

SCANFIL

Scanfil Group

**Strong Customer Wins Create
Momentum for Scanfil's Growth**

July–September 2026

CEO Christophe Sut and CFO Iiris Heiskanen
23 October 2026



Q3 2026: Strong Momentum in New Sales Drives Facility Expansions



Myslowice Plant Expansion in Poland

- Strong demand for system integration in Europe
- Myslowice expansion will increase the production complex by 6,000 m²
- The total area ca 36,000 m² upon completion.
- It will become Scanfil's largest factory in Europe by floor area.
- The expanded facilities are expected to be operational in Q1 2028



Suzhou Plant Expansion in China

- Solid demand from Western customers
- Especially good outlook in Energy & Cleantech and Medtech & Life Science customers
- Investment of EUR 9 million
- Will increase the facility's area by 15,700 m², bringing the total area to nearly 37,000 m²
- To be completed in mid-2027



Long-Term Financial Targets

- 29 September Scanfil raised its long-term financial targets
- 15% average annual turnover growth over the business cycle (before 10%)
- Net debt / EBITDA 1–2 (before ≤ 1.5)
- Accelerating organic and in-organic growth

Growth Accelerated and Profitability Increased

Q3 2026

MEUR 252.2 / 31.8%

Turnover / YoY, %

8.5%

Organic growth, %, YoY

MEUR 17.8 / 26.1%

Comparable EBITA, YoY

7.1% / 7.4%

Comparable EBITA-% / YoY

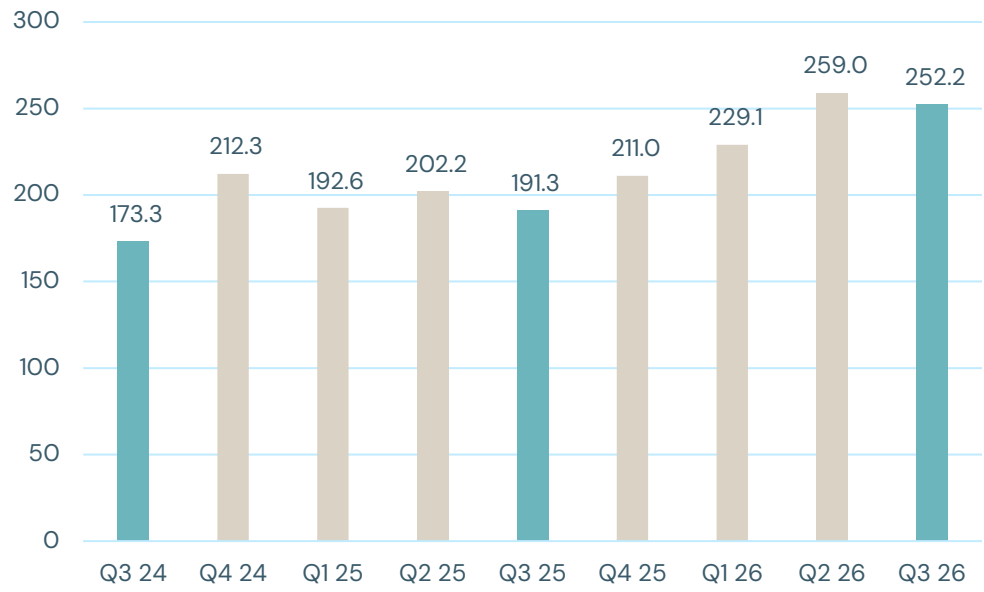
EUR 0.18 / 25.4%

EPS / YoY, %

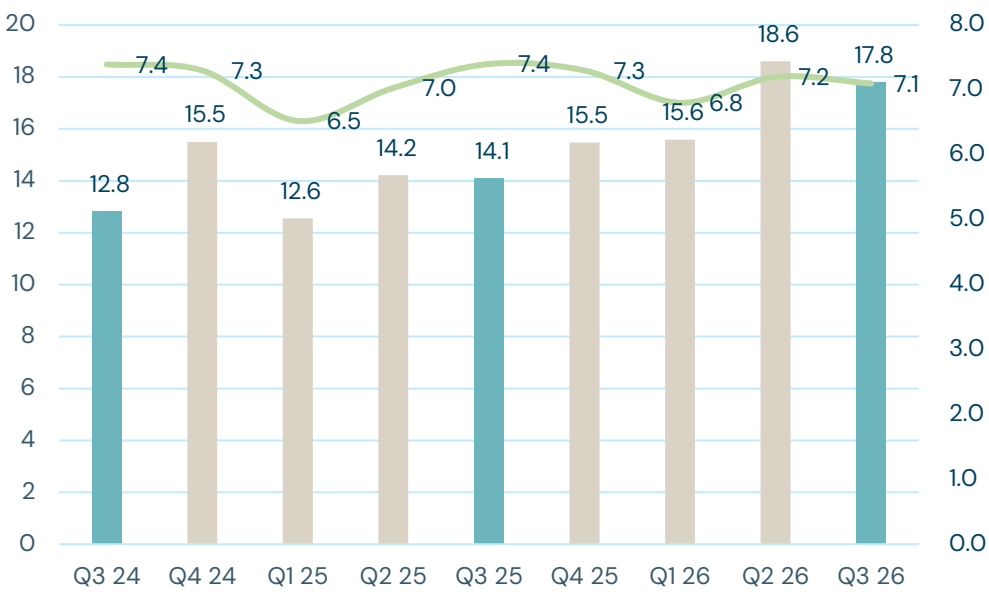
- Q3 momentum accelerated: turnover rose 31.8% to EUR 252.2 million, with 8.5% organic growth
- Comparable EBITA increased 26.1% to EUR 17.8 million, the margin was 7.1%
- Growth was broad-based, led by the Americas and Central Europe
- Component availability remained challenging, requiring close cooperation with customers and suppliers
- New customer projects totaled approximately EUR 48 million in Q3 and EUR 172 million in January–September
- Capacity investments continued, including expansions in Myslowice and Suzhou

