



Capital Markets Day
June 19 in Stockholm



ELEKTA

13:00	Market fundamentals • Priorities • Outlook	Tomas Puusepp , <i>President and CEO</i>
13:40	Financial update and near term outlook	Håkan Bergström , <i>CFO</i>
14:20	Coffee break	
14:40	Region North America <i>Market update • Performance • Priorities</i>	Jay Hoey , <i>EVP Region North America</i>
15:10	Region Europe, Africa, Latin America, Middle East <i>Market update • Performance • Priorities</i>	Tomas Puusepp , <i>Region Europe, Africa, Latin America, Middle East</i>
15:30	Region Asia Pacific <i>Market update • Performance • Priorities</i>	Gilbert Wai , <i>EVP Region Asia Pacific</i>
16:20	Concluding remarks	Tomas Puusepp , <i>President and CEO</i>

Capital Markets Day

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*Human Care Makes
the Future Possible*

Welcome to Elekta Capital Markets Day 2012

Tomas Puusepp
President and CEO



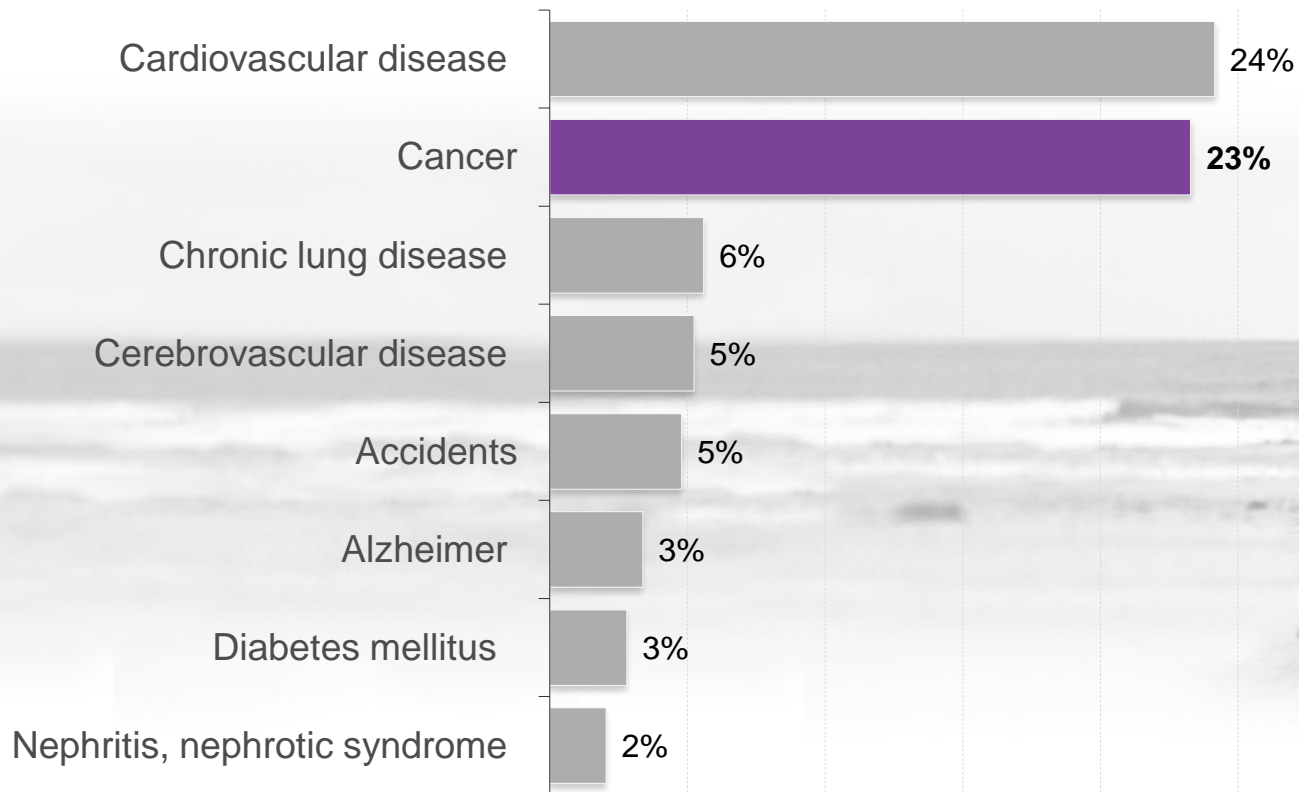
Elekta is the pioneer in modern cancer care



Elekta Software **No. 1** (OIS)

Cancer – a major disease

Cause of death in USA 2010



Age group +60 years will grow at the highest pace

2010A

World population:

7.0 bn

+20%

2030E

8.3 bn

Population +60 years, world:

760 M

+82%

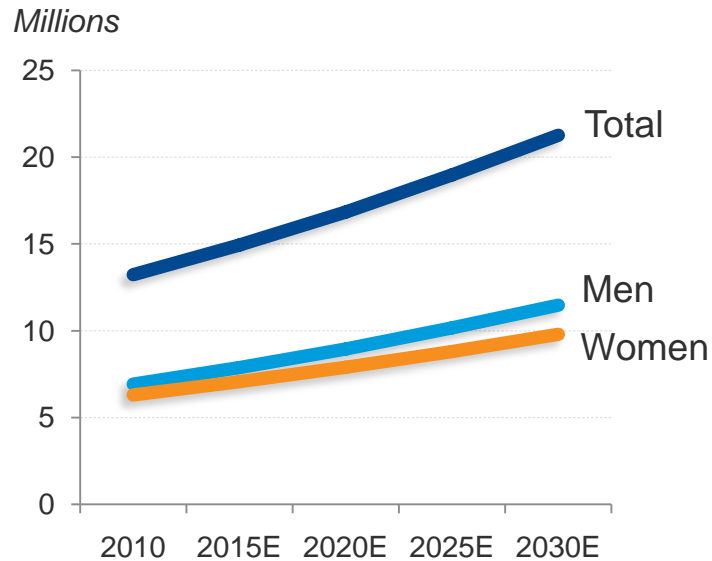
1.4 bn

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



Increasing population with cancer

1. Number of new cancer cases



2. Increasing population living with cancer

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



Radiation therapy's role in cancer care has strengthened

- Technology advancements
 - Imaging
 - Precision
 - Motion management
 - Safety
- Value to the patient and society
 - From "palliative" to "curative"
 - Cost effective compared with chemotherapy and surgery



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

Strategy going forward

- 2005
"Perfecting the machine"

- 2011
"From machine to systems"

2011 –
Focus on delivering value with solutions





1st Priority

Ambition to grow net sales by **more than 50%** from 2011/12 to 2014/15*

1. Pioneer modern cancer care
2. Emerging markets
3. Competitor exiting market

* In SEK with current exchange rates

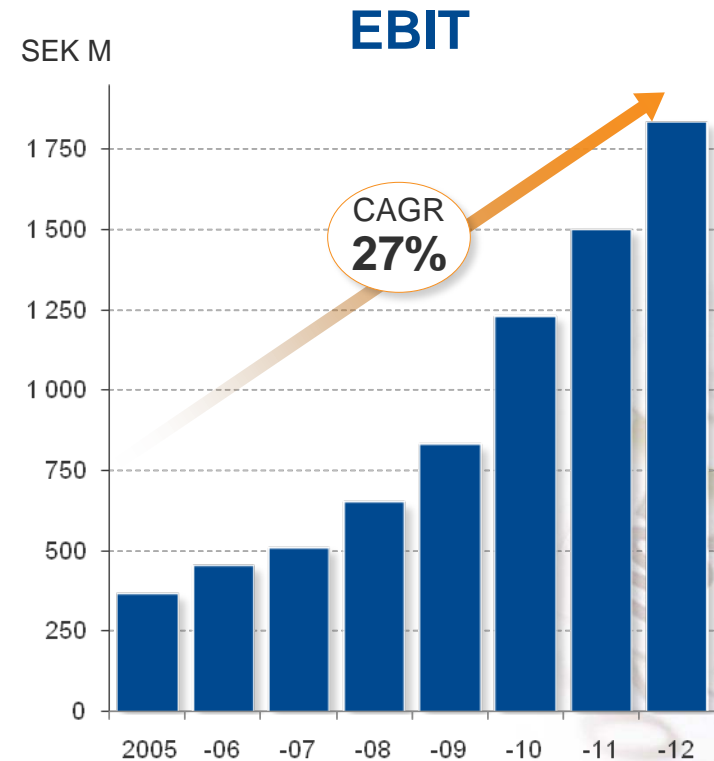
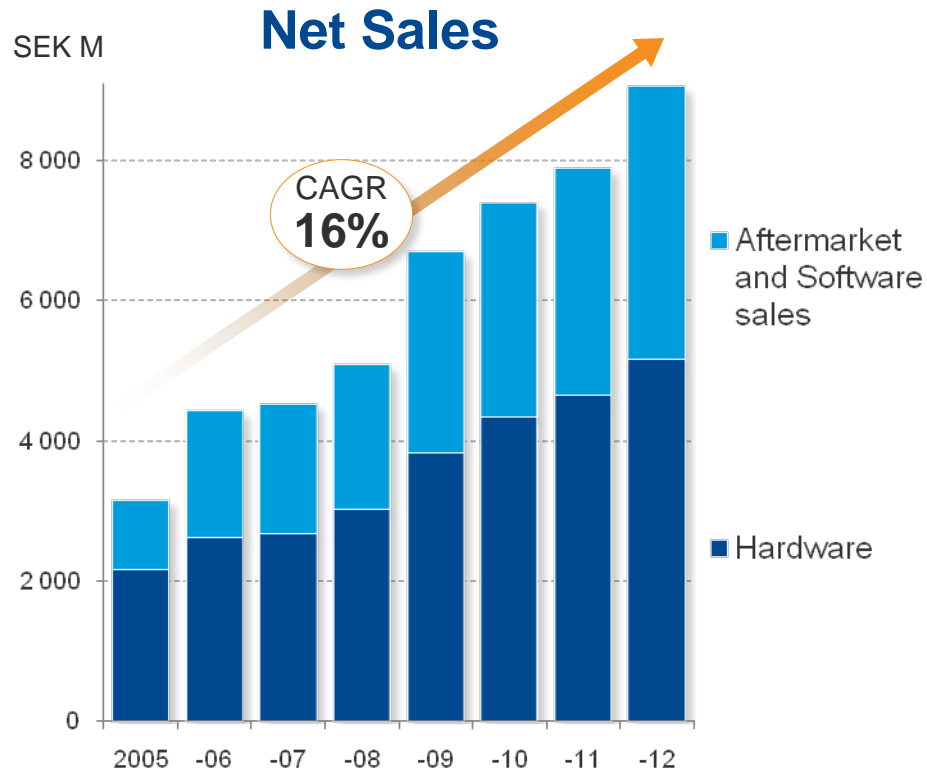
Elekta has strengthened its position in global radiotherapy

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



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

Strong growth with increased profitability



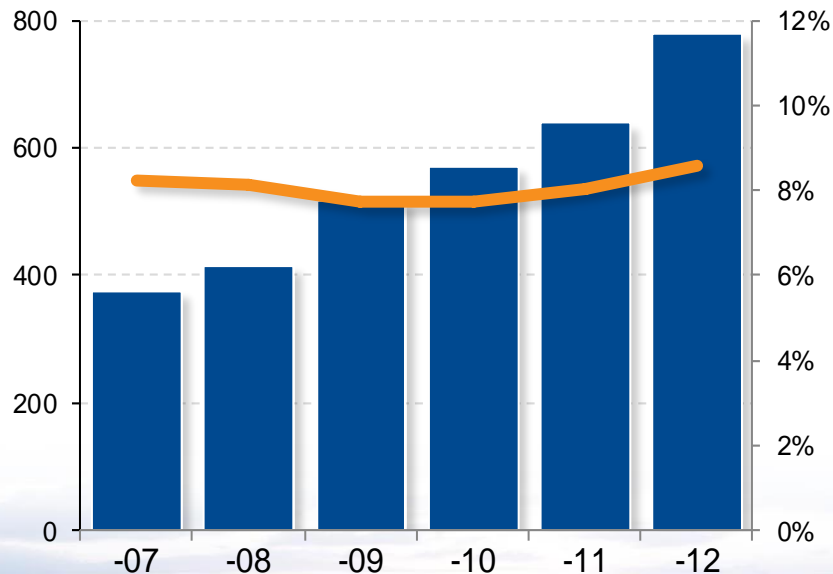
Pioneer modern cancer care

1.

