

Welcome to the



**RoodMicrotec**

Conference Call  
Annual Report 2022

April 20, 2023

# Participants



**Martin Sallenhag**  
**CEO**

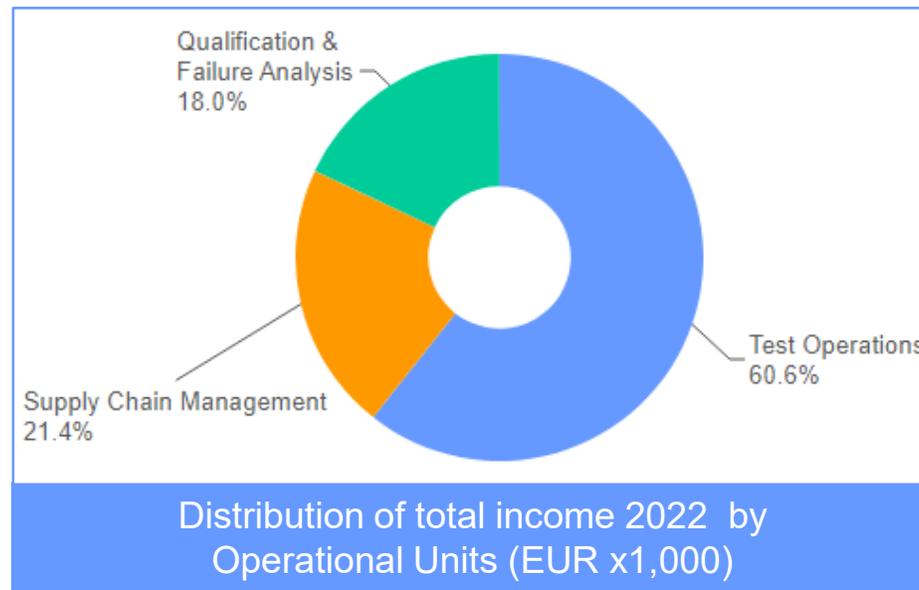
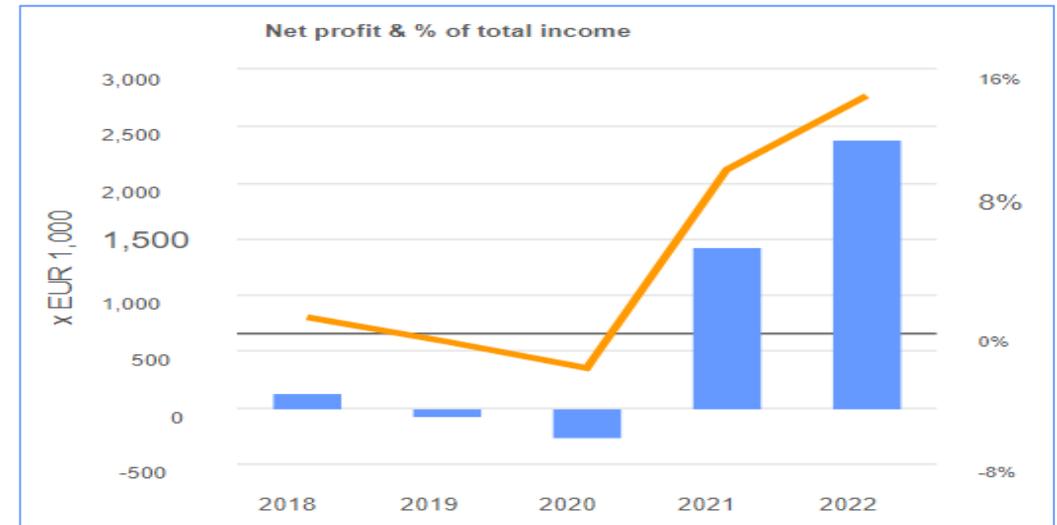
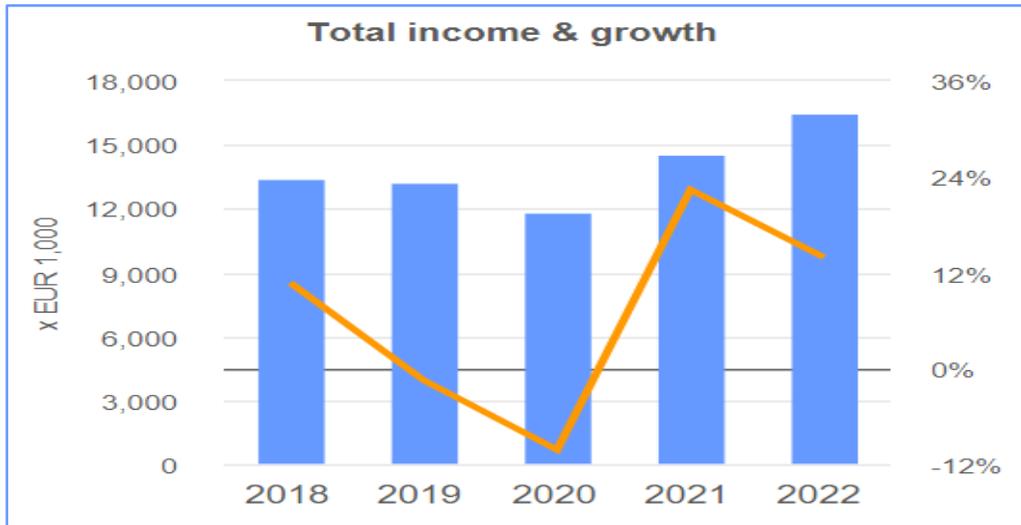


