



Aviat Networks (NASDAQ: AVNW)

Corporate Presentation

November 5th, 2020

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 our results for the fiscal 2021 first quarter and three-month periods. 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 most recent 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.

Aviat Company Profile

OVERVIEW

- Aviat Networks is a leading pureplay wireless microwave transport equipment, software and services provider
 - US Headquarters (Austin, TX)
 - Global Customer Base (3000+ customers)
 - Global Manufacturing Capabilities
 - Leading Technology (200+ patents)
 - Strong Position with Global Service Providers and Private Network Operators

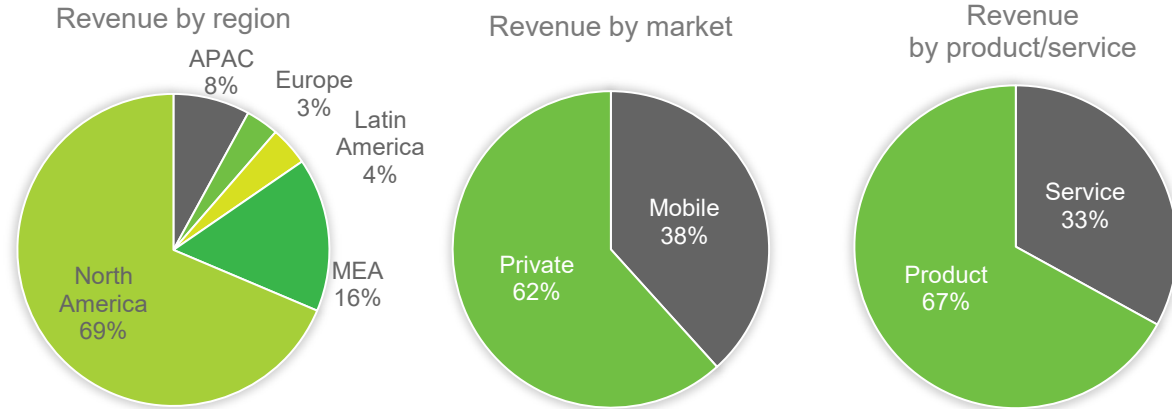
- End-to-End Wireless Transport Solutions Portfolio



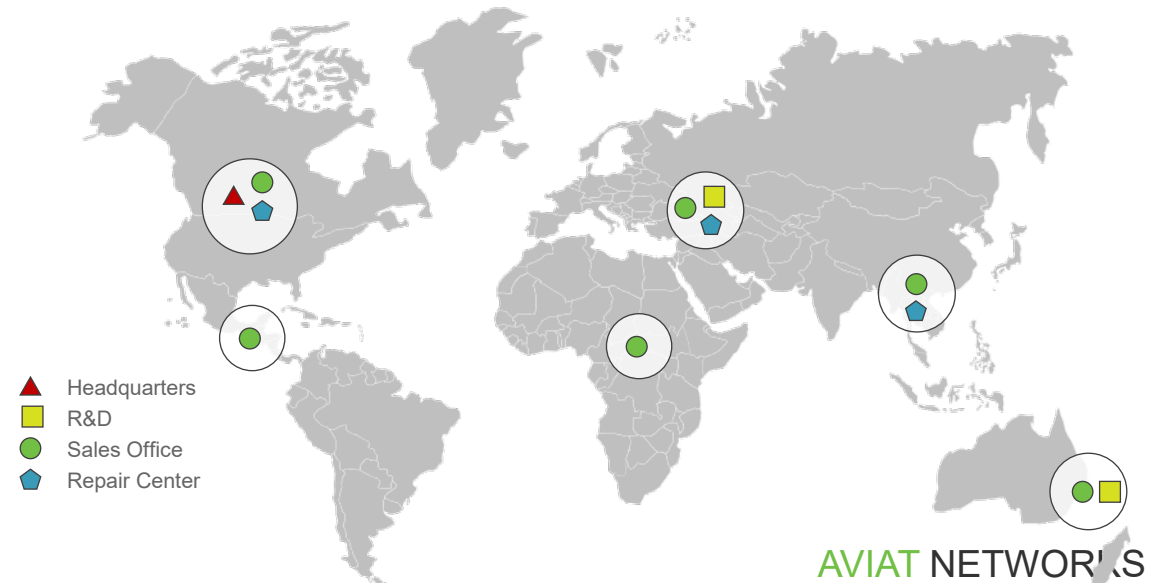
Radios, Routers, Software, Services

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

GLOBAL BUSINESS Q1 FY21



GLOBAL PRESENCE, SERVICE & SUPPORT



Business Financial Summary

KEY STATISTICS

Trading Symbol	AVNW
Shares outstanding	~5.4 million
Stock Price	\$19.34*
Market Cap	~\$104.9 million*
Headquarters	Austin, Texas
# of Employees	~700
52 Week High/Low	\$23.87 / \$7.10

