



# Investor Update Webinar

May 2, 2023



# Safe Harbor Statement

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

Examples of forward-looking statements include, but are not limited to, statements regarding efforts to grow revenue, expectations regarding fulfillment of backlog, future benefits to operating margins and the adequacy of cash resources. Actual events or results may differ materially from those discussed in forward-looking statements as a result of various factors, including, without limitation, the risks outlined under “Risk Factors” in the Information Statement contained within our Form 10-K filed with the SEC on March 30, 2023. In light of these risks and uncertainties, there can be no assurance that the forward-looking statements contained in this presentation will in fact be accurate. Further, we do not undertake any obligation to publicly update any forward-looking statements. As a result, you should not place undue reliance on these forward-looking statements.

# Agenda

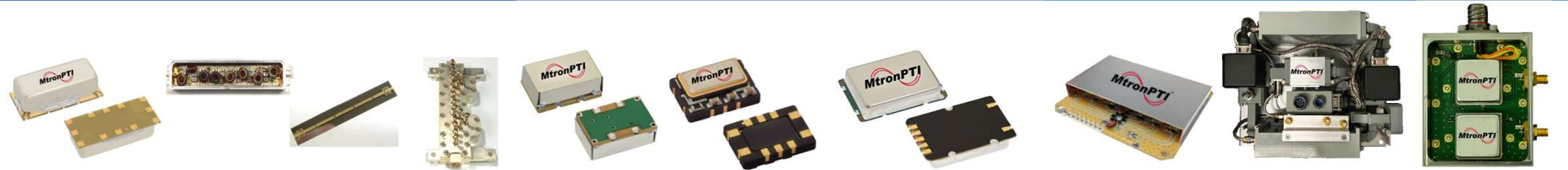
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**Introduction/Company overview**  
**Products and Markets**  
**Financials**  
**Summary**

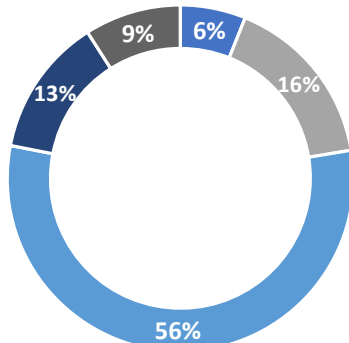
# MtronPTI (NYSE: MPTI) at a Glance

Your Destination for Radio Frequency Components and Solutions since 1965

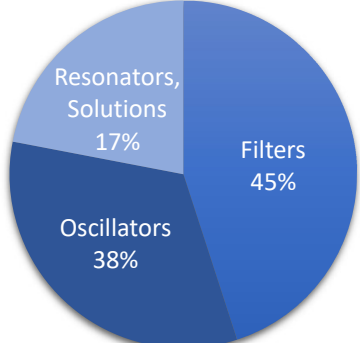
Filters (LC, Cavity, Planar, Crystal)      Oscillators (XO, TCXO, VCXO, OCXO)      Crystal Resonators and Solutions



**\$31.8M<sup>1</sup> Sales**      **35.7%<sup>1</sup> Gross Margin**      **\$46.2M<sup>1</sup> Backlog**      **7-10%<sup>2</sup> Revenue CAGR**      **28.3%<sup>3</sup> New Product Revenue**



- Space
- Avionics
- Defense/Aerospace
- Industrial, Computing, Telephony
- Instrumentation



