

A large, stylized sunflower in shades of purple and magenta, serving as the background for the slide.

# HALF-YEARLY REPORT Q2 2017

PRESIDENT AND CEO HANNU MARTOLA | DETECTION TECHNOLOGY PLC | 26 JULY 2017

# HIGHLIGHTS Q2 2017



20.4

net sales, M€

16.8

net sales growth-%

4.1

EBIT, M€

20.3

EBIT-%

MBU had a **strong growth** due to successful ramp-up and shipments

SBU-sales declined as the demand **slowed down in China**

**Balanced net sales split** by businesses, regions and application areas

Operating **cash flow increased** to EUR 4.4 million

**Ahlström Capital** acquired all G.W. Sohlberg's shares in DT



# HIGHLIGHTS H1 2017



39.2

net sales, M€

19.5

net sales growth-%

7.80

EBIT, M€

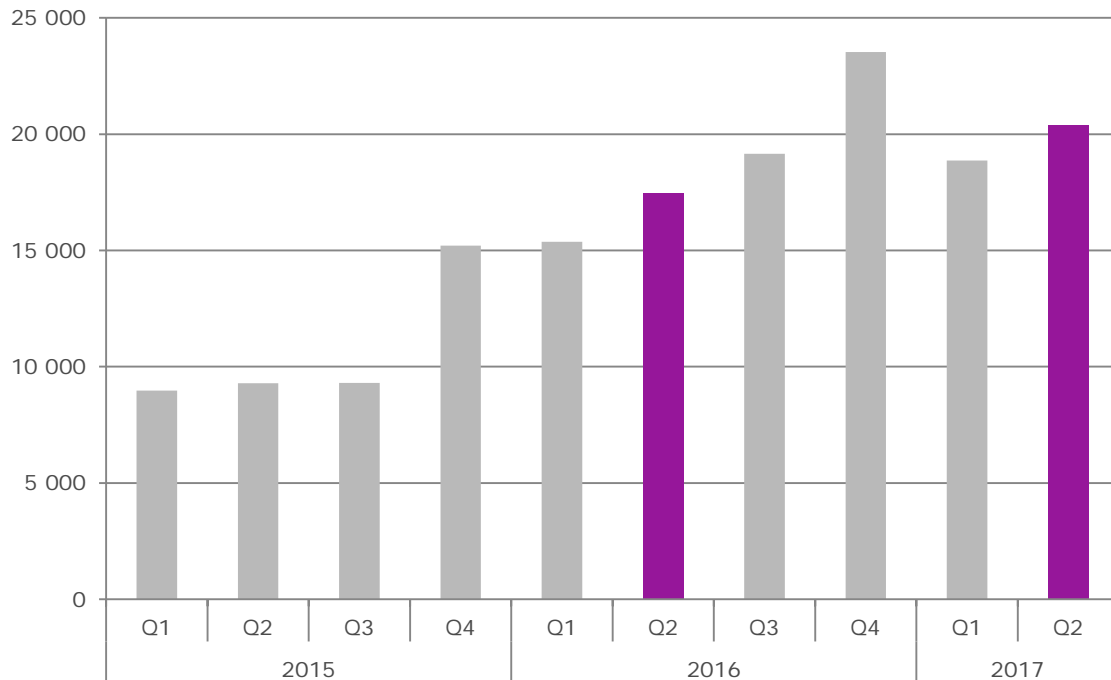
19.9

EBIT-%

# NET SALES



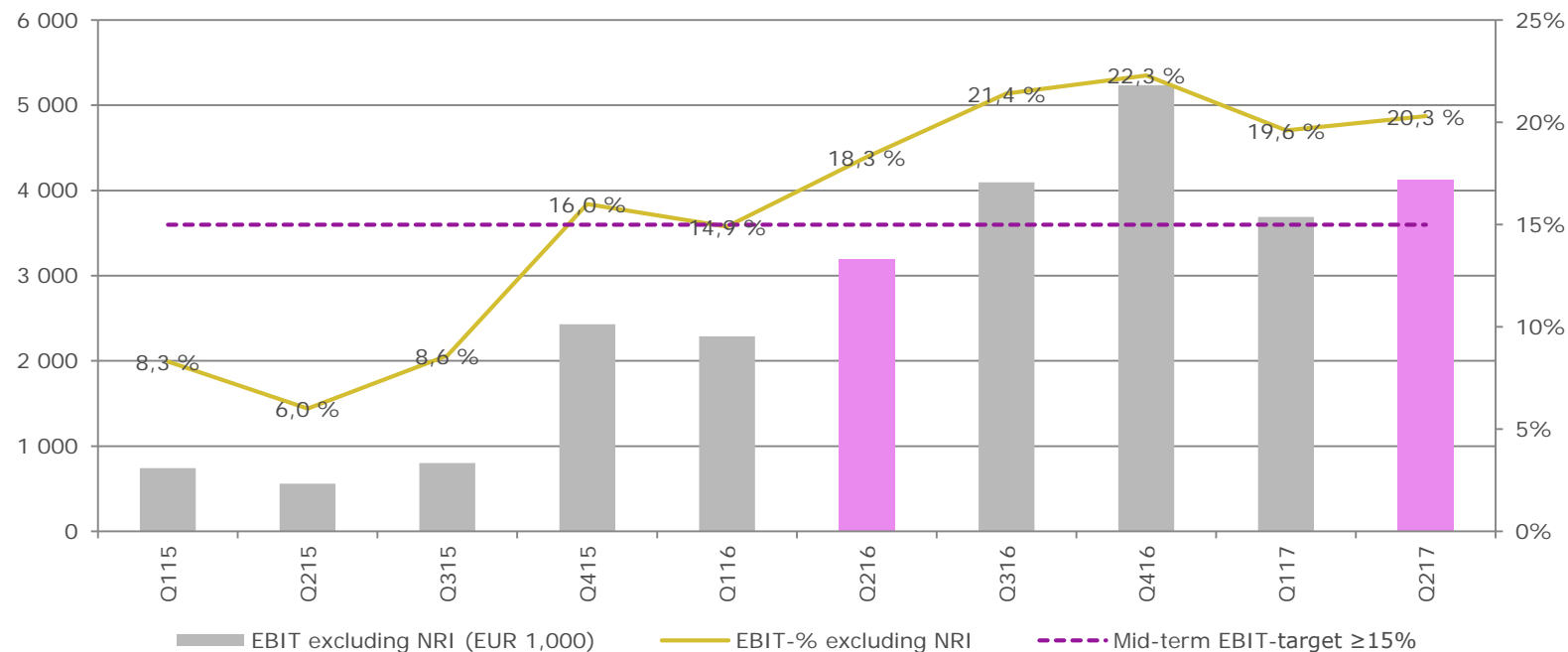
(EUR 1,000)



+16.8%  
(YOY)

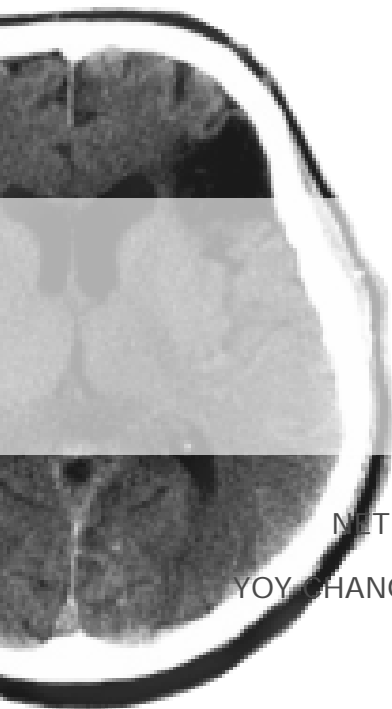
# EBIT-% AT TARGET LEVEL

(EUR 1,000)



