

Cutting-edge solutions in expansive niche segments

Six-months report for the fiscal year 2009/2010

Dr. Jan-Olof Brüer, President and CEO Sectra AB

December 8, 2009

World leading products that make
healthcare more efficient and
government communications more secure.



What is Sectra?

- High tech products in niche segments with a large global potential.
- Vision to become the worldwide market leader in selected niche markets.
- From a strong position in Scandinavia international operations now represent a majority of the company revenues.

Growing, future
billion dollar markets.



Sectra in brief

- Two expansive niche segments.
- 589 employees.
- Offices in 12 countries.
- Market leader in Sweden.
- International market revenues represent 68 percent.

Medical Systems



**Secure
Communication
Systems**

Example of Sectra products

Sectra PACS™



Sectra MicroDose
Mammography®



Sectra Tiger® XS



Sales strategy

- Direct sales in selected markets and segments.
- Strategic partnerships with companies having local or regional sales and service organizations.

Sectra products are in use in more than 50 countries.



Sectra offices around the world

North America

Canada Montreal
USA Shelton

Scandinavia

Denmark Herlev
Norway Oslo
Sweden Linköping, Stockholm, Örebro

Europe

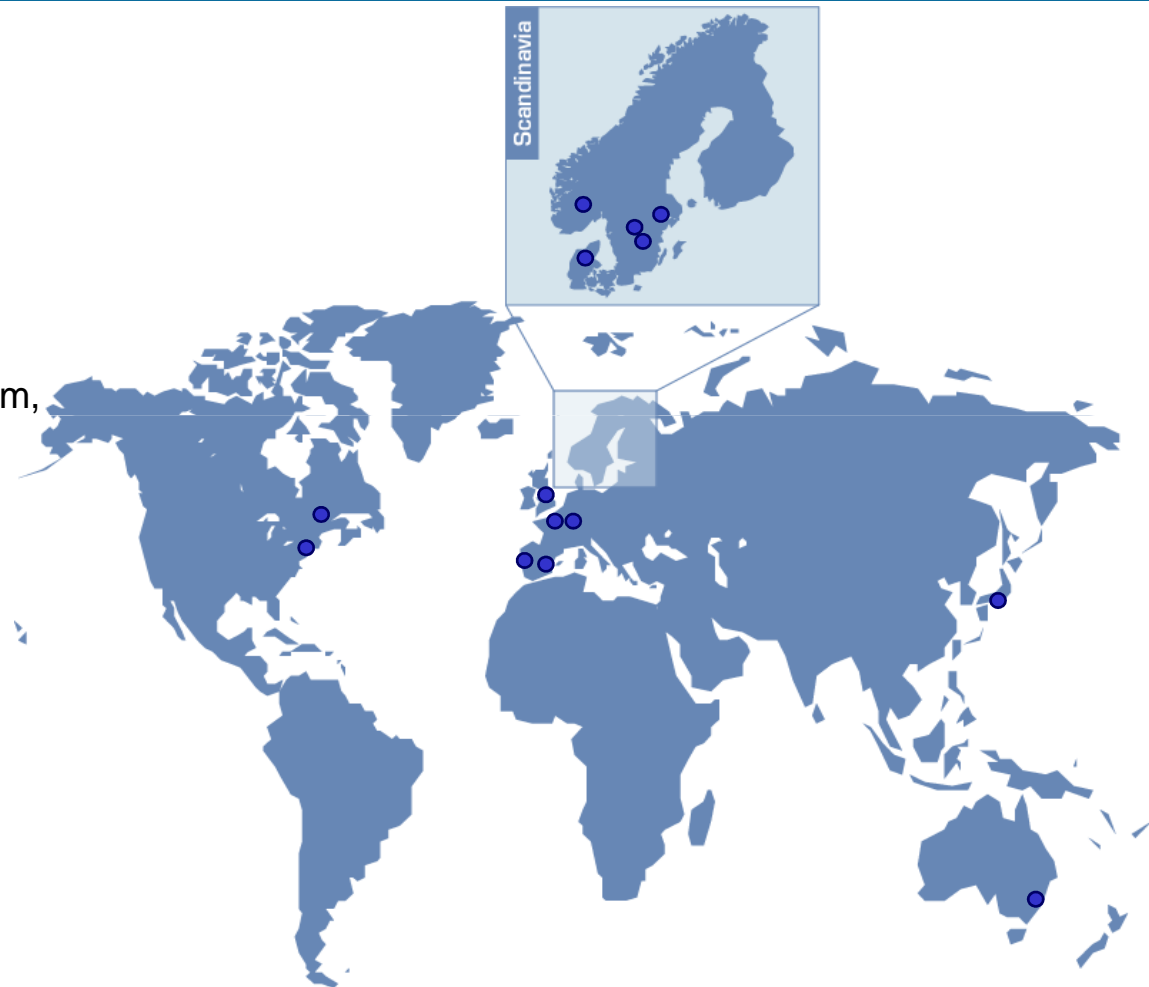
Germany Aachen
Netherlands Haag, Almere
Portugal OPorto
Spain Madrid
United Kingdom London

Australia

Australia Sydney

Asia

Japan Osaka



Market Trends

Aging population and European cooperation

Market trends

Medical systems

- **Increased need for age-related medical care, e.g.**
 - cancer treatment
 - orthopedic surgery
 - treatment of bone fractures caused by osteoporosis

The proportion of elderly people is increasing in the industrial world, thus resulting in rising healthcare costs.

