

Presentation of 1st quarter 2002

Highlights Q1 2002

- Market
 - Total market still declining
 - Seasonal drop in USA and China
 - 3G delayed in Europe
- Revenue 230 MNOK
- Order entry 228 MNOK - stable from Q4
- Gross Margin 36.7 %
- Operating cost reduced by 9 MNOK
- EBITDA -9 MNOK
- 3G contracts with Hutchinson in UK and Sweden
- Global vendor approval by Motorola

Key Figures Continuing operations



Amounts in Mill NOK

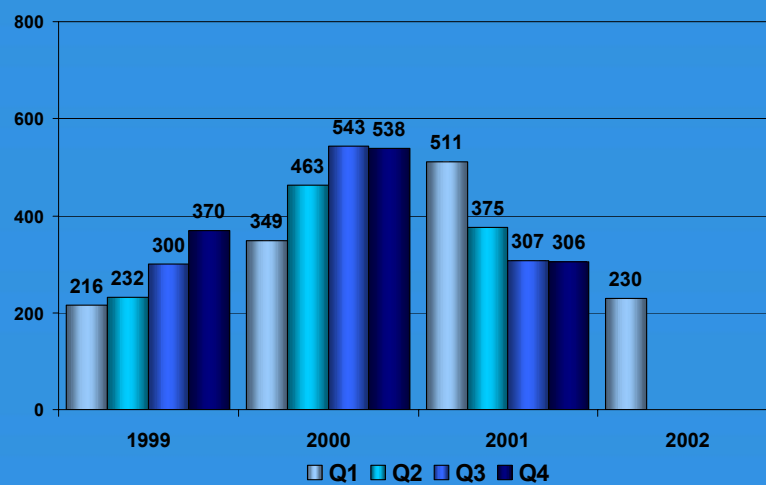
	1st Quarter			Whole year 2001
	2002	2001	Change	
Revenue	230.5	511.4	-55 %	1 498.7
EBITDA	-9.3	72.3		72.9
EBIT	-17.4	56.2		22.2
Profit before tax	-21.1	53.0		7.1
Net profit, before non-recurring items	-17.7	34.4		2.3
Goodwill write-down	-	-		-480.0
Other non-recurring items	-	-		-139.7
Tax on non-recurring items	-	-		80.9
Net profit	-17.7	34.4		-536.5
Basic EPS (NOK) before non-recurring items	-0.66	1.38		-0.09
Cash EPS (NOK) before non-recurring items	-0.61	1.84		1.00

