



Aviat Networks (NASDAQ: AVNW)

Oppenheimer Technology, Internet & Communications Conference

August 9, 2023

Forward-Looking Statements

The information contained in this document includes forward-looking statements within the meaning of the safe harbor provisions of the U.S. Private Securities Litigation Reform Act of 1995, including Aviat's beliefs and expectations regarding the transaction with NEC (the "NEC Transaction"), business conditions, new product solutions, customer positioning, revenue, future orders, bookings, new contracts, cost structure, operating income, profitability in fiscal 2023, process improvements, realignment plans and review of strategic alternatives. All statements, trend analyses and other information contained herein regarding the foregoing beliefs and expectations, as well as about the markets for the services and products of Aviat and trends in revenue, and other statements identified by the use of forward-looking terminology, including "anticipate," "believe," "plan," "estimate," "expect," "goal," "will," "see," "continue," "delivering," "view," and "intend," or the negative of these terms or other similar expressions, constitute forward-looking statements. Forward-looking statements are neither historical facts nor assurances of future performance. Instead, forward-looking statements are based on estimates reflecting the current beliefs, expectations and assumptions of the senior management of Aviat regarding the future of its business, future plans and strategies, projections, anticipated events and trends, the economy and other future conditions. Such forward-looking statements involve a number of risks and uncertainties that could cause actual results to differ materially from those suggested by the forward-looking statements. Forward-looking statements should therefore be considered in light of various important factors, including those set forth in this document. Therefore, you should not rely on any of these forward-looking statements.

Important factors that could cause actual results to differ materially from estimates or projections contained in the forward-looking statements include the following: the impact of COVID-19; disruptions relating to the ongoing conflict between Russia and Ukraine; continued price and margin erosion in the microwave transmission industry; the impact of the volume, timing, and customer, product, and geographic mix of our product orders; the timing of our receipt of payment; our ability to meet product development dates or cost reductions of products; our suppliers' inability to perform and deliver on time, component shortages, or other supply chain constraints; the effects of inflation; the ability of our subcontractors to timely perform; weakness in the global economy affecting customer spending; retention of our key personnel; our failure to protect our intellectual property rights or defend against intellectual property infringement claims; the results of our restructuring efforts; the ability to preserve and use our net operating loss carryforwards; the effects of currency and interest rate risks; the effects of current and future government regulations; general economic conditions, including uncertainty regarding the timing, pace and extent of an economic recovery in the United States and other countries where we conduct business; the conduct of unethical business practices in developing countries; the impact of political turmoil in countries where we have significant business; our ability to realize the anticipated benefits of any proposed or recent acquisitions; the impact of tariffs, the adoption of trade restrictions affecting our products or suppliers, a United States withdrawal from or significant renegotiation of trade agreements, the occurrence of trade wars, the closing of border crossings, and other changes in trade regulations or relationships; our ability to implement our stock repurchase program or that it will enhance long-term stockholder value; the impact of adverse developments affecting the financial services industry, including events or concerns involving liquidity, defaults or non-performance by financial institutions; (i) our ability to successfully close the NEC Transaction, which requires certain regulatory approvals; (ii) disruption the NEC Transaction may cause to customers, vendors, business partners and our ongoing business; and (iii) once closed, our ability to integrate the operations of with our existing operations and fully realize the expected synergies of the NEC Transaction on the expected timeline.

For more information regarding the risks and uncertainties for Aviat's business, see "Risk Factors" in Aviat's Form 10-K filed with the U.S. Securities and Exchange Commission ("SEC") on September 14, 2022, as well as other reports filed by Aviat with the SEC from time to time. Aviat undertakes no obligation to update publicly any forward-looking statement, whether written or oral, for any reason, except as required by law, even as new information becomes available or other events occur in the future.

