

RADCOM

Nasdaq: RDCM

ANALYTICS THAT EMPOWER AUTONOMOUS 5G NETWORKS



September 2025

RADCOM

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Certain statements made in this presentation that use words such as “estimate,” “project,” “intend,” “expect,” “believe,” “may,” “might,” “potential,” “anticipate,” “plan” or similar expressions are intended to identify forward-looking statements within the meaning of the Private Securities Litigation Reform Act of 1995 and other securities laws. For example, when the Company discusses its value proposition, expected trends in the telecom and analytics markets, including spending, revenues, investments and deployment of 5G, the expected size of the public cloud market and advantages of adopting the public cloud, expectations to support its clients reaching certain goals and improving operational efficiencies, trends, including with respect to Artificial Intelligence (AI) and future challenges in the telecom market, its pipeline, expected 2023 revenues and future market share, growth and profitability, it is using forward-looking statements. These forward-looking statements involve known and unknown risks and uncertainties that could cause the actual results, performance, or achievements of the Company to be materially different from those that may be expressed or implied by such statements, including, among others, changes in general economic and business conditions and specifically, decline in demand for the Company’s products, inability to timely develop and introduce new technologies, products, and applications, loss of market share and pressure on prices resulting from competition and the effects of the war in Israel. For additional information regarding these and other risks and uncertainties associated with the Company’s business, reference is made to the Company’s reports filed from time to time with the U.S. Securities and Exchange Commission. The Company does not undertake to revise or update any forward-looking statements for any reason.

Non-GAAP information

In this presentation, management will be referring to certain non-GAAP financial measures, which are provided to enhance the overall understanding of the company’s financial performance. By excluding certain non-cash stock-based compensation that has been expensed, acquisition-related expenses, and amortization of intangible acquisitions assets, the Company’s non-GAAP results provide information to both management and investors 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. These non-GAAP financial measures are also used by management to evaluate financial results and to plan and forecast future periods. 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.

AGENDA

OUR VISION

COMPANY SNAPSHOT

FINANCIAL HIGHLIGHTS

OPERATOR CHALLENGES

NEED FOR AUTOMATION

OUR UNIQUE TECHNOLOGY

OUR BUSINESS MODEL

SUMMARY

OUR VISION

Harness AI analytics to propel the evolution toward autonomous networks, fostering modernization, realizing cost efficiencies, and generating revenue.



RADCOM brings AI to the network, utilizing cutting-edge technologies in our RADCOM solution, like GenAI and the cloud, to drive automation and operational efficiencies.

AI IS EVERYWHERE

FINANCE



MEDIA



SOCIAL



TRANSPORT



SECURITY



COMPANY OVERVIEW (RDCM)

EMPLOYEES:

319

CUSTOMERS:

Tier 1 Communication Service Providers (CSPs)

MARKET:

- Automated 5G assurance
- \$2.4b market size*

RECENT M&A:

Continual: a mobility analytics company (May 2023)

GROWTH:

- FY 24 revenues of \$61M, a company record
- Q2/25 revenues of \$17.7M, a company record
- Targeting double-digit revenue growth in 2025 of 15% to 18% year over year

GROSS MARGIN:

Q2/25 – 76.2% (Non-GAAP)

PROFITABILITY:

- Earnings per share surged by over 75% on a GAAP basis in 2024
- In Q2-25 we achieved our highest operating profitability in years, despite currency headwinds

SELECT CUSTOMERS:

NORLYS



Rakuten
Mobile



Telefónica



OPERATOR TRENDS IN THE TELECOM MARKET



5G
Transformation

1



Cloud
Adoption

2



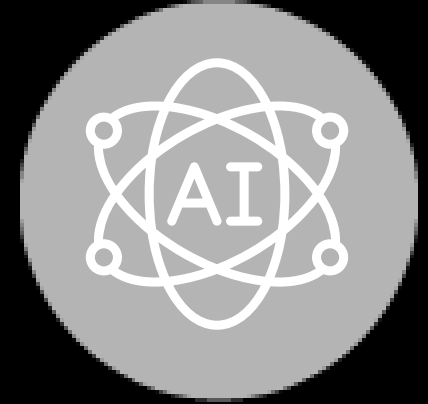
Operational
Efficiencies

3



Customer
Experience

4



AI
Adoption

5

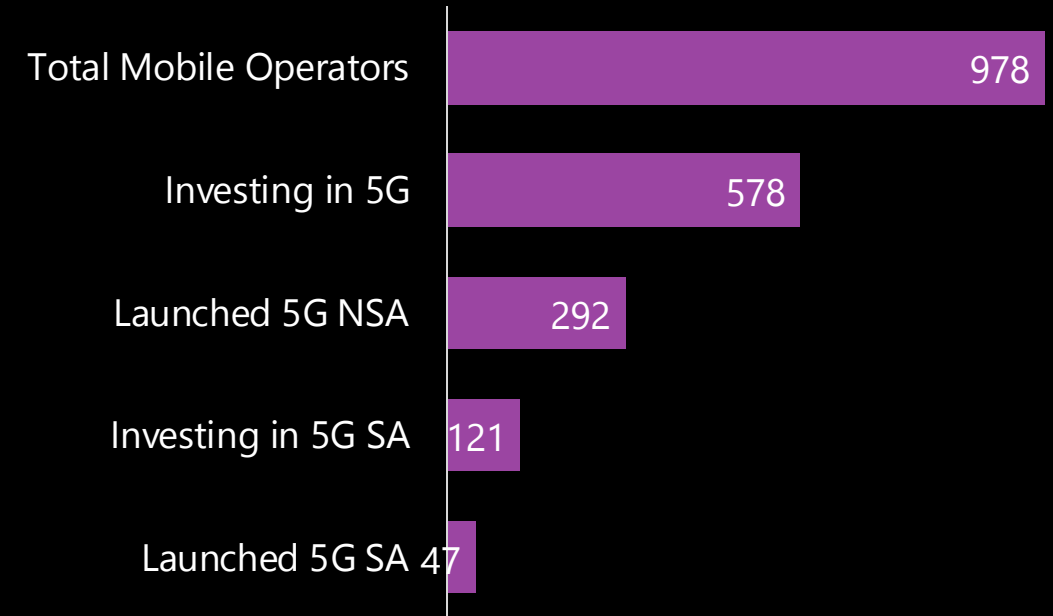
#1 - TRANSFORMATION TO 5G

Global 5G network infrastructure spending

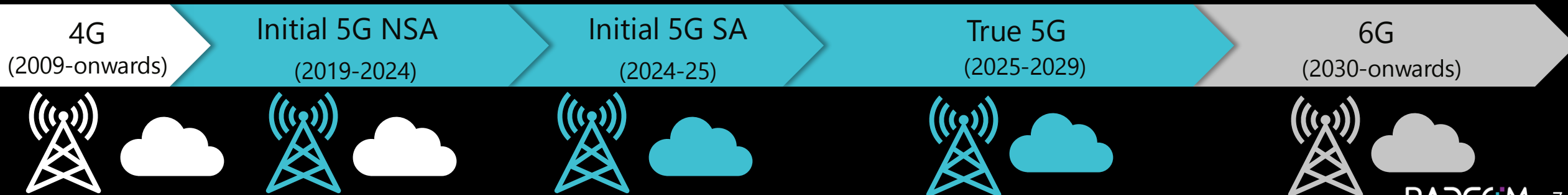


*Source: 5G Infrastructure Market Size and Forecast 2025 to 2034

Operators investing and deploying 5G



The path to autonomous networks



#2 - ADOPTING THE PUBLIC CLOUD

- Improve operations and decrease expenses
- Provide more agility and flexibility
- GenAI is encouraging operators to use the cloud
- Typically, operators collaborate with multiple cloud providers



The public cloud market is expected to reach

US\$ 99.4 Bn* by 2032.



We selected RADCOM because its **advanced cloud technology** will ensure our customers have access to reliable network performance and a great user experience.



Jeff McSchooler, EVP, Wireless Network Operations,
DISH Wireless

#3 - OPERATIONAL EFFICIENCIES

As operators invest and provide high-quality services at competitive prices, they face the challenge of managing costs effectively.

