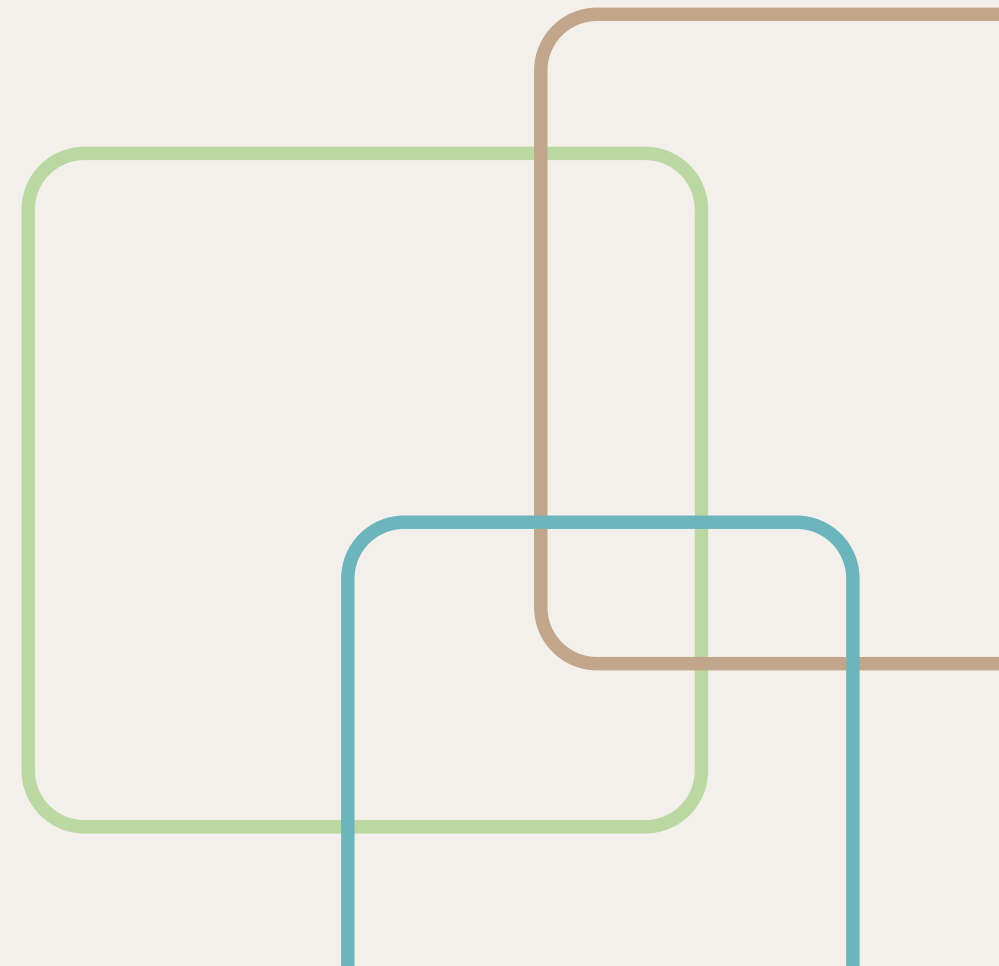


**SCANFIL**

# Americas: Region Accelerating Growth

Christina Wiklund

Chief Commercial Officer & VP of Americas



# US Market Growth Driven by Outsourcing

**USD 133bn**

EMS market size, 2025

**USD 184bn**

Forecast market size, 2030

**6.7%**

EMS market CAGR, 2025–2030

## Market drivers

### Outsourcing

OEMs shift complex production to specialized partners for cost, scale and flexibility.

### Reshoring

Government investments and a focus on domestic production. The CHIPS act, tariffs and Inflation Reduction Act.

### AI and EV

Data-center, grid and electrification investment lifts demand for cooling systems, electricity supply and uninterrupted power supply.

### Aerospace & Defense

Rising defense budgets and continuation of challenging security environment combined with change in warfare.

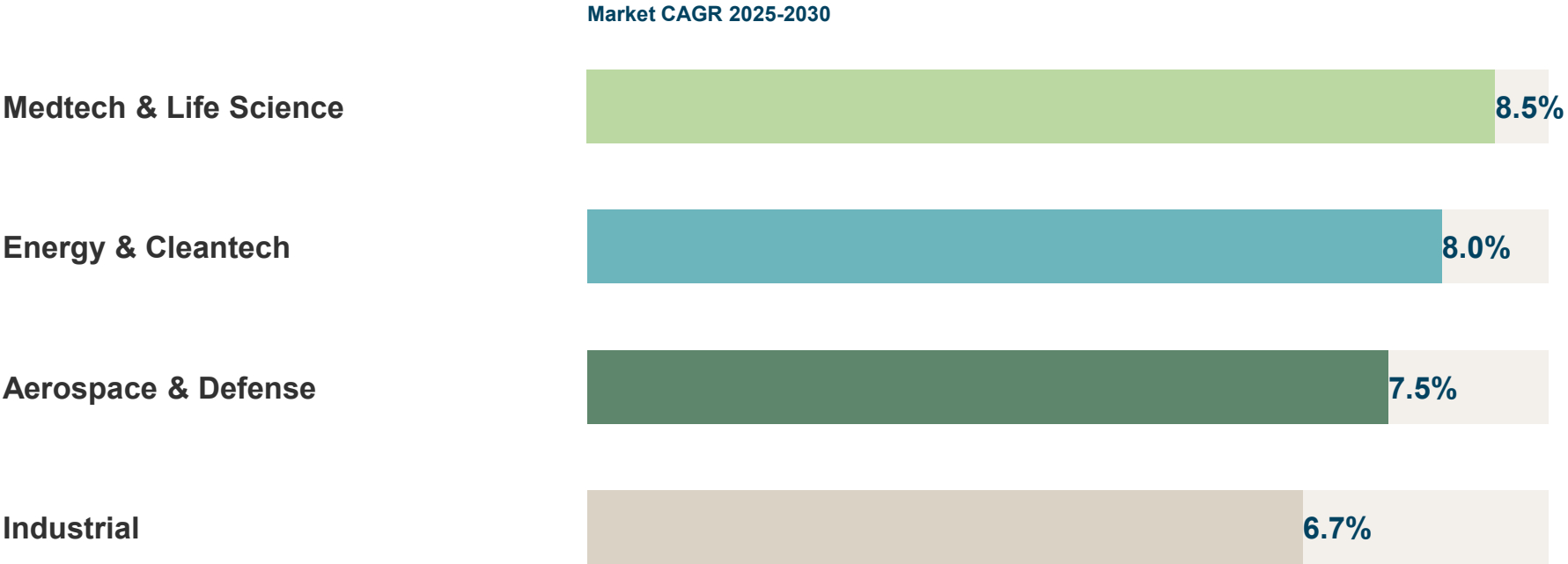
### AI and Medtech

Aging population and new AI solutions entering the market.

Source: MarketsandMarkets, Electronics Manufacturing Services Market, Global forecast to 2030.

