

# RABA

April 2021



Disclaimer R A D A

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# **Company Overview**

- Global defense technology company focused on "Tactical Radars for the Maneuver Force"
- Pursuing an early-stage and growing TAM of \$6bn+
- Investing in strong growth; radar YoY revenues up 125% in 2019, 105% in 2020 and forecasted 70%+ in 2021

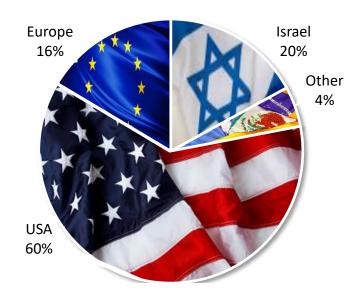














# Mission-Critical Applications – Mobile













# Mission-Critical Applications – Stationary/Seaborne













# Rapidly Emerging Counter-Drone (C-sUAS) Opportunities

- Increasing small-UAS threat driving need for solutions
- RADA: *Critical enabler of counter drone* (C-sUAS) solutions
- Technology leader for tactical radars, the "go to" choice of global customers











# **Onboard USS Boxer in Straits of Hormuz (July 2019)**

## RADA







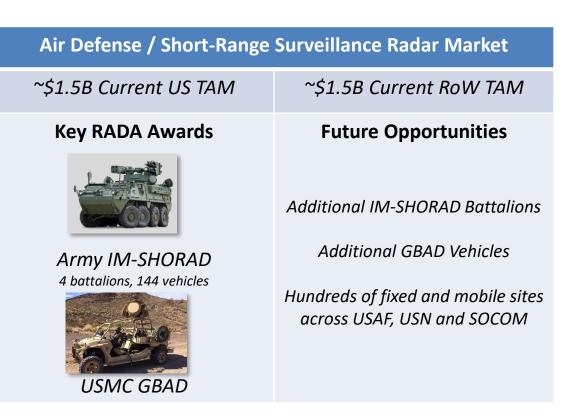
# \$6+ Billion

Mini-Tactical Radar Opportunity Over the Next Decade

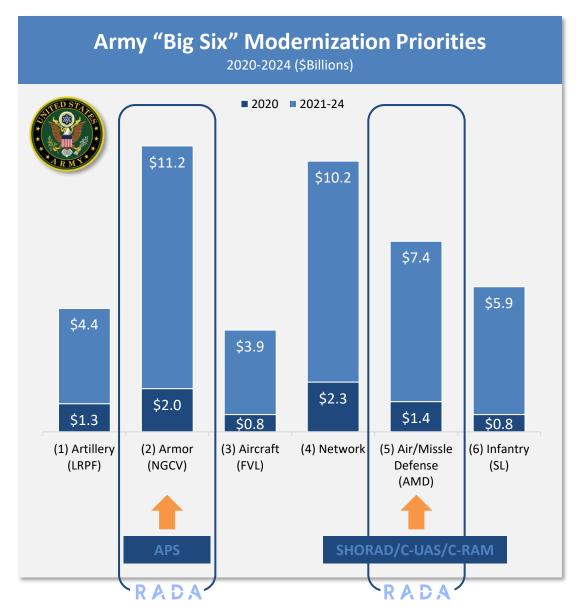


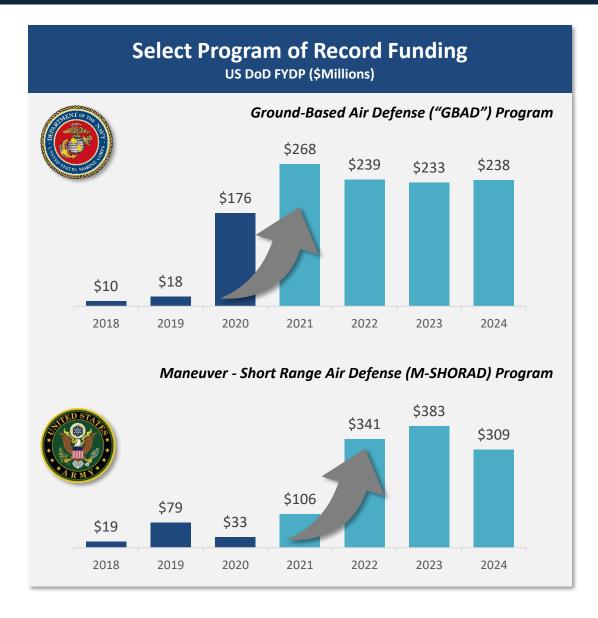


# Active Protection System (APS) Radar Market ~\$1.5B Current US TAM Key RADA Awards Future Opportunities US Army Stryker Brigades US Army NGCV Additional Bradley Brigades Australian L-400 Nederland CV-90



# **Strong US Budget Support on RADA's Active Areas**





Source: Department of Defense

#### Delivering Exceptional Tactical-Grade Capabilities at Superior Performance / Price

- Proprietary, high performance and mature; ahead of competition
- Software-defined radars: variety of customized solutions, utilizing common hardware platforms
- Products align with best-of-breed, Modular Open System Approach MOSA (e.g., MAPS, GBAD/SHORAD, ...)



