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. Since 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 and uncertainties". 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 regulations. This 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 has products to treat these indications.
Thought Leader in Precision Radiation Medicine

Dr. Richard Hausmann
President and CEO
Before we start
Radiation medicine proven to make a great difference in oligometastatic disease

3 newly published trials report survival benefit of consolidative radiation therapy

**Lung cancer**: Gomez et al ASTRO 2018

**Prostate cancer**: Parker et al ESMO 2018

**All tumors**: Palma et al ASTRO 2018
A quick recap from the Capital Markets Day
Message 1:

Elekta is a better company now
I see opportunity to improve Elekta even further.
Message 2:

Our market is there and strong
An attractive growing global market

- **Demographics**
- **Growing cancer incidence**
- **Growing need for cost-efficient cancer care**
- **Breakthrough technologies and digitalization in health care**

**Global radiotherapy market**

- $\sim 7\text{bn}$

**Current market growth rate**

- $\sim 7\%$
Message 3:

We have a clear strategy forward
We focus on...

Precision
Radiation
Medicine
Our history is what drives us forward

Elekta was founded by Lars Leksell more than 46 years ago. We have dedicated ourselves to pioneering precision radiation medicine.

Dr. Lars Leksell (1907 – 1986)
Professor of Neurosurgery
SOFTWARE SOLUTIONS

MOSAIQ Oncology Information System

MOSAIQ Oncology Analytics

METRIO/LGK Cancer Registries

Oncology Informatics

Plan of care

Monaco Adaptive planning

Image & Plan Review

Treatment pathway Management

TREATMENT SOLUTIONS

Versa HD

Unity

Flexitron

Icon

Linac

MR Linac

Brachy

Neuro

Proton
Elekta Unity is precision radiation medicine by definition.

Elekta Unity has a CE Mark but is not available for commercial distribution or sale in the U.S.
Patients are being treated as we speak

Metastatic pelvic lymph node
T2w, TE 140ms, 3.5 mm sl., 1.1 x 1.1 mm res.

Metastatic axilla lymph node
3D T2w STIR, 1.5 mm sl., 1.5 x 1.5 mm res.

Elekta Unity has a CE Mark but is not available for commercial distribution or sale in the U.S.
At multiple locations

Courtesy University of Tubingen

Treatment plan for 35 Gy in 5 fractions (Left)

Live MRI - 5 frames/s (right)

Treatment of metastatic pelvic lymph node

Pre-irradiated area (bowel, bone) with the need for maximum precision

T2w, TE 140ms, 3.5 mm sl., 1.1 x 1.1 mm res.

Elekta Unity has a CE Mark but is not available for commercial distribution or sale in the U.S.
Our pioneers

Elekta Unity has a CE Mark but is not available for commercial distribution or sale in the U.S.
Driving precision radiation medicine across our portfolio
Driving portfolio growth

- **Linacs**
  - Unity and “halo effect”
  - Introduce HD Edition
  - Capture upgrade cycles

- **Informatics**
  - Drive software penetration through bundling
  - New functionality and add-ons

- **Neurosurgery**
  - Capture SRS growth with LGK
  - Dual focus; Neurological clinics and Oncology centers

- **Brachytherapy**
  - Re-establish specialist sales channels within Brachytherapy
  - Realize emerging market potential
Introducing our new family of HD Linacs here at ASTRO

- **Versa HD**
  Push the boundaries of your stereotactic capabilities

- **Infinity HD**
  Flexibility redefined, truly multifunctional

- **Synergy HD**
  Proven technology for everyone, everywhere
Super accurate AI based contouring will enhance confidence.

Complete virtual assistant joining patients and family support systems from home to hospital and beyond.

Genetic profiling means we already know how we will treat the patient… even before they are diagnosed.
MOSAIQ Plaza – a strong foundation to expand our future offering

IBM Watson
Customer workflow apps (Genesis care)
China Workspace
Whiteboard workflow management
Palabra voice automation
Resource management (MOA)
Patient engagement
Precision radiation medicine made easy to use and more accessible

- Turnkey solutions
- Ease of installation
- Intelligent automation
- Affordability
- Supported by solid training & education
We have set ambitious targets

**FY18/19 Guidance**
- **Net Sales ~7%**
- **EBITA ~20%**

**Mid Term Scenario**
*Until FY22/23*
- **8-10%**
  Net Sales CAGR over period
  (based on constant exchange rates)
- **EBITA >20%**
  with expansion of up to
  200 BPS
  in the end of the period

* Replaces Elekta’s current long-term financial ambitions
My Promise:

Drive Elekta into the future as we drove it the last two years!
We will be #1