



Ceragon Networks, Ltd. Nasdaq: CRNT

The Global Innovator & Leader In 5G Wireless Transport Solutions

Capitalizing on the 5G Revolution

FEB 2024



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We caution you not to place undue reliance on forward-looking statements, which speak only as of the date hereof. Ceragon does not assume any obligation to update any forward-looking statements in order to reflect events or circumstances that may arise after the date of this release unless required by law.

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Ceragon's public filings are available on the Securities and Exchange Commission's website at www.sec.gov and may also be obtained from Ceragon's website at www.ceragon.com.

Industry Data.

This presentation contains estimates and information that is based on industry publications, reports and peer company public filings. This information involves a number of assumptions and limitations, and you are cautioned not to rely on or give undue weight to this information. The Company has not independently verified the accuracy or completeness of the data contained in these industry publications, reports or filings.



Timely Topics

Strong Q4

Revenue exceeds revenue guidance range, 20% YoY growth and strong cash flow

Siklu Acquisition

Successful integration will support achieving \$500M revenue target one year earlier - 2026

2024 Outlook of Double-Digit Growth

Expects revenue of \$385M to \$405M and positive free cash flow for the full year

Business Model Improving

2024 plan should drive increased operating leverage
Targeting at least 10% Non-GAAP operating margin at revenue mid point

Investment Highlights

Profitable, growing & undervalued

- Consistent track record of growth & margin expansion
 - Q4'23 revenue up 20%
 - Full-Year 2023 revenue up 18%
- Guiding for double-digit growth in 2024 (including Siklu)
- Targets fastest-growing segments of the market
- Diversified growth strategy (New markets & customers, new offering)
- Siklu Acquisition broadens Ceragon's presence with key growth segments
- Industry innovator, developing 'system-on-a-chip' platform to lead next phase of growth
- Trading at discount to peer group

Truly global connectivity solutions provider

NORTH AMERICA

- Rapid Growth
- Significant 5G Demand
- #1 in mmW
- Emergence of Private Networks
- Rural Broadband Initiatives

EUROPE

New Sales & Operational Leadership

INDIA

- Rapid Growth
- #1 position
- Large Market, with both 4G and 5G opportunities

Top-tier global customer base

~2,000 customers in 130+ countries



Wireless Transport

An increasingly important technology for an optimized network



Wireless Transport

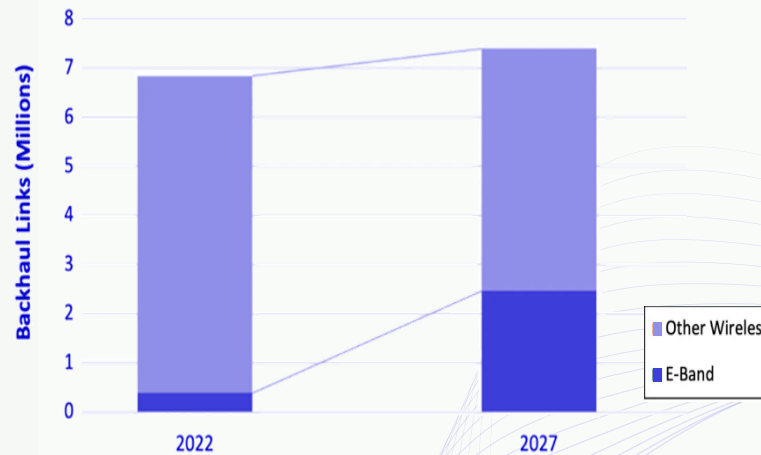
- Low deployment cost
- Rapid deployment
- Wireless Transport delivers high bandwidth, carrier-grade network services
- 4G and 5G applications
- Excellent for rural and suburban applications that would be expensive for fiber



Fiber

- High initial deployment cost
- Long time to deploy
- Environmental and regulatory considerations

