

Bittium Corporation

Carnegie Small Cap Technology Seminar

Johan Westermarck

March 19, 2024

The Bittium logo is rendered in a bold, white, sans-serif font. It is positioned in the bottom right corner of the slide, set against a background of a stylized globe with a network of blue lines and nodes, and a view of Earth from space with city lights.

Forward-looking Statements

Some statements made in this material relating to future circumstances or status, including, without limitation, the future performance of the company, expectations regarding market growth, trend projections as well as any statements preceded by the words “expect”, “believe”, “foresee” or similar expressions are forward-looking statements.

By their nature, forward-looking statements involve risk and uncertainty and actual results may, therefore, differ materially from the results that are expressed or implied by these forward-looking statements.

Bittium Corporation disclaims all obligations to update such forward-looking statements except as required by mandatory law.

Agenda

Recap 2023

Business Update

- **Medical** – Remote Monitoring and Diagnostics
- **Defense & Security** – Resilient Tactical and Secure Communications
- **Engineering Services** – for Wireless Embedded Solutions

Financials

Outlook for 2024

Q&A





Johan Westermarck

Chief Executive Officer

Previous Work History

Citec Group Oy Ab, CEO, 2017-2023

Maintpartner Group Oy, CEO, 2012-2017

Maintpartner Oy, CEO, 2010-2012

Maintpartner Ab, CEO, 2009-2010

Eltel Group Oy, VP, Business Development, 2007-2008

Eltel Networks GmbH, CEO, 2006-2007

Eltel Group Oy, VP, Business Development, 2004-2006

Elcoteq Oyj, VP, Sales and Marketing, 2001-2004

Ahlstrom Machinery Oy: Regional Director, Service Business

1997-2001, Manager, Marketing Development 1995-1997,

Project Engineer 1992-1995

Positions of Trust

Consti Oyj, Member of the Board 2020-.

2023 – the Year of Changes

New management

Updated strategy

More independent Business Segments

Efficient way of working with updated processes and practices

Strong focus at all levels

Measures towards healthier cost structure



Megatrends to Support Solid Foundation for Profitable Growth

Geopolitical Uncertainty



Information Security



**Accelerating Technology
Development and IoT**



**Digitalization of Healthcare
and Aging Population**



Business Highlights

Bittium

World-Class Knowledge

Transforming passion for biosignals into superior technology products and services for healthcare professionals.



Medical Business Segment

- The remote diagnostics market continues to grow
 - Need for new home-based monitoring methods with faster and more efficient health data analysis
 - Insurance policies related to treatment reimbursement affect the growth pace
 - Medical device approval process can take more than a year
- Focusing on selected products and services
- Cardiac – continue close cooperation with the key customer in US, support partner network sales
- Sleep – grow the business together with ResMed
- Neuro – continue piloting BrainStatus at intensive care stations





**Seamless
Communication Architecture
Across the Battlefield**

Superior waveform quality and secure
wireless technology with integration to
military-grade
hardware and software

Bittium

Defense & Security Business Segment

- Geopolitical uncertainty and modern warfare
- Active NATO membership
- Dependency of states schedules and budgets
- Close cooperation with the Finnish Defence Forces
- Grow in the international defense markets with partners and system suppliers
 - ESSOR High Data Rate Waveform approved by NATO
 - Ongoing tactical communication system and product tenders ongoing
 - Ongoing discussions with international air defense and sensor system suppliers
- Increasing interest towards secure communication among authorities



World-Class Knowledge

Radio know-how, life-cycle design competence, implementation of embedded and secure wireless products for various industries.