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Revenue per quarter



Amounts in Mill NOK

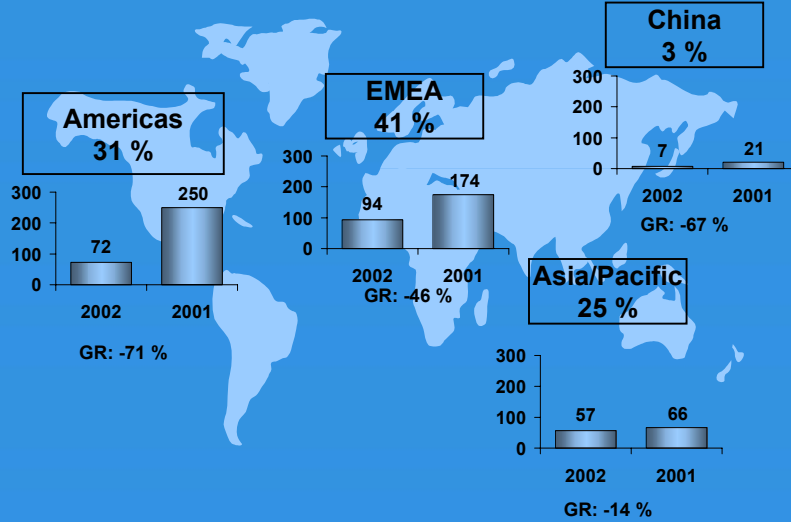


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Global sale 1st quarter



Amounts in Mill NOK

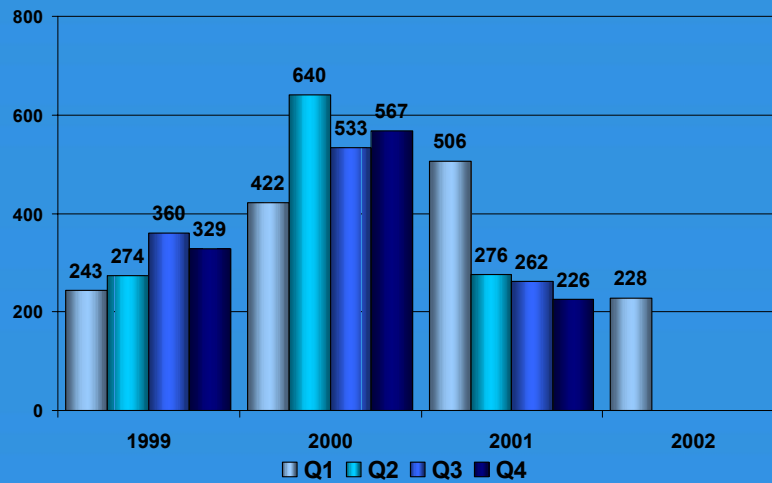


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Order entry per quarter



Amounts in Mill NOK

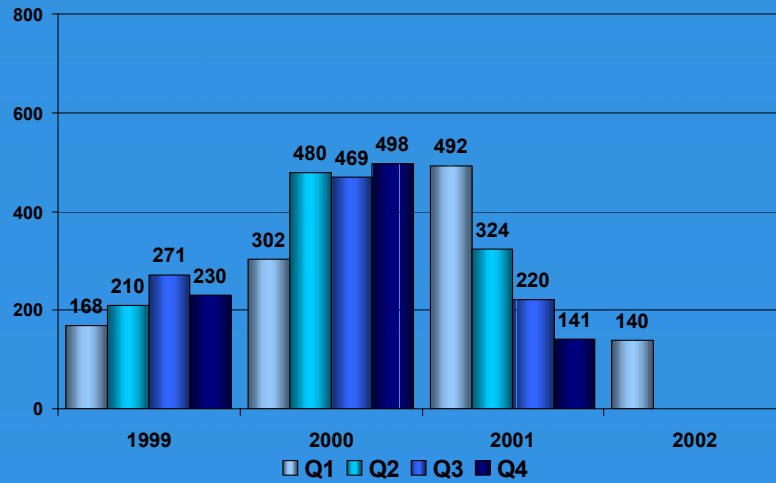


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Order backlog per quarter



Amounts in Mill NOK

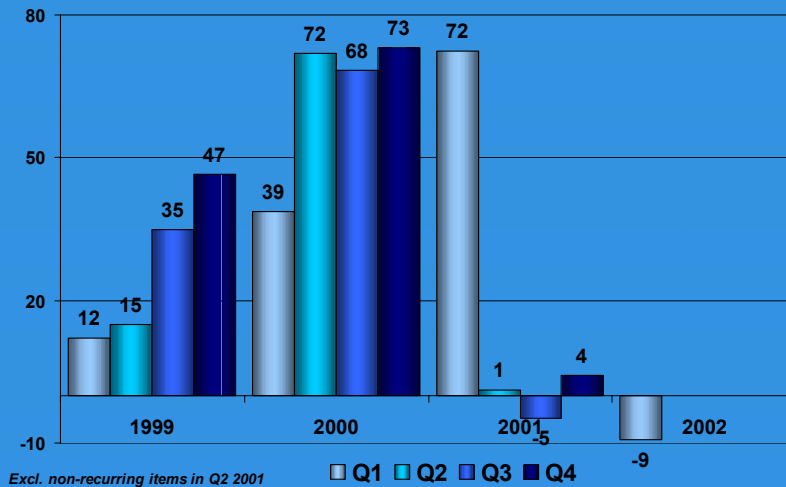


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EBITDA per quarter

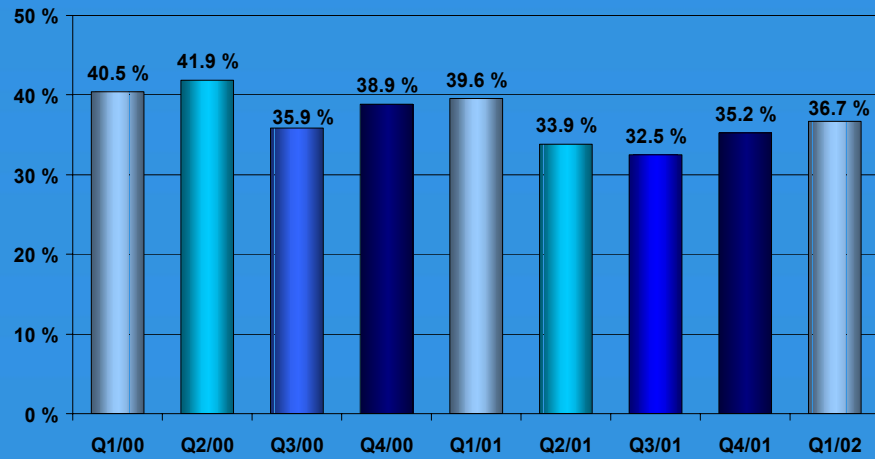