* As of 11/04/2020

Aviat vs Peers	2021 EV/Revenue	2021 Sales Multiple	2021 EV/EBITDA
Peer Group Avg	1.22	1.22	10.52
AVNW Discount to Peers	-75%	-.66%	-63%
Aviat Networks Inc	0.30	0.42	3.86

Peer Group - CMBM, CRNT, NEC (USD), OM: ERIC B, NOKIA, GILT, CMLT

KEY FINANCIAL METRICS LTM

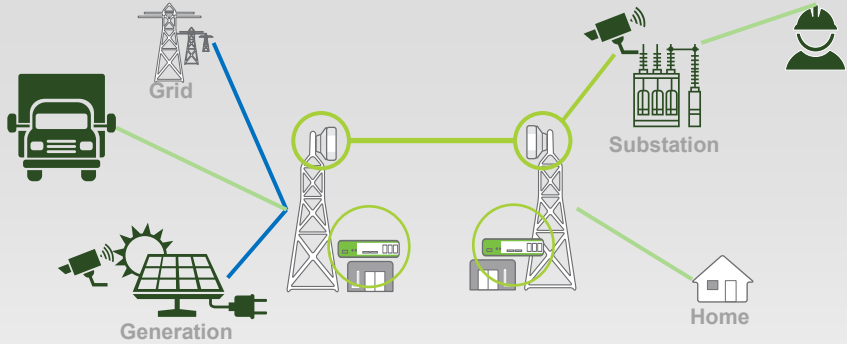
REVENUE	\$246M
Adjusted EBITDA*	\$17.8M
Cash (10/2/2020)	\$36.2M
Debt (10/2/2020)	\$0.0M
Operating Cash Flow	\$16.1M

**Continued Strong Operational Performance
Improves Balance Sheet**

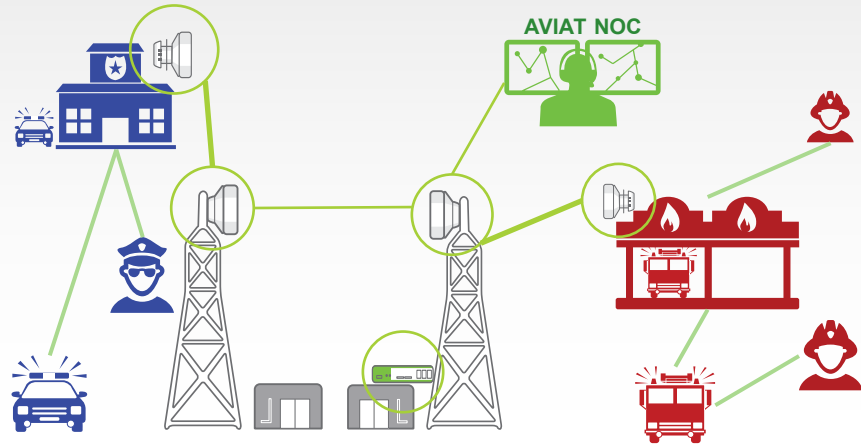
*Adjusted EBITDA is defined as GAAP net income before interest, taxes, depreciation, amortization and non-GAAP items (e.g., share-based compensation, restructuring charges, etc.).

