INVESTOR

PRESENTATION

DISCLAIMER

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Use of Non-GAAP Financial Measures

This Presentation includes non-GAAP financial measures. Cellebrite believes that these non-GAAP measures are useful to investors for two principal reasons. First, Cellebrite believes 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. Cellebrite believes 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 isolated from, or as an alternative to, financial measures determined in accordance with GAAP. Other companies may calculate these non-GAAP financial measures differently, and therefore such financial measures may not be directly comparable to similarly titled measures of other companies. A reconciliation of each 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 and is also available in our earnings release for the quarter on our website at investors.cellebrite.com.

In regard to forward looking non-GAAP guidance, we are not able to reconcile the forward-looking Adjusted EBITDA measure to the closest corresponding GAAP measure without unreasonable efforts because we are unable to predict the ultimate outcome of certain significant items including, but not limited to, fair value movements, share-based payments for future awards, tax expense, depreciation and amortization expense, and certain financing and tax items.

Forward-Looking Statements

This presentation includes "forward-looking statements" within the meaning of the "safe harbor" provisions of the United States Private Securities Litigation Reform Act of 1995. Forward looking statements may be identified by the use of words such as "forecast," "intend," "seek," "target," "anticipate," "will," "appear," "approximate," "foresee," "might," "possible," "potential," "believe," "could," "predict," "should," "could," "continue," "expect," "estimate," "may," "plan," "outlook," "future" and "project" and other similar expressions that predict, project or indicate future events or trends or that are not statements of historical matters. Such forward-looking statements include, but are not limited to, estimated financial information for the second quarter of 2026 and for fiscal year 2026 including those statements with respect to our 2026 outlook as well as commentary associated with future performance, strategies, prospects, and other aspects of Cellebrite's business. These statements are based on current expectations that are subject to risks and uncertainties. A number of factors could cause actual results or outcomes to differ materially from those indicated by such forward-looking statements. These factors include, but are not limited to: Cellebrite's ability to keep pace with technological advances and evolving industry standards; Cellebrite's material dependence on the purchase, acceptance and use of its solutions by law enforcement and government agencies; real or perceived errors, failures, defects or bugs in Cellebrite's digital investigation solutions; Cellebrite's failure to maintain the productivity of sales and marketing personnel, including relating to hiring, integrating and retaining personnel; intense competition in all of Cellebrite's markets; the inadvertent or deliberate misuse of Cellebrite's solutions; failure to manage its growth effectively; Cellebrite's ability to introduce new solutions and add-ons; Cellebrite's dependency on its customers renewing their subscriptions and purchasing new subscriptions; the low volume of business Cellebrite conducts via e-commerce; risks associated with the use of artificial intelligence; the risk of requiring additional capital to support the growth of its business; risks associated with Cellebrite's dependency on third parties for supplying components or services and with higher costs or unavailability of materials used to create its hardware product components; lengthy sales cycle for some of Cellebrite's solutions; near term declines in new or renewed agreements; risks associated with inability to recruit, train and retain qualified personnel and senior management; the security of Cellebrite's operations and the integrity of its software solutions against cyber-attacks, information technology system breaches or disruptions; risks associated with our ability to obtain CFIUS approval for the acquisition of Corellium and with our ongoing compliance with national security agreements entered into with the U.S. government; risks associated with the negative publicity related to Cellebrite's business and use of its products; risks related to Cellebrite's intellectual property; the regulatory constraints to which Cellebrite is subject; risks associated with Cellebrite's operations in Israel, including the ongoing Israel-Hamas war, the increased tension between Israel and Iran and its proxies, including the ongoing hostilities between Israel and Hezbollah, and the risk of a greater regional conflict; risks associated with different corporate governance requirements applicable to Israeli companies and risks associated with being a foreign private issuer and an emerging growth company; market volatility in the price of Cellebrite's shares; changing tax laws and regulations; risks associated with joint, ventures, partnerships and strategic initiatives; risks associated with Cellebrite's significant international operations, including due to fluctuations in foreign currency exchange rates, rising global inflation and exposure to regions subject to political or economic instability; risks associated with Cellebrite's failure to comply with anti-corruption, trade compliance, anti-money-laundering and economic sanctions laws and regulations; risks relating to the adequacy of Cellebrite's existing systems, processes, policies, procedures, internal controls and personnel for Cellebrite's current and future operations and reporting needs; and other factors, risks and uncertainties set forth in the section titled "Risk Factors" in Cellebrite's annual report on Form 20-F filed with the SEC on March 3, 2026, and in other documents filed by Cellebrite with the U.S. Securities and Exchange Commission ("SEC"), which are available free of charge at www.sec.gov. You are cautioned not to place undue reliance upon any forward-looking statements, which speak only as of the date made, in this communication or elsewhere. Cellebrite undertakes no obligation to update its forward-looking statements, whether as a result of new information, future developments or otherwise, should circumstances change, except as otherwise required by securities and other applicable laws.

Mission

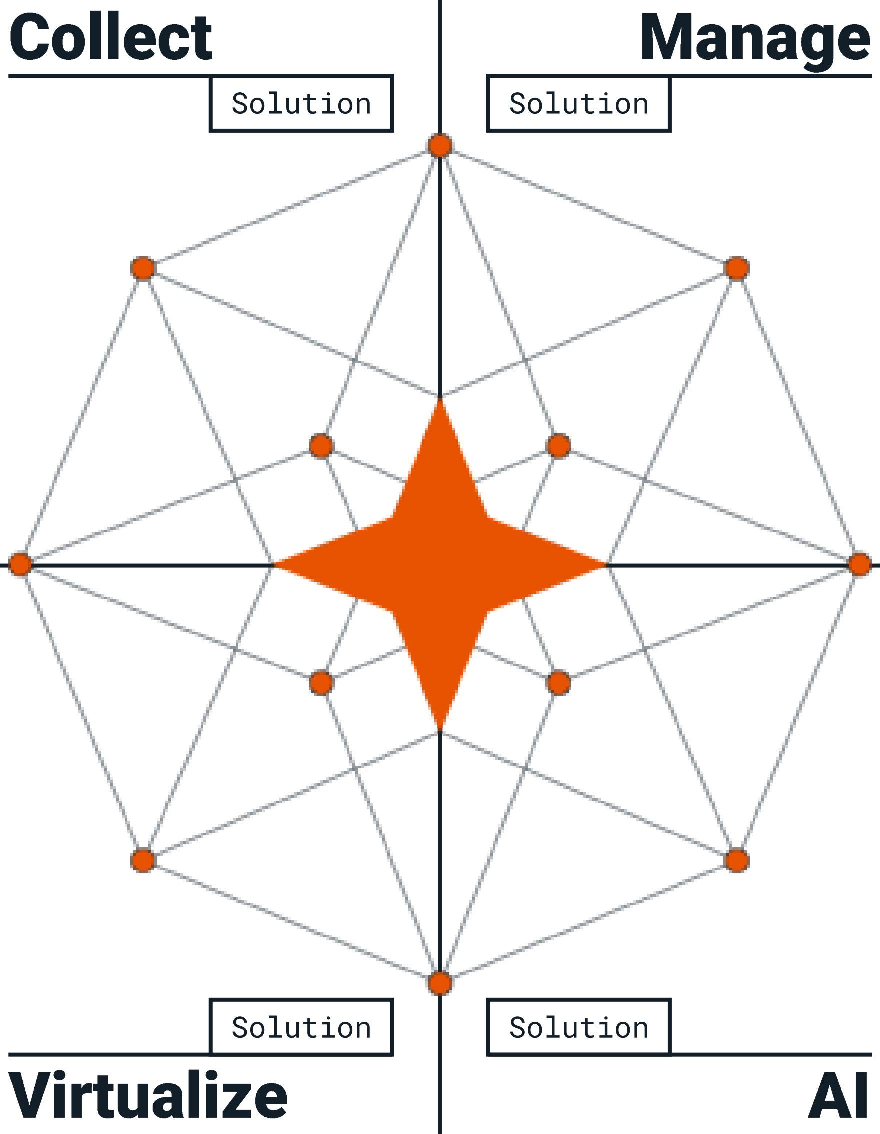
Protect Communities, Nations and Businesses.

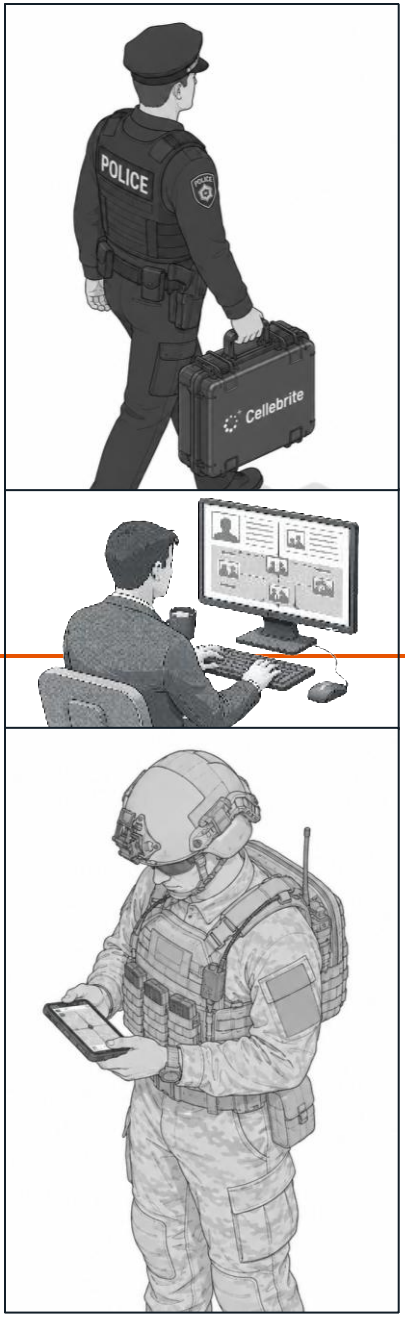
We deliver the industry's most comprehensive set of solutions that enable law enforcement, defense and intelligence agencies, and enterprises worldwide to convert digital data into actionable intelligence, accelerating investigations, enhancing sovereign security, elevating operational efficacy and efficiency and enabling advanced mobile research and application security.

Platform

Comprehensive Solutions for Investigations, Intelligence and Operations.

Cellebrite's purpose-built platform is increasingly integrated and delivered via a scalable, secure cloud infrastructure that leverages deep domain expertise in mobile device data, trusted workflows that protect the chain of custody, proven legal and forensic integrity, strict security and compliance protocols, and responsible AI-powered analytical insights.





