

Facts at a Glance

Company Overview

TeleCommunication Systems, Inc. (NASDAQ: TSYS or “TCS”), headquartered in Annapolis, Maryland, is a world leader in secure and highly reliable wireless communications. Our patented solutions, global presence, operational support and engineering talent enable 9-1-1, commercial location-based services and deployable wireless infrastructure; cybersecurity; defense and aerospace components; and applications for mobile location-based services and messaging. Our principal customers are wireless network operators, defense and public safety government agencies, and Fortune 150 enterprises requiring high reliability and security. Learn more at www.telecomsys.com.

**On November 23, 2015, Comtech Telecommunications Corp. (NASDAQ: CMTL or “Comtech”) and TCS jointly announced the signing of a definitive merger agreement under which Comtech will purchase TCS. In a press release issued on February 3, 2015, Comtech anticipated that the Merger would be completed on February 23, 2016.

Corporate Quick Facts

- Founded in 1987; publicly traded since 2000 (NASDAQ: TSYS).
- Headquartered in Annapolis, Maryland, with technical, service, and sales offices throughout North America and the world.
- Revenue 9/30/2015 (TTM): \$364.1 M
- Focused on enhancing its strategic position in high-growth, solid-margin markets for wireless applications, secure satellite communications (SATCOM) and cybersecurity, while deepening its intellectual property portfolio.
- Employs more than 1,100 professionals.
- Holds more than 439 patents, with more than 300 patents pending.
- Certified ISO 9001:2008 and ISO 27001:2005 for commercial/operator (carrier) and government operations.

TCS Executive Team

Maurice B. Tosé, Chairman and Chief Executive Officer

Richard A. Young, Executive Vice President and Chief Operating Officer

Thomas Brandt, Senior Vice President and Chief Financial Officer

Tim Lorello, Senior Vice President and Chief Marketing Officer

Michael Bristol, Senior Vice President and President, Government Solutions Group

Lynne Houserman, Senior Vice President and General Manager, Safety & Security Group

Jay F. Whitehurst, Senior Vice President and President, Commercial Software Group

TCS Industry-Leading Capabilities

Applications. TCS provides award-winning wireless applications for navigation, mapping and tracking. TCS applications are available on Android, BlackBerry 10, iOS, QNX, and Windows Phone.

Cybersecurity. Through its Art of Exploitation® solutions, TCS develops cutting edge technology, course content, labs and exercises to provide performance-based learning and assessments of skills in all cybersecurity disciplines. TCS' programs enable leaders to evaluate their workforce and define training paths for optimal cyber defense.

Enhanced 1-1-2. Using TCS' Wireless E1-1-2 (E9-1-1) solution, wireless operators can comply with Phase I and Phase II of the FCC mandate by delivering wireless emergency call location information to the appropriate emergency dispatch center quickly, easily and on budget. Every day, TCS handles more than 150,000 U.S. life-saving calls.

LBS. TCS provides end-to-end Location Based Services (LBS), processing more than 7 billion LBS transactions monthly. ABI Research reports that TCS is the global leader in precise LBS infrastructure.

Secure Communications. TCS has a 28-year track record as a committed provider of highly reliable, available, and secure communication technologies to meet federal, state, and local governments' toughest technical challenges.

Telemedicine. TCS' connected health platform offers a highly reliable and secure telemedicine platform for practitioners and caregivers to provide virtual health services to patients anytime, anywhere and from any device. VirtuMedix reduces clinical and user healthcare costs while improving patient care.

Text Messaging. TCS is a U.S. leader in SMS (text) messaging, and has processed over 5 trillion text messages to date.

