

Presentation of Q4 interim report



**PRODUCTIVITY
WITHOUT LIMITS**



**HIGHEST IMAGE QUALITY
HALF THE DOSE**



KEEPING YOUR SECRETS

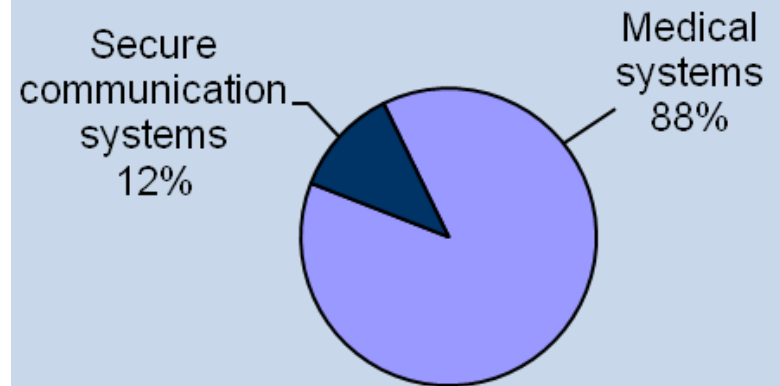
Dr. Jan-Olof Brüer, President and CEO Sectra AB

May 24, 2011

SECTRA

Sectra in brief

- **30** years in business
- **2** expansive niche segments
- more than **600** employees
- offices in **12** countries
- some **20** partners on selected markets
- customers in **> 50** countries
- more than **5000** shareholders



Net sales by business operation
Running 12 month April 30, 2011

Three major product lines

Medical IT



Sectra PACS™

Mammography



Sectra MicroDose
Mammography®

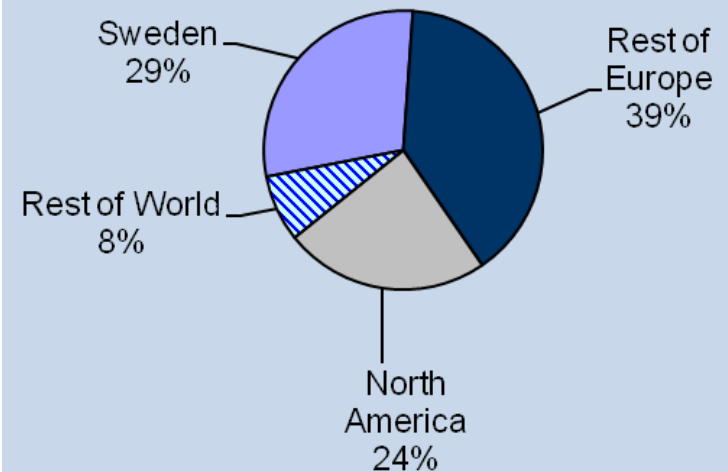
Secure telephony



Sectra Tiger® XS

Market presence

- Direct sales in selected markets and segments.
- Strategic partnerships with companies having local or regional sales and service organizations.
- New market entries Japan, Middle East and Canada.



