

# RTX Q1 – Investor Presentation

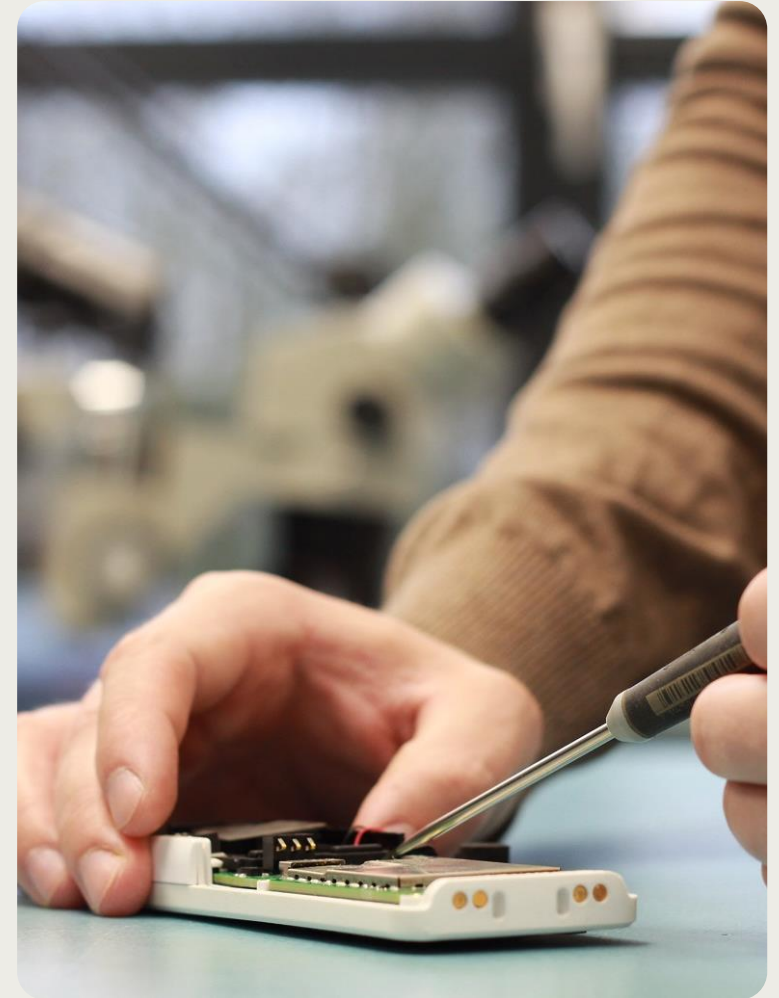
Q1 - 2023/24

# Disclaimer on Forward Looking Statements

*This presentation contains statements regarding expectations for the future development of RTX A/S, including future revenue and operating profit (EBITDA), 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 and results can be materially different from the expectations expressed directly or indirectly in this presentation of the interim report.*

*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.*



# Agenda

- 1 RTX Key Highlights and Business Update
- 2 Outlook and long term ambitions
- 3 Financial Highlights for Q1 2023/24
- 4 Q&A

# Business Update

- **Q1 revenue** in 2023/24 ended significantly lower than last year. It is a consequence of the strong Q4 of the financial year and an overstocking at our customers  
**Enterprise revenue** in Q1 2023/24 was DKK 44.5 million (Q1 2022/23: DKK 154.8 million), which is 71.2% lower than last year.  
**ProAudio revenue** in Q1 2023/24 was DKK 23.8 million (Q1 2022/23: DKK 38.6 million), which is 38.2% lower than last year  
**Healthcare revenue** in Q1 2023/24 was DKK 13.5 million (Q1 2022/23: DKK 14.1 million), which is 4.2% lower than last year.
- **Strategic contract in Healthcare** signed with global partner. RTX are currently investing in realizing the potential growth of 100-200% by 2025/26.
- **Supply chain** is now normalizing and we have continuous focus on driving down component inventory. We have established partnership with EMS in the Philippines to spread our footprint and balance the geopolitical risk. The production is currently under ramp up.
- **Outlook** for 2023/24 is maintained. The outlook is based on dialogue with key customers on their expectations for 2023/24, combined with our market insight on new customers and products. Cost cautiousness continue to be in focus.

