

Investor Kit Fourth Quarter and Full Year 2023

	FY 2020	FY 2021			FY 2022					FY 2023		
Cellebrite DI Ltd. Condensed and Consolidate	Yr Ended	Yr Ended		Quarte	r Ended		Yr Ended		Quarter	Ended		Yr Ended
(U.S. Dollars in thousands, except share and per sha	31-Dec	31-Dec	31-Mar	30-Jun	30-Sep	31-Dec	31-Dec	31-Mar	30-Jun	30-Sep	31-Dec	31-Dec
Revenue:												
Subscription services	\$ 100,614	\$ 120,889	\$ 36,361	\$ 36,446	\$ 39,385	\$ 43,698	\$ 155,890	\$ 47,367	\$ 50,512	\$ 54,150	\$ 57,722	\$ 209,751
Term-license	29,131	62,428	11,824	13,395	16,209	18,625	60,053	13,915	16,694	19,130	20,924	70,663
Total subscription	129,745	183,317	48,185	49,841	55,594	62,323	215,943	61,282	67,206	73,280	78,646	280,414
Other non-recurring*	42,136	34,169	5,972	4,200	7,407	3,666	21,245	2,918	1,972	4,185	4,486	13,561
Professional services	23,032	28,760	8,228	8,532	8,674	8,029	33,463	7,034	7,506	6,714	9,881	31,135
Total revenue	194,913	246,246	62,385	62,573	71,675	74,018	270,651	71,234	76,684	84,179	93,013	325,110
Cost of revenue:												
Subscription services	8,795	9,369	3.768	4,576	5,082	3,681	17,107	4.492	4,946	4,602	5,179	19,219
Term-license	1.709	2.299	250	178	7	50	485	2	-	4	-	6
Other non-recurring*	9,370	9,817	2.207	3,256	4,108	3,381	12,952	2,981	2,926	3,515	4.344	13,766
Professional services	18.005	21.072	4.758	5.088	5.337	5.019	20,202	4,931	5.159	4.757	5.393	20.240
Total cost of revenue	37,879	42,557	10,983	13,098	14,534	12,131	50,746	12,406	13,031	12,878	14,916	53,231
Total cost of revenue	07,077	42,007	10,700	10,070	14,004	12,101	50,740	12,400		12,070	14,710	50,201
Gross profit	157,034	203,689	51,402	49,475	57,141	61,887	219,905	58,828	63,653	71,301	78,097	271,879
Operating expenses:												
Research and development	54,377	65,541	19,576	19,675	21,635	19,734	80,620	21,131	21,053	20,451	21,751	84,386
Sales and marketing	61,305	76,389	23,259	24,892	25,567	23,669	97,387	27,601	26,745	26,873	29,594	110,813
General and administrative	31,445	47,937	10,513	10,507	11,024	8,810	40,854	9,960	11,232	10,498	11,753	43,443
Other	689	-					-					-
Total operating expenses	147,816	189,867	53,348	55,074	58,226	52,213	218,861	58,692	59,030	57,822	63,098	238,642
Operating (loss) income	9,218	13,822	(1,946)	[5,599]	(1,085)	9,674	1,044	136	4,623	13,479	14,999	33,237
Financial (expense) Income, net	2,179	68,483	56,400	38,466	25,422	[572]	119,716	[38,775]	[36,051]	[6,630]	[27,344]	(108,800
Income (loss) before taxes on income	11,397	82,305	54,454	32,867	24,337	9,102	120,760	[38,639]	[31,428]	6,849	[12,345]	[75,563
Tax [income] expense	5,616	10,909	[984]	[330]	(755)	2,024	[45]	1,966	920	349	2,302	5,537
Net Income (loss)	\$ 5,781	\$ 71,396	\$ 55,438	\$ 33,197	\$ 25,092	\$ 7,078	\$ 120,805	\$ [40,605]	\$ [32,348]	\$ 6,500	\$ [14,647]	\$ [81,100
Diluted net earnings (loss) per share	\$ (0.08)	\$ 0.44	\$ 0.27	\$ 0.17	\$ 0.13	\$ 0.04	\$ 0.59	\$ (0.21)	\$ (0.17)	\$ 0.03	\$ (0.08)	\$ (0.43)
Pro-forma weighted average number of shares												
used to compute diluted net earnings per share	123,696,624	161,538,579	196,142,739	192,133,157	193,188,295	192,786,615	195,393,558	186,338,076	188,130,294	204,394,330	194,440,674	190,154,549
Gross margin	80.6%	82.7%	82.4%	79.1%	79.7%	83.6%	81.3%	82.6%	83.0%	84.7%	84.0%	83.69
R&D % of total revenue	27.9%	26.6%	31.4%	31.4%	30.2%	26.7%	29.8%	29.7%	27.5%	24.3%	23.4%	26.09
S&M % of total revenue	31.5%	31.0%	37.3%	39.8%	35.7%	32.0%	36.0%	38.7%	34.9%	31.9%	31.8%	34.19
G&A % of total revenue	0.4%	19.5%	16.9%	16.8%	15.4%	11.9%	15.1%	14.0%	14.6%	12.5%	12.6%	13.49
Total Operating Expenses % of total revenues	75.8%	77.1%	85.5%	88.0%	81.2%	70.5%	80.9%	82.4%	77.0%	68.7%	67.8%	73.49
Operating margin	4.7%	5.6%	-3.1%	-8.9%	-1.5%	13.1%	0.4%	0.2%	6.0%	16.0%	16.1%	10.29
Tax rate	49.3%	13.3%	-2.3%	-1.0%	-3.1%	22.2%	0.0%	-5.1%	-2.9%	5.1%	-18.6%	-7.3%
Net margin	3.0%	29.0%	88.9%	53.1%	35.0%	9.6%	44.6%	-57.0%	-42.2%	7.7%	-15.7%	-24.9%
Note: This document should be read in conjunction with th	a Company's SEC E	iliano										

Note: This document should be read in conjunction with the Company's SEC Filings.

