



*Human Care Makes
the Future Possible*

Elekta Innovation and Growth

ESTRO 2012
Capital Markets Presentation





15.00	<ul style="list-style-type: none">• Introduction• Partner in cancer care• Growth	Tomas Puusepp <i>President and CEO</i>
15.30	<ul style="list-style-type: none">• Patient-focused development• Cancer care solutions• Agility™• Clarity®	Dee Mathieson <i>SVP, Elekta Oncology</i>
16.00	Q&A	

ESTRO 2012

Innovation and Growth

Elekta – one of the fastest growing companies in radiation therapy



- Every year over 1,000,000 patients benefit from treatment with radiation therapy equipment from Elekta
- One of the fastest growing companies in the radiation therapy field
- More than 3,300 employees worldwide*
- Net sales (rolling 12) SEK 8.5 bn, operating result SEK 1.7 bn, margin 20%
- Headquarters in Stockholm, Sweden offices in about 40 countries

* Incl. acquisition of Nucletron

Elekta is a leader and pioneer in modern cancer care



Elekta
Neuroscience

No. 1



Elekta
Oncology

No. 2



Elekta
Brachytherapy
Solutions

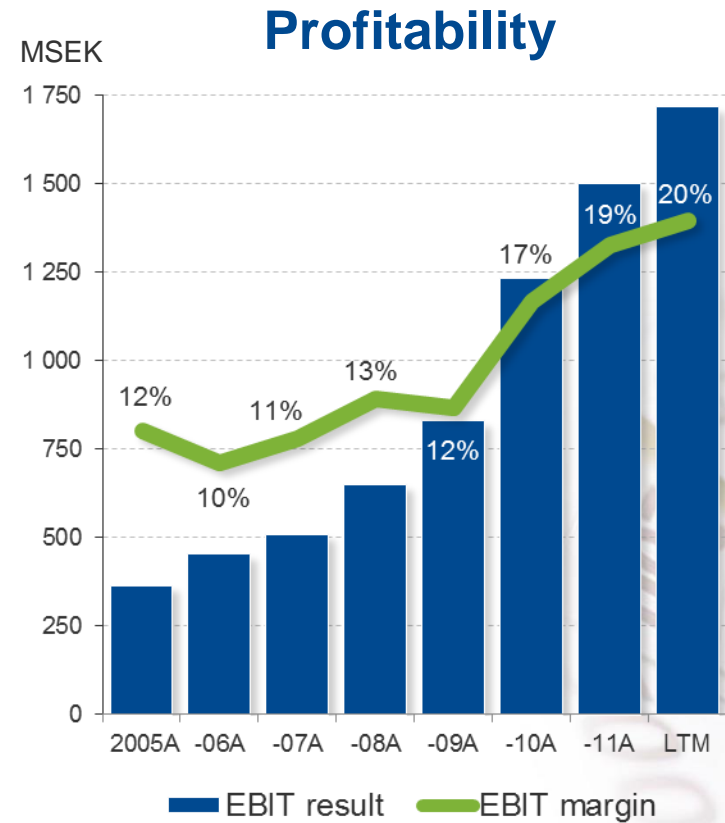
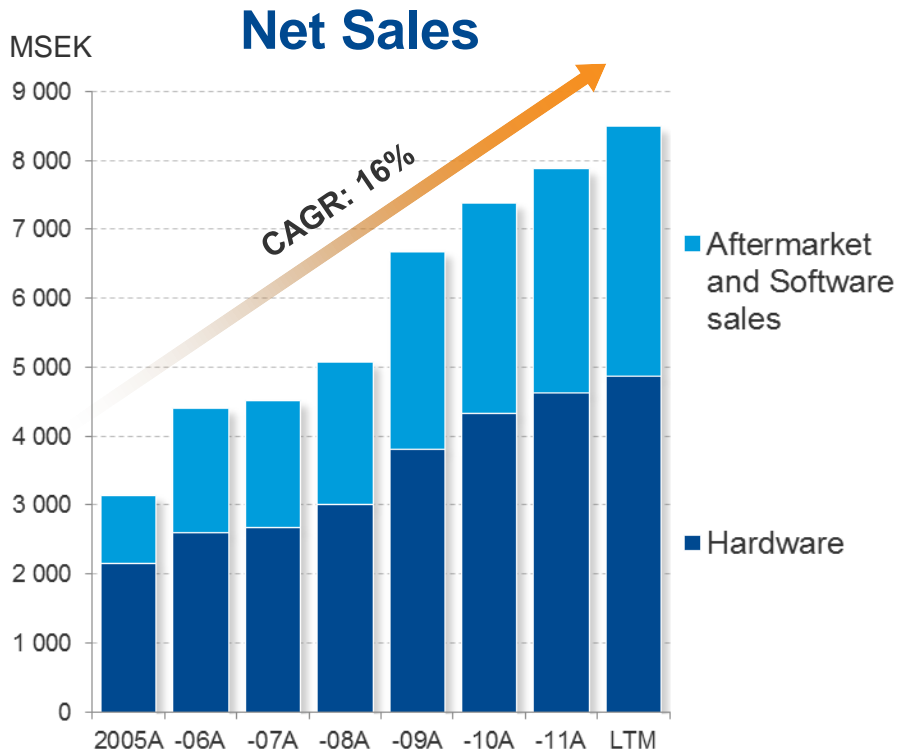
No. 1



