

Bittium Capital Markets Day 2023

Johan Westermarck
October 30, 2023

Bittium

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

Introductions

Bittium Group – Strategy Update

Medical – Remote Monitoring and Diagnostics

Defense & Security – Resilient Tactical and Secure Communications

Engineering Services – for Wireless Embedded Solutions

Summary & Closing





Johan Westermarck

Chief Executive Officer

Previous Work History

Citec Group Oy Ab, CEO, 2017-2022

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-.

My Team



Tommi Kangas

Senior Vice President
Defense & Security



Antti Näykki

Senior Vice President
Medical



Jari Inget

Vice President
Engineering Services

My Team



Antti Keränen

Chief Financial Officer



Laura Kauppinen

Chief Development Officer



Kari Jokela

Chief Legal Officer



Karoliina Malmi

**Vice President
Communications &
Sustainability**

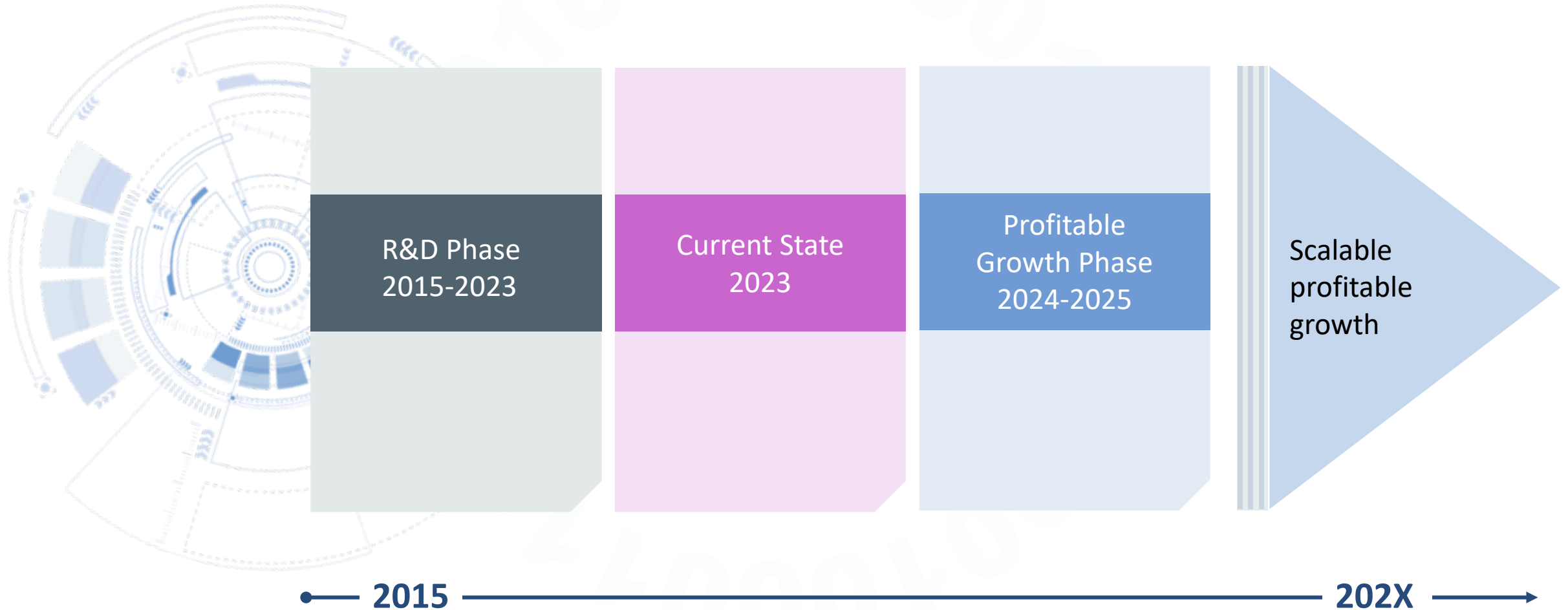
Strategy Update

Bittium Journey:
From R&D Phase
towards Profitable
Growth

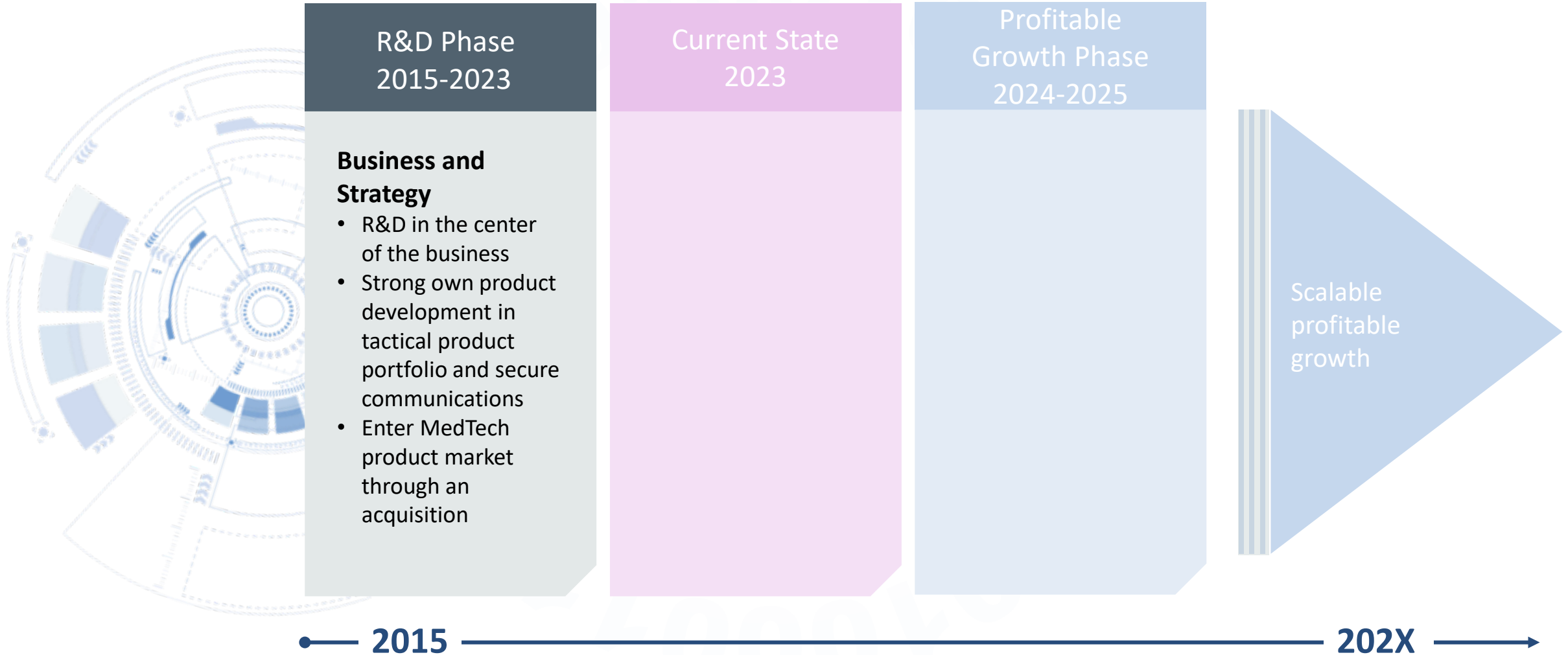


Bittium

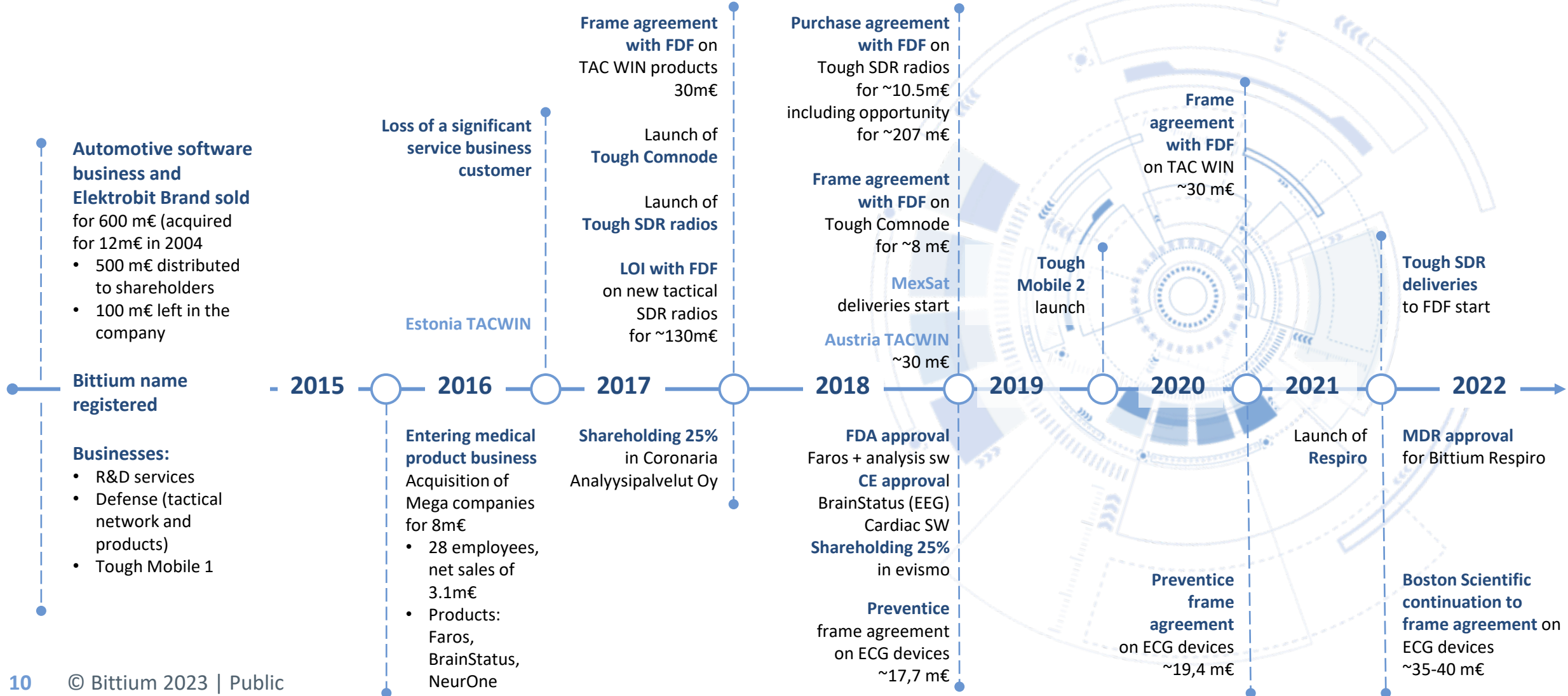