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# Outlook 2023/24

Interim Financial Report for Q1, 2023/24

OUTLOOK / AMBITION

## OUTLOOK 2023/2024

REVENUE  
DKKm

**580 - 630**

EBITDA  
DKKm

**45 - 60**

EBIT  
DKKm

**5 - 20**

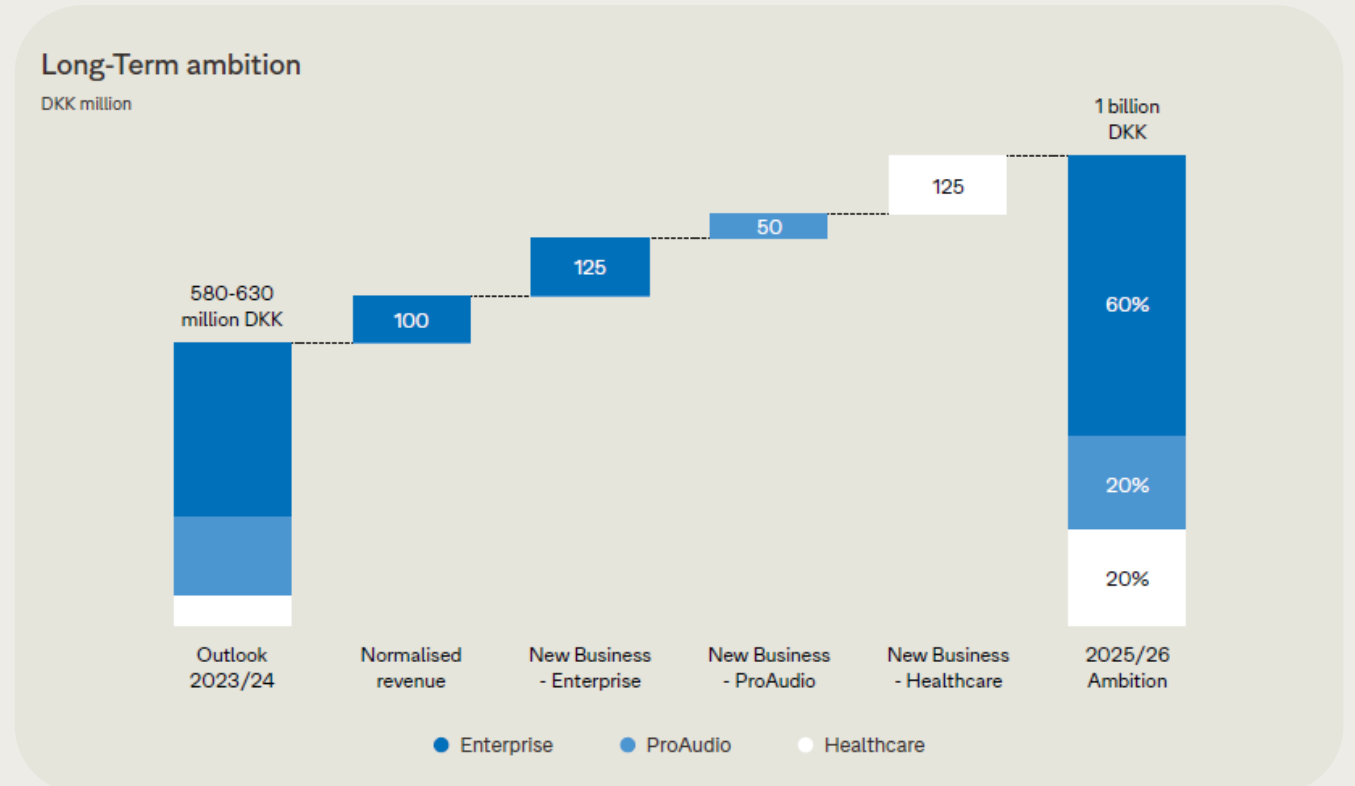
MAIN ASSUMPTIONS

- Backloaded as a consequence of channel stocking at global customers.
- Normal runrate anticipated towards the end of Q4.
- New products and customers are currently ramping up.
- EBITDA is impacted by the lower revenue level
- We implement controlled reduction in capacity costs
- We invest in activities and partnerships generating revenue in 2024/25

# Long Term Ambition 2025/26

## Interim Financial Report for Q1, 2023/24

- Long-term ambition in 2025/26:**  
 Revenue above DKK 1 billion  
 EBITDA margin above 16%.
- Normalized revenue patterns** with revenue of existing products of DKK 600-700 million. Returning to normalized order horizons and delivery patterns of products for both RTX and our customers.
- New business**  