Aviat Networks Company Profile

OVERVIEW

- Aviat Networks is a leading wireless access and microwave transport equipment, software and services provider
 - US Headquarters (Austin, TX)
 - Global Customer Base (3,000+ customers)
 - Global Manufacturing Capabilities
 - Leading Technology (200+ patents)
 - Strong Position with Global Service Providers and Private Network Operators

- End-to-End Wireless Access and Transport Solutions Portfolio

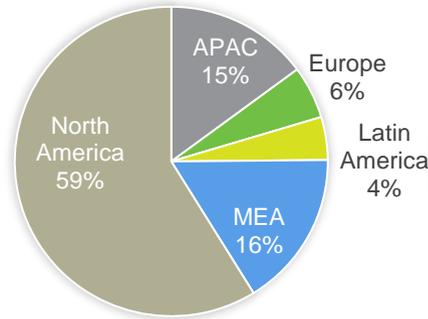


Wireless Transport, Access, Routers, Software, Services

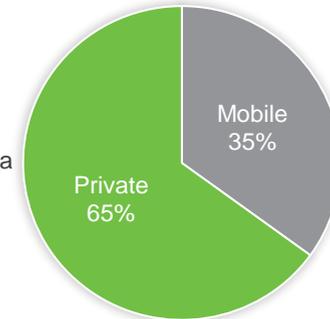
- Points of excellence
 - Lowest Total Cost of Ownership
 - Mission Critical Solutions Leader
 - Unrivaled Microwave Expertise
 - Unique and Compelling Innovations

REVENUE SUMMARY

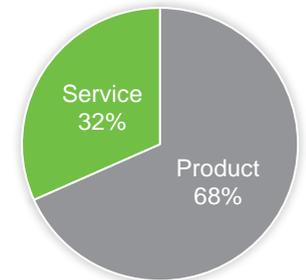
Revenue by region



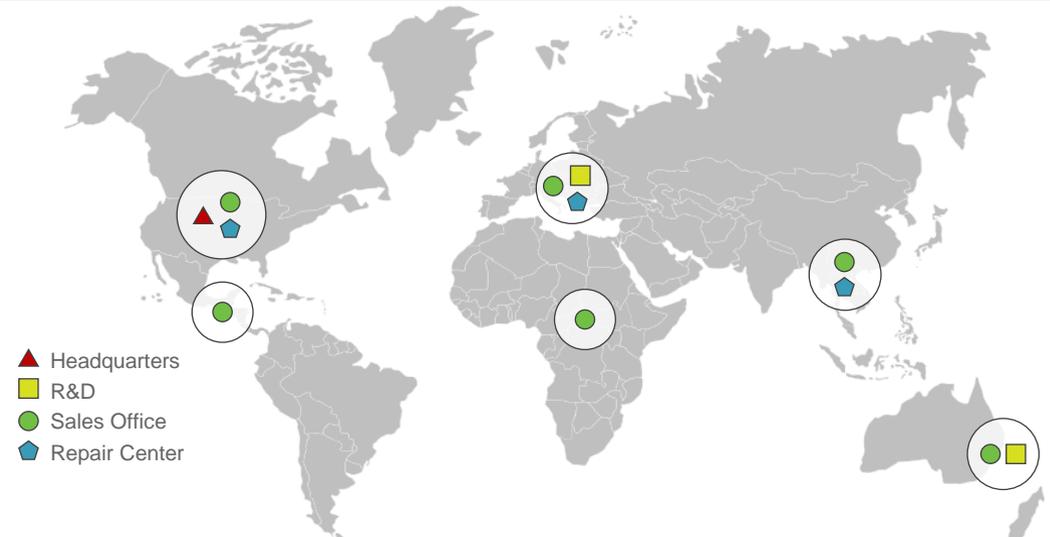
Revenue by market



Revenue by product/service



GLOBAL PRESENCE, SERVICE & SUPPORT



Business Financial Summary

KEY STATISTICS

Trading Symbol	AVNW
Shares Outstanding	~11.4 million
Stock Price	\$30.15
Market Cap	~\$345 million
Headquarters	Austin, Texas
# of Employees	~700
52 Week High/Low	\$39.80 / \$21.15

