

SCANFIL

Scanfil – trusted manufacturing partner

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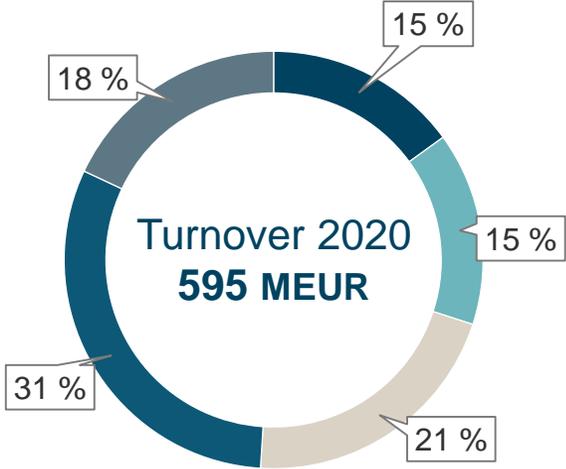
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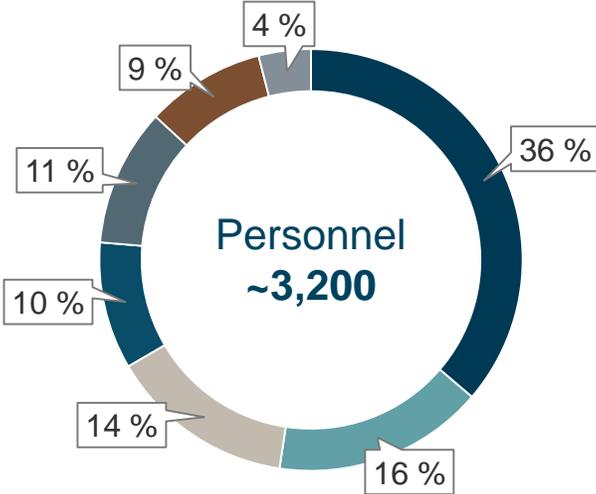
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Scanfil in brief

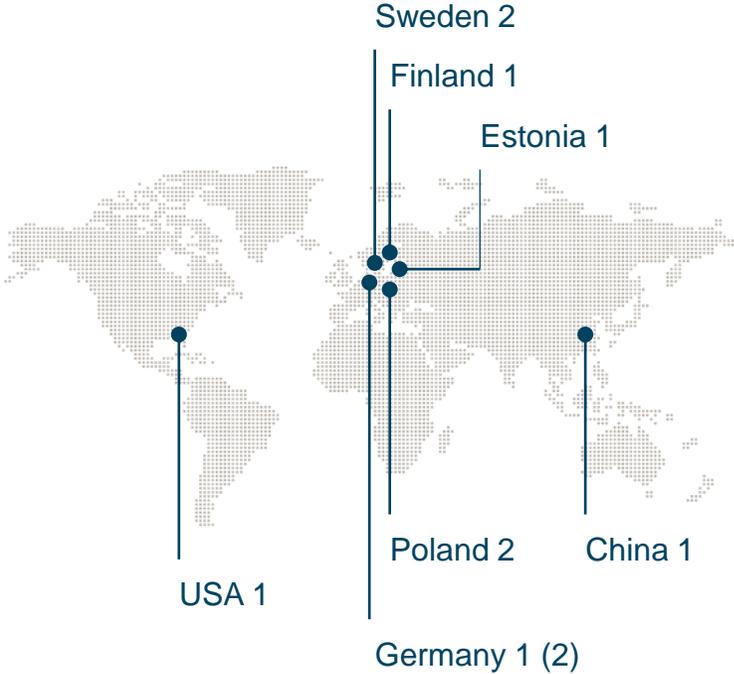


- Communication
- Consumer Applications
- Energy & Automation
- Industrial
- Medtec & Life Science



- Poland
- China
- Estonia
- Finland
- Sweden
- Germany
- USA

FACTORIES



Trusted manufacturing partner: added value from an idea into production



Solid performance in exceptional year

2020

M€ 595.3/2.7%
Turnover/Growth

M€ 39.1/6.6%
Adjusted operating profit

M€ 44.4/7.5%
Reported operating profit

€ 0.50/0.57
Adjusted/reported
earnings per share

M€ 35.2/9.9%
Net cash flow from operating
activities/gearing

- Customer demand picked up towards year end
- Stable profitability
- Efficiency improvements in the factory network: Divestment of Hangzhou factor. Decision to close Hamburg factory and continue its production in other Scanfil factories
- Positive sales development in Central Europe



