



make it amazing



## 5G: The Ubiquitous Connectivity Opportunity

Dec 12, 2022

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This presentation includes non-GAAP financial measures, including non-GAAP operating margin, free cash flow, normalized free cash flow, revenue on a constant currency basis, non-GAAP net income and non-GAAP earnings per share. Free cash flow equals cash generated by operating activities less net capital expenditures and other. Normalized free cash flow, a measure of our operating performance, is further adjusted to exclude net capital expenditures related to the new campus development, payments for non-recurring and unusual charges (such as capital gains tax to be paid in relation to the divestiture of OpenMarket), and payments of acquisition related liabilities. These non-GAAP financial measures are not in accordance with, or an alternative for, generally accepted accounting principles and may be different from non-GAAP financial measures used by other companies. In addition, these non-GAAP financial measures are not based on any comprehensive set of accounting rules or principles. Amdocs believes that non-GAAP financial measures have limitations in that they do not reflect all of the amounts associated with Amdocs' results of operations as determined in accordance with GAAP and that these measures should only be used to evaluate Amdocs' results of operations in conjunction with the corresponding GAAP measures. Please refer to the appendix for a reconciliation of these metrics to the most comparable GAAP provision.

This presentation also includes pro forma metrics which exclude the financial impact of OpenMarket (divested on December 31, 2020) from fiscal year 2021.

Please also review the information contained in Amdocs' press release dated November 8, 2022 with respect to earnings for fiscal Q4 2022. The press release contains additional information regarding Amdocs' outlook for fiscal year 2023 and certain non-GAAP metrics and their reconciliations.



**31,000**

Employees



**90**

Countries



**\$4.58B**

FY22 Revenues,  
10.3% YoY<sup>(1)(2)</sup>



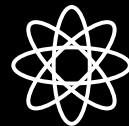
**~75%**

Recurring revenue



**350+  
customers**

society's connectivity  
backbone



**\$1B+  
investment**

In our next-gen  
cloud platform



**\$57B**

Serviceable addressable  
market by 2025



**Unique business  
model**

Unparalleled accountability



**Industry's best  
technologies**

Continuous leadership  
position



**Committed to ESG**

Dow Jones Sustainability Index  
Top workplace for women in  
India for 2021<sup>3</sup>

1. Pro forma. excludes the financial impact of OpenMarket (which was divested on December 31, 2020) from fiscal year 2021.

2. Constant currency. Assumes exchange rates in the current period were unchanged from the prior period

3. India Economic Times

**Software & Services that Power the World's  
Communication Leaders**



# 5G

Unlock the full potential of 5G and shape the network to create new capabilities, unique business models and game-changing opportunities



# cloud

Maximize the value of cloud and gain unprecedented efficiency, resilience, agility and business innovation



# digital

Discover the agility to deliver a jaw-dropping digital experience that always exceeds expectations



