

SYSTEMS, INC.

SECURITY, OPTOELECTRONICS AND HEALTHCARE SOLUTIONS FOR A SAFER & HEALTHIER WORLD Investor Presentation September 2021

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 2022 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, 2021 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, non-cash interest expense primarily related to convertible debt, FY2017 gain from the disposition of a business, and their associated tax effects, and the impact from discrete income tax items including charges resulting from the Tax Cuts and Jobs Act (the "Tax Act"). 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









SECURITY

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

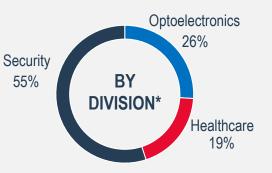
OPTOELECTRONCS

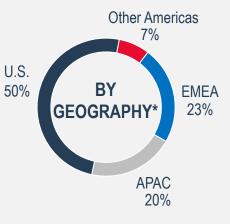
- Custom Design and Manufacturing for Military, Aerospace, Healthcare, Security, Telecommunications, Industrial and Other Markets
- OEM Contract Manufacturing

HEALTHCARE

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







* Third party net sales



- Diverse and essential markets provide continued opportunities for growth
- Strong topline historically driven by organic growth and contributions from successful acquisitions
- Strong and well-balanced backlog
- 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
- High-margin service revenues increasing visibility
- Targeting large opportunities in attractive markets

DIVERSIFIED REVENUE MODELS

SYSTEMS



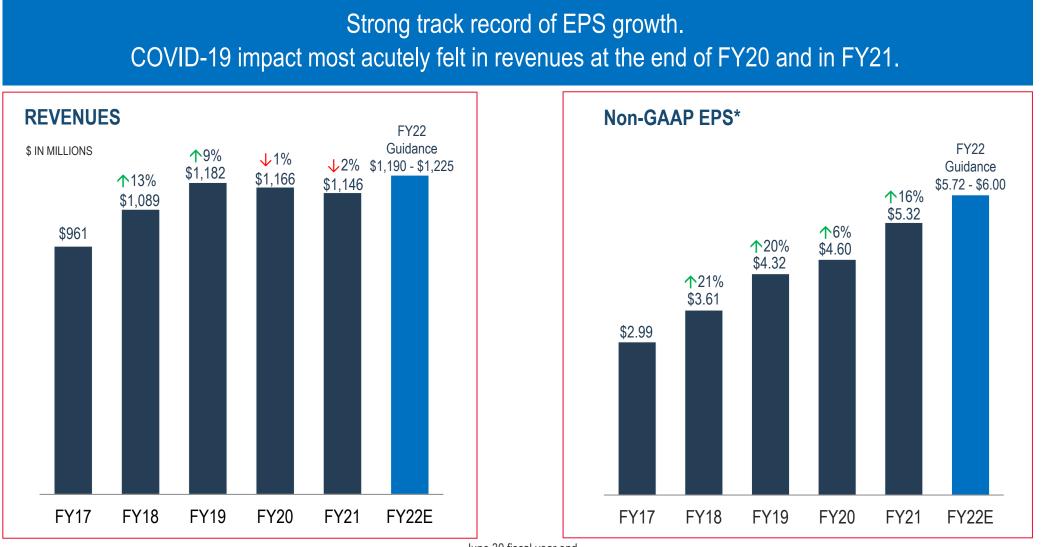
SERVICE



TURNKEY SaaS (SECURITY AS A SERVICE)



