















## SYSTEMS, INC.

SECURITY, OPTOELECTRONICS AND HEALTHCARE SOLUTIONS FOR A SAFER & HEALTHIER WORLD

Investor Presentation November 2022

### Safe Harbor



This presentation contains forward-looking statements within the meaning of the Private Securities Litigation Reform Act of 1995, Section 27A of the Securities Act of 1933, as amended, and Section 21E of the Securities Exchange Act of 1934, as amended. Forward-looking statements relate to the Company's current expectations, beliefs, and projections concerning matters that are not historical facts and are not guarantees of future performance. Forward-looking statements involve uncertainties, risks, assumptions and contingencies, many of which are outside the Company's control and which may cause actual results to differ materially from those described in or implied by any forward-looking statement. Such statements include, but are not limited to, information provided regarding expected revenues, earnings, growth, operational performance, and impact of the COVID-19 pandemic for fiscal 2023 and thereafter. For a further discussion of factors that could cause the Company's future results to differ materially from any forward-looking statements, see the section entitled "Risk Factors" in the Company's Annual Report on Form 10-K for the fiscal year ended June 30, 2022 and other risks described therein and in documents subsequently filed by the Company from time to time with the Securities and Exchange Commission. All forward-looking statements are based on currently available information and speak only as of the date on which they are made. Investors should not place undue reliance on forward-looking statements as a prediction of actual results. The Company assumes no obligation to update any forward-looking statement made in this investor presentation that becomes untrue because of subsequent events, new information or otherwise, except to the extent it is required to do so in connection with its ongoing requirements under federal securities laws.

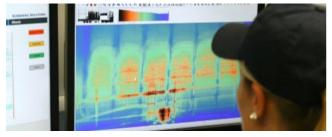
This presentation includes certain non-GAAP financial measures. The presentation of these non-GAAP figures is provided to allow for the comparison of the underlying performance of the Company, net of impairment, restructuring, and other charges (including certain legal costs), amortization of intangible assets acquired through business acquisitions, gain on sale of property in fiscal 2022, and non-cash interest expense primarily related to convertible debt, and their associated tax effects, and the impact of discrete income tax items including charges resulting from the Tax Cuts and Jobs Act (the "Tax Act"). Although we exclude amortization of acquired intangible assets from our non-GAAP figures, revenue generated from such intangibles is included within revenue in determining non-GAAP financial performance of the Company. Management believes that these non-GAAP financial measures provide (i) enhanced insight into the ongoing operations of the Company, (ii) meaningful information regarding the Company's financial results (excluding amounts management does not view as reflective of ongoing operating results) for purposes of planning, forecasting, and assessing the performance of the Company's businesses, (iii) a meaningful comparison of financial results of the current period against results of past periods, and (iv) financial results that are more comparable to financial results of peer companies than are GAAP figures. Non-GAAP financial measures should not be assessed in isolation or as a substitute for measures of financial performance prepared in accordance with GAAP. These non-GAAP measures may not be the same as measures used by other companies due to possible differences in methods and in the items or events for which adjustments are made. Reconciliations of GAAP to non-GAAP financial information are included within this presentation.

# OSI Systems is a Leading Provider of Advanced, High-Reliability Electronics Solutions for Critical Applications in Diversified Essential Markets



\$1.2B REVENUE

(Fiscal Year Ended June 30, 2022\*)

















#### **SECURITY**

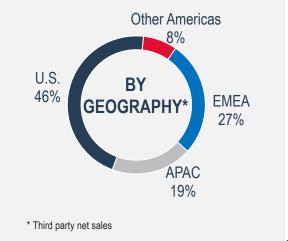
- Checked Baggage Screening,
   Baggage and Parcel Inspection
- Cargo and Vehicle Inspection
- People Screening, Radiation, Explosive, and Narcotics & Contraband Trace Detection
- Integrated Solutions

#### **OPTOELECTRONCS**

- Custom Design and Manufacturing for Military, Aerospace, Healthcare, Security, Telecommunications, Industrial and Other Markets
- OEM Contract Manufacturing

#### **HEALTHCARE**

- Patient Monitoring and Connectivity
- Cardiology and Remote Monitoring
- Supplies and Accessories



## **OSI Systems Highlights**



- Diverse essential markets provide new opportunities for growth with COVID recovery
- Strong topline driven by organic growth and contributions from successful acquisitions
- Significant backlog and growing highmargin service revenues increasing visibility
- Competitive strengths in technology leadership, portfolio breadth, turnkey solutions experience, and verticallyintegrated, low-cost manufacturing
- Excellent long-term cash generation and strong balance sheet provide flexibility for continued investment