Collect

Solution

Core Capabilities

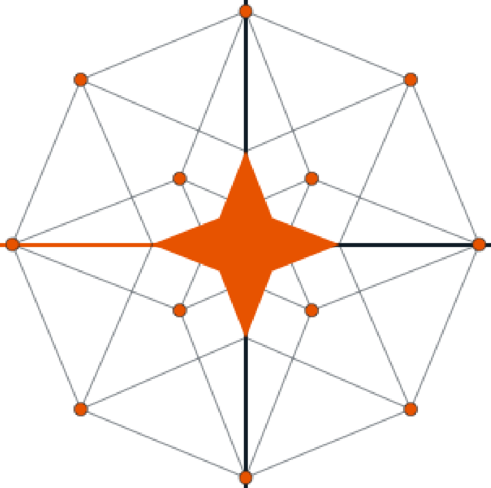
Unlock	Extract	Decode
Automate	Lab	Field

Manage

Solution

Core Capabilities

Store	Collaborate	Evidence MNGT.
Case MNGT.		



Virtualize

Solution

Core Capabilities

Vulnerability Res.	App Security	Automotive
	Industrial Systems	Device Replication

AI

Solution

Core Capabilities

Multi-data Source	Multi-device	GenAI
Agentic AI		

Addressing Customer Challenges

↑ Digital Evidence

↑ Case Load (data volumes and cases)

↑ Criminal Technical Sophistication

↑ Public Scrutiny

Public Safety Gap

- Static case closure rates
- Skills gap of agency staff
- Escalating officer attrition & burnout
- Funding challenges

Typical Investigation Time by Stage

1-3 hrs
Collection & Intake

4-6 hrs
Data Extraction

7-10 hrs
Data Review

7-10 hrs
Analysis & Narrative Building

4-6 hrs
Report Preparation

23-35 hrs
TOTAL TIME REQUIRED

01 Data Volume & Complexity

- → Constant crime rate and an increasing population* (leading to higher case load)
- → 97% cite smartphones as the top evidence source**
- → 94% say complexity strains caseloads**
- → The average monthly number of extractions has increased by 44% over the past 2 years
- → Delivery timelines for mobile device data remain extended**

02 Inefficient Processes

- → Review & analysis consumes up to 60% of an investigation, with 70% still relying on manual review**
- → Up to two-thirds of examiners still share digital evidence on portable hard drives and USB sticks**
- → Correlating data across disparate sources can be time consuming and challenging, especially without the right analytical tools**

03 Ethics & Accountability

- → Ever-increasing public scrutiny
- → Technology provider focus on data privacy
- → Artificial Intelligence use in Law Enforcement and Criminal Activity

* Real-Time Crime Index
** 2026 Cellebrite Industry Trends Survey

Our Customers Care About Time. Cellebrite Delivers.

Time-to-Data	→ **Faster access to more devices. Extraction of more data.**
Time-to-Insights	→ **Faster examinations. More actionable, high-value information.**
Time-to-Collaboration	→ **Greater efficiency and productivity.**
Time-to-Evidence	→ **Faster analysis. A high-fidelity chain of custody.**
Time-to-Justice	→ **Faster closure of more cases.**
Time-to-Intelligence	→ **Faster visibility into device vulnerabilities and application security.**
Time-to-Action	→ **Accelerated insights support sharper decisions and decisive action.**

Virtually all crime has a digital component Increasing data volume and complexity limit investigative speed & efficiency

50K IMAGES AND VIDEO
250 CHAT PARTIES, MILLIONS OF MESSAGES
60% OF ALL INTERNET TRAFFIC
OVER 30 COMMUNICATION APPS
10 APPS ACTIVELY USED / DAY
120 HOURS OF VOICE
10 TO 15 SOCIAL ACCOUNTS
4.5 HOURS SCREEN TIME / DAY

Cellebrite AI

- → LANGUAGE AGNOSTIC
- → MULTIMODAL ANALYSIS
- → NATIVE MEDIA ANALYTICS
- → SCALABILITY

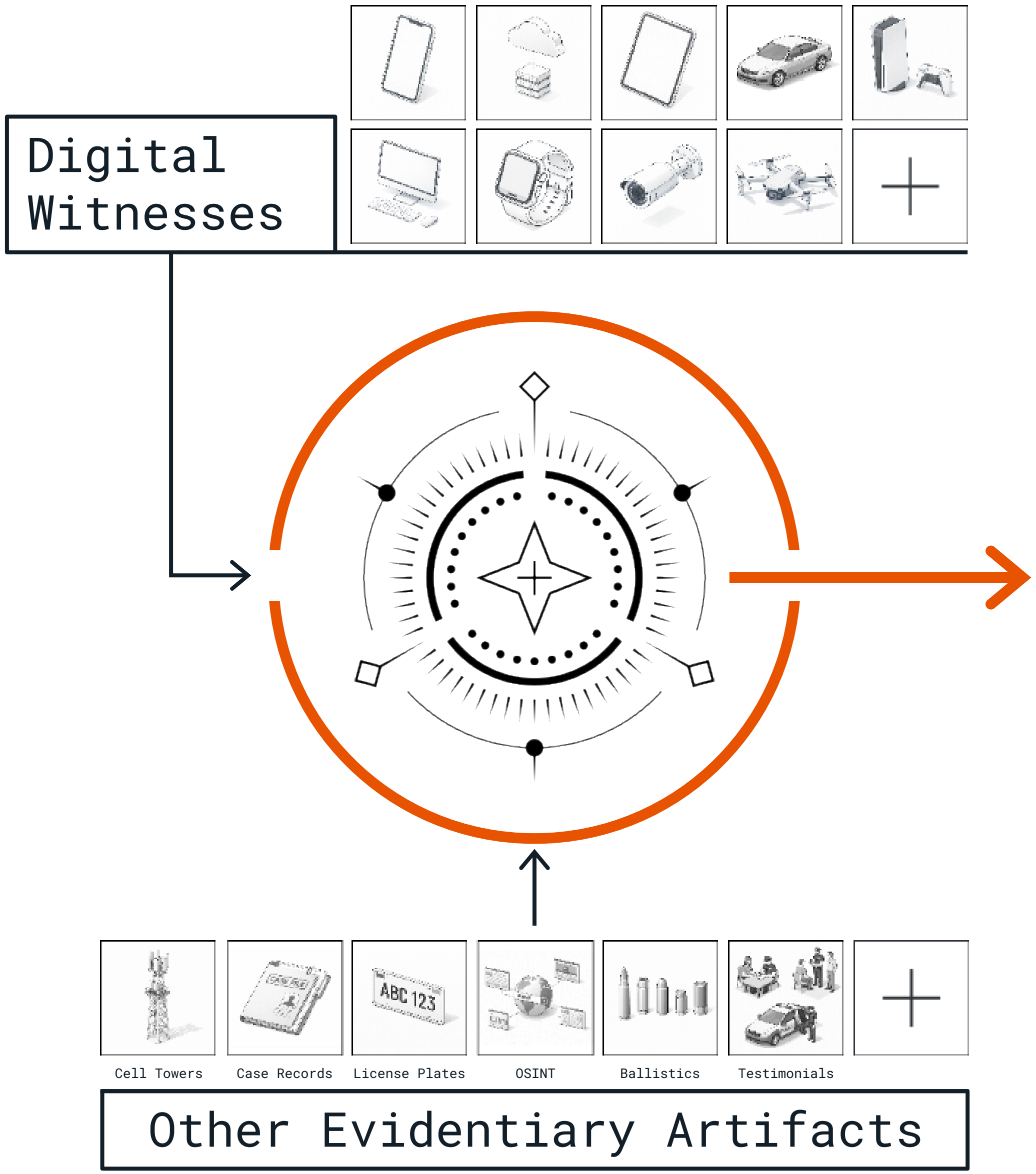
IMAGE CLASSIFICATION & SIMILARITY
TOPIC DETECTION
BUILT-IN TRANSLATION
MESSAGE SUMMARIZATION
LOCATION CORROBORATION
SPEECH TO TEXT
IDENTITY RESOLUTION
WEB BROWSER HISTORY SUMMARY
MULTI-COMMUNICATION PLATFORM ANALYSIS

Terrorism
Cybercrime
Homicide
Narcotics
Child Exploitation
Human Trafficking

→ Why

Cellebrite AI

- → Full traceability, ethical use, and human verification
- → Security, Privacy and Chain-of-Custody
- → Legal, Forensics and Regulatory Standards
- → Proprietary Data Access & Extraction



RAPID ACTIONABLE INSIGHTS

Unique intimacy with the most complex evidential artifacts.

Domain expertise with investigative workflows leveraged by hundreds of man years of law enforcement.

Trusted by thousands of the largest and most sophisticated public safety and government agencies around the world.

Data optimized for CLBT Platform.

Integrated and secure Cloud Ecosystem.

It helped avert a school shooting.

Following the arrest of a young student who had threatened to commit a mass school shooting, investigators used Genesis to query the student's phone data. Within just five prompts, they identified a different student living on the other side of the country who was also planning something similar and apprehended him before he could act.

It accelerated a high-priority child exploitation case.

Genesis was used by local police to interrogate data from three devices and within 15 minutes, it identified more than a dozen additional victims previously unknown to investigators. The team working this case estimated that a manual review of these devices would have consumed approximately two weeks of work.

"Over nearly 20 years of effectively combining criminal investigation with digital forensics and analysis. GENESIS is the finest digital evidence product I have ever used."

Leadership
Counterterrorism Unit
Regional Police Force (APAC)

"Genesis is not a luxury tool … it is a critical resource especially in time-sensitive cases."

Detective
County Sheriff's Office (USA)

It helped exonerate an innocent person.

In a high-priority investigation, detectives initially focused on one individual—but after examining the person's phone and related cloud-based messaging apps, Genesis quickly surfaced key messages that cleared the accused of the crime.

It uncovered a terrorist financing network.

Genesis helped regional police get to the details faster—uncovering what two months of manual review hadn't yet surfaced to bring those suspects to justice.

Example 01

Asia-Pacific: Regional Law Enforcement Agency

A regional law enforcement agency in APAC and longstanding Cellebrite customer was challenged by rising criminal activity and major mass-casualty events.

