled MSEK 94.6 (60.5), and the order backlog amounted to MSEK 13.3 (6.0) at the end of the period. The order intake for the third quarter was MSEK 25.7 (19.7).

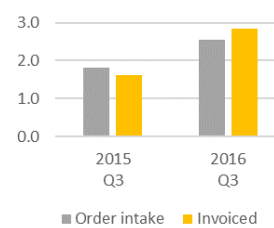
### Comments on earnings for the period from January to September

The Group's revenues rose 54 percent year-on-year and order intake increased by 56 percent.

The gross margin declined to 41.9 percent (46.2) due to a single major order in the US that was secured among intense competition. The order was largely delivered during the first half-year, which resulted in a rising margin during the third quarter.

During the period, provisions for variable remuneration were made in the amount of MSEK 1.8 (0.0) of which MSEK 0.6 in the quarter.

Order Intake / Invoiced  
2014 / 2015 Q3



Income statement, MSEK	2016 Q3	2015 Q3	2016 Q1-3	2015 Q1-3	2015
<b>Net revenues</b>	<b>28.5</b>	<b>16.1</b>	<b>92.2</b>	<b>59.8</b>	<b>81.1</b>
<b>Gross profit</b>	<b>12.4</b>	<b>7.7</b>	<b>38.6</b>	<b>27.6</b>	<b>36.2</b>
- Gross margin	43.6%	47.8%	41.9%	46.2%	44.6%
Sales & marketing costs	-3.3	-2.8	-10.7	-8.7	-12.4
Overhead and R&D costsOf which:	-6.2	-5.1	-18.4	-16.3	-20.2
Restructuring costs	0.0	0.0	0.0	0.0	0.0
<b>EBITDA</b>	<b>2.9</b>	<b>-0.2</b>	<b>9.5</b>	<b>2.6</b>	<b>3.6</b>
Depreciation	-0.3	-0.2	-0.9	-0.6	-1.0
Of which:					
- Property, plants and equipment	-0.2	-0.1	-0.3	-0.2	-0.5
- Intangible fixed assets	0.0	0.0	-0.2	0.0	0.0
- Goodwill	-0.1	-0.1	-0.4	-0.4	-0.5
<b>Operating profit/loss</b>	<b>2.6</b>	<b>-0.4</b>	<b>8.6</b>	<b>2.0</b>	<b>2.5</b>
- Operating margin	9.2%	-2.5%	9.3%	3.3%	3.1%

The development of next-generation vehicle-mounted computers is under way. Half of the external development expenditures, corresponding to MSEK 1.8, were capitalized during the period, with the remainder being charged to profit. No internal expenses have been capitalized.

## **Financial position and cash flow**

Cash flow amounted to a positive MSEK 9.7 (neg: 2.1), the Group's cash and cash equivalents amounted to MSEK 27.2 (18.1) on the balance-sheet date, and the Group's net indebtedness totaled MSEK -27.2 (-18.4), yielding a net cash balance

The equity/assets ratio was 63 percent (62) and equity totaled MSEK 39.7 (33.2), following a dividend of MSEK 1.9.

Remuneration for the new share issue under the 2013 options program has been paid and had an impact of MSEK 1.7 on cash flow and equity.

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 1.6 (loss: 1.1).

## **The Group's tax status**

Remaining tax loss carryforwards at the end of the period totaled MSEK 13.9, which can be leveraged against future profits, of which MSEK 6.8 pertain to Swedish companies. Deferred tax assets were recognized in the amount of MSEK 1.6.

## **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.

## **The share**

A total of 14.9 million shares (10.2) were traded during the period, representing 54 percent of the total number of shares.

During the period, the number of shares increased by 950,000 through a new subscription under the 2013 options program. The total number of shares now stands at 27,902,000. An additional 1,000,000 options remain outstanding which mature in June 2018 at a subscription rate of SEK 3.17 per share.

The share traded at SEK 1.75 at the beginning of the period, and closed the period at SEK 4.20.

