Q2 2026 Earnings

August 12, 2026

Benny Eppstein

CEO

Hod Cohen

CFO

SAFE HARBOR PROVISION

This conference call will contain forward-looking statements. Forward-looking statements in the conference call involve known and unknown risks and uncertainties, including, but not limited to, the Company's statements about its momentum, strategic direction and goals, market position and trajectory, future execution and delivery of value to customers and stakeholders, expansion within its existing customer base and broader footprint, development and enhancement of strategic partnerships and the expected benefits and revenues from collaborations, the success and expected benefits of new technologies, including AI, RADCOM ACE, RADCOM Neura, RADCOM ADM and RADCOM RASE, including to enhance automation, opportunities and customer engagements and the timing thereof, demand for its products and solutions and the ability to address new customer segments and expand its market reach, trends in the telecom market, including the expected growth of 5G, AI, cloud-native deployments, network automation and autonomous networks; the timing, scope and sequencing of customer deployment programs, the effect of server infrastructure costs and supply constraints, and the timing and extent to which deferred deployments may move forward or return to a normalized cadence, customer relationships, competitive position, sales pipeline, commercial discussions, conversion of opportunities, and expansion within existing accounts, the anticipated scope, timing, implementation, benefits, customer transition and expansion potential of the Company's contract with a European operator, expectations with respect to gross margins, research and development, sales and marketing expenses, cash flow, non-GAAP profitability, free cash flow positivity, full-year 2026 revenue outlook, future growth, including double-digit percentage revenue growth in 2027, the impact of foreign exchange rates and hedging, resilience, long-term commitment and continued investments; and the establishment, size, timing, initiation and implementation of the intended share repurchase program and the Company’s ability to return capital to shareholders while continuing to invest in its platform and AI roadmap. The Company does not undertake to update forward-looking statements.

The full safe harbor provisions, including risks that could cause actual results to differ from these forward-looking statements, are outlined in today’s press release and the Company's SEC filings.

NON-GAAP FINANCIAL MEASURES

In this conference call, management will refer to certain non-GAAP financial measures, which are provided to enhance the user's overall understanding of the Company's financial performance. By excluding non-cash stock-based compensation that has been expensed in accordance with ASC Topic 718, financial income (expenses) and amortization of intangible assets related to acquisitions, non-GAAP results provide information helpful in assessing RADCOM's core operating performance and evaluating and comparing the results of operations consistently 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 included in the quarter's earnings release, available on our website, www.radcom.com.

AGENDA

1 **Business Performance and Company Strategy**
Benny Eppstein
Chief Executive Officer

2 **Financial Results and Performance**
Hod Cohen
Chief Financial Officer

3 **Q&A**

TODAY'S SPEAKERS

Benny Eppstein

Chief Executive Officer

Hod Cohen

Chief Financial Officer

Benny Eppstein

Chief Executive Officer

Business Performance and Company Strategy

REVENUE TIMING: DEFERRALS, NOT LOSSES

Following our July 30 announcement: expansion phases with a few Tier-1 customers moved out on infrastructure timing, not demand.

THE DRIVER

Server costs have risen industry-wide, in some cases to multiples of prior levels within months. A large deployment can require dozens of servers across multiple sites.

Timing of spend, not demand.

THE MECHANIC

Our software needs a ready environment. Affected customers are rephasing budgets and site preparation for private-cloud and on-premises builds. Public cloud is less affected.

Deployment follows readiness.

THE POSITION

These projects are delayed, not displaced: no cancellations, no losses to competitors. We have pre-secured hardware so we can execute once customers authorize and sites are ready.

Deferrals, not losses.

Relationships intact | Hardware pre-secured | Cadence normalizing from Q1-27

Q2-26: TIMING-RELATED DEPLOYMENT DELAYS

Quarterly Revenue	Operating Margin (Non-GAAP)*	Cash (No debt)
Deployment Delays Deferred Purchasing	Impacted by Lower Revenue	Cash and cash equivalents and short-term bank deposits
$11.8M	**-18.5%**	**$109.7M**
down 33.4% YoY	vs. 19.5% in Q2-25	Positive cash flow of $1.3M, no debt

* Non-GAAP. See reconciliation tables in slide 24.

