

Cutting-edge solutions in expansive niche segments

Financial hearing

December 10, 2008

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



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 on the way to expand operations internationally.

Positioned in growing, future billion dollar markets.

Sectra in brief

- Two expansive niche segments.
- More than 500 employees.
- Offices in eleven countries.
- Large market shares in Sweden and ongoing internationalization.

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

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

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.

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.

Standard
CT examination

Secure communication systems

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

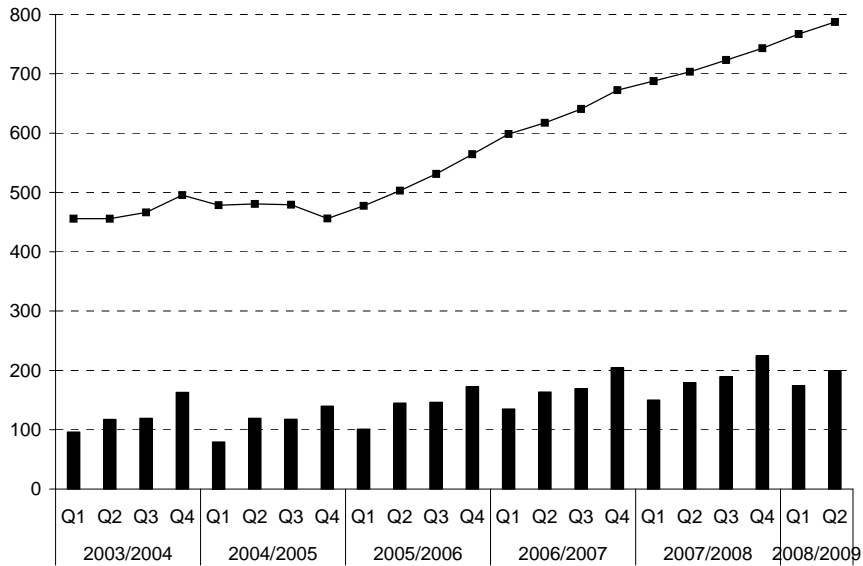
Protecting your secrets

Six-months report fiscal year 2008/2009

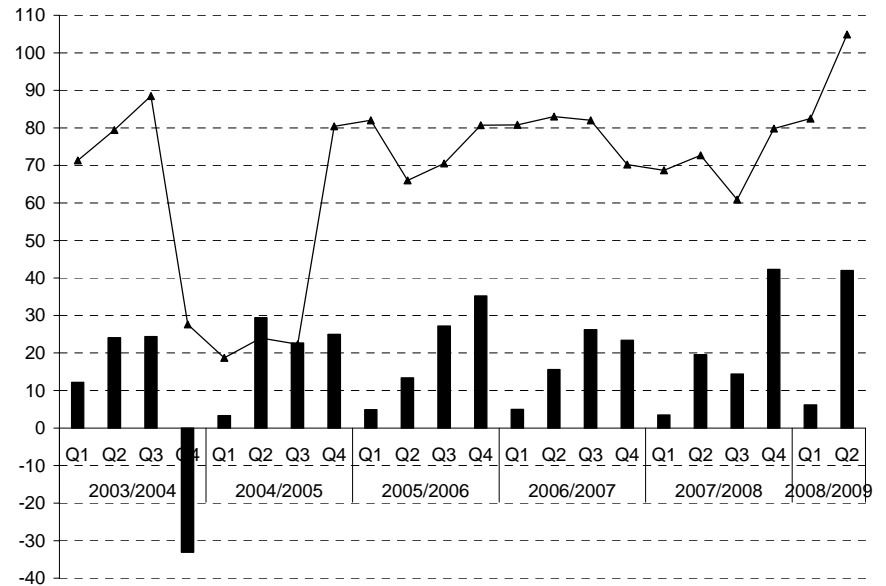
- Net sales increase
- Lower operating margin
- Positive \$ effect
- Record high order bookings