*Other non-recurring revenue is composed of hardware sales, usage fees and perpetual licenses, and was previously referred to "Perpetual license and other." Changing the name for this type of revenue reflects that perpetual license revenue has declined to relatively insignificant levels with hardware sales now representing the majority of this type of revenue.

•	Cell	ebrite

Subscription services \$ 100,614 \$ 120,889 \$ 36,361 \$ 36,446 \$ 393,885 \$ 4,2498 \$ 155,880 \$ 4,7347 \$ 50,512 \$ 54,110 \$ 57,722 \$ 7,775 \$ 1,1249 \$ 1,	:. Cellebrite	FY 2020	FY 2021			FY 2022					FY 2023				
Subscription services Subscription services Part P	Cellebrite DI Ltd. Condensed and Consolidate	Yr Ended	Yr Ended		Quarte	r Ended		Yr Ended	Quarter Ended						
Subscription services 29,131 19,268 13,088 13,088 13,088 13,089 13,098 13,0	(U.S. Dollars in thousands, except share and per sha	31-Dec	31-Dec	31-Mar	30-Jun	30-Sep	31-Dec	31-Dec	31-Mar	30-Jun	30-Sep	31-Dec	31-Dec		
Subscription services 29,111 42,226 13,295 13,395 14,698 13,095 13,095 13,095 13,095 13,095 13,095 14,694 19,120 29,024 12,025 13,095 13,095 13,095 13,095 13,095 13,095 13,095 13,095 13,095 13,095 13,095 13,095 14,694 19,120 29,024 19,005 19,0															
Term Consect 1.79.75 18.3.77 48.185 47.841 55.59.84 42.232 215.76 47.241			400,000					455.000			. F. 150	4 55.500	000 55		
Total culticrylinion 129.765 183.317 43.185 67.941 55.97 42.203 215.942 61.282 67.206 77.200 77.844 77.846 77.200 78.846 77.200 78.846 77.200 78.846 77.200 78.846 77.200 78.846 77.200 78.846 77.200 78.846 77.200 78.846 77.200 78.846 77.200 78.846 77.200 78.846 77.200 78.846 77.200 78.846 77.200 78.846 78.846 77.200 78.846 78.84													209,75		
Chiter non-recurring													70,66		
Professional services 23,032 28,760 8,228 8,532 8,074 8,079 33,463 7,034 7,506 6,716 9,881 Total revenue Subscription services 8,716 9,370 3,768 4,576 5,082 3,881 17,070 4,492 4,946 4,402 5,179 Other non-recurring* 9,370 9,813 2,189 3,256 4,576 5,082 3,881 17,070 4,492 4,946 4,402 5,179 Other non-recurring* 9,370 9,813 2,189 3,256 4,084 3,356 12,869 2,954 2,893 3,465 4,312 Total cost of revenue 37,576 4,278 10,737 12,799 14,180 11,786 49,462 12,809 12,603 12,431 14,405 Operating expenses 5,329 40,140 17,777 18,156 19,944 18,174													280,41		
Total revenue 194,913 246,246 62,385 62,373 71,475 74,018 270,451 71,224 76,684 84,179 93,013 Cost of revenue:													13,56		
Cost of revenue Subscription services 8,716 9,370 3,788 4,576 5,082 3,681 17,107 4,492 4,946 4,602 5,177 17 17 17 18 18 17 19 19 19 19 19 19 19													31,13		
Subscription services	Total revenue	194,913	246,246	62,385	62,573	71,675	74,018	270,651	71,234	76,684	84,179	93,013	325,11		
Subscription services	Cost of revenue														
Term-License		8.716	9.370	3.768	4.576	5.082	3.681	17.107	4.492	4.946	4.602	5.179	19,21		
Chem con-recurring												-	17,21		
Professional services 17,781 20,895 4,278 4,776 10,737 12,759 14,890 19,003 4,559 4,764 4,340 4,714 4,405						4 084			_			6312	13.64		
Total cost of revenue 37,576 42,178 10,737 12,759 14,180 11,786 49,482 12,007 12,603 12,431 14,405 Gross profit 157,337 204,068 51,648 49,814 57,495 62,232 221,189 59,227 64,081 71,748 78,608 Parallel													18,57		
Corporating expenses Comparing expense Comparing ex													51.44		
Comparating expenses: Research and development S0,329 S0,3	Total cost of referre	07,070	42,170	10,707	12,707	14,100	11,700	47,402	12,007	12,000	12,401	14,400	51,44		
Research and development 50,329 50,329 50,329 50,329 72,403 17,777 18,154 19,944 18,174 74,069 19,698 19,204 19,203 19,761 72,03 21,890 23,234 24,106 22,122 91,352 25,368 25,249 24,470 27,755 75,661 72,403 21,890 23,234 24,106 22,122 91,352 25,368 25,249 24,470 27,755 75,662 75,661	Gross profit	157,337	204,068	51,648	49,814	57,495	62,232	221,189	59,227	64,081	71,748	78,608	273,66		
