

YA Holding AB (publ)

Investor presentation Q3 2016

Jan Larsson CEO
Mikael Vesterlund CFO

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Participants

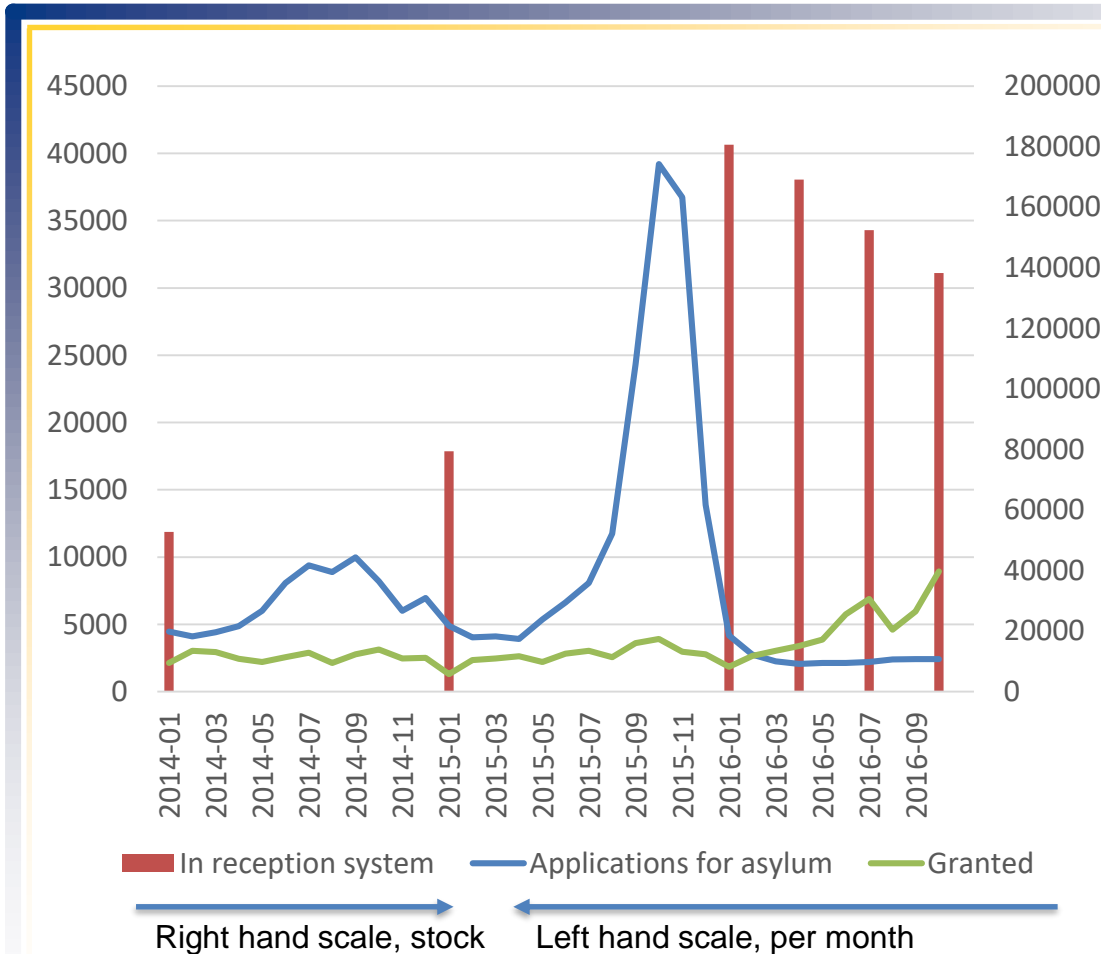


CEO
Jan Larsson



CFO
Mikael Vesterlund

Inflow of asylum seekers low, but increase in decision speed will lead to more job seekers



Delayed effect on market:

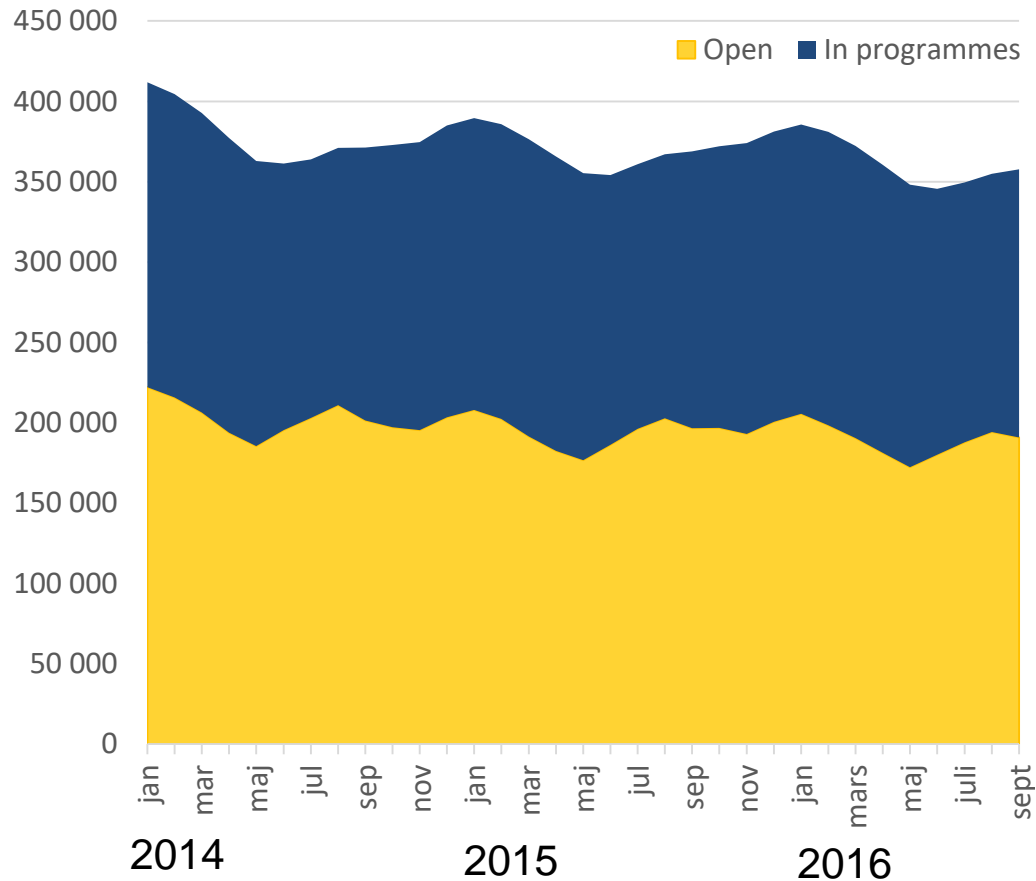
- Inflow lower than before the asylum wave
- Average handling time 361 days, 124 days longer than in January
- # of decisions continues to increase to >10.000 per month
- # of granted permits stays high. 61% (6.000) in September, and increasing
- >50% granted on average
- 138.000 asylum seekers in system, 115.000 with no asylum decision

