



Corporate Overview 2020-2021

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Interim Update 6/1/2021



Q3 FY21 YTD Key Highlights

Q3 FY21 YTD Facts & Figures



FY21 Q3 YTD Sales
\$126.5M
7% ahead of PY

**NASDAQ:
RELL**



\$47 million in cash
and investments
No change over
FY20 year end

**Strong
Balance Sheet**



400+ Employees
more than half in
sales, engineering
and product
management

**Headquarters
in LaFox, IL**



Over 20,000
Customers

**Worldwide in both
OEM and End-user
Markets**



ISO 9001:2015
ISO13485: 2016
Certified

**Certified
Experts**



Sales offices &
stocking locations
worldwide with legal
entities in 24
countries

**We are
Global**

Strong sales growth, income improvement and cash flow in spite of ongoing effects of COVID-19

FY21 Business Update



Power & Microwave Technology

- New product launch for wind turbine market: ULTRA3000[®]; ultracapacitor battery module
- Partnership with Battery Street Energy (BSE) for ultracapacitor battery replacement for generators
- Continued growth in PMG; 5G
- Semiconductor market strength driving increased sales of REL-manufactured products



Healthcare

- Unit Sales of ALTA750[®], first third party replacement tube for Canon CT scanners, increasing quarter over quarter; new record highs
- ALTA750G, second CT tube for newer Canon CT scanners, to launch late Summer/early Fall 2021
- Siemens repaired CT replacement tube program, one of the top two CT Scanner OEMs, to launch 2022



Canvys

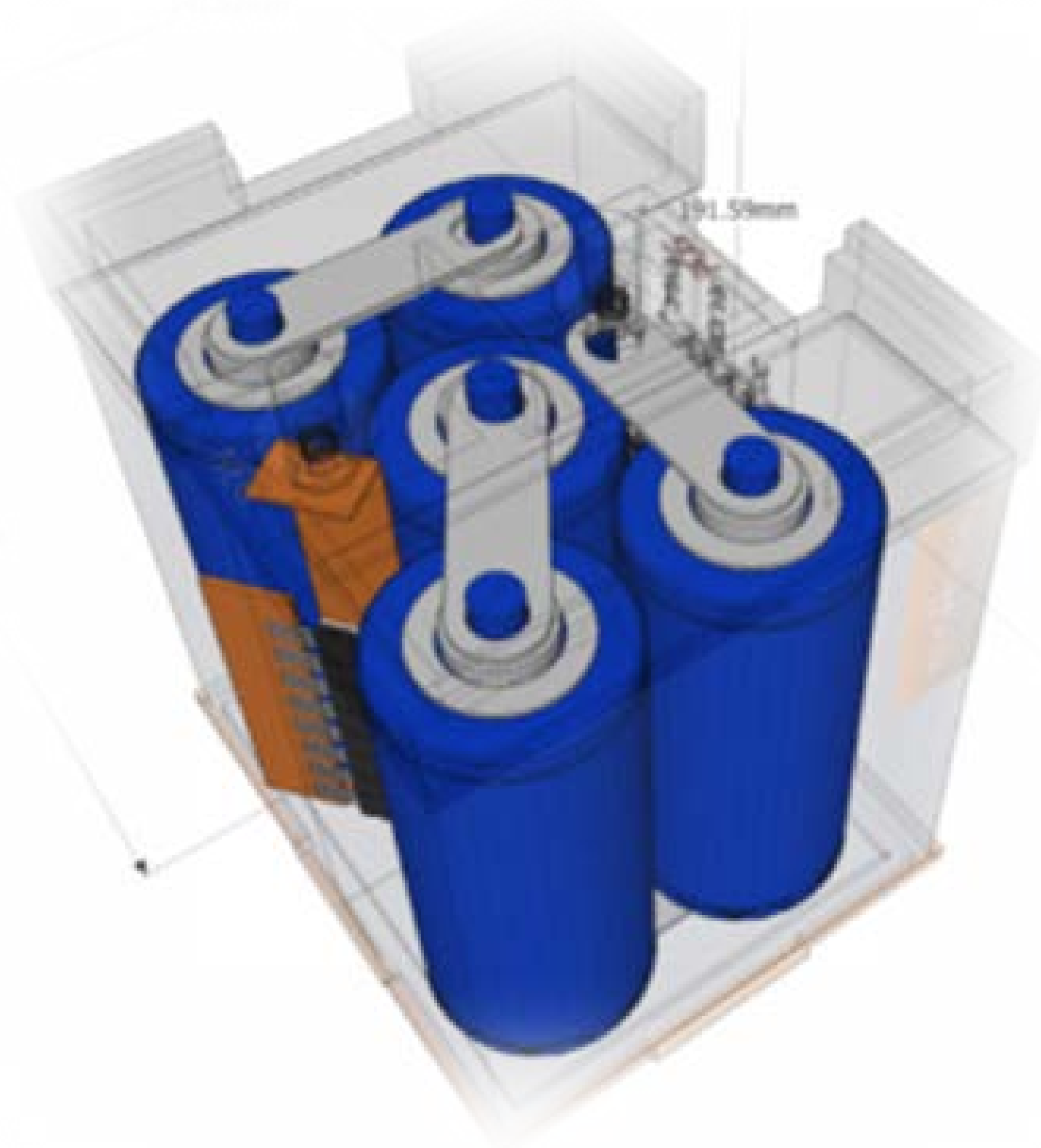
- COVID delayed some shipments; no lost business
- Strong sales in North America
- Strong backlog going into FY22

