



# Sidoti & Company Winter Virtual Micro Cap Investor Conference

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December 8-9, 2021

Nasdaq: RELL

This overview includes certain “forward-looking” statements as defined by the Securities and Exchange Commission. Statements regarding the Company’s business which are not historical facts represent “forward-looking” statements that involve risks and uncertainties. For a discussion of such risks and uncertainties, which could cause actual results to differ from those contained in the forward-looking statements, see Item 1A, “Risk Factors” in the Company’s Annual Report on Form 10-K. The Company assumes no responsibility to update the “forward-looking” statements in this overview as a result of new information, future events, or otherwise.



# ENGINEERED SOLUTIONS

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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.

# Key Facts & Figures



**FY21 Sales  
\$176.9M Up 13.5%  
Prelim 1H FY22  
Sales \$107.7M**

**NASDAQ: RELL**



**\$36.4 million  
cash and  
investments<sup>1</sup>;  
no debt**

**Strong Balance  
Sheet**



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

**Headquarters in  
LaFox, IL**



**Over 20,000  
Customers**

**Worldwide  
OEM and End-User  
Markets**



**ISO 9001:2015  
ISO13485:2016  
Certified**

**Certified  
Experts**



**Sales offices & stocking  
locations worldwide;  
legal entities in  
24 countries**

**We are  
Global**

- *Company started in 1947; celebrating 75<sup>th</sup> Anniversary in CY2022*
- *Sold RFPD in 2011 generating significant cash for investment in growth initiatives*
- *Company nearly cash flow neutral in FY21*
- *Cash earmarked for future investments in growth initiatives*

<sup>1</sup>As of end Q1 FY22

# Our Business Units

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## Power & Microwave Technology (PMT)

- Power grid and microwave tubes (EDG)
- Power management for Alternative Energy, 5G (PMG; started in 2014)
- In-house manufacturing and partnering with leading technology suppliers
- Global engineering and design support
- Key supplier to semiconductor industry



## Healthcare

- Started in 2015; \$35M+ invested
- CT and MRI replacement tubes
- Diagnostic imaging replacement parts
- CT service training and technical support
- P3 Service Contracts for managing maintenance and repair costs
- State of the art manufacturing facility