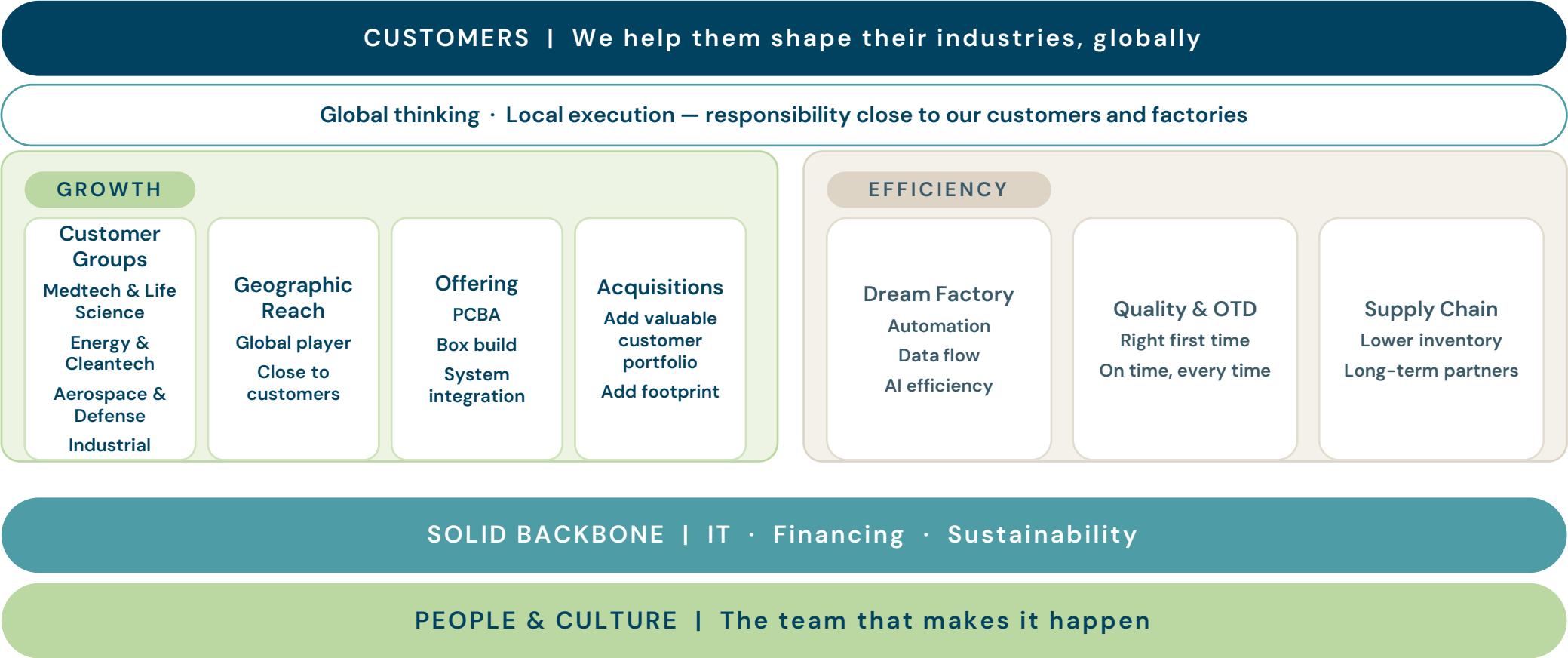
# Organic Growth Drivers – EMS Market in the Americas

Estimated Americas EMS market grows 6.7%. Over 1% faster than the Global EMS market average of 5.6%

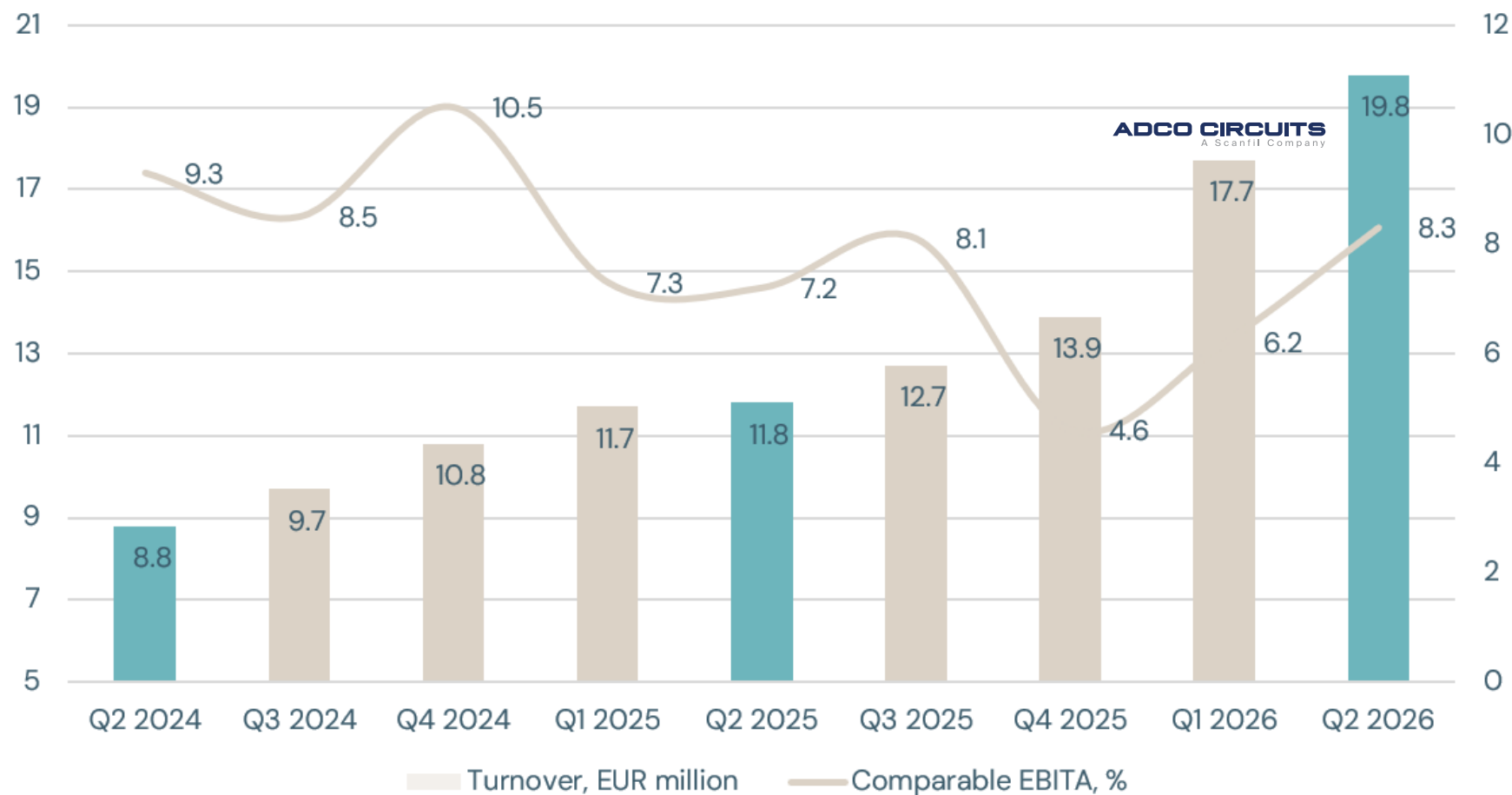


Sources: Semiconductor Insight. Scanfil's market view.

# Strategy for 2026–2030: Geared for Growth



# Organic & Inorganic Investments Are Driving Growth



# Atlanta – How We Go to Market & Our Value Proposition

- 1 Scanfil Atlanta is a customer partner for **PCBA and advanced system integration**, serving demanding electronics OEMs across the North American market.
- 2 Backed by more than two decades of experience, the site pairs deep expertise in **Energy & Cleantech** (including power electronics), **Industrial, and Medtech & Life Science** with vertically integrated PCBA and module manufacturing, logistics & distribution, and repair services.
- 3 This end-to-end capability & access to a global manufacturing footprint for services in other regions, helps customers **accelerate** time to market, **secure** reliable supply, and **scale complex products** with speed, flexibility, and quality.



