

Elekta Capital Markets Day

23 September 2013, Atlanta



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.

Elekta Capital Markets Day

09:00	Innovation • Growth	Tomas Puusepp, <i>President and CEO</i>
09:15	Radiation Oncology	Professor Frederik Wenz
09:45	Elekta Oncology	Dee Mathieson, <i>Senior Vice President</i> Kevin Brown, <i>Global Vice President</i> <i>Scientific Research</i>
10:00	Elekta Software	Todd Powell, <i>Executive Vice President</i>
10:10	<i>Q&A and Coffee</i>	
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10:35	Leksell Gamma Knife®	Professor Dheerendra Prasad
10:55	Elekta Brachytherapy	John Lapré, <i>Executive Vice President</i>
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11:30	Concluding remarks, Q&A	Tomas Puusepp, <i>President and CEO</i>



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*

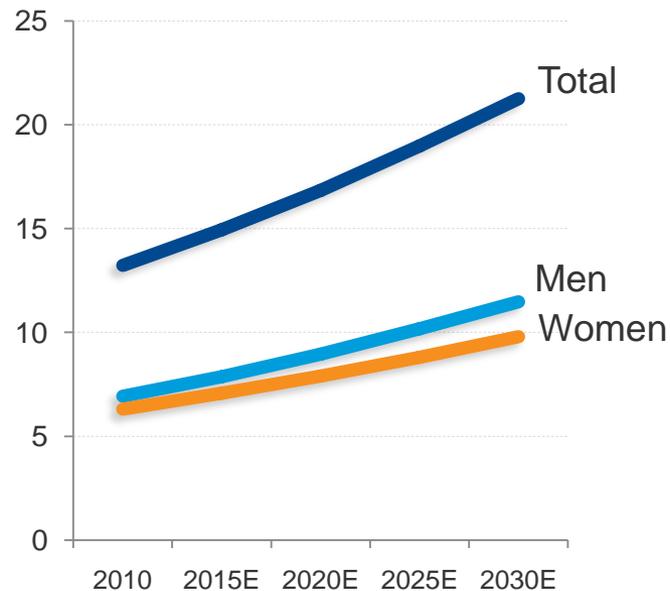


**Research project, not a product for sale.*

21 million new cancer cases per year by 2030

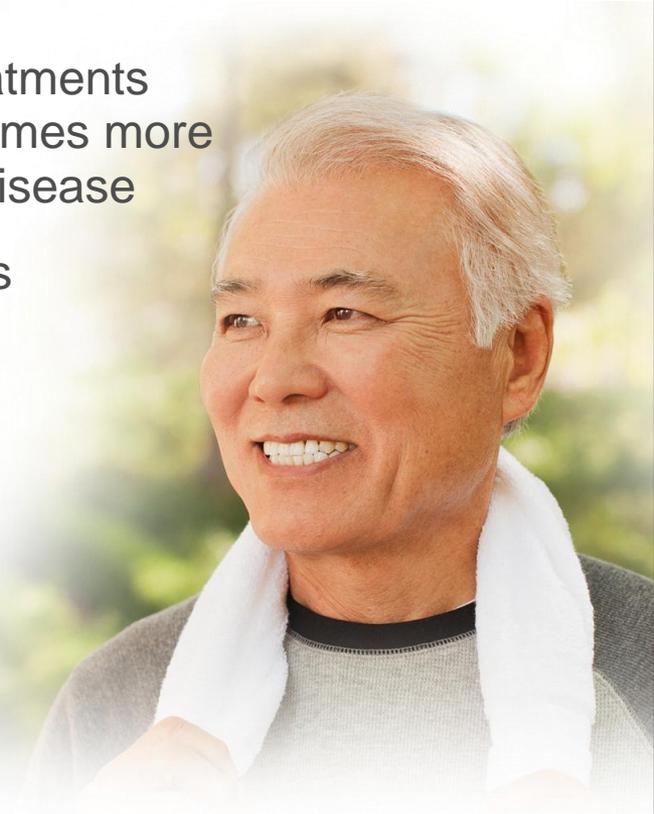
Number of new cancer cases

Millions



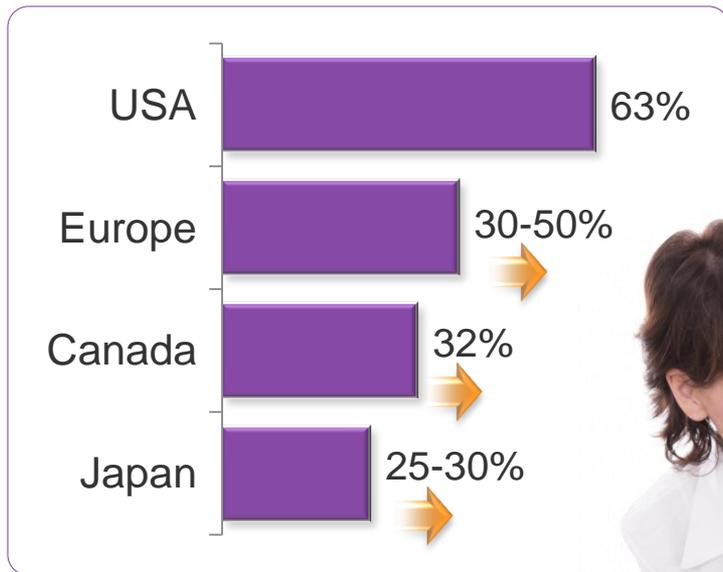
Increasing population living with cancer