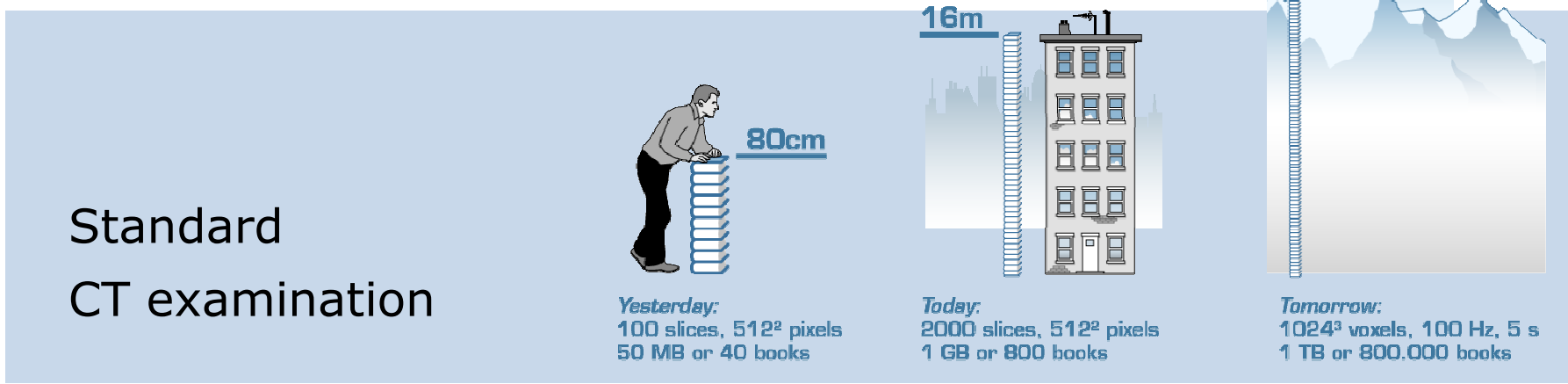


Market trends

Medical systems

- **Data explosion**

new equipment produces an unprecedented volume of images that place an enormous burden on the systems that process and store data.



Market trends

Secure communication systems

- **More frequent cooperation**
 - between government bodies within the EU
 - between defense administrations in Europe

Protecting your secrets



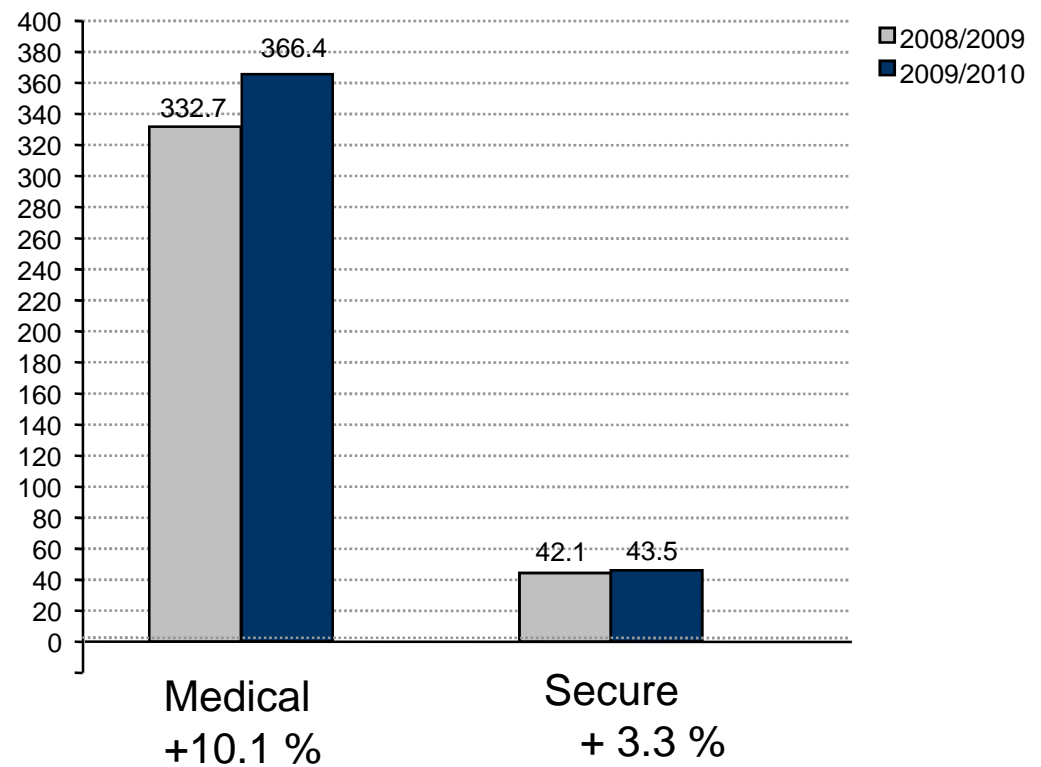
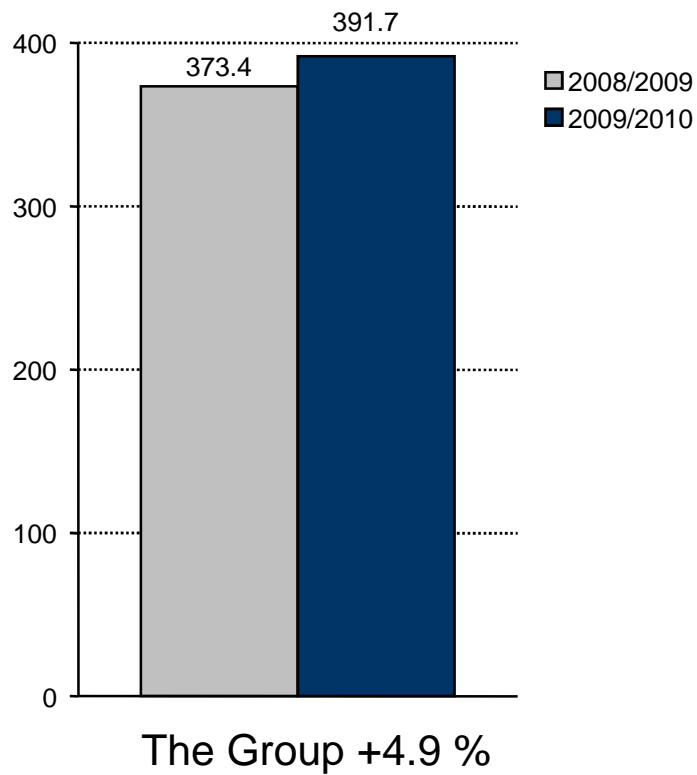
Six-months report for the fiscal year 2009/2010