As of August 6, 2023

KEY FINANCIAL METRICS LTM

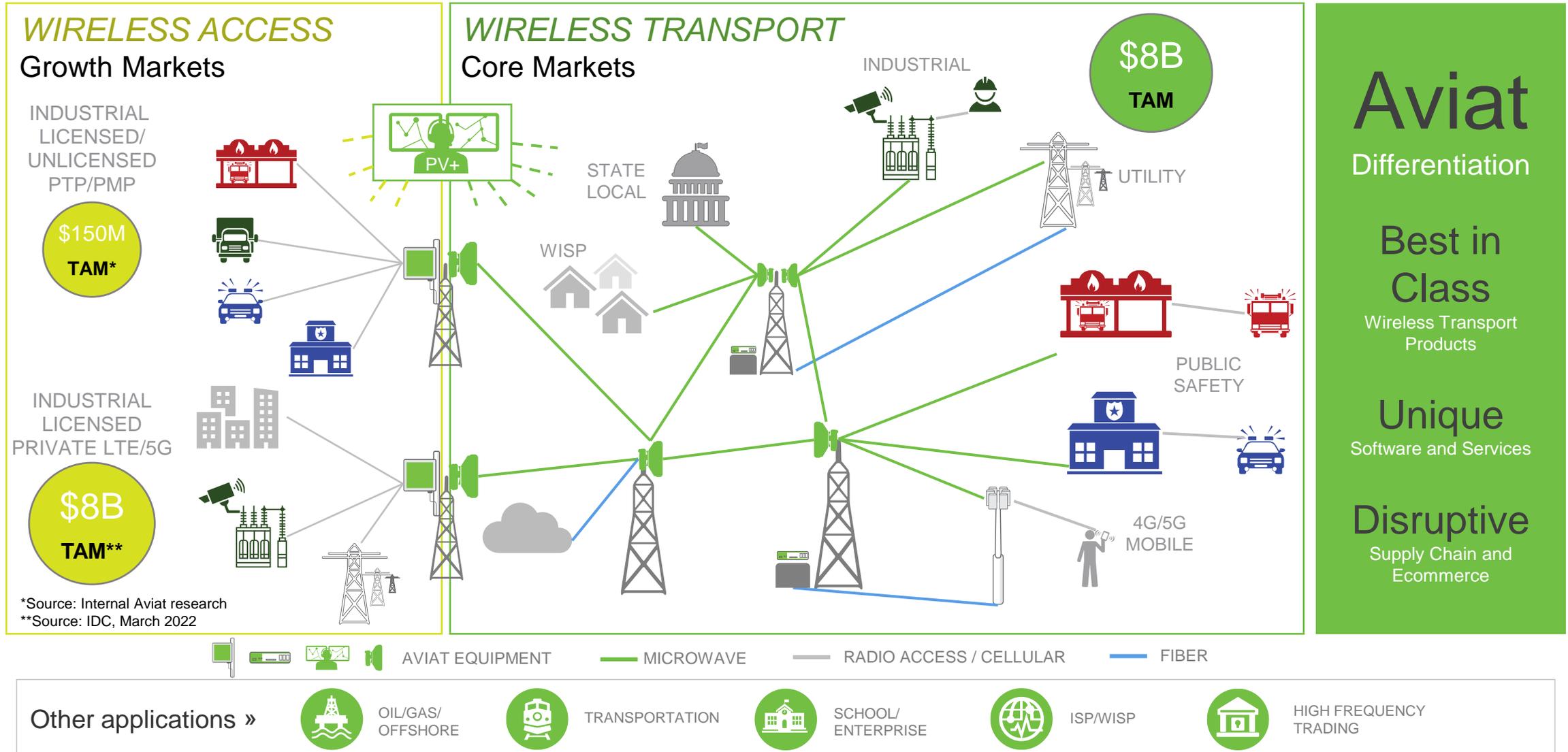
FISCAL Q3 2023

Revenue	\$332.8M
Adjusted EBITDA*	\$43.6M
Cash & Mkt Securities	\$22.5M
Debt	\$6.2M

*Adjusted EBITDA is defined as GAAP net income before interest, taxes, depreciation, amortization and non-GAAP items (e.g., share-based compensation, restructuring charges, etc.).

