

## INTERIM REPORT FOR Q3 AND 9M 2020/21

(the period 01.10.2020 - 30.06.2021)

### ANNOUNCEMENT

to Nasdaq Copenhagen A/S and the media  
Nørresundby, 23 August 2021  
Announcement no. 46/2021  
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## CONTINUED DEMAND IMPROVEMENT BUT SUPPLY CONSTRAINTS IN Q3

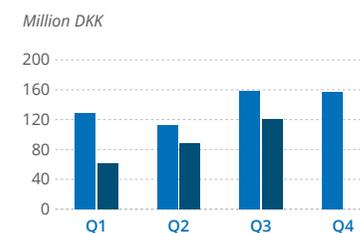
*"We continue to see the demand situation gradually normalizing, even as COVID-19 still had an impact on the third quarter of 2020/21. For the second quarter in a row we did see significant quarter-on-quarter improvement in demand and RTX revenue in the third quarter of 2020/21 increased by 36% over the second quarter and by 97% over the first quarter of 2020/21. Looking ahead to the fourth quarter, we have the highest ever order backlog for a quarter in RTX's history. The supply chain issues from the global electronics component scarcity and logistic challenges continued in the third quarter of 2020/21 and has postponed revenue into the fourth quarter of 2020/21. All in all, revenue in the third quarter decreased 24% compared to last year also impacted by a weaker US dollar - corrected for the dollar development the decrease was 17%. During the quarter, we continued the initial deliveries under the newest major Enterprise framework agreement, while initial deliveries of products under the newest major ProAudio framework agreement will continue into the fourth quarter. As we expect continued demand improvement, but also further supply chain challenges, we are maintaining the outlook for the financial year 2020/21. Due to the continued supply challenges uncertainty regarding the remainder of the year is higher than usual. We see the improving demand situation as further proof that the strategic direction of RTX is sound and we are maintaining the strategic investments into RTX's product platforms."*

Peter Røpke, CEO

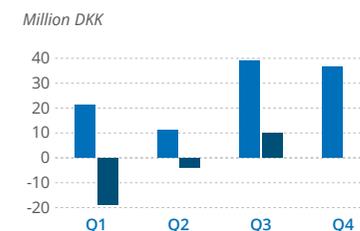
### HIGHLIGHTS Q3 2020/21

- **Net revenue** decreased by 23.9% to DKK 120.6 million in Q3 2020/21 (Q3 2019/20: DKK 158.5 million). While Q3 revenue was impacted by COVID-19 in the Enterprise and ProAudio segments, the demand situation continued to improve in the quarter as revenue increased by 36.3% over Q2 and by 96.8% over Q1. Supply challenges related to component scarcity and logistic impediments had an adverse impact on revenue in Q3. In total the combined effect of the component scarcity and other supply chain challenges across all segments has postponed revenue of approx. DKK 40 million from Q3 into Q4. As similar supply challenges had postponed revenue of approx. DKK 30 million from Q2 into Q3, the net effect on Q3 from supply challenges was a negative revenue impact of DKK 10 million. All segments have been impacted, with the Enterprise segment having been impacted the most.
- **Enterprise segment:** Revenue in the quarter decreased 25.6% compared to last year to DKK 82.1 million with COVID-19 affecting customer access to end customers' sites for installation of communication systems. However, revenue increased by 40.1% over Q2 with most customers again increasing demand. Product deliveries under the newest Enterprise framework agreement which commenced in Q2 continued in Q3.
- **ProAudio segment:** Revenue decreased by 15.6% compared to last year to DKK 25.8 million. Recurring revenue from product sales and royalty increased over last year due to an increase in demand for RTX's product platforms in the ProAudio segment in line with the segment strategy. On the other hand, COVID-19 impacted product sales negatively in the quarter for products in the intercom market related to live events. Also, revenue from engineering services decreased compared to last year in line with the strategy to focus on creating recurring revenue. Revenue increased 19.8% over Q2.

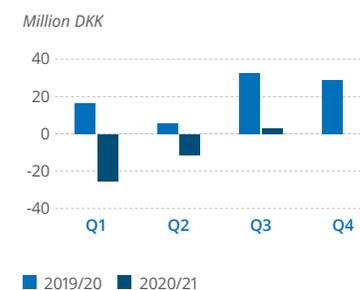
### REVENUE PER QUARTER



### EBITDA PER QUARTER



### EBIT PER QUARTER



- **Healthcare segment:** Revenue decreased by 27.9% to DKK 12.7 million. The comparative revenue in Q3 of last year was significantly boosted by the outbreak of COVID-19 which led to an unusually high demand for patient monitoring equipment, while the revenue in Q3 of this year is at a more normal level. Revenue in Q3 increased by 51.4% over Q2.

FX corrected revenue development amounted to a decrease of 16.9% as revenue compared to last year was negatively impacted by a weaker US dollar.

- **Gross profit** decreased by 29.2% to DKK 60.8 million in Q3 2020/21 (Q3 2019/20: DKK 85.9 million). The gross margin decreased to 50.4% (Q3 2019/20: 54.2%) primarily impacted by the revenue mix with a significantly lower share of revenue from engineering services and secondarily by the specific product mix as well as temporarily higher component costs with the scarcity in the global electronics industry.
- **Operating performance** was impacted by the lower revenue with **EBITDA** of DKK 10.1 million in Q3 2020/21 (Q3 2019/20: DKK 38.9 million) and **EBIT** of DKK 3.0 million in Q3 2020/21 (Q3 2019/20: DKK 32.6 million). Earnings in Q3 improved significantly over Q2 and Q1. As in the previous quarters, RTX has continued the cautious management of the capacity cost base (staff costs and other external expenses).
- **Cash flows from operations (CFFO)** amounted to DKK 22.1 million in Q3 2020/21 compared to DKK 48.2 million in Q3 2019/20 due to the lower earnings compared to last year.