Six-months report for the period May - October, 2009

Net sales

Six-months period

MSEK

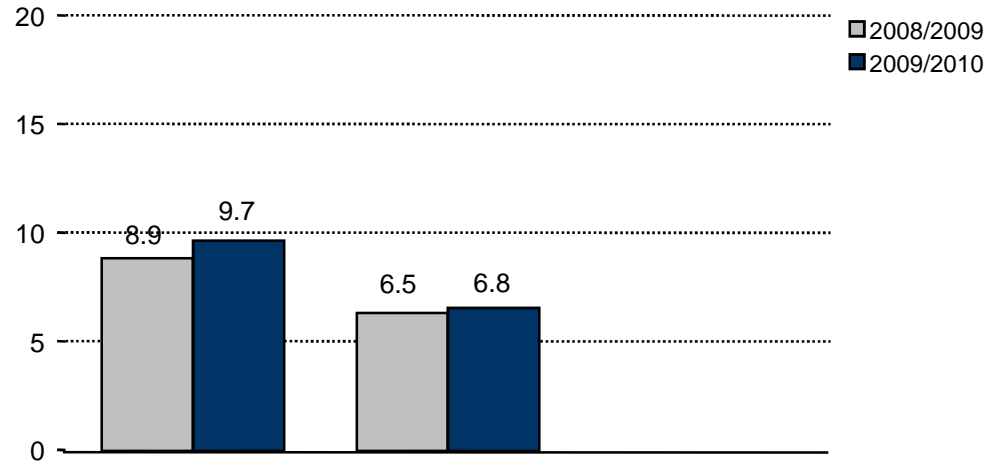


Six-months report for the period May - October, 2009

Operating profit

Six-months period

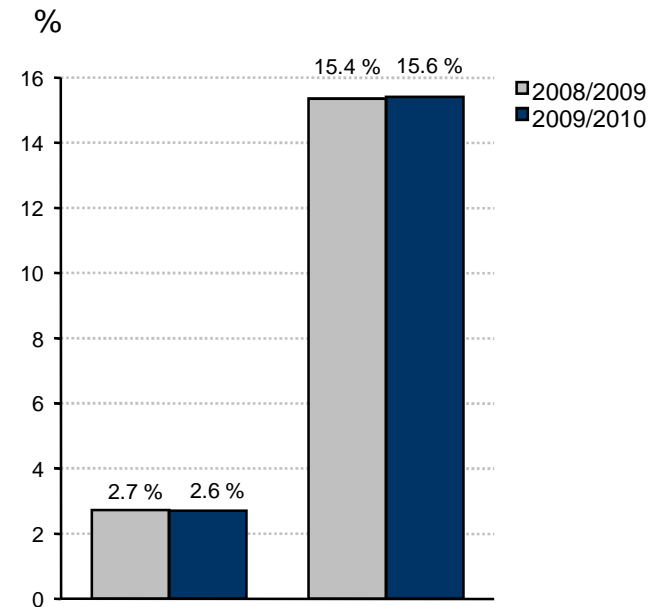
MSEK



Medical
+9.0 %

Secure
+4.6 %

Operating profit



Medical

Secure

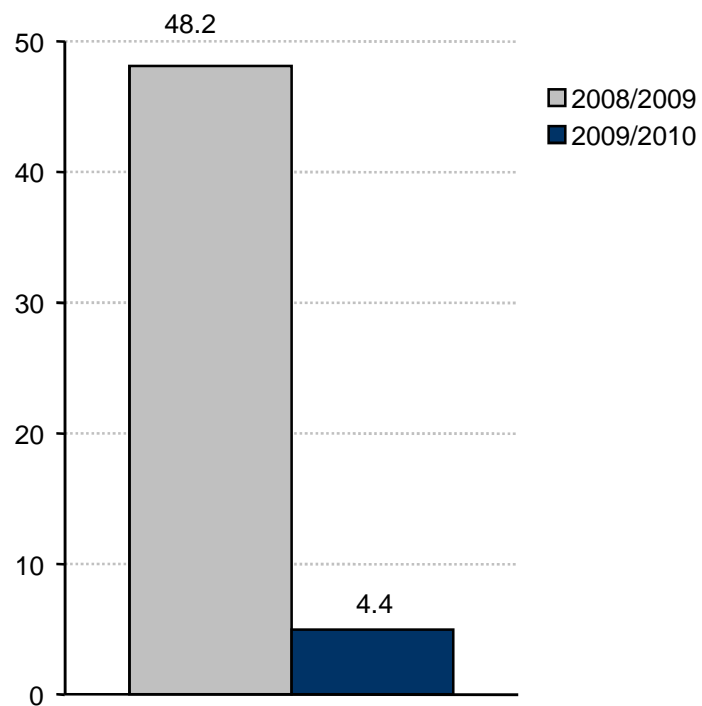
Operating margin

