



Cellebrite

Digital intelligence
for a safer world

Investor Kit Third 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	30-Sep				
Revenue:																	
Subscription services	\$ 22,597	\$ 24,405	\$ 25,841	\$ 27,771	\$ 100,614	\$ 28,974	\$ 29,870	\$ 30,046	\$ 31,999	\$ 120,889	\$ 33,941	\$ 36,446	\$ 39,385				
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	16,209				
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	55,594				
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	7,407				
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	8,674				
Total revenue	38,734	45,770	53,241	57,168	194,913	53,283	59,168	65,887	67,908	246,246	62,385	62,573	71,675				
Cost of revenue:																	
Subscription services	2,195	2,268	2,278	2,054	8,795	2,482	2,192	2,650	2,045	9,369	3,536	4,576	5,082				
Term-license	137	222	577	773	1,709	357	538	651	753	2,299	190	178	7				
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	4,108				
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	5,337				
Total cost of revenue	9,639	8,219	9,501	10,520	37,879	8,199	10,068	11,954	12,336	42,557	10,983	13,098	14,534				
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	57,141				
Operating expenses:																	
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	21,635				
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	25,567				
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	11,024				
Other				689	689												
Total operating expenses	35,593	35,886	34,757	41,580	147,816	40,697	40,879	57,025	51,266	189,867	53,348	55,074	58,226				
Operating (loss) income	(6,498)	1,665	8,983	5,068	9,218	4,387	8,221	(3,092)	4,306	13,822	(1,946)	(5,599)	(1,085)				
Financial income, net	142	1,015	417	605	2,179	366	496	17,812	49,809	68,483	56,400	38,466	25,422				
Income (loss) before taxes on income	(6,356)	2,680	9,400	5,673	11,397	4,753	8,717	14,720	54,115	82,305	54,454	32,867	24,337				
Tax (income) expense	901	717	1,279	2,719	5,616	1,163	921	6,581	2,244	10,909	(984)	(330)	(755)				
Net income (loss)	\$ (7,257)	\$ 1,963	\$ 8,121	\$ 2,954	\$ 5,781	\$ 3,590	\$ 7,796	\$ 8,139	\$ 51,871	\$ 71,396	\$ 55,438	\$ 33,197	\$ 25,092				
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	\$ 0.13				
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	193,188,295				
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%	79.7%				
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%	30.2%				
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%	35.7%				
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%	15.4%				
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%	81.2%				
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%	-1.5%				
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%	-3.1%				
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%	35.0%				