1

Optimizing network infrastructure

Identify areas of improvement that lead to cost-effective operations

2

Leveraging technology advancements

Data analytics and automation drives cost reduction

3

Automating operations

Optimizing procedures and tasks within the organization

4

Modernizing legacy solutions

Automating repetitive tasks and leveraging advanced technologies like GenAI

#4 - PRIORITIZING THE CUSTOMER EXPERIENCE

- It is difficult for operators to differentiate
- Subscribers can easily churn and move to a competitor
- Customer experience is emerging as the primary competitive differentiator
- Reduces churn and builds customer loyalty

\$65M

Average monthly loss from churn

25X

The cost of acquiring new customers vs. the cost of retaining them

75%

Of subscribers signing up with a new operator every year came from another operator



Operators must recalibrate their customer experience strategies to tackle the increasing network complexity as they embark on 5G



Quote: Heavy Reading analyst Anil Rao in Delivering superior customer experiences in the 5G era: three key assurance cornerstones

#5 AI Adoption

1

Enhance network efficiency

Automate complex tasks, reduce manual operations, and ensure faster fault resolution

2

Enable proactive operations

Predict and prevent degradations before they impact customers using AI-driven insights

3

Deliver exceptional customer experiences

Personalize interactions, streamline support, and minimize churn through AI-powered insights

4

Drive cost optimization

Reduce OPEX by automating repetitive tasks and improving resource allocation

5

Empower autonomous networks

Agentic AI enables AI agents to make independent, goal-driven decisions, paving the way for self-healing, self-optimizing networks

OUR VALUE PROPOSITION

5G TRANSFORMATION

At the early stages with assurance critical for 5G

UNIQUE OFFERING

1st to-market and best-in-class solution for 5G and the cloud using advanced AI

BUSINESS MODEL

Offer a subscription-based model that offers customer value and provides solid recurring revenue

INDUSTRY ENDORSEMENTS

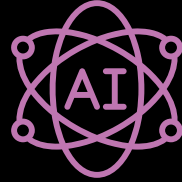
Solution endorsed by leading operators like DISH, Rakuten Mobile, AT&T

RADCOM: UNIQUE OFFERING BUILT FOR 5G



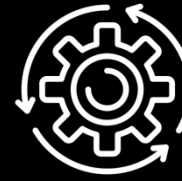
Cloud Native

- 1st assurance vendor to be cloud-native
- Integrated with AWS, Google Cloud, Microsoft Azure
- Real-life expertise and knowledge



AI-Powered Analytics

- Provides real-time data with AI
- Using AI to drive quality, save costs, and reduce churn
- Work with academic institutions and industry experts to advance AI technology



Automated

- Drives network efficiencies
- Reduces CAPEX and OPEX
- Improves team efficiency and resolves issues faster

