Electronic Equipment & Instruments/Finland, July 29, 2019 Preview

Expecting good growth, flat EBIT

Detection Technology will report Q2 earnings this Friday, August 2nd. Our focus will be on commentary regarding the market outlook for both security and medical business units. With SBU currently exhibiting a good growth profile, we're looking for color on the possibility of MBU growth mitigating the negative effects of the ramp-down of one of DT's key medical customer's product in H2. Our rating and target price remain intact ahead of Q2.

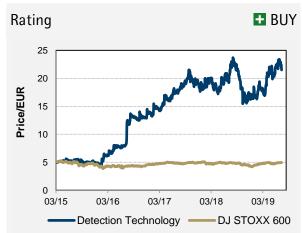
Expecting good growth in both SBU and MBU

DT has guided for double digit growth for both BU's in Q2. We estimate SBU growing 17% and MBU 16% y/y, which is in line with DT's Q2 guidance. We expect Q2 net sales of 28.5 MEUR (+16.7% y/y, 28.1 MEUR cons.) and 5.4 MEUR EBIT (+2% y/y), 5.1 MEUR cons.). Our EBIT expectation is flat due to increase in R&D spending. Overall, the outlook for SBU is positive with the security market picking up momentum after a decline in the end of last year. Demand is increasing due to the Chinese security market returning to growth and increasing CT investments related to new EU and US airport standards. The outlook for MBU is however more mixed with one key MBU customer ramping down sales of one of DT's product in H2. Despite this, H2 net sales are expected to grow compared to last year. With SBU exhibiting a good growth profile, we're looking for color on the possibility of MBU growth mitigating the effects of the product ramp-down in H2.

Flat EBIT this year, but growth story continues

For full year 2019E, we expect net sales to grow 11% to EUR 104m driven by SBU's return to growth of 17.8% on weak comparables. We expect '19E MBU net sales growth to be flat due to the ramp-down of key customer's product in H2. We expect '19E EBIT to be at last year's level due to increase in R&D spending, increasing share of SBU sales affecting the mix, as well as increased pricing competition.

BUY rating and TP of 23.5 euros maintained ahead of Q2Our estimates, rating and target price of 23.5 euros remain unchanged ahead of Q2 report.



Share price, EUR (Last trading day's closing price) Target price, EUR	21.50 23.5
Latest change in Latest report on company Research paid by issuer: No. of shares outstanding, No. of shares fully diluted, Market cap, EURm Free float, % Exchange rate Reuters code Bloomberg code Average daily volume, Next interim report Web site	04-Feb-19 29-Apr-19 YES 14,375 14,875 309 - - DETEC.HE DETEC.HE DETEC FH - 02-Aug-19 http://www.deetee.com/investors/
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🖪 BUY 🖸 HOLD 🗖 SELL

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
2017	89	20	22.4%	19	1.09	16.5	2.6	13.4	11.5	0.35
2018	94	19	19.7%	18	1.03	15.1	2.2	32.1	11.1	0.38
2019E	104	19	18.0%	18	1.04	20.8	2.7	12.9	14.8	0.47
2020E	116	22	18.9%	22	1.22	17.6	2.3	17.3	12.1	0.55
2021E	133	25	19.0%	25	1.40	15.3	2.0	15.6	10.3	0.63
Market cap	o, EURm		309 E	BV per share 20	19E, EUR		4.2 CAGR	EPS 2018-2	21, %	10.7
Net debt 2	019E, EURm		-32 F	Price/book 2019	E		5.1 CAGR :	sales 2018-	21, %	12.2
Enterprise	value, EURm		277 [Dividend yield 2	019E, %		2.2 ROE 20	019E, %		26.5
Total asset	s 2019E, EURn	n	82 1	ax rate 2019E, 9	%		18.4 ROCE 2	2019E, %		32.2
Goodwill 2	019E, EURm		0 8	Equity ratio 201	9E, %		75.0 PEG, P	/E 19/CAGR		1.8

