

# CellaVision Annual General Meeting

Lund April 27 2009

### CellaVision is world leader in a market with large potential, offering Automated Digital Cell Morphology



## **CellaVision in short**

- We offer automated digital cell morphology within hematology
- Sales through exclusive and non-exclusive distributors. Direct sales through subsidiaries in the Nordic countries, US (in parallell with Sysmex), Canada and Japan.
- Headquarters in Lund, Sweden.
- Net Sales in 2008 amounted to SEK 100 million, Profit before income tax SEK 13 million
  - First revenue year 2001
  - 50 employees
  - Manufacturing partly outsourced to Kitron AB, Karlskoga, Sweden
  - 18 patented innovations
- Competition; manual microscopy and two new systems expected in the market in the fall of 2009







### **Global Customer Base**

- More than 500 systems mainly in Europe and the U.S.
- Hospital and commercial hematology laboratories
- All customers have automatic blood cell counters for routine analysis
- Need for automation of manual cell differentials
- The operator is a biomedical scientist





The hematology analysis market comprises more than 1 billion CBC tests a year—manual differential work equivalent to more than USD 1 billion



The company estimates the market for CellaVision products to include about 15 000 laboratories worldwide.

# The market value is estimated to minimum SEK 5 billion

In a mature market the products will be replaced in a 3-5 years cycle



## **Our Unique Technology Adds Value**

- Efficiency; cost reduction and increased productivity
- Proficiency; increased quality of results
- Connectivity between sites; enhanced opportunity for collaboration and sharing of competences.





# **CellaVision's Offering**

#### **Analysis instruments**

- CellaVision<sup>™</sup> DM96
- CellaVision<sup>™</sup> DM8

#### Software

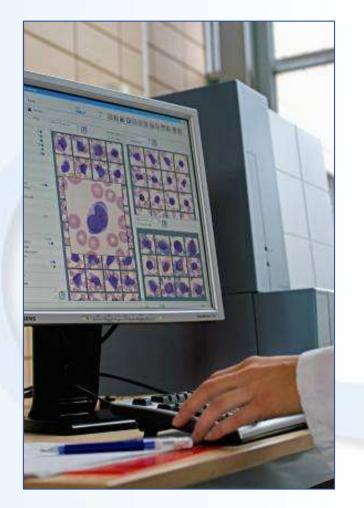
- CellaVision<sup>™</sup> Remote Review (for DM96/DM8)
- CellaVision<sup>™</sup>Body Fluid Software,

#### Software for education/competency testing

– CellaVision<sup>™</sup> Competency Software

#### Accessories

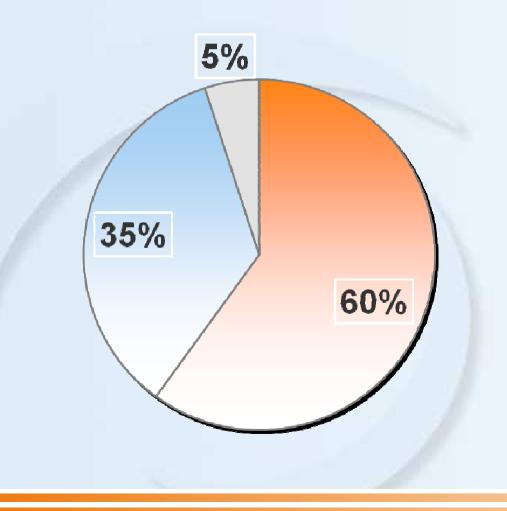
Service





#### **Geographical precense**

#### More than 500 systems



Europé
Noth America
Asia



#### **Owner Structure**

Shareholder	# shares	%
H & B Capital LP	4 073 139	17,1
Stiftelsen Industrifonden	3 587 25	15,0
Metallica Förvaltnings AB	2 738 967	11,5
Christer Fåhraeus m bolag	2 400 000	10,1
Life Equity Sweden KB	1 606 783	6,7
Unionen	1 090 000	4,6
Others	8 355 401	35,0

TOTAL

23 851 547

100,0



### **Styrelse**



Lars Gatenbeck, Ordförande • Christer Fåhraeus Niels P. Freiesleben • Torbjörn Kronander • Sven-Åke Henningsson



