



**Cellebrite**

Digital intelligence  
for a safer world

**Investor Kit Second Quarter 2022**



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

	FY 2020					FY 2021					FY 2022	
	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
<b>Revenue:</b>												
Subscription services and technical support	\$ 22,597	\$ 24,405	\$ 25,841	\$ 27,771	\$ 100,614	\$ 28,974	\$ 29,870	\$ 30,046	\$ 31,999	\$ 120,889	\$ 33,941	\$ 36,446
Term-license	2,926	6,763	9,163	10,279	29,131	11,547	11,588	21,205	18,088	62,428	14,258	13,395
Total subscription	25,523	31,168	35,004	38,050	129,745	40,521	41,458	51,251	50,087	183,317	48,199	49,841
Perpetual license and other	7,960	10,506	11,838	11,832	42,136	7,743	10,382	6,657	9,387	34,169	6,100	4,200
Professional services	5,251	4,096	6,399	7,286	23,032	5,019	7,328	7,979	8,434	28,760	8,086	8,532
<b>Total revenue</b>	<b>38,734</b>	<b>46,770</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>Cost of revenue:</b>												
Subscription services and technical support	2,195	2,268	2,278	2,054	8,795	2,482	2,192	2,650	2,045	9,369	3,536	4,576
Term-license	137	222	577	773	1,709	357	538	651	753	2,299	190	178
Perpetual license and other	2,423	2,117	1,930	2,900	9,370	1,060	1,816	2,282	4,659	9,817	2,242	3,256
Professional services	4,884	3,612	4,716	4,793	18,005	4,300	5,522	6,371	4,879	21,072	5,015	5,088
<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>
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
<b>Operating expenses:</b>												
Research and development, net	13,005	13,702	12,899	14,771	54,377	14,893	15,388	16,427	18,833	65,541	19,576	19,675
Selling 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
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
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>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>
Financial Income, net	142	1,015	417	605	2,179	366	496	17,812	49,809	68,483	56,400	38,466
<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>
Tax (income) expense	901	717	1,279	2,719	5,616	1,163	921	6,581	2,244	10,909	(984)	(330)
<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>
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	\$ 0.270	\$ 0.17
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
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%
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%
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%
G&A % of total revenue	18.7%	20.0%	12.6%	14.6%	0.4%	17.4%	11.8%	31.1%	16.5%	19.5%	16.9%	16.8%
Total Operating Expenses % of total revenues	91.9%	78.4%	65.3%	71.5%	75.8%	76.4%	69.1%	86.5%	75.5%	77.1%	85.5%	88.0%
Operating margin	-16.8%	3.6%	16.9%	10.1%	4.7%	8.2%	13.9%	-4.7%	6.3%	5.6%	-3.1%	-8.9%
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%
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%

