



# YA Holding AB (publ) Investor presentation Q1 2019

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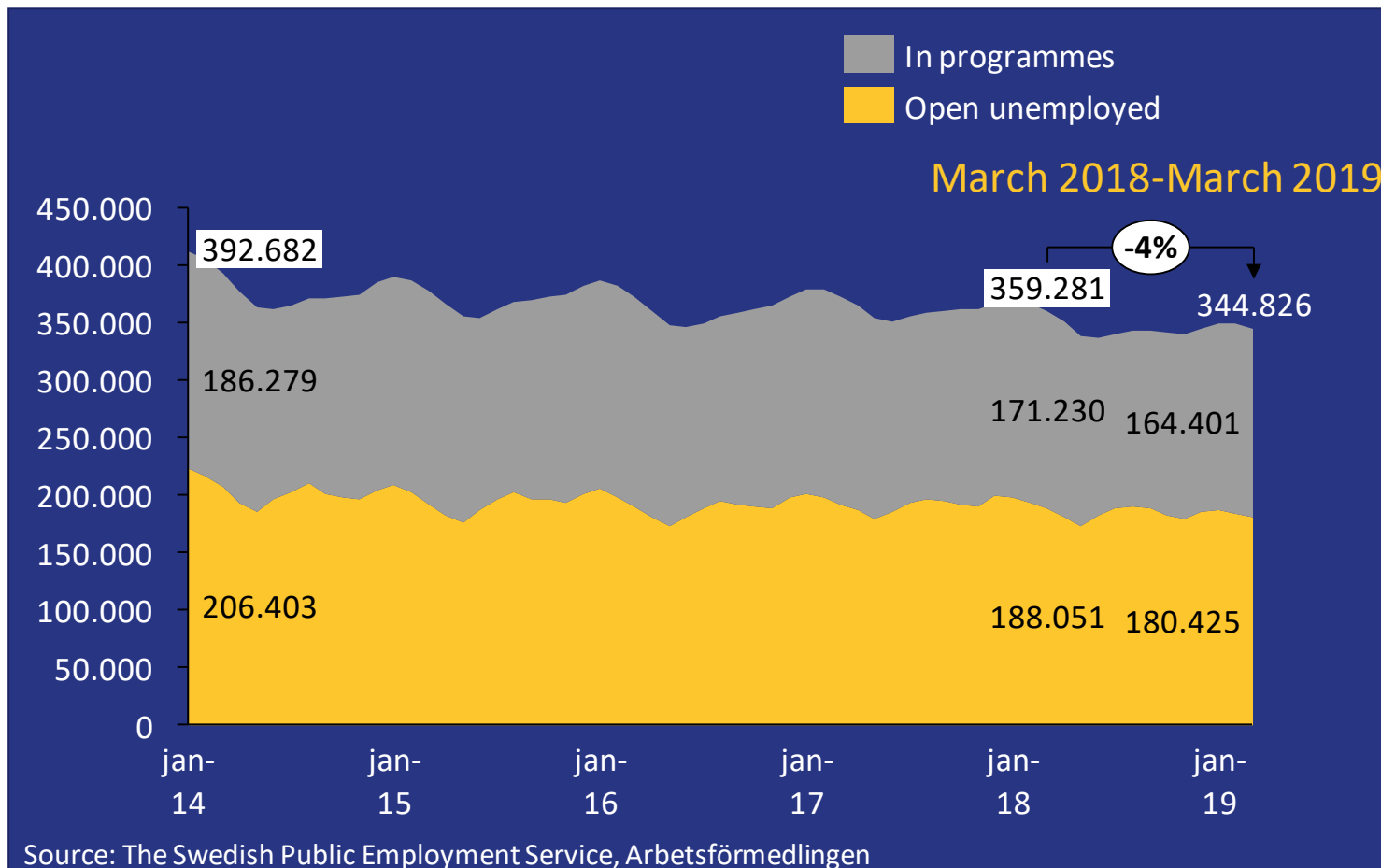
# Market situation and YA development