Global Mobile Base Wireless Backhaul Links
2022 Vs. 2027

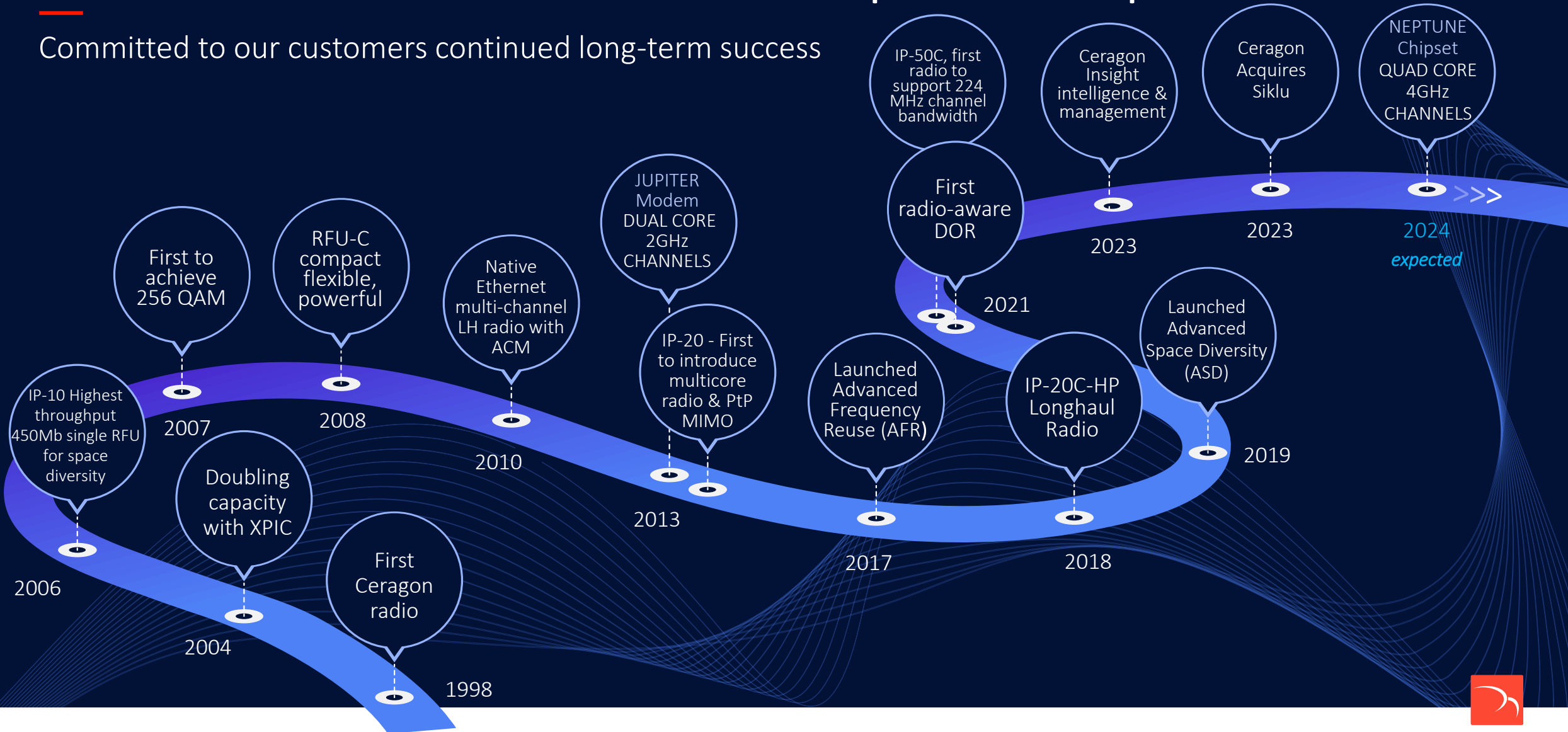


Applications



Continuous Innovation & In-house Chipset Development

Committed to our customers continued long-term success



Comprehensive Solutions to Support All Use Cases



Synergistic and Accretive Acquisition



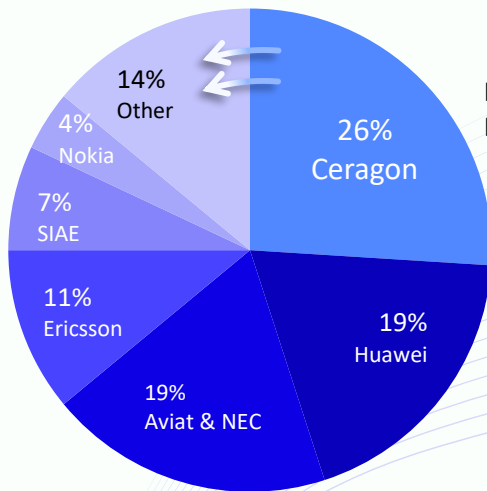
<p>Complementary Portfolios</p>	<p>Wireless Transport (including Managed Services, Open Routing)</p>	<p>Wireless Transport and Fixed Wireless Access (mmW PTP, PTMP, Mesh 60GHz)</p>
<p>Complementary Customers % of revenue</p>	<p>70% Tier-1/2 Service Providers 30% Small Service Providers and Private Networks</p>	<p>100% Small Service Providers and Private Networks</p>
<p>Geographies</p>	<p>Global; Strength in North America and India</p>	<p>Primarily North America and Western Europe</p>



Market Dynamics



Market is shifting from bundled to best-of-breed (units)
And Ceragon is capturing share



