



YA Holding AB (publ) Investor presentation Q3 2019

Antti Rokala CFO / deputy CEO

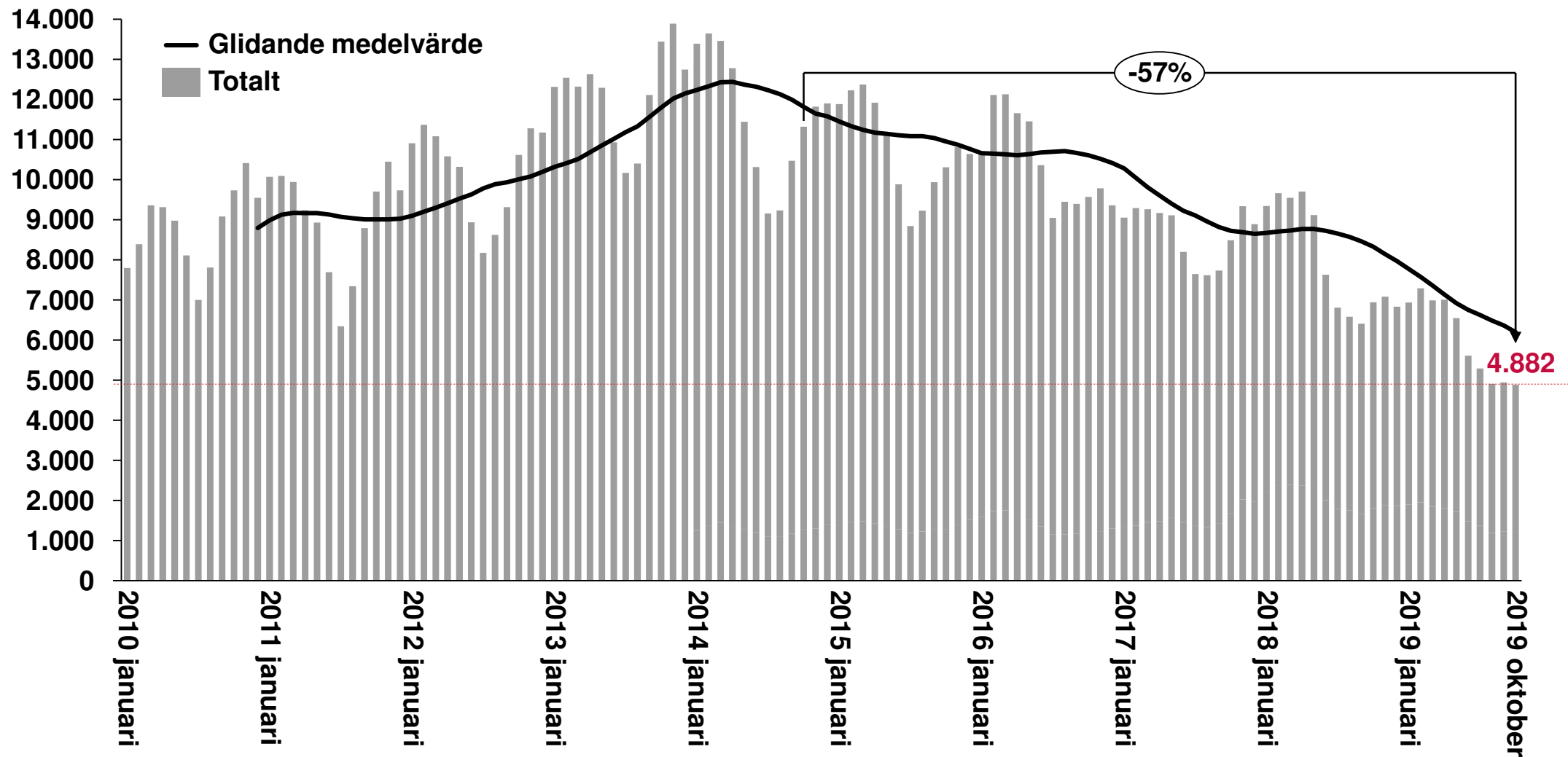
November 25, 2019

Volumes

Income development, share in employment after course, market share

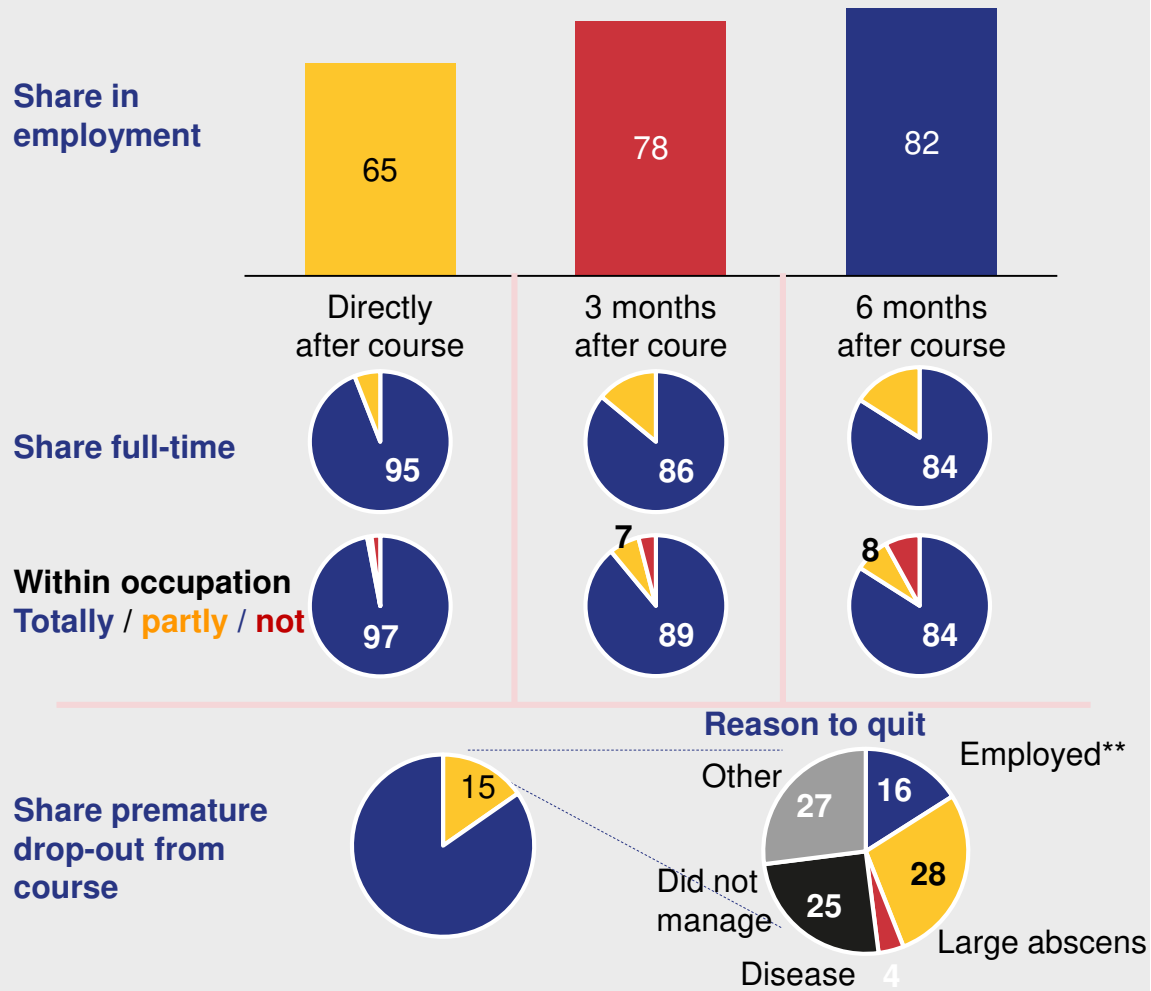