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

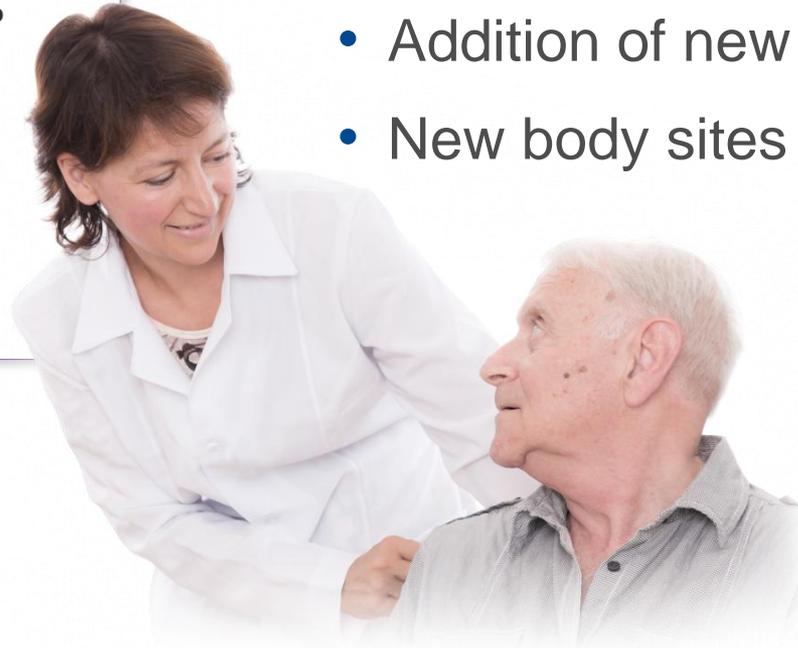


>50% of cancer patients to receive radiation therapy in established markets

Share of cancer patients receiving radiation therapy today



- 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®

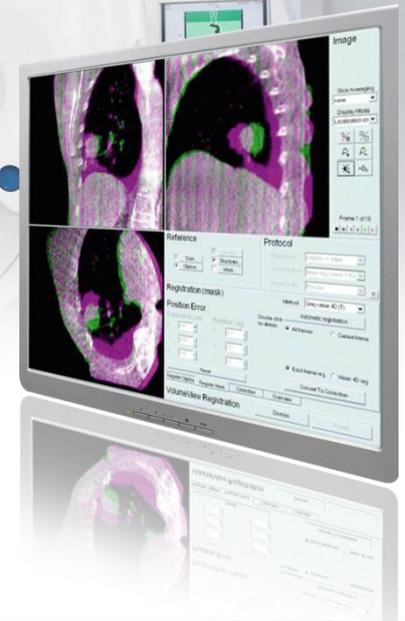


Versa HD™



Monaco® 5.0

XVI 5.0



Grand opening of Elekta Learning and Innovation Center



- Role model for Elekta's global education and training program

LiNC Learning and
Innovation Center
Elekta

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*





Elekta Oncology

Versa HD™

Dee Mathieson
Senior Vice President
Oncology Business Line Management

*Human Care Makes
