#### **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): November 21, 2006

# 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)

Pre-commencement communications pursuant to Rule 13e-4(c) under the Exchange Act (17 CFR 240.13e-4(c))

01824 (Zip Code)

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

N/A

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

Instruc	Check 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 tion 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))

#### Item 7.01. Regulation FD Disclosure.

The management of Mercury Computer Systems, Inc. ("Mercury") will present an overview of Mercury's business on Tuesday, November 21, 2006 at its seventh annual investor 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 November 21, 2006.

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)

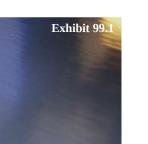
Date: November 21, 2006

By: /s/ Alex N. Braverman

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

Exhibit No. Description

99.1 Presentation materials dated November 21, 2006.

















7th Annual Investor Conference November 21, 2006

#### 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 quarter 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 non-cash and other 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 results discussed in this presentation is contained in the company's First Quarter Fiscal Year 2007 earnings release, which can be found on our website at www.mc.com/mediacenter/pr/.

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# Agenda



9:00-9:10	Bob Hult, SVP, Chief Financial Officer
9:10-9:25	Jay Bertelli, President, CEO & Chairman
9:25-10:00	Didier Thibaud, SVP, Defense & Commercial Businesses
10:00-10:30	Marcelo Lima, VP & GM, Commercial Imaging & Visualization
10:30-10:45	Break & Trade Show
10:45-11:15	Mark Skalabrin, VP & GM, Advanced Solutions Business
11:15-11:30	Philippe Roy, Dir. & GM, Navigation & Simulation Systems
11:30-11:45	Bob Hult, SVP, Chief Financial Officer
11:45-12:15	Jay Bertelli's Closing Remarks, Q&A















# **Corporate Overview**

Jay Bertelli, President, CEO & Chairman

#### What We Do



#### **Leading provider of:**

Computing solutions for specialized, compute- and data-intensive applications

For diverse customers in:

Aerospace & Defense
Communications
Geosciences
Life Sciences
Semiconductor











#### Mercury's Strategy



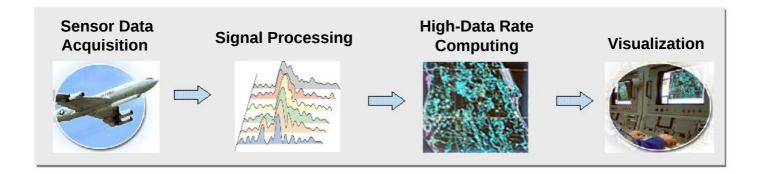
- Focus on relatively small (\$200-400M) niche markets that are not well served by mainstream suppliers
- Leverage technology investments across multiple markets
- Focus on solving problems that are challenging and can command high margins
- Focus on core competencies
  - Multicomputer architectures
  - Signal and image processing
  - Visualization
- Market-specific domain expertise

C

## Our Unique Strengths



- Unique skill set and software for processing and visualizing data
- Years of development in software libraries and tools for embedded multicore computing
- Domain expertise in niche markets



#### Identifying New Markets to Drive Growth



# History of finding challenging computing problems that can be solved with Mercury technology

#### Developing market opportunities

- Defense Business Unit (DBU) Synthetic vision, wideband data links
- Commercial Imaging & Visualization (CIV) 3D medical imaging, geosciences (oil & gas)
- Advanced Solutions Business Unit (ASBU) Semiconductor, Design for Manufacturing (DFM)

#### Discovery Phase

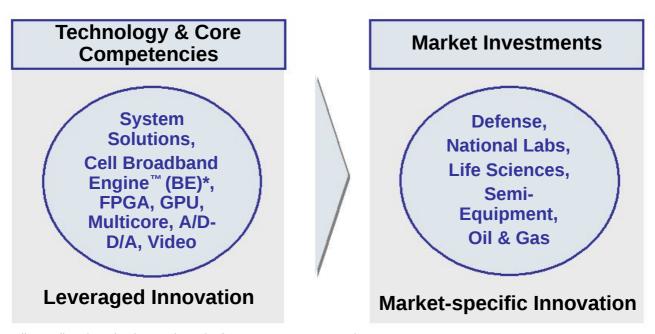
- Biotechnology Drug discovery
- Video processing Intelligence to compensate for bandwidth limitations
- Defense Homeland security

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#### Leverage as a Competitive Advantage



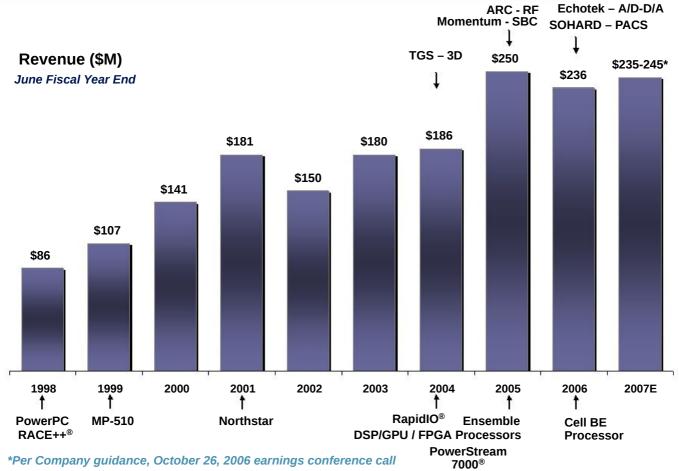
# Multi-market leverage of technology and core competencies results in strong competitive advantage and significant barriers to entry



\*Cell Broadband Engine is a trademark of Sony Computer Entertainment Inc.

# Revenue Follows Technology Cycles



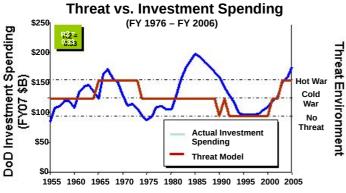


\*Per Company guidance, October 26, 2006 earnings conference call



#### Defense Budget History and Potential Changes





- Historical defense investment spending is cyclical in constant year dollars; does not follow threat, does follow political office
- President dominates
- Democratic house and senate = Case 2 (~flat defense investment)
- Democratic President in '08 = Case 3 (~ - 3.9% CAGR)
- Major DoD investment programs will remain funded if they perform
  - AEGIS BMD (Korea, Iran)
  - MP-RTIP (Global Hawk, possible JSTARS upgrade to offset E-10A cancellation)
  - SIGINT (GWOT)
- Deficit issues and follow-on expenses to the war will challenge new program investment – but offer increasing opportunities for upgrades to existing systems

