



TESSCO Technologies, Incorporated

Tessco is capitalizing on the telecom industry's unprecedented rollout of new and disruptive wireless technologies to drive long-term, profitable growth.

Rev. 110822

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Forward-Looking Statements

This Presentation contains certain forward-looking statements. These forward-looking statements are based on current expectations and analysis, and actual results may differ materially from those projected. These forward-looking statements are only predictions and involve a number of risks, uncertainties and assumptions, many of which are outside of our control. Our actual results may differ materially and adversely from those described in or contemplated by any such forward-looking statement for a variety of reasons, including those risks identified in our most recent Annual Report on Form 10-K and other periodic reports filed with the SEC, under the heading “Risk Factors” and otherwise. Consequently, the reader is cautioned to consider all forward-looking statements in light of the risks to which they are subject. We are not able to identify or control all circumstances that could occur in the future that may materially and adversely affect our business and operating results. Other risks may be described from time to time in our filings made under the securities laws. It is not possible for our management to predict all risks. Although we believe that the expectations reflected in the forward-looking statements are reasonable, we cannot guarantee future results, level of activity, performance or achievements. Any forward-looking statement made by us in this Presentation speaks only as of the date on which it is made. We disclaim any duty to update any of these forward-looking statements after the date of this Presentation to confirm these statements to actual results or revised expectations.

Please note: All information is from continuing operations unless otherwise noted.

Welcome



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Strategy Yielding Results

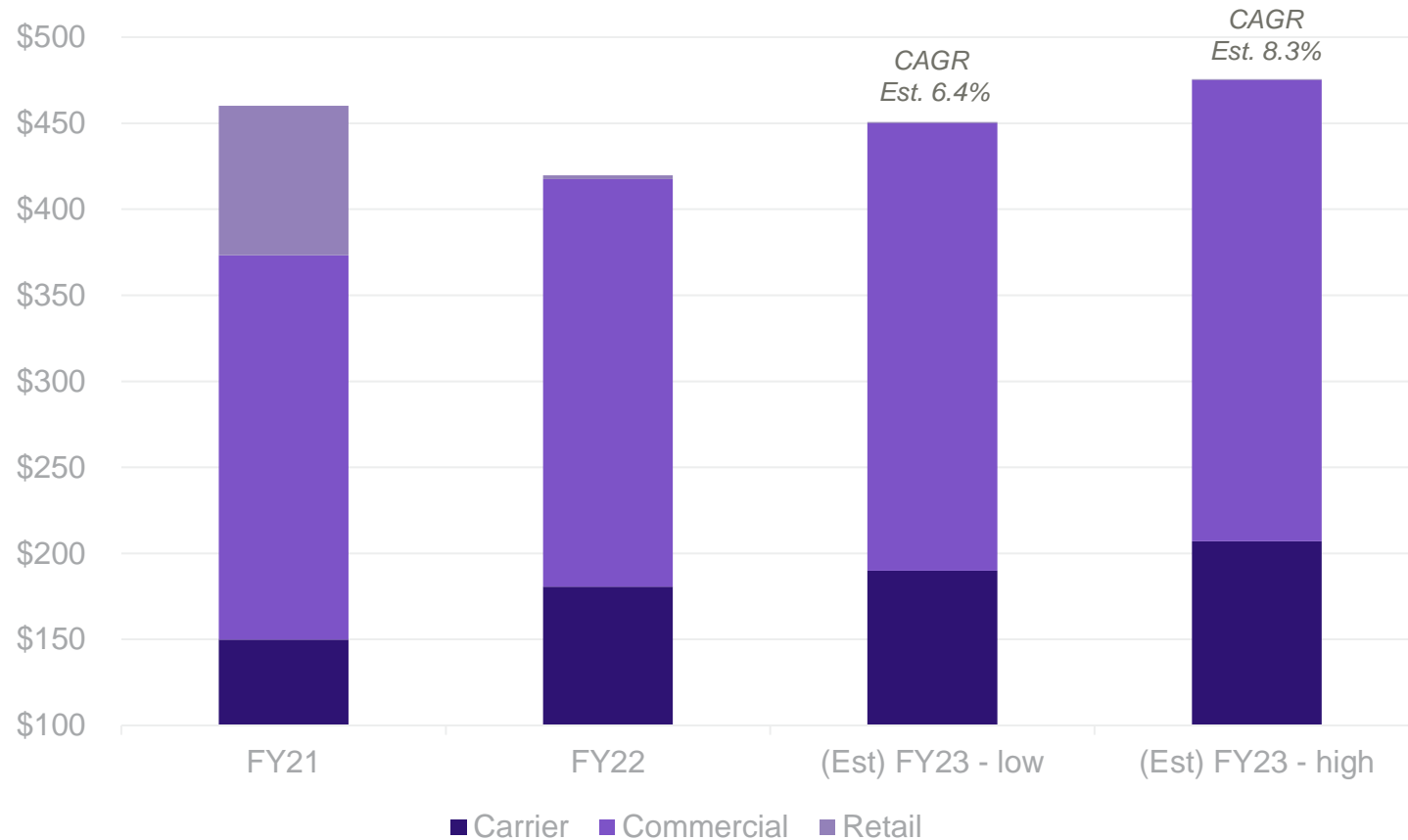
- Drive Revenue Growth by Delivering Excellent Service and Value
- Focus Revenue Opportunities in Higher Growth 5G and Wireless Markets
- Improve Gross Margin by Adding Differentiated Value: Ventev, Tessco Observer, and Operating Discipline
- Grow EBITDA Faster than Revenue
 - Utilize Tessco's Operating Leverage
 - Implement New ERP — Driving Revenue Opportunities and Operating Efficiency