## SUMMARY FOR THE FIRST NINE MONTHS (9M) OF 2020/21

- **Net revenue** decreased by 32.3% to DKK 270.4 million in 9M 2020/21 (9M 2019/20: DKK 399.5 million). As expected and as communicated in the outlook for 2020/21, revenue was significantly impacted on the demand side by COVID-19 especially in the Enterprise and ProAudio segments. Also, revenue in Q2 and Q3 was adversely impacted by supply chain challenges related to component scarcity postponing revenue of approx. DKK 40 million into Q4. In 9M 2020/21, Enterprise segment revenue decreased 36.6% to DKK 176.2 million, ProAudio segment revenue decreased 28.6% to DKK 66.4 million, while Healthcare revenue decreased 2.4% to DKK 27.8 million. Especially the Enterprise segment has seen revenue postponed from 9M into Q4 of this year due to the supply chain challenges. FX corrected revenue development amounted to a decrease of 26.4% as revenue compared to last year was negatively impacted by the weaker US dollar.
- Due to the lower revenue, earnings decreased with **EBITDA** of DKK -12.7 million (9M 2019/20: DKK 71.7 million) and **EBIT** of DKK -33.6 million (9M 2019/20: DKK 54.6 million). Throughout the first nine months of 2020/21, RTX has maintained a cautious management of capacity costs which are slightly below last year's level.
- **Cash flow from operations (CFFO)** amounted to DKK 32.0 million in 9M 2020/21 (9M 2019/20: DKK 78.4 million).

## APPENDICES

Interim report for Q3 and 9M 2020/21 for the Group comprising:

- Group financial highlights and key ratios
- Management report
- Management's statement
- Income statement
- Statement of comprehensive income
- Balance sheet
- Equity statement
- Cash flow statement
- Notes



## OUTLOOK FOR 2020/21

- As stated in previous RTX financial reports, uncertainty regarding actual developments in 2020/21 is higher than in recent years. With the current knowledge and visibility RTX maintains the expectations for the year as revised on 22 April 2021 with revenue of DKK 450-500 million, EBITDA of DKK 30-55 million and EBIT of DKK 0-25 million for the financial year 2020/21.
- Since announcing the revised expectations for the 2020/21 financial year in April, demand has improved as expected compared to earlier in the year and now demand in itself supports a revenue performance in the top end of the announced expectations – before the impact of supply chain challenges and component scarcity. The demand increase is especially seen in the Enterprise and ProAudio segments which have been impacted the most by COVID-19 so far in the financial year. Therefore, the order backlog for Q4 of 2020/21 is the highest ever for a quarter in the history of RTX. However, the situation with component scarcity in the global electronics industry and other global supply challenges persists and will also impact Q4 of 2020/21 and thus continues to create a larger than normal uncertainty around the outlook for the financial year. The exact timing of the receipt of components will impact the exact timing of production and thus of delivery around the end of the financial year, thereby creating this larger than normal uncertainty.
- In summary, the outlook thus assumes that the impact of component scarcity and supply chain challenges on revenue in Q4 of 2020/21 (by postponing revenue from Q4 2020/21 into Q1 2021/22) is not larger than the amount of revenue which was postponed from Q3 2020/21 into Q4 2020/21.

## SHARE BUY-BACK PROGRAMME CONTINUING

- In line with the updated policy on capital structure communicated in the annual report for 2019/20 and as announced in company announcement 38/2020, RTX continues to execute a share buy-back programme for an amount up to DKK 50 million during the period 25 November 2020 to 30 September 2021.

RTX A/S

**PETER THOSTRUP**  
Chairman

**PETER RØPKE**  
President and CEO

### ENQUIRIES AND FURTHER INFORMATION:

CEO, Peter Røpke, tel +45 96 32 23 00  
CFO, Morten Axel Petersen, tel +45 96 32 23 00

### INVESTOR AND ANALYST CONFERENCE CALL

On Tuesday, 24 August 2021 at 15.30 pm, RTX will hold a conference call for investors and analysts hosted by Danske Bank.

In this conference call, the Company's management will comment on the interim report for the third quarter and first nine months of the financial year 2020/21.

To register for the conference call, please e-mail [vonh@danskebank.dk](mailto:vonh@danskebank.dk).

# Group Financial Highlights and Key Ratios

(non-audited)

Amounts in DKK million	Q3 2020/21	Q3 2019/20	9M 2020/21	9M 2019/20	FY 2019/20
<b>INCOME STATEMENT ITEMS</b>					
Revenue	120.6	158.5	270.4	399.5	555.9
Gross profit	60.8	85.9	141.1	227.7	309.3
EBITDA	10.1	38.9	-12.7	71.7	108.2
EBITDA %	8.3%	24.6%	-4.7%	17.9%	19.5%
Operating profit/loss (EBIT)	3.0	32.6	-33.6	54.6	83.6
Net financials	-1.1	1.2	-6.1	-4.1	-3.4
Profit/loss before tax	1.9	33.8	-39.7	50.6	80.2
Profit/loss for the period	1.4	26.3	-31.4	39.4	63.1
<b>BALANCE SHEET ITEMS</b>					
Cash and current asset investments	117.8	210.5	117.8	210.5	194.8
Total assets	436.1	499.7	436.1	499.7	533.6
Equity	257.2	328.3	257.2	328.3	352.2
Liabilities	178.8	171.4	178.8	171.4	181.4
<b>OTHER KEY FIGURES</b>					
Development cost financed by RTX before capitalization	11.2	11.5	35.3	34.9	43.8
Capitalized costs	6.4	7.7	22.1	20.6	28.7
Depreciation, amortization and impairment	7.1	6.3	21.0	17.0	24.6
Cash flow from operations	22.1	48.2	32.0	78.4	70.6
Cash flow from investments	0.3	-10.1	14.5	-27.8	-37.1
Investments in property, plant and equipment	6.6	2.5	16.0	6.6	7.9
Increase/decrease in cash and cash equivalents	6.8	36.6	-23.6	-15.3	-33.7

