Cellebrite

FY26-Q3 Results.

Quarterly Results

November 12, 2026

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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.

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Agenda

FY26-Q3 Results

Third-Quarter Highlights, KPIs & Achievements

Strategy & Roadmap

Outlook

Financial Review

Q&A

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FY26-Q3 Result Highlights

$528M

ARR, Sep-26: **+20%** from $440M

WHAT DROVE ARR GROWTH

- Strong **international** growth
- Another acceleration in **U.S. Federal**

Total revenue	Subscription revenue	Adj. EBITDA*	Rule of X, TTM Sep-26
$149M	**$135M**	**$54M**	**51**
+18% vs. $126M in FY25-Q3	**+20%** vs. $113M in FY25-Q3	**+42%** 36% margin, up from 30% in FY25-Q3 ($38M)	**from 50** FCF margin 31% + ARR growth 20%

Topline expansion + prudent spending → Adj. EBITDA* and free cash flow expansion

* 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.

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FY26-Q3 Major Highlights & Recent Developments

Global Expansion & Customer Success

- **U.S. Federal +18%**
  Up from 16% in Q2
- **EMEA +22% | APAC +31%**
- **Defense & Intelligence**
  Another quarter of mid-20% expansion
- **Inseyets conversions**
  75% of installed base, up from nearly 65% at end of Q2
- **Genesis**
  First full quarter of availability

Innovation

- **Chris Wade now leads Cellebrite Labs**
- **C-TEK portable extraction kit launched**
- **Cybersecurity certifications achieved**
  For U.S. defense and Australian national, regional and local governments

Corporate Milestones

- **Redomicile in the U.S.**

  Anticipated benefits:

  - Eliminates sales friction tied to our foreign-entity status
  - Makes us eligible for major U.S. stock indices
- **Building out our leadership team**

  - Rogerio Rizzi appointed EVP, Corporate Strategy and Development

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Genesis Platform For Investigations & Intelligence-led Operations



AI Analysis & Assistance

Embedded across every layer of the platform

Customer Segments

- Law Enforcement
- Defense & Intelligence
- U.S. Federal
- Enterprise

Roles Served

- Forensic Examiner
- Investigator / Detective
- Lab / Evidence Collector
- Field Operative
- Prosecutor / Legal
- Intelligence Analyst

Capabilities

- Lab Management
- Field Triage
- Evidence Collection
- Multi-Data Source Analysis
- Legal Review
- Forensic Validation
- Cross-Case Analysis
- Workflow & Collaboration

Platform Deployment

- SaaS
- On-Prem
- Field

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Outlook and Summary

01

Genesis Transition

Expected to elevate the Cellebrite value proposition and advance Cellebrite's mission

02

A Bright Future

Genesis strengthens the foundation upon which we will drive durable ARR growth, a more predictable revenue profile and, over time, higher levels of profitability and free cash flow.

