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# Annual Report

JLT Mobile Computers AB (publ) 556239-4071

# 2020



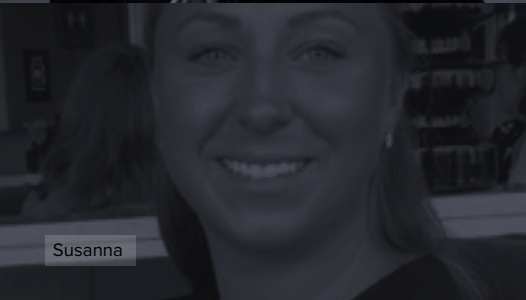
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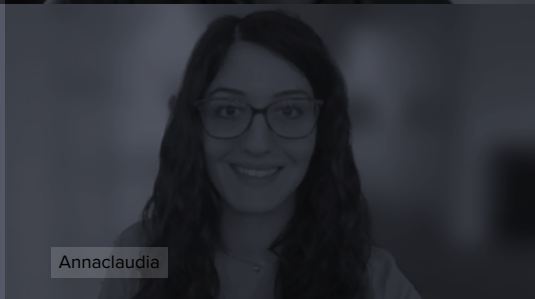
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## 2020 in brief

In a year heavily characterized by the COVID-19 pandemic with lockdowns on JLT's markets, travel restrictions and working from home, JLT has managed well through the crisis and delivered on many of its strategic projects.

In the face of the pandemic, JLT implemented several proactive measures to ensure stability throughout the unpredictable market conditions. Together with suppliers and management of inventory levels, deliverability was ensured. Cost savings were achieved through reprioritizations of development projects and marketing activities, reductions of working hours, and reduction in force by terminating the recruitments conducted to the sales organization during the fall of 2019. The Company has not used short-time work or any other state aid in the Swedish company to reduce costs.

Sales decreased compared with the peak year 2019. Order intake totaled MSEK 116 and net sales totaled MSEK 111, down 11% and 22% respective from the previous year. The stronger Swedish Krona has also contributed to the decline. The operating profit totaled MSEK 2.1 for the year, compared with MSEK 13.6 for the previous year. The cost saving requirements set apart; the Company stayed focused on its growth strategy. Sales stabilized in the fourth quarter and grew 18% compared to the same period in the previous year. The most strategic projects still moved forward to be able to gear up when the crisis fades. One such project is the development of a new Android-based vehicle-mount computer that positions JLT well to meet a rapidly growing demand for Android products in warehousing and logistics. In January 2020, we also presented a new brand identity and website to reflect our standing as a market leader.

**115,7 MSEK (130,3)**  
Order intake

**110,3 MSEK (141,7)**  
Net sales

**42,7 % (46,1)**  
Gross margin

**2,1 MSEK (13,6)**  
Operating profit

**1,5 MSEK (10,9)**  
Profit after tax

**0,27 SEK (0,00)**  
Dividend per share

### Dividend

The Board of Directors proposes to the Annual General Meeting that a dividend of SEK 0.27 per share be paid for the 2020 fiscal year. Of the proposed amount of SEK 0.27 per share, SEK 0.04 per share corresponds to 70 percent of the

profit for the year and 0.23 to the originally proposed dividend for 2019, which was retained due to uncertainties surrounding the future impact of the COVID-19 pandemic.

# JLT in 60 seconds

**BUSINESS CONCEPT** We empower customers' business by enabling hassle-free IT in challenging environments. Combining global resources with the agility of a small company, we go further than anyone to bring complete peace of mind for every customer when it comes to IT. We have our own engineering and manufacturing facilities in Sweden, which enables us to control every aspect of production with high precision.

## Vision

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

## Market

JLT serves industrial customers that need high IT performance in demanding conditions. Key fields include manufacturing, transportation, warehousing and distribution, ports and maritime operations, mining, agriculture, and forestry.

## Product portfolio

The core of JLT's product portfolio consists of internally developed and produced products that are complemented by sourced third-party products and accessories that ensure customers a complete rugged solution.

## 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.

## Organization

JLT's global organization comprises the parent company JLT Mobile Computers AB, headquartered in Växjö Sweden, and the wholly owned subsidiaries JLT Mobile Computers Sweden AB, JLT Mobile Computers UK Ltd., and JLT Mobile Computers Inc.

The European organization, with offices in Växjö, Stockholm and Brussels, comprises a team of 19 people working in development, marketing, sales, service, production, and corporate management. The US organization, headquartered in Chandler, Arizona, comprises 10 sales and support staff.

## 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 more than 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 2020, 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 151.9, based on the closing price of the share.





## CORPORATE VALUES

### Customer empathy

Their world is our world.

We strive to find deeper insights and use our expertise to make a difference.

### Collaboration

Success is a joint effort.

Diversity is a huge strength, and we are committed to an open, collaborative approach.

### Personal leadership

It is up to us.

We take responsibility for our work and how our actions affect the bigger picture. We do what we say we'll do, and we're always realistic in what we promise.

### Continuous improvement

There is always a better way.

We are committed to excellence in everything, and we are always searching for new perspectives and opportunities.

# Our history

## 2019

JLT reached a record volume of sales, MSEK 142, while still maintaining a healthy gross margin. Gross profit was MSEK 65, which is another record number.

## 2018

We broke numerous financial records and launched the JLT6012 computer, based on our new product platform, which laid the foundation for the future development of products and services.

## 2017

We delivered our 100,000th unit, with an exclusive 100,000-hour warranty, to Volvo Car Body Components and laid the ground for an ambitious marketing strategy.

## 2016

We launched the JLT Global Sales Partner Program to accelerate worldwide expansion and had great success in the port segment, signing several new customers.

## 2015

We launched two new products: the JLT1214P forklift computer with a virtually unbreakable touchscreen and a new version of the VERSO+ 10 computer for the logistics industry. We also validated the VERSO Series of computers as "Navis Ready" for the port industry.

## 2014

20 years of JLT! We marked our 20th anniversary by delivering our 90,000th computer, along with a 20-year service agreement. We also opened the doors of our local US office in Arizona and took over the US vehicle-mount computer operation of our sales partner DAP Technologies to form a

wholly owned US subsidiary. This enabled us to sell products and services under the JLT brand name in North America. We also launched the VERSO+ 10 computer, the smallest 10" rugged vehicle computer in its class.

## 2013

We launched the VERSO Series, the industry's highest performance rugged computers for heavy-duty applications. Our strategic focus on high-end market segments yielded results, and our market cap more than doubled during the year. JLT resumed paying dividends to shareholders.

