

Webinar with HC Andersen Capital | 29 June 2023

# Introduction to RTX

Presentation by CEO Peter Røpke

[Click here to view the live event of the presentation](#)

# 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.

Such factors that may cause deviations between actual results and expectations include, but are not limited to, general economic conditions and developments including the impact of the COVID-19 pandemic, changes in demand for RTX's products and services, competition, technological changes, fluctuations in currencies, component availability, fluctuations in sub-contractor supplies as well as regulatory changes.



# 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.

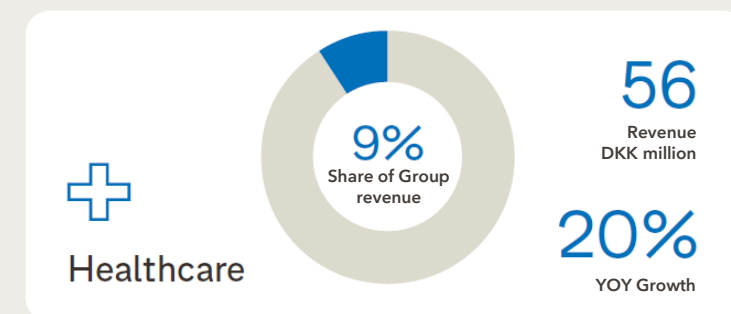
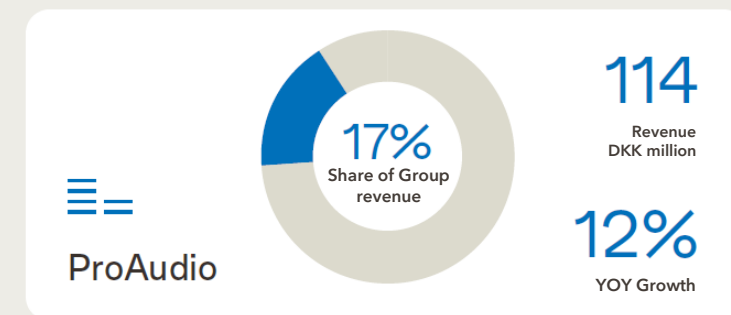
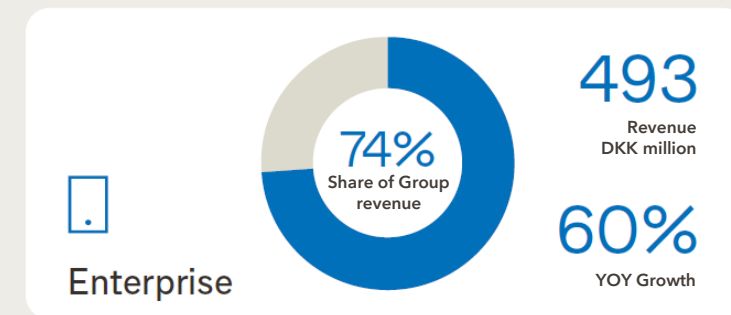


