

ASTRO'S 59TH ANNUAL MEETING

the *healing art*
and science
of radiation oncology

Welcome to ASTRO 2017



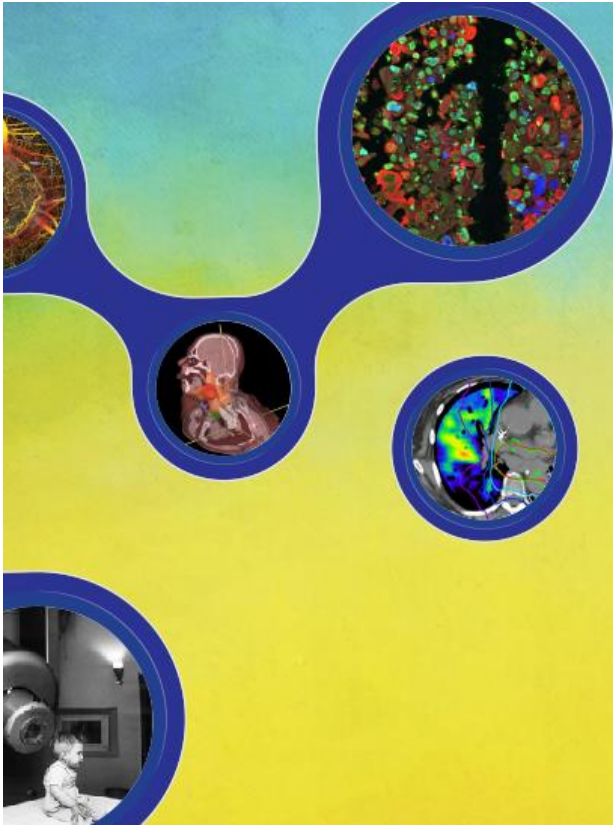
Important information

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. 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.

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Richard Hausmann, PhD

President and CEO Elekta AB



The world today

What is the difference between those two cars?

... and what does this have to do with radiotherapy?



**It's the connectivity – the sensors –
and the intelligence built in the
“system”**

Global trends and the challenge to remain relevant



Info & analytics key to the future

Interoperability needs are increasing

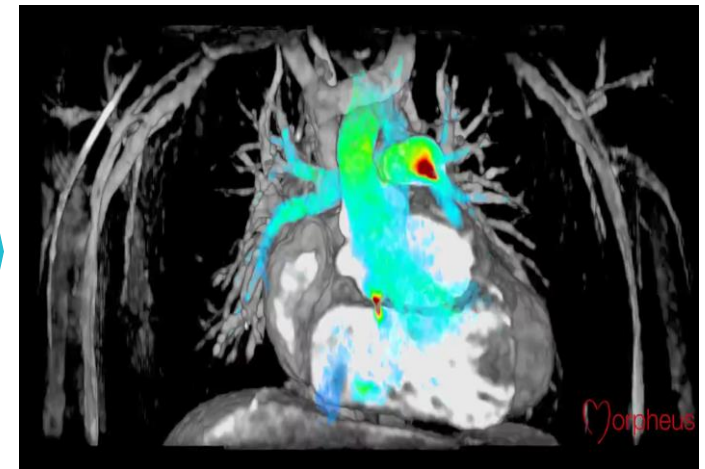
Global connectivity for networks data sharing

Expect a merging of [medical] disciplines

... and more!

New technologies changing the future of medicine

From paper maps [Films] to digital maps [PACS] to Google maps [Health Cloud]



Elekta today

PROFESSIONAL
SERVICES

SOFTWARE
SOLUTIONS

Solutions to manage the **oncology treatment pathway** and **related data** for the department/network, irrespective of choice of treatment & vendor

SERVICE & SUPPORT

TREATMENT
SOLUTIONS

Solutions to provide **efficient** and **precise** treatments (from Imaging, QA to delivery) in cancer care and neurological diseases