Strong Balance Sheet – Consistent Performance Drives Cash

Aviat: Wireless Transport and Access Solutions Pureplay



Aviat
Differentiation

Best in Class
Wireless Transport Products

Unique
Software and Services

Disruptive
Supply Chain and Ecommerce

Aviat Differentiation is Aligned with 5G, Private Networks and Rural Broadband

Aviat is the Leader in Private Networks Wireless Transport

Why we win

Growth Drivers

ARPA Funding
(\$350B for US States' water, sewer and broadband infrastructure). States upgrading their public safety communications to broadband

Growth in Private LTE and Industrial IoT
(\$16B for Private LTE by 2025)

Growing Complexity, Vendor Outsourcing
Share of Wallet Opportunity

Segments We Address

Gas
Water
Electric Utilities



National / Regional
Government



Public Safety
and Security



Aviat Leadership

Mission Critical Product Differentiation

- Highest Power Radios
- IP/MPLS Integration
- Software Innovations

Strong Global Partners
In Security & Defense



Differentiated Services Offering:
Design, Install, Support, Managed
Services incl. NOC

Source: ABI Research

A Differentiated Total Cost of Ownership Value Proposition for Private Networks

Rural Broadband Opportunity

“There are up to 42 million Americans for whom this essential network is not available, and millions more for whom it is available but unaffordable.”

Brookings Institute

\$73B+ in Available Funding

\$1.5B
CAF II

\$20B

Rural Digital Opportunity Fund (RDOF)

\$9B

5G Fund for Rural America

\$42.5B

Broadband Equity, Access, and Deployment (BEAD) Program

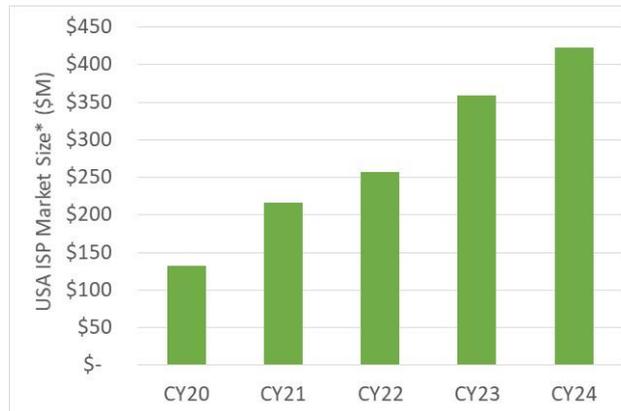
\$635M

USDA Reconnect Program

Wireless Transport is the Solution

Wireless transport is ideal for rural communities and is lower cost, more reliable, and faster to deploy than fiber

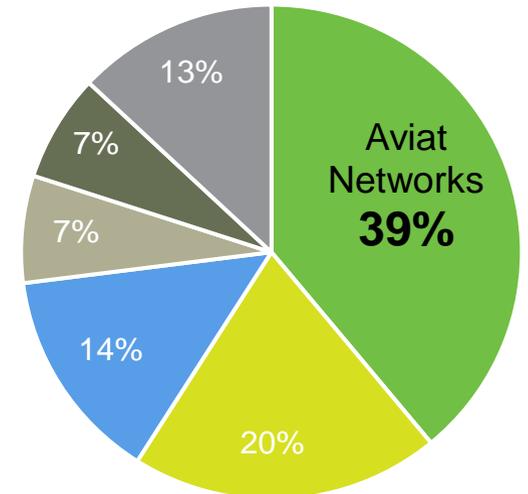
\$423M TAM in USA rural broadband segment by 2024 (34% CAGR)



