

Dansk Aktionærforening | 4 September 2023

Introduction to RTX

Presentation by
CEO Peter Røpke
CFO Mille Tram Lux

Disclaimer on Forward Looking Statements

This presentation contains statements regarding expectations for the future development of RTX A/S, in particular the direction of future product development, future revenue, earnings and potential business expansion.

Such statements are subject to risks and uncertainties as various factors, many of which are outside the control of RTX, may cause the actual development and results to differ materially from the expectations expressed directly or indirectly in this presentation.

These risks and uncertainties include, but are not limited to, general economic conditions and developments, changes in demand for RTX's products and services, competition, technological changes, fluctuations in currencies, component availability and fluctuations in sub-contractor supplies as well as legislative and/or regulatory changes.

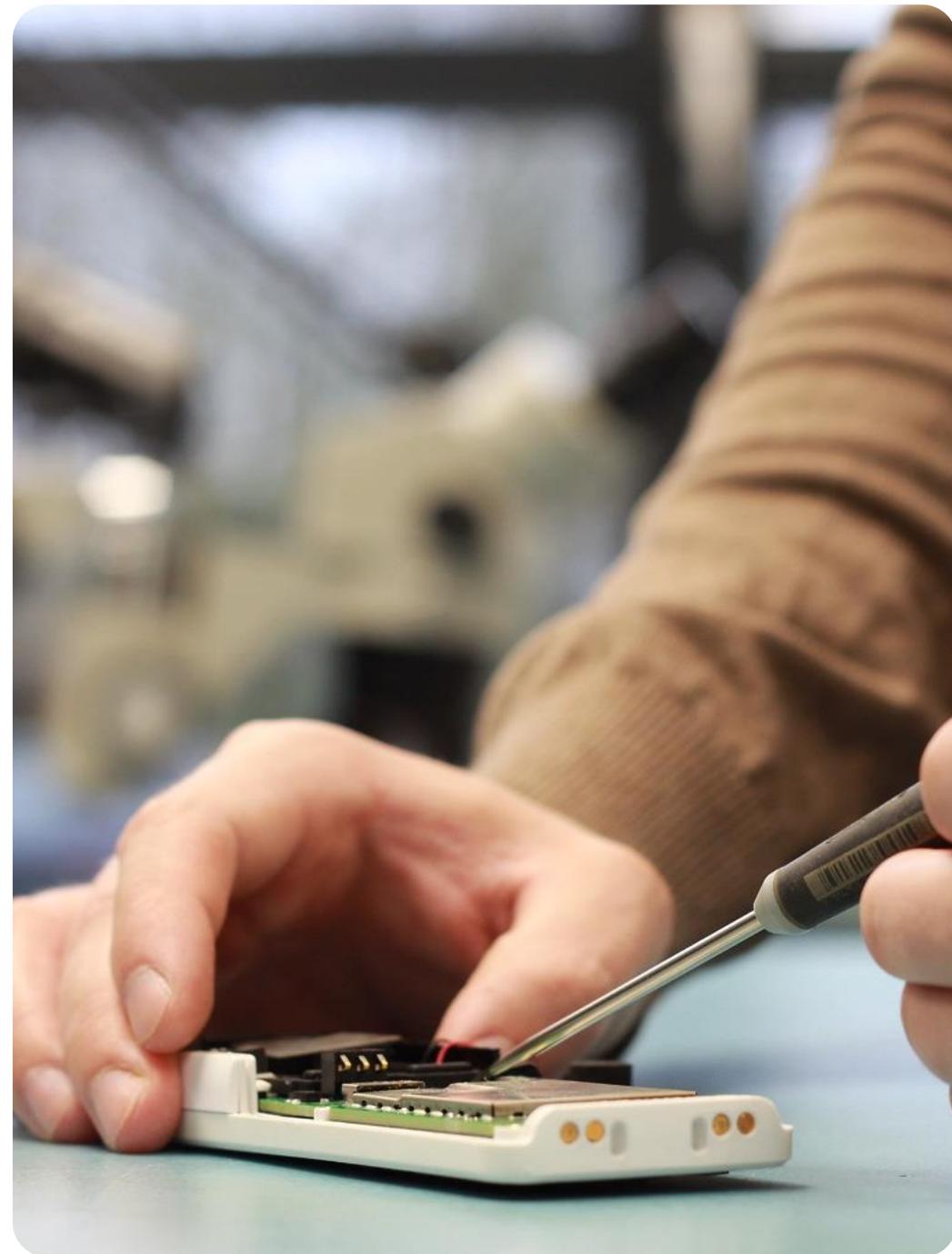