 Large and growing global marquee customer base

✓ Robust product pipeline delivering next-gen solutions

Contract wins increasing competitive position

 Targeting large opportunities in attractive markets

#### **DIVERSIFIED REVENUE MODELS**

#### **SYSTEMS**



#### **SERVICE**



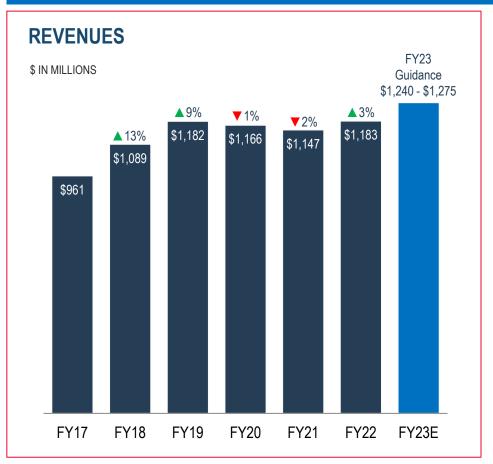
TURNKEY
SaaS (SECURITY AS A SERVICE)

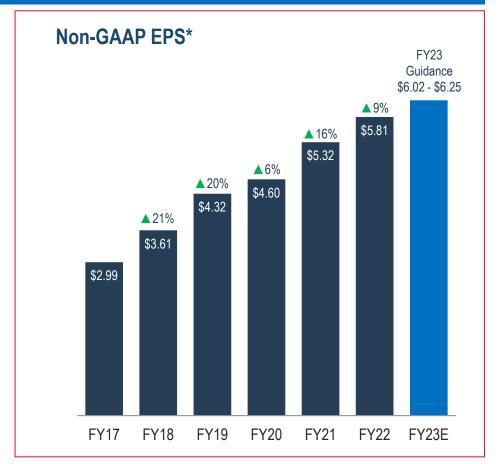


### Sales and Earnings Trends



## FY23 revenue growth projected to resume supported by a record year-end backlog. Track record of consistent, strong EPS growth.





June 30 fiscal year end

<sup>\*</sup> Excludes impairment, restructuring, and other charges (including certain legal costs), amortization of intangible assets acquired through business acquisitions, gain on sale of property in FY22, non-cash interest expense primarily related to convertible debt in FY21, gain from the disposition of a business in FY17, and their associated tax effects, and the impact from discrete income tax items including charges resulting from the Tax Act. See reconciliation on page 33.





### SECURITY



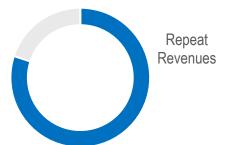
- >35% revenues recurring
  - Service
  - Turnkey operations
  - Consumables
- New SaaS model (CertScan) being rolled out currently provides strong, profitable top-line growth opportunity

#### HEALTHCARE



- >30% revenues recurring
  - Service
  - Supplies and accessories
  - SafeNSound

#### OPTOELECTRONICS

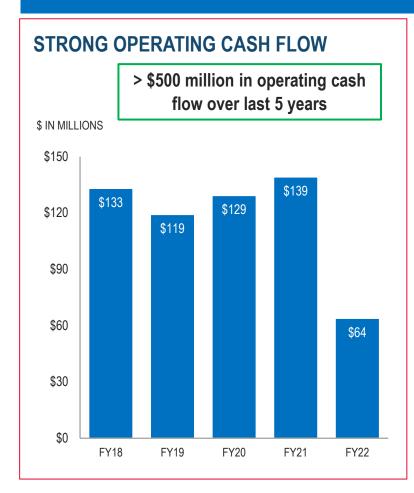


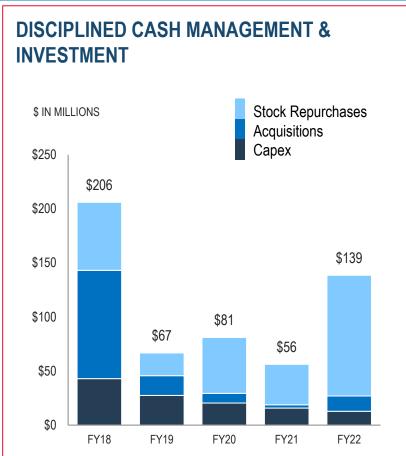
- >80% revenues repeat period after period
- Majority of products sold to OEMs resulting in constant repeat orders

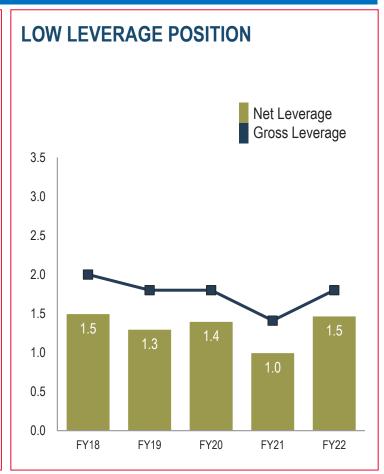
## Strong Cash Flow and Liquidity Provide Flexibility for Continued Investment



