



INVESTOR PRESENTATION
27th Annual Needham Growth Conference

January 2025

Safe Harbor Statement

Information included or incorporated by reference in this presentation may contain forward-looking statements. This information may involve known and unknown risks, uncertainties and other factors that may cause our actual results, performance or achievements to be materially different than the future results, performance or achievements expressed or implied by any forward-looking statements. Forward-looking statements, which involve assumptions and describe our future plans, strategies and expectations, are generally identifiable by use of the words “may,” “should,” “expect,” “anticipate,” “estimate,” “believe,” “intend” or “project” or the negative of these words or other variations on these words or comparable terminology.

Examples of forward-looking statements include, but are not limited to, statements regarding efforts to grow revenue, expectations regarding fulfillment of backlog, future benefits to operating margins and the adequacy of cash resources. Actual events or results may differ materially from those discussed in forward-looking statements as a result of various factors, including, without limitation, the risks outlined under “Risk Factors” in the Information Statement contained within our Form 10-K filed with the SEC on March 25, 2024. In light of these risks and uncertainties, there can be no assurance that the forward-looking statements contained in this presentation will in fact be accurate. Further, we do not undertake any obligation to publicly update any forward-looking statements. As a result, you should not place undue reliance on these forward-looking statements.

MPTI Overview

MPTI is a NYSEAM publicly traded corporation

- Formed in 1965
- Aerospace and Defense Focused Since 2004 Acquisition
- Listed NYSEAM in October 2022 via Spin Off at ~\$13 (\$10.85-\$71.10 Range)
- 2.81mm Shares Outstanding, No Debt, and Free Cash Flow Generation
- Broad employee ownership to align interest with shareholders

MPTI Profile

- American Defense Contractor in High Growth Niche Markets
- Specialist in Robust Engineered Microwave & RF Applications
- One of the few vertically integrated RF companies in the US
- Positioned to access long term value creation opportunities
- Platform for Growth Through Mergers and Acquisitions



MPTI At A Glance



Vertically Integrated RF Solutions

Highly-engineered, high reliability precision components and solutions including Filters, Oscillators, Resonators, and Integrated Microwave Assemblies

Blue-Chip Customer Base

Diverse global customer base including industry leaders in the Aerospace & Defense, Avionics, Space, and Industrials sectors

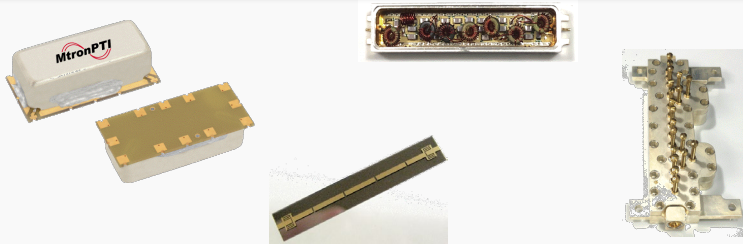
Strong Market Performance

Delivering strong returns to shareholders of 81% since spin-off on October 7, 2022, indicative of our unique strategy and strong execution

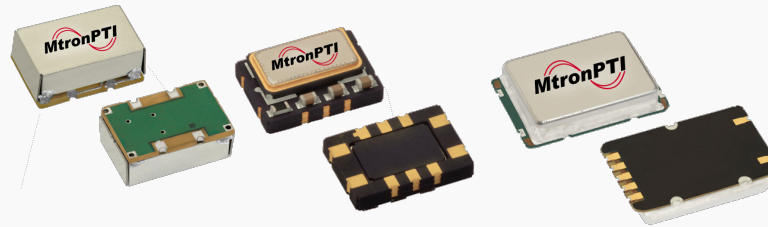
MPTI At A Glance

Robust Engineered RF Components and Solutions since 1965

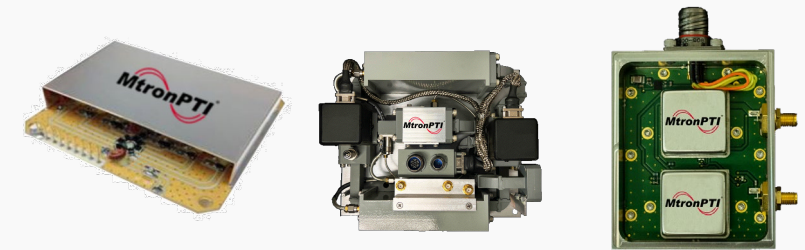
Filters (LC, Cavity, Planar, Crystal)



Oscillators (XO, TCXO, VCXO, OCXO)



