## **UNITED STATES** SECURITIES AND EXCHANGE COMMISSION

WASHINGTON, DC 20549

### FORM 8-K

### **CURRENT REPORT**

PURSUANT TO SECTION 13 OR 15(d) OF THE **SECURITIES EXCHANGE ACT OF 1934** 

Date of report (Date of earliest event reported): November 12, 2012

# Mercury Systems, Inc. (Exact Name of Registrant as Specified in Charter)

Massachusetts (State or Other Jurisdiction of Incorporation)

000-23599 (Commission File Number)

04-2741391 (IRS Employer Identification No.)

201 Riverneck Road, Chelmsford, Massachusetts 01824 (Address of Principal Executive Offices) (Zip Code)

Registrant's telephone number, including area code: (978) 256-1300

Not Applicable

(Former Name or Former Address, if Changed Since Last Report)

Check the appropriate box below if the Form 8-K filing is intended to simultaneously satisfy the filing obligation of the registrant under any of the following provisions (see General Instruction A.2. below):

Written communications pursuant to Rule 425 under the Securities Act (17 CFR 230.425) 

Soliciting material pursuant to Rule 14a-12 under the Exchange Act (17 CFR 240.14a-12) 

Pre-commencement communications pursuant to Rule 14d-2(b) under the Exchange Act (17 CFR 240.14d-2(b))

Pre-commencement communications pursuant to Rule 13e-4(c) under the Exchange Act (17 CFR 240.13e-4(c))

#### Item 5.03 Amendments to Articles of Incorporation or Bylaws; Change in Fiscal Year.

Effective at 5:00 p.m. on November 12, 2012, Mercury Computer Systems, Inc. (the "Company") amended its Restated Articles of Organization with the Massachusetts Secretary of State to change the Company's name to "Mercury Systems, Inc." The change in name was approved by shareholders at the Annual Meeting of Shareholders held on October 17, 2012 and was previously approved by the Company's Board of Directors. Attached as Exhibit 3.1 to this Current Report on Form 8-K (the "Report") is a copy of the Articles of Amendment for the name change.

#### Item 7.01 Regulation FD Disclosure.

The management of the Company will present an overview of the Company's business on November 13, 2012, at the Company's Thirteenth Annual Investor Conference. Attached as Exhibit 99.1 to this Report is a copy of the slide presentation to be made by the Company at the conference.

This information is being furnished pursuant to Item 7.01 of this Report and shall not be deemed to be "filed" for the purposes of Section 18 of the Securities Exchange Act of 1934, as amended, or otherwise subject to the liabilities of that section and will not be incorporated by reference into any registration statement filed by the Company under the Securities Act of 1933, as amended, unless specifically identified as being incorporated therein by reference. This Report will not be deemed an admission as to the materiality of any information in this Report that is being disclosed pursuant to Regulation FD.

Please refer to page 2 of Exhibit 99.1 for a discussion of certain forward-looking statements included therein and the risks and uncertainties related thereto, as well as the use of non-GAAP financial measures included therein.

#### Item 9.01 Financial Statements and Exhibits.

(d) Exhibits

| Exhibit<br>No. | Description                                    |
|----------------|--|
| 3.1            | Articles of Amendment                          |
| 99.1           | Presentation materials dated November 13, 2012 |

### SIGNATURES

Pursuant to the requirements of the Securities Exchange Act of 1934, the registrant has duly caused this report to be signed on its behalf by the undersigned thereunto duly authorized.

Dated: November 13, 2012

### MERCURY SYSTEMS, INC.

By: /s/ Kevin M. Bisson

Kevin M. Bisson Senior Vice President, Chief Financial Officer, and Treasurer

#### Exhibit No. Description

- 3.1 Articles of Amendment
- 99.1 Presentation materials dated November 13, 2012

MA SOC Filing Number: 201207406200 Date: 11/5/2012 3:22:00 PM

D PC

### The Commonwealth of Massachusetts

William Francis Galvin

Secretary of the Commonwealth One Ashburton Place, Boston, Massachusetts 02108-1512

#### Articles of Amendment (General Laws Chapter 156D, Section 10.06, 950 CMR 113.34)

FORM MUST BE TYPED

### (1) Exact name of corporation: Mercury Computer Systems, Inc.

(2) Registered office address: 201 Riverneck Road, Chelmsford, MA 01824

(number, street, city or town, state, zip code)

(3) These articles of amendment office article(s): I

(specify the number(s) of article(s) being amended (I-VI))

(4) Date adopted: October 17, 2012 (month, day, year)

(5) Approved by:

FORM MUST BE TYPED

(Check appropriate box)

- □ the incorporators.
- $\hfill\square$  the board of directors without shareholder approval and shareholder approval was not required.
- $\square$  the board of directors and the shareholders in the manner required by law and the articles of organization.

(6) State the article number and the text of the amendment. Unless contained in the text of the amendment, state the provisions for implementing the exchange, reclassification or cancellation of issued shares.

Article I – The name of the Corporation has been changed from "Mercury Computer Systems, Inc." to "Mercury Systems, Inc."

P.C.

To change the number of shares and the par value, \* if any, of any type, or to designate a class or series, of stock, or change a designation of class of series of stock, which the corporation is authorized to issue, complete the following:

Total authorized prior to amendment:

| WITHOUT PAR VALUE                     |                  | WITH PAR VALUE |                      |           |
|---------------------------------------|------------------|----------------|----------------------|-----------|
| TYPE                                  | NUMBER OF SHARES | TYPE           | NUMBER OF SHARES PAR |           |
| Total authorized after amendment:     |                  |                |                      |           |
| WITHOUT PAR VALUE                     |                  |                | WITH PAR VALUE       |           |
| TYPE                                  | NUMBER OF SHARES | TYPE           | NUMBER OF SHARES     | PAR VALUE |
| · · · · · · · · · · · · · · · · · · · |                  |                |                      |           |

(7) The amendment shall be effective at the time and on the date approved by the Division, unless a later effective date not more than 90 days from the date and time of filling is specified: Effective at 5:00 p.m. on November 12, 2012

\* G.L. Chapter 15GD eliminates the concept of par value, however a corporation may specify par value in Article III, See G. L. Chapter 15 GD, Section 6.21, and the comments relative thereto.