AUB-volumes in October at the lowest level ever since "The Swedish Model" was formed for the labor market in the 1950's



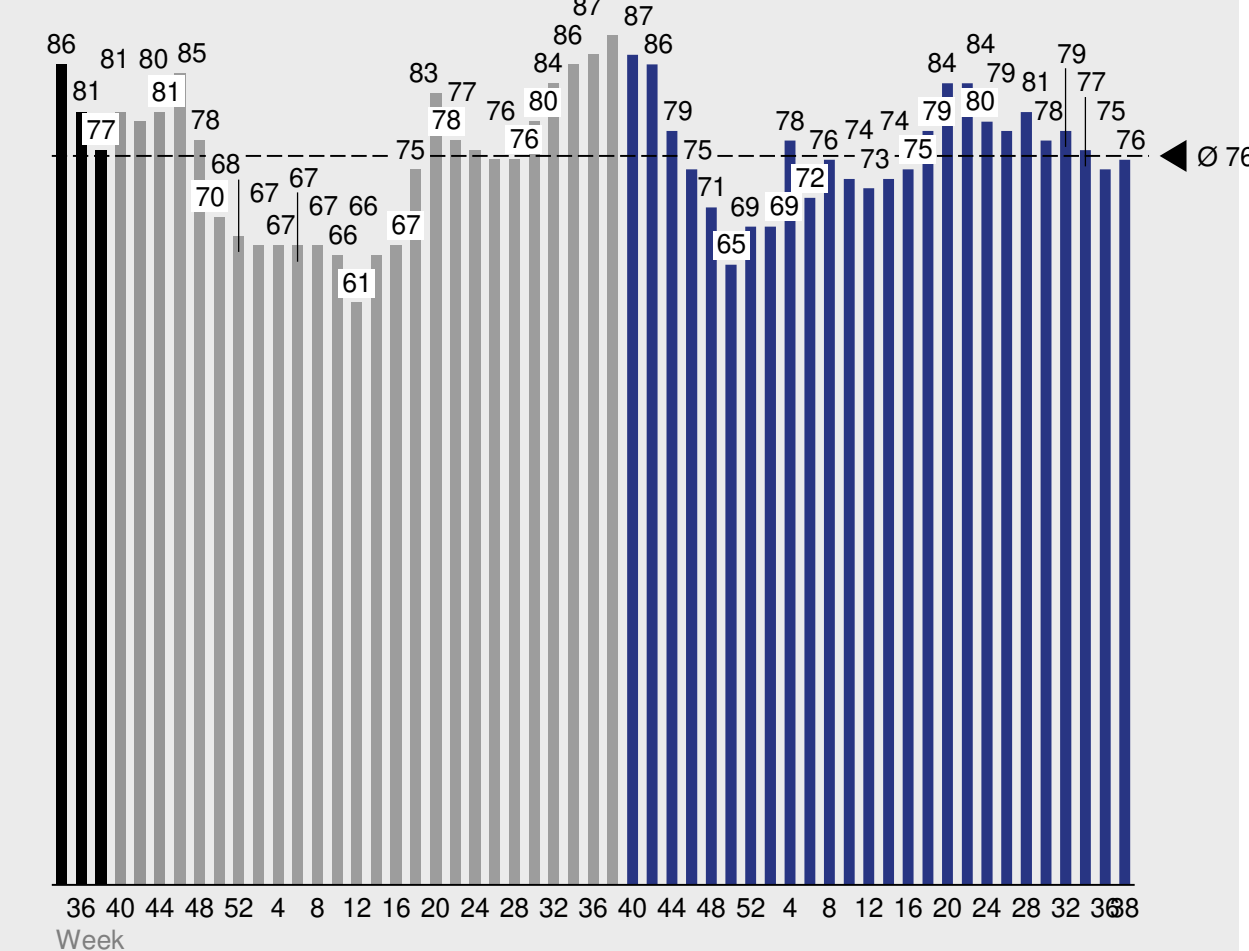
Share of AUB participants employed after 3 months today at ca 78%

