



Q3 2018
January-September

BUSINESS REVIEW

24 OCTOBER 2018

President and CEO Hannu Martola

Q3 2018

24.6

net sales, M€ (22.2)

10.6

net sales growth-% (16.1)

5.2

EBIT, M€ (5.1)

21.0

EBIT-% (22.9)

Financial performance was good

Sales growth driven by medical applications

MBU-sales boosted by good demand of volume products in Asia

SBU-sales declined as China market slowed down and competition tightened

Chinese security market has normalized after an exceptional growth period

68.3

net sales, M€ (61.5)

11.0

net sales growth-% (18.3)

14.1

EBIT, M€ (12.9)

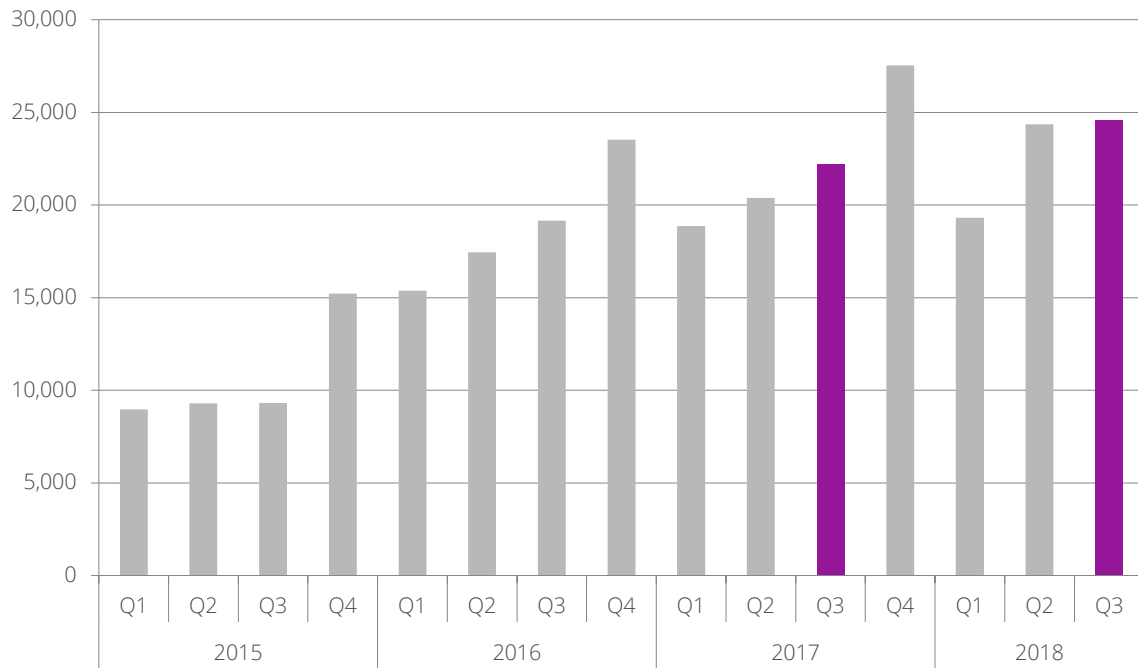
20.7

EBIT-% (21.0)

