Note: This capital markets presentation is intended for investors and analysts only. Some products are still in research and/or not cleared/approved in all markets. Cancer statistics are given to show the potential market in the respective area and does not mean that Elekta currently have products to treat these indications.
<table>
<thead>
<tr>
<th>Time</th>
<th>Session</th>
<th>Speaker</th>
</tr>
</thead>
<tbody>
<tr>
<td>13:00</td>
<td>Innovation + Growth</td>
<td>Tomas Puusepp, President and CEO</td>
</tr>
<tr>
<td>13:20</td>
<td>Elekta Neuroscience</td>
<td>Åsa Hedin, Executive Vice President</td>
</tr>
<tr>
<td>13:40</td>
<td>Elekta Brachytherapy</td>
<td>John Lapré, Executive Vice President</td>
</tr>
<tr>
<td>14:00</td>
<td>Q&amp;A and Coffee</td>
<td></td>
</tr>
<tr>
<td>14:20</td>
<td>Elekta Oncology</td>
<td>Dee Mathieson, Senior Vice President</td>
</tr>
<tr>
<td>14:50</td>
<td>Elekta Software</td>
<td>Todd Powell, Executive Vice President</td>
</tr>
<tr>
<td>15:10</td>
<td>Region North America</td>
<td>Jay Hoey, Executive Vice President</td>
</tr>
<tr>
<td>15:30</td>
<td>Concluding remarks, Q&amp;A</td>
<td>Tomas Puusepp, President and CEO</td>
</tr>
</tbody>
</table>

Elekta
Growth through innovation
ASTRO 2012
Tomas Puusepp
President and CEO
Elekta – pioneer of modern cancer care

- One of the fastest growing companies in the industry
- Last year close to 1,000,000 patients benefited from treatment with radiation therapy equipment from Elekta
- Market leader in:
  - 3 out of 4 business areas
  - 2 out of 3 regions
- 8-9% of net sales is invested in R&D every year

Need for cancer care is growing

Number of people 60 years and older (million)

<table>
<thead>
<tr>
<th>Region</th>
<th>2010</th>
<th>2030</th>
<th>Change</th>
</tr>
</thead>
<tbody>
<tr>
<td>North America</td>
<td>64</td>
<td>103</td>
<td>+61%</td>
</tr>
<tr>
<td>Western Europe</td>
<td>46</td>
<td>63</td>
<td>+37%</td>
</tr>
<tr>
<td>Emerging markets</td>
<td>491</td>
<td>1008</td>
<td>+105%</td>
</tr>
</tbody>
</table>

Source: WHO, August 2012 Cancer Research UK
>50% of cancer patients in established markets to receive radiation therapy

**Share of cancer patients receiving radiation therapy today**

- **USA**: 63%
- **Europe**: 30-50%
- **Canada**: 32%
- **Japan**: 25-30%

From "palliative" to "curative" – radiotherapy is a major contributor to improved cancer care

- **Technology advancements**
  - Imaging
  - Precision
  - Motion management
  - Safety
- **Cost effective compared with chemotherapy and surgery**
Elekta is the pioneer of modern radiation therapy

SRS
Stereotactic Radiosurgery

MOSAIQ® OIS
Workflow software for cancer care

MR-guided radiation therapy

IGRT
Image guided radiation therapy

Agility™
Technological shift in collimation

Digital linear accelerators
Integrated solutions

Brachytherapy

Linac SRS

Radiation therapy in the future
Patient-centric and disease-specific cancer care solutions

Yesterday
Radiation therapy
• Technology driven decisions
• System components in RT
• No access to referring physicians and patients
• Increasing level of competition from alternative treatments

Tomorrow
Patient-centric cancer solutions
• Fully integrated solutions and multi-functionality
• Disease specific RT pathways and guidelines in support of effective care
• Cancer informatics and decision support systems for quality of care and care improvements
Improved prevalence - still low in some large indications

Source: IARC, WHO, Globacon 2008 database

Innovation through collaboration
Examples of R&D collaborations

Elekta MR-guided linac consortium
Elekta International IMRT consortium
Elekta Synergy® Research Group
Elekta Spine consortium
Leksell Gamma Knife® Society
Elekta Lung Research Group
Elekta Clarity® consortium
Agility™ - modern cancer care without compromise

- Superior beam shaping to match the tumor
- Minimal exposure to healthy tissue
- Significantly faster

*Not for sale or distribution in all markets depending on status of approval and clearances.

