



Cancer treatment with ultimate precision and growth drivers highlighted at ASTRO Investor Meeting

Press Release

SAN DIEGO, USA, November 1

Elekta presented solutions for ultimate precision in cancer care at an Investor Meeting in conjunction with the 52nd annual American Society for Radiation Oncology (ASTRO) Meeting, in San Diego. Elekta also discussed the market drivers in established and emerging markets, and explained its strategy for sustainable profitable growth.

A number of factors have resulted in healthcare providers spending more on Elekta's solutions, such as an increase in the number of cancer patients, a lack of capacity, technological advancements as well as demand for integrated solutions.

Tomas Puusepp, Elekta's President and CEO, said: "Elekta's goal is to always be one step ahead in providing the leading products and clinical solutions to ensure the best possible clinical outcome for each type of cancer. We strive to make cancer care available to as many people as possible by efficient market coverage, mainly through our own sales and services organization."

Elekta described cancer care development in established and emerging markets. Brazil, Russia and China have had accelerated growth, with a market share for Elekta of 40-50 percent on new sales for fiscal year 2009/10.

"I am very pleased with our development in emerging markets," Puusepp said. "Many of these countries have taken initiatives to make substantial investments in cancer care. Elekta's strong local presence and long-term customer relations make us a preferred partner in cancer care for many of these health care providers."

Elekta reiterated its financial outlook for fiscal year 2010/11 of a net sales increase of more than 10 percent in local currency and an increase in operating profit in SEK by more than 15 percent.

Regarding the outlook for the market regions, Elekta confirmed its outlook of a US market recovery in the final quarter of fiscal year 2010/11, as well as the outlook for Region Europe and for Region Asia Pacific.

Voices from the markets and business areas

"There is an underlying growth for cancer care in North America. Health care reform will positively influence demand since more patients will gain access to advanced cancer care", said Jay Hoey, Executive Vice President, Elekta North America.

Gilbert Wai, Managing Director Elekta China, described the characteristics of the buoyant Chinese market, and how Elekta has succeeded in becoming the region's market leader. He said: "Our long history in the country, with establishment already in 1982, has resulted in a focused and strong organization. We have a full range of business activities, such as R&D, engineering, manufacturing, sourcing, sales,



marketing and services. This makes Elekta a reliable and attractive partner in cancer care.”

Dee Mathieson, Senior Vice President Elekta Oncology Business Line Management, presented Elekta’s advanced solutions, providing ultimate precision, and tailored for managing cancer safely and effectively. These include: Integrity™* digital linac control; Agility* multileaf collimator (MLC); Clarity™ 3D soft tissue visualization system; as well as solutions for treatment planning, treatment delivery, and oncology information management.

She said: “Through acquisition and innovation, Elekta has a strong portfolio of solutions that support the management of a patient’s cancer care. Increasingly, we are able to tailor our solutions around specific indications and our aim is to provide disease-specific solutions, a strategy shared by clinical experts and leading advisors around the world.”

Åsa Hedin, Executive Vice President, Elekta Neuroscience presented a new, unique, three-year, multi-product research collaboration with Karolinska University Hospital in Stockholm. The research will focus on evaluating and improving the efficacy of stereotactic radiation therapy for cancer patients.

Hedin said: “Karolinska is a center with a world-class cancer treatment and research program. And we are very excited to be able to cooperate with it to research further advancements of cancer management including metastatic lesions in the body.”

Read more about Elekta’s full spectrum of cancer management [solutions presented at ASTRO on our website](#).

**Works in progress and not yet cleared for sale in the United States.*

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About Elekta

Elekta is a human care company pioneering significant innovations and clinical solutions for treating cancer and brain disorders. The company develops sophisticated, state-of-the-art tools and treatment planning systems for radiation therapy and radiosurgery, as well as workflow enhancing software systems across the spectrum of cancer care.

Stretching the boundaries of science and technology, providing intelligent and resource-efficient solutions that offer confidence to both healthcare providers and patients, Elekta aims to improve, prolong and even save patient lives, making the future possible today.

Today, Elekta solutions in oncology and neurosurgery are used in over 5,000 hospitals globally, and every day more than 100,000 patients receive diagnosis, treatment or follow-up with the help of a solution from the Elekta Group.

Elekta employs around 2,500 employees globally. The corporate headquarter is located in Stockholm, Sweden, and the company is listed on the Nordic Exchange under the ticker EKTab. For more information about Elekta, please visit www.elekta.com.