Foto: DR

Facts about RTX

Founded in

1993

Listed on NASDAQ

OMX Copenhagen in

2000

FTEs per 30 September 2022

294

RTX revenue CAGR of

13%

from 2012 to 2022

Products shipped
in 2012

670K



in 2022

2.980K



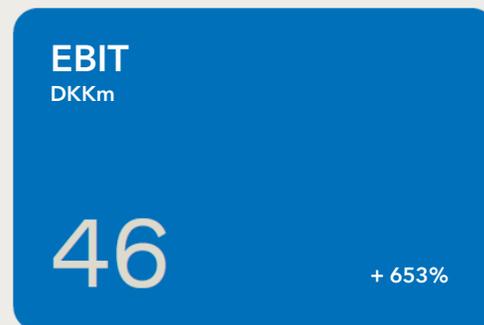
Introduction to RTX

**Helping people
perform at their best**

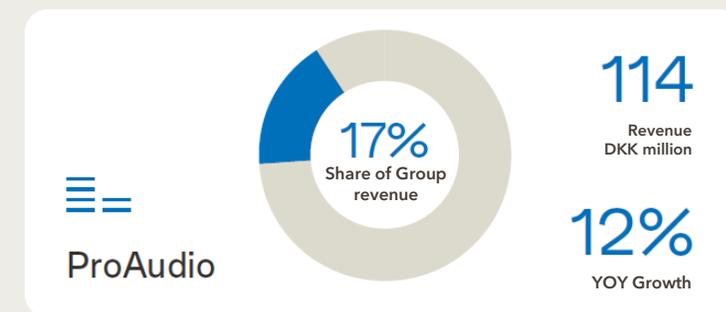
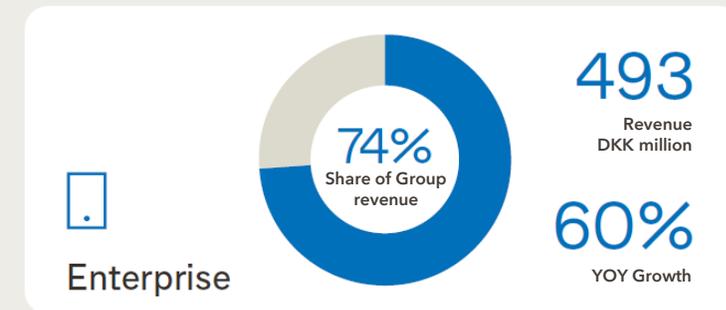
RTX delivers turnkey,
customized wireless
communications solutions
to globally recognized
B2B customers.

2021/22 Performance Highlights

Financial highlights



Market segments





Our Business

Global Industry Structure

Multiple horizontal layers...

...with specialized interdependent players

Brand

Branded Company

Development

OEM: Original Equipment Manufacture
ODM: Original Design Manufacture

Manufacturing

EMS: Electronics Manufacturing Service

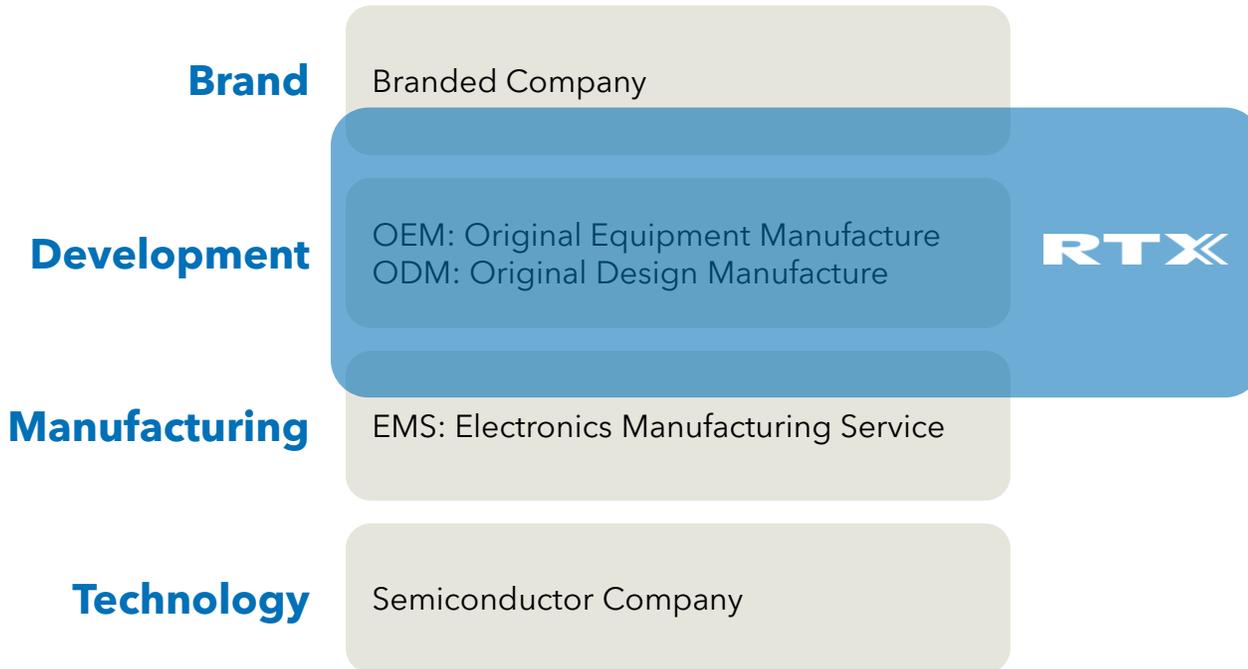
Technology

Semiconductor Company



Global Industry Structure

Multiple horizontal layers...