## FY22 cash flow reflects buffer inventory build as supply chain remains a challenge. Share repurchases accelerated.







## Targeting Attractive Markets Provides Considerable Growth Opportunities



#### **SECURITY**



- Attractive, affordable, and flexible endto-end offerings in large addressable integrated security screening solutions market
- Global demand for high performance threat detection screening solutions spurred by public and private sector mandates
- Pipeline of advanced cost-effective solutions

#### **OPTOELECTRONICS**



- Large and growing customer base offers higher-margin opportunities across multiple industries
- Competitive manufacturing cost structure
- New technologies / new products
   (e.g., high density flex circuits and hi-rel semiconductors)
- Customers actively seeking versatile partners

#### **HEALTHCARE**



- Multi-year contracts with major Group Purchasing Organizations (GPOs)
- New product introductions
- Clinical Decision Support analytics and Clinical Workflow
- Positioning for emerging hospital-tohome health continuum patient monitoring

## Technology Leadership is a Primary Competitive Advantage



# BROAD, LEADING TECHNOLOGY PLATFORMS AND PRODUCT LINES PROVIDE HIGHLY ATTRACTIVE ONE-STOP-SHOP ADVANTAGE

- Deep expertise in critical technologies and a proven track record of delivering break-through solutions generates competitive advantage
- Security division acquisitions complemented pre-existing technology suite and significantly expanded platform and pipeline
- New product introductions and acquisitions with sizeable revenue potential
  - Next-gen CT technology (RTT®) for hold-baggage screening
  - Acquired optical inspection & software technology
- Significant ongoing investment in R&D to grow product pipelines and continuously improve performance

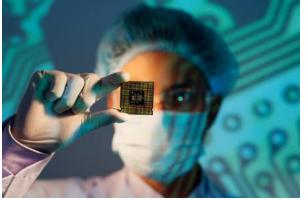


Advisor to U.S. Department of Homeland Security on advanced technology development initiatives



"...the best equipment we have out there."

- U.S. Customs and Border Protection







## Global Vertically-Integrated Footprint





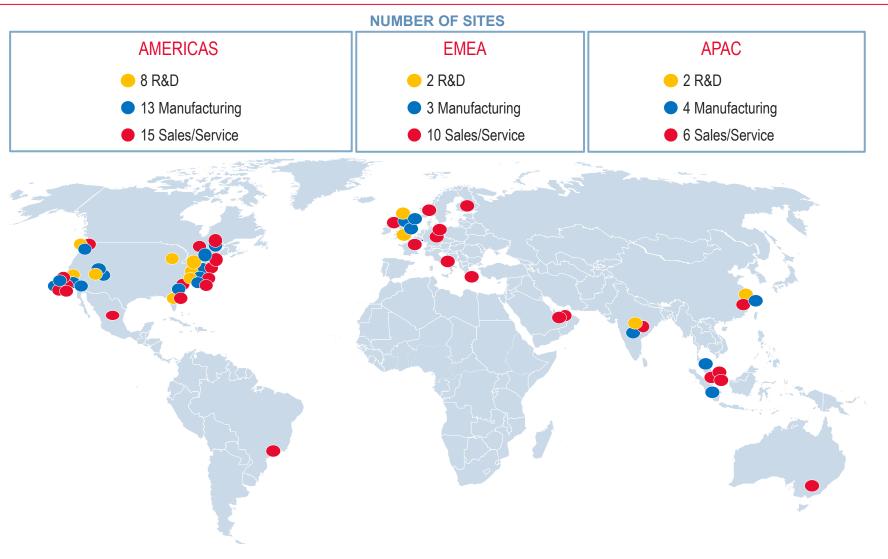
Global engineering and manufacturing expertise, vertical integration, efficient cost structure, global sales channel, and service excellence provide competitive advantage











## SYSTEMS, INC.





















### **OSI SECURITY DIVISION**

GLOBAL LEADER IN SECURITY SCREENING SOLUTIONS

## OSI Security Division: Global Leader in Security Screening Market

**OS** SYSTEMS, INC.

Rapiscan Systems | AS&E | S2 Global

#### **BUSINESS OVERVIEW**

- ✓ Leading global provider of security inspection solutions, equipment and services for aviation, ports, rail, customs and border protection, event security, critical infrastructure, public facilities, and law enforcement
- ✓ Superior scale, breadth of offering, and competitive position
- ✓ Leadership in large turnkey projects
- ✓ Leadership in SaaS (Security as a Service) offering
- ✓ Technology leader

