



*Human Care Makes
the Future Possible*

Elekta

Q3 preliminary results 2013/14

Tomas Puusepp, President and CEO
Håkan Bergström, CFO



Q3 – preliminary results

EBITA below expectations in Q3

- EBITA of SEK 340 M in Q3, EBIT of SEK 260 M in Q3
- Lower than expected deliveries of Leksell Gamma Knife® - primarily in North and South America and Asia Pacific
- Currency effects impacted EBITA by approximately SEK -50 M
- Weaker currencies in emerging markets in Q3 affecting purchasing power
- Net sales up 1%* in Q3 and 7%* YTD

Strong order bookings

- Order bookings up 15%* in Q3 and 8%* YTD
- Strong growth in Europe and North America
- Versa HD™ above expectations



**Based on unchanged exchange rates*

Leksell Gamma Knife®

- Corrective actions initiated
- Growing interest for stereotactic radiosurgery in the management of metastatic disease
- Leksell Gamma Knife will be back on track
 - Good order pipeline in North America
 - Confident in the long term underlying market
- Continued investments in R&D for new product releases



Order bookings up 15%* in Q3



- North and South America
 - Strong order bookings - up 40%* in Q3
 - Good momentum on Versa HD™
- Europe, Middle East and Africa
 - Strong order bookings - up 15%* in Q3
 - Particularly strong in South and Central Europe
 - Middle East and Africa strengthened growth
- Asia Pacific
 - Order bookings decreased 9%* in Q3
 - Good performance in China
 - Currency effects

**Based on unchanged exchange rates*

Good cash flow expected in Q4

- Cash flow from operating activities SEK 153 M in Q3, cash flow after continuous investments SEK -27 M
- Inventory build-up of approximately SEK 250 M for planned deliveries in Q4
- Increased investments to support future growth
 - R&D, MR Linac project
 - Training and education centers



Strong end of the fiscal year expected

- Order bookings up 15% in Q3 and 8% YTD
- Net sales up 1%* in Q3 and 7%* YTD
- We believe low volumes of Leksell Gamma Knife is temporary. Long term strategy remains unchanged
- Revised outlook for FY 2013/14:
 - Lower than expected volumes of Leksell Gamma Knife®
 - Weaker currencies, particularly in some emerging markets, have affected purchasing power and volumes
- In fiscal year 2013/14, net sales is expected to grow by approximately 7 percent in local currency
- EBITA is expected to grow by approximately 3 percent in local currency. Exchange rate movements are expected to have a negative impact of approximately 5 percentage points on EBITA growth.



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