

Corporate Overview 2018-2019



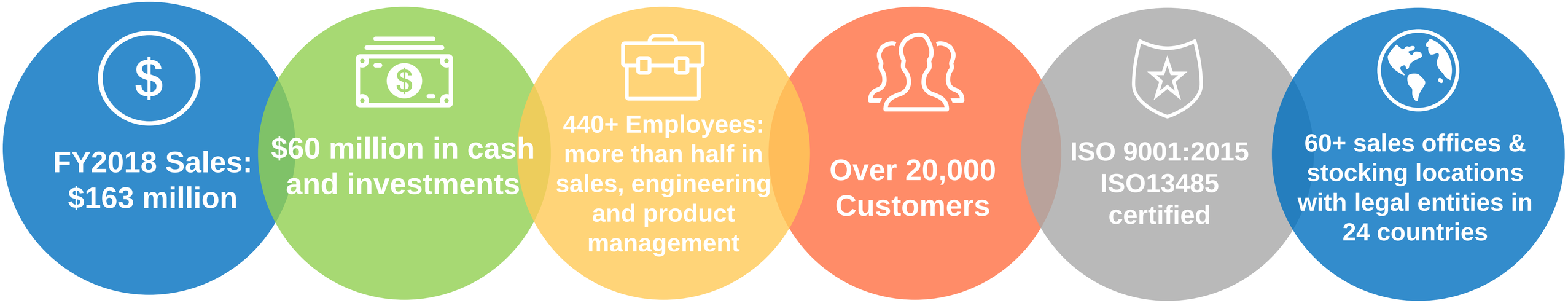
ENGINEERED SOLUTIONS

We provide power, microwave, and imaging solutions to industries worldwide.

The Company's strategy is to provide specialized technical expertise and "engineered solutions" based on our core engineering and manufacturing capabilities. Richardson provides solutions and adds value through design-in support, system integration, prototype design and manufacturing, testing, logistics, and aftermarket technical service and repair through its global infrastructure.

Richardson Electronics

Facts & Figures



NASDAQ: RELL

Strong Balance Sheet

Headquarters in LaFox, IL

Worldwide in both OEM and End-user Markets

Certified Experts

We are Global

Richardson Electronics

Strategic Direction:

Become a leading healthcare and power and microwave technology company with long term sales and earnings growth potential.

- Organic Growth
  - Product line expansion
  - Leverage relationships with 20,000 customers globally
  - Expansion of manufacturing resources and capabilities
- Formation of New Partnerships
- Acquisitions

"Our highest return on investment will be achieved by leveraging the power of our global infrastructure and capitalizing on the strength of our customer relationships."

— Edward J. Richardson, Chairman, CEO

Our Business Units

Power & Microwave Technology

- Power grid and microwave tubes
- Power and microwave products for niche global markets
- Partnering with leading technology suppliers
- New solid-state technology
- Global engineering and design support

