



JLT Mobile Computers

Reliable performance, less hassle

Who we are

Our vision is a world where every business can utilize the power of communication technology without restrictions – anytime, anywhere.

We empower customers' business by enabling hassle-free data communication in challenging environments.



Reliable performance. Less hassle.

... enabling hassle-free data communication...



Globalization, e-commerce, environment and requirements on traceability increase demand on having access to real-time information in all aspects of the business



Reliable performance. Less hassle.

... in challenging environments



Warehousing, transportation, manufacturing, ports...
Mining, agriculture, forestry...



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JLT is an engineering company

More than twenty-five years of experience from developing, manufacturing and installing rugged computers

The largest producer of computers in Sweden, six generations of products, over 100 000 units shipped

Expanding our offering from hardware only to complete solutions



Reliable performance. Less hassle.



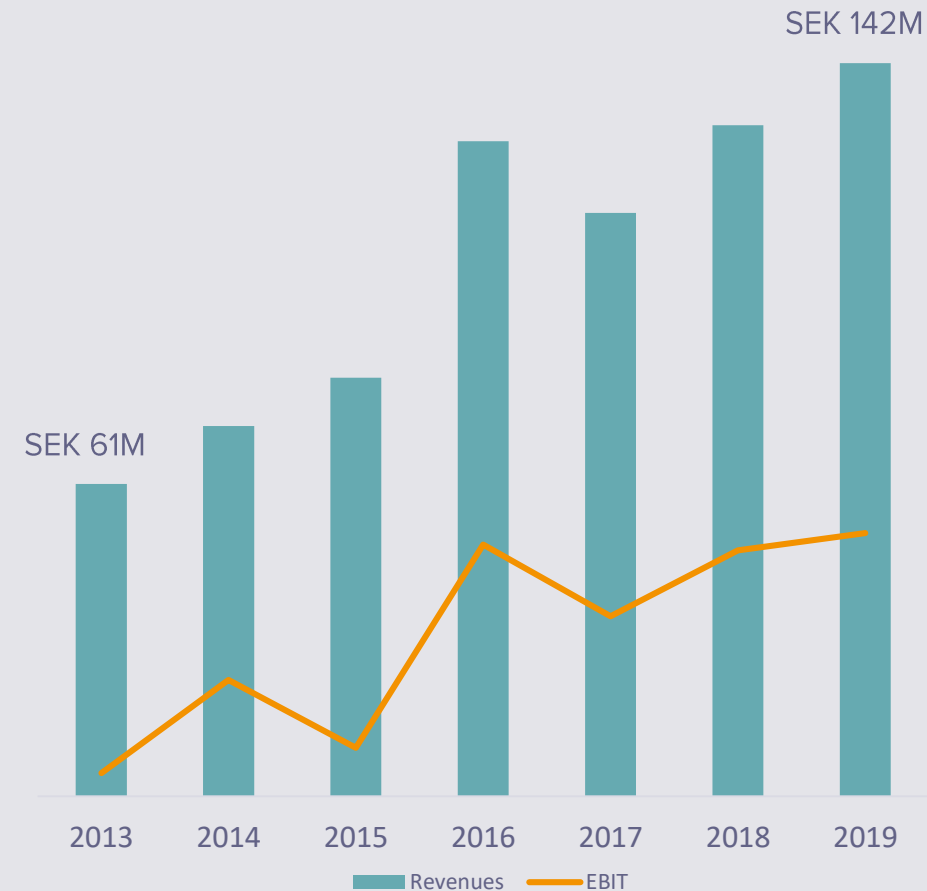
JLT is a growth company

Goal to grow faster than the market with good profitability

The average annual growth rate has been 17% over the past 6 years (in a market that grew on average ~5%*)

EBIT has increased on average 50% year-over-year for the same period

Our dividend has increased to SEK 0.23 per share (SEK 6.3M) in 2019



JLT's uniqueness

Leading products and expertise

- Reliability and performance is the core of the value we deliver
- 25+ years of experience from developing, manufacturing and installing rugged computers

