

A man and a woman, identified as CEO Christophe Sut and CFO Kai Valo, are standing in a factory. They are both wearing dark blue t-shirts and dark cargo pants. The man has his arms crossed and is smiling. The woman also has her arms crossed and is smiling. The background shows a factory floor with various equipment, including a conveyor belt and a robotic arm. The lighting is bright and industrial.

SCANFIL

Return to Organic Growth

January-September 2025
24 October 2025

CEO Christophe Sut & CFO Kai Valo

Update on Fire at MB Elettronica Plant in Cortona



- Fire started on Friday 17 October, no casualties
- Affected one wing and its outgoing goods warehouse
- All employees are back to work, and the MB team is ensuring business continuity
- Closing of the acquisition is planned to take place in Q4

Key events in Q3



New sizeable business acquisitions

- Stäubli is a global industrial and mechatronic solution provider
- Production of 4-axis robot controllers started in Suzhou



Inauguration of Johor Bahru modernization

- Modernization of electronics manufacturing line and ICT
- Inaugurated on 3 September
- Strong customer interest



Anna-Maria Tuominen-Reini

- Mari Tuominen-Reini started as the Chief Supply Chain Officer of Scanfil on 1 September
- Impressive track-record in re-organizing and optimizing supply chain



Acquisition of MB Elettronica in Italy

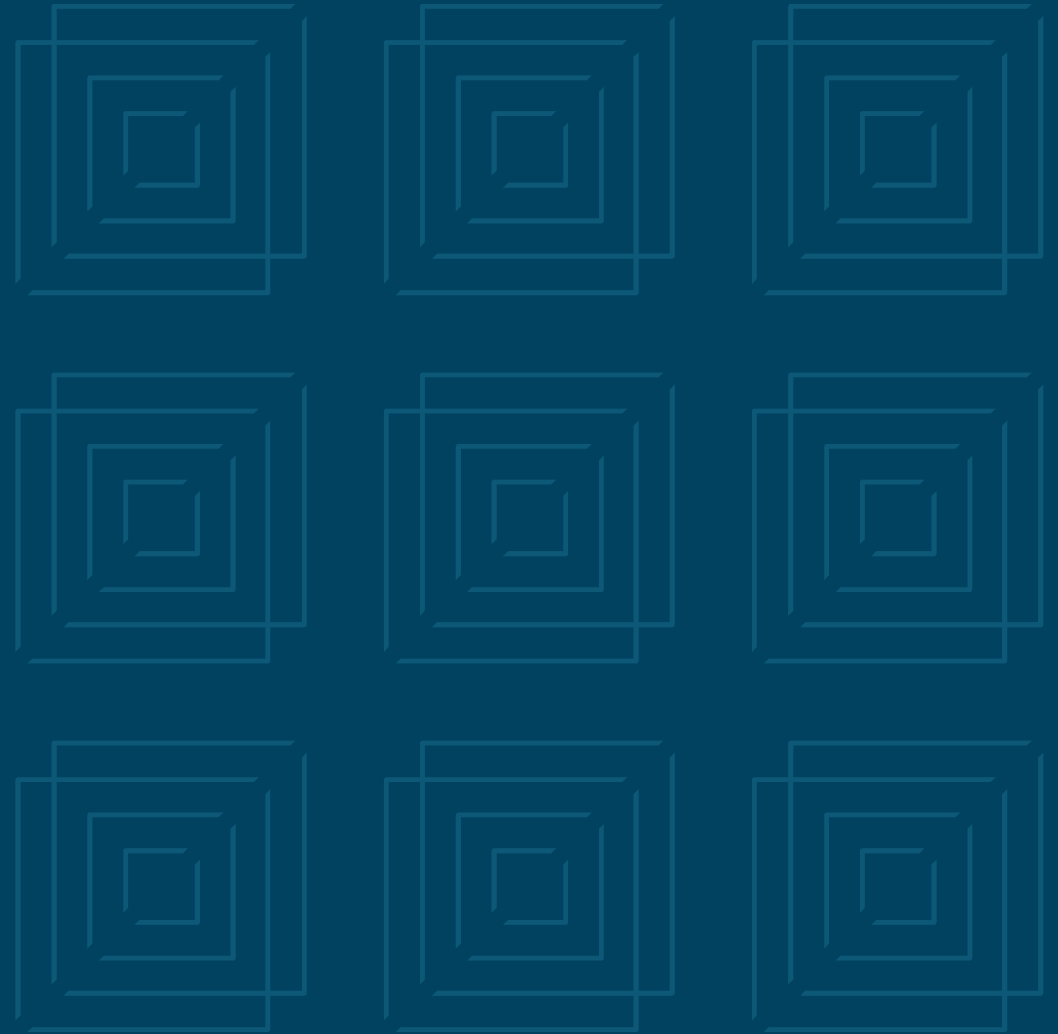
- Acquisition of MB Elettronica on 13 July
- 500 employees and four factories in Italy
- Strong foothold in Southern Europe and Aerospace & Defense
- Expected closing in Q4



EcoVadis Gold Rating in August

- Consistent work with sustainability was rewarded
- Highly valued by customers
- Aim for Platinum in 2030

Q3 2025 Key Financials



Back to Organic Growth

Q3 2025

191.3 M€ / 10.4%
Turnover / YoY, %

7.8%
Organic growth, %, YoY

14.1 M€ / 10.1%
Comparable EBITA / YoY

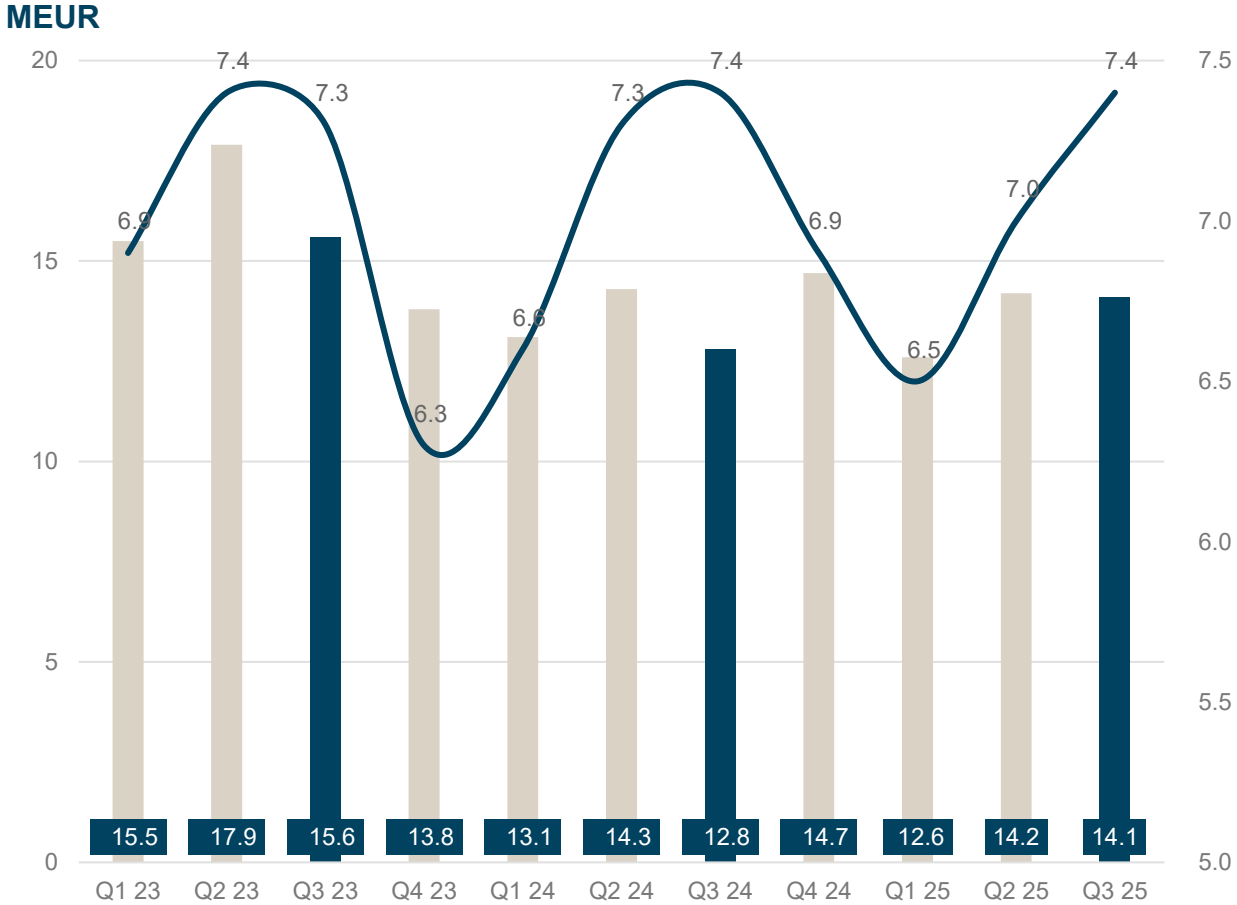
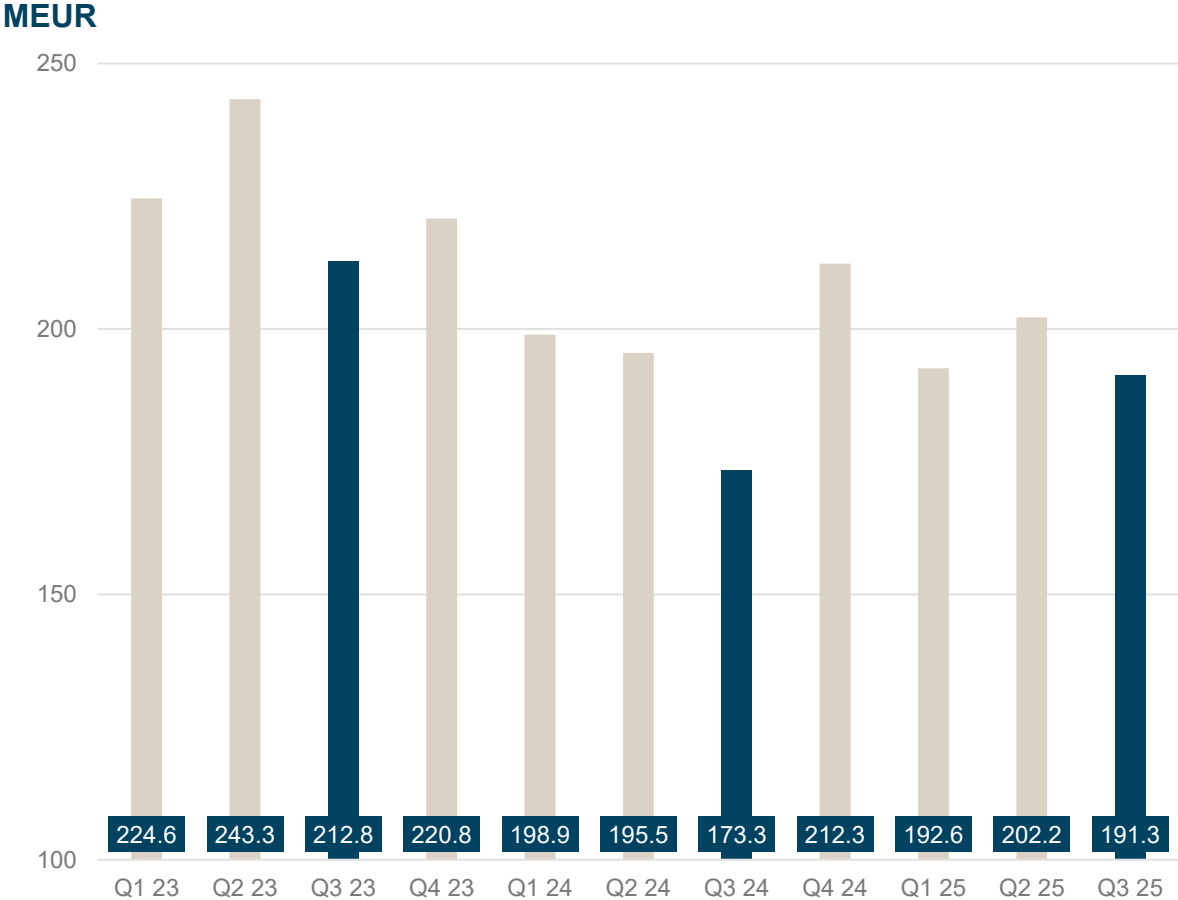
7.4% / 7.4%
Comparable EBITA-% / YoY