New Product Launch: ULTRA3000®



- ULTRA3000® was created to go after the ultracapacitor battery replacement market within wind turbine generators (WTG)
- In under 14 months, we took a product from conception to working beta modules to over \$10M in shipments and backorders
- ULTRA3000® is a direct replacement for acid/lead batteries within the GE 20 and 30 Nm pitch systems
- The ULTRA3000® significantly enhances the reliability of the electric pitch control system for the wind turbine blades
- With the success of ULTRA3000® REL is continuing to develop new products within niche energy storage markets
- Patent-pending technology
- Configuration: 12-18 modules per turbine
- Market potential
 - Current design is for GE wind turbines (GE has estimated 60% market share)
 - North America SAM is \$85M
 - The replacement of batteries with ultracapacitors in WTG's follows the expiration of GE's warranty
 - The warranty period for a GE WTG is typically two (2) years

BSE Gen-Start Market Opportunity



- BSE Gen-Start is an ultracapacitor based replacement module for lead acid batteries in generators
- Patent-pending technology
- REL licensed **exclusively** for design support, manufacturing, and global sales and marketing
 - Uses REL experienced sales and marketing infrastructure
 - Aligns with Power Management and Healthcare teams
- Product to be launched in Q2/Q3 FY22
- Market launch and focus will be on wireless providers and critical facilities
 - Wireless Infrastructure (Cellular Base Stations Service Providers)
 - 2019: 395,562 cell sites, 15% (approx. 59k) with existing generators
 - AT&T/Verizon/T-Mobile (Sprint) and others expect to add 25-30k base stations in North America between 2021-2025
 - Critical Facilities
 - U.S. Hospitals total 6,090
 - U.S. Fire Stations/Municipalities total 58,150
 - May use more than one per site
- SAM - Wireless Base Stations \$42M
- SAM - Critical Facilities \$23M

Richardson Healthcare

CT Tube Programs

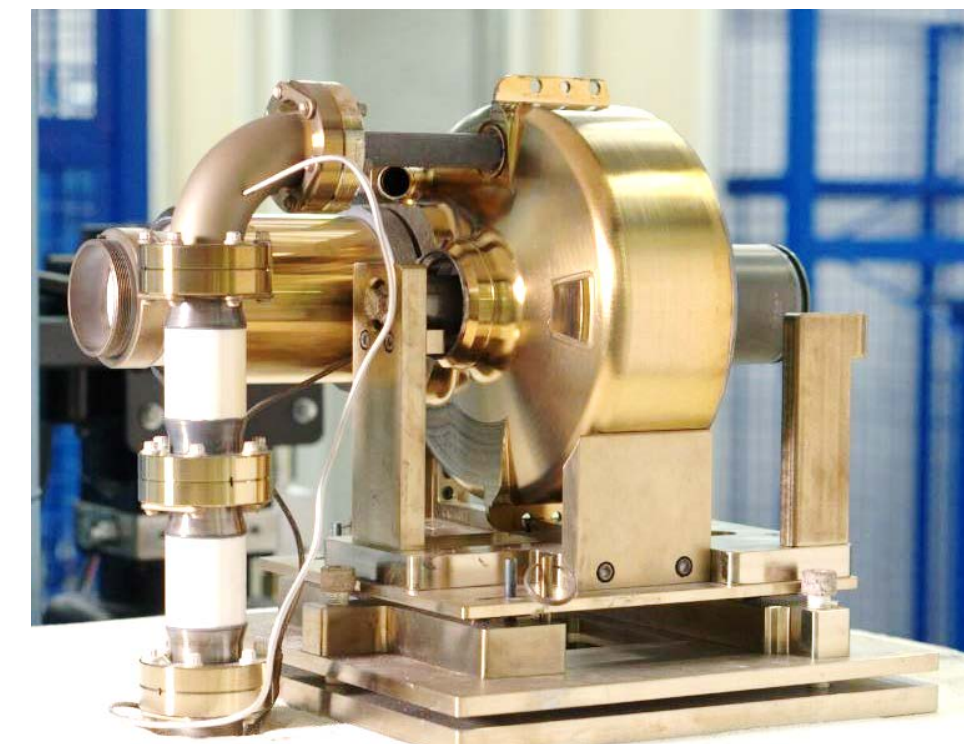
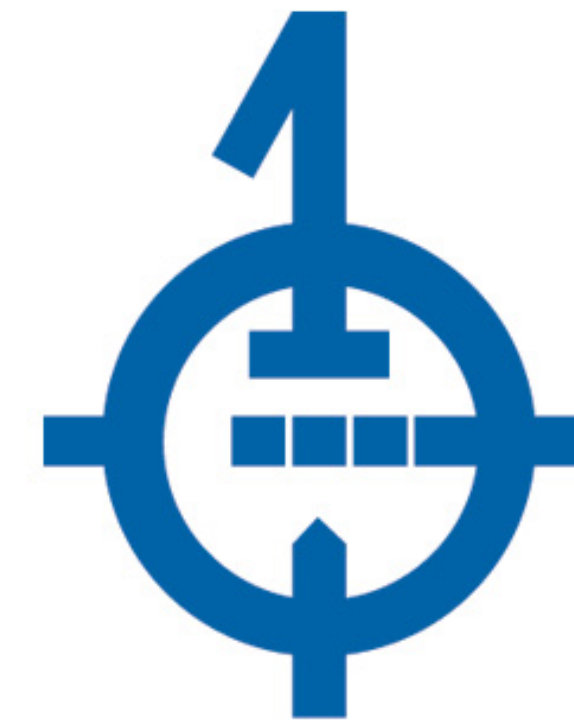
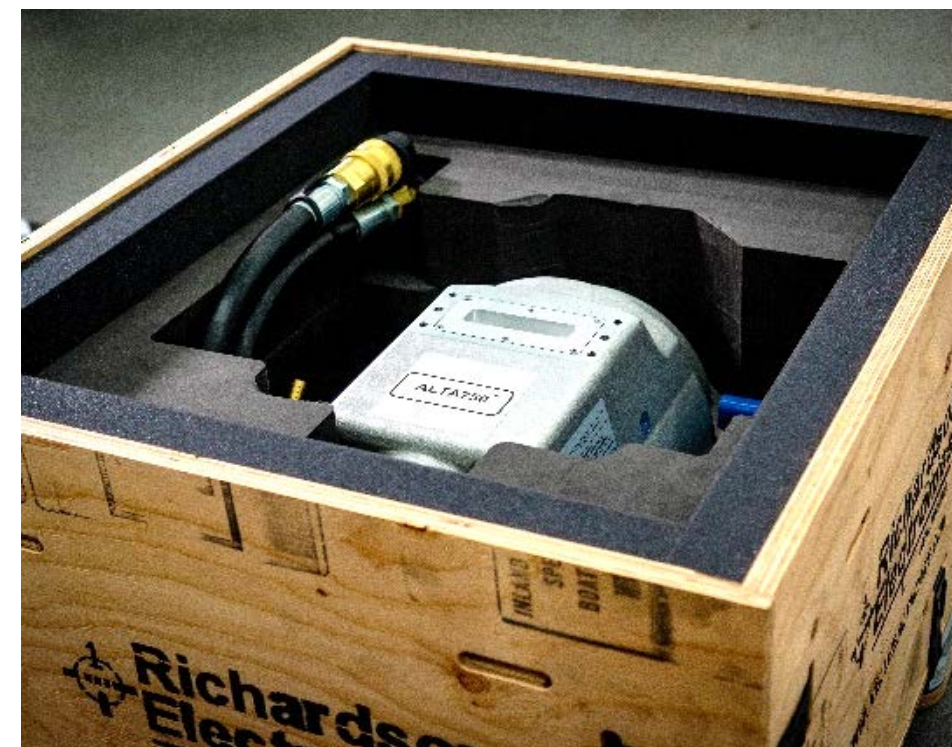
Compatible with OEM platforms

