



RADCOM

RADCOM Ltd. (RDCM)
CORPORATE OVERVIEW

SAFE HARBOR

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RADCOM (RDCM): EYES INTO THE OPERATOR'S NETWORK



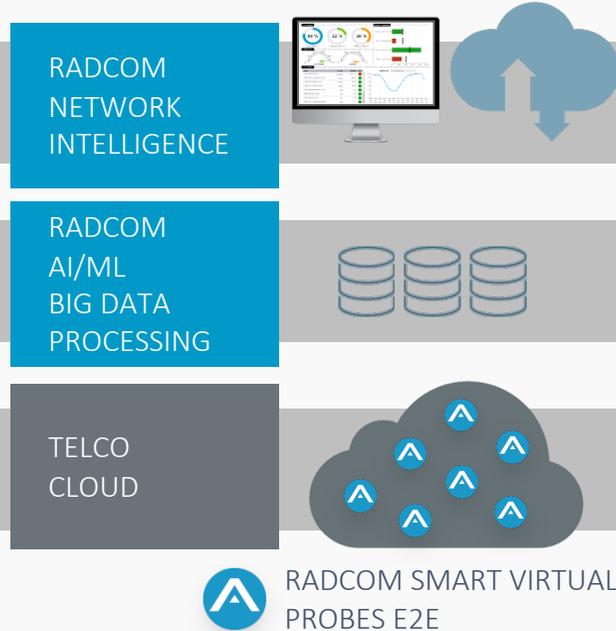
- Operators want to manage their networks according to the customer experience
- RADCOM's solution enables this by monitoring all the packets that transverse the network
 - Understands the end-to-end customer experience and service quality
 - Automatically detects the network problems
 - Provides actionable insights to rapidly resolve issues
 - Deploys cutting-edge, cloud-native technology that uses machine learning and Artificial Intelligence
 - Leading cloud-based solution for large scale mobile networks
 - First to invest and most advanced solution for 5G assurance

OUR VALUE PROPOSITION



RADCOM SOLUTION IN A NUTSHELL

- DELIVERS:
- AUTOMATED FEEDBACK TO TELCO CLOUD
 - BUSINESS INTELLIGENCE



- BENEFITS AND CAPABILITIES:
- Assure availability of critical networks/services
 - Proactively identify and resolve network issues
 - Improve the customer experience
 - Reduce customer churn
 - Accelerate deployment of new services and migration to 5G
 - Increase operational efficiency and lower CAPEX and OPEX costs

MARKET TREND TO 5G

Built on a cloud-native network – 5G is expected to lead to the 4th Industrial Revolution in which technology is always connected and deeply embedded into society

“We believe 5G is the “yes, you can” network – regardless if you’re a global enterprise, small business or consumer.”

Andre Fuetsch, President of AT&T Labs and Chief Technology Officer, AT&T

“5G is not just another technology evolution, it is a revolution. Today, you might not realize it, but it will change everything that we do.”

Tareq Amin, Representative Director, Executive Vice President and CTO of Rakuten Mobile

Operators will invest up to \$1 trillion in 5G networks between now and 2025 (this will account for 17% of operator mobile revenue)*

For operators to deliver on the promise of 5G they need to assure their network cloud is working in real-time and providing customers these exciting new services

THE PROMISE OF 5G: ALWAYS CONNECTED

- Voice
- Data Services

- Fast Data Services
- HD Voice (VoLTE)
- Video Streaming

- AR/VR
- Healthcare (remote diagnosis or surgery)
- Massive IoT (agriculture, environment, industrial, transport, utilities)

- Remote Control (construction, mining, surveying, oil drilling)
- Smart Cars
- Smart Cities (incl. FirstNet)
- Ultra HD video streaming



