



Investor Kit

First Quarter 2026



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

Revenue:

Subscription services	\$ 209,751	\$ 271,028
Term-license	70,663	82,007
Total subscription	280,414	353,035
Other non-recurring*	13,561	17,285
Professional services	31,135	30,883
Total revenue	325,110	401,203

Cost of revenue:

Subscription services	19,219	26,004
Term-license	6	-
Other non-recurring*	13,766	16,200
Professional services	20,240	20,389
Total cost of revenue	53,231	62,593

Gross profit

Operating expenses:

Research and development	84,386	98,415
Sales and marketing	110,813	132,389
General and administrative	43,443	50,900
Other	-	-
Total operating expenses	238,642	281,704

Operating income (loss)

Financial income (expense), net	(108,800)	(332,890)
Income (loss) before taxes on income	(75,563)	(275,984)
Tax expense (income)	5,537	7,023
Net Income (loss)	\$ (81,100)	\$ (283,007)

Basic net earnings (loss) per share

Diluted net earnings (loss) per share

Pro-forma weighted average number of shares used to compute basic net earnings per share

Pro-forma weighted average number of shares used to compute diluted net earnings per share

Gross margin

R&D % of total revenue

S&M % of total revenue

G&A % of total revenue

Total Operating Expenses % of total revenues

Operating margin

Tax rate

Net margin

	FY 2023	FY 2024	FY 2025				FY 2026	
	Yr Ended 31-Dec	Yr Ended 31-Dec	Quarter Ended				Yr Ended 31-Dec	Quarter Ended 31-Mar
			31-Mar	30-Jun	30-Sep	31-Dec		
Revenue:								
Subscription services	\$ 209,751	\$ 271,028	\$ 76,688	\$ 80,814	\$ 84,195	\$ 89,068	\$ 330,765	\$ 96,549
Term-license	70,663	82,007	19,141	22,147	28,531	26,426	96,245	21,304
Total subscription	280,414	353,035	95,829	102,961	112,726	115,494	427,010	117,853
Other non-recurring*	13,561	17,285	4,411	3,292	5,504	4,564	17,771	3,668
Professional services	31,135	30,883	7,309	7,023	7,799	8,763	30,894	6,780
Total revenue	325,110	401,203	107,549	113,276	126,029	128,821	475,675	128,301
Cost of revenue:								
Subscription services	19,219	26,004	8,432	8,522	10,005	10,502	37,461	14,158
Term-license	6	-	-	-	-	87	87	80
Other non-recurring*	13,766	16,200	3,301	3,198	4,791	4,327	15,617	3,497
Professional services	20,240	20,389	5,757	5,957	5,518	4,775	22,007	4,685
Total cost of revenue	53,231	62,593	17,490	17,677	20,314	19,691	75,172	22,420
Gross profit	271,879	338,610	90,059	95,599	105,715	109,130	400,503	105,881
Operating expenses:								
Research and development	84,386	98,415	27,277	28,611	28,124	29,865	113,877	35,872
Sales and marketing	110,813	132,389	38,768	38,685	38,800	38,561	154,814	43,222
General and administrative	43,443	50,900	11,746	13,886	19,801	19,899	65,332	17,668
Other	-	-	-	-	-	-	-	-
Total operating expenses	238,642	281,704	77,791	81,182	86,725	88,325	334,023	96,762
Operating income (loss)	33,237	56,906	12,268	14,417	18,990	20,805	66,480	9,119
Financial income (expense), net	(108,800)	(332,890)	7,060	6,374	5,298	5,466	24,198	4,515
Income (loss) before taxes on income	(75,563)	(275,984)	19,328	20,791	24,288	26,271	90,678	13,634
Tax expense (income)	5,537	7,023	1,928	1,315	4,099	5,010	12,352	2,696
Net Income (loss)	\$ (81,100)	\$ (283,007)	\$ 17,400	\$ 19,476	\$ 20,189	\$ 21,261	\$ 78,326	\$ 10,938
Basic net earnings (loss) per share	\$ (0.42)	\$ (1.35)	\$ 0.07	\$ 0.08	\$ 0.08	\$ 0.09	\$ 0.32	\$ 0.04
Diluted net earnings (loss) per share	\$ (0.43)	\$ (1.35)	\$ 0.07	\$ 0.08	\$ 0.08	\$ 0.08	\$ 0.31	\$ 0.04
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	246,444,357
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	252,358,864
Gross margin	83.6%	84.4%	83.7%	84.4%	83.9%	84.7%	84.2%	84.9%
R&D % of total revenue	26.0%	24.5%	25.4%	25.3%	22.3%	23.2%	23.9%	29.7%
S&M % of total revenue	34.1%	33.0%	36.0%	34.2%	30.8%	29.9%	32.5%	34.3%
G&A % of total revenue	13.4%	12.7%	10.9%	12.3%	15.7%	15.4%	13.7%	13.8%
Total Operating Expenses % of total revenues	73.4%	70.2%	72.3%	71.7%	68.8%	68.6%	70.2%	77.8%
Operating margin	10.2%	14.2%	11.4%	12.7%	15.1%	16.2%	14.0%	7.1%
Tax rate	-7.3%	-2.5%	10.0%	6.3%	16.9%	19.1%	13.6%	19.8%
Net margin	-24.9%	-70.5%	16.2%	17.2%	16.0%	16.5%	16.5%	8.5%