Form, Fit, Function Replacements

ALTA750D launched May 2018

ALTA750G launch Summer/early Fall 2021

Siemens Repaired CT Tube Program 2022



Detailed FY20 Company Overview



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.



FY20 Year End Facts & Figures



**FY2020 Sales:
\$156 million**

**NASDAQ:
RELL**



**\$47 million in cash
and investments**

**Strong
Balance Sheet**



**380+ Employees
more than half in
sales, engineering
and product
management**

**Headquarters
in LaFox, IL**



**Over 20,000
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**Worldwide in both
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**ISO 9001:2015
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**Sales offices &
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**We are
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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 management for Alternative Energy
- New GaN and SiC technology
- In-house manufacturing and partnering with leading technology suppliers
- Global engineering and design support



Healthcare

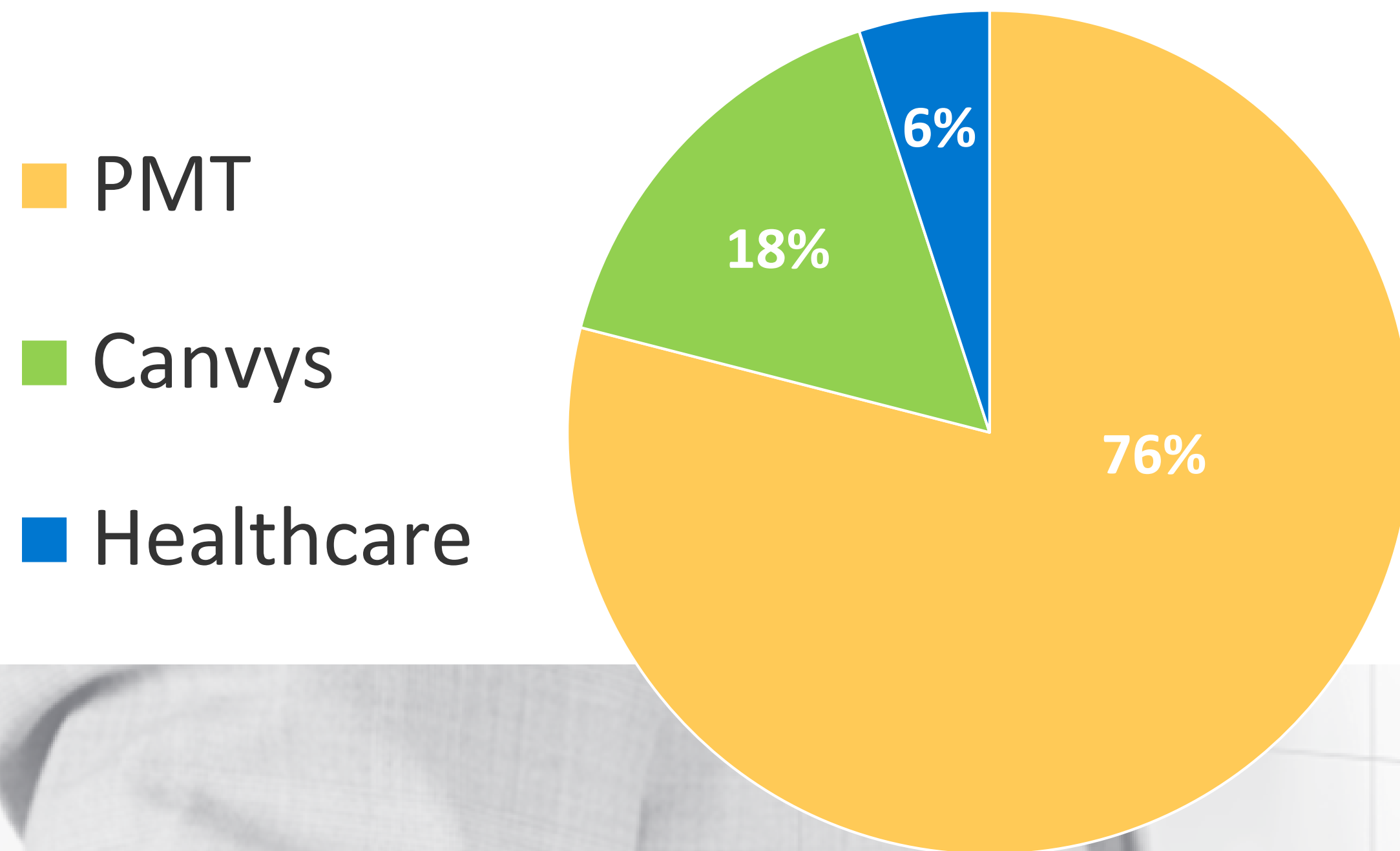
- Diagnostic imaging replacement parts
- CT service training and technical support
- CT and MRI replacement tubes



Canvys

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

FY20 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.



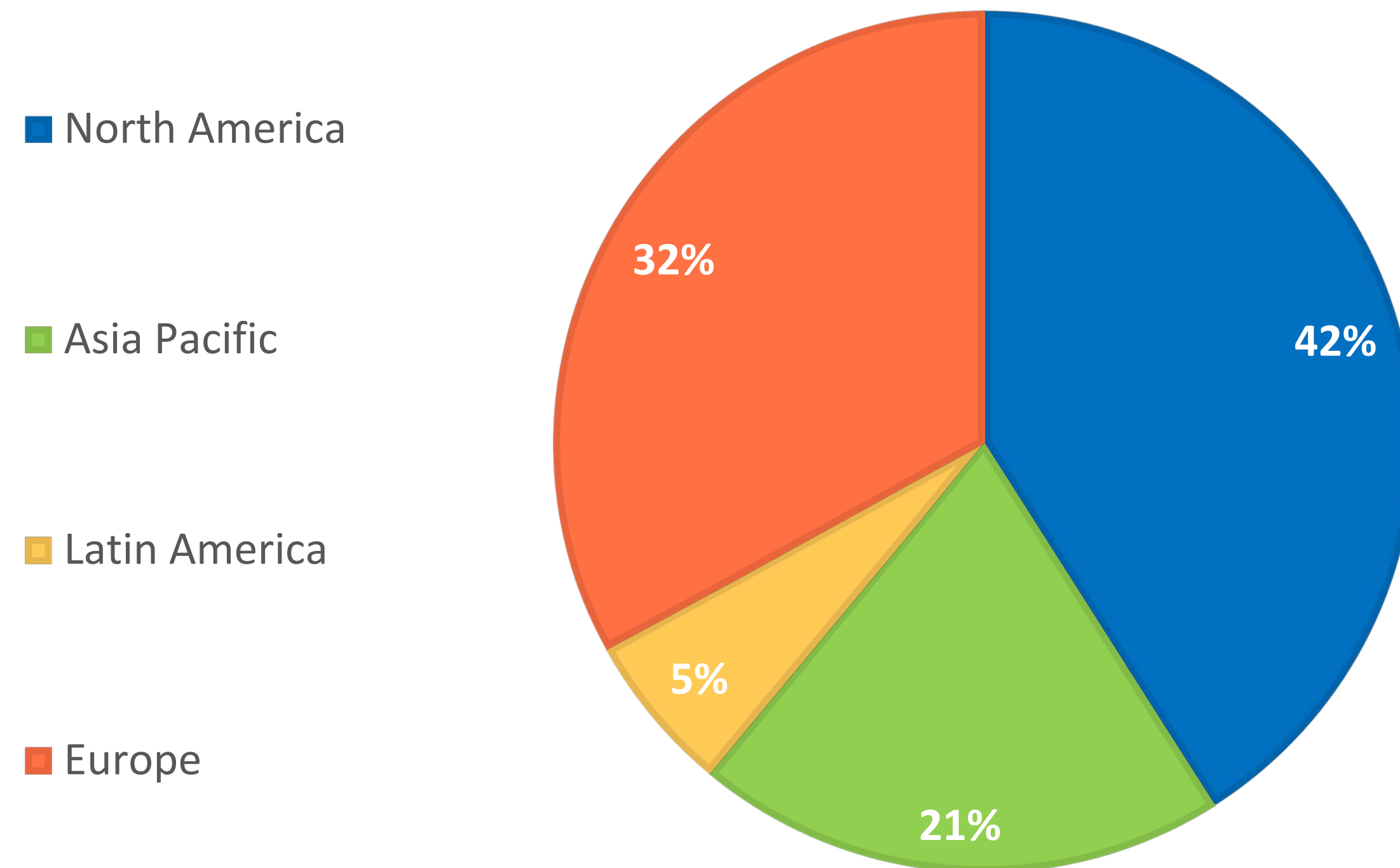
We enable the lowest possible cost of ownership by providing an alternative to the OEM.