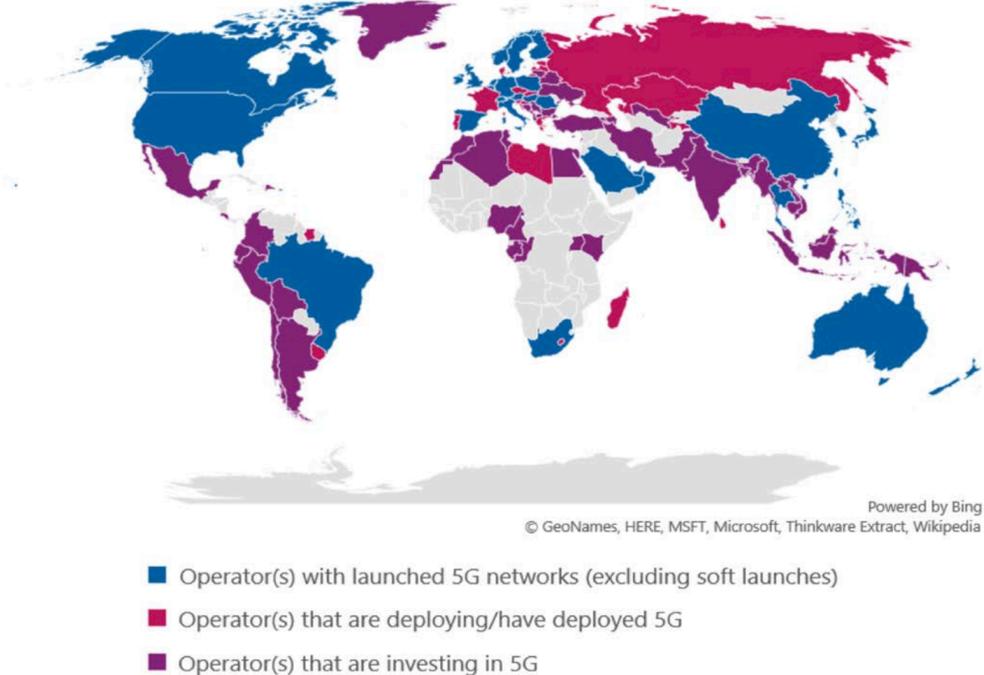
Built on a cloud-native network that enables:

- Speed and throughput
- Mobility & billions of connected devices
- Service deployment speed & energy efficiency
- Low latency & reliability

- Critical, always connected services will be delivered on 5G
- In previous generations, low network performance meant a dropped call
- Low network performance in 5G can mean the difference between a successful remote surgery or a drone/autonomous vehicle crashing
- RADCOM will be even more essential with billions of devices connected to the network (that can't contact support for help); the telco operator needs to know what's happening
- RADCOM provides cutting edge solutions that utilize AI and machine learning for automated insights into encrypted traffic (gaming, video streaming) and anomaly detection for IoT

OPERATORS ARE INVESTING IN 5G

Status of 5G by country



Source: Global mobile Suppliers Association 5G Market: Snapshot August 2020

5G market forecast

5G MARKET OPPORTUNITIES (\$BN)

By 2030, 5G will contribute

\$700bn

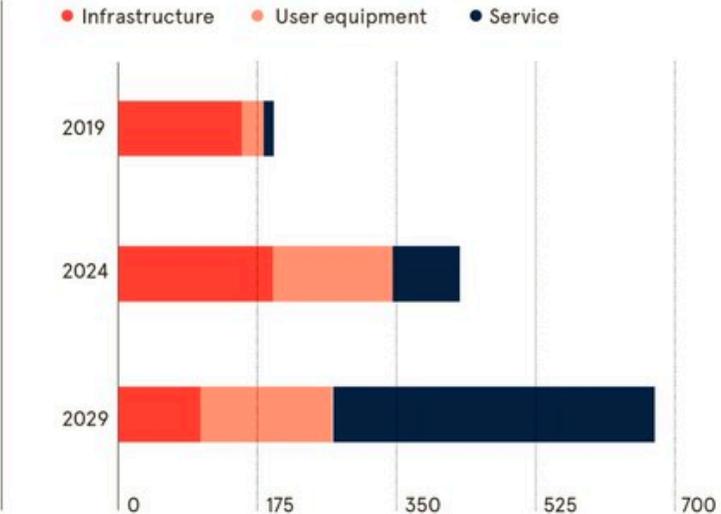
to the global economy
with a CAGR of

20%

In the next 10 years telecom
operators will invest up to

\$1.5tn

to roll out 5G globally



Source: IDTechEx Research

- At the beginning of August >92 commercial 5G networks have rolled out in 38 countries
- 392 operators in 126 countries/territories had announced they were investing in 5G

However, the main 5G transformation is ahead of us...

RAKUTEN MOBILE: WORLD'S FIRST FULLY VIRTUALIZED NETWORK

- Rakuten, Inc. is a global leader in e-commerce, fintech, digital content and communications spanning 70+ businesses with 1.2 billion members worldwide
- In April 2020, Rakuten Mobile launched the world's first end-to-end, fully virtualized, 5G-ready, mobile network in Japan

“Rakuten aims to revolutionize the way a mobile network is operated by focusing on the customer... RADCOM’s unique solution enables this on a highly dynamic, fully virtualized network.”

Integrating RADCOM’s solution into our telco cloud will increase the end-to-end user experience we deliver to our customers and reduce operational costs.”