Healthcare

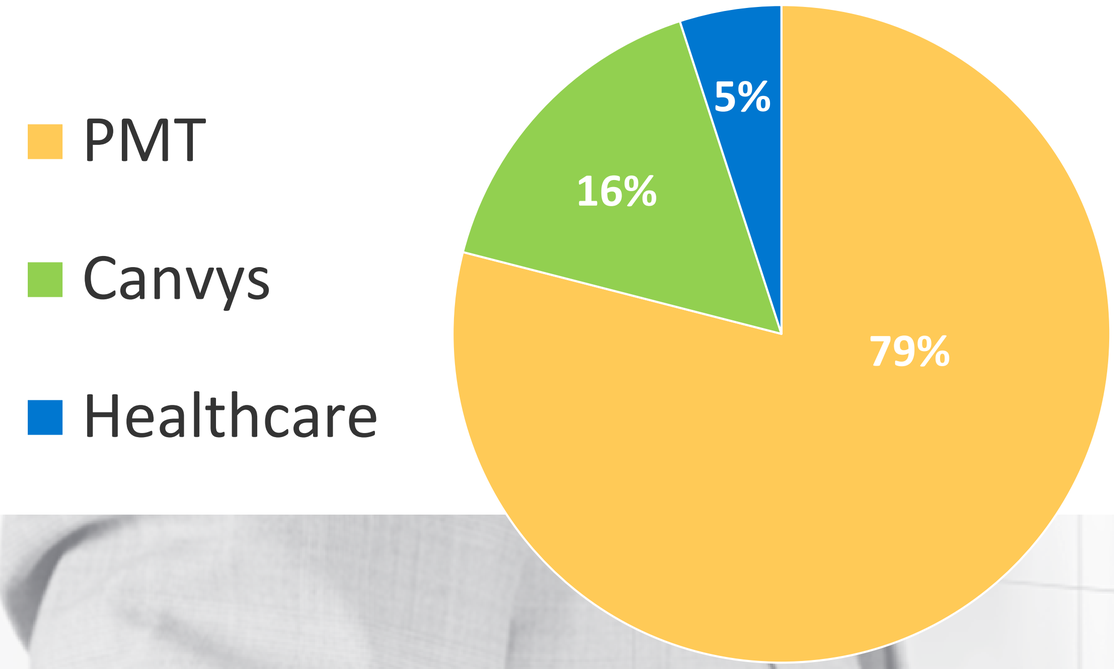
- Diagnostic imaging replacement parts
- CT service training and technical support
- CR to DR upgrade solutions
- CT and MRI replacement tubes

Canvys

- Custom display solutions
- All in one computer display solutions
- Engineering design and support

Richardson Electronics

Sales By Business Unit



As a public company, we are committed to increasing shareholder value