



Fiscal 2019 Second Quarter Investor Presentation

AVNW (NASDAQ)

FORWARD-LOOKING STATEMENTS

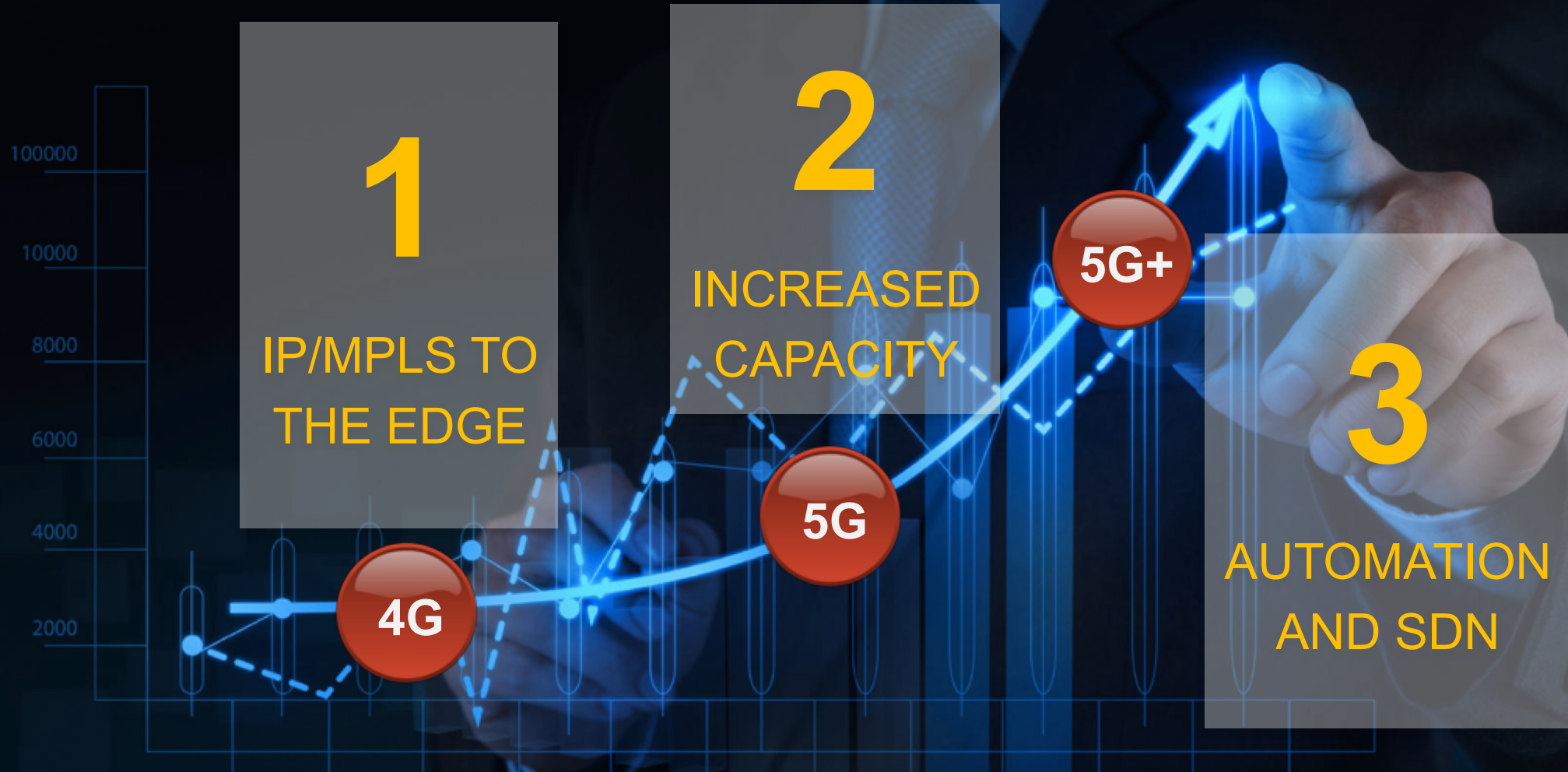
The information contained in this presentation includes forward-looking statements within the meaning of the Private Securities Litigation Reform Act of 1995, Section 21E of the Securities Exchange Act and Section 27A of the Securities Act, including expectations regarding the results for the fiscal first quarter 2019 and cash flow in fiscal 2019, and our anticipated results for fiscal 2019. All statements, trend analyses and other information contained herein about the markets for the services and products of Aviat Networks, Inc. and trends in revenue, as well as 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. These forward-looking statements are based on estimates reflecting the current beliefs of the senior management of Aviat Networks, Inc. These 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.

