

SCANFIL

Q4/2023

CHRISTOPHE SUT, CEO
KAI VALO, CFO

23 FEBRUARY 2024



Highlights for Q4/2023

Q4/2023

217.7 M€ / 4.9%
Turnover ex. spot / YoY, %

220.8 M€ / -0.7%
Turnover / YoY, %

13.4 M€ / 0.4%
Operating Profit / YoY, %

6.1% / 6.0%
Operating Margin in 23 / 22

0.17 € / 3.9%
EPS / YoY, %

- Turnover growth excluding spot-market purchases was 4.9%
- Continue strong development driven by Energy Clean tech segment
- Excluding one-off costs for the efficiency improvement, customer settlement, spot-market purchases and other material invoicing the operating margin was 6.7%
- Efficiency program to generate EUR 1.7 million annual savings



Key events in the fourth quarter

Taking steps to towards more sustainable manufacturing



Medical device manufacturing partnership with Braincool



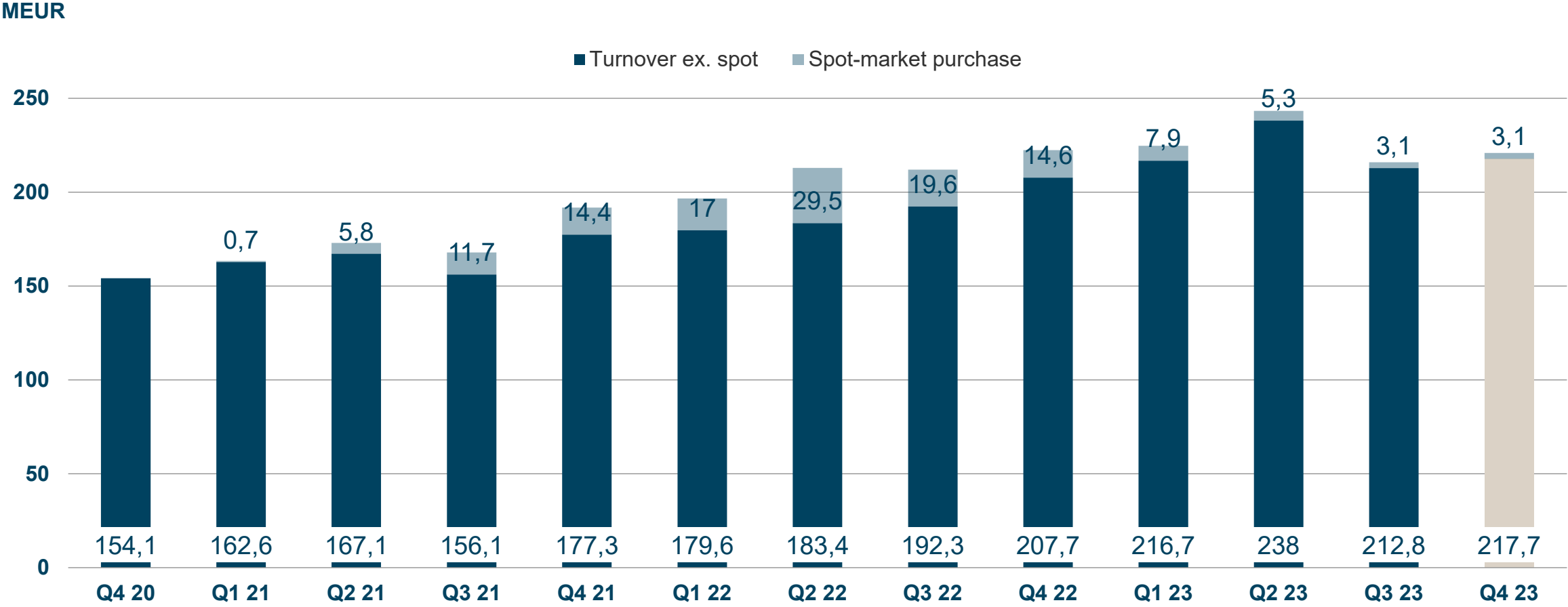
Employee engagement on high level and still improving



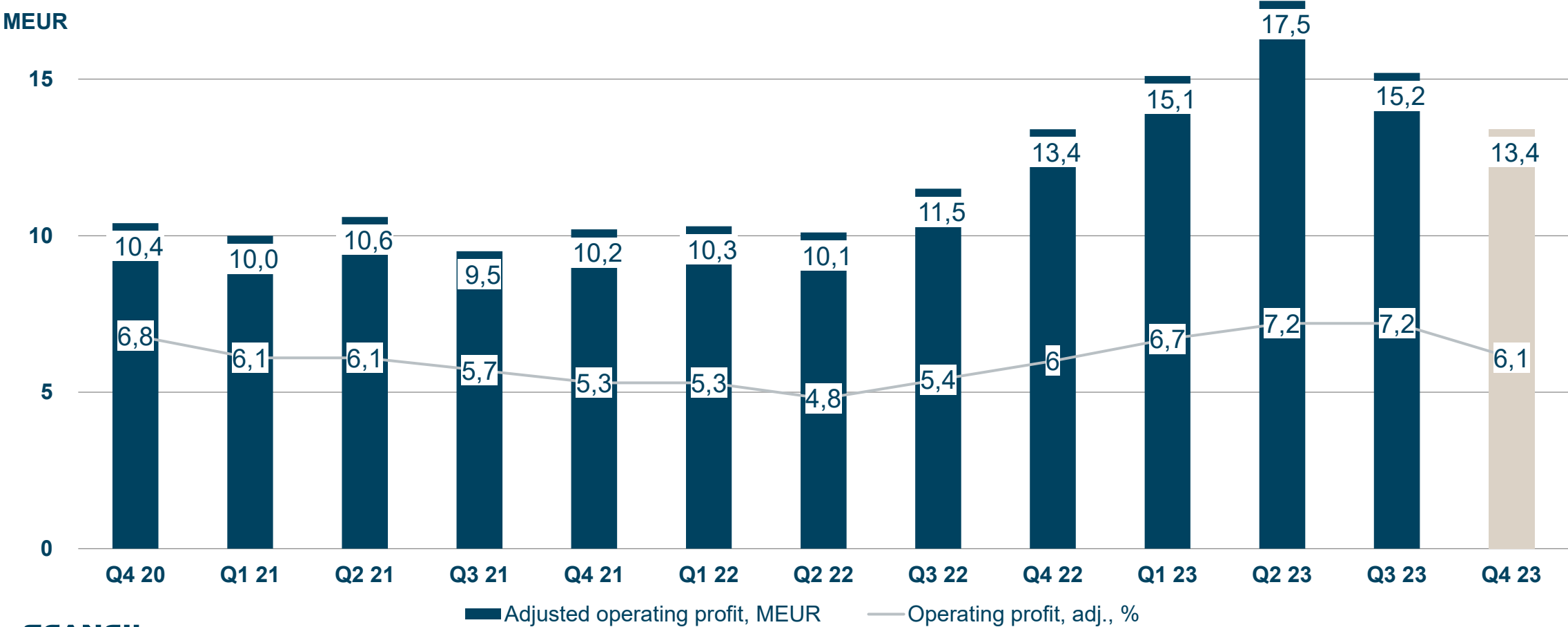
Sharpe increase in customer satisfaction