FY23 Results to Date

	FY23 First Half	Full Year Guidance	Full Year FY22
Revenue	\$233M	\$450M to \$475M	\$417.5M
*Adj. EBITDA	\$2.8M	\$4.0M to \$7.0M	\$0.3M
Net Income (Loss)	\$0.7M	-\$5.0M to -\$2.1M	-\$3.3M

**Adjusted EBITDA (from continuing operations) is a Non-GAAP financial measure. Please see the discussion of Non-GAAP Information and the reconciliation of Non-GAAP to GAAP results included as an exhibit to the Q2FY23 press release.*

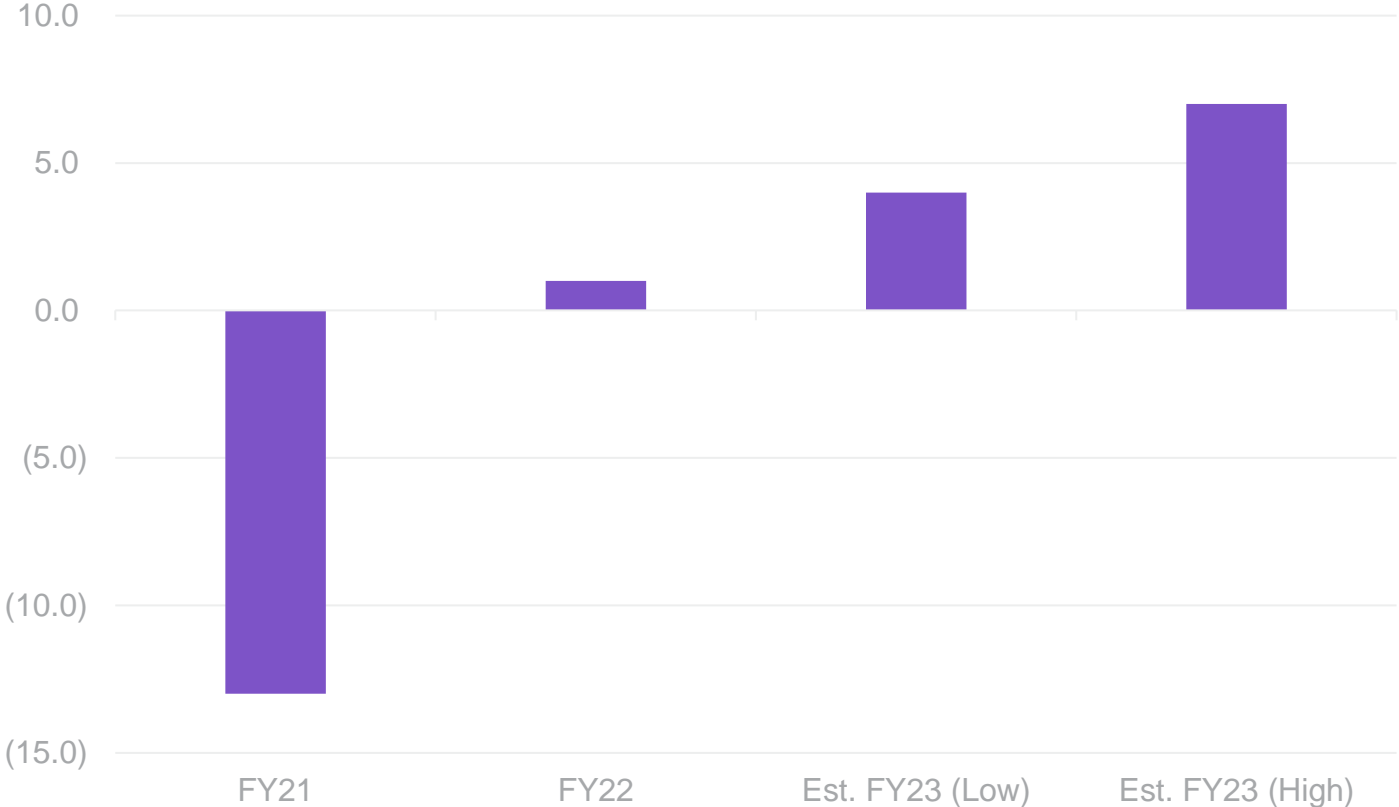
Revenue Trends by Segments (in millions)