Signed by:

Mand.

- $\Box$  Chairman of the board of directors,
- ☑ President
- □ Other officer
- □ Court-appointed fiducuary.

on this  $5^{\mbox{\tiny th}}$  day of Novemer, 2012

(Signature of authorized individual)

MA SOC Filing Number: 201207406200 Date: 11/5/2012 3:22:00 PM

### THE COMMONWEALTH OF MASSACHUSETTS

I hereby certify that, upon examination of this document, duly submitted to me, it appears that the provisions of the General Laws relative to corporations have been complied with, and I hereby approve said articles; and the filing fee having been paid, said articles are deemed to have been filed with me on:

November 05, 2012 03:22 PM

Addin Frainfallin

WILLIAM FRANCIS GALVIN Secretary of the Commonwealth





INNOVATION THAT MATTERS"

## Mercury Systems FY13 Investor Day Presentation

November 13, 2012 New York, NY

## Forward-looking safe harbor statement

This presentation contains certain forward-looking statements, as that term is defined in the Private Securities Litigation Reform Act of 1995, including those relating to business performance and the Company's plans for growth and improvement in profitability and cash flow. You can identify these statements by the use of the words "**hway**," "could," "should," "would," "plans," "expects," "anticipates, ""continue," "estimate," "project," "intend," "likely," "forecast," "probable" and similar expressions. These forward-looking statements involve risks and uncertainties that could cause actual results to differ materially from those projected or anticipated. Such risks and uncertainties include, but are not limited to, continued funding of defense programs, the timing of such funding, general economic and business conditions, including unforeseen weakness in the Company's markets, effects of continued geopolitical unrest and regionalicts, competition, changes in technology and methods of marketing, delays in completing engineering and manufacturing programs, changes in customer order patterns, changes in product mix, continued success in technological advances and delivering technological innovations, changes in the U.S. Government's interpretation of federal procurement rules and regulations, market acceptance of the Company's products, shortages in components, production delays due to performance quality issues with outsourced components, inability to fully realize the expected benefits from acquisitions and divestitures or delays in realizing such benefits, challenges in integrating acquired businesses and achieving anticipated synergies, changes to export regulations, increases in tax rates, changes to generally accepted accountingples, difficulties in retaining key employees and customers, unanticipated costs under fixed-price service and system integration engagements, and various other factors beyond our control. These risks and uncertainties also include such additional risk factors as are discussed in the Company's filings with the U.S. Securities and Exchange Commission, including its Annual Report on Form 10-K for the fiscal year ended June 30, 2012. The Company cautions readers not to place undue reliance upon any such forward-looking statements, which speak only as of the date made. The Company undertakes no obligation to update any forward-looking statement to reflect events or circumstances after the date on which such statement is made.

Use of Non-GAAP (Generally Accepted Accounting Principles) Financial Measures In addition to reporting financial results in accordance with generally accepted accounting principles, or GAAP, the Company provides adjusted EBITDA and free cash flow, which are non-GAAP financial measures. Adjusted EBITDA excludes certain non-cash and other specified charges. Free cash flow is defined as cash flow from operating activities less capital expenditures. The Company believes these non-GAAP financial measures are useful to help investors better understand its past financial performance and prospects for the future. However, the presentation of adjusted EBITDA and free cash flow is not meant to be considered in isolation or as a substitute for financial information provided in accordance with GAAP. Management believes the adjusted EBITDA and free cash flow financial measures assist in providing a more complete understanding of the Company's underlying operational results and trends, and management**huses** measures along with the corresponding GAAP financial measures to manage the Company's business, to evaluate its performance compared to prior periods and the marketplace, and to establish operational goals. A reconciliation of GAAP to non-GAAP financial results discussed in this presentation is contained in the Appendix hereto.



# Agenda

Corporate Overview Mark Aslett, President & CEO

Acquisition Strategy and Recent History

- Keynote: Pierre Chao, Renaissance Advisors
- Mercury Commercial Electronics
- Mercury Defense Systems
- Mercury Intelligence Systems
- Financial Review
- Closing Remarks / Q&A

# **Introducing Mercury Systems**

- MRCY on NASDAQ
- Real-time image, signal, Big Data processing subsystems
- Commercial Item company;
   unique business model
- Focused on Defense and Intelligence priorities
- Deployed on ~300 programs with 25+ Primes
- FY12 \$245M revenues; 20% Adj. EBITDA margin. 800+ employees
- Defense revenue 76% growth (15% CAGR) FY08–FY12



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## Best-of-breed provider of sensor and Big Data processing solutions



# Mercury investor highlights



## FY08 -FY12: Restored profitability and growth 76% defense revenue growth (15% CAGR) since FY08; 20% Adjusted EBITDA



Notes:
 FY10 EPS of \$1.22 were positively influenced by \$0.68 from the partial reversal of the valuation allowance against deferred tax assets and an effective FY10 tax rate benefit of approximately 5%. Benefit calculation takes tax credit of \$15.6M /23M shares.
 FY11 EPS includes the impact of 5.6M additional shares from our follow-on public stock offering on February 16, 2011.

•

FY12 EPS of \$0.75 was positively influenced by \$0.16 from the reversal of the LNX earnout.