Turnover Q4/2020–Q4/2023



Operating profit Q4/2020–Q4/2023



Customer Segments



Advanced Consumer Applications



Automation & Safety



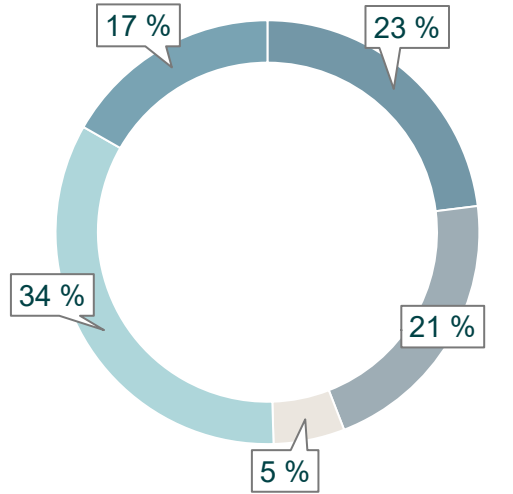
Connectivity



Energy & Cleantech



Medtech & Life Science

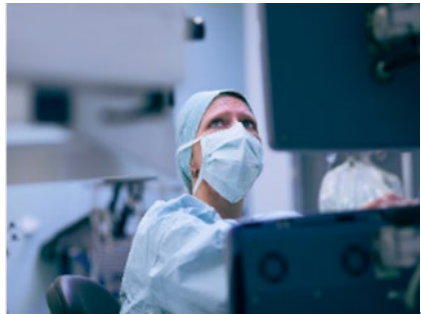
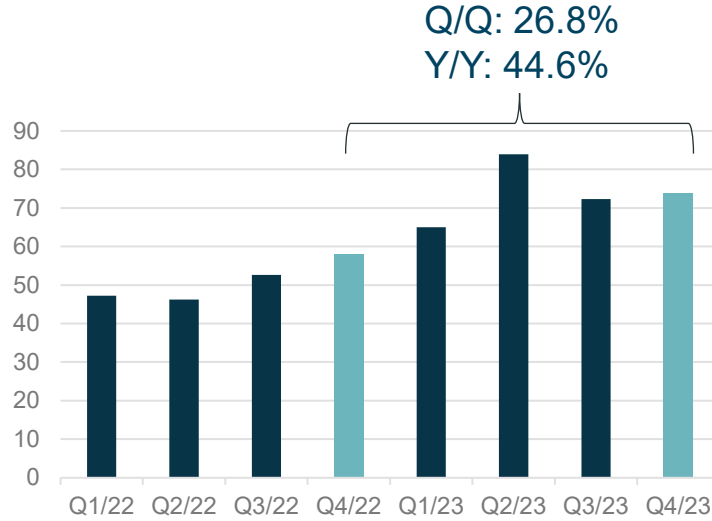


- Advanced Consumer Applications
- Automation & Safety
- Connectivity
- Energy & Cleantech
- Medtech & Life Science

