Agenda & Welcome

Welcome & introduction
Items of business
Chair’s address
Chief executive’s review
Shareholders’ questions
  - Annual report and business update
Ordinary resolutions
  - Re-elect Bruce Irvine as a director of Rakon
  - Approve increase in the total annual pool for directors’ fees
  - Authorise directors to fix remuneration of Rakon’s auditor
General business
Meeting close / afternoon tea

Bruce Irvine
Chair
Brent Robinson
Chief executive
Chair’s address

Bruce Irvine
Chair’s address

Financial snapshot

Underlying EBITDA ($) $^{1,2}$

<table>
<thead>
<tr>
<th></th>
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</thead>
<tbody>
<tr>
<td></td>
<td>4.0</td>
<td>12.1</td>
<td>13.3</td>
<td>14.8</td>
<td>23.5</td>
</tr>
</tbody>
</table>

27 – 32m $^3$

Notes:

$^1$All figures are presented in New Zealand dollars unless otherwise indicated

$^2$Refer to Note 5 of the FY2021 audited financial statements for an explanation of how ‘Non-GAAP Financial Information’ is used, including a definition of ‘Underlying EBITDA’ and reconciliation to NPAT

$^3$FY2022 is a provisional estimate
Shareholder value

**Significant increase in share price**

Health and safety of people was paramount through Covid-19 outbreaks and lockdowns
- Global operations sustained through restrictions

**Significant impact from Covid to operations in first quarter but new opportunities captured in Q2 and H2**
- Increased demand from Telecommunications sector
- Worldwide TCXO shortage

**Scaled up capacity to meet increased demand**
- Significant long term orders secured
- NZ production capability now 40% greater than FY2021
Our growth strategy
How we will succeed

Markets
- Three principal market segments – Telecommunications, Positioning, Space & Defence
- New segments emerging with cloud computing, autonomous vehicles and NewSpace

Customers
- Preferred supplier to Tier 1 & 2 customers
- Work alongside customers for design of next-generation technologies

Expertise
- Industry-leading R&D
- Proven commercialisation

Operations
- Global, scalable operation
- Extend existing products whilst developing new solutions
- Future proofing low-cost manufacturing platform
Governance

Strong leadership

Health and safety of global team has been paramount
- Covid outbreaks and restrictions impacted all operations

Risk management and Board oversight
- Managing ongoing supply chain and Covid-19 uncertainties

Enhanced investor communications and engagement
- Refreshed website and lifted company profile

Secured long term debt facility
- Enabling investment in future proofing operations and expansion opportunities

Prudent financial management
- Consolidate performance through FY2022 and maintain conservative balance sheet

Succession planning for Board
- Refreshed skills and smooth transition

Appreciation of committed resilient global team
Chief executive’s review

Brent Robinson
Our key executives here today

Dr. Sinan Altug
Chief Operating Officer

Darren Robinson
Chief Marketing Officer

Anand Rambhai
Chief Financial Officer

Margo Thomas
General Manager, Global People & Capability

Scott Stemper
Global Quality Manager

Maureen Shaddick
Company Secretary

Borja Thomas Schuhmacher
Head of Global Product Management
FY2021 highlights & achievements

**Strong financial performance**
We delivered continued growth in revenue and earnings through sustained demand and solid operating improvements

**Opportunities captured**
We rapidly deployed new product designs and increased capacity to meet the rise in demand because of worldwide chip shortages

**XMEMS® wins**
A year on from officially launching this proprietary technology, we’re designed into strategic customers’ applications

**Effective Covid response**
The commitment and resilience of our global team ensured we continued operating with minimal downtime and supply chain disruption
FY2021 financial performance

Strong earnings and cash flow

<table>
<thead>
<tr>
<th>Performance for the 12 months to March ($m)</th>
<th>FY2021</th>
<th>FY2020</th>
<th>% change</th>
</tr>
</thead>
<tbody>
<tr>
<td>Revenue</td>
<td>128.3</td>
<td>119.0</td>
<td>+8%</td>
</tr>
<tr>
<td>Gross profit</td>
<td>58.9</td>
<td>52.0</td>
<td>+13%</td>
</tr>
<tr>
<td>Gross margin %</td>
<td>45.9%</td>
<td>43.7%</td>
<td>+2.2 percentage points</td>
</tr>
<tr>
<td>Operating expenses</td>
<td>49.0</td>
<td>48.1</td>
<td>+2%</td>
</tr>
<tr>
<td>Net profit after tax</td>
<td>9.6</td>
<td>4.0</td>
<td>+142%</td>
</tr>
<tr>
<td>Underlying EBITDA</td>
<td>23.5</td>
<td>14.8</td>
<td>+59%</td>
</tr>
<tr>
<td>Earnings (cents per share)</td>
<td>4.2</td>
<td>1.8</td>
<td>+133%</td>
</tr>
<tr>
<td>Net cash / (net debt) as at 31 March</td>
<td>5.0</td>
<td>(7.9)</td>
<td>+164%</td>
</tr>
<tr>
<td>Capital expenditure for the 12 months</td>
<td>5.1</td>
<td>4.6</td>
<td>+10%</td>
</tr>
</tbody>
</table>

