

Investor Presentation

April 2021

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Important Information About the Business Combination and Where to Find It

In connection with the proposed business combination, TWC II intends to file a registration statement on Form F-4 (the "Registration Statement") with the U.S. Securities and Exchange Commission (the "SEC"), which will include a proxy statement/prospectus, and certain other related documents, to be used at the meeting of TWC II stockholders to approve the proposed business combination. Investors and security holders of TWC II are urged to read the proxy statement/prospectus, any amendments thereto and other relevant documents that will be filed with the SEC carefully and in their entirety when they become available because they will contain important information about Cellebrite, TWC II and the proposed business combination. Investors and security holders will also be able to obtain copies of the Registration Statement and other documents on the proposed business combination and the parties to the business combination once such documents are filed with the SEC, without charge, at the SEC's web site at www.sec.gov, or by directing a request to: avital.futterman@cellebrite.com, or by calling +972-73-394-8235.

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Participants in the Solicitation

TWC II and its directors and executive officers, under SEC rules, may be deemed participants in the solicitation of proxies from TWC II's stockholders with respect to the proposed business combination. A list of the names of those directors and executive officers and a description of their interests in TWC II is contained in the final prospectus for TWC II's initial public offering, which was filed with the SEC on September 11, 2020, and is available free of charge at the SEC's web site at www.sec.gov, or by directing a request to: avital.futterman@cellebrite.com, or by calling +972-73-394-8235. Additional information regarding the interests of such participants will be set forth in the Registration Statement for the proposed business combination when available. Each of Cellebrite and its directors, executive officers and other members of its management and employees, under SEC rules, may also be deemed to be participants in the solicitation of proxies from the stockholders of TWC II in connection with the proposed business combination. A list of the names of such directors and executive officers and information regarding their interests in the business combination will be contained in the Registration Statement for the business combination when available.

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This presentation includes non-GAAP financial measures. TWC II and Cellebrite believe that these non-GAAP measures are useful to investors for two principal reasons. First, they believe these measures may assist investors in comparing performance over various reporting periods on a consistent basis by removing from operating results the impact of items that do not reflect core operating performance. Second, these measures are used by Cellebrite's management to assess its performance. TWC II and Cellebrite believe that the use of these non-GAAP financial measures provides an additional tool for investors to use in evaluating ongoing operating results and trends. These non-GAAP measures should not be considered in isolation from, or as an alternative to, financial measures differently, and therefore such financial measures may not be directly comparable to similarly titled measures of other companies. In a such information and data may not be included in, may be adjusted in or may be presented differently in any proxy statement or registration statement to be filed by TWC II with the SEC. A reconciliation of certain of these non-GAAP financial measures to their most comparable GAAP measure is set forth in a table included at the end of this presentation.

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This Investor Presentation contains projected financial information with respect to Cellebrite. Such projected financial information constitutes forward-looking information, is for illustrative purposes only and should not be relied upon as necessarily indicative of future results. The assumptions and estimates underlying such projected financial information are inherently uncertain and subject to a wide variety of significant business, economic, competitive and other risks and uncertainties that could cause actual results to differ materially from those contained in the projected financial information. See "Forward Looking Statements and Investment Considerations" paragraph below. Actual results may differ materially from the results contemplated by the projected financial information contained in this Investor Presentation, and the inclusion of such information in this Investor Presentation should not be regarded as a representation by any person that the results reflected in such projections will be achieved. Neither the independent registered public accounting firm of Cellebrite audited, reviewed, compiled, or performed any procedures with respect to the projections for the purpose of their inclusion in this Investor Presentation, and, accordingly, neither of them expressed an opinion or provided any other form of assurance with respect thereto for the purpose of this Investor Presentation.

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This presentation also contains forward-looking statements, which may be identified by such words as "may", "should", "would", "plan", "intend", "expect", "believe", "anticipate", "estimate", "predict", "potential", "seem", "seem", "seem", "seem", "future", "will", "outlook", or other similar expressions, words or phrases, or by their context. These statements include statements regarding the industry in which the combined companies will operate, future events, the proposed transactions between TWC II and Cellebrite, the estimated or anticipated future results and benefits of the combined company following the transaction, including the likelihood and ability of the parties to successfully consummate the proposed transaction, future opportunities for the combined company, and other statements that are not historical facts. These statements are made on the basis of current knowledge and current expectations of TWC II and Cellebrite management and, by their nature, involve numerous assumptions and uncertainties and are not predictions of actual performance. Nothing set forth herein should be regarded as a representation, warranty, or prediction that TWC II or Cellebrite will achieve or are likely to achieve any particular future result.

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- The impact of pending and future litigation and governmental investigations and inquiries;
- Changes in U.S. federal, U.S. state, and non-U.S. laws and regulations, their interpretation, their enforcement, or the regulatory climate applicable to our business, and their impact on our ability to operate our business;
- Errors, failures, defects or bugs in our products, which could expose us to financial and legal harm and adversely affect our operating results and growth prospects;
- The loss of one or more members of TWC II or Cellebrite management teams;
- Failure to realize the anticipated benefits of the transaction, including as a result of a delay in consummating the transaction or a delay or difficulty in integrating the business of TWC II and Cellebrite;
- The transition to becoming a public company, resulting increases in legal, accounting and compliance expenses, and the impact of our public financial and other disclosures on our negotiations and arrangements with key counterparties;
- Those discussed in TWC II's final prospectus relating to the initial public offering filed with the SEC on September 11, 2020 under the heading "Risk Factors" and other documents of TWC II on file with the SEC or in the Registration Statement that will be filed with the SEC by TWC II.

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Team and presenters



Yossi Carmil Chief Executive Officer



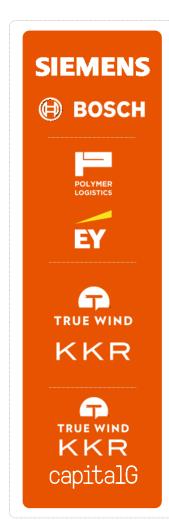
Dana Gerner
Chief Financial Officer



Adam Clammer Founding Partner, True Wind Capital



Brandon Van Buren
Partner, True Wind Capital



- Spent 17 years with Cellebrite, 16 as Chief Executive Officer
- Prior to Cellebrite, served as Director of Sales for ITS Telecom and VP Commercial for Siemens
- Serves on the Board of the US-Israeli Chamber of Commerce and Industry
- Holds an MBA from the Ludwig-Maximilians University in Munich, Germany
- Spent 6 years with Cellebrite as Chief Financial Officer
- Prior to Cellebrite, served as CFO and then President for Polymer Logistics
- Holds a Masters degree from the Swinburne University of Technology
- Founding Partner of True Wind Capital. Former Founder and Head of KKR Global Technology Group
- Board experience includes LPRO, AVGO, GDDY, NXPI, JAZZ, AEPI, MDTH, EK and many private companies
- Holds an MBA from Harvard Business School
- Partner at True Wind Capital. Former investment professional at Google Capital and KKR
- Serves on the Boards of LRPO and ZIXI
- Holds an MBA from Harvard Business School