## 2012

We launched a strategy to become a leader in high-end market segments, with unmatched ruggedness, reliability, and performance. In this year, we also launched JLT:Care, a no-questions-asked service agreement to maximize the uptime of JLT devices at a predictable cost, and JLT:Works professional services.

## 2011

We backed up our commitment to quality by extending the warranty to three years on all products.

## 2010

The JLT Partner Program for rugged computer specialists was established to provide the best solutions and local support in the industry.

## 2009

Per Holmberg joined JLT as CEO, succeeding founder Jan Olofsson as CEO. Previously, Per had worked for 15 years at Silicon Valley semiconductor company Xilinx Inc. (Nasdaq: XLNX), holding several marketing positions, including

Director Worldwide Marketing. Jan Olofsson remains the largest shareholder and has a continuing role on the board of directors.

### 2008

The JLT1214 product series for logistics applications was launched. Since then, it has evolved into the most cost-effective solution in its class.

### 2006

All our products were redesigned to meet the RoHS and WEEE directives.

### 2005

JLT was named on numerous industry lists, including the Deloitte Technology 500, Red Herring 100 and Inc. 500 List of Fastest Growing Privately Held Companies in America. The public interest in JLT shares increased sharply, with stock value rising as a result. The JLT Mobile Computers US Corporation and DAP Technologies LTD merged to form Roper Mobile Technology, later renamed DAP Technologies. DAP Technologies was given the exclusive right to resell the JLT products under its own brand on the US market. JLT continued to expand its European sales network.

### 2004

JLT became a pioneer of the tablet market, launching a rugged field tablet PC optimized for use in vehicles. The company also paid the first dividend to shareholders this year (SEK 3.8 million).

### 2002

JLT became a publicly traded company through a merger with Gandalf AB. The company expanded quickly in the North

American market through relationships with global system integrators within the warehousing and logistics segments. Through OEM relationships with manufacturers such as Psion-Teklogix, PSC, LXE, and MA-Systems, JLT became a leading vendor for the global forklift computers market.

### 2000

JLT was named IT challenger of the year by Swedish business magazine Veckans Affärer.

### 1999

JLT entered the US market, opening a sales office in Arizona. The first order, from Leica Geosystems, helped to establish a strong position quickly. We also developed our third generation of vehicle-mounted touch-panel PCs, which has evolved into the platform used for JLT's products for many years.

### 1995

JLT pioneered the rugged mobile computer market by introducing the second generation of mobile computers with features such as Intel Pentium processors and resistance to low temperatures (-20°C). These features set the standard for mobile computers. We began to create our global network, enabling us to serve large customers while maintaining the agility of a smaller organization.

### 1994 – When it all started!

JLT was founded by Jan Olofsson. His background in military electronics gave him valuable insights for the future market of rugged mobile computing. The first JLT products were marketed: hardware control systems for the Swedish forest industry.



Message from the CEO

# We executed on our strategic projects despite the uncertainties of 2020

Although 2020 was a challenging and different year for many of us, I am proud of how the JLT staff and extended partners pulled through. We have all come to grips with a new way of running our business in a coronavirus-safe yet effective manner. JLT meetings are now held as standard, in a mixture of video conference and in person meetings, as and when appropriate of course. We are almost at the stage where this feels completely normal and we have even had several staff members hired and onboard successfully, completely remotely. Despite a reduction of travel and in-person meetings, we remain in close contact with all of our staff members, situated across more than 13 home offices globally, and we work closely with partners and customers every day.

In the second quarter we reduced our cost through reprioritization of development and marketing projects, shorter working hours, and a reduction in force. In addition, we worked closely with our partners to secure delivery capacity throughout 2020. Our target markets fared relatively well during the pandemic, but previously mentioned restrictions in travel and meetings dampened our ability to prospect and meet customers. To combat this, we increased our online communication, including hosting our very first webinar which many of our partners and customers were able to attend.

Sales decreased compared to our 2019 record year but not to the originally feared extent, and order intake picked up slightly in the last quarter thanks to our great JLT staff. Booking ended at SEK 116M and revenues at SEK 111M, compared to SEK 130M and SEK 142M respectively in 2019. A strengthening SEK also contributed to the lower sales numbers. By the end of the year, thanks to the cost control actions we undertook, we still delivered an operating profit of SEK 2.1M, compared with SEK 13.6M the previous year.

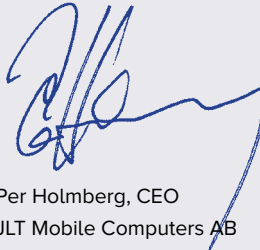
JLT still pursues its ambition to grow profitably at a faster pace than the rest of the market. During these uncertain times, we continue to execute on our long-term growth strategy based on our three essential pillars: a strong sales channel both internally and with global partners; a robust product portfolio designed, developed, and brought to life by JLT; and continuously finding comprehensive solutions for customers by offering complementary products and services. More specifically, in 2020, we were able to successfully maintain

our key development projects such as the JLT6012A Android 10 product, which we delivered to the first customer in the beginning of 2021.

Working at JLT and in this industry is a continuous inspiration. I am very proud to take our team through this hardship and into a brighter 2021. With a new established normal, I see a light at the end of the tunnel. It is with confidence and optimism I look forward to an exciting 2021, in which our strong market position will remain with new products and continued quality services. We are in a position that allows us to take a progressive line and accelerate once again.

The proof is clear enough with our launch of JLT Software Solutions at the beginning of 2021, a software initiative that entails the establishment of a new, wholly owned subsidiary with the purpose of setting up a software development team. Our intention is to create unique customer values and competitive advantages with new software solutions and scalable services around JLT's rugged computers. For instance, JLT will be able to leverage existing sensor technology in our latest generation of vehicle-mount computers to offer new mobile device fleet management and IoT (Internet of Things) solutions that enable customers to create more efficient workflows, minimize downtime and increase safety.

I am confident that our strategy is the right formula to create success and value for our customers, our partners, our shareholders, and our own organization. We will continue to deliver on it in the years to come, and I am convinced we will make great leaps towards our vision of enabling hassle-free data communication for every business.



Per Holmberg, CEO  
JLT Mobile Computers AB



We continue to execute on our long-term growth strategy despite the uncertainties of 2020 and are able to accelerate in 2021. We started off the new year by delivering the first JLT6012A unit of our new Android product, and initiating our new software venture, JLT Software Solutions. With confidence and optimism, I look forward to an exciting 2021.



# The share

JLT's share has been traded on the First North exchange since 2006, 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 ask price during trading.

The share traded at a high of SEK 7.54 in February and a low of SEK 4.21 in March. The share's closing price at the end of 2020 was SEK 5.32.