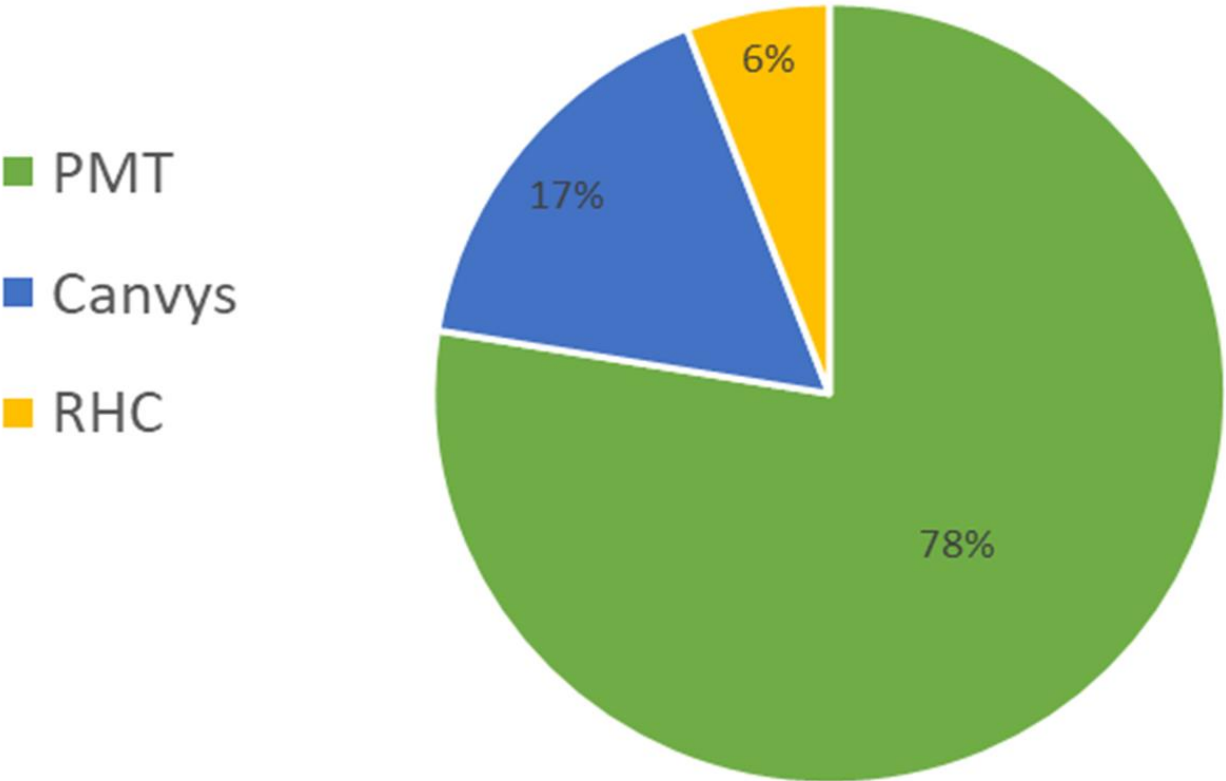


## Canvys

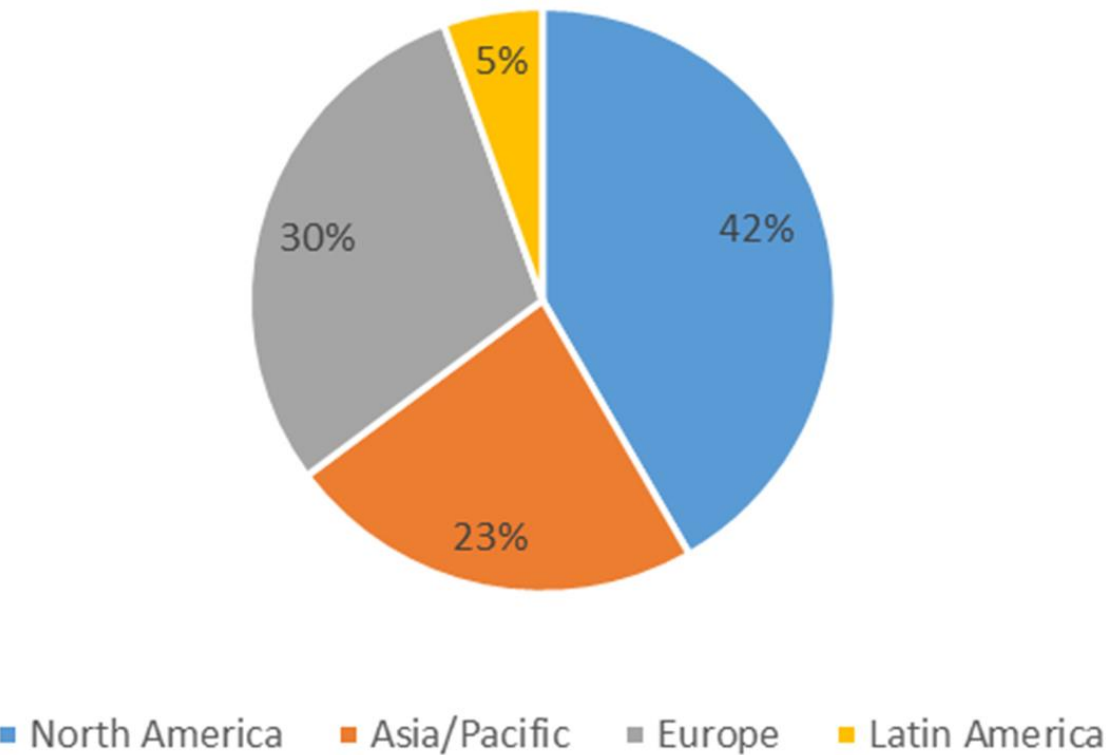
- Custom display solutions for healthcare, industrial, retail and transportation applications
- All-in-one computer display solutions
- Engineering design and support

# Financial Highlights

FY21 Sales by Business Unit



FY21 Sales by Geography



# Growth Highlights – PMT (EDG+PMG)

\$000

	Prelim 1H FY22	Prelim Q2 FY22	Q1 FY22	FY21	FY20
PMT Total					
Sales	\$ 84,746	\$ 41,737	\$ 43,009	\$ 137,279	\$ 118,480
Gross Margin	N/A	N/A	30.1%	33.5%	32.3%

## Revenue and profitability growth across all three business units

- Electron Device Group (EDG) recovered after slow start due to COVID; stable business with high returns
- Semiconductor wafer fab equipment market grew resulting in record year for high margin manufactured components (EDG); continued growth anticipated
- Power & Microwave Group (PMG) had excellent sales growth related to 5G and alternative energy
- Exited FY21 with strong backlog
- First Half FY22 strong supported by semiconductor wafer fab, growth in microwave products, 5G, launch of new technologies

# New Product Launch: ULTRA3000®

- Created to go after the ultracapacitor battery replacement market within wind turbine generators (WTG)
- Direct replacement for acid/lead batteries within the GE 20 and 30 Nm pitch systems
- Significantly enhances the reliability of the electric pitch control system for the wind turbine blades
- Product from conception to > \$10M in shipments and backorders in < 14 months
- Patented technology U.S. Patent No. 11,073,130 (the '130 Patent) **and U.S. Patent No. 11,193,471 (the '471 Patent)**
- Configuration: 12-18 modules per turbine; we can mix and match with legacy batteries
- Market potential
  - Current design is for GE wind turbines (GE has estimated 60% market share)
  - Global TAM for GE only is \$370M
- Moving into the EU and working on similar aftermarket modules for European turbine manufacturers such as Nordex, Senvion, and Enercon
- Developing more products within niche energy storage markets



# 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 Q3 FY22
- Market launch and focus
  - 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
  - Data Centers
  - Commercial Buildings
- TAM - \$250M



# Growth Highlights – Healthcare

\$000

	Prelim 1H FY22	Prelim Q2 FY22	Q1 FY22	FY21	FY20
Healthcare Sales	\$ 5,346	\$ 3,092	\$ 2,254	\$ 10,338	\$ 8,492
Gross Margin	N/A	N/A	24.3%	25.1%	24.4%

