



JLT Mobile Computers AB

Because it Works!™

Company Presentation at Remium Feb 12, 2018

Per Holmberg, VD

Introduction of JLT Mobile Computers

- We help customers improve productivity by enabling **reliable** management of information in **demanding environments**
- We develop rugged mobile computers for customers with high demands on **ruggedness**, **performance** and **reliability**
- We are unique in our ability to **adapt our solutions** to customer needs, by leveraging our in-house development, production, service in Sweden and the US
- We provide solutions to customers through a **global network** of value-add resellers and system integrators



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Products



JLT1214x vehicle-mount computers for warehousing and logistics
VERSO heavy-duty vehicle-mount computers
MT2010 tablet for hand carried use

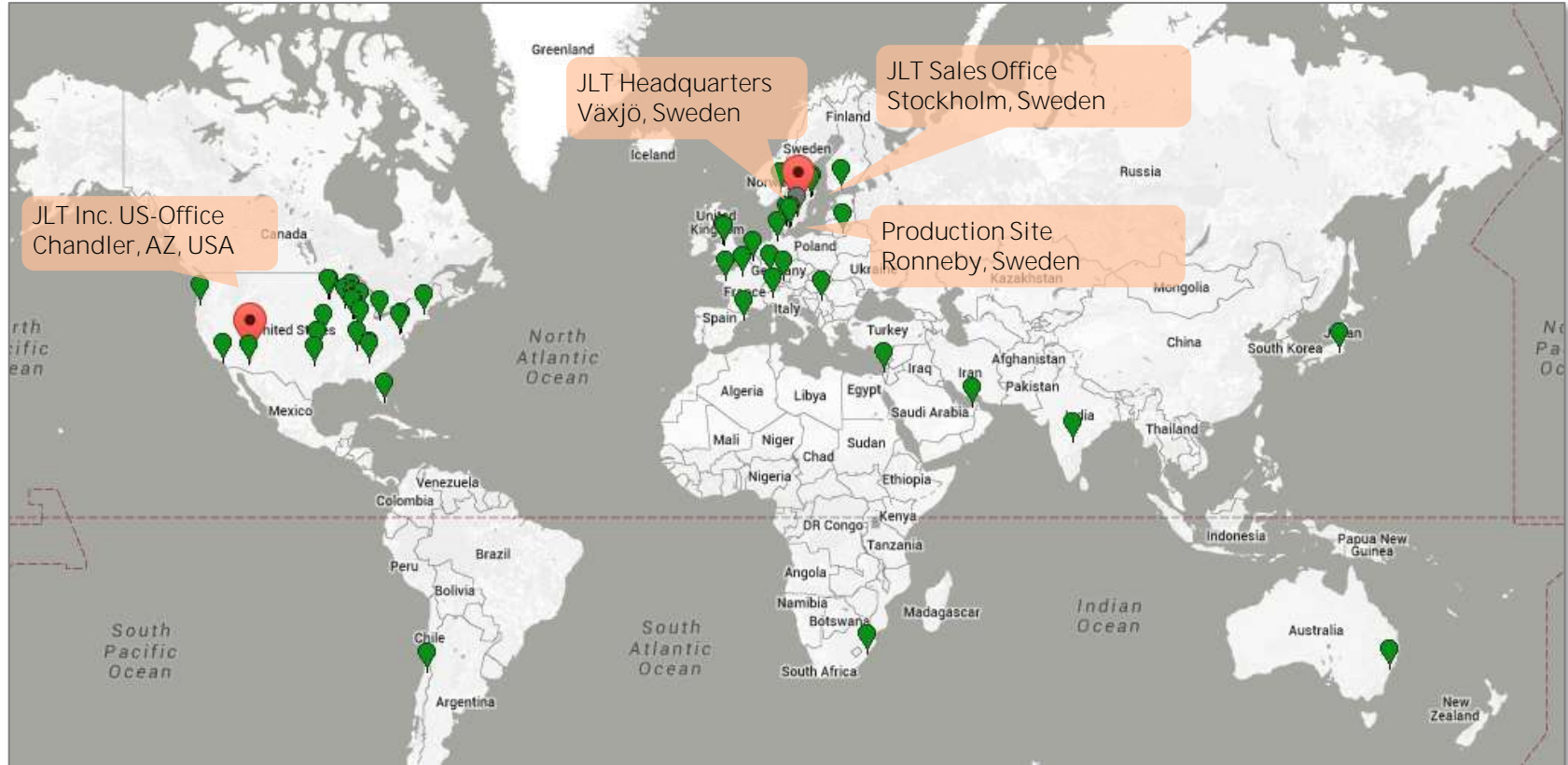


JLT:Care service-level agreements
JLT:Works professional services
Accessories

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Global Market



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Warehousing and Logistics

Warehousing Management System (WMS)

Mounted in forklifts– vibrations!

