#### **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): June 1, 2016

# 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	e 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 7.01 Regulation FD Disclosure.

The management of Mercury Systems, Inc. ("Mercury") will present an overview of Mercury's business on June 1, 2016 at the KeyBanc 2016 Industrial, Automotive and Transportation 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 No. Description

99.1 Presentation materials dated June 1, 2016

#### **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: June 1, 2016 MERCURY SYSTEMS, INC.

By: <u>Gerald M. Haines II</u> Gerald M. Haines II Executive Vice President, Chief Financial Officer, and Treasurer

#### **Exhibit Index**

### Exhibit No. Description

99.1 Presentation materials dated June 1, 2016



### KeyBanc 2016 Industrial, **Automotive and Transportation Conference**

**Mark Aslett** 

**President and CEO** 

**Gerry Haines** 

**Executive Vice President and CFO** 

June 1, 2016





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### 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 the products and services described herein. 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 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 or unanticipated expenses 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 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 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, 2015. 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...

- High-tech commercial business model
- Secure processing subsystems
- Serving defense Prime contractor outsourcing needs
- Deployed on 300+ programs with 25+ Prime contractors
- FY15 \$235M revenue
   Growth YoY: 13% revenue,
   89% Adj. EBITDA,
   19% backlog
- FY16 guidance<sup>(1)</sup>:
   Growth YoY: 6.5-8% revenue,
   15-18% Adj. EBITDA





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



(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.

### Investor highlights

Proven Management Team Successful business transformation.

Double-digit revenue growth with strong profitability

Leading Positions on Well-funded Platforms

Pure play defense electronics company.

Embedded on key growth programs aligned to DoD priorities

Aligned with Industry
Growth Drivers

Pacific pivot, aging platform modernization, foreign and international military sales, SOF quick reaction capabilities

Next Generation
Defense Electronics
Business Model

Internally-funded R&D. IP retention. Commercial sales model. US development, manufacturing and support

Innovative Technology Leader Secure processing subsystems, software and services for critical Defense and Intelligence applications

Low Risk Growth Strategy Captive Prime outsourcing largest secular growth trend.

RFM and secure processing content expansion on key DoD programs

Business Platform
Built to Scale

Scalable business, engineering and manufacturing platform to facilitate future acquisitions



# Mercury's vision is to be the...

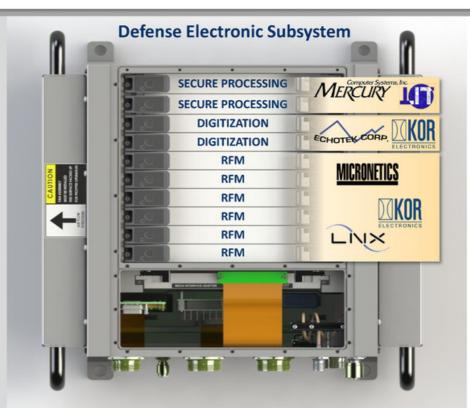
Leading commercial provider of secure processing subsystems designed and made in the USA





### Acquisitions have transformed Mercury into a pure play...

- Acquired capability expands total addressable market
- Moved up the value chain
- Facilitates greater customer outsourcing
- Accelerates customer supply chain consolidation
- Disintermediate traditional competitors
- Low-risk content expansion organic growth strategy
- Integrated acquisitions.
   Ready for future M&A



...provider of outsourced defense electronics subsystems



### Defense will likely remain a \$500B+ industry...



#### **Political Dysfunction:**

Sequestration-driven cuts and repeated Continuing Resolutions disrupting DoD budget process and spending



#### **Crowding Out of Defense Spending and Investment:**

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



#### **Defense Procurement Reform 3.0:**

Firm-fixed-price contracts and less government-funded R&D changing economics and competitive dynamics of defense industry



#### **Industry Has Cut Capacity to Innovate:**

Reduced headcount, fewer engineers and aging workforce; Less IR&D and growth investments, increased dividends and buybacks



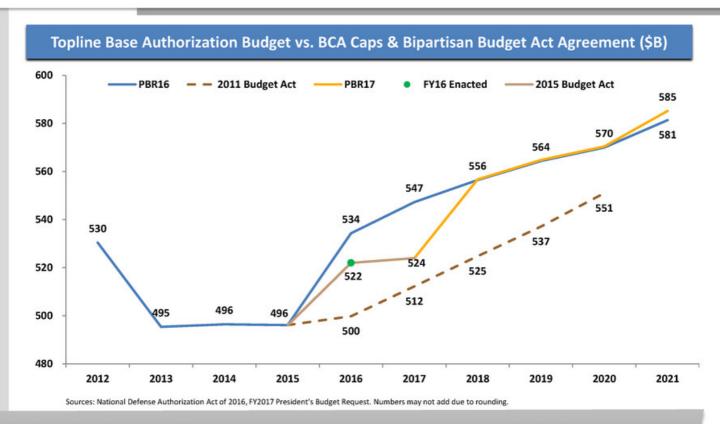
#### **Challenging Global Security Environment:**