FACTORY NETWORK

# Atlanta, USA

American Market Systems Integrator & Distributor

- PCBA Production
- System Integration
- In/Out Warranty Repair & Refurbishment
- Cable Harness Assembly
- Logistics and Distribution Services
- Refrigeration
- ISO 9001, 14001, 13485, 45001, IPC, UL508A, CTPAT

~300

Personnel  
Headcount + third party  
3-shifts

17,650 m<sup>2</sup>  
190,000 ft<sup>2</sup>

Floor area  
Two sites

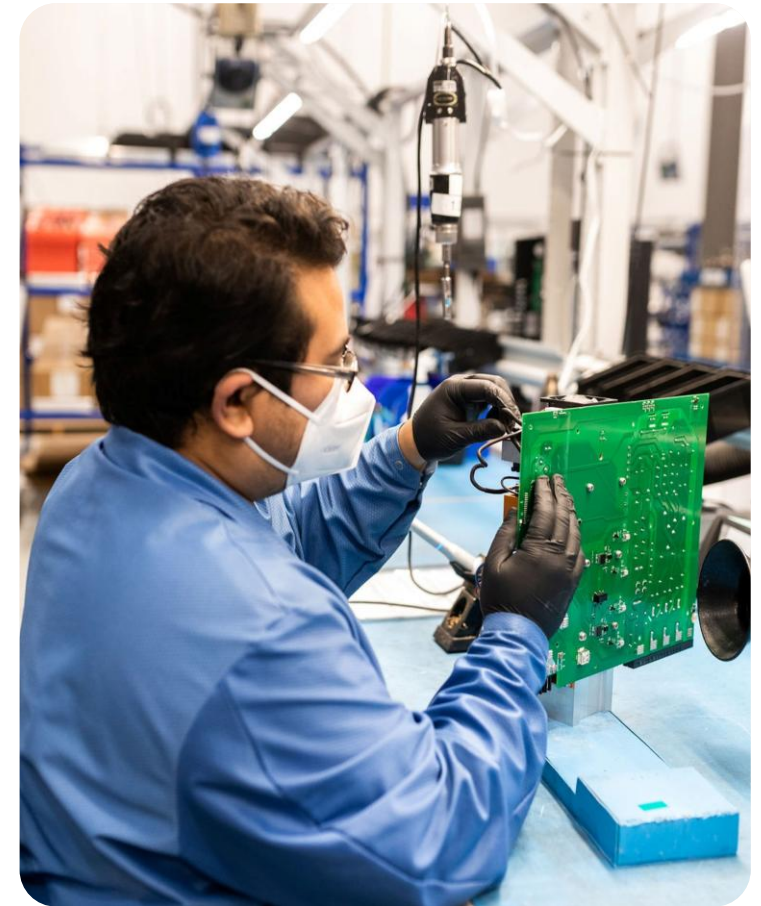


Buford, GA  
USA



# Detroit – Our Expertise & The Value We Provide

- 1 Scanfil Detroit – ADCO Circuits – is a provider of high-performance **PCBA and advanced box-build electronic assemblies**, serving customers with high regulatory demands in the North American market.
- 2 With more than four decades of experience, the site has a vast track record in **Aerospace & Defense** and **Industrial** with a growing footprint in **Energy & Cleantech**.
- 3 The site offers a unique **fast prototyping solution**, which caters to customers' development teams for increased speed & time-to-market. Coupled with the Aerospace & Defense **regulatory expertise**, customers are served with top-notch advanced manufacturing with great **flexibility**.



# ADCO Circuits, Detroit, USA

## Fast Prototyping, PCBAs and Box-Build

- ADCO Circuits was established in 1981
- General Manager Marc Damman is a second-generation entrepreneur
- Focus on electronics manufacturing, and complementary box build for industrial customers with vast experience of aerospace & defense products
- Prototyping PCBA service platform with excellent NPI capabilities
- Three high-speed SMT lines and two high-speed selective soldering lines
- ISO 9001, AS9100D, ITAR, UL, CMMC Level 1, IPC-A-Class 3

~120

Personnel  
Headcount + third party

5,000 m<sup>2</sup>

55,000 sq ft

Floor area



Detroit  
USA



# Americas Regional Strengths and Opportunities

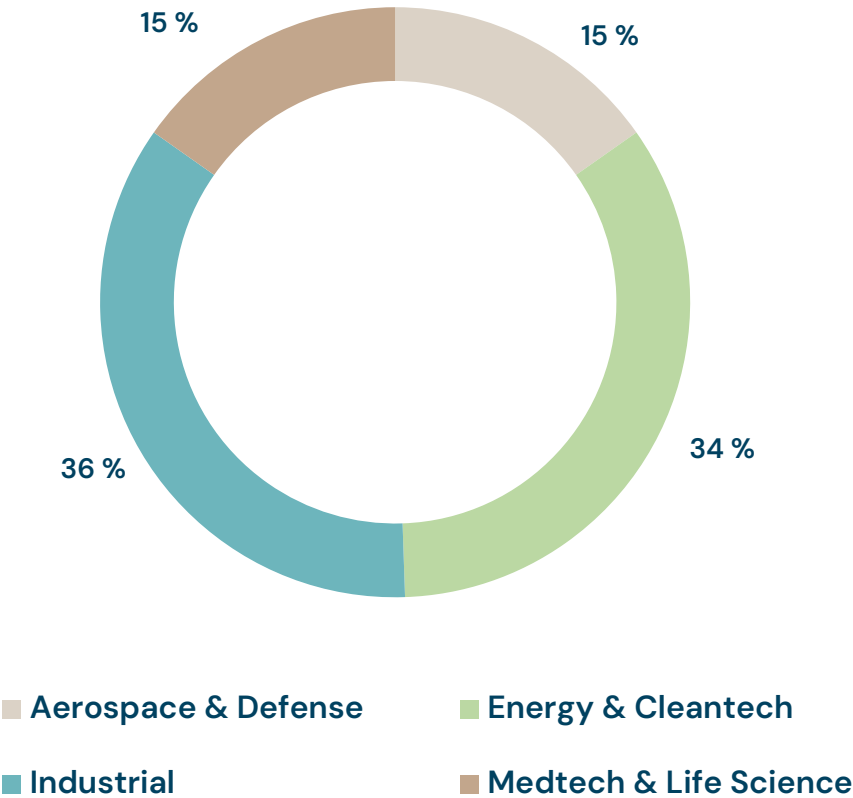
## Strengths

- High mix & complex PCBA's
- High-quality performance – low PPM
- Global OEM customers
- Customer relationship/tenure
- Supply chain/global reach leverage
- Pedigree/certifications – track record in highly regulated industries
- Fast prototype process