- Retail Business Sold in Late Q3 FY21
- Focus on Continuing Carrier and Commercial Business
- FY23 Revenues Projected to Outperform FY21, which Included Retail

Statista.com estimates US Telecommunications to have an Annual Growth Rate of 3.67% expected from 2022-2025

Adjusted EBITDA by Year (in millions)



- Focused Solely on Carrier and Commercial Following Sale of Retail (Q3 FY21)
- Improving Margins
- Reduction in Fixed Costs as a % of Revenue while Making Key Investments in Ventev, Tessco Observer, and IT
- FY23 YTD of \$2.8M (Low and High Reflect Current Business Outlook)



Tessco at a Glance

Executive Overview

- Value-added Distributor, Manufacturer and Solutions Provider
- Focused on two Markets: **Carrier** and **Commercial**
- Three businesses: **Distribution, Ventev Innovations, SaaS Offerings**
- Owned **Distribution Centers (Baltimore, MD and Reno, NV)**
- Distribution includes:
 - **48,000 products** from **300+ vendor partners**
 - **3,700+** Average Monthly Buying Customers
- **530+ Employees: 85 Direct Sales/ 450 Other**
- **TL 9000 Certified**
- **Upgrading to a Modern ERP — Q4FY23**

Note: The company's fiscal year (FY) runs from April to March. YTD metrics as of Q3 FY22.

First Half FY23 Highlights

Revenue +9%	Sales Backlog \$98M
Gross Profit +18%	Gross Margin 20.0% (PY 18.5%)
Adj. EBITDA \$2.8M (up \$4.1M Y/Y)	Net Income \$0.7M (up \$4.1M Y/Y)

Tessco Strategic Turnaround

Invested for Growth (FY20+)

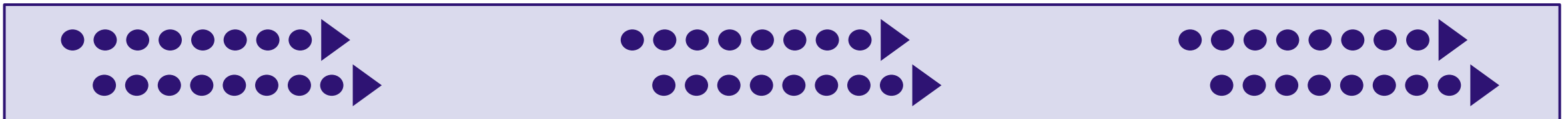
- Exited Retail - Q3FY21
- Improvements/Investments in:
 - Ease of Doing Business
 - Tessco.com
 - IT Infrastructure
- Industrializing Proprietary Product Offerings (Ventev)
- Development of SaaS Offerings

Market Tailwinds Momentum

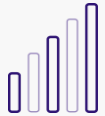
- Re-Opening of America
- Increasing Demand for 5G, PLTE, CBRS, Industrial IoT and DAS
- Increasing Infrastructure Investments

Tessco Momentum (FY22+)

- Market Share Growth (Biz Dev Focus)
- Increasing Percentage of Online (Tessco.com) Sales
- All market segments, and all lines of business trending up
- Focused Expense Management
- EBITDA Improvements
- Meeting/exceeding Guidance Targets



