



Press Release

Eltek Reports Third Quarter and Nine Months Financial Results

PETACH-TIKVA, Israel, November 27, 2013 (NASDAQ:ELTK) - Eltek Ltd. (NASDAQ:[ELTK](#) - [News](#)), the leading Israeli manufacturer of advanced circuitry solutions, including complex build ups of rigid and flex-rigid printed circuit boards, announced today its financial results for the quarter ended September 30, 2013.

Third Quarter 2013:

Revenues for the quarter ended September 30, 2013 were \$12.8 million compared with revenues of \$10.8 million recorded in the third quarter of 2012.

Gross profit for the third quarter of 2013 was \$2.3 million (18.3% of revenues) compared with gross profit of \$1.7 million (16.1% of revenues) in the third quarter of 2012.

Operating profit for the third quarter of 2013 was \$735,000 compared to operating profit of \$285,000 in the third quarter of 2012.

Net profit for the third quarter of 2013 was \$585,000 or \$0.09 per fully diluted share, compared to net profit of \$135,000 or \$0.02 per fully diluted share, in the third quarter of 2012. The earnings per share calculation does not include the effect of our sale of 3,532,655 shares to Nistec Ltd. in November 2013.



First nine months of 2013:

Revenues for the nine-month period ended September 30, 2013 were \$37.6 million compared to revenues of \$34.3 million recorded in the first nine months of 2012.

Gross profit for the first nine months of 2013 was \$6.2 million (16.6% of revenues) compared to gross profit of \$6.0 million (17.4% of revenues) in the first nine months of 2012.

Operating profit for the first nine months of 2013 was \$1.5 million similar to the operating profit of \$1.5 million in the first nine months of 2012.

Net profit for the first nine months of 2013 was \$1.1 million, or \$0.16 per fully diluted share, compared with net profit of \$1.0 million, or \$0.15 per fully diluted share, in the first nine months of 2012. The earnings per share calculation does not include the effect of our sale of 3,532,655 shares to Nistec Ltd. in November 2013.

EBITDA:

In the third quarter of 2013, Eltek had EBITDA of \$1.2 million compared with EBITDA of \$680,000 in the third quarter of 2012. In the first nine months of 2013, Eltek had EBITDA of \$2.7 million compared with EBITDA of \$2.8 million in the same period in 2012.

ELTEK uses EBITDA as a non-GAAP financial performance measurement. EBITDA is calculated by adding back to net income interest, taxes, depreciation and amortization. EBITDA is provided to investors to complement results provided in accordance with GAAP, as management believes the measure helps illustrate underlying operating trends in the Company's



business and uses the measure to establish internal budgets and goals, manage the business and evaluate performance. EBITDA should not be considered in isolation or as a substitute for comparable measures calculated and presented in accordance with GAAP. Reconciliation between the company's results on a GAAP and non-GAAP basis is provided in a table immediately following the Consolidated Statement of Operations

Management Comments:

Erez Meltzer, Eltek's former Chairman of the Board of Directors commented: "Although I continue to serve on the Board of Directors of Eltek, I am pleased to wrap up my service as Chairman of the Board after such a profitable quarter and record breaking revenues. I am confident that Mr. Yitzhak Nissan, my successor as Chairman of the Board, will lead the Company in the path of growth and success, helping generate added value for our investors and strengthen the Company's leading position in the high-end PCB market."

Arieh Reichart, President and Chief Executive Officer of Eltek commented: "I am pleased to report that this is the eleventh consecutive quarter of profitability (excluding the one-time goodwill impairment in Q4-2012) – with record revenues. Nistec's investment in the company validates Eltek's leadership in the printed circuit boards market and greatly supports our long-term growth plans, leveraging the company's growth potential towards additional opportunities in the diverse markets we serve".

About Eltek

Eltek is Israel's leading manufacturer of printed circuit boards, the core circuitry of most electronic devices. It specializes in the complex high-end of PCB manufacturing, i.e., HDI, multi-layered and flex-rigid boards. Eltek's technologically advanced circuitry solutions are used in today's increasingly



sophisticated and compact electronic products.. For more information, visit Eltek's website at www.eltekglobal.com.