A total of 7.4 million shares (7.8) were traded during 2020, representing 26 (27) percent of the total number of shares. There are 28,552,000 shares, each with a quota value of SEK 1.

At year-end 2020, JLT's market capitalization was MSEK 151.9 (202.1), 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 2020 fiscal year.

Of the proposed amount of SEK 0.27 per share, SEK 0.04 per share corresponds to 70 percent of the profit for the year and SEK 0.23 to the originally proposed dividend for 2019, which was retained due to uncertainties surrounding the future impact of the corona pandemic. The company's dividend policy stipulates that the dividend must correspond to 50-70 percent of the profit for the year.

## 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	1,661,119	5.82%
Försäkringsbolaget. Avanza Pension	1,511,122	5.29%
Tommy Svensson	996,000	3.49%
Jerry Fredriksson and company	983,840	3.45%
Per Holmberg	726,52	2.54%
Futur Pension Försäkringsbolag	689,000	2.41%
Larne Wallisson and company	600,000	2.10%
Nordnet Pensionsförsäkring AB	578,222	2.03%
Johan Magnus Hagberg	369,211	1.29%
Bo-Göran Kling	365,463	1.28%
Andreas Gustafsson	289,000	1.01%
Jan Sjöwall	250,000	0.88%
Stefan Käck and family	228,000	0.80%
Spiltan Aktiefond Småland	214,500	0.75%
Swedbank Försäkring	211,093	0.74%
Mats Fagerlund	202,370	0.71%
Stein-Åge Bang Pedersen	174,762	0.61%
Ola Blomberg and family	168,311	0.59%
Other shareholders	6,982,333	24.45%
<b>Total</b>	<b>28,552,000</b>	<b>100.00%</b>
Warrants outstanding		1.200.000
Number of shares after maximum dilution		29.752.000

## Share performance in 2020



# Management report

The Board of Directors and the Chief Executive Officer of JLT Mobile Computers AB (publ), corporate registration number 556239-4071, registered in Växjö, Sweden, hereby submit the annual report and the consolidated financial statements for the financial year 2020.

This annual report and these consolidated financial statements were approved for publication by the Board of Directors and the CEO on 26 March and will be presented to the annual general meeting on 6 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. JLT Mobile Computers Inc., seated in Chandler, Arizona, was established in and is part of the Group's operations as of November 2014.

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 100,000 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.

## The Group's net sales and result for the full year 2020

For the full year 2020, the Group reported net sales amounting to MSEK 110.3 (141.7). The gross profit amounted to MSEK 47.1 (65.3) and the gross margin to 42.7 percent (46.1).

Operating expenses totaled MSEK 44.0 (49.3), of which other costs accounted for MSEK 13.1 (18.0). Personnel costs totaled MSEK 30.9 (31.3).

EBITDA for the year totaled MSEK 3.6 (16.0).

Depreciation/amortization amounted to MSEK 1.5 (2.3) for the year, of which development expenditures were MSEK 1.2 (1.2) and tangible fixed assets MSEK 0.3 (0.3).

The Group's operating profit amounted to MSEK 2.1 (13.6).

The net financial result amounted to MSEK -0.3 (0.2), leading to an MSEK 1.8 (13.9) profit before tax.

Taxes for the Group totaling MSEK 0.3 (3.0) led to a profit after tax of MSEK 1.5 (10.9).

Order intake during the year amounted to MSEK 115.7 (130.3), and the order backlog at the end of the period amounted to MSEK 16.8 (11.9). The order backlog with delivery planned for the first quarter of 2021 amounted to MSEK 11.2 (8.1).

The recognized outgoing order backlog for 2020 includes orders with delivery planned within 12 months. Service contracts are not included in the order backlog.

## Comments on the result for 2020

The year was heavily characterized by the corona pandemic, in various aspects. More or less extensive lockdowns on JLT's markets of activity have impacted operations, as have the considerable travel restrictions and working from home.

The Group's net sales decreased by 22 percent in 2020 compared with the previous year, and gross margin decreased as well, by 3.4 percentage points. Order intake recovered slightly during the fourth quarter, but ended up at an 11 percent decrease for the full year.

Overhead decreased compared with the previous year, primarily due to reduced traveling and marketing budget cuts. Personnel costs have decreased slightly as a result of personnel taking additional leave during the second and third quarters and staff reductions implemented during the first quarter. The staff reductions mostly affected recruitments conducted late in 2019 and were the direct consequence of the uncertainty surrounding the pandemic's impact over the year. The Company has not used short-time work or any other state aid in the Swedish company to reduce costs.

During the period, development costs totaling MSEK 2.2 (0.0) were capitalized for new development, MSEK 0.5 (0.0) of which internally generated.

Consolidated income statement of the JLT Group, MSEK	2020 Year	2019 Year
<b>Net sales</b>	<b>110.3</b>	<b>141.7</b>
<b>Capitalized work on own account</b>	<b>0.5</b>	
<b>Gross profit</b>	<b>47.1</b>	<b>65.3</b>
- Gross margin	42.7%	46.1%
Sales and marketing costs	-23.0	-23.9
Organizational costs and R&D	-21.0	-25.5
<b>EBITDA</b>	<b>3.6</b>	<b>16.0</b>
- EBITDA margin	3.2%	11.3%
Depreciation/amortization	-1.5	-2.3
Of which:		
- Tangible fixed assets	-0.3	-0.3
- Development costs	-1.2	-1.2
- Goodwill	0.0	-0.8
<b>Operating profit</b>	<b>2.1</b>	<b>13.6</b>
- Operating margin	1.9%	9.6%

Sales of service agreements and other services continue to show a positive trend. Prepaid service agreements recognized as liability totaled MSEK 17.0 (17.8). Service-related revenues, less contract revenue and direct charges, amounted to MSEK 15.2 (13.2).

