



5G DISRUPTOR, INNOVATOR

## Investor Presentation 1Q 2022 Earnings

May 2022



# Disclaimer

## Forward Looking Statements

Certain statements in this investor presentation ("Presentation") may be considered "forward-looking statements" within the meaning of the "safe harbor" provisions of the United States Private Securities Litigation Reform Act of 1995.

Forward-looking statements generally relate to future events or the Company's future financial or operating performance. For example, projections of future Revenue and Gross Profit. In some cases, you can identify forward-looking statements by terminology such as "may", "should", "expect", "intend", "will", "estimate", "anticipate", "believe", "predict", "potential" or "continue", or the negatives of these terms or variations of them or similar terminology. Such forward-looking statements are subject to risks, uncertainties, and other factors which could cause actual results to differ materially from those expressed or implied by such forward-looking statements.

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The Company believes these non-GAAP measures of financial results provide useful information to management and investors regarding certain financial and business trends relating to the Company's financial condition and results of operations. The Company believes that the use of these non-GAAP financial measures provides an additional tool for investors to use in evaluating ongoing operating results and trends in and in comparing the Company's financial measures with other similar companies, many of which present similar non-GAAP financial measures to investors. These non-GAAP financial measures are subject to inherent limitations as they reflect the exercise of judgments by management about which expense and income are excluded or included in determining these non-GAAP financial measures. Please refer to the table on slide 21 for a reconciliation of these measures to what the Company believes are the most directly comparable measure evaluated in accordance with GAAP.

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## Today's Presenters: Executives



**Eric Stonestrom**

Chairman & CEO



**Glenn Laxdal**

President & COO



**David Brant**

SVP & CFO



## Airspan at a Glance

Airspan Networks Inc. completed a business combination with New Beginnings Acquisition Corp. on August 13th 2021 and listed on NYSE American as Airspan Networks Holdings Inc. (NYSE AMERICAN: MIMO) on August 16<sup>th</sup> 2021.

- Multi-award-winning 4G & 5G network densification solution provider
- End-to-end Radio Access Network (RAN/O-RAN) virtualization, backhaul, and network optimization solutions
- Innovation leadership with more the 250 patents granted or pending
- Addresses ~\$30bn 5G and 4G/LTE RAN market; critical components of the ~\$200bn spent annually on 5G buildouts
- Founded in 1992, 800 FTE worldwide
- Headquartered in Boca Raton, FL with additional offices in London, Tel Aviv, Mumbai and Tokyo
- Well-known, respected operators and thought leaders as investors:



NYSE AMERICAN:  
**MIMO**

### Airspan by the Numbers

**\$177mm**  
2021Y Revenue

**1,000+**  
Customers in 100+ Countries

**1+ Million**  
Base Stations Shipped

**25+ Years**  
Proven Technology



# Awards and Recognition



EXCELLENCE IN COMMERCIAL  
DEPLOYMENT: OPEN RAN



EXCELLENCE IN COMMERCIAL  
DEPLOYMENT: URBAN



Global  
Mobile  
Awards  
WINNER



WIRELESS NETWORK INNOVATION  
PRODUCT OF THE YEAR



5G REALISED: USE CASE  
INNOVATION AWARD



FIXED WIRELESS BROADBAND  
SOLUTION OF THE YEAR



# Top Tier Customers and Partners

## Global Carrier Networks



## OEM Partners



## Private Networks





# 5G is Driving Network Transformation

## 4G – LEGACY

## 5G – TODAY

### NETWORK CHARACTERISTICS

Centralized network and macro cell control



Distributed, AI driven, self organizing and access edge centric

Proprietary, closed architectures



Open architectures

Hardware-centric



Software-centric; leveraging virtualization and cloud

Large, consolidated service providers



Many new service providers and application specific networks

### GROWTH POTENTIAL

4G global mobility networks: 500



5G global mobility networks (2025E): 1,500

4G private networks: 800



5G private networks (2025E): 15,000

• Source: Analysis Mason for Private Networks





# Drastically Different Network Densification Between 4G & 5G

Airspan Densification for Optimal Mid-Band Spectrum Network

Before: Macro model



Approximately 50 macro cell sites took 15 years to permit and install

After: Densified

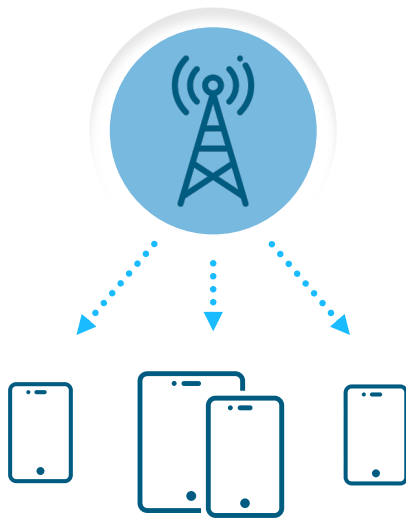


Over 20,000 micro cell sites installed in 9 months



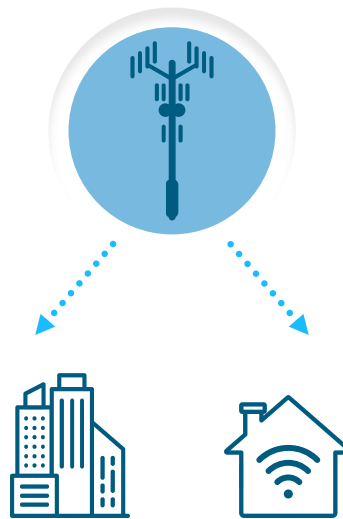
# Three Large and Rapidly Growing Markets Driven by 5G

## Wireless Carrier Networks



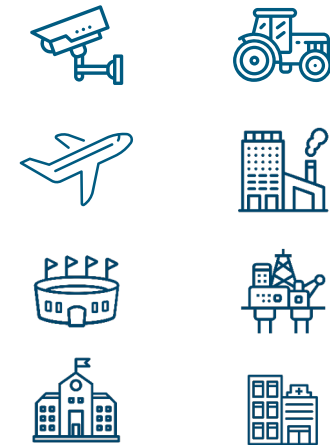
2022 TAM: **\$34.3bn<sup>1</sup>**  
2021-2024 CAGR: **5%<sup>1</sup>**

## Fixed Wireless Access



2022 TAM: **\$1.9bn<sup>2</sup>**  
2020-2024 CAGR: **74%<sup>2</sup>**

## Private Networks



2022 TAM: **\$2.7bn<sup>3</sup>**  
2021-2024 CAGR: **46%<sup>3</sup>**

• Sources: <sup>1</sup>Mobile Experts; <sup>2</sup>Magna Intelligence "Global 5G Fixed Wireless Access Market Databank" (January 2021); <sup>3</sup>IDC "Worldwide Private LTE/5G Infrastructure Forecast 2020-2024" (December 2020)



# 5G Networks Have Become National Priorities

5G networks are expected to drive significant innovation and be central to transportation, power, and communications infrastructure.



Autonomous Vehicles



IOT



Power & Utilities



Robotics



Content Consumption/  
Distribution



Rural Broadband

As a leading North American, integrated, 5G access network provider, Airspan expects to benefit from:

<b>FUNDED Government Initiatives</b>	<b>Amount (\$bn)</b>
Rural Digital Opportunity Fund ("RDOF")	\$9.2bn
Rip and Replace bill	\$1.9bn
CARES Act 2	\$0.6bn
NTIA Tribal Broadband Connectivity Grants	\$1.0bn
NTIA Broadband Infrastructure Program	\$0.3bn
NTIA Connecting Minority Communities Pilot Program	\$0.3bn
U.S. Innovation and Competition Act	\$1.6bn
<b>Total</b>	<b>\$14.9bn</b>

- Recently-passed infrastructure bill: \$65B for broadband deployment, adoption, and equity
  - \$42.5B to fund the Broadband Equity, Access, Deployment Program, grants to states/digital divide
- International opportunity mirrors domestic programs - \$1B+ programs expected in UK and Germany



## \$3B of Current Project Funnel Addressing a Much Larger TAM

35%	<b>Carrier</b> <ul style="list-style-type: none"><li>• Mobile capex with 5G upgrade cycle</li><li>• New market entrants (Greenfields)</li></ul>
25%	<b>Cable MSO</b> <ul style="list-style-type: none"><li>• Cable MSOs bought CBRS spectrum</li><li>• Mobility service and Fixed Broadband</li></ul>
15%	<b>Enterprise</b> <ul style="list-style-type: none"><li>• Convergence of CBRS and Wi-Fi 6 + Private 5G</li></ul>
10%	<b>Air-to-Ground/Military</b> <ul style="list-style-type: none"><li>• Aviation build outs &amp; Defense Dept 5G</li></ul>
15%	<b>FWA</b> <ul style="list-style-type: none"><li>• 23 million underserved homes in US alone—worldwide trend</li></ul>