#### PORTFOLIO POSITION



\* Based on FY 2022 third party net sales

#### **BRANDS**







## GLOBAL SECURITY SCREENING LEADERSHIP

100,000+
Systems Installed

170+
Countries
Supplied

**26**Global Service
Centers

**3M+**Manifests Verified

2,000+ Employees

## Integrated Solutions: Leadership in Breadth of Applications Provides Advantage in a Fast-Growing Market

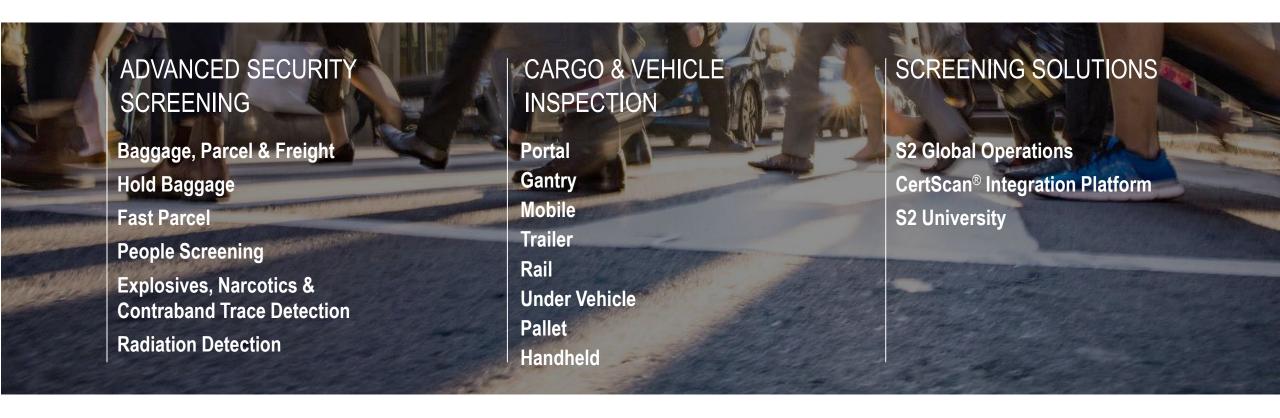


End-to-end screening solutions and services leveraging advanced and next-gen technologies for maximum threat detection, flexibility, ease in procurement and operational success across ports, aviation, checkpoints, government and commercial facilities, and events









## Security as a Service: Leader With Significant Global Expansion Opportunities





- Multi-year comprehensive follow-on service and onsite maintenance support contracts
- Higher margin sales
- New projects
- Integration SaaS,
   Software as a Service

#### SECURITY AS A SERVICE

#### **Global Operations**

Innovative, customer-focused solution design & development, consulting, staffing and training enabling affordable access to state-of-the-art technology



### **CertScan® Integration Platform**

Inspection integration SaaS platform leveraging system, data and user actions to automate the inspection process for trade, transport & events



#### **Training Platforms**

Pre-recruitment assessment tools

Systems and inspection training programs



#### **Event Security**

Technology needs assessment, operational procedures including traffic flows, people and vehicle entry point screening, providing technology, integration, and in-depth training for security and support staff



#### **GROWTH OPPORTUNITIES**

- ✓ Global public and private mandates for always-on, effective, advanced technologies and highly-trained operators capable of delivering high-speed inspections at large scale and efficient operating cost
- ✓ Moving into adjacent markets by providing operational expertise, CertScan® integration and S2 University training platforms

## State-of-the-Art, Integration Platform and Training for Inspection









#### GLOBAL INSPECTION INTEGRATION MARKET OVERVIEW

- Automation of inspection operations worldwide
- ✓ Facilitates remote monitoring
- ✓ Opportunity to expand beyond ports and borders

#### **CERTSCAN**

- ✓ Leading inspection integration platform driving automation of information delivery for expedited decision making
- ✓ Vendor agnostic platform
- ✓ Large and fast-growing installed base including U.S. Customs and Border Protection multiple border entry lanes, Abu Dhabi Customs, Guatemala Customs, Costa Rica Customs
- Inter-agency and cross-country data sharing
- ✓ Software as a Service model
- ✓ Data capture platform for recurrent user training







# Large-Scale Turnkey Screening Solutions: Leader With Significant Opportunity Pipeline



Demonstrated ability to develop, integrate, and operate comprehensive largescale, cutting-edge screening systems, staffing, systems integration, and support

## Rapiscan° systems







#### **CHARACTERISTICS**

- ✓ Flexible, service-based revenue model scanning industry first
- ✓ Large-scale, multi-year projects with recurring revenue
- ✓ Represents a meaningful portion of division revenues
- ✓ Higher margin sales
- Capex requirement in initial build-out phase with solid return on investment
- ✓ Longer sales cycle

#### **GROWTH OPPORTUNITIES**

- ✓ Global demand for large-scale, state-of-the-art, integrated screening solutions in cargo inspection segment
- Expanding beyond cargo segment over long term, including expansion into air freight, passengers and events
- ✓ Deploying solution tools for integration and training as SaaS model with recurring revenue
- Significant opportunity pipeline

