



YA Holding AB (publ) Investor presentation Q1 2018

Jan Larsson CEO

Mikael Vesterlund CFO

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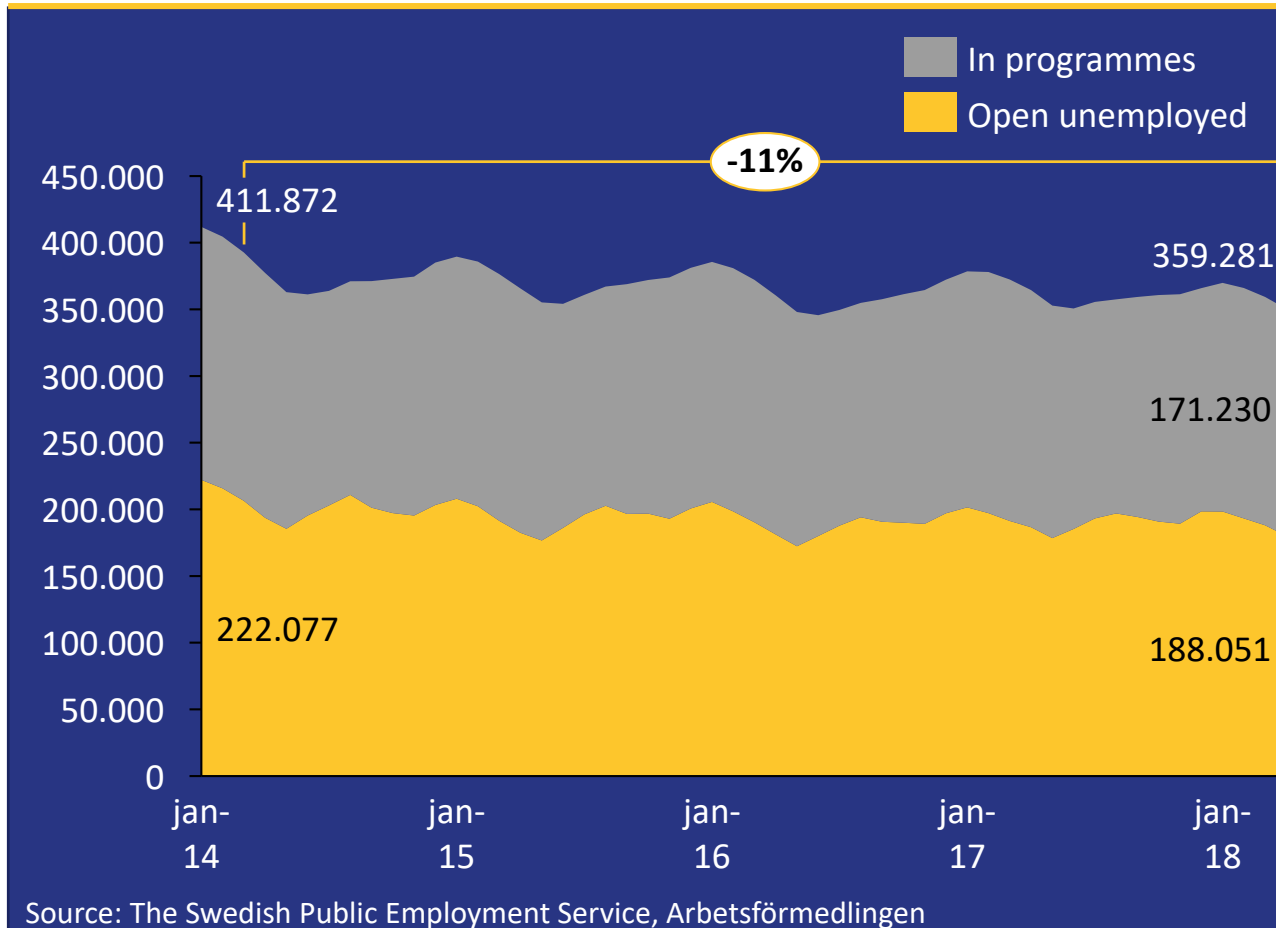
Market situation



