



# Annual report

JLT Mobile Computers AB (publ) 556239-4071

# 2021

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# JLT in 60 seconds

**BUSINESS CONCEPT** We empower customers' business by enabling hassle-free data communication in challenging environments. By combining global resources with the agility of a small company, we go further than anyone else in giving customers total peace of mind when it comes to IT. We have our own development and manufacturing facilities in Sweden, which means we have precise control over all aspects of production.

## Vision

A world where every business can utilize the power of information technology without restrictions – anytime, anywhere.

## Markets

JLT serves industrial customers that need outstanding reliability in demanding conditions. Key fields include manufacturing, transportation, warehousing and distribution, transportation, ports, mining, and agriculture.

## Product portfolio

JLT offers comprehensive rugged IT systems. The core of our product portfolio consists of internally developed and produced products. These are complemented by productivity-enhancing software solutions and services, as well as handheld products and accessories, sourced from third parties.

## Organization

JLT is a global organization headquartered in Växjö, southern Sweden. The organization comprises the parent company JLT Mobile Computers AB (Group management) and the wholly owned subsidiaries JLT Mobile Computers Sweden AB and JLT Software Solutions AB in Sweden; JLT Mobile Computers Inc. in the US; and JLT Mobile Computers France SAS. The European organization comprises a team of 23 people based in Växjö and Stockholm (Sweden); Brussels (Belgium); Amsterdam (Netherlands); and Rennes (France). The US organization has a team of 10 people and is headquartered in Chandler, Arizona.

All product and software development and production takes place at our head office in Växjö, and service for Europe, the Middle East and Africa is also managed here. Service for US customers is managed in the US. Sales activities are

conducted regionally from our offices in Europe and the US, and through our international reseller network. The company's global marketing is handled from the offices in Amsterdam and Stockholm.

## Sales channel

JLT's products are primarily sold through a global network of authorized resellers and system integrators. By continuously strengthening the sales channel we expand our customer base and develop an underlying running business.

## Growth objectives

We aim to outpace market growth and thus increase our market share in the premium rugged vehicle-mounted computer segment.

## Profitability targets

The Group aims to maintain an operating margin of 10% over a business cycle and to keep net debt below 50% of consolidated equity after deductions for intangible assets.

## Dividend policy

Our dividend policy stipulates that the dividend shall correspond to 50-70% of profit after tax, provided that the Group's financial position and other circumstances warrant such a dividend.

## The JLT share

JLT shares have been traded publicly since 2002 and on Nasdaq OMX First North under the name JLT since 2006. At year-end 2021, there were 28,552,000 shares, each with a quotient value of SEK 1. JLT's market capitalization was at the same point in time MSEK 207.9, based on the closing price of the share.

# An eventful year with record-breaking order intake

Looking back at the year that has passed, I feel very proud of what we have accomplished. We had a record year in terms of order intake, launched a new Android™ based vehicle mounted computer, established the software company JLT Software Solutions AB (JLT Software), inaugurated a new test center at our headquarters in Växjö in southern Sweden, and initiated the now completed acquisition of our wholly owned subsidiary in France: JLT Mobile Computers France SAS (JLT France). Despite the COVID-19 pandemic, global component shortages and large investments, we have increased our profit margin and the Board can suggest a higher dividend than our policy normally allows.

## Increased demand and component shortage contributed to record order intake

We ended the 2021 strongly with the highest order intake in JLT's history. The fourth quarter ended at MSEK 56 (33), amounting to an order intake of MSEK 174 (116) for the full year, and we entered 2022 with a record high order backlog of MSEK 54 (17). The high order intake is due to increased demand and some customers choosing to bring forward their orders to secure deliveries because of the current component shortage. During the year, we received initial orders of MSEK 23 from one of the largest transportation companies in North America, and an order of MSEK 12 from a leading European agricultural equipment manufacturer.

## Global component shortage impacts gross margin negatively

One of the biggest challenges this year has been to handle the global component shortage, which has generated higher procurement costs and negatively affected our gross margin. At the same time, the US dollar strengthened against the Swedish krona (SEK) during the fourth quarter, and we have increased our product prices to compensate for higher component costs, which has had a positive effect on gross margin. The gross margin for 2021 was thus 42%, compared to 43% for the previous year. The impact of the price increases we have implemented is not yet fully apparent.

Through proactive measures such as increased component stock and certain product manufacturing adjustments, we have limited the impact of the component shortage on customer deliveries and maintained steady invoicing. We invoiced MSEK 136 (2020: MSEK 110) during the year, which is an increase of more than 20% compared to the previous year. The component

shortage is still challenging, but a large order backlog and considerable financial resources mean that we can continue to be proactive in our component procurement and allow for increased stock levels.

We have a record order backlog, several newly launched products and more under development, two new companies in the Group, and an engaged organization where everyone is pulling together to ensure we reach our goals. The outlook for 2022 and beyond is positive.

## Investments in accordance with our long-term growth strategy

JLT's long-term growth strategy builds on developing our core products to continue to offer the best rugged vehicle mounted computers on the market, complementing our product offering with value adding software and services, and strengthening our sales channels to establish a strong position in our target markets. During the year, we made several investments in these growth-focused activities.

## Product development – launch of the Android™ based vehicle-mounted computer JLT6012A™

Android is the world's most common operating system for consumer-grade IT and has also become a highly requested alternative within industry. In response, JLT is investing in securing a share of the market for Android-based rugged products. At the end of the third quarter, we launched an Android-based vehicle-mounted computer for challenging environments: JLT6012A. The first serial production units have been delivered to customers and put into operation.

## Software and services that complement our core products – JLT Software

In February we established JLT Software – a subsidiary focused on the development of software solutions to create unique

customer value and competitive advantage in combination with our core products. The company is led by an accomplished management team with many years of experience from leading companies including Tietoevry and Visma. JLT Software is currently engaged in development activities and is conducting pilot projects with selected customers. By combining innovative software with existing sensors and functionality in our vehicle-mounted computers, the company will be able to offer new fleet management and IoT solutions that will optimize workflows, minimize downtime and increase security. JLT Software is a long-term strategic investment that will enable us to gradually add new revenue streams by providing installed software and cloud-based software-as-a-service (SaaS) solutions to complement our hardware offering. The first products from JLT Software are scheduled for launch during 2022.

#### New sales subsidiary – JLT France

During the third quarter of 2021, we initiated negotiations to acquire our French sales partner SARL ID Work (ID Work). The acquisition was completed in January 2022, and ID Work became the wholly owned subsidiary JLT France. The company's founder and former owner, Philippe Briantais, stayed

on as managing director. Having our own local sales office will enable us to provide a significantly better service to our customers and partners in France. In addition, we are laying the foundation for further growth in this important market.

#### Focus on long-term growth

2021 has been a challenging year in many respects. But although the global health crisis and component shortage are still ongoing, our market is beginning to stabilize. We anticipate that the component shortage will continue to be a significant challenge – at least during the first half of 2022 – but it is hard to predict the impact on lead-times and prices for components. Despite these challenges, JLT is in a strong position. We have a record order backlog, several newly launched products and more under development, two new companies in the Group, and an engaged organization where everyone is pulling together to ensure we reach our goals. The outlook for 2022 and beyond is positive.



Per Holmberg, CEO

**173.5 MSEK (115.7)**  
Order intake

**136.2 MSEK (110.3)**  
Net sales

**42.1 % (42.7)**  
Gross margin

**9.5 MSEK (2.1)**  
Operating profit

**7.3 MSEK (1.5)**  
Profit after taxes

**0.27 SEK (0.27)**  
Dividend

# Investments in accordance with our long-term growth strategy

JLT's ambition is to grow profitably at a faster pace than the rest of the market. Our long-term growth strategy is based on three essential pillars: **1)** Continue to develop our core products to ensure we offer the best rugged vehicle mounted computers on the market. **2)** Complement our product offering with value adding software and services. **3)** Strengthen our sales channels to take a strong position in our target markets. During the year, we made several investments in these areas.

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## JLT Software – focus on software development and extended service offering

In February 2021, we established JLT Software Solutions AB – a wholly owned subsidiary with a mission to drive our investment in software development in order to expand our service offering. Over the next few years, we aim to build up a complementary business and establish a strong software development team.

The purpose of the investment is to generate new recurring revenue streams by adding unique customer value and competitive advantage through software solutions and scalable services that build on our own range of rugged computers. By combining innovative software with existing sensors and functionality in our latest generation of vehicle computers – the JLT6012 series – we will be able to offer various types of fleet management and IoT\* solutions that optimize workflows, minimize downtime and increase safety. Customers will be able to access information about the use and movements of the vehicle in which the computer is installed, making it easier for them to optimize their business.

"JLT's ambition is to grow profitably at a faster pace than the rest of the market. One of the three pillars in our growth strategy is to create comprehensive solutions with an increased service content. Developing flexible software solutions is a key component in creating a scalable service offering," says Per Holmberg, CEO.

The business has started well. A development team consisting of in-house staff and consultants is now in place, and ongoing customer collaborations and pilot projects are underway. JLT expects to roll out its first software products in 2022.

The establishment of this new subsidiary is an important step in JLT's long-term growth strategy, which is based on offering comprehensive IT solutions for challenging environments and complementary products and services.

\*Internet of Things

# Android – increasingly popular as an operating system for industrial applications

Android is the most common operating system for smartphones and tablets and is used daily by billions of people worldwide. It's also increasingly in demand for use in industrial environments. This demand has led to a shift in the technology playing field – and some challenges for hardware manufacturers. One key factor is that Android is geared towards ARM architecture processors, whereas Windows is normally run on x86 processors. This places significantly different knowledge requirements on developers.

## Android vs. Windows

Android and Windows have different advantages and disadvantages, so it is not usually a question of choosing one or the other for an entire business. Rather, each will tend to be more suitable in certain applications or situations.

Applications running on Android usually require internet access, which means they do not work optimally when the network connection is weak or unreliable. In contrast, applications running on a Windows device with a powerful processor can often run offline instead of being continuously connected to a server or cloud. To ensure good functionality, Android devices should be used in environments where a stable network connection is available.