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

EVLI

VALUATION RESULTS	BASE CASE DETAILS	VALUATION ASSUMPTIONS	ASSUMPTIONS FOR WACC	2
Current share price	21.50 PV of Free Cash Flow	130 Long-term growth, %	2.5 Risk-free interest rate, %	2.25
DCF share value	22.96 PV of Horizon value	187 WACC, %	8.5 Market risk premium, %	5.8
Share price potential, %	6.8 Unconsolidated equity	0 Spread, %	0.0 Debt risk premium, %	2.8
Maximum value	23.0 Marketable securities	22 Minimum WACC, %	8.5 Equity beta coefficient	1.10
Minimum value	23.0 Debt - dividend	-10 Maximum WACC, %	8.5 Target debt ratio, %	20
Horizon value, %	58.9 Value of stock	330 Nr of shares, Mn	14.4 Effective tax rate, %	20

DCF valuation, EURm	2018	2019E	2020E	2021E	2022E	2023E	2024E	2025E	2026E	2027E	2028E	Horizon
· · · · ·				-	-		-			-		
Net sales	94	104	116	133	153	162	170	177	182	187	192	197
Sales growth, %	5.5	10.7	12.0	14.0	15.0	6.0	5.0	4.0	3.0	3.0	2.5	2.5
Operating income (EBIT)	19	19	22	25	26	26	27	28	29	30	31	31
EBIT margin, %	19.7	18.0	18.9	19.0	17.0	16.0	16.0	16.0	16.0	16.0	16.0	16.0
+ Depreciation+amort.	2	3	3	3	3	4	4	4	4	4	4	
- Income taxes	-4	-3	-4	-5	-5	-5	-5	-6	-6	-6	-6	
- Change in NWC	-10	6	-2	-3	-4	-2	-1	-1	-1	-1	-1	
NWC / Sales, %	25.9	17.8	17.8	17.9	17.9	17.9	17.9	17.9	17.9	17.9	17.9	
+ Change in other liabs	0	0	0	0	0	0	0	0	0	0	0	
- Capital Expenditure	-5	-5	-1	-4	-5	-5	-5	-5	-5	-5	-5	-5
Investments / Sales, %	5.6	4.5	0.8	2.8	3.5	2.9	2.7	2.6	2.6	2.6	2.5	2.5
- Other items	0	0	0	0	0	0	0	0	0	0	0	
= Unlevered Free CF (FCF)	2	19	17	16	15	18	20	21	22	23	23	402
= Discounted FCF (DFCF)		19	15	13	11	13	13	12	12	11	11	187
= DFCF min WACC		19	15	13	11	13	13	12	12	11	11	187
= DFCF max WACC		19	15	13	11	13	13	12	12	11	11	187

DETECTION TECHNOLOGY

INTERIM FIGURES												
EVLI ESTIMATES, EURm	2018Q1	2018Q2	2018Q3	2018Q4	2018	2019Q1	2019Q2E	2019Q3E	2019Q4E	2019E	2020E	2021E
Net sales	19	24	25	26	94	23	29	26	26	104	116	133
EBITDA	4	6	6	5	21	4	6	5	6	22	25	28
EBITDA margin (%)	22.3	24.3	23.1	19.5	22.3	19.2	21.0	20.2	22.1	20.7	21.1	20.9
EBIT	4	5	5	4	19	4	5	5	5	19	22	25
EBIT margin (%)	19.2	21.7	20.7	17.3	19.7	16.7	19.0	18.0	18.0	18.0	18.9	19.0
Net financial items	0	0	0	0	0	0	0	0	0	0	0	0
Pre-tax profit	3	6	5	5	18	4	5	5	5	18	22	25
Тах	0	-1	0	-1	-4	0	-1	-1	-1	-3	-4	-5
Tax rate (%)	14.3	20.6	9.6	32.3	19.4	9.1	19.0	22.1	21.8	18.4	20.0	20.0
Net profit	3	4	4	3	15	4	4	4	4	15	18	20
EPS	0.20	0.31	0.31	0.22	1.03	0.24	0.30	0.25	0.25	1.04	1.22	1.40
EPS adjusted (diluted no. of shares)	0.20	0.30	0.30	0.21	1.00	0.24	0.29	0.24	0.24	1.00	1.18	1.36
Dividend per share	0.00	0.00	0.00	0.00	0.38	0.00	0.00	0.00	0.00	0.47	0.55	0.63
SALES, EURm												
MBU	7	9	12	10	38	9	11	11	9	38	43	49
SBU	12	15	13	16	56	15	18	15	18	66	73	84
Total	19	24	25	26	94	23	29	26	26	104	116	133
SALES GROWTH, Y/Y %												
MBU	10.0	26.3	29.2	24.7	23.2	15.0	16.1	-7.8	-15.8	0.3	12.0	14.0
SBU	-2.5	16.0	-1.5	-20.1	-4.0	22.9	17.1	17.7	14.8	17.8	12.0	14.0
Total	2.0	19.7	10.8	-6.9	5.5	19.8	16.7	5.8	2.7	10.7	12.0	14.0
EBIT, EURm												
Total	4	5	5	4	19	4	5	5	5	19	22	25
EBIT margin, %												
Total	19.2	21.7	20.7	17.3	19.7	16.7	19.0	18.0	18.0	18.0	18.9	19.0