Six-months report for the period May - October, 2008

12-month running

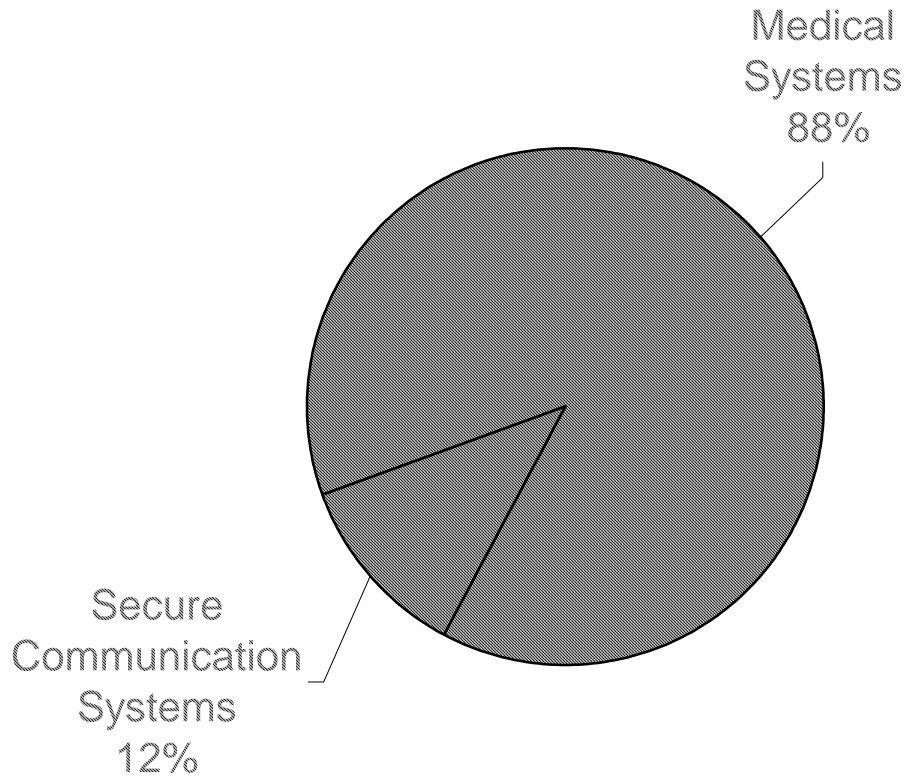


Net sales

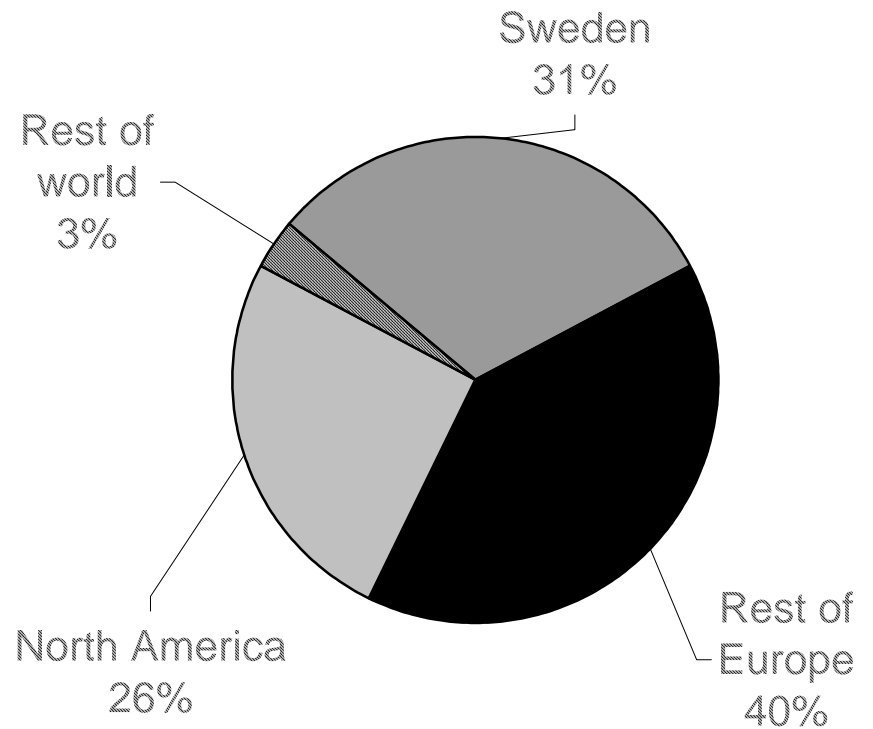


Earnings before tax