Sales and marketing General and administrative 22.819 28.65 9.347 9.362 10.013 7.508 36.230 25.348 25.249 24.470 27.755 10.013 7.508 36.230 25.348 25.249 24.470 27.755 10.013 7.508 36.230 25.348 25.249 24.470 27.755 10.013 7.508 36.230 25.348 25.249 24.470 27.755 10.013 7.508 36.230 25.348 25.249 24.470 27.755 10.013 7.508 36.230 25.348 25.249 24.470 27.755 10.013 7.508 36.230 25.348 25.249 24.470 27.755 10.013 7.508 36.230 25.348 25.249 24.470 27.755 26.249 24.470 27.755 25.249 2	Operating expenses:														
General and administrative 22,819 28,656 9347 9.342 10.013 7.508 36,230 8.508 10.233 8.823 10.110 7.504 operating expresses 130,809 161,199 49,014 50,750 54,083 47,804 20,651 53,574 54,668 52,496 57,626 7.626	Research and development	50,329	60,140	17,777	18,154	19,964	18,174	74,069	19,698	19,204	19,203	19,761	77,86		
Total operating expenses 130,809 161,199 49,014 50,750 54,083 47,804 201,651 53,574 54,686 52,496 57,626 19,000 10,000	Sales and marketing	57,661	72,403	21,890	23,234	24,106	22,122	91,352	25,368	25,249	24,470	27,755	102,84		
Non-GAAP operating income (loss)	General and administrative	22,819	28,656	9,347	9,362	10,013	7,508	36,230	8,508	10,233	8,823	10,110	37,67		
Financial Income, net Income Ioss) before taxes on income 2,179 48,883 55,400 38,466 25,422 (572) 119,716 (38,775) (38,051) (6.630) (27,344) (11,052) (1	Total operating expenses	130,809	161,199	49,014	50,750	54,083	47,804	201,651	53,574	54,686	52,496	57,626	218,38		
Income I	Non-GAAP operating income (loss)	26,528	42,869	2,634	[936]	3,412	14,428	19,538	5,653	9,395	19,252	20,982	55,28		
Tax lincomel expense 5,616 10,009 1984 1330 1755 2,024 145 1,966 920 349 2,302 1,000	Financial Income, net					25,422	[572]	119,716	[38,775]		[6,630]	[27,344]	(108,80		
Income tax adjustment Income tax	Income (loss) before taxes on income	28,707	111,352	59,034	37,530	28,834	13,856	139,254	[33,122]	[26,656]	12,622	[6,362]	[53,51		
One time tax (income) expense 7,067 (1,825) -	Tax (income) expense												5,53		
Finance (income) expense Non-GAAP net income (loss) \$ 21,949 \$ 37,966 \$ 1,420 \$ (25) \$ 2,974 \$ 116,863 \$ 40,793 \$ 38,160 \$ 9,480 \$ 30,915 \$ 21,999 \$ 30,915 \$ 20,915 \$ 21,999 \$ 30,915 \$ 21,999 \$ 30,915 \$ 21,999 \$ 30,915 \$ 20,915 \$ 21,999 \$ 30,915 \$ 21,999 \$ 21,915 \$ 21,915 \$ 21,915 \$ 21,915 \$ 21,915 \$ 21,915 \$ 21,915	Income tax adjustment	[1,142]	[1,670]		506		516		1,194	131	[440]	(252)	63		
Non-GAAP net income (loss) \$ 21,949 \$ 37,966 \$ 1,420 \$ (25) \$ 2,974 \$ 15,315 \$ 19,884 \$ 6,899 \$ 10,715 \$ 21,313 \$ 21,999 \$ 10,715 \$ 21,399 \$ 21,399 \$ 10,715 \$ 21,313 \$ 21,999 \$ 10,715 \$ 21,399 \$ 21,399 \$ 21,399 \$ 10,715 \$ 21,399		-							-				-		
Diluted net earnings (loss) per share \$ 0.18 \$ 0.24 \$ 0.01 \$ (0.00) \$ 0.01 \$ 0.08 \$ 0.10 \$ 0.03 \$ 0.05 \$ 0.10 \$ 0.11 \$ Pro-forma weighted average number of shares used to compute diluted net earnings per share 123,696,624 161,538,579 196,142,739 192,133,157 193,188,295 192,786,615 195,393,558 186,338,076 199,704,722 204,394,330 207,110,826 206 Gross margin 80.7% 82.9% 82.8% 79.6% 80.2% 84.1% 81.7% 83.1% 83.6% 85.2% 84.5% 24.4% 28.5% 29.0% 27.9% 24.6% 27.4% 27.7% 25.0% 22.8% 21.2% 28.5% 29.4% 35.1% 37.1% 33.6% 29.9% 33.8% 35.5% 32.9% 29.1% 29.8% 29.4% 35.1% 15.0% 16.0% 10.1% 13.4% 11.9% 13.3% 10.5% 10.9% 10.1%		-											119,34		
Pro-forms weighted average number of shares used to compute diluted net earnings per share 123,696,624 161,538,579 194,142,739 192,133,157 193,188,295 192,786,615 195,393,558 186,338,076 199,704,722 204,394,330 207,110,826 206 207,110,826 208,580 R&D % of total revenue 25,8% 24,4% 28,5% 29,5% 29,4% 35,1% 37,1% 33,6% 29,9% 33,8% 36,6% 32,9% 29,1% 29,8% 29,1% 29,8% 29,8% 20,1% 31,1% 31,1% 31,1% 32,1% 33,6% 32,9% 33,8% 36,6% 32,9% 33,8% 36,6% 32,9% 33,8% 36,6% 32,9% 33,8% 36,6% 32,9% 33,8% 36,6% 32,9% 33,8% 36,6% 32,9% 31,1% 31,	Non-GAAP net income (loss)	\$ 21,949	\$ 37,966	\$ 1,420	\$ (25)	\$ 2,974	\$ 15,315	\$ 19,684	\$ 6,899	\$ 10,715	\$ 21,313	\$ 21,999	\$ 60,92		