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

Unemployment Sweden 2014-2017

January 2014-February 2018

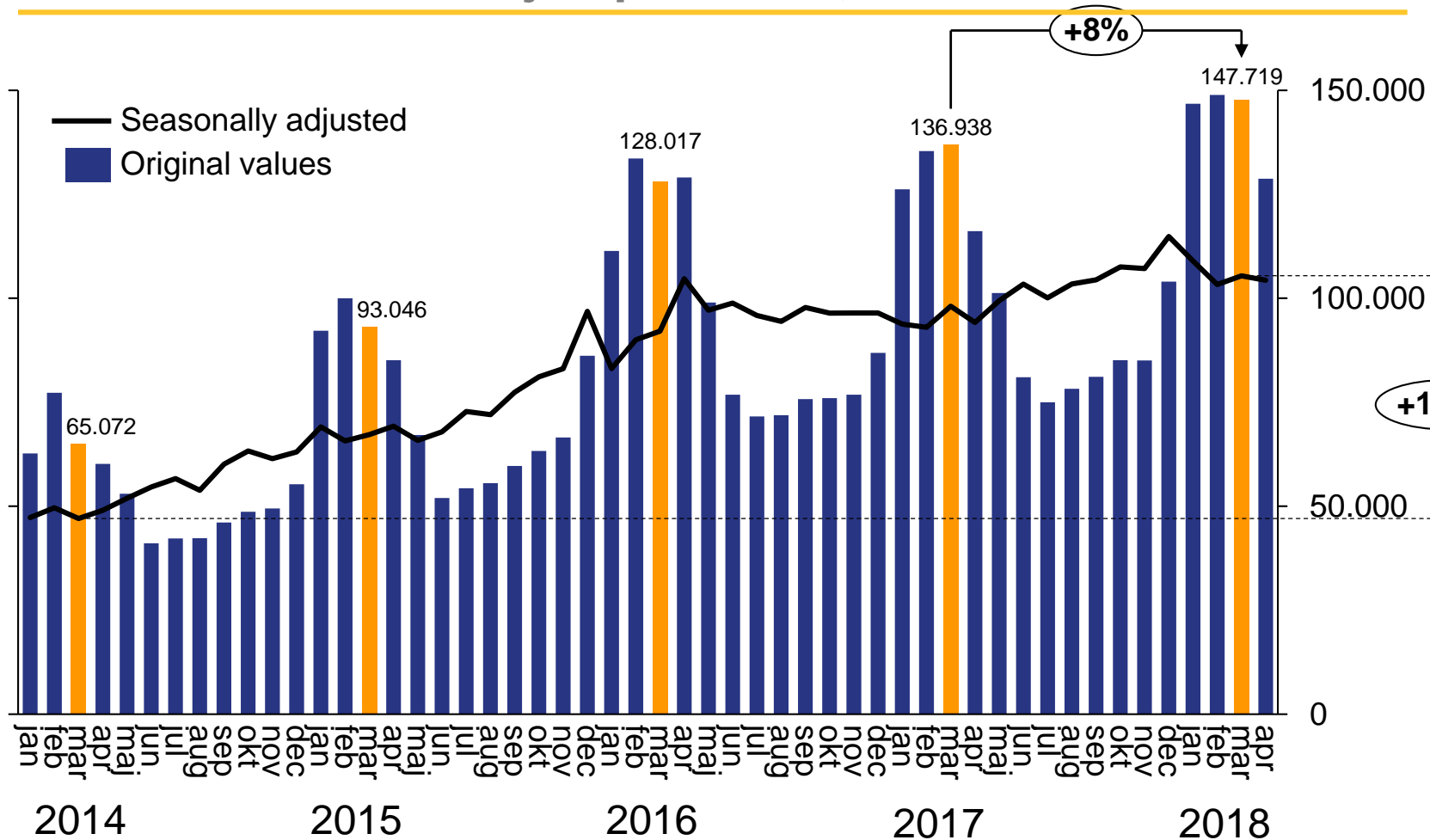


Continued need for training for immigrants

- **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 newcomers.** 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')

Skills shortage on labour market continues with record level of unrecruited positions