## Opportunities

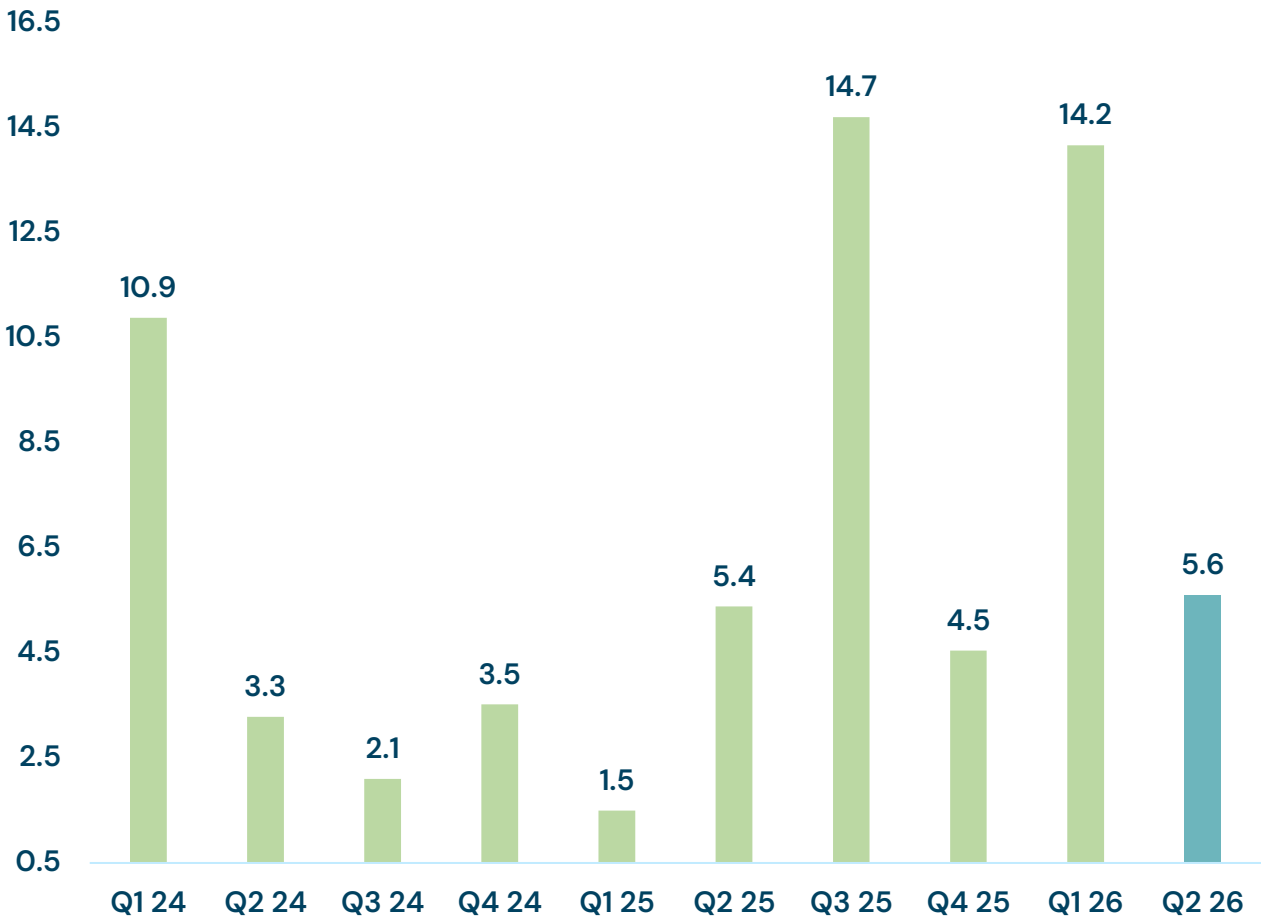
- Current speed of growth and challenges to scale
- Pricing leverage with combined sites
- Leverage of site unique capabilities (Atlanta – repair & distribution, Detroit – fast prototyping & high regulatory)
- Enhanced test solutions development
- RFQ process – speed and reliability
- Geopolitics – tariffs create insecurities for regionalization
- Potential lower-cost footprint outside of the US

# Anticipated Increase in Demand



H1 2026 figures

**SCANFIL**



# Strategic Priorities



## Profitable Growth

**Grow regional revenue with double-digit profitable organic growth over the business cycle**



## Organic Growth

**Leverage Atlanta & ADCO for new US logos  
Open new business pipeline ~€200 million**



## Utilization & Efficiency

**Fill all SMT-lines, grow box-build, system integration services**



## Inorganic Growth

**Continue successful ADCO integration process and seek for possible new acquisitions**



## Customer Focus

**Faster quotations and NPI execution, zero-defect mindset, proactive communication**



## Competence & Organization

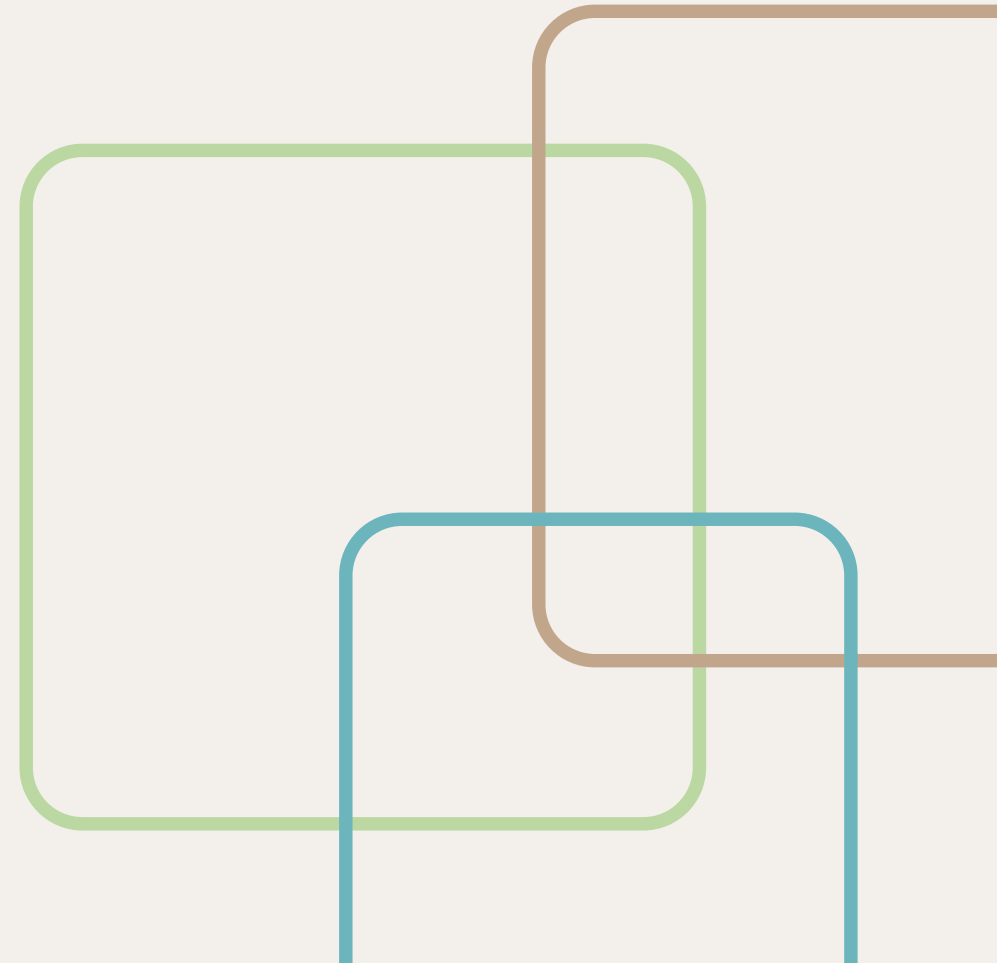
**Regional sourcing skills, collaboration across sites, leader coaching as we grow**

# Questions & Answers

**SCANFIL**

# Central Europe: Improved Growth Prospects

Markku Kosunen  
VP of Central Europe



# European Market Growth Driven by Outsourcing

**USD 76.8bn**

EMS market size, 2025

**USD 98bn**

Forecast market size, 2030

**5.0%**

EMS market CAGR, 2025–2030

## Market drivers

### Outsourcing

OEMs shift complex production and high electronics content manufacturing to specialized partners for cost, scale and flexibility.

