#### **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): February 6, 2007

# 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.)

199 Riverneck Road, Chelmsford, Massachusetts

(Address of Principal Executive Offices)

01824 (Zip Code)

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

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

| k the appropriate box below if the Form 8-K filing is intended to simultaneously satisfy the filing obligation of the registrant under any of the following provisions (see General action 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 Computer Systems, Inc. ("Mercury") will present an overview of Mercury's business on Tuesday, February 6, 2007 at the Cowen and Company 28th annual 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 No. Description

99.1 Presentation materials dated February 6, 2007.

#### 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 hereunto duly authorized.

MERCURY COMPUTER SYSTEMS, INC. (Registrant)

By: /s/ Alex N. Braverman

Alex N. Braverman
Vice President, Controller and
Chief Accounting Officer

Date: February 6, 2007

EXHIBIT INDEX

Exhibit No. 99.1

Description
Presentation materials dated February 6, 2007.















Cowen and Company 28th Annual Aerospace/Defense Conference February 6, 2007

Jay Bertelli, President, Chief Executive Officer & Chairman Bob Hult, SVP, Chief Financial Officer

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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 anticipated fiscal 2007 business performance and beyond. You can identify these statements by our use of the words "may," "will," "should," "plans," "expects," "anticipates," "continue," "estimate," "project," "intend," 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, 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, continued funding of defense programs, the timing of such funding, 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, the inability to fully realize the expected benefits from acquisitions or delays in realizing such benefits, challenges in integrating acquired businesses and achieving anticipated synergies, and difficulties in retaining key customers. These risks and uncertainties also include such additional risk factors as are discussed in the Company's recent filings with the U.S. Securities and Exchange Commission, including its Annual Report on Form 10-K for the year ended June 30, 2006. 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 non-GAAP financial measures adjusted to exclude certain specified charges, which the Company believes are useful to help investors better understand its past financial performance and prospects for the future. However, the presentation of non-GAAP financial measures is not meant to be considered in isolation or as a substitute for financial information provided in accordance with GAAP. Management believes these non-GAAP 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 their 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 measures discussed in this presentation is contained in the company's Second Quarter Fiscal Year 2007 earnings release, which can be found on our website at <a href="https://www.mc.com/mediacenter/pr/">www.mc.com/mediacenter/pr/</a>.

### Mercury at a Glance

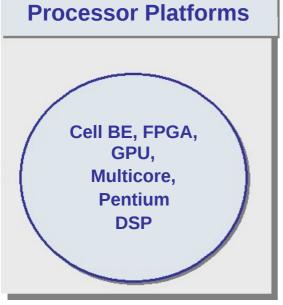


- HQ in Chelmsford, MA
  - Sales, support, and R&D centers in U.S., Europe, and Japan
  - 823 employees worldwide
- Founded in 1983
  - Seven acquisitions since 2004
- FY06 revenues: \$236M
  - 56/44% defense/commercial
- Industry focus areas:
  - Aerospace & Defense
  - Life Sciences
  - Semiconductor Equipment
  - Geosciences
  - Communications
- Nasdaq: MRCY

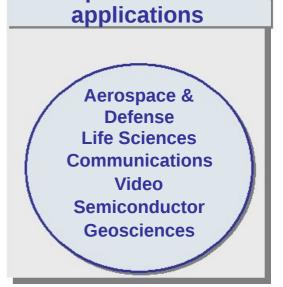




#### **Architect specialized computing solutions**



Mercury software, systems engineering, and domain expertise



**Compute-intensive** 

## Diverse Base of Customers and Targets







### **Investment Highlights**



- Data explosion across multiple markets demands skills in Mercury's technology sweet spot
- Well-positioned for rebound in defense market
- Large opportunity in 3D medical imaging
- Leveraging investments into adjacent and new markets
- Cost reductions create operating leverage opportunity when revenue growth resumes

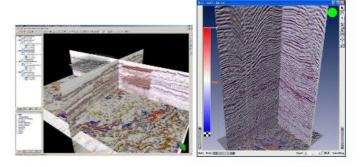
## New Data-Hungry Applications in Multiple Markets



- Improving sensors
- Large data sets
- Growing need for intensive computing
- Enhanced image accuracy
- Real-time 3D



