



Aviat Networks (NASDAQ: AVNW)

May 2022

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 2022 third quarter and nine months 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.

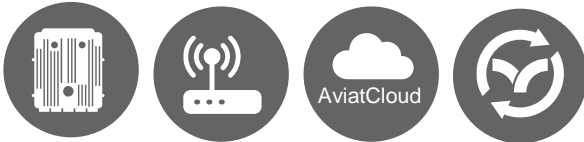
For more information regarding the risks and uncertainties for our business, see "Risk Factors" in our most recent Form 10-K filed with the U.S. Securities and Exchange Commission ("SEC"), as well as other reports filed by Aviat Networks, Inc. with the SEC from time to time. Aviat Networks, Inc. undertakes 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 Networks 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

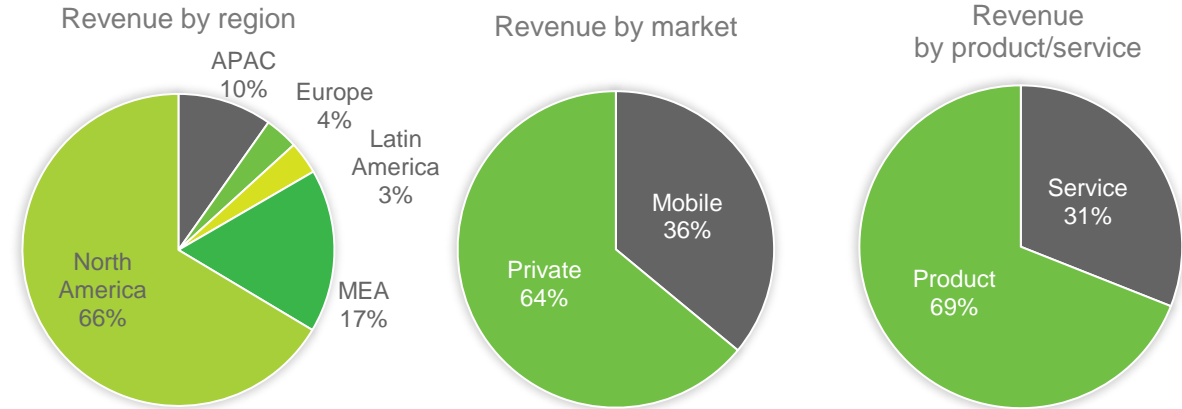
- End-to-End Wireless Transport Solutions Portfolio