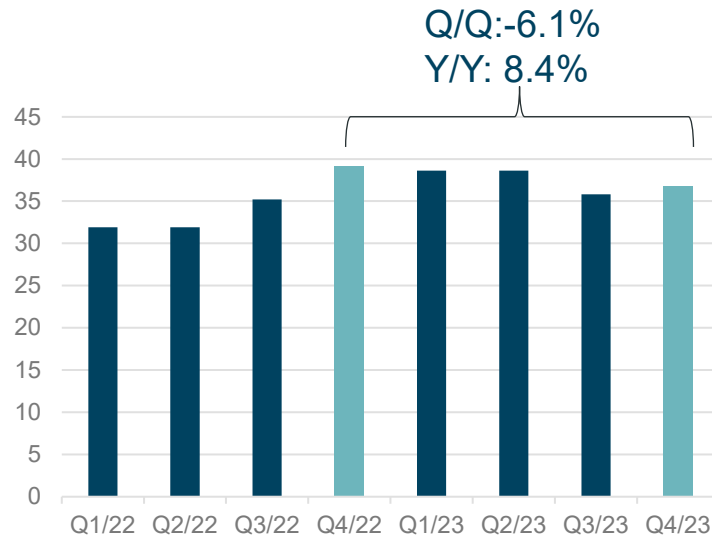
Segment development



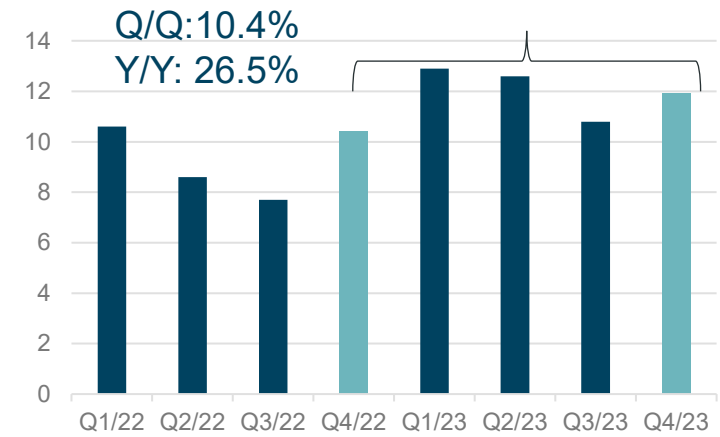
Energy & Cleantech



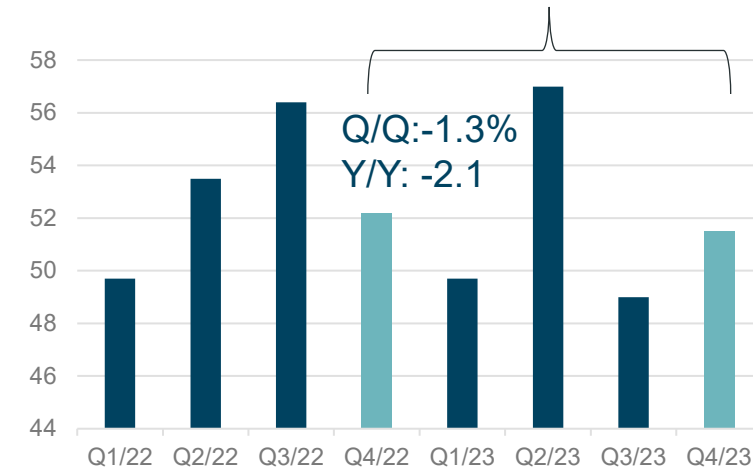
Medtech & Life Science



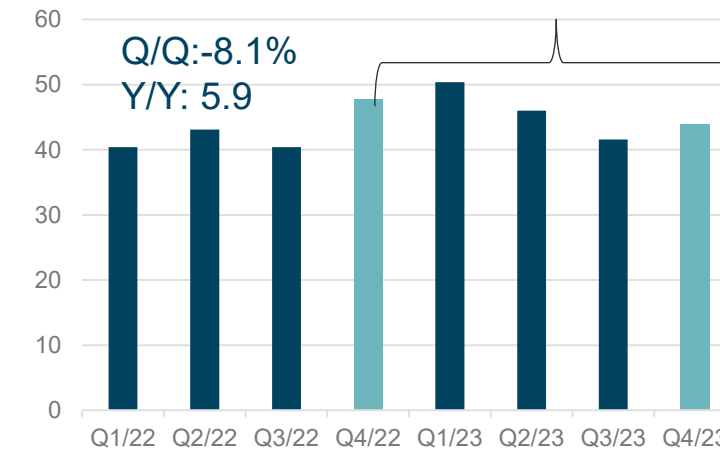
Connectivity



Advanced Consumer Applications



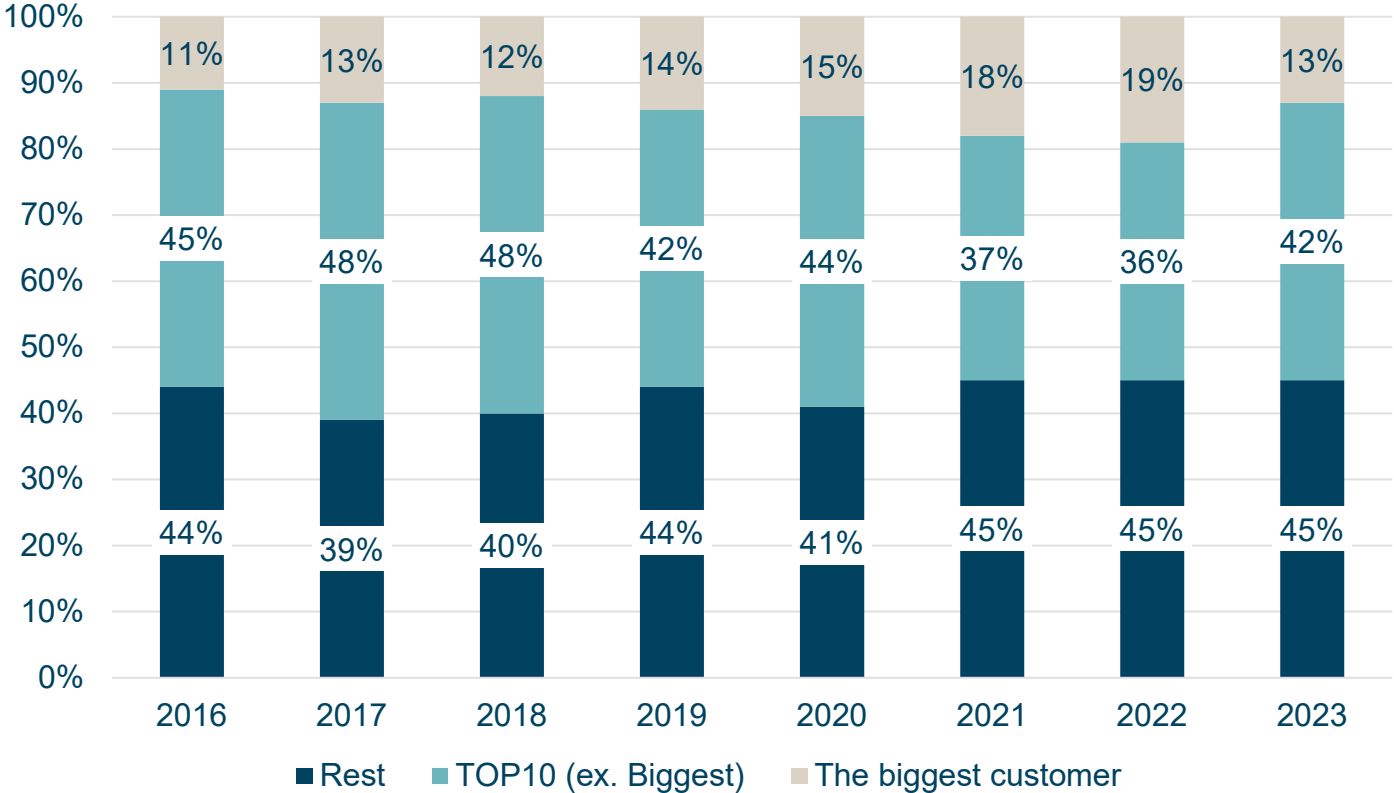
Automation & Safety



Balanced customer-risk



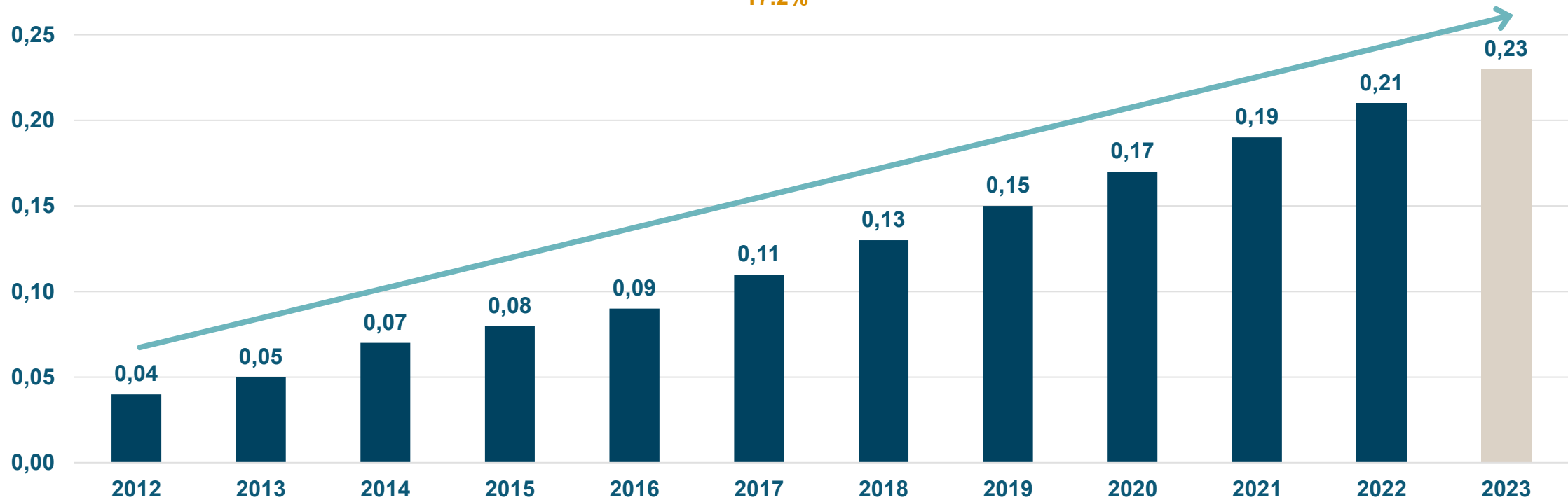
Toyota Material Handling Europe is part of Toyota Industries Corporation, the global number one in material handling since 2001.



Growing dividend and pay-out ratio

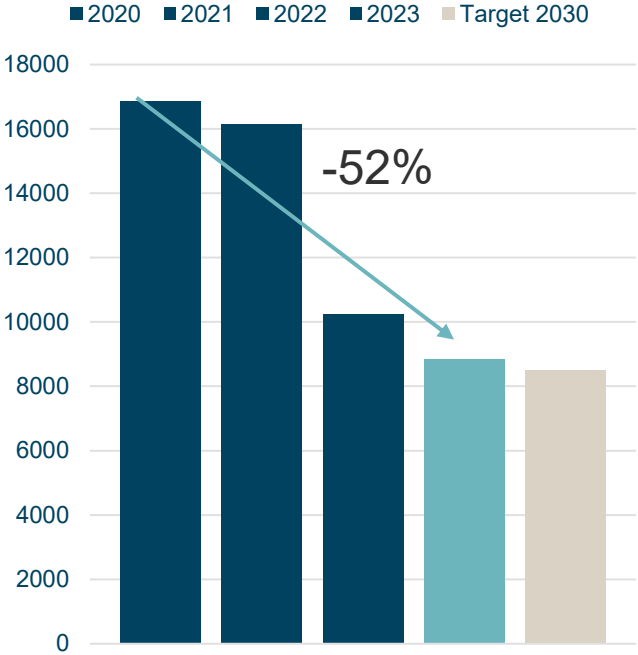
- Dividend has increased since 2012
- Scanfil aims to distribute approximately 1/3 of the EPS