Net sales by geographic market,
Running 12 month April 30, 2011

Q4 interim report

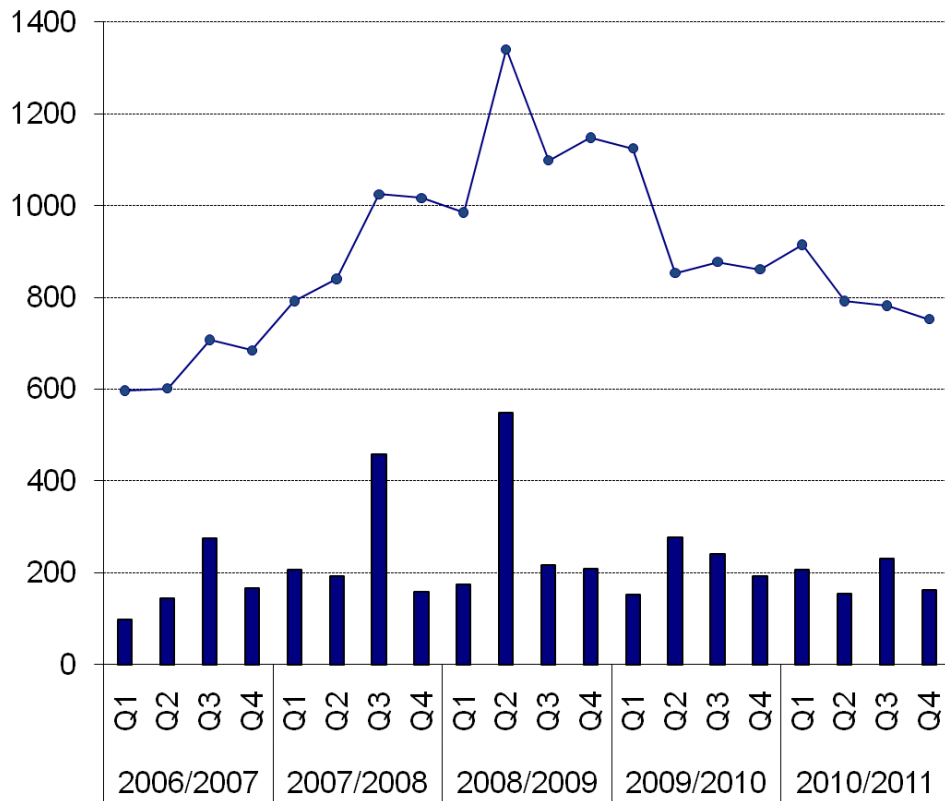
Sectra grows
and invests for the future

The Group

Quarterly and 12-month running

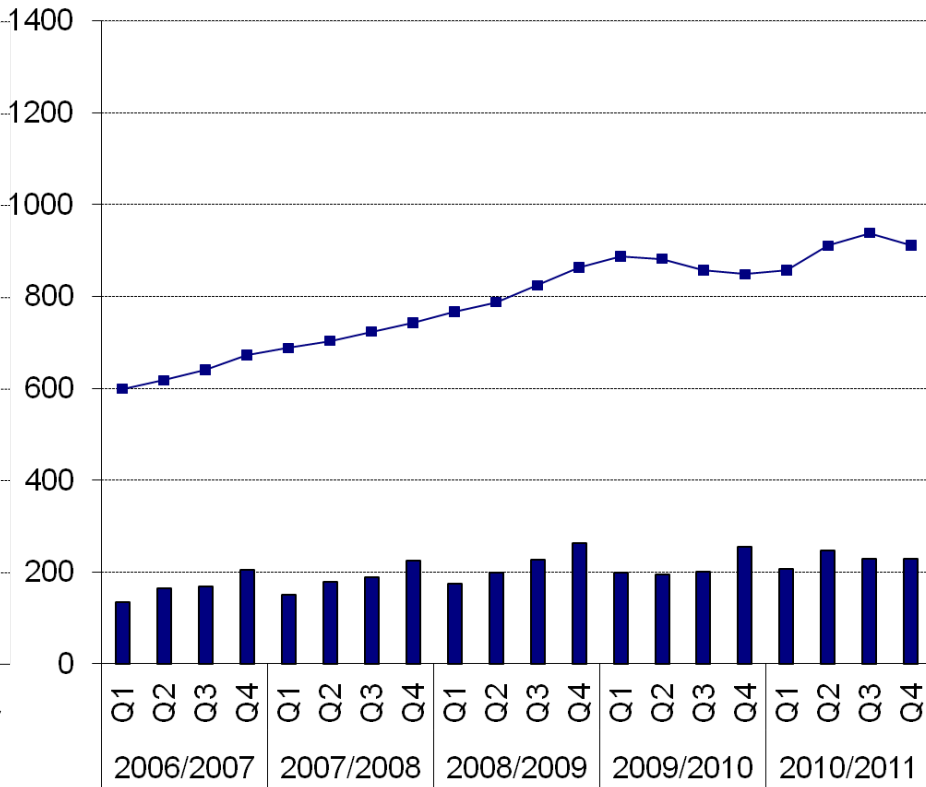
Order bookings

SEK million



Net sales

