

Presentation of 3rd quarter 2001

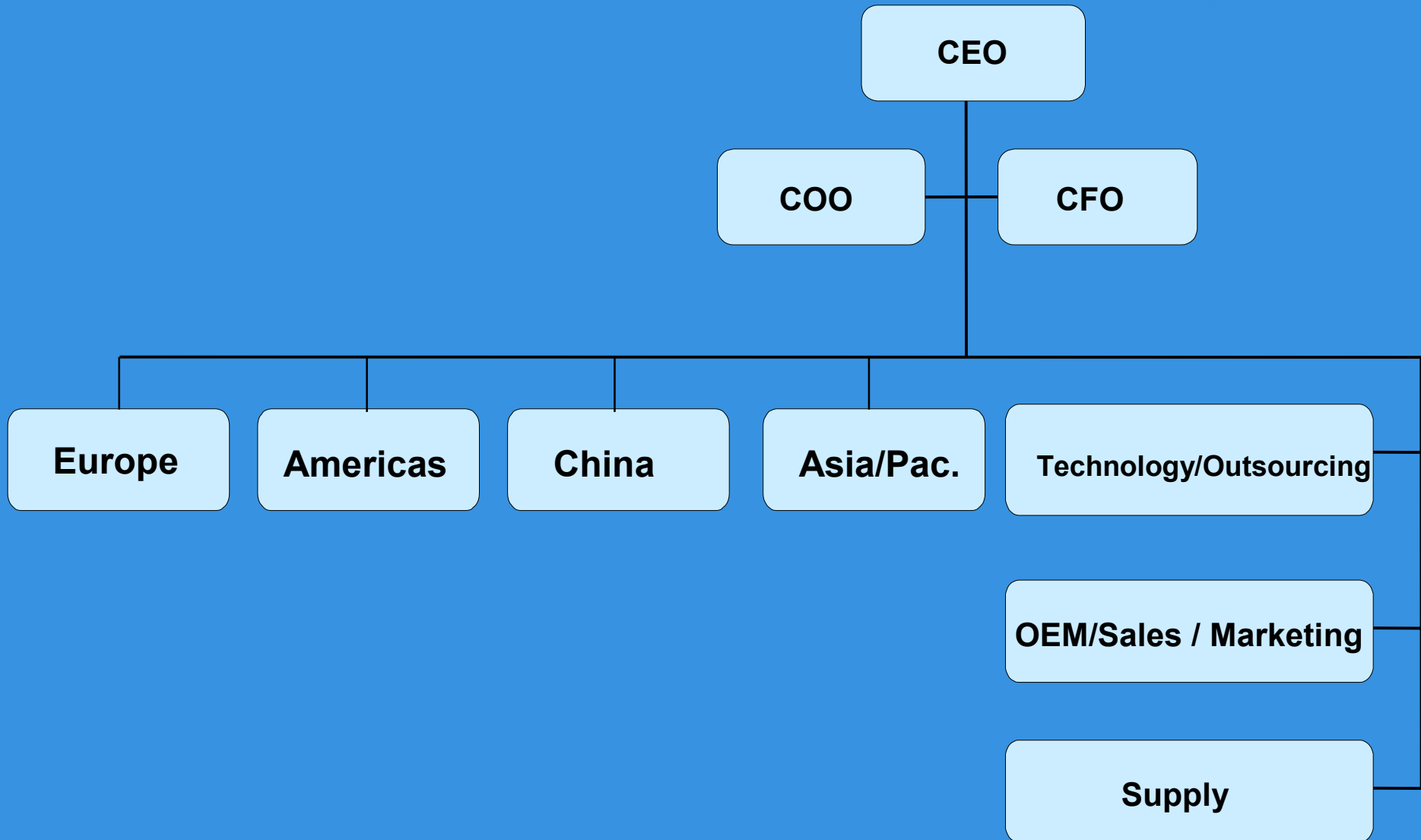
Highlights 3rd quarter 2001



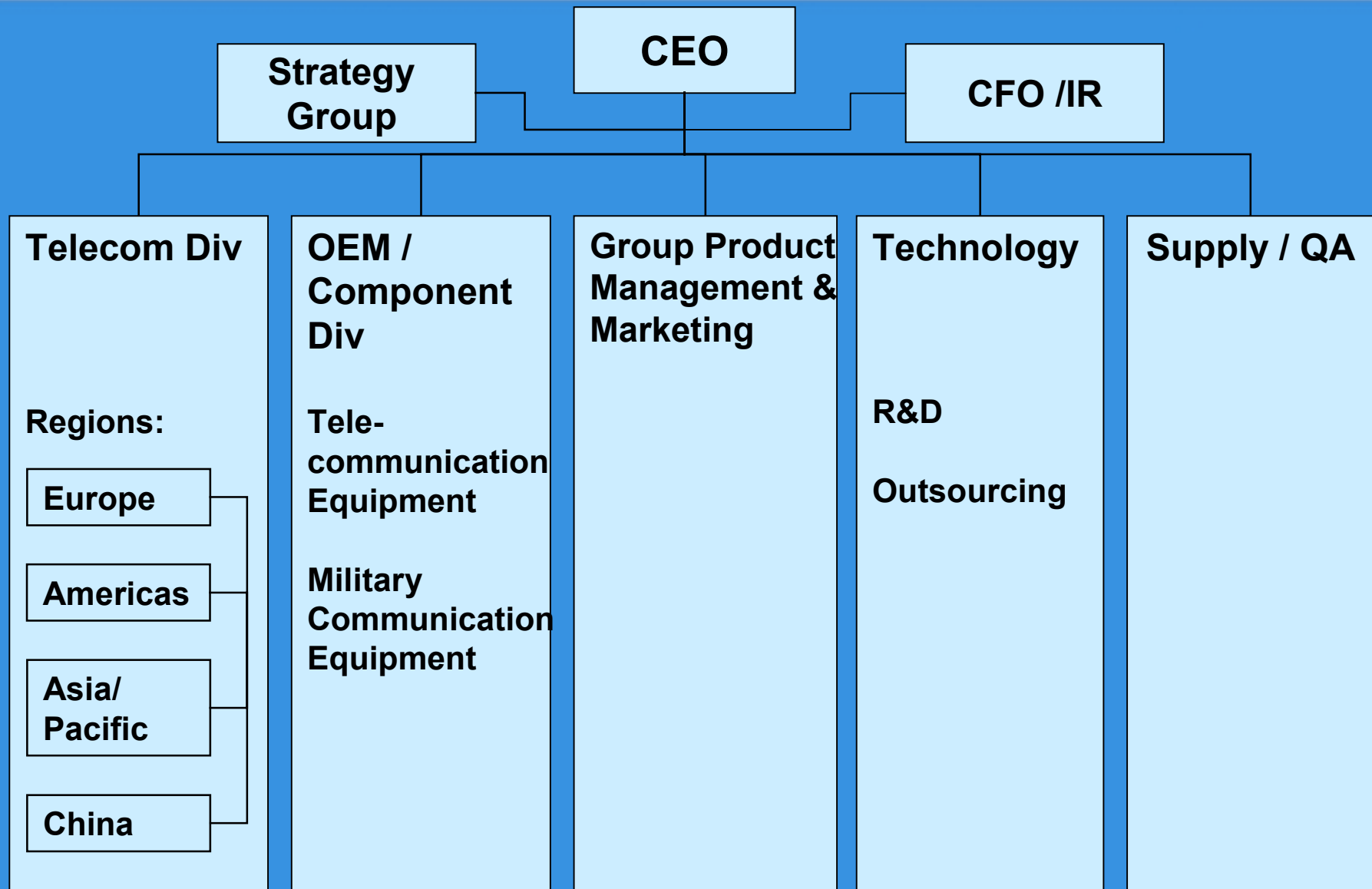
- Revenue decline of 18% from 2nd quarter to 307 MNOK
- Gross margin down 1.4 %-point from 2nd quarter to 32.5 %
- Restructuring programme progressing well
 - Operational costs reduced by 21 MNOK to 105 MNOK in Q3
- EBITDA; - 5 MNOK
- Order entry; 262 MNOK
- Inventories reduced by 58 MNOK
- Joint Venture Agreement with MGE UPS Systems
 - MGTEK Energy Systems
- New organisation structure

