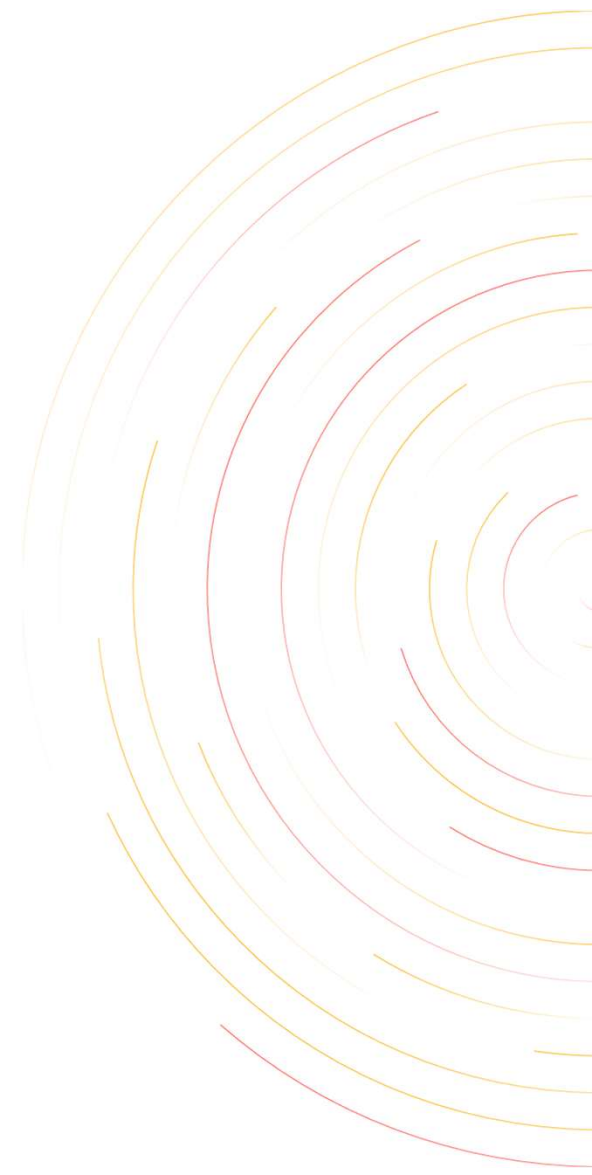




Q1 '23 Results Call

10 May 2023



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; its dependency on its customers renewing their 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 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 retain qualified personnel and senior management; the security of Cellebrite's operations and the integrity of its software solutions; 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 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; 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 April 27, 2023 and in other documents filed by Cellebrite with the U.S. Securities and Exchange Commission, 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.





Agenda

- 1 Q1 '23 Results Highlights
- 2 Market Positioning and Recent Highlights
- 3 Customer Success
- 4 Healthy Market Environment
- 5 Outlook
- 6 Financial Review