03

FY26 Targets

ARR target reaffirmed; Revenue range finetuned; and Adj. EBITDA* target raised

04

Thank you

To our Cellebriters worldwide for third-quarter results we can all be proud of

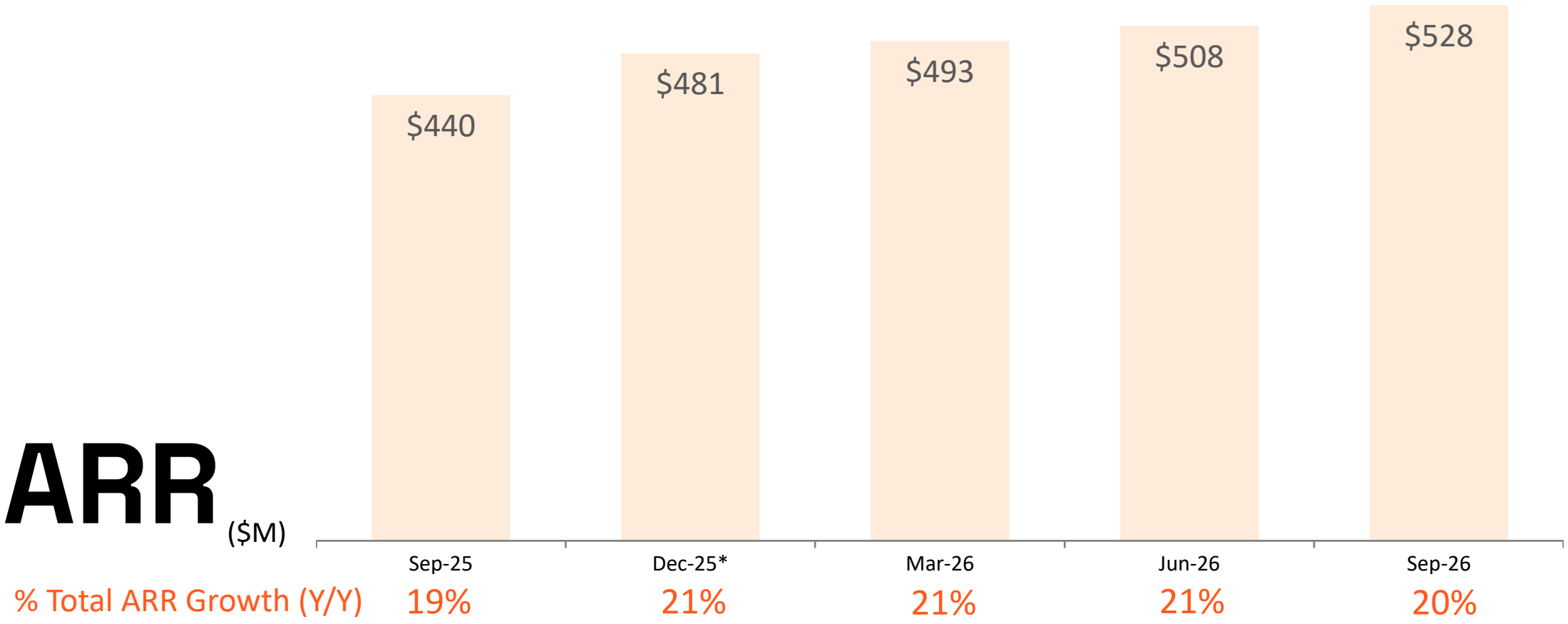
* Non-GAAP
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Financial Review

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Sustainable ARR Growth



* Includes $16.1M in ARR from Corellium
Note: Acquisition of Corellium remains subject to review by CFIUS

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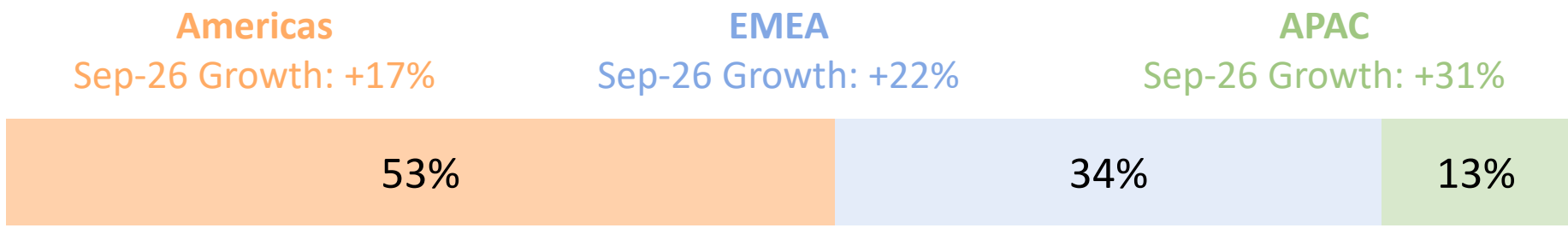
ARR Growth By Geography & ARR Geographic Mix

ARR by Geography

($ in millions)