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

...despite the ongoing political and budget uncertainty



# Defense budgetary environment improving

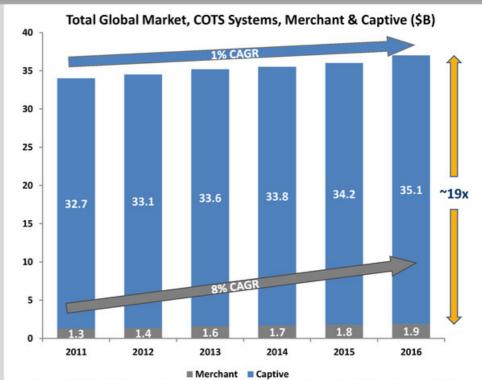


PBR17 adjusts FY17 to new budget caps but not FY18-21



### Mercury is benefitting from Primes' outsourcing...

- Defense electronics is a \$37 billion dollar market
- Captive market is ~19x
   Commercial-Off-The-Shelf
   (COTS) merchant supply
- Outsourcing trend not tied to increased defense spending
- Primes outsourcing to more capable suppliers willing to invest, share risk



urce: VDC Webcast: Budgetary & Strategic Shifts - Creating Opportunities for Merchant Embedded COTS Systems in Mil/Aero

...representing ~19x addressable existing COTS merchant market



# How we operate as a high-tech commercial company...

- Internal R&D funds the development of modular, reusable open innovations
- Pre-integration improves affordability, time to market
- Rapid customization and adaptation to platform
- Technology and manufacturing maturation lower cost and reduce risk
- Support rapidly changing commercial technology for a decade or more

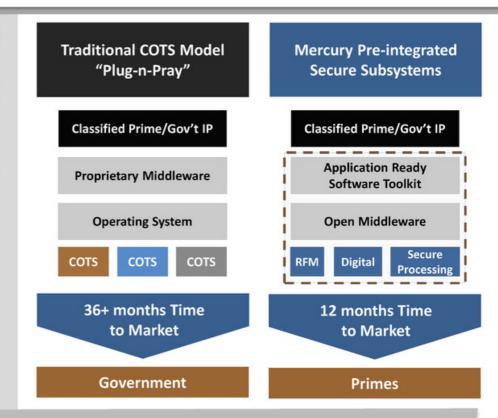


...serving the US defense electronics industry



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

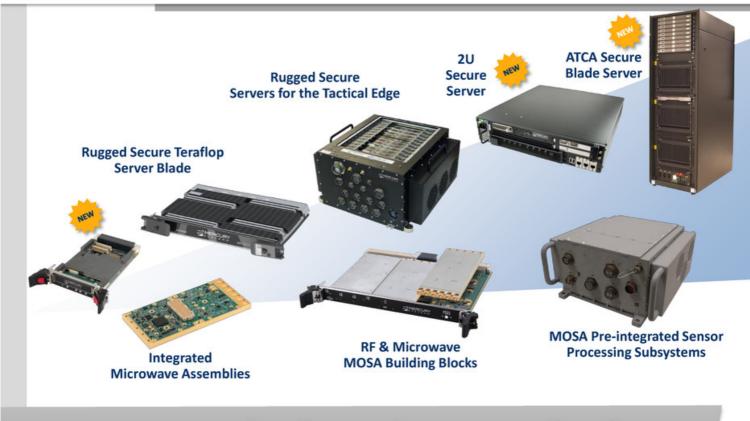
- Traditional COTS board model broken ("Plug-n-Pray")
  - Product procurement cost low
  - Large hidden integration costs
  - Lower Prime IR&D spending
  - COTS lifecycle support difficult
- Defense procurement reform
  - Less cost-plus Governmentfunded integration
  - Under firm fixed price, Prime bears risk and expense
- Acquired and pre-integrating sensor chain technologies
  - More affordable, lower risk, simplifies supply chain
  - Open architectures and open middleware speed adoption