Source: The Swedish Migration Board, Migrationsverket

Unemployment down, but increases among those born outside of Europe

Unemployment

Number of people



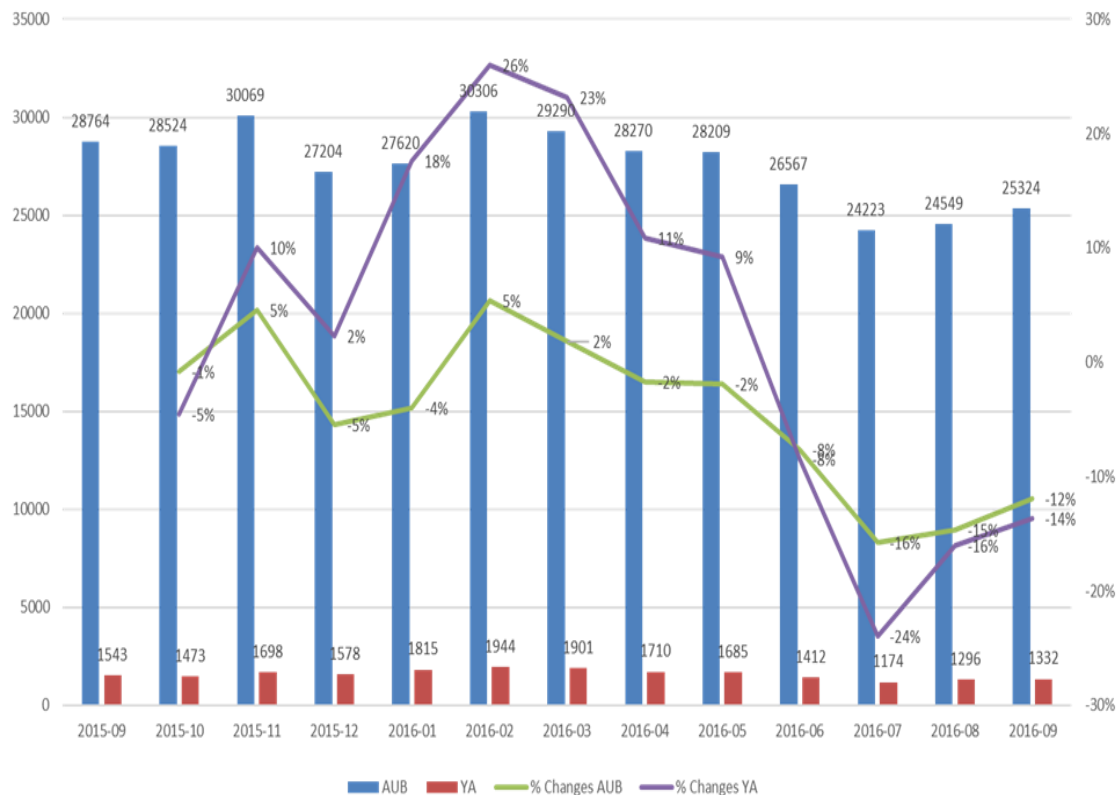
Continued need for matching and training:

- 76.000 vacant positions, +27% in 12 months
- # of unemployed who got a job in Sep: 40.000 (-5.4%)
- Youth unemployment 61.000 (11.7%), lowest since 2008
 - Primarily youth w/out secondary education
- Unemployed born out of Europe up 16.000 to 155.000
- 52.000 unemployed in "Establishing mission" (+10.000)

Source: The Swedish Public Employment Service, Arbetsförmedlingen

Same market share in labour training as 12 months ago despite close-down of warehouse and transport courses

Labour training participants



Volume growth

- Participants in labour education down 12 %
- YA's participants down by 14%.
- > 1/2 of turnover effect from close-down of warehouse and transport counteracted by increasing participation in existing courses:
 - machine operator/excavator
 - real estate
 - industry

Source: The Swedish Public Employment Service, Arbetsförmedlingen

Profit & loss Q3 2016

- ▶ Revenues were SEK 67.7 million (77.1) in the quarter.
- ▶ The average number of students in AUB has been 1125 (1171) for the period.
- ▶ A decline in truck and bus education compared to prior year.
- ▶ EBITDA amounted to SEK 2.0 million (7.8)
- ▶ Decreased revenue due to terminated business has generated a lower result during the quarter.

Normalized EBITDA

EBITDA (SEK million)	Q1 2015	Q2 2015	Q3 2015	Q4 2015	Q1 2016	Q2 2016	Q3 2016
Reported EBITDA	13.2	10.0	7.8	9.2	21.0	10.0	2,0
Non recurring cost	+1.6			+2.1		+3.0	
Other income							
Normalized EBITDA	14.8	10.0	7.8	11.3	21.0	13.0	2,0

Balance sheet & cash flow Q3 2016

- ▶ Cash balance amounted to SEK 18.5 million (9.8) at the end of the quarter, bank overdraft facility (SEK 30 million) not used.
- ▶ Cash flow amounted to SEK -10.3 million (0.1).
- ▶ Cash flow from operating activities amounted to SEK -9.8 million (-0.4).
- ▶ Change in Working capital was SEK -3.3million (1.0).
- ▶ Net debt amounted to SEK 378.2 million (403.2).

