



Cambium Networks

Second Quarter 2020



Safe harbor/forward looking statements

This presentation and the accompanying oral presentation contain forward-looking statements. All statements other than statements of historical fact contained in this presentation, including statements regarding future operating results, the financial performance and position of Cambium, Cambium's business strategy, and plans and objectives for future operations, introduction of new solutions or products, expansion into new markets, regulatory compliance, expectations regarding outstanding litigation, technological capabilities, and strategic relationships, as well as assumptions relating to the foregoing, are forward-looking statements. In some cases, you can identify forward-looking statements by terminology such as "may," "will," "should," "could," "expect," "plan," "anticipate," "believe," "estimate," "predict," "intend," "potential," "would," "continue," "ongoing," "project," "target," or the negative of these terms or other comparable terminology. You should not rely on any forward-looking statements. Forward-looking statements should not be read as a guarantee of future performance or results, and will not necessarily be accurate indications of the times at, or by, which such performance or results will be achieved, if at all. Cambium has based these forward-looking statements on its estimates and assumptions and its current expectations and projections about future events. These forward-looking statements are subject to substantial risks, uncertainties and assumptions, some of which cannot be predicted or quantified. These risks include the difficulty in predicting Cambium's operating results, which may fluctuate significantly; Cambium's ability to respond to emerging technological trends and introduce new products and technology; Cambium's dependence on third-party manufacturers; Cambium's reliance on distributors and value-added resellers to promote and sell Cambium's products; and risks presented by the global COVID-19 pandemic, which could significantly disrupt our manufacturing, sales and other operations and negatively impact our financial results. In addition, Cambium operates in a very competitive and rapidly changing environment. Forward-looking statements are based on information available at the time those statements are made and/or management's good faith beliefs and assumptions as of that time with respect to future events. New risks emerge from time to time. It is not possible for Cambium's management to predict all risks, nor can Cambium 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 Cambium 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. These risks and uncertainties may be described in greater detail in the "Risk factors" section of our 2019 Form 10-K filed with the Securities and Exchange Commission on March 23, 2020. Our forward-looking statements relate only to events as of the date on which the statements are made. Except as required by law, Cambium 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.

This presentation contains statistical data, estimates and forecasts that are based on independent industry publications, such as those published by Cisco Visual Networking Index, International Data Corporation, Inc., QYResearch, and Sky light Research, LLC, or other publicly available information, as well as other information based on our internal sources. This information involves many assumptions and limitations, and you are cautioned not to give undue weight to these estimates. We have not independently verified the accuracy or completeness of the data contained in these industry publications and other publicly available information. Accordingly, Cambium makes no representations as to the accuracy or completeness of that data nor does it undertake to update such data after the date of this presentation.

Cambium is an "emerging growth company" as defined under the Securities Act of 1933, as amended (the "Act"). This presentation and the accompanying oral presentation are made pursuant to Section 5(d) of the Act. This presentation and the accompanying oral presentation shall not constitute an offer to sell or the solicitation of an offer to buy these securities, nor shall there be any sale of these securities in any state or jurisdiction in which such offer, solicitation or sale would be unlawful prior to registration or qualification under the securities laws of any such state or jurisdiction.

Cambium – a Leader in Wireless Network Fabric

Scalable

Global, next-gen wireless infrastructure leader

Differentiated

Purpose-built wireless technology for mid-sized service providers and mid-market enterprises

Capital Efficient Growth

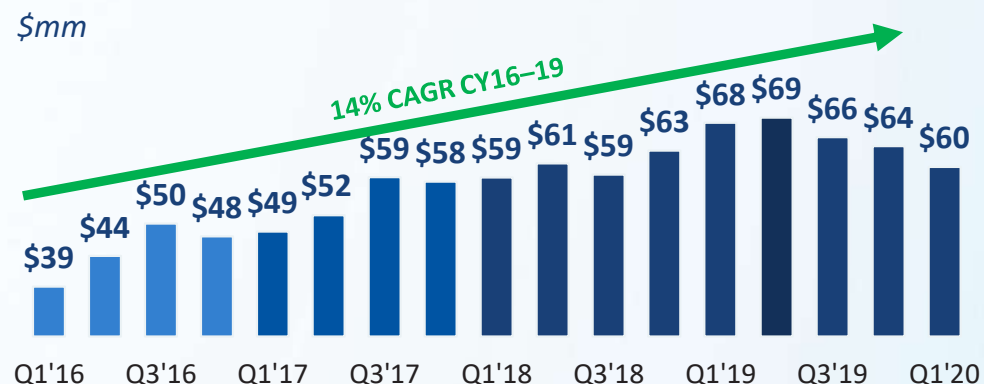
7,400+ channel partners worldwide¹;
7% Adj. EBITDA margin