**Enterprise segment:** new product categories (wireless headset), new subsegment (retail) and a broader customers base and new OEM distribution channels.  
**ProAudio** is characterized by cooperation with key global players in the segment. New business coming from our module business, as more and more customers will bring new products to the market using our modules.  
**Healthcare** With the contract signed in November 2023, we now have the possibility to reach customers in the Healthcare segment.



# Share buy back

22 January 2024	Number of Shares	Average Purchase Price	Transaction value in DKK
<b>RTX shares prior to initiation of the programme</b>	258,528		
<b>Accumulated share in the programme, latest announcement</b>	<b>56,736</b>		<b>4,005,012</b>
15 January 2024	1,500	77.47	116,205
16 January 2024	1,600	80.04	128,064
17 January 2024	1,700	79.79	135,643
18 January 2024	1,700	79.59	135,303
19 January 2024	1,700	79.33	134,861
<b>Accumulated under the programme</b>	<b>64,936</b>	<b>71,69</b>	<b>4,655,088</b>
RTX total shares	8,467,838		
RTX Treasury shares	323,464	3.8%	of share capital

- Revised capital policy announced on 29 August 2023
- Initiate a share buyback program up to DKK 20 million during 2023/24.
- By the end of Q1 2023/24, 45,236 shares had been purchased

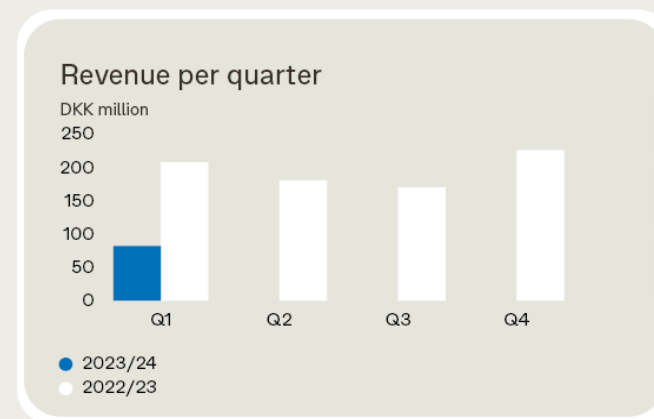
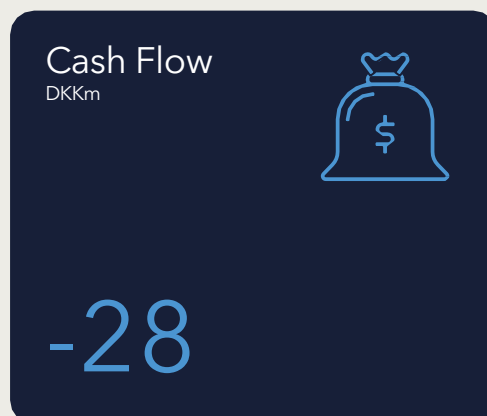