SEK million

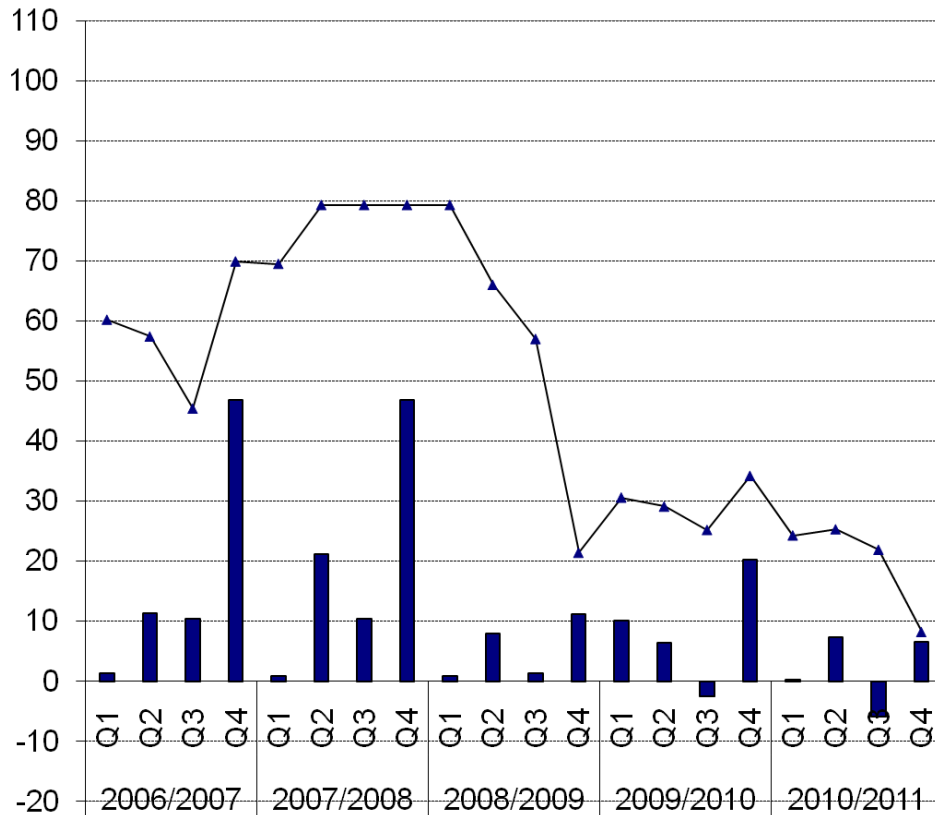


The Group

Quarterly and 12-month running

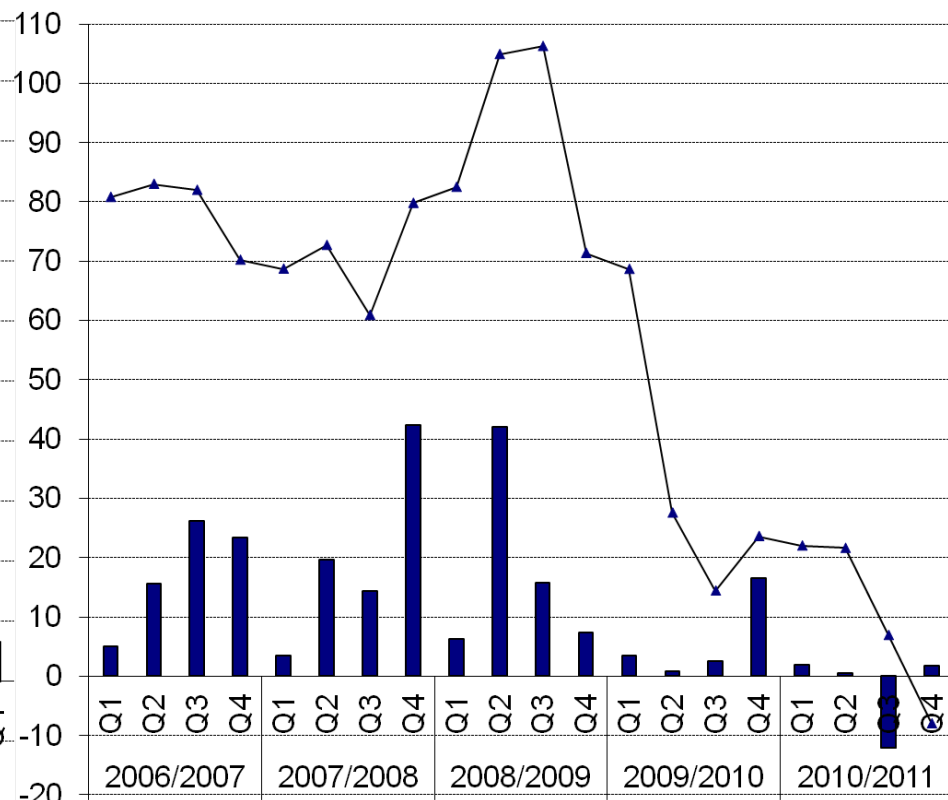
Operating earnings

SEK million



Earnings after financial items

SEK million

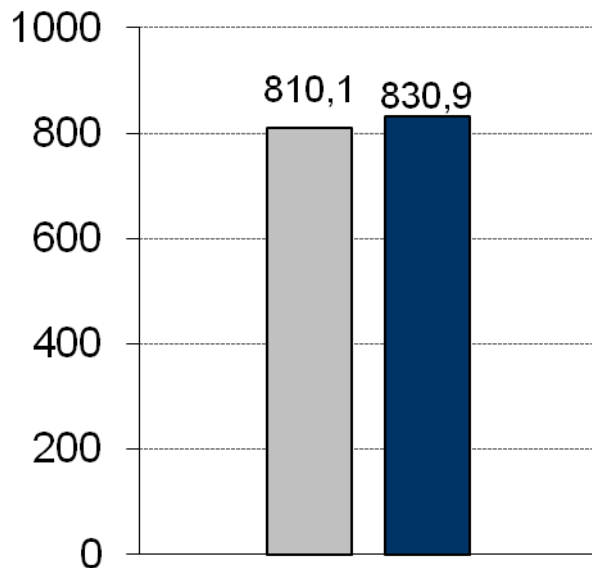


Medical systems