Investments in R&D

SEK M

% of net sales



Focus areas:

- Leadership in cancer care with linear accelerators
- Drive SRS market with Leksell Gamma Knife®
- Software – capture full potential
- Brachytherapy – develop new body sites

Leading linear accelerator program for cancer care

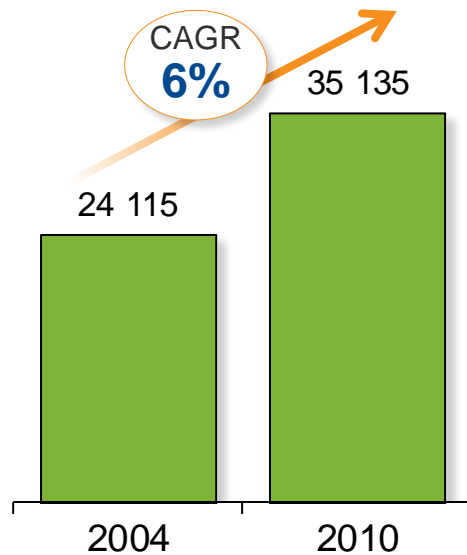
- Global installed base of over 10,000 linear accelerators – Elekta ~2,500
- Recently launched Agility™*
 - Outstanding benefits for the patients
 - Unmatched product specifications
- Potential to upgrade Elekta's existing installed base
 - ~40% of installed base could theoretically buy an upgrade
 - 510(k) clearance in the US
- Very good customer response



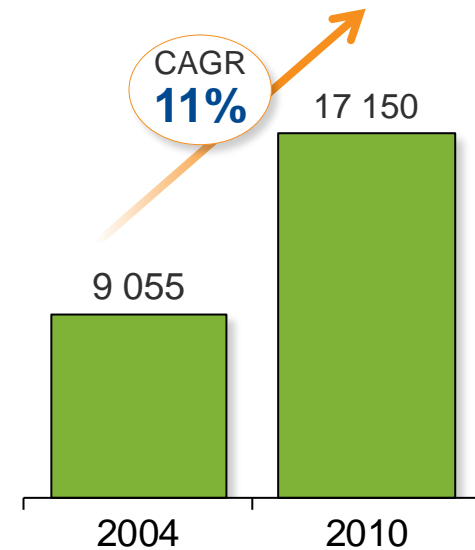
Elekta will continue to drive stereotactic radiosurgery market

Stereotactic radiosurgery and Leksell Gamma Knife® treatment in USA

All courses of treatments



Metastatic tumors



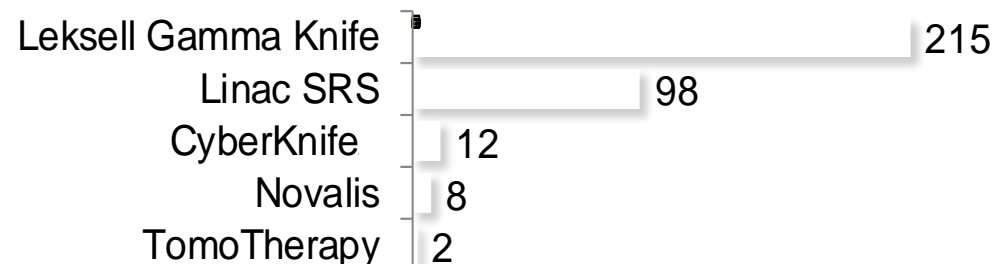
Accelerate growth and capture full potential with Leksell Gamma Knife®

- Disease specific data for Leksell Gamma Knife® superiority
 - Clearance for 5 indications
- Strengthen marketing capabilities and work closer to patient organizations and end users
- Invest in regions with low penetration



Number of peer-reviewed papers

Metastatic tumor



Vision - software development

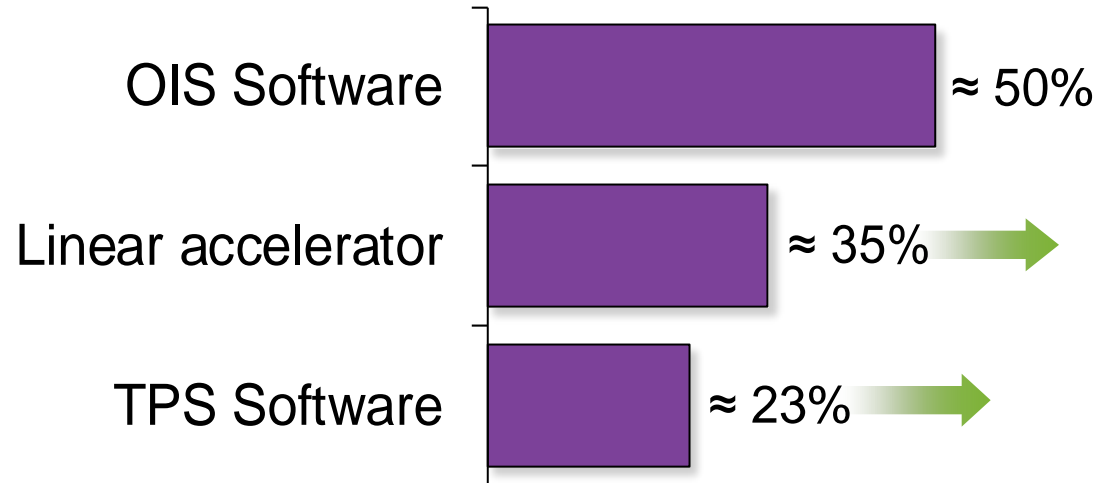
- Incorporate all software competence and experience into one platform serving all oncology software needs



- MOSAIQ[®] RTP



Treatment planning software - leveraging on strong market positions



Acquisition of Nucletron – growth opportunities



- Cross-selling to customer base
 - 1,000 unique customers
- Leverage on Elekta's strong positions in emerging markets
- Expansion with current indications and add new
 - Rectal cancer
- Focus on recurrent revenue growth

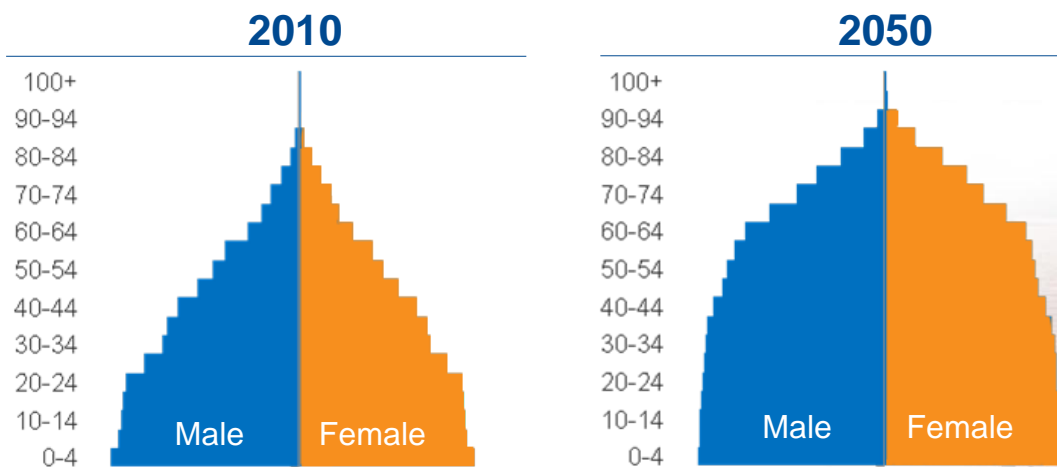


Emerging markets

- Solid underlying growth drivers

2.

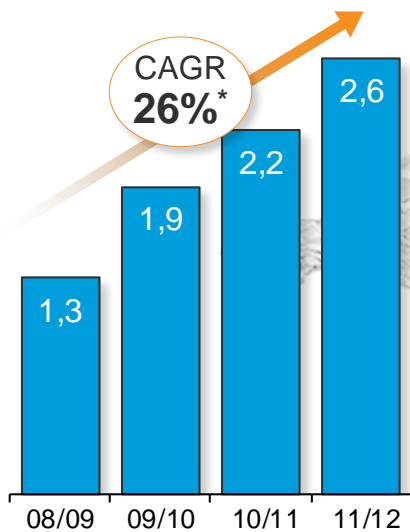
Aging population



- 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

Elekta has strong performance in emerging markets

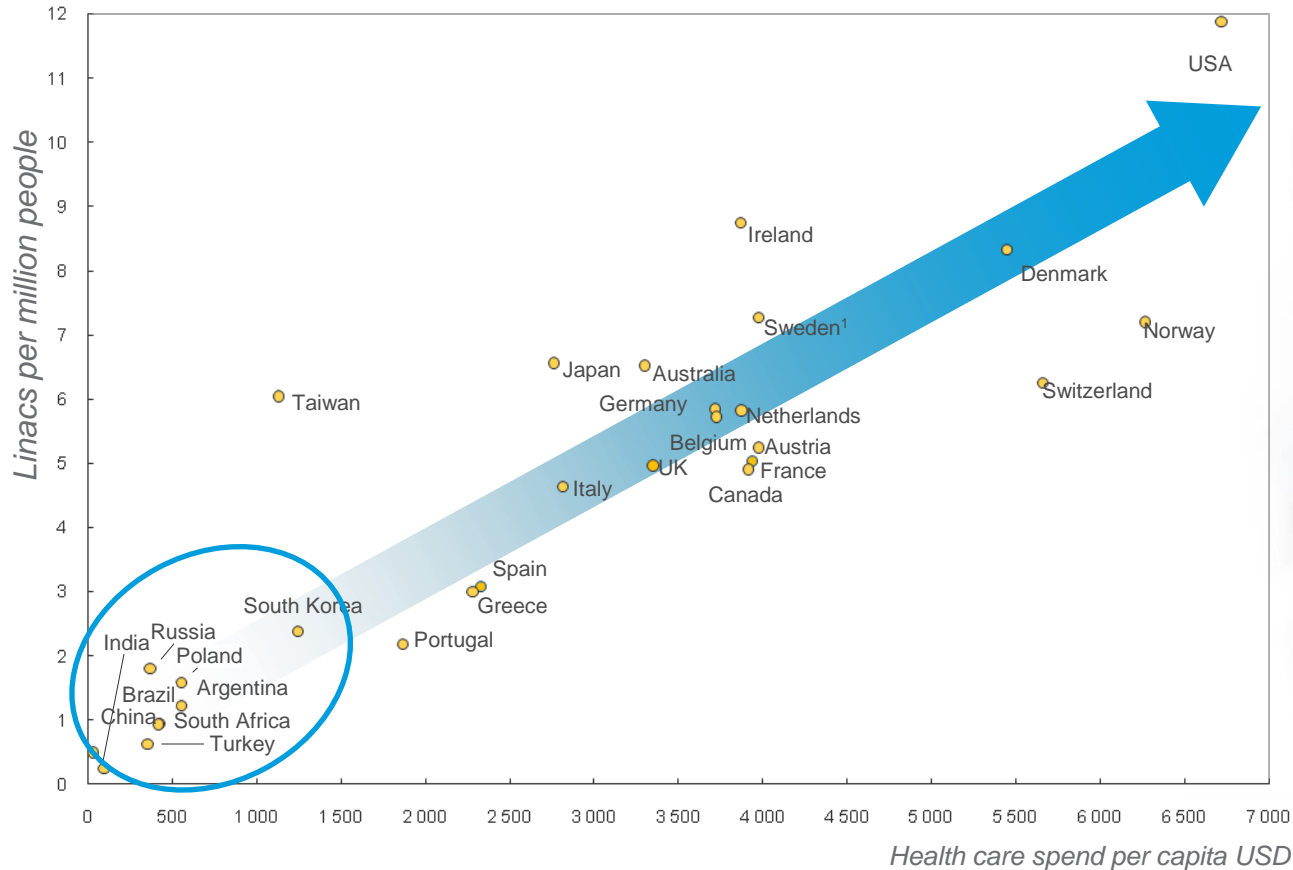
Elekta emerging markets
Net sales, SEK bn



*Excl. Nucletron CAGR is 22%

Double digit growth in emerging markets

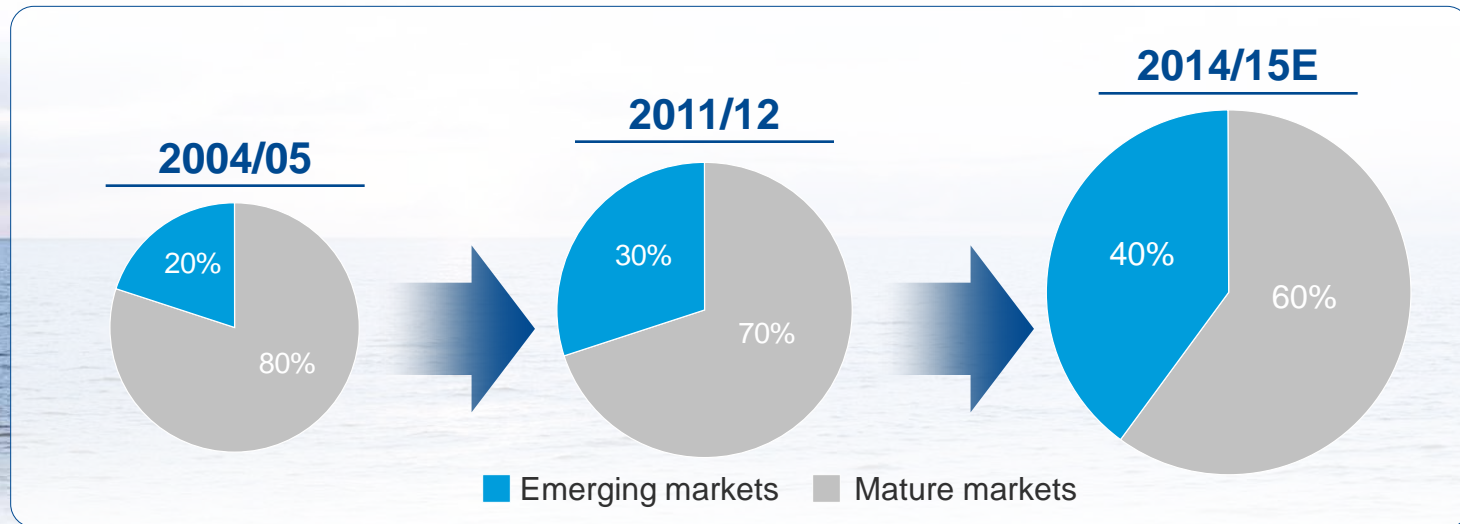
Health care spend per capita and installed linacs per million inhabitants
USD and units installed



¹ Scandinavian linacs / mn
Source: Elekta internal sources

Emerging markets

Leadership and strong growth



- Invest ahead of the curve
- Focus on training and education
- Product development specialized for emerging markets

**Net sales, rounded figures*

Competitor with installed base of ~2,000 linacs exiting the market

3.

