

Richardson Electronics

Annual Meeting of Stockholders

October 7, 2025

NASDAQ: RELL





Forward Looking Statement

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.





Agenda

- Introductions: Edward J Richardson
- Formal Proceedings: Robert Ben
- Company Overview: Edward Richardson
- FY25 Financials: Robert Ben
- Growth Strategies and FY26 Expectations: Wendy Diddell
- Power & Microwave Technologies: Greg Peloquin
- Green Energy Solutions: Greg Peloquin
- Canvys: Jens Ruppert
- Q&A: Edward J. Richardson



Introductions

- Board of Directors
 - Edward J. Richardson, Chairman of the Board, Chief Executive Officer & President
 - Paul J. Plante, Owner, Florida Fresh Vending; former President and CEO of Reptron
 - Jacques Belin, Retired Managing Director of Thales Components and Subsystems
 - James Benham, Technical Consultant, Night Vision and Microwave Device Industry; Retired President of L-3 Communications/Electron Device Division
 - Kenneth Halverson, Consultant, Halverson Consulting, LLC; former President of Comdisco Healthcare
 - Robert Kluge, Retired President and Corporate Senior Vice President, Imaging Components Business of Varian Medical Systems, Inc.
 - Wendy Diddell, Chief Operating Officer and GM, Richardson Healthcare
- Independent Auditors
 - Jon Roberts, Partner, BDO
- REL Management Team
 - Robert Ben, EVP and Chief Financial Officer
 - Greg Peloquin, EVP and GM of Power & Microwave Technologies and Green Energy Solutions
 - Jens Ruppert, EVP Canvys



Formal Proceedings

Robert Ben
EVP and Chief Financial Officer



Richardson Electronics

**Edward J. Richardson
Chief Executive Officer**



Key Facts & Figures



Strong balance sheet with robust cash and cash equivalents and no debt



Certified experts that are ISO 9001:2015 and ISO 13485:2016 certified



430+ employees with over half in sales, engineering and product management



More than 20,000 OEM and end-user customers throughout the world



Headquarters in LaFox, Illinois, co-located with US-based manufacturing facility



RELL is global with 60+ locations worldwide including three strategic warehouse locations and legal entities in 24 countries



ENGINEERED SOLUTIONS

Richardson Electronics (NASDAQ: RELL) designs and manufactures more than 55% of the products it sells for power, microwave, and imaging solutions to industries worldwide.

Technical expertise and “engineered solutions” based on our core engineering and manufacturing capabilities

Value added solutions through design-in support, system integration, prototype design and manufacturing, testing, logistics, and aftermarket technical service and repair

Global infrastructure and support to serve customers wherever they are located



January 2025 Richardson Healthcare Strategic Transition

Overview	<ul style="list-style-type: none">• In January 2025, Richardson announced a strategic transaction in which the Company sold most Richardson Healthcare assets to DirectMed Imaging (DirectMed)
Deal Terms	<ul style="list-style-type: none">• Transaction closed on January 24, 2025• The sale price was \$8.2 million including net working capital adjustments• Under the terms of the transaction, Richardson Electronics sold the Healthcare business unit but retained its CT tube engineering and manufacturing assets under an exclusive supply agreement with DirectMed
Go Forward Considerations	<ul style="list-style-type: none">• The strategic transaction is expected to simplify the Company's business, improve Richardson's financial model long term, and allow the Company to prioritize profitable opportunities within higher growth markets• The Company will continue to support DirectMed through a 10-year exclusive global supply agreement in which Richardson will supply DirectMed with repaired Siemens CT X-ray tubes• Richardson Electronics will also continue manufacturing ALTA CT X-ray tubes for DirectMed for approximately 12 to 15 months• The remaining assets of the Richardson Healthcare reportable segment, primarily CT X-ray tube manufacturing and repair, will be consolidated into the Company's PMT reportable segment beginning Q1 FY26
Use of Proceeds	<ul style="list-style-type: none">• Richardson Electronics intends to use proceeds from the asset sale to invest in the Company's growth initiatives – primarily within its GES reportable segment



