

The logo for RADCOM, featuring the word "RADCOM" in a white, sans-serif font. The letter "A" is stylized with a blue triangle pointing upwards, integrated into the letter's structure.

RADCOM

# CORPORATE OVERVIEW

(Nasdaq: RDCM)



# SAFE HARBOR

Certain statements herein contain "forward-looking statements" within the meaning of the Private Securities Litigation Reform Act of 1995, Section 27A of the Securities Act and Section 21E of the Exchange Act. These forward-looking statements include, but are not limited to, those statements regarding expected revenues, industry and market conditions and trends, the market potential for NFV, the future of new technologies such as 5G and their applications, operators' expectations and future plans, our sales investment and growth strategies, expansion into new geographical markets, growth objectives, assumptions or expectations as to any future events, conditions, performance or other matters. forward-looking statements may be identified by terminology such as "may," "will," "could," "should," "expects," "plans," "anticipates," "believes," "intends," "estimates," "predicts," "potential," "opportunity" or "continue" or the negative of these terms or other comparable terminology. Forward-looking statements involve known and unknown risks, uncertainties and other factors that may cause actual results or performance to differ materially from those projected. These statements are only current predictions and are subject to known and unknown risks, uncertainties, and other factors that may cause our or our industry's actual results, levels of activity, performance or achievements to be materially different from those anticipated by the forward-looking statements. In addition, past financial or operating performance is not necessarily a reliable indicator of future performance and you should not use our historical performance to anticipate results or future period trends. The forward-looking statements contained herein are subject to risks and uncertainties, including those described herein under "Risk Factors" and in our most recent Annual Report on Form 20-F and in our other filings with the SEC. You are cautioned not to place undue reliance on these forward-looking statements, which speak only as of the date on which that statement is made. We cannot guarantee future results, levels of activity, performance, achievements or that any of the events anticipated by the forward-looking statements will occur or, if any of them do, what impact they will have on our results of operations and financial condition. We do not undertake to update or revise any of the forward-looking statements, whether as a result of new information, future events or otherwise, after the date hereof

# NON-GAAP FINANCIAL MEASURES

In this presentation, management will be referring to certain non-GAAP financial measures, which are provided to enhance overall understanding of the company's financial performance. By excluding certain non-cash charges, non-GAAP results provide information that is useful in assessing RADCOM's core operating performance, and in evaluating and comparing our results of operations on a consistent basis from period to period. The presentation of this additional information is not meant to be considered a substitute for the corresponding financial measures prepared in accordance with generally accepted accounting principles. Investors are encouraged to review the reconciliations of GAAP to non-GAAP financial measures which are included in the "Appendix" section.

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# OUR VISION

Telecommunication networks are an integral part of society, just like water, roads, energy, and transportation. We live in a world where everything is connected, all the time.

RADCOM ensures these networks always stay connected, deliver quality services, delight customers, and enhance operational efficiency.