Investment highlights















Cellebrite is the clear market leader with 99% win rate within digital intelligence

Massive \$12B+ market opportunity for digital intelligence ("DI") solutions with major secular tailwinds supporting continued growth

Unique mission critical end-to-end digital intelligence platform that serves the world's leading government agencies and enterprises at each stage of the investigative lifecycle

Rapidly growing Enterprise opportunity with segment revenue projected to double by 2023

Fragmented landscape of point solutions with numerous actionable targets and significant resources to support execution of highly strategic M&A thesis

World class, mission driven management team with deep industry expertise

Compelling financial profile with ~50% ARR growth and 140%+ ARR net retention in 2020A; attractive valuation of 6.4x 2022E revenue represents a 40%+ discount to median of public comparables

Cellebrite

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Cellebrite

Our mission is to protect and save lives, accelerate justice and preserve privacy in global communities



World's leading provider of DI for investigations

Highlights



Undisputed leader in investigative Digital Intelligence ("DI")



Technology makes data accessible, digestible and actionable



Top research team built from elite Israeli intelligence units



6,700 customers across federal, state, local and enterprise



High visibility recurring revenue business model with best-in-class growth and margin profile

Cellebrite by the numbers

\$12B+ TAM (2023)

~\$200M

ARR (2021E)

99%

Win Rate¹

~80% Gross Margin² ~50%

ARR Growth (2020A)

140%+

ARR
Net Dollar Retention³

~20% EBITDA Margin²



¹ Denoted as won opportunities/actual opportunities where actual opportunities equal total opportunities less opportunities canceled due to customer loss of budget.

² For the year ended of December 31, 2020.

 $^{^3}$ As of December 31, 2020.

Figures presented are non-GAAP financial measures. Please reference audited financials for historical GAAP financials.

Cellebrite empowers the world's leading government agencies and enterprises



Federal

100+ North American Federal Accounts

14 of 15 U.S Cabinet Executive Departments



25 of 27 member E.U. National Police



State & Local

2,700+ North American State and Local Accounts

50 of 50 U.S. States

Police Departments at 20 of Largest 20 U.S. Cities

Police Departments at 11 of Largest 20 Cities Globally



Enterprise

9 of Top 10 6 of Top 10 Accounting Firms Pharma Companies

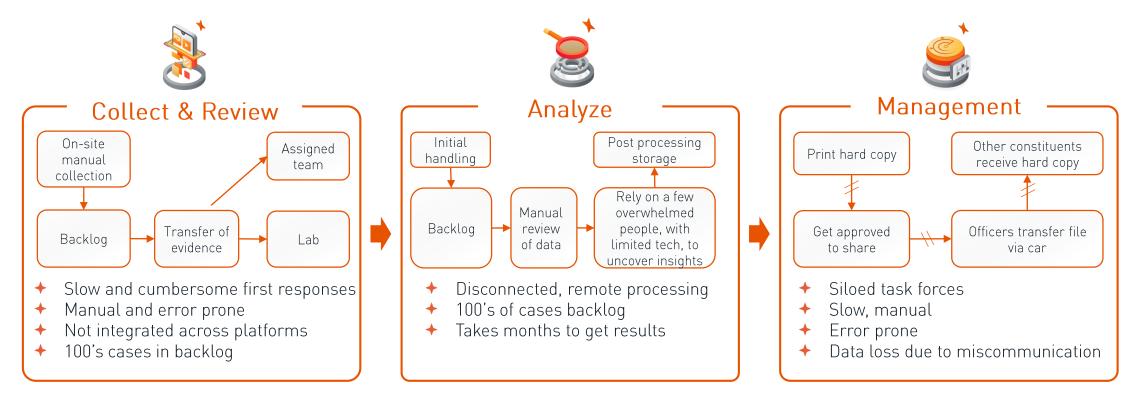
8 of Top 10 U.S. 5 of Top 10 Commercial Banks Auto Manufacturers

6 of Top 10 6 of Top 10 Petroleum Refiners Telecom companies

> 9 of Top 10 U.S. Software Companies



Investigations today are manual, slow, and siloed



Loss of critical evidence, slow time-to-insight and inefficient cross department collaboration

Criminal cases are solved inefficiently or not solved at all



Cellebrite delivers a comprehensive DI software platform



COLLECT & REVIEW

Fast and Automated approach to capturing data from digital sources



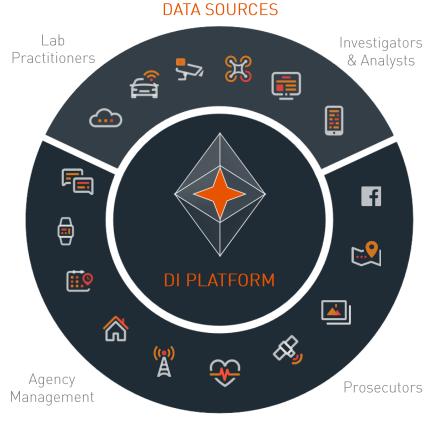
ANALYZE

Processing the data fast with advanced analytics and Al



MANAGE

Breaking down silos and enabling collaboration



OUTCOMES

Accelerated investigations

Increased crime clearance rates

Earning community confidence

Protecting data privacy

DATA TYPES

Empowering Chiefs of Investigations & Intelligence with end-to-end investigative platform



Collect & Review solution overview

Value Proposition: Capture critical investigative data from digital sources

Key Functions

Extract, decode and review data from the most digital sources

- Unlock / bypass security
- Apps, locations, media, messaging

Key Benefits

- Deep & thorough extraction of evidentiary data
- Broadest range of device & profile support
- Unsurpassed decoding
- Powerful review

Growth Vectors

Cross-sell / upsell new and expanded offerings: Premium, Remote Collection

Target users

Examiner, Investigator

Example Digital Sources

Smartphones, Laptops, Memory sticks, GPS devices, Cloud & Social Media, Vehicles, Drones



Analyze solution overview

Value Proposition: Automates and accelerates analysis of investigative data and the delivery of insights

Key Functions

- Al-based investigative analytics solutions help investigative teams fuse and enrich data:
 - Enables seamless automation of analysis
 - Accelerates data management and delivery of insights
 - Provides visualization of suspect journey
- ★ Recent introductions to Analyze portfolio:
 - Enterprise-grade functionality updates, enhanced UX/AI

Key Benefits

- ★ Expedites time-to-evidence in investigations
- Automatically surfaces formatives leads and actionable insights
- → Accelerates time-to-evidence by up to 30x

Growth Vectors

Upsell existing offering (Pathfinder) to customer base / new buying centers

Extension of Investigative Analytics offerings (SaaS, Crypto, Early Case Assessment)

Target users

Examiner, Investigator, Analyst



Manage solution overview

Value Proposition: Provides orchestration of investigative workflows

Key Functions

- Manage deployment & utilization of solutions
- Define and enforce permissions & access control
- Store and share investigative data
- Oversight dashboards

Key Benefits

- Saves time and cuts operational costs
- → Provides operational visibility & control

Growth Vectors

Expand within existing customer base of leading public safety agencies

Target users

Investigation administrator, Agency management



A platform for delivering social good

Cellebrite is a powerful platform...