THREE NEW WINS AFTER QUARTER END

THE WINS

1. **CETIN Networks (Slovakia)**, new customer: multi-year contract for end-to-end, AI-driven assurance across its mobile network, from the radio access network to the core
2. Competitive tender win with a tier-one operator in Asia-Pacific, replacing the long-time incumbent
3. Contract renewal with an existing European customer for RADCOM Network Visibility

WHY IT MATTERS

- CETIN is part of CETIN International and the wider e& PPF Telecom Group, serving over 12 million customers across four countries, so this win has room to grow
- The Asia-Pacific deal is small but an important reference win, positioning us to compete for a much larger, network-wide project
- All three deals closed just a few weeks after the quarter ended, showing the pattern behind our Q2 results

DEAL TIMING CAN SHIFT. DEMAND AND OUR COMPETITIVE POSITION DO NOT.

CETIN Networks, Slovakia | Tier-one displacement in Asia-Pacific | European renewal

OUR STRATEGY IS UNCHANGED

Consistent priorities, executed with the operating discipline that underpins our profitability

01
TIER-1 FOOTPRINT

Expand our presence with Tier-1 operators, winning new customers through competitive displacements.

02
INSTALLED BASE

Deepen the installed base with additional modules, use cases and network domains across existing customers.

03
AGENTIC ASSURANCE

Advance AI-native, agentic assurance for autonomous networks, built on the unique subscriber-level data telco AI depends on.

AN ADDITIONAL GROWTH LEVER: Partnerships with NVIDIA, ServiceNow, AWS and system integrators open new routes to market and widen our opportunity.

THE MARKET IS MOVING OUR WAY

Near-term spending shifted, the underlying direction did not

- 5G Standalone and cloud-native deployments
- AI deeper in networks: automation, experience, lower costs
- Relentless growth in data and complexity
- Proof of concept moving to commercial AI

THE AI READINESS GAP

A gap persists between AI ambition and AI readiness: most operators lack the reliable, subscriber-level data AI use cases depend on. Spending timing and mix shifted this quarter, which weighed on our results, but that does not change the market's direction.

WHERE RADCOM FITS

As operators move from proof of concept to commercial AI deployments, they demand unified, end-to-end intelligence. That increases the need for cloud-native, AI-enabled assurance: RADCOM ACE and RADCOM Neura. As a leading 5G assurance provider, we expect that to keep driving positive returns.

INSTALLED BASE VALIDATES OUR STRATEGY

Proven technology in live, large-scale production networks

WHY IT MATTERS

Our installed base validates the strategy and the durability of our technology in live, large-scale networks. Demand among existing customers remains strong and expansion opportunities keep progressing, even as operators work through longer infrastructure lead times.

1GLOBAL

Deployment progressing as RADCOM ACE is rolled out to monitor 4G and 5G services.

AT&T

Assurance embedded in production networks serving millions of subscribers.

RAKUTEN MOBILE

Anchor account with our solutions running in a live cloud-native network.

Existing customers continue to expand with us, even as infrastructure lead times stretch across the market.

RADCOM ADM PUTS OPERATORS IN CONTROL

Analytics Designer Module, a new addition to the RADCOM ACE platform

BEFORE

Analytics changes meant a request to the vendor and a wait of months.

NOW WITH ADM

Operator teams define, configure and deploy datasets, KPIs and alarms themselves, in real time.

HARD TO REPLICATE

Delivering self-service analytics at Tier-1 scale takes engineering depth that is not easily replicated. As networks become more automated, that speed becomes essential.

STRENGTHENS OUR AI

ADM feeds real-time data directly into RADCOM Neura, our agentic AI layer, making those agents more accurate and more reliable.

Generally available to existing and new customers later this quarter: a clear path to expand within accounts through new use cases and higher-value tiers.

INDUSTRY RECOGNITION FOR RADCOM NEURA

Our suite of AI agents for the agentic ecosystem, released in February

LEADING LIGHTS 2026 FINALIST

RADCOM Neura is a finalist in the Light Reading Leading Lights Awards for Most Innovative Telco AI/ML Product or Solution, recognized for turning real-time network intelligence into smarter, more proactive operations.

DTW IGNITE 2026 CATALYST AWARD

Part of the winning team at Digital Transformation World in Copenhagen: our catalyst, Agent Fabric, was named Outstanding Catalyst in the AI and Automation category.

