

Electronic Equipment & Instruments/Finland, January 24, 2019
Preview

Focus on outlook for 2019 and China

Detection Technology will report Q4 earnings next week on Feb 1st. Our focus will be on the latest comments regarding China and the overall medical and security market outlook for 2019. We expect a dividend of EUR 0.45, which corresponds to a 40% EPS payout and 3% dividend yield. Our rating and target price remain intact ahead of Q4.

SBU net sales to decline in Q4, MBU still going strong in Q4 Due to a slowdown in China's security market and tightening competition, DT has said it expects SBU sales to decline y/y in Q4'18, in contrast to the earlier guided single-digit y/y growth for H2'18. The visibility is limited due to the suspension of many Chinese infrastructure projects. We expect SBU Q4 net sales to be 15.0 MEUR (vs. 19.4 MEUR Q417). We expect continued good growth in MBU with Q418E net sales of 10.8 MEUR (vs. 8.1 MEUR Q417).

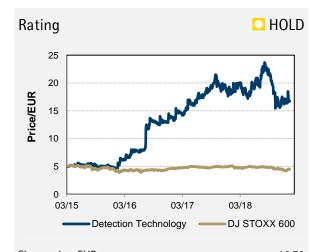
2019 outlook in focus, especially comments on China

DT expects net sales to grow moderately at the beginning of 2019. This estimate is based on the growth outlook for the overall X-ray imaging market, which is similar for 2019 as 2018, according to DT. In the Q4 call we look forward to hearing an update on the outlook and the Chinese market, as well as any new news regarding the recently released Aurora X-ray detector family (expected to support SBU's net sales at end of 2019).

Estimates unchanged ahead of Q4, HOLD rating and target price of 16.5 euros maintained

We expect Q4 net sales to be 25.8 MEUR (vs. 27.5 MEUR Q417) and Q4 EBIT to be 5.2 MEUR (vs. 7.0 MEUR Q417). Thus, we expect 2018E net sales to grow 6% to 94.1 MEUR from last year's 89 MEUR and EBIT to decline 3% from last year (19.3 MEUR 2018 vs. 19.9 MEUR 2017) due to lower SBU sales and higher R&D costs. We expect a dividend of EUR 0.45, which corresponds to a 40% EPS payout and 3% dividend yield. Our rating and target price, "HOLD" and target price EUR 16.5, remain unchanged ahead of Q4.

VEV FLOUIDEC



Share price, EUR (Last trading day's closing price) Target price, EUR	16.70 16.5
Latest change	21-Jul-18
Latest report on company	26-0ct-18
Research paid by issuer:	YES
No. of shares outstanding,	13,901
No. of shares fully diluted,	14,375
Market cap, EURm	232
Free float, %	-
Exchange rate	-
Reuters code	DETEC.HE
Bloomberg code	DETEC FH
Average daily volume,	-
Next interim report	1-Feb-19
Web site	http://www.deetee.com/investors/
Analyst	Jonas Forslund
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■ BUY □ HOLD ■ SELL

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KEY FIGU	RES									
	Sales EURm	EBIT EURm	EBIT %	Ptx profit EURm	EPS EUR	P/E (x)	EV/Sales (x)	P/CF (x)	EV/EBIT (x)	DPS EUR
2016	76	15	19.6%	14	0.81	17.2	2.4	34.7	12.1	0.25
2017	89	20	22.4%	19	1.09	16.5	2.6	13.4	11.5	0.35
2018E	94	19	20.5%	19	1.13	14.8	2.1	13.6	10.4	0.45
2019E	100	19	18.8%	19	1.10	15.2	1.9	13.6	10.2	0.49
2020E	111	21	19.0%	21	1.21	13.8	1.7	13.6	8.9	0.54
Market cap	, EURm		232 E	3V per share 201	8E, EUR		3.8 CAGR I	EPS 2017-2	.0, %	3.4
Net debt 20	018E, EURm		-32 F	rice/book 2018l	Ξ		4.4 CAGR	sales 2017-	20, %	7.5
Enterprise	value, EURm		201 [Dividend yield 20)18E, %		2.7 ROE 20)18E, %		33.3
Total assets	s 2018E, EURn	n	72 T	ax rate 2018E, o	/ o		17.0 ROCE 2	2018E, %		39.0
Goodwill 2	018E, EURm		0 E	quity ratio 2018	BE, %		73.2 PEG, P/	'E 18/CAGR		3.1

Telephone

All the important disclosures can be found on the last pages of this report.