Turnover and EBITA Growth Continued

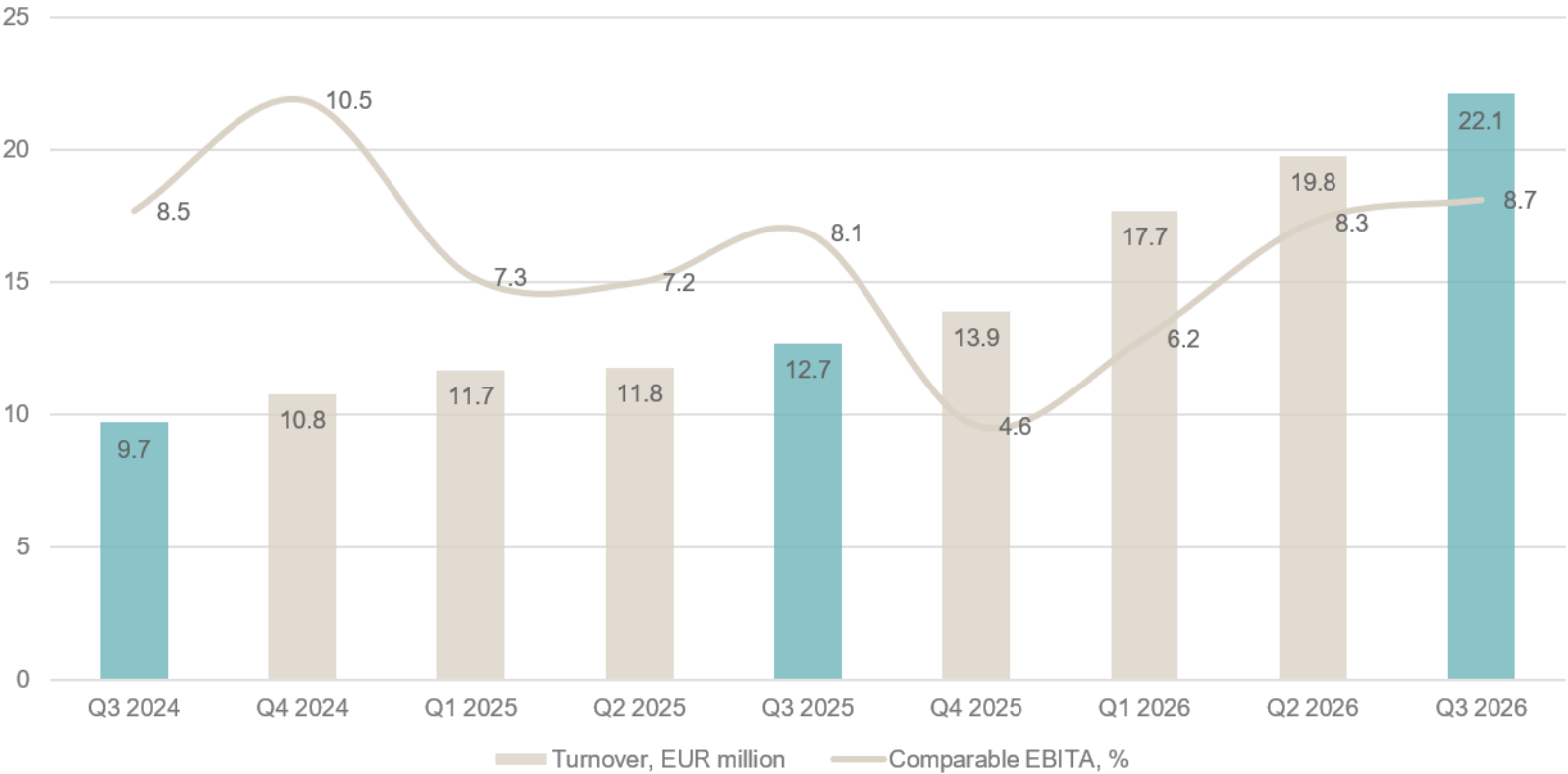
Turnover



EBITA



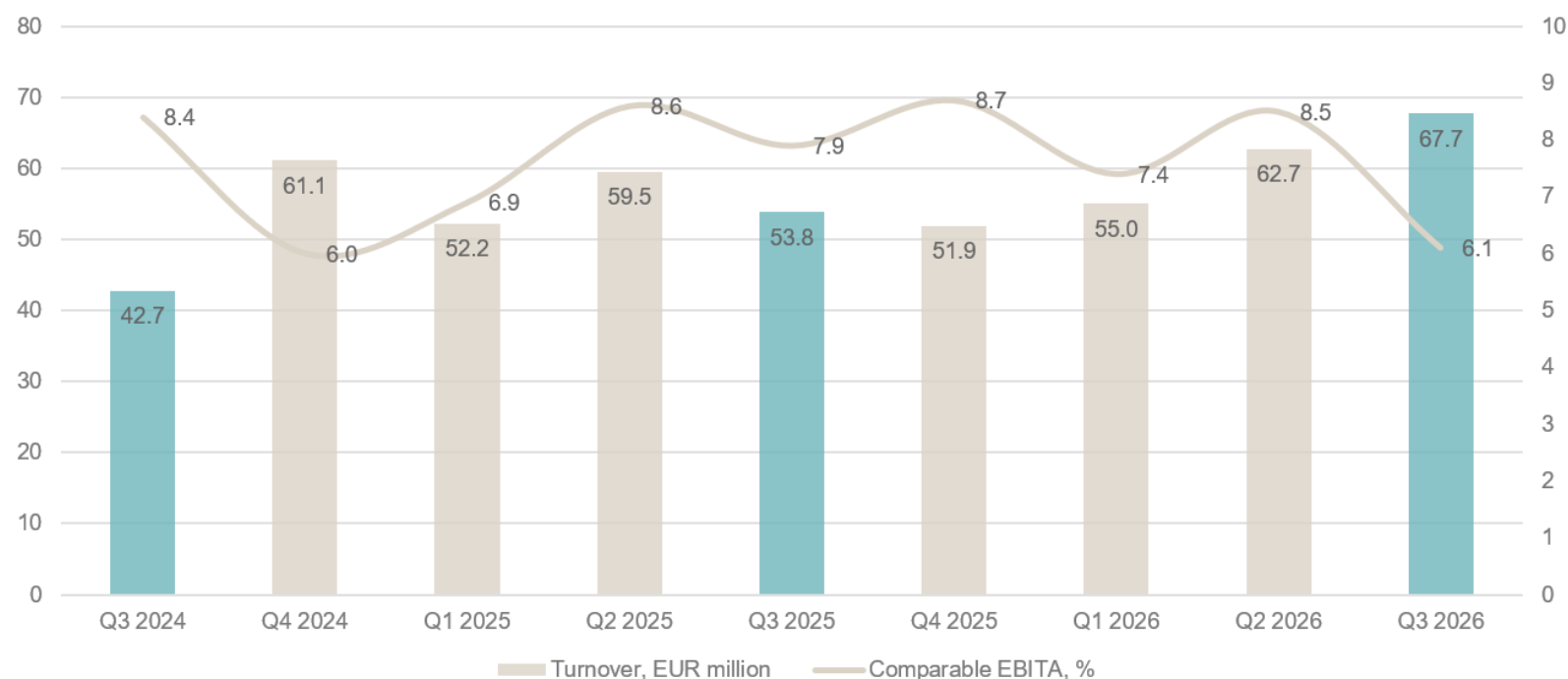
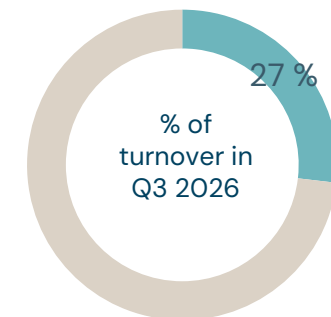
Americas Is Growing Strongly



Key takeaways in Q3:

- Turnover rose 73.9%, of which 5.4% organic growth
- All customer groups grew, led by Aerospace & Defense and Energy & Cleantech
- Comparable EBITA increased to EUR 1.9 million from EUR 1.0 million, margin improved to 8.7% from 8.1%, demonstrating solid profitability.

