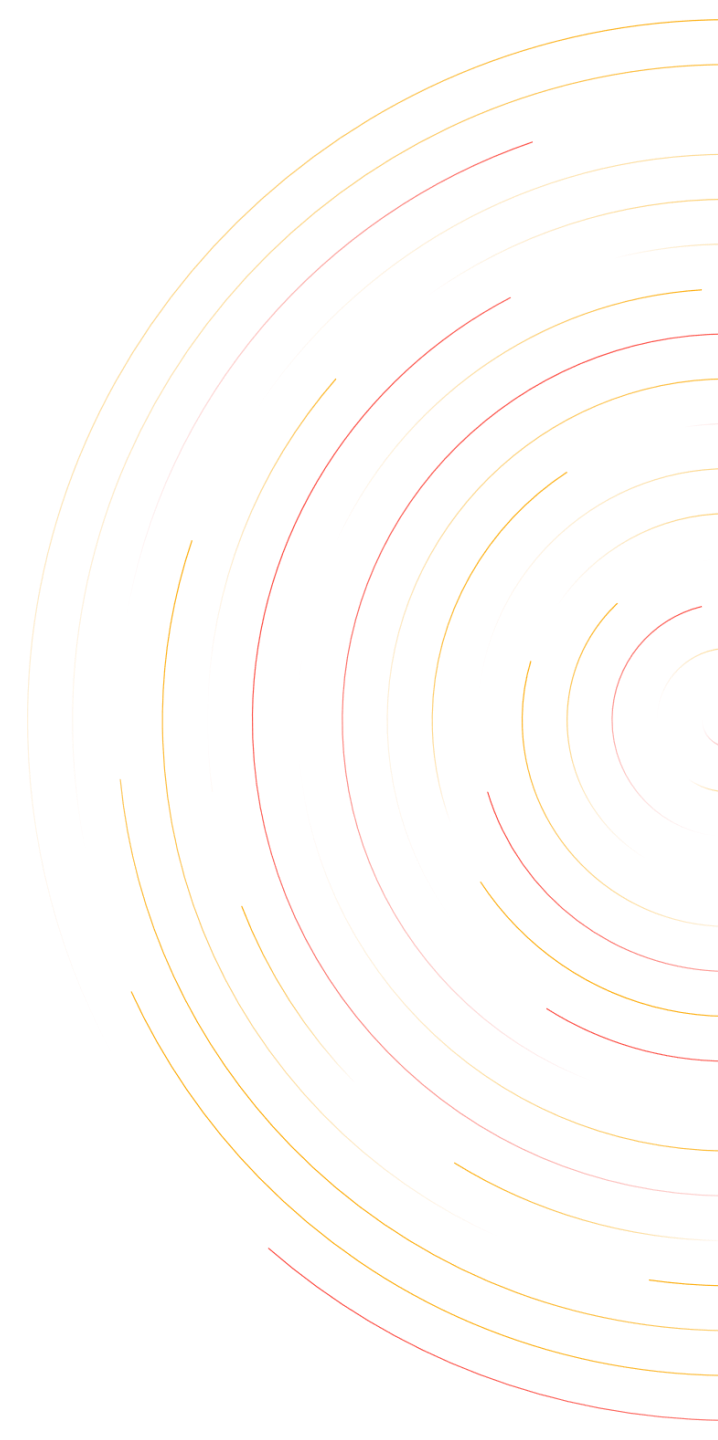




# Q4 '22 Earnings Call

15 February 2023



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## Use of Non-GAAP Financial Measures

