

Q4'20 Financial Results Conference Call Prepared Remarks 2/18/20

Intro

Peter Schuman, Sr. Director, Investor & Industry Analyst Relations

Thank you [Daphne]. Welcome and thank you for joining us today for Cambium Networks fourth quarter and full year 2020 financial results conference call and welcome to all those joining by webcast.

Atul Bhatnagar, our President and CEO, and Stephen Cumming, our CFO, are here for today's call. The financial results press release and CFO commentary referenced on this call are accessible on the investor page of our website and the press release has been submitted on a Form 8-K with the SEC. A copy of today's prepared remarks will also be available on our investor page at the conclusion of this call.

As a reminder, today's remarks, including those made during Q&A, will contain forward-looking statements about the company's outlook and expected performance. These statements are based on current expectations, forecasts, and assumptions. Risks and uncertainties could cause actual results to differ materially.

Except as required by law, Cambium Networks does not undertake any obligation to update or revise any forward-looking statements for any reason after the date of this presentation, whether as a result of new information, future developments, to conform these statements to actual results or to make changes in Cambium's expectations or otherwise. It is Cambium Networks policy to not reiterate our financial outlook. We encourage listeners to review the full list of risk factors included in the safe harbor statement in today's financial results press release.

We will also reference both GAAP and non-GAAP financial measures and specifically note that all sequential and year-over-year comparisons reference non-GAAP numbers except where otherwise noted. A reconciliation of non-GAAP measures to GAAP is included in the appendix to today's financial results press release which can be found on the investor page of our website and in today's press release announcing our results.

Turning to the agenda...

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Cambium Networks President & CEO, Atul Bhatnagar, will provide the key investment highlights for the quarter and Stephen Cumming, Cambium Networks CFO, will provide a recap of the financial results for the fourth quarter and full year 2020 and he will provide our financial outlook for the first quarter and full year 2021. Our prepared remarks will be followed by a Q&A session.

I'd now like to turn the call over to Atul....

Atul Bhatnagar, President & CEO

Thank you, Peter.

We have built Cambium into a next generation global wireless infrastructure leader for broadband communications and the results are clearly demonstrated in our financial performance during the fourth quarter and second half of 2020. Demand for wireless infrastructure projects around the world remain robust driven by work, learn, and play from home and accelerated by government funding of broadband solutions. Fixed Wireless Broadband is a critically important networking fabric to connect our local communities.

We are benefitting greatly from the investments we have made over the past few years in fixed wireless infrastructure technologies in such areas as Point-to-Multi-Point (PMP) including the Citizens Broadband Radio Service (CBRS) compatible products, and in new opportunities such as gigabit wireless solutions with our 60 GHz millimeter wave products, our new enterprise Wi-Fi 6, and cloud savvy wireless switching products. And we have now added a premium version of our software-as-a-Service solution, the cloud-first cnMaestro X, allowing network operators to dramatically improve quality of service from a single-pane-of-glass in the cloud.

We are at the start of a new era of end-to-end wireless speeds equivalent to that of fiber. Our multi-gigabit wireless fabric can deliver fiber's performance and reliability at a fraction of the cost. Our recently launched 60 GHz cnWave solution is shipping in volume, and the forthcoming 5G 28 GHz millimeter wave products arriving during 2021 will further accelerate this trend as we reach new customers and enter new markets demanding higher broadband performance. For the first-time in Cambium's history, we will purposefully compete in urban markets in a meaningful way as existing networks upgrade infrastructure

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and new high-speed networks proliferate with more cost-effective technology provided by Cambium Networks.

In early December, the Federal Communications Commission (FCC) announced the identity of the winners of the first phase of the \$20.4 billion Rural Digital Opportunity Fund (RDOF) over the next ten years to bring high-speed broadband service to millions of unserved Americans. The first phase of the auction ended at \$9.2 billion, money that will go toward providing Internet connections to over 5.2 million unserved homes and businesses around the country.