Solid Foundation for Profitable Growth



Solid Foundation for Profitable Growth

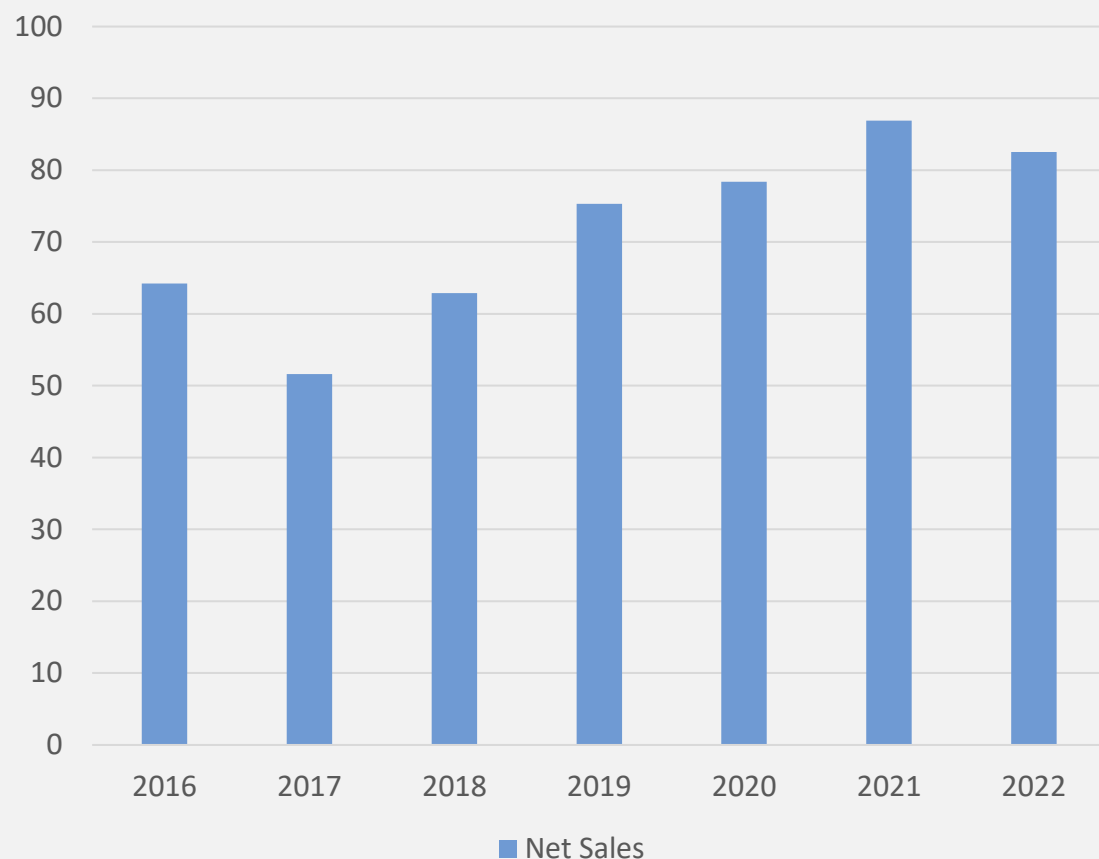


Company Development Highlights

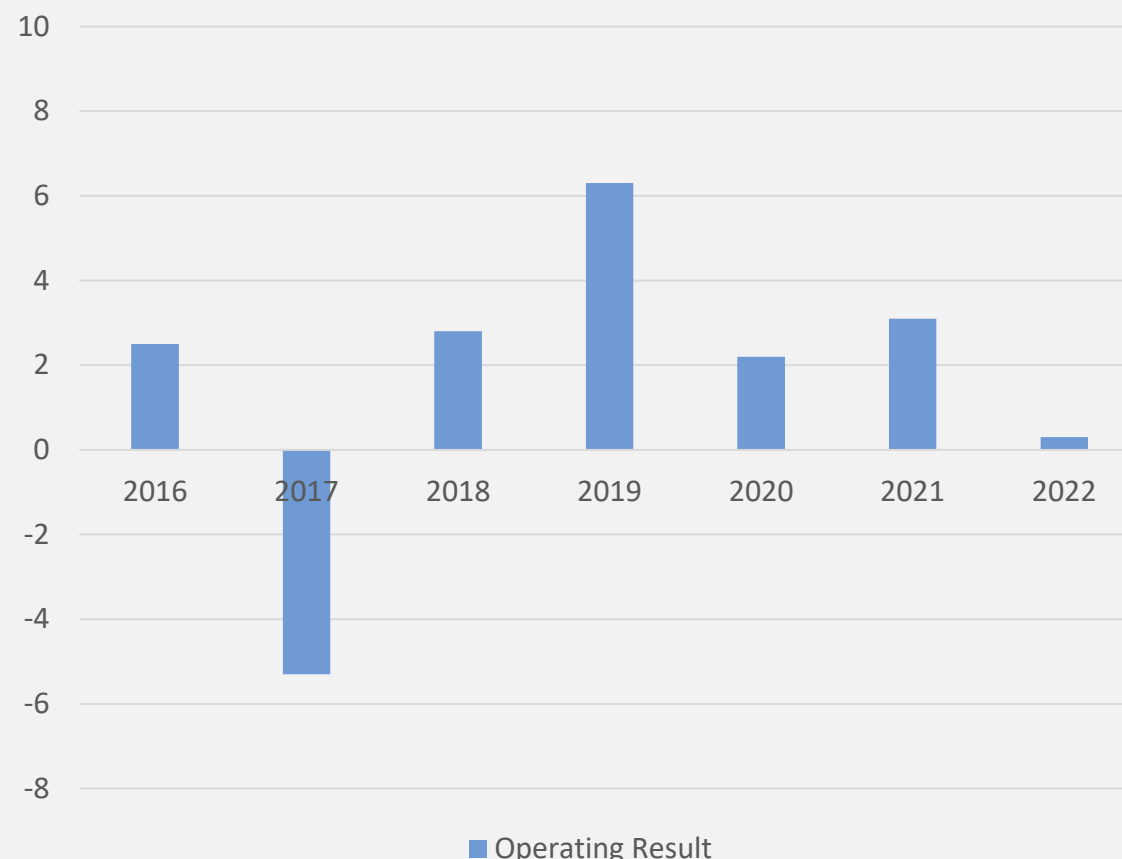


Financial Development in 2016 – 2022

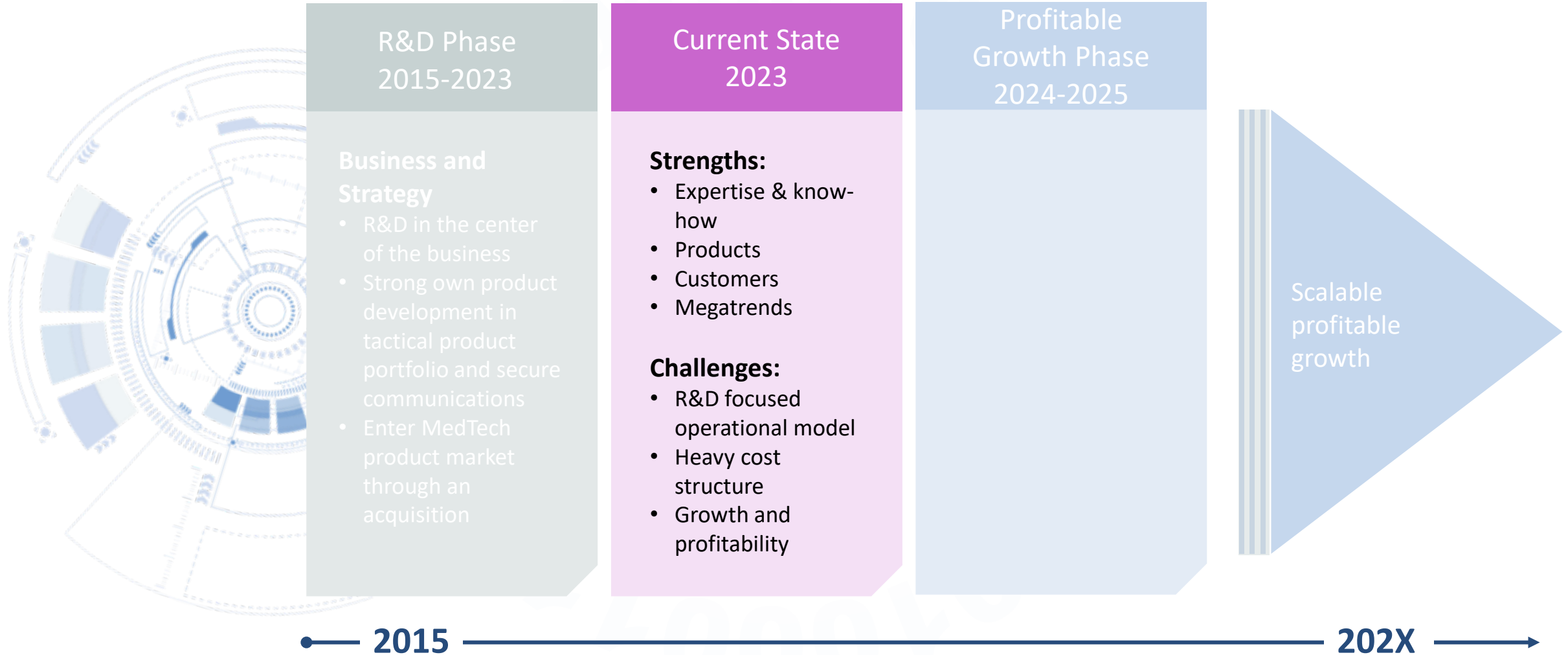
Net Sales Development



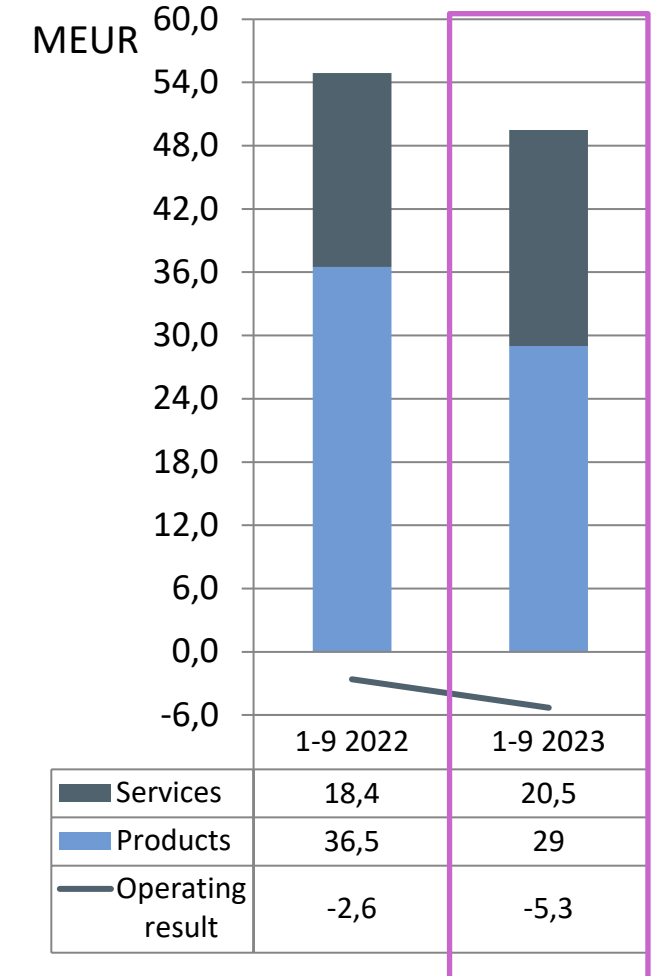
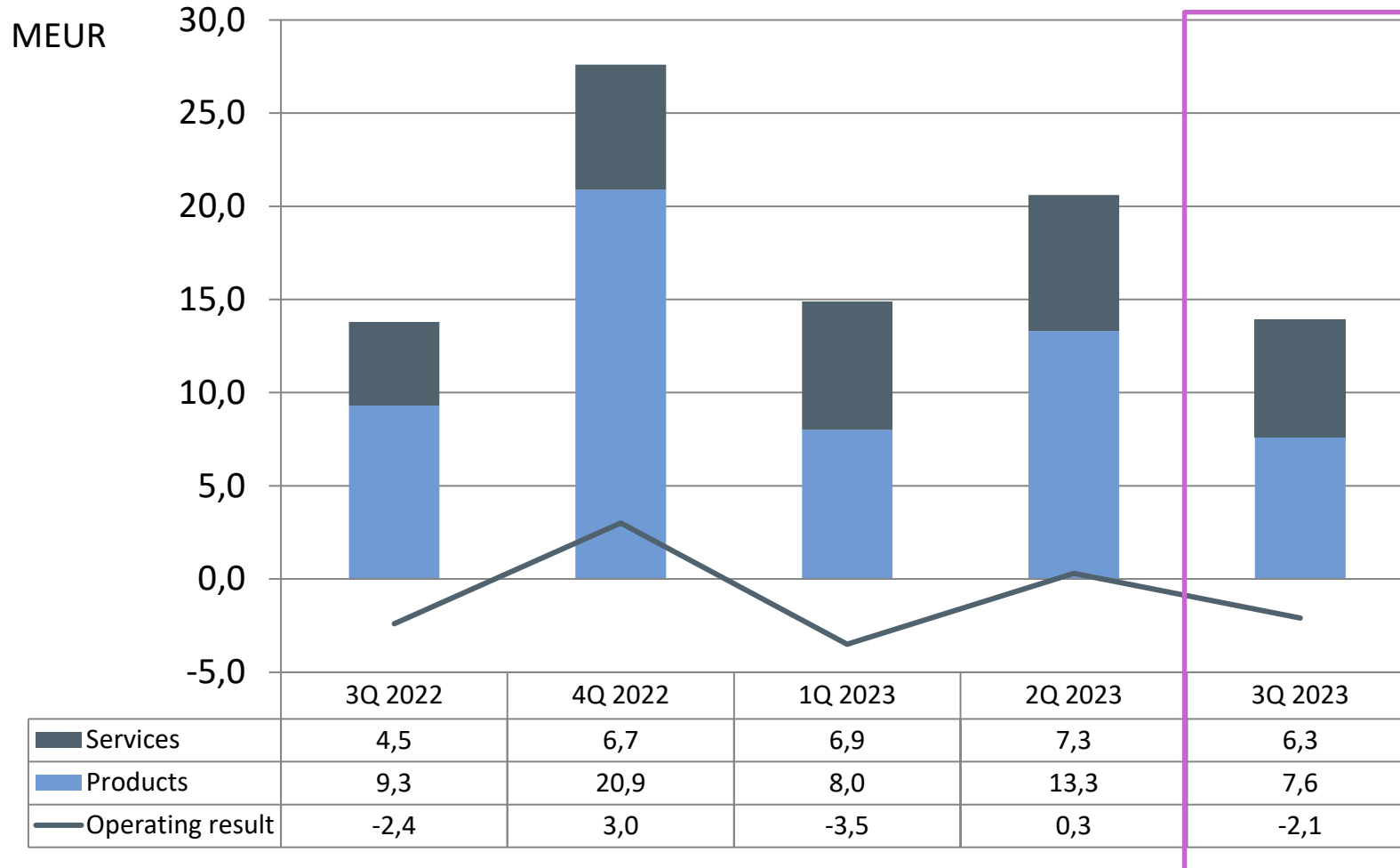
Operating Result Development



Solid Foundation for Profitable Growth



Challenges in Growth and Profitability



Excellent
Know-how, Products,
and Services to