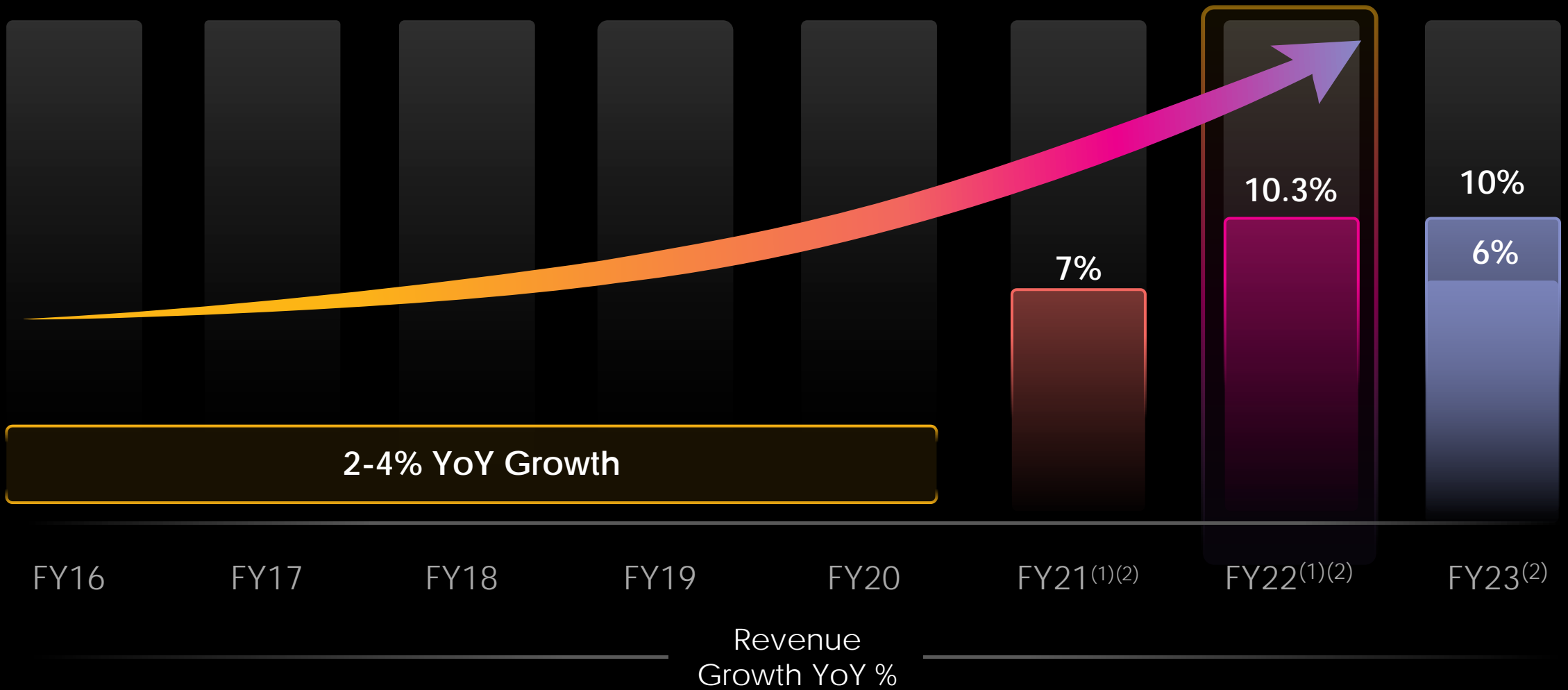
# media

Build an irresistible media proposition and experience that keeps customers coming back for more



# network automation

Discover the streamlined, cost-efficient and intelligent answer to exceed customers, IT and network demands



1. Pro forma, excludes the financial impact of OpenMarket (which was divested on December 31, 2020) from fiscal year 2021.
2. Constant currency. Assumes exchange rates in the current period were unchanged from the prior period.

**Well-positioned to Continue our Accelerated Growth Trajectory**

### 5G Basic:

- Release 15

New Radio,  
Enhanced Mobile  
Broadband (eMBB)

### 5G Evolution:

- Release 17

Beamforming,  
Multiple In, Multiple  
Out (MIMO)

### 5G Advanced:

- Release 19

Roaming Value-Add  
Services (VAS), Ambient IoT

### 5G Advanced 6G Early Standards

Vertical & Industry Use  
Cases

Symmetrical High Speed  
Broadband

2018

2020 – 22

2022 – 24

2024 – 26

2026 – 28

2028 – 30

### 5G Evolution:

- Release 16

IoT, Ultra Reliable  
Low Latency  
Connectivity

### 5G Advanced:

- Release 18

Time-sensitive, Slicing

### 5G Advanced:

Vertical & Industry Use  
Cases

### 5G Maturation & 6G Initial Deployments

The Potential of Fully Capable Stand Alone 5G  
is Just Beginning to Materialize

**5G Basic:**

- Release 15
- New Radio,  
Enhanced Mobile  
Broadband (eMBB)

**5G Evolution:**

- Release 17
- Beamforming,  
Multiple In, Multiple  
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**5G Advanced:**