The winners included fixed wireless service providers as well as cable operators, electric cooperatives, incumbent telephone companies, and satellite companies. The winners have six years to deploy broadband to winning locations and will be paid by the FCC in equal monthly installments over the next ten years assuming the winners can meet the service level agreements. You will see a mix and match of technologies and different partnerships involving Cambium as a result of the RDOF program. High quality and affordable, resilient Cambium solutions will lower TCO and stand to gain substantially from the RDOF initiative. Cambium expects to see deployments of our equipment for RDOF beginning during late 2021 when all is said and done.

Cambium's significant new product introductions combined with government funding around the world will provide a catalyst to our financial results for many years into the future.

Turning to the results of the fourth quarter 2020

We achieved record revenues of \$82.8 million, above the high-end of our outlook of between \$74-\$78 million. Non-GAAP diluted EPS of \$0.38 also exceeded the high-end of our outlook of between \$0.24 and \$0.28 per diluted share. We finished the year with another record quarter of execution by our entire Cambium team as we worked remotely during the COVID pandemic.

We continued to have strong product momentum across our different product lines. Within our PMP business, we grew 24% sequentially and 62% year-over-year as we continued to see strong momentum in network traffic, increased demand for our CBRS solutions, and the benefit of new product introductions. Our U.S. customers continued to build out their networks using General Authorized Access licenses, and we expect the successfully completed Priority Access License (PAL) to contribute in 2021. We also

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believe we are taking share from both larger and smaller competitors as we continue to expand our portfolio of solutions offering industry leading spectral efficiency, scalability, quality, reliability, and attractive economics for our customers.

Our PTP business had better than expected results during Q4'20, after delivering a strong third quarter performance, declining 7% quarter-over-quarter and 8% year-over-year. Our enterprise cloud-based Wi-Fi business continued to recover within certain verticals, namely healthcare and education, growing 10% sequentially during Q4'20, due to the continued growth of our new Wi-Fi 6 solutions and record revenues for our cloud-savvy cnMatrix enterprise switching products.

For the full year 2020, revenues of \$278.5 million increased 4% from 2019. The 2020 growth was primarily driven by our Point-to-Multi-Point and enterprise Wi-Fi solutions, which both grew double-digit percentages over the previous year. For the full year 2020, our PMP products grew 11% and enterprise Wi-Fi grew 12%, while the Point-to-Point products decreased 16% compared to calendar year 2019.

Looking at some notable customer wins and new product developments.

During Q4'20, I'm pleased to report Cambium Networks continued to have several high-profile customer engagements.

In North America, we had a win with an industrial customer, a Canadian rail operator for backhaul at railyards with our new 60 GHz cnWave products. Cambium will be displacing a competitor's 5 GHz products with 60 GHz cnWave.

We had a win at an American gas and electric utility company which is currently the second largest utility company in the U.S. in terms of customer base. Cambium displaced a competitor with our PTP 670 due to our superior performance and reliability.

A broadband Internet Service and Voice-over-IP Phone systems provider in Little Rock, Arkansas selected Cambium's PMP 450 and PTP 820 over solutions from two competitors. The win was a result of CARES Act funding to deliver broadband services to some of the most rural communities in Arkansas. This deployment includes hundreds of towers and will provide services of 25 Mbps and greater.

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We had an exceptional quarter of customer wins with native American tribal nations as a result of CARES Act funding and efforts by the FCC to provide 2.5 GHz licenses to qualifying tribal nation applicants. A tribal nation in Arizona selected Cambium for a broadband rollout including our PMP 450m, and PMP 450b products, our PTP 820 product for backhaul as well as Wi-Fi including our cnPilot and cnMatrix switches. Two different tribal nations in New Mexico selected Cambium for broadband wins including the use of our cnRanger LTE solutions, PMP 450m and PMP 450b solutions, and our PTP 820 products for backhaul.

We had a new customer win with a managed service provider (MSP) focused on the multiple dwelling unit market. Cambium displaced competitors in both fixed wireless and enterprise Wi-Fi. This win included both our new ePMP Force 425, enterprise Wi-Fi 6 access points, and the first sale of our recently released cloud-first cnMaestro X management software. We won over the customer with our outstanding cloud management, scalability, superior performance, and value.