# Still more than 300 000 unemployed – but continued decrease in all sub-groups

## Unemployment Sweden 2014-2019

January 2014-March 2019

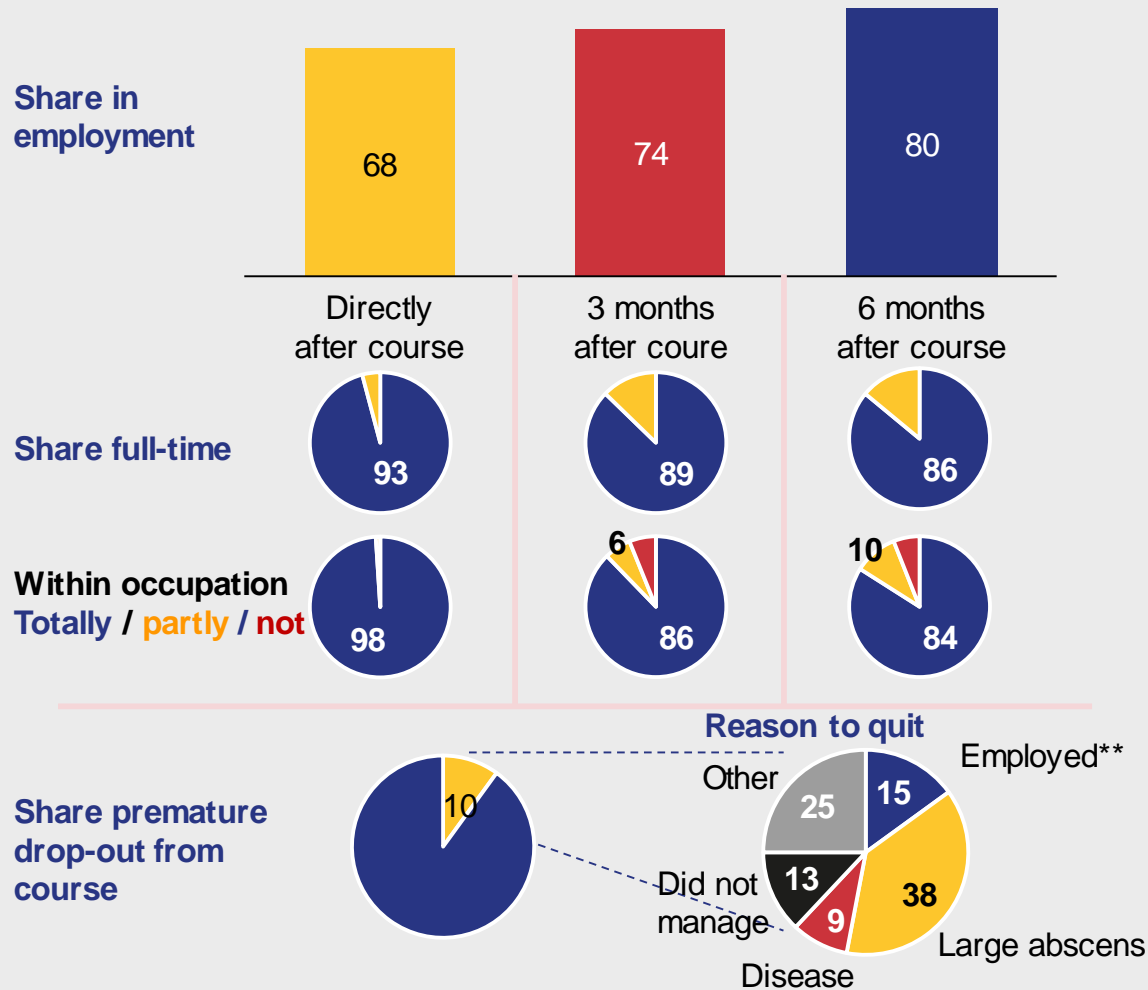


## Slow-down in reduction of unemployment

- 14.000 fewer in total unemployment than last year – previously 20.000
- 6.9% unemployment. Total unemployment down 0.3 p.u in
- Employment service: “There is still a large demand of labor, but also a lot of unemployed that lack the skills demanded and need competence add-on to be employed”.
- 3.8% of Sweden-born are unemployed. Down from 4.1
- 8.2% of 18 to 24 year olds unemployed. Down from 9.1.