...as customers seek affordable outsourced pre-integrated subsystems



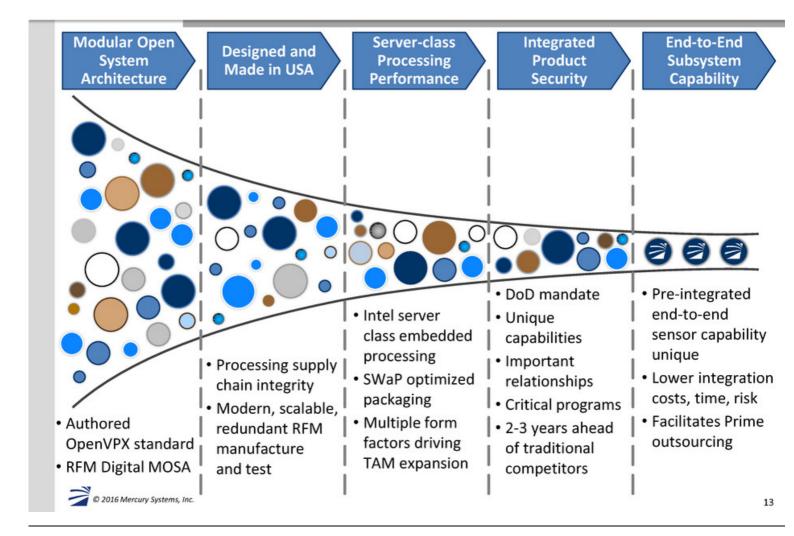
### From highly leveraged Teraflop modules and RFM subassemblies...



...to secure servers and pre-integrated sensor processing subsystems



### Factors leading to a unique market position for Mercury



### Mercury's capabilities and opportunity for growth...



#### **Pacific Pivot:**

Platforms need improved sensors, autonomy, electronic protection and attack, on-board exploitation. Greater demand for onboard processing



#### **Aging Platform Modernization:**

Port customer software to available state-of-the-art open architectures to rapidly and affordably upgrade electronics on aging military platforms



#### **International and Foreign Military Sales:**

Upgrade subsystems with security for export to expand addressable market, grow revenues and access international customer R&D funding



### **Special Operations Forces Quick Reaction Capability:**

Provide rapid reaction and affordable new capabilities to support anti-terror and other special forces missions globally

... are aligned to DoD investment priorities



### Defense industry growth drivers translate into specific...



#### **Outsourced Secure Processing Subsystems:**

Grow blade-server processing applications. Expand into other missioncritical secure compute applications beyond the sensor



### **RF and Microwave Outsourcing:**

Grow share in integrated RF and microwave assemblies and MOSA RF subsystems by providing customers a better alternative



#### **Outsourced Pre-Integrated Sensor Processing Subsystems:**

Provide more affordable pre-integrated MOSA sensor processing subsystems that preserves customer software value-add

...company growth drivers that we are pursuing



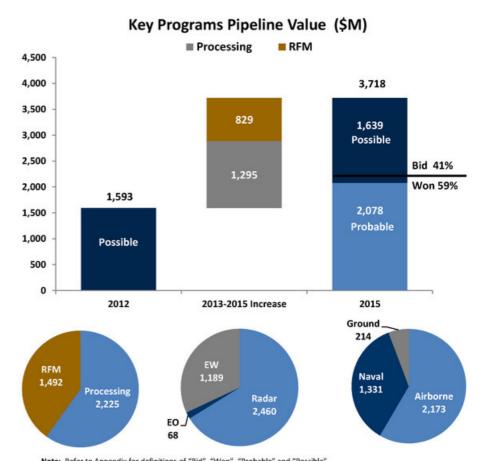
# We are deployed on 300+ programs with 25+ Primes



### Acquisitions and investments driving significant opportunity growth

- Low-risk content expansion growth strategy
- Key production programs
- Total potential value grew
   2.3x to \$3.7B in 3 years
- Converted 1.3x of possible to probable value in 3 years
- After 3 years, RFM now represents ~40% of our opportunity pipeline
- Opportunities driven by Radar (66%) and EW (32%)





Note: Refer to Appendix for definitions of "Bid", "Won", "Probable" and "Possible".

Probable and Possible values exclude FY15 and are as of December 2015. Numbers are rounded.

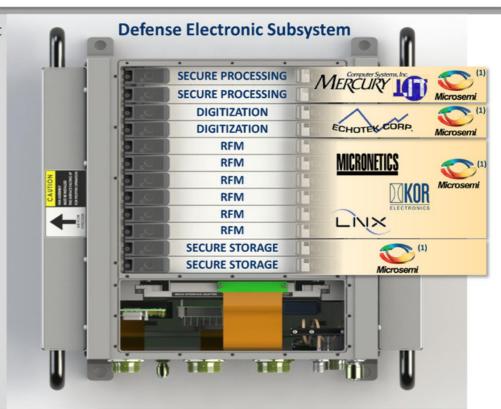
## Strategy and investments have positioned Mercury well