Cambium's first mover status for the FCC's 3.5 GHz CBRS spectrum continues to pay dividends in both the acquisition of new customers and sales of our PMP 450 products and our SAS service in both the U.S. and its territories. Our full end-to-end solutions includes high-performance radios, over the air CBRS upgrades, and cloud-based software solutions. As of today's call, we now have approximately 76,000 devices managed by our CBRS SAS service, an increase of over 29% since we reported last quarter.

In the Europe, Middle East, and Africa region (EMEA), strategic wins from Q4 include:

In Germany, we beat out a larger competitor with a win in the Bitburg school district. They selected Cambium as a result of our ability to provide an entire wireless fabric network including our ePMP and enterprise Wi-Fi, for both indoor and outdoor capabilities, as well as our wireless aware cnMatrix switching technology.

In the UK, we had a high-profile enterprise Wi-Fi win at the largest private girls' school in the country, St. Mary's School. The campus wide deployment included our XV3-8 access points and we beat out a sizeable competitor.

In Africa, we had a win in Botswana with MTN Group, one of Africa's largest operators providing telecom services to 23 countries. The win was for enterprise Wi-Fi. Cambium was selected for flexible

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cnMaestro cloud management as MTN is an existing customer of Cambium's fixed wireless solutions. MTN's operating companies value the benefits of the complete Cambium wireless fabric solution.

We added a new national carrier in Africa with the addition of Telkom Kenya. We won both fixed wireless with our ePMP solutions and enterprise Wi-Fi with our E410 cnPilot line. We beat out the incumbent equipment provider in a multi-year effort as a result of attractive economics for the performance offered and strong customer support provided by Cambium.

In the APAC region, we had a sizeable enterprise Wi-Fi 6 win with a new customer, Korea Baptist Theological University. The customer is deploying 900 access points including both our XV2-2 and XV3-8 products and our Cambium Care Pro support. Korea Baptist was looking for the latest Wi-Fi 6 solutions that deliver performance for classrooms streaming video for remote learning as classes were remote due to COVID. Cambium won the deal from a larger competitor because of performance, ease of installation, value, and leading-edge Cambium Care Pro support.

We had another enterprise Wi-Fi 6 win in Thailand with Pongsawadi Technology College. Due to COVID-19, the college removed the campus computer centre to prevent gathering in large groups. Their new plan provided all students with laptops for which they needed pervasive and reliable Wi-Fi across campus. They selected the Cambium wireless fabric including our high-density APs, cloud-savvy cnMatrix switching, all controlled by our cloud-managed cnMaestro software.

In the Caribbean and Latin America (CALA) region, we had a record quarter, breaking the \$10 million revenue barrier for the first time in the company's history.

We had a significant win in Colombia with the Ministry of Telecom and Technology. The Ministry selected Cambium and our partners to provide indoor Wi-Fi and switching solutions for schools and government offices in 15,000 remote rural locations throughout the country. We also won the backhaul portion of the network to connect these remote locations. We won this third phase of the project based on our reputation plus the functionality of cnMaestro cloud management software.

AeroNet, one of the top service providers in the Caribbean, offering Broadband internet connectivity to the residential and enterprise markets, selected Cambium to implement Puerto Rico's first CBRS system. AeroNet plans to cover 90% of the island of Puerto Rico. AeroNet selected Cambium's PMP portfolio

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including our PMP 450m with cnMedusa technology along with our PMP 450b high-gain subscriber modules.

In Ecuador, the Ministry of Telecommunications created a program to provide free internet access at 4,500 extremely remote locations throughout the country. The Ministry selected CNT, who is a large service provider owned by the Ecuadorian government, to deploy and manage the network. CNT selected Cambium Networks' enterprise portfolio outdoor access points (E510) to provide these public hotspots.

Looking at new products since our previous quarterly update.

