





Update due to Covid-19

Dr Richard Hausmann, President and CEO – April 28, 2020

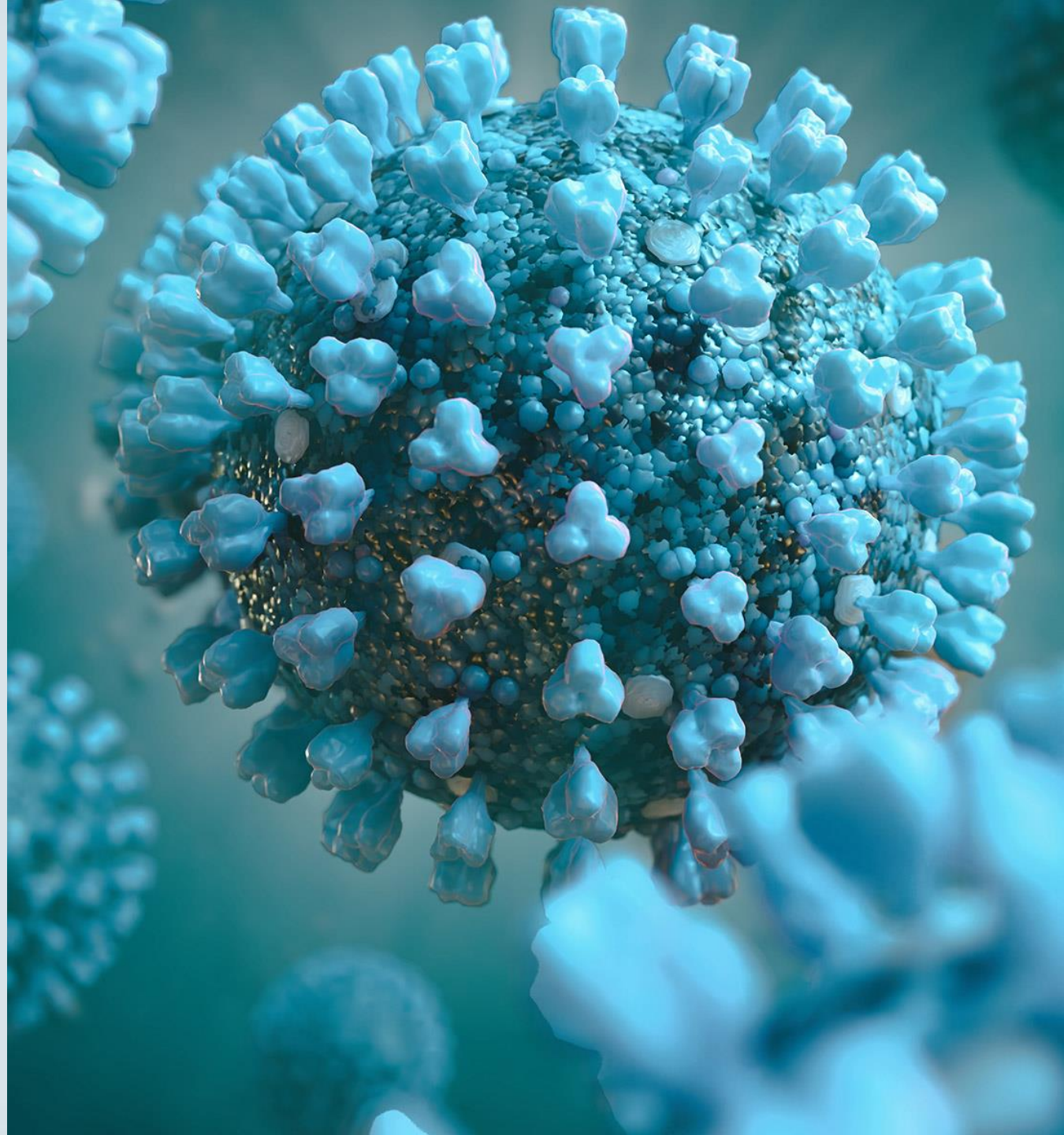
Important information

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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.

