

# Scanfil Capital Markets Day

13.00-13.05 IRO Pasi Hiedanpää: Opening and practicalities

13.05-14.05 CEO Christophe Sut: Strategy, financial targets and ESG road map

14.05-14.35 CFO Kai Valo: Financials

14.35-14.50 Break

14.50-15.30 CCO Christina Wiklund: Customer segments and organic growth

15.30-15.50 CDO Riku Hynninen: Dream factory and offering

15.50-16.20 COO Timo Sonninen: Insight into Sieradz factory

16.20-16.30 CEO Christophe Sut: Closing remarks

16.30 Drinks & canapés



Sieradz expansion ground heating wells.

# Christophe Sut

**CEO (as of Septemeber 1, 2023)**

Christophe Sut (1973), a French and Swedish citizen. He was previously the President of Manufacturing Solution at Sandvik AB 2021–2023, Executive Vice President of Global Solutions 2016–2021 and Vice President of Business development 2014–2016 at ASSA ABLOY AB, and the Development Director, EMEA at CLIQ 2012–2014. Global Strategic Marketing Manager at Niscayah Group 2010–2012, and various marketing and development roles at ASSA ABLOY AB in Sweden and France 2001–2010. Various marketing roles at ITW Group and SAM Outillage 1997–2001. He holds a Master’s degree in Marketing and Sales, and a Bachelor’s degree in Languages and Mathematics.

December 31, 2023, Christophe Sut held 5,000 shares in Scanfil plc and he has option rights 2022(BI) for 120,000 shares.





SCANFIL

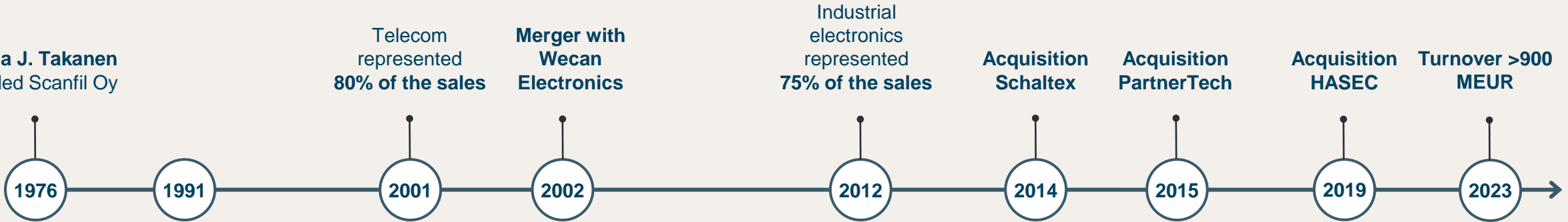
Scanfil plc

GEARED FOR GROWTH



# Scanfil milestones of growth

**Jorma J. Takanen**  
founded Scanfil Oy



**10 years of rapid growth**  
From 5 to 220 MEUR in sales

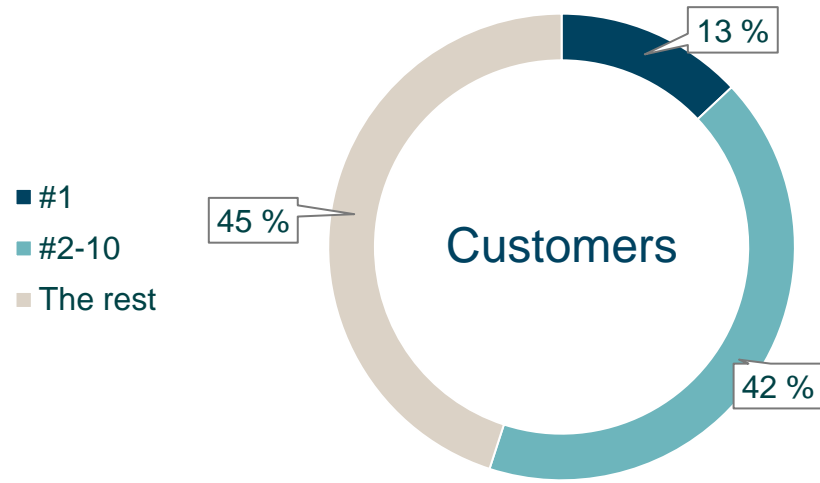
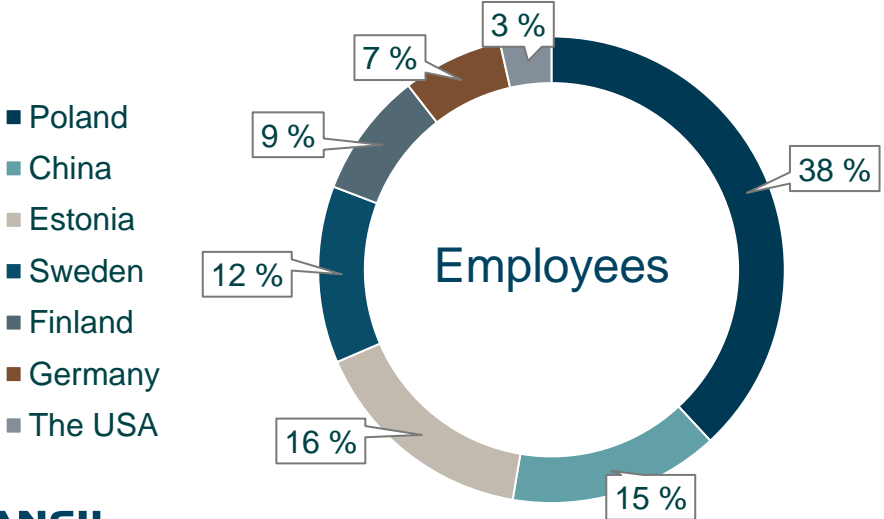
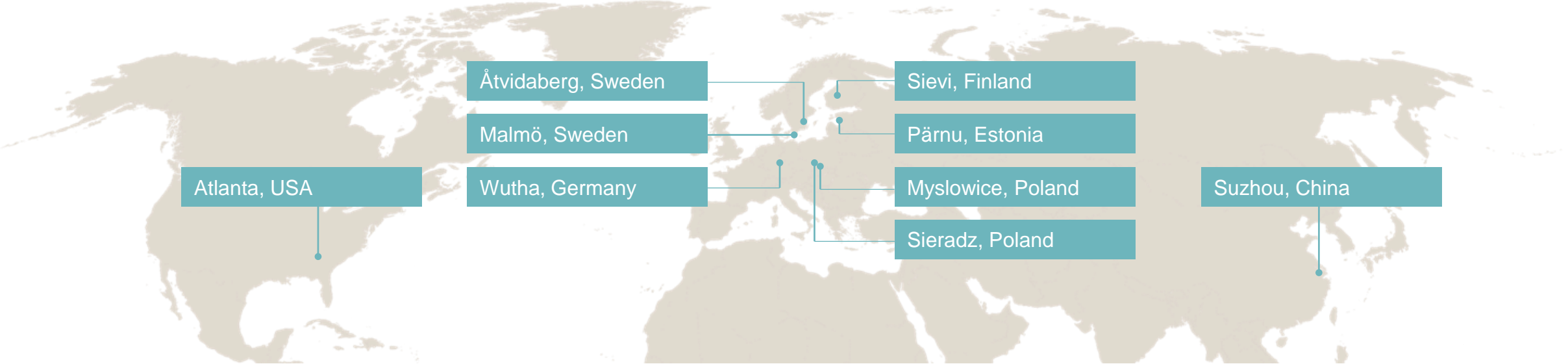
**Rapid internationalization**  
to developing countries

**Focus on Industrial Electronics**  
customers

**Expansion of customer base**

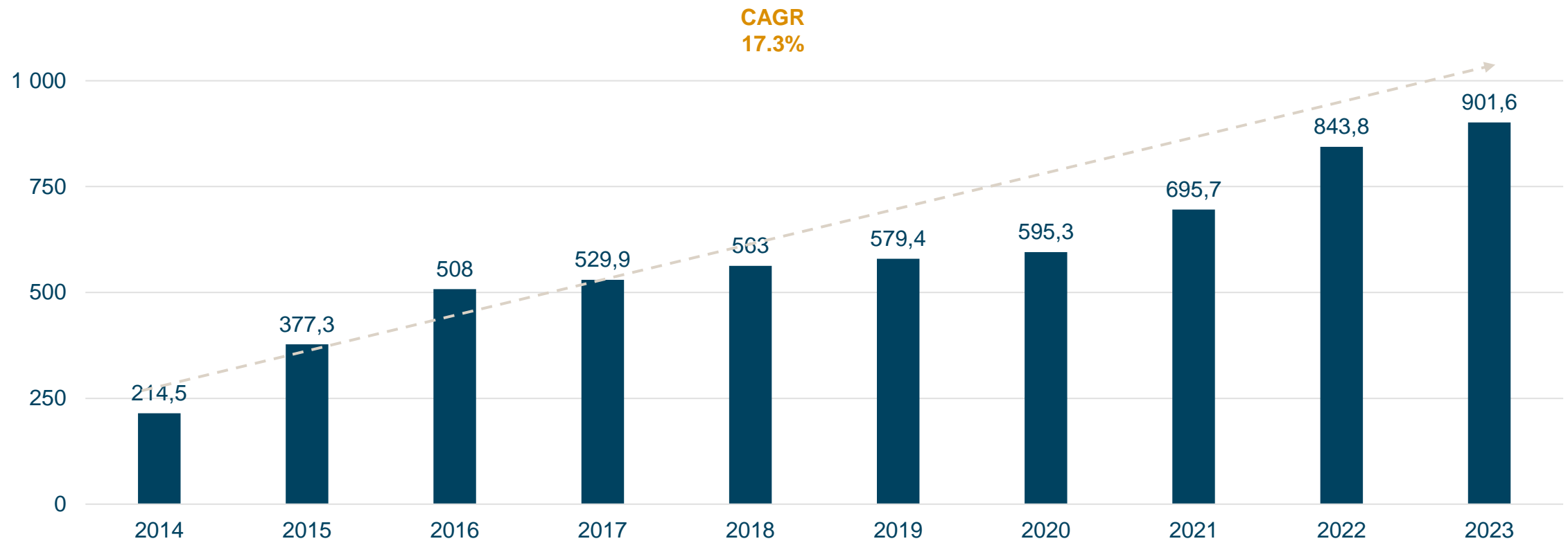
**High turnover growth**  
over 10% p.a.

# Scanfil's footprint

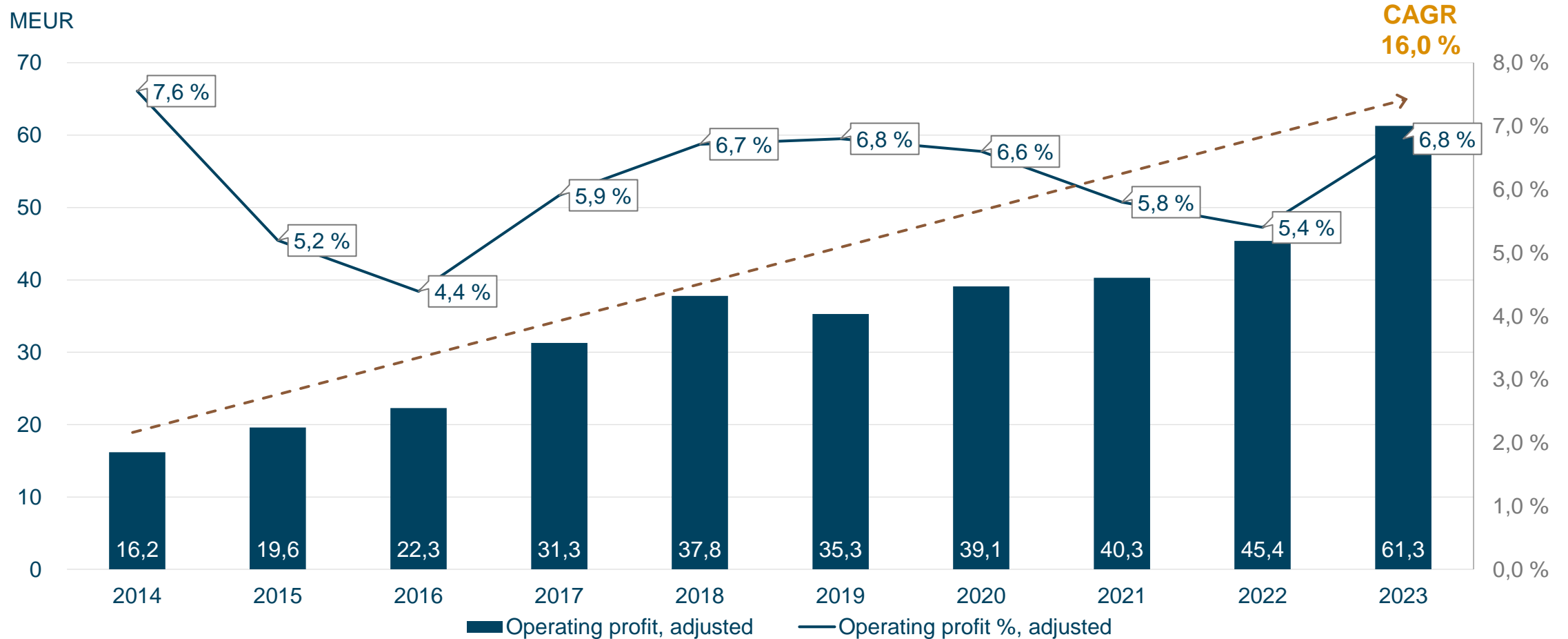


# Over a decade of continuous growth

- Growth is driven by the M&A and organic growth

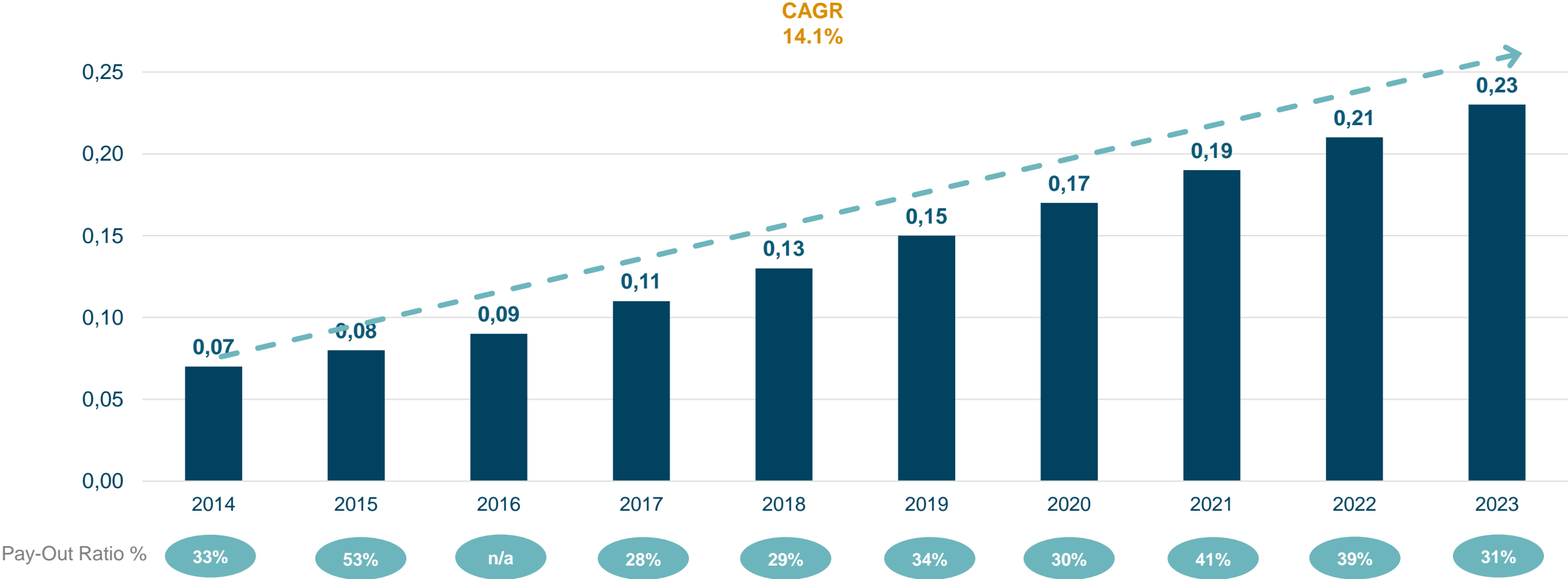


# Adjusted operating profit 2014–2023



# Increasing dividend

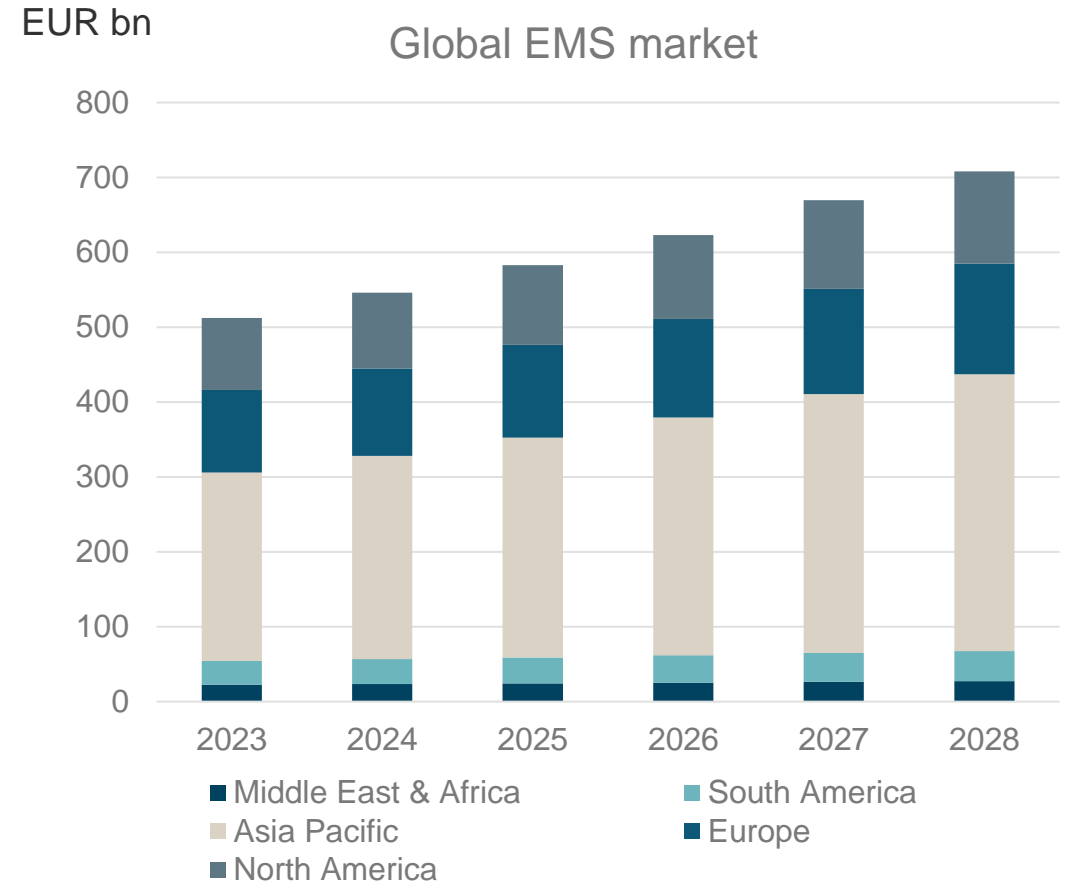
- Dividend increased already 11 years in a row
- Scanfil aims to distribute about 1/3 of the earnings per share





# Global EMS market trends

- The Global EMS market was valued at \$524.22B in 2022
- The EMS market is expected to reach \$769.8B by 2028, growing at a CAGR of 5.79% during 2023-2028
- The market is driven by various factors, including the increasing demand for consumer electronics, the growing complexity of electronic devices, and growing adoption of electronic manufacturing services



# Global EMS market trends – segments/verticals

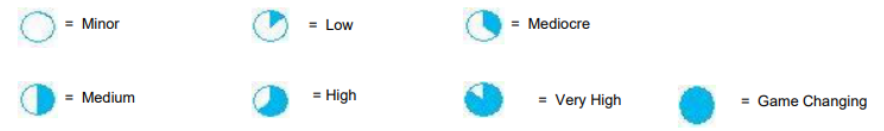
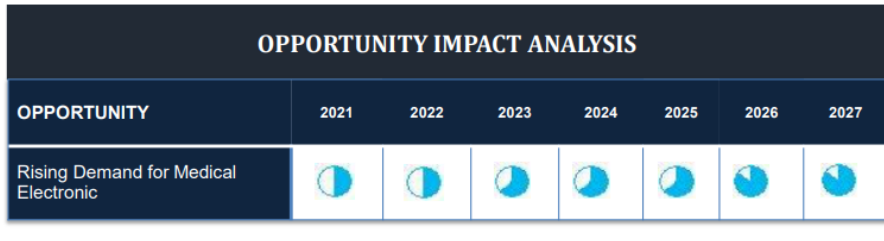
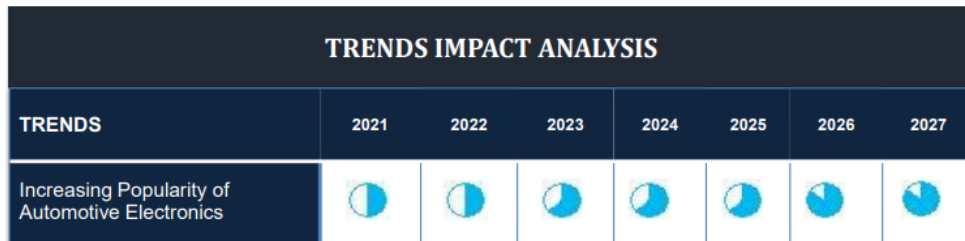
- Industrial, Medtech & Life Science, Energy & Cleantech amounted to 27.1% of the global EMS market in 2022
- Automotive Electronics and rising demand for Medical Electronics highlighted as segments with very high potential

Industry Verticals	2018	2019	2020	2021	2022
IT and Telecom	13.13%	13.51%	13.88%	14.24%	14.60%
Consumer Electronics	23.80%	23.72%	23.65%	23.57%	23.50%
Industrial	13.47%	13.38%	13.29%	13.20%	13.11%
Medtech and Life Science	10.40%	10.55%	10.69%	10.84%	10.99%
Automotive	19.56%	19.39%	19.22%	19.05%	18.89%
Aerospace & Defense	14.34%	14.17%	14.00%	13.83%	13.67%
Energy and Cleantech	2.92%	2.94%	2.96%	2.98%	3.00%
Others	2.38%	2.35%	2.32%	2.29%	2.26%
Total	100.00%	100.00%	100.00%	100.00%	100.00%

