



JLT Mobile Computers AB

# Interim report January – June 2020

- Orders MSEK 58.0 (76.0)
- Net sales MSEK 56.9 (75.4)
- Operating profit MSEK 0.9 (8.4)
- Profit after taxes MSEK 0.4 (6.8)

## CEO comments

Over the course of the first quarter, a number of preemptive measures were taken to ensure continued stability throughout the corona crisis. These measures have provided the outcome we were seeking. We have ensured deliveries to customers by increasing the stocks of key components and finished products. During the second quarter, JLT's marketing and development costs were reduced by MSEK 2.7 to compensate for a projected decline in net sales. To avoid transmission of infection among the staff, we have created possibilities to work from home.

The invoicing for the second quarter totaled MSEK 30, with a positive operating profit of MSEK 1.8 which makes up for the loss in the first quarter, and profit for the first half of the year thus totaled MSEK 0.9. The order intake for the second quarter amounted to MSEK 29, which is lower than the corresponding period of the previous year but on par with the first quarter.

We have seen some customers increase their activities during summer, particularly within the Port segment, but it remains difficult to assess how the ongoing pandemic will impact our main markets; additional lockdowns could still be imposed. The cost saving measures implemented will therefore stay in place while we continue to monitor the situation closely; when we see things return to a more normal situation, we will step up operations again.

The result for the second quarter and JLT's strong financial position pave the way for us to continue to pursue our most important future-oriented activities despite the current situation – and to accelerate when the beginnings of a change in the markets begins to be discernible.

Per Holmberg, CEO

## The Group's net sales and result for the period January to June 2020

For the period, the group reported net sales amounting to MSEK 56.9 (75.4). The gross profit amounted to MSEK 25.4 (33.3), and the gross margin to 44.6 percent (44.1).

Operating expenses totaled MSEK 23.7 (23.9), of which other costs accounted for MSEK 7.2 (8.1). Personnel costs totaled MSEK 16.5 (15.7).

EBITDA for the period amounted to MSEK 1.6 (9.4).

Depreciation/amortization amounted to MSEK 0.7 (1.1) for the year, of which development expenditures were MSEK 0.6 (0.6) and goodwill MSEK 0.0 (0.3).

The Group's operating result amounted to MSEK 0.9 (8.4).

The net financial result amounted to MSEK -0.5 (0.3), leading to an MSEK 0.4 (8.7) profit before tax.

Fixed taxes for the Group totaling MSEK 0.1 (1.9) led to a profit after tax of MSEK 0.3 (6.8).

Order intake during the period amounted to MSEK 58.0 (76.0), and the order backlog at the end of the period amounted to MSEK 13.0 (23.8).



Income statement, MSEK	Q2 2020	Q2 2019	Q1-Q2 2020	Q1-Q2 2019	Year 2019
<b>Net sales</b>	<b>30.2</b>	<b>38.3</b>	<b>56.9</b>	<b>75.4</b>	<b>141.7</b>
<b>Gross profit</b>	<b>12.2</b>	<b>17.8</b>	<b>25.4</b>	<b>33.3</b>	<b>65.3</b>
- <i>Gross margin</i>	40.4%	46.5%	44.6%	44.1%	46.1%
Sales and marketing costs	-5.2	-6.4	-12.3	-11.9	-23.9
Organizational costs and R&D	-4.8	-6.3	-11.4	-11.9	-25.5
<b>EBITDA</b>	<b>2.1</b>	<b>5.1</b>	<b>1.6</b>	<b>9.4</b>	<b>16.0</b>
- <i>EBITDA margin</i>	7.1%	13.3%	2.9%	12.5%	11.3%
Depreciation	-0.4	-0.5	-0.7	-1.1	-2.3
Of which:					
- <i>Tangible fixed assets</i>	-0.1	-0.1	-0.1	-0.2	-0.3
- <i>Development costs</i>	-0.3	-0.3	-0.6	-0.6	-1.2
- <i>Goodwill</i>	0.0	-0.1	0.0	-0.3	-0.8
<b>Operating profit</b>	<b>1.8</b>	<b>4.6</b>	<b>0.9</b>	<b>8.4</b>	<b>13.6</b>
- <i>Operating margin</i>	5.8%	11.9%	1.6%	11.1%	9.6%

## Comments on the result for the second quarter

Gross margin for the second quarter was 40 (47) percent. The quarter-to-quarter difference is mainly attributable to the product mix of individual business deals. For the first half of the year, gross margin amounted to 44.6 (44.1) percent.