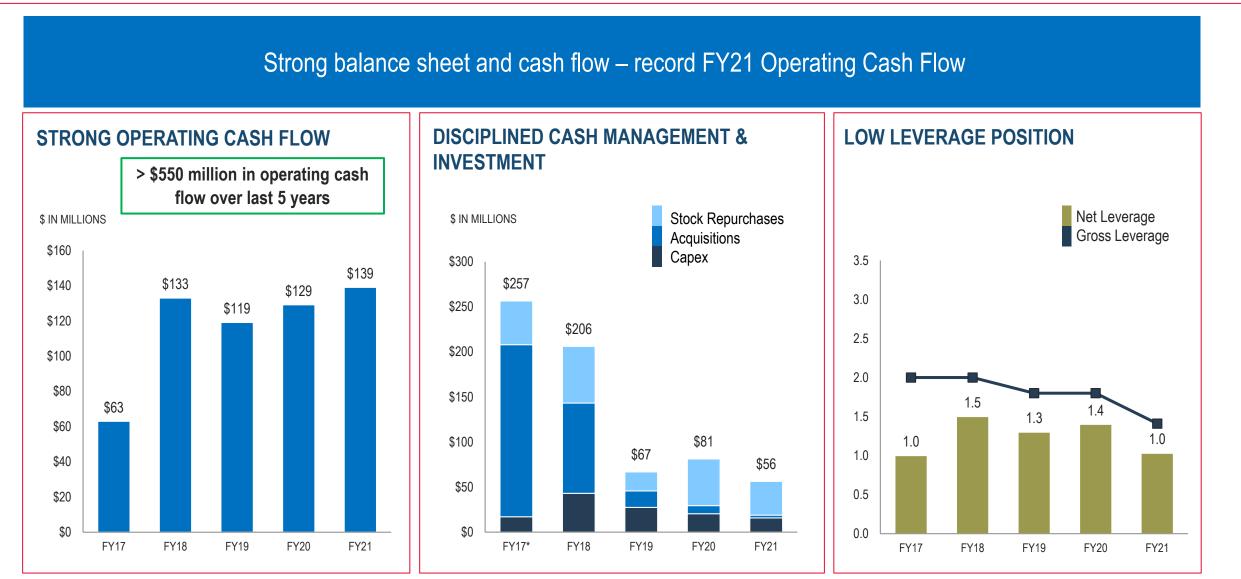




June 30 fiscal year end

* Excludes impairment, restructuring, and other charges (including certain legal costs), amortization of intangible assets acquired through business acquisitions, non-cash interest expense primarily related to convertible debt, FY2017 gain from the disposition of a business, and their associated tax effects, and the impact from discrete income tax items including charges resulting from the Tax Act. See reconciliation on page 32.





June 30 fiscal year end

* Includes acquisition of AS&E



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
- New Clinical Decision Support analytics
- Positioning for emerging hospital-tohome health continuum patient monitoring



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

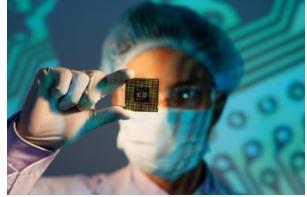
- Deep expertise in critical technologies and a proven track record of delivering break-through solutions generates competitive advantage
- Security division acquisitions complemented pre-existing technology suite and significantly expanded platform and pipeline
- New product introductions with sizeable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

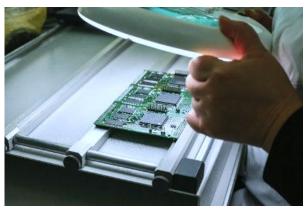


Advisor to U.S. Department of Homeland Security on advanced technology development initiatives