Siemens installed base

Europe AFLAME:
600+ linear accelerators

North America:
400+ linear accelerators



Asia Pacific:
900+ linear accelerators

- Total installed base represents ~20% of global capacity
- Elekta has software (OIS) installed in over 75% of the Siemens installed base
- Elekta OIS already connects with full functionality to Siemens Linacs today

Potential opportunity over SEK 500 M in additional annual revenues



- Global strategy and dedicated team already in place
- Comprehensive program announced to update installed LANTIS OIS on Siemens systems to newest version of Elekta MOSAIQ®
- Elekta has the most competitive and comprehensive oncology solution on the market today

- Elekta has already significantly increased the hardware footprint in Siemens installed base
- Over SEK 500 M in additional annual revenues as mid-term potential, 2-3 years

Acquisition of Radon Itda. in Brazil

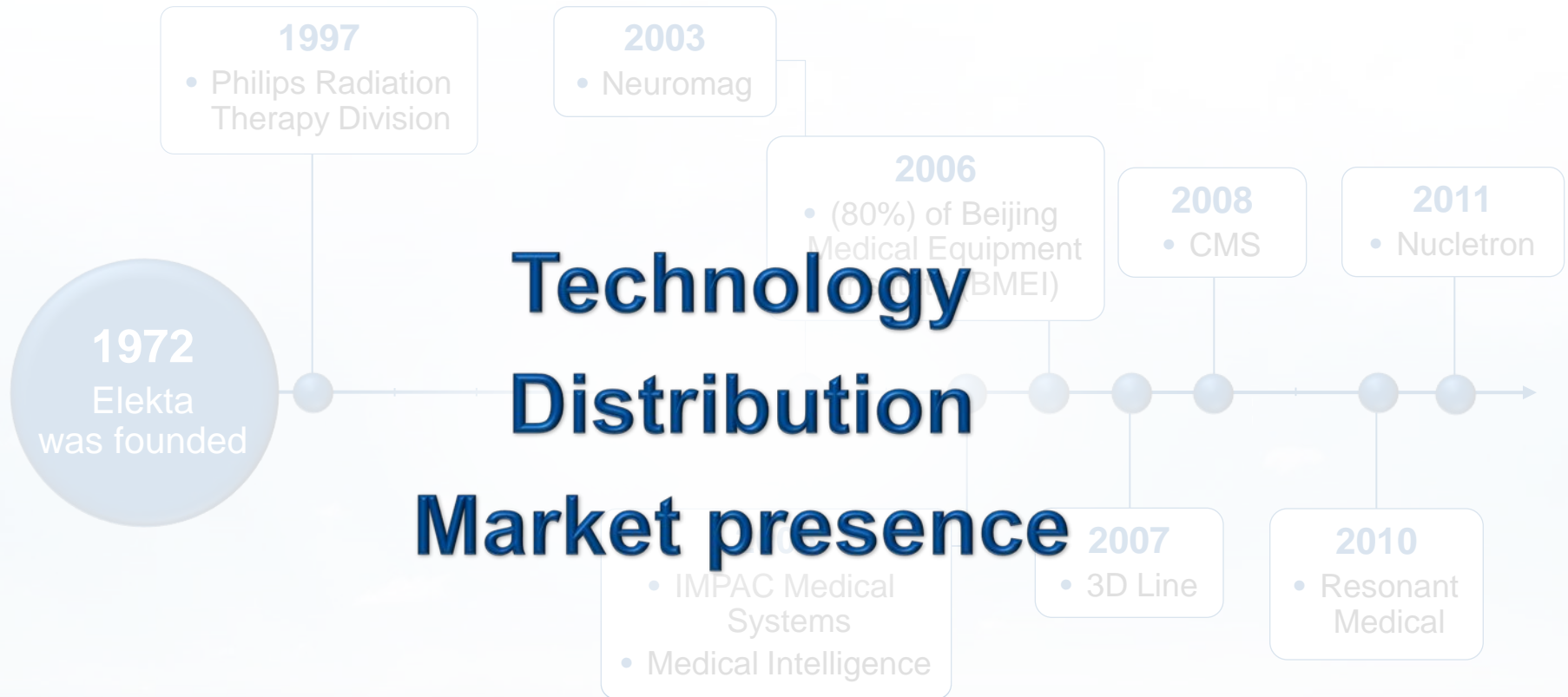
Brazil is significantly expanding cancer care capacity

- Brazil's leading service company mainly for Siemens linear accelerators
- Will grow Elekta's customer base with ~25%
- Forecast to add over USD 6 M to Elekta's net sales for FY 2012/13
- Accretive to EPS already in 2012/13

RADON
SOLUTIONS IN ONCOLOGY SERVICES



Acquisitions add to Elekta's growth



Elektas strategy for sustainable profitable growth

Ambition to grow net sales by more than 50% from 2011/12 to 2014/15*

- Pioneer modern cancer care
- Emerging markets
- Competitor exiting market

Continued strong EBIT growth

- Recurrent revenue growth towards 50% of net sales
- Continued improved efficiency - SG&A reduced from 20%
- Continuously improved EBIT margin
- Normalized working capital





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Financials

Håkan Bergström
CFO



Elektas strategy for sustainable profitable growth

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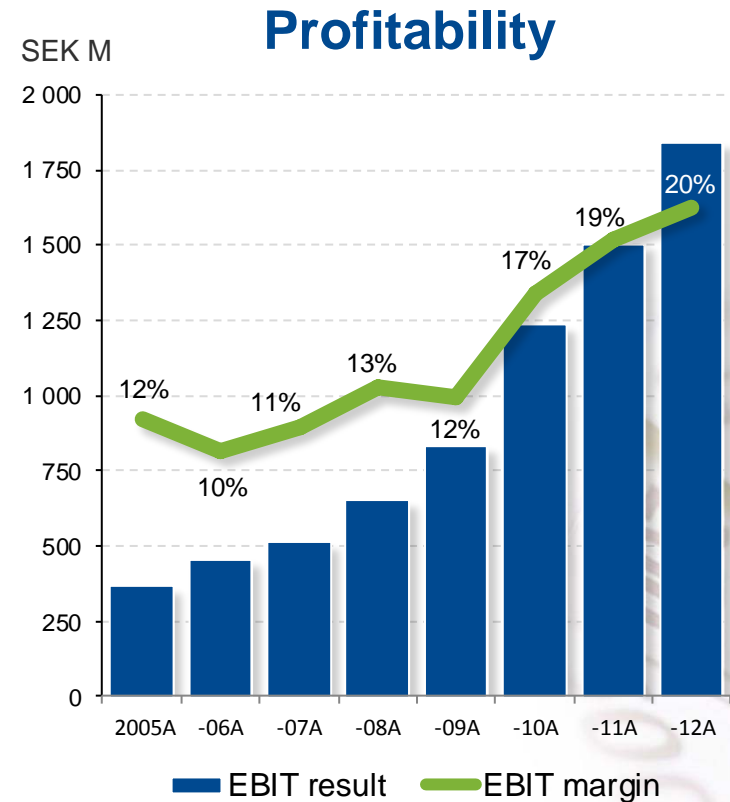
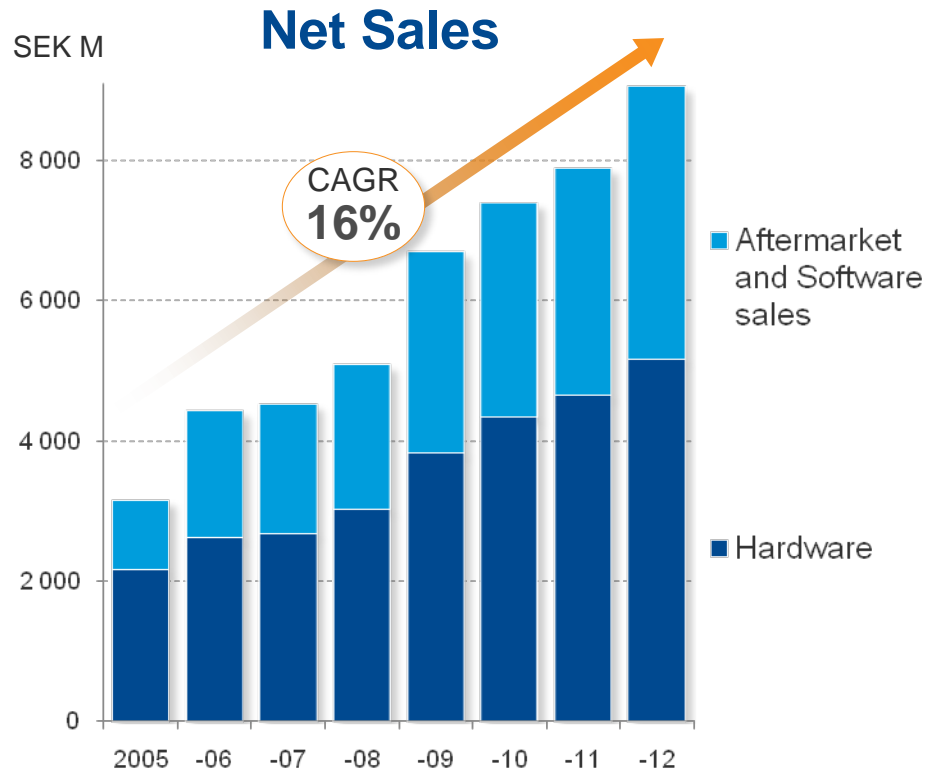
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Strong growth with increased profitability



2011/12 Another record year

- Order bookings up 10%*
 - Strongest growth in Asia Pacific and North and South America
 - Order bookings up 11%* in Q4
 - Elekta is gaining market share
- Net sales grew 18%**
 - Strong deliveries in Q4
 - Nucletron on track – contributed to the growth with 11 percentage points
- EBIT increased with 22%*
 - Operating result of SEK 1,837 M***
 - Operating margin at 20% (19%)
 - Leverage on fixed cost base



*Excluding Nucletron and based on unchanged exchange rates

Based on unchanged exchange rates *Excluding non-recurring items

Improved operational leverage 2011/12

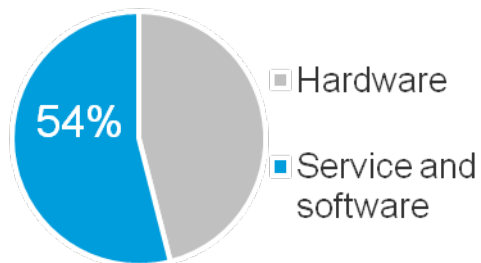
- EBIT improved SEK 435 M (+29%) excluding currency effects.
- Nucletron integration executed according to plan
- Gross margin improved to 46.6% (46.4)
 - + COGS reduction
 - + Service efficiency
 - Geographical expansion
- SG&A as % of sales improved to 20.3% (21.6)
 - + Leverage on higher volumes
 - + Streamlining organization based on deployment of Enterprise IT Systems



Regional overview

North and South America

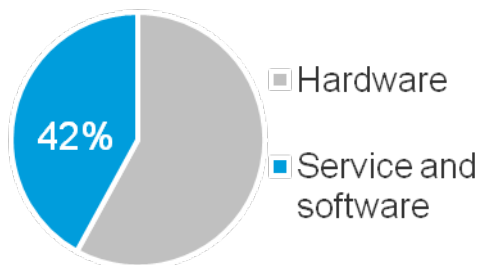
<i>SEK M</i>	<i>Change</i>	May – Apr 2011/12	May – Apr 2010/11
Order bookings	+16%	4,081	3,507
Net sales	+11%	3,122	2,818



- Order bookings grew with 20%* during the fourth quarter and 11%* in fiscal year
- In North America order bookings grew with 13%* in fiscal year
 - Good demand for comprehensive solutions
- Good growth in Latin America in Q4
- Contribution margin was 37% (34) for the fiscal year

Europe, Middle East and Africa

<i>SEK M</i>	<i>Change</i>	May – Apr 2011/12	May – Apr 2010/11
Order bookings	+19%	3,653	3,077
Net sales	+15%	3,206	2,795

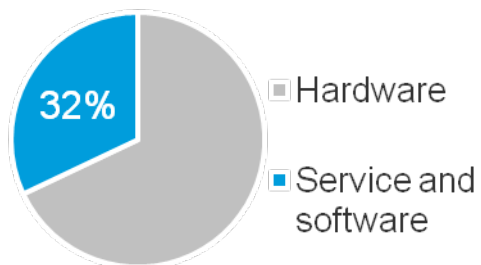


- Order bookings decreased with 8%* (+35%) in Q4, but increased 5%* in fiscal year
- Strong development in Northern Europe, such as Germany and the UK. Weaker in Southern Europe and Northern Africa
- Contribution margin: 35% (33)