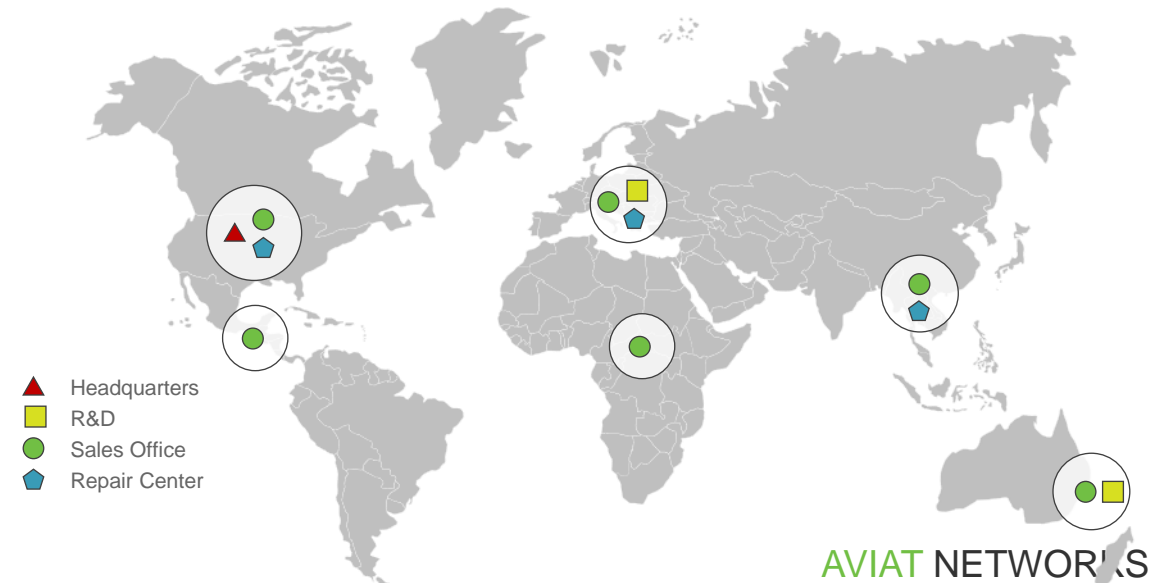
Radios, Routers, Software, Services

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

REVENUE SUMMARY



GLOBAL PRESENCE, SERVICE & SUPPORT



Business Financial Summary

KEY STATISTICS

Trading Symbol	AVNW
Shares Outstanding	~11.2 million
Stock Price	\$31.26*
Market Cap	~\$350 million*
Headquarters	Austin, Texas
# of Employees	~660
52 Week High/Low	\$42.81 / \$24.26**

*As of May 3, 2022

** Reflects 2 for 1 Stock split effected April 2021

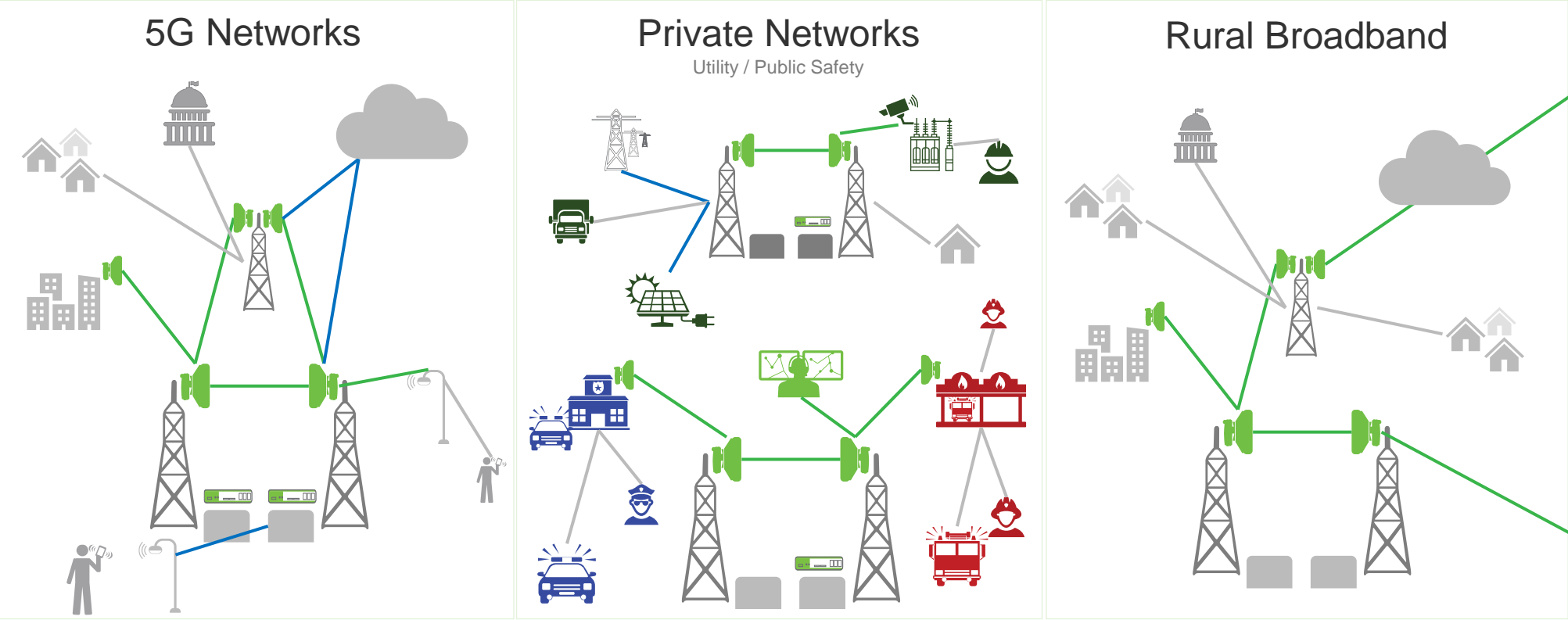
KEY FINANCIAL METRICS LTM

Revenue	\$297.2M
Adjusted EBITDA*	\$36.2M
Cash	\$31.3M
Debt	\$0.0M

*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.).

