

**Q2**2019  
January–June

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Half-yearly report



## DETECTION TECHNOLOGY PLC HALF-YEARLY REPORT JANUARY-JUNE 2019

**Detection Technology Q2 2019: Security sales boosted growth****April-June 2019 highlights**

- Net sales increased by 12.8% to EUR 27.5 million (24.4)
- Net sales of Security and Industrial Business Unit (SBU) increased by 27.4% to EUR 19.4 million (15.2)
- Net sales of Medical Business Unit (MBU) decreased by -11.5% to EUR 8.1 million (9.1)
- Operating profit (EBIT) was EUR 4.8 million (5.2)
- Operating margin (EBIT-%) was 17.5% of net sales (21.4%)

**January-June 2019 highlights**

- Net sales increased by 15.7% to EUR 50.5 million (43.7)
- Net sales of SBU increased by 25.4% to EUR 33.9 million (27.0)
- Net sales of MBU decreased by -0.1% to EUR 16.6 million (16.7)
- Operating profit (EBIT) was EUR 8.7 million (9.0)
- Operating margin (EBIT-%) was 17.1% of net sales (20.5%)

(Figures in parentheses refer to the corresponding period of the previous year.)

**President and CEO, Hannu Martola:**

“Security sales for computed tomography (CT) applications boosted our revenue growth to double-digit regardless of some temporary set-backs in our medical business. In the second quarter, SBU sales exceeded our expectations. Then again, MBU sales fell and were disappointing.

Strong demand for CT applications in the luggage-scanning segment continued in China and also increased in other countries. In particular, China's favorable development and our strong market position increased SBU sales growth to over 27%. In addition, demand for detector solutions for cargo, and especially air cargo, x-ray imaging systems has also escalated in line with e-commerce that is growing at an accelerating rate. In our view, demand for security CT in China, and especially in the rest of the world, will increase in the third quarter, providing a good basis for SBU solution sales.

MBU sales decreased by nearly 12% in the review period. The medical CT market has softened, at least for the rest of the year. The equipment market is expected to grow in the long run, but it will be characterized by fluctuations in demand. Another reason for the negative MBU sales was one of our key customer's decision to start ramping down production of a solution significant to us earlier than we anticipated before.

Profitability remained at a good level. Although increase in research and development costs and production costs had a negative impact on our profitability from the previous year.

We are updating the company's strategy until 2025. Our new strategic target is to be a growth leader in digital x-ray imaging detector solutions. We estimate the market size of digital x-ray detectors to be around EUR 3 billion in 2025. Our focus in the 2020 strategy done five years ago was primarily on the CT and line scan x-ray detector and solution markets, which size is estimated to be around EUR 700 million in 2020. Our strategy cornerstones and business model will remain the same. We believe that they support the new growth targets.

Long-term development projects to improve competitiveness progressed well. The growing interest in the Aurora product family has exceeded our expectations. We are convinced that Aurora will strengthen our competitive position in security x-ray imaging. Aurora volume production is about to begin, and sales of the product family starts at the end of 2019.

In addition to dental applications, interest in CMOS-based X-Panel x-ray flat panel detectors has also increased in other medical applications. We have started small series production of the X-Panel product family, and customer feedback has been encouraging.

The market has also shown interest in our new multi-energy solutions. Key projects resulting from the MultiX business acquisition and industrialization of multi-energy product solutions have progressed as planned. As we have communicated before, our goal is to launch commercial production of the multi-energy family by the end of next year. We have renamed the MultiX business and product line. We will continue to operate under one unified DT brand. At the same time, we launched the ME abbreviation for the multi-energy product line.

Construction of the second factory in China is proceeding as planned. We have selected the location for the production and service site from the Greater Shanghai area. The new factory will be located in the Huishan industrial cluster in Wuxi city, which is known of high-tech companies and expertise. The cluster is tailored to the needs of the electronics and pharmaceutical industries and provides an excellent ecosystem for our business objectives. The necessary contracts have been made and recruitment has begun. Planning of the factory is in the final stages, and construction of production facilities according to our requirements has begun in the new premises. Production at the new factory will begin in the first quarter of 2020.