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	30-Sep	
Revenue:														
Subscription services	\$ 22,597	\$ 24,405	\$ 25,841	\$ 27,771	\$ 100,614	\$ 28,974	\$ 29,870	\$ 30,046	\$ 31,999	\$ 120,889	\$ 36,361	\$ 36,446	\$ 39,385	
Term-license	2,926	6,763	9,163	10,279	29,131	11,547	11,588	21,205	18,088	62,428	11,824	13,395	16,209	
Total subscription	25,523	31,168	35,004	38,050	129,745	40,521	41,458	51,251	50,087	183,317	48,185	49,841	55,594	
Perpetual license and other	7,960	10,506	11,838	11,832	42,136	7,743	10,382	6,657	9,387	34,169	5,972	4,200	7,407	
Professional services	5,251	4,096	6,399	7,286	23,032	5,019	7,328	7,979	8,434	28,760	8,228	8,532	8,674	
Total revenue	38,734	45,770	53,241	57,168	194,913	53,283	59,168	65,887	67,908	246,246	62,385	62,573	71,675	
Cost of revenue:														
Subscription services	2,176	2,252	2,257	2,031	8,716	2,460	2,170	2,610	2,130	9,369	3,536	4,576	5,082	
Term-license	137	222	577	773	1,709	357	538	651	754	2,300	190	178	7	
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	4,084	
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	5,007	
Total cost of revenue	9,597	8,131	9,422	10,426	37,576	8,121	9,997	11,795	12,265	42,179	10,735	12,759	14,180	
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	57,495	
Operating expenses:														
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	19,964	
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	24,106	
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	10,013	
Total operating expenses	32,018	30,358	31,234	37,200	130,809	34,967	37,716	40,623	47,891	161,199	49,016	50,750	54,083	
Non-GAAP operating income (loss)	(2,881)	7,281	12,585	9,543	26,528	10,195	11,454	13,468	7,752	42,868	2,634	(936)	3,412	
Financial Income, net	142	1,015	417	605	2,179	366	496	17,812	49,809	68,483	56,400	38,466	25,422	
Income (loss) before taxes on income	(2,739)	8,296	13,002	10,148	28,707	10,561	11,950	31,280	57,561	111,352	59,034	37,530	28,834	
Tax (income) expense	901	717	1,279	2,719	5,616	1,163	921	6,581	2,244	10,909	(984)	(330)	(755)	
Income tax adjustment	(78)	(417)	(207)	(441)	(1,142)	(804)	(154)	(1,210)	498	(1,670)	(425)	506	(981)	
One time tax (income) expense	-	-	-	-	-	-	-	7,067	-	7,067	(1,825)	-	(543)	
Finance (income) expense	-	-	-	-	-	-	-	(17,252)	(50,621)	(67,873)	(56,348)	(38,391)	(25,091)	
Non-GAAP net income (loss)	\$ (3,718)	\$ 7,162	\$ 11,516	\$ 6,988	\$ 21,949	\$ 8,594	\$ 10,876	\$ 13,304	\$ 5,194	\$ 37,967	\$ 1,420	\$ (25)	\$ 2,974	
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)	\$ 0.01	
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	193,188,295	
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%	80.2%	
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%	27.9%	
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%	33.6%	
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%	14.0%	
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%	75.5%	
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%	4.8%	
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%	-1.1%	
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%	4.1%	

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	30-Sep
Cash and cash equivalents	\$ 66,265	\$ 41,251	\$ 113,020	\$ 128,709	\$ 134,838	\$ 166,286	\$ 109,886	\$ 145,973	\$ 125,719	\$ 91,685	\$ 84,566
Marketable securities	-	-	-	-	-	-	-	-	22,735	32,435	43,409
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	18,561
Trade receivables	41,875	41,276	59,807	66,324	59,585	52,283	76,215	67,505	60,297	66,746	88,581
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	13,019
Contract acquisition costs	2,168	2,382	2,629	2,979	3,122	3,761	4,563	4,813	4,456	4,601	5,018
Inventories	4,452	5,021	4,624	4,754	4,865	4,857	4,808	6,511	7,858	8,116	9,350
Total current assets	228,855	249,737	284,391	324,270	316,328	322,061	271,328	273,212	250,134	233,642	262,504

Non-current assets

Other non-current assets	345	237	204	565	2,314	4,872	179	1,958	1,990	1,826	1,825
Marketable securities	-	-	-	-	-	-	-	-	6,475	22,831	21,266
Deferred tax assets, net	4,213	3,797	3,419	7,372	8,265	8,114	9,475	9,800	10,881	12,038	12,628
Property and equipment, net	15,975	16,668	16,599	16,106	16,285	16,608	16,392	16,756	17,752	17,775	17,634
Intangible assets, net	7,771	7,385	6,998	6,611	6,225	8,788	8,312	11,228	10,564	9,901	9,808
Goodwill	9,463	9,463	9,463	9,463	9,463	9,463	9,463	26,829	26,829	26,829	26,829
Total non-current assets	37,767	37,550	36,683	40,117	42,552	47,845	43,821	66,571	74,491	91,200	89,990