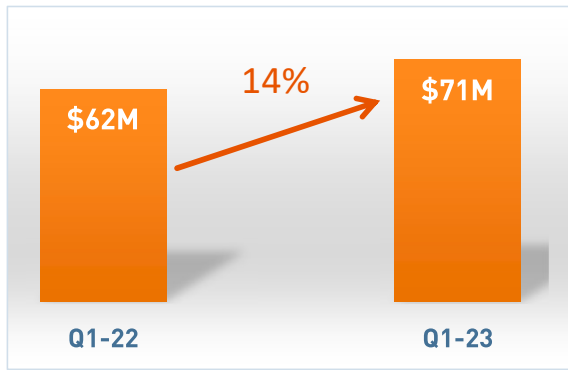
May 10, 2023



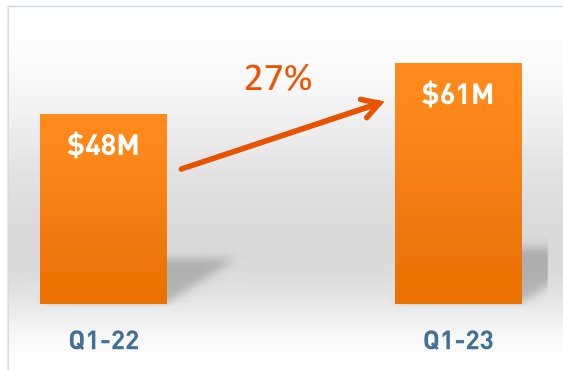
Business Overview

May 10, 2023

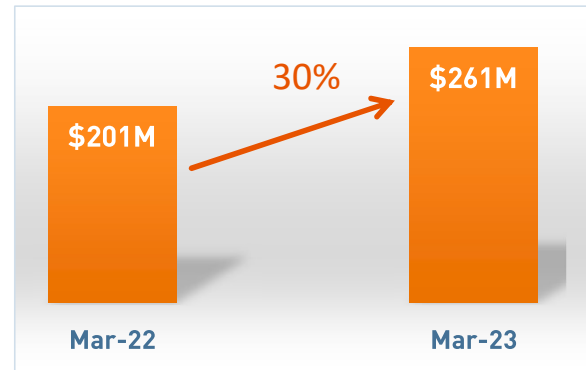
1 Q1 '23 Results Highlights



Revenue



Subscription Revenue



Annual Recurring Revenue

21
Deals > \$500K

128%
Net Retention Rate

2 Market Positioning and Recent Highlights



Market
Leadership



Driving
Innovation



Go-to-Market
Execution

3 Q1 '23 Customer Success

1

Digital Intelligence + Crypto



Latin America: Large National Agency

- Expanded Premium deployment, Guardian and Pathfinder plus crypto
- ARR grew 13x to \$1.6M

2

Digital Intelligence



USA: Police departments for two mid-sized cities

- Both add Premium plus Pathfinder and Guardian
- Customer A: ARR increases ~4x to \$600k
- Customer B: ARR increases by over 10x to \$300,000

3

Premium.

EMEA: Specialist Intelligence Agency

- Nationwide deployment of Premium ES in addition to renewing other Collect and Review solutions
- ARR increased by over 60% to \$1.2M

4

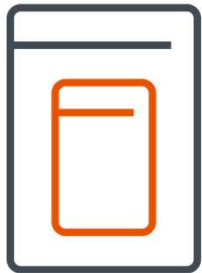
Mobile Elite. Endpoint Inspector.

Two Service Provider Deals

- 1st time purchase of Mobile Elite for SP in Central European country
- 1st time purchase of Endpoint Inspector for SP's West Coast office

4 Healthy Market Environment

Powerful Trends as Tailwinds



90% of criminal cases involve a digital element*



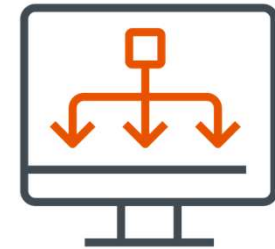
Digital evidence has become more important than physical evidence or DNA**