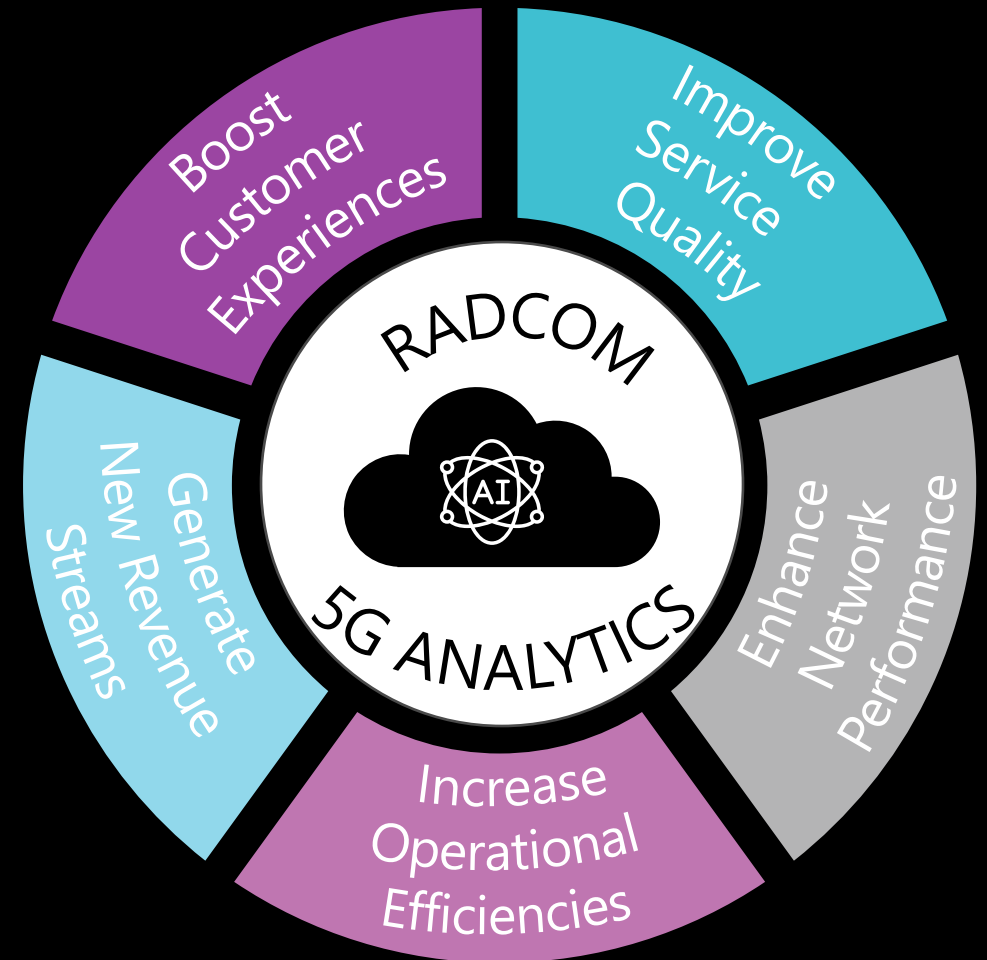


End-to-End Solution

- Offer full-stack
- One-stop solution across all technologies and services
- One pane of glass for multiple departments and use cases

RADCOM: 5G ANALYTICS FOR OPERATORS

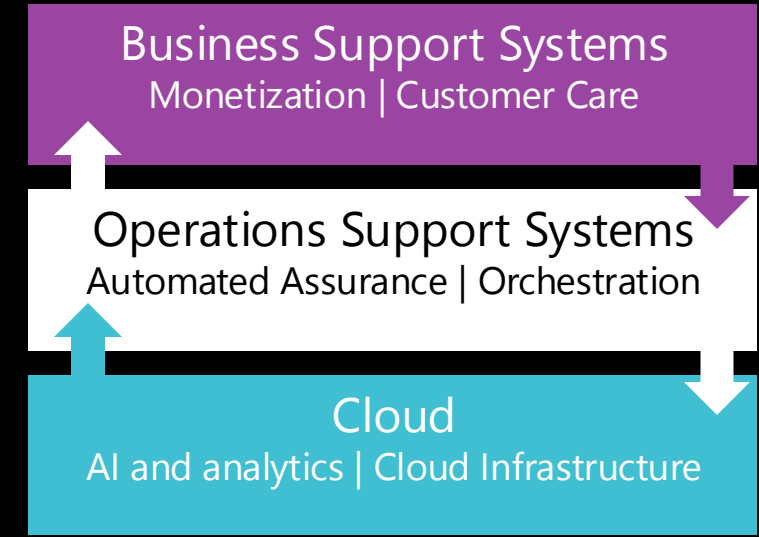
- Innovative AI technology to help manage complex 5G networks
- RADCOM NetTalk™: AI assistants that help operators streamline network operations
- Taps into the wealth of data RADCOM ACE produces as it monitors the network using natural language
- Uses the power of Generative AI and trusted data to manage the network faster and cost-effectively