12-month running



**Net sales
by business area**



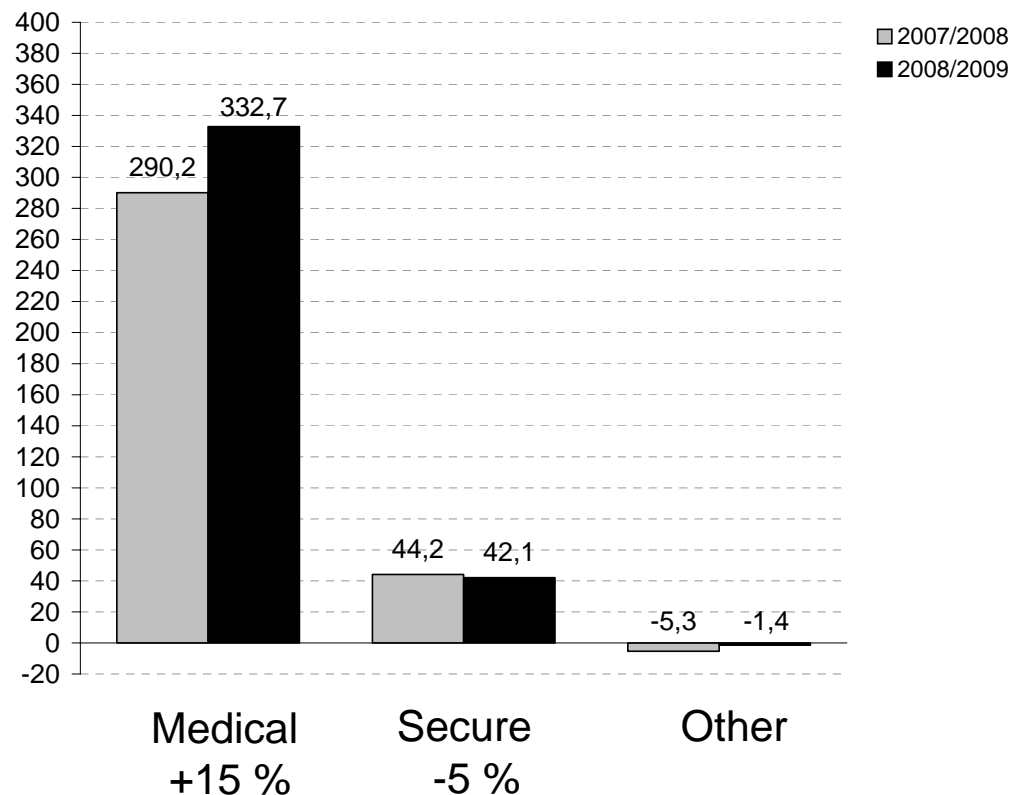
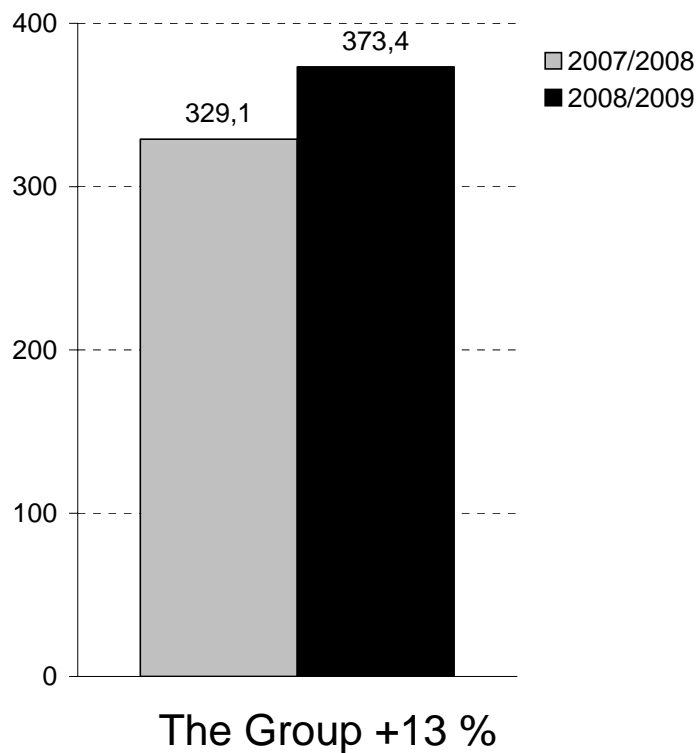
**Net sales
by geographic market**