Wall-mount for receiving inspection

Inside the four walls, can be dusty, cold (e.g., freezer storage) and humid

WiFi-coverage often a challenge

Bluetooth, serial port or USB for connecting scanners, printers, scales...



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Transportation

Used on cross-docks indoor and outdoor – rain, cold/warm weather

In truck – bright sunlight, dusty

WWAN (4G) and GPS often a requirement



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Ports

Terminal Operating System (TOS)

Mounted in cranes and port vehicles

Direct sunlight, humidity, salt fog

GPS, WiFi and 4G

Reliability very important



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Mining

Mounted on mining equipment – humidity, dust, vibrations and shock, temperature variations, mixed lighting conditions

4G, GPS, WiFi, or no radio

Reliability very important



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Agriculture

Humidity, dust, temperature variations, direct sunlight

WWAN (4G), GPS

Often small cabins

Thick clients – processor performance



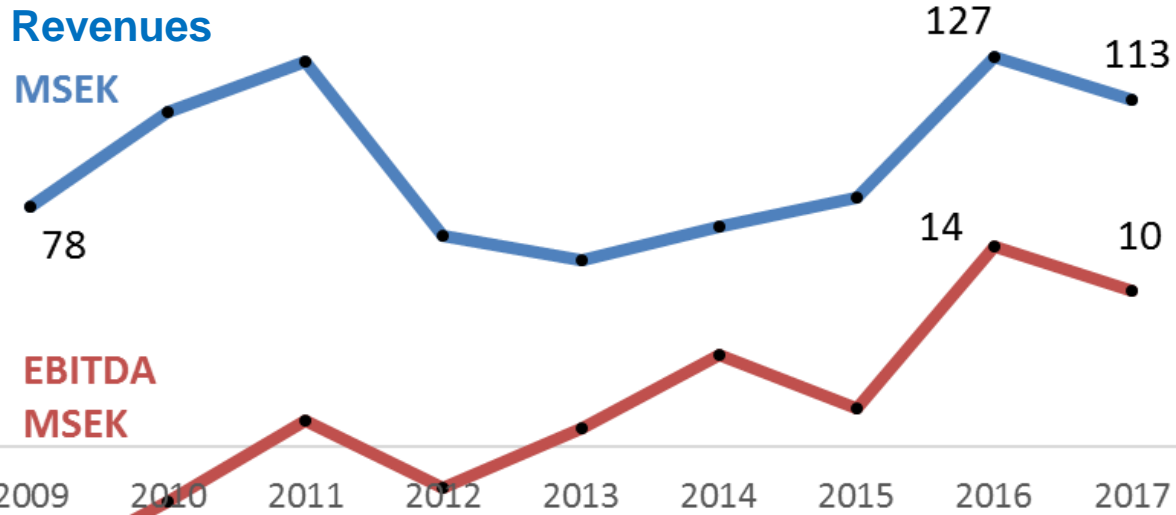
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History

JLT founded by Jan Olofsson 1994

Established in the US 1999

Listed on the stock market since 2002



Global Financial Crisis!

Strategy shift towards "high-end"

Own US-sub subsidiary December 2014

"Running Business" + 3 large project deals

"Running Business" continues to grow

New CEO Per Holmberg July 2009

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2017 Numbers

• Order Intake	SEK 110M	(130)
• Revenues	SEK 113M	(127)
• Gross Margin	44%	(43)
• Operating Profit	SEK 9.3M	(13)
• Operating Margin	8.2%	(10)
• Profit after Tax	SEK 7.0M	(11)
• Dividend	SEK 0.15	(0.15)



