



# YA Holding AB (publ) Investor presentation Q4 2019

Martin Modig CEO

Antti Rokala CFO

March 20, 2020

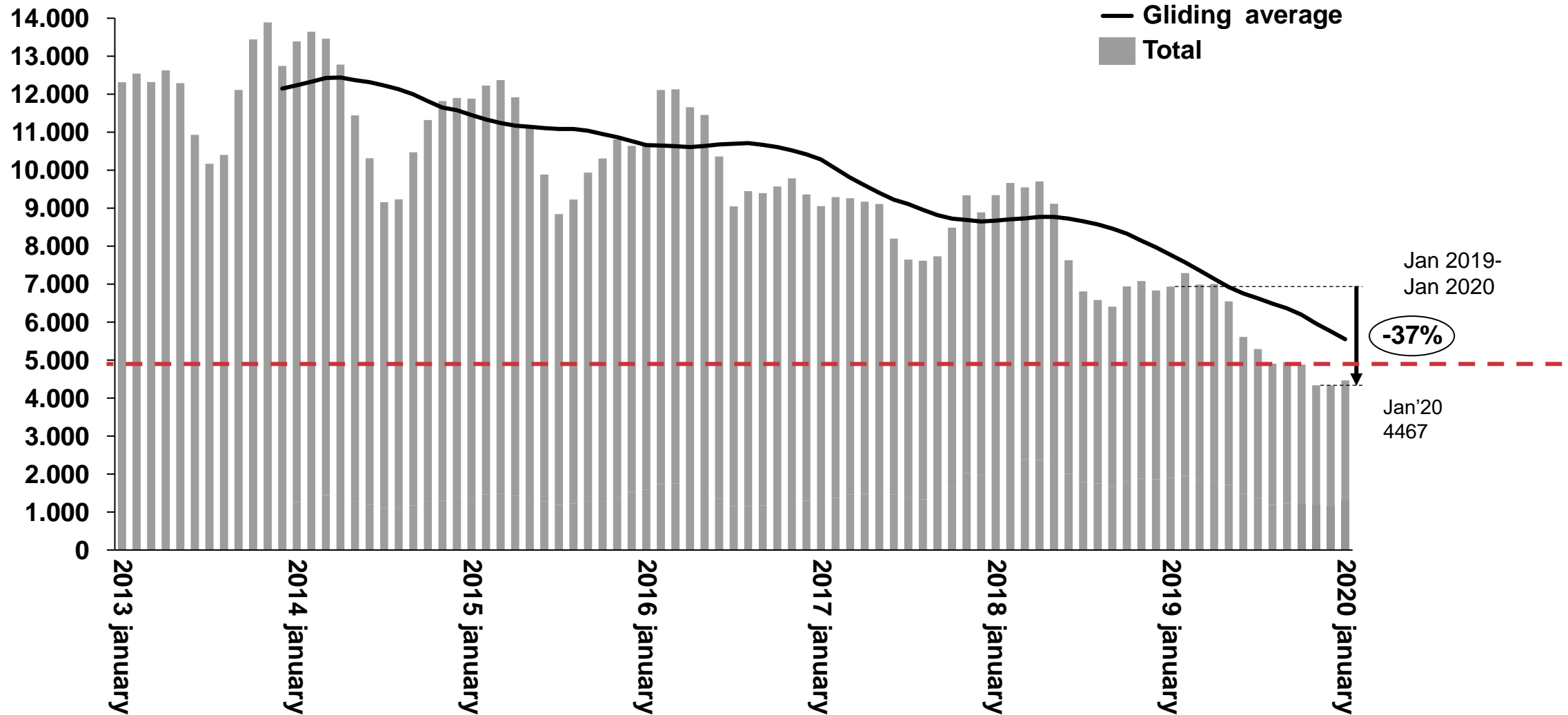
# Volumes

Income development and share in employment after course



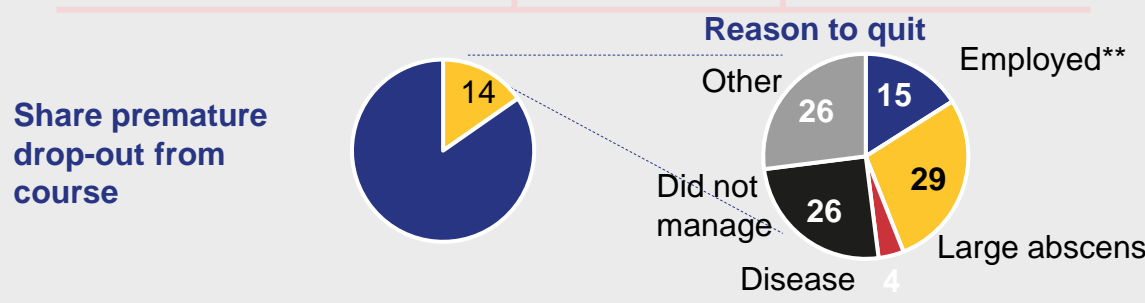
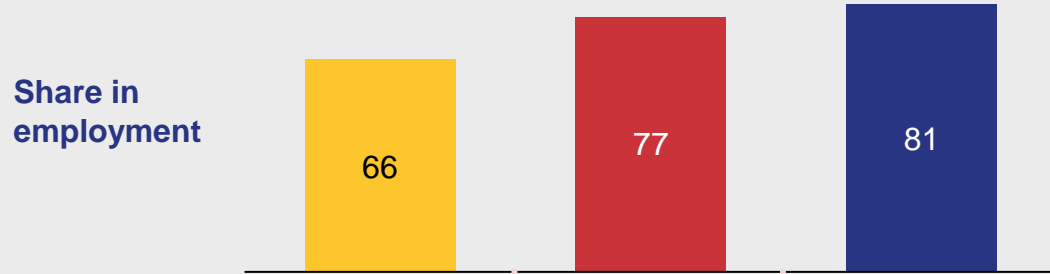
# AUB-volumes in December at the lowest level ever since "The Swedish Model" was formed for the labor market in the 1950's