Support Solid
Foundation
for Profitable
Growth



Megatrends to Support Solid Foundation for Profitable Growth

Geopolitical Uncertainty



Information Security



Accelerating Technology Development and IoT



Digitalization of Healthcare and Aging Population



Measures Taken So Far

Strategy updated to support solid growth

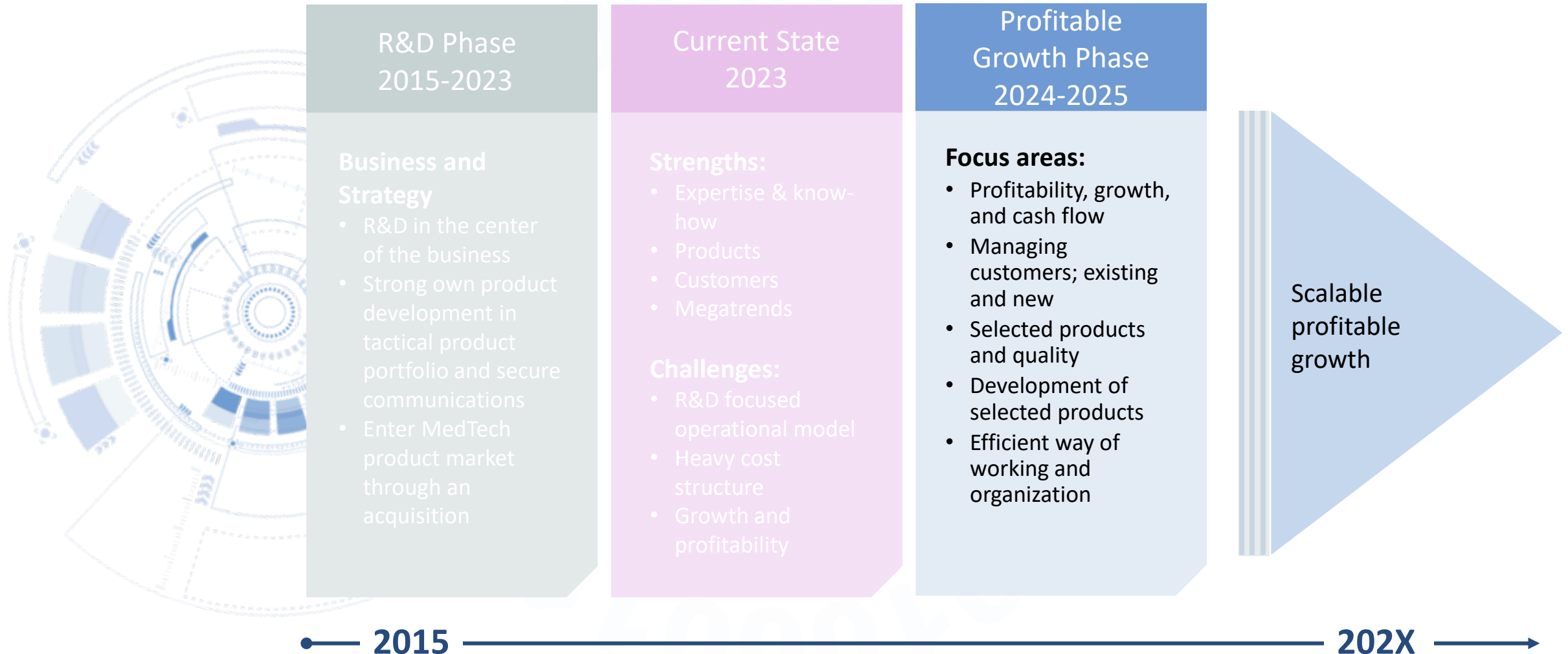
- **Focus** on Defense & Security, Medical, and Engineering Services
- **Focus** on selected products and services
- **Focus** on key accounts and new customers
- Lean segment organization