Amounts in DKK million	Q3 2020/21	Q3 2019/20	9M 2020/21	9M 2019/20	FY 2019/20
<b>KEY RATIOS</b>					
Growth in net turnover (percentage)	-23.9	6.5	-32.3	-0.9	-0.8
Profit margin (percentage)	2.5	20.6	-12.4	13.7	15.0
Return on invested capital (percentage) <sup>1)</sup>	6.1	64.8	6.1	64.8	54.1
Return on equity (percentage) <sup>1)</sup>	-2.6	20.6	-2.6	20.6	18.1
Equity ratio (percentage)	59.0	65.7	59.0	65.7	66.0
<b>EMPLOYMENT</b>					
Average number of full-time employees	285	291	287	291	292
Average number of FTE employed directly	256	262	259	263	264
Revenue per employee (DKK '000) <sup>2)</sup>	423	545	942	1,373	1,904
Operating profit per employee (DKK '000) <sup>2)</sup>	10	112	-117	188	286
<b>SHARES</b>					
Average number of shares in circulation ('000)	8,208	8,341	8,275	8,388	8,376
Average number of diluted shares ('000)	8,377	8,385	8,471	8,449	8,503
<b>SHARE DATA. DKK PER SHARE AT DKK 5</b>					
Profit/loss for the period (EPS), per share <sup>2)</sup>	0.2	3.1	-3.8	4.7	7.5
Profit/loss for the period, diluted (DEPS), per share <sup>2)</sup>	0.2	3.1	-3.7	4.7	7.4
Dividends, per share (DKK)	-	-	-	-	2.5
Equity value, per share	31.5	39.4	31.5	39.4	42.2
Listed price, per share	174.8	213.0	174.8	213.0	216.0

Note: The Group's financial year runs from 1 October to 30 September.

Definitions of the key ratios used are stated in the annual report for 2019/20 in the accounting policies.

<sup>1)</sup> Calculated over a 12 months' period.

<sup>2)</sup> Not annualized.

# Management Report

The Board of Directors of RTX A/S has today considered and adopted the Group's interim report for the third quarter (Q3) and first nine months (9M) of 2020/21 (covering the period 1 October 2020 to 30 June 2021). Comments on developments in the period follow below.

## GRADUAL DEMAND IMPROVEMENT BUT COMPONENT CHALLENGES

The RTX Group posted revenue of DKK 120.6 million in Q3 2020/21 – a decrease of 23.9% (Q3 2019/20: DKK 158.5 million). Corrected for exchange rate effects the decrease equals 16.9% compared to last year due to the weaker USD compared to Q3 last year. In 9M 2020/21, revenues decreased by 32.3% to DKK 270.4 million (9M 2019/20: DKK 399.5 million) which corresponds to an FX corrected decrease of 26.4%.

While Q3 revenue was impacted by COVID-19 in the Enterprise and ProAudio segments, the demand situation continued to improve in the quarter as group revenue increased by 36.3% over Q2 and by 96.8% over Q1. The constraints in the global supply chains and flow of goods had a negative impact in Q3. These constraints include component scarcity in the electronics industry, logistic impediments including temporary port closures and travel restrictions complicating troubleshooting in relation to ramp-up of new production lines. In total the effect of the supply chain challenges across all segments has postponed revenue of approx. DKK 40 million from Q3 into Q4. As similar supply challenges had postponed revenue of approx. DKK 30 million from Q2 into Q3, the net effect on Q3 from supply challenges

was a negative revenue impact of DKK 10 million. Last year, the comparative Q3 revenue was positively impacted by approx. DKK 20 million postponed from Q2 into Q3.

Revenue in the **Enterprise** segment decreased by 25.6% to DKK 82.1 million in Q3 2020/21 (Q3 2019/20: DKK 110.3 million) with COVID-19 affecting customer access to end customers sites for installation of communication systems. Corrected for exchange rates effects the decrease was 18.5%. Also, revenue has been significantly negatively impacted by component scarcity and supply chain challenges which postpones revenue from Q3 into Q4. However, revenue increased by 40.1% over Q2 with most customers again increasing demand. During 9M 2020/21, revenue decreased 36.6% to DKK 176.2 million in the Enterprise segment (9M 2019/20: DKK 278.0 million) – with an FX corrected decrease of 30.9%.

During Q3 the product deliveries under the newest framework agreement in the Enterprise segment (announced at the end of 2018/19) continued. The first deliveries under the agreement took place in Q2 of 2020/21. Also, development of own financed product ranges – including for instance wireless headsets models and cloud-based deployment and administration tools for our Enterprise suite of products – continued in the Q3.

**ProAudio** revenue declined by 15.6% to DKK 25.8 million in Q3 2020/21 (Q3 2019/20: DKK 30.6 million). Corrected for exchange rate effects the decrease equals 8.5%. Recurring revenue from product sales and royalty increased over last year due to an increase in demand for RTX's product platforms in line with the segment strategy. On the other hand, COVID-19 impacted product sales negatively in the quarter for products in the intercom market related to live events. Also, revenue from engineering services decreased compared to last year in line with the strategy to focus

## FINANCIAL DEVELOPMENT

DKK million	Q3 20/21	Q3 19/20	Change (%)
<b>Group revenue</b>	<b>120.6</b>	<b>158.5</b>	<b>-23.9%</b>
Enterprise revenue	82.1	110.3	-25.6%
ProAudio revenue	25.8	30.6	-15.6%
Healthcare revenue	12.7	17.6	-27.9%
<b>EBITDA</b>	<b>10.1</b>	<b>38.9</b>	<b>-74.1%</b>
<b>EBIT</b>	<b>3.0</b>	<b>32.6</b>	<b>-90.9%</b>
<b>CFFO<sup>1)</sup></b>	<b>22.1</b>	<b>48.2</b>	<b>-54.3%</b>

DKK million	9M 20/21	9M 19/20	Change (%)
<b>Group revenue</b>	<b>270.4</b>	<b>399.5</b>	<b>-32.3%</b>
Enterprise revenue	176.2	278.0	-36.6%
ProAudio revenue	66.4	93.0	-28.6%
Healthcare revenue	27.8	28.5	-2.4%
<b>EBITDA</b>	<b>-12.7</b>	<b>71.7</b>	<b>-117.7%</b>
<b>EBIT</b>	<b>-33.6</b>	<b>54.6</b>	<b>-161.5%</b>
<b>CFFO<sup>1)</sup></b>	<b>32.0</b>	<b>78.4</b>	<b>-59.2%</b>

<sup>1)</sup> Cash flow from operations

on creating recurring revenue and the decrease here was larger than the increase in recurring revenues. Segment revenue increased 19.8% over Q2. In 9M 2020/21, revenue decreased 28.6% to DKK 66.4 million in the ProAudio segment (9M 2019/20: DKK 93.0 million) – with an FX corrected decrease of 22.9%.