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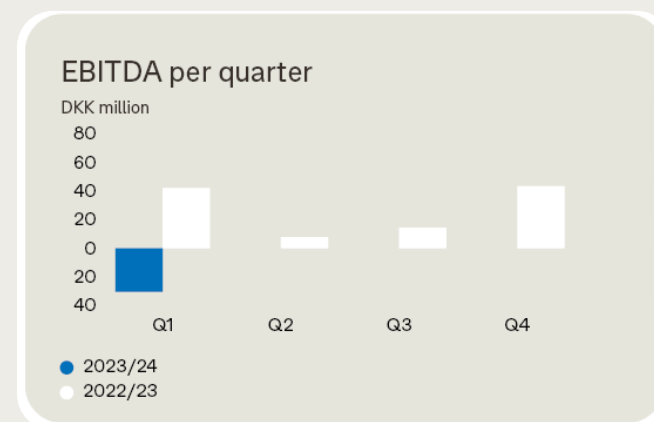
# Financial Highlights

Interim Financial Report for Q1, 2023/24



Enterprise Revenue Q1  
DKK **44.5**m

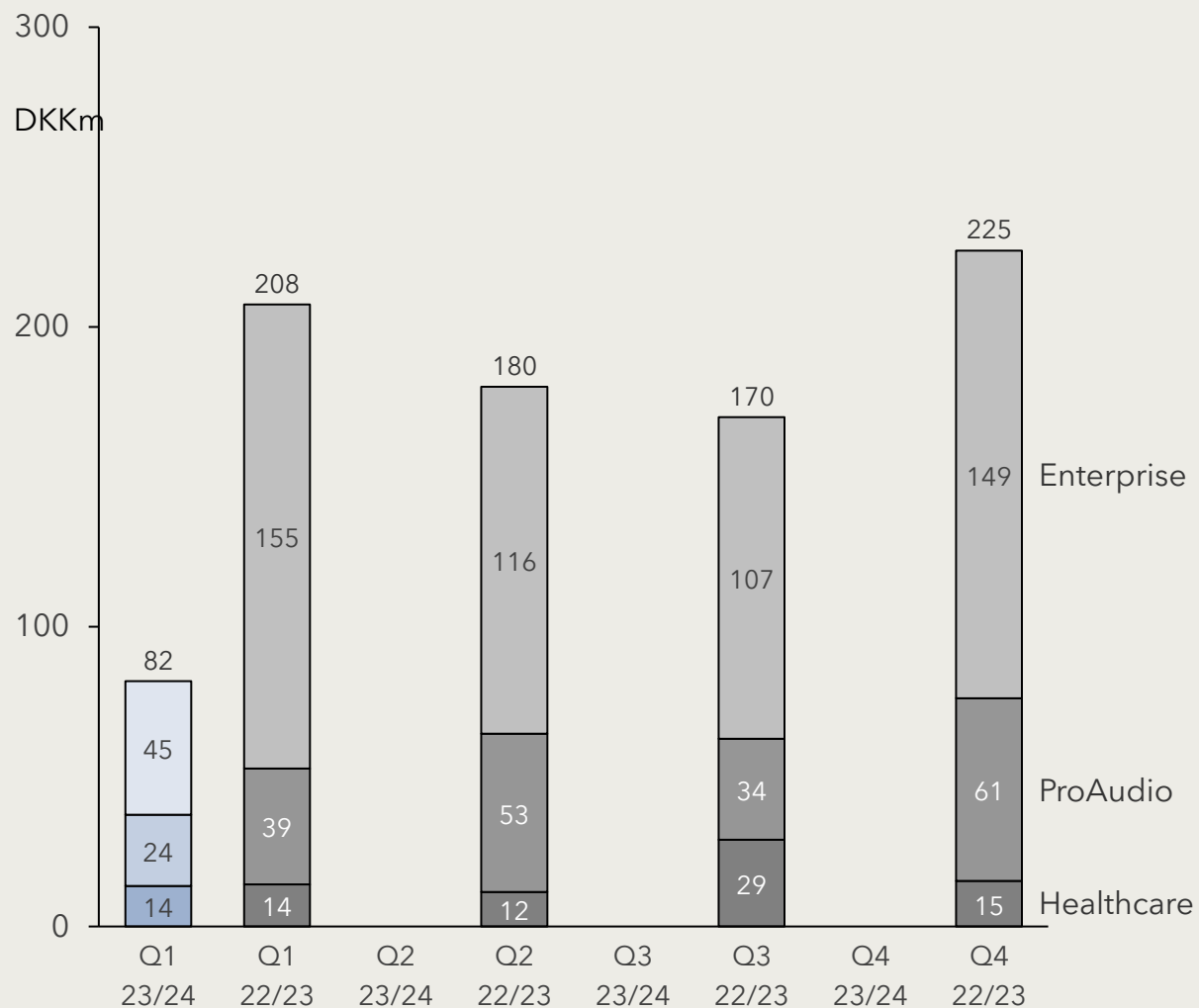
ProAudio Revenue Q1  
DKK **23.8**m



Healthcare Revenue Q1  
DKK **13.5**m

# Revenue

## Interim Financial Report for Q1, 2023/24



### Revenue

Revenue for Q1 ended at DKK 82 million compared to DKK 208 million in Q1 last year

Revenue impacted by a strong Q4 2022/2, normalized order horizons and channel stocking at customers

Revenue distribution by segments

Enterprise 54%

ProAudio 29%

Healthcare 17%

# Group PnL

## Interim Financial Report for Q1, 2023/24

DKK million	Q1 23/24	Q1 22/23
<b>Revenue</b>	<b>81.9</b>	<b>207.5</b>
Cost of sale	-50.0	-106.0
Gross profit	31.9	101.5
Gross margin %	38.9%	48.9%
Other external cost	-19.3	-16.4
Staff cost	-46.7	-46.4
Value of own work capitalized	6.6	3.4
<b>EBITDA</b>	<b>-30.5</b>	<b>42.0</b>
Depreciation, amortization and impairment	-10.7	-9.7
<b>Operating Profit (EBIT)</b>	<b>-41.2</b>	<b>32.3</b>

### Revenue DKK 81.9 million

Revenue for Q1 ended at DKK 81.9 million compared to DKK 207.5 million in Q1 last year.