Our Business Units



Power & Microwave Technology (PMT)

- FY2025 Revenue: \$137.8M
- Power grid and microwave tubes (EDG)
- Power management for 5G (PMG; started in 2014)
- In-house manufacturing and partnering with leading technology suppliers
- Global engineering and design support
- Key supplier to semiconductor industry



Green Energy Solutions (GES)

- FY2025 Revenue: \$28.7M
- Designs and manufactures key products for the fast-growing energy storage market and power management applications
- Leverages existing global infrastructure and expertise
- Products for numerous green energy applications such as wind, solar, hydrogen, EVs, and synthetic diamonds



Canvys

- FY2025 Revenue: \$33.1M
- Custom display solutions for healthcare, industrial, retail and transportation applications
- All-in-one computer display solutions
- Engineering design and support



Fiscal Year 2025 Financial Results

Robert Ben
EVP and Chief Financial Officer



FY25 Results (in thousands)

	FY2025	FY2024	Fav/Unfav
Net sales	\$ 208,909	\$ 196,460	\$ 12,449
Cost of sales	144,109	136,494	(7,615)
Gross margin	64,800	59,966	4,834
Gross margin %	31.0%	30.5%	
SG&A expenses	62,173	59,548	(2,625)
% of net sales	29.8%	30.3%	
Loss on disposal of assets	16	70	
Loss on disposal of business	5,074	-	(5,074)
Operating (loss) income	(2,463)	348	(2,811)
% of net sales	-1.2%	0.2%	
Non-GAAP Operating income	2,611	348	2,263
<i>% of net sales</i>	1.2%	0.2%	
Total other (income) expense	(932)	191	1,123
(Loss) income before income taxes	(1,531)	157	(1,688)
Income tax (benefit) provision	(388)	96	484
Net (loss) income	\$ (1,143)	\$ 61	\$ (1,204)
% of net sales	-0.5%	0.0%	
Non-GAAP net income	\$ 3,229	\$ 460	\$ 2,769
% of net sales	1.5%	0.2%	
Earnings per diluted share	\$ (0.08)	0.00	\$ (0.08)
Non-GAAP earnings per diluted share	\$ 0.22	\$ 0.03	\$ 0.19



Fiscal Year Reconciliation

	Twelve Months Ended	
	May 31, 2025	June 1, 2024
Income (loss) before income taxes reconciliation		
Income (loss) before income taxes	\$ (1,531)	\$ 157
Loss on disposal of healthcare assets and other charges	5,074	-
Non-GAAP income before taxes	<u>\$ 3,543</u>	<u>\$ 157</u>
Income tax provision (benefit) reconciliation		
Income tax provision (benefit)	\$ (388)	\$ 96
Loss on sale of healthcare assets and other charges	1,319	—
Prior years' R&D credit	—	462
Valuation allowance adjustment	(617)	(861)
Non-GAAP income tax (benefit) provision	<u>\$ 314</u>	<u>\$ (303)</u>
Net income (loss) per share (diluted) reconciliation		
Net (loss) income per share (diluted)	\$ (0.08)	\$ -
Loss on sale of healthcare assets and other charges	0.26	—
VA adjustment and prior years' R&D credit	0.04	0.03
Non-GAAP net income per share (diluted)	<u>\$ 0.22</u>	<u>\$ 0.03</u>