Our Markets: Carrier Eco-System



Tier 1, Tier 2, Tier 3,
& Rural Carriers



Cable & Satellite
Providers



Contractors



Tower Owners



OEMs

Growth & Profitability Improvement Drivers

Investments in Sales

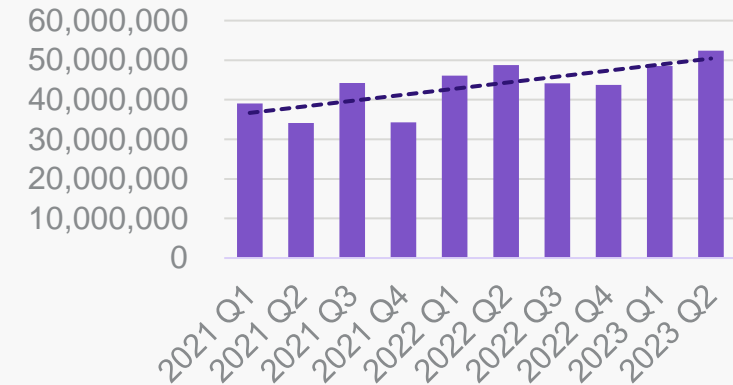
Customer Diversification
& Market Share Growth

Vendor Diversification

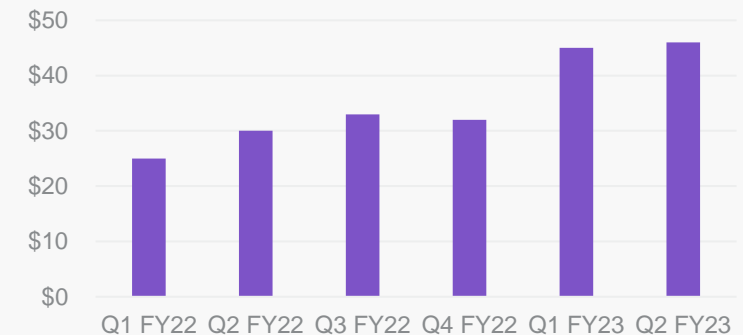
Sales & Pricing Discipline

Complex Logistics &
Services Capabilities

CARRIER REVENUE



SALES BACKLOG (CARRIER)



Our Markets: Commercial



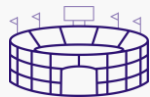
Value-Added Resellers
(Including National Solution Providers)



Private System Operators
(Transportation/Utilities, Mining, Oil & Gas, & Manufacturing)



Public Sector
(Federal, State, Local, & Education)



Public & Private Venues



Building Owners

Growth & Profitability Improvement Drivers

Investments in Direct Sales to Private System Operators

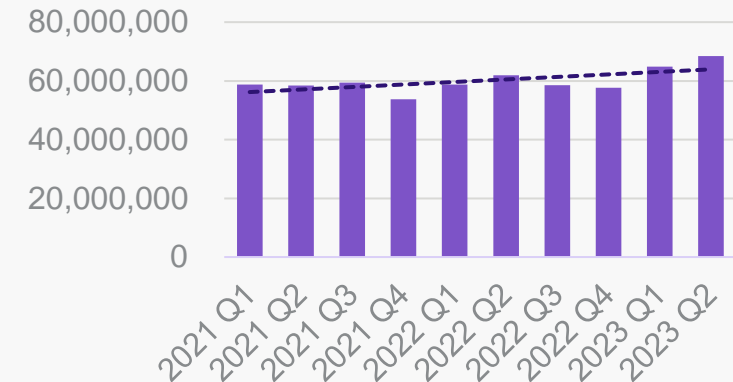
Personalized Sales Support & Fulfillment

Investments in Solutions & Stocking

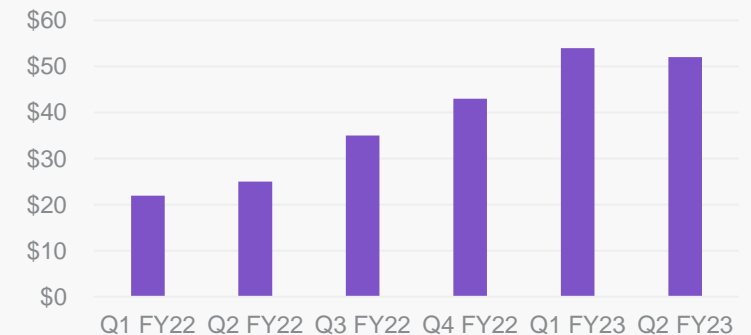
Sales & Pricing Discipline

Complex Logistics & Services Capabilities

COMMERCIAL REVENUE



SALES BACKLOG (COMMERCIAL)

