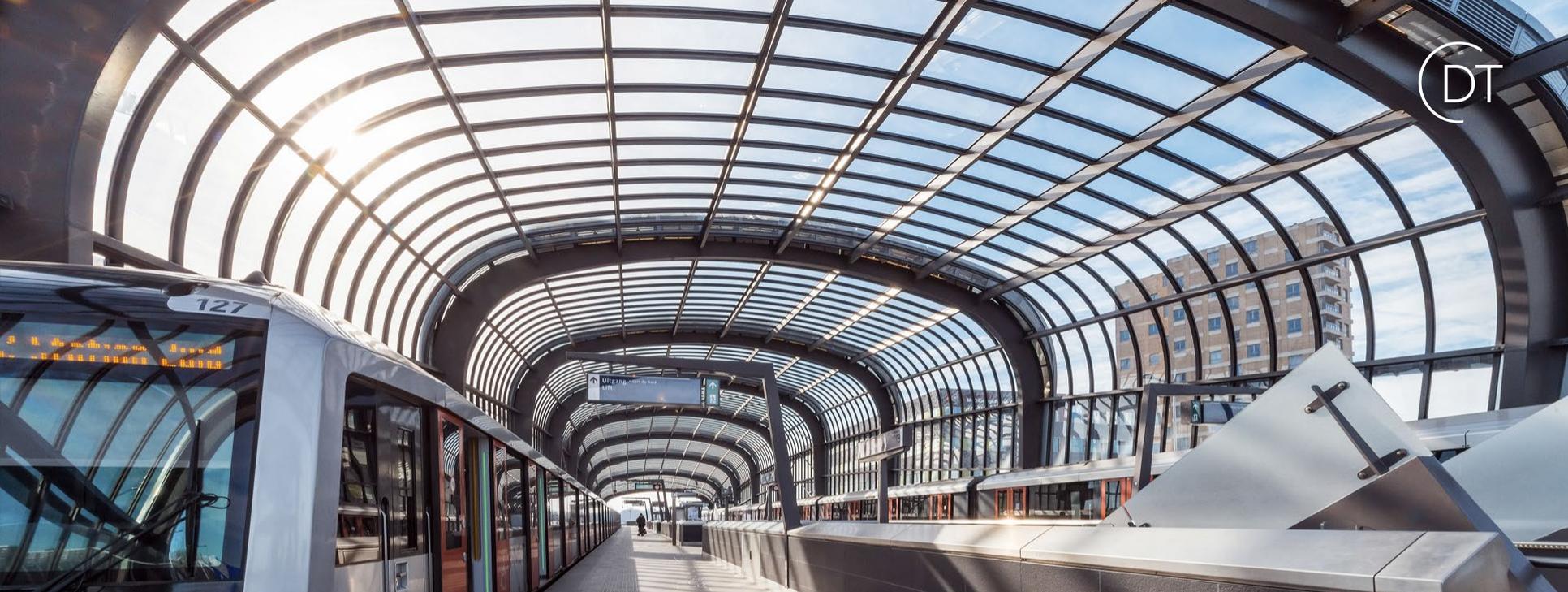


# Q3 Business review

January–September 2025

President and CEO Hannu Martola | 30 October 2025





Q3 2025

24.7

net sales, €m  
(27.1)

-8.8

net sales change-%  
(10.6)

2.8

EBITA excluding NRI, €m  
(4.2)

11.4

EBITA-% excluding NRI  
(15.3)



## Q3: A challenging quarter, but the sentiment is improving

Sales declined due to unfavourable currency effects and a decrease in demand for security applications

### Industrial sales -9%

- Decline in low-cost legacy industrial line-scan sales in APAC
- Significant growth in TFT flat panel detectors for industrial applications