PROFESSIONAL SERVICES

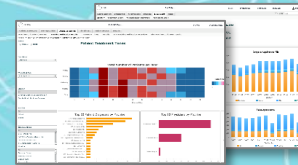
SOFTWARE SOLUTIONS

Vendor agnostic
AI enabled
Pathway centric

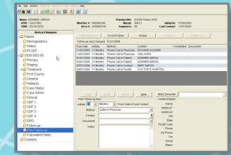
MOSAIQ
Oncology
Information System



MOSAIQ
Oncology
Analytics



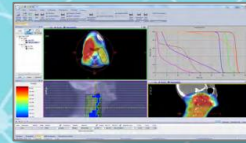
METRIQ/LGK
Cancer Registries



Oncology Informatics



Plan of care



Monaco
Adaptive planning
incl. PT

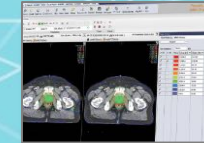


Image & Plan
Review

Treatment pathway Management

SERVICE & SUPPORT

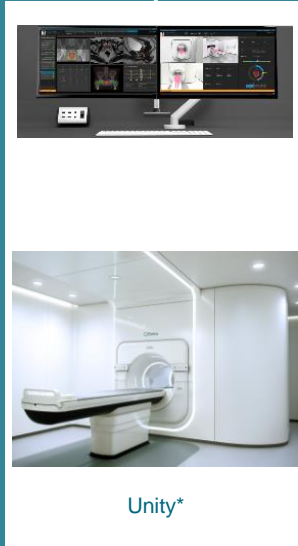
TREATMENT SOLUTIONS

Precise & efficient
Imaging centric
Adaptive workflows



Versa HD

Linac



Unity*

MR Linac



Flexitron

Brachy



Leksell Gamma
Knife Icon

Neuro



Proton

*Research, not for sale in all regions

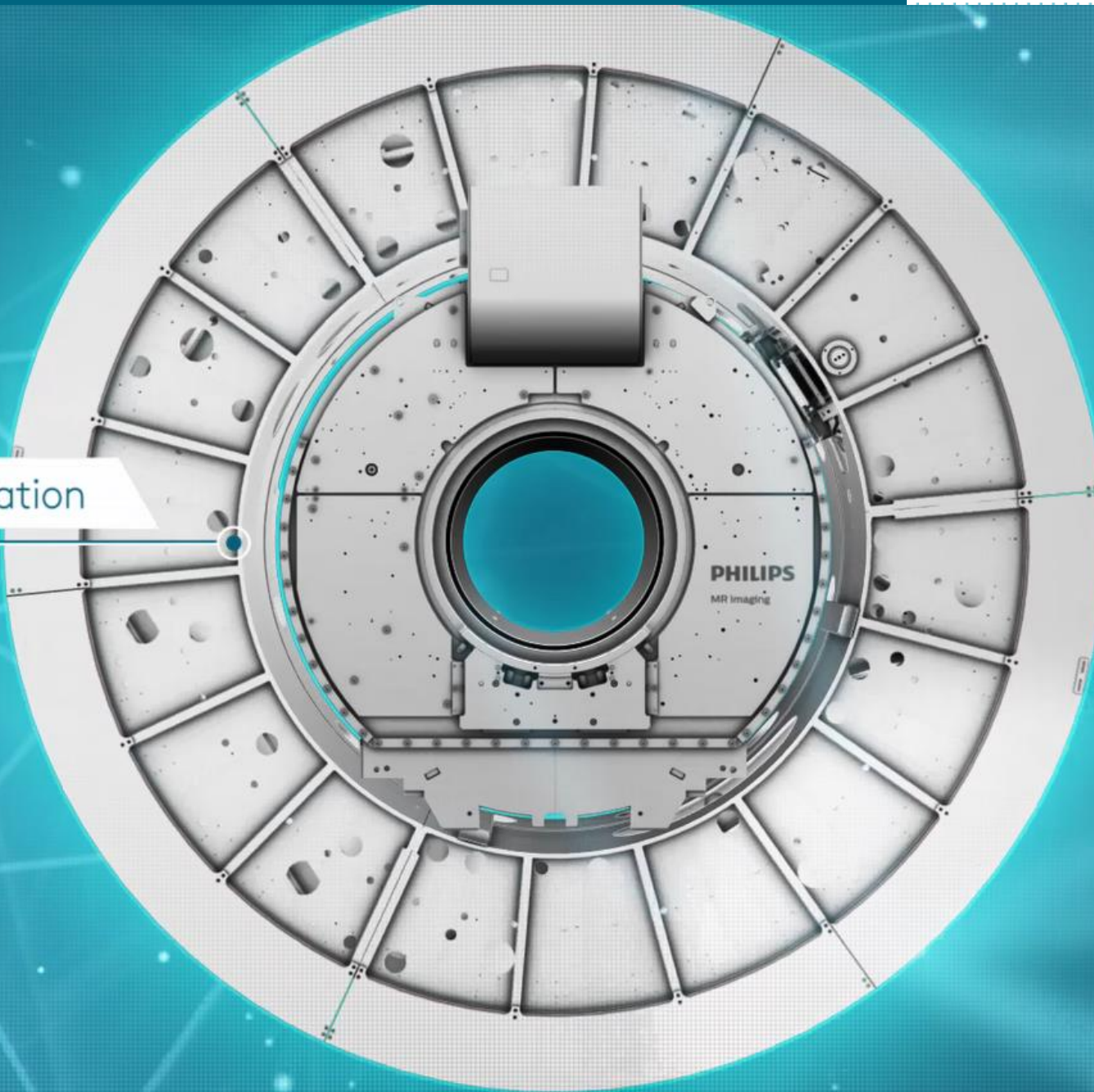
**We as Elekta are
accelerating the
technology transition:**

- **OIS with MOA**
- **SRS with HDdRS**
- **Scan-plan-treat with
our Unity***

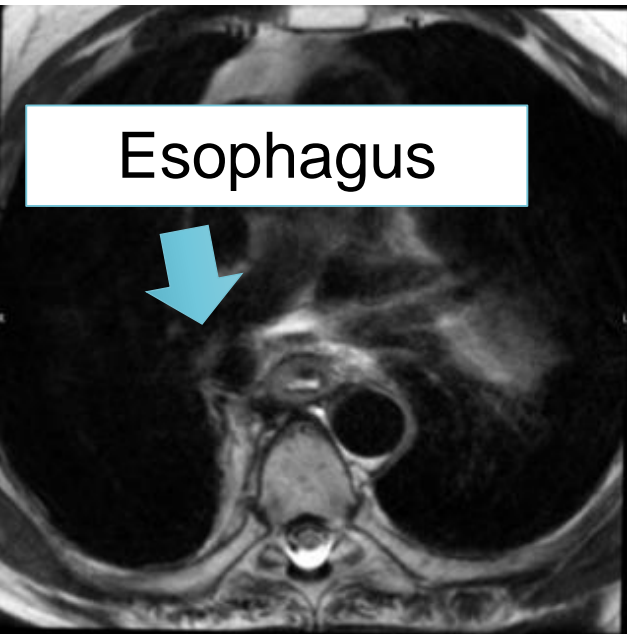


*Elekta Unity is not available for sale or distribution in the USA or Canada and has not been submitted for 510(k) premarket clearance.

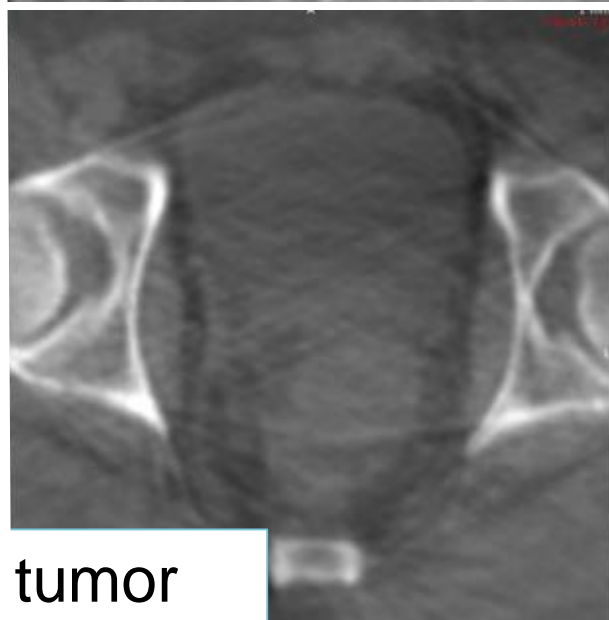
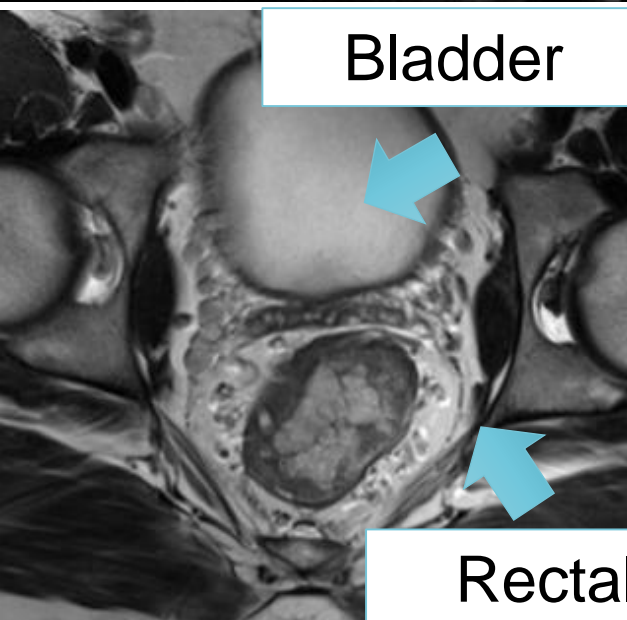
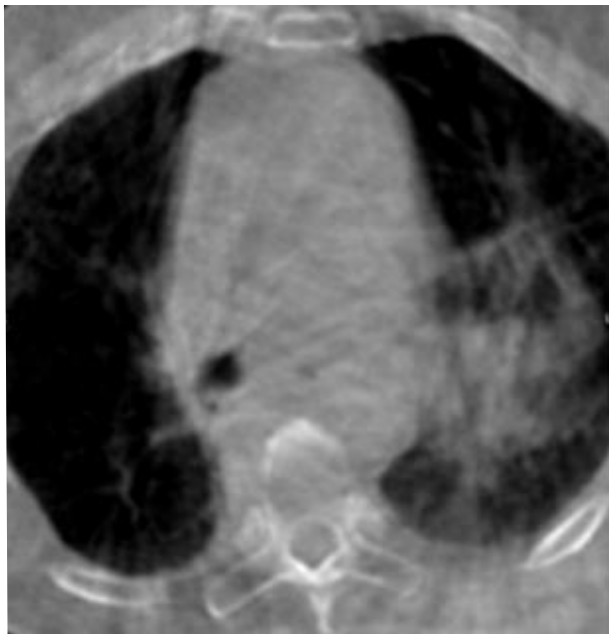
Up to 6x faster rotation