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.

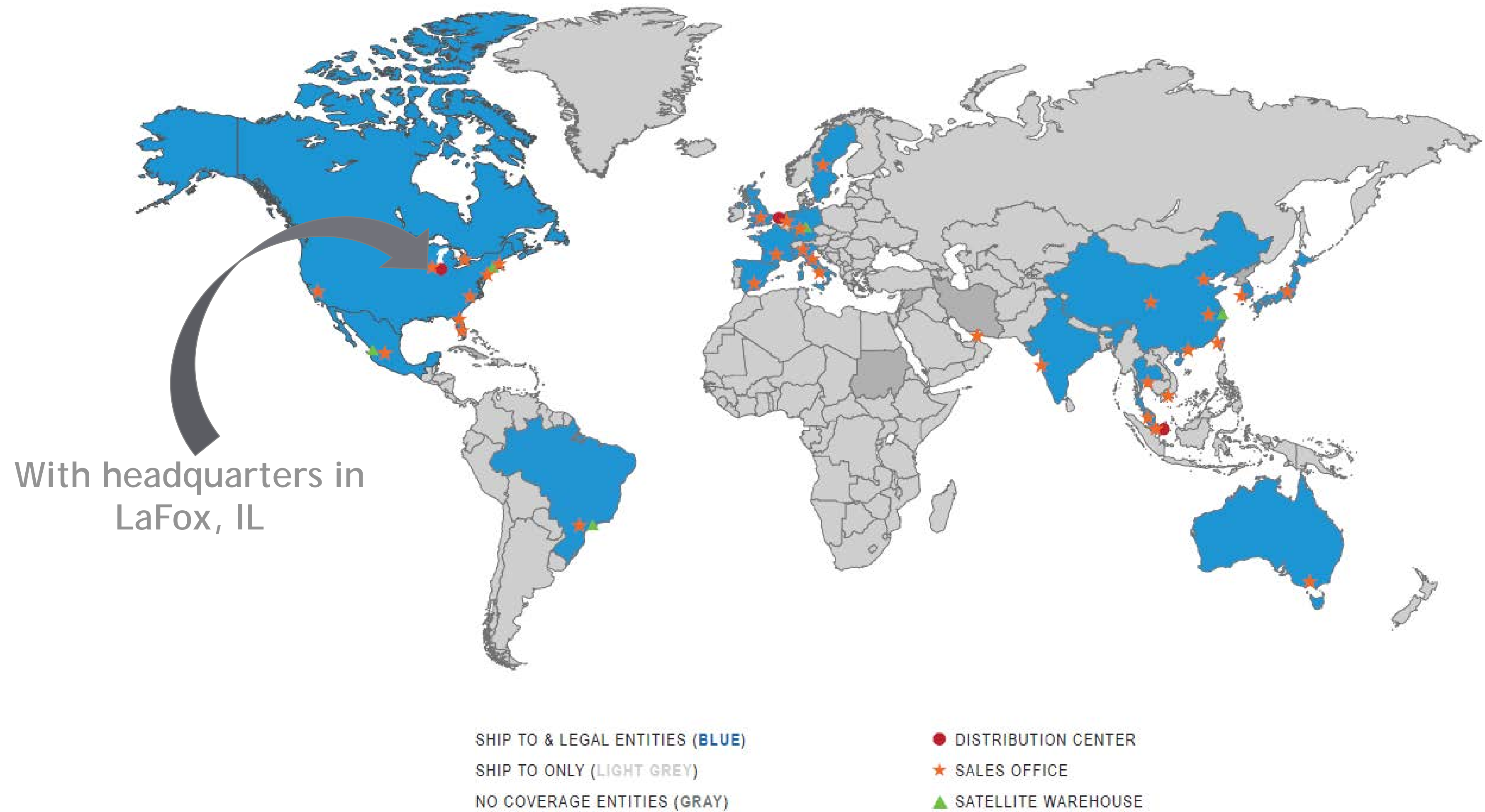
FY2020 – GEOGRAPHIC DISPERSION



We Are Local

More than
60 sales
offices &
stocking
locations

Legal
entities in 24
countries



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: The Netherlands | Germany



Satellite stocking locations in...

