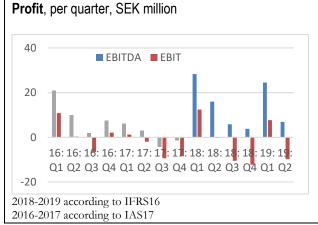
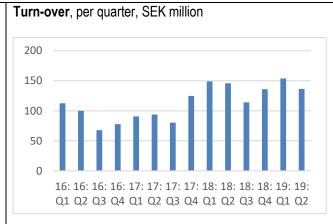
## YrkesAkademin Second Quarter interim report

FINANCIAL OVERVIEW	<b>Q2 2019</b> SEKm	<b>Q2 2018</b> SEKm	Differ- ence	<b>YTD 2019</b> SEKm	YTD 2018 SEKm	Differ- ence
Net sales,	136.4	145.9	-9.5m	290.2	295.0	-4.8m
EBITDA*	6.9	16.0	-9.1m	31.5	44.3	-12.8m
EBITDA-margin	5.1%	11.0%	-5.9рр	10.8%	15.0%	-4.2pp
EBIT*	-9.8	-0.3	-9.5m	-2.1	12.2	-14.3m
EBIT-margin	-7.2%	-0.2%	-7.0pp	-0.7%	4.1%	-4.8рр
One-off items*	-9.4	-	-9.4m	-6.8	-	-6.8m
EBITDA excl. one-off items	16.3	16.0	+0.3m	38.2	44.3	-6.1 <i>m</i>
EBITDA-margin excl. one-off items	12.0%	11.0%	+1.0pp	13.2%	15.0%	-1.8рр
EBIT excl. one-off items	-0.4	-0.3	+0.1m	4.7	12.2	-7.5m
EBIT-margin excl. one-off items	-0.3%	-0.2%	-0.1%	1.6%	4.1%	-2.5pp
Cashflow	1.8	0.5	+1.3m	-5.6	-1.1	-4.5m
Share of participants employed**	78%	74%	+4	79%	70%	+9

<sup>\*</sup>Including cost of refinancing and restructuring

<sup>\*\*</sup>Measured three months after end of course





#### **CEO COMMENT**

The underlying results in the quarter are in line with the second quarter 2018, despite the lower income. But one-off costs for the refinancing process and cost reduction program had a significant negative impact on EBITDA and EBIT. In addition, the termination of AUB earth-moving machine operator courses had a negative impact both on income and via close-down expenses. YA has also had substantial start-up costs for new Vocational university courses that will start to generate income in the autumn.

The market is still held back, primarily by political uncertainty and the large reduction of staff in the National Employment Service (AF). Volumes in labour courses (AUB) decreased by 25% in 12 months, reducing YA's income in Q2 by more than SEK 20m. The decline was partly counter balanced by increased income from Secondary vocational education (VUX) by SEK 5m, Vocational university (YH) by SEK 5m and corporate customers by SEK 3m. But total income is down by almost SEK 10m.

Together with the decision of AF to withdraw the tender process for earth-moving machine operator courses and a lower than forecasted volume of AUB in June and July, these exogenous factors mean that YA most likely will not reach the forecasted turnover for 2019, but will probably reach a somewhat lower turn-over and somewhat higher EBITDA than the full year of 2018.



#### RECENT DEVELOPMENT AND FORECAST

#### Participant volumes

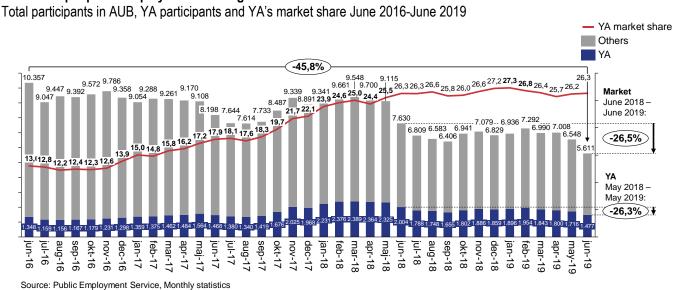
The market volumes until April 2019 were fairly stable on levels around 7.000 participants. In the forecasts, AF did not foresee a dip over the summer, but in May and particularly June, the volumes dropped sharply, despite AF:s forecasts of fairly stable volumes.

In the last years, since June 2016, the volumes have dropped to half the level, or down 46%. Since June last year, volumes are down by 26,5%. The number of participants in employment education (AUB) has in the month of June not been this low since the 1950's – i.e. in 60 years!

The last forecast from Af (in July) show that they expect volumes to increase after the summer to levels somewhat lower than in the spring. But after 2019, they foresee a continuation of the reduction of both employment education and other unemployment measures in the coming years.