Fiscal year 2010/2011

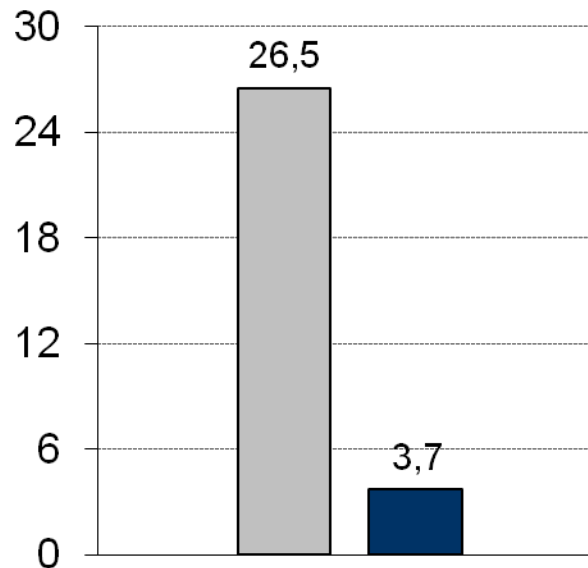
Net sales

SEK million



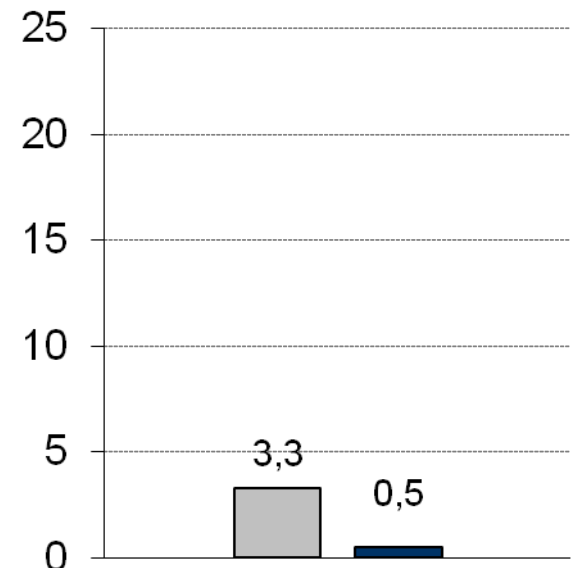
Operating profit

SEK million



Operating margin

%



May 2009 – April 2010

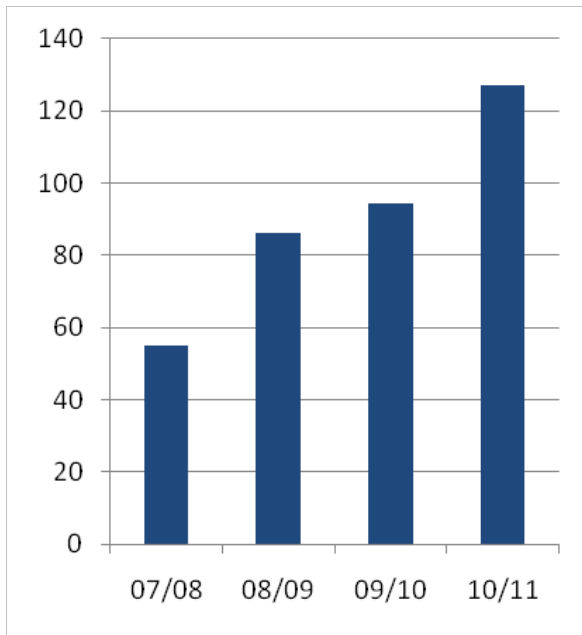
May 2010 – April 2011

Development of