- In addition to renewing and expanding its Inseyets, unlock and workflow automation (Collect) capabilities for digital forensics and Pathfinder for multi-phone analytics, this customer sought powerful new analytical capabilities to accelerate its digital investigations
- Added Genesis as an agentic AI product for multi-data source analysis (AI)
- ARR increased by 70%

Collect

Solution

AI

Solution

Core Capabilities

Unlock | Extract | Decode | Lab

Multi-device | Multi-data Source | GenAI | Agentic AI

Example 02

U.S. SLG: State Law Enforcement Agency

A major state law enforcement agency expanded its use of Cellebrite technology to address the needs of the investigators working cases in the field

- A long-standing Cellebrite digital forensics (Collect) customer added Guardian Investigate (Manage) to provide over 500 detectives over multiple offices statewide with a SaaS-based system for managing and analyzing digital evidence across a wide range of investigations, including organized crime, public corruption, white-collar crime, human trafficking, counterterrorism, and multi-jurisdictional cases
- ARR increased 40%

Collect

Solution

Manage

Solution

Core Capabilities

Unlock

Extract

Decode

Lab

Store

Collaborate

Evidence MNGT

Example 03

EMEA: Regional Law Enforcement Agency

A regional law enforcement agency leveraged Cellebrite SaaS-based case management to reduce backlogs and expedite investigations

- Operating with one centralized digital forensics lab, the agency is prone to backlogs that can lead to suspects for lower priority crimes being released from custody before digital evidence can be obtained and shared quickly
- The addition of Guardian Collaborate provides officers with secure access to digital data and digital evidence reports, accelerating investigative timelines
- ARR increased ~65%

Collect

Solution

Manage

Solution

Core Capabilities

Unlock | Extract | Decode | Lab | Store | Collaborate

Example 04

Asia-Pacific: National Attorney General Office

This nation's attorney general, which is responsible for prosecuting criminals across its country, turned to Cellebrite to modernize its digital forensics and investigative capabilities

- As part of a modernization initiative, this customer added Cellebrite unlock solutions (collect) and began using to Guardian Forensics (manage) to support its digital forensics workflows, and securely store, share and collaborate with the nation's police force
- ARR increased ~145%

Collect

Solution

Manage

Solution

Core Capabilities

Unlock	Extract	Decode	Lab	Store	Collaborate	Case MNGT.

Example 05

U.S. SLG: State Attorney General Office

The State's prosecutorial agency turned to Cellebrite to help it overhaul inefficient evidence-sharing processes, quickly locate critical information within massive datasets and better manage growing volumes of digital evidence

- Added Guardian Investigate (Manage) and Genesis to centralize evidence storage, streamline workflows, reduce manual review, and use AI-powered investigative capabilities to quickly surface relevant information.
- ARR increased exponentially into the high 6-figure level

Collect

Solution

Manage

Solution

AI

Solution

Core Capabilities

Unlock

Extract

Decode

Lab

Store

Collaborate

Evidence MNGT.

Multi-data Source

GenAI

Agentic AI

LEADERSHIP

Shiven Ramji Named CEO

- Succeeded Thomas Hogan as part of a planned transition
- Joined Cellebrite as President of Products & Technology in May 2026
- Former President of Okta's $1B customer identity business
- Extensive experience in building and scaling technology platforms at leading global companies

NEW PRODUCTS

Innovation & Platform Adoption

- Adoption building for Guardian Investigate, CFID for drone forensics and Advanced Unlocks.
- Genesis achieved early monetization in FY26-Q2;
- Anchor customer secured for Genesis on-premise
- First major FedRAMP win

Financial Review

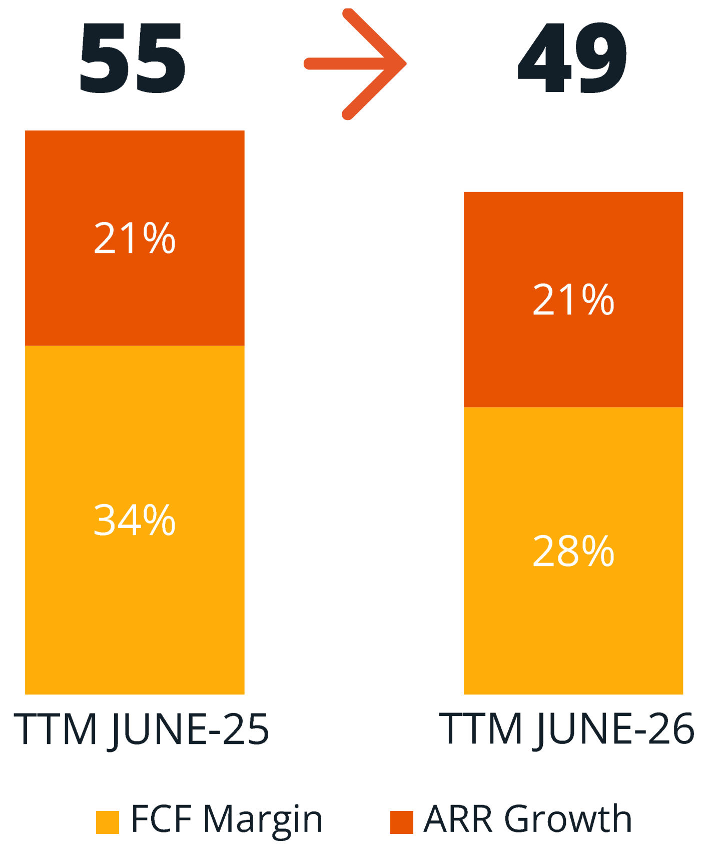
$410M ARR: JUNE-25 → **$508M +21%** ARR: JUNE-26

$113M FY25-Q2 → **$131M +16%** TOTAL REVENUE: FY26-Q2

$103M FY25-Q2 → **$120M +16%** SUBSCRIPTION REVENUE: FY26-Q2

$28M 25% FY25-Q2 → **$31M 24%** Adj. EBITDA & Adj. EBITDA %*: FY26-Q2

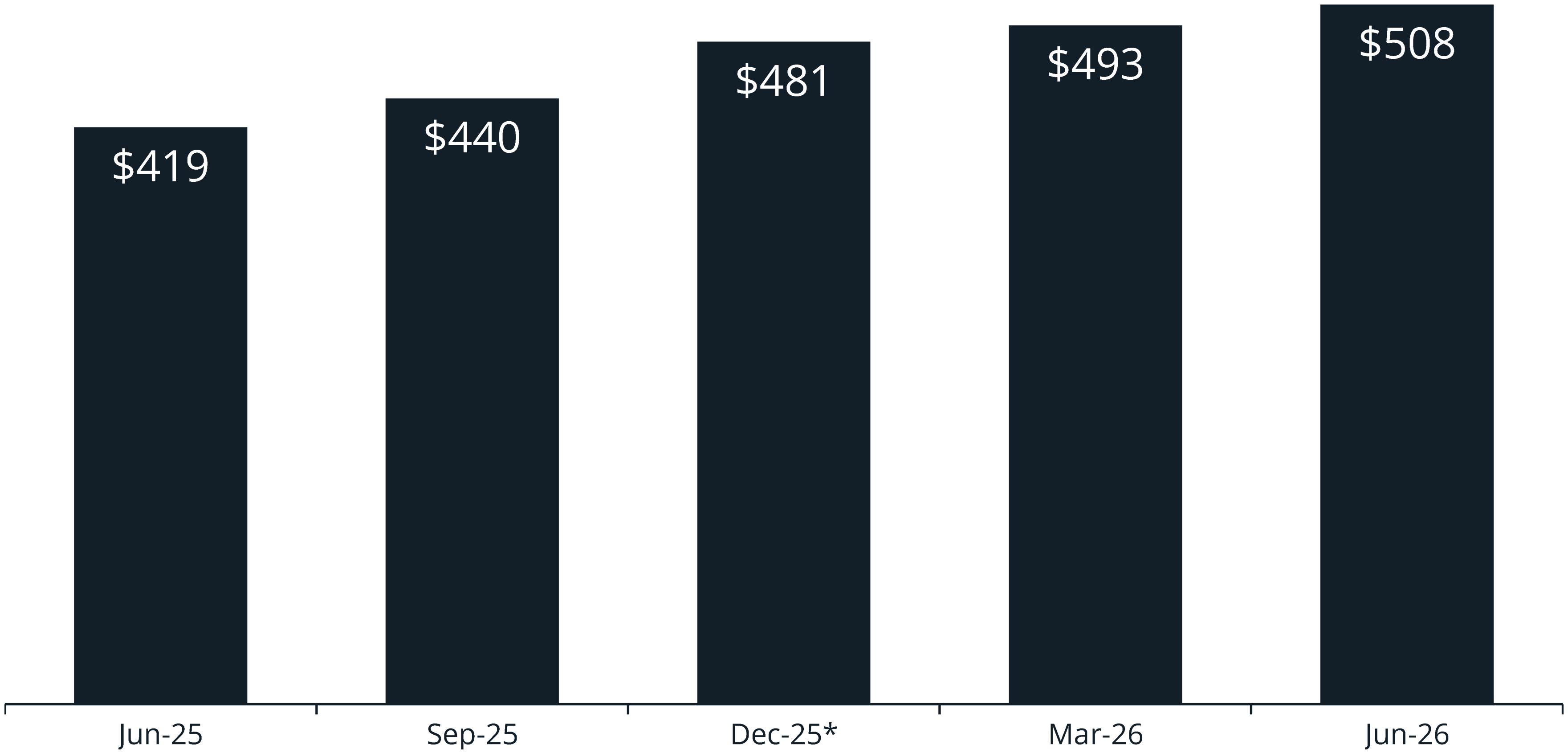
Rule of X



* Non-GAAP
Note: non-GAAP metrics and key performance indicators defined in the appendix along with a reconciliation between the non-GAAP metric and its most applicable GAAP measure.