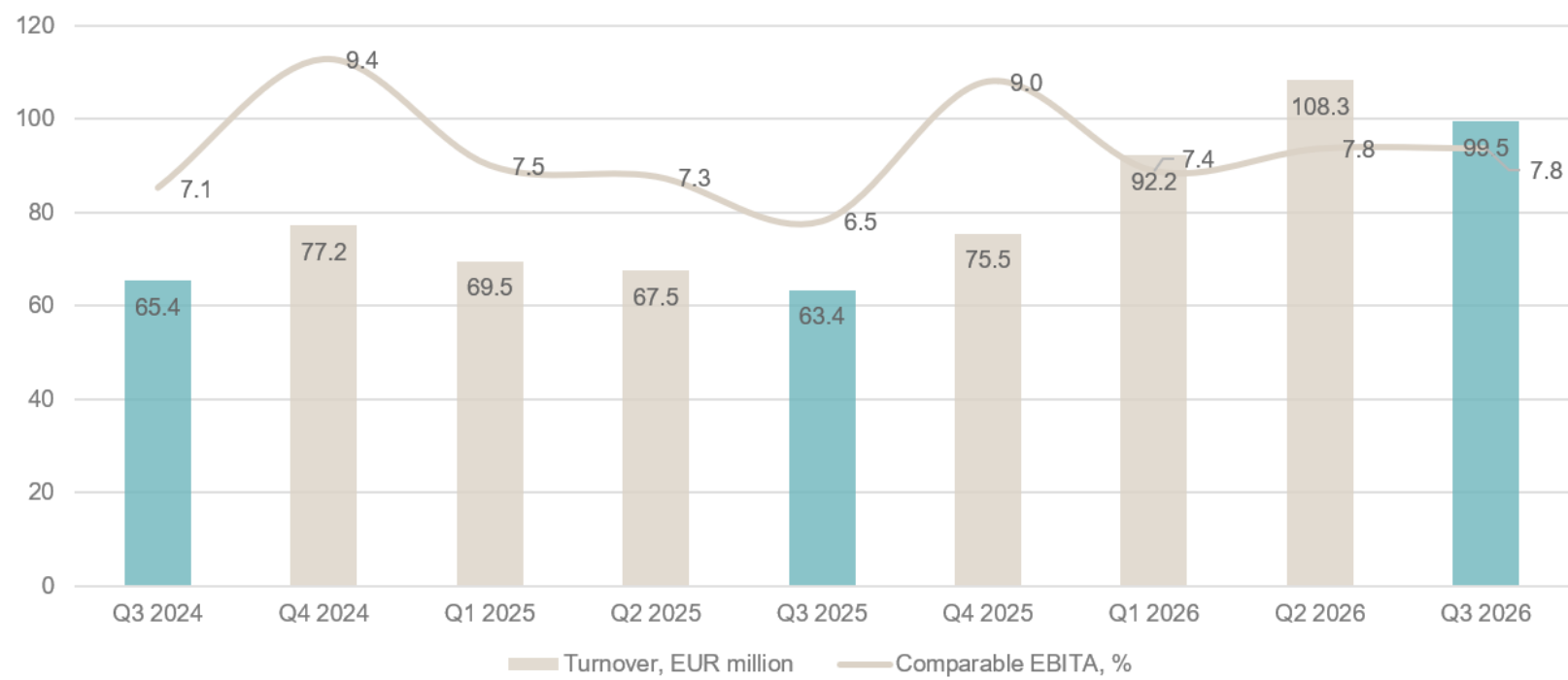
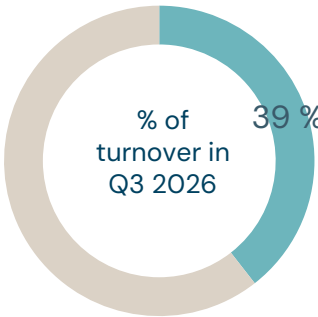
APAC Demand is Driven By Energy & Cleantech



Key takeaways in Q3:

- Turnover rose 25.9%, 16.6% organic growth
- Growth was led by Energy & Cleantech, followed by Medtech & Life Science
- Comparable EBITA was EUR 4.1 million, margin was 6.1%
- Profitability was temporarily affected by costs related to the implementation of new product introductions and lower activity levels at the SRX factories

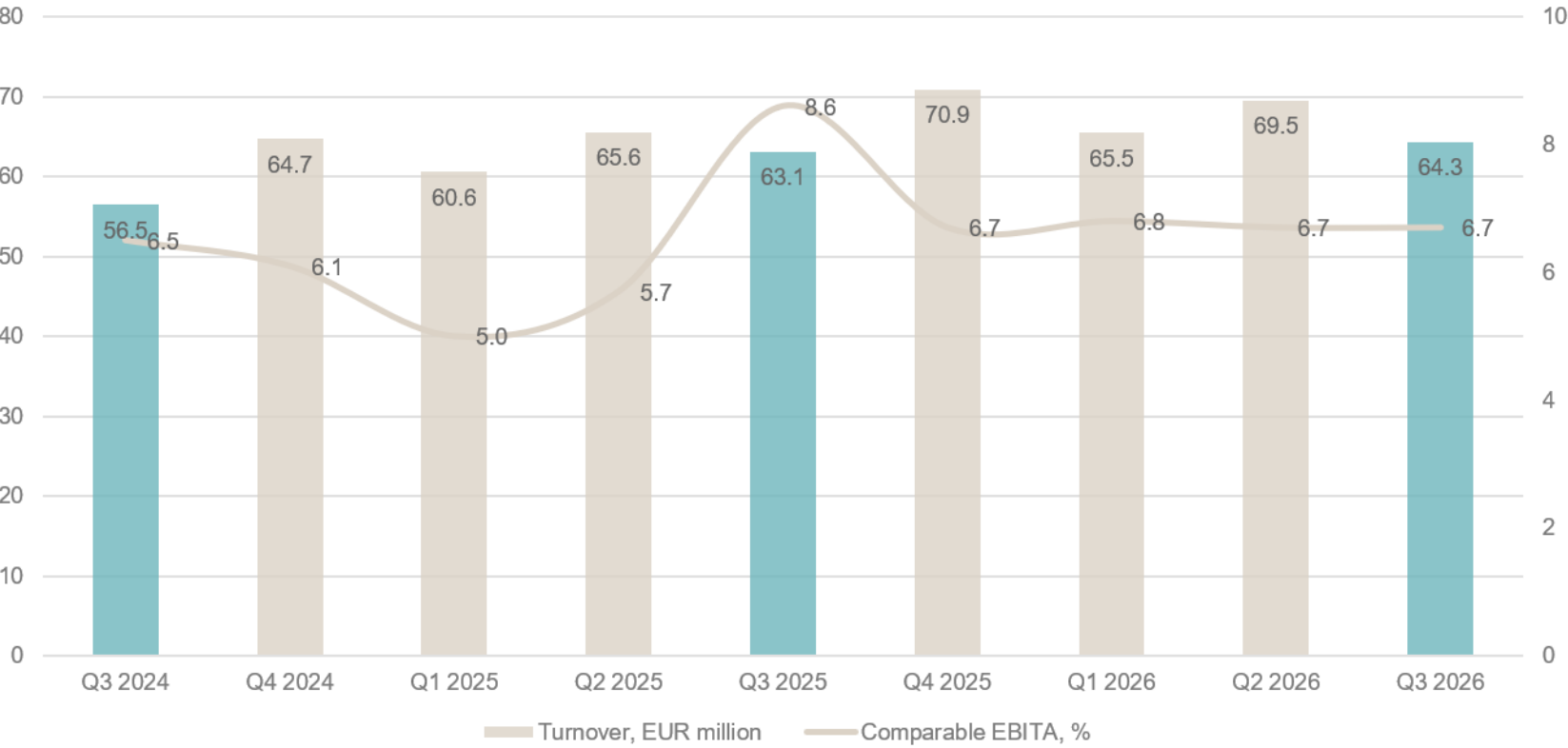
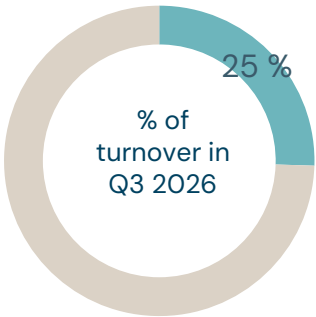
Central Europe Delivered Strong Organic Growth



Key takeaways in Q3:

- Q3 turnover rose 56.9%, 8.2% organic growth.
- Growth was led by Aerospace & Defense, also Industrial
- Comparable EBITA increased to EUR 7.7 million, the margin improved to 7.8%
- Restructuring in Wutha and new customer projects in Poland supported performance

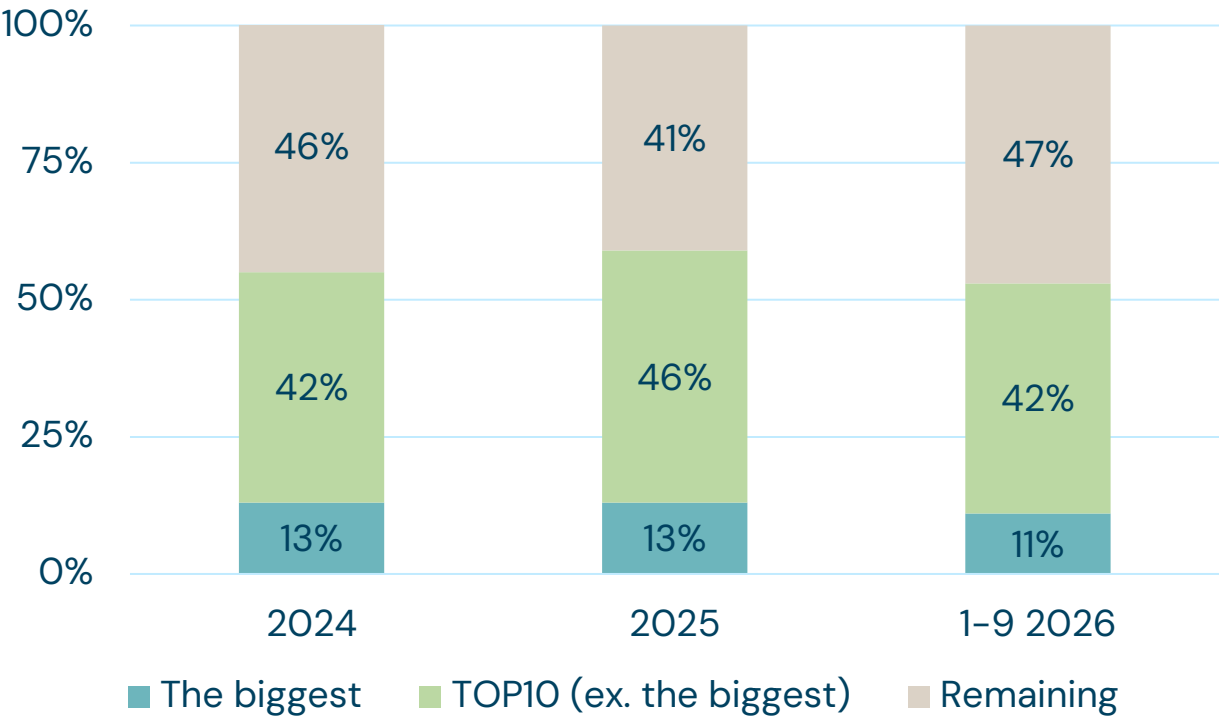
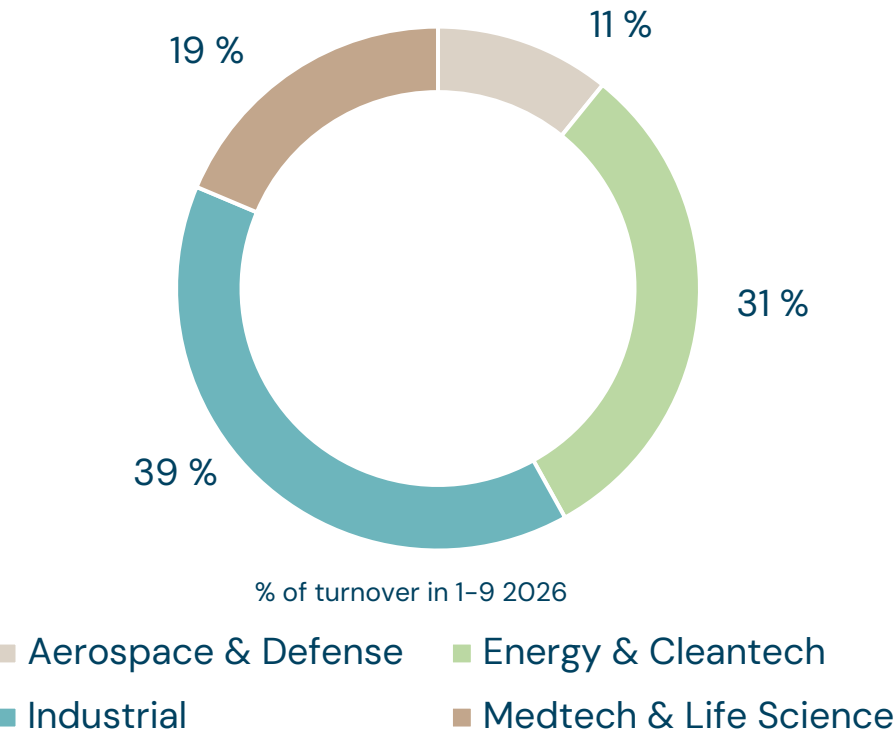
Northern Europe Continues with Solid Performance



Key takeaways in Q3:

- Q3 turnover increased 1.9%, 1.8% organic growth
- Aerospace & Defense increasing
- Comparable EBITA margin decreased to 6.7% from 8.6%.

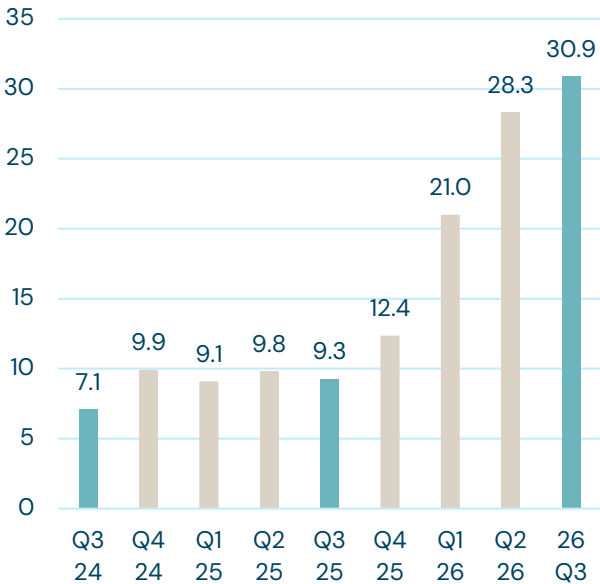
Well-Balanced Customer Portfolio



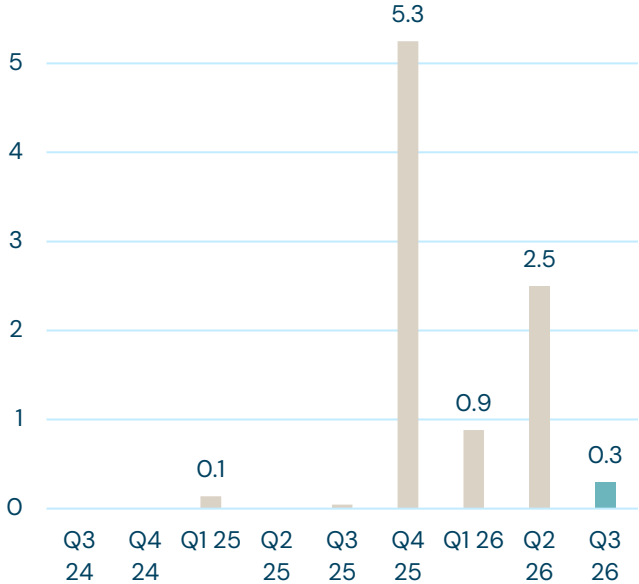
Aerospace & Defense's Growth Momentum Continued