South America: Brazil

Asia: 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

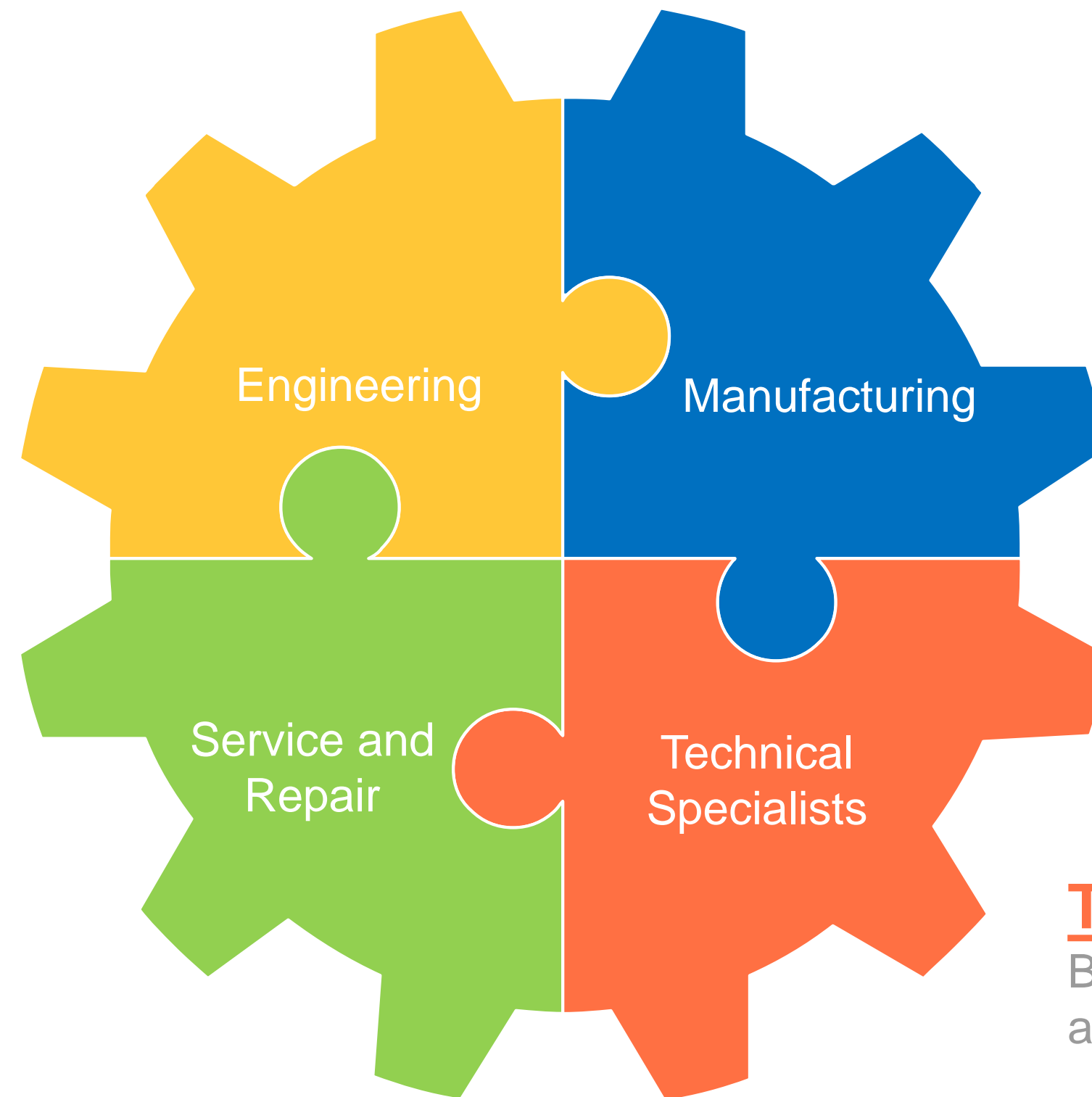
Service and Repair

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

CO₂ laser components

Diagnostic imaging equipment high value replacement parts

LCD displays



Manufacturing

250K sq. ft. facility

RF and microwave components and subsystems

Ultracapacitor battery modules for Alternative Energy

Electron tubes, vacuum devices, power supplies

CT tubes for healthcare industry

Custom LCD displays

Technical Specialists

Building and testing components and subassemblies

High power/high voltage

Linear accelerators

Thermal management

Microwave generators

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
VP/GM - RF&Microwave
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
Avantec 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
- Technical service for medical, military, satellite communication and scientific markets
- Global provider of Engineered Solutions focusing on industrial tube manufacturing, microwave generators, power supplies and customer specific parts and assemblies
- Solutions for Renewable Energy, Power conversion, Defense, Communications, Marine/Avionics, Industrial, Scientific, Medical and Semiconductor/ Plasma equipment markets
- We partner with manufacturers of leading edge and disruptive technologies. These technologies drive the latest innovations for our customers.



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*
- Cable Assemblies
- Connectors & Adapters
- Resistors & Terminations
- Thermal Management

Power Management

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

Global Partners*

RF & MICROWAVE



POWER SEMICONDUCTORS



PASSIVES



ELECTRON TUBES AND COMPONENTS



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Key Customers*



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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 for CT Scanners**