ARR Mix by Geography



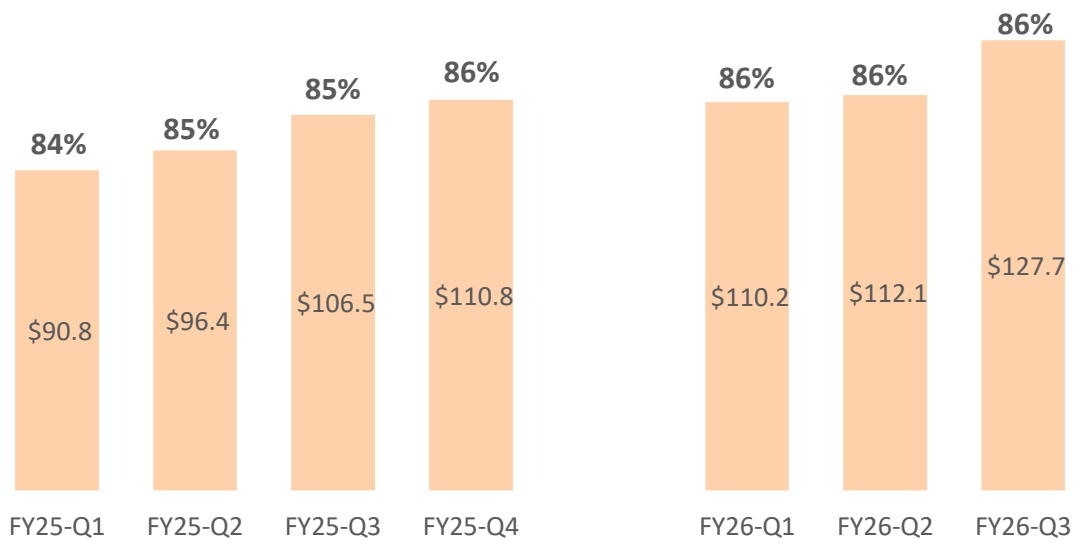
Note: Numbers may not total due to rounding

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Demonstrating Continued Operating Leverage

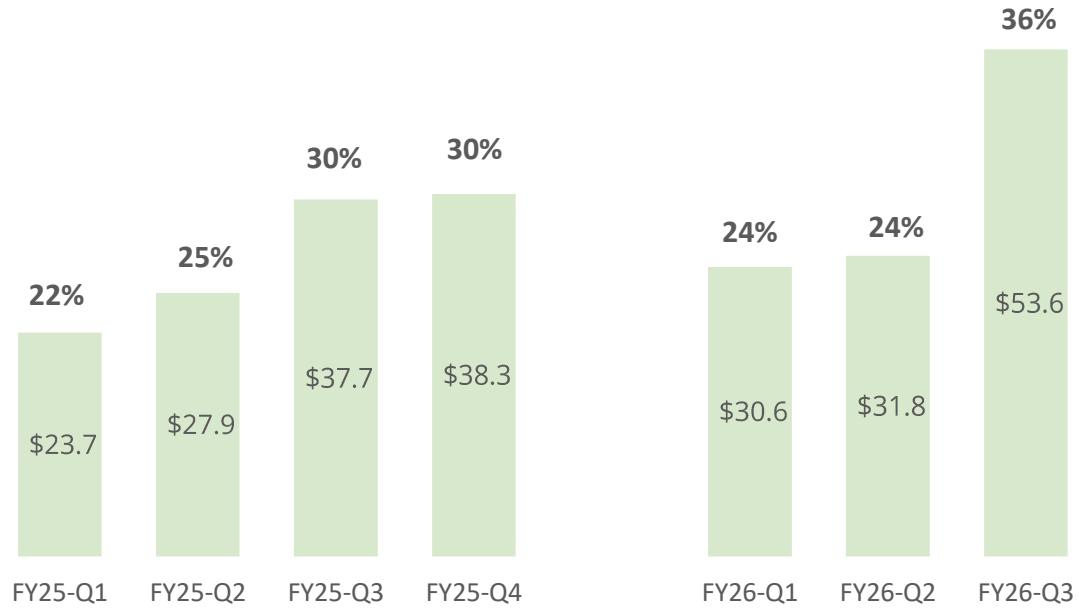
Healthy Software Gross Margin

Gross Profit (Non-GAAP, $M) and
Gross Profit Margin (Non-GAAP, %)



Driving Adj. EBITDA Improvement

Adjusted EBITDA (Non-GAAP, $M) and
Adjusted EBITDA Margin (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.

