

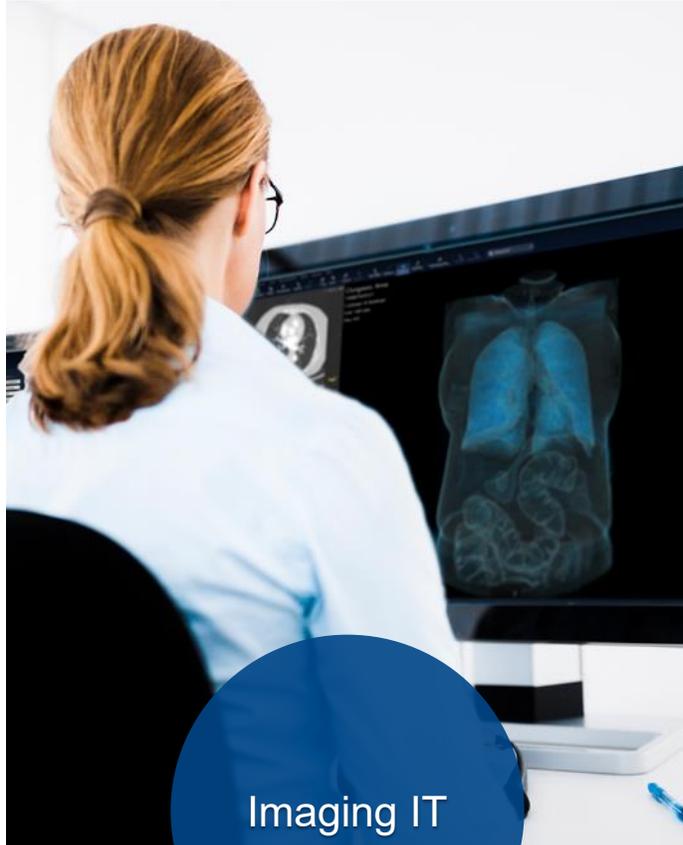
March 12, 2021

Nine-month interim report



SECTRA

The value we create for customers



Imaging IT



Business
Innovation



Secure
Communications

Q3 highlights

Torbjörn Kronander

The nine-month period:

Increase in order bookings and #1 in customer satisfaction

Order bookings

+ 79%

SEK 1,962 million

Profit/share

+ 3%

SEK 3.71

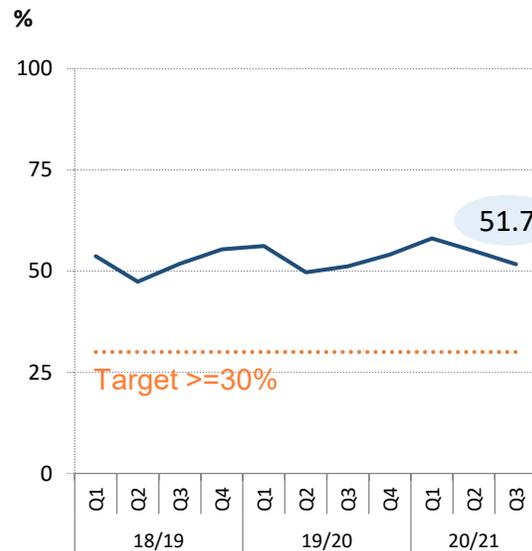
Results hampered
by pandemic
restrictions, and by
a stronger SEK