Six-months report for the period May - October, 2009

Profit after financial items

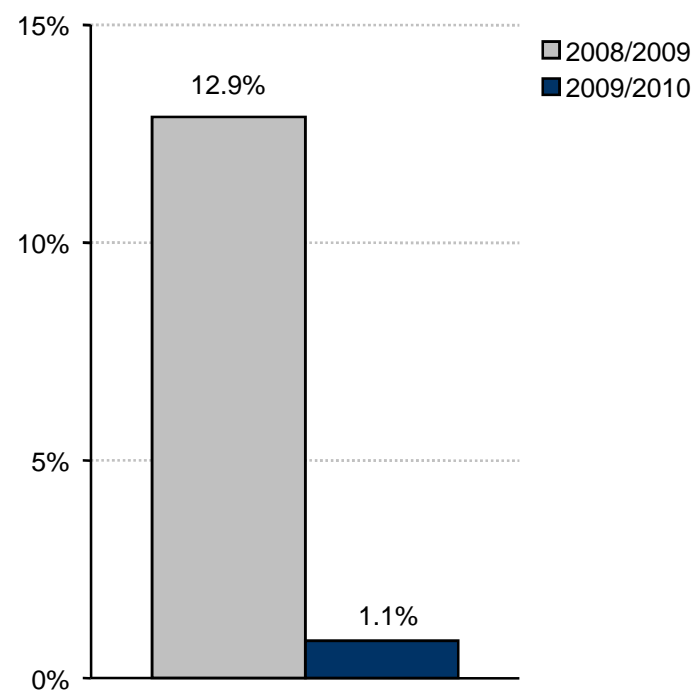
Six-months period

MSEK



The Group -91 %

Profit after financial items



The Group

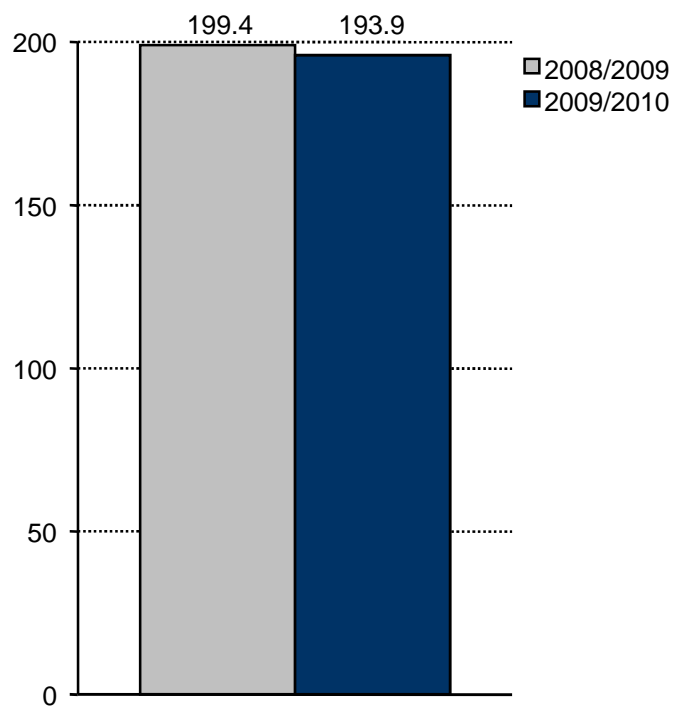
Profit margin

Six-months report for the period May - October, 2009

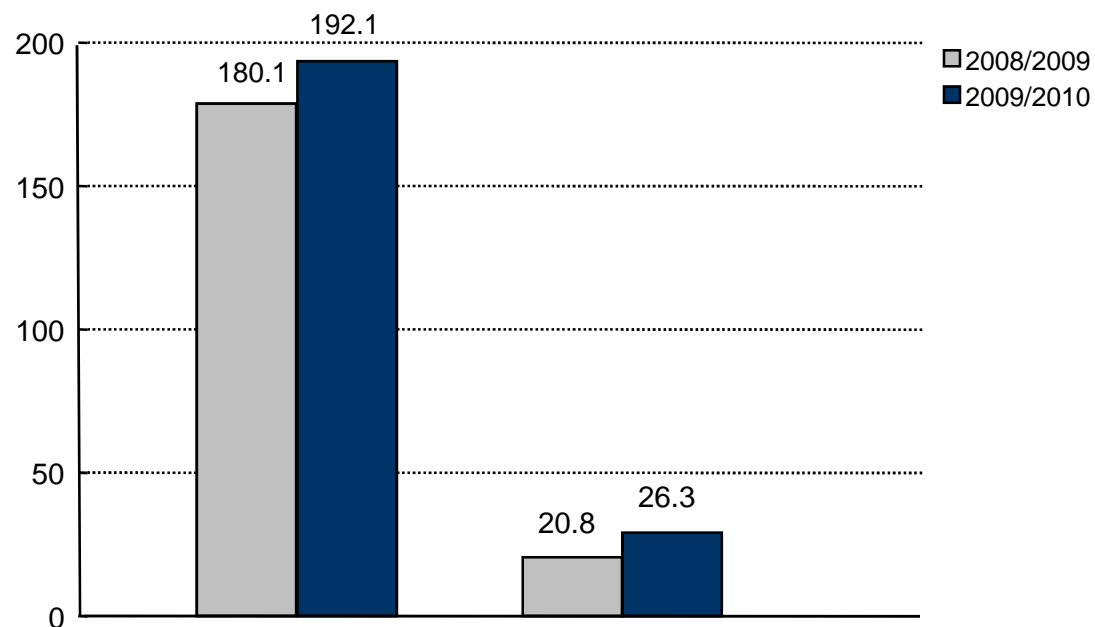
Net sales

Second quarter

MSEK



The Group -2.7 %



