



**Cellebrite**

Digital intelligence  
for a safer world

**Investor Kit Third Quarter 2023**



Cellebrite DI Ltd. Condensed and Consolidated  
 (U.S. Dollars in thousands, except share and

	FY 2020					FY 2021					FY 2022					FY 2023		
	Quarter Ended				Yr Ended	Quarter Ended				Yr Ended	Quarter Ended				Yr Ended	Quarter Ended		
	31-Mar	30-Jun	30-Sep	31-Dec	31-Dec	31-Mar	30-Jun	30-Sep	31-Dec	31-Dec	31-Mar	30-Jun	30-Sep	31-Dec	31-Dec	31-Mar	30-Jun	30-Sep
<b>Revenue:</b>																		
Subscription services	\$ 22,597	\$ 24,405	\$ 25,841	\$ 27,771	\$ 100,614	\$ 28,974	\$ 29,870	\$ 30,046	\$ 31,999	\$ 120,889	\$ 36,361	\$ 36,446	\$ 39,385	\$ 43,698	\$ 155,890	\$ 47,367	\$ 50,512	\$ 54,150
Term-license	2,926	6,763	9,163	10,279	29,131	11,547	11,588	21,205	18,088	62,428	11,824	13,395	16,209	18,625	60,053	13,915	16,694	19,130
Total subscription	25,523	31,168	35,004	38,050	129,745	40,521	41,458	51,251	50,087	183,317	48,185	49,841	55,594	62,323	215,943	61,282	67,206	73,280
Other non-recurring*	7,960	10,506	11,838	11,832	42,136	7,743	10,382	6,657	9,387	34,169	5,972	4,200	7,407	3,666	21,245	2,918	1,972	4,185
Professional services	5,251	4,096	6,399	7,286	23,032	5,019	7,328	7,979	8,434	28,760	8,228	8,532	8,674	8,029	33,663	7,034	7,506	6,714
<b>Total revenue</b>	<b>38,734</b>	<b>45,770</b>	<b>53,241</b>	<b>57,168</b>	<b>194,913</b>	<b>53,283</b>	<b>59,168</b>	<b>65,887</b>	<b>67,908</b>	<b>246,246</b>	<b>62,385</b>	<b>62,573</b>	<b>71,675</b>	<b>74,018</b>	<b>270,651</b>	<b>71,234</b>	<b>76,684</b>	<b>84,179</b>
<b>Cost of revenue:</b>																		
Subscription services	2,195	2,268	2,278	2,054	8,795	2,482	2,192	2,650	2,045	9,369	3,768	4,576	5,082	3,681	17,107	4,492	4,946	4,602
Term-license	137	222	577	773	1,709	357	538	651	753	2,299	250	178	7	50	485	2	0	4
Other non-recurring*	2,423	2,117	1,930	2,900	9,370	1,060	1,816	2,282	4,659	9,817	2,207	3,256	4,108	3,381	12,952	2,981	2,926	3,515
Professional services	4,884	3,612	4,716	4,793	18,005	4,300	5,522	6,371	4,879	21,072	4,758	5,088	5,337	5,019	20,202	4,931	5,159	4,757
<b>Total cost of revenue</b>	<b>9,639</b>	<b>8,219</b>	<b>9,501</b>	<b>10,520</b>	<b>37,879</b>	<b>8,199</b>	<b>10,068</b>	<b>11,954</b>	<b>12,336</b>	<b>42,557</b>	<b>10,983</b>	<b>13,098</b>	<b>14,534</b>	<b>12,131</b>	<b>50,746</b>	<b>12,406</b>	<b>13,031</b>	<b>12,878</b>
Gross profit	29,095	37,551	43,740	46,648	157,034	45,084	49,100	53,933	55,572	203,689	51,402	49,475	57,141	61,887	219,905	58,828	63,653	71,301
<b>Operating expenses:</b>																		
Research and development	13,005	13,702	12,899	14,771	54,377	14,893	15,388	16,427	18,833	65,541	19,576	19,675	21,635	19,734	80,620	21,131	21,053	20,451
Sales and marketing	15,336	13,044	15,162	17,763	61,305	16,518	18,509	20,123	21,239	76,389	23,259	24,892	25,567	23,669	97,387	27,601	26,745	26,873
General and administrative	7,252	9,140	6,696	8,357	31,445	9,286	6,982	20,475	11,194	47,937	10,513	10,507	11,024	8,810	40,854	9,960	11,232	10,498
Other	-	-	-	689	689	-	-	-	-	-	-	-	-	-	-	-	-	-
<b>Total operating expenses</b>	<b>35,593</b>	<b>35,886</b>	<b>34,757</b>	<b>41,580</b>	<b>147,816</b>	<b>40,697</b>	<b>40,879</b>	<b>57,025</b>	<b>51,266</b>	<b>189,867</b>	<b>53,348</b>	<b>55,074</b>	<b>58,226</b>	<b>52,213</b>	<b>218,861</b>	<b>58,692</b>	<b>59,300</b>	<b>57,822</b>
<b>Operating (loss) income</b>	<b>(6,498)</b>	<b>1,665</b>	<b>8,983</b>	<b>5,068</b>	<b>9,218</b>	<b>4,387</b>	<b>8,221</b>	<b>(3,092)</b>	<b>4,306</b>	<b>13,822</b>	<b>(1,946)</b>	<b>(5,599)</b>	<b>(1,085)</b>	<b>9,674</b>	<b>1,044</b>	<b>136</b>	<b>4,623</b>	<b>13,479</b>
Financial (expense) income, net	142	1,015	417	605	2,179	366	496	17,812	49,809	68,483	56,400	38,666	25,422	(572)	119,716	(38,775)	(36,051)	(6,630)
<b>Income (loss) before taxes on income</b>	<b>(6,356)</b>	<b>2,680</b>	<b>9,400</b>	<b>5,673</b>	<b>11,397</b>	<b>4,753</b>	<b>8,717</b>	<b>14,720</b>	<b>54,115</b>	<b>82,305</b>	<b>54,454</b>	<b>32,867</b>	<b>24,337</b>	<b>9,102</b>	<b>120,760</b>	<b>(38,639)</b>	<b>(31,428)</b>	<b>6,849</b>
Tax (income) expense	901	717	1,279	2,719	5,616	1,163	921	6,581	2,244	10,909	(984)	(330)	(755)	2,024	(45)	1,966	920	349
<b>Net Income (loss)</b>	<b>\$ (7,257)</b>	<b>\$ 1,963</b>	<b>\$ 8,121</b>	<b>\$ 2,954</b>	<b>\$ 5,781</b>	<b>\$ 3,590</b>	<b>\$ 7,796</b>	<b>\$ 8,139</b>	<b>\$ 51,871</b>	<b>\$ 71,396</b>	<b>\$ 55,438</b>	<b>\$ 33,197</b>	<b>\$ 25,092</b>	<b>\$ 7,078</b>	<b>\$ 120,805</b>	<b>\$ (40,605)</b>	<b>\$ (32,348)</b>	<b>\$ 6,500</b>
Diluted net earnings (loss) per share	\$ (0.09)	\$ (0.01)	\$ 0.03	\$ (0.01)	\$ (0.08)	\$ (0.001)	\$ 0.02	\$ 0.05	\$ 0.25	\$ 0.44	\$ 0.27	\$ 0.17	\$ 0.13	\$ 0.04	\$ 0.59	\$ (0.21)	\$ (0.17)	\$ 0.03
Pro-forma weighted average number of shares used to compute diluted net earnings per share	128,486,397	123,337,827	157,968,025	123,773,763	123,696,624	130,077,090	125,404,745	163,348,212	199,082,479	161,538,579	196,142,739	192,133,157	193,188,295	192,786,615	195,393,558	198,184,236	199,704,722	204,394,330
Gross margin	75.1%	82.0%	82.2%	81.6%	80.6%	84.6%	83.0%	81.9%	81.8%	82.7%	82.4%	79.1%	79.7%	83.6%	81.3%	82.6%	83.0%	84.7%
R&D % of total revenue	33.6%	29.9%	24.2%	25.8%	27.9%	28.0%	26.0%	24.9%	27.7%	26.6%	31.4%	31.4%	30.2%	26.7%	29.8%	29.7%	27.5%	24.3%
S&M % of total revenue	39.6%	28.5%	28.5%	31.1%	31.5%	31.0%	31.3%	30.5%	31.3%	31.0%	37.3%	39.8%	35.7%	32.0%	36.0%	38.7%	34.9%	31.9%
G&A % of total revenue	18.7%	20.0%	12.6%	14.6%	14.6%	17.4%	11.8%	31.1%	16.5%	19.5%	16.9%	16.8%	15.4%	11.9%	15.1%	14.0%	14.6%	12.5%
Total Operating Expenses % of total revenue:	91.9%	78.4%	65.3%	71.5%	75.8%	76.4%	69.1%	86.5%	75.5%	77.1%	85.5%	88.0%	81.2%	70.5%	80.9%	82.4%	77.0%	68.7%
Operating margin	-16.8%	3.6%	16.9%	10.1%	4.7%	8.2%	-4.7%	6.3%	5.6%	5.6%	-3.1%	-8.9%	-1.5%	13.1%	0.2%	0.2%	6.0%	16.0%
Tax rate	-14.2%	26.8%	13.6%	47.9%	49.3%	24.5%	10.6%	44.7%	4.1%	13.3%	-2.3%	-1.0%	-3.1%	22.2%	0.0%	-5.1%	-2.9%	5.1%
Net margin	-18.7%	4.3%	15.3%	6.4%	3.0%	6.7%	13.2%	12.4%	76.4%	29.0%	88.9%	53.1%	35.0%	9.6%	44.6%	-57.0%	-42.2%	7.7%