Another difference is battery life. Android devices usually consume less power than equivalent Windows devices and can therefore be used for a longer time between charges, which can be an advantage in some applications.

## The new JLT6012A: a vehicle-mounted Android computer that's just as durable as our other products

Many of our customers see great potential in incorporating Android devices into their operations. However, these devices have typically been less rugged than Windows devices, and therefore less able to handle the wear and tear of customers' demanding applications.



We developed the JLT6012A vehicle-mounted computer to meet the challenge and it was launched in September 2021. This computer runs Android 10 and is specifically designed for use in tough environments. It builds on the same basic design as our proven JLT6012 Windows computer. Customers are now free to choose the operating system that best suits their application.

The JLT6012A computer is aimed primarily at logistics applications such as warehousing, manufacturing, transportation, food production, retail and wholesale, third-party logistics and ports. It includes a variety of functions and features required in these contexts, such as reliable connection to wireless networks; adaptive screen brightness; programmable function buttons for quick access to key tasks; and an integrated galvanically insulated voltage converter with a wide voltage range, facilitating installation in vehicles with either internal combustion engines or electric motors.

# Increased presence in France

Europe is an important market for JLT – accounting for about half of our sales on average during the past years – and we have a strong presence thanks to our network of carefully selected sales partners. France is one of our largest European markets. For many years, sales there have been driven by ID Work – an important partner that has successfully built up JLT’s position through a nationwide network of system integrators and distributors.

In September 2021 we began negotiations to acquire ID Work, and the acquisition was completed in January 2022. In connection with this, we established the wholly owned subsidiary JLT France, which has taken over all of ID Works’ operations. JLT France will maintain and develop all existing customer relationships, as well as pursuing new business opportunities, and ID Works’ previous owner will stay on as CEO. Having a wholly owned sales office in France will enable us to provide an even better service to customers and

partners locally in France. In addition, it will strengthen the conditions for further growth in this important market.

“This acquisition will be very valuable for our customers and sales partners in France,” said Philippe Briantais, CEO of JLT France and founder of ID Work. “We have been an authorized distributor of JLT’s entire range for nine years, and our customers have always had confidence in the quality and reliability of JLT products. Both customers and partners will appreciate JLT’s investment in the France market and increased local presence.”

In France, JLT focuses mainly on warehousing operations and food logistics, which is in line with the company’s core competence and product range. JLT computers are currently in use in various types of warehouse vehicles around the country. Major customers include seven large distribution centers that are part of one of the largest food wholesale chains.



# Our history

**2021 Acquisition of our French sales partner, ID Work.** Negotiations were initiated in September and the deal was closed in January 2022.

**2021 Establishment of JLT Software Solutions.** A fully owned subsidiary focused on software development with the goal of creating unique customer value.

**2020 New logo and brand identity.**

**2020 Launch of VERSO 10.** The most compact high-performance vehicle-mounted computer on the market.

**2019 Record sales and gross profit.** We achieved record sales of MSEK 142 while maintaining gross margin. Gross profit was MSEK 65.

**2018 Launch of JLT6012.** The first product in a new generation of rugged computers, featuring an innovative platform design for modern IT solutions.

**2017 Production of JLT's 100,000th computer.** The unit was delivered to Volvo Car Body Components and came with an exclusive 100,000 hour warranty.

**2015 "Navis Ready" validation.** The VERSO series was validated by Navis – a prized proof of quality within the port segment.

**2015 Launch of JLT1214P with revolutionary touchscreen technology.** A virtually unbreakable screen – fully functional even when used with gloves.

**2014 JLT's 20th anniversary!** Celebrated with the delivery of our 90,000th computer, backed by a 20-year service agreement.

**2013 Market cap more than doubled during the year.**

**2013 Launch of VERSO series.** The industry's highest-performing rugged computers for heavy-duty applications.

**2012 Launch of JLT:Works Professional Services and JLT:Care.** We strengthened our offering with new services and a hassle-free service agreement with guaranteed uptime at a predictable cost.

**2009 Current CEO Per Holmberg joins the company.**

**2008 Launch of JLT1214 series.** A product series developed for logistics applications, which is now the most cost-effective solution in its class.

**2005 Mentioning on several industry trade lists.** Deloitte Technology 500, Red Herring 100 and Inc. 500 List of Fastest Growing Privately Held Companies in America.

**2004 First shareholder dividend.**

**2002 JLT became a publicly traded company.** Listed on Nasdaq First North.

**2000 JLT named IT Challenger of the Year.** Awarded by the business publication Veckans Affärer.

**1999 Entry into the us market.** JLT opened a sales office in Arizona, where our US headquarters are located today.

**1994 JLT was founded by Jan Olofsson.** Jan was CEO until 2009. He is still A member of the board and the largest shareholder.

# The share

JLT's share has been traded on the First North exchange since 2002, with EminoVA Fondkommission AB as the company's 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 asking price during trading.

The share traded at a high of SEK 7.68 in December and a low of SEK 5.10 in February. The share's closing price at the end of 2021 was SEK 7.28 (5.32), representing a 37% increase during the year.

A total of 7.0 million shares (7.4) were traded during 2021, representing 25 (26) percent of the total number of shares. There are 28,552,000 shares, each with a quota value of SEK 1.

At year-end 2021, JLT's market capitalization was MSEK 207.9 (151.9), based on the closing price of the share.

The Board of Directors proposes to the Annual General Meeting that a dividend of SEK 0.27 per share be paid for the 2021 financial year.

The Board considers the company's strong financial position justifies an unchanged dividend corresponding to the entire annual result 2021. The company's dividend policy stipulates that the dividend must correspond to 50-70 percent of the profit for the year, which for 2021 corresponds to SEK 0.13 0.18.

## Shareholder list

Shareholder	Number of shares	Ownership share
Jan Olof Olofsson and family	8,374,866	29.33%
AB Grenspecialisten	2,976,636	10.43%
Alcur Select	2,316,542	8.11%
Jerry Fredriksson and company	1,350,000	4.73%
Försäkringsbolaget, Avanza Pension	1,156,584	4.05%
Tommy Svensson	1,073,673	3.76%
Nordnet Pensionsförsäkring AB	799,893	2.80%
Per Holmberg	726,152	2.54%
Larne Wallisson and company	600,000	2.10%
Futur Pension Försäkringsbolag	499,000	1.75%
Fredrik Peter Hagberg	380,298	1.33%
Swedbank Försäkring	366,304	1.28%
Bo-Göran Kling	365,463	1.28%
Andreas Gustafsson	303,930	1.06%
CMU/SECFIN	300,000	1.05%
Jan Sjöwall	250,000	0.88%
Stefan Käck and family	228,000	0.80%
Spiltan Aktiefond Småland	214,500	0.75%
Mats Fagerlund	208,530	0.73%
Ola Blomberg and family	168,311	0.59%
Other shareholders	5,893,318	20.64%
<b>Total</b>	<b>28,552,000</b>	<b>100.00%</b>
Warrants outstanding		1,000,000
Number of shares after maximum dilution		29,552,000

## Share performance in 2021



# Management report

The Board of Directors and the Chief Executive Officer of JLT Mobile Computers AB (publ), corporate identity number 556239-4071, registered in Växjö, Sweden, hereby submit the annual report and the consolidated financial statements for the financial year 2021.

This annual report and these consolidated financial statements were approved for publication by the Board of Directors and the CEO on 1 April and will be presented to the annual general meeting on 5 May 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. The subsidiary JLT Software Solutions was established in 2021 to drive development of the software offering.

JLT Mobile Computers is a leading developer of reliable mobile computers for demanding environments. The 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, ports, forestry, mining, automation and military and emergency response vehicles.

Today, JLT is one of the largest PC manufacturers in Sweden and has supplied more than 120,000 computers since its inception. It operates on a global level through its sales partners and sales companies, predominantly in Europe and the United States. JLT's mission is to supply reliable data communication in challenging environments.

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 Growth Market under the symbol JLT, with Eminova Fondkommission AB as Certified Adviser. For more information, visit [www.jltmobile.com](http://www.jltmobile.com).

## The Group's net sales and result for the full year 2021

For the full year 2021, the Group reported net sales amounting to MSEK 136.2 (110.3). Gross profit amounted to MSEK 57.4 (47.1) and the gross margin to 42.1 percent (42.7).

Operating expenses totaled MSEK 49.3 (44.0), of which other costs accounted for MSEK 16.0 (13.1). Personnel costs totaled MSEK 33.3 (30.9).

EBITDA for the year totaled MSEK 10.4 (3.6).

Depreciation/amortization amounted to MSEK 0.9 (1.5) for the year, of which development expenditures were MSEK 0.7 (1.2) and tangible fixed assets MSEK 0.3 (0.3).

The Group's operating profit amounted to MSEK 9.5 (2.1).

The net financial result amounted to MSEK 0.3 (-0.3), leading to a profit of MSEK 9.8 (1.8) before tax.

Taxes for the Group totaling MSEK 2.4 (0.3) resulted in a profit after tax of MSEK 7.3 (1.5).

## Comments on the result for 2021

The Group's sales increased by 23 percent in 2021 compared with the previous year and the gross margin was at a similar level to the previous year. Order intake recovered significantly in 2021, increasing by 50 percent for the whole year. Other operating income of SEK 2.1 million pertains to COVID-19-related state aid to the US subsidiary to ensure continued US operations during the pandemic, as the situation was new and its possible impact unknown. The aid was originally granted as a loan, but repayment has been waived. These funds will mainly be reinvested in the US sales organization. The global component shortage has entailed extra costs related to component supply during the year, which has affected the gross margin.

