

RADCOM Ltd. (RDCM) Corporate Overview

RADCOMIZE
your NETWORK



SAFE HARBOR

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RADCOM: THE OPERATORS' EYES INTO THE NETWORK

NETWORK
INTELLIGENCE



BIG DATA
ANALYTICS



VIRTUAL
PROBES



- RADCOM offers **cutting edge virtualized technology** delivering service assurance and customer experience management for Communication Service Providers
- **First-to-market** with disruptive virtualized technology for NFV and 5G
- **Two top-tier operators** chose RADCOM's solution for their NFV transformation:
 - Selected by **AT&T** for its pioneering NFV transformation
 - Relationship with **AT&T** been ongoing for ~3 years
 - Selected by **an additional world-leading top-tier operator** migrating to NFV
- Long-term relationships with other top-tier operators such as **Globe Telecom**
- Engagement with other top-tier operators evaluating NFV
- Migration to NFV and 5G is causing market disruption leading to **growth opportunities**

RADCOM (Nasdaq: RDCM) | Founded: 1991 | Publicly traded since 1997
HQ: Tel Aviv, Israel | Offices & Representatives: USA, Brazil, Asia, Europe, India

GLOBAL TELECOM TRENDS



Need for NFV Transformation:

- Mobile data explosion
- Growing operational costs and declining ARPU
- Operators need to reduce costs while becoming more agile and competitive

5G is built on an NFV architecture:

- 5G will be a multi-year evolution
- NFV transformation will lead to software-centric networks
- New use cases require high throughput and low latency that will drive new demand for service assurance



MARKET IS TRANSITIONING TO NETWORK FUNCTION VIRTUALIZATION (NFV)

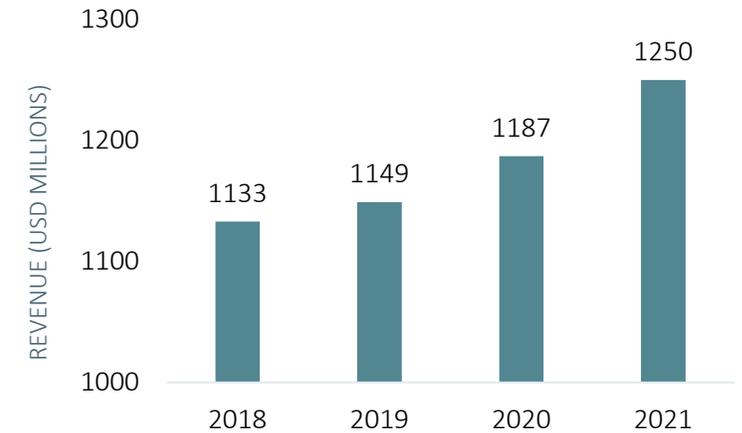
OPERATORS FACE MANY CHALLENGES

- Rapid increase in mobile data leading to **capacity surges**
- **Growing operational costs** and declining ARPUs
- Ongoing **technology advancement** NFV, LTE, VoLTE, IoT and 5G
- **Increasing competition** within and outside the industry
- Surging **proprietary hardware costs**
- Increased subscriber flexibility **increasing churn**

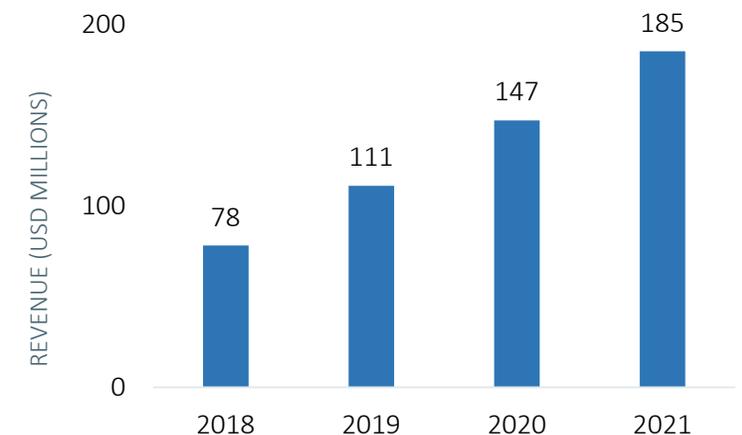
BENEFITS OF NFV (SOFTWARE-CONTROLLED) NETWORKS

- **Flexible capacity management** to support increasing data traffic
- Increased scalability and lower operating costs through **NFV automation**
- **Accelerated time to market** for new services
- **Agility to launch** new high value revenue services
- **Reduced CAPEX and OPEX** by replacing proprietary with commodity hardware

