Market situation
Lower unemployment levels, despite increase in the number of jobs in the economy

**Employment up.** In April, 5 043 000 people were employed, up 78’ since April 2017 and more than 300’ since 2014

**Unemployment unchanged.** In March, 359’ (7.2%) were unemployed. 171’ were in labour market programmes

**Improving situation for newcommers.** Unemployment among born in another country decreases – from 22.1 to 20.5% (204 000). 167 000 were born outside Europe

**Full employment for Swedes.** Unemployment among Sweden borns down from 4.0 to 3.7%

**Lower unemployment among young.** For 18-24 years of age, unemployment is down from 54’ to 47’ (8.7%)

**Long term unemployment increases.** 153’ unemployed > a year (149’)

*Source SCB, rest AF*
Skills shortage on labour market continues with record level of unrecruited positions

Number of available job positions, end of month

Demand of labour high

Unrecruited positions increase:
- From March 2017, the number of unmanned positions on the labour market has increased by 8%.
- Since 2014, it has more than doubled.
YA’s number of participants up 71% over the year, despite decrease in total participants in labour courses
Financial information

A quarter with improved turnover and result
Revenues were SEK 149.1 million (90.6) in the quarter.

The average number of students in AUB has been 2858(1433) for the period.

EBITDA amounted to SEK 17.8 million (6.1)

EBITDA margin 11.9% (6.7%) and EBIT-margin 8.3% (1.3%)
Cash balance amounted to SEK 4.4 million (4.8) at the end of the quarter.

Cash flow amounted to SEK 3.4 million (-17.6).

Cash flow from operating activities amounted to SEK 3.4 million (-24.0).

Change in Working capital was SEK -6.4 million (-22.4).

Net debt amounted to SEK 392.4 million (391.6).
Delivery
Almost 3 of 4 participants employed three months after course

All YA: Last 4 months*

<table>
<thead>
<tr>
<th>Share employed</th>
<th>Direct after course</th>
<th>3 months after</th>
<th>6 months after</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>63</td>
<td>69</td>
<td>76</td>
</tr>
</tbody>
</table>

Share full time

- Direct after course: 86%
- 3 months after: 87%
- 6 months after: 91%

Within profession

- Fully / partly / not employed:
  - Direct after course: 96%
  - 3 months after: 81%
  - 6 months after: 85%

Share interrupted

- Employed: 77%
- Large absence: 32%
- Failed / wrong profession: 12%
- Disease: 13%
- Other: 30%

High share in job regardless of industry

Week 10, last 4 monyhs

- Construction: 73%
- Real estate: 65%
- Vehicle mechanics: 56%
- Industrial tech: 90%
- Excavator: 84%
- Manufacturing: 77%
- Transport: 52%
- Health care: 100%

*Response rate 73% (3 months), 502 respondents
Despite the rapid increase in participants, YA maintain high satisfaction among participants and employees

Participant evaluations
Average of five parameters (0-5)

Week: 16 21 36 41 45 50 2 7 11 15
Score: 4.2 4.2 4.1 4.2 4.1 4.3 4.2 4.1 4.1

Employee evaluations
Average of eight parameters (0-5)

Week: 16 21 36 41 45 50 2 7 11 15
Score: 3.8 3.8 3.9 4.1 4.1 4.1 4.0 4.0 4.0

...leads to a positive NPS, net promoter score "how likely is it that you would recommend YA?"

Grade X

Promoters: 146
Detractors: 92
Passive: 36

NPS: +12%
The profitable growth strategy in 2016 has continuously delivered increase in contract value

**Turn-over and contract value change 2015-18**

<table>
<thead>
<tr>
<th></th>
<th>2015</th>
<th>Loss 2016*</th>
<th>Q2 2016</th>
<th>Q3 2016</th>
<th>Q4 2016</th>
<th>Q1 2017</th>
<th>Q2 2017</th>
<th>Q3 2017</th>
<th>Q4 2017</th>
<th>Q1 2018</th>
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<tbody>
<tr>
<td>Stable total turn-over</td>
<td>~SEK 380m</td>
<td></td>
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<td>~30</td>
<td>~200</td>
<td>~15</td>
<td>~20</td>
<td>~60</td>
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<td>~SEK 380m</td>
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<td>-150</td>
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<td><strong>-150</strong></td>
<td>50</td>
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</table>

*Actual results 2016: Turn-over: SEK358m, EBITDA SEK44m, 11%

**VUX: Abbreviation for Vocational high school education

*** Re-won contracts, net effect probably small, if any

**** Will contribute only marginally in 2018 due to economic upturn

***** Vocational university, full effect 2019
Thank you!

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Yrkes Akademinen
Vi hjälper dig att lyckas!