

# Casa Systems

*At the Next Inflection Point*

---

October 2020

# Safe Harbor

These slides and the accompanying oral presentation contain forward-looking statements. All statements other than statements of historical fact contained in this presentation, including statements regarding the projected results of operations and financial position of Casa, including financial targets, business strategy, and plans and objectives for future operations, are forward-looking statements. The words “anticipate”, “believe”, “continue”, “could”, “estimate”, “expect”, “intend”, “may”, “plan”, “potential”, “predict”, “project”, “target”, “should”, “would”, and similar expressions are intended to identify forward-looking statements, although not all forward-looking statements contain these identifying words. The Company has based these forward-looking statements on its estimates and assumptions of its financial results and its current expectations and projections about future events and financial trends that it believes may affect its financial condition, results of operations, business strategy, short-term and long-term business operations and objectives, and financial needs as of the date of this presentation. These forward-looking statements are subject to a number of risks, uncertainties and assumptions, including those described in the Company's most recent Quarterly Report on Form 10-Q, which is on file with the SEC. In addition, the Company operates in a very competitive and rapidly changing environment. New risks emerge from time to time. It is not possible for Casa's management to predict all risks, nor can Casa assess the impact of all factors on its business or the extent to which any factor, or combination of factors, may cause actual results to differ materially from those contained in any forward-looking statements that Casa may make. In light of these risks, uncertainties and assumptions, the forward-looking events and circumstances discussed in this presentation are inherently uncertain and may not occur, and actual results could differ materially and adversely from those anticipated or implied in the forward-looking statements. Accordingly, you should not rely upon forward-looking statements as predictions of future events. Casa undertakes no obligation to update publicly or revise any forward-looking statements for any reason after the date of this presentation, to conform these statements to actual results or to changes in Casa's expectations.

Certain data in this presentation was obtained from various external sources, and Casa has not verified such data with independent sources. Accordingly, Casa does not make any representations as to the accuracy or completeness of that data or to update such data after the date of this presentation. Such data involves risks and uncertainties and is subject to change based on various factors.

The trademarks included herein are the property of the owners thereof and are used for reference purposes only. Such use should not be construed as an endorsement of the products or services of Casa or this potential offering.

In addition to statements and measures prepared in accordance with U.S. generally accepted accounting principles (“GAAP”), this presentation includes certain non-GAAP financial measures, including, non-GAAP gross margin, adjusted EBITDA, adjusted EBITDA margin, non-GAAP net income, non-GAAP net income margin, non-GAAP diluted net income per share, and free cash flow. These non-GAAP measures are in addition to, not a substitute for or superior to, measures of financial performance prepared in accordance with U.S. GAAP. The non-GAAP financial measures used by Casa may differ from the non-GAAP financial measures used by other companies. A reconciliation of these measures to the most directly comparable GAAP measure is included in the Appendix to these slides.

This presentation has been prepared solely for informational purposes and is to be maintained in strict confidence. Neither the information contained in this presentation, nor any further information made available by Casa or any of its affiliates or employees, directors, representatives, officers, agents or advisers in connection with this presentation will form the basis of or be construed as a contract or any other legal obligation.



# Q3 2020 Update

# Q3 2020: A New Inflection Point for Casa

- Return to growth: Q3 revenue +29% year-over-year & +27% sequentially
- Strong gross profit creating meaningful improvement in cash balance and EPS
- Raised FY 2020 revenue, EBITDA and EPS guidance
- More than just cable: *60% of revenue* from high-growth wireless and fixed-telco products
- Significant wins with major operators in North America, Europe, and APAC
- Record wireless backlog of \$115 million
- Significant technological milestones:
  - Unveiled the first high-power 5G mmWave CPE
  - Added new wins in enterprise small cells and 4G/5G cloud-native core with wireless operators in North America and Asia
  - Deploying a large scale 5G fixed wireless access project for a tier 1 mobile operator in North America

