



- **Revenues MSEK 68.8 (125.1)**
- **Gross Margin 27.1% (20.9)**
- **EBITDA MSEK -1.7 (2.9)**
- **Profit/loss after taxes MSEK -3.1 (1.1)**
- **New high performance computer introduced**

## Comments from the CEO

JLT experienced a decrease in sales in the year 2012. At the same time, JLT has created the premise for profitable growth.

JLT's strategy is to concentrate its product offering and focus on areas of application where performance and ruggedness are essential and in which JLT's expertise and products represent a clear competitive advantage.

As part in this strategy, the VERSO product family has been developed during the year. The VERSO family is intended for customers with very high requirements of ruggedness and reliability within areas such as mining, construction, forestry and agriculture, logistics and harbors. Delivery of the VERSO family has begun and the product has been very well received by customers and partners.

The economic instability has meant increased competition in less demanding markets, resulting in "margin squeeze". Less expensive solutions are chosen where performance, ruggedness and reliability are of less importance. A focus on more demanding areas of application has resulted in decreased revenues but increasing margins.

During 2012, JLT has lowered production costs and increased product content, which has improved the gross margin from 21% in 2011 to 27% for the full fiscal year. At the same time, expenses have been reduced by 13%, and capital tied up in product inventory has decreased by MSEK 4.

Per Holmberg, CEO  
JLT Mobile Computers

## JLT Mobile Computers AB

Head Office: Isbjörnsvägen 3, SE-352 45 Växjö, SWEDEN  
Sales Office: Medborgarplatsen 3, Plan 8, SE-118 26 Stockholm, SWEDEN  
Phone: +46 470 53 03 00 Fax: +46 470 445 29 Email: info@jltmobile.com

# Because it Works!™

## Corporate Revenues and Profit/Loss for the full 2012 Fiscal Year

For the full 2012 fiscal year the company reports revenues of MSEK 68.8 (125.1). Gross profits amounted to MSEK 18.6 (26.1), and the gross margin was 27.1% (20.9).

Operating expenses were MSEK 20.3(23.3), of which personnel expenditures represented MSEK 13.4 (13.9) and other expenses MSEK 6.9 (9.4). EBITDA for the year amounted to MSEK -1.7 (2.9).

Depreciations during the year were MSEK 1.1 (1.1).

Operating income amounted to MSEK -2.8 (1.7).

Net interest income/expenses were negative and amounted to MSEK -0.5 (-0.6) which gave a result before taxes of MSEK -3.2 (1.1).

After a re-evaluation of a deferred outstanding tax posted as an asset with respect to amended corporate taxes, as well as activation of a deductible deficiency on the year-end result, the corporate tax for the year amounted to MSEK 0.1. Results after taxes amounted to MSEK -3.1 (1.1).

During the year, incoming orders amounted to MSEK 58.3 (123.6) and outstanding orders at the end of the period were MSEK 1.5 (12.0).

## Comments regarding the 2012 results

Financial instability and weak economic trends in JLT's primary markets have meant lower order intake during the year.

Gross margin has increased by 6% during the year, to 27.1 (20.9) as a result of restructuring of production and cost reduction in parts content. Gross margin during the fourth quarter was 30.0% (20.7).

During the year, procurement and inventory of production materials have been transferred from production partners and are now managed by JLT. As a result, capital tied up in production inventory has decreased by MSEK 4.

<b>Income statement, MSEK</b>	2012 Q4	2011 Q4	2012	2011
<b>Net revenue</b>	<b>17.8</b>	<b>48.1</b>	<b>68.8</b>	<b>125.1</b>
<b>Gross profit</b>	<b>5.3</b>	<b>9.9</b>	<b>18.6</b>	<b>26.1</b>
- <i>Gross margin</i>	30.0%	20.7%	27.1%	20.9%
Cost of sales & marketing	-1.7	-1.5	-5.3	-5.6
Overhead & development	-3.4	-4.0	-15.0	-17.7
- of which personnel	-1.8	-2.9	-8.6	-9.9
- of which other costs	-1.6	-1.2	-6.4	-8.7
- of which deferred development costs (R&D)	0.0	0.1	0.0	0.9
<b>EBITDA</b>	<b>0.3</b>	<b>4.4</b>	<b>-1.7</b>	<b>2.9</b>
Depreciation	-0.1	-0.3	-1.1	0.0
- of which tangible assets	-0.1	-0.3	-0.8	0.0
- of which intangible assets (R&D)	0.0	0.0	-0.2	0.0
- of which goodwill	0.0	0.0	0.0	0.0
<b>Operating profit</b>	<b>0.1</b>	<b>4.2</b>	<b>-2.8</b>	<b>1.7</b>
- <i>Operating margin</i>	0.8%	8.6%	-4.0%	1.4%

## **Fourth quarter 2012**

For the fourth quarter, revenues of MSEK 17.8 (48.1) were reported to the gross margin of 30.0% (20.7), resulting in a gross profit of MSEK 5.3 (9.9).