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



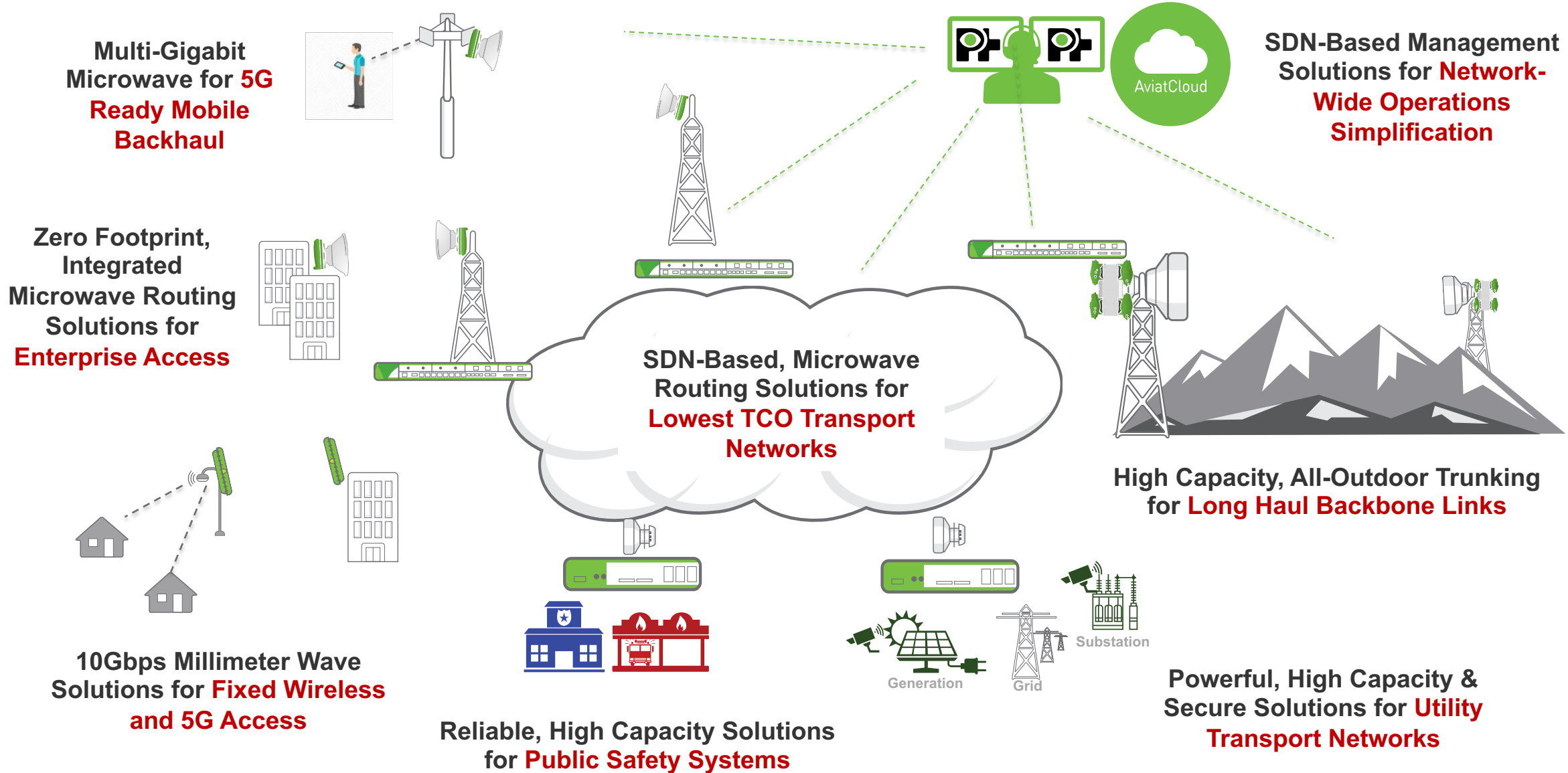
Our Value Proposition

TECHNOLOGY FOCUS



EVOLVING INTELLIGENT WIRELESS CONNECTIVITY

UNIQUE ABILITY TO ADDRESS MULTIPLE VERTICAL MARKETS



INDUSTRY LEADING PRODUCTS

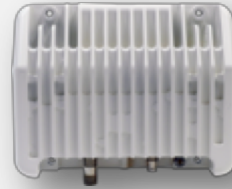
MOST SECURE, HYBRID MISSION-CRITICAL PLATFORM



