



William Blair 38th Annual Growth Stock Conference

Mark Aslett
President and CEO

Michael Ruppert
Executive Vice President and CFO

June 12, 2018



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 fiscal 2018 business performance and beyond 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," "potential," 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 and amounts of such funding, general economic and business conditions, including unforeseen weakness in the Company's markets, effects of any U.S. Federal government shutdown or extended continuing resolution, 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, or in the U.S. Government's interpretation of, federal export control or 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 restructurings, or delays in realizing such benefits, challenges in integrating acquired businesses and achieving anticipated synergies, changes to cyber-security regulations and requirements, changes in tax rates or tax regulations, 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 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, 2017. 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, adjusted income from continuing operations, and adjusted EPS which are non-GAAP financial measures. Adjusted EBITDA, adjusted income from continuing operations, and adjusted EPS exclude certain non-cash and other specified charges. 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, adjusted income from continuing operations and adjusted EPS 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, adjusted income from continuing operations, and adjusted EPS 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.



Pioneering a next generation defense electronics company...

- Operate high-tech commercial business model
- Secure sensor and safety critical processing subsystems
- Serving defense Prime contractor outsourcing needs
- Deployed on 300+ programs with 25+ Prime contractors
- FY17 \$408.6M revenue; Growth YoY:
 - 51% revenue
 - 26% GAAP net income
 - 64% Adj. EBITDA
 - 24% backlog
- FY18 guidance⁽¹⁾:
 - \$487M - \$492M revenue
 - \$40.2M - \$41.8M GAAP income
 - \$111.0M - \$113.5M Adj. EBITDA



...to address the industry's challenges and opportunities



Strategy delivering above average growth and profitability



We are deployed on 300+ programs with 25+ Primes

Aerospace & Defense Platform and Systems Electronics Content

C4I

JLTV



WIN-T



KC-46



A330 MRTT



Aegis



F-16



Reaper/Gorgon Stare



Triton



Patriot



Aegis



F-15



C-130



Global Hawk



Badger/Buzzard



SEWIP



SDB II



PGK



MALD-J



Paveway



SM2/3/6



Sensor & Effector Mission Systems

snc SIERRA NEVADA CORPORATION

Raytheon

NORTHROP GRUMMAN

BAE SYSTEMS

AIRBUS

LOCKHEED MARTIN



communications



GENERAL ATOMICS

BOEING

HARRIS

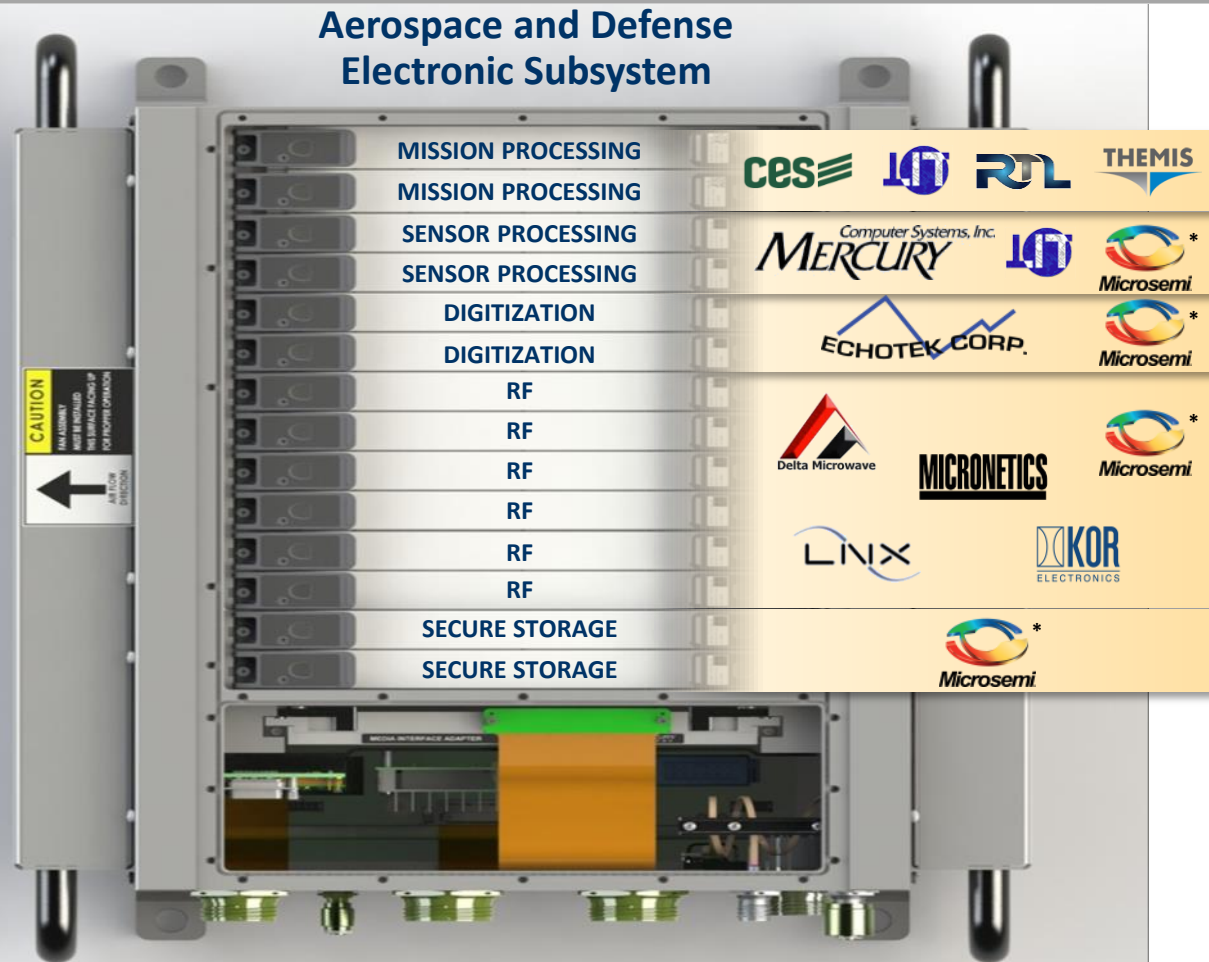
Mercury's vision is to be the...



Leading commercial provider of
secure sensor and safety-critical
processing subsystems

Acquisitions have transformed Mercury into a commercial...

- Acquired capabilities significantly expand addressable market
- Moved up the value chain
- Model facilitates greater customer outsourcing
- Accelerates customer supply chain transformation
- Disintermediate traditional product-level competitors
- Low-risk, content expansion organic growth strategy
- Future M&A opportunities



...provider of secure sensor and safety-critical processing subsystems

Five major trends shaping the defense industry



Political Dysfunction:

Budget Control Act and repeated Continuing Resolutions disrupting DoD budget process and spending



Increased Defense Spending Cycle:

Rising interest rates, healthcare and social spending remain issues; MilPer expense growth, aging military platforms' O&M costs rising



Defense Procurement Reform:

Firm-fixed-price contracts changing economics and industry competitive dynamics despite increased defense spending



Innovation Challenges:

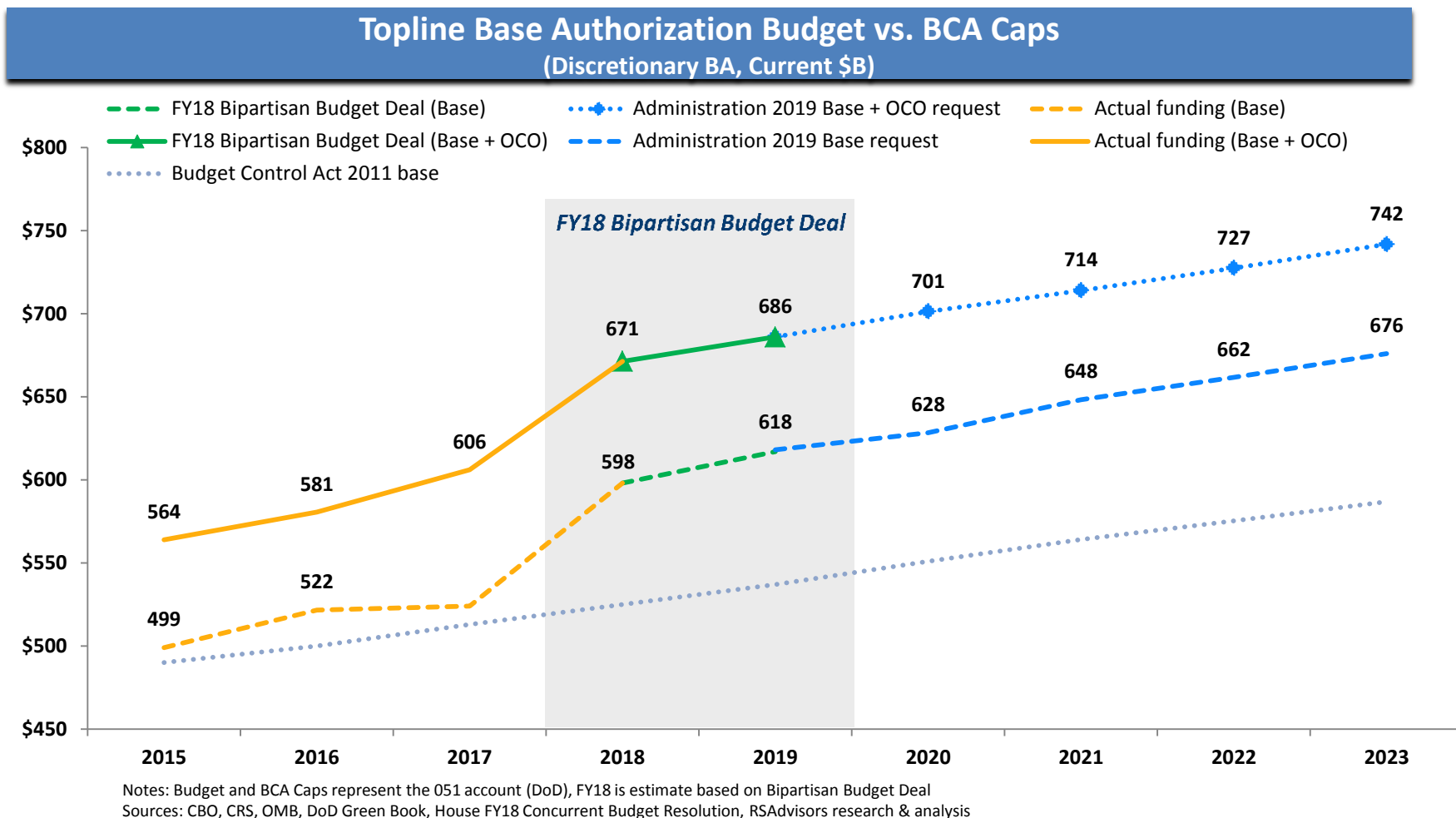
Increasing headcount but recruitment challenges and aging workforce; Relatively low IR&D requires focused investment and greater outsourcing



Challenging Global Security Environment:

Resurgent Russia, Chinese militarization and power projection, ISIS, North Korean threat, Middle East instability

The Bipartisan Budget Deal of 2018 provides a significant near-term impulse to defense spending...



...and suggests the beginning of a new defense upcycle

Mercury's capabilities and drivers of growth are aligned...



Sensor and C4I modernization and new platforms



Weapon systems readiness and modernization



Defense Prime contractors outsourcing more



Defense Primes' flight to quality suppliers



Defense Primes and government delayering supply chains



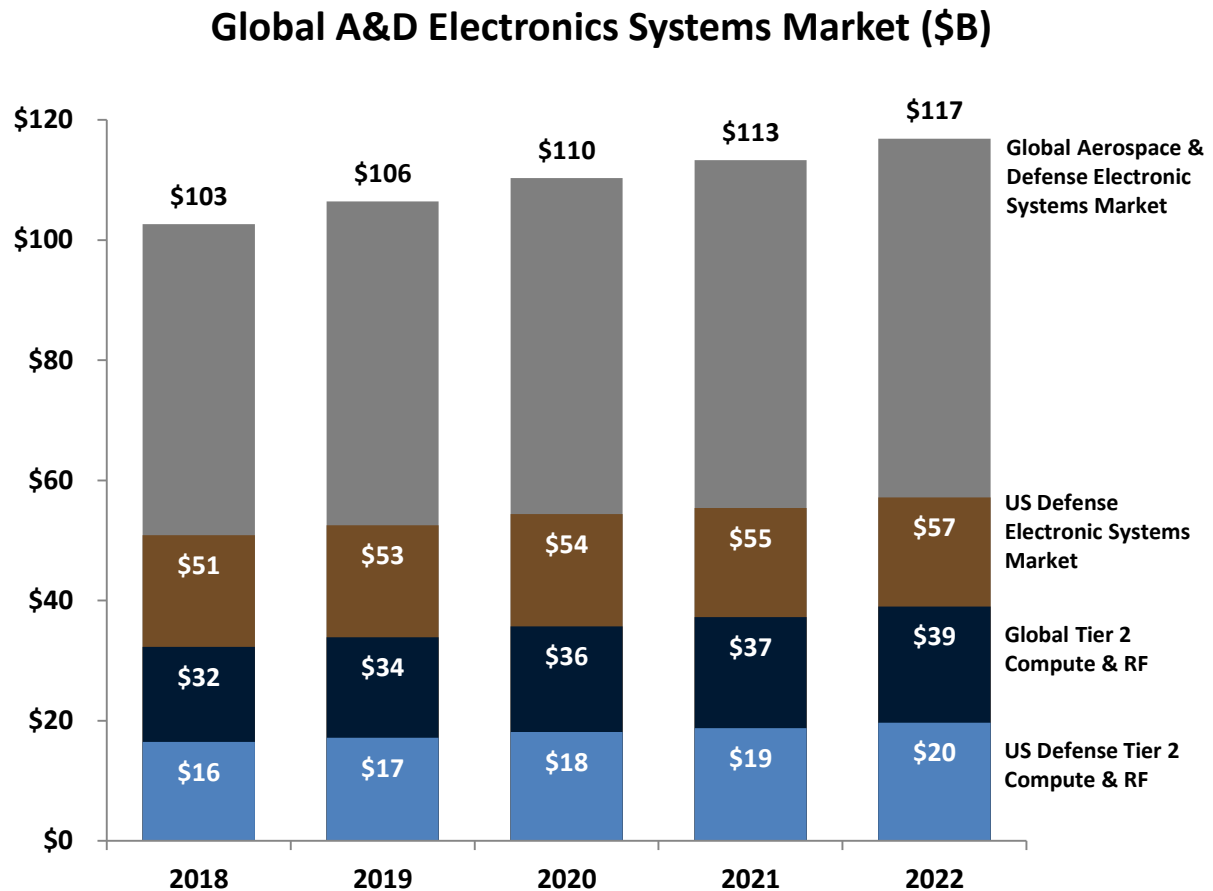
Foreign military and international sales increasing

...to DoD investment priorities and overall A&D industry trends



Captive outsourcing by Defense prime contractors...

