Electronic Equipment & Instruments/Finland, August 4, 2021 Company update

Returning to growth

EVL

DT's Q2 results were quite in line with our expectations. Growth is picking up, with double-digit growth seen in all BU's during H2, which should push H2 profitability close to the 15% target level. We raise our TP to EUR 32.5 (30.0) and retain our HOLD-rating.

Group results quite in line with our expectations

Detection Technology reported its Q2 results, which were broadly in line with our expectations. Net sales grew 11.5% to EUR 23.5m (EUR 23.8m Evli/cons.). SBU net sales were still in decline but less so than in Q1 and security sales started to grow in late Q2. DT has seen good traction in order intake from its customers, in particular in security CT applications. Quarterly fluctuations saw IBU sales growth turned negative, but the overall market remained stable. MBU continued its strong growth supported by the demand situation in healthcare infrastructure and CT equipment. EBIT In Q2 amounted to EUR 3.0m (EUR 3.0m/3.3m Evli/cons.).

Double-digit growth seen in all BU's in H2

DT's business outlook has improved, and double-digit growth is expected in all BU's in H2. IBU and MBU are expected to grow double-digit in Q3 while SBU is seen to take a turn towards growth in Q3 but demand uncertainty remains at elevated levels. On group level we have made minor upward tweaks to our estimates, expecting growth of 26% in H2. We are somewhat cautious to H2 profitability given the situation with component availability, but still expect improvements due to the higher sales and estimate a H2 EBIT-margin of 14.3%. DT is nearing its 15% target level and a stronger than estimated sales growth could rather easily push margins above the target during the latter half of the year.

HOLD with a target price of EUR 32.5 (30.0)

With the minor estimates revisions and improved H2 outlook and visibility we raise our target price to EUR 32.5 (30.0), valuing DT at 35x 2022 P/E. Valuation is not cheap but DT still exhibits a nice amount of potential in EPS growth considering target and pre-COVID profitability levels. Our rating remains HOLD.



| Share price, EUR (Last trading day's closing price) Target price, EUR | 32.00 32.5 |
|--|---|
| Latest change in recommendation Latest report on company Research paid by issuer: No. of shares outstanding, '000's No. of shares fully diluted, '000's Market cap, EURm Free float, % Exchange rate Reuters code Bloomberg code Average daily volume, EURm Next interim report Web site | 20-Apr-21 30-Jul-21 YES 14,375 14,875 460 - 0.000 DETEC.HE DETEC.HE DETEC FH 0.0 27-Oct-21 deetee.com/investors/ |
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BUY CHOLD SELL

| KEY FIGU | RES | | | | | | | | | |
|--------------|---------------|--------------|-----------|-----------------|-----------------|------------|-----------------|----------------|----------------|------------|
| | Sales EURm | EBIT EURm | EBIT % | FCF EURm | EPS EUR | P/E (x) | EV/Sales (x) | EV/EBIT (x) | FCF yield % | DPS EUR |
| 2019 | 102.5 | 17.0 | 16.6% | 7.6 | 0.87 | 29.5 | 3.4 | 20.4 | 2.1 | 0.38 |
| 2020 | 81.6 | 8.7 | 10.7% | 4.4 | 0.47 | 51.0 | 4.0 | 37.1 | 1.3 | 0.28 |
| 2021E | 92.9 | 11.6 | 12.5% | 6.0 | 0.65 | 49.2 | 4.7 | 37.7 | 1.3 | 0.38 |
| 2022E | 107.3 | 17.2 | 16.0% | 7.8 | 0.93 | 34.5 | 4.1 | 25.4 | 1.7 | 0.42 |
| 2023E | 120.9 | 20.6 | 17.0% | 9.8 | 1.11 | 28.8 | 3.6 | 21.1 | 2.1 | 0.50 |
| Market cap | , EURm | | 460 G | earing 2021E, | o/ _O | | 3,% | 33.3 | | |
| Net debt 20 | 021E, EURm | | -21 P | rice/book 2021 | E | | 7.2 CAGR | sales 2020- | 23, % | 14.0 |
| Enterprise | value, EURm | | 439 D | ividend yield 2 | 2021E, % | | 1.2 ROE 2 | 021E, % | | 15.3 |
| Total assets | s 2021E, EURn | า | 84 Ta | ix rate 2021E, | 0/0 | | 20.8 ROCE | 2021E, % | | 17.2 |
| Goodwill 2 | 021E, EURm | | 0 E0 | quity ratio 202 | 21E, % | | 76.3 PEG, P | P/E 21/CAGR | | 2.3 |