used to compute diluted net earnings per share 123,696,624 161,538,579 196,142,739 192,133,157 193,188,295 192,786,615 195,393,558 186,338,076 199,704,722 204,394,330 207,110,826 208 Gross margin 80.7% 82.9% 82.8% 79.6% 80.2% 84.1% 81.7% 83.1% 83.6% 85.2% 84.5% S&M % of total revenue 25.8% 24.4% 28.5% 29.9% 27.9% 24.6% 27.7% 25.0% 22.8% 21.2% 6&A % of total revenue 11.7% 11.6% 15.0% 15.0% 14.0% 10.1% 13.4% 11.9% 13.3% 10.9% 10.9% Total Operating Expenses % of total revenues 67.1% 65.5% 78.6% 81.1% 75.5% 64.6% 74.5% 75.2% 71.3% 62.4% 62.0% Operating margin 13.6% 17.6% 4.2% -1.5% 4.8% 19.5% 7.2% 7.9% 12.3% 22.9% 22.6% Tax rate 23.5% 17.6% -4.0% -2.2% -1.1% 10.9% -1.5% -2.3% -3.0% 6.3% -4.01%	Diluted net earnings (loss) per share	\$ 0.18	\$ 0.24	\$ 0.01	\$ (0.00)	\$ 0.01	\$ 0.08	\$ 0.10	\$ 0.03	\$ 0.05	\$ 0.10	\$ 0.11	\$ 0.2		
used to compute diluted net earnings per share 123,696,624 161,538,579 196,142,739 192,133,157 193,188,295 192,786,615 195,393,558 186,338,076 199,704,722 204,394,330 207,110,826 208 Gross margin 80.7% 82.9% 82.8% 79.6% 80.2% 84.1% 81.7% 83.1% 83.6% 85.2% 84.5% S&M % of total revenue 25.8% 24.4% 28.5% 29.9% 27.9% 24.6% 27.7% 25.0% 22.8% 21.2% 6&A % of total revenue 11.7% 11.6% 15.0% 15.0% 14.0% 10.1% 13.4% 11.9% 13.3% 10.9% 10.9% Total Operating Expenses % of total revenues 67.1% 65.5% 78.6% 81.1% 75.5% 64.6% 74.5% 75.2% 71.3% 62.4% 62.0% Operating margin 13.6% 17.6% 4.2% -1.5% 4.8% 19.5% 7.2% 7.9% 12.3% 22.9% 22.6% Tax rate 23.5% 17.6% -4.0% -2.2% -1.1% 10.9% -1.5% -2.3% -3.0% 6.3% -4.01%	Pro-forma weighted average number of shares														
R&D % of total revenue 25.8% 24.4% 28.5% 29.0% 27.9% 24.6% 27.4% 27.7% 25.0% 22.8% 21.2% SAM % of total revenue 29.6% 29.4% 35.1% 37.1% 33.6% 29.9% 33.8% 35.6% 32.9% 29.1% 29.8% 29.8% 21.2% 52.0% 29.1% 29.8% 21.2% 52.0% 29.1% 29.8% 21.2% 52.0% 29.1% 29.1% 29.8% 21.2% 52.0% 29.1% 29.8% 21.2% 52.0% 29.1% 29.1% 29.8% 21.2% 52.0% 52		123,696,624	161,538,579	196,142,739	192,133,157	193,188,295	192,786,615	195,393,558	186,338,076	199,704,722	204,394,330	207,110,826	206,194,08		
S&M % of total revenue 29.6% 29.4% 35.1% 37.1% 33.6% 29.9% 33.8% 35.6% 32.9% 29.1% 29.8% 6&A % of total revenue 111.7% 11.6% 15.0% 15.0% 15.0% 10.1% 13.4% 11.9% 13.3% 10.5% 10.5% 10.9% 10.00 1	Gross margin	80.7%	82.9%	82.8%	79.6%	80.2%	84.1%	81.7%	83.1%	83.6%	85.2%	84.5%	84.2		
G&A % of total revenue 11.7% 11.6% 15.0% 15.0% 14.0% 10.1% 13.4% 11.9% 13.3% 10.5% 10.9% 10.10 10.1% 13.4% 11.9% 13.3% 10.5% 10.9% 10.1% 1	R&D % of total revenue	25.8%	24.4%	28.5%	29.0%	27.9%	24.6%	27.4%	27.7%	25.0%	22.8%	21.2%	24.0		
G&A % of total revenue 11.7% 11.6% 15.0% 15.0% 14.0% 10.1% 13.4% 11.9% 13.3% 10.5% 10.9% 10.10 perating Expenses % of total revenues 67.1% 65.5% 78.6% 81.1% 75.5% 64.6% 74.5% 75.2% 71.3% 62.4% 62.0% 02.00 perating margin 13.6% 17.4% 4.2% -1.5% 4.8% 19.5% 7.2% 7.9% 12.3% 22.9% 22.6% 13.6% 17.6% -4.0% -2.2% -1.1% 10.9% -1.5% -2.3% -3.0% 6.3% -40.1%	S&M % of total revenue	29.6%	29.4%	35.1%	37.1%	33.6%	29.9%	33.8%	35.6%	32.9%	29.1%	29.8%	31.6		
Total Operating Expenses % of total revenues 67.1% 65.5% 78.6% 81.1% 75.5% 66.6% 74.5% 75.2% 71.3% 62.4% 62.0% 0perating margin 13.6% 17.4% 4.2% -1.5% 4.8% 19.5% 7.2% 7.9% 12.3% 22.9% 22.6% Tax rate 23.5% 17.6% -4.0% -2.2% -1.1% 10.9% -1.5% -2.3% -3.0% 6.3% -40.1%							10.1%						11.6		
Operating margin 13.6% 17.4% 4.2% -1.5% 4.8% 19.5% 7.2% 7.9% 12.3% 22.9% 22.6% Tax rate 23.5% 17.6% -4.0% -2.2% -1.1% 10.9% -1.5% -2.3% -3.0% 6.3% -40.1%													67.2		
Tax rate 23.5% 17.6% -4.0% -2.2% -1.1% 10.9% -1.5% -2.3% -3.0% 6.3% -40.1%					-1.5%	4.8%							17.0		
45.00 4	Tax rate	23.5%	17.6%	-4.0%	-2.2%	-1.1%	10.9%	-1.5%	-2.3%	-3.0%	6.3%	-40.1%	-9.2		
Net margin 11.3% 15.4% 2.3% 0.0% 4.1% 20.7% 7.3% 9.7% 14.0% 25.3% 23.7%	Net margin	11.3%	15.4%	2.3%	0.0%	4.1%	20.7%	7.3%	9.7%	14.0%	25.3%	23.7%	18.7		