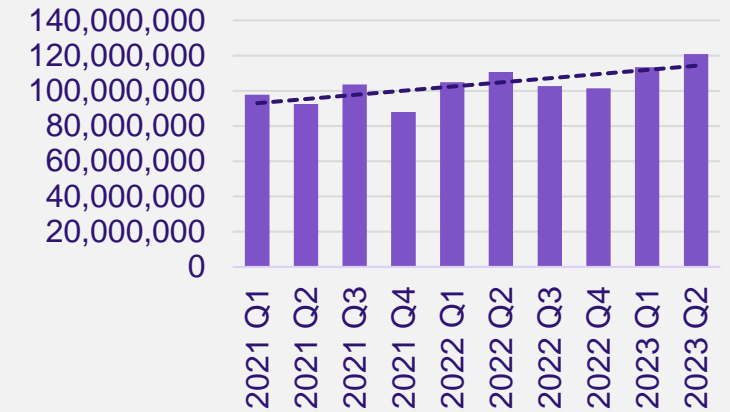


Tessco's Distribution Capabilities

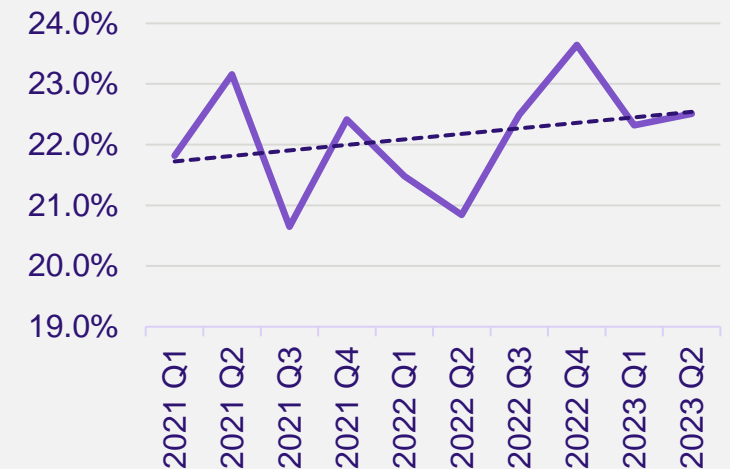
Key Initiatives

- **Demand Planning, Forecasting and Supply Chain Management:** focusing on products that support higher growth markets
- **Vendor diversification** protecting against industry-wide supply constraints
- Investment in **solution experts** creating solutions to best support customer needs
- **Streamlined delivery options** offering choices (and associated pricing) for product deliveries
- Provide **market facing warehouses** as needed
- Drive utilization and sales through **Tessco.com** (higher margins and less manual-touches)
- Investments in **Transportation Management Systems** — optimizes customer deliveries and manages freight costs more efficiently
- **New ERP** — driving new revenues and improving operating efficiencies

