

# Casa Systems

*At the Next Inflection Point*

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September 2020

# Safe Harbor

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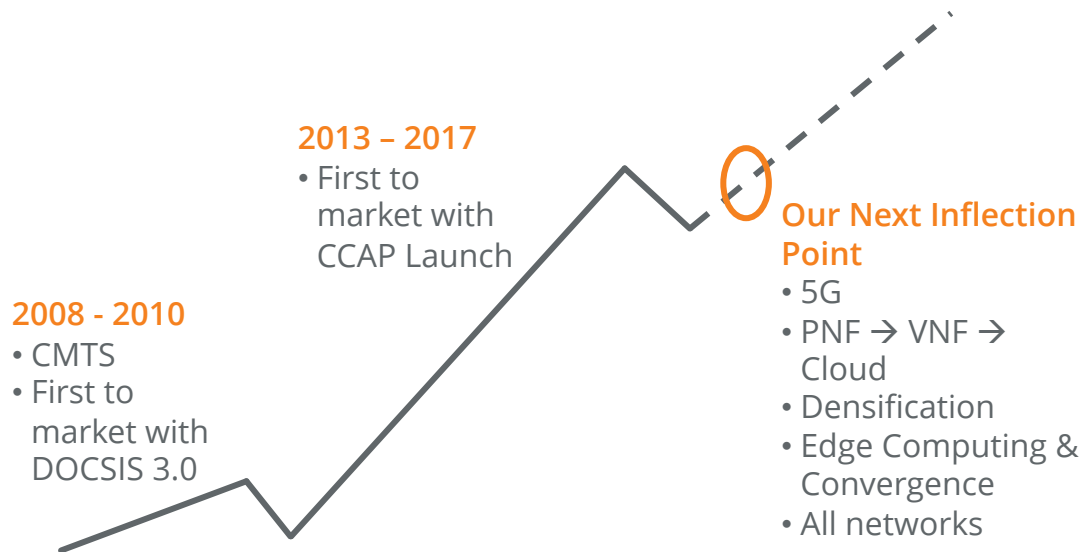
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# Back on Track with Strong Momentum



- 4 quarters of meeting / beating consensus
- Revenue & customer diversification
- Large backlog with strong momentum for 2H 2020 & beyond
- FCF positive
- Net leverage down

# Q2 / 1H 2020 Highlights

- Significant demand driving record-setting wireless backlog of \$85M
- Customer and product advancement in wireless
  - Delivery of first ever long-distance multi-Gigabit 5G fixed wireless service using millimeter wave
  - Deploying large scale 5G fixed wireless access project for launch in Q3/Q4 with Tier 1 NAM customer
- Sustained stability in cable
- Q2 profitability & continued FCF improvement from strong revenue and expense control
- Fourth consecutive quarter of customer and segment revenue diversification
  - Nearly 50% revenue from wireless and fixed telco