DETECTION TECHNOLOGY

INCOME STATEMENT, EURm	2014	2015	2016	2017	2018	2019E	2020E	2021E
Sales	33	43	76	89	94	104	116	133
Sales growth (%)	8.9	29.2	76.5	17.9	5.5	10.7	12.0	14.0
Costs	-28	-37	-58	-67	-73	-82	-92	-105
Reported EBITDA	5	6	17	22	21	22	25	28
Extraordinary items in EBITDA	0	0	0	0	0	0	0	20
EBITDA margin (%)	14.6	13.4	22.9	24.9	22.3	20.7	21.1	20.9
-								
Depreciation EBITA	-1 4	-1	-3	-2	-2	-3	-3	-3
		5	15	20	19	19	22	25
Goodwill amortization / writedown	0	0	0	0	0	0	0	0
Reported EBIT	4	5	15	20	19	19	22	25
EBIT margin (%)	12.4	10.5	19.6	22.4	19.7	18.0	18.9	19.0
Net financials	0	-2	-1	-1	0	0	0	0
Pre-tax profit	4	2	14	19	18	18	22	25
Extraordinary items	-1	-1	0	0	0	0	0	0
Taxes	0	0	-3	-4	-4	-3	-4	-5
Minority shares	0	0	0	0	0	0	0	0
Net profit	3	1	11	15	15	15	18	20
BALANCE SHEET, EURm								
Assets								
Fixed assets	4	7	6	6	9	11	9	10
% of sales	11	17	8	7	9	10	8	8
Goodwill	0	0	0	0	0	0	0	0
% of sales	0	0	0	0	0	0	0	0
Inventory	6	7	11	9	13	15	16	19
% of sales	17	, 16	14	10	14	14	14	14
Receivables	7	14	22	21	27	25	28	32
% of sales	22	33	22	21	27 28	23	20	24
Liquid funds	3	33 7	29 16					
				27	22	32	42	50
% of sales	10	17	21	30	24	30	36	38
Total assets	20	35	54	62	71	82	95	111
Liabilities								
Equity	1	21	31	42	51	61	72	84
% of sales	4	49	41	47	55	59	62	63
Deferred taxes	0	0	0	0	0	0	0	0
% of sales	0	0	0	0	0	0	0	0
Interest bearing debt	11	1	7	5	4	0	0	0
% of sales	33	3	9	5	4	0	0	0
Non-interest bearing current liabilities	7	11	14	15	15	21	23	27
% of sales	20	27	19	17	16	20	20	20
Other interest free debt	1	2	3	1	0	0	0	0
% of sales	4	4	3	1	0	0	0	0
Total liabilities	20	35	54	62	71	82	95	111
CASH FLOW, EURm								
+ EBITDA	5	6	17	22	21	22	25	28
- Net financial items	0	-2	-1	-1	0	0	0	0
- Taxes	0	0	-1	-3	-4	-3	-4	-5
- Increase in Net Working Capital	0	-2	-11	1	-10	6	-2	-3
+/- Other	-1	-2	-11	0	-10	0	-2	-3
	-1	3	5	19	7	24	18	20
= Cash flow from operations								
- Capex	-1	-5	-2	-2	-5	-5	-1	-4
- Acquisitions	0	0	0	0	0	0	0	0
+ Divestments	0	0	0	0	0	0	0	0
= Net cash flow	2	-4	1	17	2	19	17	16
+/- Change in interest-bearing debt	-3	-10	5	-2	-1	-4	0	0
+/- New issues/buybacks	0	19	0	-1	0	0	0	0
- Paid dividend	0	0	-1	-3	-5	-5	-7	-8
+/- Change in loan receivables	0	-1	0	0	0	0	0	0
Change in cash	0	4	5	10	-4	9	10	8