Healthier cost structure

- Streamlined organization
- Efficient way of working
- Additional cost-savings



Solid Foundation for Profitable Growth



Our Fundamentals

Core Competencies

Our core competencies are: designing, producing, modifying and maintaining **secure embedded technology** for professional and complex environments.

Strategic Intent

Our strategic intent is to grow from R&D house to **growth-oriented technology company**. Ambition is to grow through key accounts and new customers, and improve productivity with selected ecosystem partners, independent business segments and lean mode of operations.

Mission

Our mission is to utilize our world-class expertise and innovation to **enable secure embedded technology** for the benefit of people and societies.

Vision

Our vision is to become a global player in building **embedded secure technology solutions** within complex environments.

Key Focus Areas



Key Focus Areas

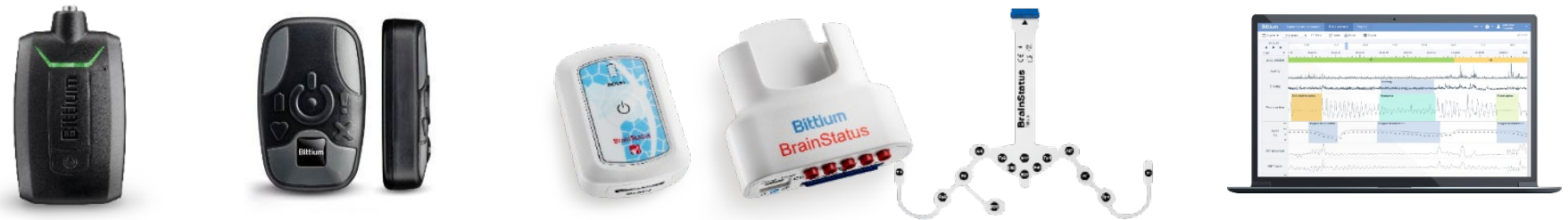


Focus on Selected Products and Services

Defense & Security



Medical



Engineering Services



Telecom



Industry IoT

Key Focus Areas



Focus on Key Accounts & New Customers

- Grow with selected Key Accounts
- Win new customers to support growth
- Systematic way of working
- High forecast accuracy



ResMed

iLOQ



NOKIA



Key Focus Areas



Focus on Efficiency

Efficient production and delivery processes

Efficient material handling

Ecosystem to ensure flexibility and scalability

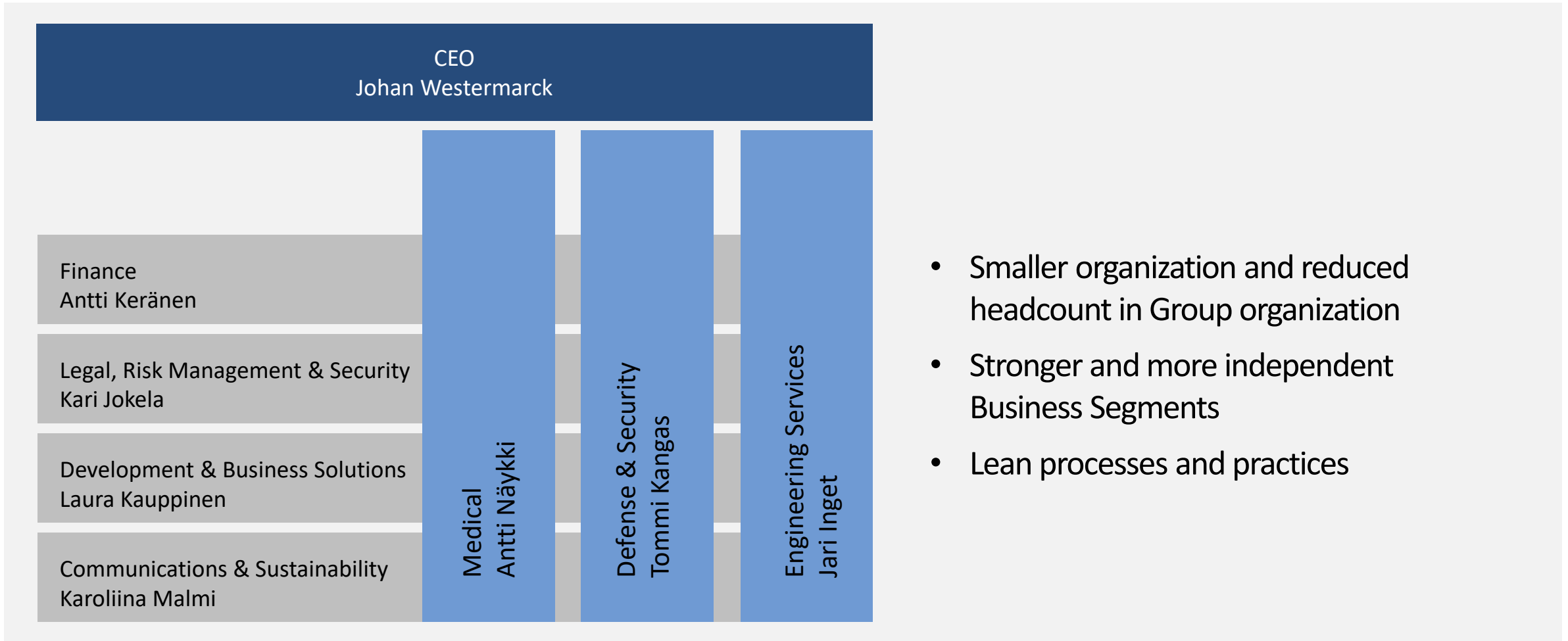
Quality assurance



Key Focus Areas



Lean Organization



- Smaller organization and reduced headcount in Group organization
- Stronger and more independent Business Segments
- Lean processes and practices

Financial Targets

Financial Outlook 2023 (updated on September 15, 2023)

Bittium expects the net sales in 2023 to be at the same level or lower than in the previous year (EUR 82.5 million in 2022) and the operating result to be lower than in the previous year (EUR 0.3 million in 2022). Cash flow in 2023 is expected to be negative.