### Gross margin 38.9 %

Gross margin is primarily impacted by the product mix, but also the low volume in the quarter. The Q1 delivery of low-margin products is expected to be balanced by higher-margin products in the remaining quarters.

### EBITDA DKK -30.5 million

EBITDA for Q1 ended at -30.5 million, compared to DKK 42.0 million last year and is a result of significantly lower revenue from product sales.

# Group Balance Sheet

Interim Financial Report for Q1, 2023/24

DKK million	31 Dec 2023	31 Dec 2022	30 Sep 2023
<b>Assets</b>			
Intangible assets	53.7	61.8	55.9
Tangible assets	82.2	85.3	86.3
Other non-current assets	12.2	8.7	8.9
Inventories	107.7	117.6	102.2
Receivables	98.7	191.9	187.2
Cash and cash equivalents	115.5	91.5	137.7
<b>Total assets</b>	<b>470.0</b>	<b>556.8</b>	<b>578.1</b>
<b>Liabilities</b>			
Equity	338.8	349.2	377.1
Non-current liabilities	50.2	70.5	57.8
Current liabilities	81.0	137.1	143.2
<b>Total equity and liabilities</b>	<b>131.2</b>	<b>207.6</b>	<b>201.0</b>
Equity ratio	72.1 %	62.7 %	65.2 %

## Working capital

Reduction in working capital primarily due to reduced revenue in Q1.