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

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DETECTION TECHNOLOGY

Electronic Equipment & Instruments/Finland, August 4, 2021 Company update

| | Security | MCAP | EBIT % | EBIT % | EBITDA % | EBITDA % | ROCE % | ROCE % |
|----------------------------------|------------|-------|--------|--------|----------|----------|--------|--------|
| DETECTION TECHNOLOGY PEER GROUP | identifier | MEUR | 21E | 22E | 21E | 22E | 21E | 22E |
| First Sensor AG | SIS-DE | 445 | | | | | | |
| Hamamatsu Photonics K.K. | 6965-JP | 8056 | 15,5 | 18,9 | 26,1 | 27,5 | 11,7 | 11,9 |
| OSI Systems, Inc. | OSIS-US | 1591 | 9,9 | 11,6 | 17,2 | 17,2 | 14,0 | 15,3 |
| Varex Imaging Corporation | VREX-US | 956 | 3,3 | 9,6 | 15,5 | 16,8 | | |
| ams AG | AMS-CH | 4275 | 13,1 | 10,0 | 20,7 | 21,7 | 7,1 | 8,4 |
| Analog Devices, Inc. | ADI-US | 56026 | 39,9 | 43,4 | 44,4 | 45,1 | 15,0 | 16,4 |
| Keysight Technologies Inc | KEYS-US | 27658 | 24,9 | 29,6 | 28,9 | 30,1 | 19,8 | 19,5 |
| Spectris plc | SXS-GB | 4837 | 13,0 | 17,0 | 19,9 | 20,8 | 14,2 | 15,1 |
| Oxford Instruments plc | OXIG-GB | 1649 | 17,8 | 18,0 | 21,0 | 20,8 | 18,6 | 17,6 |
| Trimble Inc. | TRMB-US | 19393 | 22,9 | 23,5 | 24,2 | 24,9 | 13,1 | 13,6 |
| Hexagon AB Class B | HEXA.B-SE | 34989 | 24,8 | 28,5 | 37,5 | 37,6 | 11,6 | 12,2 |
| Vaisala Oyj Class A | VAIAS-FI | 1354 | 11,8 | 12,5 | 16,6 | 17,6 | 17,8 | 19,2 |
| Peer Group Average | | 12805 | 17,7 | 20,1 | 24,4 | 25,2 | 14,4 | 15,1 |
| Peer Group Median | | 4837 | 15,6 | 18,2 | 21,0 | 22,1 | 14,2 | 15,3 |
| Detection Technology (Evli est.) | | 467 | 12,3 | 16,1 | 15,8 | 18,8 | 16,9 | 22,6 |

| | Security | MCAP | ROE % | ROE % | DIV % | DIV % | P/E | P/E |
|----------------------------------|------------|-------|-------|-------|-------|-------|-------|-------|
| DETECTION TECHNOLOGY PEER GROUP | identifier | MEUR | 21E | 22E | 21E | 22E | 21E | 22E |
| First Sensor AG | SIS-DE | 445 | | | | | | |
| Hamamatsu Photonics K.K. | 6965-JP | 8056 | 9,9 | 10,1 | 0,6 | 0,7 | 44,2x | 40,6x |
| OSI Systems, Inc. | OSIS-US | 1591 | 16,0 | 15,2 | 0,0 | 0,0 | 18,6x | 17,6x |
| Varex Imaging Corporation | VREX-US | 956 | | | | | 25,5x | 21,0x |
| ams AG | AMS-CH | 4275 | 8,3 | 12,1 | 0,0 | 0,2 | 17,0x | 12,1x |
| Analog Devices, Inc. | ADI-US | 56026 | 19,4 | 21,0 | 1,4 | 1,6 | 26,8x | 24,2x |
| Keysight Technologies Inc | KEYS-US | 27658 | 30,5 | 27,5 | 0,0 | 0,0 | 28,3x | 25,8x |
| National Instruments Corporation | NATI-US | 5234 | 9,1 | 12,6 | 2,4 | 2,6 | 50,5x | 35,0x |
| Spectris plc | SXS-GB | 4837 | 13,8 | 15,4 | 1,9 | 2,0 | 25,6x | 22,6x |
| Oxford Instruments plc | OXIG-GB | 1649 | 15,8 | 14,2 | 0,6 | 0,7 | 30,2x | 29,8x |
| Trimble Inc. | TRMB-US | 19393 | 16,4 | 12,7 | 0,0 | 0,0 | 34,9x | 30,7x |
| Hexagon AB Class B | HEXA.B-SE | 34989 | 14,9 | 14,3 | 0,6 | 0,8 | 37,8x | 35,1x |
| Vaisala Oyj Class A | VAIAS-FI | 1354 | 19,8 | 19,9 | 1,6 | 1,8 | 32,0x | 29,1x |
| Peer Group Average | | 12805 | 15,8 | 15,9 | 0,8 | 1,0 | 30,9x | 27,0x |
| Peer Group Median | | 4837 | 15,8 | 14,3 | 0,6 | 0,7 | 29,2x | 27,5x |
| Detection Technology (Evli est.) | | 467 | 15,1 | 19,8 | 1,1 | 1,3 | 52,0x | 35,9x |
| | | | | | | | 78 % | 31 % |

