It was reported from Lystrup, Denmark at the end of May 2015 that TERMA now has a heathy order backlog to provide for a comfortable business base in the 2015/16 fiscal year (FY 2015/16) and successive years.

Increased activities in the international defence, aerospace, and security markets secured an order intake in FY 2014/15 of MDKK 1,394, which is on par with the previous year’s orderbook.

Said Terma’s President & CEO Jens Maaløe: ‘Our efforts to establish a presence in new markets in Asia, the Middle East, and Latin America are starting to pay off in the form of concrete contracts and a solid pipeline. In concert, we see an increasing demand for investments in defence materiel in a number of Western European countries and the US. Thus, the future looks bright compared to the previous years, which have been marked by financial crisis and reluctance with public investments. During the past year, we have further strengthened our sales organization. We have established an office in Abu Dhabi in the United Arab Emirates, and a fully owned subsidiary is expected to be operational before long in New Delhi, India, where we have had an office since 2012. To further strengthen our space activities, we have established a department in Harwell, England.’

Revenue for the fiscal year saw a year-over-year growth of 15%. Recent years’ efforts to manage risks and streamline processes and work flows in order to increase efficiency have contributed to a satisfactory overall result for FY 2014/15 in continuously challenging markets.

Added Maaløe: ‘Within all business areas, Terma has a fruitful collaboration with national and international partners. Thus, we have entered into an agreement with BAE Systems for integration of our 3D-Audio and Active Noise Reduction technologies in their pilot helmets.’

He emphasizes collaboration with Lockheed Martin Corporation on installation of the first full-scale system for protection of critical infrastructure – T.react CIP – at Lockheed Martin Mission Systems and Training in Owego, New York then added: As part of the market introduction of this surveillance system where we combine capabilities within radar technology and command and control systems, we have established a demonstration site in Bahrain, as we experience a high interest from the Middle East in this type of security system.
In 2014/15, Terma entered into several new large contracts on self-protection systems for aircraft for example with the Royal Netherlands Air Force. Within the radar area, the company has secured valuable contracts with BAE Systems for the Royal Navy’s three new Offshore Patrol Vessels, which will be delivered from 2017.

Most recently, Terma has entered into a strategically important contract with The Boeing Company for the production of composite parts for the Boeing 777 aircraft. Of this contract Jens Maaløe concluded by saying: ‘This is a breakthrough for our development strategy for the plant in Grenaa. In addition to production of carbon fibre and composite technologies for military aircraft, we also target the commercial aircraft segment. It has taken some time to become qualified to work within this area, but our efforts have definitely been worthwhile.’

87% of Terma’s revenue was generated internationally, and 13% was generated in Denmark. The defence market constitutes 68% of the revenue, whereas the non-defence markets constitute 32%.

Avionics and aerostructures constitute 47% of the revenue, radar systems constitute 21%, and space systems 13%. The remaining 19% of the revenue consists of naval systems and command and control systems for defence and non-defence applications.

At the end of the fiscal year, total staff was 1,192.

Pic captions
1. Oersted satellite with boom. This Danish satellite is a unique success. Its precise magnetic measurements form the basis for the most accurate models of the Earth’s magnetic field and are used both to explore movements in the Earth’s core and to map anomalies in the Earth’s crust.

2. Danish C-130J aircraft with flares.
   Image courtesy of Fototjenesten - Flyvestation Aalborg©