YA was affected by the drop in total number of participants in AUB as well as in preparatory courses (FUB) such as professional Swedish and by the close-down of earth-moving machine operator courses. In total, YA's volumes were reduced by more than 25%, or 500 participants, which over the quarter reduced income from Af by close to SEK 25m compared with the same period last year.

#### Number of people in Employment Training



In secondary vocational training, YA has had a stable level of close to 500 participants through the quarter. That is substantially higher than last year and increased income by SEK 5m, or close to 50%.

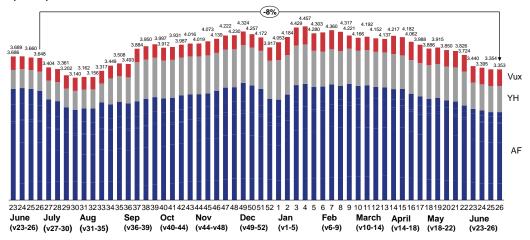
Also within Vocational University courses the volumes, around 900 students until graduation reduced the number in June, was substantially higher than last year. Vocational University income also grew by SEK 5m or around 50% compared to last year's Q2.

Corporate sales increased by SEK 3m compared to Q2 2018.

However, the total number of people enrolled in different public courses fell by 8% compared to Q2 2019, and income was accordingly reduced by some SEK 10m.

## Number of participants in YA-courses

Total participants in AUB, FUB, YH and Vux



#### Tenders and new contracts

The close-down of the earth-moving machine operator courses has been intense through the spring. By August, YA still has AF-financed activity in three locations with decreasing group sizes. Income is down to 10 percent of what it was in January 2019. The close-down is thus not fully implemented yet, but most cost should be taken.

Out of the six won contracts for real estate maintenance/janitor courses, now two have started up and we expect more to start in the autumn.

In the quarter, YA has been authorized to pursue secondary vocational training in more municipalities around Stockholm, and focus primarily on developing activity in Huddinge, Botkyrka and Upplands Bro.

YA won a contract with AF to train future electricians in Borlänge. That is our first electrician education and will give us an even broader competence in broader construction skills.

In parallel to evaluating new tenders within AF and VUX, YA is exploring the opportunities in the market for matching activities that will emerge in the ongoing reform process of AF, due to be initiated in 2020 and fully implemented in 2021 according to the government agreement with the supporting parties.

#### Prolongation of the bond program

The existing bond program of YA Holding AB has been prolongated with amended terms by three years until June 18, 2022.

The proposal to prolong YA Holding's bonds with amended terms and conditions was approved by bondholders in June in a written procedure initiated in May.

With the capital injection and lower interest costs the coming three years, YA has a good foundation for meeting the large changes foreseen in the labor policy and market for vocational training.

The amendments are effective as per June 11, 2019 and the amended terms and conditions are available on the company's website (<u>www.ya.se</u>).

#### Events after the first quarter

AF has decided to withdraw its procurement of earth-moving machine operator courses, following the appeal of their decision to grant YA four education locations, worth some SEK 40m in income per year.

It is still unclear if there will be any earth-moving machine operator courses going forward, but AF has declared that they will investigate the demand for such training regionally within AF. In previous years, these courses have contributed to income in YA by approximately SEK 100m per year.

YA won the contract to educate auto repair staff in Gävleborg, which is an education that will fit nicely with the other courses we are giving in that region. YA also won a new VUX-contract with Hässleholm in August.

In addition, the National Institute of Economic Research, Konjunkturinstitutet, published statistics and a forecast showing the Swedish GDP growth was slowing down, and expected it to approach one percent in the coming years. The trade conflict between USA and China could also have an instrumental effect on Swedish economy. Traditionally, a downturn would lead to larger spend on employment training and other adult education activities, and a lower demand of education from private corporations. But in the paradigm shift that the reform of AF is, it is uncertain if that correlation still is valid.

### **Forecast**

In the report for the first quarter, a forecast for the coming five years was published.

Since then, the Employment Service (AF) has revised its forecast two times. In May, it reduced its forecast for spend in 2019 by SEK 124, and in July by SEK 264m. In total, the expected spend has thus been reduced by 12% since the forecast was made. For the coming years, the reduction in forecasts has been smaller, but altogether the effects from these cuts will be substantially negative on the market.

In addition, the decisions not to continue with earth-moving machine operator courses will be clearly negative for YA, since it took away some SEK 40m in turn-over, and imposed larger than expected close-down costs. The slow demand of the real estate maintenance courses is yet another negative exogenous factor.

With this new input, the forecast for 2019 has been revised to a turn-over somewhat lower than the full year 2018 and profit levels somewhat higher.