UPGRADED (Capacity)

ECLIPSE

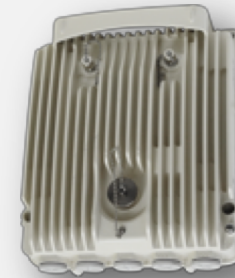
SPLIT-MOUNT OUTDOOR RADIO UNIT



UPGRADED (Capacity)

ODU 600

INDUSTRY'S HIGHEST CAPACITY MICROWAVE



**ALL NEW
PLATFORM**

WTM 4000

MICROWAVE ROUTERS



UPGRADED (IP/MPLS)

CTR 8000

HIGHEST POWER MICROWAVE RADIO



UPGRADED (Capacity)

IRU 600

NETWORK MANAGEMENT



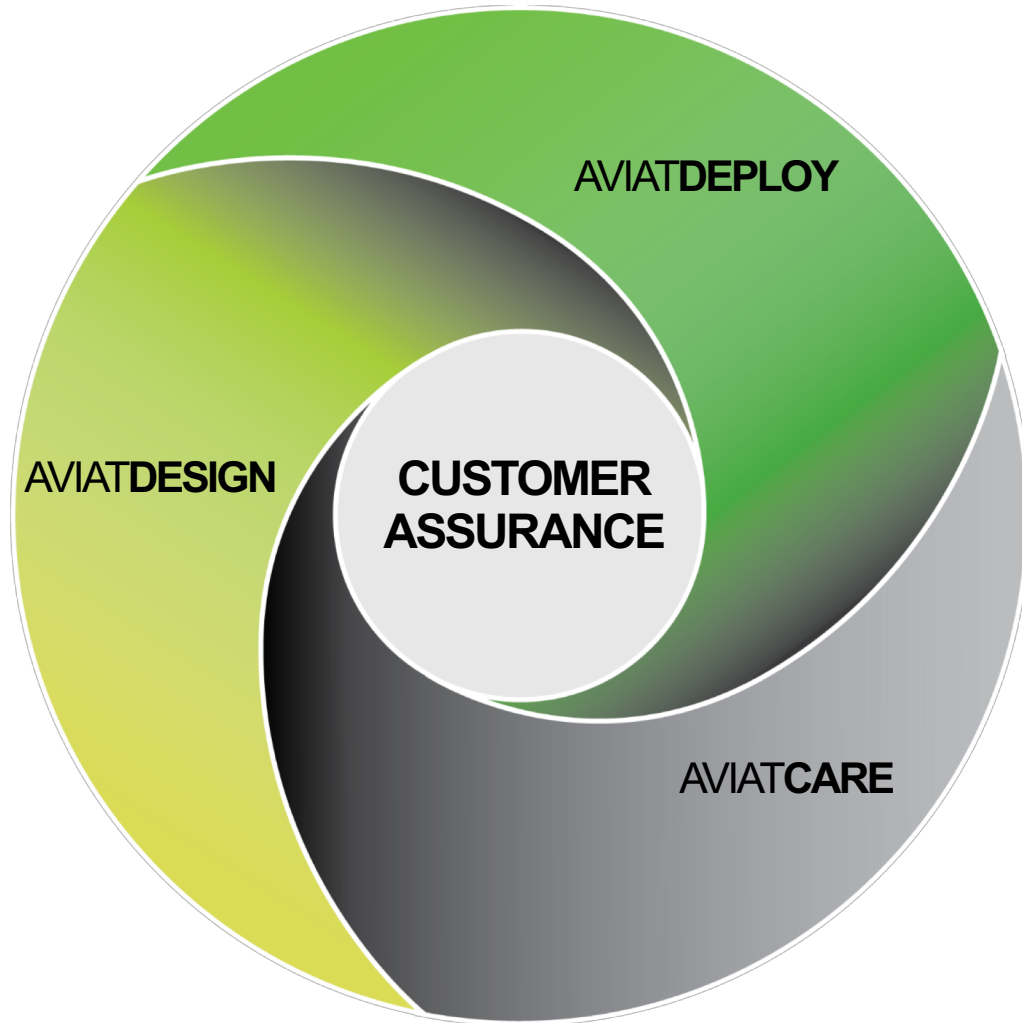
PROVISION



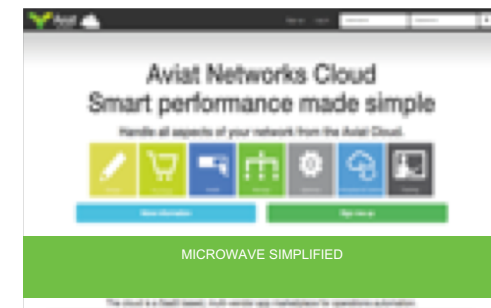