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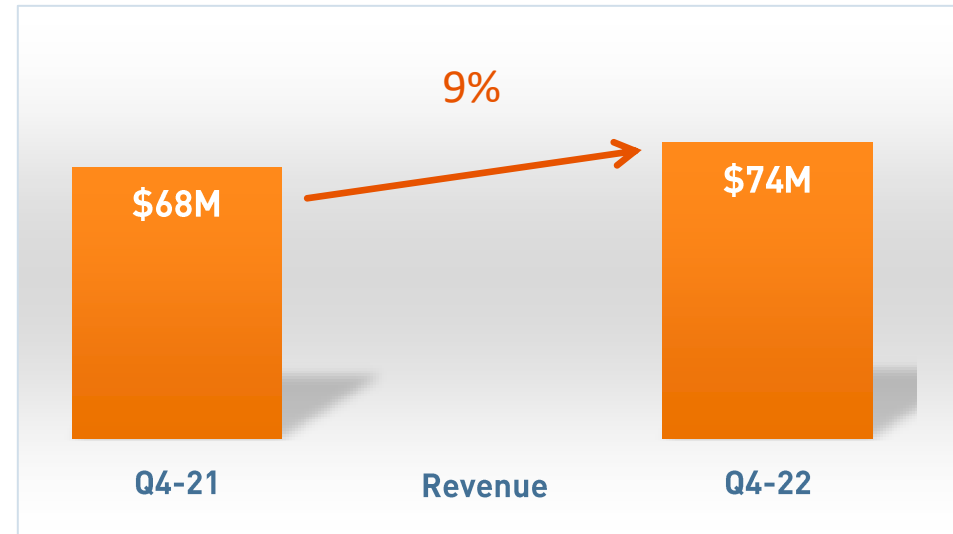
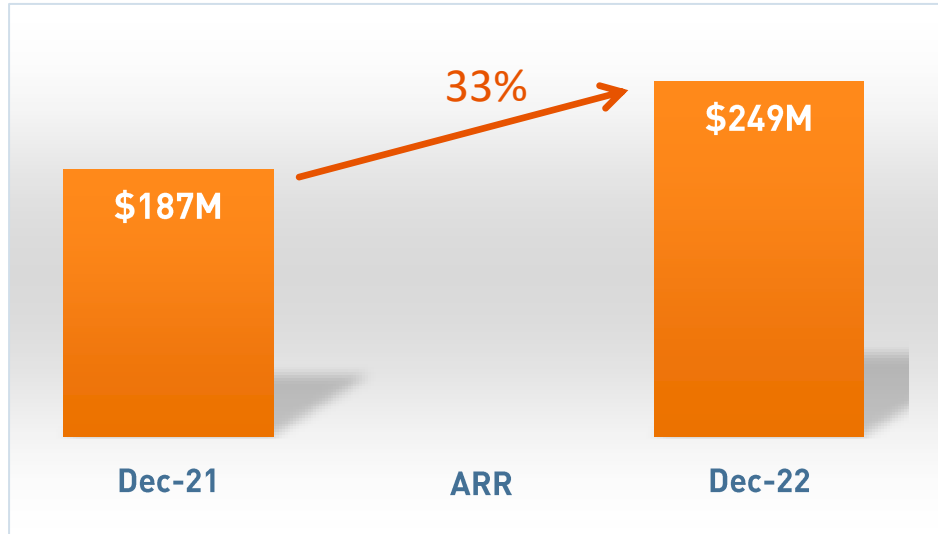


# Agenda

- 1 Market Environment
- 2 Market & Technology Leadership
- 3 Product Development & Go-to-Market Execution  
with Q4 Customer Success
- 4 Outlook for 2023
- 5 Financial Review

# Business Overview

# Q4 '22 Results Highlights



29  
Deals > \$500K

130%  
Net Retention Rate

# 1

## Market Environment



A Healthy Market  
with Significant  
Growth Opportunities

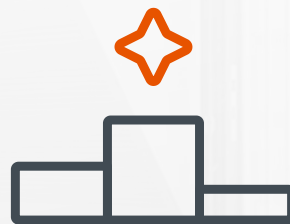


Customer Budgets  
Continue to Grow



# 2 Market & Technology Leadership

## A Trusted DI Market Leader



## Making Digital Evidence More



✦ Accessible



✦ Intelligent



✦ Actionable



# 3

## Product Development & Go-to-Market Execution



Advancing Our  
Portfolio



Solid Sales  
Progress





# Q4 '22 Customer Success

1

## Collect & Review



### APAC: Regional Law Enforcement Agency

- ✦ Broader deployment of Premium
- ✦ ARR grows by 50%+ to nearly \$1m

2

## Collect & Review



### Large U.S. Federal Agency

- ✦ Augments UFED installation with Premium ES
- ✦ Leverages AWS infrastructure
- ✦ ARR increases nearly 60% to \$2m

3

## Pathfinder



### Two Large Q4 Deals

- ✦ Unlocks new buying centers
- ✦ Modernize digital investigative workflows
- ✦ Meaningfully expands ARR with both customers including one that triples ARR to \$4.5M