PASSION LED US HERE

Financial targets for the Group fulfilled

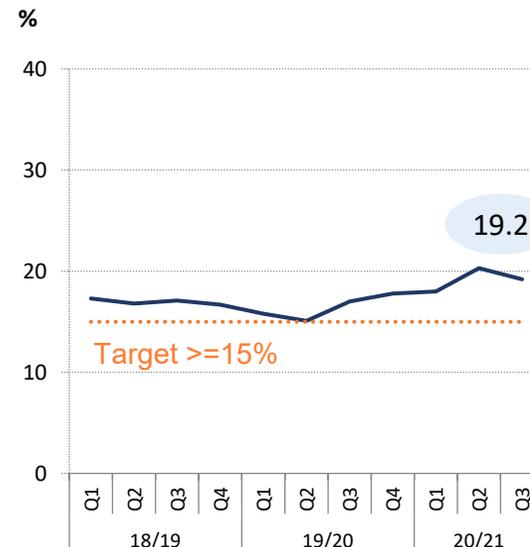
1. Stability

Equity/Assets ratio



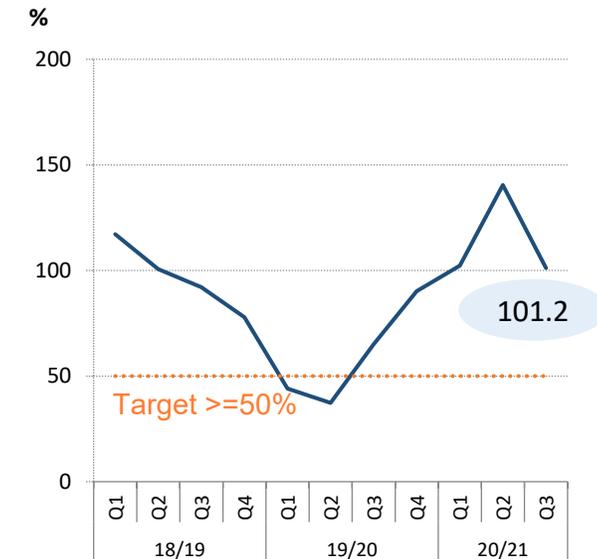
2. Profitability

Operating margin



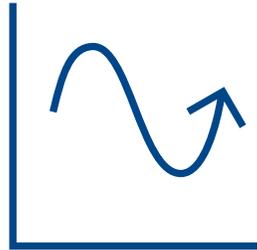
3. Growth of profits

EBIT/share growth over a 5-year period



Priority

Seasonal effects and the pandemic



Variations between quarters will continue to be large due to COVID-19 restrictions but over time gradually decrease.

COVID-19 impact on the **healthcare IT market**

- ▼ **Exhibitions and travels** cancelled or gone virtual.
- ▼ **Delays in deliveries** due to restrictions for visits and financial strain on hospitals.
- ▼ **Elective procedures** on hold – large impact on hospital's financials and imaging volumes.
- ▲ **Telediagnosis** has taken a leap, motivating digitization of e.g. pathology.
- ▲ Post COVID-19 patient imaging volumes may overwhelm hospitals, thereby driving **demand for efficiency** and improved IT solutions.

COVID-19 impact on the **cybersecurity market**

- ▼ **Exhibitions and travels** cancelled or gone virtual.
- ▼ **Delays in deliveries** due to COVID-19 restrictions.
- ▲ Increased **demand for cybersecurity** products and mobile crypto solutions.
- ▲ Long- and short-term increase in **demand for secure mobile workplaces**.

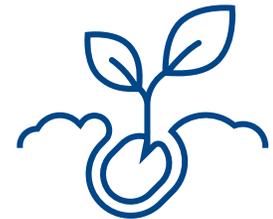
Q3 highlights – Secure Communications



Increased
order
bookings



Orders from EU institutions
for Sectra's mobile encryption
system



Inadequate margins,
mainly due to
growth initiatives

Growth initiatives Secure Communications

- » Mobile secure workplaces
- » Critical infrastructure
- » High speed network encryption systems



Q3 highlights – Business Innovation



BIGPICTURE EU project
announced
– Sectra to help accelerate
AI innovation for digital pathology



Strong negative impact
from COVID-19 effects

Growth initiatives Business Innovation

Medical Education transition

- » From device delivery to a service including cloud-based content subscriptions

New areas within orthopaedics

- » Sectra Implant Movement Analysis (Post OP)
- » Computer Tomography Micro motion Analysis (for clinical research & studies)