Mammography product division

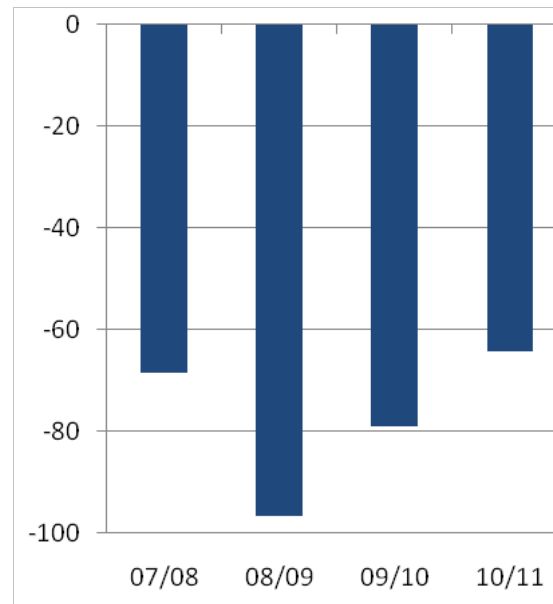
Net sales

SEK million



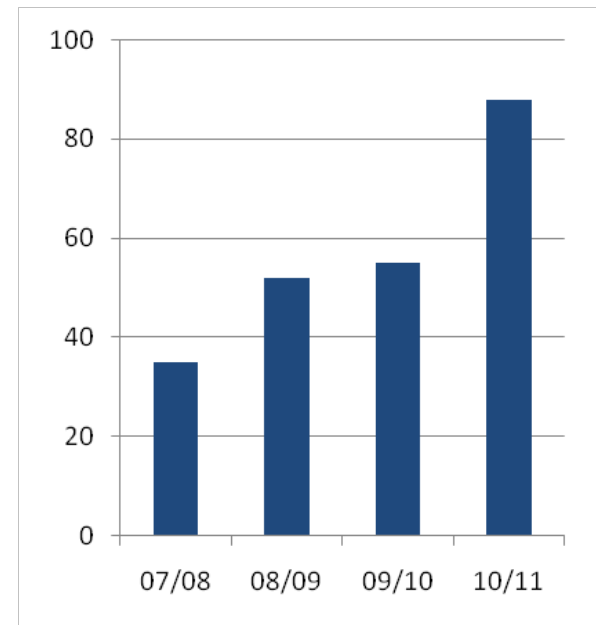
Operating profit

SEK million



MicroDose deliveries

Number



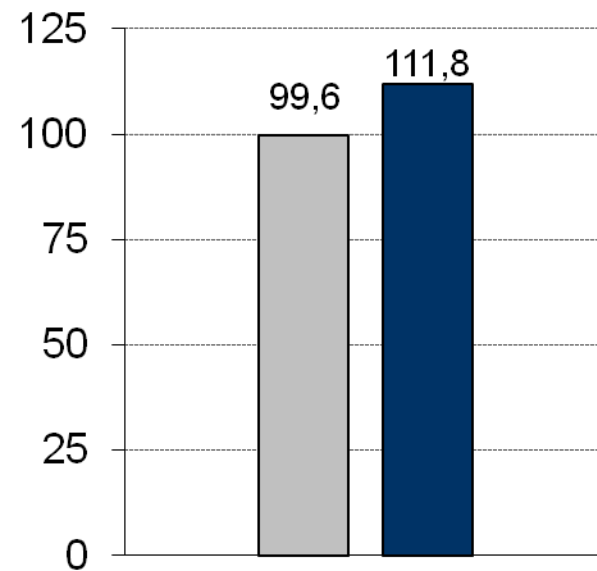
250+ MicroDose Mammography installations in 20 countries.

