

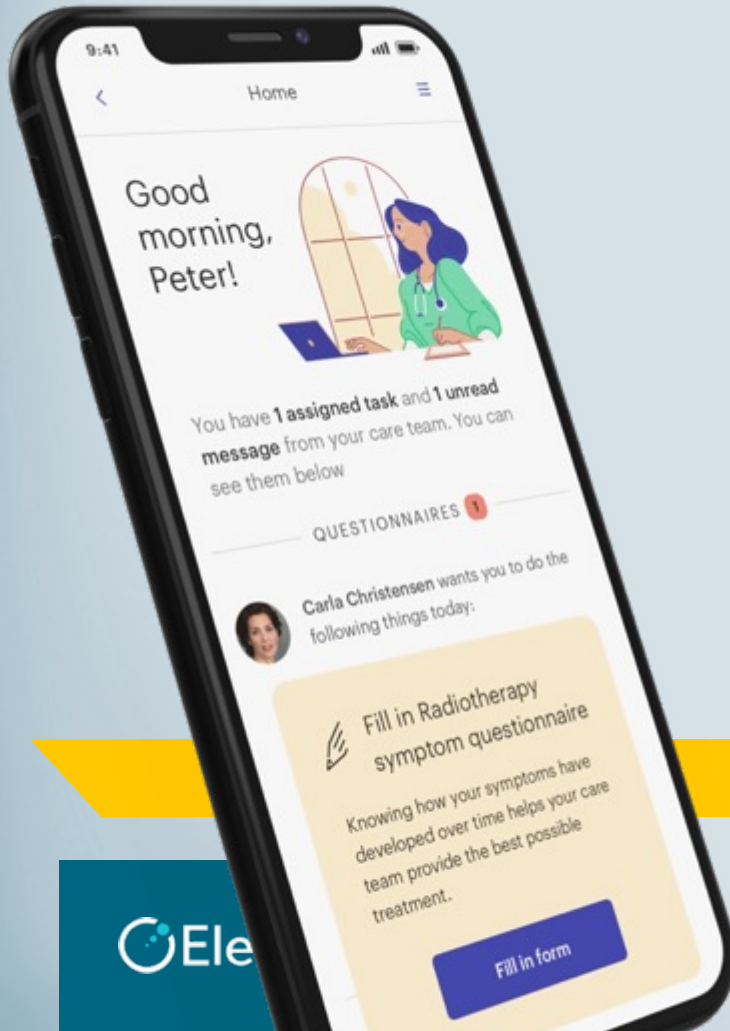
# Kaiku Health and Elekta story

Lauri Sippola – Managing Director, Elekta Finland

Nov 1, 2022

- 1. Our story**
- 2. Lessons learned**
- 3. Where are we today?**

# Kaiku Health is a platform\* for digital patient monitoring and management, enabling personalized digital health interventions for cancer patients



\* Medical device under FDA enforcement discretion in the US, CE-marked MDD Class IIa (readiness to MDR Class II) in EU and a registered Class I medical device in AU & NZ & Canada.

Restricted Information and Basic

# HISTORY IN BRIEF

## Kaiku Health



COMPANY FOUNDED AT  
AALTO UNIVERSITY



FIRST CUSTOMERS DOCRATES  
CANCER CENTER AND  
RADIOTHERAPY HIRSLANDEN



DEVELOPMENT OF  
CANCER IMMUNOTHERAPY  
ALGORITHM STARTED



COLLABORATIONS WITH  
GLOBAL LEADING PHARMA  
COMPANIES PUBLISHED



KAIKU HEALTH - A PART OF ELEKTA

2012

Lauri Sippola, Joel Lehtikainen, Henri Virtanen, Kaarlo Haikonen and Otto Seiskari found the company based on their initial market research and product development at Aalto University.

2013

Kaiku Health is taken into use by Europe leading cancer centers in Finland and Switzerland.

2016

Kaiku Health has been the first company in the world to develop an algorithm for improving symptom management in cancer immunotherapies based on patient-reported outcomes.

2018

Roche and Kaiku Health co-created immunotherapy module implemented for lung cancer patients in Germany, Switzerland and Finland. Kaiku Health announces Series A of 4,4 million euros led by Debiopharm.

2020

Kaiku Health is acquired by the Swedish Elekta Ab. Europe leading cancer centers and global pharmaceutical companies as partners.

# Elekta - Precision. Radiation. Medicine.

## GLOBAL MEDTECH LEADER...

- ✓ Founded by Larry Leksell and his father Professor Lars Leksell in 1972
- ✓ Headquarter in Stockholm, Sweden
- ✓ Stock listed listed on the OMX Nordic Exchange (earlier Stockholm Stock Exchange) since 1994 under the ticker EKTA
- ✓ Annual revenue +1,5 B USD (2019/2020)
- ✓ Over 4000 employees globally