Overheads increased compared with the previous year, which was mainly due to resumed travel and an increase in the marketing budget compared with the full year 2020. Personnel costs increased as a result of recruitments related to our investment in the software business, and recruitments within the marketing department. The results for JLT Software Solutions AB (JLT Software) are consolidated in the overall result from the second quarter of 2021. JLT Software is a long-term investment aimed at supplementing JLT's product range with software solutions that strengthen and expand the overall offering to the defined key markets. During the period, JLT Software burdened operating profit by 2.4 MSEK. Our measures to ameliorate the global component shortage include investments in safety stocks of critical components in order to secure delivery capacity. As a result, total inventory value increased by SEK 9.5 million to 26.9 (17.4).

During the period, development costs totaling MSEK 4.0 (2.2) were capitalized for new development, of which internally generated costs amounted to MSEK 0.2 (0.5). Provisions for full-year bonuses to staff and directors amounted to SEK 2.4 million as of 31 December 2021 and have burdened the result for the year.

Consolidated income statement of the JLT Group, MSEK	2021 Year	2020 Year
<b>Net sales</b>	<b>136.2</b>	<b>110.3</b>
<b>Capitalized work on own account</b>	<b>0.2</b>	<b>0.5</b>
<b>Gross profit</b>	<b>57.4</b>	<b>47.1</b>
- Gross margin	42.1%	42.7%
Sales and marketing costs	-23.3	-23.0
Organizational costs and R&D	-26.0	-21.0
<b>EBITDA</b>	<b>10.4</b>	<b>3.6</b>
- EBITDA margin	7.5%	3.2%
Depreciation/amortization	-0.9	-1.5
Of which:		
- Tangible fixed assets	-0.3	-0.3
- Development costs	-0.7	-1.2
<b>Operating profit</b>	<b>9.5</b>	<b>2.1</b>
- Operating margin	6.8%	1.9%

Sales of service agreements and other services are an important part of JLT's operations. During the year, contract revenues temporarily decreased as a result of a generational shift in some major US customers. The contract stock – service agreements recognized as liabilities – had returned to the previous year's levels at year end, amounting to SEK 17.2 million (17.0). Service-related revenue, settled contract revenue, and direct invoicing amounted to SEK 13.4 million (15.2).direktfakturering, uppgick till 13,4 MSEK (15,2).

## Five-year overview 2021-2017

Condensed income statement		2021	2020	2019	2018	2017
Net sales	MSEK	136.2	110.3	141.7	129.4	112.7
Gross margin %	%	42.1	42.7	46.1	46.5	44.0
Operating profit	MSEK	9.5	2.1	13.6	12.7	9.3
Profit after net financial items	MSEK	9.8	1.8	13.9	12.5	9.3
Net profit for the year	MSEK	7.3	1.5	10.9	9.7	6.8
<b>MARGIN METRICS</b>						
Operating margin %	%	7.0	1.9	9.6	9.8	8.2
Profit margin %	%	7.2	1.6	9.8	9.6	8.3
<b>CAPITAL, RETURN AND SOLIDITY</b>						
Balance sheet total	MSEK	102.6	94.2	96.7	90.4	74.8
Capital employed	MSEK	61.7	61.7	60.6	55.9	47.6
Return on capital employed	%	15.8	3.9	23.4	24.5	20.5
Equity *	MSEK	60.0	60.0	58.6	54.1	46.3
Return on equity	%	12.2	2.5	19.4	19.3	15.1
Net debt	MSEK	-40.1	-50.1	-47.9	-43.9	-36.8
Debt/equity ratio	times	0.0	0.0	0.0	0.0	0.0
Solidity *	%	59	64	61	60	62
<b>SHARE DATA</b>						
Earnings per share	SEK	0.26	0.05	0.38	0.34	0.24
Equity per share	SEK	2.10	2.10	2.05	1.89	1.66
Net debt per share	SEK	-0.71	-1.07	-0.97	-1.03	-0.96
Dividend per share	SEK	0.27	0.27	0.00	0.22	0.15
Share price (closing price for the year)	SEK	7.28	5.32	7.08	3.92	4.46
Number of shares outstanding*	000s	28.552	28.552	28.552	28.552	27.902
Average number of shares *	000s	28.552	28.552	28.552	28.227	27.902
<b>OTHER</b>						
Average number of employees		28	30	28	30	28
<b>Employees</b>						
Net sales per employee	MSEK	4.86	3.68	5.06	4.31	4.03
Earnings per employee	MSEK	0.26	0.05	0.39	0.32	0.24

\*\*There are 1,000,000 warrants outstanding

\*For definitions, see Note 25

### Operations in 2021

JLT aims to grow while maintaining profitability. For several years, the company has followed a growth strategy that focuses on developing our product portfolio; extending our offering through complementary products, accessories and services; and strengthening our sales channel.

As was the case in 2020, the past year presented significant challenges due to closed borders, delivery disruptions, canceled business trips and customer visits, and home working due to the COVID-19 pandemic. Operations during the year were characterized to a large extent by uncertainty in global component supply. Through proactive work in management of safety stocks, in-house development for rapid evaluation of component alternatives, and continuous efforts to find alternative suppliers, it has been possible to limit the impact on deliveries. Economic effects consisted of increased safety stocks to ensure future deliveries and margin impact due to the general increase in component prices and extra costs for spot purchases.

JLT Software Solutions AB (JLT Software) was established in February 2021 as part of the long-term strategy of strengthening and broadening JLT's product offering. JLT Software will develop and offer various types of fleet management and IoT solutions aimed at creating more efficient workflows, minimizing downtime, and increasing security. The company is led by an accomplished management team with many years of experience from leading companies such as TietoEVRY and Visma. JLT Software is currently engaged in development activities and is conducting pilot projects with selected customers. JLT Software is a long-term strategic investment that will enable us to gradually add new revenue streams by providing installed software and cloud-based software-as-a-service (SaaS) solutions to complement our hardware offering. The first products from JLT Software are scheduled for launch during 2022. JLT Software Solutions AB is a wholly owned subsidiary of JLT Mobile Computers AB (publ).

A declaration of intent to acquire JLT's French sales partner ID Work was signed in September 2021, and the deal was completed in January 2022. The acquisition gives JLT the opportunity to take a stronger position in the France market. In 2021, JLT made several recruitments in connection with its software investment, and also strengthened the marketing organization.

### Market development

Net sales increased by 22 percent during the year and order intake increased by 50 percent. The increase was a consequence of recovery from the major side effects of the COVID-19 pandemic, which broke out in 2020.

JLT primarily conducts sales in four geographical markets: the Nordics, EMEA (Europe excluding the Nordics, the Middle East and Africa), and the Americas (North and South America).

### Sales per geography (MSEK)

The Nordic countries	26	(31)
EMEA	26	(23)
Americas	81	(53)
Other regions	3	(4)

### Product development

In addition to continuous technical updating of the existing range, product development during the year included a major project to develop an Android-based computer (JLT6012A), which was launched in September 2021 with volume deliveries starting in 2022.

Development of JLT's software offering began during the year through the establishment of JLT Software Solutions AB.

Activated development expenses in JLT Software amounted to SEK 1.3 million (0).

Project	Activated expenses	Of which in 2021	Residual value, closing balance 2021	Status
JLT 6012 vehicle-mounted computer	3.4	-	0.7	Depreciation: five years from January 2018
JLT 6012A: vehicle-mounted computer	4.9	2.7	4.9	Depreciation: three years from January 2022
Database functionality, SW	0.5	0.5	0.5	Ongoing project
Cloud-based functionality, SW	0.8	0.8	0.8	Ongoing project
	9.5	4.0	6.8	

Of our closing value of intangible assets of SEK 6.8 million, only 10 percent related to active products; 90 percent related to products that will generate revenue in the future

### Staff

In 2020, four sales staff were made redundant. All had been newly recruited as part of an expanded investment in the sales organization; the redundancies were a result of the COVID-19 pandemic. In 2021, additional staff were recruited in connection with the software investment, and the marketing team was also strengthened.

### Financial position and cash flow

Cash flow amounted to MSEK -10.3 (2.8). In addition to dividend payments of MSEK 7.7 (0.0), cash flow was also affected by stock increases (MSEK 9.5) and investments (MSEK 4.3). The Group's cash and cash equivalents amounted to MSEK 401.1 (50.1) on the balance-sheet date.

Solidity was 59 percent (64), and equity amounted to MSEK 60.0 (60.0).

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 its subsidiaries and passes on the expenses. Operating profit amounted to MSEK -5.2 (-3.8).

### The Group's tax position

Remaining tax loss carryforwards at the end of the period totaled MSEK 2.5 (3.2), of which MSEK 2.2 (2.8) were attributable to foreign subsidiaries. Remaining loss carryforwards in foreign subsidiaries were not recognized as deferred tax assets.

### Dividend

The Board of Directors proposes to the Annual General Meeting that a dividend of SEK 0.27 per share be paid for the 2021 financial year (0.27).

The Board considers that the company's strong financial position justifies an unchanged dividend corresponding to the entire 2021 annual result. The company's dividend policy stipulates that the dividend must correspond to 50-70 percent of the profit for the year, which for 2021 corresponds to SEK 0.13-0.18.

### Related party transactions

Since 2002, JLT has rented the premises for its head office in Växjö, Sweden, from a property company which is wholly owned by the company's principal shareholder, Jan Olofsson. The Board of Directors considers the agreement to have been made under market conditions, and the premises are considered to be adapted to the current and anticipated future needs of the company. Transactions with related parties amounted to SEK 621,000 (514,000) in 2021 and were priced according to market conditions.

### Events after the balance sheet date

On 11 January 2022, the acquisition of ID Work SAS was completed, and the company was renamed JLT Mobile Computers France SAS. The purchase price amounted to equity in the acquired company with the addition of kEUR 100 and 160,000 JLT shares, corresponding to a subscription price of SEK 6.50 per share. The price was set according to market conditions at the time of the offer to acquire the company. The 160,000 shares were issued through a new share issue, which was decided by the Board on 28 January 2022.

### 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. The fixed formal rules of procedure lay down the obligations and responsibilities of the Board of Directors and the timetable and fixed agenda items of its corporate governance meetings.