Within the PMP products, we are rounding out our product lines with the addition of two new solutions for the PMP 450 line. The additions include the 5 GHz PMP 450b Connectorized and the 450 MicroPop Connectorized. The 450 MicroPoP Connectorized adds a new option to provide hard to reach coverage and "fill-in" for an operator's network with an affordable solution. Both new products allow for a customized antenna specific for a network operators' needs.

Also in our PMP and PTP product lines, Cambium's highly anticipated 60 GHz cnWave for millimeter wavelengths began shipping in volume in December. This is significant, as network operators can now compete with fiber and cable operators in urban and suburban markets with comparable gigabit data rates and with compelling economics, which increases our serviceable available market (SAM).

Cambium now has approximately 40 proof of concepts (POCs) underway and several are turning to commercial operation, including YTL Communications, a Malaysian telecommunications operator, which has placed the world's first significant commercial order. YTL will be deploying our cnWave 60 GHz millimeter wave radio in George Town, in the state of Penang, Malaysia. This is a key reference deployment for Cambium as this is where Facebook implemented their largest Terragraph trial. The city of George Town, has legacy infrastructures and a prestigious UNESCO status, making it difficult to deploy fiber. With 60 GHz, it is possible to provide the city with high-speed broadband access by utilizing existing street furniture such as streetlamps, traffic lights and utility poles. As a result, it can be deployed faster and more cost efficiently than fiber broadband.

Cambium Networks is very excited about being able to provide fiber-like broadband performance and reliability at a fraction of the cost of fiber. We anticipate traditional fiber operators to deploy hybrid

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networks by using cnWave to extend the fiber plant to customer premises, accelerating time to revenue at lower operating and capital costs. Wireless is the new fiber!

Within our PTP product line, during the fourth quarter 2020, Cambium added two new next generation point-to-point licensed microwave products for backhaul featuring wider channels. The first is the PTP 850S, that can deliver up to 2 Gbps plus throughput featuring up to 4K Quadrature Amplitude Modulation (QAM). The second is the PTP 850C, which can deliver up to 4 Gbps and 4x4 Massive MIMO. The PTP 850S and 850C are important additions to our backhaul portfolio.

Also, in licensed spectrum, during Q4 Cambium Networks released a 3G LTE CPE with the full system release our next generation fixed wireless broadband LTE platform, cnRanger, for 3 GHz spectrum, commencing during Q1'21. cnRanger is an ideal solution for Internet Service Providers and industrial customers.

We continue to experience strong growth in accounts utilizing cnMaestro™ Cloud software, our end-to-end cloud-powered connectivity solution to manage the entire network from a single pane of glass. Total devices under cloud management in Q4'20 totaled over 524,000, an increase of over 7% from Q3'20, and up 40% year-over-year.

After years of development, in December, Cambium launched our new cnMaestro X, the premium version of cnMaestro. It has taken a lot of effort to add a majority of Cambium's products to be supported by cnMaestro X and to develop the sophisticated features that will command subscription payment. cnMaestro will now become the platform that will be the basis for many subscription software and service offerings. cnMaestro X will continue to make Cambium hardware products more differentiated and over the long run will contribute to a higher gross margin for the company.

Turning to the Channel

In Q4'20, we expanded our channel presence by adding over 640 new channel partners sequentially, and over 2,340 new channel partners year-over-year, which represents an increase of approximately 7.5% sequentially and 34% year-over-year.

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Given the global pandemic, we will be holding our first global virtual event, called Cambium Connections, on February 24th and 25th, for our end customers and partner community. We are excited to share our vision of where the industry is headed over the next few years.

I will now turn the call over to Stephen for a review of our Q4'20 financial results and outlook.

Stephen Cumming-CFO

Thanks Atul.

Cambium's record fourth quarter results are the culmination of multiple years of investment in our strong R&D pipeline and new product momentum as demand strengthened for Cambium's high-quality fixed wireless and enterprise Wi-Fi products. Our partner community remains resilient and demand continued to increase for our new Wi-Fi 6 products, and we are seeing healthy shipments of our 60 GHz products and record shipment of our latest ePMP products during the fourth quarter.