# We believe the defense industry will remain in transition for the next 6-12 months ...

- Reduced growth in base defense spending and lower OCO
- Potential for sequestration beginning January 2013
  - Soft sequestration already underway
  - Little guidance on nature and timing of sequestration resolution
- New DoD roles and missions announced
  - Smaller force structure to protect readiness
  - Increased investment in key areas e.g. ISR, EW
  - Build capacity and capability of international partners

Defense procurement reform also underway

...due to budget and political uncertainty

## Mercury's vision

A best-of-breed provider of commercially developed, open sensor and Big Data processing systems, software and services for critical commercial, defense and intelligence applications



## Mercury Systems strategy summary

| Grow EW focused on RF / microwave   | <ul> <li>Services-led customer engagement model</li> </ul>   |  |  |
|---|--|--|--|
| • Expand into Intelligence Community  | Open sensor and Big Data processing soluti   |  |  |
| • Big Data processing, analytics and analysis   | Long-term subsystem annuity revenues   |  |  |
|   |  |  |  |
|   |  |  |  |
| Organic Growth  | Complementary Acquisitions   |  |  |
| Organic Growth <ul> <li>Grow subsystem content via Prime outsourc</li> </ul>  | <b>Complementary Acquisitions</b><br>Ig • Expand / scale sensor processing capabilitie   |  |  |
| Organic Growth <ul> <li>Grow subsystem content via Prime outsourc</li> <li>Supplemental customer R&amp;D funding</li> </ul> | Complementary Acquisitions<br>Ig • Expand / scale sensor processing capabilitie<br>• Accelerate growth in programs and content |  |  |

• Prime RF supply chain consolidation

**Market Expansion** 

· Grow sensor processing by modality

Protect and grow Radar market footprint

- Penetrate new Prime customers and divisior
- Penetrate programs in growth markets

## itions

**Evolve Business Model & Technol** 

• Maintain Prime merchant supplier model

• Direct / partner for Intelligence Community

- s and content
- Exploit RF fragmentation / underutilization
- Acquire IC / C4ISR classified domain experti

# We are organizing around like capabilities to open additional growth opportunities



## Growth strategy summary



© 2012 Mercury Systems, Inc.

We are the only commercial item company with the end-to-end capabilities and differentiated technology ...



... to build today's sophisticated sensor processing subsystems targeting new platforms or upgrades

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# In the 'Acquire'stage, we now have strong Microwave and RF capabilities critical to EW and SIGINT subsystems



# In the 'Digitize'stage, we have added to our Echotek capabilities through the Micronetics acquisition



Our processing capabilities encompass specialized FPGA sensor processing, Intel server-class DSP and leading GPU compute



## KOR provides EW exploitation (DRFM), while PDI adds Big Data processing, analytics and analysis for the IC



# Micronetics brings high-power amplifiers as well as EW and communications subsystems expertise



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## Growth strategy summary



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# Defense electronics is a \$40B+ market



## Increased demand for ISR and rapidly evolving threats ...

- More and better sensors. Overwhelming data.
- EW: new and rapidly evolving threats
- Radar: smaller, faster targets. New technologies
- EO/IR: leap in resolution, onboard exploitation and real-time tactical access
- C4I: Net-centric command, control and collaboration
- Time to actionable intelligence key



... drive demand for our onboard sensor processing solutions



# We have systematically broadened our addressable market within C4ISR ...



Mercury FY12 Defense Revenue by Market Segment

| FY12 Revenu  | e \$16M | \$135M | \$42M | \$27M | \$7M  |
|--------------|---------|--------|-------|-------|-------|
| % of Revenue | e 7%    | 59%    | 19%   | 12%   | 3%    |
| Y/Y Growth   | 536%    | 14%    | 20%   | 97%   | (15%) |

## ...by investing in new products and capabilities



Note: Mercury Systems FY12 total \$245M. Excludes \$15M of Commercial and \$3M of other defense revenue.

# Micronetics strengthens and grows our EW business



Note: Total FY12 revenues are as reported in the Company's and Micronetics, Inc.'s fiscal 2012 Form 10-Ks, as applicable.

## Growth strategy summary



Mercury has strategically positioned its business to grow

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## We are deployed on 300+ programs with 25+ Primes



# Key programs in production Mercury's perspective on phase, timing and potential value

Design Win TD EMD LRIP FRP FMS



# Healthy mix of design wins Mercury's perspective on phase, timing and potential value

♦= Design Win TD EMD LRIP FRP FMS



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Notes: Remaining potential values and timing reflect Management's current estimates and are subject to change. \*\* Programs are currently being competed with multiple Primes. 26

# Growth strategy summary



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# Slower defense spending growth and procurement reform are causing our customers to outsource more

## Government

- Restore affordability to defense goods and services procurement
- Provide the warfighting capability we need with the dollars we have
- Shorten procurement cycles; focus on upgrades to address urgent needs
- Obtain greater efficiency, affordability and productivity in defense spending
- Avoid program turbulence and maintain a vibrant and healthy defense industry

### **Primes**

- Reduce risk given DoD shift to firm-fixed price contract awards
- Primes shift from high fixed-cost to variable operating cost model
- Affordably upgrade existing platforms with new capabilities
- Compress development and deployment cycles
- Differentiate solutions with fewer internal R&D dollars
- Increase success rate on new programs and recompetes

## We have strategically positioned Mercury to assist

Systems, Inc.
## Our business model is aligned to the needs of our customers



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# Outsourcing could substantially increase our market opportunity even with slower growth in defense spending



# Growth strategy summary



Mercury has strategically positioned its business to grow



# Agenda

**Corporate Overview** 

Acquisition Strategy and Recent History Gerry Haines, SVP Corporate Development
Keynote: Pierre Chao, Renaissance Advisors
Mercury Commercial Electronics
Mercury Defense Systems
Mercury Intelligence Systems
Financial Review
Closing Remarks / Q&A

# We've completed Phase 1 of our M&A strategy ...

- Expanded capabilities across sensor processing chain
- Expanded addressable market by acquiring IC / classified domain expertise
- Disciplined evaluation:
  - Growth supported by marketbased program assumptions
  - Demonstrated profitability and cash generation
  - Revenue and cost synergies
  - Immediately EBITDA accretive
  - GAAP EPS accretive within reasonable period
  - At or above target model for Adjusted EBITDA % over time