- Moderate recovery in January 2020. No growth in February 2020.



# In 2019 - 79% of participants employed three months after education

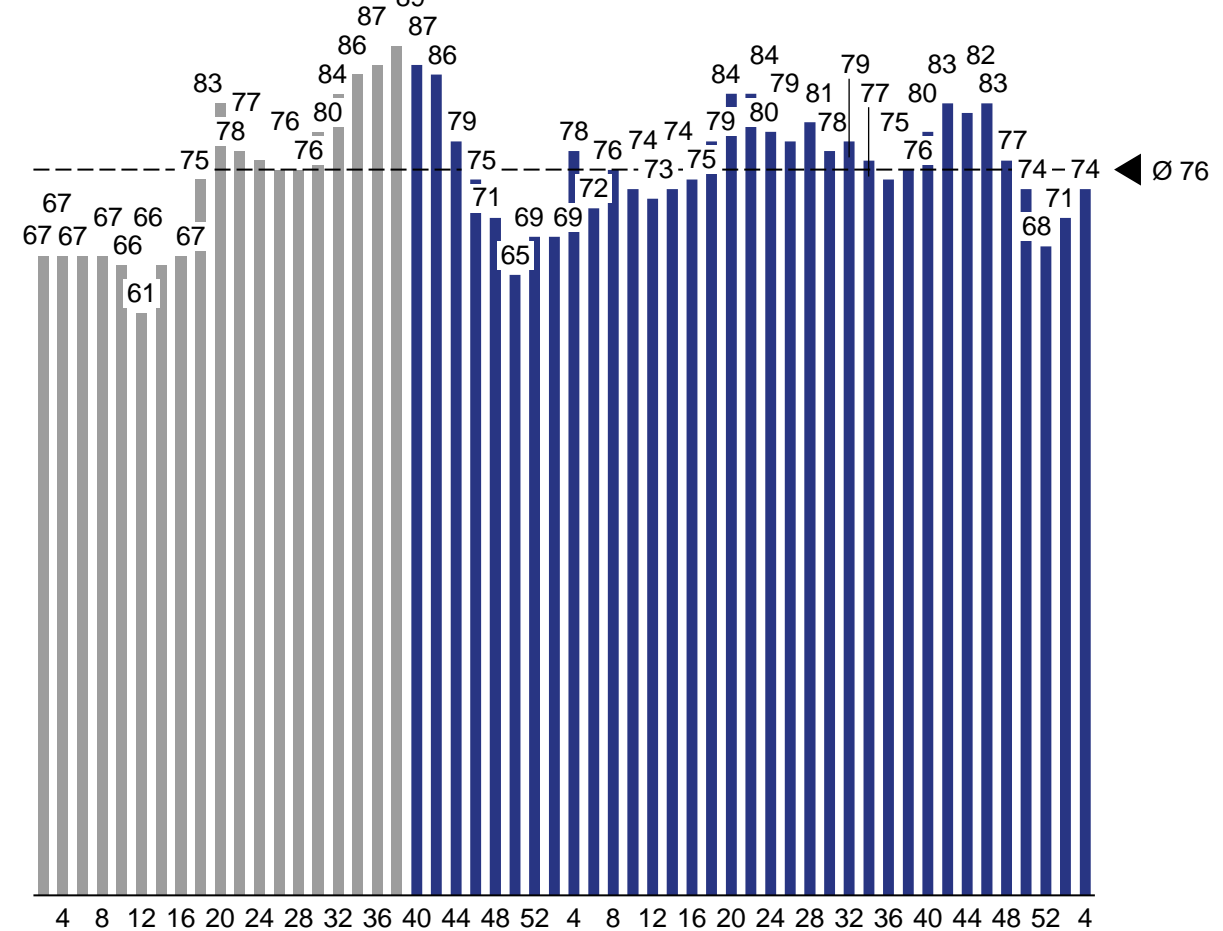
All of YA: Average last 4 months\*