...with specialized interdependent players



RTX Business Model

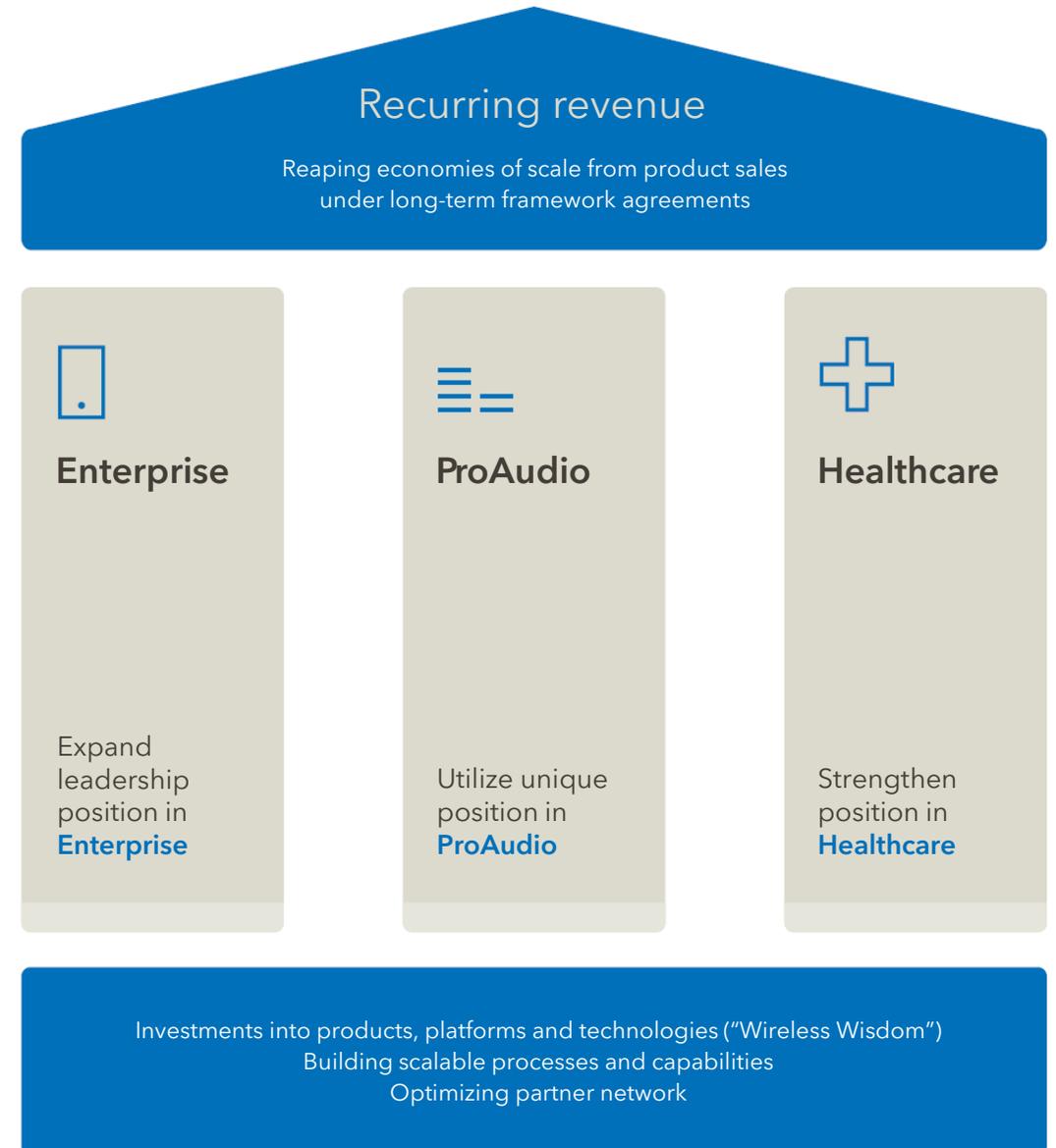
Deploying our *Wireless Wisdom*...

...across multiple attractive B2B markets...

...in an ODM/OEM model...

...to secure profitable growth...

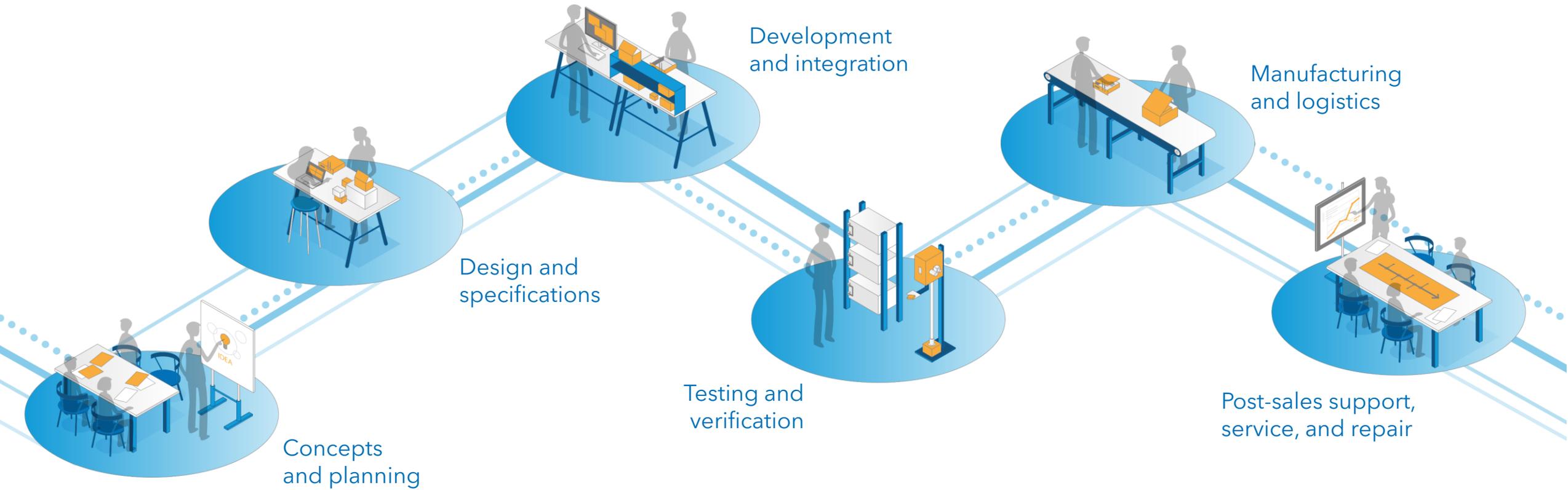
...via increased recurring revenue and scalability