Elekta’s aspiration - double number of patients treated

Aspiration 2 million patients

Today: close to 1 million patients
Elekta has strengthened its position in radiation therapy

<table>
<thead>
<tr>
<th>Trend</th>
</tr>
</thead>
<tbody>
<tr>
<td>Varian 48%</td>
</tr>
<tr>
<td>Elekta 39%</td>
</tr>
<tr>
<td>Accuray 8%</td>
</tr>
<tr>
<td>Siemens 5%</td>
</tr>
<tr>
<td>Others *-</td>
</tr>
</tbody>
</table>

Note: Order intake. Sources – company reports
* Accurate data missing

Regional outlook

**North and South America**
- Stable demand in North America
- Strong growth prospects in South America

**Europe, Middle East and Africa**
- Stable growth in both Central and Nordic regions
- Slower development in southern Europe
- Good demand in emerging markets

**Asia Pacific**
- Strong market growth, driven by large unmet needs and government initiatives
Outlook for fiscal year 2012/13

• Net sales is expected to grow by more than 15% in local currency, including Nucletron
  – Organic growth >10%

• Operating profit in SEK is expected to grow by more than 15%, including Nucletron

• Currency is estimated to have a neutral effect, including hedges
Leading Clinical Innovation

Åsa Hedin
Executive Vice President
Elekta Neuroscience

Elekta Neuroscience – pioneer in SRS

World-leading solutions for treatment and localization of brain disorders
Innovation drives clinical excellence

Data courtesy of Ian Paddick

Leksell Gamma Knife®
Precision, Safety and Efficiency

Precision
Clinical evidence
Efficiency
Safety
**Precision**
Tailor-made treatment for every patient

**Superior conformity**

- Superiority for Leksell Gamma Knife® Perfexion™ regardless of number of lesions
- Typically 2-3 times less dose with Leksell Gamma Knife®
- Central target dose higher for Leksell Gamma Knife

Safety is to minimize dose deposited to tissues outside the radiation target

![Graph showing intracranial dose comparison between Leksell Gamma Knife® Perfexion™ and VMAT.](Image)


Effective quality assurance

<table>
<thead>
<tr>
<th>Leksell Gamma Knife®</th>
<th>Typical linac SRS</th>
</tr>
</thead>
<tbody>
<tr>
<td>Daily QA</td>
<td>10 min</td>
</tr>
<tr>
<td>Treatment Plan QA</td>
<td>5 min</td>
</tr>
<tr>
<td>Daily QA</td>
<td>30-45 min</td>
</tr>
<tr>
<td>Winston Lutz QA</td>
<td>45 min</td>
</tr>
<tr>
<td>Imaging QA</td>
<td>5 min</td>
</tr>
<tr>
<td>IMRT Phantom QA</td>
<td>30 min</td>
</tr>
<tr>
<td>– map check</td>
<td></td>
</tr>
</tbody>
</table>

*Source: South Nassau Hospital, New York*
**Gamma Knife® surgery saves cost**

**Required staff for 40 operated patients per month:**
- 1 neurosurgeon
- 1 assistant neurosurgeon
- 1 anaesthesiologist
- 1 anaesthesiology nurse
- 2 ICU anesthesiologists
- 1 night shift anesthesiologist
- 4 ICU nurses (2 shifts)
- 1 doctor ward
- 7 nurses ward (2 shifts)
- 4 assistant nurses ward (2 shifts)
- 1 nurse night shift

**Required staff for 40 Gamma Knife® patients per month:**
- 1 neurosurgeon
- 1 radiation oncologist
- 1 physicist
- 2 nurses

---

**Overwhelming clinical evidence**

**Peer-reviewed papers reporting more than 30 patients treated with SRS**

- **Gamma Knife®:** 861 papers
- **Unspecified Linacs:** 247 papers
- **Cyberknife:** 29 papers
- **Novalis:** 14 papers

*Source: Elekta Database with information from PubMed as per 25 September 2012*

- Includes AVMs, Meningiomas, Metastatic Tumors, Pituitary Tumors, Trigeminal Neuralgia, Vestibular Schwannoma papers
- Note: Papers for CyberKnife include some SRT patients.

