



16 April 2025

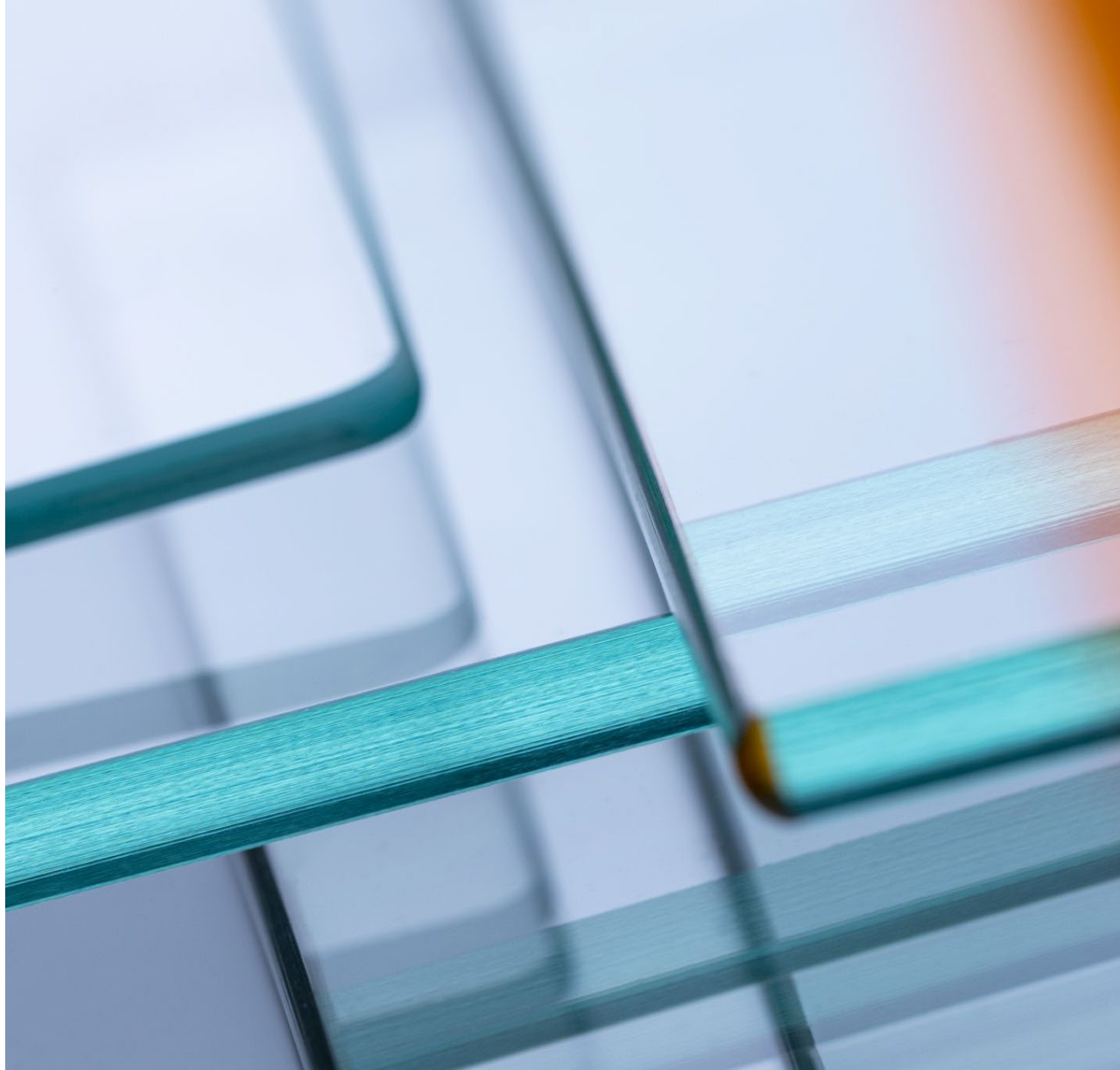
Toni Laaksonen
President & CEO

Glaston Corporation Annual General Meeting

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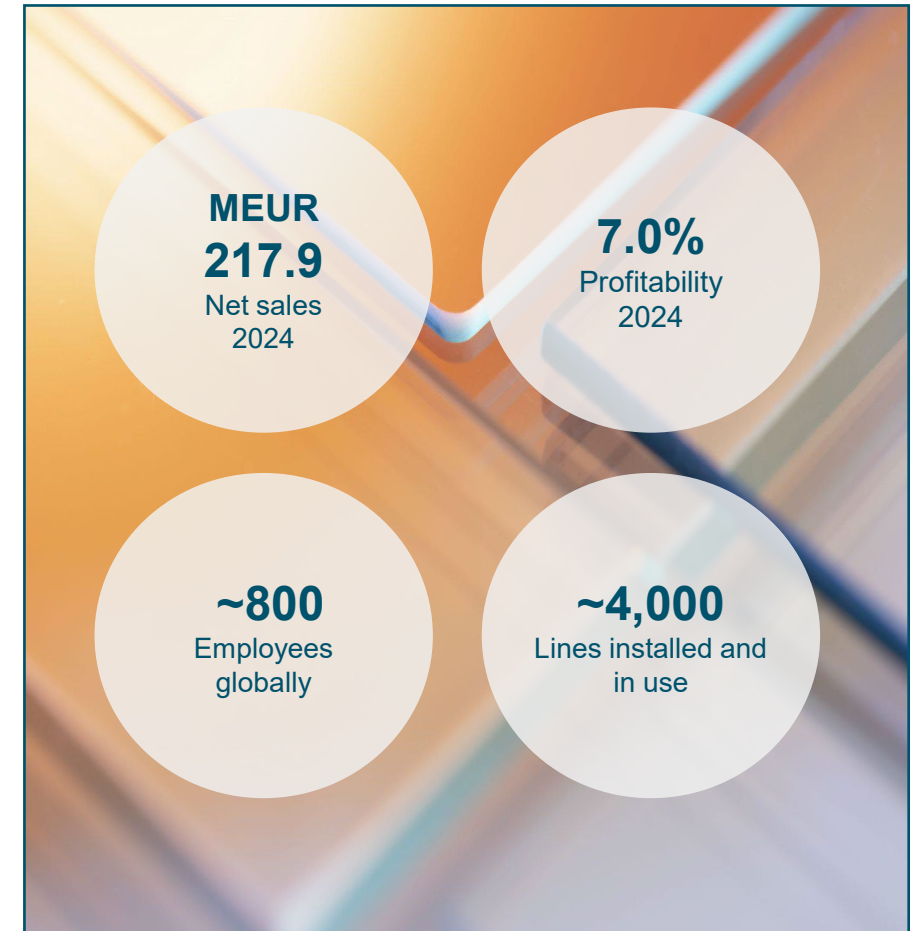