- Pioneering a next-generation defense electronics business model
- Unique technology and capabilities on key production programs
- Low-risk content expansion growth strategy with demonstrable progress
- Largest secular growth trend captive Prime outsourcing
- Above industry-average growth; dramatic improvement in profitability
- · Transformative acquisition drives strongly accretive growth



### Microsemi carve-out strategic rationale

- Creates Defense industry's largest commercial embedded secure processing company
- Adds secure solid-state storage to Mercury's industry-leading pre-integrated sensor processing subsystems
- Grows Mercury's RF and Microwave business >65%, adding new capabilities, scale and synergies
- Adds new capabilities in embedded security and custom microelectronics
- Provides access to new high growth markets, customers and programs, such as precisionguided munitions and missiles



### Highly aligned with our existing strategy and business



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



# **Financial Overview**

Gerry Haines

Executive Vice President & CFO





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### Microsemi carve-out transaction overview

Acquired 3 defense-oriented businesses from Microsemi Corporation Embedded Security, RF and Microwave, Custom Microelectronics

Highly strategic transaction at attractive valuation consistent with Mercury's strategy \$300 million purchase price; ~10.4x net of tax benefits<sup>(1)</sup> and ~7.6x net of expected cost synergies<sup>(2)</sup>

Delivers growth, increased profitability, and strong cash flow generation Acquired businesses ~\$100 million in revenue and \$28 million adjusted EBITDA<sup>(3)</sup>

Substantial cost synergies and achievable revenue synergies ~\$10 million expected annual cost synergies by fiscal 2020; Expect ~2/3 to be achieved within 2 years

Significantly accretive to adjusted EPS and adjusted EBITDA margin Combined adjusted EBITDA margin 23%

- (1) 10.4x calculated using \$300M purchase price less \$10M NPV tax benefit / \$28M Adjusted EBITDA. \$10M NPV tax benefit calculated assuming a 10% discount rate over 15 years.
- (2) 7.6x calculated using a net \$290M purchase price after NPV of tax benefit / \$28M Adjusted EBITDA plus \$10M anticipated annual cost savings.
- (3) Adjusted EBITDA is \$23.1M on LTM basis plus \$4.7M of allocated indirect corporate costs from Seller that are not expected to continue.



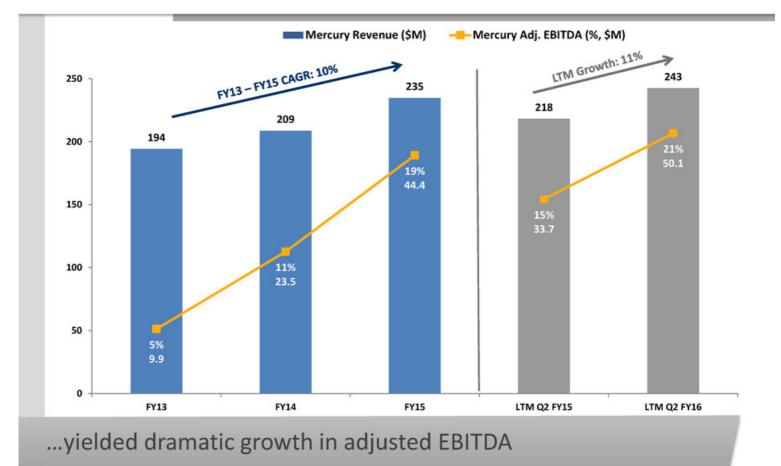
# We are pioneering a next-generation business model...

Mercury Model Characteristics	Implications and Benefits
Merchant supplier of secure processing subsystems	Minimal competition at the subsystem level
Commercially designed, made in USA, military ready	High barriers to entry; strong margins
Strategic sales model targets DoD production programs	Decades-long platforms yield strong revenue streams
11 – 13% of revenue on Research and Development	Innovative design for reuse. Retain IP rights
Anticipates goals of DoD procurement reforms	Largest secular growth trend: Prime outsourcing

...creating an opportunity for growth and strong returns



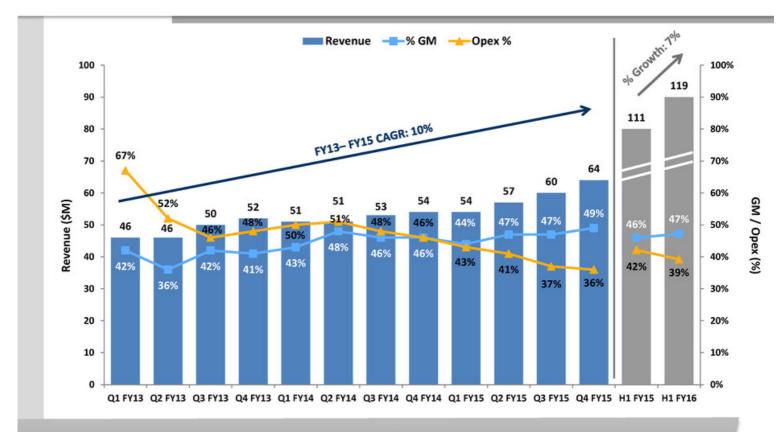
# Strong revenue growth and operating leverage...