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Scanfil as an investment



Strategy and competitive advantages

- Products with electronics
- Specified in low volume products and short production series
- Industrial and MedTech-customers
- Clear factory strategy; close to customer R&D or customer's end-market
- Global factory network



Core Strategy

**Local Customers /
New customer
acquisition**
Factories close to
customer R&D

**Leader in the Nordics
Strong in Central Europe
Enhanced sales globally**

SCALE UP

**Global
Customers**
Factories close
to customer market

Best-In-Class Performance
Screening the market and
acquisition opportunities



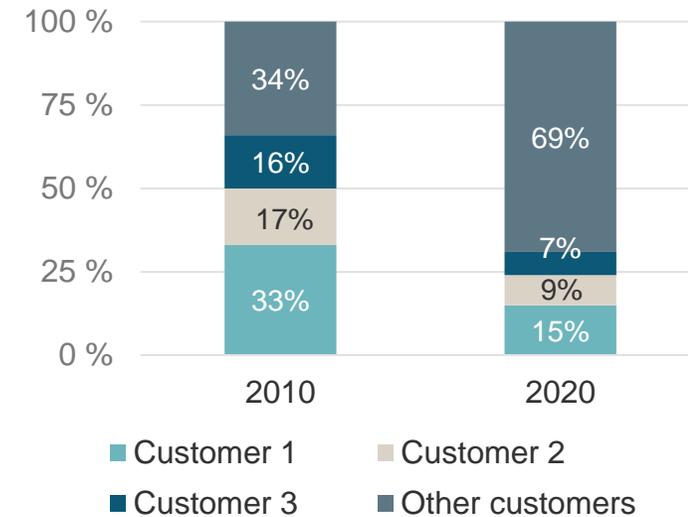
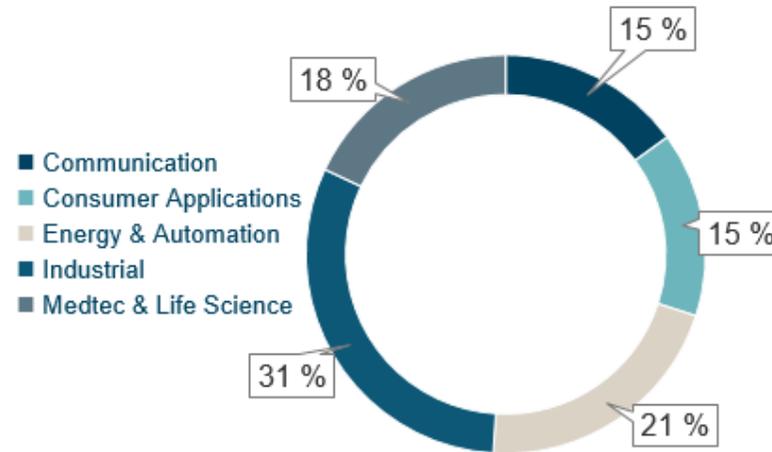
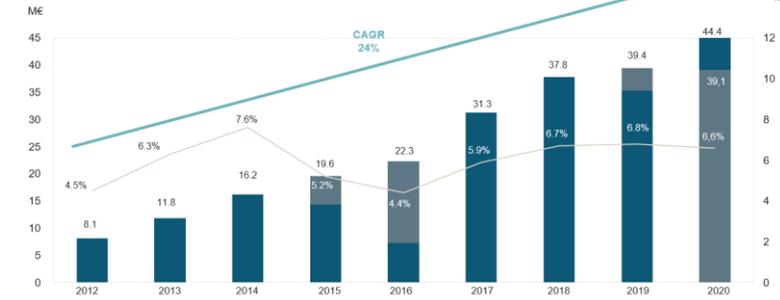
Stable predictability

- Turnover growth 16%, (CAGR, 2012–2020)
- Operating profit growth 24%, (CAGR 2012–2020)
- Broad customer base reduces the cyclical nature of operations
- Dependency on a single customer has reduced significantly
- Industrial customers have long-term relationships with their manufacturing partners

Turnover



Operating Profit



Growth drivers

- Historical market growth of global EMS 3–6% p.a.
- Increasing demand of electronics due to digitalisation and new technological innovation
- Customer base benefits from global megatrends: global leaders in their own segments and early stage growth companies
- Huge potential in Central Europe
- M&A

Customer Segments and Megatrends



COMMUNICATION

- Digitalization
- Increasing significance and use of information in society
- 5G
- Wireless solutions
- Industrial internet