All of YA: Average last 4 months*



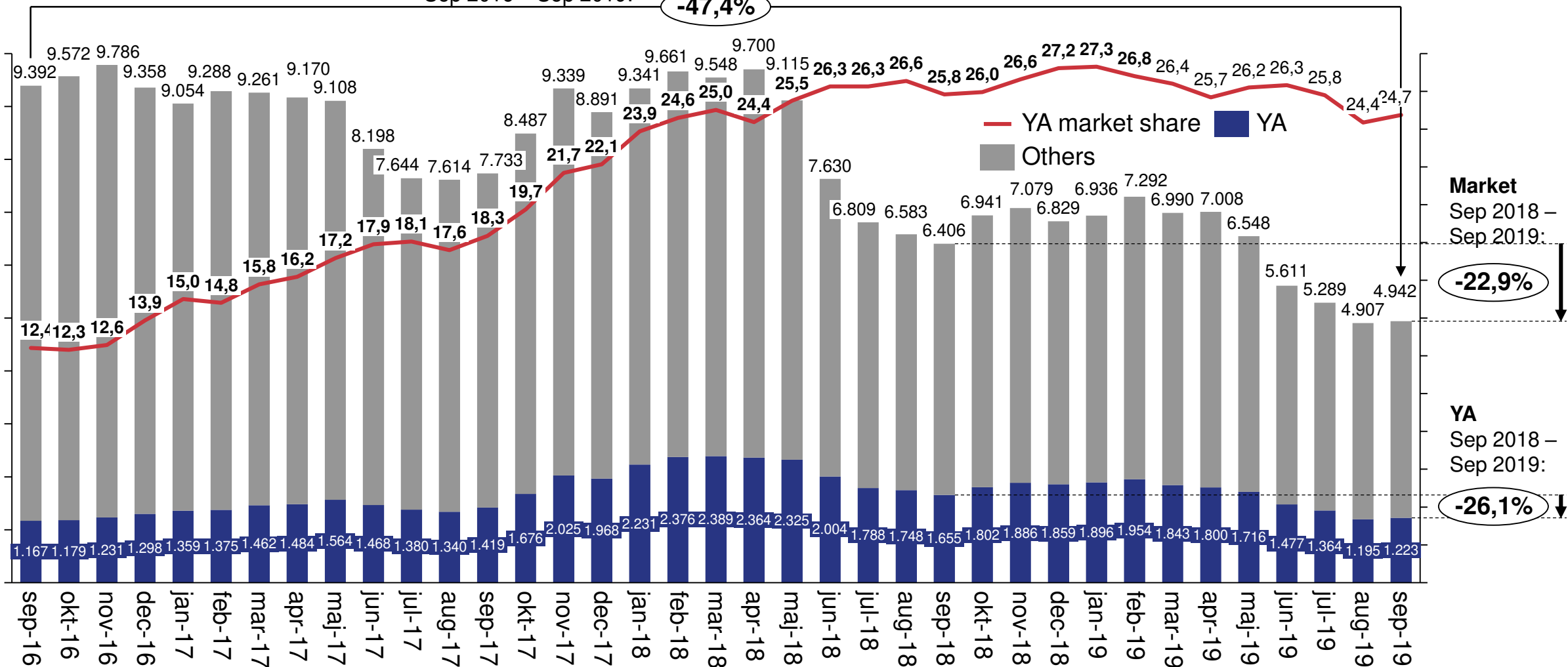
Development 2017-2019

Share in employment 3 months after end of course
- Average last 8 weeks



YA's market share of AUB is almost stable despite earth-moving machine operator close-down