VALUATION RESULTS	BASE CASE DETAILS	VALUATION ASSUMPTIONS	ASSUMPTIONS FOR WACC	
Current share price	16.70 PV of Free Cash Flow	114 Long-term growth, %	2.5 Risk-free interest rate, %	2.25
DCF share value	21.25 PV of Horizon value	165 WACC, %	8.5 Market risk premium, %	5.8
Share price potential, %	27.3 Unconsolidated equity	0 Spread, %	0.0 Debt risk premium, %	2.8
Maximum value	21.3 Marketable securities	32 Minimum WACC, %	8.5 Equity beta coefficient	1.10
Minimum value	21.3 Debt - dividend	0 Maximum WACC, %	8.5 Target debt ratio, %	20
Horizon value, %	59.1 Value of stock	296 Nr of shares, Mn	13.9 Effective tax rate, %	20

DCF valuation, EURm	2017	2018E	2019E	2020E	2021E	2022E	2023E	2024E	2025E	2026E	2027E	Horizon
Net sales	89	94	100	111	123	133	141	148	153	158	162	166
Sales growth, %	17.9	<i>5.7</i>	6.2	10.6	11.1	8.0	6.0	5.0	4.0	3.0	2.5	2.5
Operating income (EBIT)	20	19	19	21	23	23	22	24	25	25	26	27
EBIT margin, %	22.4	20.5	18.8	19.0	18.3	17.0	16.0	16.0	16.0	16.0	16.0	16.0
+ Depreciation+amort.	2	3	3	2	3	3	3	3	3	3	3	
- Income taxes	-3	-3	-4	-4	-5	-5	-4	-5	-5	-5	-5	
- Change in NWC	1	-2	-1	-2	-2	-2	-1	-1	-1	-1	-1	
NWC / Sales, %	<i>15.7</i>	16.9	16.9	17.0	17.1	17.2	17.2	17.3	17.3	17.3	17.3	
+ Change in other liabs	0	0	0	0	0	0	0	0	0	0	0	
- Capital Expenditure	-2	-2	-3	-3	-3	-4	-4	-4	-4	-4	-4	-4
Investments / Sales, %	2.1	2.2	3.2	2.6	2.6	3.1	2.5	2.4	2.3	2.3	2.3	2.3
- Other items	-1	0	0	0	0	0	0	0	0	0	0	
= Unlevered Free CF (FCF)	17	15	14	14	15	15	16	17	18	19	20	340
= Discounted FCF (DFCF)		15	13	12	12	11	11	11	10	10	10	165
= DFCF min WACC		15	13	12	12	11	11	11	10	10	10	165
= DFCF max WACC		15	13	12	12	11	11	11	10	10	10	165

NT	FRIN	1 FIG	URES

EVLI ESTIMATES, EURm	2017Q1	2017Q2	2017Q3	2017Q4	2017	2018Q1	2018Q2	2018Q3	2018Q4E	2018E	2019E	2020E
Net sales	19	20	22	28	89	19	24	25	26	94	100	111
EBITDA	4	5	6	8	22	4	6	6	6	22	22	23
EBITDA margin (%)	22.7	22.7	25.2	27.6	24.9	22.3	24.3	23.1	24.2	23.5	21.7	21.0
EBIT	4	4	5	7	20	4	5	5	5	19	19	21
EBIT margin (%)	19.5	20.3	22.9	25.5	22.4	19.2	21.7	20.7	20.0	20.5	18.8	19.0
Net financial items	0	0	0	0	-1	0	0	0	0	0	0	0
Pre-tax profit	3	4	5	7	19	3	6	5	5	19	19	21
Tax	-1	-1	-1	-2	-4	0	-1	0	-1	-3	-4	-4
Tax rate (%)	23.2	20.9	20.7	22.4	21.8	14.3	20.6	9.6	22.0	17.0	19.2	20.0
Net profit	3	3	4	5	15	3	4	4	4	16	15	17
EPS	0.19	0.24	0.28	0.38	1.09	0.21	0.32	0.32	0.28	1.13	1.10	1.21
EPS adjusted (diluted no. of shares)	0.19	0.24	0.28	0.38	1.09	0.20	0.31	0.31	0.27	1.09	1.06	1.16
Dividend per share	0.00	0.00	0.00	0.00	0.35	0.00	0.00	0.00	0.00	0.45	0.49	0.54
SALES, EURm												
MBU	7	7	9	8	31	7	9	12	11	39	41	45
SBU	12	13	13	19	58	12	15	13	15	55	59	66
Total	19	20	22	28	89	19	24	25	26	94	100	111
SALES GROWTH, Y/Y %										·	·	
MBU	94.3	192.0	74.5	-6.4	57.4	10.0	26.3	29.2	33.3	25.4	5.4	8.9
SBU	1.7	-12.7	-5.0	30.6	3.8	-2.5	16.0	-1.5	-22.7	-4.8	6.8	11.7
Total	22.7	16.6	16.2	17.0	17.9	2.0	19.7	10.8	-6.2	5.7	6.2	10.6
EBIT, EURm												
MBU	0	0	0	0	0	0	0	0	2	2	8	9
SBU	0	0	0	0	0	0	0	0	3	3	11	12
Group	4	4	5	7	20	4	5	5	0	14	0	0
Total	4	4	5	7	20	4	5	5	5	19	19	21
EBIT margin, %												
MBU	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	20.0	5.5	18.8	19.0
SBU	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	20.0	5.4	18.9	18.9
Total	19.5	20.3	22.9	25.5	22.4	19.2	21.7	20.7	20.0	20.5	18.8	19.0