Medical
+6.7 %

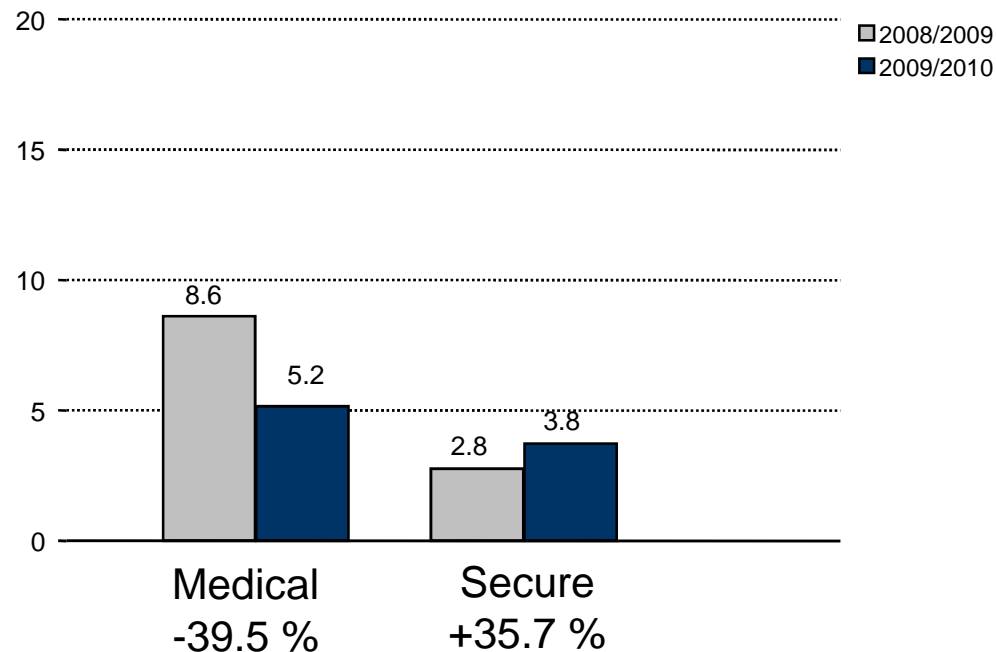
Secure
+26.4 %

Six-months report for the period May - October, 2009

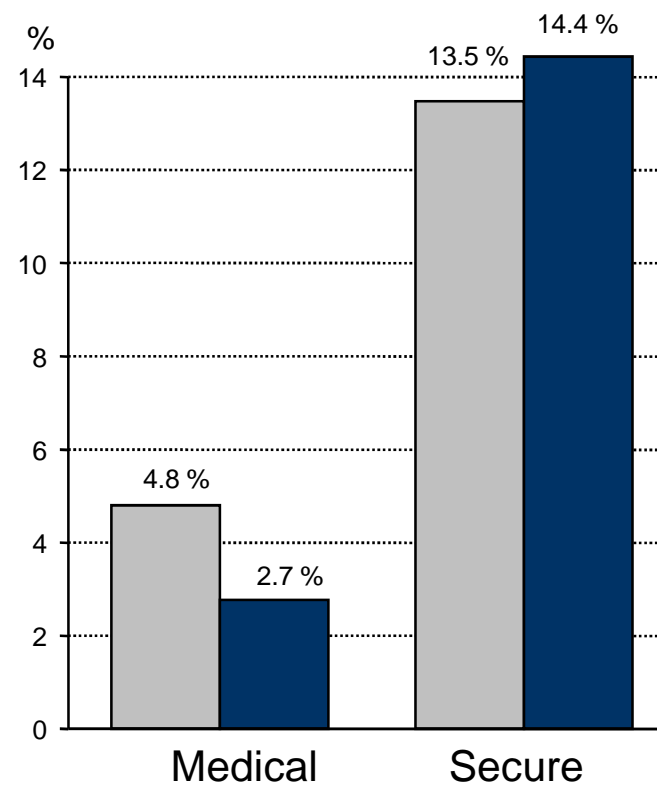
Operating profit

Second quarter

MSEK



Operating profit



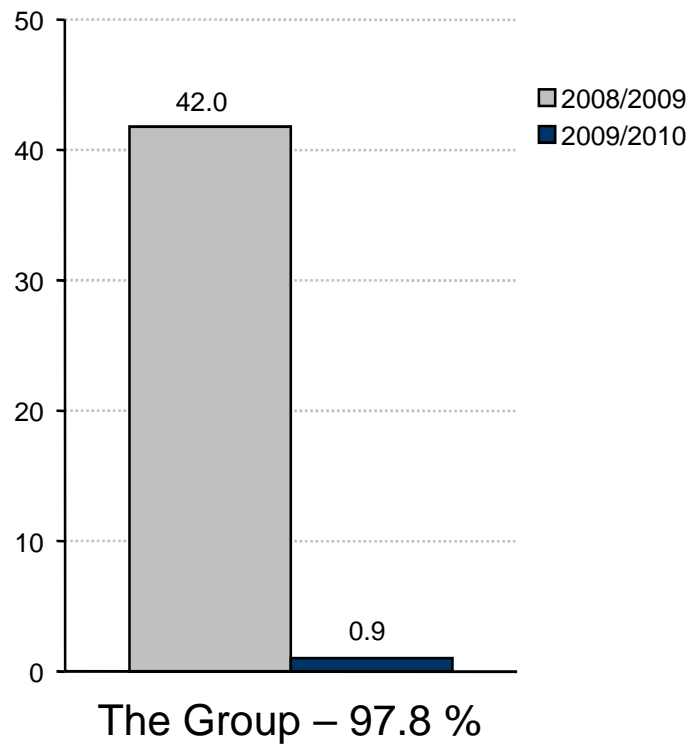
Operating margin

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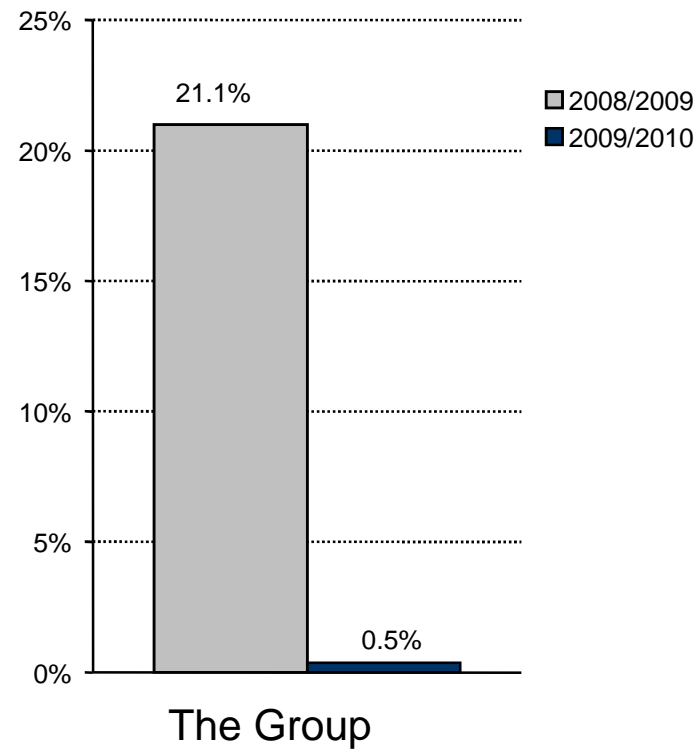
Profit after financial items