Note: Please refer to appendix for reconciliation of non-GAAP metrics

¹ As of 3/31/2020

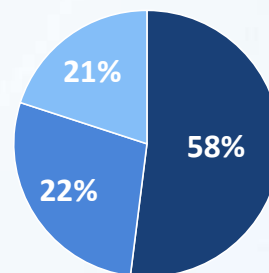


Quarterly Revenue Growth



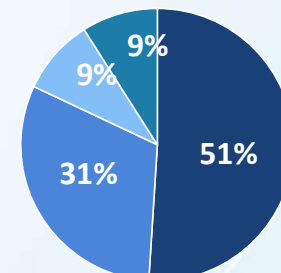
Q1
2020

Revenue by Product



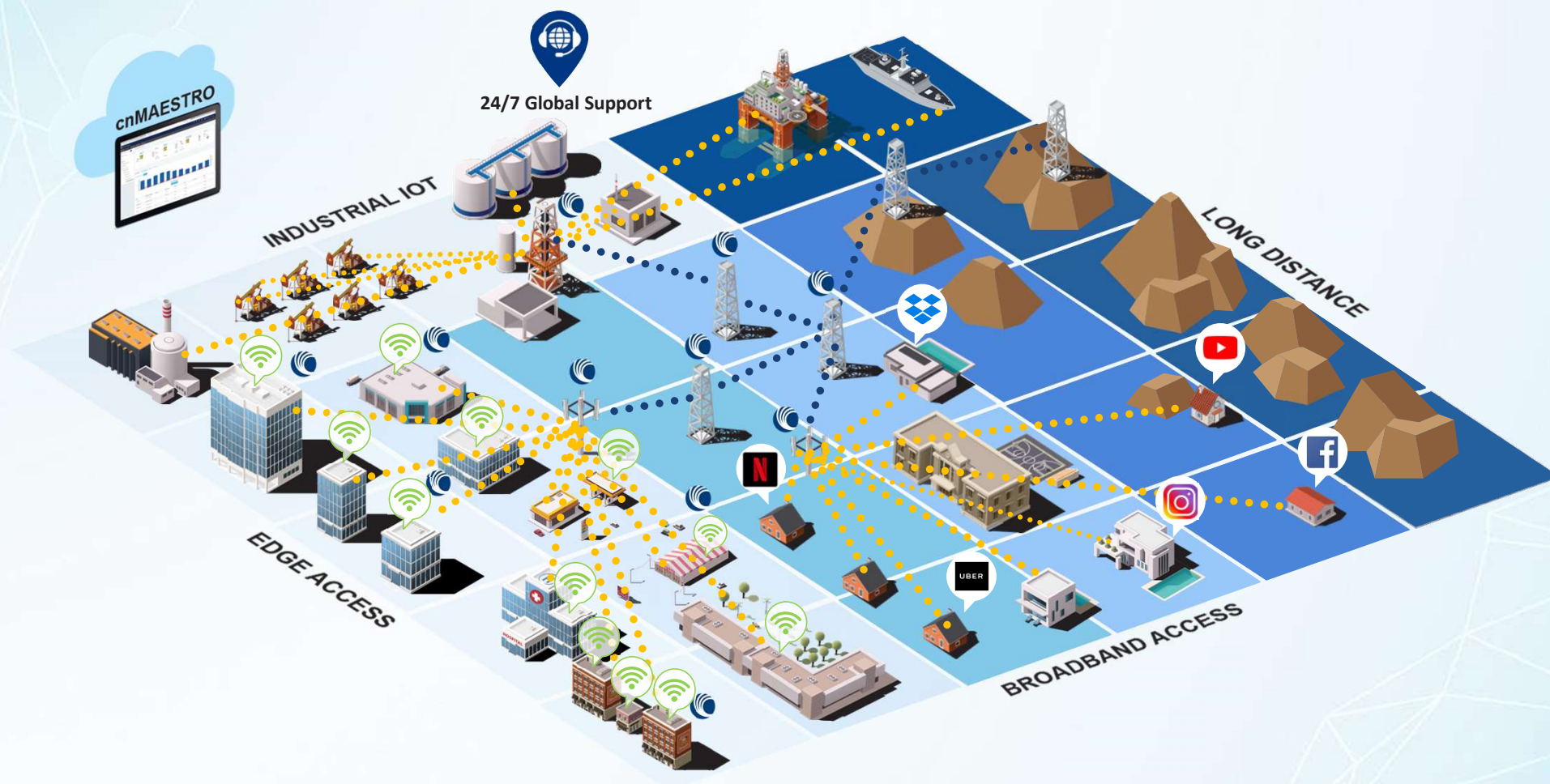
■ Point-to-Multipoint ■ Point-to-Point
■ Wi-Fi & other

Revenue by Geography



■ NA ■ EMEA ■ CALA ■ APAC

Cambium Provides Mission-Critical Wireless Fabric



Cambium's End-to-End Wireless Fabric Solution

Point-to-Multipoint



PMP 450m



Force 300

Point-to-Point



PTP 670/700



PTP 550

Wi-Fi



cnPilot e4/5/6xx



cnMatrix EX2028

cnPilotXirrus™

IIoT



cnReach

Cloud Software and Wireless Fabric Management: Design, Commission, Manage

LINKPlanner

Network design tool

Optimizes RF performance



cnMaestro & XMS

Cloud management

Enables secure, end-to-end network control



cnArcher

Intelligent edge app

Allows field techs to configure PMP networks



cnHeat

Network planning

Site Identification & placement



Leading Next-Gen Wireless Infrastructure Differentiated by RF Algorithms and Software