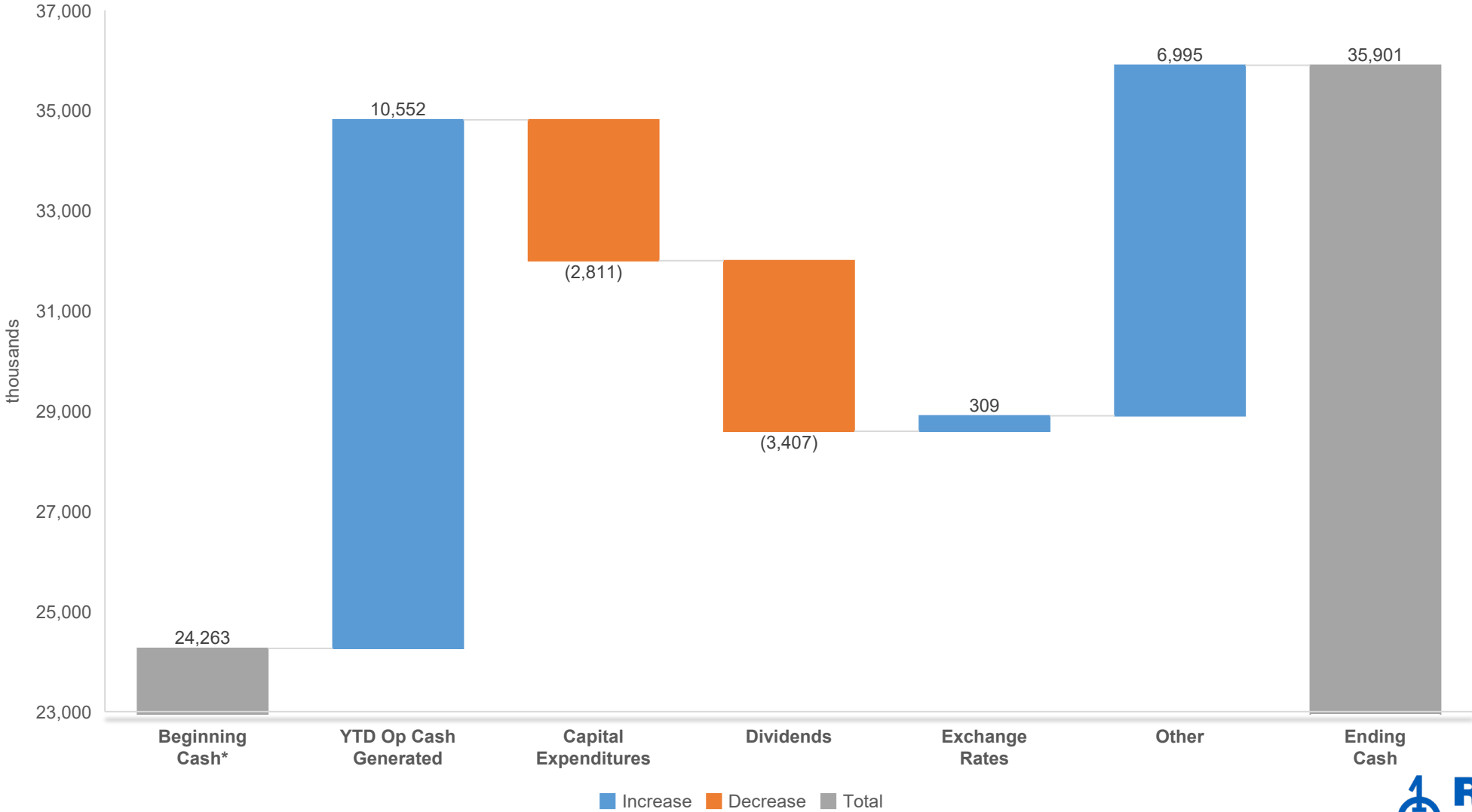


FY25 Balance Sheet (in thousands)