- **Focus on new organisation in Q2 and Q3**
 - **Reduced cost base**
 - **New group structure**

Previous organisation



New organisation



- Restructuring completed
 - Still cost reduction activities with effects next year
- Organisation adjusted to changed market place
- Organisational focus on sales growth

- Turnkey UPS (AC/AC) and AC/DC Energy Systems to
 - OEM
 - Service Providers
 - Internet Data Centres
- MGE will sell Eltek products world-wide
 - Sales network: 150 sales/service offices in 37 countries
- Consolidated sales/distribution points
 - Reduced cost
 - Extended sales force

Key Figures

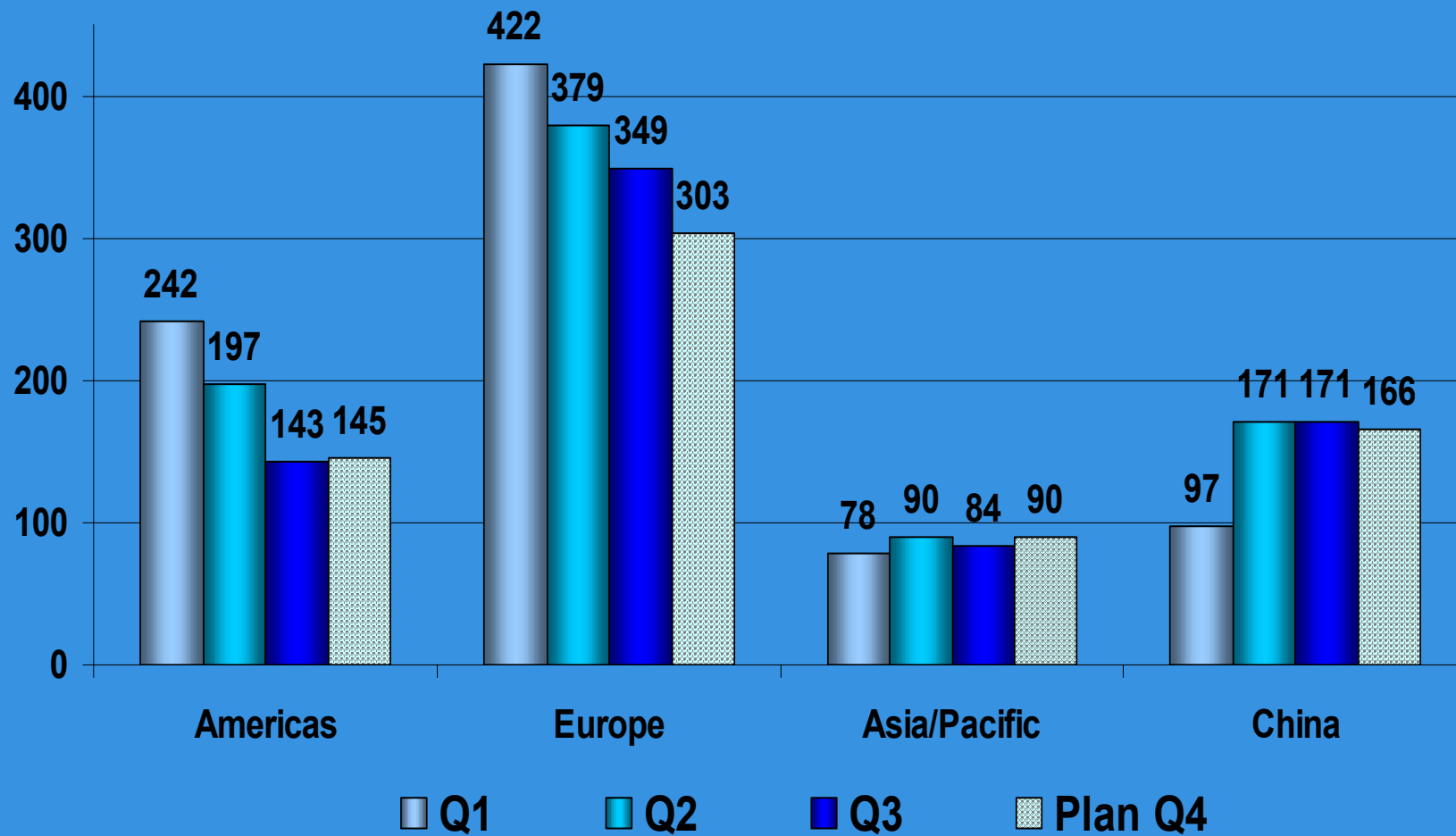
Continuing operations



Amounts in Mill NOK

| | Per 3 rd quarter | | | 3 rd quarter | | |
|--|-----------------------------|---------|--------|-------------------------|-------|--------|
| | 2001 | 2000 | Change | 2001 | 2000 | Change |
| Revenue | 1 193.2 | 1 355.7 | -12 % | 307.2 | 543.3 | -43 % |
| EBITDA | 68.6 | 179.0 | -62 % | -4.8 | 68.4 | |
| EBIT | 26.3 | 134.8 | -80 % | -13.0 | 53.3 | |
| Profit before tax | 14.5 | 145.4 | -90 % | -13.5 | 61.7 | |
| Net profit, before non-recurring items | 5.6 | 93.8 | -94 % | -12.9 | 31.0 | |
| Goodwill write-down | -480.0 | | | | | |
| Other non-recurring items | -139.7 | | | | | |
| Tax on non-recurring items | 80.9 | | | | | |
| Net profit | -533.2 | 93.8 | | -12.9 | 31.0 | |
| Basic EPS (NOK) before non-recurring items | 0.07 | 3.64 | | -0.55 | 1.18 | |
| Cash EPS (NOK) before non-recurring items | 1.10 | 4.93 | | -0.48 | 1.61 | |