# Hold Baggage Screening: Significant Replacement Opportunity with Patented High-Performance Next-Gen CT Technology – RTT® 110



#### GLOBAL HOLD (CHECKED) BAGGAGE SCREENING MARKET OVERVIEW

- ✓ EU mandatory transition from conventional multi-view X-ray (EDS Standard 2) to CT (EDS Standard 3): large market growth opportunity
- ✓ Air cargo market upgrading to ACSTL and EDS Standard 3
- ✓ New markets developing outside of aviation

#### RAPISCAN RTT

- ✓ RTT110 is ECAC, TSA, ACSTL and CAAC approved, the only system in the market to hold all these certifications concurrently
- ✓ Leading capability in aviation and parcel screening driven by efficient and reliable integration and detection platforms
- ✓ Large and fast-growing installed base including Paris, Rome, UK, Oslo and Dubai airports together with DHL, FedEx, UPS and other parcel forwarders
- ✓ Detection and imaging utilizing patented Real Time Tomography (RTT) technology
- ✓ Low life-cycle cost proving highly attractive to customers
- ✓ Recent algorithm development of the RTT110 has enabled branching into bio-security



## Cargo and Vehicle Inspection Systems: Significant Global Penetration Opportunity with New Portfolio Additions



#### INDUSTRY LEADERSHIP

- ✓ Strong market share of wide range of scanning technologies enhanced with acquired Z Backscatter® cargo and vehicle scanning systems
- ✓ Significant contract wins in the U.S., Middle East, and Latin America
- High image quality with flexible configurations
  - ✓ Mobile, portal, gantry, ruggedized
  - ✓ Integration of transmission and backscatter technologies
- ✓ Proven screening services business model (industry-first): low upfront cost to outsource service; full benefit without cost of ownership

#### **GROWTH OPPORTUNITIES**

- ✓ Demand in U.S. and international markets for customs enforcement, border and force protection, and narcotics interdiction
- ✓ Government and private port, border, facility security, and law enforcement applications
- ✓ Customs agencies today scan only a low percentage of inbound containers







Eagle® P60 Cargo and Vehicle Scanning System



CarView<sup>®</sup> Multi-view Cargo and Vehicle Scanning System



ZBV<sup>®</sup> Mobile Cargo and Vehicle Scanning System



Z Portal<sup>®</sup> Multi-view Cargo and Vehicle Scanning System

# High-Performance Baggage and Parcel Inspection Systems: Well-Positioned in Expanding Government and Commercial Markets



#### INDUSTRY LEADERSHIP

- ✓ Checkpoint X-ray system strong worldwide market share
  - Significant installed base
  - Single and dual-view technology, superior imaging, and high efficiency
  - Pipeline of competitive products with industry-leading image quality
    - Ergonomic industrial design to suit contemporary airport concourse architectures
  - Global regulatory approvals
    - Wide set of aviation and cargo certifications support U.S. and International deployment

#### **GROWTH OPPORTUNITIES**

- ✓ Approved air cargo screening systems
- ✓ Replacement life cycle business
- Emerging market opportunities
- ✓ New ORION® suite of products
- ✓ Non-aviation (sports / public venues, government, critical infrastructure)
- ✓ Integrated checkpoint solutions
- ✓ CT at the checkpoint (initial focus on international opportunities)







## Trace Detection: Opportunity to Capitalize with Leading Products



#### INDUSTRY LEADERSHIP

- ✓ Suite of industry-leading, patented technologies with high sensitivity and low false alarm rates
- ✓ Itemiser® 5X Newer product launched in 2021 only Trace product in industry approved for TSA Air Cargo Screening
- Desktop, handheld, and walk-through portal products
- ✓ Trusted partner to international governments for critical infrastructure protection
- Global service and training organization

#### **GROWTH OPPORTUNITIES**

- International aviation market opportunity
- ✓ Additional opportunities beyond aviation for critical infrastructure, events, transportation hubs, first responders and borders
- ✓ Narcotics (including opioids) detection market for prisons
- Profitable, recurring service and consumable revenue stream as well as replacement market opportunities
- ✓ Potential hardened mass spectrometer production for DoD
- ✓ Partnership with Metrohm USA on handheld Raman spectrometers offers entry into mini-bulk narcotics, explosives, toxic chemical detection markets



An OSI Systems Company



Itemiser® 5X



EntryScan® 4e



Hardened Mobile Trace®



Metrohm Raman Spectrometer

Hardened Mass Spectrometer

## Top Provider of Certified Compliant Technologies with Large and Growing U.S. Installed Base (Partial List)





- **✓** DEPT OF DEFENSE
  - ✓ Pentagon
- ✓ Air Force
- ✓ Army
- ✓ Navy
- ✓ Marines
- **✓** DEPT OF AGRICULTURE
- **✓** DEPT OF COMMERCE
- ✓ U.S. Census Bureau
- **✓** DEPT OF ENERGY
- ✓ DEPT OF HEALTH & HUMAN **SERVICES**