Turnover



Deals Won

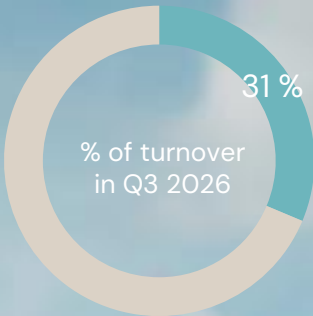


Deals

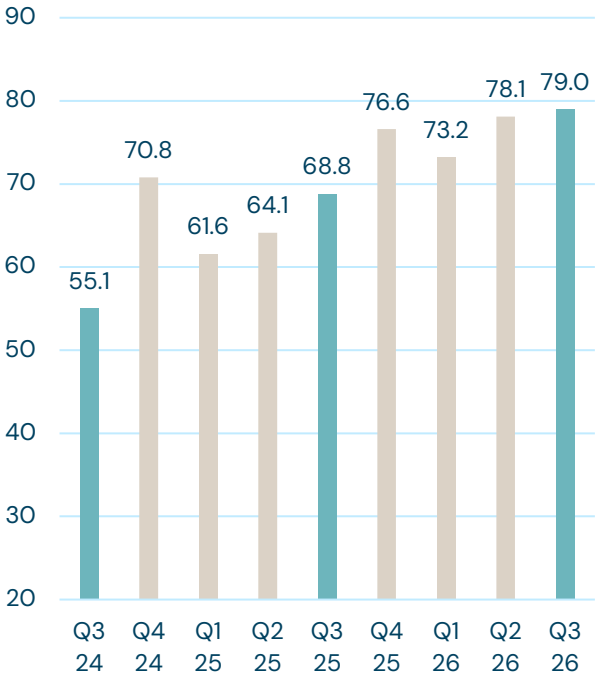
0.25M€	Military
0.1	Military
0.3M€	In total



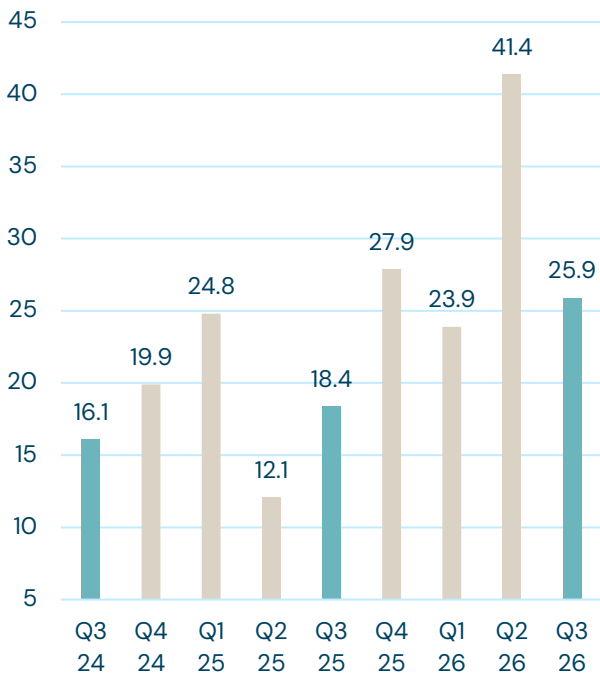
Energy & Cleantech Had Solid Organic Growth



Turnover



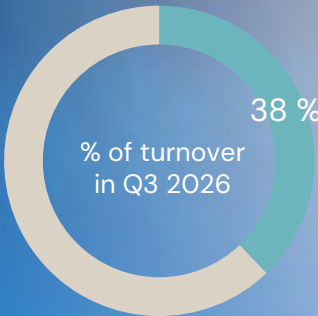
Deals Won



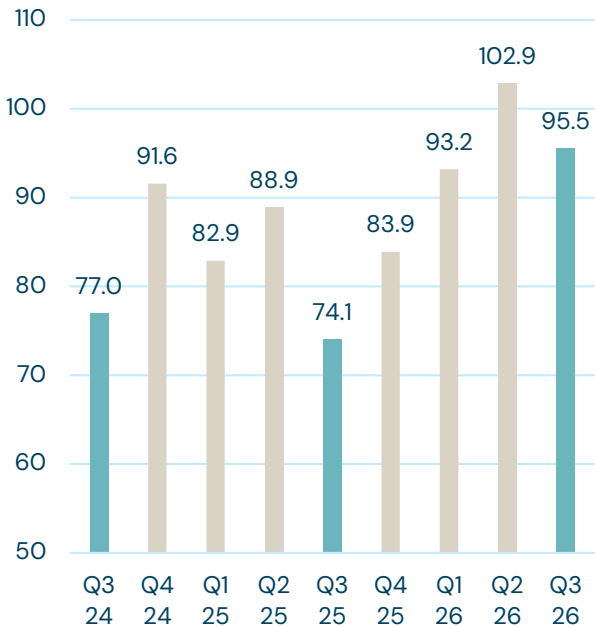
Deals

19.6M€	Recycling
0.7M€	Energy production
0.3M€	Water infrastructure
...	...
25.9M€	In total

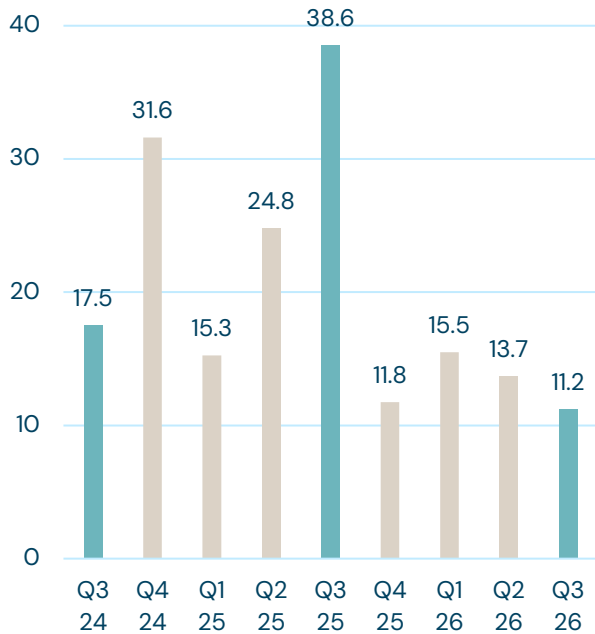
Industrial's Growth Supported by Acquisitions



Turnover



Deals Won



Deals

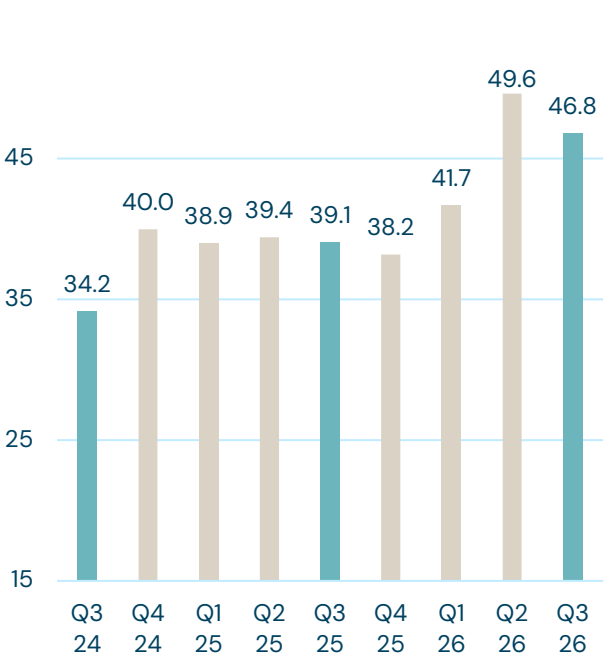
4.5M€	Process industry
1.6M€	Mining
0.9M€	Logistics
...	...
11.2M€	In total



