

Q4 2017

JANUARY-DECEMBER

PRESIDENT AND CEO HANNU MARTOLA

2 FEBRUARY 2018

Q4 2017

27.5

net sales, M€ (23.5)

17.0

net sales growth-% (54.7)

7.0

EBIT, M€ (5.2)

25.4

EBIT-% (22.3)

Business developed **better than expected**

Record result and net sales as a result of exceptional success in nearly every key areas

SBU had strong growth as sales grew in critical infrastructure, vehicle and industrial applications

MBU-sales fell slightly due to the normal seasonal variation of the company's business

Asia's share of net sales increased

FY 2017

89.0

net sales, M€ (75.5)

17.9

net sales growth-% (76.5)

19.9

EBIT, M€ (14.8)

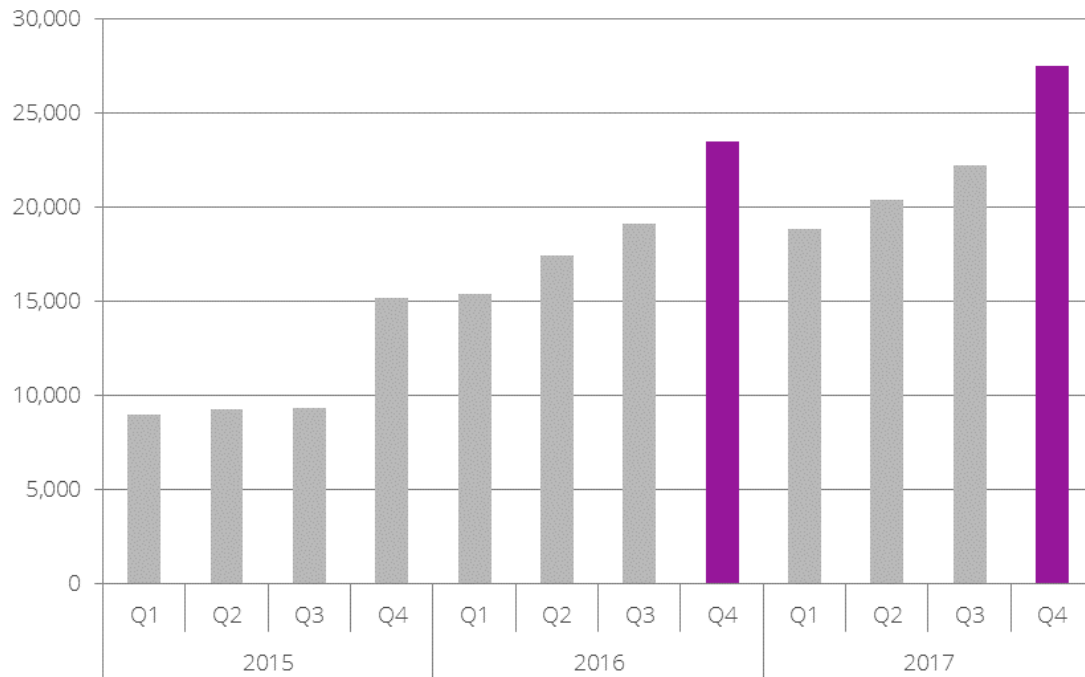
22.3

EBIT-% (19.6)

NET SALES BY QUARTER



(EUR 1,000)