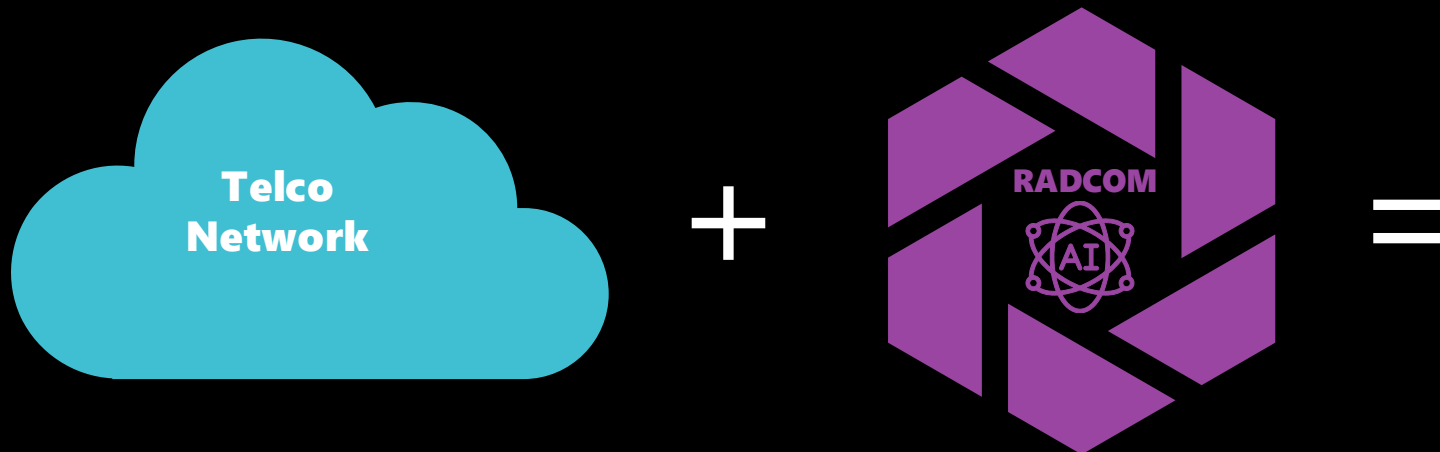
OUR TRANSITION TO AI-POWERED ANALYTICS

- We are traditionally a probe vendor
- Evolved to analytics, GenAI and cloud
- By 2027, analytics expected to account for over 55% of total spending in AA*

**Source: Automated assurance report by Analysys Mason*



*Source: Telecom software and networks market segmentation
Automated assurance by Analysys Mason*



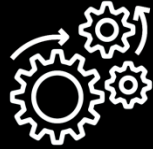
- Boost customer experiences
- Improve service quality
- Enhance network performance
- Increase operational efficiencies
- Generate new revenue streams

BENEFITS OF RADCOM AI IN THE NETWORK



Automate Network Operations

- 25% reduction in manual work by using AI-analysis
- 30% OPEX savings



Improve Operational Efficiencies

- 60% of issues detected early
- 60% improvement in mean time to repair



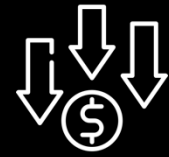
Enhance Service Quality

- 35% faster network issue resolution
- 45% less buffering with predictive video analytics



Boost the Customer Experience

- 25% improvement in network promoter score
- 30% reduction in customer complaints



Reduce Operational Costs

- 30% energy savings
- 40% OPEX savings

OUR BUSINESS MODEL

RECURRING REVENUE

- >70% of revenue recurring

MULTI-YEAR AGREEMENTS

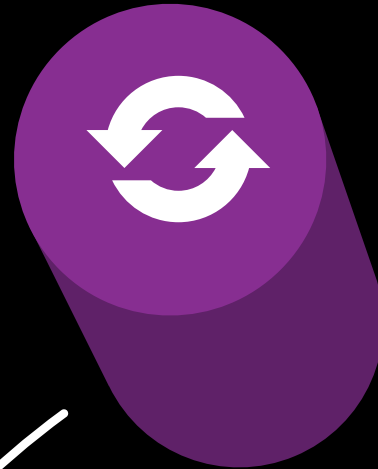
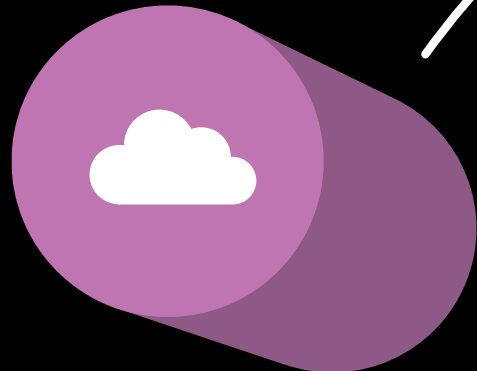
- Provides long-term value to customers
- Drives recurring revenue