the Future Possible*

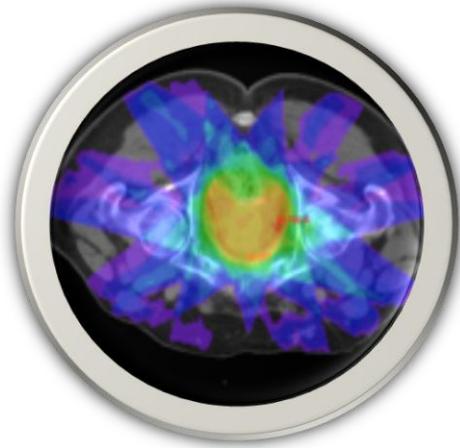


Exceeding expectations



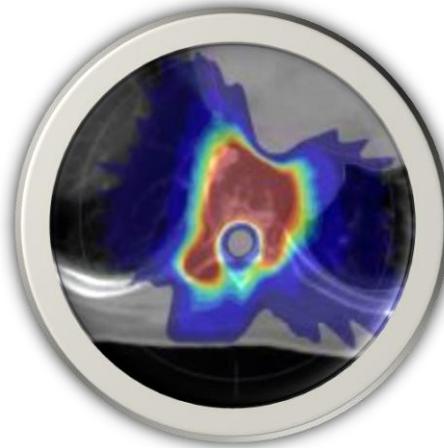
Versa HD™
shipped to 13
countries

Versatility



**Conventional
radiotherapy**

+



**Advanced stereotactic
precision**

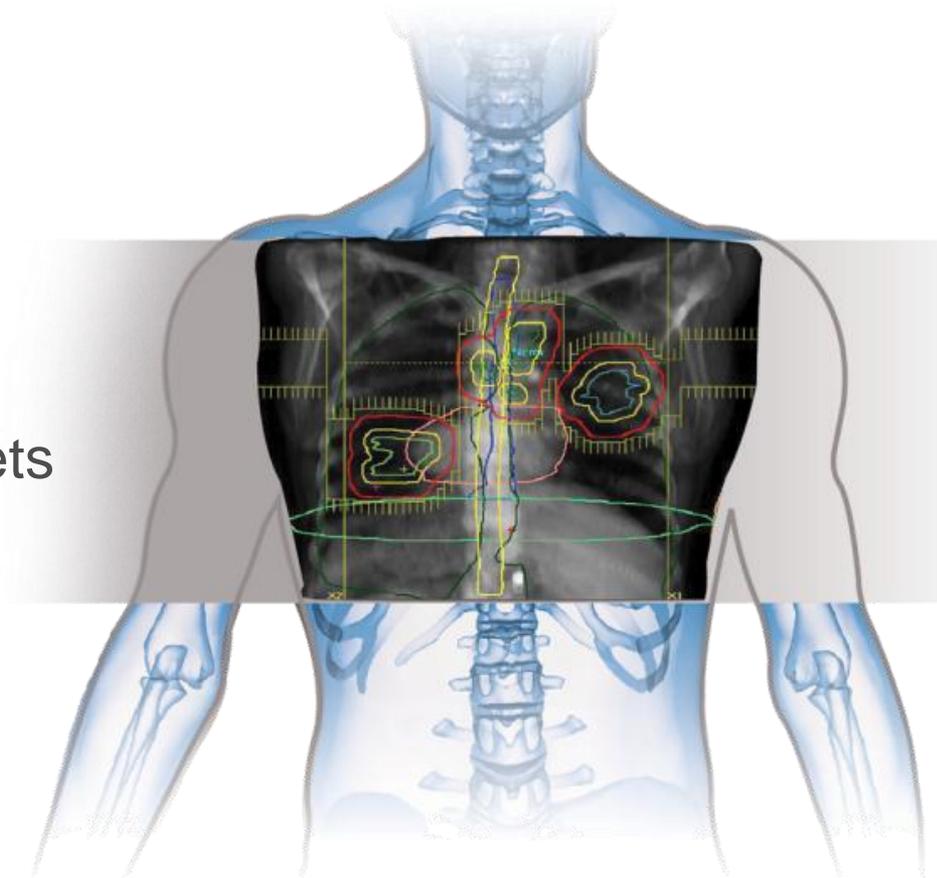
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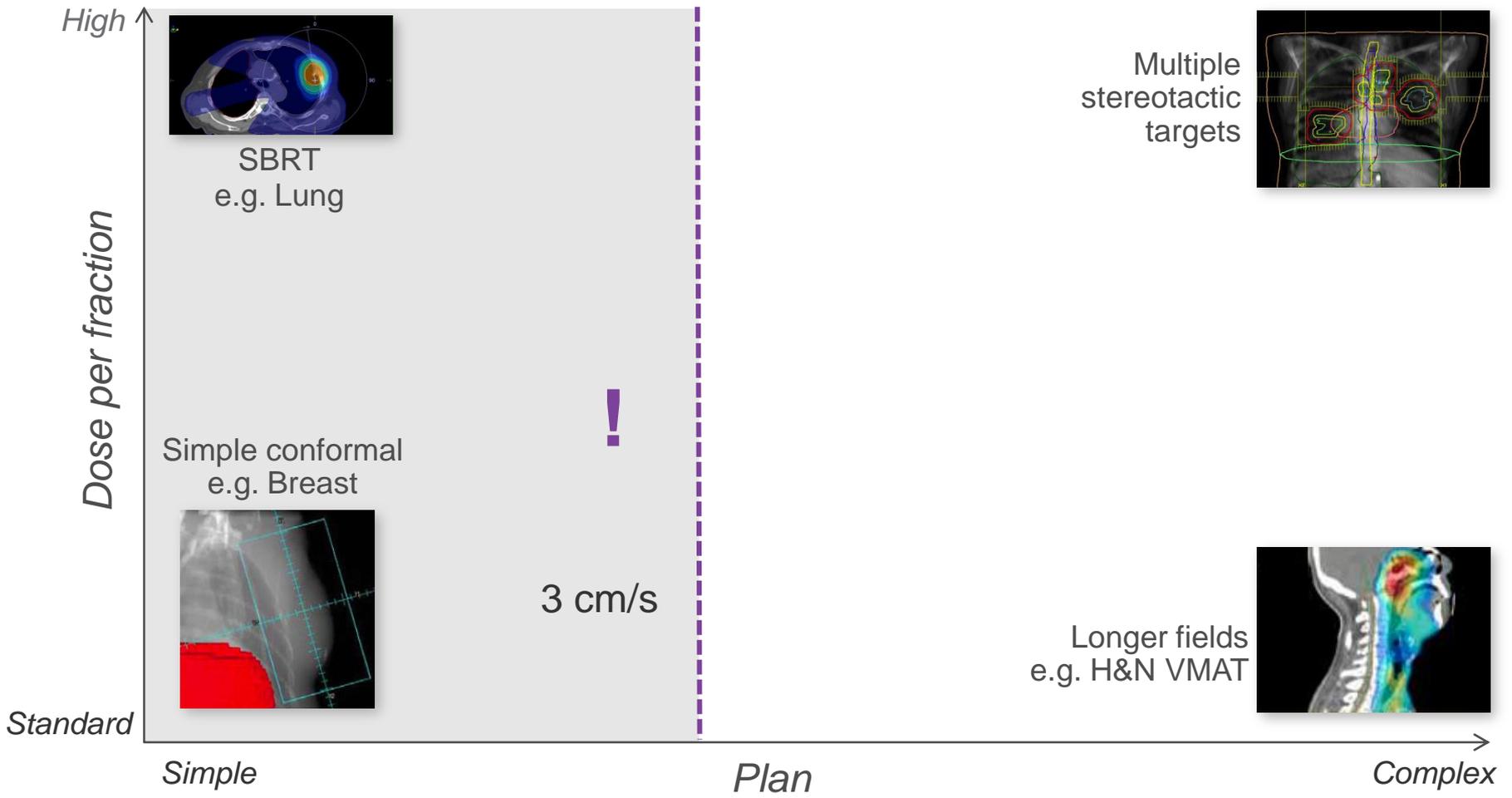
Versa HD™
One solution.
Unlimited possibilities.

Superior target conformance

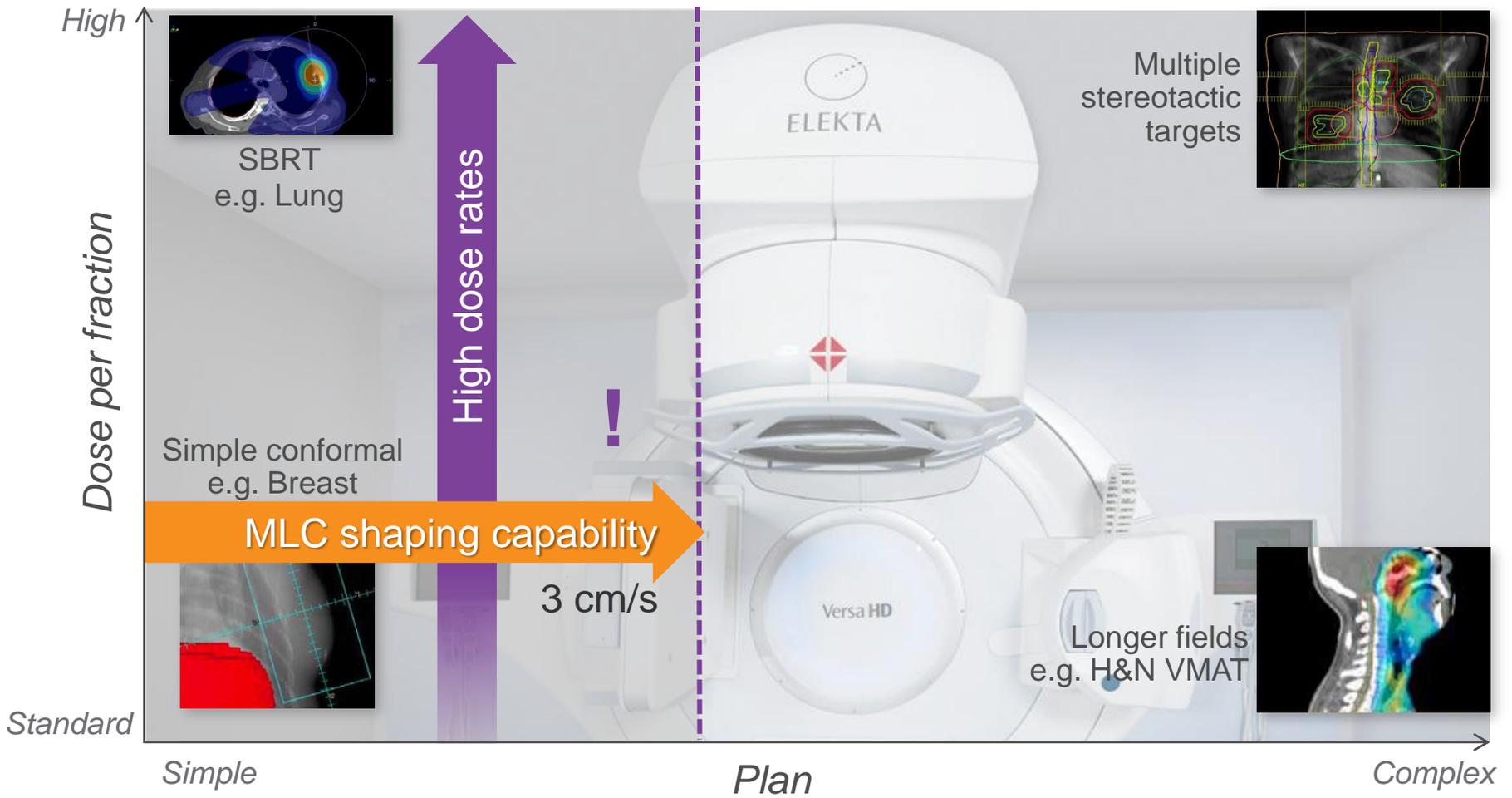
- Fully integrated with Elekta's Agility™ MLC
- 160 x 5 mm leaves across the full 40 cm x 40 cm field
- Efficiently cover multiple targets with interdigitation and island shapes
- Fast leaf speed