Multi-slice CT (32/64) 4 Gbytes typical



OIV/VolumeViz large data set module 100 Gbytes typical

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### Our Unique Competitive Advantages



#### **Helping our Customers to Compete**

- Unique skill set and software for processing and visualizing data
- Mercury's heterogeneous architectures enable systems to perform optimally in demanding applications
- Libraries and tools for multi-core, multiprocessor computing to economically solve the most challenging compute problems
- Domain expertise in niche markets

### Defense: Well-Positioned for Rebound



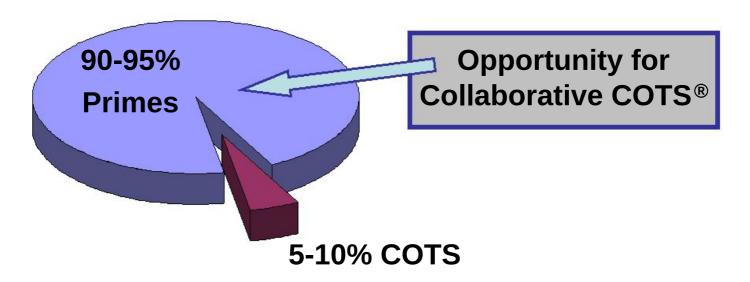
- Strong customer base
  - 20 years of experience
  - COTS model
- Technology leadership
  - Strong position in large, complex radar systems and Signals Intelligence
- Broadened product portfolio
  - Radio Frequency, Data Acquisition, Battlefield Computing
- Strengthened pipeline
  - 2x increase in business opportunities in 8 months



### Defense Embedded Computing Market Potential



#### A \$14.2 Billion Available Market



<u>Source:</u> The Embedded Computing Market 2006, Electronic Trend Publications Inc & Internal Estimates.

Defense Weapons & C3 Boards and Systems

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# Defense 2006 Design Wins



# Revenue potential 3 – 5 Years:

| Radar                | 13 | \$40 - \$50 Million |
|----------------------|----|---------------------|
| Signals Intelligence | 3  | \$7 - \$9 Million   |
| Other                | 13 | \$30 - \$35 Million |
| Total                | 29 | \$77 - \$94 Million |

# The Challenges of Today's Warfare





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### Radar Leadership Positions Us for New Programs



- Airborne surveillance: MP-RTIP
  - Global Hawk (15 platforms)
  - JSTARS and AWACS upgrade potential
- Tactical fighters: F-35, F-22, F-16
- Shipboard missile defense: Aegis
- UAV: Predator LYNX SAR
- Land-based/mobile radar

**JSF (F-35)** 





### Medical Imaging: Large Opportunity



### Estimated \$10.4 Billion U.S. Market by 2009\*

#### **Mercury Segments**

- DMI Diagnostic Medical Imaging modalities
  - Market growth of 3% to 10%
- PACS Picture Archiving and Communications System
  - Market growth of 12+% and higher growth in 3D
- Microscopy & Biotech Visualization
  - High market growth of 20+%

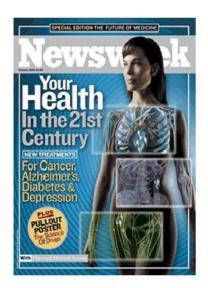


<sup>\*</sup> Source: Medical Imaging. BBC Research. July 2005.

#### Trends Driving Strong Medical Imaging Growth



- Aging population → More diagnostic imaging
- Better acquisition sensors → More data → More compute intensive tasks
- Interventional radiology a reality with more cost-effective compute power enabling real time visualization
- PET, CT and Ultrasound high growth, MRI and XR flat
- PACS growing worldwide



### **Revolutionary 3D Transformation**



 The market requires a more productive means of visualization throughout the medical imaging workflow



**Professional Services & Support** 

### Unique Strengths in Life Sciences



- Medical Imaging
  - 19 years of experience
  - Unique skill set for emerging 3D market
- Successful introduction of software applications and full systems for end users
- Expanding product portfolio
  - PACS
  - 3D visualization server
  - MRI data acquisition
- End-to-end medical image management

