

Cellebrite

Investor Kit

Third Quarter 2026

Cellebrite

Cellebrite DI Ltd. Condensed and Consolidated - US GAAP Income Statements
(U.S. Dollars in thousands, except share and per share data - unaudited)

	FY 2023	FY 2024	FY 2025					FY 2026			
			Quarter Ended					Quarter Ended			
	Yr Ended 31-Dec	Yr Ended 31-Dec	31-Mar	30-Jun	30-Sep	31-Dec	Yr Ended 31-Dec	31-Mar	30-Jun	30-Sep	YTD 30-Sep
Revenue:											
Subscription services	$ 209,751	$ 271,028	$ 76,688	$ 80,814	$ 84,195	$ 89,068	$ 330,765	$ 96,549	$ 97,685	$ 101,163	$ 295,397
Term-license	70,663	82,007	19,141	22,147	28,531	26,426	96,245	21,304	21,805	33,742	76,851
Total subscription	280,414	353,035	95,829	102,961	112,726	115,494	427,010	117,853	119,490	134,905	372,248
Other non-recurring*	13,561	17,285	4,411	3,292	5,504	4,564	17,771	3,668	3,912	6,425	14,005
Professional services	31,135	30,883	7,309	7,023	7,799	8,763	30,894	6,780	7,736	7,692	22,208
Total revenue	**325,110**	**401,203**	**107,549**	**113,276**	**126,029**	**128,821**	**475,675**	**128,301**	**131,138**	**149,022**	**408,461**
								-	-	-	-
Cost of revenue:											
Subscription services	19,219	26,004	8,432	8,522	10,005	10,502	37,461	13,439	14,627	14,951	43,017
Term-license	6	-	-	-	-	87	87	799	1,354	1,337	3,490
Other non-recurring*	13,766	16,200	3,301	3,198	4,791	4,327	15,617	3,497	3,764	6,189	13,450
Professional services	20,240	20,389	5,757	5,957	5,518	4,775	22,007	4,685	5,462	5,498	15,645
Total cost of revenue	**53,231**	**62,593**	**17,490**	**17,677**	**20,314**	**19,691**	**75,172**	**22,420**	**25,207**	**27,975**	**75,602**
											-
Gross profit	271,879	338,610	90,059	95,599	105,715	109,130	400,503	105,881	105,931	121,047	332,859
Operating expenses:											
Research and development	84,386	98,415	27,277	28,611	28,124	29,865	113,877	35,872	35,961	36,387	108,220
Sales and marketing	110,813	132,389	38,768	38,685	38,800	38,561	154,814	43,222	43,753	36,831	123,806
General and administrative	43,443	50,900	11,746	13,886	19,801	19,899	65,332	17,668	19,268	20,954	57,890
Other	-	-	-	-	-	-	-	-	-	-	-
Total operating expenses	**238,642**	**281,704**	**77,791**	**81,182**	**86,725**	**88,325**	**334,023**	**96,762**	**98,982**	**94,172**	**289,916**
Operating income (loss)	**33,237**	**56,906**	**12,268**	**14,417**	**18,990**	**20,805**	**66,480**	**9,119**	**6,949**	**26,875**	**42,943**
Financial income (expense), net	(108,800)	(332,890)	7,060	6,374	5,298	5,466	24,198	4,515	4,238	4,866	13,619
Income (loss) before taxes on income	**(75,563)**	**(275,984)**	**19,328**	**20,791**	**24,288**	**26,271**	**90,678**	**13,634**	**11,187**	**31,741**	**56,562**
Tax expense (income)	5,537	7,023	1,928	1,315	4,099	5,010	12,352	2,696	4,816	5,085	12,597
Net Income (loss)	**$ (81,100)**	**$ (283,007)**	**$ 17,400**	**$ 19,476**	**$ 20,189**	**$ 21,261**	**$ 78,326**	**$ 10,938**	**$ 6,371**	**$ 26,656**	**$ 43,965**
Basic net earnings (loss) per share	$ (0.42)	$ (1.35)	$ 0.07	$ 0.08	$ 0.08	$ 0.09	$ 0.32	$ 0.04	$ 0.03	$ 0.11	$ 0.18
Diluted net earnings (loss) per share	$ (0.43)	$ (1.35)	$ 0.07	$ 0.08	$ 0.08	$ 0.08	$ 0.31	$ 0.04	$ 0.02	$ 0.10	$ 0.17
Pro-forma weighted average number of shares used to compute basic net earnings per share	190,154,549	209,471,827	237,246,654	240,358,573	243,508,803	245,282,244	241,626,316	246,470,084	247,617,591	249,475,824	247,865,510
Pro-forma weighted average number of shares used to compute diluted net earnings per share	190,154,549	209,471,827	249,302,220	248,980,462	249,719,713	251,501,118	249,903,126	252,077,487	252,788,652	254,362,925	253,087,365
Gross margin	83.6%	84.4%	83.7%	84.4%	83.9%	84.7%	84.2%	82.5%	80.8%	81.2%	81.5%
R&D % of total revenue	26.0%	24.5%	25.4%	25.3%	22.3%	23.2%	23.9%	28.0%	27.4%	24.4%	26.5%
S&M % of total revenue	34.1%	33.0%	36.0%	34.2%	30.8%	29.9%	32.5%	33.7%	33.4%	24.7%	30.3%
G&A % of total revenue	13.4%	12.7%	10.9%	12.3%	15.7%	15.4%	13.7%	13.8%	14.7%	14.1%	14.2%
Total Operating Expenses % of total revenues	73.4%	70.2%	72.3%	71.7%	68.8%	68.6%	70.2%	75.4%	75.5%	63.2%	71.0%
Operating margin	10.2%	14.2%	11.4%	12.7%	15.1%	16.2%	14.0%	7.1%	5.3%	18.0%	10.5%
Tax rate	-7.3%	-2.5%	10.0%	6.3%	16.9%	19.1%	13.6%	19.8%	43.0%	16.0%	22.3%
Net margin	-24.9%	-70.5%	16.2%	17.2%	16.0%	16.5%	16.5%	8.5%	4.9%	17.9%	10.8%