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



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

Revenue:

Subscription services	\$ 209,751	\$ 271,028	\$ 76,688	\$ 80,814	\$ 84,195	\$ 89,068	\$ 330,765	\$ 96,549
Term-license	70,663	82,007	19,141	22,147	28,531	26,426	96,245	21,304
Total subscription	280,414	353,035	95,829	102,961	112,726	115,494	427,010	117,853
Other non-recurring*	13,561	17,285	4,411	3,292	5,504	4,564	17,771	3,668
Professional services	31,135	30,883	7,309	7,023	7,799	8,763	30,894	6,780

Total revenue

	FY 2023		FY 2024		FY 2025				FY 2026	
	Yr Ended 31-Dec	Yr Ended 31-Dec	Quarter Ended				Yr Ended 31-Dec	Quarter Ended 31-Mar		
			31-Mar	30-Jun	30-Sep	31-Dec				
Total revenue	325,110	401,203	107,549	113,276	126,029	128,821	475,675	128,301		
Cost of revenue:										
Subscription services	19,219	26,004	8,113	8,143	9,361	9,115	34,732	10,157		
Term-license	6	-	-	-	-	87	87	80		
Other non-recurring*	13,644	16,047	3,044	2,943	5,095	4,243	15,325	3,423		
Professional services	18,577	18,313	5,583	5,764	5,030	4,590	20,967	4,456		
Total cost of revenue	51,446	60,364	16,740	16,850	19,486	18,035	71,111	18,116		
Gross profit	273,664	340,839	90,809	96,426	106,543	110,786	404,564	110,185		
Operating expenses:										
Research and development	77,866	88,648	24,198	25,388	24,762	25,800	100,148	29,826		
Sales and marketing	102,842	121,752	35,694	35,281	35,136	34,638	140,749	39,569		
General and administrative	37,674	38,320	8,946	9,533	10,675	13,850	43,004	12,204		
Total operating expenses	218,382	248,720	68,838	70,202	70,573	74,288	283,901	81,599		
Non-GAAP operating income	55,282	92,119	21,971	26,224	35,970	36,498	120,663	28,586		
Financial Income, net	(108,800)	(332,890)	7,060	6,374	5,298	5,466	24,198	4,515		
Income (loss) before taxes on income	(53,518)	(240,771)	29,031	32,598	41,268	41,964	144,861	33,101		
Tax expense (income)	5,537	7,023	1,928	1,315	4,099	5,010	12,352	2,696		
Income tax adjustment	633	(4,049)	(924)	(510)	(309)	(260)	(2,003)	215		
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		
Basic net earnings (loss) per share	\$ 0.31	\$ 0.45	\$ 0.11	\$ 0.13	\$ 0.15	\$ 0.15	\$ 0.54	\$ 0.12		
Diluted net earnings per share	\$ 0.28	\$ 0.42	\$ 0.10	\$ 0.12	\$ 0.14	\$ 0.14	\$ 0.51	\$ 0.12		
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	246,444,357		
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	259,204,179		
Gross margin	84.2%	85.0%	84.4%	85.1%	84.5%	86.0%	85.1%	85.9%		
R&D % of total revenue	24.0%	22.1%	22.5%	22.4%	19.6%	20.0%	21.1%	23.2%		
S&M % of total revenue	31.6%	30.3%	33.2%	31.1%	27.9%	26.9%	29.6%	30.8%		
G&A % of total revenue	11.6%	9.6%	8.3%	8.4%	8.5%	10.8%	9.0%	9.5%		
Total Operating Expenses % of total revenues	67.2%	62.0%	64.0%	62.0%	56.0%	57.7%	59.7%	63.6%		
Operating margin	17.0%	23.0%	20.4%	23.2%	28.5%	28.3%	25.4%	22.3%		
Tax rate	-9.2%	-1.2%	3.5%	2.5%	9.2%	11.3%	7.1%	8.8%		
Net margin	18.7%	24.4%	24.3%	27.2%	29.2%	28.5%	27.4%	23.9%		