## Five-year overview 2020-2016

Condensed income statement		2020	2019	2018	2017	2016
Net sales	MSEK	110.3	141.7	129.4	112.7	126.9
Gross margin %	%	42.7	46.1	46.5	44.0	43.2
Operating profit	MSEK	2.1	13.6	12.7	9.3	13.1
Profit after net financial items	MSEK	1.8	13.9	12.5	9.3	13.1
Net profit for the year	MSEK	1.5	10.9	9.7	6.8	10.8
<b>MARGIN METRICS</b>						
Operating margin %	%	1.9	9.6	9.8	8.2	10.3
Profit margin %	%	1.6	9.8	9.6	8.3	10.3
<b>CAPITAL, RETURN AND SOLIDITY</b>						
Balance sheet total	MSEK	94.2	96.7	90.4	74.8	75.0
Capital employed	MSEK	61.7	60.6	55.9	47.6	43.7
Return on capital employed	%	3.9	23.4	24.5	20.5	34.0
Equity *	MSEK	60.0	58.6	54.1	46.3	43.7
Return on equity	%	2.5	19.4	19.3	15.1	27.9
Net debt	MSEK	-30.4	-27.7	-29.1	-26.7	-28.0
Debt/equity ratio	times	0.0	0.0	0.0	0.0	0.0
Solidity *	%	64	61	60	62	58
<b>SHARE DATA</b>						
Earnings per share	SEK	0.05	0.38	0.34	0.24	0.39
Equity per share	SEK	2.10	2.05	1.89	1.66	1.60
Net debt per share	SEK	-1.07	-0.97	-1.03	-0.96	-1.02
Dividend per share	SEK	0.27	0.00	0.22	0.15	0.15
Share price (closing price for the year)	SEK	5.32	7.08	3.92	4.46	4.20
Number of shares outstanding*	000s	28.552	28.552	28.552	27.902	27.902
Average number of shares *	000s	28.552	28.552	28.227	27.902	27.348
<b>OTHER</b>						
Average number of employees		30	28	30	28	25
<b>Employees</b>						
Net sales per employee	MSEK	3.68	5.06	4.31	4.03	5.08
Earnings per employee	MSEK	0.05	0.39	0.32	0.24	0.43

\*\*There are 1,200,000 warrants outstanding

\*For definitions, see Note 25



**Operations in 2020**

JLT's aim is to grow profitably. The company has for several years been following a growth strategy in which we strengthen our sales channel, develop our product portfolio and extend our offering by way of complementary products, accessories and services. The past year has presented new and unexpected challenges, including closed borders, supply disruptions, cancellations of travel and customer visits, and working from home. It was a challenge to quickly adapt the operations to new working arrangements, but a challenge we shared with many others. We had conducted some recruitments for 2020 to strengthen our sales organization. Early in the spring, when the effects of the pandemic were becoming visible but by no means where assessable, we decided to cancel these recruitments; recent hires were terminated and additional planned recruitments were put on hold.

**Market development**

Net sales decreased by 22 percent during the year and order intake decreased by 11 percent. The decrease was a direct consequence of the effects of the pandemic, with limited possibilities to interact with customers, and in some cases, customer companies shutting down in Europe and the United States. We began to see some recovery in the order intake during the fourth quarter, which ended with an 18 percent increase over the previous year.

JLT conducts sales in four business segments: The Nordic region, EMEA (Europe excluding the Nordics, the Middle East and Africa), the Americas (North and South America) and OEM (Original Equipment Manufacturer). The three first segments are geographic regions and the last one, OEM, comprises customers that build complete systems where JLT's products are included. These systems are subsequently sold to end-users, often globally, under the customer's own brand.

**Sales per geography (MSEK)**

The Nordic countries	31	(48)
The EU (excl. the Nordics)	23	(30)
The US	53	(62)
Other markets	4	(1)

Product development during the year has, in addition to the rolling technology updates of the existing range, comprised a major development project to create an Android-based computer.

**Staff**

In total, four sales representatives were made redundant during the year. All of them had been recruited recently in an effort to expand the sales organization, but the pandemic led to dismissals.

**Financial position and cash flow**

Cash flow amounted to MSEK 2.8 (-1.5) after dividend payments of MSEK 0.0 (6.3). The Group's cash and cash equivalents amounted to MSEK 50.1 (47.9) on the balance-sheet date.

The solidity was 64 percent (61), and the equity amounted to MSEK 60.0 (58.6).

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

There are no interest-bearing liabilities.

**Parent Company**

The parent company performs services for the subsidiary, and pass on the expenses. The operating profit amounted to MSEK -3.8 (-4.3).

**The Group's tax position**

Remaining tax loss carryforwards at the end of the period totaled MSEK 3.2 (3.4), of which MSEK 2.8 (3.4) 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 2020 fiscal year.

Of the proposed amount of SEK 0.27 per share, SEK 0.04 per share corresponds to 70 percent of the profit for the year and 0.23 to the originally proposed dividend for 2019, which was retained due to uncertainties surrounding the future impact of the corona pandemic. The company's dividend policy stipulates that the dividend must correspond to 50-70 percent of the profit for the year.

### Related party transactions

Since 2002, JLT is renting its premises from a property company which is wholly-owned by the Company's main owner, Jan Olofsson. The Board of Directors considers the agreement to be made under market conditions, and the premises are considered adapted to the current and estimated future needs of the Company.

### 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 – a composition whose design reinforces 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, seven Board meetings were held, of which five were scheduled, one extraordinary, and one statutory meeting. Minutes were taken at all of the Board meetings and numbered in chronological order. Material for discussion and decisionmaking 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 due to the limited new recruitment, every matter is handled independently by the company's management.

### Nomination committee

According to the 2020 AGM's resolution, a nomination committee shall be elected consisting of three members appointed by the three major shareholders respectively. 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 has convened two times 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 Grenspectalisten	2,976,636	10.43%

### Risks

JLT's success is based on its ability to offer the market 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 can 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 are consistently working at both the management and operational level to ensure a state of "complementarity", meaning that no single task rests exclusively on 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, as well as legal requirements and claims.

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

A shortage of components leads to delivery problems and the potential loss of sales of individual models or configurations. Forecasts are done 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 would be effects from the coronavirus outbreak on component supply, indirectly and directly.

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 is 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 stricter 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 core areas: new types of solutions change the competition landscape, downward pricing pressure due to a maturing market, and structural or organizational changes among sales partners and key accounts.

Competition stemming from alternative and new solutions that enter the market are a part of continuous market developments. JLT proactively works to strengthen its collaborations with and expand its network of sales partners, 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 meeting the market's shifting needs and 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 a number of 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 in charge of 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 most often being made in USD, and due to a time delay between delivery and invoicing.

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

An increasing number of partners and greater proximity to the market increase the risk of customer losses. An established credit policy combined with credit insurance and continuous monitoring mitigates these risks.

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 that operations are based upon. JLT's products are characterized by high quality and ruggedness. They are developed to endure heavy workloads over long time, which, naturally, reduces the waste in the long term. In all cases worldwide, JLT is involved in the design, production, logistics, services and process development in order to ensure a high quality and, where possible, sustainability. Moving forward, JLT strives to gain additional insight into our environmental, social and economic impact. During 2021, our focus will be to understand our current situation and endeavor to establish measurements and a matrix that we can use to reduce our overall impact in the future.