CAGR
17.2%

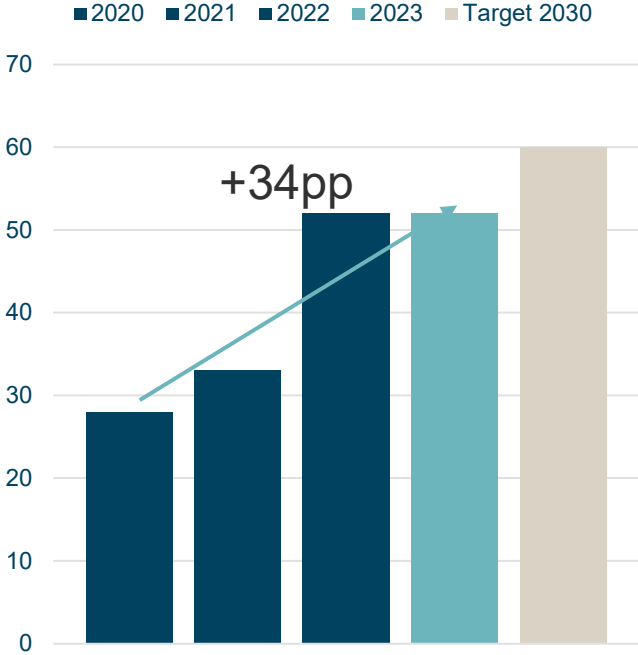


ESG Development

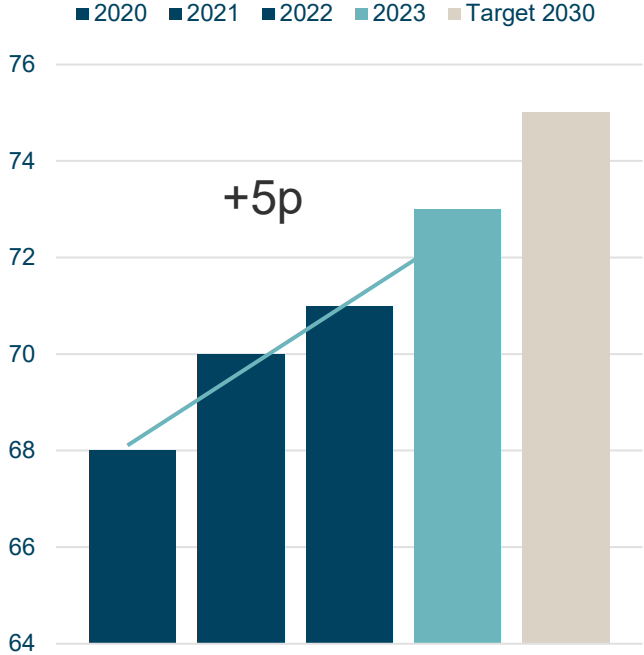
CO2 emissions



Share of fossil free energy, %

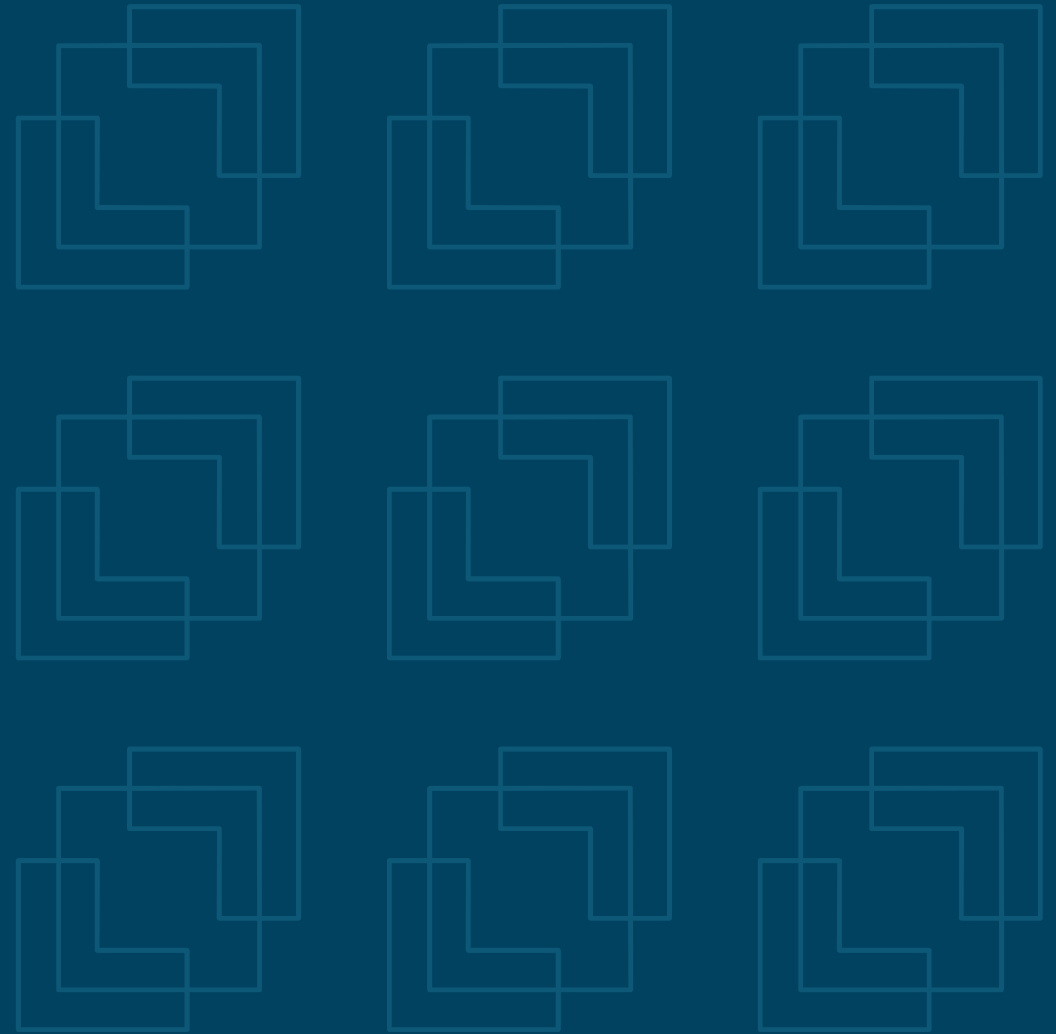


Employee satisfaction



Financials

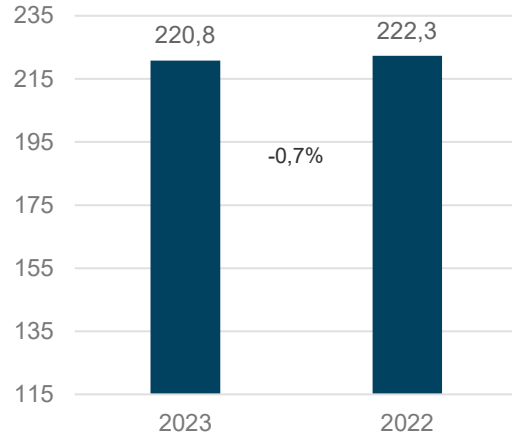
CFO Kai Valo



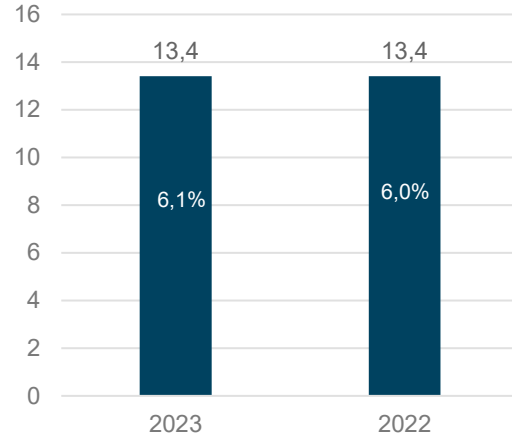
Income statement summary

Q4/2023

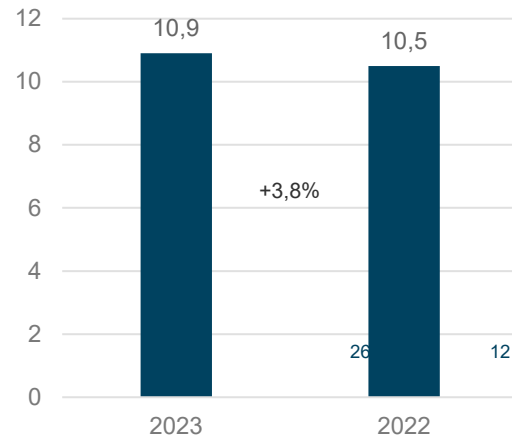
Turnover



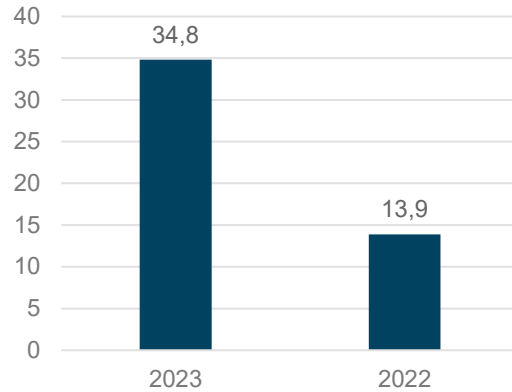