The world has changed

- The Covid-19 pandemic has severely impacted public life and business all over the world in an unprecedented way
- Due to our particular FY (May-April), our usually strong last quarter was increasingly affected
- As the pandemic escalated it impacted Europe and North America increasingly in April, two of our most important markets
- It is still unclear how quick the situation will recover or if recurrent lockdowns will be the "new normal"
- Underlying demand for cost efficient cancer treatments remains



Highlights of impact from Covid-19

Impact on whole quarter (Feb-April) on order, revenue and costs

Supply chains and production continued to run well under the circumstances

Strengthened financial position and increased available liquidity

Changed outlook for FY 19/20 and withdrawn mid-term scenario

Keep our employee safe

- As much as possible, we let our employees work from home and we are following local recommendations
- All travel except business essential stopped
- Production employees split into segregated shifts
- Increased precaution: social distance, masks, increased hand hygiene
- Preparations for returning to office work are under way



The "wave from East to West" leads to different timing and impact on markets globally

China

Public procurement and tendering has re-started

Other Asia Pacific

Installations ongoing with local personnel, e.g. in Korea, Vietnam, Taiwan and Australia



Europe

Increasing delays in installations in most countries

More difficult to finalize orders due to limited physical access, especially in Southern and Eastern Europe



North America

Delays in installations, but varies between states

South America

Significant delays of installations in most countries, many countries locked down

India

Difficult to access clinics for the last four weeks, likely to be prolonged



Middle East and Africa

Mainly green field market and low access to RT, thus still relatively strong market

Installations increasingly harder in April, many countries completely locked down, others still accessible

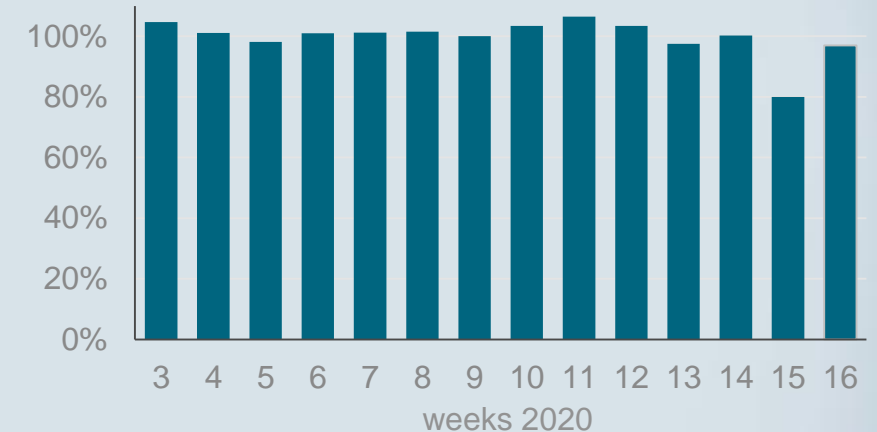
No cancellations of order due to Covid-19
Several won tenders not yet in order book

Radiotherapy treatments continue at near normal levels during Covid-19

97%

of normal global treatment volumes during week 16, starting April 13

Global treatment volumes¹⁾
as % of normal level



“Elekta will be here until cancer isn’t, which will be long after the corona virus”

Secure our supply chain – operational under difficult circumstances

Production sites/supply chain

- Beijing, China – fully operational
- Crawley, UK/Veenendaal, the Netherlands – “essential business” status, normal production
- Essential business status for suppliers and dual sourcing strategy helps short term supply

Service

- Increased global remote fix rate of 12%-points, Europe up ~20%-points
- Local teams in most markets secure availability of service personnel without crossing borders