## Revenue and profitability growth across all three business units

- Healthcare manufacturing expansion continued
- Initial growth was slower than anticipated, but strong FY21 quarter-over-quarter CT tube sales; strong acceptance in Europe and expansion in China
- Positioned to launch two new tube programs in FY22
- Tube sales growth continues in FY22

Richardson Healthcare

# New CT Tube Programs

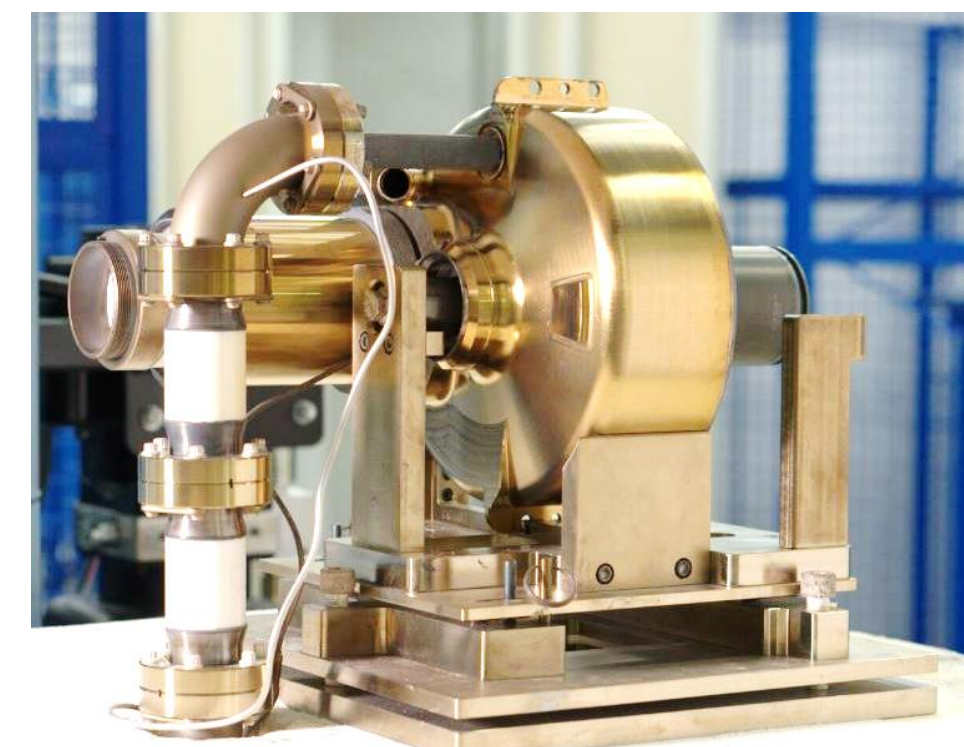
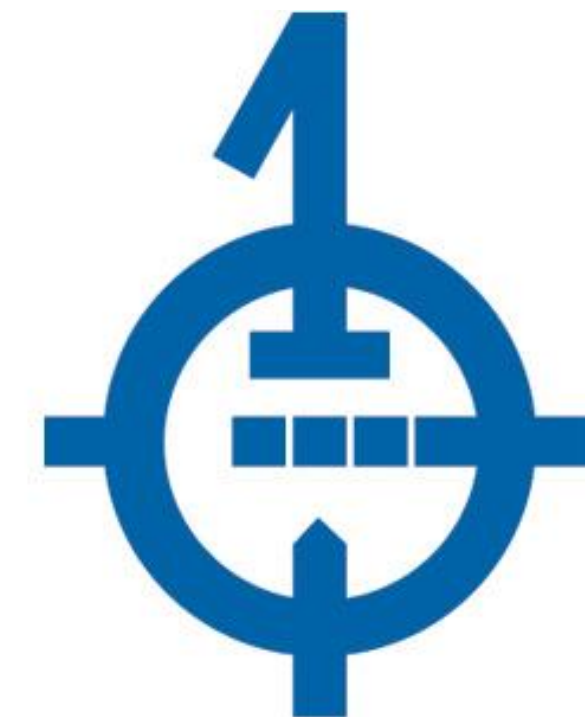
Compatible with popular OEM CT scanners

Form, Fit, Function Replacements

ALTA750D launched May 2018

ALTA750G launch February 2022

Siemens Repaired CT Tube Program 2022



# Growth Highlights –Canvys

\$000

	Prelim 1H FY22	Prelim Q2 FY22	Q1 FY22	FY21	FY20
Canvys Sales	\$ 17,591	\$ 9,150	\$ 8,441	\$ 29,319	\$ 28,926
Gross Margin	N/A	N/A	33.4%	35.0%	32.2%

Revenue and profitability growth across all three business units

- Canvys displays used in medical and industrial applications grew; expansion of blue-chip customer base
- Custom displays for each OEM
- Long term customers
- Record sales in first half FY22 with strong backlog

# 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
    - ✓ Expand range of alternative energy “green” solutions
  - Leverage relationships with 20,000 customers globally
    - ✓ Continue to support the core tube business
    - ✓ Be a preferred supplier to semiconductor wafer fab equipment customers
  - Expansion of manufacturing resources and capabilities
    - ✓ Healthcare
    - ✓ Semiconductor wafer fab
    - ✓ Alternative energy
- Formation of new partnerships
- Leverage existing global infrastructure
- Limit SG&A growth
- Preserve our cash and protect our balance sheet

