

Elekta to strengthen market position in Asia through acquisition of Thai distributor

STOCKHOLM – Elekta (EKTA-B.ST) announced today that it has signed an agreement to acquire business assets from Premier Business Inter (PBI), its current solution and service distributor in Thailand. With this direct presence, Elekta will increase its commitment to its Thai customers while strengthening its position in a strong market with further potential.

Habib Nehme, Elekta's Executive Vice President Region Intercontinental, says: "Our long and successful partnership with PBI has helped grow Elekta's installed base in Thailand and bring the benefits of high-quality radiation therapy to thousands of people living with cancer. Now, through this acquisition, we can enhance our customer relations, elevate service and aftersales capabilities, and build on and expand the resources and reputation of PBI's best-in-class service."

He adds that he sees great potential in the Thai market, where there are only 1.5 linacs per million people, compared to 5.1 in high-income countries.* "This acquisition enables us to provide quality service from installation to application support while supporting the government's initiative to shorten radiation therapy waiting times by half, from 12 weeks to six, primarily by increasing the number of devices."

Further optimizing Elekta's sales network executes on the driving adoption aspect of the company's strategy, ACCESS 2025. The goal is to continue strengthening its sales network through direct presence in key growth markets. Recent examples include the Philippines, Indonesia, and Egypt. The new Elekta hub in Thailand supports this goal while assisting neighboring countries in providing access and services for cancer treatment.

The intention is to complete the transaction during the first quarter of Elekta's fiscal year 2023/24. Elekta will establish a legal entity in Thailand and an office in Bangkok.

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About Elekta

As a leader in precision radiation therapy, Elekta is committed to ensuring every patient has access to the best cancer care possible. We openly collaborate with customers to advance sustainable, outcome-driven and cost-efficient solutions to meet evolving patient needs, improve lives and bring hope to everyone dealing with cancer. To us, it's personal, and our global team



of 4,700 employees combine passion, science, and imagination to profoundly change cancer care. We don't just build technology, we build hope. Elekta is headquartered in Stockholm, Sweden, with offices in more than 40 countries and listed on Nasdaq Stockholm. For more information, visit [elekta.com](https://www.elekta.com) or follow [@Elekta](https://twitter.com/Elekta) on Twitter.