Source: Sky Light Research, 2021

Aviat is #1 in USA Rural Broadband Transport

39% share of demand in wireless transport for NA ISP segment (up from 24% share of demand in fiscal 2021)



Source: PCN data from Comsearch

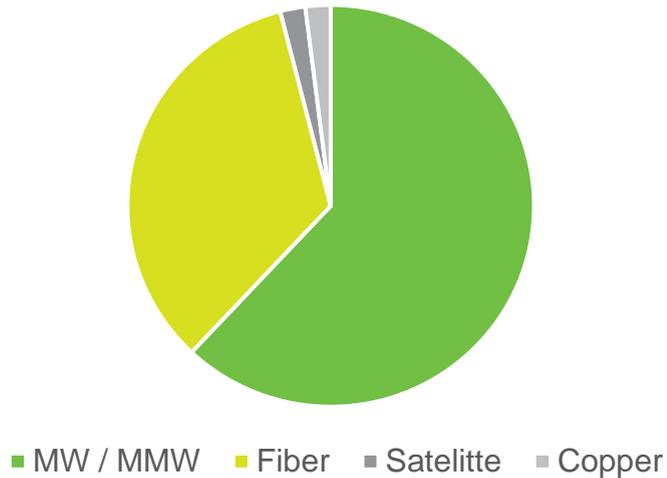
Large Investments to Bridge the Digital Divide Create Opportunities for Wireless Transport; Aviat is #1 in Wireless Transport for this Segment in the USA

Aviat's Large and Growing 5G Opportunity

Wireless transport accounts for 60% of global cellular transport links from 2021 through 2027

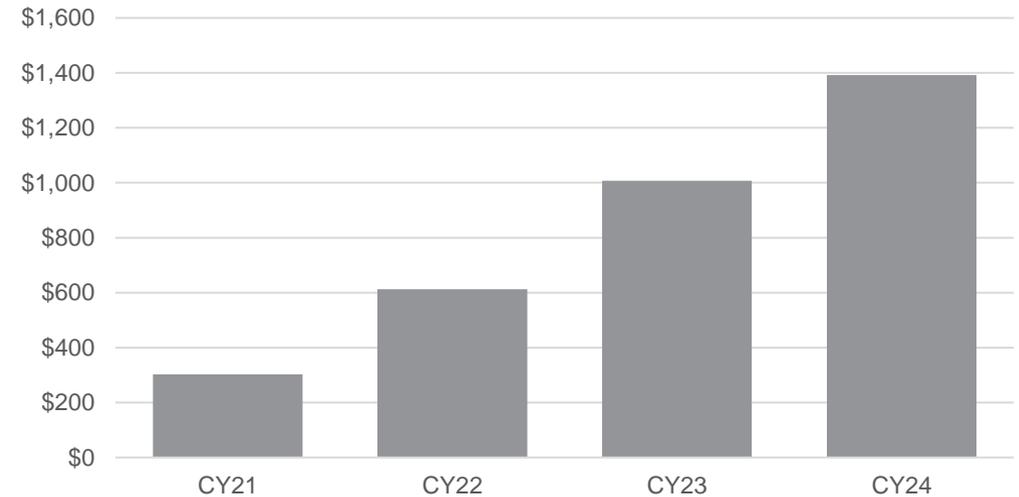
Modest growth in overall wireless transport with significant 5G market growth rates (41% CAGR)