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

committee. JLT's Board features a broad representation of ownership, with just over 40 percent of all shares represented on the Board – which supports the interests of the shareholders in the composition of the Board. 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, eight Board meetings were held, of which five were scheduled, two extraordinary, and one statutory. Minutes were taken at all the Board meetings and 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 indicators 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 and 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 roles concerning financial matters.

JLT has not adopted a diversity policy; due to the company's size and limited recruitment, each matter is considered individually by the company's management.

### Nomination committee

According to the 2021 AGM's resolution, a nomination committee shall be elected consisting of three members appointed respectively by the three major shareholders according to shareholder statistics on the last banking day in September 2021. In addition to presenting proposals for the Board and fees, the nomination committee shall nominate the Chairman of the AGM, auditor and auditor's fee, and the nomination committee for the following AGM.

The nomination committee convened twice during the year.

**Major shareholders**

Shareholders with holdings greater than 10 percent are:

	Number of shares	Holding
Jan Olof Olofsson and family	8,374,866	29.33%
AB Grenspecialisten	2,976,636	10.43%

**Risks**

JLT’s success is based on its ability to offer the 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 risks involved in the organization and day-to-day business in the form of production, service, deliveries and so forth. The risk situation 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 enables us to 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 work continuously at both the management and operational levels to ensure a state of “complementarity”, which means that no single task rests exclusively with 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 the business include quality issues; higher service and warranty costs; access to components; specification and development of new products; costs for upgrading and phasing out existing products; external requirements; certification requirements; legal requirements; and claims.

Established quality objectives, documented processes, and continuous monitoring are methods used to swiftly identify deviations in quality.

Component shortages lead to delivery problems and the potential loss of sales of individual models or configurations. Forecasts are made well in advance in close cooperation

with sales partners. Current lead times are continuously monitored to identify potential bottlenecks early and present alternative solutions. One example is direct and indirect effects of the COVID-19 pandemic on component supply.

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.

Continuous streamlining of materials management practices results in lower costs and greater control of materials sourcing and constitutes an ongoing improvement effort. 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 more stringent 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 main areas: changes in the competitive landscape due to new types of solutions; downward pricing pressure due to a maturing market; and structural or organizational changes in sales partners and key accounts.

Competition stemming from alternative and new solutions that enter the market is a part of continuous market development. JLT works proactively to strengthen its collaborations with sales partners and expand its network, 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 responding to changes in market needs and the competitive landscape.

Greater downward pricing pressure and standardization in established segments yield a risk of declining margins. Expansion and 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 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 responsible for sales in JLT’s crucial US market, gives the Group control of sales and a direct relationship with its end customers and partners.

### Financial risks

Sales in USD and USD-related component 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 component purchases being primarily made in USD, and time delays between delivery and invoicing.

Forward cover of currency is utilized in specific cases, such as when performing major individual business deals, but not on a regular basis.

An increasing number of partners and greater proximity to the market increase the risk of customer losses. These risks are mitigated by an established credit policy combined with credit insurance and continuous monitoring.

The Company's cash balances are nominated in SEK, with the exception of short-term currency requirements. 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.

### Sustainability information

Environmental responsibility and long-term sustainability are important values to us. We have always carefully reviewed and optimized the procedures, processes and practices on which our operations are based.

### Social sustainability

For a small company such as JLT, it is vital to make sure that the existing team members are developing in their roles over time and that they are given opportunities to progress within the company. The ability to attract competence and skilled personnel is an important component of long-term sustainability. We have internal guidelines to ensure that personnel training remains a key priority.

In an organization spread across Europe and the US, respect for different cultures and a common set of values are essential factors for successful cooperation. The accelerated transition to digital meetings over the past few years has helped strengthen relationships between colleagues separated by geographical distance.

For JLT, social sustainability also includes the collaboration with our partners. Good relations and the capacity to develop alongside partners are fundamental conditions for JLT's strategy to develop as a network company. This philosophy has been a cornerstone of the company since its inception in 1994.

At the local level, we are proud to be able to offer job opportunities in the regions in which we operate. We also consider it important that the activities of the company benefit society in a wider sense. We will therefore develop a policy for annual contributions to charity. The charity organizations will be selected on an annual basis by staff, in accordance with our broader objectives.

### Environmental sustainability

JLT's products are characterized by high quality and durability and are developed to withstand tough stresses and heavy wear over many years. Our product life cycle depends on many factors, including design, selection of components and materials, transport, necessary repairs, customer use, and of course the final disposal of the product at the end of its lifespan. The high quality and durability of JLT's products minimizes maintenance requirements. And since the products can be kept in operation for several years longer than is possible with less rugged equipment, customers do not need to buy new computers as frequently, which reduces total waste. In all global projects, JLT is involved in design, production, logistics, services, and process development to ensure high quality and, where possible, sustainability.

Goods transport is a major factor for emissions. To minimize the environmental impact of transportation, all JLT's freight transport has been climate neutral since 2020.

JLT's products are used in many industries, including warehousing, ports, agriculture, and mining. Our products and services contribute to more effective logistics flows and/or control in these industries, which improves efficiency and thus helps to reduce environmental impact.

In 2022, we plan to investigate other areas in which we may be able to reduce or compensate for our emissions.

### Economic sustainability

High quality minimizes after-market costs. A high level of customer-specific adaptation in the factory minimizes the cost of adaptations further down the distribution chain.

An active commitment to the product's functionality throughout its life, in the form of service, monitoring and life-prolonging upgrades, builds continuity in the relations with JLT's customers and promotes business relations that are sustainable in the long term.

We continue to do everything in our power to create high-quality, adaptable and upgradeable products, at the same time as we are shifting our focus towards service offerings that improve the overall efficiency of our customers' and partners' flows, in both the short and the long term.

## Equity – Group

2020-12-31	Restricted equity			Non-restricted equity	
	Share capital	Other contributed capital	Reserves	Retained earnings incl. net profit for the year	Total equity
Opening balance	28,552	2,218	3,639	24,182	58,591
Net profit or loss for the year				1,498	1,498
Direct changes in equity					
Translation difference		–	–	-100	-100
Fund for development costs		–	1,059	-1,059	0
Total	–	–	1,059	-1,159	-100
Transactions with owners					
Dividend					–
<b>Total</b>	<b>–</b>	<b>–</b>	<b>–</b>	<b>–</b>	<b>–</b>
<b>At year-end</b>	<b>28,552</b>	<b>2,218</b>	<b>4,698</b>	<b>24,520</b>	<b>59,989</b>

2021-12-31	Restricted equity			Non-restricted equity	
	Share capital	Other contributed capital	Reserves	Retained earnings incl. net profit for the year	Total equity
Opening balance	28,552	2,218	4,698	24,520	59,988
Net profit or loss for the year				7,330	7,330
Direct changes in equity					
Translation difference			–	397	397
Fund for development costs			3,383	-3,383	–
Total	–	–	3,383	-2,986	397
Transactions with owners					
Dividend				-7,709	-7,709
Provision for warrants	–	–	–	30	30
<b>Total</b>	<b>–</b>	<b>–</b>	<b>–</b>	<b>-7,679</b>	<b>-7,679</b>
<b>At year-end</b>	<b>28,552</b>	<b>2,218</b>	<b>8,081</b>	<b>21,185</b>	<b>60,036</b>

## Equity – Parent Company

2020-12-31	Restricted equity			Non-restricted equity	
	Share capital	Statutory reserve	Premium reserve	Retained earnings incl. net profit for the year	Total equity
Opening balance	28,552	1,288	4,266	46,920	81,026
Net profit or loss for the year				-49	-49
Transactions with owners					
Dividend				-	-
<b>Total</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>
<b>At year-end</b>	<b>28,552</b>	<b>1,288</b>	<b>4,266</b>	<b>46,872</b>	<b>80,978</b>

2021-12-31	Restricted equity			Non-restricted equity	
	Share capital	Statutory reserve	Premium reserve	Retained earnings incl. net profit for the year	Total equity
Opening balance	28,552	1,288	4,266	46,872	80,978
Net profit or loss for the year				4,862	4,862
Transactions with owners					
Dividend				-7,709	-7,709
Provision for warrants	-	-	-	30	30
<b>Total</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-7,679</b>	<b>-7,679</b>
<b>At year-end</b>	<b>28,552</b>	<b>1,288</b>	<b>4,266</b>	<b>44,054</b>	<b>78,160</b>

### Proposed distribution of unappropriated earnings - Parent Company

#### Parent company

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

Retained earnings	43,458,851
Net profit or loss for the year	4,862,229
	<b>48,321,080</b>

The Board of Directors and the CEO propose to the Annual General Meeting:

That shareholders be paid SEK 0.27 per share*	7,752,240
To be carried forward	40,568,840
	<b>48,321,080</b>

\*Number of shares 28,712,000

The board has proposed that a dividend of SEK 0.27 be paid per share, corresponding to a total of SEK 7.8 million. The company and Group are in a solid position. The proposed dividend is manageable within the framework of our unrestricted equity.

Even after the proposed dividend, our solidity and liquidity will be adequate. Based on the aforementioned, the details described in the management 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's and the Group's equity, as well as on the company's and the Group's consolidation needs, liquidity and position at large.