0.14 € / 7.7%
EPS / YoY, %

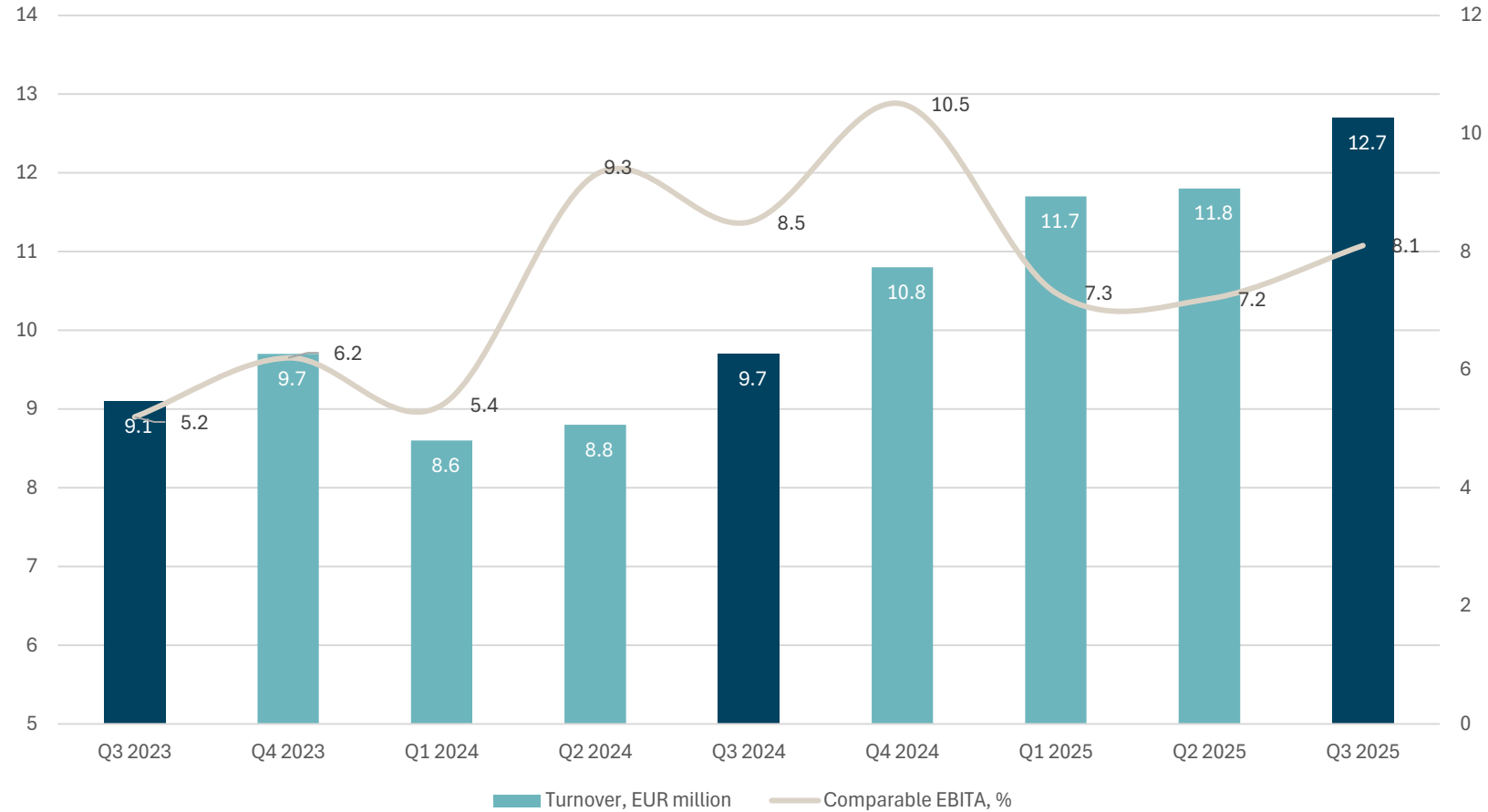
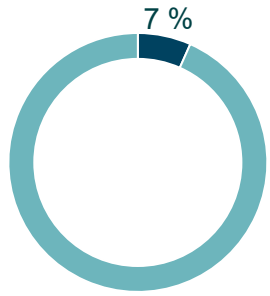
- Employee Satisfaction & Motivation +2 points to 72
- Customer NPS at all time high 54
- Deals won topped at EUR 72.3 million, highest since reporting started
- Energy & Cleantech returned to growth
- Medtech & Life Science showing positive signs
- Strong momentum in APAC and America continued
- Comparable EBITA increased by 10.1% to EUR 14.1 million



Turnover and EBITA



Americas



Turnover

- Positive increased by 30.6% y/y driven by strong Energy & Cleantech
- FX had a negative impact on turnover EUR -0.9 million