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



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

	FY 2020					FY 2021					FY 2022	
	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
<b>Revenue:</b>												
Subscription services and technical support	\$ 22,597	\$ 24,405	\$ 25,841	\$ 27,771	\$ 100,614	\$ 28,974	\$ 29,870	\$ 30,046	\$ 31,999	\$ 120,889	\$ 33,941	\$ 36,446
Term-license	2,926	6,763	9,163	10,279	29,131	11,547	11,588	21,205	18,088	62,428	14,258	13,395
Total subscription	25,523	31,168	35,004	38,050	129,745	40,521	41,458	51,251	50,087	183,317	48,199	49,841
Perpetual license and other	7,960	10,506	11,838	11,832	42,136	7,743	10,382	6,657	9,387	34,169	6,100	4,200
Professional services	5,251	4,096	6,399	7,286	23,032	5,019	7,328	7,979	8,434	28,760	8,086	8,532
<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>Cost of revenue:</b>												
Subscription services and technical support	2,176	2,252	2,257	2,031	8,716	2,460	2,170	2,610	2,130	9,369	3,536	4,576
Term-license	137	222	577	773	1,709	357	538	651	754	2,300	190	178
Perpetual license and other	2,423	2,117	1,930	2,900	9,370	1,060	1,816	2,282	4,655	9,813	2,224	3,236
Professional services	4,861	3,541	4,658	4,722	17,781	4,245	5,474	6,253	4,726	20,697	4,785	4,769
<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>42,179</b>	<b>10,735</b>	<b>12,759</b>
Gross profit	29,137	37,639	43,819	46,742	157,337	45,162	49,171	54,092	55,643	204,067	51,650	49,814
<b>Operating expenses:</b>												
Research and development, net	12,366	12,355	11,863	13,745	50,329	13,727	14,125	14,912	17,376	60,140	17,779	18,154
Selling and marketing	14,320	12,848	13,664	16,829	57,660	15,257	17,206	18,286	21,654	72,403	21,890	23,234
General and administrative	5,332	5,155	5,707	6,626	22,820	5,983	6,386	7,426	8,861	28,656	9,347	9,362
<b>Total operating expenses</b>	<b>32,018</b>	<b>30,358</b>	<b>31,234</b>	<b>37,200</b>	<b>130,809</b>	<b>34,967</b>	<b>37,716</b>	<b>40,623</b>	<b>47,891</b>	<b>161,199</b>	<b>49,016</b>	<b>50,750</b>
<b>Non-GAAP operating Income (loss)</b>	<b>(2,881)</b>	<b>7,281</b>	<b>12,585</b>	<b>9,543</b>	<b>26,528</b>	<b>10,195</b>	<b>11,454</b>	<b>13,468</b>	<b>7,752</b>	<b>42,868</b>	<b>2,634</b>	<b>(936)</b>
Financial Income, net	142	1,015	417	605	2,179	366	496	17,812	49,809	68,483	56,400	38,466
<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>57,561</b>	<b>111,352</b>	<b>59,034</b>	<b>37,530</b>
Tax (income) expense	901	717	1,279	2,719	5,616	1,163	921	6,581	2,244	10,909	(984)	(330)
Income tax adjustment	(78)	(417)	(207)	(441)	(1,142)	(804)	(154)	(1,210)	498	(1,670)	(425)	506
One time tax expense	-	-	-	-	-	-	-	7,067	-	7,067	(1,825)	-
Finance expenses (income)	-	-	-	-	-	-	-	(17,252)	(50,621)	(67,873)	(56,348)	(38,391)
<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>\$ 5,194</b>	<b>\$ 37,967</b>	<b>\$ 1,420</b>	<b>\$ (25)</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)
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
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%
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%
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%
G&A % of total revenue	13.8%	11.3%	10.7%	11.6%	11.7%	11.2%	10.8%	11.3%	13.0%	11.6%	15.0%	15.0%
Total Operating Expenses % of total revenues	82.7%	66.3%	58.7%	65.1%	67.1%	65.6%	63.7%	61.7%	70.5%	65.5%	78.6%	81.1%
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%
Tax rate	-35.7%	13.7%	11.4%	31.1%	23.5%	18.6%	9.0%	47.5%	3.0%	17.6%	-4.0%	-2.2%
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%

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



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	
	31-Mar	30-Jun	30-Sep		31-Mar	30-Jun	30-Sep		31-Mar	30-Jun
Cash and cash equivalents	\$ 66,265	\$ 41,251	\$ 113,020	\$ 128,709	\$ 134,838	\$ 166,286	\$ 109,886	\$ 145,973	\$ 125,719	\$ 89,181
Marketable securities	-	-	-	-	-	-	-	-	22,735	32,435
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
Trade receivables	41,875	41,276	59,807	66,324	59,585	52,283	76,215	67,505	60,297	66,746
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
Contract acquisition costs	2,168	2,382	2,629	2,979	3,122	3,761	4,563	4,813	4,456	4,601
Inventories	4,452	5,021	4,624	4,754	4,865	4,857	4,808	6,511	7,858	8,116
<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>231,138</b>

**Non-current assets**

Other non-current assets	345	237	204	565	2,314	4,872	179	1,958	1,990	1,826
Marketable securities	-	-	-	-	-	-	-	-	6,475	25,335
Deferred tax assets, net	4,213	3,797	3,419	7,372	8,265	8,114	9,475	9,800	10,881	12,038
Property and equipment, net	15,975	16,668	16,599	16,106	16,285	16,608	16,392	16,756	17,752	17,775
Intangible assets, net	7,771	7,385	6,998	6,611	6,225	8,788	8,312	11,228	10,564	9,901
Goodwill	9,463	9,463	9,463	9,463	9,463	9,463	9,463	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>93,704</b>