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

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Cellebrite DI Ltd. Condensed and Consolidated - Non-GAAP Income Statements
(U.S. Dollars in thousands, except share and per share data - unaudited)

	FY 2023	FY 2024	FY 2025					FY 2026			
	Yr Ended 31-Dec	Yr Ended 31-Dec	Quarter Ended 31-Mar	30-Jun	30-Sep	31-Dec	Yr Ended 31-Dec	Quarter Ended 31-Mar	30-Jun	30-Sep	YTD 30-Sep
Revenue:											
Subscription services	$ 209,751	$ 271,028	$ 76,688	$ 80,814	$ 84,195	$ 89,068	$ 330,765	$ 96,549	$ 97,685	$ 101,163	$ 295,397
Term-license	70,663	82,007	19,141	22,147	28,531	26,426	96,245	21,304	21,805	33,742	76,851
Total subscription	280,414	353,035	95,829	102,961	112,726	115,494	427,010	117,853	119,490	134,905	372,248
Other non-recurring*	13,561	17,285	4,411	3,292	5,504	4,564	17,771	3,668	3,912	6,425	14,005
Professional services	31,135	30,883	7,309	7,023	7,799	8,763	30,894	6,780	7,736	7,692	22,208
Total revenue	**325,110**	**401,203**	**107,549**	**113,276**	**126,029**	**128,821**	**475,675**	**128,301**	**131,138**	**149,022**	**408,461**
Cost of revenue:											
Subscription services	19,219	26,004	8,113	8,143	9,361	9,115	34,732	9,438	8,738	8,630	26,806
Term-license	6	-	-	-	-	87	87	799	1,354	1,337	3,490
Other non-recurring*	13,644	16,047	3,044	2,943	5,095	4,243	15,325	3,423	3,690	6,098	13,211
Professional services	18,577	18,313	5,583	5,764	5,030	4,590	20,967	4,456	5,231	5,267	14,954
Total cost of revenue	**51,446**	**60,364**	**16,740**	**16,850**	**19,486**	**18,035**	**71,111**	**18,116**	**19,013**	**21,332**	**58,461**
Gross profit	273,664	340,839	90,809	96,426	106,543	110,786	404,564	110,185	112,125	127,690	350,000
Operating expenses:											
Research and development	77,866	88,648	24,198	25,388	24,762	25,800	100,148	29,826	29,446	29,960	89,232
Sales and marketing	102,842	121,752	35,694	35,281	35,136	34,638	140,749	39,569	39,955	33,094	112,618
General and administrative	37,674	38,320	8,946	9,533	10,675	13,850	43,004	12,204	12,919	13,106	38,229
Total operating expenses	**218,382**	**248,720**	**68,838**	**70,202**	**70,573**	**74,288**	**283,901**	**81,599**	**82,320**	**76,160**	**240,079**
Non-GAAP operating income	**55,282**	**92,119**	**21,971**	**26,224**	**35,970**	**36,498**	**120,663**	**28,586**	**29,805**	**51,530**	**109,921**
Financial Income, net	(108,800)	(332,890)	7,060	6,374	5,298	5,466	24,198	4,515	4,238	4,866	13,619
Income (loss) before taxes on income	**(53,518)**	**(240,771)**	**29,031**	**32,598**	**41,268**	**41,964**	**144,861**	**33,101**	**34,043**	**56,396**	**123,540**
Tax expense (income)	5,537	7,023	1,928	1,315	4,099	5,010	12,352	2,696	4,816	5,085	12,597
Income tax adjustment	633	(4,049)	(924)	(510)	(309)	(260)	(2,003)	215	465	(5,761)	(5,081)
One time tax income	-	-	-	-	-	-	-	-	-	-	-
Finance expense (income)	119,348	349,604	-	-	-	-	-	-	-	-	-
Non-GAAP net income	**$ 60,926**	**$ 97,761**	**$ 26,179**	**$ 30,773**	**$ 36,860**	**$ 36,694**	**$ 130,506**	**$ 30,620**	**$ 29,692**	**$ 45,550**	**$ 105,862**
Basic net earnings (loss) per share	$ 0.31	$ 0.45	$ 0.11	$ 0.13	$ 0.15	$ 0.15	$ 0.54	$ 0.12	$ 0.12	$ 0.18	$ 0.42
Diluted net earnings per share	$ 0.28	$ 0.42	$ 0.10	$ 0.12	$ 0.14	$ 0.14	$ 0.51	$ 0.12	$ 0.11	$ 0.17	$ 0.40
Pro-forma weighted average number of shares used to compute basic net earnings per share	190,154,549	209,471,827	237,246,654	240,358,573	243,508,803	245,282,244	241,626,316	246,470,084	247,617,591	249,475,824	247,865,510
Pro-forma weighted average number of shares used to compute diluted net earnings per share	206,194,081	227,258,731	252,456,562	252,713,944	256,157,437	257,274,507	254,677,860	259,252,345	259,522,205	260,516,532	259,774,704
Gross margin	84.2%	85.0%	84.4%	85.1%	84.5%	86.0%	85.1%	85.9%	85.5%	85.7%	85.7%
R&D % of total revenue	24.0%	22.1%	22.5%	22.4%	19.6%	20.0%	21.1%	23.2%	22.5%	20.1%	21.8%
S&M % of total revenue	31.6%	30.3%	33.2%	31.1%	27.9%	26.9%	29.6%	30.8%	30.5%	22.2%	27.6%
G&A % of total revenue	11.6%	9.6%	8.3%	8.4%	8.5%	10.8%	9.0%	9.5%	9.9%	8.8%	9.4%
Total Operating Expenses % of total revenues	67.2%	62.0%	64.0%	62.0%	56.0%	57.7%	59.7%	63.6%	62.8%	51.1%	58.8%
Operating margin	17.0%	23.0%	20.4%	23.2%	28.5%	28.3%	25.4%	22.3%	22.7%	34.6%	26.9%
Tax rate	-9.2%	-1.2%	3.5%	2.5%	9.2%	11.3%	7.1%	8.8%	15.5%	-1.2%	6.1%
Net margin	18.7%	24.4%	24.3%	27.2%	29.2%	28.5%	27.4%	23.9%	22.6%	30.6%	25.9%

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.