Second quarter

MSEK



Profit after financial items



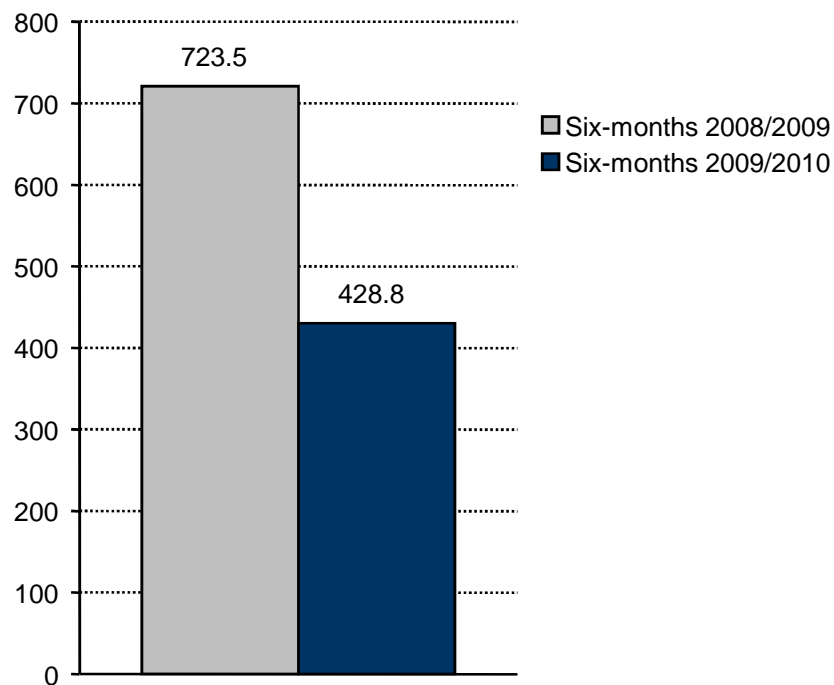
Profit margin

Six-months report for the period May - October, 2009

Order bookings

Six-months period

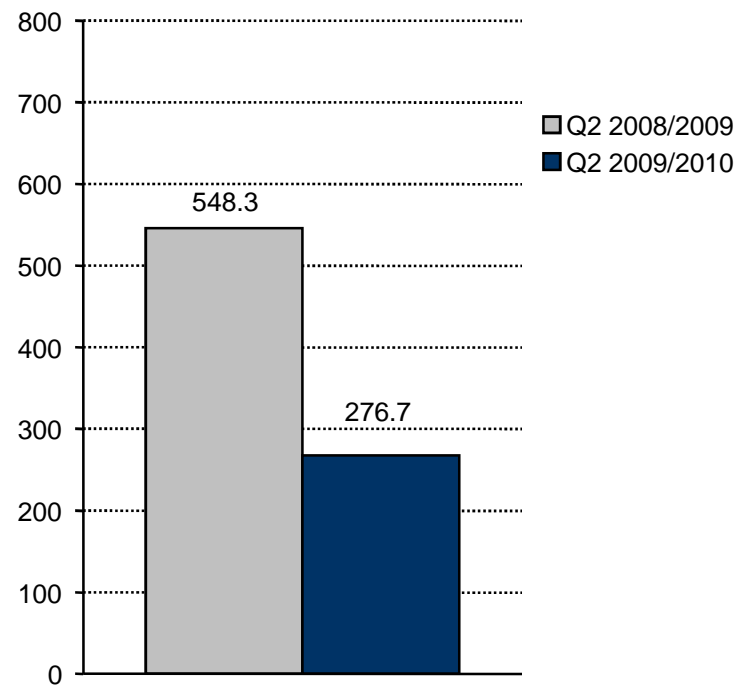
MSEK



The Group - 41 %

Second quarter

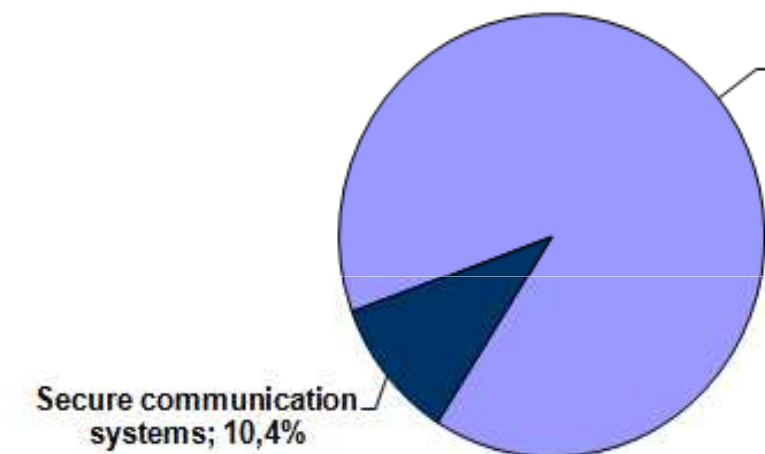
MSEK



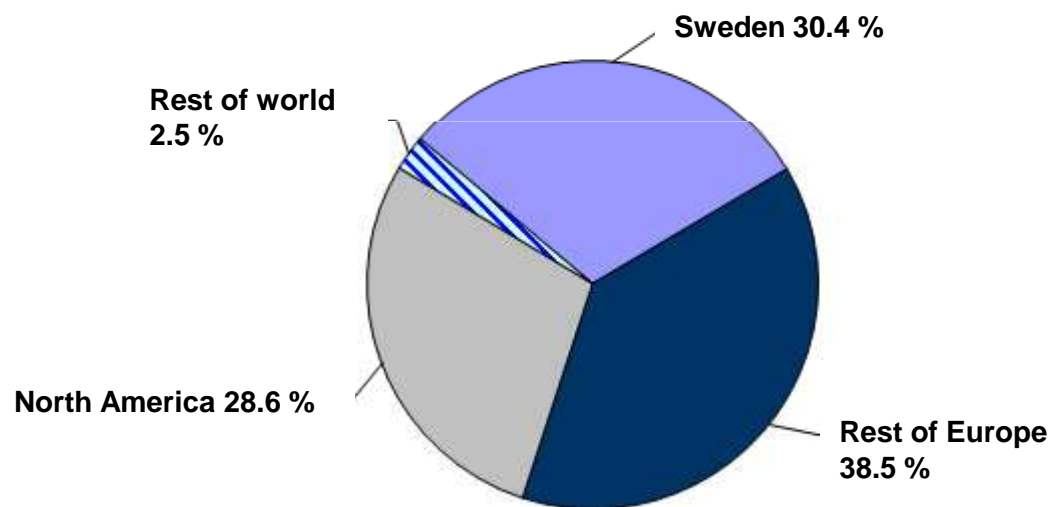
The Group -49 %

Six-months report for the period May - October, 2009

12-month running



**Net sales
by business area**



**Net sales
by geographic market**



Highlights from the second quarter

Highlights from the second quarter

Sweden invests in additional communication security

The Swedish Defense Forces made additional investments in communications security and accordingly FMV, the Swedish Defense Materiel Administration, ordered more Tiger XS for encrypted telephony. At the same time, FMV ordered Sectra's crypto for tactical radio.

The order value was SEK 18 million.

Unique crypto product for Europe's decision-makers.



Highlights from the second quarter

Six-year partnership agreement with Norwegian Curato

Sectra signed a six-year partnership agreement with the Norwegian company Curato, the Nordic region's largest supplier of radiology examinations, for Sectra's products and services.

The order value was about SEK 100 million.

Sectra PACS handle more than 50 million exams annually.



Highlights from the second quarter

FMV orders TETRA crypto from Sectra

The crypto solution will be used to protect calls from eavesdropping in Rakel, the Swedish Public Safety Network.

Rakel is a new nationwide radio system used by such public safety agencies as the police, rescue services, customs, Coast Guard and the Defense Forces.

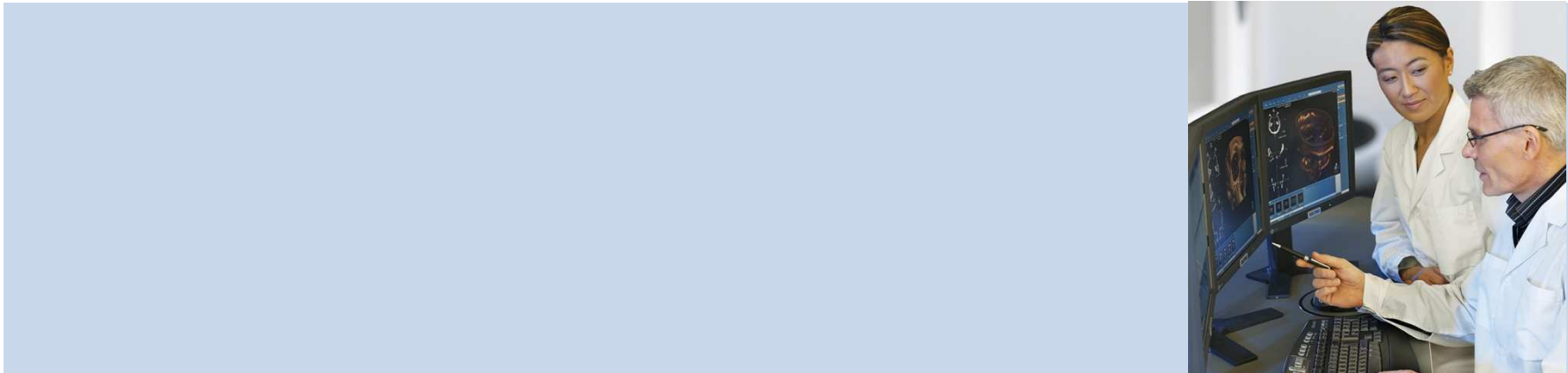
Safe and efficient cooperation among various public safety agencies



Highlights from the second quarter

Sectra enters the Saudi Arabian market

Sectra signed a distribution agreement with Attieh Medico, a leading medical technology company in the Kingdom of Saudi Arabia.