Note: This document should be read in conjunction with the Company's SEC Filings.

**Other non-recurring revenue is composed of hardware sales, usage fees and perpetual licenses, and was previously referred to "Perpetual license and other." Changing the name for this type of revenue reflects that perpetual license revenue has declined to relatively insignificant levels with hardware sales now representing the majority of this type of revenue.

:. Cellebrite	FY 2020	FY 2021	FY 2022		FY 2	2023	
Callabeita Dillad Condensed and Consulidated Balance Charte	Yo Forded	Yo Forded	Vo Forded		O		V- F- d- d
Cellebrite DI Ltd. Condensed and Consolidated - Balance Sheets (U.S. Dollars in thousands)	Yr Ended 31-Dec	Yr Ended 31-Dec	Yr Ended 31-Dec	31-Mar	Quarter Ended 30-Jun	30-Sep	Yr Ended 31-Dec
ASSETS	01 500	01 500	01 500				01 800
Current Assets							
Cash and cash equivalents	\$ 128,709	\$ 145,973	\$ 87,645	\$ 98,972	\$ 110,502	\$ 137,066	\$ 189,517
Marketable securities	-	· · ·	44,643	48,938	57,605	46,315	38,693
Restricted cash	5,137	-	-	-	-	-	-
Short-term deposits	108,928	35,592	51,335	54,740	69,151	80,359	74,713
Trade receivables Prepaid expenses and other current assets	66,324 7,439	67,505 12,818	78,761 17,085	69,594 20,259	61,194 22,185	69,559 24,476	77,269 26,400
Contract acquisition costs	2,979	4,813	6,286	6,377	5,946	5,325	5,550
Inventories	4,754	6,511	10,176	11,405	10,822	11,210	9,940
Total current assets	324,270	273,212	295,931	310,285	337,405	374,310	422,082
Non-current assets	5.15	4.050	4 504	0.455	0.500	7.550	5044
Other non-current assets Marketable securities	565	1,958	1,731 22,125	2,657 18,521	2,792 7,297	7,572 19,494	7,341 28,859
Deferred tax assets	7,372	9,800	12,511	11,894	11,997	9,601	7,024
Property and equipment, net	16,106	16,756	17,259	16,725	15,810	15,274	15,896
Intangible assets, net	6,611	11,228	11,254	10,458	9,618	11,155	10,594
Operating lease right-of-use assets, net	-	-	15,653	15,320	14,145	12,707	14,260
Goodwill Total non-current assets	9,463	26,829 66,571	26,829 107,362	26,829	26,829	26,829	26,829 110,803
Total Hon-current assets	,						
Total Assets	\$ 364,387	\$ 339,783	\$ 403,293	\$ 412,689	\$ 425,893	\$ 476,942	\$ 532,885
Liabilities, redeemable convertible preferred shares and shareholders' e	quity (deficiency)					
Current Liabilities							
Trade payables	\$ 4,727	\$ 9,546	\$ 4,612	\$ 4,918	\$ 4,991	\$ 7,985	\$ 8,282
Other accounts payable and accrued expenses Deferred revenues	49,112 105,543	54,044 122,983	45,453 152,709	37,198 157,903	35,618 158,942	43,494 170,659	44,845 195,725
Operating lease liabilities	105,543	122,983	5,003	4,723	4,955	4,700	4,972
Total current liabilities	159,382	186,573	207,777	204,742	204,506	226,838	253,824
Long-term Liabilities							
Other long term liabilities	6,557	9,539	5,394	5,577	5,047	5,080	5,515
Long-term deferred revenues	33,439	36,426	42,173	48,384	47,469	47,596	47,098
Restricted Sponsor Shares liability	-	44,712	17,532	28,574	37,625	40,272	47,247
Price Adjustment Shares liability	=	79,404	26,184	46,126	62,781	67,560	81,715
Derivative warrant liabilities Operating lease liabilities	=	56,478	20,015 10,353	29,824 10,105	42,278 8,631	44,332 7,322	54,117 9,157
Total long-term liabilities	39,996	226,559	121,651	168,590	203,831	212,162	244,849
•	\$ 199,378		\$ 329,428			\$ 439,000	\$ 498,673
Total Liabilities		\$ 413,132	Ф 327,428	\$ 373,332	\$ 408,337	φ 437,UUU	Ф 470,073
Redeemable convertible preferred shares	101,205	-	-			-	-
Shareholders' equity (deficiency) Share capital	* .	* _	* _	* _	* _	* _	* _
Additional paid-in capital	34,226	(153,072)	(125,624)	[119,061]	(108,166)	(95,155)	(84,896)
Treasury stock, NIS 0.00001 par value; 41,776 ordinary shares	(85)	(85)	(85)	[85]	(85)	(85)	(85)
Accumulated other comprehensive income	1,321	1,372	331	(135)	[483]	392	1,050
Retained earnings	28,342	78,436	199,243	158,638	126,290	132,790	118,143
Total shareholders' equity (deficiency)	63,804	[73,349]	73,865	39,357	17,556	37,942	34,212
Total liabilities, redeemable convertible preferred shares and shareholds	rs \$ 364,387	\$ 339,783	\$ 403,293	\$ 412,689	\$ 425,893	\$ 476,942	\$ 532,885

^{*} Less than US\$ 1.

Note: This document should be read in conjunction with the Company's SEC Filings.