Operating Profit



Net Profit

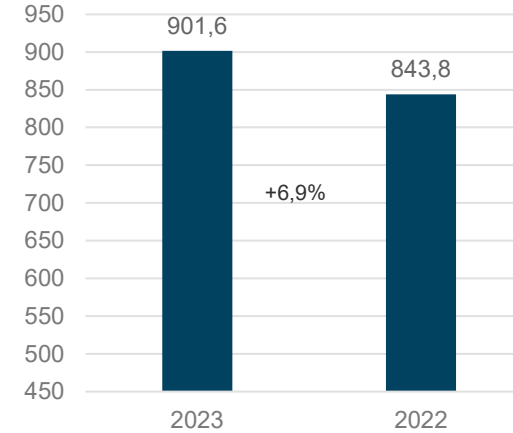


Net Cash Flow From the Operations

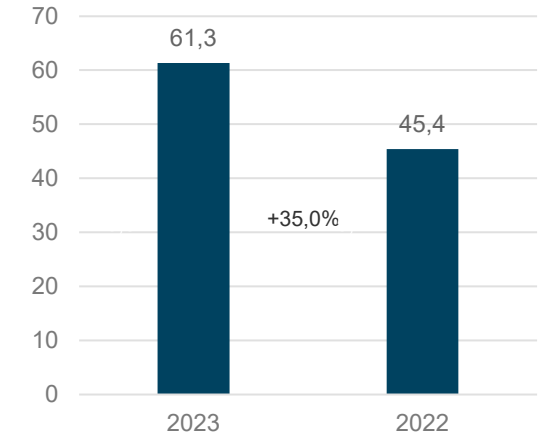


2023

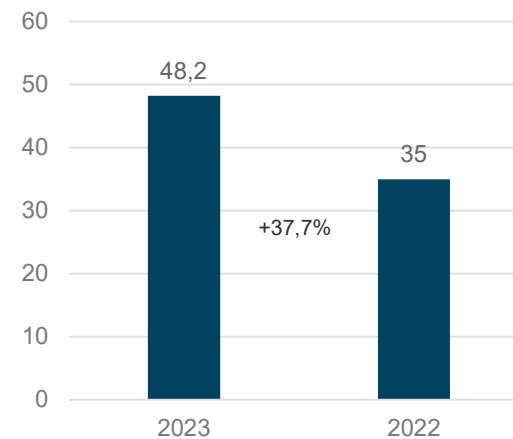
Turnover



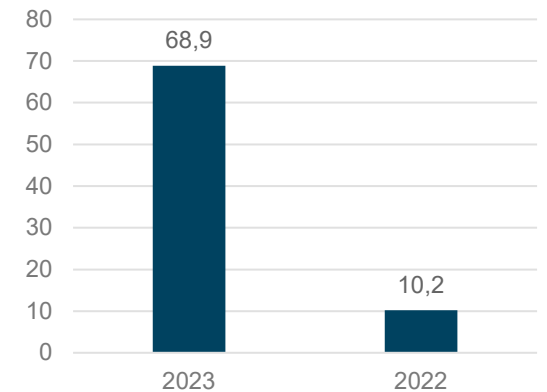
Operating Profit



Net Profit

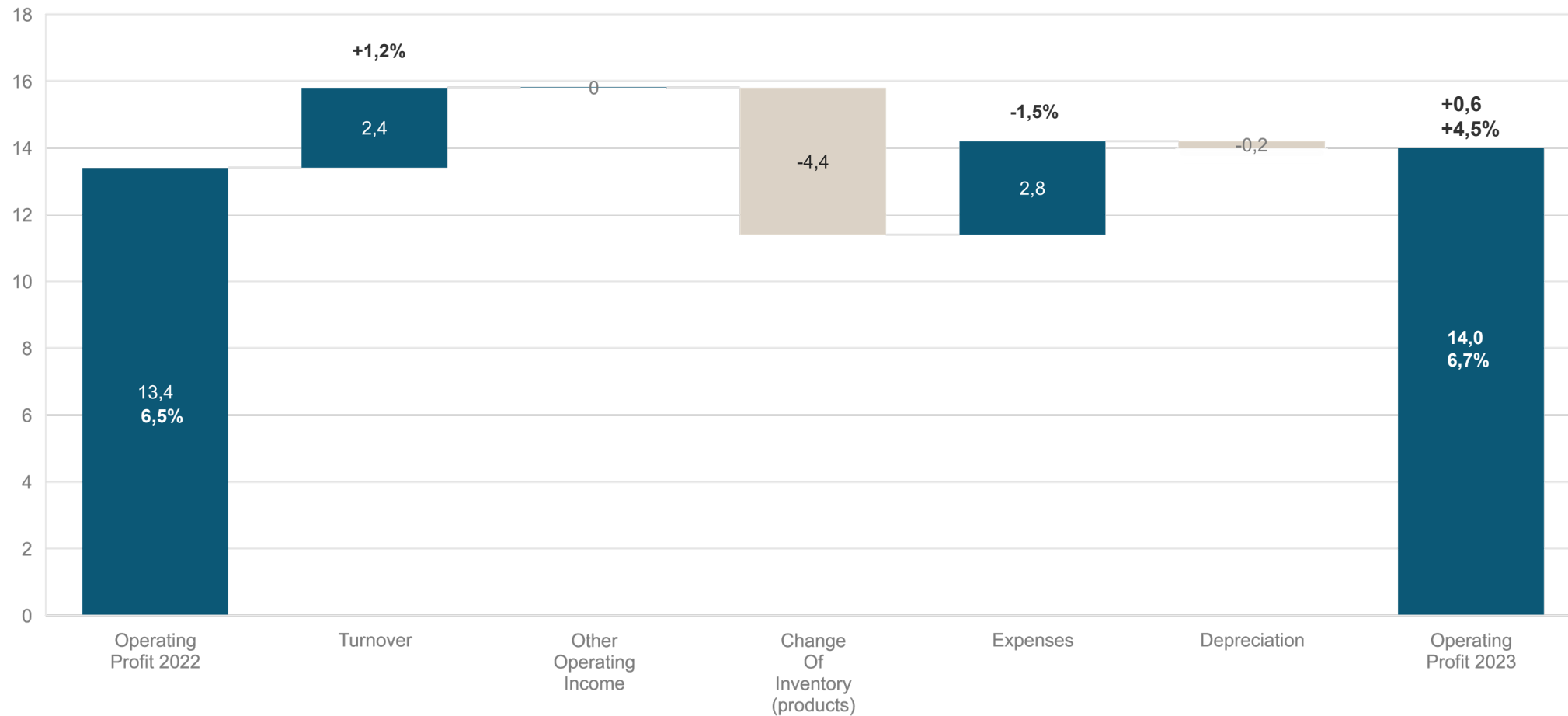


Net Cash Flow From the Operations

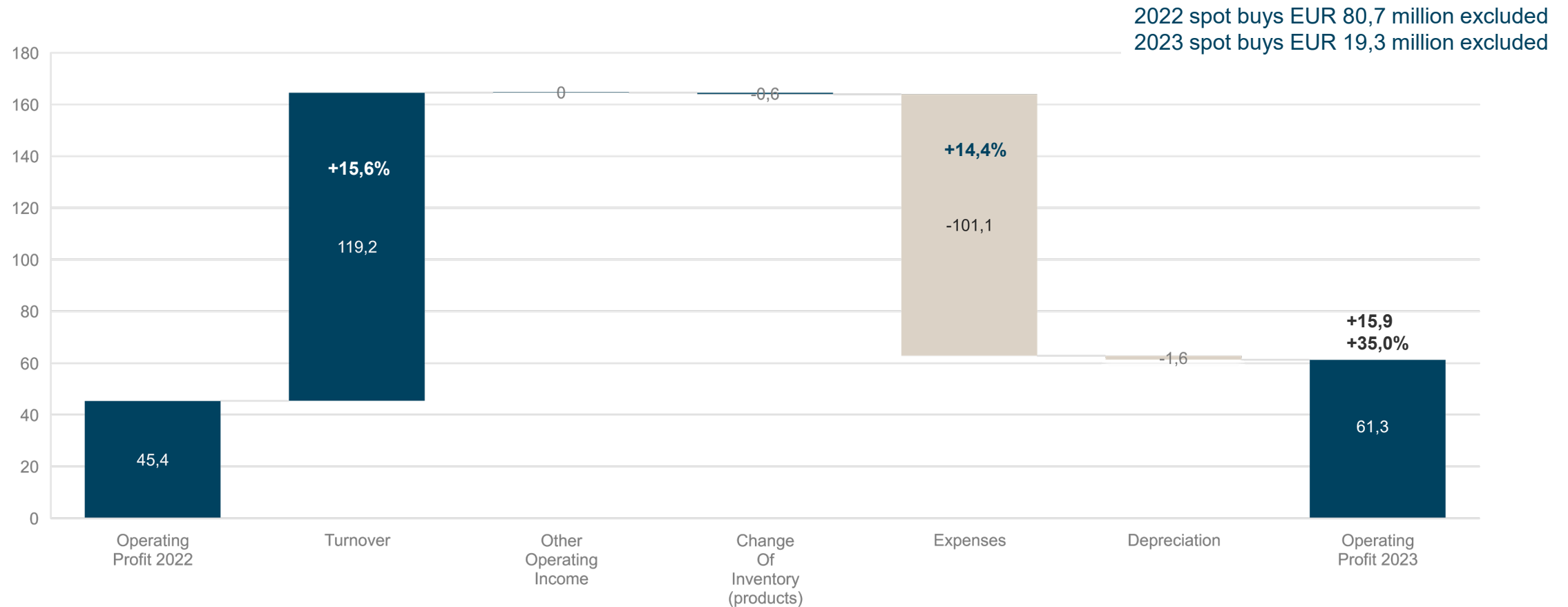


Operating profit Q4: Strong profitability (ex. spot buys, material and one time)

