# 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): August 7, 2012

### Mercury Computer 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)

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

t the appropriate box below it the Form 6-K thing is intended to simultaneously satisfy the filling configuron of the registrant under any of the following provisions (see General Instruction pelow):
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 7.01 Regulation FD Disclosure.

The management of Mercury Computer Systems, Inc. ("Mercury") will present an overview of Mercury's business on August 7, 2012 at the Jefferies 2012 Global Industrial and Aerospace & Defense Conference. Attached as Exhibit 99.1 to this Current Report on Form 8-K (the "Report") is a copy of the slide presentation to be made by Mercury 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 Mercury 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

Description

99.1 Presentation materials dated August 7, 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.

MERCURY COMPUTER SYSTEMS, INC. Dated: August 7, 2012

By: /s/ Kevin M. Bisson

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

**Exhibit Index** 

Exhibit No.

Description

99.1

Presentation materials dated August 7, 2012.





# Jefferies 2012 Global Industrial and A&D Conference

August 7, 2012

Mark Aslett President & CEO

> Kevin Bisson SVP & CFO

# Forward-Looking Safe Harbor Statement

This press release 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 "may," "will," "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 regional conflicts, 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 accounting principles, 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

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 uses these 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.



## **Introducing Mercury Computer Systems**

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



Best-of-breed provider of open, commercially developed, sensor processing subsystems for ISR and EW



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# Defense industry turning the page on a decade of war

- FY12 Defense budget approve8530B base spending
- FY13 Defense budget request announc \$525B base spending
- Budget Control Act reduced FYDP spend growth vs 2012 required
- Budget Control Act Jan 2013 sequester
- 6 month Continuing Resolution likely beginning October 1st

Slowergrowth in defensespendinganticipatedover next5 years



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Source: DOD Comptroller 2012 Budget Request

# In the near term we believe the industry is in a 12-18 month transition period ...

- 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

...where there will be clear winners and losers



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# Mercury investment highlights

Leading Market Position Pure-play C4ISR, EW and defense electronics company entrench on a diverse mix of programs aligned with DoD priorities

Differentiated Capabilities

Best-of-breed provider of specialized sensor processing subsystems to large defense Primes targeting platform upgrades

Favorable Macr Industry Trends Increased ISR usage, shift to onboard processing and exploitation evolving EW threats driving greater demand for Mercury solutions

Unique Busines Model Well positioned to benefit from DoD procurement reform, which is driving increased outsourcing by the large defense Primes

Proven Management Team

Well-defined strategy with a demonstrated track record of double-digit defense revenue growth and improved profitability

Well Positioned for Growth

Successful transformation has positioned the business for strong organic growth augmented through strategic acquisitions



# Growth strategy summary

- 1. Expand our capabilities and offerings along sensor chain
- 2. Expand market presence within defense electronics
- 3. Continue to grow our customer and program base
- 4. Capitalize on Prime outsourcing / supply chain consolidation
- 5. Acquire complementary companies

Mercury has strategically positioned its business to grow



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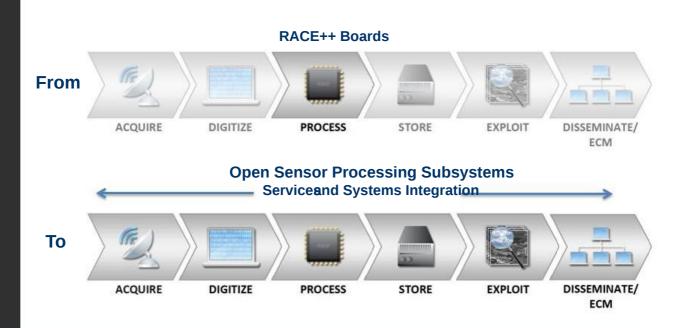
## Historically, Mercury focused on one element of sensor chain



We are the leader in high-performance embedded computing



We now view our market opportunity as providing end-to-end open sensor processing subsystems much larger opportunity



We are systematically growing our capabilities, services and offerings along the sensor chain organically and by acquisition



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# Mercury's traditional market was narrowly defined as airborne radar processing ...

