Capital Markets Day
June 19 in Stockholm
<table>
<thead>
<tr>
<th>Time</th>
<th>Session Title</th>
<th>Presenter</th>
</tr>
</thead>
<tbody>
<tr>
<td>13:00</td>
<td>Market fundamentals ● Priorities ● Outlook</td>
<td><strong>Tomas Puusepp, President and CEO</strong></td>
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<td>Financial update and near term outlook</td>
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<td>Region Europe, Africa, Latin America, Middle East</td>
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<td>Region Asia Pacific</td>
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**Capital Markets Day**

**June 19 in Stockholm**
Welcome to Elekta
Capital Markets Day 2012
Tomas Puusepp
President and CEO
Elekta is the pioneer in modern cancer care

Elekta Software No. 1 (OIS)
Cancer – a major disease

Cause of death in USA 2010

- Cardiovascular disease: 24%
- Cancer: 23%
- Chronic lung disease: 6%
- Cerebrovascular disease: 5%
- Accidents: 5%
- Alzheimer: 3%
- Diabetes mellitus: 3%
- Nephritis, nephrotic syndrome: 2%

Source: Centers for Disease Control and Prevention, preliminary data from 2010.
Age group +60 years will grow at the highest pace

<table>
<thead>
<tr>
<th>2010A</th>
<th>2030E</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>World population:</strong></td>
<td><strong>World population:</strong></td>
</tr>
<tr>
<td>7.0 bn</td>
<td>8.3 bn</td>
</tr>
<tr>
<td>+20%</td>
<td>+20%</td>
</tr>
</tbody>
</table>

| **Population +60 years, world:** | **Population +60 years, world:** |
| 760 M | 1.4 bn |
| +82% | +82% |

Approx. 60 %* of all new cancer cases occur in age group +60 years

Increasing population with cancer

1. Number of new cancer cases

2. Increasing population living with cancer

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

WHO forecast of new cancer excluding melanoma
Radiation therapy’s role in cancer care has strengthened

- Technology advancements
  - Imaging
  - Precision
  - Motion management
  - Safety

- Value to the patient and society
  - From “palliative” to “curative”
  - Cost effective compared with chemotherapy and surgery
Strategy going forward

- 2005 "Perfecting the machine"

- 2011 "From machine to systems"

2011 – Focus on delivering value with solutions

1st Priority
Accelerate growth – from systems to solutions

2nd Priority
Grow the margin and establish industry leading efficiency
Strategy going forward

- 2005
  "Perfecting the machine"

- 2011
  "From machine to systems"

2011 – Focus on delivering value with solutions

1st Priority
Ambition to grow net sales by more than 50% from 2011/12 to 2014/15*

1. Pioneer modern cancer care
2. Emerging markets
3. Competitor exiting market

* In SEK with current exchange rates
Elekta has strengthened its position in global radiotherapy

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

Note: Order intake. Sources – company reports
* Accurate data missing
Strong growth with increased profitability

Net Sales

- CAGR 16%

EBIT

- CAGR 27%
Pioneer modern cancer care

Investments in R&D
SEK M

% of net sales

Focus areas:
• Leadership in cancer care with linear accelerators
• Drive SRS market with Leksell Gamma Knife®
• Software – capture full potential
• Brachytherapy – develop new body sites
Leading linear accelerator program for cancer care

- Global installed base of over 10,000 linear accelerators – Elekta ~2,500
- Recently launched Agility™*
  - Outstanding benefits for the patients
  - Unmatched product specifications
- Potential to upgrade Elekta’s existing installed base
  - ~40% of installed base could theoretically buy an upgrade
  - 510(k) clearance in the US
- Very good customer response

*Not for sale or distribution in all markets depending on status of approval and clearances.
Elekta will continue to drive stereotactic radiosurgery market

Stereotactic radiosurgery and Leksell Gamma Knife® treatment in USA

All courses of treatments

- 2004: 24,115
- 2010: 35,135
- CAGR: 6%

Metastatic tumors

- 2004: 9,055
- 2010: 17,150
- CAGR: 11%

Source: IMV 2011
Accelerate growth and capture full potential with Leksell Gamma Knife®

• Disease specific data for Leksell Gamma Knife® superiority
  – Clearance for 5 indications

