



Investor Kit

Fourth-Quarter and Full Year 2024



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

	FY 2022					FY 2023					FY 2024				
	Quarter Ended				Yr Ended	Quarter Ended				Yr Ended	Quarter Ended				Yr 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
Revenue:															
Subscription services	\$ 36,361	\$ 36,446	\$ 39,385	\$ 43,698	\$ 155,890	\$ 47,367	\$ 50,512	\$ 54,150	\$ 57,722	\$ 209,751	\$ 62,103	\$ 65,738	\$ 69,339	\$ 73,848	\$ 271,028
Term-license	11,824	13,395	16,209	18,625	60,053	13,915	16,694	19,130	20,924	70,663	17,119	19,630	24,038	21,220	82,007
Total subscription	48,185	49,841	55,594	62,323	215,943	61,282	67,206	73,280	78,646	280,414	79,222	85,368	93,377	95,068	353,035
Other non-recurring*	5,972	4,200	7,407	3,666	21,245	2,918	1,972	4,185	4,486	13,561	3,568	3,486	3,938	6,293	17,285
Professional services	8,228	8,532	8,674	8,029	33,463	7,034	7,506	6,714	9,881	31,135	6,792	6,860	9,543	7,488	30,883
Total revenue	62,385	62,573	71,675	74,018	270,651	71,234	76,684	84,179	93,013	325,110	89,582	95,714	106,858	109,049	401,203
Cost of revenue:															
Subscription services	3,768	4,576	5,082	3,681	17,107	4,492	4,946	4,602	5,179	19,219	5,798	6,399	6,651	7,156	26,004
Term-license	252	178	7	50	487	2	-	4	-	6	-	-	-	-	-
Other non-recurring*	2,189	3,236	4,084	3,356	12,865	2,954	2,893	3,485	4,312	13,644	3,057	4,783	3,372	4,835	16,047
Professional services	4,528	4,769	5,007	4,699	19,003	4,559	4,764	4,340	4,914	18,577	3,977	4,416	4,862	5,058	18,313
Total cost of revenue	10,737	12,759	14,180	11,786	49,462	12,007	12,603	12,431	14,405	51,446	12,832	15,598	14,885	17,049	60,364
Gross profit	51,648	49,814	57,495	62,232	221,189	59,227	64,081	71,748	78,608	273,664	76,750	80,116	91,973	92,000	340,839
Operating expenses:															
Research and development	17,777	18,154	19,964	18,174	74,069	19,698	19,204	19,203	19,761	77,866	20,960	21,332	23,436	22,920	88,648
Sales and marketing	21,890	23,234	24,106	22,122	91,352	25,368	25,249	24,470	27,755	102,842	29,815	30,002	29,665	32,270	121,752
General and administrative	9,347	9,362	10,013	7,508	36,230	8,508	10,233	8,823	10,110	37,674	10,096	8,976	9,366	9,882	38,320
Total operating expenses	49,014	50,750	54,083	47,804	201,651	53,574	54,486	52,496	57,626	218,382	60,871	60,310	62,467	65,072	248,720
Non-GAAP operating income (loss)	2,634	(936)	3,412	14,428	19,538	5,653	9,395	19,252	20,982	55,282	15,879	19,806	29,506	26,928	92,119
Financial Income, net	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)
Income (loss) before taxes on income	59,034	37,530	28,834	13,856	139,254	(33,122)	(26,656)	12,622	(6,362)	(53,518)	(62,697)	(14,696)	(194,476)	31,098	(240,771)
Tax (income) expense	(984)	(330)	(755)	2,024	(45)	1,966	920	349	2,302	5,537	2,043	1,796	2,556	628	7,023
Income tax adjustment	(425)	506	(981)	516	(384)	1,194	131	(440)	(252)	633	(233)	837	(306)	(4,347)	(4,049)
One time tax (income) expense	(1,825)	-	(543)	-	(2,368)	-	-	-	-	-	-	-	-	-	-
Finance (income) expense	(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
Diluted net earnings (loss) per share	\$ 0.01	\$ (0.00)	\$ 0.01	\$ 0.08	\$ 0.10	\$ 0.03	\$ 0.05	\$ 0.10	\$ 0.11	\$ 0.28	\$ 0.08	\$ 0.10	\$ 0.14	\$ 0.10	\$ 0.42
Pro-forma weighted average number of shares used to compute diluted net earnings per share	196,142,739	192,133,157	193,188,295	192,786,615	195,393,558	186,338,076	199,704,722	204,394,330	207,110,826	206,194,081	211,256,086	211,343,253	226,882,633	250,539,405	227,258,731
Gross margin	82.8%	79.6%	80.2%	84.1%	81.7%	83.1%	83.6%	85.2%	84.5%	84.2%	85.7%	83.7%	86.1%	84.4%	85.0%
R&D % of total revenue	28.5%	29.0%	27.9%	24.6%	27.4%	27.7%	25.0%	22.8%	21.2%	24.0%	23.4%	22.3%	21.9%	21.0%	22.1%
S&M % of total revenue	35.1%	37.1%	33.6%	29.9%	33.8%	35.6%	32.9%	29.1%	29.8%	31.6%	33.3%	31.3%	27.8%	29.6%	30.3%
G&A % of total revenue	15.0%	15.0%	14.0%	10.1%	13.4%	11.9%	13.3%	10.5%	10.9%	11.6%	11.3%	9.4%	8.8%	9.1%	9.6%
Total Operating Expenses % of total revenues	78.6%	81.1%	75.5%	64.6%	74.5%	75.2%	71.3%	62.4%	62.0%	67.2%	68.0%	63.0%	58.5%	59.7%	62.0%
Operating margin	4.2%	-1.5%	4.8%	19.5%	7.2%	7.9%	12.3%	22.9%	22.6%	17.0%	17.7%	17.0%	27.6%	24.7%	23.0%
Tax rate	-4.0%	-2.2%	-1.1%	10.9%	-1.5%	-2.3%	-3.0%	6.3%	-40.1%	-9.2%	-2.9%	-17.9%	-1.2%	-12.0%	-1.2%
Net margin	2.3%	0.0%	4.1%	20.7%	7.3%	9.7%	14.0%	25.3%	23.7%	18.7%	18.8%	24.0%	29.8%	24.0%	24.4%