| | Security | MCAP | EV/S | EV/S | ev/ebitda | ev/ebitda | EV/EBIT | EV/EBIT |
|--|------------|-------|------|------|-----------|-----------|---------|---------|
| DETECTION TECHNOLOGY PEER GROUP | identifier | MEUR | 21E | 22E | 21E | 22E | 21E | 22E |
| First Sensor AG | SIS-DE | 445 | | | | | | |
| Hamamatsu Photonics K.K. | 6965-JP | 8056 | 6,0x | 5,7x | 22,9x | 20,7x | 33,1x | 30,1x |
| OSI Systems, Inc. | OSIS-US | 1591 | 1,8x | 1,6x | 10,2x | 9,1x | 15,3x | 13,5x |
| Varex Imaging Corporation | VREX-US | 956 | | | | | | |
| ams AG | AMS-CH | 4275 | 1,3x | 1,2x | 6,2x | 5,6x | 14,5x | 12,1x |
| Analog Devices, Inc. | ADI-US | 56026 | 9,8x | 9,1x | 22,1x | 20,1x | 23,4x | 20,9x |
| Keysight Technologies Inc | KEYS-US | 27658 | 6,2x | 5,7x | 21,5x | 18,9x | 22,3x | 19,3x |
| Spectris plc | SXS-GB | 4837 | 3,1x | 2,9x | 15,6x | 14,1x | 19,4x | 17,2x |
| Oxford Instruments plc | OXIG-GB | 1649 | 4,0x | 3,8x | 19,1x | 18,2x | 21,7x | 20,9x |
| Trimble Inc. | TRMB-US | 19393 | 6,4x | 5,8x | 26,6x | 23,3x | 28,5x | 24,7x |
| Hexagon AB Class B | HEXA.B-SE | 34989 | 9,0x | 8,2x | 24,1x | 21,7x | 32,3x | 28,6x |
| Vaisala Oyj Class A | VAIAS-FI | 1354 | 3,3x | 3,0x | 19,6x | 17,2x | 28,0x | 24,2x |
| Peer Group Average | | 12805 | 5,0x | 4,6x | 18,7x | 16,8x | 23,7x | 21,0x |
| Peer Group Median | | 4837 | 4,0x | 3,8x | 19,6x | 18,2x | 22,5x | 20,9x |
| Detection Technology (Evli est.) | | 467 | 4,9x | 4,3x | 31,3x | 22,7x | 40,2x | 26,5x |
| Premium/discount relative to peer group median | | | 23 % | 13 % | 60 % | 25 % | 79 % | 27 % |

Source: Factset, Evli Research

| | Security | MCAP | Sales | Sales growth % | Net debt / EBITDA | Net debt / EBITDA | Equity ratio % | Equity ratio % |
|----------------------------------|------------|-------|-------|-------------------|----------------------|----------------------|-------------------|-------------------|
| DETECTION TECHNOLOGY PEER GROUP | identifier | MEUR | 21E | 22E | 21E | 22E | %0 21E | 90 22E |
| First Sensor AG | SIS-DE | 445 | | | | | | |
| Hamamatsu Photonics K.K. | 6965-JP | 8056 | 14,8 | 4,0 | -1,8x | -1,8x | 79,7 | 80,6 |
| OSI Systems, Inc. | OSIS-US | 1591 | -2,9 | 0,0 | 1,1x | 0,6x | 50,0 | 54,6 |
| Varex Imaging Corporation | VREX-US | 956 | 7,2 | 5,4 | | | | |
| ams AG | AMS-CH | 4275 | 50,4 | 0,9 | 1,9x | 1,5x | 29,9 | 31,3 |
| Analog Devices, Inc. | ADI-US | 56026 | 19,3 | 7,4 | 1,2x | 0,9x | 56,4 | 55,4 |
| Keysight Technologies Inc | KEYS-US | 27658 | 15,5 | 5,7 | -0,3x | -0,9x | 47,6 | 51,8 |
| National Instruments Corporation | NATI-US | 5234 | 13,6 | 0,0 | -0,6x | -0,6x | 66,6 | 69,9 |
| Spectris plc | SXS-GB | 4837 | -1,5 | 4,0 | -0,4x | -0,6x | 65,6 | 67,9 |
| Oxford Instruments plc | OXIG-GB | 1649 | 4,9 | 4,9 | -1,3x | -1,4x | 61,4 | 63,2 |
| Trimble Inc. | TRMB-US | 19393 | 10,5 | 7,9 | 1,0x | 0,3x | 56,3 | 59,2 |
| Hexagon AB Class B | HEXA.B-SE | 34989 | 13,9 | 8,9 | 1,2x | 0,7x | 57,7 | 59,8 |
| Vaisala Oyj Class A | VAIAS-FI | 1354 | 10,0 | 5,7 | -0,1x | -0,4x | 59,4 | 62,4 |
| Peer Group Average | | 12805 | 13,0 | 5,5 | 0,2x | -0,1x | 57,3 | 59,7 |
| Peer Group Median | | 4837 | 12,1 | 5,5 | -0,1x | -0,4x | 57,7 | 59,8 |
| Detection Technology (Evli est.) | | 467 | 13,5 | 15,4 | -1,5x | -1,2x | 76,5 | 75,3 |

