2018
Annual Report

JLT Mobile Computers AB (publ) 556239-4071

Contents

2018 in brief

In 2018, the positive impact of the strategic shift made in 2012 when JLT enacted a new growth strategy by placing its focus on the high-end market became clearly visible. Multiple financial records were broken during the year. The underlying running business comprises the core of JLT's operations and boasted an increase for the fifth consecutive year. The gross margin was the strongest in JLT's 25-year history.

142.3 MSEK (110.3) Order intake	**129.4 MSEK** (112.7) Revenues	**46.5 %** (44.0) Gross margin
12.7 MSEK (9.3) Operating profit	**9.7 MSEK** (6.8) Profit after tax	**0.22 SEK** (0.15) Dividend per share

Products

JLT's core philosophy is to provide world-class technology for rugged environments, while offering first-rate service and support. Our customers operate in a range of industries including warehousing, mining, ports, shipping, public transportation and agriculture and forestry. To expand our customers' range of options and to take the performance of our products to the next level, we launched several products in 2018.

The strategically key JLT6012 vehicle-mounted computer, which constitutes the next-generation platform for future productivity enhancing solutions, was launched as planned in March. The computer outperformed market expectations and is the fastest selling computer following a launch in JLT's history. As a supplement to JLT's proprietarily developed products, four durable tablets and hand-held computers were launched during the third quarter. All products offer the same level of service and support for which JLT has become synonymous in the industry.

Strong service offering: JLT Technology Services™

In collaboration with a partner in April, JLT opened a production and service facility in Atlanta, Georgia. With this facility, JLT is strengthening its offering for the important and growing US market by offering maintenance and repair services for both JLT's own products and third-party products, under the name JLT Technology Services.

Building upon our sales channel

JLT's products are primarily sold through our global JLT Sales Partner Program, which merges JLT's network of resellers and systems integrators with the aim of providing assistance and local support. JLT continues to strengthen its sales channel with its own staff and new partners.

Market presence

We have continued to bolster JLT's presence in the market via digital channels and by participating in numerous industry trade fairs in Europe and North America, primarily in the logistics, ports and mining sectors, but also agriculture.

We also presented the company at two investor meetings in Sweden: Remium on February 12, and Introduce Investor Day on August 30.

JLT in 60 seconds

Our vision

JLT aims to be a global leader in its operating area. We offer IT solutions to handle information in demanding environments and address each customer's particular needs with a unique level of expertise, market-leading products and first-rate service.

Business concept

JLT improves its customers' productivity by enabling reliable information management in demanding environments, including warehouses and logistics centers, production environments, ports and mines. Backed by 25 years of solid experience and know-how in developing, producing and deploying rugged computers, JLT is in a unique position to address each customer's particular needs with market-leading expertise, products and services.

We work in close cooperation with our customers to define the optimal solution comprising products and services for reliable information management in their specific environment. With in-house development, production and servicing, JLT offers end-to-end solutions that support customers from listing their specifications, the selection process and validation, to installation, start-up and maintenance.

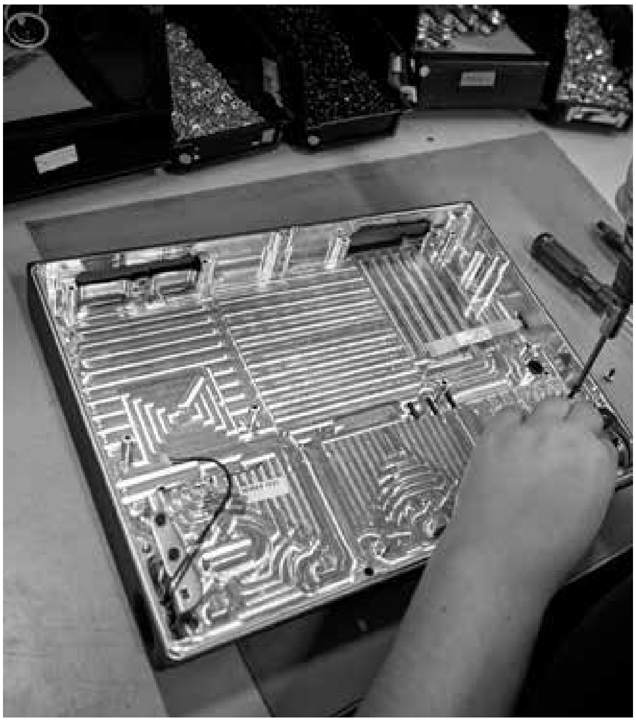
JLT is a global company with its own offices in Europe and North America. We offer market-leading and local support through a network of partners comprising industry experts, system integrators and resellers.

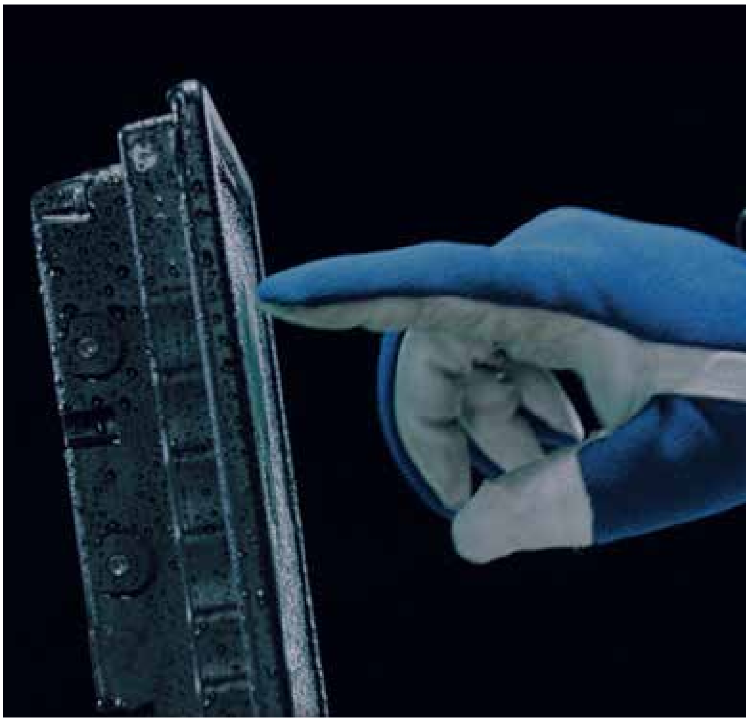
Market

JLT focuses on industrial customers, primarily in the fields of manufacturing, transportation and distribution, but also in ports and maritime operations, mining, agriculture and forestry. The common denominator for all of these customers is that they are highly dependent on reliability and performance in their IT solutions for managing information in demanding environments.

Corporate values

JLT's corporate culture is defined by the acronym QUEST. Q stands for quality, which permeates everything that JLT does. U stands for being "numero uno", JLT's relentless efforts to up the stakes and keep developing, in order to become the best in our field. E means having empathy with, and understanding our customers by being receptive and professional, as well as always striving to outperform expectations. S stands for speed and simplicity, which are touchstones for JLT. T represents JLT's way of working as a team together with partners, keeping to promises, practicing honesty and putting the team first.





Organization
JLT's global organization comprises the parent company JLT Mobile Computers AB, and the wholly owned subsidiaries JLT Mobile Computers Sweden AB, JLT Mobile Computers UK Ltd and JLT Mobile Computers Inc.

In our Swedish organization, headquartered in Växjö with a local office in Stockholm and Brussels, we have a team of 17 individuals in development, marketing, sales, service, production and corporate management. The US organization, headquartered in Chandler, Arizona, with several field offices, has 12 sales and support staff.

Growth objectives
JLT aims to outpace market growth and thus increase its market share in the high-end of the rugged vehicle-mounted computers segment.

Profitability targets
The Group aims to maintain an operating margin of more than 10 percent over the course of a business cycle and to keep its net debt at below 50 percent of consolidated equity after deductions for intangible assets.

Dividend policy
JLT's dividend policy stipulates that the dividend shall correspond to 30-50 percent of profit after tax, provided that the Group's financial position and other circumstances warrant such a dividend.

The JLT share
JLT's shares have been traded on Nasdaq OMX First North under the name JLT since 2006. At year-end, there were 28,552,000 shares, each with a quotient value of SEK 1. At year-end 2018, JLT's market capitalization was MSEK 111.9, based on the closing price of the share.

JLT's history

1994 - When it all began!

Jan Olofsson founds JLT Mobile Computers, which then offers electronics systems for controlling machinery to the forestry industry. Thanks to experience from the use of electronic products in the military, the company possesses valuable knowledge about the future market for rugged computers.

1995 - 1999

JLT paves the way for the market for rugged computers by launching the second generation of mobile computers based on a PC architecture with features such as Pentium processors and operating temperatures of -20°C; features and functions that are now standard or outdated but were completely groundbreaking at the time. The concept of establishing a partner network to galvanize a global presence to better serve major clients, while also maintaining the advantages of having a small organization, began taking shape. In 1999, JLT enters the US market with a sales office in Arizona. JLT promptly establishes a strong position in the market through a transaction with Leica Geosystems. A third generation of vehicle-mounted touchscreens is developed. Several design elements from this platform are still featured in JLT's computers today.

2000 - 2004

As of 2000, JLT experiences highly rapid growth and is named Challenger of the Year in the IT industry by the Swedish business journal Veckans Affärer. In 2002, JLT Mobile Computers engages in a reverse takeover of Gandalf AB, and is now listed on Nasdaq OMX, First North. This is followed by rapid expansion in the North American market thanks to well-established relationships with global system integrators in the logistics industry. JLT's computers are sold under a domestic brand in the US market and through partnerships with companies including Psion-Teklogix, PSC, LXE and MA-Systems JLT becomes the largest supplier to the global forklift market.

Meanwhile, JLT pioneers the entrance into the market for rugged tablets adapted for in-vehicle use and in 2004 the first dividend is being paid to shareholders to a total value of MSEK 3.8.

2005 - 2009

Both sales and profits rise and JLT qualifies for numerous 'best of' lists, including Deloitte Technology 500, Red Herring 100 and Inc. 500's List of Fastest Growing Privately-Held Companies in America. Interest in the JLT Mobile Computers share increases sharply among the public, and the value of the share rises. Expansion of JLT's network of sales partners in Europe continues in 2006, and the entire product range is redesigned to meet the standards of the RoHS and WEEE directives. In 2007, JLT Mobile Computers in the US merges with DAP Technologies LTD to form Roper Mobile Technology, later known as DAP Technologies. DAP Technologies gains the exclusive rights to sell JLT's products in the US market, which are sold under DAP's own brand. The JLT1214™ product series, the market's most cost-effective computers designed for logistics applications, is launched in 2008.

In 2009, JLT - just like a number of other companies in the sector - is adversely affected by the financial crisis. Sales decline rapidly and JLT reports a loss for the year; its first since its inception. That same year, Per Holmberg succeeds founder Jan Olofsson as CEO. Per joins the company after a 15-year career at US semiconductor company Xilinx, Inc. (Nasdaq: XLNX) in Silicon Valley, California, having worked in roles including Marketing Director in charge of the global market. Jan remains the majority owner and an active member of the Board of Directors.

2010 - 2013

Following the financial crisis, JLT recovers with higher sales, but in a significantly more mature market. Facing new competition from less expensive and scaled-down Asian alternatives, the gross margin and profitability fall below JLT's targets. Consequently, in early 2012, a new strategy is presented with the focus placed on becoming the leader in the high-end segment.

