

A blue-tinted photograph of a robotic arm holding a microchip. The chip is square with a gold-colored grid of pins. The background is blurred, showing more of the robotic arm and industrial setting. On the right side, there are three overlapping white rectangular outlines of varying sizes.

**SCANFIL**  
Electronics GmbH

**Your reliable Partner**

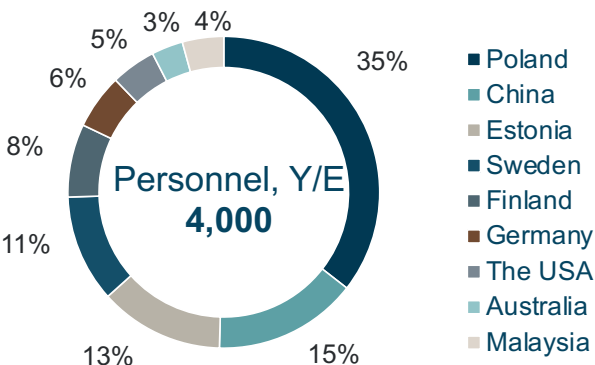
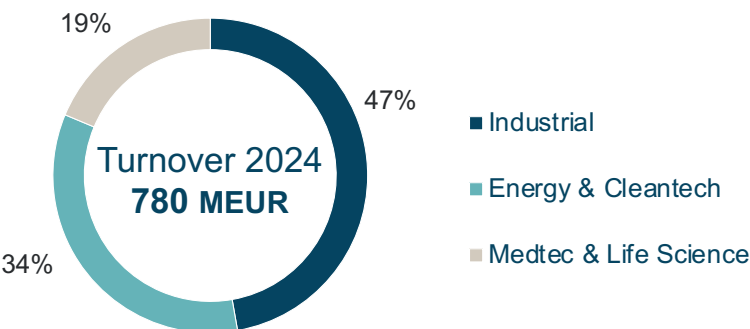
for electronics development and  
electronics manufacturing

E<sup>2</sup>MS

# Significant Expansion in Global Footprint



# Global Operations with Industrial Focus



# Scanfil Electronics GmbH, Wutha-Farnroda

- Electronics Engineering and Manufacturing Services (E2MS) provider
- Founded as "HASEC-Elektronik GmbH" in 1991 as one of the spin-offs from the former "Uhrenwerke Ruhla"
- Following a 130 years tradition in precision mechanics and watch making in the region
- Joined Scanfil Group May 2019
- Global Certifications:
  - DIN EN ISO 13485 (MedTech)
  - DIN EN ISO 9001 (Industrial)
  - EMAS incl. DIN EN ISO 14001
- Ready for manufacturing safety-critical assemblies (Common Criteria / EAL4+)



# Our Aspiration

- Generate value for existing and new customers and to grow the business in Central Europe
- Reduce time to market (prototyping, first time right in NPI, perfectly fitting services during design and ramp-up, standardized processes)
- Give our customers access to Scanfil's Global Sourcing Organization
- Ensure Best-in-Class production concepts and infrastructure with Scanfil Smart Operations strategy
- Provide flexible capacity and the setup to scale up according to our customer's global needs
- Live the spirit of the German "Mittelstand" and complete it by the strengths of a reliable global player



# Wutha, Germany

PCBA and Boxbuild in medium volumes

- Complex System integration
- Production of medical devices and safety-critical assemblies
- Production in clean room and **extensive experience with Chip on Board**
- Mechanical assembly
- Dedicated staff for fast prototyping
- High quality, fast delivery
- Experience with outsourcing projects and production transfers