Elekta
Software

No. 1
(OIS)

High growth and improved margins



Leading product portfolio with an increasing share of recurrent revenues

Aftermarket and software

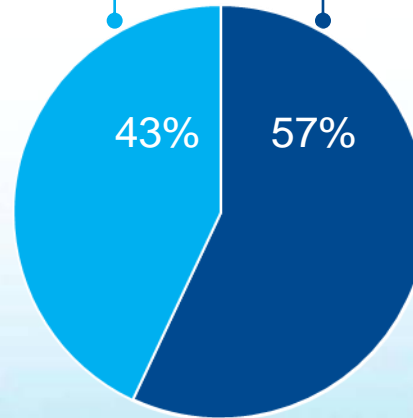
Service and maintenance



Software



Net sales last 12 months: SEK 8.5 bn



Hardware

Leksell Gamma Knife®



Linear accelerators (linacs)

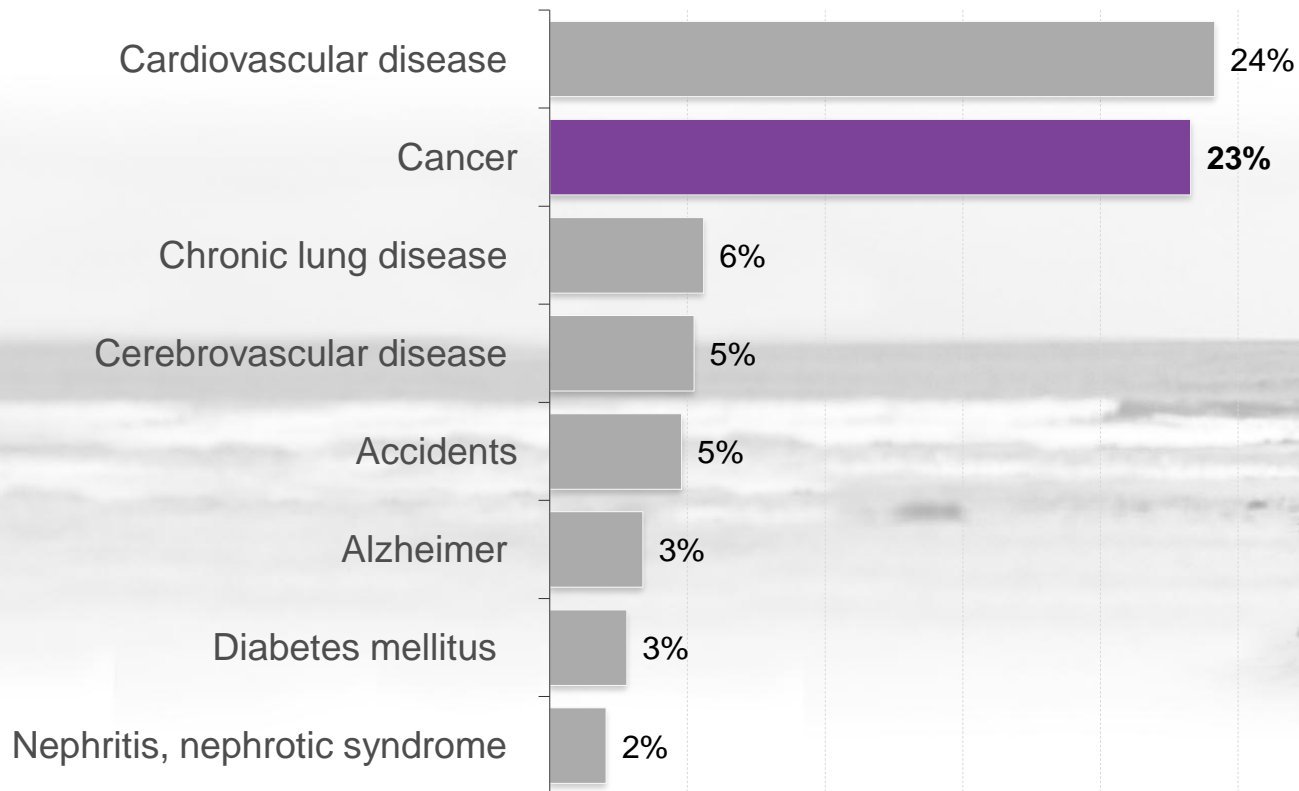


Brachytherapy



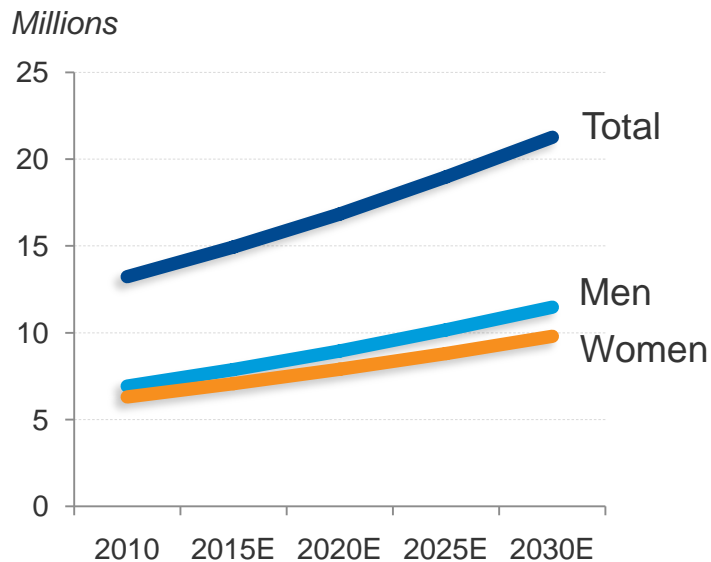
Cancer – a major disease

Cause of death in USA 2010



Increasing population with cancer

1. Number of new cancer cases







- World population growth to 2030: +20%
- Population over 60 years growth: +82%

2. Increasing population living with cancer

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



Elekta has strengthened its position in global radiotherapy

		<i>Trend</i>
Varian	45%	
Elekta	35%	
Accuray	9%	
Siemens	9%	
Others	2%	



Note: Order intake. Sources – company reports

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

Product development focused on benefits for the patient

Treatment

- Individualized treatments
- Combination of technologies

Follow-up

- Data management
- Informatics

Information

- Learn about cancer
- Description of radiation modality

Consultation

- Education about radiation therapy
- Demonstrating RT capabilities



Every year some 1,000,000 patients benefit from treatment with radiation therapy equipment from Elekta

Agility™*

- the most advanced solution for precise beam shaping

- Outstanding beam shaping
- Minimize unwanted dose
- Confidence to treat what is planned
- Shorter treatment times



