

### **Announcement**

### To NASDAQ OMX Copenhagen A/S and the press

Nørresundby, Denmark, 25 January 2010 Announcement No. 3/2010 Number of pages: [13]

## Interim report for the first quarter of 2009/10 (the period 1 October 2009 to 31 December 2009)

Cost reductions secure RTX Telecom a break-even for the first quarter.

The Supervisory Board of RTX Telecom A/S has today considered and adopted the Group's interim report for the first quarter of the financial year 2009/10 (covering the period 1 October 2009 to 31 December 2009).

## Summary of the interim report of the RTX Telecom Group for the first quarter of 2009/10

- Revenue amounts to DKK 50.9 million compared to DKK 53.1 million in the same period last year.
- Operating profit/loss (EBIT) amounts to a negative DKK -1.0 million compared to a negative DKK -13.3 million in the same period last year.
- Profit/loss after tax amounts to a negative DKK -0.3 million compared to a negative DKK -8.9 million in the same period last year.
- The Group realized a positive cash flow of DKK 2.9 million in the first quarter.

The operating results obtained in the first quarter were as expected. The effect of the cost reductions made in the RTX Telecom Group in 2009 now affects the Group's operating profit/loss. Revenue amounts to DKK 50.9 million, which is a decrease of approx. 4%, but the Group has realized cost reductions of more than DKK 14 million compared to the same period last year. Management has, with basis in a tight cost control, now focus on creating growth in the business units and increasing the earnings margins.

Yours sincerely

Mogens Elsberg Chairman of the Board Jesper Mailind President & CEO

Questions and further information: President & CEO Jesper Mailind, tel. +45 96 32 23 00

RTX Telecom A/S
Strømmen 6

Strømmen 6 DK-9400 Nørresundby, Denmark

Tel : +45 96 32 23 00 Fax : +45 96 32 23 10 VAT# : DK 17 00 21 47 Web : www.rtx.dk E-mail : info@rtx.dk



### **Appendices**

Interim report for the first quarter of 2009/10 comprising:

- Group financial highlights and key ratios
- Management's review
- Group income statement
- Group balance sheet
- Group statement of changes in equity
- Group cash flow statement
- Notes



### **GROUP FINANCIAL HIGHLIGHTS AND KEY RATIOS** (not audited)

Amounts in DKKm	Q1 2009/10	Q1 2008/09	Financial year 2008/09
Income statement items			
Revenue	50.9	53.1	215.2
Gross profit	28.4	31.3	112.9
Operating profit/loss (EBIT)	-1.0	-13.3	-52.0
Net financials	0.5	2.4	-20.4
Profit/loss before tax	-0.5	-10.9	-72.4
Profit/loss from continuing operations	-0.3	-11.0	-72.9
Profit/loss from discontinued operations	0.0	2.1	2.0
Profit/loss for the period	-0.3	-8.9	-70.9
Balance sheet items			
Cash and current asset investments	78.7	103.6	70.7
Total assets	261.6	293.3	253.4
Equity	159.8	210.6	160.1
Liabilities	101.8	82.7	93.3
Other key figures			
Development costs	1.1	3.7	10.6
Depreciation, amortisation and impairment	1.1	1.9	7.5
Cash flows from operations	2.7	9.4	-20.1
Cash flows from investments	0.7	-1.5	-13.0
Investments in property, plant and equipment	0.0	0.2	1.2
Increase/decrease in cash and cash equivalents	2.9	7.1	-33.7
Key ratios			
Growth in revenue (percentage)	-4.2	2.7	-14.0
Profit margin (percentage)	-1.9	-25.0	-24.2
Return on invested capital (percentage) <sup>2)</sup>	-3.1	-37.3	-37.9
Return on equity (percentage) 2)	-0.8	-57.5 -16.5	-37.9
Equity ratio (percentage)	61.1	71.8	63.2
Equity fatto (percentage)	01.1	71.0	03.2
Employment	107	040	000
Average number of full-time employees	167	213	203
Revenue per employee <sup>1)</sup> (DKK '000)	305	249	1,060
Operating profit/loss per employee 1) (DKK '000)	-6	-62	-256
Shares			
Average number of shares in circulation ('000)	9.289	9,289	9,289
Average number of diluted shares ('000)	9.289	9,292	9,289
Share data, DKK per share at DKK 5			
Profit/loss for the period (EPS) 1)	-0.1	-1.0	-7.6
Profit/loss for the period, diluted (DEPS) 1)	-0.1	-1.0	-7.6
Cash flows from operations 1)	0.3	1.0	-2.2
Equity value	17.2	22.7	17.2
Listed price	5.75	15.0	7.6
Liotod priod	5.75	13.0	7.0

The Group's financial year runs from 1 October to 30 September.

