



Elekta leading in emerging markets

Stockholm, December 12, 2011

At a Capital Markets Day with focus on emerging markets, Elekta's President and CEO, Tomas Puusepp, described how Elekta will build on its leading position in emerging markets. Elekta has a long-term commitment in making the highest standard of cancer care available to more patients throughout the world.

"We will continue to see a tremendous need for cancer care in these markets for many years to come," Puusepp says. "By approaching them with a long-term commitment and by serving an increasing number of hospitals with advanced solutions within oncology and neurosurgery, including education and training, Elekta can contribute to making the most advanced cancer care available to more patients."

He says that in addition to economic development, there are a number of aspects driving growth in emerging markets. These include an aging population with increasing cancer incidence and government-sponsored structural build out of health care. Puusepp says these are the prerequisites for sustainable growth, estimated to be 10-20 percent annually. He added that Elekta's net sales in emerging markets is foreseen to increase from the current 30 percent to approximately 40 percent of Elekta's total sales by 2015.

The recent acquisition of Nucletron, world-leader in brachytherapy, will contribute to Elekta's growth. As well as extending the product offering, it brings new customers in emerging markets.

Gilbert Wai, Executive Vice President, Region Asia Pacific, says: "We have been established in China since 1982, and today Elekta is the country's market leader. Seven of the ten leading clinics have Elekta equipment. We are committed to supplying our cancer care solutions in the build out of health care in the Asia Pacific region."

Nabil Elias Romanos, Vice President, Eastern Europe and Middle East, says: "An unmet need of cancer care will continue to drive demand in Eastern Europe and Middle East. For example, in Russia, government-sponsored programs will provide radiation therapy equipment to an estimated 10-15 clinics each year. Elekta has supplied a number of the most prominent cancer care facilities in Russia with our linear accelerator systems and Leksell Gamma Knife®. We are delivering a complete range of solutions including education and training. Experts from Elekta support Russian medical physics students, contributing to their professional growth, knowledge and understanding of radiation therapy."

Presentations were also given by Antonio Ponce, Vice President, Latin America; Tim Rooney, Managing Director, Elekta Japan; and Percy Shroff, Managing Director, Elekta India, on their respective regions.

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The above information is such that Elekta AB (publ) shall make public in accordance with the Securities Market Act and/or the Financial Instruments Trading Act. The information was published at 13.00 CET on December 12, 2011.

About Elekta

Elekta is a human care company pioneering significant innovations and clinical solutions for treating cancer and brain disorders. The company develops sophisticated, state-of-the-art tools and treatment planning systems for radiation therapy, radiosurgery and brachytherapy, as well as workflow enhancing software systems across the spectrum of cancer care.

Stretching the boundaries of science and technology, providing intelligent and resource-efficient solutions that offer confidence to both healthcare providers and patients, Elekta aims to improve, prolong and even save patient lives.

Today, Elekta solutions in oncology and neurosurgery are used in over 6,000 hospitals worldwide. Elekta employs around 3,300 employees globally. The corporate headquarters is located in Stockholm, Sweden, and the company is listed on the Nordic Exchange under the ticker EKTA.