### Medical sales -5%

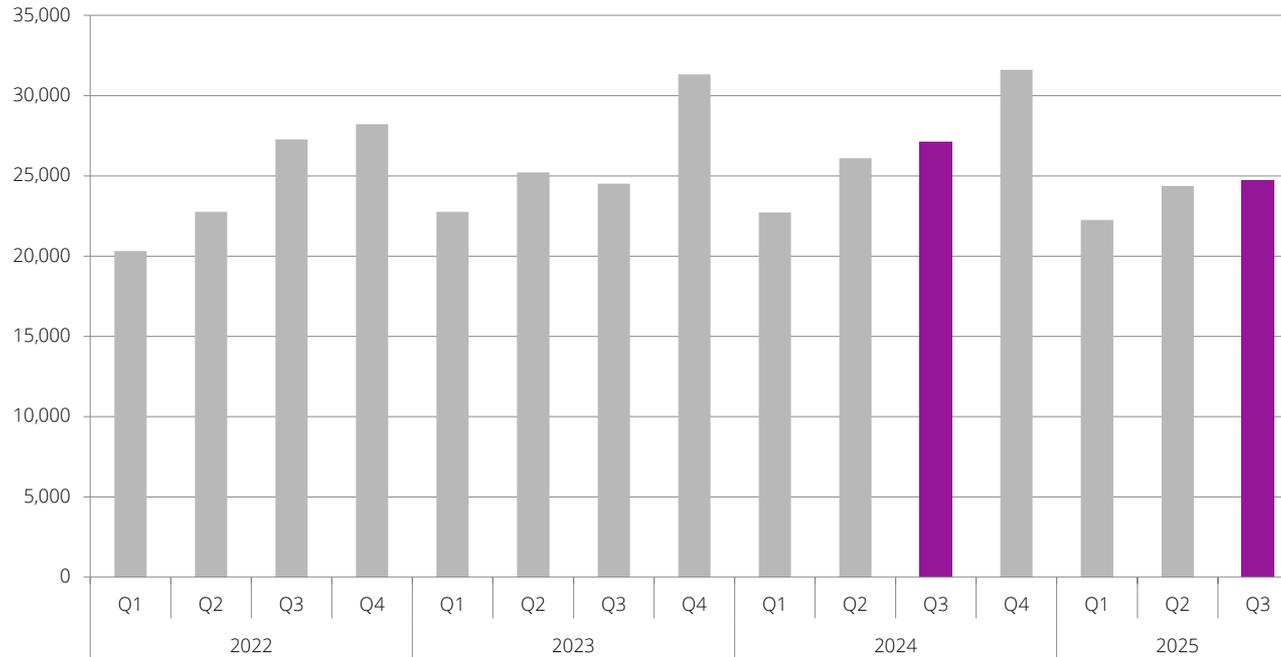
- Demand for medical CT applications strengthened, particularly in China, but material constraints limited delivery capability
- Market position remained intact in the medical CT segment

### Security sales -13%

- Sales outcome for Americas was temporarily weak due the sales development of certain key customers
- A major OEM customer was temporarily depleting its inventories in Europe
- Market position remained intact in the security CT segment