2015	2016	2017	2018	2019E	2020E	2021E
63	188	250	224	309	309	309
-6	-9	-22	-18	-32	-42	-50
57	179	228	206	277	267	259
43	76	89	94	104	116	133
6	17	22	21	22	25	28
5	15	20	19	19	22	25
2	14	19	18	18	22	25
2	11	15	15	15	18	20
21	31	42	51	61	72	84
1.3	2.4	2.6	2.2	2.7	2.3	2.0
9.9	10.3	10.3	9.8	12.9	10.9	9.3
12.7	12.1	11.5	11.1	14.8	12.1	10.3
12.7	12.1	11.5	11.1	14.8	12.1	10.3
21.8	33.0	12.3	29.5	11.6	14.9	13.1
17.6	13.3	13.1	11.9	15.7	13.3	11.4
14.2	17.2	16.5	15.1	20.8	17.6	15.3
14.2	17.2	16.5	15.1	20.8	17.6	15.3
3.0	6.1	6.0	4.4	5.1	4.3	3.7
1.5	2.5	2.8	2.4	3.0	2.7	2.3
24.2	34.7	13.4	32.1	12.9	17.3	15.6
0.0	0.0	0.0	0.0	16.4	13.5	11.4
0.0	0.0	0.0	0.0	23.5	19.9	17.3
0.0	0.0	0.0	0.0	5.6	4.7	4.0
12,951	13,426	13,901	14,375	14,375	14,375	14,375
12,951	13,426	13,901	14,849	14,875	14,875	14,875
0.15	0.81	1.09	1.03	1.04	1.22	1.40
0.35	0.81	1.09	1.03	1.04	1.22	1.40
0.25	1.00	1.25	1.20	1.23	1.40	1.58
0.20	0.40	1.34	0.49	1.66	1.24	1.37
1.15	1.63	1.43	2.30	2.03	2.07	2.36
1.63	2.30	3.00	3.57	4.23	4.99	5.84
1.63	2.30	3.00	3.57	4.23	4.99	5.84
0.07	0.25	0.35	0.38	0.47	0.55	0.63
45.5	30.8	32.1	36.7	45.0	45.0	45.0
1.4	1.8	1.9	2.4	2.2	2.6	2.9
17.7	41.9	41.8	32.0	26.5	26.6	25.9
23.0	48.2	47.4	36.4	32.2	33.2	32.4
11.1	2.1	2.1	5.6	4.5	0.8	2.8
380.4	63.9	82.6	221.0	166.7	34.7	149.7
	-0.5	-1.0	-0.9	-1.5	-1.7	-1.8
-1.1						
-1.1 0.0	0.0	0.0	0.0	0.0	0.0	0.0
	0.0					0.0 76.3
0.0 60.7	0.0 57.8	67.5	73.0	75.0	75.9	76.3
0.0 60.7 -0.30	0.0 57.8 -0.29	67.5 -0.52	73.0 -0.36	75.0 -0.52	75.9 -0.59	76.3 -0.60
0.0 60.7	0.0 57.8	67.5	73.0	75.0	75.9	76.3
	63 -6 57 43 6 5 2 2 2 2 1.3 9.9 12.7 12.7 12.7 21.8 17.6 14.2 14.2 3.0 1.5 24.2 0.0 0.0 0.0 0.0 12,951 12,951 12,951 0.15 0.35 0.25 0.20 1.15 1.63 1.63 0.07 45.5 1.4 1.7 23.0 11.1	63 188 -6 -9 57 179 43 76 6 17 5 15 2 14 2 11 21 31	$\begin{array}{c ccccccccccccccccccccccccccccccccccc$	$\begin{array}{c ccccccccccccccccccccccccccccccccccc$	$\begin{array}{c ccccccccccccccccccccccccccccccccccc$	$ \begin{array}{c ccccccccccccccccccccccccccccccccccc$

DETECTION TECHNOLOGY

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COMPANY DESCRIPTION: Detection Technology Oyj is a Finland-based company providing X-ray imaging products and services for medical, security and industrial applications. It is engaged in design, manufacture and marketing of X-ray imaging components and subsystems, such as detectors, photodiodes, and parts and components