### **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 competences and skilled personnel is an important component of long-term sustainability. We have internal guidelines to ensure that personnel training remains a key priority.

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. With an organization spread across Europe and the United States, the respect for different cultures and a common set of values are important factors.

We further hold it to be important that the activities of the company benefit society as a whole. We will, therefore, develop a policy for annual contributions to charity. The charity organizations will be selected on an annual basis by the staff, in accordance with our broader objectives.

### **Environmental sustainability**

JLT's products are used in various industries, including, but not limited to, warehousing, ports, agriculture and mining. Within these industries, our products and services contribute to the streamlining of logistic flows and/or control, improving efficiency and thus reducing the environmental impact.

From an environmental perspective, our product life cycle comprises a variety of factors, including the design, the choice of components and materials, transports including any necessary repairs, the use by customers, and, of course, the eventual decommission of the product at the end of its useful life. The long lifespan of our products is directly associated with a reduced environmental impact, as are the minimized maintenance requirements over the product's life cycle. As of 2020, all JLT's freight transports are climate compensated. We intend to examine if there are other areas where we can decrease or compensate our emissions in 2021.

### **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

2019-12-31					
	Share capital	Other contributed capital	Reserves	Retained earnings incl. net profit for the year	Total equity
Opening balance	28.552	2.218	4.757	18.536	54.063
Net profit or loss for the year				10.914	10.914
Direct changes in equity					
Translation difference			–	-104	-104
Fund for development costs			-1.118	1.118	–
Total	–	–	-1.118	1.014	-104
Transactions with owners					
Dividend				-6.281	-6.281
<b>Total</b>	<b>–</b>	<b>–</b>	<b>–</b>	<b>-6.281</b>	<b>-6.281</b>
<b>At year-end</b>	<b>28.552</b>	<b>2.218</b>	<b>3.639</b>	<b>24.182</b>	<b>58.591</b>

2020-12-31					
	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	–
Total	–	–	1.059	-1.059	-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>

## Equity – Parent Company

2019-12-31	Restricted equity			Non-restricted equity		
	Share capital	Other contributed capital	Reserves	Retained earnings incl. net profit for the year	Total equity	Total capital
Opening balance	28.552	1.288		4.266	52.704	86.810
Net profit or loss for the year					497	497
Transactions with owners						
Dividend					-6.281	-6.281
<b>Total</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-6.281</b>	<b>-6.281</b>
<b>At year-end</b>	<b>28.552</b>	<b>1.288</b>		<b>4.266</b>	<b>46.920</b>	<b>81.026</b>

2020-12-31	Restricted equity			Non-restricted equity		
	Share capital	Other contributed capital	Reserves	Retained earnings incl. net profit for the year	Total equity	Total capital
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>-</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>

**Proposed distribution of unappropriated earnings - Parent Company**

**Parent company**

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

Retained earnings	51.186.583
Net profit or loss for the year	-48.692
	<b>51.137.891</b>

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

That shareholders be paid SEK 0.27 per share	7.709.040
To be carried forward	43.428.851
	<b>51.137.891</b>

The board has proposed that a dividend of SEK 0.27 be paid per share, corresponding to a total of SEK 7.7 million. The company and Group are in a solid position. The proposed dividend is more than 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	Not	Group		Parent Company	
		2020	2019	2020	2019
Net sales	2	110.268	141.694	4.356	4.356
Capitalized work on own account		527	–		
<b>Total operating income</b>		<b>110.795</b>	<b>141.694</b>	<b>4.356</b>	<b>4.356</b>
<b>Operating costs</b>					
Cost of goods sold		-63.201	-76.422		
Other external charges	3.6	-13.078	-17.963	-3.892	-4.273
Personnel costs	4	-30.945	-31.345	-4.279	-4.423
Depreciation/amortization of tangible and intangible fixed assets	5	-1.476	-2.328		
<b>Total operating costs</b>		<b>-108.700</b>	<b>-128.058</b>	<b>-8.171</b>	<b>-8.696</b>
Operating profit		2.095	13.637	-3.815	-4.340
Income from financial items					
Interest income and similar items	7	274	239	256	1.998
Interest costs and similar items	8	-581	–	-1.638	–
<b>Profit after financial items</b>		<b>1.788</b>	<b>13.875</b>	<b>-5.197</b>	<b>-2.343</b>
Appropriations and taxes					
Group contributions received				5.148	3.000
<b>Profit or loss before tax</b>		<b>1.788</b>	<b>13.875</b>	<b>-49</b>	<b>657</b>
Tax on profit for the year	9	-290	-2.961	–	-160
<b>Net profit or loss for the year</b>		<b>1.498</b>	<b>10.914</b>	<b>-49</b>	<b>497</b>

# Balance sheet

Assets	Note	Group		Parent Company	
		2020-12-31	2019-12-31	2020-12-31	2019-12-31
Amounts in kSEK					
<b>FIXED ASSETS</b>					
<b>Intangible fixed assets</b>					
Capitalized expenditure for development work and similar	10	3.520	2.557		
Goodwill	11	–	–		
		3.520	2.557	–	–
<b>Tangible fixed assets</b>					
Equipment, tools, fixtures and fittings	12	1.274	619		
		1.274	619	–	–
<b>Financial fixed assets</b>					
Participations in Group companies	13			44.214	44.214
Receivables from Group companies	14			6.984	7.694
Deferred tax asset	15	193	93	55	55
		193	93	51.253	51.963
<b>Total fixed assets</b>		<b>4.988</b>	<b>3.269</b>	<b>51.253</b>	<b>51.963</b>
<b>CURRENT ASSETS</b>					
<b>Inventories, etc.</b>					
Raw materials and goods for resale		17.359	19.313		
		17.359	19.313	–	–
<b>Current receivables</b>					
Accounts receivable		19.212	21.678		
Receivables from Group companies				11.101	9.953
Current tax assets		349	–	349	–
Other receivables		1.231	3.212	33	1.187
Prepayments and accrued income	16	978	1.273	98	163
		21.771	26.163	11.581	11.302
<b>Short-term deposits</b>		<b>19.676</b>	<b>20.258</b>	<b>19.676</b>	<b>20.258</b>
<b>Cash and bank balances</b>					
Cash and bank balances	22	30.436	27.661	1.245	1.084
		30.436	27.661	1.245	1.084
<b>Total current assets</b>		<b>89.242</b>	<b>93.395</b>	<b>32.502</b>	<b>32.643</b>
<b>TOTAL ASSETS</b>		<b>94.229</b>	<b>96.664</b>	<b>83.755</b>	<b>84.606</b>