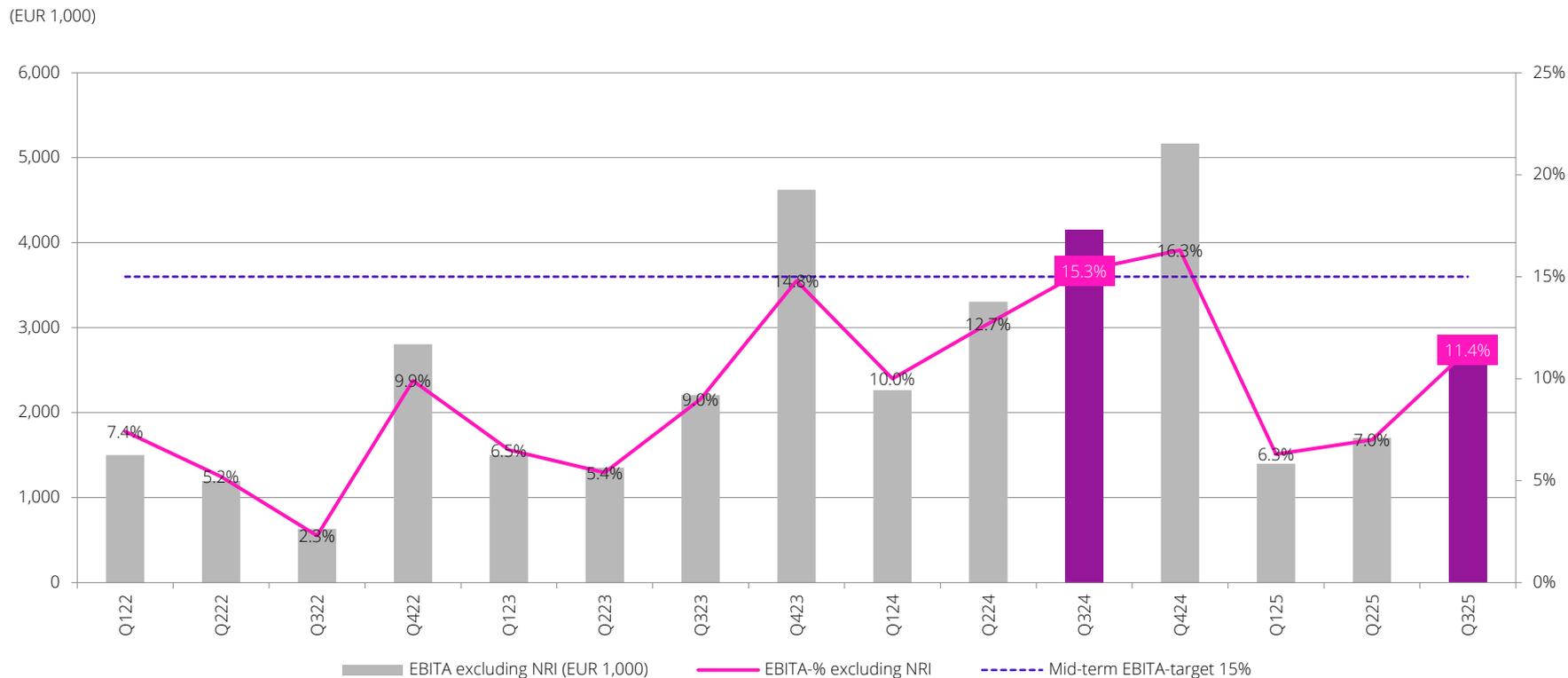
# Net sales by quarter

(EUR 1,000)