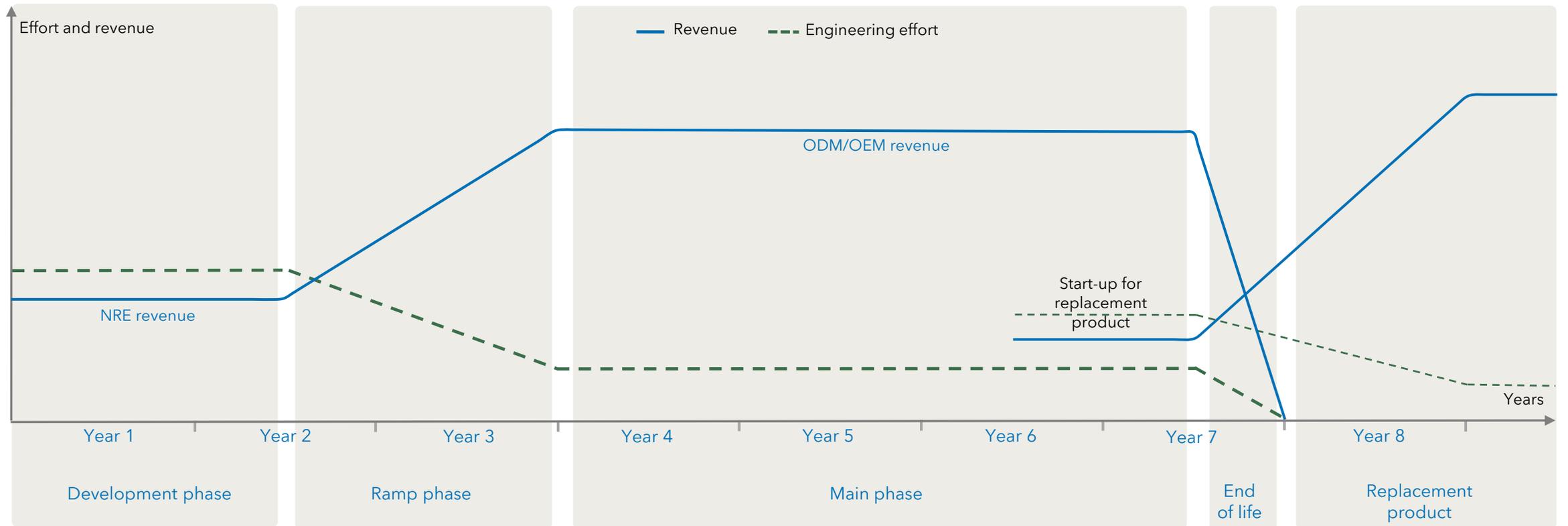
Who we Work with (examples)