### Electrification

Shift towards electricity as a key source of energy will continue and accelerate. Trend is supported by increasing demand for cooling and energy saving solutions.

### Aerospace & Defense

NATO 5% budget demand, continuation of challenging security environment, change in warfare and revamp of European defense industry.

### Medtech & Life Science

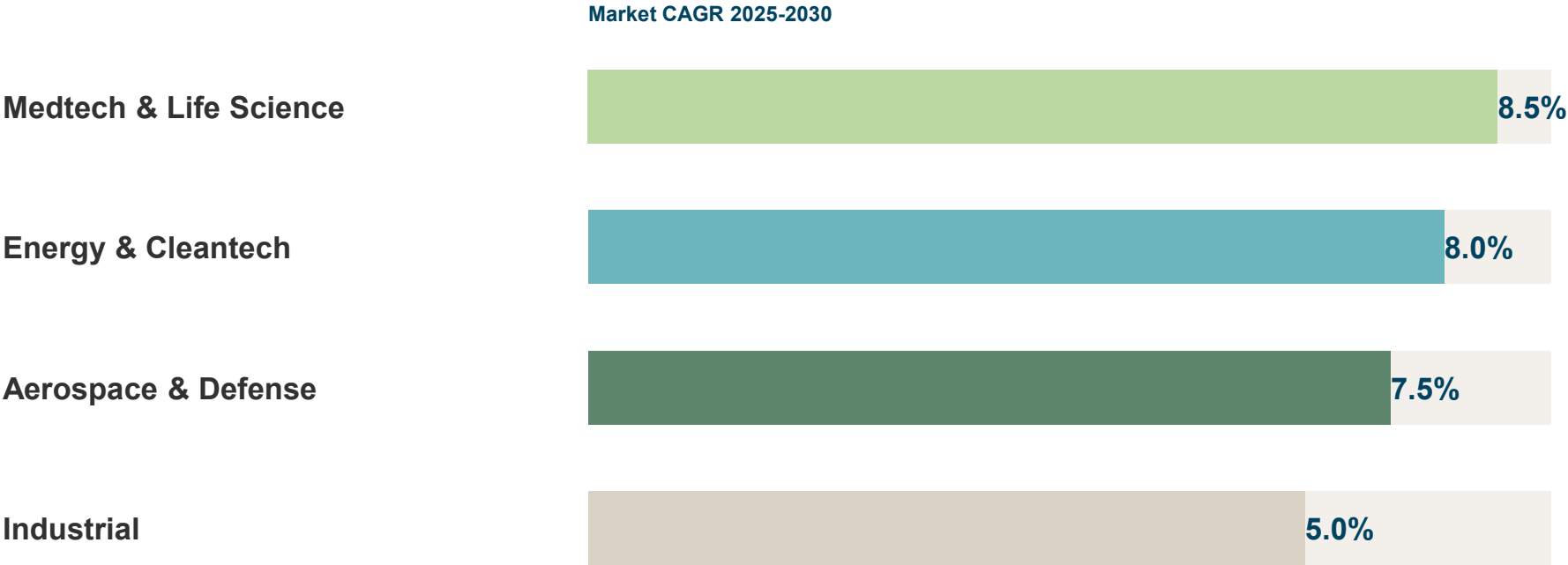
Ageing population, new AI solutions and products entering the market.

Source: Mordor, MarketsandMarkets,, Global forecast to 2030.

Note: Whole Europe, Northern Europe is not excluded. Which accounts roughly 20–30% of the whole market