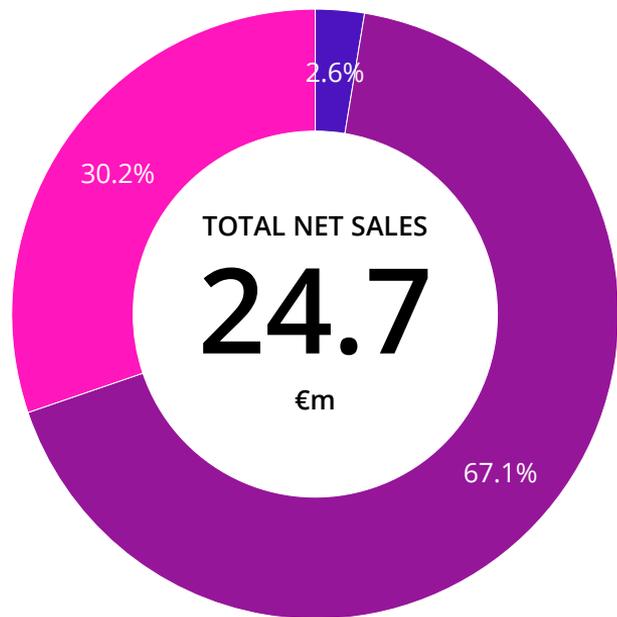


**-8.8**  
(YOY change-%)

# Operating margin (EBITA) excluding NRI



# Q3 2025 sales split by regional business units



AMERICAS

APAC

EMEIA

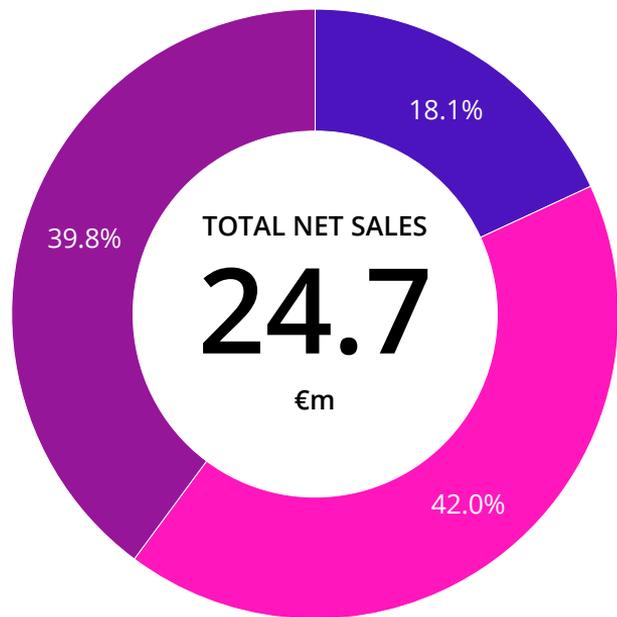
NET SALES €m    YOY CHANGE-%

0.6    -67.7

16.6    -5.8

7.5    -0.2

# Q3 2025 sales split by main applications



	NET SALES €m	YOY CHANGE-%
INDUSTRIAL	4.5	-9.2
MEDICAL	10.4	-4.5
SECURITY	9.8	-12.8



Q1-Q3

71.3

net sales, €m  
(75.9)

-6.0

net sales change-%  
(4.7)

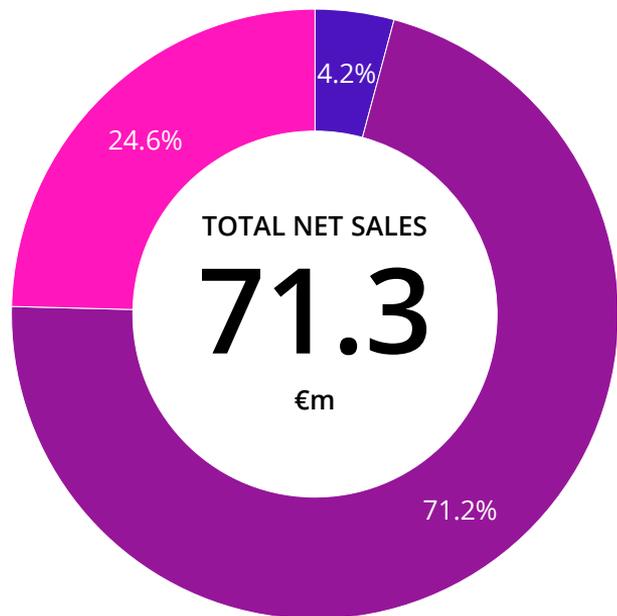
5.9

EBITA excluding NRI, €m  
(9.7)

8.3

EBITA-% excluding NRI  
(12.8)