# Higher share of participants in employment than last year

All of YA: Average last 4 months\*

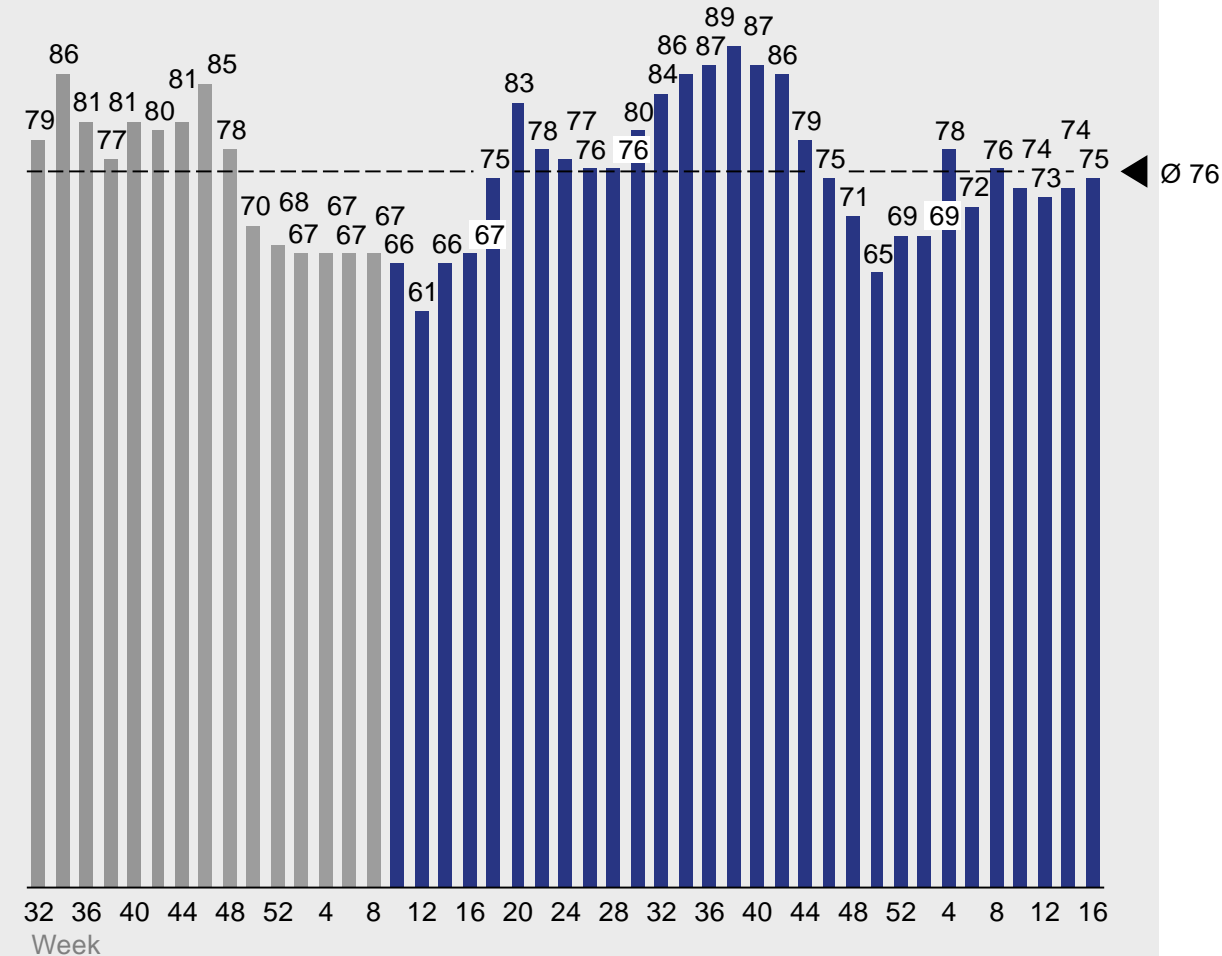


\*\*Last year: 36% dropped out because they were employed

\* Response frequency 78% (3 months), 408 answers

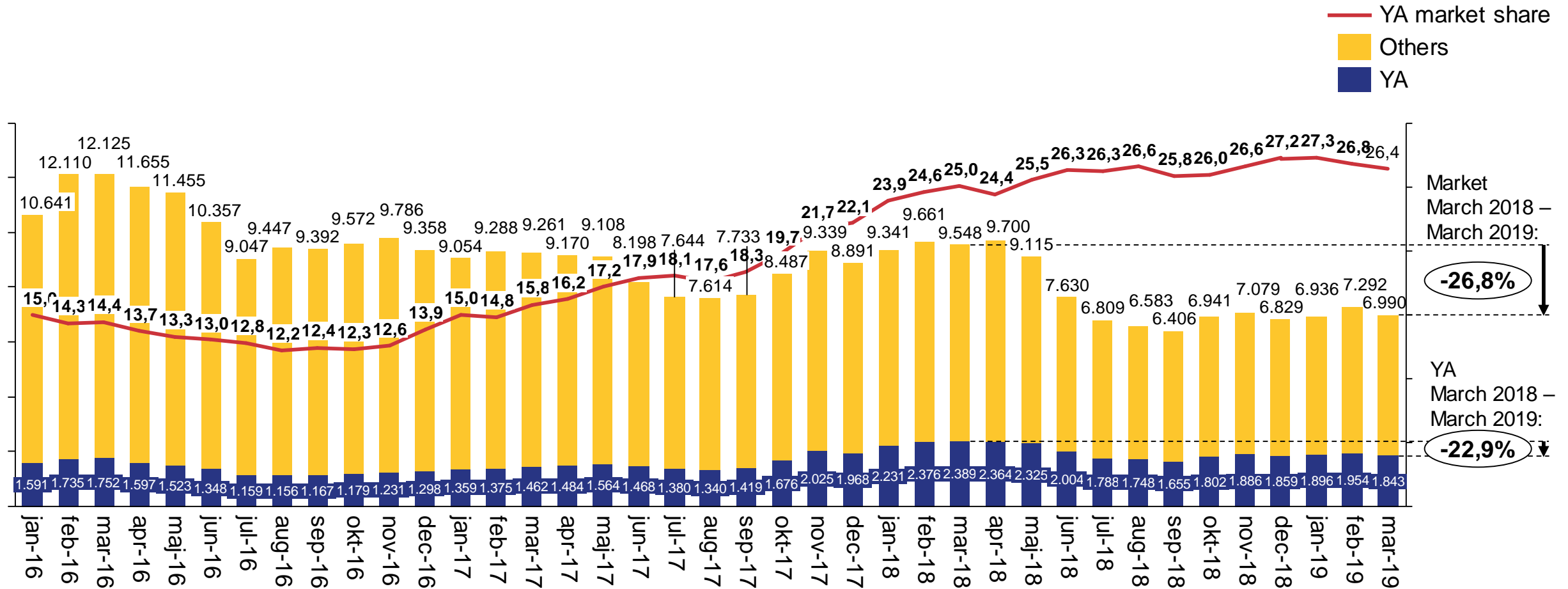
Share in employment 2017-2019

3 months after end of course - Average last 8 weeks



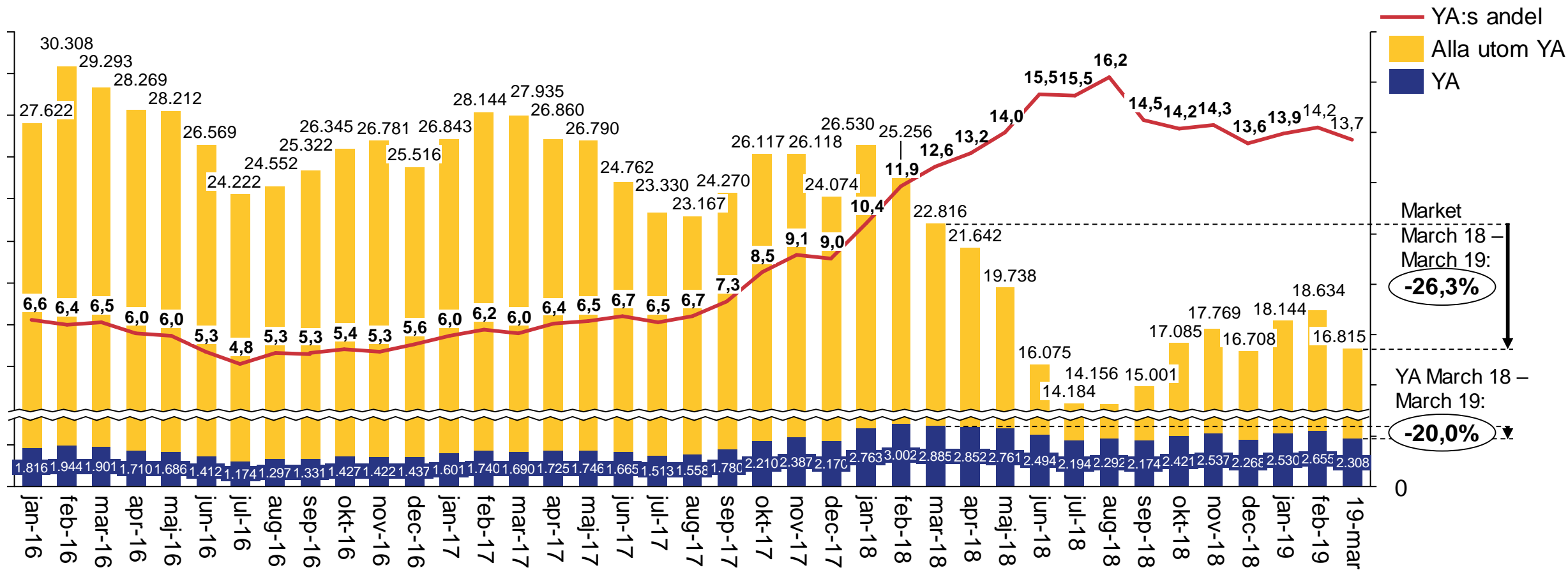