## Why Richardson Electronics?

- Excellent growth projected for FY22
- Focus on new growth markets
- Strong operating performance
- Strong balance sheet-no debt
- Experienced management team
- Patented technologies
- Significant portion of revenue growth drops to bottom line
- Quarterly dividends
- Stock is undervalued

*“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



# Thank You

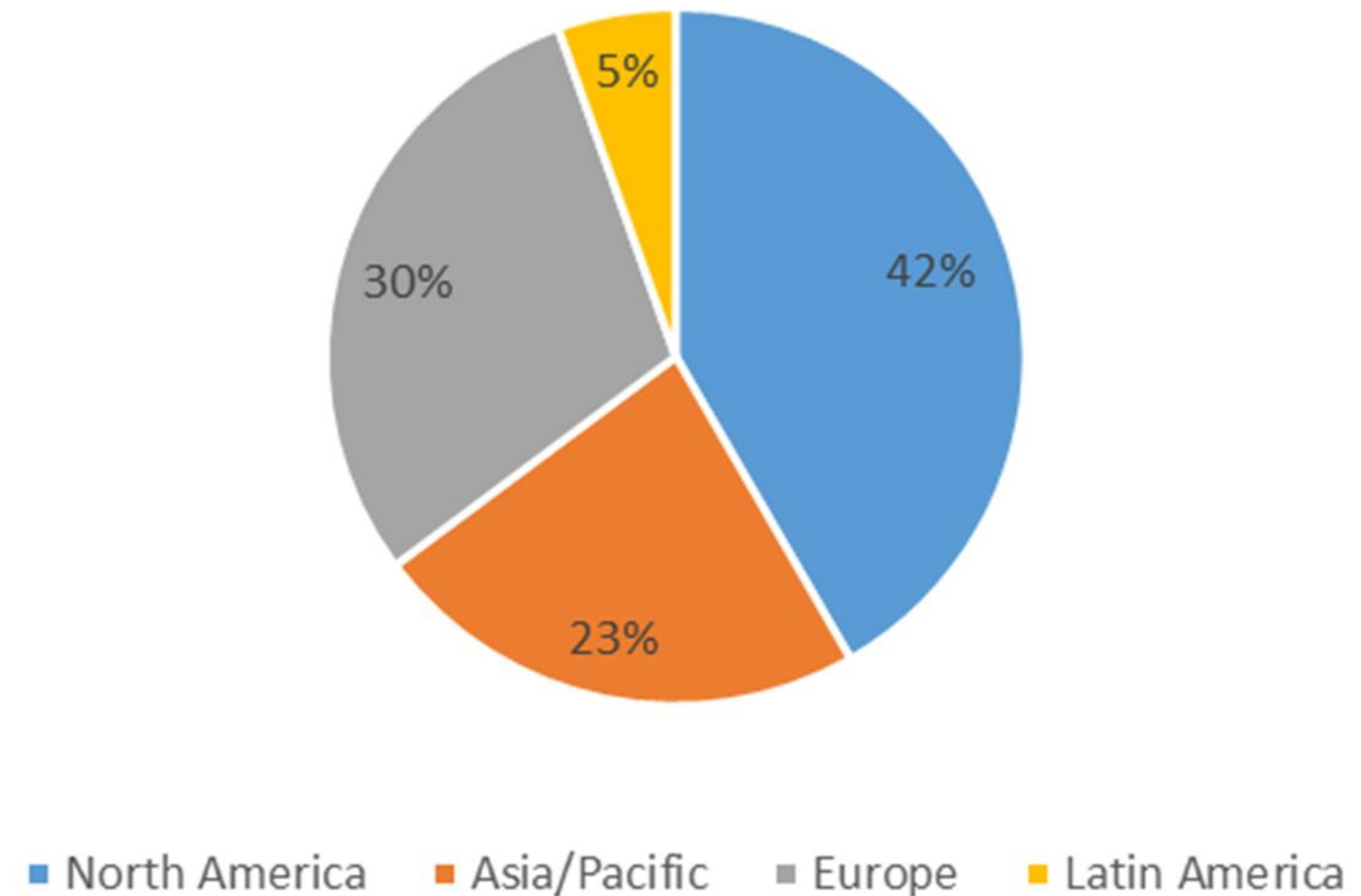
# Appendix: Detailed Company Overview

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

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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.