AVIAT – PUREPLAY MICROWAVE TRANSPORT SOLUTIONS

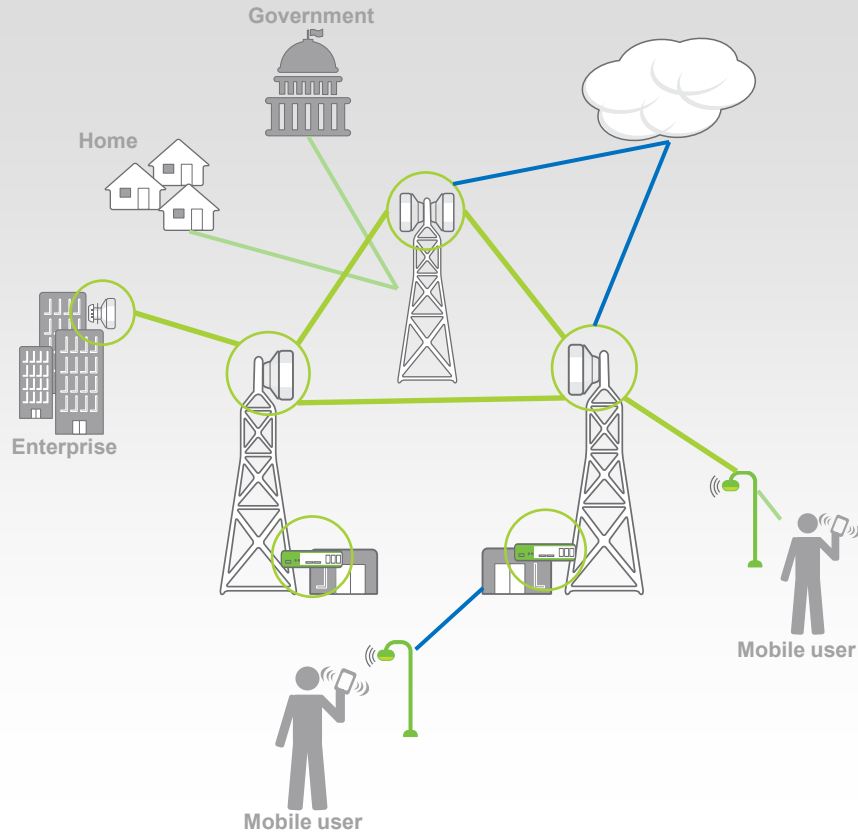
UTILITY



PUBLIC SAFETY



5G AND RURAL BROADBAND NETWORKS



Demand Drivers

- 5G Data Explosion
- Security-Related Spending
- Rural Broadband Investment

Aviat Differentiation

- Best in Class Wireless Transport Products
- Unique Software and Services
- Disruptive Supply Chain and Ecommerce

Other Applications



OIL/GAS/OFFSHORE



TRANSPORTATION



SCHOOL/ENTERPRISE



ISP



HIGH FREQUENCY TRADING



AVIAT NETWORKS EQUIPMENT

MICROWAVE

FIBER

RADIO ACCESS / CELLULAR

Microwave Market is Evolving to Intelligent Networking Solutions

AVIAT NETWORKS

Aviat's Investment Thesis

Tremendous Market Opportunity

- 5G, Critical Communications, Rural Broadband, Emerging Economies Underpin Demand
- 6% Share in a \$3B Market, Significant Opportunity for Growth

Well Positioned to Capture Growth

- Strong Incumbency to Grow with Installed Base
- Compelling Value Proposition to Capture New Accounts (Tier 2 / ISP) and expand reach with reseller arrangement

Highly Differentiated Solutions

- Innovative products and Services for Lower Total Cost of Ownership
- Software & Services to Simplify Microwave Lifecycle
- Expanding Ecommerce and Supply Chain Capabilities to Disrupt Go-to-Market Models

Cost Improvement Initiatives Help Drive Increased Shareholder Value

- Announced Restructuring of \$3.5M Annualized Run Rate Savings in FY21
- Potential for additional OPEX and COGS savings

Well Positioned in Growing Wireless Transport Market

GROWTH DRIVERS

- 5G Networks
 - Higher capacity, new services
- Public Safety and Security Related Communications
 - Long term trend drives demand for Aviat's end to end solutions
 - CAGR 13.2%, \$799B in communications by 2027 (Inkwood Research)
- Rural Broadband
 - Strong segment growth today
 - >\$30B US investment will drive further growth
 - Initiatives to connect the unconnected in emerging economies
- Simplifying Complex Transport Business
 - Opportunity for new software and services offerings
 - New business by removing cost from the transport lifecycle

AVIAT SOLUTIONS

- Best in Class Wireless Transport Products
 - Industry's highest capacity, highest power radios
 - First to integrate microwave and IP/MPLS routing
 - Unique multi-band solution for 5G
- Unique Software and Services
 - Industry's only interference monitoring software for microwave
 - Full turnkey services including network operations center (NOC)
 - Network operations automation with ProVision Plus, Aviat Design
- Disruptive Delivery and Supply Chain Offerings
 - E-commerce go to market model with Aviat Store
 - US and Intl. manufacturing, industry best lead times