# YA's share of employment education (AUB) is falling somewhat as the earth-moving machine operator courses are being closed down

YA maintains its position as the provider with the largest number of participants



Source: Public Employment Service, Monthly statistics

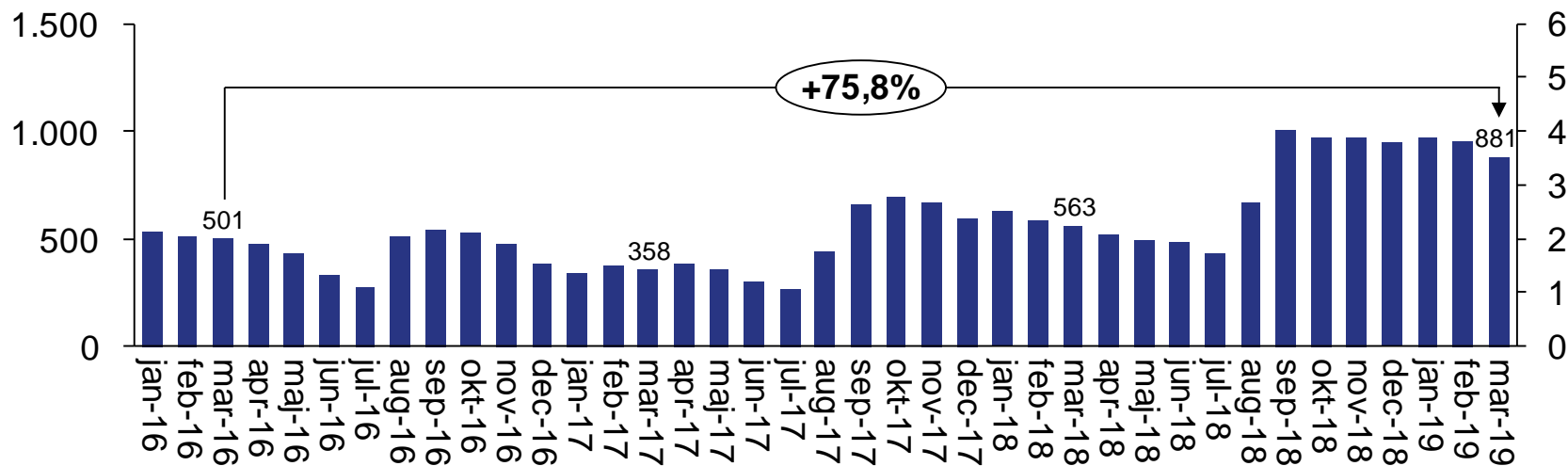
# Despite decrease in volumes, YA is still the largest private provider also when looking at AUB together with preparatory courses (FUB)