Content

- Glaston today
- Strategy, medium-term
- Financial development
- Outlook 2025

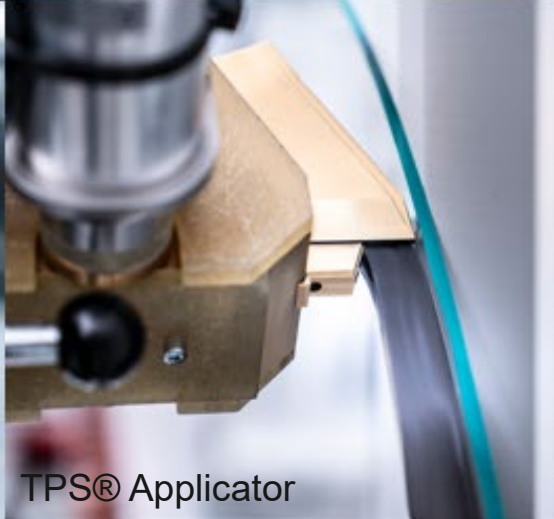
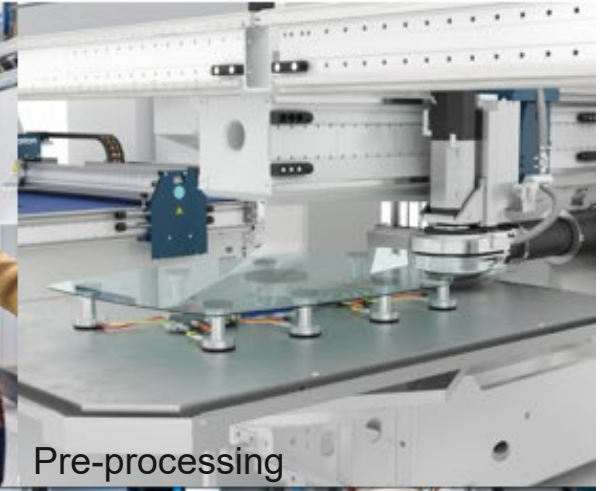