**Arvid Ladega**  
**CFO**

**Corporate &  
operational  
update**



# Performance indicators



# Focus on the fast growing sectors & trends

## Short-term market forecast for 2023 shows negative growth.

Source: public available information from various analyst firms combined

## Long-term semiconductor industry's aggregate annual growth could average from 6 – 8% a year up to 2030. According SIA it is expected that the semiconductor market recovery will start during 2023; positive growth is expected back in 2024.

The global semiconductor market's long term outlook is strong.

Source: <https://www.mckinsey.com/industries/semiconductors/our-insights/the-semiconductor-decade-a-trillion-dollar-industry>

## World-wide economy and general situation still uncertain.

## Trends

### >>> Mobility

EV, automated / autonomous driving (ADAS), Radar, lidar, camera

### >>> Connectivity / wireless

Industry 4.0, IoT, e-medical, fitness tracker, agriculture

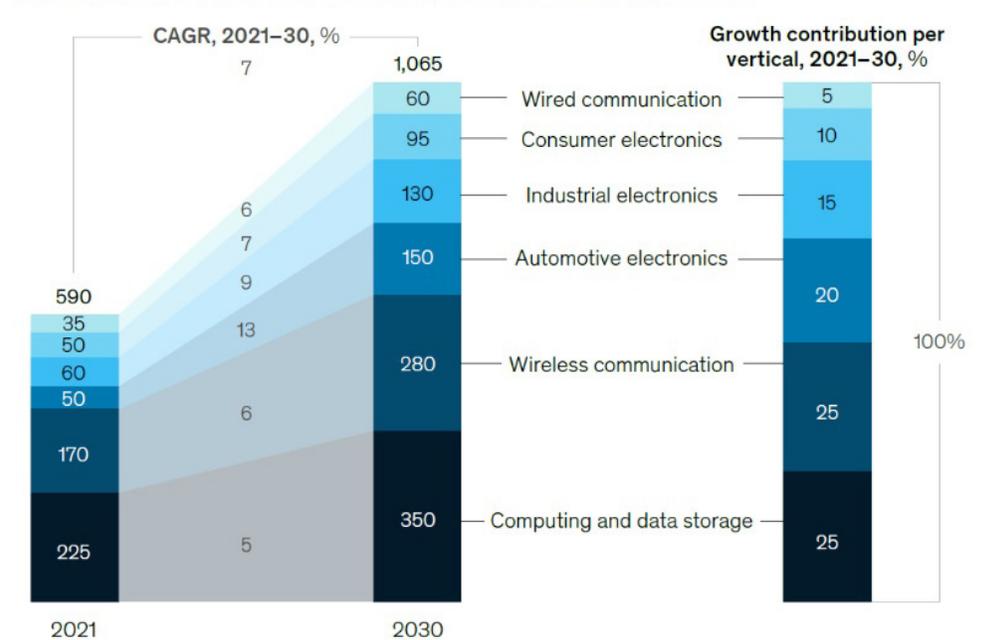
### >>> Energy

power generation, energy saving

### >>> Data storage

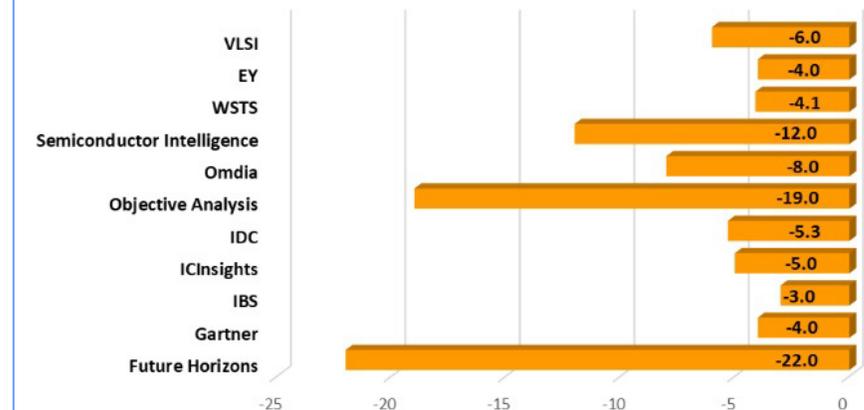
digitalization

Global semiconductor market value by vertical, indicative, \$ billion



Note: Figures are approximate.

2023 Semiconductor Market Forecasts  
Growth in %