**Not for sale or distribution in all markets depending on status of approval and clearances.*

Agility™* - excellent commercial potential

- Leading system on the market
 - Outstanding benefits for the patients
 - Unmatched product specifications
- Potential to upgrade existing installed base
 - ~40% of installed base could theoretically buy an upgrade
 - US filing for approval submitted
- Very good customer response
 - Several clinics preparing for clinical use
 - Strong pipeline for upgrades



Elekta is growing in North America

- Order intake +14% (local currency) during first nine months
 - Focus on comprehensive solutions
 - Good development with larger accounts
 - ~85% of revenues from hospital segment
- Mainly a replacement market
 - Replacement cycle driven by new technology, age of installed base and reimbursement
 - High share of service and software-
importance of service excellence

Elekta's position:

- No. 1 in OIS software (~60% of installed base)
- No. 1 in Brachytherapy (~60% market share)
- No. 2 in new sales of Linacs (~20%)
- No. 2 in installed base (~11%)



Elekta is the market leader in Europe

- Order intake +11% (local currency) during first nine months
 - Good development in Northern Europe and emerging markets
 - Strong interest for Agility™
 - Weaker market in Southern Europe
- Mainly a replacement market
 - Market driven by replacement of old technology
 - Some additional capacity needed
 - Private and public/private market growing

Elekta's position:

- No. 1 in new sales of Linacs (~45% share)
- No. 1 in installed base of Linacs
- No. 1 in Brachytherapy (~70% share)