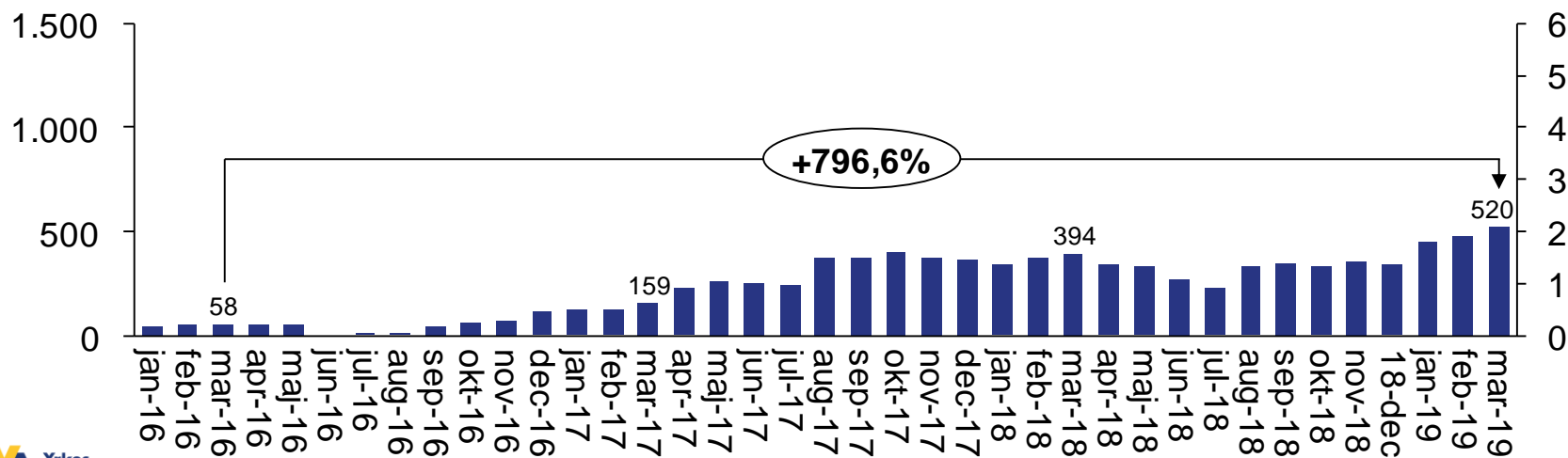
Källa: Arbetsförmedlingens månadsstatistik