# Market outlook – automotive electronics

- The automotive industry is estimated to be responsible for 20% of the chip demand by 2030.

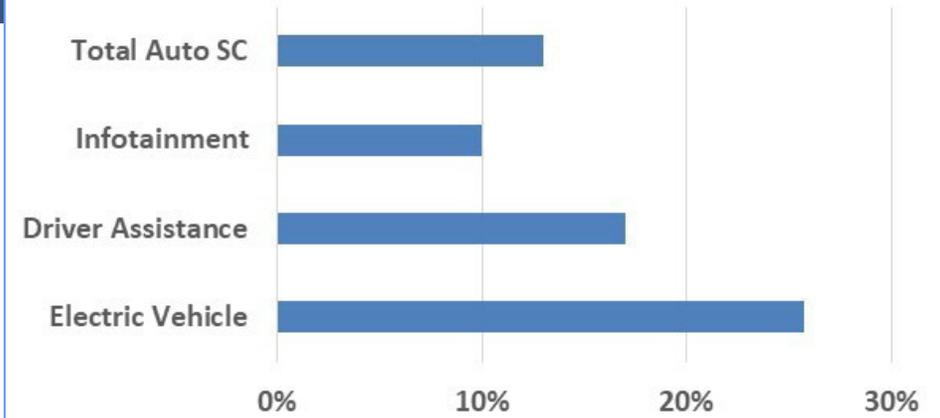
Source: SIA, <https://www.semiconductors.org/despite-short-term-cyclical-downturn-global-semiconductor-markets-long-term-outlook-is-strong>  
Growth of 4.6% in number of vehicles in the next five years

- Push for electric vehicles and autonomous driving, in parallel decrease of combustion engines (CO2-emission free)

- Increasing demand of electronic devices within

- Safety / Security
- Driver Assistance
- Advancement of navigation, infotainment, and connectivity systems
- Electrification, 5G networking, autonomous driving cars.

## Automotive Semiconductor Market CAGR: 2021-2030



Source: <https://www.semiconductointelligence.com/automotive-lone-bright-spot/> - March 28, 2023



Source: [https://www.photonics.com/Articles/Car\\_In-Cabin\\_3D\\_Sensing\\_Is\\_Within\\_Sight/a65572](https://www.photonics.com/Articles/Car_In-Cabin_3D_Sensing_Is_Within_Sight/a65572)

# Market outlook – industrial

Industrial / IoT: CAGR 26.1% for 2022 – 2030  
 expected market value USD 3,353 billion in 2030

Source: <https://www.fortunebusinessinsights.com/industry-reports/internet-of-things-iot-market-100307>, April 04, 2023