MR-linac
(future)



Cone beam IGRT
(today)



Elekta Unity

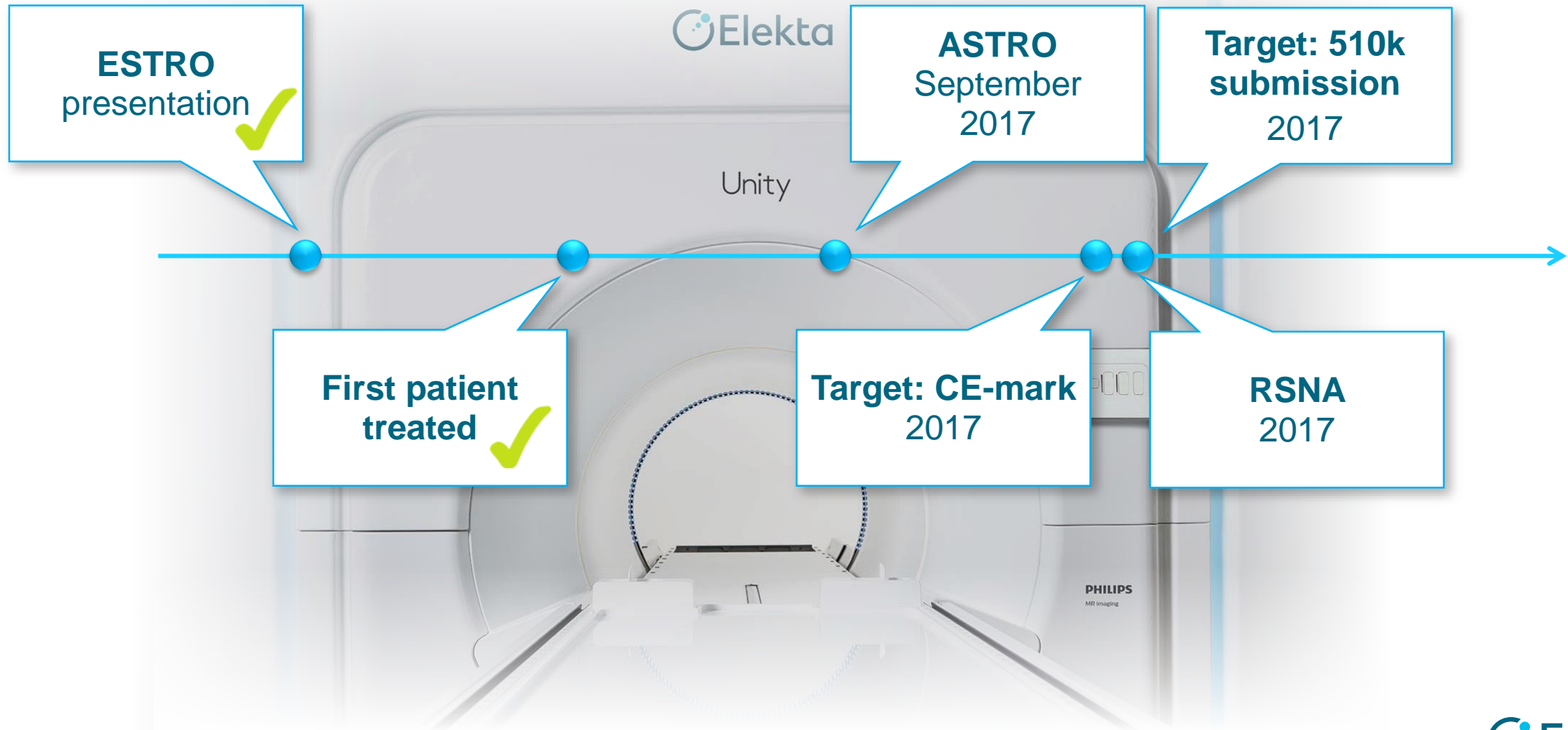
Brings together the capability of high-field diagnostic MR imaging, the highest standard of precision radiation therapy delivery and sophisticated adaptive workflow software **for the first time.**

Elekta Unity* – will revolutionize radiation therapy

- 16 systems as of today; 7 founding consortium sites and 9 additional hospitals
- 5 in North America (R&D sites)
- Interesting technology for many potential clients
- Entrance to key university and teaching sites



Commercialization on track



First patient study completed at at UMC

*” Analysis of the first clinically
derived data shows that visibility of
the treatment target and
simultaneous radiation beam
accuracy is excellent and beyond
expectations”*



University Medical Center
Utrecht

First-in-man treatments on Elekta Unity*

Results “Better than expected”

Images courtesy of Utrecht MC.

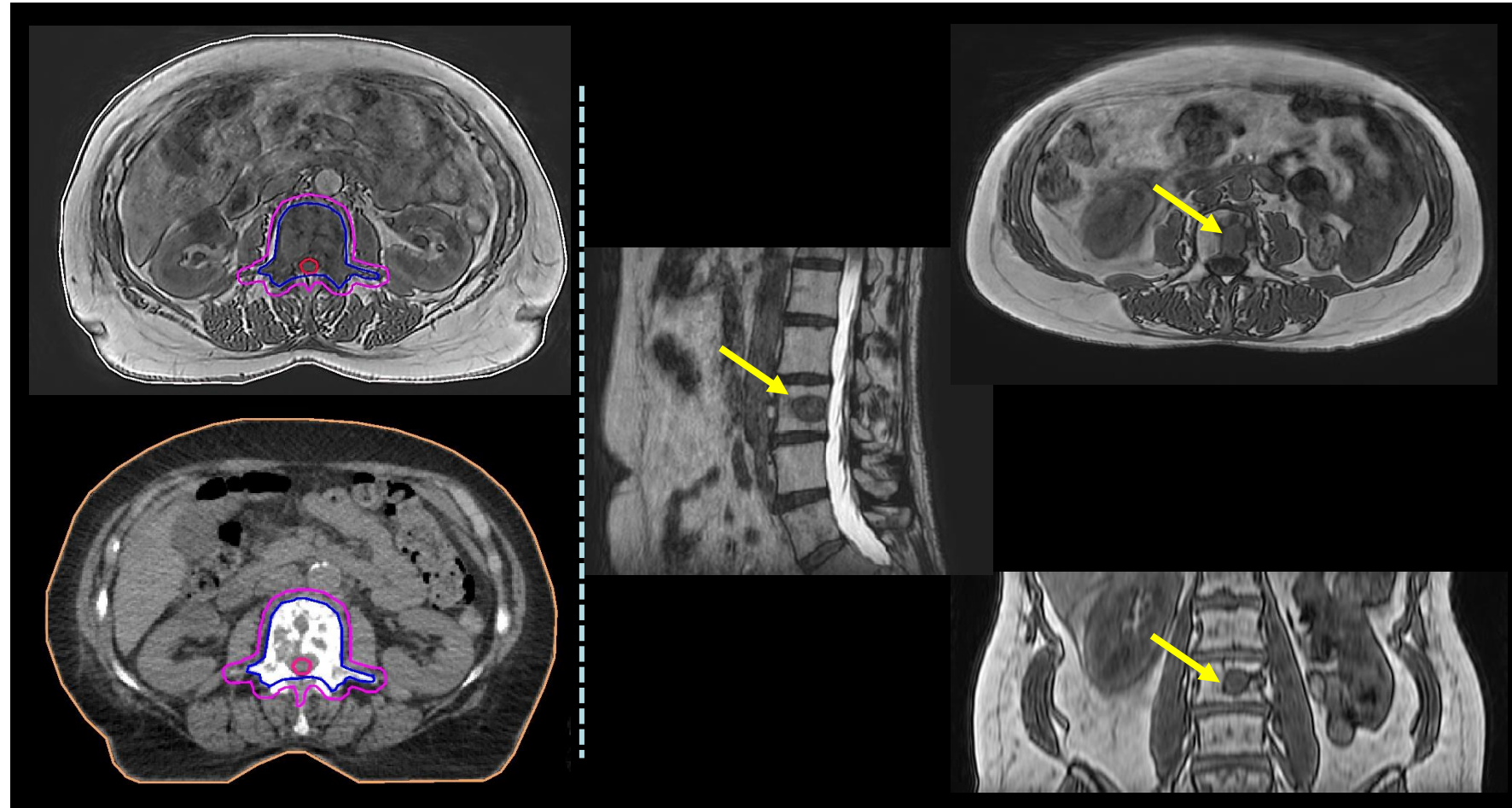
Uncompromised
diagnostic imaging quality