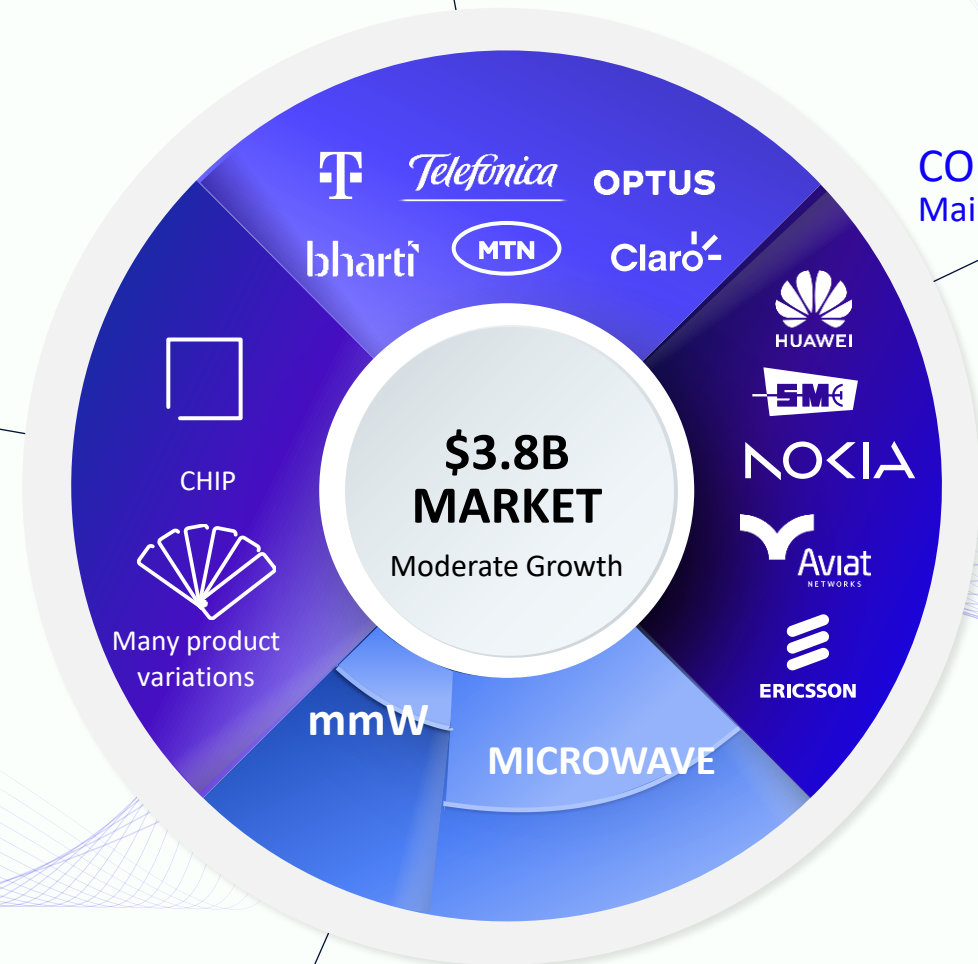
Increasing Market Share

Sources: SLR 2023 and Ceragon internal analysis

CUSTOMERS
Mainly Tier-1

COMPETITORS
Mainly Giants

TECHNOLOGY
High investment

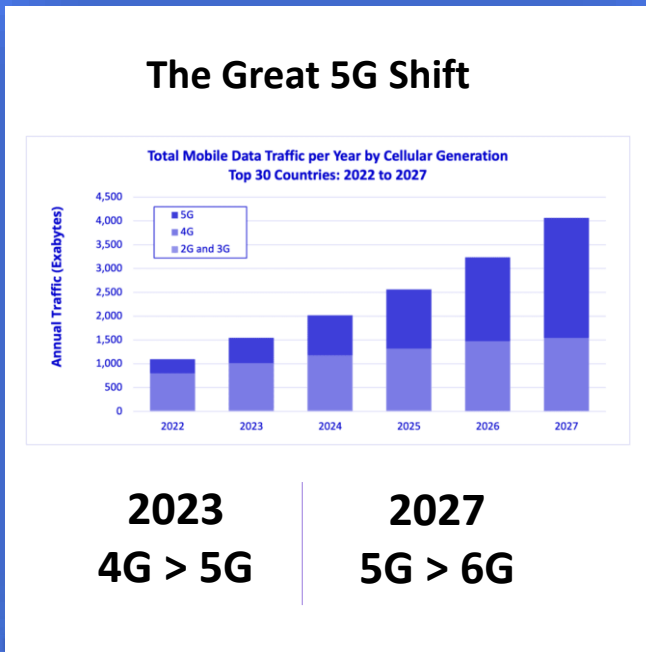