AVIATCLOUD

**Solutions for
5G Transport:
High Capacity,
Lifecycle
Automation**

INDUSTRY-LEADING SERVICES CAPABILITIES



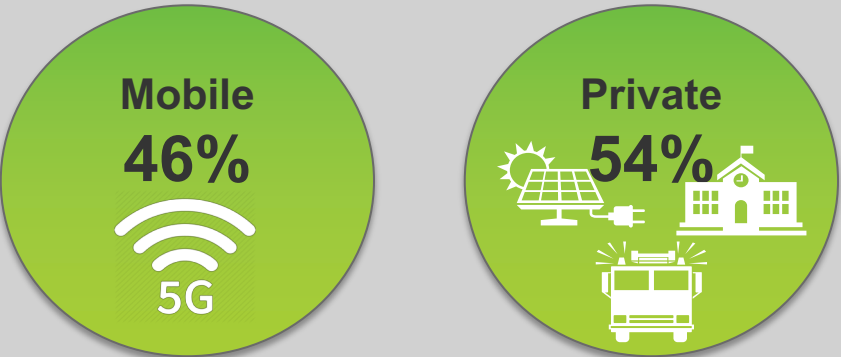
**INDUSTRY'S
LEADING
AUTOMATION
PLATFORM FOR
MICROWAVE
NETWORK
SERVICES**



Strong Recurring Revenue with Good Growth Potential

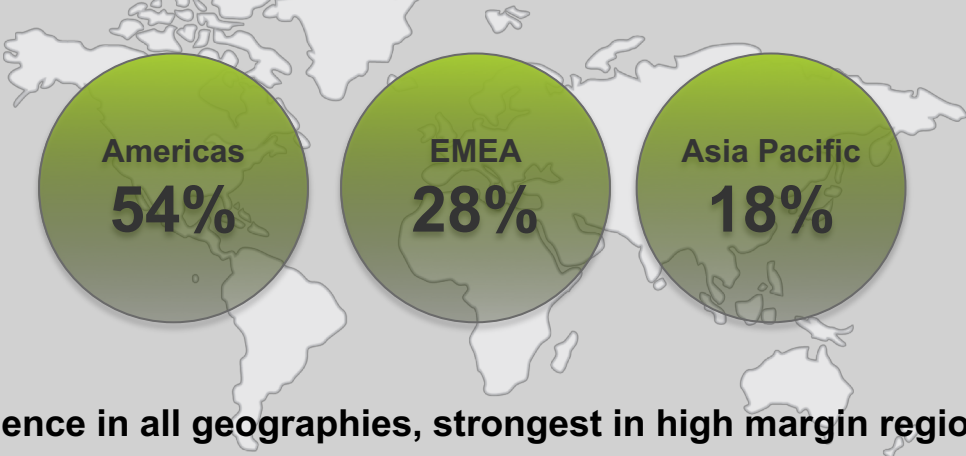
DIVERSE, STABLE BUSINESS WITH GROWTH POTENTIAL

VERTICALS DIVERSITY (FY19 – 1H)