Glaston is the leading company in the global glass processing equipment industry

- We are a leading provider of **glass processing technologies and services**, responding to glass processing requirements mainly within the **architectural, mobility and solar** industries
- Our success is built on **continuous technology innovations** with strong focus on market driving R&D activities in close cooperation with our customers
- Our operations are led in three Business Functions: **Solutions & Operations, Market Areas** and **Service Supply & Development**
- **Global reach** with Sales and Services located in 9 countries serving customers in more than 100 countries
- **Technology centers:** Finland (Tampere), Germany (Neuhausen), China (Tianjin), Switzerland (Bützberg)
- Listed on Nasdaq Helsinki. Global HQ in Helsinki, Finland



Energy efficiency – Automation – Operation quality



Strategy focus areas in 2025

Glaston strategic initiatives

- Strengthening commercial success alongside technology leadership
- Glaston is committed to keep its technology leadership position and plans to continue to make notable investment in R&D
- Build industry-leading customer support and services

Lifecycle thinking

- Further enhancing the approach from machine lifecycle into customer relations lifecycle
- Strengthening the customer interface in market areas to ensure proximity to life cycle support

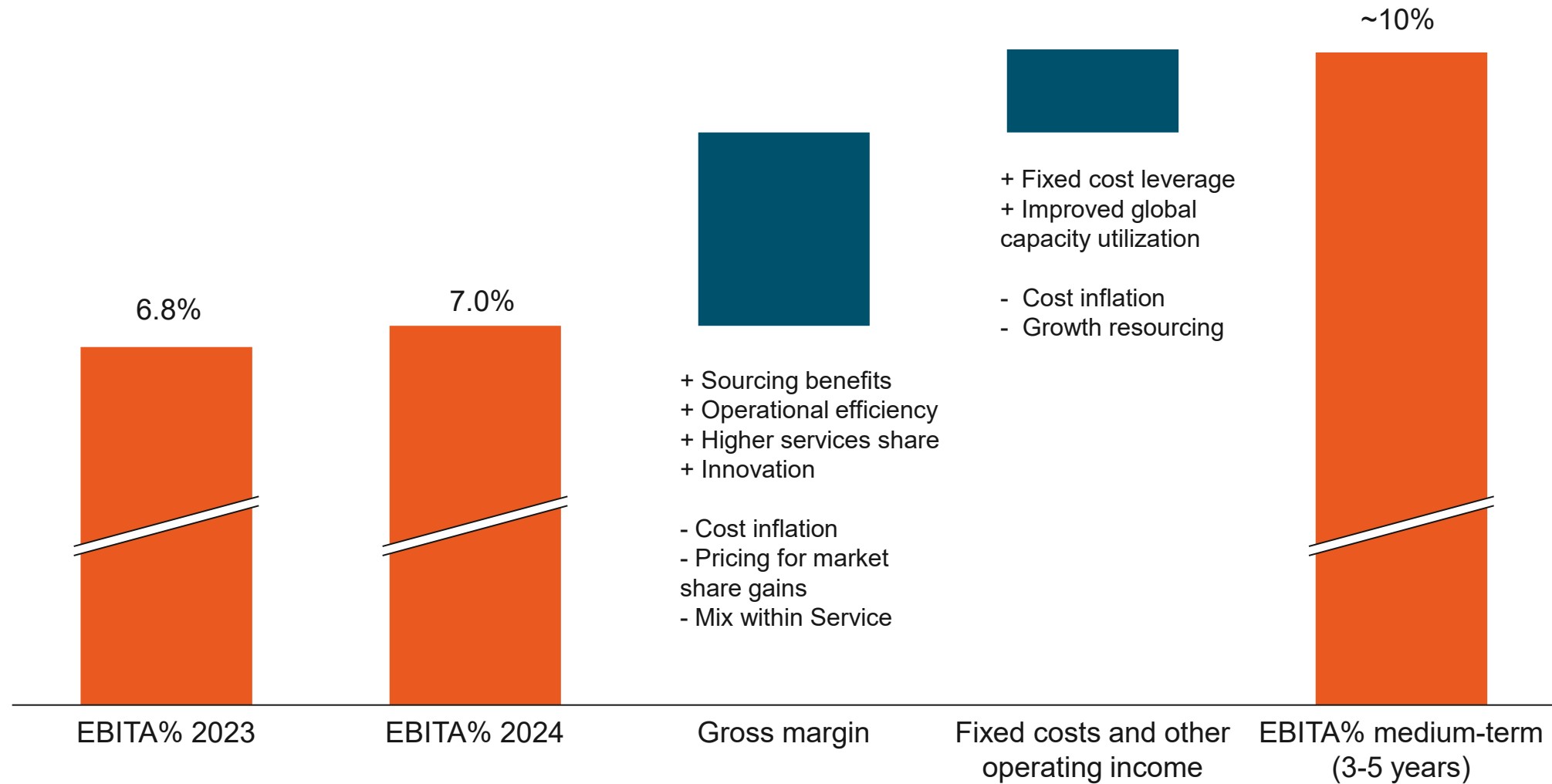