**Leading
spectral
efficiency**



**Embedded
network
intelligence**



Reliability



Scalability

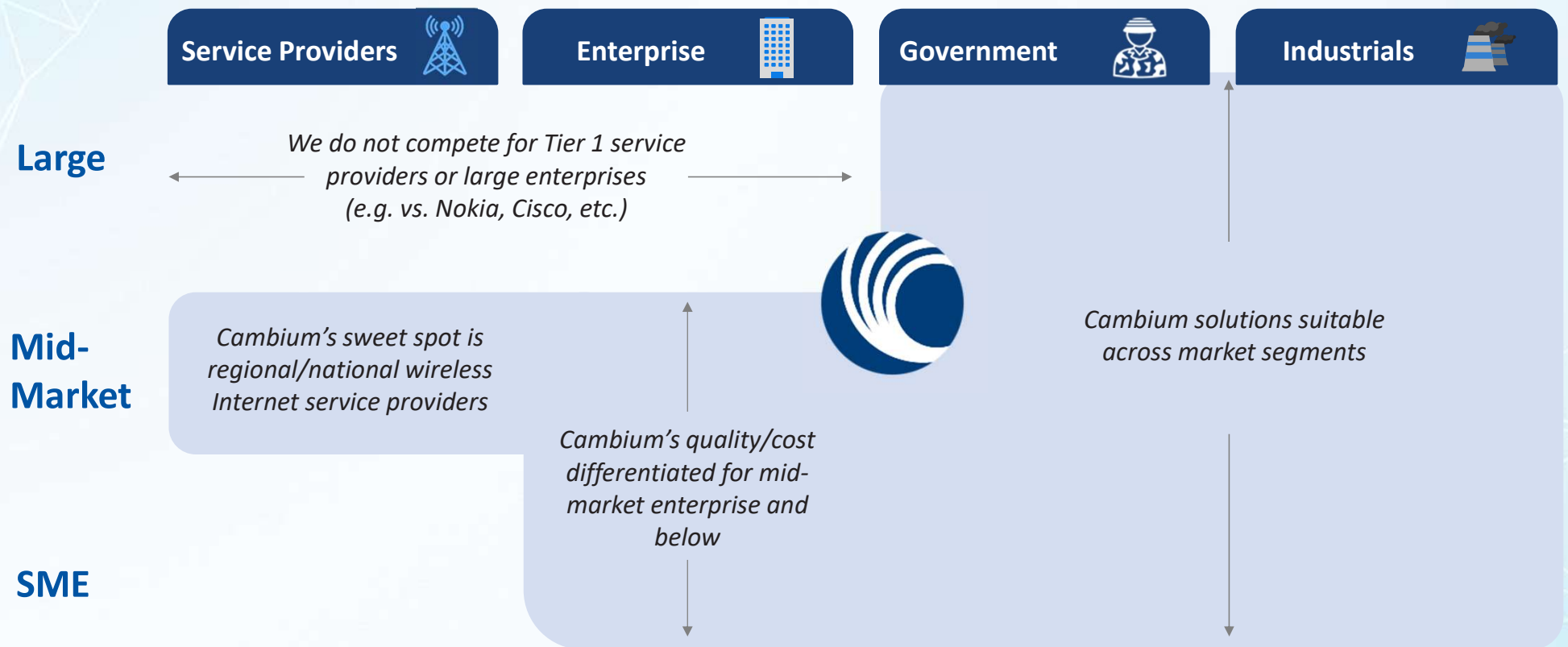


**Attractive
economics**





Focused on Growing Markets of Mid-Sized Service Providers and Enterprises That Are Traditionally Underserved



Competitive Advantages Driven by Scalability, Unit Costs, Quality and 24/7 Support

Mid-Sized Service Providers¹



- ✓ 2x spectral efficiency
- ✓ 24/7 enterprise-class support
- ✓ Scalable networks

SME / Mid-Mkt Enterprises



- ✓ 24/7 enterprise-class support
- ✓ Durability and reliability
- ✓ Cloud performance and functionality

Government



- ✓ Highly ruggedized
- ✓ Unparalleled quality
- ✓ Purpose-built products

Industrials



- ✓ Cloud-based network mgmt platform
- ✓ Integrated wireless fabric portfolio
- ✓ Durability and reliability

Results in attractive economics for our customers

¹ 5K–200K subscribers



Serving a Broad and Diverse Customer Base

Mid-Sized Service Providers¹ 



SME / Mid-Mkt Enterprises 



Government 



Industrials 




10,000+ network operators

7,400+ channel partners

Note: Metrics shown as of 12/31/2019

¹ 5K–300K subscribers

 Cambium Networks

Pursuing a Growing \$22bn TAM

\$12.4bn

Switching

\$0.6bn

Point-to-Multipoint

\$3.3bn

Point-to-Point

\$6.2bn

Enterprise WLAN

\$22.5bn
TAM in 2018

Wireless mobile data traffic expected to grow at a 46% CAGR from 2017–2022¹

- Continued migration to cloud applications
- Increased video streaming and video surveillance
- Enterprises deploying wireless broadband networks on edge
- IIoT demand for real-time monitoring

Source: \$6.2bn enterprise WLAN market (IDC), \$3.3bn PTP microwave market (Sky Light), \$12.4bn Ethernet switching market for 1GB and 100MB (IDC), and \$0.6bn PMP market (QYResearch), each, for 2018

¹ Cisco Visual Networking Index Global Mobile Data Traffic Forecast, 2017-2022, February 2019

Deep and Experienced Leadership Team



ATUL BHATNAGAR

President and CEO

- ✓ Atul has 12 years of CEO experience at networking companies
- ✓ Previous role: CEO of public company Ixia



STEPHEN CUMMING

CFO

- ✓ Stephen has 12 years of CFO experience at technology companies
- ✓ Previous roles: CFO of Kenandy and CFO of public company Atmel



SCOTT IMHOFF

SVP of Product Mgmt
29 years experience



RON RYAN

SVP Global Channel Mgmt
33 years experience



SALLY RAU

General Counsel
36 years experience



VIBHU VIVEK

SVP of Products
29 years experience



BRYAN SHEPPECK

SVP of Global Sales
24 years experience



RAYMOND DE GRAAF

SVP of Ops
27 years experience



Financial Highlights

Historical double-digit annual revenue growth

Diversification across products and geographies

Entrenched customer base drives reoccurring revenue

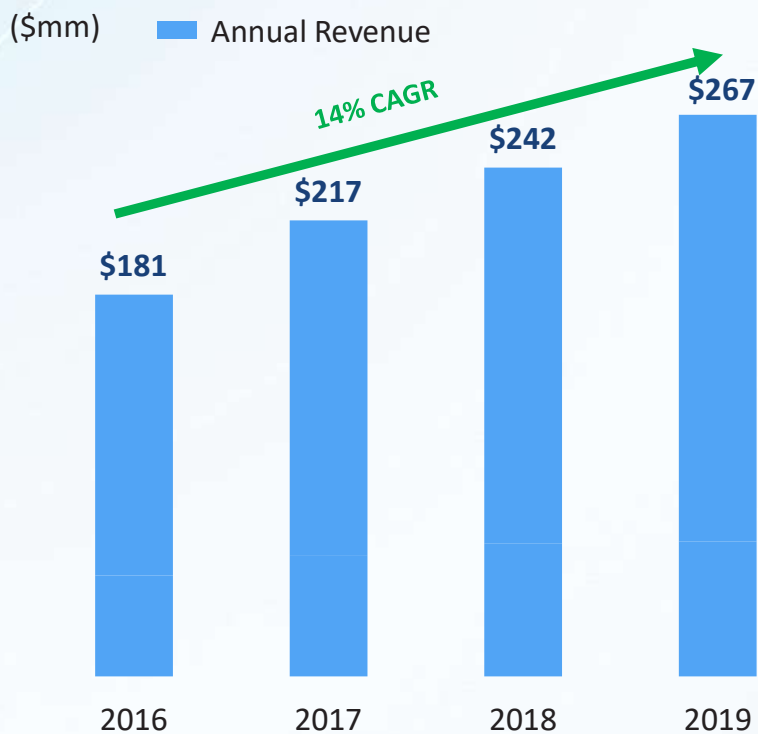
Strong visibility from order backlog built each quarter