# ...resulting in a unique microwave and digital platform



|      |   |   | Sensor Proce | essing Chain |                               |  |
|------|---|---|--------------|--------------|-------------------------------|--|
|      |   |   |              |              |                               |  |
| _    | ACQUIRE   | DIGITIZE  | PROCESS      | STORE        | EXPLOIT                       | DISSEMINATE/<br>ECM                                  |
|      | RF acquisitio<br>RF transmitters<br>Power am<br>Synthes<br>DRFI | n targets:<br>s / receivers<br>plifiers<br>izers<br>M |              |              | Exploitation<br>and<br>Fusion | Tailored feeds<br>directly to field<br>forces or ECM |
| MICR | ONETICS IN  |   |              |              | Paragon<br>Dynamics           | ELECTRONICS MICRONETICS                              |

#### Micronetics acquisition case study Now part of Mercury Commercial Electronics

#### Description Financial Summary Select Custome Select Programs OwnershipPublic(NOIZ) Revenue \$46 million SEWIP EXELIS Company Overview • HQ:Hudson,NH • F-15 EW Raytheon Adj. EBITDA ~16% -17% Founded1975 SIRFC/AIDEWS BAE SYSTEMS Commercial Transaction COBHAM · Manufactures microwave and SATCOM RF components and SRC 13 Closed Aug 2012 DRS subsystems used in commercial wireless, defense • Transaction value = \$76.4M and aerospace products HEED MARTIN Immediately accretive to EBITDA GENERAL DYNAMICS • Includes EW & SATCOM NORTHROP GRUMMAN **Investment Thesis** Sensor Processing Chain **Acquisition Rationale** · Acquisition creates a unique, scalable microwave, RF and digital solutions platform 19 Fills key capability gaps in RF and completes Phase I of 1000 acquisition agenda ACQUIRE DIGITIZE PROCESS STORE EXPLOIT DISSEMINATE/ • Expands Mercury footprint ECM with key customers (Exelis and BAE) and on key EW programs (1) As of March 31, 2012.

Systems, Inc.

# Phase 2 will focus on scaling our sensor processing subsystems and intelligence businesses

- Enable growth in programs and content
  - Fastest approach to build EBITDA
- Emphasize opportunities to address underutilization and industry fragmentation
  - Greater opportunity for synergies
- Will pursue smaller acquisitions opportunistically
  - Continue to add to core capabilities along sensor chain
  - Expand addressable market by acquiring IC / C4ISR domain expertise
- Balance sheet and capital structure supports M&A agenda
  - \$500M universal shelf
  - \$200M senior unsecured revolving credit line closed October 2012

Well positioned to augment organic growth through acquisitions when market conditions improve

# Agenda

- **Corporate Overview**
- Acquisition Strategy and Recent History

Keynote: Pierre Chao, Renaissance Advisors

Mercury Commercial Electronics

- Mercury Defense Systems
- Mercury Intelligence Systems
- Financial Review
- Closing Remarks / Q&A

# Agenda



# Mercury Commercial Electronics at a glance

| Des  | scription   | Capabilities   |
|--|---|--|
| <ul> <li>Commercial item business</li> <li>Focused on HLS, ISR, EW and<br/>Lead open architecture and in</li> <li>Develop differentiated sensor</li> <li>Deliver services-led Application</li> </ul> | d Big Data processing<br>dustry standard adoption<br>chain building blocks<br>on Ready Subsystems   | <ul> <li>RF and microwave solutions         <ul> <li>Wideband and high-power RF</li> <li>Wideband, fast, low-noise tuners</li> </ul> </li> <li>Digital solutions         <ul> <li>RF and A/D matched with extremely dense FPGA processing</li> <li>Expertise in integrating and optimizing RF and digital electronics</li> </ul> </li> <li>Embedded processing solutions         <ul> <li>High density computing using server class Intel, GPU and storage</li> <li>Secure systems and advanced packaging</li> </ul> </li> </ul> |
| Selec  | t Programs  | Select Customers   |
| Aegis SPY-1<br>Patriot Radar<br>SEWIP Block 1 & Block 2<br>F-16 SABR **<br>P8-MMA<br>F-15 EW<br>SIRFC/AIDEWS<br>BAMS Radar<br>B1B ECM  | <ul> <li>JSF</li> <li>Predator/Reaper</li> <li>E2D Hawkeye **</li> <li>Navy Multiband Terminal</li> <li>ASQ-39 POD Radar</li> <li>U2 ASIP</li> <li>Global Hawk</li> <li>JCREW I1B1</li> </ul> | Raytheon<br>LOCKHEED MARTIN<br>NORTHROP GRUMMAN<br>BAE SYSTEMS<br>III EXELIS<br>SMC SIERRA<br>NEWADORATION<br>CENERAL ATOMICS  |

# Micronetics increases MCE's revenues in RF/Microwave by 184%



# We have positioned Commercial Electronics as the best-of-breed outsourcing partner to the Primes ...

Minimize risk through Application Ready **Mercury Commercial Electronics** Subsystems (ARS) • Drive affordability: modular Commercially Developed **Open Architecture** building blocks with R&D Modular Building Blocks Sensor Processing leveraged across programs & Open Middleware Subsystem Innovate through technology leadership giving customers Application Ready Software Toolkit competitive advantage **Open Middleware** Lead open architecture **Application Ready** Subsystem industry standards RF IF **Proc**  Positioned to be the 12 months Time to Market 12 months Time to Market outsourcing partner and trusted advisor in sensor chain processing **Primes Primes** ...for commercially-developed, open sensor processing subsystems



#### Aegis ballistic missile defense: SPY-1 BMD Radar Countering rogue nationballistic missile threats

- Highest performance radar processor Application Ready Subsystem
- \$9M booked in FY12, \$85M+ booked to date
- Additional 27 ship sets
   expected through GFY16
- AMDR selection in FY13
  - SPY-1 replacement Radar
  - FY16 introduction
  - Partnering with LM



## Mercury's largest single program in production to date



#### Patriot missile defense: Next-generation ground radar Services-led design wirPrime outsourcing example

- Sophisticated radar processor Application Ready Subsystem
- Production awards received to date: \$41M
  - UAE, Taiwan, Saudi Arabia
- Potential future FMS awards
  - Up to 15 countries including Turkey, Qatar, Kuwait, etc
- US Army Patriot upgrade could begin in GFY13
  - First PO received for US Army