Operating expenses decreased to MSEK 5.1 (5.5). EBITDA was MSEK 0.3 (4.4).

Depreciations amounted to MSEK 0.1 (0.3), and operating results were MSEK 0.1 (4.2).

Incoming orders during the quarter were MSEK 8.8 (18.5).

## **The Business 2012**

The unstable economic environment is causing our European and U.S. customers to be more restrained in their investments, resulting in an increase in time required to close deals and in reduced sales. JLT's focus has therefore been to adjust to the current market conditions and simultaneously create the premise to meet an increased demand from a financially stable platform.

JLT's strategy is to focus on offering products to the high-end segment within the area of rugged computers. The segment includes such areas as mining and construction machinery, forestry and agriculture equipment, logistics and harbors. The development of JLT's new VERSO computer family was concluded during the year and the product was launched in January 2012. With the VERSO family JLT secures a strong market position by offering the highest performance in a rugged mobile computer.

The introduction of the VERSO family has been positively received by customers and sales partners, and deliveries have begun. The first customers are within mining, construction machinery and offshore, all in line with the positioning of the VERSO family.

Several measures to improve the margin have been implemented; production costs have been reduced through a review of components, the product selection has been concentrated, and production control and material procurement have been streamlined. Simultaneously, JLT has increased its product offerings with supplementary services and accessories. All in all, this has led to an increase in the gross margin from 21% in 2011 to 27% for the full 2012 fiscal year. In addition, capital tied in production inventory has decreased by MSEK 4 while delivery time on the major part of deliveries has decreased. JLT's expenses have been reduced by 13% compared to the same period previous year, as we have reprioritized development projects and a stringent control of expenditures. We anticipate that these measures will continue to provide a positive effect on the margin.

The work with positioning the company within the high-end segment will continue during 2013. The VERSO family will be rolled out during the first quarter, and further development of the product offering towards this segment will include supplementary services and accessories, as well as development of new products. JLT will further strengthen the sales channel, with a focus on new areas of application. The company will continue to reduce expenditures and strengthen the margin during 2013.

## **Events during 2012**

- In April, introduced a new service offer, with full service for 3 years with a possible extension. Sales of service agreements amounted to MSEK 0.1 during the year.
- Signed an agreement with Fara in Norway regarding sale of JLT computers.
- Launched an internal reorganization, with the aim of strengthening the sales organization and further increasing focus on new sales.
- In November, established production at JLT in Växjö, as a supplement to existing production partners, in order to manage smaller series and customer specific adaptations more cost effectively.
- Entered into a new agreement with a sales representative in the Benelux region with an aim towards demanding solutions such as agricultural machinery and offshore.
- Completed development of the new model series for more demanding applications and launched the VERSO product family in January 2013.
- Introduced the tagline 'Because it Works!' in order to clarify JLT's customer value.

## Financial position and cash flow

Net borrowing was improved during the year to MSEK -9.2 (-4.4), representing a greater financial strength of MSEK 4.8. On the accounting date, corporate liquid resources amounted to MSEK 8.4 and the non-utilized checking account balance was MSEK 10.0. The equity ratio was 70% (59), with equity at MSEK 29.7 (33.1).

## The Parent Company

The parent company performs services for the subsidiary and debits of these are passed on. Operating income amounted to MSEK -0.1 (-0.5). No interest-bearing debts exist.

## The Company Tax Situation

At the end of the year, the remaining deductible deficiency was MSEK 33.5 to be utilized against future profits. MSEK 5.7 is posted as an asset as deferred outstanding tax.

## Principles of Accounting

This report is prepared in accordance with recommendations from the Swedish Financial Accounting Board for financial reports for part of the year (RR 20). The same reporting principles have been used as for the previous year's financial report.

## Dividend

The board recommends that the annual meeting not issue a dividend (0,0) for the fiscal year 2012.

## Prospects for 2013

The insecurity of the current market situation will continue in 2013, but some positive developments are expected during the second half of the year. Long-term expectations are that the demand for rugged computers will grow. The VERSO family launch, together with completed production improvements, is projected to have a continued positive effect on the margin during 2013.

## Share

During the year, a total of 6.8 million shares (5.0) have been traded, corresponding to 25% of the total number of shares.