Number of available job positions, end of month



Demand of labour high

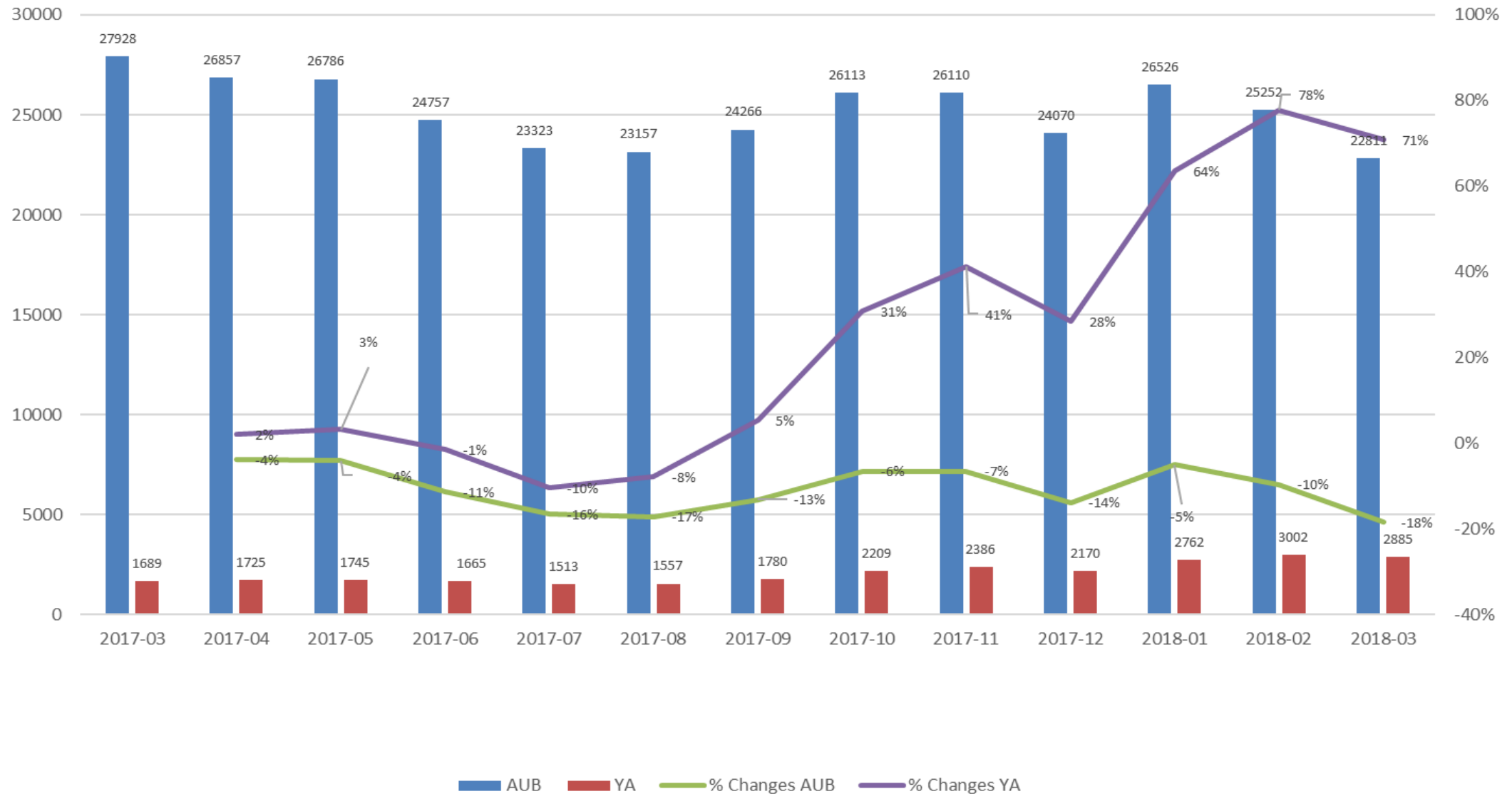
Unrecruited positions increase:

- From March 2017, the number of unmanned positions on the labour market has increased by 8%
- Since 2014, it has more than doubled.

+124%

+8%

YA's number of participants up 71% over the year, despite decrease in total participants in labour courses