Clinical versatility

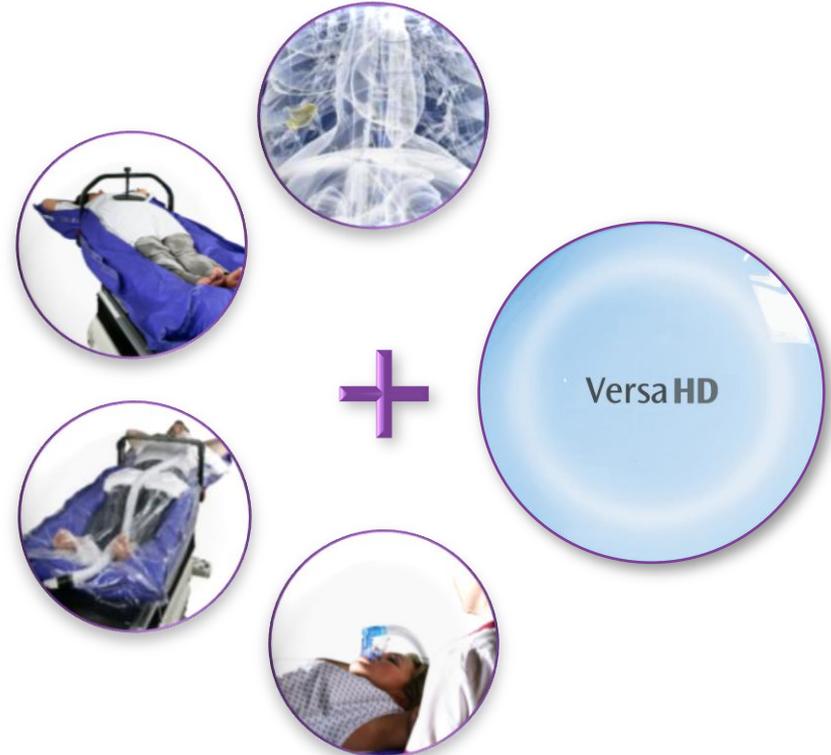
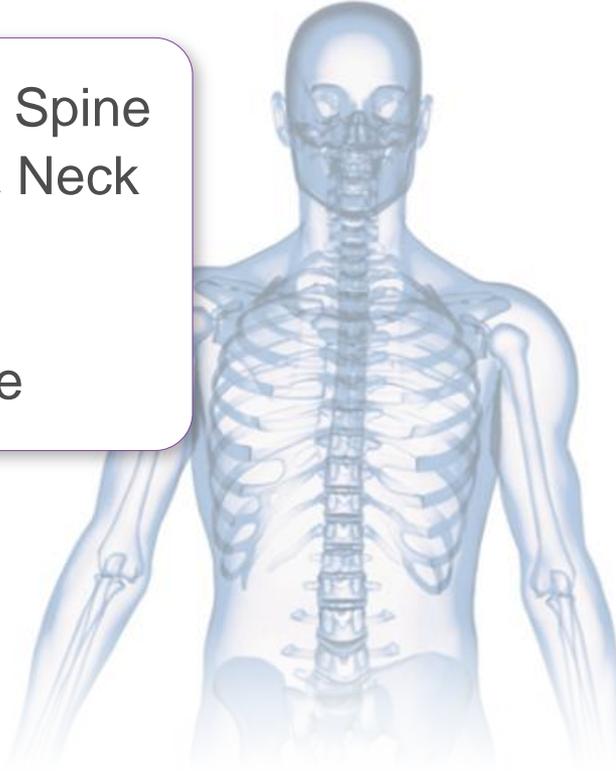