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Notes:
Mercury standalone operations; fiscal years ended June 30; FY13-16 figures are reported in the Company's Form 10-Ks and Form 10-Qs.

### FY13-FY15 revenue CAGR of 10%...



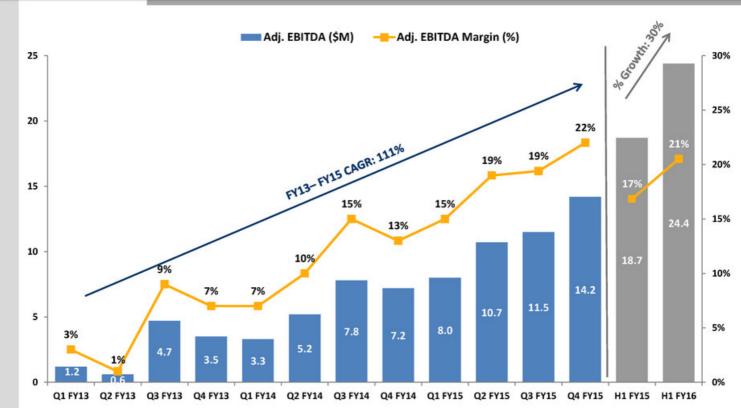
...with steady gross margin expansion, expense reduction



Notes:

Mercury standalone operations; FY13-16 figures are reported in the Company's Form 10-Ks and Form 10-Qs.

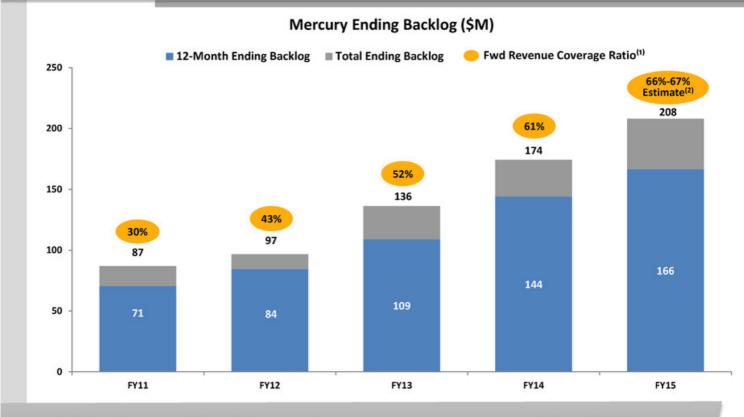
# FY13-FY15 Adjusted EBITDA CAGR of 111%



- Mercury standalone operations; FY13-16 figures are reported in the Company's Form 10-Ks and Form 10-Qs.
   Adjusted EBITDA is income from continuing operations, less interest income and expense, income taxes, depreciation, amortization of acquired intangible assets, restructuring and other charges, impairment of long-lived assets, acquisition and financing costs, fair value adjustments from purchase accounting, litigation and settlement expenses and stock-based compensation costs.



# FY11-FY15 backlog CAGR of 24%...

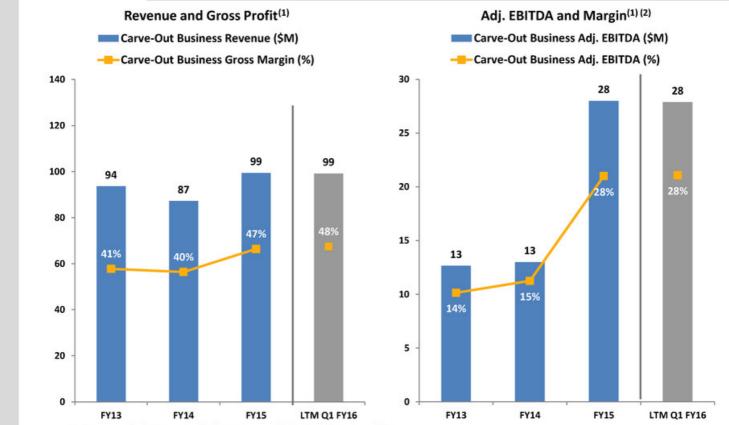


...yielded record backlog and revenue coverage exiting FY15



Notes:
(1) Revenue Coverage Ratio = 12-month ending backlog/Next 12 months Revenue (or initial revenue estimate for current/future year).
(2) Estimate based upon YoY revenue growth of 6% - 8% in FY16.