Long-term Financial Targets (unchanged)

Bittium aims for an average annual net sales growth of more than 10 percent and an operating profit level of 10 percent and estimates that it will achieve these goals in 2024.

Q&A

Bittium

Medical – Remote Monitoring and Diagnostics

Antti Näykki

October 30, 2023



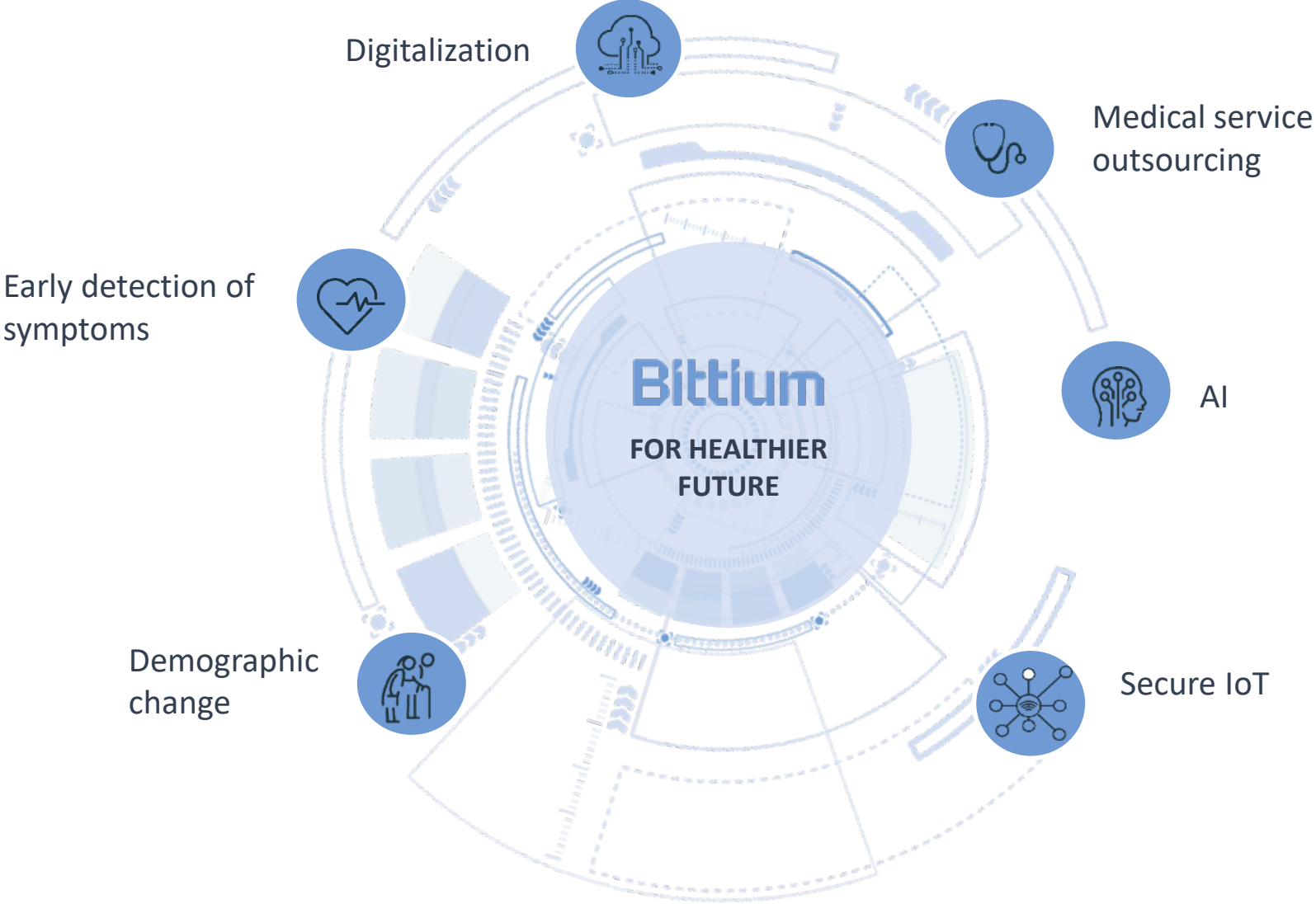
Bittium

World-Class Knowledge

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



Market Trends Supporting Our Growth



Enabling Remote Monitoring and Diagnostics



Measuring and Monitoring Biosignals - ECG

Reliable precision and flexibility for cardiac monitoring and analyzing

- *Compact and lightweight*
- *Simple and intuitive user interface*
- *SW analysis for the recorded data*

Cardiac Analysis
Analysis Software



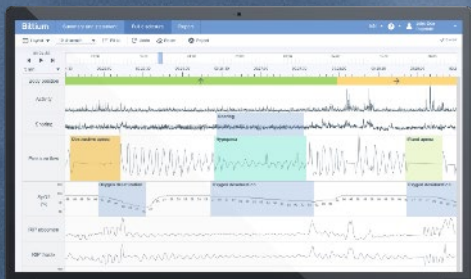
Bittium Faros™
Waterproof ECG Devices



Measuring and Monitoring Biosignals – Sleep Apnea Test

Home Sleep Apnea Testing empowered with AI

Bittium Respiro™ Analyst
Analysis Software



- *Location Independent and AI-Empowered Analysis*
- *Cost Efficient solution with 1 in 3 configurations*
- *Latest technology*

Measuring and Monitoring Biosignals - EEG

Fast and Easy Wireless EEG for Intensive Care

Bittium BrainStatus™

- *Easy and rapidly applicable*
- *High signal quality*
- *Location independent data analysis*



Our Strengths

Technology

Superior biosignal quality

Credibility

Global partner reference

Way of Working

Trusted and transparent partner

End-to-End Solutions

Ability to provide devices, analysis software and back-end system

Ecosystem Network

from concepting to design and transfer to production

Accelerating Growth

1

Market needs for remote monitoring in Healthcare

Remote monitoring, new home-based monitoring methods with faster and more efficient health data analysis are needed.