Employees



Total per Q3: 747

Working capital



MNOK

| | 30.09.01 | 30.06.01 | Change |
|----------------------------|-----------------|-----------------|---------------|
| Inventories | 344 | 402 | -58 |
| Trade receivables | 353 | 421 | -68 |
| Trade payables | -144 | -224 | 80 |
| Net working capital | 553 | 599 | -46 |

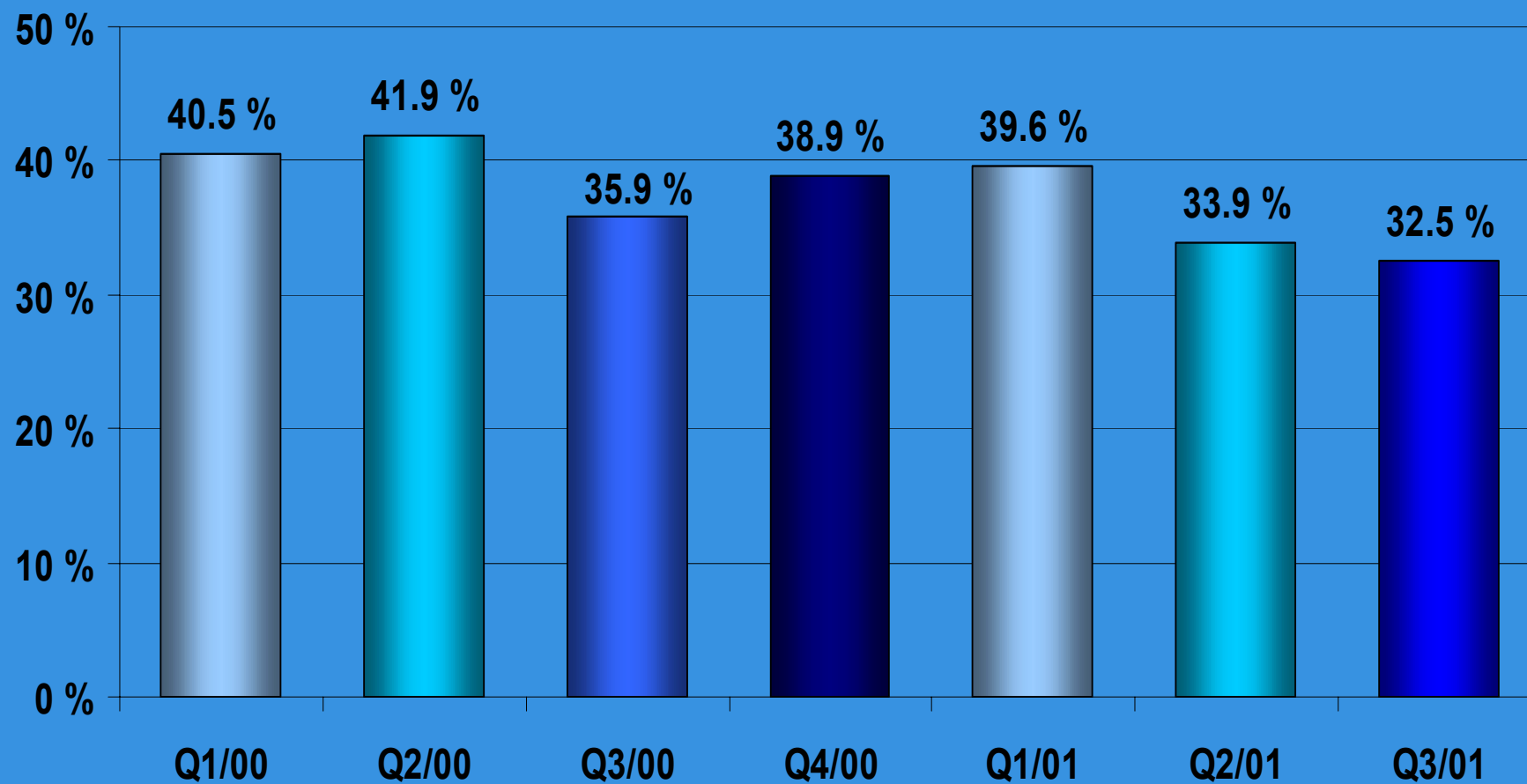
MNOK

Cash flow Q3

| | |
|---|------------|
| Cash earnings, EBITDA + Fin. items | -5 |
| Net working capital | 46 |
| Capex | -17 |
| Other short-term liabilities and currency effects | -41 |
| Net cash flow | <u>-17</u> |

| | 30.09.01 | 30.06.01 | Change |
|----------------------|------------|------------|------------|
| Cash | 86 | 83 | 3 |
| Overdraft | -66 | -46 | -20 |
| Net cash | <u>20</u> | <u>37</u> | <u>-17</u> |
| Overdraft facilities | 264 | 264 | 0 |
| Liquid funds | <u>284</u> | <u>301</u> | <u>-17</u> |