<sup>1</sup>Year ended December 31, 2022

<sup>2</sup>Five year CAGR was 8.2% from 2017-2022

<sup>3</sup>Revenue from products introduced in the last 4 years

# Why MtronPTI?



**Growing  
Backlog**

**\$46.2M**

at 12/31/2022

**Up 57%**

From 12/31/21



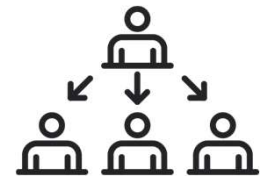
**Attractive  
Markets**

**Space  
Aerospace  
Defense  
Avionics  
Instrumentation**



**Robust R&D  
Pipeline**

**260 New  
Products  
Launched  
Annually  
(5 Year Average)**



**Growing Customer  
Base**

**Over 300  
Active  
Customers**

# Global Footprint

## Multiple Design and Manufacturing Sites

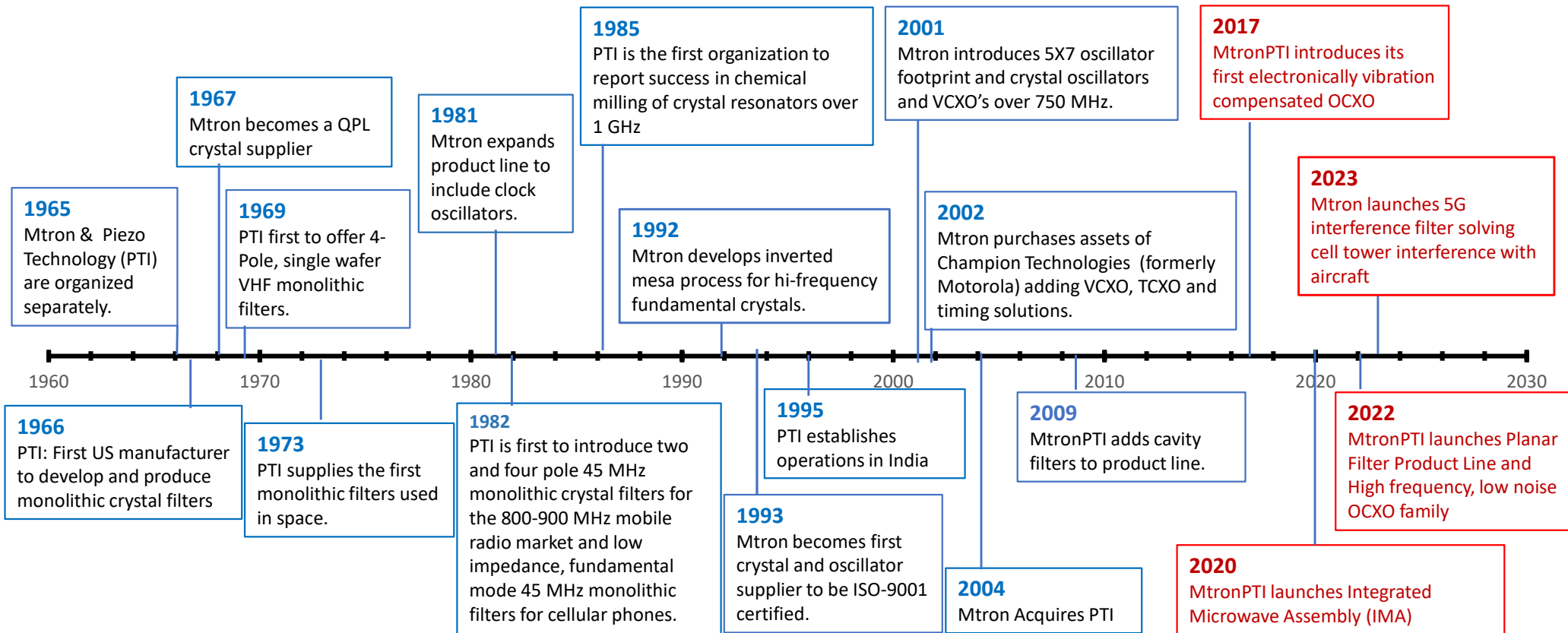


- Orlando, FL 75,000 sq ft AS9100D Design and Manufacturing facility, ITAR Registered
- Yankton, SD 35,000 sq ft facility AS9100D Design and Manufacturing facility, ITAR Registered
- India 18,900 sq ft facility ISO 9100:2015 Manufacturing facility, ITAR Registered
- Austin, TX Sales Office
- Hong Kong Sales Office

**Over 125,000 sq ft of Design and Manufacturing Space in Three Sites**

# A History of Leadership and Innovation

For over 58 Years, MtronPTI has distinguished itself as a leader, innovator, and valued partner within the Aerospace & Defense Industry.