Strong Balance Sheet... Consistent Performance Drives Cash

Aviat – Pureplay Wireless Transport Solutions



Aviat
 Differentiation

Best in Class
 Wireless Transport Products

Unique
 Software and Services

Disruptive
 Supply Chain and Ecommerce









AVIAT EQUIPMENT
 MICROWAVE
 RADIO ACCESS / CELLULAR
 FIBER

Other applications »

- OIL/GAS/OFFSHORE
- TRANSPORTATION
- SCHOOL/ENTERPRISE
- ISP
- HIGH FREQUENCY TRADING

Aviat Differentiation is Aligned with 5G, Private Networks and Rural Broadband

Recent Wins

5G Networks		Private Networks	
<p>Dish Network Corporation</p> <p>High capacity 5G wireless transport</p> 	<p>Safaricom</p> <p>5G transport</p> 	<p>Globe</p> <p>Extension of contract » 2024</p> 	<p>Virginia State Police</p> <p>Complete network</p> 
Rural Broadband			
<p>Nextlink Internet</p> <p>High-speed wireless backhaul</p> 	<p>LTD Broadband</p> <p>Middle mile & fiber redundancy</p> 	<p>150+ new rural broadband accounts via Aviat Store since FY20</p>	
			

Key Customer Wins Validate Aviat's Differentiated Wireless Transport Solutions

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 (TCO)
- Software and services to simplify wireless transport lifecycle
- Expanding e-commerce and supply chain capabilities to disrupt go-to-market models

Rural Broadband Opportunity

“There are up to 42 million Americans for whom this essential network is not available, and millions more for whom it is available but unaffordable.”

Brookings Institute

\$73B+ in Available Funding

\$1.5B
CAF II

\$20B

Rural Digital Opportunity Fund (RDOF)

\$9B

5G Fund for Rural America

\$42B*

Broadband Funding in \$1.2T Bipartisan Infrastructure Framework

\$635M

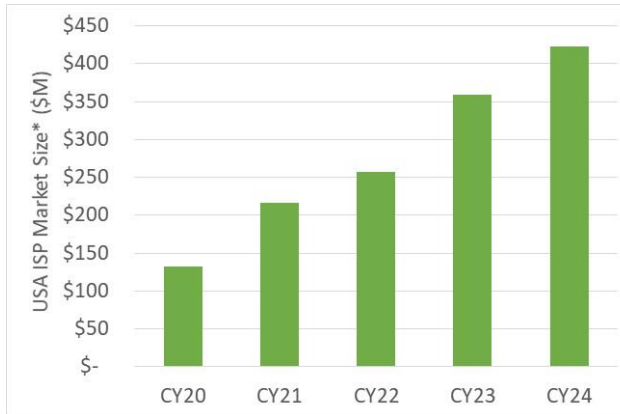
USDA Reconnect Program

* proposed

Wireless Transport is the Solution

Wireless transport is ideal for rural communities and is lower cost, more reliable, and faster to deploy than fiber

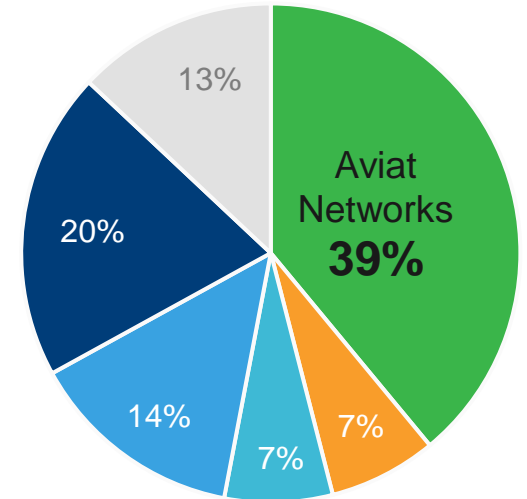
\$423M TAM in USA rural broadband segment by 2024 (34% CAGR)



Source: Sky Light Research, 2021

Aviat is #1 in USA Rural Broadband Transport

39% share of demand in wireless transport for NA ISP segment in last 4 quarters* (up from 19% share of demand in the prior 4 quarters)