The stated key ratios have been calculated in accordance with "Recommendations and Ratios 2005" issued by the Danish Association of Financial Analysts. Definitions of the key ratios used are stated in the annual report for 2008/09.

The interim report has been presented according to the provisions on recognition and measurement laid down in the International Financial Reporting Standards (IFRS). The interim report has been presented applying the same accounting policies as were applied in the annual report for 2008/09.

Not annualised. Annualised.



#### **MANAGEMENT'S REVIEW**

#### Comments on the development in the first quarter of 2009/10

#### **Activities**

The Group's activities have developed as expected in the first quarter of 2009/10. RTX Products experienced progress on both increased sales to existing customers and increase of new customers. In the first quarter RTX Products entered into new contracts with reasonable potential for the remaining part of the financial year. However, both RTX Technology and RTX Network Systems experience a lower level of activity than at the same time last year, as customers are still reluctant to place new orders.

RTX Technology experienced a decrease in income from customer development projects and a significant decrease in sales of test systems compared to the same quarter last year. However, the income from royalty is relatively stable. The financial slowdown and reluctance makes it difficult to obtain new customers, and existing customers are still reluctant to initiate larger development projects.

RTX Products obtained revenue in the first quarter that was more than 11% higher than in the same period last year. The business unit has in the same period obtained a series of new customers, who have already placed orders, and RTX Products experience an increase in both Enterprise- and SMB market for IP based phone systems.

RTX Network Systems has realized a minor decrease in sales compared to the same period last year. The business unit's sales work is still focused on the sale and marketing of robust wireless IP network solutions to selected teleoperators, but the financial slowdown is the reason why no contracts have been signed yet, despite positive interest in the business unit's products from the teleoperators. In connection with Junto Telecom, that was written down for impairment in last year's annual report, the work for finding a solution concerning external financing and capital for continuation of the company is continued.

The economic measures made in the beginning of 2009 are now reflected in the Group's results, where significant cost reductions are realized in the first quarter compared to the same period last year.

#### Comments on Group financial figures for the first quarter of 2009/10

In the first quarter of the financial year 2009/10, the Group achieved revenue of DKK 50.9 million compared to DKK 53.1 million in the same period last year, equal to a decrease in revenue of 4.2%. For the individual business units, RTX Technology achieved a revenue of DKK 14.2 million, equal to a decrease of 28.6%, RTX Products achieved a revenue of DKK 29.8 million (an increase equal to 11.3%), and RTX Network Systems achieved a revenue of DKK 4.8 million, equal to a decrease of 11.7%.

Other external expenses and staff costs total DKK 28.3 million, which is 33.8% lower than in the same period in 2008/09. This is a result of the cost reductions initiated in 2009.



Operating profit/loss (EBIT) for the first quarter of 2009/10 amounted to a negative DKK -1.0 million compared to a negative DKK -13.3 million in the same period last year.

Net financials amounted to an income of DKK 0.5 million compared to an income of DKK 2.4 million in the same period last year.

The Group's profit/loss before tax for the first quarter of 2009/10 amounted to a loss of DKK 0.5 million compared to a loss of DKK 10.9 million in the same period of 2008/09.

The Group's profit/loss for the first quarter of 2009/10 amounted to a loss of DKK 0.3 million compared to a loss of DKK 8.9 million in the same period last year.

The Group's equity was in the first quarter of 2009/10 reduced by DKK 0.3 million from DKK 160.1 million to DKK 159.8 million. The loss for the period has reduced equity by DKK 0.3 million, fair value adjustments of short-term current asset investments have increased equity with DKK 0.2 million, while other equity entries have affected equity negatively by DKK 0.2 million.

The equity ratio is 61.1%, which is a decrease of 10.7 percentage points compared to the same time last year.

At 31 December 2009, the Group's balance sheet total amounted to DKK 261.6 million, equivalent to a decline of DKK 31.7 million compared to the same time last year. The decrease in the balance sheet total can be divided into a decrease in long-term assets of DKK 8.7 million and a decrease in short-term assets of DKK 23.0 million. The largest decreases relate to property, plant and equipment, other long-term assets and cash.