- Release 19
- Roaming Value-Add  
Services (VAS), Ambient IoT

**5G Advanced  
6G Early Standards**

- Vertical & Industry Use  
Cases
- Symmetrical High Speed  
Broadband

NEP Infrastructure Spend

Monetization & Use Case Development

2018

2020 – 22

2022 – 24

2024 – 26

2026 – 28

2028 – 30

6G Exploration

**5G Evolution:**

- Release 16
- IoT, Ultra Reliable  
Low Latency  
Connectivity

**5G Advanced:**

- Release 18
- Time-sensitive, Slicing

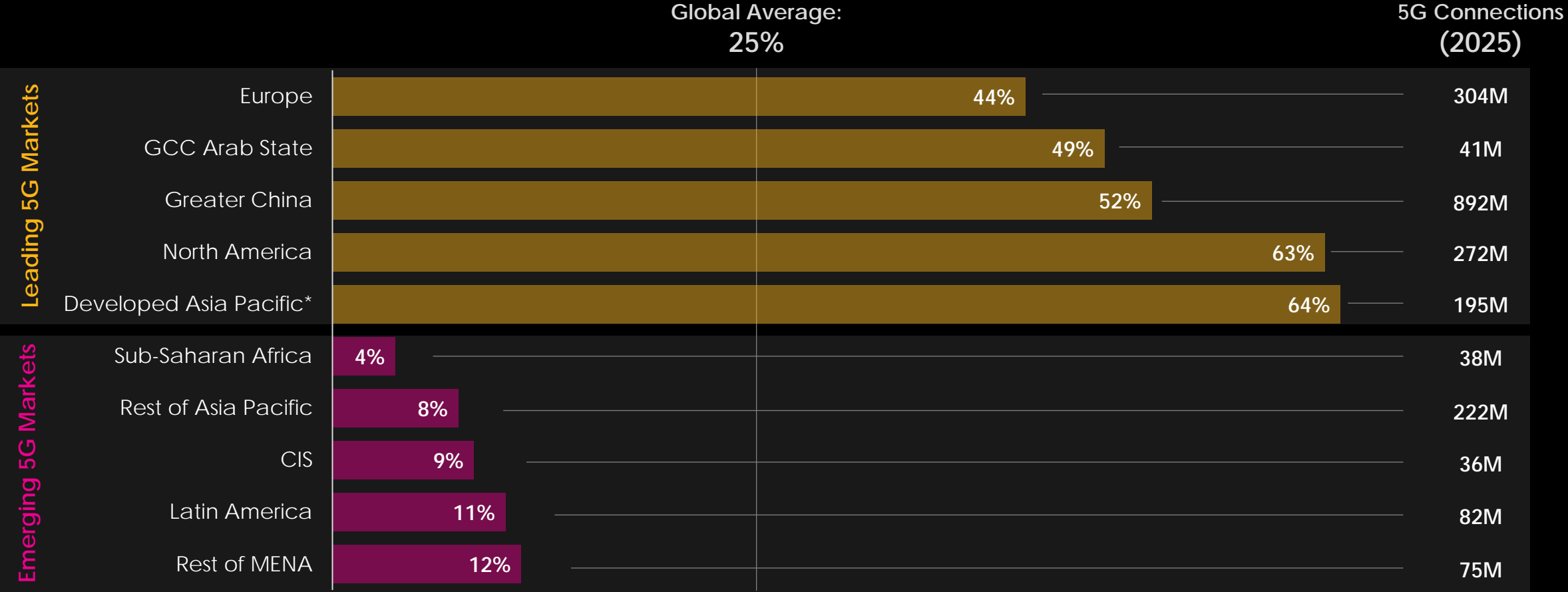
**5G Advanced:**

- Vertical & Industry Use  
Cases

**5G Maturation  
& 6G Initial Deployments**

The Potential of Fully Capable Stand Alone 5G  
is Just Beginning to Materialize

# By 2025, 5G Will Cover 25% of the World's Connections

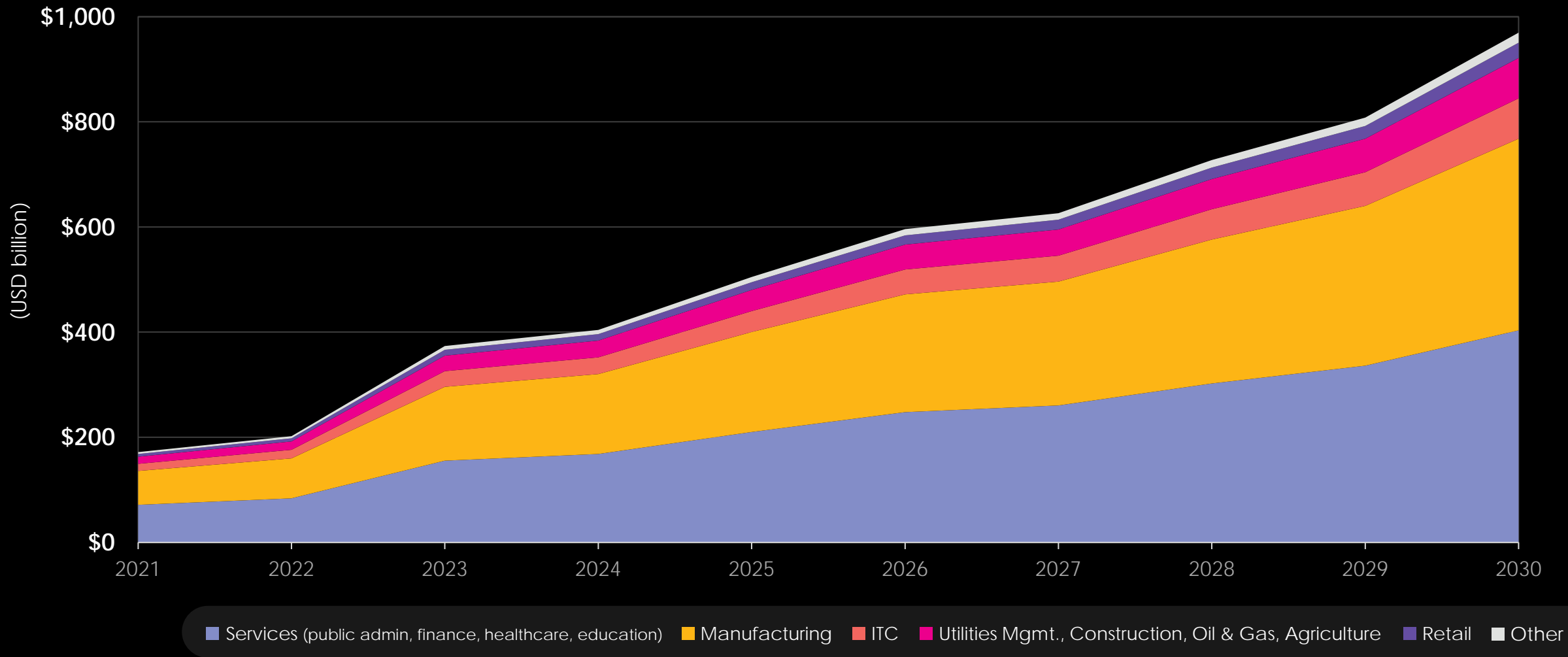


5G adoption in 2025 (percentage of connections)