Aviat is Highly Differentiated in 5G, Public Safety, and Rural Broadband Applications

Aviat – A Highly Differentiated Offering

Innovations in Products, Software & Services, & Supply Chain

	WIRELESS TRANSPORT PRODUCTS Ex: MULTI-BAND	SOFTWARE & SERVICES Ex: FREQUENCY ASSURANCE SOFTWARE (FAS)	SUPPLY CHAIN & DELIVERY Ex: AVIAT STORE
Unique Attribute	Industry's only single box multi-band solution, integrated design solution	Industry's only expert system for interference monitoring and analysis	Disintermediation of complex distribution / channel market
Demand Driver	Global 5G rollouts	WiFi 6e in USA; lax spectrum regulation worldwide	5G; rural broadband
Customers / Market	5G networks globally; countries with high spectrum costs	Mobile operators and private networks in US; customers globally with interference concerns	Mobile operators and private networks; customers that buy from channel today
Competitor Offering	3 boxes, complex design solution	More network downtime	Channel / distribution
Customer Benefit	Lowest OPEX	More reliability / uptime	Lower cost, simpler experience

Innovations Solve Customers' Economic, Reliability and Supply Chain Challenges

Aviat Cloud

Innovative Cloud-Based Platform to Simplify Microwave for 5G, Public Safety, and Rural Broadband

AVIAT CLOUD

Secure Hosted Software and Services (www.aviatcloud.com)

	AVIAT DESIGN	AVIAT STORE	AVIAT SW LICENSING	AVIAT CARE	HOSTED EXPERT SERVICES	
					MANAGE	FAS
Capability	Cloud-based path design application	E-commerce	Automated software license management	Cloud-based support, repair/return, documentation, training, e-learning, certification	Network monitoring and managed services	Interference monitoring and resolution software and service
Customer Benefit	Simple, easy design	Simplified purchasing, fast deliveries	Simple operations, pay as you grow software	Portals to Aviat's industry leading service and support	Lower TCO network operations. Self-service management tools	More reliability / uptime without any software to manage. Insights to optimize the network
Competitor Offering	None - use 3rd party tools	Channel / direct sales	Complex tools	Inferior service and support	None	None

Growing Software & Services Business Through Simplification & Lowering Customer TCO

Aviat - Large and Growing 5G Opportunity

5G is Driving Demand

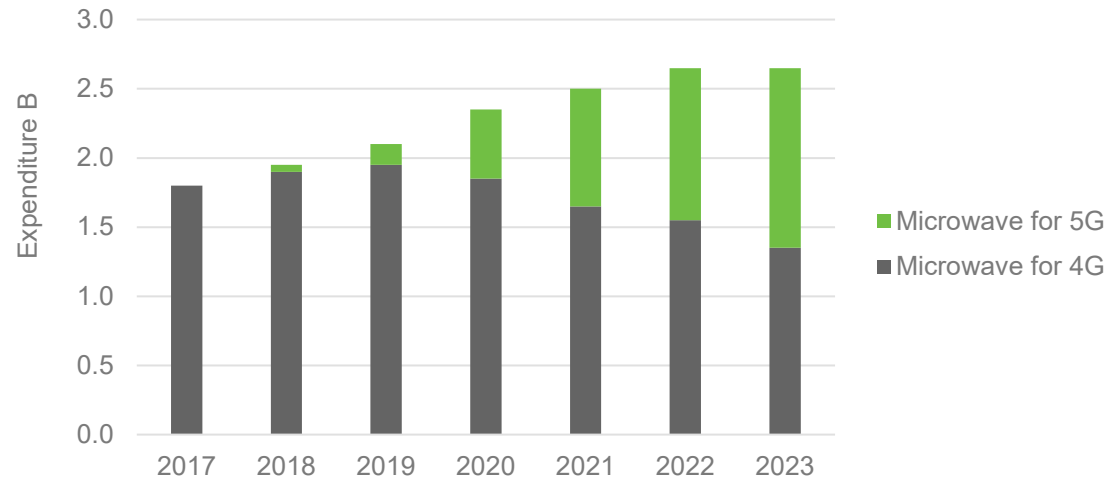
- 5G wireless transport will have a 5-year CAGR of 41% and will reach to over \$1.5B worldwide by 2024
 - New cell site builds means more backhaul demand
 - Increased backhaul throughput for existing cell sites (10x capacity requirement vs 4G) means installed base upgrades
 - Mobile 5G today and private network 5G on the horizon