Cellebrite	FY 2020	FY 2021					FY 2022			FY 2023		
Cellebrite DI Ltd. Condensed and Consolidated - Quarterly US GAAP Cash Flows	Yr Ended	Yr Ended		Quarte	r Ended		Yr Ended		Quarter	· Ended		Yr Ended
(U.S. Dollars in thousands - unaudited)	31-Dec	31-Dec	31-Mar	30-Jun	30-Sep	31-Dec	31-Dec	31-Mar	30-Jun	30-Sep	31-Dec	31-Dec
Cash flows from operating activities:												
Net income (loss)	\$ 5,781	\$ 71,396	\$ 55,438	\$ 33,197	\$ 25,092	\$ 7,078	\$ 120,805	\$ (40,605)	\$ [32,348]	\$ 6,500	\$ [14,647]	\$ (81,100)
Adjustments to reconcile net income to net cash provided by (used in) operating activities:												
Employees' stock option compensation and RSU's	7,271	6,480	2,858 17	3,605 (55)	3,458 (109)	3,787 (225)	13,708 (372)	4,457 (171)	4,600 (290)	4,881 (337)	5,060 (308)	18,998 (1,106)
Amortization of premium and discount and accrued interest on marketable securities Depreciation and amortization	5,879	7,091	2,112	2,257	2,305	2,520	9,194	2,447	2,569	2,380	2,615	10,011
Interest income from short term deposits	-	- 7,071	(62)	(137)	(167)	(318)	(684)	(684)	(1,713)	(1,845)	(3,495)	(7,737)
Deferred tax assets, net	(2,818)	(1,638)	[924]	(918)	[489]	[61]	(2,392)	560	(98)	2,373	2,290	5,125
Revaluation of derivative warrants	-	(11,967)	(17,083)	(13,938)	(5,817)	375	(36,463)	9,809	12,454	2,054	9,785	34,102
Remeasurement of Restricted Sponsor Shares liability	-	(17,635)	(13,506)	(8,606)	[6,449]	1,381	(27,180)	11,042	9,051	2,647	6,975	29,715
Remeasurement of Price Adjustment Shares liability Other	- 689	(38,271)	(25,759) -	(15,847) -	(12,825) -	1,211	(53,220)	19,942	16,655 -	4,779 -	14,155	55,531
(Increase) Decrease in trade receivables	(19,731)	(1,958)	7,015	(7,765)	(23,377)	11,242	(12,885)	9,627	8,490	(8,779)	(7,067)	2,271
Increase (Decrease) in deferred revenue	47,738	21,804	(5,916)	7,858	18,071	18,953	38,966	10,468	87	13,312	22,247	46,114
Decrease (Increase) in other non-current assets	335	(1,394)	(33)	166	=	94	227	(927)	(135)	(4,779)	231	(5,610)
(Increase) Decrease in prepaid expenses and other current assets	[339]	(8,304)	750	180	(2,191)	(4,431)	(5,692)	(3,637)	(1,987)	[1,412]	(2,175)	(9,211)
Changes in operating lease assets	-	-	=	-	=	4,667	4,667	1,367	1,333	1,438	224	4,362
Changes in operating lease liability	- (693)	- (1,798)	(1.077)	- (274)	- (1.0/2)	(5,955)	(5,955)	(1,562)	(1,400) 583	(1,564) (396)	330 1,281	(4,196) 243
(Increase) deacrease in inventories Increase (Decrease) in trade payables	(1,433)	4,155	(1,347) (352)	(5,421)	(1,247) 1,197	(812) (895)	(3,680) (5,471)	(1,225) 264	117	2,989	321	3,691
Increase (Decrease) in other accounts payable and accrued expenses	22,449	5,107	(11,085)	1,922	2,370	(2,060)	(8,853)	(8,879)	(862)	4,904	5,571	734
(Decrease) increase in other long-term liabilities	1,382	2,984	(2,660)	(297)	(378)	(808)	(4,143)	183	(530)	33	435	121
Net cash (used in) provided by operating activities	66,510	36,052	[10,537]	[4,073]	(556)	35,743	20,577	12,476	16,576	29,178	43,828	102,058
Cash flows from investing activities:												
Purchase of property and equipment	(6,181)	(5,111)	(2,305)	(1,571)	(1,630)	(1,391)	(6,897)	[1,064]	(825)	(1,082)	(2,260)	(5,231)
Purchase of Intangible assets	-	-	-	-	(400)	(1,788)	(2,188)	-	-	-	(2,687)	[2,687]
Investment in marketable securities	-	-	[29,276]	(31,409)	[19,426]	[9,253]	(89,364)	[16,352]	(10,653)	(15,000)	[13,312]	(55,317)
Proceeds from maturities of marketable securities	- (45.077)	- (00,000)	-	5,172	9,660	7,445	22,277	16,073	13,434	14,550	12,279	56,336
Payment related to business combination, net of cash acquired Assets acquisition	(15,046)	(20,000) (3,000)	=	=	-	_	-	-	-	-	=	-
Short term deposits, net	14,778	73,337	18,181	(784)	-	(32,456)	(15,059)	(2,721)	(12,698)	[9,363]	- 9,141	(15,641)
Net cash (used in) provided by investing activities	[6,449]	45,226	[13,400]	[28,592]	[11,796]	[37,443]	[91,231]	[4,064]	[10,742]	[10,895]	3,161	[22,540]
Cash flows from financing activities:												
Repurchase of common shares	(85)	_	_	-	-	=	_	_	_	-	_	_
Proceeds from recapitalization transaction, net	_	29,298	-	-	-	-	-	-	-	-	-	-
Payment of dividend	(10,000)	(100,000)	-	-	-	-	-	-	-	-	-	-
Exercise if public warranrts	-	-	-	5	-	-	5	-		-	-	-
Exercise of options to shares Proceeds from ESPP, net	1,492	2,305	3,627	1,056	6,618 680	1,327 657	12,628 1,337	2,106 624	5,079	8,130 686	3,827 703	19,142 2,623
Net cash provided by (used in) financing activities	(8,593)	[68,397]	3,627	1,061	7,298	1,984	13,970	2,730	5,689	8,816	4,530	21,765
Net (decrease) increase in cash and cash equivalents and restricted cash	51,468 695	12,881 (754)	(20,310) 56	(31,604) (2,430)	(5,054) (2,065)	284 2,795	(56,684) (1,644)	11,142 185	11,523 7	27,099 (535)	51,519 932	101,283 589
Net effect of Currency Translation on cash and cash equivalents Cash and cash equivalents and restricted cash at beginning of period	81,683	133,846	145,973	125,719	91,685	2,795 84,566	145,973	87,645	98,972	110,502	137,066	87,645
Cash and cash equivalents and restricted cash at end of period	\$ 133,846	\$ 145,973	\$ 125,719	\$ 91,685	\$ 84,566	\$ 87,645	\$ 87,645	\$ 98,972	\$ 110,502	\$ 137,066	\$ 189,517	\$ 189,517
Supplemental cash flow information:												
Cash paid for taxes	\$ 2,911	\$ 8,157	\$ 1,287	\$ 2,602	\$ 1,437	\$ 3.727	\$ 9.053	\$ 3,625	\$ 4.902	\$ 673	\$ 847	\$ 10,047
Purchase of property and equipment on suppliers' credit	\$ 172	\$ 814	\$ 133	\$ 88	\$ (79)	\$ -	\$ 142	\$ -	\$ -	\$ -	\$ -	\$ -
Purchase of intangible assets	\$ -	\$ -	\$ -	\$ -	\$ 171	\$ 493	\$ 664	\$ -	\$ -	\$ -	\$ -	\$ -