SOLID PIPELINE

- More potential multi-year contracts
- Main market opportunity is ahead of us

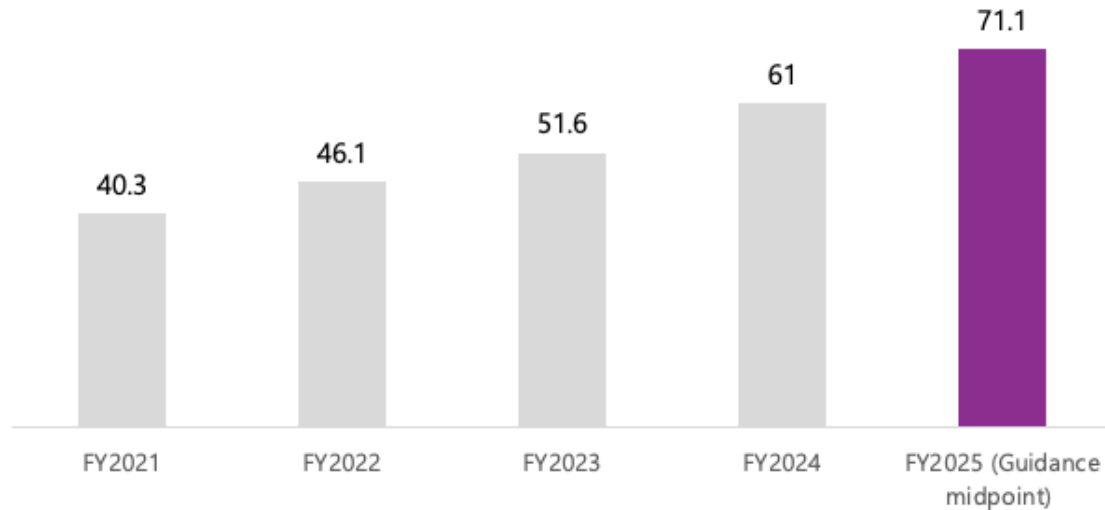
DRIVING PROFITABILITY

- High gross margin of over 76%
- Highest operating profitability in years, despite currency headwinds



REVENUE GROWTH AND STRONG BALANCE SHEET

Five-year historical trend and FY2025 outlook (\$M)

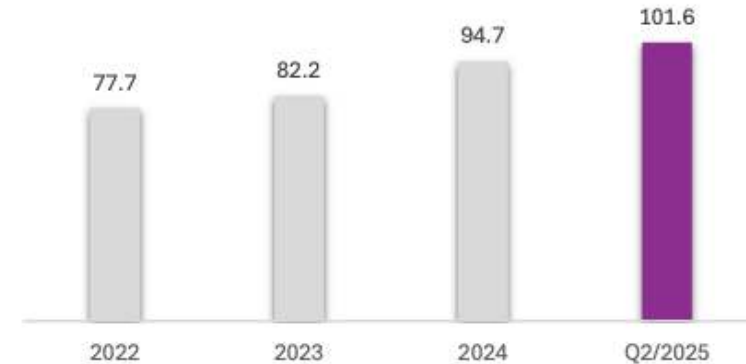


Strong
balance sheet
(06/30/25)

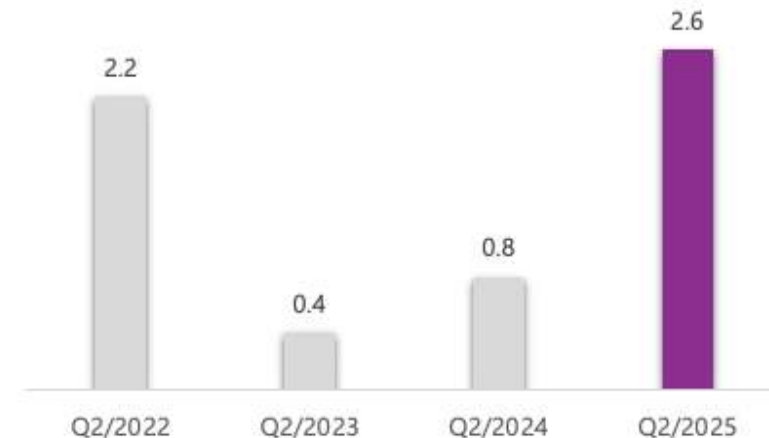
- \$101.6M in cash
- Zero debt
- No capitalized costs

Note: The 2025 forecast was included in the Company's Press release dated August 13, 2025, reporting the Company's Second Quarter of 2025 Results; this presentation is not intended to provide an update to the Forecast.

Cash and bank deposits (\$M)



Cash flow historical trend (\$M)



OUR ENDORSEMENTS

- Invested years in R&D for cloud and 5G assurance
- Work with the most innovative companies
- Real-life expertise and know-how in advanced 5G and the cloud
- Offer customers unique AI-driven technology (including Agentic AI) and deep cloud knowledge



We needed an assurance market leader that shared our innovative vision.



Helps identify issues in real-time and troubleshoot them, essential for smoothly migrating 5G.



Selected RADCOM because of its virtualization, scalability, performance, and efficiency strengths.



SUMMARY

- Vision is to make networks autonomous and efficient

- 5G will grow significantly, and AI analytics is vital

- Business model secures multi-year contracts; recurring revenue, sustainable growth, and profitability

- Endorsed by top-tier operators; AT&T, DISH, and Rakuten

- Well-positioned to capture additional market share and increase growth



THANK YOU

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