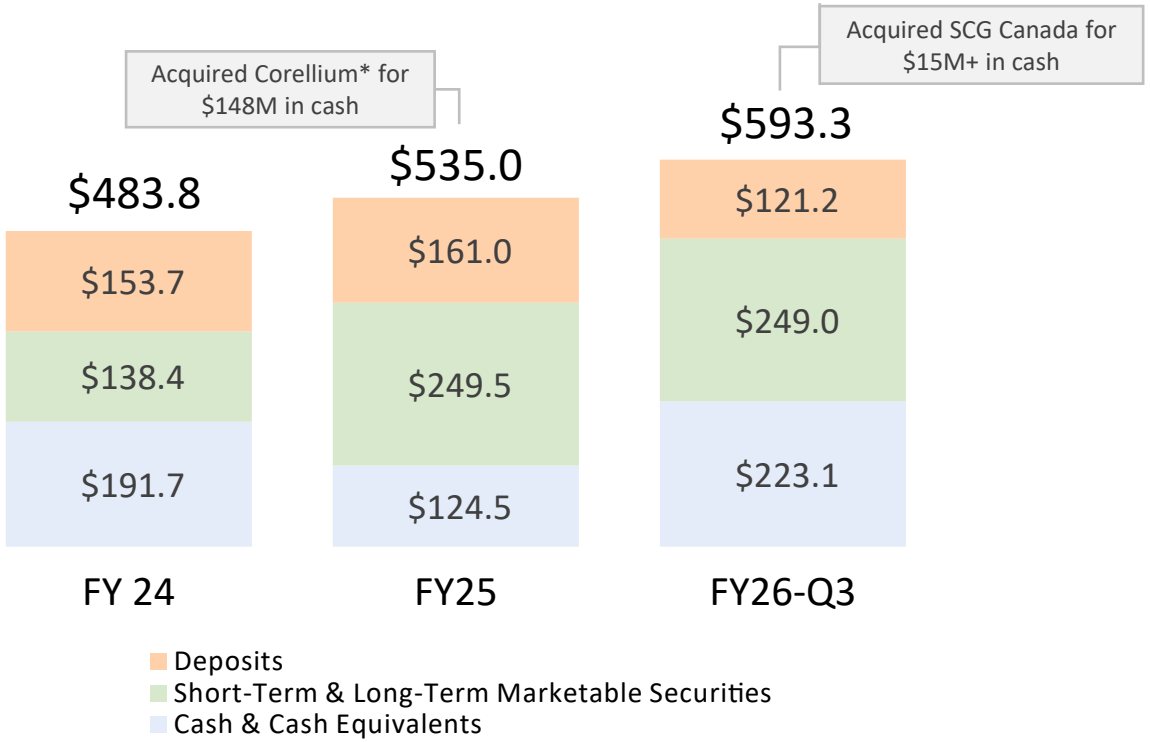
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Compelling Cash Generation

$593M in Cash & Investments; 31% FCF Margin

Cash & Investments

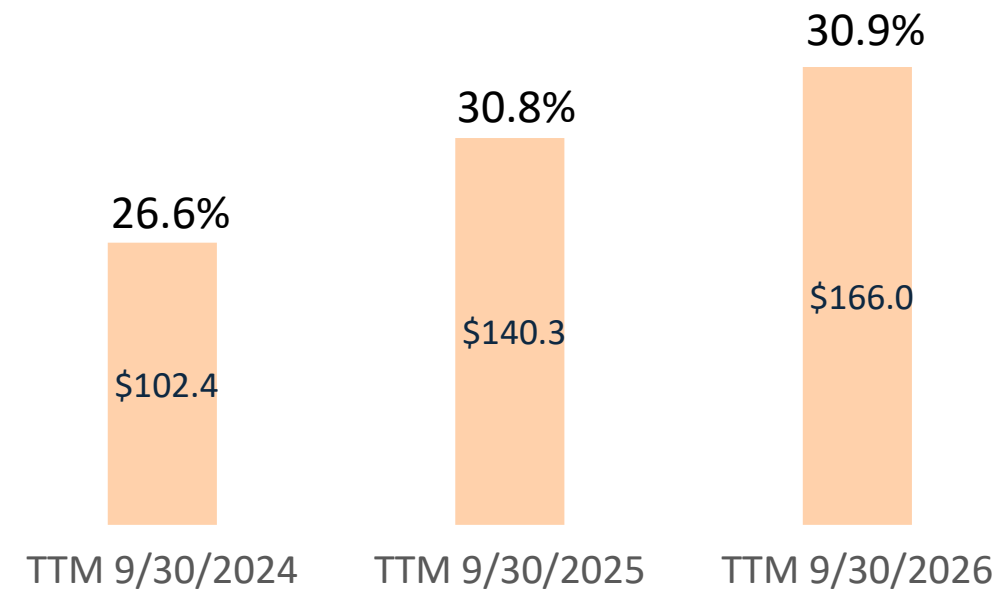
($ in millions)