Forward Looking Statement:

Certain matters discussed in this news release are forward-looking statements that involve a number of risks and uncertainties including, but not limited to statements regarding expected results in future quarters, risks in product and technology development and rapid technological change, product demand, the impact of competitive products and pricing, market acceptance, the sales cycle, changing economic conditions and other risk factors detailed in the Company's Annual Report on Form 20-F and other filings with the United States Securities and Exchange Commission.

Eltek Ltd.
Consolidated Statements of Operations
(In thousands US\$, except per share data)

	<u>Three months ended</u>		<u>Nine months ended</u>	
	<u>September 30,</u>		<u>September 30,</u>	
	<u>2013</u>	<u>2012</u>	<u>2013</u>	<u>2012</u>
	<u>Unaudited</u>		<u>Unaudited</u>	
Revenues	12,758	10,779	37,560	34,291
Costs of revenues	(10,417)	(9,045)	(31,337)	(28,321)
Gross profit	2,341	1,734	6,224	5,970
Selling, general and administrative expenses	(1,606)	(1,449)	(4,767)	(4,503)
Operating profit	735	285	1,456	1,467
Financial income (expenses), net	(100)	(128)	(345)	(394)
Profit before other income, net	636	157	1,112	1,072
Other income, net	6	(4)	(4)	5
Profit before income tax expenses	642	154	1,108	1,078
Income tax (expenses), net	(52)	(9)	(70)	(43)
Net Profit	590	145	1,038	1,035
Net profit (loss) attributable to non controlling interest	5	10	(12)	23
Net Profit attributable to controlling interest / Eltek	585	135	1,050	1,012
Earnings per share				
Basic and diluted net gain (loss) per ordinary share	0.09	0.02	0.16	0.15
Weighted average number of ordinary shares used to compute basic and diluted net gain (loss) per ordinary share (in thousands)	6,610	6,610	6,610	6,610

Etek Ltd.
Consolidated Balance Sheets
(In thousands US\$)

	September 30,	
	2013	2012
	Unaudited	
Assets		
Current assets		
Cash and cash equivalents	1,378	1,434
Receivables: Trade, net of provision for doubtful accounts	9,678	6,808
Other	192	285
Inventories	6,323	5,124
Prepaid expenses	332	212
Total current assets	17,903	13,863
Assets held for employees' severance benefits	50	44
Fixed assets, less accumulated depreciation	9,870	8,445
Goodwill	73	486
Total assets	27,896	22,838
 Liabilities and Shareholder's equity		
Current liabilities		
Short-term credit and current maturities of long-term debts	4,799	5,167
Accounts payable: Trade	7,988	5,940
Related parties	1,556	1,035
Other	4,983	4,024
Total current liabilities	19,326	16,166
Long-term liabilities		
Long term debt, excluding current maturities	1,508	898
Employee severance benefits	185	138
Total long-term liabilities	1,693	1,036
Equity		
Ordinary shares, NIS 0.6 par value authorized 50,000,000 shares, issued and outstanding 6,610,107	1,384	1,384
Additional paid-in capital	14,328	14,295
Cumulative foreign currency translation adjustments	3,012	2,507
Capital reserve	695	695
Accumulated deficit	(12,658)	(13,386)
Shareholders' equity	6,761	5,495
Non controlling interest	116	141
Total equity	6,877	5,636
Total liabilities and shareholders' equity	27,896	22,838

Eltek Ltd.
Unaudited Non-GAAP EBITDA Reconciliations
For the period ended September 30, 2013
(In thousands US\$, except per share data)

Non-GAAP EBITDA Reconciliations	Three months ended		Nine months ended	
	September 30,		September 30,	
	2013	2012	2013	2012
	Unaudited		Unaudited	
GAAP net Income (loss)	585	135	1,050	1,012
Add back items:				
Financial (income) expenses, net	100	128	345	394
Income tax (benefit) expense	52	9	70	43
Depreciation	422	408	1,241	1,343
Adjusted EBITDA	1,159	680	2,706	2,792