Advancements are made on the product portfolio and it is positioned to meet demands from customers with specific needs for performance, quality and reliability. JLT launches the VERSO series, offering vehicle-mounted computers with the market's best performance and reliability adapted for heavy-duty applications. JLT also reinforces its commitment to quality by extending the warranty on all JLT products to three years. To further raise the level of customer service, the company launches JLT:Works Professional Services along with the comprehensive service agreement, JLT:Care, to guarantee maximum uptime at a predictable cost. Meanwhile, JLT establishes its partner program to strengthen the collaboration between JLT and specialists in the sector. Through its partner program, JLT offers the market's best solutions and world-class local support. The strategic shift to the high-end market segment begins to yield results as early as 2013.

Profits rise and JLT can once again pay a dividend to its shareholders. The strategic shift proves to be a turning point in JLT's history, and the company now enters a new growth phase with healthy profitability.

2014

In late 2014, the company establishes proprietary operations in the US market by acquiring the vehicle-mounted computer operations from its former sales partner DAP Technologies. Since entering the US market in 1999, the US has been a strategically key region for JLT, accounting for nearly half of revenues. Accordingly, the move to establish its own staff and sales under its own brand in the US marked a further step in the company's advancement. JLT celebrates its 20th anniversary in 2014 and delivers its 90,000th computer, which comes with a special service agreement valid for 20 years. During the year, the VERSO™+ 10 is also launched – it is the most compact rugged computer in its class, featuring considerable flexibility thanks to the JLT QuickLock™ rapid mounting function.

2015

The JLT1214P logistics computer with a virtually unbreakable touchscreen featuring the revolutionary JLT PowerTouch™ technology is launched. A new version of the VERSO+ 10 computer, designed for the logistics market, is introduced. The processors in the VERSO Series of durable computers are upgraded, while the entire product range is validated as Navis Ready by Navis – a market-leading supplier of terminal operating systems to the port industry. Windows 10 is offered on all JLT computers.

2016

JLT continues to reap rewards from establishing a US subsidiary and by focusing on the high-end market segment. JLT also engages in a targeted effort on the ports segment that results in business with several leading port operators worldwide. To promote further expansion in the international market, JLT launches an upgraded international partner program JLT Global Sales Partner Program, which further unifies JLT's global network of retailers and system integrators. Overall, JLT enjoys strong year-on-year growth with sales rising more than 50 percent and operating profit increasing five-fold. To meet increasing demand, production capacity is doubled in both Sweden and the US. JLT doubles its dividend to SEK 0.15 per share.

2017

JLT further sharpens its focus on enhancing the service content in its offering in order to capture greater commitments from its customers.

Servicing and services now comprise a significant component of JLT's growth strategy and service-related revenues grow 45 percent year-on-year. This is a strategy that JLT continues to build on. The underlying running business, which represent the core of JLT's operations and comprise multiple small and mid-sized deals, generate a stable gross margin and continue to grow for the fourth consecutive year.

During the year, JLT produces its 100,000th computer, which is delivered with a unique 100,000-hour guarantee to Volvo Car Body Components. JLT is now regarded as the largest Swedish computer supplier in history.

2018

Investments in the growth strategy, which includes a focus on the high-end segments, a strong sales channel and greater service content continue to yield solid results. JLT reported a record year and numerous financial records were broken. After several years of strong profitability, JLT has a robust cash balance and is commencing an intensified acquisition strategy. An extra dividend of SEK 0.07 is proposed that bring the total to SEK 0.22 per share.

As part of the expansion of the service offering, the company is introducing JLT Technology Services in the US market. JLT is also launching the strategically key JLT6012 logistics computer, which represents JLT's latest platform for vehicle-mounted computers. It is being launched with new technology that lays the foundations for future development of both products and services. Demand for the JLT6012 computer is strong and is breaking records as the fastest growing product after launching in JLT's history.

Message from the CEO

Exciting year with record earnings

As we close the books for 2018, I can say that this has been JLT's strongest year in its history. We have beaten several financial records and I am proud of our highly qualified employees and these results, which we achieved together. Order intake, gross margin and gross profit for the full year were at an all-time high. Sales totaled MSEK 129.4, compared with MSEK 112.7 in 2017, up 15%. JLT's sales can be broken down into running business and project deals. The underlying running business represents the core of JLT's operations and comprise multiple small and mid-sized deals. Beyond the running business, JLT's total sales are also impacted by major, isolated project deals with extended sales cycles. In recent years, we have diversified our customer base while also forging long-term customer relations to achieve both stable sales and gross margins. As a result of this, the running business grew for the fifth consecutive year, increasing 16% in 2018.

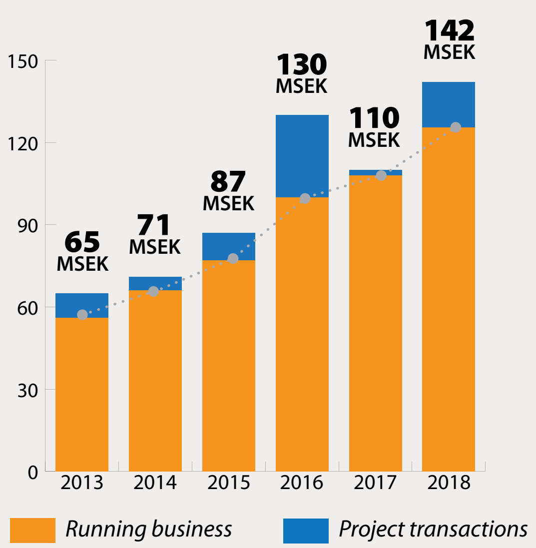
Our sales are made in four business segments: The Nordic region, EMEA (Europe excluding the Nordics, the Middle East and Africa), the Americas (North and South America) and OEM (Original Equipment Manufacturer). The three first segments are geographic regions and the last one, OEM, comprises customers who build complete systems that include JLT's products. These systems are subsequently sold to end-users, often globally, under the customer's owns brand. The sharp increase in order intake primarily derives from the EMEA segment, but the Americas and OEM have also reported growth during the year.

JLT's goal is to outperform the market's growth and thus increase its market share. In the past five years, JLT's product sales grew by an average of 15% annually, while the market that JLT serves grew by about 5%, based on market data from VDC Research. The gross margin for the year was 46.5%, compared with 44.0% the previous year. The strong gross margin was positively impacted by the product and order mix, an increased share of service sales, and currency effects.

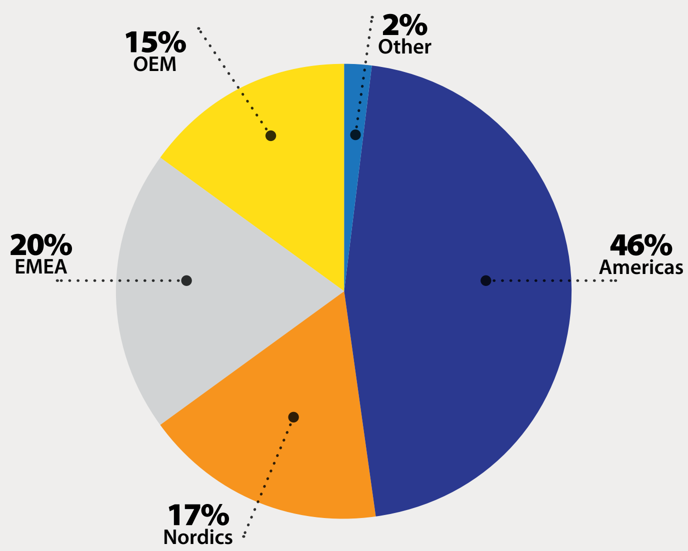
JLT creates unique competitive advantages by maintaining full control of product development, production and service. As a trailblazer in the field of durable computers, over the course of 25 years, JLT has amassed solid experience and know-how in developing, producing and installing electronics in unforgiving environments.

By maintaining control of an overall solution, we offer market-leading products and expertise, first-class lead times for both products and service, and have created a unique ability to effectively adapt our solutions to our customers' specific demands.

Order intake by year



Order intake by business segment



Vehicle-mounted computers comprise the core of our offering and are used by renowned customers worldwide. Based on this core offering, we are evolving our growth strategy to expand our product portfolio with a combination of proprietarily produced and sourced products, servicing and services. A key element of our strategy is advancing on our service offering in order to create a comprehensive solution for our customers. This enables us the opportunity to stand out in the market and create profitable long-term growth.

As part of this growth strategy, during the second quarter, we launched JLT Technology Services™ for the US Market. In conjunction with the launch, JLT established a new production and service facility together with a partner in Atlanta, Georgia. With this facility, JLT both strengthens its offering and creates scalability for the important and growing US market. JLT Technology Services enables us to complement and enhance our customer offering in our prioritized target segments by offering services for both JLT's own products and third-party products, such as computers, tablets, hand-helds and scanners from most brands. By using a single service center for all of their products, regardless of the manufacturer, JLT's customers can improve their service management and thus cut operating and maintenance costs. In the long term we plan to offer similar services in Europe. The long-term vision is to increase the service content in our total revenues and the results of our efforts remain on a positive track. Sales of services including service agreements amounted to MSEK 10.9 for the year, an increase of 27%. At the end of the first quarter we launched the JLT6012™ logistics computer in line with our plan. This computer represents a strategically important step for JLT, as it constitutes a new platform with integrated sensors and new technology, which will be harnessed for the future development of both products and services. The vision is to further increase customers' productivity by collecting and analyzing measurement data on the use of JLT computers in their environments. Data that JLT can use, for example, to predict future service needs and thus maximize the computer's uptime and minimize disruptions in the customer's operations. Demand for the JLT6012 computer has been strong since it launched, and its sales have increased faster than any other new computer in JLT's history.

We also supplemented our offering during the year with several new Windows and Android-based portable tablets and hand-held computers in order to satisfy our customers' need for rugged products.

We are now seeing positive results of previous investments in our growth strategy, but there is more to be done. We will continue with our strategic plan that involves us moving towards increased service content having originally been a purely product-based company with a focus on hardware. We plan to intensify these activities in 2019. As a result of strong earnings in recent years, JLT's cash balance has increased and totaled MSEK 44 at year-end 2018. This liquidity provides flexibility and competitiveness. We will intensify our acquisition strategy so as to support and strengthen JLT's development, by actively seeking out acquisitions that enhance our current operations. This may entail acquisitions that solidify JLT's position in a specific market, supplement our current offering, or enhance our expertise in a key strategic area. The board is simultaneously recommending an extra dividend for 2018 of SEK 0.07, thus a total of SEK 0.22 per share.

Investments in the growth strategy and JLT's transformation into a business model with a more comprehensive approach are positive developments. Our goal is to continue developing the company to ensure strong growth and profitability and thus create added value for customers, employees and shareholders.

We ended the fourth quarter with robust momentum in our order intake and are confidently looking forward to 2019.

Per Holmberg, CEO
JLT Mobile Computers AB

The JLT share

JLT's share has been traded on the First North exchange since 2006, and Eminova Fondkommission AB serves as its certified advisor. ABG is its market maker, with the aim of promoting the liquidity of the company's share and reducing the spread between the bid and ask price during trading.

The share traded at a high of SEK 4.98 in January, and a low of SEK 3.68 in November. The share closed 2018 at SEK 3.92.

A total of 8.4 million shares (20.8) were traded during 2018, representing 30 (75) percent of the total number of shares. There are 28,552,000 shares, each with a quotient value of SEK 1.