~230

Personnel  
Headcount + third party

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

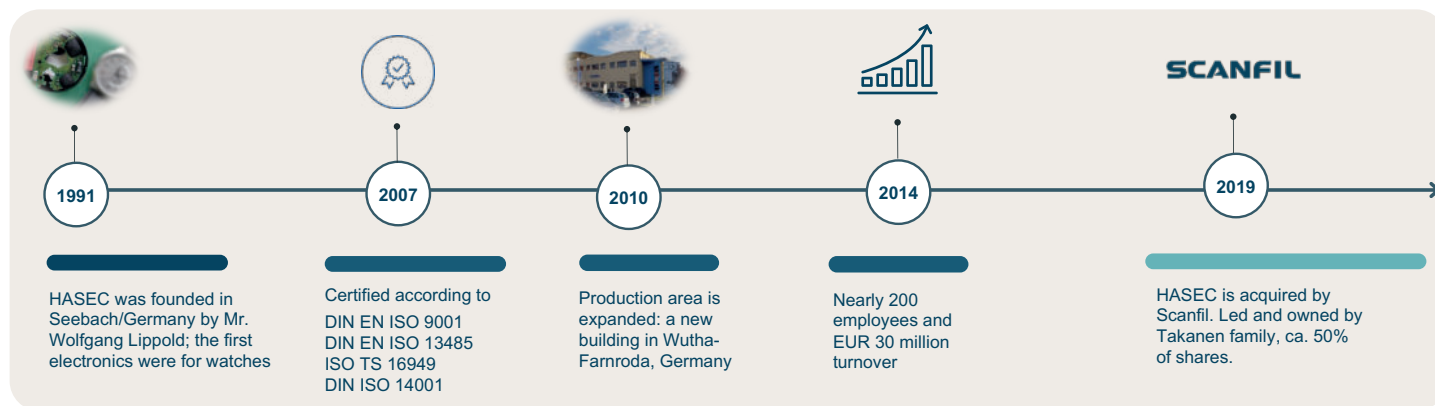
Floor area



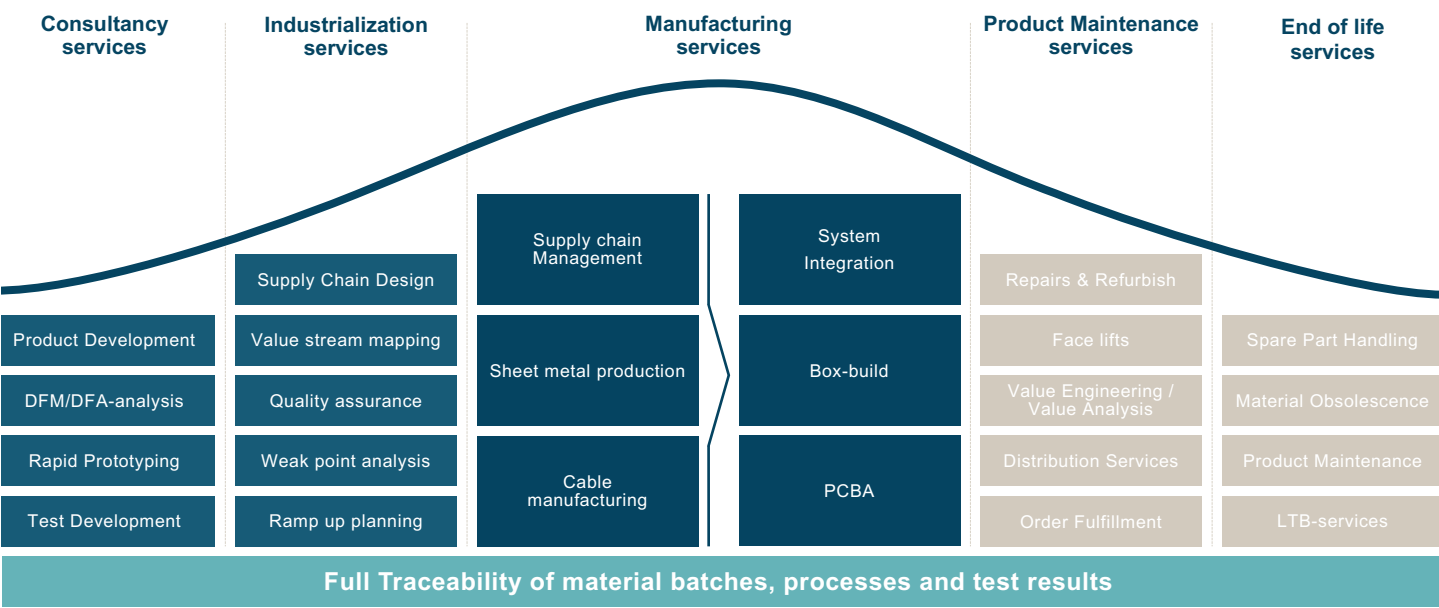
Wutha  
Germany



# Key Milestones of Our Growth



# Our offer throughout your products life cycle





# Tool Box for fast and reliable NPI

- Project management software platform
- Standardized processes with clear design rules
- Fast DfX analysis using CAD/CAM platform Valor / BOM Connector
- P-FMEAs ready for all standard processes
- Test FMEA / MSA tool for save test coverage
- Fast prototyping process using separate production infrastructure
- In-house mechanical workshop
- In house 3D printer for tools and fixtures
- Test development team integrated in the factory



# Customer Segments



## Industrial

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



## 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



## Medtech & Life Science

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

# Products we have produced

- Prosthetics
- Hearing aids
- Blood preparation and blood analysis
- Hospital emergency call systems
- Plasma therapy systems
- Analytical instruments
- Control and power units for industrial automation
- Vacuum and pressure sensors
- Magneto resistive and optical sensors
- IoT applications
- High speed data transmission systems
- Telephone and data networks in buildings
- Fire security systems
- Official document chip card readers
- Sun protection, climate control
- Smart Metering solutions
- Time control
- Locking systems
- Physical access control
- Position monitoring
- Voice control
- Power applications
- Battery management
- LNG gas fueling systems



# Scanfil Development Services - Value Proposition

We have designed & developed products for our customers for decades, helping them ***focus on their core business***, optimizing their fixed cost structure and total product cost of ownership.