# Building Future Communications Networks

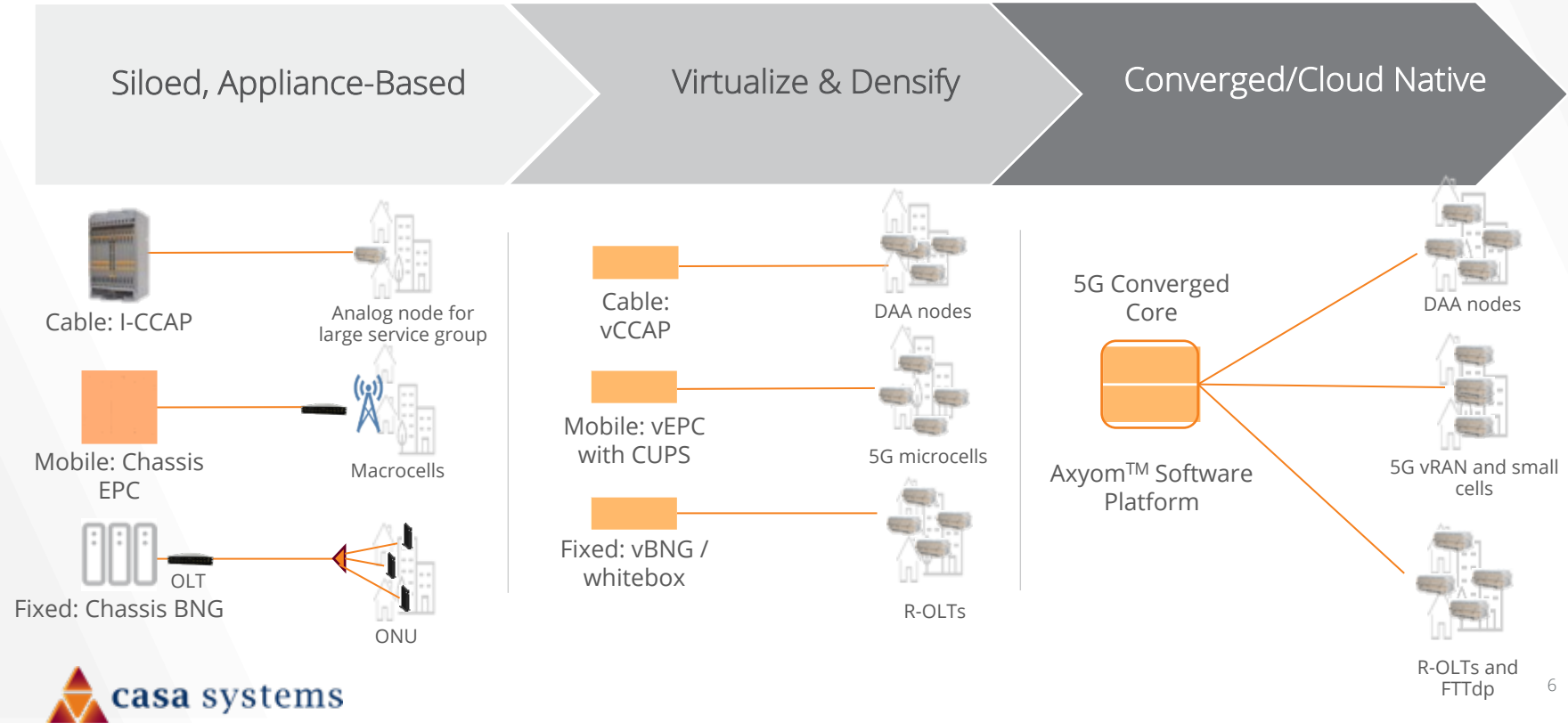
## Our Business

- **Products:**
    - Virtual, cloud-native & physical infrastructure
    - Customer premise networking technologies
    - Powering public & private, cloud-managed high-speed data and multi-service communications networks
  - **Customers:** CSPs & enterprises