#### C4ISR



\$8,796M 22%

### ... limiting our growth potential within the C4ISR market



Source: The Teal Group June 2011, World Defense Electronics Funding Available to the US FY13; excludes Sonar and Other totaling \$4,212M (11%).

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# Since then, we have systematically broadened our addressable market within C4ISR ...

#### C4ISR



Sensor, Program and Platform Agnostic

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



Source: The Teal Group June 2011, World Defense Electronics Funding Available to the US FY13; excludes Sonar and Other totaling \$4,212M (11%).
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## We are deployed on 300+ programs with 25+ Primes

































# Aegis ballistic missile defense: SPY-1 BMD Radar

- Countering rogue nations' ballistic missile threats
- Highest performance radar processor Application Read Subsystem
- \$10M booked in FY12, \$80M+ booked to date
- Additional 27 ship sets scheduled through GFY16
- AMDR selection in FY13 - partnering with LM



Mercury's largest single program in production to date



### Patriot missile defense: Next generation ground radar

- Services-led design win Prime outsourcing example
- Sophisticated radar processor Application Ready Subsystem
- · Production awards received to date: \$50M
  - 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





- Naval surface fleet EW upgrade: 100+ ships
- Delivered best-of-breed EW Application Ready Subsyster
- Expected to move from EMD phase to LRIP in next 12 months
- Production begins GFY15
- Upside opportunities with Block 1 upgrade and Block 3
- Lockheed and Raytheon partnering on SEWIP Block 3

Strong partnership with Prime driving Mercury content expansion



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# JCREW I1B1 (3.3): Joint services CIED program of record Software defined jammer to defeat roadside bombs

- JCREW I1B1 program of record in FY13 budget
- Program currently in EMD (engineering) phase
- Milestone C next official gate.
   Signifies transition to Low Rate Initial Production (LRIP)
- Program experiencing delays
  - Funding in Marine Corps
     GY13 budget request
- US Marine Corps req'ts:
  - Total: 3100 mounted,790 man portable, 13 fixed sites
  - GFY13 : 1020 mounted,790 man portable



Expect move from EMD phase into Low Rate Initial Production



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Note: Mercury was not involved in prior generations

# Gorgon Stare Increment 2

New program win



- Increment 2
  - Total contract potential \$31-37M
  - \$25M booked FY12
  - Quick reaction capability; delivery in 18 months
  - New onboard processor and storage for advanced wide area sensors
  - Potential upside: flight systems and spares
- Future Increments to GFY18
  - Processor upgrades
  - Onboard multi-INT fusion
  - PED improvements





Several opportunities for growth over the next 3-6 years



## Program growth driver update



Aegis: Ballistic Missile Defense
Well-defined upgrade provides foundational revenue



Patriot: Missile Defense
U.S. Army upgrades expected to begin in GFY13; FMS Sales



SEWIP: Naval Electronic Warfare LRIP expected to begin GFY13



JCREW I1B1 (3.3): Counter-IED

Program expected to transition from EMD phase to LRIP

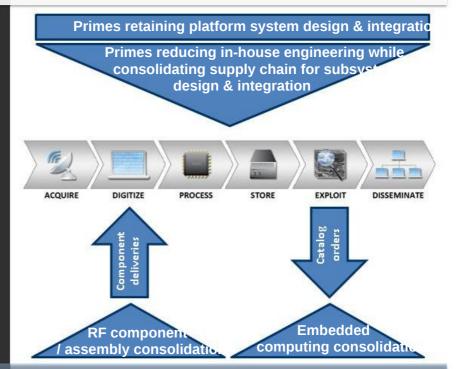


Gorgon Stare: Wide-area airborne surveillance Continued work on Increment 2



# Outsourcing could substantially increase our market opportunity even with defense spending cuts

- Reduce risk given firm-fixed price contracts
- Address high-fixed cost operating model
- Increase success rate on new programs and production recompetes
- Develop differentiated, more affordable solutions with fewer internal R&D dollars
- Compress upgrade development and deployment cycles
- Consolidate supply base at subsystem level