Image anywhere, anytime

High Speed (>15 images/s)
High Resolution (<1mm³)

Full breadth of diagnostic
MR sequences

Demonstrated technical
accuracy and safety in
the clinical setting



Long-term addressable market ~25% of current installed linacs

Phase 1 Academic-driven phase

- High-profile clinics.
- ~300-400 units addressable market.

TARGET

75 orders
until 2019

16 orders
to date

Momentum project - Further clinical research and data - Financial reimbursement/support

Phase 2 Broad scale - clinical adoption driven phase

- Larger mainstream profile, guidelines driven.
- ~3 000 units addressable market.

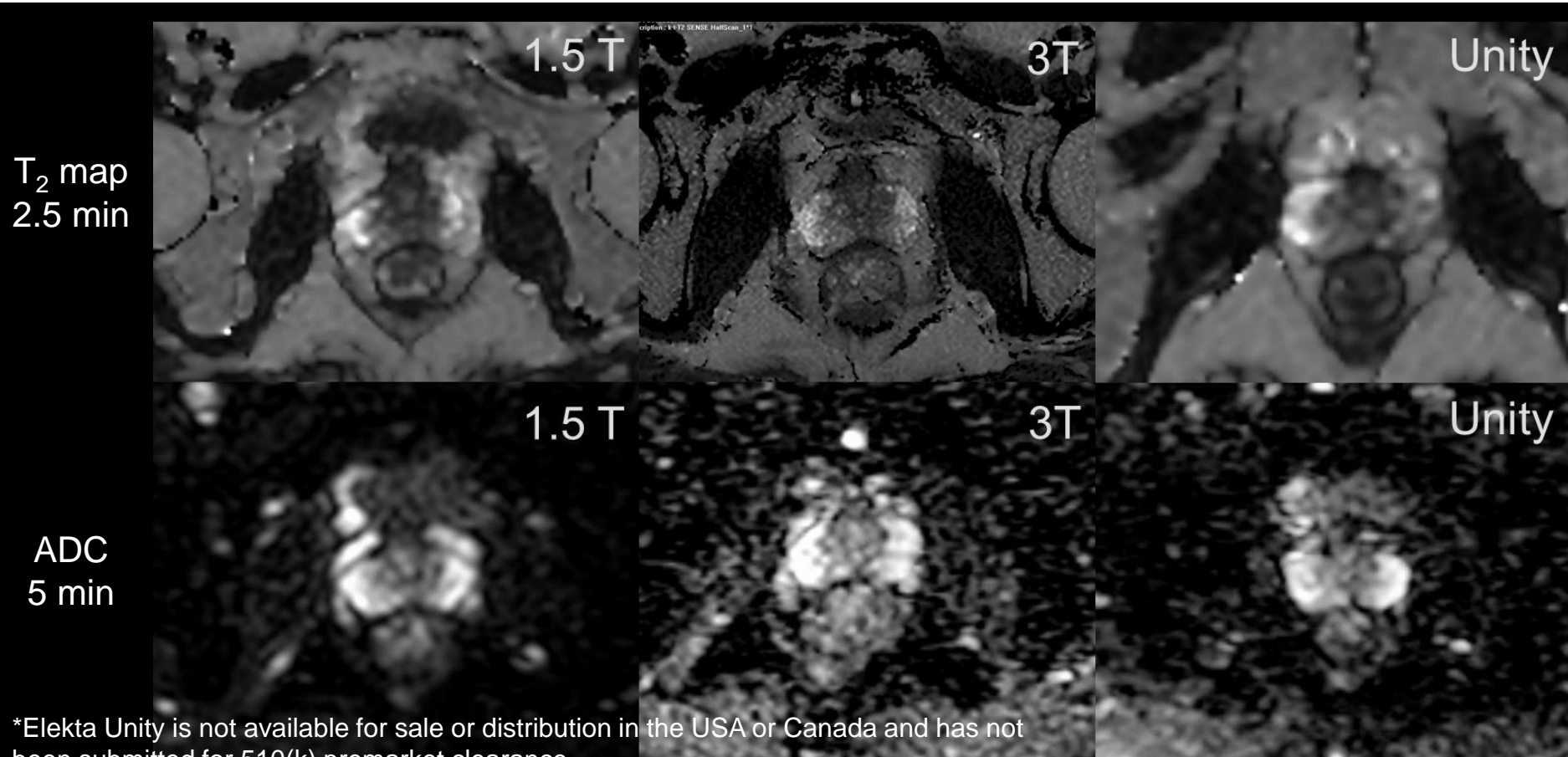
Elekta Unity* – Innovation Platform

Extraordinary potential with high field functional MR

First evidence, quantitative imaging on Elekta Unity*

Online
Functional/Biologic
response
=
Potential for earlier
treatment adaptation

4 types* of functional
imaging proven robust
across Unity and
conventional MR
scanners



*Elekta Unity is not available for sale or distribution in the USA or Canada and has not been submitted for 510(k) premarket clearance

*T1 & T2 mapping, DCE & DWI

Elekta's transformation

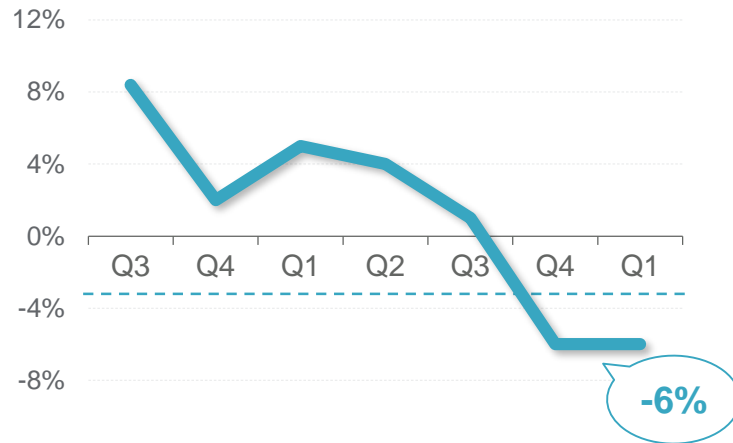
Our transformation since 2015/16 - achievements

