RADCOM Ltd. (RDCM)
CORPORATE OVERVIEW
SAFE HARBOR

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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

- Experienced Leadership Team with Extensive Domain Knowledge
- Strong Recurring Revenue Business Model
- Compelling Growth Opportunities with New and Existing Customers
- Utilize Cutting Edge Technology such as Artificial Intelligence (AI) and Machine Learning to Enhance our Solution Value to Customers

$2.7b Market Opportunity for Automated Service Assurance as Operators Accelerate 5G Adoption

First to Market with a Cloud-Native Solution for 5G

Differentiated Expertise and Endorsement as part of AT&T and Rakuten’s Industry-leading Cloud Transformation for 5G Readiness

RADCOM SOLUTION IN A NUTSHELL

DELIVERS:
- AUTOMATED FEEDBACK TO TELCO CLOUD
- BUSINESS INTELLIGENCE

RADCOM NETWORK INTELLIGENCE

RADCOM AI/ML BIG DATA PROCESSING

TELCO CLOUD

RADCOM SMART VIRTUAL PROBES E2E

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.

“5G is different. It’s not just faster and more efficient; it’s a real-time network and therefore it’s a game changer.”
John Donovan, CEO, AT&T

“5G is the promise of so much more than we’ve ever seen in wireless technology. 5G will change everything.”
Hans Vestberg, CEO, Verizon Inc

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.

*Source: GSMA Intelligence Research — Investing in 5G
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

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
At the start of 2020, 61 commercial 5G networks have rolled out in 34 countries.

By the end of 2019, 348 operators in 119 countries 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
- Rakuten Mobile is launching a fourth mobile network in Japan that is 5G-ready and fully virtualized
- Aims to disrupt the market with an automated, 5G-ready network

“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

Up to 2015
Hardware to Software
- >25 years telco service assurance expertise
- Won Frost & Sullivan Product Differentiation Innovation Awards three times
- Won multiple TMC Labs Innovation Awards
- First to market with software-based solutions

2016-2018
Software to Virtualized
- First to market with full NFV solution
- Won TMC Award for NFV Innovation
- Working with AT&T on leading NFV transformation for >3 years
- Won a multi-year contract with Globe Telecom to assure their future network transformation
- Working with another world-leading top-tier operator since 2018
- Certified on Telefonica UNICA, Open Source MANO and Huawei FusionSphere

2019
5G-ready
- Launched our world leading, dynamic, on-demand solution for 5G at MWC
- Utilize machine learning and AI to provide automated analytics
- Transitioned to a recurring revenue business model and signed multiple contracts
- Won a new 3-year contract with AT&T (incl. initial 5G order)
- Expanded customer base with new logos:
  - Won a multi-year contract with Rakuten
  - Won a multi-year contract with VimpleCom
- Closed the year with 5 top-tier customers

2020
Standalone 5G
- Good visibility with recurring revenues across multi-year contracts
- Strong cash balance ($68.1M) and zero debt enables us to pursue more top-tier accounts
- More product rollouts planned as we create a unique offering for 5G
- Working with our top-tier customers to help them transition to 5G
- Targeting additional top-tier operators transforming to the cloud and rolling out 5G
- Focus on potential greenfield operators
# Experienced Leadership Team with Extensive Domain Knowledge

<table>
<thead>
<tr>
<th>Name</th>
<th>Role</th>
<th>Experience and Achievements</th>
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</table>
| 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             | • 15+ years experience at RADCOM  
• Led the transition to software-based and then fully virtualized solution platform  
• BA in Computer Science, and an LLM in Business Law |
| 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 |
| 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 |
| Hilik Itman           | COO             | • 20+ years experience at RADCOM  
• Led the development team’s transition to software-based and then fully virtualized solution platforms  
• BA in Mathematics and Computer Science |
FINANCIAL HIGHLIGHTS

Annual Revenue

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<tr>
<th>Year</th>
<th>Revenue (in millions of USD)</th>
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<tbody>
<tr>
<td>2015</td>
<td>18.7</td>
</tr>
<tr>
<td>2016</td>
<td>29.5</td>
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<tr>
<td>2017</td>
<td>37.2</td>
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<tr>
<td>2018</td>
<td>34.1</td>
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</tbody>
</table>

CAGR 22.1%

Quarterly Revenue

<table>
<thead>
<tr>
<th>Quarter</th>
<th>Revenue (in millions of USD)</th>
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<tr>
<td>Q1-17</td>
<td>8.0</td>
</tr>
<tr>
<td>Q2-17</td>
<td>8.9</td>
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<tr>
<td>Q3-17</td>
<td>9.6</td>
</tr>
<tr>
<td>Q4-17</td>
<td>10.6</td>
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<tr>
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<tr>
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<td>8.5</td>
</tr>
<tr>
<td>Q3-19</td>
<td>9.4</td>
</tr>
</tbody>
</table>

Strong Balance Sheet

- $68.1M in cash
- Zero debt as of 09/30/19
- No capitalized costs
Top-tier operators chose RADCORE’s solution for their network transformation delivering recurring revenue:

- Working with AT&T on its pioneering NFV transformation for last three years
- 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
- 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

- $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