Clinical versatility



Dedicated to personalized patient solutions

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

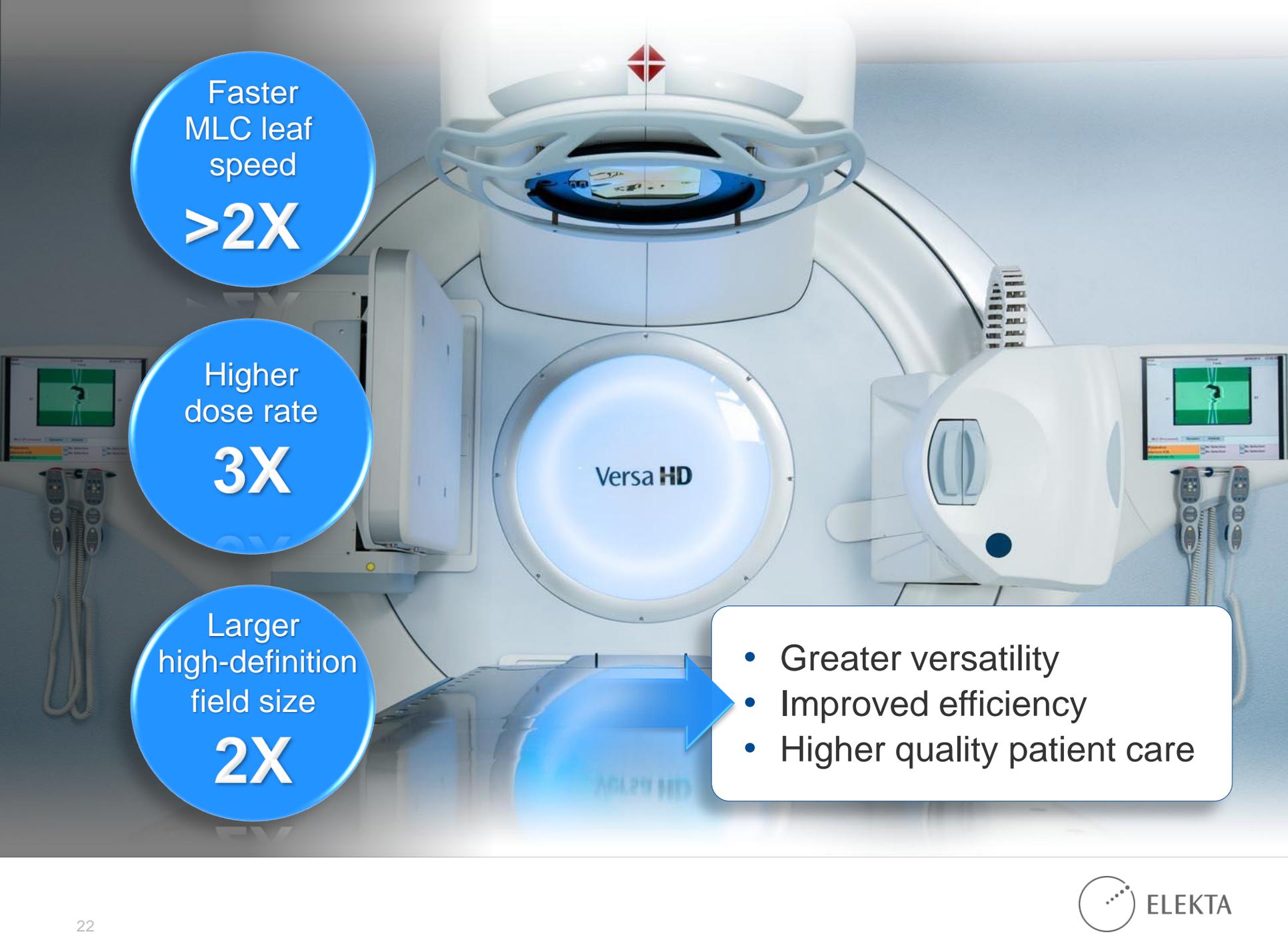


Addressing the specific anatomical challenges of radiotherapy

Enhancing the Versa HD™ core solution

New at ASTRO - XVI 5.0



A top-down view of the ELEKTA Versa HD linear accelerator. The central gantry is white with a red crosshair on top. The treatment head is on the right, and the patient couch is at the bottom. Two control consoles with monitors are on the left and right sides. Three blue circular callouts are on the left, and a white callout box with a blue arrow is on the right.

Faster
MLC leaf
speed

>2X

Higher
dose rate

3X

Larger
high-definition
field size

2X

- Greater versatility
- Improved efficiency
- Higher quality patient care



Elekta Oncology

MR linac

Kevin Brown

Global Vice President Scientific Research

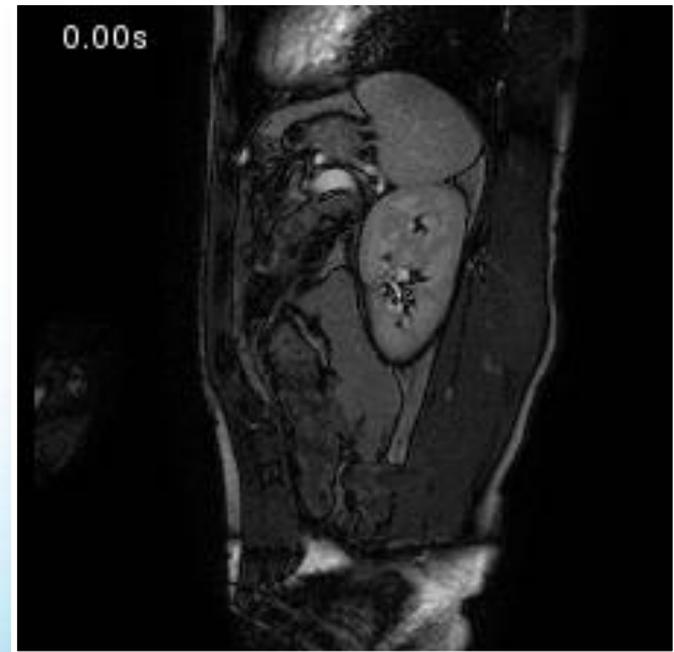
*Human Care Makes
the Future Possible*



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





PHILIPS

Press information

October 25, 2012

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

Group dedicated to developing next-generation radiotherapy innovation

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

*The University of Texas MD Anderson Cancer Center joins group dedicated to developing
next-generation innovation for treatment of cancer patients using radiotherapy*

NYSE:
PHIA

ATLANTA, Jan. 24 – Elekta (NYSE: EKTAb) and Philips (NYSE: PHIA) announced today that The University of Texas MD Anderson Cancer Center (UTMDACC) has signed an agreement to join the research consortium on MRI-guided radiation therapy and magnetic resonance-guided radiotherapy (MRgRT). UTMDACC is the second member of the consortium.



UTMDACC Centre Joins Elekta and Philips Research Consortium on MRI-Guided Radiation Therapy
...ent worldwide

Froedtert & The Medical College of Wisconsin Clinical Cancer Center Joins Elekta and Philips Research Consortium on MRI-Guided Radiation Therapy

*Group to explore potential of innovation that integrates MRI technology and radiation therapy
delivery*