and return on investment, while growing sales and earnings in each business unit.



Our Value Propositions



We manufacture and distribute the highest quality products in the markets we serve.



Our employees are dedicated to customer service. Local languages, local currencies, local people.



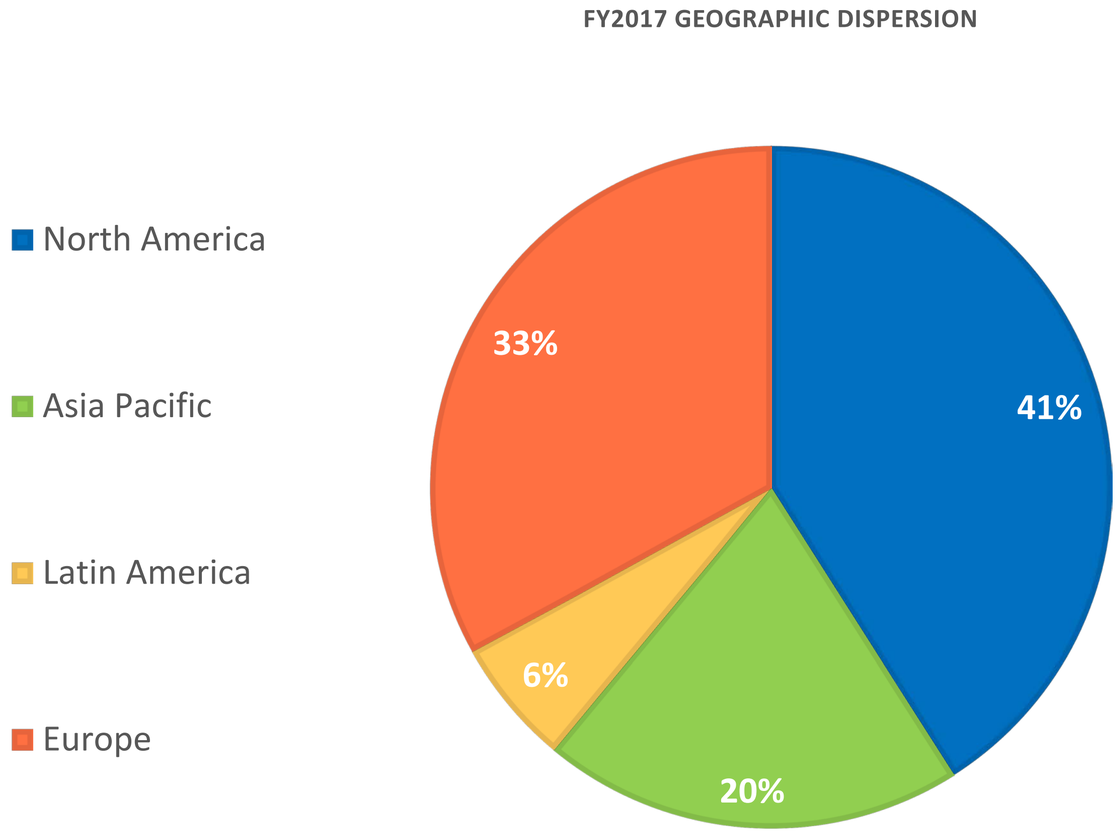
We enable the lowest possible cost of ownership by providing an alternative to the OEM.