## Development 2018-2019

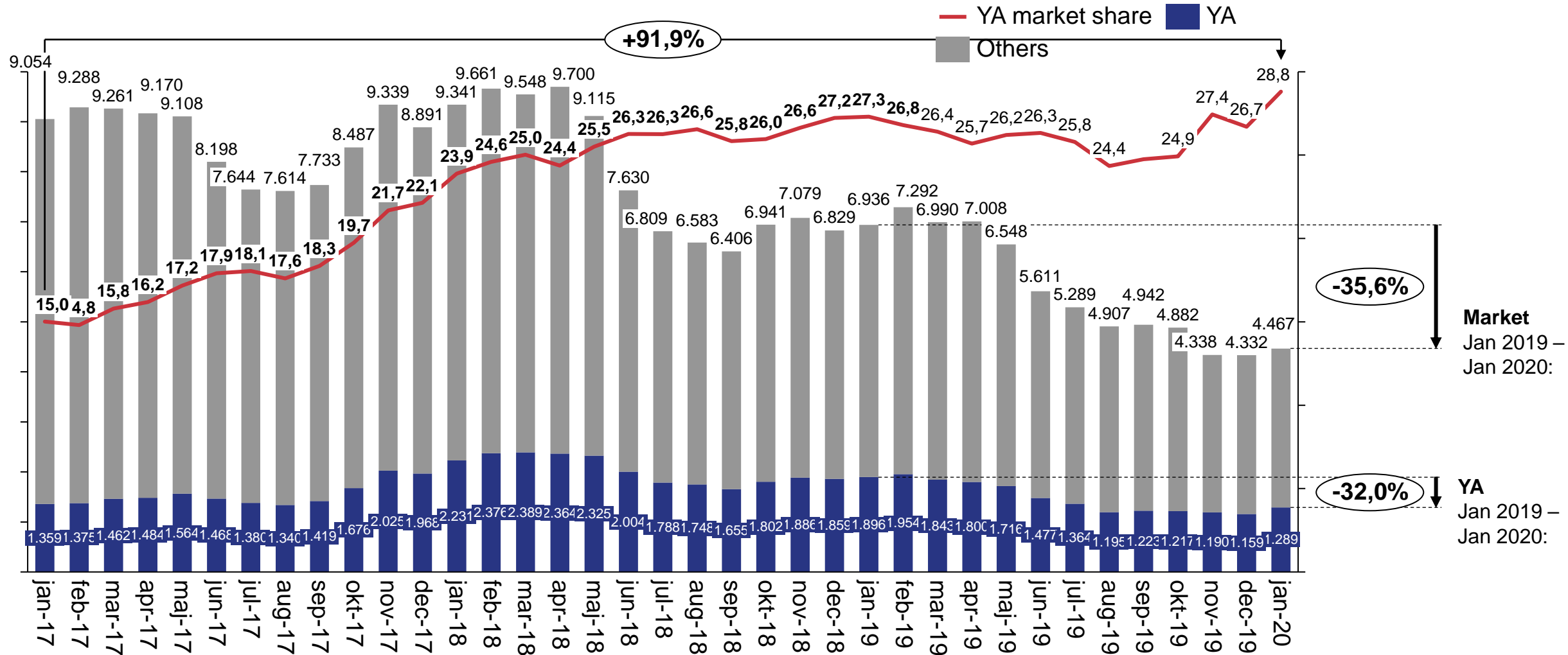
Share in employment 3 months after end of course

- Average last 8 weeks



Week

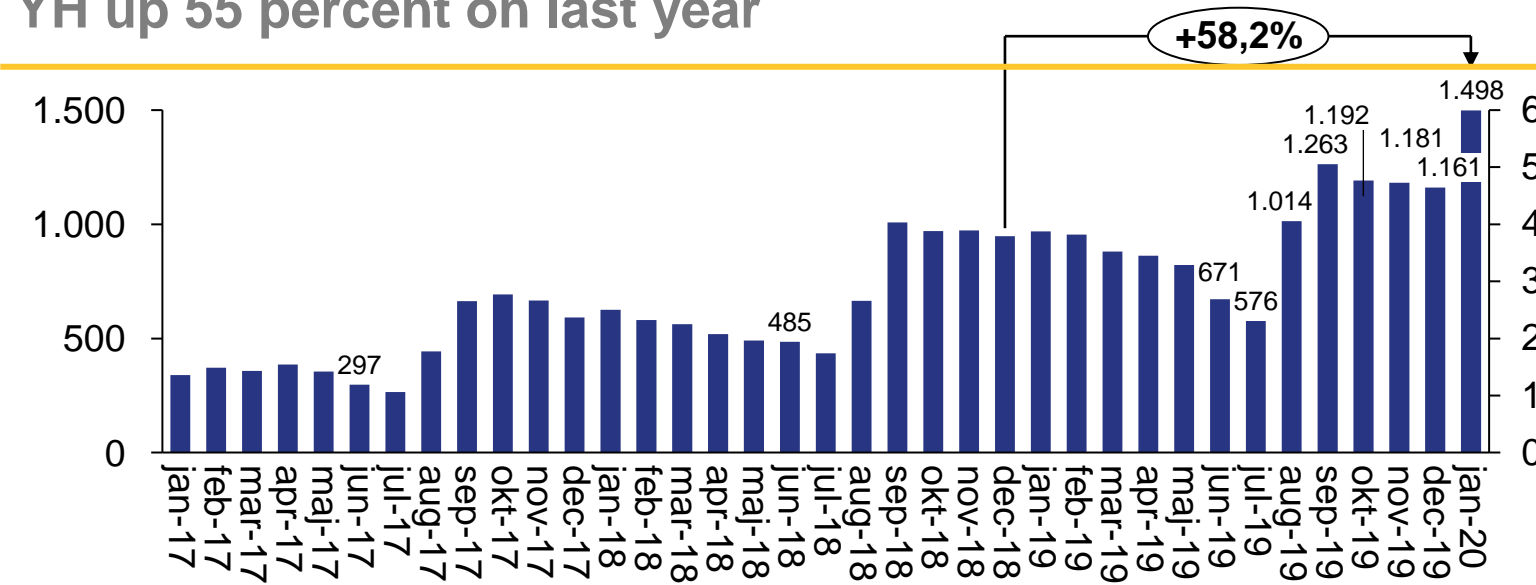
# YA's market share reached all-time high in January 2020