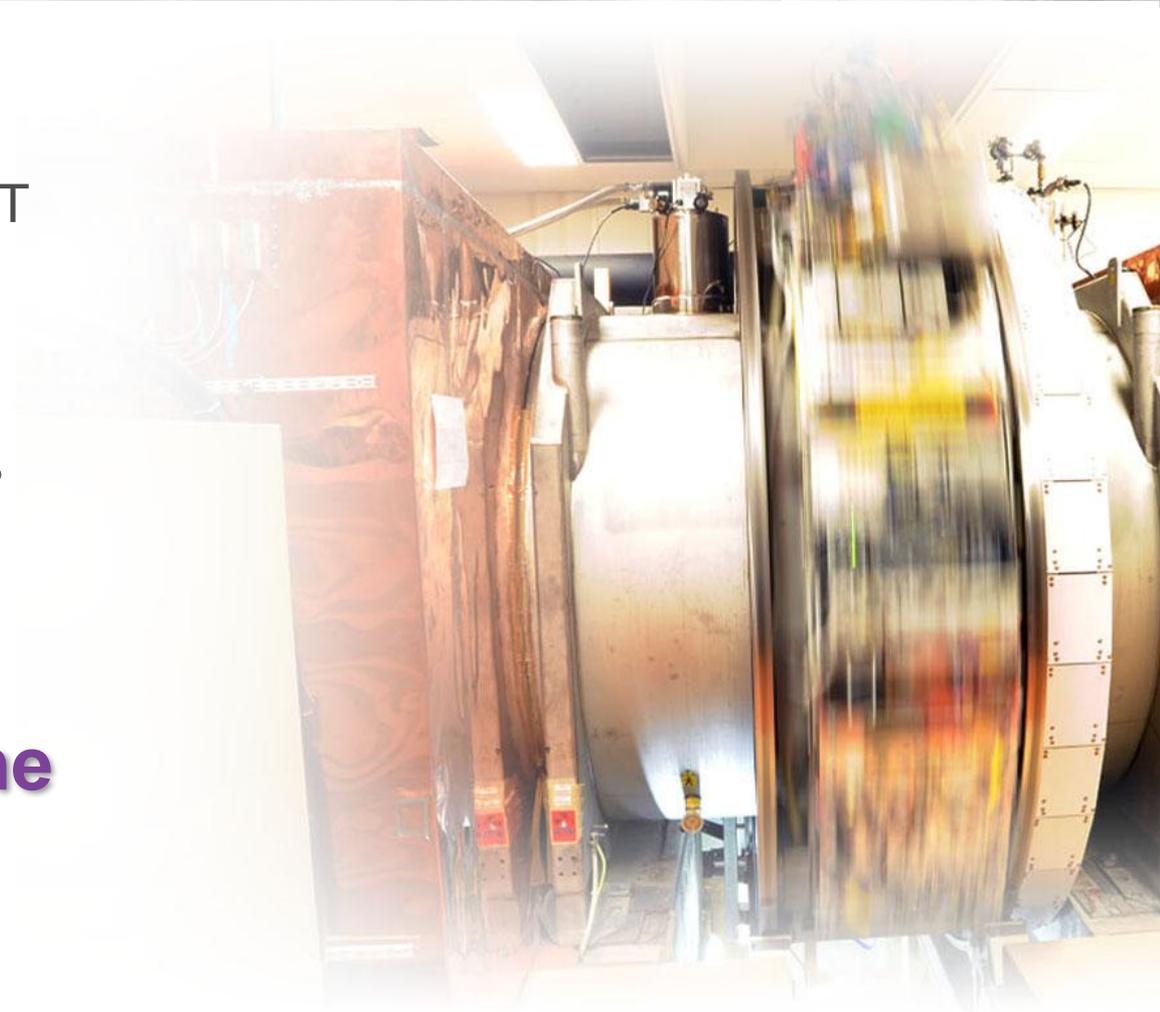
STOCKHOLM and MILWAUKEE, July 16 – Elekta (NYSE: EKTAb) and Philips (NYSE: PHIA) announced today that Froedtert & The Medical College of Wisconsin Clinical Cancer Center (Froedtert) has signed an agreement to join the research consortium on MRI-guided radiation therapy and magnetic resonance-guided radiotherapy (MRgRT). Froedtert is the third member of the consortium.