WHAT RADCOM CONTRIBUTED

AI-driven assurance agents that prioritize issues by real customer impact, plus RADCOM Governance, our framework for governing agent interactions and establishing trust through policy-based oversight. The catalyst showed how multi-vendor AI agents can collaborate to accelerate fault resolution, improve customer experience and advance Level 4 autonomous networks.

GO-TO-MARKET ACTIVITIES

1 **Digital Transformation World**
COPENHAGEN | *DTW-Ignite*

2 **FutureNet World**
LONDON | *Autonomous networks*

3 **Network X Americas**
DALLAS | *Americas operators*

WHY THESE EVENTS MATTER

SOLUTION SHOWCASE
Presented our AI-native assurance solutions and AI agent capabilities

EXECUTIVES ON STAGE
Our leaders shared how operators can use AI, automation and network data

AGENTIC AI OPPORTUNITY
Set out the opportunity agentic AI opens for demand-driven networks

PIPELINE IS STEADY AND MOVING FORWARD

Several opportunities advanced during the quarter

TECHNICAL EVALUATION → PROOF OF CONCEPT → COMMERCIAL DISCUSSIONS

TIMING CAN SHIFT

As is common with Tier-1 engagements, we cannot predict precisely when opportunities will close, and timing can move as they progress toward contract.

BROAD BY DESIGN

Our pipeline is deliberately broad and multi-year, so progress does not depend on any single engagement closing in a given quarter.

CONFIDENT IN CONVERSION

We expect to convert this pipeline into both new business and continued expansion within our existing customer base.

Q2-26 RESULTS AND UPDATED GUIDANCE

1 Q2-26 revenues of $11.8M, down 33.4% year over year from $17.7M in Q2-25

2 Preliminary revenue expectations and updated full-year 2026 revenue guidance issued July 30, 2026

3 Delays reflect timing, not demand: three new wins since quarter-end, including new customer CETIN Networks in Slovakia

4 $109.7M in cash and no debt, funding continued investment through this period

SHARE REPURCHASE PROGRAM: $20-25 MILLION

Using our balance sheet proactively when we believe the market materially undervalues the company.

THE RATIONALE

The Board and management believe the current share price does not reflect the underlying value of the business, our balance sheet, or our long-term opportunity.

Price disconnected from value.

THE PROCESS

We are moving forward with the required steps for an initial program of $20 to $25 million. Formal authorization follows the creditor notice period and publication of our audited financial statements.

Underway; buying promptly once complete.

THE COMMITMENT

This is an initial commitment, and we retain the flexibility to expand or otherwise change it as conditions warrant.

Initial, not a ceiling.

$109.7M cash, no debt | $20-25M initial buyback | Flexibility to expand

Hod Cohen

Chief Financial Officer

Financial results and performance

Q2 2026 Financial Highlights

- Revenue down by 33.4% y-o-y
- H1 2026 Non-GAAP Operating Margin of 5.1%

* Non-GAAP. See reconciliation tables in slide 26.

Q2 2026 Results

Q2 Revenue
$11.8 Million

Q2 Non-GAAP Gross Margin
76.3%

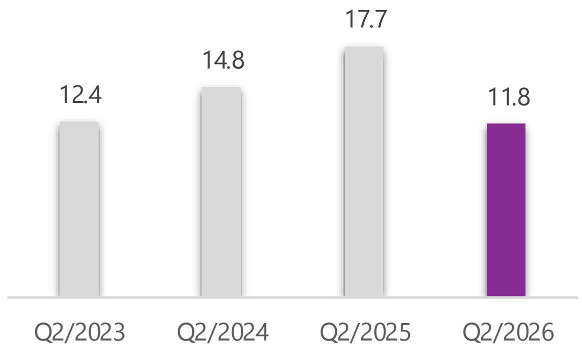
Q2 Non-GAAP Operating Loss
$2.2 Million

Q2 Non-GAAP Operating Margin
(18.5%)