Highlights after the second quarter

Highlights after the second quarter

Curato invests in Sectra MicroDose Mammography

The Norwegian company Curato, the Nordic region's largest provider of radiology examinations, made a major investment in its mammography operations by investing in Sectra's digital mammography system, Sectra MicroDose Mammography.

The order comprised three mammography stands.

Sectra MicroDose Mammography,
examinations with the lowest possible
radiation dose.



Highlights after the second quarter

Sectra Panthon protects telephone calls up to Restricted

Sectra launched the Panthon voice encryptor at the Dutch IT security trade fair Infosecurity.nl in November.

Panthon will enable European government authorities to protect all their sensitive telephone calls from eavesdropping.

Panthon protects telephony up to the security level Restricted.

Sectra Panthon™ for everyday encryption



SECTRA

Highlights after the second quarter

Sectra continues its expansion in the Middle East

Sectra continued its expansion in the Middle East by signing a distribution agreement with Emitac Healthcare, a leading distributor of medical technology in the United Arab Emirates and Qatar.



Highlights after the second quarter

Luxembourg invests in Sectra MicroDose Mammography

Women in Luxembourg will soon be benefiting from low-dose mammography.

Three hospitals in Luxembourg ordered Sectra MicroDose Mammography after evaluating experiences from other European countries.

Sectra MicroDose Mammography,
examinations with the lowest possible
radiation dose.



Highlights after the second quarter

Sectra signs partnership agreement in Spain

Sectra signed a partnership agreement with the Spanish company Fundación García Muñoz S.L.

Founded in 1920, Fundación García Muñoz is a leading supplier of medical equipment and has an extensive customer base in both the private and public healthcare sectors in Spain.



