



*Human Care Makes  
the Future Possible*

# Elekta

Q3 report 2012/13

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# Continued good demand

- Order bookings up 13%\* during first nine months and 6%\* in Q3
  - Excellent growth in Asia Pacific
  - Uncertainty in the US
- Net sales grew with 11%\* during first nine months
- Strong Q4 expected
  - Substantial contribution from Nucletron
- EBIT amounted to SEK 873\*\* M (967\*\*)
- Outlook adjusted due to recent volatile currency movements, uncertainty in USA and postponed business in the Middle East.

\*Based on unchanged exchange rates

\*\* Excluding non-recurring items

# Versa HD™ – successful launch



1,500 participated

CE-mark and pending 510k clearance

# Well positioned for further growth

## Versa HD™

1. Enables higher dose per session – delivered more than **three times faster** than before.
2. Minimizes dose to healthy tissue. MLC leaf speeds more than **twice as fast** as other systems.
3. New generation of **patient specific treatments**

*Versa HD is a key in Elekta's growth strategy and aspiration to double the number of patients treated with Elekta solutions. Versa HD is CE-marked and elements are pending 510(k) clearance.*

# Regional overview

## North and South America

<i>SEK M</i>	<i>Change</i>	<b>May – Jan 2012/13</b>	May – Jan 2011/12
<b>Order bookings</b>	+10%	<b>2,849</b>	2,594
<b>Net sales</b>	+12%	<b>2,372</b>	2,113



- Order bookings grew with 9%\* during first nine months
- North America
  - Market uncertainty related to fiscal cliff decisions and Health Care reforms
- Strong momentum in Canada
- South America - Tender for 80 linear accelerators ongoing in Brazil
- Contribution margin: 33% (35)

\*Based on unchanged exchange rates

# Europe, Middle East and Africa

<i>SEK M</i>	<i>Change</i>	<b>May – Jan 2012/13</b>	May – Jan 2011/12
<b>Order bookings</b>	-1%	<b>2,547</b>	2,579
<b>Net sales</b>	+2%	<b>2,125</b>	2,075



- Order bookings increased with 2%\* during first nine months
- Good order development in all major European markets
- Unstable situation with postponed business in the Middle East
- Contribution margin: 32% (33)

\*Based on unchanged exchange rates

# Regional overview

## Asia Pacific

<i>SEK M</i>	<i>Change</i>	<b>May – Jan 2012/13</b>	May – Jan 2011/12
<b>Order bookings</b>	+33%	<b>2,684</b>	2,013
<b>Net sales</b>	+21%	<b>2,111</b>	1,741



- Order bookings increased with 31%\*
- Strong growth in China and India where Elekta is the market leader
- Business in Japan continue to grow - positive trend for Toshiba collaboration
- Good contribution from “new” emerging Asian markets
- Contribution margin: 30% (30)

*\*Based on unchanged exchange rates*

# Strong Q4 expected



- Net sales grew with 11%\* during first nine months
  - Nucletron seasonality positive for Q4
- Gross margin at 45% (46)
  - Negative impact from currencies
- Operating profit\*\* of SEK 873 M (967)
  - R&D expenditures, before capitalization, increased to SEK 679 M (10% of net sales)
  - One-off costs related to US lawsuits of SEK 24 M
- Net financial items SEK -159 M
- Taxes on 27%
  - Trending towards >25% next 3 years

