



*Human Care Makes
the Future Possible*

Elekta

JP Morgan Healthcare Conference 8 January 2013

Tomas Puusepp
President and CEO

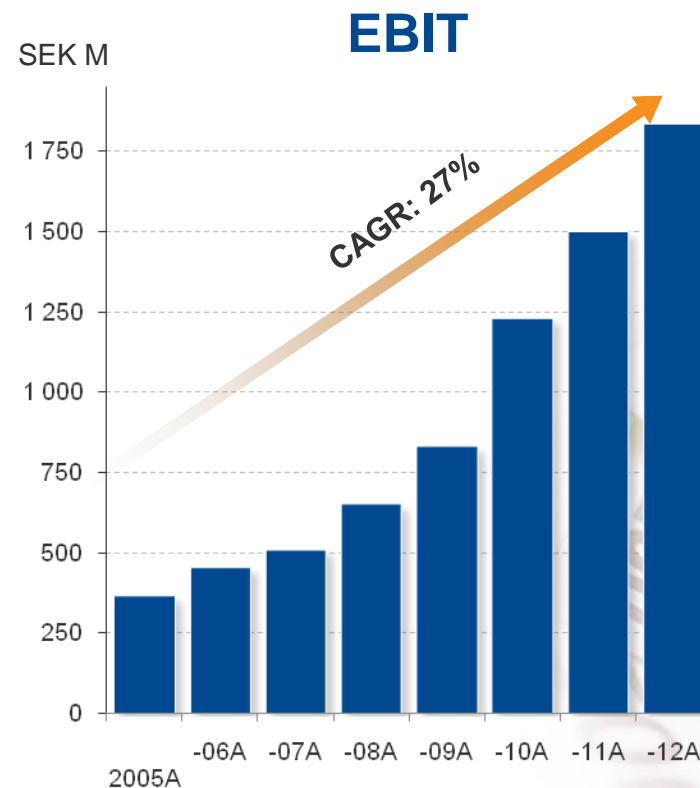
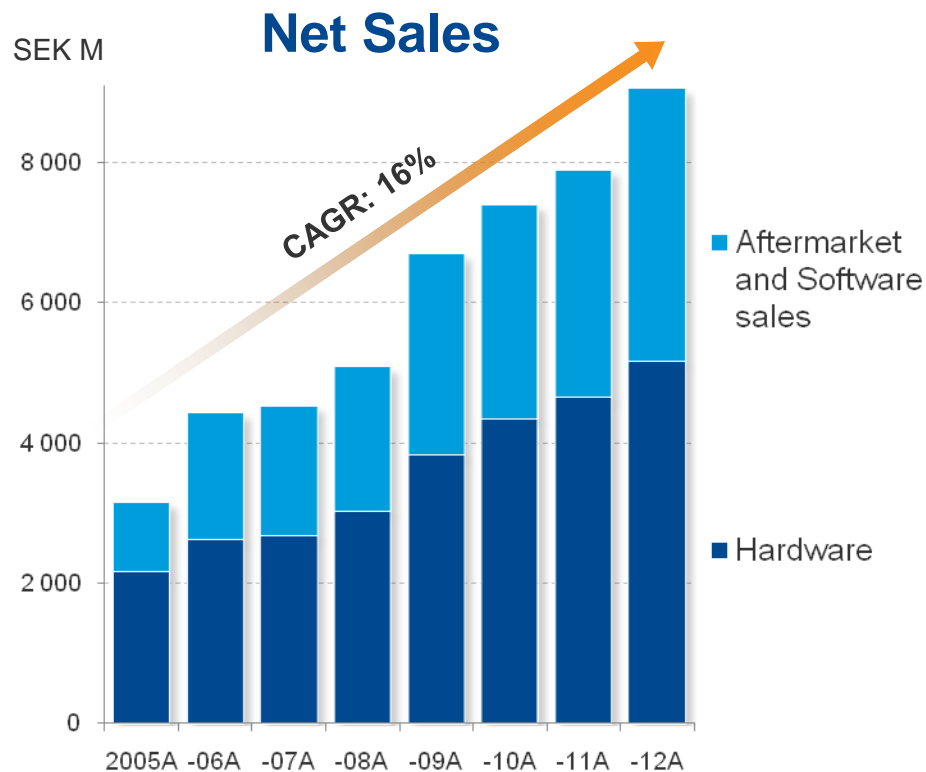


Elekta – pioneer of modern cancer care



- One of the fastest growing companies in the industry
- Every year, close to 1,000,000 patients benefit 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