Security CT demand continues to be strong in China and will accelerate also in other markets, and we expect SBU sales to increase in the third quarter. In contrast, MBU business is temporarily slowing down for the same reasons that had negative impact on sales in the second quarter. At present, we consider the general geopolitical situation and its direct and indirect effects on our markets to be the greatest risks. In addition, the intensification of the trade war between the superpowers may be detrimental to our business. However, we expect the company's total revenue to grow double-digit in the third quarter. It is still too early to estimate SBU sales for the rest of the year, but MBU sales are expected to decline from the previous year.

We are strengthening our competitiveness in all of our target markets, and are focusing business development on the key areas defined in our strategy. The medium-term growth and profitability targets remain unchanged."

## Key figures

(EUR 1,000)	4-6/2019	4-6/2018	1-6/2019	1-6/2018	1-12/2018
Net sales	27,473	24,350	50,525	43,669	93,916
Change in net sales, %	12.8%	19.5%	15.7%	11.3%	5.5%
Operating profit	4,804	5,213	8,659	8,954	18,522
Operating margin, %	17.5%	21.4%	17.1%	20.5%	19.7%
R&D costs	2,945	2,414	5,443	4,362	8,839
R&D costs, % of net sales	10.7%	9.9%	10.8%	10.0%	9.4%
Cash flow from operating activities	-5,136	-599	-88	4,606	6,122
Net interest-bearing debt at end of period	-11,332	-19,294	-11,332	-19,294	-18,290
Capital expenditure	700	1,261	1,407	2,221	4,741
Return on investment (ROI), %			35.9%	49.9%	36.4%
Gearing, %	-21.5%	-43.7%	-21.5%	-43.7%	-35.6%
Earnings per share, EUR	0.22	0.31	0.47	0.52	1.03
Number of shares at end of period	14,375,430	13,900,595	14,375,430	13,900,595	14,375,430

## Net sales

Detection Technology's net sales for the second quarter were EUR 27.5 million (24.4). Net sales grew by 12.8% (19.5%) from the corresponding period.

Net sales of the Security and Industrial Business Unit (SBU) grew faster than the market. Compared with the corresponding period last year, SBU's net sales grew by 27.4% to EUR 19.4 million (15.2). The increase in second quarter sales was primarily due to increased demand for computed tomography (CT) scanners for carry-on luggage scanning, especially in China, and the company's strong competitive position in this market segment. The growth of e-commerce has also increased investments in cargo scanning equipment, especially for air cargo. SBU's share of total net sales was 70.7% (62.5%).

In the Medical Business Unit (MBU), net sales decreased by -11.5% and totaled EUR 8.1 million (9.1). The decline in MBU sales was mainly due to the decline in demand for the medical CT market. The slowdown in market growth in this area will continue until at least the end of the year and the segment is characterized by strong fluctuations in demand. Another significant factor contributing to the negative sales trend was a major customer's production ramp down of a system that uses DT's detector, as previously announced by the company. MBU's share of total net sales was 29.3% (37.5%).

In the second quarter of 2019, Asia was the company's biggest market. Asia's share of net sales was 61.5% (67.2%), Americas' 16.4% (12.9%) and Europe's 22.1% (19.9%). The share of the five largest customers accounted for 59.5% (61.6%) of net sales.

The company's net sales for January-June 2019 grew by 15.7% to EUR 50.5 million (43.7). Net sales of SBU increased by 25.4% to EUR 33.9 million (27.0). Net sales of MBU decreased by -0.1%, and totaled EUR 16.6 million (16.7). SBU's share of total net sales was 67.1% (61.8%) and MBU's 32.9% (38.2%).

In the first half of 2019, Asia's share of net sales was 61.8% (60.0%), Americas' 16.4% (19.0%) and Europe's 21.8% (21.0%). The share of the five largest customers accounted for 62.9% (55.3%) of net sales in January-June 2019.