"...the best equipment we have out there." - U.S. Customs and Border Protection





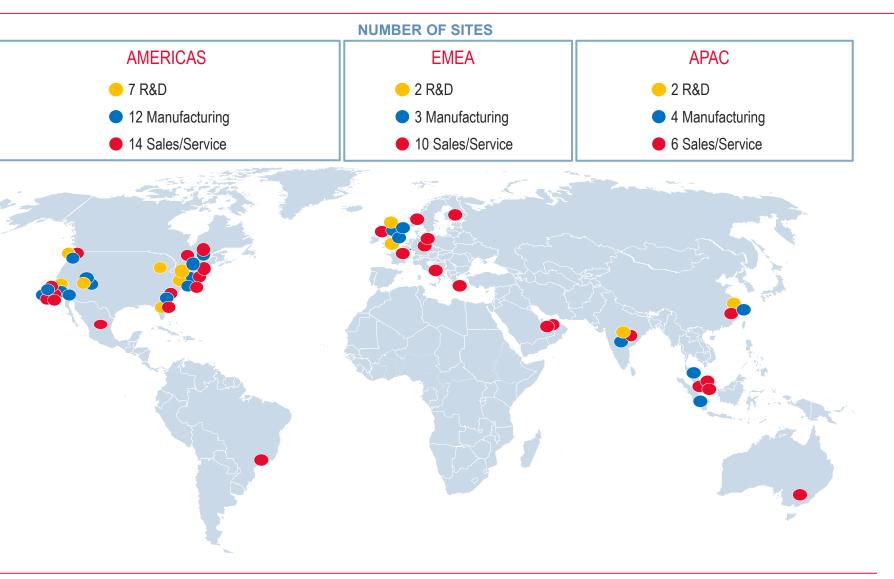


Global Vertically-Integrated Footprint



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









OSI SECURITY DIVISION

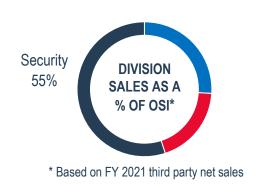
GLOBAL LEADER IN SECURITY SCREENING SOLUTIONS



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



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

ADVANCED SECURITY SCREENING

Baggage, Parcel & Freight Hold Baggage Fast Parcel People Screening Explosives, Narcotics & Contraband Trace Detection Radiation Detection

CARGO & VEHICLE

Portal Gantry Mobile Trailer Rail Pallet Handheld

SCREENING SOLUTIONS

S2 Global Operations CERTSCAN[®] Integration S2 University S2 Event Security











- Multi-year comprehensive follow-on service and onsite maintenance support contracts
- Higher margin sales
- New projects

Global Operations

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

Training Platforms

Pre-recruitment assessment tools

Systems and inspection training programs



SECURITY AS A SERVICE

CertScan® Integration Platform

Integrated data analysis platform leverages image, manifest and other data to automate threat detection >3 million containers & vehicles inspected to date



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 highspeed inspections at large scale and efficient operating cost
- Moving into adjacent markets by providing operational expertise, CertScan[®] integration and S2 University training platforms

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

OSSYSTEMS, INC.

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

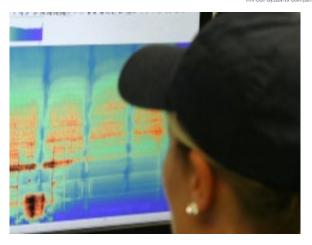
CHARACTERISTICS

- ✓ Flexible, service-based win-win 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 cargo screening solutions with potentially fewer initial outlays and efficient operating cost
- Expanding beyond cargo segment over long term, including expansion into event security services
- \checkmark Deploying solution tools for integration and training to upgrade security operations
- Significant opportunity pipeline

Rapiscans s y s t e m s An OSI Systems Company





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
- ✓ Large non-EU international aviation market moving to EDS Standard 3 upgrades
- ✓ Air cargo market upgrading to 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



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





An OSI Systems Company

ZBV[®] Mobile Cargo and Vehicle Scanning System



AD SI Systems Company







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 US 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 (international opportunity)







INDUSTRY LEADERSHIP

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

GROWTH OPPORTUNITIES

- International aviation market opportunity \checkmark
- Additional opportunities beyond aviation for critical infrastructure, events, transportation hubs, first \checkmark responders and borders
- Narcotics (including opioids) detection market for prisons \checkmark
- Profitable, recurring service and consumable revenue stream as well as replacement market \checkmark opportunities
- Mass spectrometry program





Itemiser 5X





Hardened Mobile Trace[®]



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 LABORDEPT 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)

SYSTEMS, INC.