	FY25 4th Qtr	FY25 3rd Qtr	FY25 2nd Qtr	FY25 1st Qtr	FY24 4th Qtr	FY23 4th Qtr
Cash & Investments:						
Cash	\$ 35,901	\$ 36,675	\$ 26,635	\$ 23,035	\$ 24,263	\$ 24,981
ST investments	-	-	-	-	-	-
LT investments	-	-	-	-	-	-
Total	<u>\$ 35,901</u>	<u>\$ 36,675</u>	<u>\$ 26,635</u>	<u>\$ 23,035</u>	<u>\$ 24,263</u>	<u>\$ 24,981</u>
Working Capital:						
Accounts Receivable	\$ 24,117	\$ 24,932	\$ 25,765	\$ 30,862	\$ 24,845	\$ 30,067
Inventories	102,799	98,369	110,687	110,994	110,149	110,402
Accounts Payable	(21,339)	(22,485)	(19,978)	(19,758)	(15,458)	(23,535)
Working Capital	<u>\$ 105,577</u>	<u>\$ 100,816</u>	<u>\$ 116,474</u>	<u>\$ 122,098</u>	<u>\$ 119,536</u>	<u>\$ 116,934</u>



FY25 Cash Flow





Growth Strategies

Wendy Diddell
Chief Operating Officer



Strategy Supported by Strong Core Business, New Products and New Markets

Management has created a strategic plan focused on driving growth and creating sustainable value for shareholders



Growth supported by strong core business, 75+ years of engineering capabilities, and global platform



Strategy focused on leveraging core engineering and manufacturing capabilities to expand product lines into large, fast growing global markets



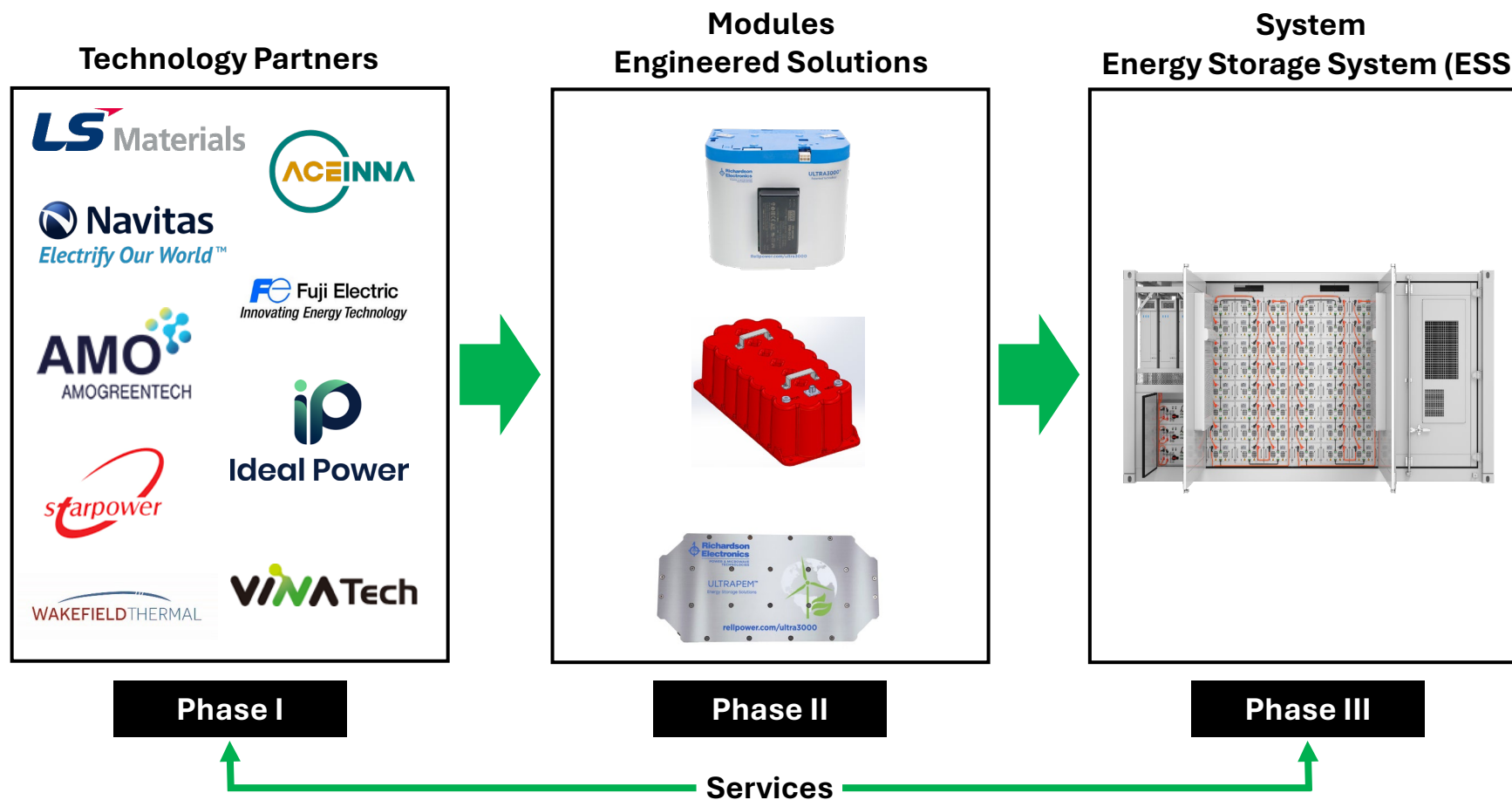
Global footprint supports customers and maintains strong strategic partnerships with leading manufacturers