- ✓ Cost base reduction
- ✓ Focus in R&D and innovation
- ✓ Significant reduction of working capital and improved cash flow. Implementation of produce-to-installation process
- ✓ Integration of past acquisitions
- ✓ New organization, management and leadership development

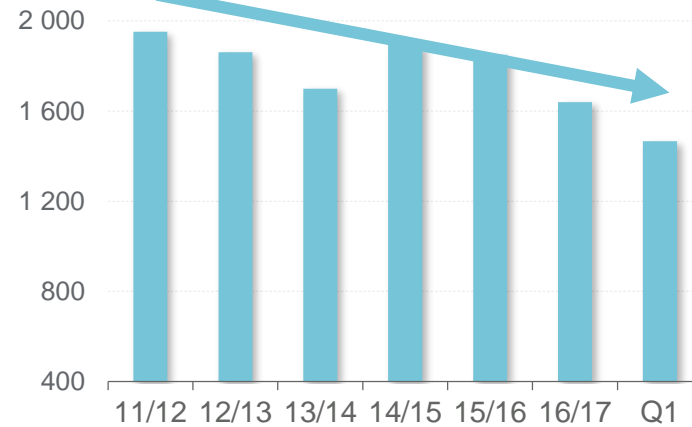


Visible results in improved cash flow and NWC

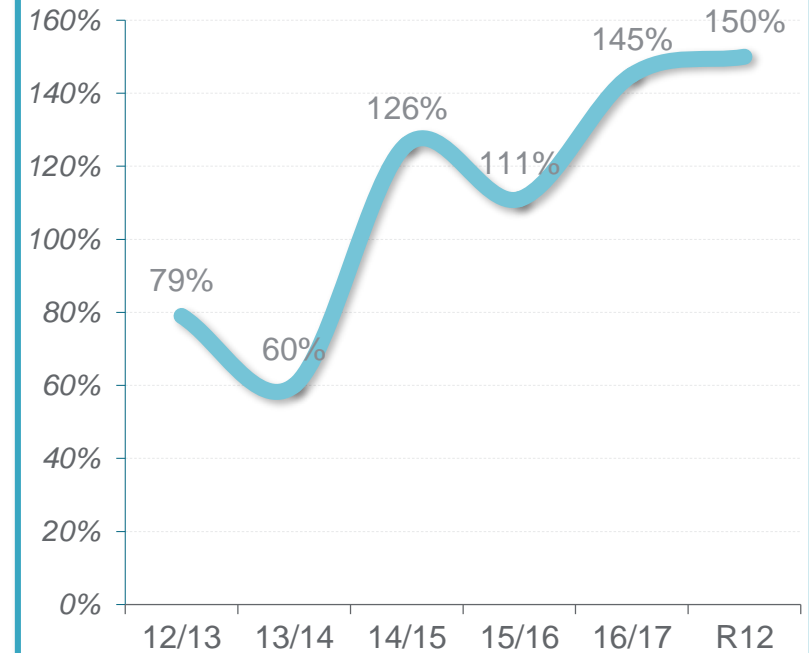
Net working capital as % of sales



Accrued income (SEK M)



Improved cash conversion (op cash flow / EBITDA)



New management team

Richard Hausmann	CEO
Gustaf Salford	CFO
Ioannis Panagiotelis	Chief Marketing and Sales Officer
Maurits Wolleswinkel	Head of Portfolio and Chief Strategy Officer
Steven Wort	Chief Operating Officer
John Lapré	Chief Technology Officer
Peter Gaccione	EVP North America
Anming Gong	EVP Region China
Jonas Bolander	General Counsel
Karin Svenske Nyberg	EVP Human Resources



Foundation in place

Values

We work as one team

We do what we say

We keep thinking forward

Updated brand

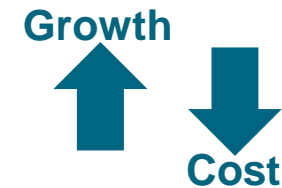


Organization



Company organized in line with three key processes

Strategic priorities



Our way forward has started

2016/17

- Year of change and building the foundation for profitable growth
- Produce-to-order and ship-to-installation completed



2017/18

- Transformation delivers full effect
- Organization and management in place
- Culture of continuous improvements
- Elevate customer experience
- Elekta Unity hits the market

2018/19

- Elekta Unity – growth driver
- Significant efficiency improvements
- Further product innovations based on the Elekta Digital platform

Targets for 2017/18

Growth

Reach
>20%
EBITA
margin

Net working
capital
<5%
to net sales

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Welcome to ASTRO 2017!

Ioannis Panagiotelis

Chief Marketing and Sales Officer



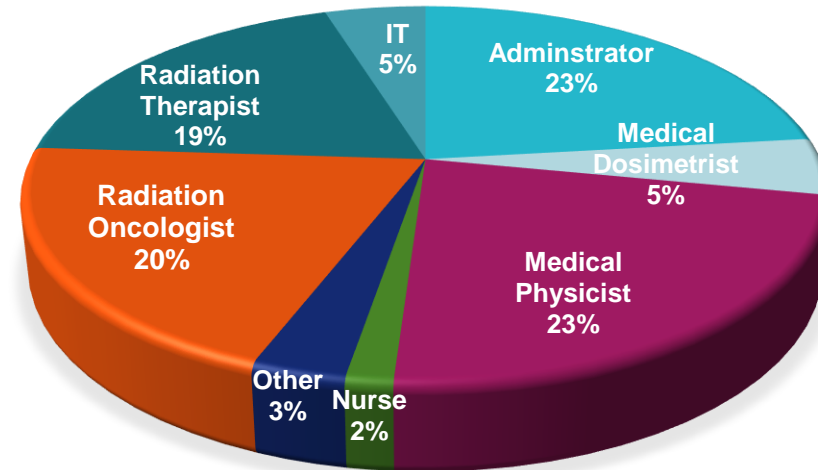
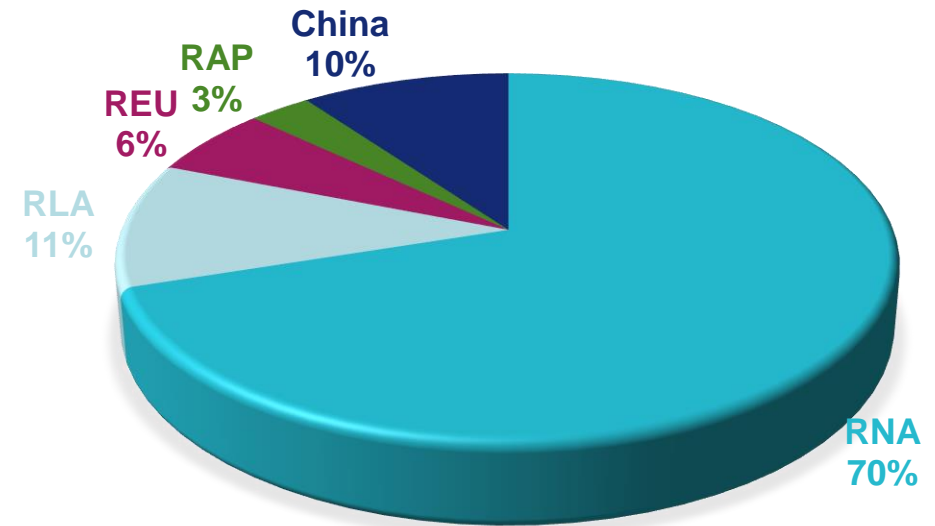
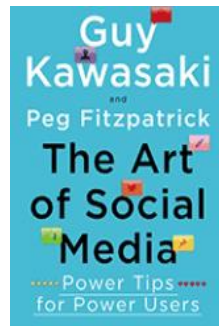
Highlights at ASTRO 2017