• Strengthen marketing capabilities and work closer to patient organizations and end users

• Invest in regions with low penetration

**Metastatic tumor**

<table>
<thead>
<tr>
<th>Technology</th>
<th>Number of peer-reviewed papers</th>
</tr>
</thead>
<tbody>
<tr>
<td>Leksell Gamma Knife</td>
<td>215</td>
</tr>
<tr>
<td>Linac SRS</td>
<td>98</td>
</tr>
<tr>
<td>CyberKnife</td>
<td>12</td>
</tr>
<tr>
<td>Novalis</td>
<td>8</td>
</tr>
<tr>
<td>TomoTherapy</td>
<td>2</td>
</tr>
</tbody>
</table>

Note: Number of peer-reviewed papers per technology reporting 30+ patients (1985 – 1 May 2012)
Source: Elekta Database with information from PubMed; Papers for CyberKnife include some SRT patients.
Vision - software development

• Incorporate all software competence and experience into one platform serving all oncology software needs

• MOSAIQ® RTP
Treatment planning software - leveraging on strong market positions

- OIS Software: ≈ 50%
- Linear accelerator: ≈ 35%
- TPS Software: ≈ 23%

Source: Elekta
Acquisition of Nucletron – growth opportunities

- Cross-selling to customer base
  - 1,000 unique customers
- Leverage on Elekta’s strong positions in emerging markets
- Expansion with current indications and add new
  - Rectal cancer
- Focus on recurrent revenue growth
Emerging markets
- Solid underlying growth drivers

**Aging population**

- Age group over 60 years will grow more than three times, from 491 in 2010 million to 1.6 billion 2050E
- Government-sponsored cancer programs as main driver for expansion
- Mainly greenfield projects
- Private initiatives will grow over the long-term

Elekta has strong performance in emerging markets

Elekta emerging markets

**Net sales, SEK bn**

- 08/09: 1.3
- 09/10: 1.9
- 10/11: 2.2
- 11/12: 2.6

CAGR 26%*

*Excl. Nucletron CAGR is 22%
Double digit growth in emerging markets

Health care spend per capita and installed linacs per million inhabitants
USD and units installed

1 Scandinavian linacs / mn
Source: Elekta internal sources
Emerging markets
Leadership and strong growth

- Invest ahead of the curve
- Focus on training and education
- Product development specialized for emerging markets

*Net sales, rounded figures
Competitor with installed base of ~2,000 linacs exiting the market

North America:
400+ linear accelerators

Europe AFLAME:
600+ linear accelerators

Asia Pacific:
900+ linear accelerators

- Total installed base represents ~20% of global capacity
- Elekta has software (OIS) installed in over 75% of the Siemens installed base
- Elekta OIS already connects with full functionality to Siemens Linacs today
Potential opportunity over SEK 500 M in additional annual revenues

- Global strategy and dedicated team already in place
- Comprehensive program announced to update installed LANTIS OIS on Siemens systems to newest version of Elekta MOSAIQ®
- Elekta has the most competitive and comprehensive oncology solution on the market today

- Elekta has already significantly increased the hardware footprint in Siemens installed base
- Over SEK 500 M in additional annual revenues as mid-term potential, 2-3 years
Acquisition of Radon Ltda. in Brazil

Brazil is significantly expanding cancer care capacity

- Brazil’s leading service company mainly for Siemens linear accelerators
- Will grow Elekta’s customer base with ~25%
- Forecast to add over USD 6 M to Elekta’s net sales for FY 2012/13
- Accretive to EPS already in 2012/13
Acquisitions add to Elekta’s growth

1972
Elekta was founded

1997
• Philips Radiation Therapy Division

2003
• Neuromag

2005
• IMPAC Medical Systems
• Medical Intelligence

2006
• (80%) of Beijing Medical Equipment Institute (BMEI)
• IMPAC Medical Systems

2007
• 3D Line

2008
• CMS

2010
• Resonant Medical

2011
• Nucletron

Technology

Distribution

Market presence
Elekta’s strategy for sustainable profitable growth

Ambition to grow net sales by more than 50% from 2011/12 to 2014/15*

- Pioneer modern cancer care
- Emerging markets
- Competitor exiting market

Continued strong EBIT growth

- Recurrent revenue growth towards 50% of net sales
- Continued improved efficiency - SG&A reduced from 20%
- Continuously improved EBIT margin
- Normalized working capital