# Secular Market Tailwinds



## Defense

Autonomous Vehicles, Hypersonic Missiles, Electronic Warfare (EW), Drone and Missile Defense, Space Applications (5G, Surveillance, Missile Defense)



## Avionics

Global fleet increasing by 80% through 2041 compared to 2019



## Space

Internet access via satellite predicted to account for up to 70% of the space economy by 2050



## Communications

Bandwidth demands growing 50 percent per year

Radar, Radios, SATCOM, Navigation, GPS, Electronic Warfare, Inflight Connectivity, Servers, Routers

Growing End Market Trends Position MtronPTI for Long-Term Success



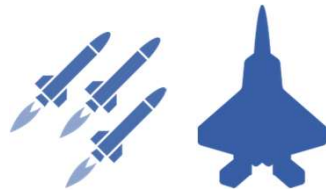
# Diverse End Markets



Avionics

17%

**BOEING**  
**BAE SYSTEMS**  
**AIRBUS**  
**Honeywell**  
**Collins Aerospace**  
**GARMIN**



Defense and  
Aerospace

56%

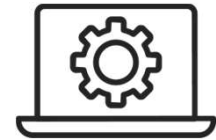
**Raytheon Technologies**  
**LOCKHEED MARTIN**  
**NORTHROP GRUMMAN**  
**Collins Aerospace**  
**L3HARRIS**  
 FAST. FORWARD.