How we Work



Recurring Revenue via Long-term Framework Agreements



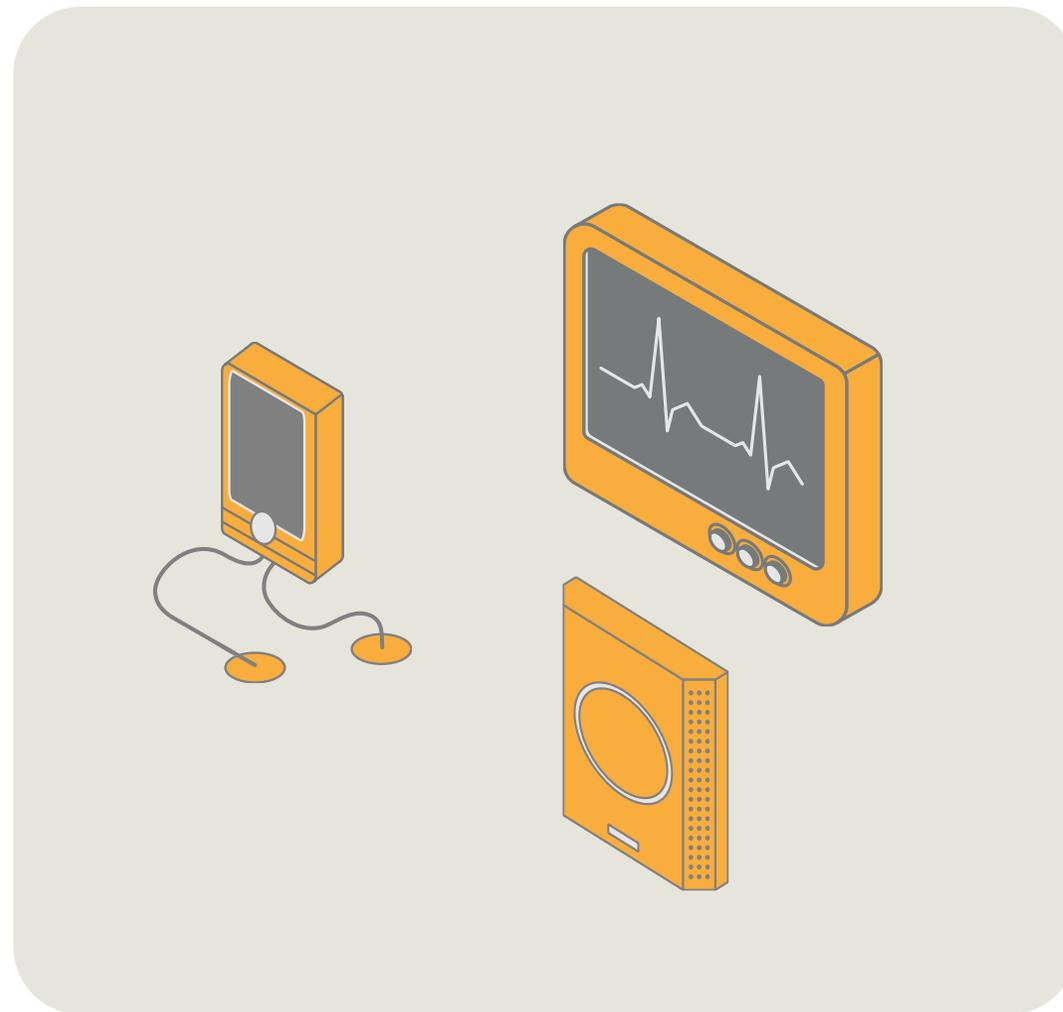
Enterprise



ProAudio



Healthcare

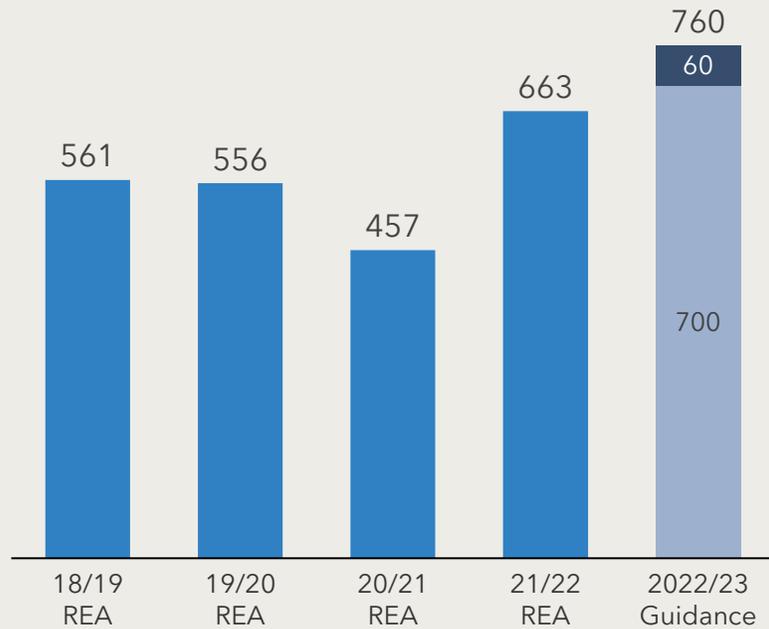


Financial Overview

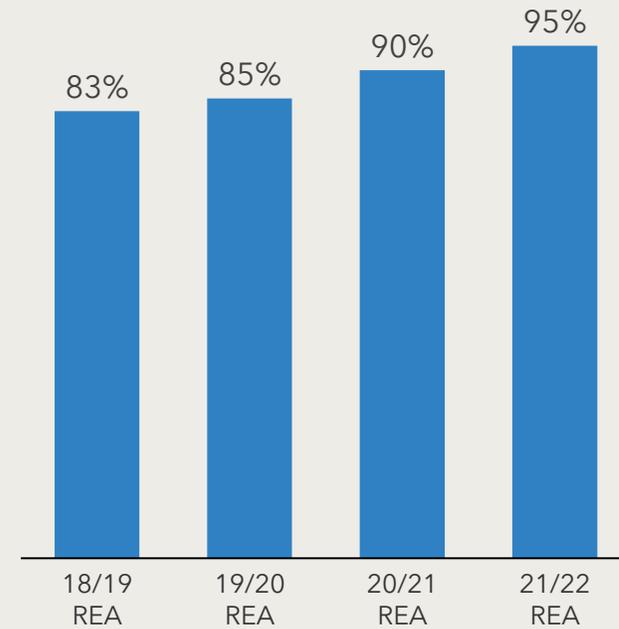


Revenue

Revenue
(DKK million)