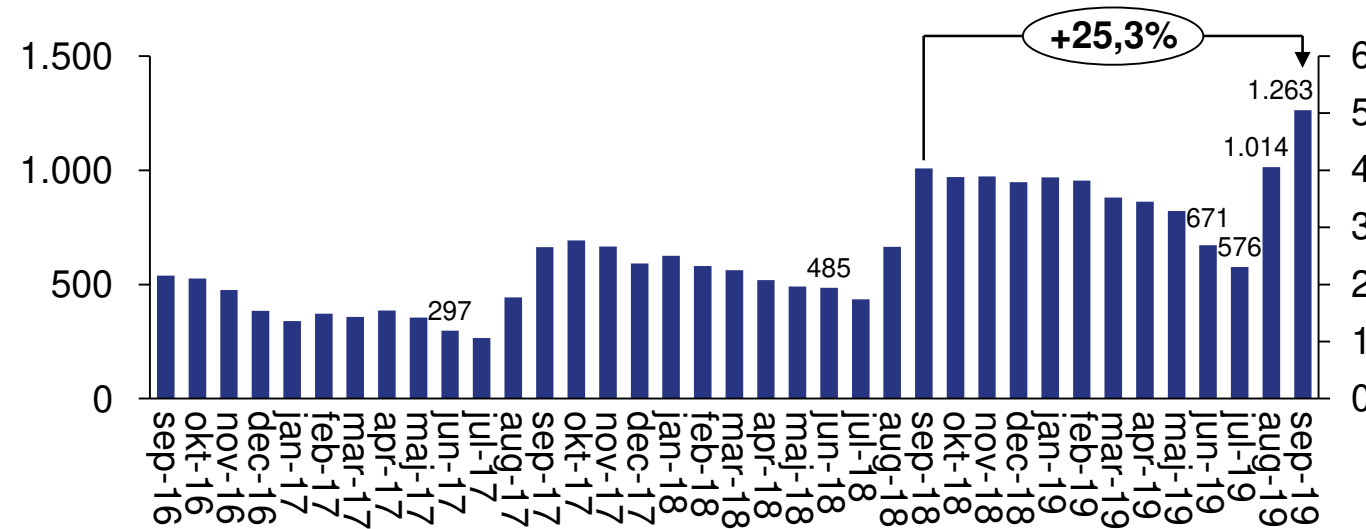
Market
Sep 2016 – Sep 2019: **-47,4%**



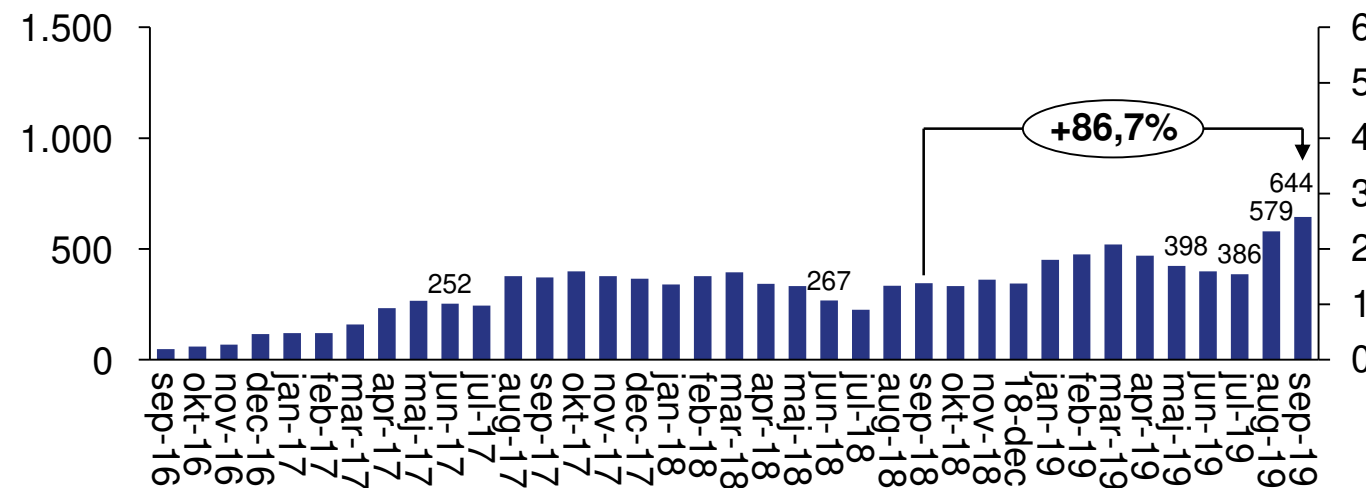
Source: Public Employment Service, Monthly statistics

Other customer segments increase rapidly

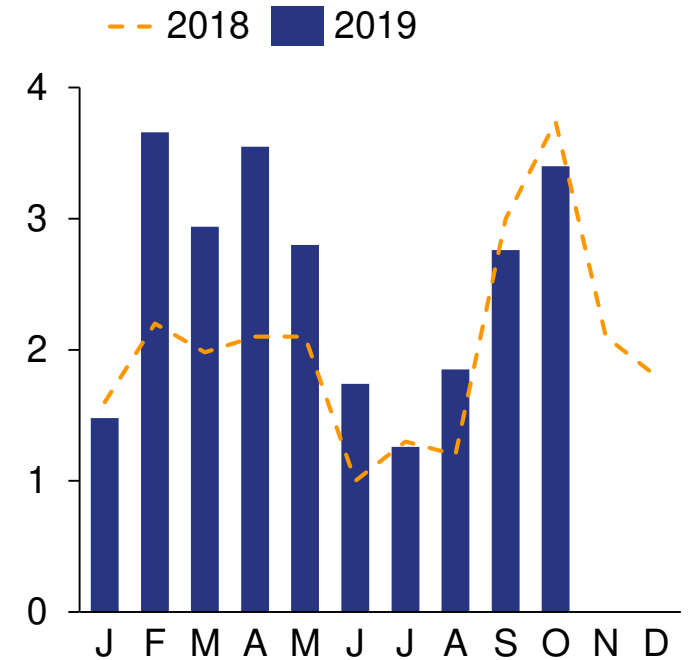
Number of YH students up by 25 percent from last year



Number of VUX students up by 86 percent from last year



Corporate sales



The decrease in volumes of AUB is partly compensated by growing number of students and income from VUX and YH