Engineering Services Business Segment

- Accelerating digitalization causes the need for wireless devices
- Our strengths:
 - Extensive know-how in wireless radio technologies
 - Design service coverage and product life cycle support
 - In-house laboratories enable wide product testing
- Despite the market “downturn” the demand for Bittium R&D services is at a good level
 - The accelerating digitalization in various industries increased the need for design services, especially in the Industrial IoT technology market
 - European companies’ shifting their R&D work geographically to Europe, especially the device design
 - New customers outside of Finland i.e. in the transportation and professional tool markets
- Grow with key customers and partners



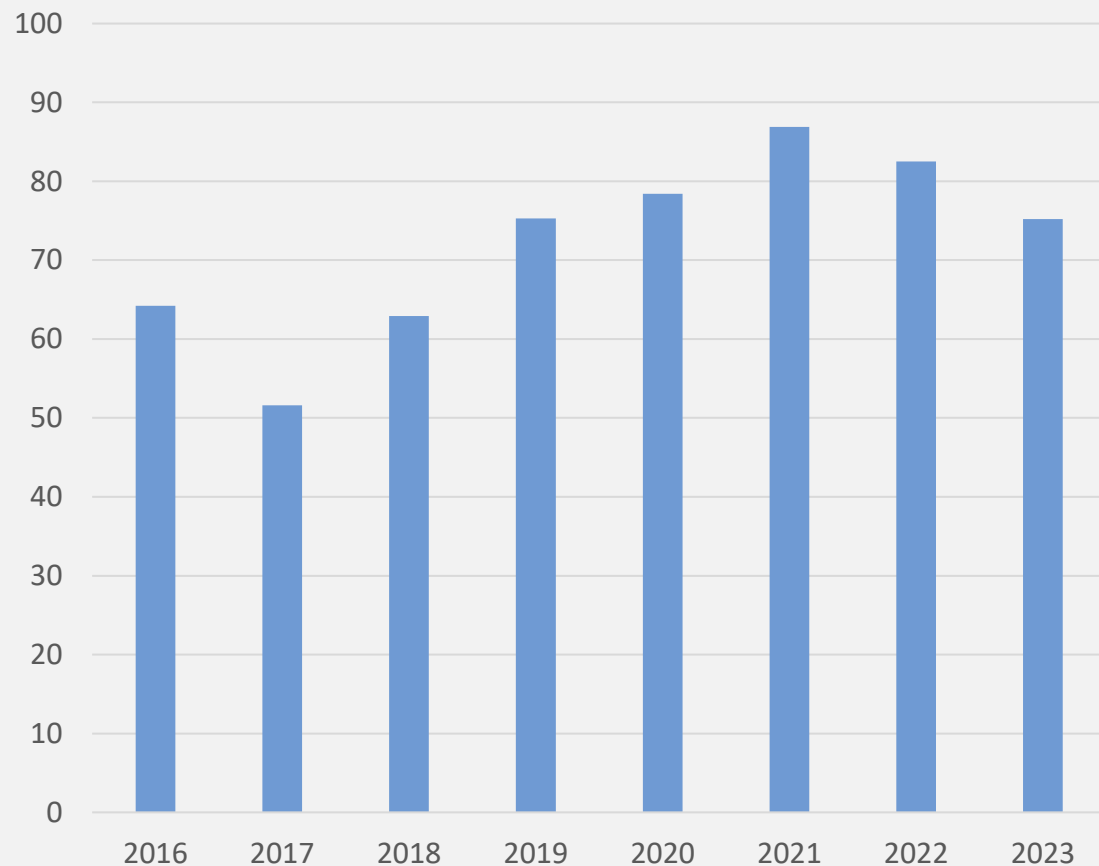