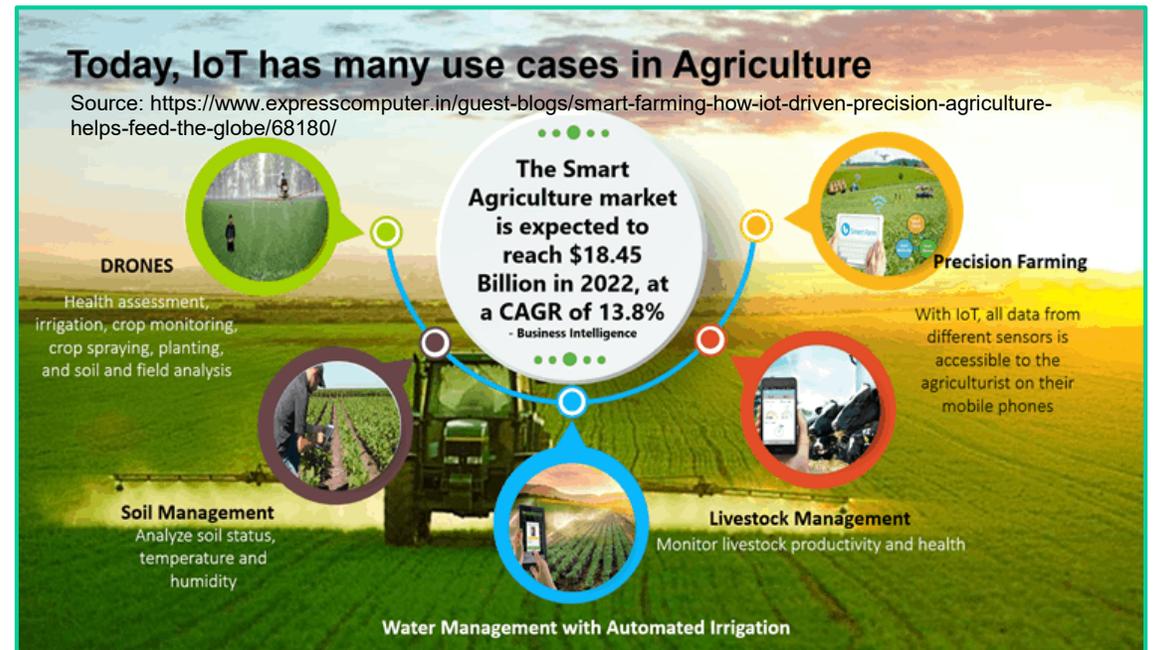
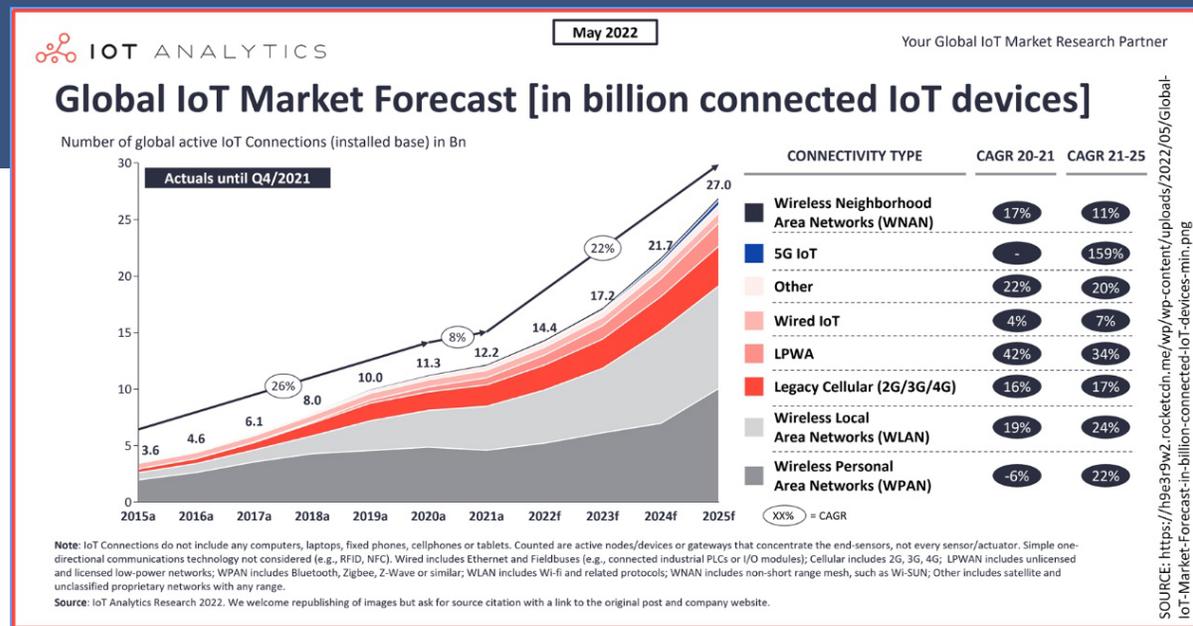
Growing market for machines