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

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



Cellebrite DI Ltd. Condensed and Consolidated (U.S. Dollars in thousands, except share and	FY 2020					FY 2021					FY 2022					FY 2023		
	Quarter Ended				Yr Ended	Quarter Ended				Yr Ended	Quarter Ended				Yr Ended	Quarter Ended		
	31-Mar	30-Jun	30-Sep	31-Dec	31-Dec	31-Mar	30-Jun	30-Sep	31-Dec	31-Dec	31-Mar	30-Jun	30-Sep	31-Dec	31-Dec	31-Mar	30-Jun	30-Sep
<b>Revenue:</b>																		
Subscription services	\$ 22,597	\$ 24,405	\$ 25,841	\$ 27,771	\$ 100,614	\$ 28,974	\$ 29,870	\$ 30,046	\$ 31,999	\$ 120,889	\$ 36,361	\$ 36,446	\$ 39,385	\$ 43,698	\$ 155,890	\$ 47,367	\$ 50,512	\$ 54,150
Term-license	2,926	6,763	9,163	10,279	29,131	11,547	11,588	21,205	18,068	62,428	11,824	13,395	16,209	18,625	60,053	13,915	16,694	19,130
Total subscription	25,523	31,168	35,004	38,050	129,745	40,521	41,458	51,251	50,087	183,317	48,185	49,841	55,594	62,323	215,943	61,282	67,206	73,280
Other non-recurring*	7,960	10,506	11,838	11,832	42,136	7,743	10,382	6,657	9,387	34,169	5,972	4,200	7,407	3,666	21,245	2,918	1,972	4,185
Professional services	5,251	4,096	6,399	7,286	23,032	5,019	7,328	7,979	8,434	28,760	8,228	8,532	8,674	8,029	33,463	7,034	7,506	6,714
<b>Total revenue</b>	<b>38,734</b>	<b>45,770</b>	<b>53,241</b>	<b>57,168</b>	<b>194,913</b>	<b>53,283</b>	<b>59,168</b>	<b>65,887</b>	<b>67,908</b>	<b>246,246</b>	<b>62,385</b>	<b>62,573</b>	<b>71,675</b>	<b>74,018</b>	<b>270,651</b>	<b>71,234</b>	<b>76,684</b>	<b>84,179</b>
<b>Cost of revenue:</b>																		
Subscription services	2,176	2,252	2,257	2,031	8,716	2,460	2,170	2,610	2,130	9,370	3,768	4,576	5,082	3,681	17,107	4,492	4,946	4,602
Term-license	137	222	577	773	1,709	357	538	651	754	2,300	252	178	7	50	487	2	-	4
Other non-recurring*	2,423	2,117	1,930	2,900	9,370	1,060	1,816	2,282	4,655	9,813	2,189	3,236	4,084	3,356	12,865	2,954	2,893	3,485
Professional services	4,861	3,541	4,658	4,722	17,781	4,244	5,473	6,252	4,726	20,695	4,528	4,769	5,007	4,699	19,003	4,559	4,764	4,340
<b>Total cost of revenue</b>	<b>9,597</b>	<b>8,131</b>	<b>9,422</b>	<b>10,426</b>	<b>37,576</b>	<b>8,121</b>	<b>9,997</b>	<b>11,795</b>	<b>12,265</b>	<b>42,178</b>	<b>10,737</b>	<b>12,759</b>	<b>14,180</b>	<b>11,786</b>	<b>49,462</b>	<b>12,007</b>	<b>12,603</b>	<b>12,431</b>
Gross profit	29,137	37,639	43,819	46,742	157,337	45,162	49,171	54,092	55,643	204,068	51,648	49,814	57,495	62,232	221,189	59,227	64,081	71,748
<b>Operating expenses:</b>																		
Research and development	12,366	12,355	11,863	13,745	50,329	13,727	14,125	14,912	17,376	60,140	17,777	18,154	19,964	18,174	74,069	19,698	19,204	19,203
Sales and marketing	14,320	12,848	13,664	16,829	57,661	15,257	17,206	18,286	21,654	72,403	21,890	23,234	24,106	22,122	91,352	25,368	25,249	24,470
General and administrative	5,332	5,155	5,707	6,625	22,819	5,983	6,385	7,426	8,862	28,656	9,347	9,362	10,013	7,508	36,230	8,508	10,233	8,823
<b>Total operating expenses</b>	<b>32,018</b>	<b>30,358</b>	<b>31,234</b>	<b>37,199</b>	<b>130,809</b>	<b>34,967</b>	<b>37,716</b>	<b>40,624</b>	<b>47,892</b>	<b>161,199</b>	<b>49,014</b>	<b>50,750</b>	<b>54,083</b>	<b>47,804</b>	<b>201,651</b>	<b>53,574</b>	<b>54,686</b>	<b>52,496</b>
Non-GAAP operating income (loss)	(2,881)	7,281	12,585	9,543	26,528	10,195	11,455	13,468	7,751	42,869	2,634	(936)	3,412	14,428	19,538	5,653	9,395	19,252
Financial income, net	142	1,015	417	605	2,179	366	496	17,812	49,809	68,483	56,400	38,466	25,422	(572)	119,716	(38,775)	(36,051)	(6,630)
<b>Income (loss) before taxes on income</b>	<b>(2,739)</b>	<b>8,296</b>	<b>13,002</b>	<b>10,148</b>	<b>28,707</b>	<b>10,561</b>	<b>11,950</b>	<b>31,280</b>	<b>57,540</b>	<b>111,352</b>	<b>59,034</b>	<b>37,530</b>	<b>28,834</b>	<b>13,856</b>	<b>139,254</b>	<b>(33,122)</b>	<b>(26,656)</b>	<b>12,622</b>