New markets and applications support significant expansion to the Company's growth opportunities



Power Management Roadmap

Long-standing relationships with leading components manufacturers combined with our in-house manufacturing and engineering capabilities supports a multi-year strategy aimed at providing higher value sales





Other Mid-Term Solutions

Key Markets:

- Power management
- Green Energy Solutions (GES)

Key Applications:

Transportation



Key Products

- Metra Emergency Lighting
- Engine Start Module
- SiC Mosfets



Industrial



Key Products

- LiFeP04 Battery Modules
- Ultracapacitors AVG modules
- PCIGBT Modules



Energy



Key Products

- C&I BESS
- Utility BESS
- Data Center BESS



Wind/Solar



Key Products

- Pitch Energy Modules
- Turbine-Guard
- Inverter Modules





FY26-28 Wind Turbine Opportunity

Customer Problem:

Wind turbine manufacturers and operators needed an environmentally friendly solution to extend the life of auxiliary power supplies for their Pitch Energy Modules.

Richardson Electronics' Solutions:

Developed the first ultracapacitor-based plug-and-play replacement for batteries within wind turbine pitch systems.

Today RELL can expand its market share in the US and throughout the rest of the world with the Patented ULTRA3000 and the ULTRAPEM™ both with GE Turbines as well as other OEM Turbines.

OEM Turbine Platforms



Action Plan

- Continued development of associated products
- Invest in Field Engineers
- Improve cycle time to market for new products
- Develop strategically located R&D center to reduce time to market
- Expand resources globally

Global TAM

U.S.	\$237M
Latin America	\$35M
Canada	\$20M
Europe	\$150M
Australia	\$12M
Total	\$454M



FY26 – FY28 Energy Storage Solutions (ESS)

New energy storage technologies bring disruptive technologies into niche markets.

Market Opportunity

- \$25 billion global market for battery deployments in 2024 according to Fortune Business Insights
- Projected to grow to \$114 billion by 2032, reflecting a CAGR of 21% over 8 years
- Available government rebates can cover the expense of demonstrating new technologies
- Ongoing support from local government
- Identified niche markets

Leveraging RELL's Platform and Capabilities

- Existing technology partners
- Established engineering expertise to develop innovative solutions, such as hybrid ultracapacitor-flow battery systems
- Pursuing shared revenue model through virtual power plants (VPP)

Go to Market and Development Strategies

CY 2025

- Deploy Energy Storage Systems (ESS) at RELL facility to serve as a demonstration project for future customers