Space and  
SATCOM

7%

**NORTHROP GRUMMAN** **MDA**  
**LOCKHEED MARTIN**  
**GENERAL DYNAMICS**  
**THALES**  
**L3HARRIS**  
 FAST. FORWARD.



Instrumentation,  
Industry, Computing

20%

**KEYSIGHT**  
**VEGA**  
**GE**  
**Schneider Electric**

# Case Study – Commercial Aerospace

## Flight Control (Fly-by-wire)

- Clock Oscillator

## In Flight Connectivity

- Clock Oscillator

## Emergency Beacon System

- OCXO

## Pilot Communications

- TCXO, LC Filter, Crystal Filter

## Instrument Landing Systems (ILS)

- Clock Oscillator

## Navigation Radar

- TCXO and LC Filter

## Engine Control

- Clock Oscillator

## Radio Altimeter

- Cavity Filter, LC Filter,  
Ceramic Filter and TCXO

## Traffic Collision Avoidance System (TCAS)

- Clock Oscillator, TCXO, OCXO, LC Filter



# Case Study – Radar

## Transmitter

- LC Filter, Cavity Filter, Waveguide Filter

## Path to Antenna

- Duplexer, Diplexer, Multiplexer, Cavity Filter, Waveguide Filter, LC Filter

## Receiver

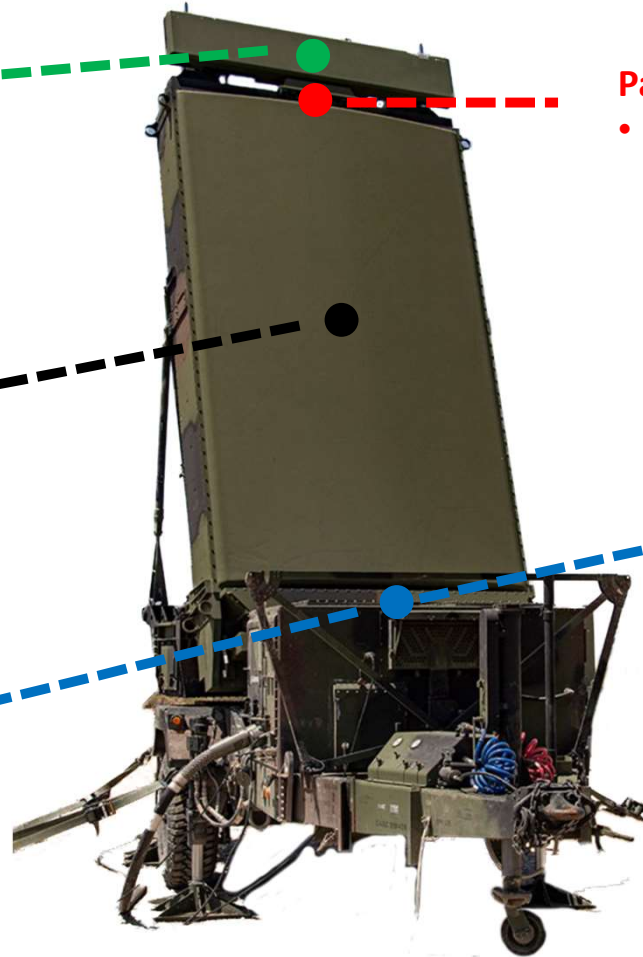
- LC Filter and Crystal Filter

