



*Human Care Makes  
the Future Possible*

**Elekta**  
January, 2012



# Elekta – stronger than ever



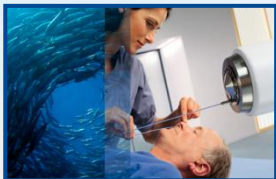
Elekta  
Neuroscience



Elekta  
Oncology



Elekta  
Software



Elekta  
Brachytherapy  
Solutions

## Every year...

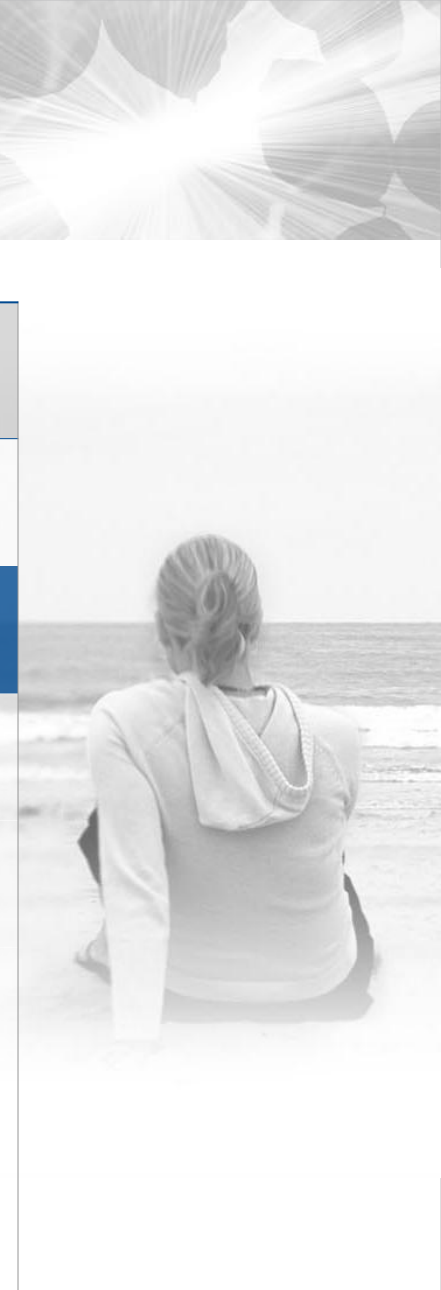
- Close to 1,000,000 patients receive treatment with radiation therapy and radiosurgery equipment from Elekta
- Whereof 60,000 patients undergo Gamma Knife® surgery

## Every day...

- 100,000 patients receive diagnosis, treatment or follow-up facilitated by software systems from Elekta companies

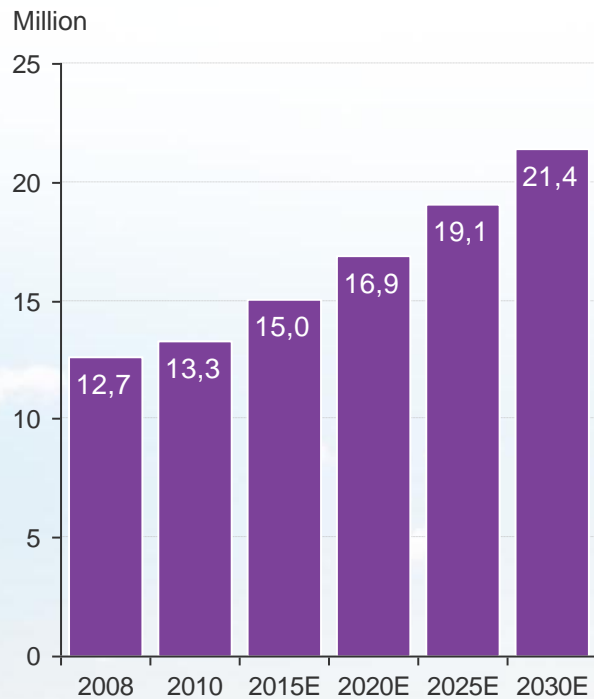
# Cancer - one of the major diseases

	<i>Cause of death USA</i>	<i>No</i>	<i>%</i>
1	Cardiovascular disease	631 636	26,0
<b>2</b>	<b>Cancer</b>	<b>559 888</b>	<b>23,1</b>
3	Cerebrovascular disease	137 119	5,7
4	Chronic lung disease	124 583	5,1
5	Accidents	121 599	5,0
6	Diabetes mellitus	72 449	3,0
7	Alzheimer	72 432	3,0
8	Flu and pneumonia	56 326	2,3