Tax (income) expense	901	717	1,279	2,719	5,616	1,163	921	6,581	2,244	10,909	(984)	(330)	(755)	2,024	(45)	1,966	920	349
Income tax adjustment	(78)	(417)	(207)	(441)	(1,142)	(804)	(154)	(1,210)	498	(1,670)	(425)	506	(981)	516	(384)	1,194	131	(440)
One time tax (income) expense	-	-	-	-	-	-	-	7,067	-	7,067	(1,825)	-	(543)	-	(2,368)	-	-	-
Finance (income) expense	-	-	-	-	-	-	-	(17,252)	(50,621)	(67,873)	(56,348)	(38,391)	(25,091)	2,967	(116,863)	40,793	38,160	9,480
<b>Non-GAAP net income (loss)</b>	<b>\$ (3,718)</b>	<b>\$ 7,162</b>	<b>\$ 11,516</b>	<b>\$ 6,988</b>	<b>\$ 21,949</b>	<b>\$ 8,594</b>	<b>\$ 10,876</b>	<b>\$ 13,304</b>	<b>\$ 5,193</b>	<b>\$ 37,966</b>	<b>\$ 1,420</b>	<b>\$ (25)</b>	<b>\$ 2,974</b>	<b>\$ 15,315</b>	<b>\$ 19,684</b>	<b>\$ 6,899</b>	<b>\$ 10,715</b>	<b>\$ 21,313</b>
Diluted net earnings (loss) per share	\$ (0.03)	\$ 0.06	\$ 0.07	\$ 0.06	\$ 0.18	\$ 0.07	\$ 0.09	\$ 0.08	\$ 0.03	\$ 0.24	\$ 0.01	\$ (0.00)	\$ 0.01	\$ 0.08	\$ 0.10	\$ 0.03	\$ 0.05	\$ 0.09
Pro-forma weighted average number of shares used to compute diluted net earnings per share	128,486,397	123,337,827	157,968,025	123,773,763	123,696,624	130,077,090	125,404,745	163,348,212	199,082,479	161,538,579	196,142,739	192,133,157	193,188,295	192,786,615	195,393,558	198,184,236	199,704,722	204,394,330
Gross margin	75.2%	82.2%	82.3%	81.8%	80.7%	84.8%	83.1%	82.1%	81.9%	82.9%	82.8%	79.6%	80.2%	84.1%	81.7%	83.1%	83.6%	85.2%
R&D % of total revenue	31.9%	27.0%	22.3%	24.0%	25.8%	25.8%	23.9%	22.6%	25.6%	24.4%	28.5%	29.0%	27.9%	24.6%	27.4%	27.7%	25.0%	22.8%
S&M % of total revenue	37.0%	28.1%	25.7%	29.4%	29.6%	28.6%	29.1%	27.8%	31.9%	29.4%	35.1%	37.1%	33.6%	29.9%	33.8%	35.6%	32.9%	29.1%
G&A % of total revenue	13.8%	11.3%	10.7%	11.6%	11.7%	11.2%	10.8%	11.3%	13.1%	11.6%	15.0%	15.0%	14.0%	10.1%	13.4%	11.9%	13.3%	10.5%
Total Operating Expenses % of total revenue:	82.7%	66.3%	58.7%	65.1%	67.1%	65.6%	63.7%	61.7%	70.5%	65.5%	78.6%	81.1%	75.5%	64.6%	74.5%	75.2%	71.3%	62.4%
Operating margin	-7.4%	15.9%	23.6%	16.7%	13.6%	19.1%	19.4%	20.4%	11.4%	17.4%	4.2%	-1.5%	4.8%	19.5%	7.2%	7.9%	12.3%	22.9%
Tax rate	-35.7%	13.7%	11.4%	31.1%	23.5%	18.6%	9.0%	47.5%	17.6%	17.6%	-4.0%	-2.2%	-1.1%	10.9%	-1.5%	-2.3%	-3.0%	6.3%
Net margin	-9.6%	15.6%	21.6%	12.2%	11.3%	16.1%	18.4%	20.2%	7.6%	15.4%	2.3%	0.0%	4.1%	20.7%	7.3%	9.7%	14.0%	25.3%

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Cellebrite DI Ltd. Condensed and Consolidated - Balance Sheets  
(U.S. Dollars in thousands)

ASSETS

Current Assets

	FY 2020			Yr Ended 31-Dec	FY 2021			Yr Ended 31-Dec	FY 2022			Yr Ended 31-Dec	FY 2023		
	31-Mar	30-Jun	30-Sep		31-Mar	30-Jun	30-Sep		31-Mar	30-Jun	30-Sep		31-Mar	30-Jun	30-Sep
Cash and cash equivalents	\$ 66,265	\$ 41,251	\$ 113,020	\$ 128,709	\$ 134,838	\$ 166,286	\$ 109,886	\$ 145,973	\$ 125,719	\$ 91,685	\$ 84,566	\$ 87,645	\$ 98,972	\$ 110,502	\$ 137,066
Marketable securities	-	-	-	-	-	-	-	-	22,735	32,435	43,409	44,643	48,938	57,605	46,315
Restricted cash	5,129	5,141	5,138	5,137	5,127	5,107	-	-	-	-	-	-	-	-	-
Short-term deposits	101,709	147,862	91,875	108,928	101,421	79,848	61,801	35,592	17,473	18,394	18,561	51,335	54,740	69,151	80,359
Trade receivables	41,875	41,276	59,807	66,324	59,585	52,283	76,215	67,505	60,297	66,746	88,581	78,761	69,594	61,194	69,559
Prepaid expenses and other current assets	7,257	6,804	7,298	7,439	7,370	9,919	14,055	12,818	11,596	11,665	13,019	17,085	20,259	22,185	24,476
Contract acquisition costs	2,168	2,382	2,629	2,979	3,122	3,761	4,563	4,813	4,456	4,601	5,018	6,286	6,377	5,946	5,325
Inventories	4,452	5,021	4,624	4,754	4,865	4,857	4,808	6,511	7,858	8,116	9,350	10,176	11,405	10,822	11,210
<b>Total current assets</b>	<b>228,855</b>	<b>249,737</b>	<b>284,391</b>	<b>324,270</b>	<b>316,328</b>	<b>322,061</b>	<b>271,328</b>	<b>273,212</b>	<b>250,134</b>	<b>233,642</b>	<b>262,504</b>	<b>295,931</b>	<b>310,285</b>	<b>337,405</b>	<b>374,310</b>