Six-months report for the period May - October, 2008

Net sales

Six-months period

SEK million

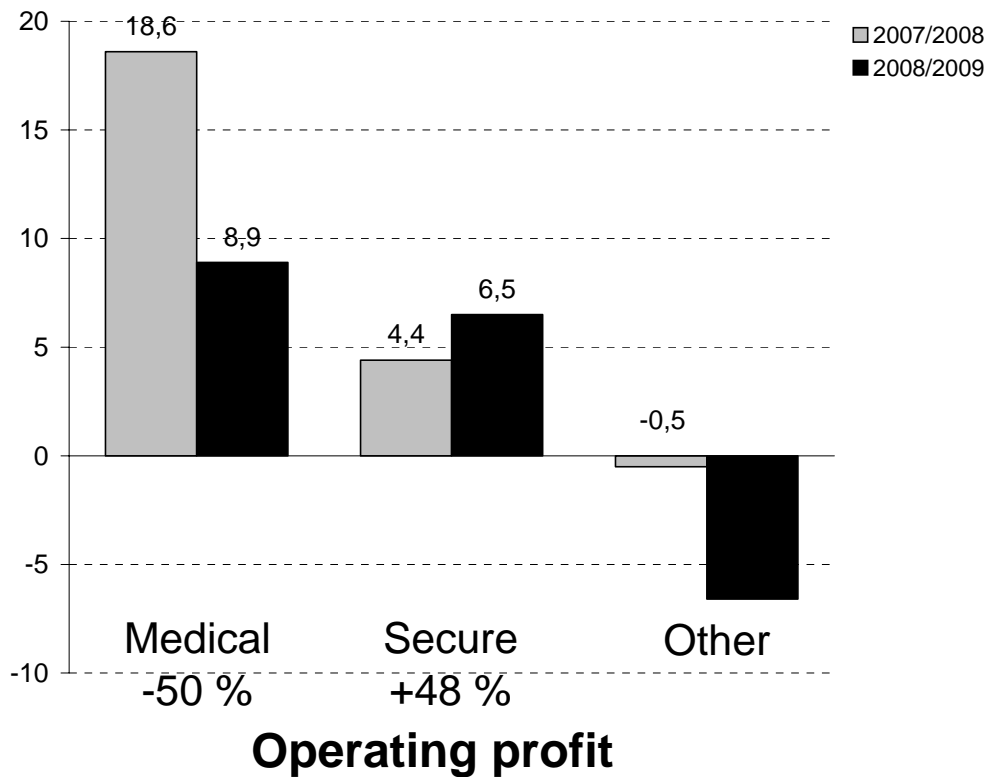


Six-months report for the period May - October, 2008

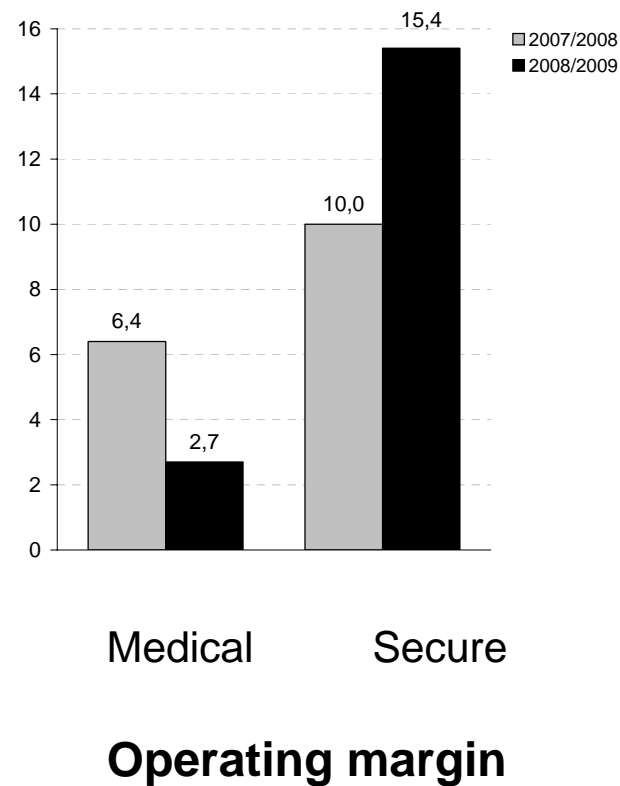
Operating profit

Six-months period

SEK million



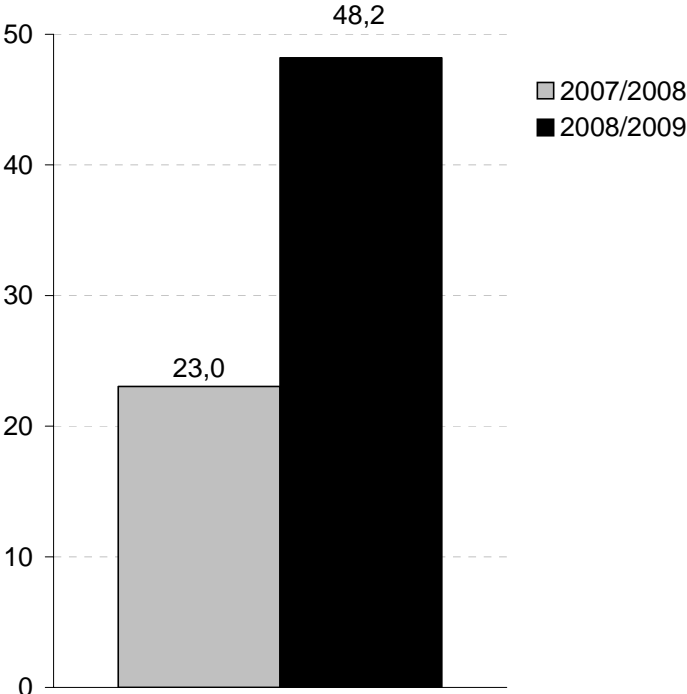
%



Profit after financial items

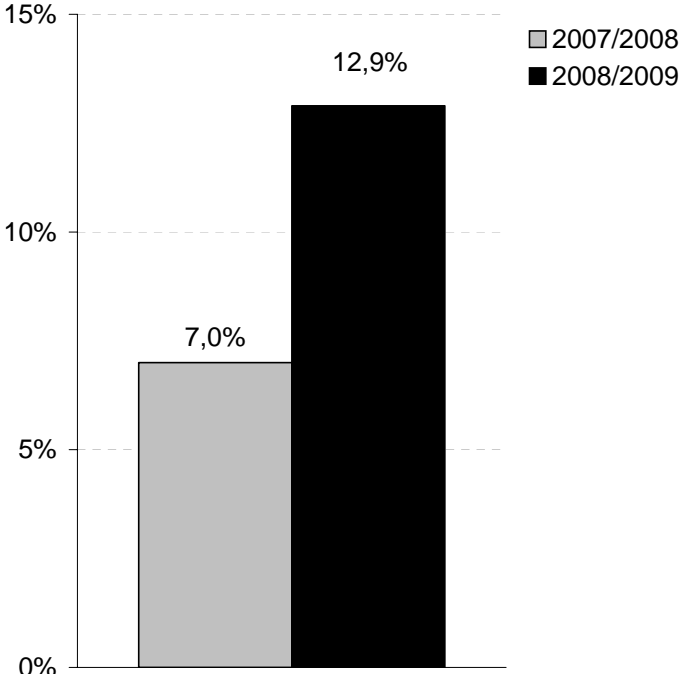
Six-months period

SEK million