SUSTAINABLE ARR GROWTH

ARR ($M)



% Total ARR Growth (Y/Y)	21%	19%	21%	21%	21%

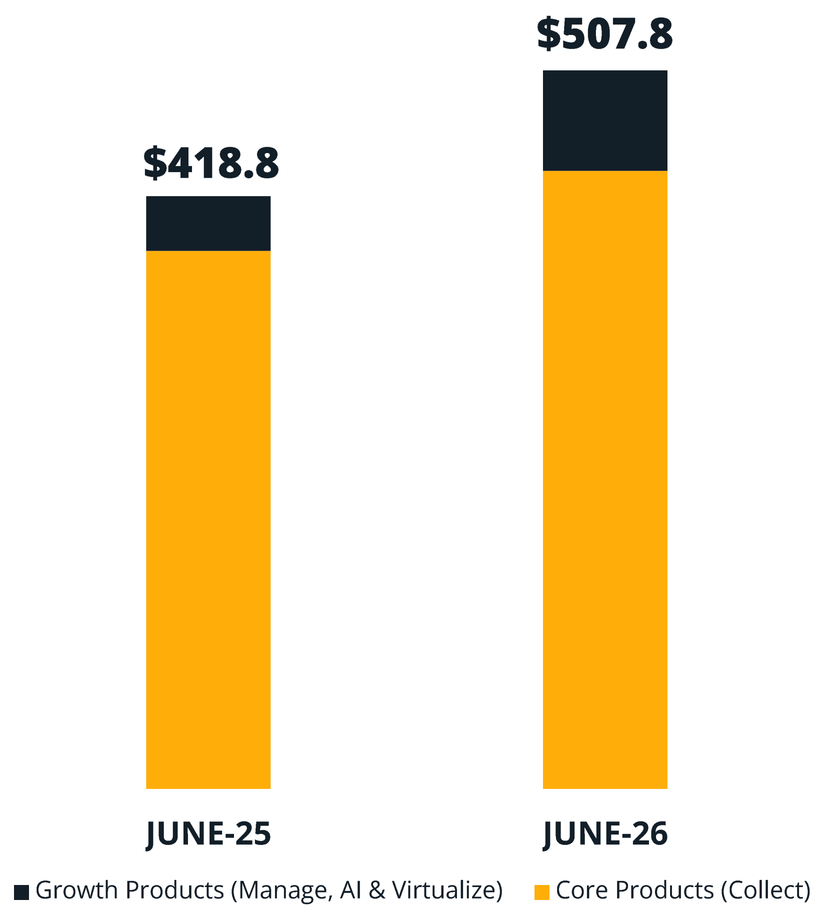
* Includes $16.1M in ARR from Corellium

→ JUNE-26 ARR grew 21%

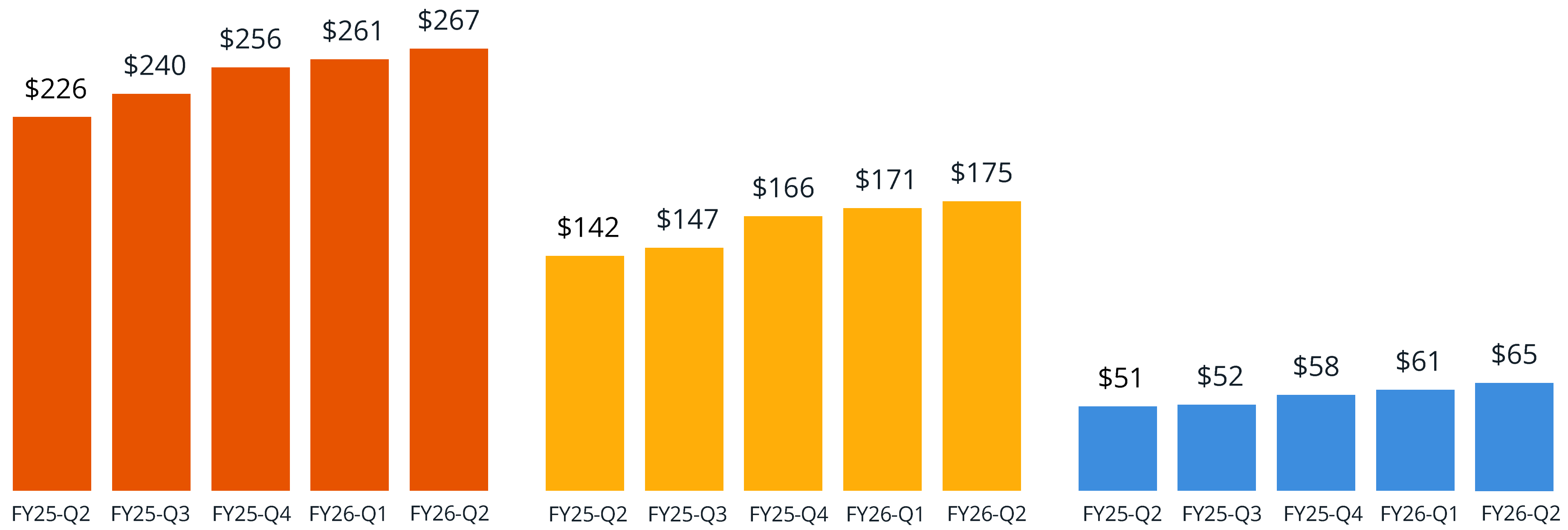
→ Gross revenue retention ~93%

→ Existing customer expansion fuels most of the organic ARR growth

- → Growth products increased ~85% and represent ~14% of total ARR
- → Inseyets conversions increased to ~63% with a moderation in the absolute dollar contribution from prior 12-month periods



ARR BY GEOGRAPHY
($ in millions)



AMERICAS
JUNE-26 GROWTH: +18%

EMEA
JUNE-26 GROWTH: +23%

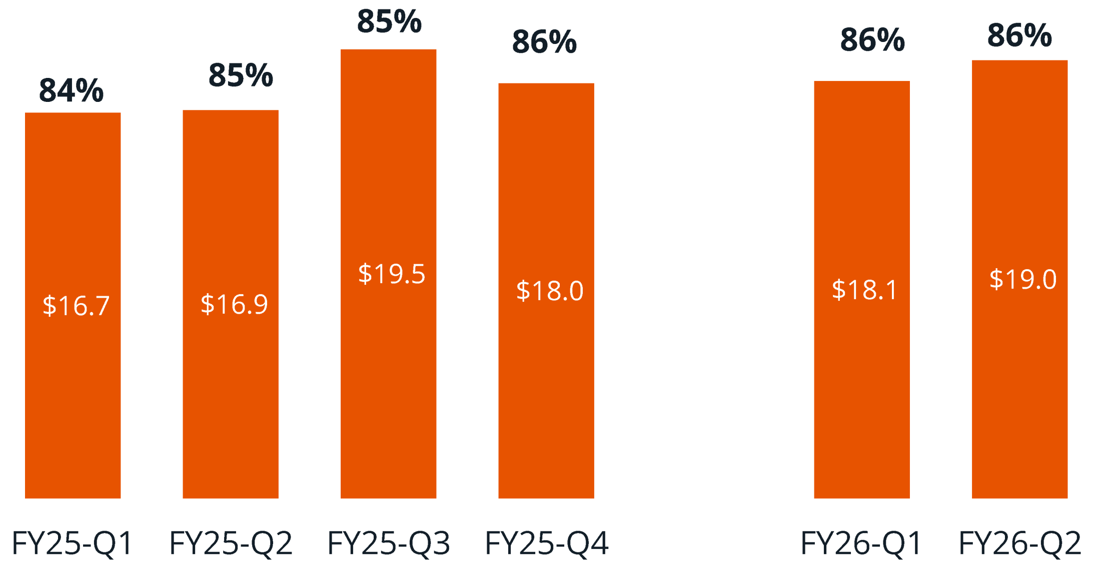
APAC
JUNE-26 GROWTH: +29%

ARR MIX BY GEOGRAPHY

Note: Numbers may not total due to rounding

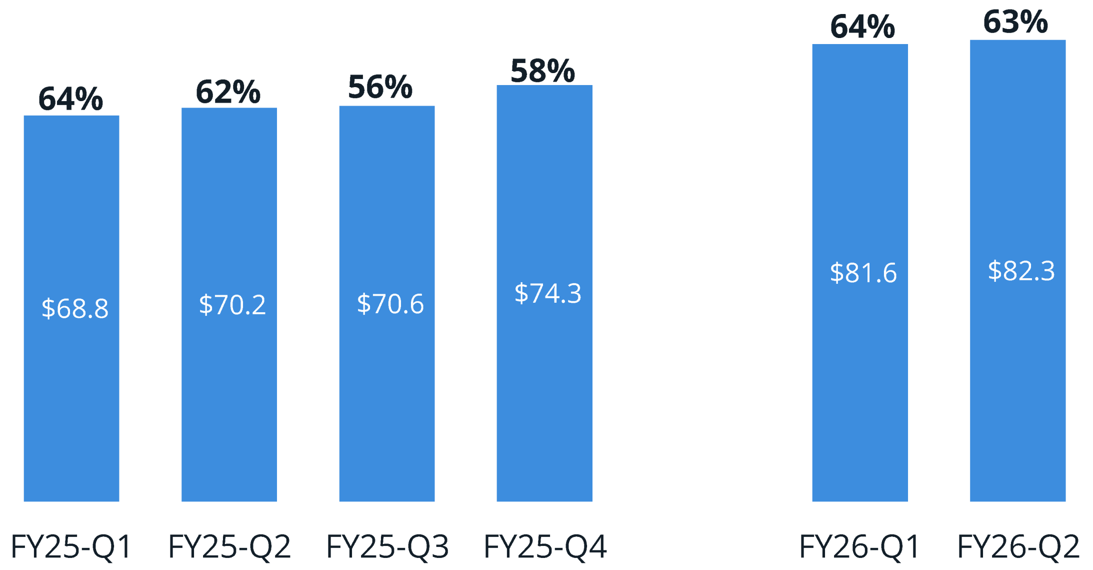
HEALTHY SOFTWARE GROSS MARGIN

Cost of Goods Sold (Non-GAAP, $M) and
Gross Margin (Non-GAAP, %)



PRUDENT INVESTMENT TO SUPPORT GROWTH

Operating Expense (Non-GAAP, $M) and
Operating Expense Margin (Non-GAAP, %)



