



Q1 2016 Report

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Summary Q1

- Q1 – Slow start and gradually better!
 - Sales increased with 34,5% (adj. for currency) to 140,4 MSEK (105,5)
 - Organic growth at -2,0%
 - Sales of own products had negative growth of -21% represent 7,4% of sales
 - Q1 in 2015 was our strongest quarter ever, 116% growth
 - Delays in market launches at major customers
 - EBITDA margin, ended at 18,1% (14,5) (17,9 excluding one-off)
 - EBIT improved to 12,0 MSEK (5,7)(10,1 excluding one-off)
 - Net Earnings per share 0,80 SEK (0,93)
 - Cash flow from operations at 20,5 MSEK (12,1)
- Deliveries from the Tianjin site has been stabilized

Strategic objectives

Strategic Objective	Target	Result -15
Growth	10% YoY	26,4%
EBIT Margin	13%	6,1% (7,7)
Return on Equity	15%	4,8%
Return on Capital	15%	5,3%
Share risk-bearing capital	>30%	40,0%
Liquidity	6-12%	22,2%



Elos Medtech – Footprint



- Head office
- Production units

Sales	~ 510 MSEK
Employees	~ 510
Share holders	~ 1700

Elos Medtech is listed on the NASDAQ
OMX Stockholm

Improved margins

One-off items of 0 MSEK (4,4)

	Jan- Mar 2016	Jan- Mar 2015	Apr- Mar 2015/16	Jan- Dec 2015
Net sales, SEK M	140,4	105,5	538,6	503,7
Growth, %*	34,5	11,7	32,7	26,4
EBITDA, SEK M	25,4	15,3	89,4	79,3
EBITDA, %	18,1	14,5	16,6	15,7
Operating profit, SEK M	12,0	5,7	36,8	30,5
Operating margin, %	8,5	5,4	6,8	6,1
Profit after financial items, SEK M	6,8	7,6	21,7	22,5
Profit after tax, SEK M	4,9	5,6	15,4	16,1
Profit after tax per share, SEK	0:80	0:93	2:54	2:66

* Adjusted for exchange-rate fluctuations.

Continued good cash flow from operations

Consolidated cash flow statement

SEK M	Jan-Mar	Jan-Mar	Apr-Mar	Jan-Dec
Cash flow	2016	2015	2015/16	2015
Profit after net financial items	6,8	7,6	21,7	22,5
Reversal of depreciation	13,4	9,6	52,6	48,8
Adjustment items	1,0	1,2	3,9	4,1
Income tax paid	-0,1	-4,3	-8,8	-13,0
Change in working capital	-0,6	-2,0	0,6	-0,8
Cash flow from operations	20,5	12,1	70,0	61,6
Investments in fixed assets	-13,5	-25,5	-63,8	-75,8
Acquisition of company	-	-	-160,4	-160,4
Sales of fixed assets	-	0,1	-	0,1
Balance after investments in fixed assets	7,0	-13,3	-154,2	-174,5
Change of bank overdraft facility	54,9	6,4	52,5	4,0
New loans	8,6	21,7	136,3	149,4
Amortization of loans	-20,0	-11,4	-53,6	-45,0
Amortization of additional purchase consideration	-38,3	-	-38,3	-
Realized financial exchange- rate differences	-	-	-2,8	-2,8
Dividends	-	-	-18,2	-18,2
Cash flow for the period	12,2	3,4	-78,3	-87,1
Cash flow from discontinued operations	-	-	1,3	1,3
Cash flow for the period, total	12,2	3,4	-77,0	-85,8
Liquid funds at beginning of the year	40,5	125,5	130,8	125,5
Exchanges- rate differences in liquid funds	-1,3	1,9	-2,4	0,8
Liquid funds at end of the period	51,4	130,8	51,4	40,5

