

Presentation of 4th quarter 2001

Highlights Q4 2001

- ↪ Revenue 305.5 MNOK
- ↪ Gross margin 35.2 %
- ↪ EBITDA 4.3 MNOK
- ↪ Cash flow 39 MNOK
- ↪ Restructuring programme ahead of plans - reduction of 57 employees
- ↪ New managers of Telecom division and American operation in place
- ↪ Development contract for military communication power

Key Figures Continuing operations



Amounts in Mill NOK

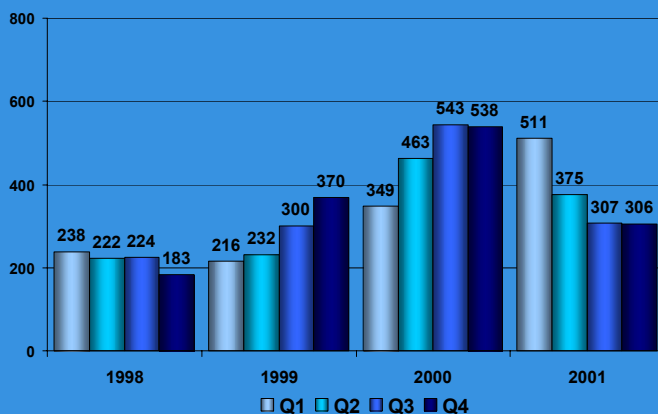
	Whole year			4 th quarter		
	2001	2000	Change	2001	2000	Change
Revenue	1 498.7	1 894.0	-21 %	305.5	538.3	-43 %
EBITDA	72.9	252.1	-71 %	4.3	73.1	-94 %
EBIT	22.2	189.1	-88 %	-4.0	54.3	
Profit before tax	7.1	205.6	-97 %	-7.3	60.2	
Net profit, before non-recurring items	2.3	135.4	-98 %	-3.3	41.6	
Goodwill write-down	-480.0					
Other non-recurring items	-139.7					
Tax on non-recurring items	80.9					
Net profit	-536.5	135.4		-3.3	41.6	
Basic EPS (NOK) before non-recurring items	-0.09	5.36		-0.16	1.72	
Cash EPS (NOK) before non-recurring items	1.00	7.14		-0.10	2.21	

