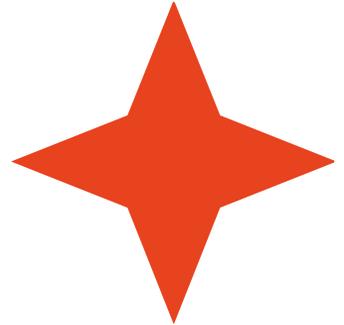


INVESTOR

PRESENTATION



DISCLAIMER

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Use of Non-GAAP Financial Measures

This Presentation includes non-GAAP financial measures. Cellebrite believes that these non-GAAP measures are useful to investors for two principal reasons. First, Cellebrite believes these measures may assist investors in comparing performance over various reporting periods on a consistent basis by removing from operating results the impact of items that do not reflect core operating performance. Second, these measures are used by Cellebrite's management to assess its performance. Cellebrite believes that the use of these non-GAAP financial measures provides an additional tool for investors to use in evaluating ongoing operating results and trends. These non-GAAP measures should not be considered in isolated from, or as an alternative to, financial measures determined in accordance with GAAP. Other companies may calculate these non-GAAP financial measures differently, and therefore such financial measures may not be directly comparable to similarly titled measures of other companies. A reconciliation of each of these non-GAAP financial measures to their most comparable GAAP measure is set forth in a table included at the end of this Presentation and is also available in our earnings release for the quarter on our website at investors.cellebrite.com.

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

Forward-Looking Statements

This presentation includes "forward looking statements" within the meaning of the "safe harbor" provisions of the United States Private Securities Litigation Reform Act of 1995. Forward looking statements may be identified by the use of words such as "forecast," "intend," "seek," "target," "anticipate," "will," "appear," "approximate," "foresee," "might," "possible," "potential," "believe," "could," "predict," "should," "could," "continue," "expect," "estimate," "may," "plan," "outlook," "future" and "project" and other similar expressions that predict, project or indicate future events or trends or that are not statements of historical matters. Such forward looking statements include estimated financial information. Such forward looking statements with respect to revenues, earnings, performance, strategies, prospects, and other aspects of Cellebrite's business 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 DI 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; fluctuations in foreign currency exchange rates; 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 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 18, 2025, 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 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.

#1 END-TO-END PLATFORM

FOR DIGITAL INVESTIGATIONS

\$419M ARR
(6/30/25)

~7,000 Global Customers

1.5M+ Serious crime
legally-sanctioned
investigations in 2024*

#1 Solution for digital
forensic examiners

1,216 Employees
(6/30/25)

* Based on internal research estimates

Protecting → Communities, Businesses and Nations

Innovating for a Safer World

We empower more than 7,000 law enforcement, defense and intelligence, and enterprise customers to achieve their missions by helping them transform digital data into actionable intelligence.



Addressing Customer Challenges

- ↑ Digital Evidence
- ↑ Number of Cases
- ↑ Criminal Technical Sophistication
- ↑ Public Scrutiny

Public Safety Gap

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

Public Safety Gap



Three Major Challenges

Data Volume & Complexity

- Constant crime rate and an increasing population* (leading to higher case load)
- Digital evidence in 91% of crimes**
- Increasing criminal technical sophistication

Inefficient Processes

- Static case closure rates
- Skills gap of agency staff
- Escalating officer attrition and burnout

Ethics & Accountability

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

* Real-Time Crime Index

** 2025 Cellebrite Industry Trends Survey

AI-POWERED DIGITAL INVESTIGATION PLATFORM

INSEYETS



LAB & FIELD SOLUTION

COLLECT & REVIEW

Access & triage relevant evidence from the widest array of data source and types



ANALYSIS & COLLABORATION SOLUTION

ANALYZE & INVESTIGATE

Analyze vast amounts of data to create actionable intelligence/collaborate

PATHFINDER

GUARDIAN



MANAGE & CONTROL SOLUTION

MANAGE & SAFEGUARD

Manage & control of digital data, evidence and resources

Removing Investigative Bottlenecks

Purpose-built, AI-powered, Cloud-ready

Inseyets

Leave no evidence behind

From any service, over any device

Guardian

Accelerate investigations securely

Elevating efficiency while establishing a stronger chain-of-custody

Pathfinder

Build the complete picture

Harnessing the power of AI to surface case insights

→ Cellebrite Delivers

Time-to-Data

→ Faster access to more devices. Extraction of more data.

Time-to-Insights

→ Faster examinations. More actionable, high-value information.

Time-to-Collaboration

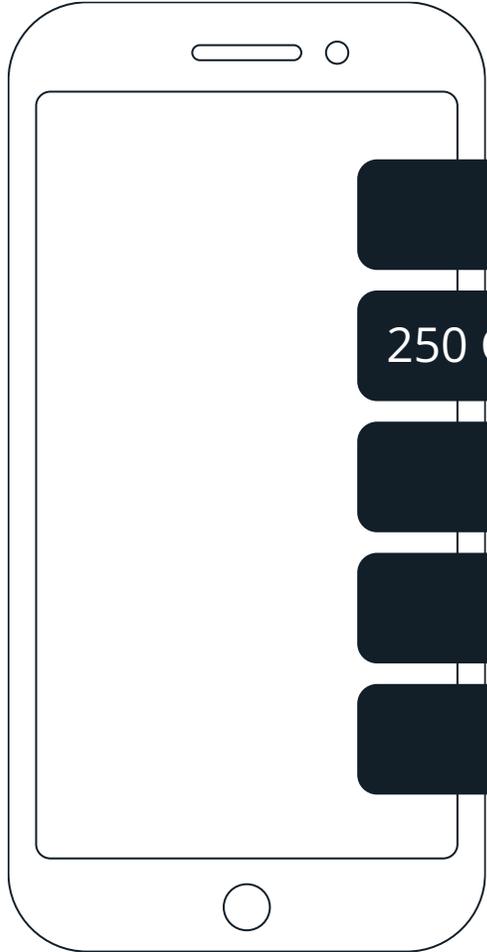
→ Greater efficiency and productivity.

Time-to-Evidence

→ Faster analysis. A high-fidelity chain of custody.

Time-to-Justice

→ Faster closure of more cases.



Data Types

50K IMAGES AND VIDEO

250 CHAT PARTIES, MILLIONS OF MESSAGES

OVER 30 COMMUNICATION APPS

120 HOURS OF VOICE

10 TO 15 SOCIAL ACCOUNTS

Cellebrite AI Capabilities

IMAGE CLASSIFICATION & SIMILARITY

TOPIC DETECTION

TEXT TRANSLATION

SPEECH TO TEXT

IDENTITY RESOLUTION

PUBLIC SECTOR

PRIVATE SECTOR

3000+ North American state and local accounts

15/15 U.S. cabinet executive departments

72/100 Of The Fortune 100

50/50 U.S. states

100+ North American federal accounts

10/10 of Top 10 accounting firms

20/20 Police departments in the 20 largest U.S. cities

27/27 Member E.U. national police

8/10 of Top 10 pharma companies

15/20* Largest European police departments

9/10 of Top 10 U.S. commercial banks

9/10 of Top 10 U.S. technology companies

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

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



Protecting Communities, Nations and Businesses

Turn digital information into actionable intelligence to identify security risks, accelerate investigations and operations.