Strong growth with increased profitability



Leading product portfolio with an increasing share of recurrent revenues

Aftermarket and software

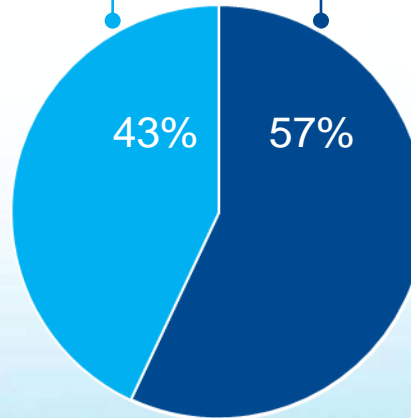
Service and maintenance



Software



Net sales last 12 months



Hardware

Leksell Gamma Knife®







Linear accelerators (linacs)



Brachytherapy



Elekta has strengthened its position in radiation therapy

		<i>Trend</i>
Varian	48%	
Elekta	39%	
Accuray	8%	
Siemens	5%	
Others	*_	



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



Financial update

First half: May - October

Good demand, deliveries and improved cash flow

- Order bookings up 17%* during first six months
 - Good demand in all regions
- Net sales grew 22%*
 - Strong deliveries
- EBIT up 40% to SEK 480** M (344)
- Cash flow after investments of SEK 223 M (182)
 - Improved working capital
- Outlook unchanged



*Based on unchanged exchange rates

** Excluding non-recurring items

Agility™ - Strong demand and good progress in roll-out

**Over 100
systems
delivered**



“Agility provides a unique combination of exceptional resolution, high speed and low leakage. This allows me as a user to adapt the treatment to any shape of tumor without compromise.”

Prof. Dr. Frederik Wenz, Universitätsmedizin Mannheim, Klinikdirektor

Top customer satisfaction in the US

CUSTOMER SATISFACTION

- #1 Leksell Gamma Knife[®] Perfexion[™]
- #2 Elekta Synergy[®]
- #3 Elekta Mosaik[®]
- #4 Varian TrueBeam



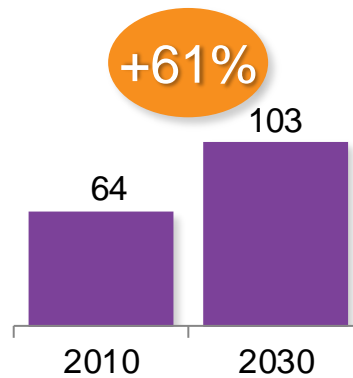


Long-term trends

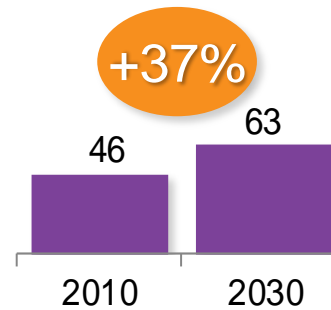
Need for cancer care is growing

Number of people 60 years and older (million)