Share of income in Sep 2018

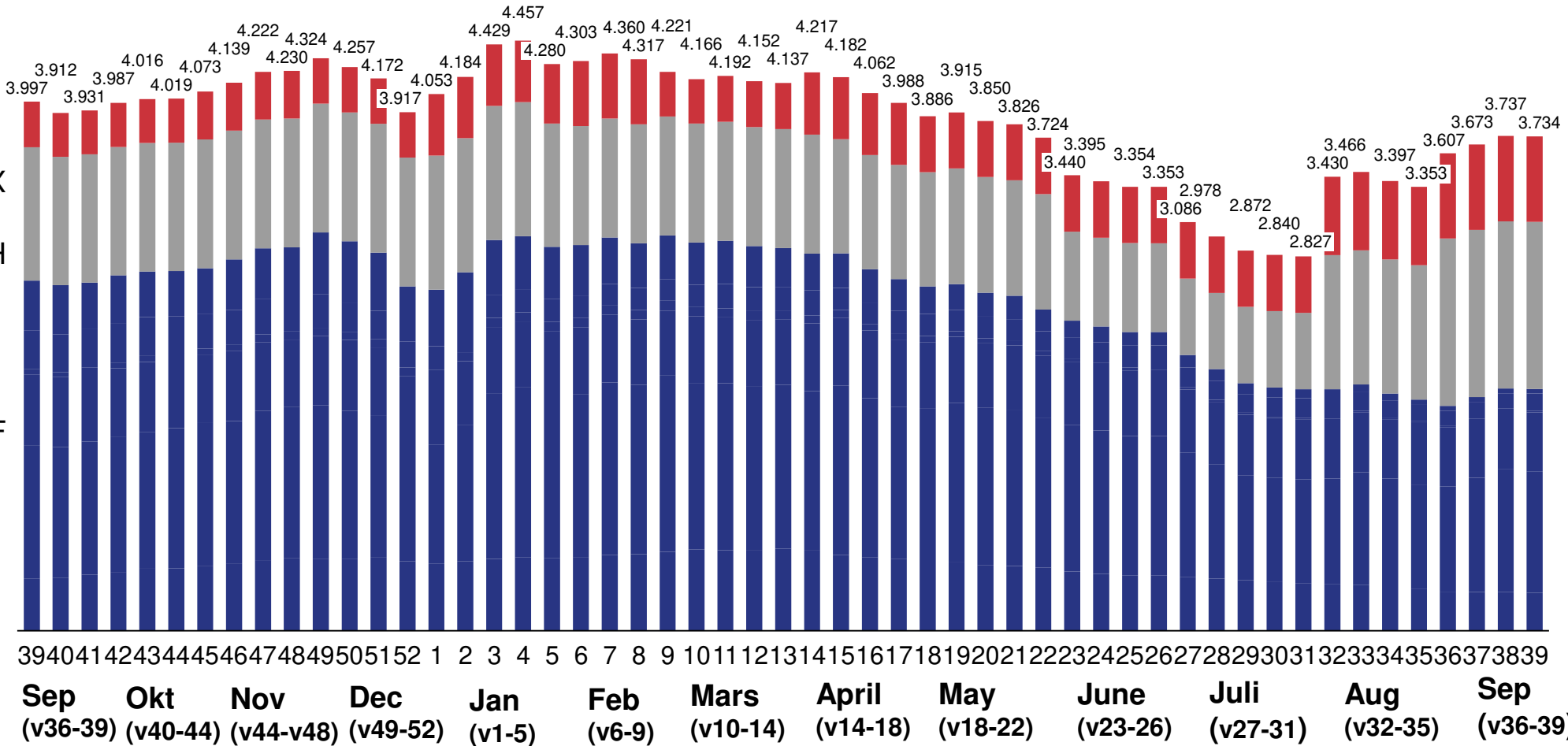
8,6%

VUX

25,2%

YH

AF



Share of income in Sep 2019

17,2%

Vux

YH

33,8%

AF

Financial information

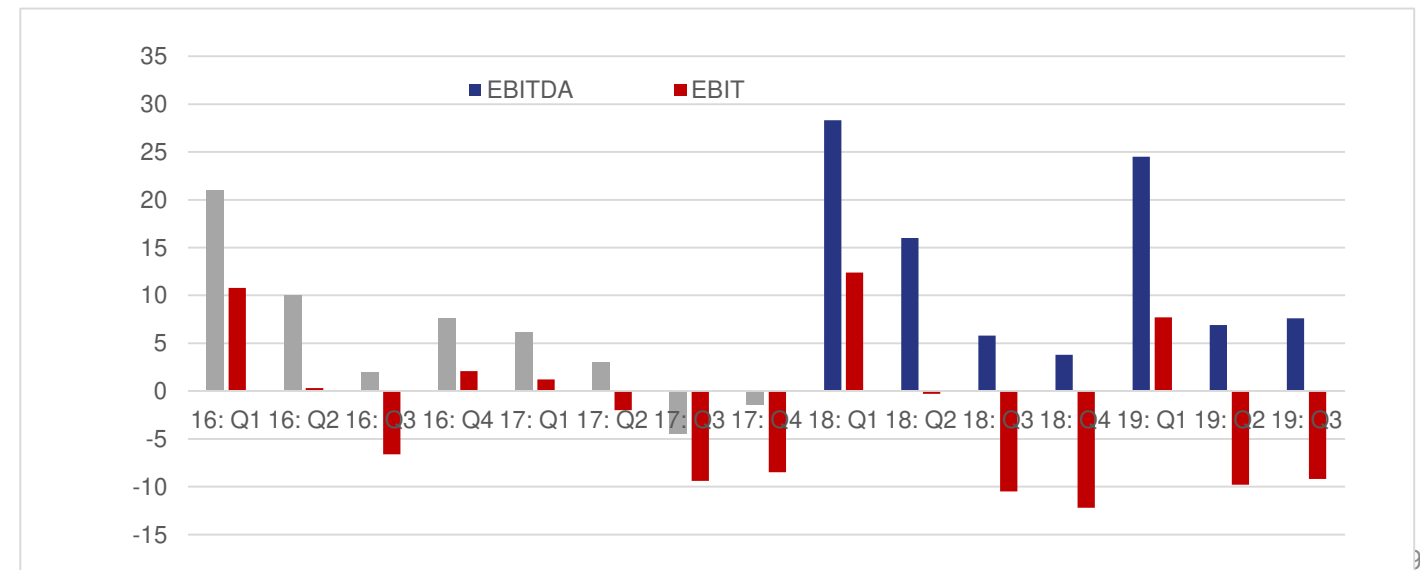
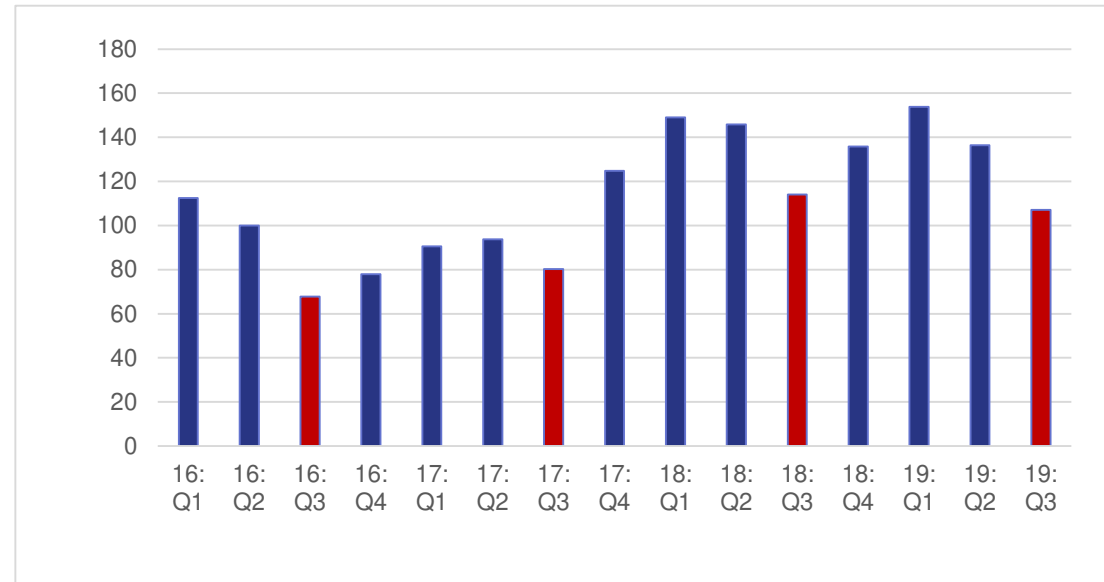
Income statement, balance sheet and cash-flow



Income Statement

- ▶ Revenues were SEK 107.1 million (114.1) in the quarter.
- ▶ EBITDA was SEK 7.6 million (5.8) or 7.1% (5.1%).
- ▶ EBIT was SEK -9.2 million (-10.5) or 8.6% (-9.2%).
- ▶ EBITDA in the graf is according to:
 - ▶ IFRS16 in 2018/2019
 - ▶ IAS17 before 2018
 - ▶ Leasing cost (SEK 16.2) million is treated as depreciations and interest expenses according to IFRS16
- ▶ Low revenues during the summer period and higher than expected cost of closing-down the earth-moving machine operator education are affecting Q3.
- ▶ Recent AF forecast for employment education remains on historical low lever
- ▶ Cost adaptation of SEK 30 million at annual level initiated in September
 - ▶ Full effect shall be reached by Q1 2020.

Q3 2019



Balance sheet and cash flow Q3 2019

- ▶ Cash balance amounted to SEK 7.1 million (2.0) at the end of the quarter.
- ▶ Cash flow amounted to SEK 4.0 million (-3.0).
- ▶ Cash flow from operating activities amounted to SEK 24.6 million (-1.3).
 - ▶ Leasing payments treated as financing activities and interests.
- ▶ Change in working capital was SEK 20.1 million (1.1).
 - ▶ Capital injection of SEK 40 million fully paid in July and included in change in working capital.
- ▶ Net debt amounted to SEK 519 million (565).
 - ▶ Including leasing liability of SEK 169 million (195).
- ▶ Low volumes during the vacation period and higher than expected close-down costs of earth-moving machine operator education are affecting the results.