Source: GSMA Intelligence

\* Australia, Japan, Singapore and South Korea



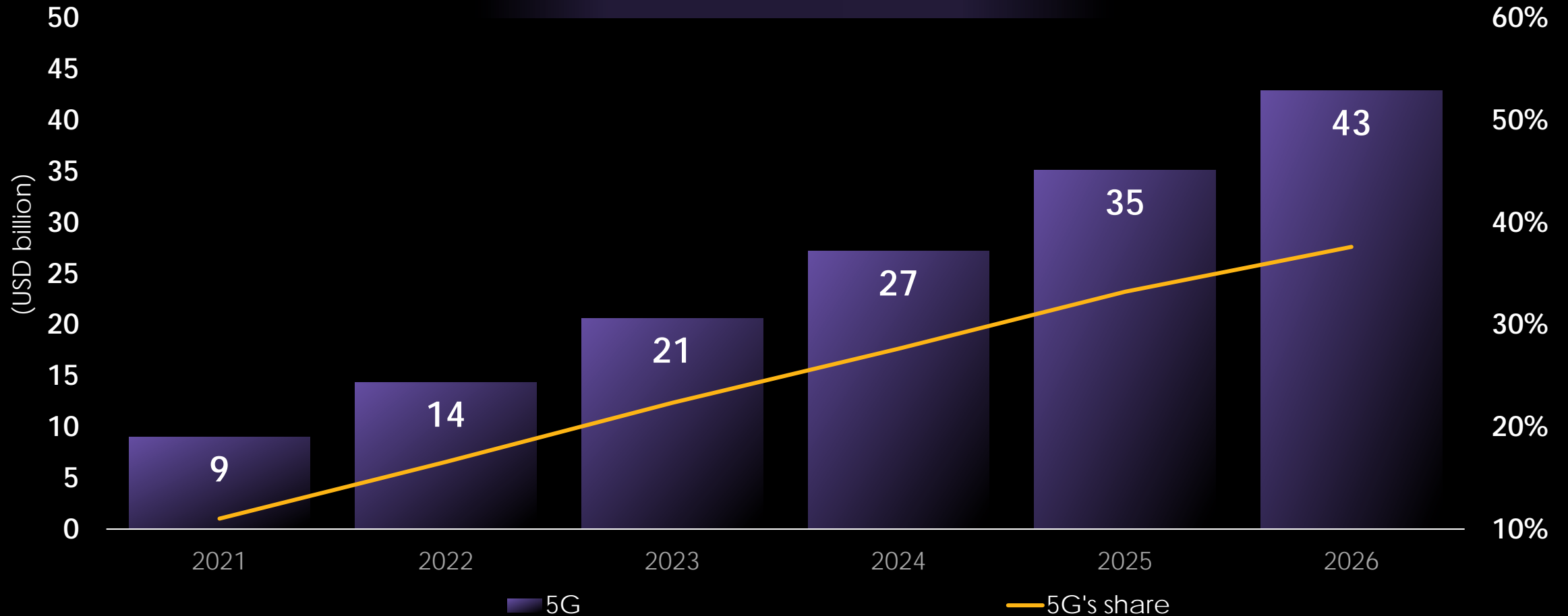


Source: GSMA Intelligence

Note: total may not add up due to rounding

**5G's Annual Global GDP Contribution will Reach Nearly \$1T by 2030**

5 Year CAGR: 37%

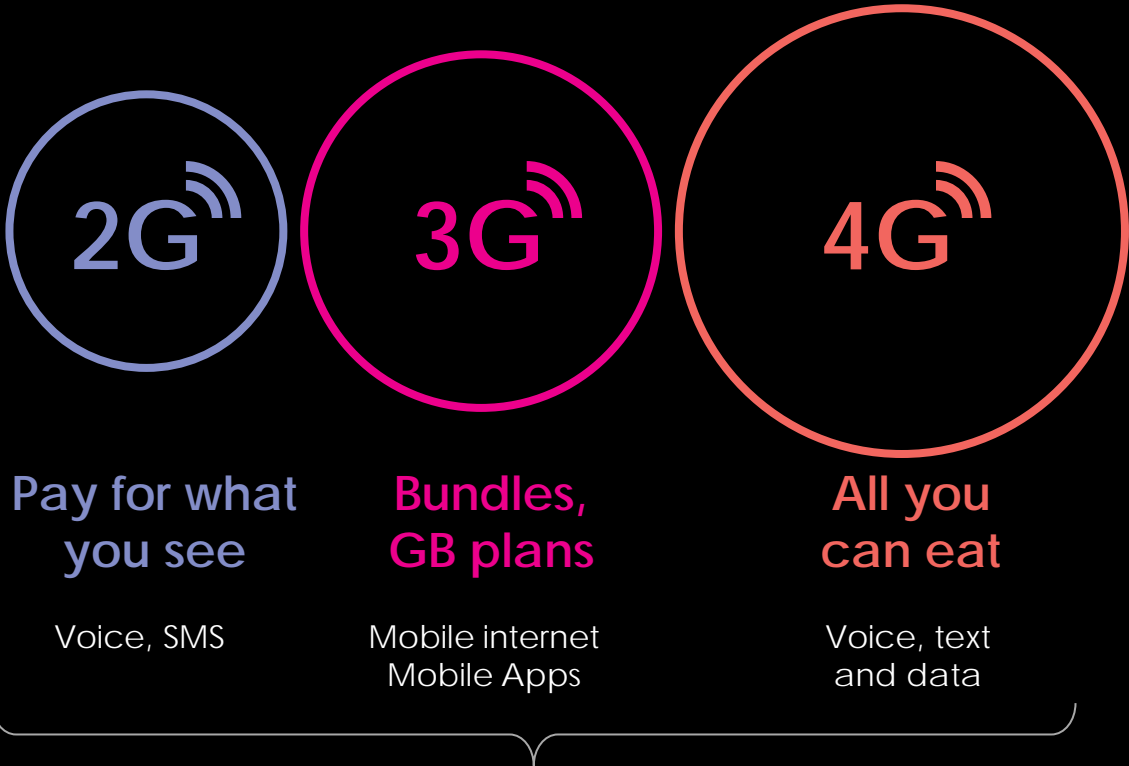


Source: Analysys Mason

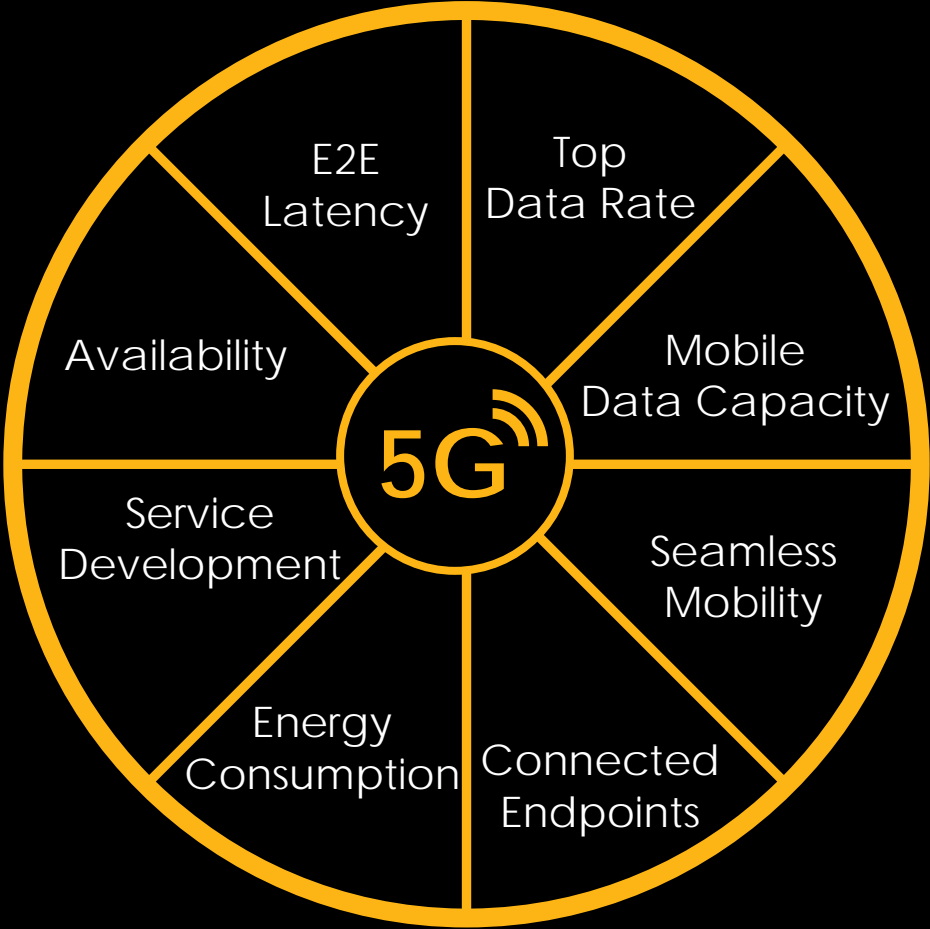
5G's share  
Software & Services Spend  
Associated with 5G

5G Growth for Software & Services Vendors is Just Beginning

# The 5G Opportunity



Volume / Connectivity Focus



Multi Dimensional - Hybrid Monetization



**Harbor automation**  
80°47'00.12" S 94°38'12.71" E

**Smart Farms**  
80°47'00.12" S 94°38'12.71" E

**Connected airport**  
80°47'00.12" S 94°38'12.71" E

**Industry 4.0.**  
80°47'00.12" S 94°38'12.71" E

**FWA**  
80°47'00.12" S 94°38'12.71" E

**virtual workspace**  
80°47'00.12" S 94°38'12.71" E

**Smart parking system**  
80°47'00.12" S 94°38'12.71" E

**Passenger infotainment**  
80°47'00.12" S 94°38'12.71" E

**Smart stadium**  
80°47'00.12" S 94°38'12.71" E

**Connected train**  
80°47'00.12" S 94°38'12.71" E

**AR eSport training**  
80°47'00.12" S 94°38'12.71" E

**Telesurgery**  
80°47'00.12" S 94°38'12.71" E

**Connected Car**  
80°47'00.12" S 94°38'12.71" E

**5G FUTURE IS ARRIVING  
PRESENTING ENDLESS POSSIBILITIES**

# The 5G Journey

2019 - 2021

Increase capacity across access networks

5G NSA (Non-Standalone)

~2021-2023

Improve agility & expand capability in core & edge

5G SA (Standalone)