First deliveries of products under the larger framework agreement with a large international player in the ProAudio segment based on RTX's conference platform (announced at the end of 2018/19) have taken place. The first product deliveries will continue in Q4 together with further product development activities on further variants. As the first major ODM framework agreement in the ProAudio segment, this is a significant step in the productization strategy in ProAudio. Internal development activities related to the various product platforms for Intercom, Mics & Stage as well as Conference solutions in the ProAudio segment also continued during the quarter.

**Healthcare** revenue reached DKK 12.7 million in Q3 2020/21 corresponding to a decrease of 27.9% (Q3 2019/20: DKK 17.6 million). Corrected for exchange rate effects the decrease was 22.2%. The comparative revenue in Q3 of last year was significantly boosted by the outbreak of COVID-19 which led to an unusually high demand for patient monitoring equipment, while the revenue in Q3 of this year is at a more normal level. Healthcare revenue in Q3 increased by 51.4% over Q2. During 9M 2020/21, segment revenue decreased 2.4% to DKK 27.8 million (9M 2019/20: DKK 28.5 million) – however, FX corrected revenue in the segment increased by 5.5%.

## COSTS AND EARNINGS

The lower revenue level in the quarter decreased the **gross profit** of the Group by 29.2% to DKK 60.8 million in Q3 2020/21 (Q3 2019/20: DKK 85.9 million). The gross margin

decreased to 50.4% (Q3 2019/20: 54.2%) primarily impacted by the revenue mix with a significantly lower share of revenues from engineering services and secondarily by the specific product mix as well as temporarily higher component costs with the scarcity in the global electronics industry. In 9M 2020/21, gross profit reached DKK 141.1 million (9M 2019/20: DKK 227.7 million) with a gross margin of 52.2%.

**Capacity costs**, consisting of staff costs and other external expenses (before capitalization of development costs) in Q3 amounted to DKK 57.2 million compared to DKK 54.6 million in Q3 of last year. RTX has continued the cautious cost management considering the uncertainty caused by the COVID-19 pandemic avoiding additional headcount investments and instead redeploying employees internally to maintain full momentum on the development activities with the highest potential for RTX and customers. The total headcount average was 285 FTEs in Q3 2020/21 compared to an average of 291 FTEs in Q3 2019/20. Staff costs in Q3 have increased slightly compared to last year as the comparative number for last year was positively impacted by a reversal of annual bonuses during the quarter. Further, travel costs, fairs, external assistance, and various staff related costs have continued to be kept at a relatively low level. For 9M, capacity costs have decreased slightly reaching DKK 175.9 million (9M 2019/20: DKK 176.6 million last year).

As described above for the Enterprise and ProAudio segments, RTX continued to fund development activities of wireless headsets, product deployment tools, ProAudio product solutions as well as for in-house development of automated test equipment for new products developed under Enterprise and ProAudio framework agreements during the quarter. Therefore, the Group **capitalized development costs** of DKK 6.4 million in Q3 2020/21 (Q3 2019/20: DKK 7.7 million).

Operating performance before depreciation, amortization and impairment (**EBITDA**) reached DKK 10.1 million (Q3 2019/20: DKK 38.9 million) due to the lower revenue as described above. Thus, the EBITDA margin in Q3 2020/21 was 8.3% (Q3 2019/20: 24.6%). EBITDA amounted to DKK -12.7 million in 9M 2020/21 (9M 2019/20: DKK 71.7 million).

**Depreciation, amortization and impairment** amounted to DKK 7.1 million in Q3 2020/21 (Q3 2019/20: DKK 6.3 million) with the expected increase primarily caused by amortization of further own financed development projects as a reflection of RTX's strategy to create recurring revenues by creating product platforms which can be tailored to individual customers on an ODM basis.

Therefore, operating profit (**EBIT**) amounted to DKK 3.0 million in Q3 2020/21 (Q3 2019/20: DKK 32.6 million) and to DKK -33.6 million in 9M 2020/21 (9M 2019/20: DKK 54.6 million).

**Net financial items** in Q3 amounted to DKK -1.1 million (Q3 2019/20: DKK 1.2 million). Compared to last year the development in the quarter is negatively impacted by the fair value adjustments of investments in the trading portfolio due to the increasing interest rates on bonds.

**Profit after tax** for Q3 2020/21 amounted to DKK 1.4 million (Q3 2019/20: DKK 26.3 million) and for 9M 2020/21 to DKK -31.4 million (9M 2019/20: DKK 39.4 million).

## EQUITY, ASSETS AND CASH FLOW

At the end of Q3 2020/21, the Group's **equity ratio** continues to be solid at 59.0% (Q3 2019/20: 65.7%). The equity ratio decreased with the ongoing share buy-backs which reached DKK 14.0 million in Q3 2020/21. **Total assets** amounted to DKK 436.1 million at the end of Q3 compared to DKK 499.7 million at the same time last year, with lower receivables, cash and current investments in the trading portfolio.



**Cash flow from operations (CFFO)** reached DKK 22.1 million in Q3 2020/21 (Q3 2019/20: DKK 48.2 million) impacted by the lower earnings level compared to last year and positively impacted by working capital developments in the quarter. In 9M 2020/21, cash flow from operations amounted to DKK 32.0 million (9M 2019/20: DKK 78.4 million).

The Group's **total cash funds and current securities less bank debt** amounted to DKK 117.8 million at the end of Q3 2020/21 (Q3 2019/20: DKK 210.5 million). The level is positively impacted by cash generated by operations over the 12 months. It is negatively impacted by investments made into product development and into tangible assets (primarily various test equipment plus costs for renovation of additional leased area at RTX headquarters). It is further negatively impacted by distribution to shareholders via dividends and share buy-back programs. During the quarter, RTX bought back shares for DKK 14.0 million (Q3 2019/20: DKK 0) and in total over the past 12 months RTX has paid out dividends of DKK 20.7 million and bought back shares for DKK 44.8 million. To fund payment of share buy-back during the quarter, the Group realized a part of its investments in the trading portfolio (mutual funds holding primarily highly liquid Danish mortgage and government bonds) with a total net sale of securities of DKK 12.0 million during the quarter.

RTX balance sheet and liquidity position remain strong with a high equity ratio and a significant net cash position.

## OUTLOOK FOR 2020/21

As stated in previous RTX financial reports, uncertainty regarding actual developments in 2020/21 is higher than in recent years. With the current knowledge and visibility RTX maintains the expectations for the year as revised on 22 April 2021 with revenue of DKK 450-500 million, EBITDA of DKK 30-55 million and EBIT of DKK 0-25 million for the financial year 2020/21.