# Acquired business enhances financial profile



<sup>(1)</sup> FY13 ended 9/29/13; FY14 ended 9/28/14; FY15 ended 9/27/15; LTM Q1FY16 ended 1/3/16.

<sup>(2)</sup> Adjusted EBIOTA adds back \$0.5M, \$1.4M, \$4.2M and \$4.7M of allocated indirect corporate costs from Seller in FY13, FY14, FY15 and LTM Q1FY16, respectively, that are not expected to continue.



# Program focus driving substantial growth potential

					Production Pr		Expa	nsion	Probable	Possib
		FY15	FY16	FY17	Years	Bid vs. Won	Process	RFM	Total (\$M)	Total (\$
	Sensor Processing				FRP: FY14-25	Won	<b>√</b>		302	504
Aegis -	Processing Expansion				FRP: FY19-25	Won/Bid	<b>~</b>		47	95
	RFM (				FRP: FY16-25	Won/Bid		✓	46	168
	Block 2				FRP: FY16-26	Won		✓	231	326
SEWIP.	Small Ship				FRP: FY18-26	Won		✓	67	94
	Block 3				LRIP: FY18-20	Won		✓	58	144
	Existing			$\Rightarrow$	LRIP: Up to FY21	Won	<b>√</b>		49	51
F-35 -	Processing				LRIP: FY19-21	Bid	<b>~</b>		460	840
	RFM				LRIP: FY19-21	Bid		✓	45	121
Buzzaro	d/Badger				FRP: FY14-25	Won		<b>√</b>	119	188
Patriot					FRP: FY14-25	Won	<b>√</b>		70	117
Gorgon	Stare				FRP: FY14-20	Won	~		45	68
Others		(Predator/Reaper, F-15	EW, E-2D Hawkeye	, F-16 SABR, P-8, SIRFC	AIDEWS, BAMS/Trito	on, AWACS, LRD	R, Classified)		540	1002

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# Q3 FY16 vs. Q3 FY15

GAAP (\$M)	Q3FY15	Q3FY16	Change
Backlog	\$190	\$220	16%
Revenue	\$60	\$66	11%
Gross Margin (%)	47%	46%	(1)pt
Operating Expenses	\$21.8	\$23.7	8.7%
Adjusted EPS	\$0.22	\$0.25	\$0.03
Adj. EBITDA	\$11.5	\$14.6	27%

Notes:
(1) Includes \$0.1M and \$2.0M of acquisition and restructuring costs in Q3 of fiscal 2015 and fiscal 2016, respectively.



# Q4 FY16 vs. Q4 FY15

GAAP (\$M)	Q4FY15	Q4FY16 <sup>(1)</sup>	Change		
Revenue	\$64	\$65.5-\$68.5	2%-7%		
Gross Margin (%)	49%	46%	(3)pt		
Operating Expenses	\$23.3	\$24-\$24	3%-3%		
Adjusted EPS	\$0.26	\$0.20-\$0.22	(\$0.06)-(\$0.04)		
Adj. EBITDA	\$14.2	\$12.0-\$13.5	(15%)-(5%)		

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.



### FY16 vs. FY15

GAAP (\$M)	FY15	FY16 <sup>(1)</sup>	Change
Revenue	\$235	\$250-\$253	6.5%-8%
Gross Margin (%)	47%	~47%	<del></del>
Operating Expenses	\$91.9	~\$95	~3%
Adjusted EPS	\$0.82	\$0.87-\$0.89	\$0.05-\$0.07
Adj. EBITDA	\$44.4	\$51.0-\$52.5	15%-18%

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.



# Achievement of target business model for FY16

GAAP	FY15	FY16F <sup>(1)</sup>	Current Targe Business Model
Revenue	100%	100%	100%
Gross Margin	47%	47%	45%-50%
SG&A	21%	20%	Low 20's
R&D	14%	13%	11%-13%
Amortization	3%	3%	2%-3%
Adjusted EBITDA	19%	20%-21%	18%-22%

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.