Tareq Amin, CTO



- RADCOM signed a multi-year contract in May 2019 to provide our 5G-ready solution across Rakuten’s entire network



Rakuten’s drone delivery service



Sponsors of Golden State Warriors and FC Barcelona



CASE STUDY: AT&T SELECTED RADCOM FOR ITS INDUSTRY-LEADING, INNOVATIVE SOLUTION

- Working with AT&T on their NFV transformation since 2015
- In April 2019, signed a new, multi-year contract that includes an initial purchase of RADCOM's 5G solution
- Continuing to work with them on cutting-edge technology, scaling to match their network capacity
- RADCOM's product portfolio continues to evolve, mature and gain a significant competitive advantage due to partnership with AT&T

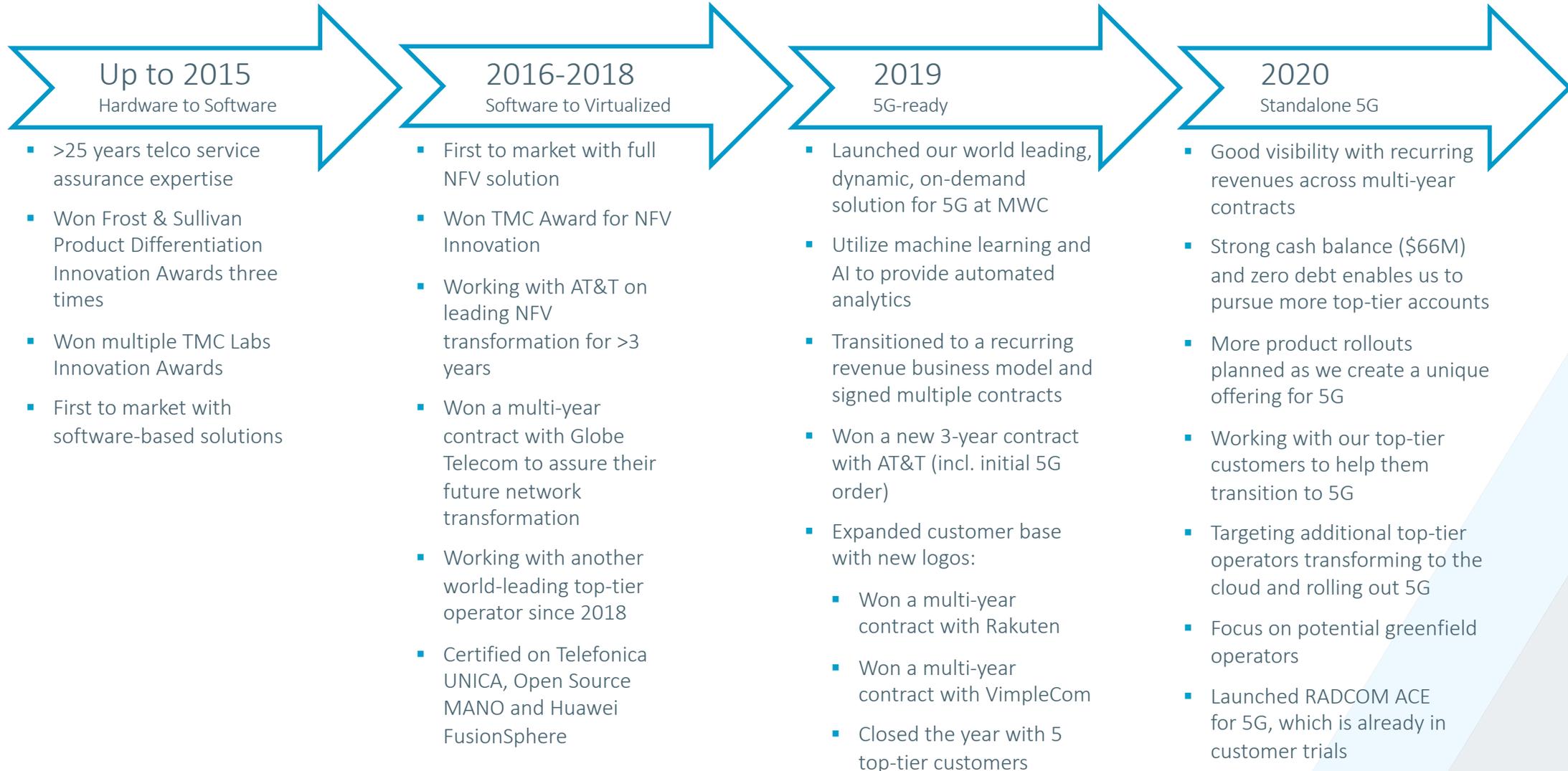
“ We selected RADCOM because of its functional strengths, especially in virtualization, scalability, performance and efficiency. ”