Global Customers

Law Enforcement and Justice Defense and Intelligence Enterprise and Service Providers

Data Sources

Mobile Phones

Computers and Workplace Applications

Publicly Available Information

Cloud Services

3rd Party Apps

Corellium (an AWS EC2 instance)

Industry-leading Solutions

Inseyets

Guardian

Pathfinder

Corellium
Falcon / Viper

Shared Architecture

Unified Data Model

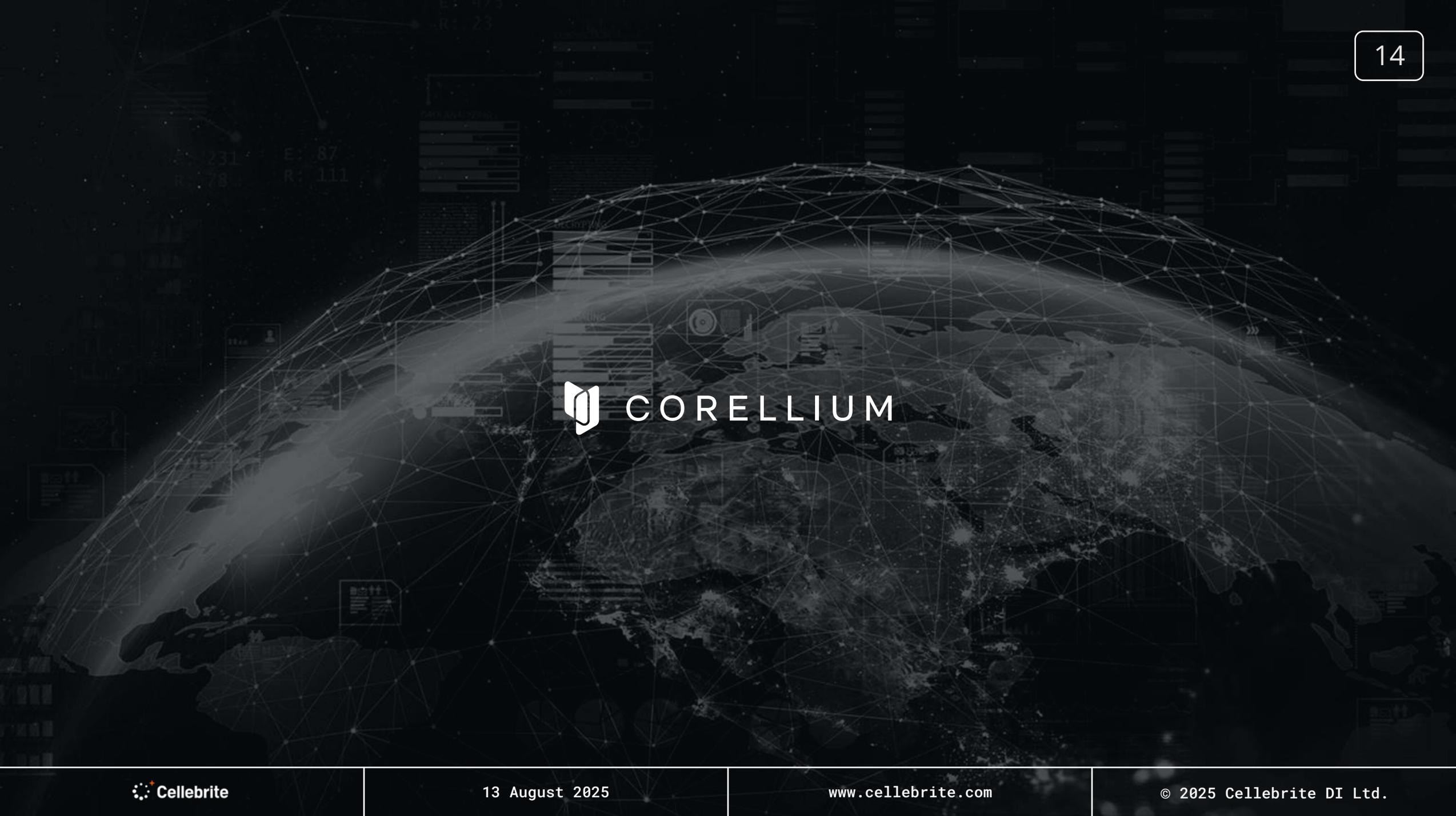
Secure and Compliant

Scalable

Interoperable

Customer Success

Implementation, Training and Support



 CORELLIUM



→ A leader in Arm-based Virtualization Software

- Privately held, based in Florida
- ~85 People
- Cellebrite to pay \$170M in cash (\$20M converted to equity at close) with additional \$30M earn-out potential over 2 years
- Deal expected to close by the end of Q325

Rationale:

TAM Expansion and Innovation

- Supporting growth vectors within and beyond our core markets
- Technology and expertise complements and augments CLBT Digital Investigation Portfolio
- Broadens offerings for Defense and Intelligence
- Extends reach into DevSecOps for secure mobile applications

A Safer & More Secure World

Digital Investigation Solutions	<ul style="list-style-type: none">→ Will position Cellebrite to efficiently accelerate its mobile vulnerability research→ Already partnering to deliver an industry-first capability to enhance our digital forensics offerings by visualizing and interacting with virtual devices
Defense & Intelligence	<ul style="list-style-type: none">→ Will expand Cellebrite's portfolio with powerful Mobile Vulnerability Research Solution for faster, more efficient vulnerability discovery, exploit validation and
Mobile App, Automotive and IoT Security	<ul style="list-style-type: none">→ Enabling development and security professionals to design the next generation of high-performance, secure mobile applications, IoT devices and automotive systems



Financial Review

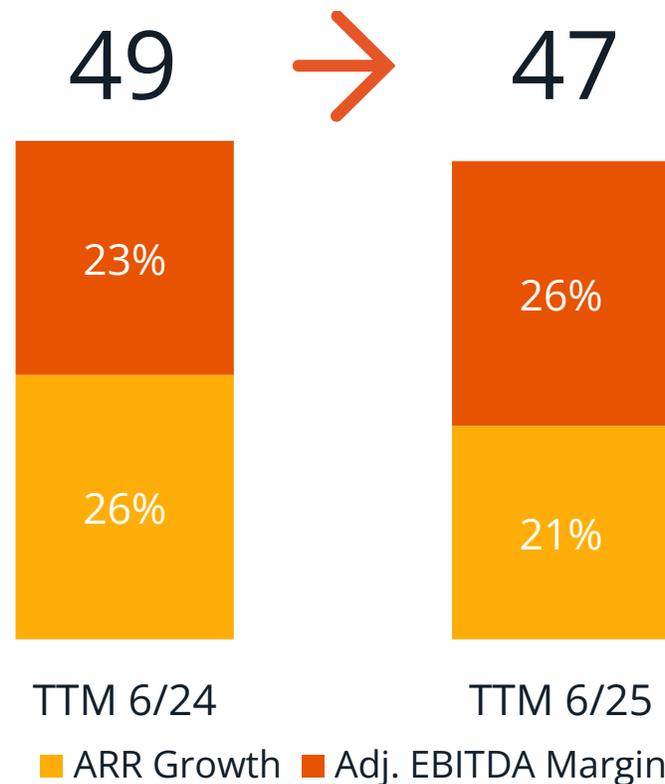
\$96M → \$113M +18%
 Q2 24 Total Revenue - Q2 25