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

Cash and cash equivalents	\$ 125,719	\$ 91,685	\$ 84,566	\$ 87,645	\$ 98,972	\$ 110,502	\$ 137,066	\$ 189,517	\$ 122,432	\$ 106,956	\$ 136,349	\$ 191,659
Short-term deposits	17,473	18,394	18,561	51,335	54,740	69,151	80,359	74,713	103,669	126,723	143,372	153,746
Marketable securities	22,735	32,435	43,409	44,643	48,938	57,605	46,315	38,693	50,453	71,630	91,042	101,818
Restricted cash	-	-	-	-	-	-	-	-	-	-	-	-
Trade receivables	60,297	66,746	88,581	78,761	69,594	61,194	69,559	77,269	61,643	70,699	93,728	82,358
Prepaid expenses and other current assets	11,596	11,665	13,019	17,085	20,259	22,185	24,476	26,400	25,647	24,443	20,668	23,246
Contract acquisition costs	4,456	4,601	5,018	6,286	6,377	5,946	5,325	5,550	4,957	5,516	6,570	5,827
Inventories	7,858	8,116	9,350	10,176	11,405	10,822	11,210	9,940	9,259	8,784	9,725	8,939
Total current assets	250,134	233,642	262,504	295,931	310,285	337,405	374,310	422,082	378,060	414,751	501,454	567,593