The Company's overhead increased during the first quarter, in part due to currency effects but primarily due to an expansion of sales and marketing resources in an effort to promote growth. As the COVID-19

impact became apparent during the first quarter, most of these measures were withdrawn and staff reductions were implemented, which had effect as from the second quarter.

The company's goodwill stems from the acquisition of the US operations in 2014 and is fully amortized.

During the period, development costs totaling MSEK 1.0 (0.0) were capitalized, MSEK 0.3 (0.0) of which internally generated.

Order intake during the second quarter amounted to MSEK 29.0 (44.7).

## Financial position and cash flow

Cash flow amounted to MSEK 0.4 (6.2). The Group's cash and cash equivalents amounted to MSEK 48.3 (50.1) on the balance sheet date.

The solidity was 60 percent (58), and the equity amounted to MSEK 59.0 (54.7).

As from the second quarter of 2017, parts of the cash and cash equivalents are under discretionary management, according to a stated investment policy with a maximum of 20 percent in shares or share-based investments. The amount held is determined by the current cash requirement.

There are no interest-bearing liabilities.

## Parent Company

The parent company performs services for the subsidiary, and pass on the expenses. The operating result amounted to MSEK -2.2 (-1.9).

## Accounting policies

The interim financial report is prepared in accordance with the Swedish Accounting Standards Board's general recommendations for voluntary interim reporting (BFNAR 2007:1). As of 2014, JLT is applying the Swedish Annual Accounts Act as well as the Swedish Accounting Standards Board BFNAR 2012:1 annual report and consolidated (K3).

This report has not been reviewed by the company's auditors.

## The share

In total, 3.3 million shares (4.6) have been traded during the year, corresponding to 12 percent of the total number of shares outstanding.

The share price was SEK 7.18 at the beginning of the period and SEK 4.85 at the end of the period.

The JLT share is listed on Nasdaq First North Growth Market, with Eminova Fondkommission AB as the company's Certified Advisor.

Eminova Fondkommission AB

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## Report dates 2020



Interim Report Jan - Sept 2020  
Year-end Report 2020

October 23, 2020  
February 10, 2021

Växjö, Thursday, August 13, 2020

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Interim reports: <https://jltmobile.com/investor-relations/>

This information is information that JLT Mobile Computers AB is obliged to make public pursuant to the EU Market Abuse Regulation and the Securities Markets Act. The information was submitted for publication, through the agency of the contact person set out above, at 08:00 CET on August 13, 2020.

## The Group's accounts\*

Income statement, MSEK	Q2 2020	Q2 2019	Q1-Q2 2020	Q1-Q2 2019	Year 2019
<b>Total operating income</b>	<b>30.2</b>	<b>38.3</b>	<b>56.9</b>	<b>75.4</b>	<b>141.7</b>
<b>Operating costs</b>					
Goods for resale	-18.0	-20.5	-31.5	-42.1	-76.4
Other external charges	-3.0	-4.8	-7.2	-8.1	-18.0
Personnel costs	-7.0	-7.9	-16.5	-15.7	-31.3
Depreciation	-0.4	-0.5	-0.7	-1.1	-2.3
<b>Operating profit</b>	<b>1.8</b>	<b>4.6</b>	<b>0.9</b>	<b>8.4</b>	<b>13.6</b>
Net financial result	-0.4	-0.1	-0.5	0.3	0.2
<b>Profit after financial items</b>	<b>1.3</b>	<b>4.4</b>	<b>0.4</b>	<b>8.7</b>	<b>13.9</b>
Taxes	-0.3	-0.9	-0.1	-1.9	-3.0
<b>Profit/loss for the period</b>	<b>1.0</b>	<b>3.5</b>	<b>0.4</b>	<b>6.8</b>	<b>10.9</b>
Earnings per share (SEK)	0.03	0.12	0.01	0.24	0.38
Diluted earnings per share (SEK)	0.03	0.12	0.01	0.23	0.37
<b>Balance sheet, MSEK</b>			<b>2020 30 June</b>	<b>2019 30 June</b>	<b>2019 31 Dec</b>
<b>Assets</b>					
Intangible fixed assets			2.9	3.7	2.6
Tangible fixed assets			0.5	0.4	0.6
Financial fixed assets			0.2	0.2	0.1
<b>Total fixed assets</b>			<b>3, 6</b>	<b>4.2</b>	<b>3.3</b>
Inventories			21.0	17.8	19.3
Current receivables			25.9	21.5	26.2
Cash, cash equivalents and financial investments			48.3	50.1	47.9
<b>Total current assets</b>			<b>95.2</b>	<b>89.5</b>	<b>93.4</b>
<b>Total assets</b>			<b>98.8</b>	<b>93.7</b>	<b>96.7</b>
<b>Equity, provisions and liabilities</b>					
Share capital			28.6	28.6	28.6
Restricted equity			6.3	6.4	5.9
Retained result			24.1	19.8	24.2
<b>Total equity</b>			<b>59.0</b>	<b>54.7</b>	<b>58.6</b>
<b>Provisions</b>			<b>1.9</b>	<b>2.0</b>	<b>2.0</b>
<b>Current liabilities</b>			<b>38.0</b>	<b>37.0</b>	<b>36.0</b>
<b>Total equity, provisions and liabilities</b>			<b>98.8</b>	<b>93.7</b>	<b>96.7</b>