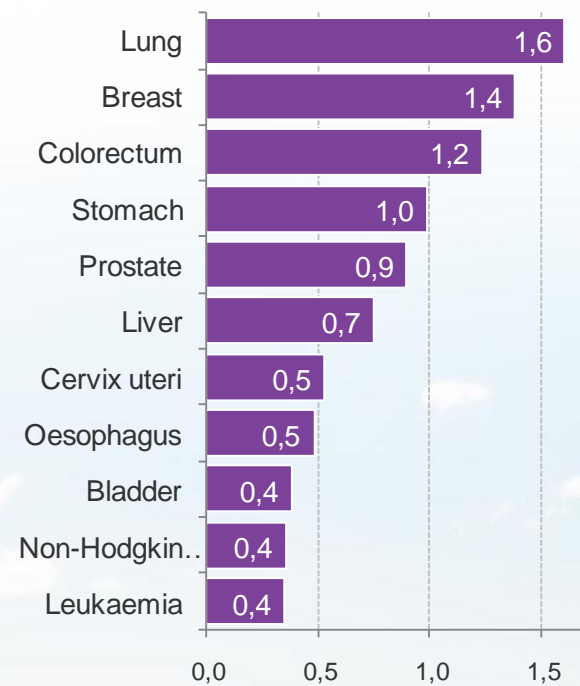


# Cancer incidence is growing

## Cancer incidence, globally



## Most frequent cancers, globally



Number of new cancer cases per year (millions, 2008)

Source: Globocan 2008

# Age group +60 years will grow at the highest pace



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

Source: Population Division of the Department of Economic and Social Affairs of the United Nations Secretariat, World Population Prospects: The 2010 Revision

Note: map is illustrative and does not show exactly where Elekta has sales

\* Source: Globocan 2008

# Strategy for sustainable profitable growth

Outlook 2015



## Growth accelerated to 13-15%

- Increased investments in R&D for state-of-the-art clinical solutions
- Capture growth opportunities in emerging markets
- Build on market-leading position in SRS, SRT and Brachytherapy