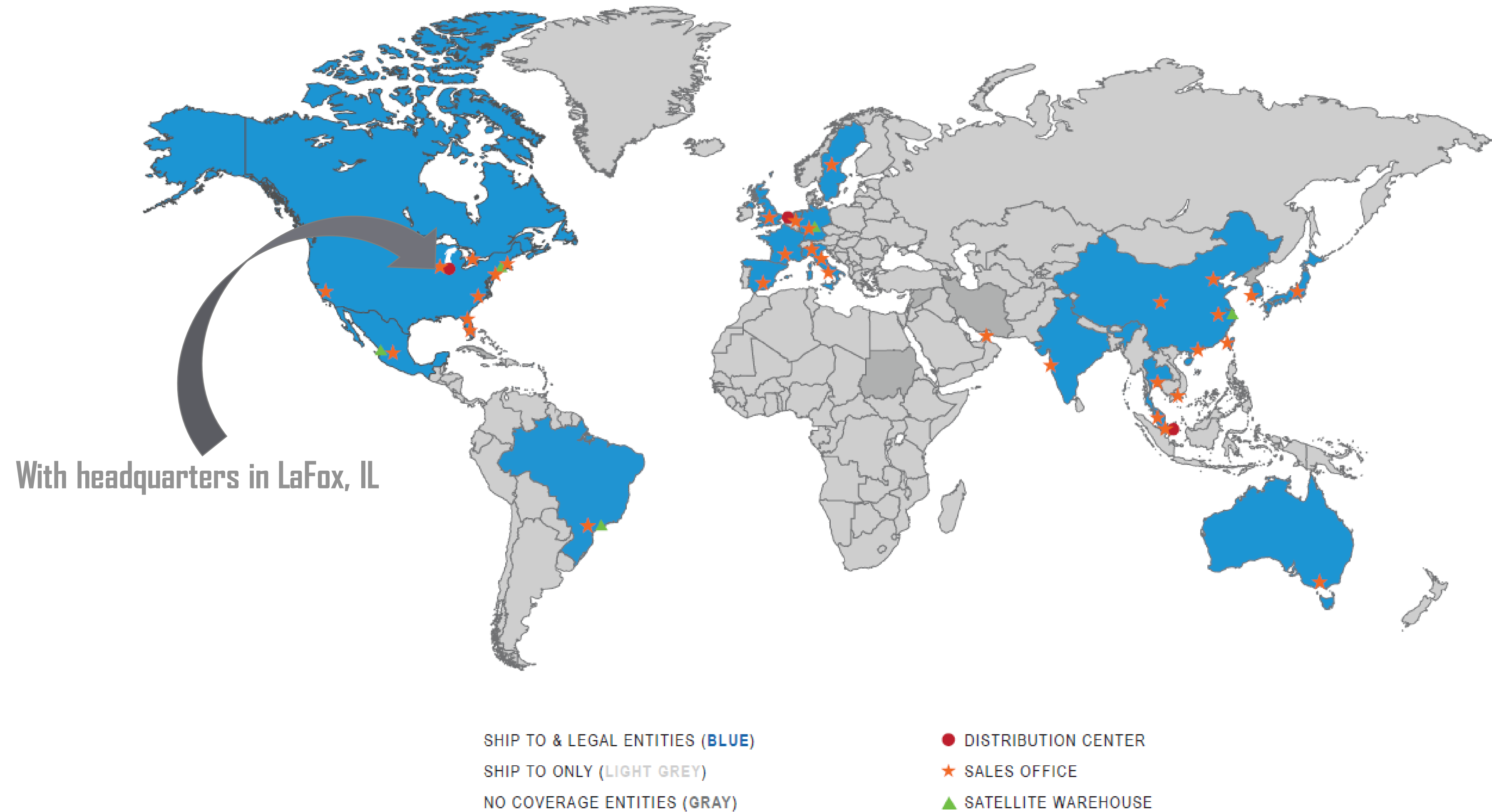
FY21 Sales by Geography



# We Are Local

More than 60  
sales offices  
& stocking  
locations

Legal  
entities in 24  
countries



# Global Supply Chain

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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

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## 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