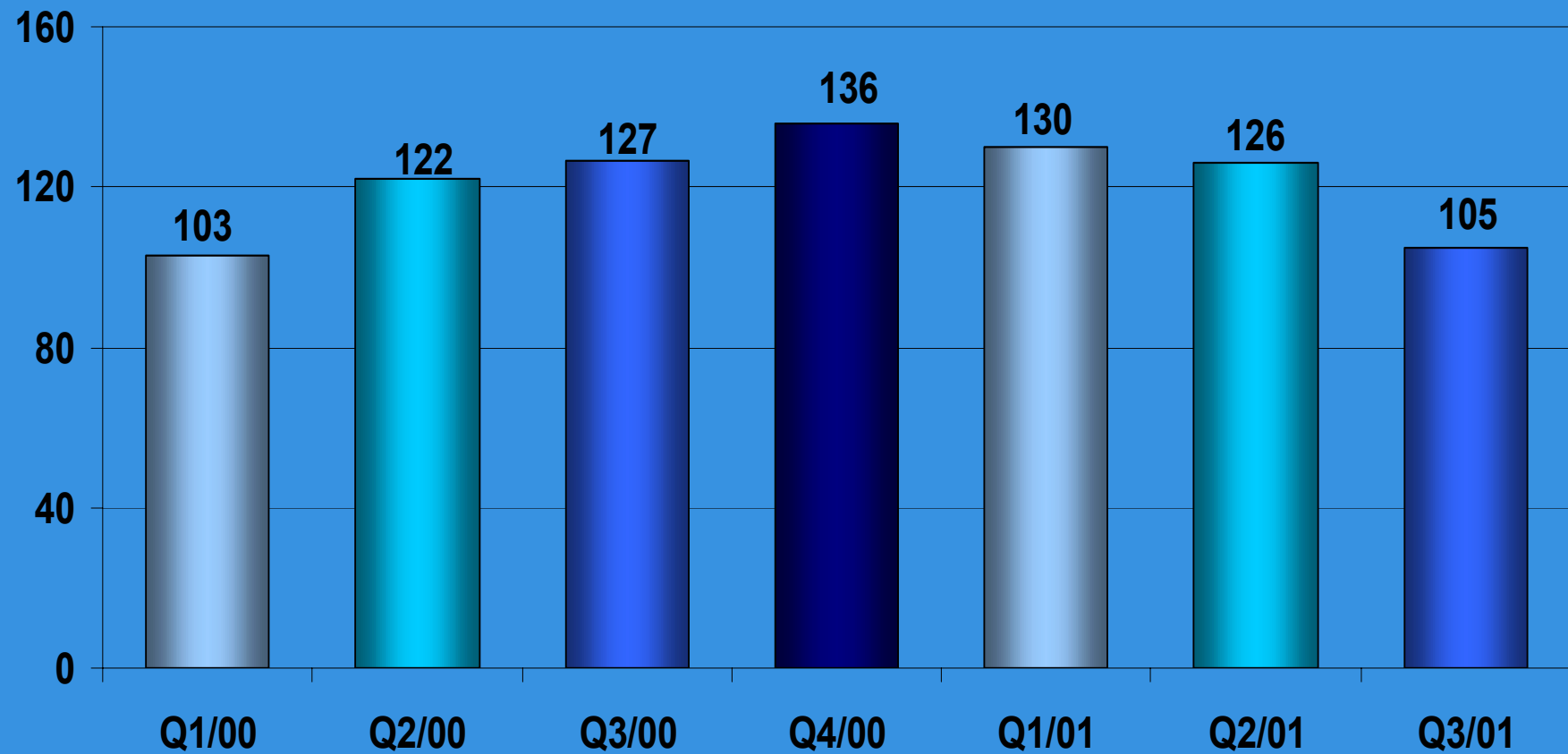
Quarterly gross margin 2000-2001



Quarterly operating cost 2000-2001



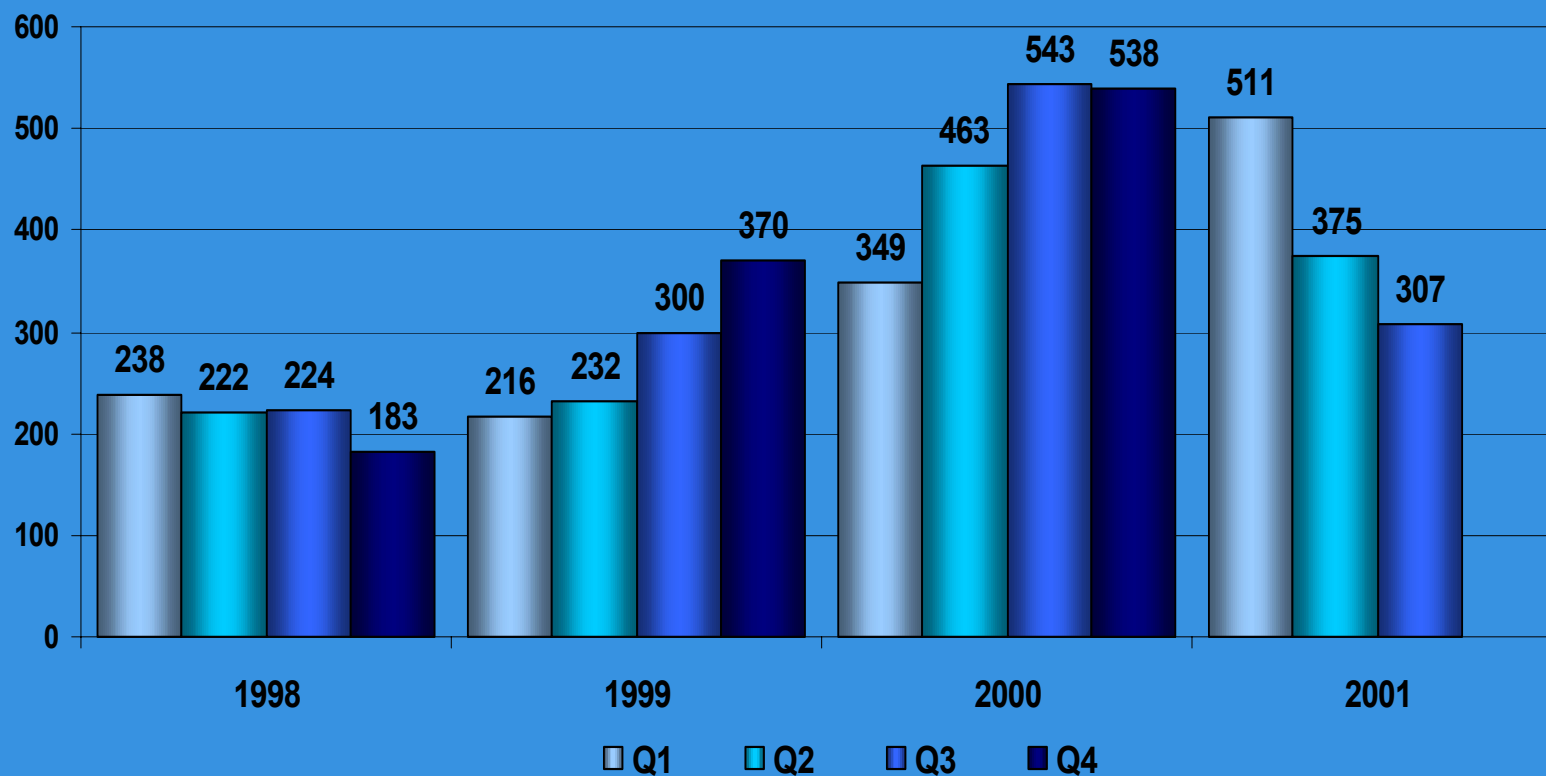
Amounts in Mill NOK



Revenue per quarter



Amounts in Mill NOK

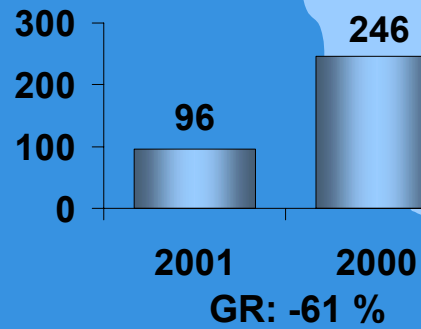


Global sale 3rd quarter

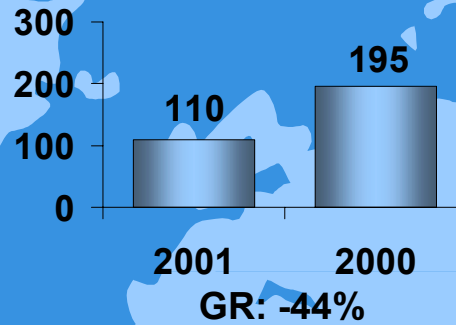


Amounts in Mill NOK

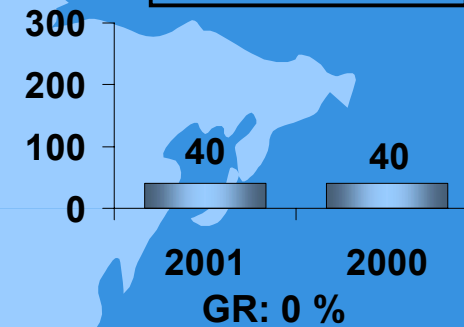
Americas
31 %



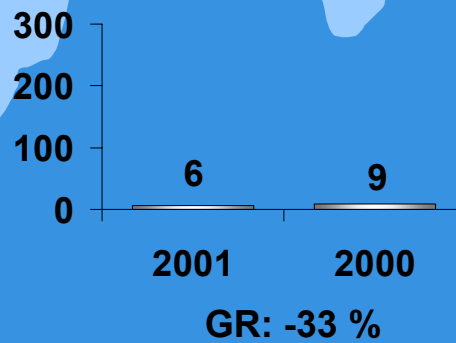
Europe
36 %



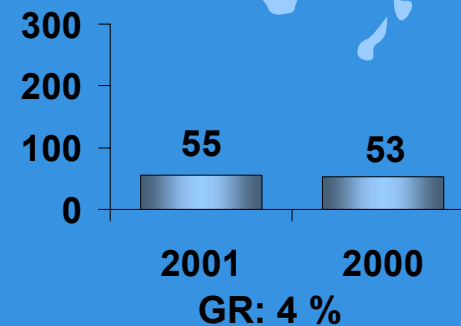
China
13 %



Africa
2 %



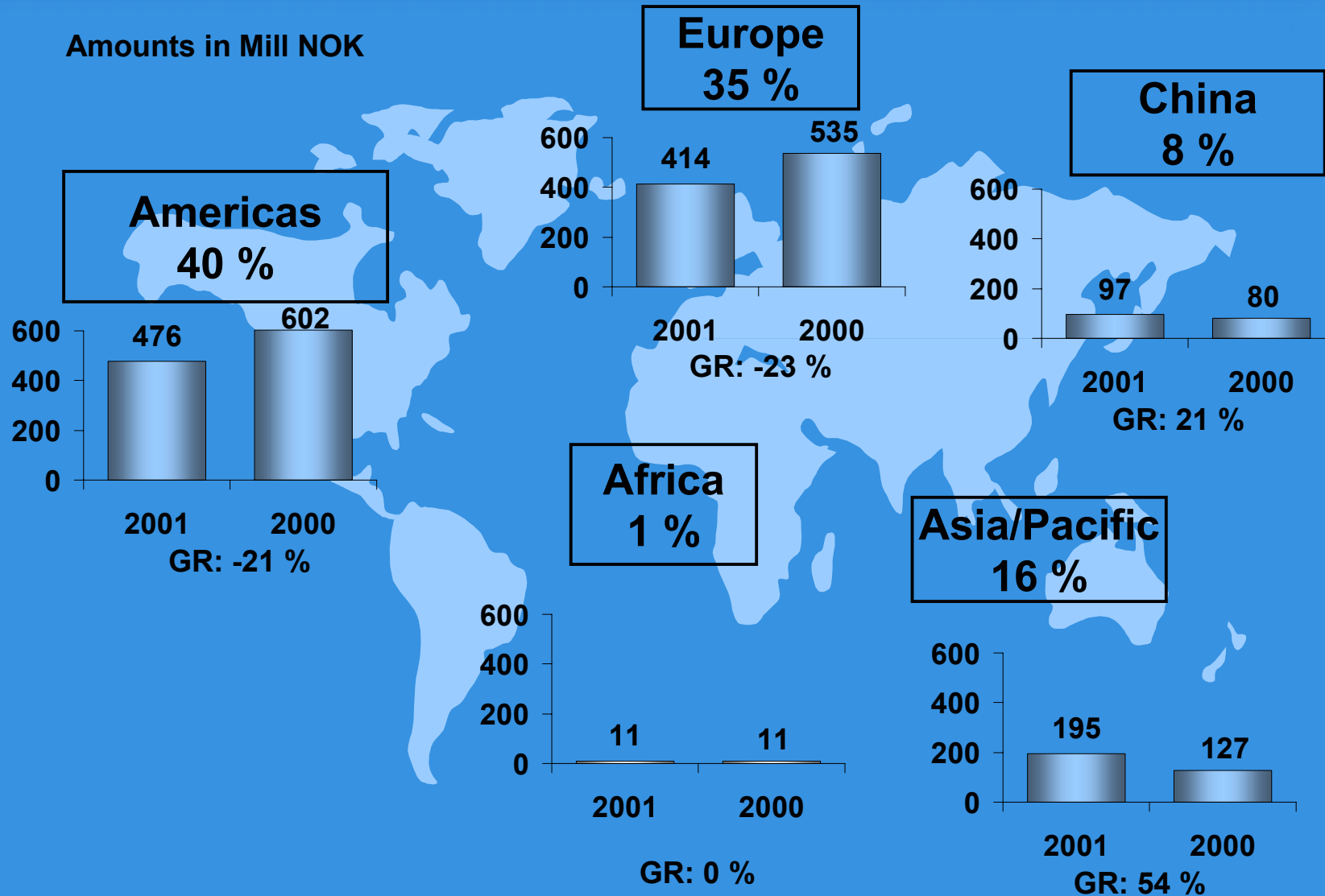
Asia/Pacific
18 %