Note: Numbers may not total due to rounding
* Acquisition remains subject to review by CFIUS

Free Cash Flow[1] & Free Cash Flow Margin

($ in millions)



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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Financial Forecast

	FY25	FY26-Q4 EXPECTATIONS (as of 11/12/26)	FY26 EXPECTATIONS (as of11/12/26)
ARR	$480.8M	--	$550M – $560M
ARR Growth (y/y)	+21%	--	+14% – +16%
Revenue	$475.7M	$145M – $150M	$553M – $558M
Revenue Growth (y/y)	+19%	+13% – +16%	+16% – +17%
Adjusted EBITDA*	$127.6M	$47M – $50M	$163M – $166M
Adjusted EBITDA Margin*	26.8%	32% – 33%	29% – 30%

* 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

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Q&A



Shiven Ramji

Chief Executive Officer



David Barter

Chief Financial Officer



Marcus Jewell

Global Chief Revenue Officer

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Financial

Appendix

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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 net income, non-GAAP EPS and adjusted EBITDA is helpful to investors. These measures, which the Company refers to as its 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 into the underlying performance of its business:

- 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;
- Acquisition-related expenses and executive severance expenses relate to the cash component of contractual severance due to our former CEO and CFO, all of which 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 income, net, consists primarily of interest income on cash and investments, and varies with cash balances and interest rates. Excluding this item enhances comparability across periods and with peers.

Free cash flow is calculated as net cash provided by or used in operating activities less purchases of property and equipment and the capitalization of software development costs (collectively referred to as capital expenditures). 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 capital expenditures, 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 to be a 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 press release, 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, share-based compensation expense for future awards, tax expense, depreciation and amortization expense, and certain financing.

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Organic ARR (Excluding ARR Related To Acquisitions)

RECONCILIATION
FY23, FY24, FY25 By Quarter and FY26 by Quarter

Cellebrite

	FY 2023	FY 2024	FY 2025					FY 2026			
Cellebrite DI Ltd. - Revenues mix	Yr Ended	Yr Ended	Quarter Ended				Yr Ended	Quarter Ended			YTD
(U.S. Dollars in thousands - unaudited)	31-Dec	31-Dec	31-Mar	30-Jun	30-Sep	31-Dec	31-Dec	31-Mar	30-Jun	30-Sept	30-Sept
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**

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Cost of Revenue and Gross Profit

RECONCILIATION
FY23, FY24, FY25 By Quarter and FY26 by Quarter

Cellebrite

	FY 2023	FY 2024	FY 2025					FY 2026			
GAAP to Non-GAAP Reconciliations	Yr Ended	Yr Ended	Quarter Ended				Yr Ended	Quarter Ended			YTD
(U.S. Dollars in thousands, except share and per share data)	31-Dec	31-Dec	31-Mar	30-Jun	30-Sept	31-Dec	31-Dec	31-Mar	30-Jun	30-Sept	30-Sept
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
Redomiciliation and other strategic costs	-	-	-	-	-	-	-	-	-	-	-
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
Redomiciliation and other strategic costs	-	-	-	-	-	-	-	-	-	-	-
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**

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Operating Expense & Operating Income