CONSUMER APPLICATIONS

- Urbanization
- Growing middle class
- Modernization of households



ENERGY & AUTOMATION

- Energy efficiency & renewable energy production
- Urbanization particularly in emerging markets
- Industrial automation



INDUSTRIAL

- Urbanization
- Increase in e-commerce
- Needs to reserve natural resources
- Industrial automation



MEDTEC & LIFE SCIENCE

- Ageing population
- The increasing needs for healthcare and technology in emerging markets
- Need to predict weather phenomena
- Monitoring of food, water and air quality



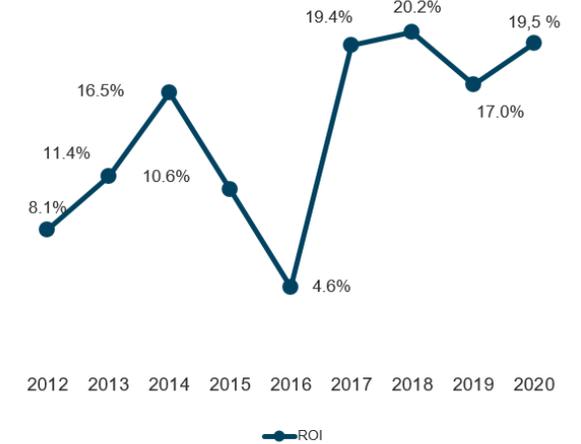
Profitability drivers

- Flexible cost-base and low fixed costs
- Clear factory strategy and operational model
- Operational model enables moderate investment levels and depreciations
- Business cultures. Fast decision-making process and efficient execution.
- Efficient use of assets

ROE



ROI



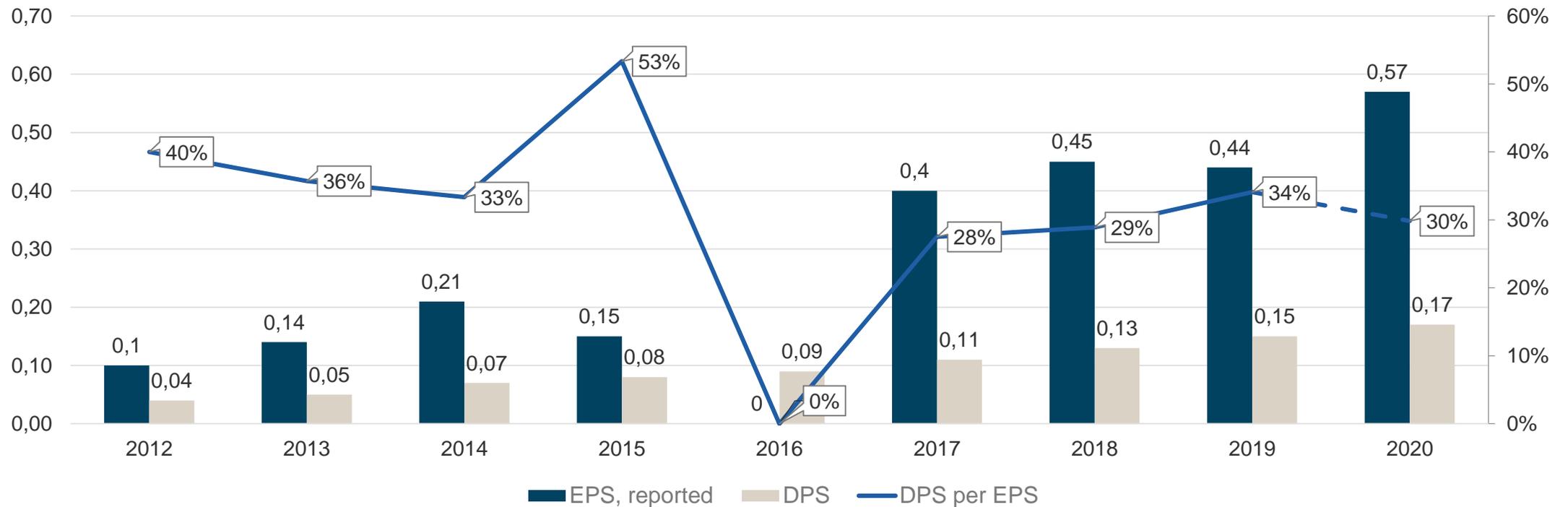
Dividend proposal and outlook for 2021

Long term targets



Dividend and dividend policy

- The Board proposes to the Annual General Meeting to decide on dividend of EUR 0.17 per share
- If the proposal will be accepted, dividend will increase for the 8th consecutive year
- Dividend policy suggests 1/3 of the earnings per share to be distributed as dividend