Extended focus on profitability and operational excellence

- Optimize Glaston's global reach in operations and supply chain to improve profitability and utilize efficiencies
- Increase investments in service capabilities and resources to accelerate services' growth

Strategy KPIs - 2024 yoy execution

NET SALES	-1%
Comparable EBITA 10%	7%
Comparable ROCE > 16%	12.6%
Net Promoter Score > 40	64
Lost Time Accidents 0	5.7
Employee Engagement > 75	76
GHG Emissions Scope 1&2 -50.4% Scope 3 -58.1%	Emission calculation and follow-up process in place*

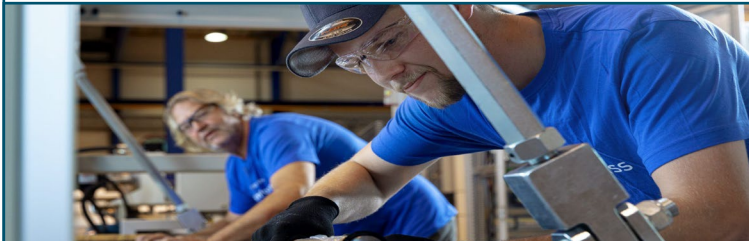
Comparable EBITA drivers in medium-term (3-5 years)



Accelerating strategy execution – Organizational and production footprint development

Solutions & Operations

- Business Lines with product and related lifecycle service development:
 - Tempering & Laminating
 - Insulating glass
 - Mobility
- Global Operations & Supply Chain



Market Areas

- Main customer interface:
 - Americas, EMEA, APAC
- New machine and service sales
- Regional service operations



Service Supply & Development

- Spare parts: warehouses, supply chain and concepts
- Service development: processes and systems



- To strengthen the company's focus on customer experience, especially in services, ensure continued positive profitability development and reach additional operational efficiencies.
- Transfer of all Mobility pre-processing product production from Switzerland to China started in Q3, progressing well as planned