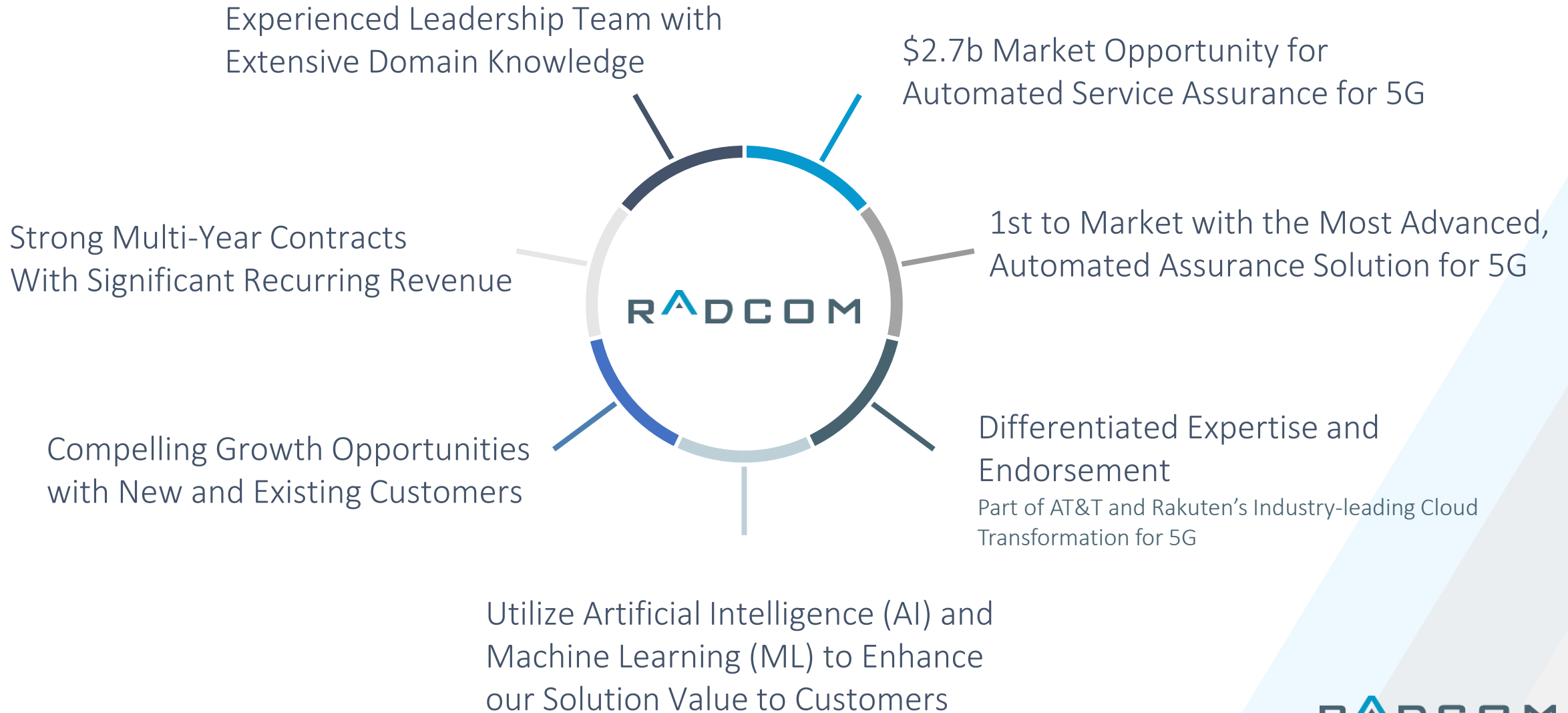


# THE VALUE WE BRING

## RADCOM: THE EYES OF THE 5G NETWORK

- **Ensure** the smooth launch of new technology by observing service quality
- **Enhance** the customer experience by monitoring all customer touchpoints
- **Deliver** quality services by constantly monitoring key performance indicators
- **Optimize** network performance by pinpointing and resolving issues automatically
- **Increase** operational efficiency by utilizing AI to find network anomalies
- **Assure** service availability by watching all services end-to-end
- **Prevent** customer churn by watching subscribers with low service quality
- **Guarantee** vendor equipment quality by inspecting new network elements

# OUR VALUE PROPOSITION





# OUR BUSINESS MODEL

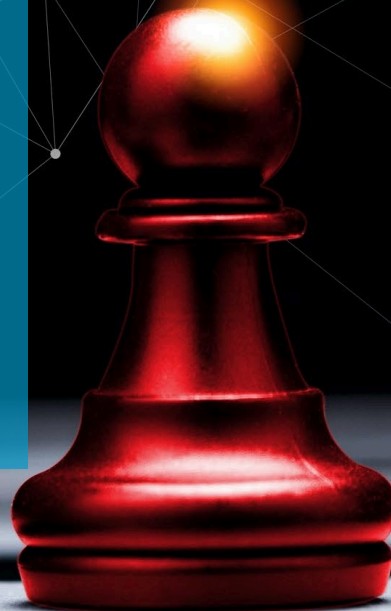
**In the last 3 years we transitioned to a recurring revenue model which makes up a significant part of our annual revenue**