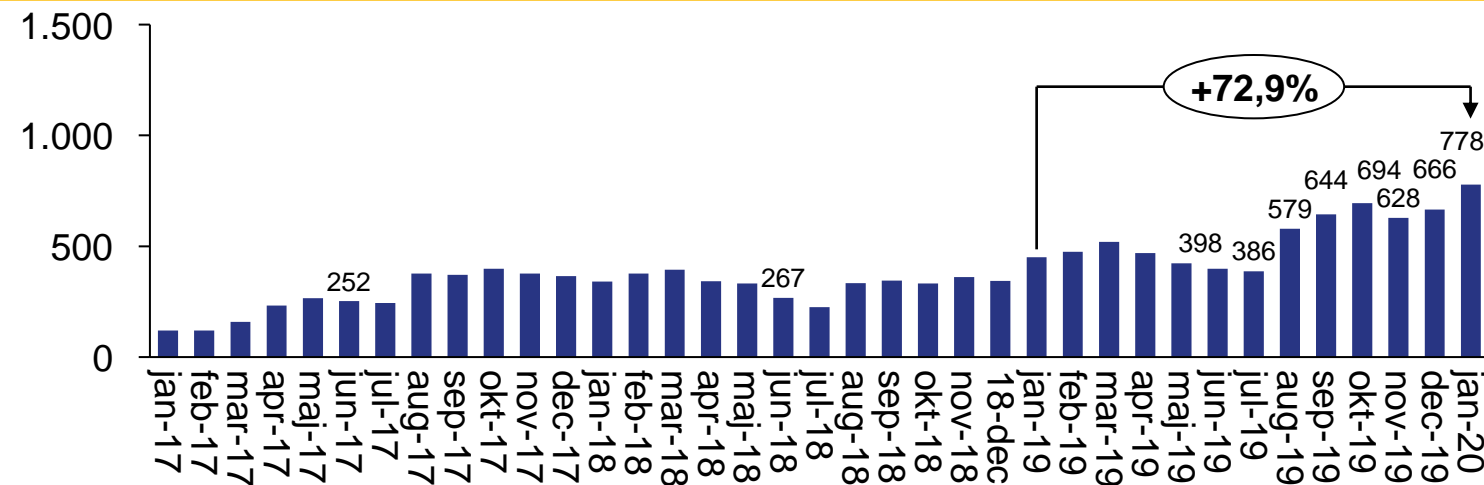
Source: Public Employment Service, Monthly statistics