Source: Factset, Evli Research

Updated on August 4th, 2021

DETECTION TECHNOLOGY

Electronic Equipment & Instruments/Finland, August 4, 2021 Company update

| INTERIM FIGURES | | | | | | | | | | | | |
|--------------------------------------|--------|--------|--------|--------|-------|--------|--------|---------|---------|-------|-------|-------|
| EVLI ESTIMATES, EURm | 2020Q1 | 202002 | 2020Q3 | 2020Q4 | 2020 | 2021Q1 | 2021Q2 | 2021Q3E | 2021Q4E | 2021E | 2022E | 2023E |
| Net sales | 19.9 | 21.1 | 20.6 | 19.9 | 81.6 | 18.3 | 23.5 | 25.1 | 26.0 | 92.9 | 107.3 | 120.9 |
| EBITDA | 2.0 | 3.4 | 3.4 | 3.1 | 11.9 | 1.4 | 4.6 | 4.5 | 4.4 | 14.9 | 20.0 | 23.1 |
| EBITDA margin (%) | 9.9 | 15.9 | 16.5 | 15.9 | 14.6 | 7.6 | 19.7 | 17.9 | 16.9 | 16.1 | 18.7 | 19.1 |
| EBIT | 1.2 | 2.6 | 2.6 | 2.3 | 8.7 | 1.4 | 3.0 | 3.7 | 3.6 | 11.6 | 17.2 | 20.6 |
| EBIT margin (%) | 6.0 | 12.3 | 12.6 | 11.8 | 10.7 | 7.6 | 12.6 | 14.7 | 13.8 | 12.5 | 16.0 | 17.0 |
| Net financial items | 0.0 | -0.3 | -0.1 | -0.1 | -0.6 | 0.3 | -0.1 | 0.0 | 0.0 | 0.2 | -0.5 | -0.6 |
| Pre-tax profit | 1.2 | 2.3 | 2.5 | 2.2 | 8.1 | 1.7 | 2.9 | 3.7 | 3.6 | 11.8 | 16.7 | 20.0 |
| Tax | -0.2 | -0.5 | -0.8 | 0.1 | -1.4 | -0.5 | -0.6 | -0.7 | -0.7 | -2.5 | -3.3 | -4.0 |
| Tax rate (%) | 20.0 | 21.6 | 31.5 | -6.6 | 16.7 | 26.6 | 19.4 | 20.0 | 20.0 | 20.8 | 20.0 | 20.0 |
| Net profit | 0.9 | 1.8 | 1.7 | 2.4 | 6.7 | 1.2 | 2.3 | 2.9 | 2.8 | 9.3 | 13.3 | 16.0 |
| EPS | 0.06 | 0.12 | 0.12 | 0.16 | 0.47 | 0.09 | 0.16 | 0.20 | 0.20 | 0.65 | 0.93 | 1.11 |
| EPS adjusted (diluted no. of shares) | 0.06 | 0.12 | 0.11 | 0.16 | 0.45 | 0.08 | 0.16 | 0.20 | 0.19 | 0.63 | 0.90 | 1.07 |
| Dividend per share | 0.00 | 0.00 | 0.00 | 0.00 | 0.28 | 0.00 | 0.00 | 0.00 | 0.00 | 0.38 | 0.42 | 0.50 |
| SALES, EURm | | | | | | | | | | | | |
| MBU | 8.4 | 9.9 | 10.1 | 10.9 | 39.3 | 10.1 | 13.6 | 13.6 | 14.2 | 51.5 | 59.4 | 66.6 |
| SBU | 9.4 | 7.8 | 7.4 | 6.1 | 30.7 | 5.8 | 6.9 | 8.0 | 8.4 | 29.1 | 33.5 | 37.9 |
| IBU | 2.2 | 3.4 | 3.1 | 2.8 | 11.6 | 2.4 | 3.1 | 3.5 | 3.4 | 12.4 | 14.3 | 16.4 |
| Total | 19.9 | 21.1 | 20.6 | 19.9 | 81.6 | 18.3 | 23.5 | 25.1 | 26.0 | 92.9 | 107.3 | 120.9 |
| SALES GROWTH, Y/Y % | | | | | | | | | | | | |
| MBU | -2.3 | 22.2 | 20.4 | 26.7 | 16.6 | 20.2 | 37.0 | 35.3 | 30.3 | 31.1 | 15.5 | 12.0 |
| SBU | -35.5 | -59.8 | -59.9 | -62.6 | -55.4 | -38.0 | -11.7 | 7.5 | 37.1 | -5.3 | 15.3 | 13.0 |
| IBU | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 9.9 | -10.4 | 11.6 | 20.1 | 6.8 | 15.4 | 15.0 |
| Total | -13.7 | -23.1 | -23.3 | -20.6 | -20.4 | -8.2 | 11.4 | 21.7 | 30.9 | 13.9 | 15.4 | 12.7 |
| EBIT, EURm | | | | | | | | | | | | |
| Group | 1.2 | 2.6 | 2.6 | 2.3 | 8.7 | 1.4 | 3.0 | 3.7 | 3.6 | 11.6 | 17.2 | 20.6 |
| Total | 1.2 | 2.6 | 2.6 | 2.3 | 8.7 | 1.4 | 3.0 | 3.7 | 3.6 | 11.6 | 17.2 | 20.6 |
| EBIT margin, % | | | | | | | | | | | | |
| Total | 6.0 | 12.3 | 12.6 | 11.8 | 10.7 | 7.6 | 12.6 | 14.7 | 13.8 | 12.5 | 16.0 | 17.0 |