Crystal Resonators and Solutions



\$46.9M
Sales¹

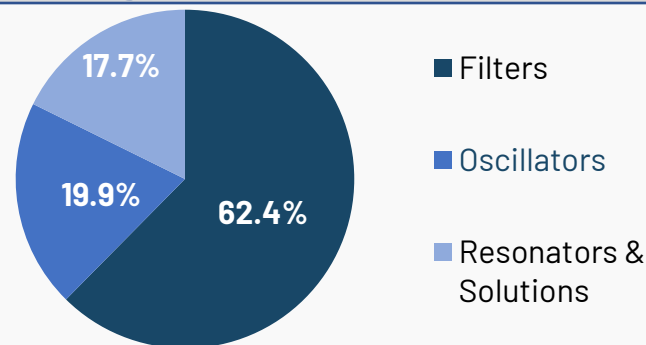
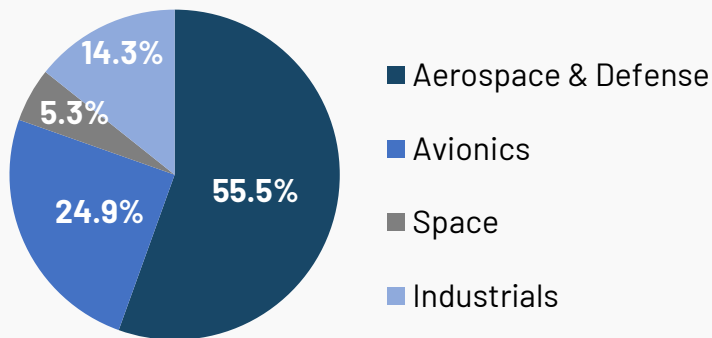
45.3%
Gross Margin¹

\$39.7
M Backlog¹

12%
Revenue CAGR²

19-21%
EBITDA Margins²

60-80%
FCF Conversion²



- Strategically Targeting Larger Opportunities**
- Strong Customer Relationships for Robust Solutions
 - Tailored New Products 25-30% Sales³
 - Number of Products >\$500k Annually Increased 50%
 - 79% Increase in Program Business Since 2021



(1) Trailing 12 months ended Sept 30, 2024

(2) Management Estimated Ranges based on historical averages; Five year Revenue CAGR was 11.7% from 2018-2023; Adjusted EBITDA Range before Non Cash charges and one time expenses

(3) Revenue from products introduced in the last 4 years was 28.3%

With Broad Applications

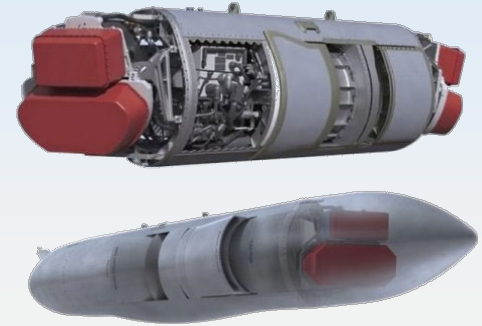
Commercial Aerospace



Space & SATCOM



Electronic Warfare



Precision-Guided Munitions



UAV / Drones



Radar



Investment Highlights

1

Strong revenue growth and cash generation

2

Attractive end markets with long-term contracts and loyal customers

3

Unique capability to manufacture in US for mission critical supply chains

4

Compelling financials with organic & inorganic growth strategy

5

Have production capacity and management team to support continued growth



Growth Drivers

Expansion Opportunities Across Multiple High Growth Markets

1

Armament and weapon system replenishment driven by global conflicts

2

Modernization programs and new system development driving longer-term defense component/subsystem growth

3

Strong commercial airframe backlog for Airbus and Boeing

4

Expansion into new rapidly growing markets (Space)