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We Are Global

Richardson Electronics has a strong international presence with nearly 60% of revenue generated outside the US.

We employ local field sales engineers throughout the world who work side by side with customers, and we maintain strong strategic partnerships with the leading manufacturers.

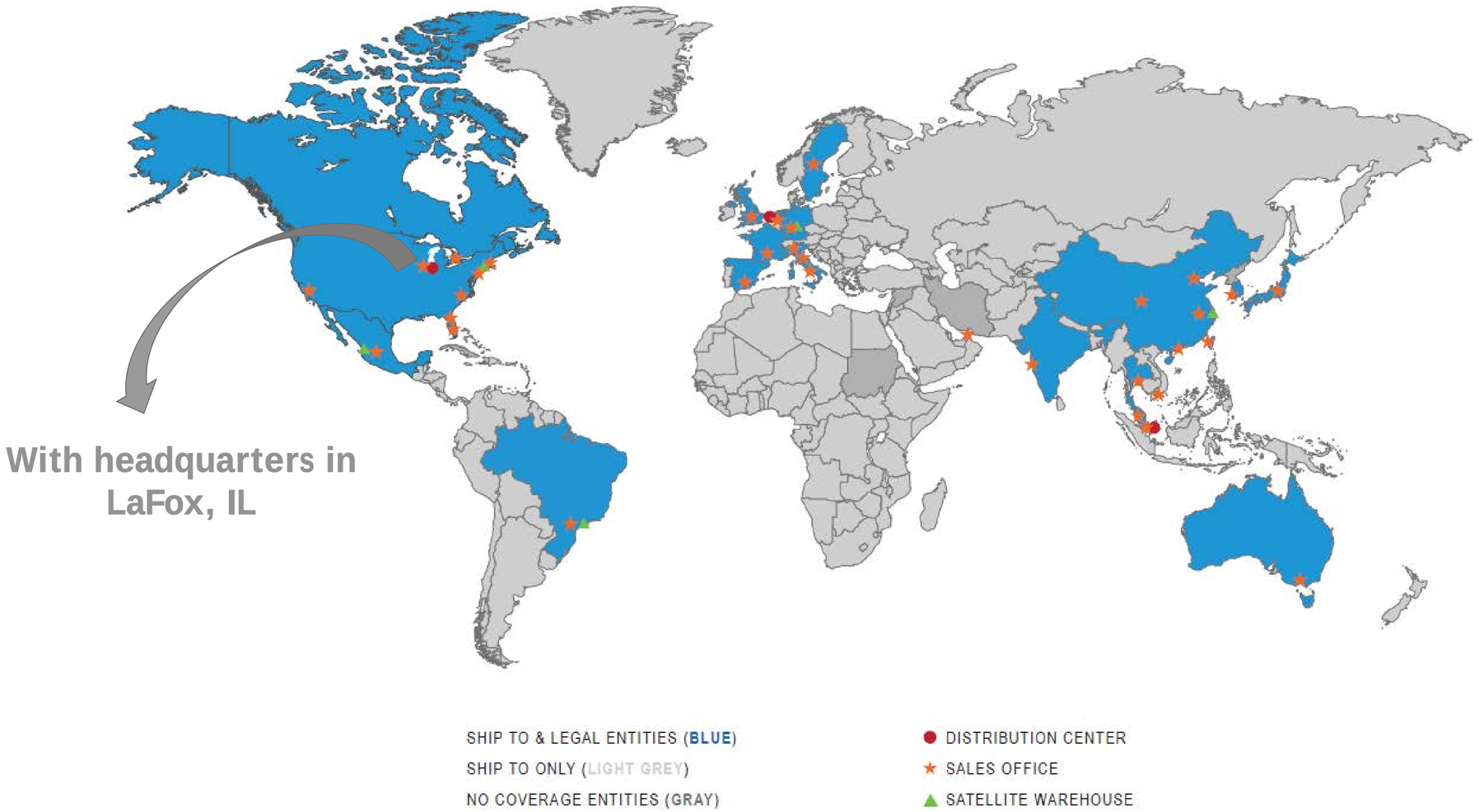


Richardson Electronics

We Are Local

More than 60 sales offices & stocking locations

Legal entities in 24 countries



Richardson Electronics

Global Supply Chain

We are the importer of record in 24 countries with international distribution hubs in…

North America: Illinois | South Carolina

Asia: Hong Kong | Singapore

Europe: Amsterdam

Satellite stocking locations in…

South America: Brazil

China: Shanghai

Emergency stock in all locations

Shipment to any location worldwide in one to three business days

Transactions in local language, local currency

Maximum flexibility including small quantity orders

ECCN items flagged for export control

Global IT Infrastructure

Customer and product information includes:

- Global visibility: real time system for managing customers from quote through orders
- Sales and quote history
- Call notes; quote and call follow up and prompting
- Design tracking
- Product availability; ability to see committed, reserved, available, on order
- Pricing in local currencies converted against the dollar every day
- Local stock shown in local currency
- Data is easily exchanged in many ways to identify opportunities and facilitate design wins

Global Engineered Solutions

Engineering

Global field engineering support for leading technology suppliers

Solving customer problems with design-in components and custom-engineered solutions