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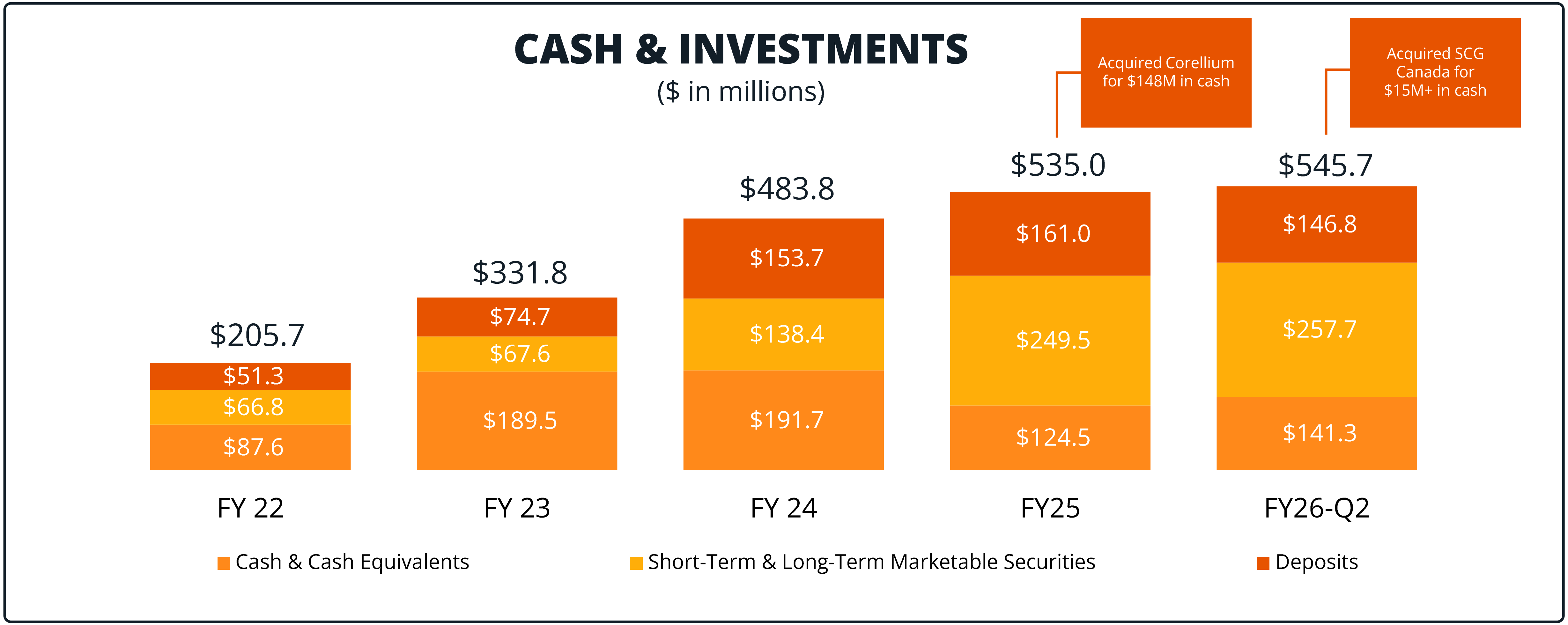
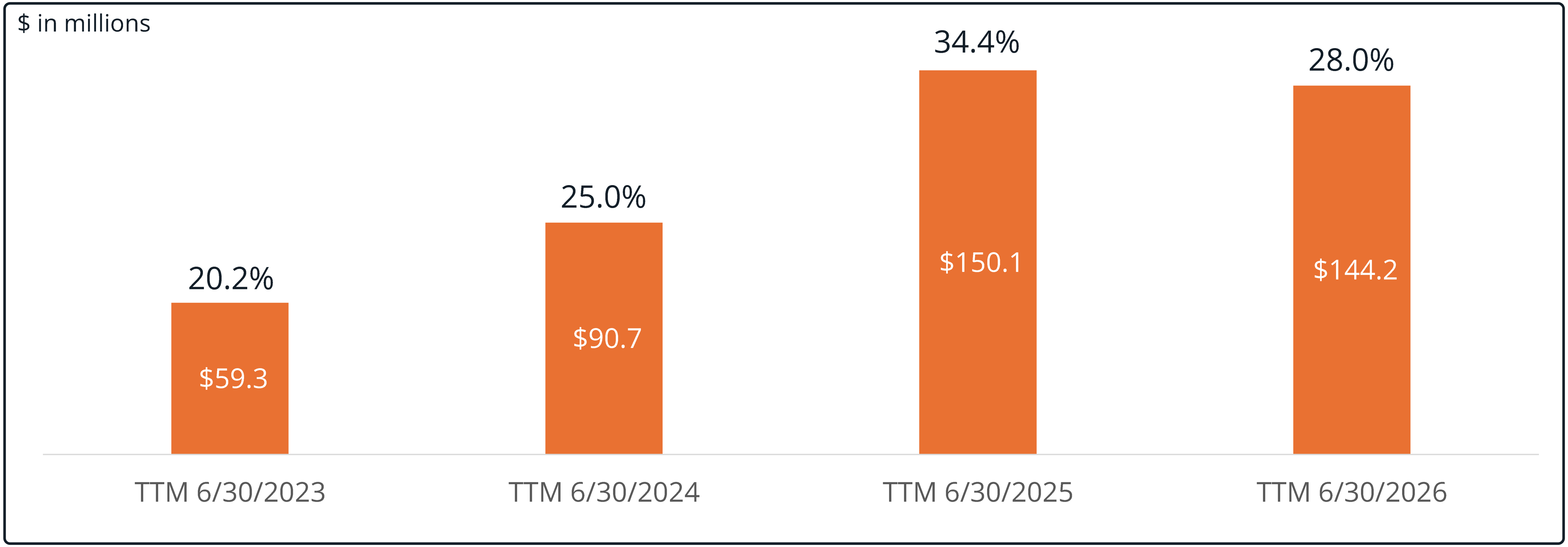


Note: Numbers may not total due to rounding

FREE CASH FLOW AND FREE CASH FLOW MARGIN



SEASONALLY STRONGER 2H OPERATING PERFORMANCE DRIVES HIGHER FCF MARGIN

[1] Defined as cash flow provided by operations less capital expenditures (purchases of plant, property & equipment and capitalized software development costs)

Note: non-GAAP metrics and key performance indicators defined in the appendix along with a reconciliation between the non-GAAP metric and its most applicable GAAP measure.

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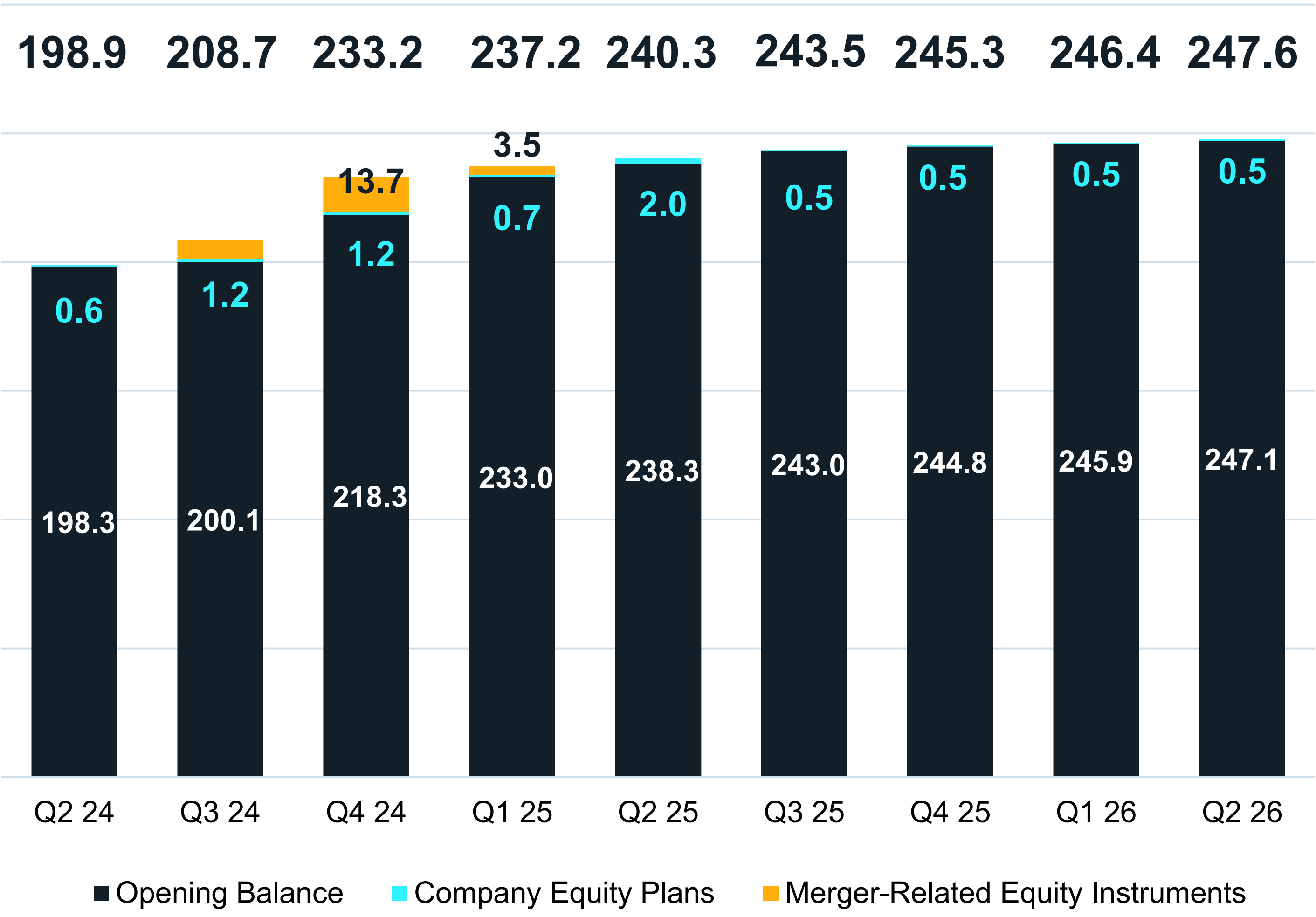
WEIGHTED AVERAGE SHARES OUTSTANDING – BASIC



Dilution continues to slow in line with the Company's forecast

Expecting WASO to increase each year by ~2%

	FY25	FY26-Q3 EXPECTATIONS (AS OF 8/13/26)	FY26 EXPECTATIONS (AS OF 8/13/26)
ARR	$481M	$524M – $528M	$550M – $560M
ARR Growth (y/y)	+21%	+19% – +$20%	+14% – +16%
Revenue	$476M	$145M – $148M	$555M – $561M
Revenue Growth (y/y)	+19%	+15% – +18%	+17% – +18%
Adjusted EBITDA*	$127.6M	$42M – 45M	$153M – $159M
Adjusted EBITDA Margin*	26.8%	29% – 30%	~28%

* Non-GAAP
Note: non-GAAP metrics and key performance indicators defined in the appendix along with a reconciliation between the non-GAAP metric and its most applicable GAAP measure

→ **A healthy market with powerful tailwinds**

→ **Purpose-built technology elevates productivity, efficiency and impact in public safety**

→ **End-to-end platform**

→ **AI-powered and cloud-ready solutions**

→ **Increasing wallet share with diverse, global customer base**

→ **Rule of X (ARR growth rate + FCF margin) performance objective of 50+**

→ **Firepower accelerate innovation and TAM expansion**

Appendix

Financial

USE OF NON-GAAP FINANCIAL INFORMATION

This presentation includes non-GAAP financial measures. Cellebrite believes that the use of non-GAAP cost of revenue, non-GAAP gross profit, non-GAAP operating expenses, non-GAAP operating income, non-GAAP operating income margin, non-GAAP net income, non-GAAP EPS, adjusted EDITDA and adjusted EBITDA margin, free cash flow and free cash flow margin is helpful to investors. These measures, which the Company refers to as our non-GAAP financial measures, are not prepared in accordance with GAAP.