- Largest booth space ever at ASTRO, 780m²
- Elekta Unity – central role (research system)
- Unity pre-launch activities – evening event tonight 1,000 participants
- Elekta Users meeting >600 participants
- Complete portfolio showcased with common vision

Elekta User Meeting >600 participants

Key Note Speaker - Guy Kawasaki



MR-linac reveal



Elekta evening event - TONIGHT

Hilton San Diego Bayfront ~1 000 participants



A Focus on MR Radiation Therapy

Hilton San Diego Bayfront
San Diego, California

September 25 from 7:00pm–Midnight

7:15pm

ELEKTA WELCOME

Dr. Richard Hausmann, PhD, President and CEO, Elekta

CHAIR OPENING REMARKS

Prof. Christopher J. Schultz, MD, Department of Radiation Oncology
Froedtert and Medical College of Wisconsin, Milwaukee, Wisconsin, USA

INTEGRATION OF HIGH-PRECISION RADIOTHERAPY AND HIGH-FIELD MR

Prof. Geoffrey S. Ibbott, PhD, Department of Radiation Physics
University of Texas MD Anderson Cancer Center, Houston, Texas, USA

EARLY EXPERIENCE WITH THE WORLD'S FIRST HIGH-FIELD MR-LINAC

Prof. Jan J.W. Legendijk, PhD, Department of Radiotherapy
Center for Image Sciences, University Medical Center Utrecht, Utrecht, The Netherlands

CLINICAL PROSPECTS OF A HIGH-FIELD MR-LINAC

Prof. Beth A. Erickson, MD, Department of Radiation Oncology
Froedtert and Medical College of Wisconsin, Milwaukee, Wisconsin, USA

DESIGNING FOR TOMORROW

Kevin Brown, Vice President Research and Innovation, Elekta

CLOSING REMARKS

Dr. Richard Hausmann, PhD, President and CEO, Elekta

8:00pm–Midnight **FOOD, DRINKS AND MORE AT VELA**

Our portfolio



Leksell Gamma Knife[®] Icon[™]



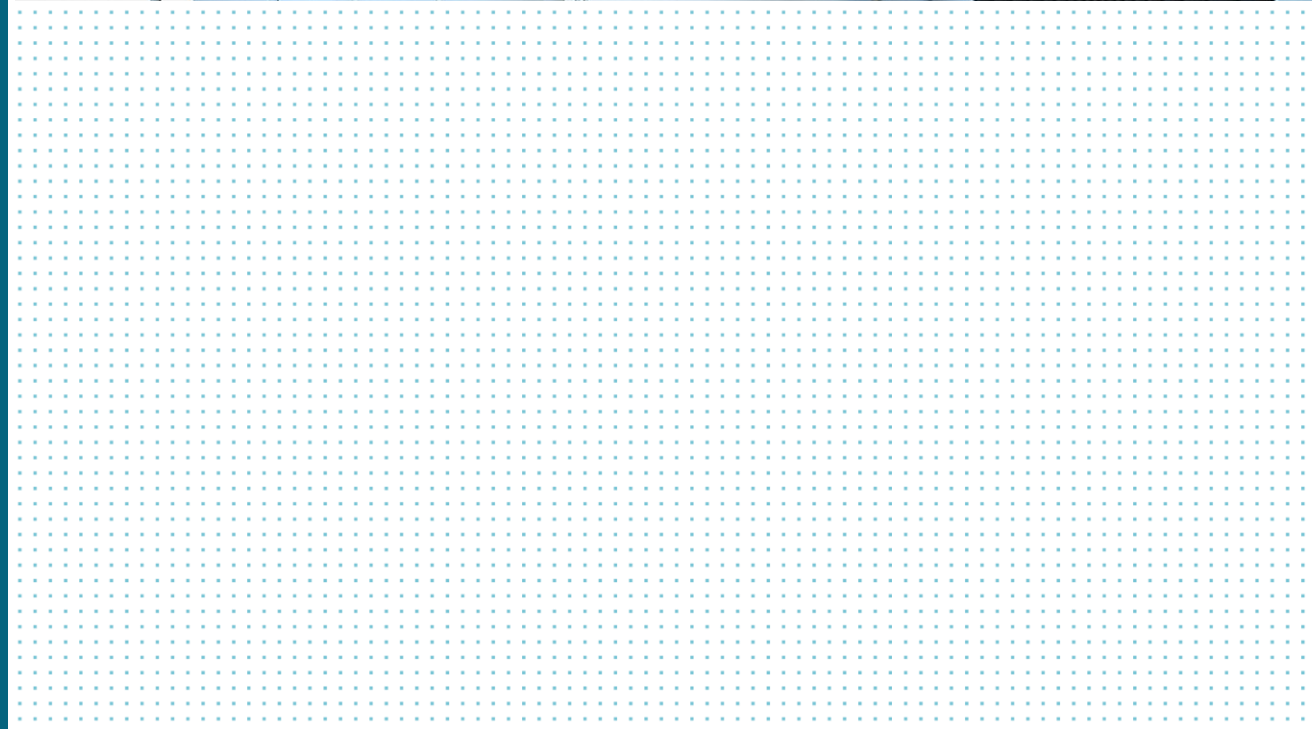
50 Leksell Gamma Knife Icon units in clinical use