4

## Private Sector



### Four Deals

- ✦ Two service providers & two Fortune 500 corporations
- ✦ All purchase Endpoint Inspector
- ✦ Modernizing costly, time-consuming legacy approaches



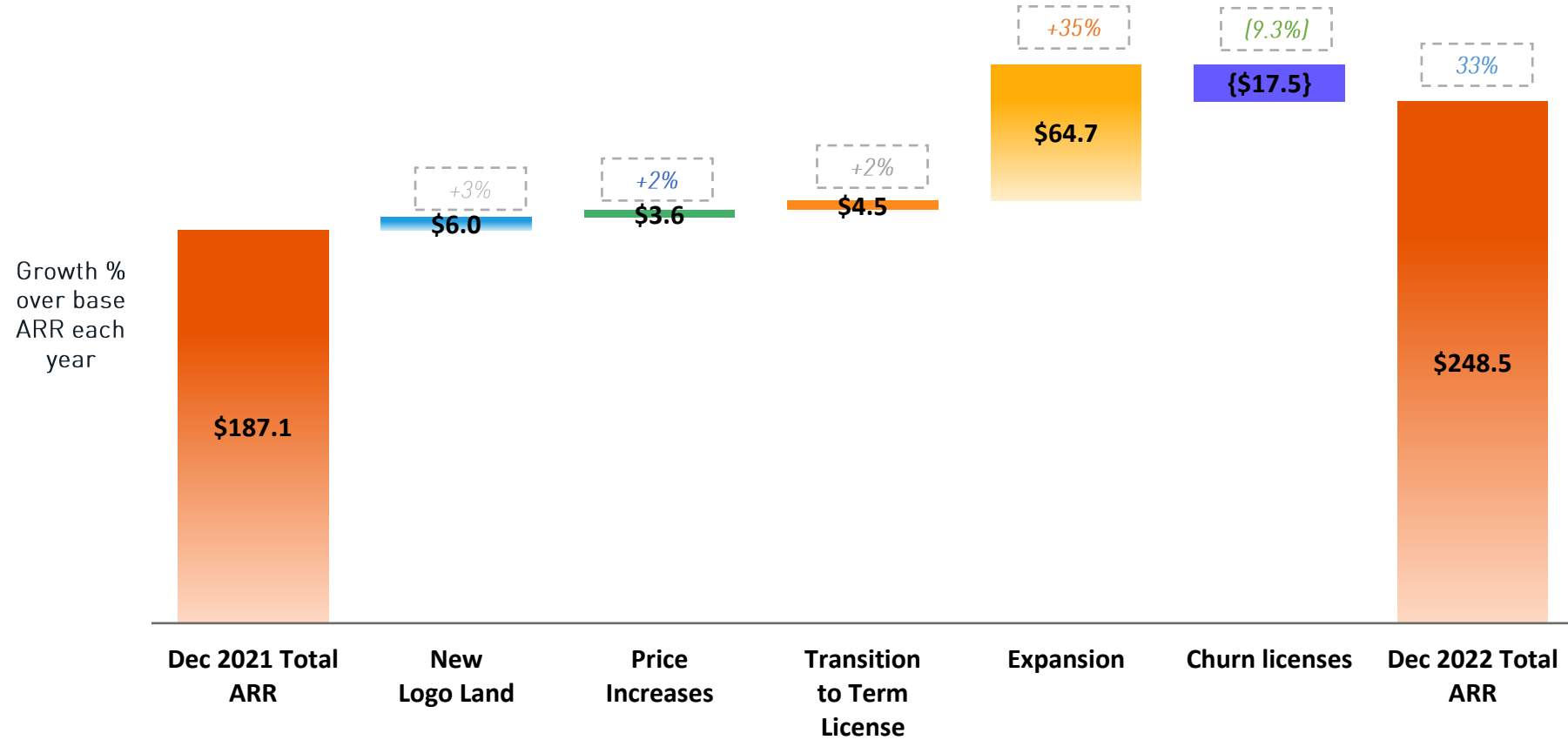
# 4 Well-Positioned for 2023



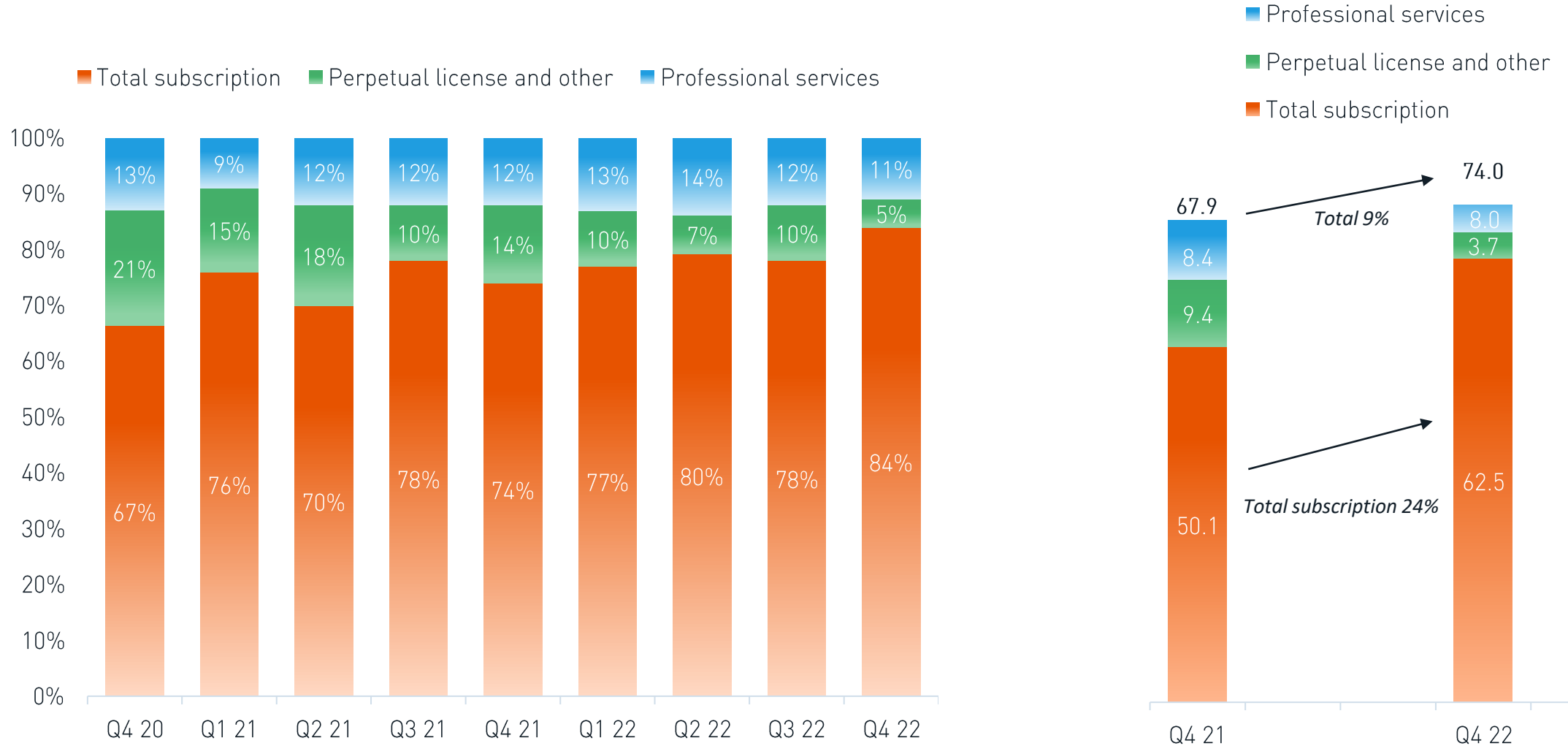
- ◆ Accelerated revenue growth rate
- ◆ Improved profitability
- ◆ Strong cash flow from operations