- ✓ DEPT OF HOMELAND **SECURITY**
- ✓ TSA
- ✓ Customs and Border Protection (CBP)
- ✓ Federal Protective Service
- ✓ FEMA
- ✓ Secret Service
- **✓** DEPT OF JUSTICE
- ✓ ATF
- ✓ DEA
- ✓ U.S. Attorney's Office



- ✓ DEPT OF LABOR
- ✓ DEPT OF STATE
- ✓ NAS
- **✓** DEPT OF TRANSPORTATION
- ✓ DEPT OF TREASURY
- ✓ U.S. Mint
- ✓ IRS
- **✓** DEPT OF VETERANS **AFFAIRS**



- ✓ SPORTING VENUES
- ✓ INDEPENDENT AGENCIES
- ✓ CIA
- ✓ Federal Reserve
- ✓ FDIC
- ✓ National Archives
- ✓ NASA
- ✓ Smithsonian
- ✓ U.S. Postal Service
- ✓ FORTUNE 500 COMPANIES
- ✓ NUCLEAR FACILITIES
- ✓ LAW ENFORCEMENT **AGENCIES**



















## Large and Growing International Customer Base (Partial List)





#### **AMERICAS** (EXCLUDING U.S.)

- ✓ Servicio de Administración Tributaria Mexico (SAT)
- ✓ Puerto Rico Ports Authority
- Canada Border Services Agency (CBSA)
- Canadian Air Transport Security Authority (CATSA)
- ✓ Brazil Federal Police
- ✓ Chilean Customs
- ✓ Colombian Customs
- ✓ Peru Ministry of Interior
- ✓ Guatemala Port of Santo Tomás de Castilla
- Dominican Customs (Port of Caucedo)



#### MIDDLE EAST AND AFRICA

- ✓ Abu Dhabi Customs
- ✓ Dubai Police
- ✓ Saudi Arabia Customs
- ✓ Qatar Petroleum
- Qatar Airport
- ✓ Iraqi Government
- ✓ Egyptian Customs
- ✓ Tunisian Customs
- ✓ Israel Airports Authority
- ✓ Ghana Port Authority
- ✓ South Africa Customs



#### **EUROPEAN UNION**

- North Atlantic Treaty
   Organization (NATO)
- ✓ European Civil Aviation Conference (ECAC)
- ✓ Albania
- ✓ Bulgaria
- ✓ Vatican
- ✓ Buckingham Palace
- ✓ UK Department for Transport (DfT)
- ✓ UK Border Agency
- ✓ Dutch Customs



#### **ASIA PACIFIC**

- China Customs
- Civil Aviation Administration of China
- ✓ Airport Authority Hong Kong
- ✓ Hong Kong SAR Customs
- ✓ Taiwan Aviation Police
- ✓ Royal Thai Police
- ✓ Singapore Jurong Town Corp
- ✓ Australian Customs Service
- ✓ New Zealand
- ✓ Japan Customs
- ✓ Korea Customs Service
- ✓ Airport Authority of India
- ✓ Vietnam Customs















## SYSTEMS, INC.



### OSI OPTOELECTRONICS AND MANUFACTURING DIVISION

SENSORS, DETECTORS, AND ELECTRONICS

## OSI Optoelectronics and Manufacturing Division: Industry Leader in Photonic Components, Sensors and Sensor Electronics



#### **BUSINESS OVERVIEW**

- ✓ Leading global provider of innovative photonics, optoelectronics and advanced electronic systems for leading aerospace & defense, medical and industrial OEMs that demand high-reliability, high-performance, market-driven technology solutions
- ✓ Sought-after innovative partner with efficient global manufacturing footprint
- ✓ Successfully rebalancing portfolio to higher-margin opportunities for highlyengineered, high-quality sub-assemblies serving significant technology electronics markets
- ✓ Broad applications-driven focus across aerospace & defense, homeland security, medical, clinical diagnostics, bio-chemistry, and industrial
- ✓ Intercompany sales to Security and Healthcare divisions enhance consolidated margin

#### PORTFOLIO POSITION

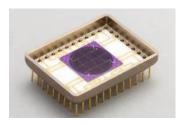


#### **BRANDS**





#### PRODUCTS & SERVICES







<sup>\*</sup> Based on FY 2022 third party net sales

## Global Electronics Design and Manufacturing Services Focused on Complex, High-Value Niche Applications



#### **CUSTOM SOLUTIONS**

- Recognized leader in higher-value custom engineering solutions for leading technologies for use in a broad range of applications
- Complete PCB, flex, assembly services with exceptional flexibility to handle varying process demands
- ✓ Diversified customer-base across broad industry spectrum
- ✓ Long-term leading customer relationships in fragmented competitive landscape
- ✓ Innovative flex circuit technology for a myriad of microelectronics and optoelectronics applications
- One of the world's leading providers of premium photodetectors, laser diodes, imaging and medical sensors, photonic modules and instruments
- ✓ World-class and cost-efficient global manufacturing footprint