NET SALES BY QUARTER



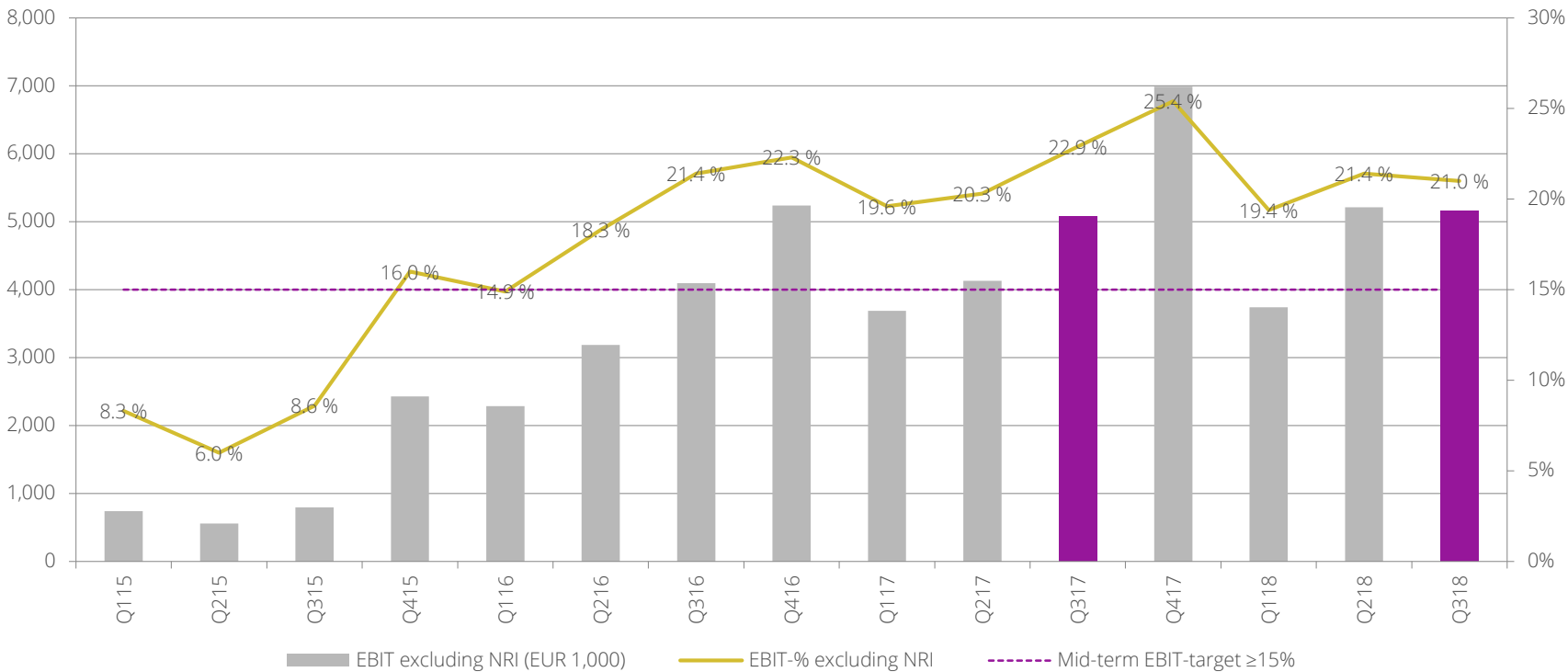
(EUR 1,000)



+10.6%
(YOY)

OPERATING PROFIT

(EUR 1,000)