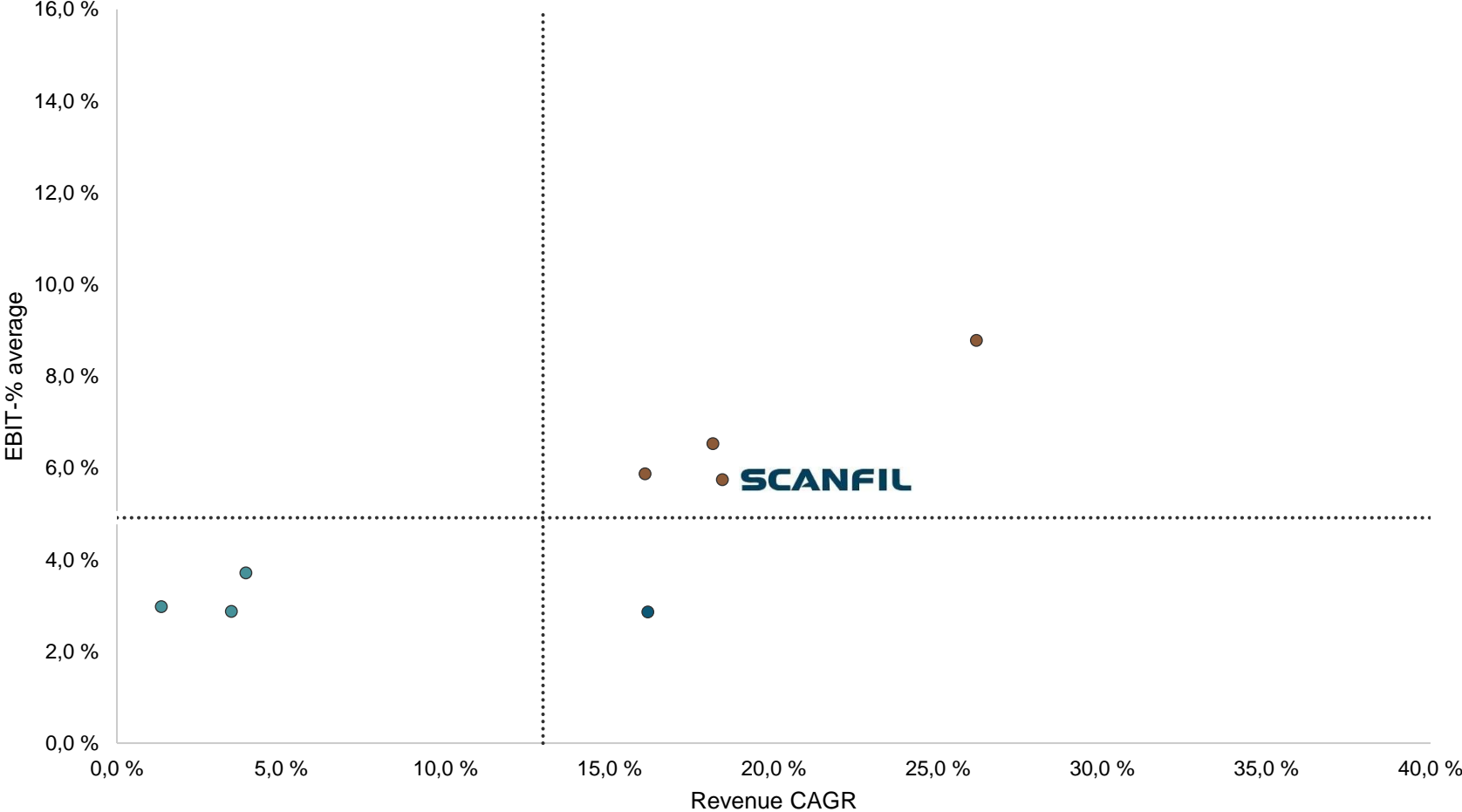
Source: Primary Research, Secondary Research, White Paper, Government Publications, Company Website, World Bank Statistics, AMA Research & Media LLP

Industry Verticals	2023	2024	2025	2026	2027	2028
IT and Telecom	14.96%	15.31%	15.65%	15.99%	16.32%	16.64%
Consumer Electronics	23.43%	23.35%	23.28%	23.20%	23.12%	23.05%
Industrial	13.01%	12.92%	12.84%	12.75%	12.67%	12.58%
Medtech and Life Science	11.13%	11.28%	11.43%	11.58%	11.73%	11.89%
Automotive	18.72%	18.56%	18.40%	18.24%	18.08%	17.93%
Aerospace & Defense	13.50%	13.33%	13.17%	13.01%	12.85%	12.70%
Energy and Cleantech	3.02%	3.04%	3.06%	3.08%	3.10%	3.11%
Others	2.23%	2.20%	2.18%	2.15%	2.13%	2.10%
Total	100.00%	100.00%	100.00%	100.00%	100.00%	100.00%

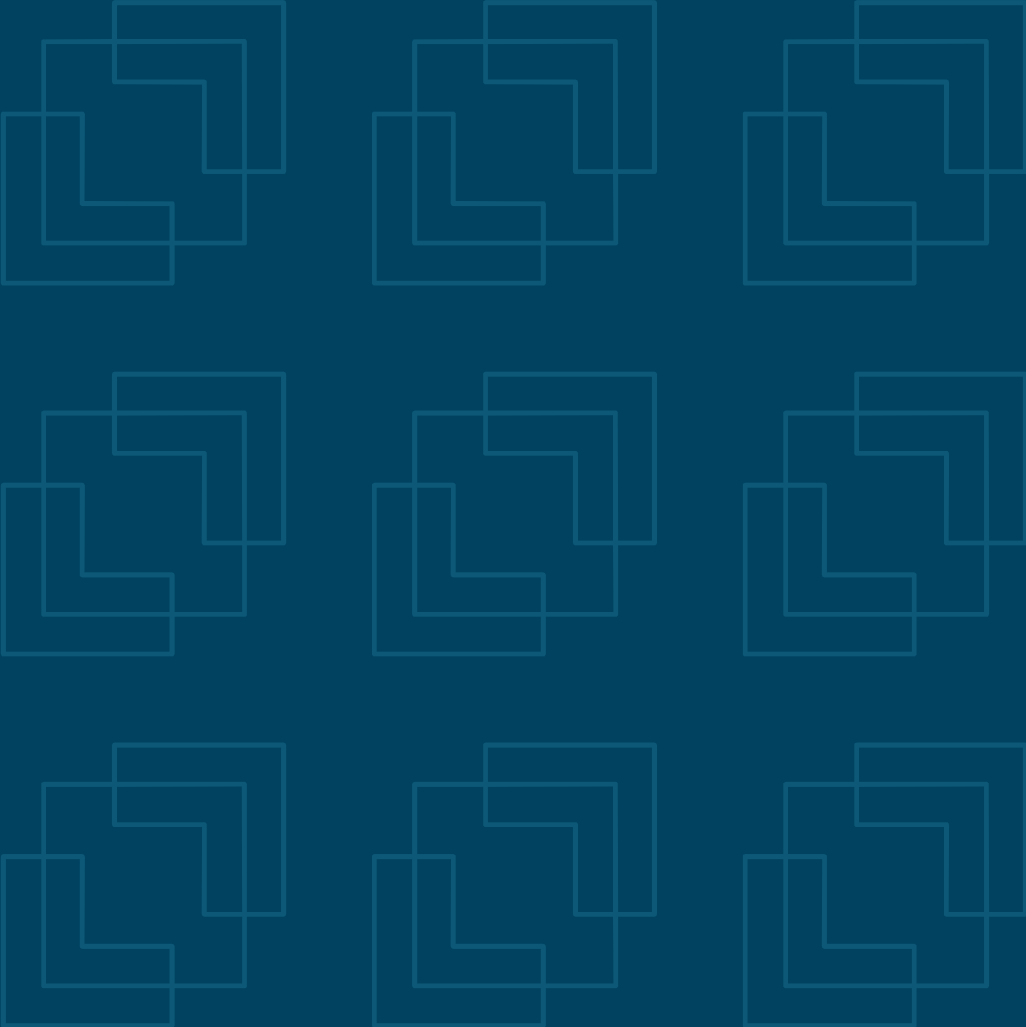
Source: Primary Research, Secondary Research, White Paper, Government Publications, Company Website, World Bank Statistics, AMA Research & Media LLP



# Growth and EBIT 10 years – Competition analysis



# Geared for growth



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## Vision

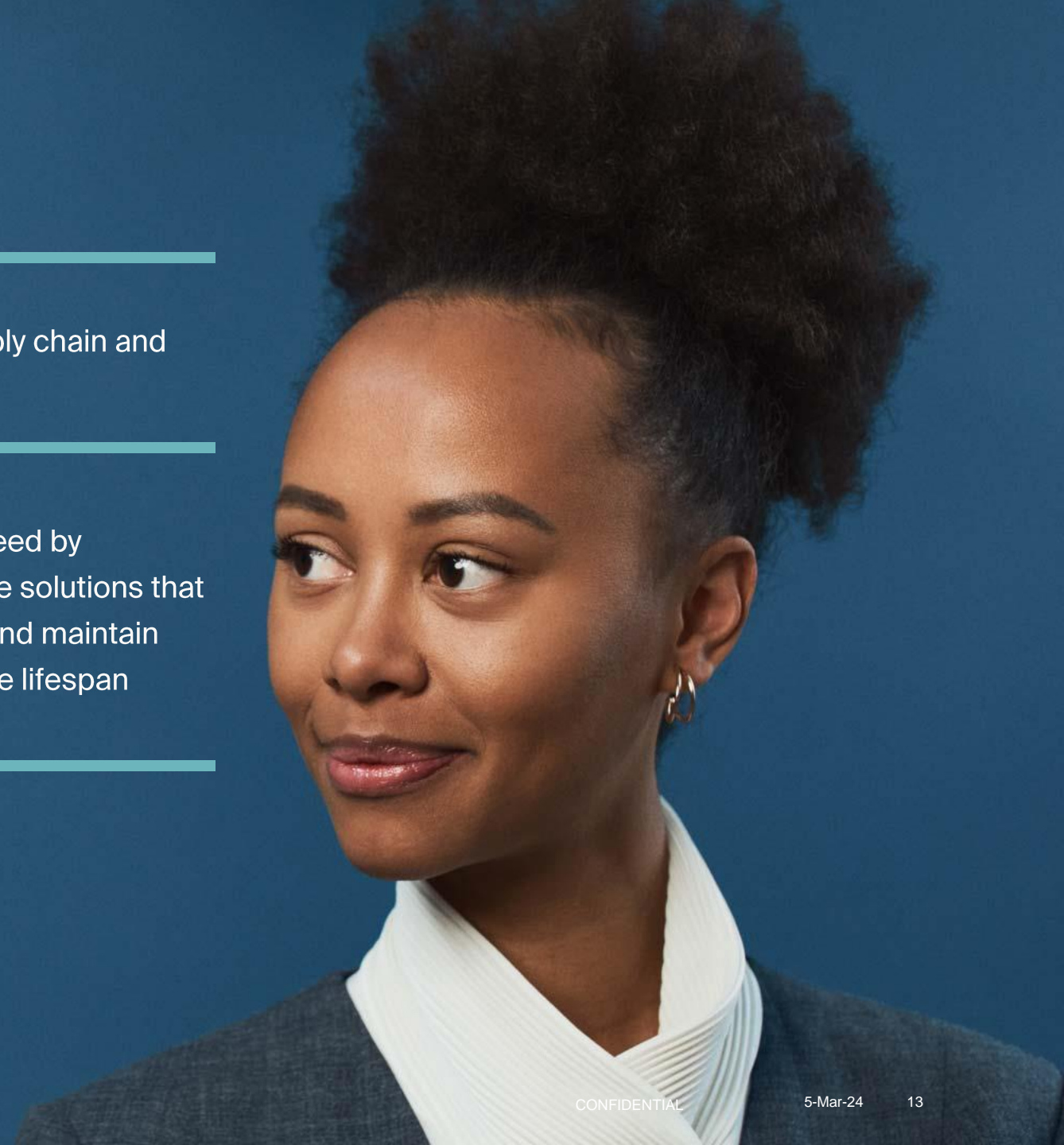
Your global, most preferred supply chain and manufacturing partner

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## Mission

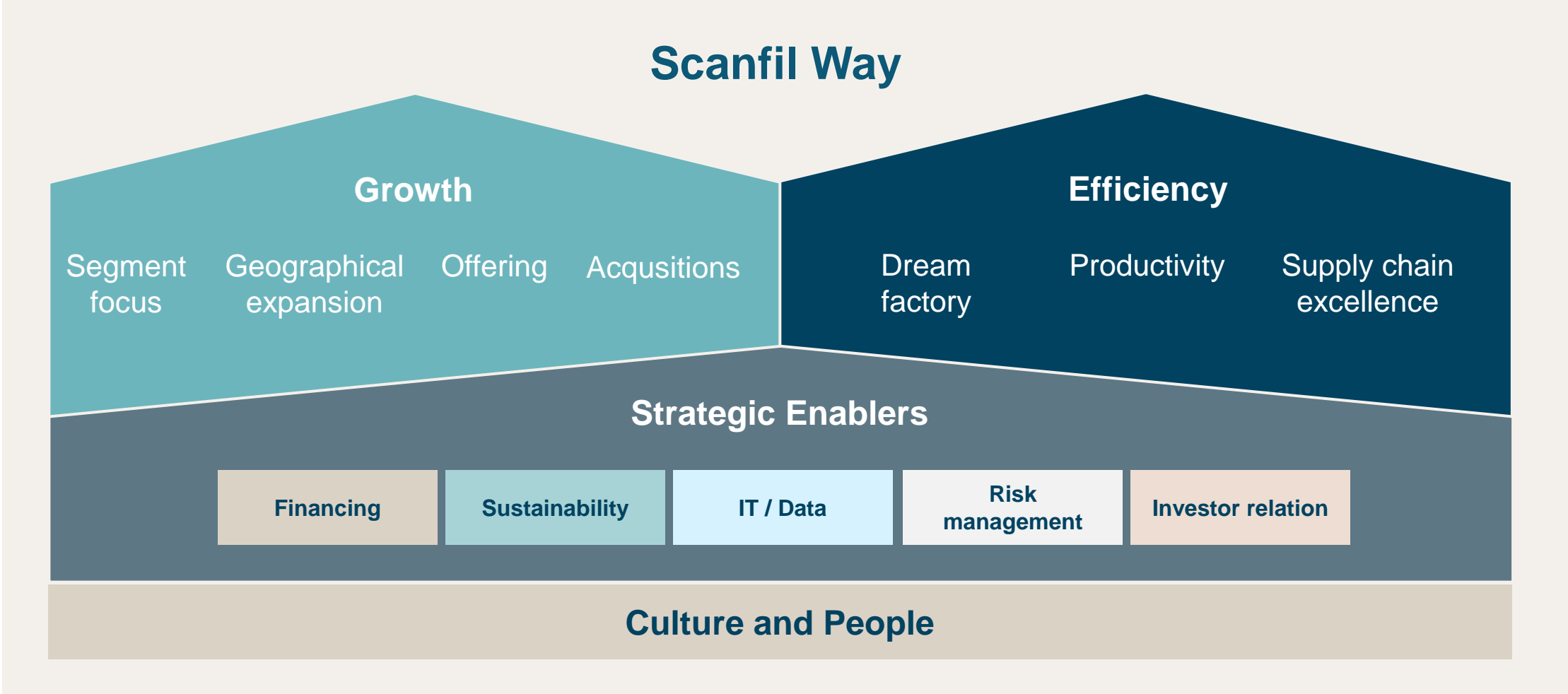
Scanfil helps customers to succeed by providing effective and innovative solutions that bring products from idea to life and maintain product competitiveness over the lifespan

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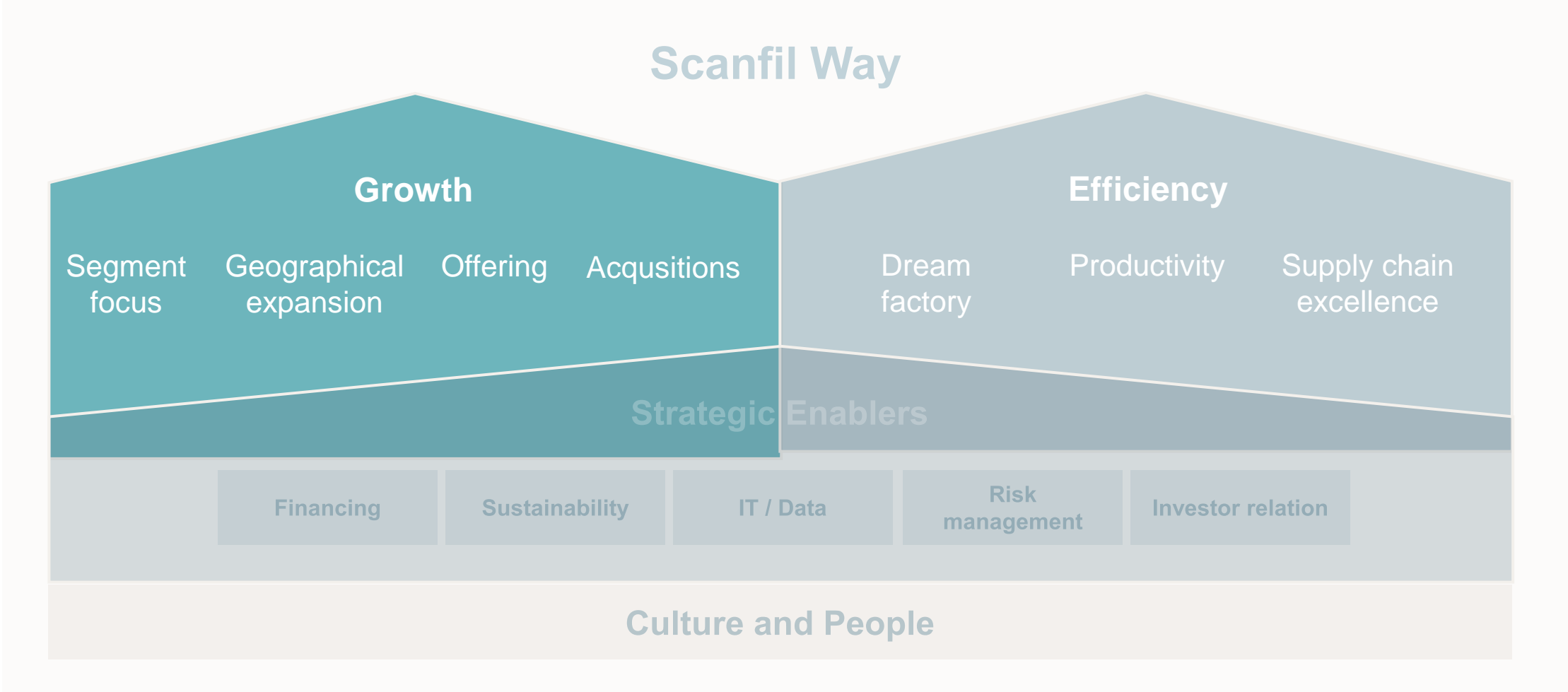




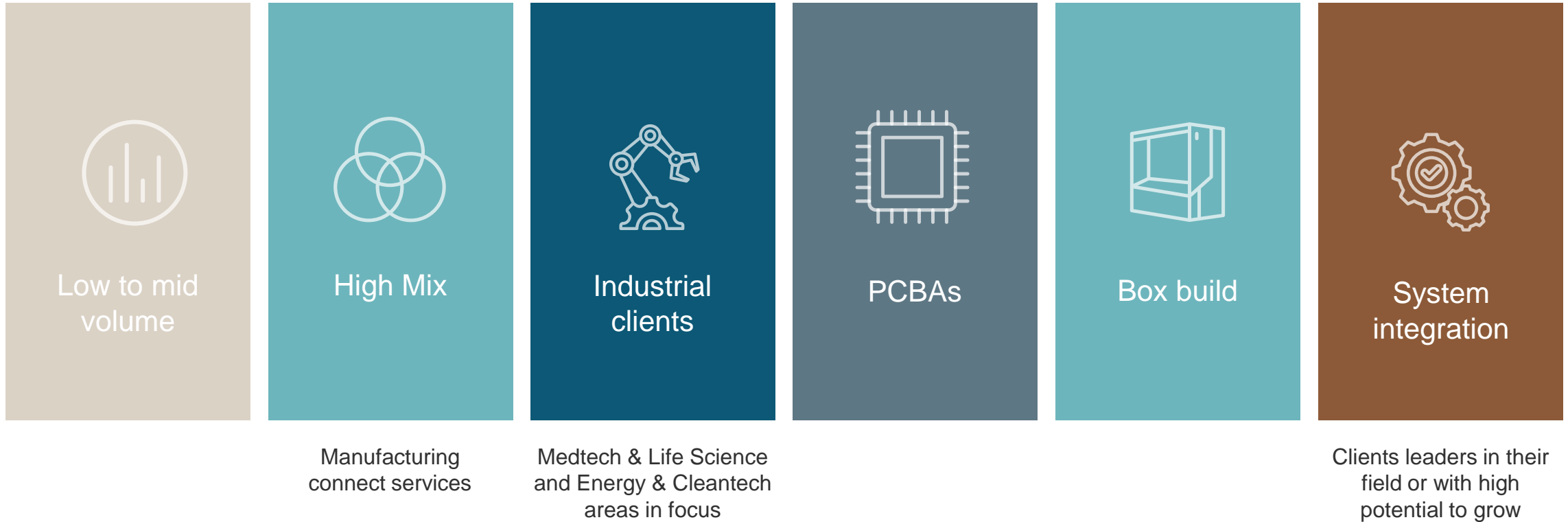
# Geared for growth 2024–2028



# Geared for growth 2024–2028



# Scanfil positioning – What we do



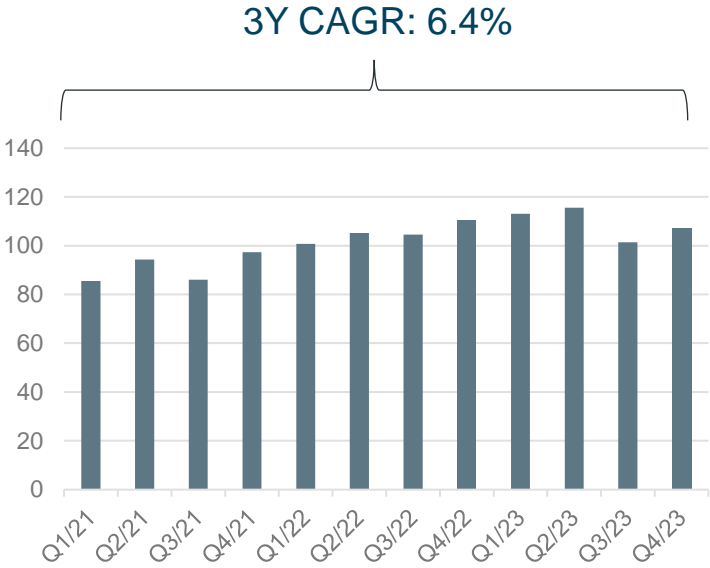
# Clear customer segment focus to drive organic growth



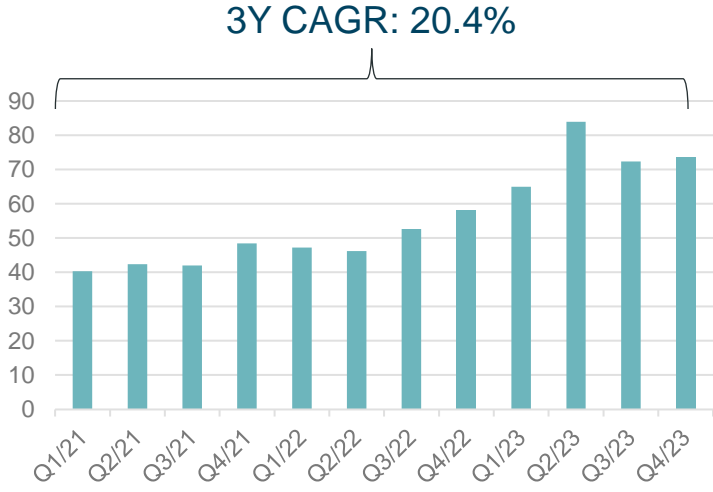
# Segment development



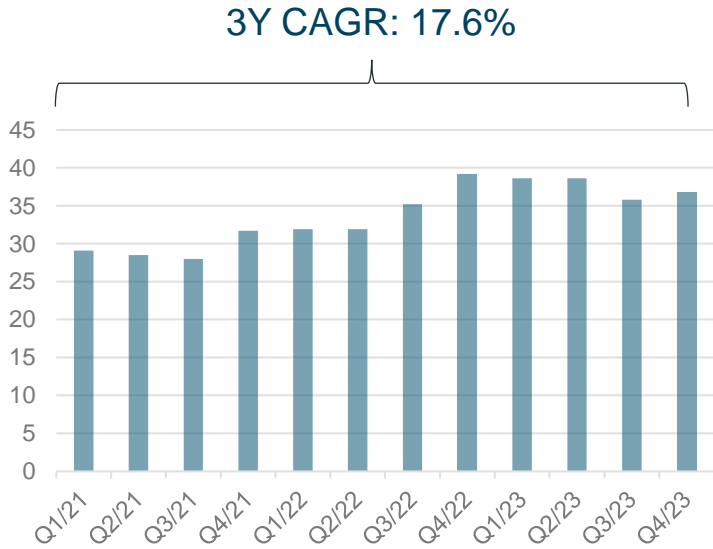
Industrial



Energy & Cleantech



Medtech & Life Science





# New customer segmentation and growth



## Industrial

- The foundation of Scanfil
- Wide range of industrial and B2B clients
- Growth drivers: industry 4.0, self-service applications and urbanization