Equity and liabilities	Note	Group		Parent Company	
		2020-12-31	2019-12-31	2020-12-31	2019-12-31
Amounts in kSEK					
<b>EQUITY</b>					
Share capital	17	28.552	28.552		
Other contributed capital		2.218	2.218		
Reserves		4.698	3.639		
Retained earnings incl. net profit for the year		24.520	24.182		
<b>Total equity</b>		<b>59.989</b>	<b>58.591</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				46.921	46.423
Net profit or loss for the year				-49	497
<b>Total non-restricted equity</b>	<b>18</b>			<b>51.138</b>	<b>51.187</b>
<b>Total equity</b>		<b>59.989</b>	<b>58.591</b>	<b>80.978</b>	<b>81.027</b>
<b>Provisions</b>					
Provisions for warranty commitments	19	1.741	2.000		
<b>Current liabilities</b>					
Accounts payable		7.200	10.540	413	1.479
Current tax liabilities		249	3.181	–	117
Other liabilities		2.901	34	333	–
Accruals and deferred income	20	22.150	22.318	2.031	1.984
<b>Total current liabilities</b>		<b>32.500</b>	<b>36.073</b>	<b>2.777</b>	<b>3.580</b>
<b>TOTAL EQUITY AND LIABILITIES</b>		<b>94.229</b>	<b>96.664</b>	<b>83.755</b>	<b>84.606</b>

# Cash flow statement

Cash flow statement		Group		Parent Company	
Amounts in kSEK	Note	2020	2019	2020	2019
<b>Operating activities</b>					
Profit after financial items		1.788	13.875	-5.197	-2.343
Adjustment for non-cash items	21	1.699	2.000	581	-459
Income tax paid		-3.571	-2.833	-466	-2.004
<b>CASH FLOW FROM OPERATING ACTIVITIES BEFORE CHANGE IN WORKING CAPITAL</b>		<b>-85</b>	<b>13.042</b>	<b>-5.082</b>	<b>-4.806</b>
<b>Cash flow from change in working capital</b>					
Increase (-)/Decrease (+) in inventories		1.954	-65	-	-
Increase (-)/Decrease (+) in operating receivables		4.641	-4.233	1.220	-1.219
Increase (+)/Decrease (-) in operating liabilities		-642	1.464	-686	1.089
<b>CASH FLOW FROM OPERATING ACTIVITIES</b>		<b>5.869</b>	<b>10.208</b>	<b>-4.548</b>	<b>-4.936</b>
<b>Investing activities</b>					
Acquisition of tangible fixed assets		-920	-391	-	-
Acquisition of intangible fixed assets		-2.175	-	-	-
Investments in financial assets		-	-5.000	-	-5.000
<b>CASH FLOW FROM INVESTING ACTIVITIES</b>		<b>-3.094</b>	<b>-5.391</b>	<b>-</b>	<b>-5.000</b>
<b>Financing activities</b>					
Dividends paid to parent company shareholders		-	-6.281	-	-6.281
Net change in intra-Group transactions		-	-	4.709	17.258
<b>CASH FLOW FROM FINANCING ACTIVITIES</b>		<b>-</b>	<b>-6.281</b>	<b>4.709</b>	<b>10.977</b>
<b>Cash flow for the year</b>		<b>2.775</b>	<b>-1.465</b>	<b>160</b>	<b>1.041</b>
Opening cash and cash equivalents		27.661	29.125	1.084	43
Closing cash and cash equivalents	22	30.436	27.661	1.245	1.084
<b>Cash and cash equivalents, including short-term deposits</b>		<b>50.112</b>	<b>47.918</b>	<b>20.922</b>	<b>21.341</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 need for 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, for example through hedging, accounting is done under the heading 'financial instruments'.

### Inventories

Inventories are valued at 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 feared risks after individual assessment.

### Intangible assets

#### Research and development costs

Costs for research, that is, planned and systematic search for new scientific or technological knowledge and insight, are recognized as cost when incurred.

Development costs are recognized according to the capitalization model. That means 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

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 BFAR 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 are 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	2020	2019
The Nordic countries	30.746	48.399
The EU (excl. the Nordics)	22.759	30.166
The US	52.773	61.977
Other markets	3.990	1.152
	<b>110.268</b>	<b>141.694</b>

## NOTE 3

Fees and payment of expenses to the auditors		
Group and Parent Company	2020	2019
<b>KPMG</b>		
Audit engagements	257	273
Tax consultancy services	78	61
Other tasks	93	58
	<b>428</b>	<b>392</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

	2020		2019	
	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	79%	14	71%
Subsidiary, US*	12	88%	12	92%
Total in subsidiaries	28	82%	26	81%
<b>Group, total</b>	<b>30</b>	<b>84%</b>	<b>28</b>	<b>82%</b>

Gender distribution of the senior management	2020	2019
	Percentage of women	Percentage of women
Parent company		
Board of Directors	20%	20%
Other senior management	0%	0%
<b>Group, total</b>		
Board of Directors	20%	20%
Other senior management	0%	0%

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

	2020		2019	
	Salaries and remuneration	Social security contributions	Salaries and remuneration	Social security contributions
Parent company	2.743	1.536	2.798	1.780
(of which pension costs)	1)	(657)	1)	761
Subsidiary	22.172	4.495	21.639	4.455
(of which pension costs)		(1.093)		1.170
<b>Group, total</b>	<b>24.915</b>	<b>6.031</b>	<b>24.437</b>	<b>6.235</b>
(of which pension costs)		(1.749)		1.931

1) Of the Group's pension costs, kSEK 483 (476) pertain to the company's CEO and Board.

### Remuneration to senior management

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>

Parent company 2019			
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	71	384
Executive Vice President	1.008	56	229
<b>Total</b>	<b>2.624</b>	<b>127</b>	<b>613</b>

### Share-related remuneration

Employee warrant programme 2018/2021: In 2018, the company's employees were offered to buy warrants at a value calculated in accordance with Black & Schole's valuation method. The warrants entitle the holder to subscribe for shares at an exercise price of SEK 700 in the period from 1 June 2021 to 30 June 2021. Each warrant entitles its holder to subscribe for one share. 1,200,000 warrants were issued according

to the AGM's resolution in 2018, and were kept in custody of JLT Mobile Computers Sweden AB. As of 2018-12-31, 455,000 warrants had been allotted to the company's employees.