Record revenues of \$82.8 million for Q4'20 came in above the high-end of our outlook of \$74-\$76 million. Revenues increased by 13% quarter-over-quarter and up 29% year-over-year from \$64.1 million. This was the first quarter in our company's history to break the \$80 million revenue threshold, having just broken the \$70 million barrier for the first-time during Q3'20.

On a sequential basis for Q4'20, revenues were higher by \$9.8 million or an increase of approximately 13%. The higher revenues were driven by our PMP products, which grew 24% sequentially, due to service providers continuing to scale networks driven by requests for increased capacity, higher demand for CBRS compatible solutions, CARES Act and CAF2 funding, and the start of volume shipments of our new 60 GHz technologies. As anticipated, our Point-to-Point revenues declined by 7% sequentially, but performed better than anticipated after a very strong seasonal third quarter in North America for federal products. Enterprise Wi-Fi solutions grew 10% quarter-over-quarter driven by higher shipments of our new Wi-Fi 6 products and record shipments of our cloud-savvy switching products.

Looking at revenues by geographies

All regions grew on a quarter-over-quarter basis. North America, our largest region, represented 55% of company revenues, compared to 53% during Q3'20. North America had a record quarter with revenues growing 17% on a sequential basis, driven by higher PMP. EMEA, our second largest region, grew 6% sequentially and represented 26% of revenues during Q4'20, and 28% of revenues during Q3'20. The

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quarter-over-quarter growth in EMEA primarily reflects stronger PTP revenues and continued recovery in enterprise Wi-Fi revenues. CALA had another quarter of record revenues breaking the \$10 million barrier for the first time in the company's history and represented 12% of sales during Q4'20, growing by 14% quarter-over-quarter due to a broad-based revitalization in the region and a number of significant customer wins. APAC revenues grew 16% sequentially and represented 7% of revenues during Q4'20, flat as a percentage of revenues from Q3'20.

Looking at our gross margin. Non-GAAP gross margin of 51.2% decreased by 120 basis points compared to Q4'19. The year-over-year decrease in non-GAAP gross margin was the result of less mix of higher margin PTP and Wi-Fi products and higher inventory reserves.

On a sequential basis, non-GAAP gross margin in Q4'20 of 51.2% was 150 basis points higher than Q3'20. The higher quarter-over-quarter non-GAAP gross margin was the result of higher volumes, richer mix of higher margin enterprise Wi-Fi, lower rebates and inventory reserves, and improved supply chain efficiencies.

In Q4'20 our non-GAAP gross profit dollars increased by \$8.8 million to \$42.4 million compared to the prior year and improved by \$6.2 million dollars sequentially.

I'm particularly pleased with the improvements we have made with our gross margin initiatives and progress towards our longer-term goal of achieving an annual non-GAAP gross margin target of 51-52%. For the full year 2020, non-GAAP gross margin improved 80 basis points to 50.3%, compared to 49.5% for 2019.

Non-GAAP operating expenses (Research and development, sales, and marketing, general and administrative, and depreciation and amortization) in Q4'20 decreased by \$171 thousand dollars when compared to Q4'19, and stood at \$29.1 million, or 35.2% of revenues.

The majority of the year-over-year decrease in non-GAAP operating expenses was a result of lower discretionary spending in sales and marketing expenses due to less travel and trade show expenses as a result of COVID.

When compared to Q3'20, non-GAAP operating expenses increased by approximately \$3.5 million dollars. The quarter-over-quarter increase reflects higher R&D and Sales & Marketing expenses from a

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full quarter reinstated salaries and increased variable compensation resulting from higher revenues due to the company's strong performance during Q4'20.

For the full year 2020, non-GAAP operating expenses decreased by \$3.1 million and stood at \$106.7 million compared to \$109.8 million for 2019. The lower non-GAAP operating expenses during 2020 reflect the benefits of past restructuring activities as well as lower discretionary spending in Sales and Marketing.

Non-GAAP operating margin was 16.0%, up from 6.6% during Q4'19, and increased from 14.6% of revenues in Q3'20. For the full year 2020, non-GAAP operating margin was 12.0% compared to 8.3% for 2019.