Regional overview

Asia Pacific

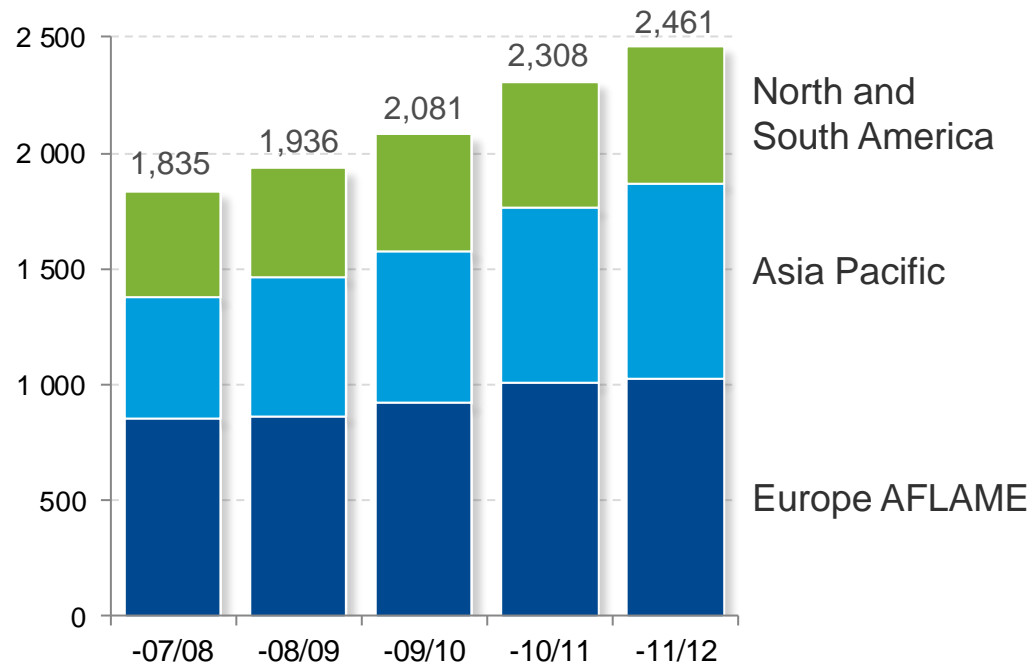
<i>SEK M</i>	<i>Change</i>	May – Apr 2011/12	May – Apr 2010/11
Order bookings	+24%	3,081	2,477
Net sales	+19%	2,720	2,291



- Order bookings increased with 19%* in Q4 and with 14%* in fiscal year
- Strong growth in China and India. Elekta is the market leader in the region.
- Signs of improvements in Japan during H2
- Contribution margin: 32% (32)

Elekta's linac installed base growth: CAGR 8%

No. Installed base



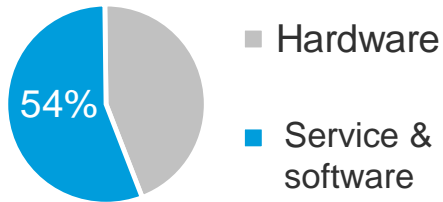
- Europe AFLAME +5% (CAGR)
- Americas +7%
- Asia Pacific +13%



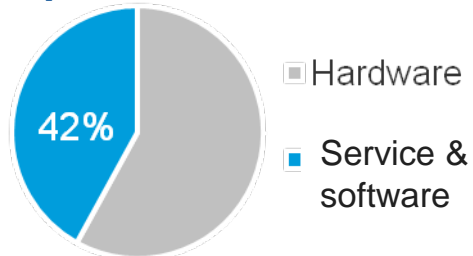
Service and software growing in importance

Key drivers of profitable growth

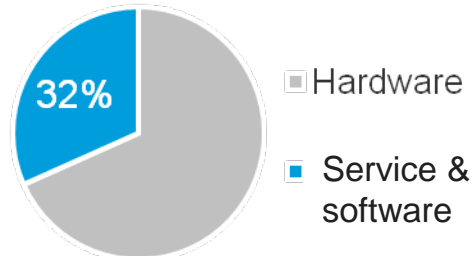
North and South America



Europe, Middle East, Africa



Asia Pacific



Today
43%

Ambition
50%



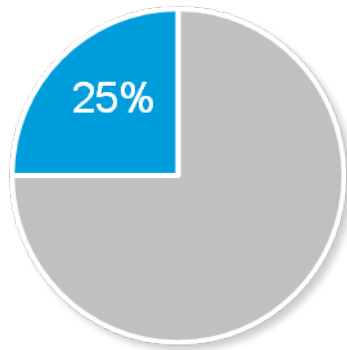
- Updated and expanded service offering – remote services
- Potential for higher share of software on emerging markets

Profitability is linked to share of recurrent revenues

Emerging markets

2011/12

Share of recurrent revenue

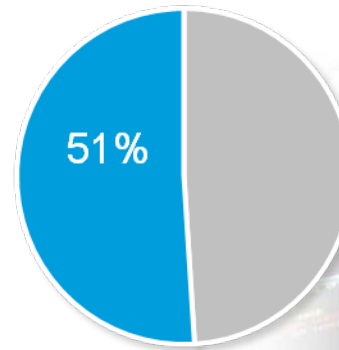


- Hardware
- Service and Software

Contribution margin **30%**

Established markets

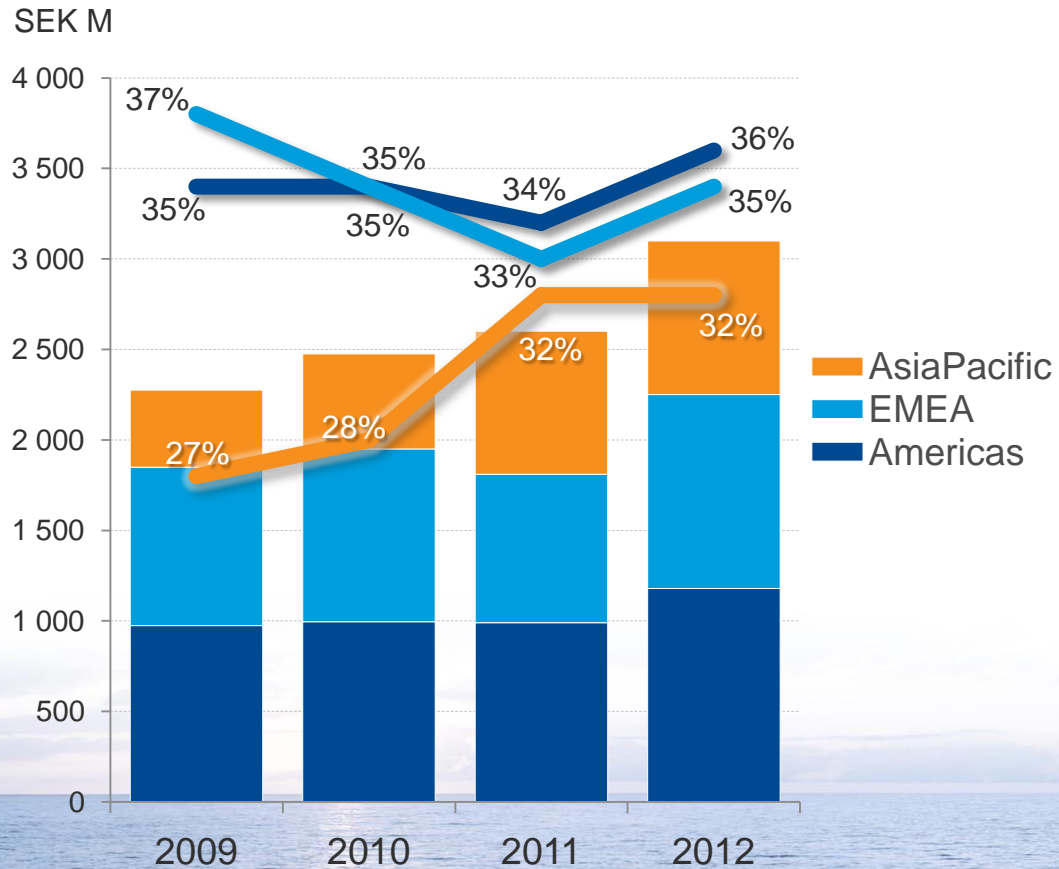
2011/12



Contribution margin **36%**



Contribution margin development



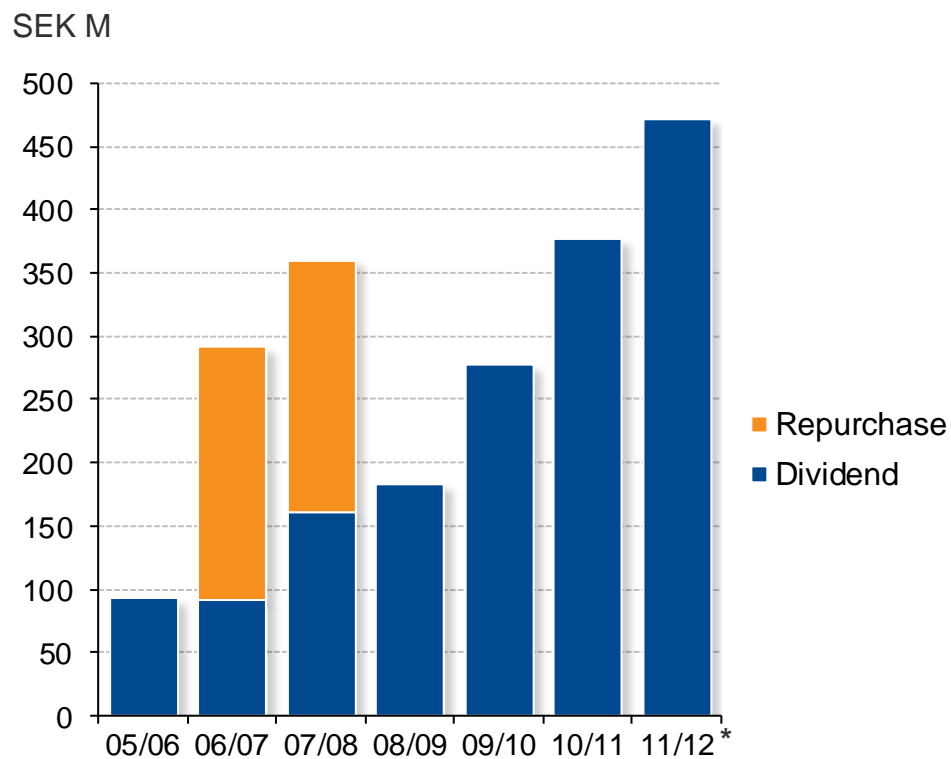
Cash flow

- **In FY 2011/12** cash flow from operating activities amounted to SEK 635 M (840)
- Cash conversion rate at 57% (59) for the fiscal year – excluding SEK 170 M related to Nucletron integration
 - Inventory build-up related to Agility™ launch
 - Growth in emerging markets resulting in increased average project lead time
 - Longer payment terms
- **For FY 2012/13 – improved cash conversion**
 - Cash conversion >70%
 - Tax rate from 28% to 27%



Shareholder distribution

In accordance with the dividend policy, the Board proposes a dividend of SEK 5.00 (4.00) per share for 2011/12, corresponding to approx. SEK 473 M and 39% of net profit



* Proposed dividend for fiscal year 11/12



Outlook fiscal year 2012/13

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the Future Possible*



Outlook for fiscal year 2012/13

- For the fiscal year 2012/13, net sales is expected to grow by more than 15% in local currency, incl. Nucletron
 - Organic growth >10%
- Operating profit in SEK is expected to grow by more than 17%, incl. Nucletron
- Currency is estimated to have a positive effect of about SEK 50 M





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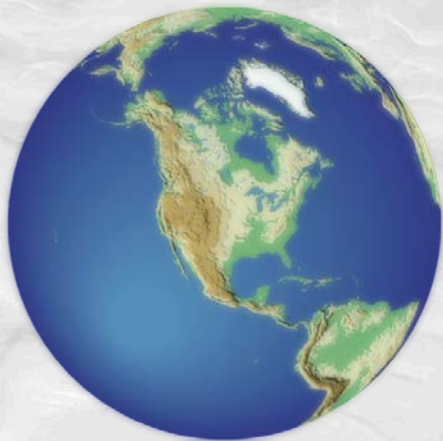
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Region North America

Jay Hoey

Executive Vice President
Region North America



North America is the world's largest market for radiation therapy

North America and the world

- 7% of worlds' population
- 30% of the world's linear accelerators

United States

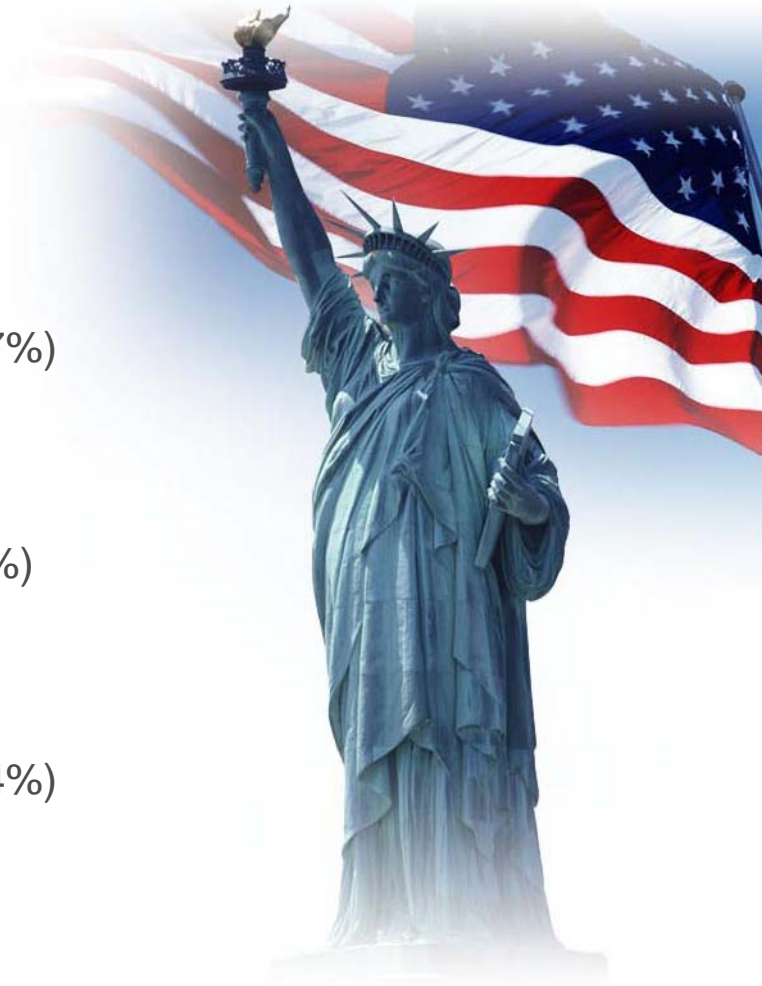
- Population: 314 M, cancer incidence: 1,5 M (~0.47%)
- ~63% receive radiation therapy