\$85M → \$103M +21%
 Q2 24 Subscription Revenue - Q2 25

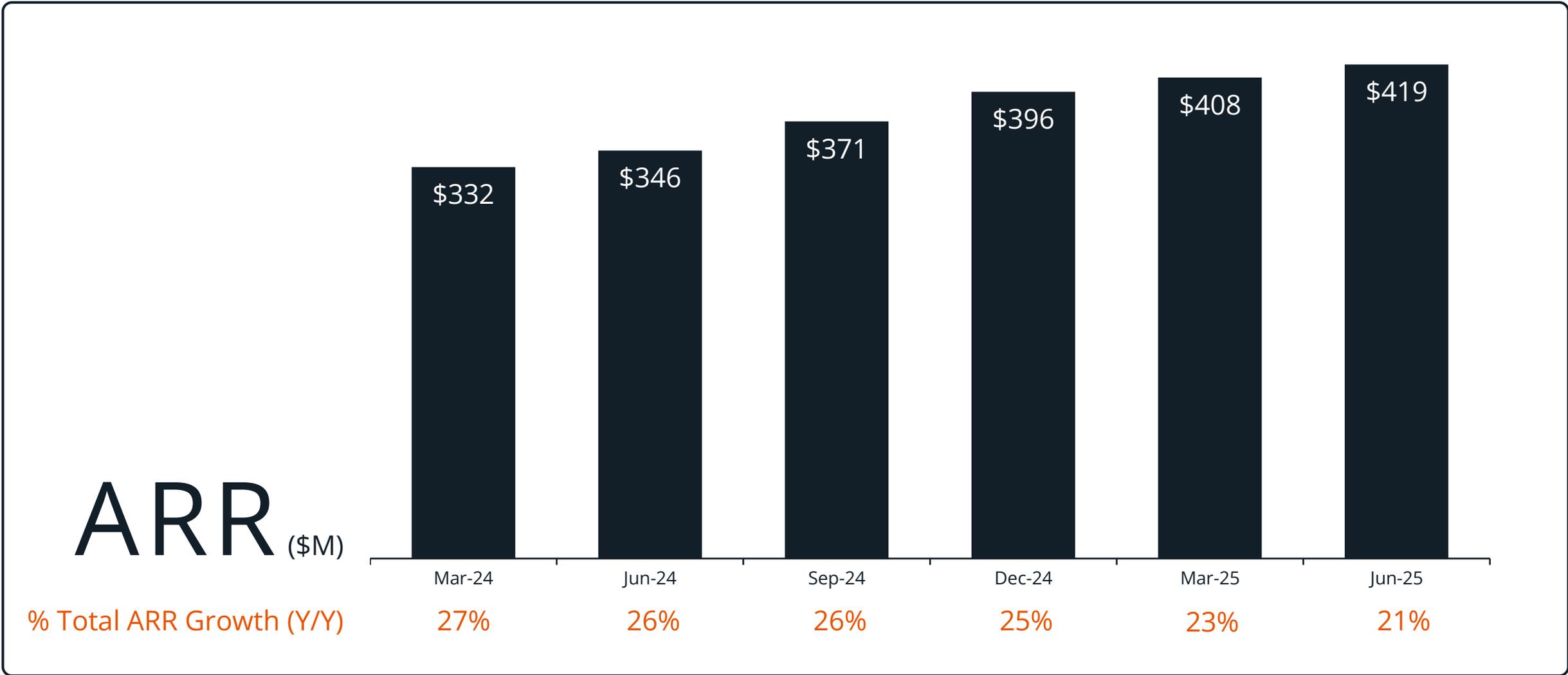
\$346M → \$419M +21%
 JUNE 24 ARR - JUNE 25

\$22M 23% → \$28M 25%
 Q2 24 Adj. EBITDA & Adj. EBITDA %* - Q2 25

Rule of X



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



Inseyets



Digital Forensics

Guardian



Evidence Management

Pathfinder



Investigative Analytics

Product Category



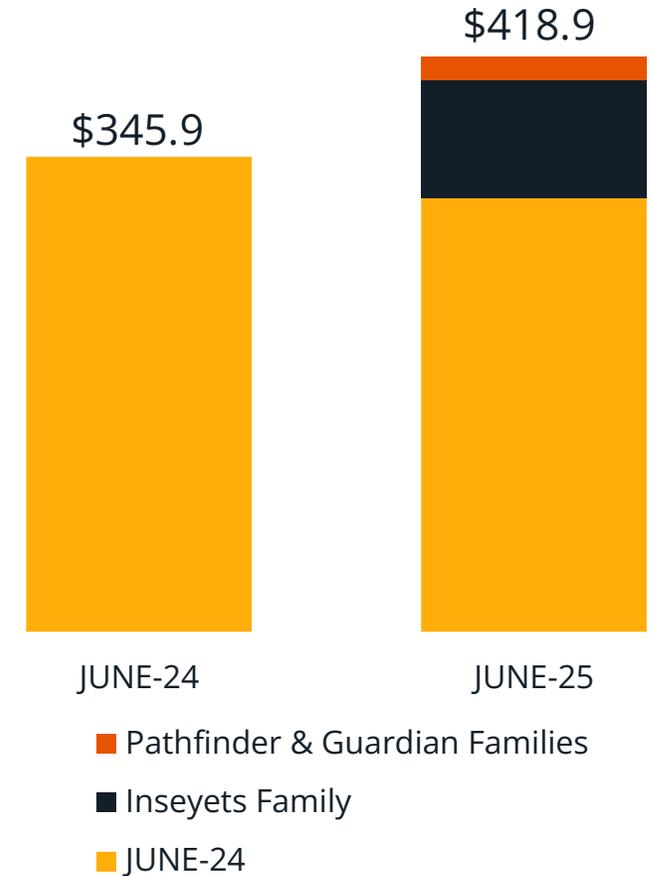
Customer Type



Deployment Option



- June-25 ARR grew 21%
- Gross revenue retention ~91%
- Existing customer expansion fuels most of the ARR growth



\$103M

(Gross New ARR)



National Military
(EMEA)

- Goal: Improve situational awareness and decision making
- Deploying Pathfinder to enable digitization and automation for unified, integrated intelligence operations
- 50% increase in ARR

State Public Safety Agency
(USA)

- Goal: Accelerate investigative workflows and improve operational efficiency
- Deployed full Digital Investigative Platform (Inseyets, Guardian and Pathfinder) throughout its operations
- New logo

National Police Agency
(Asia-Pacific)