Non-current assets

Other non-current assets	345	237	204	565	2,314	4,872	179	1,958	1,990	1,826	1,825	1,731	2,657	2,792	7,572
Marketable securities	-	-	-	-	-	-	-	-	6,475	22,831	21,266	22,125	18,521	7,297	19,494
Deferred tax assets	4,213	3,797	3,419	7,372	8,265	8,114	9,475	9,800	10,881	12,038	12,628	12,511	11,894	11,997	9,601
Property and equipment, net	15,975	16,668	16,599	16,106	16,285	16,608	16,392	16,756	17,752	17,775	17,634	17,259	16,725	15,810	15,274
Intangible assets, net	7,771	7,385	6,998	6,611	6,225	8,788	8,312	11,228	10,564	9,901	9,808	11,254	10,458	9,618	11,155
Operating lease right-of-use assets, net	-	-	-	-	-	-	-	-	-	-	-	15,653	15,320	14,145	12,707
Goodwill	9,463	9,463	9,463	9,463	9,463	9,463	9,463	26,829	26,829	26,829	26,829	26,829	26,829	26,829	26,829
<b>Total non-current assets</b>	<b>37,767</b>	<b>37,550</b>	<b>36,683</b>	<b>40,117</b>	<b>42,552</b>	<b>47,845</b>	<b>43,821</b>	<b>66,571</b>	<b>74,491</b>	<b>91,200</b>	<b>89,990</b>	<b>107,362</b>	<b>102,404</b>	<b>88,488</b>	<b>102,632</b>

Total Assets

<b>Total Assets</b>	<b>\$ 266,622</b>	<b>\$ 287,287</b>	<b>\$ 321,074</b>	<b>\$ 364,387</b>	<b>\$ 358,880</b>	<b>\$ 369,906</b>	<b>\$ 315,149</b>	<b>\$ 339,783</b>	<b>\$ 324,625</b>	<b>\$ 324,842</b>	<b>\$ 352,494</b>	<b>\$ 403,293</b>	<b>\$ 412,689</b>	<b>\$ 425,893</b>	<b>\$ 476,942</b>
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Liabilities, redeemable convertible preferred shares and shareholders' equity (deficiency)

Current Liabilities

Trade payables	\$ 5,554	\$ 3,910	\$ 2,985	\$ 4,727	\$ 4,525	\$ 4,419	\$ 5,756	\$ 9,546	\$ 9,288	\$ 3,775	\$ 4,716	\$ 4,612	\$ 4,918	\$ 4,991	\$ 7,985
Other accounts payable and accrued expenses	23,884	29,148	36,137	49,112	39,431	44,448	51,732	54,044	43,483	47,453	49,424	45,453	37,198	35,618	43,494
Deferred revenues	68,960	77,190	90,860	105,543	103,950	102,327	115,017	122,983	117,785	121,645	135,642	152,709	157,903	158,942	170,659
Operating lease liabilities	-	-	-	-	-	-	-	-	-	-	-	5,003	4,723	4,955	4,700
<b>Total current liabilities</b>	<b>98,398</b>	<b>110,248</b>	<b>129,982</b>	<b>159,382</b>	<b>147,906</b>	<b>151,194</b>	<b>172,505</b>	<b>186,573</b>	<b>170,556</b>	<b>172,873</b>	<b>189,782</b>	<b>207,777</b>	<b>204,742</b>	<b>204,506</b>	<b>226,838</b>

Long-term Liabilities

Other long term liabilities	3,541	5,241	26,558	6,557	6,700	6,901	7,015	9,539	6,877	6,580	6,202	5,394	5,577	5,047	5,080
Long-term deferred revenues	19,406	22,426	5,560	33,439	34,900	33,038	34,398	36,426	35,167	35,476	36,285	42,173	48,384	47,469	47,596
Restricted Sponsor Shares liability	-	-	-	-	-	-	55,893	44,712	31,206	22,600	16,151	17,532	28,574	37,625	40,272
Price Adjustment Shares liability	-	-	-	-	-	-	103,338	79,404	53,645	37,798	24,973	26,184	46,126	62,781	67,560
Derivative warrant liabilities	-	-	-	-	-	-	71,984	56,478	39,395	25,457	19,640	20,015	29,824	42,278	44,332
Operating lease liabilities	-	-	-	-	-	-	-	-	-	-	-	10,353	10,105	8,631	7,322
<b>Total long-term liabilities</b>	<b>22,947</b>	<b>27,667</b>	<b>32,118</b>	<b>39,996</b>	<b>41,600</b>	<b>39,939</b>	<b>272,628</b>	<b>226,559</b>	<b>166,290</b>	<b>127,911</b>	<b>103,251</b>	<b>121,651</b>	<b>168,590</b>	<b>203,831</b>	<b>212,162</b>

Total Liabilities

<b>Total Liabilities</b>	<b>\$ 121,345</b>	<b>\$ 137,915</b>	<b>\$ 162,100</b>	<b>\$ 199,378</b>	<b>\$ 189,506</b>	<b>\$ 191,133</b>	<b>\$ 445,133</b>	<b>\$ 413,132</b>	<b>\$ 336,846</b>	<b>\$ 300,784</b>	<b>\$ 293,033</b>	<b>\$ 329,428</b>	<b>\$ 373,332</b>	<b>\$ 408,337</b>	<b>\$ 439,000</b>
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Redeemable convertible preferred shares

Redeemable convertible preferred shares	101,205	101,205	101,205	101,205	101,205	101,205	-	-	-	-	-	-	-	-	-
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Shareholders' equity (deficiency)

Share capital	* -	* -	* -	* -	* -	* -	* -	* -	* -	* -	* -	* -	* -	* -	* -
Additional paid-in capital	27,285	29,369	31,194	34,226	35,925	37,815	(156,339)	(153,072)	(146,587)	(141,921)	(131,845)	(125,624)	(119,061)	(108,166)	(95,155)
Treasury stock, NIS 0.00001 par value; 41,776 ordinary shares	-	(85)	(85)	(85)	(85)	(85)	(85)	(85)	(85)	(85)	(85)	(85)	(85)	(85)	(85)
Accumulated other comprehensive income	1,482	1,617	1,273	1,321	397	110	(78)	(1,372)	575	(1,009)	(774)	331	(135)	(483)	392
Retained earnings	15,305	17,266	25,387	28,342	31,932	39,728	26,518	78,436	133,876	167,073	192,165	199,243	158,638	126,290	132,790
<b>Total shareholders' equity (deficiency)</b>	<b>44,072</b>	<b>48,167</b>	<b>57,769</b>	<b>63,804</b>	<b>68,169</b>	<b>77,568</b>	<b>(129,984)</b>	<b>(73,349)</b>	<b>(12,221)</b>	<b>24,058</b>	<b>59,461</b>	<b>73,865</b>	<b>39,357</b>	<b>17,556</b>	<b>37,942</b>

<b>Total liabilities, redeemable convertible preferred shares and sharehold</b>	<b>\$ 266,622</b>	<b>\$ 287,287</b>	<b>\$ 321,074</b>	<b>\$ 364,387</b>	<b>\$ 358,880</b>	<b>\$ 369,906</b>	<b>\$ 315,149</b>	<b>\$ 339,783</b>	<b>\$ 324,625</b>	<b>\$ 324,842</b>	<b>\$ 352,494</b>	<b>\$ 403,293</b>	<b>\$ 412,689</b>	<b>\$ 425,893</b>	<b>\$ 476,942</b>
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\* Less than US\$ 1.