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Cellebrite DI Ltd. Condensed and Consolidated - Balance Sheets (U.S. Dollars in thousands)	FY 2023	FY 2024	FY 2025				FY 2026		
	Yr Ended 31-Dec	Yr Ended 31-Dec	Quarter Ended 31-Mar	Quarter Ended 30-Jun	Quarter Ended 30-Sep	Yr Ended 31-Dec	Quarter Ended 31-Mar	Quarter Ended 30-Jun	Quarter Ended 30-Sep
ASSETS									
Current Assets									
Cash and cash equivalents	$ 189,517	$ 191,659	$ 90,475	$ 179,223	$ 281,361	$ 124,457	$ 133,689	$ 141,250	$ 223,055
Short-term deposits	74,713	153,746	177,754	146,053	127,216	161,049	140,777	146,759	121,207
Marketable securities	38,693	101,818	141,257	146,908	117,135	151,544	154,602	154,522	139,607
Trade receivables	77,269	82,358	81,142	93,127	104,196	104,972	72,739	110,782	139,816
Prepaid expenses and other current assets	26,400	23,246	17,625	23,489	20,812	19,630	25,799	21,514	21,375
Contract acquisition costs	5,550	5,827	6,260	7,772	9,034	6,595	5,732	6,466	5,844
Inventories	9,940	8,939	8,969	9,537	8,648	7,603	7,528	8,388	7,509
Total current assets	**422,082**	**567,593**	**523,482**	**606,109**	**668,402**	**575,850**	**540,866**	**589,681**	**658,413**
Non-current assets									
Other non-current assets	7,341	7,682	6,897	6,687	6,289	14,618	7,091	7,344	7,803
Marketable securities	28,859	36,601	100,305	85,661	69,580	97,959	105,491	103,185	109,410
Deferred tax assets, net	7,024	11,072	11,545	12,586	12,727	10,880	11,760	11,667	11,791
Property and equipment, net	15,896	16,995	17,766	19,962	22,533	22,209	23,150	24,552	27,431
Intangible assets, net	10,594	11,306	10,922	10,242	9,807	81,469	127,966	121,909	117,928
Operating lease right-of-use assets, net	14,260	10,604	10,261	17,464	16,267	16,308	16,403	16,414	16,151
Goodwill	26,829	28,714	28,714	28,714	28,714	119,559	119,559	119,559	119,559
Total non-current assets	**83,974**	**122,974**	**186,410**	**181,316**	**165,917**	**363,002**	**411,420**	**404,630**	**410,073**
Total Assets	**$ 506,056**	**$ 690,567**	**$ 709,892**	**$ 787,425**	**$ 834,319**	**$ 938,852**	**$ 952,286**	**$ 994,311**	**$ 1,068,486**
Liabilities, redeemable convertible preferred shares and shareholders' equity (deficiency)									
Current Liabilities									
Trade payables	$ 8,282	$ 11,077	$ 10,214	$ 10,587	$ 11,136	$ 16,834	$ 10,868	$ 18,113	$ 20,473
Other accounts payable and accrued expenses	44,845	63,330	53,932	67,969	62,486	71,244	79,652	77,009	73,351
Deferred revenues	195,725	216,970	219,442	227,177	239,677	277,583	255,095	263,350	295,513
Operating lease liabilities	4,972	4,125	4,210	4,236	3,618	3,996	4,596	5,736	6,115
Total current liabilities	**253,824**	**295,502**	**287,798**	**309,969**	**316,917**	**369,657**	**350,211**	**364,208**	**395,452**
Long-term Liabilities									
Other long-term liabilities	5,515	6,954	6,566	6,852	7,510	16,677	23,179	24,573	25,424
Long-term deferred revenues	47,098	45,247	45,641	44,096	44,386	49,526	50,147	49,940	51,065
Restricted Sponsor Shares liability	47,247	-	-	-	-	-	-	-	-
Price Adjustment Shares liability	81,715	-	-	-	-	-	-	-	-
Derivative warrant liabilities	54,117	-	-	-	-	-	-	-	-
Operating lease liabilities	9,157	6,844	6,393	18,095	17,821	18,674	18,209	17,493	17,238
Total long-term liabilities	**244,849**	**59,045**	**58,600**	**69,043**	**69,717**	**84,877**	**91,535**	**92,006**	**93,727**
Total Liabilities	**$ 498,673**	**$ 354,547**	**$ 346,398**	**$ 379,012**	**$ 386,634**	**$ 454,534**	**$ 441,746**	**$ 456,214**	**$ 489,179**
Shareholders' equity (deficiency)									
Share capital	* -	* -	* -	* -	* -	* -	* -	* -	* -
Additional paid-in capital	(84,896)	498,883	510,153	533,847	553,111	568,721	585,233	605,809	622,769
Treasury stock, NIS 0.00001 par value; 41,776 ordinary shares	(85)	(85)	(85)	(85)	(85)	(85)	(85)	(85)	(85)
Accumulated other comprehensive income	1,050	2,086	890	2,639	2,459	2,220	992	1,602	(804)
(Accumulated deficit) Retained earnings	118,143	(164,864)	(147,464)	(127,988)	(107,800)	(86,538)	(75,600)	(69,229)	(42,573)
Total shareholders' equity (deficiency)	**34,212**	**336,020**	**363,494**	**408,413**	**447,685**	**484,318**	**510,540**	**538,097**	**579,307**
Total liabilities, redeemable convertible preferred shares and shareho	**$ 532,885**	**$ 690,567**	**$ 709,892**	**$ 787,425**	**$ 834,319**	**938,852**	**$ 952,286**	**$ 994,311**	**$ 1,068,486**

* Less than US$ 1.