Amounts in Mill NOK



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Quarterly gross margin 2000-2002

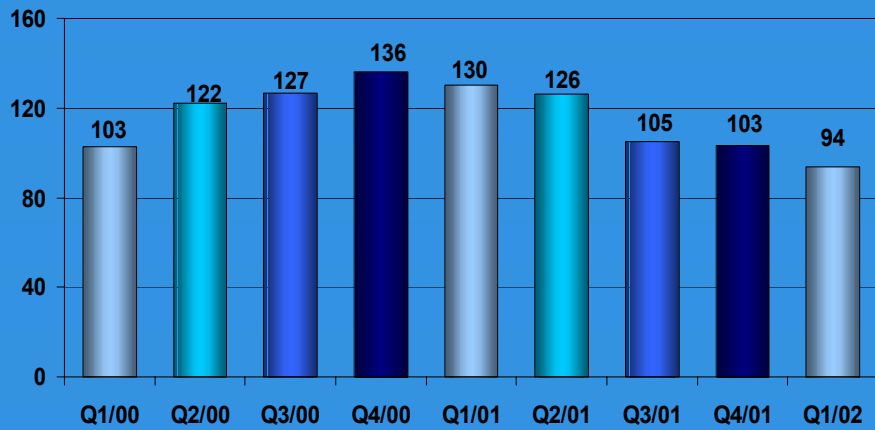


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Quarterly operating cost 2000-2002



Amounts in Mill NOK



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Cash flow



Amounts in Mill NOK

Cash flow Q1

Cash earnings, EBITDA + Fin. items	-13
Net working capital	18
Capex	-9
Other	-13
Net cash flow	<u>-17</u>

	31.03.2002	31.12.2001	Change
Cash	116	114	2
Overdraft	-70	-51	-19
Net cash	<u>46</u>	<u>63</u>	<u>-17</u>
Overdraft facilities	264	264	0
Liquid funds	<u>310</u>	<u>327</u>	<u>-17</u>