...making sure it's used appropriately is of paramount importance to our mission

Corporate policies & governance

- Monitoring and policy administration conducted by inhouse compliance and outside counsel
- Board-level oversight by ethics committee
- Prioritize a human-rights based approach

Built-in technology controls

- Platform designed to protect privacy and prevent misuse of IP
- Products provide for termination of license and/or blocking software updates in case of misuse

Regulatory adherence

- Strict adherence to all relevant Israeli, US and E.U. regulations and controls
- Information systems proactively restrict engagement with sanctioned companies and banned countries

Contractual conditions

- Contracts address ethics, privacy and human rights
- Legally-sanctioned investigations only, geographically limited
- Customers are strictly prohibited from reselling to unidentified end customers



Cellebrite

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Digital evidence is rapidly proliferating

★ The "explosion" in digital evidence is driven by:



Growth in the volume of digital devices



Growth in the amount of data per device

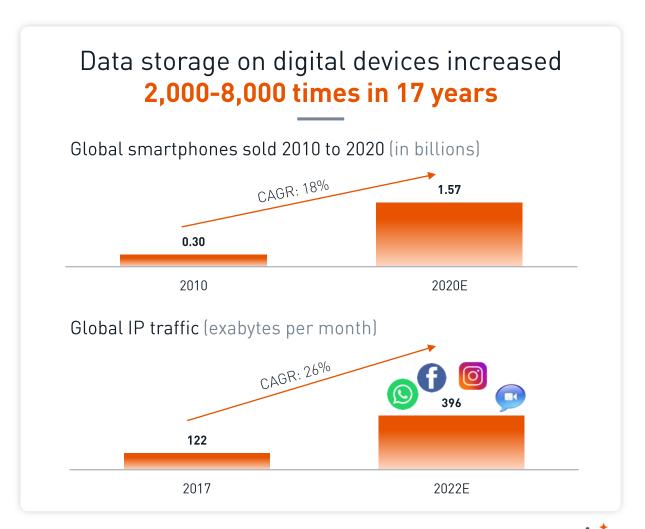


Growth in number of exhibits per case



A suspect may have 8 smartphones around the house, sometimes the investigators collect so many devices we need to meet in order to strategize.





Explosion in digital evidence is transforming public safety



Digital evidence plays a critical role in the judicial system



Digital transformation in public safety is complex and leads to resources / capabilities being pushed to the field



Transformation starts at large agencies and gradually expands towards medium and small agencies

59%

Investigative cases containing Digital evidence



We use UFED in 100% of our homicide cases.

– Head of Homicide Dept. (major Federal agency)



60-70%

Medium and large agencies¹ have acquired some type of investigative analytics system

5%

Analytical potential utilized by medium and large agencies¹



Public safety's digital transformation will drive meaningful growth across our suite of solutions





Analyze



Collect & Review

- Proliferation of digital sources
- Exponential growth in data volume
- Increased difficulty to access data
- Complexity and variety of data sources

- Increased need for automated fusing and
- Refined algorithms to digest and surface leads

enriching of growing data sets

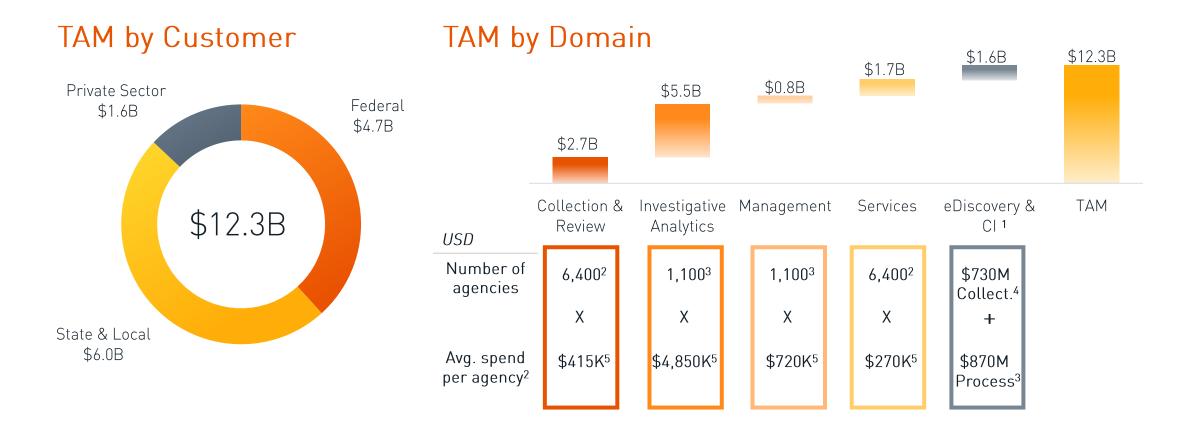
- Broader necessity of the visualization of the suspect journey
- More complex relationships amongst digital data sources needed to solve crimes

- Manage
- Complexity of investigations creates need for digital collaboration
- Increasing need to define and enforce permissions / access control across agencies and geographies
- The need for centralized storage (support sharing, workstreams, etc.)

Cellebrite's end-to-end Digital Intelligence platform is uniquely positioned to meet evolving customer needs



Massive digital intelligence market – \$12B+ TAM in 2023



Sources: Cellebrite proprietary research 2020.

¹ Corporate investigations.

³ Assumes Tier 3 agencies do not purchase analytics tools.

⁴ Refers to software solutions only.



² 250 Tier 1 agencies, 850 Tier 2 agencies and 5,300 Tier 3 agencies.

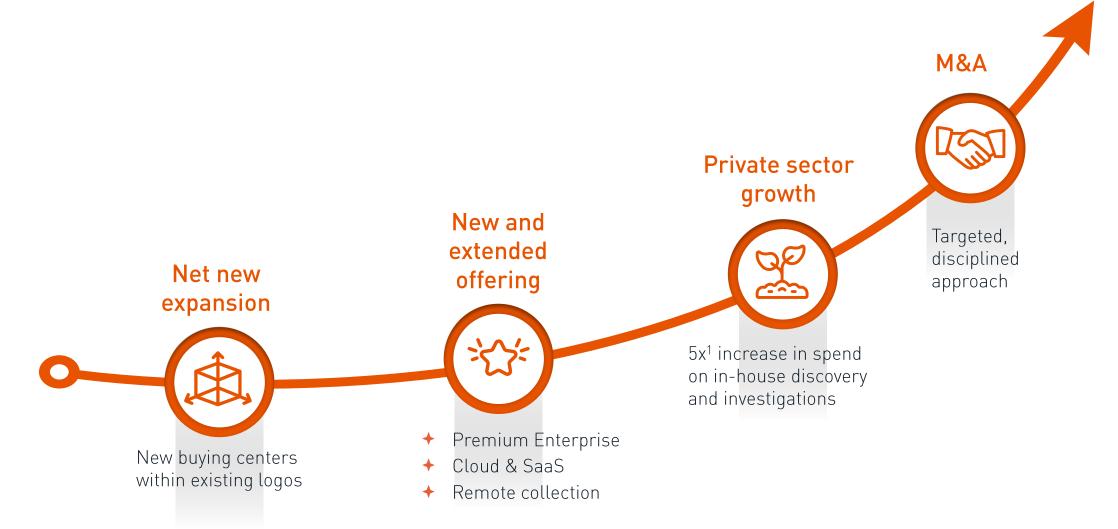
⁵ Blended spend per agency (the higher the agency Tier the larger the spend per agency).