Confidence in large, sustainable growth opportunity

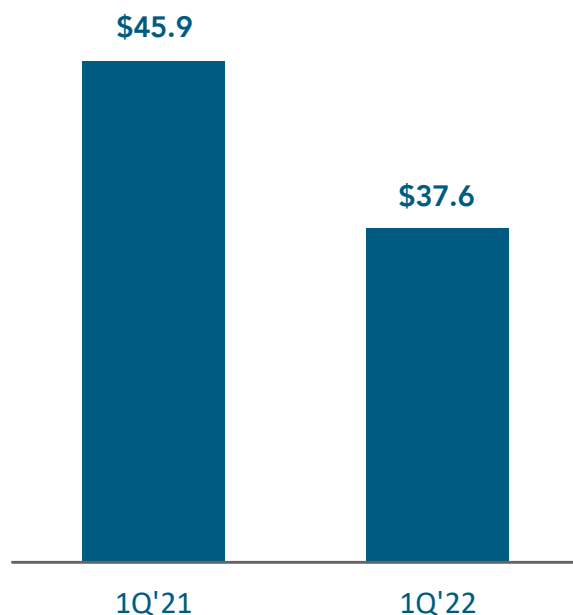


# Financial Update

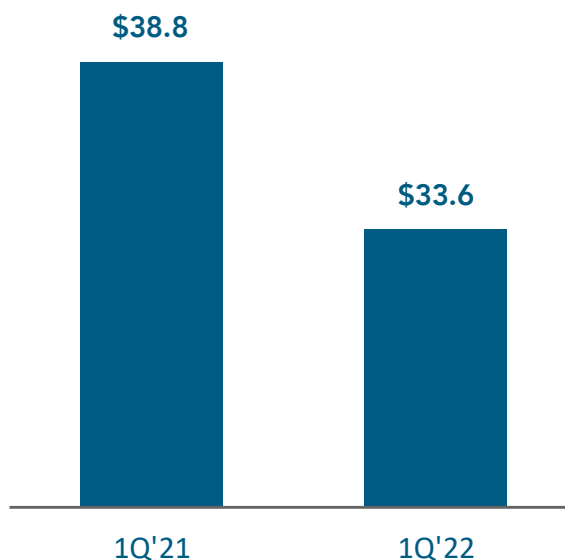


## 1<sup>st</sup> Quarter 2022 Highlights

**Total Revenue (\$mm)**



**Products and Software Licenses Revenue (\$mm)**



- Revenue of \$37.6 million, down 25% from 4Q 2021 and down 18% from 1Q 2021
- Products and software licenses revenue of \$33.6 million down 25% from 4Q 2021 and down 13% from 1Q 2021
- Gross profit of \$12.1 million down 42% from 4Q 2021 and down 42% from 1Q 2021
- Net loss of \$29.7 million compared to a net loss of \$19.6 million in 4Q 2021 and a net loss of \$13.5 million in 1Q 2021
- Adjusted EBITDA (non-GAAP measure) of \$18.0 million loss compared to an \$8.0 million loss in 4Q 2021 and a \$5.4 million loss in 1Q 2021
- Gross margin of 32.1% down from 41.1% in 4Q 2021 and 45.6% in 1Q 2021 on supply chain pressures





# Closing Remarks



## Key Takeaways: 5G Tsunami



Demand for connectivity in every aspect of life is increasing exponentially, alongside an explosive new appetite for data hungry applications like the Metaverse



Top tier customer base with growing demand



World-class strategic investor and supply chain partners



Continued explosive growth in the 5G and FWA markets provide large, expanding TAM and confidence in our \$3B revenue funnel



Market leading innovation with diversified and expanding product portfolio, stemming from industry-leading internal R&D teams



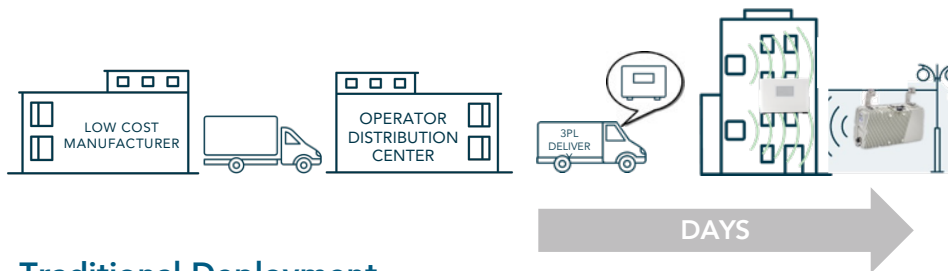


# Appendix

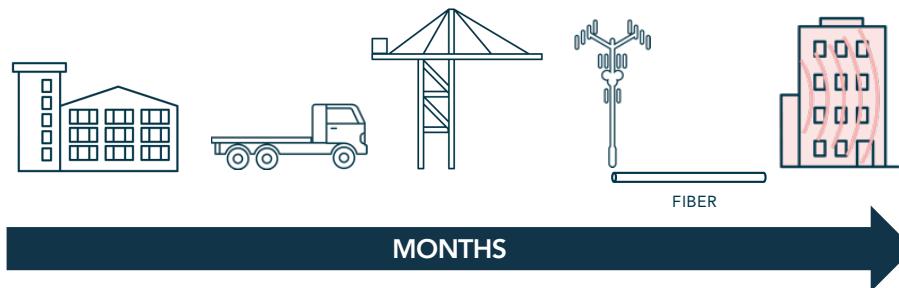


# Service Provider Densification: Learned in 4G, Critical in 5G

## Airspan Deployment



## Traditional Deployment



ESSENTIAL PARADIGM SHIFT: CELL **SITE** PERFORMANCE AT CELL **PHONE** ECONOMICS

- A supply chain that mirrors cell phones:



- Third party logistics delivery van model
- Plug & play functionality
- Technology partners that scale
- Volume manufacturing and pricing
- Suitable product dimensions





# One Team, One Code Base, One Mission



Santa Clara, California



Airport City, Israel



Slough, United Kingdom



Boca Raton, Florida



Mumbai, India



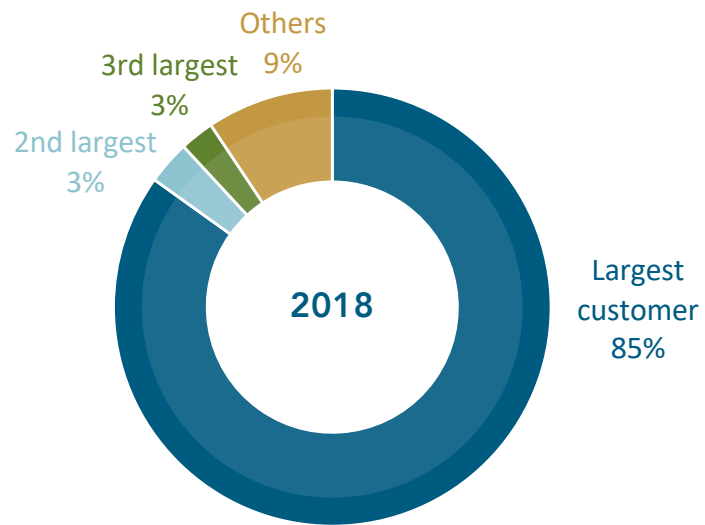
Istanbul, Turkey



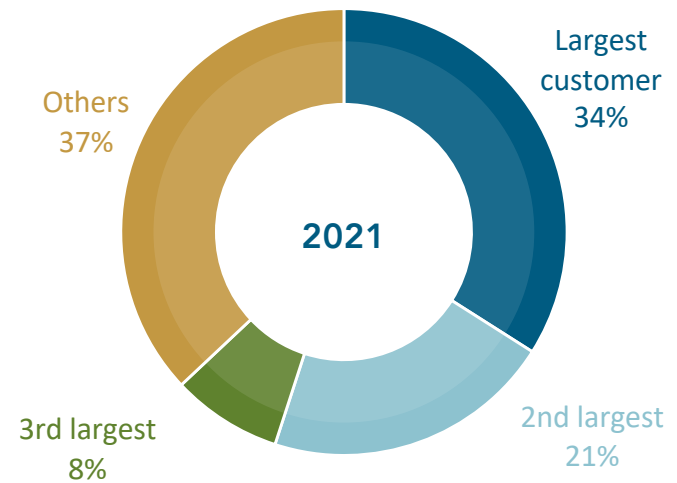


# Customer Diversification Has Improved Drastically

Sales to top 3 customers as a % of revenue



>100 customers (via direct sales)



>200 customers (via direct sales)



## Appendix: Annual Reconciliation of GAAP to Non-GAAP

<i>Reconciliation of Non-GAAP Items</i>	<b>Q1 2021</b>	<b>Q4 2021</b>	<b>Q1 2022</b>
<b>Net Loss</b>	<b>(14)</b>	<b>(20)</b>	<b>(30)</b>
<i>Adjusted for:</i>			
<i>Interest Expense net</i>	<i>2</i>	<i>4</i>	<i>5</i>
<i>Income Tax expense</i>	<i>0</i>	<i>(1)</i>	<i>(0)</i>
<i>Depreciation and amortization</i>	<i>1</i>	<i>1</i>	<i>1</i>
<b>EBITDA</b>	<b>(10)</b>	<b>(16)</b>	<b>(24)</b>
<i>Share based compensation expense</i>	<i>1</i>	<i>8</i>	<i>7</i>
<i>Change in fair value of warrant liability and derivatives</i>	<i>4</i>	<i>(1)</i>	<i>(0)</i>
<b>Adjusted EBITDA</b>	<b>(5)</b>	<b>(8)</b>	<b>(18)</b>



Thank you

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[airspan.com](https://airspan.com)