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



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

	FY 2020					FY 2021					FY 2022					FY 2023			
	Quarter Ended				Yr Ended 31-Dec	Quarter Ended				Yr Ended 31-Dec	Quarter Ended				Yr Ended 31-Dec	Quarter Ended			
	31-Mar	30-Jun	30-Sep	31-Dec		31-Mar	30-Jun	30-Sep	31-Dec		31-Mar	30-Jun	30-Sep	31-Dec		31-Mar	30-Jun	30-Sep	
<b>Cash flows from operating activities:</b>																			
<b>Net income (loss)</b>	\$ (7,257)	\$ 1,963	\$ 8,121	\$ 2,954	\$ 5,781	\$ 3,590	\$ 7,796	\$ 8,139	\$ 51,871	\$ 71,396	\$ 55,438	\$33,197	\$25,092	\$ 7,078	\$ 120,805	\$ (40,605)	\$ (32,348)	\$ 6,500	
Adjustments to reconcile net income to net cash provided by (used in) operating activities:																			
Employees' stock option compensation and RSU's	1,822	2,084	1,825	1,540	7,271	1,699	1,703	1,417	1,661	6,480	2,858	3,605	3,458	3,787	13,708	4,457	4,600	4,881	
Amortization of premium and discount and accrued interest on marketable securities	-	-	-	-	-	-	-	-	-	-	17	(55)	(109)	(225)	(372)	(171)	(290)	(337)	
Depreciation and amortization	1,151	1,506	1,689	1,533	5,879	1,482	1,698	2,097	1,814	7,091	2,112	2,257	2,305	2,520	9,194	2,447	2,569	2,380	
Interest income from short term deposits	-	-	-	-	-	(342)	(147)	-	-	-	(62)	(137)	(167)	(318)	(684)	(684)	(1,713)	(1,845)	
Deferred income taxes	506	417	378	(4,119)	(2,818)	(703)	134	(1,338)	269	(1,638)	(924)	(918)	(489)	(61)	(2,392)	560	(98)	2,373	
Revaluation of derivative warrants	-	-	-	-	-	-	-	3,539	(15,506)	(11,967)	(11,083)	(13,938)	(5,817)	375	(36,463)	9,809	12,454	2,054	
Remeasurement of Restricted Sponsor Shares liability	-	-	-	-	-	-	-	(6,454)	(11,181)	(17,635)	(13,506)	(8,606)	(6,449)	1,381	(27,180)	11,042	9,051	2,647	
Remeasurement of Price Adjustment Shares liability	-	-	-	-	-	-	-	(14,337)	(23,934)	(38,271)	(25,759)	(15,847)	(12,825)	1,211	(53,220)	19,942	16,655	4,779	
Other	-	-	-	689	689	-	-	-	-	-	-	-	-	-	-	-	-	-	
(Increase) Decrease in trade receivables	3,466	659	(18,259)	(5,597)	(19,731)	6,237	7,472	(24,357)	8,690	(1,958)	7,015	(7,745)	(23,377)	11,242	(12,885)	9,627	8,490	(8,779)	
Increase (Decrease) in deferred revenue	558	10,789	16,255	20,136	47,738	1,248	(3,940)	15,344	9,152	21,804	(5,916)	7,858	18,071	18,953	38,964	10,468	87	13,312	
Decrease (Increase) in other non-current assets	(24)	12	33	314	335	(1,749)	(2,559)	4,693	(1,779)	(1,394)	(33)	166	-	94	227	(927)	(135)	(4,779)	
(Increase) Decrease in prepaid expenses and other current assets	(626)	881	(401)	(193)	(339)	(2,009)	(3,149)	(5,687)	2,541	(8,304)	750	180	(2,191)	(4,431)	(5,692)	(3,637)	(1,987)	(1,412)	
Changes in operating lease assets	-	-	-	-	-	-	-	-	-	-	-	-	-	4,667	4,667	1,367	1,333	1,438	
Changes in operating lease liability	-	-	-	-	-	-	-	-	-	-	-	-	-	(5,955)	(5,955)	(1,562)	(1,400)	(1,564)	
(Increase) decrease in inventories	(429)	(567)	403	(100)	(693)	(138)	15	36	(1,711)	(1,798)	(1,347)	(274)	(1,247)	(812)	(3,680)	(1,225)	583	(396)	
Increase (Decrease) in trade payables	(193)	(1,898)	(1,009)	1,467	(1,433)	(59)	(235)	1,494	2,955	4,155	(352)	(5,421)	1,197	(895)	(5,471)	264	117	2,989	
Increase (Decrease) in other accounts payable and accrued expenses	(3,983)	6,924	6,852	12,656	22,449	(9,523)	4,953	7,249	2,428	5,107	(11,085)	1,922	2,370	(2,040)	(8,853)	(8,879)	(862)	4,904	
(Decrease) increase in other long-term liabilities	(11)	10	749	634	1,382	143	201	118	2,522	2,984	(2,660)	(297)	(378)	(808)	(4,143)	183	(530)	33	
<b>Net cash (used in) provided by operating activities</b>	<b>(5,020)</b>	<b>22,780</b>	<b>16,636</b>	<b>32,114</b>	<b>66,510</b>	<b>(124)</b>	<b>13,942</b>	<b>(8,047)</b>	<b>29,792</b>	<b>36,052</b>	<b>(10,537)</b>	<b>(4,073)</b>	<b>(556)</b>	<b>35,743</b>	<b>20,577</b>	<b>12,476</b>	<b>16,576</b>	<b>29,178</b>	
<b>Cash flows from investing activities:</b>																			
Purchase of property and equipment	(1,998)	(1,629)	(1,162)	(1,392)	(6,181)	(1,308)	(1,546)	(1,479)	(778)	(5,111)	(2,305)	(1,571)	(1,630)	(1,391)	(6,897)	(1,064)	(825)	(1,082)	
Purchase of Intangible assets	-	-	-	-	-	-	-	-	-	-	-	-	(400)	(1,788)	(2,188)	-	-	-	
Investment in marketable securities	-	-	-	-	-	-	-	-	-	-	(29,276)	(31,409)	(19,426)	(9,253)	(89,364)	(16,352)	(10,653)	(15,000)	
Proceeds from maturities of marketable securities	-	-	-	-	-	-	-	-	-	-	-	5,172	9,660	7,445	22,277	16,073	13,434	14,550	
Payment related to business combination, net of cash acquired	(15,046)	-	-	-	(15,046)	-	-	-	(20,000)	(20,000)	-	-	-	-	-	-	-	-	
Assets acquisition	-	-	-	-	-	-	(3,000)	-	-	(3,000)	-	-	-	-	-	-	-	-	
Short term deposits, net	21,997	(46,153)	55,986	(17,052)	14,778	7,849	21,720	18,047	25,721	73,337	18,181	(784)	-	(32,456)	(15,059)	(2,721)	(12,698)	(9,363)	
<b>Net cash (used in) provided by investing activities</b>	<b>4,953</b>	<b>(47,782)</b>	<b>54,824</b>	<b>(18,444)</b>	<b>(6,449)</b>	<b>6,541</b>	<b>17,174</b>	<b>16,568</b>	<b>4,943</b>	<b>45,226</b>	<b>(13,400)</b>	<b>(28,592)</b>	<b>(11,796)</b>	<b>(37,443)</b>	<b>(91,231)</b>	<b>(4,064)</b>	<b>(10,742)</b>	<b>(10,895)</b>	
<b>Cash flows from financing activities:</b>																			
Repurchase of common shares	-	(85)	-	-	(85)	-	-	-	-	-	-	-	-	-	-	-	-	-	
Proceeds from recapitalization transaction, net	-	-	-	-	-	-	-	29,298	-	29,298	-	-	-	-	-	-	-	-	
Payment of dividend	(10,000)	-	-	-	(10,000)	-	-	(100,000)	-	(100,000)	-	-	-	-	-	-	-	-	
Exercise if public warrants	-	-	-	-	-	-	-	-	-	-	-	5	-	-	5	-	-	-	
Exercise of options to shares	-	-	-	1,492	1,492	-	187	1,174	944	2,305	3,627	1,056	6,618	1,327	12,628	2,106	5,079	8,130	
Proceeds from ESPP, net	-	-	-	-	-	-	-	-	-	-	-	-	680	657	1,337	624	610	686	
<b>Net cash provided by (used in) financing activities</b>	<b>(10,000)</b>	<b>(85)</b>	<b>-</b>	<b>1,492</b>	<b>(8,593)</b>	<b>-</b>	<b>187</b>	<b>(69,528)</b>	<b>944</b>	<b>(68,397)</b>	<b>3,627</b>	<b>1,061</b>	<b>7,298</b>	<b>1,984</b>	<b>13,970</b>	<b>2,730</b>	<b>5,689</b>	<b>8,816</b>	
<b>Net (decrease) increase in cash and cash equivalents and restricted cash</b>	<b>(10,067)</b>	<b>(25,087)</b>	<b>71,460</b>	<b>15,162</b>	<b>51,468</b>	<b>6,417</b>	<b>31,303</b>	<b>(61,007)</b>	<b>36,168</b>	<b>12,881</b>	<b>(20,310)</b>	<b>(31,604)</b>	<b>(5,054)</b>	<b>284</b>	<b>(56,684)</b>	<b>11,142</b>	<b>11,523</b>	<b>27,099</b>	
Net effect of Currency Translation on cash and cash equivalents	(222)	85	306	526	695	(298)	125	(500)	(81)	(754)	56	(2,430)	(2,065)	2,795	(1,644)	185	7	(505)	
Cash and cash equivalents and restricted cash at beginning of period	81,683	71,394	46,392	118,158	81,683	133,846	139,965	171,393	109,886	133,846	145,973	125,719	91,485	84,566	145,973	87,645	98,972	110,502	
<b>Cash and cash equivalents and restricted cash at end of period</b>	<b>\$71,394</b>	<b>\$46,392</b>	<b>\$118,158</b>	<b>\$133,846</b>	<b>\$133,846</b>	<b>\$139,965</b>	<b>\$171,393</b>	<b>\$109,886</b>	<b>\$145,973</b>	<b>\$ 145,973</b>	<b>\$125,719</b>	<b>\$91,685</b>	<b>\$84,566</b>	<b>\$87,645</b>	<b>\$ 87,645</b>	<b>\$ 98,972</b>	<b>\$110,502</b>	<b>\$ 137,066</b>	
<b>Supplemental cash flow information:</b>																			
Cash paid for taxes	\$ 149	\$ 484	\$ 699	\$ 1,579	\$ 2,911	\$ 3,407	\$ 2,254	\$ 738	\$ 1,758	\$ 8,157	\$ 1,287	\$ 2,602	\$ 1,437	\$ 3,727	\$ 9,053	\$ 3,625	\$ 4,902	\$ 673	
Purchase of property and equipment on suppliers' credit	\$ 107	\$ 88	\$ 58	\$ (81)	\$ 172	\$ 165	\$ 19	\$ (119)	\$ 749	\$ 814	\$ 133	\$ 88	\$ (79)	\$ -	\$ 142	\$ -	\$ -	\$ -	
Purchase of intangible assets	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 171	\$ 493	\$ 664	\$ -	\$ -	\$ -	