- 2018 A&D electronics is \$103 billion market
- US Defense is nearly half of total market at \$51B
- Tier 2 compute & RF
 - Global \$32B; 5% CAGR
 - US \$16B; 5.7% CAGR
- Small percentage of Tier 2 compute & RF estimated to be currently outsourced
- Primes outsourcing more subsystems to fewer but more capable suppliers

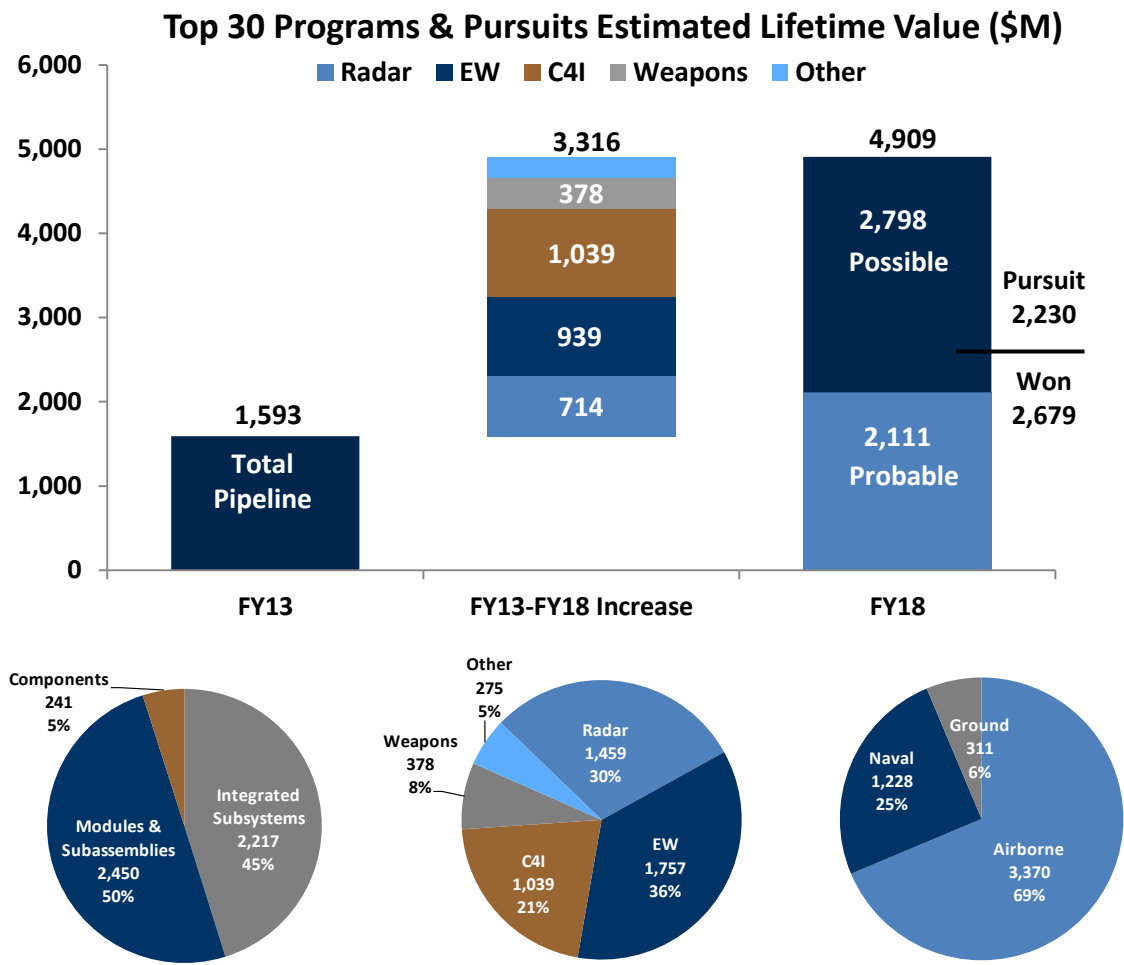


...likely the Defense industry's largest secular growth opportunity



Acquisitions and investments driving significant opportunity growth...

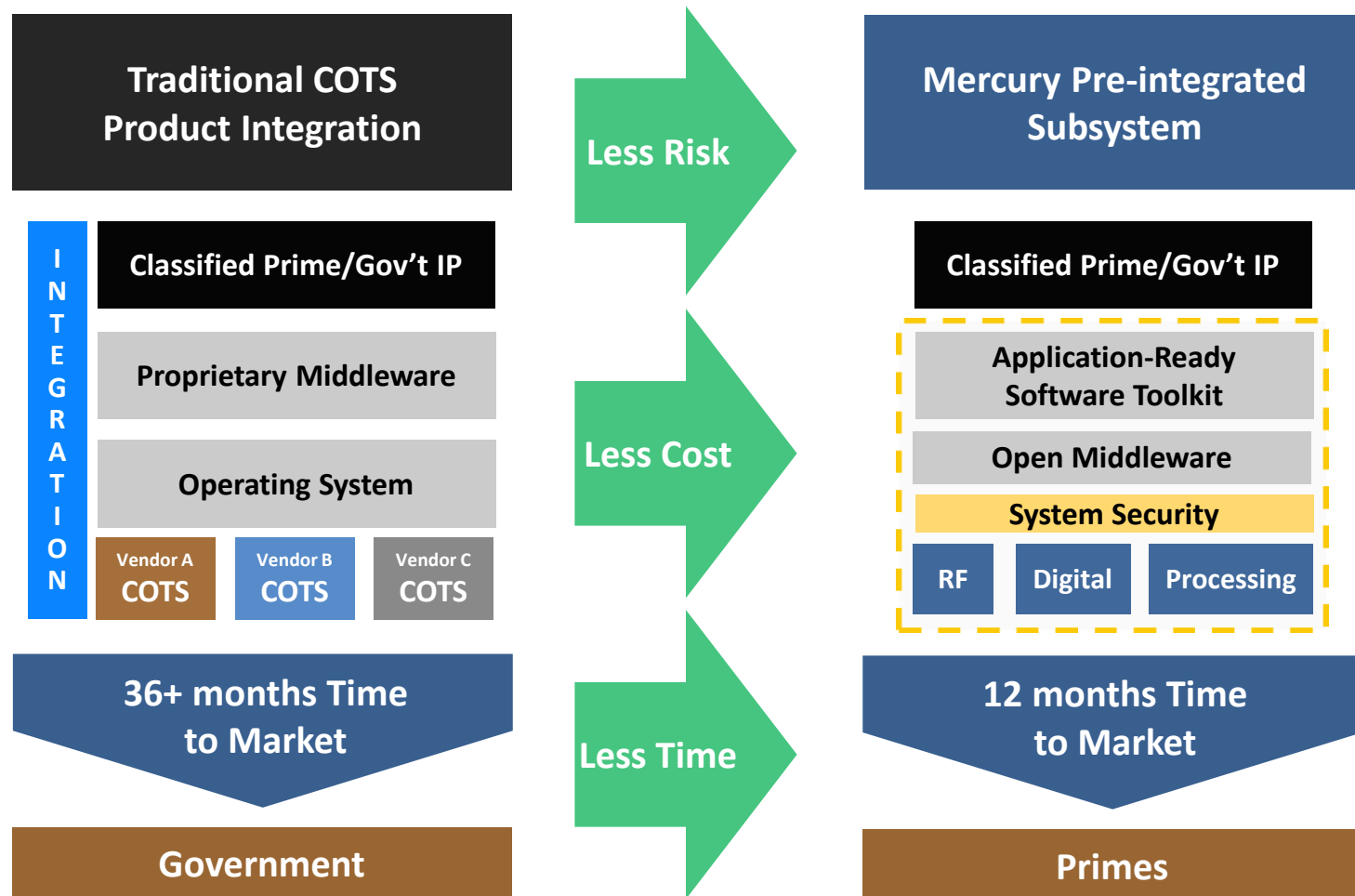
- Total potential value grew >3x to \$4.9B in 5 years
- Significant EW, C4I, weapons opportunity pipeline
- Acquisitions brought new programs and capabilities
- Larger, more diversified, program base reduces risk
- Content expansion driving above average growth
- Outsourced integrated subsystems 45% of top 30 program estimated life value