# On Track with Strong Momentum

## Growing with Technology Inflection Points

### 2008 - 2010

- CMTS
- First to market with DOCSIS 3.0

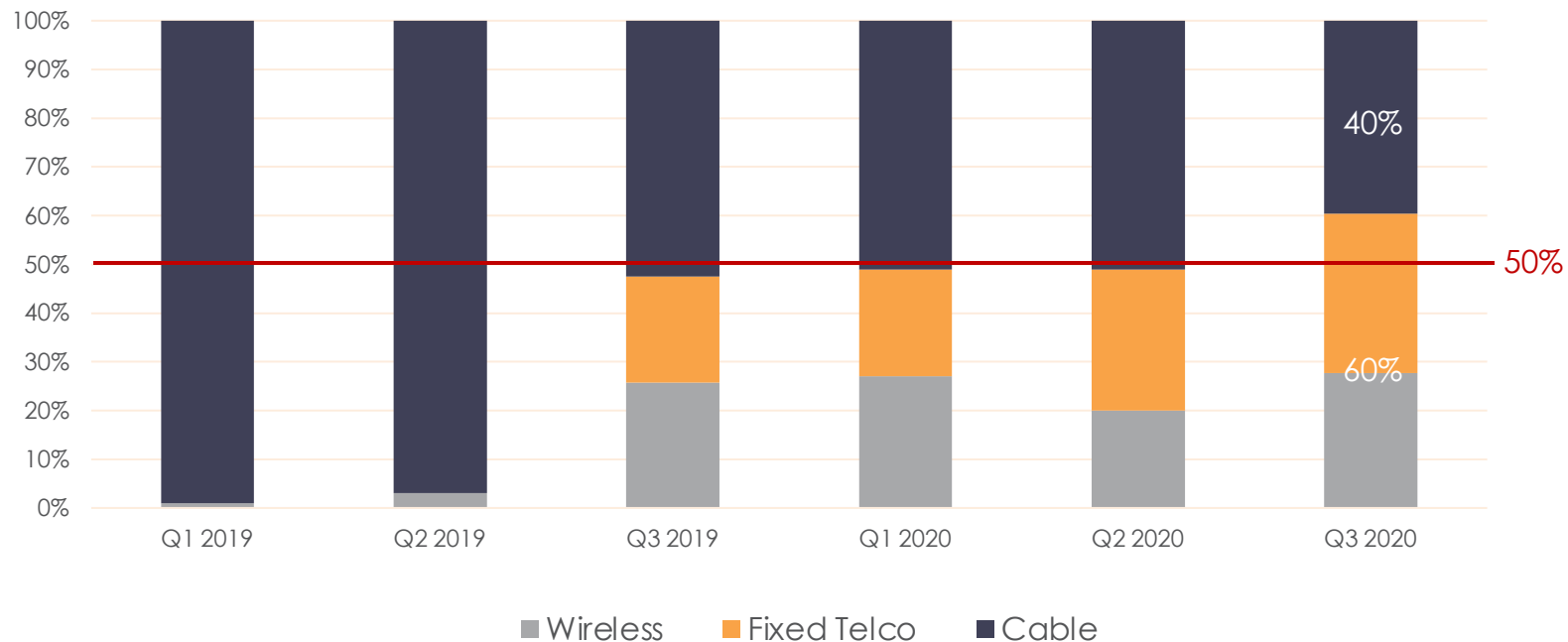
### 2013 - 2017

- First to market with CCAP Launch

### At Our Next Inflection Point

- 5G NSA & SA
- Wireless, fixed & cable: PNF  
→ VNF → Cloud
- Private network focus (55% of 5G spend)