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Revenue per quarter



Amounts in Mill NOK

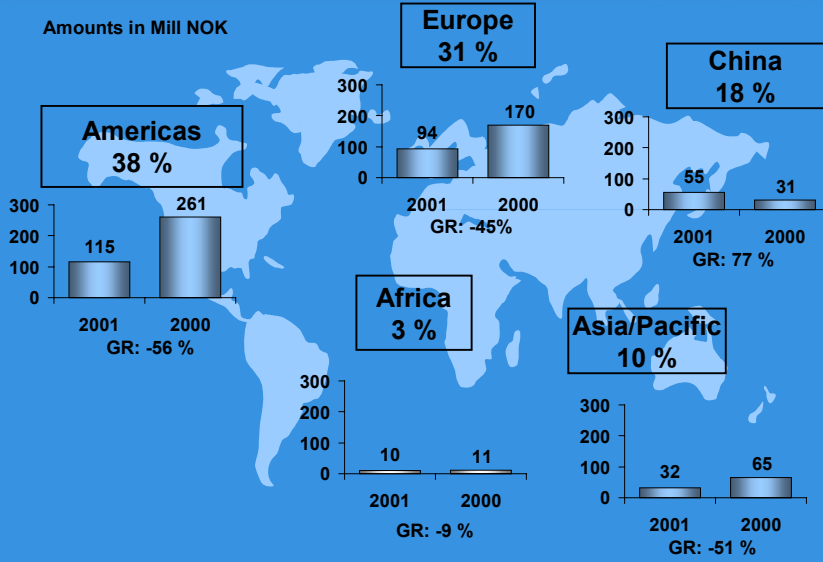


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Global sale 4th quarter



Amounts in Mill NOK

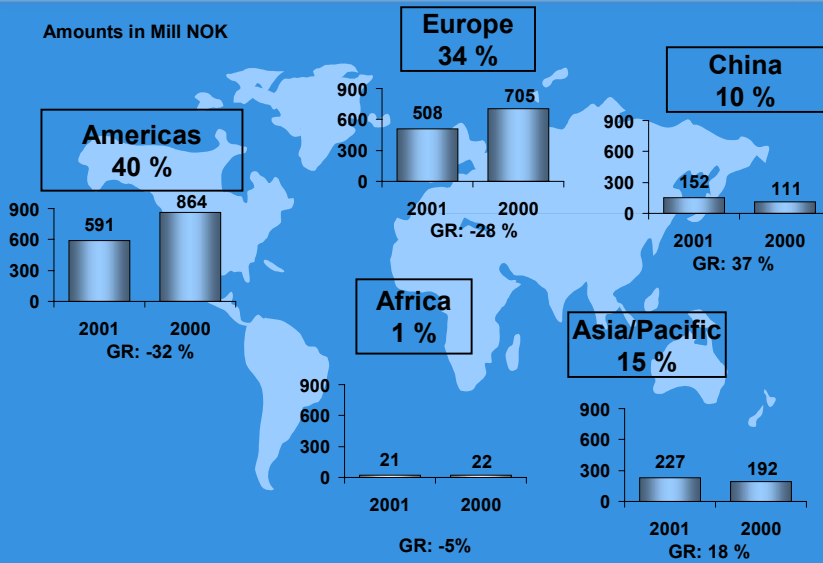


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Global sale whole year



Amounts in Mill NOK

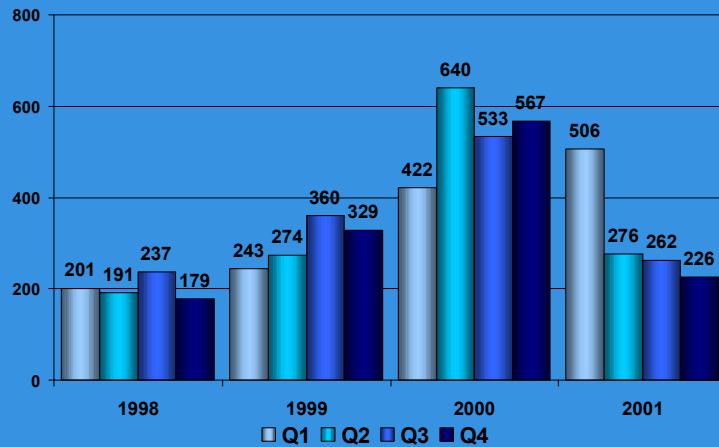


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Order entry per quarter



Amounts in Mill NOK



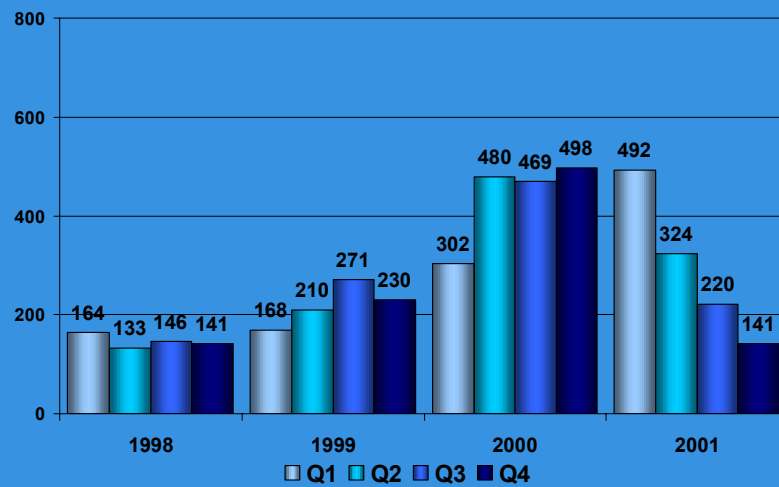
Excl. cancelled orders in Q2 2001; 69 MNOK and Q3 2001; 59 MNOK