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Significant near-term growth opportunity



²²

Cellebrite is the clear market leader



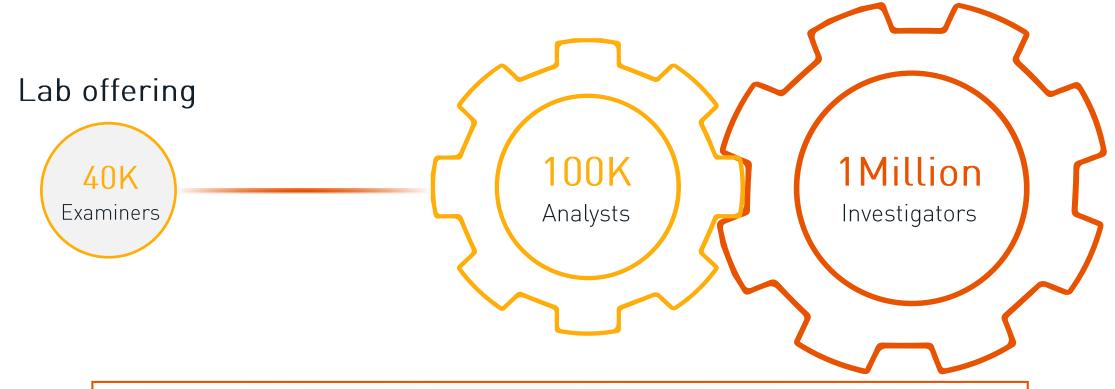
Source: Cellebrite proprietary research 2020.

¹ Denoted as Won Opportunities/Actual Opportunities where Actual Opportunities equal Total Opportunities less opportunities canceled due to customer loss of budget.

² As of December 31, 2020.

DI addresses larger budgets within existing accounts

Digital Intelligence offering



"For every \$1 spent in the lab there is a \$4 investigative analytics opportunity"

Proven record of ARR expansion outside of core Collection & Review offering



Significant private sector growth opportunity

Enterprise pain points...

- 1. Missing eDiscovery suite of tools
- 2. Unsolved internal security incidents
- 3. Limited access to suspected employee's data

...translate into continuous growth opportunities

- Increased capacity (licenses) and upsell
- Distributed remote collection and analysis platform
- Mobile Elite and remote collection platform

~20% of revenue

- Broad adoption, More use cases
- + 500 customers
- 1 Increased ARPC (1)

~10% of revenue

Early adoption eDiscovery Corporate investigations Private sector TAM is expected to reach \$1.6bn in 2023

67 of Fortune 100

are Cellebrite customers

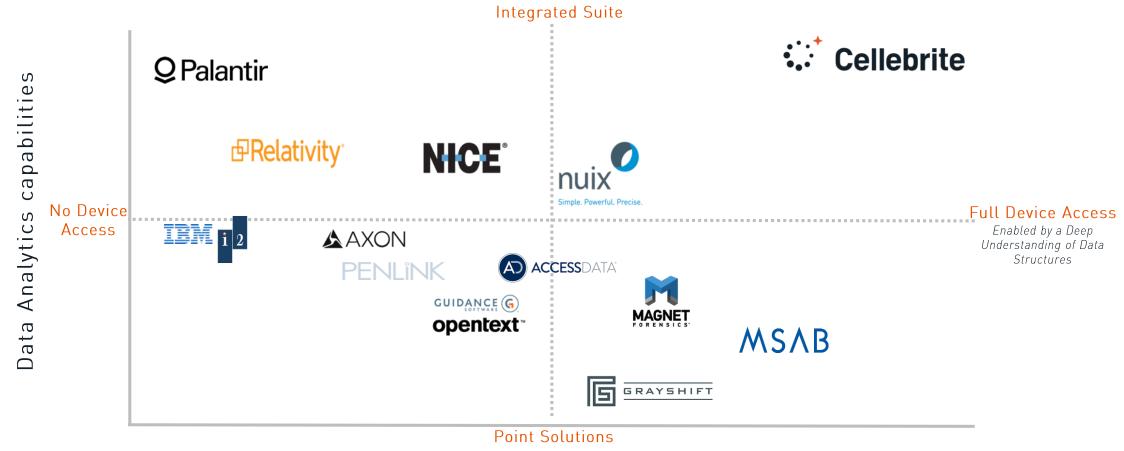
Multiple vectors for near-term inorganic growth

M&A strategy defined by target segment's projected impact on value creation objectives

| | Collection & Review | Investigative Analytics (IA) | Command & Control | eDiscovery, Corp Investigations & IA | |
|--------------------------------------|------------------------|---------------------------------|----------------------|---|--|
| TAM Expansion | | | | | |
| Product & Feature Enhancements | | | | | |
| Customer Acquisition | | | | | |

Transaction will provide meaningful resources to execute on M&A pipeline of 25+ targets

Uniquely positioned in the competitive landscape



Data Collection & Review capabilities

Cellebrite is uniquely positioned as an industry leader in both data collection and analytics, allowing us to provide deeper insights to customers

What differentiates Cellebrite from other players



Strong, global brand with 10+ years of developing an end-to-end digital intelligence platform to fuse and enrich investigative data



Deeply entrenched installed base of 5,000 public safety and 1,700 Enterprise customers



Intrinsic knowledge of the industry and undisputed market leader in mobile and computer access



Solid Sales platform in 140 countries



Top research team from elite intelligence units (e.g. 8200) generating unmatched capabilities