DETECTION TECHNOLOGY

Electronic Equipment & Instruments/Finland, August 4, 2021 Company update

| INCOME STATEMENT, EURm | 2016 | 2017 | 2018 | 2019 | 2020 | 2021E | 2022E | 2023E |
|--|------|------|------|-------|-------|-------|-------|-------|
| Sales | 75.5 | 89.0 | 93.9 | 102.5 | 81.6 | 92.9 | 107.3 | 120.9 |
| Sales growth (%) | 76.5 | 17.9 | 5.5 | 9.2 | -20.4 | 13.9 | 15.4 | 12.7 |
| EBITDA | 17.3 | 22.1 | 20.9 | 19.9 | 11.9 | 14.9 | 20.0 | 23.1 |
| EBITDA margin (%) | 22.9 | 24.9 | 22.3 | 19.5 | 14.6 | 16.1 | 18.7 | 19.1 |
| Depreciation | -2.5 | -2.2 | -2.4 | -2.9 | -3.2 | -3.3 | -2.9 | -2.5 |
| EBITA | 14.8 | 19.9 | 18.5 | 17.0 | 8.7 | 11.6 | 17.2 | 20.6 |
| Goodwill amortization / writedown | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 |
| EBIT | 14.8 | 19.9 | 18.5 | 17.0 | 8.7 | 11.6 | 17.2 | 20.6 |
| EBIT margin (%) | 19.6 | 22.4 | 19.7 | 16.6 | 10.7 | 12.5 | 16.0 | 17.0 |
| Reported EBIT | 14.8 | 19.9 | 18.5 | 17.0 | 8.7 | 11.6 | 17.2 | 20.6 |
| EBIT margin (reported) (%) | 19.6 | 22.4 | 19.7 | 16.6 | 10.7 | 12.5 | 16.0 | 17.0 |
| Net financials | -0.7 | -0.5 | -0.1 | -1.0 | -0.6 | 0.2 | -0.5 | -0.6 |
| Pre-tax profit | 14.1 | 19.4 | 18.4 | 16.0 | 8.1 | 11.8 | 16.7 | 20.0 |
| Taxes | -3.2 | -4.2 | -3.6 | -3.6 | -1.4 | -2.5 | -3.3 | -4.0 |
| Minority shares | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 |
| Net profit | 10.9 | 15.2 | 14.9 | 12.5 | 6.7 | 9.3 | 13.3 | 16.0 |
| Cash NRIs | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 |
| Non-cash NRIs | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 |
| BALANCE SHEET, EURm | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 |
| | | | | | | | | |
| Assets | 0 | 0 | 0 | 10 | 10 | 0 | 10 | |
| Fixed assets | 6 | 6 | 9 | 10 | 10 | 9 | 10 | 11 |
| Goodwill | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Right of use assets | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Inventory | 11 | 9 | 13 | 14 | 16 | 18 | 21 | 24 |
| Receivables | 22 | 21 | 27 | 27 | 25 | 28 | 32 | 36 |
| Liquid funds | 16 | 27 | 22 | 26 | 25 | 29 | 33 | 37 |
| Total assets | 54 | 62 | 71 | 77 | 76 | 84 | 96 | 108 |
| Liabilities | | | | | | | | |
| Shareholder's equity | 31 | 42 | 51 | 58 | 58 | 64 | 72 | 82 |
| Minority interest | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Convertibles | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Lease liabilities | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Deferred taxes | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Interest bearing debt | 7 | 5 | 4 | 6 | 6 | 7 | 10 | 10 |
| Non-interest bearing current liabilities | 14 | 15 | 15 | 12 | 11 | 12 | 14 | 16 |
| Other interest-free debt | 3 | 1 | 0 | 1 | 1 | 1 | 1 | 1 |
| Total liabilities | 54 | 62 | 71 | 77 | 76 | 84 | 96 | 108 |
| CASH FLOW, EURm | | | | | | | | |
| + EBITDA | 17 | 22 | 21 | 20 | 12 | 15 | 20 | 23 |
| - Net financial items | 8 | 11 | 0 | -1 | -1 | 0 | -1 | -1 |
| - Taxes | -1 | -3 | -5 | -5 | -3 | -2 | -3 | -4 |
| - Increase in Net Working Capital | -11 | 1 | -10 | -2 | 0 | -4 | -5 | -5 |
| +/- Other | -9 | -12 | 0 | 0 | -1 | 0 | 0 | 0 |
| = Cash flow from operations | 5 | 19 | 6 | 12 | 8 | 9 | 11 | 14 |
| - Capex | -2 | -2 | -5 | -4 | -3 | -3 | -3 | -4 |
| - Acquisitions | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| + Divestments | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| = Free cash flow | 3 | 17 | 1 | 8 | 4 | 6 | 8 | 10 |
| +/- New issues/buybacks | 0 | -1 | 0 | 0 | -1 | 0 | 0 | 0 |
| - Paid dividend | -1 | -3 | -5 | -5 | -5 | -4 | -5 | -6 |
| +/- Other | 6 | -2 | 0 | 2 | 1 | 2 | 2 | 0 |
| Change in cash | 8 | 11 | -4 | 4 | -1 | 4 | 4 | 4 |
| | 0 | | | | | | ' | , |