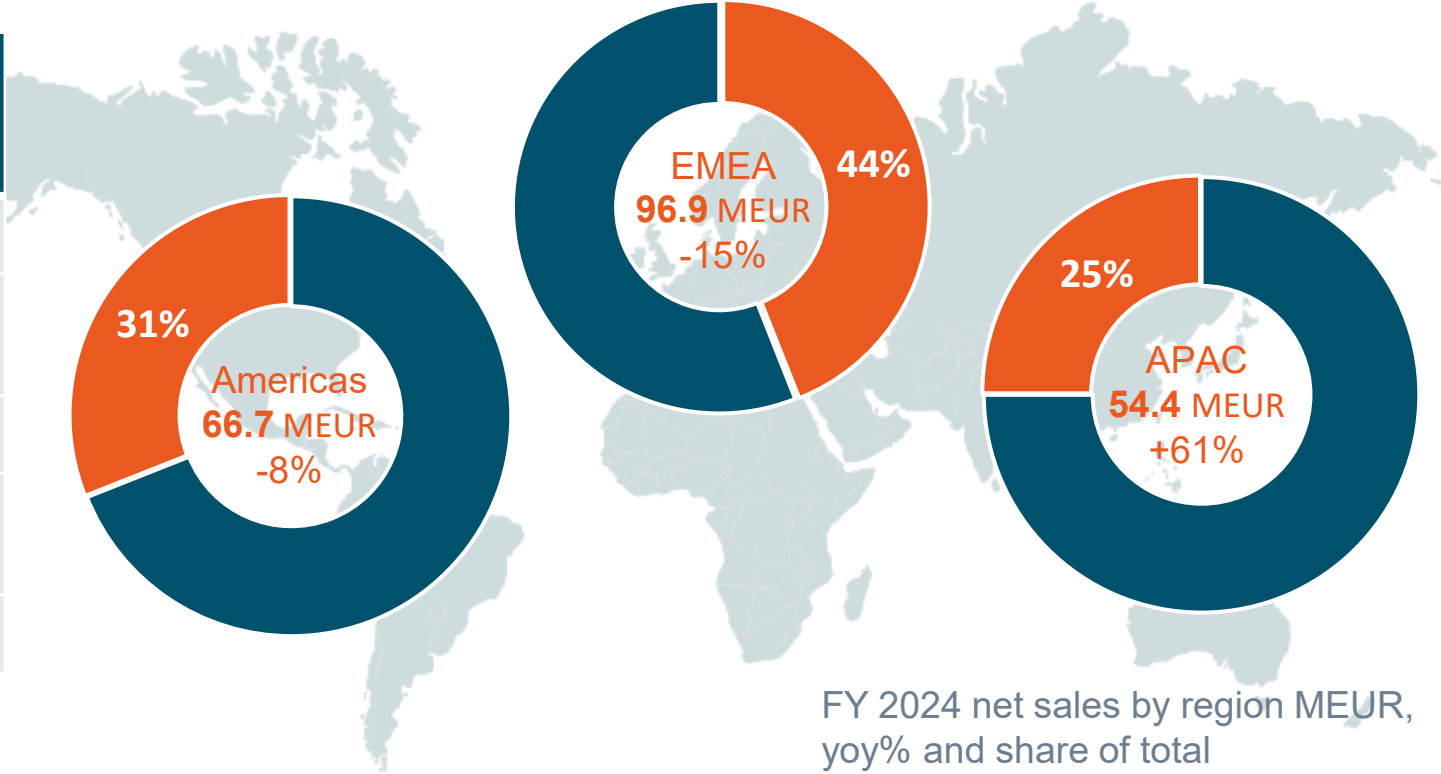
FINANCIAL DEVELOPMENT

Jan-Dec 2024 in brief
Dividend policy
Outlook 2025



Glaston Corporation January-December 2024

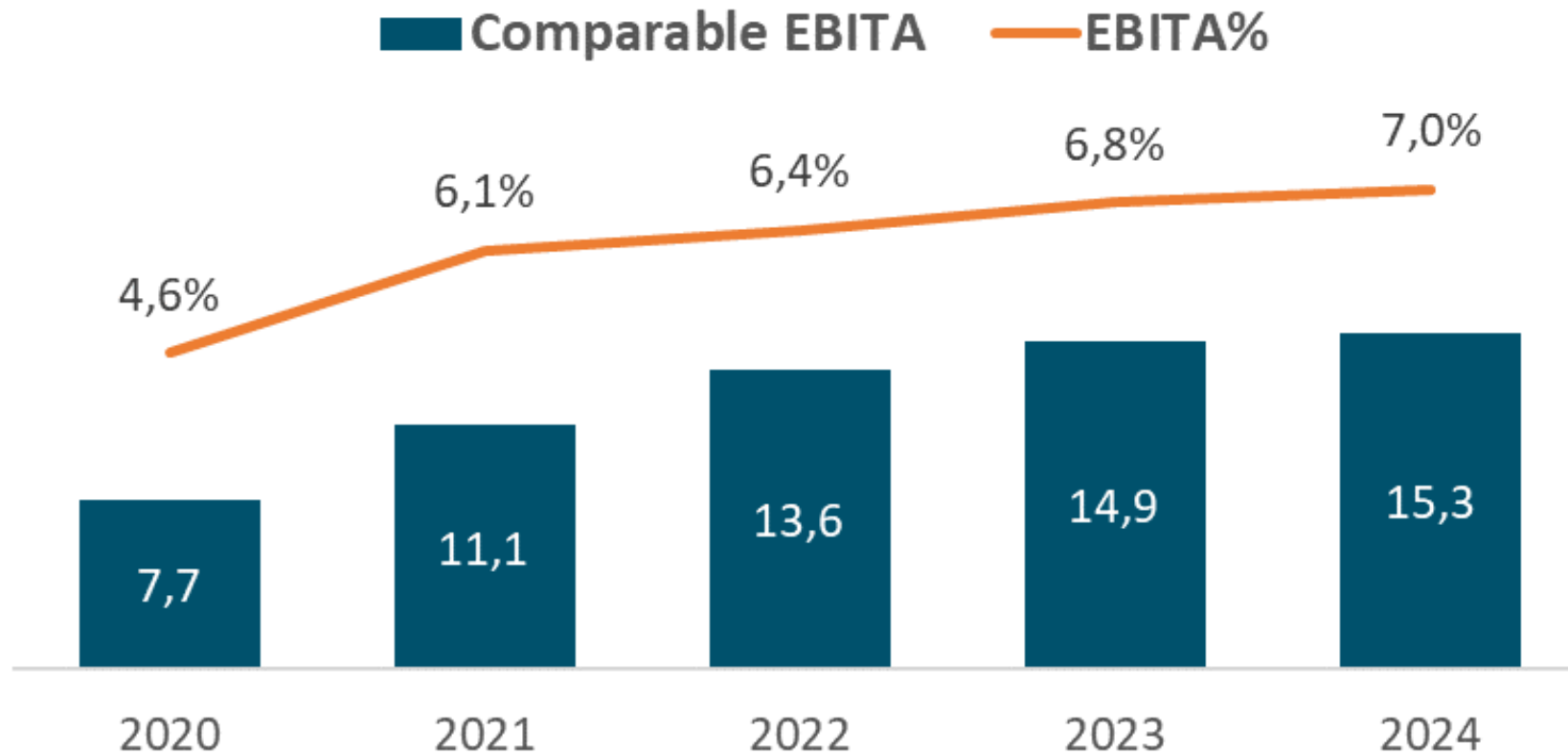
MEUR	FY 2024	Change % yoy	Q4 2024	Change % yoy
Order intake	202.7	-8%	53.1	-7.7%
Order backlog*	98.2	-7.8%	98.2	-7.8%
Net sales	217.9	-0.8%	56.8	-4.8%
Comparable EBITA	15.3	2.6%	4.2	-6.9%
EBITA%	7.0%	6.8%	7.5%	7.6%