Secure communication systems

Fiscal year 2010/2011

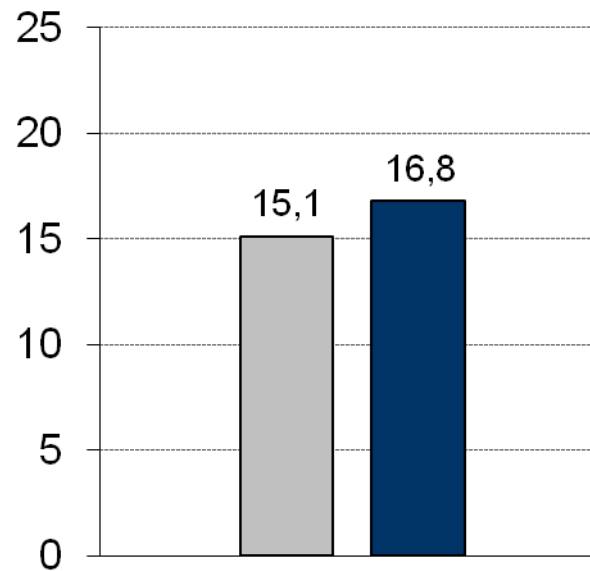
Net sales

SEK million



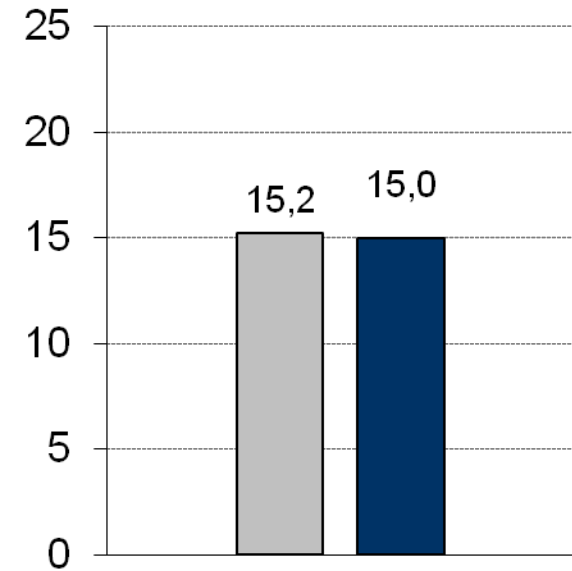
Operating profit

SEK million



Operating margin

%



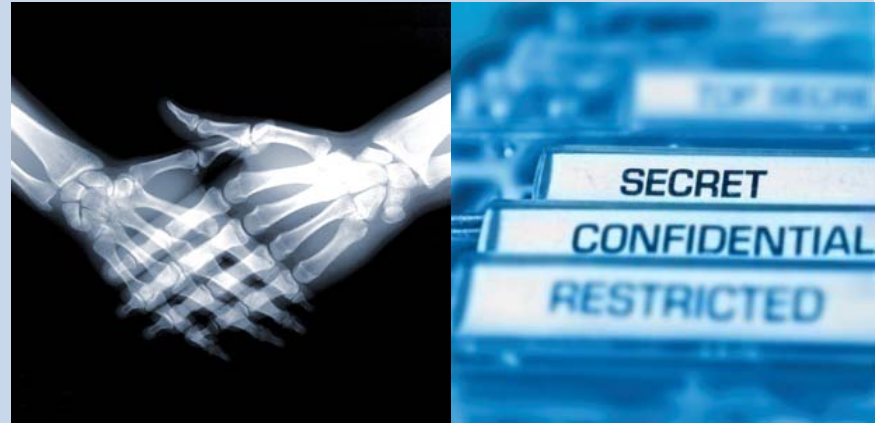
May 2009 – April 2010

May 2010 – April 2011

Financial goals

- EBIT margin > 15%
- Average growth > 15% over a 7-year period
- Equity/Assets ratio > 30%

Positioned in growing,
future billion dollar markets.



A selection of Q4 highlights

Sectra MicroDose order from Canada

Private clinics in Toronto first in North America to offer women mammography with the lowest possible dose.

Trillium Imaging Associates' has ordered Sectra MicroDose to 4 of its clinics.