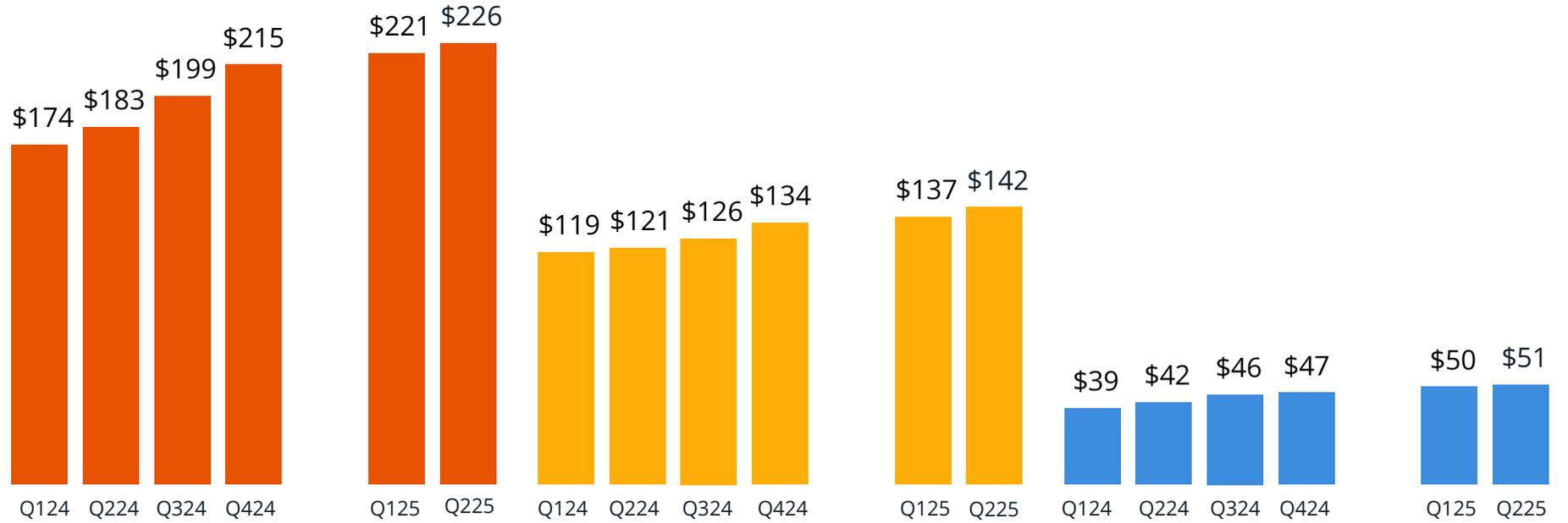
- Goal: Standardize on advanced digital forensics across the nation to combat surge in major crimes
- Nationwide upgrade to Inseyets with unlimited unlocks
- 30% ARR expansion

Regional Police Agency
(Asia-Pacific)

- Goal: Fortify chain of custody and improve operational efficiency
- Deployed Guardian * first-ever deployment in this country
- 60% increase in ARR

¹ Represents only the increase in ARR associated with new Inseyets pricing vs. legacy pricing

ARR BY GEOGRAPHY
(\$ in millions)



AMERICAS
JUNE-25 GROWTH: +24%

EMEA
JUNE-25 GROWTH: +17%

APAC
JUNE-25 GROWTH: +21%

ARR MIX BY GEOGRAPHY



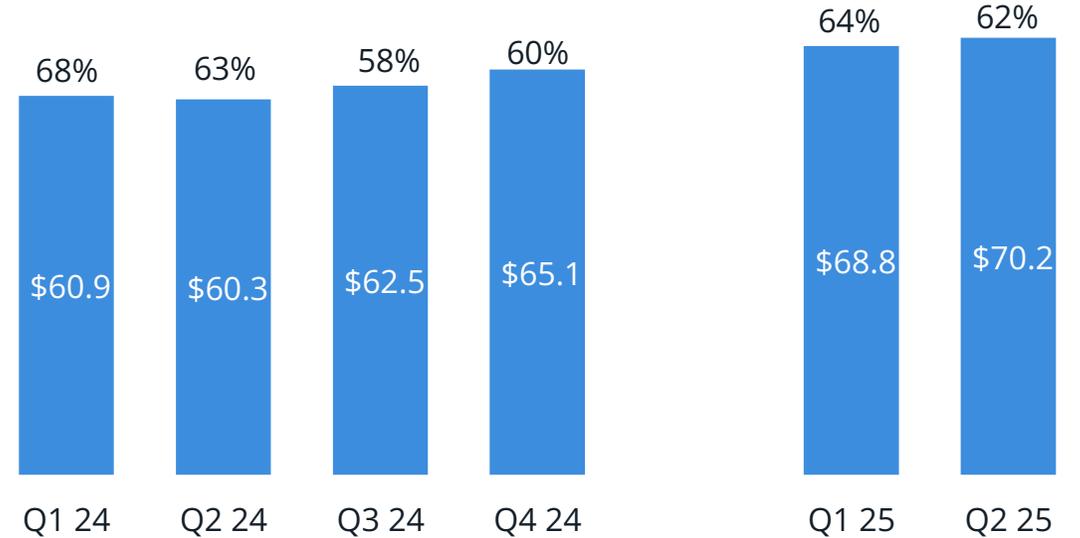
SUSTAIN HEALTHY SOFTWARE GROSS MARGIN

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



PRUDENT INVESTMENT TO SUPPORT GROWTH

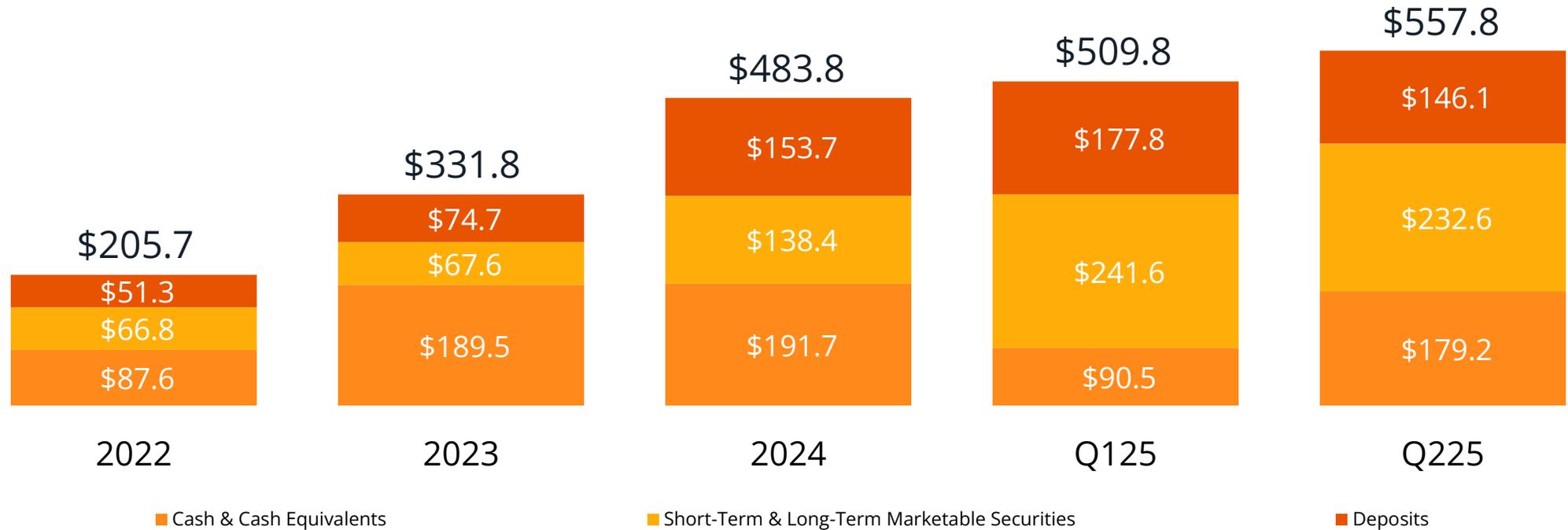
Operating Expense (Non-GAAP, \$M) and Operating Expense Margin (Non-GAAP, %)



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.