Non-current assets

Other non-current assets	1,990	1,826	1,825	1,731	2,657	2,792	7,572	7,341	6,732	8,224	7,635	7,682
Marketable securities	6,475	22,831	21,266	22,125	18,521	7,297	19,494	28,859	70,706	60,652	42,834	36,601
Deferred tax assets, net	10,881	12,038	12,628	12,511	11,894	11,997	9,601	7,024	7,789	8,806	9,292	11,072
Property and equipment, net	17,752	17,775	17,634	17,259	16,725	15,810	15,274	15,896	15,583	15,806	15,918	16,995
Intangible assets, net	10,564	9,901	9,808	11,254	10,458	9,618	11,155	10,594	10,417	9,807	11,319	11,306
Operating lease right-of-use assets, net	-	-	-	15,653	15,320	14,145	12,707	14,260	13,021	11,708	12,080	10,604
Goodwill	26,829	26,829	26,829	26,829	26,829	26,829	26,829	26,829	26,829	26,829	28,714	28,714
Total non-current assets	47,662	64,371	63,161	80,533	75,575	61,659	75,803	83,974	151,077	141,832	127,992	122,974

Total Assets

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

Current Liabilities

Trade payables	\$ 9,288	\$ 3,775	\$ 4,716	\$ 4,612	\$ 4,918	\$ 4,991	\$ 7,985	\$ 8,282	\$ 7,045	\$ 6,510	\$ 7,276	\$ 11,077
Other accounts payable and accrued expenses	43,483	47,453	49,424	45,453	37,198	35,618	43,494	44,845	36,706	42,259	54,484	63,330
Deferred revenues	117,785	121,645	135,642	152,709	157,903	158,942	170,659	195,725	186,028	183,938	206,682	216,970
Operating lease liabilities	-	-	-	5,003	4,723	4,955	4,700	4,972	4,839	4,521	4,478	4,125
Total current liabilities	170,556	172,873	189,782	207,777	204,742	204,506	226,838	253,824	234,618	237,228	272,920	295,502

Long-term liabilities

Other long-term liabilities	6,877	6,580	6,202	5,394	5,577	5,047	5,080	5,515	6,126	6,492	7,882	6,954
Long-term deferred revenues	35,167	35,476	36,285	42,173	48,384	47,469	47,596	47,098	42,071	42,369	42,333	45,247
Restricted Sponsor Shares liability	31,206	22,600	16,151	17,532	28,574	37,625	40,272	47,247	66,132	75,230	-	-
Price Adjustment Shares liability	53,645	37,798	24,973	26,184	46,126	62,781	67,560	81,715	122,082	134,758	-	-
Derivative warrant liabilities	39,395	25,457	19,640	20,015	29,824	42,278	44,332	56,117	76,704	93,510	-	-
Operating lease liabilities	-	-	-	10,353	10,105	8,631	7,322	9,157	8,110	7,155	7,795	6,844
Total long-term liabilities	166,290	127,911	103,251	121,651	168,590	203,831	212,162	244,849	321,225	359,514	58,010	59,045

Total Liabilities

Shareholders' equity (deficiency)

Share capital	* -	* -	* -	* -	* -	* -	* -	* -	* -	* -	* -	* -
Additional paid-in capital	(146,587)	(141,921)	(131,845)	(125,624)	(119,061)	(108,166)	(95,155)	(84,896)	(74,881)	(64,284)	(48,218)	(49,883)
Treasury stock, NIS 0.00001 par value; 41,776 ordinary shares	(85)	(85)	(85)	(85)	(85)	(85)	(85)	(85)	(85)	(85)	(85)	(85)
Accumulated other comprehensive income	575	(1,009)	(774)	331	(135)	(483)	392	1,050	1,489	1,250	416	2,086
(Accumulated deficit) Retained earnings	133,876	167,073	192,165	199,243	158,638	126,290	132,790	118,143	46,771	22,960	(184,133)	(164,864)
Total shareholders' equity (deficiency)	(12,221)	24,058	59,461	73,865	39,357	17,556	37,942	34,212	(26,706)	(40,159)	298,316	336,020

Total liabilities, redeemable convertible preferred shares and shareholders' equity