# Significant Progress in Revenue from New Products



- Q3'19 – Q3'20 Casa & NetComm, Q1'19 – Q2'19 Casa Standalone

# 2020 Q3 Financial Results / Revised FY 2020 Guidance

\*In USD millions

	Q3 2020	Q2 2020	Q3 2019	FY 2020 Guidance
GAAP Revenue*	\$105.7	\$83.4	\$81.8	\$370M - \$380M
Gross Profit*	\$52.6	\$43.1	\$39.2	
Gross Margin %	49.7%	51.7%	47.9%	50% - 60%
Adjusted EBITDA*	\$17.0	\$9.4	\$4.0	\$38M - \$44M
Adj. EBITDA Margin %	16.1%	11.3%	4.9%	
GAAP Net Income (Loss)*	\$3.5	\$(3.0)	\$(8.5)	\$4M - \$10M
Non-GAAP Net Income*	\$5.9	\$0.7	\$2.9	
GAAP EPS	\$0.04	\$(0.04)	\$(0.10)	\$0.05 - \$0.10
Non-GAAP EPS	\$0.07	\$0.01	\$(0.03)	\$0.09 - \$0.14

# Casa Systems at a Glance

# Building Future Data Communications Networks

## Our Business

- **Products & Solutions:**
    - Virtual, cloud-native & physical infrastructure
    - Customer premise networking technologies
    - Public & private, cloud-managed high-speed data and multi-service communications network solutions
  - **Customers:** CSPs & enterprises
  - **Access types:** Wireless, Cable, Fixed Telco
- 