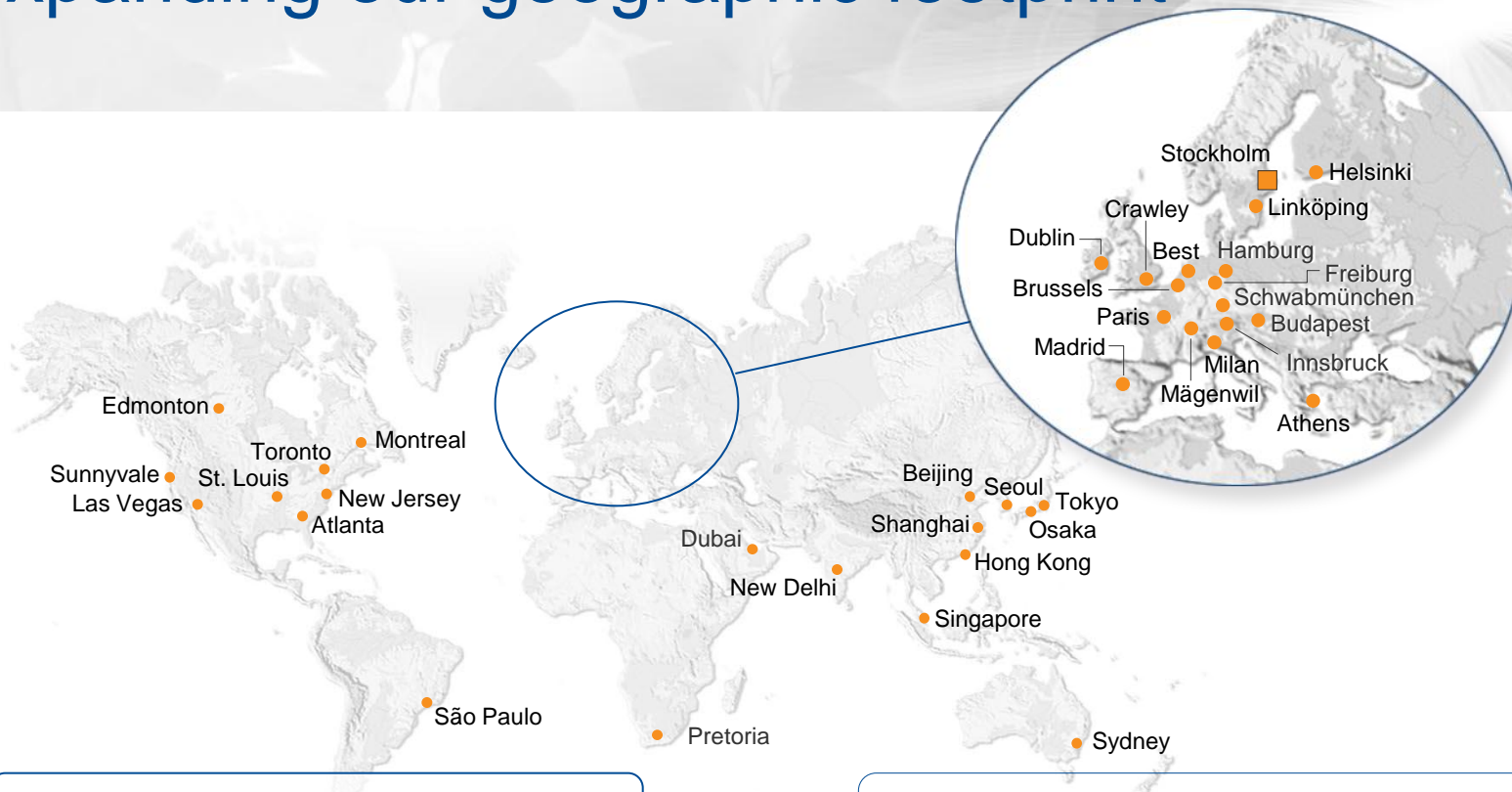
## Continued strong EBIT growth

- Recurrent revenue growth towards 50% of net sales
- Continued improved efficiency - SG&A reduced from 22% to <19%

## EPS increased > 60%

- Cash conversion >70%
- Tax rate from 30% to 28%
- Net debt/Equity <0.5

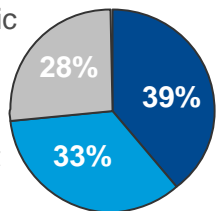
# Expanding our geographic footprint



## Order bookings

Asia Pacific

Europe incl. Middle East and Africa







North and South America

## Large increasing customer base

- Elekta's systems used in more than 6,000 hospitals

# Elekta has strengthened the position in global radiotherapy

	Market share	Trend
Varian	45%	
Elekta	35%	
Accuray	9%	
Siemens	9%	
Others	2%	



*Note: Order intake. Sources – company reports*



# Leading product portfolio with high share of recurrent revenues

## Aftermarket and software

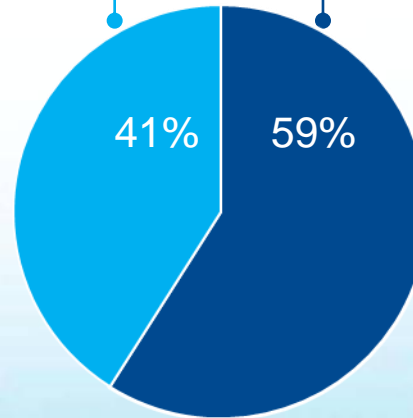
Service and maintenance



Software

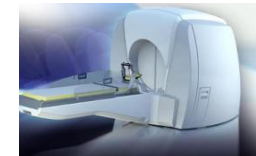


Net sales 2010/11:  
SEK 7.9 bn<sup>1</sup>

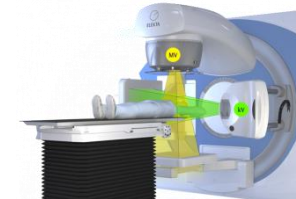


## Hardware

Leksell Gamma Knife®



Linear accelerators (linacs)



Brachytherapy



(1) Fiscal year 2010/11, excluding Nucletron

# Growth through innovation

## Drivers

- Technical innovations
  - IMRT, IGRT, VMAT, etc.
- Demonstrate value
  - Proving and communicating value of treatments
  - Patients having increased interest/influence
- Specialization
  - Multifunctionality
  - Disease-specific treatments