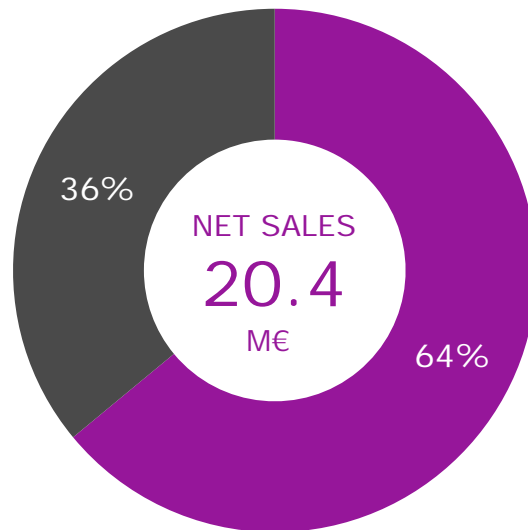


# OUR BUSINESSES IN Q2 2017



## MBU MEDICAL BUSINESS UNIT

NET SALES M€ **7.3**  
YOY CHANGE-% **193.9**



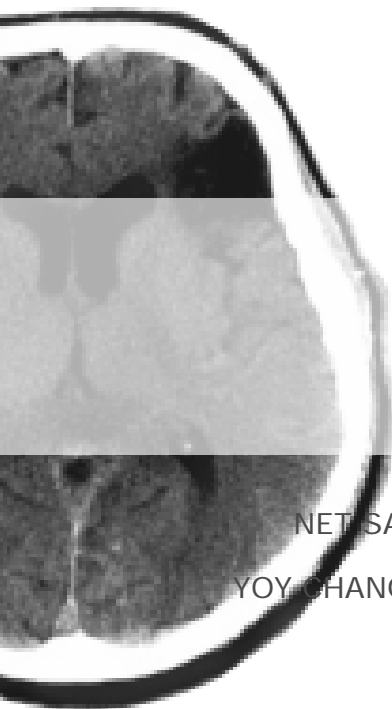
NET SALES  
**20.4**  
M€

## SBU SECURITY AND INDUSTRIAL BUSINESS UNIT

**13.1** NET SALES M€  
**-12.6** YOY CHANGE-%

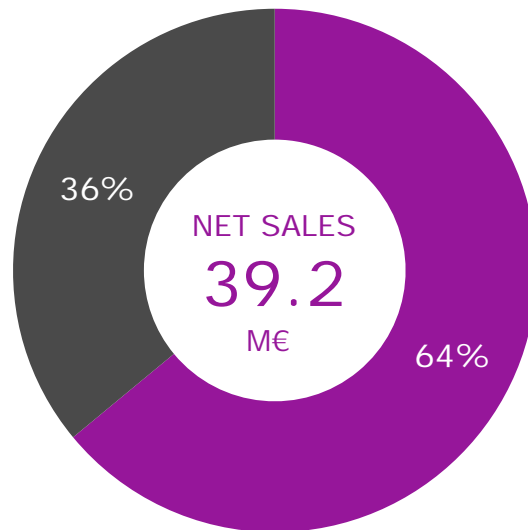


# OUR BUSINESSES IN H1 2017



## MBU MEDICAL BUSINESS UNIT

NET SALES M€ **14.1**  
YOY CHANGE-% **135.9**

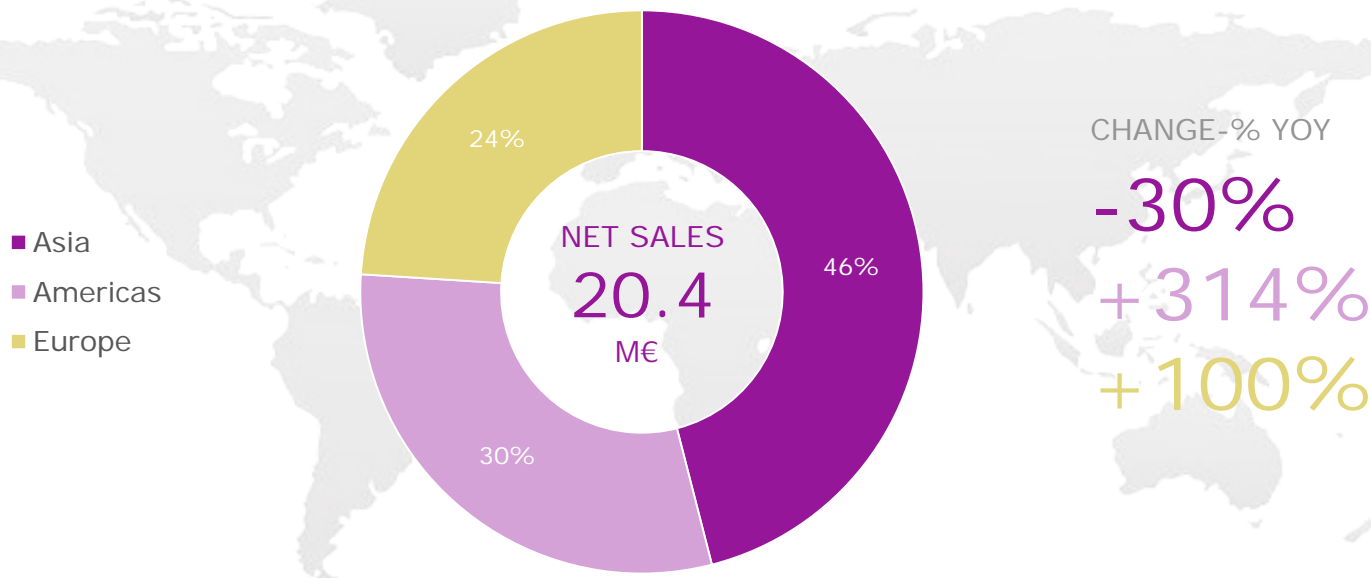


## SBU SECURITY AND INDUSTRIAL BUSINESS UNIT

**25.2** NET SALES M€  
**-6.3** YOY CHANGE-%



# Q2 SALES TRIPLED IN AMERICAS



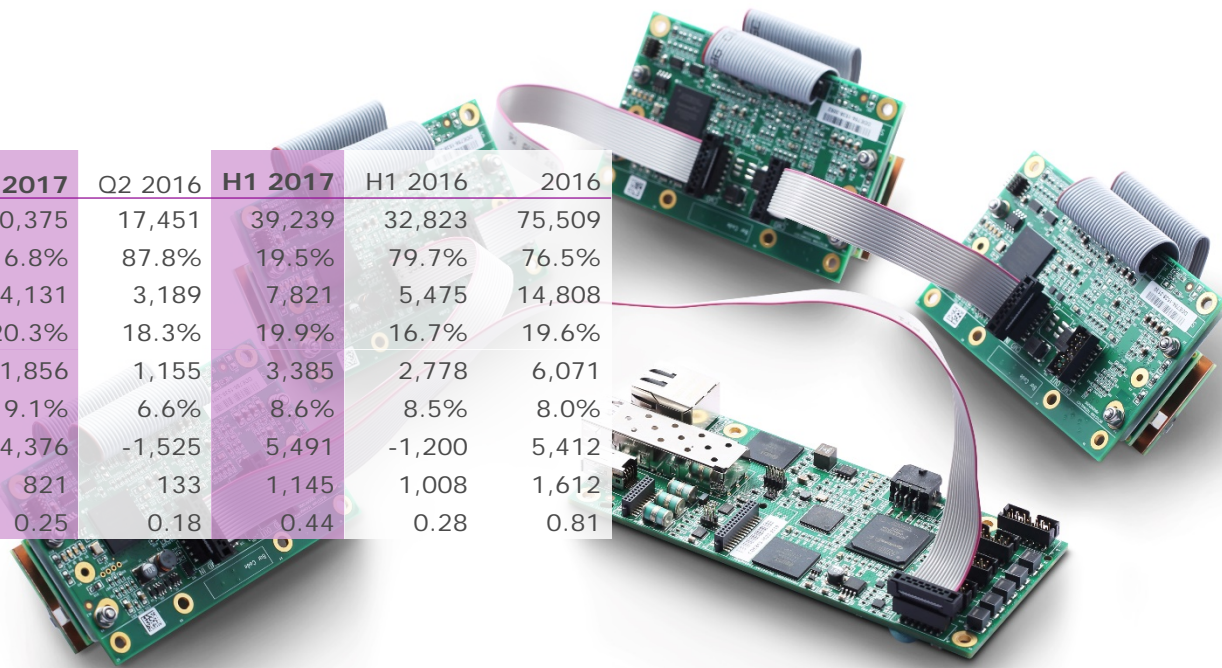


# KEY FIGURES



(EUR 1,000)

	Q2 2017	Q2 2016	H1 2017	H1 2016	2016
Net sales	20,375	17,451	39,239	32,823	75,509
Net sales growth, %	16.8%	87.8%	19.5%	79.7%	76.5%
Operating profit	4,131	3,189	7,821	5,475	14,808
Operating margin, %	20.3%	18.3%	19.9%	16.7%	19.6%
R&D costs	1,856	1,155	3,385	2,778	6,071
R&D costs, % of net sales	9.1%	6.6%	8.6%	8.5%	8.0%
Cash flow from operating activities	4,376	-1,525	5,491	-1,200	5,412
Capital expenditure	821	133	1,145	1,008	1,612
Earnings per share, EUR	0.25	0.18	0.44	0.28	0.81



# STRATEGY IMPLEMENTATION



- Focused on ensuring sufficient shipments and production capacity
- Completed the expansion of Beijing factory to meet the demand in the medium term and to enable even higher flexibility for volume and product mix changes
- Won new customers and projects
- Continued to broaden the technology base
- Introduced number of standard X-ray detector systems for industrial applications

# 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

- Growth to continue but expected to be more moderate than in H2 2016
- There is uncertainty with the demand for the rest of the year as competition tightens and affects product prices.

# FINANCIAL TARGETS UNCHANGED



MEDIUM TERM TARGET  
Annual  
sales growth

**> 15%**

MEDIUM TERM TARGET  
Operating  
margin

**≥ 15%**

ANNUAL  
Dividend or  
returned capital

**30-60%**