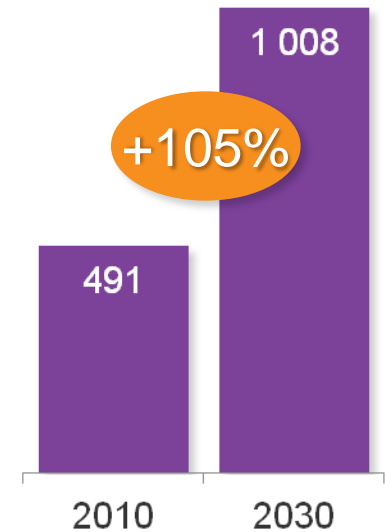
North America



Western Europe

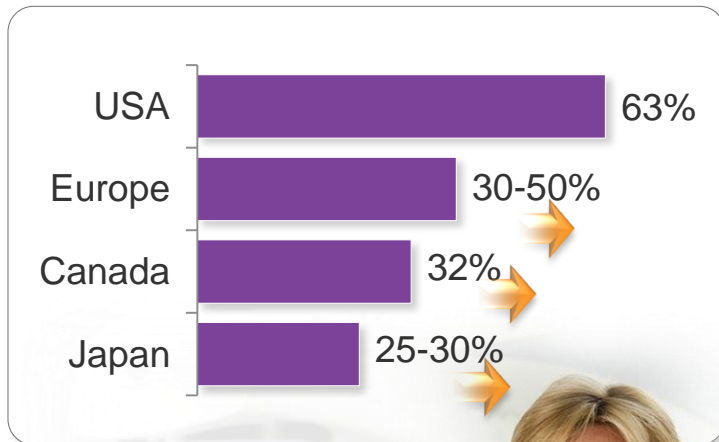


Emerging markets

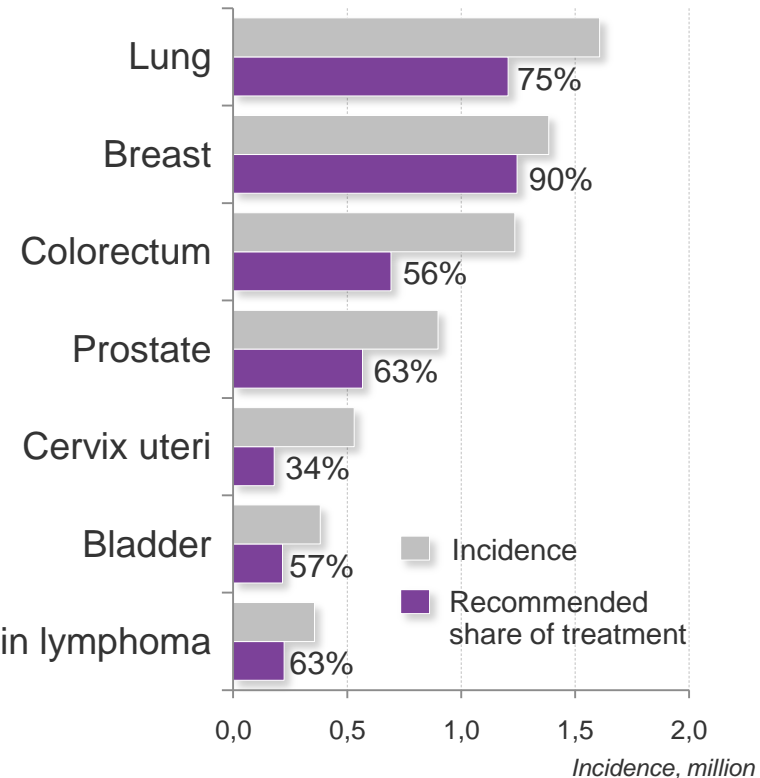


>50% of cancer patients in established markets to receive radiation therapy

Share of cancer patients receiving radiation therapy today



Recommended share of patients to receive RT (CCORE) report



Source: Delaney GP., Jacob S., Featherstone C., Barton MB. Radiotherapy in cancer care: estimating optimal utilisation from a review of evidence-based clinical guidelines. Collaboration for Cancer Outcomes Research and Evaluation (CCORE), Liverpool Hospital, Sydney, Australia, 2003.