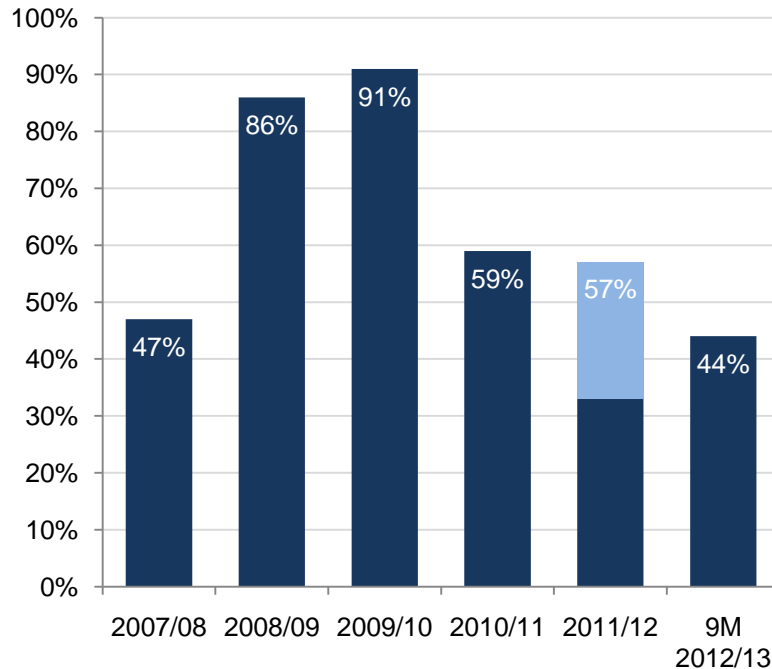
\*Based on unchanged exchange rates

\*\* Excluding non-recurring items



# Net working capital Improved from 15 % to 12 %

Cash conversion, %



- Average 5 year cash conversion: 68%
- Ambition for 2012/13 of >70% remain

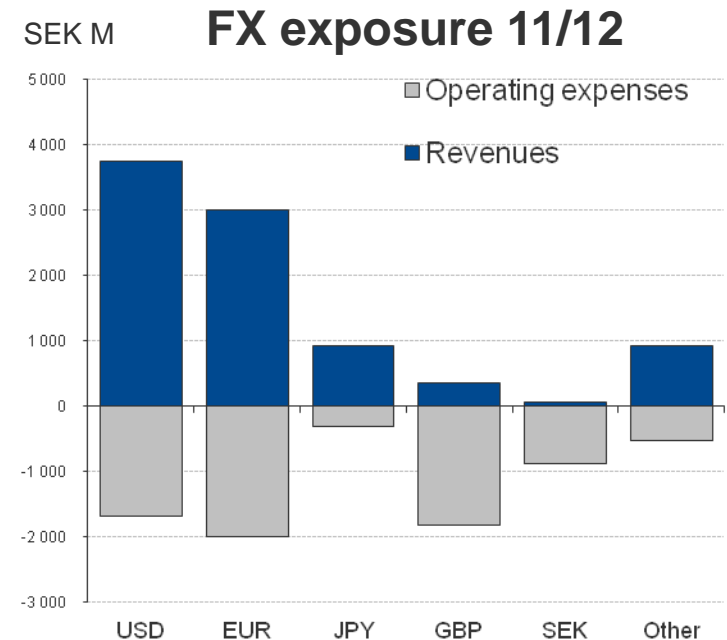
Net working capital  
/ net sales, %



- Net working capital / net sales: 12.0% in Q3
- Cash flow after investments: Q1 -175, Q2 +398 M  
Q3 +112 M

# Negative Currency effects due to high volatility

- Continued volatility on currency markets. End of January changes (Y/Y)
  - USD: -5%      - GBP: -8%
  - JPY: -17%    -EUR: -3%
- Currency estimated to negatively affect the increase of both net sales and EBIT with approximately three percentage points for fiscal year 2012/13
- Currency had a negative effect of SEK -50 M on EBIT after hedges YTD
  - Material translation effect on balance sheet items



# Strong balance sheet

Q3 12/13

Liquid assets <i>(SEK M)</i>	1,554
Net debt <i>(SEK M)</i>	2,822
Equity <i>(total, SEK M)</i>	4,756
ROE	22%
ROCE	18%
Net debt/equity	0.59
Net debt / EBITDA	1.43

# New outlook for fiscal year 2012/13

- Net sales is anticipated to increase by approximately 15 percent in local currency
- Operating profit is expected to increase by more than 15 percent, excluding currency effects
- Exchange rate movements compared to FY 2011/12 are expected to have a negative impact of approximately three percentage points
  - on growth of net sales as well as on growth of operating profit



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