Significant growth of electronic devices within the systems driven by Industry 4.0, AI, robots, etc.

- Sensor technology
- Safety

For all kinds of applications, e.g.

- At home / in offices
- In cars
- In agriculture
- In medical fields



# 2022 highlights – commercial & operational

## **Total income**

-  The total income for 2022 of EUR 16.5 million exceeded the outlook by EUR 0.9 million.
-  Order book value increased by 19% compared to end of 2021.
-  Cash position very healthy to support further growth.

## **Development in the departments**

-  Throughout the year, the Test Operations department continued to deliver outstanding results. The total income increased from EUR 7.9 million in 2021 to EUR 10.0 million in 2022, which is a growth of 26%. Our long term customers are increasing their demand and we are able to support them with additional capacity. In 2022, we have added both manpower and new machines to support the expanding business.
-  The Supply Chain Management unit is growing thanks to long-term projects. The total income increased from EUR 3.4 million in 2021 to EUR 3.5 million in 2022, a growth of 5% year-over-year. This is also driving turnover in the other units, especially in the Test Operations department.
-  In the Qualification & Failure Analysis department we have seen a big increase in request for counterfeit analysis. Due to the shortage of components, it is becoming more important to analyze the used components before going into mass production. RoodMicrotec is the first and only company in Germany to offer the counterfeit electronic parts standard SAE AS6081 as an accredited method according to DIN EN ISO/IEC 17025:2018.

# 2022 highlights – commercial & operational

## **Publicly funded projects**

-  The nationally and internationally funded APPLAUSE project delivered exceptional results with significant immediate or potential impact.

## **SCM-projects**

-  During 2022, we have continued to progress the booked SCM projects towards production through test program development as well as qualification work. Some of the projects have been released for production.

## **Longstanding partnerships and strategic cooperations**

-  For more than 10 years Rhode & Schwarz has been supported for various high frequency ASICs and further projects are planned for the coming years.
-  Novelda, serving the UWB (Ultra-Wideband) market, will be enabled to manage faster qualification and industrialization of new products relying on RoodMicrotec's Support.

## **Legal proceedings regarding perpetual bonds (issued in 2012 and 2010)**

-  A final settlement agreement on the perpetual bond issued in 2012 was reached in February 2022.
-  A legal proceeding was initiated in March 2022 by Robus on the perpetual bond issued in 2010. In March 2023 an agreement on a full and final settlement was reached.

# 2022 highlights – commercial & operational

## **Personnel**

-  The number of full-time employees (FTE) in the Company at the end of the period was 98.
-  The average number of full-time employees during the period was 94 compared to 89 in 2021.

## **Services according the technology roadmap**

-  High frequency test solutions are being developed for our demanding customers based on our innovative technology and their demand for production test.
-  The first projects to qualify high power electronics according AQC 324 have been started in the Qualification & Failure Analysis department. The purpose of this is to qualify high power devices aimed for battery management and control.

## **The COVID-19 pandemic situation**

-  In 2022 the COVID-19 pandemic was still present but with no impact on our business.
-  Both operational locations have been fully operational through the whole pandemic.
-  We have delivered all projects on time and to the right location, which was greatly appreciated by all our customers.