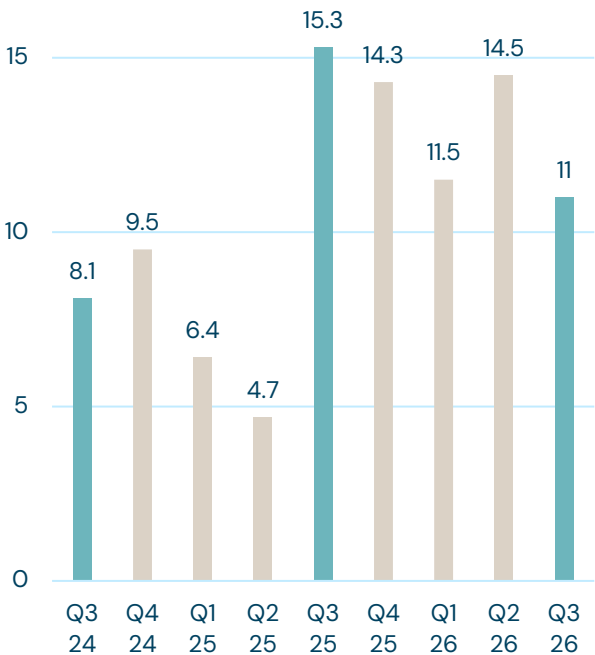
Medtech & Life Science New Customers Are Building Momentum



Turnover



Deals Won



Deals

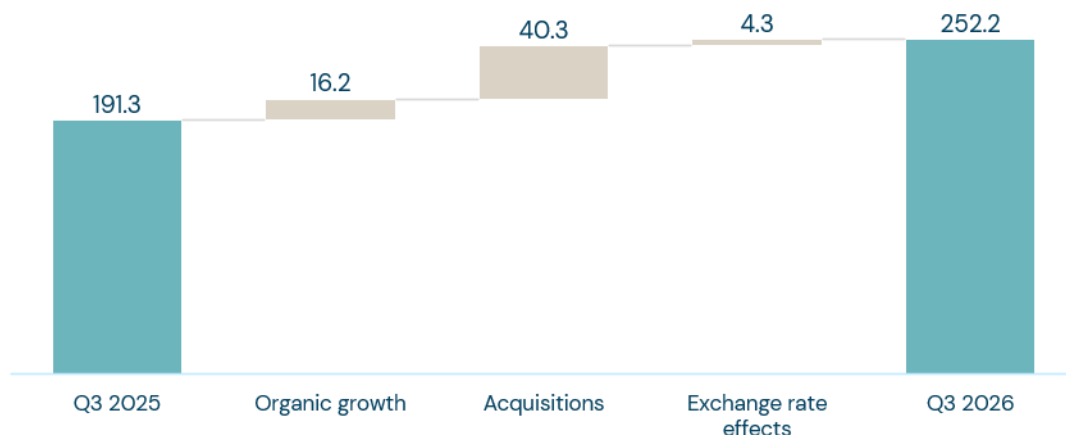
2.1M€	Anesthetics
1.5M€	Analytics
1.5M€	Ultrasound
...	...
11.0M€	In total

Financials

CFO Iiris Heiskanen

Turnover and Comparable EBITA

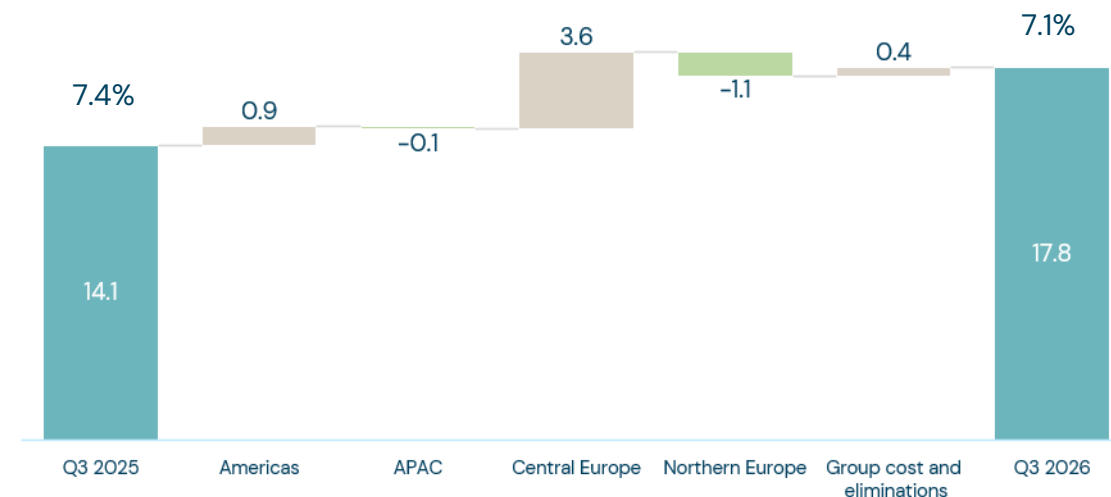
Q3 2026
TURNOVER GROWTH (y-o-y)
EUR million



Turnover increased 31.8 %

- Strong contribution from acquisitions
- Organic growth was 8.5%, positive across all regions

Q3 2026
COMPRABLE EBITA (y-o-y)
EUR million

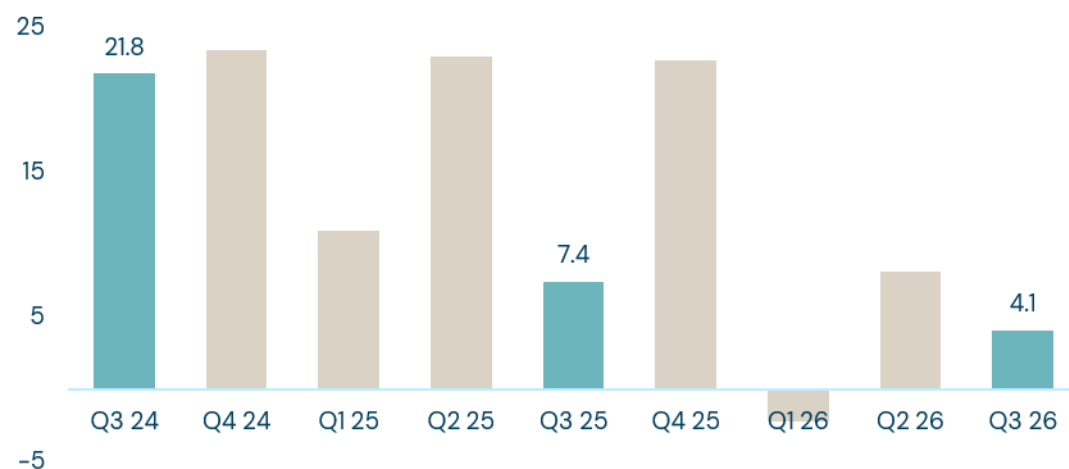


Comparable EBITA EUR 17.8 million, margin 7.1%

- Increased 26.1%
- Americas and Central Europe: solid margins
- APAC: higher volumes kept EBITA broadly stable Y/Y despite lower margin
- Northern Europe: strong prior-year comparison, stable performance Q/Q