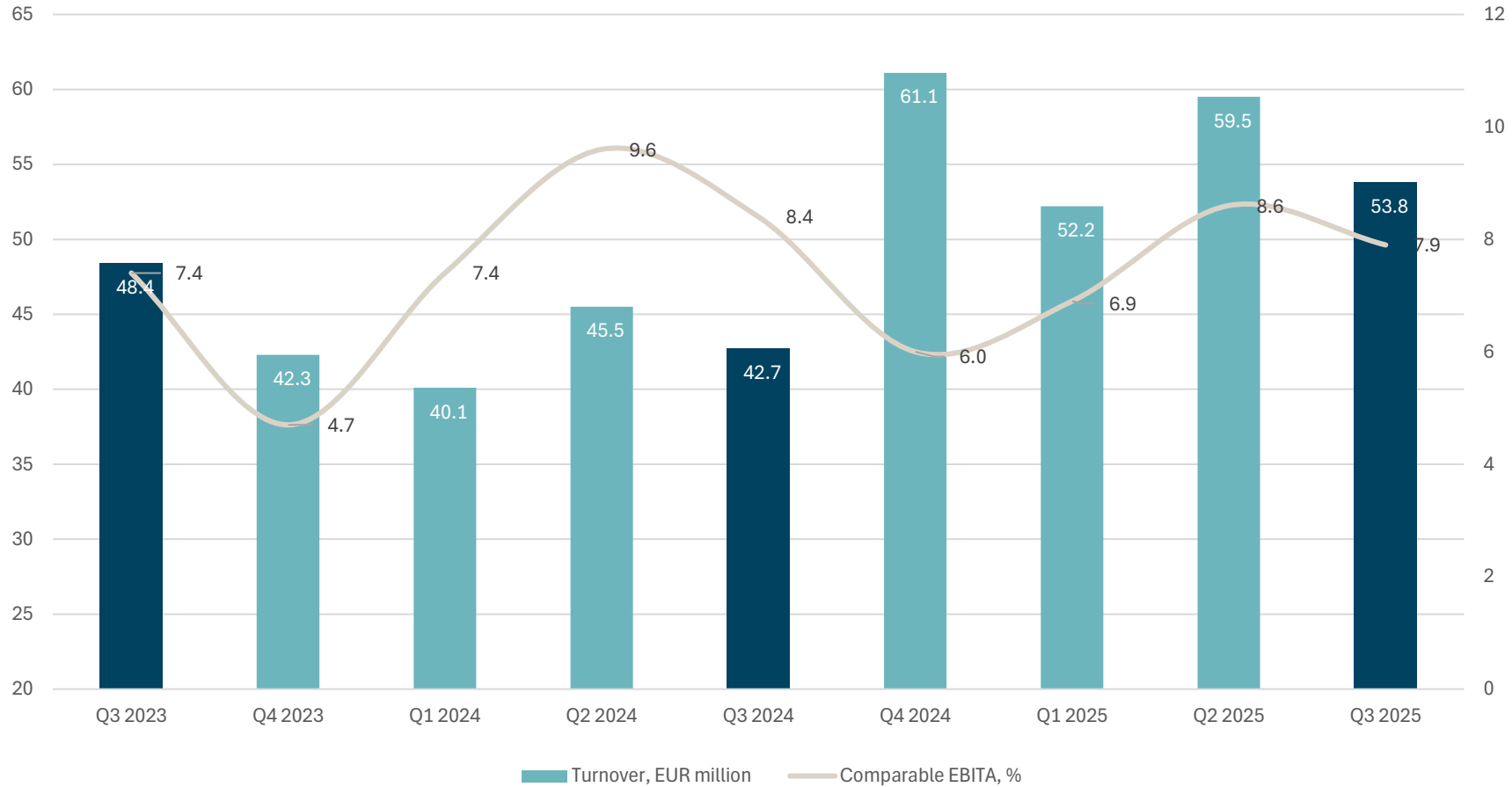
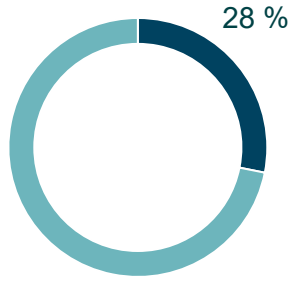
EBITA

- EBITA margin decreased by 0.4 pp due to the lower service turnover in the quarter

Growth initiatives

- Acquisition of ADCO Circuits
- Investment in the second electronics manufacturing line

APAC



Turnover

- All customer groups' turnover increased, especially Medtech & Life Science was strong

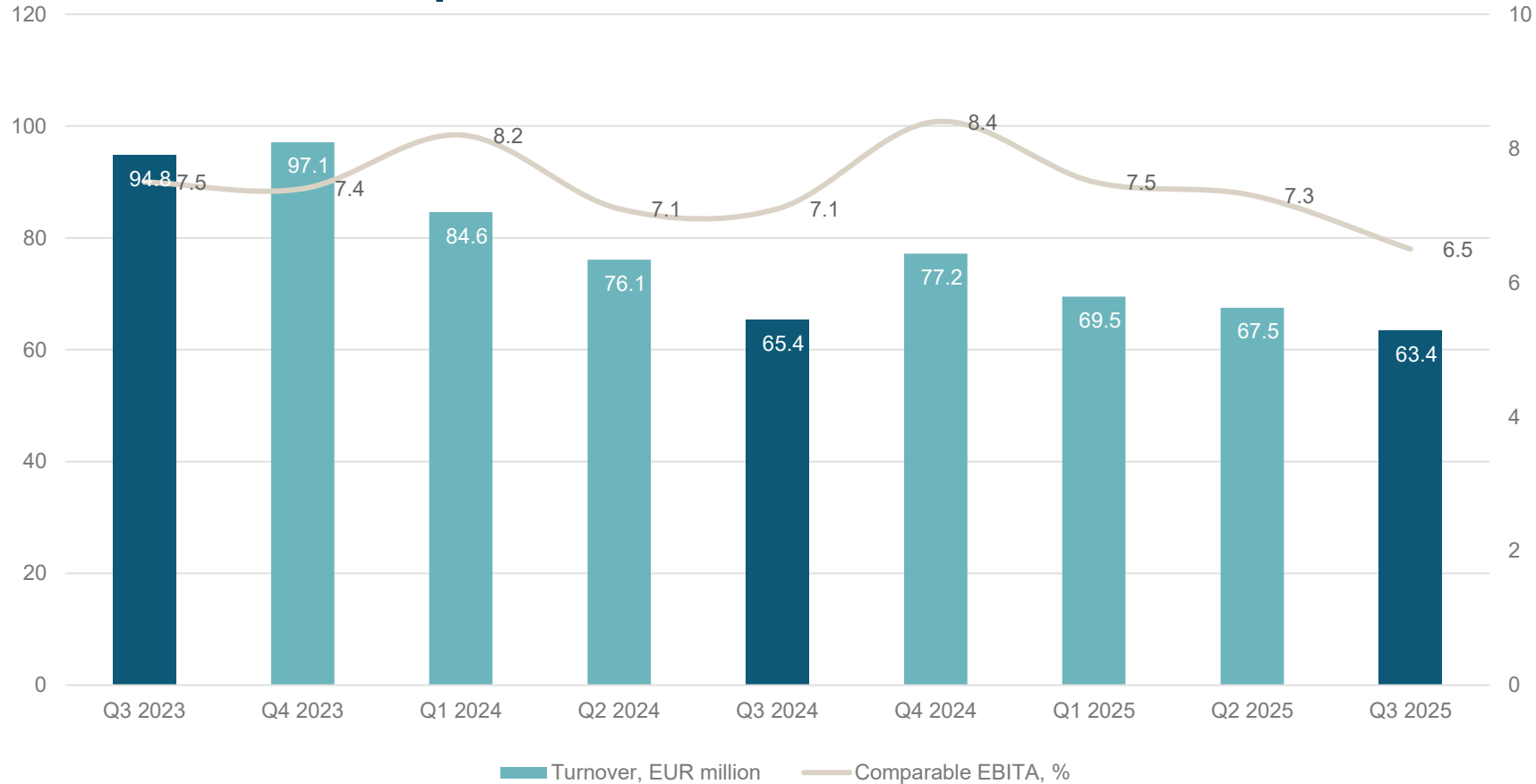
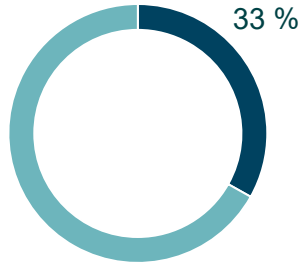
EBITA

- Higher turnover drove comparable EBITA to EUR 4.2 (3.6) million

Growth initiatives

- New PCBA manufacturing line and ICT infrastructure installed in Johor Bahru plant
- New customer, Stäubli, to Suzhou

Central Europe



Turnover

- Energy & Cleantech turns into positive, overall organic growth still negative
- Customer activity is increasing