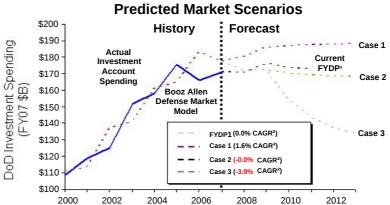
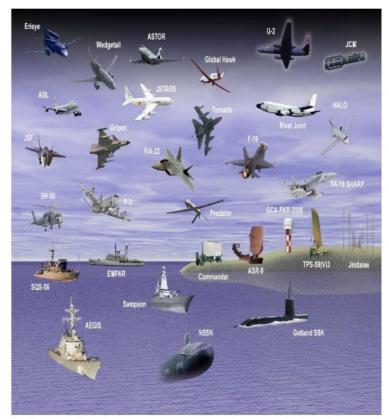


Chart sources: John H.J. Niehaus, Principal, Global Aerospace & Defense, Booz Allen Hamilton and Ronald J. Epstein, Ph.D. Senior Director, Aerospace & Defense Equity Research Merrill Lynch. Other Sources: DoD Green Book FY07, historical Congressional records, Booz Allen analysis

### Unique Strengths in Defense



- Leader in airborne surveillance
  - 14 years of experience
- Investing and innovating to maintain leadership position
- Strong business relationships and partnerships with defense primes



Representative

#### Leveraging Mercury into A&D Segments



#### Track record of success

- Leveraging technology to deliver best value
- Strong COTS model
- Aboard demanding platforms in air, on land, under sea
- Full life-cycle support

#### Market focus

- C4ISR
- Defense embedded computing
- Technology to enable new application
  - Wideband data links and satellite communications
  - Situation awareness
  - Synthetic vision and unmanned vehicles



# State of Warfare – Battlefield Requirements



- The nature of war has changed
  - "The enemy is mobile and our war fighters must be connected to strategic and tactical aircraft, along with weapons and unmanned aerial vehicles (UAVs), in order to successfully engage time-critical targets." -Anonymous
- Reduce casualties
- Better utilization of deployed forces
  - Improved communications
  - Enhanced speed and effectiveness
- Improve intelligence
  - Reduce data pollution
  - Sort, extract & fuse data into information
  - Understand first, act decisively
- Transition from platform-centric to network-centric



# The Challenges of Today's Warfare



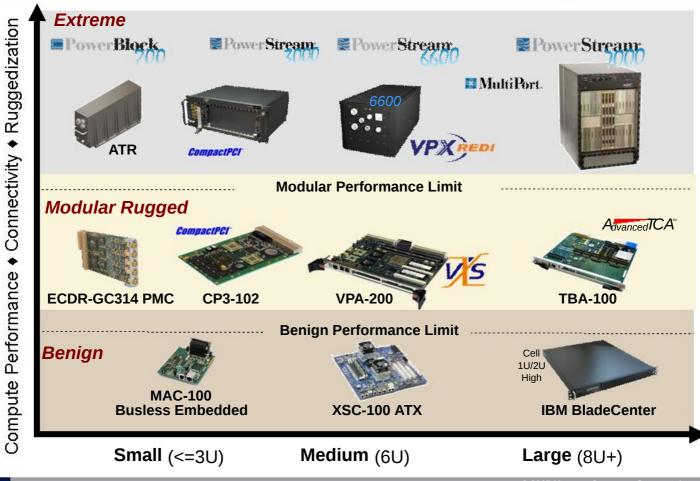


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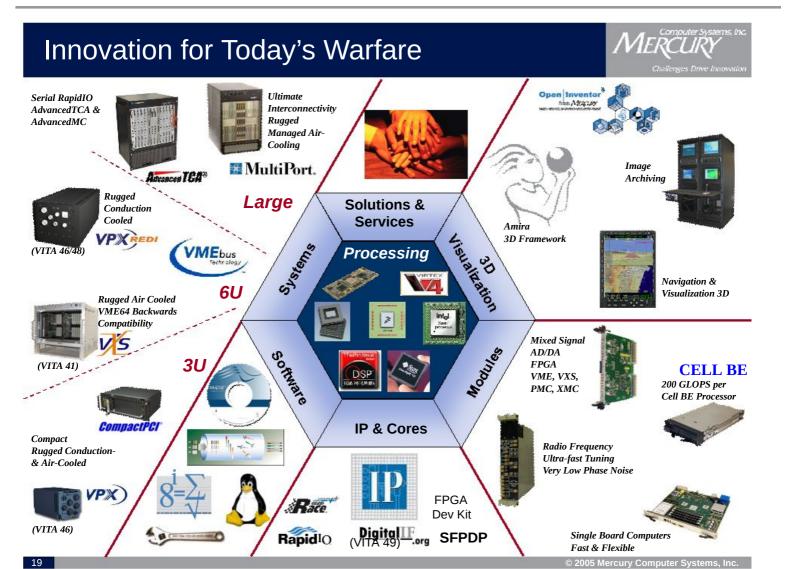
# Connect Transmit & Receive Software & Tools Visualize, Fuse & Archive Software & Tools Volume Receive Software & Tools Visualize, Fuse & Archive Software & Tools Volume Receive Software & Tools Software & Tool

#### Computing Solutions Across the Board





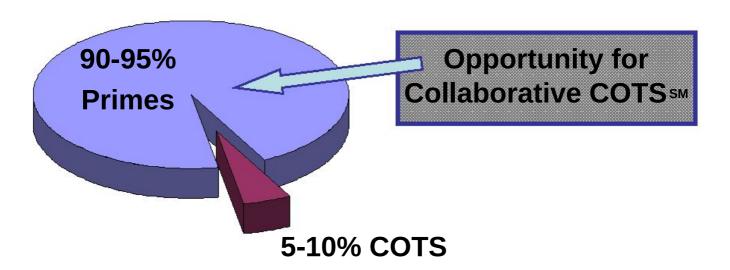
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#### Defense Embedded Computing Market Potential



#### 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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#### **Collaborative COTS**



#### Solutions & Services

- Computer integration
- System assembly
- Module development
- Architecture and research
- Custom software
- Ruggedization
- Life-cycle management
- Intellectual property
- Migration services
- On-site support

- Shortening Development Cycles
- Lengthening Product Life Cycles
- Strengthening Our Relationship



...when customers need a helping hand...