## Inventory

Inventory impacted by low revenue. With the current outlook, we expected to see a reduction during the rest of the financial year 2023/24.

# Group Cash Flow

Interim Financial Report for Q1, 2023/24

DKK million	Q1 23/24	Q1 22/23
Cash flow from operations (CFFO)	-18.6	22.1
Cash flow from investments*	-4.5	-6.0
Cash flow from financing activities	-4.7	-1.4
<b>Increase/decrease in cash and cash equivalents</b>	<b>27.7</b>	<b>14.8</b>
Current asset investments in the trading portfolio	32.5	30.9
<b>Cash &amp; equivalent</b>	<b>115.5</b>	<b>91.5</b>

## CFFO

Cash Flow from Operation in Q1 was -18.6, compared to 22.1 in Q1 last year, negatively impacted by the lower revenue and positively impacted by the reduction in working capital.

## Cash end Q1

The Cash and cash equivalent at the end of Q1 amounted to 115.5 million, compared to 137.7 million end 2022/23.

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

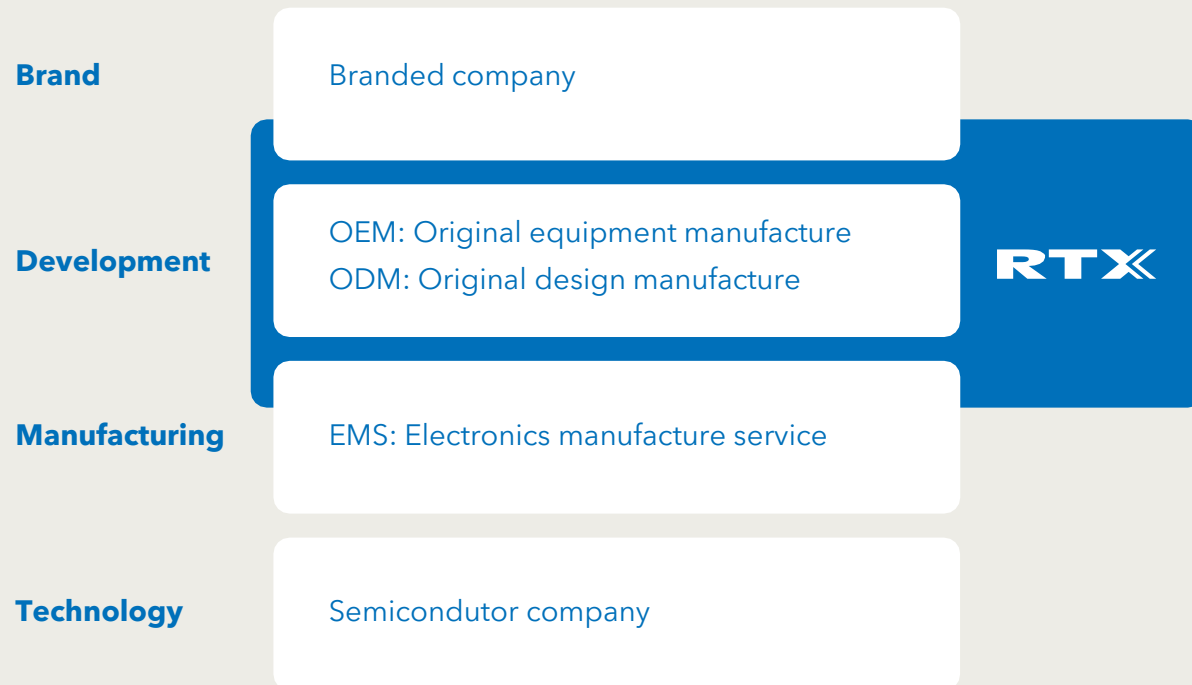


Our purpose is to help  
people perform at their best.

We provide our customers with the best possible  
wireless communications solutions, allowing their  
customers to seamlessly connect and communicate.

