Important information

This presentation includes forward-looking statements including, but not limited to, statements relating to operational and financial performance, market conditions, and other similar matters. These forward-looking statements are based on current expectations about future events. Although the expectations described in these statements are assumed to be reasonable, there is no guarantee that such forward-looking statements will materialize or are accurate. Because these statements involve assumptions and estimates that are subject to risks and uncertainties, results could differ materially from those set out in the statement. Certain of these risks and uncertainties are described further in the Annual Report in section “Risks”. Elekta undertakes no obligation to publicly update or revise any forward-looking statements, whether as a result of new information, future events or otherwise, except as required by law or stock exchange regulation.
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Welcome to Elekta
ASTRO - Capital Markets Day 2013

Tomas Puusepp
President and CEO

Human Care Makes the Future Possible
Elekta is stronger than ever

• Leading in emerging markets
• Number one in Europe and Asia Pacific
• Superior technology with Versa HD™
• Increased investments in R&D
• MRI-guided radiation therapy from concept to prototype*

*Research project, not a product for sale.
21 million new cancer cases per year by 2030

Number of new cancer cases

<table>
<thead>
<tr>
<th>Year</th>
<th>Total</th>
<th>Men</th>
<th>Women</th>
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</thead>
<tbody>
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<td>10</td>
<td>5</td>
<td>5</td>
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<td>2015E</td>
<td>15</td>
<td>7</td>
<td>8</td>
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<td>2020E</td>
<td>20</td>
<td>10</td>
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<td>2025E</td>
<td>25</td>
<td>15</td>
<td>10</td>
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<td>2030E</td>
<td>30</td>
<td>20</td>
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</table>

Increasing population living with cancer

- Improved treatments
  - cancer becomes more of a chronic disease
- Re-treatments
>50% of cancer patients to receive radiation therapy in established markets

Share of cancer patients receiving radiation therapy today

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

- Increased efficiency
- Upgrades of installed base
- Addition of new capacity
- New body sites
Market drivers

Extended solutions

Emerging markets

Efficiency

Evidence-based medicine
Increased investments in product development

Growth in R&D of >20% this year to ~10% of net sales

• Groundbreaking MR linac research program*
• Drive SRS market with Leksell Gamma Knife®
• Software – capture full potential with new solutions
• Brachytherapy – develop new body sites
• Leadership within linear accelerators

*Research project, not a product for sale.
New solutions at ASTRO

Esteya®

Versa HD™

Monaco® 5.0

XVI 5.0
Grand opening of Elekta Learning and Innovation Center

- Role model for Elekta’s global education and training program
Market outlook unchanged

North and South America
• Still uncertainty regarding US health care reform and reimbursement
• Tender for 80 linear accelerators ongoing in Brazil

Europe, Middle East and Africa
• Good growth in Northern and Central Europe
• High demand in emerging markets

Asia Pacific
• Good market growth
• Large unmet need and government initiatives
Radiation Oncology

Frederik Wenz
MD, Professor and Chairman
Department of Radiation Oncology
University Medical Center Mannheim
University of Heidelberg

Human Care Makes the Future Possible
Exceeding expectations

Versa HD™ shipped to 13 countries
Versatility

Conventional radiotherapy + Advanced stereotactic precision = Versa HD™
One solution. Unlimited possibilities.
Superior target conformance

- Fully integrated with Elekta’s 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 rates

Clinical versatility

Complex

SBRT
e.g. Lung

Standard

Dose per fraction

Multiple stereotactic targets

Simple conformal
e.g. Breast

Longer fields
e.g. H&N VMAT

Plan

3 cm/s

Simple

Simple conformal
e.g. Breast

3 cm/s

Standard

Simple
High dose rates

MLC shaping capability

3 cm/s

Plan

Simple

Complex

Dose per fraction

Clinical versatility

Simple conformal e.g. Breast

SBRT e.g. Lung

Multiple stereotactic targets

Longer fields e.g. H&N VMAT

Dose per fraction

Standard

High

Simple

High dose rates

3 cm/s
Dedicated to personalized patient solutions

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

Addressing the specific anatomical challenges of radiotherapy

Enhancing the Versa HD™ core solution
New at ASTRO - XVI 5.0
• Greater versatility
• Improved efficiency
• Higher quality patient care