#### **VALUE & STRENGTHS**

- ✓ Customer-centric solutions focus
- ✓ **Vertical integration** with end-to-end technical proficiency and strategic international supply chain

#### SELECTED CUSTOMERS & RELATIONSHIPS



### Well-Positioned to Capitalize on Growing Market Opportunities

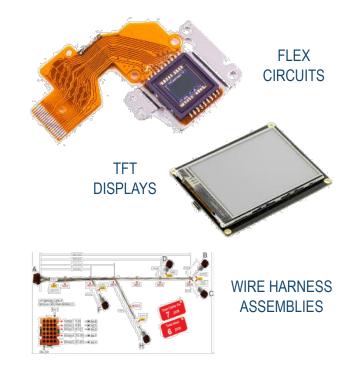


#### **GROWTH OPPORTUNITIES**

- ✓ Increased penetration in existing attractive market sectors: medical, aerospace & defense, automotive, communication and homeland security
- Expanding high-value engineering solutions with current and potential customers
- ✓ Market penetration of innovative flex circuit technology in expanding markets for a myriad of high-growth applications
- Expansion opportunities in new products with new customers in new markets



#### PRODUCTS & SERVICES











### **OSI HEALTHCARE DIVISION**

MEDICAL MONITORING SYSTEMS & DEVICES

### **OSI** Healthcare Division:

### Global Supplier of Medical Monitoring Systems & Devices



#### **BUSINESS OVERVIEW**

- ✓ Broad portfolio of connected care solutions for patient monitoring, cardiology & remote monitoring, and supplies & accessories
- ✓ Targeting large market opportunities in multi-billion dollar global medical devices market
- ✓ Multi-year contracts with major healthcare GPOs, IDNs, and ACOs
- ✓ Large installed base of products providing recurring revenue through software, services, and supplies
- Next generation products introduced in cardiology; new product introductions in the pipeline for patient monitoring
- ✓ Strong reputation with ~60 years of experience providing enterprise solutions to major healthcare systems
- ✓ Positioned for growth with newer leadership, upgraded team, and exciting new products
- ✓ Highest gross margin OSI division

#### PORTFOLIO POSITION



**BRAND** 



#### SELECTED CUSTOMERS & RELATIONSHIPS













<sup>\*</sup> Based on FY 2022 third party net sales

# Market Penetration Opportunity with Expanding Portfolio in Patient Monitoring & Connectivity



#### **GROWTH OPPORTUNITIES**

- Aging population, rising chronic conditions and increased government funding driving the need for patient monitoring
- Continued investment in cloud and digital health expands connected care capabilities to assist clinicians in coordination across the care continuum
- Recent launch highlights include SafeNSound™ workflow and reporting software
- Strategic segmentation with targeted Government, GPO / IDN opportunities and multi-year contracts
- Multiple customer touchpoints through service and supplies & accessories
- Multiple connectivity and format options to support data integrations for various EHR / health information systems
- Strategic alliances allow Spacelabs' solutions to assist providers in achieving the goal of improving outcomes with enhanced patient experience, higher staff satisfaction, and lower costs

#### INDUSTRY LEADERSHIP

- ✓ Leading supplier with expanding product lines and strategic alliances that provide Spacelabs customers a broad patient monitoring solution
- ✓ Technology innovator
  - Solutions that promote clinical efficacy with improved workflow and communications
  - Easy integration with unique open architecture platform for faster deployment and increased connectivity
  - Implementation on customer's existing IT network resulting in lower total cost for the customer