# Financial Overview

# ARR Growth Driven by Expansion

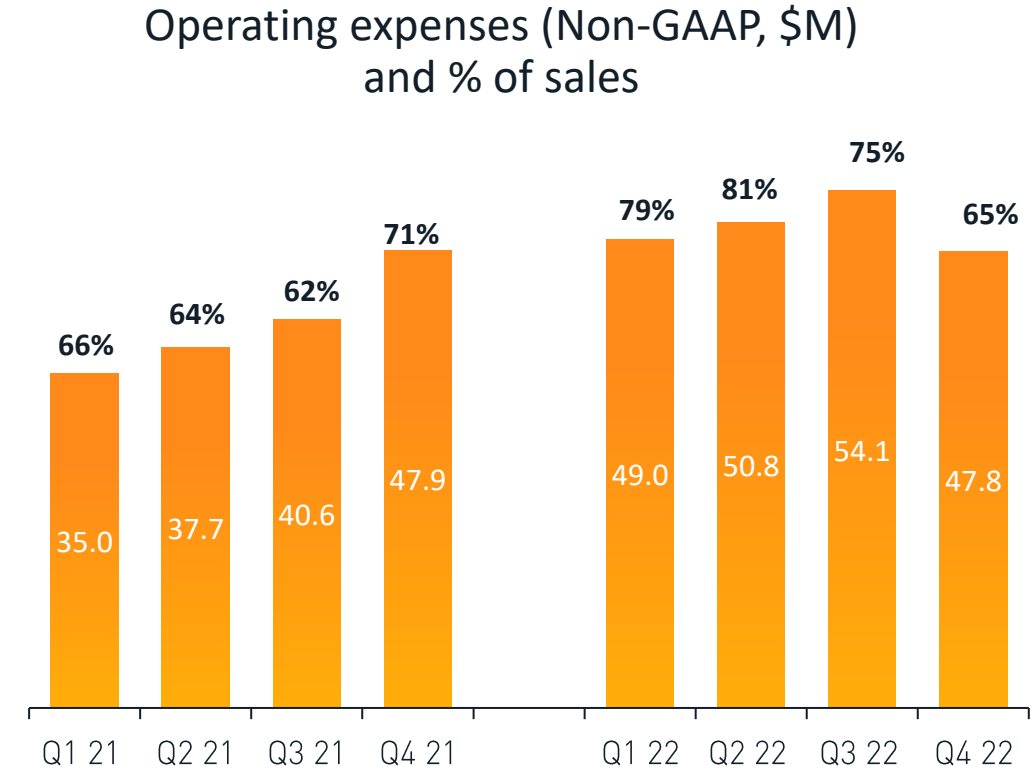
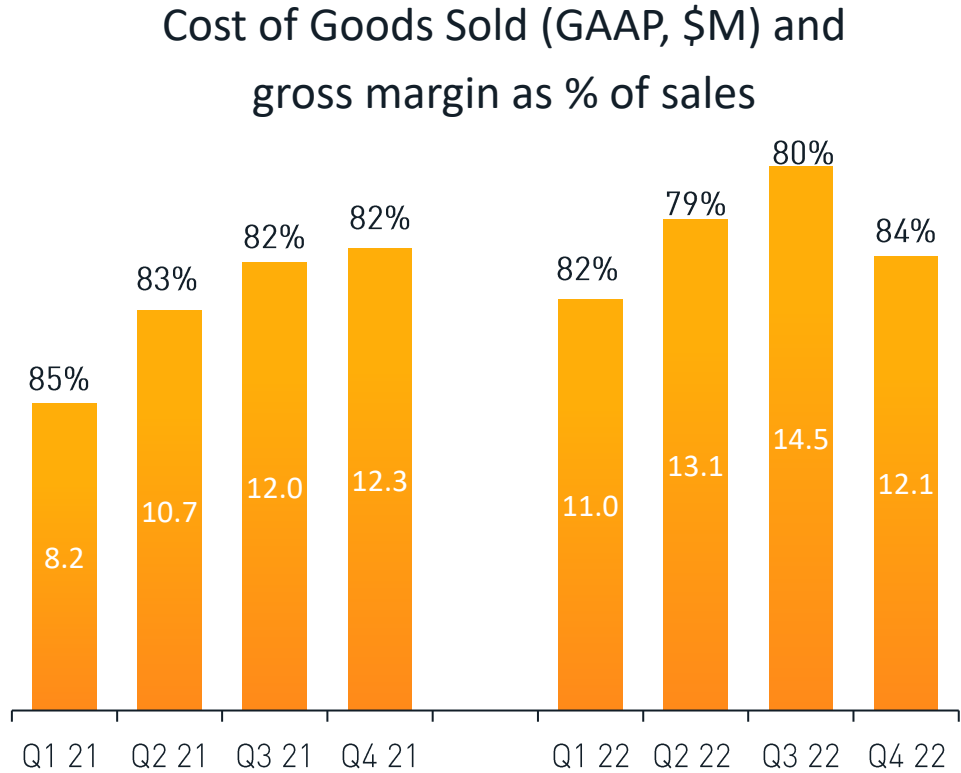