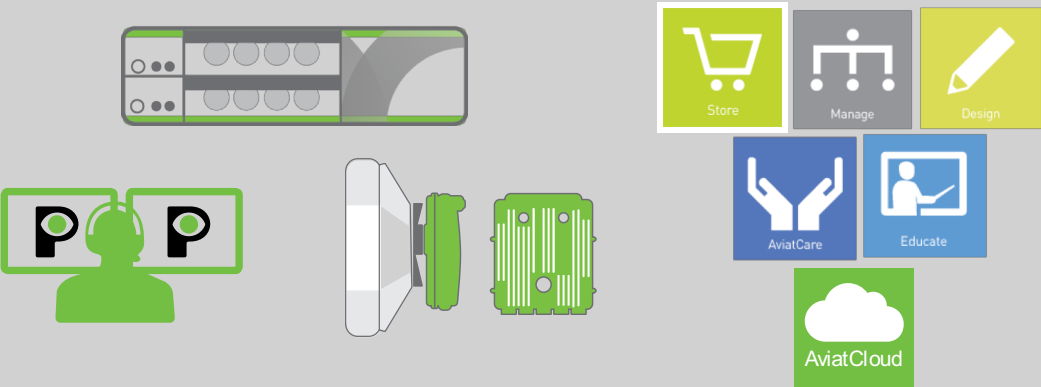
Positive Momentum in mobile and private networks

GEOGRAPHICAL DIVERSITY (FY19 – 1H)



Presence in all geographies, strongest in high margin regions

SOLUTIONS DIVERSITY



Differentiated total solution offering – hardware, software, services, on-line B2B capability.

CUSTOMER DIVERSITY



Brand name accounts; ~ 90% Direct Sales

SPECIALIZATION AND REACH TO DRIVE GROWTH WITHIN PRIVATE NETWORKS VERTICAL

Segment Leader The Clear Choice

Public Safety

Presence in all 50 States,
With 25 U.S. Statewide
Networks

Energy

More than 50% of Largest
U.S. Utilities

USA Federal Departments

Multiple Agencies

Global Partners in Security & Defense



MOTOROLA
#1 Supplier



AIRBUS
DEFENCE & SPACE

A Leading Supplier

Expanding Reach

Recent breaking through into
transportation vertical

National Security Networks

France, Middle East, North
Africa, Asia Pacific

Oil & Gas

West Africa, Asia, Europe

Regional Governments

Latin America

Sales and Services Strength

Direct engagement and deep
relationships with end customer

Trusted Expert

Strengthening Position in a Diverse Private Networks Environment

GAINING MOMENTUM AND MARKET SHARE ACROSS PRIVATE NETWORK VERTICALS

Aviat Awarded Microwave and IP/MPLS Business by the State of Nevada

- Awarded a \$10M network upgrade project, which includes hardware, software and services
- Aviat to provide its IRU 600 EHP radio, CTR microwave routers and AviatCloud automation platform
- Includes multi-year outsourced managed services, including engineering, installation and support to design and build network



Aviat Awarded Nearly \$40M in Business with the State of Colorado

- The state to support all mission-critical communications for public safety, first responders and various state agencies
- 3-year contract for ~\$28M to implement a network using Aviat's microwave, IP/MPLS routers, management software and full turnkey services
- Additional \$9.5M received since initial order (January 2018)
- New customer for Aviat – highly competitive deal



Aviat Networks Wins ~\$20 Million in U.S. Utility Business

- Represents orders received in FY19 YTD from U.S.-based gas, water and electric utilities
- \$5 million with sustainable energy company with operations in 24 states; \$3.5 million with a leading west-coast water utility
- The remainder from over 25 utility accounts indicating scope of market penetration and reach in this vertical



Aviat Networks Selected by Motorola Solutions for the State of Florida's Statewide Network

- Aviat selected to provide wireless transport products and services
- Supported Motorola Solutions throughout selection and award process including systems engineering and design and contract phase of the project



Aviat Networks Awarded Microwave Business with State of Alaska

- Aviat selected to provide microwave hardware and software required to upgrade police, fire and emergency communications
- The State of Alaska will deploy Aviat's IRU 600 EHP all-indoor radio
- Aviat will also deliver CTR 8500 transport routers to support Ethernet-based services and ensure the State is prepared for future networking enhancements





Fiscal 2019 Second Quarter and Six Months Financial Results

FISCAL 2019 SECOND QUARTER SUMMARY

- Revenue came in just above the high-end of prior guidance
- Strong growth in the international markets, particularly in Asia and Africa
- Continued expansion throughout North America across the Private Networks vertical, expanding with utility customers and growing pipeline
- Non-GAAP operating income and Adjusted EBITDA at the high-end of guidance
- Sequential improvement in cash position; further strengthening of the balance sheet
- Company maintains a positive outlook for the second half of FY19 and for the full fiscal year

FISCAL 2019 Q2 NON-GAAP FINANCIAL HIGHLIGHTS

Income Statement Summary (Non-GAAP)