Financial Review



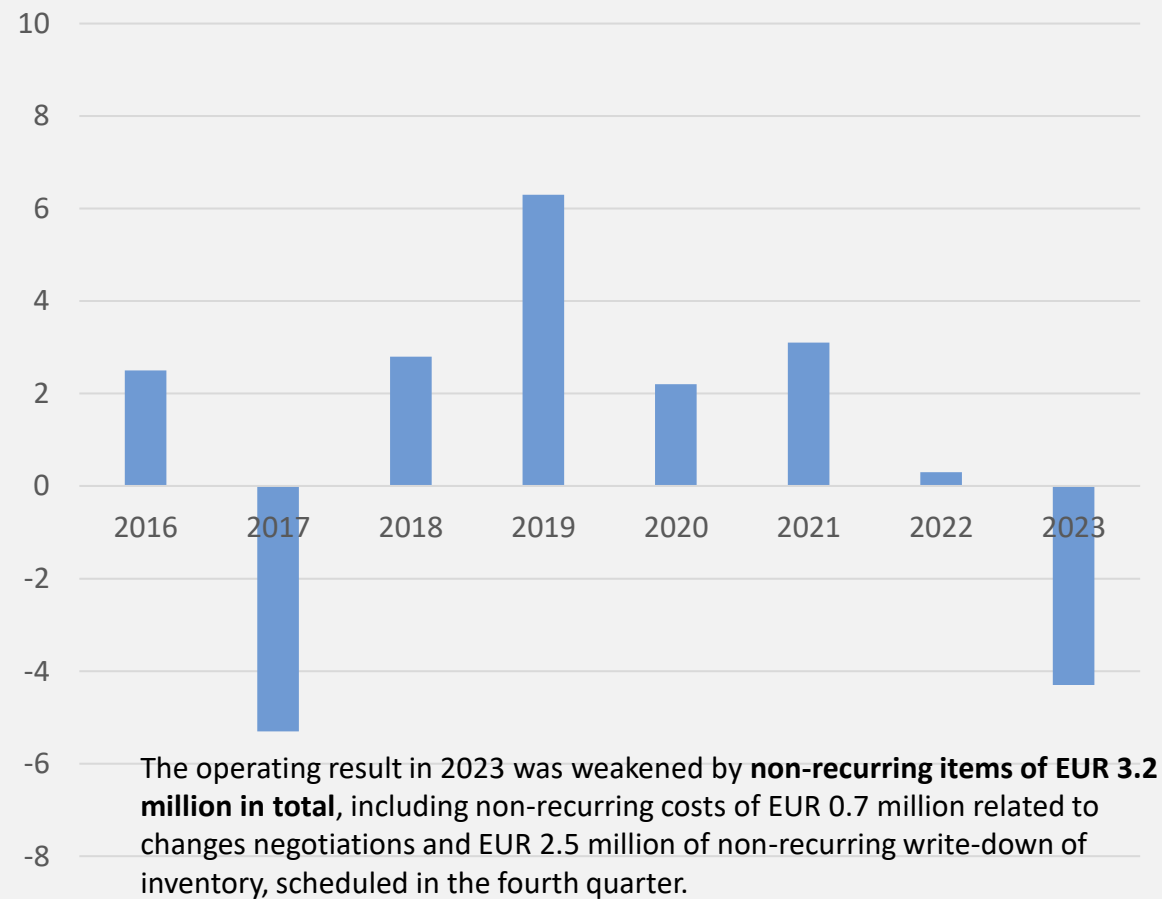
Bittium

Challenges in Growth and Profitability

Net Sales Development



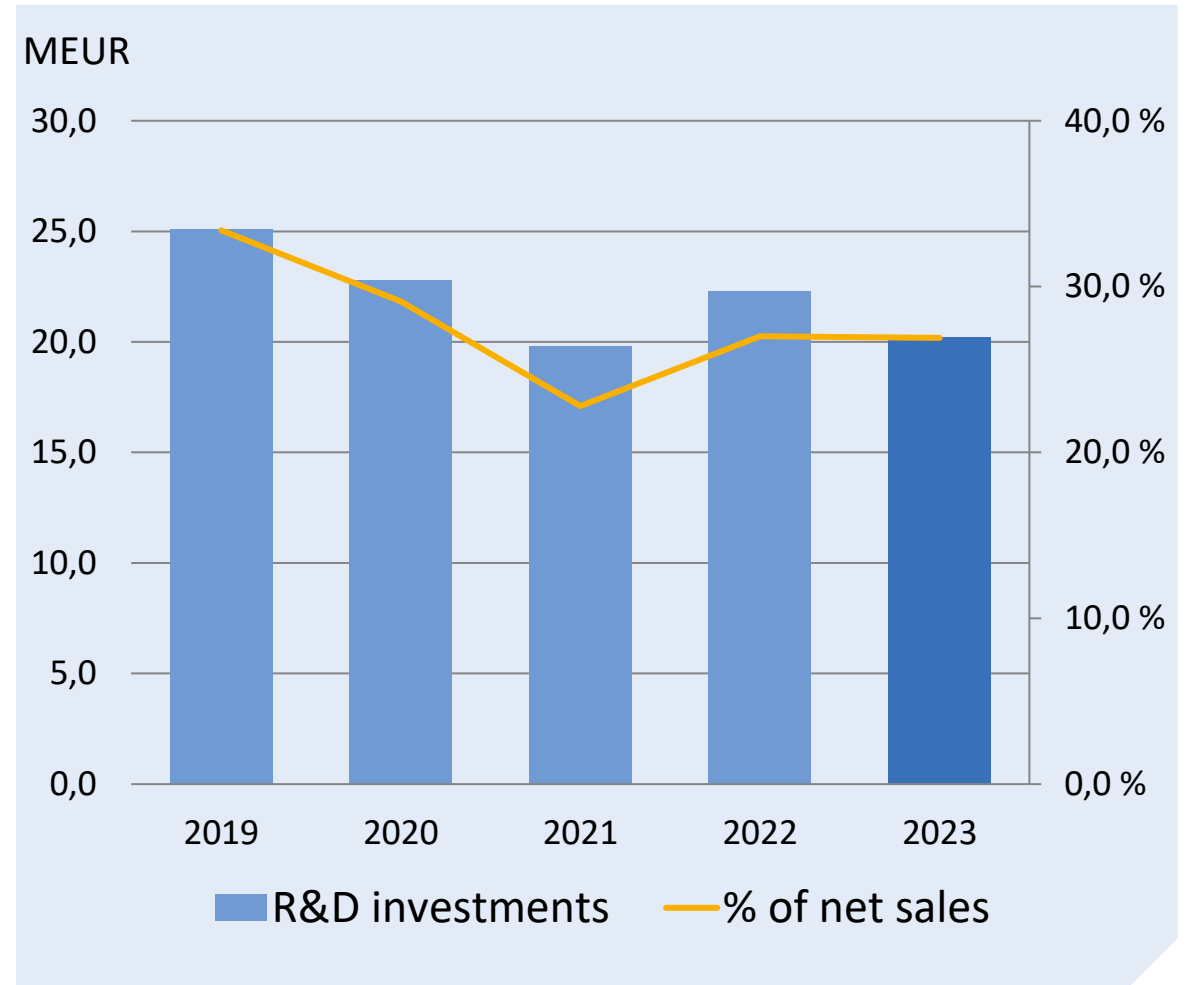
Operating Result Development



R&D Investments

- Level of R&D investments decreased slightly
 - MEUR 20.2 equaling 26.9% of the net sales (MEUR 22.3 equaling 27.0% of the net sales)
 - MEUR 7.2 was capitalized (MEUR 6.6)
 - Depreciations of R&D investments were MEUR 5.6 (MEUR 5.9)
 - Total R&D costs and depreciations in the P&L was MEUR 18.6 (MEUR 21.5)

- The main focus in the R&D investments in 2023
 - Medical technology products
 - Tactical communication systems and radios
- According to updated strategy focus in R&D investments in 2024
 - Continuous improvement of competitiveness of the existing products and services



Outlook 2024

Bittium

Good Foundation for Profitable Growth

Updated strategy towards profitable growth

Committed and highly skilled people

World-class products and services

Strong customer base

Megatrends supporting the growth

Solid foundation for profitable growth has been built

Financial Outlook 2024

Net Sales

Bittium expects the net sales to be EUR 85 – 95 million
(net sales EUR 75.2 million in 2023)

Operating Result

Bittium expects the operating result to be EUR 7.0 – 9.5 million
(operating result EUR -4.3 million in 2023)

More Information

More information about Bittium's market outlook is presented
on the company's internet pages at www.bittium.com.

Investor Calendar in 2024



Segment-based reporting starts



Thank you!

www.bittium.com

investor.relations@bittium.com

Bittium