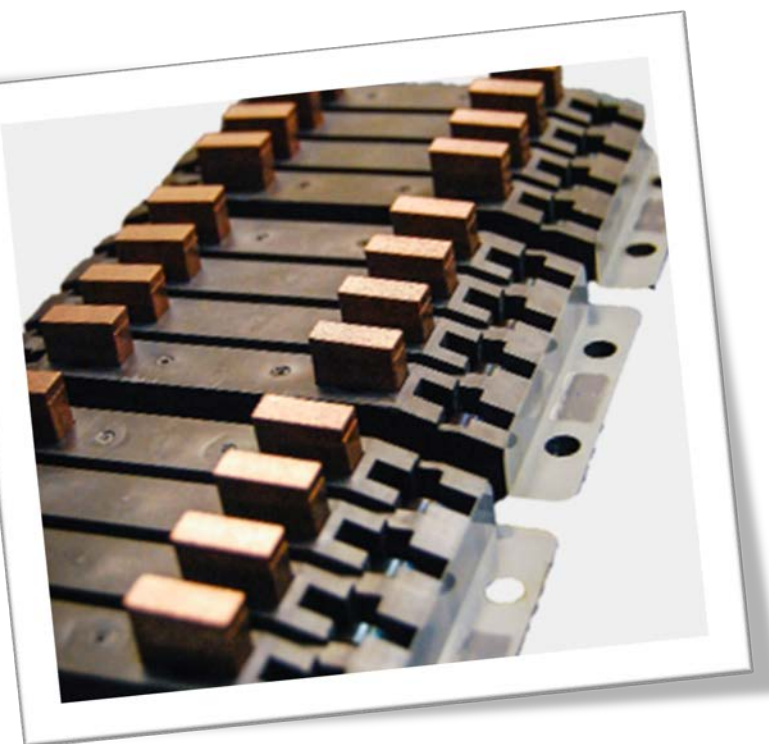
- **Tubes**
- **Parts**
 - Harvested, tested and stocked
 - Manufactured in house
 - Outsourced

- **Refurbished CT Systems**

- **Training Classes**

- **Varying levels of P3 contract coverage**

- Transactional
- Fixed fee—parts only
- Fixed fee—parts and tubes
- Fixed fee—all inclusive





THE ALTA750[®] CT TUBE

Designed to meet or exceed the performance of the original OEM tube.

- » The Richardson Healthcare ALTA750 replacement vacuum tube assembly is loaded into an OEM housing, to ensure full compatibility with the OEM CT system.
- » The ALTA750 comes with a warranty period of 12 months or 200,000 rotations, whichever comes first.
- » For a limited time, we will provide a 90-day Complete Satisfaction Guarantee: Customers for the ALTA750 will receive a 90-day, no questions asked, Complete Satisfaction Guarantee on their first tube purchased! Ask us for more details.
- » The ALTA750 tube is also available through our P3 Preferred Parts Partnership program. Contact us for more information about our P3 options and a quote today!

» FDA Registered



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.