* In SEK with current exchange rates
Capital Markets Day
June 19 in Stockholm
Financials
Håkan Bergström
CFO
Elekta’s strategy for sustainable profitable growth

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* In SEK with current exchange rates
Strong growth with increased profitability

**Net Sales**

- CAGR 16%

**Profitability**

- EBIT result
- EBIT margin

- Hardware

- Aftermarket and Software sales
2011/12 Another record year

• Order bookings up 10%*
  – Strongest growth in Asia Pacific and North and South America
  – Order bookings up 11%* in Q4
  – Elekta is gaining market share

• Net sales grew 18%**
  – Strong deliveries in Q4
  – Nucletron on track – contributed to the growth with 11 percentage points

• EBIT increased with 22%*
  – Operating result of SEK 1,837 M***
  – Operating margin at 20% (19%)
  – Leverage on fixed cost base

*Excluding Nucletron and based on unchanged exchange rates
**Based on unchanged exchange rates
***Excluding non-recurring items
Improved operational leverage 2011/12

• EBIT improved SEK 435 M (+29%) excluding currency effects.

• Nucletron integration executed according to plan

• Gross margin improved to 46.6% (46.4)
  + COGS reduction
  + Service efficiency
    Geographical expansion

• SG&A as % of sales improved to 20.3% (21.6)
  + Leverage on higher volumes
  + Streamlining organization based on deployment of Enterprise IT Systems
Regional overview
North and South America

- Order bookings grew with 20%* during the fourth quarter and 11%* in fiscal year
- In North America order bookings grew with 13%* in fiscal year
  - Good demand for comprehensive solutions
- Good growth in Latin America in Q4
- Contribution margin was 37% (34) for the fiscal year

<table>
<thead>
<tr>
<th>SEK M</th>
<th>Change</th>
<th>May – Apr 2011/12</th>
<th>May – Apr 2010/11</th>
</tr>
</thead>
<tbody>
<tr>
<td>Order bookings</td>
<td>+16%</td>
<td>4,081</td>
<td>3,507</td>
</tr>
<tr>
<td>Net sales</td>
<td>+11%</td>
<td>3,122</td>
<td>2,818</td>
</tr>
</tbody>
</table>

*Excluding Nucletron and based on unchanged exchange rates
Regional overview
Europe, Middle East and Africa

<table>
<thead>
<tr>
<th></th>
<th>Change</th>
<th>May – Apr 2011/12</th>
<th>May – Apr 2010/11</th>
</tr>
</thead>
<tbody>
<tr>
<td>Order bookings</td>
<td>+19%</td>
<td>3,653</td>
<td>3,077</td>
</tr>
<tr>
<td>Net sales</td>
<td>+15%</td>
<td>3,206</td>
<td>2,795</td>
</tr>
</tbody>
</table>

• Order bookings decreased with 8%* (+35%) in Q4, but increased 5%* in fiscal year
• Strong development in Northern Europe, such as Germany and the UK. Weaker in Southern Europe and Northern Africa
• Contribution margin: 35% (33)

*Excluding Nucletron and based on unchanged exchange rates
Regional overview
Asia Pacific

<table>
<thead>
<tr>
<th>SEK M</th>
<th>Change</th>
<th>May – Apr 2011/12</th>
<th>May – Apr 2010/11</th>
</tr>
</thead>
<tbody>
<tr>
<td>Order bookings</td>
<td>+24%</td>
<td>3,081</td>
<td>2,477</td>
</tr>
<tr>
<td>Net sales</td>
<td>+19%</td>
<td>2,720</td>
<td>2,291</td>
</tr>
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- Order bookings increased with 19%* in Q4 and with 14%* in fiscal year
- Strong growth in China and India. Elekta is the market leader in the region.
- Signs of improvements in Japan during H2
- Contribution margin: 32% (32)

*Excluding Nucletron and based on unchanged exchange rates
Elekta’s linac installed base growth: CAGR 8%

- Europe AFLAME +5% (CAGR)
- Americas +7%
- Asia Pacific +13%
Service and software growing in importance