We had another excellent quarter of profitability, with Adjusted EBITDA for Q4'20 at a record \$13.9 million or 16.8% of revenues, compared to \$5.3 million or 8.2% of revenues for Q4'19 and up from \$11.4 million or 15.6% of revenues for Q3'20.

Full year 2020 Adjusted EBITDA was \$37.4 million or 13.4% of revenues, compared to \$26.2 million or 9.8% of revenues for the full year 2019. This represents a 43% increase in Adjusted EBITDA from 2019.

We see continued leverage in our business and remain committed to driving our Adjusted EBITDA to our target model of 18-19% of revenues over the next few years.

Moving to cash flow

Cash flow provided by operating activities was \$15.1 million for the fourth quarter 2020, primarily the result of increased profitability, improved collections as a result of better linearity of revenues, and an increase in accounts payable.

This compares to \$6.1 million of net cash flow provided by operating activities for the fourth quarter 2019, and \$16.4 million for the third quarter 2020.

For the full year 2020, operating cash flow was \$56.9 million, compared to \$3.6 million during calendar 2019.

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Non-GAAP net income for Q4'20 was a record \$10.7 million, or \$0.38 per diluted share, compared to \$2.3 million, or \$0.09 per diluted share for Q4'19, and non-GAAP net income of \$7.8 million, or \$0.29 per diluted share for Q3'20. The higher non-GAAP net income compared to the prior year period was primarily due to higher revenues and gross profit dollars, lower OPEX as a result of the benefits from our past restructuring, lower sales and marketing and R&D expenses, and lower interest expense due to a reduction in long-term debt. The increase in non-GAAP net income compared to Q3'20 was primarily attributable to higher revenues and gross profit dollars as we efficiently scale our business.

For the full year 2020, non-GAAP net income was \$24.1 million or \$0.86 per diluted share compared to \$12.1 million or \$0.47 per diluted share in 2019.

Turning to the Balance Sheet

Cash totaled \$62.5 million as of Q4'20, an increase of \$12.4 million from Q3'20 and represented a positive net cash position for the first time in the company's history. The sequential increase in cash balance during Q4'20 was primarily the result of improved earnings, strong cash collections resulting from improved linearity of revenues, and an increase in accounts payables.

Q4'20 net receivables totaled \$58.1 million, a decrease of \$0.5 million from Q4'19 and an increase of \$4.2 million sequentially. Days Sales Outstanding for the fourth quarter stood at 56 days, an all-time record, and a decrease of 22 days from the prior year and lower by 2 days sequentially as a result of strong collections and improved shipping linearity.

In Q4'20, days payable outstanding stood at 55 days, a decrease of 5 days from the fourth quarter of the prior year, and lower by 3 days from the third quarter 2020.

Net inventories of \$34.0 million in Q4'20 decreased by \$7.7 million year-over-year and increased by \$4.9 million from Q3'20. Inventory Days stood at 71 days, down 58 days compared to Q4'19 and down by 2 days from the end of September. Given the rapid growth in revenues, we expect a modest increase in inventories over the next few quarters.

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Finally, Cambium was able to successfully increase our equity's trading liquidity with a secondary offering of 2.5 million shares sold from Vector Capital. The offering was non-dilutive to our existing shareholders and we welcome those new shareholders that are now part of Cambium's journey.

In Summary

We continued to make excellent progress on achieving our long-term target operating model by accelerating growth, gaining scale, and improving our operational efficiency. All of this is demonstrating the tremendous operating leverage we have in our business. Our balance sheet has strengthened, with another excellent quarter of cash generation, and we continue to see improving visibility into our business.

Moving to the First Quarter and Calendar Year 2021 Financial Outlook

Please note that Cambium Networks financial outlook does not include the potential impact of any possible future financial transactions, acquisitions, pending legal matters, or other transactions.

Accordingly, Cambium Networks only includes such items in our financial outlook to the extent they are reasonable; however, actual results may differ materially from the outlook.