#### Growth Opportunity: Radar



- 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







Aegis (BMD)

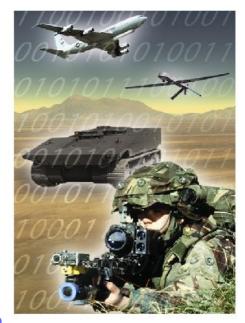
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#### Growth Opportunity: Battlefield Communication



# Projected widespread deployment of battlefield visualization and decision aids

- Multi-sensor visualization for war fighters on the move
- Comprehensive battlefield imagery for war fighters
- Super-smart compression when link bandwidth is limited
- Detection and identification of targets in urban/civilian environments





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#### Growth Opportunity: Wideband Data Links



 Ground, shipboard, and airborne communications via satellite



- Deployment of broadband closer to the war fighter
- Drives the need for new compute solutions
- Mercury is well positioned with COTS softwaredefined radio (SDR) and scalable FPGA and DSP solutions
- Technology demonstrated at MILCOM (Oct. 2006)



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#### Meeting the Challenges



- Budget uncertainty
- Strong customer base
- Strengthened pipeline
  - 2x increase in business opportunities in 8 months
- Broadened product portfolio
- Technology leadership
- Increased market penetration
  - Services
  - Collaborative COTS

















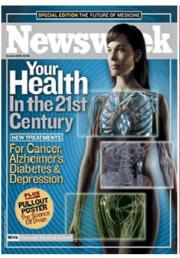
# Commercial Imaging and Visualization Markets

Marcelo Lima, Vice President & General Manager

#### **Tremendous Opportunities**



- Big markets @ the forefront of socioeconomic issues
- Exciting new businesses (s/w centric)
- Excellent growth potential



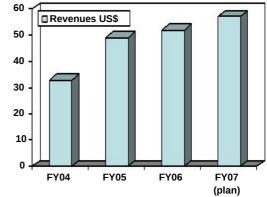




#### **CIV Business Summary**

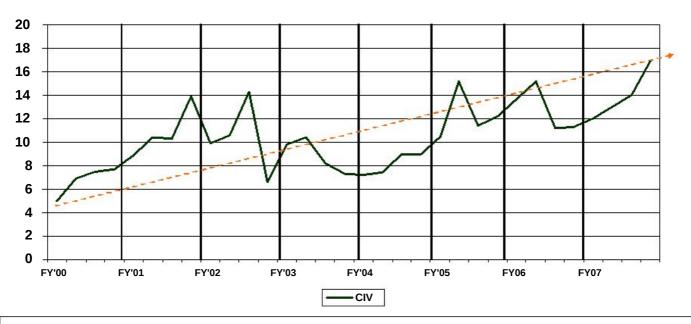


- Leading OEM provider of image processing and visualization solutions
- Main markets: Life Sciences and Geosciences
  - Annualized served markets size of approximately \$700M to \$900M
- Continued revenue growth
- 170 associates in six centers (US and Europe) organized by unit:
  - Visualization Sciences Group (VSG)
    - TGS business had record revenue in FY06, 20%+ growth over FY05
  - Life Sciences Group (LSG)
    - SOHARD business had record revenue in FY06
    - Won 20 new customers in last 12 months
    - Legacy decreasing by about \$10M annually
    - Gained ISO 13485 certification and FDA clearances



## CIV Revenue Trends





#### **CIV Timeline of Events**

FY02-03 - CT designed out

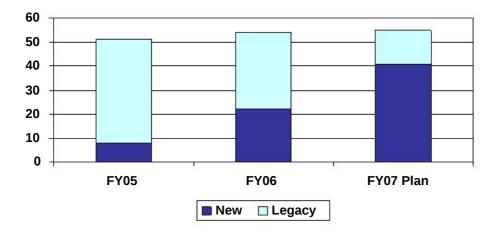
FY04 - DX & PET ramp, Q4 TGS acquisition

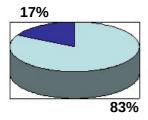
**FY05 - MR production full swing & TGS** 

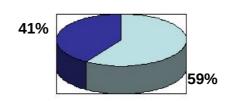
FY06 - Design phase out of 2D Business; crossover new business; SOHARD acquisition

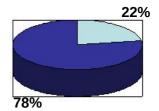
# Transition in Revenues FY05 – FY07











New

Legacy

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#### Visualization Sciences Group (VSG)



#### Industry

Geosciences, visualization and computation

#### Products & Services

- Visualization software toolkits (OIV, amira ®)
- High-performance computers
- Custom engineering services

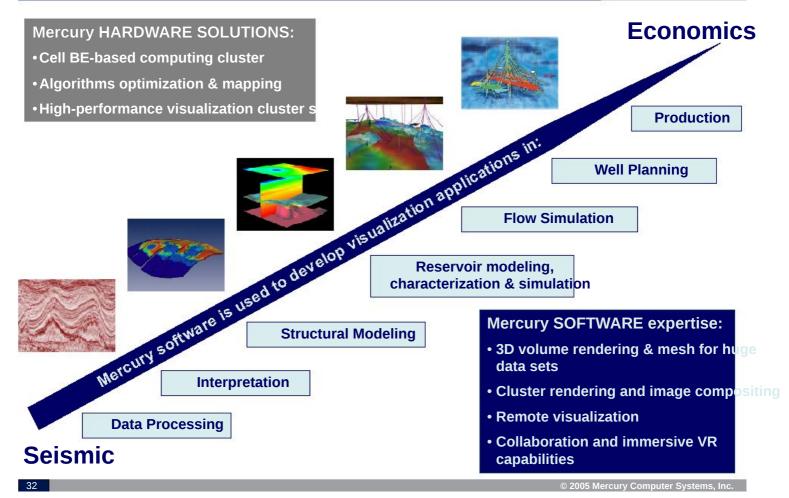
#### Segments

Oil & gas visualization – Growth > 20%

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## VSG – Oil/Gas Industry Workflow





# Mercury's Offerings to Oil & Gas Customers

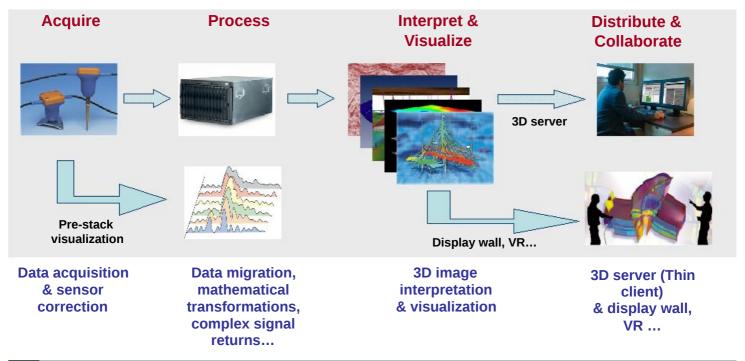


Increase data throughput, dramatically accelerating imaging workflow

Main characteristic of this activity:

Need to compute and applying HUCE detects (Torobytee)

**Need to compute and analyze HUGE datasets (Terabytes)** 



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#### Addressable Markets Overview

MARKET SERVED TODAY



TARGET MARKET PLANNED

in \$M Public Sector Research Oil & gas Visualization Oil & Gas Seismic DP Total served 

MARKET NOT SERVED TODAY

- VSG's strategy: exploit short-term opportunities like seismic data processing (SDP), and s/w needs for 3D tools to fund entry into larger segments in the oil & gas market
- Oil & gas visualization customers' needs are increasing and our OIV V6.0 will provide substantial added value and support for customers to take advantage of large existing or new clusters
- SDP for image reconstruction growth is driven by exploration which is at all-time high and expected to remain that way for at least 2-3 years

# **VSG** Competition



- Mainly small regional companies in the \$10-15M range, such as Coin3D, Hue, etc.
- In some segments we compete with our customers: Schlumberger, Landmark, etc.
- Competitive advantages:
  - ScaleViz and LDM (Large Dataset Module) extensions
  - Multi-platform and laptop support
  - Remote client
  - Clustering software
  - amira® for oil & gas applications
  - GPU proprietary compression

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# Life Sciences Group (LSG) Summary



#### Products & Services

- Life Sciences SCOPE
- OEM products (systems & software)
- Recon, visualization, servers, acquisition
- 19+ years of medical OEM experience.
- Open Innovation expertise:
  - Nvidia GPUs, MGH DBT mammo, Erlangen IMP CT, MCW MRI acq. s/w, Franhoffer Inst. Cardiac SW
  - Medical Advisory Board
  - Clinical sites

#### Segments

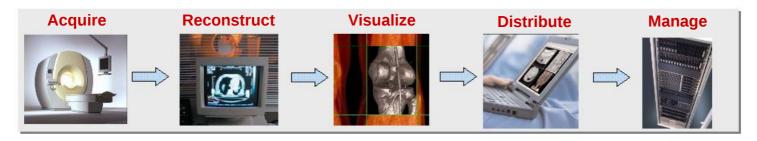
- DMI Diagnostic Medical Imaging modalities
  - Market growth of 3% to 10%
- PACS Picture Archiving and Communications System
  - Market growth of 12+% and higher growth in 3D
- Microscopy & Biotech Visualization
  - High market growth of 20+%

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# Life Sciences Imaging Workflow: Products



- Broad end-to-end medical systems OEM solution portfolio
- All steps from scanner output to end user



- Multi-channel MRI Receiver
- CT Gantry Dosage Controllers
- Visage™ RT Image
   Visage VR Reconstruction
- GPU Acceleration
   Visage WS
- CELL Technology Acceleration
- **Volume Rendering** Visage CS
- Workstation
- **AMIRA** research
- Visage PACS
- Thin Client/Server
- Visage **PACS**
- Image reconstruction, processing, and visualization
- Embedded components and integrated solutions
- Professional services & support

# A Selection of Our Customers



#### **Acquire**



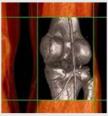


#### Reconstruct









#### Distribute & Manage



Visage MR •WIPS

Visage RT Image Reconstruction





**CT Gantry** Controllers SIEMENS











 Visage VR **Volume Rendering** 





Visage WS Workstation











 AMIRA research JEOL (over 3000 sites -ZEISS worldwide)





Visage CS Thin Client/Server







#### LSG Medical Imaging Macro Market Conditions



#### **Medical Market Transition**

- Aging population → More diagnostic imaging
- PET, CT and Ultrasound high growth, MR and XR flat (except oncology machines like Mammo and LINAC)
- Interventional radiology a reality with more compute power
- Better acquisition sensors → More data → More compute intensive tasks
- Applications and computation moving
  - From gantry side to PACS
  - · From diagnostic radiologist on-site to remote or central reading
- PACS growing worldwide
- Reimbursements
  - Down in U.S. and most of Europe for all modalities and PACS
  - Up in US for 3D reading

# Reimbursement in 3D Growing



In late 2005 the US announced an increase for 2006 in 3D reimbursement rates of 30% at hospitals (24% at independent imaging centers), if one diagnoses 3D from an independent workstation or PACS.

3D amongst the very few diagnostic reimbursement codes to go up!

3D CPT Code (Hosp Outpatient)	76375 (05, replaced by ->)	76376 (06, Modality)	76377 (06, Ind. Workstation)
Reimbursement (Technical)	97.70	36.52	98.82
Reimbursement (Professional)	8.34	10.99	43.20
Total	\$106.04	\$47.51	\$138.02
3D CPT Code (Img. Center)	76375 (05, replaced by ->)	76376 (06, Modality)	76377 (06, Ind. Workstation)
Reimbursement (Technical)	140.98	133.02	141.74
Reimbursement (Professional)	8.34	10.99	43.20
Total	\$149.32	\$144.01	\$184.94

The 'greater than 16-slice' category of CT scanners is the fastest growing and largest segment of CT right now.

About 1,200 64-slice systems have been ordered since mid-2005, and the installed base hovers at a rapidly growing 600.

# Addressable LSG Markets

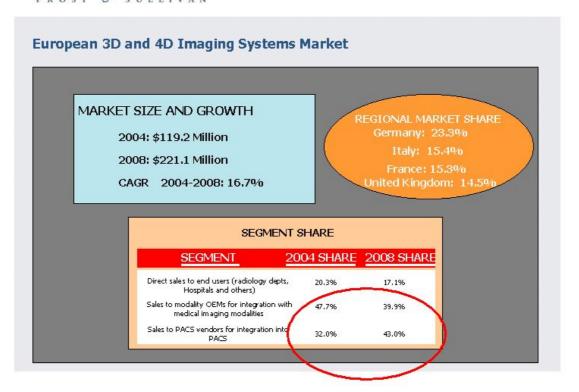


	LSG WW	OEM Mark	ets 2007 US\$M		
Systems	DMI	PACS	Interventional	Microscopy	Totals
Acquisition	80	0	0	0	80
Reconstruction	100	0	40	20	160
Workstations	150	200	80	50	480
Visualization SW & Accel	50	50	30	20	150
Data Mgmnt SW	80	80	20	10	190
Molecular Img SW	20	0	0	20	40
CAD SW	40	20	0	0	60
Special Algorithms	10	0	0	10	20
Visualization Servers	30	100	0	40	170
Storage	20	150	10	80	260
Totals	500	600	180	250	1610
LSG WW addressable ma	rket	700	US\$M		