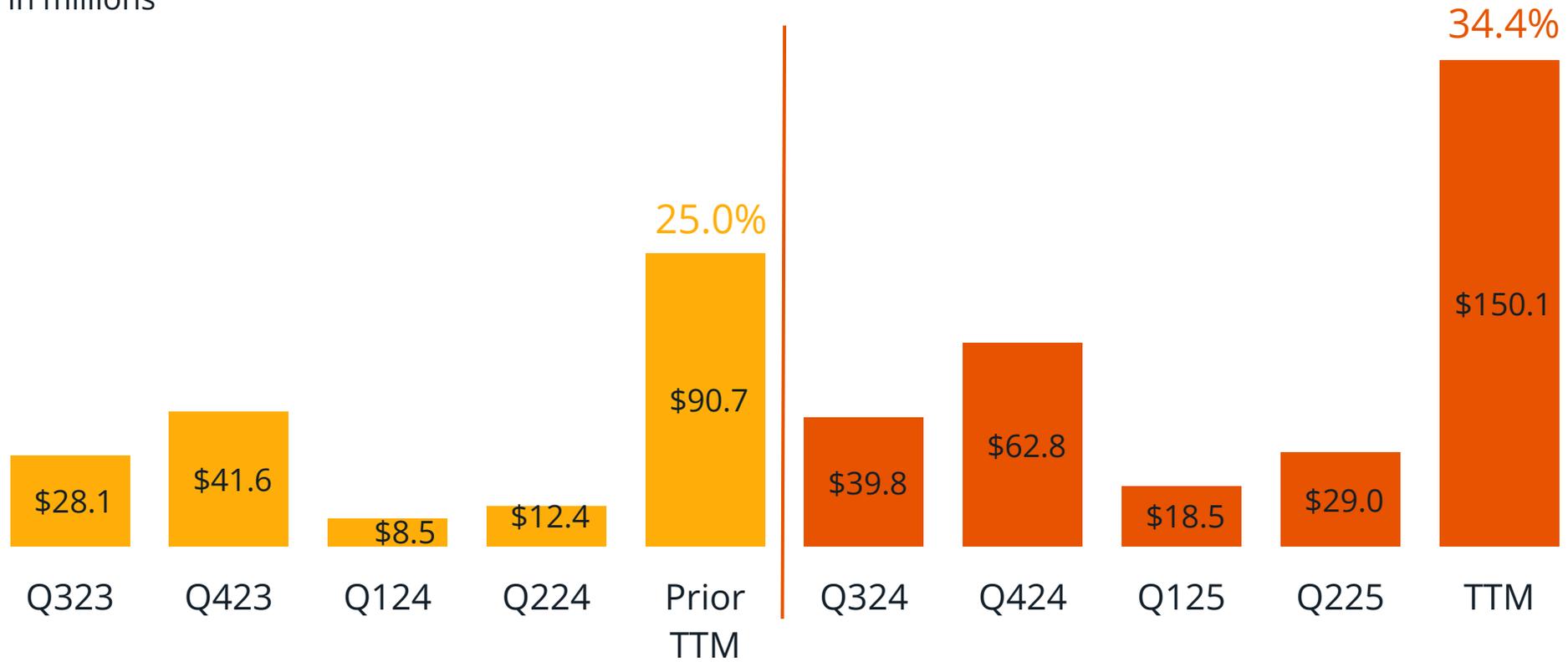
CASH & INVESTMENTS

(\$ in millions)



Note: Numbers may not total due to rounding

\$ in millions



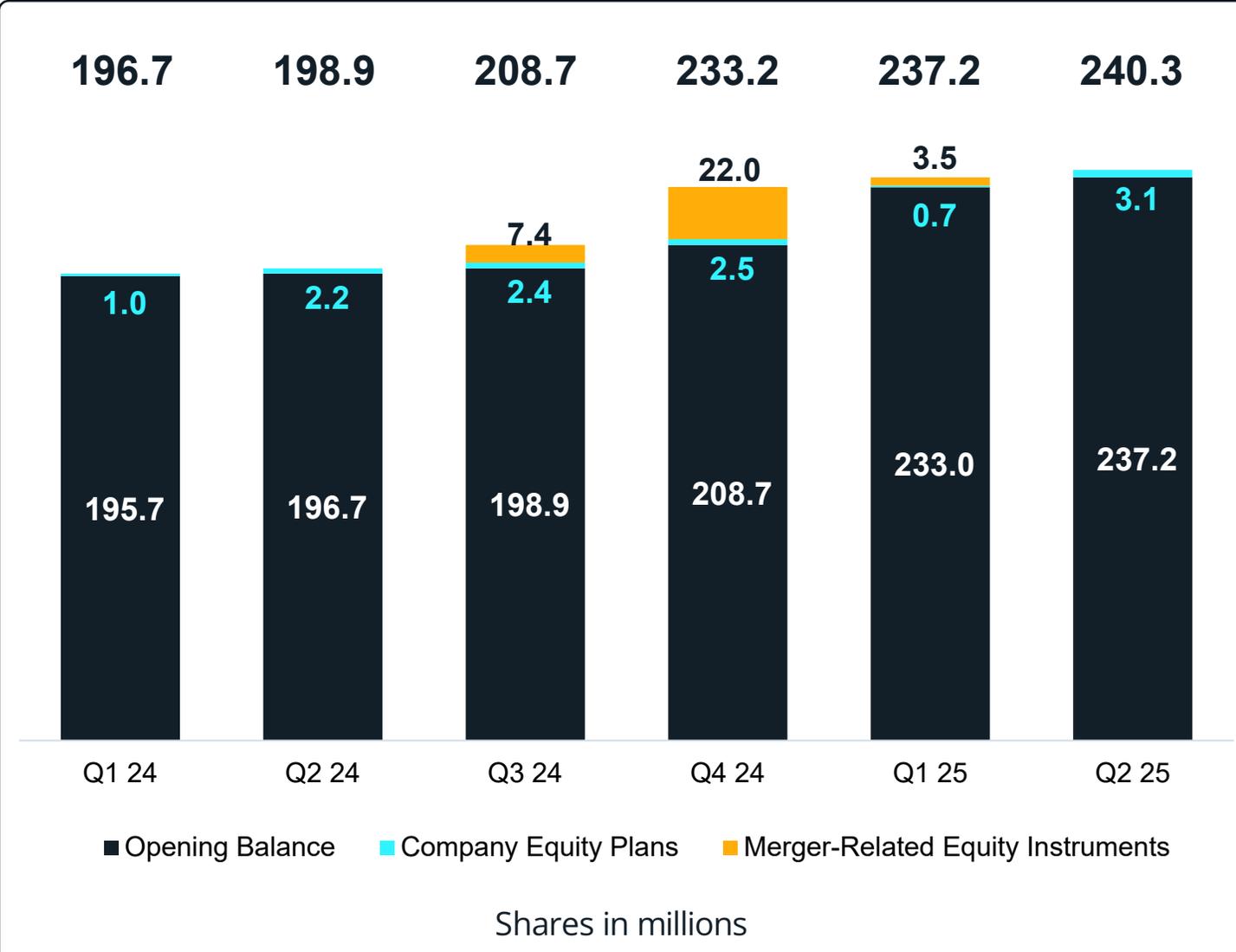
FCF and FCF margin have increased each quarter for the TTM ended 6/30/25

66% GROWTH IN FREE CASH FLOW DRIVES FREE CASH FLOW MARGIN TO 34%

¹ Defined as cash flow provided by operations less capital expenditures

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.