Since announcing the revised expectations for the 2020/21 financial year in April, demand has improved as expected compared to earlier in the year and now demand in itself supports a revenue performance in the top end of the announced expectations – before the impact of supply chain challenges and component scarcity. The demand increase is especially seen in the Enterprise and ProAudio segments which have been impacted the most by COVID-19 so far in the financial year. Therefore, the order backlog for Q4 of 2020/21 is the highest ever for a quarter in the history of RTX. However, the situation with component scarcity in the global electronics industry and other global supply challenges persists and will also impact Q4 of 2020/21 and thus continues to create a larger than normal uncertainty around the outlook for the financial year. The exact timing of the receipt of components will impact the exact timing of production and thus of delivery around the end of the financial year, thereby creating this larger than normal uncertainty.

In summary, the outlook thus assumes that the impact of component scarcity and supply chain challenges on revenue in Q4 of 2020/21 (by postponing revenue from Q4 2020/21 into Q1 2021/22) is not larger than the amount of revenue which was postponed from Q3 2020/21 into Q4 2020/21.

## SHARE BUY-BACK PROGRAMME CONTINUING

As announced in company announcement 38/2020 and in line with the Group's policy on capital structure, RTX is executing a share buy-back program for an amount up to DKK 50 million. Since the initiation on 25 November 2020 and until the end of Q3 2020/21, RTX has bought back shares for a total of DKK 44.8 million under the programme. The programme continues with the remainder being bought back in the period until 30 September 2021.

## FINANCIAL CALENDAR

Expected publication of financial information for the financial year 2020/21:

**30 NOVEMBER 2021**

Annual report for 2020/21

## RISKS AND UNCERTAINTIES FOR THE 2020/21 FINANCIAL YEAR

### STATEMENTS ON FUTURE CONDITIONS

The above statements on the Group's future conditions, including in particular, future revenue and operating profit (EBITDA and EBIT), reflect Management's current outlook and carry some uncertainty. These statements can be affected by a number of risks and uncertainties, which mean that actual developments can be different from the indicated outlook. These risks and uncertainties include, but are not limited to, general business and economic conditions, dependence on partners, the time of delivery of components, and foreign exchange and interest rate fluctuations - all of which may also be impacted by the COVID-19 situation and development.

# Management's Statement

The Board of Directors and the Executive Board have today considered and adopted the interim report of RTX A/S for the third quarter and first nine months of the financial year 2020/21 (covering the period 1 October 2020 to 30 June 2021).

The interim report is prepared in accordance with IAS 34, Interim Financial Reporting, as adopted by the EU and additional Danish disclosure requirements for the interim reporting of listed companies. The interim report has not been audited or reviewed by the Company's auditor.

We consider the applied accounting policies appropriate for the interim report to provide, in our opinion, a true and fair view of the Group's assets, liabilities and financial position as at 30 June 2021 and of its financial performance and cash flow for the third quarter and first nine months of 2020/21.

We consider Management's review to give a true and fair view of the Group's activities and finances, profit/loss for the period and the Group's financial position as a whole, as well as a true and fair description of the most material risks and uncertainties facing the Group.

Noerresundby, 23 August 2021

## EXECUTIVE BOARD

**PETER RØPKE**  
President and CEO

**MORTEN AXEL PETERSEN**  
CFO

## BOARD OF DIRECTORS

**PETER THOSTRUP**  
Chairman

**JESPER MAILIND**  
Deputy Chairman

**CHRISTIAN ENGSTED**

**LARS CHRISTIAN TOFFT**

**HENRIK SCHIMMELL**

**KEVIN HARRITSØ**  
Employee Representative

**FLEMMING VENDBJERG ANDERSEN**  
Employee Representative

**KURT HEICK RASMUSSEN**  
Employee Representative

# Income Statement

(non-audited)

Amounts in DKK '000	Note	Q3 2020/21	Q3 2019/20	9M 2020/21	9M 2019/20	FY 2019/20
Revenue	3	120,617	158,485	270,432	399,511	555,869
Value of work transferred to assets	4	6,435	7,671	22,103	20,571	28,737
Cost of sales		-59,781	-72,585	-129,308	-171,825	-246,574
Other external expenses		-12,916	-13,501	-40,501	-40,574	-53,444
Staff costs		-44,287	-41,132	-135,391	-136,024	-176,430
<b>Operating profit/loss before depreciation and amortization (EBITDA)</b>		<b>10,068</b>	<b>38,938</b>	<b>-12,665</b>	<b>71,659</b>	<b>108,158</b>
Depreciation, amortization and impairment	4	-7,097	-6,330	-20,950	-17,040	-24,587
<b>Operating profit/loss (EBIT)</b>		<b>2,971</b>	<b>32,608</b>	<b>-33,615</b>	<b>54,619</b>	<b>83,571</b>
Financial income	5	320	2,548	1,882	1,978	4,560
Financial expenses	5	-1,407	-1,389	-8,009	-6,034	-7,910
<b>Profit/loss before tax</b>		<b>1,884</b>	<b>33,767</b>	<b>-39,742</b>	<b>50,563</b>	<b>80,221</b>
Tax on profit/loss		-491	-7,500	8,369	-11,172	-17,075
<b>Profit/loss for the period</b>		<b>1,393</b>	<b>26,267</b>	<b>-31,373</b>	<b>39,391</b>	<b>63,146</b>
<b>Earnings per share (EPS)</b>						
Earnings per share (DKK)		0.2	3.1	-3.8	4.7	7.5
Earnings per share, diluted (DKK)		0.2	3.1	-3.7	4.7	7.4

# Statement of Comprehensive Income

(non-audited)