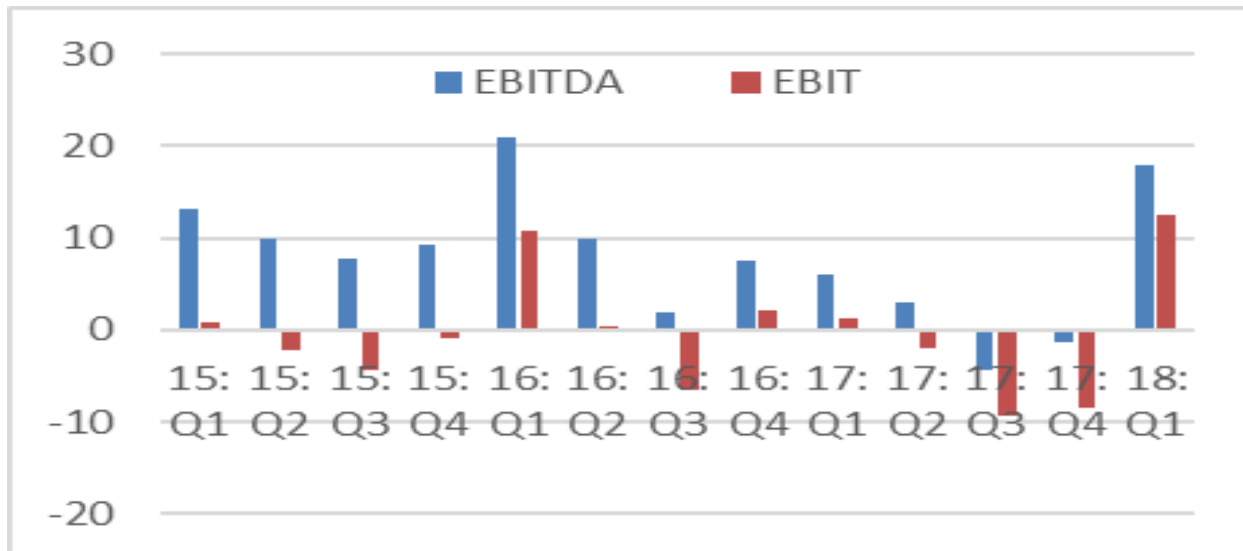
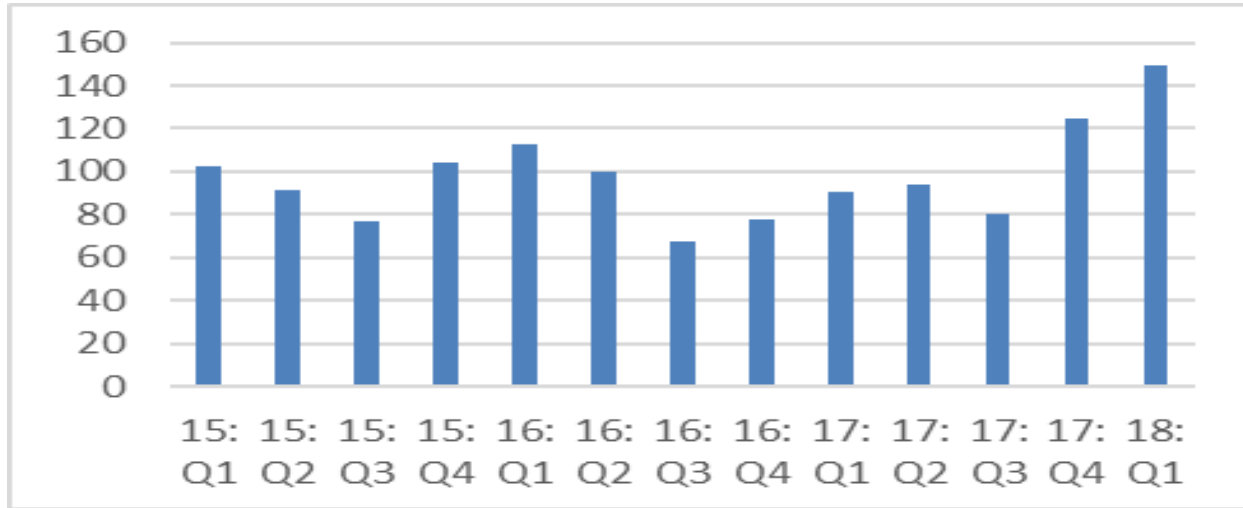


Financial information

A quarter with improved turnover and result



Profit & loss Q1 2018



Improved turnover and results

- ▶ 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%)

Balance sheet and cash flow

- ▶ 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).