**>75% recurring revenue**

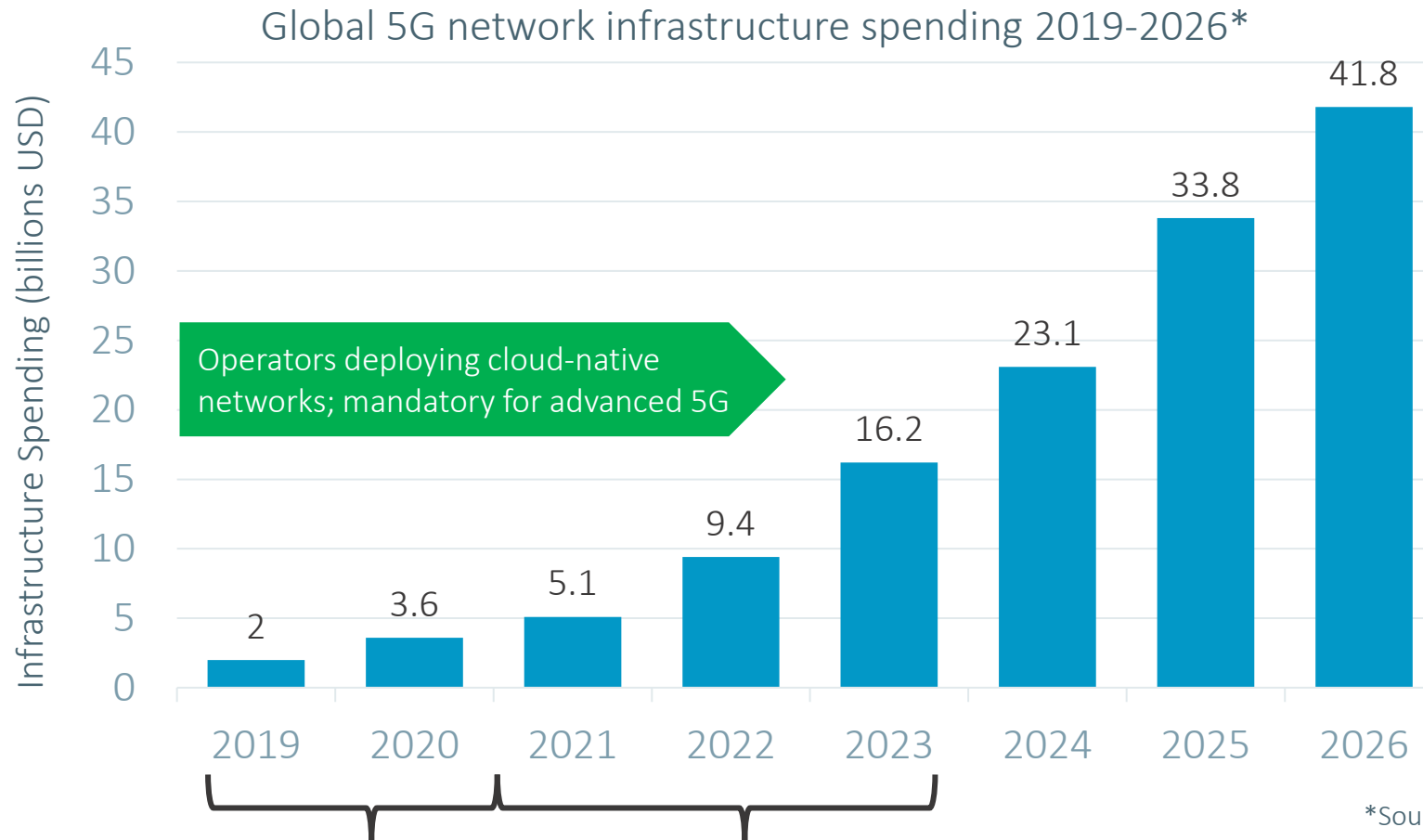
 LightReading

**How Radcom's Pricing Model Is Set to Disrupt the Market**

*"The constant pricing model seems certain to light a fire under the telecoms industry procurement process and shake things up in a very big way."*



# OPERATORS ARE INVESTING IN 5G



- Limited 5G coverage
- Operators choosing network equipment
- 1st standalone networks
- Operators choosing assurance vendors
- Operators will need cloud-native solutions



# THE PROMISE OF 5G: ALWAYS CONNECTED

- In 4G networks, low performance means a dropped call
- For 5G it can mean successful remote surgery or a drone crashing
- Operator needs to know what's happening in real-time through automated assurance