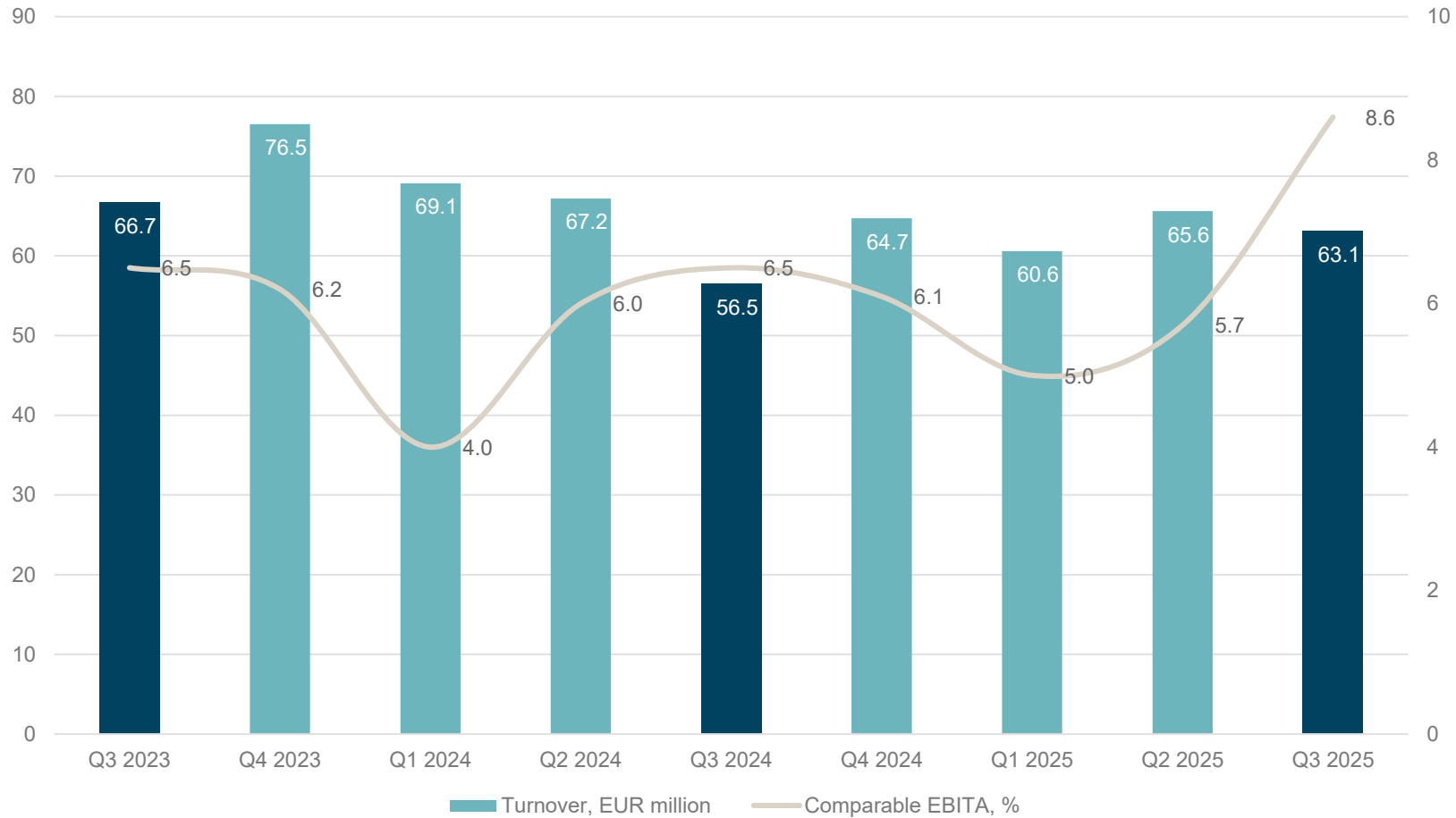
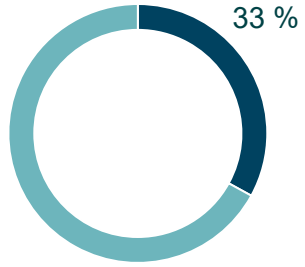
EBITA

- Continued to focus on operational efficiency while at the same time building capability for the Q4

Growth initiatives

- MB Elettronica acquisition
- Investments in new sales force to drive organic growth

Northern Europe



Turnover

- High growth with Aerospace & Defense customers
- Strong turnover development in Energy & Cleantech

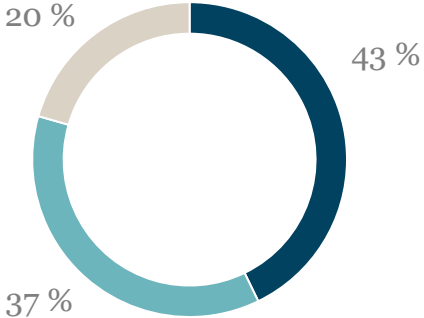
EBITA

- Strong cost control and higher volumes support EBITA margin

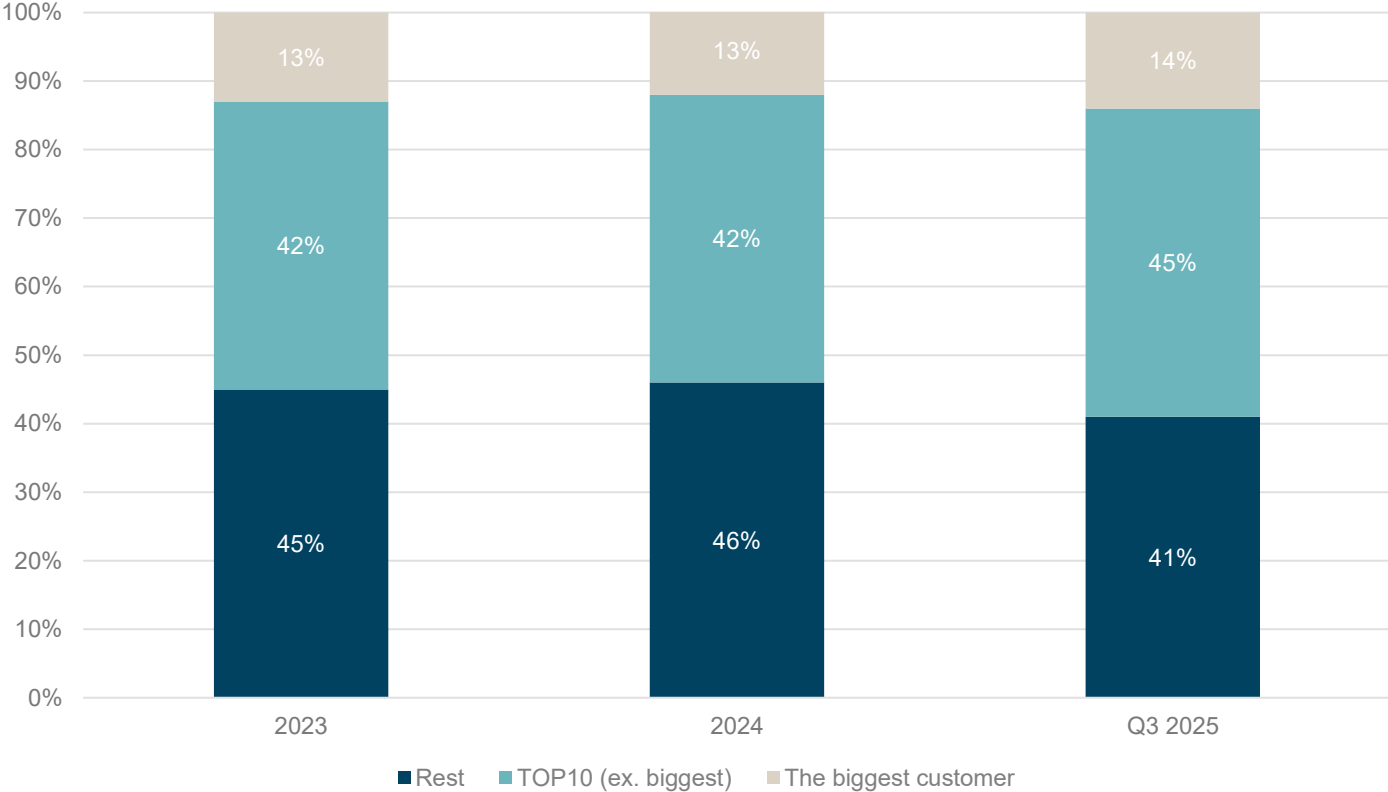
Growth initiatives

- Investments in new sales force to drive organic growth
- Organic growth 11.7% y/y