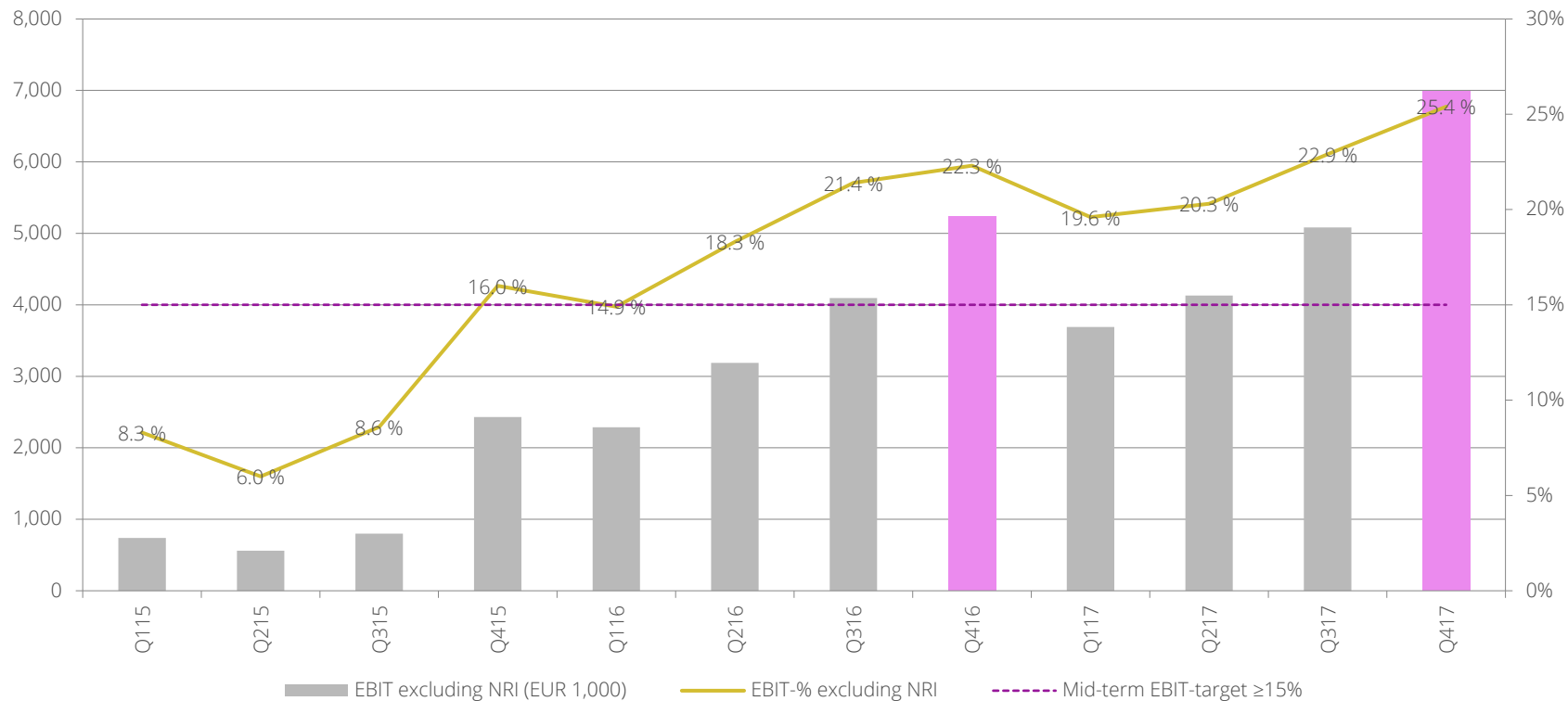


+17.0%
(YOY)

OPERATING PROFIT



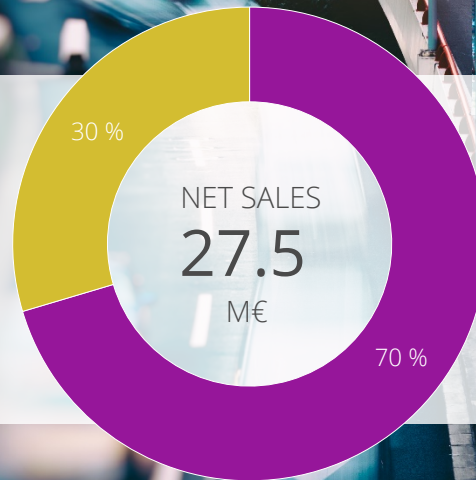
(EUR 1,000)