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

Cellebrite

Cellebrite DI Ltd. Condensed and Consolidated - Quarterly US GAAP Cash Flows
(U.S. Dollars in thousands - unaudited)

	FY 2023	FY 2024	FY 2025					FY 2026			
	Yr Ended 31-Dec	Yr Ended 31-Dec	Quarter Ended 31-Mar	30-Jun	30-Sep	31-Dec	Yr Ended 31-Dec	Quarter Ended 31-Mar	30-Jun	30-Sep	YTD 30-Sep
Cash flows from operating activities:											
Net income (loss)	**$ (81,100)**	**$(283,007)**	**$ 17,400**	**$ 19,476**	**$ 20,189**	**$ 21,261**	**$ 78,326**	**$ 10,938**	**$ 6,371**	**$ 26,656**	**$ 43,965**
Adjustments to reconcile net income to net cash provided by (used in) operating activities:											
Share-based compensation and RSU's	18,998	30,575	8,777	8,810	15,308	11,997	44,892	14,384	15,249	15,446	45,079
Amortization of premium and discount and accrued interest on marketable securities	(1,106)	(2,904)	(523)	(1,202)	(488)	(158)	(2,371)	(1,148)	(237)	(732)	(2,117)
Depreciation and amortization	10,011	10,607	2,631	2,592	2,703	3,941	11,867	7,005	8,915	9,339	25,259
Disposal and write-off of property and equipment	-	-	-	-	-	554	554	-	-	-	0
Interest income from short-term deposits	(7,737)	(10,736)	(2,380)	(2,303)	(1,734)	(1,747)	(8,164)	(1,793)	(1,736)	(1,844)	(5,373)
Deferred tax assets, net	5,125	(4,015)	(386)	(1,387)	(51)	1,899	75	(750)	(15)	70	(695)
Revaluation of derivative warrants	34,102	110,664	-	-	-	-	-	-	-	-	-
Remeasurement of Restricted Sponsor Shares liability	29,715	65,889	-	-	-	-	-	-	-	-	-
Remeasurement of Price Adjustment Shares liability	55,531	173,051	-	-	-	-	-	-	-	-	-
(Increase) decrease in trade receivables	2,271	(5,829)	1,721	(10,931)	(11,225)	4,654	(15,781)	32,441	(38,070)	(29,132)	(34,761)
Increase (decrease) in deferred revenue	46,114	22,317	992	2,310	13,310	33,156	49,768	(20,861)	7,987	33,401	20,527
Decrease (increase) in other non-current assets	(5,610)	(341)	785	210	398	(8,329)	(6,936)	552	(253)	(459)	(160)
Decrease (Increase) in prepaid expenses and other current assets	(9,211)	3,201	5,480	(2,748)	336	2,546	5,614	(4,964)	4,351	810	197
Changes in operating lease assets	4,362	5,335	1,156	1,070	1,197	1,162	4,585	1,055	1,058	1,200	3,313
Changes in operating lease liability	(4,196)	(4,839)	(1,179)	(532)	(892)	3,150	547	(1,015)	(645)	(813)	(2,473)
Abandonment of right-of-use assets and disposal of leasehold Improvements	-	-	-	-	-	1,760	1,760	-	-	0	-
(Increase) decrease in inventories	243	982	(10)	(524)	882	1,284	1,632	144	(859)	878	163
(Decrease) increase in trade payables	3,691	2,755	(1,046)	(166)	713	5,442	4,943	(5,987)	7,181	2,273	3,467
Increase (decrease) in other accounts payable and accrued expenses	734	17,586	(12,152)	17,622	(8,032)	6,810	4,248	(10,393)	6,898	(1,363)	(4,858)
(Decrease) increase in other long-term liabilities	121	880	(388)	286	658	(2,571)	(2,015)	277	1,394	851	2,522
Net cash provided by (used in) operating activities	**102,058**	**132,171**	**20,878**	**32,583**	**33,272**	**86,811**	**173,544**	**19,885**	**17,589**	**56,581**	**94,055**
Cash flows from investing activities:											