Total Assets

	\$ 266,622	\$ 287,287	\$ 321,074	\$ 364,387	\$ 358,880	\$ 369,906	\$ 315,149	\$ 339,783	\$ 324,625	\$ 324,842	\$ 352,494
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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	\$ 4,716
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	49,424
Deferred revenues	68,960	77,190	90,860	105,543	103,950	102,327	115,017	122,983	117,785	121,645	135,642
Total current liabilities	98,398	110,248	129,982	159,382	147,906	151,194	172,505	186,573	170,556	172,873	189,782

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	6,202
Long-term deferred revenues	19,406	22,426	5,560	33,439	34,900	33,038	34,398	36,426	35,167	35,476	36,285
Restricted Sponsor Shares liability	-	-	-	-	-	-	55,893	44,712	31,206	22,600	16,151
Price Adjustment Shares liability	-	-	-	-	-	-	103,338	79,404	53,645	37,798	24,973
Derivative warrant liabilities	-	-	-	-	-	-	71,984	56,478	39,395	25,457	19,640
Total long-term liabilities	22,947	27,667	32,118	39,996	41,600	39,939	272,628	226,559	166,290	127,911	103,251

Total Liabilities

	\$ 121,345	\$ 137,915	\$ 162,100	\$ 199,378	\$ 189,506	\$ 191,133	\$ 445,133	\$ 413,132	\$ 336,846	\$ 300,784	\$ 293,033
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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)	(131,845)
Treasury stock, NIS 0.00001 par value; 41,776 ordinary shares	-	(85)	(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)	(774)
Retained earnings	15,305	17,266	25,387	28,342	31,932	39,728	26,518	78,436	133,876	167,073	192,165
Total shareholders' equity (deficiency)	44,072	48,167	57,769	63,804	68,169	77,568	(129,984)	(73,349)	(12,221)	24,058	59,461