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Order backlog per quarter



Amounts in Mill NOK

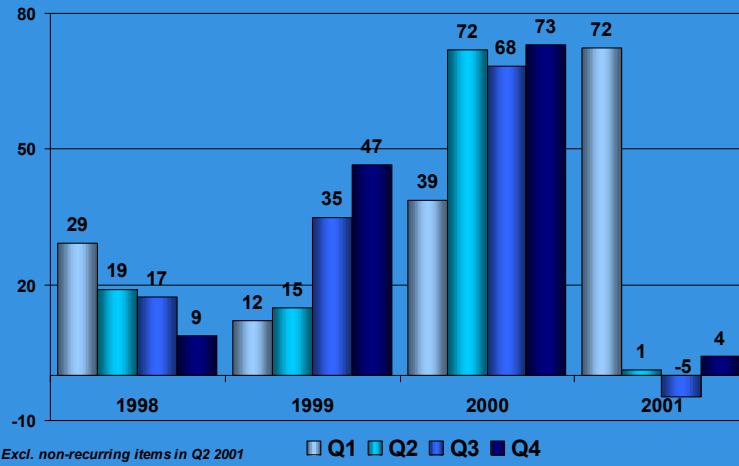


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EBITDA per quarter

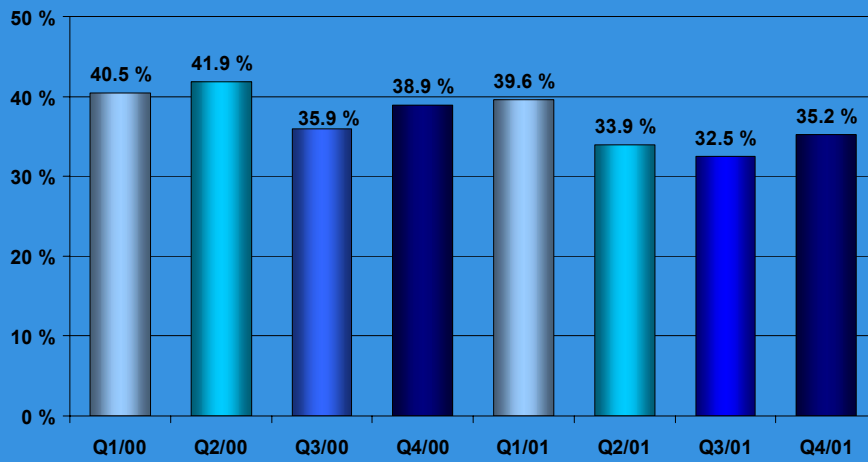


Amounts in Mill NOK



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Quarterly gross margin 2000-2001

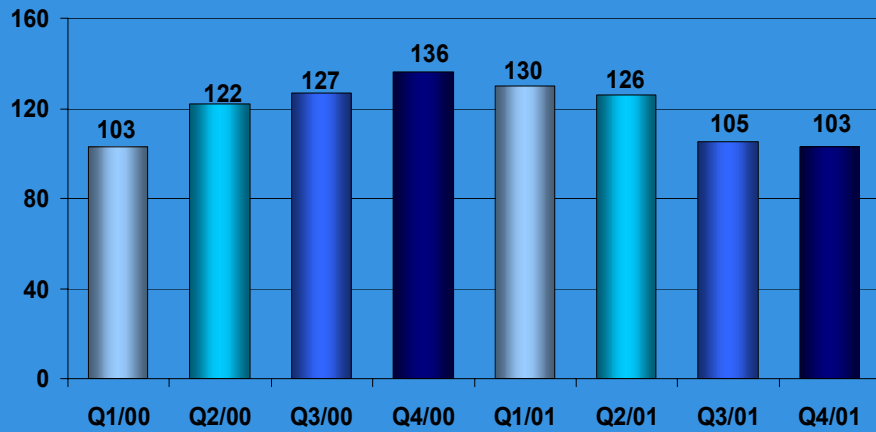


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Quarterly operating cost 2000-2001

