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RaySearch enters distribution agreement for the Italian market

RaySearch Laboratories AB has entered into an exclusive distribution agreement with the Italian distributor Tecnologie Avanzate T.A. S.r.l. based in Torino, Italy. The agreement means that Tecnologie Avanzate will be fully responsible for marketing, sales and service for RaySearch's proprietary treatment planning system RayStation® on the Italian market.

RaySearch started marketing RayStation® on the US market in the beginning of 2011. This new distribution agreement marks the starting point in the build-up of the European sales and marketing function. In continental Europe, RaySearch will use a mixed model and be directly responsible for sales and marketing in certain markets and use local distributors in others. Italy is one of the largest radiation therapy markets in Europe with more than 150 radiation therapy clinics and the technology level is generally high with a long tradition of utilizing more advanced techniques such as IMRT and VMAT.

Tecnologie Avanzate has approximately 20 employees and is a leading distributor of radiation therapy equipment in Italy. The company represents a wide range of international radiation therapy equipment suppliers and has been active for more than fifteen years in marketing, sales and service of treatment planning systems in particular.

"Tecnologie Avanzate has a very strong track record with a customer list covering more than half of all the clinics in Italy so we are very happy that they have selected to work with us exclusively in this field. I am convinced that the combination of our leading technology and their expertise in service and support will be a very attractive offer for the Italian customers", says Johan Löf, CEO of RaySearch.

"RaySearch has a long-standing reputation for being the leading developer of advanced functionality in the treatment planning field. RayStation® is a new system that combines well-tested algorithms with unique advanced features and a modern user-friendly interface. The system already looks great and bearing in mind that RaySearch keeps a higher pace than all other developers in this field, I firmly believe that RayStation® is a system for the future", says Guido Catolla, CEO of Tecnologie Avanzate.

ABOUT RAYSTATION®

RayStation® integrates all RaySearch's advanced treatment planning solutions into a flexible treatment planning system. It combines unique features such as multi-criteria optimization tools with full support for 4D adaptive radiation therapy. It also includes functionality such as RaySearch's market-leading algorithms for IMRT and VMAT optimization and highly accurate dose engines for both photon and proton therapy. The system is built on the latest software architecture and has a graphical user interface offering state-of-the-art usability.

ABOUT RAYSEARCH

RaySearch Laboratories is a medical technology company that develops advanced software solutions for improved radiation therapy of cancer. RaySearch's products are mainly sold through license

agreements with leading partners such as Philips, Nucletron, IBA Dosimetry, Varian, TomoTherapy and Siemens. To date, 15 products have been launched through partners and RaySearch's software is used at some 1,800 clinics in more than 30 countries. In addition, RaySearch offers the proprietary treatment planning system RayStation® directly to clinics. RaySearch was founded in 2000 as a spin-off from Karolinska Institutet in Stockholm and the company is listed in the Small Cap segment on NASDAQ OMX Stockholm.

For more information about RaySearch, visit www.raysearchlabs.com.

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