2

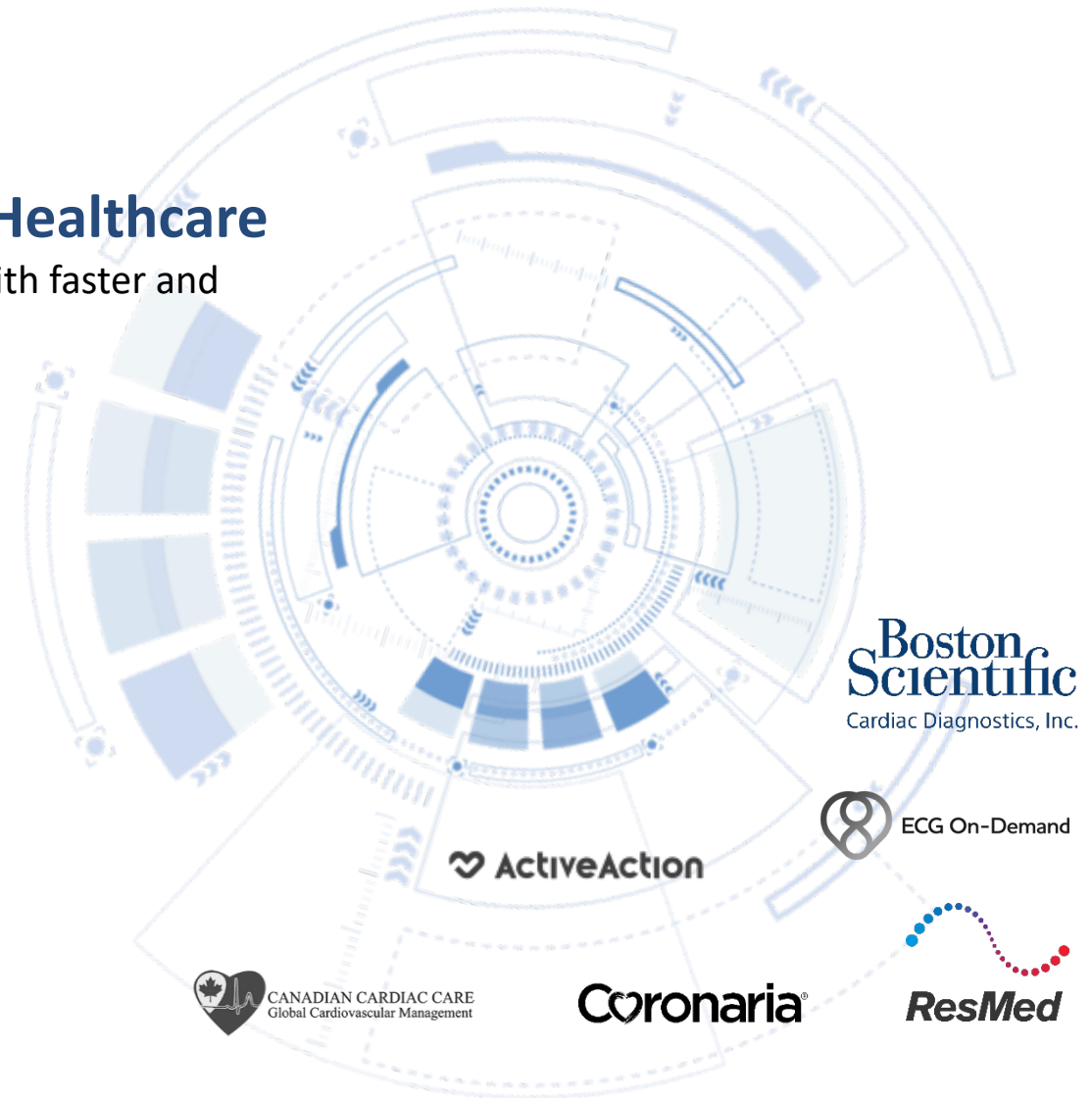
Focus on selected services

Develop our know-how and way of working constantly

3

Growth with key customers

Create strategic and long-term partnerships with customers



Q&A

Bittium

Defense & Security – Resilient Tactical & Secure Communications

Tommi Kangas

October 30, 2023

Bittium

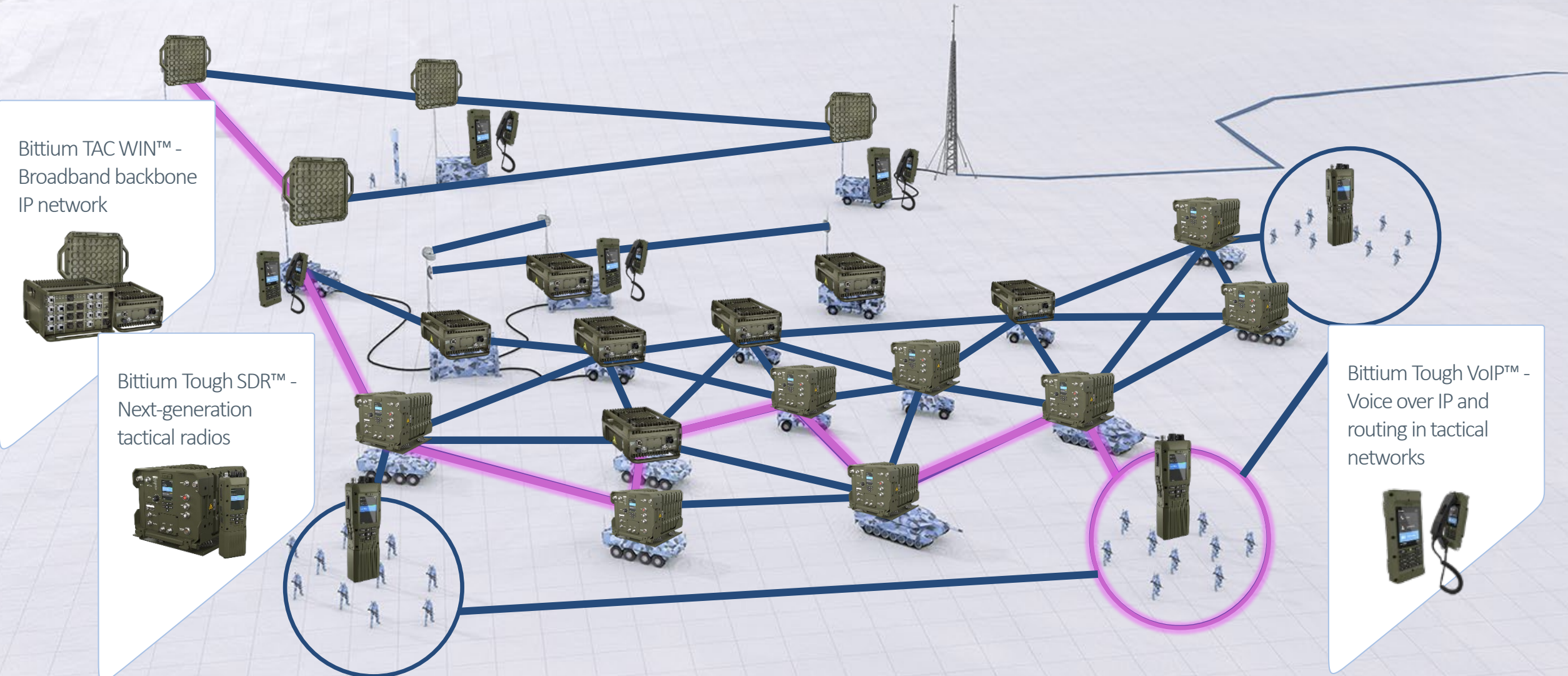
Seamless Communication Architecture Across the Battlefield

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

Market Trends Supporting Our Growth



Our Tactical Communication Offering Enables Connectivity Across the Battlefield



Bittium TAC WIN™ -
Broadband backbone
IP network

Bittium Tough SDR™ -
Next-generation
tactical radios

Bittium Tough VoIP™ -
Voice over IP and
routing in tactical
networks

Waveforms

Bittium TAC WIN Waveform™

Wide bandwidth & battle proof wireless MANET for TAC WIN & Tough SDR



ESSOR High Data Rate Waveform

IP connectivity and interoperability, also for European coalition troops (NATO STANAG 5651)



Bittium Narrowband Waveform™

Voice and BMS for fighting troops



Our Strengths in Tactical Communication

Bittium TAC WIN is a high-performance IP-based system

- ✓ Wide bandwidth
- ✓ Low information latency
- ✓ Mobile & quickly self-healing

Bittium Tough SDR radios help to produce and share real-time situational awareness