  - **Access types:** Wireless, Cable, Fixed Telco
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## Casa Advantages

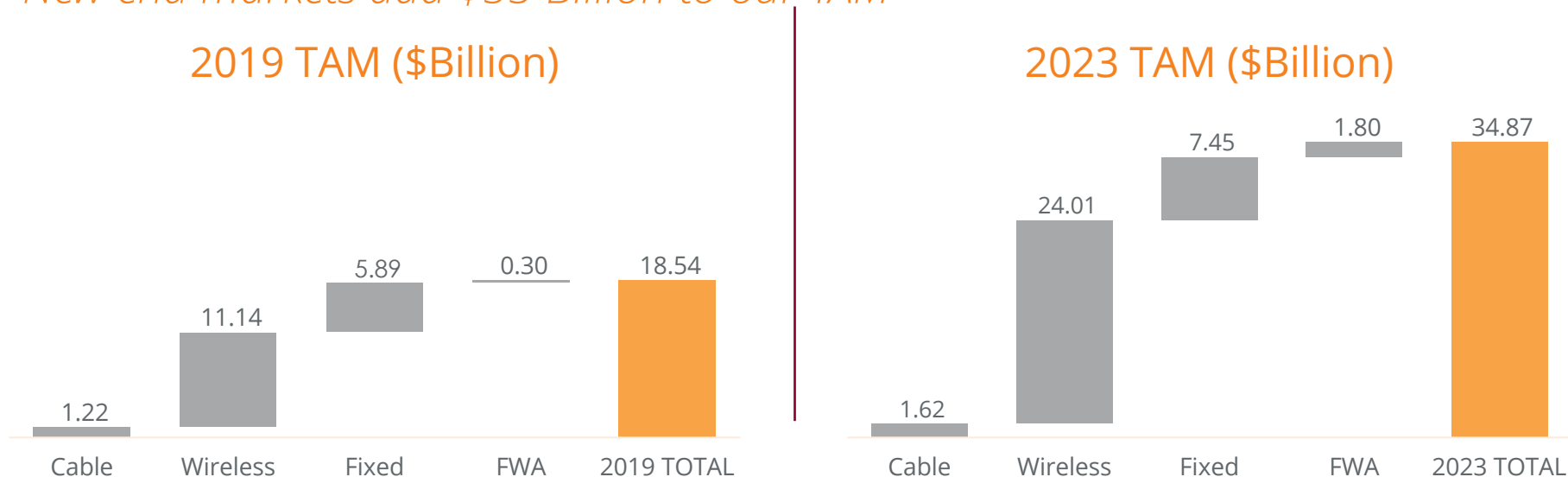
- Easy migration from PNFs to VNFs & cloud
- Greater speed & improved network flexibility & scalability
- Lower cost of ownership with increased operational efficiency
- Better support for microservices