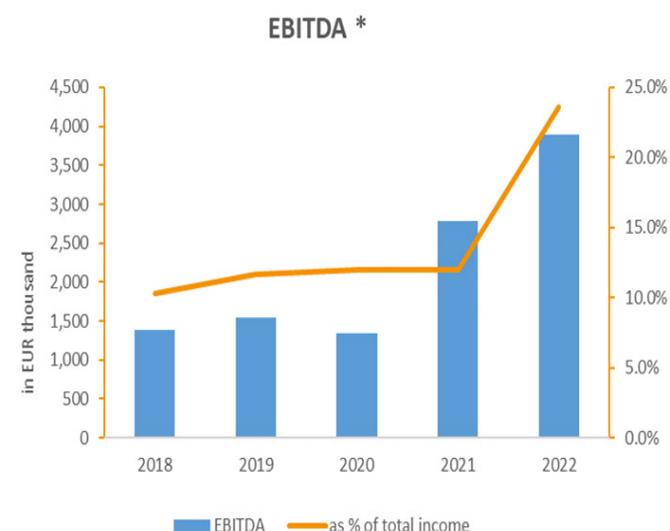
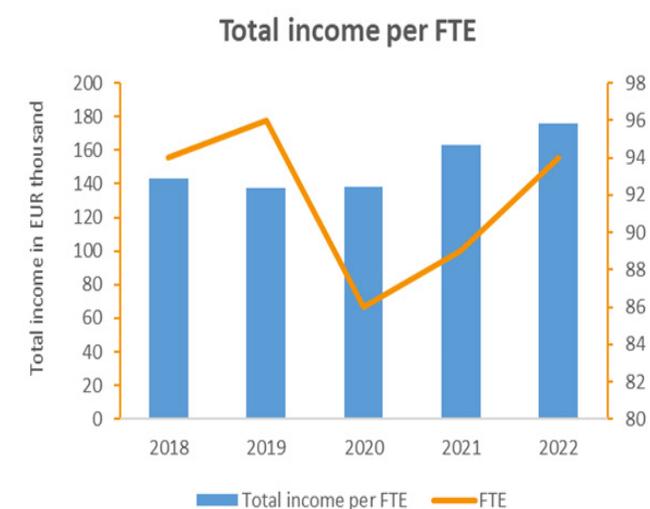
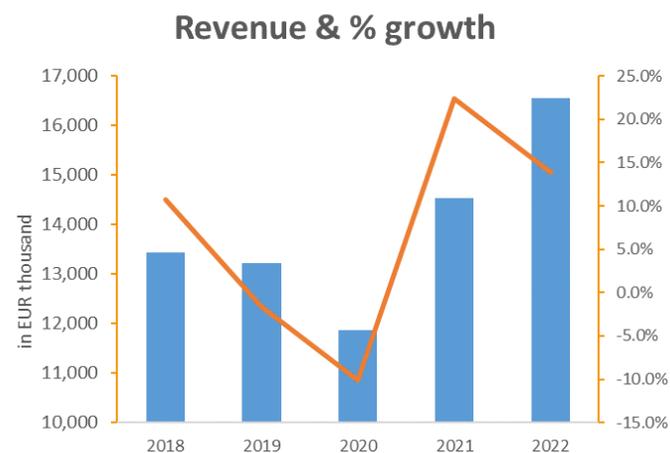


## Financials & outlook



# Statement of Profit and Loss - audited

| (x EUR 1,000)  | 2022          | 2021          |
|--|---------------|---------------|
| Net sales  | 16,470        | 14,274        |
| Other income   | 78            | 258           |
| <b>Total income</b>                                      | <b>16,548</b> | <b>14,532</b> |
| Raw materials and consumables                            | -2,717        | -2,634        |
| Personnel expenses                                       | -7,534        | -6,782        |
| Other expenses, other than depreciation and amortization | -2,399        | -2,330        |
| EBITDA   | 3,898         | 2,786         |
| Depreciation and amortization                            | -1,447        | -1,559        |
| Result from operating activities (EBIT)                  | 2,451         | 1,227         |
| Financial income   | 8             | —             |
| Financial expenses                                       | -188          | -189          |
| <b>Profit (loss) before taxes</b>                        | <b>2,271</b>  | <b>1,038</b>  |
| Taxes  | 109           | 397           |
| <b>Net profit (loss)</b>                                 | <b>2,380</b>  | <b>1,435</b>  |
| <b>Earnings per share</b>                                |               |               |
| Basic  | 0.03          | 0.02          |
| Diluted  | 0.03          | 0.02          |