\*Market growth CAGR 2023-2028: 6%

Scanfil growth CAGR 2020-2023: 4.4%



## Energy & Cleantech

- “The greenest energy is the energy we don’t use”
- Heat pumps, smart control units, electricity grids etc.
- Growth drivers: regulation, electrification, circular economy

\*Market growth CAGR 2023-2028: 7%

Scanfil growth CAGR 2020-2023: 18.3%



## Medtech & Life Science

- Demand changes are quite modest - resilient
- Mass spectrometers, analyzers, air control devices
- Growth drivers: growing middle-class

Market growth CAGR 2023-2028: 8%

Scanfil growth CAGR 2020-2023: 8.2%

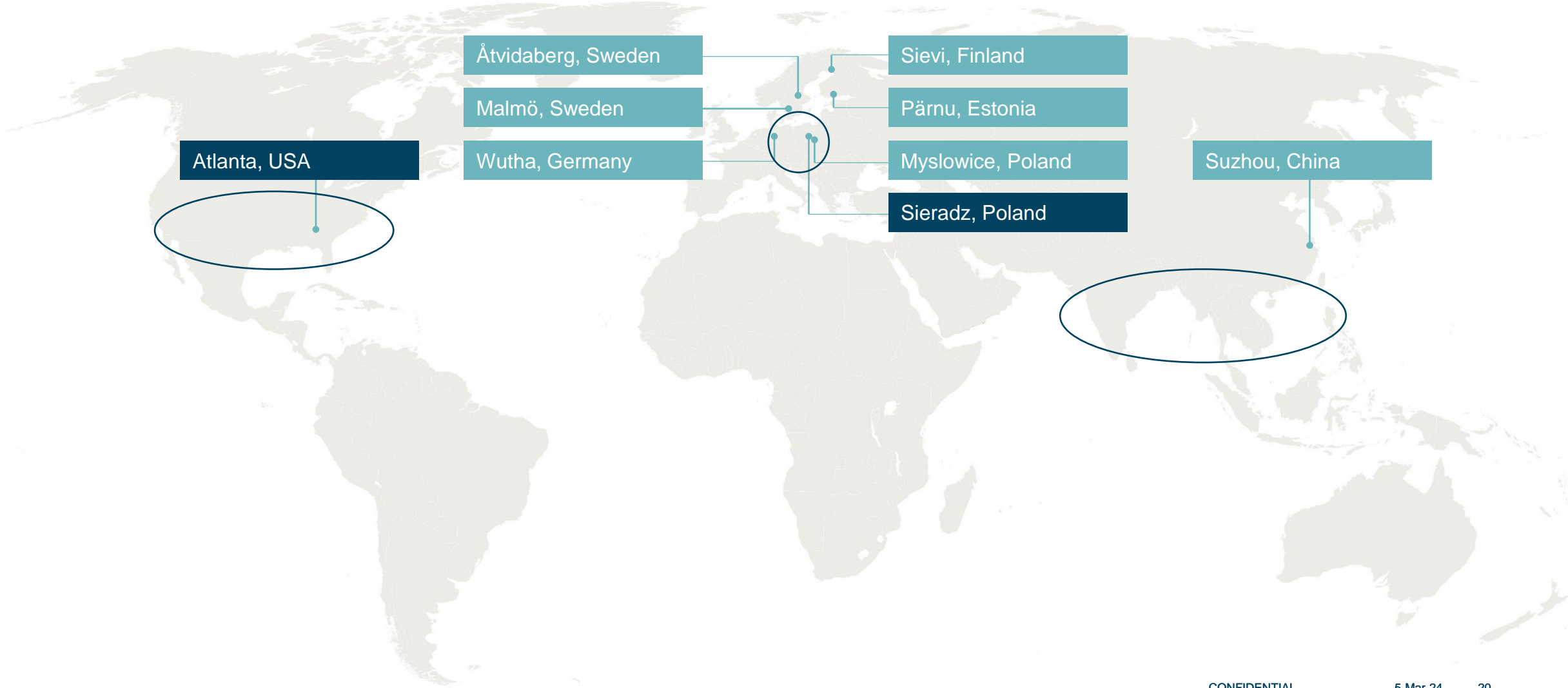
## Customer focus

- Electronics at the heart of business
- Industrial and B2B customers
- International customers with good growth prospects
- Customers which can benefit from our global reach
- Vertical integration
- Demanding box build and system integration

\*Source: Primary Research. Secondary research, White Paper, Government Publications, Company Website, World Bank Statistics, AMA Research & Media LLP

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# Geographical and capacity expansion



# Factories prepared for future growth



Myslowice

Warehouse and distribution center



Wutha

Electronics manufacturing and new space



Malmö

Electronics manufacturing and new space



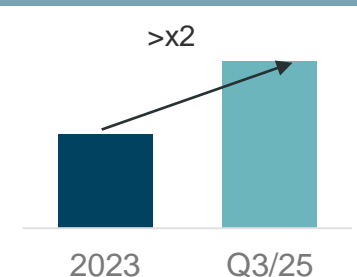
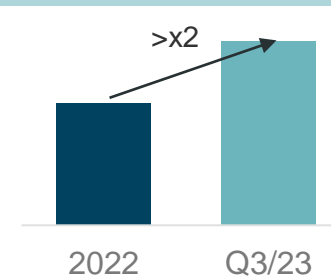
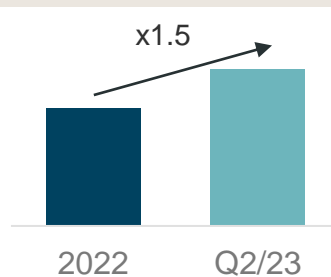
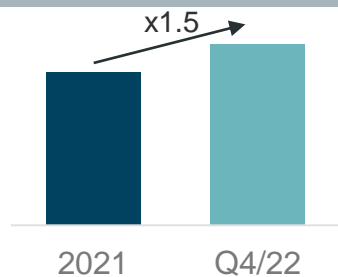
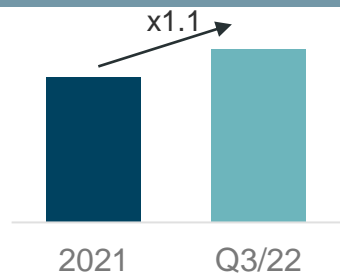
Atlanta

Electronics manufacturing and new space



Sieradz

Expansion electronics manufacturing capabilities



# Development services drive customer stickiness



## Product Development

- Development of products or sub-modules
- Fast and seamless time-to-market execution
- Helps our customers focus on their own core business



## Cost Optimization

- Optimization of the product cost and value (VA/VE) through design
- Review of the product specification and the functionality
- Identifying the optimal design solutions and technologies



## Test Development

- Development of production test solutions based on Scanfil proprietary platforms
- Offering testing time on Scanfil owned hardware platforms
- Limited investment to the customer

# M&A to complement our growth journey

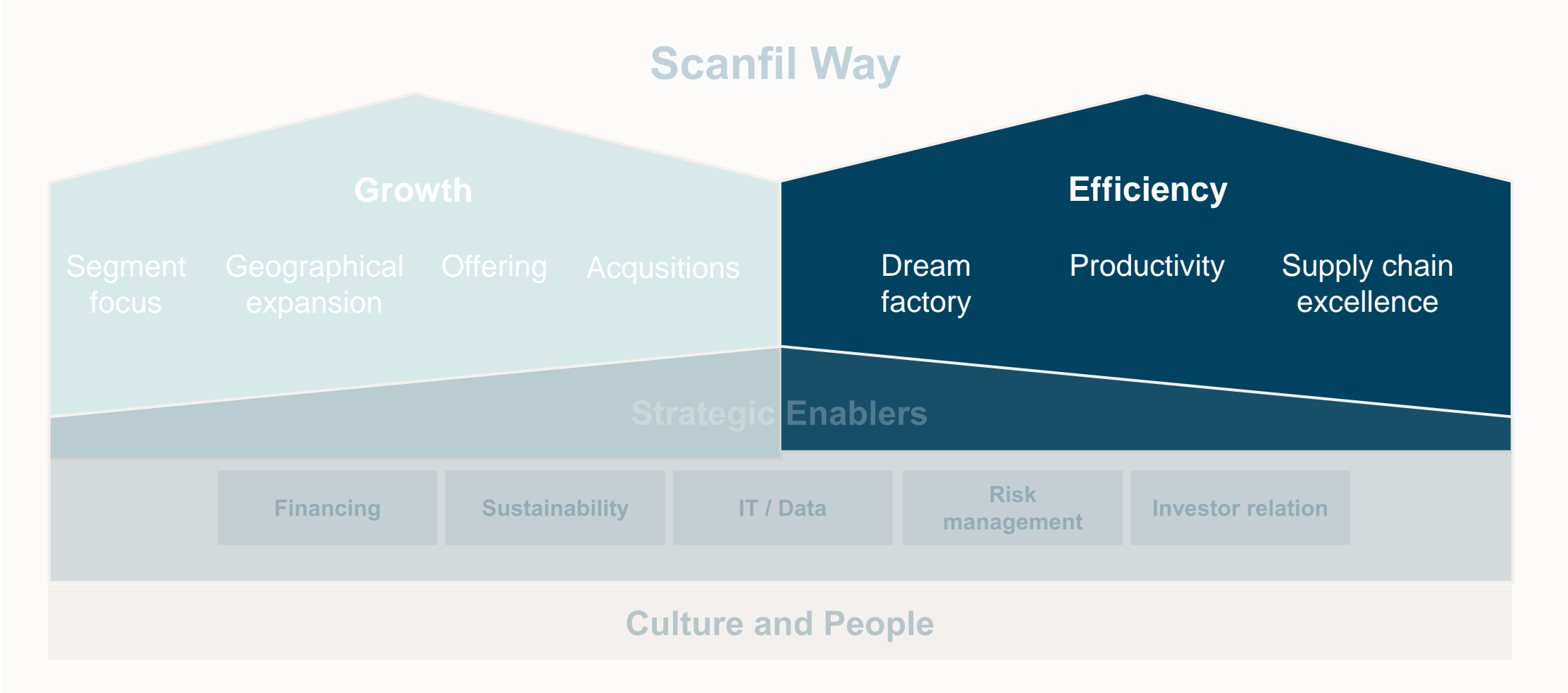
Continuous M&A  
Several small to medium  
size cases with systematic  
approach

## Company Profile

- Revenue range of 100 M€
- Quality asset accreditive to EPS
- High mix medium low volume - Med tech Energy clean tech Indus Defense
- Markets : (Central Europe – America – Asia)
- Quality asset accreditive to EPS or turn around case
- Market : Multi site coverage preference complementary to Scanfil



# Geared for growth 2024–2028



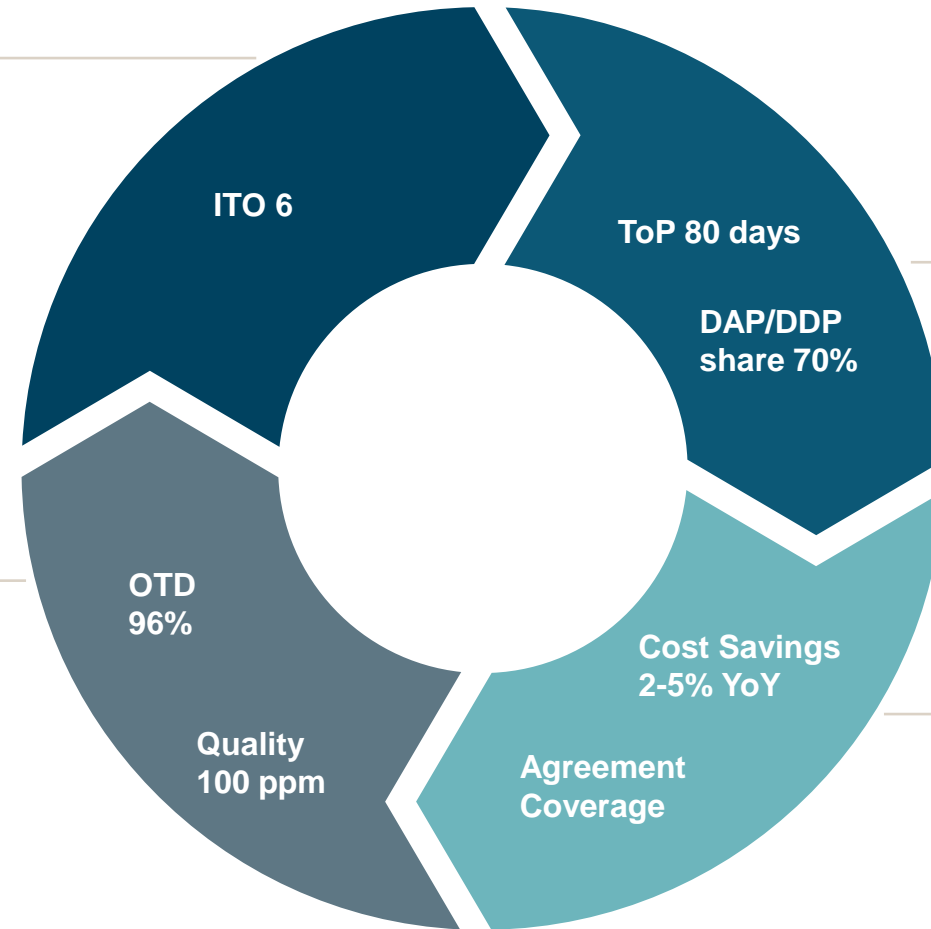
# Global supply chain vision and targets 2028

## Controlled Corporate risks

- Supplier Agreement coverage
- Optimize group NWC
- Payment terms
- Delivery terms
- Supplier quality
- Availability risk mitigation

## World Class in Sustainability

- Best practices in place
- Well recognized manufacturers and distributors
- Complaint Reach / ROHS / CM and other regulations



## Next Level Category Management

- Maximized cost savings & buying power
- Supplier Consolidations
- Relationship Management
- Harmonized ways of working

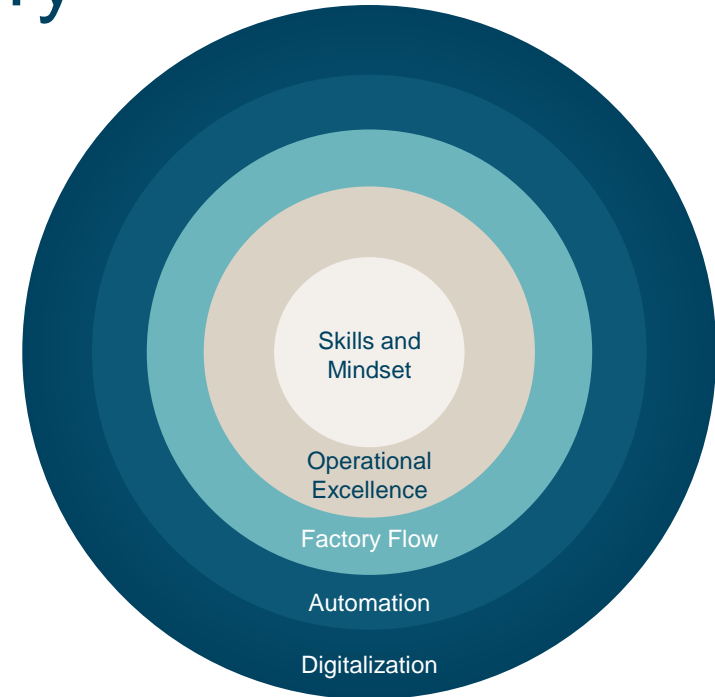
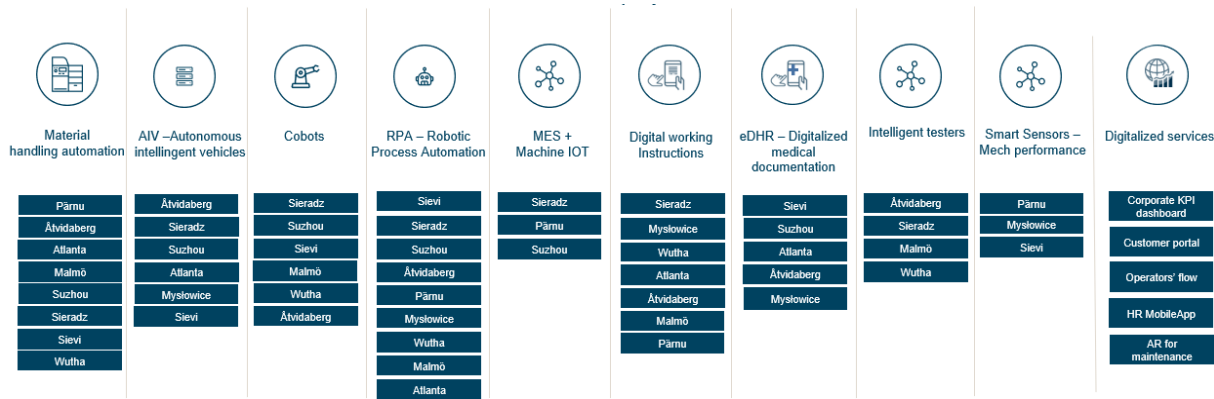
## Skilled people & Technology advancement

- Motivated global one team
- AI Analytics and simulation for data driven decision making
- Market intelligence
- Business process automation and end-to-end visibility

## Robust Inventory Management

- Controlled demand handling
- Excess and No Demand Management
- Process Excellence

# From Smart Factory to Dream Factory

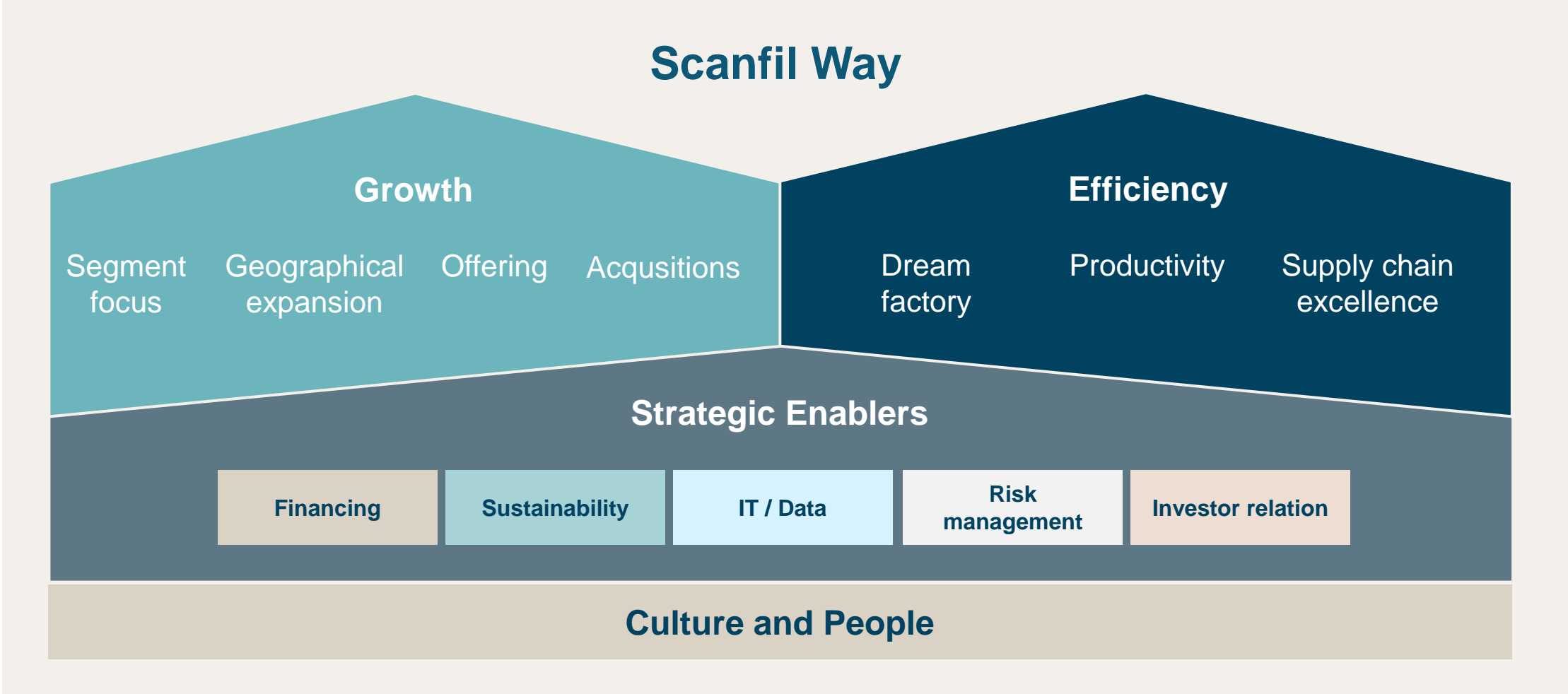


**Smart Factory** program 2019-2023 has built an advanced technology foundation in digitalization and automation

**Dream Factory** program will

- Continue further digitalization and automation
- Connect different technology layers, improved shop-floor processes and multi-skilled workforce to operate in synchrony

# Geared for growth 2024–2028





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# Values



Customer  
focused



Achieving  
together



Empowered



Engaged to  
perform

# Speeding up sustainability



## Highlights

- We are committed to short-term (2030) SBTi and long-term SBTi “Net Zero” (2050)
- Share of fossil-free energy increased to 52.4%
- Energy consumption per value-added decreased by 17%