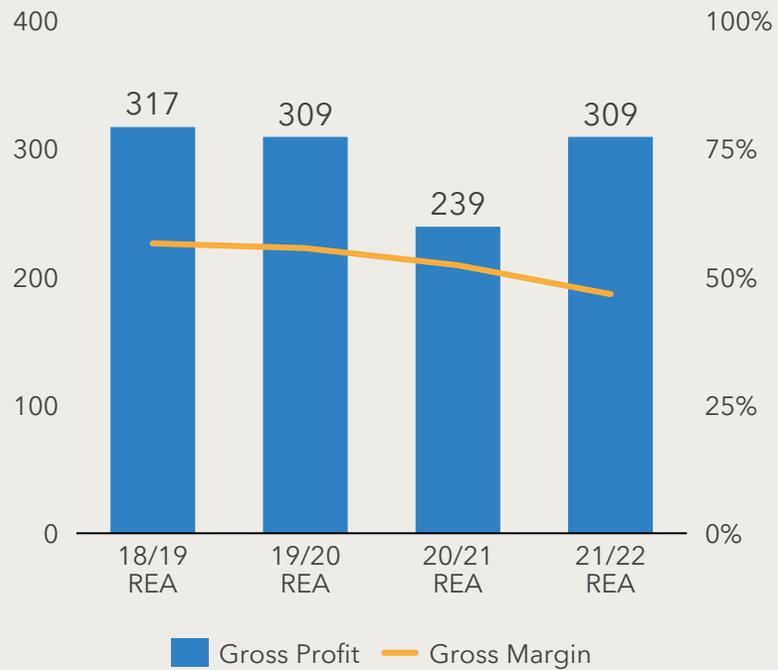


Recurring revenue share
(% of total revenue)

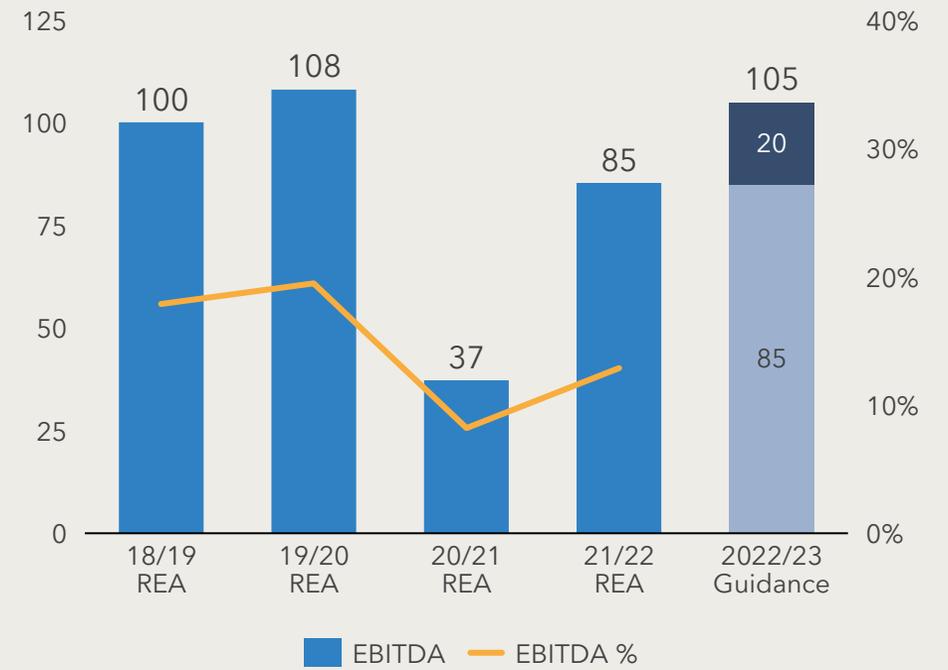


Earnings

Gross profit and gross margin
(DKK million and %)



EBITDA and EBITDA margin
(DKK million and %)