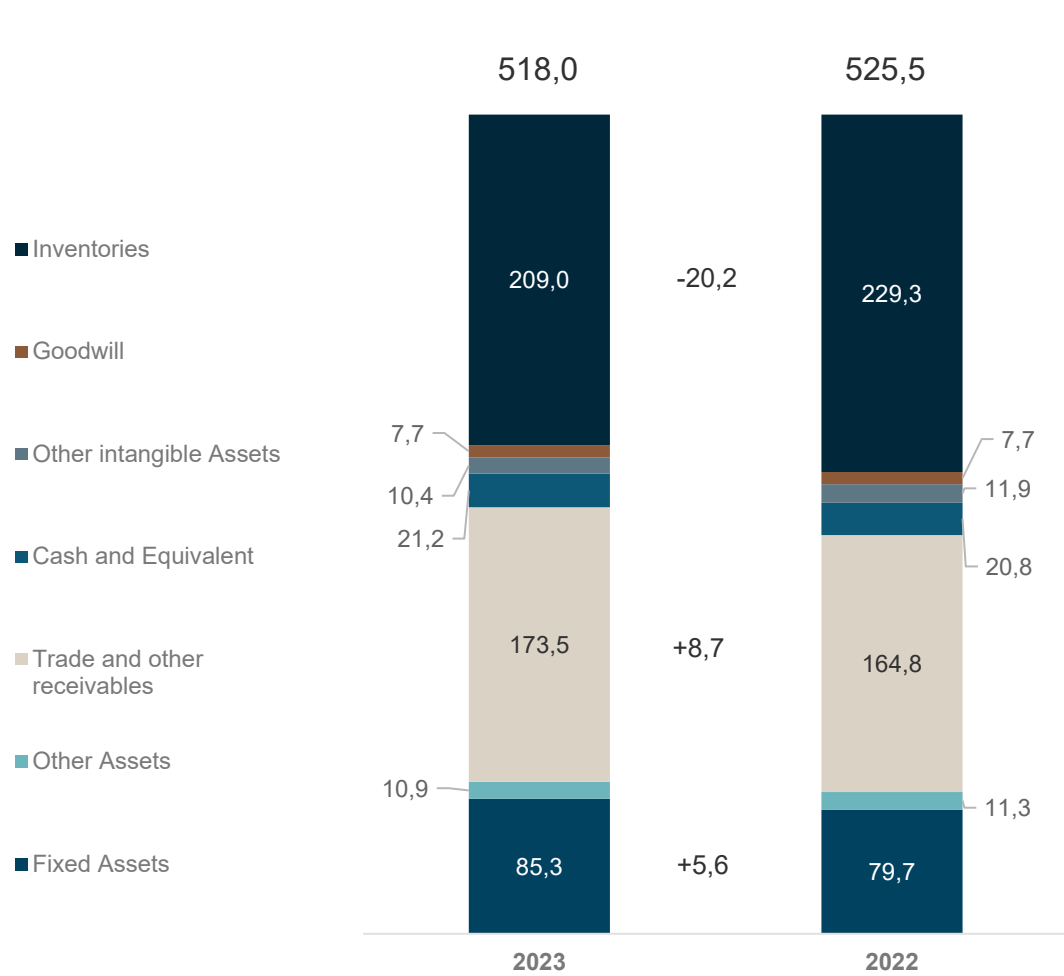
2022 spot buys EUR 14,6 million excluded
2023 spot buys and material sales EUR 10,7 million excluded



Full-year operating profit: Strong profitability (ex. spot buys)