The Company believes that the non-GAAP financial measures provide a more meaningful comparison of its operational performance from period to period, and offer investors and management greater visibility to the underlying performance of its business. Mainly:

- Share-based compensation expenses utilize varying available valuation methodologies, subjective assumptions and a variety of equity instruments that can impact a company's non-cash expenses;
- Acquired intangible assets are valued at the time of acquisition and are amortized over an estimated useful life after the acquisition, and acquisition-related expenses are unrelated to current operations
and neither are comparable to the prior period nor predictive of future results;
- To the extent that the above adjustments have an effect on tax (income) expense, such an effect is excluded in the non-GAAP adjustment to net income;
- Tax expense, depreciation and amortization expense vary for many reasons that are often unrelated to our underlying performance and make period-to-period comparisons more challenging; and
- Financial instruments are remeasured according to GAAP and vary for many reasons that are often unrelated to the Company’s current operations and affect financial income.

Free cash flow is calculated as net cash provided by or used in operating activities less purchases of property and equipment and capitalized internal-use software. We believe that free cash flow is a useful indicator of liquidity that provides information to management and investors about the amount of cash provided by or used in our operations that, after the investments in property and equipment, can be used for strategic initiatives.

Each of our non-GAAP financial measures is an important tool for financial and operational decision making and for evaluating our own operating results over different periods of time. The non-GAAP financial measures do not represent our financial performance under U.S. GAAP and should not be considered as alternatives to operating income or net income or any other performance measures derived in accordance with GAAP. Non-GAAP measures should not be considered in isolated from, or as an alternative to, financial measures determined in accordance with GAAP. Non-GAAP financial measures may not provide information that is directly comparable to that provided by other companies in our industry, as other companies in our industry may calculate non-GAAP financial results differently, particularly related to non-recurring, unusual items. In addition, there are limitations in using non-GAAP financial measures because the non-GAAP financial measures are not prepared in accordance with GAAP, and exclude expenses that may have a material impact on our reported financial results. Further, share-based compensation expense has been, and will continue to be for the foreseeable future, significant recurring expenses in our business and an important part of the compensation provided to our employees. In addition, the amortization of intangible assets is expected recurring expense over the estimated useful life of the underlying intangible asset and acquisition-related expenses will be incurred to the extent acquisitions are made in the future. Furthermore, foreign exchange rates may fluctuate from one period to another, and the Company does not estimate movements in foreign currencies.

A reconciliation of each 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, which is also available on our website at https://investors.cellebrite.com.

In regard to forward-looking non-GAAP guidance, we are not able to reconcile the forward-looking Adjusted EBITDA measure to the closest corresponding GAAP measure without unreasonable efforts because we are unable to predict the ultimate outcome of certain significant items including, but not limited to, fair value movements, share-based payments for future awards, tax expense, depreciation and amortization expense, and certain financing and tax items.

RECONCILIATION
FY23, FY24 AND FY25 BY QUARTER AND FY26 BY QUARTER

Cellebrite

Cellebrite DI Ltd. - Revenue Mix (U.S. Dollars in thousands - unaudited)	**FY 2023**	**FY 2024**	**FY 2025**					**FY 2026**		
	Yr Ended	**Yr Ended**	**Quarter Ended**				**Yr Ended**	**Quarter Ended**		**YTD**
	31-Dec	**31-Dec**	**31-Mar**	**30-Jun**	**30-Sep**	**31-Dec**	**31-Dec**	**31-Mar**	**30-Jun**	**30-Jun**
Annual recurring revenue (in thousands)										
Total ARR	**315,689**	**395,899**	408,060	418,875	439,803	480,760	**480,760**	492,970	507,771	**507,771**
ARR related to acquisitions	-	-	-	-	-	16,078	16,078	-	-	-
Organic ARR	315,689	395,899	408,060	418,875	439,803	464,682	464,682	492,970	507,771	507,771

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

RECONCILIATION
FY23, FY24, FY25 BY QUARTER AND FY26 BY QUARTER

Cellebrite

GAAP to Non-GAAP Reconciliations (U.S. Dollars in thousands, except share and per share data)	FY 2023 Yr Ended 31-Dec	FY 2024 Yr Ended 31-Dec	FY 2025 Quarter Ended 31-Mar	FY 2025 Quarter Ended 30-Jun	FY 2025 Quarter Ended 30-Sep	FY 2025 Quarter Ended 31-Dec	FY 2025 Yr Ended 31-Dec	FY 2026 Quarter Ended 31-Mar	FY 2026 Quarter Ended 30-Jun	FY 2026 YTD 30-Jun
GAAP cost of revenue:										
Cost of revenue	**$ 53,231**	**$ 62,593**	$ 17,490	$ 17,677	$ 20,314	$ 19,691	**$ 75,172**	$ 22,420	$ 25,207	**$ 47,627**
Less:										
Share-based compensation expense	1,733	2,227	750	827	828	775	3,180	692	657	1,349
Amortization of intangible assets	-	-	-	-	-	881	881	3,612	5,536	9,148
Acquisition-related costs	52	2	-	-	-	-	-	-	1	1
Non-GAAP cost of revenue	**$ 51,446**	**$ 60,364**	**$ 16,740**	**$ 16,850**	**$ 19,486**	**$ 18,035**	**$ 71,111**	**$ 18,116**	**$ 19,013**	**$ 37,129**
GAAP gross profit:										
Gross profit	**$271,879**	**$ 338,610**	$ 90,059	$ 95,599	$ 105,715	$ 109,130	**$ 400,503**	$ 105,881	$ 105,931	**$ 211,812**
Share-based compensation expense	1,733	2,227	750	827	828	775	3,180	692	657	1,349
Amortization of intangible assets	-	-	-	-	-	881	881	3,612	5,536	9,148
Acquisition-related costs	52	2	-	-	-	-	-	-	1	1
Non-GAAP gross profit	**$273,664**	**$ 340,839**	**$ 90,809**	**$ 96,426**	**$ 106,543**	**$ 110,786**	**$ 404,564**	**$ 110,185**	**$ 112,125**	**$ 222,310**

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

RECONCILIATION
FY23, FY24, FY25 BY QUARTER AND FY26 BY QUARTER

Cellebrite

GAAP to Non-GAAP Reconciliations (U.S. Dollars in thousands, except share and per share data)	FY 2023 Yr Ended 31-Dec	FY 2024 Yr Ended 31-Dec	FY 2025 Quarter Ended 31-Mar	FY 2025 Quarter Ended 30-Jun	FY 2025 Quarter Ended 30-Sep	FY 2025 Quarter Ended 31-Dec	FY 2025 Yr Ended 31-Dec	FY 2026 Quarter Ended 31-Mar	FY 2026 Quarter Ended 30-Jun	FY 2026 YTD 30-Jun
GAAP operating expenses:										
Operating expenses	**$ 238,642**	**$ 281,704**	$ 77,791	$ 81,182	$ 86,725	$ 88,325	**$ 334,023**	$ 96,762		**$ 195,744**
Less:										
Executive severance costs	-	1,068	-	-	574	-	574	-	-	-
Issuance expenses	(345)	-	-	-	-	-	-	-	-	-
Dividend participation compensation	-	-	-	-	-	-	-	-	-	-
Share-based compensation expense	17,265	28,348	8,027	7,983	14,480	11,222	41,712	13,692	14,592	28,284
Amortization of intangible assets	3,347	3,349	926	931	934	1,227	4,018	1,362	1,394	2,756
Acquisition-related costs	(7)	219	-	2,066	164	1,588	3,818	109	676	785
Capital loss from FA disposal	-	-	-	-	-	-	-	-	-	-
Non-GAAP operating expenses	**$ 218,382**	**$ 248,720**	**$ 68,838**	**$ 70,202**	**$ 70,573**	**$ 74,288**	**$ 283,901**	**$ 81,599**	**$ 82,320**	**$ 163,919**
GAAP operating income (loss)	$ 33,237	$ 56,906	$ 12,268	$ 14,417	$ 18,990	$ 20,805	$ 66,480	$ 9,119	$ 6,949	$ 16,068
Executive severance costs	-	1,068	-	-	574	-	574	-	-	-
Issuance expenses	(345)	-	-	-	-	-	-	-	-	-
Dividend participation compensation	-	-	-	-	-	-	-	-	-	-
Share-based compensation expense	18,998	30,575	8,777	8,810	15,308	11,997	44,892	14,384	15,249	29,633
Amortization of intangible assets	3,347	3,349	926	931	934	2,108	4,899	4,974	6,930	11,904
Acquisition-related costs	45	221	-	2,066	164	1,588	3,818	109	677	786
Non-GAAP operating income (loss)	**$ 55,282**	**$ 92,119**	**$ 21,971**	**$ 26,224**	**$ 35,970**	**$ 36,498**	**$ 120,663**	**$ 28,586**	**$ 29,805**	**$ 58,391**