- ✓ Versatile RF performance
- ✓ Superior IP MANET
- ✓ Uncompromised security

Our High Security Product Offering Enables Resilient Communications

Bittium Tough Mobile™ 2

Three phone variants for different security levels
Certified solution together with Secure Suite

Bittium Secure Suite™

Device management and encryption software

Bittium Secure Call™

End-to-end encrypted communications



Our Strengths

Superior Situational Awareness

Wide bandwidth, mobile, and survivable backbone network with TAC WIN

Next-Level Performance

Versatile RF performance, excellent interoperability and MANET networking with Tough SDR radios

Routing Excellence

Routing capabilities of the tactical networks optimized for large-scale deployment and mobile use

Highest Level of Security for Mobile Communications

Layered security built with Tough Mobile 2, Secure Suite, and Secure Call

Accelerating Growth

1

Market need for modern tactical communication systems

Digitalization, mobility of the troops, and increasing use of IP on the battlefield set a demand for high-performance tactical communications systems

2

Active NATO membership

Opportunity to expand product business in the long-term

3

Growth with key customers

Create strategic and long-term partnerships with customers

4

Growth with the partners

Joint go-to-market actions to acquire new customers



Q&A

Bittium

Engineering Services – for Wireless Embedded Solutions

Jari Inget

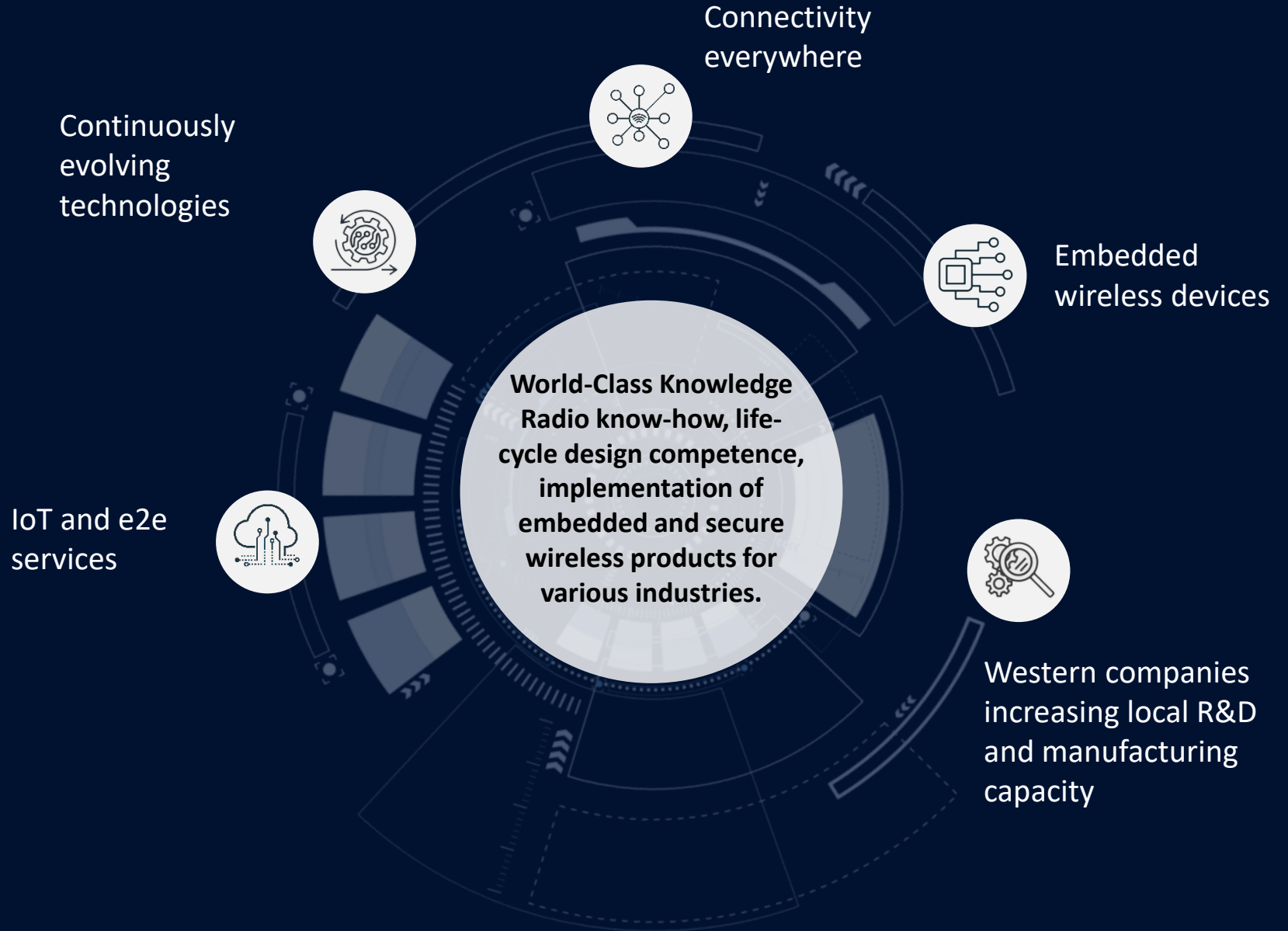
October 30, 2023

Bittium

World-Class Knowledge

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

Market Trends Supporting Our Growth



Engineering Services Covering Entire Product Lifecycle



For Industry IoT OEM's

Embedded Connected Device Design Services

Wide range of different industries e.g. logistics, construction, mobility, medical, wellbeing, sports

Customer needs: Development partner to create reliable, intelligent and secure products with wireless connectivity.

Value Proposition: Radio expertise, trusted strategic partner with transparent way of working. Bittium provides professional design services covering complete product development and life cycle.

Certified systems in place as enablers e.g. ISO 13485 - medical device and ISO 27001 – information security management.



GE Healthcare



Offering for Telecom OEM's

Network OEM customers

Radio Unit platforms & variants, proprietary radios

Customer needs: Development services for radio units; HW, SW, integration and verification

Value Proposition: Development partner with extensive experience and know-how to strengthen customers competence and capacity

Mobile OEM customers

Embedded SW and HW design for chipset/IC/module

Customer needs: Development services for HW, SW development, integration and verification

Value Proposition: Innovative and experienced team of professionals with wireless technology know-how

verizon^v NOKIA

Our Strengths

Know-how

Wireless technologies- and whole product design

Design service coverage

All design areas from the same house

Product life cycle support

from concepting to design and transfer to production

Way of Working

Trusted and transparent partner

Facilities

In-house development laboratories and secure premises

Accelerating Growth

1

Market needs wireless devices

Demand of development services for wireless technology and devices

2

Focus on selected services

Develop our know-how and way of working constantly

3

Growth with key customers

Create strategic and long-term partnerships with customers

4

Growth with the partners

Joint go-to market actions to acquire new customers



Q&A

Bittium

Summary & Closing

Bittium



Why to Invest in Bittium

Committed and highly skilled management and personnel

Solid foundation for growth has been built

Updated strategy towards profitable growth

World-class products and services

Strong customer base

Megatrends supporting the growth

Q&A

Bittium

Thank you!

Bittium