# 2021/22 Performance Highlights

## Financial highlights



## Market segments





Our Business

# RTX Business Model

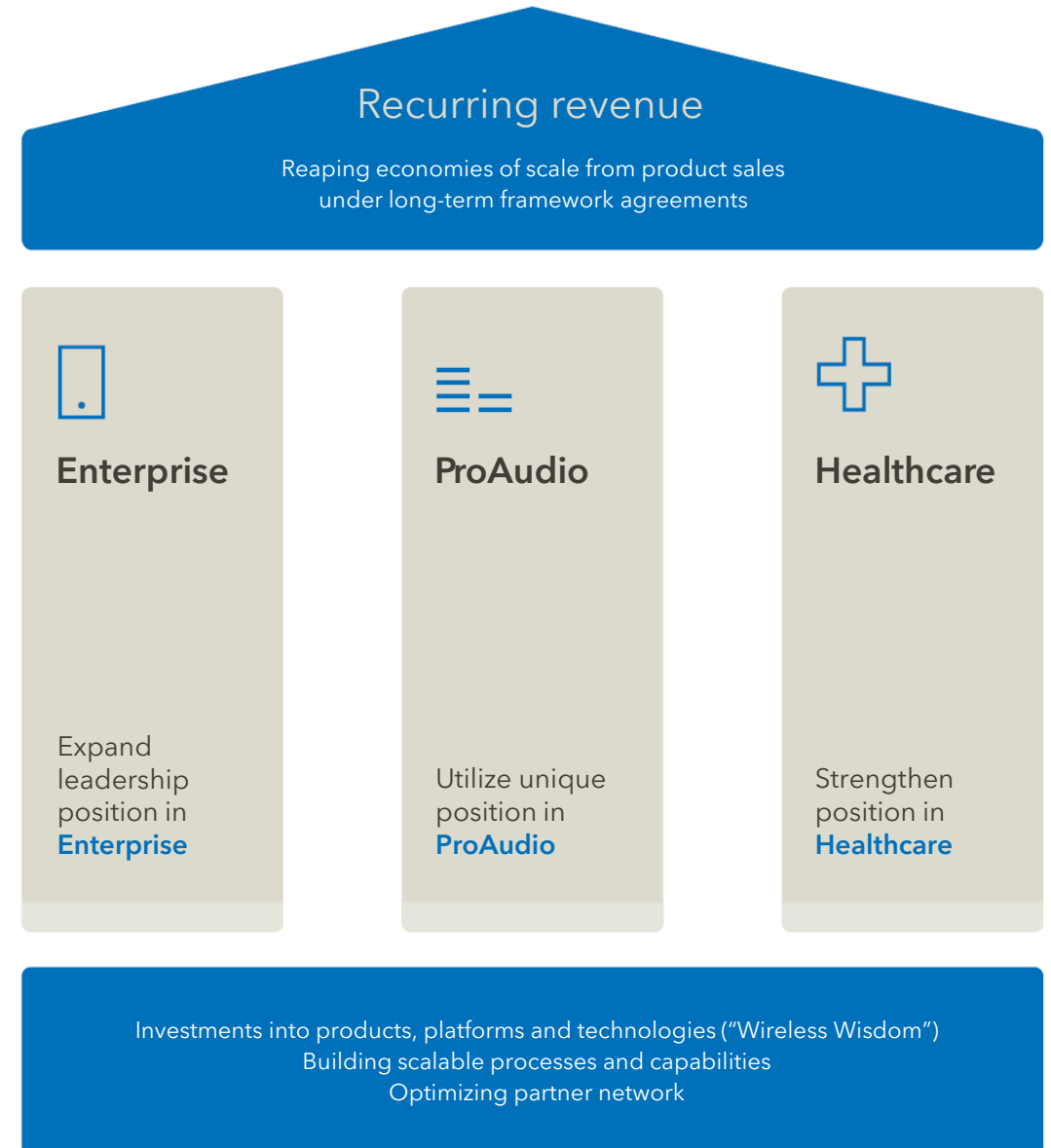
Deploying our *Wireless Wisdom*...

...across multiple attractive B2B markets...

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

...to secure profitable growth...