**Total Assets**

	<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>
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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
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
Deferred revenues	68,960	77,190	90,860	105,543	103,950	102,327	115,017	122,983	117,785	121,645
<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>

**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
Long-term deferred revenues	19,406	22,426	5,560	33,439	34,900	33,038	34,398	36,426	35,167	35,476
Restricted Sponsor Shares liability	-	-	-	-	-	-	55,893	44,712	31,206	22,600
Price Adjustment Shares liability	-	-	-	-	-	-	103,338	79,404	53,645	37,798
Derivative warrant liabilities	-	-	-	-	-	-	71,984	56,478	39,395	25,457
<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>226,569</b>	<b>166,290</b>	<b>127,911</b>

**Total Liabilities**

	<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>
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**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)
Treasury stock, NIS 0.00001 par value; 41,776 ordinary shares	-	(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)
Retained earnings	15,305	17,266	25,387	28,342	31,932	39,728	26,518	78,436	133,876	167,073
<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>

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

	<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>
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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			
	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		
<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		
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		
Amortization of premium and discount and accrued interest on marketable securities	0	0	0	0	0	0	0	0	0	0	17	(55)		
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		
Interest income from short term deposits	-	-	-	-	-	(342)	(147)	-	-	-	(62)	(137)		
Deferred income taxes	506	417	378	(4,119)	(2,818)	(703)	134	(1,338)	269	(1,638)	(924)	(918)		
Revaluation of derivative warrants	-	-	-	-	-	-	-	3,539	(15,506)	(11,967)	(17,083)	(13,938)		
Remeasurement of Restricted Sponsor Shares liability	-	-	-	-	-	-	-	(6,454)	(11,181)	(17,635)	(13,506)	(8,606)		
Remeasurement of Price Adjustment Shares liability	-	-	-	-	-	-	-	(14,337)	(23,934)	(38,271)	(25,759)	(15,847)		
Other	-	-	-	689	689	-	-	-	-	-	-	-		
Decrease (increase) in trade receivables	3,466	659	(18,259)	(5,597)	(19,731)	6,237	7,472	(24,357)	8,690	(1,958)	7,015	(7,765)		
(Decrease) increase 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		
(Increase) decrease in other non-current assets	(24)	12	33	314	335	(1,749)	(2,559)	4,693	(1,779)	(1,394)	(33)	166		
Decrease (Increase) in prepaid expenses and other current assets	(626)	881	(401)	(193)	(339)	(2,009)	(3,149)	(5,687)	2,541	(8,304)	750	180		
(Increase) decrease in inventories	(429)	(567)	403	(100)	(693)	(138)	15	36	(1,711)	(1,798)	(1,347)	(274)		
(Decrease) increase in trade payables	(193)	(1,898)	(1,009)	1,667	(1,433)	(59)	(235)	1,494	2,955	4,155	(352)	(5,421)		
(Decrease) increase 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		
(Decrease) increase in other long-term liabilities	(11)	10	749	634	1,382	143	201	118	2,522	2,984	(2,660)	(297)		
<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>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)		
Investment in marketable securities	-	-	-	-	-	-	-	-	-	-	(29,276)	(33,913)		
Proceeds from maturities of marketable securities	-	-	-	-	-	-	-	-	-	-	-	5,172		
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)		
<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>(31,096)</b>		
<b>Cash flows from financing activities:</b>														
Repurchase of common shares	-	(85)	-	-	(85)	-	-	-	-	-	-	0		
Proceeds from recapitalization transaction, net	-	-	-	-	-	-	-	29,298	-	29,298	-	-		
Payment of dividend	(10,000)	-	-	-	(10,000)	-	-	(100,000)	-	(100,000)	-	-		
Exercise of options to shares	-	-	-	1,492	1,492	-	187	1,174	944	2,305	3,627	1,060		
<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>1,060</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>(34,109)</b>		
Net effect of Currency Translation on cash and cash equivalents	(222)	85	306	526	695	(298)	125	(500)	(81)	(754)	56	(2,429)		
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		
<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>\$ 89,181</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		
Purchase of property and equipment on suppliers' credit	\$ 107	\$ 88	\$ 58	\$ (81)	\$ 172	\$ 165	\$ 19	\$ (119)	\$ 749	\$ 814	\$ 133	\$ 88		