SEGMENTS
mmW growing

Growth Catalysts

Growing demand & increasing diversity, driving growth for wireless transport solutions

5G Buildout & 4G Expansion



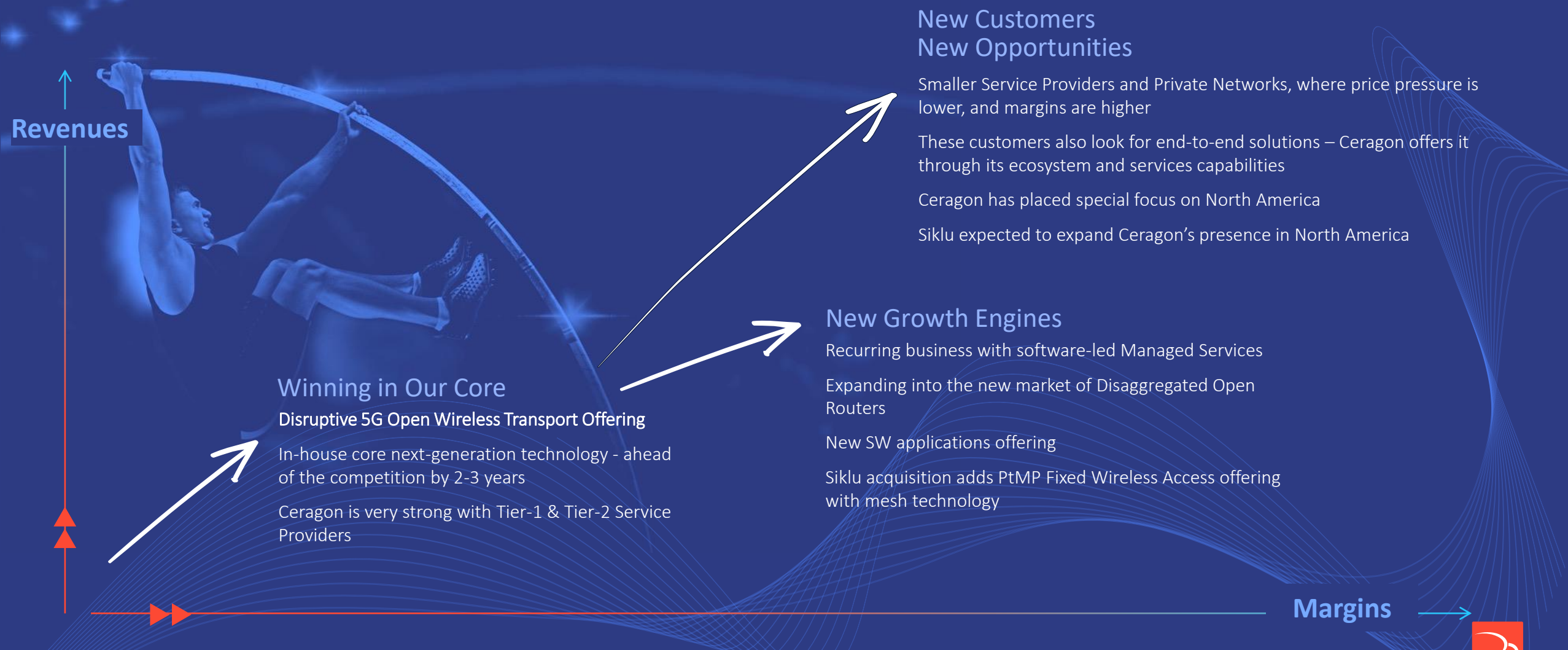
Rural Broadband (USA)