RECONCILIATION
FY23, FY24, FY25 By Quarter and FY26 by Quarter

Cellebrite

	FY 2023	FY 2024	FY 2025					FY 2026			
GAAP to Non-GAAP Reconciliations (U.S. Dollars in thousands, except share and per share data)	Yr Ended 31-Dec	Yr Ended 31-Dec	Quarter Ended 31-Mar	30-Jun	30-Sept	31-Dec	Yr Ended 31-Dec	Quarter Ended 31-Mar	30-Jun	30-Sept	YTD 30-Sept
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
Redomiciliation and other strategic costs	-	-	-	-	-	-	-	-	-	-	-
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**
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
Redomiciliation and other strategic costs	-	-	-	-	-	-	-	-	-	-	-
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**

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

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Net Income & Adjusted EBITDA

RECONCILIATION
FY23, FY24, FY25 By Quarter and FY26 by Quarter

Cellebrite

	FY 2023	FY 2024	FY 2025					FY 2026			
GAAP to Non-GAAP Reconciliations (U.S. Dollars in thousands, except share and per share data)	Yr Ended 31-Dec	Yr Ended 31-Dec	Quarter Ended 31-Mar	30-Jun	30-Sept	31-Dec	Yr Ended 31-Dec	Quarter Ended 31-Mar	30-Jun	30-Sept	YTD 30-Sept
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) expense	-	-	-	-	-	-	-	-	-	-	-
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
Redomiciliation and other strategic costs	-	-	-	-	-	-	-	-	-	-	-
Acquisition-related costs	45	221	-	2,066	164	1,588	3,818	109	677	1,445	2,231
Income tax income (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
Redomiciliation and other strategic costs	-	-	-	-	-	-	-	-	-	-	-
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%

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

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Free Cash Flow & Free Cash Flow Margin

RECONCILIATION
FY23, FY24, FY25 By Quarter and FY26 by Quarter

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	FY 2023	FY 2024	FY 2025					FY 2026			
GAAP to Non-GAAP Reconciliations	Yr Ended	Yr Ended	Quarter Ended				Yr Ended	Quarter Ended			YTD
(U.S. Dollars in thousands, except share and per share data)	31-Dec	31-Dec	31-Mar	30-Jun	30-Sept	31-Dec	31-Dec	31-Mar	30-Jun	30-Sept	30-Sept
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%

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Free Cash Flow & Free Cash Flow Margin

RECONCILIATION
Trailing 12 Months ended September 30, 2023 – 2026

	FY22-Q4	FY23-Q1	FY23-Q2	FY23-Q3	TTM 9/30/2023	FY23-Q4	FY24-Q1	FY24-Q2	FY24-Q3	TTM 9/30/2024
Cash flows from operating activities	35,743	12,476	16,576	29,178	93,973	43,828	10,041	14,513	41,650	110,032
Less:										
Capital expenditures	(1,391)	(1,064)	(825)	(1,082)	(4,362)	(2,260)	(1,495)	(2,073)	(1,820)	(7,648)
Free Cash Flow	34,352	11,412	15,751	28,096	89,611	41,568	8,546	12,440	39,830	102,384
Free Cash Flow margin	46.4%	16.0%	20.5%	33.4%	29.3%	44.7%	9.5%	13.0%	37.3%	26.6%

	FY24-Q4	FY25-Q1	FY25-Q2	FY25-Q3	TTM 9/30/2025	FY25-Q4	FY26-Q1	FY26-Q2	FY26-Q3	TTM 9/30/2026
Cash flows from operating activities	65,967	20,878	32,582	33,272	152,700	86,811	19,885	17,589	56,581	180,866
Less:										
Capital expenditures	(3,178)	(2,339)	(3,608)	(3,322)	(12,447)	(3,956)	(3,041)	(3,068)	(4,784)	(14,849)
Free Cash Flow	62,789	18,539	28,974	29,950	140,253	82,855	16,844	14,521	51,797	166,017
Free Cash Flow margin	57.6%	17.2%	25.6%	23.8%	30.8%	64.3%	13.1%	11.1%	34.8%	30.9%

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

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Definitions.

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 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.

Free Cash Flow

Free Cash Flow is calculated as net cash provided by or used in operating activities less purchases of property and equipment and the capitalization of software development costs (collectively referred to as capital expenditures). 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 capital expenditures, can be used for strategic initiatives.

Subscription Revenue

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.



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