*Q4FY2021 – Q3FY2022
Source: PCN data from Comsearch

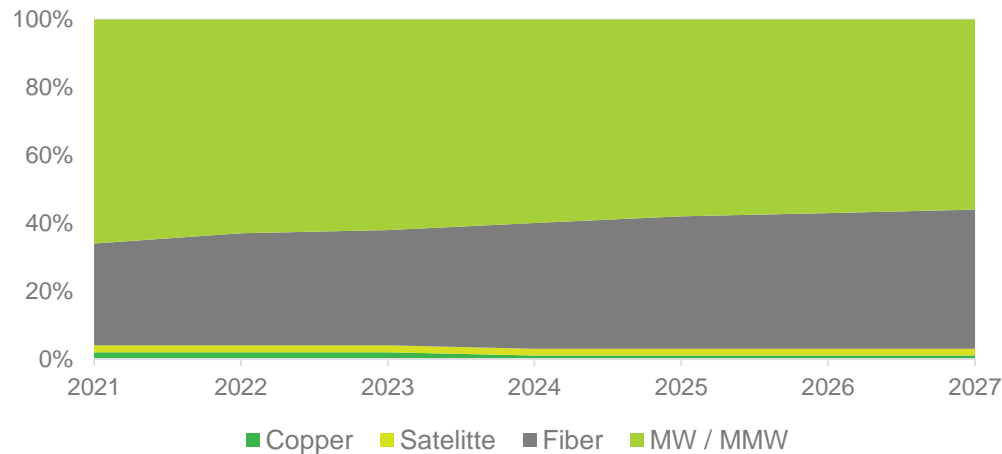
Large Investments to Bridge the Digital Divide Create Opportunities for Wireless Transport
AVIAT IS #1 IN WIRELESS TRANSPORT FOR THIS SEGMENT IN USA

Aviat's Large and Growing 5G Opportunity

Wireless transport accounts for 60% of global cellular transport links from 2021 through 2027

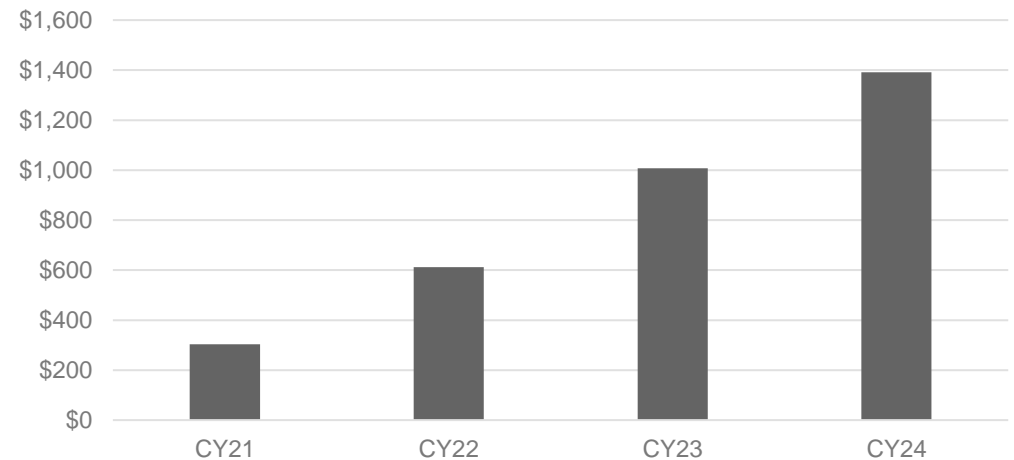
Modest growth in overall wireless transport with significant 5G market growth rates (41% CAGR)

Transport Technologies



Source: Dell 'Oro

5G Wireless Transport Market Forecast (\$M)



Source: Dell 'Oro

The Demand for Wireless Transport is Strong with a Growing Addressable Market Driven by 5G

Well Positioned in Growing 5G and Rural Broadband Markets

- **Best in Class Wireless Transport Products**

- Industry's highest capacity, highest power radios on the market for lowest TCO
- First to integrate microwave and IP/MPLS routing
- Unique multi-band solution for 5G

- **Unique Software (SaaS) 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, Lowest Total Cost of Ownership (TCO) for 5G and Rural Broadband Applications



Why we win

Growth Drivers

ARPA Funding
(\$350B for US States' water, sewer and broadband infrastructure). States upgrading their public safety communications to broadband