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Financial highlights



Sustainable ARR Growth

~50%
ARR Growth

RR Growtr Q4 '20A



Best-in-class Retention metrics

140%+

Net Retention 2020A

98%

Gross Retention 2020A



Strong Margin profile

80%

Gross Margin 2020A

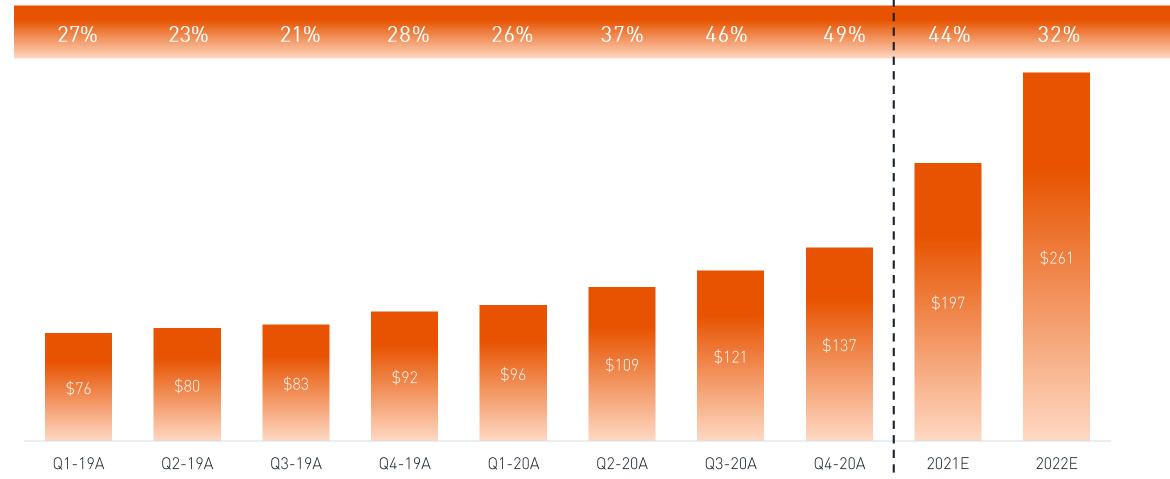
18%

Adj. EBITDA Margin 2020A



Sustainable ARR growth

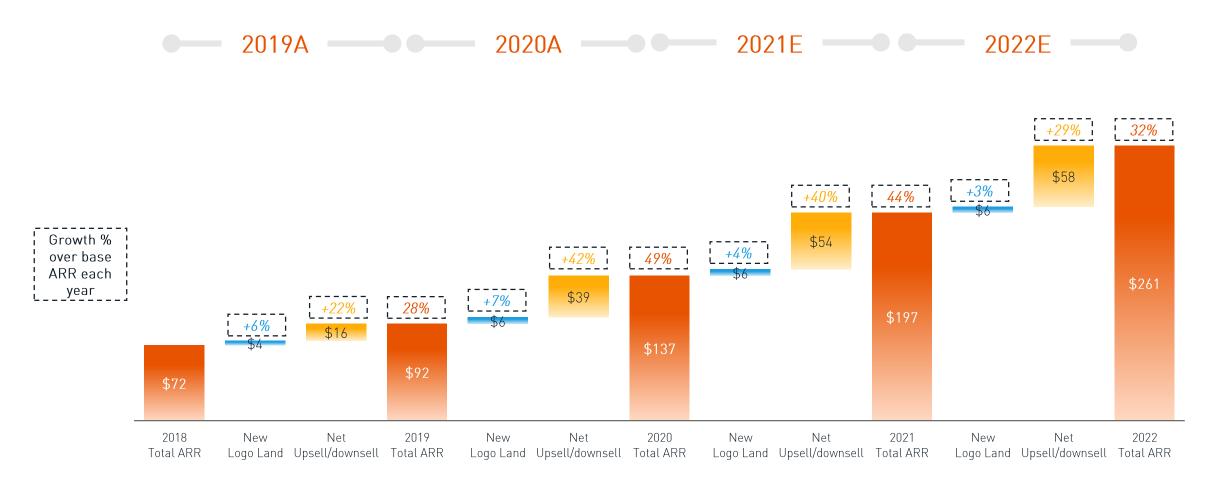
% Total ARR Growth (YoY)1





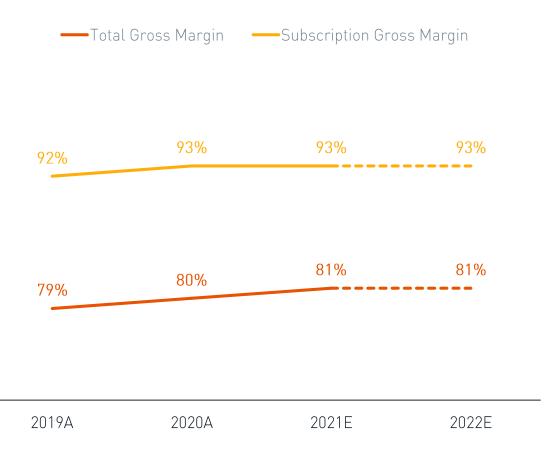
¹ Growth rates compare to the reported ARR from the same quarter end in the prior year.

Consistent ARR growth driven by expansion

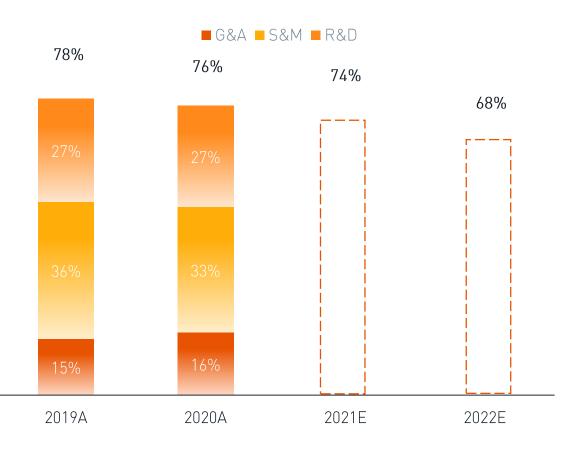


Operating leverage from disciplined investment

Gross Margin



Operating Expenses¹ as % of Revenue



¹Excluding public company expenses.

Financial forecast

Strong operational metrics

| | 2021E | 2022E |
|------------------------|-------|-------|
| ARR Growth | 44% | 32% |
| Revenue Growth | 21% | 20% |
| Adjusted EBITDA Margin | 19% | 21% |





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True Wind overview



Firm



Track Record



Focus



- San Francisco-based private equity firm
- 75+ years of collective investing experience
- True Wind's founding partners were previously the founding members of KKR's technology franchise
- Fifteen full-time investment professionals with deep technology investing expertise

- Track record of excellence with principals leading 30+ platform investments with \$75+ billion in total transaction value and \$15+ billion of invested equity
- Repeat SPAC issuer: First transaction reached combination with Open Lending (NASDAQ: LPRO), resulting in successful outcome; second transaction with A Place for Rover (NASDAQ: NEBC) recently announced following a significantly oversubscribed PIPE raise
- Successful public company experience: GoDaddy, Avago/Broadcom, NXP, Jazz Pharma, Zix, Open Lending, Safeway, Owens Illinois, Reltec, Amphenol

- Investing in differentiated, leading TMT companies
- Broad mandate across multiple technology sectors:
 - Infrastructure Software
 - Financial Technology
 - Healthcare IT
 - Industrial Technology
 - Vertical Software
 - Hardware
 - IT Services
 - Internet / Digital Media