### Conservative balance sheet

Ample liquidity, unused \$100M credit facility, \$400M Universal Shelf capacity

	FYE14	FYE15	Q3 FY16
(In millions)	Actual	Actual	Actual
ASSETS			
Cash & cash equivalents	47.3	77.6	84.2
Accounts receivable, net	59.7	53.8	68.7
Inventory, net	31.7	32.0	34.3
PP&E, net	14.1	13.2	13.5
Goodwill and intangibles, net	193.1	186.1	191.0
Other	21.6	27.3	23.0
Assets of discontinued operations <sup>(1)</sup>	6.2	0.0	0.0
TOTAL ASSETS	373.7	390.0	414.7
LIABILITIES AND S/E			
AP and other liabilities	44.2	39.9	47.0
Debt	0.0	0.0	0.0 <sup>(2)</sup>
Liabilities of discontinued operations <sup>(1)</sup>	2.4	0.0	0.0
Total liabilities	46.6	39.9	47.0
Stockholders' equity	327.1	350.1	367.7
# ##			
TOTAL LIABILITIES AND S/E	373.7	390.0	414.7

<sup>(1)</sup> Discontinued operations numbers are Mercury Intelligence Systems, which was divested in January 2015.
(2) \$200 Term Loan A facility entered into on May 2, 2016 in connection with closing of Microsemi carve-out acquisition.



## Poised for continued, profitable growth

- Recent acquisition transforms top and bottom line
- Substantial cost synergies and revenue opportunities
- Above average growth & profitability driven by strong, well-established programs
- Record backlog enhances forward visibility, facilitates operational execution
- Conservative balance sheet and strong cash flows support growth, future M&A
- Improving defense environment enhances opportunity set







# Q4 FY16 guidance (as of April 26th)

(\$Ms)	Q4 FY15	Quarter Ending 6/30/2016 <sup>(1)</sup>	YoY Change
	Actual	Range	
Revenue	\$64	\$66-\$69	2%-7%
Adjusted EPS	\$0.26	\$0.20-\$0.22	(\$0.06) to (\$0.04)
Adj EBITDA	\$14.2	\$12.0-\$13.5	(15%)-(5%)
Adj EBITDA Adjustments:			
Income (loss) from continuing operations	6.1		1
Interest (income) expense, net	0.0		
Tax provision (benefit)	1.9		
Depreciation	1.5		
Amortization of intangible assets	1.7		
Restructuring and other charges	0.7		
Impairment of long-lived assets	0.0		
Acquisition and financing costs	0.3		
Fair value adjustments from purchase accounting	0.0		
Litigation and settlement expenses	0.0		
Stock-based compensation expense	2.0		
Adj EBITDA	\$14.2	\$12.0-\$13.5	(15%)-(5%)

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.

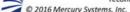


# FY16 guidance (as of April 26th)

(\$Ms)	FY15	Year Ending 6/30/2016 <sup>(1)</sup>	YoY Change
	Actual	Range	
Revenue	\$235	\$250-\$253	6.5%-8%
Adjusted EPS	\$0.82	\$0.87-\$0.89	\$0.05 to \$0.07
Adj EBITDA	\$44.4	\$51.0-\$52.5	15%-18%
Adj EBITDA Adjustments:			
Income (loss) from continuing operations	14.4		
Interest (income) expense, net	0.0		
Tax provision (benefit)	4.4		
Depreciation	6.3		
Amortization of intangible assets	7.0		
Restructuring and other charges	3.2		
Impairment of long-lived assets	0.0		
Acquisition and financing costs	0.5		
Fair value adjustments from purchase accounting	0.0		
Litigation and settlement expenses	0.0		
Stock-based compensation expense	8.6		
Adj EBITDA	\$44.4	\$51.0-\$52.5	15%-18%

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.

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# Adjusted EPS reconciliation

(000's)		FY13	F	FY14	Q1 FY15	q	2 FY15	Q3	FY15	Q	4 FY15		FY15		FY15		1 FY16	Q2 FY16		Q	3 FY16
Diluted net earnings (loss) per share (1)	\$	(0.46)	\$	(0.13)	\$ 0.02	\$	0.09	\$	0.14	\$	0.18	\$	0.44	\$	0.06	\$	0.14	\$	0.13		
Income (loss) from continuing operations	\$	(13,782)	\$ (	(4,072)	\$ 717	\$	2,886	\$	4,694	\$	6,132	\$	14,429	\$	1,960	\$	4,793	\$	4,526		
Amortization of intangible assets	10000	8,222		7,328	1,762		1,762	200	1,744		1,740		7,008		1,713	100	1,638		1,754		
Restructuring and other charges		7,060		5,443	1,268		1,162		27		718		3,175		338		221		409		
Impairment of long-lived assets		-		-	-		-		-		-		-		-		231		-		
Acquisition and financing costs		318		-			-		200		251		451		2,298		25		1,725		
Fair value adjustments from purchase accounting		2,293		-			-		-				-						-		
Litigation and settlement expenses		-		-			-		-		-		-		-		- 2		1		
Stock-based compensation expense		7,854		8,999	2,551		2,256		1,870		1,963		8,640		2,702		2,392		2,150		
Impact to income taxes		(8,776)		(5,772)	(1,956)		(1,658)	(:	1,088)		(2,031)		(6,733)		(2,570)		(1,475)		(2,148		
Adjusted income from continuing operations	\$	3,189	\$	11,926	\$ 4,342	\$	6,408	\$	7,447	\$	8,773	\$	26,970	\$	6,441	\$	7,825	\$	8,416		
Diluted adjusted net earnings per share (1)	Ś	0.10	Ś	0.38	\$ 0.13	Ś	0.20	Ś	0.22	Ś	0.26	Ś	0.82	Ś	0.19	Ś	0.23	Ś	0.25		
	1		Ť			۲		-		•		Ť		•		_		_			
Weighted-average shares outstanding:																					
Basic		30,128		31,000	31,635		32,052	3	2,298		32,436		32,114		32,778	1	33,120		33,251		
Diluted		30,492		31,729	32,481		32,686	3	3,233		33,330		32,939		33,616		33,831		33,991		