Market shifts

- Growing need for incremental capacity
- Open networks
- Expertise shortage driving demand for managed services solutions
- Demand for improved performance (IoT)
- More devices and consumers creating network challenges
- Private 5G in private networks

Ceragon Strategy



Leapfrogging The Industry ... Again

Development of System-on-a-Chip platform creates multiyear advantage

TODAY

- Market divided into Generalists & “Best of Breed”
- Ceragon is “Best of Breed”, winning on technology & TCO
- Moderate market growth
- **JUPITER MODEM :**
4G→5G // Dual core // x4 capacity // ½ spectrum // ½ energy // 2GHz channels // 4K-QAM

2024

- System-on-a-chip platform creates durable competitive advantage
- Enables better performance at lower price-point
- Margin expansion
- **NEPTUNE CHIPSET :**
5G→6G // Quad core // x16 capacity // ¼ spectrum // ⅓ energy // 4GHz channels // 16K-QAM

FUTURE

- Chip manufacturers may catch up
- Advantage narrows, but market share gains remain
- Next Ceragon innovation ...

System-on-a-Chip

*First product launch expected in 2024 // Anticipate multiple offerings

Growth & Margin Expansion

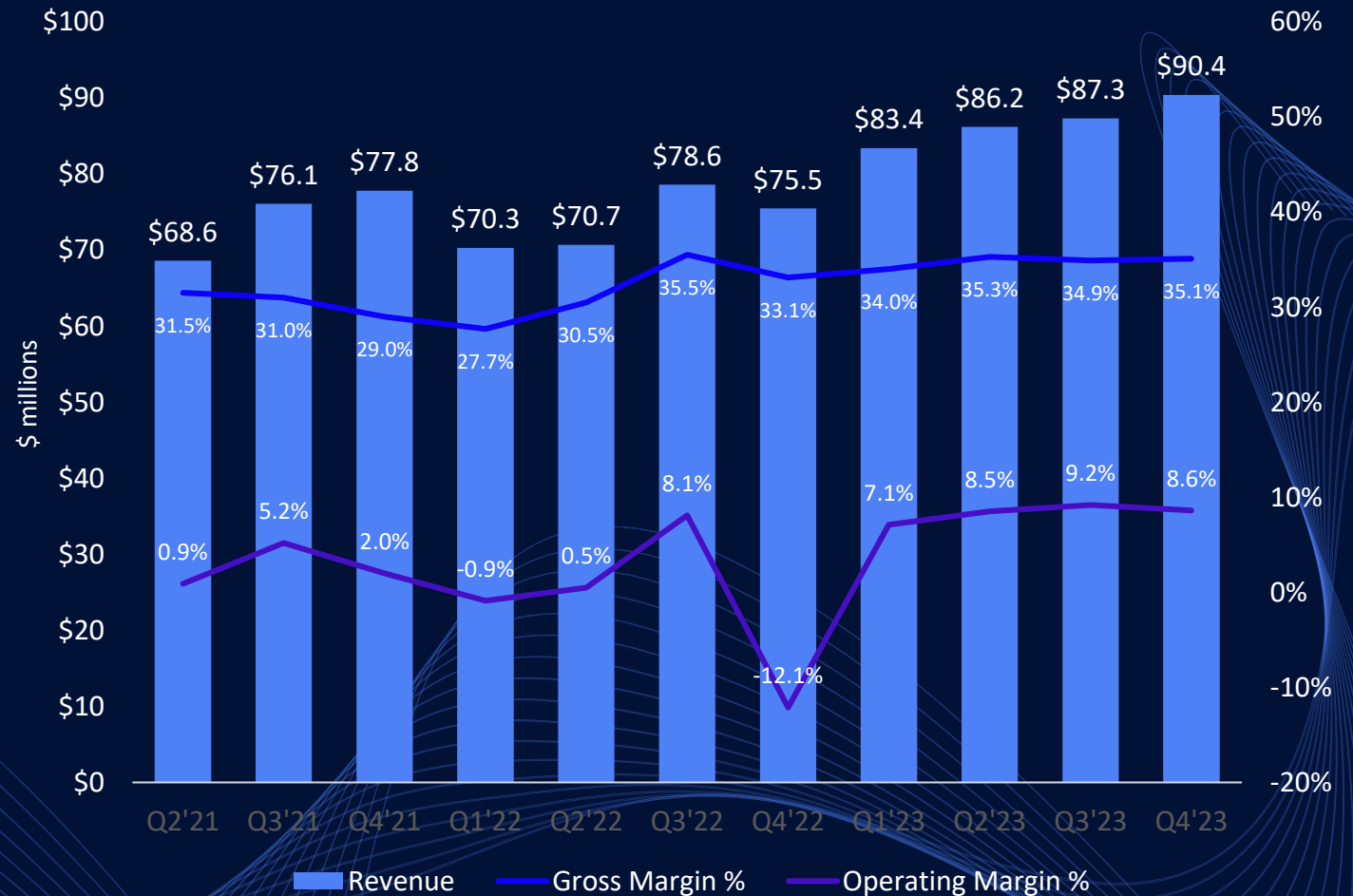
Market demand continued to be strong

Q4 2023 \$90.4 Million in Revenue and as Market Demand Continues to be Strong

India – Strongest region in terms of Revenues and Bookings in Q4 2023

North America – Fourth consecutive quarter of \$20M+ revenues

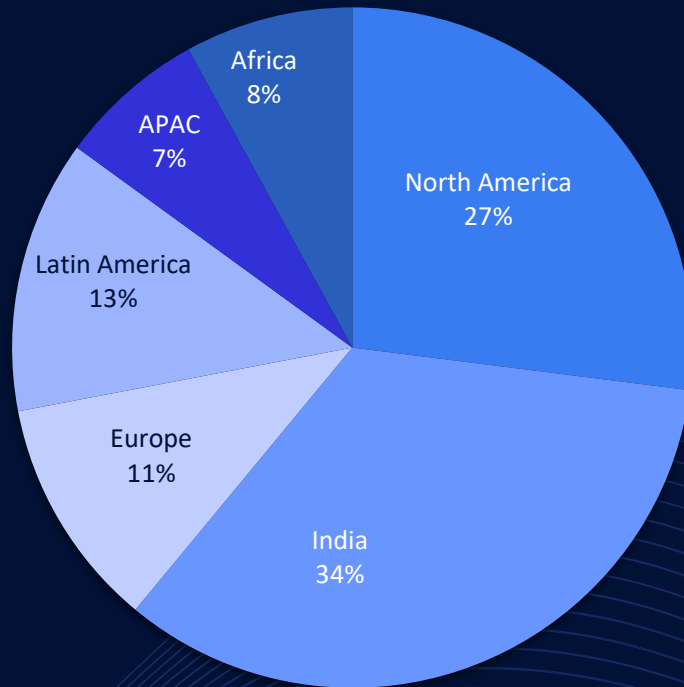
Record full-year operating profit (non-GAAP): \$29 million