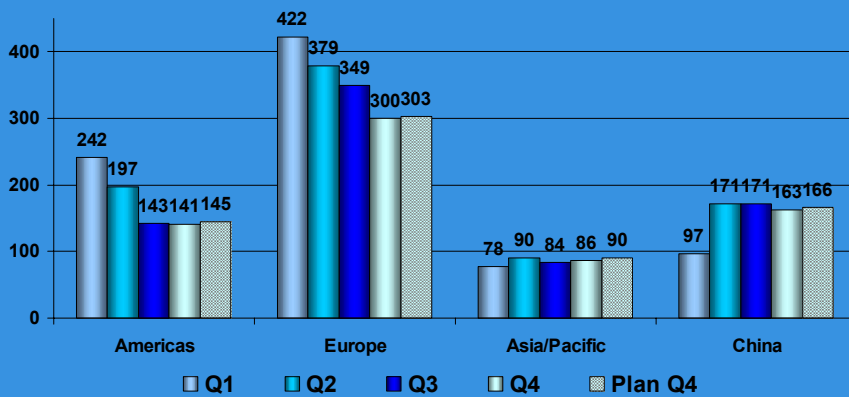


Amounts in Mill NOK



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Employees



Total beginning Q2: 941
Total per Q4: 690

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Working capital



MNOK

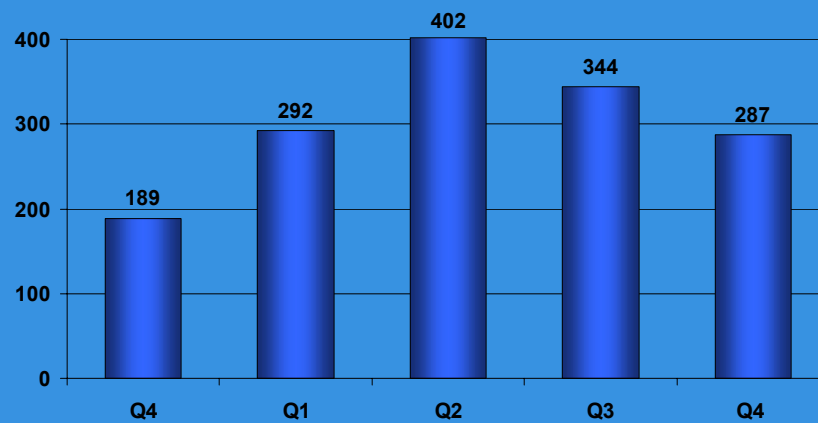
	31.12.01	30.09.01	Change Q3/Q4
Inventories	287	344	-57
Trade receivables	309	353	-44
Trade payables	-119	-144	25
Net working capital	477	553	-76

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Inventories



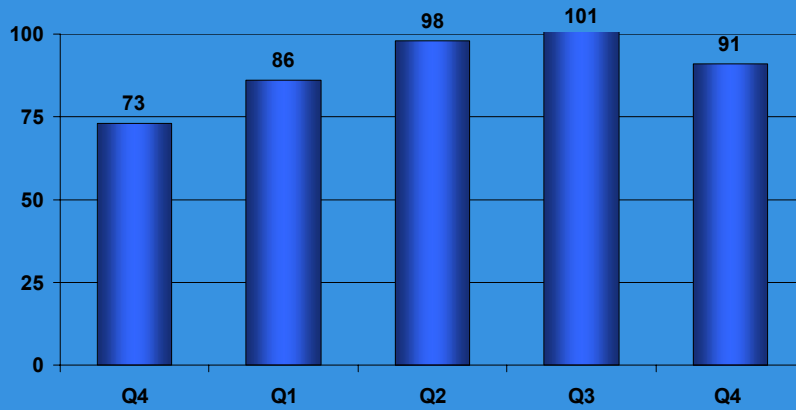
MNOK



All figures are adjusted for provision

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Accounts receivable - Days outstanding



All figures are adjusted for provision

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Cash flow



MNOK

Cash flow Q4

Cash earnings, EBITDA + Fin. items	1
Net working capital	76
Capex	-14
Corporate taxes and currency effects	-24
Leasing financing	4
Net cash flow	43