Notes:
(1) Numbers shown are in cents.



# Adjusted EBITDA reconciliation

(000'S)	FY13	FY14	Q1 FY1	5 (	Q2 FY15	Q3 FY15	Q4 FY15	FY15	Q1 FY16	Q2 FY16	Q3 FY16
Income (loss) from continuing operations	\$(13,782)	\$ (4,072)	\$ 7:	7 5	\$ 2,886	\$ 4,694	\$ 6,132	\$ 14,429	\$ 1,960	\$ 4,793	\$ 4,526
Interest expense (income), net	31	40		5	4	1	3	13	(22)	(21)	(36)
Tax provision (benefit)	(10,501)	(1,841)		-	1,047	1,469	1,850	4,366	1,264	1,680	2,473
Depreciation	8,445	7,625	1,70	00	1,590	1,510	1,532	6,332	1,588	1,620	1,565
Amortization of intangible assets	8,222	7,328	1,76	52	1,762	1,744	1,740	7,008	1,713	1,638	1,754
Restructuring and other charges	7,060	5,443	1,20	8	1,162	27	718	3,175	338	221	409
Impairment of long-lived assets	-	-		-	-	-	-	-	-	231	-
Acquisition and financing costs	318	-		-	-	200	251	451	2,298	25	1,725
Fair value adjustments from purchase accounting	2,293	-		-	-	-	-	-	-	-	-
Litigation and settlement expenses	-	-		-	-	-	-	-	-	-	
Stock-based compensation expense	7,854	8,999	2,5	1	2,256	1,870	1,963	8,640	2,702	2,392	2,150
Adjusted EBITDA	\$ 9,940	\$ 23,522	\$ 8,00	)3	\$ 10,707	\$ 11,515	\$ 14,189	\$ 44,414	\$ 11,841	\$ 12,579	\$ 14,566



# 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.					
Bid	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 been awarded to a prime contractor.					
Won	We have a Design Win with a prime contractor for a program of record, and the prime contract 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	EDM	Engineering Development Model	MOSA	Modular Open Systems Architecture
AESA	Active Electronically Scanned Array	EMD	Engineering and Manufacturing Development	0&M	Operations & Maintenance
AGS	Alliance Ground Surveillance	EO/IR	Electro-optical / Infrared	OpenVPX	System-level specification for VPX, initiated by Mercury
AIDEWS	Advanced Integrated Defensive Electronic Warfare Suite	EW	Electronic Warfare	PoR	Program of Record
AMC	Advanced Microelectronics Center	FAR	Federal Acquisition Regulation	RFM	Radio Frequency / Microwave
AS9100	Widely adopted and standardized quality management system for aerospace industry	FMS	Foreign Military Sales	SABR	Scalable Agile Beam Radar
ATCA	Advanced Telecommunications Architecture	FRP	Full Rate Production	SEWIP	Surface Electronic Warfare Improver Program
AWACS	Airborne Warning and Control System	IDIQ	Indefinite Quantity / Indefinite Delivery	SIGINT	Signals Intelligence
BAMS	Broad Area Maritime Surveillance	IMA	Integrated Microwave Assembly	SIRFC	Suite of Integrated RF Countermeasu
ВСА	Budget Control Act	LRIP	Low-Rate Initial Production	SOF	Special Operations Forces
C4ISR	Command, Control, Communications, Computers, Intelligence, Surveillance, Reconnaissance	MCE	Mercury Commercial Electronics	SWaP	Size Weight and Power
сотѕ	Commercial off-the Shelf	MDS	Mercury Defense Systems	TAM	Total Addressable Market
DRFM	Digital Radio Frequency Memory	MILPER	Military Personnel		