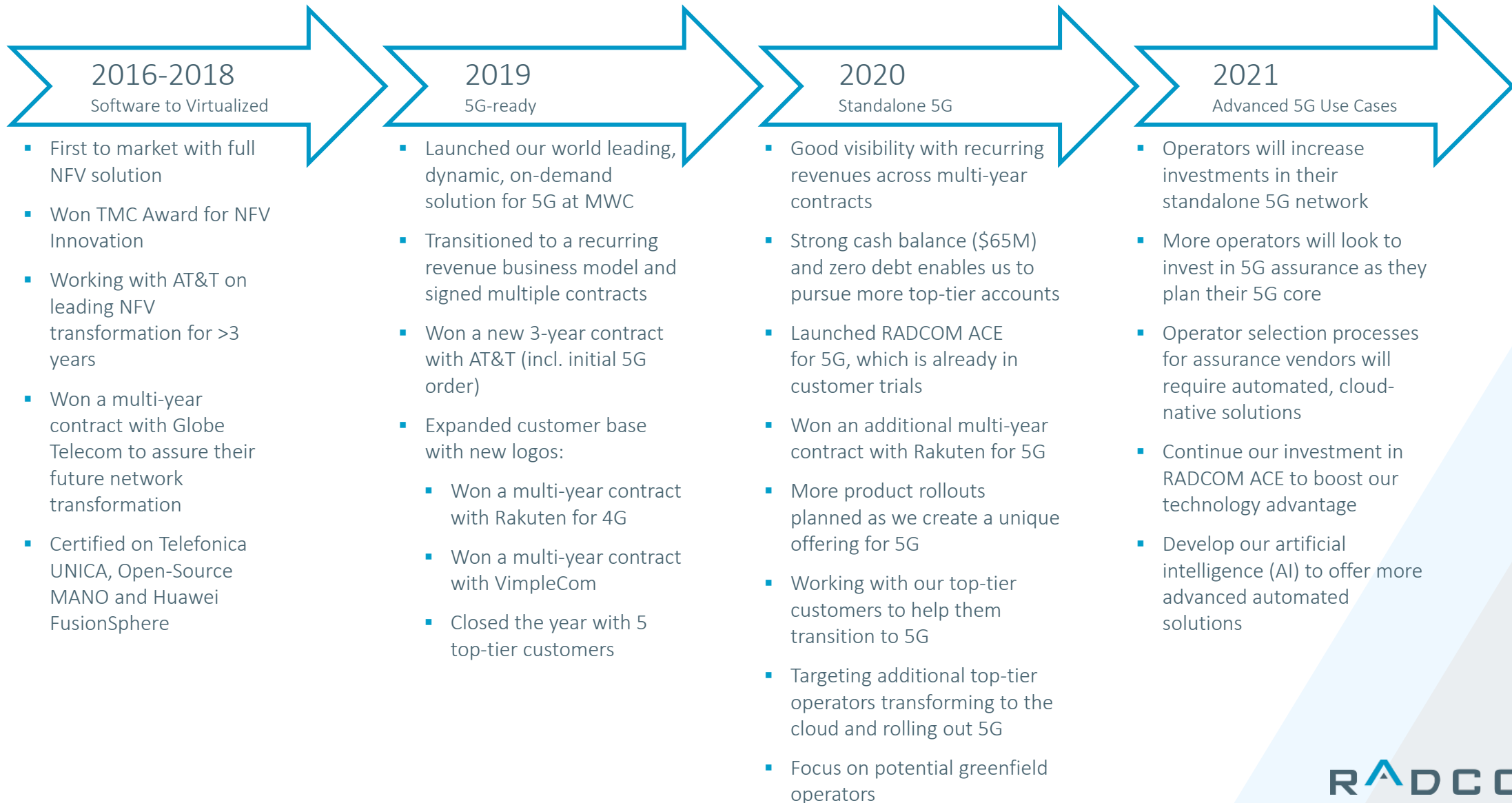
*“5G technology will create complex networks across hybrid and cloud-native environments, thereby driving the demand for new assurance capabilities.”*

Automated assurance: worldwide forecast 2020–2025

Anil Rao and William Nagy

Analysys Mason

# FIRST TO 5G MARKET STRATEGY



# RADCOM: THE SECRET SAUCE

- Invested over many years in cloud-native solutions for the transition to 5G
- Offer our customers unique, advanced technology and deep expertise
- Deliver on our customer commitments to provide innovative, cutting-edge technology for large scale deployments



*We selected RADCOM because of its functional strengths, especially in virtualization, scalability, performance and efficiency*