Amounts in DKK '000	Note	Q3 2020/21	Q3 2019/20	9M 2020/21	9M 2019/20	FY 2019/20
<b>Profit/loss for the period</b>		<b>1,393</b>	<b>26,267</b>	<b>-31,373</b>	<b>39,391</b>	<b>63,146</b>
Items that may be reclassified subsequently to the income statement						
Exchange rate adjustments of foreign subsidiaries		-392	-716	-611	-622	-1,983
Fair value adjustment relating to hedging instruments		287	278	157	-874	-496
Tax on hedging instruments		-64	-61	-35	192	109
Fair value of hedging instruments reclassified to the income statement		61	587	-36	889	289
Tax on hedging instruments reclassified		-13	-129	8	-195	-63
<b>Other comprehensive income, net of tax</b>		<b>-121</b>	<b>-41</b>	<b>-517</b>	<b>-610</b>	<b>-2,144</b>
<b>Comprehensive income for the period</b>		<b>1,272</b>	<b>26,226</b>	<b>-31,890</b>	<b>38,781</b>	<b>61,002</b>

# Balance Sheet

(non-audited)

Amounts in DKK '000	30.06.21	30.06.20	30.09.20
<b>ASSETS</b>			
Own completed development projects	56,437	20,039	22,065
Own development projects in progress	10,431	34,701	36,738
Acquired license rights	-	264	-
Goodwill	7,797	7,797	7,797
<b>Intangible assets</b>	<b>74,665</b>	<b>62,801</b>	<b>66,600</b>
Right-of-use assets (lease assets)	58,997	36,927	48,917
Plant and machinery	13,631	9,432	9,123
Other fixtures, tools and equipment	2,814	4,269	3,958
Leasehold improvements	11,044	3,187	3,143
<b>Tangible assets</b>	<b>86,486</b>	<b>53,815</b>	<b>65,141</b>
Deposits	6,884	7,966	7,938
Deferred tax assets	1,210	1,562	1,806
<b>Other non-current assets</b>	<b>8,094</b>	<b>9,528</b>	<b>9,744</b>
<b>Total non-current assets</b>	<b>169,245</b>	<b>126,144</b>	<b>141,485</b>
<b>Inventories</b>	<b>23,370</b>	<b>19,359</b>	<b>15,182</b>
Trade receivables	95,151	106,293	145,436
Contract development projects in progress	21,355	28,587	28,403
Income taxes	994	-	-
Other receivables	3,442	4,304	4,128
Prepaid expenses	4,773	4,487	4,152
<b>Receivables</b>	<b>125,715</b>	<b>143,671</b>	<b>182,119</b>
Current asset investments in the trading portfolio	101,838	153,042	154,010
<b>Current asset investments</b>	<b>101,838</b>	<b>153,042</b>	<b>154,010</b>
<b>Cash at bank and in hand</b>	<b>15,926</b>	<b>57,490</b>	<b>40,785</b>
<b>Total current assets</b>	<b>266,849</b>	<b>373,562</b>	<b>392,096</b>
<b>Total assets</b>	<b>436,094</b>	<b>499,706</b>	<b>533,581</b>

Amounts in DKK '000	30.06.21	30.06.20	30.09.20
<b>EQUITY AND LIABILITIES</b>			
Share capital	43,214	43,214	43,214
Share premium account	203,714	203,714	203,714
Currency adjustments	5,182	7,154	5,793
Cash flow hedging	-86	15	-207
Retained earnings	5,225	74,225	99,678
<b>Equity</b>	<b>257,249</b>	<b>328,322</b>	<b>352,192</b>
Lease liabilities	56,941	34,112	47,116
Deferred tax liabilities	2,425	11,993	8,500
Provisions	1,325	1,305	1,325
Other payables	13,015	11,177	13,106
<b>Non-current liabilities</b>	<b>73,706</b>	<b>58,587</b>	<b>70,047</b>
Lease liabilities	5,795	5,860	4,911
Prepayments received from customers	1,460	710	1,176
Trade payables	37,747	56,382	50,849
Contract development projects in progress	1,505	3,662	1,273
Income taxes	-	1,905	11,352
Provisions	2,289	1,415	2,040
Other payables	56,343	42,863	39,741
<b>Current liabilities</b>	<b>105,139</b>	<b>112,797</b>	<b>111,342</b>
<b>Total liabilities</b>	<b>178,845</b>	<b>171,384</b>	<b>181,389</b>
<b>Total equity and liabilities</b>	<b>436,094</b>	<b>499,706</b>	<b>533,581</b>

# Equity Statement

(non-audited)

Amounts in DKK '000	Share capital	Share premium	Currency adjustments	Cash flow hedging	Re-tained earnings	Total
<b>Equity at 30 September 2019</b>	44,714	252,367	7,776	-	42,583	347,440
Changes in accounting policies, IFRS 16	-	-	-	-	-2,730	-2,730
Tax on changes in accounting policies, IFRS 16	-	-	-	-	578	578
<b>Equity at 1 October 2019 (restated)</b>	44,714	252,367	7,776	-	40,431	345,288
<b>Profit/loss for the period</b>	-	-	-	-	39,391	39,391
Exchange rate adjustments of foreign subsidiaries	-	-	-622	-	-	-622
Fair value adjustment relating to hedging instruments	-	-	-	-874	-	-874
Tax on hedging instruments	-	-	-	-	192	192
Fair value of hedging instruments reclassified to the income statement	-	-	-	889	-	889
Tax on items that may be reclassified	-	-	-	-	-195	-195
<b>Other comprehensive income, net of tax</b>	-	-	-622	15	-3	-610
<b>Comprehensive income for the period</b>	-	-	-622	15	39,388	38,781
Share-based remuneration	-	-	-	-	4,039	4,039
Deferred tax on equity transactions	-	-	-	-	-875	-875
Current tax on equity transactions	-	-	-	-	2,632	2,632
Paid dividend for 2018/19	-	-	-	-	-20,960	-20,960
Annulment of treasury shares	-1,500	-48,653	-	-	50,130	-23
Acquisition of treasury shares	-	-	-	-	-40,560	-40,560
<b>Other transactions</b>	-1,500	-48,653	-	-	-5,594	-55,747
<b>Equity at 30 June 2020</b>	43,214	203,714	7,154	15	74,225	328,322