Electronic Equipment & Instruments/Finland, August 4, 2021 Company update

| KEY FIGURES | 2017 | 2018 | 2019 | 2020 | 2021E | 2022E | 2023E |
|--|----------------------------|-----------------------------------|-----------------------------------|---------------------------|---------------------------|---------------------------|---------------------------|
| M-cap | 250 | 224 | 368 | 344 | 460 | 460 | 460 |
| Net debt (excl. convertibles) | -22 | -18 | -20 | -19 | -21 | -24 | -27 |
| Enterprise value | 228 | 206 | 348 | 324 | 439 | 436 | 433 |
| Sales | 89 | 94 | 103 | 82 | 93 | 107 | 121 |
| EBITDA | 22 | 21 | 20 | 12 | 15 | 20 | 23 |
| EBIT | 20 | 19 | 17 | 9 | 12 | 17 | 21 |
| Pre-tax | 19 | 18 | 16 | 8 | 12 | 17 | 20 |
| Earnings | 15 | 15 | 12 | 7 | 9 | 13 | 16 |
| Equity book value (excl. minorities) | 42 | 51 | 58 | 58 | 64 | 72 | 82 |
| Valuation multiples | | | | | | | |
| EV/sales | 2.6 | 2.2 | 3.4 | 4.0 | 4.7 | 4.1 | 3.6 |
| EV/EBITDA | 10.3 | 9.8 | 17.4 | 27.3 | 29.4 | 21.8 | 18.8 |
| EV/EBITA | 11.5 | 11.1 | 20.4 | 37.1 | 37.7 | 25.4 | 21.1 |
| EV/EBIT | 11.5 | 11.1 | 20.4 | 37.1 | 37.7 | 25.4 | 21.1 |
| EV/OCF | 12.3 | 33.6 | 30.0 | 43.1 | 51.6 | 39.7 | 31.9 |
| EV/FCFF | 13.3 | 142.7 | 41.7 | 65.2 | 74.8 | 53.4 | 42.1 |
| P/FCFE | 14.9 | 162.4 | 48.7 | 77.4 | 76.7 | 59.3 | 46.9 |
| P/E | 16.5 | 15.1 | 29.5 | 51.0 | 49.2 | 34.5 | 28.8 |
| P/B | 6.0 | 4.4 | 6.3 | 5.9 | 7.2 | 6.4 | 5.6 |
| Target EV/EBITDA | 0.0 | 0.0 | 0.0 | 0.0 | 29.9 | 22.1 | 19.1 |
| Target EV/EBIT | 0.0 | 0.0 | 0.0 | 0.0 | 38.3 | 25.8 | 21.4 |
| Target EV/FCF | 0.0 | 0.0 | 0.0 | 0.0 | 74.4 | 57.2 | 44.9 |
| Target P/B | 0.0 | 0.0 | 0.0 | 0.0 | 7.3 | 6.5 | 5.7 |
| Target P/E | 0.0 | 0.0 | 0.0 | 0.0 | 51.7 | 36.3 | 30.3 |
| Per share measures | | | | | | | |
| Number of shares | 13,901 | 14,375 | 14,375 | 14,375 | 14,375 | 14,375 | 14,375 |
| Number of shares (diluted) | 13,901 | 14,849 | 14,875 | 14,875 | 14,875 | 14,875 | 14,875 |
| EPS | 1.09 | 1.03 | 0.87 | 0.47 | 0.65 | 0.93 | 1.11 |
| Operating cash flow per share | 1.34 | 0.43 | 0.81 | 0.52 | 0.59 | 0.77 | 0.94 |
| Free cash flow per share | 1.21 | 0.10 | 0.53 | 0.31 | 0.42 | 0.54 | 0.68 |
| Book value per share | 3.00 | 3.57 | 4.06 | 4.06 | 4.43 | 4.98 | 5.67 |
| Dividend per share | 0.35 | 0.38 | 0.38 | 0.28 | 0.38 | 0.42 | 0.50 |