## NET SALES BY BUSINESS UNITS

(EUR 1,000)	4-6/2019	4-6/2018	Change, %	1-6/2019	1-6/2018	Change, %	1-12/2018
MBU	8,062	9,125	-11.5%	16,636	16,661	-0.1%	38,320
SBU	19,411	15,225	27.4%	33,890	27,008	25.4%	55,596
<b>TOTAL</b>	<b>27,473</b>	<b>24,350</b>	<b>12.8%</b>	<b>50,525</b>	<b>43,669</b>	<b>15.7%</b>	<b>93,916</b>

## NET SALES BY GEOGRAPHY

(EUR 1,000)	4-6/2019	4-6/2018	Change, %	1-6/2019	1-6/2018	Change, %	1-12/2018
Asia	16,899	16,370	3.2%	31,216	26,207	19.1%	58,420
Americas	4,508	3,137	43.7%	8,278	8,303	-0.3%	17,710
Europe	6,066	4,844	25.2%	11,032	9,159	20.4%	17,786
<b>TOTAL</b>	<b>27,473</b>	<b>24,350</b>	<b>12.8%</b>	<b>50,525</b>	<b>43,669</b>	<b>15.7%</b>	<b>93,916</b>

## Operating result and profitability

The company's operating profit for the second quarter amounted to EUR 4.8 million (5.2), 17.5% (21.4%) of net sales. The profitability remained at good level, but the increase in research and development (R&D) costs and production costs scaled down the year-on-year profitability.

Fixed costs for the second quarter were EUR 8.5 million (7.7), of which personnel expenses totaled EUR 4.8 (3.9), depreciation EUR 0.7 million (0.7) and other operating expenses EUR 3.0 (3.1) million. Financial items amounted to EUR 0.7 million (-0.2), and income taxes were EUR 1.0 million (1.1).

The result for the second quarter totaled EUR 3.2 million (4.3). Earnings per share were EUR 0.22 (0.31).

The operating profit for the review period January-June 2019 was EUR 8.7 million (9.0), 17.1% (20.5%) of net sales.

In January-June 2019, fixed costs were EUR 16.2 (13.8) million, of which personnel expenses totaled EUR 8.9 (7.2), depreciation EUR 1.4 million (1.2) and other operating expenses EUR 5.9 (5.4) million. Financial items amounted to EUR 0.1 million (0.1), and income taxes were EUR 1.9 million (1.6).

The result for the first half of 2019 was EUR 6.7 million (7.2). Earnings per share were EUR 0.47 (0.52).

## Cash flow and financing

Cash flow from financing activities for the second quarter of 2019 totaled EUR 0.5 million (-6.7). Cash flow from financing activities for January-June 2019 was EUR -4.7 million (-9.6).

Cash flow from operations for the second quarter 2019 was EUR -5.1 million (-0.6). Cash flow from operations for January-June 2019 amounted to EUR -0.1 million (4.6).

At the end of the review period, the company's net interest-bearing debt totaled EUR -11.3 million (-19.3), and gearing was -21.5% (-43.7%). Cash and cash equivalents amounted to EUR 16.1 million (19.3) at the end of the review period.

## Capital expenditure

Capital expenditure during the second quarter amounted to EUR 0.7 million (1.3). Capital expenditure was mainly directed at production equipment and machines. Capital expenditure during the first half of 2019 totaled EUR 1.4 million (2.2). Investments will increase in the second half of 2019 because of the construction of a new factory. The company expects total investments in 2019 to remain at the same level as in 2018 at approximately EUR 5 million.

## Research and development

Second-quarter research and development (R&D) costs totaled EUR 2.9 million (2.4), 10.7% of net sales (9.9%). During the review period January-June 2019, R&D expenses were EUR 5.4 million (4.4), corresponding to 10.8% of net sales (10.0%). The company expects R&D costs to remain at this level for the rest of the year. All R&D costs are written off as expenses.

## Personnel

At the end of June 2019, Detection Technology employed 506 people (456), 403 of whom were in China, 83 in Finland, 15 in France and 5 in the US. Personnel expenses for the second quarter amounted to EUR 4.8 million (3.9). In the first half of 2019, personnel expenses totaled EUR 8.9 million (7.2).

### PERSONNEL BY GEOGRAPHY

	30.6.2019	30.6.2018	Change, %	31.12.2018
Asia	403	386	4.4%	414
Americas	5	6	-16.7%	6
Europe	98	64	53.1%	87
<b>TOTAL</b>	<b>506</b>	<b>456</b>	<b>11.0%</b>	<b>507</b>

## 2025 strategy

Detection Technology is updating its strategy until 2025. The company's new strategic target is to be the growth leader in digital x-ray imaging detector solutions and a significant player in other technologies and applications where the company sees good business opportunities. The company estimates that the market for digital x-ray imaging detector solutions will be around EUR 3 billion in 2025.