Mercury has strategically positioned its business to help



# Through acquisition we are creating a unique, scalable microwave, RF and digital solutions platform

#### **Sensor Processing Chain**



We view our market opportunity as providing end-to-end, open sensor processing subsystems to the Primes



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# Supplement organic growth and capability via complementary acquisitions

# Acquisition Case Study: Micronetics

- Leadinglesignerand manufacturer of microwave and RF subsystems and components for defense and commercial customers
- Applicationsincludeelectronic warfare, radar, electronic countermeasures, satellite communications and commercial wireless products
- Announcedransactionvalue of \$75 million, immediately accretive to EBITDA
- MicroneticsFY2012revenue \$46 million (30% YoY growth \$3.4 million of earnings, \$26 million backlog
- Expectedo closein Mercury FQ1 2013



### Driving growth through acquisition

- Grow ACS in ISR and EW markets by adding capabilities along sensor processing chain
- MFS acquire multi-INT exploitation capability and channel to intelligence community
- Add Mercury content and services to existing and future defense and intelligence programs

### Focus on the following characteristics:

- Tens of millions revenue to start
- Demonstrated profitability and growth
- Accretive on an EBITDA basis within 12 months;
   GAAP EPS accretive within reasonable period

### Proprietary pipeline of targets

Attractive destination for target companies

# Positioned for growth in a changing industry

- Focused on the right defense market segments
- 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 the Primes for sensor subsystems
- Strong defense revenue growth and improved profitability
- Pursuing complementary acquisitions to accelerate growth

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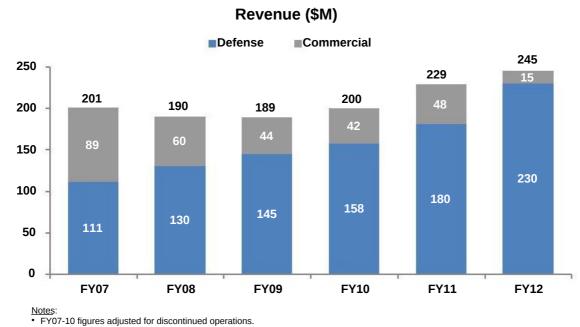




# **Financial Overview**

# Defense revenue growth accelerating

27% defense revenue growth YoY in FY12



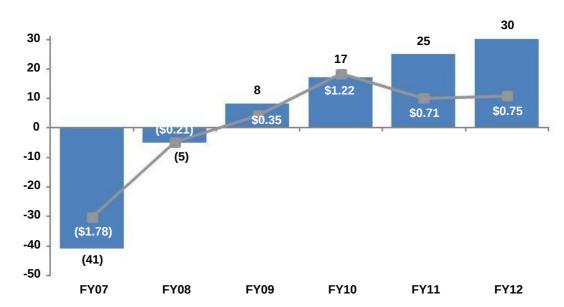
Defense: 16% CAGR FY07-12



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# Profitability restored and improving

#### Operating Income \$M ---Earnings per Share



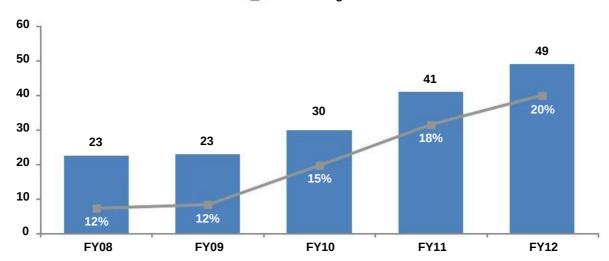
- FY07 figures are as reported in the Company's fiscal 2007 Form 10K and have not been restated for discontinued operations.
  FY08 figures are as reported in the Company's fiscal 2010 Form 10K. FY09-11 figures are as reported in the Company's fiscal 2011 Form 10K.
  FY10 Earnings per Share of \$1.22 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 pro forma target