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



MIDDLE EAST AND AFRICA

- ✓ Abu Dhabi Customs
- ✓ Dubai Police
- ✓ Saudi Arabia Customs
- ✓ Qatar Petroleum
- 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
- ✓ Kremlin
- ✓ 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

















OSI OPTOELECTRONICS AND MANUFACTURING DIVISION

SENSORS, DETECTORS, AND ELECTRONICS





BUSINESS OVERVIEW

- Leading global provider of innovative photonics, optoelectronics and advanced electronic systems for leading aerospace & defense, medical and industrial OEMs that demand highreliability, 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

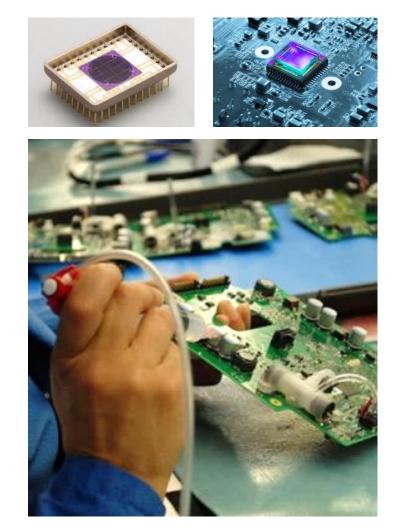




OSI Electronics



PRODUCTS & SERVICES



* Based on FY 2021 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







- 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 FLEX CIRCUITS TFT DISPLAYS WIRF HARNESS ASSEMBLIES PCB ASSEMBLY





OSI HEALTHCARE DIVISION

MEDICAL MONITORING SYSTEMS & DEVICES



BUSINESS OVERVIEW

- Broad portfolio of medical technology healthcare solutions for patient monitoring & connectivity, 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 monitoring products providing recurring revenue through services and supplies \checkmark
- New product introductions in the pipeline
- Strong tradition and reputation with ~60 years of experience providing enterprise solutions to major healthcare systems
- Positioned for growth with newer leadership and exit of lower performing business and sales channel
- Highest gross margin OSI division

PORTFOLIO POSITION



BRAND



SELECTED CUSTOMERS & RELATIONSHIPS











Market Penetration Opportunity with Expanding Portfolio in Patient Monitoring & Connectivity

SYSTEMS, INC.

GROWTH OPPORTUNITIES

- Aging population, rising chronic conditions and complications from COVID-19 increase the need for patient monitoring
- Recent launch highlights include SafeNSound[™] workflow and reporting software
- Acquisition of BoxView will expand digital health capabilities to assist clinicians in care coordination across the care continuum
- Multiple customer touchpoints through service and supplies & accessories
- Strategic segmentation with targeted Government, GPO / IDN opportunities and multi-year contracts
- 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 comprehensive patient monitoring solution
- Technology innovator
 - Solutions that promote clinical efficacy
 - 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



SPACELABS HEALTHCARE







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 highacuity remote cardiac monitoring
 - ✓ New sales structure leveraging Spacelabs' strength 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
 - CardioExpress[®] SL18A offers 12, 15 and 18 lead ECG for enhanced ST elevation myocardial infarction diagnosis
- 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



SPACELABS HEALTHCARE



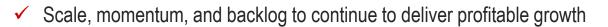








OSI: Technology Leader Well-Positioned for Continued Growth



- ✓ Attractive and growing markets
- Competitive strengths in technology leadership, turnkey solutions experience, SaaS and verticallyintegrated, 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



• SYSTEMS, INC.

✓ RTT[®] new product sales

Broad security portfolio

- ✓ Well positioned in optoelectronics sector
- ✓ Higher-margin electronics customer sales

✓ New markets for existing technologies

✓ Operating margin improvement

delivering next-gen solutions

Robust product pipeline

✓ Strong balance sheet

Contract wins increasing

competitive position



SYSTEMS, INC.

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

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

* 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.