# Innovation through collaboration

*Examples of R&D collaborations*

Elekta International  
IMRT consortium

Elekta Synergy<sup>®</sup>  
Research Group

Elekta Spine  
consortium

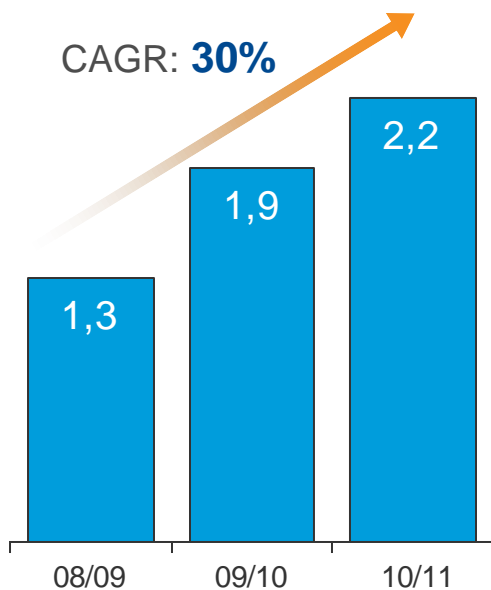
Leksell Gamma  
Knife<sup>®</sup> Society

Elekta Lung  
Research Group

Elekta Clarity  
consortium

# Strong historical financial performance in emerging markets

## Net sales, SEK bn



## Success factors

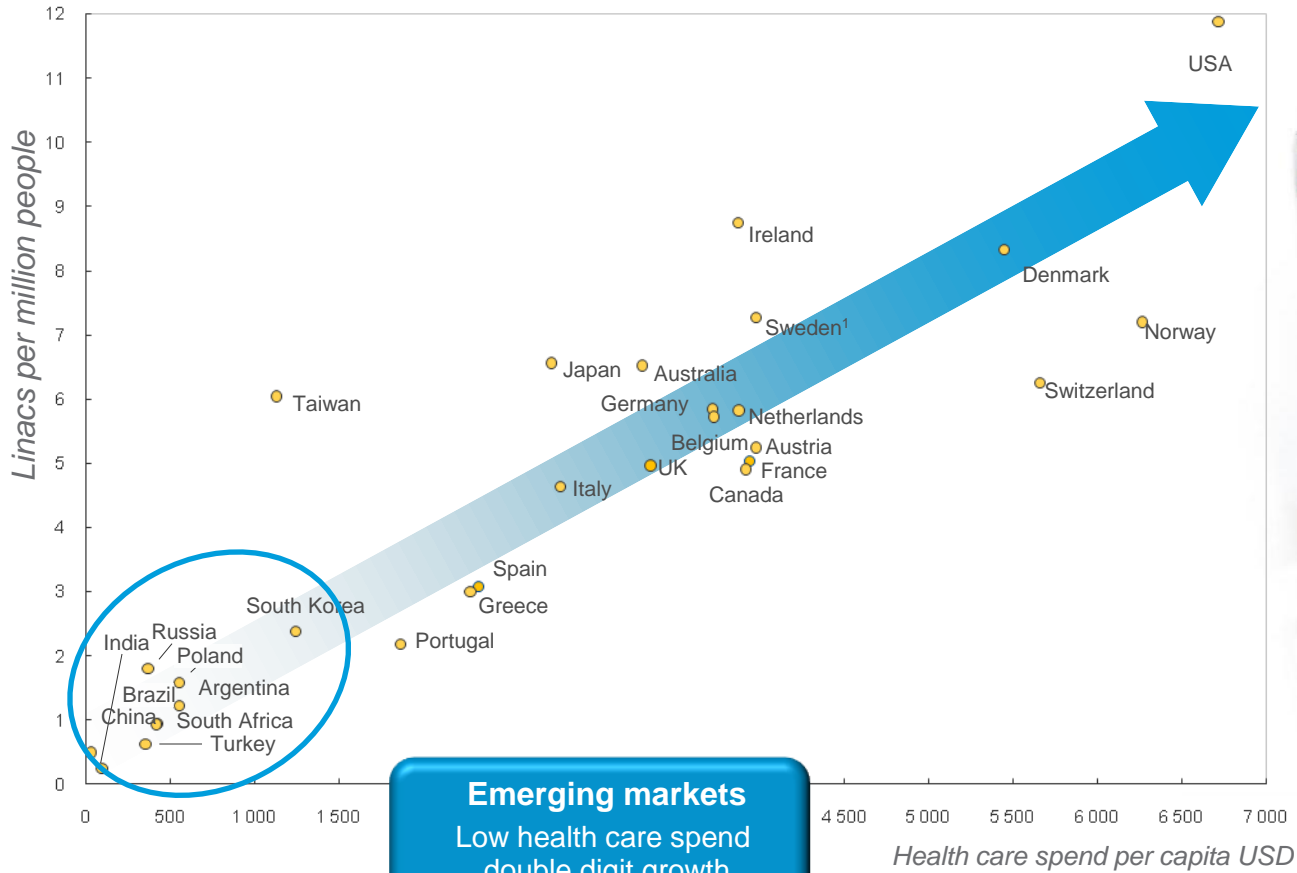
- Early establishment, (e.g. in China since 1982)
- Local and experienced management
- Established network with the leading clinics
- Adaption to local customer needs – including training and education