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

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>

2019			
	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

	2020	2019
<b>The Group</b>		
Depreciation/amortization according to plan divided by asset		
Capitalized expenditure for development work and similar	-1.211	-1.211
Goodwill	–	-811
Equipment, tools, fixtures and fittings	-265	-306
	<b>-1.476</b>	<b>-2.328</b>

## NOTE 6 Operational leasing

### Lease agreements where the company is the lessee

	2020-12-31	2019-12-31
<b>The Group</b>		
Future minimum leasing fees for non-cancellable operational leases		
Within a year	1.891	1.406
Between 1 and 5 years	–	339
	<b>1.891</b>	<b>1.745</b>
Leasing fees expensed during the financial year	<b>1.907</b>	<b>1.400</b>

## NOTE 7 Interest income and similar items

	2020	2019
<b>Group</b>		
Foreign exchange gains	274	123
Realized investment gains	–	116
	<b>274</b>	<b>239</b>
<b>Parent company</b>		
Interest income, Group companies	256	396
Realized investment gains	–	116
Exchange gains	–	1.486
	<b>256</b>	<b>1.998</b>

## NOTE 8 Interest costs and similar items

	2020	2019
<b>Group</b>		
Investment losses	-581	-
	<b>-581</b>	<b>-</b>
<b>Parent company</b>		
Investment losses	-581	-
Foreign exchange losses	-1.057	-
	<b>-1.638</b>	<b>-</b>

## NOTE 9 Tax on profit for the year

Reconciliation of effective tax rate	2020		2019	
	Percentage	Amount	Percentage	Amount
<b>Group</b>				
Profit or loss before tax		1.788		13.875
Tax at current tax rate for parent company	21.4%	-383	21.4%	-2.969
Effect of other tax rates for foreign subsidiaries	-1.6%	29	-0.3%	38
Non-deductible costs	0.9%	-16	-0.4%	56
Other	-4.5%	80	0.6%	-86
<b>Recognized effective tax</b>	<b>16.2%</b>	<b>-290</b>	<b>21.3%</b>	<b>-2.961</b>
<b>Parent company</b>				
Profit or loss before tax		-49		657
Tax at current tax rate for parent company	21.4%	10	21.4%	-141
Non-deductible costs	-21.4%	-10	2.3%	-15
Other	0.0%	-	0.6%	-4
<b>Recognized effective tax</b>	<b>0.0%</b>	<b>-</b>	<b>24.3%</b>	<b>-160</b>

## NOTE 10 Capitalized expenditure for development work

	2020-12-31	2019-12-31
<b>Group</b>		
Accumulated acquisition cost		
At the beginning of the year	7.475	7.475
The year's investments	2.175	-
<b>At year-end</b>	<b>9.650</b>	<b>7.475</b>
Accumulated amortization		
At the beginning of the year	-4.918	-3.707
Amortization for the year	-1.211	-1.211
At year-end	-6.129	-4.918
<b>Carrying amount at year-end</b>	<b>3.520</b>	<b>2.557</b>

## NOTE 11 Goodwill

	2020-12-31	2019-12-31
<b>Group</b>		
Accumulated acquisition cost		
At the beginning of the year	3.036	3.015
Translation differences for the year	-	21
<b>At year-end</b>	<b>3.036</b>	<b>3.036</b>
Accumulated amortization		
At the beginning of the year	-3.036	-2.225
Amortization for the year	-	-811
At year-end	-3.036	-3.036
<b>Carrying amount at year-end</b>	<b>0</b>	<b>0</b>

## NOTE 12 Equipment, tools, fixtures and fittings

	2020-12-31	2019-12-31
<b>Group</b>		
Accumulated acquisition cost		
At the beginning of the year	8.277	7.886
New acquisitions	920	391
<b>At year-end</b>	<b>9.197</b>	<b>8.277</b>
Accumulated depreciation		
At the beginning of the year	-7.659	-7.353
Depreciation for the year	-264	-306
At year-end	-7.923	-7.659
<b>Carrying amount at year-end</b>	<b>1.274</b>	<b>619</b>

## NOTE 13 Participations in Group companies

	2020-12-31	2019-12-31
Accumulated acquisition cost		
At the beginning of the year	44.214	44.214
At year-end	44.214	44.214
<b>Carrying amount at year-end</b>	<b>44.214</b>	<b>44.214</b>

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

	Number of participations	Participation percentage	2020-12-31	2019-12-31
			Carrying amount	Carrying amount
JLT Mobile Computers Sweden AB	10.000	100	43.936	43.936
JLT Mobile Computers UK Ltd	10.000	100	2	2
JLT Mobile Computers Inc	6.000	100	276	276
			44.214	44.214

## Information about corporate registration numbers and registered offices

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

## NOTE 14 Receivables from Group companies

	2020-12-31	2019-12-31
<b>Parent company</b>		
Accumulated acquisition cost		
At the beginning of the year	7.694	11.663
Settled receivables	-710	-3.969
At year-end	6.984	7.694
<b>Carrying amount at year-end</b>	<b>6.984</b>	<b>7.694</b>

## NOTE 15 Deferred tax

2020-12-31		
Group	Deferred tax assets	Net
Impairment of securities	55	55
Warranty provisions	67	67
Unused tax losses	71	71
<b>Deferred tax asset/liability (net)</b>	<b>193</b>	<b>193</b>

Remaining tax loss carryforwards at the end of the period totaled MSEK 3.2 (3.4), of which MSEK 2.8 (3.4) were attributable to foreign subsidiaries. Remaining loss carryforwards in foreign subsidiaries were not recognized as deferred tax assets.

2019-12-31		
Group	Deferred tax liabilities	Net
Impairment of securities	55	55
Warranty provisions	38	38
<b>Deferred tax asset/liability (net)</b>	<b>93</b>	<b>93</b>

Remaining loss carryforwards amounted to MSEK 3.4 at the end of the period, all attributable to foreign subsidiaries. Remaining loss carryforwards were not recognized as deferred tax assets.

2020-12-31		
Parent company	Deferred tax liabilities	Net
Impairment of securities	55	55

2019-12-31		
Parent company	Deferred tax assets	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

	2020-12-31	2019-12-31
<b>Group</b>		
Prepaid insurance	166	157
Prepaid rent	114	118
Other items	707	998
	<b>978</b>	<b>1.273</b>
<b>Parent company</b>		
Prepaid insurance	15	13
Other items	83	150
	<b>98</b>	<b>163</b>

## NOTE 17 Number of shares and quota value

JLT shares	2020-12-31	2019-12-31
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 51,138 be appropriated as follows:

Dividend 28,552,000 shares * 0.27 SEK	7.709
To be carried forward	43.429
<b>Total</b>	<b>51.138</b>

## NOTE 19 Other provisions

	2020-12-31	2019-12-31
<b>Warranty provisions</b>		
Carrying amount at the beginning of the year	2.000	1.828
Provisions made during the year 1)	-259	172
<b>Carrying amount at year-end</b>	<b>1.741</b>	<b>2.000</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

	2020-12-31	2019-12-31
<b>Group</b>		
Accrued salaries	3.692	2.821
Accrued social security contributions	1.093	1.057
Prepaid agreements	17.037	17.913
Other items	328	527
	<b>22.150</b>	<b>22.318</b>
<b>Parent company</b>		
Accrued salaries	1.469	1.363
Accrued social security contributions	402	396
Other items	160	225
	<b>2.031</b>	<b>1.984</b>

## NOTE 21 Other cash flow statement disclosures

Adjustments for non-cash items, etc.