# Q1-Q3 2025 sales split by regional business units



AMERICAS

APAC

EMEA

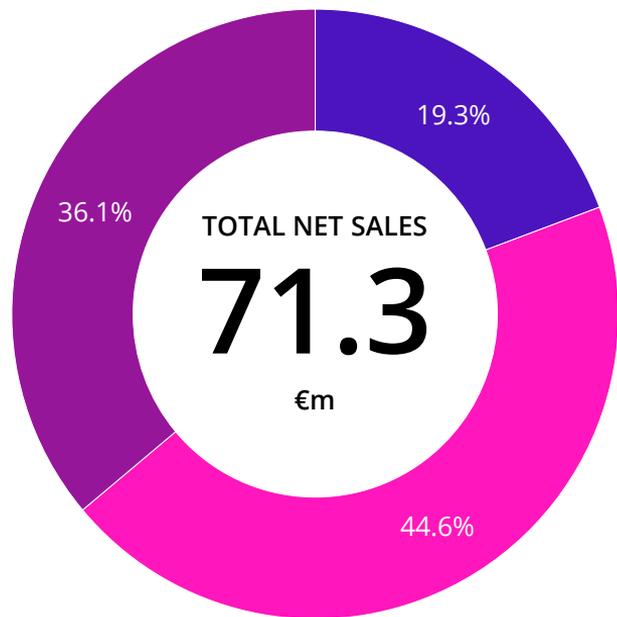
NET SALES €m    YOY CHANGE-%

3.0    -32.9

50.8    1.5

17.6    -18.0

# Q1-Q3 2025 sales split by main applications



	NET SALES €m	YOY CHANGE-%
INDUSTRIAL	13.8	-0.5
MEDICAL	31.8	7.1
SECURITY	25.8	-20.4

# Key figures



	Q3 2025	Q3 2024	Q1-Q3 2025	Q1-Q3 2024	FY 2024
Net sales, EUR 1,000	24,717	27,103	71,338	75,901	107,514
Change in net sales, %	-8.8%	10.6%	-6.0%	4.7%	3.6%
EBITA excluding NRI	2,807	4,157	5,908	9,726	14,892
EBITA excluding NRI, %	11.4%	15.3%	8.3%	12.8%	13.9%
Non-recurring items (NRI)	-342	0	-342	0	0
EBITA, EUR 1,000	2,465	4,157	5,566	9,726	14,892
EBITA, %	10.0%	15.3%	7.8%	12.8%	13.9%
R&D costs, EUR 1,000	2,723	2,694	8,504	8,255	11,379
R&D costs, % of net sales	11.0%	9.9%	11.9%	10.9%	10.6%
Cash flow from operating activities, EUR 1,000	492	6,415	2,389	13,242	20,133
Investments, EUR 1,000	504	248	2,052	1,733	2,218
Return on investment (ROI, 12-month rolling), %	12.2%	17.0%	12.2%	17.0%	17.4%
Earnings per share, EUR	0.11	0.22	0.22	0.48	0.76

## Events during the review period

Took measures to improve its profitability and to invest in focus areas that strengthen its competitiveness

Carried out efficiency and reorganization activities across its global sites

Estimated total cost savings around EUR 0.4 million in H2 2025 and EUR 1.5 million in FY 2026



# CMD

18 November

## DT2030 strategy

We will **outgrow the market** by delivering **smart, data-driven X-ray detectors** that drive customer success through **exceptional usability**.

# Sales expectation Q4 2025 and Q1 2026



## Industrial

to grow  
in Q4



## Medical

to grow  
in Q4



## Security

to decline  
in Q4

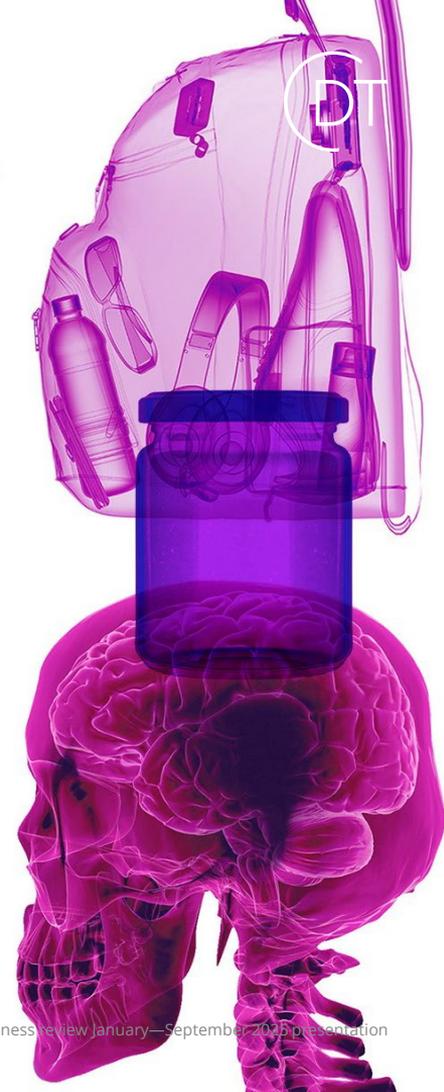


Sales in APAC to remain stable, and in EMEIA and Americas to decline in Q4  
YOY total net sales to **decline by a single digit in Q4** and to **grow double digit in Q1 2026**

# Business outlook

Detection Technology expects **a single-digit year-on-year decline in total net sales for Q4 2025 and double-digit growth in Q1 2026.**

The geopolitical situation, new U.S. import tariffs, U.S. relations with other countries, China's healthcare reform, and price competition especially in China create uncertainty.



## FINANCIAL TARGETS

MEDIUM TERM  
Annual  
sales growth  
**>10%**

MEDIUM TERM  
Operating  
margin (EBITA)  
**15%**

ANNUAL  
Dividend or  
returned capital  
**30-60%**



# Detection Technology

[www.deetee.com](http://www.deetee.com)