Meeting both technical and cost expectations

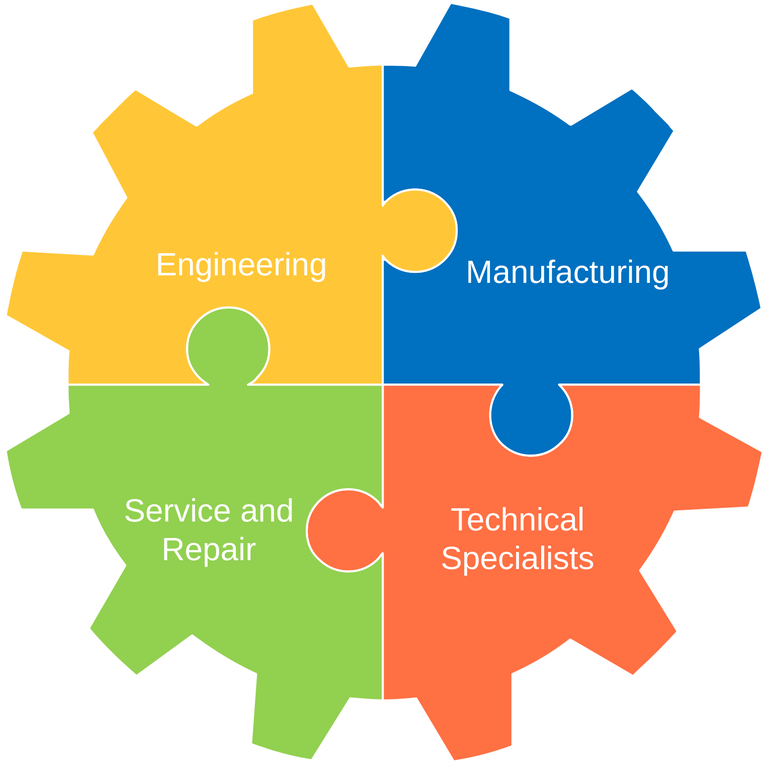
Service and Repair

Traveling wave tube (TWT) amplifiers and related equipment for the Satellite Communications market

CO_2 laser components

Diagnostic imaging equipment high value replacement parts

LCD displays



Manufacturing

Highly specialized, high-mix, low-volume manufacturer

State-of-the-art 240,000 sq. ft. manufacturing facility

RF and microwave components and subsystems

Electron tubes, vacuum devices, power supplies

Custom LCD displays

Technical Specialists

Building and testing components and subassemblies

High power/high voltage

Linear accelerators

Thermal management

Microwave generators

Richardson Electronics

What Our Clients are Saying

“

Richardson Healthcare provides reliable, cost-saving solutions for each phase of the imaging equipment lifecycle. Whether you are upgrading to a new system, selling or trading your current one, looking for parts to maintain it or need assistance on de-installation or transport, they can help you find the best answer.

CT Modality Manager

“

Developing customer and market intimacy is critical to ongoing sales success. Richardson Electronics has proven they are more than a simple distributor through their excellent demand creation, product introductions and ongoing global customer support. We are pleased to partner with RELL to enable customers, and extend MACOM’s Aerospace & Defense business success

Jack Kennedy
SVP / GM Aerospace & Defense
MACOM

“

Working with Canvys has accelerated our time to market. Not only have they manufactured the display for us but their engineering design and consulting services have been a valued resource and an important supplement to our internal resources.

VP Sales and Marketing
Advantec Computer Systems

OUR STRATEGIC BUSINESS UNITS

Power & Microwave Technology

Power & Microwave Technology (PMT)







- The leading distributor of power grid and microwave tubes and related consumable parts. Formerly the Electron Device Group (EDG).
- Bringing key technologies to the world for power, microwave niche applications
- Highly specialized in demand creation for new technologies in power management
- Global provider of Engineered Solutions focusing on industrial tube manufacturing, microwave generators, power supplies and customer specific parts and assemblies
- Solutions for Alternative Energy, Broadcast/ Communication, Industrial Equipment, Marine/Avionics, Medical and Semiconductor markets
- Technical service for medical, military, satellite communication and scientific markets



Electron Device Group

- Power Grid Tubes
- Magnetrons
- Klystrons
- Hydrogen Thyratrons
- Traveling Wave Tubes
- High Voltage Capacitors
- CW/Pulsed Microwave Products
- Waveguides
- Microwave Generators
- Cathode Ray Tubes

RF & Microwave

- Semiconductors - *GaN, SIGe, GaAs, CMOS SOI*
- Frequency Conversion
- Test & Measurement Products
- Capacitors – *High Q*
- Microwave Generators
- Cable Assemblies
- Connectors & Adapters
- Resistors & Terminations
- Thermal Management

Power Technologies

- Semiconductors – *IGBT, MOSFET, SCRs, Rectifiers*
- Semiconductors – *SiC, GaN, Silicon*
- Semiconductors – *Discrete, ICs, Modules*
- Capacitors – *Film & Electrolytic*
- Ultracapacitors
- Power Resistors
- Current & Voltage Sensors
- Magnetics
- Thermal Management

Global Partners

RF & MICROWAVE

Anokiwave
MACOM Partners from RF to Light
IDT
Qorvo
AMO AMOTECH
Anaren
dynawave
俊科 SHX
tuyue
WanTcom, Inc.
LiConn
Infiniti Microwave