Considering our current visibility, as of February 18, 2021, our Q1'21 financial outlook is expected to be as follows:

- Revenues between \$81.0 - \$85.0 million
- non-GAAP gross margin between 49.5% - 50.5%
- non-GAAP operating income between \$11.6 - \$13.4 million
- Interest expense, net of approximately \$1.4 million
- non-GAAP net income between \$8.4-\$9.7 million or between \$0.30 and \$0.34 per diluted share
- Adjusted EBITDA between \$12.6 - \$14.5 million dollars; and adjusted EBITDA margin between 15.6% - 17.0%
- non-GAAP effective tax rate of approximately 17.0% - 19.0%
- Approximately 28.3 million weighted average diluted shares outstanding

Turning to our cash requirements:

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- Paydown of debt: \$2.5 million
- Cash flow interest expense: approximately \$0.9 million
- Capital expenditures: \$3.2 - \$3.6 million

Full Year 2021 Financial Outlook is expected to be as follows:

- Revenues between \$317.5 - \$331.4 million, increasing between 14%-19%
- Adjusted EBITDA margin between 15.0% - 16.0%

I will now turn the call back to Atul for some closing remarks.

Atul Bhatnagar, President & CEO

We started this journey over nine years ago with our separation from Motorola with a shared set of values and the goal to win by delivering high-performance, high-quality, yet affordable products providing end-to-end wireless fabric managed by our cloud-based cnMaestro software. We haven't deviated from that vision and today the market is coming to Cambium as fixed wireless is now becoming mainstream as we enter urban markets for the first time in a significant way. With wireless now matching the end-to-end speeds of fiber, Cambium Networks is very well positioned to win based on our superior value and lower TCO. Wireless is the new fiber.

We continue to strive to achieve our goal of long-term topline growth in the mid-teens and adjusted EBITDA in the upper teens as a percentage of revenues. Cambium has multiple revenue drivers to reach this goal including our new gigabit wireless products such as enterprise Wi-Fi 6, 60 GHz and in the middle of this year 28 GHz millimeter wave solutions for 5G fixed wireless. We also expect the continued adoption of CBRS compatible solutions, and we can now add software-as-a-service to the list of growth drivers for 2021 with the inclusion of our cnMaestro X solution. Our profitability should benefit from increased scale in our business while we judiciously manage our costs, although we will continue to fuel new investments in R&D to maintain our technology edge.

Our balance sheet is net cash positive for the first time in the company's history and continues to improve. We had another solid quarter of cash generation, and we remain excellent stewards of capital.

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Looking at the upcoming year.

2020 showed how the wireless communications community rapidly stepped up to meet demand in response to the pandemic. We predict 2021 will see many of those changes become permanent and sets the stage for future growth opportunities.

Beyond calendar 2021, Cambium Networks remains excited to support the next round of the Connect America Funding, the Rural Digital Opportunity Fund, to bring highspeed broadband service to millions of unserved Americans, and Next Gen EU funding programs for high- capacity networks in Europe. Cambium solutions stand to benefit significantly from the general network infrastructure upgrades and the RDOF initiative beginning in a substantial way during 2022 and lasting for six or more years.

Our ability to scale our business, including our 24X7 global support, and our focus on customer delight through cutting edge innovations, remain our winning formula.

Finally, I'd like to thank our employees, partners, and customers for the hard work and cooperation, and outstanding results during these unprecedented times.

This concludes our prepared remarks.

So, with that, I'd like to turn the call over to [Daphne] and begin the Q&A session.

Operator: We will now open the call for your questions.

Peter Schuman-Sr. Director, Investor Relations – Closing Statement

Thank you [Daphne]. During Q1'21 Cambium Networks will be presenting and meeting virtually with investors on Feb. 24 with J.P. Morgan; Feb. 25 with Water Tower Research; at the JMP Securities Technology Conference on March 2, the Raymond James Institutional Investor Conference on March 3 and the ROTH Capital Partners Conference on March 16. In the meantime, you are always welcome to contact our Investor Relations Department at (847) 264-2188 with any questions that arise.

Thank you for joining us and this concludes today's call.