---

---

14
Strong growth of brain metastases

- Brain metastases occur in 20-40%
  - Majority of patients present with multiple metastases (50-63%)
- Reasons for increase in brain metastases incidence:
  - Improved survival in patients with cancer due to better diagnosis and management of the primary cancer
  - Increased availability of advanced imaging techniques for early detection
  - Vigilant surveillance protocols for monitoring recurrence
- Untreated patients have a very short expected survival

Accelerated paradigm shift in treatment of brain metastases

- Radiosurgery provides excellent clinical outcome
- Significant gains in quality of life
- Specific clinical features
- Cost effective
Continuous innovation to improve cancer care

- Extend System
- Treatment Planning
- MOSAIQ® Connectivity
- Registry

Accuracy – Dose – Workflow

Further improving clinical data management

**Leksell Gamma Knife® Society Registry**
- Support research and sharing data between sites

**Leksell Gamma Knife® Site Registry**
- Benchmark against other programs

• Support research and sharing data between sites
• Benchmark against other programs
Leksell Gamma Knife®
Uniquely positioned for the future of SRS

- Precision
- Clinical evidence
- Efficiency
- Safety

Meeting the patient’s needs

- Focus on growth segments (metastases) and invest in markets with low penetration
- Continue upgrading and expanding installed base
- Work even closer with patient organizations and end users
- Clinical evidence and findings of Leksell Gamma Knife® superiority
- All patients should have access to Leksell Gamma Knife®
Human Care Makes the Future Possible

Elekta Brachytherapy
John Lapre
EVP Elekta Brachytherapy
President Nucletron
World leader in brachytherapy

- Unmatched global leadership in brachytherapy
  - Presence in >100 countries
  - 3,000 clinics worldwide using Elekta brachytherapy products
  - 60% worldwide market share (HDR)
- Strong R&D focus ~11% of revenues invested in fiscal 2011/12
- Brachytherapy to grow with >10%

Brachytherapy
Highly precise, patient-centered treatment for targeting cancer

Brachytherapy works “from the inside, out”

Brachytherapy
Responding to physician and patient needs

Clinician
- Flexible: used in combination with EBRT, surgery, or alone
- Efficacious, precision targeting
- Prevents unnecessary damage to healthy tissues
- Favorable safety profile, minimal side-effects
- Often out-patient

Patient
- Short, effective treatment course
- Accessibility to, and compliance with treatment
- Favorable safety profile, with minimal side-effects
- Minimal interference with everyday life and QoL
- A safe, effective modality, tailored to patients’ clinical needs

Efficient and cost-effective

Leading product portfolio with high share of services

Service & software
- 57%

Hardware
- Afterloaders
- Applicators
- Imaging and other

Hardware Share
- Afterloaders: 35%
- Applicators: 8%
- Imaging and other: 8%
The brachytherapy solution

Nucletron is integrated in Elekta

- Efficient and fast integration: from October 2011 to April 2012
- Sales offices integrated
- Elekta sales force trained on brachytherapy solutions
- Nucletron has found a home for life in Elekta
- Excellent cultural fit
Nucletron within the Elekta group
Continued focus on four growth drivers

Driving awareness of brachytherapy
Expanding geographically
Developing new body sites
Growing the installed base

Growing the installed base

Cross-selling opportunities
No. of customers:

ELEKTA 5,000
Nucletron ~1,000 unique customers
3,000

Growth of services, especially in emerging markets

Afterloader upgrade
Disposable applicators and additional software modules
Cross-selling customer cases in emerging markets

**Venezuela:**
Maturin
Linac + Afterloader

**Thailand:**
Bumrungrad International
Elekta Synergy® + MOSAIQ® + CMS + Oncentra® Prostate + Evolution Simulator

**Indonesia:**
Murni Teguh
Linac + Afterloader + Oncentra

**China:**
Affiliated Yong Chuan Hospital of Chongqing Medical University
Elekta Synergy + SiM EVO + Oncentra

**Venezuela:**
Maturin
Linac + Afterloader

**Thailand:**
Bumrungrad International
Elekta Synergy® + MOSAIQ® + CMS + Oncentra® Prostate + Evolution Simulator

**Indonesia:**
Murni Teguh
Linac + Afterloader + Oncentra

**China:**
Affiliated Yong Chuan Hospital of Chongqing Medical University
Elekta Synergy + SiM EVO + Oncentra

Rectal cancer is one of the most rapidly growing indications

**Market opportunity:**
- Colorectal cancer incidence: 3rd most frequent cancer in the EU and US(1)
- Expected to grow rapidly
- Canadian (McGill) Phase II study: Beneficial effects of brachytherapy as alternative to chemoradiation(2)
- Nucletron supports clinical evidence generation and guideline reviews