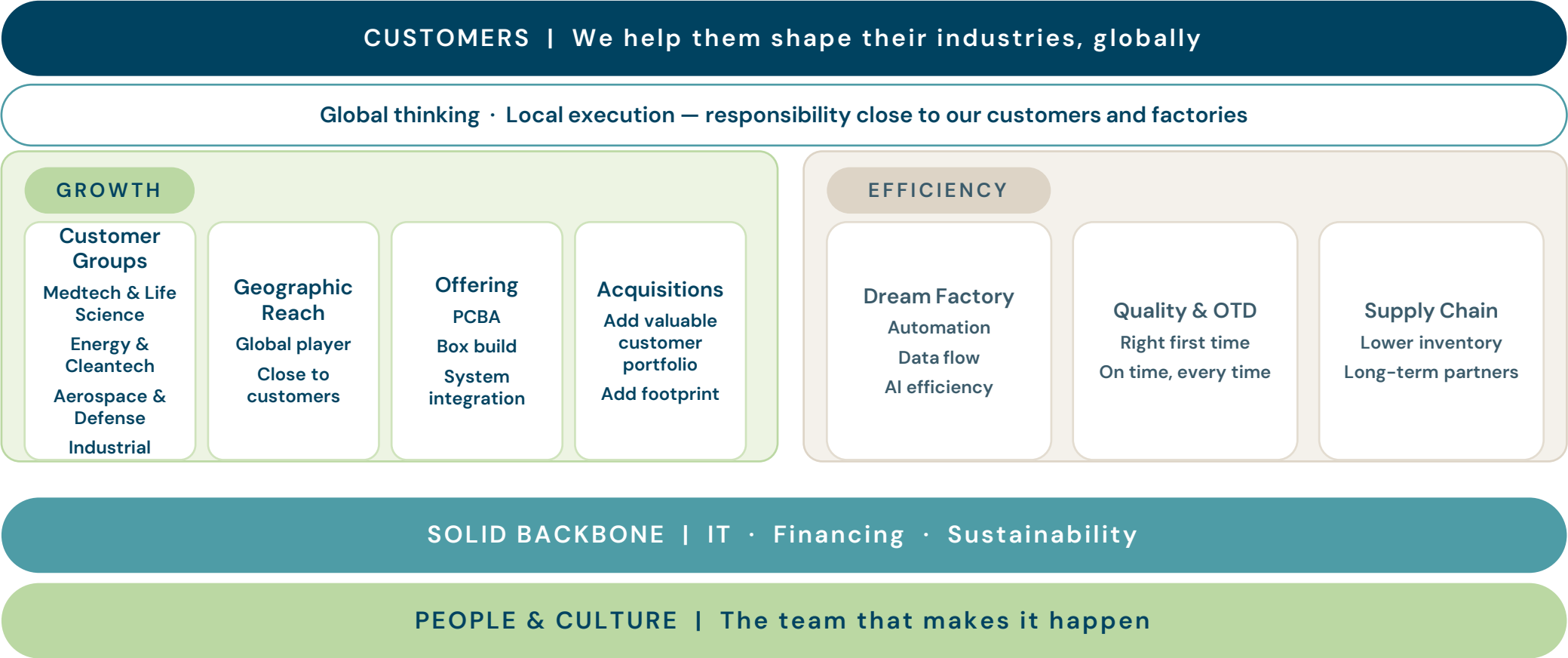
# Organic Growth Drivers – Market

Europe Region to grow 5.0%, the Global EMS market average of 5.6%

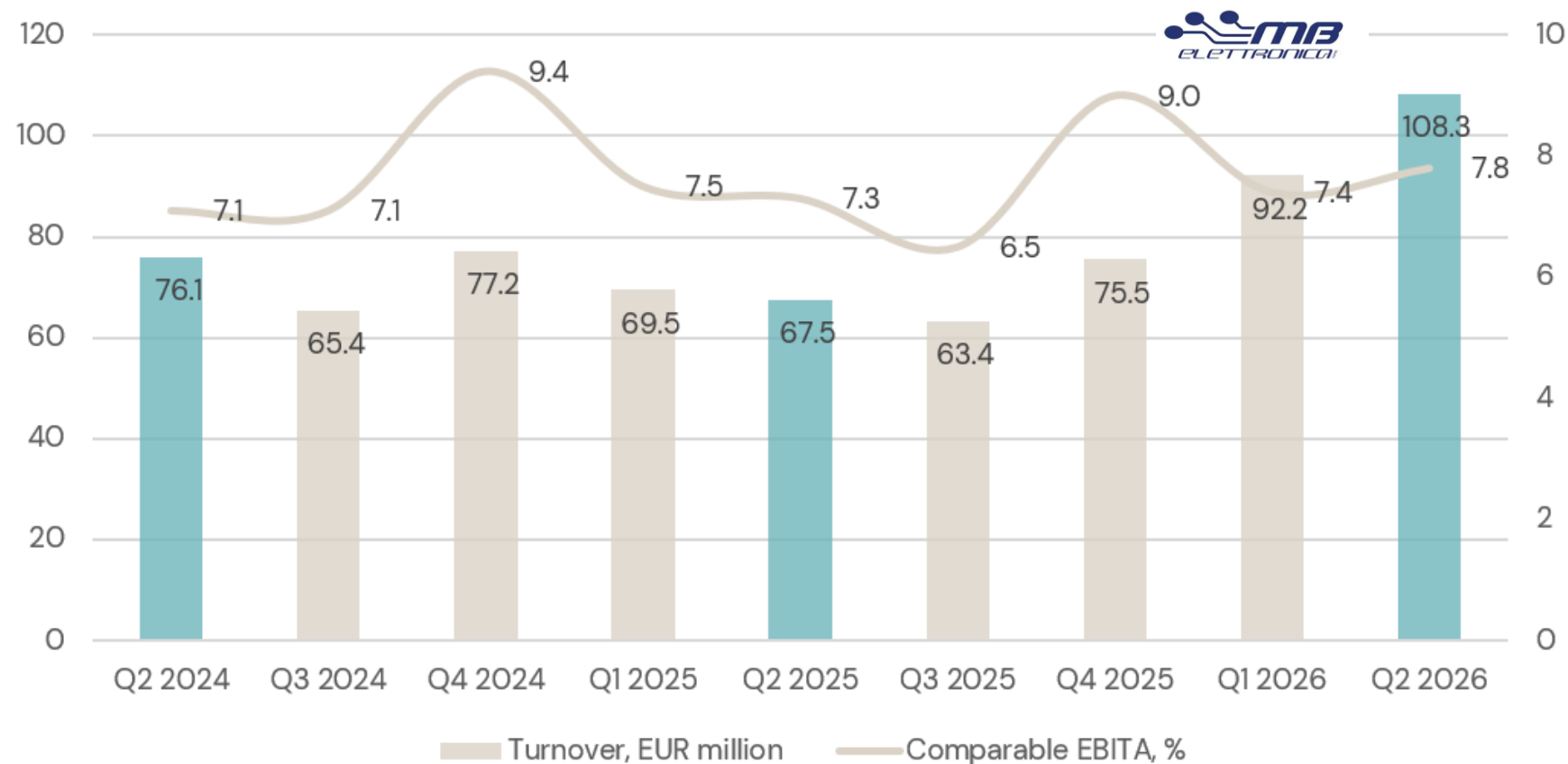


Sources: Semiconductor Insight, Scanfil’s market view.

# Strategy for 2026–2030: Geared for Growth

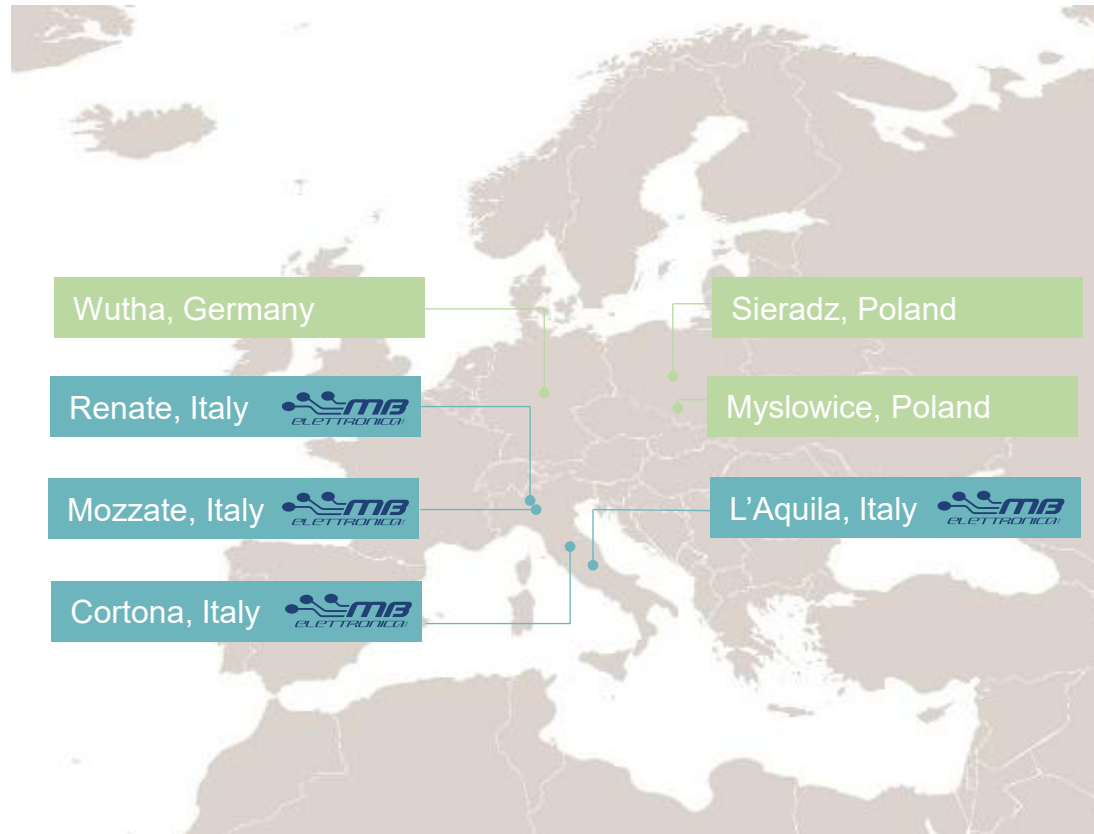


# Inorganic Investments and New Customer Acquisitions Are Driving Growth



inorganic growth:  
Q1 EUR 21.1 million  
Q2 EUR 37.5 million

# Platform for Growth in Central Europe



- Central Europe is the most important single market for Scanfil
- Balancing Scanfil presence and creating a significant growth platform in Southern Europe
- Competence centers for Aerospace & Defense, Energy & Cleantech, and Medtech & Life Science

# Myslowice in Poland – Our Value Proposition

- ① Scanfil Myslowice is a customer partner for sheet **metal manufacturing and complex system integration**, serving demanding customers across the Central European market.
- ② Expertise in **Energy & Cleantech and Industrial** with large system integrations with **high-quality finishing**, logistics & distribution and repair services
- ③ This end-to-end capability & access to a global manufacturing footprint for services in other regions, helps customers **accelerate** time to market, **secure** reliable supply, and **scale complex products** with speed, flexibility, and quality.