Potential to gain installed base market share

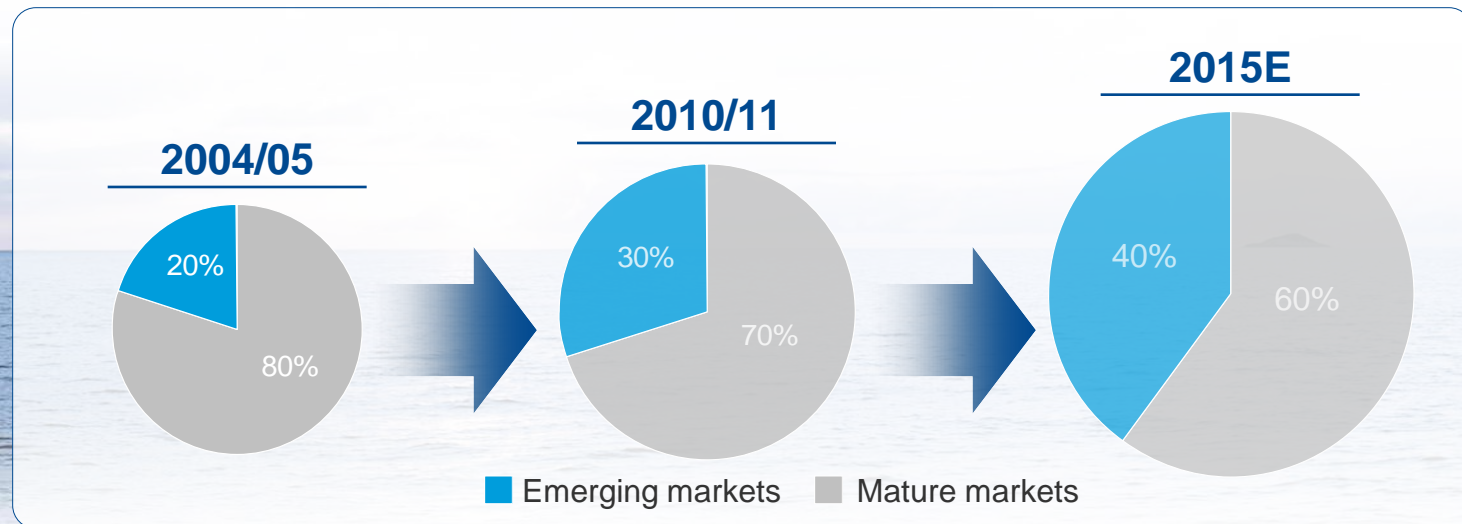


- Aging installed base on mature markets
- Competitor with approx. 2,000 installed linear accelerators is exiting the market
- Elekta has strong connection with MOSAIQ[®] software
- With Agility[™], Elekta has the most comprehensive offering on the market

Elekta's OIS software MOSAIQ[®] is used with the majority of the global installed base of linacs

Leadership and strong growth on emerging markets

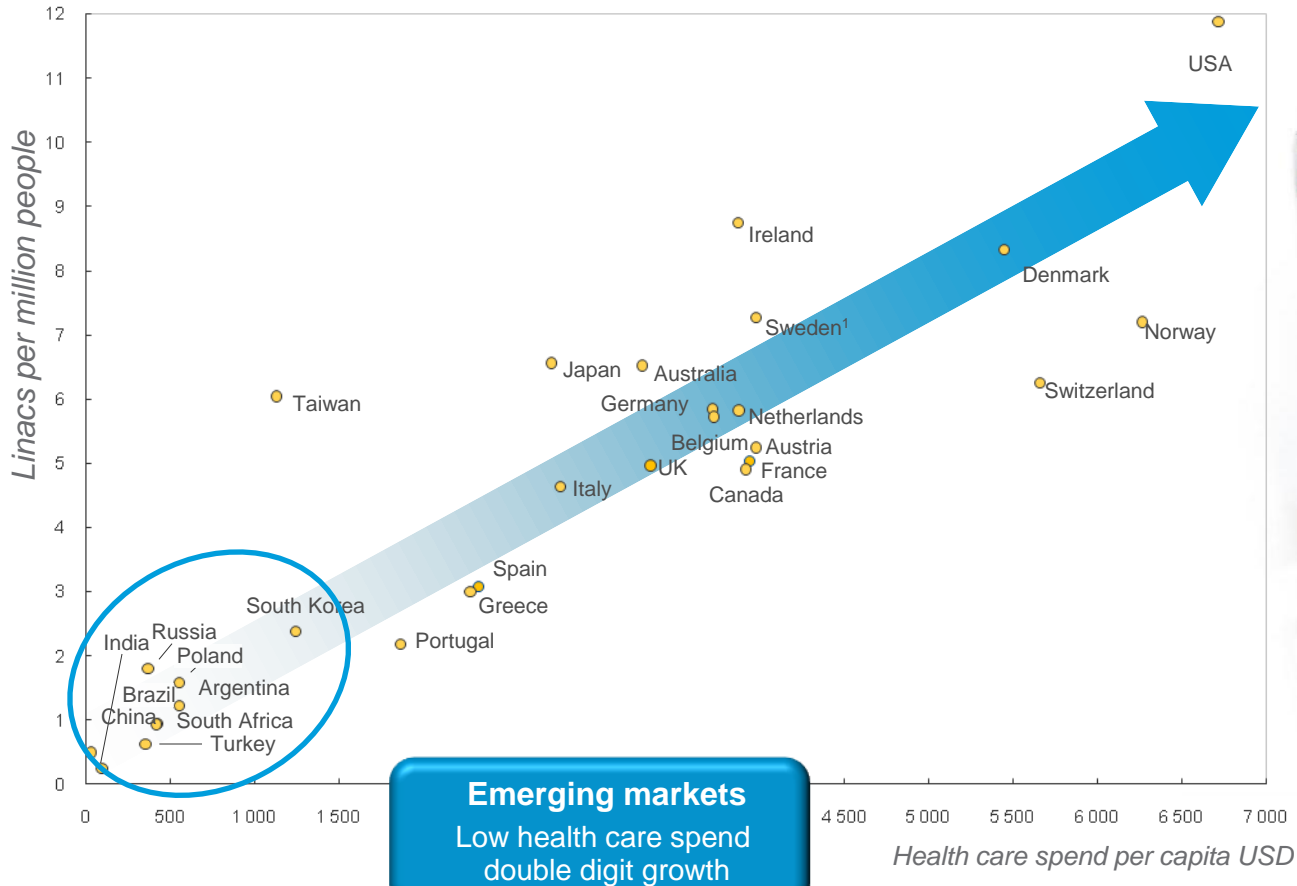
- Leading market positions
- Focus on education and training
- Product development also specialized for emerging markets