In addition, the forecasts for coming years have become even more uncertain than was flagged for when the forecast was published. Its prediction ability of that forecast has become very low, and the numbers are not valid as a forecast. It is not likely that a new forecast can be done before there is substantially better visibility on what will happen with AF in the future.

#### **KEY FINANCIAL INFORMATION**

	Quarter		Ackum	ıulated
	(Apr - Jun)	(Apr - Jun)	(Jan - Jun)	(Jan - Jun)
(MSEK)	2019	2018	2019	2018
Net sales	136,4	145,9	290,2	295,0
EBITDA IFRS16	6,9	16,0	31,5	44,3
EBITDA margin, %	5,1%	11,0%	10,8%	15,0%
EBIT	-9,8	-0,3	-2,1	12,2
EBIT margin, %	-7,2%	-0,2%	-0,7%	4,1%
Net debt	544,1	544,9	544,1	544,9
One-off items	-9,4	0,0	-6,8	0,0
EBITDA IFRS16 excl one-off items	16,3	16,0	38,2	44,3
EBITDA margin, %	12,0%	11,0%	13,2%	15,0%
EBIT excl one-off items	-0,4	-0,3	4,7	12,2
EBIT margin, %	-0,3%	-0,2%	1,6%	4,1%

## **Key ratios**

Leverage (net debt/EBITDA for the past 12 months)	13x
Interest coverage (EBITDA/Net finance charges – 12 months)	1,4x

## BUSINESS DEVELOPMENT DURING THE SECOND QUARTER

#### Revenues

Second quarter April - June 2019

Revenue amounted to SEK 136.4 million (145.9) for the quarter. The ongoing restructuring of Arbetsförmedlingen (Swedish Public Employment Service) is reflected to decrease in employment training and affecting the revenues.

Six months period January – June 2019

Revenue amounted to SEK 290.2 million (295.0) for the period. Revenue includes 8.0 million retrospectively invoiced education days from year 2018 and 2017.

### **Earnings**

Second quarter April - June 2019

EBITDA (IFRS16) amounted to SEK 6.9 million (16.0) for the quarter. This includes a negative net impact of 9.4 million deriving from the retrospective revenues of 2.4 million and one-time costs of 11.8 million mainly related to refinancing and restructuring.

Six months period January – June 2019

EBITDA (IFRS16) amounted to SEK 31.5m (44.3) for the period. EBITDA is affected by a negative net impact of SEK 6.8m deriving from the retrospective revenues of 8.0 million and one-time costs of SEK

14.8m. Out of the 14.8 million, 10.9 million is related to refinancing and the remaining 3.9 million is related to other restructuring.

The investment to build-up the new education programs for vocational university is affecting the earnings in 2019 and the pay-back is expected from third quarter 2019 onwards. Discontinuing and closing down the earth-moving machine operator education is also affecting the results in the first six months period. These activities shall be completed by the end of August and no more related losses are foreseen.

## Cash flow and financial position

Cash flow from operating activities amounted to SEK 5.2m (11.1) during the quarter. For the six monthsperiod operating cash flow amounted to SEK 12.7m (25.0).

Cash flow from investing activities amounted to SEK 2.6m (-9.0) during the quarter and SEK -0.3m (-6.3) for the six months-period.

Cash flow from financing activities amounted to SEK -6.0m (-1.6) during the quarter and SEK -18.1m (0.2) for the six months-period. According to IFRS16 for Leases (refer to the other disclosures below) leasing payments are treated as amortizations of the leasing liability. This is included in financing activities in cash-flow statement.

Total cash flow amounted to SEK 1.8m (0.5) during the quarter and SEK -5.6m (-1.1) for the six monthsperiod.

#### **OTHER DISCLOSURES**

#### IFRS16

IFRS16 for Leases has been applied as from January 2019. The main impact on the Company's accounts derives from the accounting of leases for premises and vehicles. The effect on the balance sheet as of January 1, 2019 is SEK 164m to leasing assets (operating lease) and respectively SEK 165m to the leasing liability. Annual leasing cost of SEK 47 million is re-distributed to depreciations and interest expenses. The opening balance of shareholders equity is adjusted by SEK -1.1m reflecting the difference in value between leasing assets and the leasing liability.

The balance sheet, income statement and cash-flow statement of 2018 are adjusted respectively reflecting the IFRS16.

### Average number of employees in the Group

For the six month period, the average number of employees (FTE) in the Group was 447 (445).

### Reporting dates

Interim report Q3 November 22, 2019
Interim report Q4 February 18, 2020

## Accounting principles

This interim report has been prepared in accordance with IAS 34 Interim Financial Reporting. For a description of the Group's accounting policies, reference is made to the annual report. Goodwill is tested annually for impairment in accordance with IAS 36.

## Significant risks and uncertainty factors

Significant risks and uncertainties are described in the annual report.