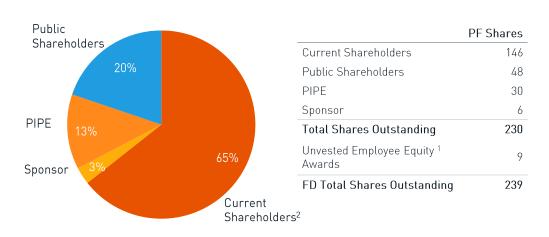


Transaction overview

Key Proposed Transaction Terms

- Fully Diluted Enterprise Value of ~\$1.8B (6.4x 2022E Revenue)
- Current owners will retain ~65% ownership in public Cellebrite
- Transaction will result in \$430M of cash added to the balance sheet to fund accretive M&A and other strategic initiatives
- Management to rollover 85%+ of their existing equity
- Sponsor to defer 7.5M founder shares: 3.0M at \$12.50, 3.0M at \$15.00, 1.5M at \$30.00
- Seller earnout of 15M shares: 5M at \$12.50, 5M at \$15.00, 5M at \$17.50

Illustrative Post-Transaction Ownership



Illustrative Pro Forma Capitalization

| Share Price at Close Fully Diluted Shares Outstanding | | \$10.00 239 |
|---|-------|----------------|
| Fully Diluted Equity Value | | 2,391 |
| - Estimated Company Cash | | 150 |
| - Cash to Balance Sheet | | 430 |
| Total Enterprise Value | | 1,811 |
| 2022 ARR | \$261 | 6.9x |
| 2022 Revenue | \$283 | 6.4x |
| 2022 EBITDA | \$60 | 30.1x |

Sources and Uses (\$M)

| Sources | |
|-----------------------------|-----|
| SPAC Cash in Trust | 480 |
| PIPE | 300 |
| Total Sources | 780 |
| | |
| Uses | |
| Cash to Balance Sheet | 430 |
| Cash to Existing Holders | 300 |
| Transaction Fees & Expenses | 50 |
| Total Uses | 780 |

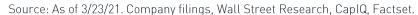
Note: Shares and Dollars are in millions unless otherwise noted.



¹ Reflects dilutive impact calculated using the treasure stock method of estimated employee unvested equity awards at close; ² Includes Unvested Employee Equity Awards.

Publicly traded comparable companies overview

| | Public Safety peers | Security & Infrastructure Software peers | Business Model peers | |
|------------------------------|--|---|---|--|
| Selected peers | AXON nuix Simple, Powerful, Precise. Veverbridge tyler technologies | <pre> dynatrace \\\\\\\\\\\\\\\\\\\\\\\\\\\\\\\\\\\\</pre> | Duck Creek Technologies FROPERTY MANAGER | |
| CAGR CY20-22E Revenue Growth | 17% | 20% | 15% | |
| Recurring Revenue %1 | 76% | 85% | 59% | |
| CY22E EBITDA Margin | 24% | 9% | 6% | |
| Rule of 40 ² | 38% | 38% 30% | | |
| EV/CY22 Revenue | 11.8x | 10.1x | 11.6x | |
| Comparability to Cellebrite | ✓ Similar growth rate, profitability and vertical focus ✓ Common customer profile and core public sector addressable market | vertical focus ✓ Common security and infrastructure related secular trends | | |
| Relevance | | | | |

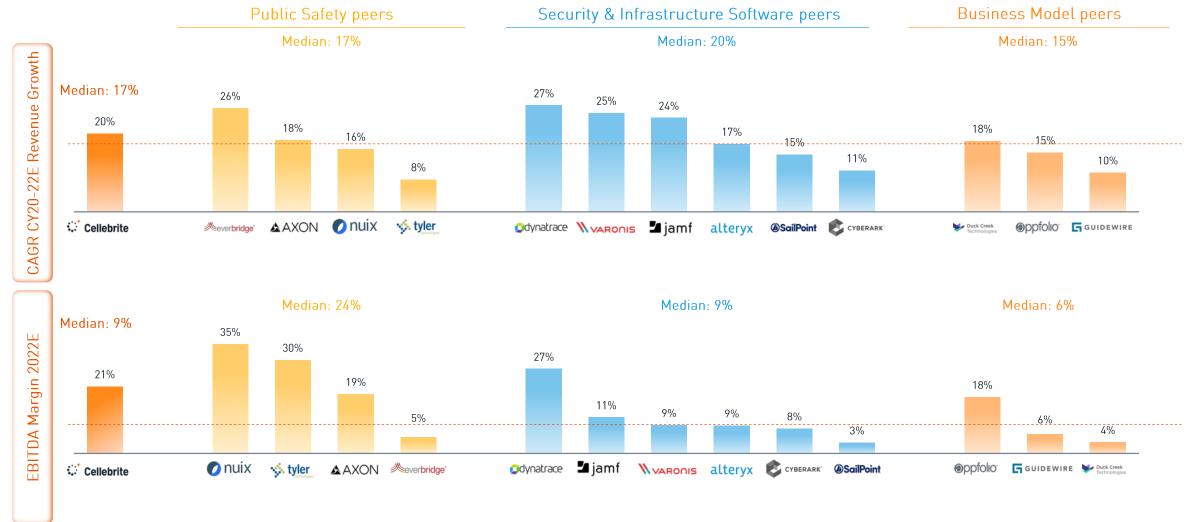


Note: 'nm' denotes not meaningful multiples <0x or >100x; "na" denotes not available; Values represent peer averages.

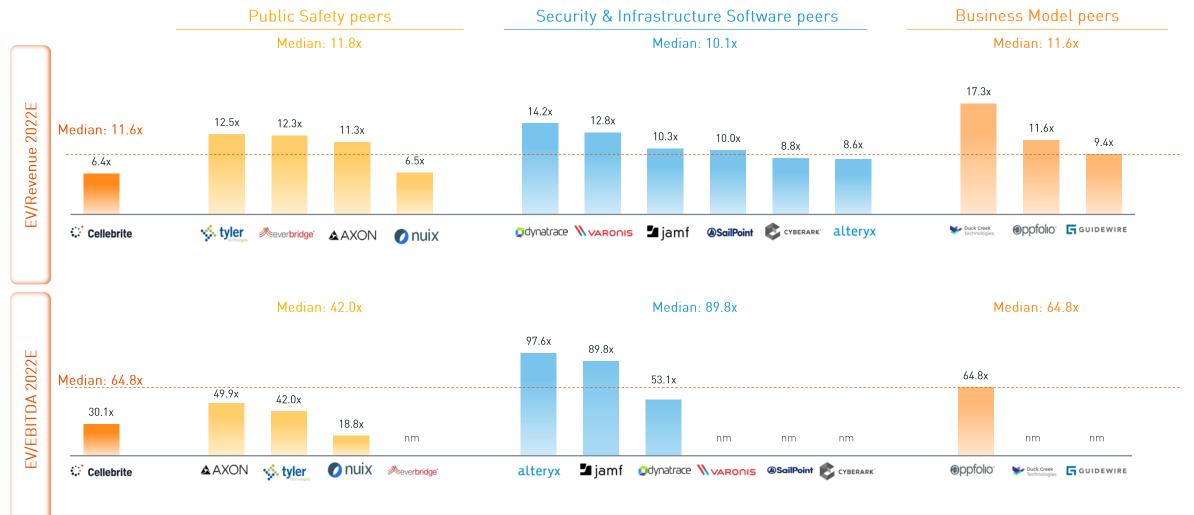


¹ Stated recurring revenue or based on subscription / SaaS component; 2 Calculated by adding revenue CAGR 20-22E and 22E EBITDA margin.