	2020	2019
<b>Group</b>		
Depreciation/amortization	1.476	2.328
Realized results, financial assets	581	-460
Other provisions	-259	172
Other non-cash items	-99	-40
	<b>1.699</b>	<b>2.000</b>
<b>Parent company</b>		
Realized results, financial assets	581	-459
Other non-cash items	-	-
	<b>581</b>	<b>-459</b>

## NOTE 22 Cash and cash equivalents

	2020-12-31	2019-12-31
<b>Group</b>		
The following subcomponents are included in cash and cash equivalents		
Bank balances	30.436	27.661
	<b>30.436</b>	<b>27.661</b>
<b>Parent company</b>		
The following subcomponents are included in cash and cash equivalents		
Bank balances	1.245	1.084
	<b>1.245</b>	<b>1.084</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

	2020-12-31	2019-12-31
<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 2020 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.

# Signatures

The balance sheets and income statements of the Parent Company and the Group will be adopted at the Annual General Meeting on 6 May 2021.

Växjö, 26 March 2021



**Ola Blomberg**  
Chairman



**Jan Sjöwall**



**Per Holmberg**  
Chief Executive Officer



**Per Ädelroth**



**Jessica Svenmar**



**Jan Olofsson**

Our audit report was submitted on 2 April 2021

KPMG AB



**Michael Johansson**  
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 2020. 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 Managing Director are responsible for this other information.

Our opinion on the annual accounts and consolidated accounts does not cover this other information

vi 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 Director's and the Managing Director

The Board of Directors and the Managing Director 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 Managing Director 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 Managing Director 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 Managing Director 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 Managing Director.
- Directors' and the Managing Director'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 2020 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 Managing Director 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 Managing Director

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 Managing Director 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 Managing Director 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.

This annual report is a translation of the Swedish original and has not been separately audited. Any information in this annual report regarding auditing thus refers to the Swedish original.

Växjö den 2 april 2021

KPMG AB



Michael Johansson  
Auktoriserad revisor

# Board, management and auditors

The company has fixed formal rules of procedure and convened seven times in 2020.

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** (born 1957)

Chairman of the Board since 2019, elected to the Board in 2005. 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.

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

**Jan Olofsson** (born 1943)

Has extensive experience in electrical engineering in the military sector since his time as project manager at Telub and Bofors.

**Owens (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** (born 1972)

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.

**Owens 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)

Elected to the Board in 2017; no formal assignments within the company. 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.

**Owens 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)

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.

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

## Management

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

Per Holmberg assumed the position of CEO in 2009 and has experience from the US where he was marketing manager for Xilinx Inc. Per is also sales manager.

**Shareholding: 726,152. Call options: 100,000.**

**Stefan Käck** (born 1955), executive Vice President/CFO

Executive Vice President/CFO since May 2005. CFO with primary responsibility for production and logistics. Former board member of JLT.

**Shareholding (including family): 228,000 shares. Call options: 50,000.**

**Eric Miller** (born 1968) CEO of JLT Mobile Computers Inc.

CEO of JLT Mobile Computers Inc. since 2014. Former sales manager at DAP technologies with responsibility for sales of JLT products in the US.

**Shareholding: 0**

## Auditors

**Michael Johansson** (born 1964)

Chartered Accountant. Partner at KPMG AB. Auditor of the company since 2013.

# 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, 6 May 2021. Considering the coronavirus, the AGM will be carried out only through advance postal voting pursuant to temporary legislation. Thus, no general meeting with the possibility to attend in person or by proxy will be held.

## 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, 5 May 2021, and to register for the general meeting by no later than Wednesday, 5 May 2021 by submitting an advance vote as instructed below, so that the advance vote is received by the company by that date at the latest.

Shareholders may exercise their voting rights at the AGM only by voting in advance, so-called postal voting, in accordance with Section 22 of the Act (2020:198) on temporary exceptions to facilitate the execution of general meetings in companies and other associations. A special form must be used to cast the advance vote. The form is available from [www.jltmobile.com](http://www.jltmobile.com). The advance voting form is considered valid registration for the AGM. **The completed form must be received by the company by Wednesday, 5 May 2021 at the latest. The completed form should be submitted to JLT Mobile Computers AB (publ), Isbjörnsvägen 3, 352 45 Växjö, Sweden (mark the envelope: "årsstämma"). The completed form may also be submitted electronically, and shall in that case be sent to [george.oguz@jltmobile.com](mailto:george.oguz@jltmobile.com).** 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 Friday, 30 April 2021. 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 2021	6 May 2021
Interim report Jan-Jun 2021	12 August 2021
Interim report Jan-Sep 2021	22 October 2021
Year-end Report 2021	10 February 2022

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



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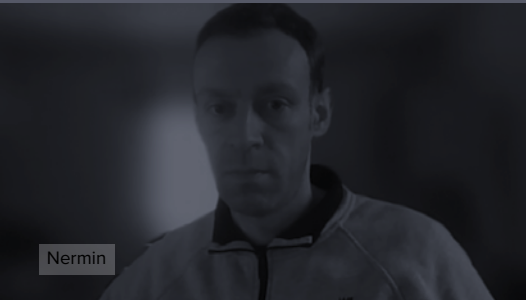
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Lucy



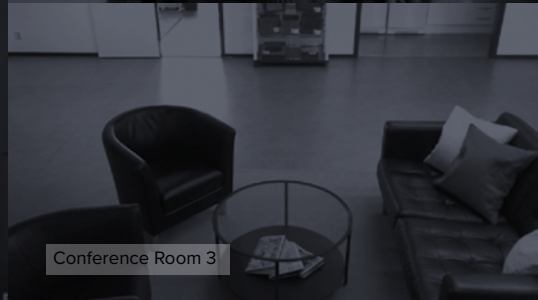
Matt



Nermin



Per



Conference Room 3



MT3007A



Johan



VM3010A



Andreas



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Peter