



- **Order intake: MSEK 26.0 (41.9)**
- **Revenues: MSEK 27.7 (24.5)**
- **Gross margin: 44.7 percent (45.7)**
- **Operating profit: MSEK 2.6 (2.4)**
- **Profit after tax: MSEK 1.9 (1.6)**

A statement by the CEO

A key element of JLT's growth strategy is to expand our market presence, cultivate new and existing customers, as well as business opportunities. Accordingly, we have now initiated our most ambitious marketing strategy to date. In the month of March, JLT participated in three major trade shows. We showcased JLT's leading products at SITL in Paris, which is an international transportation and logistics trade show, as well as at NAVIS World in San Francisco, which is a forum where logistics and IT managers from leading port operators worldwide gather.

We were represented by our German sales partner at LogiMat in Stuttgart – one of Europe's largest intralogistics and process management trade shows. In the month of April, JLT maintained an exhibition at ProMat in Chicago, which is the largest logistics and transportation trade show in the US. We are also continuing to expand globally by recruiting additional partners to our international reseller network. We signed agreements with five new partners during the period, which was announced in April.

In addition to our day-to-day sales, our sales also comprise a limited number of major orders. This naturally causes our order intake to vary from quarter to quarter. In addition to day-to-day orders, the order intake for the first quarter of last year comprised three major transactions to be delivered throughout all of 2016, which has affected the comparison with the order intake for the first quarter of this year. A lower closing order backlog for the quarter of MSEK 11 (28) will affect deliveries and invoicing during the second quarter of this year compared with the second quarter of last year.

By strengthening our market presence and advancing our organization, we continue to foster solid means for long-term growth.

Per Holmberg, CEO

Consolidated Revenues and Earnings for The Period from January to March 2017

For the period, the Group reported revenues of MSEK 27.7 (24.5). Gross profit totaled MSEK 12.4 (11.2) and the gross margin was 44.7 percent (45.7).

Operating expenses totaled MSEK 9.5 (8.5), of which personnel costs accounted for MSEK 6.4 (5.7). Other costs amounted to MSEK 3.1 (2.8). EBITDA for the period totaled MSEK 2.9 (2.7).

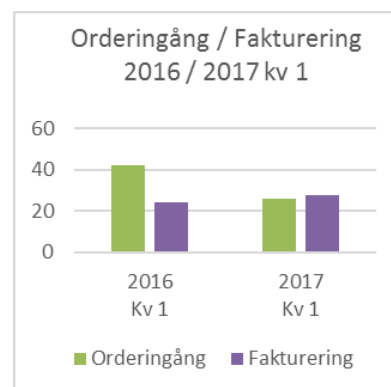
Depreciation/amortization amounted to MSEK 0.3 (0.3) for the period.

Consolidated operating profit totaled MSEK 2.6 (2.4).

Net financial items amounted to an expense of MSEK 0.1 (expense: 0.4), yielding a profit before tax of MSEK 2.5 (2.0).

The Group's flat tax rate amounted to MSEK 0.6 (0.4), which was charged to earnings, and profit after tax was MSEK 1.9 (1.6).

Order intake during the period totaled MSEK 26.0 (41.9), and the order backlog amounted to MSEK 10.9 (28.2) at the end of the period.



Income Statement, MSEK	2017 Q1	2016 Q1	2016
Net Revenues	27.7	24.5	126.9
Gross Profit	12.4	11.2	54.8
- Gross Margin	44.7%	45.7%	43.2%
Sales and Marketing Costs	-4.4	-3.0	-15.0
Overhead and R&D costs	-5.1	-5.5	-25.6
EBITDA	2.9	2.7	14.2
- EBITDA Margin	10.5%	10.9%	11.2%
Depreciation	-0.3	-0.3	-1.1
Of which:			
- Property, Plants and Equipment	-0.1	0.0	-0.5
- Intangible Fixed Assets	0.0	-0.2	-0.1
- Goodwill	-0.1	-0.1	-0.5
Operating Profit/Loss	2.6	2.4	13.1
- Operating Margin	9.4%	9.7%	10.3%

Financial Position and Cash Flow

Cash flow amounted to a positive MSEK 0.4 (neg: 3.4), the Group's cash and cash equivalents amounted to MSEK 28.4 (14.2) on the balance-sheet date, and the Group's net indebtedness totaled MSEK -28.4 (-14.2), yielding a net cash balance.

The equity/assets ratio was 67 percent (65) and equity totaled MSEK 45.7 (35.0).

The company holds no interest-bearing liabilities.

Parent Company

The parent company performs services for the subsidiary and forwards these invoices. The parent company posted an operating loss of MSEK 0.3 (loss: 0.1).

The Group's Tax Status

Remaining tax loss carryforwards at the end of the period totaled MSEK 7.8, which can be leveraged against future profits, of which MSEK 2.1 pertain to Swedish companies. Deferred tax assets were recognized in the amount of MSEK 0.6.

