Elekta is stronger than ever

- Best technology – Versa HD™
- No 1 in Europe and Asia Pacific
- No 1 in emerging markets
  ~35% of Elekta’s order intake
- Growing faster than competition
Strong growth with increased profitability

Outlook from Q3 report:
- Net Sales 2005A-12A: CAGR 16%
- EBIT 2005A-12A: CAGR 27%

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

Aspiration: 2 million patients
Today: close to 1 million patients
Elekta’s priorities going forward

• Innovation – R&D
  – MR-guided linear accelerator
• Emerging markets
  – Availability
  – Training and education
• Leverage installed base
Unmatched clinically-relevant firsts

- Developed in close collaboration with global thought leaders
  - Intracranial stereotactic radiosurgery
  - Digital linac control
  - Linac-based cone-beam CT
  - Volumetric Modulated Arc Therapy (VMAT)
  - Linac-based 4D image guidance
  - High resolution, full field, high speed MLC
- Commitment to developing state-of-the-art future modalities
  - MR-guided radiotherapy*

* The integrated MRI-guided radiation therapy system is in development and not available for sale.
Versa HD™
the most advanced digital linear accelerator available

1. Enables higher dose to the tumor - more than **three times** faster than before
2. Minimizes dose to healthy tissue. MLC leaf speeds more than **twice as fast** as other systems
3. New generation of **patient-specific treatments**

**Versa HD™**

**ELEKTA**
Improved therapy for more patients

>2X
Faster MLC leaf speed

Leaf speed (cm/s)

<table>
<thead>
<tr>
<th>Previous Generation</th>
<th>Versa HD ™</th>
</tr>
</thead>
<tbody>
<tr>
<td>2</td>
<td>6</td>
</tr>
</tbody>
</table>

Improved therapy for more patients

3X
Higher dose rate

Dose rate (Mu/min)

<table>
<thead>
<tr>
<th>Previous Generation Elekta Linacs</th>
<th>Versa HD</th>
</tr>
</thead>
<tbody>
<tr>
<td>1000</td>
<td>3000</td>
</tr>
</tbody>
</table>
High Dose Rate mode

“Delivery of a non-flattened beam with VMAT requires greater leaf velocity. The leaves need to move very quickly to manage the combination of modulation and high dose rates. Up until now, leaf speed has been the limiting factor. The full potential of Agility will be realised with flattening filter free delivery.”

Vivian Cosgrove, Ph.D., (2013)
Head of Radiotherapy Physics at St. James’s Institute of Oncology
Leeds Teaching Hospitals NHS Trust, UK

• 3X higher dose rates
• 2200 MU/min at 10MV
• 1400 MU/min at 6MV

Spine SBRT (VMAT)

<table>
<thead>
<tr>
<th>Versa HD™</th>
<th>Competitive System [Dedicated 3D SRT linac]</th>
</tr>
</thead>
<tbody>
<tr>
<td>160 leaf MLC</td>
<td>120 leaf MLC</td>
</tr>
<tr>
<td>• 40 cm x 40 cm</td>
<td>• 22 cm x 40 cm</td>
</tr>
<tr>
<td>• 5 mm leafs throughout</td>
<td>• 5 mm outer banks, 2.5 mm inner banks</td>
</tr>
<tr>
<td>• EFF leaf speed: 15 cm/second</td>
<td>• EFF leaf speed: 2.5 cm/second</td>
</tr>
<tr>
<td>• Avg. transmission: &lt;1%</td>
<td>• Avg. transmission: &lt;2.5%</td>
</tr>
<tr>
<td>High Dose Rate Delivery</td>
<td>High Dose Rate Delivery</td>
</tr>
<tr>
<td>PTV coverage</td>
<td>97.26%</td>
</tr>
<tr>
<td>GTV coverage</td>
<td>97.31%</td>
</tr>
<tr>
<td>Max dose to spinal cord</td>
<td>7.93 Gy</td>
</tr>
<tr>
<td>Max dose to heart</td>
<td>13.51 Gy</td>
</tr>
<tr>
<td>Est. beam-on time/fraction</td>
<td>391 seconds</td>
</tr>
<tr>
<td></td>
<td>Est. beam-on time/fraction: 391 seconds</td>
</tr>
</tbody>
</table>

With plans optimized to deliver similar dosimetry, Versa HD treatment times are superior.
Fast leaves need accuracy

Study of:
Leaf velocity limitations related to treatment delivery dosimetric uncertainties for the Varian 120 Millenium MLC inner leaves (5mm width).

“Measurements showed slight deviations from expected within the range from 25mm/s to 33mm/s. At higher leaf velocities deviations became so important that clinical delivery confidence was lost.”