# Other customer segments develop positively

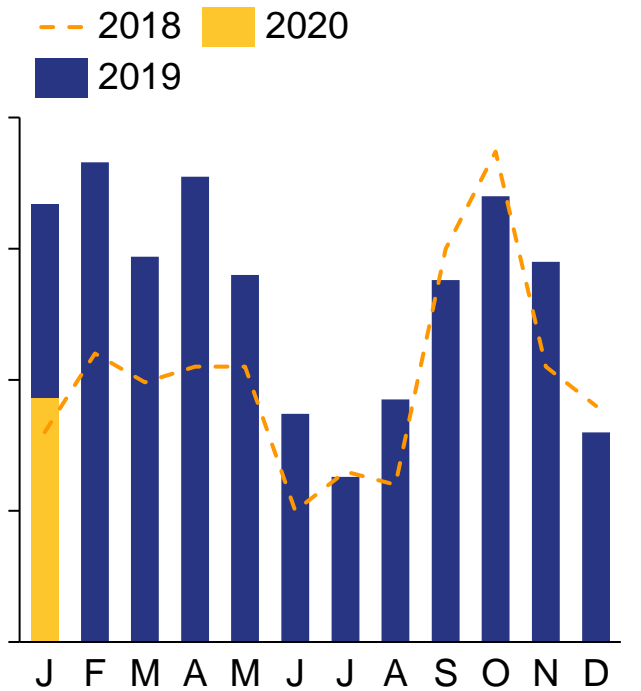
YH up 55 percent on last year



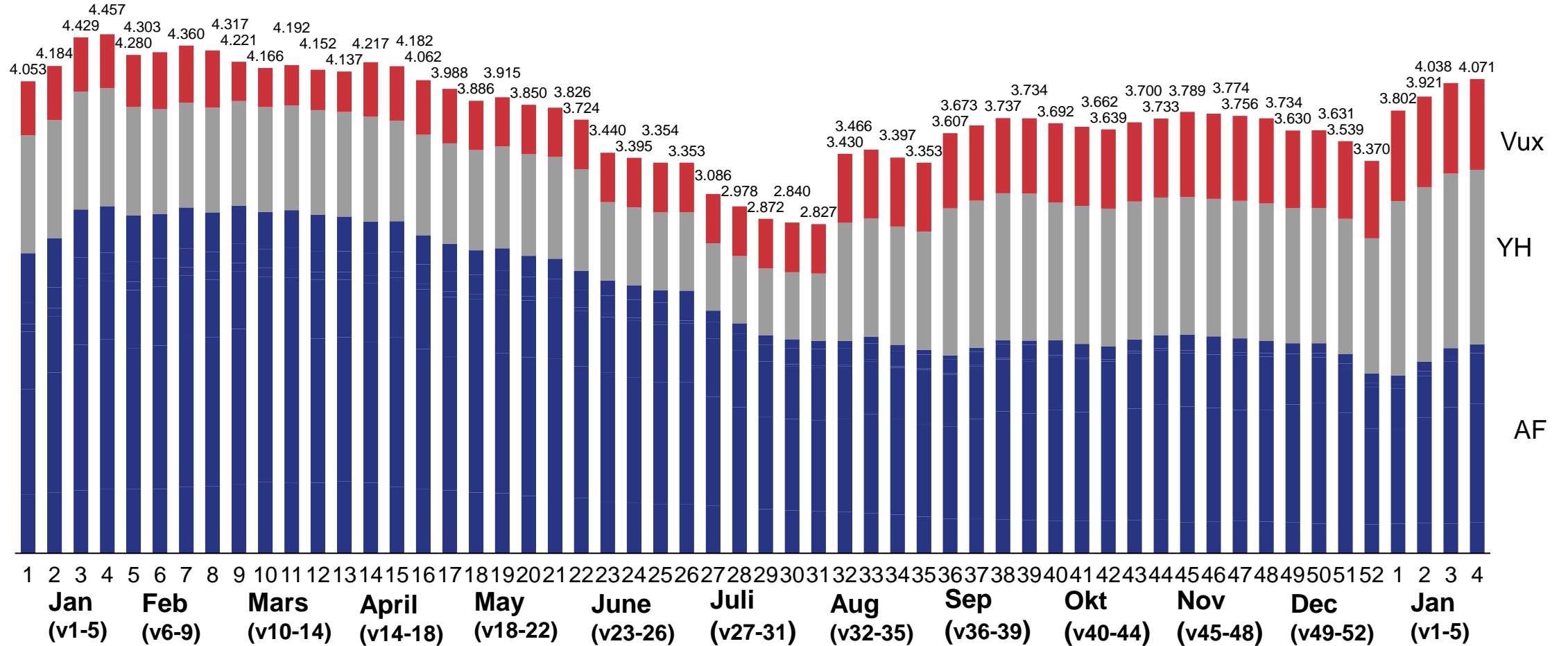
VUX up 73 percent januari 19 – januari 20