**Net sales, rounded figures*

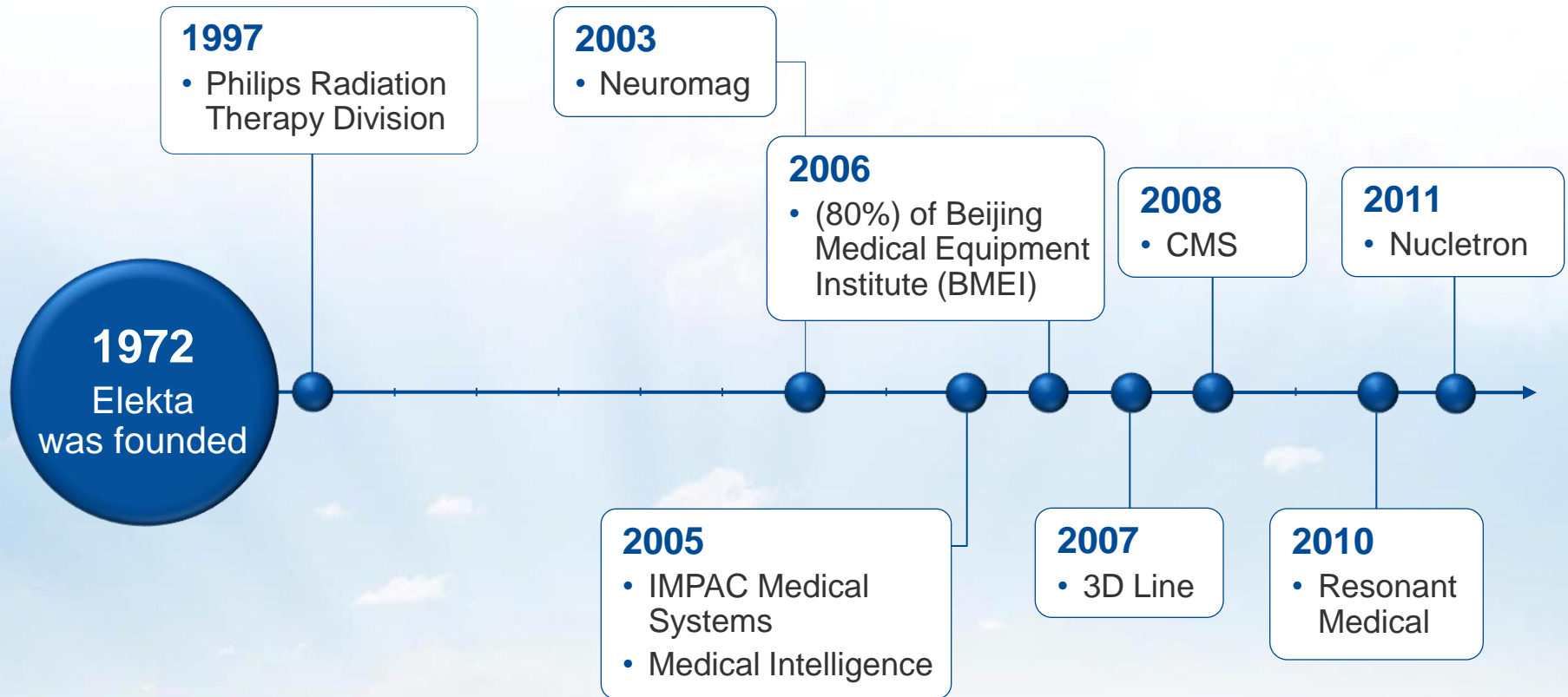
We are just at the beginning of the curve