Financial Highlights Q3 and 9M 2022/23

REVENUE Q3

DKK **170**m

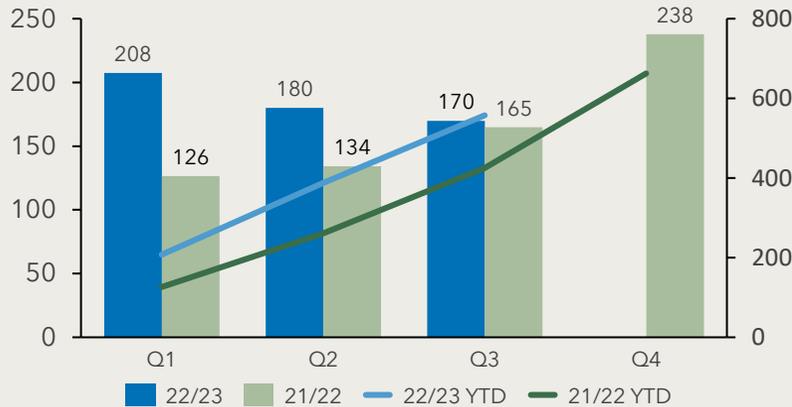
EBITDA Q3

DKK **14**m

EBIT Q3

DKK **4.4**m

REVENUE DKKm



EBITDA DKKm



EBIT DKKm



ENTERPRISE REVENUE Q3

DKK **107**m

PROAUDIO REVENUE Q3

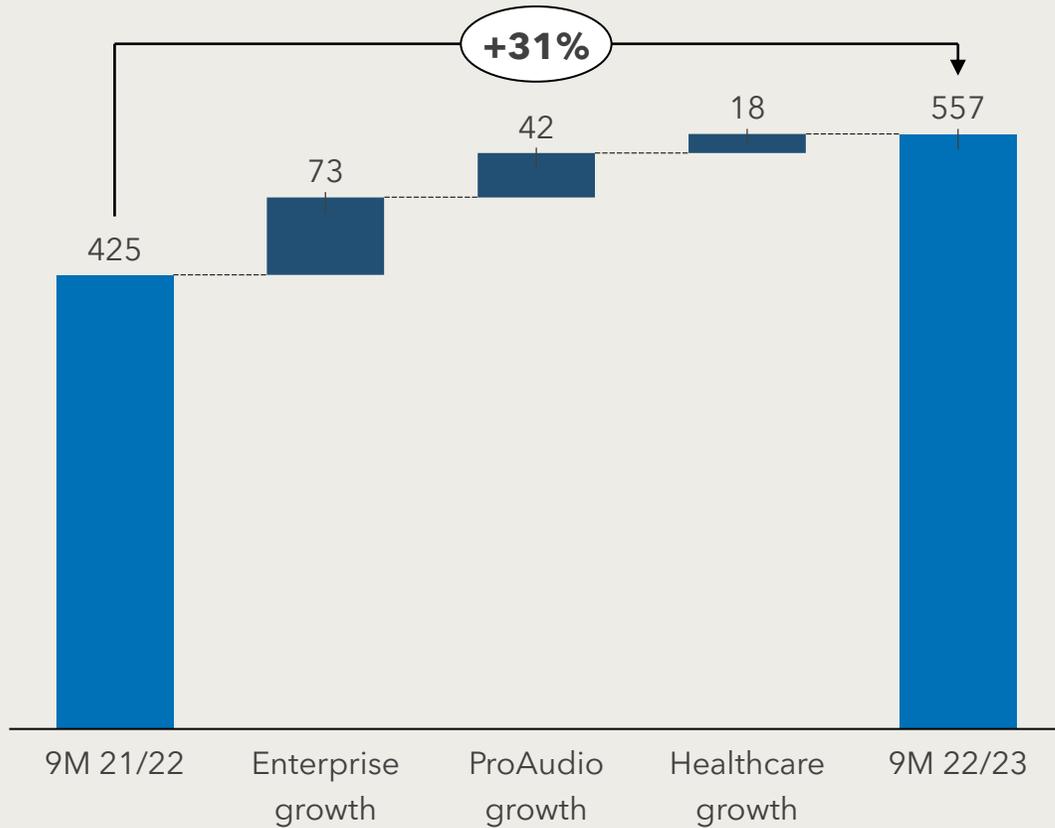
DKK **34**m

HEALTHCARE REVENUE Q3

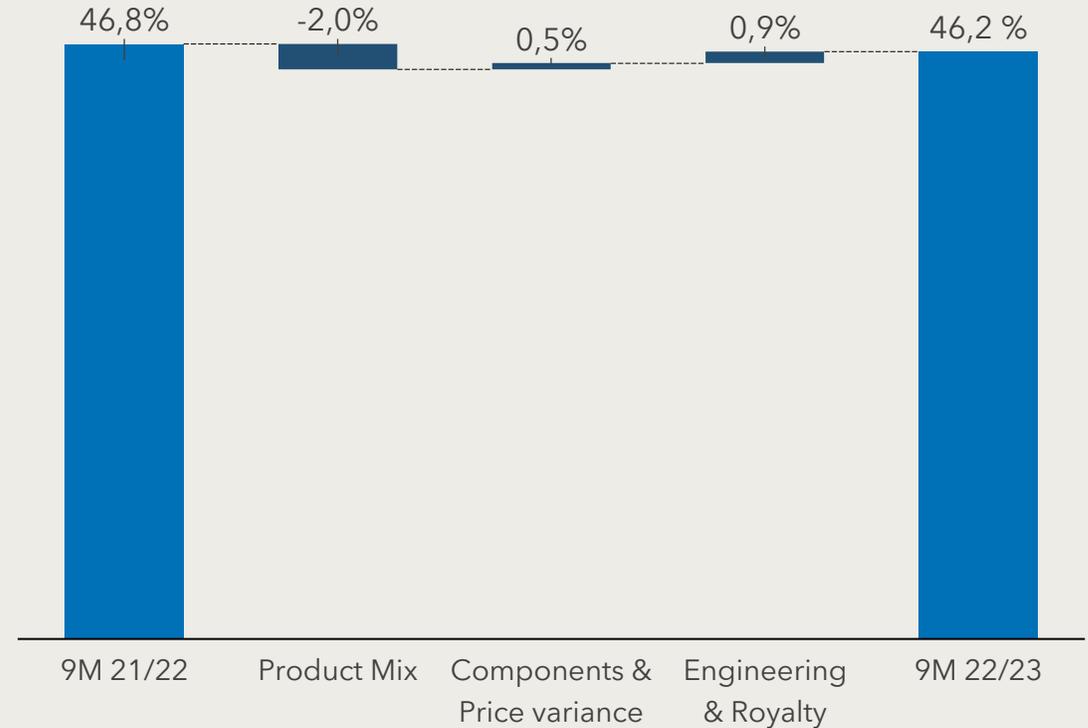
DKK **29**m

Revenue & Gross Margin impacted by growth in all segments

Revenue 9M 22/23 vs. last year (DKK million)