Moderate growth in corporate sales in 2019



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



# Financial information

Income statement, balance sheet and cash-flow

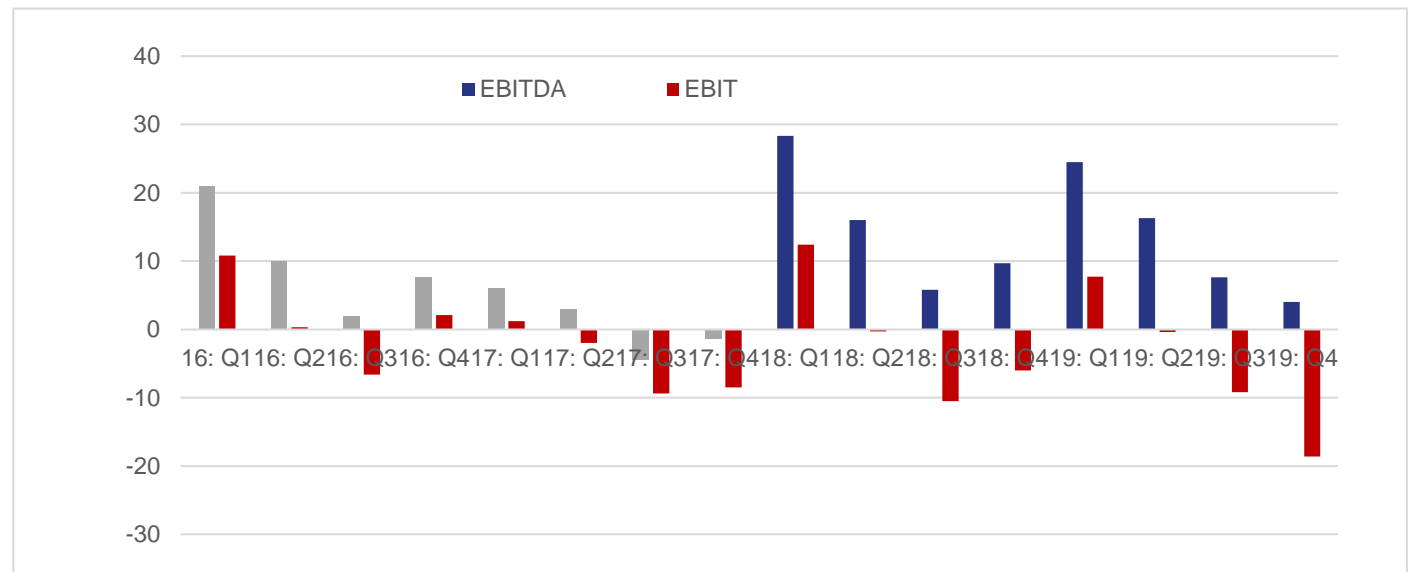
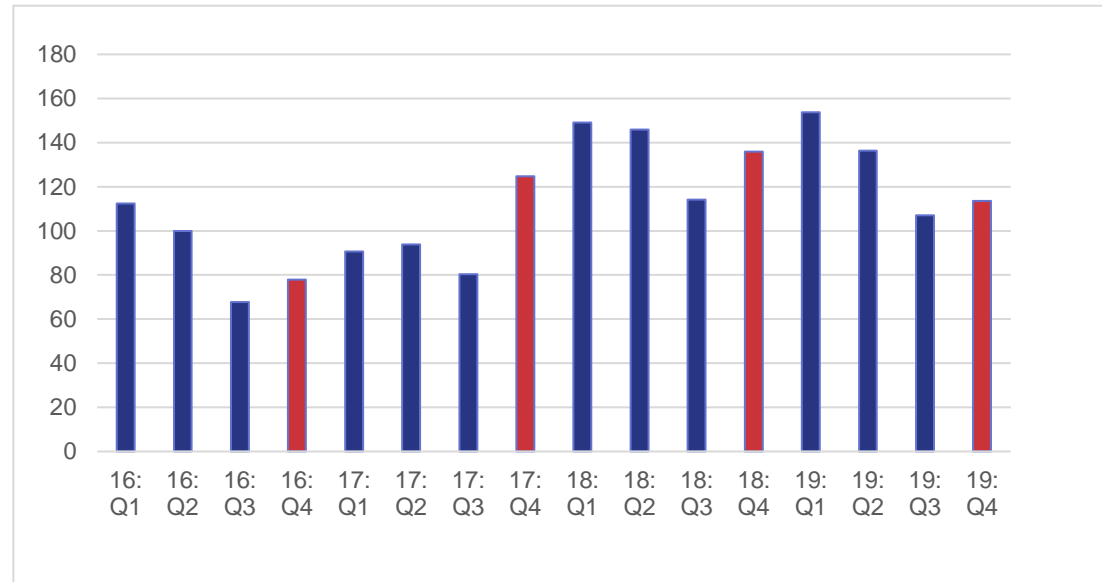




# Income Statement

- ▶ Revenues were 113.6 mnkr (135.9) in the quarter.
- ▶ EBITDA was -10.1 mnkr (9.7) or -8.9% (7.2%).
- ▶ EBITDA excluding exceptional items was 4.0 mnkr (16.6) or 3.5% (12.2%)
- ▶ EBIT was -32.7 mnkr (-62.9) or -28.8% (-46.3%).
- ▶ EBIT excl. exceptional items was -18.6 mnkr (-6.0) or -16.4% (-4.4%)
- ▶ EBITDA in the graph is according to:
  - ▶ IFRS16 in 2018/2019
  - ▶ IAS17 before 2018
  - ▶ Leasing cost of SEK 14 million in 2019 is treated as depreciations and interest expenses according to IFRS16
- ▶ AF investment for employment education remains on historical low lever.
- ▶ Low revenues and restructuring cost are affecting the performance during Q3/Q4.
- ▶ Cost adaptation of SEK 30 million at annual level initiated in September and completed by December 31, 2019
  - ▶ Full effect is reached by Q1 2020.

## Q4 2019



# Balance sheet and cash flow Q4 2019

- ▶ Cash balance amounted to SEK 5.3 million (8.8) at the end of the period.
- ▶ Cash flow for the quarter amounted to SEK -1.7 (6.8).
- ▶ Cash flow from operating activities amounted to SEK -4.6 million (9.5).
- ▶ Change in working capital was SEK 3.7 million (15.4).
- ▶ Capital injection of SEK 40 million fully paid in July 2019.
- ▶ Net debt amounted to SEK 524 million (564).
  - ▶ Including leasing liability of SEK 163 million (210).
  - ▶ The reported net debt as of 2018 is restated retrospectively according to IFRS16.
- ▶ Low volumes during Q4 are was affecting liquidity at the beginning of 2020.
  - ▶ Further capital injection of SEK 10 million paid in February 2020.