5

Strong R&D & manufacturing process investment driving more program capture

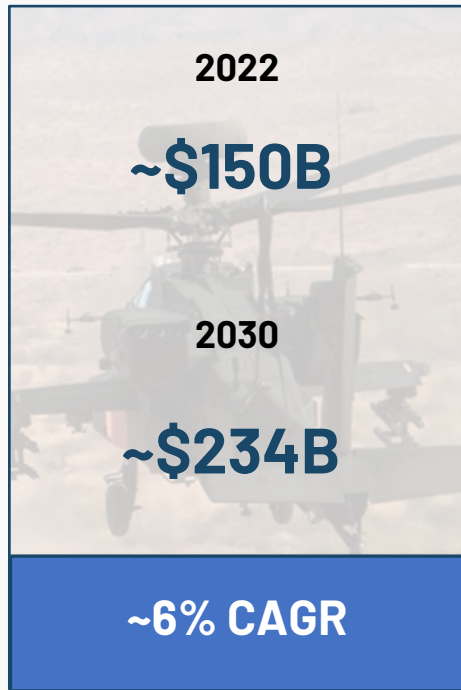


Large & Growing TAM

Expansion Opportunities Across Multiple Markets

Customer End Market TAM's

Defense Electronics Market



Commercial Aviation Market

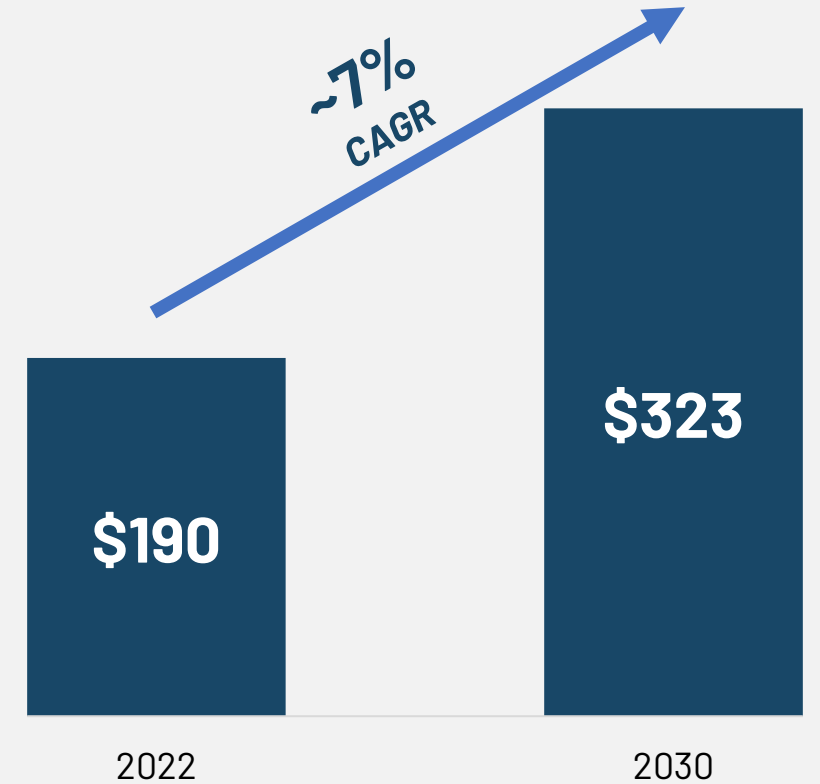


SPACE/SATCOM Market



Electronic Components Market Size

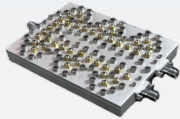
\$ in Billions



Unique Product Portfolio...

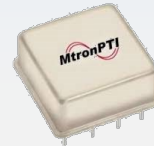
Filters

- Applications within Avionics, Space, Communications, Electronic Warfare, Instrumentation, and Radar
- Products include Crystal, LC, Cavity, Planar, Waveguide, Ceramic, Duplexer, Multiplexer and Switched Filters



Oscillators

- Applications within Avionics, Communications, Electronic Warfare, Instrumentation, and Radar
- Products include XO, TCXO, VCXO, OCXO, e-Vibe OCXO



Resonators

- Applications within Avionics, Space, Communications, Electronic Warfare, Instrumentation, and Radars
- Vertically integrated into crystal filters and oscillators



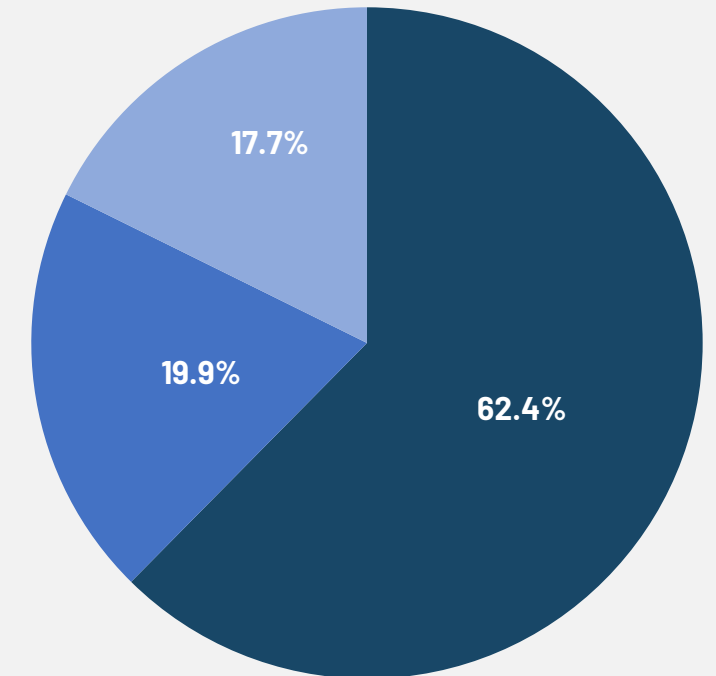
Integrated Microwave Assembly

- Spanning frequencies from 10MHz to 50GHz, multiple components integrated into SWaP-C assemblies