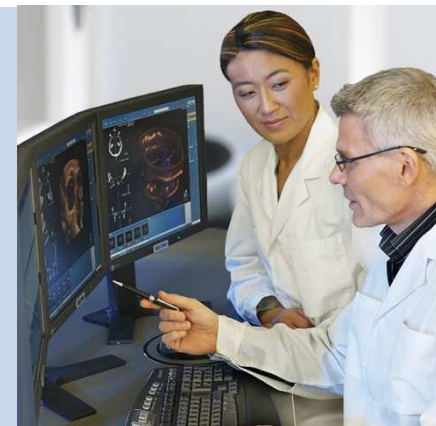
Highlights after the second quarter

Europe's most extensive healthcare IT programme takes off

The South East Trust in Northern Ireland, comprising five hospitals, has gone live with Sectra RIS/PACS.

These are the first of 25 hospitals, together performing more than 1 million examinations per year, that will be connected in one common radiology IT solution called NIPACS.

Sectra PACS handle more than 50 million exams annually.



Highlights after the second quarter

Canon Marketing Japan to distribute Sectra MicroDose Mammography

Canon Marketing Japan will become a distributor of Sectra's digital mammography system, Sectra MicroDose, in Japan.

Canon Marketing Japan, Inc., an affiliate of Canon Inc. Canon Marketing Japan is headquartered in Tokyo and has offices in all of the major cities in Japan.

Sectra MicroDose Mammography, examinations with the lowest possible radiation dose.



The Future
Growing,
future billion dollar markets

The future

Medical systems

Focus 2009/2010

- Continued expansion in existing markets supplemented by expansion of geographic presence in a number of new countries.
- Continued focus on increasing efficiency and minimizing disturbances in customer operations in conjunction with upgrading of existing IT systems.
- Increase sales of the Sectra MicroDose Mammography system.

Positioned in growing, future billion dollar markets.



The future

Secure communication systems

Focus 2009/2010

- Continuing focus on market coverage in the European authorities market through the sale and marketing of Tiger XS.
- Continuing business development of Sectra's Tiger offering.

Positioned in growing, future billion dollar markets.



SECTRA

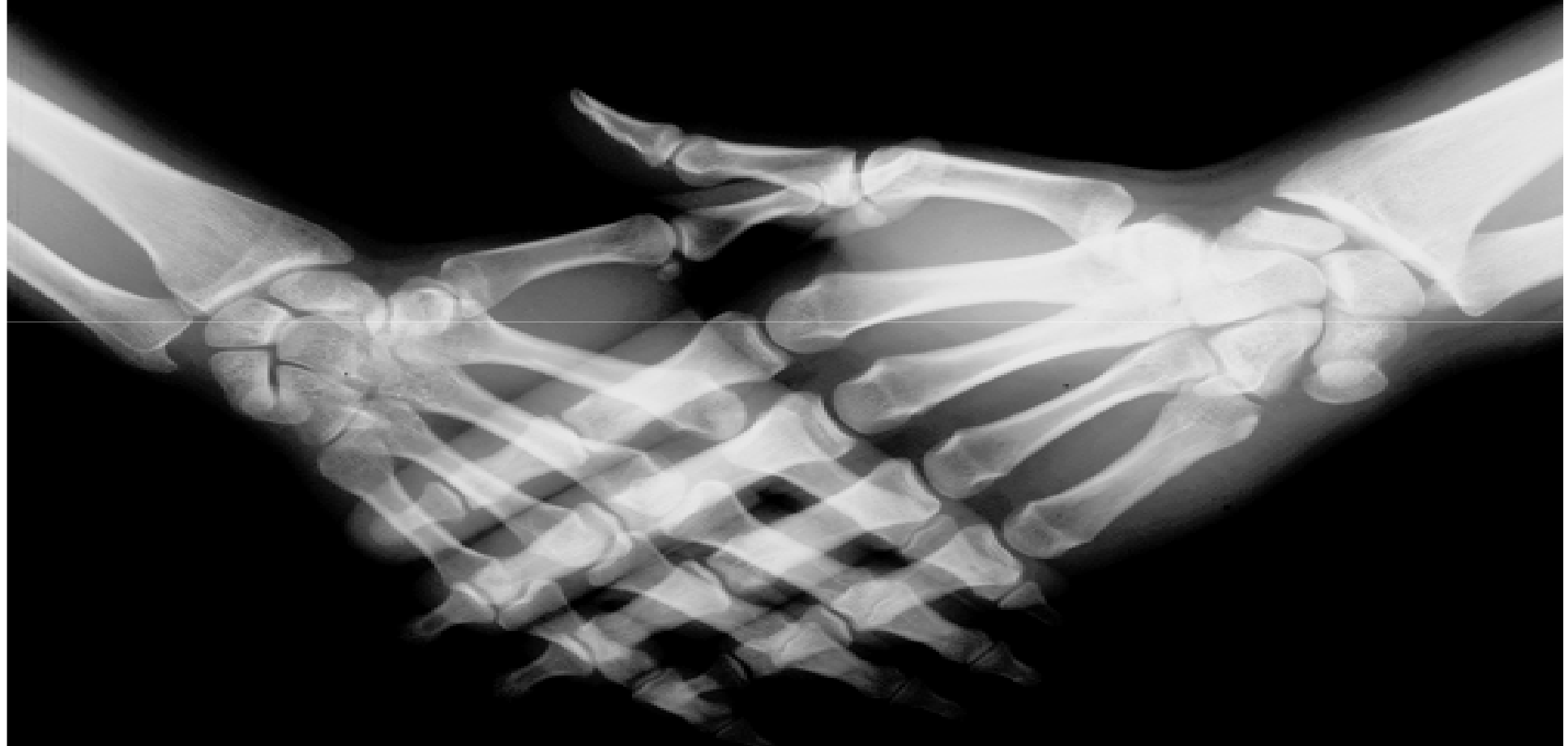
SECRET

CONFIDENTIAL

RESTRICTED

Keeping your secrets

SECTRA



More than just a handshake