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



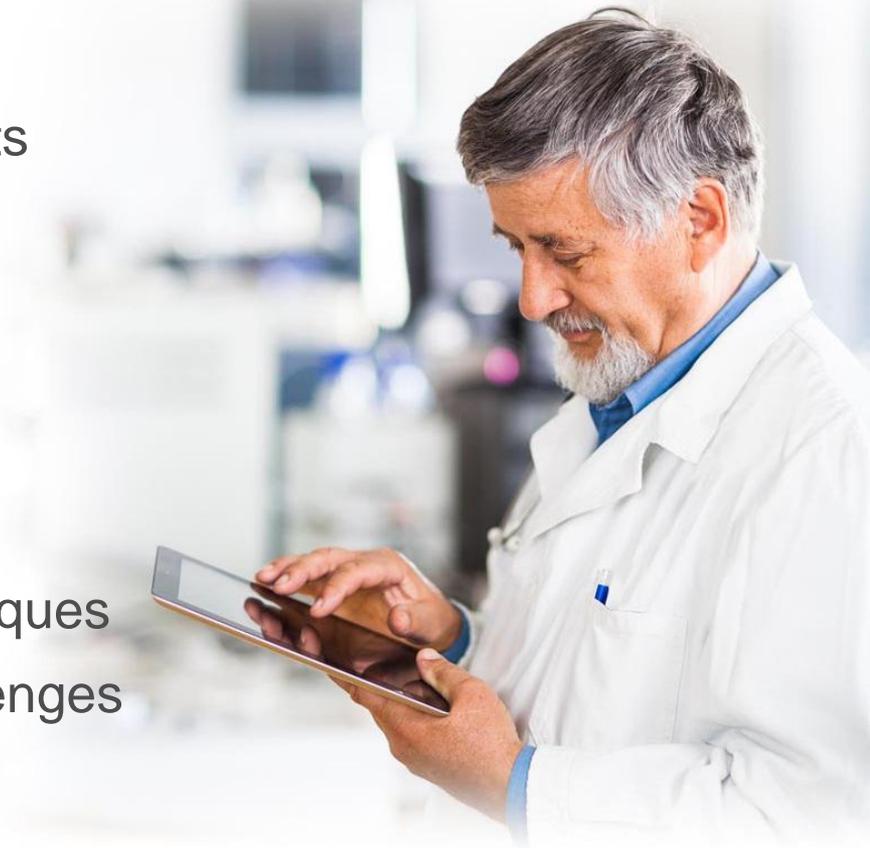
Developing a Global Research Consortium

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®

Elekta treatment planning portfolio



Versa HD™



Leksell Gamma Knife®



MOSAIQ®



Elekta Compact™

Brachytherapy solutions



Agility™

One platform – multiple locations

MOSAIQ®



US Oncology
Advancing Cancer Care™
in America



G É N É R A L E
D E • S A N T É



EXCELLENCE INNOVATION COMPASSION



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

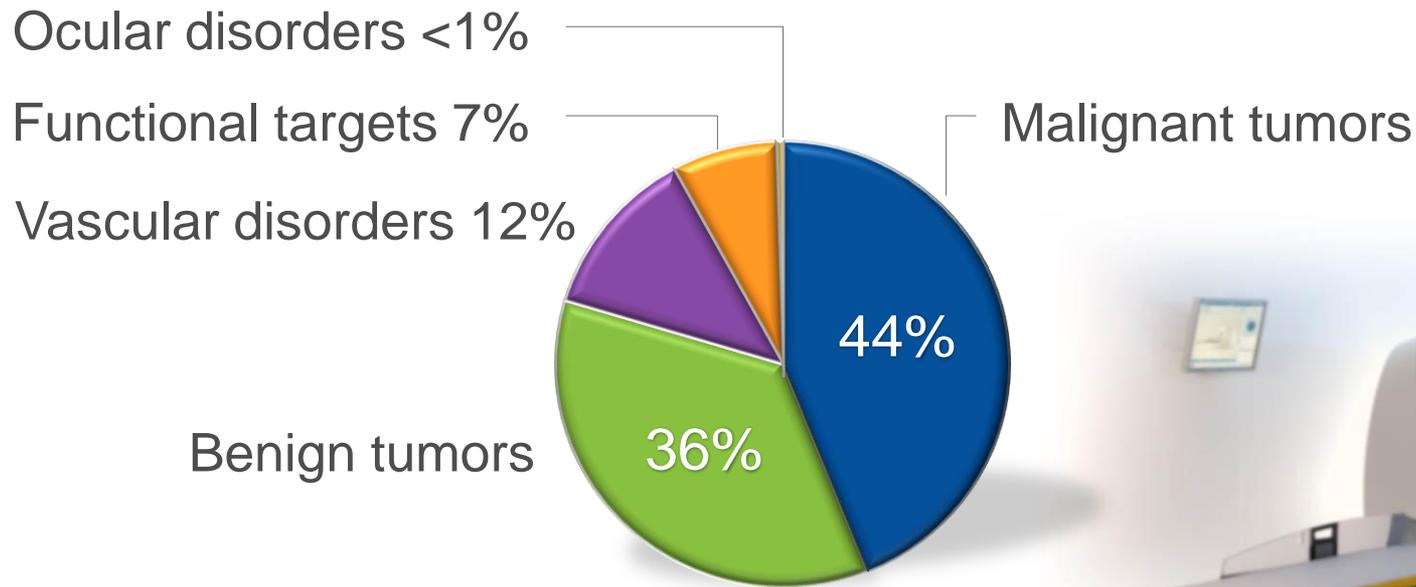
Åsa Hedin

Executive Vice President

*Human Care Makes
the Future Possible*

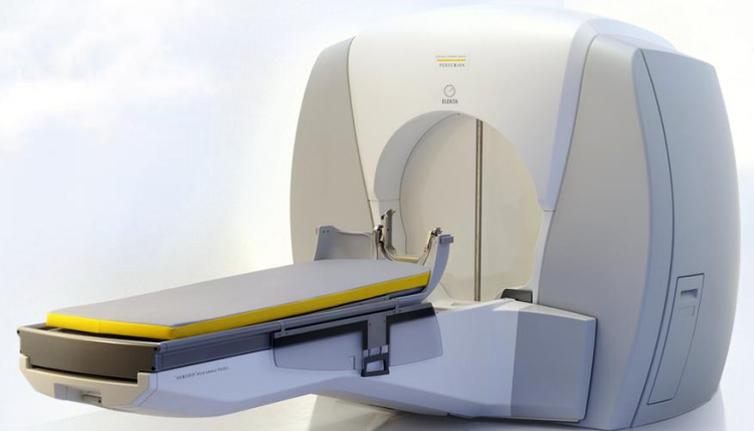


>800,000 patients treated with Gamma Knifer® Radiosurgery



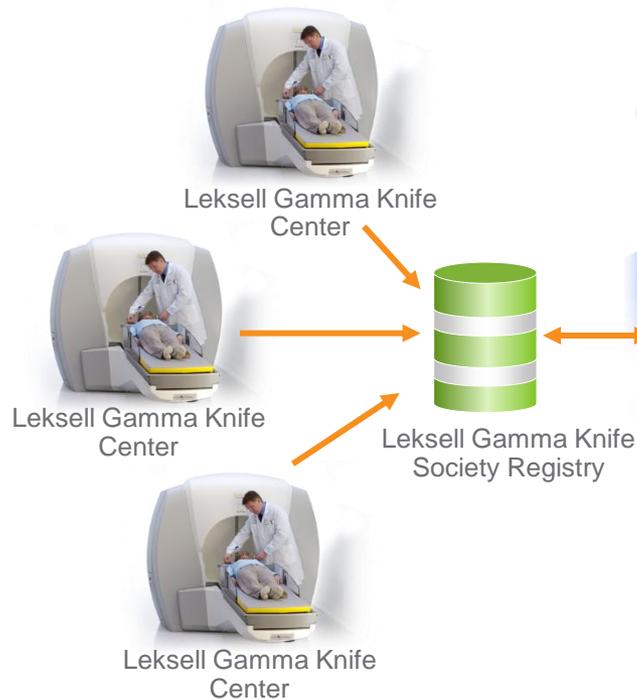
Source: Leksell Gamma Knife Society (preliminary statistics for 2011; not all sites reporting)

Unmatched precision, efficiency and clinical outcome



Importance of clinical data management

Leksell Gamma Knife® Society Registry



- Support research and sharing data between sites

Leksell Gamma Knife® Site Registry



- 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

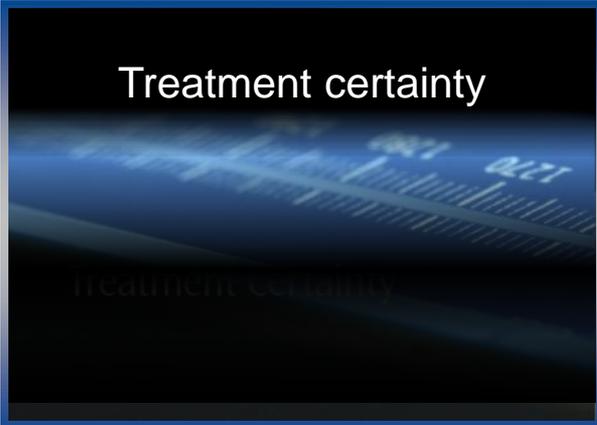
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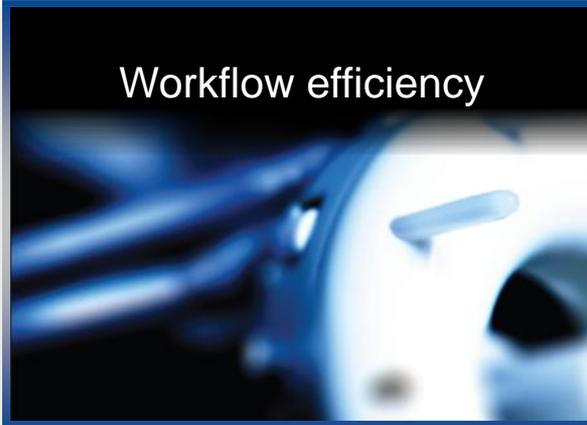
Shaping the future of brachytherapy