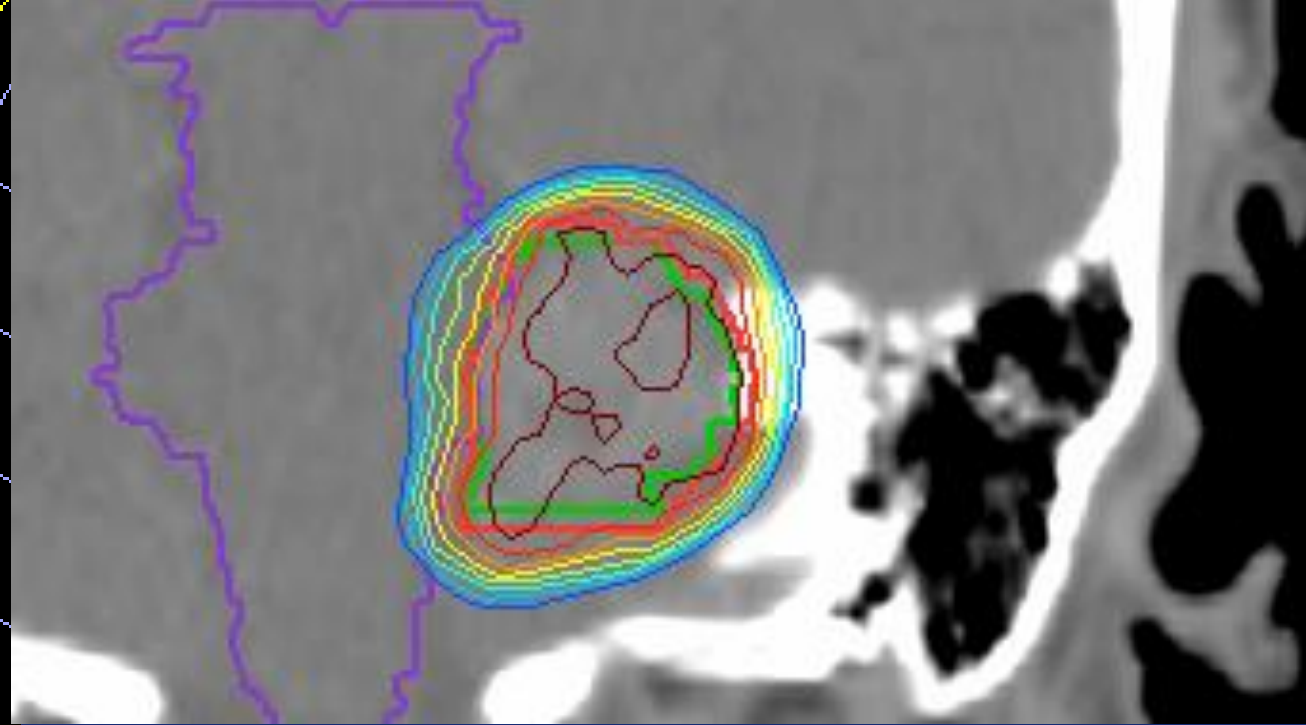
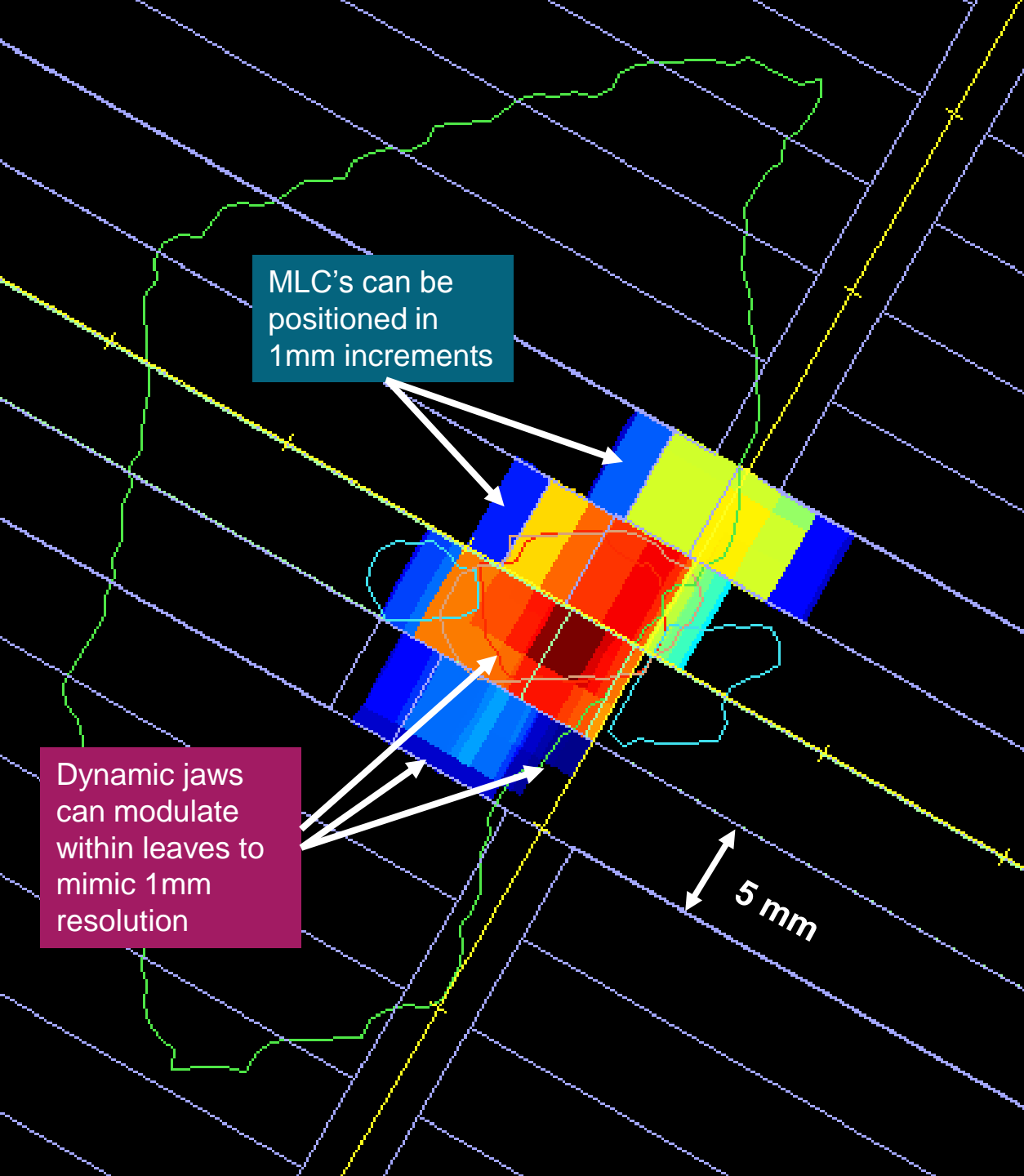


Large cancer clinics adopting LGK Icon

Cleveland Clinic, Cleveland, OH, Emory St. Joseph's, Atlanta, GA, Univ Texas South West, Dallas, TX, MD