# Number of participants in other customer segments increases rapidly

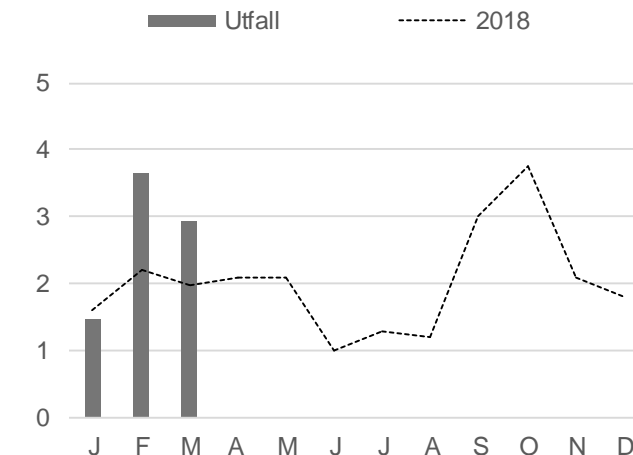
YH



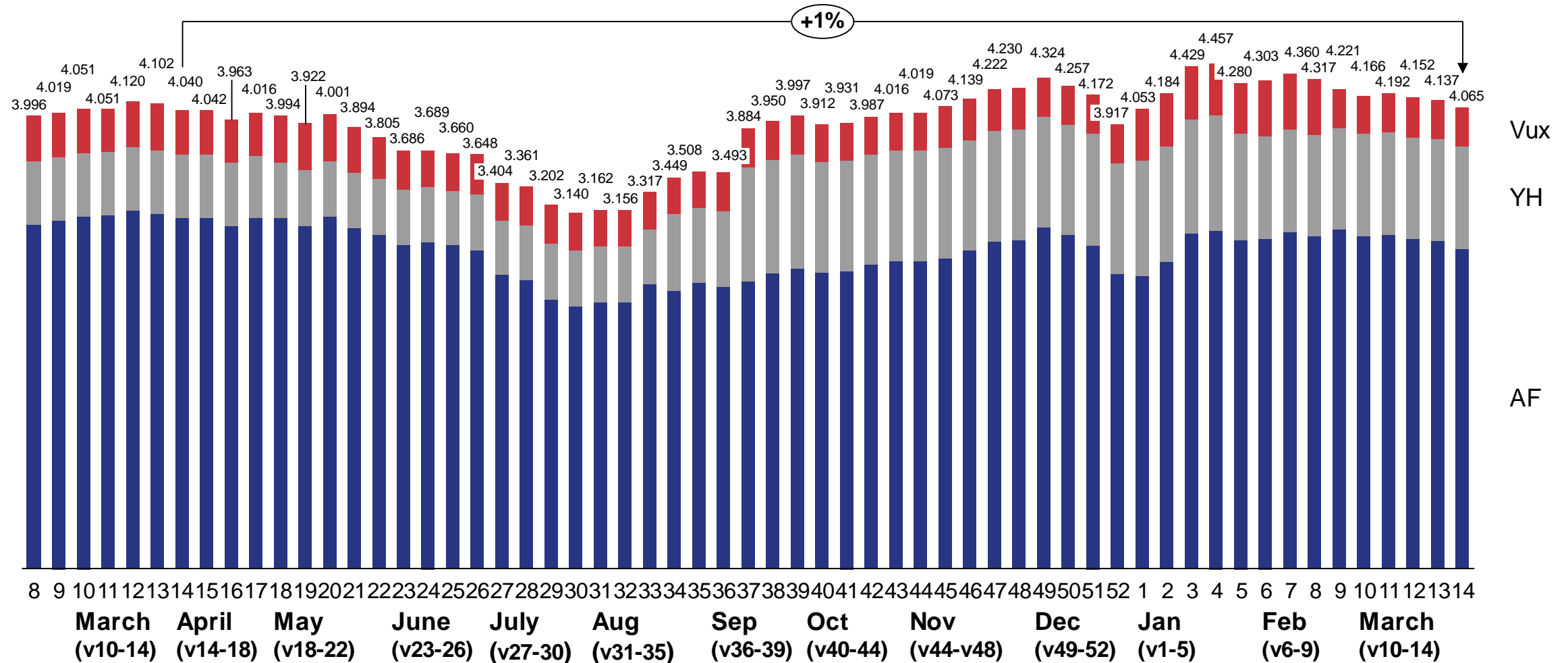
Vux



## Corporate sales



# Despite reduction in AUB, the total number of students is on the same level as a year ago due to larger diversity





# Financial information

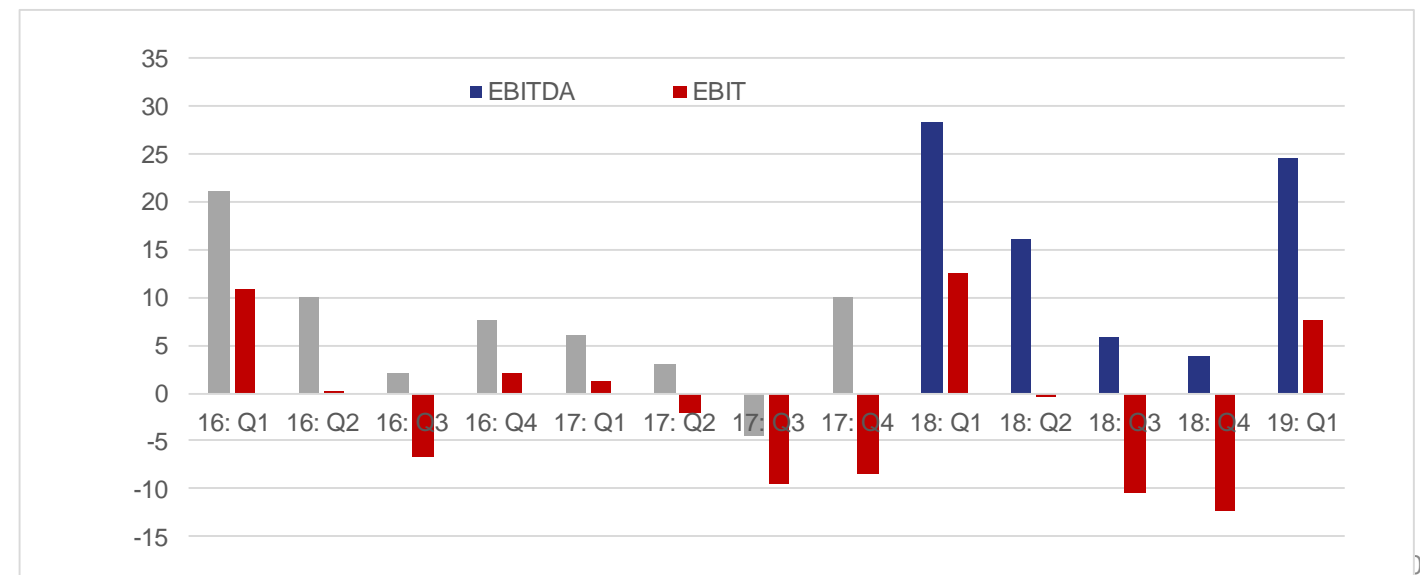
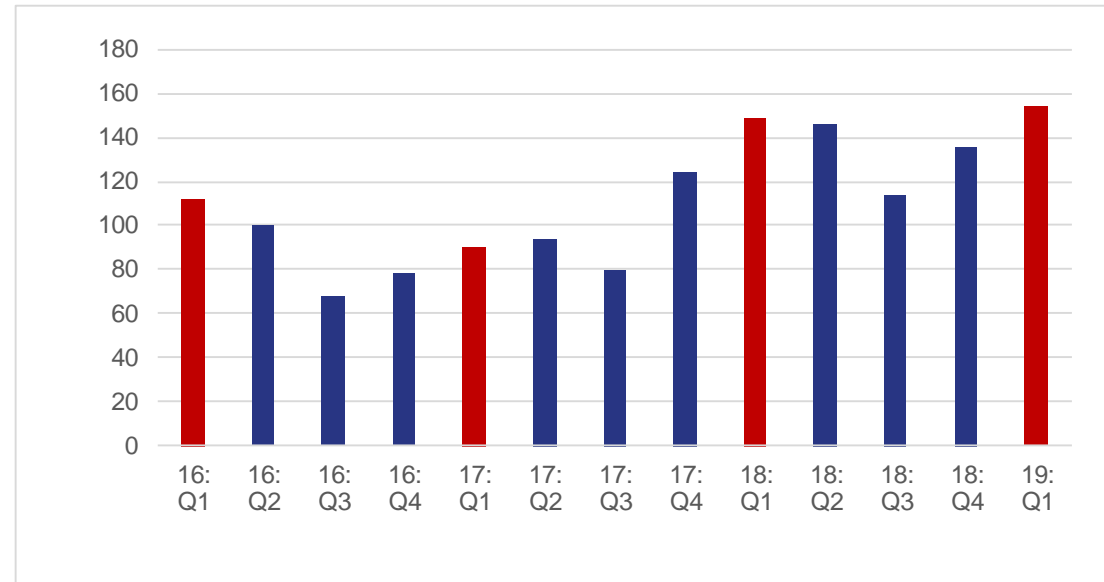
Q1 2019