Key drivers of profitable growth

**North and South America**
- Hardware: 54%
- Service & software: 46%

**Europe, Middle East, Africa**
- Hardware: 42%
- Service & software: 58%

**Asia Pacific**
- Hardware: 32%
- Service & software: 68%

**Today**
- 43%

**Ambition**
- 50%

- Updated and expanded service offering – remote services
- Potential for higher share of software on emerging markets
Profitability is linked to share of recurrent revenues

**Emerging markets**
- 2011/12
- Share of recurrent revenue: 25%

**Established markets**
- 2011/12
- Share of recurrent revenue: 51%

- **Contribution margin**
  - Emerging markets: 30%
  - Established markets: 36%
Contribution margin development

<table>
<thead>
<tr>
<th>Year</th>
<th>AsiaPacific</th>
<th>EMEA</th>
<th>Americas</th>
</tr>
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<tbody>
<tr>
<td>2009</td>
<td>27%</td>
<td></td>
<td></td>
</tr>
<tr>
<td>2010</td>
<td>28%</td>
<td></td>
<td></td>
</tr>
<tr>
<td>2011</td>
<td>32%</td>
<td></td>
<td></td>
</tr>
<tr>
<td>2012</td>
<td>32%</td>
<td></td>
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Note: The diagram shows the contribution margin development for Asia Pacific, EMEA, and Americas from 2009 to 2012, with the corresponding percentages and SEK M values.
Cash flow

• **In FY 2011/12** cash flow from operating activities amounted to SEK 635 M (840)

• Cash conversion rate at 57% (59) for the fiscal year – excluding SEK 170 M related to Nucletron integration
  – Inventory build-up related to Agility™ launch
  – Growth in emerging markets resulting in increased average project lead time
  – Longer payment terms

• **For FY 2012/13** – improved cash conversion
  – Cash conversion >70%
  – Tax rate from 28% to 27%
In accordance with the dividend policy, the Board proposes a dividend of SEK 5.00 (4.00) per share for 2011/12, corresponding to approx. SEK 473 M and 39% of net profit.
Outlook for fiscal year 2012/13

• For the fiscal year 2012/13, net sales is expected to grow by more than 15% in local currency, incl. Nucletron
  – Organic growth >10%

• Operating profit in SEK is expected to grow by more than 17%, incl. Nucletron

• Currency is estimated to have a positive effect of about SEK 50 M
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**Capital Markets Day**

**June 19 in Stockholm**
Human Care Makes the Future Possible

Region North America

Jay Hoey
Executive Vice President
Region North America
North America is the world’s largest market for radiation therapy

North America and the world
- 7% of worlds’ population
- 30% of the world’s linear accelerators

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

Canada
- Population: 36 M, cancer incidence: 0.2 M (~0.51%)
- ~32% receive radiation therapy

Mexico
- Population: 113 M, cancer incidence: 0.2 M (~0.14%)
- Small percentage receive radiation therapy
North America market dynamics

Mexico

Radiation therapy private/public sector
- ~70% government and ~30% Private
- Government has IMSS, ISSTEE, and Institutes of Oncology
- Private Sector - ~150 Hospitals (10% have linacs)

Factors driving demand
- Government initiatives for expanding RT, private sector expansion into RT, Patients demand for RT locally

Cobalt versus linacs
- ~ 28 cobalt units and ~ 60 linacs installed

Elekta’s challenges/strategy
- Cost of ownership, Financing/Payment terms, and Clinical training of staff

Largest indications
- Breast, Head and Neck, Lung, Prostate, Skin
North America market dynamics

Canada

Radiation therapy both a growth and a replacement market

- 33% growth in linear accelerators in Ontario, Quebec and British Columbia since 2000
- Planned expansions across the country – external beam, brachytherapy and neuro oncology
- Linear accelerators replaced as part of government Health Agency replacement cycles (10-12 years for linacs)

Top 3 Best Cancer outcomes in the World

- Evidence Based Guideline culture – procedures and capital decision making aligned with evidence (system/patient efficacy)

Canadian Radiation market conditions

- Access when referred is no longer an issue – 7 of 10 provinces now meet wait time standards
- Low referral to radiation compared to other markets – lowest radiation utilization in the G8 (32% of patients access; Government goal of 48%)
North America market dynamics

United States

Radiation therapy a replacement market
• ~ 80% of linacs are replacement machines