~2/3 of all phones entering the lab are locked**



Growing technology skills gap in policing**



Poor or mediocre digital transformation strategies **

5 Outlook

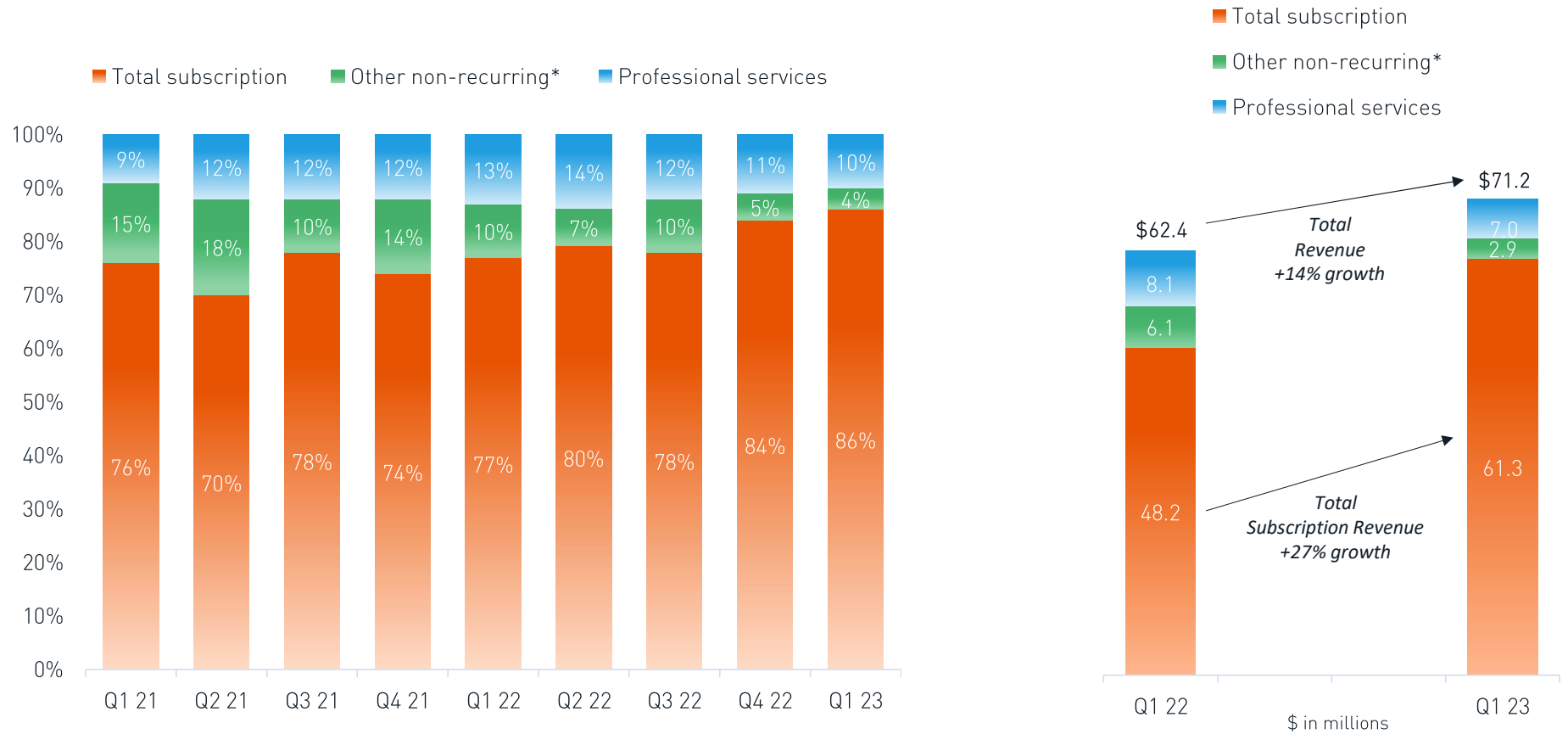


- ✦ On track to deliver on our FY23 targets
- ✦ Confident about our ability to drive solid revenue growth and improved profitability as we further expand our business in the second half of the year.
- ✦ Very enthusiastic about our prospects in FY23 and beyond

6 Financial Overview

May 10, 2023

Revenue Growth Driven by Subscription



May 10, 2023

* 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.