Notes
1 Refer to Note 5 of the FY2021 audited consolidated financial statements for an explanation of how ‘Non-GAAP Financial Information’ is used, including a definition of ‘Underlying EBITDA’ and reconciliation to net profit after tax
2 Excluding NZ IFRS 16
3 FY2022 is a provisional estimate
Business update
Our market positioning

We solve problems with challenging specifications and high-performance requirements

FY2021
Rakon SAM¹ USD 650M

FY2026
Rakon SAM USD 1150M

¹SAM: Serviceable Available Market
Telecommunications

Increased 5G demand driving revenue growth

Revenue growth
FY2021 $77M, up 18%
Telecommunications comprises 60% of total revenue

5G demand increasing
Operators deploying new networks and enhancing existing infrastructure
Strong contribution from new products (Mercury™)

Cloud computing emerging
Precise timing requirements for many applications driving strong growth
Major cloud computing customer secured

Product wins
Design-in wins for new products enabling 5G millimetre wave capability
Increased design wins for Pluto® TCXOs
Why 5G?

5G is expanding the mobile ecosystem to new industries

- Precision agriculture
- Construction and mining
- Digitised education
- Connected healthcare
- Richer mobile experiences
- Smart manufacturing
- Intelligent retail
- Smart city

Source: Courtesy of Qualcomm
Product applications in 4G networks

4G Telecommunications network with Rakon frequency control and timing products

Fronthaul

4G RAN

Small Cells

RAN

Microwave

Backhaul

Core & Edge

Data Centre
Intensified product applications in 5G networks

5G Telecommunications network requires significantly more Rakon frequency control and timing products.
Rakon well positioned to grow

Leading edge 5G technology to enable future requirements

Long-term partnerships with all leading suppliers of telecommunications infrastructure equipment

Leading-edge technology

- Mercury products have a market advantage
- Several years ahead of competitors
- Key patents giving long-term protection

Growth in all nodes of the network

Global footprint close to customers & low cost manufacturing facility

Radio Unit demand forecast

Source: Compiled from industry sources
1 CAGR: Compound annual growth rate
Space & Defence

**Momentum building in NewSpace**

**Revenue growth**
FY2021 $30M, up 7%
Space & Defence comprises 24% of total revenue

**Mars Rover**
Rakon designed / manufactured products on board NASA’s Mars Perseverance Rover which landed on Mars in February 2021

**NewSpace satellite customer**
Initial deliveries made for a major NewSpace LEO satellite constellation

**Steady Defence performance**
Defence segment is a key source of innovation
Growth consolidated from previous year
## The NewSpace opportunity

### Major 10-year satellite launch programme

<table>
<thead>
<tr>
<th>Satellite constellation</th>
<th>Number of satellites</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>Planned to launch</td>
</tr>
<tr>
<td><strong>Starlink</strong></td>
<td>12,000</td>
</tr>
<tr>
<td><strong>OneWeb</strong></td>
<td>1,000</td>
</tr>
<tr>
<td><strong>Amazon</strong></td>
<td>3,000</td>
</tr>
<tr>
<td><strong>Boeing</strong></td>
<td>1,400</td>
</tr>
</tbody>
</table>

Source: Based on yearly industry projections
Rakon NewSpace strategy
3–5 year growth plan

The supply chain

Value

Volumes

Tier 1: Systems
Tier 2: Subsystems
Tier 3: Assemblies
Tier 4: Components and parts
Tier 5: Hardware and materials

Rakon Serviceable Available Market

nz $m

CAGR 32%

FY20 FY21 FY22 FY23 FY24 FY25 FY26 FY27

Components FCP SAM
Assemblies SAM
Sub-systems SAM
Positioning

Mixed FY2021 performance but strong FY2022 outlook

Revenue down but better margin %
FY2021 $14M, down $4.9M
Better gross margin percentage with improved product mix
Positioning comprises 11% of total revenue

