



- **Order intake: MSEK 83.5 (94.6)**
- **Revenues: MSEK 85.7 (92.2)**
- **Gross margin: 44.2 percent (41.9)**
- **Operating profit: MSEK 8.0 (8.6)**
- **Profit after tax: MSEK 5.9 (6.9)**

A statement by the CEO

A key component of JLT's growth strategy is to continuously strengthen our international network of resellers. Our overall sales mainly comprise a steady flow of business, which are supplemented by a smaller number of major, high-volume orders with somewhat lower margins. Under a growing partnership network, we are establishing JLT in the global market and expanding our client base, which bolsters our steady flow of business with a strong gross margin. We are now reaping the rewards of this strategy. Our steady flow of business is continuously growing with a strong gross margin. During the period, the gross margin grew to 44%, compared with 42% in the year-earlier period, despite the negative impact of a lower USD exchange rate. Backed by a strong gross margin and continued solid cost control, the operating margin for the period increased to 9.4%, up from 9.3% last year. Operating profit was MSEK 8.0 compared with MSEK 8.6 in the preceding year.

In September, JLT reached a key milestone in the company's history, when we delivered our 100,000th computer since JLT's founding in 1994. Computer number 100,000 was part of a major delivery to Volvo Car Body Components and to emphasize JLT's commitment to quality, the jubilee computer was delivered with a unique warranty of 100,000 hours, equal to more than 4,000 days – or just over 11 years.

As previously announced, we recruited several key sales and development positions last quarter. This has proven to be a healthy addition to the organization. Backed by new products and a stronger organization, we continue to pursue long-term and profitable growth.

Per Holmberg, CEO

Consolidated revenues and earnings for the period from January to September 2017

For the period, the Group reported revenues of MSEK 85.7 (92.2). Gross profit totaled MSEK 37.9 (38.6) and the gross margin was 44.2 percent (41.9).

Operating expenses totaled MSEK 29.0 (29.1), of which personnel costs accounted for MSEK 19.6 (19.6). Other costs amounted to MSEK 9.3 (9.5). EBITDA for the period totaled MSEK 8.9 (9.5).

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

Consolidated operating profit totaled MSEK 8.0 (8.6).

Net financial items amounted to an expense of MSEK 0.1 (expense: 0.1), yielding a profit before tax of MSEK 7.9 (8.4).

The Group's flat tax rate amounted to MSEK 2.1, which was charged to earnings, of which MSEK 0.8 had no impact on cash flow, and profit after tax was MSEK 5.9 (6.9).

Order intake during the period totaled MSEK 83.5 (94.6), and the order backlog amounted to MSEK 11.2 (13.3) at the end of the period. The order intake for the third quarter was MSEK 29.6 (25.7).

Consolidated revenues declined by 7 percent year-on-year and order intake declined by 12 percent.

The gross margin rose to 44.2 percent (41.9). The gross margin was adversely affected by a declining USD rate, which was offset by a higher product margin and rising service revenues.



Income statement, MSEK	2017 Q3	2016 Q3	2017 Q1-3	2016 Q1-3	2016
Net revenues	29.8	28.5	85.7	92.2	126.9
Gross profit	12.9	12.4	37.9	38.6	54.8
- Gross margin	43.4%	43.6%	44.2%	41.9%	43.2%
Sales & marketing costs	-4.1	-3.3	-12.7	-10.7	-15.0
Overhead and R&D costsOf which:	-5.1	-6.2	-16.3	-18.4	-25.6
Restructuring costs	0.0	0.0	0.0	0.0	0.0
EBITDA	3.7	2.9	8.9	9.5	14.2
Depreciation	-0.3	-0.3	-0.9	-0.9	-1.1
Of which:					
- Property, plants and equipment	-0.1	-0.2	-0.4	-0.3	-0.5
- Intangible fixed assets	0.0	0.0	-0.1	-0.2	-0.1
- Goodwill	-0.1	-0.1	-0.4	-0.4	-0.5
Operating profit/loss	3.5	2.6	8.0	8.6	13.1
- Operating margin	11.6%	9.2%	9.4%	9.3%	10.3%

Comments on the earnings for the third quarter

Revenues rose by 5 percent to MSEK 29.8 (28.5), largely thanks to an effective transition back into production following the vacation period.

The gross margin was somewhat lower, and overhead costs for the quarter totaled MSEK 9.2 (9.5), with depreciation/amortization remaining unchanged. After financial expenses, this yielded a profit before tax of MSEK 3.5 (2.4), corresponding to an increase of 48 percent.

Order intake for the quarter totaled MSEK 29.6 (25.7).