Transport Technologies



Source: Dell 'Oro

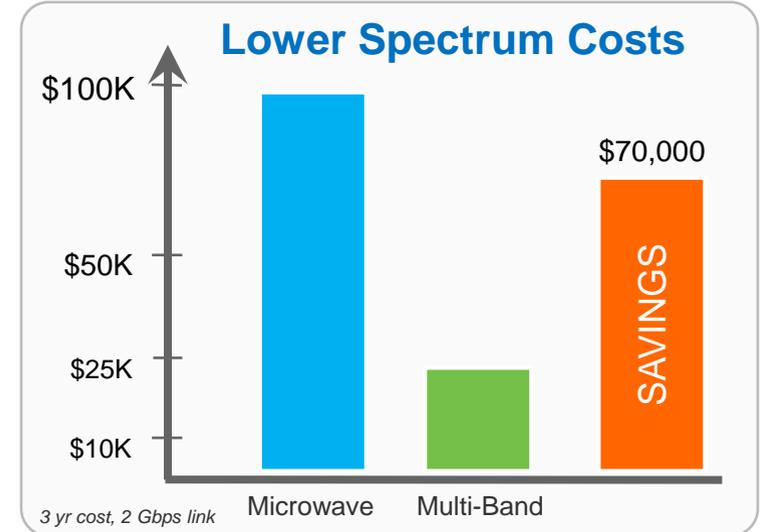
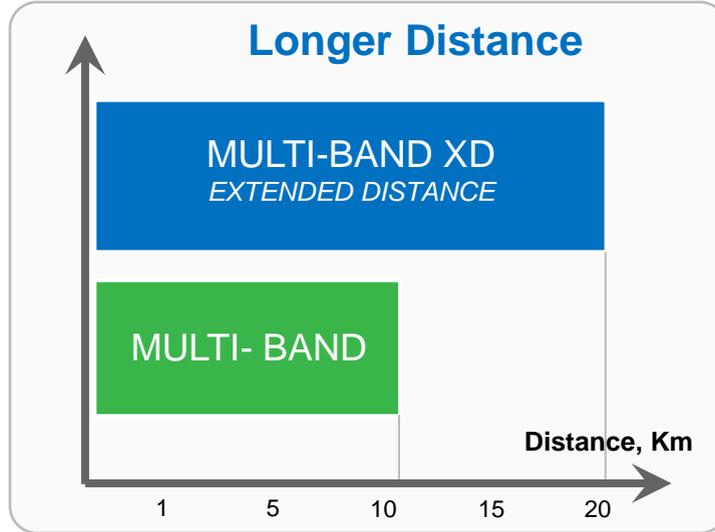
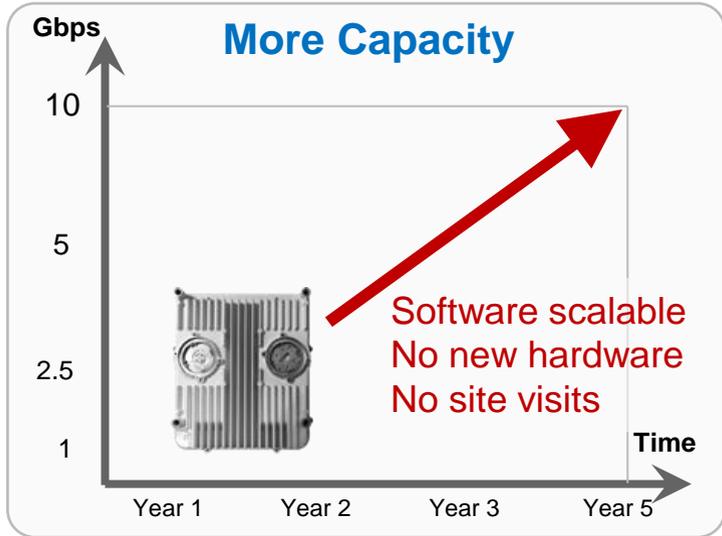
5G Wireless Transport Market Forecast (\$M)