Capital expenditures	(5,231)	(8,566)	(2,339)	(3,608)	(3,322)	(3,956)	(13,225)	(3,041)	(3,068)	(4,784)	(10,893)
Purchase of intangible assets	(2,687)	(2,043)	-	-	-	-	-	(7,059)	(8,560)	-8,470	(24,089)
Investment in marketable securities	(55,317)	(127,789)	(129,956)	(53,190)	(12,057)	(126,028)	(321,231)	(74,575)	(50,050)	(70,826)	(195,451)
Proceeds from maturities of marketable securities	56,336	59,971	27,419	32,204	58,597	34,772	152,992	24,607	36,338	29,277	90,222
Proceeds from sales of marketable securities	-	-	-	31,166	-	28,643	59,809	39,706	15,840	49,796	105,342
Payment related to business combination, net of cash acquired	-	(2,748)	-	-	-	(147,456)	(147,456)	(15,278)	0	0	(15,278)
Short-term deposits, net	(15,641)	(68,298)	(21,628)	34,005	20,570	(32,086)	861	22,065	(4,246)	27,396	45,215
Net cash (used in) provided by investing activities	**(22,540)**	**(149,473)**	**(126,504)**	**40,577**	**63,788**	**(246,111)**	**(268,250)**	**(13,575)**	**(13,746)**	**22,389**	**(4,932)**
Cash flows from financing activities:											
Exercise of warrants, net	-	42	-	-	-	-	-	-	-	-	-
Exercise of options to shares	19,142	17,265	2,493	12,624	3,958	1,022	20,097	2,128	2,123	1,318	5,569
Proceeds from ESPP, net	2,623	3,344	1,127	1,202	1,309	1,318	4,956	1,383	1,485	1,300	4,168
Net cash provided by financing activities	**21,765**	**20,651**	**3,620**	**13,826**	**5,267**	**2,340**	**25,053**	**3,511**	**3,608**	**2,618**	**9,737**
Net (decrease) increase in cash and cash equivalents and restricted cash	**101,283**	**3,349**	**(102,006)**	**86,986**	**102,327**	**(156,960)**	**(69,653)**	**9,821**	**7,451**	**81,588**	**98,860**
Net effect of currency translation on cash and cash equivalents	589	(1,207)	822	1,762	(189)	56	2,451	(589)	110	217	(262)
Cash and cash equivalents and restricted cash at beginning of period	87,645	189,517	191,659	90,475	179,223	281,361	191,659	124,457	133,689	141,250	124,457
Cash and cash equivalents and restricted cash at end of period	**$189,517**	**$ 191,659**	**$ 90,475**	**$ 179,223**	**$ 281,361**	**$ 124,457**	**$ 124,457**	**$133,689**	**$ 141,250**	**$223,055**	**$223,055**
Supplemental cash flow information:											
Income taxes (received) paid	$ 10,047	$ 7,706	$ 806	$ (8,879)	$ 4,686	$ 2,838	$ (549)	$ 3,538	$ 6,997	$ 4,622	$ 15,157
Purchase of property and equipment on suppliers' credit	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -
Purchase of intangible assets	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -
Operating lease liabilities arising from obtaining right of use assets	$ 4,363	$ 1,884	$ 813	$ 12,328	$ -	$ (1,987)	$ 11,154	$ 1,150	$ 1,069	$ 937	$ 3,156
Reclassification of warrants from liability to equity	$ -	$ 164,770	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -
Reclassification of Restricted Sponsor Shares from liability to equity	$ -	$ 113,136	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -
Reclassification of Price Adjustment Shares from liability to equity	$ -	$ 254,766	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -

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

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GAAP to Non-GAAP Reconciliations (U.S. Dollars in thousands, except share and per share data)	FY 2023	FY 2024	FY 2025					FY 2026			
	Yr Ended 31-Dec	Yr Ended 31-Dec	Quarter Ended 31-Mar	30-Jun	30-Sep	31-Dec	Yr Ended 31-Dec	Quarter Ended 31-Mar	30-Jun	30-Sep	YTD 30-Sep
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	$ 27,975	**$ 75,602**
Less:											
Share-based compensation expense	1,733	2,227	750	827	828	775	3,180	692	657	698	2,047
Amortization of intangible assets	-	-	-	-	-	881	881	3,612	5,536	5,945	15,093
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**	**$ 21,332**	**$ 58,461**
GAAP gross profit:											
Gross profit	**$ 271,879**	**$ 338,610**	$ 90,059	$ 95,599	$ 105,715	$ 109,130	**$ 400,503**	$ 105,881	$ 105,931	$ 121,047	**$ 332,859**
Share-based compensation expense	1,733	2,227	750	827	828	775	3,180	692	657	698	2,047
Amortization of intangible assets	-	-	-	-	-	881	881	3,612	5,536	5,945	15,093
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**	**$ 127,690**	**$ 350,000**
GAAP operating expenses:											
Operating expenses	**$ 238,642**	**$ 281,704**	$ 77,791	$ 81,182	$ 86,725	$ 88,325	**$ 334,023**	$ 96,762	$ 98,982	$ 94,172	**$ 289,916**
Less:											
Executive severance costs	-	1,068	-	-	574	-	574	-	-	520	520
Issuance expenses	(345)	-	-	-	-	-	-	-	-	-	-
Share-based compensation expense	17,265	28,348	8,027	7,983	14,480	11,222	41,712	13,692	14,592	14,748	43,032
Amortization of intangible assets	3,347	3,349	926	931	934	1,227	4,018	1,362	1,394	1,299	4,055
Acquisition-related costs	(7)	219	-	2,066	164	1,588	3,818	109	676	1,445	2,230
Non-GAAP operating expenses	**$ 218,382**	**$ 248,720**	**$ 68,838**	**$ 70,202**	**$ 70,573**	**$ 74,288**	**$ 283,901**	**$ 81,599**	**$ 82,320**	**$ 76,160**	**$ 240,079**

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GAAP to Non-GAAP Reconciliations (U.S. Dollars in thousands, except share and per share data)	FY 2023	FY 2024	FY 2025					FY 2026			
	Yr Ended 31-Dec	Yr Ended 31-Dec	Quarter Ended 31-Mar	Quarter Ended 30-Jun	Quarter Ended 30-Sep	Quarter Ended 31-Dec	Yr Ended 31-Dec	Quarter Ended 31-Mar	Quarter Ended 30-Jun	Quarter Ended 30-Sep	YTD 30-Sep
GAAP operating income (loss)	$ 33,237	$ 56,906	$ 12,268	$ 14,417	$ 18,990	$ 20,805	$ 66,480	$ 9,119	$ 6,949	$ 26,875	$ 42,943
Executive severance costs	-	1,068	-	-	574	-	574	-	-	520	520
Issuance expenses	(345)	-	-	-	-	-	-	-	-	-	-