The share traded at SEK 0.91 at the beginning of the year; at the end of the period the market price was SEK 0.90.

The JLT-share is listed at First North with Remium as certified advisor.

## Annual Meeting

The annual meeting will be held Wednesday, May 7 at 4.00 pm at Fyra Krogar in Växjö.

## Reports during 2013

Interim Report, January – March 2013	May 7, 2013
Interim Report, January – June 2013	August 15, 2013
Interim Report, January – September 2013	October 25, 2013
Year-end Report 2013	February 6, 2014

Växjö February 8, 2013

On behalf of the board: Per Holmberg, CEO

Additional information:

Per Holmberg CEO	+46-(0)470 - 53 03 00
Stefan Käck Deputy CEO / CFO	+46-(0)735 - 31 00 57
www.jltmobile.com	

## JLT Mobile Computers Group

Income statement, MSEK	2012 Q4	2011 Q4	2012	2011
<b>Net revenue</b>	<b>17.8</b>	<b>48.1</b>	<b>68.8</b>	<b>125.1</b>
<b>Operating expenses</b>				
Raw materials and supplies	-12.4	-38.2	-50.1	-98.9
Other external costs	-1.6	-1.6	-6.9	-9.4
Personnel costs	-3.5	-3.9	-13.4	-13.9
Depreciations	-0.1	-0.3	-1.1	-1.1
<b>Operating profit</b>	<b>0.1</b>	<b>4.2</b>	<b>-2.8</b>	<b>1.7</b>
Result from financial items	0.0	-0.4	-0.5	-0.6
<b>Profit after financial items</b>	<b>0.2</b>	<b>3.7</b>	<b>-3.2</b>	<b>1.1</b>
Taxes*	0.1	-0.4	0.1	0.0
<b>Net profit for the period</b>	<b>0.3</b>	<b>3.3</b>	<b>-3.1</b>	<b>1.1</b>
Earnings per share	0.01	0.12	-0.12	0.04

Balance Sheets, MSEK	2012 31 Dec	2011 31 Dec
<i>Assets</i>		
Intangible assets	0.6	1.1
Tangible assets	1.2	1.4
Financial assets	6.8	7.0
<b>Total non-current assets</b>	<b>8.7</b>	<b>9.5</b>
Inventories	13.8	6.8
Current receivables	11.6	36.2
Liquid funds	8.4	3.5
<b>Total current assets</b>	<b>33.8</b>	<b>46.5</b>
<b>Total assets</b>	<b>42.4</b>	<b>55.9</b>
<i>Shareholders equity and liabilities</i>		
Shareholders equity	28.1	28.2
Current result	1.7	4.8
<b>Total shareholders equity</b>	<b>29.7</b>	<b>33.1</b>
<b>Current liabilities</b>	<b>12.7</b>	<b>22.9</b>
<b>Total shareholders equity and liabilities</b>	<b>42.4</b>	<b>55.9</b>

<b>Cash flow analysis, MSEK</b>	2012	2011
Cash flow resulting from current operations before changes in working capital	-2.2	2.0
Change in working capital	7.4	11.6
<b>Cash flow from current operations</b>	<b>5.3</b>	<b>13.5</b>
<b>Cash flow from investing activities</b>	<b>-0.4</b>	<b>-0.9</b>
<b>Cash flow from financing activities</b>	<b>0.0</b>	<b>-9.5</b>
<b>Period Cash Flow</b>	<b>4.8</b>	<b>3.1</b>
Liquid funds	8.4	3.5

<b>Change in shareholders equity, MSEK</b>	2012 31 Dec	2011 31 Dec
<b>Equity at beginning of period</b>	<b>33.1</b>	<b>32.0</b>
Net profit for the period	-3.1	1.1
Currency adjustments	-0.2	-0.1
<b>Equity at end of period</b>	<b>29.7</b>	<b>33.1</b>

<b>Key figures</b>		2012	2011
EBITDA margin	%	-2.5	2.3
Operating margin	%	-4.0	1.4
Profit margin	%	-4.7	0.9
Operating capital	MSEK	29.7	33.1
Return on operating capital	%	-9	4
Equity	MSEK	29.7	33.1
Return on equity	%	-10	3
Net debts	MSEK	-9.2	-4.4
Equity ratio	%	70	59
Earnings per share	SEK	-0.12	0.04
Equity per share	SEK	1.10	1.23
Net debts per share	SEK	-0.34	-0.13
Market price of Share at end of period	SEK	0.90	0.91
No of shares	1 000's	26 952	26 952