The net effect of cash flows in the first quarter of 2009/10 was an increase in cash of DKK 2.9 million.

The Group's cash and short-term current asset investments less bank debt amounted to DKK 59.6 million at 31 December 2009, which is an increase of DKK 2.9 million compared to the beginning of the financial year, but a decrease of DKK 38.4 million compared to the same time last year.

#### Prospects for the financial year 2009/10

The Group maintains expectations for 2009/10 with revenue at the same level as in 2008/09, DKK 215 million, and operating profit/loss (EBIT) of approx. DKK 0 million.

#### Risks and uncertaincies relating to the rest of the financial year 2009/10

#### Statements about the future

The above statements on the Group's future conditions, including in particular future revenue and operating profit/loss (EBIT), reflect the Management's current expectations and are subject to risks. These statements might be influenced by a number of risks and uncertainty factors, and consequently, the actual development might be different from the expectations indicated. These risks and uncertainty factors include – but are not limited to include – a number of factors such as general



business and financial conditions, dependence on co-operators, delivery time of components, integration of acquired enterprises as well as exchange rate and interest rate fluctuations, etc.

#### Financial calendar

Expected dates for publication of financial information until 31 January 2011:

**26 May 2010** Interim report for the first six months of 2009/10

**26 August 2010** Interim report for the third quarter of 2009/10

**December 2010** Annual report 2009/10

January 2011 Annual General Meeting

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#### STATEMENT BY THE MANAGEMENT ON THE INTERIM REPORT

The Supervisory Board and the Executive Board have today considered and adopted the interim report of RTX Telecom A/S for the first quarter of the financial year 2009/10 (covering the period 1 October 2009 to 31 December 2009).

The interim report has been prepared in accordance with IAS 34 Interim Financial Reporting as adopted by the EU and further Danish disclosure requirements for interim reporting for listed companies. The interim report has not been audited or reviewed by the Company's auditor.

We consider the applied accounting policies appropriate for the interim report to provide, in our opinion, a true and fair view of the Group's assets, liabilities and financial position at 31 December 2009 and of its financial performance and cash flows for the first quarter of 2009/10.

We consider Management's review to give a true and fair view of the Group's activities and finances, profit/loss for the period and the Group's financial position as a whole as well as a true and fair description of the most material risks and uncertainties facing the Group.

Nørresundby, 25 January 2010

#### **Executive Board**

Jesper Mailind

President & Chief Executive Officer

#### **Supervisory Board**

Mogens Elsberg Jørgen Dalby-Jakobsen Jens Hansen

Chairman of the Board Employee Representative

Else Baldvinsson Larsen Jens Toftgaard Petersen Peter Thostrup

Karsten Vandrup

**Employee Representative** 

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# **GROUP INCOME STATEMENT** (not audited)

Amounts in DKK '000	Note	Q1 2009/10	Q1 2008/09	Financial year 2008/09
Revenue	2	50,870	53,126	215,214
Cost of sales, etc		(22,461)	(21,875)	(102,266)
Other external expenses		(8,634)	(15,695)	(46,175)
Staff costs		(19,620)	(26,962)	(111,263)
Depreciation, amortisation and impairment		(1,108)	(1,897)	(7,498)
Operating profit/loss (EBIT)		(953)	(13,303)	(51,988)
Financial income		1,565	5,338	6,088
Financial expenses		(1,105)	(2,973)	(26,523)
Profit/loss before tax				
from continuing operations		(493)	(10,938)	(72,423)
Tax on profit/loss for the period				
from continuing operations		170	(88)	(502)
Profit/loss from continuing operations		(323)	(11,026)	(72,925)
Profit/loss from discontinued operations		0	2,142	2,050
Profit/loss for the period		(323)	(8,884)	<u>(70,875)</u>
Earnings per share (EPS)				
Continuing and discontinued operations (DKK)		(0.1)	(1.0)	(7.6)
Continuing and discontinued operations, diluted (DKK)		(0.1)	(1.0)	(7.6)
Continuing operations (DKK)		(0.1)	(1.2)	(7.8)
Continuing operations, diluted (DKK)		(0.1)	(1.2)	(7.8)