Research

- » Large focus on AI for medical applications



Q3 highlights – Imaging IT Solutions



Increased order bookings with regional contracts



Large contract with Norwegian healthcare region



Customers add digital pathology to their solutions from Sectra

Growth initiatives Imaging IT Solutions

- » New markets, direct and indirect
- » Enterprise Imaging, including:
 - ✓ Digital pathology and integrated diagnostics
 - ✓ Cardiology
- » Focus US:
 - ✓ The world's largest market
 - ✓ Sectra tops customer satisfaction
 - ✓ Small, but growing, market share

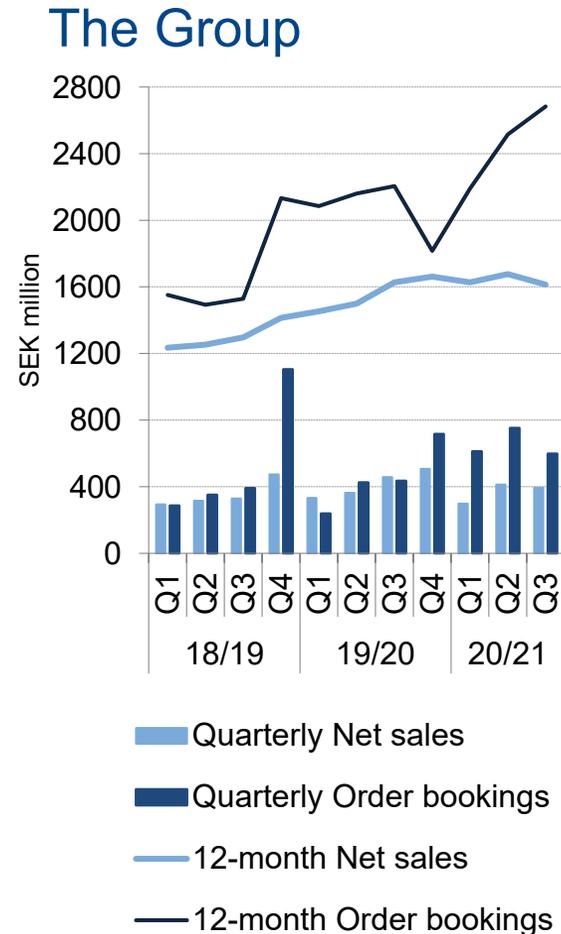


Financial development

Mats Franzén

Order bookings and net sales

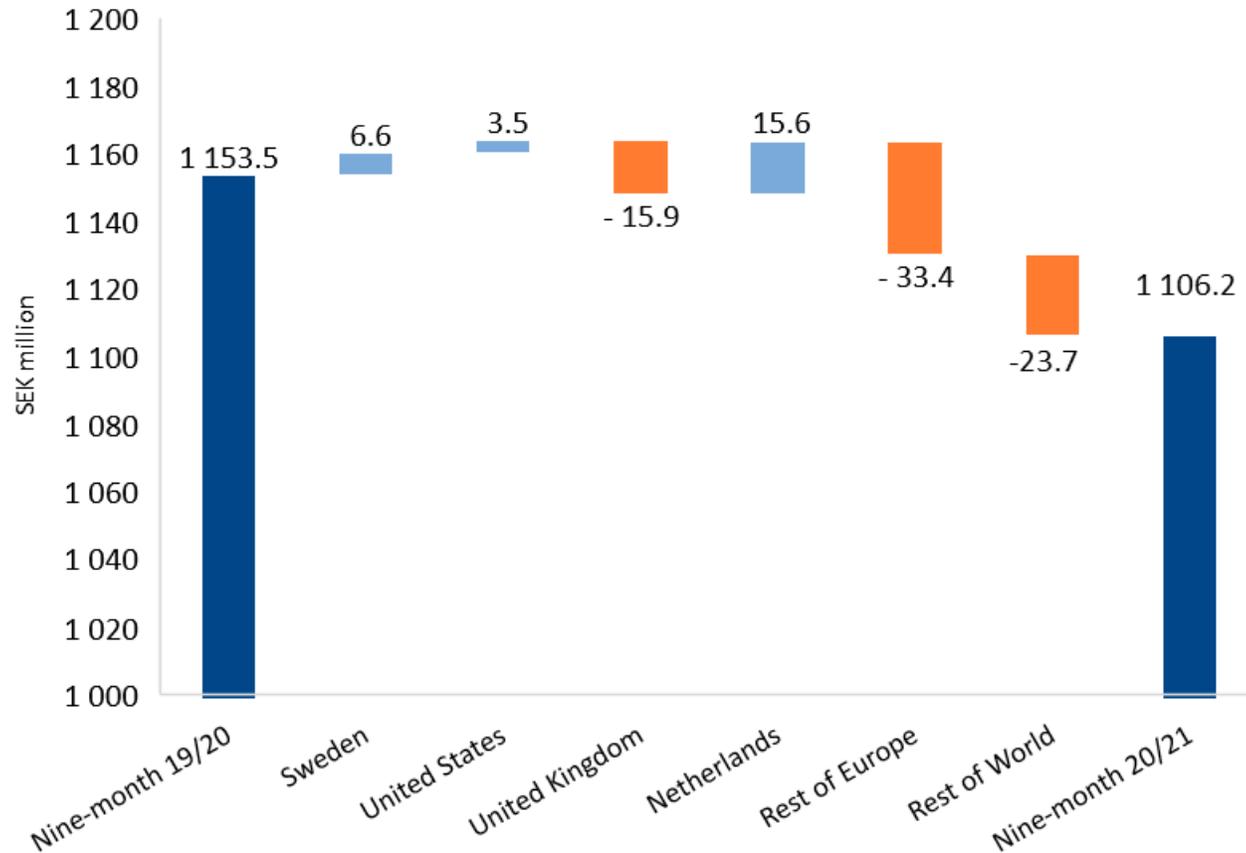
- » Order intake increased 79.1% to SEK 1,962.4 M
- » Net sales SEK 1,106.2 M, adjusted for currency fluctuations up 0.4%
- » Stronger SEK has negative impact
 - USD -8.3%
 - EUR -3.0%
 - GBP -5.8%



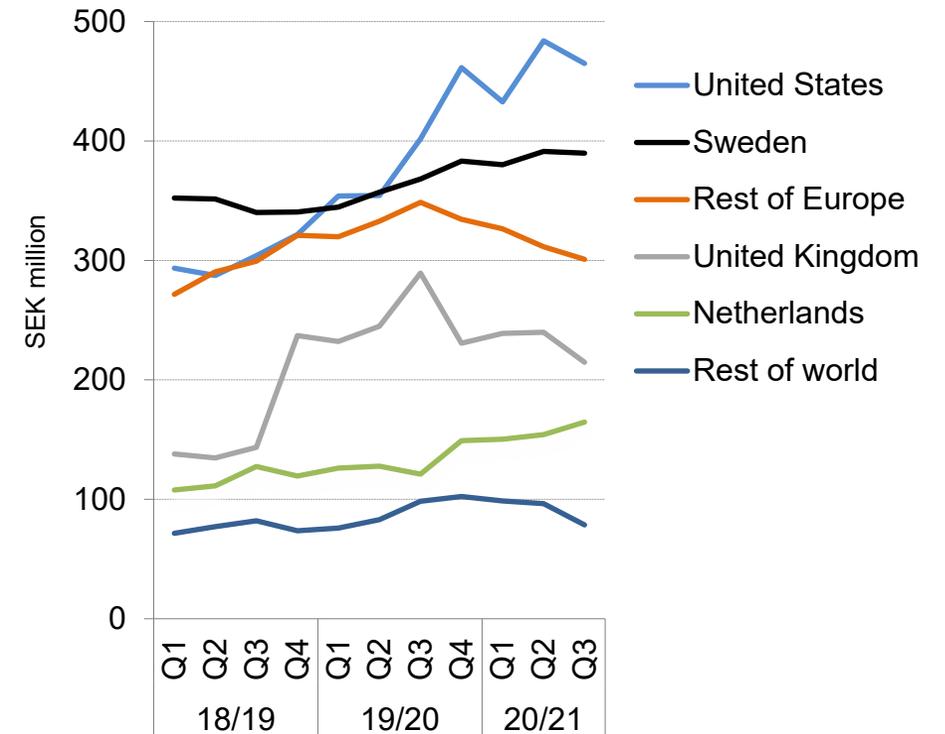
Changes compared with the average rates the corresponding nine-month period in the preceding year