- Faster MLC leaf speed
  >2X

- Higher dose rate
  3X

- Larger high-definition field size
  2X
Elekta Oncology
MR linac

Kevin Brown
Global Vice President Scientific Research

Human Care Makes the Future Possible

23
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
Press information

October 25, 2012

Elekta and Philips Research Consortium on MRI-Guided Radiation Therapy Adds
The Netherlands Cancer Institute-Antoni van Leeuwenhoek Hospital

Elekta and Philips Gain MD Anderson Cancer Center as Collaborator in Research
Consortium on MRI-Guided Radiation Therapy

ATLANTA, Jan. 24 – Elekta (NSE: EKTAb) and Philips (AMERICAN: PHIA) announced today that The University of Texas MD Anderson Cancer Center joins group dedicated to developing next-generation innovation for treatment of cancer patients using radiotherapy and magnetic resonance imaging (MRI). The second member of the MD Anderson team is the Medical Oncology Service.

Elekta and Philips researchers will work in collaboration to develop image-guided radiation therapy and magnetic resonance imaging, which the researchers believe will provide more precise and effective treatment for cancer patients.

FSU College of Medicine, Mayo Clinic, proton therapy center join forces to drive innovation in cancer treatment

STOCKHOLM and MILWAUKEE, July 16 – Elekta (NSE: EKTAb) and Proton Treatment Center announce strategic business alliance.

The two parties plan to establish a world-class proton therapy center in Denmark.
Research into MRI-guided radiation therapy

- 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
Developing a Global Research Consortium

The MR Linac Consortium aims to:
• Demonstrate improved patient benefits
• Extend radiation therapy with new treatment techniques and be able to treat more indications

Each consortium member will have a pilot MR linac for:
• Identifying clinical benefits and techniques
• Resolving clinical and technical challenges
• Conducting clinical research
Elekta Software

Todd Powell
Executive Vice President

Human Care Makes the Future Possible
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
Elekta’s product portfolio integrated in MOSAIQ®
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
Elekta software in the future

- **Personalized care** represents the future of optimized cancer care
- **Open systems** are our legacy and our future
- **Physician’s intent** can drive automated workflows and point of care decision support
- **Human-centered design** can transform our lives and the lives of our patients
Treatment planning roadmap – unified, consolidated, powerful

Installed Product
- Focal 4D
- Monaco
- FocalPro
- ABAS
- ERGO++
- XiO
- FocalSim
- Oncentra

Available Now!!
- MOSAIQ RTP Evaluate
- Monaco 5*

Fiscal 2014/15
- MOSAIQ RTP • Evaluate • Locate • Delineate • Simulate • Calculate

*Pending 510k approval
New at ASTRO - Monaco® 5.0

- Converges the best capabilities of TPS portfolio in a single, versatile platform
- Full range of treatment techniques: VMAT, IMRT, 3D and SRS/SRT
- Improves simplicity and productivity with redesigned workflows and user interface
- New multi-threaded CPU and GPU-based architecture
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Elekta Neuroscience

Åsa Hedin
Executive Vice President

Human Care Makes the Future Possible
>800,000 patients treated with Gamma Knife® Radiosurgery

Ocular disorders <1%
Functional targets 7%
Vascular disorders 12%
Benign tumors 36%
Malignant tumors 44%

Source: Leksell Gamma Knife Society (preliminary statistics for 2011; not all sites reporting)
Unmatched precision, efficiency and clinical outcome
Importance of clinical data management

- Support research and sharing data between sites
- Benchmark against other programs
Professor Dheerendra Prasad

Professor of Neurosurgery and Radiation Oncology at Roswell Park Cancer Institute and serves as the Medical Director of the Radiation Medicine Department and Director of the Gamma Knife Center

- Both a certified Neurosurgeon and a Radiation Oncologist
- >75 papers in peer-reviewed journals
- Has performed Gamma Knife® radiosurgery since 1992 and performed more than 8,000 procedures to date
- Pioneer and thought leader in this field
GAMMA KNIFE RADIOSURGERY
Why is it the Gold Standard?