### Program in production; FMS and US Army upgrade driving growth



#### SEWIP: Countering new emerging peer threats Delivered best-of-breed RF, microwave and digital receiver subsystems

- Naval surface fleet EW upgrade: 100+ ships
- Upgrade to AN/SLQ-32
   passive detection
- Block 2:
  - Opportunity to expand through LNX & Micronetics
  - Entering LRIP; production begins GFY15
- Block 3:
  - Electronic attack
  - Lockheed and Raytheon partnering
  - Upside opportunity due to strategic supplier relationship with Lockheed on Block 2



# Strong partnership with Prime driving Mercury content expansion



#### Electronic warfare system upgrade for F-15 C/D Micronetics EW design win

- Provides fighter jets with advanced radar warning and countermeasure capabilities
- F-15 electronic upgrades for FMS and USAF
- RF & microwave content
- Contract from RSAF for 84 new F-15 C/D and 70 upgrade kits
- Received \$11.7M in Q1 FY13
- New award expected in FY13



Acquisition strategy is driving growth in EW and enabling access to new customers and programs



#### Exelis SIRFC and AIDEWS Micronetics EW design win

- Provides advanced radar warning, situational awareness, jamming and EW
- Target rotary and fixed-wing aircraft (AH-64, F-16, CV22, MH-60, POD)
- Positioned for US upgrade programs
- Providing several microwave assemblies per system
- In production, \$5M-\$10M/yr



# Acquisition strategy driving growth in EW and opening access to new platforms

# Major new design win summary



#### Northrop Grumman F-16 SABR

New AESA radar upgrade design win with one of the Prime contenders Taiwan awarded 145 F-16 Radar to Lockheed Martin

#### **Boeing P8-MMA**

New design wins providing Radar and sonar processing Flight testing, in LRIP phase 147 planes plus FMS opportunities



RaytheorAdvanceDistributedApertureSystem(ADAS-DVE) Delivered first system for Technology Demonstration phase Expected Program of Record to start end of GFY14



JCREW: Counter-IED Funding delays impacting JCREW I1B1



#### **E2D Advanced Hawkeye** New Radar design win with one of the Prime

New Radar design win with one of the Prime contenders Program aims to build 75 new aircraft



# Summary -Well positioned for market rebound

- Short-term challenges due to macro environment
- Well positioned on key programs and platforms

Unique strategy with capabilities covering the full sensor chain

- Unique and differentiated open architecture building blocks
- New capabilities in RF driving expansion in EW market
- Outsourcing partner to Primes for sensor processing subsystems

# Agenda



# Mercury Defense Systems at a glance

| Description  | Capabilities  |
|--|---|
| <ul> <li>Deliversinnovative,opensensorprocessingsolutionsto<br/>keyPrimecontactors</li> <li>Leverages commercially available technologies and<br/>solutions from Commercial Electronics business</li> <li>Develops integrated sensor processing subsystems, often<br/>with classified application-specific software and IP for the<br/>C4ISR and EW markets</li> </ul> | <ul> <li>Electronic Warfare (EW)         <ul> <li>Electronic countermeasure (ECM) subsystems for airborne and surface-based installations</li> </ul> </li> <li>Signals Intelligence (SIGINT)         <ul> <li>Small UAV payloads for communications DF and signal intercept</li> </ul> </li> <li>Electro-Optical / Infrared (EO/IR)         <ul> <li>Real-time, on-board image processing, storage and exploitation systems for UAV applications</li> </ul> </li> <li>Test and Simulation         <ul> <li>Advanced RF-based environment simulators used to validate, verifiand test radar sensors and platforms</li> </ul> </li> </ul> |
| Select Programs  | Select Customers  |
| <ul> <li>Filthy Badger</li> <li>Filthy Buzzard</li> <li>Gorgon Stare</li> <li>Eurofighter</li> <li>Patriot III</li> <li>Advanced Radar Environment Simulator (ARES)</li> </ul>   | Raytheon EADS LOCKHEED MARTIN   |

# Defense Systems expands Mercury's addressable market through C4ISR and EW domain expertise



# Filthy Badger / Buzzard: vulnerability assessment / training New EW design win in MDS (KOR)

- Electronic attack systems produced for Navy/AF vulnerability assessment and tactics training
- \$65M Filthy Badger IDIQ renewal expected
- Next-generation DRFM, Filthy Buzzard in development
- \$58M BOA for Filthy Buzzard received Q1 FY13
- MCE providing microwave products for both programs



#### Mercury is covering full spectrum of EW through KOR acquisition



#### Gorgon Stare Increment 2 Nation's premier EO/IR wide area surveillance system

- Increment 2
  - New onboard processor and storage for advanced wide-area sensors
  - Quick-reaction capability; delivery in 18 months
  - Total contract potential \$31-\$35M
  - \$25M booked FY12
- Future increments to GFY18
  - Processor upgrades
  - Onboard multi-INT fusion
- MCE providing state of the art ruggedized processing architecture





### Several opportunities for growth over the next 3-6 years



#### Radar and EW test and simulation Enhanced capabilities for AESA and SAR testing

- Produces realistic environments for radar and EW testing and evaluation
- Significantly reduces program cost by minimizing flight time
- Used by key Primes and government agencies
- Programs of interest:
  - Patriot missile production
  - Eurofighter development and production
  - Advanced Radar Environment Simulator (ARES); joint services test capability



## MCE's processor architectures essential for enhanced capabilities



#### New design win summary New program pursuits



FELCO: Onboard Multi-INT Exploitation for UAVs Collaboration with ITT Exelis Mercury processors



Low-altitude UAV DF/Intercept System Enables cross-cueing of EO/IR sensors in real time Mercury-developed system



**Test and Simulation: Radar and EW Environment Simulators** Enhanced testing for AESA and SAR-capable sensors Classified domestic and international programs