| Dividend payout ratio, % | 32.1 | 36.7 | 43.9 | 59.7 | 58.5 | 45.0 | 45.0 |
| Dividend yield, % | 1.9 | 2.4 | 1.5 | 1.2 | 1.2 | 1.3 | 1.6 |
| FCF yield, % | 6.7 | 0.6 | 2.1 | 1.3 | 1.3 | 1.7 | 2.1 |
| Efficiency measures | | | | | | | |
| ROE | 41.8 | 32.0 | 22.7 | 11.5 | 15.3 | 19.7 | 20.9 |
| ROCE | 47.4 | 36.4 | 28.5 | 13.6 | 17.2 | 22.5 | 23.8 |
| Financial ratios | | | | | | | |
| Inventories as % of sales | 9.6 | 14.2 | 13.8 | 19.5 | 19.5 | 19.5 | 19.5 |
| Receivables as % of sales | 24.1 | 28.4 | 25.9 | 30.1 | 30.1 | 30.1 | 30.1 |
| | | | 12.1 | 13.4 | 13.4 | 13.4 | 13.4 |
| Non-interest bearing liabilities as % of sales | 16.8 | 16.4 | | | | | |
| Non-interest bearing liabilities as % of sales NWC/sales, % | 16.8 15.7 | 16.4 25.9 | 27.0 | 35.6 | 35.7 | 35.7 | 35.8 |
| NWC/sales, % | | 25.9 | | 35.6 3.8 | 35.7 2.7 | 35.7 3.0 | 35.8 3.1 |
| NWC/sales, % Operative CAPEX/sales, % | 15.7 | | 27.0 | | | | |
| NWC/sales, % | 15.7 2.1 | 25.9 5.0 | 27.0 3.9 | 3.8 | 2.7 | 3.0 | 3.1 3.1 |
| NWC/sales, % Operative CAPEX/sales, % CAPEX/sales (incl. acquisitions), % FCFF/EBITDA | 15.7 2.1 2.1 0.8 | 25.9 5.0 5.0 0.1 | 27.0 3.9 3.9 0.4 | 3.8 3.8 0.4 | 2.7 2.7 0.4 | 3.0 3.0 0.4 | 3.1 3.1 0.4 |
| NWC/sales, % Operative CAPEX/sales, % CAPEX/sales (incl. acquisitions), % FCFF/EBITDA Net debt/EBITDA, book-weighted | 15.7 2.1 2.8 -1.0 | 25.9 5.0 5.0 0.1 -0.9 | 27.0 3.9 3.9 0.4 -1.0 | 3.8 3.8 0.4 -1.6 | 2.7 2.7 0.4 -1.4 | 3.0 3.0 0.4 -1.2 | 3.1 3.1 0.4 -1.2 |
| NWC/sales, % Operative CAPEX/sales, % CAPEX/sales (incl. acquisitions), % FCFF/EBITDA | 15.7 2.1 2.1 0.8 | 25.9 5.0 5.0 0.1 | 27.0 3.9 3.9 0.4 | 3.8 3.8 0.4 | 2.7 2.7 0.4 | 3.0 3.0 0.4 | 3.1 |

DETECTION TECHNOLOGY

Electronic Equipment & Instruments/Finland, August 4, 2021 Company update

COMPANY DESCRIPTION: Detection Technology is a global provider of off-the-shelf and customized X-ray imaging solutions for medical, security and industrial applications. DT's product portfolio ranges from photodiodes to complete detector systems with ASICs, electronics, mechanics and software. The company was established in 1991 and it listed on Nasdaq First North Finland in 2015. The company is headquartered in Finland and has volume production in Beijing, China. Detection Technology has over 500 employees in Finland, China, France and USA, serving 260 active customers in over 40 countries.