Susan A. Johnson, Senior Vice President AT&T Global Supply



*"RADCOM's automated assurance solution is an important component of the Rakuten Communications Platform... Deploying RADCOM ACE on our network helps us identify service issues in real-time and troubleshoot them, which are essential for smoothly migrating our customers to the new 5G network."*

Tareq Amin, CTO

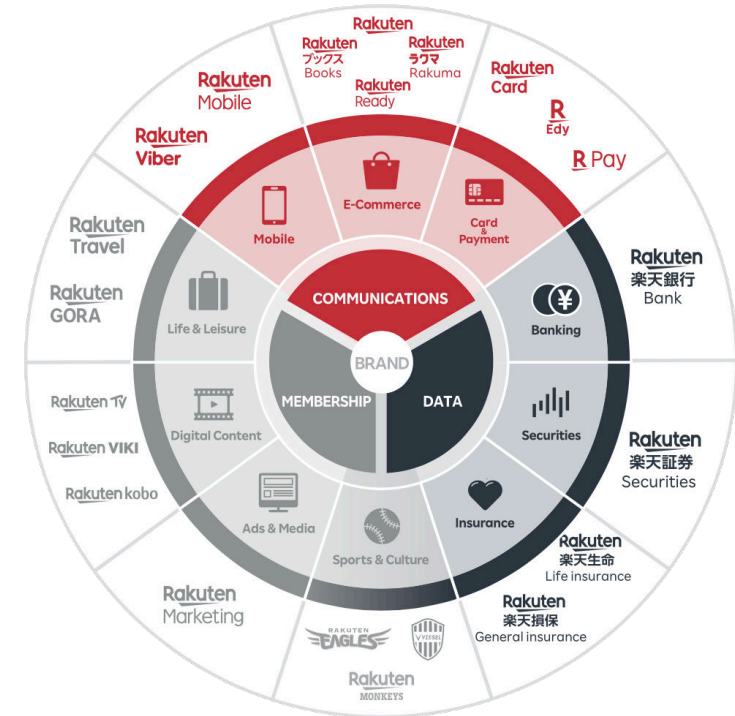
# RAKUTEN MOBILE PARTNERS WITH RADCOM

- Rakuten, Inc. a global leader in e-commerce, fintech, digital content and communications spanning 70+ businesses with 1.2b members worldwide
- RADCOM signed a multi-year contract in May 2019 to provide our assurance solution across Rakuten's entire 4G network
- October 2019 Rakuten launched a 4th network in Japan
- September 2020 Rakuten launched their 5G services
- November 2020, RADCOM signed an additional multi-year contract for their non-standalone and standalone 5G network

*"Integrating RADCOM's solution into our telco cloud will increase the end-to-end user experience we deliver to our customers and reduce operational costs."*

Tareq Amin, CTO

**Rakuten**  
Mobile



Rakuten, Inc. spans 70+ businesses with 1.2b members worldwide



Rakuten, Inc sponsors Golden State Warriors and FC Barcelona



# AT&T SELECTED RADCOM FOR ITS INDUSTRY-LEADING, INNOVATIVE SOLUTION

- Working with AT&T on their NFV transformation since 2015
- In April 2019, signed a new, multi-year contract that includes an initial purchase of RADCOM's 5G solution
- Continuing to work with them on cutting-edge technology, scaling to match their network capacity
- RADCOM's product portfolio continues to evolve, mature and gain a significant competitive advantage due to partnership with AT&T

“ We selected RADCOM because of its functional strengths, especially in virtualization, scalability, performance and efficiency. ”