At year-end 2018, JLT's market capitalization was MSEK 111.9 (124.4), based on the closing price of the share.

The board of directors proposes to the annual general meeting that a dividend of SEK 0.22 per share (0.15) be paid for the 2018 fiscal year.

This proposal is based on an unchanged dividend of SEK 0.15, which corresponds to 43 percent of annual earnings. The company's dividend policy stipulates that the dividend must correspond to 30-50 percent of net profit for the year. In addition, an extra dividend of SEK 0.07 is proposed which corresponds to the capital injection from a new issue in connection with the maturation of employee stock options.

Shareholder list

Shareholder	No. of shares	Holding, %
Jan Olof Olofsson and family	8,508,866	29.80%
Grenspecialisten förvaltning AB	2,217,784	7.77%
Försäkringsbolaget Avanza Pension	1,725,686	6.04%
Jerry Fredriksson m företag	830,000	2.91%
Nordnet Pensionsförsäkring AB	810,548	2.84%
Tommy Svensson	780,000	2.73%
Consortium Capital Investments	766,090	2.68%
Per Holmberg	726,152	2.54%
Danica Pension Försäkrings AB	625,000	2.19%
Larne Wallisson and company	620,000	2.17%
Johan Magnus Hagberg	405,538	1.42%
Bo-Göran Kling	350,469	1.23%
Alcur Select	338,108	1.18%
Andreas Gustafsson	260,000	0.91%
Jan Sjöwall	250,000	0.88%
Stefan Käck and family	228,000	0.80%
Spiltan Aktiefond Småland	214,500	0.75%
Mats Fagerlund	202,370	0.71%
Stein-Åge Bang Pedersen	169,100	0.59%
Ola Blomberg and family	168,311	0.59%
Other shareholders	8,355,478	29.26%
Total	**28,552,000**	**100.00%**

Warrants outstanding	1,200,000
Number of shares after maximum dilution	29,752,000

Share performance in 2018

Administration report

The board of directors and CEO of JLT Mobile Computers AB (publ), corporate registration number 556239-4071, registered in Växjö, Sweden, hereby submit the annual report and consolidated financial statements for the fiscal year from January 1, 2018, to December 31, 2018.

This annual report and these consolidated financial statements were approved by the board of directors and CEO on March 27, 2019 for publication and will be presented to the annual general meeting on May 7 for adoption.

Group structure and operations

JLT Mobile Computers AB is the parent company in a Group. Through its wholly owned subsidiaries JLT Mobile Computers Sweden AB, JLT Mobile Computers Inc., and JLT Mobile Computers UK Ltd, the Group operates in the field of rugged mobile computers.

JLT Mobile Computers is a leading developer of rugged mobile computers for demanding environments. The PC-type computers are developed and manufactured in Sweden for professional users and are hallmarked by exceptional operational reliability despite moisture, dust, vibrations, electromagnetic fields or extreme temperatures – functions that are required for use in areas such as transportation, warehousing/logistics, forestry, mining, automation and military and emergency response vehicles. JLT operates on a global level through its sales partners and sales companies, predominantly in Europe and the US, and has supplied more than 100,000 computers.

Development, service and administration are conducted at the company's headquarters in Växjö, Sweden. The company was founded in 1994 and is listed on NASDAQ First North.

Group financial performance

For the full-year 2018, the Group reported revenues of MSEK 129.4 (112.7). Gross profit totaled MSEK 60.5 (49.5) and the gross margin was 46.5 percent (44.0).

Operating expenses totaled MSEK 45.3 (39.1), of which other costs accounted for MSEK 13.5 (12.5). Personnel costs totaled MSEK 31.8 (26.6).

EBITDA for the year totaled MSEK 15.2 (10.4).

Depreciation/amortization amounted to MSEK 2.4 (1.2) for the year, of which development expenditures were MSEK 1.3 (0.1) and goodwill MSEK 0.6 (0.5).

Consolidated operating profit totaled MSEK 12.7 (9.3).
Net financial items amounted to MSEK -0.3 (0.0), yielding a profit before tax of MSEK 12.5 (9.3).

Group tax totaling MSEK 2.7 (2.5) led to a profit after tax of MSEK 9.7 (6.8).

Order intake during the year totaled MSEK 142.3 (110.3) and the order backlog amounted at the end of the year to MSEK 23.3 (10.6). The order backlog with delivery planned for the first quarter of 2019 amounted to MSEK 20.0 (8.3).

Orders with delivery planned within 12 months are reported as outgoing order backlog for 2018, while any order backlog with delivery planned for the next quarter is reported separately. Service agreements are not counted as part of the order backlog.

Comments on earnings for 2018

The Group's total revenues increased 15 percent in 2018 compared with the previous year. In combination with an improved gross margin, this led an increase in gross profit of 22 percent. The order intake rose 29 percent during the course of 2018.

The gross margin increased slightly to 46.5 percent (44.0), influenced by the product and order mix, an increasing share of service revenues but also positive currency effects.

Costs, in particular personnel costs, increased compared with the previous year. This increase is attributable to operations in the US, where there were new recruits to the sales force. A strong USD exchange rate is also affecting costs, as well as a higher proportion of variable remuneration. During the period, provisions for variable remuneration were made in the amount of MSEK 1.2 (0.3).

Income statement, MSEK	**2018**	**2017**
Net revenues	129.4	112.7
Gross profit	**60.5**	**49.5**
Gross margin	46.5%	44.0%
Sales & marketing costs	-21.5	-17.5
Overhead and R&D costs	- 23.9	- 21.6
EBITDA	**15.2**	**10.4**
EBITDA-margin	11.7%	9.3%
Amortization	-2.4	-1.2
Operating profit	**12.7**	**9.3**
Operating margin	9.8%	8.2%

The development of JLT's platform for the next generation of vehicle-mounted computers was completed in 2017 and launched in 2018. No further development expenditures took place in 2018, and depreciation/amortization of capitalized development expenditures amounted during the year to MSEK 1.3 (0.1).

Sales of service agreements and other services show a positive trend, with service-related revenues amounting to MSEK 10.9 (8.6). Prepaid service agreements recognized as a liability totaled MSEK 13.9 (12.3).

Five-year summary

Income statement Condensed	2018	2017	2016	2015	2014
Net revenues, MSEK	129.4	112.7	126.9	81.1	71.7
Gross margin %	46.5	44.0	43.2	44.6	36.0
Operating profit, MSEK	12.7	9.3	13.1	2.5	6.0
Profit after net financial items, MSEK	12.5	9.3	13.1	2.6	6.2
Net profit for the year, MSEK	9.7	6.8	10.8	1.9	4.4
Margin metrics					
Operating margin %	9.8	8.2	10.3	3.1	8.4
Profit margin %	9.6	8.3	10.3	3.2	8.6
Capital. return and equity/assets ratio					
Total assets MSEK	90.4	74.8	75.0	53.2	49.9
Capital employed MSEK	55.9	47.6	43.7	33.3	33.3
ROACE %	24.5	20.5	34.0	8.7	19.5
Equity, MSEK	54.1	46.3	43.7	33.3	33.3
Return on equity (ROE) %	19.3	15.1	27.9	5.7	13.7
Net indebtedness, MSEK	- 29.1	- 26.7	- 28.0	- 17.6	-20.5
Debt/equity ratio, multiple	0.0	0.0	0.0	0.0	0.0
Equity/assets ratio %	60	62	58	63	67
Share data					
Earnings per share, SEK	0.34	0.24	0.39	0.07	0.16
Equity per share, SEK	1.89	1.66	1.60	1.24	1.24
Net indebtedness per share, SEK	- 1.03	- 0.96	- 1.02	- 0.65	- 0.76
Dividend per share, SEK	0.22	0.15	0.15	0.07	0.07
Share price (closing price for year), SEK	3.92	4.46	4.20	1.80	1.80
No. of shares outstanding*, 000s	28,552	27,902	27,902	26,952	26,952
Average no. of shares*, 000s	28,227	27,902	27,348	26,952	26,952
Other					
Average no. of employees	30	28	25	23	11
Employees					
Revenue per employee, MSEK	4.31	4.03	5.08	3.53	6.41
Earnings per employee, MSEK	0.32	0.24	0.43	0.08	0.39

*There are 1,200,000 warrants outstanding

Operations in 2018

JLT's aim is to outperform the market in terms of profitable growth, which is why we have been following a growth strategy for several years now in which we strengthen our sales channel while also developing our offering by way of complementary products, accessories and services. In line with this strategy, in April we launched JLT Technical Services in the US market, as well as an expanded service and production capacity during the third quarter.

Thanks to JLT Technical Services we are now able to offer our US customers installation and maintenance services. These services effectively complement and refine our product offering for existing markets and customers. In the long term we plan to offer similar services in Europe.

A new production and service facility was established together with a local service partner in Atlanta in order to increase capacity in the vital and growing US market. Thanks to this new facility, we can now offer our US customers a broader service offering involving repair and maintenance of both JLT's proprietary equipment and third-party products, such as scanners, printers and hand-held computers from the most common brands. This expanded offering means we can enhance the efficiency of our service management for customers and lower their maintenance costs.

Market development

The major share of the 15 percent increase in revenue and 29 percent increase in order intake for the year was achieved despite the discontinuation of a product segment comprising 4 percent of revenues in 2017. The increase in order intake largely derives from Europe, while order intake in the US also grew, albeit at a slower pace.

It is pleasing to note that after several years of stagnation in the mining market, we are beginning to see some recovery within that segment. During the first quarter, orders came in from customers in the mining industry in the US and the Nordic region, which is a positive sign in terms of future trends in the global mining market and may indicate that the mining segment – once of major significance to JLT – is on the rise once again.

We have continued to bolster JLT's presence in the market via digital channels and by participating in numerous industry trade fairs. In North America, JLT participated in a total of five trade fairs, including MODEX in Atlanta, Georgia, the largest logistics trade show of the year. In the field of agriculture, we were at the InfoAg Conference in St. Louis, Missouri, which is an American trade show for farming that attracts more than 1,200 participants from all over the world. JLT also held exhibitions at numerous European trade shows, including LogiMAT in Germany, which is one of Europe's largest trade shows for intralogistics and process governance, and TOC Europe in the Netherlands, which is a global event that attracts ports, terminal and maritime companies worldwide.

In 2018, we galvanized our sales organization through a combination of internal and external recruitment and secured four new resellers.

Product development

On 5 March, JLT launched the JLT6012 logistics computer, which is the first computer in JLT's next generation of vehicle-mounted computers and the 6th generation ins JLT's history. This new computer features both Windows 10 and Android and is principally targeted at customers within warehousing and logistics, as it has a range of functions that facilitate daily work for users while reducing overall costs for the customer.

With the JLT6012 computer, JLT has also created an innovative platform containing new technology that will form the basis of future solutions, thus lifting the benefit to customers to whole new levels. Sales of the new JLT6012

Group performance – Key ratios

	2018	2017	2016	2015	2014
Net revenues, MSEK	129.4	112.7	126.9	81.1	71.7
Gross margin, %	46.5	44.0	43.2	44.6	36.0
Revenues per employee, MSEK	4.3	4.0	5.1	3.5	6.4
Growth, %	14.8	- 11.2	56.5	13.1	18.6
Profit before tax, MSEK	12.5	9.3	13.1	2.6	6.2
Operating margin, %	9.8	8.2	10.3	3.1	8.4
Profit margin, %	9.6	8.3	10.3	3.2	8.6
ROACE, %	24.5	20.5	34.0	8.7	19.5
Earnings per share, SEK	0.34	0.24	0.39	0.07	0.16
Cash flow per share excl. dividend, SEK	0.51	- 0.26	0.38	- 0.10	0.54
Equity/assets ratio, %	60	62	58	63	67

computer have exceeded expectations during the year, with the emphasis on sales to the US market. See press release from 5 March 2018.
The product range was expanded during the year to include hand-held and tablet products. One is an upgrade of the existing MT2010™ tablet computer, which features a new and stronger processor.