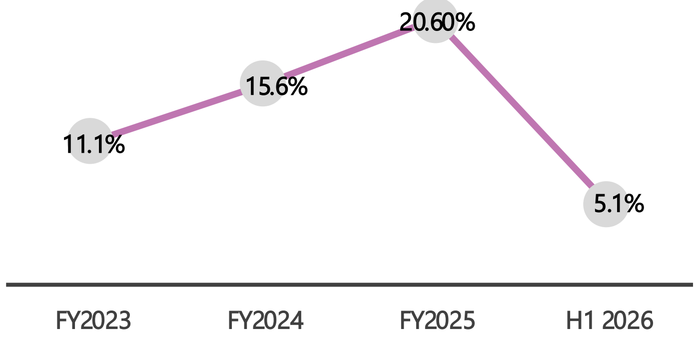
Q2 GAAP Diluted EPS
$(0.18)

Q2 Non-GAAP Diluted EPS
$(0.09)

Q2 Revenue historical trend ($M)



Non-GAAP Operating Margin historical trend (%)



CONSOLIDATED STATEMENTS OF OPERATIONS (NON-GAAP)

(In thousands of U.S. dollars, except per share data)

	Three months ended June 30, 2026	Three months ended June 30, 2025
	NON-GAAP (1)	
Revenues	$ 11,760	$ 17,658
Cost of revenues	$ 2,785	$ 4,211
Gross profit	$ 8,975	$ 13,447
Gross profit %	76%	76%
Research and development, gross	$ 5,316	$ 4,536
Less - royalty-bearing participation	$ 58	$ -
Research and development, net	$ 5,258	$ 4,536
Sales and marketing	$ 4,707	$ 4,325
General and administrative	$ 1,180	$ 1,150
Total operating expenses	$ 11,145	$ 10,011
Operating (loss) income	$ (2,170)	$ 3,436
Financial income, net	$ 828	$ 814
(Loss) income before taxes on income	$ (1,342)	$ 4,250
Taxes on income	$ (162)	$ (95)
Net (loss) income	$ (1,504)	$ 4,155
Basic net (loss) income per ordinary share	$ (0.09)	$ 0.26
Diluted net (loss) income per ordinary share	$ (0.09)	$ 0.25

(1) Amounts exclude non-cash stock-based compensation expenses, financial income (expenses) and amortization of intangible assets related to acquisitions.

CONSOLIDATED STATEMENTS OF OPERATIONS (GAAP)

(In thousands of U.S. dollars, except per share data)

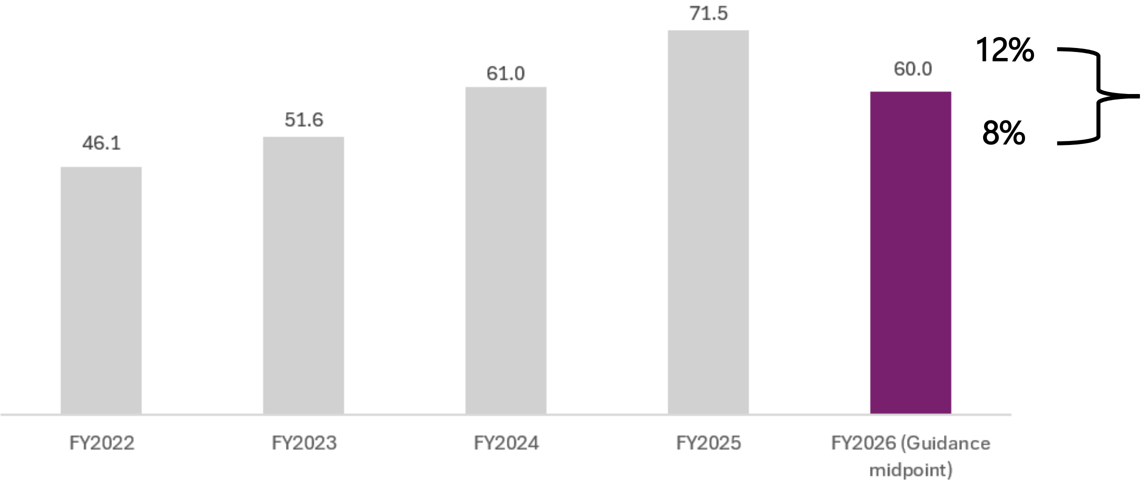
	Three months ended June 30,	
	2026	2025
Revenues	$ 11,760	$ 17,658
Cost of revenues	$ 2,931	$ 4,367
Gross profit	$ 8,829	$ 13,291
Gross profit %	75%	75%
Research and development, gross	$ 5,781	$ 4,964
Less - royalty-bearing participation	$ 58	$ -
Research and development, net	$ 5,723	$ 4,964
Sales and marketing	$ 5,313	$ 4,936
General and administrative	$ 1,550	$ 1,651
Total operating expenses	$ 12,586	$ 11,551
Operating (loss) income	$ (3,757)	$ 1,740
Financial income, net	$ 805	$ 793
(Loss) income before taxes on income	$ (2,952)	$ 2,533
Taxes on income	$ (162)	$ (95)
Net (loss) income	$ (3,114)	$ 2,438
Basic net (loss) income per ordinary share	$ (0.18)	$ 0.15
Diluted net (loss) income per ordinary share	$ (0.18)	$ 0.15