## Cashflow Q4 and year 2019

	Q4	2019
EBITDA	-10,1	29,0
Change in working capital	3,7	-17,7
Other non-cash items	6,3	4,3
Cash flow before interest and taxes	-0,1	15,5
Interest paid	-7,0	-22,9
Income tax paid	2,5	0,0
Cash flow from operating activities	-4,6	-7,4
Cash flow from investing activities	-1,3	-0,5
Cash flow from financing activities	4,2	4,5
Cash flow for the period	-1,7	-3,4

# Market

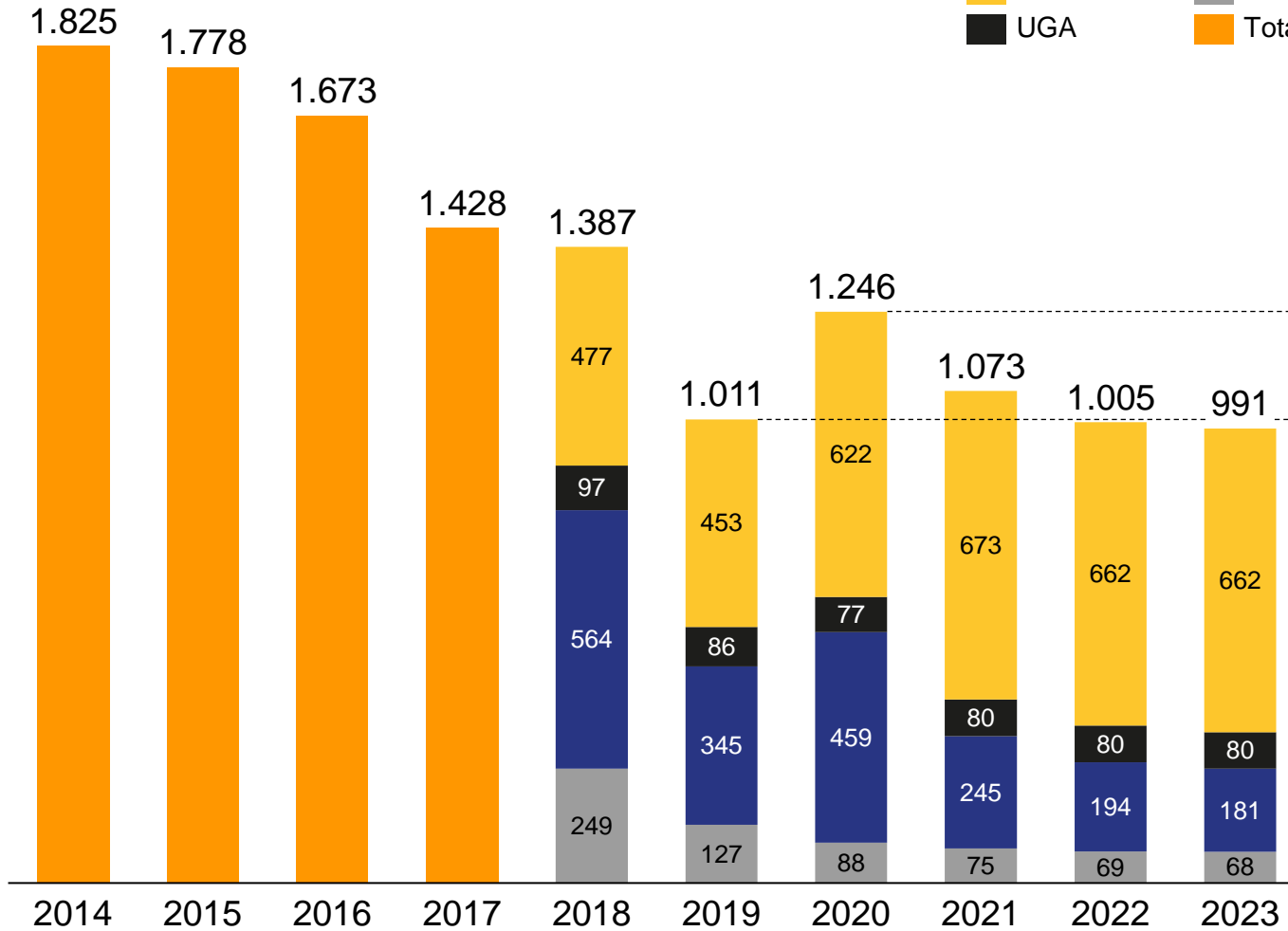
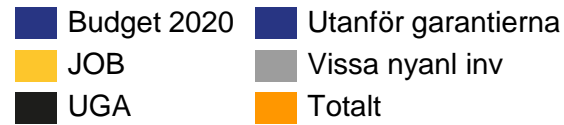
AF forecast

Privatizing employment service



# AF forecast for labour market training (AUB) in 2020 +23 % vs 2019. Unsecured after 2020.

## AUB annual expense 2014-2023 mnkr



## Forecast (AUB+FUB) mnkr

+23,2%

Forecast date	Value	Deviation vs earlier
January 2017	7300	
January 2019	3518	-200
February 2019	3211	-307
June 2019	3087	-124
July 2019	2822	-264
October 2019	2463	-360
February 2020	3583	1120
Total AUB+FUB		

# The purpose of KROM

## Kundval rusta och matcha

- Introduce advanced matching services to gather experience for a coming reformed system
- To suit requirements of a larger group of job-seekers
- The compensation shall mainly be performance-based
- The compensation shall be distinctly differentiated depending on the participants distance to the labor market
- To create the conditions required for cost effective services and an increase of participant

# The service in short

- The aim is for the job seeking participants to come into employment or education in the shortest possible time.
- The target group is wide and a large part of the participants have a substantial distance to the labor market
- The Swedish Public Employment Service decides whether or not a jobseeker is part of the target group for the service depending on an assessment of distance to the labor market.
- Statistical assessment support and "prepared allocations"
  - Allocation through PDM (Personal Digital Meeting)



# KROM – compensation

3 different types of compensation

## Basic compensataion

per participant and day, by level  
(A/B/C)  
12 months (6+6)

## Speed premium

When the service is successful before  
the end of the 12 month period the  
remainder of the basic compensation  
is paid out as a speed premium.