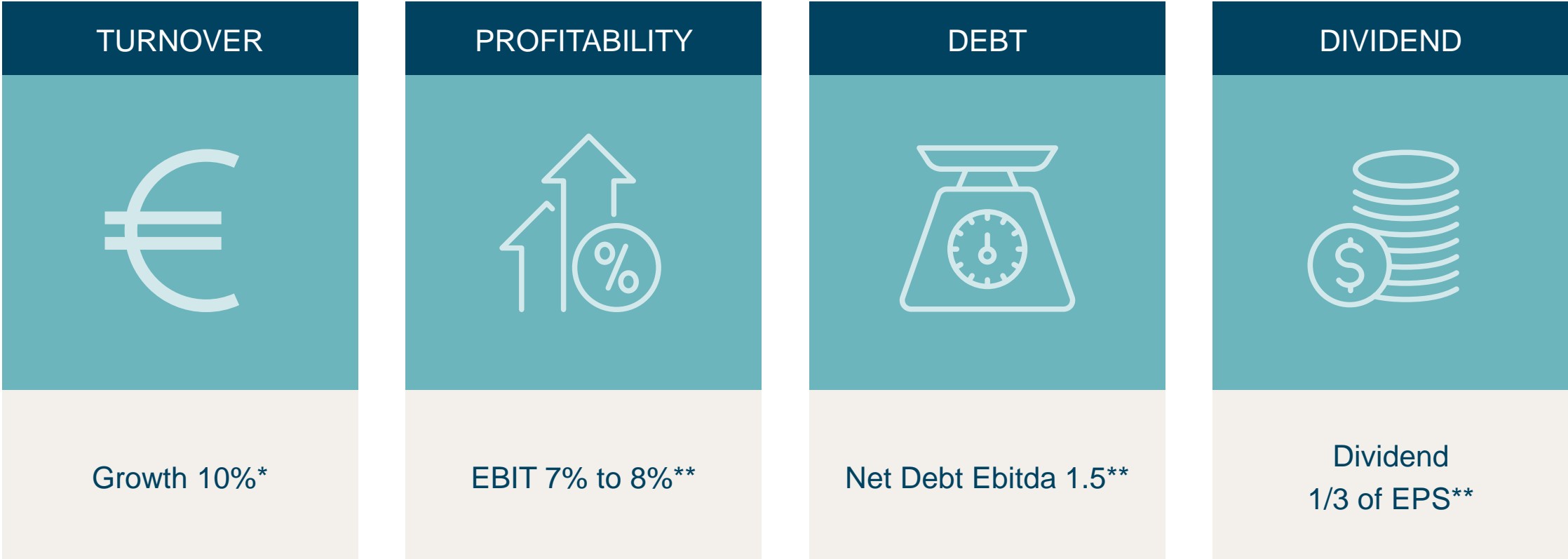


DRIVING AMBITIOUS CORPORATE CLIMATE ACTION





# Long-term financial targets



\* Target over a business cycle to be considered as long term average  
\*\* Target are established over a business cycle

# Key takeaways

- Global factory footprint
- Excellent and well-diversified customer portfolio
- Strong financial history with lucrative dividend policy
- Growing EMS market with good opportunities
- New segmentation to drive growth
- Efficiency through Supply Chain management and Dream Factory
- M&A one of the drivers
- Sustainability is coming more and more important

# Kai Valo

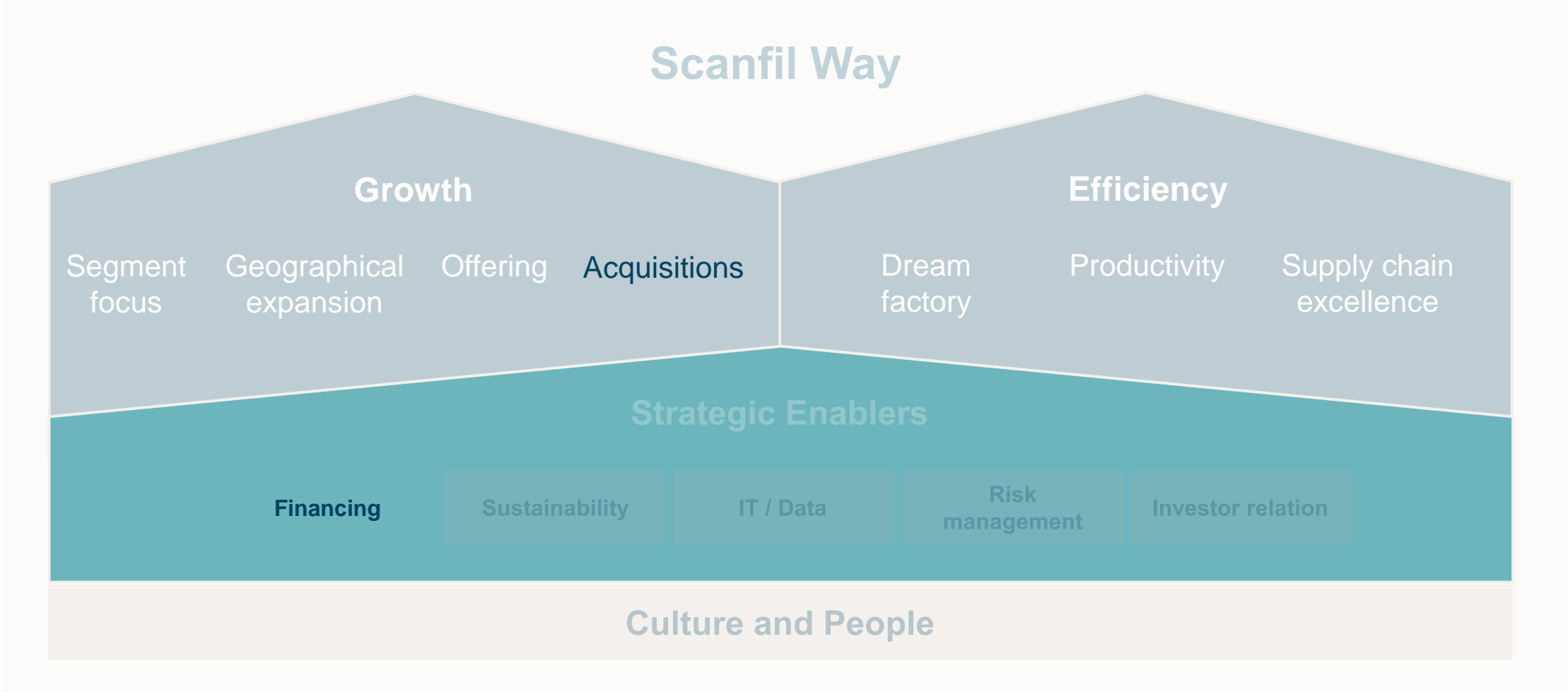
## Chief Financial Officer

Kai Valo (1965) is responsible for finance, accounting and risk management. Group's Chief Financial Officer. During 2015–2016 Kai was the CFO at Norpe Group. Prior to that he was at Lite-On Mobile Group Director of Finance and Control in Beijing, China 2009–2015. Before that (during 1999–2008) he had several finance related management positions in Perlos. He hold Master's degree in Economics.

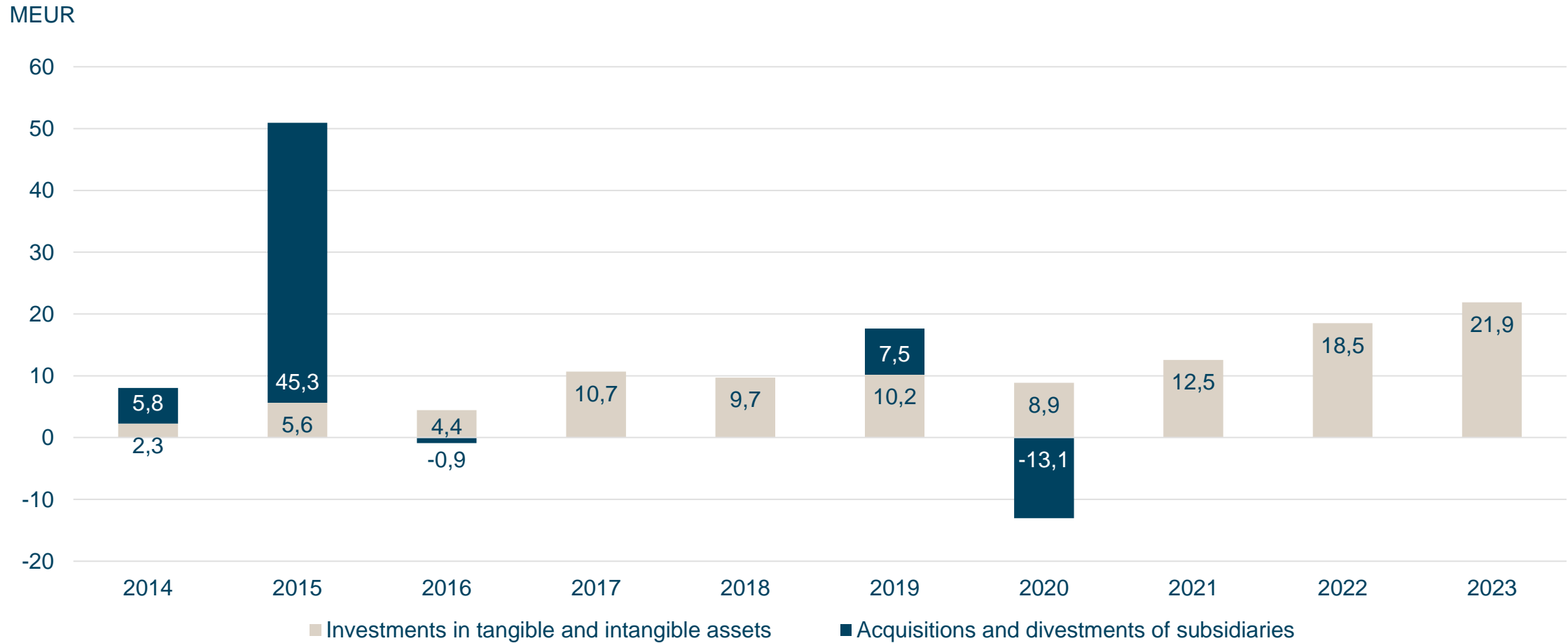
He held (31 Dec. 2023) 20,000 shares in Scanfil plc.