Versa HD



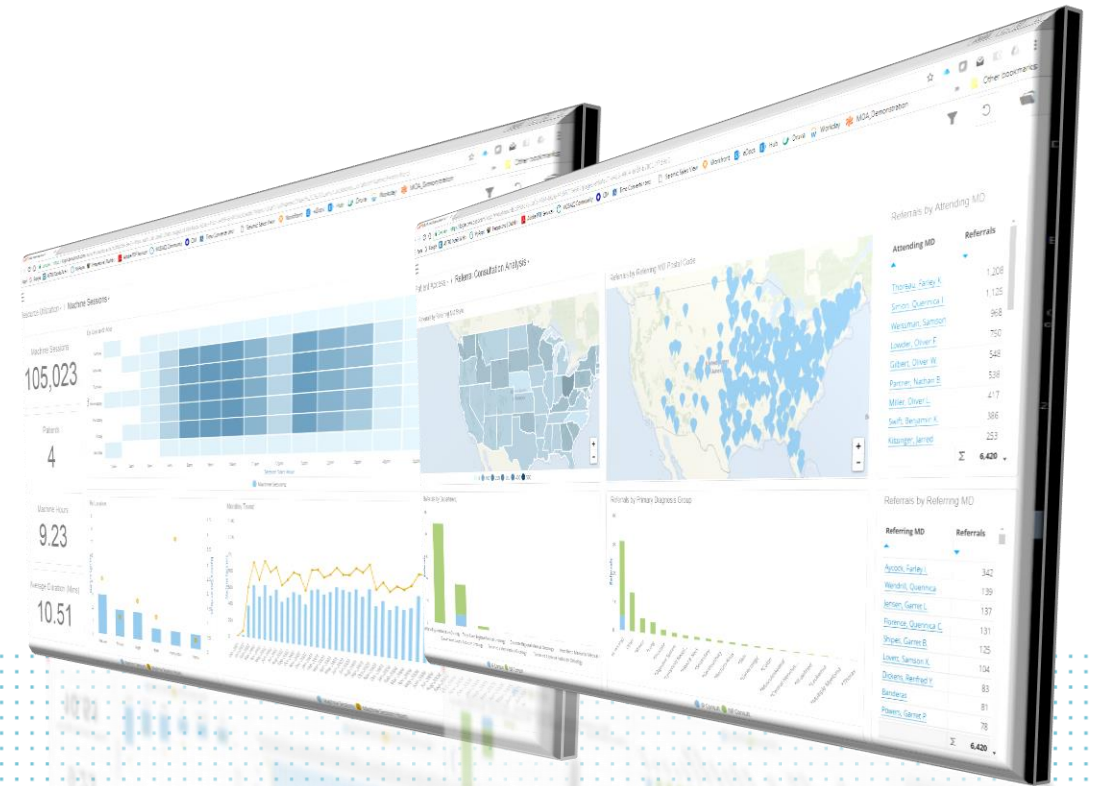


High definition dynamic radiosurgery

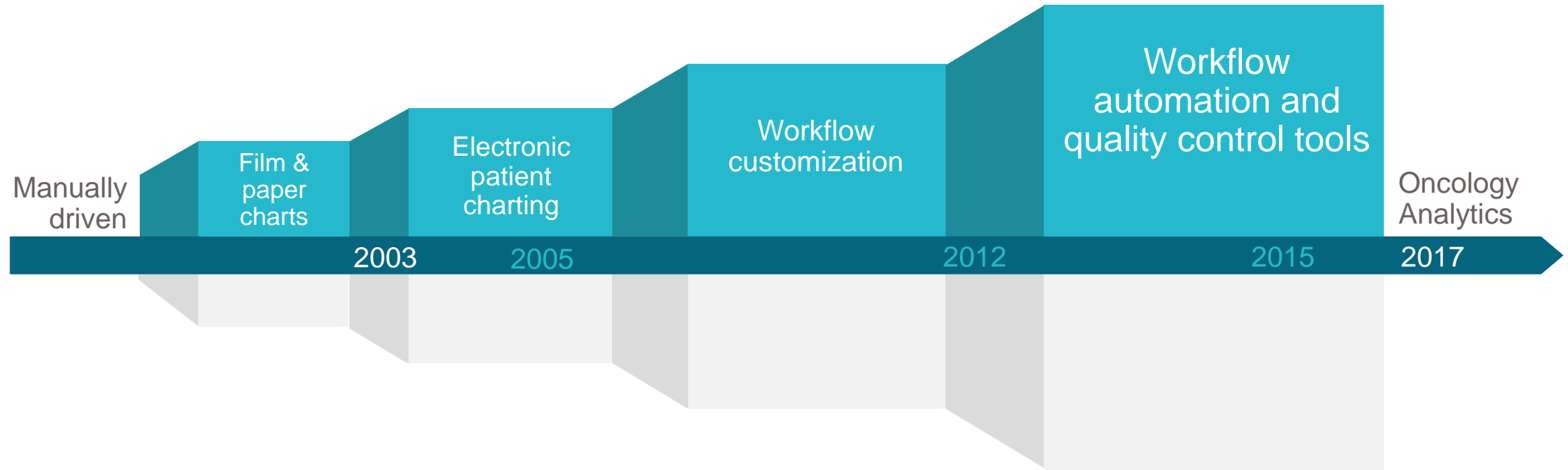
Monaco + Agility + VMAT =

Fast delivery and low dose to surrounding healthy tissue

MOSAIQ®



MOSAIQ contains all the tools to support value based medicine today



MOSAIQ Oncology Analytics

empowers you to see the big picture



Empower every action with MOA

Enhance Patient Care

Optimize Operations

Improve Cost Savings

Source Utilization - / Machine Sessions -

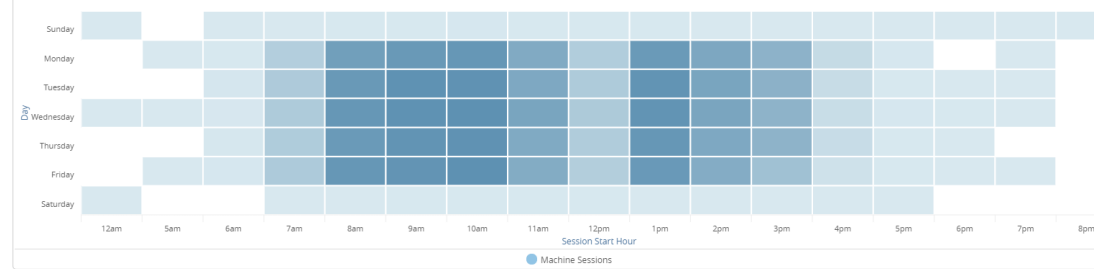
Machine Sessions
105,023

Patients
4,492

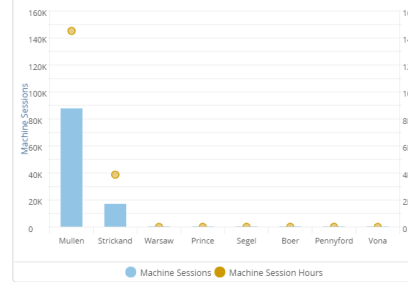
Machine Hours
8,405.17

Average Duration (Mins)
10.51

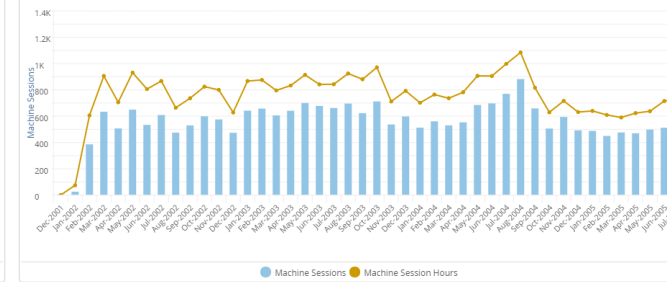
By Day and Hour



By Location



Monthly Trend



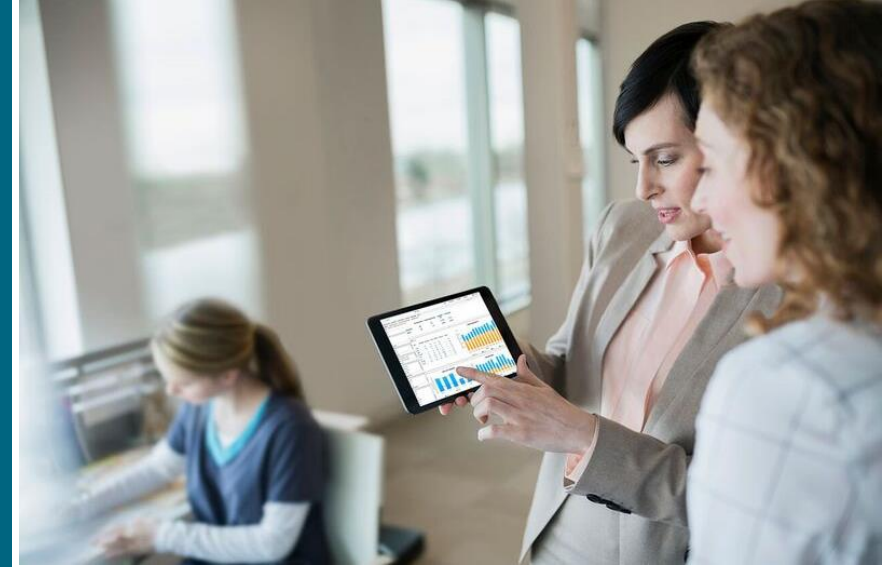


ASTRO 2017

EXTENSIVE MARKETING PROGRAM

LEADING PRODUCT OFFERING

INNOVATION LEADER WITH MR LINAC



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