Elekta Brachytherapy innovation themes

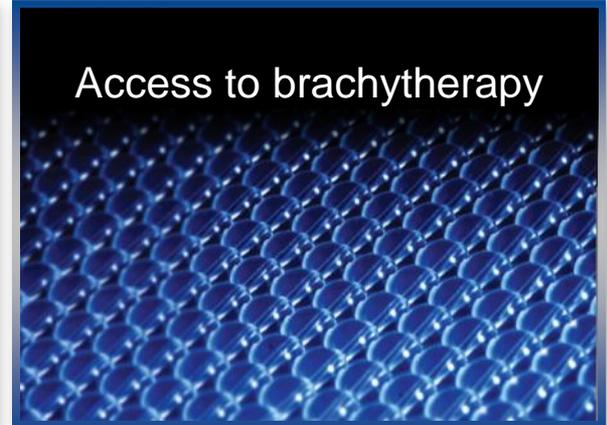
Treatment certainty



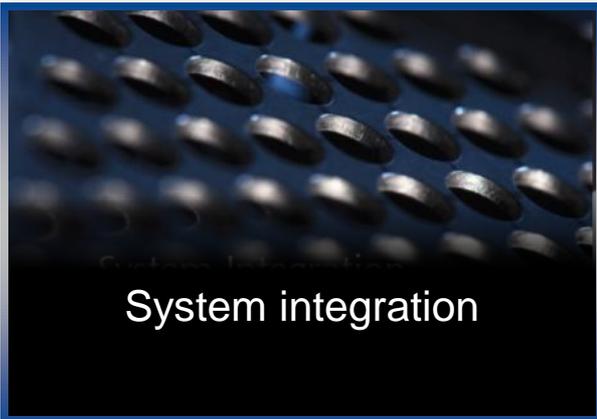
Workflow efficiency



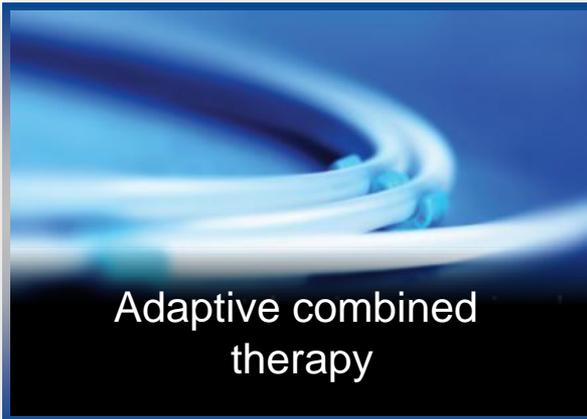
Access to brachytherapy



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

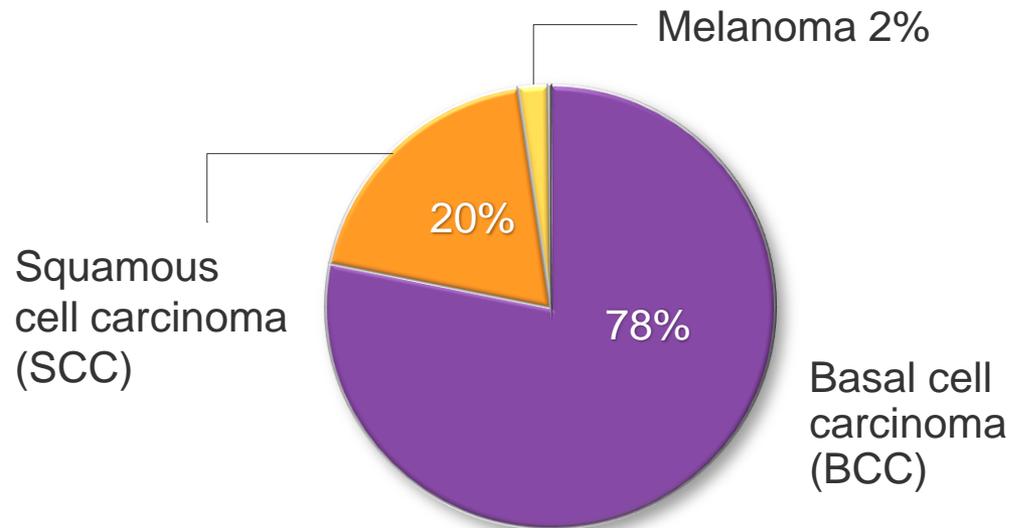


Skin cancer - rapidly increasing



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

3.5 million new cases in US per year



Opportunity for a solution that benefits all stakeholders and creates partnership



Prefer (non-invasive) treatment options

Create non-threatening treatment experience



Challenged by growing skin cancer incidence

Ability to offer radiation service by RO at the dermatology clinic



Grow RO-service offering

Easy to add a treatment option, also for non-brachy centers

esteya[®]

HDR brachytherapy more **accessible**



Availability in target markets is dependent on regulatory admissions and approvals. 510(k) submitted.

First patient treated in Spain



- **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



Elekta North America

Jay Hoey

Executive Vice President

*Human Care Makes
the Future Possible*



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



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

md buyline



- 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®

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

LINC Learning and
Innovation Center
Elekta

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

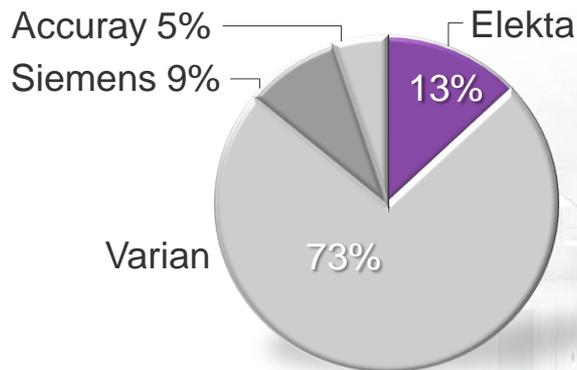
- 2.3% on the majority of hardware and software sales



Elekta North America is gaining share

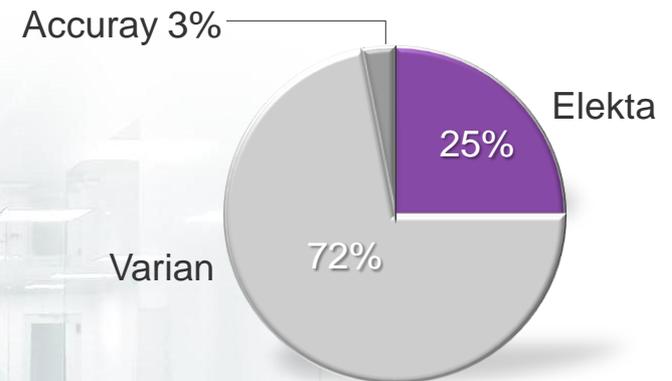
Market share - installed base

(FY12/13)



Market share – new orders

(FY12/13)



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