WEIGHTED AVERAGE SHARES OUTSTANDING (BASIC)



- ➔ Majority of merger-related instruments issued in FY24-Q3
- ➔ Exercisable equity contracted from 9.9M to 3.9M over the last 12 months
- ➔ Expecting WASO to increase by ~1.2M shares each quarter due to the reduced quantity of exercisable options and other equity programs

	2024A	Q3 '25 EXPECTATIONS (AS OF 08/14/25)	FY '25 EXPECTATIONS (AS OF 08/14/25)
ARR	\$396M	\$435M - \$445M	\$460M - \$475M
ARR Growth (y/y)	+25%	+17% - +20%	+16% - +20%
Revenue	\$401M	\$121M - \$126M	\$465M - \$475M
Revenue Growth (y/y)	+23%	+13% - +18%	+16% - +18%
Adjusted EBITDA*	\$99.4M	\$31M - \$34M	\$118M - \$123M
Adjusted EBITDA Margin*	24.8%	26% - 27%	25% - 26%

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

- A healthy market with powerful tailwinds
- Disruptive technology elevates productivity and efficiency
- End-to-end platform for the public and private sector
- AI-powered and cloud-ready solutions
- Increasing wallet share with diverse, global customer base
- Rule of X baseline performance range between 45-to-50
- Firepower accelerate innovation and TAM expansion



Protecting Communities, Businesses and Nations



Appendix

Financial

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

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

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

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

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

A reconciliation of each of these non-GAAP financial measures to their most comparable GAAP measure is set forth in a table included at the end of this presentation, which is also available on our website at <https://investors.cellebrite.com>.

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

RECONCILIATION
FY22, FY23, FY24 BY QUARTER AND FY25 BY QUARTER

	FY 2022	FY 2023	FY 2024				FY 2025			
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-Sep	31-Dec	31-Dec	31-Mar	30-Jun	30-Jun
GAAP cost of revenue:										
Cost of revenue	\$ 50,746	\$ 53,231	\$ 13,264	\$ 16,261	\$ 15,444	\$ 17,624	\$ 62,593	\$ 17,490	\$ 17,677	\$ 35,167
Less:										
Share-based compensation expense	1,284	1,733	430	663	559	575	2,227	750	827	1,577
Acquisition-related costs	-	52	2	-	-	-	2	-	-	-
Non-GAAP cost of revenue	\$ 49,462	\$ 51,446	\$ 12,832	\$ 15,598	\$ 14,885	\$ 17,049	\$ 60,364	\$ 16,740	\$ 16,850	\$ 33,590
GAAP gross profit:										
Gross profit	\$219,905	\$271,879	\$ 76,318	\$ 79,453	\$ 91,414	\$ 91,425	\$ 338,610	\$ 90,059	\$ 95,599	\$ 185,658
Share-based compensation expense	1,284	1,733	430	663	559	575	2,227	750	827	1,577
Acquisition-related costs	-	52	2	-	-	-	2	-	-	-
Non-GAAP gross profit	\$221,189	\$273,664	\$ 76,750	\$ 80,116	\$ 91,973	\$ 92,000	\$ 340,839	\$ 90,809	\$ 96,426	\$ 187,235

RECONCILIATION
FY22, FY23, FY24 BY QUARTER AND FY25 BY QUARTER

	FY 2022	FY 2023	FY 2024				FY 2025			
	Yr Ended 31-Dec	Yr Ended 31-Dec	Quarter Ended				Yr Ended 31-Dec	Quarter Ended		YTD 30-Jun
			31-Mar	30-Jun	30-Sep	31-Dec		31-Mar	30-Jun	
GAAP to Non-GAAP Reconciliations (U.S. Dollars in thousands, except share and per share data)										
GAAP operating expenses:										
Operating expenses	\$ 218,861	\$ 238,642	\$ 67,071	\$ 66,966	\$ 71,969	\$ 75,698	\$ 281,704	\$ 77,791	\$ 81,182	\$ 158,973
Less:										
One-time expense	-	-	-	-	-	1,068	1,068	-	-	-
Issuance expenses	-	(345)	-	-	-	-	-	-	-	-
Dividend participation compensation	-	-	-	-	-	-	-	-	-	-
Share-based compensation expense	12,424	17,265	5,266	5,892	8,496	8,694	28,348	8,027	7,983	16,010
Amortization of intangible assets	2,826	3,347	927	764	794	864	3,349	926	931	1,857
Acquisition-related costs	1,960	(7)	7	-	212	-	219	-	2,066	2,066
Capital loss from FA disposal	-	-	-	-	-	-	-	-	-	-
Non-GAAP operating expenses	\$ 201,651	\$ 218,382	\$ 60,871	\$ 60,310	\$ 62,467	\$ 65,072	\$ 248,720	\$ 68,838	\$ 70,202	\$ 139,040
GAAP operating income (loss)	\$ 1,044	\$ 33,237	\$ 9,247	\$ 12,487	\$ 19,445	\$ 15,727	\$ 56,906	\$ 12,268	\$ 14,417	\$ 26,685
One-time expense	-	-	-	-	-	1,068	1,068	-	-	-
Issuance expenses	-	(345)	-	-	-	-	-	-	-	-
Dividend participation compensation	-	-	-	-	-	-	-	-	-	-
Share-based compensation expense	13,708	18,998	5,696	6,555	9,055	9,269	30,575	8,777	8,810	17,587
Amortization of intangible assets	2,826	3,347	927	764	794	864	3,349	926	931	1,857
Acquisition-related costs	1,960	45	9	-	212	-	221	-	2,066	2,066
Non-GAAP operating income (loss)	\$ 19,538	\$ 55,282	\$ 15,879	\$ 19,806	\$ 29,506	\$ 26,928	\$ 92,119	\$ 21,971	\$ 26,224	\$ 48,195