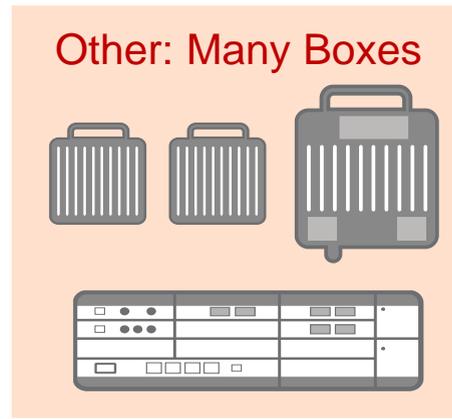
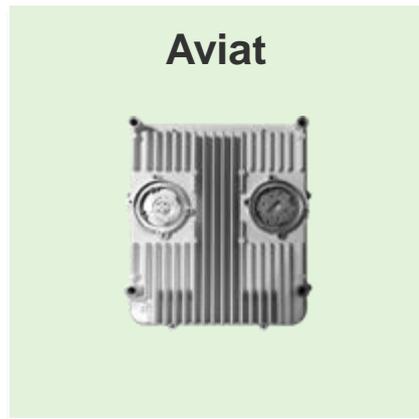
Source: Dell 'Oro

The Demand for Wireless Transport is Strong with a Growing Addressable Market Driven by 5G

Multi-Band: The Ideal Solution for 5G Transport



Aviat's Multi-Band Advantage



Superior Solution
Less hardware
Lowest TCO

Aviat's Multi-Band is Up to \$10,000/link Lower TCO vs Competitive Multi-Band Solutions. Lower TCO Alternative to Fiber up to 20km

Competitive Positioning: Why Aviat Wins Versus...

Specialists »

Aviat Advantage

Competitor Implication

Products

Modular radio platform. Full portfolio of radios and routers. Better RF performance, Multi-Band

Highly leveraged in chipsets, products designed for cost – difficult to create new product variants quickly, and unable to invest in routing and other products. Higher TCO

Software and services

Turnkey services portfolio. Software innovations targeted at lowering microwave TCO like AviatCloud, FAS, HAS, MPLS

Product only. Makes it difficult to compete in private networks. Lack of investment in software

Supply chain

Aviat has core competence vs specialists. Fast deliveries, disruptive models like Aviat Store

Lack of modularity limits supply chain flexibility. Unable to create new business models or react to Aviat innovations. Longer lead times

Generalists »

Aviat Advantage

Competitor Implication

Products

Differentiated radio products. Better RF performance, Multi-Band

Microwave not a core competence / focus. Less responsive and agile in bringing radio solutions to market

Software and services

Software innovations targeted at lowering microwave TCO like AviatCloud, FAS, HAS

Lack a focus on dedicated software solutions for transport networks

Supply chain

Aviat has core competence vs generalists. Fast deliveries, disruptive models like Aviat Store

Microwave supply chain not a priority vs RAN. Cannot react to Aviat innovations. Longer lead times

Bottom Line: Aviat Provides More Innovation, Lower TCO, Better Value Than our Competitors

Aviat Operating Model Framework

Excellence in

Customer Focus



Innovation



Talent



Supply Chain



Our Actions

We listen during the commercial and sales process to understand our customers' needs and use our combined talents, skill and capabilities to create solutions that exceed expectations.

We deliver innovative, high-quality solutions that meet key customer segment needs. Voice of customer informs investment decisions. Release to market within budget, timeframe and scope.

We drive a performance culture and invest in our talent management programs to support evolving strategic business needs and implement organizational structures to facilitate results.

We achieve a competitive advantage by delivering quality products with best-in-class lead-times.

Our Processes

- Standard global VOC process
- Sales Goal planning
- eCommerce platform
- AviatCare customer service and support

- Aviat Operating System for software
- New Product Introduction (NPI) process
- Portfolio management
- Agile development methodology

- Performance Management Process
- Career Framework
- Talent Management Review
- Employee Ownership Program

- S&OP Planning
- Next day delivery e-commerce
- Order to Cash process
- Strategic sourcing to meet customer objectives globally

Continuous Improvement | We Strive Everyday...