# European 3D/4D Market – F&S, 2003



FROST & SULLIVAN

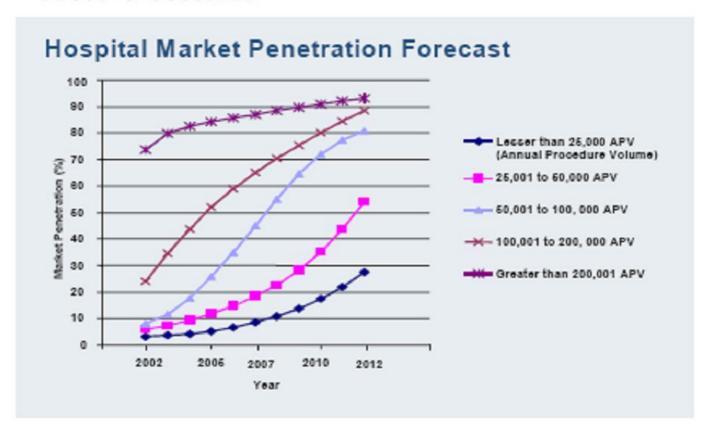


EU OEM Market 2008 80% of \$220M = \$160M US OEM Market estimate 2008 = \$200M 3D alone is a \$360M OEM Market

#### U.S. Turnkey Radiology PACS Market – Growth Forecast



FROST & SULLIVAN



# LSG - 3D DMI & PACS Competitive Summary MERCL



	Mercury	Terarecon	Vital Images	Barco Voxar
Company Summary Locations Stock Symbol Annual Revenues Annual LS Revenues Market Cap Number of Employees WW/LS	US & EU MRCY \$250M \$54M \$290M 850/170	US & JP NA \$50M \$50M NA 150	US & EU VTAL \$70M \$70M \$420M 260	EU & US BCNAF \$860M \$120M \$1.1B 4,222/250 (est)
Life Sciences Business Model OEM Sales Direct Sales	x	X X	X X	x
Key Products	Visage MR Visage RT Visage VR Visage WS Visage CS Visage PACS	Volume Pro AquariusNet AquariusWS Clinical Packages	Vitrea WS VitalConnect VitreaAccess Clinical Apps	Displays Voxar 3D (8M)
Focus	GPU and Cell BE-based Recon to Visualization and Distribution Systems Thin Client Server	ASIC based 3D Renderer and Server, Clinical Applications	NVIDIA GPU Rendering, Clinical Applications	3D Software ATI GPU Collaboration
Strengths	Scalable Systems Large Data Sets Image Quality Performance PACS products	Server Performance	Clinical Packages	SW Easy to Integrate to PACS
Weaknesses	Few Clinical Applications	ASIC Platform	Hard for OEM to Integrate	Low perf. and Image Quality Long load time

# **CIV** Competitive Advantages



- ISO 13485 certified and Visage CS and PACS are FDA cleared!
- Visage CS
  - Image quality and SPEED
  - Scalability
  - COTS platform
  - PACS integration, workflow advantages
- Visage PACS
  - WEB distribution with failover technology
  - Flexibility and scalability
  - Only integrated 2D/3D image distribution system
- Visage VR and RT (Cell or GPU)
  - Ease of integration into any OEM platform
  - Extensive volume libraries and recon algorithms
  - Image quality and ULTIMATE SPEED

# LSG Products Transforming the Diagnostic Workflow



#### Reconstruct



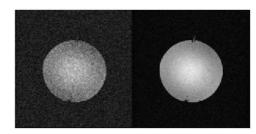
# More Signal, Less Noise, Faster Scans



# Visage<sup>™</sup> MR

- Powerful drop-in upgrade to existing MRIs
- Breakthrough 16-bit A/D technology
- For high-field systems: Enables useful images during breath hold or cardiac timeframes
- For low-field systems: Provides dramatic image quality and scan-time improvement





Side-by-side images demonstrate Visage MR's superior signal-to-noise ratio (SNR) and dynamic range.

WIPS - In clinical validation

# Advanced 3D Reconstruction Solutions



- Visage™ RT Award-Winning Technology
  - Pioneering GPU and Cell-based reconstruction
  - Reduces reconstruction times by 40x to 100x



#### Cell BE-Based Solutions

- Cell Accelerator Board (CAB) 180 GFLOPS
- 1U Dual Cell-Based Server 410 GFLOPS
- Enable advanced algorithms in routine procedures
- Unparalleled throughput and image quality





# Award-Winning Advanced Visualization S/W



 Visage™ WS - Turnkey Medical Workstation for OEMs



- Full integration with PACS and modalities
- Customization for OEMs and PACS providers
- Enables fast time to market
- Visage<sup>™</sup> VR GPU Accelerated
   Volume Rendering
  - Multitude of advanced 3D visualization methods
  - Unmatched levels of performance and image quality
  - Seamless integration through flexible API



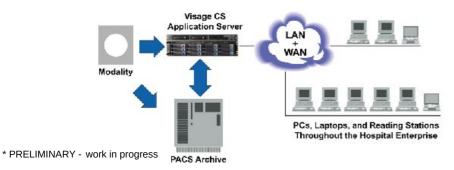
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# **Ultimate Performance Visualization**



#### 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







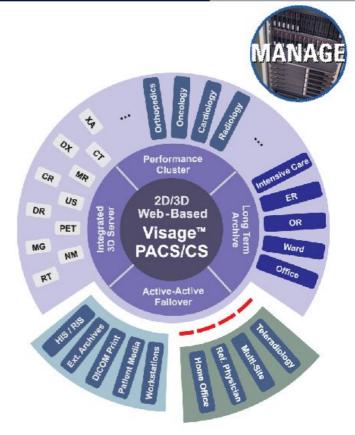


#### Industry-Leading 2D/3D Image Management & Distribution



## Visage<sup>™</sup> PACS

- Instant image access for web and thin clients
- Cluster and failover approach for optimum availability
- Fully scalable solution small to large sites
- Flexible integration with imaging modalities and RIS/HIS
- Over 1,400 installations worldwide



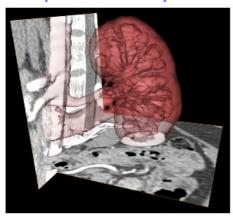
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#### Cutting-Edge Visual Data Exploration, Analysis, & Modeling



## • amira® 3D Visualization

- Powerful framework and toolbox for research
- Unmatched interactive speed and visual quality
- Supports a broad range of data formats
- Develop complex patient models and perform advanced treatment planning
- Create spectacular presentations