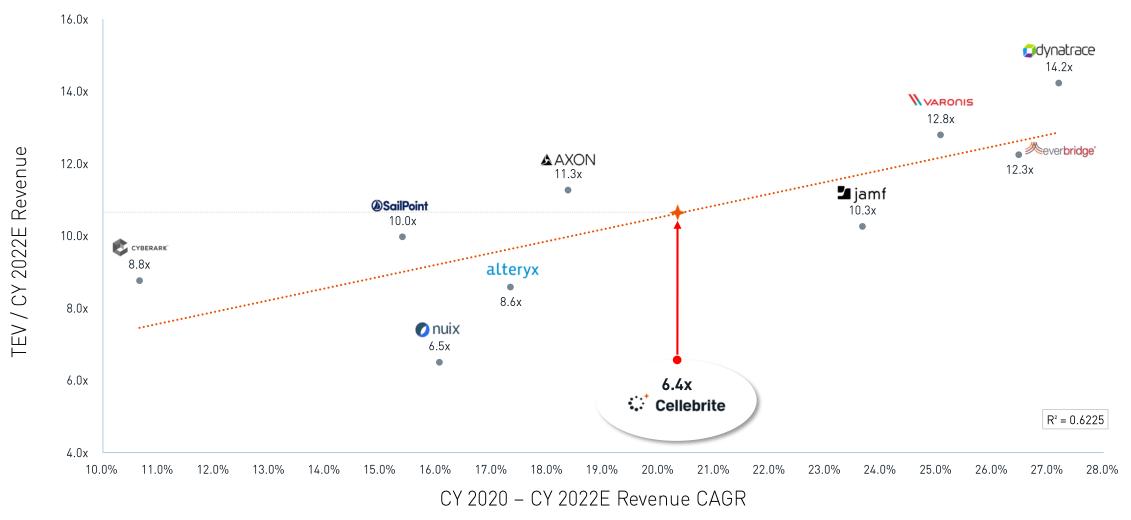
Operational benchmarking



Valuation benchmarking



Compelling valuation discount to high growth peers





Cellebrite

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Financial summary

| (\$K) | 2019A | 2020A | 2021E | 2022E |
|-----------------------------|---------|---------|---------|---------|
| ARR | 91,920 | 136,970 | 197,274 | 260,826 |
| YOY Growth - % | 28.5% | 49.0% | 44.0% | 32.2% |
| Subscription Revenue | 86,647 | 129,745 | 180,876 | 228,500 |
| Perpetual Revenue & Others | 58,487 | 42,396 | 26,538 | 20,484 |
| Professional Services | 26,032 | 23,032 | 28,223 | 33,816 |
| Total Revenue ¹ | 171,166 | 195,173 | 235,637 | 282,800 |
| YOY Growth - % ² | 14.5% | 14.0% | 20.7% | 20.0% |
| Gross Profit ² | 136,031 | 157,034 | 190,827 | 228,293 |
| Gross Profit - % | 79.5% | 80.4% | 81.0% | 80.7% |
| Adj. EBITDA | 21,254 | 34,842 | 43,628 | 60,091 |
| Non-GAAP EBITDA - % | 12.4% | 17.9% | 18.5% | 21.2% |

 $^{^{\}rm 1}$ Not including intercompany charges of 688K in Q4 2019 and 258K in Q4 2020. $^{\rm 2}$ Using ASC 605 for 2018 and ASC 606 thereafter.

Figures exclude any public related costs.

Adjusted EBITDA reconciliation

| (\$K) | 2019A | 2020A | 2021E | 2022E |
|---|---------|---------|----------|---------|
| Net Income (Loss) in Financial Statements | (1,972) | 3,714 | 14,017 | 30,096 |
| Financial Income | (3,029) | (2,179) | (1,920) | (2,400) |
| Other Expenses | 3,863 | - | - | - |
| Tax Expenses | 3,652 | 7,683 | 4,426 | 9,504 |
| Depreciation and Amortization | 4,079 | 5,879 | 6,847 | 6,847 |
| Deferred Customer Acquisition Cost | 1,902 | 3,724 | 7,947 | 9,057 |
| Share Base Compensation Expenses | 12,759 | 7,271 | 5,811 | 5,903 |
| One-time Expense ¹ | - | 1,519 | - | - |
| Acquisition Related Cost | - | 6,542 | 6,500 | 1,083 |
| Capital Loss from FA Disposal | | 689 | <u> </u> | _ |
| Adj. EBITDA | 21,254 | 34,842 | 43,628 | 60,091 |
| Non-GAAP EBITDA - % | 12.4% | 17.9% | 18.5% | 21.2% |

¹ Separation agreement. Figures exclude any public related costs.



Cellebrite delivers the capabilities to solve more cases with less resources, unlocking a massive social benefit to communities dealing with serious and pervasive crimes



Case involvement

500K+1

Cases utilize Cellebrite's solutions annually



Time to evidence

 $30x+^{2}$

Faster time-tocollect/analyze evidence



Operational efficiency

~40%2

Investigation efficiency improvement

¹ Refers only to serious crimes in which DI tools are absolutely relevant and necessary, such as homicides, drug trafficking, kidnapping, etc. Cellebrite tools are also utilized in many other cases.

² Based on customer feedback.

Proven land-and-expand upsell motion





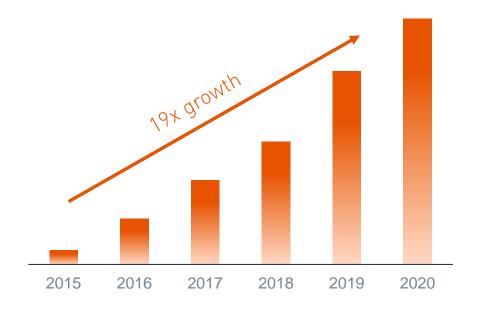
Tier 2: U.S. City PD (\$K)

~7x
ARR Growth



Deep cache of active zero-day exploits allows differentiated access across device ecosystem

Cumulative Zero-Day Assets



- Proven, consistent track record of enabling access to encrypted devices over the past 10 years
- Systematized ability to generate useful research assets or "zero-day exploits" to enable device access
- 5x increase in research assets generated annually over the past 6 years
- Clear path forward to continue generating access methods with visibility for the next 3-5 years
- Cellebrite's unique systematized research approach specializes in generating durable assets as compared to other methods
- World class talent from elite intelligence units (8200)