# Revenue Growth Driven by Subscription



# Gross Margin & Operating Costs

Investing in Cellebrite's Future



898

Headcount Dec-21



1,004

Headcount Dec-22



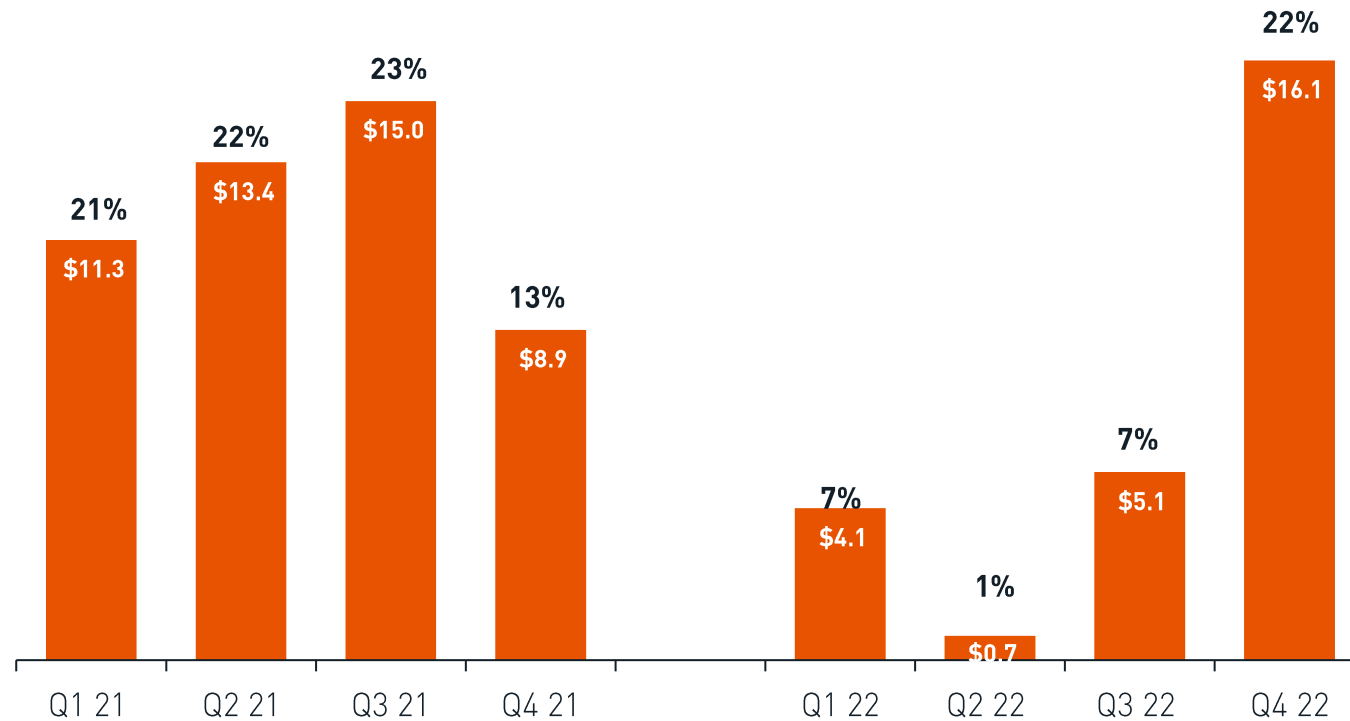
~1,000

Headcount Target Dec-23

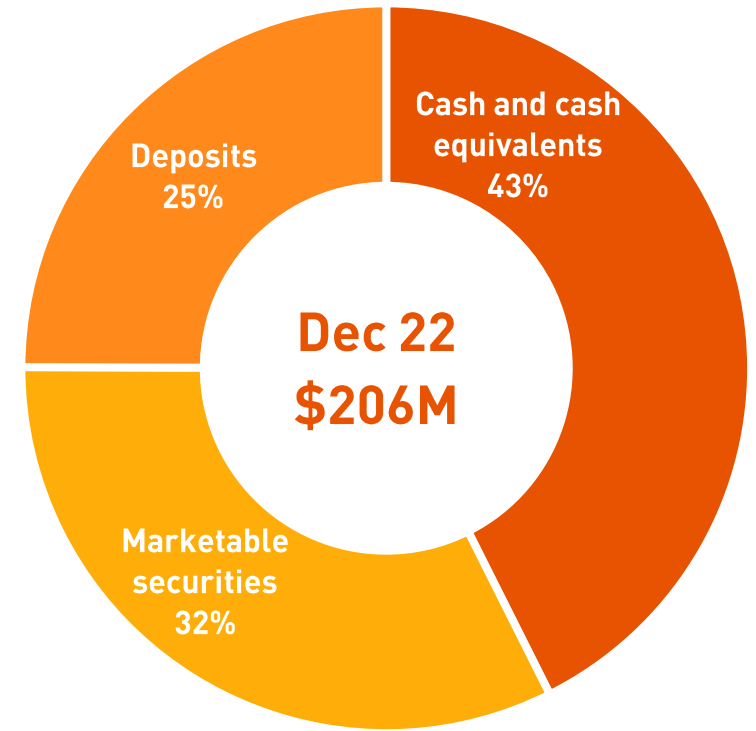


# Adjusted EBITDA & Cash Position

EBITDA (Non-GAAP, \$M)  
and EBITDA % of sales



Cash Position



+\$38M from Q3 22

+\$24M from Q4 21

# Financial Forecast

	2022A	2023 Expectations
ARR	\$249M	\$300M - \$310M
ARR Growth (y/y)	+33%	+21% - +25%
Revenue	\$271M	\$305M - \$315M
Revenue Growth (y/y)	+10%	+13% - +\$16%
Gross Margin*	82%	80% - 82%
Adjusted EBITDA*	\$25.9M	\$35M - \$40M
Adjusted EBITDA Margin*	9.6%	11% - 13%

\* Non-GAAP





# Q&A

# Appendix

# Financial Summary Q4 '22

<i>(\$K)</i>	<b>Dec-21</b>	<b>Dec-22</b>
<b>ARR</b>	<b>187,100</b>	<b>248,500</b>
<i>YOY Growth - %</i>	<i>36%</i>	<i>33%</i>
<b>Subscriptions</b>	<b>50,087</b>	<b>62,323</b>
<b>Perpetual License &amp; Others</b>	<b>9,387</b>	<b>3,666</b>
<b>Professional Services</b>	<b>8,434</b>	<b>8,029</b>
<b>Total Revenue</b>	<b>67,908</b>	<b>74,018</b>
<i>YOY Growth - %</i>	<i>19%</i>	<i>9%</i>
<b>Gross Profit (Non-GAAP)</b>	<b>55,643</b>	<b>62,232</b>
<i>Gross Profit - %</i>	<i>81.9%</i>	<i>84.1%</i>
<b>Adjusted EBITDA</b>	<b>8,874</b>	<b>16,114</b>