The financial result and position of the Group and the parent company in general is set out in the income statements and balance sheets below, together with the notes to the accounts

# Income statement

Amounts in kSEK	Note	Group		Parent Company	
		2021	2020	2021	2020
Net sales	2	136,172	110,268	4,356	4,356
Other operating income		2,143			
Capitalized work on own account		222	527	–	–
<b>Total operating income</b>		<b>138,537</b>	<b>110,795</b>	<b>4,356</b>	<b>4,356</b>
<b>Operating costs</b>					
Cost of goods sold		-78,816	-63,201	–	–
Other external charges	3,6	-16,039	-13,078	-4,394	-3,892
Personnel costs	4	-33,272	-30,945	-5,186	-4,279
Depreciation/amortization of tangible and intangible fixed assets	5	-934	-1,476	–	–
<b>Total operating costs</b>		<b>-129,061</b>	<b>-108,700</b>	<b>-9,580</b>	<b>-8,171</b>
Operating profit		9,476	2,095	-5,224	-3,815
RIIncome from financial items					
Interest income and similar items	7	277	274	1,379	256
Interest costs and similar items	8	–	-581	–	-1,638
<b>Profit after financial items</b>		<b>9,753</b>	<b>1,788</b>	<b>-3,845</b>	<b>-5,197</b>
Appropriations and taxes					
Group contributions, received		–	–	10,000	5,148
<b>Profit or loss before tax</b>		<b>9,753</b>	<b>1,788</b>	<b>6,155</b>	<b>-49</b>
Tax on profit for the year	9	-2,423	-290	-1,293	–
<b>Net profit or loss for the year</b>		<b>7,330</b>	<b>1,498</b>	<b>4,862</b>	<b>-49</b>

# Balance sheet

Assets		Group		Parent Company	
Amounts in kSEK	Note	2021-12-31	2020-12-31	2021-12-31	2020-12-31
<b>FIXED ASSETS</b>					
<b>Intangible fixed assets</b>					
Capitalized expenditure for development work and similar	10	6,837	3,520		
Goodwill	11	–	–		
		6,837	3,520	–	–
<b>Tangible fixed assets</b>					
Equipment, tools, fixtures and fittings	12	1,217	1,274		
		1,217	1,274	–	–
<b>Financial fixed assets</b>					
Participations in Group companies	13	–	–	48,239	44,214
FReceivables from Group companies	14	–	–	7,672	6,984
Deferred tax asset	15	280	193	55	55
		280	193	55,966	51,253
<b>Total fixed assets</b>		<b>8,334</b>	<b>4,987</b>	<b>55,966</b>	<b>51,253</b>
<b>CURRENT ASSETS</b>					
<b>Inventories, etc.</b>					
Raw materials and goods for resale		26,928	17,359	–	–
		26,928	17,359	–	–
<b>Current receivables</b>					
Accounts receivable		24,501	19,212		
Receivables from Group companies		–	–	9,681	11,101
Current tax assets		–	349	–	349
Other receivables		2,179	1,231	29	33
Prepayments and accrued income	16	561	978	128	98
		27,241	21,770	9,838	11,581
<b>Short-term deposits</b>		19,953	19,676	19,953	19,676
<b>Cash and bank balances</b>					
Cash and bank balances	22	20,168	30,436	912	1,245
		20,168	30,436	912	1,245
<b>Total current assets</b>		<b>94,290</b>	<b>89,241</b>	<b>30,703</b>	<b>32,502</b>
<b>TOTAL ASSETS</b>		<b>102,624</b>	<b>94,228</b>	<b>86,669</b>	<b>83,755</b>

Equity and liabilities	Note	Group		Parent Company	
		2021-12-31	2020-12-31	2021-12-31	2020-12-31
Amounts in kSEK					
<b>EQUITY</b>					
Share capital	17	28,552	28,552	–	–
Other contributed capital		2,218	2,218	–	–
Reserves		8,081	4,698	–	–
Retained earnings incl. net profit for the year		21,185	24,520	–	–
<b>Total equity</b>		<b>60,036</b>	<b>59,988</b>	<b>–</b>	<b>–</b>
<b>Restricted equity</b>					
Share capital	17	–	–	28,552	28,552
Statutory reserve		–	–	1,288	1,288
<b>Total restricted equity</b>				<b>29,840</b>	<b>29,840</b>
<b>Non-restricted equity</b>					
Premium reserve		–	–	4,266	4,266
Retained earnings		–	–	39,192	46,921
Net profit or loss for the year		–	–	4,862	-49
<b>Total non-restricted equity</b>	<b>18</b>	<b>–</b>	<b>–</b>	<b>48,320</b>	<b>51,138</b>
<b>Total equity</b>		<b>60,036</b>	<b>59,988</b>	<b>78,160</b>	<b>80,978</b>
<b>Provisions</b>					
Provisions for warranty commitments	19	1,614	1,741		
<b>Current liabilities</b>					
Accounts payable		13,623	7,200	526	413
Liabilities to Group companies		–	–	3,947	–
Current tax liabilities		1,253	249	1,053	–
Other liabilities		1,825	2,901	322	333
Accruals and deferred income	20	24,273	22,150	2,661	2,031
<b>Total current liabilities</b>		<b>40,974</b>	<b>32,500</b>	<b>8,509</b>	<b>2,777</b>
<b>TOTAL EQUITY AND LIABILITIES</b>		<b>102,624</b>	<b>94,229</b>	<b>86,669</b>	<b>83,755</b>
<b>Collateral and contingent liabilities</b>					
Collateral	24				
Contingent liabilities		–	–	–	–
Corporate mortgages		7,500	7,500	–	–
<b>Total collateral and contingent liabilities</b>		<b>7,500</b>	<b>7,500</b>	<b>–</b>	<b>–</b>

# Cash flow statement

Cash flow statement		Group		Parent Company	
Amounts in kSEK	Note	2021	2020	2021	2020
<b>Operating activities</b>					
Profit after financial items		9,753	1,788	-3,845	-5,197
Adjustment for non-cash items	21	824	1,699	-461	581
Income tax paid		-1,157	-3,571	109	-466
<b>CASH FLOW FROM OPERATING ACTIVITIES BEFORE CHANGE IN WORKING CAPITAL</b>		<b>9,420</b>	<b>-84</b>	<b>-4,197</b>	<b>-5,082</b>
<b>Cash flow from change in working capital</b>					
Increase (-)/Decrease (+) in inventories		-9,569	1,954	-	-
Increase (-)/Decrease (+) in operating receivables		-5,820	4,641	1,394	1,220
ÖIncrease (+)/Decrease (-) in operating liabilities		7,470	-642	4,679	-686
<b>CASH FLOW FROM OPERATING ACTIVITIES</b>		<b>1,501</b>	<b>5,869</b>	<b>1,876</b>	<b>-4,548</b>
<b>Investing activities</b>					
Acquisition of tangible fixed assets		-204	-920	-	-
Acquisition of intangible fixed assets		-3,989	-2,175	-	-
Investments in financial assets		-	-	4,025	-
<b>CASH FLOW FROM INVESTING ACTIVITIES</b>		<b>-4,193</b>	<b>-3,095</b>	<b>4,025</b>	<b>-</b>
<b>Financing activities</b>					
Dividends paid to parent company shareholders		-7,709	-	-7,709	-
Exercised share options		133	-	133	-
Net change in intra-Group transactions		-	-	1,342	4,709
<b>CASH FLOW FROM FINANCING ACTIVITIES</b>		<b>-7,576</b>	<b>-</b>	<b>-6,234</b>	<b>4,709</b>
<b>Cash flow for the year</b>		<b>-10,268</b>	<b>2,775</b>	<b>-333</b>	<b>160</b>
Opening cash and cash equivalents		30,436	27,661	1,245	1,084
Closing cash and cash equivalents	22	20,168	30,436	912	1,245
<b>Cash and cash equivalents, including short-term deposits</b>		<b>40,121</b>	<b>50,112</b>	<b>20,865</b>	<b>20,922</b>

# Disclosures on individual items

## NOTE 1

**Additional disclosures** All amounts are stated in kSEK 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 applies the same accounting principles as the Group, except in cases as specified below under the section "Parent company's accounting policies".

Assets, provisions, and liabilities are measured at cost unless otherwise specified below.

The company conducts operations in the association form of a limited company and has its registered office in Växjö municipality.

### Consolidated Financial Statements

Subsidiaries are companies in which the parent company directly or indirectly holds more than 50 percent of the voting rights or otherwise has a controlling influence. Controlling influence means a right to formulate a company's financial and operational strategies in order to obtain financial benefits. 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. From this point onwards, the acquirer and the acquired entity are regarded as an accounting unit. Application of the unitary view also means that all assets (including goodwill) and liabilities, as well as income and expenses, are included in their entirety even for part-owned subsidiaries.

The cost of subsidiaries is measured at the total fair value at the time of acquisition of assets paid, plus accrued and assumed liabilities, issued equity instruments, expenses directly attributable to the business acquisition, and any additional consideration. In acquisition analysis, the fair value is, with some exceptions, determined at the time of acquisition of acquired identifiable assets and assumed liabilities and holdings without controlling influence, which are measured at fair value at the time of acquisition. From the acquisition date, the acquired company's income and expenses, identifiable assets and liabilities, as well as any goodwill or negative goodwill, are included in consolidated financial statements.

Intra-group receivables and liabilities, income and expenses, and unrealized gains or losses arising from transactions between group companies, are eliminated in their entirety. Unrealized gains arising from transactions with associated companies are eliminated to the extent that corresponds to the Group's ownership interest in any such company. Unrealized

losses are eliminated in the same way as unrealized gains, but only to the extent that there is no indication of any impairment.

### Revenue recognition

Revenue recognition when selling goods takes place at delivery. Service contracts are recognized in revenue in relation to their elapsed contract periods. Sales are reported after deduction for VAT, similar taxes and discounts.

### Receivables and liabilities

Receivables and liabilities in foreign currency are valued at the closing day rate. In cases where currency-hedging measures have been implemented, accounting is done under the heading "financial instruments".

### Inventories

Inventories are valued at either cost or fair value, whichever is lower.

### Provisions

A provision is recognized in the balance sheet when the company has a legal or informal obligation as a result of an event whereby it is probable that an outflow of resources is required to settle the obligation and a reliable estimate of the amount can be made.

On initial recognition, provisions are valued at the best estimate of the amount that will be required to settle the liability on the balance sheet date. Provisions are reviewed on each balance sheet date.

Provisions are recognized at the present value of future payments required to settle the obligation.

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

### Intangible assets

Research and development costs  
Costs for research, i.e., planned and systematic search for new scientific or technological knowledge and insight, are recognized as costs when incurred.