# Summary -MDS brings value to Mercury by:

Expanding Mercury's addressable market by focusing on EW, SIGINT and EO/IR systems domain expertise

Leveraging MCE's technology to develop integrated, open architecture mission level solutions for the C4ISR market

Reducing customer**\$**rogram risk with rapid solution development and domain-based systems engineering expertise

 Experienced managing classified applications, government programs and contracts

# Agenda



# Mercury Intelligence Systems at a glance

| Cloud infrastructure e<br>Ingest and managem<br>Predictive analytics<br>Multi-discipline intellig<br>Software design and<br>10,000 sq feet TS/SC<br>85% of personnel hav<br>Locations: Aurora, CC<br>Omaha, NE; Kunia, H | expertise<br>nent of Big Data<br>igence analysis<br>I systems architecture<br>CI accredited development lab<br>ave TS/SCI clearances<br>:O; Augusta, GA; Rome, NY;<br>HI; San Antonio, TX; Kandahar, AF |
|--|---|
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# Intelligence Community Big Data challenges

- Enormous amounts of data generated daily by individuals, systems and adversaries
- Current collection exceeds the capacity of traditional databases and software tools
- Increasingly complex legal and data security needs
- Estimated \$80B spent annually in IC data collection, analysis and dissemination within the intelligence life cycle



### Legacy intelligence systems cannot meet 21st century needs



#### Mercury Intelligence Systems: Cradle-to-grave Big Data management for the IC



Mercury combines best-of-breed solutions with skilled community experts to transform perishable data into persistent intelligence

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#### Commercial Electronics and Intelligence Systems: Enabling confidence in and protection of our sensitive data



Unique solutions positioned to meet increasing demand



#### New market opportunities in Big Data processing: Data security and verification

- Big Data processing technology demonstrator
- High-bandwidth network analysis can be applied to other missions
- Unique balance of highperformance, real-time processing, I/O and security critical to IC solutions
- Architecture fully leveraged from sensor processing
- Now have customer access with Intelligence Systems



# Leveraged technology driving new growth opportunities



# Summary -MIS brings value to Mercury by:

 Offering unique cradle-to-grave capabilities for processing Big Data in the IC

Knowing how to transform data into intelligence with speed, agility and security

- Being uniquely positioned to bring MCE's best-in-class technology to bear on IC challenges
- Bringing Mercury's best-in-class speed and agility to bear on protecting our national security

# Agenda

- Corporate Overview
  - Acquisition Strategy and Recent History

Keynote: Pierre Chao, Renaissance Advisors

- Mercury Commercial Electronics
- Mercury Defense Systems
- Mercury Intelligence Systems
- Financial Review
   Kevin Bisson, CFO
- Closing Remarks / Q&A

# Revenue summary by market





#### Notes:

- Total FY08 FY12 revenues are as reported in the Company's fiscal 2012 Form 10-K. Mercury Systems FY12 pro forma MDS revenues include KOR revenues for the period of December 30, 2011 June 30, 2012 and Mercury Federal Systems for fiscal 2012. Mercury Systems FY12 pro forma MIS revenues include PDI revenues for the period of December 30, 2011 June 30, 2012. •
- •

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# Defense revenue growth acceleration 15% CAGR since FY08

|                   | FY08  | FY09  | FY10  | FY11  | FY12  | FY08-12<br>CAGR |
|-------------------|-------|-------|-------|-------|-------|-----------------|
|                   |       |       |       |       |       | - criterit      |
| ACS & MFS Defense | 130.3 | 144.8 | 157.5 | 180.4 | 210.1 |                 |
| YOY Growth %      |       | 11%   | 9%    | 15%   | 16%   | 13%             |
|                   |       |       |       |       |       |                 |
| KOR Electronics   |       |       |       |       | 11.9  |                 |
|                   |       |       |       |       | 7.0   |                 |
| Paragon Dynamics  |       |       |       |       | 7.9   |                 |
| Total Defense     | 130.3 | 144.8 | 157.5 | 180.4 | 229.9 |                 |
| YOY Growth %      | 20010 | 11%   | 9%    | 15%   | 27%   | 15%             |
|                   |       | /     | • • • |       |       |                 |
|                   |       |       |       |       |       |                 |
| ACS Commercial    | 59.9  | 44.2  | 42.3  | 48.3  | 15.0  |                 |
| YOY Growth %      |       | (26%) | (4%)  | 14%   | (69%) | (29%)           |
|                   | 100.0 | 100.0 |       |       |       |                 |
| Total Mercury     | 190.2 | 188.9 | 199.8 | 228.7 | 244.9 |                 |
| YOY Growth %      |       | (1%)  | 6%    | 14%   | 7%    | 7%              |

Notes: • Total FY08 – FY12 revenues are as reported in the Company's fiscal 2012 Form 10-K. • Revenues from KOR and PDI reflect a partial period, December 30, 2011 – June 30, 2012

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#### FY08 - FY12: Improved financial performance

| GAAP  | FY08<br>Actual | FY09<br>Actual | FY10<br>Actual | FY11<br>Actual     | FY12<br>Actual     |
|---|----------------|----------------|----------------|--------------------|--------------------|
| Bookings (\$M)  | 199            | 210            | 206            | 202                | 231                |
| Revenue (\$M)   | 190            | 189            | 200            | 229                | 245                |
| Gross Margin<br>% Revenue   | 57.8%          | 55.8%          | 56.3%          | 56.8%              | 55.6%              |
| Operating Expenses (\$M)<br>Amort/Acq. Costs<br>Restructuring Expense | 115<br>5<br>4  | 98<br>2<br>2   | 95<br>2        | 105<br>2           | 106<br>5<br>3      |
| Operating Income (\$M)<br>% Revenue                                   | (5)<br>(2.8%)  | 8<br>4.1%      | 17<br>8.7%     | 25<br>10.9%        | 30<br>12.3%        |
| EPS (Continuing)<br>EPS (Amort/Acq. Costs)                            | (\$0.21)       | \$0.35         | \$1.22         | \$0.71<br>(\$0.06) | \$0.75<br>(\$0.12) |
| Adj EBITDA (\$M)<br>% Revenue   | 23<br>11.8%    | 23<br>12.1%    | 30<br>14.9%    | 41<br>17.9%        | 49<br>20.0%        |
| Operating Cash Flow (\$M)   | 14             | 11             | 16             | 31                 | 32                 |

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#### Profitability restored and improved



Notes:

- . FY08-12 figures are as reported in the Company's fiscal 2012 Form 10K.
- . FY10 Earnings per share of \$1.22 were positively influenced by \$0.68 from the partial reversal of the valuation allowance against deferred tax assets and an effective FY10 tax rate benefit of approximately 5%. FY11 and FY12 EPS includes the impact of 5.6M additional shares from our follow-on public stock offering on February 16, 2011.