FY'23 Revenue Split by Product

■ Filters ■ Oscillators ■ Resonators & Solutions



Global Footprint

Strategically Located to Supply Critical National Security Needs With Ample Capacity For Future Growth

Orlando, FL (HQ)

- 71,000 sq. ft.
- AS9100D Design and Manufacturing Facility
- ITAR Registered
- Sales Office

Yankton, SD

- 32,000 sq. ft.
- AS9100D Design and Manufacturing Facility
- ITAR Registered

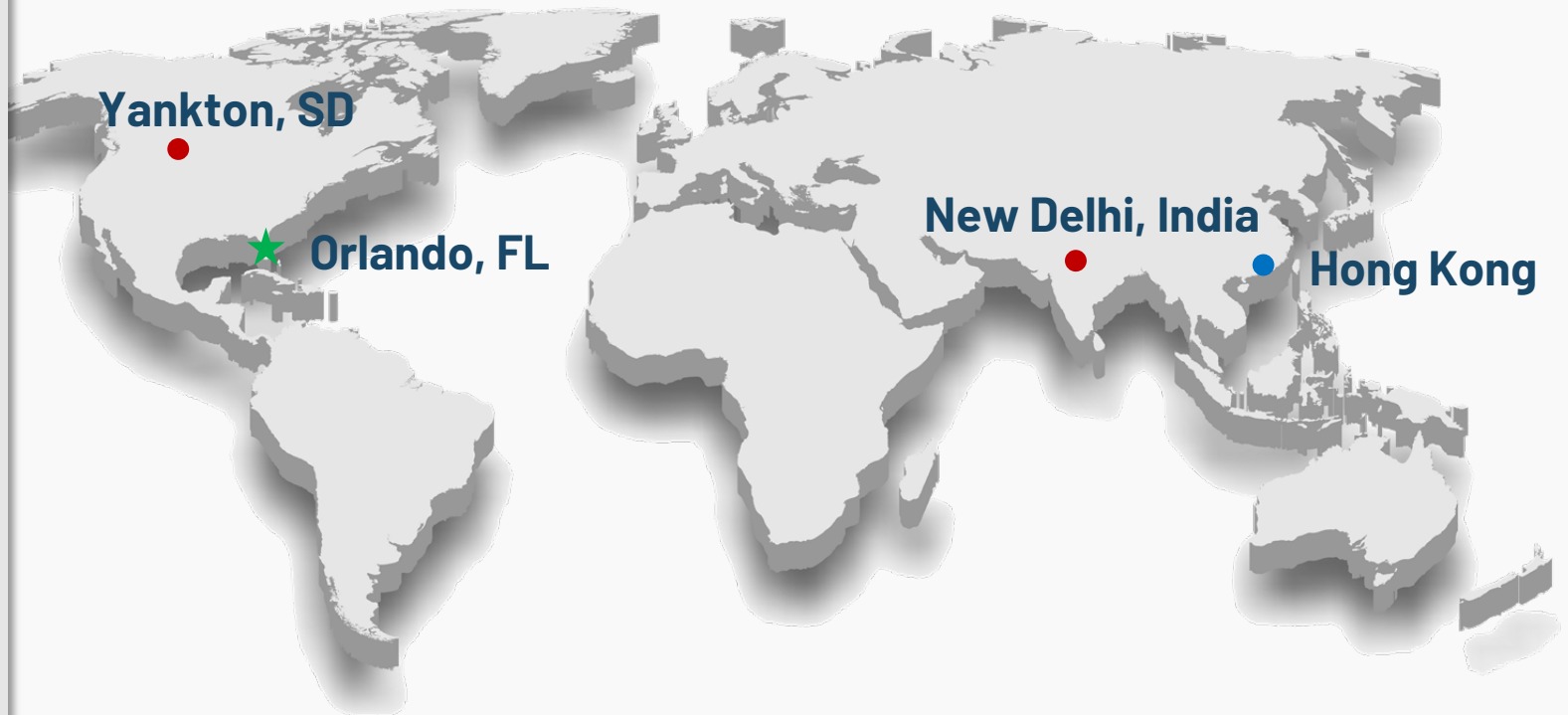
New Delhi, India

- 13,000 sq. ft.
- ISO 9001:2015 Manufacturing Facility
- MLA - Manufacturing License Agreement for ITAR Compliance

Hong Kong

- Sales Office

Over 100,000 sq. ft. of ITAR registered Design and Manufacturing Space



Blue-Chip Customer Base

Tenured Industry Relationships With Premier Customers Across Various End Markets

Aerospace & Defense

BAE SYSTEMS



LOCKHEED MARTIN

MBDA
MISSILE SYSTEMS

NORTHROP GRUMMAN

Raytheon Technologies

smths interconnect
bringing technology to life

SRC

THALES

Avionics

AIRBUS

BAE SYSTEMS

BOEING

Collins Aerospace

GARMIN



Honeywell

L3HARRIS
FAST. FORWARD.