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

RECONCILIATION
FY23, FY24, FY25 BY QUARTER AND FY26 BY QUARTER

Cellebrite

GAAP to Non-GAAP Reconciliations (U.S. Dollars in thousands, except share and per share data)	FY 2023 Yr Ended 31-Dec	FY 2024 Yr Ended 31-Dec	FY 2025 Quarter Ended 31-Mar	FY 2025 Quarter Ended 30-Jun	FY 2025 Quarter Ended 30-Sep	FY 2025 Quarter Ended 31-Dec	FY 2025 Yr Ended 31-Dec	FY 2026 Quarter Ended 31-Mar	FY 2026 Quarter Ended 30-Jun	FY 2026 YTD 30-Jun
GAAP net income (loss)	$ (81,100)	$ (283,007)	$ 17,400	$ 19,476	$ 20,189	$ 21,261	$ 78,326	$ 10,938	$ 6,371	$ 17,309
Executive severance costs	-	1,068	-	-	574	-	574	-	-	-
One-time tax income	-	-	-	-	-	-	-	-	-	-
Issuance expenses	(345)	-	-	-	-	-	-	-	-	-
Dividend participation compensation	-	-	-	-	-	-	-	-	-	-
Share-based compensation expense	18,998	30,575	8,777	8,810	15,308	11,997	44,892	14,384	15,249	29,633
Amortization of intangible assets	3,347	3,349	926	931	934	2,108	4,899	4,974	6,930	11,904
Acquisition related costs	45	221	-	2,066	164	1,588	3,818	109	677	786
Income tax expense	633	(4,049)	(924)	(510)	(309)	(260)	(2,003)	215	465	680
Finance expenses (income)	119,348	349,604	-	-	-	-	-	-	-	-
Non-GAAP net income (loss)	**$ 60,926**	**$ 97,761**	**$ 26,179**	**$ 30,773**	**$ 36,860**	**$ 36,694**	**$ 130,506**	**$ 30,620**	**$ 29,692**	**$ 60,312**
GAAP net income (loss)	$ (81,100)	$ (283,007)	$ 17,400	$ 19,476	$ 20,189	$ 21,261	$ 78,326	$ 10,938	$ 6,371	$ 17,309
Financial (Income) expense	108,800	332,890	(7,060)	(6,374)	(5,298)	(5,466)	(24,198)	(4,515)	(4,238)	(8,753)
Tax expense (income)	5,537	7,023	1,928	1,315	4,099	5,010	12,352	2,696	4,816	7,512
Depreciation and amortization	10,011	10,607	2,631	2,592	2,703	3,941	11,867	7,005	8,915	15,920
Executive severance costs	-	1,068	-	-	574	-	574	-	-	-
Issuance expenses	(345)	-	-	-	-	-	-	-	-	-
Dividend participation compensation	-	-	-	-	-	-	-	-	-	-
Share-based compensation expense	18,998	30,575	8,777	8,810	15,308	11,997	44,892	14,384	15,249	29,633
Acquisition-related costs	45	221	-	2,066	164	1,588	3,818	109	677	786
Adjusted EBITDA	**$ 61,946**	**$ 99,377**	**$ 23,676**	**$ 27,885**	**$ 37,739**	**$ 38,331**	**$ 127,631**	**$ 30,617**	**$ 31,790**	**$ 62,407**
Adjusted EBITDA margin	19.1%	24.8%	22.0%	24.6%	29.9%	29.8%	26.8%	23.9%	24.2%	24.1%

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

FREE CASH FLOW AND FREE CASH FLOW MARGIN

RECONCILIATION
FY23, FY24, FY25 BY QUARTER AND FY26 BY QUARTER

Cellebrite

GAAP to Non-GAAP Reconciliations (U.S. Dollars in thousands, except share and per share data)	FY 2023 Yr Ended 31-Dec	FY 2024 Yr Ended 31-Dec	FY 2025 Quarter Ended 31-Mar	FY 2025 Quarter Ended 30-Jun	FY 2025 Quarter Ended 30-Sep	FY 2025 Quarter Ended 31-Dec	FY 2025 Yr Ended 31-Dec	FY 2026 Quarter Ended 31-Mar	FY 2026 Quarter Ended 30-Jun	FY 2026 YTD 30-Jun
Cash flows from operating activities	102,058	132,171	20,878	32,583	33,272	86,811	173,544	19,885	17,589	37,474
Less:										
Capital expenditures	(5,231)	(8,566)	(2,339)	(3,608)	(3,322)	(3,956)	(13,225)	(3,041)	(3,068)	(6,109)
Free Cash Flow	$ 96,827	$ 123,605	$ 18,539	$ 28,975	$ 29,950	$ 82,855	$160,319	$ 16,844	$ 14,521	$ 31,365
Free Cash Flow margin	29.8%	30.8%	17.2%	25.6%	23.8%	64.3%	33.7%	13.1%	11.1%	12.1%

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

RECONCILIATION
TTM 6/30/23, 6/30/24, 6/30/25 AND 6/30/26

	FY22-Q3	FY22-Q4	FY23-Q1	FY23-Q2	TTM 6/30/2023	FY23-Q3	FY23-Q4	FY24-Q1	FY24-Q2	TTM 6/30/2024
Cash flows from operating activities	$ (556)	$ 35,743	$ 12,476	$ 16,576	$ 64,239	$ 29,178	$ 43,828	$ 10,041	$ 14,513	$ 97,560
Less:										
Purchase of property and equipment	$ (1,630)	$ (1,391)	$ (1,064)	$ (825)	$ (4,910)	$ (1,082)	$ (2,260)	$ (1,495)	$ (2,073)	$ (6,910)
Free Cash Flow	$ (2,186)	$ 34,352	$ 11,412	$ 15,751	$ 59,329	$ 28,096	$ 41,568	$ 8,546	$ 12,440	$ 90,650
Free Cash Flow margin	-9.0%	-3.0%	46.4%	20.5%	20.2%	33.4%	44.7%	9.5%	13.0%	25.0%

	FY24-Q3	FY24-Q4	FY25-Q1	FY25-Q2	TTM 6/30/2025	FY25-Q3	FY25-Q4	FY26-Q1	FY26-Q2	TTM 6/30/2026
Cash flows from operating activities	$ 41,650	$ 65,967	$ 20,878	$ 32,582	$ 161,078	$ 33,272	$ 86,811	$ 19,885	$ 17,589	$ 157,557
Less:										
Purchase of property and equipment	$ (1,820)	$ (3,178)	$ (2,339)	$ (3,608)	$ (10,945)	$ (3,322)	$ (3,956)	$ (3,041)	$ (3,068)	$ (13,387)
Free Cash Flow	$ 39,830	$ 62,789	$ 18,539	$ 28,974	$ 150,133	$ 29,950	$ 82,855	$ 16,844	$ 14,521	$ 144,170
Free Cash Flow margin	37.3%	57.6%	17.2%	25.6%	34.4%	23.8%	64.3%	13.1%	11.1%	28.0%

→ Annual Recurring Revenue

Annual recurring revenue (“ARR”) is defined as the value of subscription-based customer agreements encompassing term-based on-premise software and cloud-based software, including those offerings delivered under a recurring consumption-based model, that are in effect at the end of the reporting period. For subscription-based agreements, ARR is calculated as the total contract value of the agreement divided by the length of the agreement, measured as of the end of the period and assuming no increases or reductions to the customer's subscription. For consumption-based cloud software subscriptions, ARR is calculated as the total contract value of the subscription divided by the length of the agreement, assuming no increases or reductions in the customer's usage rate. For new agreements with a term of less than 12 months, ARR is calculated as the total contract value of the agreement, without annualization. The annualized value of contracts is a legal and contractual determination made by assessing the contractual terms with our customers, including contracts for which we are actively negotiating a subscription renewal, which continue to be included in ARR until the customer notifies the Company that it does not intend to renew. ARR is not a forecast of future subscription revenue, which can be impacted by contract start and end dates and renewal rates.

→ 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.

Appendix

Customer Base & Growth Profile

#1 END-TO-END PLATFORM

FOR DIGITAL INVESTIGATIONS & INTELLIGENCE

$508M	ARR (6/30/26)
~7,000	Global Customers
~3M	Serious crime legally-sanctioned investigations in 2025*
#1	Solution for digital forensic examiners
1,287	Employees (6/30/26)

* Based on internal research estimates

World-Class
Customer Base

Public Sector

3000+	North American state and local accounts	**15/15**	U.S. cabinet executive departments
50/50	U.S. states	**100+**	North American federal accounts
20/20	Police departments in the 20 largest U.S. cities	**27/27**	Member E.U. national police
15/20*	Largest European police departments		

Private Sector

72/100	of The Fortune 100		
10/10	of Top 10 accounting firms	**8/10**	of Top 10 pharma companies
9/10	of Top 10 U.S. commercial banks	**8/10**	of Top 10 U.S. technology companies

We've established our global footprint with meaningful room for expansion across our installed customer base

* 4 cities located in countries that Cellebrite does not actively participate commercially due to legal, ethical and business considerations.