Autonomous vehicle market momentum building
Autonomous vehicle industry driving need for higher performance and higher reliability products

Agriculture and mining growth
Growth in higher-margin precision industrial applications including growing share of agricultural / mining segments as automation becomes standard

New orders captured
Significant orders captured due to global TCXO shortages – delivering in FY2022 and FY2023
Rakon growth strategy

Autonomous agricultural and construction machinery

Autonomous tractor units forecast

24.89% CAGR

Source: MarketsandMarkets report
Autonomous vehicles

The changing requirements for automotive positioning technology

**YESTERDAY**

**Navigation**
Accuracy: Consumer grade

**Technology Enablers:**
- GPS + mapping

**TODAY**

**Drive Assist & Driver Safety**
Accuracy: High precision

**Relative Positioning w/**
- Sensors, cameras, LIDAR
- Radar, advanced mapping

**Tomorrow**

**Autonomy**
Accuracy: Survey, construction grade

**Technology Enablers:**
- Absolute positioning
- Advanced vision
- Edge computing + AI + V2V

WHAT ROAD AM I ON? 2-5M
WHAT LANE AM I IN? <1M
WHERE IN THE LANE AM I? <0.1M
Autonomous vehicles

Growing demand for high precision and high reliability

Crystal products potential by automotive application

USD Millions

ADAS$^1$ - related CAGR 12%

Source: Industry estimates

$^1$ Advanced driver assistance systems
Managing supply chain risks

Industry supply chain challenges due to critical component shortages

- Stretched lead times, lower allocations, expedite fees, price increases

Focus on minimising customer disruption through:

- Continuous supplier engagement and escalation
- Diversifying supply base through alternative sources
- Extending blanket orders to critical suppliers
- Ordering extra raw material inventory and buffer stock
- Forecasting for the longer-term
Q1 update

**Strong start to FY2022**
Telecommunications continued at higher run rate from previous quarter
Commencement of deliveries for increased TCXO business

**India Delta impacts**
India production lower in April but now at normal levels
Minimal impact on Q1 revenue

**Cost pressures growing**
General cost inflation becoming evident, particularly in New Zealand

**New India plant project**
Modern fit-for-purpose facility enabling future expansion
Low-cost advantage will enable extension of product lifecycle
Supports dual supply chain strategy
Two-acre site in Aerospace business zone
In summary

Strong FY2021 result
- NPAT up 142% on prior year to $9.6M
- Underlying EBITDA up 59% to $23.5M

FY2022 result on track
- Customer delivery focus
- Risks being closely monitored and managed

One-off gains from worldwide chip shortage
- Delivery mainly in FY2022 and part FY2023. Positive signs of some market share retention

Strong order book ahead

Medium-term growth focus
- 5G networks, data centres and autonomous machines
- 5G / AI applications, autonomous vehicles and LEO satellites (3 – 5 years)

R&D / new product commercialisation
- Product leadership
- IP protection & know-how
- Customer partnerships
- ASICs & XMEMS®

Solid financial management
- Conservative balance sheet to manage risks & capture opportunities
Shareholders’ questions
Resolutions
Ordinary resolution

Resolution 1: re-election of director

- That Bruce Robertson Irvine, who retires by rotation and is eligible for re-election, be elected as a director of Rakon

<table>
<thead>
<tr>
<th>Proxy votes lodged</th>
<th>For</th>
<th>%</th>
<th>Against</th>
<th>%</th>
<th>Discretionary</th>
<th>%</th>
</tr>
</thead>
<tbody>
<tr>
<td>Bruce Irvine</td>
<td>89,747,796</td>
<td>83,295,783</td>
<td>92.81</td>
<td>1,923,121</td>
<td>2.14</td>
<td>4,528,892</td>
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</table>
Ordinary resolution

Resolution 2: annual directors' fee increase

- That the total annual pool for directors’ fees be increased by $100,000 from $360,000 to $460,000 with effect from 1 October 2021

<table>
<thead>
<tr>
<th>Directors' Fees:</th>
<th>Proxy votes lodged</th>
<th>For</th>
<th>%</th>
<th>Against</th>
<th>%</th>
<th>Discretionary</th>
<th>%</th>
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<tr>
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<td>60,810,193</td>
<td>52,431,466</td>
<td>86.22</td>
<td>4,228,863</td>
<td>6.95</td>
<td>3,907,490</td>
<td>6.42</td>
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</table>
Ordinary resolution