INCOME STATEMENT, EURm	2013	2014	2015	2016	2017	2018E	2019E	2020E
Sales	30	33	43	76	89	94	100	111
Sales growth (%)	22.6	8.9	29.2	76.5	17.9	5.7	6.2	10.6
Costs	-26	-28	-37	-58	-67	-72	-78	-87
Reported EBITDA	4	5	6	17	22	22	22	23
Extraordinary items in EBITDA	0	0	0	0	0	0	0	0
EBITDA margin (%)	14.6	14.6	13.4	22.9	24.9	23.5	21.7	21.0
Depreciation	-1	-1	-1	-3	-2	-3	-3	-2
EBITA	4	4	5	15	20	19	19	21
Goodwill amortization / writedown	0	0	0	0	0	0	0	0
Reported EBIT	4	4	5	15	20	19	19	21
EBIT margin (%)	12.6	12.4	10.5	19.6	22.4	20.5	18.8	19.0
Net financials	-1	0	-2	-1	-1	0	0	0
Pre-tax profit	3	4	2	14	19	19	19	21
Extraordinary items	0	-1	-1	0	0	0	0	0
Taxes	0	0	0	-3	-4	-3	-4	-4
Minority shares	0	0	0	0	0	0	0	0
Net profit	3	3	1	11	15	16	15	17
BALANCE SHEET, EURm								,
Assets								,
Fixed assets	3	4	7	6	6	5	5	6
% of sales	10	11	17	8	7	5	5	5
Goodwill	0	0	0	0	0	0	0	0
% of sales	0	0	0	0	0	0	0	0
Inventory	5	6	7	11	9	13	14	15
% of sales	16	17	16	14	10	14	14	14
Receivables	7	7	14	22	21	23	24	27
% of sales	22	22	33	29	24	24	24	24
Liquid funds	4	3	7	16	27	32	39	47
% of sales	15	10	17	21	30	34	39	42
Total assets	19	20	35	54	62	72	82	95
Liabilities								
Equity	-2	1	21	31	42	52	61	71
% of sales	-6	4	49	41	47	56	61	65
Deferred taxes	0	0	0	0	0	0	0	0
% of sales	0	0	0	0	0	0	0	0
Interest bearing debt	14	11	1	7	5	0	0	0
% of sales	45	33	3	9	5	0	0	0
Non-interest bearing current liabilities	6	7	11	14	15	19	20	22
% of sales	19	20	27	19	17	20	20	20
Other interest free debt	1	1	2	3	1	1	1	1
% of sales	4	4	4	3	1	1	1	1
Total liabilities	19	20	35	54	62	72	82	95
CASH FLOW, EURm								
+ EBITDA	4	5	6	17	22	22	22	23
- Net financial items	-1	0	-2	-1	-1	0	0	0
- Taxes	0	0	0	-1	-3	-3	-4	-4
- Increase in Net Working Capital	-1	0	-2	-11	1	-2	-1	-2
+/- Other	0	-1	1	1	0	0	0	0
= Cash flow from operations	2	3	3	5	19	17	17	17
- Capex	-1	-1	-5	-2	-2	-2	-3	-3
- Acquisitions	0	0	0	0	0	0	0	0
+ Divestments	0	0	0	0	0	0	0	0
= Net cash flow	1	2	-4	1	17	15	14	14
+/- Change in interest-bearing debt	0	-3	-10	5	-2	-5	0	0
+/- New issues/buybacks	3	0	19	0	-1	0	0	0
- Paid dividend	0	0	0	-1	-3	-5	-6	-7
+/- Change in loan receivables	-1	0	-1	0	0	0	0	0
Change in cash	3	0	4	5	10	5	8	7