Detection Technology's 2020 strategy defines the company's goal as being the leader in computed tomography and line-scan x-ray detectors and solutions, and a significant player in other technologies where the company sees good business opportunities. The total market, as per the company's previous strategy, is estimated to be around EUR 700 million in 2020.

The company's strategic cornerstones will remain the same. Those are a focus on x-ray technology, customer and equipment specific tailoring, investments in research and product development, and geographical reach.

The company's business model will remain the same. The company sees that focusing on core competencies – technology development, design, critical processes, final assembly and testing - supports the new growth goals. In the company's view, this business model is asset-light and allows flexibility in the production and delivery of

the products.

### Strategy implementation

Detection Technology has continued to invest in customer acquisition, start of production of new products and expanding its technology base in line with its strategy. During the review period, market interest in the Aurora product family has intensified and the product family's performance-price ratio has received positive customer feedback. Detection Technology estimates that the company's competitive position has strengthened due to the Aurora product line, particularly in the conventional carry-on luggage screening segment, which is still the most widely used x-ray imaging application at airports. The Aurora pilot deliveries have continued as planned, and sales of the product family will begin at the end of 2019.

The market has shown a growing interest in CMOS technology-based X-Panel flat panel x-ray detectors for dental applications as well as other medical applications. The company started small series production of the X-Panel product family during the review period.

The company's multi-energy solutions have attracted interest in the market. The key projects evolving from the MultiX business acquisition and industrialization of multi-energy product solutions have progressed as planned. Detection Technology aims to start commercial production of the multi-energy product line by the end of 2020 and expects a positive result from the new business in about three years, as previously announced by the company. In May, the company announced renaming of the MultiX business and product line. In the future, both the business and the product line will be known as Detection Technology. At the same time, the company launched the ME abbreviation to mark the multi-energy product line. The company believes that the strong DT brand will boost sales of multi-energy solutions while, on the other hand, the ME product line will strengthen the DT brand as a technology leader.

Construction of the second Detection Technology plant in China has progressed according to plan. The new production and service site will be located in Wuxi's Huishan high-tech industrial cluster in the Greater Shanghai area. The company's target is to start production at the new site during the first quarter of 2020.

### Shares and shareholders

The average share price of Detection Technology was EUR 20.80 in the second quarter and EUR 19.14 in January-June 2019. The highest share price during the second quarter was EUR 22.80 and the lowest EUR 16.50. The highest price for the first half of 2019 was EUR 22.80 and the lowest EUR 15.30.

At the end of June, the closing price was EUR 22.10 and the company had a market capitalization of around EUR 318 million. The number of shares traded between 2 January and 28 June was 0.94 million, which is 6.5% of the total number of shares. The number of shares outstanding in Detection Technology was 14,375,430 at the end of the review period.

At the end of the review period, the total number of shareholders was 2,370. The ten largest shareholders held 62.3% of shares. The nominee-registered foreign holding of shares in the company was 16.9% at the end of the review period.

Detection Technology has one share series and all shares have equal voting rights. The company's shares are listed on the Nasdaq First North Finland marketplace under the ticker symbol DETEC.

### Risks and uncertainties

The company's management has not identified substantial changes to Detection Technology's risks and uncertainties during the first half of 2019. The company's main short-term risks are associated with geopolitics, development of international security, factors related to political and trade policy uncertainty, and operating in the emerging markets.

Other risks are related to price competition, a significant share of net sales being generated from the top five customers, APAC countries' large share of sales, product quality, startup of production of new products, renewal of information systems, customer liquidity, exchange rate fluctuations, an overall rise in costs especially in China, the adequacy and competence of personnel and organizational efficiency.

The company aims to mitigate these risks with normal control and precautionary measures. The risks of the company and its businesses' risks were described in more detail in the 2018 financial statements.

### Business outlook

According to industry estimates, the average long term growth rate of the global medical x-ray imaging market is around 5% per year, 6% in security x-ray equipment market and around 5% in industrial x-ray imaging. However, for the second half of the year, Detection Technology expects a temporary slowdown in medical imaging market growth.

Detection Technology estimates that sales will grow in the SBU business and decrease in the MBU business in the third quarter. The company expects its net sales to increase in the third quarter in line with the company's financial targets. There is uncertainty regarding demand, and the intensification of competition might be reflected in product prices.