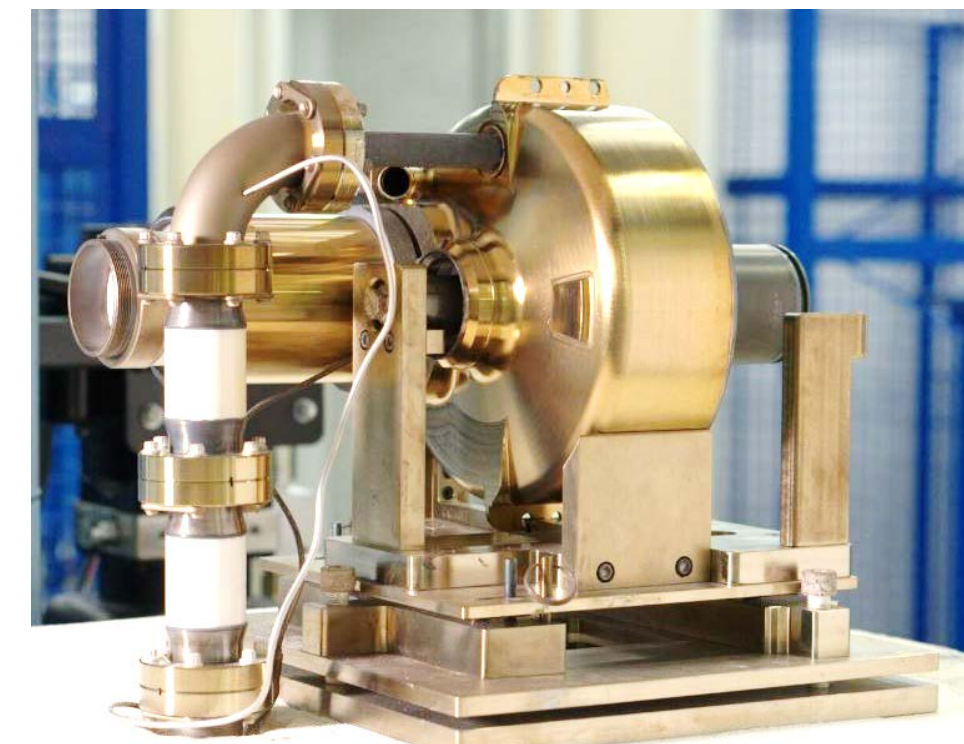
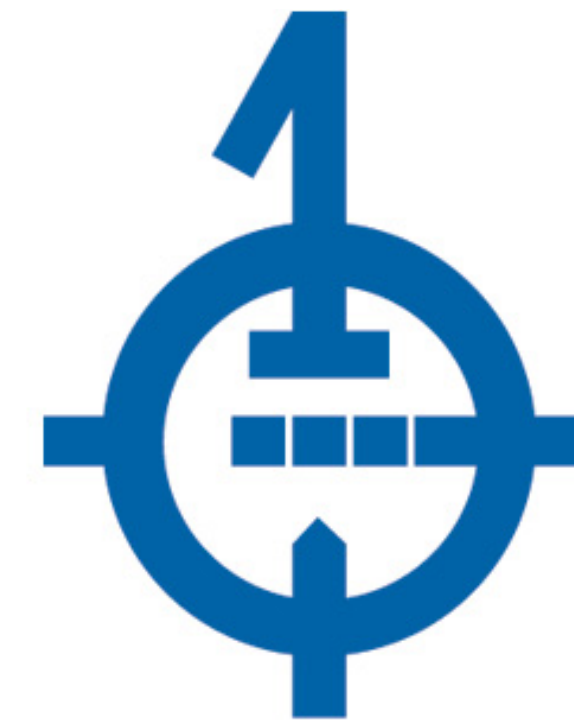
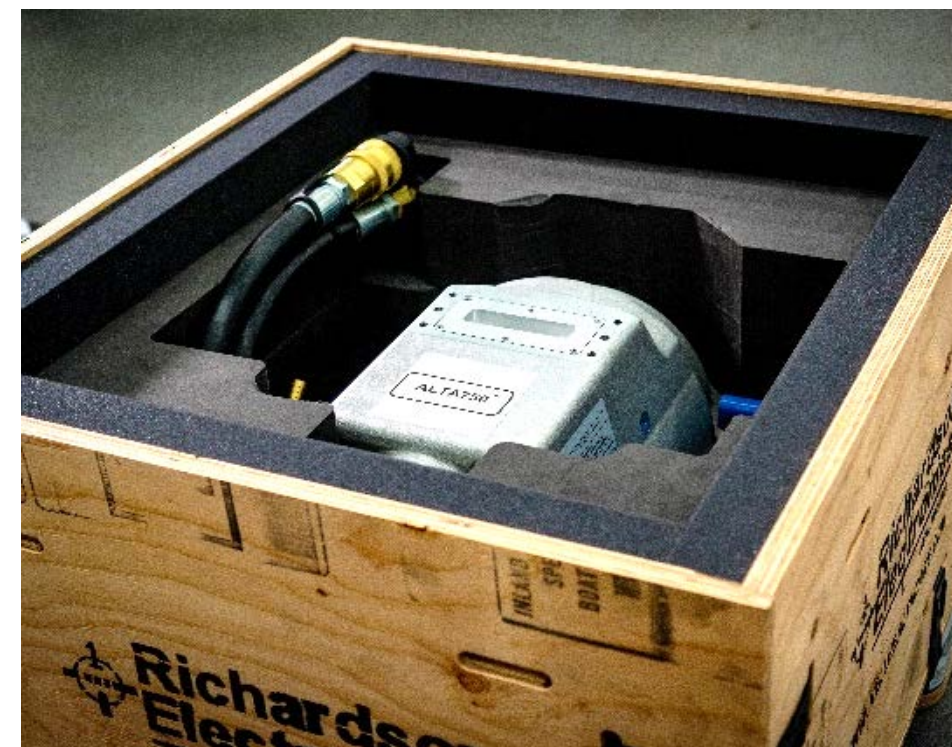


HEALTHCARE

*All product and company names are trademarks™ or registered® trademarks of their respective holders. Use of the trademarks is solely for identification purposes, and does not imply any affiliation with or endorsement by the trademark holders. All items must be replaced at the time of the installation in order to activate the ALTA750® tube warranty.

Richardson Healthcare
ALTA750[®]

Compatible with OEM platforms
from Toshiba Aquilion 4-slice
through the PRIME (Gen 1)



Includes a Heat
Exchanger and new HV
Cable Kit as a complete
tube assembly **

**All items must be replaced at the time of the installation in order to activate the ALTA750[™] tube warranty.

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



P3 – Parts & Tubes Contract



24/7 Technical Support



Installation Support



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

Key Customers*

| | | | | |
|--|--|---|---|---|
|  |  |  |  |  |
|  GE Healthcare |  |  |  |  |
|  |  |  |  |  |

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Canvys

[kan-vis]



Canvys – Visual Technology Solutions











Canvys develops custom display and All-In-One computer 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
- Optical Bonding
- Open Frame
- Controllers | IOs | PC Integration
- Stands | Bases | Mounting
- Panel/Front & Rack Mount
- Panel PCs
- Housings



Our Services List: Canvys

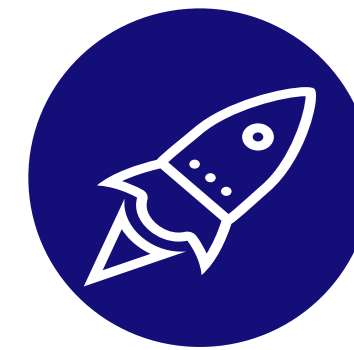
-  Custom Display Engineering
-  Integration – Touch/Protective
-  Prototype Design & Testing
-  Product Sourcing
-  End of Life Management
-  Needs Assessment & Consultation
-  Custom Manufacturing
-  Custom Product Modification
-  Technical Support
-  Medical Certifications



Canvys | Markets Served



Medical OEM



Military Defense and Aerospace



Automation and Industrial OEM



Financial/Stock Exchanges



Marine Radar



Transportation



Aviation



Retail/POS

Key Customers*



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Providing power, microwave, and imaging solutions to industries worldwide.

Thank you.