FY 2026 – Phase 1

- Focus on medium size C&I projects

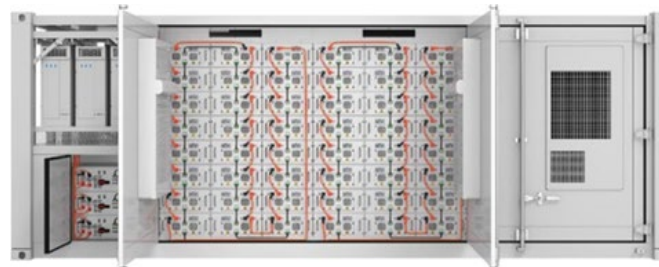
FY 2028 – Phase 2

- Develop in-house manufacturing of large-scale long duration energy storage

FY 2028+

- Continue to vet and develop additional systems to provide differentiating value propositions for various niche markets

Stores energy during off hour
low consumption periods

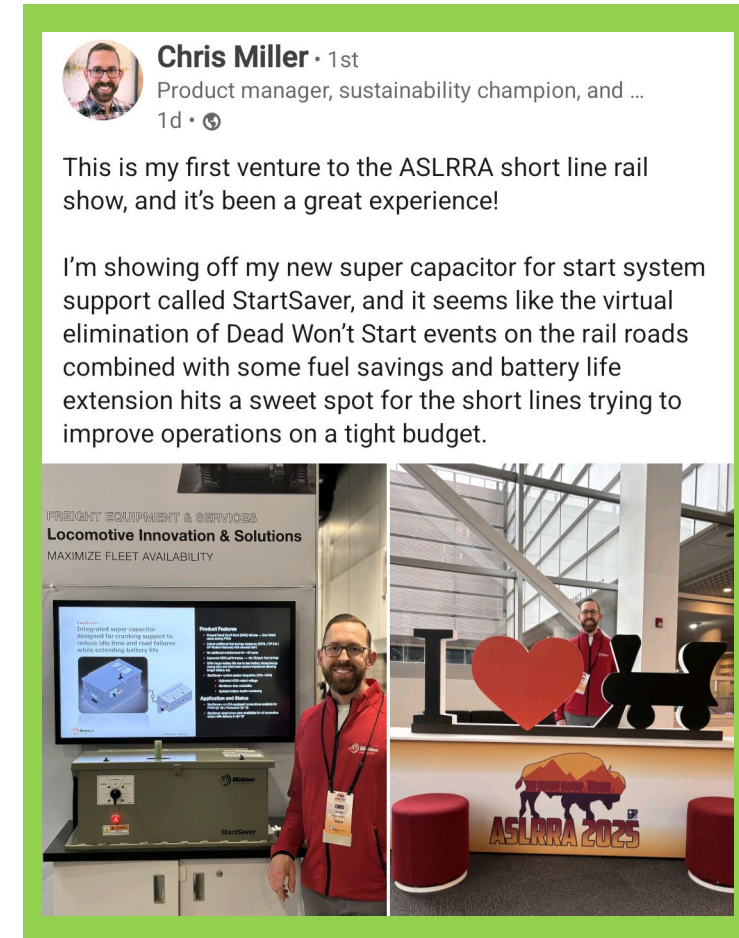


Which can be sold or used
during high peak periods to
help balance the grid



FY26 Expectations

- Expect near-term volatility associated with potential impacts on global trade from U.S. trade and economic policies
 - ~5% of purchases come from China, limiting the expected impact from tariffs
 - Multiple warehouses for strategic stocking
- Longer term expect to capitalize on current policies intended to drive manufacturing back to the U.S. and increase the need for U.S. content; opportunity to improve absorption by leveraging LaFox manufacturing capabilities to support technology partners and customers expanding U.S. manufacturing
- Steady/increasing sales of wind turbine modules
 - Regular shipments from existing inventory
 - New significant orders from existing and new customers
 - Anticipated new significant orders from new customers for UltraPEM™ and future expansion into EU
- Launch of StartSaver by Wabtec in EV rail segment
- Semi-wafer Fab Market
 - Semiconductor wafer fab sales surged during Q4 FY2025
 - Key customers forecasting growth for the remainder of CY2025