Sales trend by geographic market

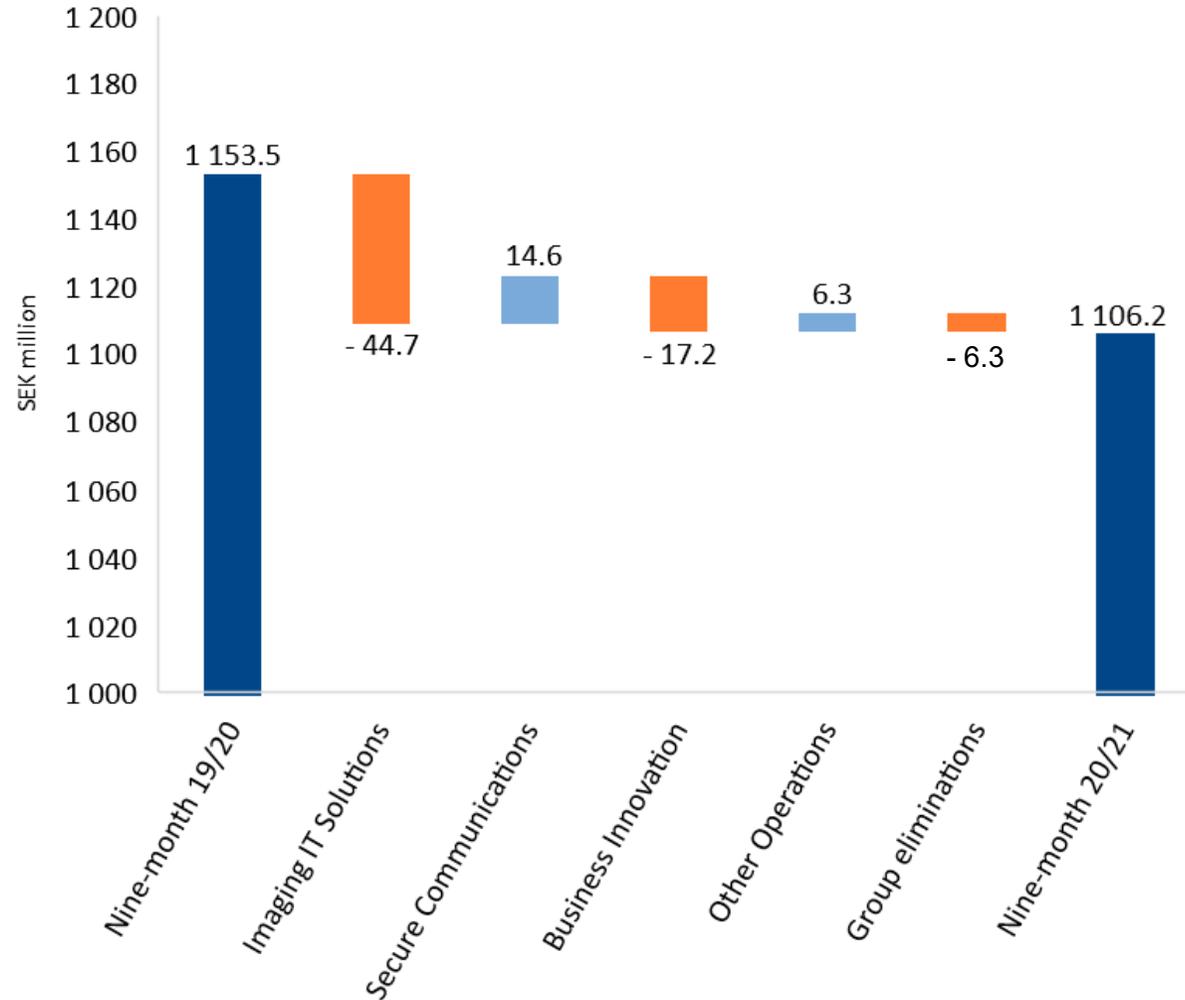
By geographic market



Trend 12 month rolling

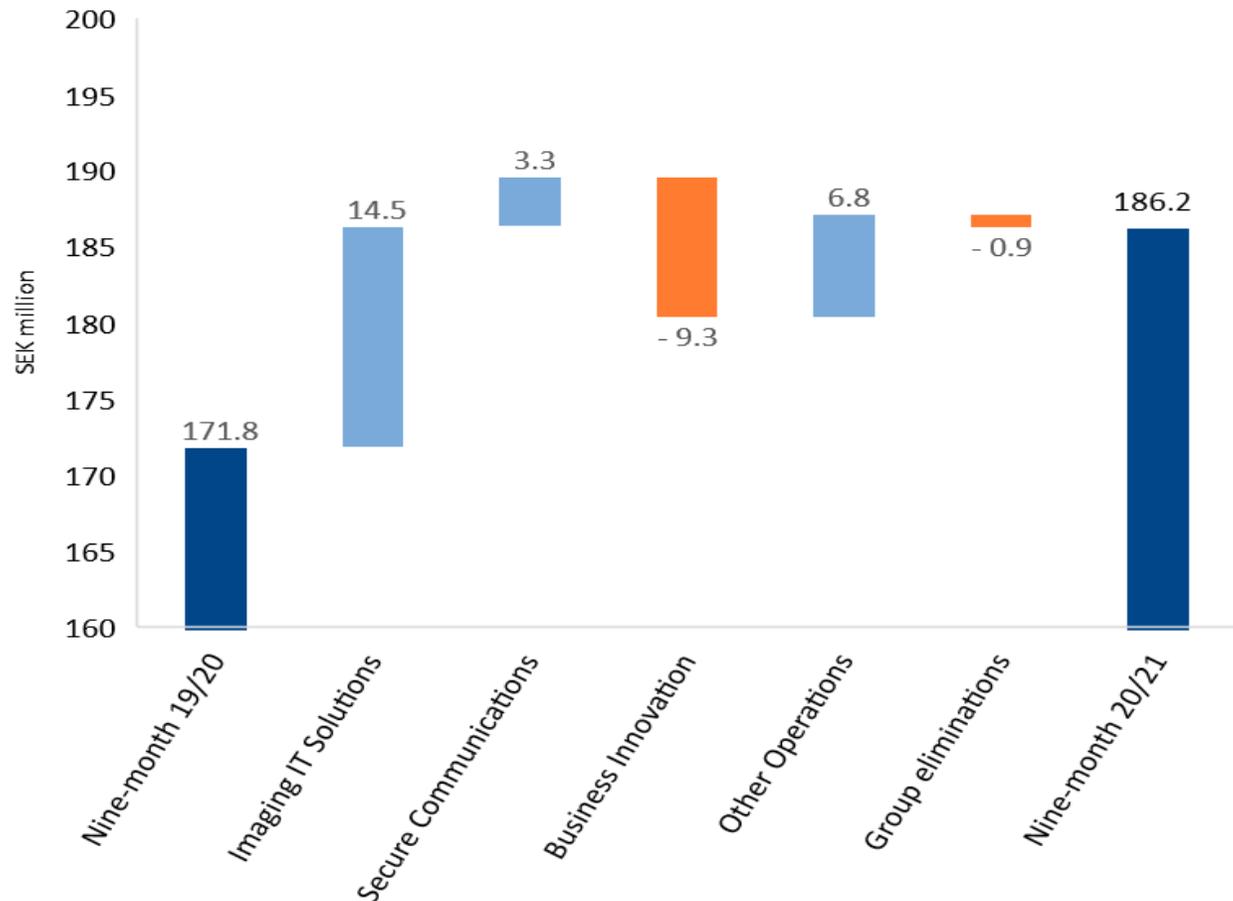


Sales trend by business segment

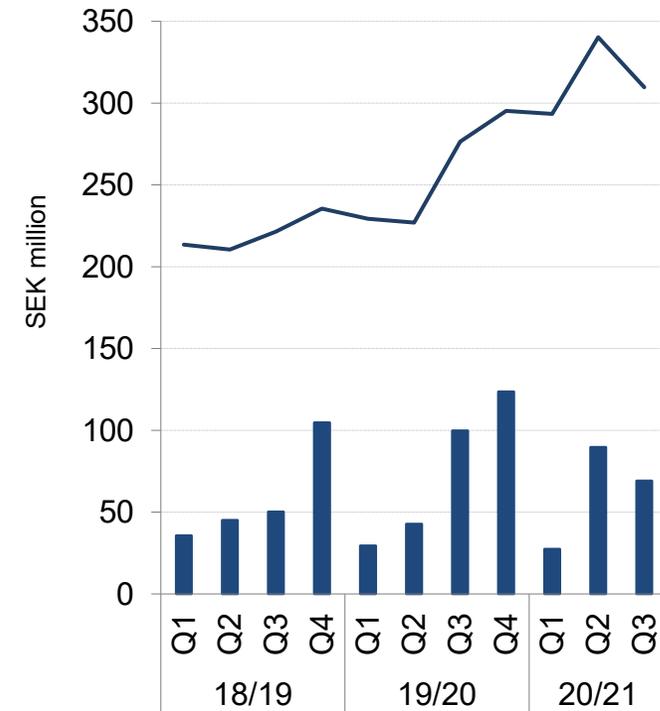


Operating earnings

By segment



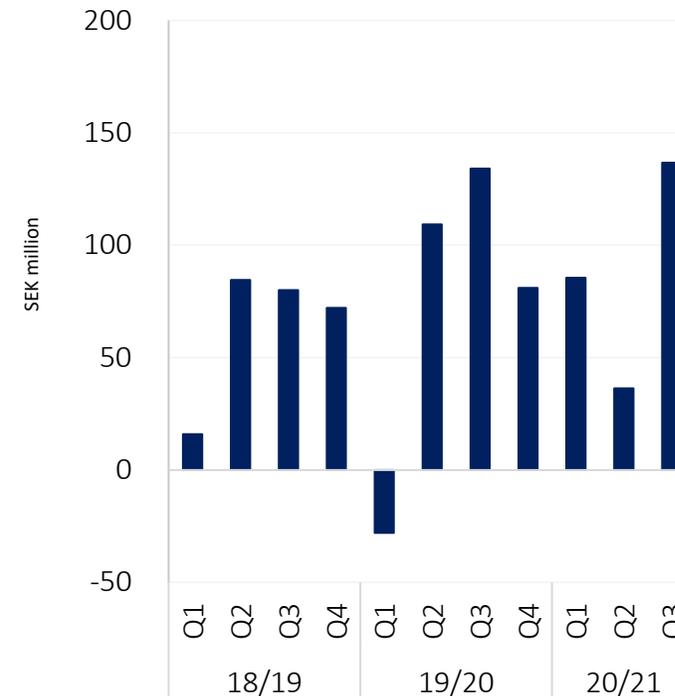
Trend for the Group



Cash flow

- » Increased operating profit
- » Decrease in capital tied-up in inventories
- » Lower investments compared with comparable 9-month previous year
- » Increased focus on cash flow given pandemic uncertainties

Cash flow after changes in working capital



Sectra's way forward

Torbjörn Kronander

SECTRA

Focus forward



High customer
satisfaction



Employees and
culture



Profitable
growth



Skate to where
the puck is
going to be



SECTRA

#1 in customer satisfaction

earned 5 KLAS awards in PACS
and digital pathology

Increasing recurring revenue

- » “Pay per usage” improves value for both customers and vendors
- » The new business model, Sectra One, introduced in May, will play an important role in Sectra’s future
- » The transition will be over several years, but is accelerated by COVID-19



How we handle the pandemic



Make sure customers are okay so they can do good to society when society needs it the most