Canada

- Population: 36 M, cancer incidence: 0.2 M (~0.51%)
- ~ 32% receive radiation therapy

Mexico

- Population: 113 M, cancer incidence: 0.2 M (~0.14%)
- Small percentage receive radiation therapy



North America market dynamics

Mexico

Radiation therapy private/public sector

- ~70% government and ~30% Private
- Government has IMSS, ISSTEE, and Institutes of Oncology
- Private Sector - ~150 Hospitals (10% have linacs)

Factors driving demand

- Government initiatives for expanding RT, private sector expansion into RT, Patients demand for RT locally

Cobalt versus linacs

- ~ 28 cobalt units and ~ 60 linacs installed

Elekta's challenges/strategy

- Cost of ownership, Financing/Payment terms, and Clinical training of staff

Largest indications

- Breast, Head and Neck, Lung, Prostate, Skin



North America market dynamics

Canada

Radiation therapy both a growth and a replacement market

- 33% growth in linear accelerators in Ontario, Quebec and British Columbia since 2000
- Planned expansions across the country – external beam, brachytherapy and neuro oncology
- Linear accelerators replaced as part of government Health Agency replacement cycles (10-12 years for linacs)

Top 3 Best Cancer outcomes in the World

- Evidence Based Guideline culture – procedures and capital decision making aligned with evidence (system/patient efficacy)

Canadian Radiation market conditions

- Access when referred is no longer an issue – 7 of 10 provinces now meet wait time standards
- Low referral to radiation compared to other markets – lowest radiation utilization in the G8 (32% of patients access; Government goal of 48%)



North America market dynamics

United States

Radiation therapy a replacement market

- ~ 80% of linacs are replacement machines

Multiple factors drive demand

- Higher cancer incidence with age/population
- Equipment age (large installed base = large replacement market)
- New technology (SRS/SRT, VMAT, AT)
- Private center consolidation

Affordable Health Act impact uncertain

- HITECH act increases demand for sw and services
- Uncertain reimbursement increases risks
- Efficiency-enhancing technology drives purchases

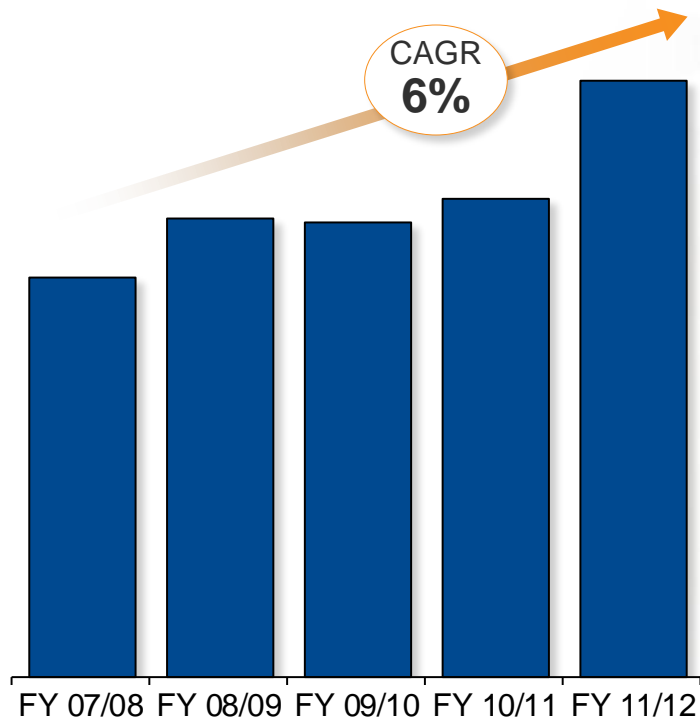
Largest indications

- Breast 24%, prostate 18%, lung 14% (IMV 2011)



Elekta growth in declining US market (years 2008 – 2010)

North America, organic growth

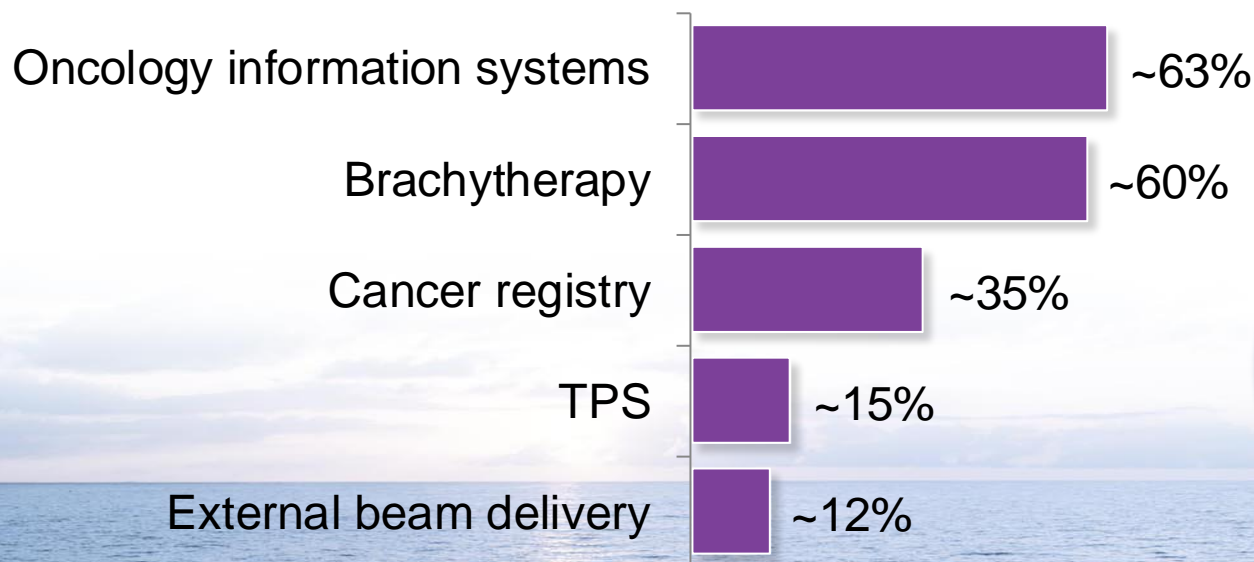


Organic growth: 9% incl. Nucletron

Elekta North America installed base landscape

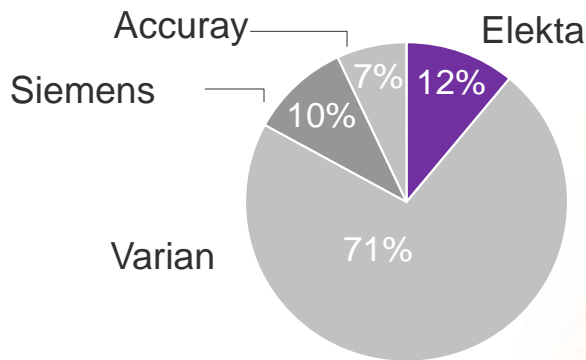
Elekta's balanced product mix in North America is contributing to good top/bottom line performance:

Market share of installed base

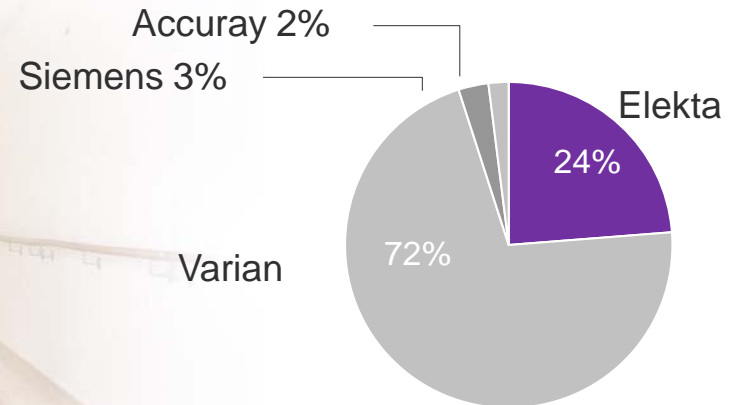


Elekta North America is gaining market share

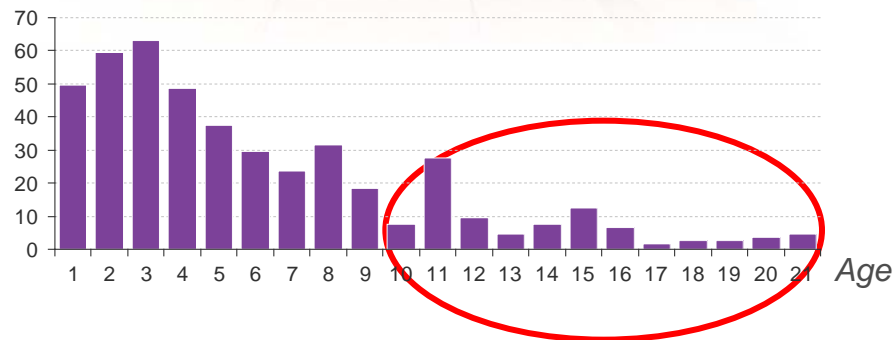
Market share - installed base (FY11/12)



Market share – new orders (FY11/12) Management Analysis



Elekta's installed base, age



Elekta is NA market leader in brachytherapy

- Market leader in North American brachytherapy with large installed base (>60% market share)
- Large set of common customers (~500)
- Opportunities in brachytherapy software sales
- HDR as boost to shorten fractionation growing in popularity
- Good opportunities for new centers to adopt brachy; Afterloader penetration approx. 40%. Of RT centers
- Completes our RTP portfolio; One more member of a well-balanced product mix



Elekta is NA market leader in oncology information systems

Leverage “stickiness” of software solutions:

- HIT/EMR connectivity, imaging connectivity, delivery equipment connectivity, outcomes analysis, reporting, user-created “add-ons”

Leverage open systems:

- > 98% of centers with Elekta/Siemens linacs use Elekta ROIS
- > 45% of centers with Varian linacs use Elekta ROIS

Leverage “large systems” capability:

- Large cancer patient population management
- Multi-site, geographically dispersed Tx centers



Customer and patient focus is key to NA success

Example of recently won customer contract



Advancing Cancer Care in America

- Network of over 100 RO clinics in US
- Standardize on Elekta's MOSAIQ® Oncology Information System (OIS)
- Conversion of OIS systems from other vendors
- 5 Elekta Infinity™ linear accelerators included in the contract



Elekta education & support is key to NA success

Elekta Awards & Industry Rankings

**MDBuyline ranks Elekta #1
vendor in 2010 & 2011**

md buyline

Highest overall composite
rankings for four categories:

- Linear Accelerators
- Stereotactic Radiosurgery
- Oncology Information Systems
- Treatment Planning Systems

**MICCAI 2010 awards ABAS®
two first place honors**

MICCAI

Head & Neck Autosegmentation
EMPIRE10 – registration algorithms

**KLAS recognizes Elekta with
critical awards & rankings
in 2012, 2011, 2010**



Elekta Leksell Gamma Knife Perfexion®
Best of KLAS 2012 & 2011
Medical devices / Radiation Oncology

Elekta MOSAIQ®
Best of KLAS 2011 Oncology Systems*



**Elekta Leksell Gamma Knife
Perfexion - #1; Elekta Infinity #2; XiO #3'**

Elekta MOSAIQ
#1 in oncology category

Elekta MOSAIQ®
#1 2010 Oncology IT

**Black Book honors Elekta
with top 2011 rankings**



Elekta - Top Honors Overall 2011**
End-to-End Comprehensive Electronic
Medical Records Software
Oncology / Hematology

*2011 is the first year for Best in KLAS oncology award

**2011 is the first year Black Book has ranked oncology – Elekta scored #1 in 13 of 18 categories

Elekta North America going forward...