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Comments on 2017

- Consistent growth strategy...
 - Strengthen sales channel and market presence
 - Develop the offering with products and services
- ...generates a long-term positive trend
 - Total revenues down 10% compared to previous year
 - “Running business” continues to grow, up 16% year to year
 - US-sales in USD increases 4%
 - Services revenues increased 46%
 - Gross margin remained strong, 44% despite negative impact on lower USD rate
- Continuous development of the product portfolio
 - Two products discontinued in the first quarter
 - Launched hand-carried tablet (MT2010) during the fourth quarter
 - Deployed next generation vehicle-mount computer at pilot customers in the fourth quarter, launch planned first quarter 2018



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Fourth Quarter 2017

- Order Intake SEK 29M (35)
 - Note: Order intake in Januari '18 was SEK 20M (6,4)
- Revenues SEK 27M (35)
- Gross Margin 43% (47)
 - Note: Strong USD had a positive impact in Q4 previous year
- Operating Profit SEK 1.3M (4,5)
- Operating Margin 4.6% (13)



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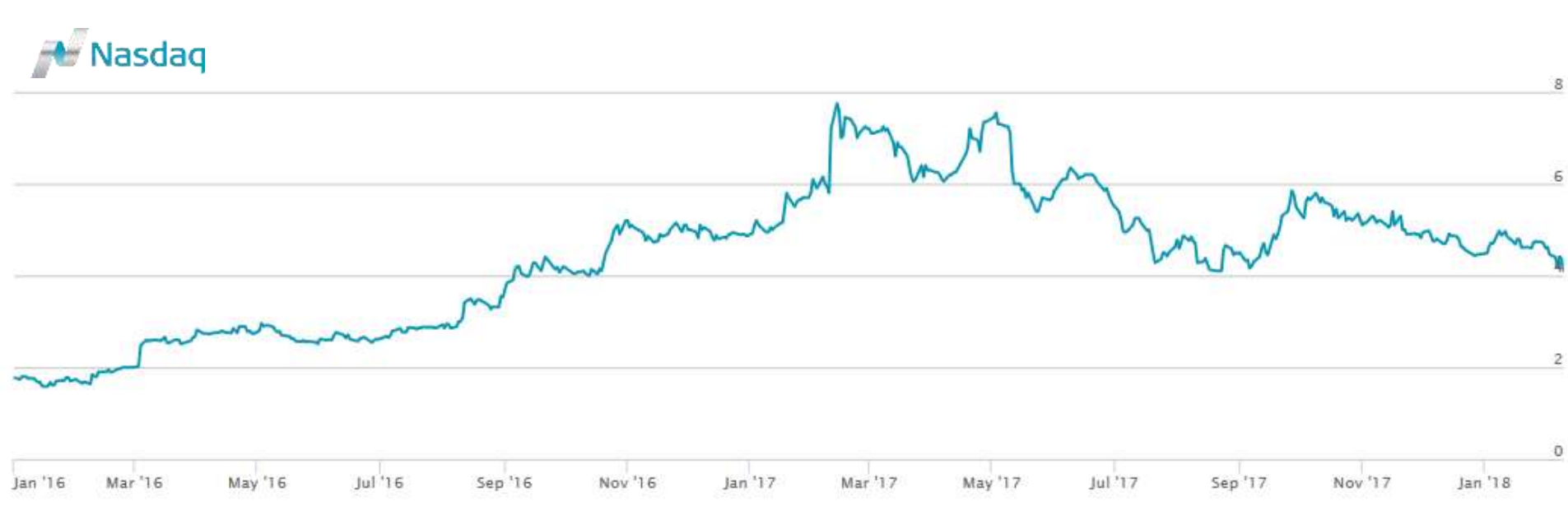
Continuing Proven Path of Success

- Continuously develop our portfolio towards the high-end of the market
 - Launch new generation product Q1 '18
 - Complement with accessories and services
- Expand market presence in growing segments
 - Continue expansion of reseller network
- Develop organization



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The JLT Share



- Listed on Nasdaq [First North](#)
 - ISIN SE0000725624
- Remium Nordic Holding AB CA & Market Maker
- Number of shares: 27,902,000
 - Options outstanding: 1,000,000 expiring June 2018, exercise price of SEK 3.17
- Turnover 2017
 - 20.8 (18.8) Million shares (75% of total)
- Proposed dividend SEK 0.15



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Summary

Consistent growth strategy generates positive trend

Strengthened sales channel and market presence

Developed product portfolio and services offerings

Position JLT well for long-term profitable growth



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www.jltmobile.com