*\*Elekta's net sales in emerging markets (excluding Western Europe, North America, Japan, Australia and New Zealand)*

# We are just at the beginning of the curve

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

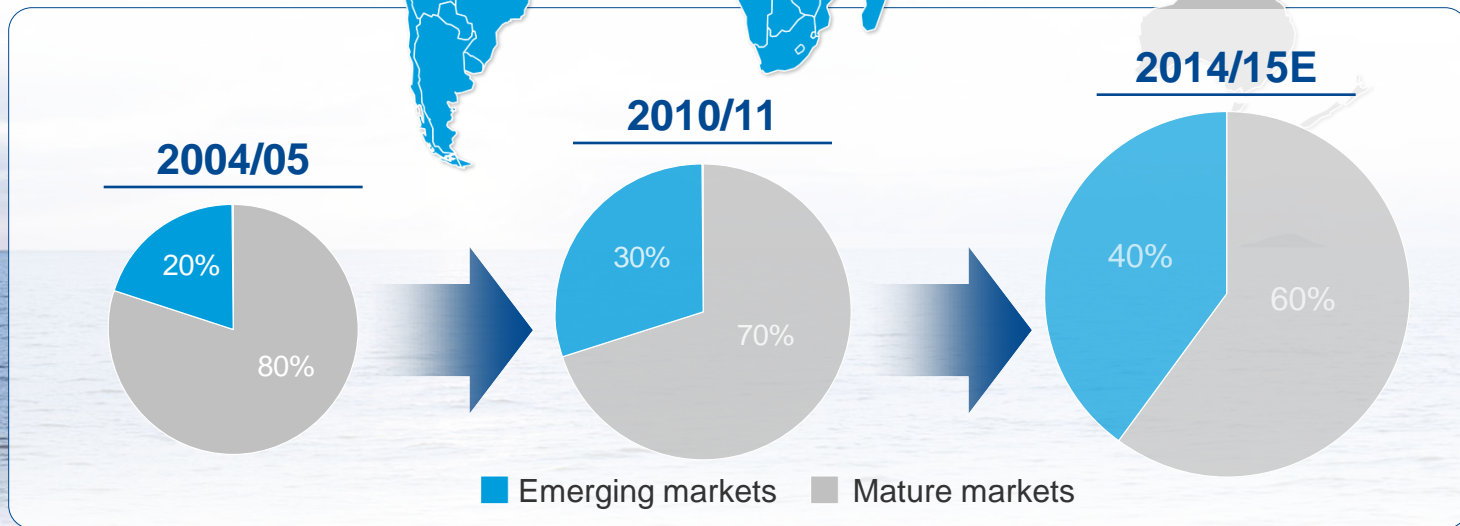
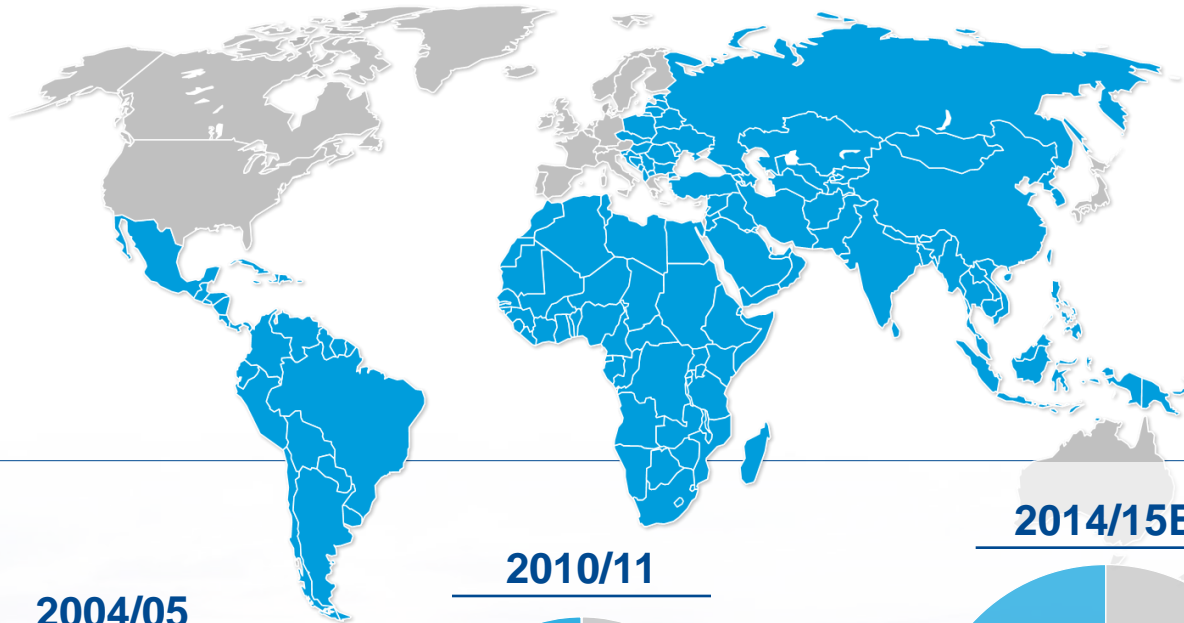