The Group +110 %

Profit after financial items



The Group

Profit margin

Net financial income

Strengthened \$ and Euro Q2 had significant positive effect on net financial income:

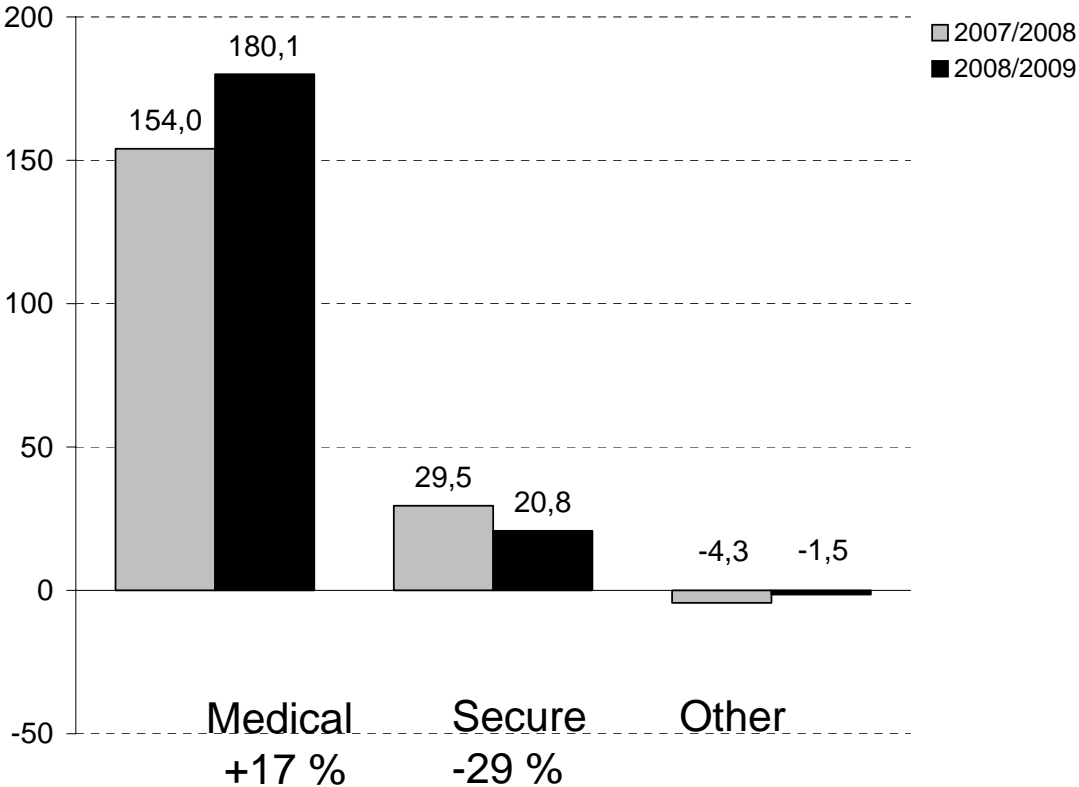
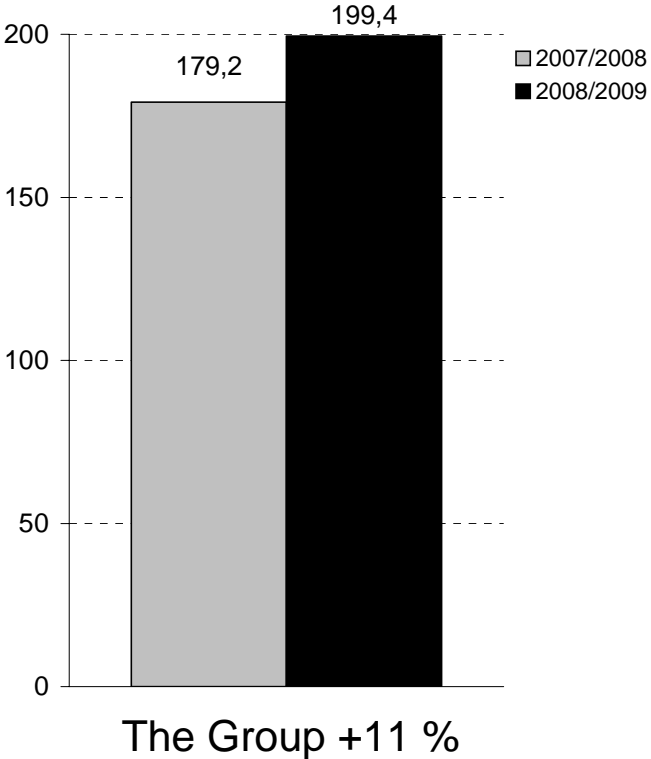
- Translation of receivables in foreign currencies to SEK, primarily internal.
- Translation of foreign assets and liabilities to SEK.
- Increase in interest rates.