# **GROUP BALANCE SHEET** (not audited)

### **Amounts in DKK '000**

Assets	31 Dec. 2009	31 Dec. 2008	30 Sept. 2009
Completed development projects			
at the Group's own account	0	0	0
Licences	465	1,084	620
Goodwill	7,797	7,797	7,797
Intangible assets	8,262	8,881	8,417
Land and buildings	79,332	81,162	79,789
Plant and machinery	266	1,949	333
Other fixtures and fittings, tools and equipment, etc	1,227	3,067	2,145
Leasehold improvements	141	206	162
Property, plant and equipment	80,966	86,384	82,429
Other investments	0	516	0
Deposits	188	2,408	207
Deferred tax assets	724	689	724
Other long-term assets	912	3,613	931
Total long-term assets	90,140	98,878	91,777
Inventories	29,645	32,834	28,075
Trade receivables	52,825	46,276	57,897
Contract development projects in progress	1,732	3,974	1,049
Income taxes	111	118	109
Other receivables	5,443	3,980	1,578
Accruals	2,956	3,614	2,248
Receivables	63,067	57,962	62,881
Short-term current asset investments	64,760	65,218	64,694
Cash at bank and in hand	13,943	38,403	5,957
Total short-term assets	171,415	194,417	161,607
Total assets	261,555	293,295	253,384



## **GROUP BALANCE SHEET** (not audited)

### **Amounts in DKK '000**

Equity and liabilities	31 Dec. 2009	31 Dec. 2008	30 Sept. 2009
Share capital	47,170	47,170	47,170
Share premium account	301,166	301,166	301,166
Retained earnings	(187,476)	(138,197)	(187,291)
Equity belonging to the Parent's shareholders	160,860	210,139	161,045
Minority interests	(1,073)	509	(942)
Equity	159,787	210,648	160,103
Mortgage debt	17,995	20,313	18,560
Deferred tax liabilities	724	723	724
Provisions	703	608	1,121
Employee bonds	1,855	0	1,859
Long-term liabilities	21,277	21,644	22,264
Current portion of long-term liabilities	2,217	1,978	2,195
Bank debt	19,136	5,658	14,013
Prepayments received from customers	2,237	4,360	1,711
Trade payables	21,592	19,239	17,288
Contract development projects in progress	2,471	2,276	1,551
Income taxes	58	99	322
Provisions	10,871	4,908	12,739
Other payables	21,909	22,485	21,198
Short-term liabilities	80,491	61,003	71,017
Total liabilities	101,768	82,647	93,281
Total equity and liabilities	261,555	293,295	253,384



## **GROUP STATEMENT OF CHANGES IN EQUITY** (not audited)

Amounts in DKK '000	Share capital	Share premium account	Retained earnings	Minority interests	Total
Equity at 1 October 2008	47,170	301,166	(127,731)	542	221,147
Foreign exchange rate adjustment of foreign subsidiaries Fair value adjustment of short-term	0	0	(281)	(94)	(375)
current asset investments Income and expenses recognised	0	0	(1,360)	0	(1,360)
directly on equity	0	0	(1,641)	(94)	(1,735)
Profit/loss for the period	0	0	(8,945)	61	(8,884)
Total income for the period	0	0	(10,586)	(33)	(10,619)
Share-based remuneration including tax effect	0	0	120	0	120
Other transactions	<u>0</u>	0	120	<u>0</u>	120
Other transactions			120		120
Equity at 31 December 2008	47,170	301,166	<u>(138,197</u> )	<u>509</u>	210,648
Equity at 1 October 2009	47,170	301,166	(187,291)	(942)	160,103
Foreign exchange rate adjustment of foreign subsidiaries Fair value adjustment of short-term	0	0	(123)	(45)	(168)
current asset investments	0	0	175	0	175
Income and expenses recognised directly on equity	0	0	52	(45)	7
Profit/loss for the period	0	0	(237)	(86)	(323)
Total income for the period	0	0	(185)	(131)	(316)
Share-based remuneration					
including tax effect	0	0	0	0	0
Other transactions	0	0	0	0	0
Equity at 31 December 2009	47,170	301,166	(187,476)	(1,073)	159,787

The share capital of DKK 47,170,255 consists of 9,434,051 shares at DKK 5.

The Group holds 144,584 treasury shares at 31 December 2009 (144,584 shares at 31 December 2008).

There are no shares carrying special rights.