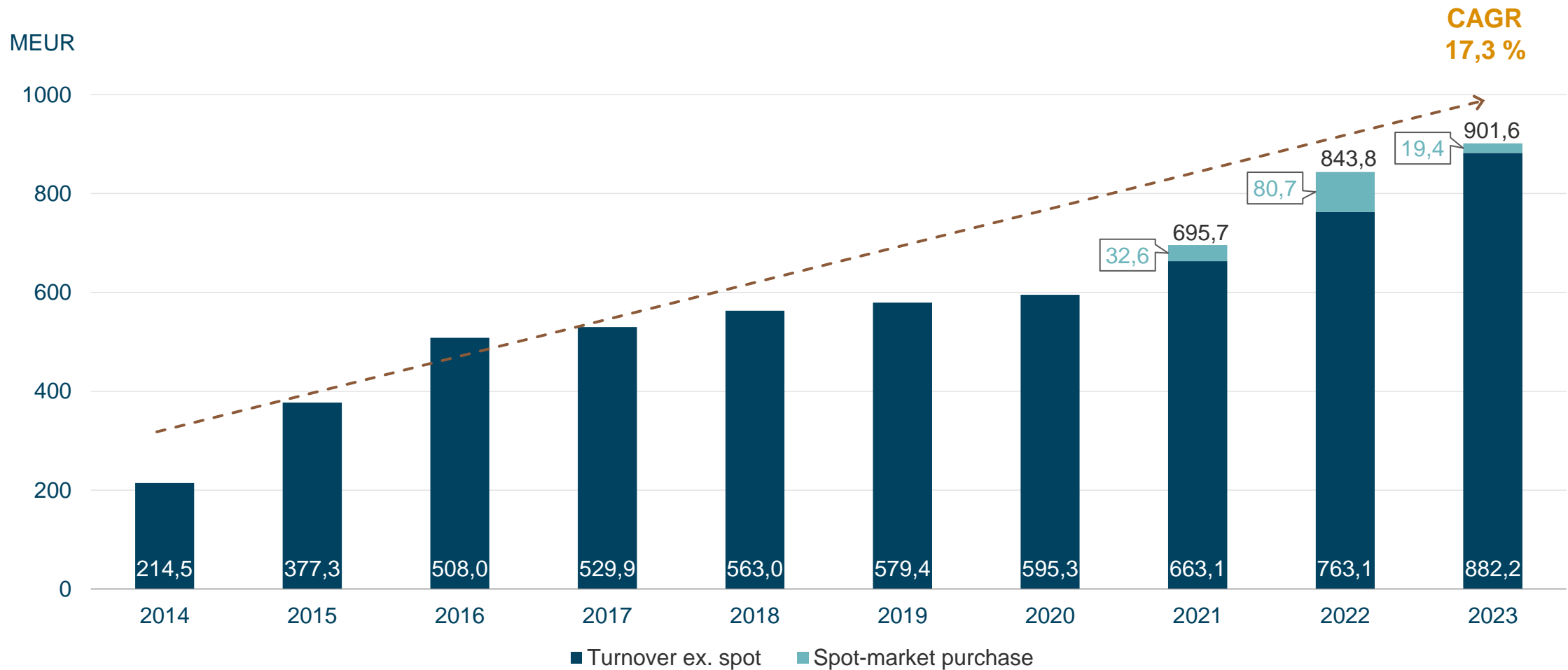
# Geared for growth 2024–2028



# Investments & M&A 2014–2023

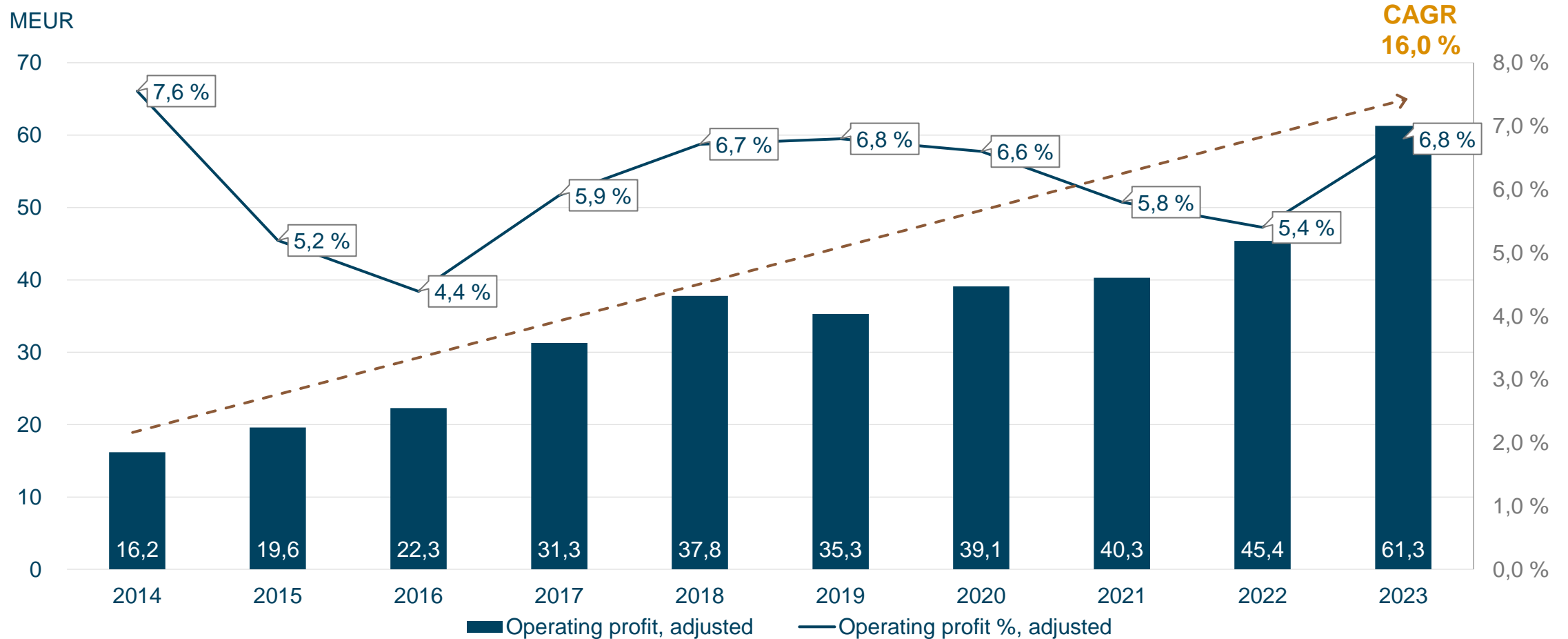


# Turnover 2014–2023

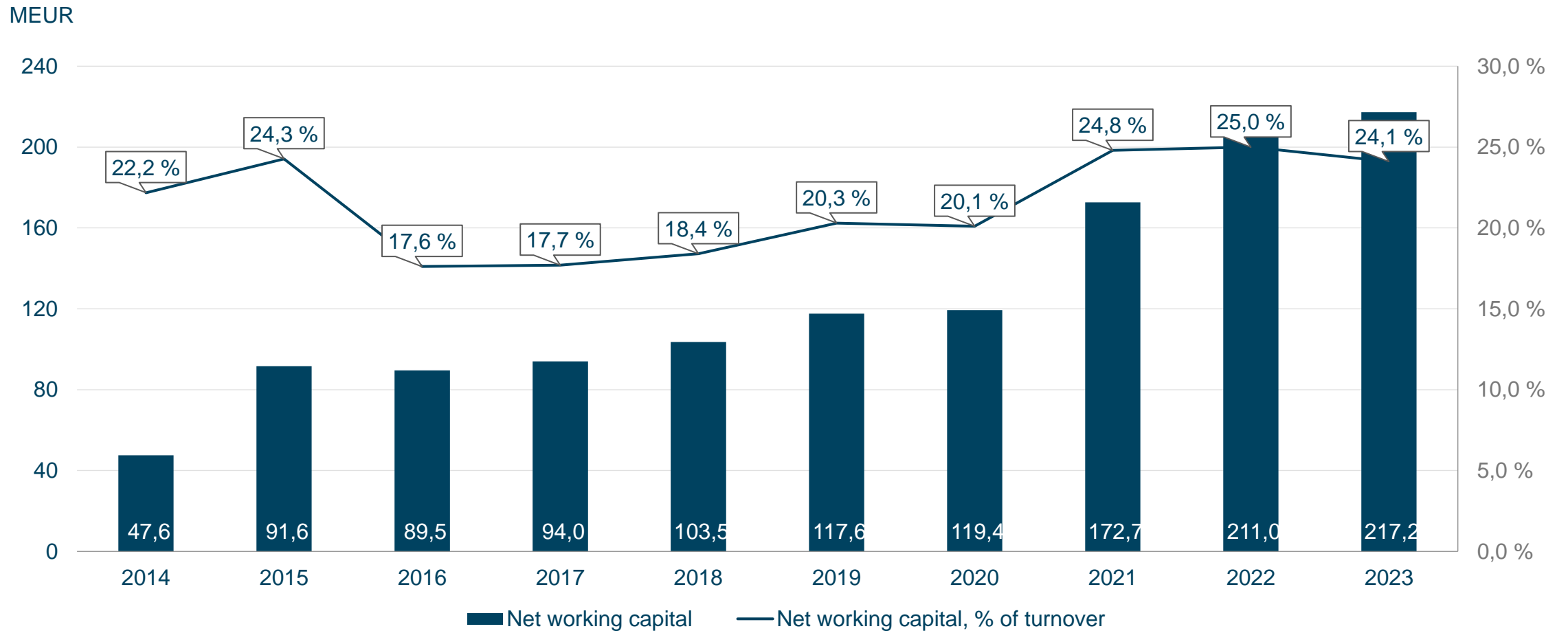




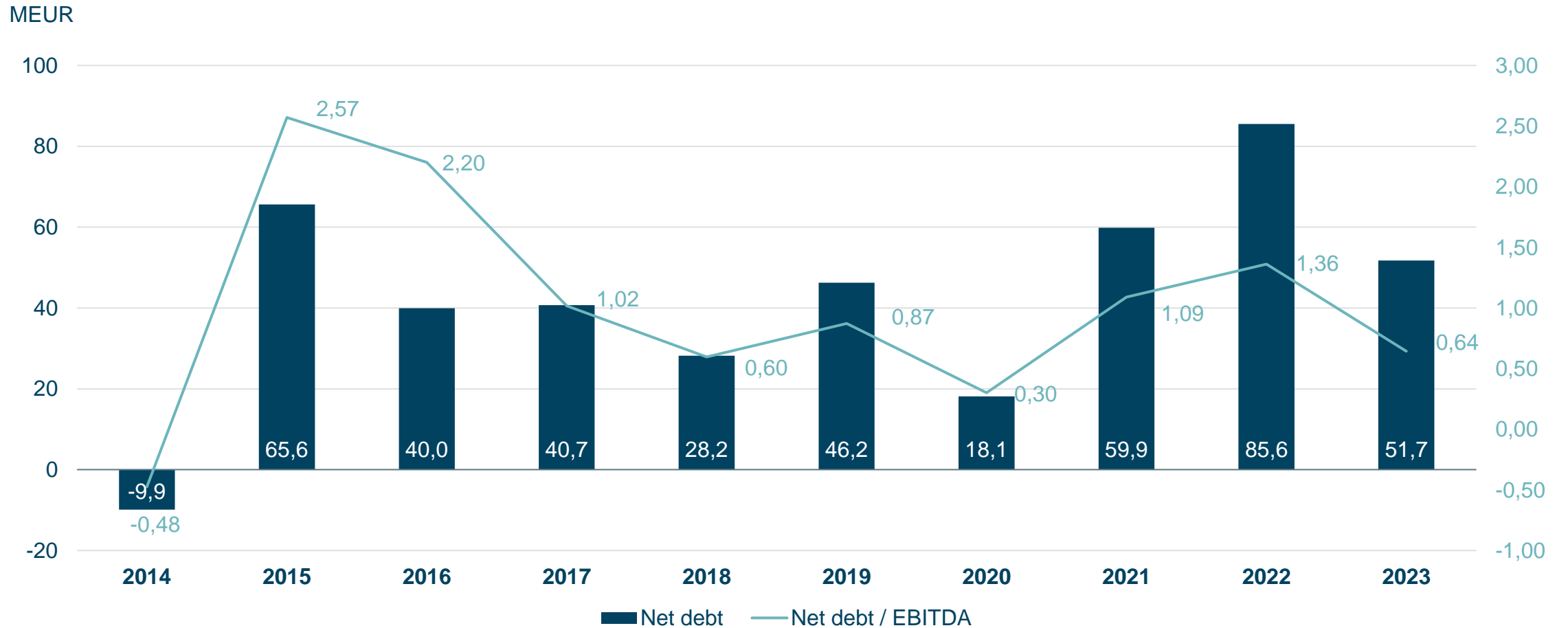
# Adjusted operating profit 2014–2023



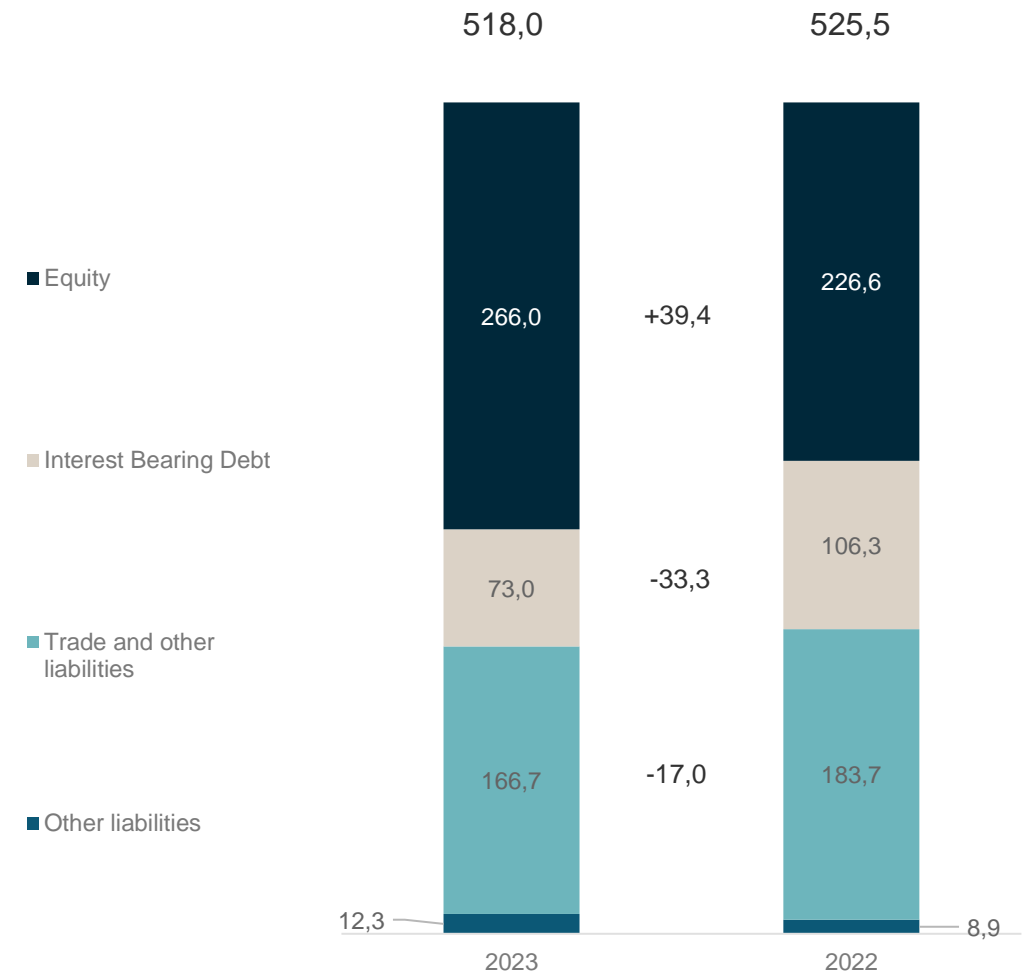
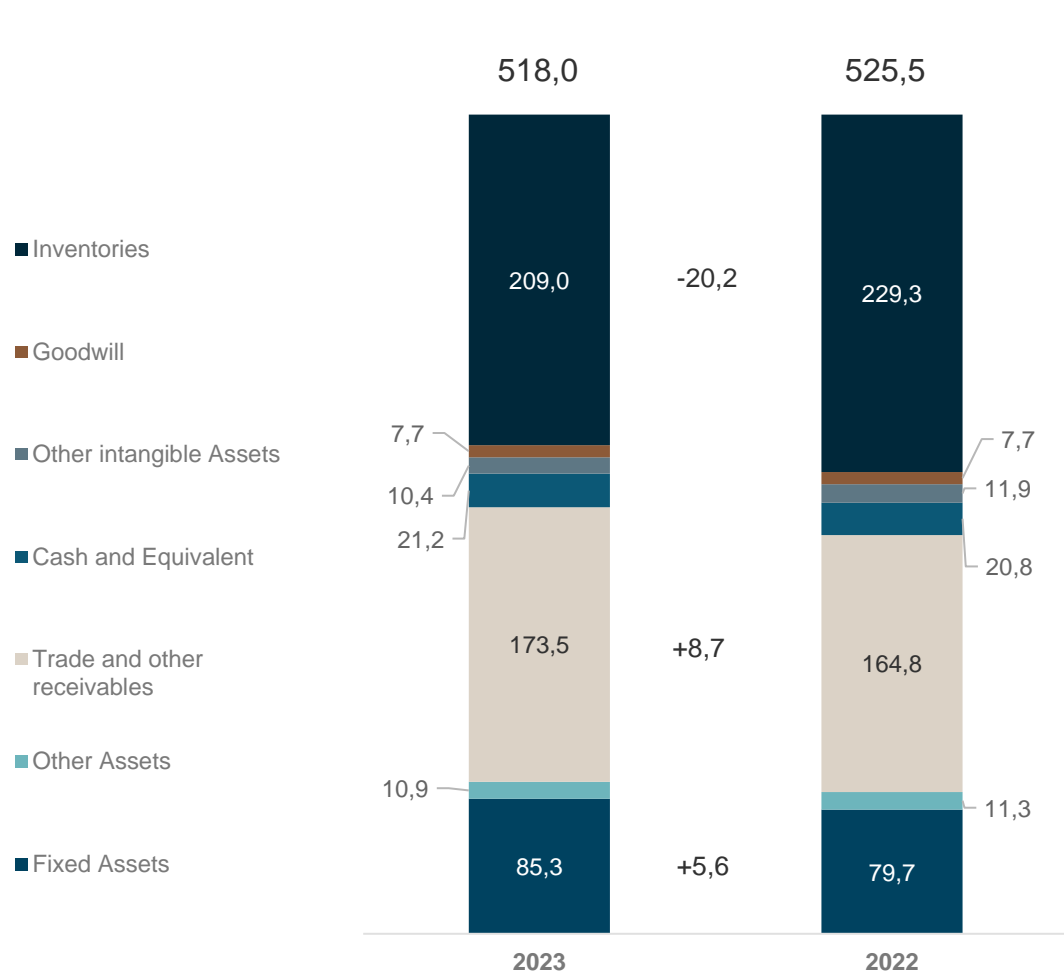
# Net working capital 2014–2023



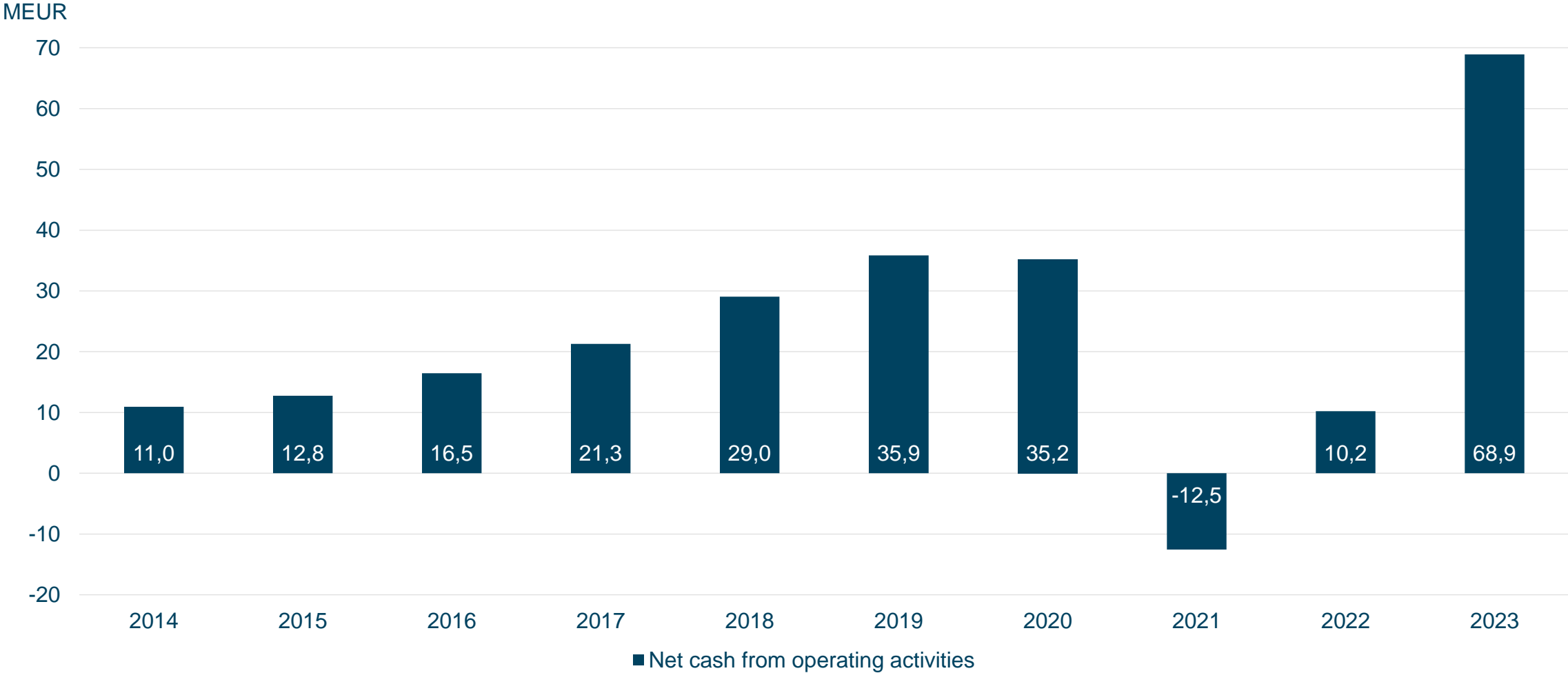
# Net debt 2014–2023



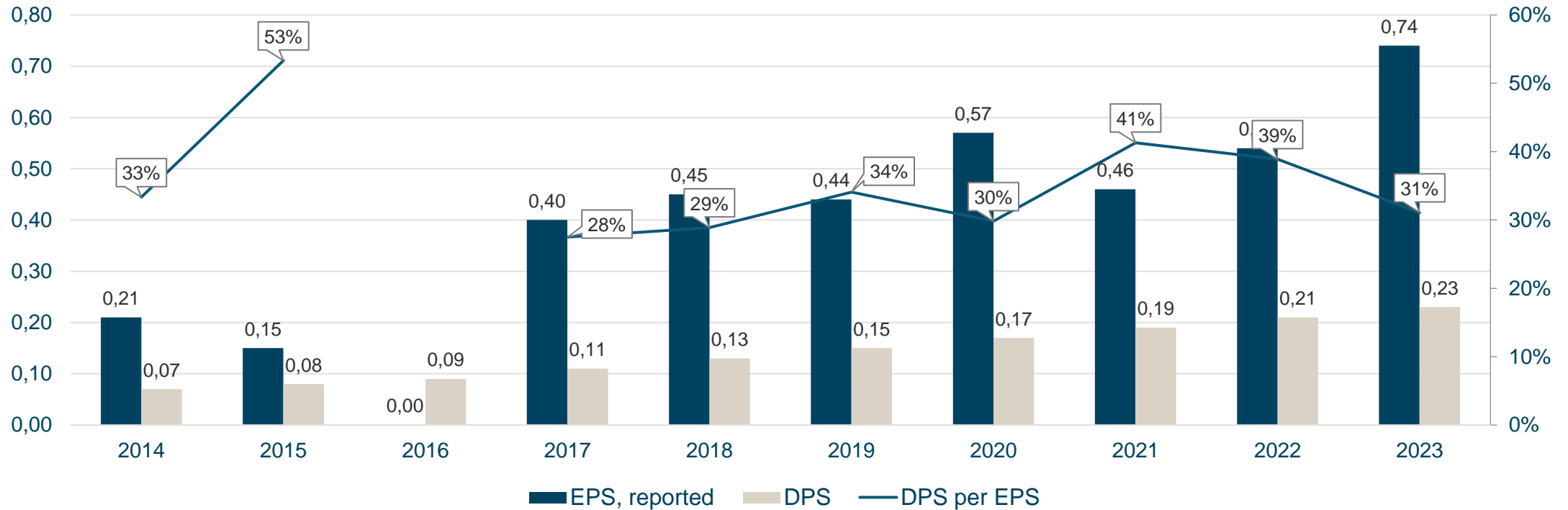
# Strengthening balance sheet



# Net cash from operating activities 2014–2023



# EPS and DPS

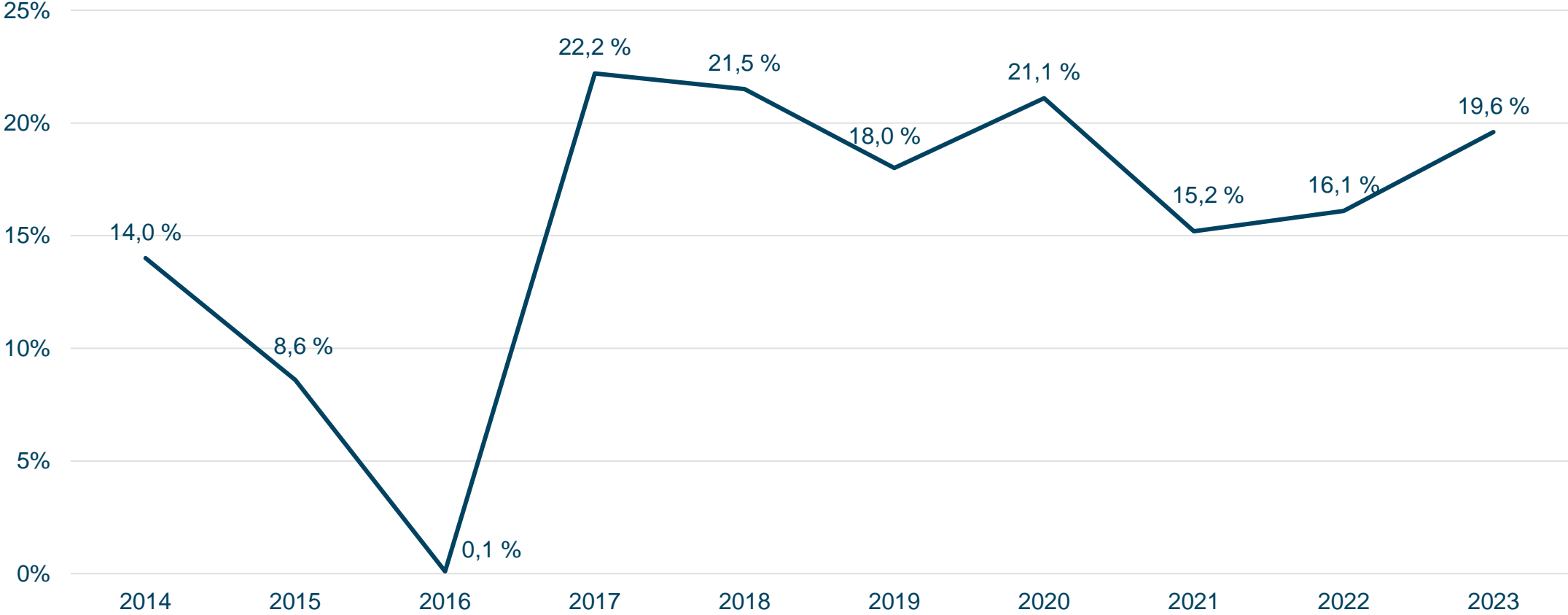


- Dividend expected to be increased for the 11th consecutive year
- Dividend policy aims to distribute 1/3 of the earnings per share as dividend

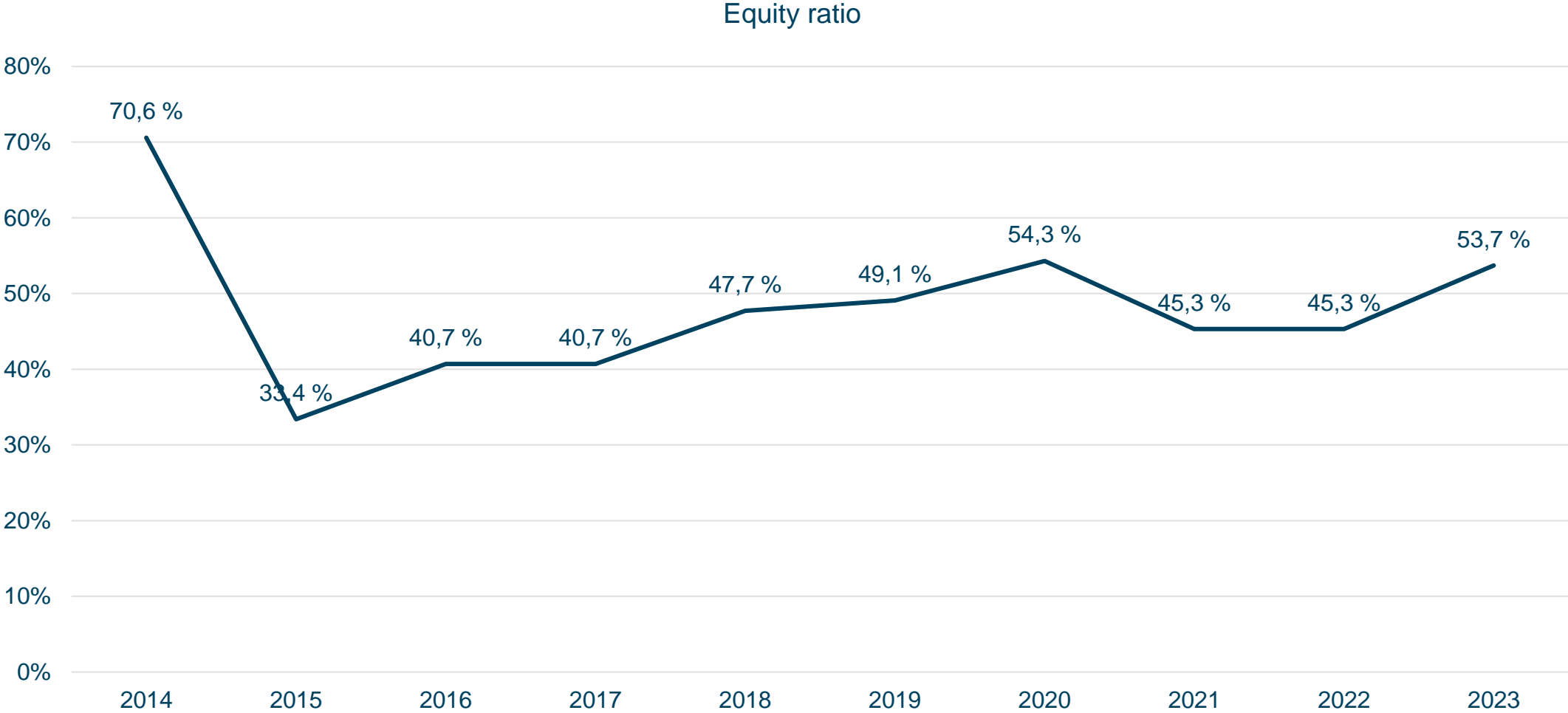


# ROE 2014–2023

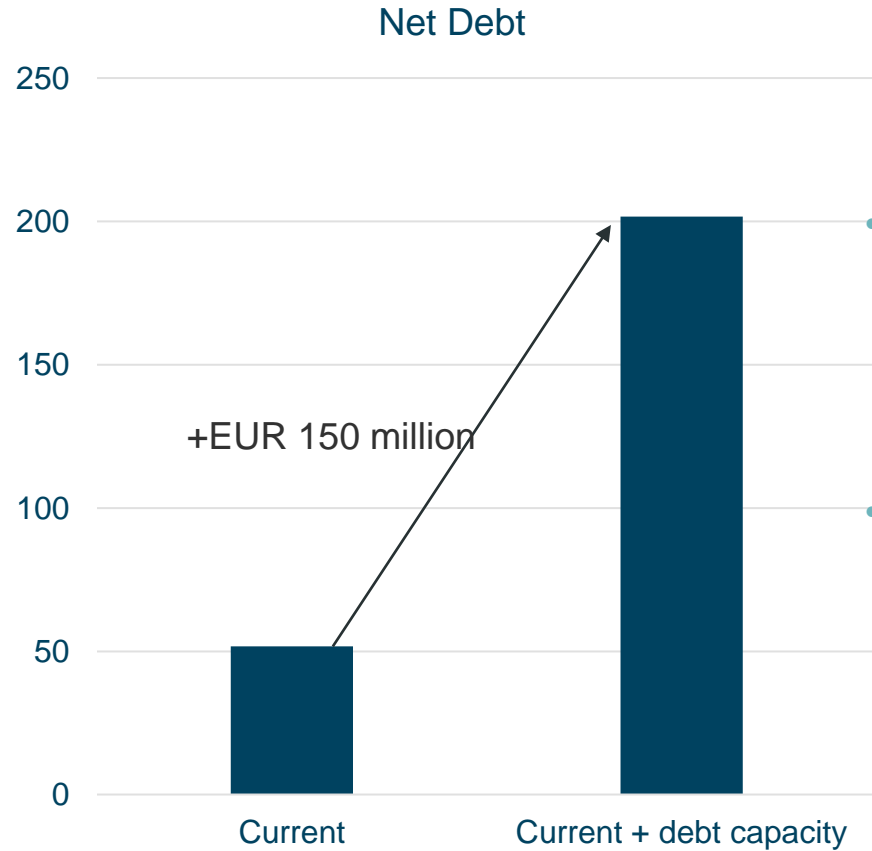
Return on equity



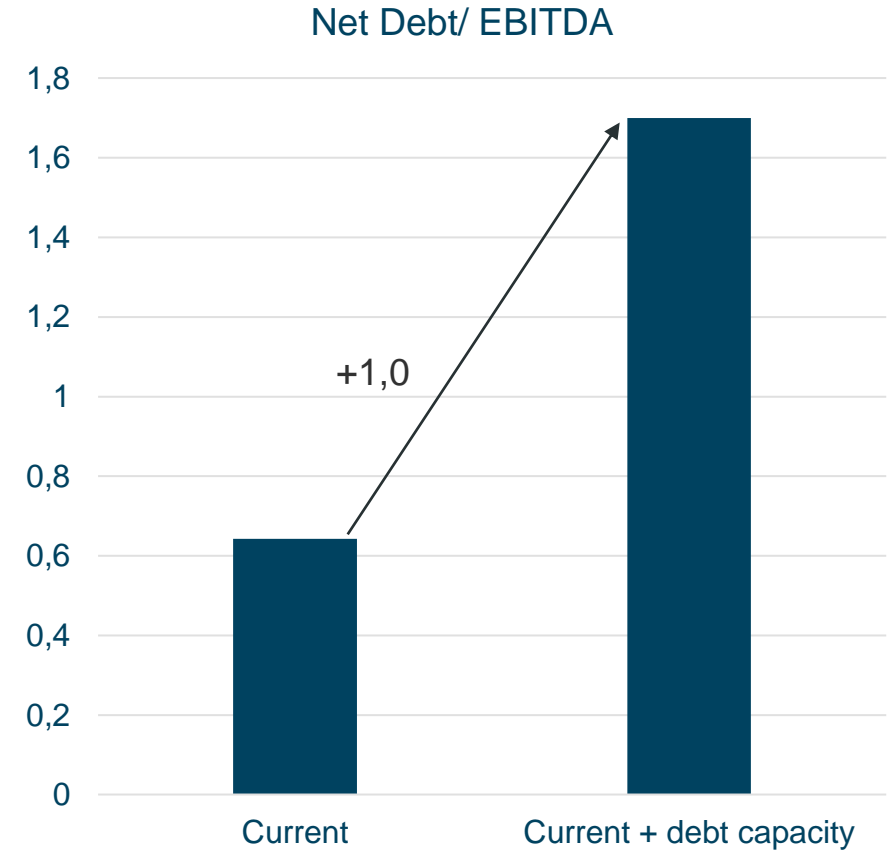
# Equity ratio 2014–2023



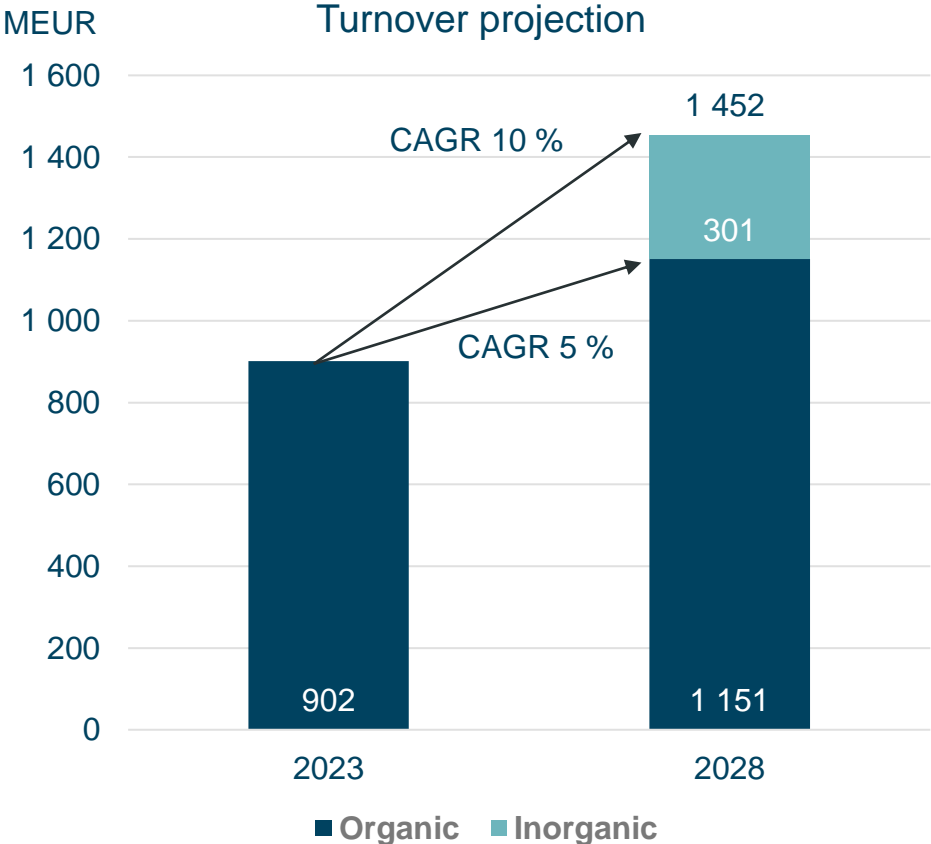
# Net debt capacity



- Through M&A to similar business Scanfil has capacity to increase net debt by EUR 150 Million
- Net Debt / EBITDA would temporarily increase to the level of 1.7, but fast normalize back below the target level of 1.5



# Growth projection 2023 to 2028



- Base case 5 % organic growth CAGR 2023-2028
- Reaching e.g. a 10 % growth rate would require inorganic growth
- Scanfil net debt capacity is well sufficient to facilitate inorganic growth activities amounting to that magnitude.
- To reach 10% of growth the net debt / EBITDA would remain within the targeted average 1,5.