#### Adj. EBITDA (\$M, %)

**EBITDA Margin %** 



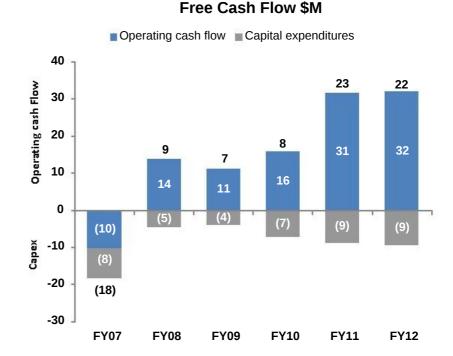
- Notes:

   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-



# Generating healthy free cash flow from operations

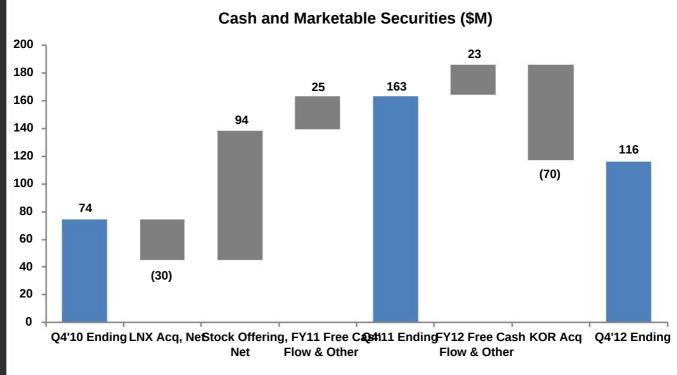
- Engineering and supply chain transformation
  - **Engineering methods**
  - Investments in DFM
  - Operational efficiencies
  - Reduced lead times
  - Improved cost of quality
  - Outsourced manufacturing
- Efficient working capital platform supports growth



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



# Balance sheet poised for investment No short and long term debt



#### Other financing sources available:

• \$500M Shelf Registration

• \$35M Operating line of credit (no drawdowns)



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# Achieved current target business model

• ACS : MFS revenue split 88% : 12% respectively

· High mix, low volume

 R&D delivering significant added value and returns

 Increased lower margin engineering services and systems integration

 Services-led design wins lea to long-term production subsystem annuity revenues

GAAP	FY08	FY09	FY10	FY11	FY12	Target Business 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 Idncome	(3%)	4%	9%	11%	12%	12-13%
Adj. EBITDA	12%	12%	15%	18%	20%	17-18%

<sup>(1)</sup> 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.



# FY12 year over year comparison (GAAP)

GAAP	FY12	FY11	Delta
Total Revenue (\$M)	245	229	7%
Defense Revenue (\$M)	230	180	27%
Gross Margin % Revenue	55.6%	56.8%	(1.2 pts)
Operating Expenses (\$M)	106	105	1
Operating Income (\$M) % Revenue	30 12.3%	25 10.9%	5 1.4 pts
Adj EBITDA	49	41	8
EPS (Continuing Operations)	\$0.75	\$0.71	\$0.04
Op Cash Flow (\$M)	32	31	1
Bookings Total Backlog (\$M) 12-mo Backlog(\$M)	231 105 92	202 87 71	14% 20% 30%



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# Q1 FY13 guidance (excluding Micronetics)

	Q1 FY12 Actual	Quarter Ending	September 30, 2012
		Low	High
Revenue	\$49	\$51	\$57
GAAP EPS (Continuing)	\$0.09	(\$0.05)	\$0.00
Adj EBITDA	\$8.7	\$4.0	\$6.7
Note -Adj EBITDA Adjustments:			
Net income (Continuing)	2.7	(1.7)	0.0
Interest (income) expense, net	0.0	0.0	0.0
Income tax (benefit) expense	1.3	(0.9)	0.0
Depreciation	1.9	2.2	2.2
Amortization of acquired intangible assets	0.8	1.1	1.1
Acquisition costs and other related expenses	0.0	0.2	0.2
Restructuring expenses	0.0	0.4	0.4
Fair value adjustments from purchase accounting	0.0	0.0	0.0
Stock-based compensation cost	2.0	2.7	2.7
Adj EBITDA	\$8.7	\$4.0	\$6.7

Notes:
The guidance included herein is from the Company's earnings release and is as of the date of the earnings release. The Company is neither reconfirming such guidance as of the date of this presentation nor assuming any obligations to update or revise such guidance.