Cashflow Q3

	Q3
EBITDA	6,0
Change in working capital	20,9
Amortizations / other non-cash items	-0,8
Cash flow before interest and taxes	26,1
Interest paid	-0,6
Income tax paid	-0,9
Cash flow from operating activities	24,6
Cash flow from investing activities	1,0
Cash flow from financing activities	-21,6
Cash flow for the period	4,0

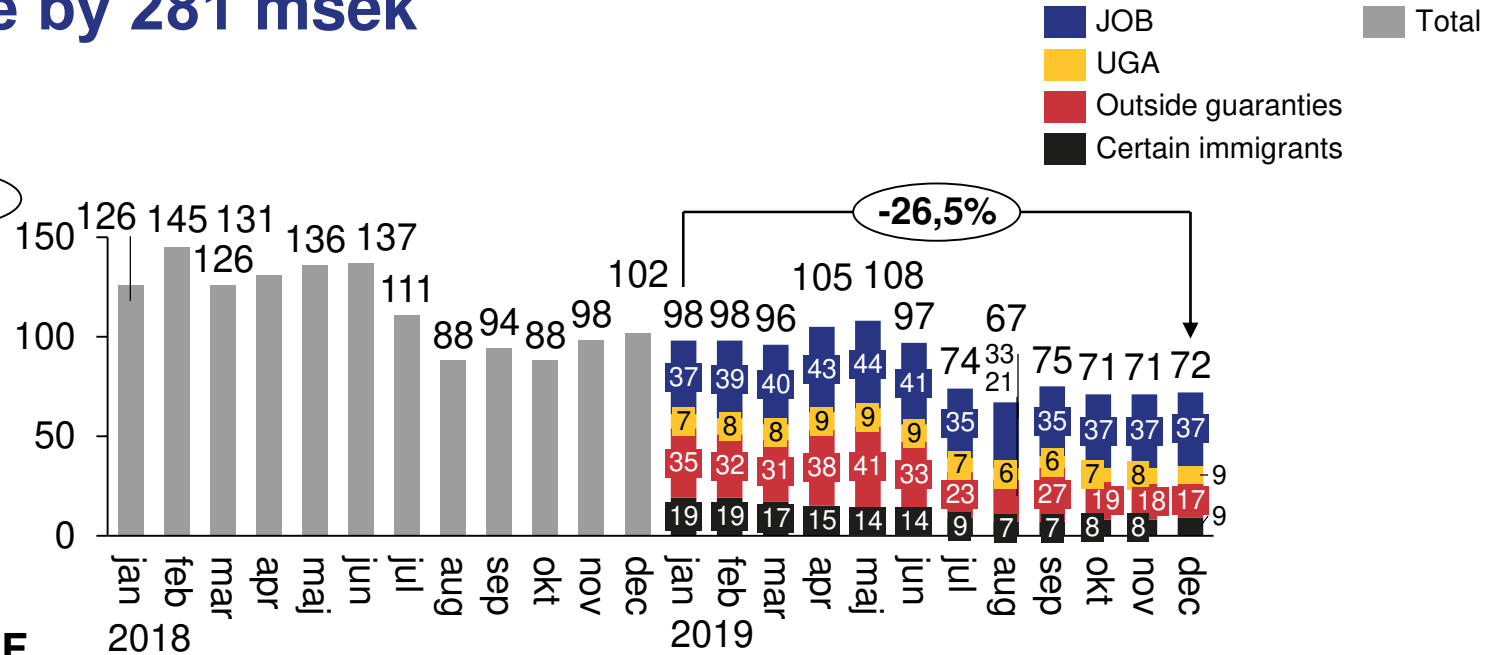
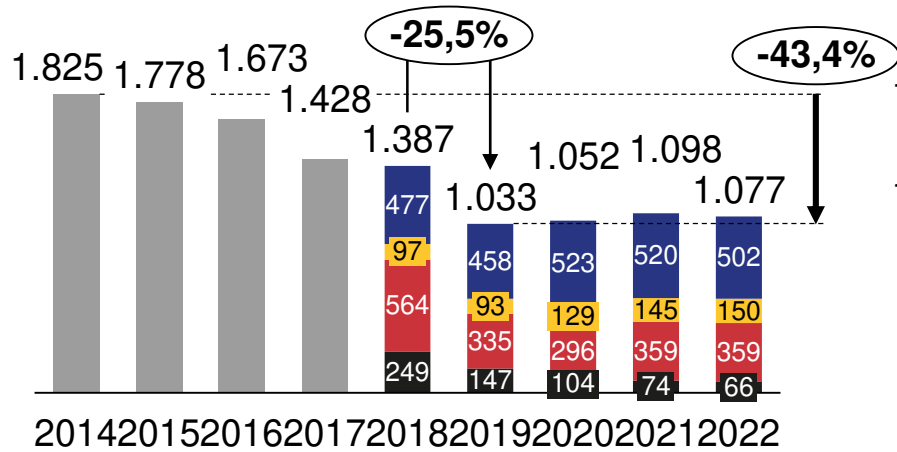
Market

AF forecasts, privatizing AF



Organizational challenges made AF reduce it's spend forecast for 2020 despite Government's budget increase by 281 msek

AUB, expenses per year, SEKm



Forecast of total purchased services by AF

	2018	2019	2020	2021	2022
AUB	1388	1032 (-154)	1051 (-39)	1051 (+42)	1076 (+86)
FUB	858	374	404	396	383
KA	1979	1057	1456	1533	1508
Purchased services	4225	2822	3063	2933	2860
Diff against May forecast		-623	-243	+34	+70
Diff against July forecast		-360	-152	+94	+107

Forecasts of purc service in 2019, sek m

Forecast date	Forecas FY 2019	Change in forecast
January 2017	7300	
January 2019	3518	-200
February 2019	3211	-307
June 2019	3087	-124
July 2019	2822	-264
October 2019	2463	-360
Total		-1055 (-30%)