Susan A. Johnson
Senior Vice President AT&T Global Supply



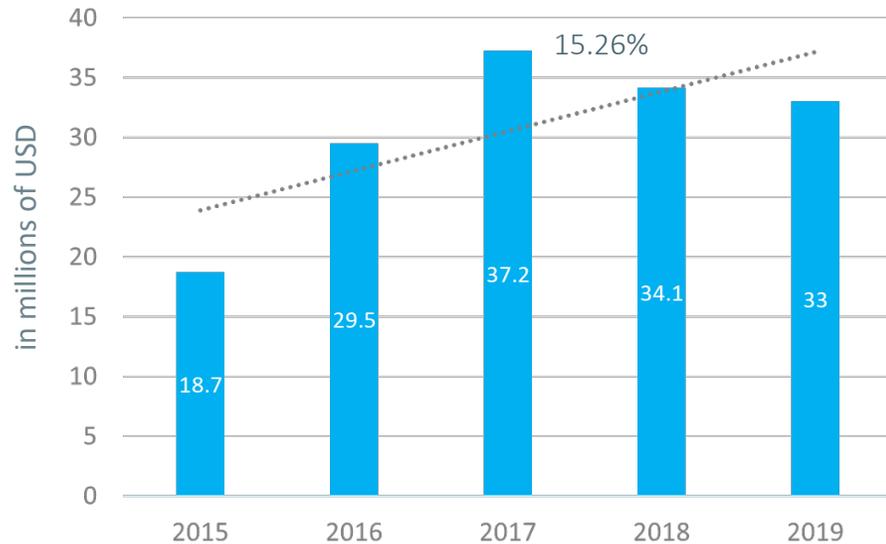
AT&T Newsroom

FIRST TO MARKET STRATEGY



FINANCIAL HIGHLIGHTS

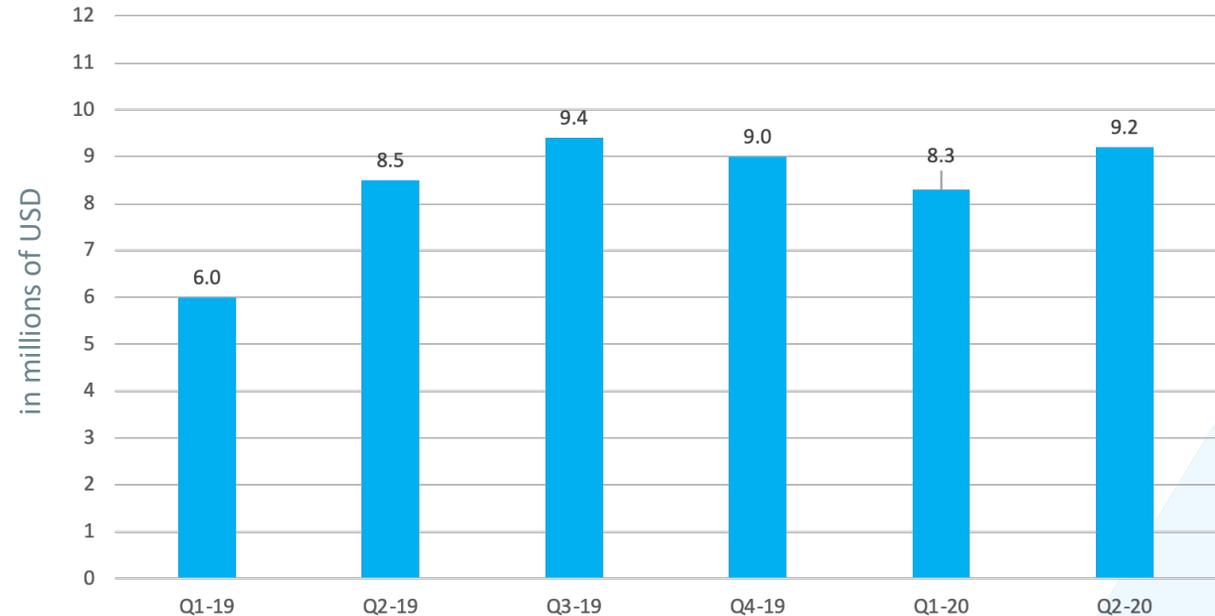
Annual Revenue



Strong Balance Sheet

- \$66M in cash
- Zero debt as of 06/30/20
- No capitalized costs

Quarterly Revenue



2020 Revenue Guidance

- \$35-\$38 million (6% to 15% growth)

SUMMARY

- \$2.7b market opportunity for automated service assurance solutions
 - First to market with a fully cloud-native product that is 5G-ready
 - Utilize innovative AI and machine learning to enhance our offering
 - Differentiated expertise and endorsement as part of
 - AT&T's industry-leading network transformation
 - Rakuten Mobile: first end-to-end fully virtualized 5G-ready network
 - Experienced leadership team with extensive domain knowledge
- Top-tier operators chose RADCOM's solution for their network transformation delivering recurring revenue:
 - New three-year contract with AT&T signed in April 2019 with initial 5G spending
 - Signed a multi-year contract with Rakuten in Japan for the world's first fully virtualized, 5G-ready network that launched in April 2020
 - Entered a multi-year agreement with VimpleCom to enhance the customer experience to >50M subscribers across Russia
 - Compelling growth opportunities with new and existing customers for 5G

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