Cash Flow and Net Working Capital

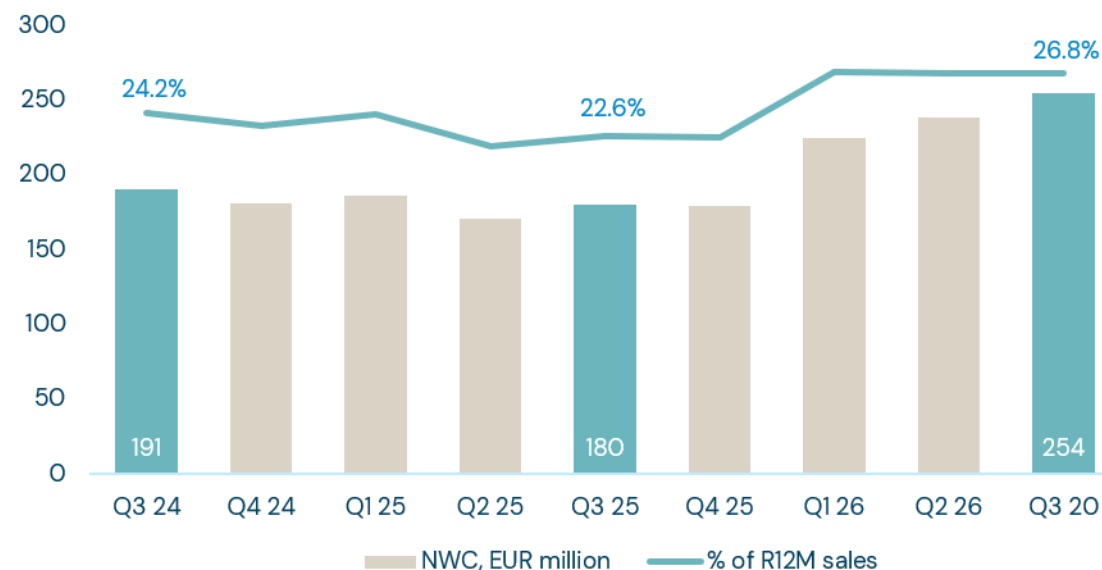
Net Cash from Operating Activities, EUR million



Operating cash flow EUR 10.0 million in 1–9 2026

- Working capital increased due to strong revenue growth
- Continued focus on working capital and cash generation

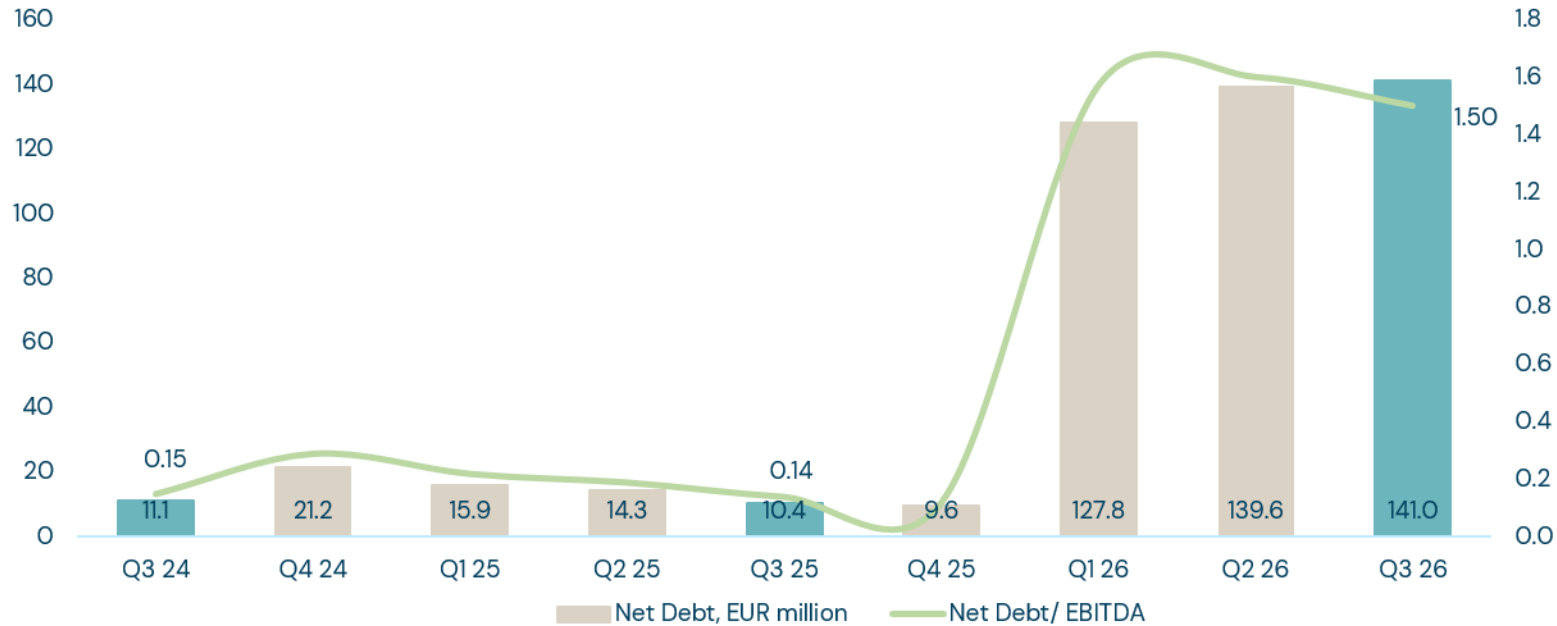
Net working capital



Net working capital increased 1–9 2026

- Higher inventories reflecting higher business volumes
- Receivables increased with higher sales
- NWC % of sales remained stable Q/Q

Net Debt and Net Debt /EBITDA

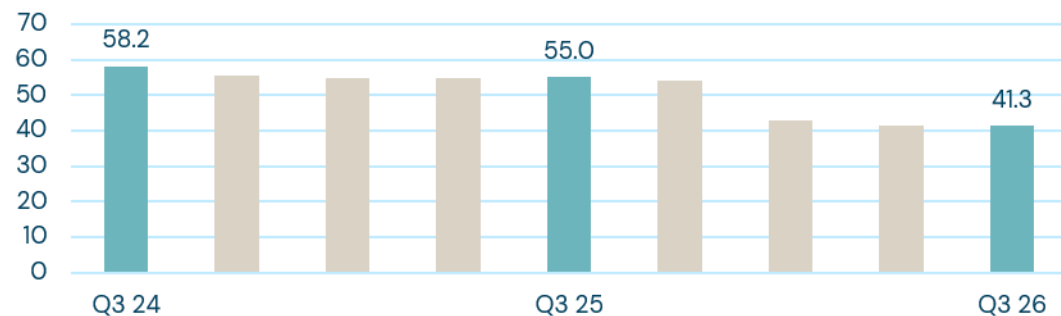


Net debt at EUR 141.0 million

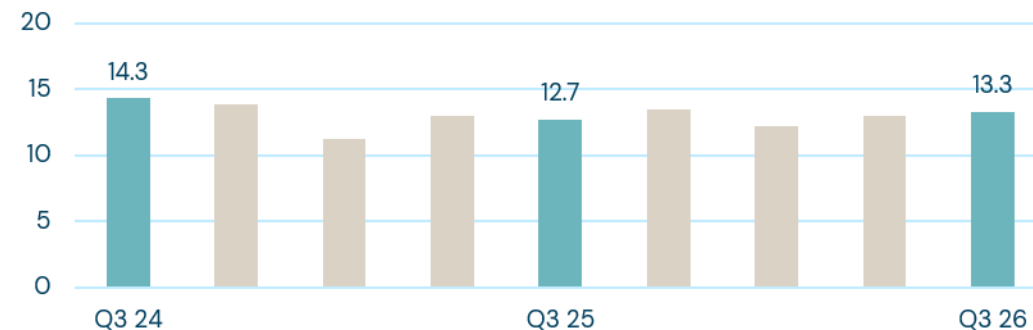
- Increased after acquisition financing and working capital increase
- Net Debt /EBITDA 1.50 (0.14)
- Available liquidity remains strong, EUR 153.6 million in unused credit limits and loan facilities