<i>(In Millions \$)</i>	Q2 FY19 Actual	Q2 FY18 Actual	Variance
Revenue	\$65.1	\$61.7	Up 5.5%
Gross Margin	\$22.5	\$21.8	Up \$0.8
Gross Margin %	34.6%	35.3%	(70) bps
Operating Expenses	\$19.2	\$18.2	\$(0.9)
Operating Income	\$3.4	\$3.5	\$(0.1)
Net Income From Continuing Operations Attributable to Aviat Networks	\$3.1	\$3.0	\$0.1
Adjusted EBITDA	\$4.5	\$4.6	\$(0.1)

Key Take-Aways

- Revenue growth driven by a 12.3% improvement in international business
- Non-GAAP gross margin rate in line with guidance and strengthening due to new products and operational efficiencies
- Non-GAAP operating expenses also in line with expectations; higher YOY expenses in support of growth initiatives
- Sequential improvements in revenue, non-GAAP gross margin, and all bottom-line metrics
- Ninth consecutive quarter of Adjusted EBITDA profitability

Strong Performance Across All Key Financial Metrics

FISCAL 2019 Q2 BALANCE SHEET KEY INDICATORS

(\$'s in millions)	Q2 FY19	Q1 FY19	Q4 FY18
Cash/Cash Equivalents	\$31.5	\$28.4	\$37.4
Accounts Receivable	\$48.6	\$50.9	\$43.1
DSO's	68 Days	77 Days	63 Days
Inventory*	\$9.7*	\$10.0*	\$22.8
Turns*	17.6*	17.0*	6.9
DPO's	74 Days	71 Days	72 Days
Third-Party Debt	\$9.0	\$9.0	\$9.0
Accounts Payable	\$34.8	\$33.3	\$30.9

* Reflects impact of ASC 606

Key Take-Aways

- Cash balance increased over Q1FY19 on stronger collections and cash management
- Continued improvement in inventory management as reflected in turns performance
- Expect to increase cash over remaining quarters of FY19

Strong Balance Sheet Capable of Supporting Continued Growth

FISCAL 2019 OUTLOOK - IMPROVING FUNDAMENTALS

Income Statement Summary (Non-GAAP)				
<i>(In Millions \$)</i>	1H FY19 Actual		2H FY19 Outlook	2H FY18 Actual
Revenue	\$125.6		~\$125 - \$130	\$124.6
Book to Bill	>1		>1	>1
Gross Margin %	32.2%		~34.0% – 35.0%	32.9%
Operating Expenses	\$37.4		~\$38.0 - \$39.0	\$39.0
Operating Income	\$3.0		~\$4.9*	\$2.1
Adjusted EBITDA	\$5.4		~\$7.5*	\$4.6

* 2H FY19 outlook for non-GAAP operating income and Adjusted EBITDA uses the mid-point of the ranges provided above.

Top- and Bottom-Line Improvements Expected to Continue in the 2nd Half of the Fiscal Year

STEADILY IMPROVING FULL YEAR RESULTS

Income Statement Summary (Non-GAAP)

<i>(In Millions \$)</i>	FY2017 Actual	FY 2018 Actual	FY 2019 Outlook
Revenue	\$241.9	\$242.5	\$250 – \$255
Gross Margin %	31.4%	33.1%	~33% (or higher)
Operating Expenses	\$74.0	\$74.8	\$75.5 - \$76.5
Operating Income	\$1.9	\$5.4	\$7.5 - \$8.0
Adjusted EBITDA	\$7.6	\$10.1	\$12.5 - \$13.0

Three Years of Consecutive Top- and Bottom-Line Improvements Expected

DELIVERING RESULTS; WELL POSITIONED FOR THE FUTURE

- Competitive position continues to strengthen; multiple opportunities for long-term growth
- Increasing investment in growth related activities; continue to optimize other areas
- Favorable market dynamics including: international networks upgrade to LTE; U.S. networks upgrade to 5G; more First Responder requirements; growth in State and Local Private Networks, etc.
- Generating savings through better processes, tools and efficiencies; uncovering “hidden” cost savings
- Met or exceeded 1H FY19 guidance with a strong outlook for 2H FY19
- Balance sheet continues to strengthen

Stronger Foundation, Profitable Performance and Building Momentum



Aviat
NETWORKS

WWW.AVIATNETWORKS.COM