...via increased recurring revenue and scalability

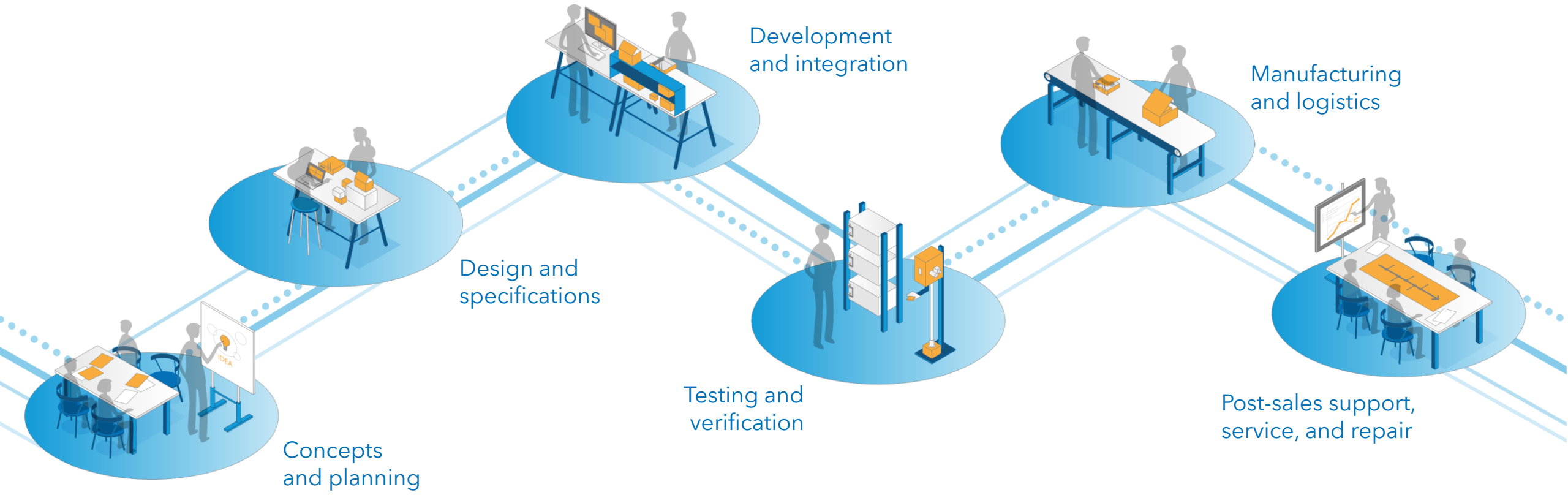


# Who we Work with (examples)

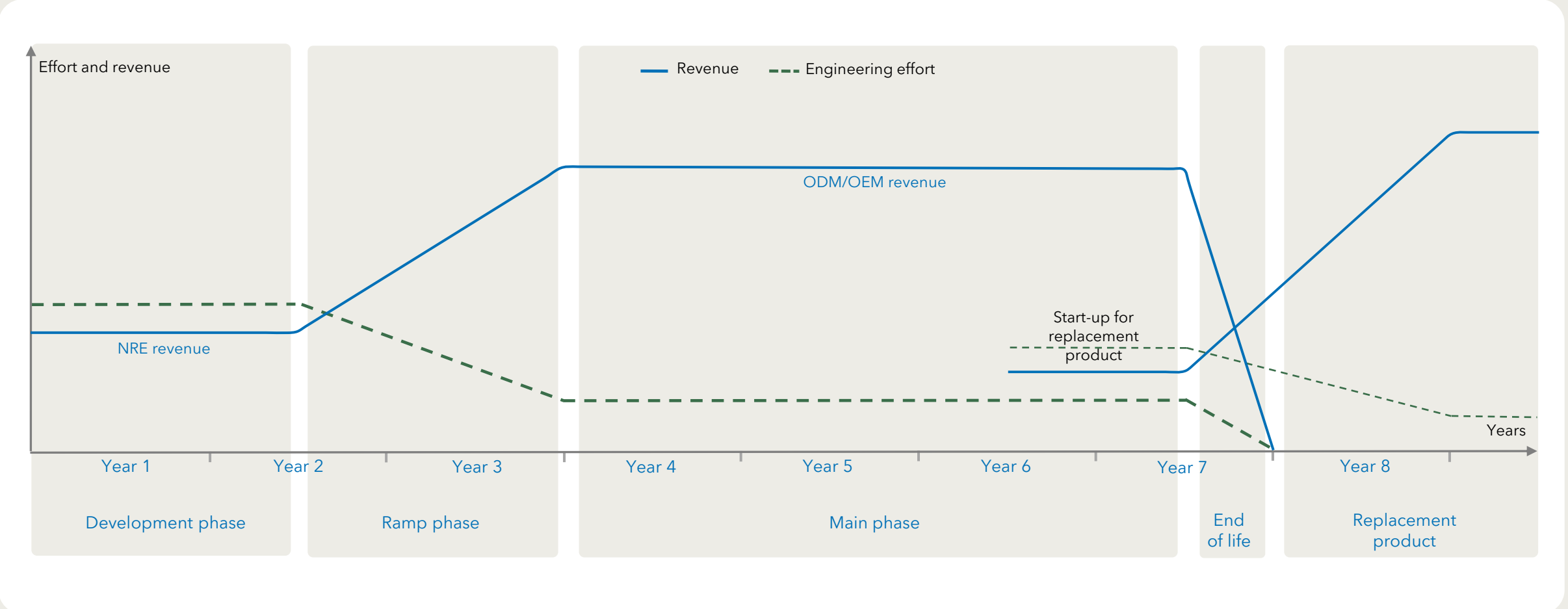