# Back to Growth: Network Evolution in Progress



# Targeting \$35 Billion in CSP Spend as Networks Transform

*New end markets add \$33 Billion to our TAM*



## Notes

1. Gartner, Communications Service Provider Operational Technology (2018); ABI Research, Mobile Packet Core VNFs and PNFs Market Data; and Dell' Orro Group: Broadband Access Five Year Forecast report (2019)
2. SNS Research, 5G for FWA 2017-2030

# Growing with our Extensive Installed Base of Customers



70  
Countries

475+  
Customers

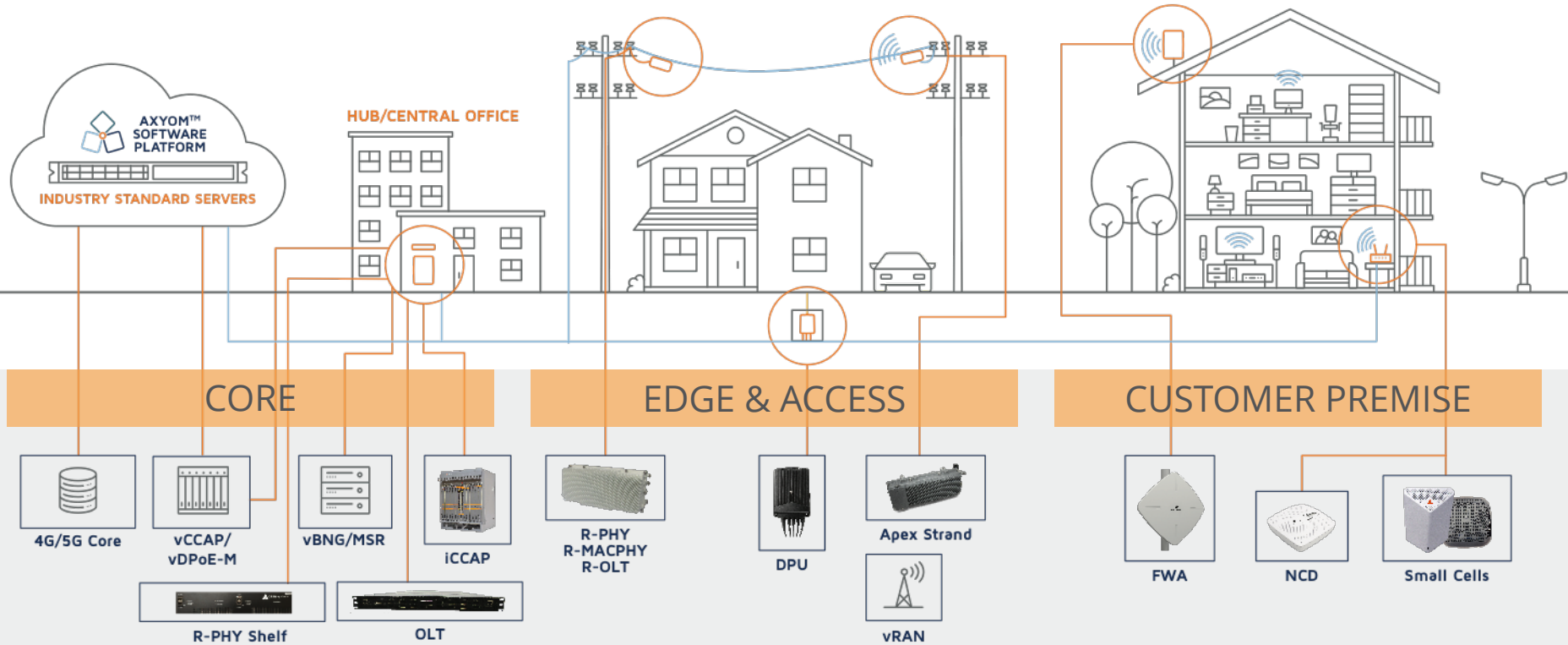
>60%  
Engineers /  
R&D

1000+  
Employees

2017  
IPO

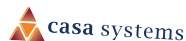
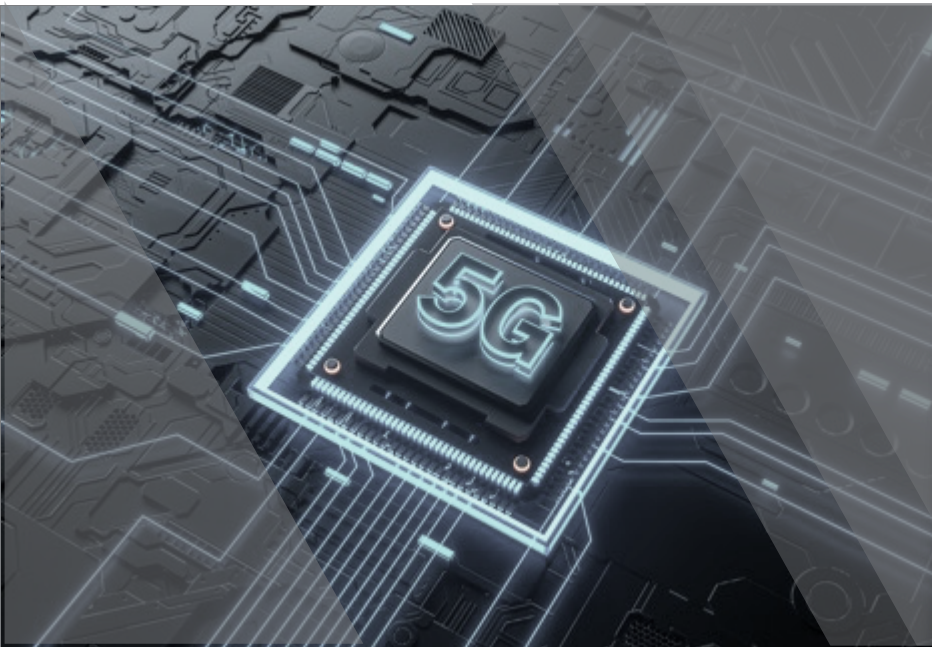


# Casa Systems: End-to-End Broadband Products



# Pioneering Advancements in 5G Technology

Farthest ever 5G NR mmWave call demonstrates mmWave's ability to revolutionize the industry with new FWA opportunities