#### Adjusted EBITDA above historic target business model



#### Notes:

FY08 figures are as reported in the Company's fiscal 2010 Form 10K. FY09-11 figures are as reported in the Company's fiscal 2011 Form 10K.
Adjusted EBITDA excludes interest income and expense, income taxes, depreciation, amortization of acquired intangible assets, restructuring expense, impairment of long-lived assets, acquisition and other related expenses, fair value adjustments from purchase accounting, and stock-based compensation costs.

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#### Healthy free cash flow from operations

- Engineering and supply chain transformation
  - Engineering methods
  - Investments in DFM
  - Operational efficiencies
  - Reduced lead times
  - Improved cost of quality
  - Outsourced manufacturing
- Efficient working capital platform supports growth



Note:
Free cash flow is defined as cash provided by operating activities less capital expenditures.

#### Strong balance sheet with sufficient liquidity Zero debt and expanded revolving credit line



# Summary of new revolving credit line terms

| Borrower                          | Mercury Systems, Inc.   |
|-----------------------------------|---|
| Facility                          | \$200.0M senior unsecured revolving credit facility   |
| Accordion                         | Up to \$50.0M in the form of an incremental revolving credit facility or term loan  |
| Use of Proceeds                   | Working capital, acquisitions and general corporate purposes  |
| Security                          | Unsecured; negative pledge on assets  |
| Maturity                          | 5 years from the Closing Date (October 12, 2017)  |
| Borrowing Rates<br>Commitment Fee | Borrowing Rates based on leverage:<br>– LIBOR Spread: 150-225 bps<br>– Base Rate Spread: 50-125 bps<br>Commitment Fees: 25-30 bps |
| Financial<br>Covenants            | Leverage Ratio: 3.50x<br>Interest Coverage Ratio: 3.00x   |



#### Achieved historic target business model

| GAAP                   | FY08 | FY09 | FY10 | FY11 | FY12 | Target<br>Business<br>Model |
|------------------------|------|------|------|------|------|-----------------------------|
| Revenue                | 100% | 100% | 100% | 100% | 100% | 100%                        |
| Gross Margin           | 58%  | 56%  | 56%  | 57%  | 56%  | 54+%                        |
| SG&A and other OPEX(1) | 37%  | 29%  | 27%  | 26%  | 25%  | Low-mid 20's                |
| R&D                    | 24%  | 22%  | 21%  | 19%  | 19%  | High Teens                  |
| Operating Income       | (3%) | 4%   | 9%   | 11%  | 12%  | 12-13%                      |
| Adj. EBITDA            | 12%  | 12%  | 15%  | 18%  | 20%  | 17-18%                      |

(1) Other OPEX includes Amortization of Acquired Intangible Assets, Impairment of Goodwill and Long Lived Assets, Change in the fair value of the liability related to the LNX earn-out, Restructuring, Gain on Sale of Long Lived Assets, and Acquisition Costs and Other Related Expenses.



#### Defense industry conditions are currently challenging

- Adversely impacting financial results
- Restructurings lead to \$25M of recurring annualized savings
- Forecasting more conservatively
- Focused on managing controllable items
- Sufficient liquidity and improved financial flexibility

Substantial operating leverage when defense market rebounds

#### Updated business model raises Adjusted EBITDA target In a more normalized industry environment

| GAAP                       | FY12 | Historic<br>Target Business<br>Model | Current Target<br>Business Model |
|----------------------------|------|--------------------------------------|----------------------------------|
| Revenue                    | 100% | 100%                                 | 100%                             |
| Gross Margin               | 56%  | 54+%                                 | 45-50%                           |
| SG&A and<br>other OPE쓌     | 25%  | Low-mid 20's                         | Low 20's                         |
| R&D                        | 19%  | High Teens                           | 11-13%                           |
| Amortizatio <sup>(2)</sup> | 0%   | _                                    | 2-3%                             |
| Operating Income           | 12%  | 12-13%                               | 12-13%                           |
| Adj EBITDA                 | 20%  | 17-18%                               | 18-22%                           |

(1) Other OPEX includes, Impairment of Goodwill and Long Lived Assets, Change in the fair value of the liability related to the LNX earn-out, Restructuring, Gain on Sale of Long Lived Assets, and Acquisition Costs and Other Related Expenses.

(2) Amortization includes fair value adjustment from purchase accounting and \$4.9M LNX earnout reversal in FY12.