\* Mathematical round-off

<b>Cash flow statement, MSEK</b>	<b>Q1-Q2 2020</b>	<b>Q1-Q2 2019</b>	<b>Year 2019</b>
Cash flow from operating activities before change in working capital	-2.6	8.7	12.6
Change in working capital	3.6	3.8	-2.8
<b>Operating activities</b>	<b>1.0</b>	<b>12.5</b>	<b>9.7</b>
<b>Investing activities less short-term deposits</b>	<b>-0.6</b>	<b>0.0</b>	<b>0.1</b>
<b>Financing activities</b>	<b>0.0</b>	<b>-6.3</b>	<b>-6.3</b>
<b>Cash flow for the year less short-term deposits</b>	<b>0.4</b>	<b>6.2</b>	<b>3.5</b>
<b>Cash flow for the year, including short-term deposits</b>	<b>0.4</b>	<b>6.2</b>	<b>-1.5</b>
Cash and cash equivalents, including short-term deposits	48.3	50.1	47.9
<b>Net indebtedness*</b>	<b>-48.3</b>	<b>-50.1</b>	<b>-47.9</b>

<b>Changes in equity (MSEK)</b>	<b>Q1-Q2 2020</b>	<b>Q1-Q2 2019</b>	<b>Year 2019</b>
<b>Opening balance equity</b>	<b>58.6</b>	<b>54.1</b>	<b>54.1</b>
Profit/loss for the period	0.4	6.8	10.9
Translation differences	0.0	0.1	-0.2
Dividend	0.0	-6.3	-6.3
<b>Closing balance equity</b>	<b>59.0</b>	<b>54.7</b>	<b>58.6</b>

<b>Indicators</b>		<b>Q1-Q2 2020</b>	<b>Q1-Q2 2019</b>	<b>Year 2019</b>
EBITDA margin	%	2.9	12.5	11.3
Operating margin	%	1.6	11.1	9.6
Profit margin	%	0.8	11.5	9.8
Capital employed	MSEK	59.0	54.7	58.6
Return on capital employed	%	2	35	24
Equity	MSEK	59.0	54.7	58.6
Return on equity	%	1	27	19
Net indebtedness*	MSEK	-48.3	-50.1	-47.8
Leverage	times	0	0	0
Solidity	%	60	58	61
Earnings per share	SEK	0.01	0.24	0.38
Equity per share	SEK	2.07	1.92	2.05
Net indebtedness per share*	SEK	-1.69	-1.76	-1.67
Last recorded share price during the period	SEK	4.62	5.08	7.08
Number of shares outstanding	.000 shares	28,552	28,552	28,552
Average number of shares outstanding	.000 shares	28,552	28,552	28,552
Number of shares outstanding after dilution	.000 shares	29,752	29,752	29,752

\* Negative value = net cash balance