## New Innovations and Introductions Provide Opportunity in Cardiology Systems and Accessories Markets

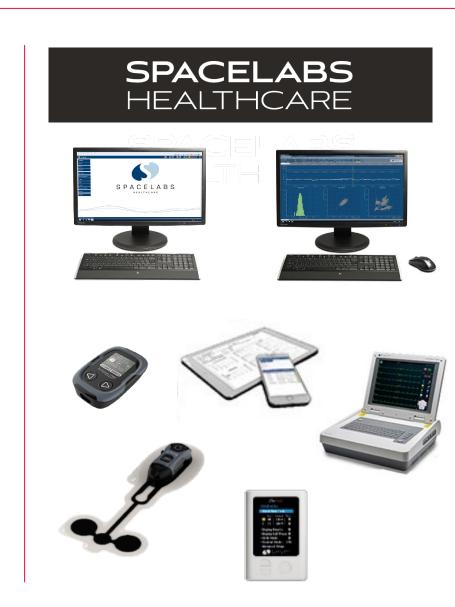


#### **GROWTH OPPORTUNITIES**

- Cardiology Systems: Data management solutions becoming mandatory to connect devices and integrate patient records into EHR systems
  - Growing adoption of consumer wellness monitors driving growth in physician prescribed longterm ambulatory cardiac monitoring
  - ✓ Launched Eclipse Pro, CardioPulse Go, CardioPulse Prime, and LifeScreen Pro laptop in U.S.
  - Expanded sales channel leveraging Spacelabs' strength and next generation products to drive growth in North American market
  - ✓ Advanced arrhythmia analytics and diagnostics solutions provide access to the expanding atrial fibrillation and stroke risk health-check markets
  - ✓ Sentinel® 11 cardiology information management combines optimized workflow and patient management with enhanced cybersecurity, and ease of interoperability with EHR systems
- Accessories: For large installed base of Ambulatory Blood Pressure, Event Monitoring, Holter recording, and 12-lead EKG systems

#### INDUSTRY LEADER ACROSS MARKETS

 Broad range of offerings and distribution network with large installed base allows for technology innovation, improved clinical outcomes, diagnostics and information management solutions



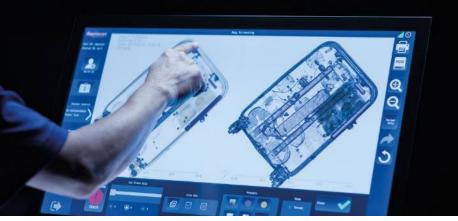
### **OSI**SYSTEMS, INC.















SYSTEMS, INC.

**SUMMARY** 

### OSI: Technology Leader Well-Positioned for Continued Growth



- Scale, momentum, and backlog to continue to deliver profitable growth
- Attractive and growing markets
- Competitive strengths in technology leadership, integrated operations experience, SaaS and vertically-integrated, low-cost manufacturing
- ✓ Acquisitions enhanced competitive position in security business
- Expanding global footprint and customer base
- ✓ Diversified revenue model: turnkey, systems, service and components
- ✓ Attractive business development pipeline with strong cash flow and liquidity for continued investment
  - Robust product pipeline delivering next-gen solutions

✓ Contract wins increasing competitive position

✓ Operating margin improvement

✓ Strong balance sheet

## CATALYSTS FOR CONTINUED GROWTH IN PLACE

- ✓ Expanding global terrorism threat
- ✓ Security division turnkey & SaaS models
- ✓ Large security government contracts
- ✓ RTT® new product sales
- ✓ Broad security portfolio
- ✓ Well positioned in optoelectronics sector
- ✓ Higher-margin electronics customer sales
- ✓ New markets for existing technologies
- ✓ Aging population



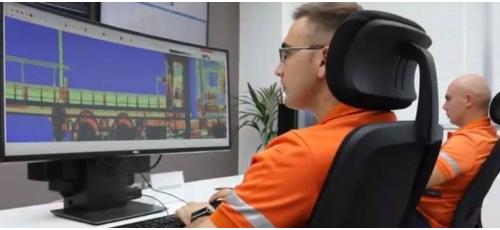












## SYSTEMS, INC.

SECURITY, OPTOELECTRONICS AND HEALTHCARE SOLUTIONS FOR A SAFER & HEALTHIER WORLD

THANK YOU!

### Reconciliation of GAAP to Non-GAAP Diluted EPS



DILUTED EPS	FY17		FY18		FY19		FY20		FY21		FY22	
GAAP basis*	\$	1.07	\$	(1.57)	\$	3.46	\$	4.05	\$	4.03	\$	6.45
Impairment, restructuring, and other charges		2.37		1.88		0.20		0.35		0.55		0.42
Amortization of acquired intangible assets		0.43		0.85		0.84		0.88		0.85		0.75
Non-cash interest expense		0.13		0.40		0.42		0.47		0.48		0.03
Gain from disposition of business		(0.11)		-		-		-		-		-
Gain on sale of property		-		-		_		-		-		(1.53)
Tax benefit of above adjustments		(0.78)		(0.84)		(0.41)		(0.47)		(0.50)		0.08
Discrete income tax items		(0.12)		3.02		(0.19)		(0.68)		(0.09)		(0.39)
Impact of diluted shares		-		(0.13)		-		-		-		-
Non-GAAP basis	\$	2.99	\$	3.61	\$	4.32	\$	4.60	\$	5.32	\$	5.81

<sup>\*</sup> For fiscal year ended June 30, 2018, the weighted average diluted shares used to calculate EPS on a GAAP basis excluded potential common shares (stock options and restricted stock units) due to their antidilutive effect resulting from the Company's reported net loss. For the fiscal year ended June 30, 2018, the weighted average diluted shares used to calculate EPS on a non-GAAP basis were approximately 19,274,000 shares.