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

Affordable Health Act impact uncertain
• HITECH act increases demand for sw and services
• Uncertain reimbursement increases risks
• Efficiency-enhancing technology drives purchases

Largest indications
• Breast 24%, prostate 18%, lung 14% (IMV 2011)
Elekta growth in declining US market (years 2008 – 2010)

North America, organic growth

CAGR 6%

Organic growth: 9% incl. Nucletron
Elekta North America installed base landscape

Elekta’s balanced product mix in North America is contributing to good top/bottom line performance:

*Market share of installed base*

- Oncology information systems: ~63%
- Brachytherapy: ~60%
- Cancer registry: ~35%
- TPS: ~15%
- External beam delivery: ~12%
Elekta North America is gaining market share

**Market share - installed base**
(FY11/12)

- Elekta: 12%
- Siemens: 10%
- Varian: 71%

**Market share – new orders**
(FY11/12) Management Analysis

- Accuray: 2%
- Siemens: 3%
- Varian: 72%
- Elekta: 24%

**Elekta’s installed base, age**

Sources: IMV, MD Buyline, Internal Win / Loss reports, Sales and Marketing G2
Elekta is NA market leader in brachytherapy

- Market leader in North American brachytherapy with large installed base (>60% market share)
- Large set of common customers (~500)
- Opportunities in brachytherapy software sales
- HDR as boost to shorten fractionation growing in popularity
- Good opportunities for new centers to adopt brachy; Afterloader penetration approx. 40%. Of RT centers
- Completes our RTP portfolio; One more member of a well-balanced product mix
Elekta is NA market leader in oncology information systems

Leverage “stickiness” of software solutions:
- HIT/EMR connectivity, imaging connectivity, delivery equipment connectivity, outcomes analysis, reporting, user-created “add-ons”

Leverage open systems:
- > 98% of centers with Elekta/Siemens linacs use Elekta ROIS
- > 45% of centers with Varian linacs use Elekta ROIS

Leverage “large systems” capability:
- Large cancer patient population management
- Multi-site, geographically dispersed Tx centers
Customer and patient focus is key to NA success

Example of recently won customer contract

- Network of over 100 RO clinics in US
- Standardize on Elekta’s MOSAIQ® Oncology Information System (OIS)
- Conversion of OIS systems from other vendors
- 5 Elekta Infinity™ linear accelerators included in the contract
Elekta education & support is key to NA success

Elekta Awards & Industry Rankings

MDBuyline ranks Elekta #1 vendor in 2010 & 2011

Highest overall composite rankings for four categories:
- Linear Accelerators
- Stereotactic Radiosurgery
- Oncology Information Systems
- Treatment Planning Systems

KLAS recognizes Elekta with critical awards & rankings in 2012, 2011, 2010

Elekta Leksell Gamma Knife Perfexion®
Best of KLAS 2012 & 2011
Medical devices / Radiation Oncology

Elekta MOSAIQ®
Best of KLAS 2011 Oncology Systems*

Black Book honors Elekta with top 2011 rankings

Elekta - Top Honors Overall 2011**
End-to-End Comprehensive Electronic Medical Records Software
Oncology / Hematology

MICCAI 2010 awards ABAS®, two first place honors

Head & Neck Autosegmentation
EMPIRE10 – registration algorithms

*2011 is the first year for Best in KLAS oncology award
**2011 is the first year Black Book has ranked oncology – Elekta scored #1 in 13 of 18 categories
Elekta North America going forward…

**Installed base**
- Enhance service excellence:
  - Most recent MD BUYLINE/KLASS reports rank Elekta #1
- Provide advanced solutions:
  - Streamlined workflow = higher efficiency
  - Advanced treatments = higher effectiveness
- Expand consulting solutions:
  - Meaningful use, process re-engineering

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

**Brachytherapy solutions**
- Expand tx delivery solutions for more indications

**Siemens opportunity**
- ROIS and linacs

**Software leadership**
- New software applications for existing customers
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June 19 in Stockholm
Region Europe
& AFLAME

Tomas Puusepp
CEO
The region has shown strong growth during the last six years

**Order development**

- **Latin America**: CAGR 15%
- **Europe, Africa, Middle East**: CAGR 14%

**Sales development**

Excl. Nucletron CAGR is 12% (orders) and 11% respectively (sales)
Region Europe & AFLAME
Linac market share of installed base and order intake