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

## Financial calendar for 2016

Year-end report for 2016  
Annual general meeting

February 10, 2017  
May 11, 2017

Växjö, October 21, 2016

On behalf of the board: Per Holmberg, CEO

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*This information is information that JLT Mobile Computers AB is obliged to make public pursuant to the EU Market Abuse Regulation and the Swedish Securities Markets Act. The information was submitted for publication in Swedish, through the agency of the contact person set out above, on October 21, 2016 at 09:00 CET.*

## JLT Mobile Computers Group

Income statement, MSEK	2016 Q3	2015 Q3	2016 Q1-3	2015 Q1-3	2015
<b>Net revenue</b>	<b>28.5</b>	<b>16.1</b>	<b>92.2</b>	<b>59.8</b>	<b>81.1</b>
<b>Operating expenses</b>					
Materials and supplies	-16.1	-8.4	-53.6	-32.1	-44.9
Other external costs	-3.4	-2.7	-9.5	-8.4	-10.9
Personnel costs	-6.1	-5.2	-19.6	-16.7	-21.7
Depreciation	-0.3	-0.2	-0.9	-0.6	-1.0
<b>Operating profit/loss</b>	<b>2.6</b>	<b>-0.4</b>	<b>8.6</b>	<b>2.0</b>	<b>2.5</b>
Net financial items	-0.3	0.2	-0.1	0.2	0.1
<b>Profit/loss after financial items</b>	<b>2.4</b>	<b>-0.3</b>	<b>8.4</b>	<b>2.1</b>	<b>2.6</b>
Taxes	-0.7	0.0	-1.5	-0.4	-0.7
<b>Net profit/loss for the period</b>	<b>1.7</b>	<b>-0.2</b>	<b>6.9</b>	<b>1.7</b>	<b>1.9</b>
Earnings/loss per share (SEK)	0.06	-0.01	0.25	0.06	0.07

Balance Sheet, MSEK	2016 30 sep	2015 30 sep	2015 31 dec
<i>Assets</i>			
Intangible assets	4.3	3.0	3.0
Property, plant and equipment	1.1	1.5	1.3
Non-current financial assets	1.6	3.8	3.2
<b>Total non-current assets</b>	<b>7.0</b>	<b>8.2</b>	<b>7.4</b>
Inventories	16.2	14.7	16.2
Current receivables	13.1	12.6	12.0
Cash and cash equivalents	27.2	18.1	17.6
<b>Total current assets</b>	<b>56.6</b>	<b>45.5</b>	<b>45.7</b>
<b>Total assets</b>	<b>63.6</b>	<b>53.7</b>	<b>53.2</b>
<i>Equity and liabilities</i>			
Restricted equity	30.1	28.3	28.3
Retained earnings	10.0	5.0	5.1
<b>Total equity</b>	<b>40.1</b>	<b>33.2</b>	<b>33.3</b>
<b>Provisions</b>	-	-	-
<b>Long term liabilities</b>	-	-	-
<b>Current liabilities</b>	<b>23.5</b>	<b>20.5</b>	<b>19.9</b>
<b>Total equity and liabilities</b>	<b>63.6</b>	<b>53.7</b>	<b>53.2</b>

<b>Statement of cash flows, MSEK</b>	2016 Q1-3	2015 Q1-3	2015
Cash flow resulting from current operations before changes in working capital	7.8	2.6	4.1
Change in working capital	2.6	-1.7	-3.5
<b>Operating activities</b>	<b>10.4</b>	<b>0.9</b>	<b>0.5</b>
<b>Investing activities</b>	<b>-0.6</b>	<b>-1.1</b>	<b>-1.3</b>
<b>Financing activities</b>	<b>-0.2</b>	<b>-1.9</b>	<b>-1.9</b>
<b>Cash Flow for the period</b>	<b>9.7</b>	<b>-2.1</b>	<b>-2.6</b>
Cash and cash equivalents	27.2	18.1	17.6

<b>Statement of changes in equity, (MSEK)</b>	2016 30 sep	2015 30 sep	2015 31 dec
<b>Opening equity</b>	<b>33.3</b>	<b>33.3</b>	<b>33.3</b>
Profit/loss for the period	6.9	1.7	1.9
Translation differences	0.0	0.0	0.0
New subscription	1.7	0.0	0.0
Dividend	-1.9	-1.9	-1.9
<b>Closing equity</b>	<b>40.1</b>	<b>33.2</b>	<b>33.3</b>

<b>Key data</b>		2016 Q1-3	2015 Q1-3	2015
EBITDA margin	%	10.3	4.4	4.4
Operating margin	%	9.3	3.3	3.1
Profit margin	%	9.2	3.6	3.4
Capital employed	MSEK	40.1	33.2	33.3
ROACE	%	31	10	8
Equity	MSEK	40.1	33.2	33.3
Return on equity	%	25	21	6
Net indebtedness	MSEK	-27.2	-18.4	-17.6
Debt/equity ratio	%	63	62	63
Earnings/loss per share	SEK	0.25	0.06	0.07
Equity per share	SEK	1.44	1.23	1.24
Net debt per share	SEK	-0.98	-0.68	-0.65
Closing market price of share	SEK	4.20	1.78	1.80
No. of shares outstanding	x1,000	27,902	26,952	26,952