The other is a completely new model, the MT2010K™, with an integrated keyboard for quick and easy data entry. Three of the new computers were launched with the Android operating system. These products include the MH1005A™, a hand-held computer with a 5-inch screen; the MT1007A™, a tablet with a 7-inch screen and the MT2010A™, a tablet with a 10.1-inch screen.
See press release from 17 October 2018.

Production and aftermarket

The manufactoring of JLT products is in Sweden with strict requirements on environmental aspects. To minimize the effect of shipping, efforts are under way to offer direct delivery to end-customers/users to thus eliminate transit hubs and extra shipping. This means that the end-client configuration can increasingly be offered straight from the factory.

Servicing for the US market is done in the US, while servicing for other countries is done in Sweden. JLT's computers enjoy a long useful life - generally at least 5 years. To further extend active useful life, refurbishments of existing computers are increasingly on offer for both functional and aesthetic purposes.

Servicing work is continuously followed up to identify and carry out potential improvements in design, production or handling.

Personnel

In connection with the restructure of service operations in the US, the workforce has been reduced as those directly involved in service and production naturally left their roles. In 2018, new recruits were taken on within development and production in Sweden and within sales in the US.

Staff turnover at the company is low because of personal development and work duties that offer growth.
We are recruiting new staff, we strive to achieve a gender balance at the organization and in terms of full-time employees in the past four years, 57% are women in the Swedish companies.

During the year, the offices and conferences spaces at the headquarters in Växjö underwent extensive renovations to improve the work environment.

Financial position and cash flow

Cash flow amounted to MSEK 12.5 (-11.3), following a dividend of MSEK 4.2 (4.2) and a new share issue of MSEK 2.1 (0.0). The Group's cash and cash equivalents, including short-term investments, amounted to MSEK 43.9 (26.7) on the balance-sheet date. The company holds no interest-bearing liabilities.
The equity/assets ratio was 60 percent (62) and equity totaled MSEK 54.1 (46.3).

As of the second quarter of 2017, cash assets are partly being invested under discretionary management as per an adopted investment policy, which stipulates that a maximum of 20 percent is invested in equities or equity-related instruments. The scope of the amount under management is based on the prevailing liquidity requirements.

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 (-1.7).

The Group's tax status

Remaining tax loss carryforwards at the end of the period totaled MSEK 4.3, all of which were attributable to foreign subsidiaries. Remaining loss carryforwards were not recognized as deferred tax assets.

Dividend

The board of directors proposes to the annual general meeting that a dividend of SEK 0.22 per share (0.15) be paid for the 2018 fiscal year.

This proposal is based on an unchanged dividend of SEK 0.15, which corresponds to 43 percent of annual earnings. The company's dividend policy stipulates that the dividend must correspond to 30-50 percent of net profit for the year. In addition, an extra dividend of SEK 0.07 is proposed which corresponds to the capital injection from a new issue in connection with the maturation of employee stock options. Corporate governance

Corporate governance

The Board of JLT Mobile Computers AB (publ) comprises five members who are elected at the annual general meeting in May. The Board's composition represents a broad range of experience that is significant for the future development of the company. Adoption of business plan, strategy and budget for the forthcoming fiscal year, as well as an evaluation of the board's work.

JLT applies the Swedish Corporate Governance Code in all aspects except for the fact that it does not have a formal nomination committee or remuneration committee.

JLT's Board features a broad representation of ownership, with just over 40 percent of all shares represented on the Board – a composition whose design reinforces the interests of the shareholders. Due to the size of the company, matters concerning remuneration to senior executives are deferred to the Chairman for execution at the scheduled Board meetings.

During the year, six Board meetings were held, five of which were scheduled, as well as a statutory meeting. Minutes were taken at all of the Board meetings, which were numbered in chronological order. Material for discussion and decision-making was sent out prior to the Board meetings.

Fixed items on the agenda for monitoring at all scheduled Board meetings include:

• Progress toward the rolling 12-month forecast and adoption of forecast for the forthcoming 12-month period

• Monitoring of quality targets regarding products, production and deliveries

• Monitoring of key figures for marketing activities and sales

• Monitoring of potential customer base, as well as key business transactions/key accounts

• Monitoring of cash flow and outstanding accounts receivable

• Monitoring of ongoing development projects

• Monitoring of the overall state of business

Fixed items on the agenda at scheduled Board meetings during the year:

1. Adoption of year-end report and review of current contracts

2. Earnings report for the first quarter, as well as the Board's formal rules of procedure

3. Earnings report for the second quarter, along with a review and update of the long-term business plan

4. Earnings report for the third quarter, along with the business plan for the coming year and establishment of the Board's requirements for the company over the coming year

5. Adoption of business plan, strategy and budget for the forthcoming fiscal year, as well as an evaluation of the Board's work.

Each quarterly report is reviewed before each Board meeting by the Board members tasked with specific rolls concerning financial matters. JLT has not adopted a diversity policy due to the company's size, and limited new recruitment results in every matter being handled independently by the company's management.

Major shareholders

Shareholders with stakes greater than 10% are:

	No. of shares	Percentage
Jan Olof Olofsson and family	8,508,866	29.80%

Risks

JLT's success is based on its ability to offer the market high-quality products that satisfy market demands at competitive prices. Our products are developed, produced and sold in close cooperation with our partners. The risks that our business faces are factors that limit or complicate our ability to deliver on these commitments.

Operational and organizational risks

Operational and organizational risks are defined as the risks involved in the organization and day-to-day business in the form of production, service, deliveries and so forth. The risk assessment includes our ability to meet shifts in demand and to recruit new employees for expansion, as well as our dependence on key business personnel.

An established network organization gives us favorable means to rapidly adapt the business to shifts in demand – both increases and decreases. Our current production capacity can cope with a sharp expansion given a reasonable amount of notice, and our fixed-cost commitments are limited in case of any decline in demand.

A small organization entails risks in key personnel falling ill or leaving. We are consistently working at both the management and operational level to ensure a state of "complementarity", meaning that no single task rests exclusively on one individual. Responsibility and complementarity are part of JLT's management philosophy.

Continuous and ongoing efforts are being made to evaluate, document and enhance the efficiency of our business processes.

Product risks

JLT develops and produces computers and is active in multiple markets. The product risks of our business include: quality issues, higher service and warranty costs, access to componentry, specifying and developing new products, costs for upgrading and phasing out existing products, external requirements, certification requirements, as well as legal requirements and claims.
Established quality objectives, documented processes and continuous monitoring are methods to swiftly identify deviations in quality.

A shortage of componentry leads to delivery problems and the potential loss of sales of individual models or configurations. Forecasts are done well in advance in close cooperation with the JLT sales partners. Current lead times are continuously monitored to identify potential bottlenecks early and present alternative solutions.

Meeting customer demands for new products involves a proactive network of resellers, system integrators and end customers, thus driving specifications and, to a certain extent, financing the development of new products.

JLT is continuously enhancing the efficiency of its materials management practices to achieve lower costs and greater control of materials sourcing. To minimize costs related to upgrades and the phasing out of existing products, there is considerable focus on efficient procedures and checklists for the management of inventories, purchasing, changes to production specifications, and forecasting.

Various forms of new and/or stricter external standards, including requirements for certification in new markets entail the risk of additional costs or limitations in specific markets or segments. Conversely, these standards and requirements may also entail significant competitive advantages.

Market-related risks

Market-related risks are divided into three core areas: new types of solutions change the competition landscape, downward pricing pressure due to a maturing market, and structural or organizational changes among sales partners and key accounts.

Competition stemming from alternative and new solutions that enter the market are a part of continuous market developments. JLT proactively works to strengthen its collaborations with and expand its network of sales partners, thus getting closer to the end-users and increasing the understanding of future customer demands. A stronger sales network and constant monitoring of technological developments are critical factors in meeting the market's shifting needs and competitive landscape.

Greater downward pricing pressure and standardization in established segments yield a risk of declining margins. Expansion and the development of new segments, as well as stronger product offerings serve as a constant counterbalance. In the long term, efforts to strengthen JLT's brand in the market also play an important role in offsetting downward pricing pressure.

JLT works closely with a number of sales partners, which entails risks in the event of structural or other major changes among sales partners or end customers. JLT Mobile Computers Inc., which is in charge of sales in JLT's crucial US market, gives the Group control of sales and a direct relationship with its end customers.

Financial risks

Sales in USD and USD-related componentry purchases yield a low overall net USD exposure. EUR-related purchases are limited, which yields a net EUR exposure.

A strong USD yields a temporary increase in margins, whereas a weaker USD yields an adverse corresponding impact on margins. This is due to componentry purchases most often being made in USD, and due to a time delay between delivery and invoicing.

An increasing number of partners and greater proximity to the market increase the risk of customer losses. An established credit policy combined with credit insurance and continuous monitoring mitigates these risks.

Equity – Group

12-31-2018	Share capital	Reserves	Total equity incl. net profit for the year	Total equity
Opening balance	27,902	6,652	11,723	46,277
Net profit for the year			9,726	9,726
Direct changes in equity				
Translation difference			154	154
Development fund		-1,118	1,118	
Total	*-*	*-1,118*	*1,272*	*154*
Transactions with owners				
Dividend			- 4,185	- 4,185
New share issue	650	1,441		2,091
Total	*650*	*1,441*	*- 4,185*	*- 2,094*
At year-end	**28,552**	**6,975**	**18,536**	**54,063**

12-31-2017	Share capital	Reserves	Total equity incl. net profit for the year	Total equity
Opening balance	27,902	4,199	11,641	43,742
Net profit for the year			6,819	6,819
Direct changes in equity				
Translation difference		-	- 99	- 99
Development fund		2,453	- 2,453	-
Total	*-*	*2,453*	*- 2,552*	*- 99*
Transactions with owners				
Dividend			- 4,185	- 4,185
Total	*-*	*-*	*- 4,185*	*- 4,185*
At year-end	**27,902**	**6,652**	**11,723**	**46,277**

Equity – Parent company

12-31-2018	Restricted equity			Unrestricted equity	
	Share capital	Statutory reserve	Premium reserve	Total equity incl. net profit for the year	Total equity
Opening balance	27,902	1,288	2,825	53,113	85,128
Net profit for the year				3,776	3,776
Transactions with owners					
Dividend				- 4,185	- 4,185
New share issue	650		1,441		2,091
Total	*650*	*-*	*1,441*	*- 4,185*	*- 2,094*
At year-end	**28,552**	**1,288**	**4,266**	**52,704**	**86,810**

12-31-2017	Restricted equity			Unrestricted equity	
	Share capital	Statutory reserve	Premium reserve	Total equity incl. net profit for the year	Total equity
Opening balance	27,902	1,288	2,825	51,134	83,149
Net profit for the year				6,165	6,165
Transactions with owners					
Dividend				- 4,185	- 4,185
Total	*-*	*-*	*-*	*- 4,185*	*- 4,185*
At year-end	**27,902**	**1,288**	**2,825**	**53,113**	**85,128**

Proposed distribution of unappropriated earnings

Parent company

The company's unrestricted equity is shown as follows (SEK).