Resolution 3: fixing remuneration of auditor

- That the directors are authorised to fix the remuneration of Rakon auditor, PricewaterhouseCoopers, for the following year

<table>
<thead>
<tr>
<th>Auditor Fees:</th>
<th>Proxy votes lodged</th>
<th>For</th>
<th>%</th>
<th>Against</th>
<th>%</th>
<th>Discretionary</th>
<th>%</th>
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<tbody>
<tr>
<td></td>
<td>89,747,796</td>
<td>84,266,019</td>
<td>94.05</td>
<td>877,959</td>
<td>0.98</td>
<td>4,454,222</td>
<td>4.97</td>
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</tbody>
</table>
General business and shareholders' questions
Meeting closure
This presentation contains not only a review of operations, but also some forward looking statements about Rakon Limited and the environment in which the company operates. Because these statements are forward looking, Rakon Limited's actual results could differ materially.

Although management and directors may indicate and believe that the assumptions underlying the forward looking statements are reasonable, any of the assumptions could prove inaccurate or incorrect and, therefore, there can be no assurance that the results contemplated in the forward looking statements will be realised.

Media releases, management commentary and investor presentations are all available on the company's website and contain additional information about matters which could cause Rakon Limited's performance to differ from any forward looking statements in this presentation. Please read this presentation in the wider context of material previously published by Rakon Limited.
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Subscribe to our investor news: https://www.rakon.com/investor/investor-info

Email us: investors@rakon.com

www.rakon.com
Appendices
Glossary

ASIC: Application Specific Integrated Circuit

Cloud computing: Allows users to have on-demand availability of a remote computer system’s resources for improved computing power or data storage (usually located quite far from the user, such as in another country)

Crystal Oscillator (XO): A quartz crystal combined with oscillation circuitry to generate a repeating electric signal

Crystal Resonator (Xtal): At the heart of XOs, VCXOs, TCXOs and OCXOs are quartz crystals, which are designed to resonate with electrical stimulation using the piezoelectric effect

Data centres: Usually a building that is used to hold a computer system and other components to backup data

Design-in: An opportunity that allows Rakon’s product to be used as the reference component for certain customer reference designs (a technical blueprint of a system intended to be used by customers)

Edge computing: Allows users to have on-demand availability of a remote computer system’s resources for improved computing power or data storage (usually located close to the user, such as within the same city)

5G: 5th generation of the telecommunications standard, providing 10 to 1000 times better performance in many different applications

5G millimetre wave (mmWave) technology: The equipment that enables higher frequency data transmission in 5G

Mercury™ / Mercury™+: Rakon’s proprietary integrated circuit used in OCXOs to achieve clock variations to less than 1 billionth of a second, enabling precision timing in 5G applications

NewSpace/ NewSpace LEOs: Refers to the commercial space sector for mainly low earth orbit (LEO) satellites

O-RAN: Mobile networks that are more intelligent, open, virtualised and fully interoperable

Oscillator: A circuit or device that generates a fixed frequency signal and consists of a resonator and electronic components

Oven Controlled Crystal Oscillator (OCXO): A crystal oscillator that uses a miniaturised oven to keep its internal temperature constant

Pluto®: Rakon’s proprietary integrated circuit used in TCXOs to achieve clock variations to less than 100 millionth of a second, enabling higher data rates in 5G applications

Surface Acoustic Wave (SAW) resonator: At the heart of SAW oscillators are SAW resonators that use the piezoelectric effect to generate electrically stimulated acoustic waves at a resonant frequency

System solutions: Refers to Rakon’s solutions that include high performance products, equipment and consulting services for Space & Defence

Temperature Compensated Crystal Oscillator (TCXO): A crystal oscillator with additional circuitry to remove frequency variations due to temperature change

Tier-1 customers: recognised key players within their respective industries, that make up a significant market share

Voltage Controlled Crystal Oscillator (VCXO): A crystal oscillator with an adjustable output frequency

Voltage Controlled SAW Oscillator (VCSO): A SAW oscillator with an adjustable output frequency

XMEMS®: Crystal Micro-Electro-Mechanical System. Rakon’s advanced quartz-based resonator technology. It is made with Rakon’s NanoQuartz™ microfabrication process, delivering unprecedented resonator and oscillator performances