---

(1) WHO Globocan 2008
Truly global business and No.1 in the world

- **North and South America**: Share of sales 2011: 34%
- **Europe and MEA**: Share of sales 2011: 40%
- **Asia Pacific**: Share of sales 2011: 26%

Europe No. 1:
- Germany
- Italy
- Spain
- France
- CEE

Asia Pacific:

Europe and MEA:
Share of sales 2011: 40%

Asia Pacific:
Share of sales 2011: 26%

Expanding geographically

Developing markets have the highest levels of cancer incidence suited for brachytherapy...

Gynaecological cancer incidence (‘000s p.a.)

- **China**: 162
- **India**: 143
- **North America**: 57

...and large potential to grow the installed base

**Exiting markets**
- **India**: >6,200,000 persons/afterloader
- **China**: >6,800,000 persons/afterloader

**North America**
- Installed base: 1,034
- No. of persons/afterloader: 330,000

**Western Europe**
- Installed base: 710
- No. of persons/afterloader: 580,000
Driving awareness of brachytherapy

- **Evidence**
  - EMBRACE a study in MRI guided brachytherapy in locally advanced cervical cancer

- **Adoption**
  - Intense customer training program and workshops

- **Infrastructure**
  - Health technology assessments (reimbursement)

---

**New 1 MOSAIQ® Connectivity**

- Brachytherapy planning and delivery part of the general RT workflow
  - Ensures a better paperless flow of patient information
  - Automatically performs dose tracking (only with MOSAIQ®)
  - Improves the quality of the treatment chart
  - Streamlines the billing process for brachytherapy procedures
New 2

**Oncentra® Brachy 4.3**

- Access to powerful 3D planning
- Accuracy in treatment planning
- Increasing workflow efficiency

---

New 3

**Repositioned Nucletron prostate solutions**

- Optimal accuracy and precision through "*genuine real-time workflow*

- "*Streamlined procedure*" based on integrated components

- Optimizing clinical objectives through "*powerful adaptive planning*"
Innovation in brachytherapy: 4S model

Example: Vaginal CT/MR Multi Channel Applicator

- Specificity
- Speed
- Simplicity
- Safety
Good prospects for further growth

• Large untapped market potential
• Highly complementary treatment modality serving many of the same customers as Elekta
• Combined customer base of more than 6,000
• 4S innovation model
• Brachytherapy to grow with >10%

Human Care Makes the Future Possible
Elekta Capital Markets Day
29 October 2012, Boston

Growth through innovation

13:00 Innovation • Growth
   Tomas Puusepp, President and CEO

13:20 Elekta Neuroscience
   Åsa Hedin, Executive Vice President

13:40 Elekta Brachytherapy
   John Lapré, Executive Vice President

14:00 Q&A and Coffee

14:20 Elekta Oncology
   Dee Mathieson, Senior Vice President

14:50 Elekta Software
   Todd Powell, Executive Vice President

15:10 Region North America
   Jay Hoey, Executive Vice President

15:30 Concluding remarks, Q&A
   Tomas Puusepp, President and CEO
Elekta Oncology
Advancing Clinical Practice

Dee Mathieson
Senior Vice President
Oncology Business Line Management

Cancer is growing worldwide

- Improved treatments – cancer becomes more of a chronic disease
- Re-treatments

Source: Globocan 2008
The challenge

**Lung cancer**
Global incidence, millions

- Constantly moving
- Decrease high mortality

**Breast cancer**
Global incidence, millions

- Minimizing impact on surrounding tissue
- Motion management

**Prostate cancer**
Global incidence, millions

- Motion management
- Accuracy and dose control

Source: GLOBOCAN 2008

Elekta delivery system
The most clinically focused offering on the market

Outstanding beam shaping
Agility™

Digital control
7th Generation
Agility™
Setting a new standard of care

• 2x number of leaves
  – Outstanding resolution to precisely match the contours of the tumor

• 2x speed
  – Unparalleled efficiencies
  – Essential for latest treatment techniques

• Less than 0.5% transmission
  – Minimal exposure to healthy surrounding tissue
  – Fewer side-effects