Development costs are recognized according to the capitalization model. That means that expenditures arising during the development phase are reported as assets when all of the following prerequisites are met:

- It is technically possible to complete the intangible fixed asset for use or sale
- The intention is to complete the intangible fixed asset and to use it or sell it
- Conditions exist to use or sell the intangible fixed asset
- It is likely that the intangible fixed asset will generate future economic benefits

- Sufficient and adequate technological, financial and other resources are available to complete the development and use or sell the intangible asset
- The costs that are attributable to the intangible asset can be calculated reliably

**Other intangible fixed assets**

Other intangible fixed assets acquired are reported at cost less accumulated depreciation and impairment losses. Expenses for internally generated goodwill and brands are recognized in the income statement as expenses as they arise.

**Amortization**

Amortization is recognized on a straight-line basis over the asset's estimated useful life, and as an expense in the income statement. The following amortization periods are applied:

Balanced development costs	3 – 5 years
Business systems	3 – 5 years
Goodwill	5 years

Goodwill refers to acquisition-related goodwill for the long-term development of markets within JLT's core business, and 5 years is thus considered a relevant amortization period.

**Tangible fixed assets**

Tangible fixed assets are reported after deductions for accumulated depreciation according to plan. Depreciation according to plan is carried out on a linear basis, based on the cost and estimated useful life of each facility.

Tangible fixed assets are depreciated directly over the estimated useful life. The following depreciation periods are applied:

Production tools	3 – 5 years
IT systems	3 – 5 years
Office furnishings	3 – 5 years
Machinery and equipment	5 – 10 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 lessor to the lessee. An operating lease is a lease that is not a financial lease.

**Financial leases**

Rights and obligations under financial leases are recognized as assets and liabilities on the balance sheet. On the first accounting date, the asset and liability are valued at whichever is lower of the asset's fair value and the present value of the minimum lease payments. Expenses directly attributable to the conclusion and arrangement of the lease are added to the amount recognized as an asset.

After initial recognition, minimum lease fees are distributed across interest and amortization of debt according to the effective interest method. Variable fees are reported as

expenses in the financial year in which they are incurred. The leased asset is amortized over its useful life.

**Operational lease agreements**

Leasing fees under operating leases, including increased first-time rent but excluding expenses for services such as insurance and maintenance, are recognized as expenses on a straight-line basis over the leasing period.

**Remuneration to employees**

**Remuneration to employees after termination of employment Classification**

Post-employment benefits plans are classified as either 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. The company essentially carries the risk that the remuneration will be higher than expected (actuarial risk), and in part the risk any return on assets may deviate from expectations (investment risk). Investment risk exists 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.

Plans with paid pension premiums are reported as defined contributions, meaning that the contributions 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 costs**

Estimated costs for product warranties are charged to operating profit at the time of sale.

**Taxes**

Tax on profit for the year in the income statement consists of current tax and deferred tax liabilities. Current tax is income tax for the current financial year, which relates to the taxable profit for the year and the part of the previous financial year's income tax that has not yet been reported. Deferred tax is income tax for taxable profit for future financial years as a result of 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 valuation is reassessed on every balance sheet date.

#### Financial instruments

Financial assets and liabilities are reported in accordance with Chapter 11 (Financial instruments valued based on cost) in BFNAR 2012:1.

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

A financial asset is removed from the balance sheet when rights in the agreement are realized, expire or the company loses control of them. The same applies to part of a financial asset. A financial liability is removed from the balance sheet when the contractual obligation is fulfilled or otherwise extinguished. The same applies to part of a financial liability.

Futures in US dollars (sales) are used to hedge the net flow of transactions (sales and purchases) in US dollars. The assessment of whether the stock of futures is to be further developed over time varies occasionally, as regards the assessment of the net flow volume development and the utility of the hedge relative to the current exchange rate and calculation situation.

In the balance sheet and income statement, hedged items are recognized in the light of forward contracts. The principle means that unrealized and unrecognized gains or losses exist if existing stock of futures exceeds the financial net asset in the currency.

#### Valuation of financial assets

Financial assets are measured at cost at the initial recognition, including any transaction expenses that are directly attributable to the acquisition of the asset.

#### Impairment losses - tangible and intangible fixed assets and participations in Group companies

At each balance sheet date, an assessment is made as to whether there is any indication that an asset value is lower than its carrying amount. If such an indication exists, the asset's recoverable amount is calculated. Impairment testing is carried out annually on capitalized expenses relating to ongoing development projects.

#### Contingent liabilities

A contingent liability is:

- A possible obligation that, as a result of events that have occurred, and whose occurrence will only be affirmed by one or more uncertain future events not entirely within the control of the company, occurs or does not, or:

- An existing obligation as a result of events occurring, but which is not recognized as a liability or provision since it is unlikely that an outflow of resources will be required to regulate the obligation, or the size of the obligation cannot be calculated with sufficient reliability

Contingent liabilities is a summary term for such guarantees, financial obligations, and any liabilities that are not included in the balance sheet.

#### Parent company's accounting policies

Participations in subsidiaries are recognized at acquisition cost including any expenses directly attributable to the acquisition. Shareholder contributions are recognized directly in equity for the recipient and are capitalized as shares and participating interest for the contributor, to the extent that no write-down is required.

The accounting policies of the parent company are in other respects consistent with the accounting policies set out above in the consolidated financial statements.

## NOTE 2

Net sales per geography		
Group	2021	2020
The Nordic countries	25,901	30,746
The EU (excl. the Nordics)	25,929	22,759
The US	81,263	52,773
Other markets	3,079	3,990
	<b>136,172</b>	<b>110,268</b>

## NOTE 3

Fees and payment of expenses to the auditors		
Group and parent company	2021	2020
<b>KPMG</b>		
Audit engagements	277	257
Tax consultancy services	75	78
Other tasks	105	93
	<b>457</b>	<b>428</b>

Audit engagements refer to the examination of the annual report and accounts and the Board of Directors' and the CEO's administration, as well as other tasks which are for the Company's auditor to perform, and consultation and other assistance in response to observations made during the aforementioned performance of audits and other tasks.

## NOTE 4 Employees, personnel costs and board fees

### Average number of employees

	2021		2020	
	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	16	78%	16	79%
Subsidiary, US*	10	90%	12	88%
Total in subsidiaries	26	82%	28	82%
<b>Group, total</b>	<b>28</b>	<b>84%</b>	<b>30</b>	<b>84%</b>

### Gender distribution of the senior management

	2021		2020	
	Percentage of whomen	Percentage of whomen	Percentage of whomen	Percentage of whomen
Parent company				
Board of Directors	17%		20%	
Other senior management	0%		0%	
<b>Group, total</b>				
Board of Directors	13%		20%	
Other senior management	0%		0%	

### Salaries, other remunerations and social security contributions including pension costs

	2021		2020	
	Salaries and remuneration	Social security contributions	Salaries and remuneration	Social security contributions
Parent company	3,652	1,534	2,743	1,536
(of which pension costs)		1 (774)		1 (657)
Subsidiary	23,072	5,014	22,172	4,495
(of which pension costs)		(1,383)		(1,093)
<b>Group, total</b>	<b>26,724</b>	<b>6,548</b>	<b>24,915</b>	<b>6,031</b>
(of which pension costs)		(2,157)		(1,749)

1) Of the Group's pension costs, kSEK 496 (483) pertain to the company's CEO and Board.

### Remuneration to senior management

Parent company 2021			
kSEK	Base pay board fees	Variable pay	Pension costs
Chairman of the Board Ola Blomberg	190	–	–
Director Jessica Svenmar	90	–	–
Director Jan Olofsson	90	–	–
Director Per Ädelroth	90	–	–
Director Jan Sjöwall	90	–	–
Director Karl Hill	90	–	–
Chief Executive Officer	1,358	242	399
Executive Vice President	1,113	247	219
<b>Total</b>	<b>3,111</b>	<b>489</b>	<b>618</b>

Parent company 2020			
kSEK	Base pay board fees	Variable pay	Pension costs
Chairman of the Board Ola Blomberg	190	–	–
Director Jessica Svenmar	90	–	–
Director Jan Olofsson	90	–	–
Director Per Ädelroth	90	–	–
Director Jan Sjöwall	90	–	–
Chief Executive Officer	1,066	10	389
Executive Vice President	1,008	10	140
<b>Total</b>	<b>2,624</b>	<b>20</b>	<b>529</b>

### Share-related remuneration

Employee warrant programme 2021/2024: In 2021, the company's employees were offered to buy warrants at a value calculated in accordance with Black & Scholes valuation method. The warrants entitle the holder to subscribe for shares at an exercise price of SEK 8.00 in the period from 1 June 2024 to 30 June 2024. Each warrant entitles its holder to subscribe for one share. 1,000,000 warrants were issued according to the AGM's resolution in 2021, and were kept in custody of JLT Mobile Computers Sweden AB (publ). As of 2021-12-31, 950,000 warrants had been allotted to the company's employees.

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

2021			
	Number of warrants	Average exercise price	Number of share rights
Outstanding at beginning of the year	455,000	7,00	455,000
<b>Outstanding at year-end</b>	<b>950,000</b>	<b>8,00</b>	<b>950,000</b>

2020			
	Number of warrants	Average exercise price	Number of share rights
Outstanding at beginning of the year	455,000	7,00	455,000
<b>Outstanding at year-end</b>	<b>455,000</b>	<b>7,00</b>	<b>455,000</b>

### Severance payment

The agreed severance payment for the company's CEO amounts to 12 monthly salaries if terminated by the company and a mutual period of notice of 6 months.