## ... WITH A GLOBAL REACH



**+2M**

Patients treated every year with an Elekta solution



**+7,000**

Hospitals with Elekta equipment



**120**

Countries with sales

# Elekta portfolio



## Treatment Planning & Preparation Software Solutions



**MOSAIQ®  
Plaza**



**Kaiku**



**Care team**



**ProKnow  
Informatics &  
Treatment  
Analytics**

## Treatment Delivery Systems



**Monaco**

**Orchestrator**



**AQUA**

**IQM**



**Family of  
Linacs**



**Elekta  
Unity**



**Brachytherapy  
Solutions**



**Leksell  
Gamma Knife®**

## Services



**Elekta  
Care™  
Solutions**



# ACCESS 2025

TOWARDS A WORLD WHERE  
EVERYONE HAS ACCESS  
TO THE BEST CANCER CARE

**1. Our story**

**2. Lessons learned**

**3. Where are we today?**



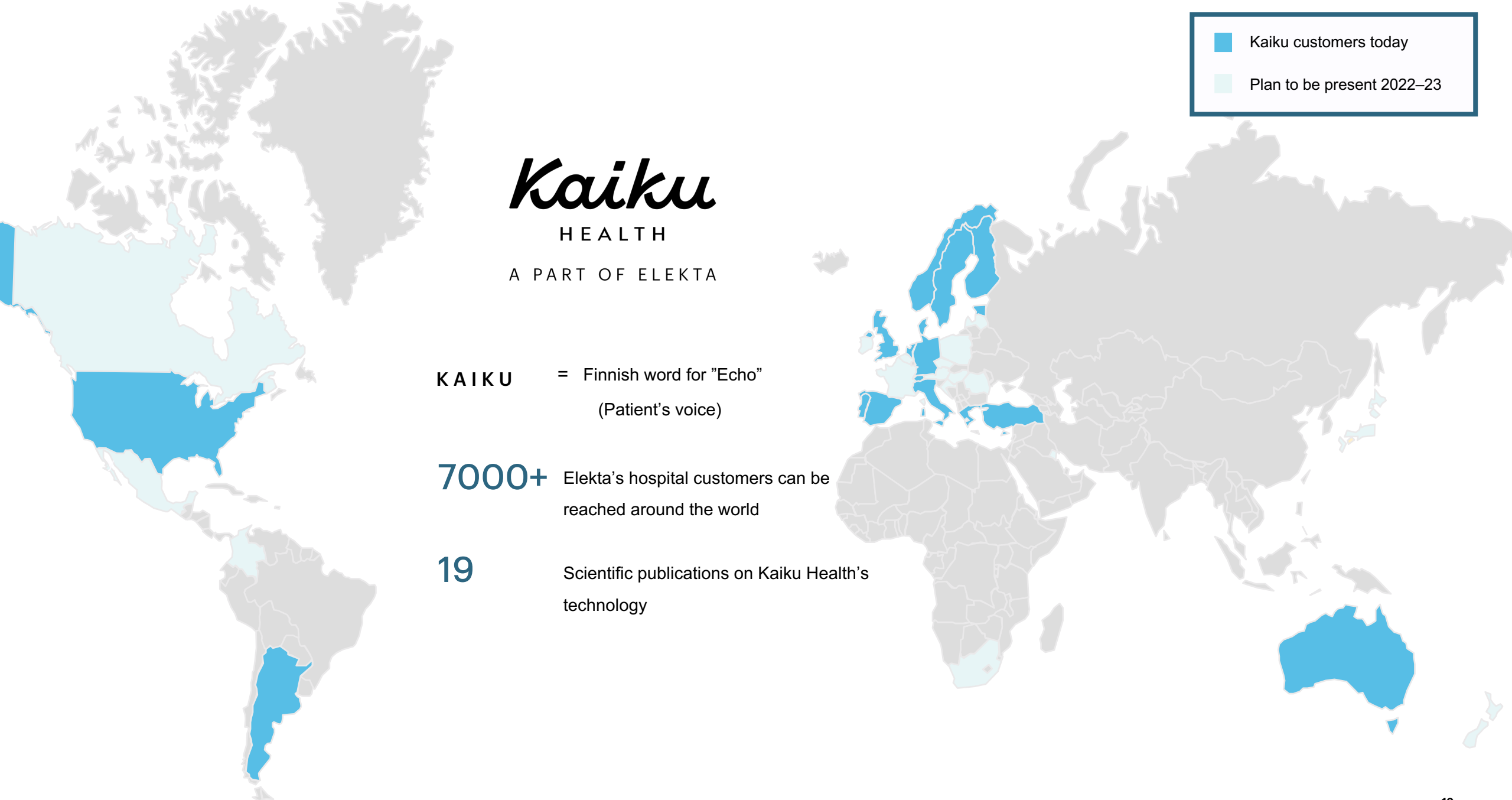
# Lessons learned – before the deal

- Board's and investors' role is critical in any funding or acquisition process
  - Joni Karsikas from TESI stepped in to our deal team to support the negotiation process
  - The role of our Chairwoman of the time, Tanja Dowe from Debiopharm Innovation Fund, together with the rest of the board was instrumental
- Timing matters
- The more options, the better

# Lessons learned – after the deal

- Cultural fit enables shared success
  - Elekta and Kaiku Health share many cultural cornerstones that have strongly supported our joint path as one team
- Integration is a strategic process
  - Finding the right balance between entrepreneurial innovation and corporate scalability
  - Strong connections between people are critical for ensuring success as a part of a corporation
- The world is on 24/7 with amazing colleagues around the world

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<span style="color: #0070C0;">■</span>	Kaiku customers today
<span style="color: #A6D8E8;">■</span>	Plan to be present 2022–23

# *Kaiku*

HEALTH

A PART OF ELEKTA

**KAIKU** = Finnish word for "Echo"  
(Patient's voice)

**7000+** Elekta's hospital customers can be reached around the world

**19** Scientific publications on Kaiku Health's technology



# Elekta Finland Software Center of Excellence

Office based in Siltasaarencatu 12, Helsinki  
Software teams for different Elekta products  
including Kaiku, Treatment Management  
Software and Oncology Informatics Solutions  
+100 employees in Finland in 2022

A photograph of two women laughing joyfully outdoors. The woman on the left is wearing a black long-sleeved top, and the woman on the right is wearing a yellow lace top and has her arm around the first woman's shoulder. The background is a bright, sunlit outdoor setting with green foliage and trees.

We don't just build technology

**We build hope**



# Q&A