**Emerging markets**  
Low health care spend  
double digit growth



<sup>1</sup> Scandinavian linacs / mn  
Source: Elekta internal sources

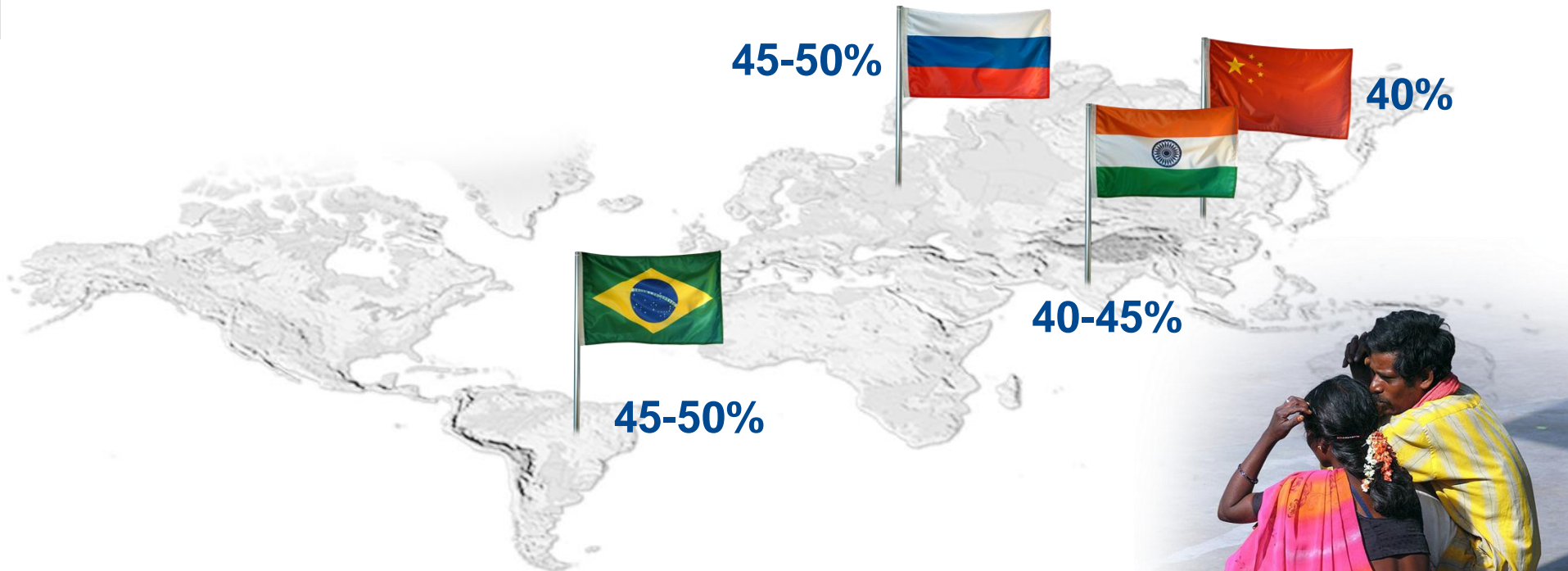
# Emerging markets growing in importance