Cashflow Q1

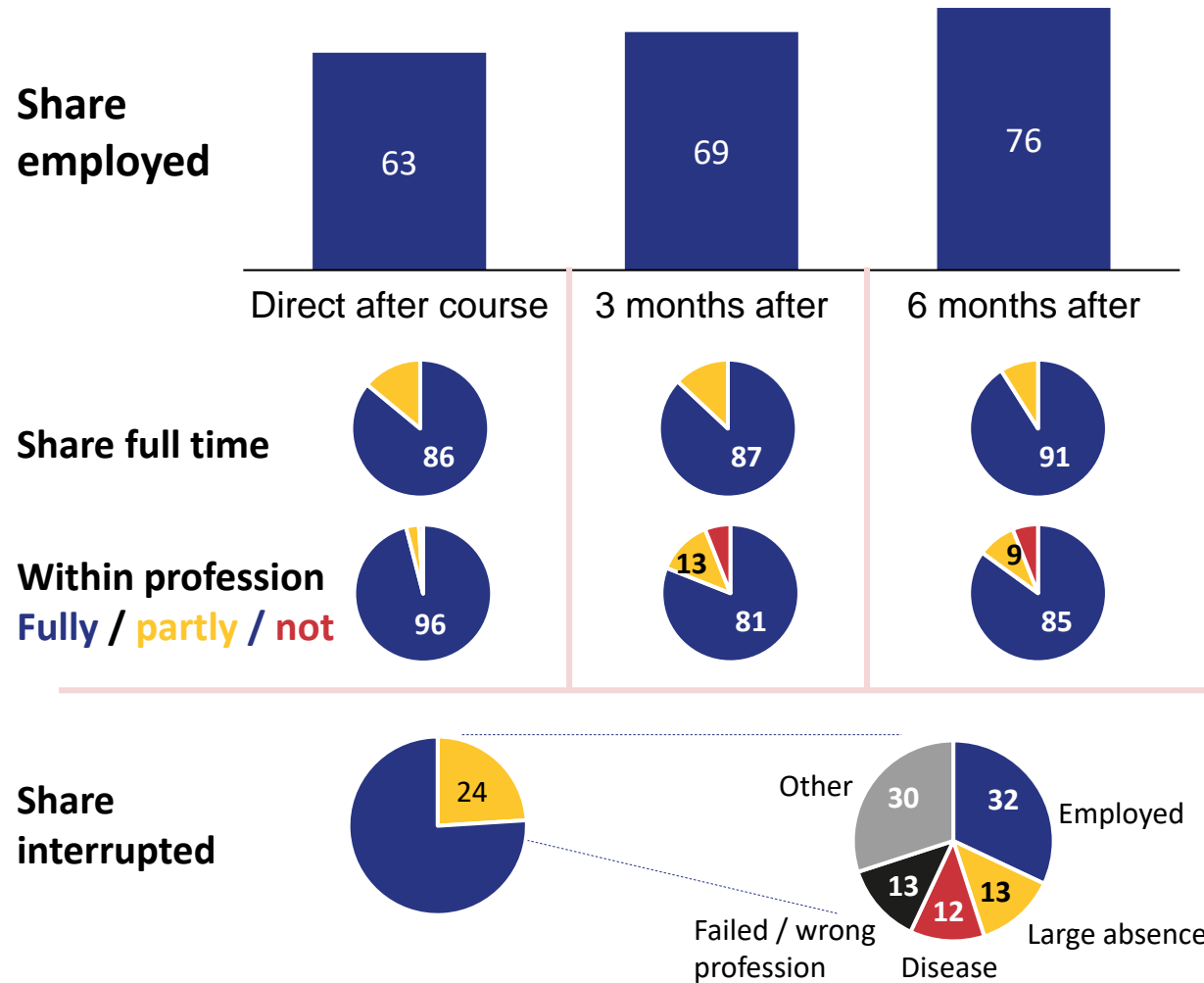
	Q1
EBITDA	17,8
Change in working capital	-6,4
Cash flow before interest and taxes	11,4
Interest paid	-7,2
Income tax paid	-0,8
Cash flow from operating activities	3,4
Cash flow from investing activities	-17,3
Cash flow from financing activities	12,3
Cash flow for the period	-1,6