Cash flow Q3 2016

(SEK millions)	
EBITDA	2,0
Change in working capital	-3,3
Cash flow before interest and taxes	-1,3
Interest paid	-8,0
Income tax paid	-0,6
Cash flow from operating activities	-9,9
Cash flow from investing activities	1,4
Cash flow from financing activities	-1,8
Cash flow for the period	-10,3

Key Ratios (Covenants)

	Actual	Target
Leverage (Net debt/EBITDA)	8.0x	<3.0x
Interest coverage (EBITDA/Net finance charges)	1.8x	>2.5x

After the truck and bus tender, a combined cost reduction and growth plan has been executed

New educations H2 2016:

- Construction
- Vehicle mechanics
- Chef and restaurant worker
- Professional cleaner

New customers H2 2016:

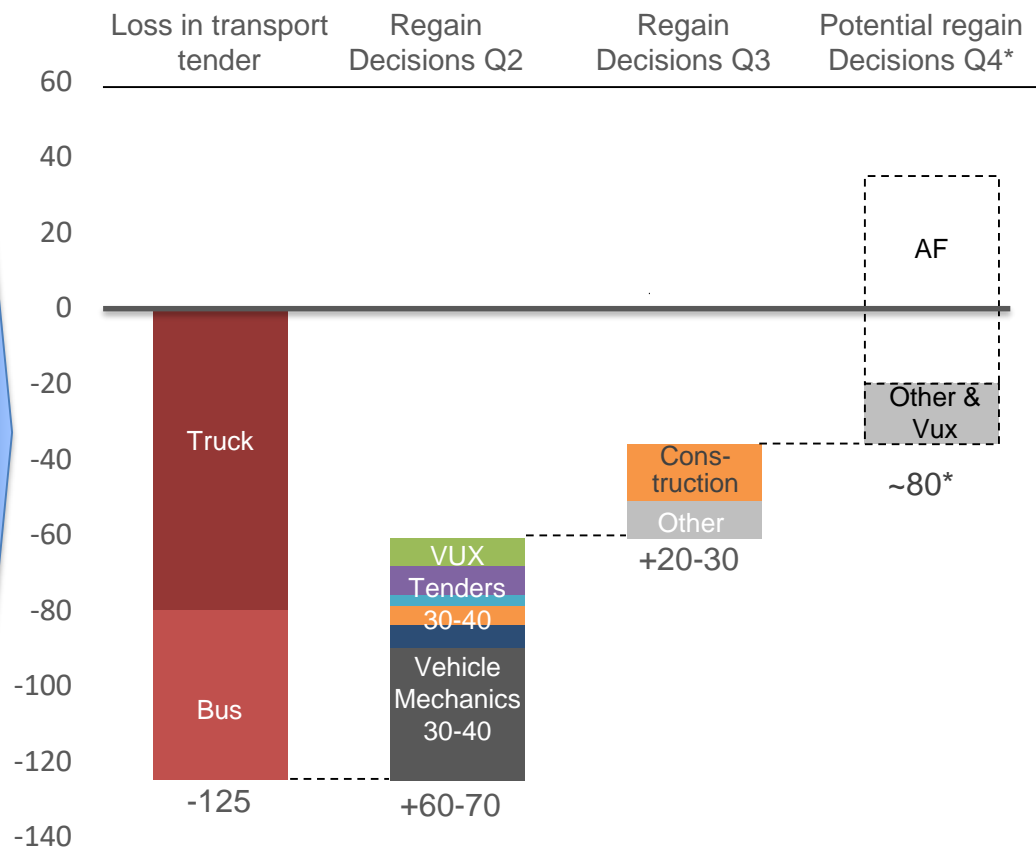
- Municipalities
- Industrial corporates
- Penitentiary education
- Vaasa, Finland

Legal appeal:

- Supreme Court
- Decision Dec-Feb
- If new tender, earliest start in September

Profitable growth program

- Losses of turn-over and regain plan:



* Estimate based on historic win-ratio and expected number of bidders. Restaurant education decision in Q4 included under the assumption that volumes will be as today

Thank You!