# Income Statement

- ▶ Revenues were SEK 153.8 million (149.1) in the quarter.
- ▶ Q1 includes
  - ▶ 5.6 million retrospectively invoiced revenues
  - ▶ 3.0 million one-time & retrospective cost.
- ▶ EBITDA was SEK 24.5 million (28.3) or 15.9% (18.9%).
- ▶ EBIT was SEK 7.7m (12.4) or 5.0% (8.3%).
- ▶ Start-up costs had a negative effect on results.
- ▶ EBITDA in graf according to:
  - ▶ IFRS16 in 2018/2019
  - ▶ IAS17 before 2018
- ▶ Leasing cost of 12.9 m is treated as depreciations and interest expenses according to IFRS16.

## Q1 2019



# Balance sheet and cash flow Q1 2019

- ▶ Cash balance amounted to SEK 1.4 million (4.4) at the end of the quarter.
- ▶ Cash flow amounted to SEK -7.4 million (-1.6).
- ▶ Cash flow from operating activities amounted to SEK 10.0 million (13.9).
  - ▶ Leasing payments treated as financing activities and interests.
- ▶ Change in working capital was SEK 4.2 million (6.4).
- ▶ Net debt amounted to SEK 552 million (555).
  - ▶ Including leasing liability of SEK 154 million.
- ▶ Start-up costs of vocational university and close down of earth-moving machine educations are affecting liquidity starting from march.
  - Compensated by retrospective revenues.

## Cashflow Q1

	Q1
EBITDA	24,5
Change in working capital	-4,2
Amortizations / other non-cash items	-1,1
Cash flow before interest and taxes	19,2
Interest paid	-8,4
Income tax paid	-0,8
Cash flow from operating activities	10,0
Cash flow from investing activities	-5,4
Cash flow from financing activities	-12,0
Cash flow for the period	-7,4