Customer Group Development

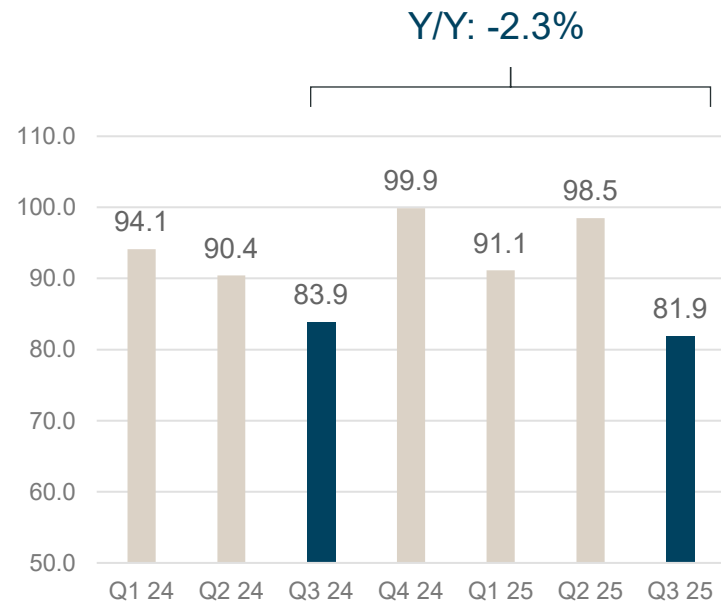


- Industrial
- Energy & Cleantech
- Medtech & Life Science

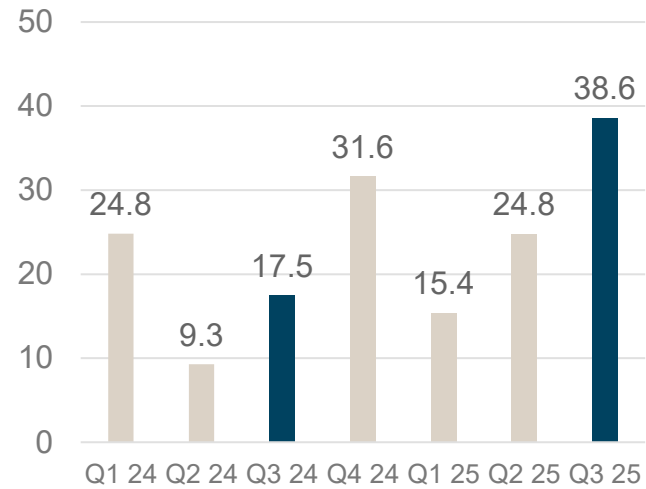


Industrial

Turnover



Won deals

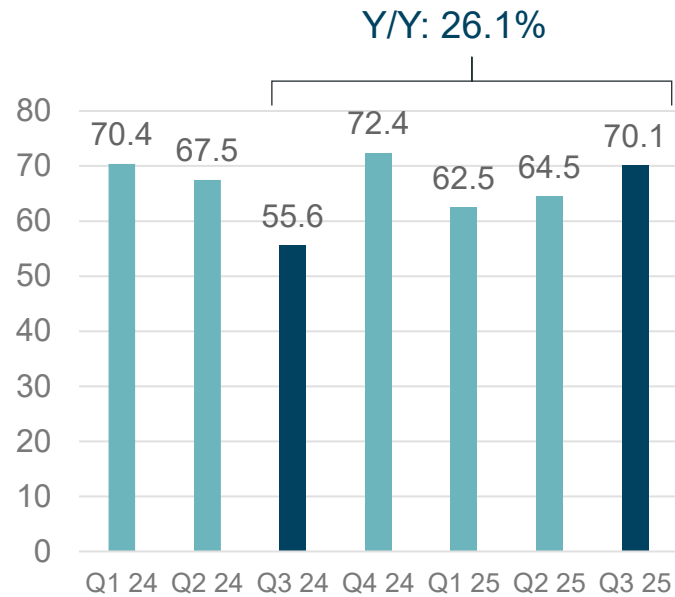


Biggest won deals in Q3 2025

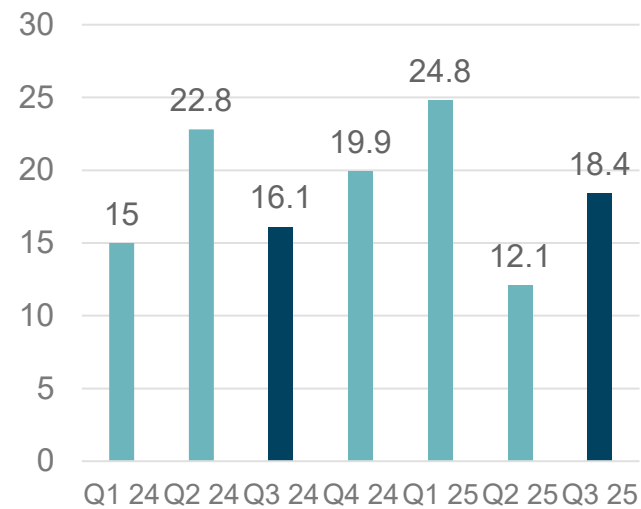
27.6 MEUR	Logistics
3.0 MEUR	Process industry
2.0 MEUR	Entertainment
...	...
38.6 MEUR	In total

Energy & Cleantech

Turnover



Won deals

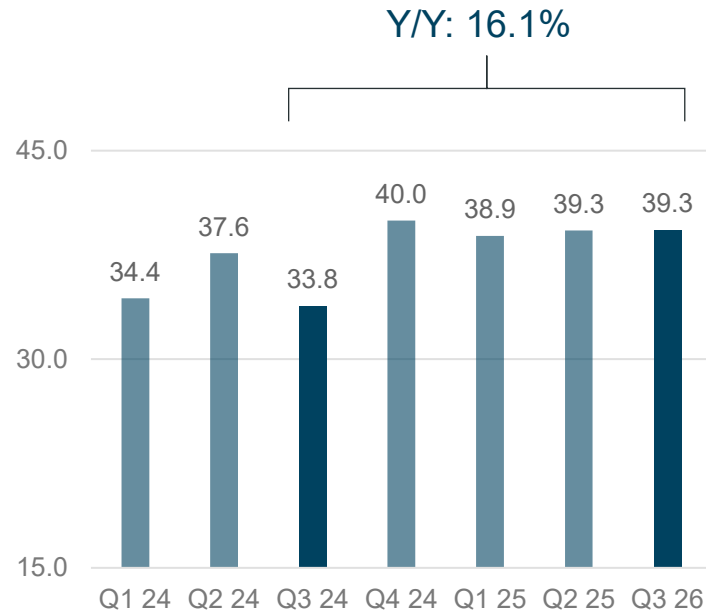


Biggest won deals in Q3 2025

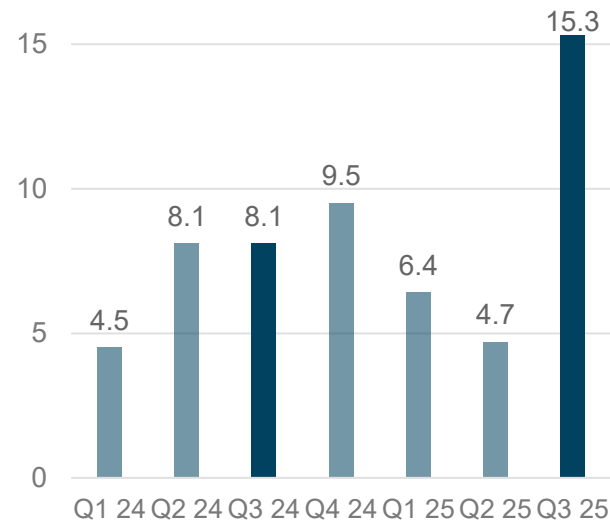
7.0 MEUR	General
3.2 MEUR	General
2.4 MEUR	Oil & Gas
...	...
18.4 MEUR	In total