# Key takeaways

- Profitable historical growth: CAGR 16-17% for revenue and operating profit
- Strong balance sheet; Scanfil is a reliable business partner for customers, suppliers, financiers and public authorities
- Good return for the equity: Last 7 years average ROE 19%
- Net debt not limiting the future growth; Current debt capacity approximately EUR 150 million
- Organic growth can be supplemented with inorganic growth: Target CAGR 10%
- Dividend expected to increase for the 11th consecutive year

# Q&A

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**SCANFIL**



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13.00-13.05 IRO Pasi Hiedanpää: opening and practicalities

13.05-14.05 CEO Christophe Sut: strategy, financial targets and ESG road map

14.05-14.35 CFO Kai Valo: financials

14.35-14.50 Break

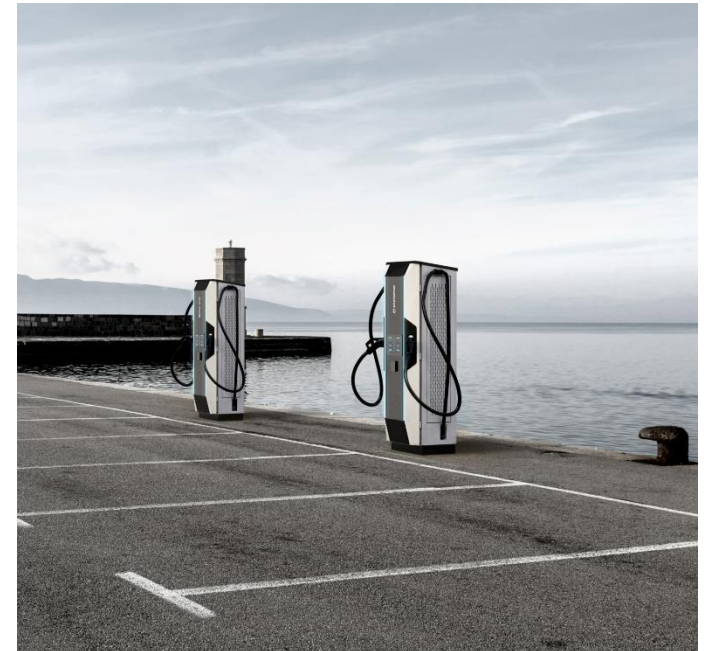
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Enersense EV charging stations.

# Christina Wiklund

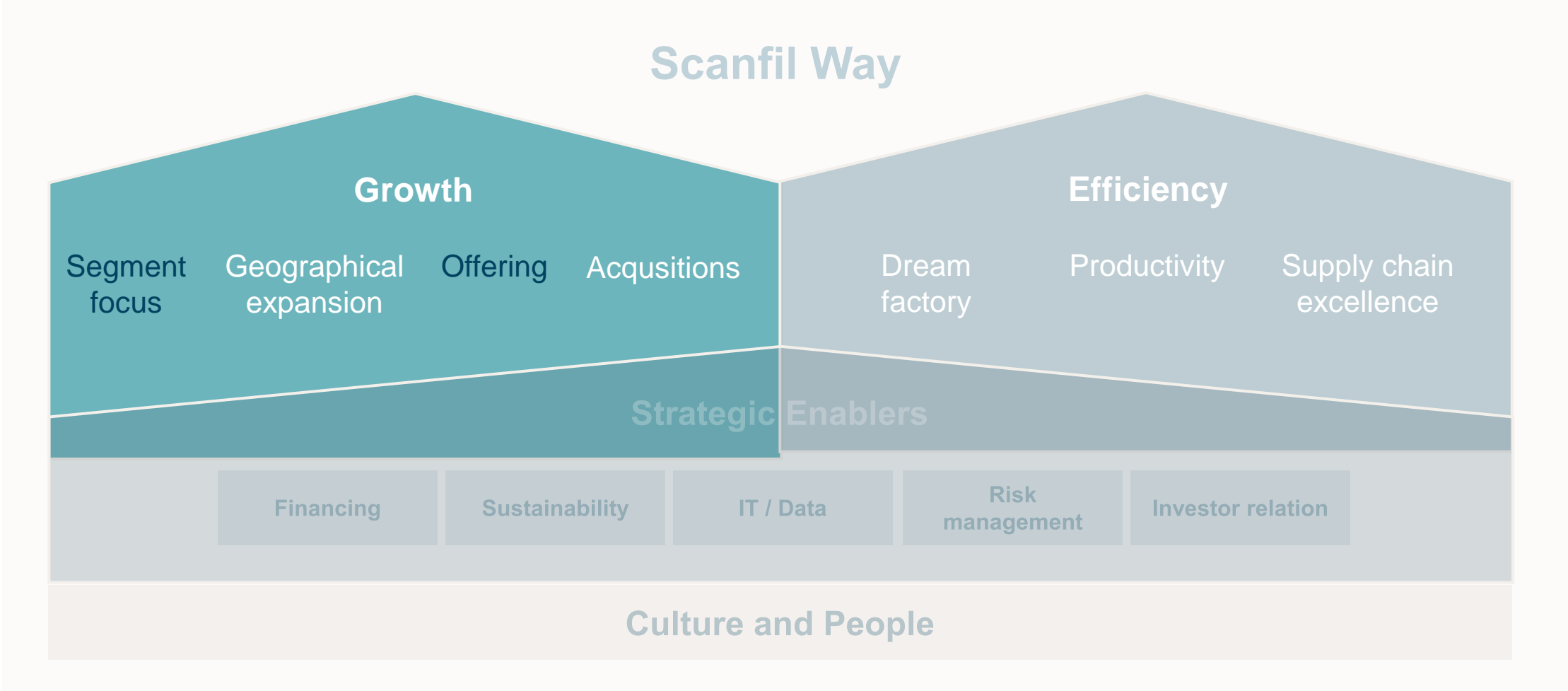
## Chief Commercial Officer

Christina Wiklund (1971) is responsible for sales and marketing activities and customer relations as of January 17, 2022. Christina Wiklund comes from GE Additive, where she held the Vice President/Head of Sales EMEA position. Prior to that she has worked at Flex as Vice President of sales and account management. Before that she worked at Solectron and Ericsson in business development and account management roles. She holds a Bachelor's degree of Social Science and has attended Stanford Graduate School of Business Executive Program.

She held (31 Dec. 2023) 2,000 shares in Scanfil plc.



# Geared for growth 2024–2028



# Value proposition for profitable growth



## Strong capabilities positioned for further growth

- Advanced manufacturing services
- Vertical integration
- Global footprint



## Operational excellence

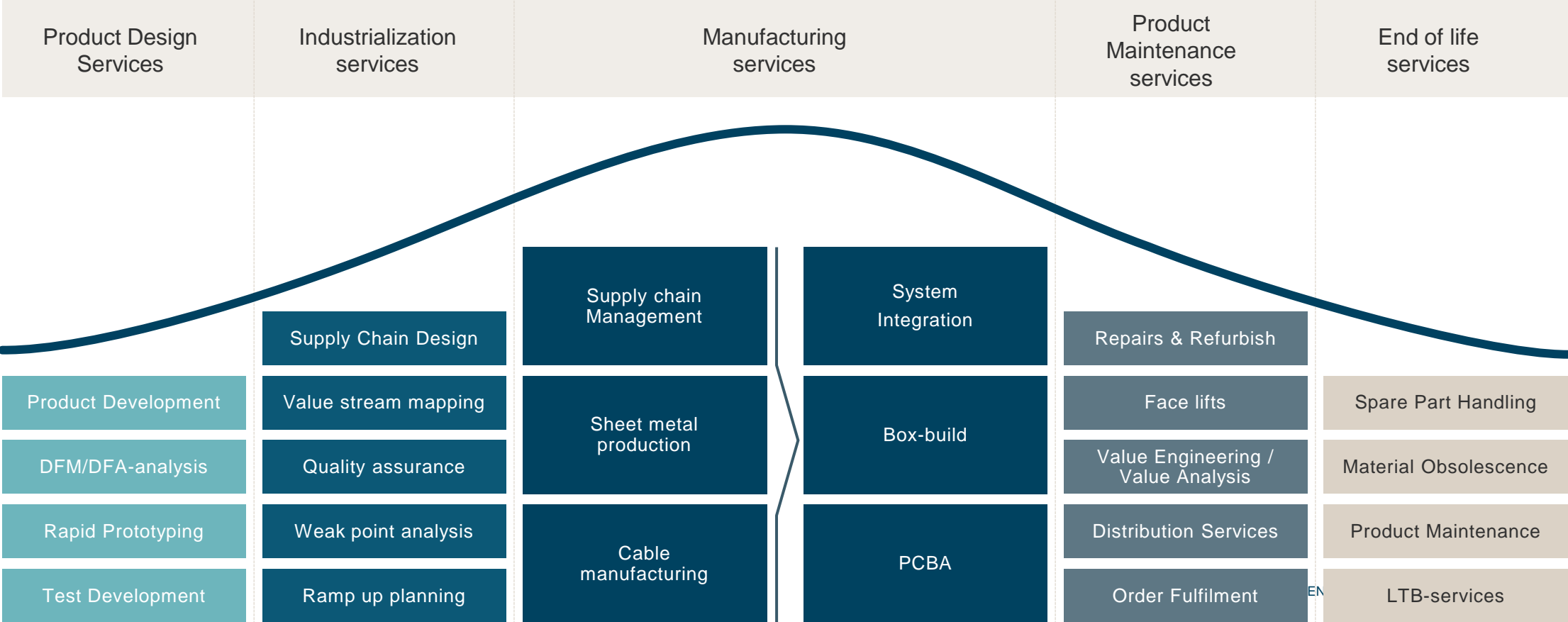
- Leveraging vast experience of high-mix, low-medium volume portfolio
- Continued investments in production equipment, smart manufacturing & digitalization



## Segment growth drivers

- Roadmap to grow in selected segments
- Focused business development, account management & investment activities for profitable growth

# Providing value during customers' products life cycles





# Development services drive customer stickiness



## Product Development

- Development of products or sub-modules
- Fast and seamless time-to-market execution
- Either internally or with our strategic development partners
- Helps our customers focus on their own core business.



## Cost Optimization

- Optimization of the product cost and value (VA/VE) through design
- Review of the product specification and the functionality
- Identifying the optimal design solutions
- Finding alternative suppliers and manufacturers
- Identifying alternative manufacturing technologies

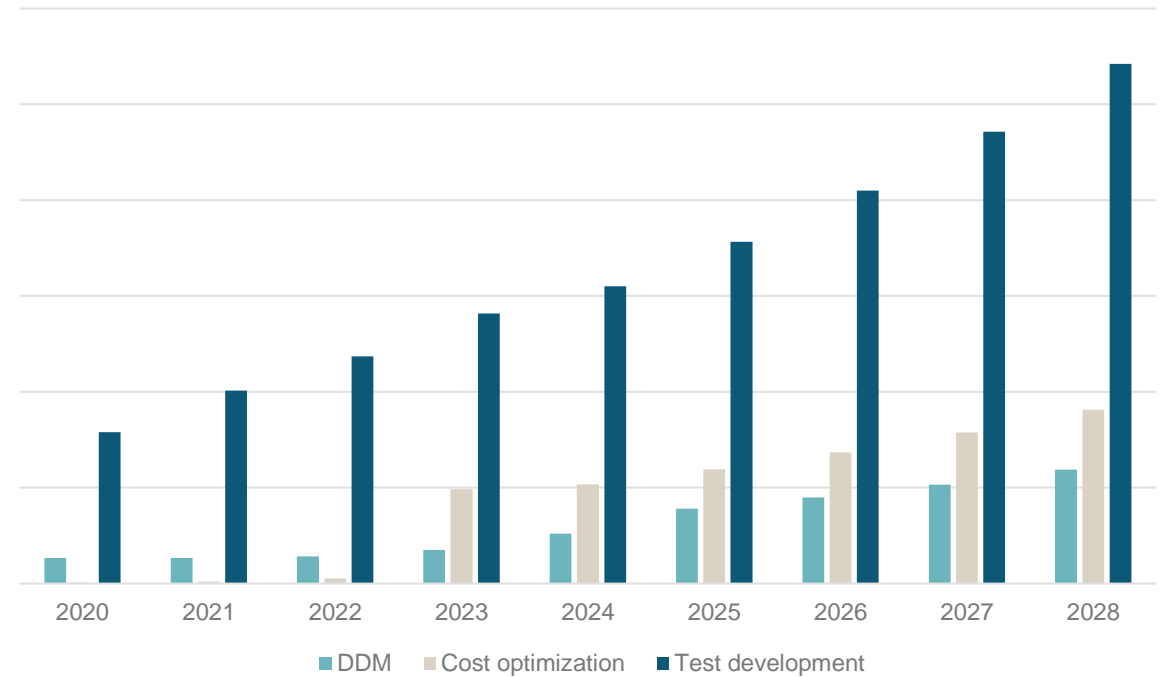


## Test Development

- Development of production test solutions based on Scanfil proprietary platforms
- Offering testing time on Scanfil owned hardware platforms
- Limited investment to the customer

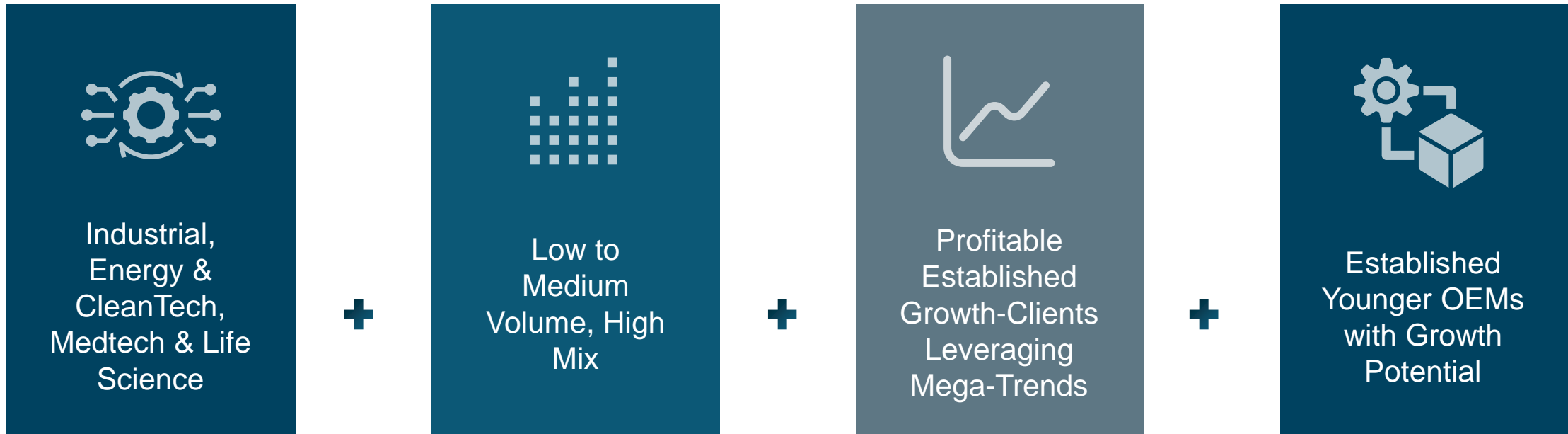
# Target to grow value-add services

- Increase value-add for customer and Scanfil
- Improve customer satisfaction
- Establish stronger customer partnerships



DDM = Design Driven Manufacturing

# Our target clients



Focus on long-term partnerships with a well-diversified customer portfolio



# Positioning for further growth



Leveraging strong track-record and customer relations



Global Account Managers dedicated to specific customer segment leverage industry-experiences & relations coupled with strong local customer focus teams at sites



Leading role in sustainability area as EMS

# New segmentation enhances us to focus on growth



## Industrial

- The foundation of Scanfil
- Wide range of industrial and B2B clients
- Growth drivers: industry 4.0, self-service applications and urbanization

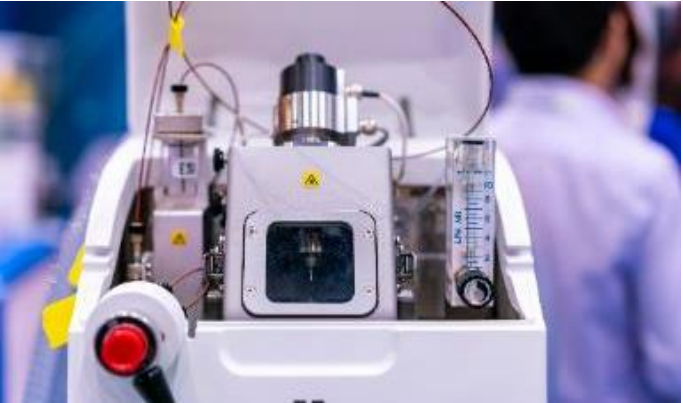
Market growth  
CAGR 2023-2028: 6%



## Energy & Cleantech

- “The greenest energy is the energy we don’t use”
- Heat pumps, smart control units, electricity grids etc.
- Growth drivers: regulation, electrification, circular economy

Market growth  
CAGR 2023-2028: 7%



## Medtech & Life Science

- Demand changes are quite modest - resilient
- Mass spectrometers, analyzers, air control devices
- Growth drivers: growing middle-class

Market growth  
CAGR 2023-2028: 8%

# Industrial – our roots and solid foundation

Elevator units

Parcel stations and laundry kiosks

Payment solutions

Surveillance, safety and entrance systems

Consumer and communication equipment

Sensors and trackers

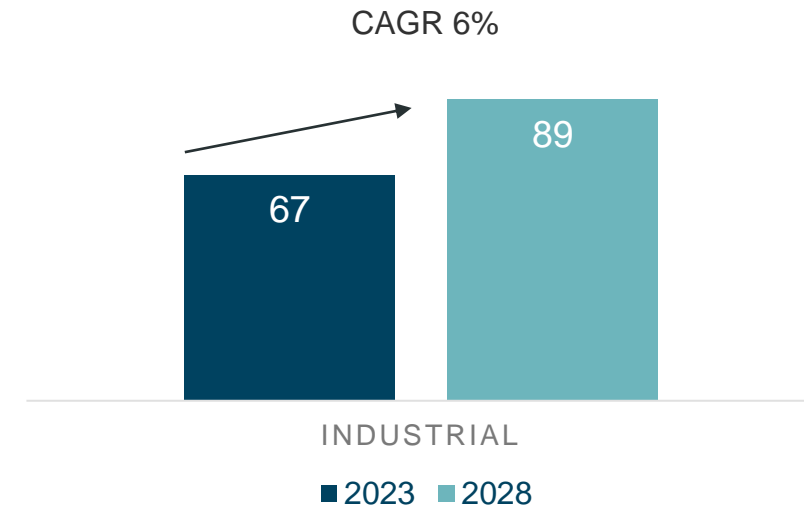
Production equipment and industrial control units

Steering units and systems

Defense systems



Estimated global industrial EMS market size EUR 89 bn in 2028



# Energy & Cleantech – geared for growth



## Recycling

- Circular economy
- 1.4 trillion beverage containers used p.a.
- Only 9% of plastic is recycled
- 90% of aluminium is recycled



## Energy saving

- “The greenest energy is the energy we don’t use”
- Heat pumps, smart control etc.