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

Digital linear accelerators

Integrated
solutions

IGRT

Image guided
radiation therapy

Brachytherapy

Linac SRT,
Stereotactic
radiotherapy

Agility™

Technological shift
in collimation

Innovation through collaboration

Examples of R&D collaborations

NEW

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

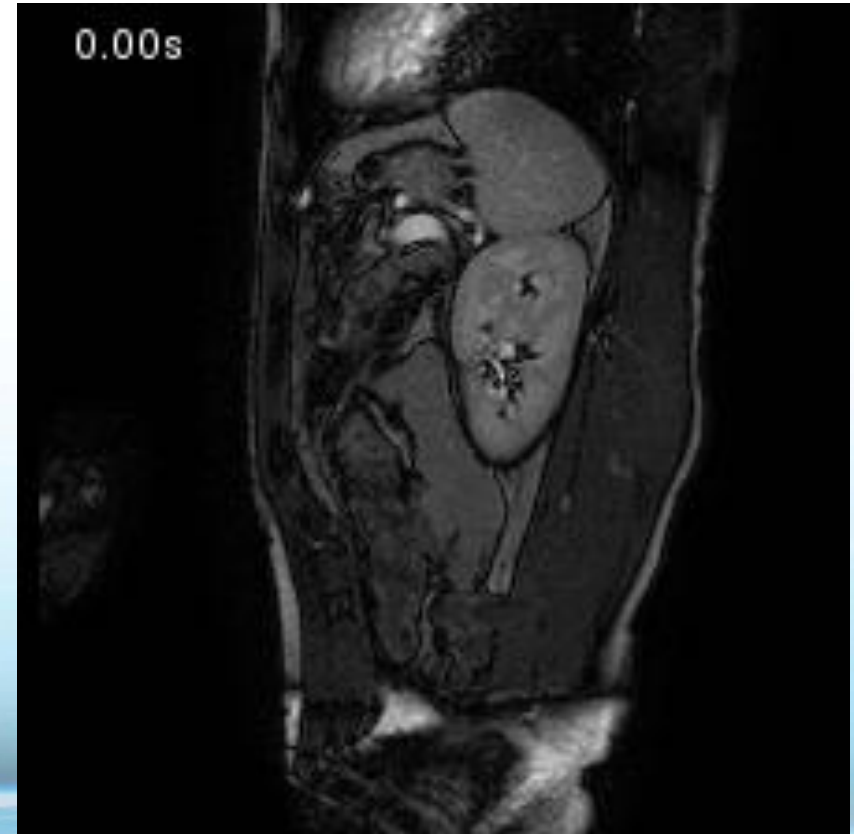


Pioneering the next major breakthrough...