Dheerendra Prasad MD MCh
Director Gamma Knife Center
Medical Director, Radiation Medicine
Professor of Neurosurgery, Radiation Oncology & Pediatrics
Roswell Park Cancer Institute
Buffalo, NY
Elekta Brachytherapy

John Lapré
Executive Vice President

Human Care Makes the Future Possible
Shaping the future of brachytherapy
Elekta Brachytherapy innovation themes

- Treatment certainty
- Workflow efficiency
- Access to brachytherapy
- System integration
- Adaptive combined therapy
- Patient experience
World-leading product portfolio

Applicators
Treatment planning
Real-time prostate solution
Electronic brachy for skin
Treatment delivery

New at ASTRO

LumenCare™ Azure* (Lung)
Fletcher CT/MR Shielded* (Gyn)
ACE* Dose Calculations
Oncentra® Prostate 4.2
New solution Esteya®
Complete Flexitron® family

* Availability in target markets is dependent on regulatory admissions and approvals. 510(k) submitted.
The new Flexitron® family

Setting new industry standard in treatment delivery

• New standard in treatment delivery
  – Tailored to needs with 10, 20, 40 channels
  – Efficiency through improved usability

• Added Cobalt-60 as an option
  – Only for selected markets and not available in the US
  – Access where source logistics are difficult
Skin cancer - rapidly increasing

- Incidence of skin cancer growing at 8% per year
- More than all cancers together
- Potential to increase radiation therapy’s role

Source: Cancer Facts & Figures 2013; skincancer.org

3.5 million new cases in US per year

- Basal cell carcinoma (BCC) 78%
- Squamous cell carcinoma (SCC) 20%
- Melanoma 2%

3.5 million new cases in US per year
Opportunity for a solution that benefits all stakeholders and creates partnership

- Patient
  - Prefer (non-invasive) treatment options

- Dermatology
  - Challenged by growing skin cancer incidence

- Radiation oncology
  - Grow RO-service offering

- Create non-threatening treatment experience
- Ability to offer radiation service by RO at the dermatology clinic
- Easy to add a treatment option, also for non-brachy centers
HDR brachytherapy made more accessible.

Availability in target markets is dependent on regulatory admissions and approvals. 510(k) submitted.
First patient treated in Spain
**Esteya®**

Attractive economic profile with fast & reliable technology

- **Highly precise treatment system**
  - Easy to use
  - Minimal room-shielding requirements
  - Comprehensive service program

- **Great opportunity to expand**
  **RO service for treating skin cancer**
  - Controlled market rollout initiated
  - Reimbursement in place
  - Education & training program

[www.esteya.com](http://www.esteya.com)
North America – world’s largest market

• Most advanced radiotherapy market in the world

• 30% of the world’s linear accelerators

• Growth is driven by:
  – Aging population
  – Increasing cancer incidence
  – Higher survival rates
  – Technological advancements

• Trend towards long-term partnerships and comprehensive orders

Order growth

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<th>Year</th>
<th>CAGR 11%</th>
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Leading product portfolio

• VersaHD™ – exceeding expectations

• New software solutions
  – Monaco® 5.0

• Brachytherapy
  – Esteya® rollout, new Flexitron®

• Leksell Gamma Knife®
  – Increased reimbursement proposed

• MR linac – research project*
  – Next major breakthrough

*Research project, not a product for sale.
RNA awards & industry rankings

- 2013 MD Buyline – Elekta #1 vendor in linacs, SRS, OIS, and brachy
- 2013 Best in KLAS for radiation therapy
- #1 Elekta Leksell Gamma Knife® Perfexion™ (2013/2012/2011)
- #2 Elekta Infinity™
- 2012 & 2011 Best in KLAS* – Elekta MOSAIQ®

*2013 awards out December 2013
LINC sets the new standard
Elekta Learning and Innovation Center

- Ideal environment for learning
- Innovative collaboration with users
- Elekta’s link with users and industry
US reimbursement update

Reimbursement

- In general, higher reimbursement proposed for next year
- Leksell Gamma Knife® - revised proposal but still improved
- Final decision expected in November

Medical device tax

- 2.3% on the majority of hardware and software sales
Elekta North America is gaining share

**Market share - installed base** *(FY12/13)*

- Accuray: 5%
- Siemens: 9%
- Elekta: 13%
- Varian: 73%

**Market share – new orders** *(FY12/13)*

- Accuray: 3%
- Siemens: 9%
- Elekta: 25%
- Varian: 72%

Sources: IMV, MD Buyline, Internal Win / Loss reports, Management analysis
Continued growth expected

- Underlying market growth expected to continue
- Focus on comprehensive solutions and partner with customers
- Growth from legacy Siemens installed base
- Leverage on strong footholds within software (OIS) and brachytherapy
Human Care Makes the Future Possible