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Balance sheet



Amounts in MNOK	<u>31.03.02</u>	<u>31.12.01</u>	<u>31.03.01</u>
Goodwill	59.1	61.7	546.3
Other fixed assets	237.9	234.2	139.1
Total fixed assets	<u>297.0</u>	<u>295.9</u>	<u>685.4</u>
Inventories	261.5	286.8	362.0
Short term receivables	350.0	346.5	571.5
Cash and cash equivalents	115.8	113.7	63.6
Total current assets	<u>727.2</u>	<u>747.0</u>	<u>997.1</u>
Total assets	<u>1 024.2</u>	<u>1 042.9</u>	<u>1 682.5</u>
Share capital	24.5	24.5	24.5
Other equity	393.7	422.3	1 013.4
Minority interests	22.0	24.1	23.6
Total equity	<u>440.1</u>	<u>470.8</u>	<u>1 061.4</u>
Long-term liabilities	243.3	244.8	138.7
Bank overdraft	69.9	51.1	33.8
Short-term liabilities	270.9	276.3	448.6
Total current liabilities	<u>340.8</u>	<u>327.4</u>	<u>482.4</u>
Total equity and liabilities	<u>1 024.2</u>	<u>1 042.9</u>	<u>1 682.5</u>
Equity ratio	43.0 %	45.1 %	63.1%

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15 largest customers 2002



Nextel
Motorola
Nortel
Alcatel
Hutchinson 3G
Maxis Communications
SingTel
Bellwater
Silcar
ABB
Kyivstar
Cisco
PT Westindio
Telenor
Energy Products

Share of total revenue: 47 %

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New contracts



➤ New 3G contracts

- Sweden
 - HI3G (Hutchinson)
- UK
 - Hutchinson

➤ GSM "break-through"

- India
- Pakistan
- Russia

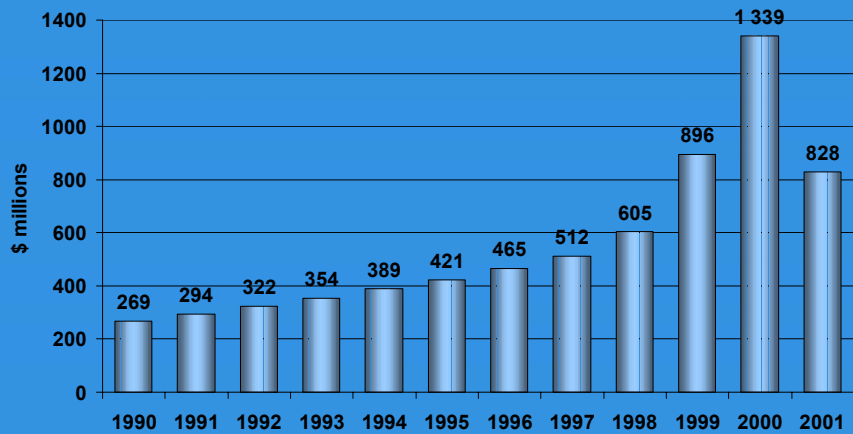
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- **Motorola Global Vendor Approval**
 - Eltek approved as a global vendor
 - Eltek will supply products to EMEA Hub in Amsterdam

- **In bidding/evaluation processes with other OEM's**

- **High volume potential**

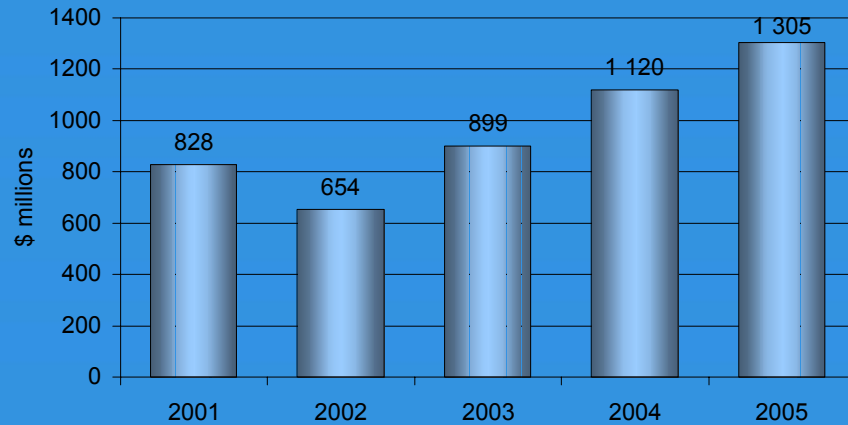
**DC Power Systems
US Market 1990-2001**