TESSCO REVENUE



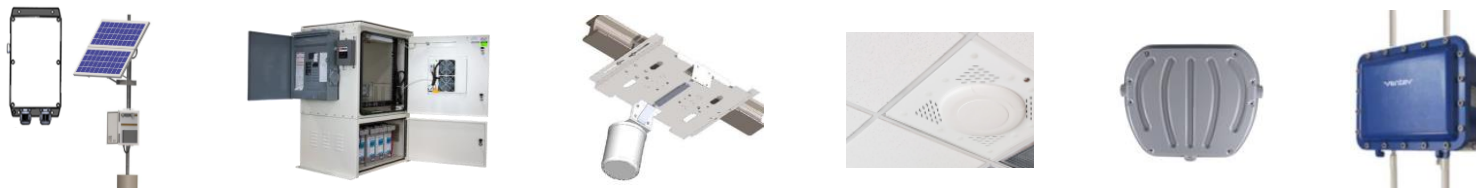
TOTAL GROSS MARGIN



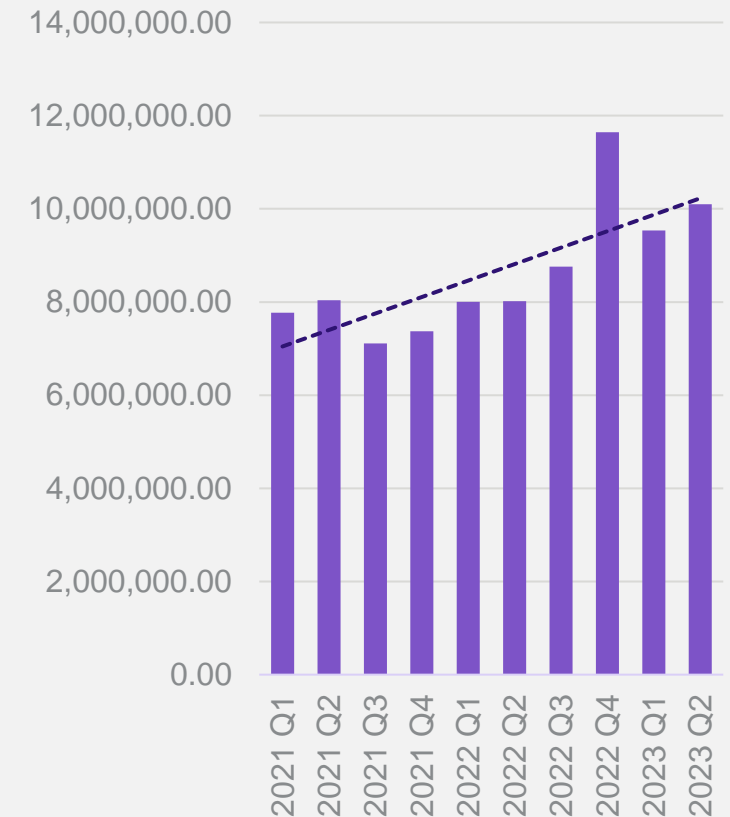
Wireless Infrastructure

Designing & Delivering Innovative Solutions

- **Margins Approximately 2X Distributed Margins**
- Transform from “Project” to “Product” Roadmap,
- **New products:** WiFi, WiFi6, LTE, 5G, and CBRS
- **Investment in Sales and Engineering** to Drive (Higher Value) Sales
- **Intellectual property:** Patents Granted and Pending on Several Antenna and Integrated Systems
- Strategic Agreements Signed with **Cisco and Aruba**
- Increased Footprint with more Repeat Business



VENTEV REVENUE



SaaS Platform

Supporting Device Monitoring & Management

RECURRING REVENUE

Tessco Observer

- Customizable, Cost Efficient, Easy-to-Navigate
- Device-Agnostic
- Provides End-to-End Monitoring, Alerting and Management of Devices in Multi-Vendor Network
- Secure, web-Based Portal
- Features Automated and Real-Time Data, Measurement, Insight and Configuration Capabilities
- Over 550 Supported Devices

Provides Channel Customers a New Service to Sell

- Monetize Device Management and Monitoring
- Extended Warranty Tiers
- Service Level Agreements
- More Efficient Field Operations
- Eliminates Need for Fragmented Management Systems
- Minimizes Network Downtime



Real Time
Data



Single Pane
of Glass



Cost
Efficient



Vendor
Agnostic



Historical
Data



Multiple
Views



Flexible



Low Touch
Integration

Suppliers

Comba

WESTELL

PBE Axell

ADT

Customers

Communications
Electronics

Hankey's
RADIO
EST. 1922

CVE

CACHE VALLEY ELECTRIC

Summary: The Tessco Story



At The Nexus of Industry-wide Growth

Capitalizing on the telecom industry's unprecedented rollout of new and disruptive wireless technologies to drive long-term, profitable growth

5G, CBRS/Private LTE, IoT, WiFi6



Winning Market Share

Customers choose Tessco for our scale, technical expertise, value-added services, and personalized account coverage

- *Refocus on end users*
 - *Sales/Channel Expansion*
 - *Ventev & Software; becoming larger portion of business*
 - *Tessco.com*
-



Proven Turnaround Strategy

Driving revenue growth and improving gross margins through differentiated products and operating discipline

- *Ventev, every market & line of business trending up*
 - *EBITDA improvements*
 - *Efficiencies and operational leverage*
 - *ERP Transformation*
-



Thank You