PROBE-BASED SERVICE ASSURANCE REVENUE FORECAST, 2018-2021



SERVICE ASSURANCE REVENUE FORECAST FOR VIRTUAL/HYBRID NETWORKS, 2018-2021





AT&T

AT&T SELECTED RADCOM FOR ITS INDUSTRY-LEADING NFV TRANSFORMATION

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

We will use its software to deploy vProbes as virtual network functions running on the AT&T Integrated Cloud (AIC). ”

AT&T Newsroom

- AT&T is implementing what can be considered the most aggressive NFV transformation plan in the industry and have been in implementation and scaling to very high volumes since 2016.
- RADCOM has a strong and stable relationship with AT&T for the last ~three years.
- This has evolved RADCOM’s product portfolio and given us invaluable knowledge and a significant competitive advantage.



INTEGRATION INTO THE NFV ECOSYSTEM

Two main trends for NFV network management

Open source initiatives

ONAP and OSM are the two leading industry initiatives

RADCOM integrates with all key components of ONAP in AT&T and is a member of the OSM community

Commercial providers

RADCOM partners with Red Hat to help operators deploy service assurance for NFV

Selected ONAP members

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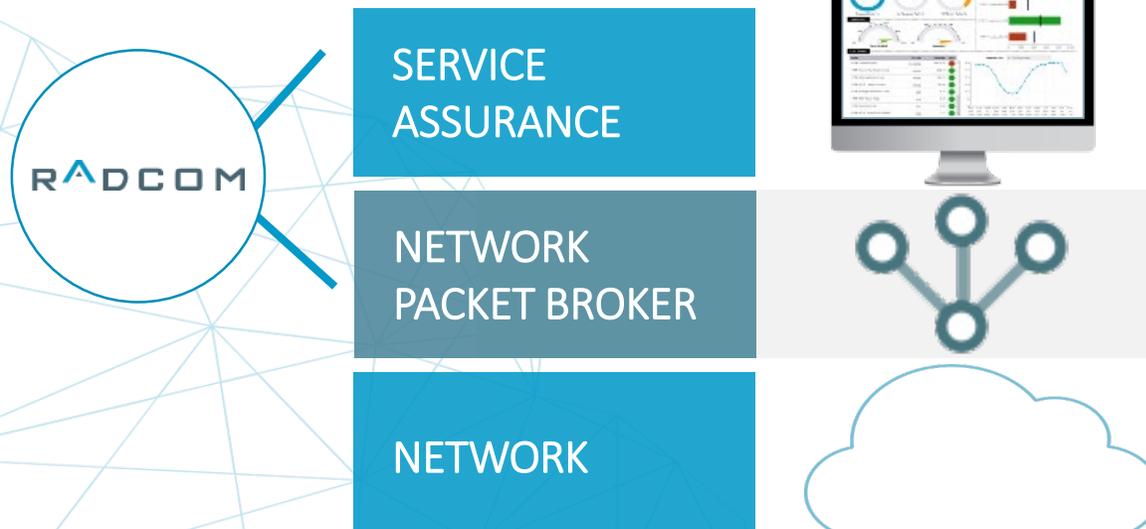
EXPANDING OUR TAM WITH A CLOUD-NATIVE NETWORK PACKET BROKER

First to market with fully virtualized network visibility for telecom operators

- Provides an integration layer into the virtual network allowing operators to capture and manage the network traffic
- Will become a key component for rolling out a hybrid network as CSPs migrate to NFV
- Field proven, scalable, and patented technology

Gartner estimates current market value is \$591 million, with continued 15% to 20% annual growth