2023+

Operate a fully adaptive and intelligent network

5G 'At-Scale'

## Monetization paradigm



## Operational paradigm

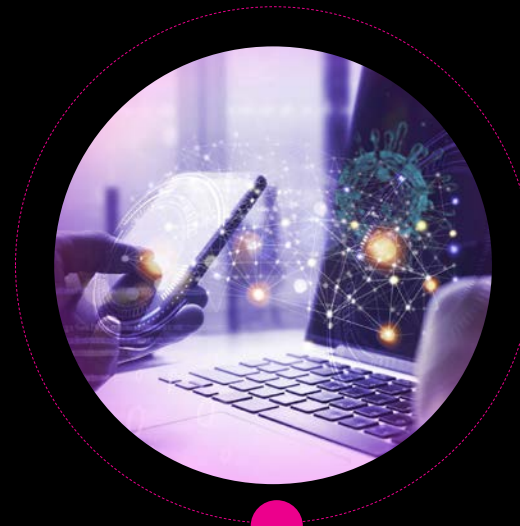
# Nexus of forces that transform the telecom industry



Cloud computing



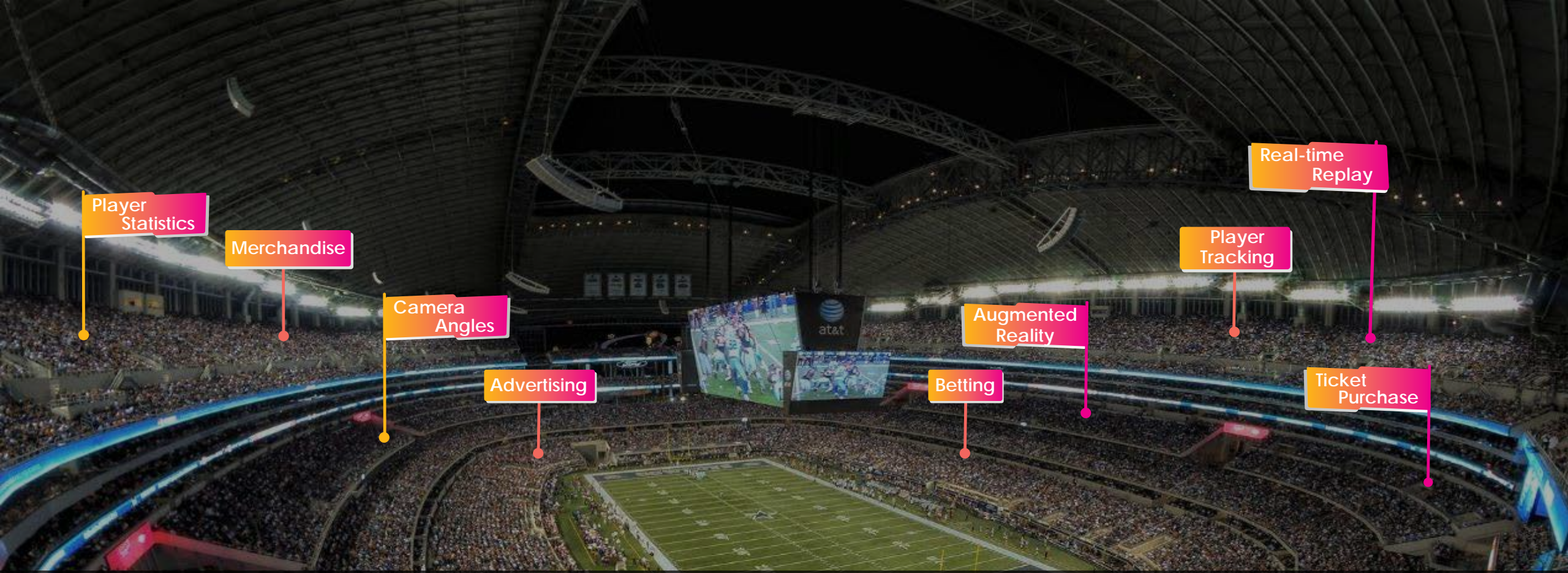
Data, AI and automation



Digital Transformation, accelerated by Covid19



The "Virtual era", advent of the Metaverse



Player Statistics

Merchandise

Camera Angles

Advertising

Betting

Augmented Reality

Player Tracking

Real-time Replay

Ticket Purchase

High speed network providing personalized experience to multi mode devices and VIP users