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



¹ Scandinavian linacs / mn
Source: Elekta internal sources

Acquisitions to support Elekta's growth



Good demand expected to continue

North and South America

- Strong demand in North America
- Good prospects for continued growth in Latin America

Europe, Middle East and Africa

- Stable growth in most established and emerging markets
- Slower development in southern parts of Europe

Asia Pacific

- Strong market growth, driven by large un-met need and government initiatives





15.00	<ul style="list-style-type: none">• Introduction• Partner in cancer care• Growth	Tomas Puusepp <i>President and CEO</i>
15.30	<ul style="list-style-type: none">• Patient-focused development• Cancer care solutions• Agility™• Clarity®	Dee Mathieson <i>SVP, Elekta Oncology</i>
16.00	Q&A	

ESTRO 2012

Innovation and Growth



*Human Care Makes
the Future Possible*

Elekta Innovation and Growth

Dee Mathieson
SVP, Elekta Oncology

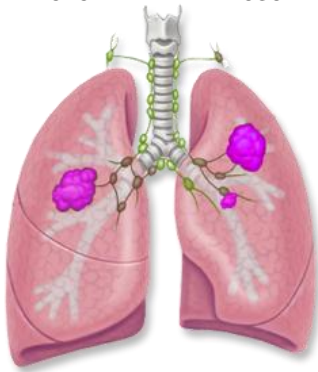
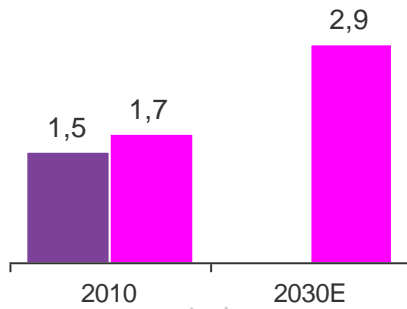


Our challenge

■ Mortality ■ Incidence

Lung cancer

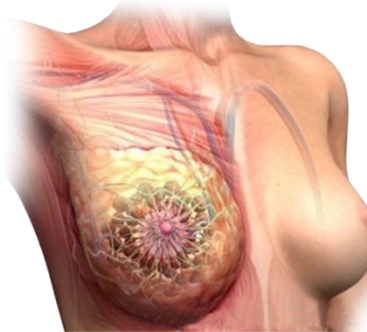
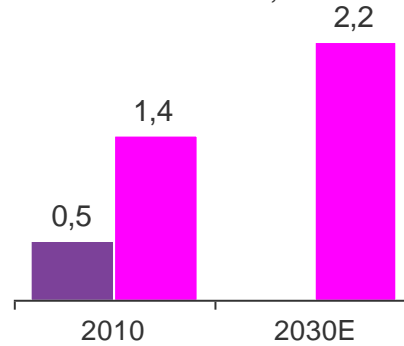
Global incidence, millions



- Constantly moving
- Decrease high mortality

Breast cancer

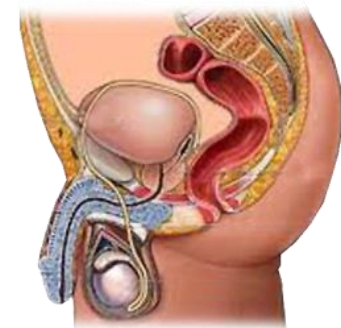
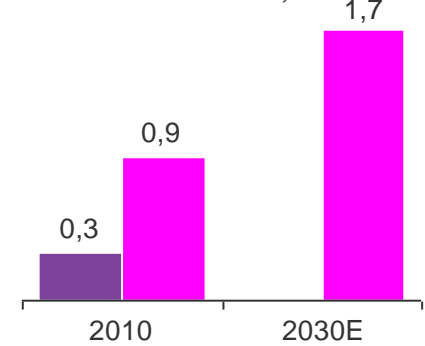
Global incidence, millions



- Minimizing impact on surrounding tissue
- Motion management

Prostate cancer

Global incidence, millions



- Motion management
- Accuracy and dose control

Elekta research groups

Helping to improve clinical outcomes

- Delivers “evidence based medicine”
- Managed and supported by MOSAIQ®
- Incorporates continuous quality improvement and decision support