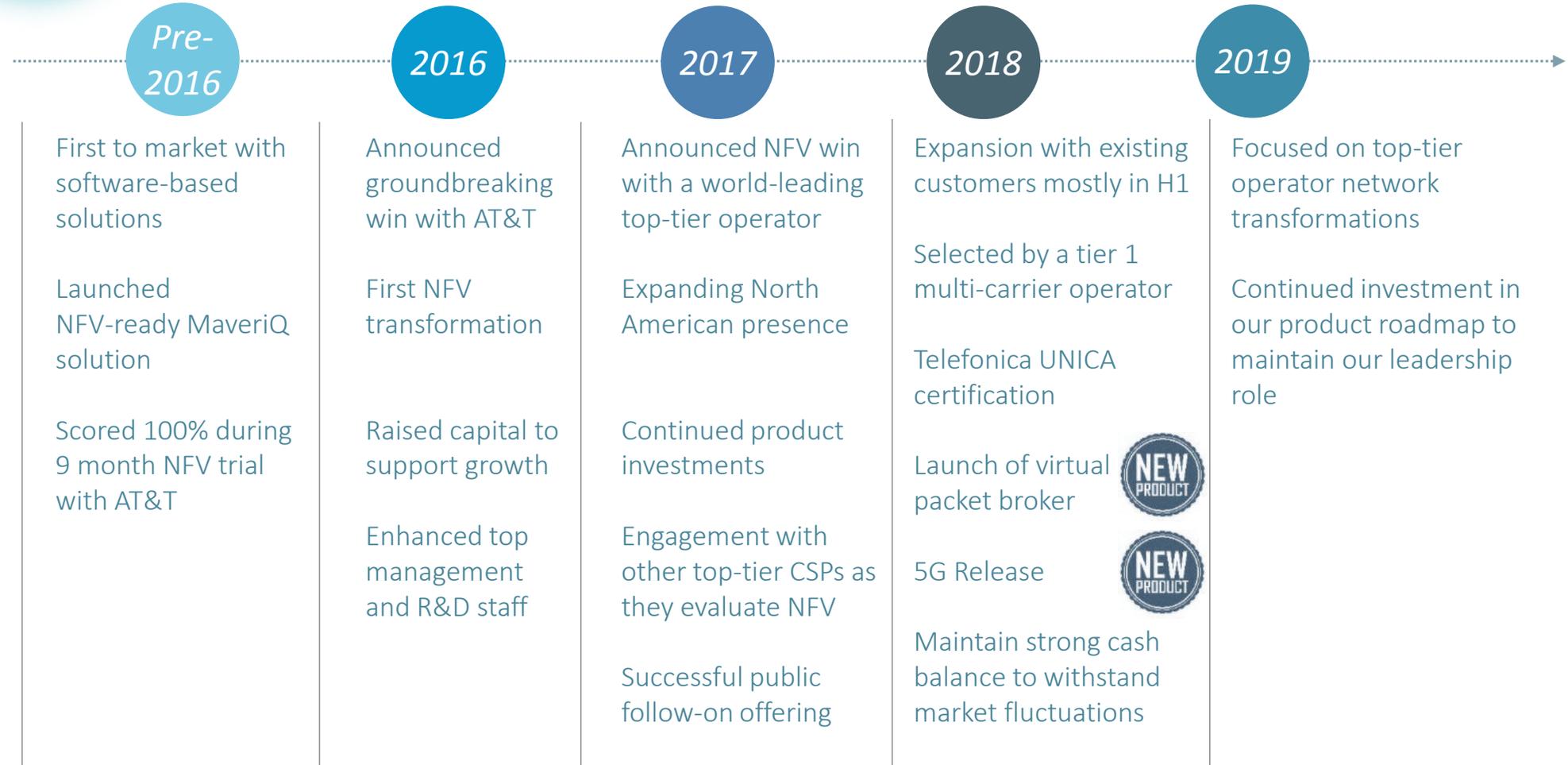
Source: Gartner Market Guide for Network Packet Brokers, 2016





FOCUSED ON TOP-TIER NETWORK TRANSFORMATIONS

First mover advantage with **top-tier customer wins** and real-world, large-scale deployments



GO-TO-MARKET STRATEGY

- Focused on **top-tier operators** migrating their networks to NFV and launching 5G
- **Direct sales team** and technical support
- **Continual investment in R&D** to maintain our technology advantage
- Maintain an open architecture and **collaborate with other providers** in the NFV ecosystem

RADCOM's worldwide presence



EXPERIENCED LEADERSHIP TEAM WITH EXTENSIVE DOMAIN KNOWLEDGE



Heli Bennun
*Executive Chairwoman
of the Board of Directors*

- 25+ years industry experience
- CEO and Co-Founder of Arel Communications
- CEO and Co-Founder of ArelNet



Yaron Ravkaie
CEO

- 25+ years industry experience
- Prior leadership roles at Amdocs (Nasdaq: DOX) and RRMedia (Nasdaq: RRM)
- Previously served as President of the AT&T division at Amdocs with a \$1B P&L



Amir Hai
CFO

- 15+ years experience as a CFO
- Previously, CFO at Shamir Optical Industry, Valor Computerized Systems, Bermad CS and several other publicly traded multinational companies
- BA degree in accounting and management



Eyal Harari
*CEO
RADCOM North America*

- 15+ years experience at RADCOM
- Led the transition to MaveriQ, RADCOM's software-based platform



Rami Amit
CTO

- 25+ years industry experience
- Previously Director of Engineering, Cisco's NFV BU
- At Cisco's NFV BU was instrumental in the company's transition to virtualization and application delivery in the Broadband market