Medtech & Life Science

Turnover



Won deals

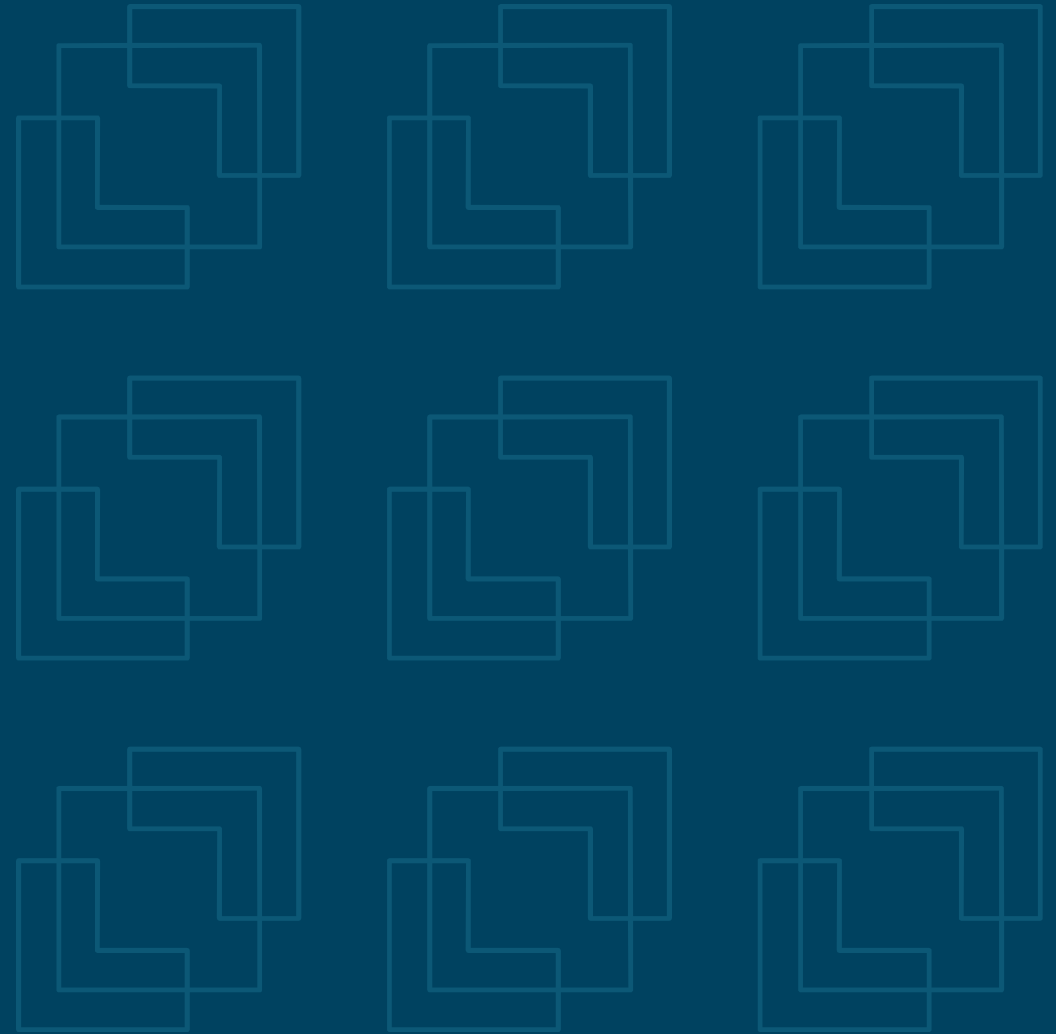


Biggest won deals in Q3 2025

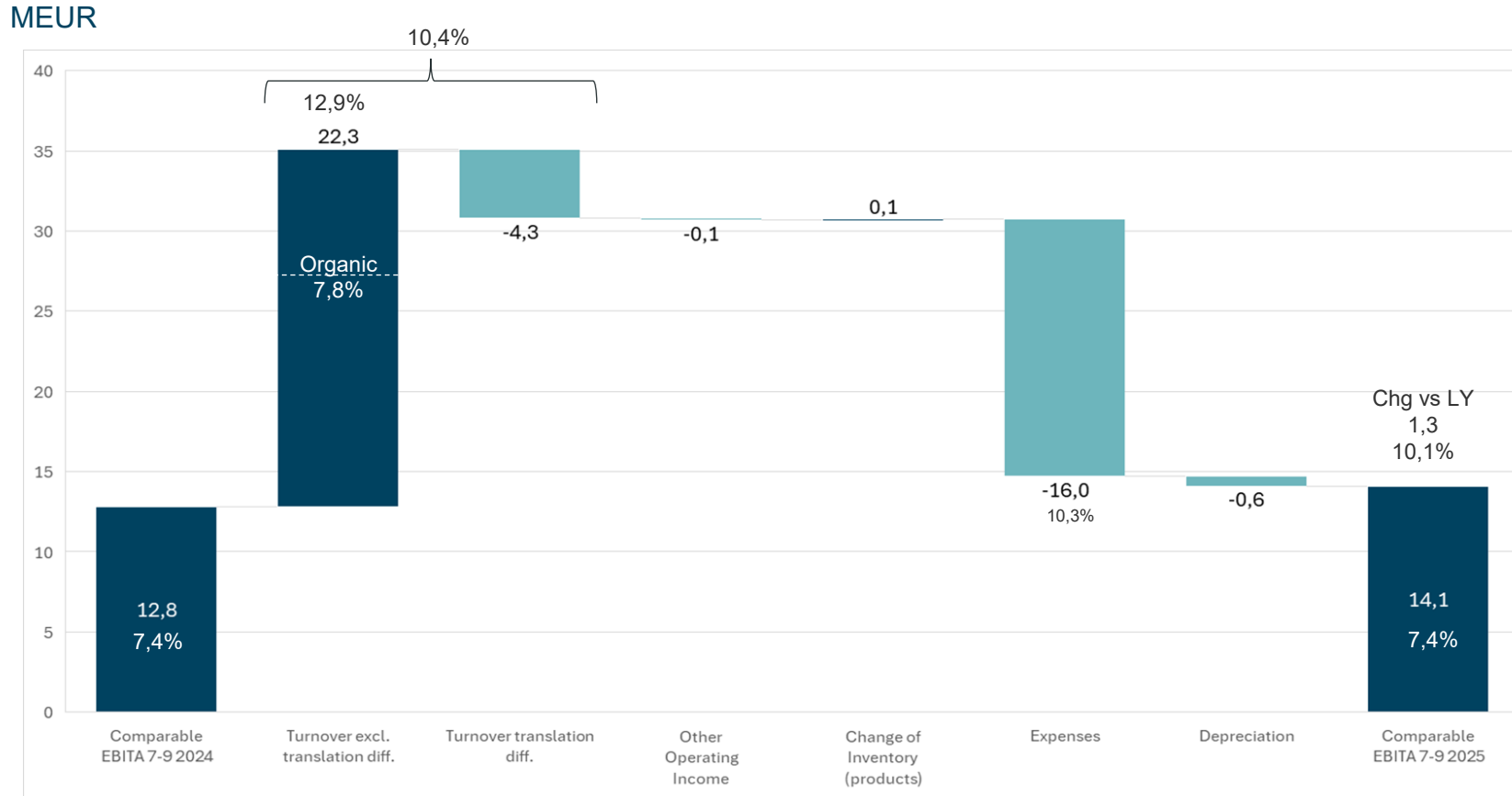
4.7 MEUR	General Surgery
3.5 MEUR	Ventilation
3.3 MEUR	Ventilation
...	...
15.3 MEUR	In total

Financials

CFO Kai Valo



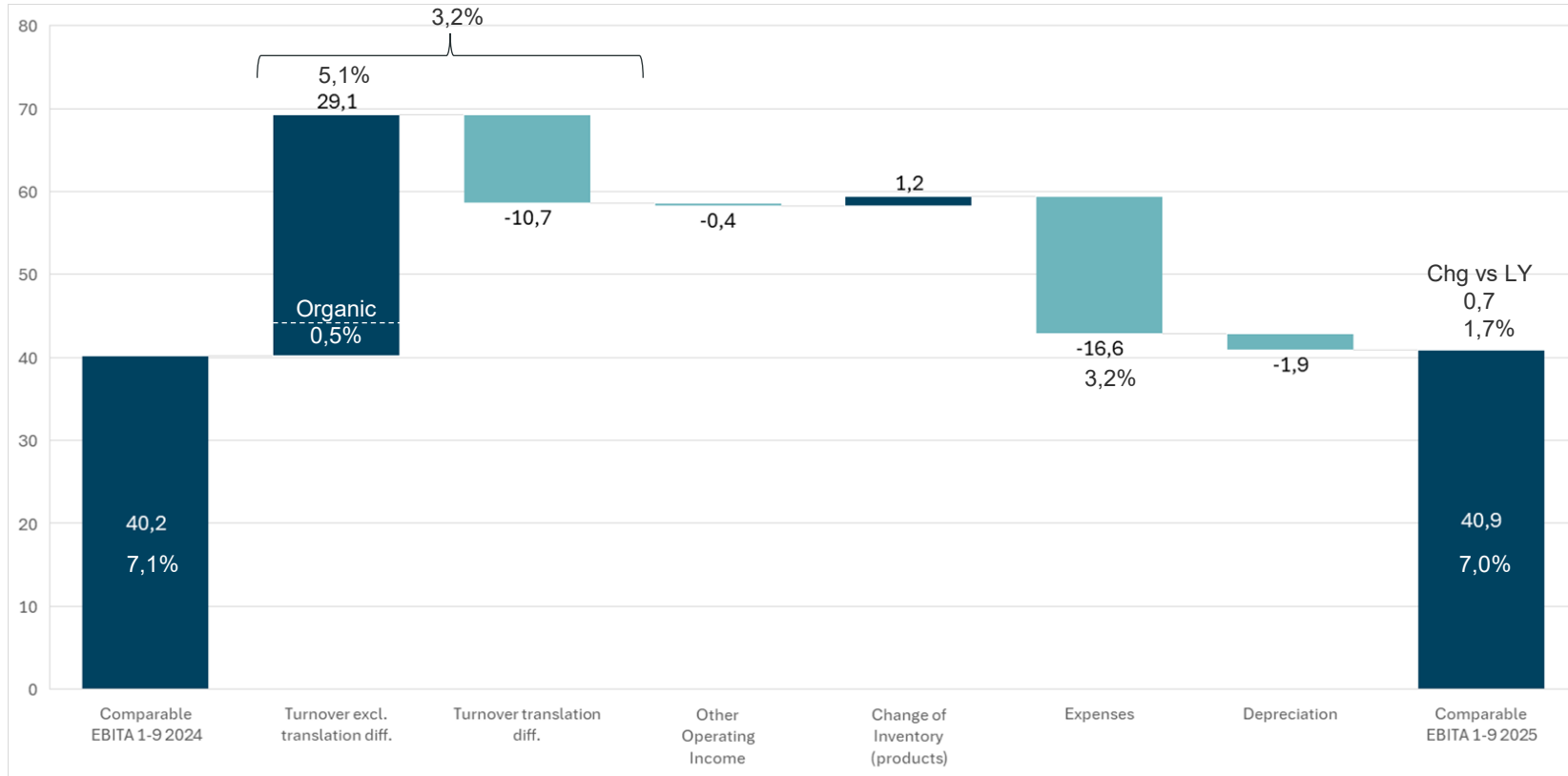
Comparable EBITA Waterfall July–September



- The turnover in July–September was EUR 191.3 million, increase y/y EUR 18.0 million or 10.4%. Negative currency translation difference effect was EUR -4.3 million in turnover, excluding it the turnover increase was 12.9%. SRXGlobal’s impact on the turnover was EUR 8.4 million.
- Operational costs increased by EUR 16.0 million or 10.3%. Depreciation increased EUR 0.6 million y/y.
- The comparable EBITA-margin was at 7.4% (7.4%) and comparable EBITA EUR 14.1 million, increase y/y EUR 1.3 million or 10.1%.