# How we Work



# Recurring Revenue via Long-term Framework Agreements



# Enterprise

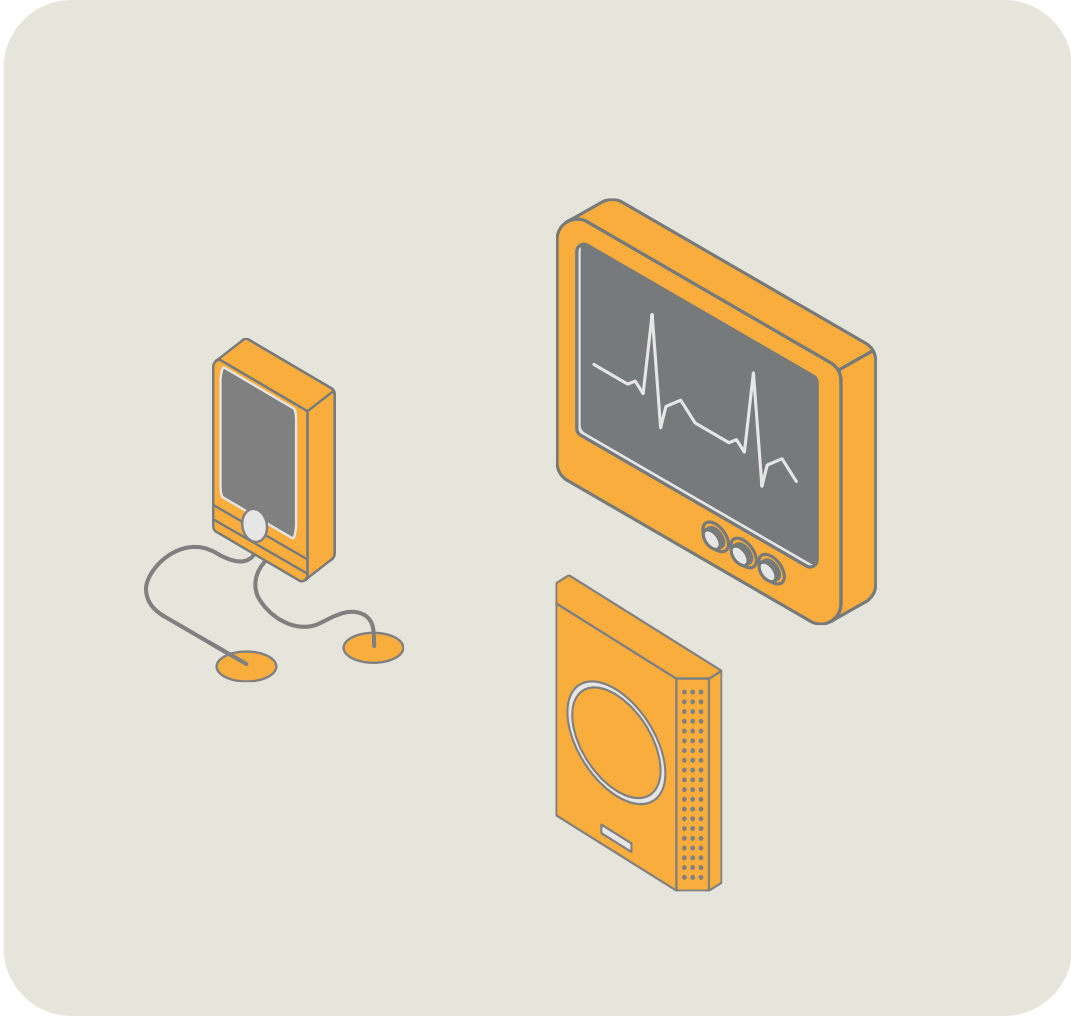