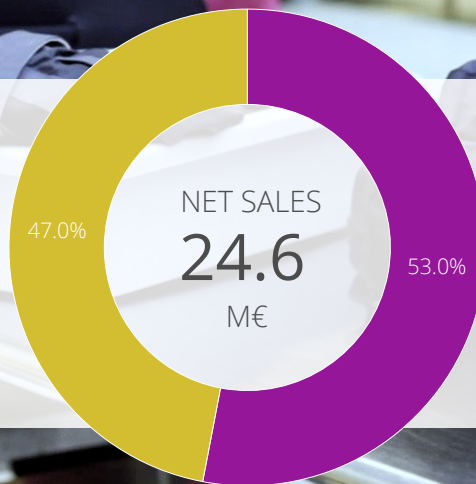


MBU

MEDICAL BUSINESS UNIT

NET SALES M€ **11.5**

YOY CHANGE-% **29.8**



NET SALES
24.6
M€

SBU

SECURITY AND INDUSTRIAL BUSINESS UNIT

13.0 NET SALES M€

-2.2 YOY CHANGE-%

MBU

MEDICAL BUSINESS UNIT

NET SALES M€ **28.2**

YOY CHANGE-% **22.8**

41.3%

NET SALES

68.3

M€

58.7%

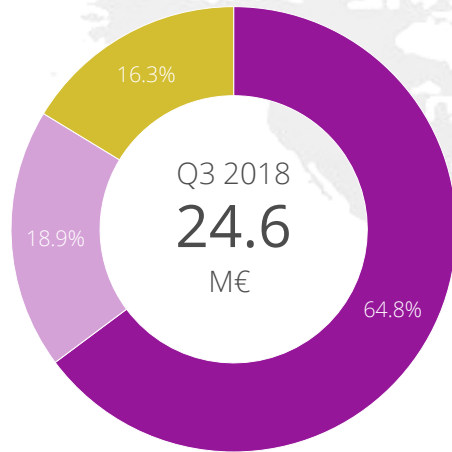
SBU

SECURITY AND INDUSTRIAL BUSINESS UNIT

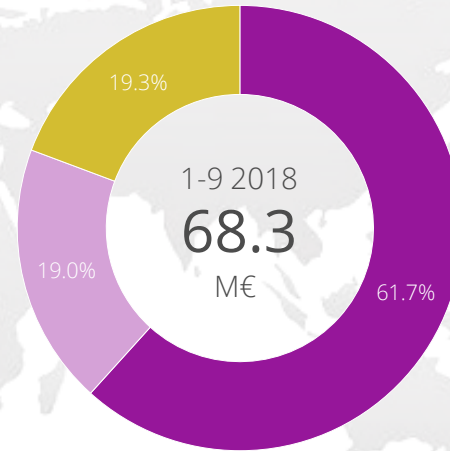
40.1 NET SALES M€

4.0 YOY CHANGE-%

SALES SPLIT BY REGIONS



CHANGE-% YOY
+17.7%
-28.2%
+80.7 %



CHANGE-% YOY
+17.7%
-24.0%
+52.9%

ASIA

AMERICAS

EUROPE



KEY FIGURES

(EUR 1,000)	7-9 2018	7-9 2017	1-9 2018	1-9 2017	2017
Net sales	24,596	22,234	68,264	61,473	89,003
Change in net sales, %	10.6%	16.1%	11.0%	18.3%	17.9%
Operating profit	5,161	5,084	14,115	12,905	19,892
Operating margin, %	21.0%	22.9%	20.7%	21.0%	22.3%
R&D costs	2,083	1,977	6,445	5,362	7,157
R&D costs, % of net sales	8.5%	8.9%	9.4%	8.7%	8.0%
Cash flow from operating activities	1,152	5,378	5,758	10,869	18,625
Capital expenditure	1,374	0	3,595	1,145	1,833
Earnings per share, EUR	0.32	0.29	0.84	0.74	1.09

X AURORA

STRATEGY

- Introduced one-for-all digital detector product family, called Aurora, to improve competitiveness at the security and industrial markets
 - Aurora comes with the highest level of integration, simplified system design and an application optimized ASIC
- Focused on implementing ERP and finalizing PDM system, ERP go-live by the end of year 2018
- Continued product development projects and new customer acquisitions as planned



BUSINESS OUTLOOK



MEDICAL MARKET
ANNUAL GROWTH RATE

5%



SECURITY MARKET
ANNUAL GROWTH RATE

7%



INDUSTRIAL MARKET
ANNUAL GROWTH RATE

5%



ASIA-PACIFIC IS THE FASTEST
GROWING MARKET

- Expects MBU-sales to grow and SBU-sales to decline in Q4 2018
- Sees still uncertainty in demand
- Estimates X-ray imaging market to grow in 2019 at the same pace as this year and moderate sales growth for the company in the beginning of year 2019

FINANCIAL TARGETS UNCHANGED



MEDIUM TERM TARGET
Annual
sales growth
>15%

MEDIUM TERM TARGET
Operating
margin
 $\geq 15\%$

ANNUAL
Dividend or
returned capital
30-60%

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