Comparable EBITA Waterfall January–September

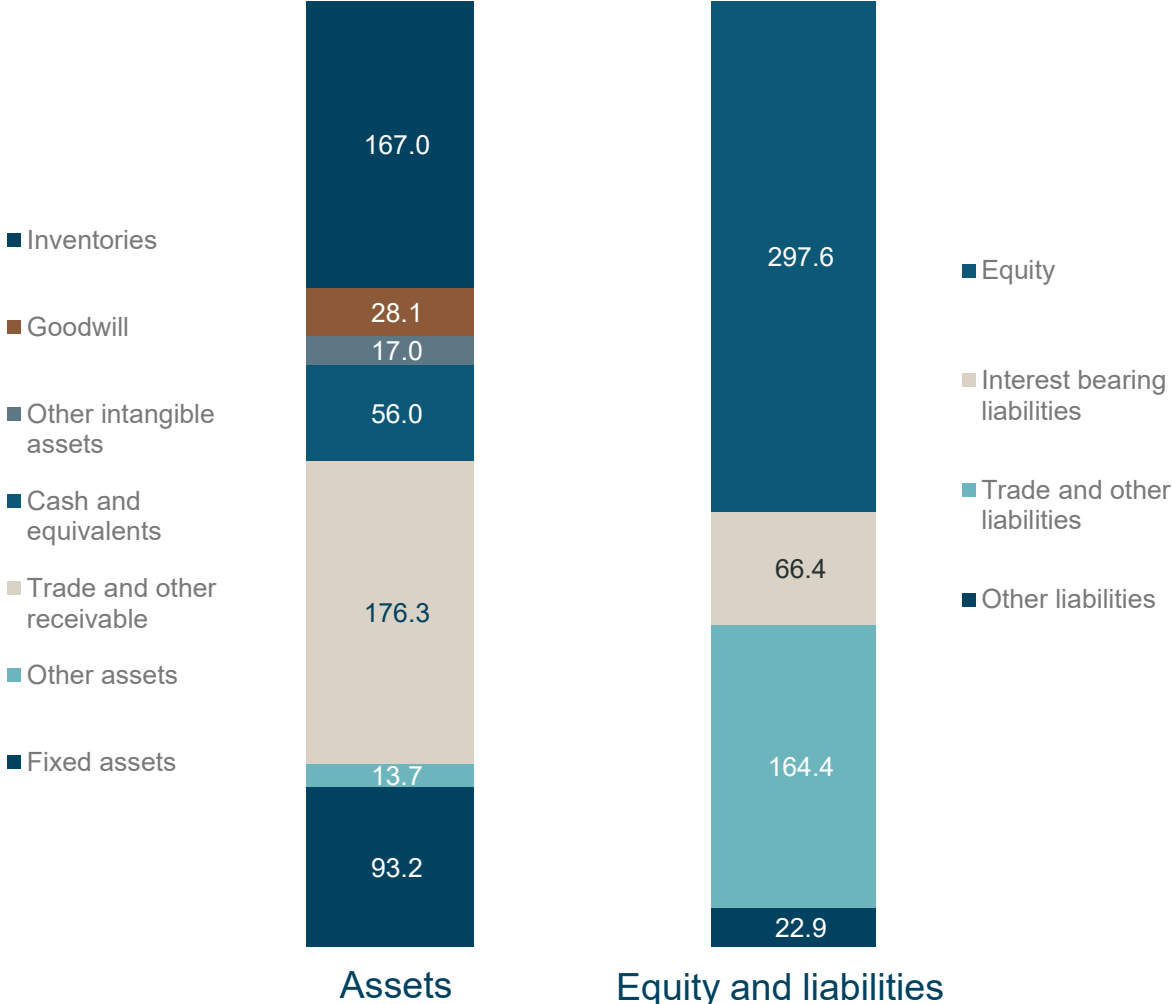
MEUR



- The turnover for January–September was EUR 586.1 million, increase y/y EUR 18.4 million or 3.2%. Negative currency translation difference effect was EUR -10.7 million in turnover, excluding it the turnover increase was 5.1%. SRXGlobal’s impact on the turnover was EUR 24.8 million.
- Operational costs increased by EUR 16.6 million or 3.2%. Depreciations increased by EUR 1.9 million.
- The comparable EBITA-margin was at 7.0% (7.1%), and comparable EBITA was EUR 40.9 million, increase y/y EUR 0.7 million or 1.7%.

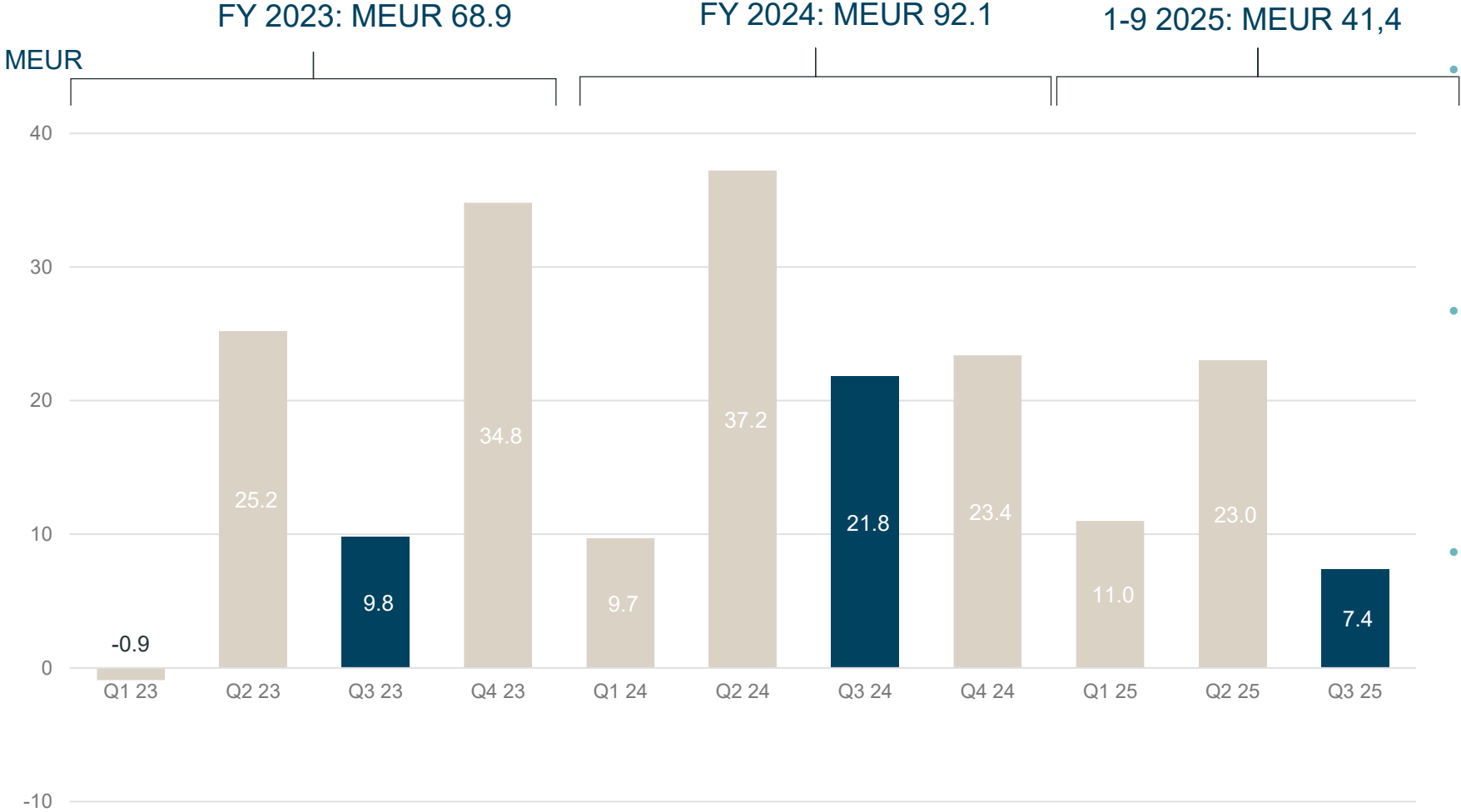
Strong Financial Position

EUR 551.3 million



- Inventories EUR 167.0 (173.9) million
- Goodwill EUR 28.1 (7.6) million, increase from the acquisition of SRXGlobal Pty. Ltd.
- Cash and cash equivalents totaled EUR 56.0 (51.8) million
- Fixed Assets EUR 93.2 (85.0) million, increase from the acquisition of SRXGlobal Pty. Ltd.
- Interest-bearing debt totaled EUR 66.4 (62.9) million
- Equity per share was EUR 4.55 (4.30)