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



GAAP to Non-GAAP Reconciliations  
(U.S. Dollars in thousands, except share and per share data)

	FY 2020				Yr Ended 31-Dec	FY 2021				Yr Ended 31-Dec	FY 2022				Yr Ended 31-Dec	FY 2023		
	31-Mar	30-Jun	30-Sep	31-Dec		31-Mar	30-Jun	30-Sep	31-Dec		31-Mar	30-Jun	30-Sep	31-Dec		31-Mar	30-Jun	30-Sep
<b>GAAP cost of revenues:</b>																		
Cost of revenues	\$ 9,639	\$ 8,219	\$ 9,501	\$ 10,520	\$ 37,879	\$ 8,199	\$ 10,068	\$ 11,954	\$ 12,336	\$ 42,557	\$ 10,983	\$ 13,098	\$ 14,534	\$ 12,131	\$ 50,746	\$ 12,406	\$ 13,031	\$ 12,878
Less:																		
Dividend participation compensation	-	-	-	-	-	-	-	89	-	89	-	-	-	-	-	-	-	-
Share based compensation expense	42	88	79	94	303	78	71	70	71	290	246	339	354	345	1,284	386	414	435
Acquisition related costs	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	13	14	12
<b>Non-GAAP cost of revenues</b>	<b>\$ 9,597</b>	<b>\$ 8,131</b>	<b>\$ 9,422</b>	<b>\$ 10,426</b>	<b>\$ 37,576</b>	<b>\$ 8,121</b>	<b>\$ 9,997</b>	<b>\$ 11,795</b>	<b>\$ 12,265</b>	<b>\$ 42,178</b>	<b>\$ 10,737</b>	<b>\$ 12,759</b>	<b>\$ 14,180</b>	<b>\$ 11,786</b>	<b>\$ 49,462</b>	<b>\$ 12,007</b>	<b>\$ 12,603</b>	<b>\$ 12,431</b>
<b>GAAP gross profit:</b>																		
Gross Profit	\$ 29,095	\$ 37,551	\$ 43,740	\$ 46,468	\$ 157,034	\$ 45,084	\$ 49,100	\$ 53,933	\$ 55,572	\$ 203,689	\$ 51,402	\$ 49,475	\$ 57,141	\$ 61,887	\$ 219,905	\$ 58,828	\$ 63,653	\$ 71,301
Dividend participation compensation	-	-	-	-	-	-	-	89	-	89	-	-	-	-	-	-	-	-
Share based compensation expense	42	88	79	94	303	78	71	70	71	290	246	339	354	345	1,284	386	414	435
Acquisition related costs	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	13	14	12
<b>Non-GAAP gross profit</b>	<b>\$ 29,137</b>	<b>\$ 37,639</b>	<b>\$ 43,819</b>	<b>\$ 46,742</b>	<b>\$ 157,337</b>	<b>\$ 45,162</b>	<b>\$ 49,171</b>	<b>\$ 54,092</b>	<b>\$ 55,643</b>	<b>\$ 204,068</b>	<b>\$ 51,648</b>	<b>\$ 49,814</b>	<b>\$ 57,495</b>	<b>\$ 62,232</b>	<b>\$ 221,189</b>	<b>\$ 59,227</b>	<b>\$ 64,081</b>	<b>\$ 71,748</b>
<b>GAAP operating expenses:</b>																		
Operating expenses	\$ 35,593	\$ 35,886	\$ 34,757	\$ 41,580	\$ 147,816	\$ 40,697	\$ 40,879	\$ 57,025	\$ 51,266	\$ 189,867	\$ 53,348	\$ 55,074	\$ 58,226	\$ 52,213	\$ 218,861	\$ 58,692	\$ 59,030	\$ 57,822
Less:																		
One time expense	-	1,519	-	-	1,519	-	-	-	-	-	-	-	-	-	-	-	-	-
Issuance expenses	-	-	-	-	-	-	-	11,834	-	11,834	-	-	-	-	-	-	(345)	-
Dividend participation compensation	-	-	-	-	-	-	-	877	-	877	-	-	-	-	-	-	-	-
Share based compensation expense	1,780	1,996	1,746	\$ 1,446	6,968	1,621	1,632	1,347	1,590	6,190	2,612	3,266	3,104	3,442	12,424	4,071	4,186	4,446
Amortization of intangible assets	129	387	386	387	1,289	388	436	541	607	1,972	664	664	664	834	2,826	796	840	840
Acquisition related costs	1,666	1,626	1,391	1,859	6,542	3,721	1,095	1,802	1,177	7,795	1,058	394	375	133	1,960	264	(323)	52
Capital loss from FA disposal	-	-	-	689	689	-	-	-	-	-	-	-	-	-	-	-	-	-
<b>Non-GAAP operating expenses</b>	<b>\$ 32,018</b>	<b>\$ 30,358</b>	<b>\$ 31,234</b>	<b>\$ 37,199</b>	<b>\$ 130,809</b>	<b>\$ 34,967</b>	<b>\$ 37,716</b>	<b>\$ 40,624</b>	<b>\$ 47,892</b>	<b>\$ 161,199</b>	<b>\$ 49,014</b>	<b>\$ 50,750</b>	<b>\$ 54,083</b>	<b>\$ 47,804</b>	<b>\$ 201,651</b>	<b>\$ 53,574</b>	<b>\$ 54,686</b>	<b>\$ 52,496</b>
<b>GAAP operating income (loss)</b>	<b>\$ (6,498)</b>	<b>\$ 1,665</b>	<b>\$ 8,983</b>	<b>\$ 5,068</b>	<b>\$ 9,218</b>	<b>\$ 4,387</b>	<b>\$ 8,221</b>	<b>\$ (3,092)</b>	<b>\$ 4,306</b>	<b>\$ 13,822</b>	<b>\$ (1,946)</b>	<b>\$ (5,599)</b>	<b>\$ (1,085)</b>	<b>\$ 9,674</b>	<b>\$ 1,044</b>	<b>\$ 136</b>	<b>\$ 4,623</b>	<b>\$ 13,479</b>
One-time expense	-	1,519	-	-	1,519	-	-	-	-	-	-	-	-	-	-	-	(345)	-
Issuance expenses	-	-	-	-	-	-	-	11,834	-	11,834	-	-	-	-	-	-	-	-
Dividend participation compensation	-	-	-	-	-	-	-	966	-	966	-	-	-	-	-	-	-	-
Share based compensation expense	1,822	2,084	1,825	1,540	7,271	1,699	1,703	1,417	1,661	6,480	2,858	3,605	3,458	3,787	13,708	4,457	4,600	4,881