# **CellaVision 2008**

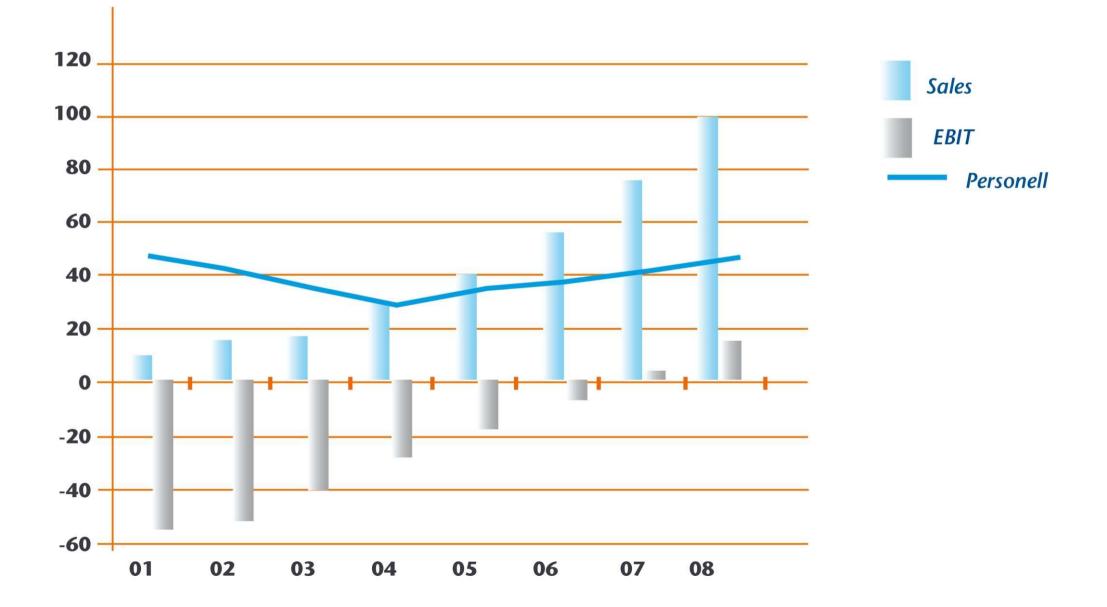


#### **Important achievements in 2008**

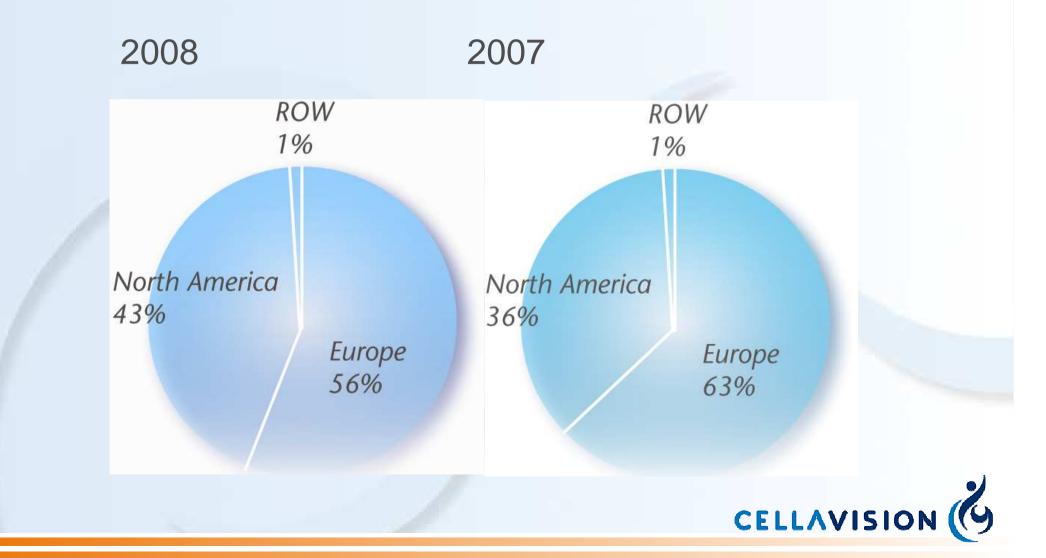
- Net sales increased by 35 % to SEK 100 million
- Profit before income tax increased to SEK 13 million
- 6 consecutive quarters report positive result
- Continued strong sales on the European market and an increase in North America.
- Establishment of own sales organization in the USA and subsidiary in Japan.
- Launch of application for body fluids in Europe and North America, with good initial sales results.



### Net Sales, EBIT and FTEs 2001-2008



#### Net sales by geographical market



### Q1 2009

#### **Continued strong sales trend during Q1 2009**

- Net sales for the quarter rose by 19 % to SEK 22.0 million (18.5).
- The operating profit for the period was SEK 0.9 million (1.3).
- Earnings per share for the period amounted to SEK 0.02 (0.05).
- Cash and cash equivalents amounted to SEK 14.5 million (16.1) by the end of the quarter.
- CellaVision qualified for trade on NASDAQ OMX First North Premier on February 16, 2009.



## Q1 2009 cont'd

#### Important events after the reporting period

- The Japanese subsidiary received its first order.
- David Autry was appointed President of CellaVision North America.
- CellaVision was nominated for the SwedenBIO Award for its successes during 2008.



## **CellaVision Going Forward**

#### **Hematology Business**

- Continue sales growth
- Continue global market penetration
- Hardware cost reduction to extend market
- Refine business model to more recurrent revenue
- Software development, other applications like bone marrow

#### **Other Business Opportunities**

 New market applications within cytology and histopathology based on CellaVision technology





# For more information, please visit www.cellavision.com

CellaVision was placed on NASDAQ OMX First North Premier on the 16th of February.