	FY 2022				FY 2023				FY 2024			
	31-Mar	30-Jun	30-Sep	Yr Ended 31-Dec	31-Mar	30-Jun	30-Sep	Yr Ended 31-Dec	31-Mar	30-Jun	30-Sep	Yr Ended 31-Dec
Total Assets	\$ 297,796	\$ 298,013	\$ 325,665	\$ 376,464	\$ 385,860	\$ 399,064	\$ 450,113	\$ 506,056	\$ 529,137	\$ 556,583	\$ 629,246	\$ 690,567
Total Liabilities	\$ 336,846	\$ 300,784	\$ 293,033	\$ 329,428	\$ 373,332	\$ 408,337	\$ 439,000	\$ 498,673	\$ 555,843	\$ 596,742	\$ 330,930	\$ 354,547
Total shareholders' equity (deficiency)	\$ (39,050)	\$ 97,229	\$ 32,632	\$ 47,036	\$ 12,528	\$ 90,727	\$ 111,113	\$ 6,383	(26,706)	(40,159)	\$ 298,316	\$ 336,020

* Less than US\$ 1.

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



	FY 2022					FY 2023					FY 2024				
	Quarter Ended				Yr Ended 31-Dec	Quarter Ended				Yr Ended 31-Dec	Quarter Ended				Yr Ended 31-Dec
	31-Mar	30-Jun	30-Sep	31-Dec		31-Mar	30-Jun	30-Sep	31-Dec		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	\$ 10,983	\$ 13,098	\$ 14,534	\$ 12,131	\$ 50,746	\$ 12,406	\$ 13,031	\$ 12,878	\$ 14,916	\$ 53,231	\$ 13,264	\$ 16,261	\$ 15,444	\$ 17,624	\$ 62,593
Less:															
Share-based compensation expense	246	339	354	345	1,284	386	414	435	498	1,733	430	663	559	575	2,227
Acquisition-related costs	-	-	-	-	-	13	14	12	13	52	2	-	-	-	2
Non-GAAP cost of revenue	\$ 10,737	\$ 12,759	\$ 14,180	\$ 11,786	\$ 49,462	\$ 12,007	\$ 12,603	\$ 12,431	\$ 14,405	\$ 51,446	\$ 12,832	\$ 15,598	\$ 14,885	\$ 17,049	\$ 60,364
GAAP gross profit:															
Gross profit	\$ 51,402	\$ 49,475	\$ 57,141	\$ 61,887	\$ 219,905	\$ 58,828	\$ 63,653	\$ 71,301	\$ 78,097	\$ 271,879	\$ 76,318	\$ 79,453	\$ 91,414	\$ 91,425	\$ 338,610
Share-based compensation expense	246	339	354	345	1,284	386	414	435	498	1,733	430	663	559	575	2,227
Acquisition-related costs	-	-	-	-	-	13	14	12	13	52	2	-	-	-	2
Non-GAAP gross profit	\$ 51,648	\$ 49,814	\$ 57,495	\$ 62,232	\$ 221,189	\$ 59,227	\$ 64,081	\$ 71,748	\$ 78,608	\$ 273,664	\$ 76,750	\$ 80,116	\$ 91,973	\$ 92,000	\$ 340,839
GAAP operating expenses:															
Operating expenses	\$ 53,348	\$ 55,074	\$ 58,226	\$ 52,213	\$ 218,861	\$ 58,692	\$ 59,030	\$ 57,822	\$ 63,098	\$ 238,642	\$ 67,071	\$ 66,966	\$ 71,969	\$ 75,698	\$ 281,704
Less:															
One-time expense	-	-	-	-	-	-	-	-	-	-	-	-	-	1,068	1,068
Issuance expenses	-	-	-	-	-	-	(345)	-	-	(345)	-	-	-	-	-
Dividend participation compensation	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Share-based compensation expense	2,612	3,266	3,104	3,442	12,424	4,071	4,186	4,446	4,562	17,265	5,266	5,892	8,496	8,694	28,348
Amortization of intangible assets	664	664	664	834	2,826	796	840	840	871	3,347	927	764	794	864	3,349
Acquisition-related costs	1,058	394	375	133	1,960	251	(337)	40	39	(7)	7	-	212	-	219
Capital loss from FA disposal	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Non-GAAP operating expenses	\$ 49,014	\$ 50,750	\$ 54,083	\$ 47,804	\$ 201,651	\$ 53,574	\$ 54,686	\$ 52,496	\$ 57,626	\$ 218,382	\$ 60,871	\$ 60,310	\$ 62,467	\$ 65,072	\$ 248,720
GAAP operating income (loss)	\$ (1,946)	\$ (5,599)	\$ (1,085)	\$ 9,674	\$ 1,044	\$ 136	\$ 4,623	\$ 13,479	\$ 14,999	\$ 33,237	\$ 9,247	\$ 12,487	\$ 19,445	\$ 15,727	\$ 56,906
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
Amortization of intangible assets	664	664	664	834	2,826	796	840	840	871	3,347	927	764	794	864	3,349
Acquisition-related costs	1,058	394	375	133	1,960	264	(323)	52	52	45	9	-	212	-	221
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 operating income (loss)	\$ 2,634	\$ (936)	\$ 3,412	\$ 14,428	\$ 19,538	\$ 5,653	\$ 9,395	\$ 19,252	\$ 20,982	\$ 55,282	\$ 15,879	\$ 19,806	\$ 29,506	\$ 26,928	\$ 92,119
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)
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
Amortization of intangible assets	664	664	664	834	2,826	796	840	840	871	3,347	927	764	794	864	3,349
Acquisition related costs	1,058	394	375	133	1,960	264	(323)	52	52	45	9	-	212	-	221
Income tax expense	(425)	506	(981)	516	(384)	1,194	131	(440)	(252)	633	(233)	837	(306)	(4,347)	(4,049)
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
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)
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
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
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
One-time expense	-	-	-	-	-	-	-	-	\$ -	-	-	-	-	-	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
Acquisition-related costs	1,058	394	375	133	1,960	264	(323)	52	\$ 52	45	9	-	212	-	221
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
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%