Improved therapy for more patients

2X
Larger high-definition field size
Superior target conformance

- Fully integrated with Elekta Agility® MLC
- 160 x 5 mm leaves across the full 40 cm x 40 cm field
- Efficiently cover multiple targets with interdigitation and island shapes
- Fast leaf speed

Clinical versatility

- High dose per fraction
  - SBRT e.g. Lung
  - Simple conformal e.g. Breast
  - 3 cm/s

- Multiple stereotactic targets
- Longer fields e.g. H&N VMAT

- Standard
  - Simple

- Plan

- Complex

Image courtesy of Christopher Walker, Head of Radiotherapy Physics
The James Cook University Hospital, Middlesbrough, UK
### Clinical versatility

<table>
<thead>
<tr>
<th>Dose per fraction</th>
<th>Plan</th>
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<tr>
<td>Simple conformal e.g. Breast</td>
<td>Simple</td>
</tr>
<tr>
<td>High dose rates</td>
<td>High dose rates</td>
</tr>
<tr>
<td>MLC shaping capability</td>
<td>MLC shaping capability</td>
</tr>
<tr>
<td>3 cm/s</td>
<td>3 cm/s</td>
</tr>
</tbody>
</table>

- **High**: SBRT e.g. Lung
- **Standard**: Simple
- **Complex**: Multiple stereotactic targets

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### Extended high-resolution field shaping

**Single isocentre, multiple fields for esophagus cancer**

- High resolution across the full field 40cm x 40cm 160 x 5mm leaves
- Orthogonal jaws have extended overtravel to minimize unwanted dose
- Capable of interdigitation and island shapes

Image courtesy of First People's Hospital of Changzhou, China
Improved therapy for more patients

- 3X Higher dose rate
- >2X Faster MLC leaf speed
- 2X Larger high-definition field size

- Greater versatility
- Improved efficiency
- Higher quality patient care

Guardian technology

7th generation digital control

Audit and safely orchestrate multiple linac functions simultaneously
Elevated patient and clinician experience

- New ergonomic features
- Softer streamlined design

Confident and relaxed treatment environment

Conserve precious resources

- 30% less power consumption
- Lower operating temperature
- Reduced cost of operation
Packages for unique clinical needs

- Brain & Spine
- Head & Neck
- Lung
- Breast
- Prostate

Addressing the specific anatomical challenges of radiotherapy

Enhancing the Versa HD™ core solution

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

ELEKTA
Research into MRI-guided radiation therapy
Experimental system at Utrecht, The Netherlands

- MRI magnet full on at 1.5T and able to image
- Linac able to radiate
- MLC able to move leaves
- Gantry able to rotate

All at the same time!

Next steps...
Developing a Global Research Consortium

- The MRI-GRT Consortium aims to:
  - demonstrate improved patient outcomes for existing radiation therapy indications
  - extend radiation therapy with new treatment techniques and be able to treat more indications.

- Each consortium member will have a pilot MRI-GRT for:
  - identifying clinical benefits and techniques
  - resolving clinical and technical challenges to implement these techniques
  - conducting clinical research to demonstrate the clinical value of the techniques.
Elekta is the market leader in the region

Order development

Emerging market share 33%

CAGR 15%

0 100 200 300 400 500 EUR M

06/07 07/08 08/09 09/10 10/11 11/12 R12

Installed base:
• 1,175 linacs
• 50 Leksell Gamma Knife units

Market characteristics

Emerging

• Green field expansion
• Need for training/education
• Financing
• Reference centers
• Site visits
• Credibility

Established

• Installed base mgmt
• After sales and services
• Replacements
• Technology focused
• Success stories
• Know-how & experience
Elekta is growing more than the installed base

**Share of order intake FY2011/12**
- Elekta: 48%
- Varian: 42%
- Siemens: 4%
- Other: 6%

**Share of installed base 2011/12**
- Elekta: 30%
- Varian: 44%
- Siemens: 20%
- Other: 6%

**Market dynamics by key markets**

- **Established Europe**
  - Mainly replacement or expansion of existing sites
  - Early adopters of new technology

- **Eastern Europe**
  - Russia important market and key strength
  - Developing distribution network to address opportunities in emerging markets

- **Latin America**
  - High level of activity in most markets
  - Ongoing tender in Brazil
  - Distributor network

- **S-S Africa**
  - Growing and “opportunistic” market
  - South Africa well established, strong private sector

- **Middle East**
  - Postponed business due to political unrest
  - Good potential for recovery: Turkey, Iraq, Egypt

**Long term sustainable growth rate:**

- **Established markets:** Mid-to-high single digit
- **Emerging markets:** Double-digit
Established markets – market insight

- Upgrade of maturing installed base in many markets; Opportunities created by exit of Siemens
- Drive usage of radiation therapy on market; In UK only 38% of cancer patients receive RT
- In general, Elekta has a strong position in University Hospitals/Clinics; Good opportunity with Versa HD™; Initial reaction has been very favorable
- Leverage installed base with hardware upgrades, software and service
- Opportunity in Southern EU markets has shown improvement (Italy, France) with some signs of recovery in others (Greece).

Versa HD™ – strong demand and good uptake

- CE Marked
- 510(k) Cleared
Emerging markets – market insight

- **Affordability, Training and Education**
- **Russia:** 10-15 clinics are equipped every year; current NOP entering final cycle
- Additionally Regional authorities funding 2-4 new RT centers per year
- Elekta in planning phase for local manufacturing and E&T Center in **Russia and Brazil**
- **Brazil:** Ministry of Health major purchasing program (80 new linacs) delayed, but expecting completion
- Knock-on impact into other public and private market – now easing
- **New markets:** strong interest for building cancer care; requirement for funding.