Note: This document should be read in conjunction with the Company's SEC Filings.

:: Cellebrite	FY 2020	FY 2021			FY 2022					FY 2023		
	112020	112021			112022					112020		
GAAP to Non-GAAP Reconciliations (U.S. Dollars in thousands, except share and per share data)	Yr Ended 31-Dec	Yr Ended 31-Dec	31-Mar	Quarte 30-Jun	r Ended 30-Sep	31-Dec	Yr Ended 31-Dec	31-Mar	Quarte 30-Jun	r Ended 30-Sep	31-Dec	Yr Ended 31-Dec
GAAP cost of revenues: Cost of revenues Less:	\$ 37,879	\$ 42,557	\$ 10,983	\$ 13,098	\$ 14,534	\$ 12,131	\$ 50,746	\$ 12,406	\$ 13,031	\$ 12,878	\$ 14,916	\$ 53,231
Dividend participation compensation Share based compensation expense Acquisition related costs	- 303	89 290	- 246	339	- 354	345	1,284	- 386 13	- 414 14	- 435 12	- 498 13	- 1,733 52
Non-GAAP cost of revenues	\$ 37,576	\$ 42,178	\$10,737	\$12,759	\$14,180	\$11,786	\$ 49,462	\$ 12,007	\$ 12,603	\$ 12,431	\$ 14,405	\$ 51,446
GAAP gross profit: Gross Profit	# 157 00/	\$ 203,689	\$ 51,402	\$ 49,475	\$ 57,141	f /1 007	\$ 219,905	4 FA 000	\$ 63,653	A 71 001	\$ 78,097	\$ 271,879
Dividend participation compensation Share based compensation expense	\$ 157,034 - 303	\$ 203,689 89 290	\$ 51,402 - 246	339	\$ 57,141 - 354	\$ 61,887 - 345	1,284	\$ 58,828 - 386	\$ 63,653 - 414	\$ 71,301 - 435	\$ 78,097 - 498	1,733
Acquisition related costs Non-GAAP gross profit	\$ 157,337	\$ 204,068	\$51,648	\$ 49,814	\$57,495	\$62,232	\$ 221,189	13 \$ 59,227	\$ 64,081	12 \$ 71,748	13 \$ 78,608	\$ 273,664
GAAP operating expenses:												
Operating expenses Less:	\$ 147,816	\$ 189,867	\$ 53,348	\$ 55,074	\$ 58,226	\$ 52,213	\$ 218,861	\$ 58,692	\$ 59,030	\$ 57,822	\$ 63,098	\$ 238,642
One time expense Issuance expenses Dividend participation compensation	1,519	11,834 877	-	-	-	-	-	- - -	[345]	-	-	(345)
Share based compensation expense Amortization of intangible assets	6,968 1,289	6,190 1,972	2,612 664	3,266 664	3,104 664	3,442 834	12,424 2,826	4,071 796	4,186 840	4,446 840	4,562 871	17,265 3,347
Acquisition related costs Capital loss from FA disposal Non-GAAP operating expenses	6,542 689 \$ 130,809	7,795 - \$ 161,199	1,058 - \$49,014	394 - \$50,750	375 - \$54,083	133 - \$47,804	1,960 - \$ 201,651	251 - \$ 53,574	[337] - \$ 54,686	\$ 52,496	39 - \$ 57,626	-7 - \$ 218,382
Non-GAAP operating expenses								\$ 55,574				
GAAP operating income (loss) One-time expense Issuance expenses	\$ 9,218 1,519	\$ 13,822 - 11,834	\$ (1,946) -	\$ [5,599] -	\$ (1,085) -	\$ 9,674 -	\$ 1,044	\$ 136 -	\$ 4,623 [345]	\$ 13,479 -	\$ 14,999 -	\$ 33,237 (345)
Dividend participation compensation Share based compensation expense	- 7,271	966 6,480	- 2,858	3,605	- 3,458	3,787	- 13,708	4,457	4,600	4,881	5,060	- 18,998
Amortization of intangible assets Acquisition related costs Capital loss from FA disposal	1,289 6,542 689	1,972 7,795 -	664 1,058 -	664 394 -	664 375 -	834 133 -	2,826 1,960 -	796 264 -	840 [323] -	840 52 -	871 52 -	3,347 45
Non-GAAP operating income (loss)	\$ 26,528	\$ 42,869	\$ 2,634	\$ (936)	\$ 3,412	\$14,428	\$ 19,538	\$ 5,653	\$ 9,395	\$ 19,252	\$ 20,982	\$ 55,282
GAAP net income (loss) One-time expense	\$ 5,781 1,519	\$ 71,396 -	\$ 55,438 -	\$ 33,197 -	\$ 25,092	\$ 7,078 -	\$ 120,805 -	\$ (40,605) -	\$ [32,348] -	\$ 6,500 -	\$ [14,647] -	\$ [81,100] -
One-time tax (income) expense Issuance expenses Dividend participation compensation	-	7,067 11,834 966	(1,825) - -	-	(543) - -	- - -	(2,368)	= = =	[345]	- - -	- - -	(345)
Share based compensation expense Amortization of intangible assets Acquisition related costs	7,271 1,289 6,542	6,480 1,972 7,795	2,858 664 1,058	3,605 664 394	3,458 664 375	3,787 834 133	13,708 2,826 1,960	4,457 796 264	4,600 840 [323]	4,881 840 52	5,060 871 52	18,998 3,347 45
Capital loss from FA disposal Income tax expense	689 [1,142]	- (1,670)	(425)	<u>-</u> 506	- [981]	516	(384)	- 1,194	- 131	- [440]	[252]	- 633
Finance expenses (income) Non-GAAP net income (loss)	\$ 21,949	\$ 37,967	\$ 1,420	\$ [25]	\$ 2,974	\$15,315	[116,863] \$ 19,684	\$ 6,899	38,160 \$ 10,715	9,480 \$ 21,313	30,915 \$ 21,999	119,348 \$ 60,926
GAAP net income (loss) Financial (Income) expense	\$ 5,781 [2,179]	\$ 71,396 (68,483)	\$ 55,438 (56,400)	\$ 33,197 [38,466]	\$ 25,092 (25,422)	\$ 7,078 572	\$ 120,805 [119,716]	\$ (40,605) 38,775	\$ (32,348) 36,051	\$ 6,500 6,630	\$ [14,647] 27,344.0	\$ [81,100] 108,800
Tax expense (income) Depreciation and amortization One-time expense	5,616 5,879	10,909 7,007	(984) 2,112	[330] 2,257	(755) 2,305	2,024 2,520	(45) 9,194	1,966 2,447	920 2,569	349 2,380	2,302.0 2,615.0	5,537 10,011
Issuance expenses Dividend participation compensation	1,519 - -	11,835 966	-	-	-	-	-	-	[345]	-	-	(345)
Share based compensation expense Acquisition related costs Capital loss from FA disposal	7,271 6,542 689	6,480 7,795	2,858 1,058 -	3,605 394 -	3,458 375 -	3,787 133 -	13,708 1,960 -	4,457 264 -	4,600 [323] -	4,881 52 -	5,060.0 52.0 -	18,998 45
Adjusted EBITDA Adjusted EBITDA margin	\$ 31,118 16.0%	\$ 47,905 19.5%	\$ 4,082 6.5%	\$ 657 1.0%	\$ 5,053 7.0%	\$16,114	\$ 25,906 9.6%	\$ 7,304 10.3%	\$ 11,124 14.5%	\$ 20,792 24.7%	\$ 22,726	\$ 61,946 19.1%