• Approved in Elekta’s largest markets
  – USA, Japan, Europe

Agility – now shipped to 21 countries
Elekta delivery system
The most clinically focused offering on the market

Modular platform
Conventional - VMAT - SRT

Outstanding beam shaping
Agility™

Advanced image guidance
2D, 3D & 4D

Digital control
7th Generation

High precision
Stereotaxy

Energy efficient
30% less consumption
Solar power

Motion management
Tracking, gating, image guided

Widest clearance
Un-impeded clinical set-up

Innovation through collaboration
Translating clinical research into patient benefits

Elekta International IMRT consortium
Elekta Synergy® Research Group
Elekta Spine consortium
Leksell Gamma Knife® Society
Elekta Lung Research Group
Elekta Clarity consortium
Prostate cancer – most frequent male cancer

**Incidence and mortality**

<table>
<thead>
<tr>
<th>Year</th>
<th>Incidence</th>
<th>Mortality</th>
</tr>
</thead>
<tbody>
<tr>
<td>2010</td>
<td>0.3</td>
<td></td>
</tr>
<tr>
<td>2030E</td>
<td>1.7</td>
<td>0.9</td>
</tr>
</tbody>
</table>

**Challenge**

Motion management

Accuracy and dose control

Source: Globocan 2008

---

Prostate – Motion management

*Clarity® with Autoscan – Confidence during treatment*

- Non-invasive, non-ionizing
- Clear prostate anatomy imaging
- Clarity® software information
- Real-time visualization
- Implanted markers

Clarity®
Pioneering the next major breakthrough…
State of the art MR imaging state of the art radiation therapy

- Building on a decade of research from UMC, Utrecht, NL
  - In collaboration with Elekta and Philips
- Research demonstrated unparalleled soft tissue visualization during irradiation
- Research collaboration with leading institutions

Innovation through collaboration
Translating clinical research into patient benefits
Strong growth within oncology

- Significant increase in underlying demand
- Best cancer care solutions on the market
- New technology drives increased usage
- Comprehensive R&D project pipeline

Oncology will be a significant contributor to reaching 2 million patients treated

Integrated workflows through MOSAIQ®

- Managed and supported by MOSAIQ®
- Incorporates continuous quality improvement and decision support
- Delivers “evidence-based medicine”
World leader in cancer care software solutions

15,000 users are supported by over 400 dedicated experts driving best in class development

Over 1,000 parameters are managed during a typical treatment

Growth drivers for software

• Continue to grow installed base with market leading OIS system MOSAIQ®

• Strengthen market share within Treatment Planning System (TPS)

• Increased pace in innovation for continuous upgrades to drive growth within existing installed base
MOSAIQ® – best OIS software on the market

- Empower hospitals and clinics to digitally manage and streamline all aspects of cancer care
- Drive development towards disease-specific needs while enhancing tools to support standardization and clinical evidence
- Facilitate and record activities that are critical for evidence-based healthcare, patient safety and clinical workflow
- Open systems commitment

MOSAIQ® supports the entire chain of cancer care

- Patient consultation
- Imaging
- Treatment planning
- Integrated scheduling management System
- Treatment delivery
- Reporting
- Billing
- Summary & follow up

- Data director
- MONACO®
- XIO®
- Oncentra®
- MOSAIQ®
- SYNERGISTIQ™

Expansive set of interfaces to bridge gaps to HIS

Data reporting, aggregation and visualization
Highly configurable, extendable rules and scripting infrastructure

Hospital Information Systems
Automated documentation

ELEKTA
True open systems commitment

- **Treatment delivery**
  - Elekta
  - Varian
  - Siemens
  - Accuray
  - Mitsubishi
  - Brainlab
  - Xstrahl

- **Beam shaping**
  - Elekta
  - Varian
  - Siemens
  - Brainlab

- **Treatment planning**
  - Elekta
  - Varian
  - Siemens
  - Philips

- **Imaging**
  - Elekta
  - Varian
  - Siemens
  - Philips
  - Any DICOM compliant device

- **SRS and Brachy**
  - Elekta
  - Varian
  - Accuray

- **Interfaces**
  - HL7
  - IHE-RO
  - ESI

- **OIS**
  - Elekta
  - Varian
  - Siemens

- **HIS**
  - EPIC
  - Cerner
  - McKesson
  - GE Healthcare
  - Medtech
  - Any HIS system