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TCS Commercial Software Solutions

- As a leading worldwide provider of precise location solutions, TCS offers end-to-end, Location-Based Services solutions that include applications, infrastructure, mapping, and content. TCS' seamless indoor-outdoor location service and applications enable organizations to seize emerging market opportunities and meet new FCC requirements for public safety.
- TCS develops and delivers a comprehensive line of secure mobile application and platform solutions for operators and enterprises worldwide.
- TCS' connected car solutions offer a complete suite of AP's leveraged by designers with maps, search, geocoding, routing, and navigation that can be deployed across multiple operating systems and browsers for mobile phones, tablets, and desktops.
- TCS Cloud Messaging Center is an over-the-top, one-to-many messaging service allows enterprises, businesses and municipalities to easily communicate with employees, customers and partners anywhere and anytime. It is now available to developers via APIs, allowing seamless and quick integration into any system, website or application.
- With the VirtuMedix® connected health platform, practitioners and caregivers can remotely serve patients anytime, anywhere and on any device.

TCS Cyber Intelligence Solutions

- TCS supports and develops information technology (IT), specializing in cybersecurity IT infrastructure and best practices, spanning the spectrum of IT expertise from software development to operations to training.
- Through its Art of Exploitation® solutions, TCS develops cutting edge technology, course content, labs and exercises to provide performance-based learning and assessments of skills in all cybersecurity disciplines. TCS' programs enable leaders to evaluate their workforce and define training paths for optimal cyber defense.

TCS Government Solutions

- TCS' TotalCom® products and services provide unparalleled global rugged, reliable and secure communications. TCS deployable products are designed to work as stand-alone systems or in concert with our industry-leading VSAT, protected communications, wireless wideband terrestrial, Impact® baseband systems and advanced products/components/custom solutions.
- TCS government solutions provide a comprehensive set of core-to-the-edge mission critical products and services. TCS' Managed Network Service offerings provide network design and transmission solutions, teleport services and include a 24x7 Managed Services Operations Center. Professional and technical services include program support, IT services and cybersecurity solutions. TotalCom® is complete solutions for secure and reliable connections.

TCS Public Safety Solutions

- TCS is the market share leader and premier provider of Next Generation 9-1-1 (NG9-1-1) software and end-to-end solutions, with Frost and Sullivan reporting that TCS has 56% market share for NG9-1-1. The offering includes both call routing and call handling NENA i3 standards-compliant systems. In 2006, TCS became the first company to deliver NG9-1-1 calls and has since delivered more NENA i3 9-1-1 traffic than all other manufacturers combined.
- Completed the USA's first successful cellular 9-1-1 call over a decade ago and now deploys cellular and VoIP 9-1-1 service to operators nationwide.
- First to launch a full public text to 9-1-1 service with complete auto call routing capability. As of January 2016, TCS delivers text to 9-1-1 service to over 700 PSAPs across 38 states/territories.
- TCS' solutions for connected mobility securely connect vehicles, people, cameras and other sensors to enhance operational efficiency, safety and security beyond what has ever been imaginable. With Connected Mobility, organizations have instant access to real-time information critical to their mission.

Jay F. Whitehurst - TCS Senior Vice President



Senior Vice President and Commercial Software Group President Jay Whitehurst provides the leadership for TeleCommunication Systems' (TCS) messaging, navigation, mhealth platform, location platform and application technologies.

Mr. Whitehurst joined TCS in 2011. He has extensive experience in all phases of executive leadership for global telecommunications companies. As chief operating officer of Movius Interactive, he developed new value-added services for Tier-1 wireless carriers and directed all day-to-day activities for the company's messaging and integrated mobile media applications portfolios. Prior to joining Movius, he served as president and general manager of the switching solutions group at Tekelec, a leading signaling, carrier soft switch and media gateway provider, where he directly managed business development, product lifecycle management, and research and development teams.

Mr. Whitehurst was a board member and executive vice president of sales, marketing and business development at Axes Technologies, which was acquired by Mahindra British Telecom, now Tech Mahindra. He also served in a variety of senior executive roles for Nortel, including executive vice president of wireless global operations and executive vice president and general manager of the DMS family of products.

Mr. Whitehurst completed the Advanced Management Program of the University of North Carolina's Kenan-Flagler Business School and earned a bachelor of science degree in industrial technology from Appalachian State University.