Amortization of intangible assets	129	387	386	387	1,289	388	436	541	607	1,972	664	664	664	834	2,826	796	840	840
Acquisition related costs	1,666	1,626	1,391	1,859	6,542	3,721	1,095	1,802	1,177	7,795	1,058	394	375	133	1,960	264	(323)	52
Capital loss from FA disposal	-	-	-	689	689	-	-	-	-	-	-	-	-	-	-	-	-	-
<b>Non-GAAP operating income (loss)</b>	<b>\$ 12,881</b>	<b>\$ 7,281</b>	<b>\$ 12,585</b>	<b>\$ 9,543</b>	<b>\$ 26,528</b>	<b>\$ 10,195</b>	<b>\$ 11,455</b>	<b>\$ 13,468</b>	<b>\$ 7,751</b>	<b>\$ 42,869</b>	<b>\$ 2,634</b>	<b>\$ (936)</b>	<b>\$ 3,412</b>	<b>\$ 14,428</b>	<b>\$ 19,538</b>	<b>\$ 5,653</b>	<b>\$ 9,395</b>	<b>\$ 19,252</b>
<b>GAAP net income (loss)</b>	<b>\$ (7,257)</b>	<b>\$ 1,963</b>	<b>\$ 8,121</b>	<b>\$ 2,954</b>	<b>\$ 5,781</b>	<b>\$ 3,590</b>	<b>\$ 7,796</b>	<b>\$ 8,139</b>	<b>\$ 5,871</b>	<b>\$ 71,396</b>	<b>\$ 55,438</b>	<b>\$ 33,197</b>	<b>\$ 25,092</b>	<b>\$ 7,078</b>	<b>\$ 120,805</b>	<b>\$ (40,605)</b>	<b>\$ (32,348)</b>	<b>\$ 6,500</b>
One-time expense	-	1,519	-	-	1,519	-	-	-	-	-	-	-	-	-	-	-	-	-
One-time tax (Income) expense	-	-	-	-	-	-	-	7,067	-	7,067	(1,825)	-	(543)	-	(2,368)	-	-	-
Issuance expenses	-	-	-	-	-	-	-	11,834	-	11,834	-	-	-	-	-	-	(345)	-
Dividend participation compensation	-	-	-	-	-	-	-	966	-	966	-	-	-	-	-	-	-	-
Share based compensation expense	1,822	2,084	1,825	1,540	7,271	1,699	1,703	1,417	1,661	6,480	2,858	3,605	3,458	3,787	13,708	4,457	4,600	4,881
Amortization of intangible assets	129	387	386	387	1,289	388	436	541	607	1,972	664	664	664	834	2,826	796	840	840
Acquisition related costs	1,666	1,626	1,391	1,859	6,542	3,721	1,095	1,802	1,177	7,795	1,058	394	375	133	1,960	264	(323)	52
Capital loss from FA disposal	-	-	-	689	689	-	-	-	-	-	-	-	-	-	-	-	-	-
Income tax expense	(78)	(417)	(207)	(441)	(1,142)	(804)	(154)	(1,210)	498	(1,670)	(425)	506	(981)	516	(384)	1,194	131	(440)
Finance expenses (Income)	-	-	-	-	-	-	-	(17,252)	(50,621)	(67,873)	(56,348)	(38,391)	(25,091)	2,967	(116,863)	40,793	38,160	9,480
<b>Non-GAAP net income (loss)</b>	<b>\$ (3,718)</b>	<b>\$ 7,162</b>	<b>\$ 11,516</b>	<b>\$ 6,989</b>	<b>\$ 21,949</b>	<b>\$ 8,594</b>	<b>\$ 10,876</b>	<b>\$ 13,304</b>	<b>\$ 5,193</b>	<b>\$ 37,967</b>	<b>\$ 1,420</b>	<b>\$ (25)</b>	<b>\$ 2,974</b>	<b>\$ 15,315</b>	<b>\$ 19,684</b>	<b>\$ 6,899</b>	<b>\$ 10,715</b>	<b>\$ 21,313</b>
<b>GAAP net income (loss)</b>	<b>\$ (7,257)</b>	<b>\$ 1,963</b>	<b>\$ 8,121</b>	<b>\$ 2,954</b>	<b>\$ 5,781</b>	<b>\$ 3,590</b>	<b>\$ 7,796</b>	<b>\$ 8,139</b>	<b>\$ 5,871</b>	<b>\$ 71,396</b>	<b>\$ 55,438</b>	<b>\$ 33,197</b>	<b>\$ 25,092</b>	<b>\$ 7,078</b>	<b>\$ 120,805</b>	<b>\$ (40,605)</b>	<b>\$ (32,348)</b>	<b>\$ 6,500</b>
Financial (Income) expense	(142)	(1,015)	(417)	(605)	(2,179)	(366)	(496)	(17,812)	(49,809)	(68,483)	(56,400)	(38,466)	(25,422)	572	(119,716)	38,775	36,051	6,630
Tax expense (income)	901	717	1,279	2,719	5,616	1,163	921	6,581	2,244	10,909	(984)	(330)	(755)	2,024	(45)	1,966	920	349
Depreciation and amortization	1,151	1,506	1,689	1,533	5,879	1,481	1,699	2,097	1,730	7,007	2,112	2,257	2,305	2,520	9,194	2,447	2,569	2,380
One-time expense	-	1,519	-	-	1,519	-	-	-	-	-	-	-	-	-	-	-	-	-
Issuance expenses	-	-	-	-	-	-	-	11,835	-	11,835	-	-	-	-	-	-	(345)	-
Dividend participation compensation	-	-	-	-	-	-	-	966	-	966	-	-	-	-	-	-	-	-
Share based compensation expense	1,822	2,084	1,825	1,540	7,271	1,699	1,703	1,417	1,661	6,480	2,858	3,605	3,458	3,787	13,708	4,457	4,600	4,881
Acquisition related costs	1,666	1,626	1,391	1,859	6,542	3,721	1,095	1,802	1,177	7,795	1,058	394	375	133	1,960	264	(323)	52
Capital loss from FA disposal	-	-	-	689	689	-	-	-	-	-	-	-	-	-	-	-	-	-
<b>Adjusted EBITDA</b>	<b>\$ (1,859)</b>	<b>\$ 8,400</b>	<b>\$ 13,888</b>	<b>\$ 10,689</b>	<b>\$ 31,118</b>	<b>\$ 11,288</b>	<b>\$ 12,718</b>	<b>\$ 15,025</b>	<b>\$ 8,874</b>	<b>\$ 47,905</b>	<b>\$ 4,082</b>	<b>\$ 657</b>	<b>\$ 5,053</b>	<b>\$ 16,114</b>	<b>\$ 25,906</b>	<b>\$ 7,304</b>	<b>\$ 11,124</b>	<b>\$ 20,792</b>
Adjusted EBITDA margin	-4.8%	18.4%	26.1%	18.7%	16.0%	21.2%	21.5%	22.8%	13.1%	19.5%	6.5%	1.0%	7.0%	21.8%	9.6%	10.3%	14.5%	24.7%