Tomra logistics center in Myslowice, Poland.

# Myslowice, Poland

## Complex System Integration and Mechanics

- Mechanics and electronics assembly
- Sheet metal mechanics
- Painting
- Engineering (NPI, Prototyping)
- Logistics and distribution services
- Expansion project of 6,000 m<sup>2</sup>
  - Ready in Q1 2028
- ISO 9001, 14001, 13485, 3834, 45001

~650

Personnel  
Headcount + third party

25,000 m<sup>2</sup>  
269,100 sft

Floor area



Myslowice  
Poland



# Sieradz in Poland – Our Value Proposition

- ① Electronics manufacturing at scale with vertically integrated PCB assembly, testing and module manufacturing in a Special Economic Zone in the heart of the Europe
- ② Complex box build and system integration with more than two decades of expertise in Energy & Cleantech, Industrial and Medtech & Life Science.
- ③ End-to-end delivery close to the customer – test development and engineering, logistics, distribution and after-sales services, backed by Scanfil's global footprint, so customers accelerate time to market, secure supply and scale with flexibility and quality.



System integration at Sieradz plant in Poland.

# Sieradz, Poland

## Electronics Manufacturing and Complex Box Build

- Electronics manufacturing
- Test Development and engineering
- PCB Assembly & Testing
- Box-build and system integration
- Logistics and distribution services
- After sales services
- Readiness for expansion of the building (10 000 sqm)
- Excellent location in Special Economic Zone
- (upcoming) QSR, ISO 45001, ISO 9001, ISO 14001

~970

Personnel  
Headcount + third party

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

Floor area



Sieradz  
Poland



# Wutha in Germany – Our Value Proposition

- ① Scanfil Wutha is a small / medium-volume PCBA and box build – complex system integration and mechanical assembly plant in the South Germany.
- ② Medical devices, security and defense expertise – clean room production of medical devices and upcoming EN 9100 certificate for defense manufacturing, highly regulated customers.
- ③ Speed and quality with dedicated staff for fast prototyping and high-quality, fast delivery, backed by Scanfil's global footprint, so customers accelerate time to market, secure supply and scale with flexibility.



Operator at Wutha Kardex, an automated storage system for electronic components.

# Wutha, Germany

## Medium-Volume PCBA and System Integration

- PCBA and complex system integration
- Production of medical devices
- Clean room
- Mechanical assembly
- Dedicated staff for fast prototyping
- High quality, fast delivery
- Umwelterklärung, ISO14001, EN 9100 (upcoming), ISO 9001, ISO 13485

~170

Personnel  
Headcount + third party

~6,200 m<sup>2</sup>  
66,000 sft

Floor area



Wutha  
Germany



# Central Europe Regional Strengths and Opportunities

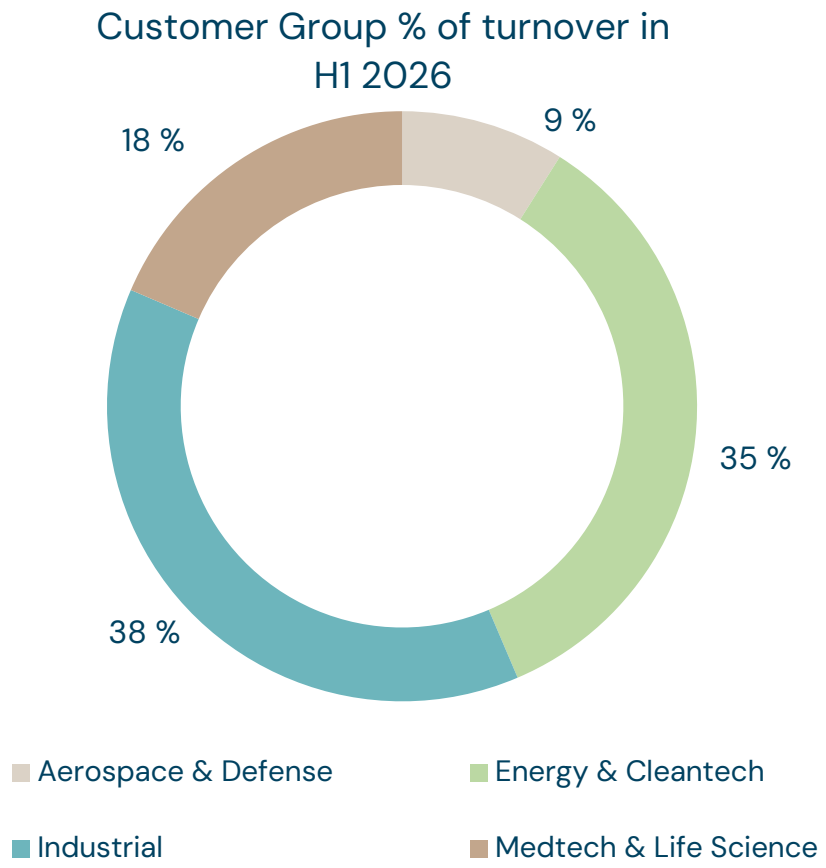
## Strengths

- Service portfolio includes all Scanfil services
- Global and local OEM customers, all segments
- Long customer relationships
- Supply chain/global reach leverage
- Highly certified – apply for additional to support growth in target areas e.g. QSR for Sieradz and EN 9100 for Wutha

## Opportunities

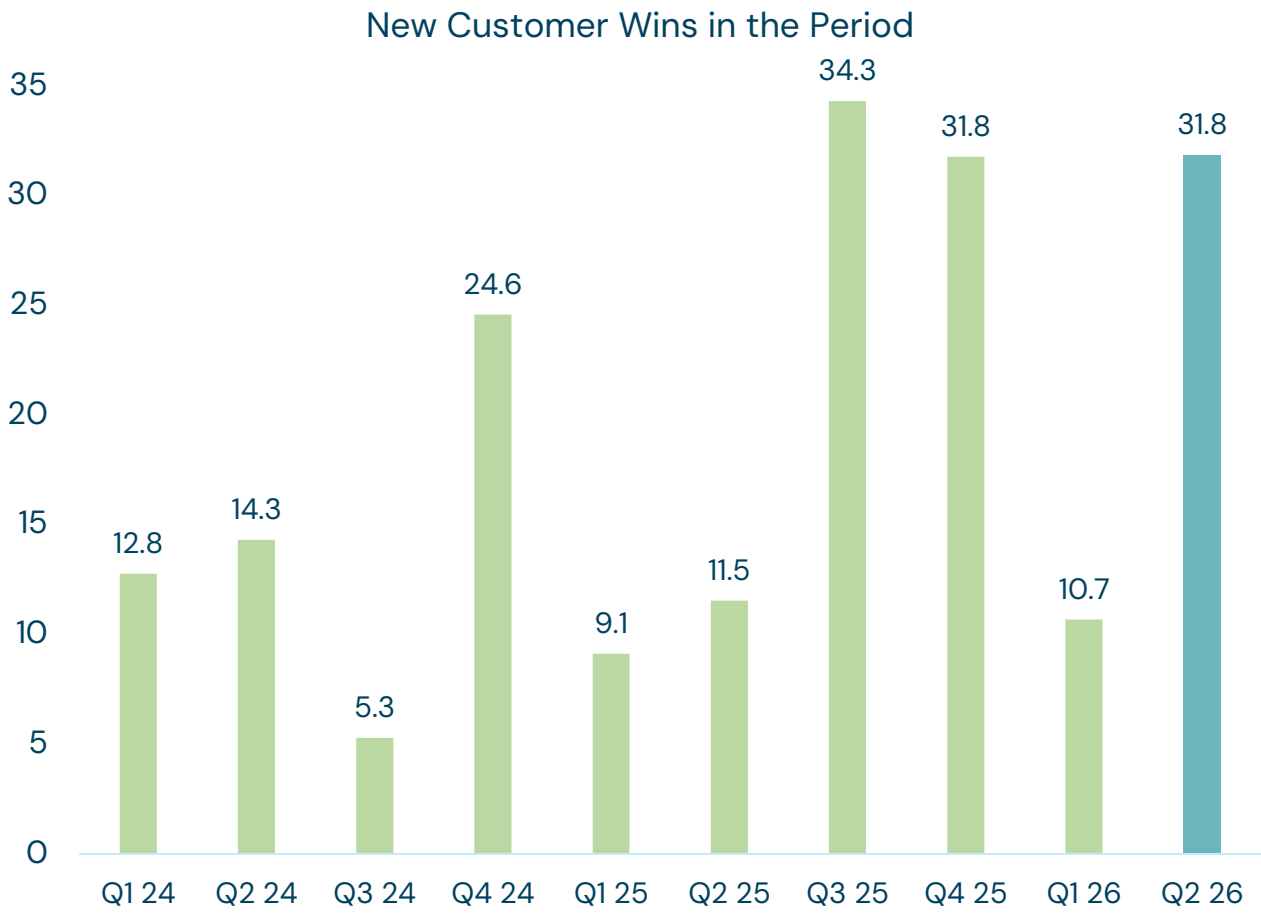
- Strong customer demand and sales pipeline
- Increase the utilization of equipment
- Capacity / facility expansions
- Strengthen RFQ / NPI / engineering capabilities
- Defense business opportunities