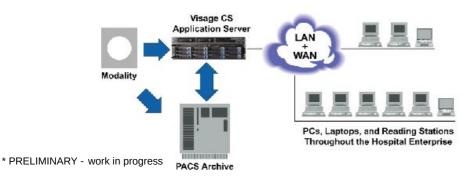


### World's First Thin Client/Server

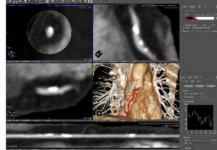


### 2D/3D Anytime, Anywhere

- Visage<sup>™</sup> CS Thin Client/Server
  - The world's first fully scalable thin client/server
  - Instant interactive viewing for 2D, 3D and 4D studies
  - Optimal use of existing PCs throughout the enterprise
  - Tight integration with PACS and modalities
- NEW! Visage™ Cardiac Analysis\*
  - Thin client access to cardiac analysis functionality
  - Comprehensive package including LV and coronaries







# Life Sciences 2006 Design Wins

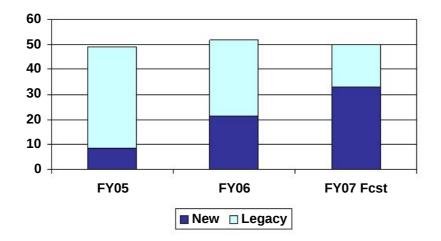


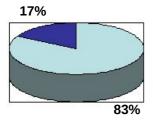
| PACS                       | 6  |
|----------------------------|----|
| Diagnostic Medical Imaging | 5  |
| Surgical Navigation        | 1  |
| Microscopy                 | 1  |
| Pre-Clinical Drug          | 1  |
| Total                      | 14 |

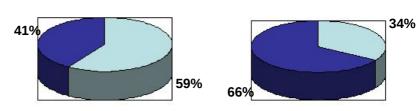
Revenue potential: \$10 - \$15 Million / Year

## CIV Transition in Revenues FY05 – FY07







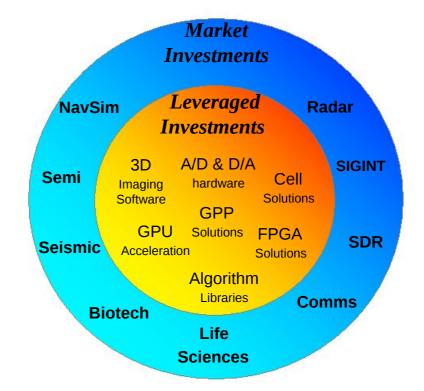


New

### Leveraging Technology into New Markets



- Increasing multi-market leverage of R&D investments
  - Includes both organically developed and acquired technology
  - Significant trend reversal
- Major competitive advantage
  - Competitors in any one segment must overcome the leverage advantage
- Required to enter market niches
  - Most market segments are too small to support standalone investment



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#### Leverage Example: Cell BE-based Solutions



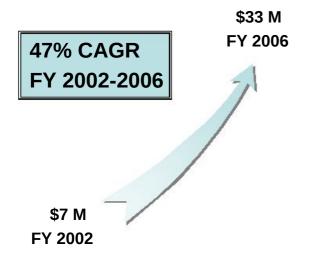
- 5-100x faster than conventional microprocessors
- A strong match to Mercury's unique capabilities
  - Architected to solve problems in the same way Mercury has been solving problems for many years
- Creating value in every major Mercury market segment
  - Driving next generation engagements with existing customers
  - Bridging us back to past customers
- Leading to new market opportunities
  - Over 2,000 leads
- Established significant relationship with IBM



### Semiconductor Creation Market



#### **Strong Organic Growth**



Mercury Semiconductor Segment Revenue FY 2002 – FY 2006

- Supplying applicationenabling solutions to leading OEMs
- Growth driven by production design wins
  - Mask generation
  - Wafer inspection
  - Reticle inspection
- Positioned for the next wave
  - Mercury Cell BE-based solutions uniquely meet market needs
  - Emerging new applications for Mercury solutions

### Growth Opportunity: EDA Mask Synthesis



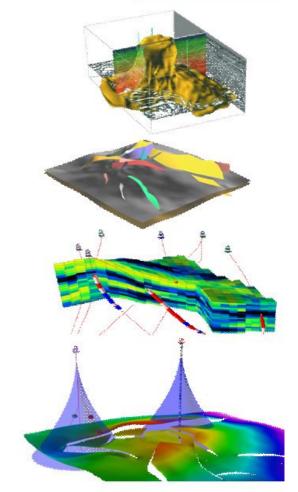
- Compute-intensive processing required to prepare designs for mask creation
  - Resolution Enhancement Technology (RET)
  - Design For Manufacturing (DFM)
- Mercury Cell BE-based solutions to provide over 10 Teraflops to speed application by 10x to 100x
- Partnership with Mentor Graphics to deploy first Cell BEbased platform for EDA market