FY 2020 FY 2021 FY 2022 FY 2023 Cellebrite DI Ltd. - Revenues mix Yr Ended Yr Ended Quarter Ended Yr Ended Quarter Ended Yr Ended (U.S. Dollars in thousands - unaudited) 31-Dec 31-Dec 31-Mar 30-Jun 30-Sep 31-Dec 31-Dec 31-Mar 30-Jun 30-Sep 31-Dec 31-Dec Revenue by geography: Americas \$ 100,835 \$ 126,929 \$ 30,929 \$ 32,443 \$ 41,756 \$ 36,795 \$ 141,923 \$ 37,438 \$ 39,785 \$ 48,273 \$ 46,658 \$ 172,154 EMEA 65,807 88,472 23,014 19,623 21,116 29,026 92,779 25,960 26,181 25,952 34,154 112,247 APAC 30,845 10,507 8,803 8,197 35,949 10,718 9,954 40,709 28,271 8,442 7,836 12,201 \$ 194,913 \$ 246,246 \$ 62,385 \$ 62,573 \$ 71,675 \$ 74,018 \$ 270,651 \$ 71,234 \$ 76,684 \$ 84,179 \$ 93,013 \$ 325,110 Total revenue Revenue % of total: Americas 51.79 51.5% 49.6% 51.8% 58.3% 49.7% 52.4% 52.6% 51.9% 57.3% 50.2% 53.0% EMEA 35.9% 36.9% 31.4% 29.5% 39.2% 34.3% 36.4% 34.1% 30.8% 36.7% 34.5% 33.8% APAC 14.5% 12.5% 13.5% 16.8% 12.3% 11.1% 13.3% 11.0% 14.0% 11.8% 13.1% 12.5% Total revenue 100.0% 100.0% 100.0% 100.0% 100.0% 100.0% 100.0% 100.0% 100.0% 100.0% 100.0% 100.0% Annual recurring revenue (in millions) 137 187 201 214 232 249 249 261 274 295 316.00 316 73 101 110 122 128 128 136 158 America 96 143 166 166 EMEA 47 75 77 82 93 93 95 98 102 114 69 114 APAC 17 22 25 27 28 28 28 30 33 35 36 36 Recurring revenue net dollar-based retention rate 142% 137% 128% 128% 129% 130% 130% 128% 125% 125% 125% 125% Note: This document should be read in conjunction with the Company's SEC Filings.