Amounts in DKK '000	Share capital	Share premium	Currency adjustments	Cash flow hedging	Re-tained earnings	Total
<b>Equity at 30 September 2020</b>	43,214	203,714	5,793	-207	99,678	352,192
<b>Profit/loss for the period</b>	-	-	-	-	-31,373	-31,373
Exchange rate adjustments of foreign subsidiaries	-	-	-611	-	-	-611
Fair value adjustment relating to hedging instruments	-	-	-	157	-	157
Tax on hedging instruments	-	-	-	-	-35	-35
Fair value of hedging instruments reclassified to the income statement	-	-	-	-36	-	-36
Tax on hedging instruments reclassified	-	-	-	-	8	8
<b>Other comprehensive income, net of tax</b>	-	-	-611	121	-27	-517
<b>Comprehensive income for the period</b>	-	-	-611	121	-31,400	-31,890
Share-based remuneration	-	-	-	-	3,233	3,233
Deferred tax on equity transactions	-	-	-	-	-2,637	-2,637
Current tax on equity transactions	-	-	-	-	1,910	1,910
Paid dividend for 2019/20	-	-	-	-	-20,710	-20,710
Acquisition of treasury shares	-	-	-	-	-44,849	-44,849
<b>Other transactions</b>	-	-	-	-	-63,053	-63,053
<b>Equity at 30 June 2021</b>	43,214	203,714	5,182	-86	5,225	257,249

Share capital of DKK 43,214,190 consists of 8,642,838 shares at DKK 5 (DKK 43,214,190 consisting of 8,642,838 shares at 30 June 2020). The Group holds 476,036 treasury shares at 30 June 2021 (301,522 shares at 30 June 2020). There are no shares carrying special rights.

# Cash Flow Statement

(non-audited)

Amounts in DKK '000	Q3 2020/21	Q3 2019/20	9M 2020/21	9M 2019/20	FY 2019/20
Operating profit/loss (EBIT)	2,971	32,608	-33,615	54,619	83,571
<b>Reversal of items with no effect on cash flow</b>					
Depreciation, amortization and impairment	7,097	6,330	20,950	17,040	24,587
Other items with no effect on cash flow	1,708	1,643	4,193	3,477	5,071
<b>Change in working capital</b>					
Change in inventories	2,526	-1,477	-8,777	2,450	6,233
Change in receivables	-19,470	-27,290	57,419	-4,393	-42,881
Change in trade payables etc.	28,249	37,498	3,925	16,727	8,078
<b>Cash flow from operating activities</b>	<b>23,081</b>	<b>49,312</b>	<b>44,095</b>	<b>89,920</b>	<b>84,659</b>
Financial income received	311	53	1,882	1,978	4,560
Financial expenses paid	-1,292	-1,213	-3,813	-3,644	-8,847
Income taxes paid	-50	93	-10,210	-9,887	-9,779
<b>Cash flow from operations</b>	<b>22,050</b>	<b>48,245</b>	<b>31,954</b>	<b>78,367</b>	<b>70,593</b>
Investments in own development projects	-4,874	-7,631	-19,450	-19,381	-27,547
Acquisition of property, plant and equipment	-6,558	-2,496	-15,969	-6,580	-7,943
Sale of tangible assets	-	-	107	-	262
Deposits on leaseholds	-267	11	1,054	-38	-10
Acquisition and sale of current asset investments in trading portfolio	12,000	-	48,722	-1,839	-1,839
<b>Cash flow from investments</b>	<b>301</b>	<b>-10,116</b>	<b>14,464</b>	<b>-27,838</b>	<b>-37,077</b>

Amounts in DKK '000	Q3 2020/21	Q3 2019/20	9M 2020/21	9M 2019/20	FY 2019/20
Repayment of lease liabilities	-1,536	-1,500	-4,413	-4,325	-5,719
Acquisition of treasury shares	-14,029	-	-44,849	-40,560	-40,560
Paid dividend	-	-	-20,710	-20,960	-20,960
<b>Cash flow from financing activities</b>	<b>-15,565</b>	<b>-1,500</b>	<b>-69,972</b>	<b>-65,845</b>	<b>-67,239</b>
Increase/decrease in cash and cash equivalents	6,786	36,629	-23,554	-15,316	-33,723
Exchange rate adjustments on cash	143	-369	-1,305	-750	952
Cash and cash equivalents at the beginning of the period, net	8,997	21,230	40,785	73,556	73,556
<b>Cash and cash equivalents at the end of the period, net</b>	<b>15,926</b>	<b>57,490</b>	<b>15,926</b>	<b>57,490</b>	<b>40,785</b>
Cash and cash equivalents at the end of the period, net, are composed as follows:					
Cash at bank and in hand	15,926	57,490	15,926	57,490	40,785
<b>Cash and cash equivalents at the end of the period, net</b>	<b>15,926</b>	<b>57,490</b>	<b>15,926</b>	<b>57,490</b>	<b>40,785</b>

# Notes

## 1 ACCOUNTING POLICIES

The interim report is presented in accordance with IAS 34 “Interim Financial Reporting” as adopted by the EU and additional Danish disclosure requirements for interim reporting of listed companies. An interim report has not been prepared for the Parent.

The accounting policies applied in this interim report are consistent with those applied in the Company’s 2019/20 annual report which was presented in accordance with International Financial Reporting Standards (IFRS) as adopted by the EU and additional Danish disclosure requirements for annual reports of listed companies. We refer to the 2019/20 annual report for a more detailed description of the accounting policies.

The applied accounting policies are unchanged compared to the annual report for 2019/20. New or amended standards and interpretations becoming effective for the financial year 2020/21 have no material impact on the interim report.

## 2 ESTIMATES AND ASSUMPTIONS

The preparation of interim reports requires management to make financial estimates and assumptions that affect the application of accounting policy and recognised assets, liabilities, income and expenses. Actual results might be different from these estimates.

The material estimates that management make when applying the accounting principles of the Group and the material uncertainty connected with these estimates and assumptions are unchanged in the preparation of the interim report compared to the preparation of the annual report as per 30 September 2020.

## 3 SEGMENT INFORMATION

As per 1 December 2020 RTX implemented a new organizational structure. The previous two business units – Business Communications and Design Services – was joined into one organization still focusing on the three target markets segments; Enterprise, ProAudio and Healthcare. The new organizational structure changes the reportable segments from the two business units to the three market segments. At the same time the reporting changes from a full-cost allocation model and to only allocating costs directly attributable to the three reportable market segments whereas common functions costs etc. (primarily other external expenses, staff costs and depreciations related to IT, finance, overall management, joint facilities, joint technology projects, and supply chain management) are reported as non-allocated in accordance with internal reporting. Comparable information has been restated to reflect the new reportable segments and reporting model.