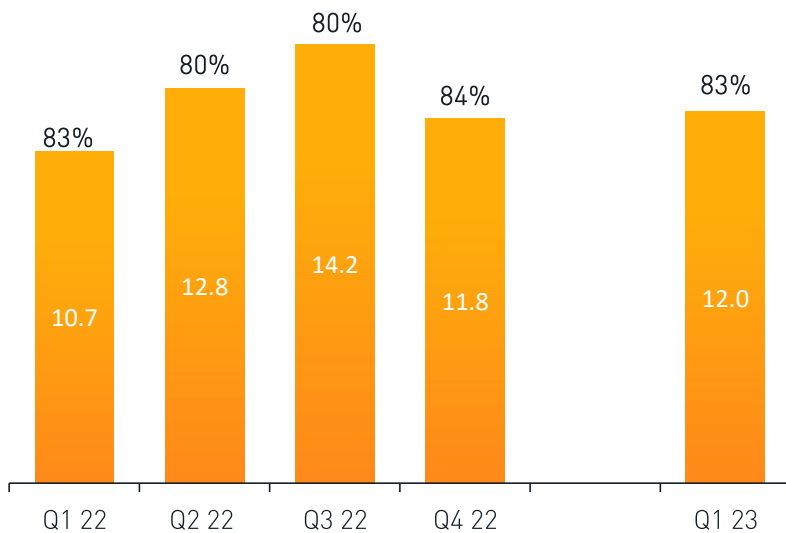
ARR Growth Driven by Expansion



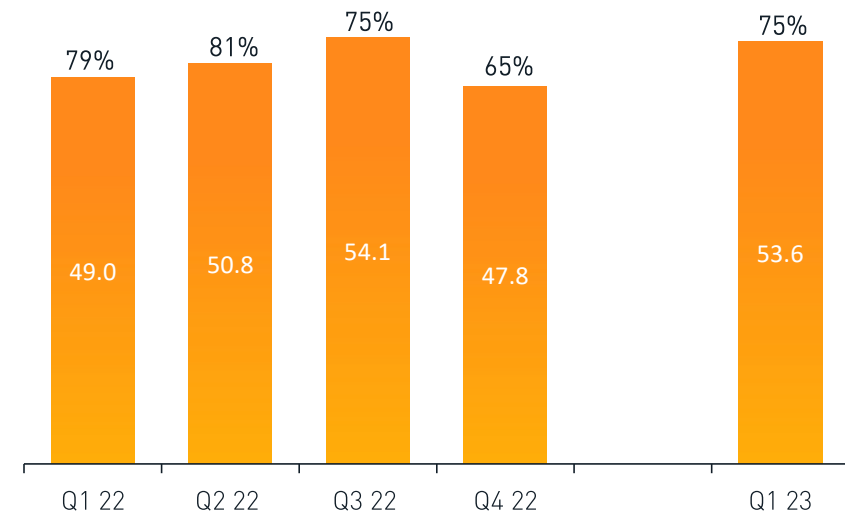
Gross Margin & Operating Costs

Investing in Cellebrite's Future

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



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



920

Headcount Mar-22



1,004

Headcount Dec-22



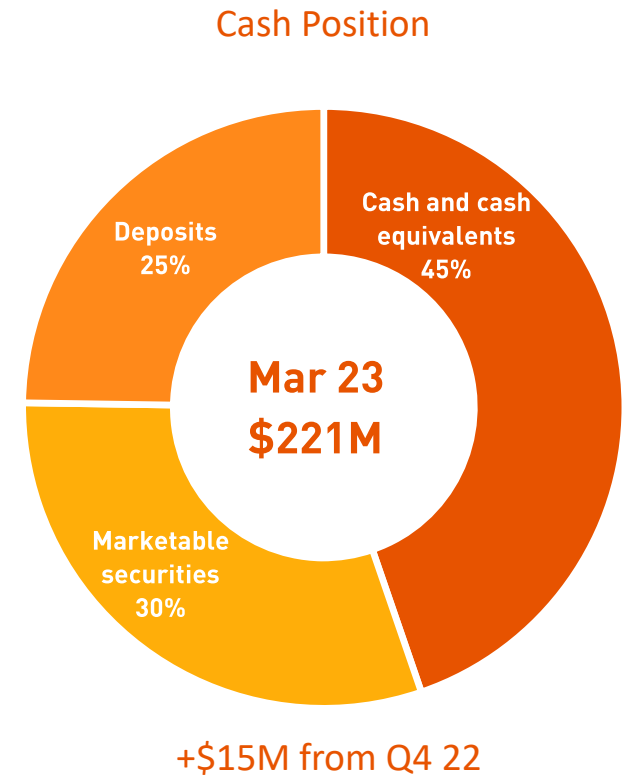
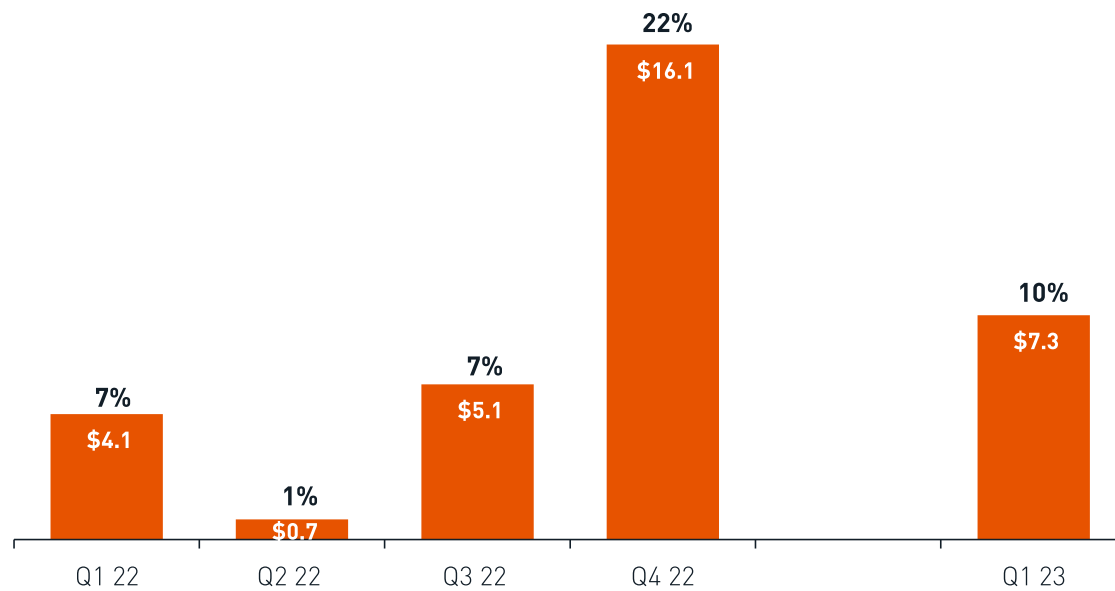
973