Global sale per 3rd quarter



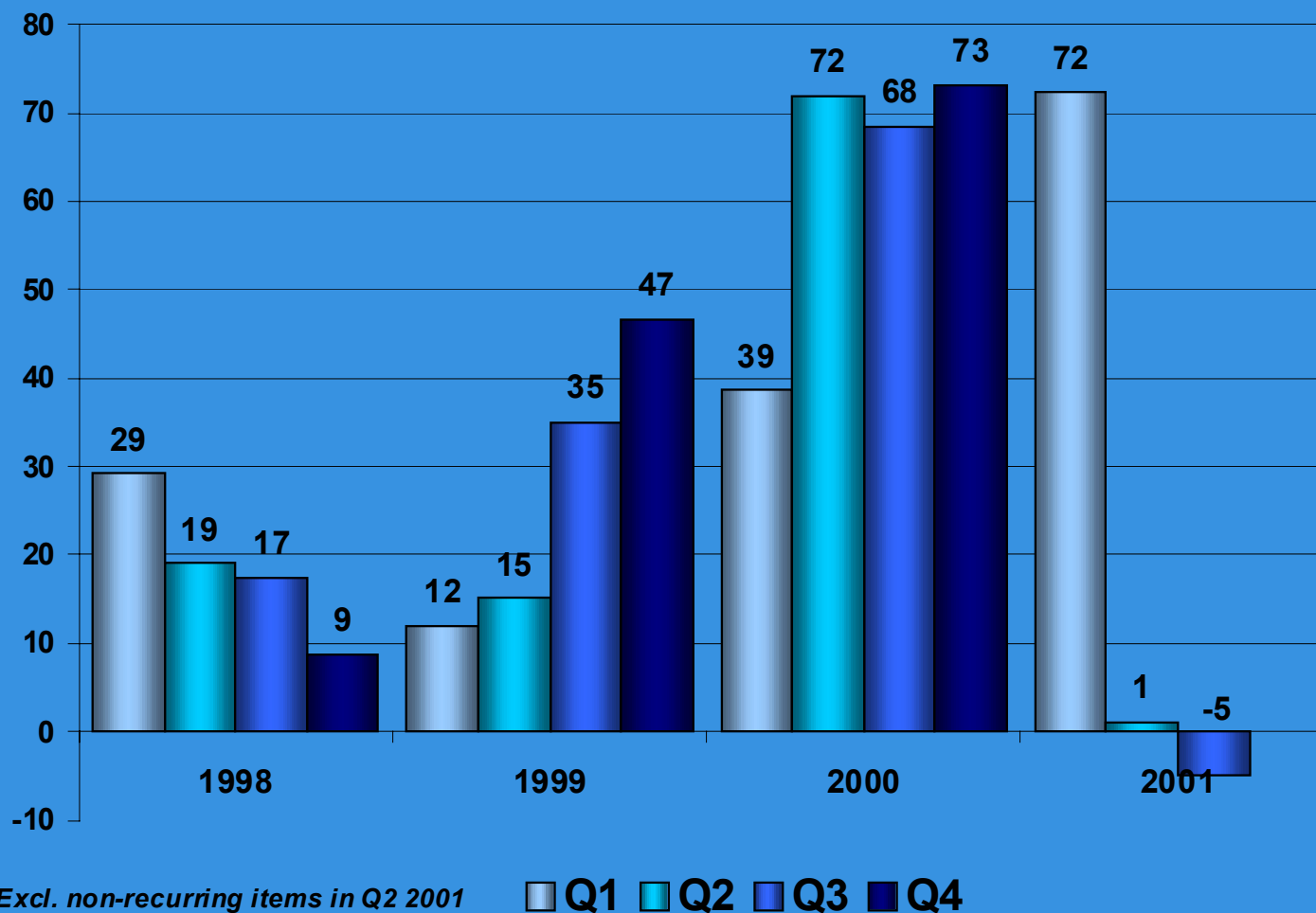
Amounts in Mill NOK



EBITDA per quarter



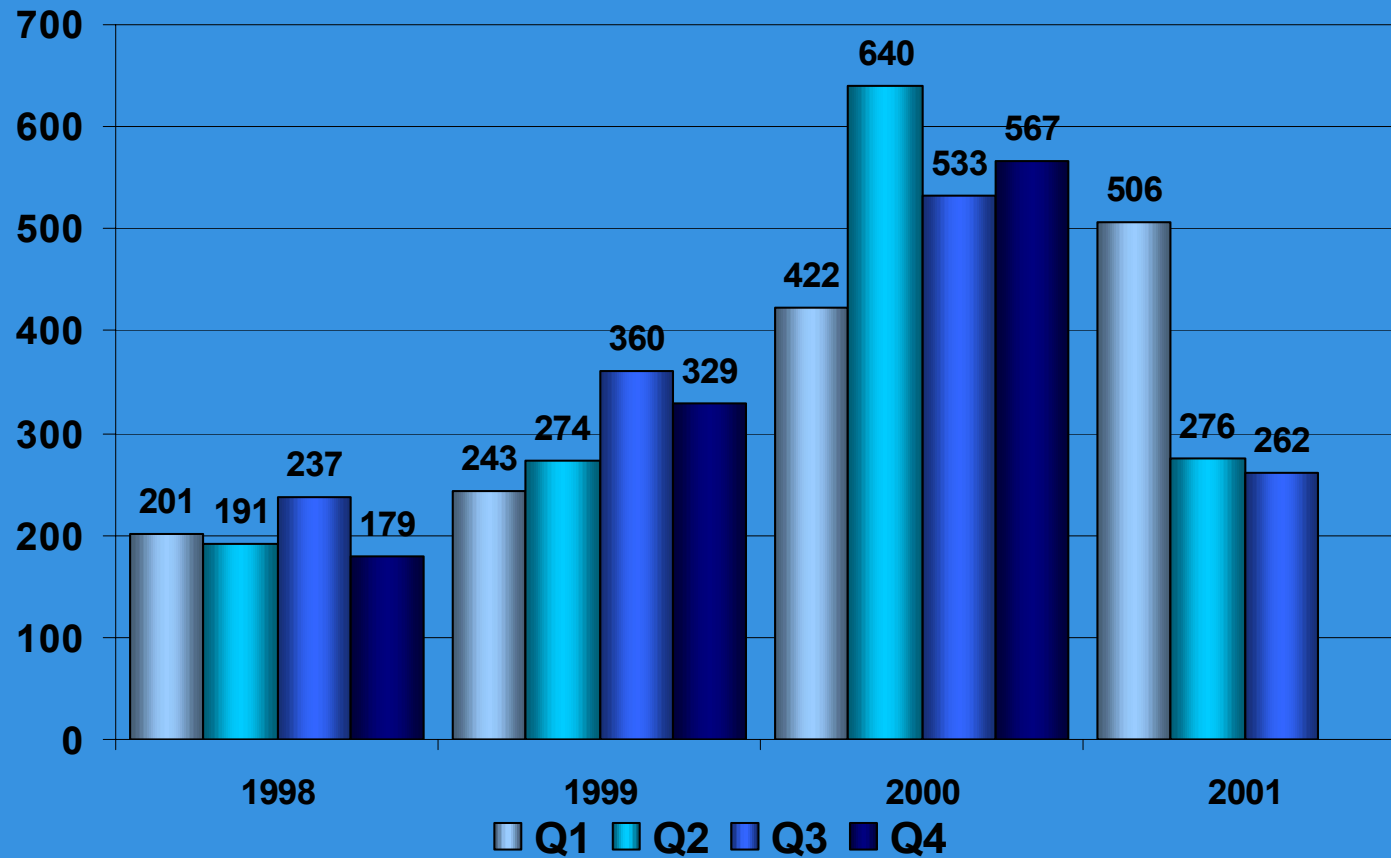
Amounts in Mill NOK



Order entry per quarter



Amounts in Mill NOK

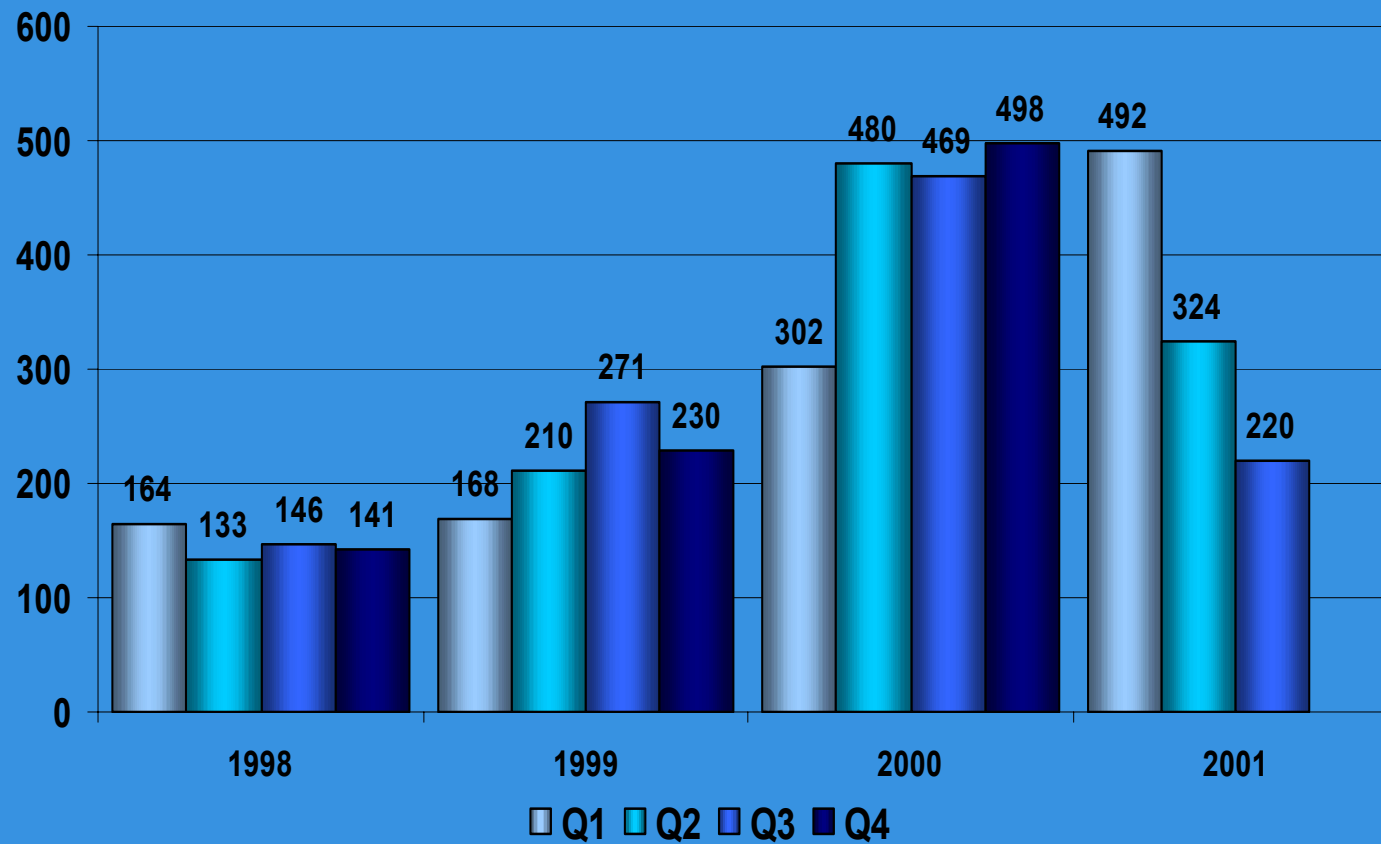


Excl. cancelled orders in Q2 2001; 69 MNOK and Q3 2001; 59 MNOK

Order backlog per quarter



Amounts in Mill NOK



Balance sheet



| <i>Amounts in MNOK</i> | <u>30.09.01</u> | <u>31.06.01</u> | <u>31.03.01</u> | <u>31.12.00</u> |
|-------------------------------------|-----------------------|-----------------------|-----------------------|-----------------------|