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.



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

ASSETS

Current Assets

	FY 2023 Yr Ended 31-Dec	FY 2024 Yr Ended 31-Dec	FY 2025 Quarter Ended			FY 2026 Yr Ended 31-Dec	FY 2026 Quarter Ended 31-Mar
			31-Mar	30-Jun	30-Sep		
Cash and cash equivalents	\$ 189,517	\$ 191,659	\$ 90,475	\$ 179,223	\$ 281,361	\$ 124,457	\$ 133,689
Short-term deposits	74,713	153,746	177,754	146,053	127,216	161,049	140,777
Marketable securities	38,693	101,818	141,257	146,908	117,135	151,544	154,602
Trade receivables	77,269	82,358	81,142	93,127	104,196	104,972	72,739
Prepaid expenses and other current assets	26,400	23,246	17,625	23,489	20,812	19,630	25,799
Contract acquisition costs	5,550	5,827	6,260	7,772	9,034	6,595	5,732
Inventories	9,940	8,939	8,969	9,537	8,648	7,603	7,528
Total current assets	422,082	567,593	523,482	606,109	668,402	575,850	540,866

Non-current assets

Other non-current assets	7,341	7,682	6,897	6,687	6,289	14,618	7,091
Marketable securities	28,859	36,601	100,305	85,661	69,580	97,959	105,491
Deferred tax assets, net	7,024	11,072	11,545	12,586	12,727	10,880	11,760
Property and equipment, net	15,896	16,995	17,766	19,962	22,533	22,209	23,150
Intangible assets, net	10,594	11,306	10,922	10,242	9,807	81,469	127,966
Operating lease right-of-use assets, net	14,260	10,604	10,261	17,464	16,267	16,308	16,403
Goodwill	26,829	28,714	28,714	28,714	28,714	119,559	119,559
Total non-current assets	83,974	122,974	186,410	181,316	165,917	363,002	411,420

Total Assets

	\$ 506,056	\$ 690,567	\$ 709,892	\$ 787,425	\$ 834,319	\$ 938,852	\$ 952,286
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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
Other accounts payable and accrued expenses	44,845	63,330	53,932	67,969	62,486	71,244	79,652
Deferred revenues	195,725	216,970	219,442	227,177	239,677	277,583	255,095
Operating lease liabilities	4,972	4,125	4,210	4,236	3,618	3,996	4,596
Total current liabilities	253,824	295,502	287,798	309,969	316,917	369,657	350,211

Long-term Liabilities

Other long-term liabilities	5,515	6,954	6,566	6,852	7,510	16,677	23,179
Long-term deferred revenues	47,098	45,247	45,641	44,096	44,386	49,526	50,147
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
Total long-term liabilities	244,849	59,045	58,600	69,043	69,717	84,877	91,535

Total Liabilities

	\$ 498,673	\$ 354,547	\$ 346,398	\$ 379,012	\$ 386,634	\$ 454,534	\$ 441,746
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Shareholders' equity (deficiency)