Dr. Keith Bhatia - Group Vice President, Mobility Solutions



As Group Vice President of Mobility Solutions, Dr. Keith Bhatia drives channel management and new business growth activities centered on the company's wireless data, navigation, telematics, location and application technologies, as well as its next generation commercial offerings.

Dr. Bhatia has more than 20 years of communications technology, sales and business development experience, with a strong background in both domestic and international operations. He has led the development of new products based on IP multimedia subsystems in the next generation media server and applications space.

Dr. Bhatia previously managed the direct sales, channel sales, new business acquisition, product management and technical sales operations at Neustar, Movius Interactive and ADC. While with those companies, he was responsible for building new products in the analytics, IP addressing, Communications Assistance for Law Enforcement Act (CALEA), next generation media server and applications space. He managed Movius' expansions into Latin America, the Middle East, Africa and Asia; drove new application opportunities by working with large tier-one groups such as Nextel International, Telefonica, Orascom, MTN, STC, Telenor (international), KDDI, NTT, Softbank and BT; and expanded the focus on Sprint, Qwest, AT&T and Verizon.

Earlier, as chief technology officer at IP Unity, Dr. Bhatia led IP Multimedia Subsystem (IMS)- and Rich Communication Suite (RCS)-based initiatives; managed the Global Partner Team; and forged channel partner relationships worldwide with industry heavyweights, including NSN, Huawei, Cisco and NEC.

Dr. Bhatia holds a doctor of business administration degree in telecommunications technological forecasting and substitution. He is sought out by the media as an industry expert, and has appeared in more than 15 articles since 1993, including six feature articles. Industry groups and other related organizations have sought him out to be a speaker/presenter at numerous events, including I3, VON, IEC and IEEE GLOBECOM.

Sameer Vuyyuru - Group Vice President and General Manager, Networking Platforms & Virtualized Applications



Sameer Vuyyuru brings twenty years' experience in cutting edge communications and related services across carrier and enterprise verticals to his role as group vice president and general manager of TeleCommunication Systems' (TCS') Networking Platforms and Virtualized Applications division. ABI Research reports that TCS is the global leader in precise Location- Based Services (LBS) infrastructure. The company's Platforms and Applications team is dedicated to enabling location-based services for the Internet of Things (IoT) platforms and precise location for high-growth markets, including financial services, connected car, mobile commerce and MDM applications. With the move to SDN and NFV, the team also leads cloud-based deployments of multiple traditional networking and telecommunications services. Mr. Vuyyuru joined TCS in 2014.

Mr. Vuyyuru has a history of driving solutions from concept to successful launch on a world-wide basis. He developed and led global multi-technology, multi-functional teams that garnered numerous successful customer design wins and product releases, including dominant positions in network timing, the creation of a worldwide terrestrial beacon system and IoT location and management platforms. He maintained full P&L responsibility for \$100M+ revenue businesses with consistent best-in-class operating margins and gross margins. Moreover, he has extensive expertise in customer, partner and team relationship building and has established an ecosystem of vendors, providers and suppliers to support product rollouts during his career.

Prior to TCS, Mr. Vuyyuru was senior vice president and general manager of Semtech Corporation's Advanced Communications Product Group. He also served as vice president of marketing for Semtech and assumed the role of CEO of acquired-company Sierra Monolithics. Before joining Semtech, he was the product line director for Intersil Corporation's High Speed Communications division. Mr. Vuyyuru's other relevant experiences include product line manager and design engineer for Texas Instruments.

Brian Salisbury - Vice President of Product Management, Location Applications



Mr. Salisbury has more than 30 years of experience in the wireless industry, with emphasis on mobile data and location based services. He has worked in many parts of the ecosystem, from semiconductor and device OEM's, to software solutions and mobile network operators. Having lived and worked in Silicon Valley since 1993, Mr. Salisbury has been actively involved in the evolution of connected solutions leading up to the present Internet of Things. As Vice President of Product Management at TCS, he is responsible for a range of LBS applications and an underlying platform that are used by mobile network operators, handset OEM's and automotive partners.