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#### **Financial summary**

- 15% Defense revenue CAGR FY08-FY12
- Profitability restored and improved
- Converted earnings growth to healthy free cash flows
- Strong balance sheet; zero debt
- \$200M revolving credit facility and \$500M universal shelf
- Exceeded historic target model; new targets established
- Reduced cost structure due to challenging industry environment

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#### Well positioned for market rebound

- Focused on important defense and intelligence priorities
  - Well positioned on key programs and platforms
  - Capabilities help address today's and tomorrow's threats
  - Business model aligned with defense procurement reform
- Outsourcing partner to Primes for open sensor subsystems
- Pursuing acquisitions to gain additional capability and scale



INNOVATION THAT MATTERS

## Appendix

### Adjusted EBITDA reconciliation

|   | Years Ended Juste |            |      |        |      |         |      |           |         |  |  |
|---|-------------------|------------|------|--------|------|---------|------|-----------|---------|--|--|
| (000'S)   | 2                 | 2008       | 2009 |        | 2010 |         | 2011 |           | 2012    |  |  |
| Income (loss) from continuing operations        | \$                | (4,437) \$ |      | 7,909  | \$   | 28,069  | \$   | 18,507 \$ | 22,619  |  |  |
| Interest expense (income), net                  |                   | (3,129)    |      | 492    |      | (151)   |      | 45        | 27      |  |  |
| Income tax expense (benefit)                    |                   | 3,710      |      | 109    |      | (9,377) |      | 8,060     | 9,152   |  |  |
| Depreciation                                    |                   | 7,372      |      | 5,640  |      | 5,147   |      | 6,364     | 7,859   |  |  |
| Amortization of acquired intangible assets      |                   | 5,146      |      | 2,414  |      | 1,710   |      | 1,984     | 3,799   |  |  |
| Restructuring                                   |                   | 4,454      |      | 1,712  |      | 231     |      | _         | 2,821   |  |  |
| Impairment of long-lived assets                 |                   | 561        |      | _      |      | 211     |      | 150       | _       |  |  |
| Acquisition costs and other related expenses    |                   | _          |      | _      |      | _       |      | 412       | 1,219   |  |  |
| Fair value adjustments from purchase accounting |                   | _          |      |        |      | _       |      | (219)     | (5,238) |  |  |
| Stock-based compensation costs                  |                   | 8,848      |      | 4,582  |      | 4,016   |      | 5,580     | 6,616   |  |  |
| Adjusted EBITDA                                 | \$                | 22,525_\$  |      | 22,858 | \$   | 29,856  | \$   | 40,883_\$ | 48,874  |  |  |



#### Free cash flow reconciliation

|                                      | Years Ended Juste |         |    |               |    |               |    |                |    |         |  |
|--------------------------------------|-------------------|---------|----|---------------|----|---------------|----|----------------|----|---------|--|
|                                      | 8 <u> </u>        | 2008    | 6  | 2009          |    | 2010          | 3  | 2011           |    | 2012    |  |
| Cash flows from operating activities | \$                | 13,726  | \$ | 11,199        | \$ | 15,708        | \$ | 31,474         | \$ | 31,869  |  |
| Capital expenditures                 |                   | (4,625) |    | (4,126)       |    | (7,334)       | _  | (8,825)        |    | (9,427) |  |
| Free cash flow                       | \$                | 9,101   | \$ | <u>7,0</u> 73 | \$ | <u>8,3</u> 74 | \$ | <u>22,6</u> 49 | \$ | 22,442  |  |



### Glossary

| ADAS   | Advanced Distributed Aperture System  | EMD   | Engineering and Manufacturing Developm   | ent <b>MMSP</b> | Multimission Signal Processor                               |
|--------|---|-------|--|-----------------|---|
| AEGIS  | Aegis Ballistic Missile Defense System  | EO/IR | Electro-optical / Infrared   | OpenVPX         | System-level specification for VPX, initiated<br>by Mercury |
| AESA   | Active Electronically Scanned Array   | EW    | Electronic Warfare   | ONI             | Office of Naval Intelligence                                |
| AFRL   | Air Force Research Laboratory   | FELCO | Federated Embedded Intel-Server for<br>Collaborative Operations                  | QRC             | Quick Reaction Capability                                   |
| AIDEWS | Advanced Integrated Defensive Electronic<br>Warfare Suite                                     | FMS   | Foreign Military Sales   | RF              | Radio Frequency   |
| AMDR   | Air and Missile Defense Radar   | FPGA  | Field Programmable Gate Array  | SABR            | Scalable Agile Beam Radar                                   |
| ARES   | Advanced Radar Environment Simulator  | FRP   | Full Rate Production   | SAR             | Synthetic Aperture Radar                                    |
| ASIP   | Airborne Signals Intelligence Payload   | GPU   | Graphics Processing Unit   | SEWIP           | Surface Electronic Warfare Improvement Progra               |
| BAMS   | Broad Area Maritime Surveillance  | HLS   | Homeland Security  | SIGINT          | Signals Intelligence  |
| BMD    | Ballistic Missile Defense   | IC    | Intelligence Community   | SIRFC           | Suite of Integrated RF Countermeasures                      |
| воа    | Basic Ordering Agreement  | IDIQ  | Indefinite Quantity/ Indefinite Delivery   | SSEE            | Ships Signal Exploitation Equipment                         |
| C4ISR  | Command, Control, Communications,<br>Computers, Intelligence, Surveillance,<br>Reconnaissance | INT   | Intelligence   | SSI             | Services & Systems Integration Group                        |
| COMINT | Communications Intelligence   | I/O   | Input / Output   | SWaP            | Size Weight and Power                                       |
| COTS   | Commercial off-the Shelf  | JCREW | JointCounterRadicControlled<br>Improvised Explosive Device Electronic<br>Warfare | TD              | Technology Demonstration                                    |
| DEWS   | Digital Electronic Warfare System   | JSF   | Joint Strike Fighter   | TR              | Tech Refresh  |
| DF     | Direction Finding   | LRIP  | Low-Rate Initial Production  | TS/SCI          | Top Secret<br>/ Sensitive Compartmented Information         |
| DFM    | Design for Manufacturing  | MCE   | Mercury Commercial Electronics   | UAE             | United Arab Emirates  |
| DRFM   | Digital Radio Frequency Memory  | MDS   | Mercury Defense Systems  | UAS             | Unmanned Aircraft System                                    |
| DSP    | Digital Signal Processing   | MIS   | Mercury Intelligence Systems   | UAV             | Unmanned Aerial Vehicle                                     |
| DVE    | Degraded Visual Environment   | ММА   | Multimission Maritime Aircraft   | VADER           | Vehicle and Dismount Exploitation Radar                     |