Scanfil Development Services adds value thru ***fast & seamless time-to-market execution***, turning your idea into sellable products.

Through Scanfil's ***own design house*** & our ***strategic design partners*** with integrated processes, Scanfil is able to enhance and transform our customers' businesses with ***state-of-the-art technology*** – ***optimized for manufacturing***.



# Scanfil Development capabilities

## SCANFIL

**Scanfil In-house team**

*Experienced and skilled in-house team with close contact to manufacturing that leads to industrialization-friendly products*

## etteplan

**Strategic partnership with Etteplan**

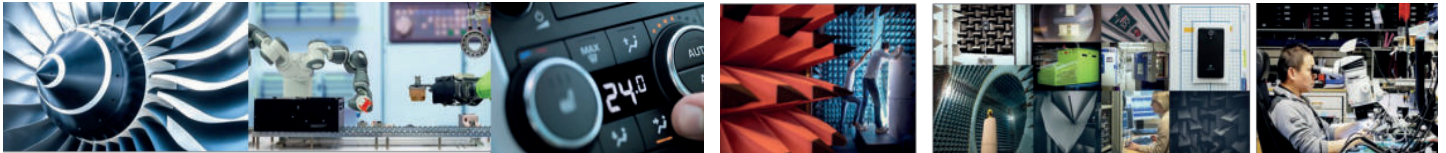
*A wide spectrum of technical capabilities & competence  
Large geographical footprint  
Capacity to run several large projects in parallel*

## IMG

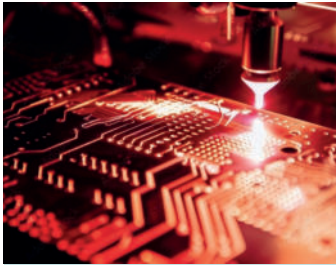
Electronic & Power Systems

**Partnership with IMG Electronic & Power Systems**

*State-of-the-art competence to supports all phases of electronics development for hardware, software, FPGA design and power electronics.*

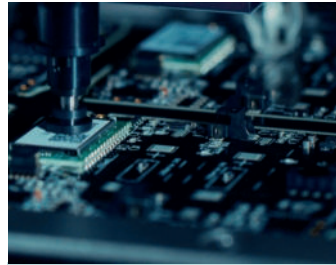


# Our Core – Manufacturing Services



## Laser Marking / Traceability

- Fibre laser marking
- Datamatrix and alphanumeric characters
- Full Traceability of material batches, processes and test results



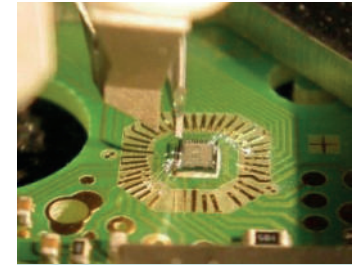
## Surface Mount Technology

- All established components
- Validated process for processing **01005 components**
- Process control using inline 3D-SPI- and AOI-systems (according to IPC-A-610)
- Processing of **Flex and Starflex PCB**



## Through Hole Technology

- Assembly of wired components
- Full tunnel machine with nitrogen atmosphere

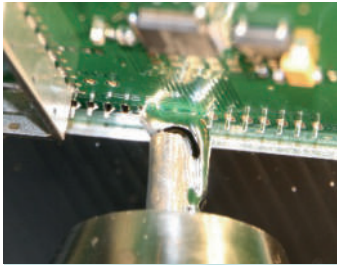


## Chip on Board (COB)

- Die- and wire bonding
- Glob Top encapsulation
- Flip Chip assembly

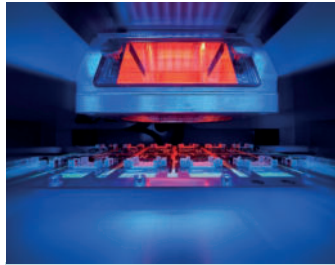


# Our Core – Manufacturing Services



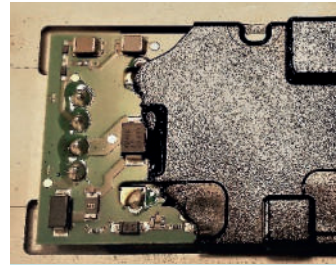
## Selective/Manual Soldering

- manual or automatic soldering of wired components
- Cobot Soldering



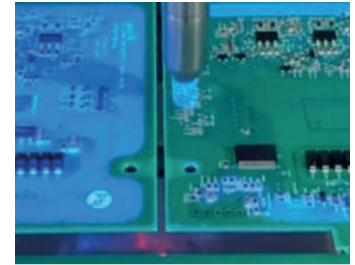
## Cutting / Panel separation

- Manual and automatic panel separation
- Laser depaneling process for flex, semi-flex and FR4
- Milling and sawing depaneling for FR4 material