Aviat has a Compelling 5G Solution

- 10+Gbps radios especially all-outdoor, multi-band, and integrated MPLS solutions for 5G
- Highest power radios for lowest TCO
- Software solutions like SDN and automation
- Supply chain for fast deliveries / E-commerce to support 5G rollouts

5G is fueling Aviat's growth now (proven differentiation)



Source: Omdia

Aviat Receives Orders from a Top-5 U.S. Wireless Carrier for 5G Transport

Globe Telecom Selects Aviat's WTM 4800 Multi-Band Solution to Support 5G Deployments



Aviat Networks Signs Global Frame Agreement with Ooredoo Group

Aviat has a Differentiated TCO Value Proposition for 5G Networks Worldwide

Aviat: The Leader in Private Networks Microwave



Why we win

Growth Drivers

Increased Demand for Critical Communications
(CAGR 13.2%)

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

Sources: Inkwood Research, ABI Research

Aviat - A Differentiated TCO Value Proposition for Private Networks

Rural Broadband Represents Significant Growth Opportunity for Aviat



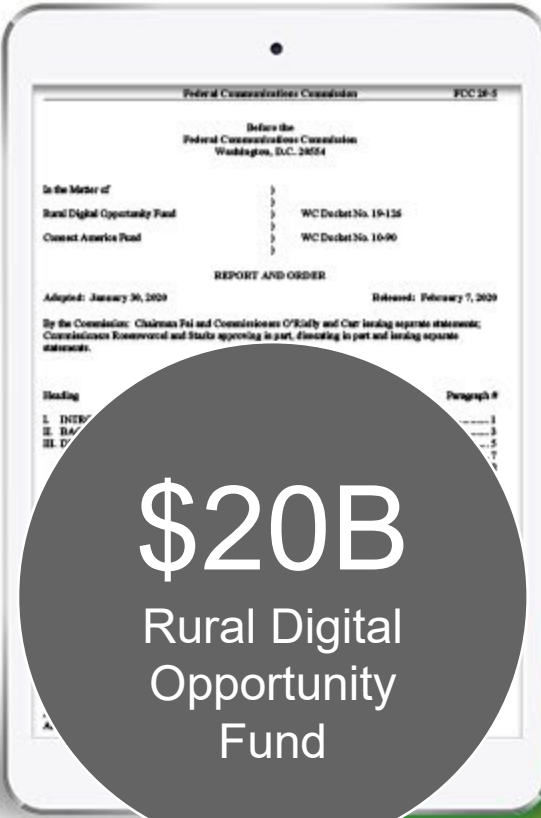
FierceWireless

Wireless

Here are the top 100 winners of the FCC's \$1.5B CAF II auction

by Wire Data | Aug 28, 2019 2:11pm

\$1.5B
CAF II



Federal Communications Commission FCC 19-126

Before the Federal Communications Commission Washington, D.C. 20554

In the Matter of
Rural Digital Opportunity Fund) WC Docket No. 19-126
Connect America Fund) WC Docket No. 10-90


REPORT AND ORDER

Adopted: January 30, 2020 Released: February 7, 2020

By the Commission: Chairman Pai and Commissioners O'Rielly and Carr issuing separate statements; Commissioners Rosenworcel and Starks agreeing in part, dissenting in part and issuing separate statements.

Heading Paragraph #
I. INTRODUCTION 1
II. BACKGROUND 2
III. DISCUSSION 3

\$20B
Rural Digital Opportunity Fund



Federal Communications Commission FCC 19-02

Before the Federal Communications Commission Washington, D.C. 20554

In the Matter of
Establishing a 5G Fund for Rural America) GN Docket No. 19-02
Universal Service Funds—Mobility Fund) WT Docket No. 19-200 (closed)

NOTICE OF PROPOSED RULEMAKING AND ORDER

Adopted: April 23, 2020 Released: April 24, 2020

Comment Date: 30 days after publication in Federal Register
Reply Comment Date: 60 days after publication in Federal Register

By the Commission: Chairman Pai and Commissioners O'Rielly and Carr issuing separate statements; Commissioners Rosenworcel and Starks agreeing in part, dissenting in part and issuing separate statements.