FY2026 Revenue Outlook

- Reaffirming the revised FY2026 revenue outlook of $57 to $63 million, with midpoint of $60

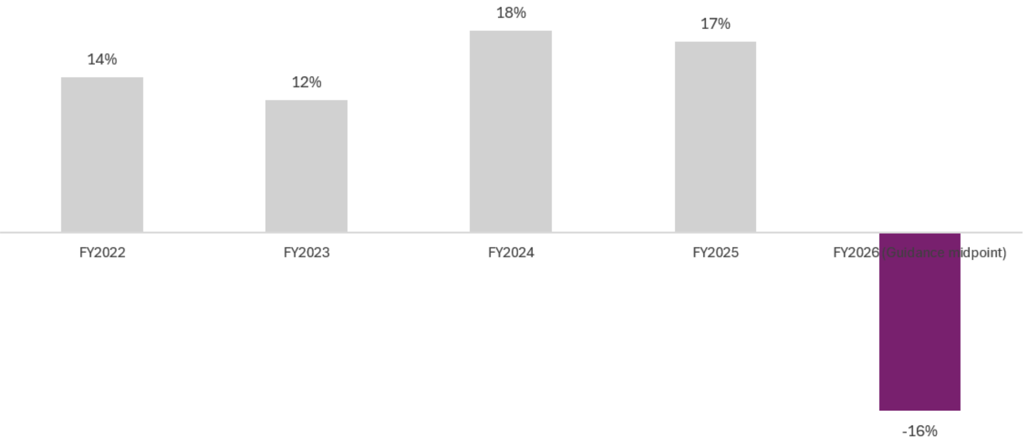
- Customer relationships are strong, and pipeline is broad and progressing

Five-year historical trend and FY2026 outlook ($M)



Expects 10.0% *guidance midpoint*

Revenue growth
Y-o-Y growth (percentage)

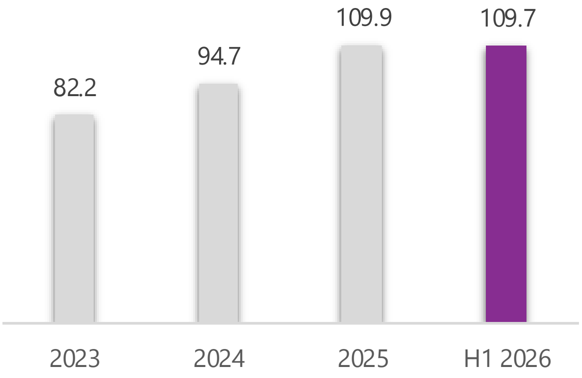


BALANCE SHEET & CASH FLOW

- **Positive cash flow** of **$1.3M for Q2/26**
- **Ending Q2 2026** with the **cash, cash equivalent & bank deposits** of **$109.7M**
- **No Debt**

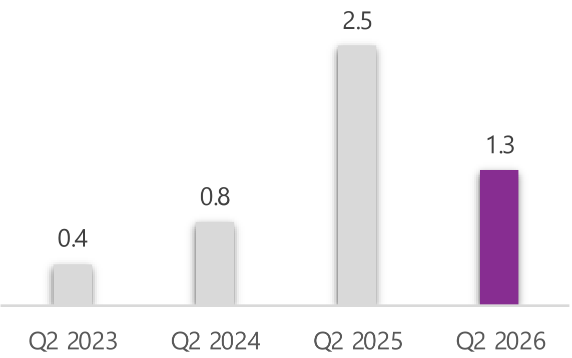
Cash and Bank Deposits

As of ($M)