Six-months report for the period May - October, 2008

Net sales

Second quarter

SEK million

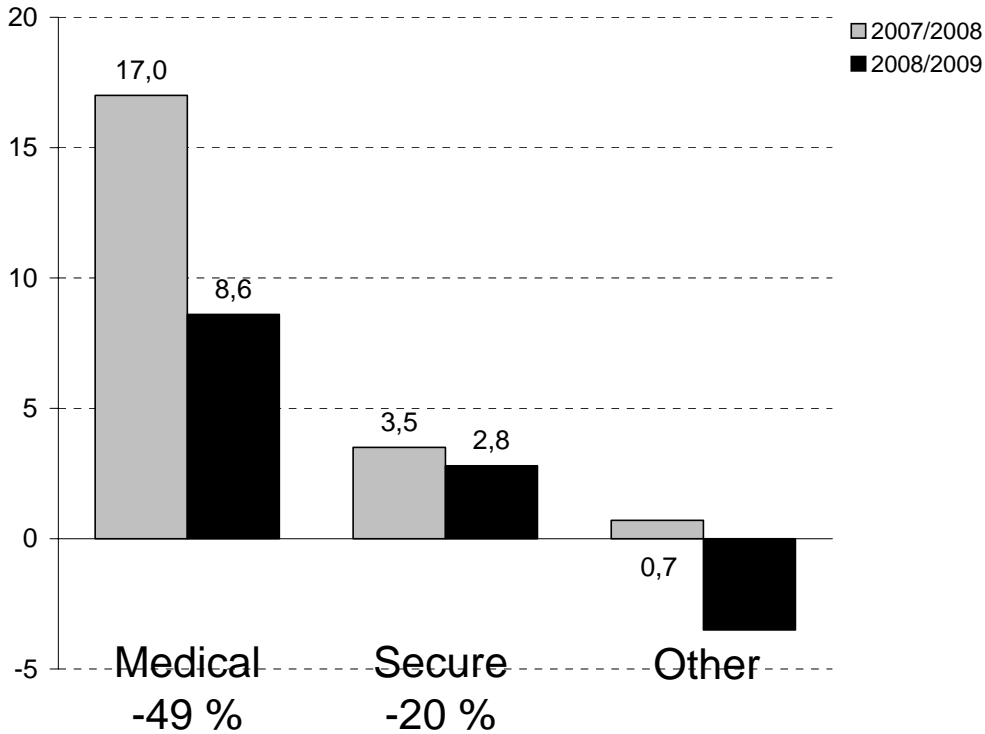


Six-months report for the period May - October, 2008

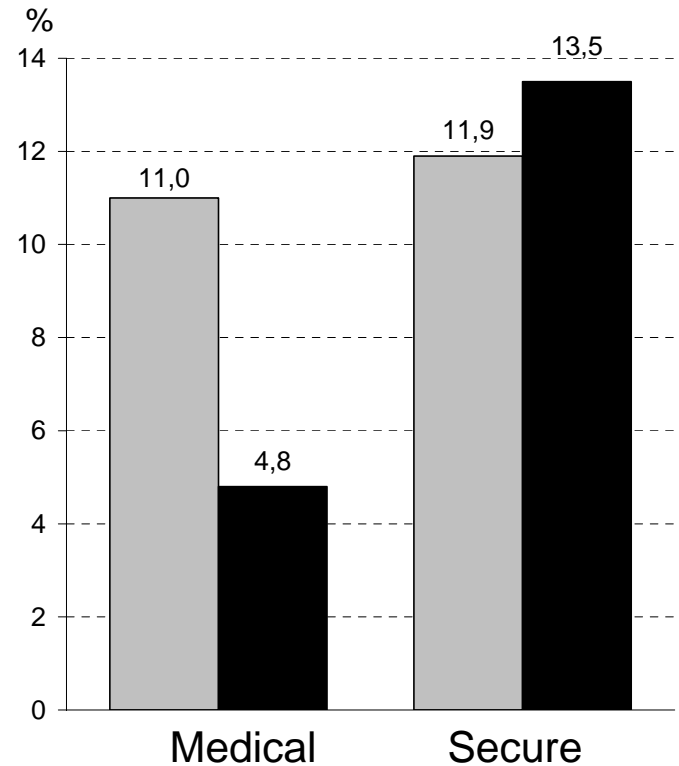
Operating profit

Second quarter

SEK million



Operating profit

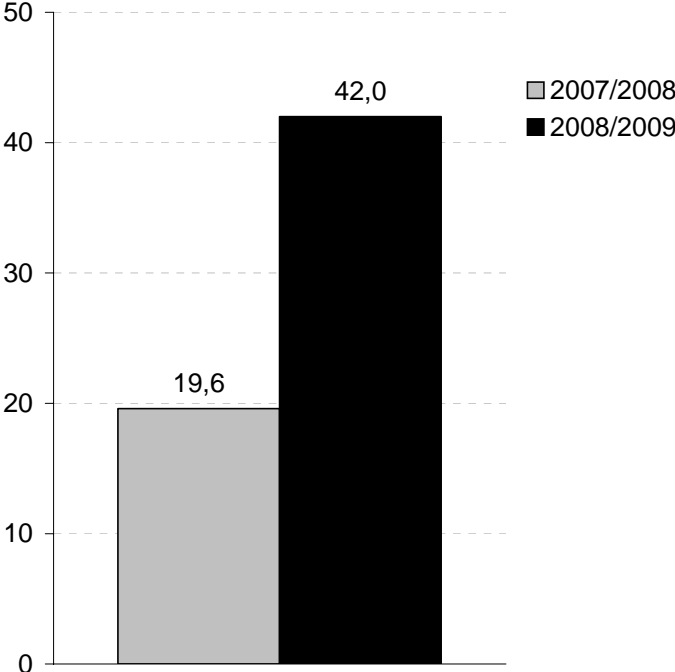


Operating margin

Profit after financial items

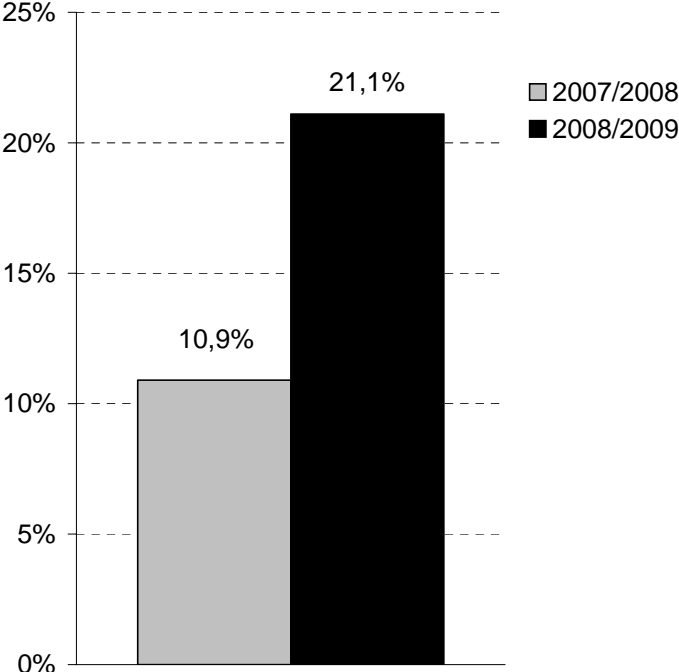
Second quarter

SEK million



The Group + 114 %

Profit after financial items



The Group

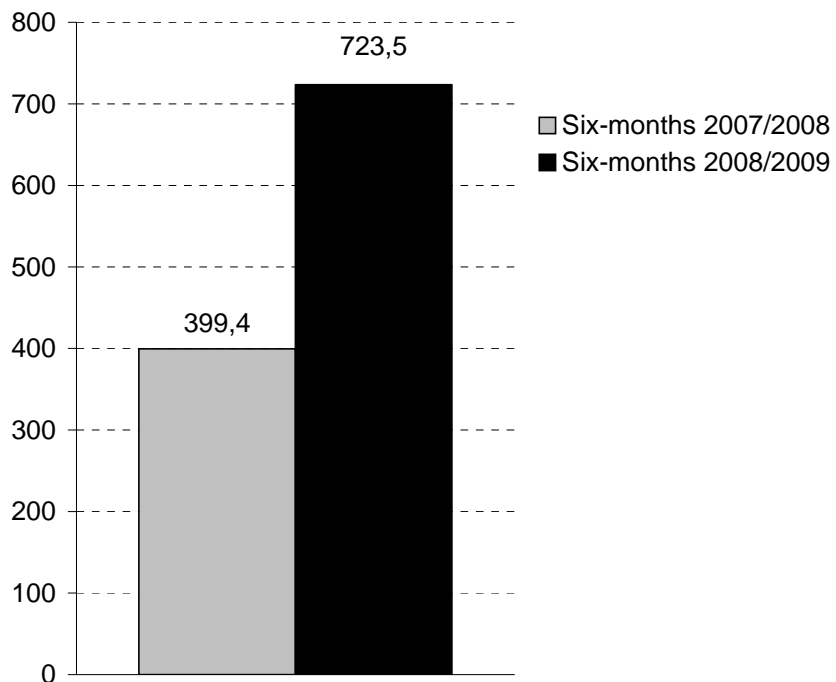
Profit margin

Six-months report for the period May - October, 2008

Order bookings

Six-months period

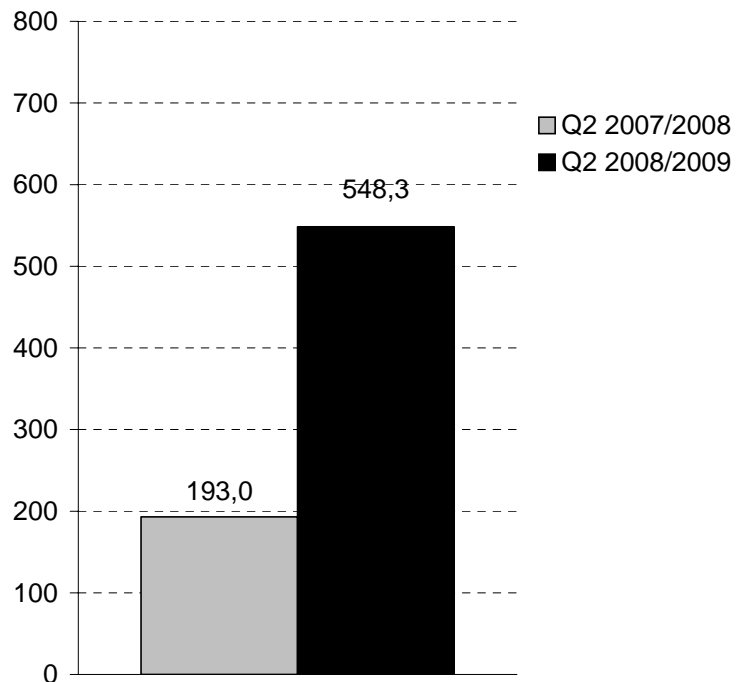
SEK million



The Group +81 %

Second quarter

SEK million



The Group +184 %

Highlights from the second quarter

Highlights from the second quarter

Nation-wide radiology IT system

Sectra's largest order to date

- Sectra to provide Northern Ireland-wide radiology IT system.
- Contract valued at GBP 30 million over ten years.