Wabtec StartSaver Ultracapacitor System
powered by Richardson Electronics



Strategic Business Unit Updates



Power & Microwave Technologies and Green Energy Solutions

FY25 Shareholder Presentation

Greg Peloquin
EVP and General Manager
October 2025





Strategy



Technology Partners

- Field Engineers
- Demand Creation



Engineered Solutions

- Design
- Manufacturing
- Testing



Key Customers

Global Capabilities

- 60+ Locations
- 24 Legal Entities
- Global Inventory & Logistics
- Global Customers



FY25 Highlights

•	PMT Sales	\$137.8M	↑ 7.0% vs PYR
•	BTB	1.03	
•	GES Sales	\$28.7M	↑ 23.6% vs PYR
•	BTB	1.25	



New Customers

	\$2.3M
	\$7M contract signed, \$4M shipped
	\$4M contract, 8 new wind farms
	\$1M order, Canada

New Designs/Products

	20Nm	In beta testing with NextEra		Inverter Module	In beta testing with numerous wind turbine owner operators
	Turbine Guard	In beta testing with Enel		SCR Assembly – Data Center	Design complete, order in Q2 FY26
	Emergency Lighting	Metra commuter cars • \$1.6M opportunity – beta testing in progress		Strong sales increase	
	Starter Module UltraGEN3000	Wabtech – shipments started in Q1 FY26		Microwave Generator – strong growth in Asia	



Strategic Imperatives for FY26

Imperative	Action	Update
Maximize Shareholder Value	Continue to review all aspects of the business to continually improve efficiencies to maximize profits	Q1 FY26 – improved profitability with topline growth
Global Expansion of Project Turbo (PMG)	Detailed plan developed and presented	<ul style="list-style-type: none">• ERG (Europe) testing going well• Order from Australia and India• Meeting with Deutsche Wind in Germany in October• Numerous owner operators currently testing our product
New product development launch (alpha, beta, production)	20Nm Turbine Guard Metra Emergency Lighting Module Wabtec Starter Module (UltraGen3000) Wind Turbine IGBT Modules Improve cycle time to market R&D Center – Sweetwater, Texas	<ul style="list-style-type: none">• All new products in testing with various customers• Design Center<ul style="list-style-type: none">• We have identified a building• We have identified power management engineers• Should be operational in Q2
ESS (Energy Storage Systems)	Detailed plan developed and presented	<ul style="list-style-type: none">• Detailed plan in place for demo site – weekly reviews• First order – Canada - \$390k 35% margin• Signed new technology partners – Gotion and Wolong
Microwave Generator Program	Need to greatly increase demand creation, increase customers, and product development	<ul style="list-style-type: none">• European Sales force received multiple training session on MW Generators. Training included both technical and application focus• European FSE's and select DSM's attending on-site MW generators training session at MKS in October• Adding new content to web page including white papers and application notes• Also looking at private label opportunities
GES & PMT - Implement the strategy	<ul style="list-style-type: none">• New technology partners• Expedite new product development• Increase customer count and market share globally	Currently reviewing a number of new technology partners that fill technology gaps in our component offering



Canvys

Jens Ruppert
EVP and General Manager



Canvys Strategy

- Identify the visual technology requirements of Original Equipment Manufacturers and other clients, providing solutions that surpass their expectations.
- Cater to specialized sectors such as medical devices, public transportation, and industrial markets, adhering to stringent quality and product life-cycle standards.
- Leverage engineering expertise and sourcing capabilities, along with a global network, to deliver innovative and cost-effective display and All-in-One PC solutions tailored for small to mid-sized volume projects.



Canvys FY25 Highlights

- Produced direct operating contributions.
- Secured multiple key contracts in the medical, industrial, and transportation sectors, establishing a basis for growth in FY25 and future years.





Canvys FY26 Key Initiatives

- Prioritize attracting new customers while maintaining attention on current clients and ongoing programs.
- Explore emerging technologies and other methods to set products apart.
- Continuously conduct strategic assessments to ensure Canvys remains a key contributor to operating profit.





**Thank you for your interest and
support!**