Operating leverage in business model via: (i) stable gross margin, (ii) opex discipline, (iii) benefits from recent R&D investment

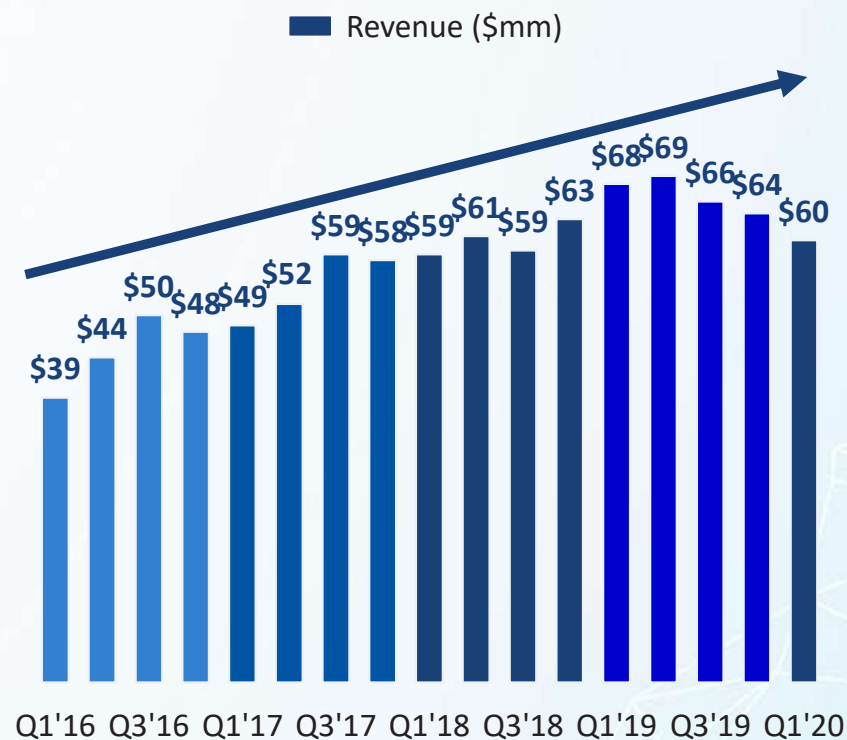
Attractive long-term model of annual Adjusted EBITDA margin expansion over the next several years

Consistent Double-Digit Annual Revenue Growth

Continued Top-Line Momentum



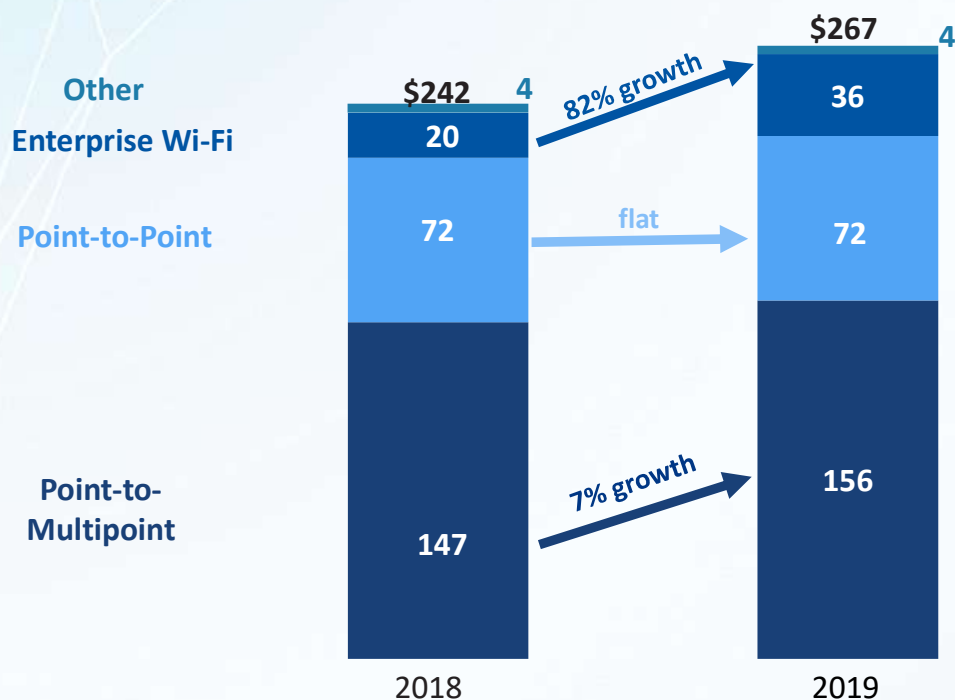
Historical Track Record of Growth



Diversification Across Products and Geographies

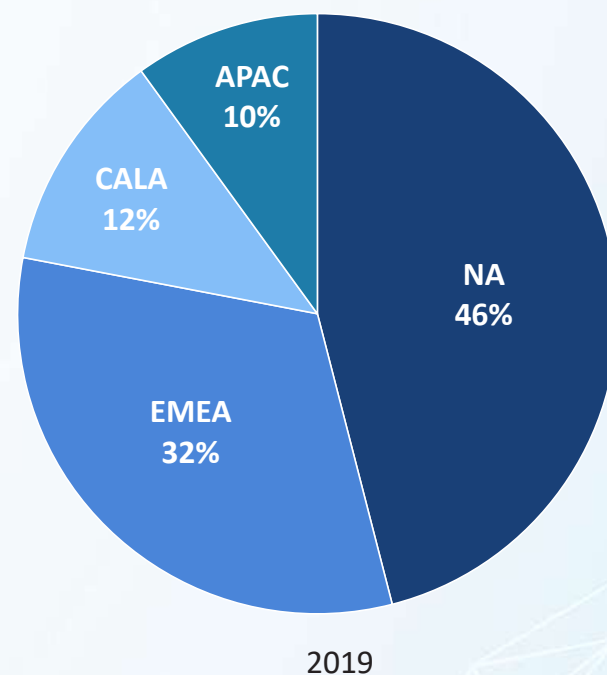
Diversified Growth Across Products¹

(\$mm)