RECONCILIATION
FY22, FY23, FY24 BY QUARTER AND FY25 BY QUARTER

GAAP to Non-GAAP Reconciliations (U.S. Dollars in thousands, except share and per share data)	FY 2022					FY 2023					FY 2024					FY 2025		
	Quarter Ended				Yr Ended 31-Dec	Quarter Ended				Yr Ended 31-Dec	Quarter Ended				Yr Ended 31-Dec	Quarter Ended		YTD 30-Jun
	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	
GAAP net income (loss)	\$ 55,438	\$ 33,197	\$ 25,092	\$ 7,078	\$ 120,805	\$ (40,605)	\$ (32,348)	\$ 6,500	\$ (14,647)	\$ (81,100)	\$ (71,372)	\$ (23,811)	\$ (207,093)	\$ 19,269	\$ (283,007)	\$ 17,400	\$ 19,476	\$ 36,876
One-time expense	-	-	-	-	-	-	-	-	-	-	-	-	-	1,068	1,068	-	-	-
One-time tax (income) expense	(1,825)	-	(543)	-	(2,368)	-	-	-	-	-	-	-	-	-	-	-	-	-
Issuance expenses	-	-	-	-	-	-	(345)	-	-	(345)	-	-	-	-	-	-	-	-
Dividend participation compensation	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Share-based compensation expense	2,858	3,605	3,458	3,787	13,708	4,457	4,600	4,881	5,060	18,998	5,696	6,555	9,055	9,269	30,575	8,777	8,810	17,587
Amortization of intangible assets	664	664	664	834	2,826	796	840	840	871	3,347	927	764	794	864	3,349	926	931	1,857
Acquisition related costs	1,058	394	375	133	1,960	264	(323)	52	52	45	9	-	212	-	221	-	2,066	2,066
Income tax expense	(425)	506	(981)	516	(384)	1,194	131	(440)	(252)	633	(233)	837	(306)	(4,347)	(4,049)	(924)	(510)	(1,434)
Finance expenses (income)	(56,348)	(38,391)	(25,091)	2,967	(116,863)	40,793	38,160	9,480	30,915	119,348	81,839	38,580	229,185	-	349,604	-	-	-
Non-GAAP net income (loss)	\$ 1,420	\$ (25)	\$ 2,974	\$ 15,315	\$ 19,684	\$ 6,899	\$ 10,715	\$ 21,313	\$ 21,999	\$ 60,926	\$ 16,866	\$ 22,925	\$ 31,847	\$ 26,123	\$ 97,761	\$ 26,179	\$ 30,773	\$ 56,952
GAAP net income (loss)	\$ 55,438	\$ 33,197	\$ 25,092	\$ 7,078	\$ 120,805	\$ (40,605)	\$ (32,348)	\$ 6,500	\$ (14,647)	\$ (81,100)	\$ (71,372)	\$ (23,811)	\$ (207,093)	\$ 19,269	\$ (283,007)	\$ 17,400	\$ 19,476	\$ 36,876
Financial (Income) expense	(56,400)	(38,466)	(25,422)	572	(119,716)	38,775	36,051	6,630	\$ 27,344	108,800	78,576	34,502	223,982	(4,170)	332,890	(7,060)	(6,374)	(13,434)
Tax expense (income)	(984)	(330)	(755)	2,024	(45)	1,966	920	349	\$ 2,302	5,537	2,043	1,796	2,556	628	7,023	1,928	1,315	3,243
Depreciation and amortization	2,112	2,257	2,305	2,520	9,194	2,447	2,569	2,380	\$ 2,615	10,011	2,680	2,576	2,622	2,729	10,607	2,631	2,592	5,223
One-time expense	-	-	-	-	-	-	-	-	\$ -	-	-	-	-	1,068	1,068	-	-	-
Issuance expenses	-	-	-	-	-	-	(345)	-	\$ -	(345)	-	-	-	-	-	-	-	-
Dividend participation compensation	-	-	-	-	-	-	-	-	\$ -	-	-	-	-	-	-	-	-	-
Share-based compensation expense	2,858	3,605	3,458	3,787	13,708	4,457	4,600	4,881	\$ 5,060	18,998	5,696	6,555	9,055	9,269	30,575	8,777	8,810	17,587
Acquisition-related costs	1,058	394	375	133	1,960	264	(323)	52	\$ 52	45	9	-	212	-	221	-	2,066	2,066
Adjusted EBITDA	\$ 4,082	\$ 657	\$ 5,053	\$ 16,114	\$ 25,906	\$ 7,304	\$ 11,124	\$ 20,792	\$ 22,726	\$ 61,946	\$ 17,632	\$ 21,618	\$ 31,334	\$ 28,793	\$ 99,377	\$ 23,676	\$ 27,885	\$ 51,561
Adjusted EBITDA margin	6.5%	1.0%	7.0%	21.8%	9.6%	10.3%	14.5%	24.7%	24.4%	19.1%	19.7%	22.6%	29.3%	26.4%	24.8%	22.0%	24.6%	23.3%

RECONCILIATION FY22, FY23, FY24 BY QUARTER AND FY25 BY QUARTER

	FY 2022	FY 2023	FY 2024				FY 2025			
	Yr Ended 31-Dec	Yr Ended 31-Dec	Quarter Ended				Yr Ended 31-Dec	Quarter Ended		YTD 30-Jun
			31-Mar	30-Jun	30-Sep	31-Dec		31-Mar	30-Jun	
Cellebrite DI Ltd. Condensed and Consolidated - Quarterly US Non-GAAP Free Cash Flow (U.S. Dollars in thousands - unaudited)										
Total Revenue	\$270,651	\$325,110	\$ 89,582	\$ 95,714	\$ 106,858	\$ 109,049	\$401,203	\$ 107,549	\$ 113,276	\$220,825
Cash flows from operating activities	20,577	102,058	10,041	14,513	41,650	65,967	132,171	20,878	32,583	53,461
Purchase of property and equipment	(6,897)	(5,231)	(1,495)	(2,073)	(1,820)	(3,178)	(8,566)	(2,339)	(3,608)	(5,947)
Free Cash Flow	\$ 13,680	\$ 96,827	\$ 8,546	\$ 12,440	\$ 39,830	\$ 62,789	\$123,605	\$ 18,539	\$ 28,975	\$ 47,514
Free Cash Flow margin	5.1%	29.8%	9.5%	13.0%	37.3%	57.6%	30.8%	17.2%	25.6%	21.5%

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

→ Annual Recurring Revenue

Annual recurring revenue (ARR) is defined as the annualized value of active term-based subscription license contracts and maintenance contracts related to perpetual licenses in effect at the end of that period. Subscription license contracts and maintenance contracts for perpetual licenses are annualized by multiplying the revenue of the last month of the period by 12.

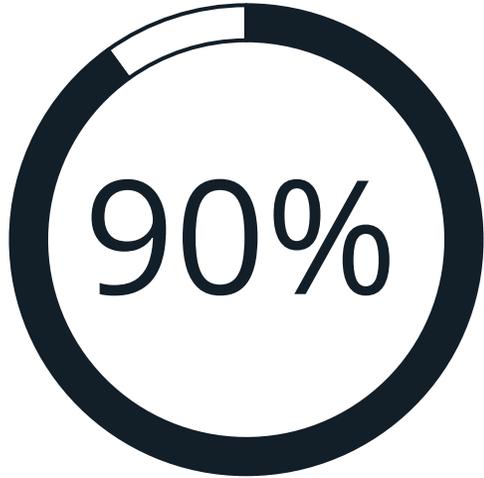
→ Subscription Revenue

Is defined as revenue from recurring, term-based license contracts and ongoing services related to core offerings. Subscription revenue is recognized ratably over the subscription term with a portion of revenue, related to the term-based license, recognized upfront.

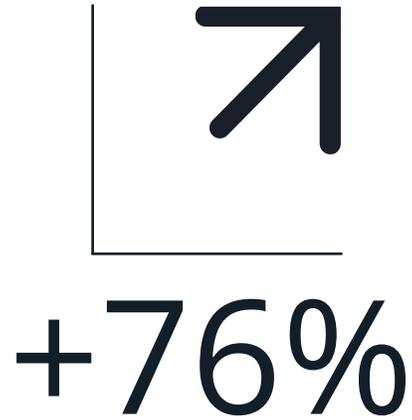


Appendix

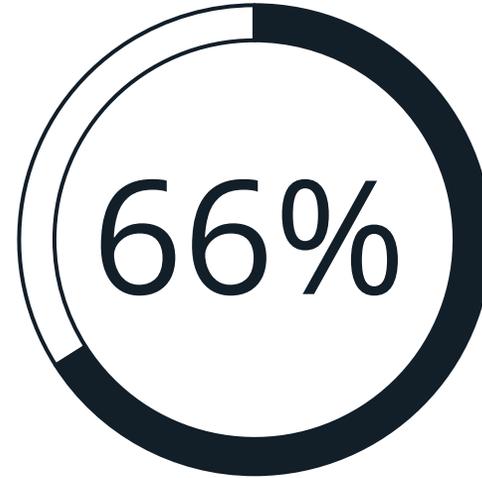
Market Trends, Drivers & Opportunities



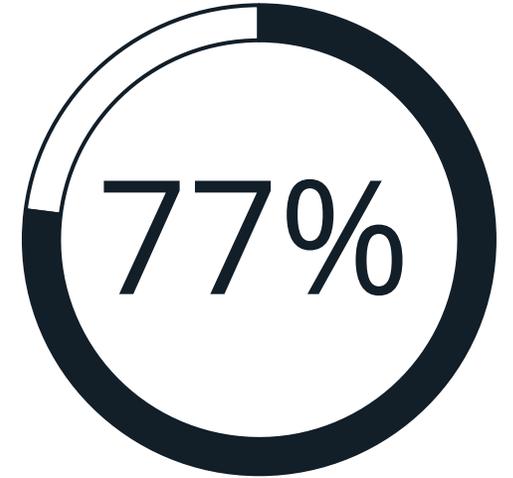
Of crimes have a digital component¹



of agency managers have noted a 76% growth in digital data from devices over the past three years²