MBU

MEDICAL BUSINESS UNIT

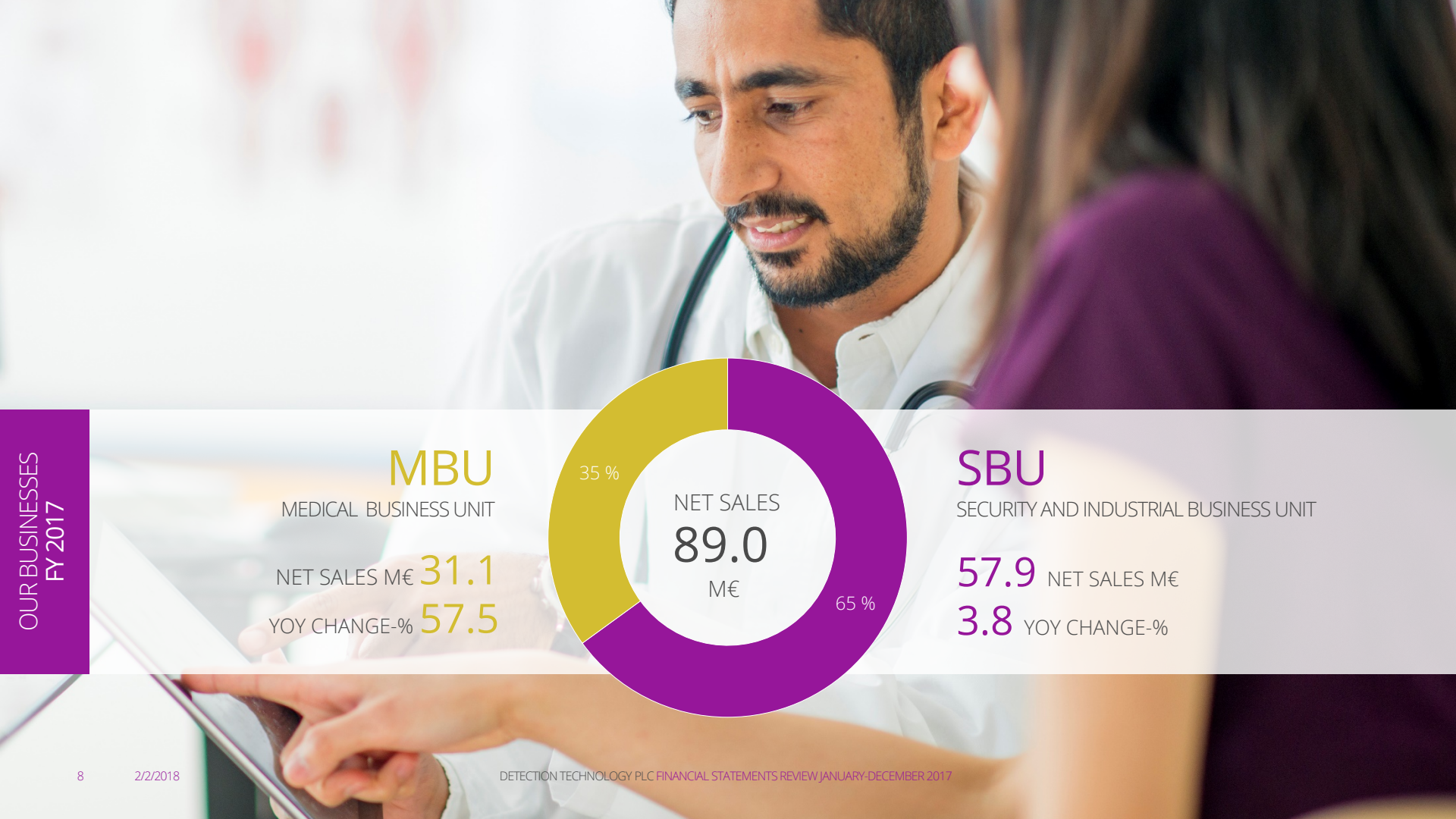
NET SALES M€ **8.2**
YOY CHANGE-% **-6.4**