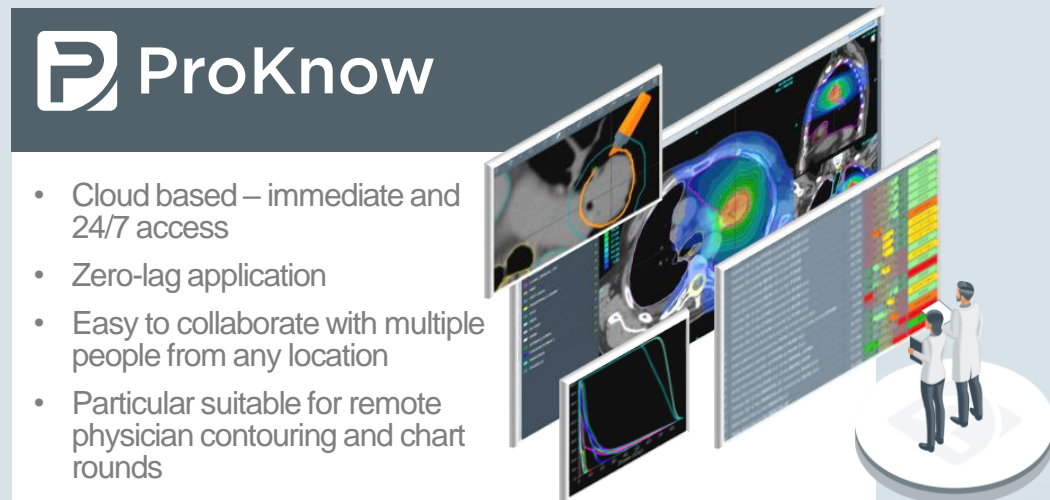


Advanced SW applications highly relevant in new situation

- Updated MOSAIQ for Covid-19 support – quick guides to configure tasks and actions
- Remote access to MOSAIQ, Monaco and ProKnow to work more effectively with less physical contact – supported by self-training, videos, weekly webinars
- ProKnow enables clinicians to create, modify and release treatments plans fully remotely



MOSAIQ SmartClinic Mobile very helpful now

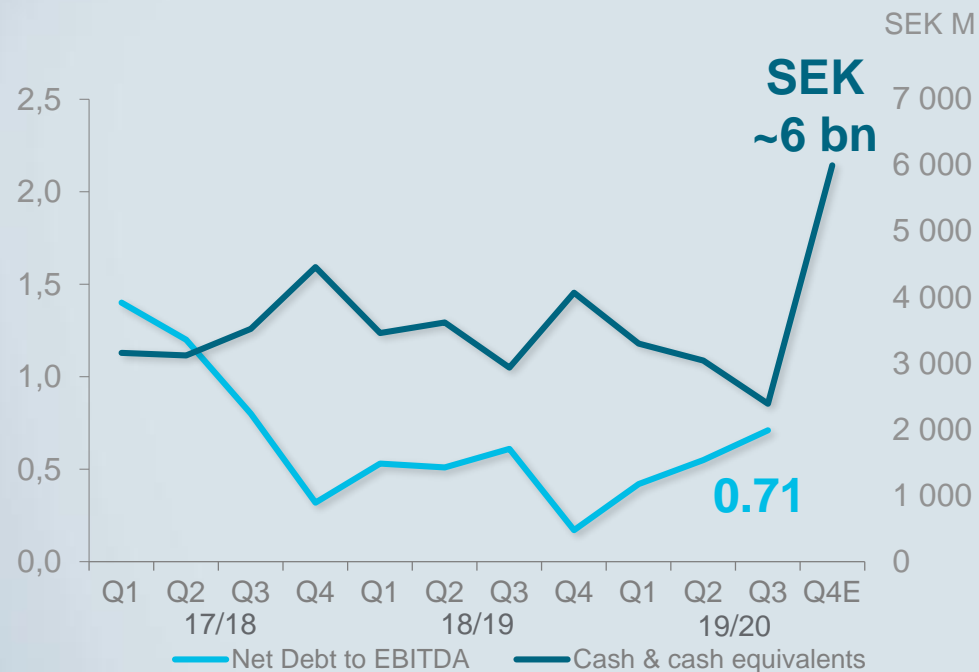


- Cloud based – immediate and 24/7 access
- Zero-lag application
- Easy to collaborate with multiple people from any location
- Particular suitable for remote physician contouring and chart rounds