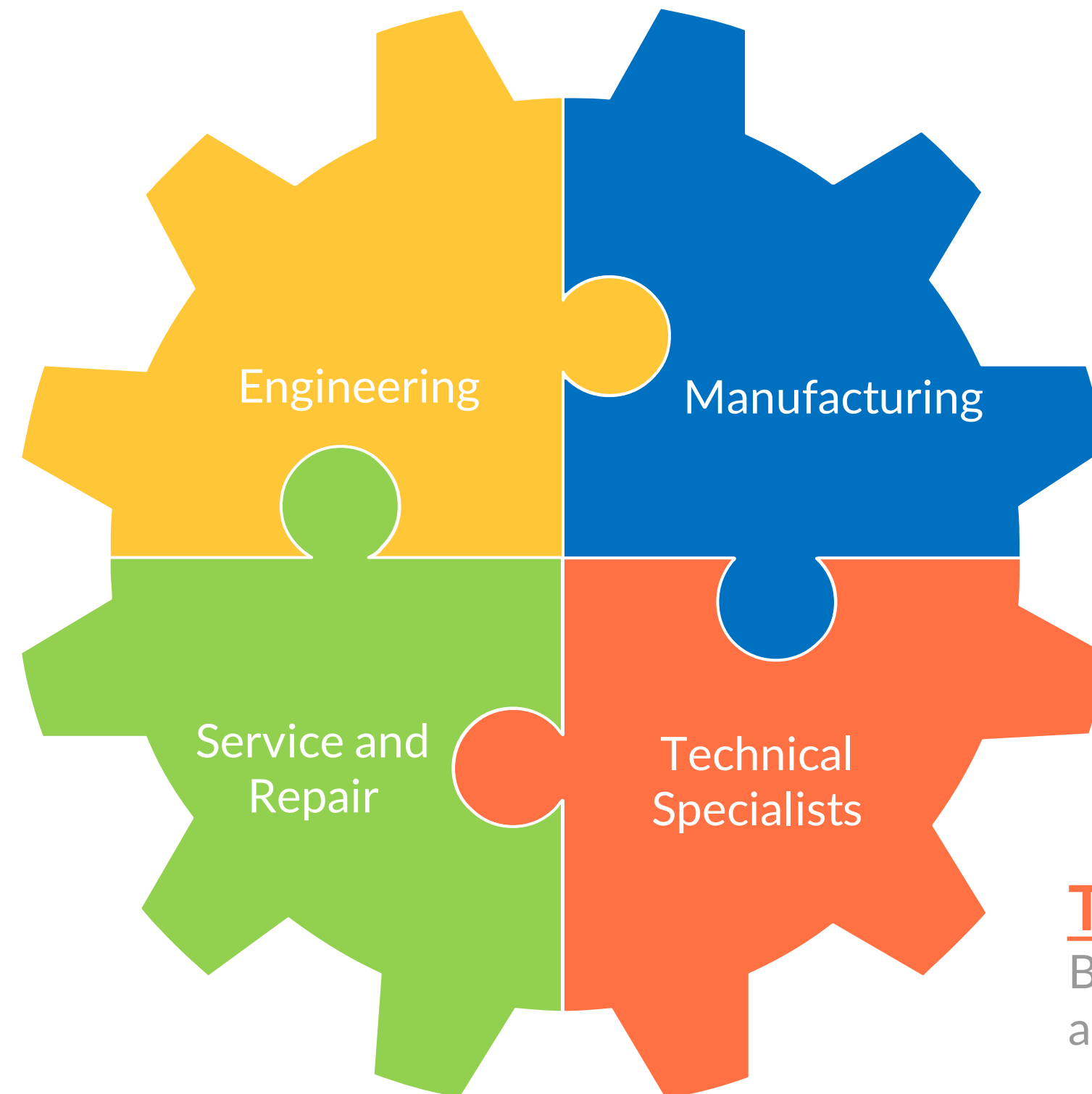
## Service and Repair

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

CO<sub>2</sub> 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

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“

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



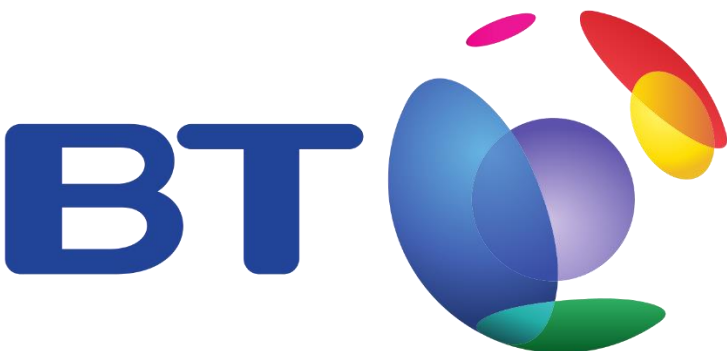
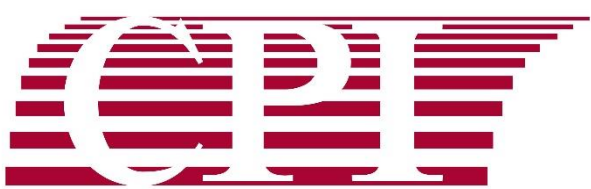
## PASSIVES



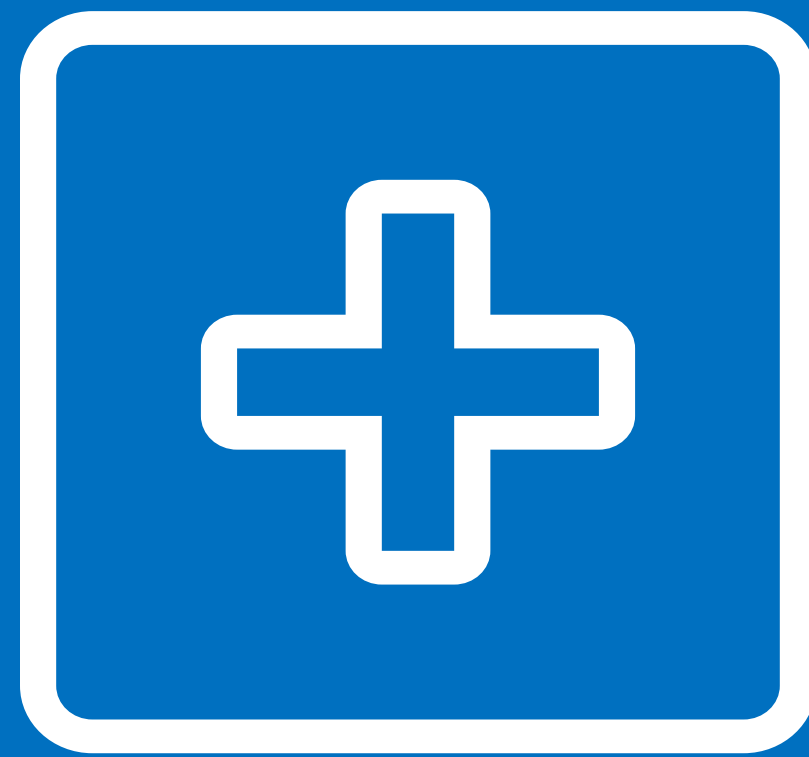
## ELECTRON TUBES AND COMPONENTS



# Key Customers\*



\*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.