Detection Technology's medium-term business outlook is unchanged. Detection Technology aims to increase sales by at least 15% per annum and to achieve an operating margin at or above 15% in the medium term.

### Business review January-September 2019

Detection Technology will publish a business review January-September 2019 on 25 October 2019.

## UNAUDITED HALF-YEARLY REPORT 1.1.-30.6.2019

## ACCOUNTING PRINCIPLES

This unaudited half-yearly report for the period 1.1.-30.6.2019 has been prepared according to Finnish Accounting Standards (FAS).

## CONSOLIDATED INCOME STATEMENT (FAS)

(EUR 1,000)	04-06/2019	04-06/2018	01-06/2019	01-06/2018	1-12/2018
<b>Net sales</b>	<b>27,473</b>	<b>24,350</b>	<b>50,525</b>	<b>43,669</b>	<b>93,916</b>
Other operating income	62	44	64	205	719
Materials and services	-14,246	-11,456	-25,766	-21,091	-47,112
Personnel expenses	-4,751	-3,927	-8,863	-7,161	-14,968
Depreciations and amortization	-719	-651	-1,422	-1,232	-2,351
Other operating expenses	-3,014	-3,147	-5,879	-5,436	-11,682
<b>Operating profit (-loss)</b>	<b>4,804</b>	<b>5,213</b>	<b>8,659</b>	<b>8,954</b>	<b>18,522</b>
Financial income and expenses	-661	229	-54	-83	-77
<b>Profit (-loss) before taxes</b>	<b>4,143</b>	<b>5,442</b>	<b>8,605</b>	<b>8,870</b>	<b>18,445</b>
Income taxes	-950	-1,116	-1,861	-1,625	-3,579
<b>Profit (-loss) for the reporting period</b>	<b>3,193</b>	<b>4,326</b>	<b>6,744</b>	<b>7,245</b>	<b>14,866</b>

**CONSOLIDATED BALANCE SHEET (FAS)**

(EUR 1,000)	30.6.2019	30.6.2018	31.12.2018
<b>ASSETS</b>			
<b>NON-CURRENT ASSETS</b>			
Intangible assets	3,629	2,117	3,469
Tangible assets	5,089	4,718	5,267
Investments	14	11	11
<b>TOTAL NON-CURRENT ASSETS</b>	<b>8,731</b>	<b>6,846</b>	<b>8,747</b>
<b>CURRENT ASSETS</b>			
Inventories	16,092	9,812	13,289
Receivables	29,147	22,590	25,003
Current receivables	1,680	1,845	1,656
Cash and cash equivalents	16,131	19,294	22,346
<b>TOTAL CURRENT ASSETS</b>	<b>63,050</b>	<b>53,541</b>	<b>62,294</b>
<b>TOTAL ASSETS</b>	<b>71,782</b>	<b>60,387</b>	<b>71,040</b>
<b>EQUITY AND LIABILITIES</b>			
<b>EQUITY</b>			
Share capital	80	80	80
Share premium account	5,130	5,130	5,130
Invested unrestricted equity fund	22,453	22,453	22,453
Retained earnings (-loss)	18,299	9,231	8,854
Profit for the financial period (-loss)	6,744	7,245	14,866
<b>TOTAL EQUITY</b>	<b>52,706</b>	<b>44,139</b>	<b>51,384</b>
<b>LIABILITIES</b>			
<b>Current liabilities</b>			
Loans from financial institutions	4,799	0	4,056
Advances received	57	448	66
Trade payables	9,158	10,560	9,320
Other liabilities	473	0	175
Accrued liabilities	4,589	5,240	6,040
Total	19,076	16,248	19,657
<b>TOTAL LIABILITIES</b>	<b>19,076</b>	<b>16,248</b>	<b>19,657</b>
<b>TOTAL EQUITY AND LIABILITIES</b>	<b>71,782</b>	<b>60,387</b>	<b>71,040</b>