INVESTMENT CASE:

OWNERSHIP STRUCTURE	SHARES	EURm	%
Ac Invest Seven B.V.	5,205,167	111.911	36.2%
OP-Finland Value Fund	651,065	13.998	4.5%
Ilmarinen Mutual Pension Insurance Company	554,000	11.911	3.9%
Varma Mutual Pension Insurance Company	515,000	11.072	3.6%
Sijoitusrahasto Aktia Capital	484,762	10.422	3.4%
Fondita Nordic Micro Cap	390,000	8.385	2.7%
Evli Finnish Small Cap Fund	327,259	7.036	2.3%
Martola Hannu Veikko	322,875	6.942	2.2%
Saastopankki Kotimaa	200,000	4.300	1.4%
Ten largest	8,650,128	185.978	60%
Residual	5,725,302	123.094	40%
Total	14,375,430	309.072	100%

EARNINGS CALENDAR	
August 02, 2019	Q2 report
October 25, 2019	Q3 report
OTHER EVENTS	
COMPANY MISCELLANEOUS	
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Electronic Equipment & Instruments/Finland, July 29, 2019

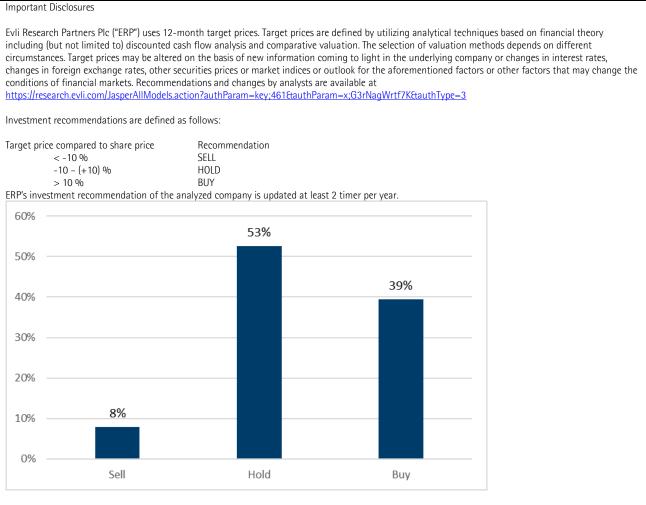
Preview

DEFINITIONS

	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	DPS
Market cap	Dividend for the financial period per share
Sales	
P/BV	CEPS
Price per share	Gross cash flow from operations
Shareholders' equity + taxed provisions per share	Number of shares
	DUC
P/CF	EV/Share
Price per share	Enterprise value
Operating cash flow per share	Number of 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/Solor	EDIT/Chara
EV/Sales	EBIT/Share
Enterprise value	Operating profit
Sales	Number of shares
EV/EBITDA	EAFI/Share
Enterprise value	Pretax profit
Earnings before interest, tax, depreciation and amortisation	Number of shares
Lannings octore interest, tax, depreciation and amortisation	Number of shares
EV/EBIT	Capital employed/Share
Enterprise value	Total assets – non interest bearing debt
Operating profit	Number of shares
operating profit	Number of shares
Div yield, %	Total assets
Dividend per share	Balance sheet total
Price per share	
Payout ratio, %	Interest coverage (x)
Total dividends	Operating profit
Earnings before extraordinary items and taxes – income taxes + minority interest	Financial items
,	
Net cash/Share	Asset turnover (x)
Financial assets — interest bearing debt	Turnover
Number of shares	Balance sheet total (average)
ROA, %	Debt/Equity, %
Operating profit + financial income + extraordinary items	Interest bearing debt
Balance sheet total – interest free short term debt	Shareholders' equity + minority interest + taxed provisions
 long term advances received and accounts payable (average) 	
ROCE, %	Equity ratio, %
Profit before extraordinary items + interest expenses + other financial costs	Shareholders' equity + minority interest + taxed provisions
Balance sheet total – non interest 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)	
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Electronic Equipment & Instruments/Finland, July 29, 2019

Preview



The graph above shows the distribution of ERP's recommendations of companies under coverage in 1st of February 2019. If recommendation is not given, it is not mentioned here.

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

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DETECTION TECHNOLOGY

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