## NEWS RELEASE

### Qualcomm, Casa Systems and Ericsson Achieve World's First Extended-Range 5G NR Data Call Over mmWave

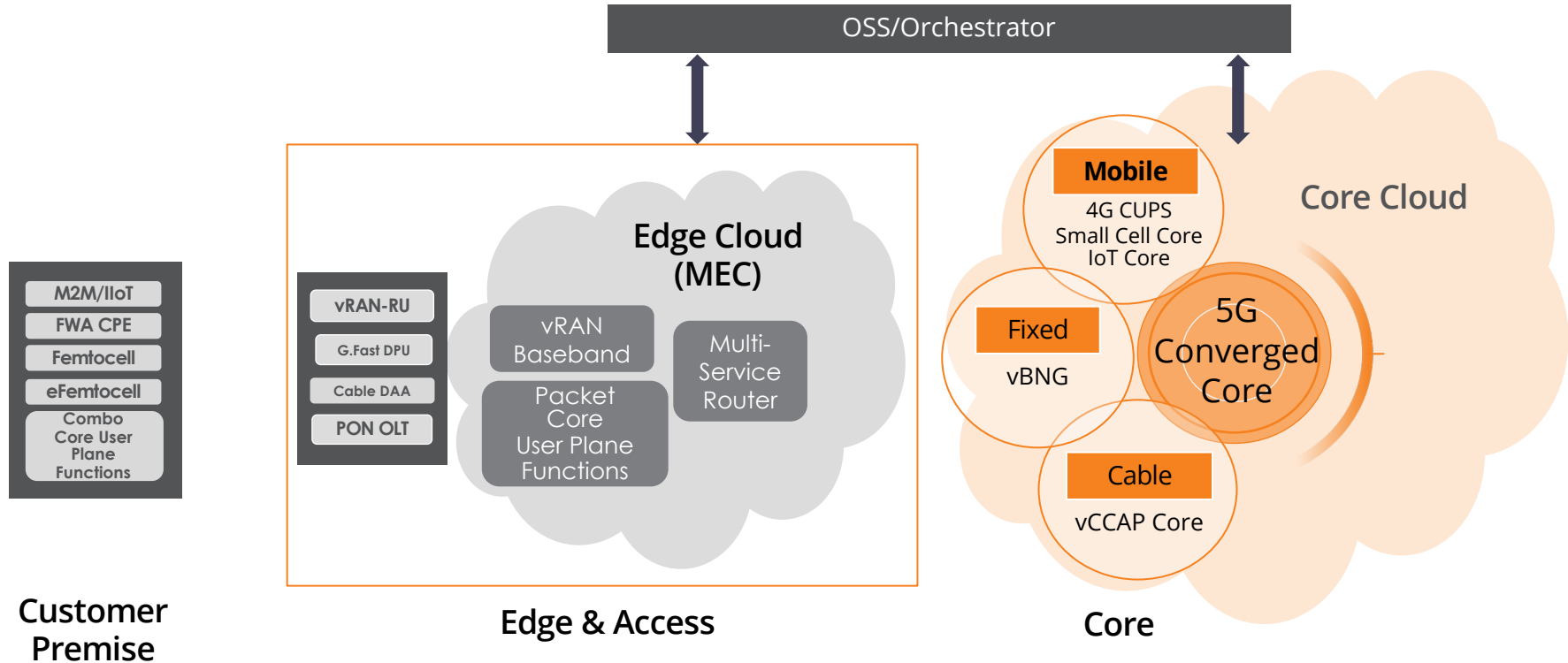
*Successful Call Over 5G NR mmWave Data Connection Is Farthest Ever Completed at 3.8 Km, Demonstrating mmWave's Ability to Revolutionize the Broadband Industry with 5G Fixed Wireless Access for Urban, Suburban and Rural Communities*

**SAN DIEGO, California – August 31** – Qualcomm Technologies, Inc., Casa Systems (NASDAQ: CASA) and Ericsson today announced that the companies have successfully completed the world's first extended-range 5G NR data call over mmWave. The extended range data call was completed in Regional Victoria, Australia on June 20, 2020, achieving a farthest-ever connection of 3.8 kilometers (km), demonstrating the impressive range capabilities of mmWave technology and its suitability for fixed wireless access (FWA). This groundbreaking milestone and its suitability for fixed wireless services and additional opportunities to utilize 5G network infrastructure for broad coverage in urban, suburban and rural environments.

This breakthrough from Qualcomm Technologies, Casa Systems and Ericsson provides global operators with the reach and performance to now offer fixed wireless as a widespread "last mile" broadband option. Network operators will have the potential to use their existing mobile network assets to deliver fixed wireless services and expand their service with ease to new areas, from urban to rural, while delivering 5G's multi-gigabit speeds and ultra-low latency to a wider customer base within their coverage footprint. Additionally, this milestone will proliferate the roll-out of FWA customer-premises equipment (CPE) devices to areas that are often too difficult to reach with traditional broadband, including rural and suburban areas, empowering more customers across the globe to access superior connectivity at fiber-like speeds.

The extended-range data call was achieved by applying extended-range software to commercial Ericsson hardware – including Air5121 and Baseband 6630 – and a 5G

# Casa Systems Cloud-Native Architecture



# Why Customers Choose Casa

- Software-centric from Day 1, cloud-native today
- Converged network architecture for converged service providers
- Smaller footprint and high throughput for edge-cloud and public cloud deployment
- Software-Defined Access: FPGA + CPU for fast to market with easy upgrade path
- Only broadband vendor with deep bench expertise and end-to-end solutions for all access types