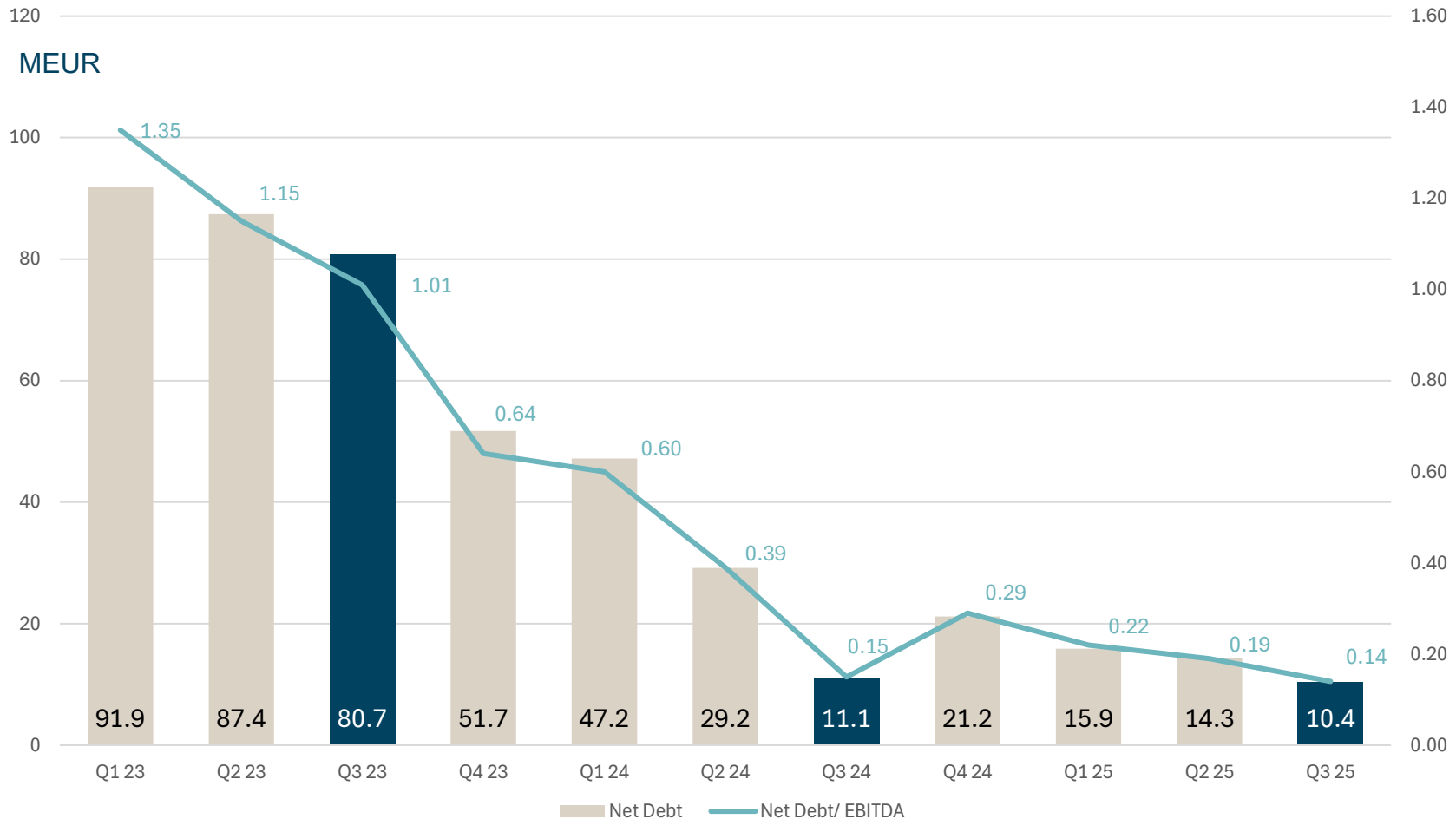
Strong Cash Generation



Net cash flow from operating activities in July–September was EUR 7.4 (21.8) million and in January–September EUR 41.4 (68.7) million.

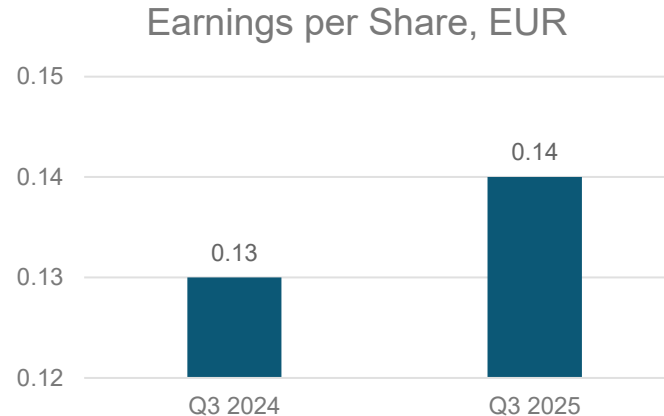
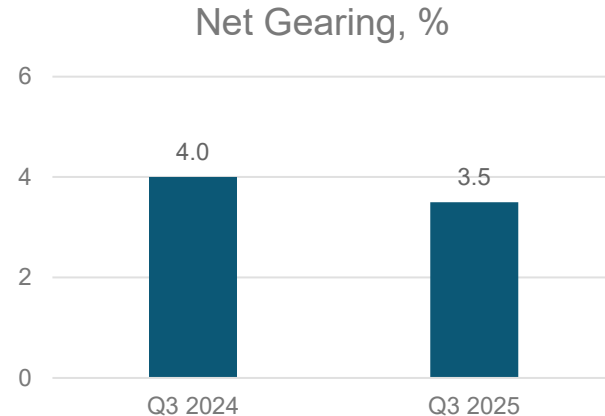
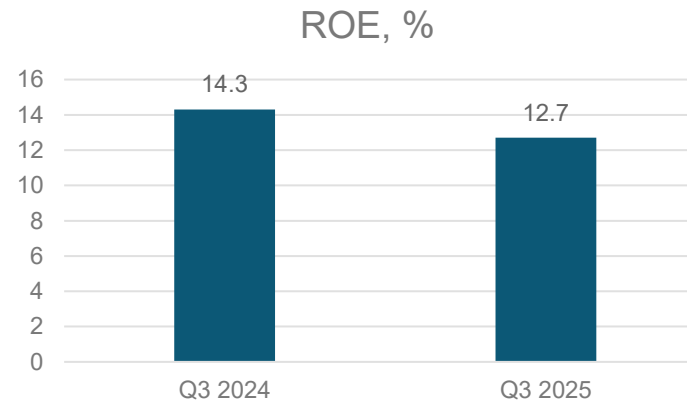
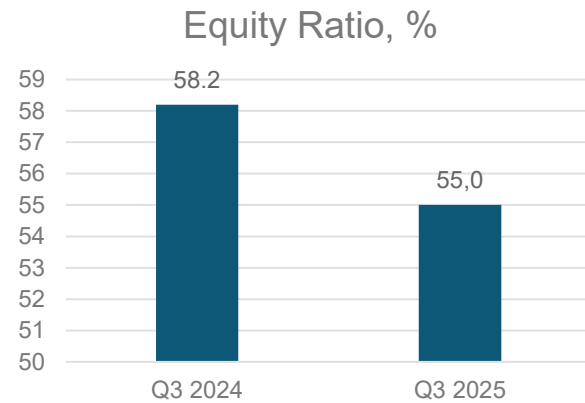
- Operating cashflow was at a good level. The previous year’s comparison period was supported by significant change in the working capital.
- Free cash flow after investments was in July – September EUR 4.0 (18.2) million and in January–September EUR 31.1 (57.1) million.

Net Debt Remains at Low Level



- Net debt was EUR 10.4 (11.1) million
- Cash and cash equivalents totaled EUR 56.0 (51.8) million
- Interest-bearing liabilities were EUR 66.4 (62.9) million
- Impact of SRX acquisition was neutralized in one year with good cash generation.
- Total liquidity EUR 249.8 (142.8) million
- EUR 193.8 (91.1) million in unused credit and loan facilities
- Cash and cash equivalents totaled EUR 56.0 (51.8) million
- Net debt to EBITDA was 0.14 (0.15)

Key Figures



- **Equity ratio 55.0% (58.2%)**
 - Equity increased by EUR 17.2 million
 - Balance sheet was up by EUR 53.1 million
- **Net gearing 3.5% (4.0%)**
 - Net debt was EUR 10.4 million and decreased by EUR 0.7 million
 - Total equity EUR 297.6 (280.5) million
- **ROE 12.7% (14.3%)**
 - Net profit January–September decreased by EUR 1.4 million
 - Equity increased by EUR 17.2 million
- **Earnings per share 0.14 (0.13)**
 - Net profit EUR 9.2 million (8.7)

Outlook and focus in 2025

We expect our turnover to be EUR 780–920 million and comparable EBITA of EUR 55–68 million.

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

Focus areas:

- Closing of two M&A and financial integration
- Keep up the momentum in organic growth
- Cost and inventory control



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Q&A



Key takeaways

- Q3 2025
 - Turnover is gaining speed: organic growth was 7.8% and reported 10.4% y/y
 - EUR/USD effected turnover by EUR -4.3 million and comparable EBITA by EUR -0.3 million
 - New business pipeline remained strong
 - Comparable EBITA increased by 10.1% to EUR 14.1. million
- Geared for Growth
 - Acquisitions and new business openings to build presence in Aerospace & Defense
 - Investments in new SMT lines in Malaysia and USA
 - EUR 72.3 million in won customer deals, especially strong performance in Industrial with EUR 38.6 million and Medtec & Life Science EUR 15.3 million
 - Balance sheet remains strong



Investments in organic growth. Stäubli visiting Suzhou plant in China.

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