Delivery



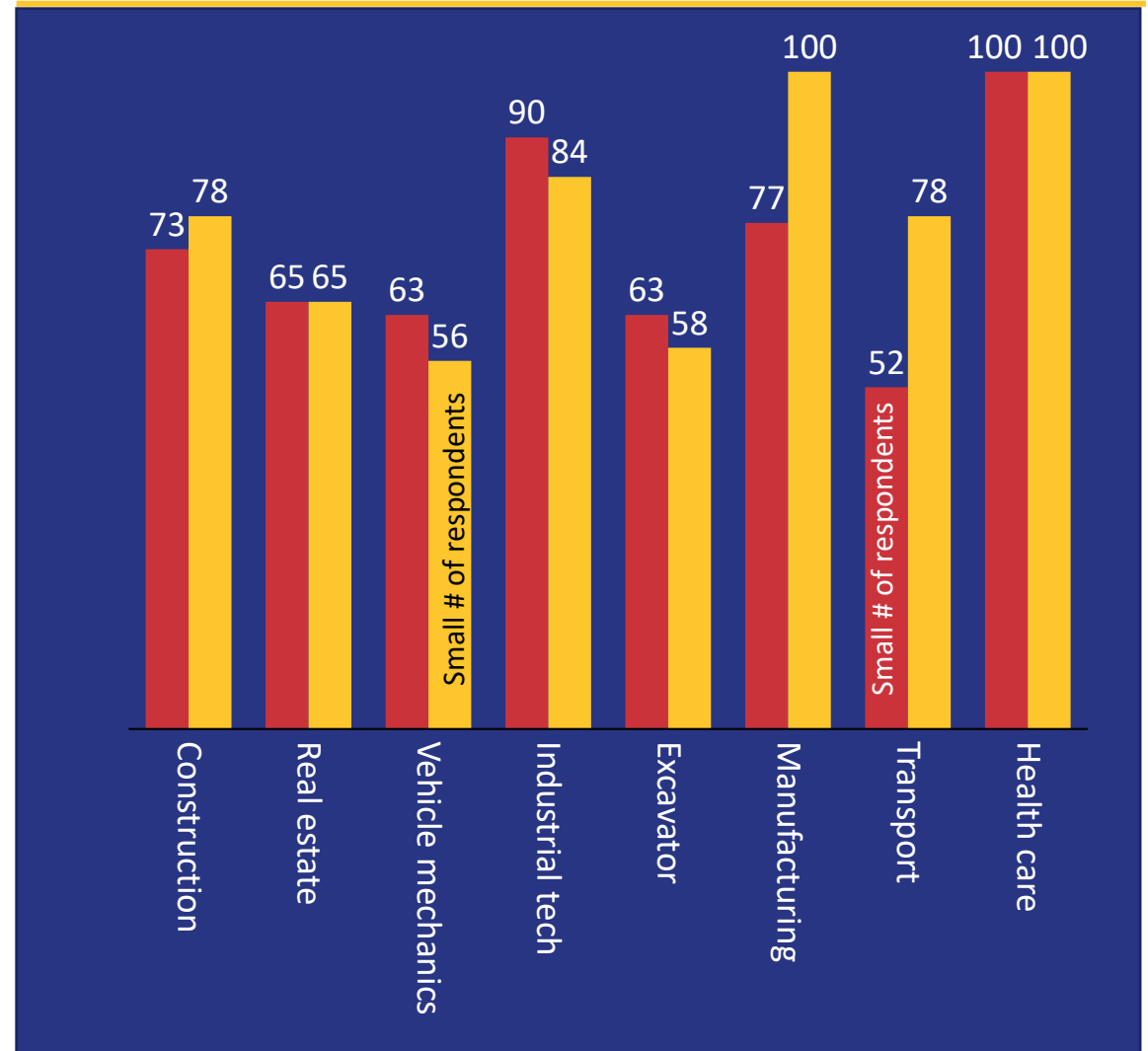
Almost 3 of 4 participants employed three months after course

All YA: Last 4 months*



*Response rate 73% (3 months), 502 respondents

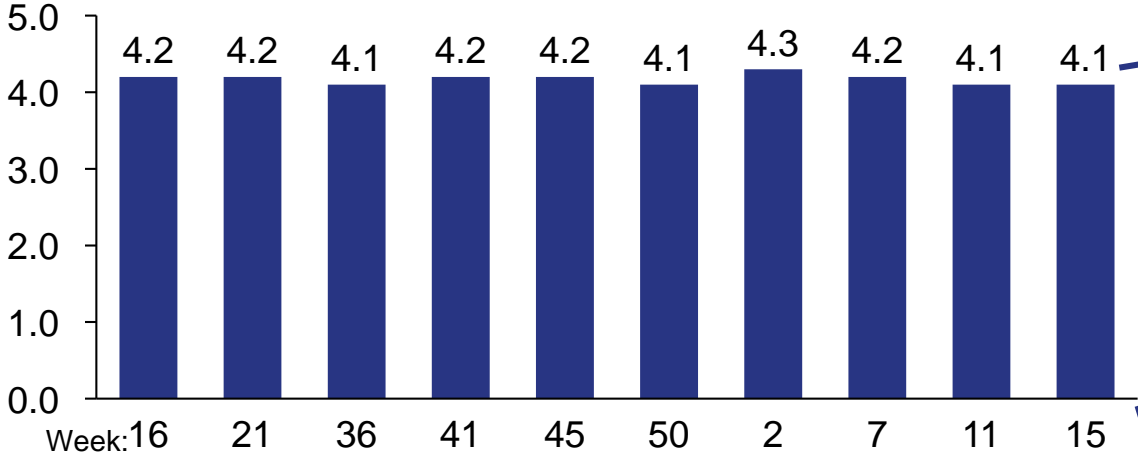
High share in job regardless of industry
Week 10, last 4 months