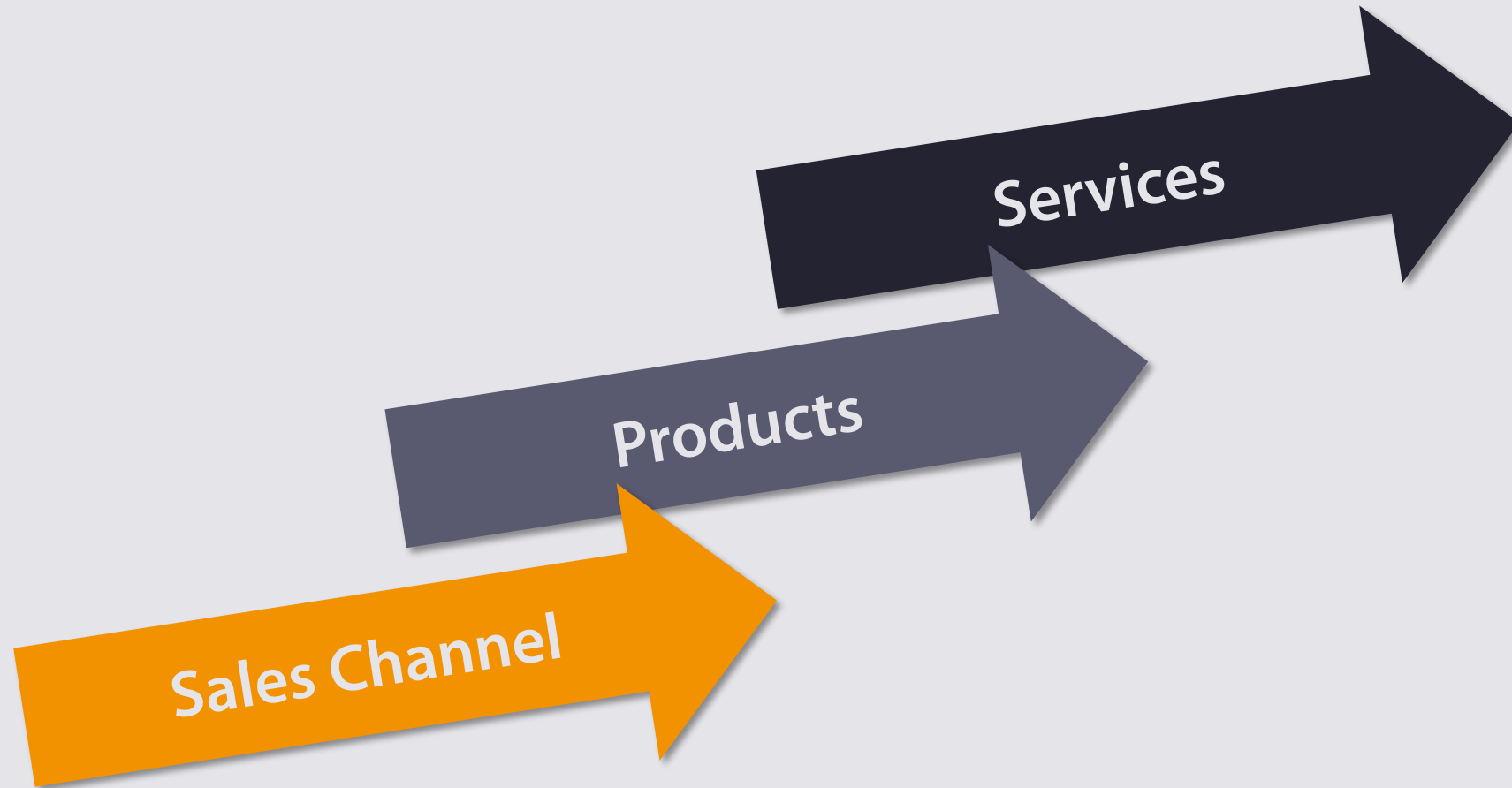
A flexible customer-specific offering

- With full control of product development, production and service we address customer requirements better than others in our industry