Balance sheet remains healthy

Net debt still high after the acquisition

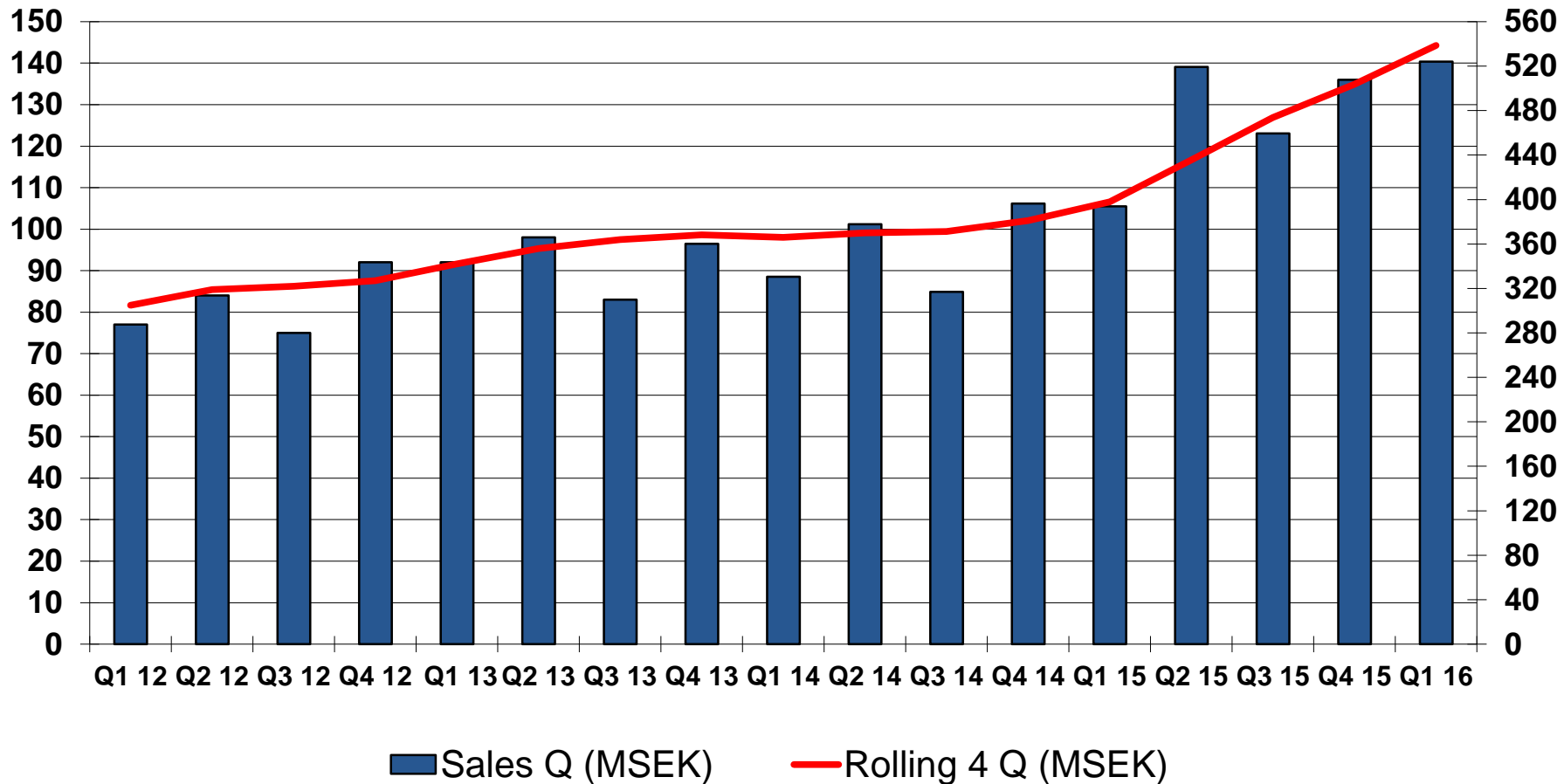
Condensed consolidated balance sheet

SEK M		31 Mar 2016	31 Mar 2015	31 Dec 2015
Balance sheet				
Assets				
Intangible fixed assets		270,2	68,0	275,7
Tangible fixed assets		355,0	249,0	356,7
Financial fixed assets		4,4	7,4	4,5
Other current assets		215,3	187,7	204,2
Cash and bank balances		51,4	130,8	40,5
Total assets		896,3	642,9	881,6
Shareholders' equity and liabilities				
Shareholders' equity		333,8	344,2	330,5
Long-term liabilities		273,7	170,9	331,2
Current liabilities		288,6	127,8	219,9
Total shareholders' equity and liabilities		896,1	642,9	881,6
Equity/assets ratio	%	37,3	53,6	37,5
Net debt	SEK M	418,1	71,5	427,3

*Net debt including non interest-bearing financial liabilities.





Strong sales growth +34,6%, driven by Onyx

Organic growth at -2%



Trauma & Spine our largest market segment

Steep growth in Diagnostics

	% of sales	General market trend	Our Trend YoY
Dental Implant Systems	26%		+
Diagnostics	6%		++
Medical Devices	32%		-
Trauma & Spine	36%		++

Own products – Continuous investments in sales

- First quarter with negative growth in many years
- 5 new HC in sales recruited YTD
- Expect to be back in growth in second quarter



Forecast 2016

The Group's position in its selected market segments constitutes a foundation for continued growth.



Questions ?