Installed base

- Enhance service excellence:
 - Most recent MD BUYLINE/KLASS reports rank Elekta #1
- Provide advanced solutions:
 - Streamlined workflow = higher efficiency
 - Advanced treatments = higher effectiveness
- Expand consulting solutions:
 - Meaningful use, process re-engineering

SRS/SRT solutions

- Elekta well positioned via SRS/SRT expertise
- Leksell Gamma Knife® performance & reputation

Brachytherapy solutions

- Expand tx delivery solutions for more indications

Siemens opportunity

- ROIS and linacs

Software leadership

- New software applications for existing customers





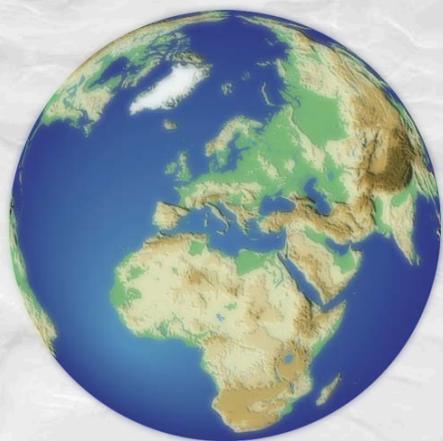
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*Human Care Makes
the Future Possible*



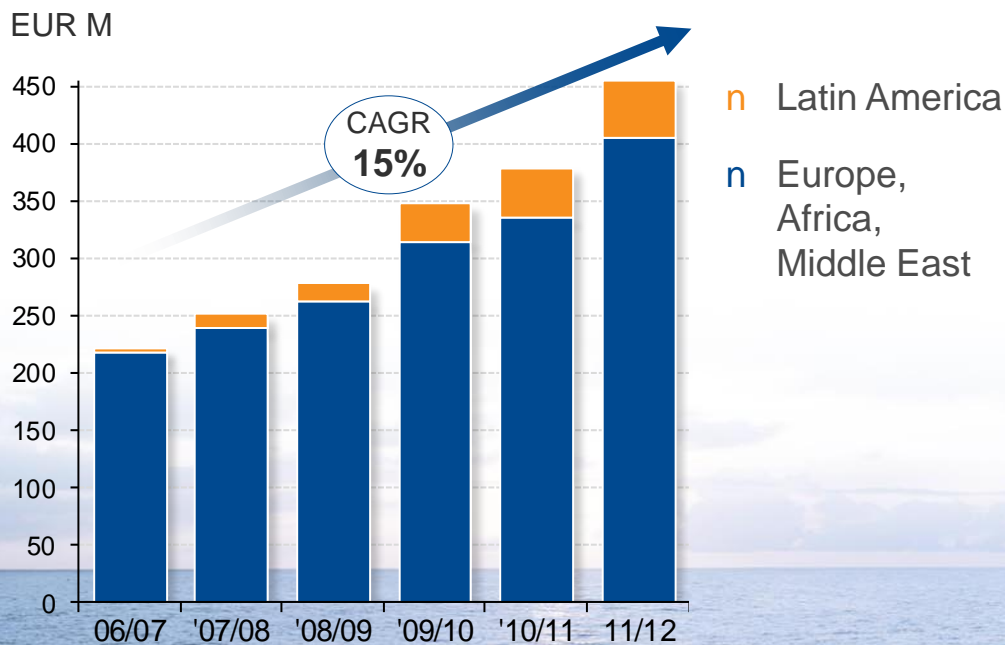
Region Europe & AFLAME

Tomas Puusepp
CEO

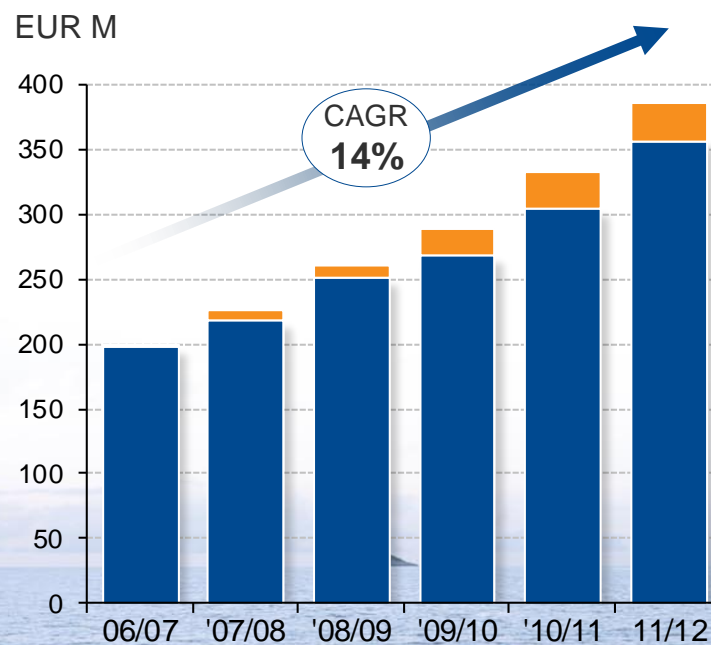


The region has shown strong growth during the last six years

Order development



Sales development

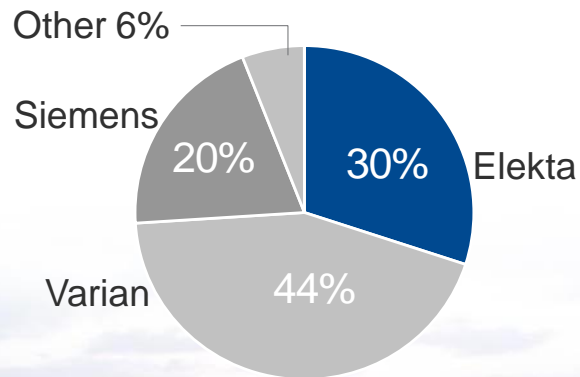


Excl. Nucletron CAGR is 12% (orders) and 11% respectively (sales)

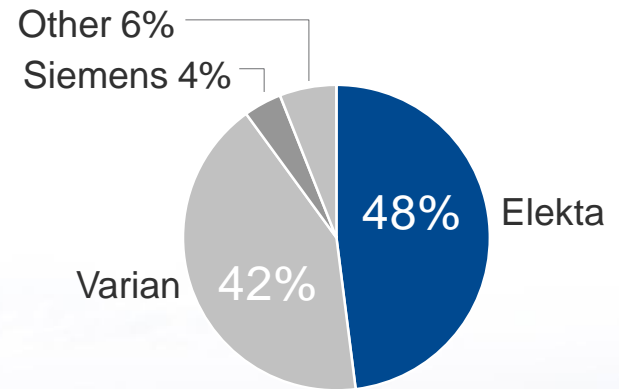
Region Europe & AFLAME

Linac market share of installed base and order intake

Share of installed base 11/12



Share of order intake FY11/12



Market share gain in both mature and emerging markets

Customer and patient focus is key to our success

Examples of recently won customer contract



National Health Service, UK

- Increasing demand and aging installed base of linacs in UK
- Order of 10 Elekta Synergy[®] linear accelerators and service
- Planned to be delivered within 18 months
- Option to upgrade to Agility[™] MLC



Market dynamics by key markets

Western Europe

- Mainly replacement business
- After sales and service increasingly important

Eastern Europe

- Russia important market
- Growing interest for oncology and neuro in Central Asia
- Distributors in many markets

Middle East

- Dependency on oil price
- Low linac penetration
- Challenging regulatory environment

Latin America

- Growing installed base
- Government initiatives to expand cancer care

Africa

- Main potential in Maghreb, South Africa and Nigeria
- Immature market full of opportunity

Recent market trends

Country-specific initiatives/cancer investment programs

Russia

- Elekta is no.1 in new sales and installed base
- Five-year National Oncology program, started in 2009. 10-15 clinics are equipped every year
- Regional authorities funding 2-4 new RT centers per year
- Elekta is investing in training and education



Brazil

- Comprehensive cancer care as standard
- 500,000 patients per linac determined by Ministry of Health
- Public RT reimbursement has increased 94% in Brazil
- New Ministry of Health program under review – up to 80 new linacs



Europe and AFLAME – priorities going forward

- Expansion on growing markets in Northern Europe
- Replacements and aftermarket revenues in Southern Europe
- Continue to invest ahead of curve in emerging markets
- Siemens conversions
- Agility™ upgrade



Elekta is European market leader in brachytherapy

- Market leader in Europe with large installed base (>60% market share)
- Vast majority of European Key Opinion Leaders chooses Nucletron solutions for Brachytherapy
- Cross selling opportunities in Elekta's installed base
- Nucletron is dominant Brachytherapy provider in Siemens installed base
- Brachytherapy is an affordable entry to radiation therapy in new markets
- New innovative platform Flexitron offers strong opportunities for premium selling, also for Elekta Linacs



Product development through collaboration

- Recently signed strategic alliance with The Netherlands Cancer Institute-Antoni van Leeuwenhoek Hospital
- NKI/AVL will become a reference and beta test site for Elekta
- NKI/AVL and Elekta will work on a number of specific projects under this agreement
 - Enhanced imaging
 - Agility™ Neuroscience





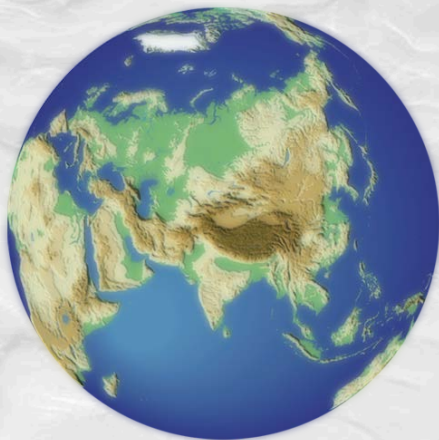
Capital Markets Day
June 19 in Stockholm



ELEKTA



*Human Care Makes
the Future Possible*



Region Asia Pacific

Gilbert Wai

Executive Vice President
Asia Pacific



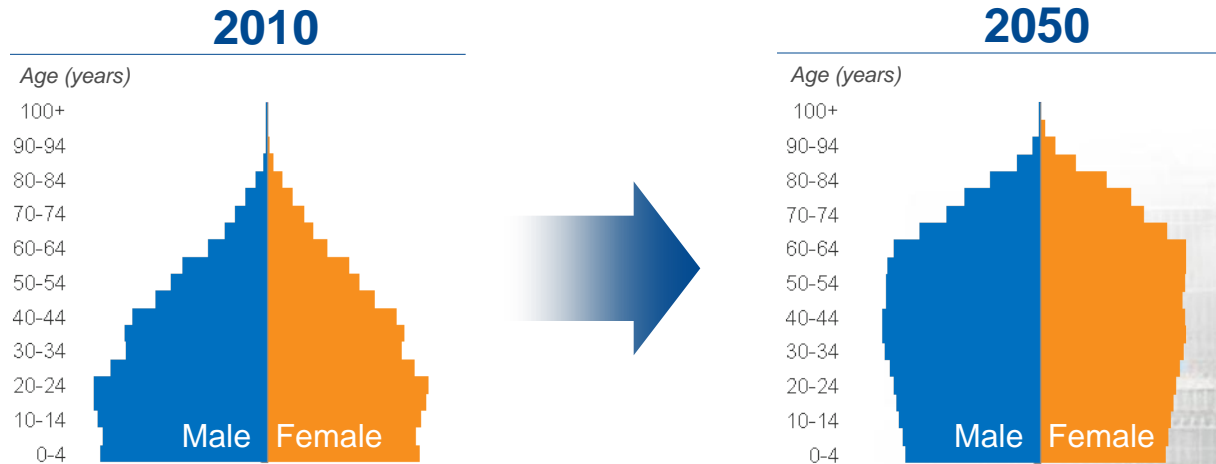
Elekta is market leader in region Asia Pacific



- Almost 60% of the world population but less than 30% of the linacs
- Approx. 2,100 radiation oncology facilities across the region with almost 3,000 linacs
- High investment in new radiation therapy centers
- Elekta Asia Pacific have around 500 employees and serves 15 major markets across the region
- Elekta is no. 1 in the region
- Seven direct operations plus a network of distributors in other markets

Solid underlying growth drivers

Asia – distribution of population

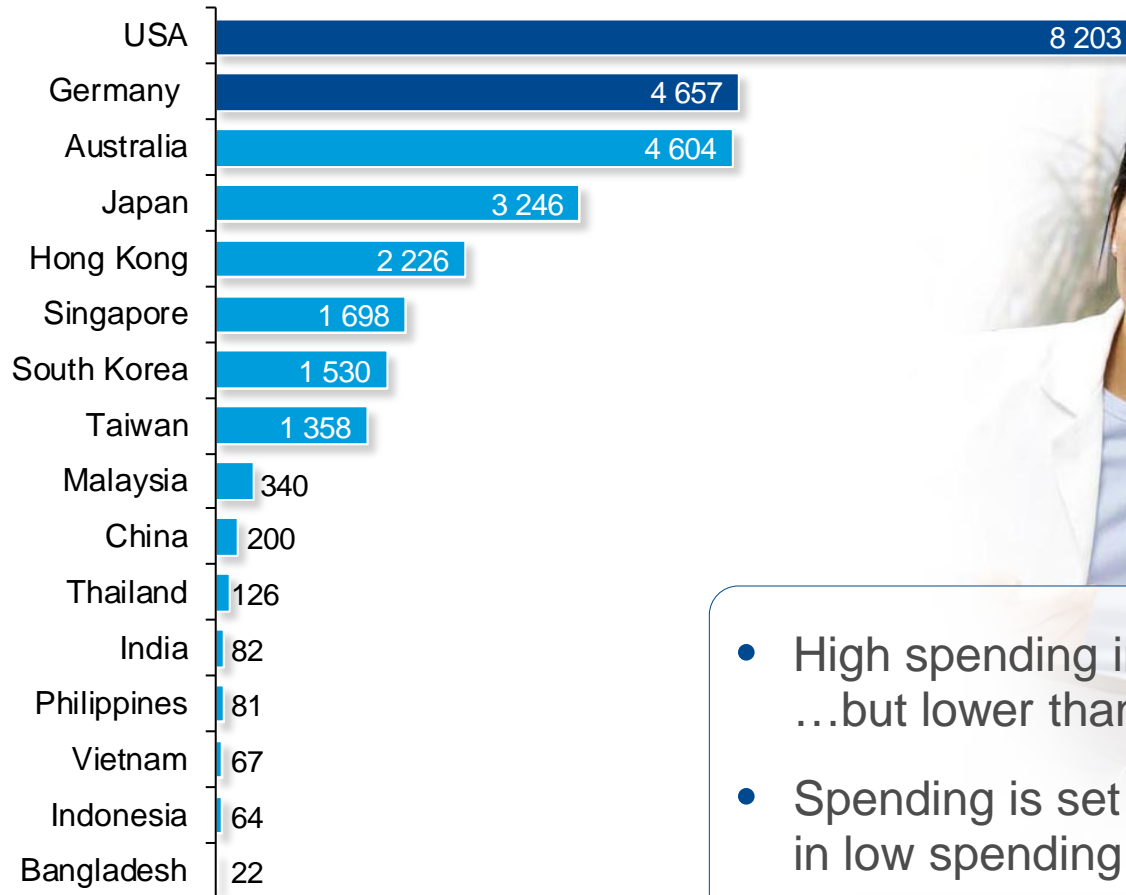


- Aging population – driving cancer incidence
- Improving diagnostics
- Awareness about cancer – training and education
- Government-sponsored health care programs
- Radiation therapy - significantly cheaper than surgery and chemotherapy