## Performance compensation

The performance compensation  
exists as two different tiers, at full  
and half compensation, and is  
dependent on the level of successful  
employment or studying.

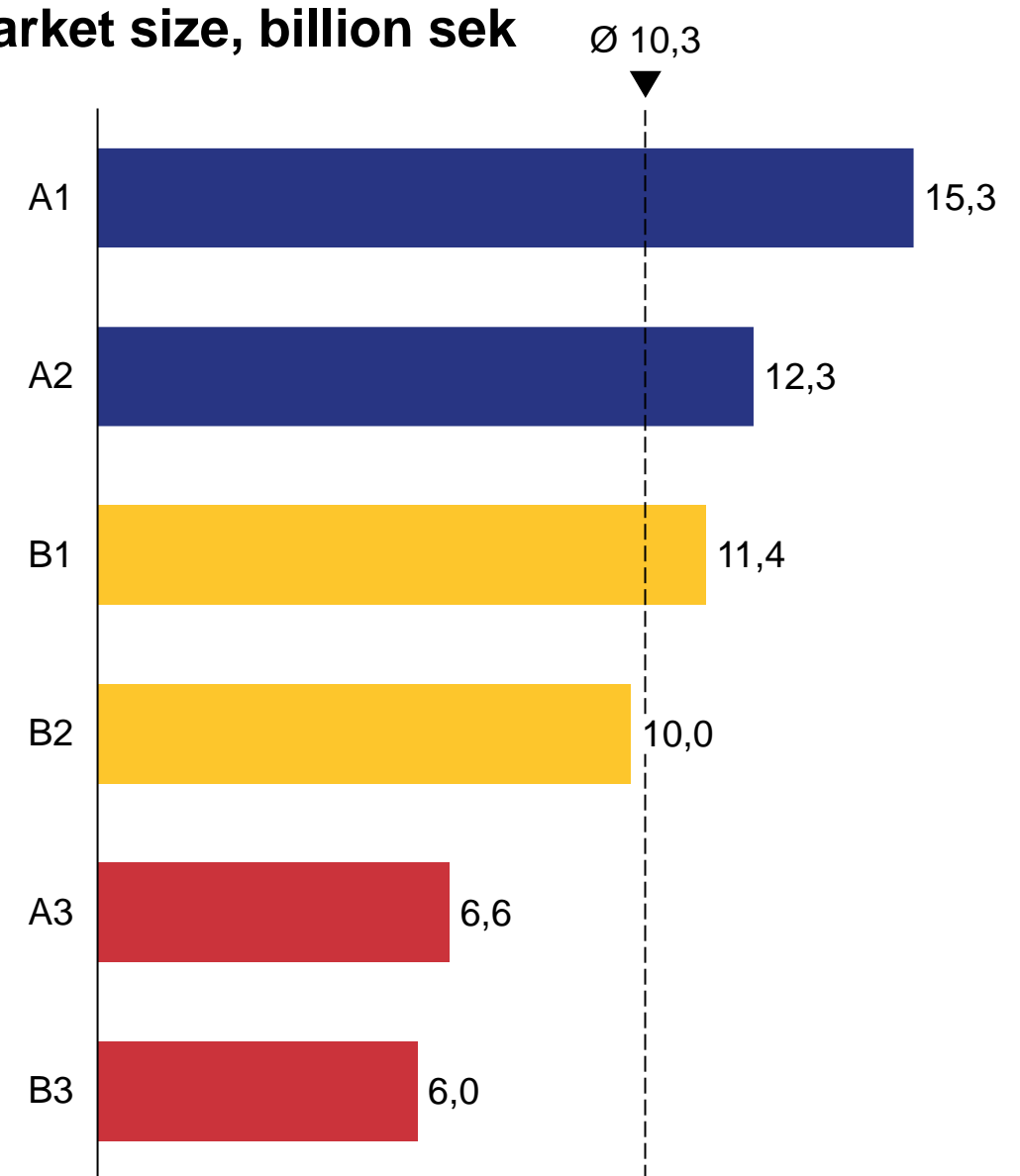
Compensation type	Level A	Level B Model 1*	Level B Model 2*	Level C
Basic compensation per month	1210	1365	1650	1980
Performance compensation	20300	32400	25000	38000
Speed premium by 6 months	7260	8184	9900	11880
Maximum compensation per participant	34820	48768	44800	61760

# 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:

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

[martin.modig@ya.se](mailto:martin.modig@ya.se) [antti.rokala@ya.se](mailto:antti.rokala@ya.se)



**Yrkes  
Akademin**

Vi hjälper dig att lyckas!