To improve, innovate and drive cost efficiency to achieve higher performance and to promote our continuous improvement culture

Aviat Operating Model Supports Growth-Centric Culture by Leveraging Continuous Improvement and Driving Competitive Excellence

Rolling TTM Historical Performance

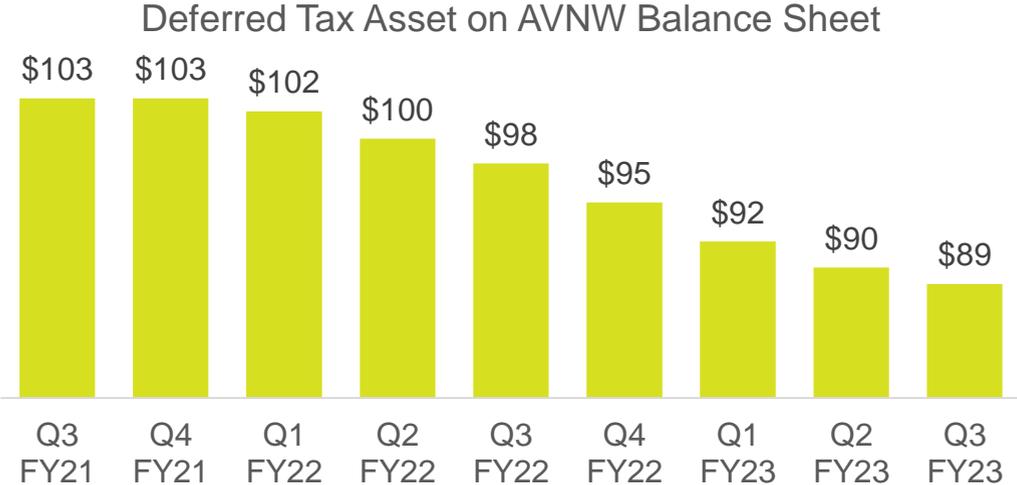
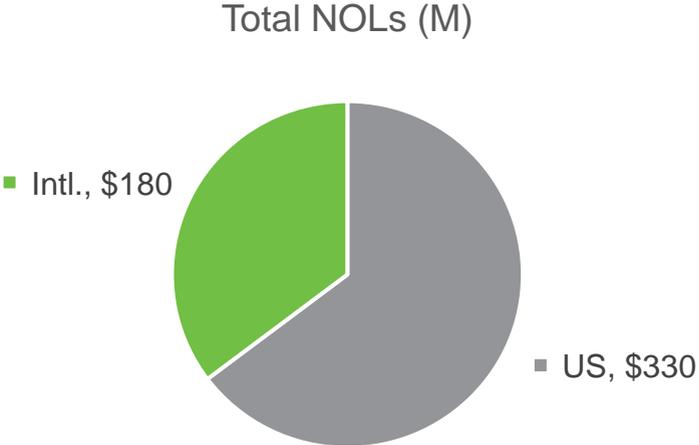
(\$'s million)



(\$'s million)



Cash Benefit of Historical Net Operating Losses (NOLs)



- Over \$500 million of historical NOLs (net of FIN48)
- NOL's reduce Aviat's statutory fed & state blended tax rate of ~25% to an effective cash tax rate of ~4-5%
 - This saved the company \$5.9 million in cash taxes in FY22.
 - **NOLs expected to deliver an estimated \$11.8 million in cash tax savings in FY23.**

- Improved financial performance and outlook for Aviat resulted in a full release of the valuation allowance against US NOLs in Q3 of fiscal 2021.
- A one-time benefit of \$92 million was recognized in Net Income and Deferred Tax Assets.

Cash Tax Savings Will Continue for the Foreseeable Future (>5 years) at Levels Commensurate with our Earnings Before Tax Performance



Aviat
NETWORKS



WWW.AVIATNETWORKS.COM