Despite the rapid increase in participants, YA maintain high satisfaction among participants and employees

Participant evaluations

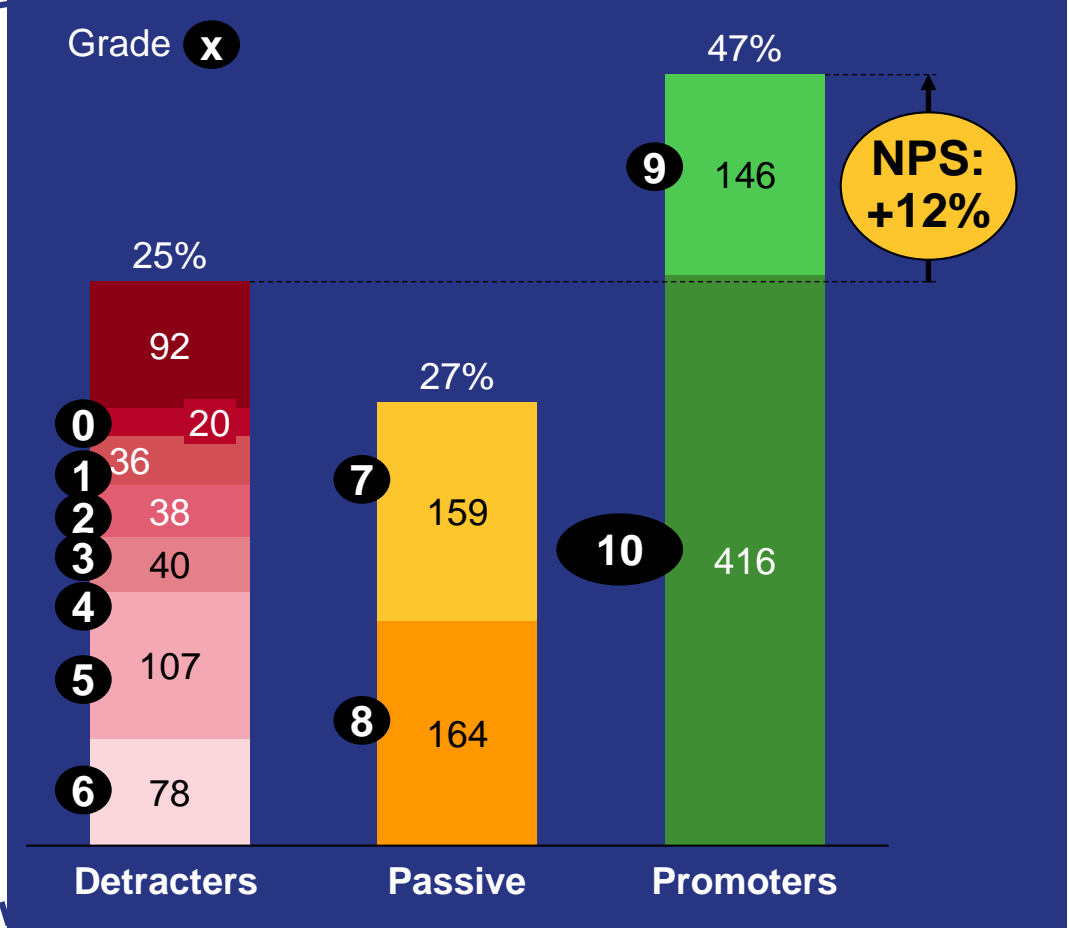
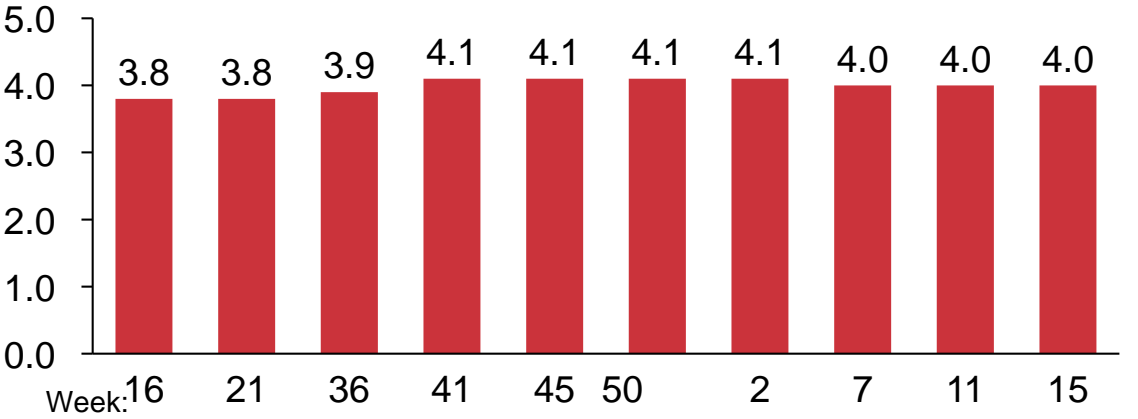
Average of five parameters (0-5)