Outlook for 2021

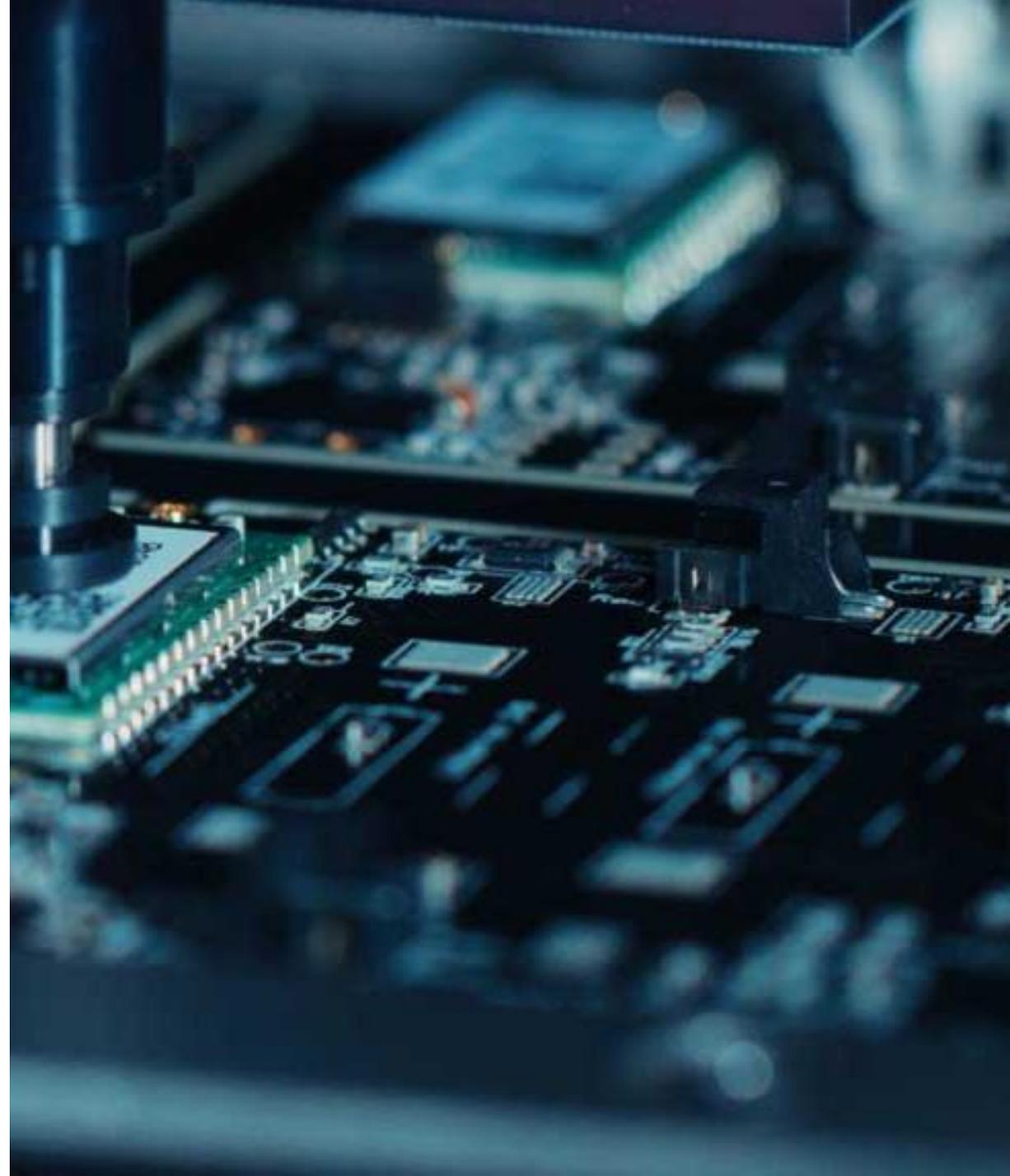
Scanfil estimates that its turnover for 2021 will be EUR 600 –640 million and its adjusted operating profit will be EUR 40–44million.

The guidance for 2021 involves uncertainty arising from the potential negative impact of the availability of certain materials, especially semiconductors, and Covid 19 pandemic on customer demand and the delivery capability of the component supply chain.



Long term targets

Scanfil's long term target: In 2023, Scanfil is organically aiming for EUR 700 million turnover and 7% operating profit.



Investor relations and analysts following Scanfil

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Read more about Scanfil as an investment: <https://www.scanfil.com/investors/>

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