Share capital	* -	* -	* -	* -	* -	* -	* -
Additional paid-in capital	(84,896)	498,883	510,153	533,847	553,111	568,721	585,233
Treasury stock, NIS 0.00001 par value; 41,776 ordinary shares	(85)	(85)	(85)	(85)	(85)	(85)	(85)
Accumulated other comprehensive income	1,050	2,086	890	2,639	2,459	2,220	992
(Accumulated deficit) Retained earnings	118,143	(164,864)	(147,464)	(127,988)	(107,800)	(86,538)	(75,600)
Total shareholders' equity (deficiency)	34,212	336,020	363,494	408,413	447,685	484,318	510,540

Total liabilities, redeemable convertible preferred shares and shareholders' equity (deficiency)

	\$ 532,885	\$ 690,567	\$ 709,892	\$ 787,425	\$ 834,319	\$ 938,852	\$ 952,286
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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)

Cash flows from operating activities:

	FY 2023 Yr Ended 31-Dec	FY 2024 Yr Ended 31-Dec	FY 2025 Quarter Ended				FY 2026 Yr Ended 31-Dec	Quarter Ended 31-Mar
			31-Mar	30-Jun	30-Sep	31-Dec		
Net income (loss)	\$ (81,100)	\$ (283,007)	\$ 17,400	\$ 19,476	\$ 20,189	\$ 21,261	\$ 78,326	\$ 10,938
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
Amortization of premium and discount and accrued interest on marketable securities	(1,106)	(2,904)	(523)	(1,202)	(488)	(158)	(2,371)	(1,148)
Depreciation and amortization	10,011	10,607	2,631	2,592	2,703	3,941	11,867	7,005
Disposal and write-off of property and equipment	-	-	-	-	-	554	554	-
Interest income from short-term deposits	(7,737)	(10,736)	(2,380)	(2,303)	(1,734)	(1,747)	(8,164)	(1,793)
Deferred tax assets, net	5,125	(4,015)	(386)	(1,387)	(51)	1,899	75	(750)
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
Increase (decrease) in deferred revenue	46,114	22,317	992	2,310	13,310	33,156	49,768	(20,861)
Decrease (increase) in other non-current assets	(5,610)	(341)	785	210	398	(8,329)	(6,936)	552
Decrease (Increase) in prepaid expenses and other current assets	(9,211)	3,201	5,480	(2,748)	336	2,546	5,614	(4,964)
Changes in operating lease assets	4,362	5,335	1,156	1,070	1,197	1,162	4,585	1,055
Changes in operating lease liability	(4,196)	(4,839)	(1,179)	(532)	(892)	3,150	547	(1,015)
Abandonment of right-of-use assets and disposal of leasehold Improvements	-	-	-	-	-	1,760	1,760	-
(Increase) decrease in inventories	243	982	(10)	(524)	882	1,284	1,632	144
(Decrease) increase in trade payables	3,691	2,755	(1,046)	(166)	713	5,442	4,943	(5,987)
Increase (decrease) in other accounts payable and accrued expenses	734	17,586	(12,152)	17,622	(8,032)	6,810	4,248	(10,393)
(Decrease) increase in other long-term liabilities	121	880	(388)	286	658	(2,571)	(2,015)	277
Net cash provided by (used in) operating activities	102,058	132,171	20,878	32,583	33,272	86,811	173,544	19,885

Cash flows from investing activities:

Purchase of property and equipment	(5,231)	(8,566)	(2,339)	(3,608)	(3,322)	(3,956)	(13,225)	(3,041)
Purchase of intangible assets	(2,687)	(2,043)	-	-	-	-	-	(7,059)
Investment in marketable securities	(55,317)	(127,789)	(129,956)	(53,190)	(12,057)	(126,028)	(321,231)	(74,575)
Proceeds from maturities of marketable securities	56,336	59,971	27,419	32,204	58,597	34,772	152,992	24,607
Proceeds from sales of marketable securities	-	-	-	31,166	-	28,643	59,809	39,706
Payment related to business combination, net of cash acquired	-	(2,748)	-	-	-	(147,456)	(147,456)	(15,278)
Short-term deposits, net	(15,641)	(68,298)	(21,628)	34,005	20,570	(32,086)	861	22,065
Net cash (used in) provided by investing activities	(22,540)	(149,473)	(126,504)	40,577	63,788	(246,111)	(268,250)	(13,575)