## 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

# Extensive Installed Base of Customers



70  
Countries

475+  
Customers

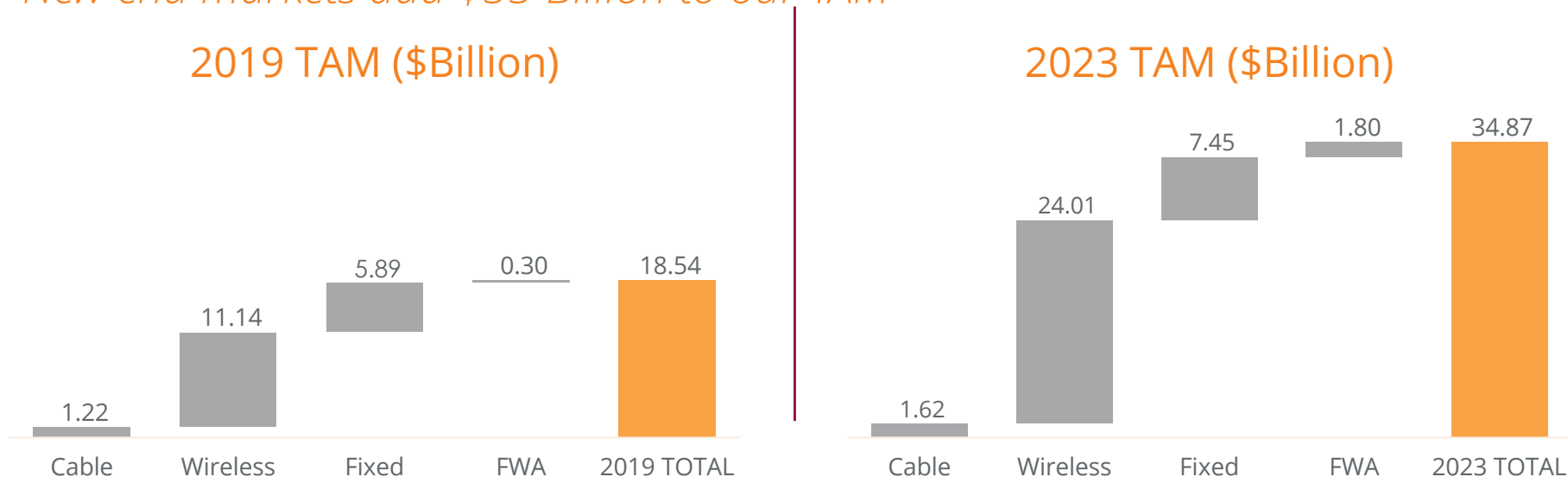
>60%  
Engineers /  
R&D

1,000+  
Employees

2017  
IPO

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

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