# Professional Services - Fast Time to Market



- Expertise that ensures the customer's competitive advantage
  - Comprehensive services across the diagnostic workflow
  - Highest quality standards and certified products
- Professional services for OEMs
  - Algorithmic optimization
  - Cell/GPU acceleration
  - Customized API and GUI
  - Integration into customer's framework
- Professional services for dealers and distributors
  - System integration and support services
  - Custom branding and versioning
  - Consulting and training



















# Leveraged Platform Investments Semiconductor & Communications Markets

Mark Skalabrin, Vice President & General Manager

#### **Leveraged Product and Technology Investments**

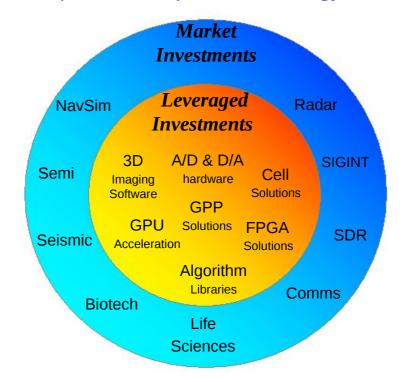


Increasing multi-market leverage of R&D investments

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

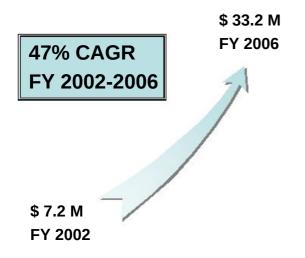


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# Semiconductor Creation Market



#### **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

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# Semiconductor Creation Market Drivers



#### **Consumer electronics driving the market**

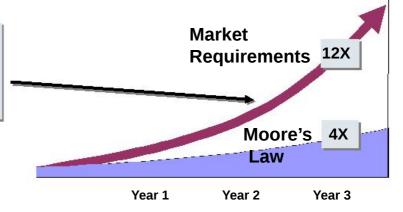
- Demand for faster, lower cost, lower-power chips
- Product life cycles getting shorter

#### **Chip creation process getting harder**

- Increased time-to-market pressure
- More complex physics and higher data rates as line widths shrink

#### New algorithms that need massive compute power

Mercury solutions allow OEMs to keep pace as requirements accelerate



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# Expanding Footprint in Chip Creation Chain



# Growing through expansion into adjacent applications in the lithography process chain



#### **Competitive Differentiation**

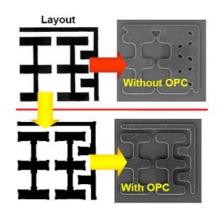
- Solutions that solve the most challenging computing problems
- End-to-end integration of application-enabling technology
- Customer-specific solution optimization
- Focus on long-term customer success

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# Growth Opportunity: EDA Mask Synthesis



- New application for Mercury in Electronic Design Automation (EDA) space
- Complex physics processing to support next generation lithography
  - Resolution Enhancement Technology (RET) including Optical Proximity Correction (OPC)
  - Design For Manufacturing (DFM), replacing experimentation with simulation
- 45nm node has blown through the capability of mainstream processing technology
  - Up against size, power, and cost limits



#### **Quotes from end users**

"It takes 8 days with 500 nodes to do OPC on a single [65 nm] chip layer ... and we need it to be 10 to 100 times faster"

"We have <u>10,000 blades</u> to do RET"

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# Growth Opportunity: EDA Mask Synthesis



- Challenge is to turn weeks into days and days into hours
- Mercury Cell BE-based solutions ready to meet the market needs
  - Teraflops to speed application by 10x to 100x
  - Mercury middleware, algorithm, and application expertise
  - Improvements in all three dimensions size, power, and cost
- Working with a leading EDA company to deploy a solution by the end of the year

# Mercury 28 node Cell BE-based cluster

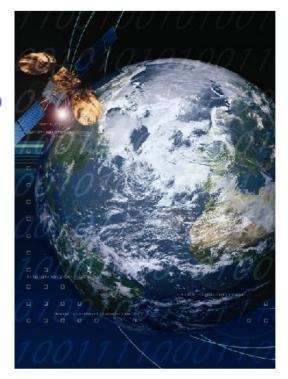


Goal: Performance exceeding 1,000 mainstream processors

# **Commercial Communications Market**



- Providing application-specific solutions for wireless infrastructure applications
  - Primary focus is close to the radio
- Targeting niche applications where we add significant value
  - Lower volume, higher value focus
- Growth opportunity
  - AdvancedTCA DSP and FPGA compute solutions



# **Communications Growth Drivers**



#### **OEMs are looking outside for innovation**

- Data and multimedia driving broadband everywhere - needs new network infrastructure solutions
- OEMs emerging from a downturn with scaleddown development staff
- Strong time-to-market demands for new solutions
- New technology solutions required with limited in-house expertise

#### Communication Platform for Growth





- Deployed in the labs of top tier Telecom OEMs
  - Advanced base station and radio network prototypes
- Satellite beamformer design win
- Multi-market leverage emerging
  - Leverage in and leverage out
- Significant year over year platform revenue increase
  - 3.7x increase FY06 to FY07

# Example: Satellite Communication Solution



- Ground-based communications system to support Ancillary Terrestrial Component (ATC)
  - ATC allows satellites to work together with terrestrial communications systems to support spectrum sharing

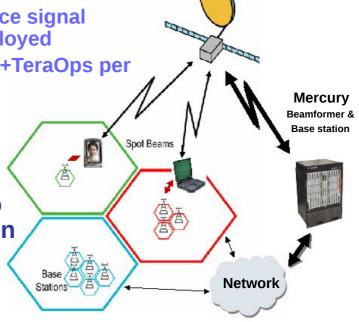
Very hard problem

One of the highest performance signal processing systems ever deployed

 Over 100 FPGAs providing 20+TeraOps per chassis

High availability management

 Mercury is uniquely positioned with the technology and expertise to provide the required solution



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# **Advanced Solutions Summary**



- Renewed strength in multi-market leverage
  - Strong leverage of both organic and acquired products, technology and capabilities
- Well-positioned for next wave in the semiconductor creation segment
  - Strong opportunities in existing and new applications segments
- Focusing communications investments to provide high value
  - Delivering superior architected solutions to solve hard problems