	53,193,728:-
Retained earnings	3,775,875:-
Net profit for the year	
	56,969,603:-

The Board of Directors and the CEO propose to the annual general meeting:

	6,281,440:-
That shareholders be paid SEK 0.22 per share	**50,688,163:-**
To be carried forward	
	56,969,603:-

The board has proposed that a dividend of SEK 0.22 be paid per share, meaning a total of SEK 6.3 million. The company and Group are in a solid position. The proposed dividend is more than manageable within the framework of our unrestricted equity.

Even after the proposed dividend, our equity/assets ratio and cash and cash equivalents will be adequate. Based on the aforementioned, the details described in the administration report and what is otherwise known by the board, the board deems the proposed dividend to be warranted, taking into account the demands that the company's nature, scope and risks impose on the company and Group's equity, as well as on the company and Group's consolidation needs, cash and cash equivalents and position at large.

> Demand for the JLT6012 computer has been string since it launched, and its sales have increased faster than any other new computer in JLT's history.
>
> *Per Holmberg, CEO, JLT Mobile Computers*

Income statement

		Group		Parent company	
Amounts in SEK 000s	Note	**2018**	2017	**2018**	2017
Net revenues	2	**129,376**	112,708	**4,356**	4,356
Other operating revenues		645			
Total operating revenue		**130,021**	**112,708**	**4,356**	**4,356**
Operating expenses					
Materials and supplies		**- 69,508**	- 63,172		
Other external costs	3, 6	**- 13,538**	- 12,454	**- 2,305**	- 2,234
Personnel costs	4	**- 31,801**	-26,640	**- 4,306**	- 3,818
Depreciation/amortization of property, plant and equipment and intangible assets	5	**- 2,447**	- 1,166		
Total operating expenses		**- 117,294**	**- 103,432**	**- 6,611**	**- 6,052**
Operating profit		**12,726**	9,276	**- 2,255**	- 1,696
Results related to financial items					
Interest income and other similar items	7	**-**	55	**1,359**	692
Interest expenses and other similar items	8	**- 257**	-6	**- 257**	- 650
Profit after net financial items		**12,469**	**9,325**	**- 1,153**	**- 1,654**
Appropriations and taxes					
Group contributions received		-	-	**6,000**	9,566
Profit before tax		**12,469**	**9,325**	**4,847**	**7,912**
Taxes on profit for the year	9	**- 2,743**	- 2,506	**- 1,071**	- 1,747
Net profit for the year		**9,726**	**6,819**	**3,776**	**6,165**

A platform for mobile computing solutions

Flexible and intelligent design to fit your needs today and tomorrow.

Balance sheet

		Group		Parent company	
Amounts in SEK 000s	Not	**12-31-18**	12-31-17	**12-31-18**	12-31-17
ASSETS					
Non-current assets					
Intangible assets					
Capitalized expenditure for development and similar	10	**3,768**	5,062	-	-
Goodwill	11	**790**	1,283	**-**	**-**
Property, plant and equipment					
Equipment, tools, fixtures and fittings	12	**533**	841	-	-
Non-current financial assets					
Participations in Group companies	13	-	-	**44,214**	44,214
Receivables from Group companies	14	-	-	**11,663**	11,413
Deferred tax assets	15	**180**	-	**55**	-
Total non-current assets		**5,271**	**7,186**	**55,932**	**55,627**
CURRENT ASSETS					
Inventories, etc.					
Input goods, materials and supplies		**19,248**	20,784	-	-
Current receivables					
Accounts receivable		**19,817**	18,212	-	-
Receivables from Group companies		-	-	**20,242**	21,933
Current tax assets		**50**	-	**-**	-
Other current receivables		**989**	983	**14**	-
Prepaid expenses and accrued income	16	**1,124**	882	**116**	53
Current receivables		**14,798**	10,055	**14,798**	10,055
Cash and bank balances					
Cash and bank balances	22	**29,125**	16,662	**43**	303
Total non-current assets		**85,151**	**67,578**	**35,213**	**32,344**
Total assets		**90,422**	**74,764**	**91,145**	**87,971**

		Group		Parent company	
Amounts in SEK 000s Non-current assets	Not	**12-31-18**	12-31-17	**12-31-18**	12-31-17
EQUITY AND LIABILITIES					
Equity					
Share capital	17	**28,552**	27,902	**-**	**-**
Statutory reserve		**6,975**	6,652	-	-
Retained earnings incl. net profit for the year		**18,536**	11,723	-	-
Restricted equity					
Share capital	17	**-**	-	**28,552**	27,902
Statutory reserve		-	-	**1,288**	1,288
Total restricted equity				**29,840**	29,190
Unrestricted equity					
Premium reserve				**4,266**	2,825
Retained earnings		-	**-**	**48,928**	46,948
Net profit for the year		-	**-**	**3,776**	6,165
Total unrestricted equity	18	-	-	**56,970**	55,938
Total equity		**54,063**	**46,277**	**86,810**	**85,128**
Provisions					
Provisions for warranty commitments	19	**1,828**	1,352	-	-
Current liabilities					
Accounts payable		**10,793**	9,191	**186**	100
Current tax assets		**3,103**	1,404	**1,961**	866
Other liabilities		**2,403**	868	**239**	265
Accrued expenses and deferred income	20	**18,232**	15,672	**1,949**	1,612
Total current liabilities		**34,531**	**27,135**	**4,335**	**2,843**
TOTAL EQUITY AND LIABILITIES		**90,422**	**74,764**	**91,145**	**87,971**

Cash flow statement

Amounts in SEK 000s	Note	Group 2018	Group 2017	Parent company 2018	Parent company 2017
Operating activities					
Profit after net financial items		**12,469**	9,325	**- 1,153**	- 1,654
Adjustment for non-cash items	21	**3,263**	869	**- 102**	- 55
Income tax paid		**- 1,274**	- 62	-	-1
Cash flow from operating activities before changes to working capital		**14,458**	**10,132**	**- 1,255**	**- 1,710**
Cash flow from changes to working capital					
Increase (–)/Decrease (+) in inventories		**1,536**	- 4,484	-	-
Increase (–)/Decrease (+) operating receivables		**- 1,853**	4,058	-	-
Increase (–)/Decrease (+) operating liabilities		**5,697**	- 4,035	**- 398**	- 867
Cash flow from operating activities		**19,838**	**5,671**	**- 857**	**- 2,577**
Investing activities					
Acquisition of property, plant and equipment		**- 281**	- 335	-	-
Acquisition of intangible assets		**-**	- 2,453	-	-
Financial asset investments		**- 5,000**	- 10,000	- 5,000	- 10,000
Cash flow from investing activities		**- 5,281**	**- 12,788**	**- 5,000**	**- 10,000**
Financing activities					
New share issue		**2,091**	-	**2,091**	-
Net change in intra-Group transactions		-	-	**7,691**	16,831
Dividends paid to parent company shareholders		**- 4,185**	- 4,185	**- 4,185**	- 4,185
Cash flow from financial activities		**- 2,094**	**- 4,185**	**5,597**	**12,646**
Cash flow for the year		**12,463**	**- 11,302**	**- 260**	**69**
Opening cash and cash equivalents		**16,662**	27,964	**303**	234
Closing cash and cash equivalents	22	**29,125**	16,662	**43**	303
Cash and cash equivalents incl. current receivables		**43,923**	26,717	**14,841**	10,358

Disclosures on individual items

Note 1 Additional disclosures

All amounts in SEK 000s unless otherwise specified.

General accounting policies, etc.

This annual report was prepared in accordance with the Swedish Annual Accounts Act and pursuant to the general recommendations of the Swedish Accounting Standards board BFNAR 2012:1 Annual accounts and consolidated financial statements (K3).

The parent company employs the same accounting policies as the Group, except in the cases outlined below in the section entitled “Parent company accounting policies.” Assets, provisions and liabilities are measured at cost unless otherwise specified below. The company is incorporated as a limited liability company and is headquartered in Växjö Municipality.

Consolidated financial statements

Subsidiaries are companies in which the parent company directly or indirectly holds more than 50 percent of the number of votes or otherwise commands a controlling interest. Controlling interest entails the right to shape a company’s financial and operational strategies in the aim of receiving financial gains. The recognition of business combinations is based on the unit perspective, meaning that the acquisition analysis is conducted on the date on which the acquiring party gains a controlling interest. As of this date, the acquiring party and the acquired unit are regarded as one accounting unit. The application of the unit perspective also entails that all assets (including goodwill) and liabilities, as well as revenues and expenses, are included in full, even for jointly owned subsidiaries.

The cost for subsidiaries is calculated as the sum of fair value on the date of acquisition for purchased assets, plus accrued and assumed liabilities as well as issued equity instruments, expenses directly attributable to the business acquisition and any additional considerations. The fair value on the date of acquisition of the acquired identifiable assets and assumed liabilities, as well as any non-controlling interests, which are measured at fair value on the date of acquisition, are determined in the acquisition analysis. As of the date of acquisition, the acquired company’s revenues and expenses, identifiable assets and liabilities, as well as any goodwill that arises or negative goodwill are included in the consolidated financial statements.

Intra-Group receivables and liabilities, revenues and expenses, and unrealized gains or losses that arise during transactions between Group companies are eliminated in full. Unrealized gains that arise during transactions with associated companies are eliminated to an extent corresponding to the Group’s ownership in the company. Unrealized losses are eliminated in the same way as unrealized gains, though only insofar as there is no indication of an impairment need.

Revenue recognition

When goods are sold, revenue is recognized on delivery. For service agreements, revenue is recognized in relation to the period of the agreement that has elapsed. Sales are recognized after deductions for VAT, similar taxes and rebates have been made.

Receivables and liabilities

Receivables and liabilities in foreign currencies are measured at the exchange rate on the balance-sheet date. In cases in which currency hedging measures are taken in the form of futures hedging, for example, recognition is conducted as above.

Inventories

The inventory is measured at the lowest of costs and fair value.

Provisions

Provisions are recognized in the balance sheet when the company has a legal or informal commitment resulting from an incurred event and when it is likely that an outflow of resources will be required to settle the commitment and a reliable assessment of the amount can be made.
On first recognition, provisions are measured at the best assessment of the amount that will be required to settle the commitment on the balance-sheet date. Provisions are reassessed on each balance-sheet date. If applicable (the impact of when the payment is made is significant) the provision is recognized at the present value of the future payments that are required to settle the commitment.

Provisions have been made for known or anticipated risks, following individual assessment.

Intangible assets

Research and development expenditure

Expenditure on research, meaning the planned and systematic search for new scientific or technological know-how and insight, is recognized as an expense as it is incurred.

The capitalization model is used for recognizing development expenses, meaning that expenses that are incurred during the development phase are recognized as assets when all of the factors below have been fulfilled:

• It is technically feasible to complete the intangible asset for use or sale.

• The intent is to complete the intangible asset and to use it or sell it.

• It is likely that the intangible asset will generate future financial gains.

• Requisite and adequate technological, financial and other means are available to complete the development process and to use or sell the intangible asset.

• The expenses that are attributable to the intangible assets can be calculated in a reliable way.

Other intangible assets
Other intangible assets that have been acquired are recognized at cost less accumulated depreciation/amortization and impairment. Expenses for internally generated goodwill and brands are recognized in the income statement as costs as they are incurred.