*\*Net sales, rounded figures*

# Strong market position in emerging markets

Market share new orders, linacs



Elekta's overall market share in emerging markets is >40%

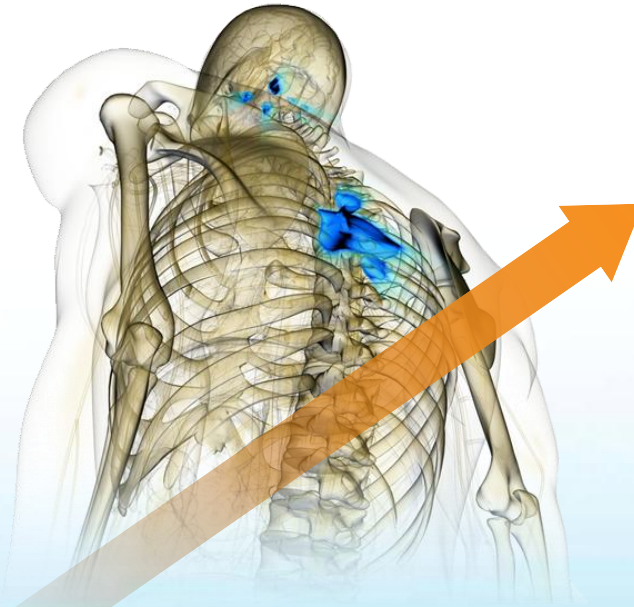


# Emerging markets - accelerating the growth

## Make it accessible:

- Affordable
- Available – increase capacity
- Education/training/support

Emerging markets



Established markets  
High healthcare spend

## Add value and refine:

- Evidence-based innovation
- Disease-specific treatments
- Data management



# Recent acquisition of Nucletron - world leader in brachytherapy

- No. 1 in brachytherapy globally - ~60% market share
- Large untapped market potential
- Highly complementary treatment modality serving many of the same customers as Elekta
- Combined customer base of more than 6,000
- Committed to further accelerate growth in line with Elekta's growth targets



# Recent financial performance



# Strong order bookings in all regions

- Order bookings up 14%\* in Q2
  - Good demand in all regions
  - Marginal impact from European debt crisis so far – we are continuously monitoring the development
- Growth focus continues
  - Highest growth rates expected in emerging markets
  - Nucletron provides broader customer offering
- Half-year order bookings up 9%\*
  - In SEK order bookings increased by 7% to SEK 4,402 M

*\*Excluding Nucletron and based on unchanged exchange rates*



# Confirming outlook for FY 2011/12

- Net sales in H1 decreased by 2%\*
  - Challenging comparison with H1 last year, where net sales increased by 15%\*
  - Negatively impacted by higher proportion of sales from emerging markets where time from order to delivery is longer
- Operating profit in H1
  - Operating profit amounted to SEK 477 M (455)
  - Non-recurring items of SEK 133 M
- Confirming outlook and adding Nucletron
  - Backlog on record, at SEK 9.5 billion
  - Integration of Nucletron is progressing according to plan



*\*Excluding Nucletron and based on unchanged exchange rates*

# Confirming guidance for fiscal year 2011/12

- For the fiscal year 2011/12, net sales is expected to grow by more than 20 percent in local currency and operating profit in SEK is expected to grow by more than 20 percent.
- The acquisition of Nucletron is expected to contribute to this increase by approximately 10 percentage points in both net sales and operating profit.
- Currency effect expected to be negative on results FY 2011/12 by SEK 100 M





*Human Care Makes  
the Future Possible*