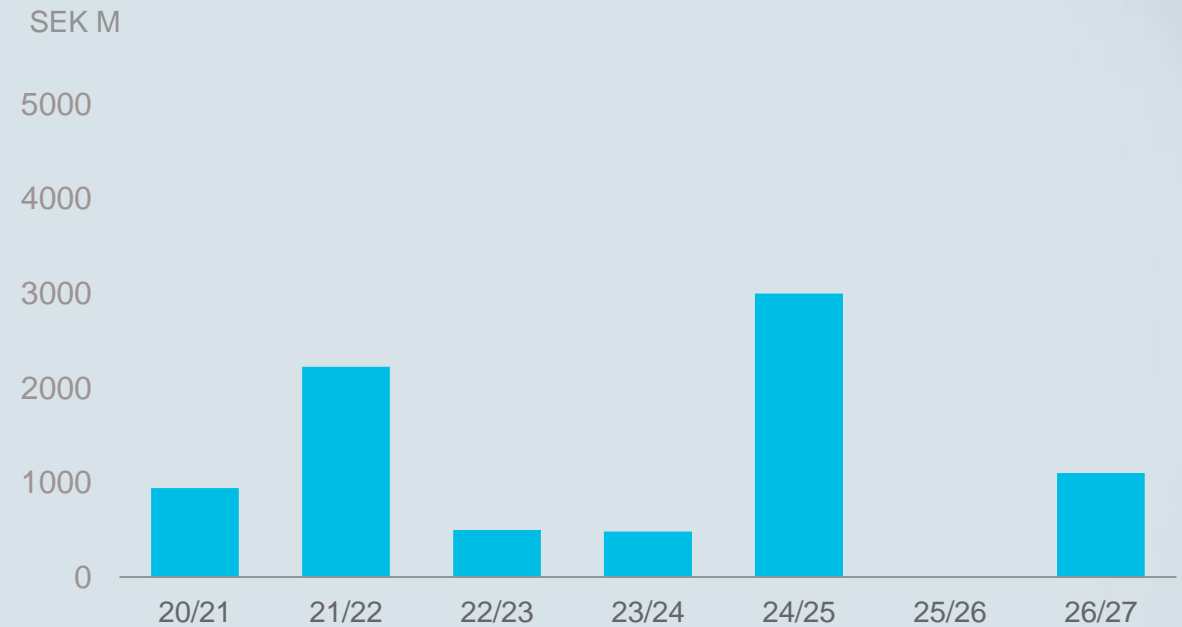
90 days free access to ProKnow

Strengthened liquidity and secured long term financing

Net Debt¹⁾/EBITDA and available cash



Maturity profile



- Strong Net debt/EBITDA at end of January 2020 of 0.71
- Additional financing strengthening liquidity, expect ~ SEK 6 bn in available cash at end of FY 19/20

- Issued two bonds (3/5-years maturity) totalling SEK 1.5 bn in March
- Credit loan of ~SEK 1.1 bn with 7-years maturity (NIB), SEK 300 m with 2-years maturity (SEK) and draw down of ~SEK 2 bn on existing credit line in April

Changed outlook FY 19/20 and withdrawn mid-term scenario

New outlook FY 19/20		Scenario FY 20/21-22/23
Net sales	~1 percent	due to ongoing uncertainties we withdraw mid-term scenario
EBITA margin	16-17 percent	

Updated outlook will be published when we can further quantify the impact of Covid-19 on the radiation therapy market and its effect on our business