POWER SEMICONDUCTORS

starpower
transphorm
GlobalPower Technologies Group
USCi United Silicon Carbide, inc.
CSR Times Electric
NATIONAL ELECTRONICS
APS APPLIED POWER SYSTEMS, INC.
BONITRON

PASSIVES

IOXUS
Tecate Group The power of the future. Today.
F&T FTCAP FISCHER & TAUSCHE CAPACITORS
NATIONAL ELECTRONICS
LS Mtron
EXXELIA GROUP
CDE CORNELL DUBILIER
OHMITE
HIGH ENERGY CORP.
JENNINGS TECHNOLOGY
Morgan Advanced Materials
VISHAY
Vishay: ESTA and Draloric only

ELECTRON TUBES AND COMPONENTS

CPI Eimac
EXCELITAS TECHNOLOGIES
GE
JRC
L3 Electron Devices
THALES

Key Customers







































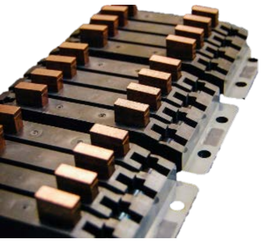
Healthcare

Healthcare

Richardson Healthcare helps lower the cost of healthcare delivery with high value parts, upgrades and training solutions for hospitals and third party service providers.







Products

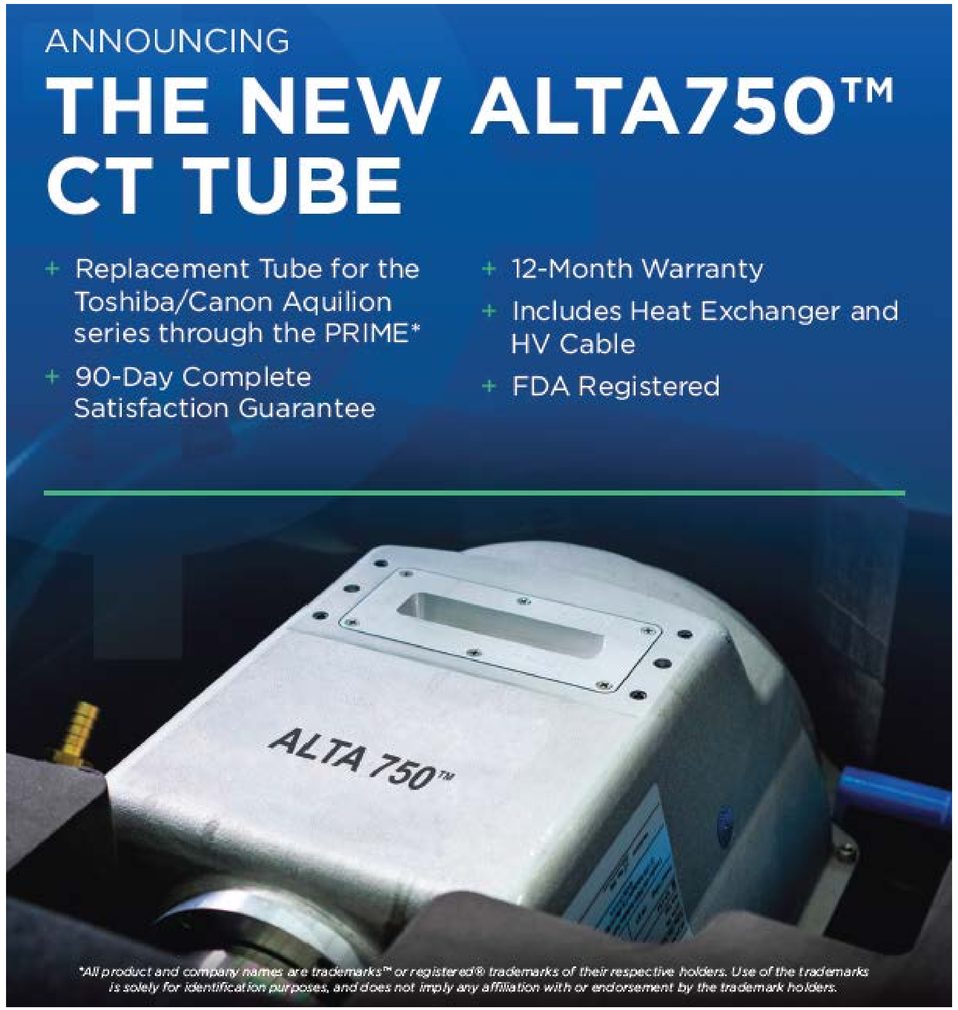
- **Diagnostic Imaging Replacement Parts**
  - **CT**
    - **Parts and Tubes**
    - **Heat Exchangers**
    - **Brush Blocks**
    - **Systems**
  - **MRI**
    - **Parts and Tubes**
    - **Coils**
    - **Cryogen Components**
- **Digital Radiography Solutions**
  - **CR to DR Upgrade**