This interim report has not been reviewed by the Company's auditors.

Falun, August 23, 2019

The Board of Directors

## For further information, please contact

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# FINANCIAL STATEMENTS

# Income statement and other comprehensive income

	2019-04-01	2018-04-01	2019-01-01	2018-01-01	
(SEK thousands)	2019-06-30	2018-06-30	2019-06-30	2018-06-30	
Net sales	136 398	145 931	290 209	295 020	
Other operating income	4 453	366	4 829	1 016	
Total	140 851	146 297	295 038	296 036	
Operating expenses					
Other external costs	-65 764	-63 112	-130 168	-122 618	
Employee benefit expenses	-67 025	-67 157	-132 134	-129 005	
Amortisation and depreciation of intangible					
and tangible fixed assets	-16 739	-16 259	-33 531	-32 133	
Other operating expenses	-1 123	-27	-1 265	-115	
Operating result(*)	-9 800	-258	-2 060	12 165	
Profit/loss from financial items					
Other interest income and similar profit items	14	5	16	18	
Interest expense and similar loss items	-6 348	-7 028	-15 081	-14 216	
Result after financial items	-16 134	-7 281	-17 125	-2 033	
Tax on profit for the period	1 181	1 613	1 269	589	
Net result for the period	-14 953	-5 668	-15 856	-1 444	
(*)Operating Result excl one-off items	-430	-258	4 710	12 165	

## **BALANCE SHEET**

(SEK thousands)	2019-06-30	2018-06-30	2018-12-31	
Non-current assets				
Intangible assets	438 359	488 660	438 393	
Tangible fixed assets	203 463	230 774	227 769	
Financial assets	10 960	3 324	10 631	
Current assets				
Current receivables	64 277	79 765	62 846	
Cash and bank balances	3 128	4 933	8 772	
Total assets	720 187	807 456	748 411	
Equity	75 496	144 745	91 256	
Liabilities				
Deferred tax			-	
Other provisions	4 404	-	-	
Long-term interest-bearing debt	474 560	495 388	143 973	
Bond loans	335 000	335 000	-	
Other non-current liabilities	139 560	160 388	143 973	
Short-term interest-bearing debt	72 686	54 458	421 899	
Current liabilities	93 041	112 865	91 283	
Total equity and liabilities	720 187	807 456	748 411	
STATEMENT OF CHANGES IN EQUITY				
	Share	Other paid	Retained	
(SEK thousands)	capital	in capital	earnings	Total
Opening balance as of January 1, 2019	500	268 952	- 178 100	91 352
Net profit				- 15 856
Closing balance as of June 30, 2019			- 178 100	75 496

#### **CASH-FLOW STATEMENT**

	2019-04-01	2018-04-01	2019-01-01	2018-01-01
(SEK thousands)	2019-06-30	2018-06-30	2019-06-30	2018-06-30
Operating profit (EBIT) for the period	-9 800	-258	-2 061	12 165
Depreciation/amortization	9 203	16 267	23 476	32 151
Interest paid/received	-6 902	-7 023	-15 298	-14 198
Other non-cash items			-1 117	
Income tax paid	-843	-848	-1 619	-1 624
Cash flow from operating activities before	-8 342	8 138	3 381	28 494
change in operating capital				
Change in operating working capital	13 571	3 000	9 333	-3 404
Cash flow from operating activities	5 229	11 138	12 714	25 090
Cash flow from investing activities	2 584	-9 008	-255	-26 353
Cash flow from financing activities	-6 052	-1 602	-18 103	201
Cash flow for the period	1 761	528	-5 644	-1 062
Cash and cash equivalents, opening balance	1 367	4 405	8 772	5 995
Cash and cash equivalents, closing balance	3 128	4 933	3 128	4 933

### **DEFINITIONS**

EBIT Earnings before interest and tax.

EBITDA (IFRS16) Earnings before interest, tax, depreciation and amortization.

EBITDA-margin EBITDA as a percentage of net sales.
EBITDA as a percentage of net sales.

Net debt Interest-bearing liabilities less cash balances excluding

shareholder loans.

Number of employees Average number of employees for the period

Lease contracts Finance lease contracts are recorded as asset on the balance sheet

and the value of the lease payments as debt. Depreciation is

charged on the asset over the useful economic life.

## TRANSLATION AND ABBREVIATIONS

Arbetsförmedlingen (AF)

The Swedish Public Employment Service

Yrkeshögskola (YH) Vocational University Arbetsmarknadsutbildning (AUB) Employment Training

Förberedande utbildning (FUB) Preparatory Employment Education Stöd och matchning (STOM) Support and Matching Program

Yrkesvux (VUX) Vocational Secondary School Education

Yrkessvenska (YS) Professional Swedish Education