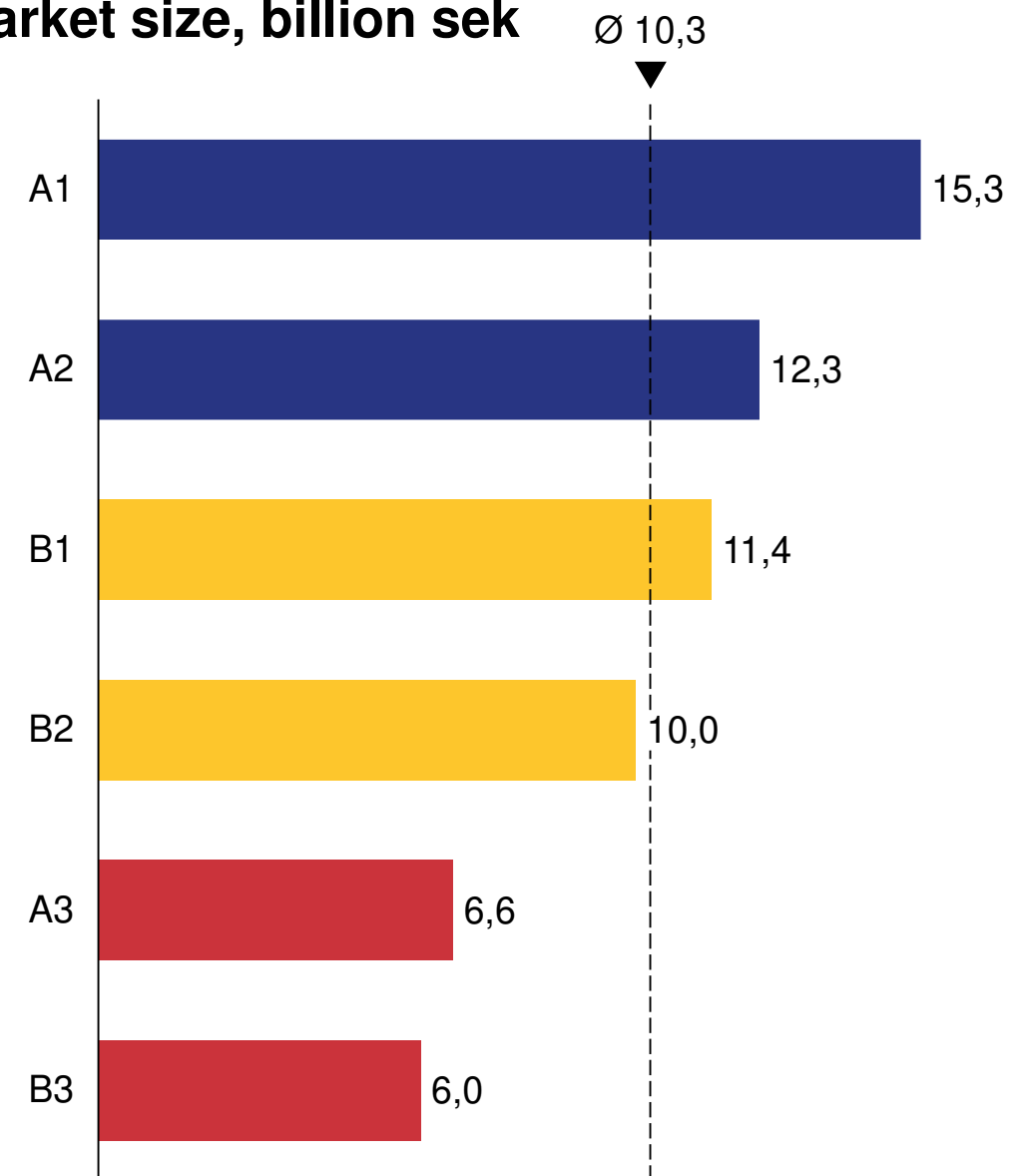
Källa: AF:s "Prognos för utbetalningar, maj 2019 samt juli 2019, <https://www.arbetsformedlingen.se/Om-oss/Statistik-och-publikationer/Rapporter/Ekonomiska-prognoser-och-utfall/Rapporter/2019-05-03-Prognos-for-utbetalningar-2019-2022-maj-2019.html> sam <https://www.arbetsformedlingen.se/Om-oss/For-leverantorer/-For-leverantorer-av-upphandlade-arbetsformedlingstjanster/Nyhetsarkiv/Nyheter-for-leverantorer/2019-05-03-Utvecklingen-med-nagot-minskande-volymer-fortsatter.html>

At the same time AF indicated a new market size 6 to 15 times that of AUB as AF matching is privatized 2020-2021

AFs different scenarios:

A1 As STOM	Fee: STOM, about 80% as base fee Avg. price per person: 5700 sek Number of attendants acc to scenario A (250.000)
B1 As STOM	Fee: STOM, about 80% as base fee Avg price per person: 6000 sek Number of attendants, scenario B (200.000)
A2 Result-oriented	Fee: about 40-45 % as base fee Avg price per person: 4300 sek Number of attendant, scenario A (250.000)
B2 Result-oriented	Fee: about 40-50% as base fee Avd price per person: 5000 sek Number of attendants, scenario B (200.000)
A3 Lower fee	Fee: as today acc to STOM Avg price per person: 5700 sek Number of attendants. Scenario A (250.000)
B3 Lower fee	Fee: as today acc to STOM Avg price per person: 5700 sek Number of attendants. Scenario B (200.000)

Market size, billion sek





Thank you!

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**Yrkes
Akademin**

Vi hjälper dig att lyckas!