Amortization

Amortization is applied on a straight-line basis over the asset's estimated useful life. Amortization is recognized as an expense in the income statement. Amortization is applied as follows:

Capitalized development expenditures	3 – 5 years
Goodwill	5 years

Since Goodwill pertains to acquisition-related Goodwill for long-term market development in JLT's core business, five years is deemed a pertinent amortization period.

Property, plant and equipment

Property, plant and equipment are recognized after deductions for accumulated depreciation according to plan. Depreciation according to plan is applied on a straight-line basis, based on the object's cost and estimated useful life.

Property, plant and equipment are depreciated on a straight-line basis over their estimated useful life. Amortization is applied as follows:

Office equipment	5 years
Business systems	3 – 5 years
Production tools	3 – 5 years
IT equipment	4 years

Leasing

All leases have been classified as financial or operational leases. A financial lease is a lease under which the risks and advantages that are associated with owning an asset are, in all material respects, transferred from the lessee to the lessor.

An operational lease is a lease that is not a financial lease.

Financial leases
Rights and obligations under financial leases are recognized as assets and liabilities in the balance sheet. On first recognition, the asset and liability are measured at the lowest of the asset's fair value and the present value of the minimum leasing fee.

Expenses that are directly attributable to entering into and the structuring of the lease are added to the amount that is recognized as an asset.

After the initial recognition, the minimum leasing fees are allocated among the interest and amortization of the liability, pursuant to the effective interest rate method. Variable fees are recognized as expenses in the fiscal year in which they were incurred.

The leased asset is depreciated over the course of its useful life.

Operational leases
Leasing fees under operational leases, including higher first-time rent but excluding fees for services such as insurance and maintenance, are recognized as expenses linearly over the leasing period.

Employee remuneration

Classification of post-employment remuneration
Plans for post-employment remuneration are either classified as defined-contribution or defined-benefit.

Under defined-contribution plans, fixed fees are paid to another company, generally an insurance company, with no further obligations to the employee once the fee has been paid. The size of the employee's post-employment remuneration depends on the fees that were paid and the returns that the fees generate.

Under defined-benefit plans, the company has an obligation to pay the agreed remuneration to its current and former employees. In all material respects, the company bears both the risk that the remuneration will be higher than expected (actuarial risk), and the risk that the return on equity will differ from expectations (investment risk). There will be investment-related risks even if the assets are transferred to another company.

Defined-contribution plans
Fees for defined-contribution plans are recognized as an expense. Unpaid fees are recognized as a liability.

Defined-benefit plans
The company has elected to apply the simplification rules offered under BFNAR 2012:1.

The plans for what pension premiums are paid are recognized as defined-contribution, meaning that the fees are expensed in the income statement.

Pension obligations in the Group's foreign subsidiaries are recognized in the same way as in the foreign subsidiary.

Warranty expenses

The estimated costs for product warranties are charged to operating earnings at the time of sale.

Taxes
Taxes on profit for the year in the income statement consist of current taxes and deferred taxes. Current taxes comprise the income tax for the current year which pertains to the year's taxable earnings, and the portion of the preceding fiscal year's income taxes that have not yet been recognized. Deferred taxes comprise the income tax on taxable earnings pertaining to future fiscal years resulting from past transactions or events.

Deferred tax assets are measured at no more than the amount that will likely be returned based on present and future taxable earnings. The measurement is reassessed on each balance-sheet date.

Financial instruments
Financial assets and liabilities are recognized in accordance with chapter 11 (Financial instruments measured on the basis of cost) of BFNAR 2012:1.

A financial asset or financial liability is entered in the balance sheet when the company becomes subject to the contractual terms of the instrument. Accounts receivable are entered in the balance sheet when an invoice has been sent. Accounts payable are entered when the invoice has been received.

A financial asset is removed from the balance sheet when the rights in the agreement are realized, expire or when the company losses control of them. This also applies for parts of a financial asset. A financial liability is removed from the balance sheet when the commitment stipulated in the agreement is completed or is otherwise settled. This also applies for parts of a financial liability.

US dollar futures are used (sold) for hedging the net flow (sales and purchasing) of transactions in US dollars. Determining whether to expand our holding of futures over time varies from one period to another, in terms of determining the volume trend of the net flow and the benefit of the hedge relative to the current exchange rate and calculation status. In the balance sheets and income statements, hedged items are recognized taking the futures contracts into account. This principle entails that a company will have unrealized and unrecognized gains or losses if its existing holding of futures exceeds the financial net asset of the currency.

Financial assets and liabilities
A financial asset or financial liability is entered in the balance sheet when the company becomes subject to the contractual terms of the instrument. A financial asset is removed from the balance sheet when the contractual rights to cash flow from the asset are realized or have expired. This also applies when the risks and advantages associated with the holding have been transferred in all material respects to another party and the company no longer has control of the financial asset. A financial liability is removed from the balance sheet when the contractual obligation is fulfilled or has expired.

Measurement of financial assets
Financial assets are measured upon first recognition at cost, including any transaction fees directly attributable to the acquisition of the asset.

Impairment – property, plant and equipment, intangible assets, and participations in group companies
On every balance-sheet date, an assessment is made as to whether there is any indication that the value of an asset is lower than its carrying amount. If there is any such indication, the recoverable amount of the asset is calculated.

Group and shareholder contributions
Group contributions that have been received/made are recognized as an appropriation in the income statement.

The Group contributions that have been received/made have had an impact on the company's current taxes.

Provisions
Provisions are recognized in the balance sheet when the company has a legal or informal commitment resulting from an incurred event and when it is likely that an outflow of resources will be required to settle the commitment and a reliable assessment of the amount can be made.

On first recognition, provisions are measured at the best assessment of the amount that will be required to settle the commitment on the balance-sheet date. Provisions are reassessed on each balance-sheet date.

Contingent liabilities

Contingent liabilities are defined as:
- A potential obligation, due to past events and whose occurrence will only be confirmed by one or several uncertain future events that are not entirely within the company's control, which occurs or does not occur, or
- An existing obligation resulting from past events, but that is not recognized as a liability or provision since it is not probable that settling the obligation will require an outflow of resources, or the scope of the obligation cannot be calculated with adequate reliability.

Contingent liabilities are a collective term for such warranties, financial commitments and potential obligations that are not recognized in the balance sheet.

Parent company accounting policies
Shareholder contributions are charged directly against the equity of the receiver and are capitalized as shares and participations for the contributor, insofar as no impairment is required.

The parent company's accounting policies comport with the aforementioned accounting policies in the consolidated financial statements.

Increasing Opera
in Leading Ports A

ational Efficiency Around the World

Note 2 Net revenues by geographic market

Group	2018	2017
Nordic region	34,999	38,425
EU (ex. Nordic)	27,344	20,019
US	63,405	52,469
Other markets	3,628	1,795
	129,376	**112,708**

Note 3 Fees and reimbursement of expenses for auditors

Group	2018	2017
KPMG		
Auditing assignments	243	110
Other assignments	104	95
	347	**205**

Auditing services encompass reviewing the annual report and accounting, the Board's and CEO's administration, other duties that fall to a company's auditor, together with advisory services and other support caused by observations made during audits or the performance of such other duties.

Note 4 Employees, personnel costs and fees to the board and auditors

Average number of employees

	2018		2017	
	Employees	**Of whom, men**	**Employees**	**Of whom, men**
Parent company, Sweden	2	100%	2	100%
Total in parent company	2	100%	2	100%
Subsidiary, Sweden	15	73%	14	86%
Subsidiary, US	13	92%	12	83%
Total in subsidiary	28	82%	26	81%
Group total	**30**	**83%**	**28**	**82%**

Gender distribution among management	2018 Percentage of women	2017 Percentage of women
Parent company		
Board	0%	0%
Other senior executives	0%	0%
Group total		
Board	0%	0%
Other senior executives	0%	0%

Salaries and other benefits, as well as social security fees, including pension costs

	2018		2017	
	Salaries and benefits	**Social security costs**	**Salaries and benefits**	**Social security costs**
Parent company	2,662	1,766	2,592	1,105
(of which, pension costs)	*1)*	*726*	*1)*	*661*
Subsidiary	22,299	4,571	18,287	3,722
(of which, pension costs)	*1)*	*1,175*	*1)*	*1,123*
Group total	**24,961**	**6,337**	**20,879**	**4,827**
(of which, pension costs)		*1,901*		*1,784*

1) Of the Group's pension costs, SEK 459 (420) pertain to company management.

Remuneration to senior executives

Parent company 2018			
SEK 000s	**Base pay board fees**	**Variable remuneration**	**Pension costs**
Chairman, Ulf Ahlén	165	-	-
Board member, Ola Blomberg	100	-	-
Board member, Jan Olofsson	75	-	-
Board member, Per Ädelroth	75	-	-
Board member, Jan Sjöwall	75	-	-
CEO	1,057	188	369
Executive Vice President	1,014	130	217
Total	**2,561**	**318**	**586**

Parent company 2017			
SEK 000s	**Base pay board fees**	**Variable remuneration**	**Pension costs**
Chairman, Ulf Ahlén	160	-	-
Board member, Ola Blomberg	72	-	-
Board member, Jan Olofsson	72	-	-
Board member, Per Ädelroth	72	-	-
Board member, Jan Sjöwall	72	-	-
CEO	1,027	53	338
Executive Vice President	975	37	195
Total	**2,450**	**90**	**533**

Share-related remuneration

Employee stock-option program 2015/2018

In 2015, the company's employees were offered the opportunity to buy warrants at a value determined under the Black & Scholls method which entitle the holder to subscribe for shares at an exercise price of SEK 3.17 for the period from June 1, 2018, to June 30, 2018. Each warrant entitles its holder to subscribe for one share.

Change in the number of employee warrants (with corresponding exercise prices) and share rights

2018			
	No. of warrants	**Avg. exercise price**	**No. of share rights**
Outstanding at beginning of year	1,000,000	3.17	1,000,000
Assigned during year	455,000	7.00	455,000
Forfeited during year		-	
Redeemed/issued during the year	-650,000	3.17	-650,000
Overdue during the year	-350,000	-	-350,000
Outstanding at year-end	**455,000**	**7.00**	**455,000**

2017			
	No. of warrants	**Avg. exercise price**	**No. of share rights**
Outstanding at beginning of year	1,000,000	3.17	1,000,000
Assigned during year	-	-	-
Forfeited during year	-	-	-
Redeemed/issued during the year	-	-	-
Overdue during the year	-	-	-
Outstanding at year-end	**1,000,000**	**3.17**	**1,000,000**

Severance pay

By contract, the company's CEO is to receive severance pay in the amount of 12 months' salary when termination is initiated by the company, and 6 months' salary in the event of a mutual period of notice

Note 5 Depreciation/amortization and impairment of property, plant and equipment, and intangible assets

	2018	2017
Group		
Depreciation/amortization according to plan by asset		
Capitalized expenditures for development work and the like	1,294	83
Goodwill	563	539
Equipment, tools, fixtures and fittings	589	544
	2,447	**1,166**

Note 6 Operational leasing

Leases under which the company is the lessee

	2018	2017
Group		
Future minimum leasing fees for noncancellable operational leases		
Within one year	1,285	594
Between 1 and 5 years	1,150	1,658
	2,435	**2,252**
Leasing fees expensed during fiscal year	**1,285**	**1,064**

Note 7 Interest income and similar income items

	2018	2017
Group		
Exchange-rate gains	-	55
	-	**55**
Parent company		
Interest income, Group companies	587	637
Realized investment gains	-	55
Exchange-rate gains	772	-
	1,359	**692**