Gross Margin 9M 22/23 vs. last year (%)



Long term ambition for the fiscal year 2025/26

REVENUE
>1 Bn
DKK

EBITDA margin
>16%

2025/26 based on solid strategy plan, long-term customer relations and new product introductions



Management and Board

RTX Executive Management Team



Peter Røpke

Title: President & CEO
 Born: 1966
 Education: M.Sc. Electrical Engineering (1992)
 Joined RTX: 2016

Previous positions: CEO, Flügger A/S; Group Executive Vice President, Business Development, Grundfos Holding A/S; executive positions within business unit management and product creation, Nokia Corporation



Mille Tram Lux

Title: CFO
 Born: 1975
 Education: BA Finance & Accounting (2000), HD Regnskab (2005)
 Joined RTX: 2023

Previous positions: Management consultant LuxAdvice, CFO Seluxit A/S, Finance Director Aalborg Portland, Board member in several growth companies



Jens Christian Lindof

Title: CTO
 Born: 1967
 Education: M.Sc. Electrical Engineering (Telecommunication) (1991)
 Joined RTX: 2011

Previous positions: Engineering Manager, Anaren Inc; CEO, Innovative RF A/S; R&D Director, Texas Instruments Denmark; Technology Manager and Co-founder, ATL Research A/S



Peter Christensen

Title: Senior Vice President, CCO
 Born: 1973
 Education: Electronics Engineer; Bachelor Degree in Management, IMD; High Performance Leadership, Pathfinder I-III
 Joined RTX: 2001

Previous positions: Civilian Electronics Expert at FLIR for the Royal Danish Navy's submarines, helicopters and ships. Peter has held previous positions in RTX as President - Business Communication, Business Development Manager, Project Manager, Product Owner, and R&D Manager



Bjørn Strømboe Petersen

Title: COO
 Born: 1967
 Education: Bachelor of Science in Engineering (1991); Graduate Diploma in Economics (1994)
 Joined RTX: 2022

Previous positions: Independent Consultant; Senior Vice President, International Sales, GN Hearing; Senior Vice President, Global Operations, GN Hearing; Consultant, Implement Consulting Group



Peter Jeggesen

Title: Vice President R&D
 Born: 1970
 Education: M.Sc. in Computer Science (1998); Diploma in Organization and Strategy (2004)
 Joined RTX: 2021

Previous positions: COO, Lyngsoe Systems; VP Software development, KMD; Senior Program Manager, Systematic

RTX Board of Directors



Peter Thostrup, Chairman

Title: Professional Board Member
 Born: 1960 | Nationality: Danish
 Education: M.Sc. Economics and Finance (1987); MBA (1986)
 Elected since: 2009

Other directorships: Chairman of the Boards of Directors of Holmis B8 A/S, Linstol LLC and Power Stow A/S; Member of the Board of Directors of A/S Th. Wessel & Vett, Magasin du Nord



Jesper Mailind, Deputy Chairman

Title: Professional Board Member
 Born: 1956 | Nationality: Danish
 Education: Graduate Diploma Business Administration (1982); MBA (1984)
 Elected 2009-2009 and since 2013

Other directorships: Member of the Boards of Directors of Sonion A/S, Etac AB and Leo Pharma A/S



Ellen Andersen, Board Member

Title: Professional Board Member
 Born: 1967 | Nationality: Danish
 Education: Executive education at IMD, INSEAD, London Business School, Columbia University, and Aarhus University (2007-2015), Graduate Diploma Business administration (2004), IT Development and Business Administration (1987)
 Elected since: 2022

Other directorships: None



Henrik Schimmell, Board Member

Title: President, Radiometer
 Born: 1962 | Nationality: Danish
 Education: Ph.D. in Engineering (1992); M.Sc. in Engineering (1986)
 Elected since: 2019

Other directorships: Chairman of the boards of directors of HemoCue AB and several Radiometer subsidiaries



Lars Christian Tofft, Board Member

Title: Group CEO, Cell Tower Services
 Born: 1966 | Nationality: Danish
 Education: M.Sc. in Business Administration and Business Law (1990); Executive education at INSEAD, Colombia University and Boston University
 Elected since: 2017

Other directorships: None



Kevin Harritsø, Employee Representative

Title: Team Lead at RTX
 Born: 1984 | Nationality: Danish
 Education: M.Sc. Electrical Engineering (2009)
 Elected since: 2019



Camilla Munk, Employee Representative

Title: Project Engineer at RTX
 Born: 1989 | Nationality: Danish
 Education: M.Sc. Wireless Communication System (2016)
 Elected since: 2023



Kurt Heick Rasmussen, Employee Representative

Title: Program Manager at RTX
 Born: 1974 | Nationality: Danish
 Education: B.Sc. Electrical Engineering (2000); Graduate Diploma Business Administration (2009)
 Elected since: 2015

Q&A Session



Thank you for your attention

For further information, please contact CEO Peter Røpke
or CFO Mille Tram Lux at +45 9632 2300