- **PACS**
  - Elekta
  - Varian
  - McKesson
  - GE Healthcare
  - Cerner
  - Any DICOM compliant device or software
One platform – multiple locations

MOSAIQ®

100 sites
Clusters of 4 to 5 sites each
Transitioning to a cloud-based approach

9 sites
One MOSAIQ database

4 sites
One MOSAIQ database

MOSAIQ®

IQ Scripts™
Customizing and automating patient workflow
MOSAIQ® IQ Scripts™

23 steps
Old paper processes were protracted

12 steps
MOSAIQ® Assessments

4 steps
MOSAIQ® IQ Scripts™

MOSAIQ® enables full product integration

Elekta treatment planning portfolio
Leksell Gamma Knife®
Brachytherapy solutions

MOSAIQ®

Elekta Synergy®
Elekta Compact™
Elekta Agility™
Leveraging on the strong market positions

- OIS Software: ≈ 50% / 61% in US
- Linears accelerator: ≈ 35%
- TPS Software: ≈ 23%

MOSAIQ® RTP – integrated treatment planning

- Oncentra®
- Monaco®
- XiO®
- Conventional RT & particle support
- Powerful integrated imaging tools
MOSAIQ® Evaluate
The first step along the way…

• Comprehensive plan review
• Full plan approval
• Full integration with MOSAIQ®
• Entirely new imaging framework

DVH templates
MOSAIQ® RTP
Streamline your clinical workflow

• Reduced travel to dosimetry
• Integrated workflows
• Reduced interruptions
• Simplified chart rounds

Innovations presented at ASTRO

• Connectivity to the Leksell Gamma Knife® and the Registry
• Connectivity to the Nucletron HDR including brachy charting in MOSAIQ®
• Open systems interface to the Cyberknife
• Latest releases of MOSAIQ® including Evaluate and IQ Scripts™
• … and Monaco®
• … and Oncentra®
Human Care Makes the Future Possible

Region
North America

Jay Hoey
Executive Vice President
Strengthened presence in North America

- 7% of world’s population
- 30% of the world’s linear accelerators
- Most advanced radiotherapy market in the world
- Elekta has >60% market share in software (OIS) and brachytherapy. 24% in new sales of linacs
- Demand is driven from aging population and increasing cancer incidence as well as technological advancements

Well positioned for further growth

**Installed base**
- Enhance service excellence
- Provide advanced solutions
  - Streamlined workflow = higher efficiency
  - Advanced treatments = higher effectiveness

**Linacs**
- Siemens opportunity
- Agility™ roll-out

**SRS/SRT solutions**
- Elekta well positioned via SRS/SRT expertise
- Leksell Gamma Knife® performance & reputation

**Software leadership**
- New software applications for existing customers
Elekta North America is gaining share

**Market share - installed base**

<table>
<thead>
<tr>
<th>Brand</th>
<th>Market Share</th>
</tr>
</thead>
<tbody>
<tr>
<td>Varian</td>
<td>71%</td>
</tr>
<tr>
<td>Siemens</td>
<td>10%</td>
</tr>
<tr>
<td>Accuray</td>
<td>11%</td>
</tr>
<tr>
<td>Elekta</td>
<td>0%</td>
</tr>
</tbody>
</table>

**Market share – new orders**

<table>
<thead>
<tr>
<th>Brand</th>
<th>Market Share</th>
</tr>
</thead>
<tbody>
<tr>
<td>Varian</td>
<td>72%</td>
</tr>
<tr>
<td>Siemens</td>
<td>3%</td>
</tr>
<tr>
<td>Accuray</td>
<td>2%</td>
</tr>
<tr>
<td>Elekta</td>
<td>24%</td>
</tr>
</tbody>
</table>

**Elekta’s installed base, age**

USA – world’s largest RT market

**United States**
- Population: 314 M, cancer incidence: 1.5 M (~0.47%)
- ~63% receive radiation therapy

**Radiation therapy - mainly a replacement market**
- ~80% of linacs are replacement machines

**Multiple factors drive demand**
- Higher cancer incidence with aging population
- Equipment age (large installed base = large replacement market)
- New technology (SRS/SRT, VMAT)
- Private center consolidation

Sources: IMV, MD-Buyline, Internal Win / Loss reports, Sales and Marketing G2
US reimbursement and health care tax

**CMS reimbursement proposal**
- Increase proposed for HOPPS, decrease for free-standing clinics
- Extensive discussions and activities from industry organizations