...which in turn is driving strong results

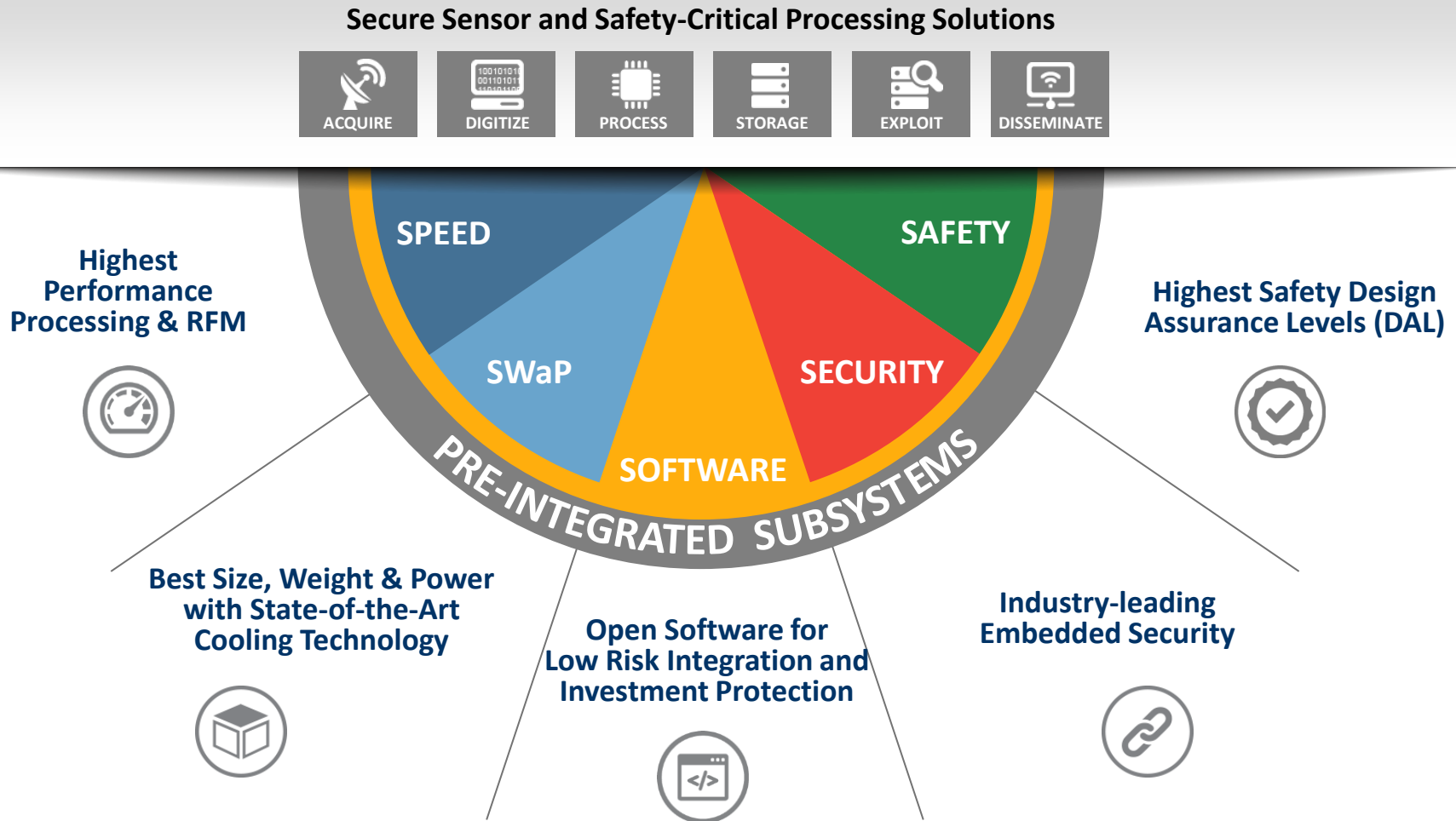
Note: Refer to Appendix for definitions of “Probable”, “Possible”, “Pursuit”, and “Won”. Probable and Possible values are as of the beginning of the referenced fiscal year. Numbers are rounded.

Business model built for speed, innovation and affordability...



...as customers seek outsourced pre-integrated subsystems


























Only high-tech commercial company with the technology...



...and domain expertise for secure sensor and safety-critical processing

We have executed on a disciplined and focused M&A strategy

2018 Tier 2* Market (\$B) & CY'18-22 CAGR (%)

Aerospace & Defense Platform and Systems Electronics Content							
C4I			Sensor & Effector Mission Systems				
Platform & Mission Mgmt	C2I	Comms	EW	Radar	EO/IR	Acoustics	Weapons
							
Avionics / Vetronics	Command & Control / Battle Management	Dedicated Communications	Electronic Warfare	Radar	Electro-Optical/Infrared	Acoustics	Missiles/Munitions
  	  	  	      				
\$6.8B 3.5%	\$6.2B 4.9%	\$4.7B 4.5%	\$4.3B 6.1%	\$4.2B 5.5%	\$2.4B 3.5%	\$1.1B 7.3%	\$2.6B 5.3%

Notes:

*Tier 2 includes Embedded computing and subsystems with RF content. Includes US Government and Global Commercial Aerospace Markets

Sources: RSAdvisors research & analysis

(1) Represents carve-out acquisition from Microsemi Corp.

Strategy and investments have positioned Mercury well

- Pioneering a next-generation defense electronics business model
- Unique technology and capabilities on key production programs
- Substantial total addressable market expansion enabling future growth
- Low-risk content expansion growth strategy with demonstrable progress
- Largest secular growth opportunity = captive Prime outsourcing
- Above industry-average growth and profitability
- Business platform built to grow and scale through future acquisitions

Financial Overview

Michael Ruppert
Executive Vice President and CFO



The evolution of Mercury Systems

In millions, except percentage and per share data.

		Mar. 31, 2015 ⁽²⁾	Apr. 30, 2018 ⁽²⁾	% Increase / (Decrease)
Valuation	Market Capitalization	\$503	\$1,546	207%
	Enterprise Value	\$437	\$1,697	289%
		LTM Mar. 31, 2015 ⁽¹⁾	LTM Mar. 31, 2018 ⁽¹⁾	% Increase / (Decrease)
Operational	Revenue ⁽¹⁾	\$224	\$456	103%
	Adj. EBITDA ⁽¹⁾	\$37	\$106	182%
	Adj. EPS ⁽¹⁾	\$0.66	\$1.27	92%