# Guidance: Strong performance track record

Non-	GAAP	Ç	21	Ç	2	Q	4		
G/	AAP	Reported	Guidance	Reported	Guidance	Reported	Guidance	Reported	Guidance
2008	Revenue (\$M)	49.2	48.0	52.6	51.0	56.5	53.0-55.0	55.2	53.0-56.0
2000	EPS (\$)	0.09	(0.08)	0.04	(0.05)	0.04	(0.04)-0.00	0.01	(0.05)-0.01
2009	Revenue (\$M)	49.1	47.0-49.0	50.7	47.0-49.0	50.6	48.0-50.0	48.4	46.0-48.0
2003	EPS (\$)	0.07	(0.07)-(0.03	0.03	(0.05)-0.00	0.20	0.05-0.09	0.13	0.05-0.08
2010	Revenue (\$M)	47.4	43.0-45.0	45.2	40.0-42.0	43.6	41.0-43.0	63.6	58.0-60.0
2010	EPS (\$)	0.19	0.03-0.08	0.08	(0.08)-(0.04	0.16	(0.15)-(0.11	) 0.77	0.25-0.28
2011	Revenue (\$M)	52.1	48.0-50.0	55.5	54.0-55.0	59.9	58.0-60.0	61.2	57.0-59.0
2011	EPS (\$)	0.16	0.03-0.06	0.22	0.10-0.12	0.20	0.16-0.18	0.14	0.11-0.13
2012	Revenue (\$M)	49.1	54.0-56.0	68.0	67.0-69.0	67.0	65.0-68.0	60.9	60.0-66.0
2012	EPS (\$)	0.09	0.10-0.12	0.30	0.24-0.27	0.17	0.09-0.11	0.19	0.04-0.10
2013	Revenue (\$M)		51.0-57.0						
	EPS (\$)		(0.05)-0.00						

Notes:
The guidance included herein is from the Company's earnings release and is as of the date of the earnings release. The Company is neither reconfirming such guidance as of the date of this presentation nor assuming any obligations to update or revise such guidance.





# UpdatedbusinessmodelraisesAdjustedEBITDATarget

### Changes to new model:

- New acquisitions and increased services lower gromargin
- Increased customer funded R&D from new acquisitions and lower SG&A more than offset gross margin decline
- Amortization addback to operating income increases Adjusted EBITDA target



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

<sup>(1)</sup> 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.

# Financial summary

- Defense revenue growth accelerated in FY12
- Profitability restored and improved
- Built increased levels of Adjusted EBITDA
- Converted earnings growth to healthy free cash flows
- Strong balance sheet with no debt
- Exceeded historic target model
- Established new target model with higher Adjusted EBITDA
- Prudently managing cost structure during challenging FY13





**Appendix** 

# Adjusted EBITDA reconciliation

	Years Ended Jubile,									
(000'S)		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 account	ing	_		_	(219)	(5,238)				
Stock-based compensation costs		8,848	4,582	4,016	<u>5,580</u>	6,616				
Adjusted EBITDA	\$	22,525\$	22,858 \$	29,856\$	40,883\$	48,874				



# Free cash flow reconciliation

		Years Ended Ju <b>ße</b>											
	2007		2008			2009		2010		2011		2012	
Cash flows from operating activities	\$	(10,313)	\$	13,726	\$	11,199	\$	15,708	\$	31,474	\$	31,869	
Capital expenditures		(8,109)		(4,625)		(4,126)		(7,334)		(8,825)		(9,427)	
Free cash flow	\$	(18,422)	\$	9,101	\$	7,073	\$	8,374	\$	22,649	\$	22,442	