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
Proceeds from ESPP, net	2,623	3,344	1,127	1,202	1,309	1,318	4,956	1,383
Net cash provided by financing activities	21,765	20,651	3,620	13,826	5,267	2,340	25,053	3,511
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
Net effect of currency translation on cash and cash equivalents	589	(1,207)	822	1,762	(189)	56	2,451	(589)
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
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

Supplemental cash flow information:

Income taxes (received) paid	\$ 10,047	\$ 7,706	\$ 806	\$ (8,879)	\$ 4,686	\$ 2,838	\$ (549)	\$ 3,538
Operating lease liabilities arising from obtaining right of use assets	\$ 4,363	\$ 1,884	\$ 813	\$ 12,328	\$ -	\$ (1,987)	\$ 11,154	\$ 1,150
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.



	FY 2023	FY 2024	FY 2025				FY 2026	
	Yr Ended 31-Dec	Yr Ended 31-Dec	Quarter Ended				Yr Ended 31-Dec	Quarter Ended 31-Mar
			31-Mar	30-Jun	30-Sep	31-Dec		
GAAP to Non-GAAP Reconciliations (U.S. Dollars in thousands, except share and per share data)								
GAAP cost of revenue:								
Cost of revenue	\$ 53,231	\$ 62,593	\$ 17,490	\$ 17,677	\$ 20,314	\$ 19,691	\$ 75,172	\$ 22,420
Less:								
Share-based compensation expense	1,733	2,227	750	827	828	775	3,180	692
Amortization of intangible assets	-	-	-	-	-	881	881	3,612
Acquisition-related costs	52	2	-	-	-	-	-	-
Non-GAAP cost of revenue	\$ 51,446	\$ 60,364	\$ 16,740	\$ 16,850	\$ 19,486	\$ 18,035	\$ 71,111	\$ 18,116
GAAP gross profit:								
Gross profit	\$ 271,879	\$ 338,610	\$ 90,059	\$ 95,599	\$ 105,715	\$ 109,130	\$ 400,503	\$ 105,881
Share-based compensation expense	1,733	2,227	750	827	828	775	3,180	692
Amortization of intangible assets	-	-	-	-	-	881	881	3,612
Acquisition-related costs	52	2	-	-	-	-	-	-
Non-GAAP gross profit	\$ 273,664	\$ 340,839	\$ 90,809	\$ 96,426	\$ 106,543	\$ 110,786	\$ 404,564	\$ 110,185
GAAP operating expenses:								
Operating expenses	\$ 238,642	\$ 281,704	\$ 77,791	\$ 81,182	\$ 86,725	\$ 88,325	\$ 334,023	\$ 96,762
Less:								
Executive severance costs	-	1,068	-	-	574	-	574	-
Issuance expenses	(345)	-	-	-	-	-	-	-
Share-based compensation expense	17,265	28,348	8,027	7,983	14,480	11,222	41,712	13,692
Amortization of intangible assets	3,347	3,349	926	931	934	1,227	4,018	1,362
Acquisition-related costs	(7)	219	-	2,066	164	1,588	3,818	109
Non-GAAP operating expenses	\$ 218,382	\$ 248,720	\$ 68,838	\$ 70,202	\$ 70,573	\$ 74,288	\$ 283,901	\$ 81,599
GAAP operating income (loss)								
Operating income (loss)	\$ 33,237	\$ 56,906	\$ 12,268	\$ 14,417	\$ 18,990	\$ 20,805	\$ 66,480	\$ 9,119
Executive severance costs	-	1,068	-	-	574	-	574	-
Issuance expenses	(345)	-	-	-	-	-	-	-
Share-based compensation expense	18,998	30,575	8,777	8,810	15,308	11,997	44,892	14,384
Amortization of intangible assets	3,347	3,349	926	931	934	2,108	4,899	4,974
Acquisition-related costs	45	221	-	2,066	164	1,588	3,818	109
Non-GAAP operating income (loss)	\$ 55,282	\$ 92,119	\$ 21,971	\$ 26,224	\$ 35,970	\$ 36,498	\$ 120,663	\$ 28,586