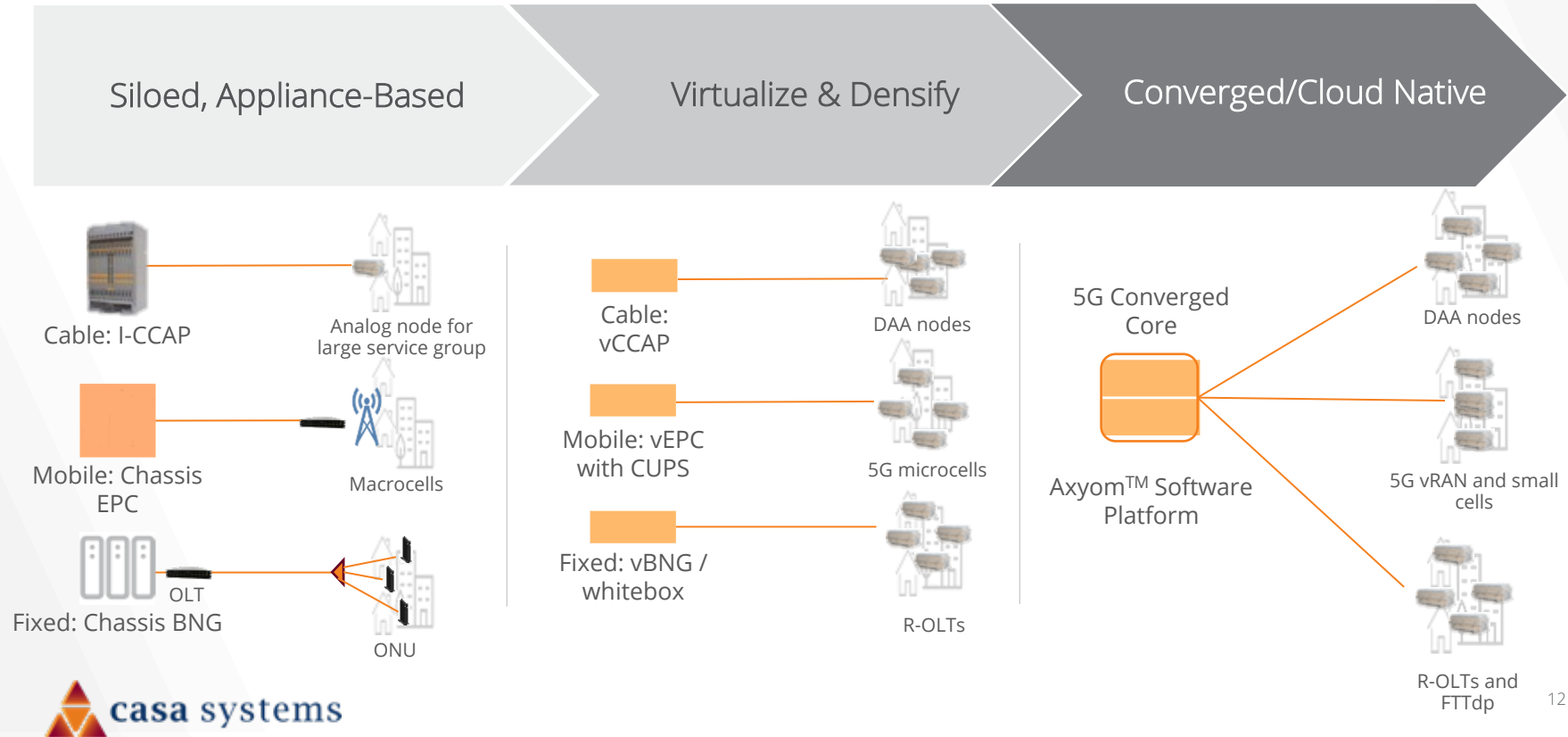


## Notes

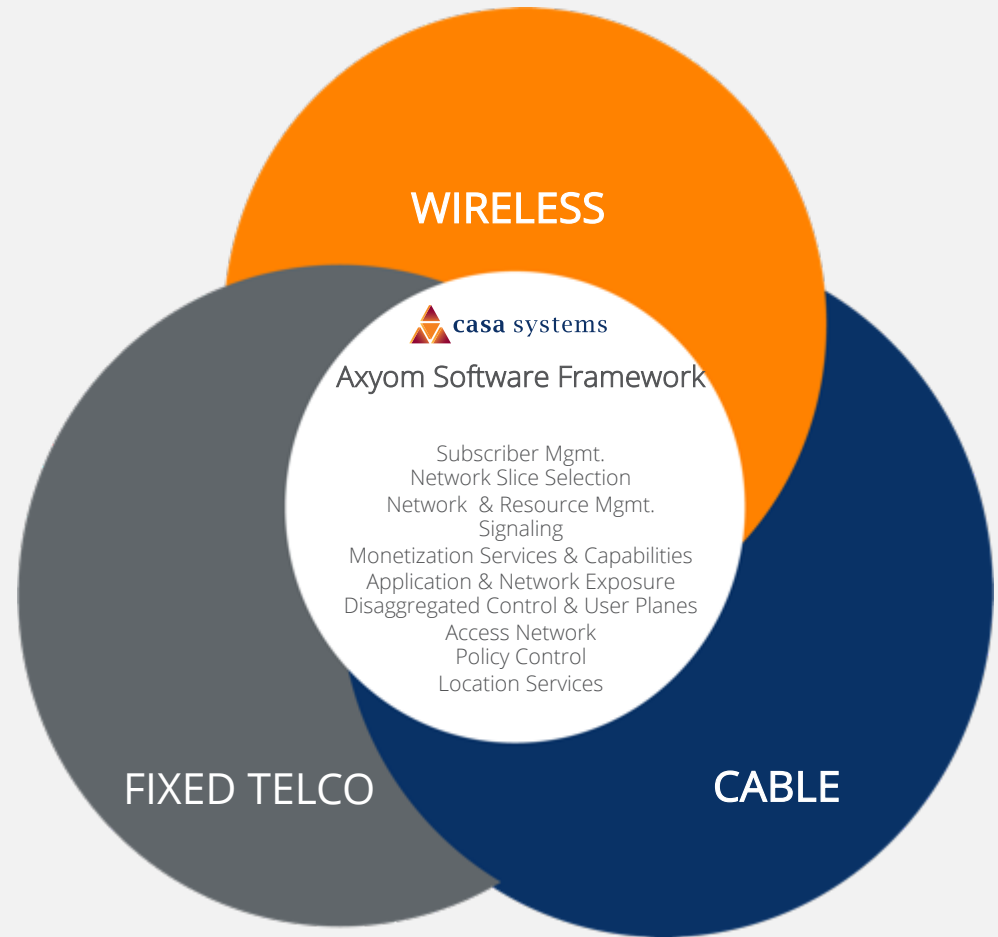
1. Gartner, Communications Service Provider Operational Technology (2018); ABI Research, Mobile Packet Core VNFs and PNFs Market Data; and Dell' Orro Group: Broadband Access Five Year Forecast report (2019)
2. SNS Research, 5G for FWA 2017-2030