Share of installed base 11/12
- Elekta: 30%
- Varian: 44%
- Siemens: 20%
- Other 6%

Share of order intake FY11/12
- Elekta: 48%
- Varian: 42%
- Siemens: 4%
- Other 6%

Market share gain in both mature and emerging markets
Customer and patient focus is key to our success

Examples of recently won customer contract

National Health Service, UK

- Increasing demand and aging installed base of linacs in UK
- Order of 10 Elekta Synergy® linear accelerators and service
- Planned to be delivered within 18 months
- Option to upgrade to Agility™ MLC
Market dynamics by key markets

**Western Europe**
- Mainly replacement business
- After sales and service increasingly important

**Latin America**
- Growing installed base
- Government initiatives to expand cancer care

**Eastern Europe**
- Russia important market
- Growing interest for oncology and neuro in Central Asia
- Distributors in many markets

**Middle East**
- Dependency on oil price
- Low linac penetration
- Challenging regulatory environment

**Africa**
- Main potential in Maghreb, South Africa and Nigeria
- Immature market full of opportunity
Recent market trends
Country-specific initiatives/cancer investment programs

**Russia**
- Elekta is no.1 in new sales and installed base
- Five-year National Oncology program, started in 2009. 10-15 clinics are equipped every year
- Regional authorities funding 2-4 new RT centers per year
- Elekta is investing in training and education

**Brazil**
- Comprehensive cancer care as standard
- 500,000 patients per linac determined by Ministry of Health
- Public RT reimbursement has increased 94% in Brazil
- New Ministry of Health program under review – up to 80 new linacs
Europe and AFLAME – priorities going forward

- Expansion on growing markets in Northern Europe
- Replacements and aftermarket revenues in Southern Europe
- Continue to invest ahead of curve in emerging markets
- Siemens conversions
- Agility™ upgrade
Elekta is European market leader in brachytherapy

- Market leader in Europe with large installed base (>60% market share)
- Vast majority of European Key Opinion Leaders choses Nucletron solutions for Brachytherapy
- Cross selling opportunities in Elekta’s installed base
- Nucletron is dominant Brachytherapy provider in Siemens installed base
- Brachytherapy is an affordable entry to radiation therapy in new markets
- New innovative platform Flexitron offers strong opportunities for premium selling, also for Elekta Linacs
Product development through collaboration

• Recently signed strategic alliance with The Netherlands Cancer Institute-Antoni van Leeuwenhoek Hospital

• NKI/AVL will become a reference and beta test site for Elekta

• NKI/AVL and Elekta will work on a number of specific projects under this agreement
  – Enhanced imaging
  – Agility™ Neuroscience
Capital Markets Day
June 19 in Stockholm
Human Care Makes the Future Possible

Region
Asia Pacific

Gilbert Wai
Executive Vice President
Asia Pacific
Elekta is market leader in region Asia Pacific

- Almost 60% of the world population but less than 30% of the linacs
- Approx. 2,100 radiation oncology facilities across the region with almost 3,000 linacs
- High investment in new radiation therapy centers
- Elekta Asia Pacific have around 500 employees and serves 15 major markets across the region
- Elekta is no. 1 in the region
- Seven direct operations plus a network of distributors in other markets
Solid underlying growth drivers
Asia – distribution of population

- Aging population – driving cancer incidence
- Improving diagnostics
- Awareness about cancer – training and education
- Government-sponsored health care programs
- Radiation therapy - significantly cheaper than surgery and chemotherapy

Source: Population Division of the Department of Economic and Social Affairs of the United Nations Secretariat, World Population Prospects: The 2010 Revision
Asia Pacific
Health expenditure per capita (USD)

- High spending in the top markets ...but lower than USA and Germany
- Spending is set to grow significantly in low spending markets

Elekta is No. 1 in terms of new orders

Total market share
New Order 11/12

- Elekta: 42%
- Varian: 40%
- Siemens: 7%
- Accuray: 3%
- BrainLab: 2%
- Other: 6%
Elekta’s market position

Leksell Gamma Knife®

Asia Pacific installed base
– 114 units whereof 32% Perfexion™

SRS/SRT Market share

- ELEKTA 52%
- Accuray 23%
- BrainLab 25%

Leksell Gamma Knife

- Japan 49%
- Korea 13%
- China 20%
- India 6%
- Taiwan 6%
- Australia 1%
- RO Far East 6%