# Positive Trend in Demand



H1 2026 figures

**SCANFIL**



# Strategic Priorities



## Profitable Growth

**Grow regional revenue > EUR 500 million by 2030  
and EBITA margin of 7-8%**



## Organic Growth

**Leverage MB cross-selling opportunities to sustain growth.  
Open pipeline >EUR 400 million**



## Utilization & Efficiency

**Fill all SMT-lines, system integration and continue implementation of the Dream Factory program**



## Inorganic Growth

**Finalize MB integration and keep eyes open for possible new acquisitions**



## Customer Focus

**Faster quotation and NPI, proactive communication**



## Competence & Organization

**Engineering, supply chain and RFQ capabilities**

# Questions & Answers

**SCANFIL**

**Scanfil Group**



# MB Elettronica Was Founded by Francesco Banelli in 1961

- Started as a small lab under the name CAFEL in Cortona
- Family-owned for 64 years
  - Still managed by the family: Roberto Banelli is the CEO of MB Elettronica
- Heritage in radio frequency products since the 70's
- Focus on Aerospace & Defense since the 90's
- Loyal, talented and committed employees
- "Driven by design, fueled by passion for our customers' success"



# Leading Supplier of Mission Critical Products

- Four sites in Italy
  - ~85% of revenue from Italy
  - ~80% of the business in Cortona
- Commercial focus
  - High mix / low volume
  - Technically complicated products
  - High quality requirements
- Full-service offering
  - Extensive design and engineering capabilities
  - Electronics (PCBA, cables)
  - Box-build and system integration (incl. medical products)
  - Repair and EOL services



# Certified to Serve the Markets with Highest Standards

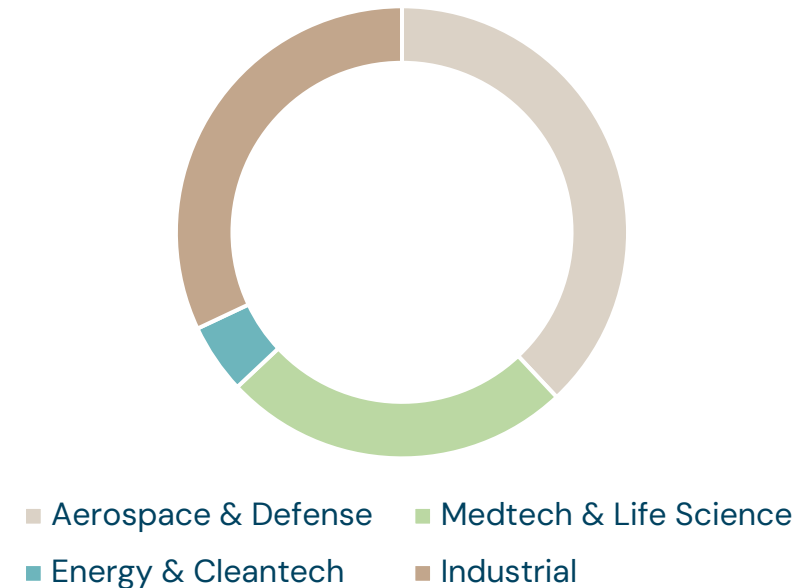
- One of few in Europe with double Nadcap certifications – both for PCBA and cabling
- FDA registered for manufacturing of finished medical products
- Certified according to the European Space Agency standards for manufacturing of Space products
- IRIS certification for the railway markets
- → We have robust processes for delivering high quality to the most demanding end-markets



# Serving all Scanfil's Target Customer Groups

- Aerospace & Defense (incl. Space) is the largest market for MB Elettronica
- Vast majority of the Medtech & Life Science revenues are from finished products
  - FDA registered
- The Industrial customers constitute a diverse range of companies
  - Focus on complex products and mission-critical parts

Sales by Customer Group in 2025



# Each Factory Plays a Crucial Part in Our Italian Operations



## Cortona

- The heart of the company
- ~80% of the output
- Design and engineering hub
- Focus: Aerospace & Defense, Medtech, and Industrial



## L'Aquila

- Roots in the Space industry
- Acquired in 2024
- All manufacturing in clean room
- Focus: Space



## Renate

- Highly certified and close to customers in Northern Italy
- Acquired in 2017
- Focus: Aerospace & Defense and Industrial



## Mozzate

- Cost-efficient manufacturing – limited certifications
- Acquired in 2023
- Focus: Industrial

# Post-Closing Focus: Serving Our Customers

- Meeting customers and solving problems
  - Familiarizing with MB's customers
  - Understanding their needs
- Facilitating interaction with the rest of Scanfil
  - Sales opportunities
  - Supply chain cooperation
  - Common sales / marketing activities
- Integration based on commercial rationale
- → strong industrial logic between MB and Scanfil



# Significant Opportunities in the Markets We Serve



## Aerospace & Defense

Defense and space investments are growing  
Customers growing ~10% p.a.

MB has a unique heritage in the market

Well-positioned, as part of Scanfil, to capitalize on the growth



## Space

- Grow both organically and through the Scanfil network
- Very well positioned to grow within Space
- Heritage in the industry
- Unique capabilities
- Local manufacturing in EU's third largest economy



## Industrial

- Focus on certain industrial niches where MB has an edge
- Blue chip customer base
- Potential to increase the share of wallet



## Medtech & Life Science

- Growing market and desire for regional manufacturing
- MB delivers finished medical products (FDA registered)
- Building dedicated to final integration in Cortona

# Wrap-up

- Strong heritage within manufacturing of mission-critical products
- Infrastructure in place to grow
  - Highly certified
  - Four sites with unique capabilities
- Active in growing markets
  - Blue chip customers with strong organic growth
- Our top three priorities: Customers, Customers and Customers



**SCANFIL®**