# Sustainable Growth: Ongoing Network Transformation

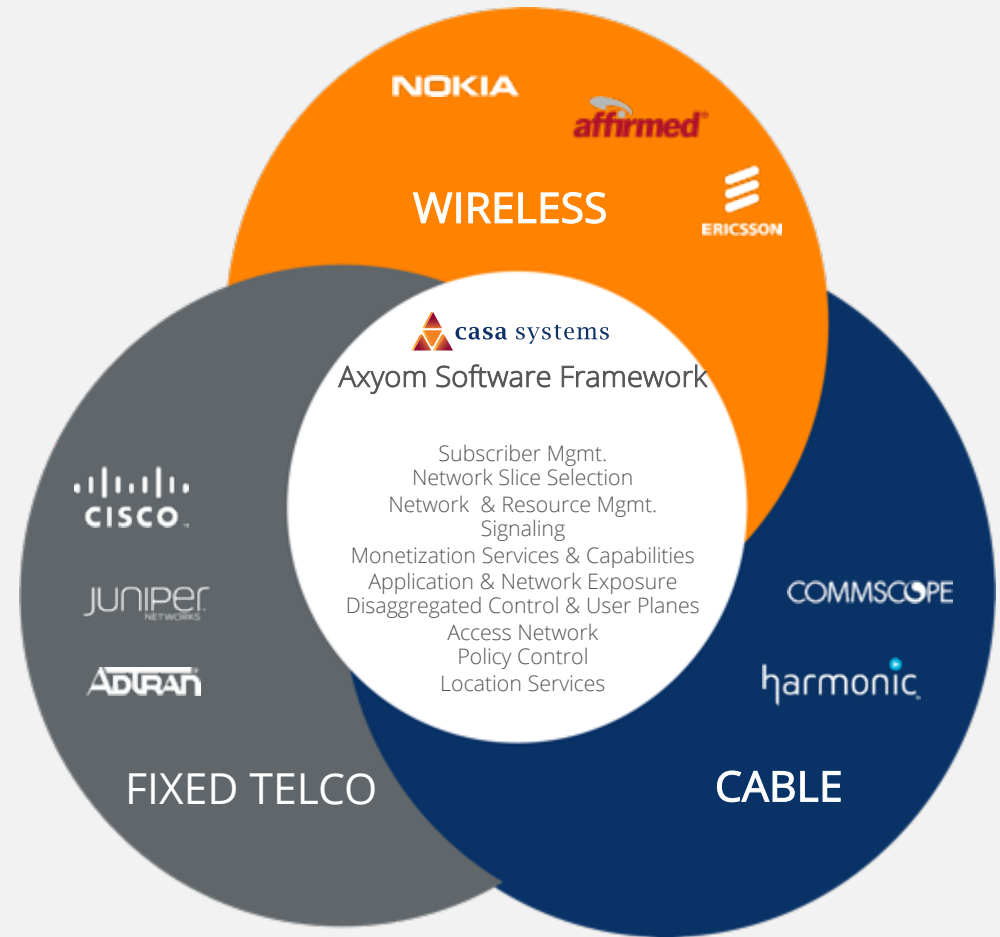
Wireless, Fixed Telco, and Cable



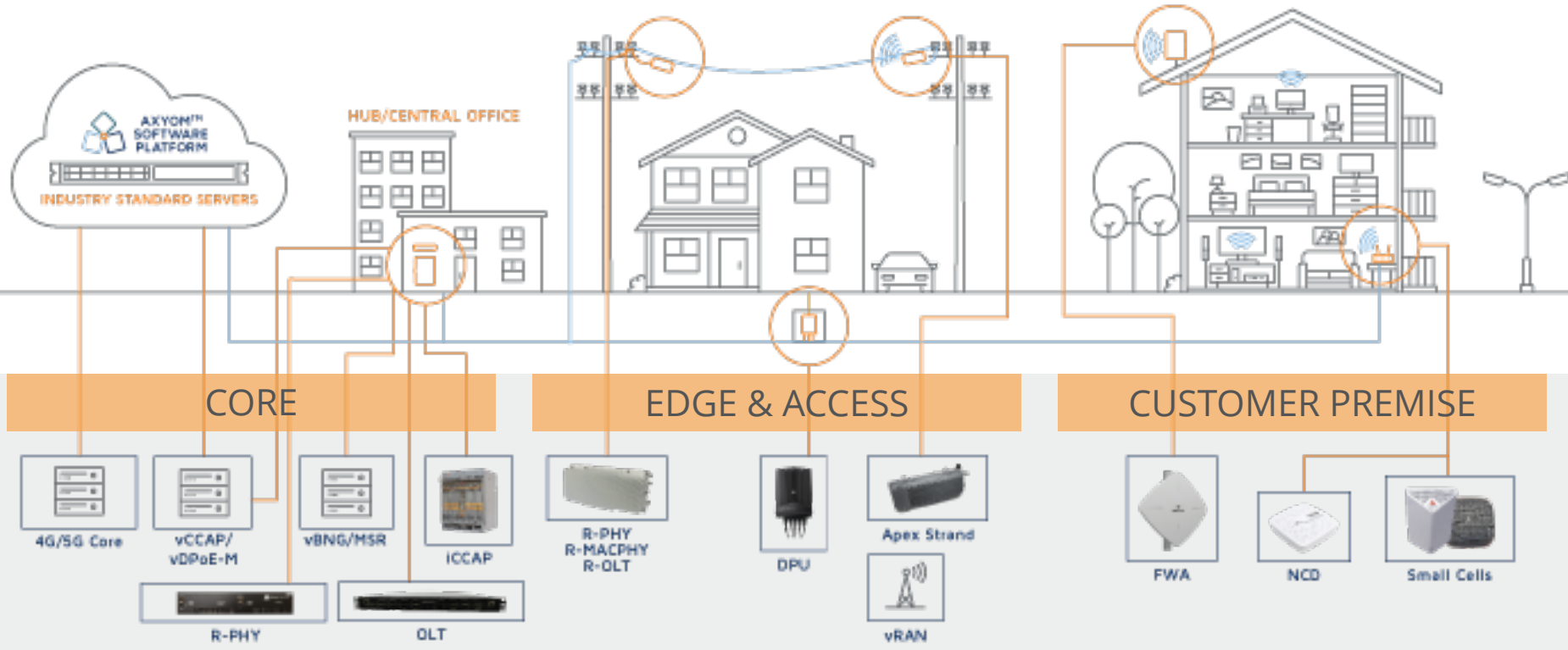
