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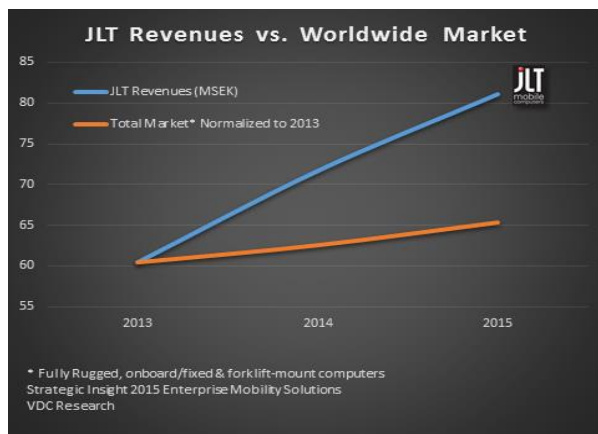
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Caption: Thanks to its unique ability to quickly adapt to specific customer needs, JLT has significantly outpaced the industry in its segment over the last 3 years.

Picture available: info@prismaapr.com

Press Release 4/2016

JLT Mobile Computers Introduces Global Sales Partner Program to Accelerate International Expansion

New program gives JLT's sales partners the competitive edge to win in the rugged computer market

Växjö, Sweden, May 17th, 2016 * * * [JLT Mobile Computers](http://www.jltmobile.com), developer of reliable computers for demanding environments, has launched the JLT Global Sales Partner Program to accelerate its international expansion. The new program unifies the company's global network of value-add resellers and solution providers, and aims to supply partners with the tools and support necessary to win in the competitive market of rugged vehicle-mounted terminals (VMTs).

JLT's worldwide partner network is a key part of the company's global expansion and growth strategy. JLT opened its US subsidiary in 2014 by acquiring the VMT operation of its sales representative in Arizona. The previous US partner program that was run by this representative,

and the previous EMEA (Europe, Middle East and Africa) program which was run by JLT, will be combined under the new Global Sales Partner Program. JLT resellers around the globe will now have direct access to JLT's market leading rugged vehicle-mounted computer products, recognized around the world for their outstanding performance and reliability in a compact form factor.

“JLT is a product company with in-house development, applications, marketing and manufacturing, giving it a unique advantage in its ability to quickly adapt to customer needs,” said Per Holmberg, CEO of JLT Mobile Computing. “This adaptability is essential to win business in today's competitive market. With the new Program, JLT's partners can leverage the close relationship with JLT as the original manufacturer to adapt quickly and provide the best VMT solution that fits a specific customer's unique requirements.”

The JLT Global Sales Partner Program will cater for three different types of partners:

- **Authorized Resellers** are value-add resellers that sell JLT's products alongside complementary products and provide local support.
- **Solution Partners** are system integrators and software providers that often specialize in a particular application or customer segment. They use JLT products to build complete integrated solutions for the end customer, reselling or recommending JLT's products.
- **Technical Centers** are value-add resellers that are trained by JLT to provide local technical support and services to end customers.

All three types of partner will get regular updates and training opportunities as part of the program. The program will also provide easy access to technical information, joint marketing programs, and quick turn around on technical and commercial questions.

About JLT Mobile Computers

JLT Mobile Computers is a leading developer of rugged mobile computers for demanding environments. These PC-type computers are developed and manufactured in Sweden for professional use and are characterized by very high reliability in the face of moisture, dust, vibration, electromagnetic fields or extreme temperature – reliability that is required for use in areas such as transportation, warehousing / logistics, forestry, mining, automation, military and rescue vehicles. JLT operates globally with offices in Sweden and the US, complemented by a network of sales partners that provide complete solutions and local support. JLT has delivered over 90,000 PCs since its inception and the company's turnover in 2015 was SEK 81 million. The headquarters in Växjö, Sweden houses the development, service and administration departments. The company was founded in 1994 and since 2002 has been listed on the NASDAQ OMX, First North, under the symbol JLT by Remium as Certified Advisor. For additional information, please visit www.jltmobile.com.