The major Northern Ireland project is unique in the way it links together 25 hospitals.

Highlights from the second quarter

Extensive IT-contract

Two major Swedish hospitals change PACS supplier

- Replace existing systems at the university hospitals in Malmö and Lund.
- Contract valued at SEK 30 million over five years.

Sectra's solution enable sharing of information and reading of images generated at several hospitals.

Highlights from the second quarter

Norwegian cooperation

Aim to optimize efficiency at Norwegian hospitals

DIPS + Sectra =

more efficient handling of patient information and radiology images.

Meeting tomorrow's demands for increased productivity with increased coordination of healthcare IT systems.

Highlights from the second quarter

Tiger receives dual security approvals

- Certified for the high security level NATO SECRET.
- Certified for EU-classified information.
- Important for decision-makers with EU and NATO membership.

Unique crypto product for Europe's
decision-makers.

Highlights from the second quarter

New President of Sectra Communications AB

- Born 1962
- MSc in engineering.
- PhD in information theory.
- At Sectra since 1989. Most recent position as Manager of Sectra Communication's Crypto Division.

Michael Bertilsson,
President Sectra Communications AB

Highlights after the second quarter

Highlights from the second quarter

Top ranking in KLAS report

US healthcare providers ranked Sectra PACS #2 in the KLAS Community Hospital PACS 2008 Report.

Sectra PACS handle more than 45 million exams annually.

The Future

Growing,
future billion dollar markets

The future

Medical systems

Focus 2008/2009

- Expansion, primarily in existing markets.
- Strengthening Sectra's brand.
- Reduce costs in connection with installation and upgrading.
- Mammography production.

Positioned in growing, future billion dollar markets.

The future

Secure communication systems

Focus 2008/2009

- Increase market coverage in the government market.
- Offer the subscription service for secure voice communications to more customers.

Positioned in growing, future billion dollar markets.

SECTRA