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

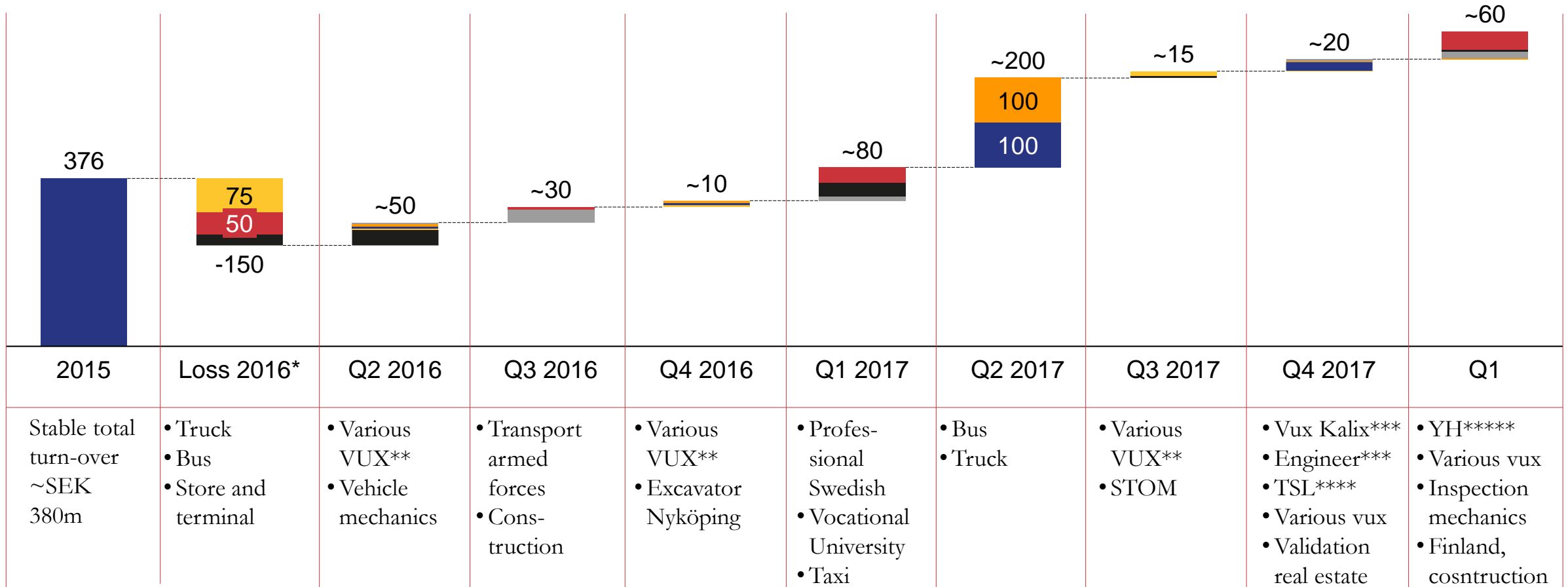
Employee evaluations

Average of eight parameters (0-5)



The profitable growth strategy in 2016 has continuously delivered increase in contract value

Turn-over and contract value change 2015-18



*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!

jan.larsson@ya.se mikael.vesterlund@ya.se



**Yrkes
Akademin**

Vi hjälper dig att lyckas!