Development of Key Figures

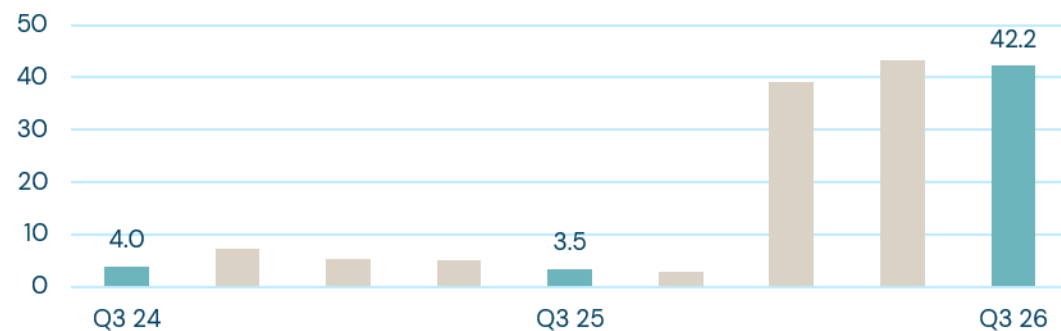
Equity Ratio, %



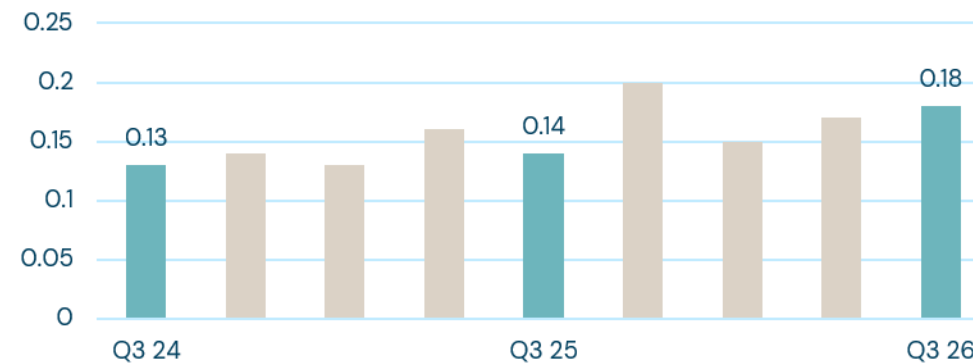
ROE, %



Net Gearing, %

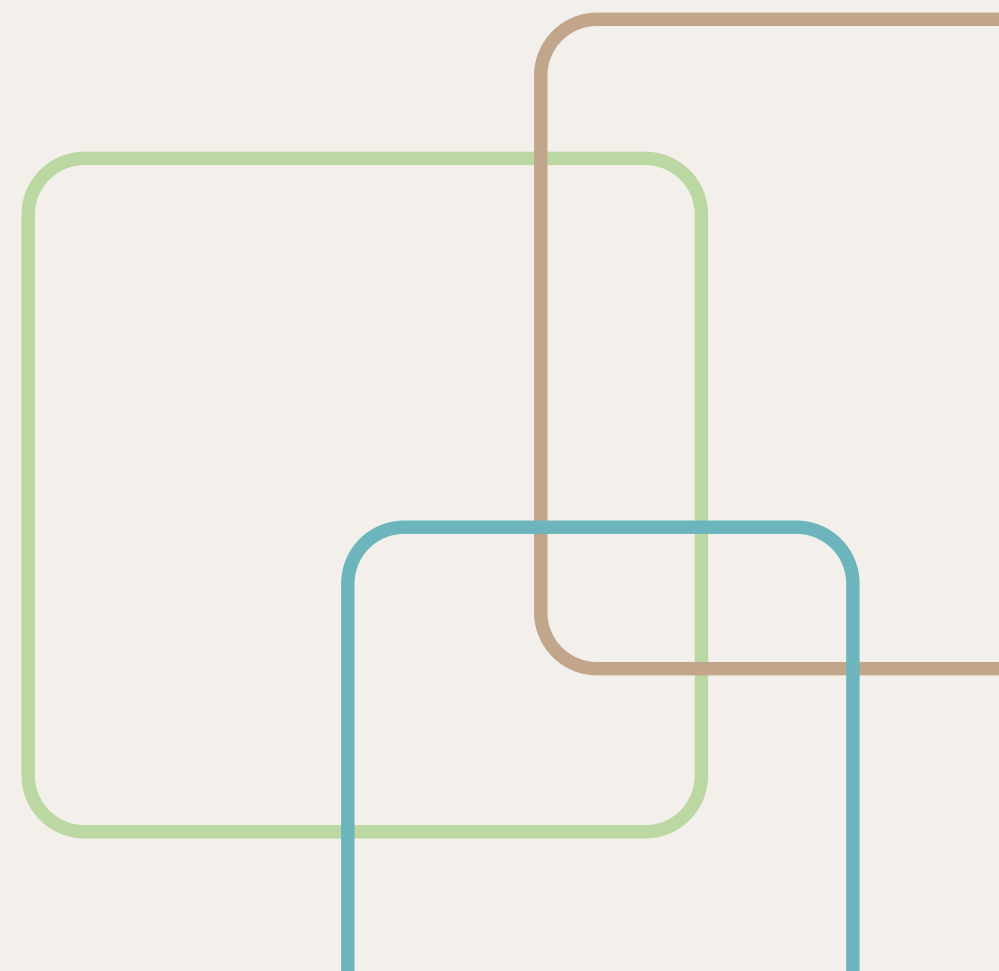


Earnings per Share, EUR



Outlook for 2026

CEO Christophe Sut



Solid Outlook for 2026

Guidance remains unchanged: turnover EUR 940–1,060 million and comparable EBITA EUR 64–78 million.

Solid operational execution, organic growth and major strategic steps in building company's future.

Focus areas:

- Drive good momentum in organic growth
- Investing in organic and in-organic growth
- Continue cost and inventory control



SCANFIL

Q&A

Key Takeaways – Good Momentum Continued



Growth accelerated: Q3 2026 turnover rose 31.8% year over year to €252.2 million, including 8.5% organic growth, led by the Americas and Central Europe

Earnings increased: Comparable EBITA grew 26.1% to €17.8 million, margin slightly down from 7.4% to 7.1% due to exceptionally good comparison quarter in Q3 2025

Customer wins supports future growth: New customer projects totaled approximately €48 million in Q3 and €172 million in January–September

Raised growth ambitions: Scanfil increased its long-term annual turnover growth target to 15%: acquisitions and organic growth

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