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

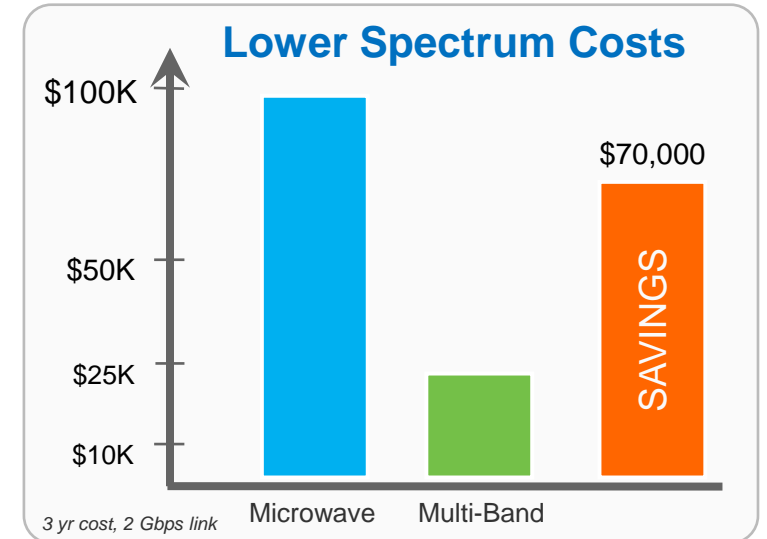
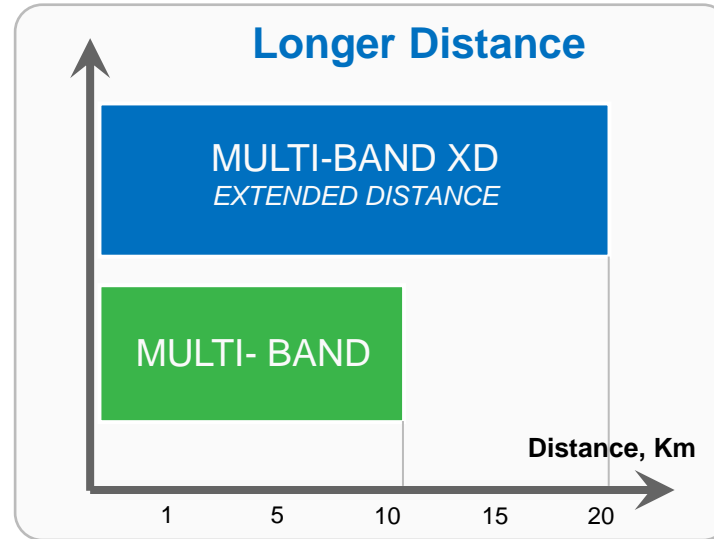
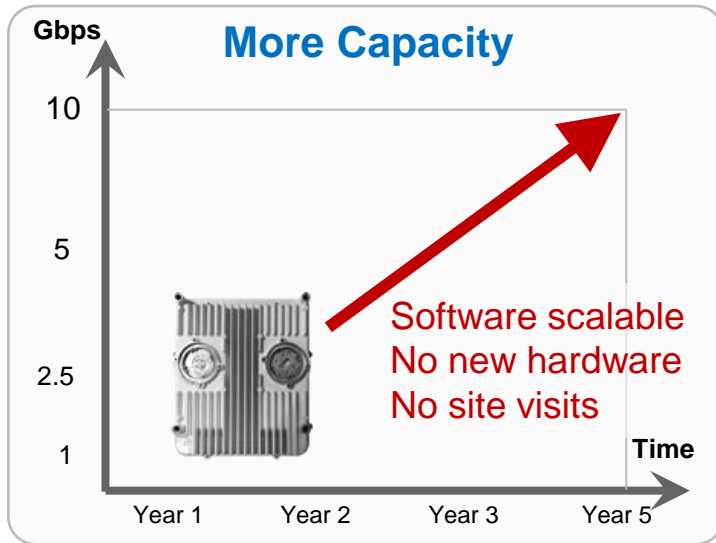


Differentiated Services Offering:
Design, Install, Support, Managed
Services incl. NOC

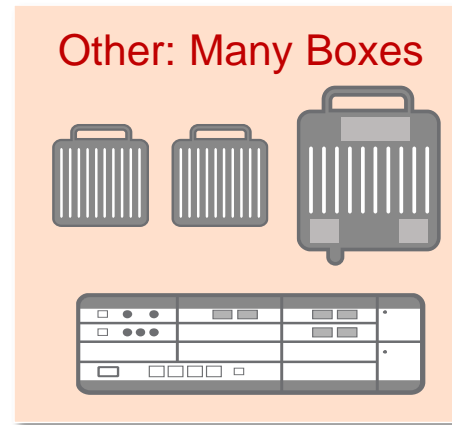
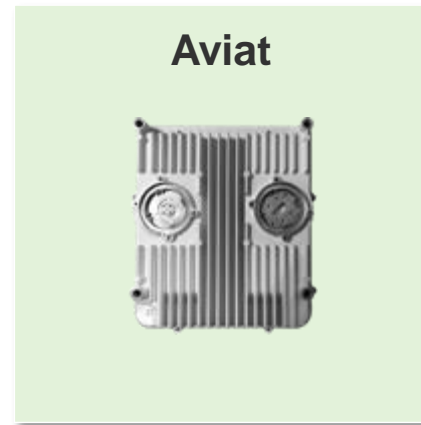
Source: ABI Research