Definitions

- 1. Annual Recurring Revenue: Annual recurring revenue ("ARR") is defined as the annualized value of active term-based subscription license contracts and maintenance contracts related to perpetual licenses in effect at the end of that period. Subscription license contracts and maintenance for perpetual license contracts are annualized by multiplying the last 3 months relevant recurring revenue of the period by 4.
- 2. Subscription Revenue: Is defined as revenue from recurring, term-based license contracts and ongoing services related to core offerings. Subscription revenue is recognized ratably over the subscription term with a portion of revenue, related to the term-based license, recognized upfront.
- 3. Net Retention: Dollar-based net retention rate is calculated by dividing customer recurring revenue by base revenue. We define base revenue as recurring revenue we recognized from all customers with a valid license at the last quarter of the previous year period, during the four quarters ended one year prior to the date of measurement. We define our customer revenue as the recurring revenue we recognized during the four quarters ended on the date of measurement from the same customer base included in our measure of base revenue, including recurring revenue resulting from additional sales to those customers.
- 4. Gross Retention: Gross revenue retention is calculated by dividing customer revenue excluding upsells by base revenue. We define base revenue as revenue we recognize from all customers in the last quarter of the previous year period, during the four quarters ended one year prior to the date of measurement. We define customer revenue excluding upsells as the revenue we recognize during the four quarters ended on the date of measurement from the same customer base included in our measure of base revenue, excluding upsells / cross-sells. The measure captures the weighted average dollar loss versus 100% from the customer base.



Key risks

Investing in the PIPE offering (the "Offering") involves a high degree of risk. Below is a non-comprehensive list of certain risks and uncertainties associated with Cellebrite DI Ltd. (the "Company," "we," "us" and "our"). You should carefully consider these risks and uncertainties, together with the Company's consolidated financial statements and related notes, and should carry out your own due diligence and consult with your own financial and legal advisors concerning the risks and suitability of an investment in this offering, before making an investment decision. There are many risks that could affect the business and results of operations of the Company, many of which are beyond its control. If any of these risks or uncertainties occurs, the Company's business, financial condition and/or operating results could be materially and adversely harmed, the value of the Company sequity securities may decline, and any investor in the Offering may lose all or part of its investment. Risks relating to the business of the Company will be disclosed in future documents filed or furnished by the Company and/or TWC Tech Holdings II Corp. ("TWC II") with the United States Securities and Exchange Commission ("SEC"), including the documents filed or furnished in connection with the proposed transactions between the Company and TWC II. The risks presented in such filings will be consistent with those that would be required for a public company in their SEC filings, including with respect to the business and securities of the Company and TWC II and the proposed transactions between the Company and TWC II, and may differ significantly from, and be more extensive than, those presented below.

- If we do not continue to develop technologically advanced products and successfully integrate with the software products used by our customers, our future revenue and operating results may be negatively affected.
- Real or perceived errors, failures, defects or bugs in our platform could adversely affect our results of operations, growth prospects and reputation.
- A failure to maintain sales and marketing personnel productivity or retain, hire and integrate additional sales and marketing personnel could adversely affect our results of operations and growth prospects.
- The recent global COVID-19 outbreak could negatively impact our business and operations.
- We are materially dependent on acceptance of our products by law enforcement markets and government agencies, both domestic and international. If law enforcement and other government agencies do not continue to purchase and use our products, our revenue will be adversely affected.
- Current and future competitors could have a significant impact on our ability to generate future revenues and profits.
- If our products are inadvertently or deliberately misused by customers, such customers may achieve sub-optimal results, which could lead to the perception that our products are low-quality.
- If we fail to manage future growth effectively, our business could be harmed.
- Our future growth depends in part on our ability to introduce new products and add-ons and our failure to do so may harm business and operating results.
- We do not generally engage in ecommerce, which may result in the purchase process being more difficult for customers compared to other businesses.
- Issues in the use of artificial intelligence ("AI") (including machine learning) in our platforms may result in reputational harm or liability.
- Higher costs or unavailability of materials used to create hardware could adversely affect our financial results.
- Fluctuations in foreign currency exchange rates could materially affect our financial results.
- The sales cycle for some of our products can be lengthy.
- If we are unable to retain qualified personnel and senior management, including Yossi Carmil, our Chief Executive Officer, and hire and retain additional qualified personnel, our business could suffer.
- Our sales to government clients expose us to business volatility and risks, including government budgeting cycles and appropriations, early termination, audits, investigations, sanctions and penalties.
- A decline in government budgets, changes in spending or budgetary priorities, or delays in contract awards may significantly and adversely affect our future revenue and limit our growth prospects.
- Evolving government procurement policies and increased emphasis on cost over performance could adversely affect our business.
- Changes in civil forfeiture laws may affect our customers' ability to purchase our products.
- Our revenue from private sector clients could be adversely affected by any weakening of economic conditions.
- Failure to adequately obtain, maintain, protect and enforce our intellectual property and other proprietary rights could adversely affect our business.
- Some of our software and systems contain open source software, which may pose particular risks to our proprietary applications.
- Other companies may claim that we infringe their intellectual property, which could materially increase costs and materially harm our ability to generate future revenue and profits.
- Certain of our products may be perceived as, or determined by the courts to be, a violation of privacy rights and related laws. Any such perception or determination could adversely affect our revenue and results of operations.
- Certain of our products may be used by customers in a way that is, or that is perceived to be, incompatible with human rights. Any such perception could adversely affect our reputation, revenue and results of operations.
- We may not enter into relationships with potential customers if we consider their activities to be inconsistent with our organizational mission or values.
- We occasionally have limited access to third party data, and if our security measures are breached and unauthorized access to this data is obtained, our network, data centers and services may be perceived as not being secure, customers may curtail or stop using our service and we may incur significant legal and financial exposure and liabilities.
- Our business is subject to complex and evolving U.S. and non-U.S. laws and regulations regarding privacy, data protection and security, technology protection, and other matters. Many of these laws and regulations are subject to change and uncertain interpretation, and could result in claims, changes to our business practices, monetary penalties, increased cost of operations, or otherwise harm our business.
- We may in the future become involved in legal, regulatory, or administrative inquiries and proceedings, and unfavorable outcomes in litigation or other of these matters could negatively impact our business, financial conditions, and results of operations.
- We are subject to Israeli export laws, and any noncompliance with these laws could negatively impact our operating results.
- Failure to comply with laws, regulations, or contractual provisions applicable to our business could cause us to lose government customers or our ability to contract with the U.S. and other governments.
- Joint ventures, platform partnerships, and strategic alliances may have a material adverse effect on our business, results of operations and prospects.
- We may acquire or invest in companies and technologies, which may divert our management's attention, and result in additional dilution to our stockholders. We may be unable to integrate acquired businesses and technologies successfully or achieve the expected benefits of such acquisitions or investments.
- Natural disasters and other events beyond our control could harm our business.
- Our international operations expose us to business, political and economic risks that could cause our operating results to suffer.
- If our goodwill or intangible assets become impaired, we may be required to record a significant charge to earnings.
- Our provision for income taxes and effective income tax rate may vary significantly and may adversely affect our results of operations and cash resources.
- Our pricing structures for our platform and services may change from time to time.
- If we fail to maintain an effective system of internal controls, our ability to produce timely and accurate financial statements or comply with applicable regulations could be impaired