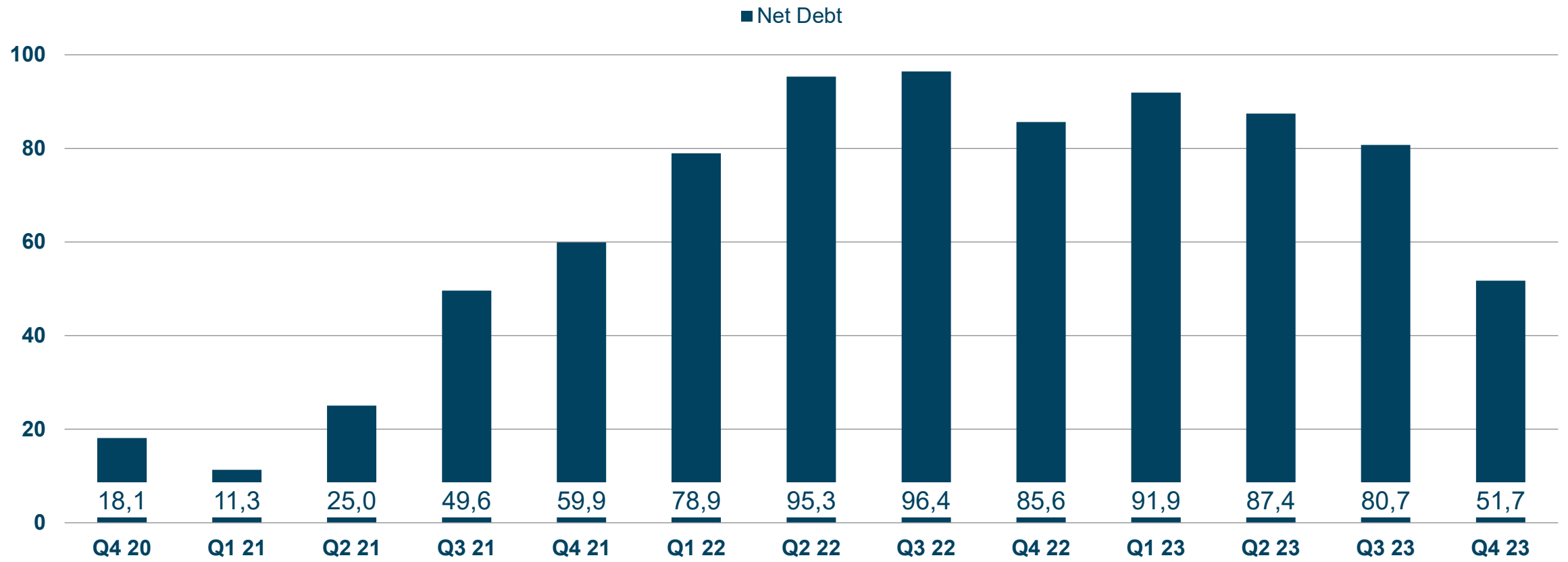


Balance Sheet

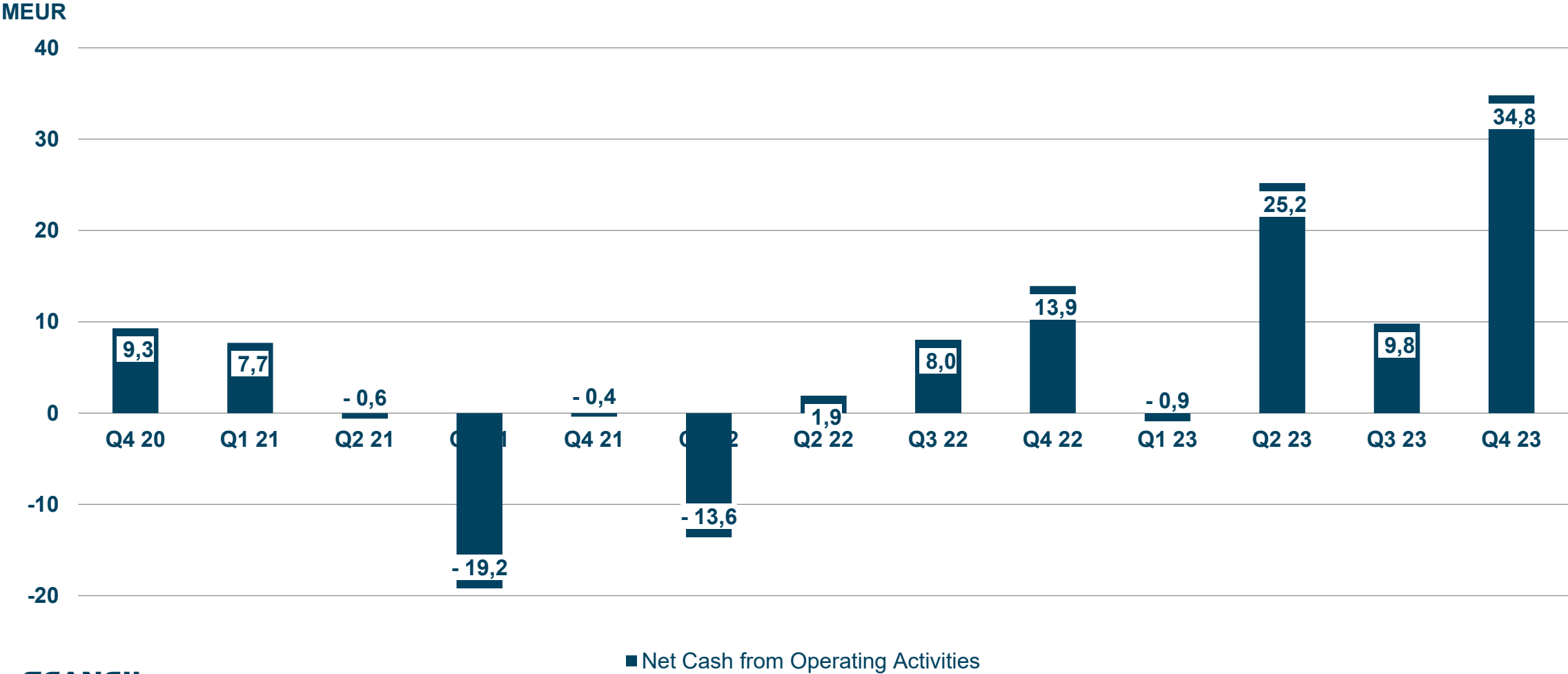


Net debt Q4/2020–Q4/2023

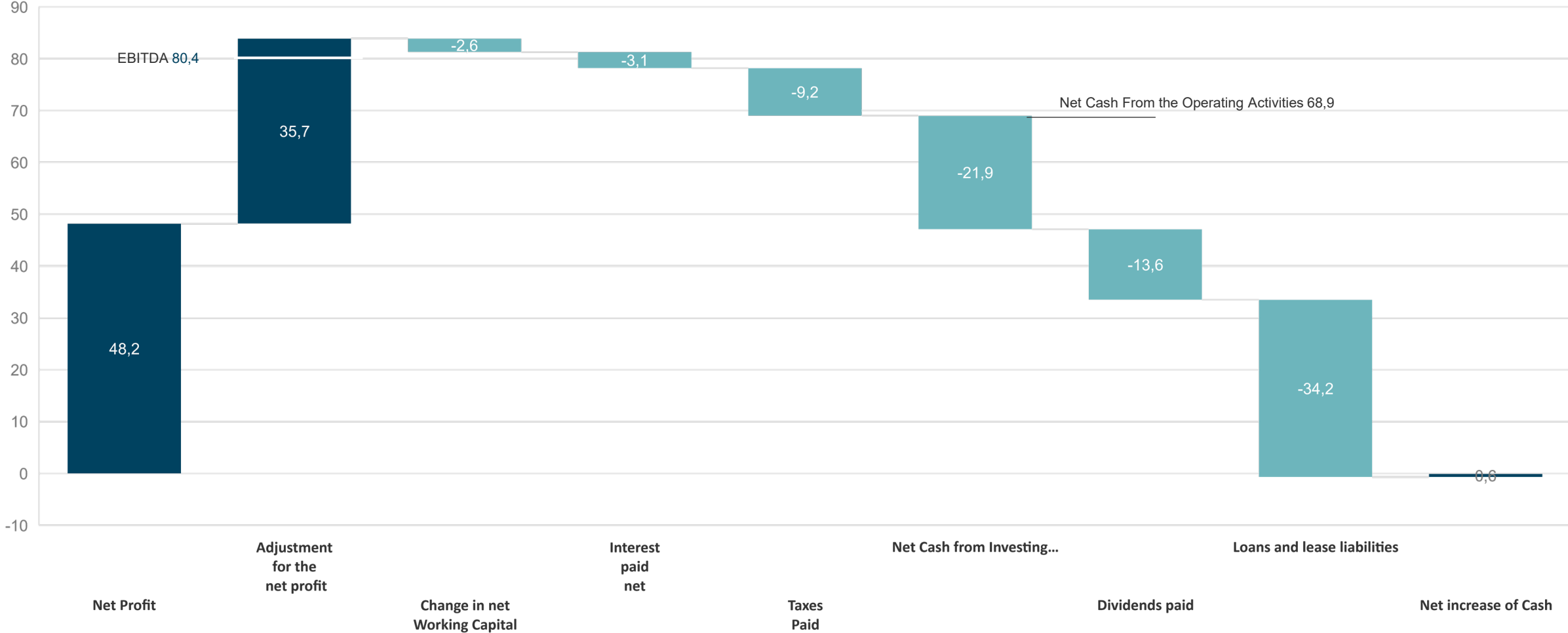
MEUR



Net cash from operating activities Q4/2020–Q4/2023

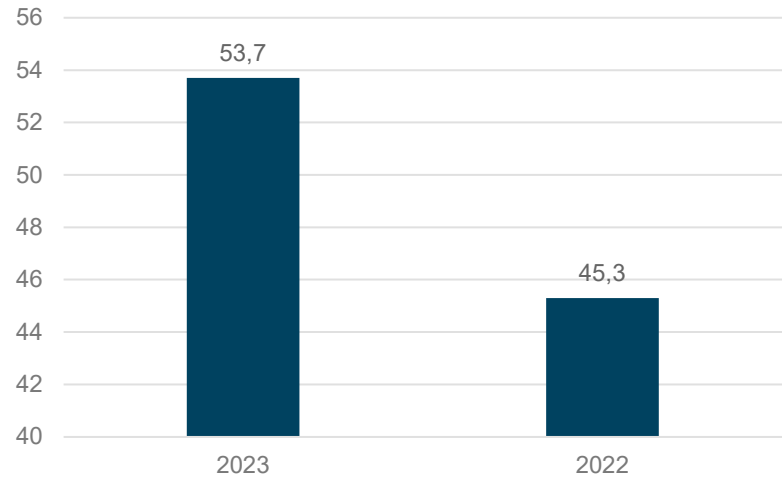


Cash flow in 2023

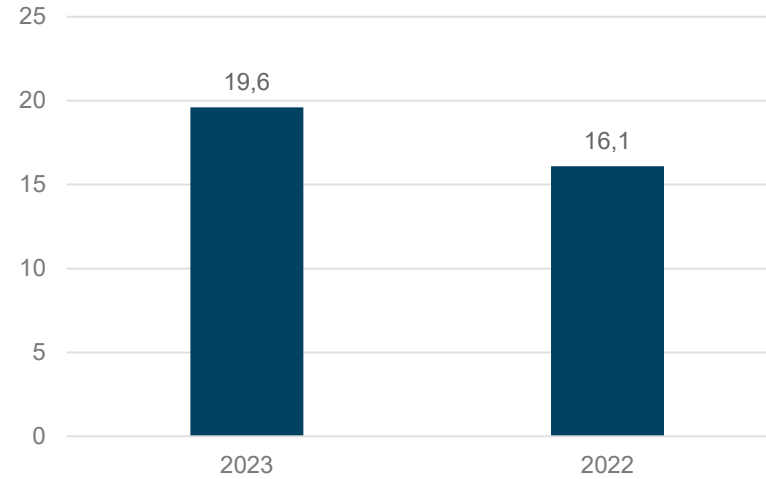


Key figures

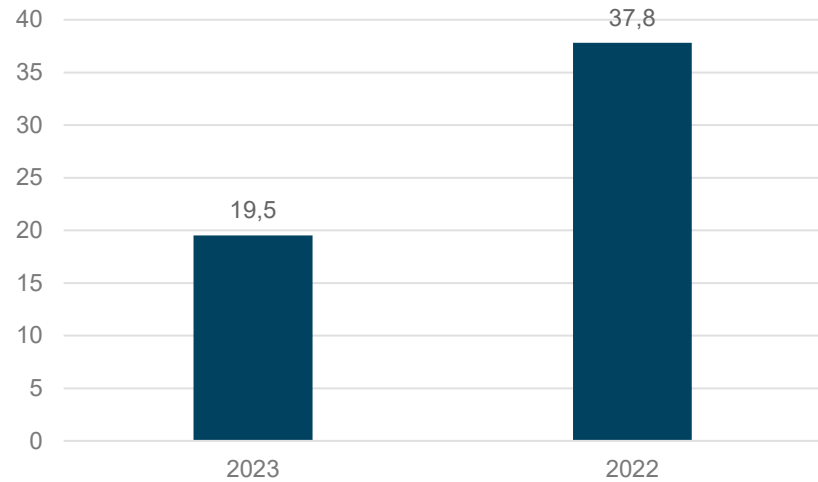
Equity Ratio



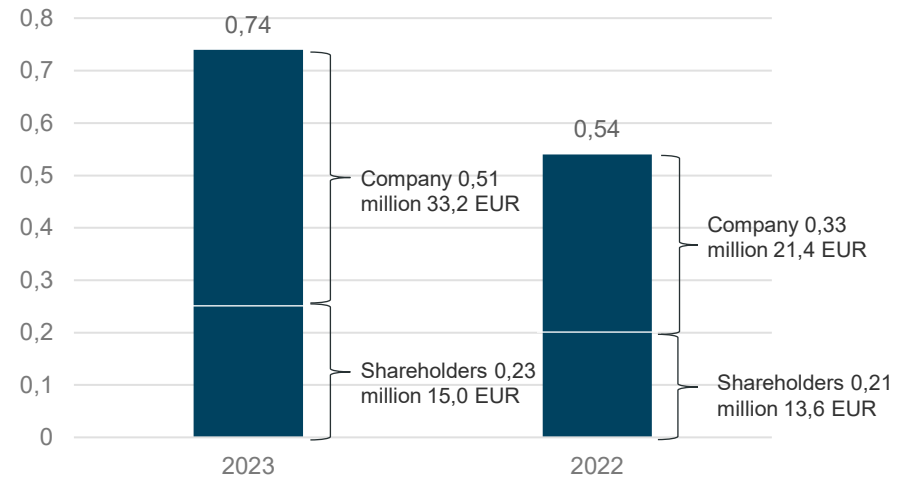
ROE



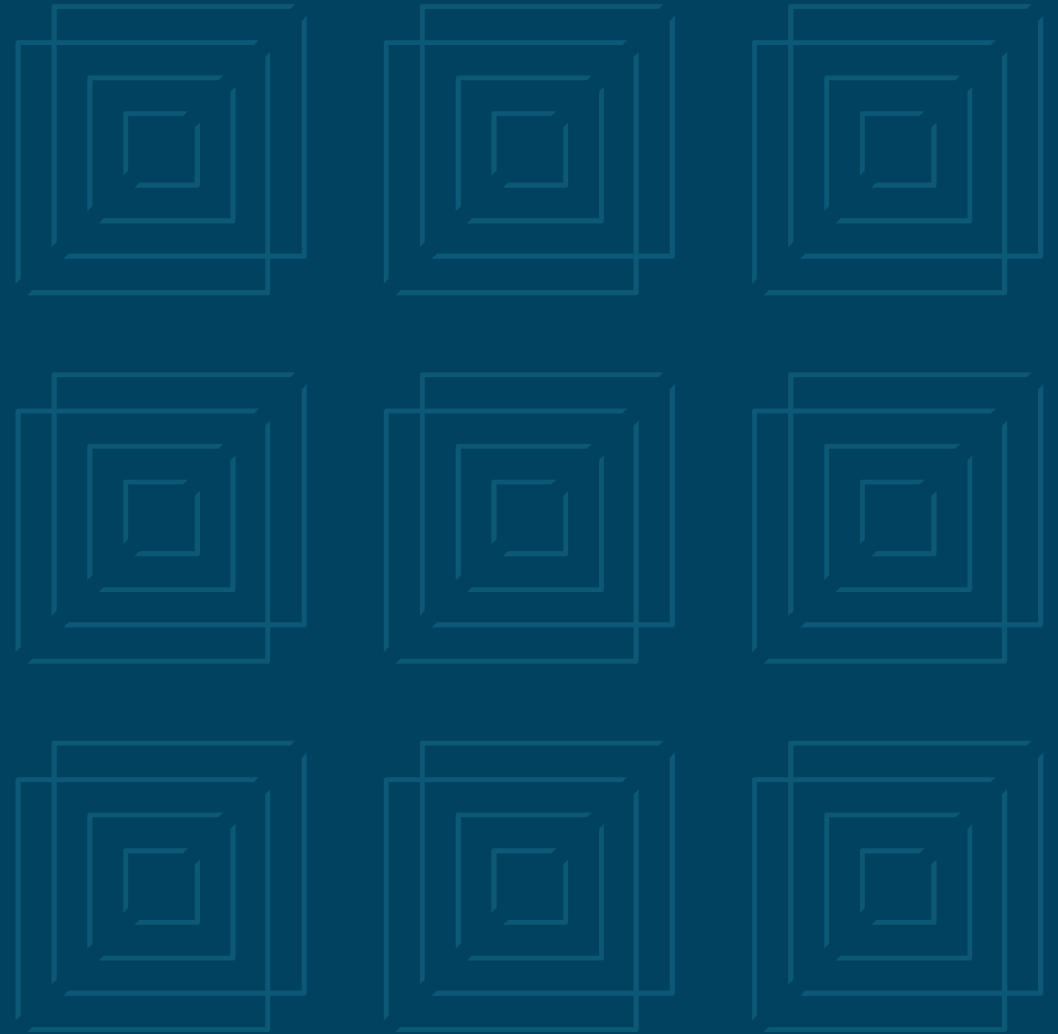
Net Gearing



Earnings Per Share



Key takeaways and outlook



Key takeaways

- Record Year 2023
 - The revenue organic growth was 15%
 - Record profit of EUR 61,3 million and operating margin level of 6.8%
 - Cash flow – EUR 68.9 million
 - Energy transformation and sustainability drives the market
 - Dividend proposal EUR 0.23 per share – growth since 2012
- Preparing for growth
 - Increased manufacturing capabilities in Poland and USA
 - Continue to build a strong position in Energy & Cleantech segment
 - Major steps in digitization and automation of our operations
 - Strong financial position enable future growth opportunities