Headcount Mar-23

May 10, 2023

Adjusted EBITDA & Cash Position

Adjusted EBITDA (Non-GAAP, \$M)
and Adjusted EBITDA Margin (Non-GAAP, %)



Financial Forecast

Unchanged from
2/15/23

	2022A	2023 Expectations 5/10/23
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

May 10, 2023



Q&A

May 10, 2023



Appendix

May 10, 2023

Financial Summary Q1 '23

	For the three months ended	
	March 31,	
	2023	2022
	(Unaudited)	(Unaudited)
Revenue	71,234	62,385
Gross profit	58,828	51,402
Gross margin	82.6%	82.4%
Operating income (loss)	136	(1,946)
Operating margin	0.2%	(3.1)%
Net (loss) income	(40,605)	55,438
Cash flow from operating activities	12,476	(10,537)
Non-GAAP Financial Data:		
Operating income	5,653	2,634
Operating margin	7.9%	4.2%
Net income	6,899	1,420
Adjusted EBITDA	7,304	4,082
Adjusted EBITDA margin	10.3%	6.5%

Reconciliation Q1 '23

Cost of Revenue and Gross Profit

	For the three months ended	
	March 31,	
	2023	2022
	Unaudited	Unaudited
Cost of revenue	\$ 12,406	\$ 10,983
Less:		
Share based compensation	386	246
Acquisition related costs	13	—
Non-GAAP cost of revenue	<u>\$ 12,007</u>	<u>\$ 10,737</u>

	For the three months ended	
	March 31,	
	2023	2022
	Unaudited	Unaudited
Gross profit	\$ 58,828	\$ 51,402
Share based compensation	386	246
Acquisition related costs	13	-
Non-GAAP gross profit	<u>\$ 59,227</u>	<u>\$ 51,648</u>

Reconciliation Q1 '23 Operating Expenses and Operating Income

	For the three months ended March 31,	
	2023	2022
	Unaudited	Unaudited
Operating expenses	\$ 58,692	\$ 53,348
Less:		
Share based compensation	4,071	2,612
Amortization of intangible assets	796	664
Acquisition related costs	251	1,058
Non-GAAP operating expenses	<u>\$ 53,574</u>	<u>\$ 49,014</u>

	For the three months ended March 31,	
	2023	2022
	Unaudited	Unaudited
Operating income (loss)	\$ 136	\$ (1,946)
Share based compensation	4,457	2,858
Amortization of intangible assets	796	664
Acquisition related costs	264	1,058
Non-GAAP operating income	<u>\$ 5,653</u>	<u>\$ 2,634</u>

May 10, 2023

Reconciliation Q1 '23 Net Income and EPS

	For the three months ended	
	March 31,	
	2023	2022
	Unaudited	Unaudited
Net (loss) income	\$ (40,605)	\$ 55,438
One time tax income	—	(1,825)
Share based compensation	4,457	2,858
Amortization of intangible assets	796	664
Acquisition related costs	264	1,058
Tax expense (income)	1,194	(425)
Finance expense (income) from financial derivatives	40,793	(56,348)
Non-GAAP net income	<u>\$ 6,899</u>	<u>\$ 1,420</u>
Non-GAAP Earnings per share:		
Basic	\$ 0.04	\$ 0.01
Diluted	\$ 0.03	\$ 0.01
Weighted average shares outstanding:		
Basic	186,338,076	180,545,126
Diluted	198,184,236	196,142,739

Reconciliation Q1 '23 Adjusted EBITDA

	For the three months ended	
	March 31,	
	2023	2022
	Unaudited	Unaudited
Net (loss) income	\$ (40,605)	\$ 55
Financial expense (income), net	38,775	(56)
Tax expense (income)	1,966	
Share based compensation	4,457	2
Amortization of intangible assets	796	
Acquisition related costs	264	1
Depreciation expenses	1,651	1
Adjusted EBITDA	<u>\$ 7,304</u>	<u>\$ 4</u>

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.