LEONARDO

NORTHROP GRUMMAN

Raytheon Technologies

THALES

Space

BOEING

Collins Aerospace

GENERAL DYNAMICS

इसरो isro

L3HARRIS
FAST. FORWARD.

LOCKHEED MARTIN

MDA

NEC

NORTHROP GRUMMAN

THALES

Industrials

Anritsu
envision: ensure

ciena



Inova

KEYSIGHT

ni

resideo

SAFRAN

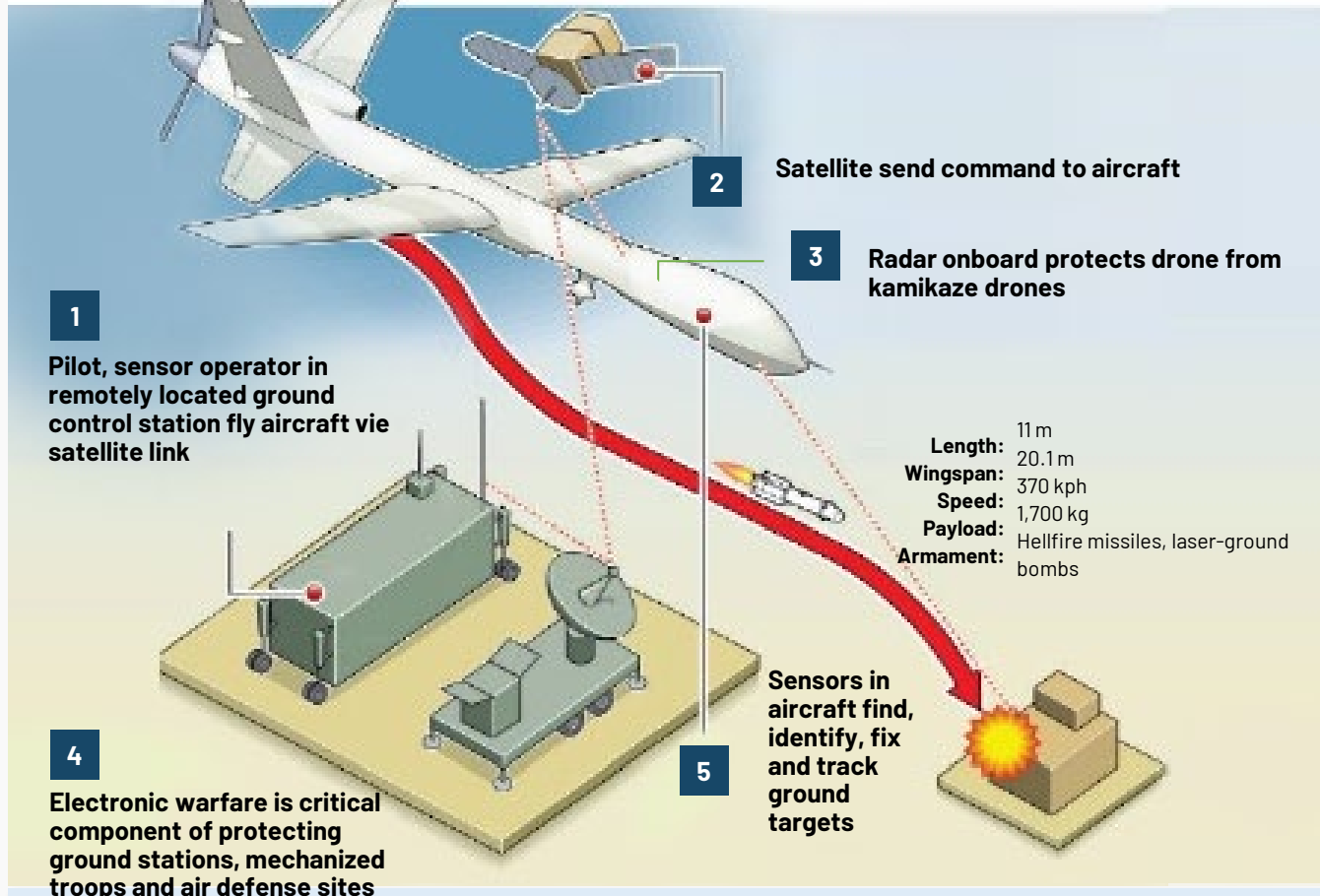
VIavi

More than 70 customers with a 10+ year history

Drone Market Opportunity

Drones, Space & Satellites, EW and Radar represent some of the near-term growth markets for the company