Cash Flow historical trend

($M)



Slide 24

RADCOM

CONSOLIDATED BALANCE SHEETS

(In thousands of U.S. dollars, except per share data)

	As of June 30, 2026		As of December 31, 2025	
Cash and cash equivalents	$	12,609	$	30,486
Short-term bank deposits	$	97,093	$	79,437
Trade receivables, net	$	21,558	$	20,245
Inventories	$	674	$	318
Other accounts receivable and prepaid expenses	$	2,457	$	2,036
Total Current Assets	$	134,391	$	132,522
Severance pay fund	$	3,381	$	3,431
Other long-term receivables	$	3,001	$	2,866
Property and equipment, net	$	1,270	$	988
Goodwill and intangible assets, net	$	2,099	$	2,269
Operating lease right-of-use assets	$	2,411	$	2,898
Total Non-Current Assets	$	12,162	$	12,452
Total Assets	$	146,553	$	144,974
Trade payables	$	3,657	$	2,632
Deferred revenues and advances from customers	$	1,163	$	1,100
Employee and payroll accruals	$	5,666	$	7,325
Operating lease liabilities	$	1,191	$	1,099
Other liabilities and accrued expenses	$	9,996	$	10,872
Total Current Liabilities	$	21,673	$	23,028
Accrued severance pay	$	4,708	$	4,790
Operating lease liabilities	$	1,662	$	2,135
Other liabilities and accrued expenses	$	1,083	$	916
Total Non-Current Liabilities	$	7,453	$	7,841
Total Liabilities	$	29,126	$	30,869
Shareholders' Equity	$	117,427	$	114,105
Total Liabilities and Shareholders' Equity	$	146,553	$	144,974

RECONCILIATION BETWEEN GAAP & NON-GAAP CONSOLIDATED STATEMENTS OF OPERATIONS

(In thousands of U.S. dollars, except per share data)

	Three months ended June 30,	
	2026	2025
	(Unaudited)	(Unaudited)
GAAP gross profit	8,829	13,291
Stock-based compensation	90	100
Amortization of intangible assets	56	56
Non-GAAP gross profit	**8,975**	**13,447**
GAAP Research and development, net	5,723	4,964
Stock-based compensation	465	428
Non-GAAP Research and development, net	**5,258**	**4,536**
GAAP Sales and marketing	5,313	4,936
Stock-based compensation	577	583
Amortization of intangible assets	29	28
Non-GAAP sales and marketing	**4,707**	**4,325**
GAAP general and administrative	1,550	1,651
Stock-based compensation	370	501
Non-GAAP general and administrative	**1,180**	**1,150**
GAAP total operating expenses	12,586	11,551
Stock-based compensation	1,412	1,512
Amortization of intangible assets	29	28
Non-GAAP total operating expenses	**11,145**	**10,011**
GAAP operating (loss) income	(3,757)	1,740
Stock-based compensation	1,502	1,612
Amortization expenses	85	84
Non-GAAP operating (loss) income	**(2,170)**	**3,436**

RECONCILIATION BETWEEN GAAP & NON-GAAP CONSOLIDATED STATEMENTS OF OPERATIONS

(In thousands of U.S. dollars, except per share data)

	Three months ended June 30,	
	2026	2025
	(Unaudited)	(Unaudited)
GAAP (loss) income before taxes	(2,952)	2,533
Stock-based compensation	1,502	1,612
Amortization of intangible assets	85	84
Financial expenses	23	21
Non-GAAP (loss) income before taxes	**(1,342)**	**4,250**
GAAP net (loss) income	(3,114)	2,438
Stock-based compensation	1,502	1,612
Amortization of intangible assets	85	84
Financial expenses	23	21
Non GAAP net (loss) income	**(1,504)**	**4,155**
GAAP Net income per diluted share	**(0.18)**	**0.15**
Stock-based compensation	0.09	0.10
Amortization of intangible assets	(*)	(*)
Financial expenses	(*)	(*)
Non GAAP Net (loss) income per diluted share	**(0.09)**	**0.25**
Weighted average number of shares used to compute diluted net (loss) income per share	16,837,029	16,711,789

THANK YOU