## NOTE 5 Depreciation/amortization of tangible and intangible fixed assets

	2021	2020
<b>The Group</b>		
Depreciation/amortization according to plan divided by asset		
Capitalized expenditure for development work and similar	-673	-1,211
Equipment, tools, fixtures and fittings	-261	-265
	<b>-934</b>	<b>-1,476</b>

## NOTE 6 Operational leasing

### Lease agreements where the company is the lessee

	2021-12-31	2020-12-31
<b>The Group</b>		
Future minimum leasing fees for non-cancellable operational leases		
Within a year	1,165	1,891
Between 1 and 5 years	–	–
	<b>1,165</b>	<b>1,891</b>
Leasing fees expensed during the financial year	<b>2,181</b>	<b>1,907</b>

## NOTE 7 Interest income and similar items

	2021	2020
<b>Group</b>		
Foreign exchange gains	–	274
Realized investment gains	277	–
	<b>277</b>	<b>274</b>
<b>Parent company</b>		
Interest income, Group companies	146	256
RRRealized investment gains	277	–
Exchange gains	956	–
	<b>1,379</b>	<b>256</b>

## NOTE 8 Interest costs and similar items

	2021	2020
<b>Group</b>		
Investment losses	–	-581
	–	-581
<b>Parent company</b>		
Investment losses	–	-581
Foreign exchange losses	–	-1,057
	–	-1,638

## NOTE 9 Tax on profit for the year

Reconciliation of effective tax rate	2021		2020	
	Percentage	Amount	Percentage	Amount
<b>Group</b>				
Profit or loss before tax		9,753		1,788
Tax at current tax rate for parent company	20.6%	-2,009	21.4%	-383
Effect of other tax rates for foreign subsidiaries	1.3%	-131	-1.6%	29
Non-deductible costs	1.9%	-186	0.9%	-16
Other	1.0%	-97	-4.5%	80
<b>Recognized effective tax</b>	<b>24.8%</b>	<b>-2,423</b>	<b>16.2%</b>	<b>-290</b>
<b>Parent company</b>				
Profit or loss before tax		6,155		-49
Tax at current tax rate for parent company	20.6%	-1,268	-21.4%	10
Non-deductible costs	0.1%	-9	21.4%	-10
Other	0.3%	-16	0.0%	–
<b>Recognized effective tax</b>	<b>21.0%</b>	<b>-1,293</b>	<b>0.0%</b>	<b>–</b>

## NOTE 10 Capitalized expenditure for development work

	2021-12-31	2020-12-31
<b>Group</b>		
Accumulated acquisition cost		
At the beginning of the year	9,650	7,475
The year's investments	3,989	2,175
<b>At year-end</b>	<b>13,639</b>	<b>9,650</b>
Accumulated amortization		
At the beginning of the year	-6,129	-4,918
Amortization for the year	-673	-1,211
At year-end	-6,802	-6,129
<b>Carrying amount at year-end</b>	<b>6,837</b>	<b>3,520</b>

## NOTE 11 Goodwill

	2021-12-31	2020-12-31
<b>Group</b>		
Accumulated acquisition cost		
At the beginning of the year	3,036	3,036
Translation differences for the year	–	–
<b>At year-end</b>	<b>3,036</b>	<b>3,036</b>
Accumulated amortization		
At the beginning of the year	-3,036	-3,036
Amortization for the year	–	–
At year-end	-3,036	-3,036
<b>Carrying amount at year-end</b>	<b>–</b>	<b>–</b>

## NOTE 12 Equipment, tools, fixtures and fittings

	2021-12-31	2020-12-31
<b>Group</b>		
Accumulated acquisition cost		
At the beginning of the year	9,197	8,277
New acquisitions	204	920
<b>At year-end</b>	<b>9,401</b>	<b>9,197</b>
Accumulated depreciation		
At the beginning of the year	-7,923	-7,659
Depreciation for the year	-261	-264
At year-end	-8,184	-7,923
<b>Carrying amount at year-end</b>	<b>1,217</b>	<b>1,274</b>

## NOTE 13 Participations in Group companies

	2021-12-31	2020-12-31
Accumulated acquisition cost		
At the beginning of the year	44,214	44,214
Company startup	25	–
Shareholder contribution	4,000	–
At year-end	48,239	44,214
<b>Carrying amount at year-end</b>	<b>48,239</b>	<b>44,214</b>

## Specification of Parent Company's and Group's participations in Group companies

	Number of participations	Participations percentage	2021-12-31 Carrying amount	2020-12-31 Carrying amount
JLT Mobile Computers Sweden AB	10,000	100	43,936	43,936
JLT Software Solutions AB	250	100	4,025	–
JLT Mobile Computers UK Ltd	10,000	100	2	2
JLT Mobile Computers Inc	6,000	100	276	276
			48,239	44,214

## Information about corporate registration numbers and registered offices

	Reg.no.	Registered office
JLT Mobile Computers Sweden AB	556602-8394	Växjö, Sweden
JLT Software Solutions AB	559306-8397	Växjö, Sweden
JLT Mobile Computers UK Ltd	05094647	Cheshire, UK
JLT Mobile Computers Inc	61-1748396	Chandler AZ, USA

## NOTE 14 Receivables from Group companies

	2021-12-31	2020-12-31
<b>Parent company</b>		
Accumulated acquisition cost		
At the beginning of the year	6,984	7,694
Additional receivables	688	–
Settled receivables	–	-710
<b>Carrying amount at year-end</b>	<b>7,672</b>	<b>6,984</b>

## NOTE 15 Deferred tax

2020-12-31		
Group	Deferred tax assets	Net
Impairment of securities	55	55
Warranty provisions	225	225
<b>Deferred tax asset/liability (net)</b>	<b>280</b>	<b>280</b>

Remaining tax loss carryforwards at the end of the period totaled MSEK 2.5 (3.2), of which MSEK 2.2 (2.8) were attributable to foreign subsidiaries. Remaining loss carryforwards in foreign subsidiaries were not recognized as deferred tax assets.

2020-12-31		
Group	Deferred tax liabilities	Net
Impairment of securities	55	55
Warranty provisions	38	38
Deferred tax asset/liability (net)	71	71
<b>Deferred tax asset/liability</b>	<b>193</b>	<b>193</b>

2021-12-31		
Parent company	Deferred tax liabilities	Net
Impairment of securities	55	55
<b>Deferred tax asset/liability</b>	<b>55</b>	<b>55</b>

2020-12-31		
Parent company	Deferred tax liabilities	Net
Impairment of securities	55	55
<b>Deferred tax asset/liability (net)</b>	<b>55</b>	<b>55</b>

## NOTE 16 Prepayments and accrued income

	2021-12-31	2020-12-31
<b>Group</b>		
Prepaid insurance	147	166
Prepaid rent	160	114
Other items	254	707
	<b>561</b>	<b>978</b>
<b>Parent company</b>		
Prepaid insurance	76	15
Other items	52	83
	<b>128</b>	<b>98</b>

## NOTE 17 Number of shares and quota value

JLT shares	2021-12-31	2020-12-31
Number of shares	28,552,000	28,552,000
Quota value	1	1

## NOTE 18 Appropriation of profit or loss

### Proposed appropriation of the company's profit or loss

The Board of Directors proposes that non-restricted equity of kSEK 48,321 be appropriated as follows:

Dividend 28,712,000 shares * 0.27 SEK	7,752
To be carried forward	40,569
<b>Total</b>	<b>48,321</b>

The calculation takes issued shares into account.

## NOTE 19 Other provisions

	2021-12-31	2020-12-31
Warranty provisions		
<b>Carrying amount at the beginning of the year</b>	<b>1,741</b>	<b>2,000</b>
Provisions made during the year 1)	-127	-259
<b>Carrying amount at year-end</b>	<b>1,614</b>	<b>1,741</b>

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

## NOTE 20 Accruals and deferred income

	2021-12-31	2020-12-31
<b>Group</b>		
Accrued salaries	3,765	3,692
Accrued social security contributions	1,309	1,093
Prepaid agreements	17,220	17,037
Other items	1,979	328
	<b>24,273</b>	<b>22,150</b>
<b>Parent company</b>		
Accrued salaries	1,756	1,469
Accrued social security contributions	436	402
Other items	469	160
	<b>2,661</b>	<b>2,031</b>

## NOTE 21 Other cash flow statement disclosures

### Adjustments for non-cash items, etc.

	2021	2020
<b>Group</b>		
Depreciation/amortization	934	1,476
Realized results, financial assets	-277	581
Other provisions	-127	-259
Other non-cash items	294	-99
	<b>824</b>	<b>1,699</b>
<b>Parent company</b>		
Realized results, financial assets	-277	581
Other non-cash items	-184	-
	<b>-461</b>	<b>581</b>

## NOTE 22 Cash and cash equivalents

	2021-12-31	2020-12-31
<b>Group</b>		
The following subcomponents are included in cash and cash equivalents		
Bank balances	20,168	30,436
	<b>20,168</b>	<b>30,436</b>
<b>Parent company</b>		
The following subcomponents are included in cash and cash equivalents		
Bank balances	912	1,245
	<b>912</b>	<b>1,245</b>

The items above are classified as cash and cash equivalents on the grounds that they:

- Are subject to an insignificant risk of changes in value.
- Are easily convertible to a known amount of cash.
- Have a maturity of at most 3 months from the date of acquisition.

## NOTE 23 Group information

Of the parent company's total purchases and sales measured in SEK, less than 1 (1) percent of purchases and 100 (100) percent of sales pertain to other companies within the Group.

## NOTE 24 Pledged assets and contingent liabilities

	2021-12-31	2020-12-31
<b>Group</b>		
Pledged assets		
Business mortgages	7,500	7,500
<b>Parent company</b>		
Pledged assets		
	none	none

The parent company is the guarantor of all outstanding liabilities of JLT Mobile Computers Limited (05094647) as of 31 December 2021 until they are settled in full. Hence, JLT Mobile Computers Limited is claiming audit exemption from the UK auditing requirements pursuant to the Companies Act 2006, s. 479a.

## NOTE 25 Definitions of indicators

<b>Operating margin:</b>	Operating profit in relation to sales invoiced.
<b>Profit margin:</b>	Profit after net financial items in relation to sales invoiced.
<b>Balance sheet total:</b>	Total assets
<b>Capital employed:</b>	Balance sheet total minus non-interest-bearing liabilities.
<b>Return on capital employed:</b>	Profit after net financial items plus financial costs as a percentage of average capital employed.
<b>Return on equity:</b>	Profit before tax in relation to average equity.
<b>Net debt:</b>	Interest-bearing liabilities minus interest-bearing assets. A negative amount corresponds to a net cash balance.
<b>Debt/equity ratio:</b>	Interest-bearing liabilities in relation to equity.
<b>Solidity:</b>	Equity in relation to the balance sheet total.
<b>Earnings per share:</b>	Net profit for the year divided by the average number of shares.