## Electrification

- Moving away from fossil fuels by using electricity
- Emission free at the site of usages
- Investments in new grids



## Renewable energy

- Increasing demand for renewable energy
- H2, solar, wind, nuclear, biogas etc.
- Investments in new power plants



## Energy storage

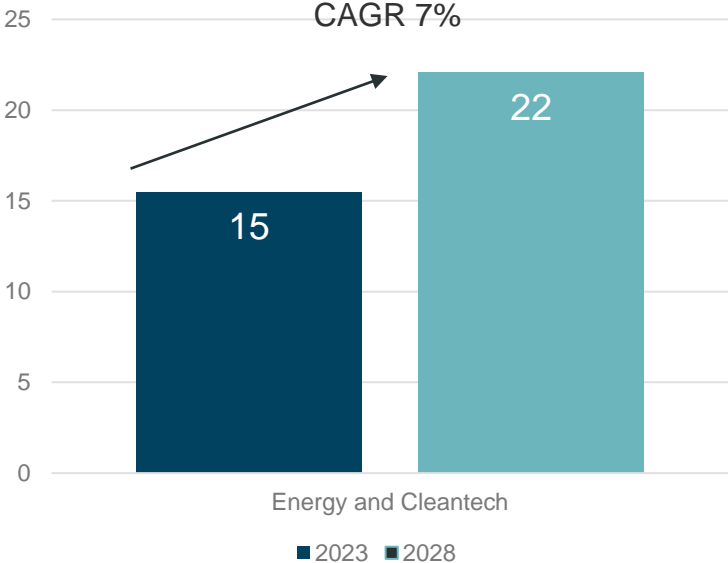
- Enabler of the decentralized and renewable energy production
- Investments in adjustment of power



# Energy & Cleantech – Leverage of customer base with leading OEMs

- Strong momentum with energy transformation & sustainability driving the market
- We have been growing fast with large solid customers & find excellent synergies for further growth
- Regionalization needs for the supply chain enables us to use our global footprint

Estimated Global EMS Market Size  
EUR 22 bn in 2028



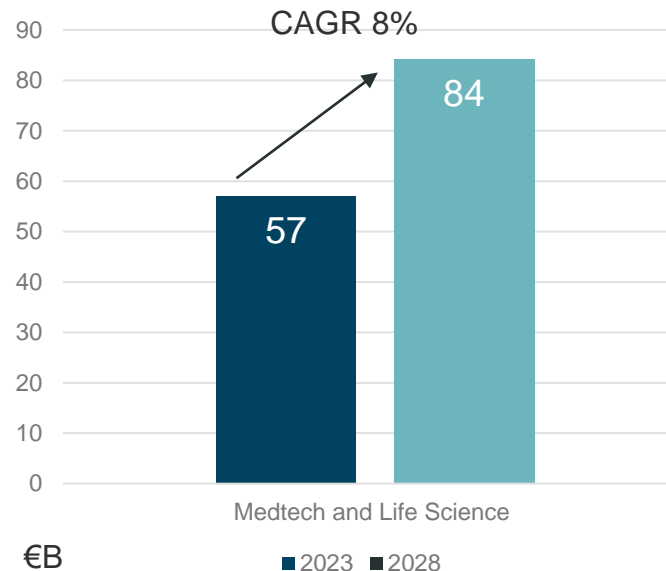
Source: Primary Research, Secondary Research, White Paper, Government Publications, Company Websites, World Bank Statistics, AMA Research & Media LLP

# Medtech & Life Science – Strong position with excellent growth prospects

## Macro trends driving growth

- Aging population
- Digitalization & connectivity
- Personalized care
- Increasing needs in emerging markets
- Need to predict weather and climate conditions

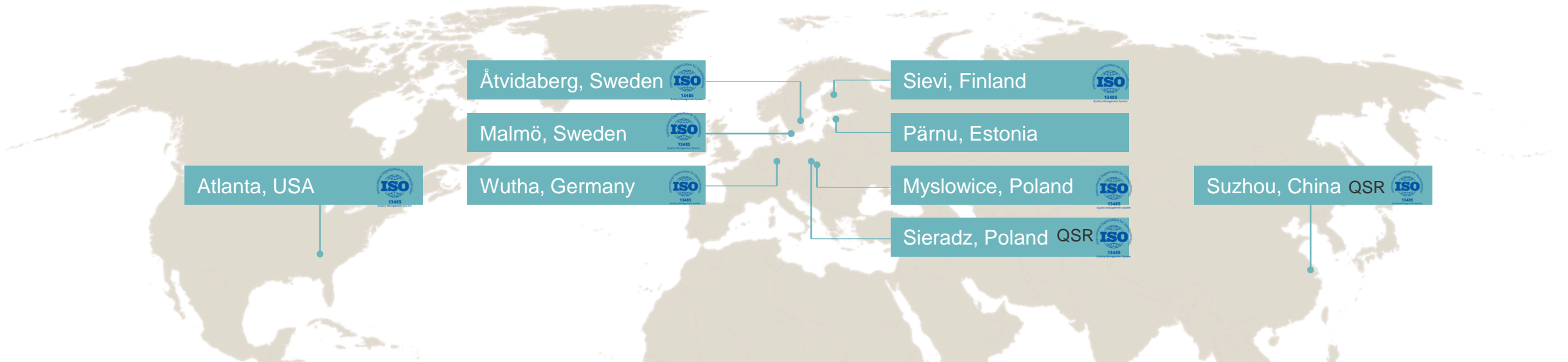
## Estimated global M&LF EMS Market Size EUR 84 bn in 2028



## Our deployment of a winning strategy

- Strategic focus on selected customer targets
- Expanding footprint with existing large to medium sized medtech clients for organic growth
- Leveraging strong experience – in vitro diagnostics, measurement devices & laboratory equipment
- Investing in broader capabilities for finished medical devices

# Medtech & Life Science – Expansion of capabilities for further growth



- Increase of dedicated experienced medtech staff in both sales and operations
- Develop Suzhou, China, site from component level to “Finished Medical Device” level
- Transition Sieradz, Poland, site from component level to “Finished Medical Device” level



# Riku Hynninen

## Chief Development Officer

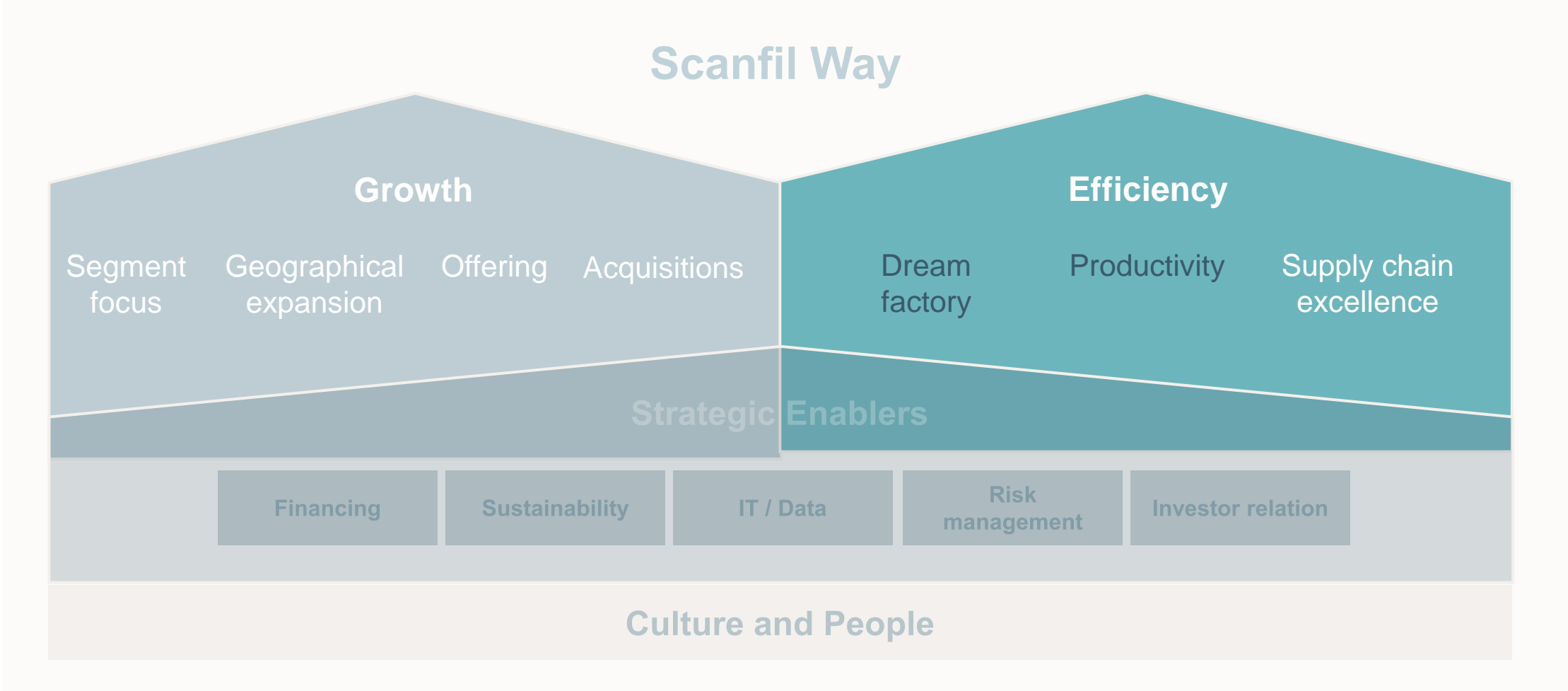
Riku Hynninen (1972) is responsible for operational performance development, combining the power of manufacturing and information technologies, people and culture, sustainability, and quality & lean management. During the years 2018 - 2021, he was leading the Scanfil operations as COO. Riku Hynninen has previously worked at Nokia Corporation, where he was responsible for manufacturing technology, new product introduction and lifecycle management for Mobile Networks product portfolio. He holds a Master's degree in Engineering.

He held (31 Dec 2023) 56,150 shares in Scanfil plc.





# Geared for growth 2024–2028



# Scanfil Dream Factory

**Vision:** Best-in-class competitiveness and customer satisfaction in operational excellence

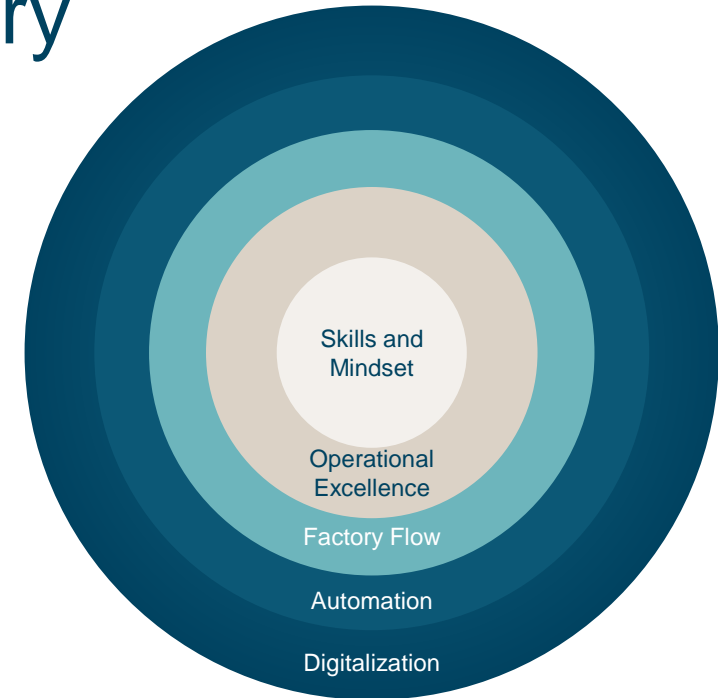
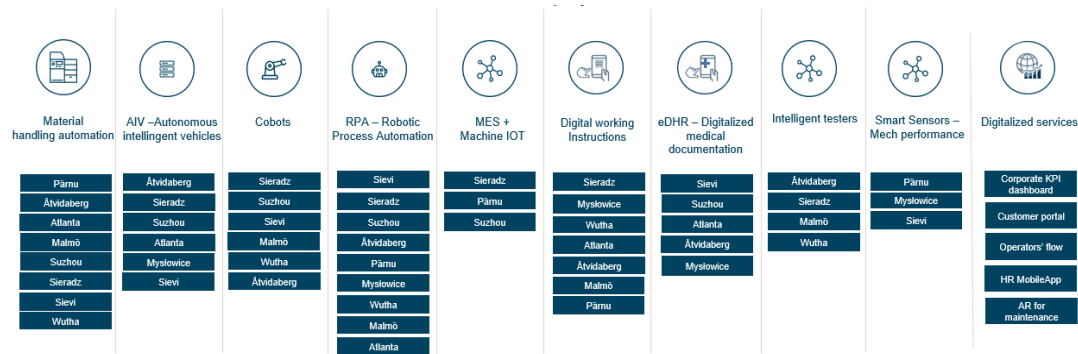
**Mission:** Optimize factory performance by connecting people, processes and equipment with real-time data & AI

Equipment &  
Automation

IT & Data

Process &  
People

# From Smart Factory to Dream Factory



**Smart Factory** program 2019-2023 has built an advanced technology foundation in digitalization and automation

- Dream Factory** program will
- Continue further digitalization and automation
  - Connect different technology layers, improved shop-floor processes and multi-skilled workforce to operate in synchrony

# Real-time data connecting people, processes and equipment

## Generic capabilities

Multi constraint planning



Real-time material management



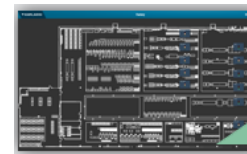
Optimized layout and flow



Multi skilled labor



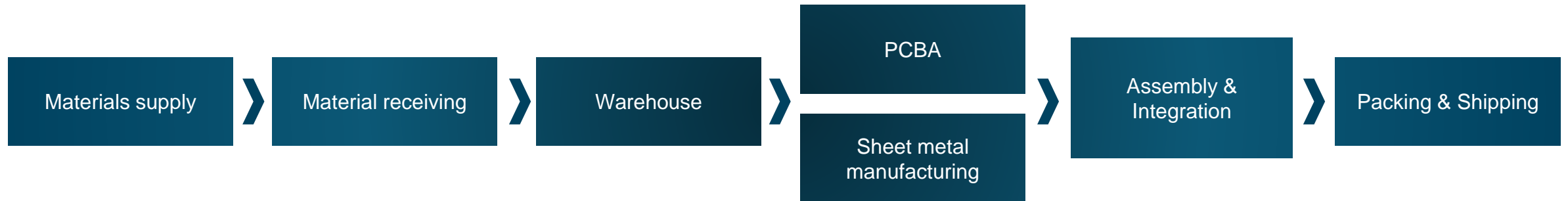
MES process control



Daily management and Data visualization



Analytics and AI



## Automation capabilities

Automated incoming inspection



Smart warehouse systems



Material transportation solutions



Intelligent material kitting



AI assisted automation



Flexible automation





# Dream Factory to improve operational excellence



## Smart Technology

- Value-driven automation
- AI assisted and connected
- Universal/flexible solutions



## Digital Flow

- AI & Data foundation
- Advanced planning and scheduling
- Real-time data visibility
- AI assisted
- Quality control
- Traceability
- Workflow optimization



## Factory Flow

- Optimize:
  - WIP
  - Layout / Space
  - Movements
  - Utilization
- Shop-floor visual management
- Dream Factory production line concepts



## Workforce

- Multi-skilled
- Agile
- Upskilling and scaling:
  - Lean Six Sigma
  - Continuous improvement
  - Problem solving
  - Digital

# Suzhou factory: Digitalization pilot

## Warehouse management



- 100% digitalization of all warehouse processes for environment, productivity, space utilization and safety development
- Unique ID for all components for full traceability, FIFO, and shelf life
- AIV for material handling

## Manufacturing



- Full traceability of material, processes, tools, machinery, and workforce by MES platform
- Real time production performance (planning fulfillment, quality yield, and TPM) to drive continued development
- Employee certification system to drive multi-skill training for high flexibility
- Flexible automation solutions for middle/high volume demand products

## Packing and Shipping



- Universal packing solution to ensure product routing control through all processes, avoid product mixing, secure FIFO
- Dynamic finished goods buffer for customers to secure fast delivery
- Daily, weekly and monthly delivery to oversea and domestic markets

# Achievements in Suzhou digitalization pilot 2020–2023

Return on Investment, p.a.  
**27%**

Customer NPS  
**79 (+54 pts)**

Employee NPS  
**80**

Customer Quality improvement  
**+68%**

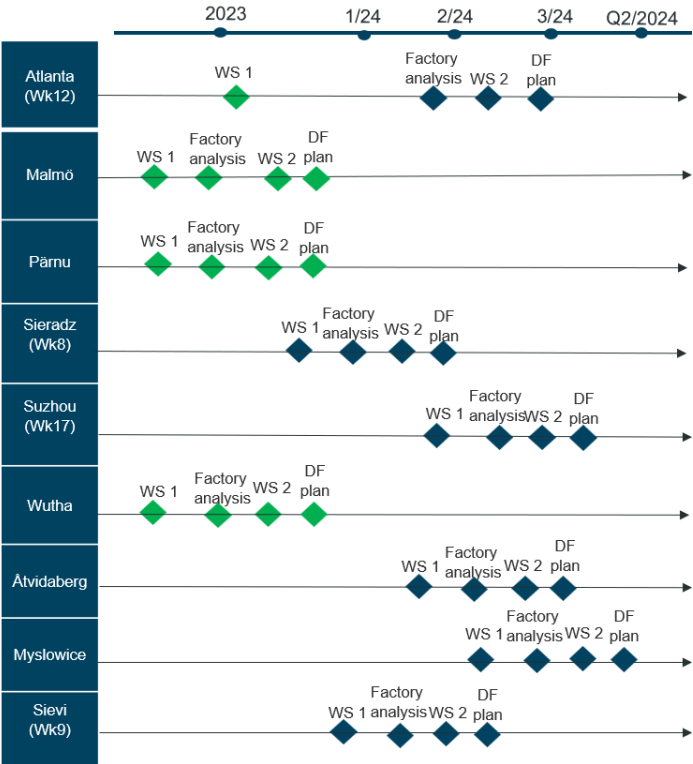
Surface Mount Equipment Efficiency (OEE)  
**+13% points**

Material scrap reduction  
**-67%**

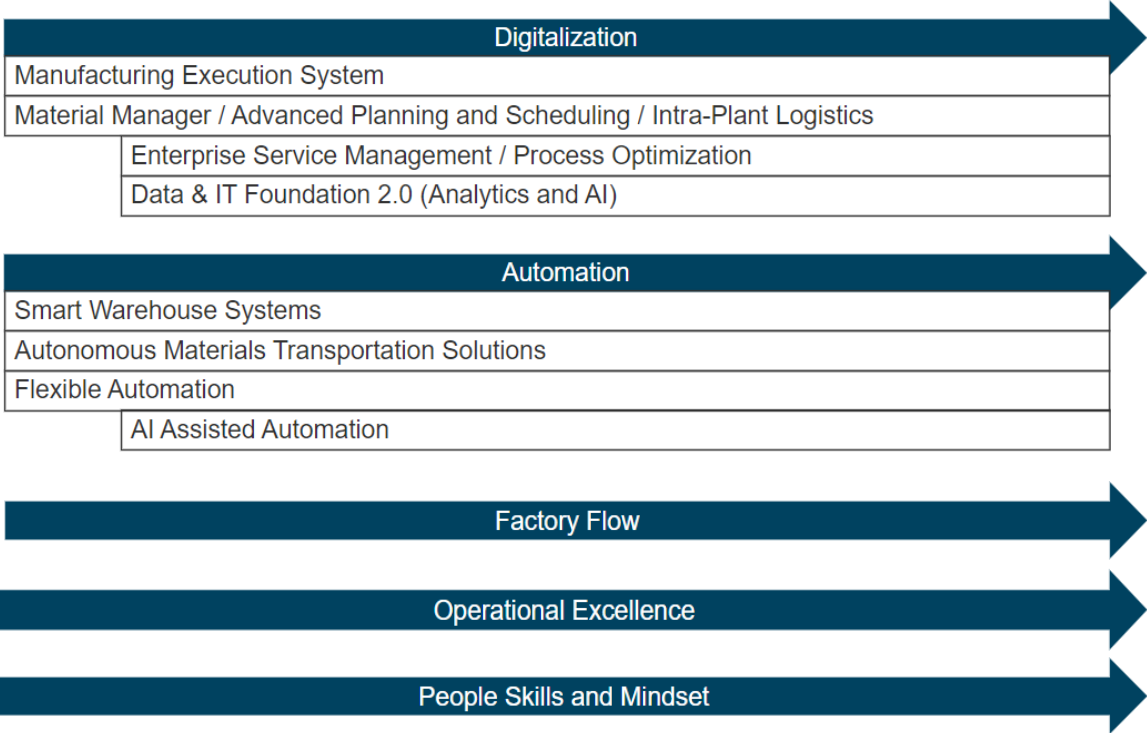
On-Time Delivery % (Customer Wanted Date)  
**+21% points**

# Annual investment of 6 M€ in digitalization and automation 2024–2028

## Collaborative planning with factories...



## ...results in Dream Factory roadmap and execution plan for each factory





# Targets by 2028

## Productivity

Improvement of  
>26%

## On-Time Delivery

Best-in-class customer  
satisfaction in Delivery  
>4,5 / 5,0

## Quality

Best-in-class customer  
satisfaction in Quality  
>4,5 / 5,0

## Inventory

Inventory turnover  
>6

# Timo Sonninen

## Chief Operating Officer

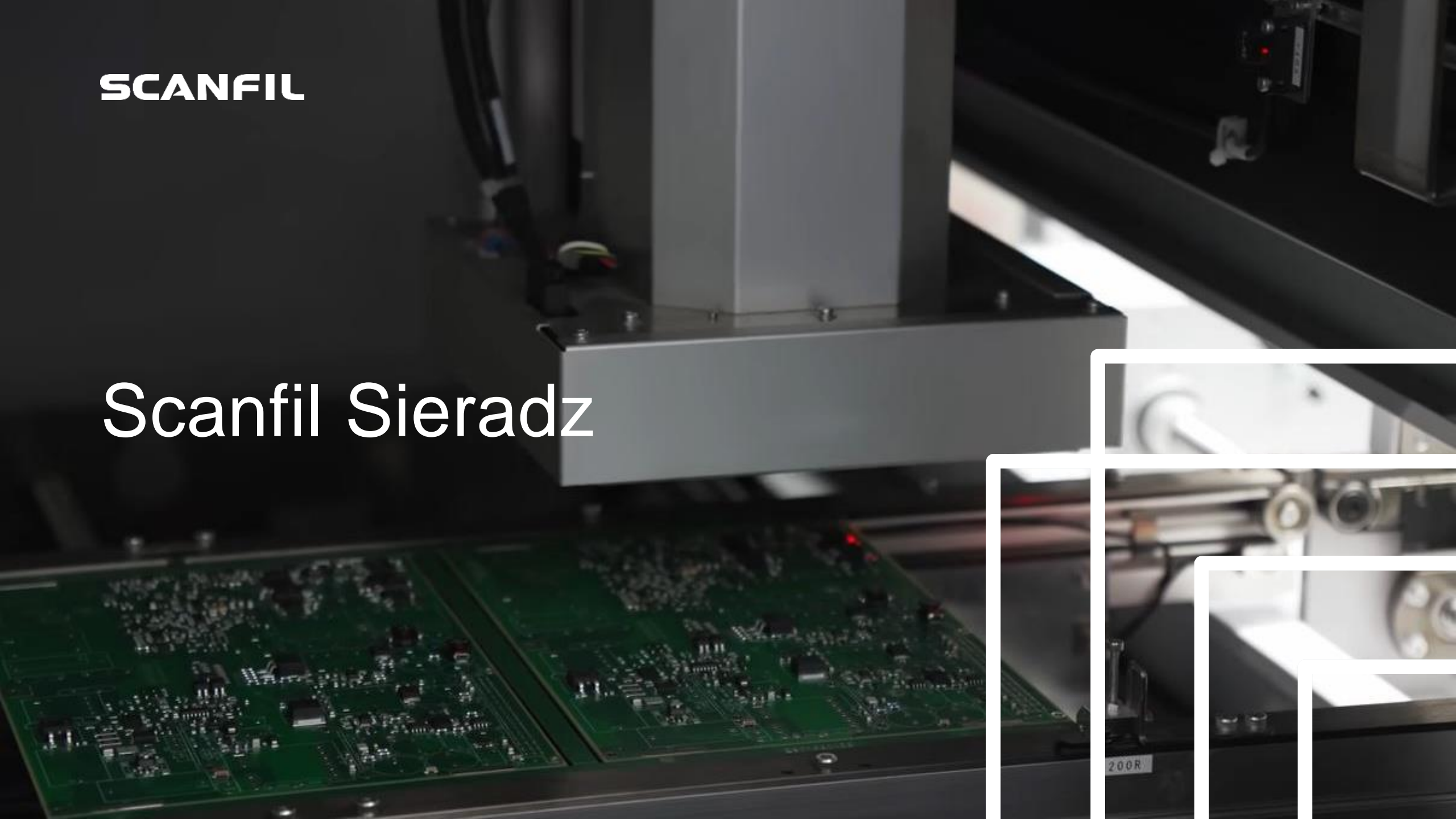
Timo Sonninen (1966) is responsible for the factories' operational and financial performance. He has previously worked for Efore Oyj as Vice President, Operations, in Suzhou, China 2006–2013. Prior to that he has worked at Incap Oyj among others as Vice President, Manufacturing Services and the Plant Director of Vuokatti factory. He holds a Bachelor's degree of Science.

He held (31 Dec. 2023) 143,500 shares in Scanfil plc.

