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This presentation should be read in conjunction with Rakon’s periodic reporting and continuous disclosure announcements released to the NZX, which are available at www.nzx.com
Who We Are

A global high technology company and a world leader in our field. We design and manufacture advanced frequency control and timing solutions
What Our Products Do

- Our products generate the frequency reference needed for all communications to transmit and receive on, over wired, optical or wireless radio waves.

- Our devices also effectively expand/optimise time, slicing it to nano-second precision, allowing an ever increasing bandwidth for communications and providing stable references for many electronic applications around the globe.
Why Our Products are Needed

- All modern communication and location systems need accurate time and stable frequency to work
- This reference frequency is what our products generate
  - Quartz crystals have a natural piezo-electric property when cut correctly and put in the correct electrical circuitry (oscillator), can generate extremely accurate radio frequencies that are used to generate radio waves and derive accurate time

The arrow shows one wave repeat

1000 of these waves repeating in 1 second = 1KHz
Our Story
We are the preferred supplier to the top Tier players in each of our core markets of Telecommunications, Global Positioning and Space & Defence
Our Frequency Control Products (FCPs)

Rakon is focused on seven key product groups

- **Crystals**
  - Passive single frequency resonator used in mass market positioning and telecommunications devices

- **XO**
  - Active crystal oscillator used in network applications (e.g. optical networks and data centres)

- **VCXO/VCSO**
  - Active crystal oscillator that uses voltage control to bring oscillator back to frequency

- **TCXO**
  - Temperature compensated crystal oscillator to achieve better frequency stability

- **ASIC based OCXO**
  - Miniature ovenised crystal oscillator using full integrated ASIC

- **Discrete OCXO**
  - Ovenised crystal oscillator to achieve best frequency stability

- **System solutions**
  - Ideal retrofit solutions for upgrading radar, electronic defence and other systems
Global Frequency Control Product Market

2021

Future

= Total NZ$4 Billion Frequency and Timing Opportunity
Business and Strategic Focus

**Inputs**
- 950+ global team
- Strong ecosystem partnerships & customer relationships
- Investment in R&D
- 50+ year trusted brand
- Deep application expertise

**Outputs**
- Enabling applications that change the way we live our lives
- Enabling our customers to advance technology
- Improved service and efficiencies for our customers
- Increased shareholder value
- Growth of our people

**How We Succeed in Enabling the Connected Future**
- Technology Leadership
- Highly flexible product platforms
- People & Leadership
- Fast response times
- Partnerships
- Operational excellence
- World class quality

**Differentiation Strategy**
- Low cost strategy
Sustained Earnings and Growth

Revenue ($m)\(^1\)

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<th>FY2019</th>
<th>FY2020</th>
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Reported Underlying EBITDA\(^2\) ($m)

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<th>Year</th>
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<th>FY2018</th>
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* FY2021 is Earnings Guidance provided as at 18 January 2021

Notes:

\(^1\) All figures are presented in New Zealand dollars unless otherwise indicated.
\(^2\) Refer to note 4 of the FY2020 audited financial statements for an explanation of how ‘Non-GAAP Financial Information’ is used, including a definition of ‘Underlying EBITDA’ and reconciliation to NPAT.
Q+A / Find Out More

Next Steps

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