# ProAudio





# Healthcare

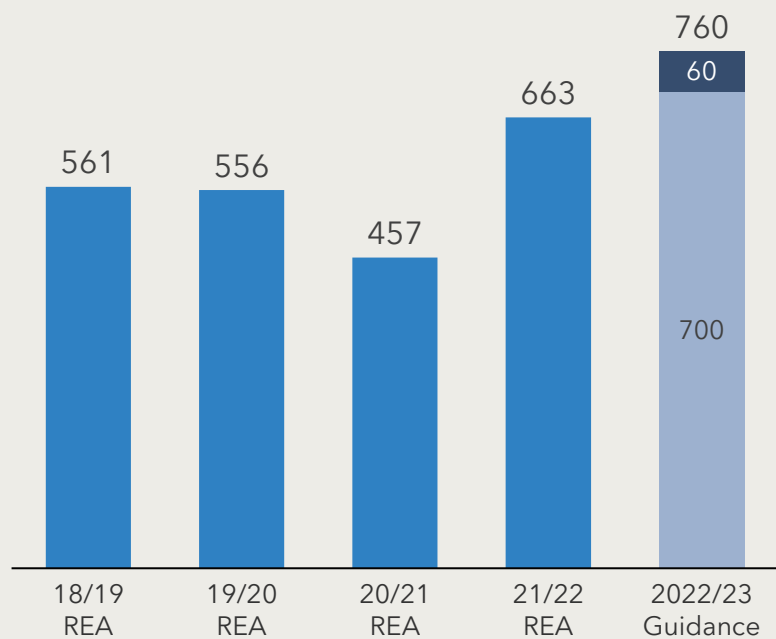


# Financial Overview

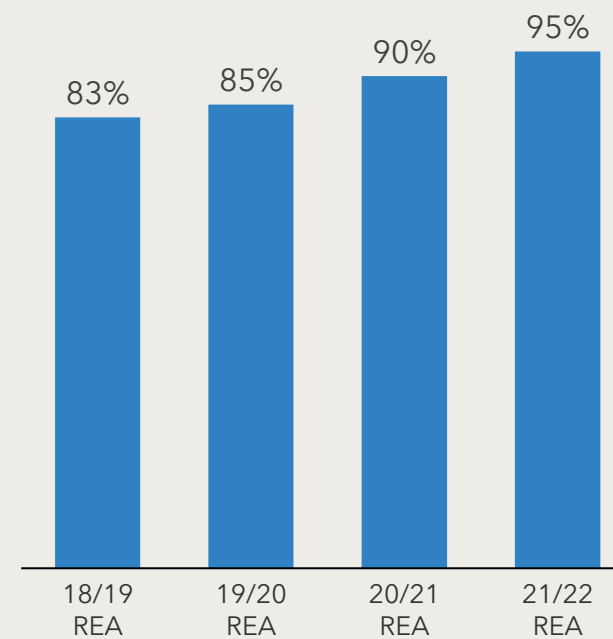


# Revenue

Revenue  
(DKK million)