Data feedback, outcomes reporting, quality assurance



Clinical registers, decision support, clinical pathways

Holistic approach to solution development

Hardware

- Linear accelerators
- Brachytherapy
- Neuroscience

Software

- Oncology information system (OIS)
- Treatment planning

Enhancing technologies

- Image guidance
- Motion management

Education and training

- Full offering within education/training
- Sharing of best practice

Breast cancer

Integrated radiation technologies with closely-developed IT applications



Technological

- IMRT / VMAT
- Breast fixation
- Soft tissue definition (Ultrasound)
- QA procedures in support of patient safety

Practice management

- Breast cancer pathway & guidelines
- Patient selection support
- Decision support system



Breast

- Hypofractionation
- Lymph node irradiation
- IMRT protocol

Outcomes and economics

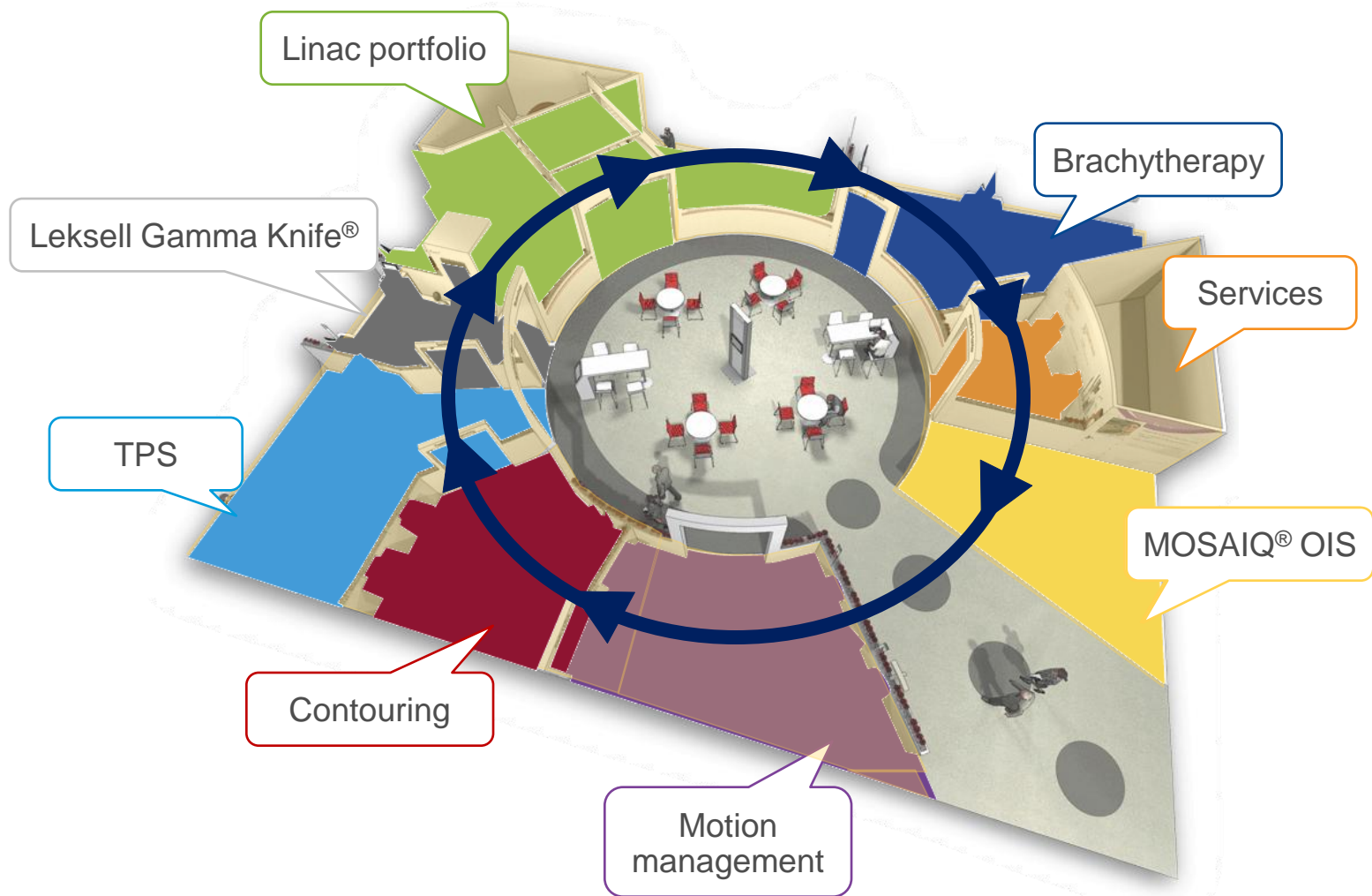
- Outcomes reporting
- Cancer registry reporting
- Patient information and support