Deploy thousands for antenna, Edge and Core



Device authentication



Device and subscriber tracking



Network slicing



Dynamic Capacity Management



Beam Steering



Analytics who, when, where



Charge Multi Parties

Opportunity to monetize OTT

# Hospital user types

SARASOTA  
MEMORIAL  
HOSPITAL

## INTERNAL

Medical Data/Records,  
Authorized Staff Access  
Voice

## HIGH BANDWIDTH

MRIs, Ultrasounds  
Remote surgery viewing  
Keyhole surgery viewing

## CRITICAL/LOW LATENCY

Sensitive Internal Equipment  
(IoT: ER, MRI, OR etc.)  
In-Surgery VR Headsets

## EXTERNAL

Non-essential;  
Patient Entertainment  
Visitors



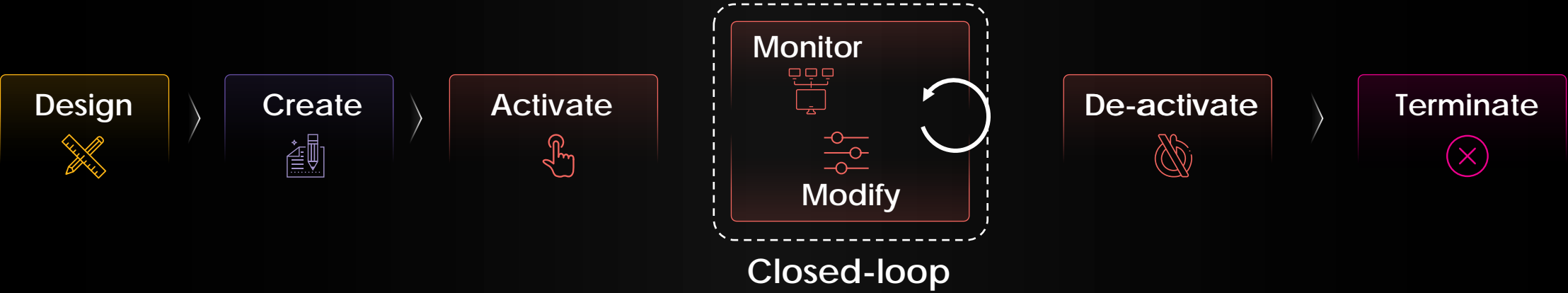
# A1 Telekom Austria Group



## eMBB & URLLC Network Slices

E2E Communication Service lifecycle

E2E Network Slice, Network Slice Subnet lifecycle



## Edge App Orchestration Monetization & Trigger Charging

# Amdocs 5G Opportunity Pillars



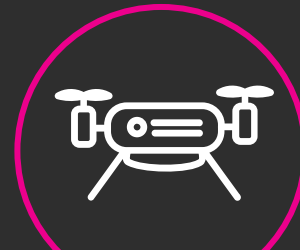
## 5G Service Availability

Plan, Design, Spectrum, Deploy, Optimize, Assure, Orchestrate



## Industry & Vertical Applications

Manufacturing, Healthcare, Logistics, Automotive, Sports, Retail



## Consumer Experiences

Gaming, Metaverse, Mobility, Fixed Wireless, eMBB



## Limitless Monetization

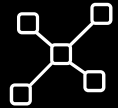
Subscription, On-demand, Usage-based, Quality of Service, Partner Settlement Ecosystem



## Agility & Intelligence

Public Cloud, Edge, Network Exposure, Network Analytics, PEN

## Design



### Network Service design

- Service design
- Planning
- Spectrum allocation

## Deploy



### Network Rollout

- Deploy
- Integration
- Acceptance

## Orchestrate



### Commercial Offer Definition

- Offer Definition
- Partner management



### Digital Engagement

- Order Capture
- Order handling
- Network exposure



### Dynamic service orchestration

- Orchestration
- Network slicing
- Resource management

## Operate & Monetize



### Automation Service operations

- Optimization
- Network analytics (NWDAF)