Remote-Controlled Attack/ISR Aircraft



- In the Drone / UAV market since 2014
- Our products are robust and for longer life UAVs
- Deployed in both ISR and kinetic platforms
- Deployed in the following systems:
 - Ground controllers
 - Drone-based communications systems
 - Anti-drone radar
 - Counter-drone electronic warfare
 - Guidance systems of munitions
- Existing design wins with many of the leading platforms
- New business expected through new design wins with up-and-coming UAV innovators



10 YEAR HISTORY SUPPLYING THIS CRITICAL DEFENSE GROWTH AREA

Growth Strategy

Since its Spinoff in Late 2022, MPTI has Significantly Outperformed the Broader Market & its Peers

Leverage Customer Relationships

- Build MtronPTI into a leading supplier of modules, subsystems and components to the Defense and Aerospace industry

Program Focused

Market Driven R&D

- Continue to enhance our ability to provide highly engineered modules and subsystems through increased design expertise

Increase Engineered Content

M&A

- Invest accumulating cash in complimentary acquisitions

Disciplined Approach

Increase margins through new product introductions, improved scale, higher utilization and continued cost containment

Metrics

Significant improvement in key metrics since spin-off 2022

Revenue Growth

Increased from \$8.4M/qtr to \$13.2M/qtr

↑ 57%

Gross Margin

Increased from 32% to 48%

↑ 50%

Net Income

Increased from \$503K/qtr to \$2,267K/qtr

↑ 351%

EBITDA Margin

Increased from 10.4% to 25.0%

↑ 140%

Cash Generation

Increased cash on hand from \$806K to \$8,490K

↑ 953%

EPS

Increased from \$0.19/share per qtr to \$0.82/share per qtr

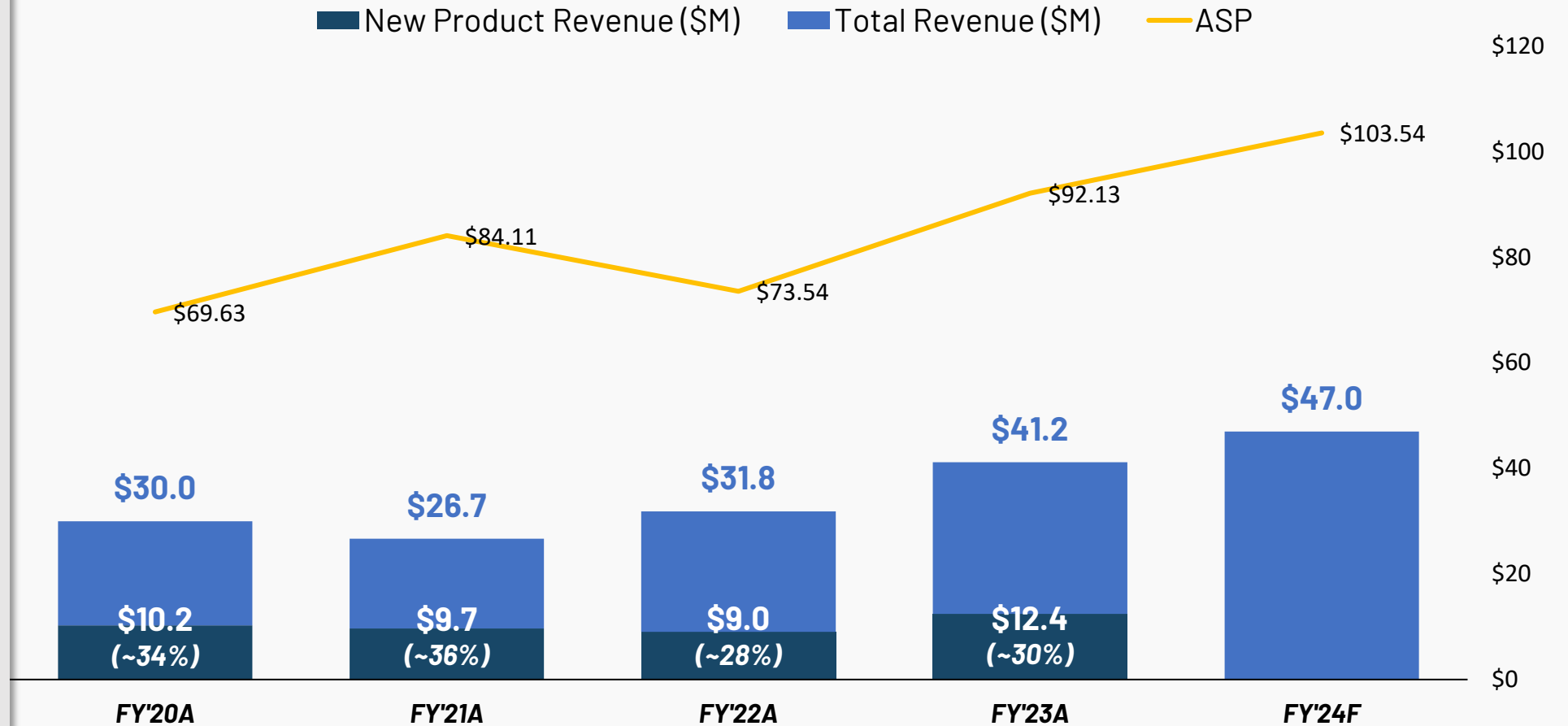
↑ 332%

New Product Development

Increased R&D and Capex Spend Drive Organic Topline Growth in the Near-Term

Constant Innovation with Strategic Targeting of Larger Opportunities

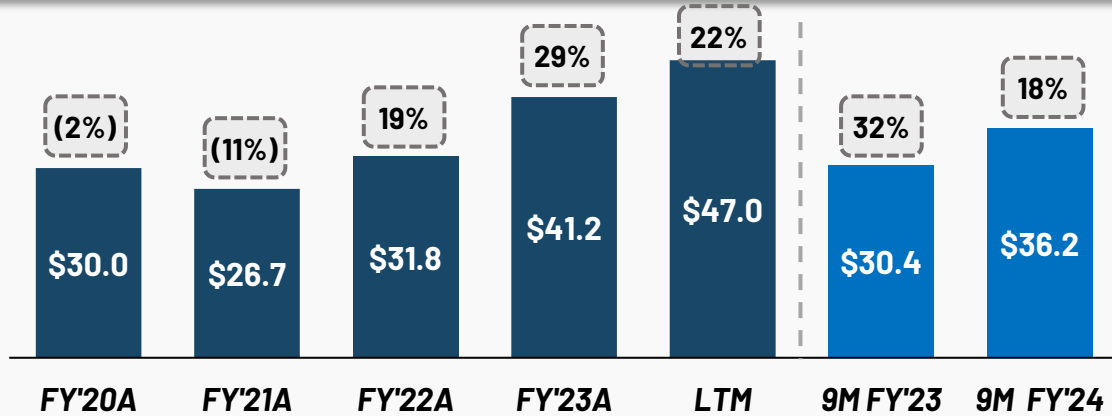
- ~30% of FY'23 Revenue comes from products introduced since 2020
- New product development is a key component of strategy with **development tailored to deepen customer relationships**
- Number of products >\$500k annually increased ~50%
- 48.7% increase in ASP since 2020