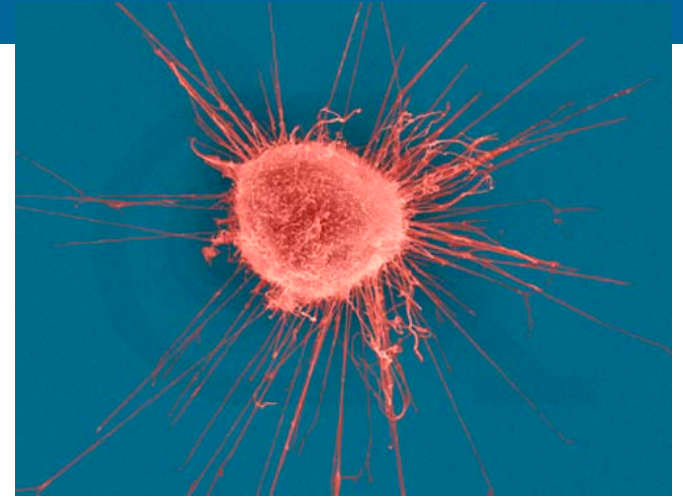


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Clinical benefits of color mammography

Initial clinical results from a color mammography research project revealed:

- shows promising diagnostic benefits and may lead to higher accuracy in cancer detection.
- single shot spectral (color) imaging is enabled using Sectra's photon counting technology.
- research funded by EU as part of the HighRex project.



HOW TO IMPROVE
CANCER DETECTION

FDA approves Sectra MicroDose

April 28, 2011, FDA approved the 510(k) application by Sectra to sell the Sectra MicroDose L30 Full-Field Digital Mammography (FFDM) unit in the United States.

Women in the US will now have the same opportunity as millions of European women already have; to undergo mammography with significantly lower radiation dose.



Sectra MicroDose Mammography
HIGHEST IMAGE QUALITY
HALF THE DOSE

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Order for TETRA

FMV has ordered a server solution, which will comprise wireless distribution of cryptographic keys.

Order value SEK 13 million.



Panthon approval

Sectra Panthon approved by the Dutch security authorities on the security level Restricted.



For customers that wish to utilize a smartphone to make secure telephone calls.

Highlights after the end of Q4

Northernmost PACS in the world

Sectra secured a major 4-year contract for a region-wide medical IT solution in Norway.

- Order value EUR 6.3 million.
- Region Helse Nord, 11 hospitals.
- Solution for the management of patient information, digital radiology images and the planning of orthopaedic procedures.



SECTRA

The Future

Growing,
billion dollar markets

Medical systems

The RIS/PACS market

Radiology IT-solutions, Sectra RIS/PACS		
Market	Size MUSD	CAGR 2009 - 2016
Europe	739	10%
North America	1066	4%
(Source Frost &Sullivan)		



Medical systems

The digital mammography market

Digital mammography, Sectra MicroDose Mammography		
Market	Size MUSD	CAGR 2010 - 2017
Europe	202	4%
North America	453	5%
Global	798	4%
(Source Global Data)		

Medical systems

Focus 2011

- Increase sales volumes in existing markets.
- Increase partner sales.
- Lower production costs and costs for installation and upgrades.
- Expand our product offering.

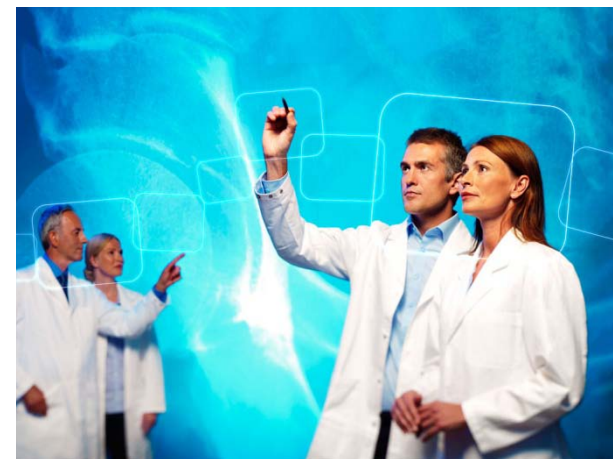


SECTRA

Focus 2011

- Increase sales volumes and market coverage in the European authorities market.
- Continuing business development of Sectra's secure voice offering.
- Increase partner sales.





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