Aviat - A Differentiated TCO Value Proposition for Private Networks

Multi-Band: The Ideal Solution for 5G Transport



Aviat's Multi-Band Advantage



Superior Solution
Less hardware
Lowest TCO

**Aviat's Multi-Band is Up to \$10,000/link Lower TCO vs Competitive Multi-Band Solutions.
Lower TCO Alternative to Fiber up to 20km**

Aviat – A Highly Differentiated Offering

Innovations in Products, Software & Services, & Supply Chain

	WIRELESS TRANSPORT PRODUCTS Ex: MULTI-BAND	SOFTWARE & SERVICES Ex: HEALTH ASSURANCE SOFTWARE (HAS)	SUPPLY CHAIN & DELIVERY Ex: AVIAT STORE
Unique Attribute	Industry's only single box multi-band solution	Comprehensive Hosted Assurance solution to improve Network health	Disintermediation of complex distribution / channel market
Demand Driver	Global 5G rollouts	Poor network performance. Too many outages. Loss of RF expertise	5G; rural broadband
Customers / Market	4G/5G networks globally; countries with high spectrum costs	Private and Mobile network operators globally	Mobile operators and private networks; customers that buy from channel today
Competitor Offering	3 (or more) boxes, complex design solution	Management systems designed for use by engineers	Channel / distribution
Customer Benefit	High capacity, lowest OPEX alternative to fiber	Better network availability / uptime Reduced OPEX	Lower cost, simpler experience, fast deliveries

Innovations Solve Customers' Economic, Reliability and Supply Chain Challenges

Innovative SaaS Cloud-Based Platform

AVIATCLOUD

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

	AVIAT EDUCATE*	AVIAT DESIGN	AVIAT STORE*	AVIAT MY ORDERS	AVIAT CARE*	AVIAT MANAGED SERVICES*
Capability	Online & in-person training & certifications	Cloud-based path design application	E-commerce	Determine order status & shipping info	SW Licensing, TAC, repair/return, documentation training, e-learning, certification	Network monitoring Managed services Interference monitoring and resolution
Benefits	Keep your staff current with MW with the format that's right for you	Simple, easy design Advanced features Free to use	Simplified purchasing Fast deliveries	Eliminate waiting on emails & calls	Portal to Aviat Service and Support	Lower cost network operations Self-service management tools Better network reliability and performance
Competitor Offering	Limited offering	None – use 3rd party tools	Channel / direct sales	None	Complex tools. Inferior service and support	None

* Denotes Revenue services

Simplify Wireless Transport and Lower TCO for 5G, Public Safety, and Rural Broadband

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 AviatCloud, FAS, HAS, 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 AviatCloud, FAS, HAS	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

Aviat Values and ESG Framework

Corporate Values	Description	Link to ESG	ESG Area	ESG KPI
 Customer Focus	We listen to understand our customers' needs and use our combined talents, skill and capabilities to create solutions that exceed expectations.	Customer satisfaction underpinned by supplier sustainability	Supplier Sustainability	<ul style="list-style-type: none"> • Conflict Minerals • Business Alliance (RBA) • ISO 14001 registered and audit preparations underway for 2023 • Innovations for customer carbon footprint reduction
 Exceptional Teamwork	The best team wins! We collaborate across boundaries to exceed the expectations of our customers, to enable the growth and success of our company.	Best team wins	Board Diversity	<ul style="list-style-type: none"> • 16.6% women on board of directors • 16.6% under-represented groups on board of directors
 Integrity, Ethics & Safety	We act with honesty, respect, safety and in the best interest of our employees, customers and other stakeholders.	Non-negotiable	Safety	<ul style="list-style-type: none"> • Total number of work-related injuries • Total number of work-related fatalities • Covid-19 protocols and policies successful in keeping workforce safe while on site. • Our product design & development teams focus on product reliability and continuous improvement.
 Accountability	We take ownership and deliver results that keep our promises to our customers, investors and to each other. We act with urgency and decisiveness in all we do.	Board and management accountability drives employee engagement	Employee Engagement	<ul style="list-style-type: none"> • 7% Annual percent attrition • 87% response rate to annual employee feedback survey. • 43.8% employees hold equity
 Continuous Improvement	We strive everyday to improve, innovate and drive cost efficiency to achieve higher performance.	Commitment to AVNW value drives ESG KPI improvement		