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



Cellebrite DI Ltd. - Revenues mix  
(U.S. Dollars in thousands - unaudited)

	FY 2020					FY 2021					FY 2022					FY 2023			
	Quarter Ended				Yr Ended 31-Dec	Quarter Ended				Yr Ended 31-Dec	Quarter Ended				Yr Ended 31-Dec	Quarter Ended			
	31-Mar	30-Jun	30-Sep	31-Dec		31-Mar	30-Jun	30-Sep	31-Dec		31-Mar	30-Jun	30-Sep	31-Dec		31-Mar	30-Jun	30-Sep	
<b>Revenue by geography:</b>																			
Americas	\$ 21,044	\$ 23,000	\$ 29,944	\$ 26,847	\$ 100,835	\$ 27,135	\$ 30,221	\$ 37,436	\$ 32,137	\$ 126,929	\$ 30,929	\$ 32,443	\$ 41,756	\$ 36,795	\$ 141,923	\$ 37,438	\$ 39,785	\$ 48,273	
EMEA	12,977	13,813	17,532	21,485	65,807	19,671	19,684	21,208	27,910	88,472	23,014	19,623	21,116	29,026	92,779	25,960	26,181	25,952	
APAC	4,713	8,957	5,765	8,836	28,271	6,477	9,263	7,243	7,862	30,845	8,442	10,507	8,803	8,197	35,949	7,836	10,718	9,954	
Total revenue	\$ 38,734	\$ 45,770	\$ 53,241	\$ 57,168	\$ 194,913	\$ 53,283	\$ 59,168	\$ 65,887	\$ 67,908	\$ 246,246	\$ 62,385	\$ 62,573	\$ 71,675	\$ 74,018	\$ 270,651	\$ 71,234	\$ 76,684	\$ 84,179	
<b>Revenue % of total:</b>																			
Americas	54.3%	50.3%	56.2%	47.0%	51.7%	50.9%	51.1%	56.8%	47.3%	51.5%	49.6%	51.8%	58.3%	49.7%	52.4%	52.6%	51.9%	57.3%	
EMEA	33.5%	30.2%	32.9%	37.6%	33.8%	36.9%	33.3%	32.2%	41.1%	35.9%	36.9%	31.4%	29.5%	39.2%	34.3%	36.4%	34.1%	30.8%	
APAC	12.2%	19.6%	10.8%	15.5%	14.5%	12.2%	15.7%	11.0%	11.6%	12.5%	13.5%	16.8%	12.3%	11.1%	13.3%	11.0%	14.0%	11.8%	
Total revenue	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	
<b>Annual recurring revenue (in millions)</b>																			
America	99	109	121	137	137	150	159	171	187	187	201	214	232	249	249	261	274	295	
EMEA	55	61	65	73	73	79	82	91	96	96	101	110	122	128	128	136	143	158	
APAC	32	34	40	47	47	54	57	60	69	69	75	77	82	93	93	95	98	102	
APAC	12	14	16	17	17	17	20	20	22	22	25	27	28	28	28	30	33	35	
Recurring revenue net dollar-based retention rate	128%	138%	140%	142%	142%	148%	142%	139%	137%	137%	128%	128%	129%	130%	130%	128%	125%	125%	

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