| Goodwill | 78.0 | 83.1 | 546.3 | 541.6 |
| Other fixed assets | 204.4 | 208.6 | 139.1 | 125.2 |
| Total fixed assets | <u>282.4</u> | <u>291.7</u> | <u>685.4</u> | <u>666.7</u> |
| Inventories | 344.0 | 401.9 | 362.0 | 258.7 |
| Short term receivables | 387.2 | 455.5 | 571.5 | 504.0 |
| Cash and cash equivalents | 85.8 | 83.0 | 63.6 | 128.3 |
| Total current assets | <u>817.0</u> | <u>940.4</u> | <u>997.1</u> | <u>891.1</u> |
| Total assets | <u>1 099.4</u> | <u>1 232.1</u> | <u>1 682.5</u> | <u>1 577.8</u> |
| Share capital | 24.5 | 24.5 | 24.5 | 24.3 |
| Other equity | 426.0 | 470.1 | 1 013.4 | 944.6 |
| Minority interests | 23.4 | 23.7 | 23.6 | 24.3 |
| Total equity | <u>473.9</u> | <u>518.2</u> | <u>1 061.4</u> | <u>993.1</u> |
| Long-term liabilities | 237.6 | 240.4 | 138.7 | 140.9 |
| Bank overdraft | 65.8 | 46.1 | 33.8 | 13.3 |
| Short-term liabilities | 322.0 | 427.4 | 448.6 | 410.5 |
| Total current liabilities | <u>387.8</u> | <u>473.5</u> | <u>482.4</u> | <u>423.8</u> |
| Total equity and liabilities | <u>1 099.4</u> | <u>1 232.1</u> | <u>1 682.5</u> | <u>1 557.8</u> |
| Equity ratio | 43.1 % | 42.1 % | 63.1% | 63.8 % |

