



# Elekta

## Preliminary full-year results 2014/15

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*Chairman of the Board*

Tomas Puusepp

*President and CEO*

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*Chief Financial Officer*



# Preliminary financial performance

- Order bookings -13%\*
- Net sales -8%\*
- EBITA of SEK 1,400 M\*\*
- Cash flow after continuous investments improved to SEK 800 M



\*Based on constant exchange rates

\*\* Before non-recurring items

# Market is fine, with more risk

- Not delivered on our plans
- Especially weak in US
- Delays in deliveries from backlog
- More risk:
  - Higher bad debt provision
  - Wrote off problematic projects
  - Reviewed risk in order back log and cancelled about 4%



# Revenues

- Delayed deliveries from backlog
- Not shipped due to risk
- Orders that were not closed



*\*Based on unchanged exchange rates*

*\*\* Before non-recurring items*

# Regional development

## Americas

- Weak performance in the US
- Strong development in South America

## APAC

- Stable development in region
- Good job in China
- Japan market share expanded

## EMEA

- Western Europe OK except UK
- Africa excluding North Africa strong
- Growth in Russia continued





# Q&A