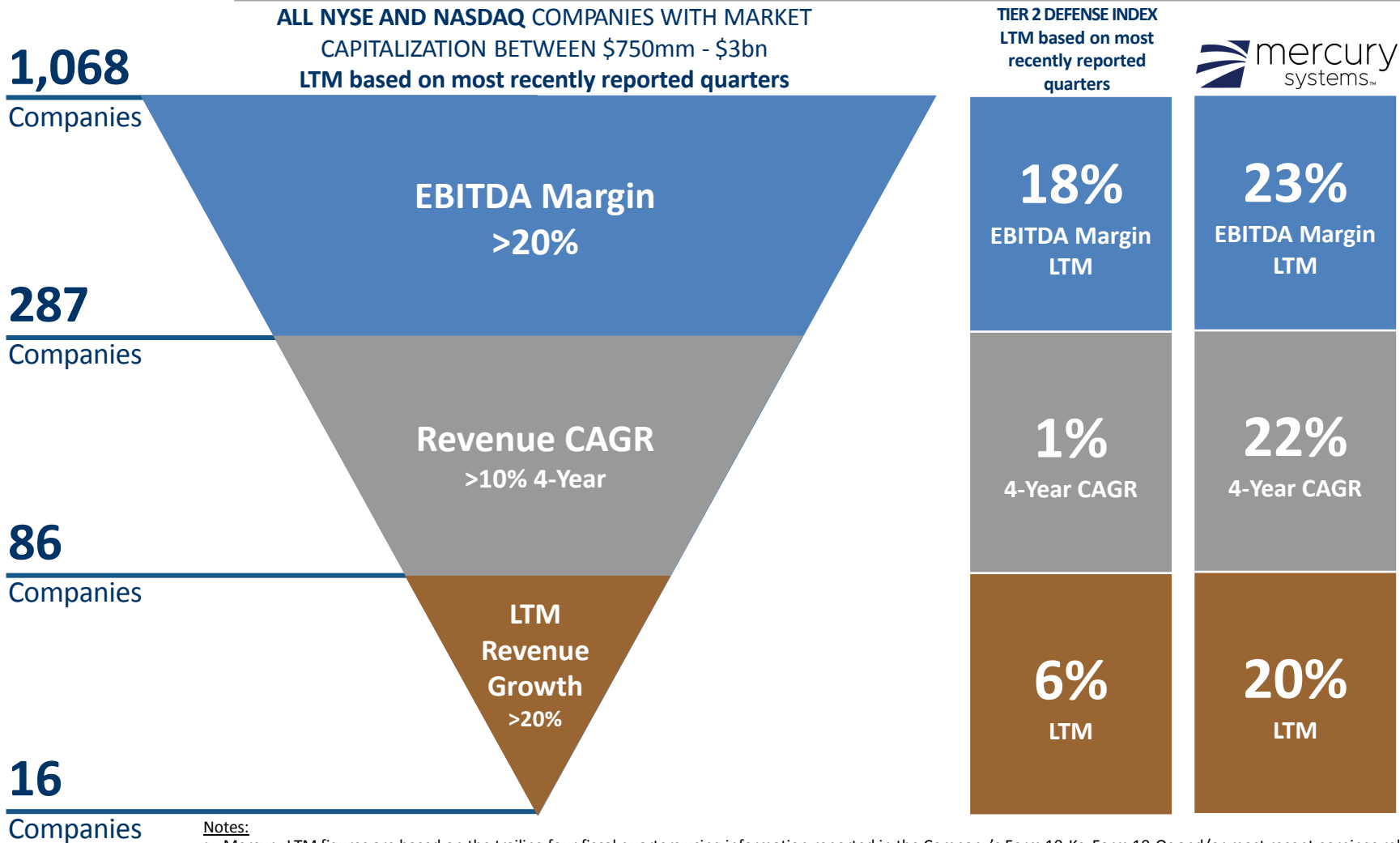
Notes:

(1) Operational LTM figures are based on the trailing four fiscal quarters using information reported in the Company's Form 10-Ks, Form 10-Qs and/or most recent earnings release.

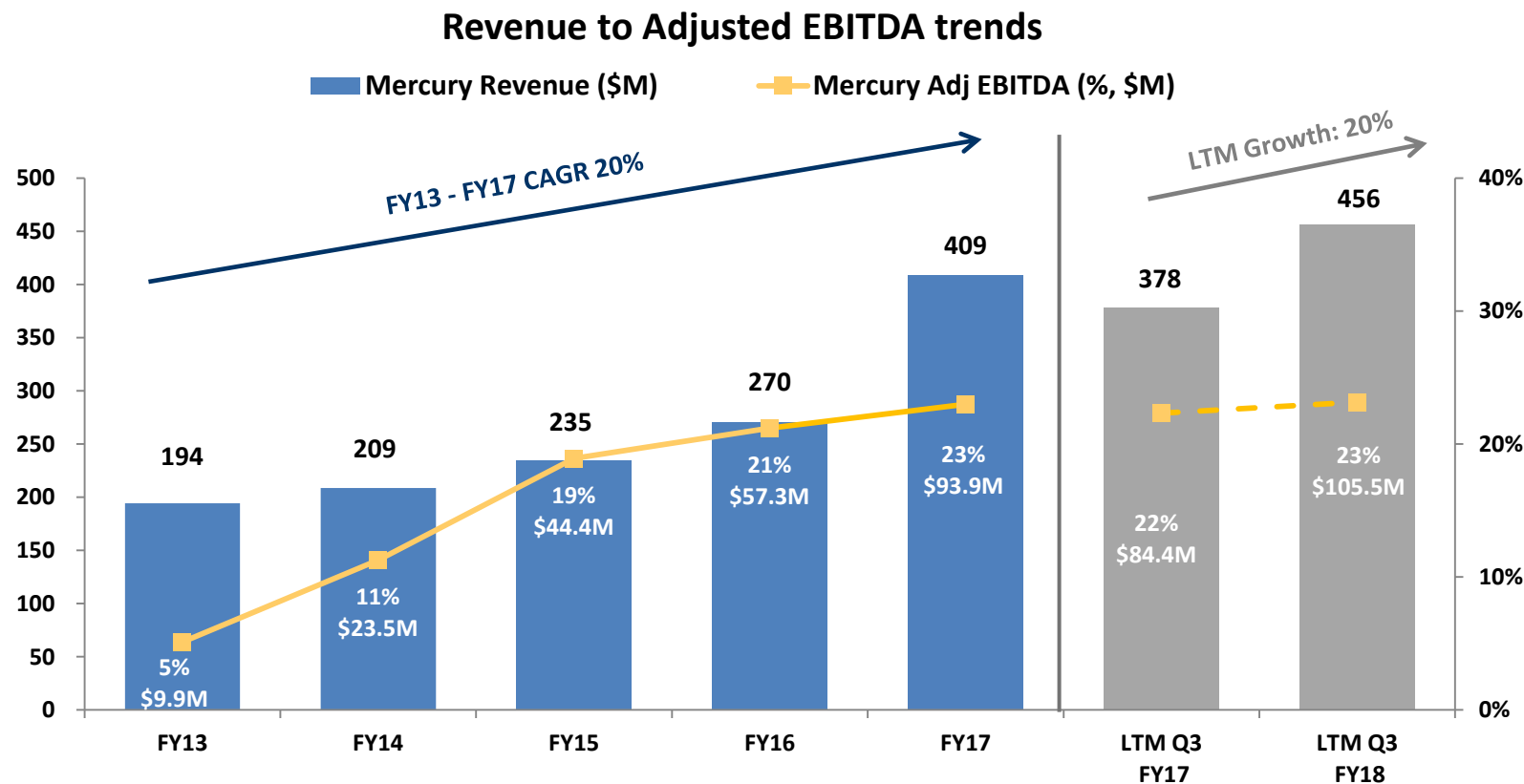
(2) Valuation for March 31, 2015 based on share data and cash from Company's 10-Qs, balance sheet published May 7, 2015 and stock price as of Mar. 31, 2015.

Valuation for April 30, 2018 based on stock price as of April 30, 2018 and corresponding share count. Cash and debt balance from Company's 10-Qs, balance sheet published May 3, 2018.

Mercury's financial profile puts it in a unique category



Strong revenue growth and operating leverage...



Notes:

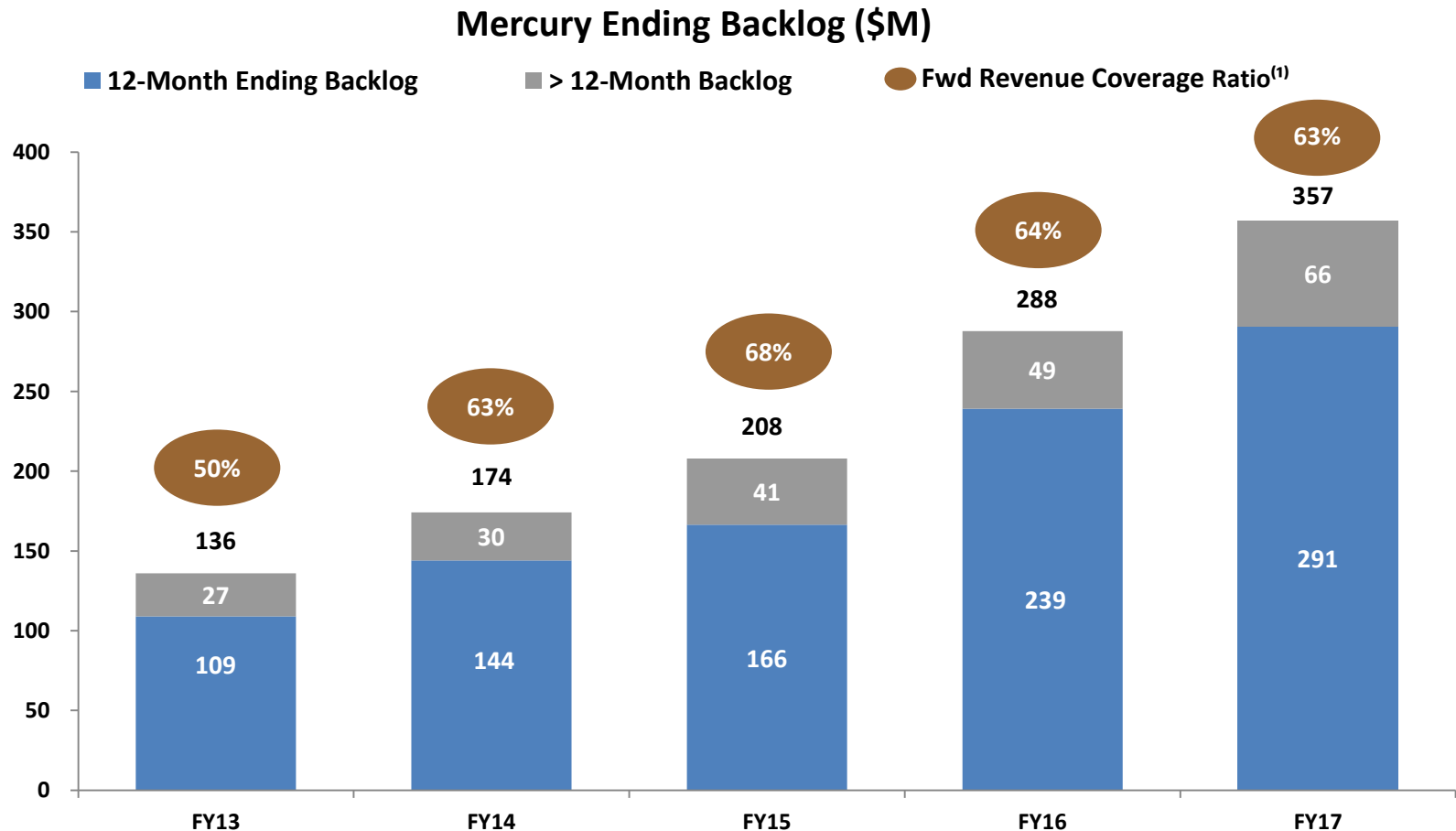
(1) Fiscal years ended June 30; FY13-17 figures are as reported in the Company's Form 10-Ks.

(2) LTM figures are based on the trailing four fiscal quarters using information reported in the Company's Form 10-Ks, Form 10-Qs and/or most recent earnings release.

...yielded dramatic growth in adjusted EBITDA



FY13-FY17 backlog CAGR of 27%...



Notes:

(1) Revenue Coverage Ratio = 12-month ending backlog/Next 12 months revenue based on initial revenue guidance (or midpoint of range) issued for subsequent year.

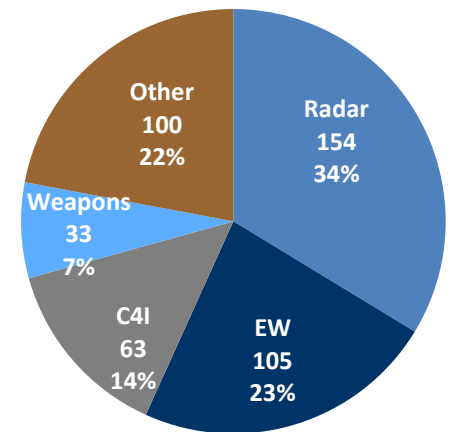
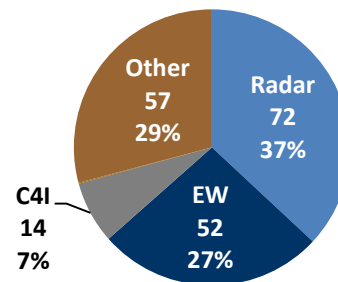
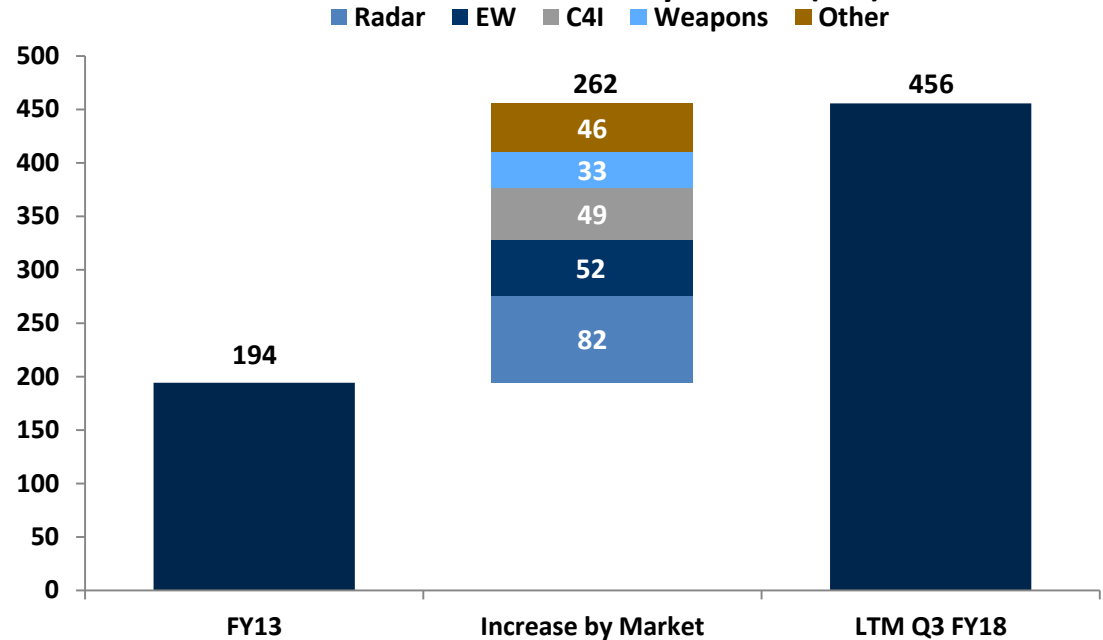
...strong backlog and revenue coverage exiting FY17



Market expansion strategy is working well

- Continued growth in core markets
- Expansion into adjacent markets
- Additional capabilities drive content expansion
- Broader program and customer base
- Vastly larger addressable market
- Consistently driving above market growth rates

Revenue and Growth by Market (\$M)



Note: Pie chart numbers are rounded



Strong LTM performance

20% revenue and 25% adjusted EBITDA growth YoY

<i>In millions, except percentage and per share data</i>	LTM Q3 FY17⁽¹⁾	LTM Q3 FY18⁽¹⁾	Change
Backlog	\$318.0	\$429.3	35%
Revenue	\$378.4	\$455.9	20%
Gross Margin	46.5%	46.4%	(0.1 pt)
Operating Expenses Amortization/Restructuring/Acquisition	\$143.7 21.4	\$170.4 29.3	19%
GAAP Income	\$23.6	\$39.6	68%
GAAP EPS	\$0.58	\$0.83	43%
Adjusted EPS⁽²⁾	\$1.10	\$1.27	15%
Adj. EBITDA⁽²⁾	\$84.4	\$105.5	25%

Notes:

(1) LTM figures are based on the trailing four fiscal quarters using information reported in the Company's Form 10-Ks, Form 10-Qs and/or most recent earnings release.

(2) Non-GAAP, see reconciliation table.