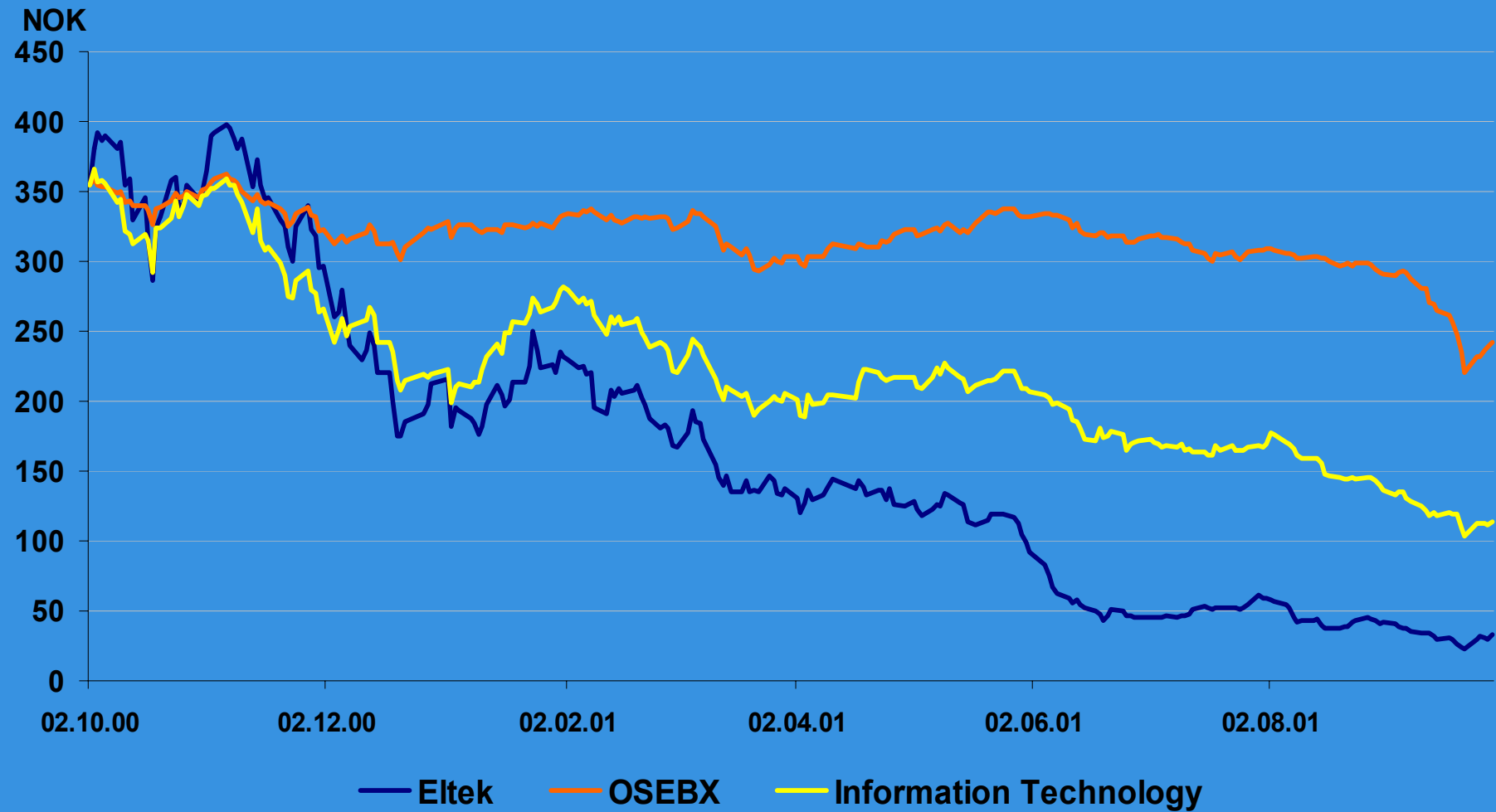
15 largest customers 2001



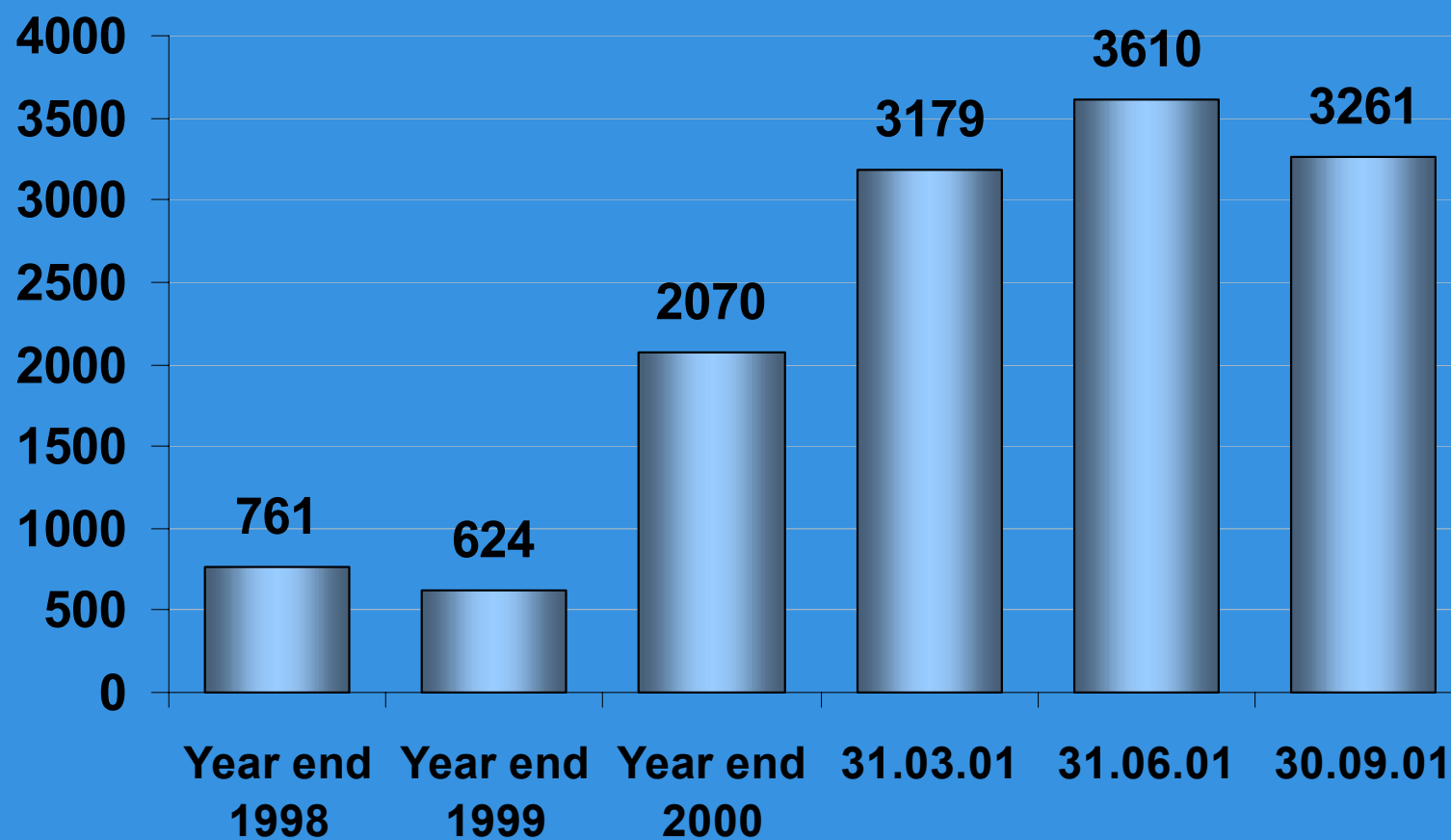
Nextel
Allegiance
Maxis Communications
Alcatel
N G Bailey
Nokia
Ipsaris
Motorola
WorldCom
Level 3
SingTel
Portastor
PRTEM
Technitrom
Energy Products

Share of total revenue: 39 %

Share performance 12 months rolling



Number of shareholders



Major shareholders per 30 September 2001



| Shareholder | Number of shares | % of total |
|-------------------------------|------------------|------------|
| Salomon Smith Barney | 8 742 661 | 35.7 % |
| Eltek Holding | 3 834 700 | 15.7 % |
| Credit Agricole Indosuez | 1 732 773 | 7.1 % |
| Nordea/Merita Bank | 960 200 | 3.9 % |
| Euroclear Bank S.A./N.V. | 688 676 | 2.8 % |
| Aksjefondet Gambak | 600 000 | 2.5 % |
| Skandinaviska Enskilda Banken | 580 600 | 2.4 % |
| DnB Investor (sev. accounts) | 553 980 | 2.3 % |
| Vital Forsikring | 549 300 | 2.2 % |
| Tine Pensjonskasse | 444 000 | 1.8 % |

Shareholders
registered in
VPS as at 04.10.01