	31.12.01	30.09.01	Change
Cash	114	86	28
Overdraft	-51	-66	15
Net cash	63	20	43
Overdraft facilities	264	264	0
Liquid funds	327	284	43

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Balance sheet



<i>Amounts in MNOK</i>	<u>31.12.01</u>	<u>30.09.01</u>	<u>31.12.00</u>
Goodwill	61.7	78.0	541.6
Other fixed assets	234.2	204.4	125.2
Total fixed assets	<u>295.9</u>	<u>282.4</u>	<u>666.7</u>
Inventories	286.8	344.0	258.7
Short term receivables	346.5	387.2	504.0
Cash and cash equivalents	113.7	85.8	128.3
Total current assets	<u>747.0</u>	<u>817.0</u>	<u>891.1</u>
Total assets	<u>1 042.9</u>	<u>1 099.4</u>	<u>1 577.8</u>
Share capital	24.5	24.5	24.3
Other equity	422.3	426.0	944.6
Minority interests	24.1	23.4	24.3
Total equity	<u>470.8</u>	<u>473.9</u>	<u>993.1</u>
Long-term liabilities	244.8	237.6	140.9
Bank overdraft	51.1	65.8	13.3
Short-term liabilities	276.3	322.0	410.5
Total current liabilities	<u>327.4</u>	<u>387.8</u>	<u>423.8</u>
Total equity and liabilities	<u>1 042.9</u>	<u>1 099.4</u>	<u>1 577.8</u>
¹⁷ Equity ratio	45.1 %	43.1 %	63.8 %

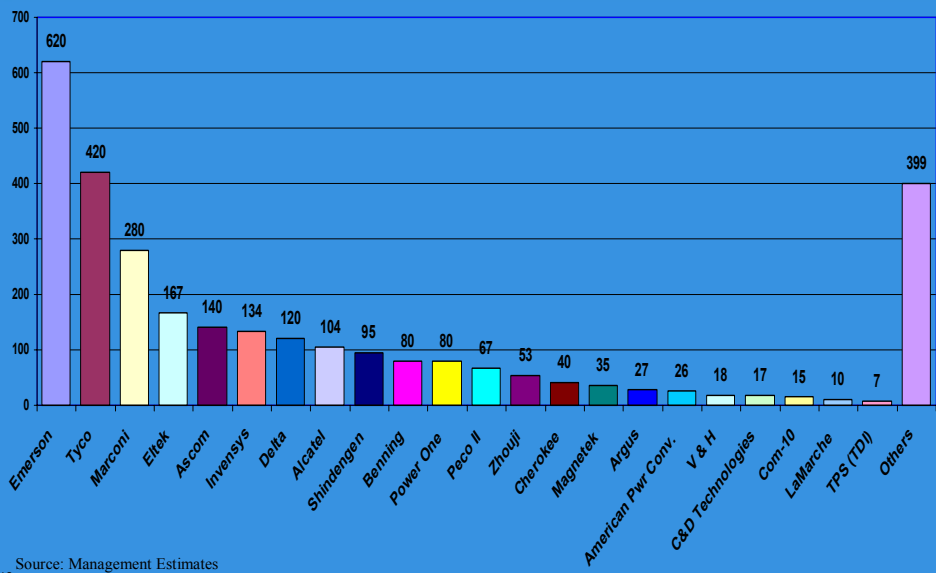
15 largest customers 2001



Nextel
Maxis Communications
Motorola
Alcatel
Allegiance
GD Unicom
WorldCom
Nokia
Ipsaris
Level 3
SingTel
Technitrom
N G Bailey
Portastor
Telenor