# Finance Overview

# 2020 Q2 Financial Results / FY 2020 Guidance

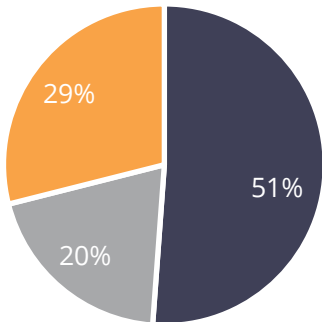
\*In USD millions

	Q2 2020	Q1 2020	Q2 2019	FY 2020 Guidance
GAAP Revenue*	\$83.4	\$83.6	\$52.1	\$340M - \$360M
Gross Profit*	\$43.1	\$42.7	\$39.3	
Gross Margin %	51.7%	51.0%	75.4%	50% - 60%
Adjusted EBITDA*	\$9.4	\$3.7	\$9.5	\$33M - \$43M
Adj. EBITDA Margin %	11.3%	4.4%	18.2%	
GAAP Net Income (Loss)*	\$(3.0)	\$1.2	\$1.3	\$(4M) - \$(14M)
Non-GAAP Net Income*	\$0.7	\$(5.3) <sup>1</sup>	\$6.1	
GAAP EPS	\$(0.04)	\$0.01	\$0.01	\$(0.04) - \$(0.16)
Non-GAAP EPS	\$0.01	\$(0.07) <sup>1</sup>	\$0.07	\$0.00 - \$0.12

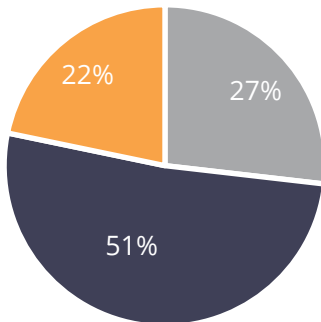
<sup>1</sup> Net of \$(9.3) million, or \$(0.11) per diluted share, adjustment for CARES Act tax benefit

# Significant Progress in Revenue from New Products

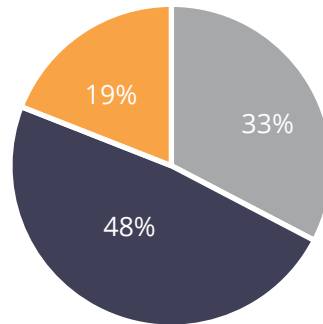
Q2 2020



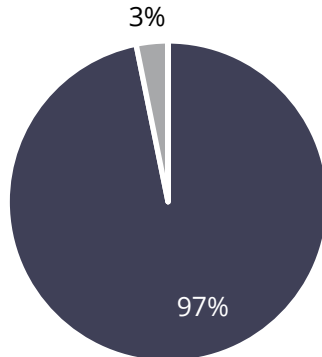
Q1 2020



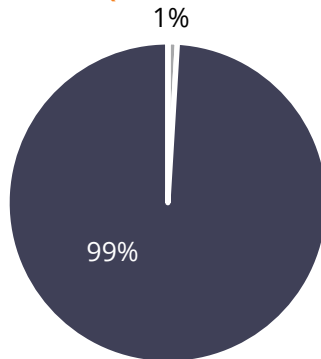
Q4 2019



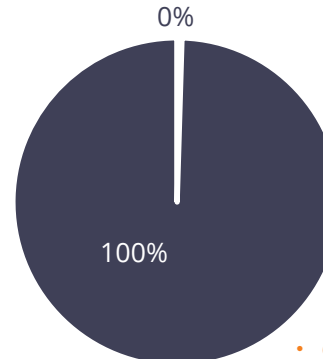
Q2 2019



Q1 2019



Q4 2018



• Q4'19 – Q2'20 Casa & NetComm,  
Q4'18 – Q2'19 Casa Standalone

# Q2 Revenue by Customer: Continued Diversification

## Q2 2020

<u>Customer:</u>			<u>%</u>	
Customer K	\$	18,578	22%	} <b>35%</b>
Customer A		11,227	13%	
Customer L		7,259	9%	
Customer B		6,392	8%	
Customer M		4,723	6%	
Customer C		3,397	4%	
Customer N		2,849	3%	
Customer D		2,597	3%	
Customer O		2,420	3%	
Customer P		2,214	3%	
<b>Total Top 10 Customers</b>	<b>\$</b>	<b>61,656</b>	<b>74%</b>	
<b>Total Revenue</b>	<b>\$</b>	<b>83,350</b>		

## Q2 2019

<u>Customer:</u>			<u>%</u>	
Customer A	\$	9,226	18%	} <b>51%</b>
Customer B		6,350	12%	
Customer C		5,763	11%	
Customer D		5,407	10%	
Customer E		2,639	5%	
Customer F		2,421	5%	
Customer G		2,201	4%	
Customer H		1,564	3%	
Customer I		1,327	3%	
Customer J		1,320	3%	
<b>Total Top 10 Customers</b>	<b>\$</b>	<b>38,218</b>	<b>73%</b>	
<b>Total Revenue</b>	<b>\$</b>	<b>52,101</b>		

- Non-GAAP financials in thousands, except percentages
- 2020 Casa & NetComm, 2019 Casa Standalone



# Thank You

For more information, visit:

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