Demonstrated in the ESTRO exhibition



Comprehensive radiation therapy portfolio



Confident patient set-up



Integrated Imaging



XVI Intuity™



Clarity®



iViewGT™



MOSAIQ®



XVI Symmetry™

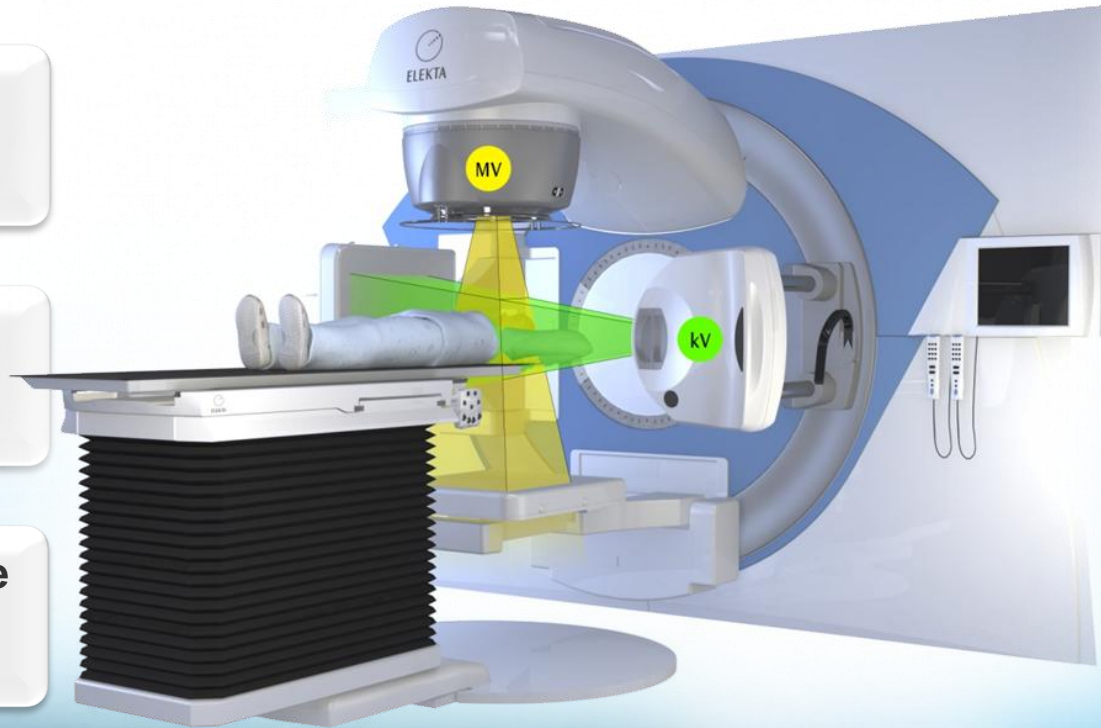


Intra fraction motion management

4D Imaging
Symmetry™

Gating
Response™

Intra fraction Image Guidance
Clarity® Autoscan
XVI 5.0



Workflow efficiencies with Elekta

XVI



Simultaneous
image
reconstruction

2005

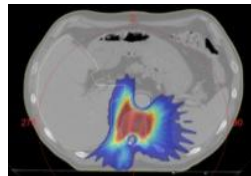
MOSAIQ®



AFS
& CFS

2008

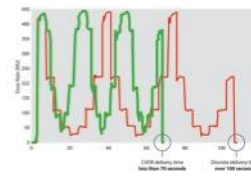
VMAT



Delivery time
70% reduction

2009

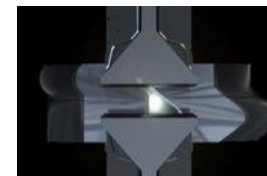
Integrity™



Further 30%
reduction

2010

Agility™



6.5 cm/sec
Leaf speed

2012

Treatment time

Agility™ - Intelligent beam shaping

High-resolution beam shaping

- Truly multifunctional
- Expand treatment capabilities

Minimize unwanted dose

- Exceptionally low transmission (0.5%)
- Reduce the risk of inducing secondary tumours
- Important for pediatrics

Confidence to treat what is planned

- 7th generation integrated digital control
- Real-time leaf monitoring and positioning

Increase patient throughput

- Reduced treatment times
- Fast leaf speed allows use of higher dose-rates



“Agility enables a faster delivery of advanced radiotherapy treatments. Reduced treatment times will lead to a better experience for the patient and will improve access to the technology for the benefit of more of our patients.”

Vivian Cosgrove, Ph.D., Head of Radiotherapy Physics,
St. James's University Hospital, Leeds, UK



“Routine clinical implementation of Agility has already resulted in increased efficiency in the planning and delivery of conformal radiotherapy and we anticipate further improvements as we introduce VMAT”

Chris Walker, Head of Radiotherapy Physics,
The James Cook University Hospital, Middlesbrough

*Human Care Makes
the Future Possible*