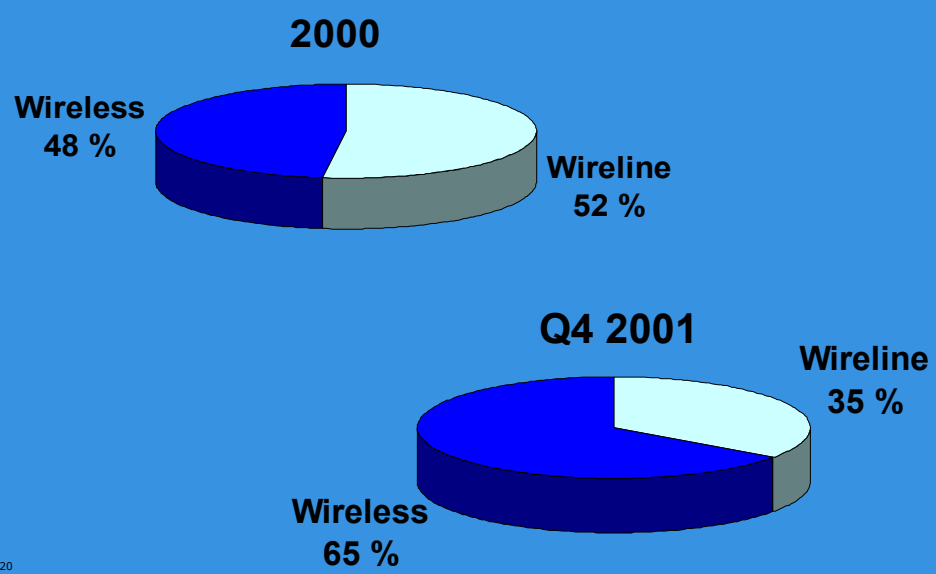
¹⁸ **Share of total revenue: 42 %**

**2001 DC Power System Market
Total Market 2,880 Billion (USD)**



Source: Management Estimates

Revenue allocation Q4 2001



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MGE co-operation



- MGTEK organisation in place
- Quotation activity on turn-key projects increasing
- MGE operation in Sweden are consolidated into Eltek from 01.01.2002
- Further strategic partnering under consideration

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OEM



Development Contract Military Equipment

- Develop power supplies for tactical radio systems
- Development: Start January 2002
Complete December 2002
- Delivery start: 2003

OEM development contracts for telecom progressing well

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3G/UMTS



- Increased activity on RFQ's
- Scandinavia and UK in front
- Well prepared with products designed for 3G applications

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Outlook 2002



- Expected total market decline of 0-10 %
- Weak first quarter
- Improvement throughout the year
- Stronger development on wireless than wireline
- Continued price pressure
- New products strengthen our position in the US

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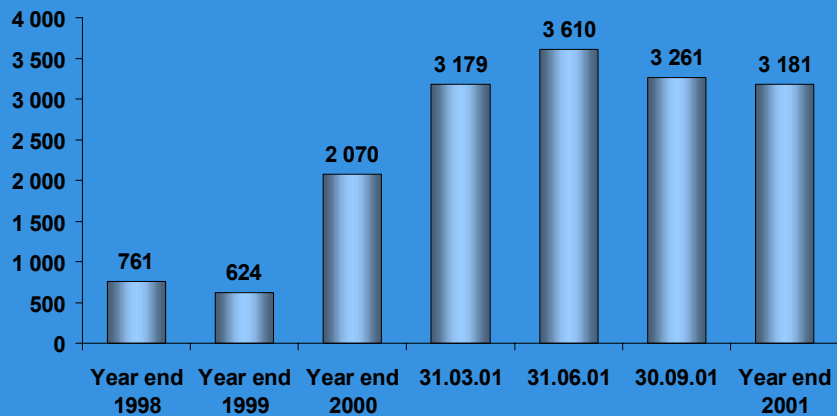
Share performance 12 months rolling



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as per 31.12.2001

Number of shareholders



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Major shareholders per 31 January 2002



Shareholder	# of shares	% share
Salomon Smith Barney Inc	8 670 805	35.4 %
Eltek Holding	4 197 400	17.2 %
Credit Agricole Indosuez	1 470 873	6.0 %
Aksjefondet Gambak	1 140 000	4.7 %
Nordea/Merita Bank	960 200	3.9 %
Euroclear Bank S.A./N.V.	694 026	2.8 %
Orkla Enskilda	650 400	2.7 %
Skandinaviska Enskilda Banken	580 600	2.4 %
Tine Pensjonskasse	444 000	1.8 %
Kåre Allum	177 000	0.7 %

Shareholders
registered in
VPS as at 06.02.02