Balanced Base Across Geographies¹

(% Revenue)



Entrenched Customer Base Drives Reoccurring Revenue

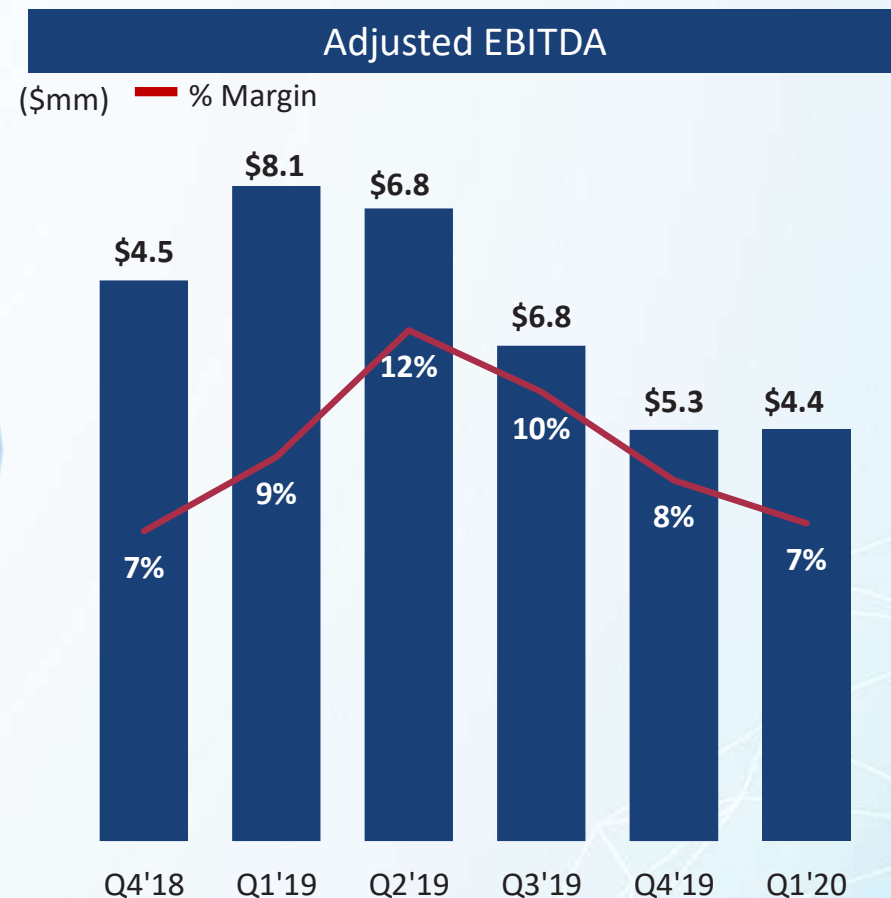
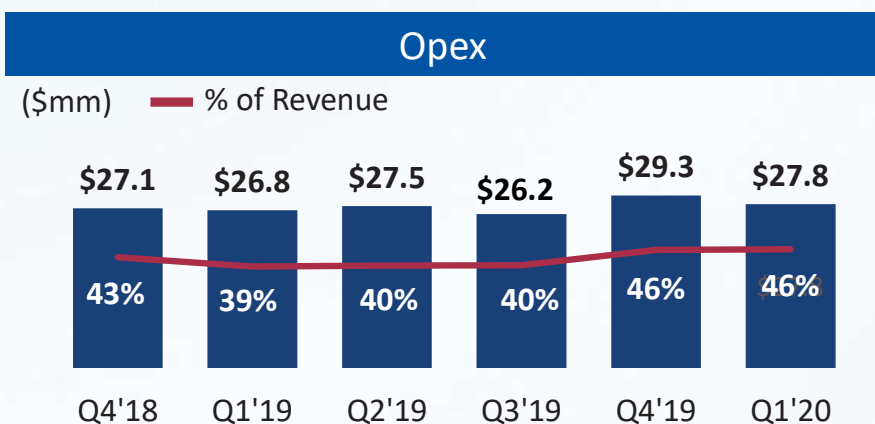
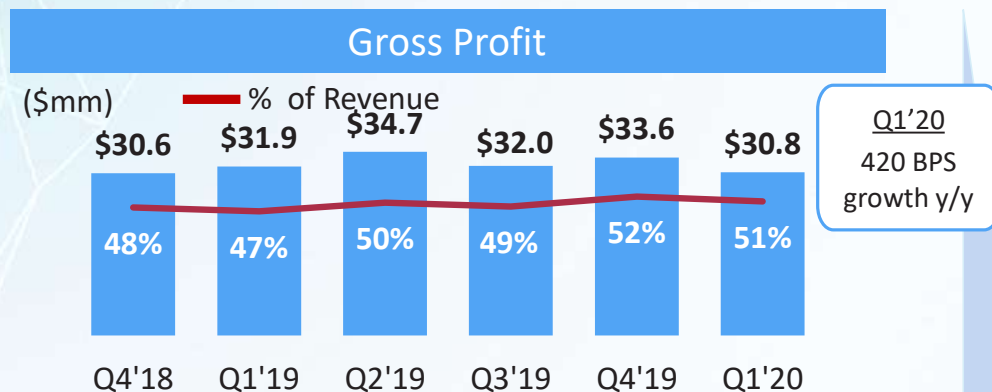
Repeat Purchases from Top 25 North America Network Operators

Customer	2014				2015				2016				2017				2018				2019				'20
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1
1																									
2																									
3																									
4																									
5																									
6																									
7																									
8																									
9																									
10																									
11																									
12																									
13																									
14																									
15																									
16																									
17																									
18																									
19																									
20																									
21																									
22																									
23																									
24																									
25																									

Top 25 network operators purchased 91% of quarters since active; existing customers comprise 70% of revenue¹