CAGR: 13 %

Source: Skyline Marketing Group

DC Power Systems US Market 2001-2005



CAGR: 14 %

Source: Skyline Marketing Group

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Market Outlook



➤ Long-term

- High growth market

1990-2001 Actual CAGR USA 13 % ¹⁾

2001-2005 Estimated CAGR USA 14 % ¹⁾

➤ Short-term

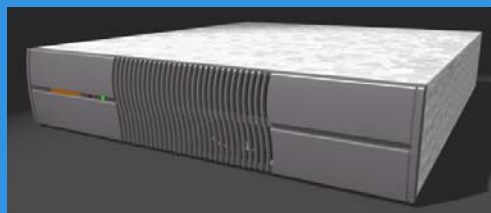
- Decline throughout 1st half
- Improving in 2nd half

¹⁾ Source: Skyline Marketing Group

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New Products

Flatpack 1500



- Global, flexible, and **the most compact** in its class!
- The perfect building block to power WCDMA infrastructure

Flatpack 1500 vs SMPS 1000



SMPS 1000

Power density:
0.26 W/cm³
4.23W/inch³



Flatpack 1500

Power density
0.648 W/cm³
10.58W/inch³

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Compact systems



=



=



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Outdoor cabinets



- Focus on outdoor cabinets to meet a growing demand
- Significantly increase Eltek scope of supply
- Flatpack 1500 key to achieve compact integrated solutions



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Outdoor cabinets



Compact and integrated power solution reduces total size of site:

- Less mechanical parts
- Fast installation
- Occupies less footprint

Lower initial investment and life time cost



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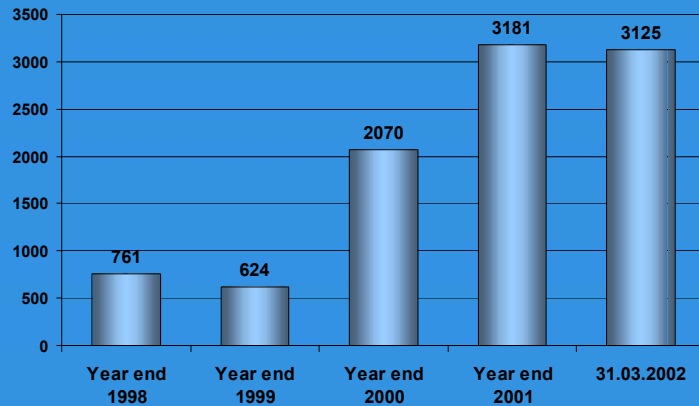
Share performance 12 months rolling



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as per 27.03.2002

Number of shareholders



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Major shareholders per 31 March 2002



Shareholder	# of shares	% share
Salomon Smith Barney	8 565 805	35.0 %
Eltek Holding	4 197 400	17.2 %
Credit Agricole Indosuez	1 753 773	7.2 %
Aksjefondet Gambak	1 100 000	4.5 %
Nordea/Merita Bank	960 200	3.9 %
Euroclear Bank S.A./N.V.	704 026	2.9 %
Skandinaviska Enskilda Banken	580 600	2.4 %
SEB Merchant Banking	480 000	2.0 %
Tine Pensjonskasse	444 000	1.8 %
Delphi Vekst	190 000	0.8 %
Kåre Allum	177 000	0.7 %
JP Morgen Chase Bank	150 000	0.6 %
Gustav Walter Invest	136 400	0.6 %
Storebrand Livsforsikring	135 700	0.6 %
Credit Agricole Indosuez	107 400	0.4 %
Pictet & Cie Banquiers	104 000	0.4 %

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Shareholders registered in VPS as at 05.04.2002