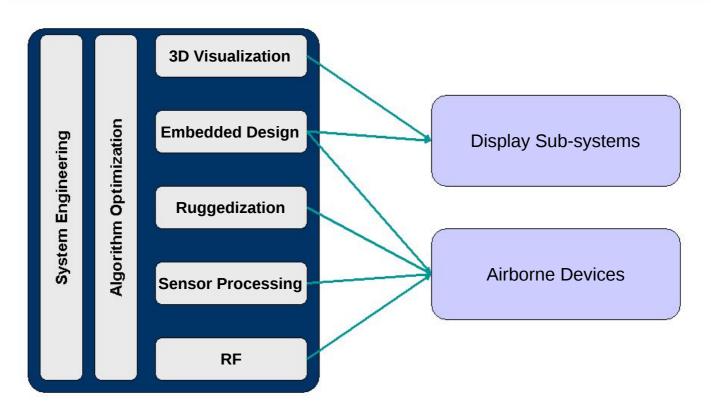
# **Unmanned Systems Market**

Philippe M. Roy, Director & General Manager Navigation & Simulation Systems Group

# Mercury's Combined Capabilities



### **Aeronautical Applications & Systems Knowledge**

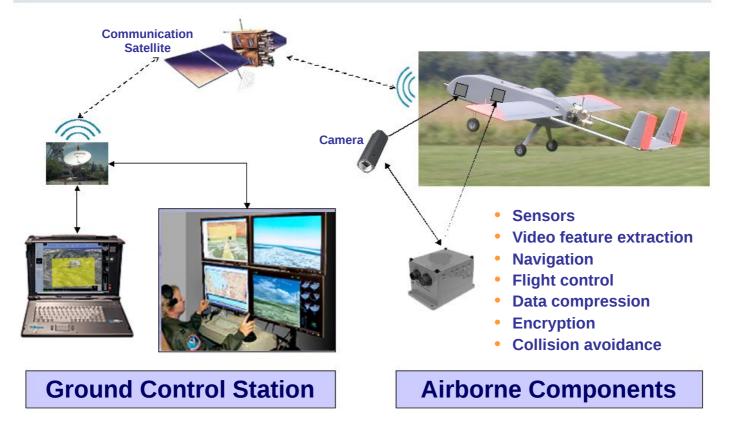


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# Product: VistaNav<sup>TM</sup>-SSR



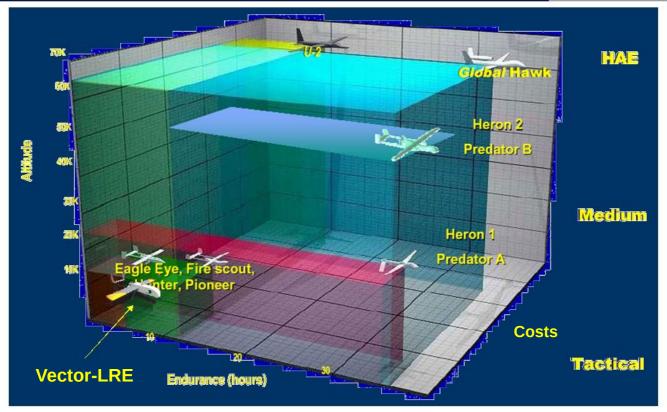
#### **Smart Surveillance & Reconnaissance Systems**



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#### Airframe Platform





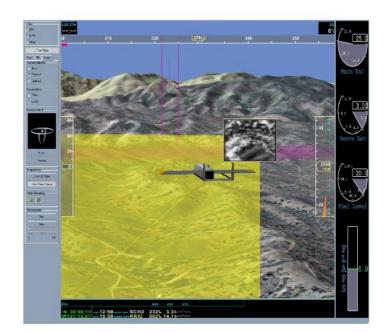
### Partnership with innovative airframe designers

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#### Synthetic Vision: The Core of the System



- Increased situational awareness
- Flexible software integration platform
  - Payload (video, IR, radar)
  - Navigation
  - Mission control
- Scalable
  - Portable ground station
  - Trailer multi-system
  - Multi-screen control center
- 3D real-time data dissemination



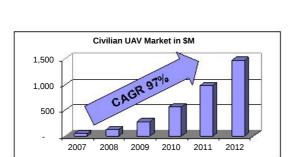
#### **Vastly Improved Operational Capabilities**

#### A Broad Range of Applications



#### **High-growth Market Opportunities**

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







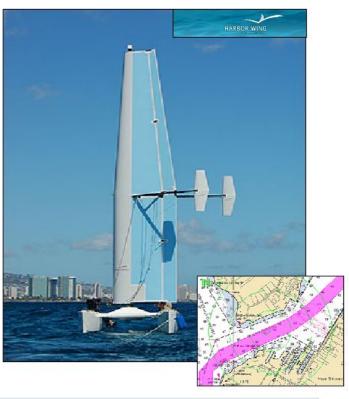
Data sources include: Teal Group, Frost & Sullivan & Forecast International (2004-2006)

#### **Unmanned Surface Vessel**



Image duplicated with permission from Harbor Wing Technologies

- Autonomous hydrofoilmulti-hull surface vessel
- Ultra long endurance
- High payload capacity for on-board rugged electronics
- Remote surveillance & security in open waters
- Military & commercial applications

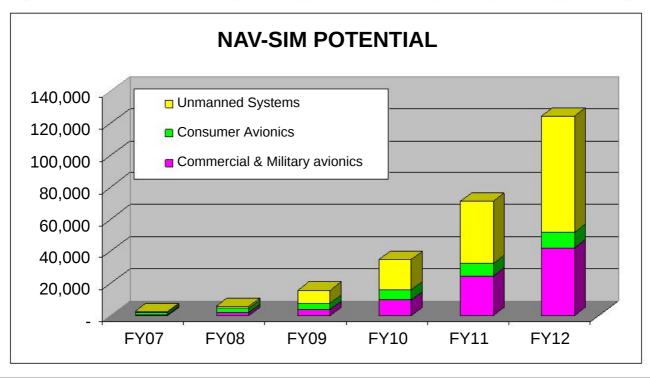


#### VistaNav controlled unmanned system

### Nav-Sim Potential



in Thousand USD	FY07	FY08	FY09	FY10	FY11	FY12
Commercial & Military avionics	550	1,750	4,000	9,500	24,500	42,000
Consumer Avionics	1,300	2,500	4,000	6,500	8,000	10,000
Unmanned Systems	450	1,750	7,850	19,000	39,000	72,500
TOTAL AVIONICS	2,300	6,000	15,850	35,000	71,500	124,500



### Why are We Unique?



#### **ULTIMATE SITUATION AWARENESS**

**INNOVATIVE UNMANNED VEHICLES** 

**ACTIVE COLLISION AVOIDANCE SYSTEM** 

UNIQUE MINIATURIZED AIRBORNE INTEGRATION

**SUPERIOR DATA EXPLOITATION & DISSEMINATION** 

#### **AFFORDABLE YET HIGHLY CAPABLE SYSTEMS**



 $\ensuremath{\texttt{©}}$  2005 Mercury Computer Systems, Inc.