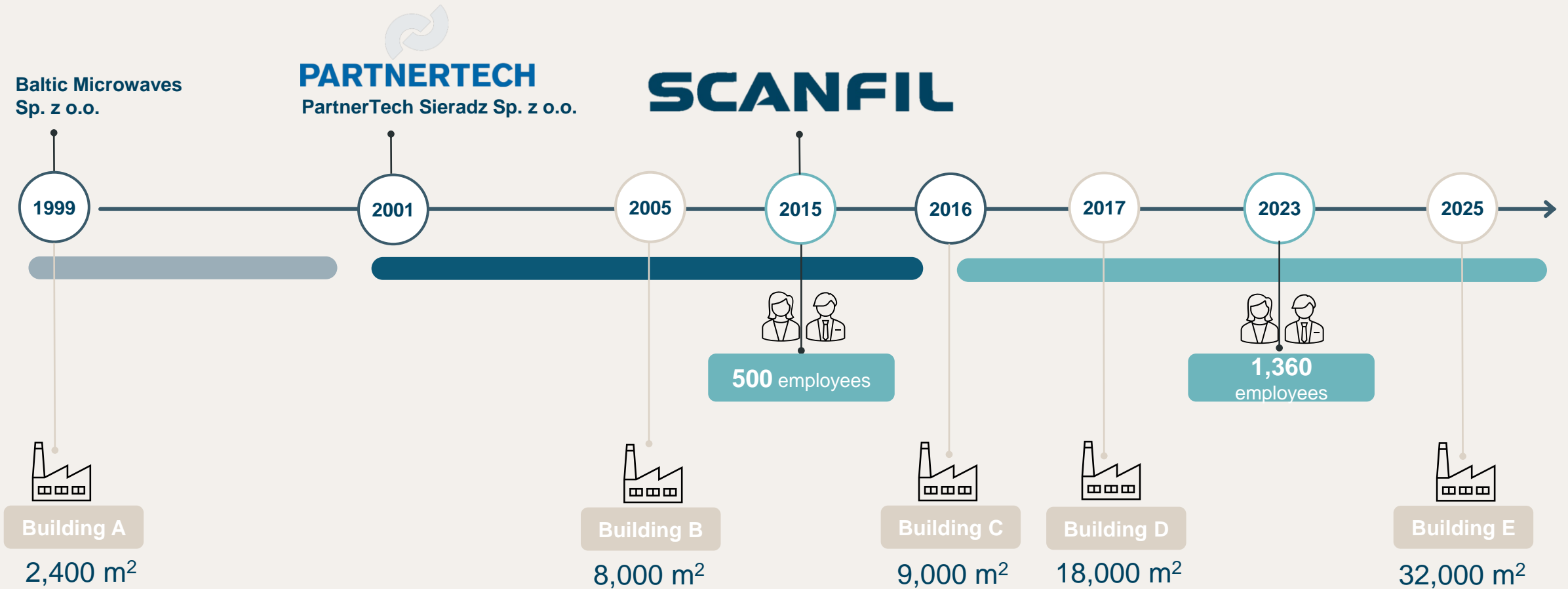


**SCANFIL**

Scanfil Sieradz



# Key milestones of our growth in Sieradz





FACTORY NETWORK

# Sieradz, Poland

## Electronics Manufacturing

Services:

- Product design and Industrialization
- Electronics manufacturing
- System integration of modules and complete products
- Logistics and distribution services

~1360

Personnel  
Headcount + third party

18,000 m<sup>2</sup>  
194,000 sft

Floor area



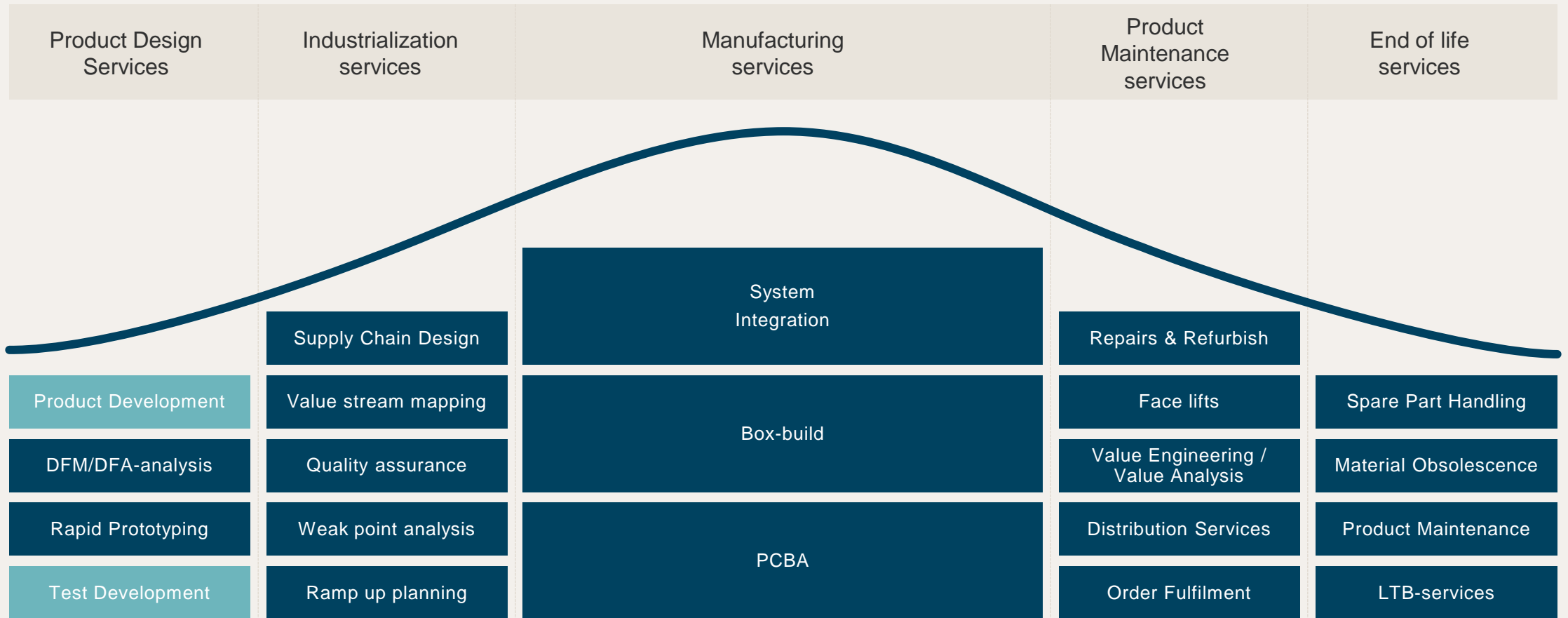
Sieradz  
Poland

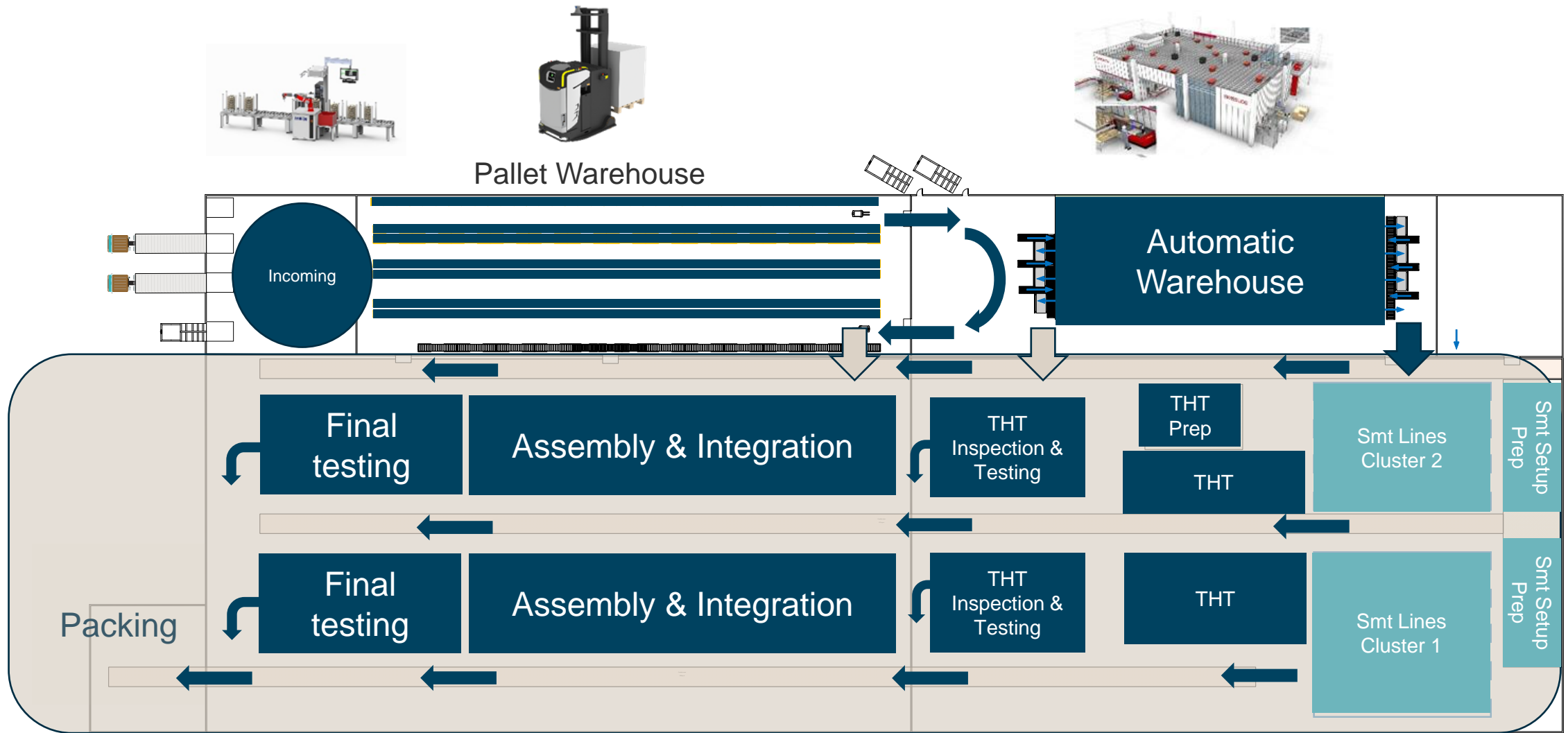


# Our offer throughout your products life cycle

Sieradz capability

Scanfil Group





# Excellent location in the Eastern Central Europe



Dynamics: fast developing company with potential to grow



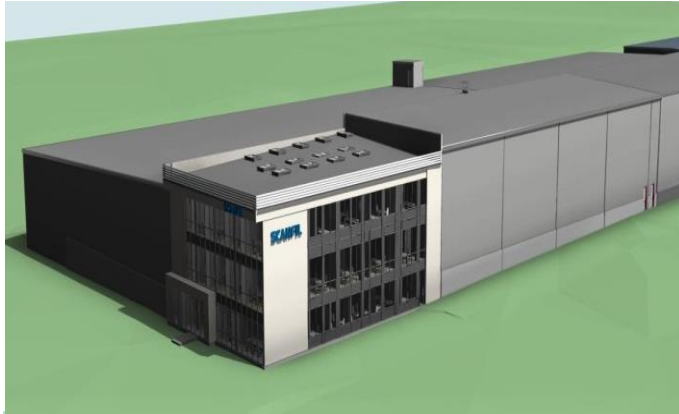
People: experienced crew & great availability to employee market, close access to technical competences. First choice company for technical & engineering students



Location: road hubs & transport infrastructure, investments possibilities with special economic zone



# Expansion investment of 14,000 m<sup>2</sup>



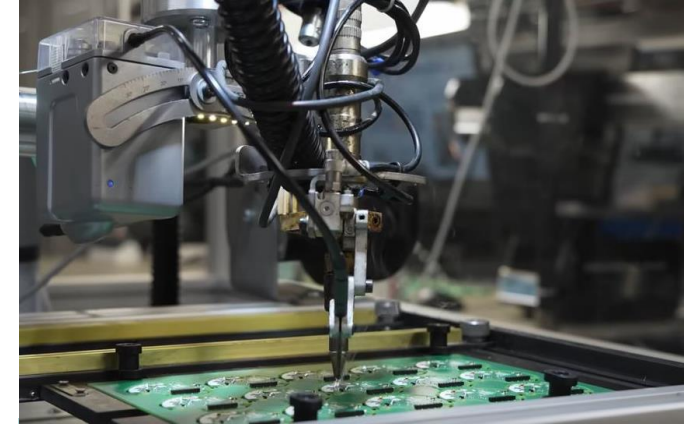
## Size nearly double

- Cost of EUR 20 million, only infrastructure
- Increase the m<sup>2</sup> by 14,000
- Investment started in Q3/2023
- Planned to be ready in Q2/2025



## Green factory

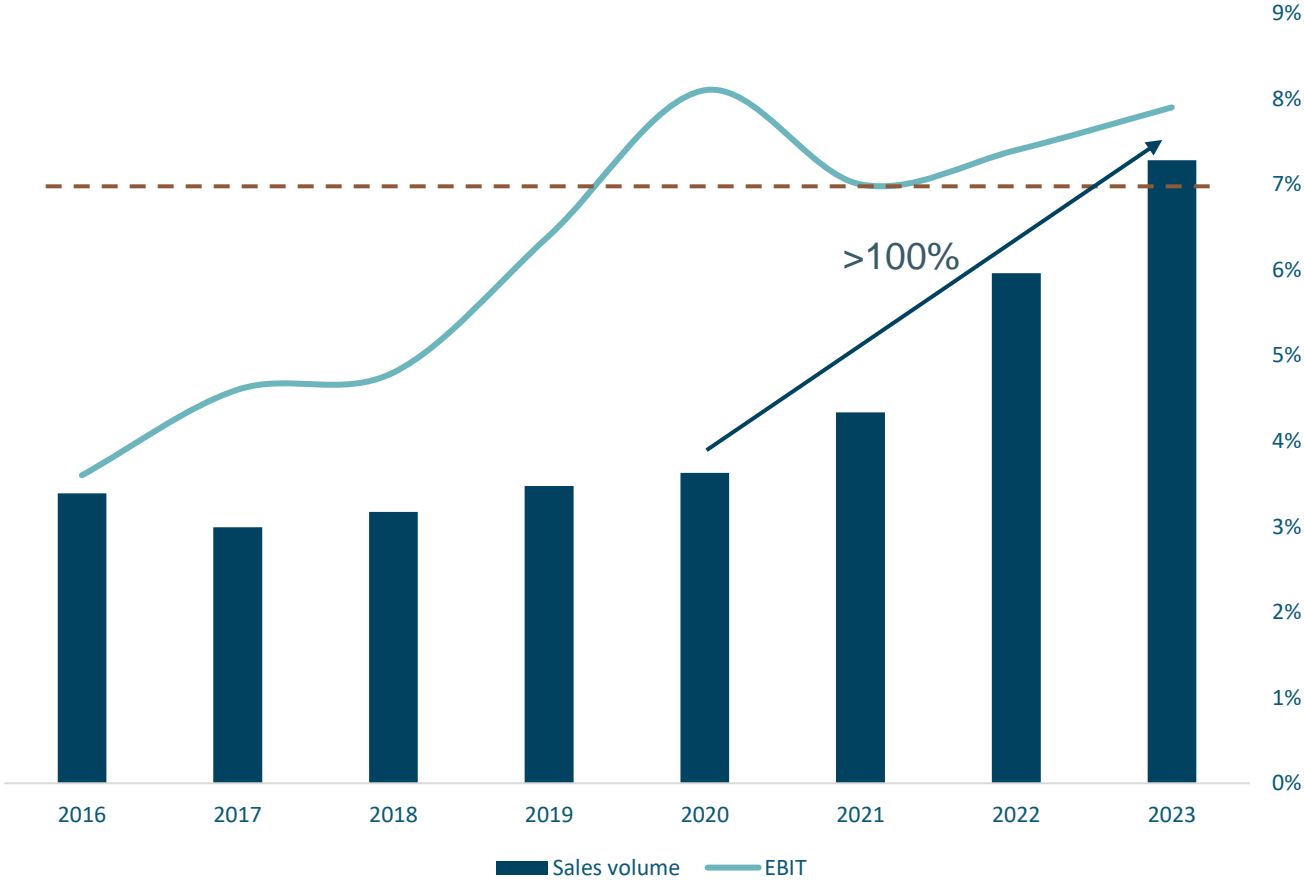
- New factory building will use geothermal heating and cooling
- Solar panels will be used for electricity production



## Dream factory

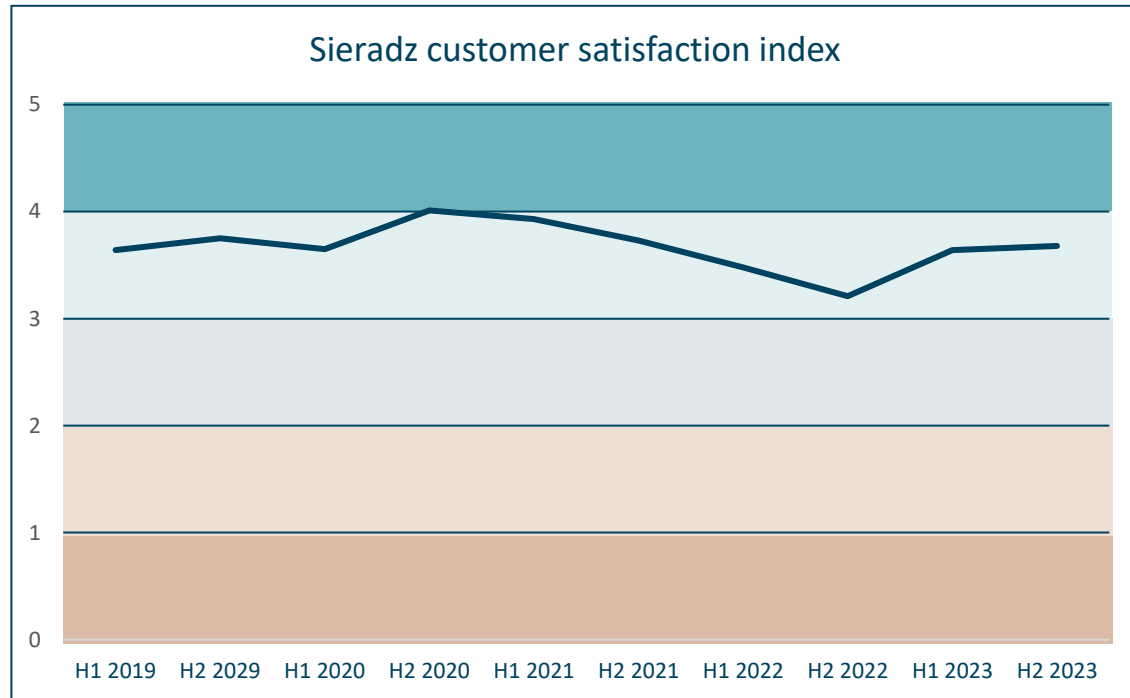
- Expansion is planned according to Dream Factory
- It will be highly efficient in material and process flow
- Investments in machinery and equipment will be done as demand increases

# The volume growth path of Sieradz

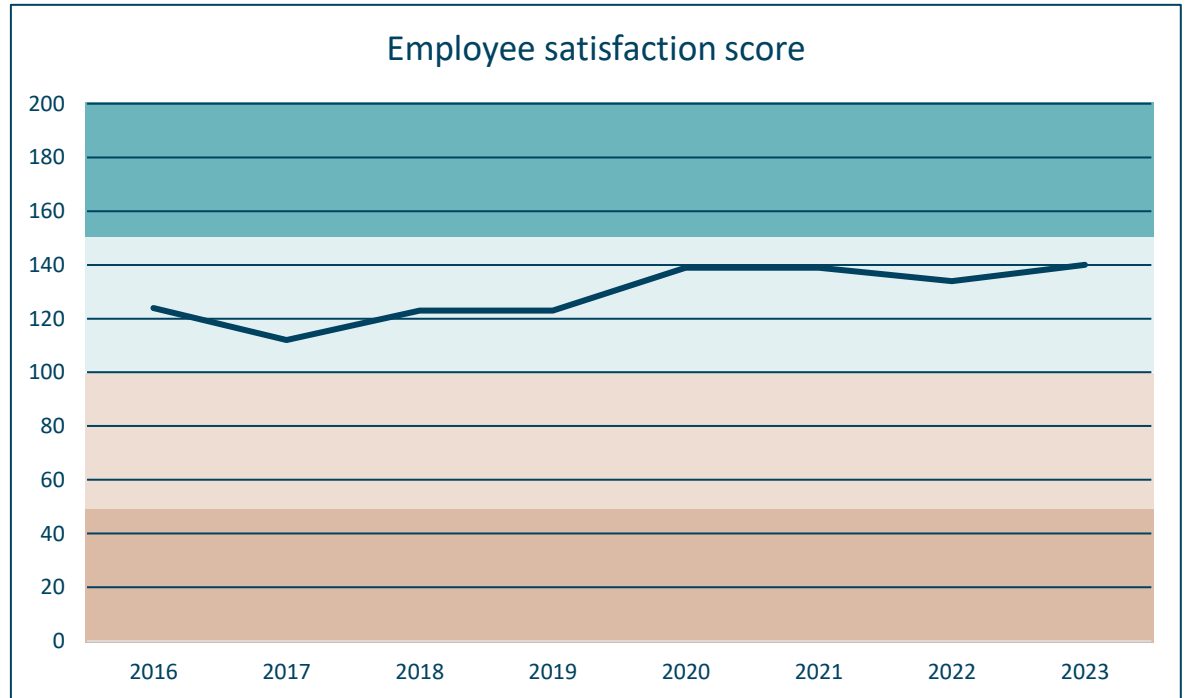


- In 2023 4<sup>th</sup> shift in use (24h/7d model) and 4<sup>th</sup> SMT line installed
- Expansion of 14,000 m<sup>2</sup> should be available for production as of H2/2025 and investments in production machinery will take place as customer demand picks up

# Customer and employee satisfaction are trending up



- Semiconductor shortage affected satisfaction
- Increased capacity
- Special attention in proactive communications with customers



- We are the biggest employer in Sieradz region and benchmark to the others
- Open communications, transparency, social events, training and cooperation with the universities
- Women 56% and men 44%

# Customer case: Value Analysis/Value Engineering

## Customer Challenge

- Need to decrease product costs
- Lack of resources for product re-design

## Scanfil Solution

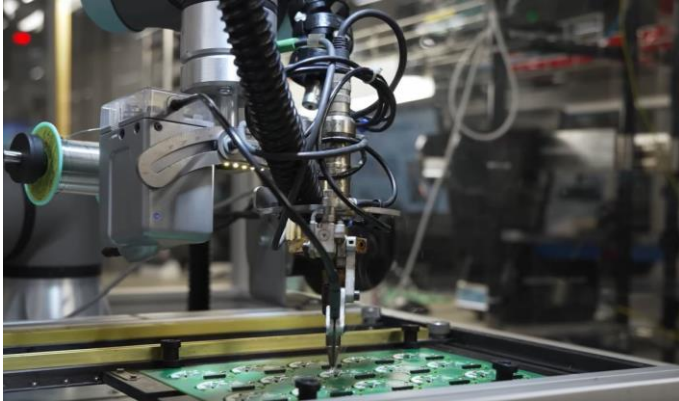
- Multidisciplinary team to collect information and perform functional analysis
- Review alternative options, calculate savings and pay-back time
- Recommendations for the customer
- Design done by our partner
- Design for manufacturing, industrialization and production ramp-up by Scanfil

## Customer Benefits

- Reduced costs with the same product functionality
- Improved performance and quality



# Sieradz is ideal for a customer who has a need for...



## Product industrialization

- Project Manager leading dedicated New Product Introduction (NPI) from early development phases to serial production
- Design for Manufacturing & Assembly



## PCBA volume manufacturing

- Professional and efficient way of working with multifunctional Customer Teams led by Program Managers
- State of art machines and equipment



## Box-build and/or system integration

- Over 20 year of experience in complex box build or system integration
- Develop capability to produce finished medical devices
- Customer specific teams and lines to maximise output

# Key takeaways

Customer A:  
"Overall customer focus and performance improved vs 2022."

Customer B:  
"Overall procurement performance improved throughout 2023 with extension of new team members"

Customer C:  
"Good proactive approach to VAVE cost saving projects and improvement suggestions"

Customer D:  
"the people involved in team are very good with a good attitude. We still need to set our team to make this even better together"

## STRENGTHS

- Profitable growth
- Diversified customer portfolio
- High-mix low/medium volume capability
- Motivated and hard-working professionals
- Excellent location

## OPPORTUNITIES

- Solid foundation to lay on
- Untapped growth potential in existing customers
- Production of electronics feed the growth of system integration services

# Q&A

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**SCANFIL**



# Closing remarks

- Positive outlook for EMS market
- Energy and clean tech, Medtech long term potential development
- M&A to complement our growth journey
- Efficiency in the core of company DNA
- New long-term targets