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

	\$ 266,622	\$ 287,287	\$ 321,074	\$ 364,387	\$ 358,880	\$ 369,906	\$ 315,149	\$ 339,783	\$ 324,625	\$ 324,842	\$ 352,494
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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				Yr Ended 31-Dec	FY 2021				Yr Ended 31-Dec	FY 2022		
	Quarter Ended					Quarter Ended					Quarter Ended		
	31-Mar	30-Jun	30-Sep	31-Dec		31-Mar	30-Jun	30-Sep	31-Dec		31-Mar	30-Jun	30-Sep
Cash flows from operating activities:													
Net income (loss)	\$ (7,257)	\$ 1,963	\$ 8,121	\$ 2,954	\$ 5,781	\$ 3,590	\$ 7,796	\$ 8,139	\$ 51,871	\$ 71,396	\$ 55,438	\$ 33,197	\$ 25,092
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	3,458
Amortization of premium and discount and accrued interest on marketable securities	-	-	-	-	-	-	-	-	-	-	17	(55)	(109)
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	2,305
Interest income from short term deposits	-	-	-	-	-	(342)	(147)	-	-	-	(62)	(137)	(167)
Deferred income taxes	506	417	378	(4,119)	(2,818)	(703)	134	(1,338)	269	(1,638)	(924)	(918)	(489)
Revaluation of derivative warrants	-	-	-	-	-	-	-	3,539	(15,506)	(11,967)	(17,083)	(13,938)	(5,817)
Remeasurement of Restricted Sponsor Shares liability	-	-	-	-	-	-	-	(6,454)	(11,181)	(17,635)	(13,506)	(8,606)	(6,449)
Remeasurement of Price Adjustment Shares liability	-	-	-	-	-	-	-	(14,337)	(23,934)	(38,271)	(25,759)	(15,847)	(12,825)
Other	-	-	-	689	689	-	-	-	-	-	-	-	-
(Increase) Decrease 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)	(23,377)
Increase (Decrease) 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	18,071
Decrease (Increase) in other non-current assets	(24)	12	33	314	335	(1,749)	(2,559)	4,693	(1,779)	(1,394)	(33)	166	-
(Increase) Decrease in prepaid expenses and other current assets	(626)	881	(401)	(193)	(339)	(2,009)	(3,149)	(5,687)	2,541	(8,304)	750	180	(2,191)
(Increase) decrease in inventories	(429)	(567)	403	(100)	(693)	(138)	15	36	(1,711)	(1,798)	(1,347)	(274)	(1,247)
Increase (Decrease) in trade payables	(193)	(1,898)	(1,009)	1,667	(1,433)	(59)	(235)	1,494	2,955	4,155	(352)	(5,421)	1,197
Increase (Decrease) 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	2,370
(Decrease) increase in other long-term liabilities	(11)	10	749	634	1,382	143	201	118	2,522	2,984	(2,660)	(297)	(378)
Net cash (used in) provided by operating activities	(5,020)	22,780	16,636	32,114	66,510	(124)	13,942	(8,047)	29,792	36,052	(10,537)	(4,073)	(556)
Cash flows from investing activities:													
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)	(1,630)
Purchase of Intangible assets	-	-	-	-	-	-	-	-	-	-	-	-	(400)
Investment in marketable securities	-	-	-	-	-	-	-	-	-	-	(29,276)	(31,409)	(19,426)
Proceeds from maturities of marketable securities	-	-	-	-	-	-	-	-	-	-	-	5,172	9,660
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)	-
Net cash (used in) provided by investing activities	4,953	(47,782)	54,824	(18,444)	(6,449)	6,541	17,174	16,568	4,943	45,226	(13,400)	(28,592)	(11,796)
Cash flows from financing activities:													
Repurchase of common shares	-	(85)	-	-	(85)	-	-	-	-	-	-	-	-
Proceeds from recapitalization transaction, net	-	-	-	-	-	-	-	29,298	-	29,298	-	-	-
Payment of dividend	(10,000)	-	-	-	(10,000)	-	-	(100,000)	-	(100,000)	-	-	-
Exercise of public warrants	-	-	-	-	-	-	-	-	-	-	-	5	-
Exercise of options to shares	-	-	-	1,492	1,492	-	187	1,174	944	2,305	3,627	1,056	6,618
Proceeds from Employee Share Purchase Plan	-	-	-	-	-	-	-	-	-	-	-	-	680
Net cash provided by (used in) financing activities	(10,000)	(85)	-	1,492	(8,593)	-	187	(69,528)	944	(68,397)	3,627	1,061	7,298
Net (decrease) increase in cash and cash equivalents and restricted cash	(10,067)	(25,087)	71,460	15,162	51,468	6,417	31,303	(61,007)	36,168	12,881	(20,310)	(31,604)	(5,054)
Net effect of Currency Translation on cash and cash equivalents	(222)	85	306	526	695	(298)	125	(500)	(81)	(754)	56	(2,430)	(2,065)
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	91,685
Cash and cash equivalents and restricted cash at end of period	\$ 71,394	\$ 46,392	\$ 118,158	\$ 133,846	\$ 133,846	\$ 139,965	\$ 171,393	\$ 109,886	\$ 145,973	\$ 145,973	\$ 125,719	\$ 91,685	\$ 84,566
Supplemental cash flow information:													
Cash paid for taxes	\$ 149	\$ 484	\$ 699	\$ 1,579	\$ 2,911	\$ 3,407	\$ 2,254	\$ 738	\$ 1,758	\$ 8,157	\$ 1,287	\$ 2,602	\$ 1,437
Purchase of property and equipment on suppliers' credit	\$ 107	\$ 88	\$ 58	\$ (81)	\$ 172	\$ 165	\$ 19	\$ (119)	\$ 749	\$ 814	\$ 133	\$ 88	\$ (79)
Purchase of Intangible assets	-	-	-	-	-	-	-	-	-	-	-	-	171

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



GAAP to Non-GAAP Reconciliations

(U.S. Dollars in thousands, except share and per share data)