Share-based compensation expense	18,998	30,575	8,777	8,810	15,308	11,997	44,892	14,384	15,249	15,446	45,079
Amortization of intangible assets	3,347	3,349	926	931	934	2,108	4,899	4,974	6,930	7,244	19,148
Acquisition-related costs	45	221	-	2,066	164	1,588	3,818	109	677	1,445	2,231
Non-GAAP operating income (loss)	**$ 55,282**	**$ 92,119**	**$ 21,971**	**$ 26,224**	**$ 35,970**	**$ 36,498**	**$ 120,663**	**$ 28,586**	**$ 29,805**	**$ 51,530**	**$ 109,921**
GAAP net income (loss)	$ (81,100)	$ (283,007)	$ 17,400	$ 19,476	$ 20,189	$ 21,261	$ 78,326	$ 10,938	$ 6,371	$ 26,656	$ 43,965
Executive severance costs	-	1,068	-	-	574	-	574	-	-	520	520
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	15,446	45,079
Amortization of intangible assets	3,347	3,349	926	931	934	2,108	4,899	4,974	6,930	7,244	19,148
Acquisition related costs	45	221	-	2,066	164	1,588	3,818	109	677	1,445	2,231
Income tax expense	633	(4,049)	(924)	(510)	(309)	(260)	(2,003)	215	465	-5,761	-5,081
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**	**$ 45,550**	**$ 105,862**
GAAP net income (loss)	$ (81,100)	$ (283,007)	$ 17,400	$ 19,476	$ 20,189	$ 21,261	$ 78,326	$ 10,938	$ 6,371	$ 26,656	$ 43,965
Financial (Income) expense	108,800	332,890	(7,060)	(6,374)	(5,298)	(5,466)	(24,198)	(4,515)	(4,238)	(4,866)	(13,619)
Tax expense (income)	5,537	7,023	1,928	1,315	4,099	5,010	12,352	2,696	4,816	5,085	12,597
Depreciation and amortization	10,011	10,607	2,631	2,592	2,703	3,941	11,867	7,005	8,915	9,339	25,259
Executive severance costs	-	1,068	-	-	574	-	574	-	-	520	520
Issuance expenses	(345)	-	-	-	-	-	-	-	-	-	-
Share-based compensation expense	18,998	30,575	8,777	8,810	15,308	11,997	44,892	14,384	15,249	15,446	45,079
Acquisition-related costs	45	221	-	2,066	164	1,588	3,818	109	677	1,445	2,231
Adjusted EBITDA	**$ 61,946**	**$ 99,377**	**$ 23,676**	**$ 27,885**	**$ 37,739**	**$ 38,331**	**$ 127,631**	**$ 30,617**	**$ 31,790**	**$ 53,625**	**$ 116,032**
Adjusted EBITDA margin	19.1%	24.8%	22.0%	24.6%	29.9%	29.8%	26.8%	23.9%	24.2%	36.0%	28.4%
Cash flows from operating activities	**102,058**	**132,171**	**20,878**	**32,583**	**33,272**	**86,811**	**173,544**	**19,885**	**17,589**	**56,581**	**94,055**
Less:											
Capital expenditures	(5,231)	(8,566)	(2,339)	(3,608)	(3,322)	(3,956)	(13,225)	(3,041)	(3,068)	(4,784)	(10,893)
Free Cash Flow	**$ 96,827**	**$ 123,605**	**$18,539**	**$28,975**	**$ 29,950**	**$ 82,855**	**$ 160,319**	**$ 16,844**	**$ 14,521**	**$ 51,797**	**$ 83,162**
Free Cash Flow margin	29.8%	30.8%	17.2%	25.6%	23.8%	64.3%	33.7%	13.1%	11.1%	34.8%	20.4%