## NOTE 26 Events after balance sheet day

On 11 January 2022, the acquisition of ID Work SAS was completed, and the company was renamed JLT Mobile Computers France SAS. The purchase price amounted to equity in the acquired company with the addition of kEUR 100 and 160,000 JLT shares, corresponding to a subscription price of SEK 6.50 per share. The price was set according to market conditions at the time of the offer to acquire the company. The 160,000 shares were issued through a new share issue, which was decided by the Board on 28 January 2022.

# Signatures

The balance sheets and income statements of the Parent Company and the Group will be adopted at the Annual General Meeting on 5 May 2022.

Växjö, 1 April 2022



**Ola Blomberg**  
Chairman



**Jan Sjöwall**



**Per Holmberg**  
Chief Executive Officer



**Per Ädelroth**



**Jessica Svenmar**



**Jan Olofsson**



**Karl Hill**

Our audit report was submitted on 1 April 2022

KPMG AB



**Emil Andersson**  
Chartered Accountant

# Auditor's report

To the general meeting of shareholders of JLT Mobile Computers AB (publ), reg.no. 556239-4071

## Report on the annual accounts and consolidated accounts

### Opinions

We have audited the annual accounts and consolidated accounts of JLT Mobile Computers AB (publ) for the year 2021. The annual accounts and consolidated accounts of the company are included on pages 11-30 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 2020 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 and consolidated accounts

This document also contains other information than the annual accounts and consolidated accounts and is found on pages 2-10 and 34-35. The Board of Directors and the CEO 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 CEO

The Board of Directors and the CEO 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 CEO 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 error.

In preparing the annual accounts and consolidated accounts, the Board of Directors and the CEO 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 CEO intend to liquidate the company, to cease operations, or have 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 error, and to issue an auditor's report that includes our opinions. Reasonable assurance is a high level of assurance, but 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 error 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, the auditor exercises professional judgment and maintains professional skepticism throughout the audit. The auditor also:

- Identifies and assesses the risks of material misstatement in the annual accounts and consolidated accounts, whether due to fraud or error, designs and performs audit procedures responsive to those risks, and obtains audit evidence that is sufficient and appropriate to provide a basis for the opinions. The risk of not detecting a material misstatement resulting from fraud is higher than for one resulting from error, as fraud may involve collusion, forgery, intentional omissions, misrepresentations, or the override of internal control
- Obtains an understanding of the company's internal control relevant to the 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.
- Evaluates the appropriateness of accounting policies used and the reasonableness of accounting estimates and related disclosures made by the Board of Directors and the CEO.
- Concludes on the appropriateness of the Board of Directors' and the CEO's use of the going concern basis of accounting in preparing the annual accounts and consolidated accounts. The auditor also draws 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. The auditor's conclusions are based on the audit evidence obtained up to the date of the auditor's report. However, future events or conditions may cause a company and a group to cease to continue as a going concern
- Evaluates the overall presentation, structure and content of the 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
- Obtains 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. The auditor must also inform the Board of Directors of significant audit findings during the audit, including any significant deficiencies in internal control that the auditor 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 2021 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 Director's and the CEO 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 Director's and the CEO

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 CEO 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 CEO 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 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 a proposed appropriation of the company's profit or loss that would not be 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 review 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 the auditor's professional judgment guided by risk and materiality. This means that the auditor focuses the review 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. The auditor reviews and tests decisions undertaken, support for decisions, actions taken and other circumstances that are relevant to the 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, 1 april 2022

KPMG AB



**Emil Andersson**

Chartered Accountant

# Board, management and auditors

The company has fixed formal rules of procedure and convened eight times in 2021. The remuneration of the Board of Directors is shown in Note 4 of the additional disclosures. Matters addressed by the Board are described in the Management Report.

## Board of Directors

### **Ola Blomberg** Chairman

Elected to the Board in 2005, Chairman of the Board since 2019. Previously Executive Vice President of JLT (2002–2005). CEO of Sport Utveckling Sweden AB. Background as Director of Gota Media AB and Enator AB (publ) and CEO of Dotcom Solutions AB. Other selected directorships: APP Equity AB, Växjö Lakers Idrott AB.

**Owns 168,311 shares in the company, corresponding to 0.59%. Independent in relation to the company/company management and/or major shareholders.**

### **Jan Olofsson** Chairman and founder

Elected to the Board in 2002. Founder of JLT Mobile Computer AB. Has extensive experience in electrical engineering in the military sector since his time as project manager at Telub and Bofors.

**Owns (with family) 8,374,866 shares in the company, corresponding to 29.33%, thus not independent in relation to the company/company management and/or major shareholders.**

### **Jessica Svenmar** Board member

Elected to the Board in 2019. Became CEO of Nim Distribution i Skåne AB, Tidningsbärarna KB, and before that worked for several years at Consafe Logistics AB, including as Business Area Director WMS and General Manager for Sweden. Previous Board assignments in MTD Morgontidig Distribution. Independent in relation to the company/company management and/or major shareholders.

**Owns 20,000 shares in the company, corresponding to 0.07%. Independent in relation to the company/company management and/or major shareholders.**

### **Jan Sjöwall** (born 1957) Board member

Elected to the Board in 2017. Previously active in the Kinnevik Group as founder/CEO of TV Shop Europe/CDON and CEO and Senior VP of Metro International S.A. Current member of the Board of LifeClean International AB, Malmö Redhawks Holding AB, Malmö Redhawks Ishockey AB, Huvudverket Konsult och Finans AB, Kompani3 Holding AB, Zenr Sverige AB and Anoxia Holding AB.

**Owns 250,000 shares in the company, corresponding to 0.88%. Independent in relation to the company/company management and/or major shareholders.**

### **Per Ädelroth** (born 1966) Board member

Elected to the Board in 2014. Currently Vice President, Operations at Axis Communications AB with extensive experience within the company. Independent in relation to the company/company management and/or major shareholders.

**Owns 70,000 shares in the company, corresponding to 0.25%. Independent in relation to the company/company management and/or major shareholders.**

### **Karl Hill** Board member

Elected to the Board in 2021. Responsible for strategy and business development at Axis Communications, New Business. Qualified civil engineer within industrial economics and M.Sc. in innovation economics from Chalmers, with complementary courses from Stanford University and UC Berkeley.

**Owns 15,000 shares i JLT, corresponding to 0.05%. Independent in relation to the company/company management and/or major shareholders.**

## Management

### **Per Holmberg** (born 1963) CEO

CEO since 2009. Previously held the role of Marketing Director at Xilinx Inc. in Silicon Valley, US for 16 years. Holds a diploma in marketing from IHM Business School.

**Owns 726,152. shares in the company, corresponding to 2.54%. Independent in relation to the company/company management and/or major shareholders.**

### **Stefan Käck** (born 1955), Executive Vice President

With the company in his present role since 2005. Has overall responsibility for production and logistics. Previously Board member of JLT Mobile Computers between 2002 and 2005. Has experience of marketing, sales and business development at Ericsson Information System and Alfaskop. Degree in civil engineering, industrial economics, from Linköpings universitet.

**Owns 228,000 shares in the company, corresponding to 0.76%. Independent in relation to the company/company management and/or major shareholders.**

### **George Oguz** CFO

Appointed Finance Manager in 2020 CFO since 2021. Previously Accounting Manager at Arcoma Group och Business Adviser at Swedbank. Bachelor's degree in economics from Linnaeus University.

**Owns 33,000 aktier i bolaget, corresponding to 0.1%. Independent in relation to the company/company management and/or major shareholders.**

### **Eric Miller** CEO of JLT Mobile Computers Inc.

CEO of JLT Mobile Computers Inc. since 2014, when parts of DAP Technologies were acquired by JLT Mobile Computers. Previously sales manager at DAP Technologies in Phoenix, Arizona, US. Associate's degree in electronic engineering from ITT Technical Institute, Indianapolis, US.

**Owns 0 shares in the company. Independent in relation to the company/company management and/or major shareholders.**

## Auditors

### **Emil Andersson** Chartered Accountant.

Partner at KPMG AB. Auditor of the company since 2021.

# Annual General Meeting and company information

## Annual General Meeting

The Annual General Meeting (AGM) of JLT Mobile Computers AB (publ) will be held on Thursday, 5 May 2022 at PM & Vänner Hotel, Västergatan 10, Växjö, Sweden.

## Participation

To be entitled to participate in the AGM it is required to be registered as a shareholder in the shareholder registry maintained by Euroclear Sweden AB by Wednesday, 27 April 2022, and to register for the general meeting by no later than Friday 29 April 2022.

The application can be made in writing to JLT Mobile Computers AB (publ), Isbjörnsvägen 3, 352 45 Växjö (mark the envelope: "årsstämma"), by email to [george.oguz@jltmobile.com](mailto:george.oguz@jltmobile.com) or by telephone: +46 (0)470 53 03 00 (weekdays 9.00-16.00). When registering, state your name, personal or corporate identity number, number of shares, daytime telephone numbers and, where applicable, the number of proxies (maximum two) who will attend the meeting. If a shareholder intends to be represented by proxy, a power of attorney and other forms of authorization should be enclosed with the registration.

## Nominee-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 Wednesday 27 April 2022. This means that the shareholders must notify their trustee of the above well in advance of this date.

## Notice

Notice 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](http://www.jltmobile.com). Confirmation that notice has been given shall be published in "Svenska Dagbladet". The notification will also be published via a press release.

## Report dates in 2021

Interim report Jan-Mar 2022	5 May 2022
Interim report Jan-Jun 2022	11 August 2022
Interim report Jan-Sep 2022	21 October 2022
Year-end Report 2022	10 February 2023

Press releases and reports are available on [www.jltmobile.com](http://www.jltmobile.com)



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