FINANCIAL HIGHLIGHTS

Revenue

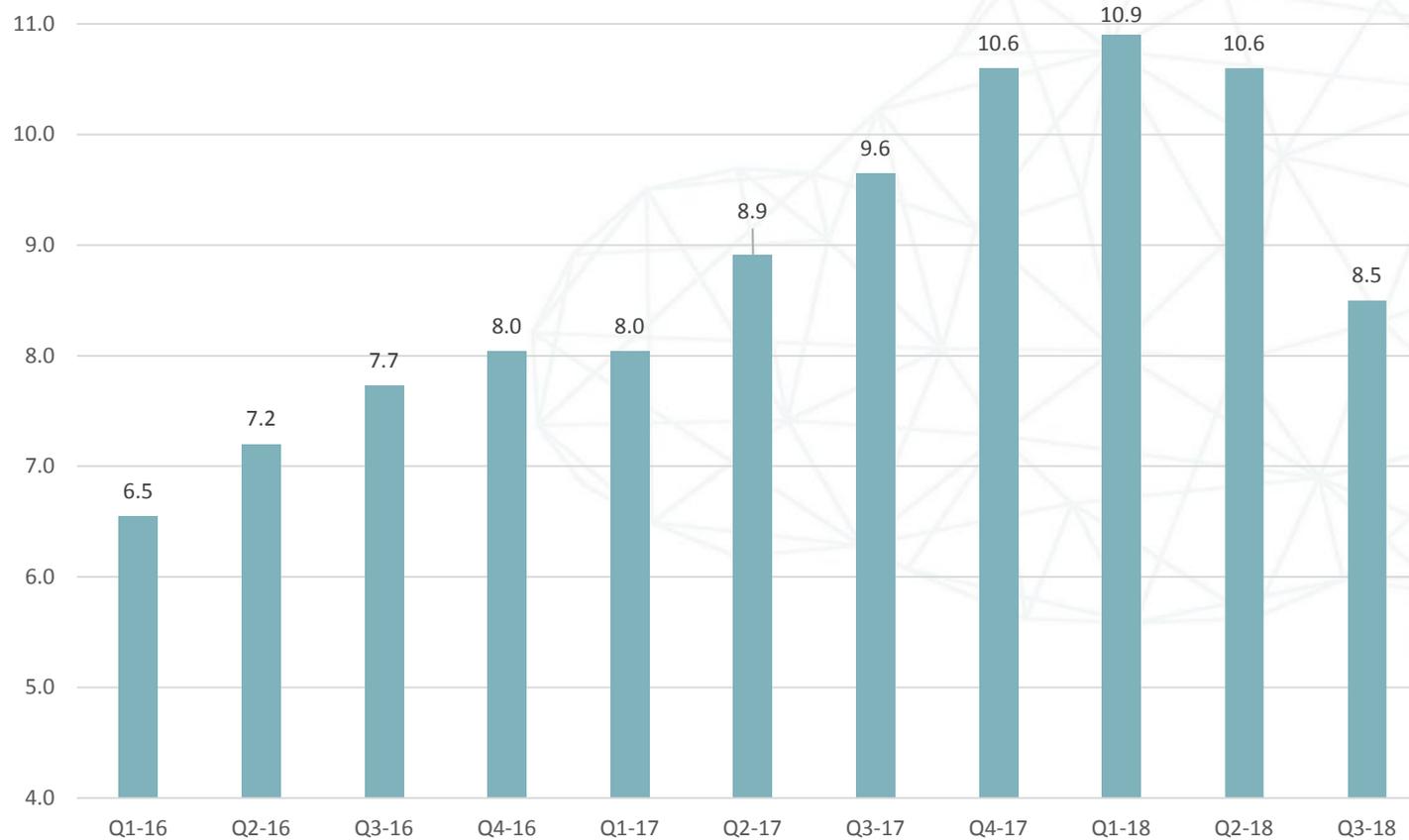


Strong Balance Sheet

- **\$67.6M** in cash, zero debt as of 09/30/18

REVENUE BY QUARTER

IN MILLIONS OF US DOLLARS





SUMMARY

>\$1 Billion market opportunity for probe solutions⁽¹⁾ as operators accelerate NFV adoption and transition to 5G

First to market with NFV probes and a cloud-native solution

Expanding our TAM with cloud-native network visibility

Differentiated expertise and endorsement as part of AT&T's industry-leading NFV transformation

Two top-tier operators chose RADCOM's solution for their NFV transformation;

Selected by AT&T for its pioneering NFV transformation

Selected by an additional world-leading top-tier operator migrating to NFV

Compelling growth opportunities with new and existing customers

Highly scalable operating model

Experienced leadership team with extensive domain knowledge

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