## CONSOLIDATED CASH FLOW STATEMENT (FAS)

(EUR 1,000)	04-06/2019	04-06/2018	01-06/2019	01-06/2018	1-12/2018
<b>Cash flow from operations</b>					
Operating profit/-loss	4,804	5,213	8,659	8,954	18,522
Depreciation	719	651	1,422	1,232	2,351
Change in working capital	-9,048	-5,577	-8,255	-3,872	-9,593
Financial income and expenses	-661	229	-54	-83	-441
Taxes	-950	-1,116	-1,861	-1,625	-4,717
<b>Cash flow from operations</b>	<b>-5,136</b>	<b>-599</b>	<b>-88</b>	<b>4,606</b>	<b>6,122</b>
<b>Cash flow from investments</b>					
Investments in intangible and tangible assets	-700	-1,261	-1,407	-2,221	-4,741
<b>Cash flow from investments</b>	<b>-700</b>	<b>-1,261</b>	<b>-1,407</b>	<b>-2,221</b>	<b>-4,741</b>
<b>Free cash flow</b>	<b>-5,835</b>	<b>-1,860</b>	<b>-1,495</b>	<b>2,385</b>	<b>1,381</b>
<b>Cash flow from financing</b>					
Change in non-current loans	0	0	0	0	0
Change in current loans	478	-1,819	743	-4,726	-670
Dividend payment	0	-4,865	-5,463	-4,865	-4,865
<b>Cash flow from financing</b>	<b>478</b>	<b>-6,684</b>	<b>-4,720</b>	<b>-9,591</b>	<b>-5,535</b>
<b>Change in cash and cash equivalents</b>	<b>-5,357</b>	<b>-8,544</b>	<b>-6,215</b>	<b>-7,206</b>	<b>-4,154</b>
Cash and cash equivalents at beginning of reporting period	21,488	27,838	22,346	26,500	26,500
Cash and cash equivalents at end of reporting period	16,131	19,294	16,131	19,294	22,346

## STATEMENT OF EQUITY CHANGES

(EUR 1,000)	Share capital	Share premium account	Invested unrestricted equity fund	Retained earnings	Profit (-loss) for the period	Total
<b>Balance on 1.1.2019</b>	<b>80</b>	<b>5,130</b>	<b>22,453</b>	<b>23,721</b>	<b>0</b>	<b>51,384</b>
Dividend payment	0	0	0	-5,463	0	-5,463
Translation differences	0	0	0	41	0	41
Items belonging to previous financial years	0	0	0	0	0	0
Profit (-loss) for the period	0	0	0	0	6,744	6,744
<b>Balance on 30.6.2019</b>	<b>80</b>	<b>5,130</b>	<b>22,453</b>	<b>18,299</b>	<b>6,744</b>	<b>52,706</b>
<b>Balance on 1.1.2018</b>	<b>80</b>	<b>5,130</b>	<b>22,453</b>	<b>13,976</b>	<b>0</b>	<b>41,639</b>
Dividend payment	0	0	0	-4,865	0	-4,865
Translation differences	0	0	0	120	0	120
Items belonging to previous financial years	0	0	0	0	0	0
Profit (-loss) for the period	0	0	0	0	7,245	7,245
<b>Balance on 30.6.2018</b>	<b>80</b>	<b>5,130</b>	<b>22,453</b>	<b>9,231</b>	<b>7,245</b>	<b>44,139</b>
<b>Balance on 1.1.2018</b>	<b>80</b>	<b>5,130</b>	<b>22,453</b>	<b>13,976</b>	<b>0</b>	<b>41,639</b>
Dividend payment	0	0	0	-4,865	0	-4,865
Translation differences	0	0	0	-257	0	-257
Items belonging to previous financial years	0	0	0	0	0	0
Profit (-loss) for the period	0	0	0	0	14,866	14,866
<b>Balance on 31.12.2018</b>	<b>80</b>	<b>5,130</b>	<b>22,453</b>	<b>8,854</b>	<b>14,866</b>	<b>51,384</b>

Espoo 1 August 2019

Board of Directors  
Detection Technology Plc

## CALCULATION OF KEY FINANCIAL RATIOS

Change in net sales, % = (Net sales - previous financial year's net sales) / previous financial year's net sales x 100

Operating margin, % = Operating profit / net sales x 100

$$\text{Net interest-bearing debt} = \text{Interest-bearing loans} - \text{cash and cash equivalents}$$

Gearing, % = (Interest-bearing liabilities - cash and cash equivalents) / equity x 100

Return on investment (ROI), % = (Net result + financial items + taxes (12 months)) / (equity + interest-bearing liabilities (average 12 months)) x 100



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