Business  
Expansion  
is Rooted  
in our  
Converged  
Core...



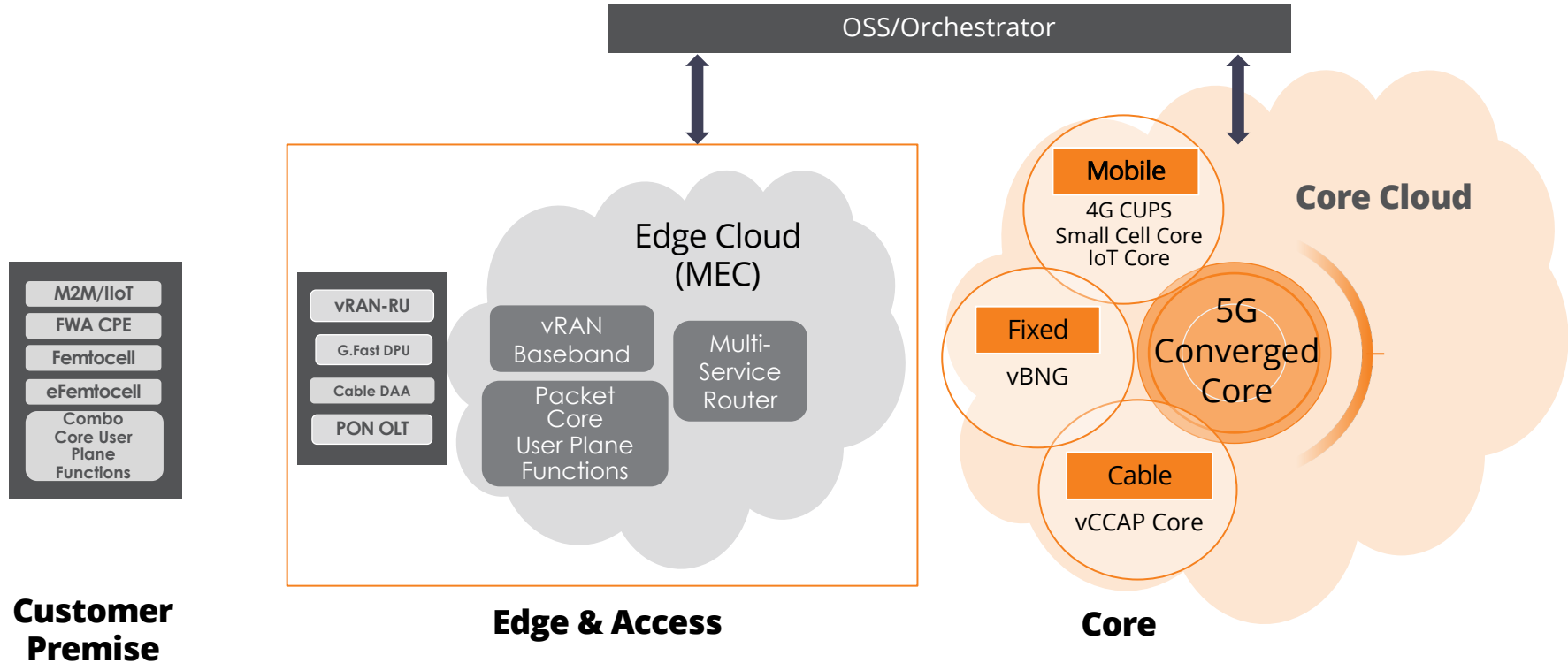
... which is one  
of our  
competitive  
differentiators