FY18 annual guidance

<i>In millions, except percentage and per share data</i>	FY17⁽¹⁾	FY18⁽²⁾	Change
Revenue	\$409	\$487 - \$492	19% - 20%
Gross Margin	46.9%	45.7% - 45.8%	(1.2pt) - (1.1pt)
Operating Expenses	\$154.1	\$177.9 - \$178.4	15% - 16%
GAAP Income	\$24.9	\$40.2 - \$41.8	62% - 68%
GAAP EPS Weighted-average diluted shares outstanding	\$0.58 43.0	\$0.85 - \$0.88 47.5	46% - 52%
Adjusted EPS⁽³⁾	\$1.15	\$1.35 - \$1.38	17% - 20%
Adj. EBITDA⁽³⁾	\$93.9	\$111.0 - \$113.5	18% - 21%

Notes:

(1) FY17 figures are as reported in the Company's Form 10-K.

(2) The guidance included herein is from the Company's most recent earnings release and is as of the date of that 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. For purposes of modeling and guidance, we have assumed no restructuring, acquisition or non-recurring financing-related expenses, an effective tax rate of approximately 34% in the period discussed for periods not reported.

(3) Non-GAAP, see reconciliation table.



Achieving target business model

	FY16 ⁽¹⁾	FY17 ⁽¹⁾	LTM Q3 FY18 ⁽¹⁾	Target Business Model
Revenue	100%	100%	100%	100%
Gross Margin	47%	47%	46%	45 - 50%
SG&A	20%	19%	18%	16 - 18%
R&D	13%	13%	13%	11 - 13%
Amortization	3%	5%	5%	4 - 5%
GAAP Income	7%	6%	9%	N/A
Adj. EBITDA ⁽²⁾	21%	23%	23%	22 - 26%

Notes:

(1) FY16 and FY17 figures are as reported in the Company's Form 10-K. LTM figures are based on the trailing four fiscal quarters using information reported in the Company's Form 10-Ks, Form 10-Qs and/or most recent earnings release.

(2) Non-GAAP, see reconciliation table.



Conservative balance sheet

\$205M available revolving credit facility, universal shelf for future investments

(In millions)	FY16 Actual	FY17 Actual	Q3 FY18 Actual
<u>ASSETS</u>			
Cash & cash equivalents	81.7	41.6	44.2
Accounts receivable, net	95.9	113.7	141.6
Inventory, net	58.3	81.1	117.1
PP&E, net	28.3	51.6	51.3
Goodwill and intangibles, net	460.7	509.9	685.7
Other	11.6	17.8	17.0
TOTAL ASSETS	736.5	815.7	1,056.9
<u>LIABILITIES AND S/E</u>			
AP and other liabilities	71.2	90.3	106.1
Debt	192.3	0.0	195.0
Total liabilities	263.5	90.3	301.1
Stockholders' equity	473.0	725.4	755.8
TOTAL LIABILITIES AND S/E	736.5	815.7	1,056.9

Note: On February 1, 2018 (Q3FY18); the transaction closed with Mercury acquiring both Ceres and its wholly-owned subsidiary, Themis. Mercury drew \$195 million on its existing \$400 million revolving credit facility to facilitate the closing of the acquisition.



We actively develop potential acquisition targets across all channels

~\$580M of capital deployed in ~24 months

									
Acquisition Close Date	Jan 2011	Dec 2011	Aug 2012	Dec 2015	May 2016	Nov 2016	Apr 2017	Jul 2017	Feb 2018
Size	\$31M	\$70M	\$75M	\$10M	\$300M	\$39M	\$40.5M	\$6M	\$180M
Strong Strategic Rationale	✓	✓	✓	✓	✓	✓	✓	✓	✓
Expand Addressable Market	✓	✓	✓	✓	✓	✓	✓	✓	✓
Revenue & Cost Synergies	✓	✓	✓	✓	✓	✓	✓	✓	✓
Accretive in Short Term	✓	✓	✓	✓	✓	✓	✓	✓	✓
Seller	Founder	Private Equity	Public	Founder	Corporate Carve-out	Private Equity	Founder	Founder	Private
Sourcing	Proprietary Negotiated	Proprietary Negotiated	Targeted Auction	Proprietary Negotiated	Proprietary Negotiated	Proprietary Negotiated	Targeted Auction	Proprietary Negotiated	Targeted Auction

Disciplined Approach to M&A



* Represents carve-out acquisition from Microsemi Corp.

Poised for continued, profitable growth

- Improving defense environment; fast-moving streams enhance opportunities
- Acquisitions have transformed top and bottom lines
- Broader base of larger, more diversified programs
- Record backlog enhances forward visibility, facilitates operational execution
- Sustained growth & profitability – above industry averages
- Strong financial position supports organic growth and future M&A





Appendix

FY18 guidance (as of April 24th)

<i>In millions, except percentage and per share data</i>	FY17	FY18 ⁽¹⁾	YoY Change
	Actual	Est. Range	
Revenue	\$409	\$487 - \$492	19% - 20%
GAAP Income	\$24.9	\$40.2 - \$41.8	62% - 68%
Adj EBITDA⁽²⁾	\$93.9	\$111.0 - \$113.5	18% - 21%
<u>Adj EBITDA Adjustments:</u>			
Income (loss) from continuing operations	24.9	40.2 - 41.8	
Interest (income) expense, net	7.1	2.9	
Tax provision (benefit)	6.2	0.0 - 0.9	
Depreciation	12.6	16.1	
Amortization of intangible assets	19.7	26.2	
Restructuring and other charges	2.0	1.8	
Impairment of long-lived assets	0.0	0.0	
Acquisition and financing costs	2.4	4.6	
Fair value adjustments from purchase accounting	3.7	1.4	
Litigation and settlement expenses	0.1	0.0	
Stock-based and other non-cash compensation expense	15.3	17.8	
Adj EBITDA⁽²⁾	\$93.9	\$111.0 - \$113.5	18% - 21%
GAAP EPS	\$0.58	\$0.85 - \$0.88	\$0.27 to \$0.30
Adjusted EPS⁽²⁾	\$1.15	\$1.35 - \$1.38	\$0.20 to \$0.23

Notes:

(1) The guidance included herein is from the Company's most recent earnings release and is as of the date of that 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. For purposes of modeling and guidance, we have assumed no restructuring, acquisition or non-recurring financing-related expenses and an effective tax rate of approximately 34% in the period discussed for periods not reported.

(2) Non-GAAP.



Adjusted EPS reconciliation

(000's)	FY13	FY14	FY15	Q1 FY16	Q2 FY16	Q3 FY16	Q4 FY16	FY16	Q1 FY17	Q2 FY17	Q3 FY17	Q4 FY17	FY17	Q1 FY18	Q2 FY18	Q3 FY18
Diluted net earnings (loss) per share ⁽¹⁾	\$ (0.46)	\$ (0.13)	\$ 0.44	\$ 0.08	\$ 0.15	\$ 0.13	\$ 0.19	\$ 0.56	\$ 0.10	\$ 0.13	\$ 0.16	\$ 0.19	\$ 0.58	\$ 0.38	\$ 0.19	\$ 0.08
Income (loss) from continuing operations	\$ (13,782)	\$ (4,072)	\$ 14,429	\$ 2,856	\$ 5,040	\$ 4,357	\$ 7,489	\$ 19,742	\$ 3,819	\$ 5,204	\$ 7,048	\$ 8,804	\$ 24,875	\$ 17,953	\$ 9,133	\$ 3,696
Amortization of intangible assets	8,222	7,328	7,008	1,713	1,638	1,754	3,737	8,842	4,602	4,888	4,732	5,458	19,680	5,637	5,827	7,104
Restructuring and other charges	7,060	5,443	3,175	338	221	409	272	1,240	297	69	459	1,127	1,952	95	313	1,384
Impairment of long-lived assets	-	-	-	-	231	-	-	231	-	-	-	-	-	-	-	-
Acquisition and financing costs	318	-	451	2,298	25	1,725	653	4,701	553	1,114	569	153	2,389	854	1,366	1,909
Fair value adjustments from purchase accounting	2,293	-	-	-	-	-	1,384	1,384	2,077	868	270	462	3,679	509	84	539
Litigation and settlement expenses	-	-	-	-	-	-	(1,925)	(1,925)	-	100	-	17	117	-	-	-
Stock-based and other non-cash compensation expense	7,854	8,999	8,640	2,702	2,392	2,150	2,330	9,574	3,632	4,093	3,715	3,901	15,341	4,696	4,941	3,669
Impact to income taxes	(8,776)	(5,772)	(6,733)	(3,466)	(1,722)	(1,979)	(2,808)	(9,975)	(6,085)	(4,439)	(3,576)	(4,501)	(18,602)	(11,951)	(8,615)	(4,082)
Adjusted income from continuing operations	\$ 3,189	\$ 11,926	\$ 26,970	\$ 6,441	\$ 7,825	\$ 8,416	\$ 11,132	\$ 33,814	\$ 8,895	\$ 11,897	\$ 13,217	\$ 15,421	\$ 49,431	\$ 17,793	\$ 13,049	\$ 14,219
Diluted adjusted net earnings per share ⁽¹⁾	\$ 0.10	\$ 0.37	\$ 0.82	\$ 0.19	\$ 0.23	\$ 0.25	\$ 0.29	\$ 0.96	\$ 0.22	\$ 0.30	\$ 0.29	\$ 0.32	\$ 1.15	\$ 0.37	\$ 0.28	\$ 0.30
Weighted-average shares outstanding:																
Basic	30,128	31,000	32,114	32,778	33,120	33,251	37,811	34,241	38,865	39,151	43,773	46,211	41,986	46,504	46,752	46,844
Diluted	30,492	31,729	32,939	33,616	33,831	33,991	38,954	35,097	39,865	39,985	44,814	47,472	43,018	47,489	47,447	47,532