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



	FY 2020					FY 2021					FY 2022	
	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
<b>GAAP to Non-GAAP Reconciliations</b> (U.S. Dollars in thousands, except share and per share data)												
<b>GAAP operating income (loss)</b>	\$ (6,498)	\$ 1,665	\$ 8,983	\$ 5,068	\$ 9,218	\$ 4,387	\$ 8,221	\$ (3,092)	\$ 4,306	\$ 13,822	\$ (1,946)	\$ (5,599)
One-time expense	-	1,519	-	-	1,519	-	-	-	-	-	-	-
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
Amortization of intangible assets	129	387	386	387	1,289	388	435	541	607	1,972	664	664
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
Capital loss from FA disposal	-	-	-	689	689	-	-	-	-	-	-	-
<b>Non-GAAP operating income (loss)</b>	<b>\$ (2,881)</b>	<b>\$ 7,281</b>	<b>\$ 12,585</b>	<b>\$ 9,543</b>	<b>\$ 26,528</b>	<b>\$ 10,195</b>	<b>\$ 11,454</b>	<b>\$ 13,468</b>	<b>\$ 7,751</b>	<b>\$ 42,869</b>	<b>\$ 2,634</b>	<b>\$ (936)</b>
<b>GAAP 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
One-time expense	-	1,519	-	-	1,519	-	-	-	-	-	-1,825	-
One-time tax expense	-	-	-	-	-	-	-	7,067	-	7,067	-	-
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
Amortization of intangible assets	129	387	386	387	1,289	388	435	541	607	1,972	664	664
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
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
Finance expenses (income)	-	-	-	(41)	-	-	-	(17,252)	(50,621)	(67,873)	(56,348)	(38,391)
<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>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
Financial Income	(142)	(1,015)	(417)	(605)	(2,179)	(366)	(496)	(17,812)	(49,809)	(68,483)	(56,400)	(38,466)
Tax expense (income)	901	717	1,279	2,719	5,616	1,163	921	6,581	2,244	10,909	(984)	(330)
Depreciation and amortization	1,151	1,506	1,689	1,533	5,879	1,481	1,699	2,097	1,731	7,008	2,112	2,257
One-time expense	-	1,519	-	-	1,519	-	-	-	-	-	-	-
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
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
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>\$ 8,875</b>	<b>\$ 47,904</b>	<b>\$ 4,082</b>	<b>\$ 657</b>

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	
	31-Mar	Quarter Ended		31-Dec	Yr Ended	31-Mar	Quarter Ended		31-Dec	Yr Ended	Quarter Ended	
		30-Jun	30-Sep		31-Dec		30-Jun	30-Sep		31-Dec	31-Mar	30-Jun
<b>Revenue by geography:</b>												
Americas	\$ 21,044	\$ 23,000	\$ 29,943	\$ 26,848	\$ 100,835	\$ 27,135	\$ 30,221	\$ 37,436	\$ 32,137	\$ 126,929	\$ 30,929	\$ 32,443
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
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
Total revenue	<b>\$ 38,734</b>	<b>\$ 45,770</b>	<b>\$ 53,240</b>	<b>\$ 57,169</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>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%
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%
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%
Total revenue	<b>100.0%</b>	<b>100.0%</b>	<b>100.0%</b>	<b>100.0%</b>	<b>100.0%</b>	<b>100.0%</b>	<b>100.0%</b>	<b>100.0%</b>	<b>100.0%</b>	<b>100.0%</b>	<b>100.0%</b>	<b>100.0%</b>
Annual recurring revenue (In millions)	99	109	121	137	137	150	159	171	187	187	201	214
Recurring revenue net dollar-based retention rate	128%	138%	140%	142%	142%	148%	142%	139%	137%	137%	128%	128%

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