### New Growth Opportunity: Oil & Gas



- Competitive advantages in computing and visualization
  - Performance/watt/cubic inch
  - Extremely large data sets
- Computing platforms
  - Seismic acquisition and processing
- Visualization
  - Seismic QC and interpretation
  - Horizons, faults, well bores, etc.
  - Core analysis
  - Drilling planning
  - Reservoir models



### New Growth Opportunity: Asset Protection



### **Synthetic Vision and Sensor Data Fusion**

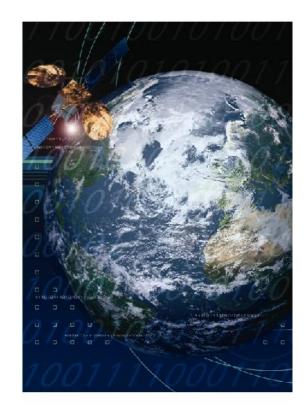
- Forest fire detection and monitoring
- Precision agriculture
- Border surveillance
- Oil and gas pipeline monitoring
- Power line monitoring
- Surveillance and reconnaissance
- Commercial and military avionics



### **New Growth Opportunity: Communications**



- Communications market potential
  - System development platforms for wireless infrastructure applications
- Growth Opportunity
  - AdvancedTCA DSP and FPGA compute solutions
    - Example: Satellite ground stations for Ancillary Terrestrial Component (ATC)



### Semiconductor and Communications 2006 Design Wins



# Revenue potential / Year:

| Semiconductor: • Reticle Inspection       | 3 | \$25 - \$45 Million |
|---|---|---------------------|
| • EDA                                     |   |                     |
| <ul> <li>Alignment</li> </ul>             |   |                     |
| Communications:                           | 3 | \$6 - \$18 Million  |
| • ATC                                     | 3 | <b>40 420</b> mmon  |
| <ul> <li>NextGen Base Stations</li> </ul> |   |                     |
| Total                                     | 6 | \$31 - \$63 Million |
|   |   |                     |













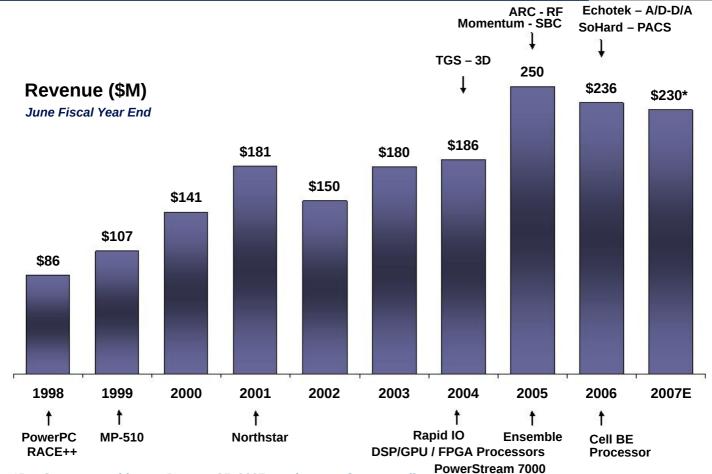


### **Financial Overview**

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# Revenue Follows Technology Cycles

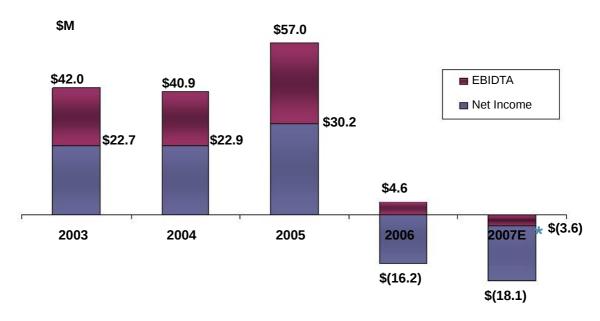




\*Per Company guidance, January 25, 2007 earnings conference call

### GAAP Net Income and EBITDA





EBITDA excludes the following charges from Net Income: Interest Expense, Taxes, Depreciation and Amortization:

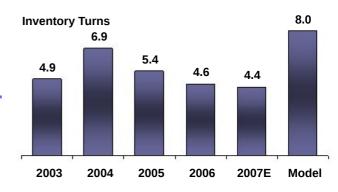
|          | 2003 | 2004 | 2005 | 2006  | 2007E |
|----------|------|------|------|-------|-------|
| Interest | 0.9  | 1.4  | 4.2  | 4.1   | 4.2   |
| Taxes    | 10.2 | 9.3  | 12.9 | (0.9) | (7.8) |
| D&A      | 8.2  | 7.3  | 9.7  | 17.6  | 18.1  |

\*Per Company guidance, January 25, 2007 earnings conference call

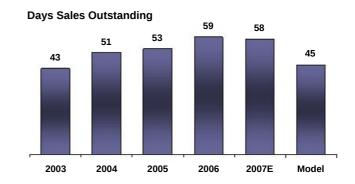
### Focus on Working Capital



- Supply chain transformation
  - Competitive advantage for Mercury and customers



- Customer satisfaction
  - DSO target 45 days



# Strong Balance Sheet



# Historically strong balance sheet

### **Net cash positive**

| Quarter ended December 31, 2006 |       |
|---------------------------------|-------|
| Cash and Equivalents            | \$137 |
| Total Current Assets            | \$172 |
| Total Assets                    | \$377 |
|                                 |       |
| Total Debt *                    | \$125 |
| Total Liabilities               | \$189 |
| Stockholders' Equity            | \$188 |

<sup>\*</sup> Convertible senior notes offering

# Commitment to Timeless Business Model



| Non-GAAP               | FY04 | FY05 | FY06 | Guidance<br>FY07* | Timeless<br>Business Model |
|------------------------|------|------|------|-------------------|----------------------------|
| Revenue                | 100% | 100% | 100% | 100%              | 100%                       |
| Gross Margin           | 67%  | 66%  | 62%  | 56%               | 60+%                       |
| SG&A                   | 30%  | 29%  | 34%  |                   |                            |
| R&D                    | 21%  | 20%  | 25%  |                   |                            |
| Income from Operations | 17%  | 17%  | 3%   | (4%)              | 16-18%                     |

<sup>\*</sup>Per Company guidance, January 25, 2007 earnings conference call

### Q3 Fiscal Year 2007 Guidance



|                | Quarter Ending March 31, 2007 |          |  |
|----------------|-------------------------------|----------|--|
| Revenues (\$M) | \$55                          |          |  |
|                | GAAP                          | Non-GAAP |  |
| Gross Margin   | 53%                           | 53%      |  |
| EPS            | \$(0.31)                      | \$(0.18) |  |

- Impact of equity-based compensation costs related to FAS 123(R) of approximately \$2.8M excluded from non-GAAP
- Acquisition-related amortization of approximately \$1.8 M excluded from non-GAAP

#### **Notes:**

- 1) Figures in millions, except percent and per share data which includes adjustment for contingent convertibles, in accordance with GAAP
- 2) Company guidance, January 25, 2007 earnings conference call

#### Fiscal Year 2007 Guidance



|                     | Fiscal Year Ending June 30, 2007 |          |  |
|---------------------|----------------------------------|----------|--|
| Revenues (\$M)      | \$230                            |          |  |
|                     | GAAP                             | Non-GAAP |  |
| <b>Gross Margin</b> | 56%                              | 56%      |  |
| EPS                 | \$(0.85)                         | \$(0.13) |  |

- Impact of equity-based compensation costs related to FAS 123(R) of approximately \$10.7M excluded from non-GAAP
- Acquisition-related amortization of approximately \$7.1M, Q1 in-process R&D charge of \$3.1M, and restructuring and impairment charges of \$1.1M excluded from non-GAAP

#### **Notes:**

- 1) Figures in millions, except percent and per share data which includes adjustment for contingent convertibles, in accordance with GAAP
- 2) Company guidance, January 25, 2007 earnings conference call

### **Investment Highlights**



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