Accounting Policies

This interim report was prepared in accordance with the Swedish Accounting Standards Board's General Recommendation BFNAR 2007:1, Optional Interim Reporting. As of 2014, JLT applies the Annual Accounts Act and the Swedish Accounting Standards Board's regulatory framework K3, Annual Reports and consolidated financial statements.

This report has not been audited.

The Share

A total of 8.1 million shares (4.1) were traded during the period, representing 29% of the total number of shares.

The share traded at SEK 4.92 at the beginning of the period, and closed the period at SEK 6.30.

JLT's share is listed on the First North exchange, and Remium serves as its certified advisor.

Financial Calendar for 2017

Interim report for January-June 2017	August 11, 2017
Interim report for January-September 2017	October 20, 2017
Year-end report for 2017	February 9, 2018

Växjö, May 11, 2017

On behalf of the board: Per Holmberg, CEO

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JLT Mobile Computers Group

Income Statement, MSEK	2017 Q1	2016 Q1	2016
Net Revenue	27.7	24.5	126.9
Operating Expenses			
Materials and Supplies	-15.3	-13.3	-72.1
Other External Costs	-3.1	-2.8	-13.7
Personnel Costs	-6.4	-5.7	-27.0
Depreciation	-0.3	-0.3	-1.1
Operating Profit/Loss	2.6	2.4	13.1
Net Financial Items	-0.1	-0.4	0.0
Profit/Loss After Financial Items	2.5	2.0	13.1
Taxes	-0.6	-0.4	-2.3
Net Profit/Loss for The Period	1.9	1.6	10.8
Earnings/Loss per Share (SEK)	0.07	0.06	0,39
Earnings/Loss per Share after Full Dilution (SEK)	0.06	0.06	0.38
	2017	2016	2016
	31 Mar	31 Mar	31 Dec
Balance Sheet, MSEK			
<i>Assets</i>			
Intangible Assets	5.2	3.4	4.6
Property, Plant and Equipment	0.9	1.3	1.0
Non-current Financial Assets	0.6	2.9	0.8
Total Non-current Assets	6.7	7.7	6.5
Inventories	20.0	12.7	16.3
Current Receivables	13.5	19.6	24.4
Cash and Cash Equivalents	28.4	14.2	28.0
Total Current Assets	61.8	46.5	68.6
Total Assets	68.5	54.2	75.1
<i>Equity and Liabilities</i>			
Share Capital	27.9	27.0	27.9
Restricted Equity	4.2	1.3	4.2
Retained Earnings	13.6	6.8	11.6
Total Equity	45.7	35.0	43.7
Provisions	1.6	1.6	1.6
Long Term Liabilities	-	-	-
Current Liabilities	21.1	17.5	29.8
Total Equity and Liabilities	68.5	54.2	75.1

Statement of Cash Flows, MSEK	2017 Q1	2016 Q1	2016
Cash Flow Resulting from Current Operations Before Changes in Working Capital	2.2	2.4	11.8
Change in Working Capital	-1.0	-4.9	-1.0
Operating Activities	1.2	-2.5	10.8
Investing Activities	-0.8	-0.9	-0.2
Financing Activities	0.0	0.0	-0.2
Cash Flow for The Period	0.4	-3.4	10.4
Cash and Cash Equivalents	28.4	14.2	28.0
Net Indebtedness	-28.4	-14.2	-28.0

Statement of Changes in Equity, (MSEK)	2017 Q1	2016 Q1	2016
Opening Equity	43.7	33.3	33.3
Profit/Loss for The Period	1.9	1.6	10.8
Translation Differences	0.1	-	-0.2
New Share Issue	-	-	1.7
Dividend	-	-	-1.9
Closing Equity	45.7	35.0	43.7

Key Data		2017 Q1	2016 Q1	2016
EBITDA Margin	%	10.5	10.9	11.2
Operating Margin	%	9.4	9.7	10.3
Profit Margin	%	8.9	8.2	10.3
Capital Employed	MSEK	45.7	35.0	43.7
ROACE	%	24	23	34
Equity	MSEK	45.7	35.0	43.7
Return on Equity	%	19	19	28
Net Indebtedness	MSEK	-28.4	-14.2	-28.0
Debt/Equity Ratio		0	0	0
Equity Ratio	%	67	65	58
Earnings/Loss per Share	SEK	0.07	0.06	0.39
Equity per Share	SEK	1.64	1.30	1.57
Net Debt. per Share	SEK	-1.02	-0.53	-1.00
Closing Market Price of Share	SEK	6.30	2.67	4.86
No. Of Share Outstanding	x 1.000	27 902	26 952	27 902
No. Of Share Outstanding after Full Dilution	x 1.000	28 902	28 952	28 902