¹ During 2018

Stable Gross Margin and Opex Discipline Driving EBITDA Growth



Note: Please refer to appendix for reconciliation of non-GAAP metrics

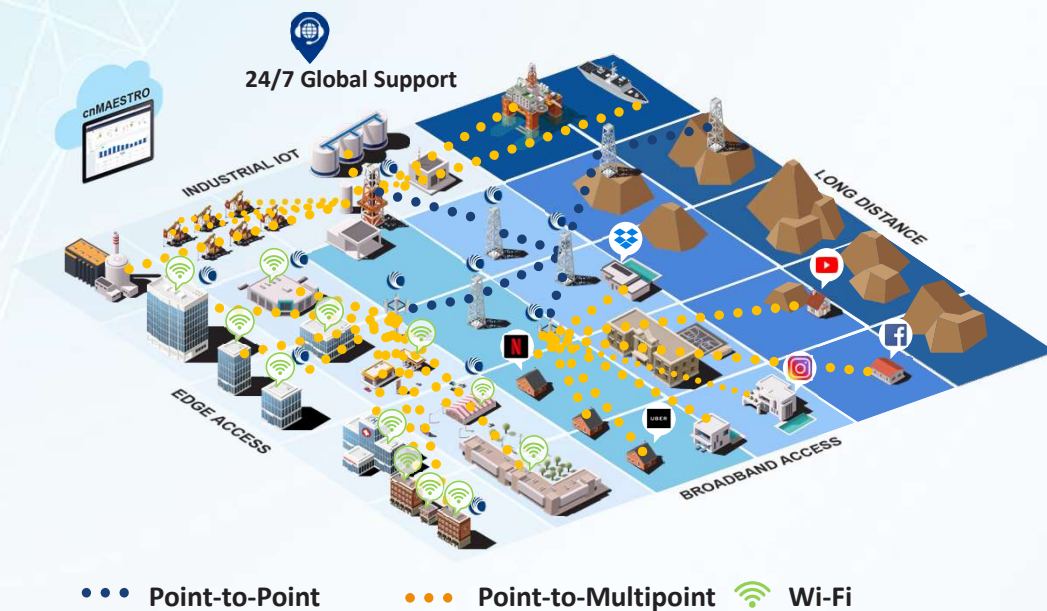
Long-Term Target Model

Key Metrics	2017	2018	2019	Q1'20	Long-Term Target ¹
<i>Revenue growth (y/y)</i>	19%	12%	10%	-11%	15-17%
<i>Gross margin</i>	51%	48%	50%	51%	51-52%
<i>R&D (% of revenue)</i>	15%	16%	16%	18%	14-16%
<i>S&M (% of revenue)</i>	17%	18%	16%	16%	13-14%
<i>G&A (% of revenue)</i>	8%	8%	8%	10%	4-5%
<i>Adj. EBITDA margin</i>	12%	6%	10%	7%	18-19%
<i>Annual margin expansion (bps)</i>	34	(556)	350	(160)	200
<i>Tax rate</i>	26%	13%	15%	29%	17%

Note: Please refer to appendix for reconciliation of non-GAAP metrics

¹ Based on estimates and assumptions

Key Drivers for Cambium Networks Growth



- LAN/WAN convergence Wi-Fi 6 and 60 GHz & 28GHz and CBRS
- Tier II & Tier III Service Providers adopting fixed wireless broadband
- Cambium adoption in small & medium enterprises

Investment Highlights

Leading next-gen wireless products differentiated by RF algorithms and software

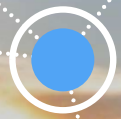
Focused on growing markets of mid-sized service providers and enterprises that are traditionally underserved

Competitive advantages driven by scalability, unit costs, quality and 24/7 support

Pursuing a growing \$22bn TAM¹ driven by increased demand for bandwidth

Operating leverage is expected to create annual Adjusted EBITDA growth over the next several years

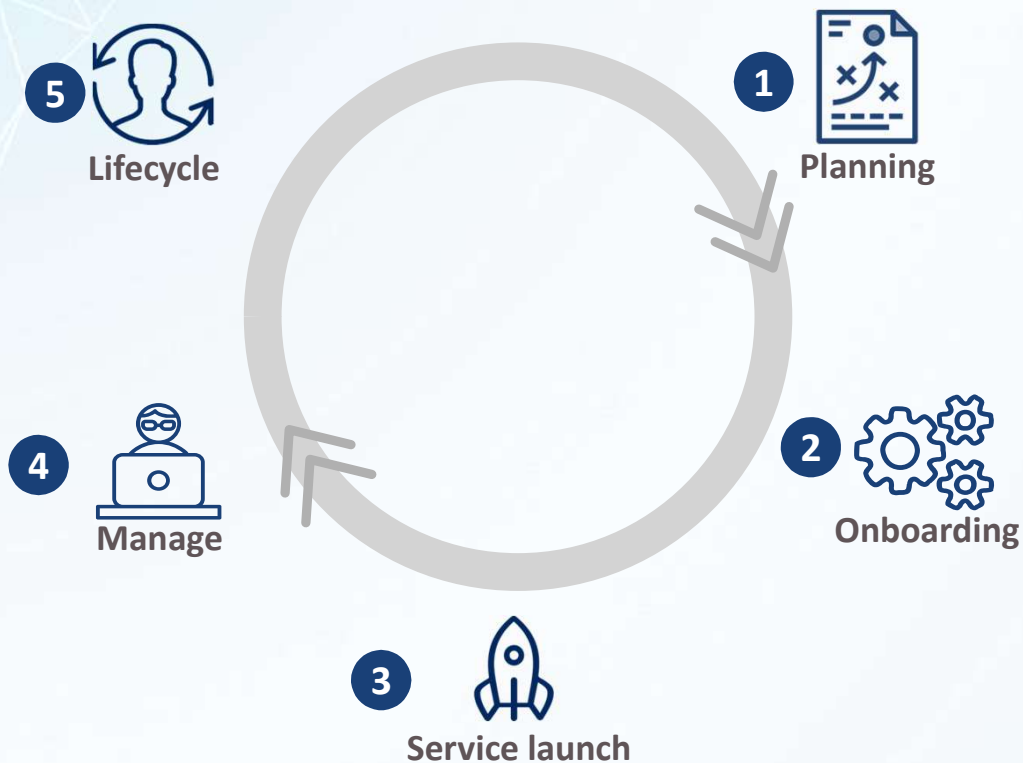
¹ Includes \$6.2bn enterprise WLAN market (IDC), \$3.3bn PTP microwave market (Sky Light), \$12.4bn Ethernet switching market for 1GB and 100MB (IDC), and \$0.6bn PMP market (QYResearch), each, in 2018