Notes:

(1) Numbers shown are in cents.



Adjusted EBITDA reconciliation

(000'S)	FY13	FY14	FY15	Q1 FY16	Q2 FY16	Q3 FY16	Q4 FY16	FY16	Q1 FY17	Q2 FY17	Q3 FY17	Q4 FY17	FY17	Q1 FY18	Q2 FY18	Q3 FY18
Income (loss) from continuing operations	\$ (13,782)	\$ (4,072)	\$ 14,429	\$ 2,856	\$ 5,040	\$ 4,357	\$ 7,489	\$ 19,742	\$ 3,819	\$ 5,204	\$ 7,048	\$ 8,804	\$ 24,875	\$ 17,953	\$ 9,133	\$ 3,696
Interest expense (income), net	31	40	13	(22)	(21)	(36)	1,120	1,041	1,782	1,888	1,756	1,680	7,106	(16)	104	999
Tax provision (benefit)	(10,501)	(1,841)	4,366	368	1,433	2,642	1,101	5,544	(1,259)	1,779	3,170	2,503	6,193	(8,381)	1,335	2,209
Depreciation	8,445	7,625	6,332	1,588	1,620	1,565	2,127	6,900	2,718	2,966	3,233	3,672	12,589	3,700	3,775	4,277
Amortization of intangible assets	8,222	7,328	7,008	1,713	1,638	1,754	3,737	8,842	4,602	4,888	4,732	5,458	19,680	5,637	5,827	7,104
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Fair value adjustments from purchase accounting	2,293	-	-	-	-	-	1,384	1,384	2,077	868	270	462	3,679	509	84	539
Litigation and settlement expenses	-	-	-	-	-	-	(1,925)	(1,925)	-	100	-	17	117	-	-	-
Stock-based and other non-cash compensation expense	7,854	8,999	8,640	2,702	2,392	2,150	2,330	9,574	3,632	4,093	3,715	3,901	15,341	4,696	4,941	3,669
Adjusted EBITDA	\$ 9,940	\$ 23,522	\$ 44,414	\$ 11,841	\$ 12,579	\$ 14,566	\$ 18,288	\$ 57,274	\$ 18,221	\$ 22,969	\$ 24,952	\$ 27,777	\$ 93,921	\$ 25,047	\$ 26,878	\$ 25,786

Sales-related definitions

Design Win	A design win means that the customer has selected us to provide services, products, or intellectual property for a program of record or equivalent. In addition, the customer has won the program and we have an initial purchase order from the customer.
Pursuit	We have a Design Win with a prime contractor who is bidding to win a program of record, or we are bidding to win content on a program of record that has either already been awarded to a prime contractor or that the prime contractor is also bidding on.
Won	We have a Design Win with a prime contractor for a program of record, and the prime contractor has won the program and received its contractual award.
Possible	Possible value is a projection based upon our current information and assumptions regarding the system configuration, systems or units utilized per platform or installation, current and potential future Design Wins, our average sales price for current and/or future content, the number of platforms, spares, and potential retrofits, as well as the potential for foreign military sales - all of which could change materially as and when new information becomes available or assumptions are revised. Possible value is the highest outcome we believe to be reasonable given a range of potential outcomes based upon available information and our current set of assumptions.
Probable	Probable value is a projection based upon our current information and assumptions regarding the system configuration, systems or units utilized per platform or installation, current and potential future Design Wins, our average sales price for current and/or future content, the number of platforms, spares, and potential retrofits, as well as the potential for foreign military sales - all of which could change materially as and when new information becomes available or assumptions are revised. Probable value is the outcome we believe to be most likely given a range of potential outcomes based upon available information and our current set of assumptions.

Glossary

AEGIS	Aegis Ballistic Missile Defense System	EP	Electronic Protection	O&M	Operations & Maintenance
AESA	Active Electronically Scanned Array	EPAWWS	Eagle Passive Active Warning Survivability System	OpenVPX	System-level specification for VPX, initiated by Mercury
AIDEWS	Advanced Integrated Defensive Electronic Warfare Suite	ES	Electronic Support	PBR	President's Budget Request
AMC	Advanced Microelectronics Center	ESSM	Evolved SeaSparrow Missile	PGK	Precision Guidance Kit
AMRAAM	Advanced Medium Range Air to Air Missile	EW	Electronic Warfare	PNT	Precision Navigation & Timing
ATC	Air Traffic Control	FAB-T	Family of Beyond Line-of-Sight Terminals	RDP	Radar Digital Processor
ATCA	Advanced Telecommunications Architecture	FC	Fire Control	RF	Radio Frequency
AWACS	Airborne Warning and Control System	FMS	Foreign Military Sales	RoW	Rest of World
BCA	Budget Control Act	FMV	Full Motion Video	SABR	Scalable Agile Beam Radar
C2	Command & Control	G/ATOR	Ground/Air Task Oriented Radar	SAR	Synthetic Aperture Radar
C4ISR	Command, Control, Communications, Computers, Intelligence, Surveillance, Reconnaissance	HEL	High Energy Laser	SBC	Single Board Computer
CM	Countermeasures	HPM	High Power Microwave	SDB	Small Diameter Bomb
COTS	Commercial off-the Shelf	IFF	Identification Friend or Foe	SEWIP	Surface Electronic Warfare Improvement Program
CR	Continuing Resolution	IMA	Integrated Microwave Assembly	SIGINT	Signals Intelligence
DAL	Design Assurance Level	LRDR	Long Range Discrimination Radar	SIP	System-in-Package
DEWS	Digital Electronic Warfare System	LTAMDS	Lower Tier Air and Missile Defense Sensor	SIRFC	Suite of Integrated RF Countermeasures
DRFM	Digital Radio Frequency Memory	MALD	Miniature Air Launched Decoy	SM	Standard Missile
DSP	Digital Signal Processing	MHTK	Miniature Hit-to-Kill	SSEE	Ships Signal Exploitation Equipment
EA	Electronic Attack	MMA	Multimission Maritime Aircraft	SWaP	Size Weight and Power
ECM	Electronic Countermeasures	MRTT	Multimission Maritime Aircraft	THAAD	Terminal High Altitude Area Defense
EM	Electromagnetic	MOSA	Modular Open Systems Architecture	WAMI	Wide Area Motion Imagery
EO/IR	Electro-optical / Infrared	NMT	Navy Multiband Terminal		