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



	FY 2023	FY 2024	FY 2025				FY 2026	
	Yr Ended 31-Dec	Yr Ended 31-Dec	Quarter Ended				Yr Ended 31-Dec	Quarter Ended 31-Mar
			31-Mar	30-Jun	30-Sep	31-Dec		
GAAP to Non-GAAP Reconciliations (U.S. Dollars in thousands, except share and per share data)								
GAAP net income (loss)	\$ (81,100)	\$ (283,007)	\$ 17,400	\$ 19,476	\$ 20,189	\$ 21,261	\$ 78,326	\$ 10,938
Executive severance costs	-	1,068	-	-	574	-	574	-
Issuance expenses	(345)	-	-	-	-	-	-	-
Dividend participation compensation	-	-	-	-	-	-	-	-
Share-based compensation expense	18,998	30,575	8,777	8,810	15,308	11,997	44,892	14,384
Amortization of intangible assets	3,347	3,349	926	931	934	2,108	4,899	4,974
Acquisition related costs	45	221	-	2,066	164	1,588	3,818	109
Income tax expense	633	(4,049)	(924)	(510)	(309)	(260)	(2,003)	215
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
GAAP net income (loss)	\$ (81,100)	\$ (283,007)	\$ 17,400	\$ 19,476	\$ 20,189	\$ 21,261	\$ 78,326	\$ 10,938
Financial (Income) expense	108,800	332,890	(7,060)	(6,374)	(5,298)	(5,466)	(24,198)	(4,515)
Tax expense (income)	5,537	7,023	1,928	1,315	4,099	5,010	12,352	2,696
Depreciation and amortization	10,011	10,607	2,631	2,592	2,703	3,941	11,867	7,005
Executive severance costs	-	1,068	-	-	574	-	574	-
Issuance expenses	(345)	-	-	-	-	-	-	-
Share-based compensation expense	18,998	30,575	8,777	8,810	15,308	11,997	44,892	14,384
Acquisition-related costs	45	221	-	2,066	164	1,588	3,818	109
Adjusted EBITDA	\$ 61,946	\$ 99,377	\$ 23,676	\$ 27,885	\$ 37,739	\$ 38,331	\$ 127,631	\$ 30,617
Adjusted EBITDA margin	19.1%	24.8%	22.0%	24.6%	29.9%	29.8%	26.8%	23.9%
Cash flows from operating activities	102,058	132,171	20,878	32,583	33,272	86,811	173,544	19,885
Less:								
Purchase of property and equipment	(5,231)	(8,566)	(2,339)	(3,608)	(3,322)	(3,956)	(13,225)	(3,041)
Free Cash Flow	\$ 96,827	\$ 123,605	\$ 18,539	\$ 28,975	\$ 29,950	\$ 82,855	\$ 160,319	\$ 16,844
Free Cash Flow margin	29.8%	30.8%	17.2%	25.6%	23.8%	64.3%	33.7%	13.1%

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



Cellebrite DI Ltd. - Revenue Mix
(U.S. Dollars in thousands - unaudited)

Revenue by geography:

Americas	\$ 172,154	\$ 46,473	\$ 50,895	\$ 59,618	\$ 58,545	\$ 215,531	\$ 56,531	\$ 61,246	\$ 72,805	\$ 66,000	\$ 256,582	\$ 66,006
EMEA	112,247	33,202	31,894	32,823	37,002	134,921	37,421	38,461	38,488	46,991	161,361	46,825
APAC	40,709	9,907	12,925	14,417	13,502	50,751	13,597	13,569	14,736	15,830	57,732	15,470
Total revenue	\$ 325,110	\$ 89,582	\$ 95,714	\$ 106,858	\$ 109,049	\$ 401,203	\$ 107,549	\$ 113,276	\$ 126,029	\$ 128,821	\$ 475,675	\$ 128,301

Revenue % of total:

Americas	53.0%	51.9%	53.2%	55.8%	53.7%	53.7%	52.6%	54.0%	57.8%	51.2%	53.9%	51.4%
EMEA	34.5%	37.1%	33.3%	30.7%	33.9%	33.6%	34.8%	34.0%	30.5%	36.5%	33.9%	36.5%
APAC	12.5%	11.1%	13.5%	13.5%	12.4%	12.6%	12.6%	12.0%	11.7%	12.3%	12.0%	12.1%
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%

Annual recurring revenue

Total ARR	315,689	331,831	345,911	370,758	395,899	395,899	408,060	418,875	439,803	480,760	480,760	492,970
ARR related to acquisitions	-	-	-	-	-	-	-	-	-	16,078	16,078	-
Organic ARR	315,689	331,831	345,911	370,758	395,899	395,899	408,060	418,875	439,803	464,682	464,682	492,970

Annual recurring revenue

America	165,389	173,854	182,816	199,320	214,565	214,565	221,259	226,296	240,244	256,380	256,380	261,090
EMEA	114,206	118,821	120,517	125,735	134,061	134,061	136,432	141,762	147,200	166,440	166,440	170,930
APAC	36,094	39,156	42,578	45,703	47,273	47,273	50,369	50,817	52,359	57,940	57,940	60,950

Recurring revenue net dollar-based retention rate

	125%	125%	124%	124%	124%	124%	121%	120%	117%	116%	116%	115%
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Note: This document should be read in conjunction with the Company's SEC Filings.

	FY 2023					FY 2024					FY 2025					FY 2026
	Yr Ended 31-Dec	Quarter Ended				Yr Ended 31-Dec	Quarter Ended				Yr Ended 31-Dec	Quarter Ended 31-Dec				
		31-Mar	30-Jun	30-Sep	31-Dec		31-Mar	30-Jun	30-Sep	31-Dec						
Revenue by geography:																
Americas	\$ 172,154	\$ 46,473	\$ 50,895	\$ 59,618	\$ 58,545	\$ 215,531	\$ 56,531	\$ 61,246	\$ 72,805	\$ 66,000	\$ 256,582	\$ 66,006				
EMEA	112,247	33,202	31,894	32,823	37,002	134,921	37,421	38,461	38,488	46,991	161,361	46,825				
APAC	40,709	9,907	12,925	14,417	13,502	50,751	13,597	13,569	14,736	15,830	57,732	15,470				
Total revenue	\$ 325,110	\$ 89,582	\$ 95,714	\$ 106,858	\$ 109,049	\$ 401,203	\$ 107,549	\$ 113,276	\$ 126,029	\$ 128,821	\$ 475,675	\$ 128,301				
Revenue % of total:																
Americas	53.0%	51.9%	53.2%	55.8%	53.7%	53.7%	52.6%	54.0%	57.8%	51.2%	53.9%	51.4%				
EMEA	34.5%	37.1%	33.3%	30.7%	33.9%	33.6%	34.8%	34.0%	30.5%	36.5%	33.9%	36.5%				
APAC	12.5%	11.1%	13.5%	13.5%	12.4%	12.6%	12.6%	12.0%	11.7%	12.3%	12.0%	12.1%				
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%				
Annual recurring revenue																
Total ARR	315,689	331,831	345,911	370,758	395,899	395,899	408,060	418,875	439,803	480,760	480,760	492,970				
ARR related to acquisitions	-	-	-	-	-	-	-	-	-	16,078	16,078	-				
Organic ARR	315,689	331,831	345,911	370,758	395,899	395,899	408,060	418,875	439,803	464,682	464,682	492,970				
Annual recurring revenue	\$ 315,689	331,831	345,911	370,758	395,899	\$ 395,899	\$ 408,060	\$ 418,875	\$ 439,803	\$ 480,760	\$ 480,760	\$ 492,970				
America	165,389	173,854	182,816	199,320	214,565	214,565	221,259	226,296	240,244	256,380	256,380	261,090				
EMEA	114,206	118,821	120,517	125,735	134,061	134,061	136,432	141,762	147,200	166,440	166,440	170,930				
APAC	36,094	39,156	42,578	45,703	47,273	47,273	50,369	50,817	52,359	57,940	57,940	60,950				
Recurring revenue net dollar-based retention rate	125%	125%	124%	124%	124%	124%	121%	120%	117%	116%	116%	115%				