# Healthcare

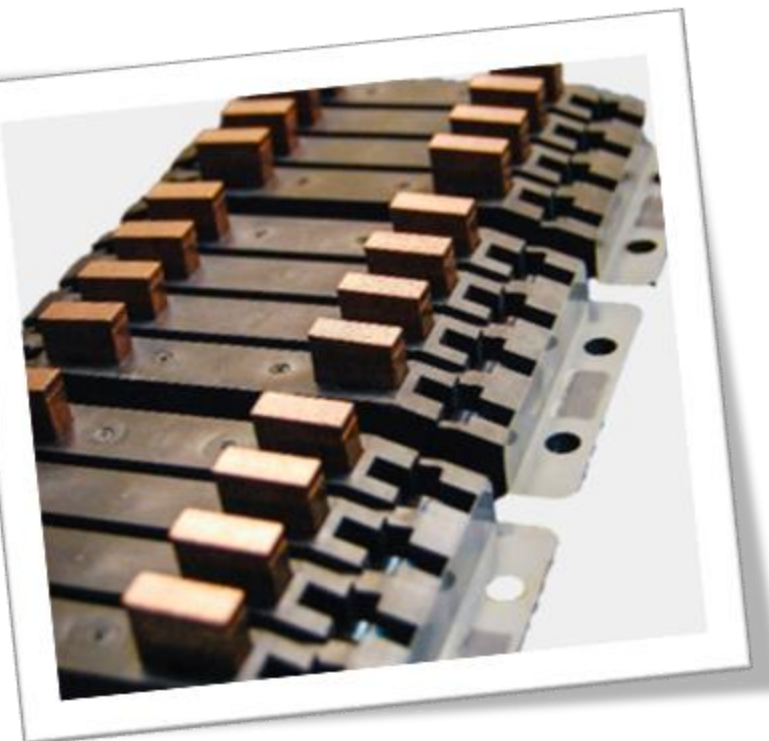


# Healthcare

*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<sup>®</sup> 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