<i>Non-GAAP EBITDA - %</i>	<i>13.1%</i>	<i>21.8%</i>



# Adjusted EBITDA Reconciliation Q4 '22

<i>(\$K)</i>	<b>Dec-21</b>	<b>Dec-22</b>
<b>Net Income</b>	<b>51,871</b>	<b>7,078</b>
Financial expenses (income), net	(49,809)	572
Tax expenses	2,244	2,024
Share based compensation	1,661	3,787
Amortization of intangible assets	607	834
Acquisition related costs	1,177	133
<b>Non-GAAP EBIT</b>	<b>7,751</b>	<b>14,428</b>
<i>Non-GAAP EBIT - %</i>	<i>11.4%</i>	<i>19.5%</i>
Depreciation & Amortization	1,124	1,686
<b>Adjusted EBITDA</b>	<b>8,875</b>	<b>16,114</b>
<i>Adj EBITDA - %</i>	<i>13.1%</i>	<i>21.8%</i>



# Definitions

1. **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.
2. **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.
3. **Net Retention:** Dollar-based net retention rate is calculated by dividing customer annual recurring revenue by base revenue. We define base revenue as annual recurring revenue we recognized from all customers with a valid license at the end of the equivalent quarter of the previous year. We define our customer revenue as the annual recurring revenue we recognized on the date of measurement from the same customer base included in our measure of base revenue, including recurring revenue resulting from additional sales to those customers.