SBU

SECURITY AND INDUSTRIAL BUSINESS UNIT

19.4 NET SALES M€
30.8 YOY CHANGE-%

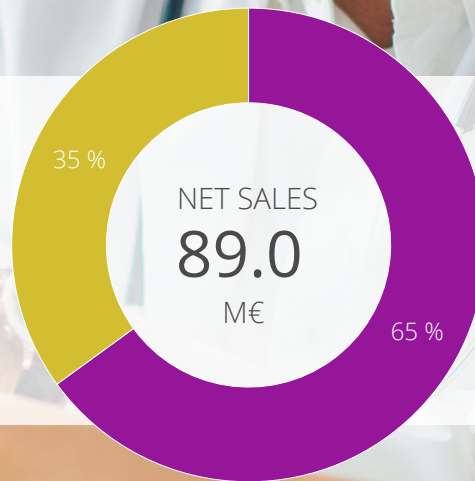


MBU

MEDICAL BUSINESS UNIT

NET SALES M€ **31.1**

YOY CHANGE-% **57.5**



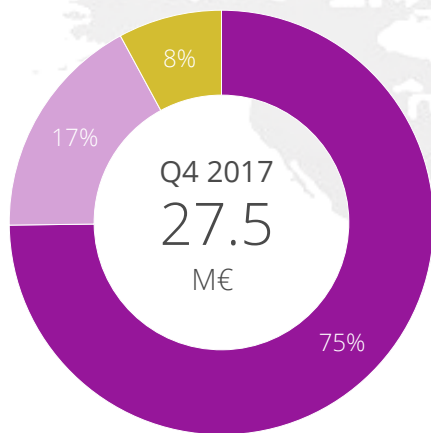
SBU

SECURITY AND INDUSTRIAL BUSINESS UNIT

57.9 NET SALES M€

3.8 YOY CHANGE-%

SALES SPLIT BY REGIONS

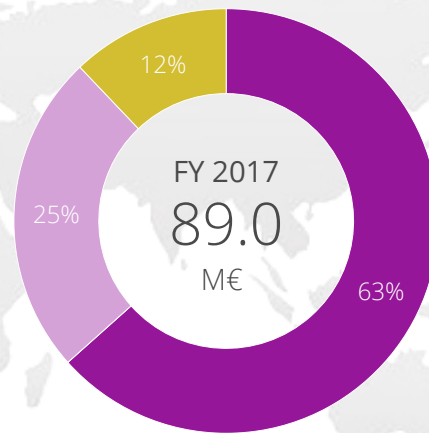


CHANGE-% YOY

+30.1%

+0.4%

-26.4%



CHANGE-% YOY

+4.1%

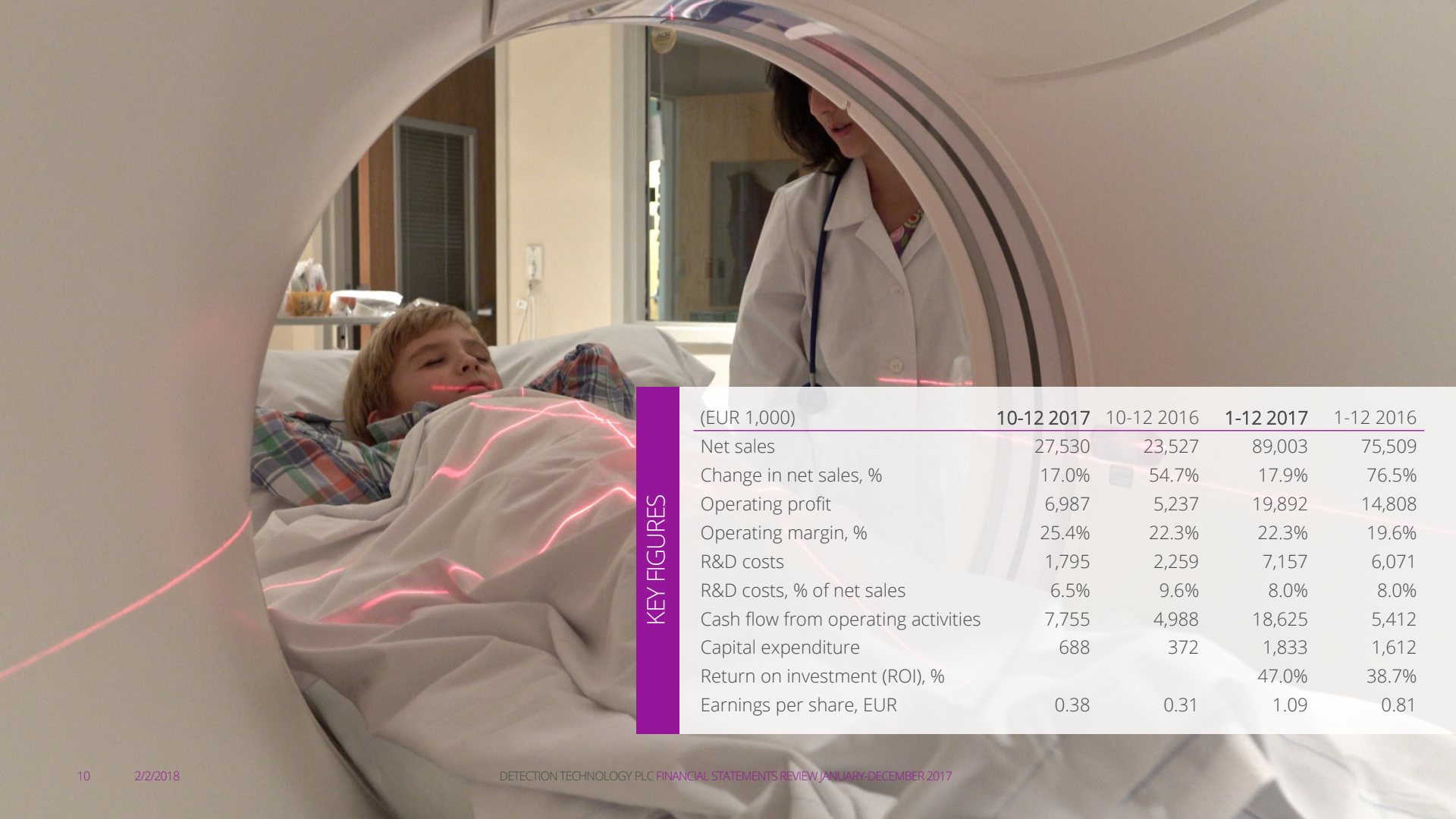
+95.8%

+6.1%

ASIA

AMERICAS

EUROPE



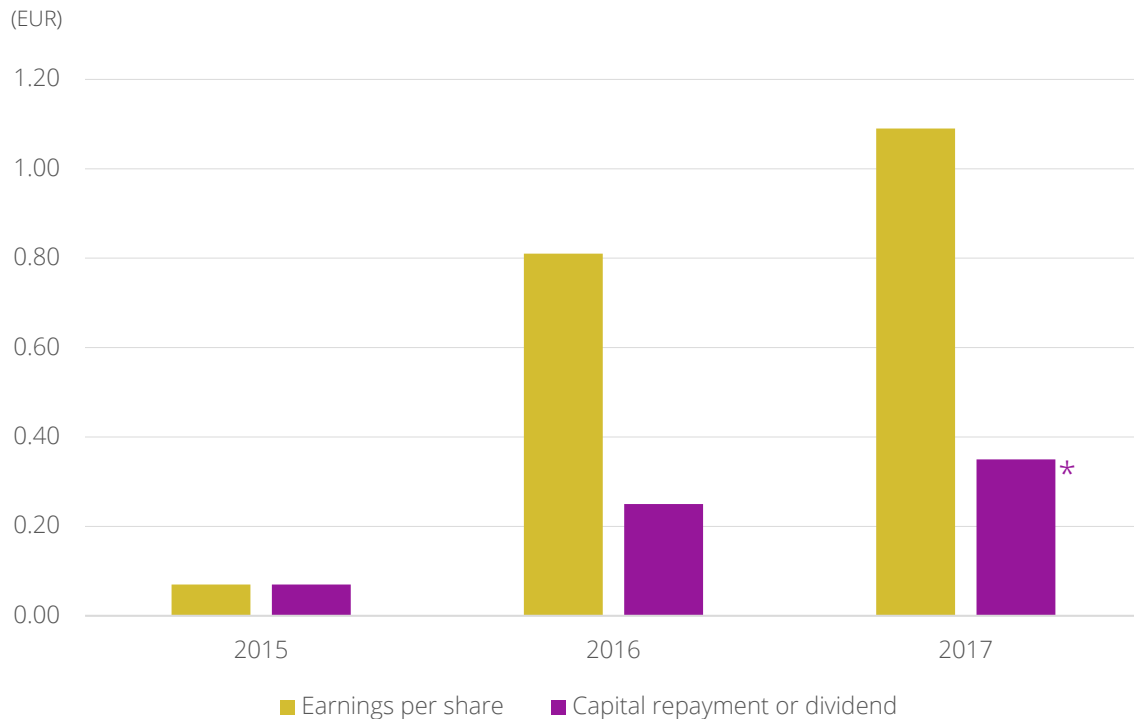
KEY FIGURES

(EUR 1,000)	10-12 2017	10-12 2016	1-12 2017	1-12 2016
Net sales	27,530	23,527	89,003	75,509
Change in net sales, %	17.0%	54.7%	17.9%	76.5%
Operating profit	6,987	5,237	19,892	14,808
Operating margin, %	25.4%	22.3%	22.3%	19.6%
R&D costs	1,795	2,259	7,157	6,071
R&D costs, % of net sales	6.5%	9.6%	8.0%	8.0%
Cash flow from operating activities	7,755	4,988	18,625	5,412
Capital expenditure	688	372	1,833	1,612
Return on investment (ROI), %			47.0%	38.7%
Earnings per share, EUR	0.38	0.31	1.09	0.81

- Won 30 new customers, totaling 240 active customers in the end of review period
- Continued R&D projects and investments in developing new technologies
- Released X-Tile, the world's first tileable standard detector module for medical CT applications
- Renewed its standard product portfolio in the industrial segment
- Certified Finland and China sites according to the ISO 9001:2015 and ISO 14001:2015 standards
- Expanded its Beijing factory
- Focused on renewing its information systems to create enablers for future growth



EPS AND PAYOUT



32%

PAYOUT FOR 2017

The Board's proposal to the AGM *

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 sales for security and industrial applications to increase slightly in 2018.
- Estimates that medical sales will develop favorably in H1 and probably decrease in H2 2018 as MBU's key customer stops manufacturing a device that uses DT's product.
- Price competition will intensify in all of the company's markets in 2018.
- Considers **the growth outlook** in both business units to be **good in the longer term**.

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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