**Affordable care and health care tax**
- Result in upcoming election of importance
- Health care tax to be decided, unclear if and how it will be implemented

The Canadian market is expanding

- Population: 36 M, cancer incidence: 0.2 M (~0.51%)
- ~ 32% receive radiation therapy, government goal is 48%
- 33% growth in linear accelerators in Ontario, Quebec and British Columbia since 2000
- Linear accelerators replaced as part of government health agency replacement cycles (10-12 years for linacs)
Increased medical initiatives in Mexico

- Installed base:
  - ~65 linacs installed ~26 cobalt units
- ~70% government and ~30% private
- Government initiatives with funding approved for expanding in radiation medicine
- Private sector will expand radiotherapy and OIS segments (updating installed base)
- Increased marketing efforts and business presence in Mexico by Elekta
- Elekta’s market share is increasing

Elekta is growing

- Technology leadership
- Highest standard in service and aftermarket support
- Focus on comprehensive solutions and partner with customer
- Leverage on strong footholds within software (OIS) and brachytherapy
Good progress in Agility™ roll-out

Johns Hopkins Hospital
• World renowned, top ranked hospital in the US*
• 2 Agility installations

William Beaumont Hospital
• Top 5 academic hospital**
• 2 Agility installations

UC Davis Medical Center
• Top 10 Hospital in America***
• 1 Agility installation

* U.S. News & World Report 2012 Best Hospitals
** University Healthcare Consortium 2012 Quality Leadership Award
*** American Alliance of Healthcare Providers 2012 Choice Awards

October 2012
IMV Satisfaction Ratings*

<table>
<thead>
<tr>
<th>Category</th>
<th>Rating of Highly Satisfied</th>
<th>2012: #1 Manufacturer</th>
</tr>
</thead>
<tbody>
<tr>
<td>Manufacturer performance</td>
<td>Ability to drive industry standards</td>
<td>Elekta</td>
</tr>
<tr>
<td></td>
<td>Competence of install team</td>
<td>Elekta</td>
</tr>
<tr>
<td>System performance</td>
<td>Overall system ease of use</td>
<td>Elekta</td>
</tr>
<tr>
<td></td>
<td>Reliability of hardware</td>
<td>Elekta</td>
</tr>
<tr>
<td></td>
<td>System uptime meets expectations</td>
<td>Elekta</td>
</tr>
<tr>
<td>Service performance</td>
<td>Overall service performance</td>
<td>Elekta</td>
</tr>
<tr>
<td></td>
<td>Service follow-up</td>
<td>Elekta</td>
</tr>
<tr>
<td></td>
<td>Service performance relative to amount charged</td>
<td>Elekta</td>
</tr>
<tr>
<td></td>
<td>Effective escalation by service team</td>
<td>Elekta</td>
</tr>
</tbody>
</table>

*ServiceTrak™ imaging 2012 - Radiation Oncology Accelerators – Highly satisfied ratings – IMV report, October 2012
IMV Ratings*

Outcome of **Number 1 position in sub-items**

<table>
<thead>
<tr>
<th></th>
<th>2010</th>
<th>2011</th>
<th>2012</th>
</tr>
</thead>
<tbody>
<tr>
<td>Elekta</td>
<td>7</td>
<td>15</td>
<td>23</td>
</tr>
<tr>
<td>Varian</td>
<td>16</td>
<td>16</td>
<td>10</td>
</tr>
<tr>
<td>All</td>
<td>35</td>
<td>37</td>
<td>43</td>
</tr>
</tbody>
</table>

*ServiceTrak™ Imaging 2012 - Radiation Oncology Accelerators – Highly satisfied ratings – IMV report, October 2012*

---

Top customer satisfaction in the US

**CUSTOMER SATISFACTION**

#1 Leksell Gamma Knife® Perfexion™  
#2 Elekta Synergy®  
#3 Elekta Mosaiq®  
#4 Varian TrueBeam
Concluding remarks
Tomas Puusepp
President and CEO
Pioneer development and facilitate increased usage of radiation therapy

- Comprehensive solution offerings to meet future requirements
- Increase utilization of radiation therapy by extending penetration in existing markets and improve accessibility in emerging markets
- World class organization with a strong focus on patient needs

Elekta’s ambition: increased usage of radiation therapy

Aspiration: 2 million patients

Today: close to 1 million patients
Human Care Makes the Future Possible