KEY FIGURES	2014	2015	2016	2017	2018E	2019E	2020E
M-cap	0	63	188	250	232	232	232
Net debt	7	-6	-9	-22	-32	-39	-47
Enterprise value	7	57	179	228	201	193	186
Sales	33	43	76	89	94	100	111
EBITDA	5	6	17	22	22	22	23
EBIT	4	5	15	20	19	19	21
Pre-tax	4	2	14	19	19	19	21
Earnings	4	2	11	15	16	15	17
Book value	1	21	31	42	52	61	71
Valuation multiples			-		-		
EV/sales	0.2	1.3	2.4	2.6	2.1	1.9	1.7
EV/EBITDA	1.5	9.9	10.3	10.3	9.1	8.9	8.0
EV/EBITA	1.8	12.7	12.1	11.5	10.4	10.2	8.9
EV/EBIT	1.8	12.7	12.1	11.5	10.4	10.2	8.9
EV/operating cash flow	2.4	21.8	33.0	12.3	11.8	11.3	10.8
EV/cash earnings	1.6	17.6	13.3	13.1	10.8	10.7	9.7
P/E	0.0	20.5	17.2	16.5	14.8	15.2	13.8
	0.0	20.5	17.2	16.5	14.8		13.8
P/E excl. goodwill						15.2	
P/B	0.0	3.0	6.1	6.0	4.4	3.8	3.3
P/sales	0.0	1.5	2.5	2.8	2.5	2.3	2.1
P/CF	0.0	24.2	34.7	13.4	13.6	13.6	13.6
Target EV/EBIT	0.0	0.0	0.0	0.0	10.3	10.1	8.7
Target P/E	0.0	0.0	0.0	0.0	15.1	15.6	14.2
Target P/B	0.0	0.0	0.0	0.0	4.4	3.7	3.2
Per share measures							
Number of shares	1,900	12,951	13,426	13,901	13,901	13,901	13,901
Number of shares (diluted)	1,900	12,951	13,426	13,901	14,375	14,401	14,401
EPS	1.99	0.15	0.81	1.09	1.13	1.10	1.21
EPS excl. goodwill	2.52	0.24	0.81	1.09	1.13	1.10	1.21
Cash EPS	2.37	0.25	1.00	1.25	1.34	1.30	1.37
Operating cash flow per share	1.62	0.20	0.40	1.34	1.23	1.23	1.23
Capital employed per share	4.57	1.15	1.63	1.43	1.50	1.60	1.78
Book value per share	0.72	1.63	2.30	3.00	3.77	4.42	5.13
Book value excl. goodwill	0.72	1.63	2.30	3.00	3.77	4.42	5.13
Dividend per share	0.00	0.07	0.25	0.35	0.45	0.49	0.54
Dividend payout ratio, %	0.0	45.5	30.8	32.1	40.0	45.0	45.0
Dividend yield, %	0.0	1.4	1.8	1.9	2.7	3.0	3.2
Efficiency measures							
ROE	0.0	17.7	41.9	41.8	33.3	26.7	25.3
ROCE	39.4	23.0	48.2	47.4	39.0	33.1	31.6
Financial ratios							
Capex/sales, %	3.9	11.1	2.1	2.1	2.2	3.2	2.6
Capex/depreciation excl. goodwill,%	177.2	380.4	63.9	82.6	72.2	110.9	125.0
Net debt/EBITDA, book-weighted	1.5	-1.1	-0.5	-1.0	-1.4	-1.8	-2.0
Debt/equity, market-weighted	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Equity ratio, book-weighted	7.0	60.7	57.8	67.5	73.2	75.1	76.0
Gearing	5.36	-0.30	-0.29	-0.52	-0.60	-0.64	-0.65
Number of employees, average	282	305	389	417	417	417	417
Sales per employee, EUR	117,376	140,266	194,111	213,429	225,660	239,713	265,075
1 7 7	·						50,249
EBIT per employee, EUR	14,539	14,754	38,046	47,722	46,187	45,175	50,249

COMPANY DESCRIPTION:			
INVESTMENT CASE:			
OWNERSHIP STRUCTURE	SHARES	EURm	%
Ac Invest Seven B.V.	5,205,167	86.926	37.4%
OP-Finland Value Fund	651,065	10.873	4.7%
Ilmarinen Mutual Pension Insurance Company	515,000	8.601	3.7%
Sijoitusrahasto Aktia Capital	484,762	8.096	3.5%
Varma Mutual Pension Insurance Company	390,000	6.513	2.8%
Evli Finnish Small Cap Fund	327,259	5.465	2.4%
Martola Hannu Veikko	322,875	5.392	2.3%
Saastopankki Kotimaa	165,330	2.761	1.2%
Ten largest	8,061,458	134.626	58%
Residual	5,839,137	97.514	42%
Total	13,900,595	232.140	100%
EARNINGS CALENDAR			
OTHER EVENTS			
COMPANY MISCELLANEOUS	·		
CEO: Hannu Martola	Elektroniikkatie 10, 90590 Oulu		
CFO: Petri Hiljanen	Tel: +358 20 766 9700		
IR: Johanna Tarkiainen			