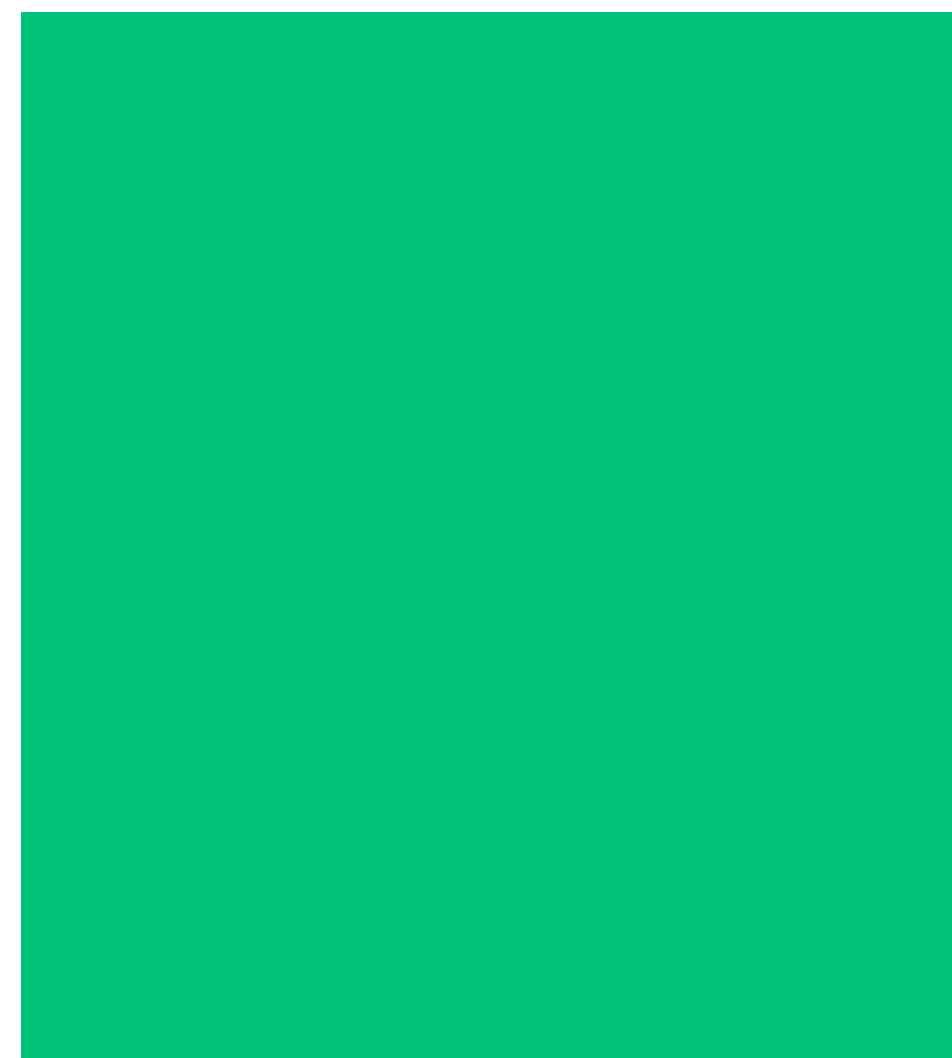
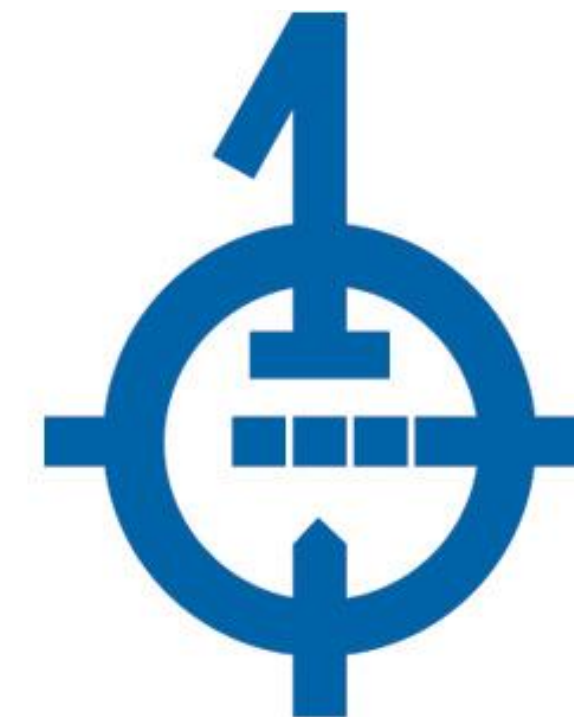
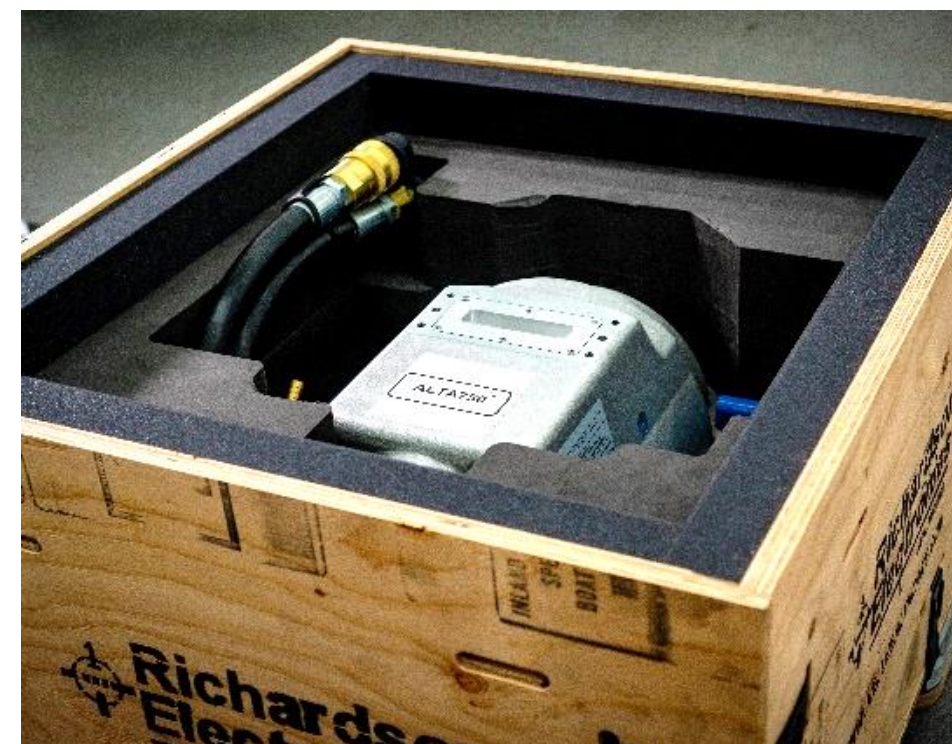


The ALTA750 is a form, fit and function replacement for the Toshiba/Canon\* Medical Systems CXB-750D/4A CT tube, also known as the Varex Imaging MCS-7078 tube.

\*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<sup>®</sup>**

Compatible with OEM platforms  
from Toshiba Aquilion 4-slice  
through the PRIME



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

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

## Our Services List: Healthcare

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QA3™ Certified Replacement Parts



Depot Repair & Refurbishment



CT Service Training



P3 – Parts & Tubes Contract



24/7 Technical Support



Installation Support

# 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

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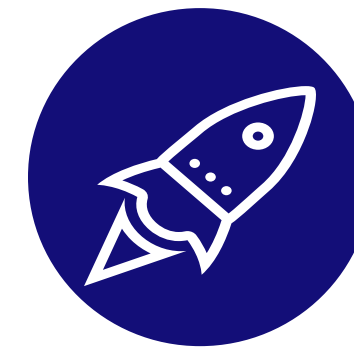
-  Custom Display Engineering
-  Integration – Touch/Protective
-  Prototype Design & Testing
-  Product Sourcing
-  End of Life Management
-  Needs Assessment & Consultation
-  Custom Manufacturing
-  Custom Product Modification
-  Technical Support
-  Medical Certifications



# Canvys | Markets Served



Medical OEM



Military Defense and Aerospace



Automation and Industrial OEM



Financial/Stock Exchanges



Marine Radar



Transportation



Aviation



Retail/POS

# Key Customers\*

**Carestream**  
Advanced Materials

**Dräger**

**HOMAG**  
GROUP

**Honeywell**

  
**Medtronic**

**stryker**<sup>®</sup>

**VARIAN**  
medical systems

**ZEISS**



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