# **GROUP CASH FLOW STATEMENT** (not audited)

Amounts in DKK '000	Q1 2009/10	Q1 2008/09	Financial year 2008/09
Operating profit/loss (EBIT) from continuing operations	(953)	(13,303)	(51,988)
Reversal of items with no effects on cash flow Depreciation, amortisation and impairment Other items with no effects on cash flow	1,108	1,897	7,589
	(1,988)	(5,001)	8,235
Working capital changes Change in inventories Change in receivables Change in trade payables, etc Cash flows from operating activities	(2,178)	1,463	9,158
	3,900	23,153	12,416
	2,478	(1,127)	(9,060)
	<b>2,367</b>	<b>7,082</b>	(23,650)
Financial income received Financial expenses paid Income taxes paid Cash flows from operations	1,565	5,338	6,088
	(1,105)	(2,973)	(2,312)
	(98)	(35)	(249)
	<b>2,729</b>	<b>9,412</b>	(20,123)
Acquisition of development projects Acquisition of enterprises and activities Acquisition of property, plant and equipment Sale of property, plant and equipment Acquisition of other long-term assets Sale of other long-term assets Proceeds from sale of short-term current asset investments (over 3 months)  Cash flows from investments	0 (31) 560 22 0 ————————————————————————————————	0 (206) 0 (1,392) 0 ———————————————————————————————————	(167) (563) (1,201) 251 (11,743) 36 
Raising of long-term liabilities Instalment on and repayment of long-term liabilities Cash flows from financing activities	0	0	1,859
	(545)	(480)	(2,006)
	( <b>545</b> )	(480)	(147)
Cash flows from discontinued operations	0	(378)	<u>(470</u> )
Increase/decrease in cash and cash equivalents Cash and cash equivalents at 1 October, net Cash and cash equivalents at 31 December, net	2,863	7,065	(33,736)
	(8,056)	25,680	25,680
	(5,193)	32,745	(8,056)
Cash and cash equivalents at 31 December, net, are composed as follows: Cash at bank and in hand Bank debt Cash and cash equivalents at 31 December, net	13,943	38,403	5,957
	_(19,136)	(5,658)	(14,013)
	( <b>5,193</b> )	<b>32,745</b>	( <b>8,056</b> )



#### **NOTES**

#### 1. Accounting policies

The interim report is presented in accordance with IAS 34 Interim Financial Reporting and further Danish disclosure requirements for interim reporting for listed companies. An interim report has not been prepared for the Parent.

The accounting policies applied in this interim report are consistent with those applied in the Company's annual report for 2008/09, which was presented in accordance with International Financial Reporting Standards (IFRS) as adopted by the EU and additional Danish disclosure requirements for annual reports of listed companies. We refer to the annual report for 2008/09 for a more detailed description of the accounting policies, including definitions of the disclosed key ratios which have been calculated in accordance with "Recommendations and Ratios 2005" issued by the Danish Association of Financial Analysts.

Certain new or amended Standards and Interpretations have become effective for the financial year 2009/10. Management believes that these Standards and Interpretations will not have a significant effect on the annual report.

#### 2. Group revenue

Amounts in DKK '000	Q1 2009/10	Q1 2008/09	Financial year 2008/09
Revenue by business segment			
RTX Technology	14,159	19,834	69,978
RTX Products	29,802	26,787	110,395
RTX Network Systems	4,752	5,379	23,466
Unallocated items	2,157	1,126	11,375
Total	50,870	53,126	215,214
Geographical segment information			
Denmark	2,558	6,063	19,241
Other European countries	28,284	32,383	120,593
Asia and Australia	9,350	4,120	28,147
North and South America	10,543	10,319	46,236
Africa	135	241	997
Total	50,870	53,126	215,214

Revenue is broken down by geographical area according to the customers' geographical location.

This interim report includes statements about the future. These statements include expectations or prognoses for events, such as introduction of new products, product approvals and financial results. These statements might be influenced by risks, uncertainty factors and inaccurate assumptions, and consequently the actual development might be different from the expectations indicated. These risk factors include – but are not limited to include - a number of factors such as general business and financial conditions, dependence on co-operators, delivery time of components as well as exchange rate and interest rate fluctuations, etc. Risks and uncertainty factors are further described in the annual report for 2008/09. RTX Telecom is not obliged to update the statements about the future or to adjust such statements to the actual results unless required by law.

This Announcement for the interim report for the first quarter of 2009/10 has been prepared in a Danish-language and an English-language version. The English-language version is a translation of the Danish-language version. In the event of any inconsistency between the Danish version and English version, the Danish version shall prevail.