Appendix



cnMaestro – Orchestrating Network's Lifecycle Management Through a Single Pane of Glass



cnMaestro Gaining Significant Scale

~10,900 network operators

>140 countries

20,000+ unique administrators

>411,600 total devices

Note: Metrics shown as of 3/31/2020

Industry Leading Customer Satisfaction



Industry Leading Net Promoter Score

- Excellent Net Promoter Score +45; Range for competition -8 to +38

Satisfaction Ratings

+45	8.5 _{/10}	427
Net Promoter Score®	Average Rating	NPS® Ratings Collected

Note: Cambium Networks TechValidate platform metrics shown as of 3/31/2020
Competitors (Aerohive, Cisco Systems, Commscope, Juniper Networks & Ubiquiti Networks)
Net Promoter Scores source: <https://customer.guru/>.

Illustrative Network Build-Out Cycle

Mid-Sized Internet Service Providers

Phase 1: Core buildout

- PTP infrastructure for Backhaul
- PMP AP infrastructure for launch geography
- Initial subscriber rollouts
- cnMaestro Basic

Phase 2: Geographic expansion

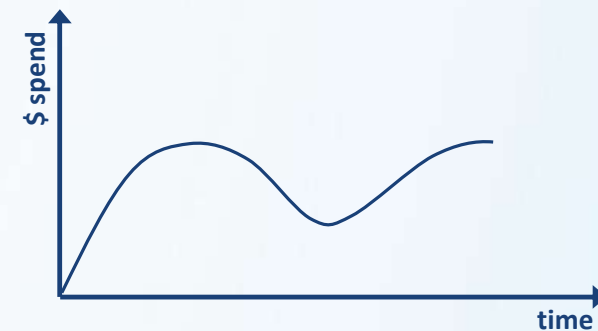
- PTP as required to support new sites
- PMP infrastructure paced to geographic expansion
- cnMaestro Pro
- Accelerating software demand

Phase 3: Subscriber density

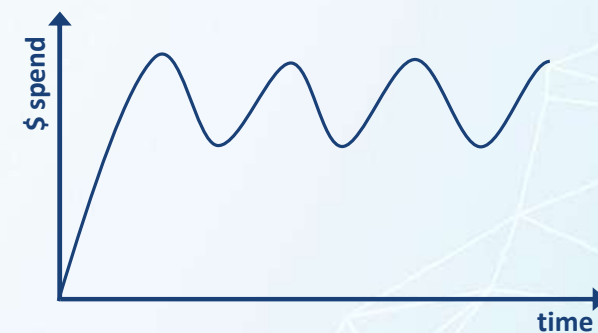
- Infrastructure limited to support density
- Ongoing subscriber demand



Industrial

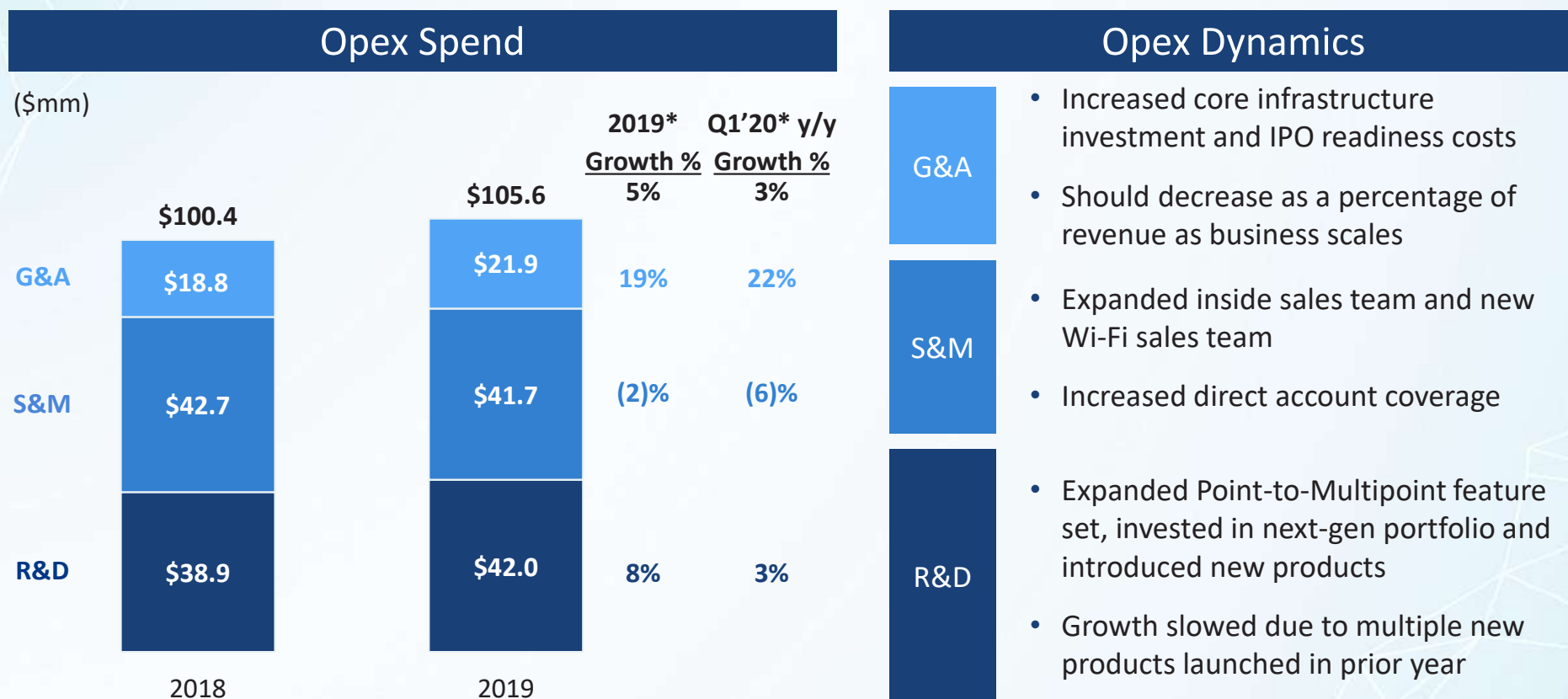


Wi-Fi / Enterprises



Note: Tables represent illustrative network build-out cycle for representative network operators in various sample end-markets