Aligned Aviat Values and ESG Framework Drives Investor Returns

Approximate yearly savings with Aviat solutions:

- Reduction in diesel fuel consumption: **5 million liters**
- Cost saving per year: **\$4 million** (at 80c/liter)
- Reduction in CO2 emissions: **13,000 metric tons**

Aviat Operating Model Framework

Excellence in

Customer Focus



Innovation



Talent



Supply Chain



Our Actions

We listen during the commercial and sales process to understand our customers' needs and use our combined talents, skill and capabilities to create solutions that exceed expectations.

We deliver innovative, high-quality solutions that meet key customer segment needs. Voice of customer informs investment decisions. Release to market within budget, timeframe and scope.

We drive a performance culture and invest in our talent management programs to support evolving strategic business needs and implement organizational structures to facilitate results.

We achieve a competitive advantage by delivering quality products with best-in-class lead-times.

Our Processes

- Standard global VOC process
- Sales Goal planning
- eCommerce platform
- AviatCare customer service and support

- Aviat Operating System for software
- New Product Introduction (NPI) process
- Portfolio management
- Agile development methodology

- Performance Management Process
- Career Framework
- Talent Management Review
- Employee Ownership Program

- S&OP Planning
- Next day delivery e-commerce
- Order to Cash process
- Strategic sourcing to meet customer objectives globally

Continuous Improvement | We Strive Everyday...

To improve, innovate and drive cost efficiency to achieve higher performance and to promote our continuous improvement culture

Aviat Operating Model Supports Growth-Centric Culture by Leveraging Continuous Improvement and Driving Competitive Excellence

Third Fiscal Quarter 2022 Financial Highlights and Historical Performance

Third Fiscal Quarter 2022 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

Year-Over-Year Comparison		
<i>(\$'s in millions)</i>	Q3 FY21 Actual	Q3 FY22 Actual
Revenue	\$66.4	\$74.5
Gross Margin %	38.7%	37.1%
Operating Expenses	\$19.7	\$19.2
Operating Income	\$6.0	\$8.4
Adjusted EBITDA	\$7.3	\$9.5
Adjusted EBITDA Margin	11.0%	12.7%

Year-Over-Year Comparison		
<i>(\$'s in millions)</i>	FY21 Actual	LTM Actual
Revenue	\$274.9	\$297.2
Gross Margin %	37.5%	36.3%
Operating Expenses	\$75.6	\$76.7
Operating Income	\$27.4	\$31.4
Adjusted EBITDA	\$32.8	\$36.2
Adjusted EBITDA Margin	11.9%	12.2%

- Total Q3 Fiscal 2022 Revenue of \$74.5 Million, Up 12.2% Year-Over-Year.
- Q3 Fiscal 2022 Adjusted EBITDA of \$9.5 Million, up \$2.2M Year-Over-Year.
- Q3 Fiscal 2022 Adjusted EBITDA Margin of 12.7%
- Gross margins remained under pressure from inflationary headwinds and expedite costs related to supply chain disruptions, but continued the sequential improvement, increasing by 80 bps from Q2 and 140 bps from Q1.

Balance Sheet Highlights

\$31.3 Million Net Cash, (\$11.0) Million from prior sequential quarter

Investing in working capital to ensure supply chain continuity, and to drive International growth