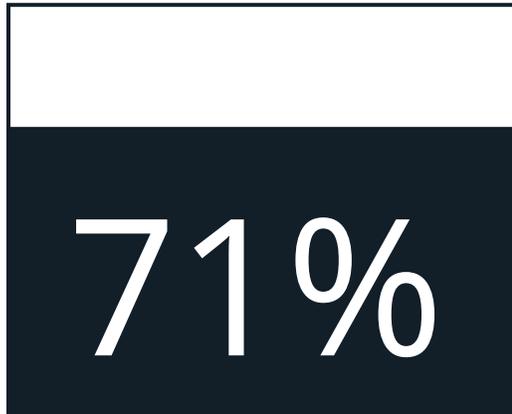


% of locked phones that reach the lab²



% of examiners who believe they lack the tools they need²

Sources: (1) Policing: A Journal of Policy and Practice, Dec. 16, 2022
(2) Cellebrite 2025 Industry Trends Report



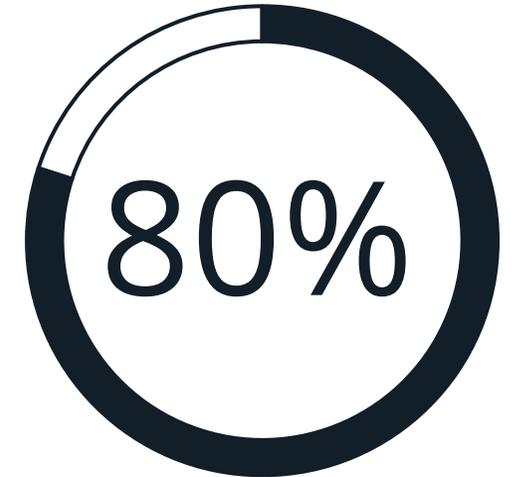
Of Investigators conduct daily online searches – a process that is neither quick nor efficient³

69
HOURS
per case

This increasing workload highlights the need for optimized workflows to keep pace with growing demands³

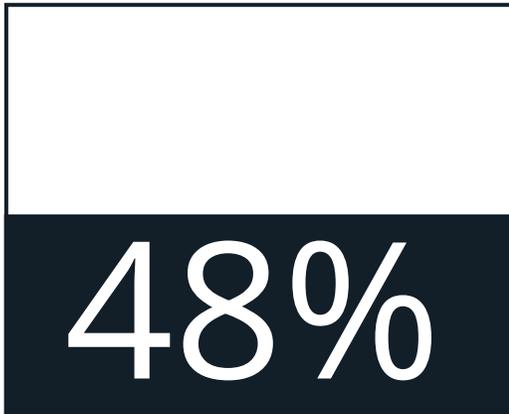
3 to 4
WEEKS

Examiners consistently report 3 to 4 weeks of digital forensic examination backlogs³

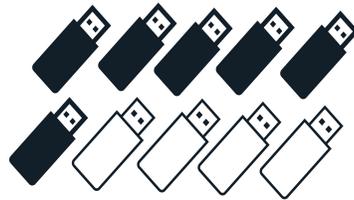


% of investigators report lacking the necessary tools to easily review digital data, hindering their ability to efficiently analyze evidence.²

Sources: (3) Cellebrite 2025 Industry Trends Report



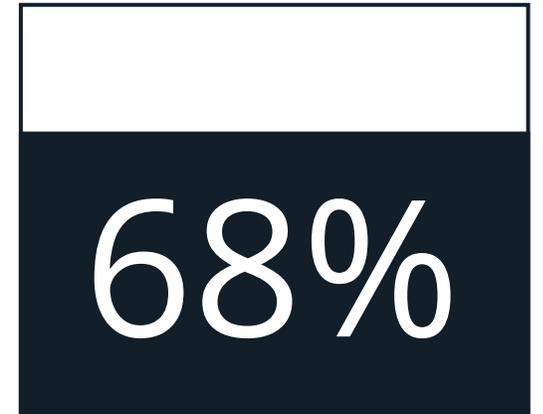
Of examiners have advanced or extensive formal training, highlighting a pressing need for cutting-edge solutions and resources.³



60% of investigators rely on outdated methods, such as USB sticks, to share forensic data within their agencies.³

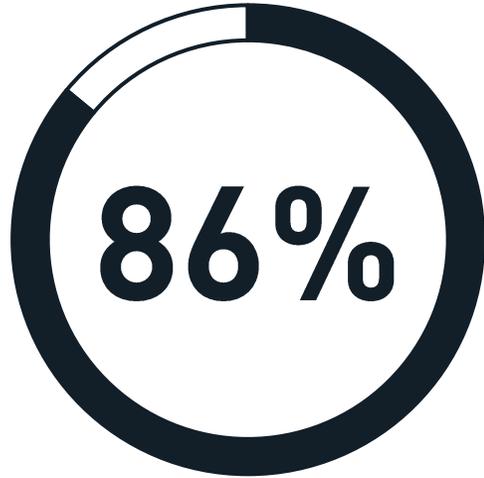


U.S. States
Passed police reform and oversight bills since 2020⁴

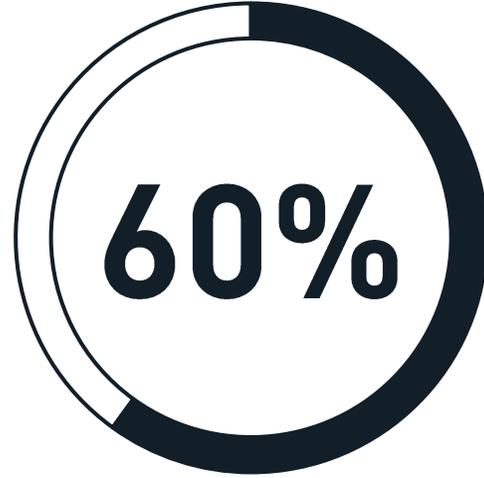


Of investigative teams do not have time to review and analyze all digital data³

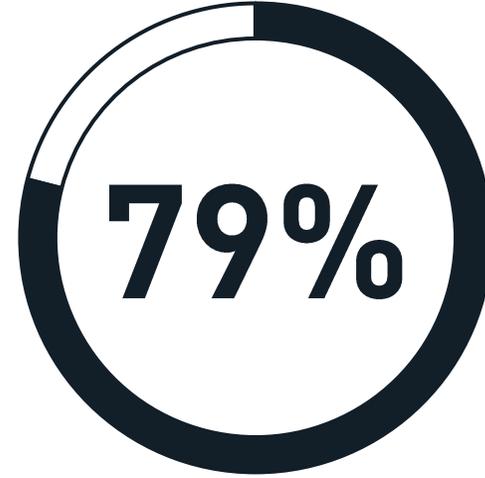
Sources: (3) Cellebrite 2025 Industry Trends Report
(4) "Police Reform Bills" (NY Times, 2021)



agree AI can accelerate large-volume data analysis³



agree that AI reduces human error and prioritizes evidence³



acknowledge AI's investigative improvements³



Of investigators are open to using cloud storage for digital evidence³

Sources: (3) Cellebrite 2025 Industry Trends Report
(4) "Police Reform Bills" (NY Times, 2021)