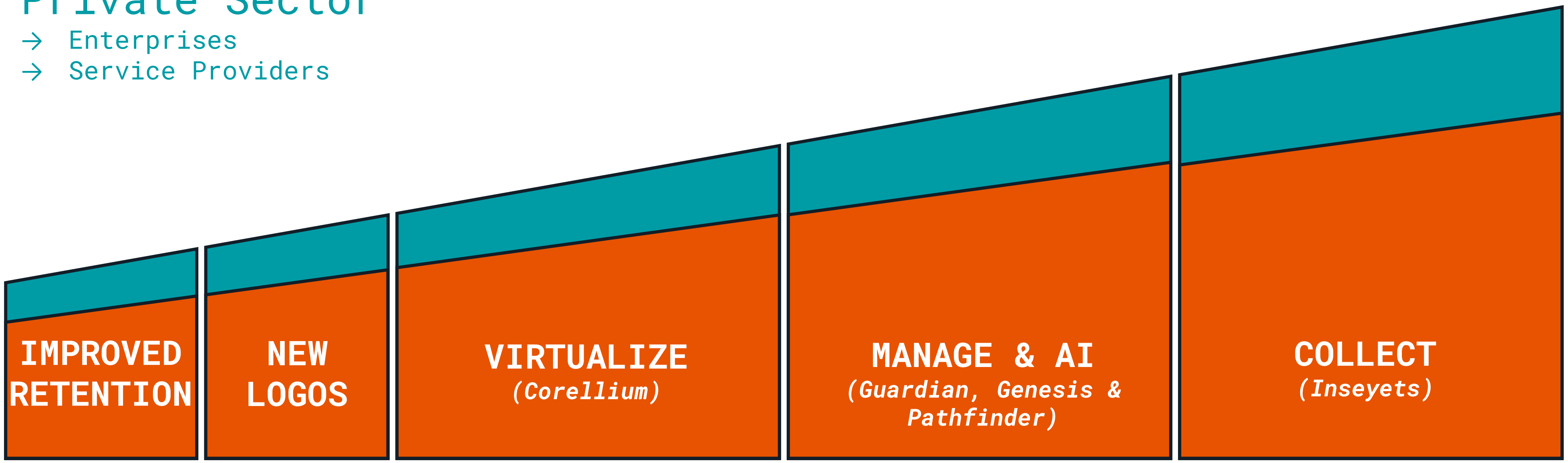
Growth Levers

Public Sector

→ Law Enforcement
→ Defense & Intelligence

Private Sector

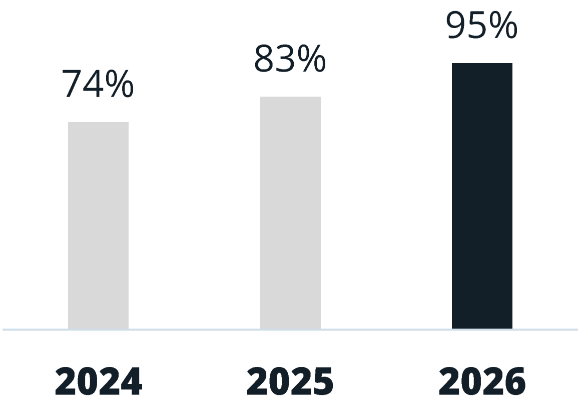
→ Enterprises
→ Service Providers



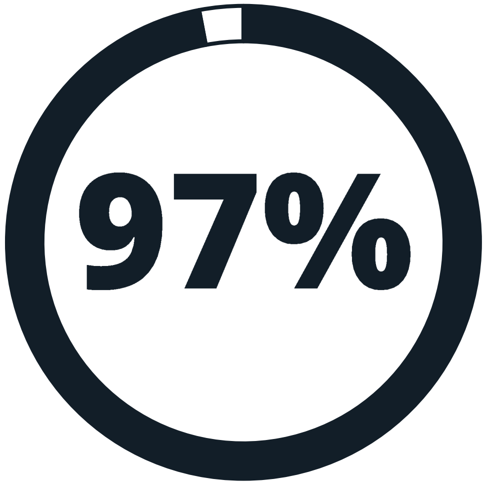
Appendix

Market Trends, Drivers & Opportunities

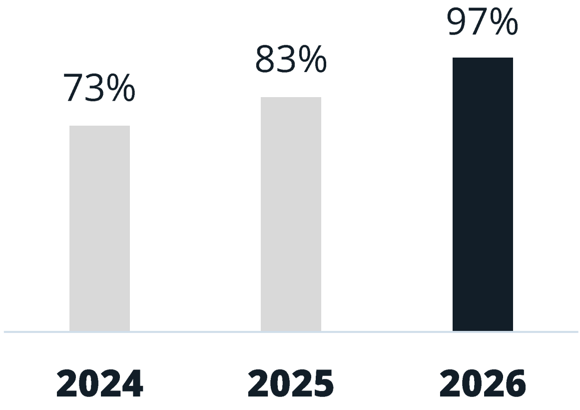
Of crimes have a digital component[1]



Rising Confidence in Digital Evidence & Case Solvability[2]



Say digital evidence is expected be used in every case[2]



Investigators are seeing smartphones more often in cases[2]

Sources: (1) Policing: A Journal of Policy and Practice, Dec. 16, 2022
(2) Cellebrite 2026 Industry Trends Report

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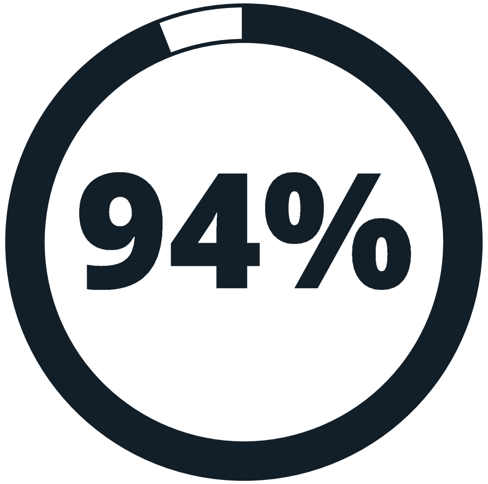
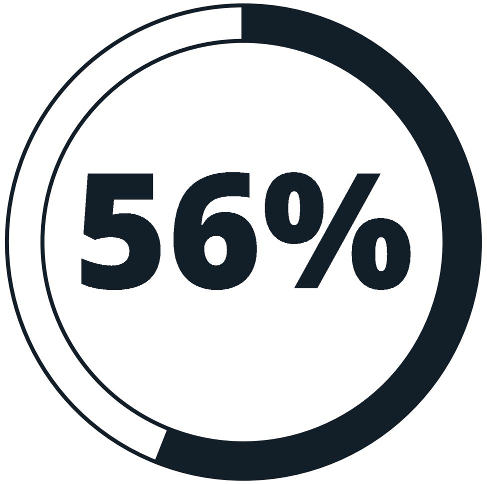


% of respondents who say the complexity of digital evidence has increased[1]

+76%

of agency managers have noted a 76% growth in digital data from devices over the past three years[2]



% of locked phones that reach the lab[1]

Agencies continue to encounter an average of 2 to 5 phones per case[1]

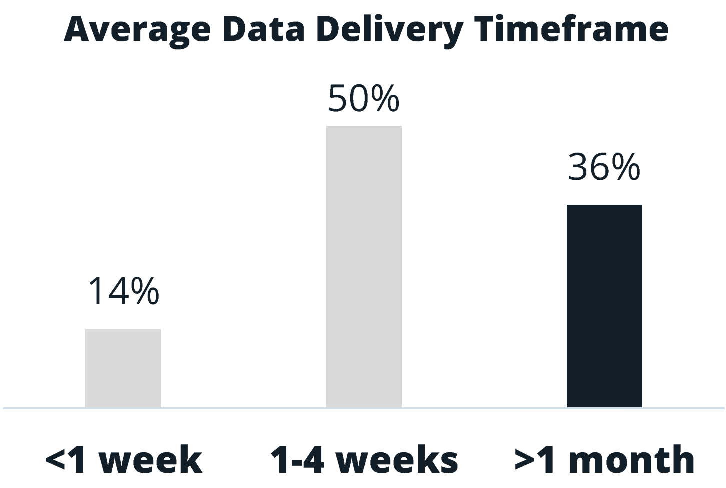
Sources: (1) Cellebrite 2026 Industry Trends Report
(2) Cellebrite 2025 Industry Trends Report

 |

Of Investigators say the time it takes to review digital data is their biggest challenge[1]

6-10 Active cases at one time

Investigators are juggling ~10 weeks of investigative work at any given time.[1]

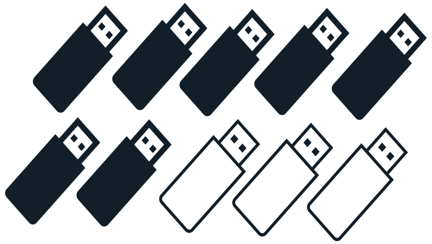


Delivery timelines remain extended: 50% report 1–4 weeks to provide mobile device data or a report, while 36% report one month or longer.[1]

Sources: (1) Cellebrite 2026 Industry Trends Report

71%

Of managers report inadequate training as a major challenge.[1]



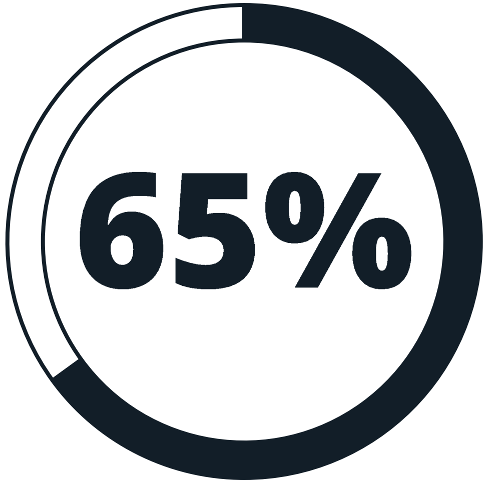
Nearly 70% of respondents rely on physical storage, such as portable hard drives and USB sticks, to share digital evidence[3]

Passed police reform and oversight bills since 2020[2]

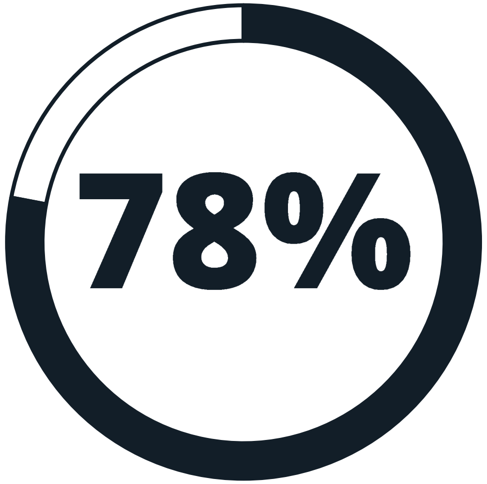
68%

Of investigators say the time required to review digital data is the biggest barrier to moving cases forward[1]

Sources: (1) Cellebrite 2026 Industry Trends Report
(2) "Police Reform Bills" (NY Times, 2021)

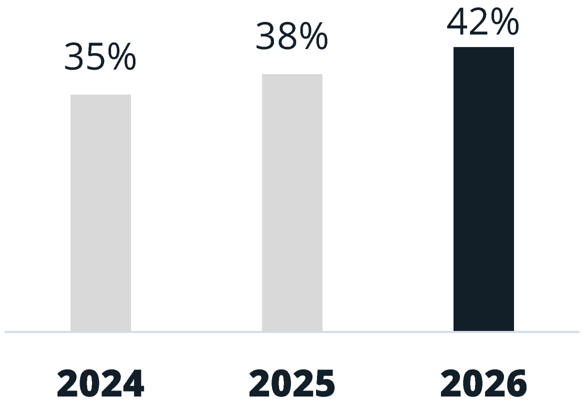


of respondents who believe that AI can accelerate investigations.[1]

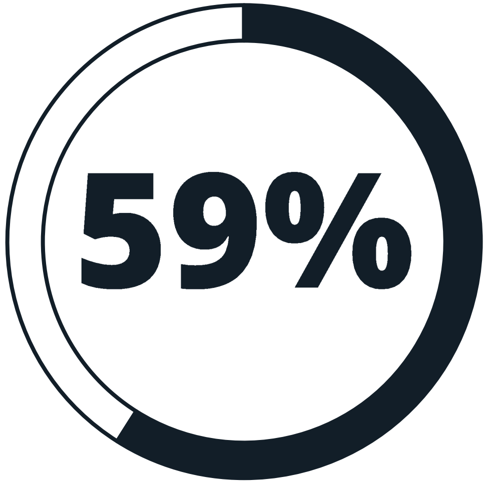


say that better investigative tools would alleviate caseload pressure[1]

Receptiveness to Using Cloud for Digital Evidence



Agencies are becoming more open to using the cloud for digital evidence – reflecting a steady shift toward cloud-based management, sharing, and storage of digital evidence.[1]



say they are using or actively exploring cloud solutions[1]

Sources: (1) Cellebrite 2025 Industry Trends Report