Heading Paragraph #
I. INTRODUCTION 1
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\$9B
5G Fund for Rural America

Aviat: Highest Capacity Radios, Unique Ecommerce Solution for Lowest Cost, Faster Deliveries, Best Customer Experience

Competitive Positioning: Why We Will Win 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 Aviat Cloud, FAS, 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 Aviat Cloud, FAS

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

First Fiscal Quarter 2021 Financial Highlights and Historical Performance

First Fiscal Quarter 2021 & LTM Non-GAAP Financial Highlights

Continued to Demonstrate Consistency and Improvements in Performance

Laser Focused on: Increasing Revenue, Capturing Aviat's Differentiation, Driving Out Costs, and Increasing Overall Shareholder Value

<i>Year-Over-Year Comparison</i>		
<i>(\$'s in millions)</i>	Q1 FY21 Actual	Q1 FY20 Actual
Revenue	\$66.3	\$58.6
Gross Margin %	36.7%	38.6%
Operating Expenses	\$17.2	\$19.5
Operating Income	\$7.1	\$3.1
Adjusted EBITDA	\$8.4	\$4.1

<i>Fiscal Year Comparison</i>		
<i>(\$'s in millions)</i>	LTM Actual	FY20 Actual
Revenue	\$246.3	\$238.6
Gross Margin %	35.2%	35.6%
Operating Expenses	\$73.5	\$75.8
Operating Income	\$13.1	\$9.1
Adjusted EBITDA	\$17.8	\$13.5

- Total Revenue of \$66.3 Million, up 13% Year-Over-Year
- Adjusted EBITDA of \$8.4 Million; Up 103% Year-Over-Year
- Adjusted EBITDA Margin of 12.7% Higher Than Any Other Quarter Since Company's Inception
- Recognized Continued Benefits from Cost Savings and Restructuring Initiatives; Non-GAAP Operating Expenses Down 11.9% Year-Over-Year
- Introduces Fiscal 2021 Revenue Guidance of \$245 million to \$255 million and Adjusted EBITDA Guidance of \$18 million to \$22 million