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

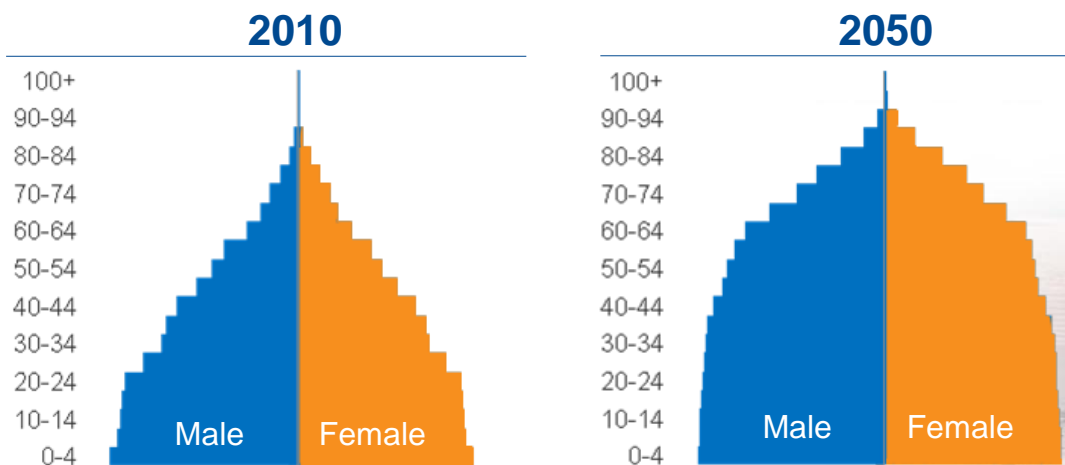
PHILIPS



Emerging markets

- Solid underlying growth drivers

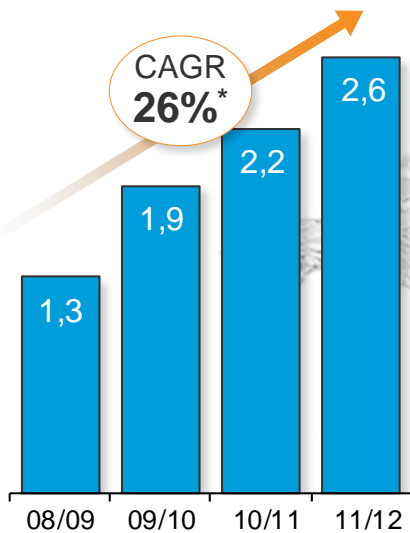
Aging population



- 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

Elektas strong performance in emerging markets

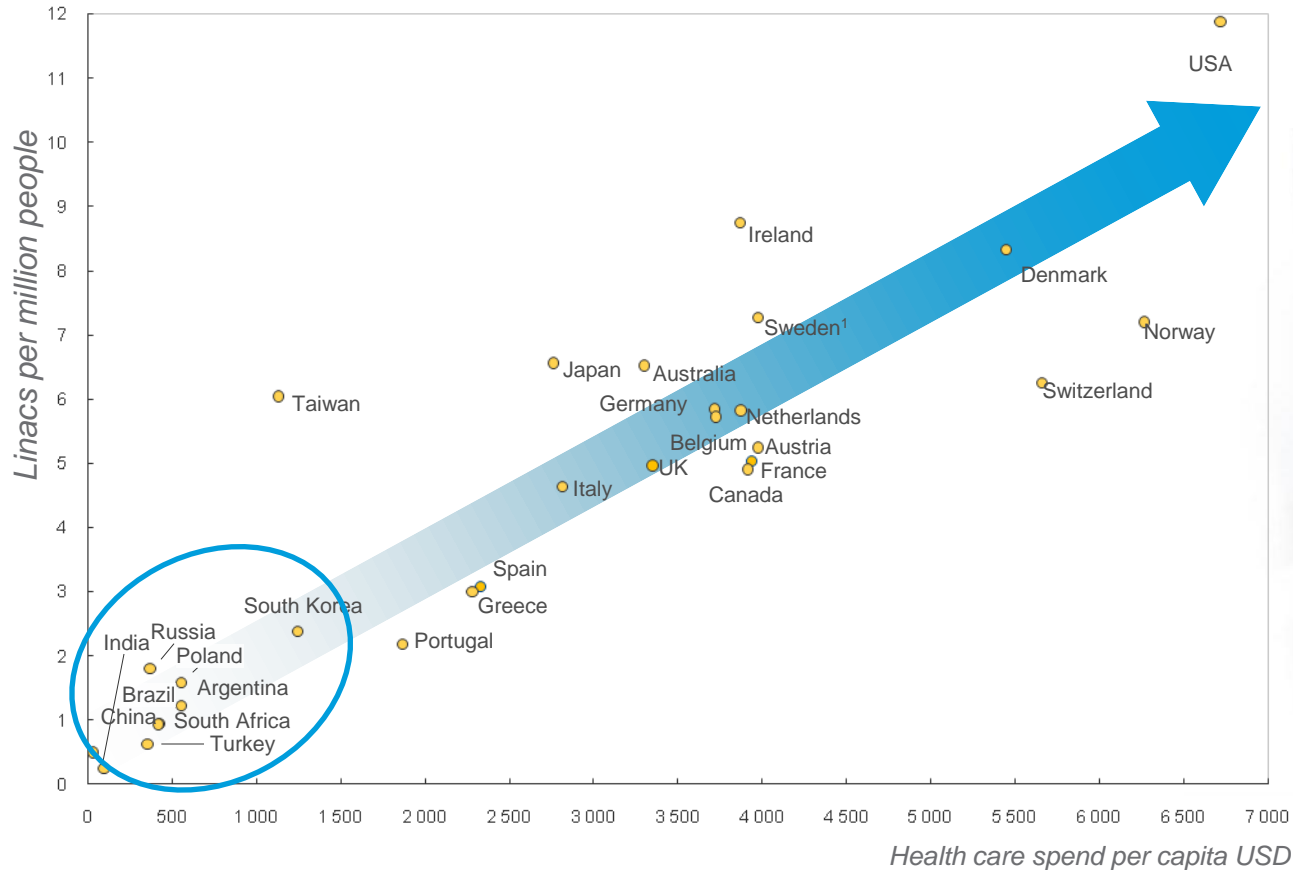
Elektas emerging markets
Net sales, SEK bn



*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

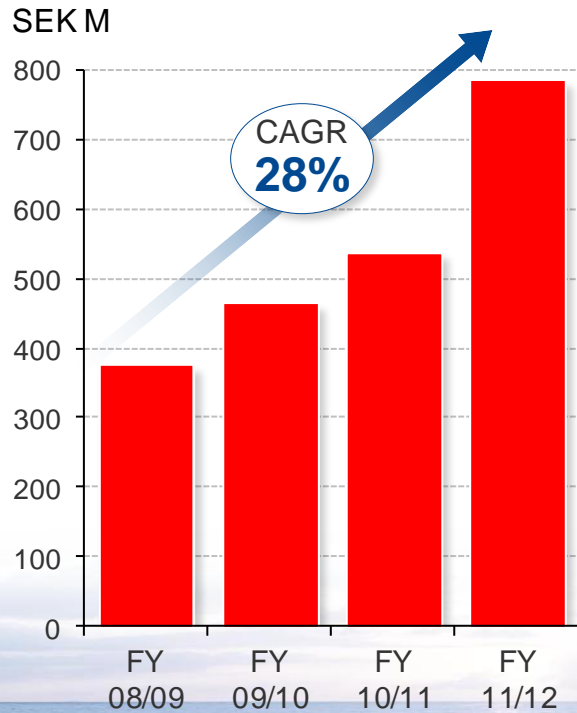


¹ Scandinavian linacs / mn
Source: Elekta internal sources

Elekta in China - great success

Now 3rd largest country in Elekta

Net sales



7 of 10

Top clinics in China have Elekta clinical solutions

Strong prospects for profitable growth

- Technology, innovation and clinical leadership
- Extend penetration in existing markets and further improve accessibility in emerging markets
- Continue to build organization and improve internal efficiencies

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