

# Announcement

To NASDAQ OMX Copenhagen A/S and the press

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## **RTX Telecom A/S wins major contract from a global PBX system provider**

RTX Telecom has signed its first significant contract for a new Enterprise handset range based on IP telephony. The contract with an existing customer, a leading global PBX system provider, is for the development and delivery of a handset for the customer's new Enterprise series. RTX Telecom expects at sight an annual contract value of DKK 20-30 million (EUR 2.7-4.0 million) once the product is fully ramped up. The life cycle for Enterprise handsets is typically 4-5 years.

Jesper Mailind, President & CEO at RTX Telecom, comments, "For several years, the RTX Products division of RTX Telecom has been delivering leading telephony system providers in the Enterprise and SME markets with OEM and ODM products. We are proud to have won this order. It proves our solution is innovative and cost-effective, and it substantiates our position as a forward-looking and reliable partner within the Enterprise and SME market."

The market for wireless Enterprise handsets is a global niche market with a yearly volume of approximately 2.0 million units. "The Enterprise market is considered to be secure and stable with a growth rate of 4% per year," comments Stephanie Watson, General Manager at the telecoms & IT analyst firm MZA Ltd. Wireless IP handsets are typically applied in a number of verticals (segments) such as healthcare, security, manufacturing, hotel and entertainment.

The handset is the first in RTX Telecom's new range of wireless Enterprise handsets for IP telephony. By signing the order, RTX Telecom commits to deliver a custom-designed handset, to replace an existing product in the customer's Enterprise portfolio. The new handset will be made compatible with the customer's existing solution, which will ensure the customer a seamless sale to the installed base of PBX systems. The innovative design is based on RTX Telecom's new Enterprise handset platform,

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which is currently under development. The handset range will be available in a variety of versions, including IP DECT, Wi-Fi™, or combined. The wireless handset will give the user the freedom to move around the office while still being able to make and receive IP based calls.

The handset is expected to be launched by the customer in mid-calendar year 2012. The expected impact on RTX Telecom's financial results for the financial year 2011/12 is included in the existing guidance.

Yours sincerely,  
RTX Telecom A/S

Jesper Mailind  
President & CEO

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