Note 8 Interest expenses and similar items

	2018	2017
Group		
Exchange-rate losses	-	- 6
Placement losses	- 257	-
	- 257	**- 6**
Parent company		
Exchange-rate losses	-	- 650
Placement losses	-257	-
	- 257	**- 650**

Note 9 Taxes on profit for the year

	2018		2017	
Reconciliation of effective tax rate	**Percentage**	**Amount**	**Percentage**	**Amount**
Group				
Profit before tax		12,469		9,325
Taxes at current tax rate for parent company	22.0%	- 2,743	22.0%	- 2,052
Effect of other tax rates for foreign subsidiaries	0.0%	-	4.0%	-369
Other non-deductible expenses	1.1%	- 138	0.9%	- 85
Other	- 1.1%	138	0.0%	-
Recognized effective tax	**22.0%**	**- 2,743**	**26.9%**	**- 2,506**
Parent company				
Profit before tax		4,847		7,912
Taxes at current tax rate for parent company	22.0%	- 1,066	22.0%	- 1,741
Non-deductible expenses	0.1%	- 5	0.1%	- 6
Recognized effective tax	**22.1%**	**- 1,071**	**22.1%**	**- 1,747**

Note 10 Capitalized expenditure for development work

	12-31-2018	12-31-2017
Group		
Accumulated cost		
At beginning of year	7,475	5,021
Other investments	-	2,454
At year-end	**7,475**	**7,475**
Accumulated depreciation/amortization		
At beginning of year	- 2,413	-2,330
Depreciation/amortization for the year	-1,294	-83
At year-end	**- 3,707**	**-2,413**
Carrying amount at year-end	**3,768**	**5,062**

Note 11 Goodwill

	12-31-2018	12-31-2017
Group		
Accumulated cost		
At beginning of year	2,945	3,051
Translation differences for the year	70	- 106
At year-end	**3,015**	**2,945**
Accumulated depreciation/amortization		
At beginning of year	- 1,662	- 1,123
Depreciation/amortization for the year	- 563	- 539
At year-end	**- 2,225**	**- 1,662**
Carrying amount at year-end	**790**	**1,283**

Note 12 Equipment, tools, fixtures and fittings

	12-31-2018	12-31-2017
Group		
Accumulated cost		
At beginning of year	7,605	7,221
New purchases	281	335
Exchange-rate differences for the year	-	49
At year-end	**7,886**	**7,605**
Accumulated depreciation/amortization		
At beginning of year	- 6,764	- 6,220
Depreciation/amortization for the year	- 589	- 544
At year-end	**- 7,353**	**- 6,764**
Carrying amount at year-end	**533**	**841**

Note 13 Participations in group companies

	12-31-2018	12-31-2017
Accumulated cost		
At beginning of year	44,214	44,214
At year-end	**44,214**	**44,214**
Carrying amount at year-end	**44,214**	**44,214**

Specification of parent company and Group's participations in Group companies

	Number of partici-pations	Partici-pation as a percentage	Carrying amount 2018	Carrying amount 2017
JLT Mobile Computers Sweden AB	10,000	100	43,936	43,936
JLT Mobile Computers UK Ltd	10,000	100	2	2
JLT Mobile Computers Inc	6,000	100	276	276

Information on corporate registration numbers and headquarters

	Corp. Reg. No	Headquarters
JLT Mobile Computers Sweden AB	**556602-8394**	**Växjö**
JLT Mobile Computers UK Ltd	**05094647**	**Cheshire**
JLT Mobile Computers Inc	**61-1748396**	**Tempe AZ**

Note 14 Receivables from group companies

	12-31-2018	12-31-2017
Parent company *Accumulated cost*		
At beginning of year	11,413	25,989
Additional receivables	250	-
Settled receivables	-	-14,576
At year-end	11,663	11,413
Carrying amount at year-end	**11,663**	**11,413**

Note 15 Deferred taxes

12-31-2018			
Group	**Deferred tax assets**	**Deferred tax liabilities**	**Net**
Material temporary differences			
Impairment of securities	55	-	55
Warranty provisions	125	-	125
Deferred tax assets/ liabilities	**180**	**-**	**180**

Remaining tax loss carryforwards at the end of the period totaled MSEK 4.3, all of which were attributable to foreign subsidiaries. Remaining loss carryforwards were not recognized as deferred tax assets.

12-31-2018			
Parent company	**Deferred tax assets**	**Deferred tax liabilities**	**Net**
Material temporary differences			
Impairment of securities	55	-	55
Deferred tax assets/ liabilities	**55**	**-**	**55**

Note 16 Prepaid expenses and accrued income

	12-31-2018	12-31-2017
Group		
Prepaid insurance	192	148
Prepaid rent	110	77
Other items	822	657
	1,124	**882**
Parent company		
Prepaid insurance	6	6
Other items	110	47
	116	**53**

Note 17 Number of shares and quotient value

JLT Share	12-31-2018	12-31-2017
No. of shares	28,552,000	27,902,000
Quotient value	1	1

Note 18 Appropriation of profit or loss

Proposed appropriation of profit or loss
The Board proposes that unrestricted equity of 56,969,000 be appropriated as follows:

Dividend 28,552,000 shares * 0.22 SEK		6,281
To be brought forward		50,688
	Total	**56,969**

Note 19 Other provisions

	12-31-2018	12-31-2017
Group		
Warranty commitments	1,828	1,352
Group		
Warranty provisions		
Carrying amount at the beginning of the year	1,352	1,594
Provisions made during the year 1)	476	- 242
Carrying amount at year-end	**1,828**	**1,352**

1) The company's products feature a three-year warranty commitment – these provisions pertain to the estimated cost of covering outstanding warranties.

Note 20 Accrued expenses and deferred income

	12-31-2018	12-31-2017
Group		
Accrued salaries	2,759	2,015
Accrued social security costs	1,113	932
Prepaid agreements	13,943	12,279
Other items	417	446
	18,232	**15,672**
Parent company		
Accrued salaries	1,320	1,050
Accrued social security costs	429	411
Other items	200	151
	1,949	**1,612**

Note 21 Other cash flow statement disclosures

Adjustments for non-cash items, etc.

	2018	2017
Group		
Depreciation/amortization	2,447	1,166
Realized results, financial assets	257	- 55
Other provisions	476	- 242
Other non-cash items	83	-
	3,263	**869**
Parent company		
Realized results, financial assets	- 101	- 55
	- 101	**- 55**

Note 22 Cash and cash equivalents

	12-31-2018	12-31-2017
Group		
The following subcomponents are included in cash and cash equivalents		
Bank balances	29,125	16,662
	29,125	**16,662**
Parent company		
The following subcomponents are included in cash and cash equivalentsl		
Bank balances	43	303
	43	**303**

Note 23 Group informationr

Of the parent company's total purchases and sales measured in SEK, < 1% (1%) of purchases and 100% (100) of sales pertain to other companies, within the entire constellation of companies to which the company belong

Note 24 Pledged assets and contingent liabilities - Group

	12-31-2018	12-31-2017
Pledge assets		
For own liabilities and provisions		
Chattel mortgages	7,500	7,500
Total pledged assets	**7,500**	**7,500**

Note 25 Pledged assets and contingent liabilities - Parent company

	12-31-2018	12-31-2017
Pledge assets	None	None

Note 26 Key definitions

Operating margin:	Operating profit / Net revenues
Total assets:	The sum of all assets
Return on average capital employed (ROACE):	(Operating profit + financial revenues) / Average capital employed
Financial revenues:	Net financial items attributable to assets (which are included in capital employed)
Capital employed:	Total assets - non-interest-bearing liabilities
Non-interest-bearing liabilities:	Liabilities that do not accrue interest. Pension liabilities are regarded as interest-bearing
Return on equity (ROE):	Profit after tax attributable to the parent company's shareholders / Average equity attributable to the parent company's shareholders
Equity/assets ratio:	Equity + untaxed reserves less deferred taxes) / Total assets

Signatures

The parent company and Group's balance sheets and income statements will be adopted at the annual general meeting on May 7, 2019.

Växjö, March 27, 2019

Ulf Ahlén
Chairman

Jan Sjöwall

Per Holmberg
CEO

Per Ädelroth

Ola Blomberg

Jan Olofsson

Our auditor's report was submitted on April 3, 2019

KPMG AB

Michael Johansson
Authorized Public Accountant

Auditor's report

To the general meeting of shareholders of JLT Mobile Computers AB (publ), corp. id 556239-4071

Report on the annual accounts and consolidated account

Opinions

We have audited the annual accounts and consolidated accounts of JLT Mobile Computers AB (publ) for the year 2018. The annual accounts and consolidated accounts of the company are included on pages 11-34 in this document. In our opinion, the annual accounts and consolidated accounts have been prepared in accordance with the Annual Accounts Act, and present fairly, in all material respects, the financial position of the parent company and the group as of 31 December 2018 and their financial performance and cash flow for the year then ended in accordance with the Annual Accounts Act. The statutory administration report is consistent with the other parts of the annual accounts and consolidated accounts.

We therefore recommend that the general meeting of shareholders adopts the income statement and balance sheet for the parent company and the group.

Basis for Opinions

We conducted our audit in accordance with International Standards on Auditing (ISA) and generally accepted auditing standards in Sweden. Our responsibilities under those standards are further described in the Auditor's Responsibilities section. We are independent of the parent company and the group in accordance with professional ethics for accountants in Sweden and have otherwise fulfilled our ethical responsibilities in accordance with these requirements.

We believe that the audit evidence we have obtained is sufficient and appropriate to provide a basis for our opinions.

Other information than the annual accounts and consolidated accounts

We conducted our audit in accordance with International Standards on Auditing (ISA) and generally accepted auditing standards in Sweden. Our responsibilities under those standards are further described in the Auditor's Responsibilities section. We are independent of the parent company and the group in accordance with professional ethics for accountants in Sweden and have otherwise fulfilled our ethical responsibilities in accordance with these requirements.

We believe that the audit evidence we have obtained is sufficient and appropriate to provide a basis for our opinions. Other information than the annual accounts and consolidated accounts

This document also contains other information than the annual accounts and consolidated accounts and is found on pages 2-10 and 38-39. The Board of Directors and the Managing Director are responsible for this other information. Our opinion on the annual accounts and consolidated accounts does not cover this other information and we do not express any form of assurance conclusion regarding this other information.

In connection with our audit of the annual accounts and consolidated accounts, our responsibility is to read the information identified above and consider whether the information is materially inconsistent with the annual accounts and consolidated accounts. In this procedure we also take into account our knowledge otherwise obtained in the audit and assess whether the information otherwise appears to be materially misstated.

If we, based on the work performed concerning this information, conclude that there is a material misstatement of this other information, we are required to report that fact. We have nothing to report in this regard.

Responsibilities of the Board of Directors and the Managing Director

The Board of Directors and the Managing Director are responsible for the preparation of the annual accounts and consolidated accounts and that they give a fair presentation in accordance with the Annual Accounts Act. The Board of Directors and the Managing Director are also responsible for such internal control as they determine is necessary to enable the preparation of annual accounts and consolidated accounts that are free from material misstatement, whether due to fraud or mistake.

In preparing the annual accounts and consolidated accounts The Board of Directors and the Managing Director are responsible for the assessment of the company's and the group's ability to continue as a going concern. They disclose, as applicable, matters related to going concern and using the going concern basis of accounting. The going concern basis of accounting is however not applied if the Board of Directors and the Managing Director intend to liquidate the company, to cease operations, or has no realistic alternative but to do so.