#### Mercury: The Company

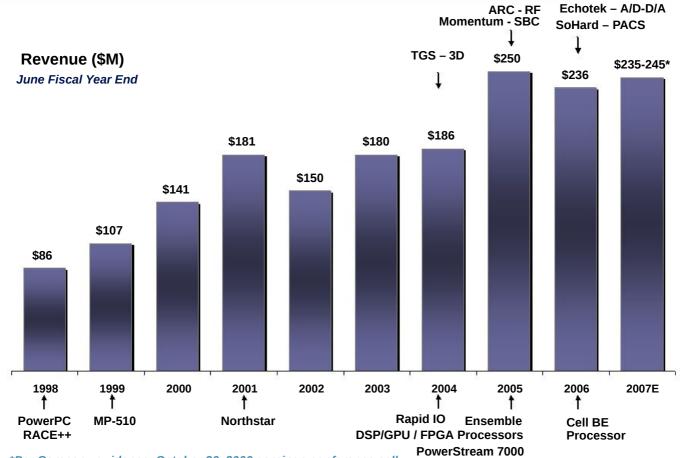


- Well-positioned in attractive and growing markets
- Niche market strategy
- Leverage technology investments across markets
- Commitment to customer success
- Solid operating model

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# As Revenue Follows Technology Cycles

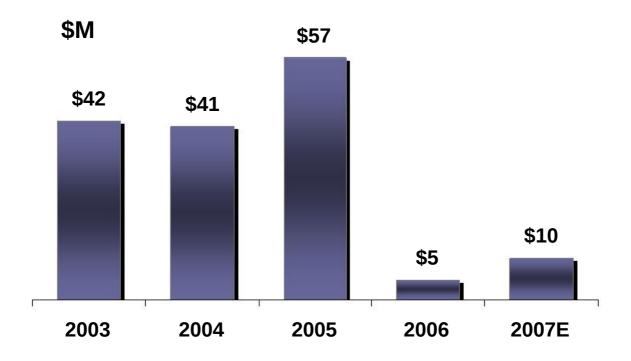




\*Per Company guidance, October 26, 2006 earnings conference call

## **EBITDA Follows Revenue**





\*Per Company guidance, October 26, 2006 earnings conference call

#### Defense Market Growth Drivers



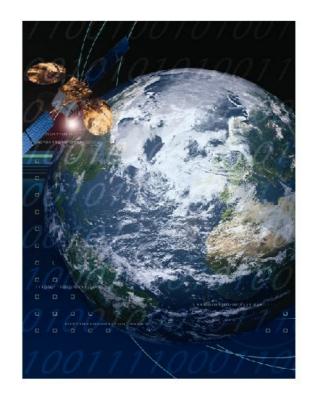
- Collaborative COTS
- Radar strong base
- Battlefield communications
- Unmanned systems
- DOD spending outlook



#### **Advanced Solutions Growth Drivers**



- Communications/Satellites (ATC)
- Semiconductor Equipment
  - Wafer & reticle inspection
  - Mask writing systems
  - Stepper/scanner control
  - Electronic design automation (EDA)



#### Commercial Imaging & Visualization Growth Drivers



- Forefront of socio-economic issues
- Expanding product portfolio across life sciences imaging workflow
- Transformation of the diagnostic workflow to 3D
- Oil & Gas exploration huge datasets



#### Fiscal Year 2007 Guidance



	Fiscal Year Endi	Fiscal Year Ending June 30, 2007		
Revenues (\$M)	\$235	\$235-245		
	GAAP	Non-GAAP		
<b>Gross Margin</b>		57%		
EPS	\$(0.50)	\$0.29		

- Impact of equity-based compensation costs related to FAS 123(R) of approximately \$9.8M excluded from non-GAAP
- Acquisition-related amortization of approximately \$7M, Q1 in-process R&D charge of \$3.1M, and Q1 restructuring impairment charge of \$800K 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, October 26, 2006 earnings conference call

#### Q2 Fiscal Year 2007 Guidance



	Quarter Ending December 31, 2006			
Revenues (\$M)	\$52-54			
	GAAP	Non-GAAP		
Gross Margin		55%		
EPS	\$(0.48)-(0.43)	\$(0.23)-(0.19)		

- Impact of equity-based compensation costs related to FAS 123(R) of approximately \$2.6M excluded from non-GAAP
- Acquisition-related amortization of approximately \$1.7 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, October 26, 2006 earnings conference call

# Timeless Business Model



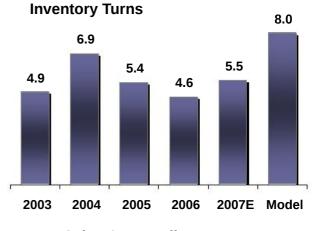
Non-GAAP	FY04	FY05	FY06	Guidance FY07*	Emerging Timeless Business Model
Revenue	100%	100%	100%	100%	100%
Gross Margin	67%	66%	62%	57%	60+%
SG&A	30%	29%	34%		
R&D	21%	20%	25%		
Income from Operations	17%	17%	3%	3%	16-18%

<sup>\*</sup>Per Company guidance, October 26, 2006 earnings conference call

# Focus on Working Capital

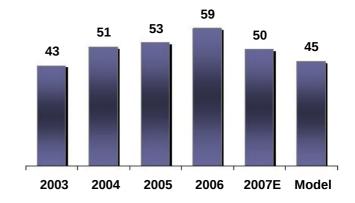


- Supply chain transformation
  - Competitive advantage for Mercury and customers



**Days Sales Outstanding** 

- Quality
  - Customer satisfaction



## Strong Balance Sheet



# Historically strong balance sheet

#### **Net cash positive**

# Cash generation focus

205	
Quarter ended September 30, 2006 *	
Cash and Equivalents	\$142
Total Current Assets	\$172
Total Assets	\$368
Total Debt **	\$125
Total Liabilities	\$184
Stockholders' Equity	\$184

<sup>\*</sup> Adjusted for October 19 mortgage payoff

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

# Solid Operating Model



- Return to growth
- Value-add drives operating margin
- Working capital efficiencies
- EBIDTA potential
- Strong balance sheet



#### Why Invest in Mercury?



- Strong competitive position in attractive and growing markets
- Large growth opportunities in 3D medical imaging, semiconductor applications, defense communications, and synthetic vision
- Leverage technology investments across multiple applications in diverse markets
- Open innovation strategy through partnerships and acquisitions
- Strong financial position supports continued investments in technology and new market development

an















# **Closing Remarks**

Jay Bertelli, President, CEO & Chairman



# www.mc.com NASDAQ: MRCY