Asia Pacific

Health expenditure per capita (USD)

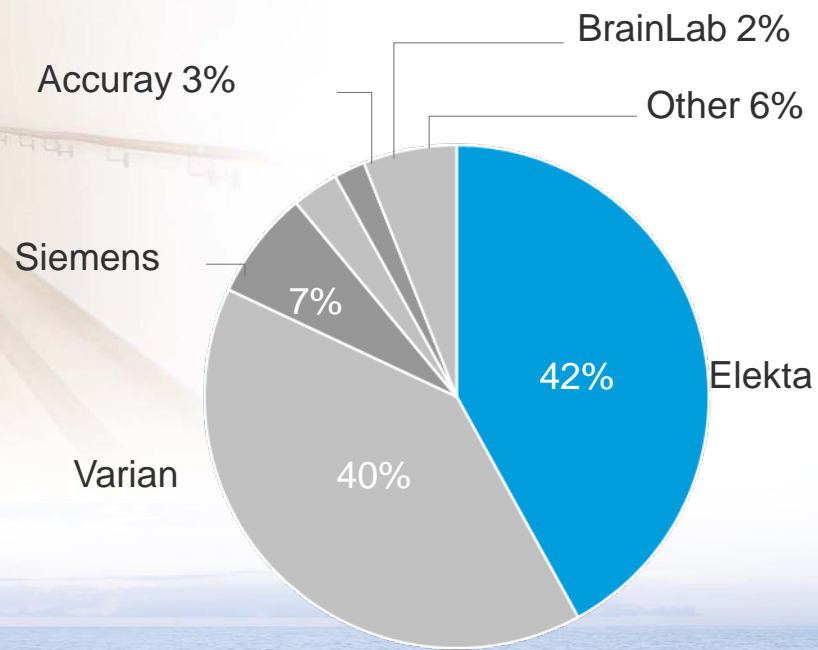


- High spending in the top markets ...but lower than USA and Germany
- Spending is set to grow significantly in low spending markets

Elekta is No. 1 in terms of new orders



Total market share
New Order 11/12



Elekta's market position

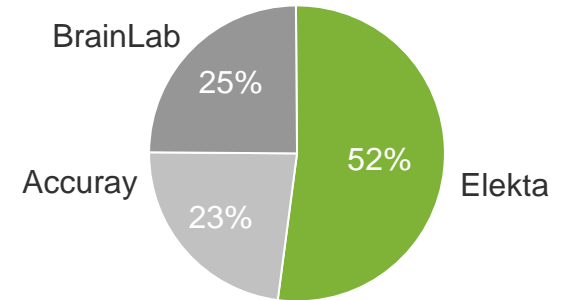
Leksell Gamma Knife[®]

Asia Pacific installed base
– 114 units whereof 32% Perfexion™

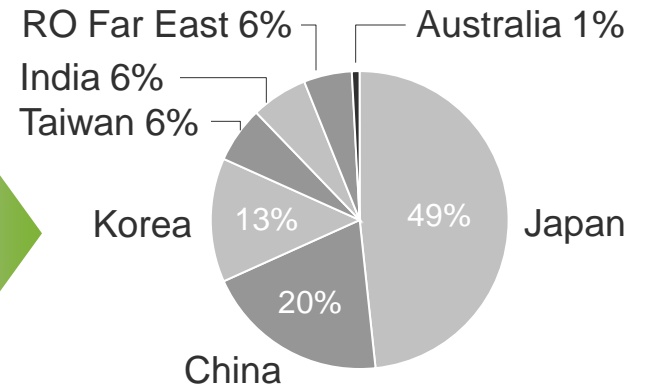


Great opportunity for upgrade to Perfexion™
Developing fast growing market, i.e. China, India

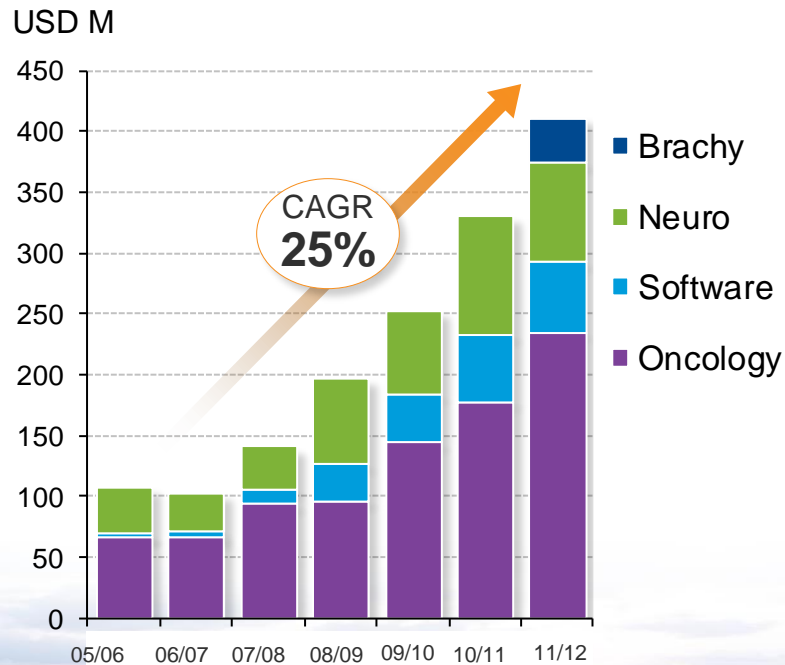
SRS/SRT Market share



Leksell Gamma Knife



Strong financial performance in Asia Pacific



Success factors

- Early establishment e.g. in China since 1982
- Build up strong local organization with local talent – China, India, Australia
- Strategic investment in
 - R&D, manufacturing and sourcing
 - Talent – leadership development, campus hiring
 - Education and training

Priorities for Asia Pacific

- Develop infrastructure to support the entire region including training and education
- Adapted range of solutions to suit all market needs
- Expand software and service business
- Capture full Siemens opportunity
- Accelerate SRS segment



Accessibility- education and training overview

Elekta training facilities



● Elekta classrooms

Sydney, Australia
Beijing, China
Shanghai, China
Chennai, India (Nucletron)
Tokyo, Japan

● Elekta linac facilities

EBMEI, Beijing, China
Zhouzhou Hospital, China
TMSC Nasu facility, Japan (Toshiba)

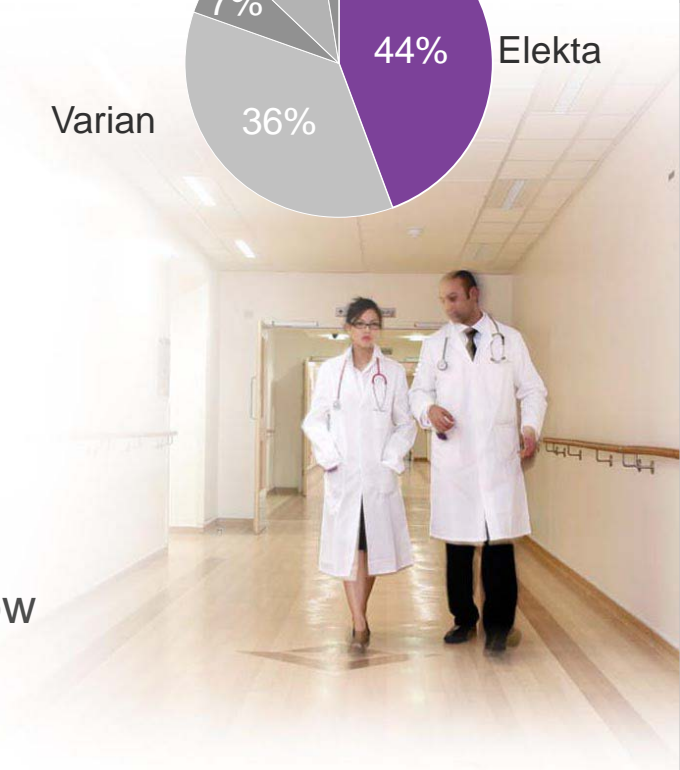
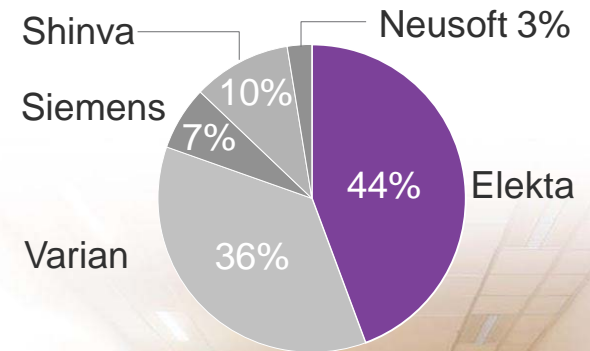
● Customer training facilities

17 potential institutes

China – good growth expected

- Elekta has a **No. 1** position in oncology and well positioned to maintain market leadership
- Third largest medical device market in the world- domestic manufacturers in low technology sector
- Continued strong growth as country strives to deliver improved health care
- Availability of skilled staff and cancer center licensing remains a limiting factor. In 2011/12 Elekta delivered >3,000
- Increasing demand for software to improve workflow and balance the high volume of patient treatments