Operating Expense Investments Setting Stage for Future Leverage



Adjusted EBITDA Reconciliation

<i>\$mm</i>	2017	2018	Q1'19	Q2'19	Q3'19	Q4'19	2019	Q1'20
Revenue	\$216.7	\$241.8	\$68.1	\$69.2	\$65.7	\$64.1	\$267.0	\$60.4
GAAP net income (loss)	9.8	(1.5)	1.9	(20.4)	2.0	(1.0)	(17.6)	(0.8)
Non-GAAP Adjustments								
Net interest expense	5.0	8.1	2.3	2.3	2.1	1.4	8.1	1.3
Income tax provision (benefit)	(0.4)	(0.8)	0.4	8.6	0.0	1.2	10.3	0.1
Depreciation and amortization expense ¹	8.9	9.0	1.4	1.4	1.6	2.1	6.4	1.8
Sponsor fees, share based expenses, one-time acq. & restructuring exp.	2.5	0.5	0.1	16.2	1.1	1.6	19.1	2.0
Total Non-GAAP Adjustments	16.0	16.8	4.2	28.5	4.8	6.3	43.9	5.2
Adjusted EBITDA	\$25.8	\$15.3	\$6.0	\$8.1	\$6.8	\$5.3	\$26.2	\$4.4
Adjusted EBITDA margin²	11.9%	6.3%	8.9%	11.8%	10.3%	8.2%	9.8%	7.3%

Note: May not foot due to rounding

¹ Includes amortization of capitalized internal costs for software to be sold or marketed externally included in cost of revenues and excludes amortization of debt issuance costs, which is included in interest expense

² Adjusted EBITDA margin is calculated by dividing Adjusted EBITDA for a period by revenue from the same period

Non-GAAP Reconciliation

CAMBIUM NETWORKS CORPORATION
RECONCILIATION OF GAAP FINANCIAL MEASURES TO NON-GAAP FINANCIAL MEASURES
(In thousands, except per share data)
(Unaudited)

	Three Months Ended		
	March 31, 2020	December 31, 2019	March 31, 2019
GAAP gross profit	\$ 30,632	\$ 33,295	\$ 31,790
Share-based compensation expense	17	15	—
Amortization of capitalized software costs	150	145	79
Restructuring expense	—	117	—
Non-GAAP gross profit	\$ 30,799	\$ 33,572	\$ 31,869
Non-GAAP gross margin	51.0%	52.4%	46.8%
GAAP research and development expense	\$ 11,814	\$ 12,126	\$ 10,482
Share-based compensation expense	368	426	—
Restructuring expense	639	131	—
Non-GAAP research and development expense	\$ 10,807	\$ 11,569	\$ 10,482
GAAP sales and marketing expense	\$ 10,304	\$ 11,445	\$ 10,218
Share-based compensation expense	232	204	—
Restructuring expense	513	362	—
Non-GAAP sales and marketing expense	\$ 9,559	\$ 10,879	\$ 10,218
GAAP general and administrative expense	\$ 6,446	\$ 5,936	\$ 5,130
Share-based compensation expense	194	270	—
Xirus one-time acquisition charges	—	74	—
Restructuring expense	—	34	—
Non-GAAP general and administrative expense	\$ 6,252	\$ 5,558	\$ 5,130
GAAP depreciation and amortization	\$ 1,695	\$ 1,901	\$ 1,281
Amortization of acquired intangibles	551	593	293
Non-GAAP depreciation and amortization	\$ 1,144	\$ 1,308	\$ 988
GAAP operating income	\$ 373	\$ 1,887	\$ 4,679
Share-based compensation expense	811	915	—
Amortization of capitalized software costs	150	145	79
Amortization of acquired intangibles	551	593	293
Xirus one-time acquisition charges	—	74	—
Restructuring expense	1,152	644	—
Non-GAAP operating income	\$ 3,037	\$ 4,258	\$ 5,051
GAAP pre-tax income (loss)	\$ (756)	\$ 190	\$ 2,277
Share-based compensation expense	811	915	—
Amortization of capitalized software costs	150	145	79
Amortization of acquired intangibles	551	593	293
Xirus one-time acquisition charges	—	74	—
Restructuring expense	1,152	644	—
Non-GAAP pre-tax income	\$ 1,908	\$ 2,561	\$ 2,649
GAAP provision (benefit) for income taxes	\$ 82	\$ 1,239	\$ 415
Valuation allowance impacts	—	1,361	—
Tax impacts of share vesting	3	277	—
Tax effect of share-based compensation expense, amortization of acquired intangibles, Xirus one-time acquisition, restructuring expense using non-GAAP ETR	(533)	(688)	(67)
All other discrete items	61	—	6
Non-GAAP provision for income taxes	\$ 551	\$ 289	\$ 476
Non-GAAP ETR	28.9%	11.3%	18.0%
GAAP net (loss) income	\$ (838)	\$ (1,049)	\$ 1,862
Share-based compensation expense	811	915	—
Amortization of capitalized software costs	150	145	79
Amortization of acquired intangibles	551	593	293
Xirus one-time acquisition charges	—	74	—
Restructuring expense	1,152	644	—
Non-GAAP adjustments to tax	64	1,638	6
Tax effect of share-based compensation expense, amortization of acquired intangibles, Xirus one-time acquisition charges, restructuring expense using non-GAAP ETR	(533)	(688)	(67)
Non-GAAP net income	\$ 1,357	\$ 2,272	\$ 2,173
Non-GAAP fully weighted basic and diluted shares	25,680	25,673	13,600
Non-GAAP net income per Non-GAAP fully weighted basic and diluted shares	\$ 0.05	\$ 0.09	\$ 0.16