No loan outstanding at quarter end

<i>(\$'s in millions, except for DSO, DPO and Turns)</i>	Q1 FY21 Actual	Q2 FY21 Actual	Q3 FY21 Actual	Q4 FY21 Actual	Q1 FY22 Actual	Q2 FY22 Actual	Q3 FY22 Actual
Cash and Cash Equivalents	\$36.2	\$43.0	\$45.8	\$47.9	\$47.3	\$42.3	\$31.3
Third-Party Debt	\$0.0	\$0.0	\$0.0	\$0.0	\$0.0	\$0.0	\$0.0
Net Cash	\$36.2	\$43.0	\$45.8	\$47.9	\$47.3	\$42.3	\$31.3
Accounts Receivable	\$45.0	\$49.5	\$47.6	\$48.1	\$59.4	\$69.1	\$76.2
DSO's	62	64	65	61	74	81	93
DSO's with Unbilled	105	105	117	110	123	131	149
Accounts Payable	\$31.7	\$37.6	\$37.2	\$32.4	\$39.4	\$43.5	\$40.6
DPO's	69	79	83	65	76	80	79
Inventory	\$15.7	\$18.8	\$23.1	\$24.9	\$25.5	\$27.4	\$30.5
Turns	10.7	9.3	7	7.4	7.4	7.2	6.2

Rolling TTM Historical Performance

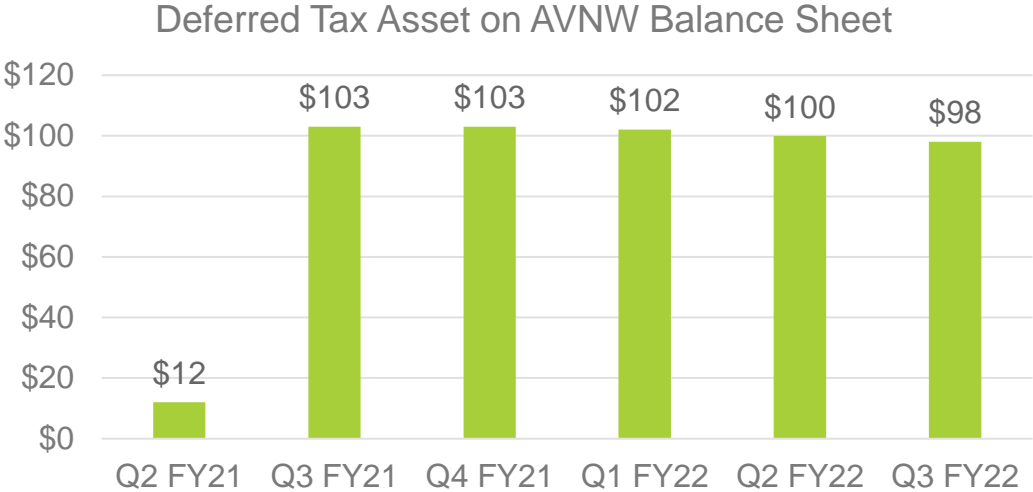
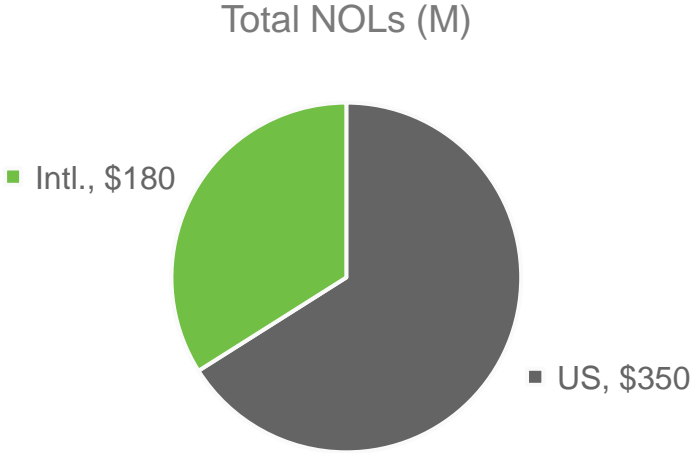
(\$'s million)



(\$'s million)



Cash Benefit of Historical Net Operating Losses (NOLs)



- Over \$500 million of historical NOLs
- NOL's reduce Aviat's statutory tax rate of ~24% to an effective cash tax rate of ~4%
 - This saved the company \$5.4 million in cash taxes in FY21.
 - **NOLs expected to deliver \$6 million or more in cash tax savings in FY22.**

- Improved financial performance and outlook for Aviat resulted in a full release of the valuation allowance against US NOLs in Q3 of fiscal 2021.
- A one-time benefit of \$92 million was recognized in Net Income and Deferred Tax Assets.

Cash Tax Savings Will Continue for the Foreseeable Future (>5 years) at Levels Commensurate with our Earnings Before Tax Performance



Aviat
NETWORKS



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