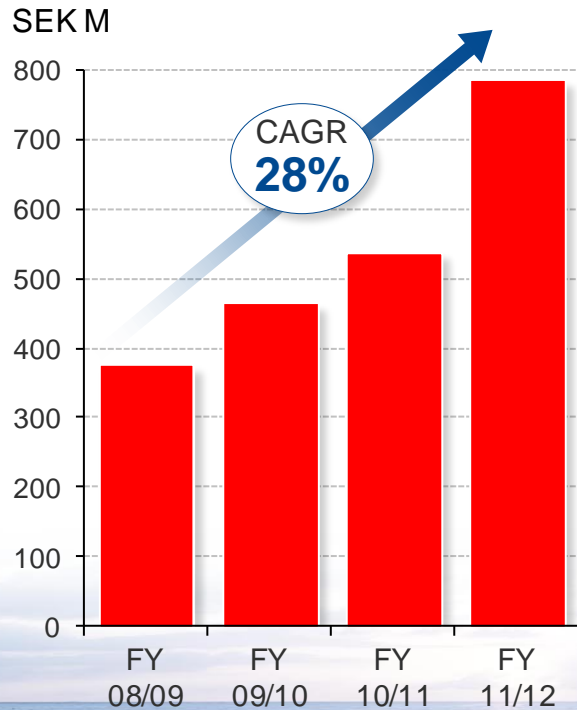
General market share



Elekta in China - great success

Now 3rd largest country in Elekta

Net sales



7 of 10

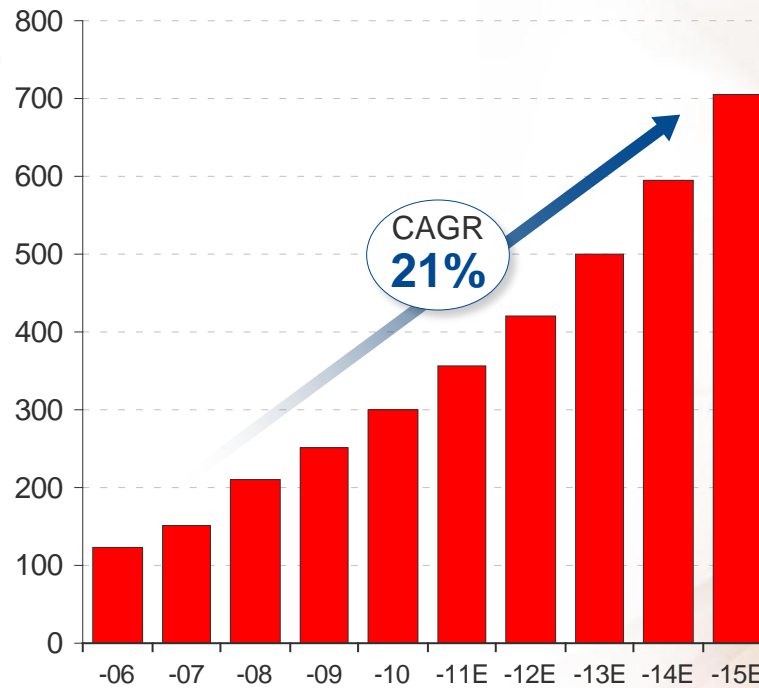
Top clinics have Elekta equipment

China

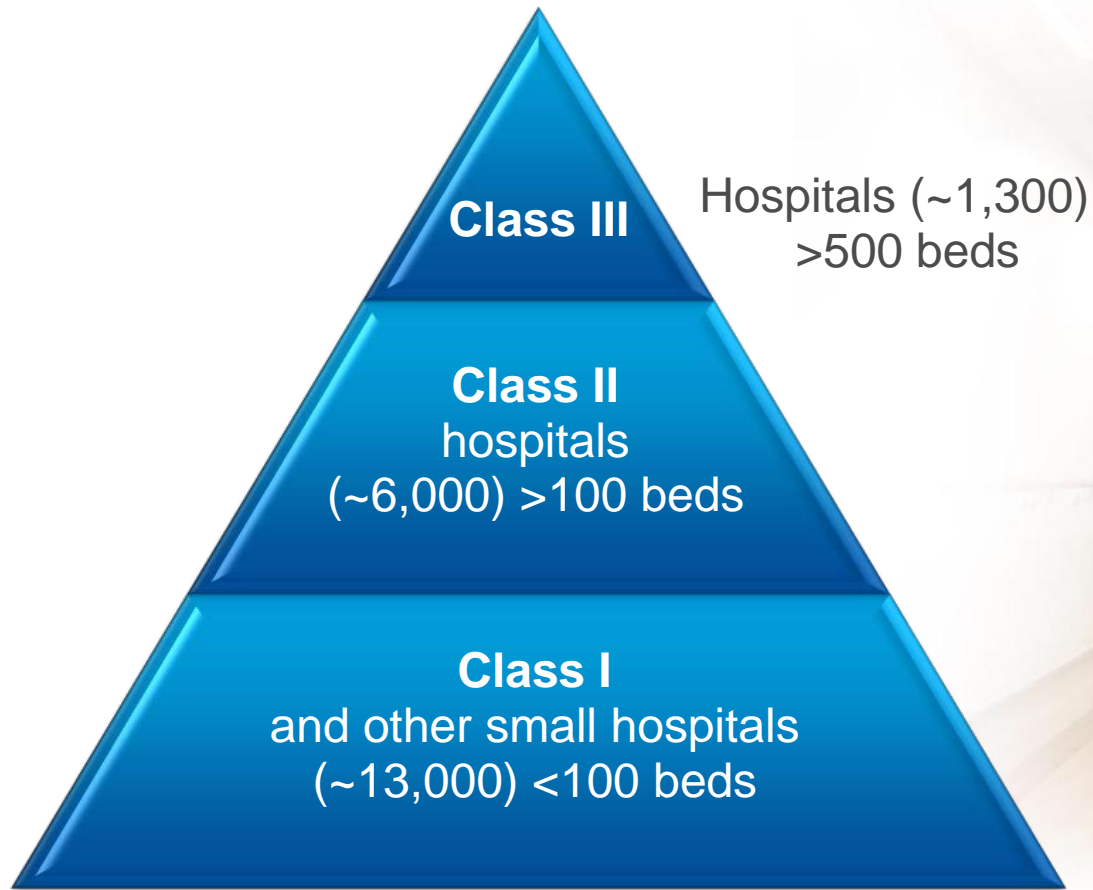
Total annual health care expenditure 2006 - 2015E



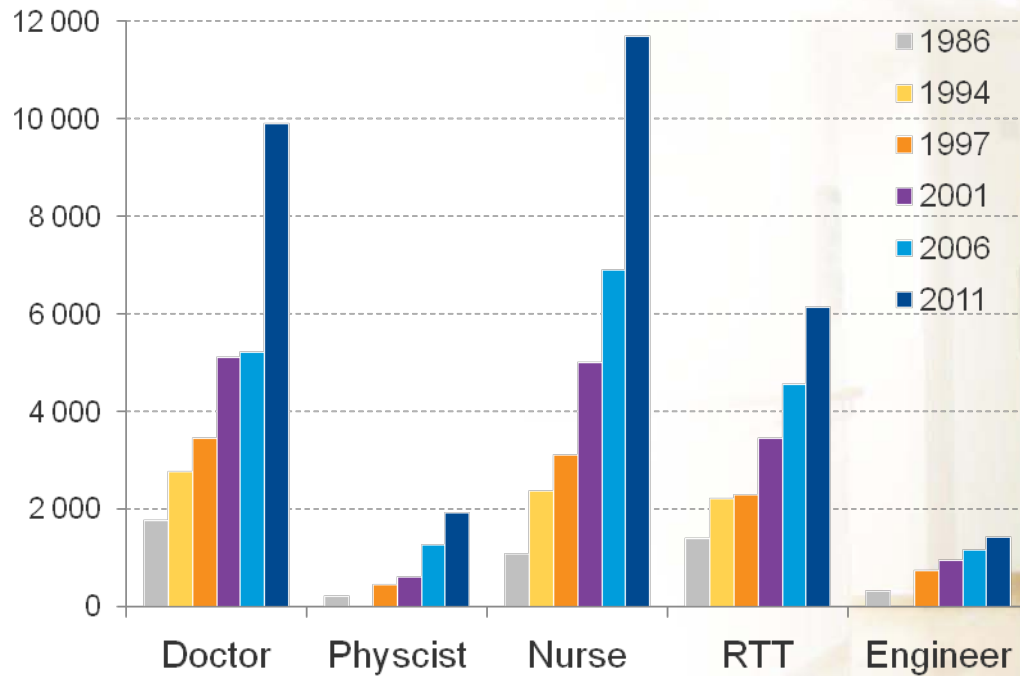
USD bn



Hospital structure in China



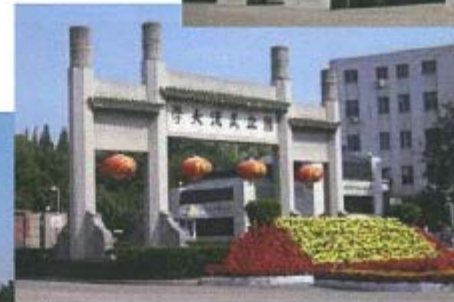
Need of training and education in China



Education and collaboration support to key universities

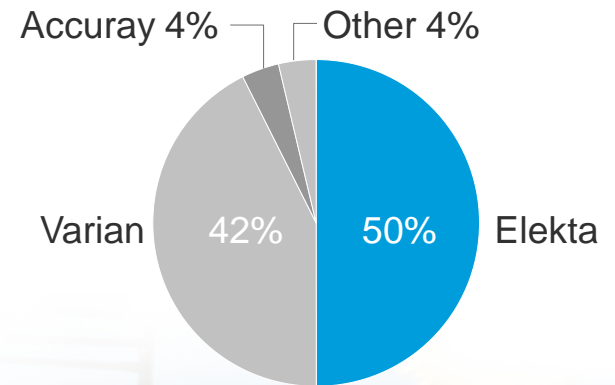
The selected Universities:

- Tsinghua University
- Wuhan University
- Tianjing University



Market dynamics - India

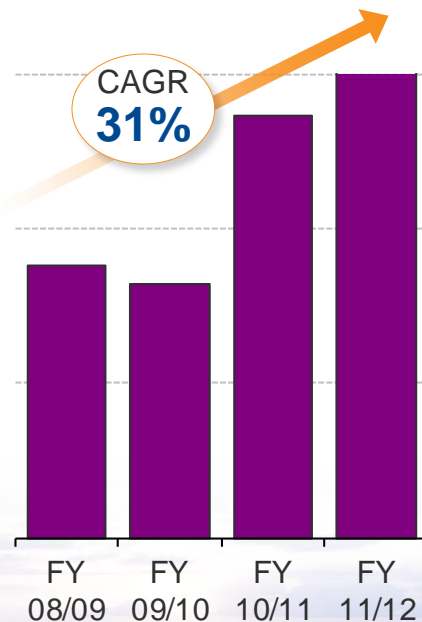
- Growth in Indian market is expected to be significant over the next years
- Elekta achieved 46% (29% excl. Nucletron) growth in order bookings 2011/12
- Standard of treatment continues to improve across region but still restrained by lack of skilled staff and finance
- Highly competitive market where demand for latest technology is acute



Elekta in India - strengthened positions



Elekta India, net sales



Elekta's rapidly growing strength in oncology

- Growing perception of Elekta as a better service provider
- Entry into key strategic accounts: Major Cancer Hospitals, Corporate Groups and Oncology Franchises

The private sector is dominant

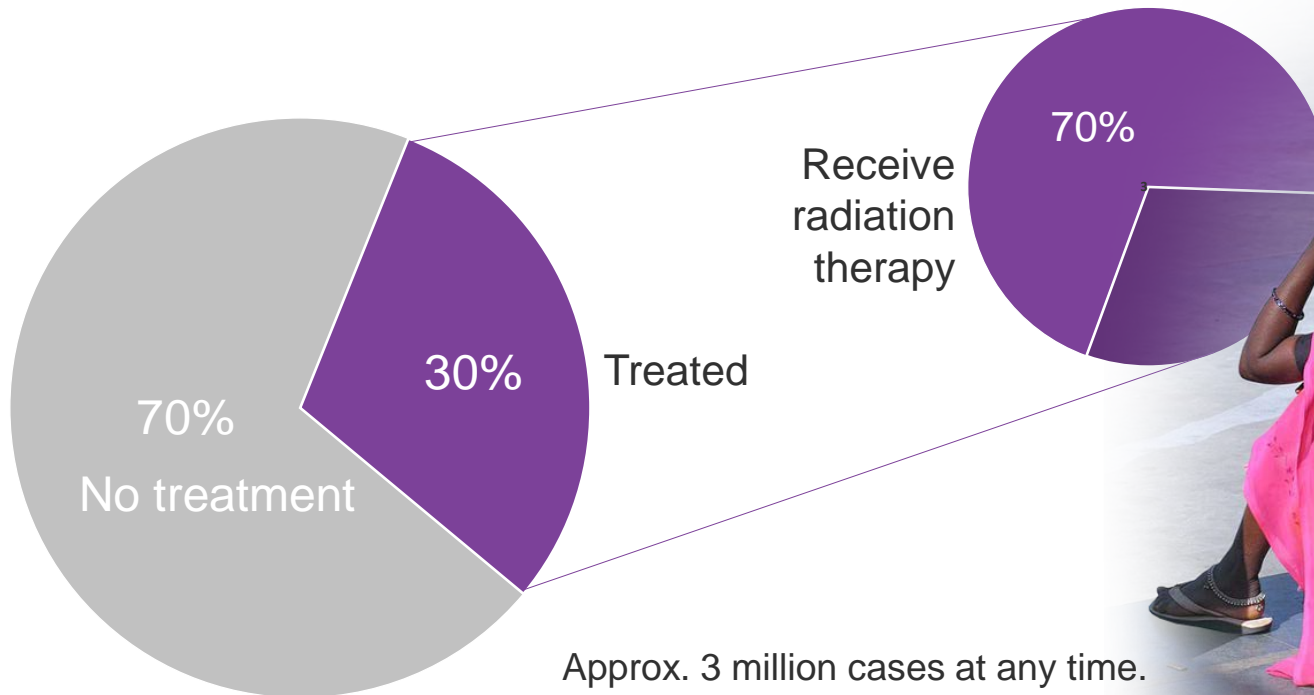
Private health care

- Approx. 4.3% of GDP
- 80% of medical expenses are out of pocket
- Targeting the rich, middle and lower middle classes
- Indian health care growth at CAGR of 15%
- 90% from private sector
- Growth in medical tourism, USD 2 bn by 2012



Cancer incidence - treatment in India

Approximately 960,000 new cases identified annually



Approx. 3 million cases at any time.
Of the 30% who receive treatment
a high percentage receive RT because
patients often present in late stages.

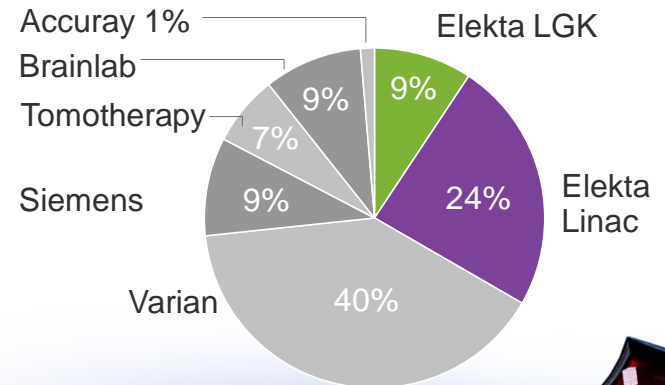


Japan – starting to grow

- Second largest device market globally with highly complex regulatory environment
- High installed base drives large replacement market
- Elekta dominates in neuroscience and treatment planning
- Distribution agreement with Toshiba successfully replacing Siemens installed base
- Elekta achieved 8% growth in order bookings 2011/12

Japan Market Share FY11/12

Treatment delivery devices (incl. LGK)



Success factors going forward

Continue to drive growth in oncology

Continue to expand with Leksell Gamma Knife®

Expansion of software and aftermarket services

Accelerate brachytherapy success with organic growth and market expansion initiatives

Drive awareness through education/training and promotion





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