## Master Clock

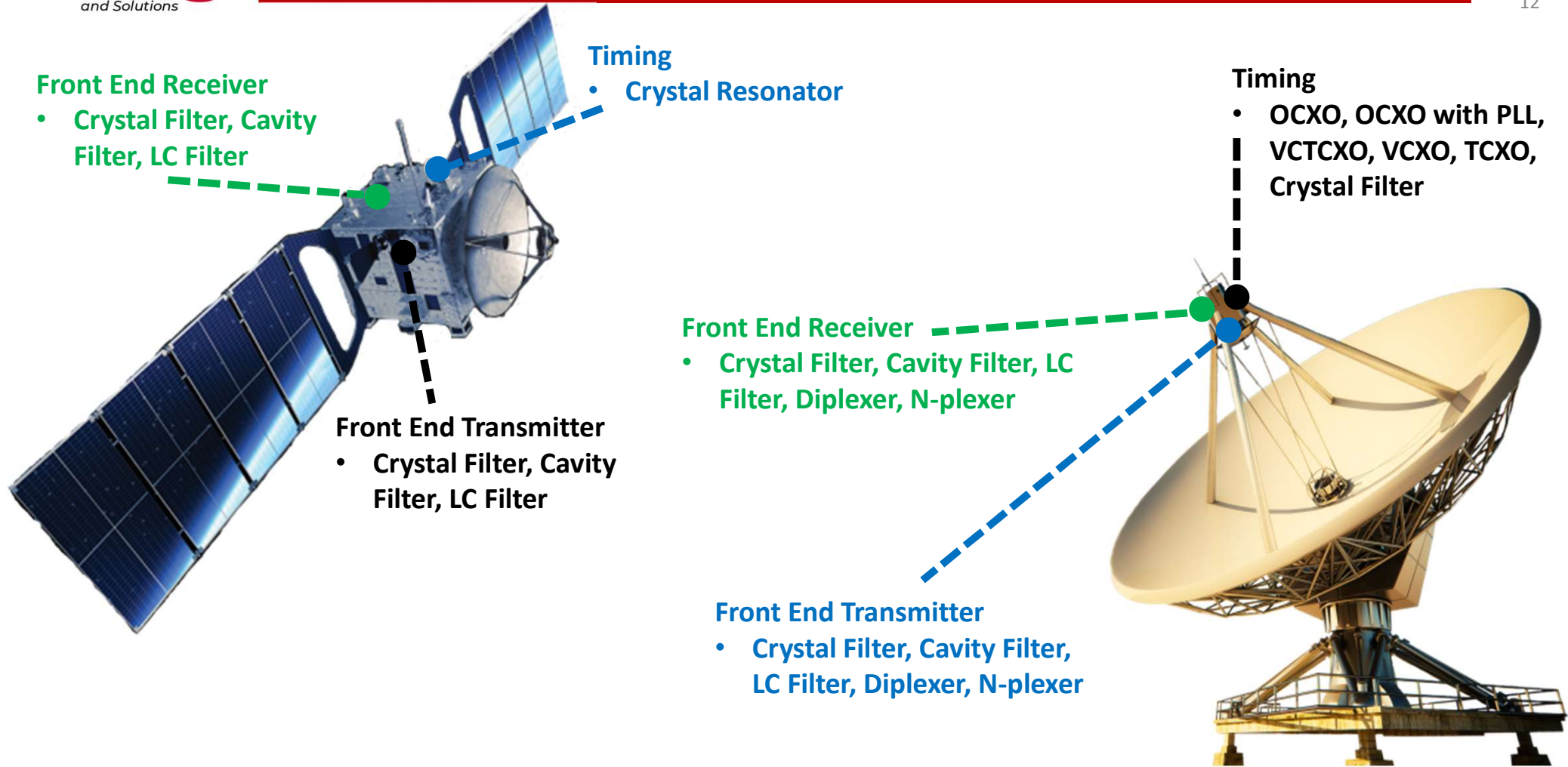
- LC Filter and Crystal Filter

## Signal Processing

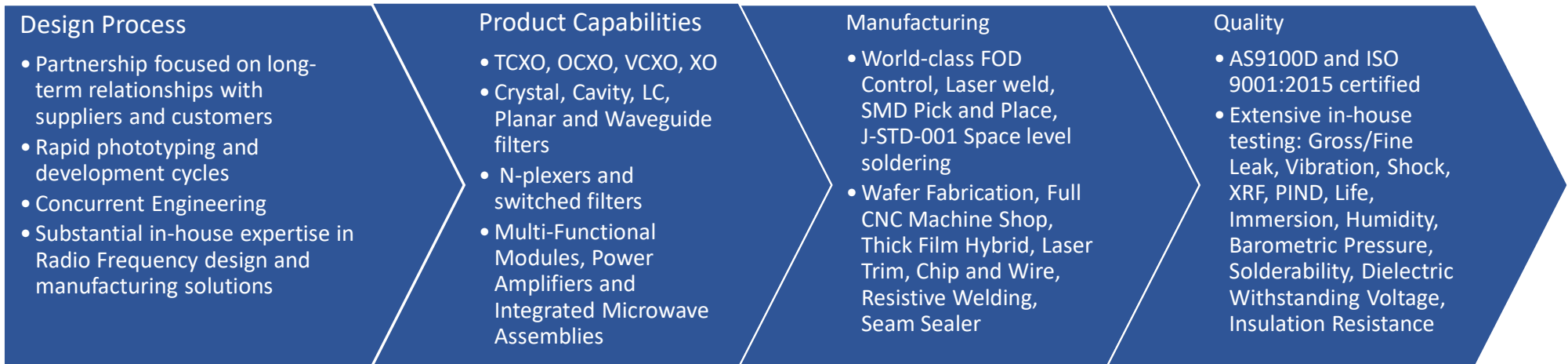
- TCXO, OCXO and Crystal Resonator



# Case Study – Space and SATCOM

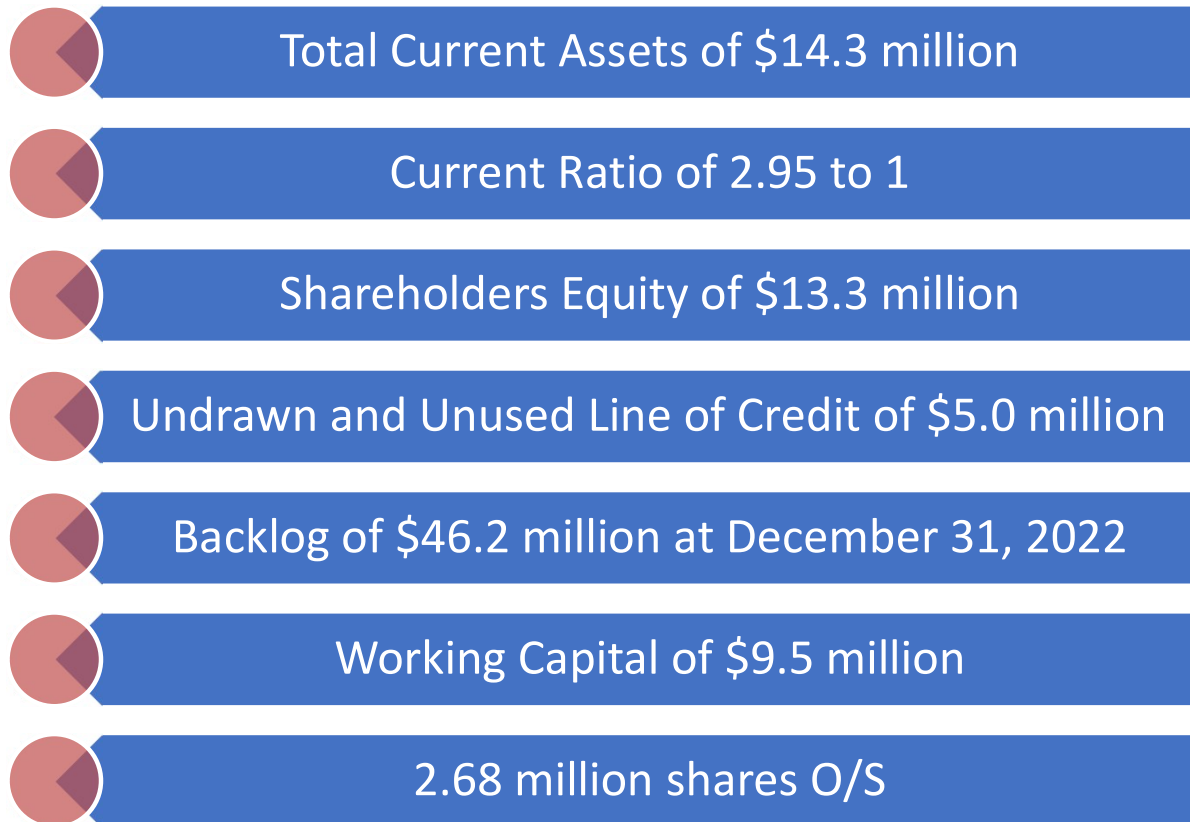


# Fully Integrated Capabilities



## Pro Forma Financial Summary

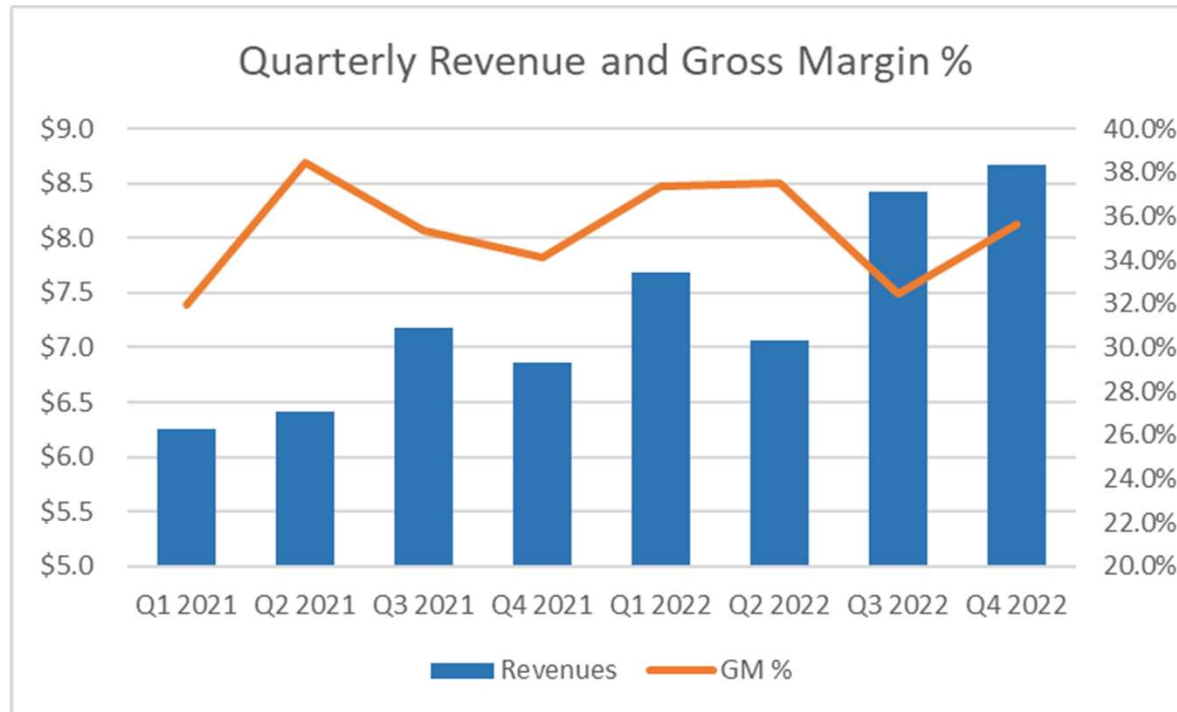
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Source: M-tron Industries, Inc. 10-K, 8-K and Press Release dated March 30, 2023. Figures are Unaudited.