Amounts in DKK '000	Q3 2020/21	Q3 2019/20	9M 2020/21	9M 2019/20	FY 2019/20
<b>Revenue</b>					
Enterprise	82,106	110,305	176,161	277,983	382,020
ProAudio	25,830	30,590	66,444	93,025	127,640
Healthcare	12,681	17,590	27,827	28,503	46,209
<b>Group</b>	<b>120,617</b>	<b>158,485</b>	<b>270,432</b>	<b>399,511</b>	<b>555,869</b>
<b>EBITDA</b>					
Enterprise	28,789	44,097	52,665	107,932	148,013
ProAudio	9,145	10,747	15,550	31,017	41,437
Healthcare	3,937	6,992	6,622	9,225	16,176
Non-allocated	-31,803	-22,898	-87,502	-76,515	-97,468
<b>Group</b>	<b>10,068</b>	<b>38,938</b>	<b>-12,665</b>	<b>71,659</b>	<b>108,158</b>
<b>EBIT</b>					
Enterprise	26,742	42,538	46,910	104,316	142,137
ProAudio	7,279	9,581	10,097	27,974	36,731
Healthcare	3,737	6,859	6,024	9,092	15,844
Non-allocated	-34,787	-26,370	-96,646	-86,763	-111,141
<b>Group</b>	<b>2,971</b>	<b>32,608</b>	<b>-33,615</b>	<b>54,619</b>	<b>83,571</b>

# Notes

## 3 SEGMENT INFORMATION (CONTINUED)

For ease of reference, the below table displays the quarterly revenue per segment for the current and previous financial year.

Amounts in DKK '000	Q3 2020/21	Q2 2020/21	Q1 2020/21	Q4 2019/20	Q3 2019/20	Q2 2019/20	Q1 2019/20
<b>Revenue</b>							
Enterprise	82,106	58,587	35,469	104,038	110,305	78,203	89,474
ProAudio	25,830	21,563	19,051	34,614	30,590	29,149	33,287
Healthcare	12,681	8,375	6,770	17,706	17,590	5,392	5,521
<b>Group</b>	<b>120,617</b>	<b>88,525</b>	<b>61,290</b>	<b>156,358</b>	<b>158,485</b>	<b>112,744</b>	<b>128,282</b>

Amounts in DKK '000	Q3 2020/21	Q3 2019/20	9M 2020/21	9M 2019/20	FY 2019/20
<b>Revenue, geographical segments</b>					
Denmark	2,098	1,386	4,827	4,558	5,954
USA	40,125	39,944	81,331	80,391	114,790
France	31,337	27,306	63,019	84,826	112,380
Hong Kong	1,768	22,091	4,848	49,744	79,481
Germany	5,425	14,497	15,889	49,597	69,367
Other Europe	15,536	29,134	34,544	52,793	65,353
Netherlands	7,232	10,906	23,766	42,243	57,892
Other Asia and Pacific	15,163	12,660	39,467	32,999	46,667
Other	1,933	561	2,741	2,360	3,985
<b>Total</b>	<b>120,617</b>	<b>158,485</b>	<b>270,432</b>	<b>399,511</b>	<b>555,869</b>

Revenue distributed to geographic area according to the geographical location of the customer entity being invoiced.

## 4 DEVELOPMENT COSTS

Amounts in DKK '000	Q3 2020/21	Q3 2019/20	9M 2020/21	9M 2019/20	FY 2019/20
Development cost incurred before capitalization	11,169	11,540	35,346	34,880	43,800
Value of work transferred to assets (capitalized) <sup>1)</sup>	-4,874	-7,671	-19,450	-20,571	-28,737
Total amortization and impairment on own development projects	3,912	2,898	11,384	7,187	11,623
<b>Development costs recognized in the profit/loss account</b>	<b>10,207</b>	<b>6,767</b>	<b>27,280</b>	<b>21,496</b>	<b>26,686</b>

<sup>1)</sup> Total value of work transferred to assets (capitalized) of DKK 6.4 million in Q3 2020/21 as well as DKK 22.1 million in 9M 2020/21 includes own tangible assets of DKK 1.6 million and DKK 2.6 million, respectively.

## 5 FINANCIAL ITEMS

Amounts in DKK '000	Q3 2020/21	Q3 2019/20	9M 2020/21	9M 2019/20	FY 2019/20
Fair value adjustments of investments in trading portfolio	-	2,018	-	-	-
Gain on hedging investments (net)	274	-	265	-	2,582
Other financial income	46	530	1,617	1,978	1,978
<b>Financial income</b>	<b>320</b>	<b>2,548</b>	<b>1,882</b>	<b>1,978</b>	<b>4,560</b>
Exchange rate losses (net)	277	987	2,065	2,437	4,746
Fair value adjustments of investments in trading portfolio	455	-	3,450	1,946	978
Financing element, IFRS 16	580	402	1,926	1,238	1,622
Other financial costs	95	-	568	413	564
<b>Financial expenses</b>	<b>1,407</b>	<b>1,389</b>	<b>8,009</b>	<b>6,034</b>	<b>7,910</b>

# Notes

## 6 FAIR VALUE HIERARCHY FOR FINANCIAL INSTRUMENTS

The below indicates the classification of the financial instruments divided in accordance with the fair value hierarchy:

- Listed prices in an active market for the same type of instrument (level 1)
- Listed prices in an active market for similar assets or liabilities or other valuation methods, where all significant input is based on observable market data (level 2)
- Valuation methods, where any significant input is not based on observable market data (level 3)

Amounts in DKK '000	Level 1	Level 2	Level 3	Total
Financial instruments (hedging), asset	-	-269	-	-269
Bonds listed on the stock exchange, in the trading portfolio	101,838	-	-	101,838
<b>Financial assets at fair value at 30 June 2021</b>	<b>101,838</b>	<b>-269</b>	<b>-</b>	<b>101,569</b>
Financial instruments (hedging), asset	-	-47	-	-47
Bonds listed on the stock exchange, in the trading portfolio	153,042	-	-	153,042
<b>Financial assets at fair value at 30 June 2020</b>	<b>153,042</b>	<b>-47</b>	<b>-</b>	<b>152,995</b>

Financial hedging instruments comprise standard foreign exchange forward contracts with the USD/DKK exchange rate as the main element affecting the fair value of the contracts.