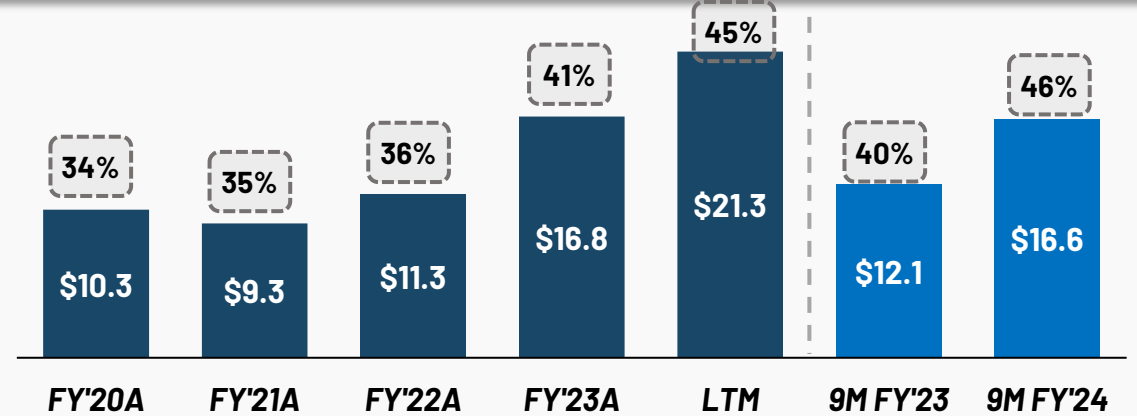
Financial Summary

Compelling Financials With Strong Topline Growth And Healthy Margins

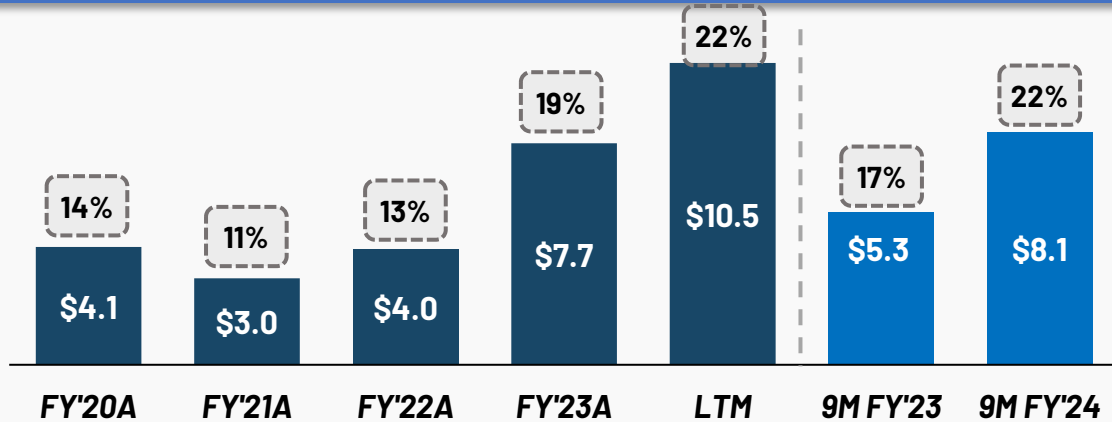
Revenue & Growth (\$M)



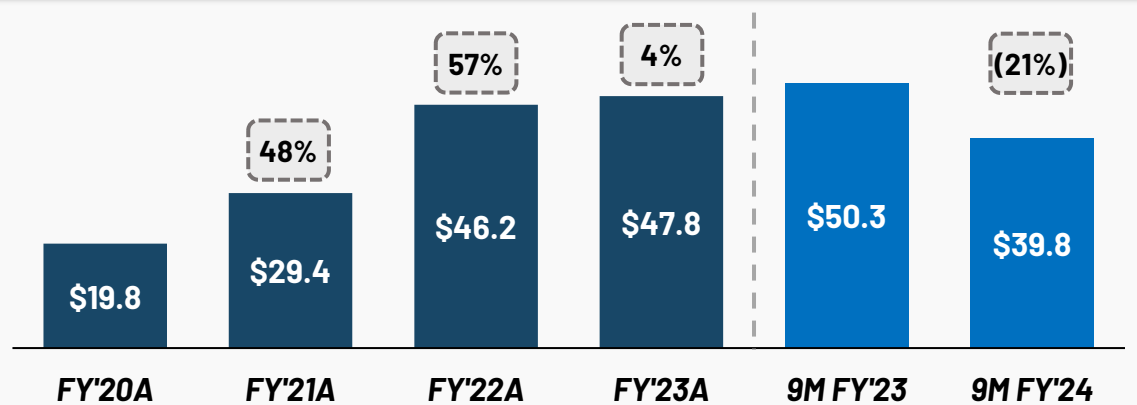
Gross Profit & Margin (\$M)



Adjusted EBITDA & Margin (\$M)⁽¹⁾



Backlog & Growth (\$M)



DISCIPLINED APPROACH TO M&A

MPTI continues to look for tuck-in and transformative acquisitions to accelerate our organic growth strategies

Goals of M&A Program

Help company achieve scale quicker through accretive transactions

Opportunistically enter new markets

Continue to expand technology expertise

Target Characteristics

Unique assembly and design capabilities

Access to key customers and programs

Strong engineering with unique areas of expertise

Attractive Long Term Target Model

Increased R&D and Capex Spend Drive Organic Topline Growth in the Near-Term

Long Term Organic Goals

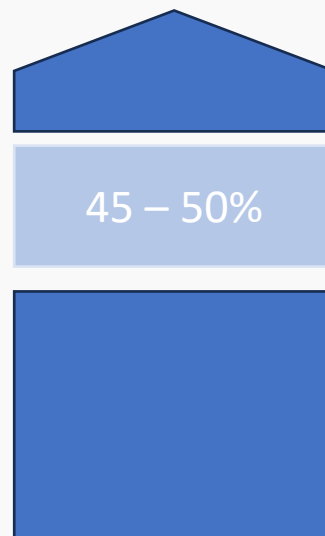
Aim to consistently exceed industry growth through continued investment in R&D resources

Continued design win momentum speaks well to future growth

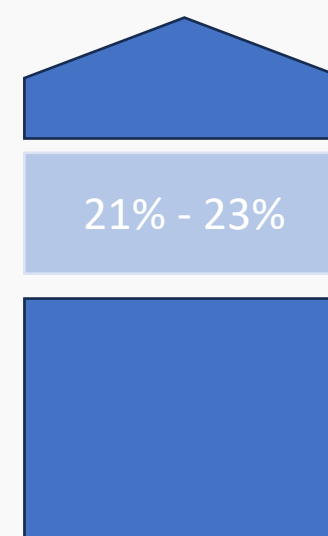
Model has begun to provide leverage and is highly cash generative.



Revenue



Gross Margins



EBITDA Margins

MtronPTI[®]

Thank You