# RTX and our market position

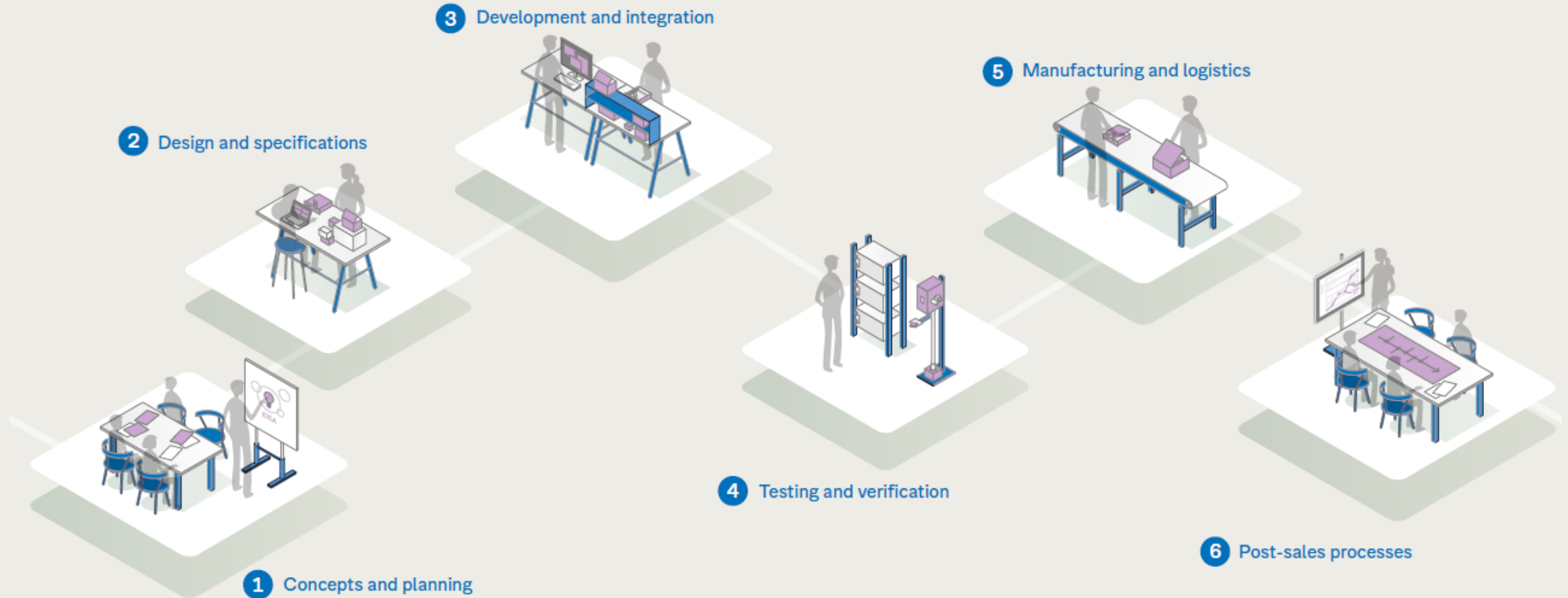
## Multiple horizontal layers



## RTX - A solutions provider

- RTX operates mainly in the spectrum of development as an ODM/OEM.
- Providing a range of services; including product customization, technology integration, and end-to-end solutions encompassing full product lifecycle management.
- Through long-term partnerships we seamlessly align with our customers' development processes and operations.
- As a pure-play solutions provider, we refrain from directly marketing and selling RTX products and solutions to end-users. Our primary focus revolves around serving as an ODM/OEM for our customers and as a true partner we tie our earnings to our customers' market success.

# How we work



# Customers and Partnerships

## Global B2B customers

RTX's wireless solutions enable our B2B customers to market **reliable**, **secure**, and **scalable** systems with **seamless integration** to meet their specific communication and monitoring needs and respond to market demands.