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

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Cellebrite DI Ltd. - Revenue Mix (U.S. Dollars in thousands - unaudited)	FY 2023 Yr Ended 31-Dec	FY 2024 Yr Ended 31-Dec	FY 2025 Quarter Ended 31-Mar	 30-Jun	 30-Sep	 31-Dec	 Yr Ended 31-Dec	FY 2026 Quarter Ended 31-Mar	 30-Jun	 30-Sep	YTD 30-Sep
Revenue by geography:											
Americas	$ 172,154	$ 215,531	$ 56,531	$ 61,246	$ 72,805	$ 66,000	$ 256,582	$ 66,006	$ 69,249	$ 81,307	$ 216,562
EMEA	112,247	134,921	37,421	38,461	38,488	46,991	161,361	46,825	43,300	47,823	137,948
APAC	40,709	50,751	13,597	13,569	14,736	15,830	57,732	15,470	18,589	19,892	53,951
Total revenue	**$ 325,110**	**$ 401,203**	**$ 107,549**	**$ 113,276**	**$ 126,029**	**$ 128,821**	**$ 475,675**	**$ 128,301**	**$ 131,138**	**$ 149,022**	**$ 408,461**
											-
Revenue % of total:											
Americas	53.0%	53.7%	52.6%	54.0%	57.8%	51.2%	53.9%	51.4%	52.8%	54.6%	53.0%
EMEA	34.5%	33.6%	34.8%	34.0%	30.5%	36.5%	33.9%	36.5%	33.0%	32.1%	33.8%
APAC	12.5%	12.6%	12.6%	12.0%	11.7%	12.3%	12.0%	12.1%	14.2%	13.3%	13.2%
Total revenue	**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 thousands)											
Total ARR	**315,689**	**395,899**	408,060	418,875	439,803	480,760	**480,760**	492,970	507,771	528,452	**528,452**
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	528,452	**528,452**
Annual recurring revenue (in thousands)	**315,689**	**395,899**	**408,060**	**418,875**	**439,803**	**480,760**	**480,760**	**492,970**	**507,771**	**528,452**	**528,452**
America	165,389	214,565	221,259	226,296	240,244	256,380	256,380	261,090	267,414	280,400	**280,400**
EMEA	114,206	134,061	136,432	141,762	147,200	166,440	166,440	170,930	175,072	179,651	**179,651**
APAC	36,094	47,273	50,369	50,817	52,359	57,940	57,940	60,950	65,285	68,401	**68,401**
Recurring revenue net dollar-based retention rate	**125%**	**124%**	**121%**	**120%**	**117%**	**116%**	**116%**	**115%**	**117%**	**116%**	**116%**

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