	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	30-Sep
GAAP operating income (loss)	\$ (6,498)	\$ 1,665	\$ 8,983	\$ 5,068	\$ 9,218	\$ 4,387	\$ 8,221	\$ (3,092)	\$ 4,306	\$ 13,822	\$ (1,946)	\$ (5,599)	\$ (1,085)
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	3,458
Amortization of intangible assets	129	387	386	387	1,289	388	435	541	607	1,972	664	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	375
Capital loss from FA disposal	-	-	-	689	689	-	-	-	-	-	-	-	-
Non-GAAP operating income (loss)	\$ (2,881)	\$ 7,281	\$ 12,585	\$ 9,543	\$ 26,528	\$ 10,195	\$ 11,454	\$ 13,468	\$ 7,751	\$ 42,869	\$ 2,634	\$ (936)	\$ 3,412
GAAP net income (loss)	\$ (7,257)	\$ 1,963	\$ 8,121	\$ 2,954	\$ 5,781	\$ 3,590	\$ 7,796	\$ 8,139	\$ 51,871	\$ 71,396	\$ 55,438	\$ 33,197	\$ 25,092
One-time expense	-	1,519	-	-	1,519	-	-	-	-	-	-	-	-
One-time tax (income) expense	-	-	-	-	-	-	-	7,067	-	7,067	(1,825)	-	(543)
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	3,458
Amortization of intangible assets	129	387	386	387	1,289	388	435	541	607	1,972	664	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	375
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	(981)
Finance expenses (income)	-	-	-	-	-	-	-	(17,252)	(50,621)	(67,873)	(56,348)	(38,391)	(25,091)
Non-GAAP net income (loss)	\$ (3,718)	\$ 7,162	\$ 11,516	\$ 6,989	\$ 21,949	\$ 8,594	\$ 10,876	\$ 13,304	\$ 5,193	\$ 37,967	\$ 1,420	\$ (25)	\$ 2,974
Net income (loss)	\$ (7,257)	\$ 1,963	\$ 8,121	\$ 2,954	\$ 5,781	\$ 3,590	\$ 7,796	\$ 8,139	\$ 51,871	\$ 71,396	\$ 55,438	\$ 33,197	\$ 25,092
Financial Income	(142)	(1,015)	(417)	(605)	(2,179)	(366)	(496)	(17,812)	(49,809)	(68,483)	(56,400)	(38,466)	(25,422)
Tax expense (income)	901	717	1,279	2,719	5,616	1,163	921	6,581	2,244	10,909	(984)	(330)	(755)
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	2,305
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	3,458
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	375
Capital loss from FA disposal	-	-	-	689	689	-	-	-	-	-	-	-	-
Adjusted EBITDA	\$ (1,859)	\$ 8,400	\$ 13,888	\$ 10,689	\$ 31,118	\$ 11,288	\$ 12,718	\$ 15,025	\$ 8,875	\$ 47,904	\$ 4,082	\$ 657	\$ 5,053

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	31-Mar	Quarter Ended	
		30-Jun	30-Sep		31-Dec		30-Jun	30-Sep		31-Dec		30-Jun	30-Sep
Revenue by geography:													
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	\$ 41,756
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	21,116
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	8,803
Total revenue	\$ 38,734	\$ 45,770	\$ 53,240	\$ 57,169	\$ 194,913	\$ 53,283	\$ 59,168	\$ 65,887	\$ 67,908	\$ 246,246	\$ 62,385	\$ 62,573	\$ 71,675
Revenue % of total:													
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%	58.3%
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%	29.5%
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%	12.3%
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%
Annual recurring revenue (in millions)	99	109	121	137	137	150	159	171	187	187	201	214	232
America	55	61	65	73	73	79	82	91	96	96	101	110	122
EMEA	32	34	40	47	47	54	57	60	69	69	75	77	82
APAC	12	14	16	17	17	17	20	20	22	22	25	27	28
Recurring revenue net dollar-based retention rate	128%	138%	140%	142%	142%	148%	142%	139%	137%	137%	128%	128%	129%

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