## Financial Trends

- Results reflect strong underlying fundamentals as Defense and Space markets replaces the mix shifts from Aerospace market and COVID related supply chain disruptions
- 2022 \$31.8 million of revenue versus prior year of \$26.7 million with TTM margin growth reflecting continuing operating discipline
- Growth enhanced by numerous new product design wins

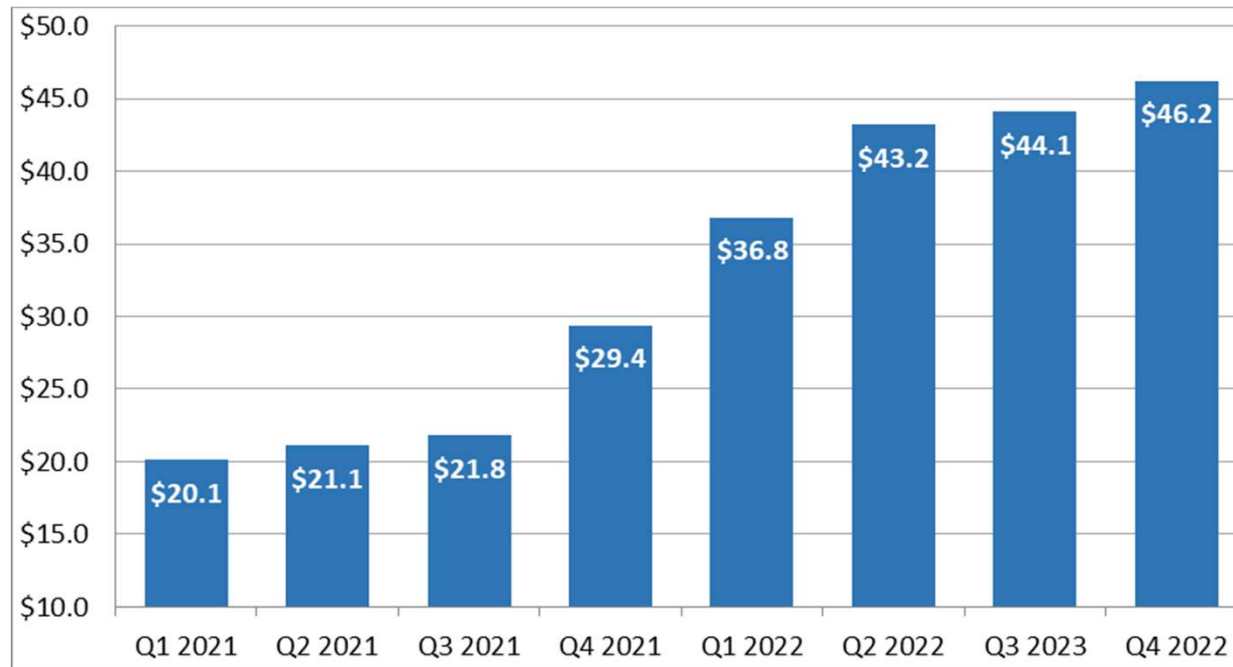


## Order Backlog Trend

### Record \$46.2 million of backlog

*Driven by:*

- Supply chain constraints accelerating order cycle
- Market and customer share gains with expanded product offering
- Product line expansion with Integrated Microwave Assembly and Planar Filters





# Multi-Pronged Strategy for Sustained Growth

## Where Have We Come From?

58+

Year  
Legacy

\$31+

Sales in  
Millions

PTI,  
Trilithic,  
Champion

History of  
M&A

India  
SD  
FL

Global MFG  
Footprint

>300

Customer  
Base



Diversified  
End Markets

## Where Are We Going?

### ➤ *Positioned for Organic Growth*

- Industry Tailwinds – Backlog of \$46.2 million
- Continuous Product Line expansion
- Gaining market share
- Long running “sticky” Defense programs

### ➤ *Driving Efficiencies and Cost Reductions*

- Leverage India operation / ITAR registration
- Key investments in people and equipment
- Focus on yield improvements

### ➤ *Acquisition Oriented in the areas of*

- Synergistic Products
- Increased Technical Capabilities
- Market expansion

Strategically Positioned to Create Value Through Margin Improvement  
with a Focus on Key Markets and Customers

# Your Questions

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## MtronPTI Contact Information

**Visit us:**

**[www.MtronPTI.com](http://www.MtronPTI.com)**

**Contact us:**

**email: [ir@mtronpti.com](mailto:ir@mtronpti.com)**