# CUSTOMER

- Strong partnerships and relationships due to responsive solutions tailored to customer needs
- Contracts and deliveries to major end-users
- Industry-leading solutions offer superior performance and high affordability



# **Expanding a Strong US Presence**



US Represents ~36% of \$1.8T Global Defense Spending

RADA's First and Foremost Market for Tactical Radars



**US Facility in Germantown, MD,** ~28K Sq. Ft.

#### **RADA** established two US Subsidiaries:

- Proxy company for classified development and SSA company for business development and production
- Technology transfer and Americanization
- US-based production, maintenance and customer support to fulfill the entire market demands

#### Select Customers and End-Users

#### RADA























**US Navy** 

**US Army** 

**US Air Force USSOCOM** 

**US DHS** 





































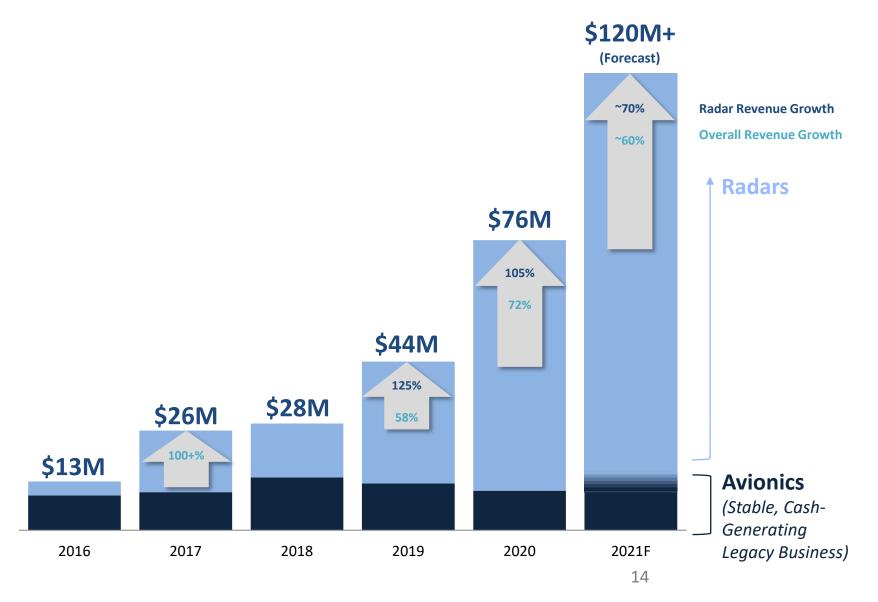








# **Today's Strong Growth – Fruits of a Decade of Investments**



#### **Profitability**

- Stabilizing operating expenses -> operating leverage in the business model
- **Gross margin** improvements: 36% (Q419) -> 39% (Q420)
- EBITDA margin growth:
   4% (Q419) -> 17% (Q420)

## **Growth Trajectory**

#### TAM is \$6bn

- Only touched 10% of our addressable market so far
- APS, which is 50% of the TAM, will start only in 2023
- RADA is the technology leader
  - With continued R&D investment, and
  - Accompanied by the RADA go-to-market strategy
- Key current US programs
  - Bradley APS (650+ radars)
  - IM-SHORAD (600+ radars)
  - GBAD (400+ radars)
- Strong global growth in demand
- Aim to capture a lion's share of the TAM over the next 5-10 years





# **Technology**

- ✓ Mature, proprietary technology offerings
- ✓ Attractive price/performance proposition
- ✓ Continued leadership via R&D investments

# **Customers**

- ✓ Addressing diversified \$6B+ market over next decade
- ✓ Initial orders delivered to key customers
- ☑ Robust pipeline
- ✓ US presence and capacity, gearing towards serial production

# Performance

- ✓ Very strong growth in new and emerging markets
- Operating leverage in business model -> improving margins
- ☑ Net cash\* \$100m

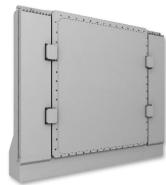












<sup>\*</sup> Year-end net cash plus cash raised in secondary offering in March 2021

# RADA

WE MAKE SENSE