*) Yoy% change and for EBITA% comparison figure same period in the previous year

APAC continues on growth trend, Americas returned to growth in Q4, EMEA still declining

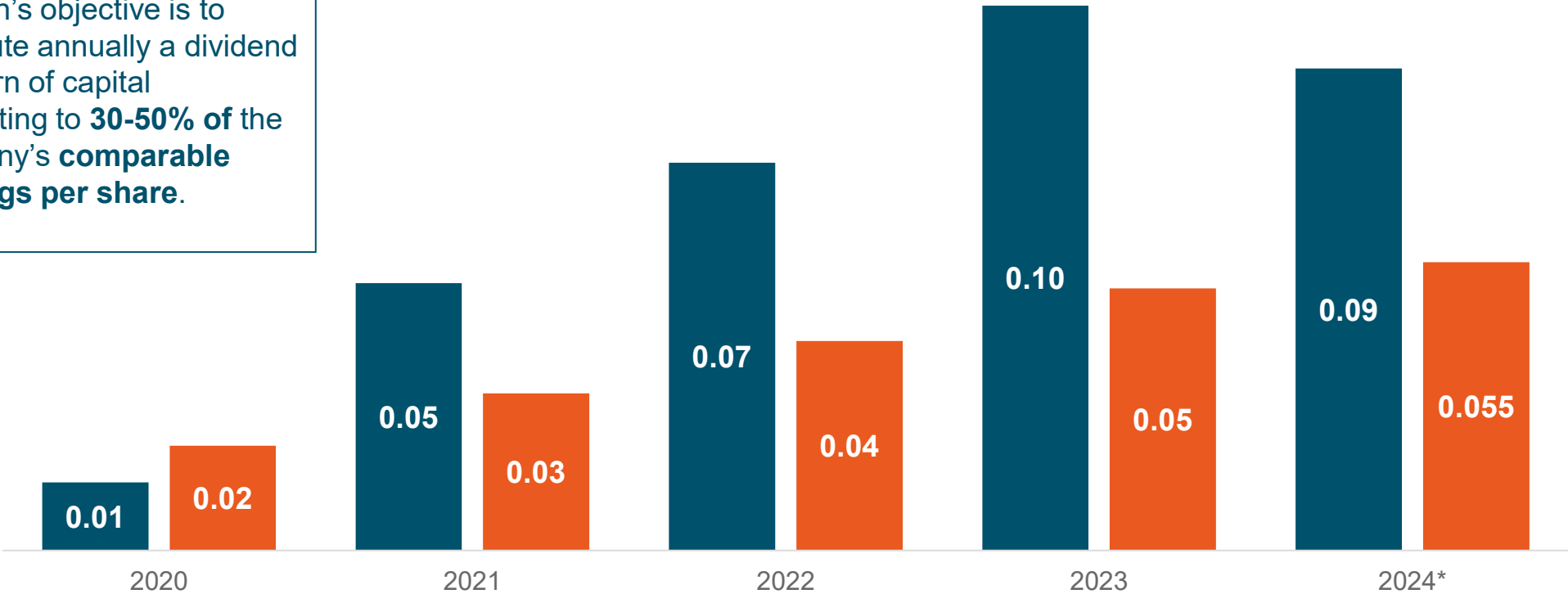
Profitability continued to improve



Capital return increase proposed despite decline in comparable EPS

■ Comparable EPS, € ■ Capital return per share, €

Glaston's objective is to distribute annually a dividend or return of capital amounting to **30-50%** of the company's **comparable earnings per share**.



* The capital repayment of EUR 0.055 is the Board of Directors' proposal and subject to the proposed reverse split. The Board proposes that the return of capital will be paid in two instalments.

Glaston's outlook for 2025

Given the cautious market environment, the company's growth opportunities arise from new product innovations, services, and upgrade products. Implemented and on-going structural cost-saving actions support profitability.

Glaston Corporation estimates that its net sales will remain at the same level and comparable EBITA will stay at the same level or increase slightly in 2025 from the levels reported for 2024.





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Thank you

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