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)

	FY 2022					FY 2023					FY 2024				
	Quarter Ended				Yr Ended	Quarter Ended				Yr Ended	Quarter Ended				Yr 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
Revenue by geography:															
Americas	\$ 30,929	\$ 32,443	\$ 41,756	\$ 36,795	\$ 141,923	\$ 37,438	\$ 39,785	\$ 48,273	\$ 46,658	\$ 172,154	\$ 46,473	\$ 50,895	\$ 59,618	\$ 58,545	\$ 215,531
EMEA	23,014	19,623	21,116	29,026	92,779	25,960	26,181	25,952	34,154	112,247	33,202	31,894	32,823	37,002	134,921
APAC	8,442	10,507	8,803	8,197	35,949	7,836	10,718	9,954	12,201	40,709	9,907	12,925	14,417	13,502	50,751
Total revenue	\$ 62,385	\$ 62,573	\$ 71,675	\$ 74,018	\$ 270,651	\$ 71,234	\$ 76,684	\$ 84,179	\$ 93,013	\$ 325,110	\$ 89,582	\$ 95,714	\$ 106,858	\$ 109,049	\$ 401,203
Revenue % of total:															
Americas	49.6%	51.8%	58.3%	49.7%	52.4%	52.6%	51.9%	57.3%	50.2%	53.0%	51.9%	53.2%	55.8%	53.7%	53.7%
EMEA	36.9%	31.4%	29.5%	39.2%	34.3%	36.4%	34.1%	30.8%	36.7%	34.5%	37.1%	33.3%	30.7%	33.9%	33.6%
APAC	13.5%	16.8%	12.3%	11.1%	13.3%	11.0%	14.0%	11.8%	13.1%	12.5%	11.1%	13.5%	13.5%	12.4%	12.6%
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%
Annual recurring revenue (in millions)	201	214	232	249	249	261	274	295	316	316	332	346	371	396	396
America	101	110	122	128	128	136	143	158	166	166	174	183	199	215	215
EMEA	75	77	82	93	93	95	98	102	114	114	119	121	126	134	134
APAC	25	27	28	28	28	30	33	35	36	36	39	42	46	47	47
Recurring revenue net dollar-based retention rate	128%	128%	129%	130%	130%	128%	125%	125%	125%	125%	125%	124%	124%	124%	124%

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