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DEFINITIONS

D/F	i FDC
P/E	EPS
Price per share	Profit before extraordinary items and taxes
Earnings per share	– income taxes + minority interest
	Number of shares
P/Sales	DDC
·	DPS Dividend for the financial period per share
Market cap	Dividend for the infancial period per share
Sales	
P/BV	CEPS
Price per share	Gross cash flow from operations
Shareholders' equity + taxed provisions per share	Number of shares
Shareholdes equity it discussions per share	realiser of shares
P/CF	EV/Share
Price per share	Enterprise value
Operating cash flow per share	Number of shares
There might be a series	Traineer or Shares
EV (Enterprise value)	Sales/Share
Market cap + net debt + minority interest at market value	Sales
 share of associated companies at market value 	Number of shares
,	
Net debt	EBITDA/Share
Interest bearing debt – financial assets	Earnings before interest, tax, depreciation and amortisation
	Number of shares
EV/Sales	EBIT/Share
Enterprise value	<u>Operating profit</u>
Sales	Number of shares
T//FDITDA	ΓΛΓΙ/Chave
EV/EBITDA Enterprise value	EAFI/Share Pretax profit
Earnings before interest, tax, depreciation and amortisation	Number of shares
earnings before interest, tax, depreciation and amortisation	Number of Shares
EV/EBIT	Capital employed/Share
Enterprise value	Totalassets – non interest bearing debt
Operating profit	Number of shares
1 31	
Div yield, %	Total assets
Dividend per share	Balancesheet total
Price per share	
Payout ratio, %	Interest coverage (x)
Total dividends	Operatingprofit
$Earnings before \ extraordinary \ items \ and \ taxes-income \ taxes+minority interest$	Financialitems
N. J. J.C.	
Net cash/Share	Asset turnover (x)
Financial assets — interest bearing debt	Turnover
Number of shares	Balancesheet total(average)
DOA 0/4	Dobt/Equity, 06
ROA, % Operatingprofit + financial income + extraordinary items	Debt/Equity, %
Balancesheet total – interest free short term debt	Interest bearing debt
	Shareholders' equity + minority interest + taxed provisions
 long term advances received and accounts payable (average) 	
ROCE, %	Fauity ratio 06
·	Equity ratio, %
Profit before extraordinary items + interest expenses + other financial costs	Shareholders' equity + minority interest + taxed provisions
Balancesheet total — noninterest bearing debt (average)	Total assets – interest free loans
ROE, %	CAGR, %
Profit before extraordinary items and taxes – income taxes	Cumulative annual growth rate = Average growth per year
Shareholders' equity + minority interest + taxed provisions (average)	2.
Snarcholders equity + minority interest + taxed provisions (average)	

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Important Disclosures

Evli Research Partners Plc ("ERP") uses 12-month target prices. Target prices are defined by utilizing analytical techniques based on financial theory including (but not limited to) discounted cash flow analysis and comparative valuation. The selection of valuation methods depends on different circumstances. Target prices may be altered on the basis of new information coming to light in the underlying company or changes in interest rates, changes in foreign exchange rates, other securities prices or market indices or outlook for the aforementioned factors or other factors that may change the conditions of financial markets. Recommendations and changes by analysts are available at

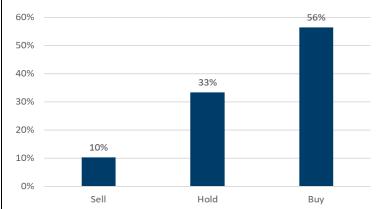
Detailed information about the valuation or methodology and the underlying assumptions is accessible via ERP: http://research.evli.com

Investment recommendations are defined as follows:

Target price compared to share price Recommendation

< -10 % SELL -10 - (+10) % HOLD > 10 % BUY

ERP's investment recommendation of the analyzed company is in general updated 2 – 4 per year.



The graph above shows the distribution of ERP's recommendations of companies under coverage in 16th of April 2018. If recommendation is not given, it is not mentioned here

Name(s) of the analyst(s): Forslund

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