Balance Sheet Highlights

\$36.2 million Net Cash, +\$3.6 million from prior sequential quarter

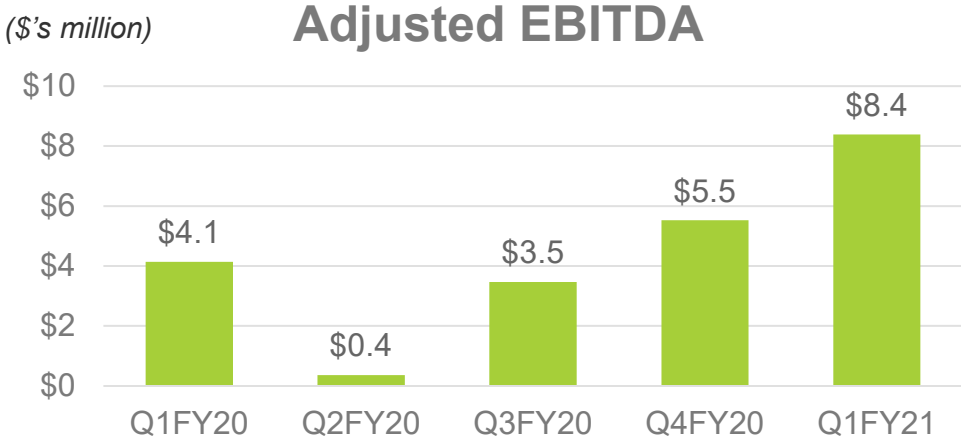
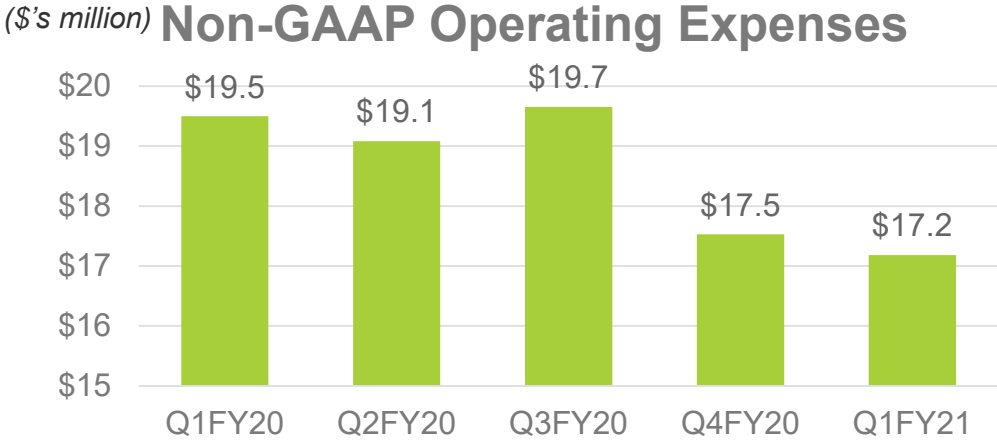
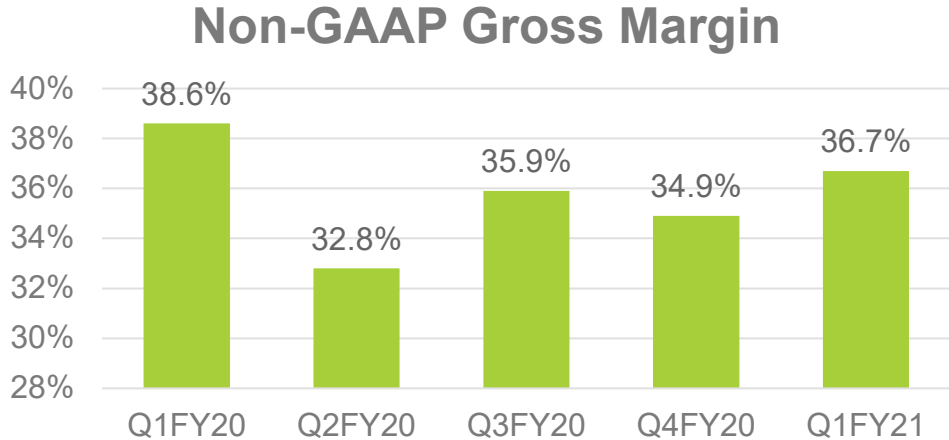
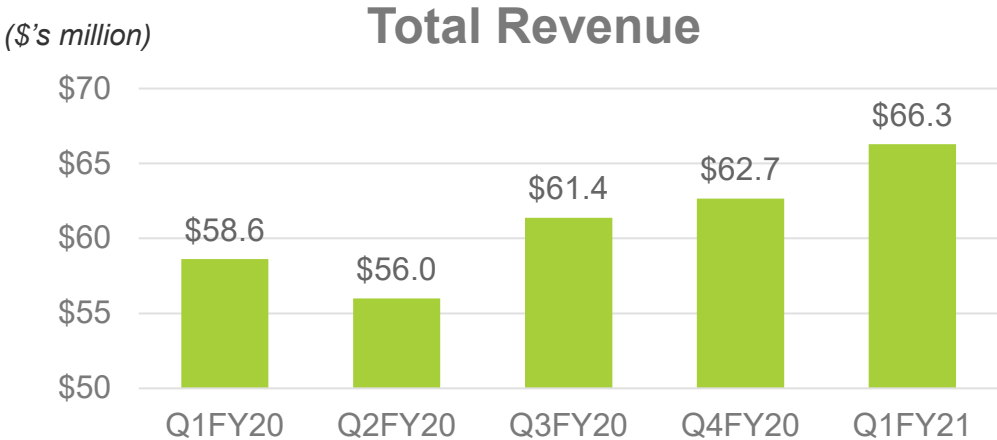
No loan or other debt outstanding at quarter end

Anticipate cash position to improve throughout the remainder of the fiscal year*

<i>(\$'s in millions, except for DSO, DPO and Turns)</i>	Q1 FY21 Actual	Q4 FY20 Actual	Q3 FY20 Actual	Q2 FY20 Actual
Cash and Cash Equivalents	\$36.2	\$41.6	\$39.2	\$38.1
Third-Party Debt	\$0.0	\$9.0	\$9.0	\$9.0
Net Cash	\$36.2	\$32.6	\$30.2	\$29.1
Accounts Receivable	\$45.0	\$44.7	\$48.1	\$44.4
DSO's	62	65	71	72
DSO's with Unbilled	105	106	106	117
Accounts Payable	\$31.7	\$32.0	\$38.4	\$38.3
DPO's	69	71	89	93
Inventory	\$15.7	\$15.2	\$15.5	\$14.5
Turns	10.7	10.7	10.2	10.4

* Subject to customer timing delays, which may occur from time to time based on historical trends

Historical Performance





Aviat
NETWORKS



WWW.AVIATNETWORKS.COM