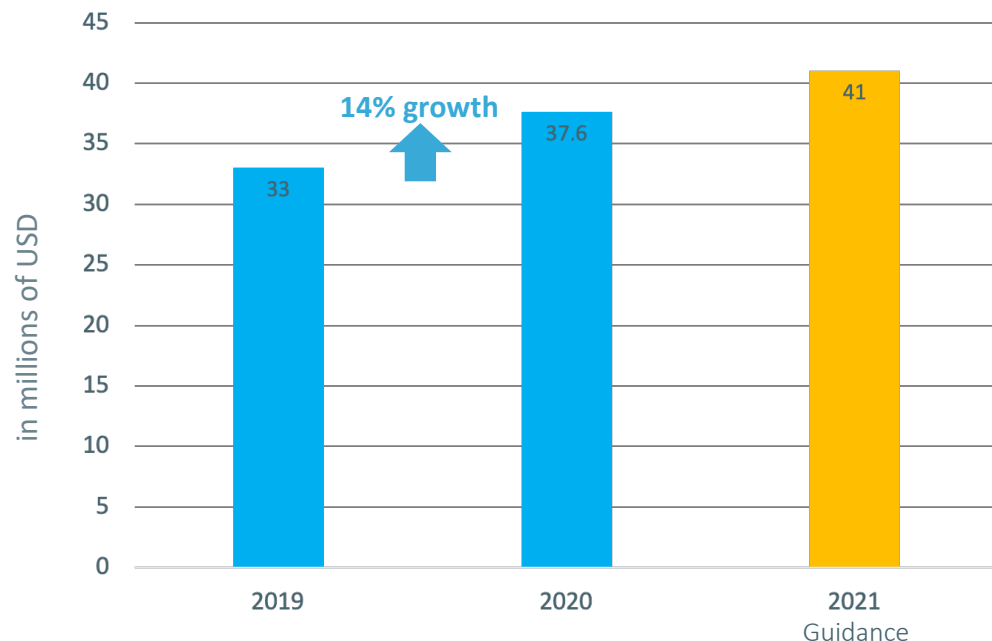
Susan A. Johnson  
*Senior Vice President AT&T Global Supply*



AT&T Newsroom

# FINANCIAL HIGHLIGHTS

## Annual Revenue

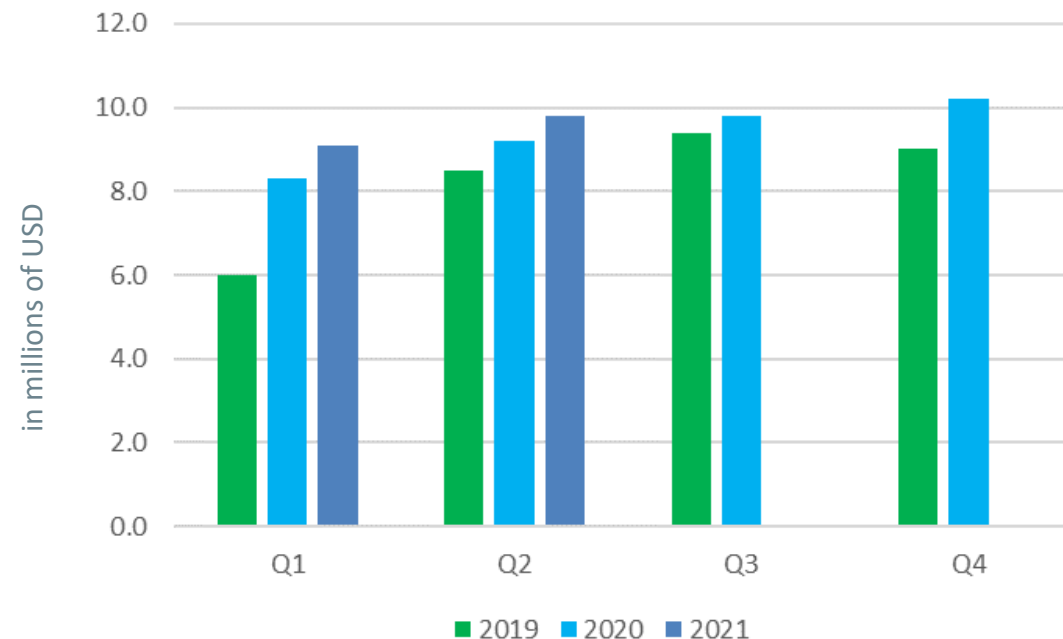


## Strong Balance Sheet

- \$64.9M in cash
- Zero debt as of 6/30/21
- No capitalized costs

## Quarterly Revenue

Q2-21 was the 8th consecutive quarter of year-over-year revenue growth



## 2021 Revenue Guidance

\$39-\$41 million

# SUMMARY



5G is at the early stages and will grow significantly



Operators will require automated cloud-native assurance to manage these complex 5G networks



RADCOM has a unique 5G solution and cloud-native expertise backed by significant product investment



RADCOM has first mover advantage and is endorsed by top-tier operators like AT&T and Rakuten

# THANK YOU