# Forecast



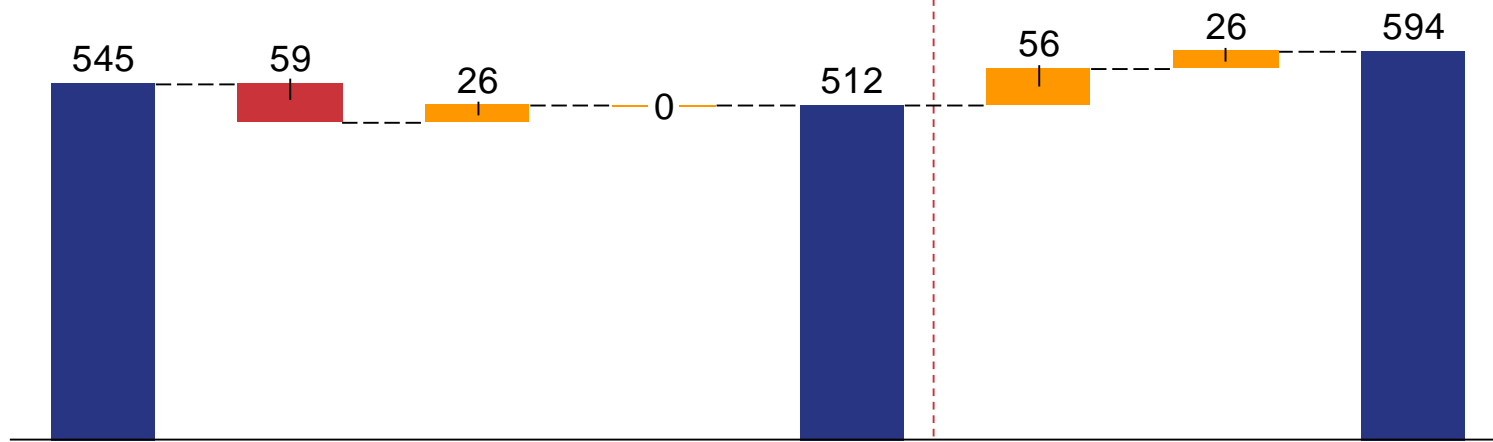
# Budget for 2019 somewhat more uncertain than in the winter

## Revenue and gross profit bridge 2018-2019 budget, SEKm

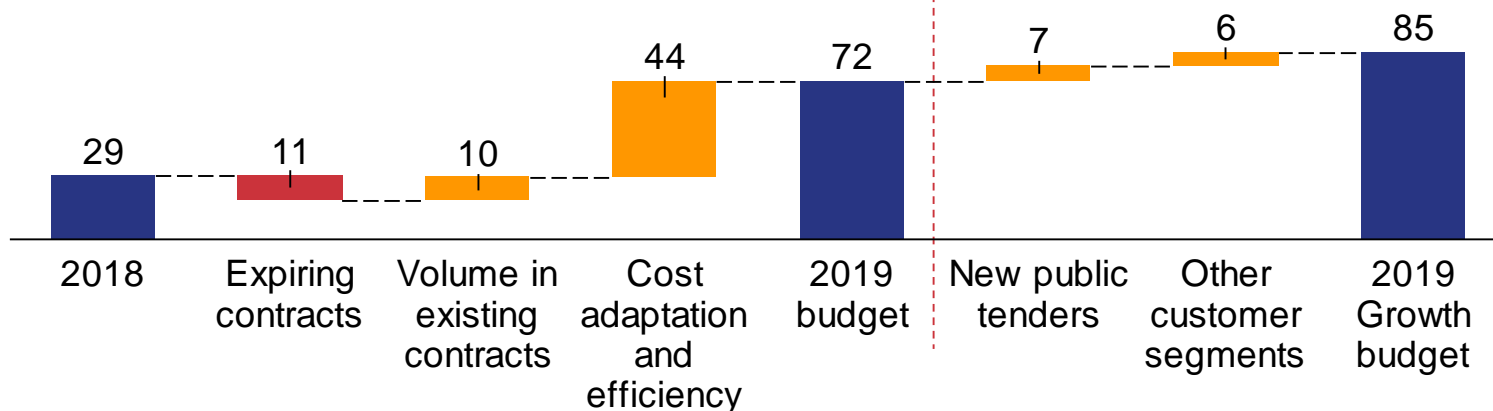
**Budget** – existing contracts

**Growth budget** – new and extended contracts

### Revenue bridge



### Gross profit bridge



## Increased uncertainty on growth budget due to:

- Political uncertainty
- Slower start-up in janitor courses
- Appeal of earth-moving machine operator courses
- Start-up costs for Vocational university courses (YH)
- Still, Q1 on budget

# Long term forecast

SEKm	2018	2019E	2020E	2021E	2022E	2023E
Revenue	545.0	594.0	632.1	667.0	681.7	705.5
Revenue growth	40.0%	9.0%	6,7%	5.5%	2.2%	3.5%
EBITDA (by IFRS16**)	67.7*	102.9	107.6	119.2	127.6	138.1
EBITDA-margin**	3%*	17%	17%	18%	19%	20%
EBIT	-3.7*	36.6	41.3	53.2	61.6	72.1
EBIT-margin	-0%	6%	6%	8%	9%	10%
Cash flow	2.8	29.4	20.0	26.9	31.8	40.3

## Assumptions

1. Financial situation that enables YA to capture and deliver continued growth
2. AF budget forecasts on AUB and FUB published February 19, 2019
3. Maintained market shares in AUB and FUB, thus lower revenue from AF as its vocational training is expected to fall
4. Reduced growth ambitions in YH, leading to levelling out of revenue and increased operational efficiency/margins
5. Continued market growth in vux-volumes and in share of vux courses operated by private companies
6. Continued market growth in corporate competence demand (or AUB increase from economic down-turn)
7. Continued but relatively slow growth in YA sales in Finland due to a larger profitability focus
8. The growth budget (that was announced in the Q4 report 2018) for 2019 will be materialized



Thank you!

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**Yrkes  
Akademin**

Vi hjälper dig att lyckas!