Recent highlights on order intake – Elekta Unity going strong

1st

Latin American order of Elekta Unity to San José Moscati Hospital



together with
Leksell Gamma Knife,
Flexitron, Versa HD
and MOSAIQ

7th Dutch order of
Elekta Unity to RIF
Leeuwarden

together with
three Versa HD



1st



**Japanese order
of Elekta Unity
to Edogawa Hospital**

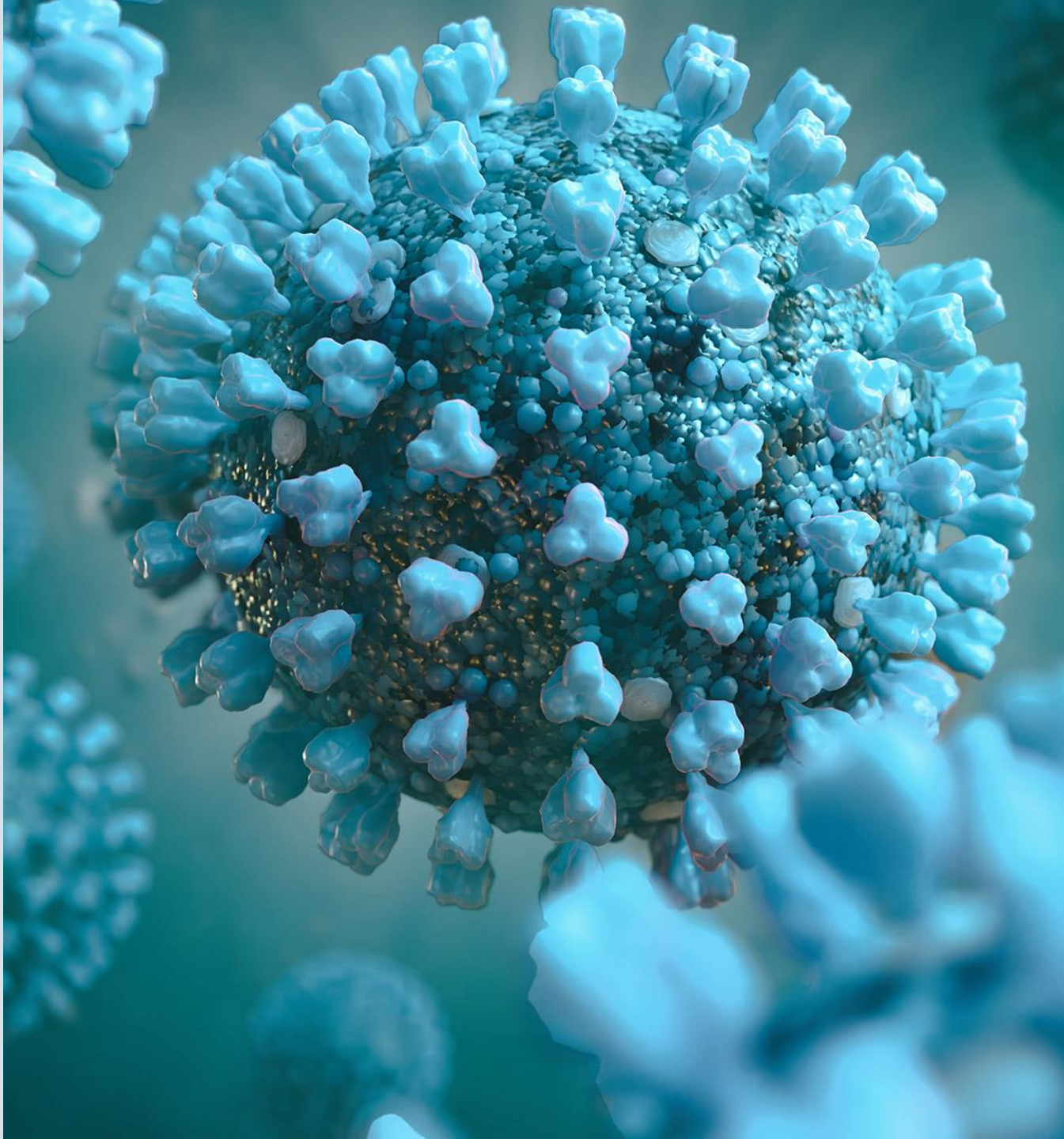
Changing business environment due to Covid-19

- Elekta Digital – opportunities to continue developing more remote software products
- New digital launch – Geneva (brachytherapy)
- Digital order fulfillment allowing faster and better prepared installations in challenging countries



Summary

- Covid-19 impacts our business in a serious way
- We adapted our guidance for FY19/20
- Elekta manages the challenges in relation to safety of our people, customer support, liquidity and productivity in a proactive way
- Productivity measures will be strengthened in the coming quarters
- Underlying demand for cost efficient cancer treatments remains





Q&A

Dr Richard Hausmann, President and CEO
Gustaf Salford, CFO