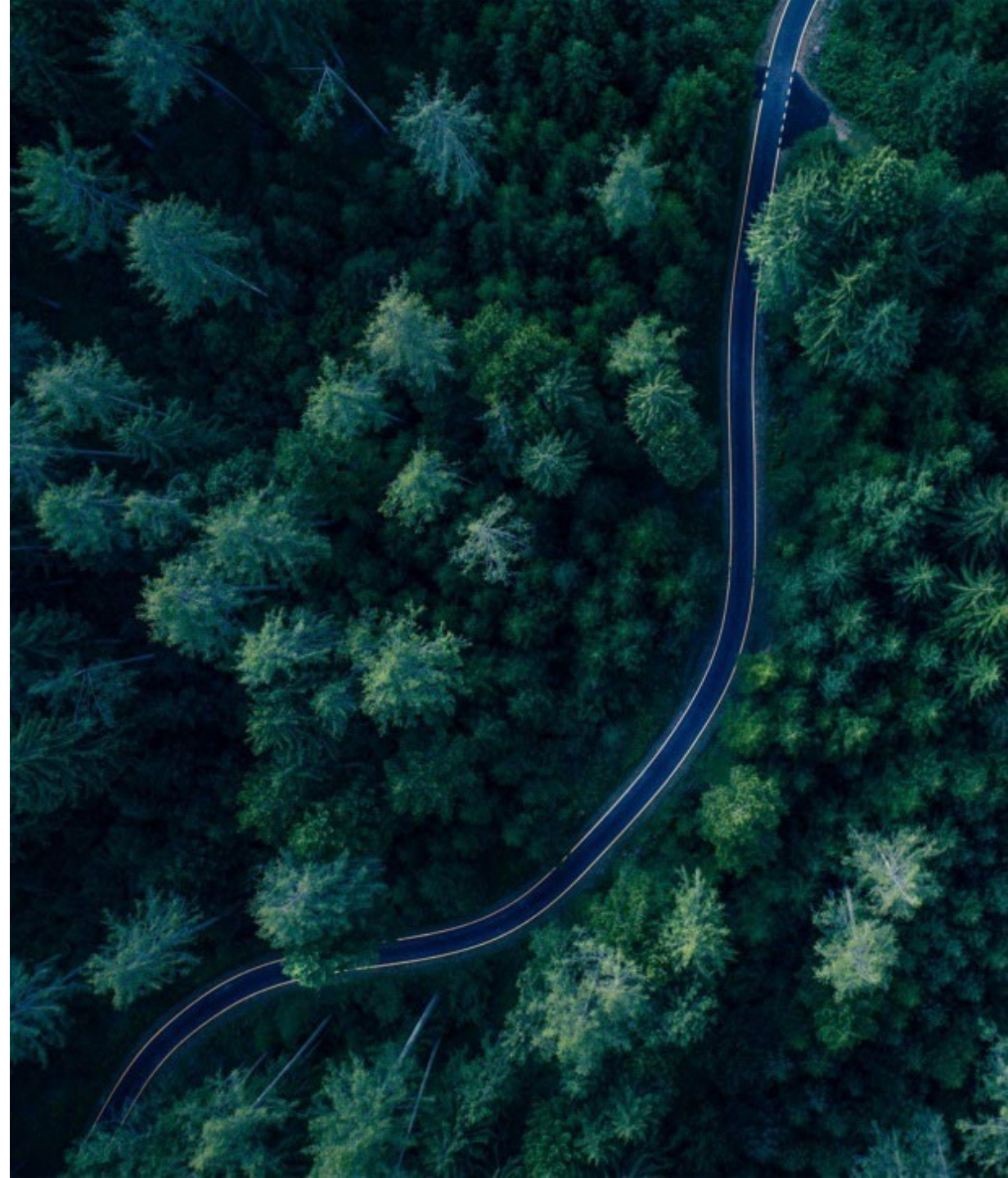
Scaling up for the future growth. Sieradz plant system integration area.

Outlook and focus in 2024

We expect our turnover to be EUR 820–900 million and adjusted operating profit to be EUR 57–65 million.

Focus areas:

- Continue development of our strong market segments – Energy & Cleantech and Medtech & Life Science
- Securing profitability with efficiency improvements: automation and digitalization
- Gearing for growth in H2/2024



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Q&A



Capital Markets Day on 5 March in Stockholm

Scanfil will have its first Capital Markets Day outside of Finland. The event will be organized as a hybrid event. Address for physical participation is WTC Stockholm, Klarabergsviadukten 70, 111 64 Stockholm, Sweden.

Our Management team will give presentations about e.g. strategy, financial targets, growth prospects, and efficiency improvements through automation and process planning.

Please enroll here: <https://www.scanfil.com/investors/cmd2024>



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