Financial position and cash flow

Cash flow amounted to a negative MSEK 8.1 (pos: 9.7), the Group's cash and cash equivalents amounted to MSEK 19.8 (27.2) at the end of the reporting period, and the Group's net indebtedness totaled MSEK -19.8 (-27.2), yielding a net cash balance.

The equity/assets ratio was 63 percent (63) and equity totaled MSEK 45.5 (40.1).

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 2.3 (loss: 1.6).

The Group's tax status

Remaining tax loss carryforwards at the end of the period totaled MSEK 5.7, all of which were attributable to foreign subsidiaries. Remaining tax loss carryforwards were not recognized as deferred tax assets.

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 18.0 million shares (14.9) were traded during the period, representing 65% of the total number of shares.

The total number of shares is 27,902,000. An additional 1,000,000 options are outstanding that expire in June 2018 at exercise price of SEK 3.17 per share.

The share traded at SEK 4.88 at the beginning of the period, and closed the period at SEK 5.50.

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

Financial calendar for 2017

Year-end report for 2017
Annual General Meeting

February 9, 2018
May 10, 2018

Växjö, October 20, 2017

On behalf of the board: Per Holmberg, CEO

For further information:

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JLT Mobile Computers Group

Income statement, MSEK	2017	2016	2017	2016	2016
	Q3	Q3	Q1-3	Q1-3	
Net revenue	29.8	28.5	85.7	92.2	126.9
Operating expenses					
Materials and supplies	-16.8	-16.1	-47.8	-53.6	-72.1
Other external costs	-2.6	-3.4	-9.3	-9.5	-13.7
Personnel costs	-6.6	-6.1	-19.6	-19.6	-27.0
Depreciation	-0.3	-0.3	-0.9	-0.9	-1.1
Operating profit/loss	3.5	2.6	8.0	8.6	13.1
Net financial items	0.0	-0.3	-0.1	-0.1	0.0
Profit/loss after financial items	3.5	2.4	7.9	8.4	13.1
Taxes	-0.8	-0.7	-2.1	-1.5	-2.3
Net profit/loss for the period	2.7	1.7	5.9	6.9	10.8
Earnings/loss per share (SEK)	0.10	0.06	0.21	0.25	0.39
Balance Sheet, MSEK			2017	2016	2016
			30 sep	30 sep	31 dec
<i>Assets</i>					
Intangible assets			5.8	4.3	4.6
Property, plant and equipment			0.9	1.1	1.0
Non-current financial assets			0.0	1.6	0.8
Total non-current assets			6.7	7.0	6.5
Inventories			20.7	16.2	16.3
Current receivables			25.1	13.1	24.3
Cash and cash equivalents			19.8	27.2	28.0
Total current assets			65.6	56.6	68.5
Total assets			72.4	63.6	75.0
<i>Equity and liabilities</i>					
Share capital			27.9		
Restricted equity			4.2	30.1	32.4
Retained earnings			13.4	10.0	11.3
Total equity			45.5	40.1	43.7
Provisions			1.4	1.6	1.6
Long term liabilities			-	-	-
Current liabilities			25.4	21.9	29.7
Total equity and liabilities			72.4	63.6	75.0

Statement of cash flows, MSEK	2017 Q1-3	2016 Q1-3	2016
Cash flow resulting from current operations before changes in working capital	6.6	7.8	11.8
Change in working capital	-8.7	2.6	-1.0
Operating activities	-2.1	10.4	10.8
Investing activities	-1.9	-0.6	-0.2
Financing activities	-4.2	-0.2	-0.2
Cash Flow for the period	-8.1	9.7	10.4
Cash and cash equivalents	19.8	27.2	28.0

Statement of changes in equity, (MSEK)	2017 30 sep	2016 30 sep	2016 31 dec
Opening equity	43.7	33.3	33.3
Profit/loss for the period	5.9	6.9	10.8
Translation differences	0.1	0.0	-0.2
New share issue	-	1.7	1.7
Dividend	-4.2	-0.2	-0.2
Closing equity	45.5	40.1	43.7

Key data		2017 Q1-3	2016 Q1-3	2016
EBITDA margin	%	10.4	10.3	11.2
Operating margin	%	9.4	9.3	10.3
Profit margin	%	9.3	9.2	10.3
Capital employed	MSEK	45.5	40.1	43.7
ROACE	%	25	31	34
Equity	MSEK	45.5	40.1	43.7
Return on equity	%	18	25	28
Net indebtedness	MSEK	-19.8	-27.2	-28.0
Debt/equity ratio	%	63	63	58
Earnings/loss per share	SEK	0.21	0.25	0.39
Equity per share	SEK	1.63	1.44	1.57
Net debt per share	SEK	-0.71	-0.98	-1.00
Closing market price of share	SEK	5.60	4.20	4.86
No. of shares outstanding	x 1.000	27,902	27,902	27,902