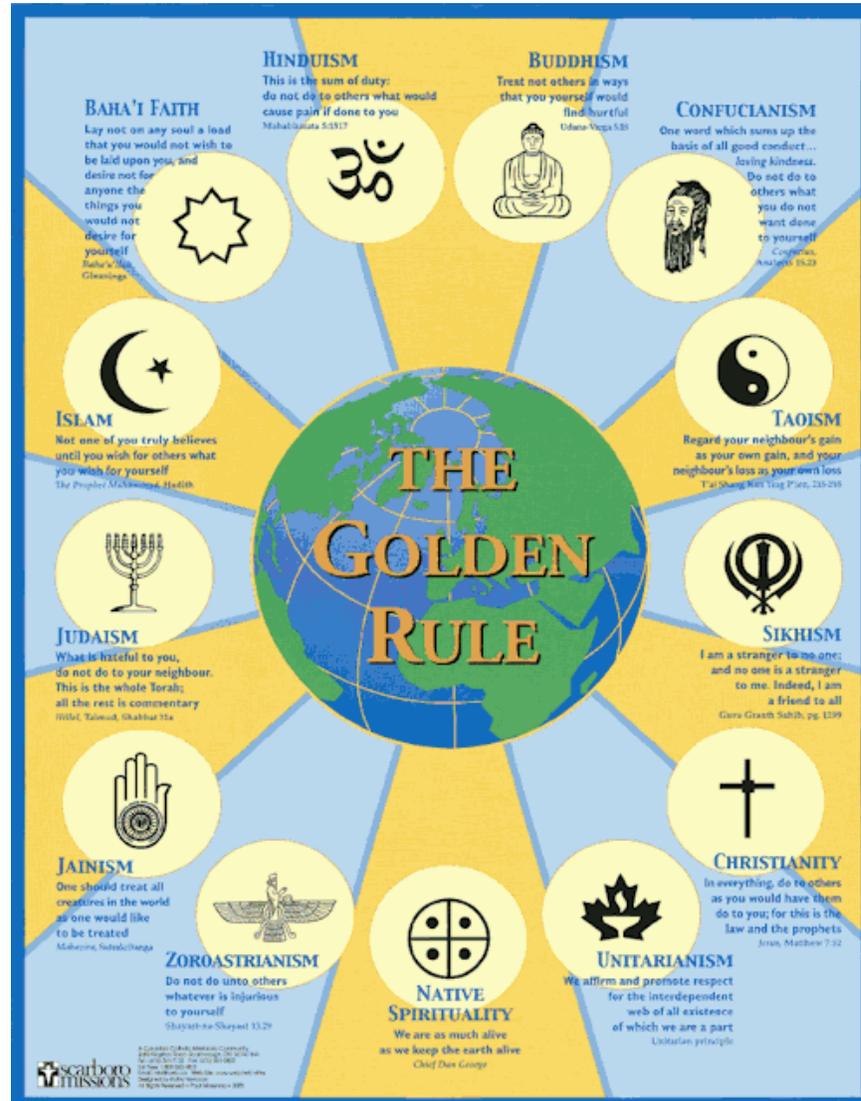


Health and wellbeing of our employees



Financial stability

It is in fact quite easy to succeed in business Just live and act:



Philosophy: Shareholders

A photograph of an older man with glasses and a younger woman sitting at a desk, looking at a laptop screen. The man is wearing a light blue shirt and a red tie, and the woman is wearing a teal t-shirt. They are both smiling and appear to be in a collaborative work environment.

If we have:

- » Happy customers
- » Happy employees
- » A good strategy and execution in growing markets
- » A reasonable cost control

**Then shareholders will be happy,
but it comes in that order.**

Upcoming financial reports and AGM

- » **Jun 2, 2021** **Year-end report and presentation**
- » **Sep 3, 2021** **Three-month interim report**
- » **Sep 14, 2021** **Annual General Meeting**

Your feedback is important!

Please let us know what you think at:

www.sectra.com/irsurvey

or send an email to: info.investor@sectra.com

Questions?

If you follow online, please

- ✓ use the email button or
- ✓ send questions to info.investor@sectra.com

SECTRA

Knowledge and passion