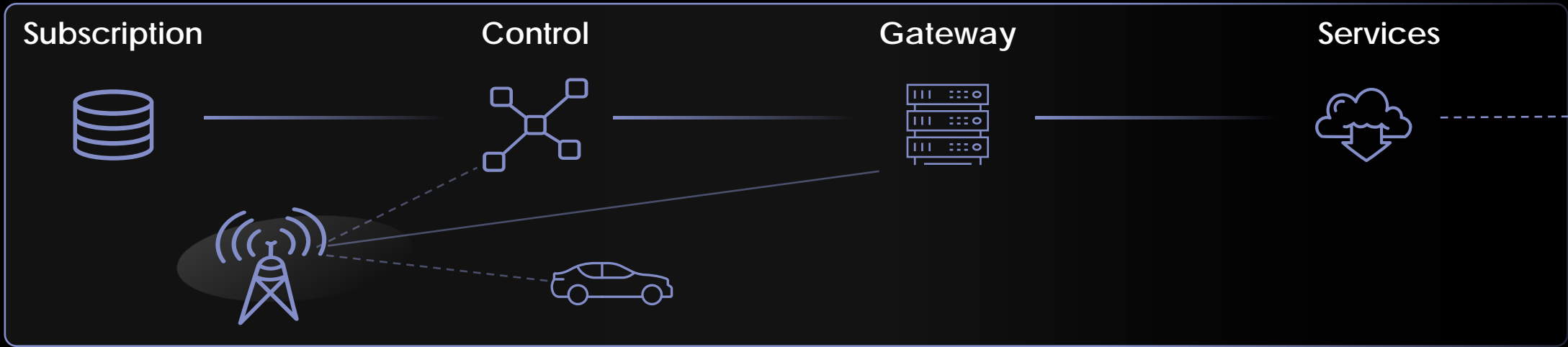


### Monetize

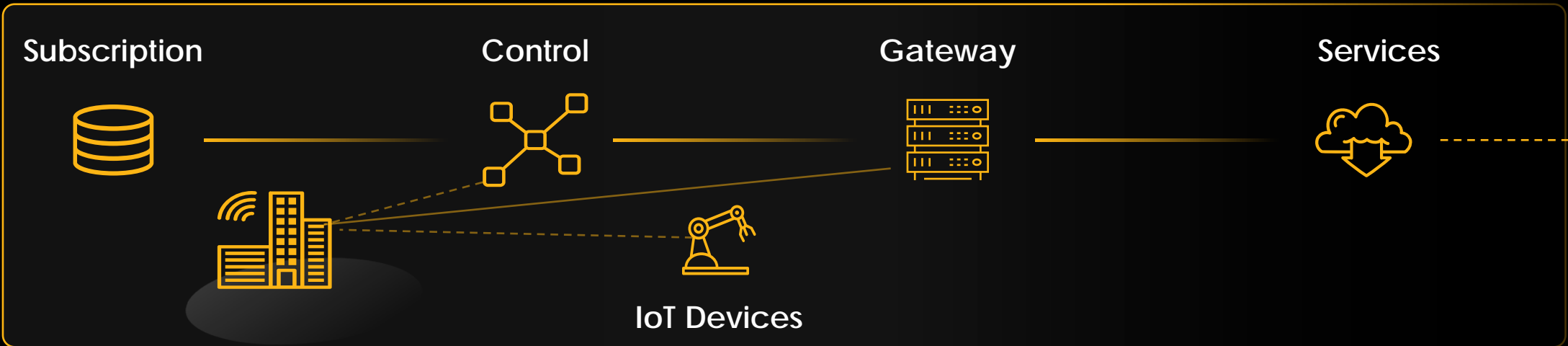
- Charging
- Policy

**Amdocs' Portfolio Supports End-to-End 5G;  
from Network to Experience**

Public Network



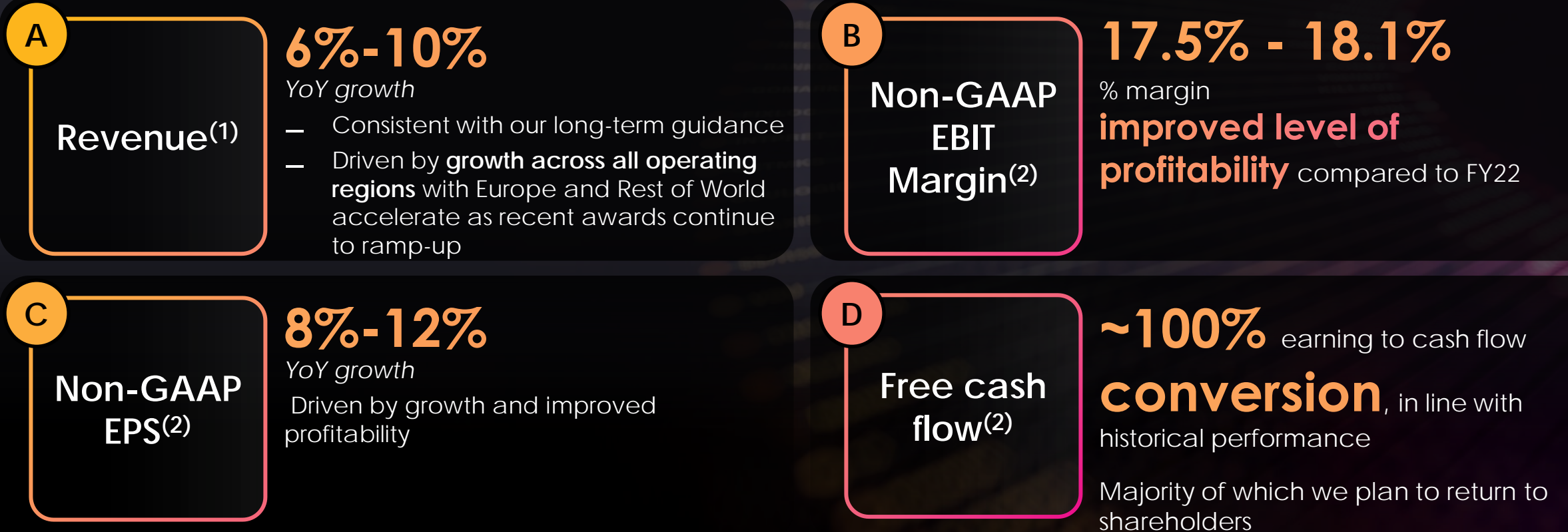
Private Network



Firewall

Private Enterprise Networks are Creating Enterprise Monetization Opportunities

# FY23 Outlook: Expect revenue growth in all operating regions with improved profitability and robust cash flow generation



We are positioned to deliver **double-digit expected total shareholder returns<sup>(3)</sup>** for the **third** straight year in 2023

1. Constant currency. Assumes exchange rates in the current period were unchanged from the prior period

2. Non-GAAP. See reconciliation tables in appendix

3. Expected total shareholder return assumes Non-GAAP EPS growth plus dividend yield (based on fiscal year end closing share price); FY2023E assumed midpoint of pro forma non-GAAP EPS outlook, and dividend yield based on proposed new quarterly rate of \$0.435 as of share price on 11/8/22

Let's  
**make it  
amazing**