INVESTMENT CASE: Demand for Detection Technology's detector solutions is increasing due to expansion of healthcare to a wider share of population in the emerging economies, aging population, growth in travelling and freight transport, urbanization, increased security concerns and increasing need for X-ray imaging applications in industrial inspection. We see investment case attractive due to strong market drivers, especially in China, as well as DT's compelling strategy and execution capabilities, which should enable DT to grow faster than the market and maintain above target level margins. Due to its proximity to the fastest growing market China and inexpensive valuation, DT could be also become an acquisition target.

| OWNERSHIP STRUCTURE | SHARES | EURm | % |
|--|------------|---------|-------|
| Ahlstrom Capital Bv | 5,280,167 | 168.965 | 36.7% |
| OP-Finland Fund | 617,376 | 19.756 | 4.3% |
| Varma Mutual Pension Insurance Company | 515,000 | 16.480 | 3.6% |
| Sijoitusrahasto Aktia Capital | 435,737 | 13.944 | 3.0% |
| Ilmarinen Mutual Pension Insurance Company | 435,737 | 13.944 | 3.0% |
| Martola Hannu Veikko | 431,690 | 13.814 | 3.0% |
| SEB Finland Small Cap Investment Fund | 276,716 | 8.855 | 1.9% |
| Saastopankki Kotimaa | 240,000 | 7.680 | 1.7% |
| Op-Suomi Mikroyhtiöt -Erikoissijoitusrahasto | 232,932 | 7.454 | 1.6% |
| Fondita Nordic Micro Cap | 220,000 | 7.040 | 1.5% |
| Ten largest | 8,685,355 | 277.931 | 60% |
| Residual | 5,690,075 | 182.082 | 40% |
| Total | 14,375,430 | 460.014 | 100% |

EARNINGS CALENDAR

October 27, 2021

Q3 report

OTHER EVENTS

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COMPANY MISCELLANEOUS CEO: Hannu Martola Elektroniikkatie 10, 90590 Oulu CFO: Petri Hiljanen Tel: +358 20 766 9700

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Electronic Equipment & Instruments/Finland, August 4, 2021

Company update

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DEFINITIONS
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| P/E | EPS |
|--|---|
| Price per share | Profit before extraord. items and taxes- income taxes + minority interest |
| Earnings per share | Number of shares |
| | DPS |
| P/BV | Urs |
| Price per share | Dividend for the financial period per share |
| Shareholders' equity + taxed provisions per share | · · · · · · · · · · · · · · · · · · · |
| | |
| Market cap | OCF (Operating cash flow) |
| | |
| Price per share * Number of shares | EBITDA – Net financial items – Taxes – Increase in working |
| | capital – Cash NRIs ± Other adjustments |
| EV (Enterprise value) | FCF (Free cash flow) |
| | |
| Market cap + net debt + minority interest at market value - | Operating cash flow – operative CAPEX – acquisitions + divestments |
| share of associated companies at market value | |
| | |
| EV/Sales | FCF yield, % |
| Enterprise value | F 1.4 |
| Sales | Free cash flow Market cap |
| | Warket cap |
| EV/EBITDA | Operative CAPEX/sales |
| Enterprise value | |
| Earnings before interest, tax, depreciation and amortization | Capital expenditure – divestments – acquisitions Sales |
| - · · | |
| EV/EBIT | Net working capital |
| | |
| Enterprise value Operating profit | Current assets – current liabilities |
| | |
| Net debt | Capital employed/Share |
| 1 | Total assets – non-interest bearing debt |
| Interest bearing debt – financial assets | Number of shares |
| Tatal accests | Coordina |
| Total assets | Gearing |
| Balance sheet total | Net debt |
| | Equity |
| Div yield, % | Debt/Equity, % |
| · · | |
| Dividend per share | Interest bearing debt |
| Price per share | Shareholders' equity + minority interest + taxed provisions |
| | |
| Payout ratio, % | Equity ratio, % |
| 1 ayout ratio, 70 | בקטוני ומנוט, יש |
| Total dividends | Shareholders' equity + minority interest + taxed provisions |
| Earnings before extraordinary items and taxes - income taxes + minority interest | Total assets – interest-free loans |
| | |
| ROCE, % | CAGR, % |
| | |
| Profit before extraordinary items + interest expenses+ other financial costs | Cumulative annual growth rate = Average growth per year |
| Balance sheet total – non-interest bearing debt (average) | |
| ROE, % | |
| | |
| Profit before extraordinary items and taxes – income taxes | |
| Shareholder's equity + minority interest + taxed provisions (average) | |
| | |
| | |

Electronic Equipment & Instruments/Finland, August 4, 2021 Company update

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The graph above shows the distribution of ERP's recommendations of companies under coverage in 11th of May 2020. If recommendation is not given, it is not mentioned here.

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

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DETECTION TECHNOLOGY

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DETECTION TECHNOLOGY

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