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Our growth strategy



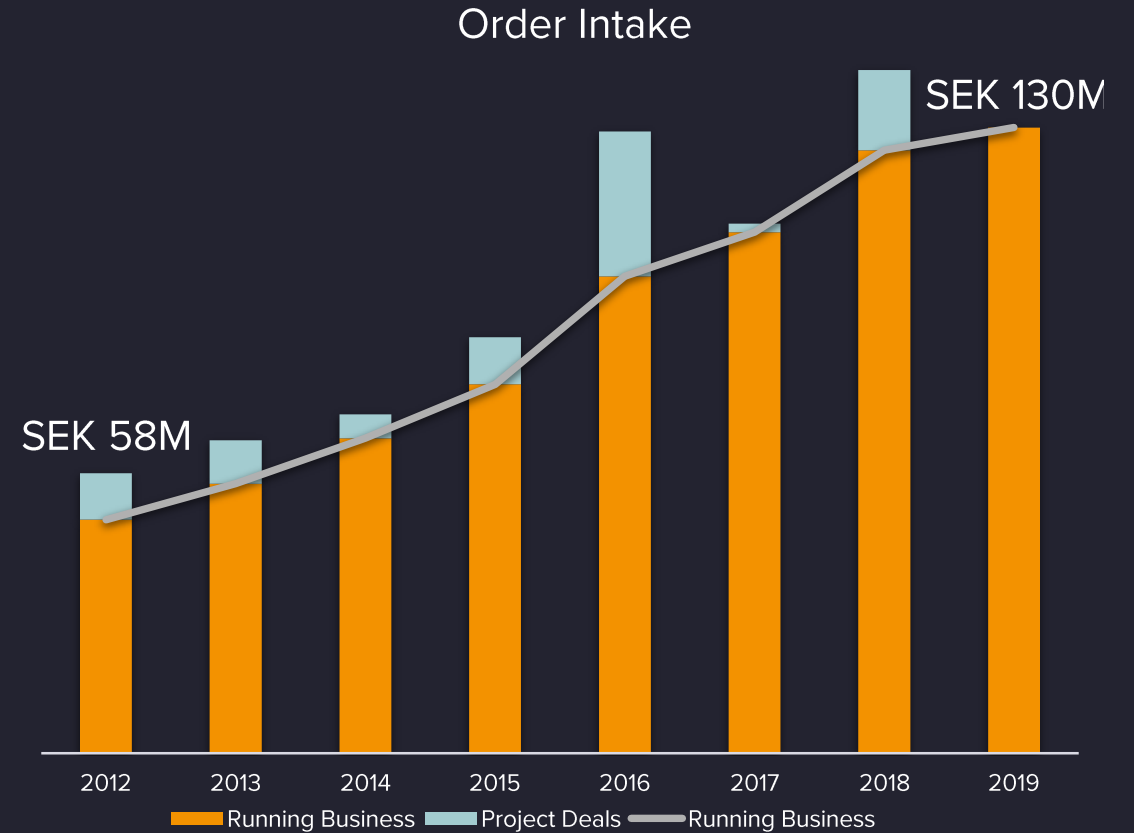
Sales channel

Objective to broaden customer base

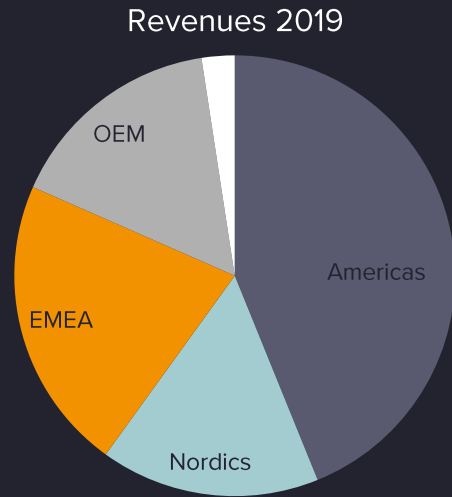
- Drive the “running business”
- Increased 16% year-over-year 2018

And to strengthen local presence

- Get closer to end-customer
- Strengthen position on target markets



Geographical markets



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* OEM-customer build solutions based on JLT:s computers

Products offering – vehicle-mount

JLT6012 - maximum productivity



JLT1214 family - proven reliability and value



JLT1014P – industry’s smallest logistics computer



VERSO Series – industry’s highest performance



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Products offering – mobility

MT2010 – fully rugged 10” Windows tablets



MT2010K – Windows tablet with integrated keyboard



MT1007A & MT2010A – fully rugged Android tablets



MH1005A – fully rugged Android PDA



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JLT6012 – a platform for future solutions

Integrated sensors and new analytic technology

Enables development of new products and services

- Collecting and analyzing data
- Increasing customers productivity and profitability
- Predictable and preventable service, maximized up-time, eliminate interruptions...



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Services offerings

The performance of rugged equipment depends on much more than the devices

We go the extra mile to empower your business and keep your operations running smoothly

- Easy deployment and fast start-up
- Custom accessories, cabling, OS images
- No-questions-asked service agreements for maximum uptime

Services sales 2019 increased 21% year-over-year

- Ended at SEK 13M for the year
- Consists primarily of service-level agreements and repairs



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The results 2019

Order intake	SEK 130M	(142)	-8%
Revenues	SEK 142M	(129)	+10%
Gross margin	46.1%	(46.5)	
Operating results	SEK 13.6M	(12.7)	+7%
Operating margin	9.6%	(9.8)	
Dividend	SEK 0.23	(0.22)	



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Comments to the results

Much fell into place in 2019

- Revenues of SEK 142M was all-time-high
- Gross profit of SEK 65M was also a record
- Although the total order intake was down, the running business (excluding deals larger than 5% of annual revenue) grew for the seventh consecutive year
- Services sales grew 21% and ended at SEK 13M, also a record

We reinforced our position as the performance leader

- Launched the upgraded VERSO Series – industry's fastest rugged computer
- Launched VERSO 10 – industry's smallest and fastest rugged computer
- JLT6012 continues to grow faster than any other JLT product

New brand identity and web site to emphasize JLT's transition from products only to solutions





Thank you for your time