## Hot Melt Molding

- Low Pressure Molding to cover PCBAs
- No damage of the electronic components
- Low-cost aluminum tools



## Varnishing / coating

- coating for the protection of PCBAs against high humidity
- limitation to selected areas possible



# Our Core – Manufacturing Services



## Potting

- protection of high voltage applications in harsh environments
- complete encapsulation of the PCBA



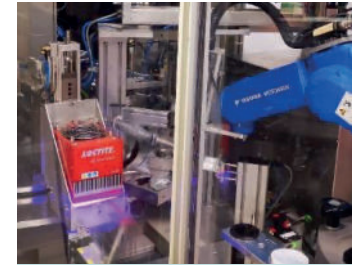
## Pad Printing

- multi-color marking of plastic housings (e.g. for branding)



## Electrical / Optical Testing

- Programming, ICT, FCT
- Boundary scan, Radio Frequency, High voltage
- Automated optical control by cameras



## Fully automated lines

- integrated assembly, quality control, testing and assembly
- Stable mass production with best cost, yield, throughput and quality level

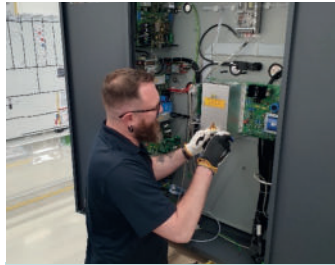


# Our Core – Manufacturing Services



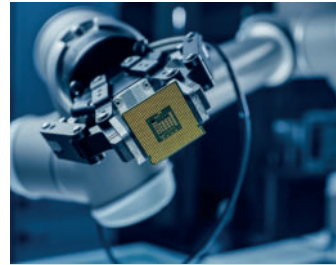
## Box build

- Manufacturing of complete products directly for the end customer



## System Integration

- Complex systems



## Cobot Solutions

- Soldering
- Glueing and potting
- Pick and place
- Packaging
- Screwing
- Assembly and test

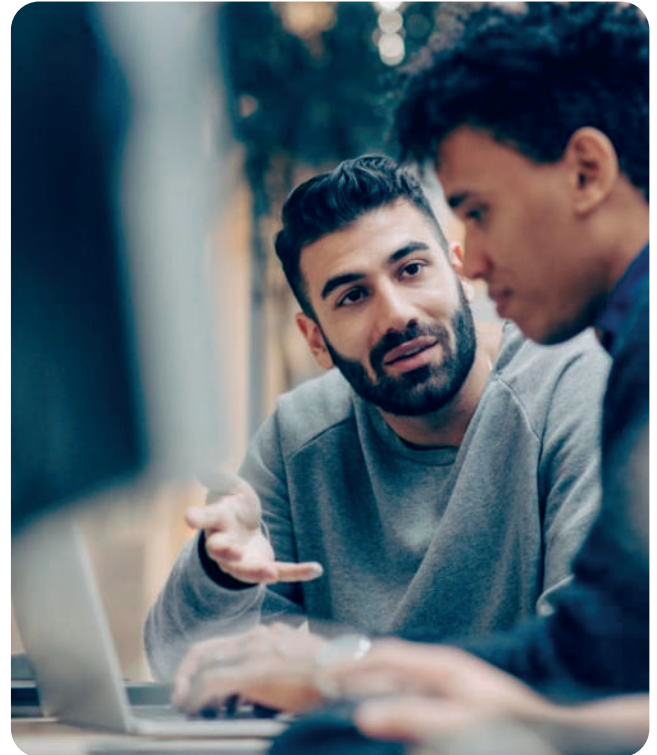


## Packaging and Shipment

- Packing, logistics and shipment services

# Summary: Added value for our customers

- **Highly skilled personnel** and wide access to resources
- **New ideas** with influence from other technique areas (cross contamination).
- SCANFIL's **long experience** in working with production and quality requirements
- Close to the customer
- **Short coordination** channels
- Open Book pricing
- **High flexibility** in the production process
- Wide range of technologies
- Partnership-based cooperation



**We bring your products  
to life and to market.**



# **SCANFIL**

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**Global Contract Manufacturer and Systems Supplier**