

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 HDTM above expectations





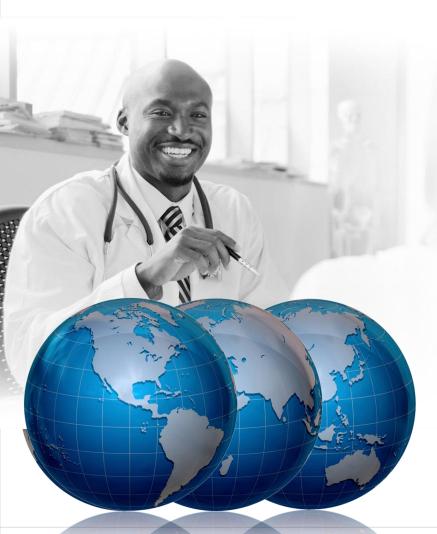
Leksell Gamma Knife®

- 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



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.