\* including application of IFRS 16 as of 2019

# Cash flow Statement - audited

| (x EUR 1,000)                                   | 2022          | 2021         |
|---|---------------|--------------|
| Net profit (loss) for the year                  | 2,380         | 1,435        |
| Adjustments for:                                |               |              |
| – Depreciation and amortization                 | 1,447         | 1,559        |
| – Net financial (income) expenses               | 180           | 189          |
| – Tax expenses                                  | -109          | -397         |
| – Movements in net defined benefit obligations  | -254          | -223         |
| – Movements in provisions                       | 77            | 18           |
|   | 3,721         | 2,581        |
| Changes in working capital:                     |               |              |
| – Inventories                                   | 12            | -29          |
| – Contract assets                               | -123          | 222          |
| – Trade and other receivables                   | -381          | -186         |
| – Trade and other payables                      | 425           | -403         |
| <b>Cash generated from operating activities</b> | <b>3,654</b>  | <b>2,185</b> |
| Interest paid                                   | -123          | -136         |
| Income tax refund (paid)                        | 22            | –            |
| <b>Net cash from operating activities</b>       | <b>3,553</b>  | <b>2,049</b> |
| <b>Cash flows from investing activities</b>     |               |              |
| Acquisition of property, plant and equipment    | -1,741        | -557         |
| Investments in intangible assets                | -2            | -124         |
| Divestment of intangible assets                 | –             | 8            |
| <b>Net cash from investing activities</b>       | <b>-1,743</b> | <b>-673</b>  |

| (x EUR 1,000)                                  | 2022         | 2021         |
|--|--------------|--------------|
| <b>Cash flows from financing activities</b>    |              |              |
| Redemption of perpetual bond                   | -400         | –            |
| Proceeds from exercise of options              | –            | 36           |
| Proceeds from borrowings                       | –            | 892          |
| Cash outflow loan issuance costs               | –            | -27          |
| Payment of lease liabilities                   | -286         | -278         |
| Repayment of borrowings                        | –            | -792         |
| <b>Net cash flow from financing activities</b> | <b>-686</b>  | <b>-169</b>  |
| <b>Net cash flow</b>                           | <b>1,124</b> | <b>1,207</b> |
| Cash and cash equivalents less bank            |              |              |
| – at January 1                                 | 2,558        | 1,351        |
| – at December 31                               | 3,682        | 2,558        |
| <b>Net cash flow</b>                           | <b>1,124</b> | <b>1,207</b> |



- Total income for the first quarter of 2023 was EUR 4.6 million (first quarter 2022: EUR 3.6 million)
  - The total income for the quarter was 28% higher than the total income in the first quarter of 2022.
  - Having in mind the forecasted increase of the total income in 2023 over last year, it is encouraging to see the growth in total income in the first quarter and that the order book continues to rise.
- Order book value increased by 12% compared to March 31, 2022
  - The order book contains orders for both long term contracts and engagements as well as short-term orders.
  - The long term contracts and engagements are mainly in the SCM and Test Operations units and the short-term orders in the Failure Analysis & Qualification unit.

# Outlook

**Rood**Microtec expects the total income for 2023 to be in the range of EUR 17.0 million to EUR 17.5 million, with a profit before tax of 5-10% and thus in line with the financial targets.

The geopolitical situation in the world and the current energy crisis throughout Europe could have an impact on the Company's business.

The Management is keeping a close eye on the situation and is doing everything possible to mitigate any potentially negative impact.

# Save the date

RoodMicrotec Annual General Meeting takes place on

Tuesday, **June 6, 2023, at 15:00 CEST** at the

**Amsterdam Stock Exchange** (EURONEXT), Beursplein 5, 1012 JW Amsterdam, the Netherlands

The agenda, the convening note and the voting proxy & instruction will be available on the Company's website later today - <https://www.roodmicrotec.com/en/investor-relations-en/annual-general-meeting>

# QUESTIONS ?

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

**Stay healthy!**



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