# Casa Systems: End-to-End Broadband Products



# Casa Systems Cloud-Native Architecture



# Known for Innovation: Another Industry First

New AurusAI high-power mmWave access device combines compact design with intelligent, steerable antennas and Gigabit speeds to disrupt the consumer broadband market



AURUSAI



## NEWS RELEASE

### Casa Systems Unveils the First High-Power 5G mmWave CPE

*New AurusAI combines stylish, compact design with intelligent, steerable antennas and Gigabit speeds to disrupt the consumer broadband market with new wireless options*

ANDOVER, Mass., September 9, 2020 – Casa Systems, Inc. (Nasdaq: CASA), a leading provider of cloud-native, virtual and physical infrastructure technology solutions for mobile, cable and fixed telco networks, today announced the AurusAI (Aurus Autonomous Intelligence), the industry's first high-power 5G mmWave customer premise equipment (CPE). Continuing in Casa's long history of fixed wireless access innovation and market success, the devices are key for delivering broadband services wirelessly to homes and apartments nearly anywhere – from remote and rural locations to suburbs and dense, urban areas. Already in multiple trials with global Tier 1 service providers, the initial AurusAI outdoor devices are the first in a portfolio of 5G mmWave CPE that will include a range of outdoor and indoor options.

Fixed wireless access has traditionally required a large antenna and significant time for installation and device alignment by specialized technicians. This made it more expensive, and limited its use to niche applications in remote or rural locations with no other communications access alternatives. With the ability to cost-effectively deliver Gigabit speeds in more than just remote locations, 5G mmWave services unlock a disruptive, new broadband alternative for service providers. This enables them to complement and extend their existing broadband networks or even offer an entirely new competitive product in areas in which they previously did not have a fixed broadband presence. In fact, the GSMA [estimates](#) that 5G mmWave service will drive an increase of \$565 billion in global GDP – 25% of 5G's overall expected GDP impact – by 2034.

"We have been a technology pioneer and market leader in fixed wireless access for more than a decade, supporting some of the largest fixed wireless deployments with major service providers ever, new technologies are needed to bridge the digital divide and cost-effectively expand access to broadband services for more people. Our AurusAI devices combine our multi-year fixed wireless access expertise with input from our customers on what is needed to take 5G mmWave services to a mass market."

Casa Systems has developed the AurusAI based on the needs of consumers and the requirements of service providers to prepare for widespread adoption of 5G mmWave services, including:

- **Gigabit performance** – delivering up to Gigabit speeds, the AurusAI delivers the broadband service demanded by today's consumers for streaming entertainment, gaming, working remotely, online education and more.

# 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

# Thank You

For more information, visit:

[www.casa-systems.com](http://www.casa-systems.com)  
[investorrelations@casa-systems.com](mailto:investorrelations@casa-systems.com)