Richardson Electronics
HEALTHCARE

THE NEW ALTA750™ CT TUBE

*The ALTA750 is a form, fit and function replacement for the Toshiba/Canon Medical Systems CXB-750D/4A CT tube, also known as the Varex Imaging MCS-7078 tube.**



ISO 13485: 2016 CERTIFIED



Richardson Electronics
HEALTHCARE

Providing OEM quality replacement parts and training to support in-house clinical engineering and 3rd party equipment maintenance companies

Our Services List: Healthcare

- QA3™ Certified Replacement Parts
- Depot Repair & Refurbishment
- CT Service Training
- Retrofits and Upgrades
- 24/7 Technical Support
- Logistical Solutions

Richardson Electronics
HEALTHCARE



Parts and training facilities in the US and Europe to best support customers

Proprietary QA3 testing program means the industry's top quality rates

Technical support available 24/7/365 from our expert engineers

Every part shipped is packaged like a new product; quick delivery nearly anywhere in the world

Richardson Electronics
HEALTHCARE

Key Customers

aramark

Banner Health

CONSENSYS IMAGING SERVICE

crothall healthcare

GE Healthcare

Intermountain Healthcare

McLeod Health

NOVANT HEALTH

PHILIPS Healthcare

sodexo

TriMedx

Trinity Health



Canvys

[kan-vis]

Canvys – Visual Technology Solutions

Canvys develops custom display solutions for Original Equipment Manufacturers (OEMs). We evaluate each customer's unique needs and craft the right solution.









Custom Product Options

- Display sizes from 5” to 82”
- Custom Enclosures
- Touchscreen Integration
- Protective Shield Integration
- Open Frame

- Controllers | IOs | PC Integration
- Stands | Bases | Mounting
- Panel/Front & Rack Mount
- Panel PCs
- Housings



canvys®
visual technology solutions
A Division of Richardson Electronics

Our Services List: Canvys

- Custom Display Engineering
- Integration – Touch/Protective
- Prototype Design & Testing
- Product Sourcing
- End of Life Management
- Needs Assessment & Consultation
- Custom Manufacturing
- Custom Product Modification
- Technical Support
- Medical Certifications

canvys®
visual technology solutions
A Division of Richardson Electronics

Canvys | Markets Served

- Medical OEM
- Military Defense and Aerospace
- Automation and Industrial OEM
- Financial/Stock Exchanges
- Marine Radar
- Transportation
- Aviation
- Retail/POS

Key Customers

Carestream Advanced Materials

Dräger

HOMAG GROUP

Honeywell

Medtronic

stryker®

VARIAN medical systems

ZEISS

canvys®
visual technology solutions
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Providing power, microwave, and imaging solutions to industries worldwide.



Thank you.