Great opportunity for upgrade to Perfexion™
Developing fast growing market, i.e. China, India
Strong financial performance in Asia Pacific

Success factors

- Early establishment e.g. in China since 1982
- Build up strong local organization with local talent – China, India, Australia
- Strategic investment in
  - R&D, manufacturing and sourcing
  - Talent – leadership development, campus hiring
  - Education and training

CAGR is 23% excl. Nucletron
Priorities for Asia Pacific

• Develop infrastructure to support the entire region including training and education
• Adapted range of solutions to suit all market needs
• Expand software and service business
• Capture full Siemens opportunity
• Accelerate SRS segment
Accessibility - education and training overview

Elekta training facilities

- **Elekta classrooms**
  - Sydney, Australia
  - Beijing, China
  - Shanghai, China
  - Chennai, India (Nucletron)
  - Tokyo, Japan

- **Elekta linac facilities**
  - EBMEI, Beijing, China
  - Zhouzhou Hospital, China
  - TMSC Nasu facility, Japan (Toshiba)

- **Customer training facilities**
  - 17 potential institutes
China – good growth expected

- Elekta has a No. 1 position in oncology and well positioned to maintain market leadership
- Third largest medical device market in the world- domestic manufacturers in low technology sector
- Continued strong growth as country strives to deliver improved health care
- Availability of skilled staff and cancer center licensing remains a limiting factor. In 2011/12 Elekta delivered >3,000
- Increasing demand for software to improve workflow and balance the high volume of patient treatments
Elekta in China - great success
Now 3rd largest country in Elekta

Net sales

CAGR is 25% excluding Nucletron

7 of 10
Top clinics have Elekta equipment
China
Total annual health care expenditure 2006 - 2015E

USD bn

CAGR 21%

Source: Frost & Sullivan 2011
Hospital structure in China

- **Class III**
  - Hospitals (~1,300)
  - >500 beds

- **Class II**
  - Hospitals (~6,000)
  - >100 beds

- **Class I** and other small hospitals
  - (~13,000) <100 beds
Need of training and education in China

Source: Prof. Li, Nov. 2011
Education and collaboration support to key universities

The selected Universities:

- Tsinghua University
- Wuhan University
- Tianjing University
Market dynamics - India

• Growth in Indian market is expected to be significant over the next years

• Elekta achieved 46% (29% excl. Nucletron) growth in order bookings 2011/12

• Standard of treatment continues to improve across region but still restrained by lack of skilled staff and finance

• Highly competitive market where demand for latest technology is acute
Elekta in India - strengthened positions

- Growing awareness of Elekta as a better service provider
- Entry into key strategic accounts: Major Cancer Hospitals, Corporate Groups and Oncology Franchises

Elekta’s rapidly growing strength in oncology:

- CAGR 31%

**Elekta India, net sales**

<table>
<thead>
<tr>
<th>Year</th>
<th>Sales</th>
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<tr>
<td>FY 08/09</td>
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<td>FY 09/10</td>
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<td>FY 10/11</td>
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<td>FY 11/12</td>
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The private sector is dominant

Private health care

- Approx. 4.3% of GDP
- 80% of medical expenses are out of pocket
- Targeting the rich, middle and lower middle classes
- Indian health care growth at CAGR of 15% - 90% from private sector
- Growth in medical tourism, USD 2 bn by 2012
Cancer incidence - treatment in India

Approximately 960,000 new cases identified annually

Approx. 3 million cases at any time.
Of the 30% who receive treatment
a high percentage receive RT because
patients often present in late stages.
Japan – starting to grow

- Second largest device market globally with highly complex regulatory environment
- High installed base drives large replacement market
- Elekta dominates in neuroscience and treatment planning
- Distribution agreement with Toshiba successfully replacing Siemens installed base
- Elekta achieved 8% growth in order bookings 2011/12
Success factors going forward

- Continue to drive growth in oncology
- Continue to expand with Leksell Gamma Knife®
- Expansion of software and aftermarket services
- Accelerate brachytherapy success with organic growth and market expansion initiatives
- Drive awareness through education/training and promotion
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