Auditor’s responsibility

Our objectives are to obtain reasonable assurance about whether the annual accounts and consolidated accounts as a whole are free from material misstatement, whether due to fraud or mistake, and to issue an auditor’s report that includes our opinions. Reasonable assurance is a high level of assurance, but it is not a guarantee that an audit conducted in accordance with ISAs and generally accepted auditing standards in Sweden will always detect a material misstatement when it exists. Misstatements can arise from fraud or mistake and are considered material if, individually or in the aggregate, they could reasonably be expected to influence the economic decisions of users taken on the basis of these annual accounts and consolidated accounts.

As part of an audit in accordance with ISAs, we exercise professional judgment and maintain professional skepticism throughout the audit.

We also:

• Identify and assess the risks of material misstatement of the annual accounts and consolidated accounts, whether due to fraud or mistake, design and perform audit procedures responsive to those risks, and obtain audit evidence that is sufficient and appropriate to provide a basis for our opinions. The risk of not detecting a material misstatement resulting from fraud is higher than for one resulting from mistake, as fraud may involve collusion, forgery, intentional omissions, misrepresentations, or the override of internal control.

• Obtain an understanding of the company’s internal control relevant to our audit in order to design audit procedures that are appropriate in the circumstances, but not for the purpose of expressing an opinion on the effectiveness of the company’s internal control.

• Evaluate the appropriateness of accounting policies used and the reasonableness of accounting estimates and related disclosures made by the Board of Directors and the Managing Director.

• Conclude on the appropriateness of the Board of Directors’ and the Managing Director’s, use of the going concern basis of accounting in preparing the annual accounts and consolidated accounts. We also draw a conclusion, based on the audit evidence obtained, as to whether any material uncertainty exists related to events or conditions that may cast significant doubt on the company’s and the group’s ability to continue as a going concern. If we conclude that a material uncertainty exists, we are required to draw attention in our auditor’s report to the related disclosures in the annual accounts and consolidated accounts or, if such disclosures are inadequate, to modify our opinion about the annual accounts and consolidated accounts. Our conclusions are based on the audit evidence obtained up to the date of our auditor’s report. However, future events or conditions may cause a company and a group to cease to continue as a going concern.

• Evaluate the overall presentation, structure and content ofthe annual accounts and consolidated accounts, including the disclosures, and whether the annual accounts and consolidated accounts represent the underlying transactions and events in a manner that achieves fair presentation. Obtain sufficient and appropriate audit evidence regarding the financial information of the entities or business activities within the group to express an opinion on the consolidated accounts. We are responsible for the direction, supervision and performance of the group audit. We remain solely responsible for our opinions.

We must inform the Board of Directors of, among other matters, the planned scope and timing of the audit. We must also inform of significant audit findings during our audit, including any significant deficiencies in internal control that we identified.

Report on other legal and regulatory requirements

Opinions

In addition to our audit of the annual accounts and consolidated accounts, we have also examined the administration of the Board of Directors and the CEO of JLT Mobile Computers AB (publ) for 2017 as well as the proposed appropriations of the company’s profit or loss.

We recommend to the general meeting of shareholders that the profit be appropriated in accordance with the proposal in the statutory administration report and that the members of the Board of Directors and the Managing Director be discharged from liability for the financial year

Basis for Opinions

We conducted the audit in accordance with generally accepted auditing standards in Sweden. Our responsibilities under those standards are further described in the Auditor’s Responsibilities section. We are independent of the parent company and the group in accordance with professional ethics for accountants in Sweden and have otherwise fulfilled our ethical responsibilities in accordance with these requirements.

We believe that the audit evidence we have obtained is sufficient and appropriate to provide a basis for our opinions.

Responsibilities of the Board of Directors and the Managing Director

The Board of Directors is responsible for the proposal for appropriations of the company's profit or loss. At the proposal of a dividend, this includes an assessment of whether the dividend is justifiable considering the requirements which the company's and the group's type of operations, size and risks place on the size of the parent company's and the group's equity, consolidation requirements, liquidity and position in general.

The Board of Directors is responsible for the company's organization and the administration of the company's affairs. This includes among other things continuous assessment of the company's and the group's financial situation and ensuring that the company's organization is designed so that the accounting, management of assets and the company's financial affairs otherwise are controlled in a reassuring manner.

The Managing Director shall manage the ongoing administration according to the Board of Directors' guidelines and instructions and among other matters take measures that are necessary to fulfill the company's accounting in accordance with law and handle the management of assets in a reassuring manner.

Auditor's responsibility

Our objective concerning the audit of the administration, and thereby our opinion about discharge from liability, is to obtain audit evidence to assess with a reasonable degree of assurance whether any member of the Board of Directors or the Managing Director in any material respect:

• has undertaken any action or been guilty of any omission which can give rise to liability to the company, or

• in any other way has acted in contravention of the Companies Act, the Annual Accounts Act or the Articles of Association.

Our objective concerning the audit of the proposed appropriations of the company's profit or loss, and thereby our opinion about this, is to assess with reasonable degree of assurance whether the proposal is in accordance with the Companies Act.

Reasonable assurance is a high level of assurance, but it is not a guarantee that an audit conducted in accordance with generally accepted auditing standards in Sweden will always detect actions or omissions that can give rise to liability to the company, or that the proposed appropriations of the company's profit or loss are not in accordance with the Companies Act.

As part of an audit in accordance with generally accepted auditing standards in Sweden, we exercise professional judgment and maintain professional skepticism throughout the audit. The examination of the administration and the proposed appropriations of the company's profit or loss is based primarily on the audit of the accounts. Additional audit procedures performed are based on our professional judgment with starting point in risk and materiality. This means that we focus the examination on such actions, areas and relationships that are material for the operations and where deviations and violations would have particular importance for the company's situation. We examine and test decisions undertaken, support for decisions, actions taken and other circumstances that are relevant to our opinion concerning discharge from liability. As a basis for our opinion on the Board of Directors' proposed appropriations of the company's profit or loss we examined the Board of Directors' reasoned statement and a selection of supporting evidence in order to be able to assess whether the proposal is in accordance with the Companies Act.

Växjö, April 3, 2019

KPMG AB

Michael Johansson
Authorized Public Accountant

Board, management and auditors

The company has fixed formal rules of procedure and convened six times in 2018. Fees to board members are listed in Note 4 among the additional disclosures. Matters addressed by the board are described in the administration report.

Board of directors

Ulf Ahlén (born 1948)
Ulf Ahlén was elected Chairman of the Board at the 2012 annual general meeting. Formerly the CEO of Haldex and current Chairman of Culinarum Group AB. A selection of other directorships: Haldex AB, Autokaross AB, AC Floby AB and Sjogerstads El AB. Holds 43,350 JLT shares, or 0.15%. Independent in relation to the company's management and/or major shareholder

Jan Olofsson (born 1943)
Elected to the Board in 2002. Founder/entrepreneur behind JLT Mobile Computers Sweden AB. Possesses extensive technical experience in military electronics from his time as a project manager at Telub and Bofors.
Holds 8,508,866 JLT shares, or 29.80%, and is thus independent in relation to the company's management and/or major shareholders.

Ola Blomberg (born 1957)
Elected to the Board in 2005. Formerly Acting CEO of JLT (2002 – 2005). CEO of Sport Utveckling Sweden AB. Background as and executive officer at Gota Media AB and Enator AB (publ) and CEO of Dotcom Solutions AB. A selection of other directorships: APP Rockstar Equity AB, Tryckeriaktiebolaget Öland. Holds 168,311 JLT shares, or 0.59%. Independent in relation to the company's management and/or major shareholders.

Jan Sjöwall (born1957)
Elected to the Board in 2017; has no formal assignments within the company. Previously operational at the Kinnevik Group as the founder/CEO of TV-Shop Europe/CDON and CEO and Senior VP of Metro International S.A. Currently the Chairman of Add Benefits Europe AB and Huvudverket Konsult & Finans AB. A selection of other directorships: Roos & Tegnér AB, Lifeclean International AB, Malmö Redhawks Holding AB, Malmö Redhawks Ishockey AB. Holds 250,000 JLT shares, or 0.88%. Independent in relation to the company's management and/or major shareholders.

Per Ädelroth (born 1966)
Elected to the Board in 2014. Currently Vice President, Operations at Axis Communications AB with extensive experience at the company. Independent in relation to the company's management and/or major shareholders. Holds 70,000 JLT shares, or 0.25%.

Management

Per Holmberg (born 1963) CEO
Per Holmberg assumed the position of CEO in 2009 and joined the company from the US where he was marketing director for Xilinx Inc. Per is also head of sales.
Shareholding: 726,152 (2.54%)
Call options: 100,000

Stefan Käck (born 1955) Executive Vice President/CFO
Executive Vice President/CFO since 2005, in charge of production and logistics. Formerly a Board member at JLT.
Shareholding (including family): 228,000 (0.80%)
Call options: 50,000

Eric Miller (born 1968)
CEO JLT Mobile Computers Inc.
CEO of JLT Mobile Computers Inc, since 2014.
Former head of sales at DAP Technologies in charge of sales for JLT's products in the US.
Shareholding: 0
Call options: 134,000

Auditors

Michael Johansson (born 1964)
Authorized Public Accountant Partner at KPMG AB.
Auditor of the company since 2013.

Annual general meeting and corporate information

Annual general meeting

The annual general meeting (AGM) of JLT Mobile Computers AB (publ) will be held on Tuesday May 7, 2019 at the World Trade Center, Södra Järnvägsgatan 4B in Växjö, Sweden.

Participation

Those entitled to participate in the AGM must have been registered as a shareholder in the shareholder registry maintained by Euroclear Sweden AB by Tuesday, April 30, 2019, and have registered their intent to participate by no later than Tuesday, April 30, 2019.

Notification can be made in writing using the address: **JLT Mobile Computers AB (publ), Isbjörnsvägen 3, SE-352 45 Växjö, Sweden (mark the envelope: Annual general meeting), by email to sejla.basic@jltmobile.com**, or by phone at +46 470-53 03 00 (weekdays 9:00am-4:00pm).

Please state your name, personal identity number or corporate registration number, number of shares held, daytime phone number and, where applicable, the number of assistants (no more than two) who will accompany you at the AGM. If a shareholder intends to be represented by proxy, a power of attorney and other forms of authorization should be enclosed with the registration.

Trustee registered shares

Shareholders who hold shares through a trustee must register the shares in their own name in order to participate in the AGM. Such registration, which may be temporary, must be made effective by Tuesday, April 30, 2019. This means that the shareholders must notify their trustee of the above well in advance of this date.

Notification

Notification will be given no earlier than six weeks and no later than four weeks prior to the AGM by way of an ad in the Swedish Gazette (Post- och Inrikes Tidningar) and on www.jltmobile.com. Confirmation of the notification will be made in Svenska Dagbladet. The notification will also be published via a press release.

Financial calendar

Financial calendar for 2019:

• Interim Report Jan - Mar 2019	May 7, 2019
• Interim Report Jan - Jun 2019	August 15, 2019
• Interim Report Jan - Sept 2019	October 25, 2019
• Year-end report 2019	February 7, 2020

Press releases and reports are available on **www. jltmobile.com/investors**

JLT Mobile Computers AB Isbjörnsvägen 3, SE-352 45 Växjö, SWEDEN
Phone: +46 470 53 03 00 **Email:** info@jltmobile.com