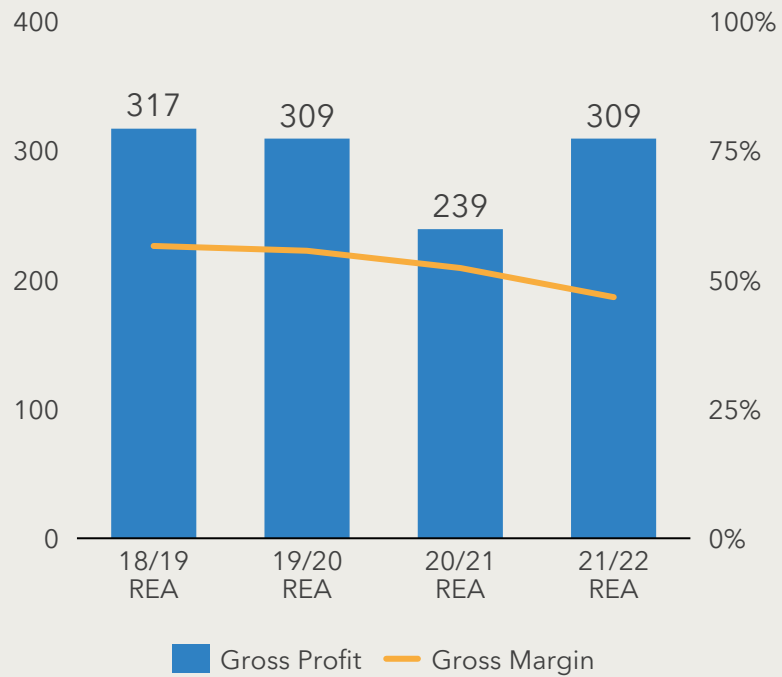


Recurring revenue share  
(% of total revenue)

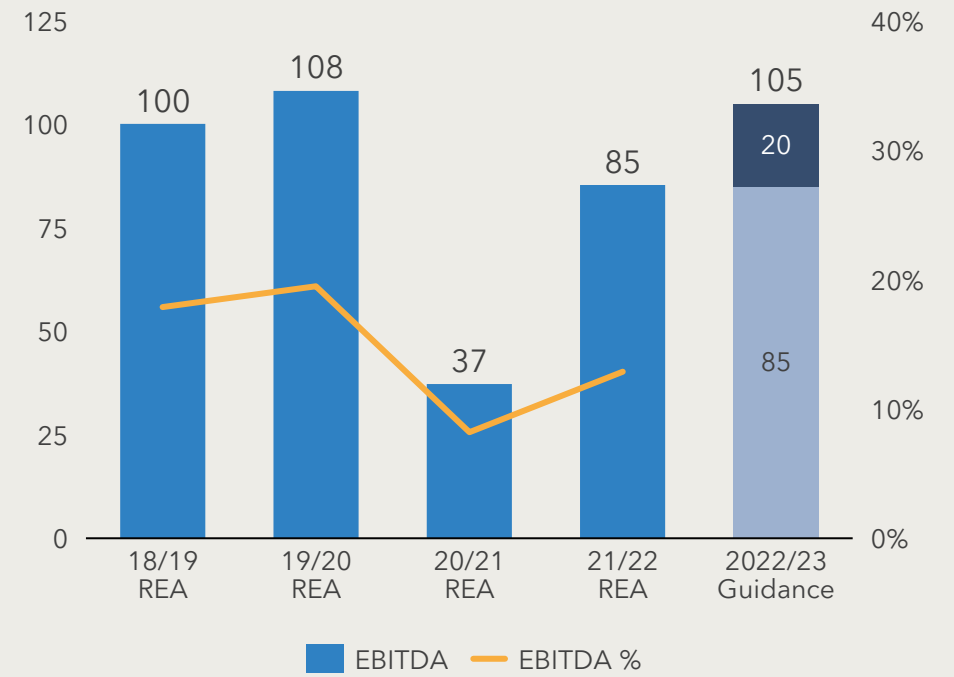


# Earnings

Gross profit and gross margin  
(DKK million and %)



EBITDA and EBITDA margin  
(DKK million and %)







# 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