Gross Margin and operating margin are presented on a Non-GAAP basis

SELECTED FINANCIAL METRICS

Q4 2023 Geographic Revenue Mix



Balance Sheet (\$ Millions)

Financial Metrics	Q4'22	Q1'23	Q2'23	Q3'23	Q4'23
Cash ⁽¹⁾	\$22.9	\$26.4	\$24.5	\$34.0	\$28.2
Loans	\$37.5	\$41.9	\$39.5	\$38.2	\$32.6
Working Capital	\$77.9	\$79.5	\$83.5	\$88.4	\$85.0
Shareholder Equity Ratio	41%	42%	43%	43%	45%

Capital Structure

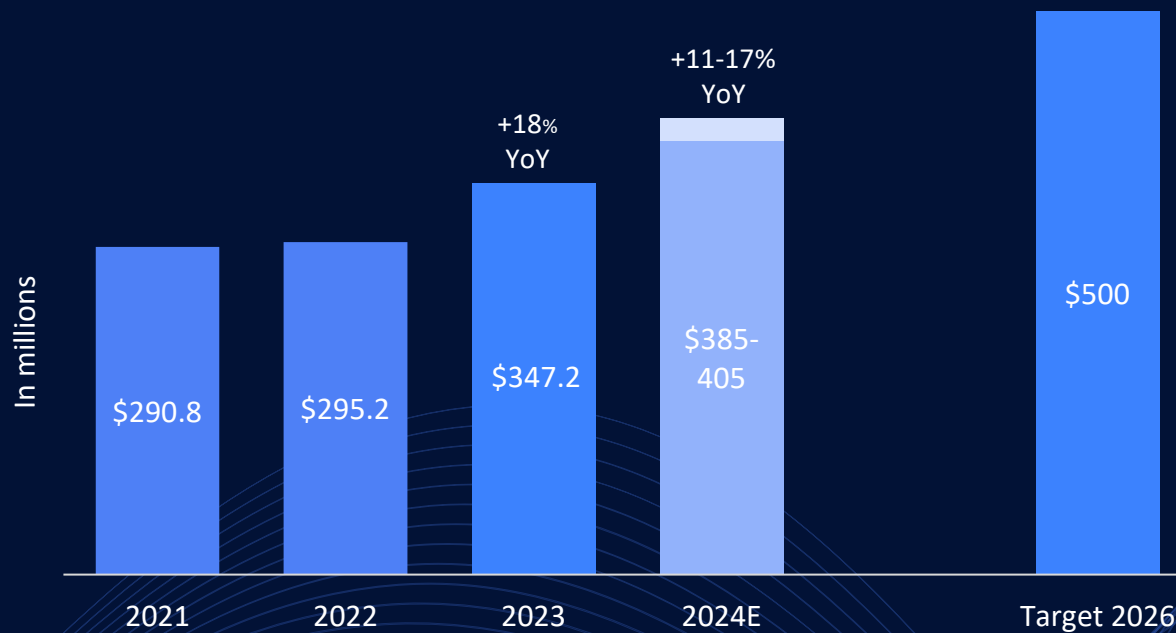
Shares Outstanding	85.4M
Public Float	65.2M
Institutional Ownership	13.9%

Source: Nasdaq.com

(1) Cash includes cash equivalents. Source: Company filings.

Growth Outlook

Full-Year Revenue



2024 Outlook

- Revenue – \$385-405M
- Targeting Operating margin (Non-GAAP) of at least 10% at mid point of revenue guidance

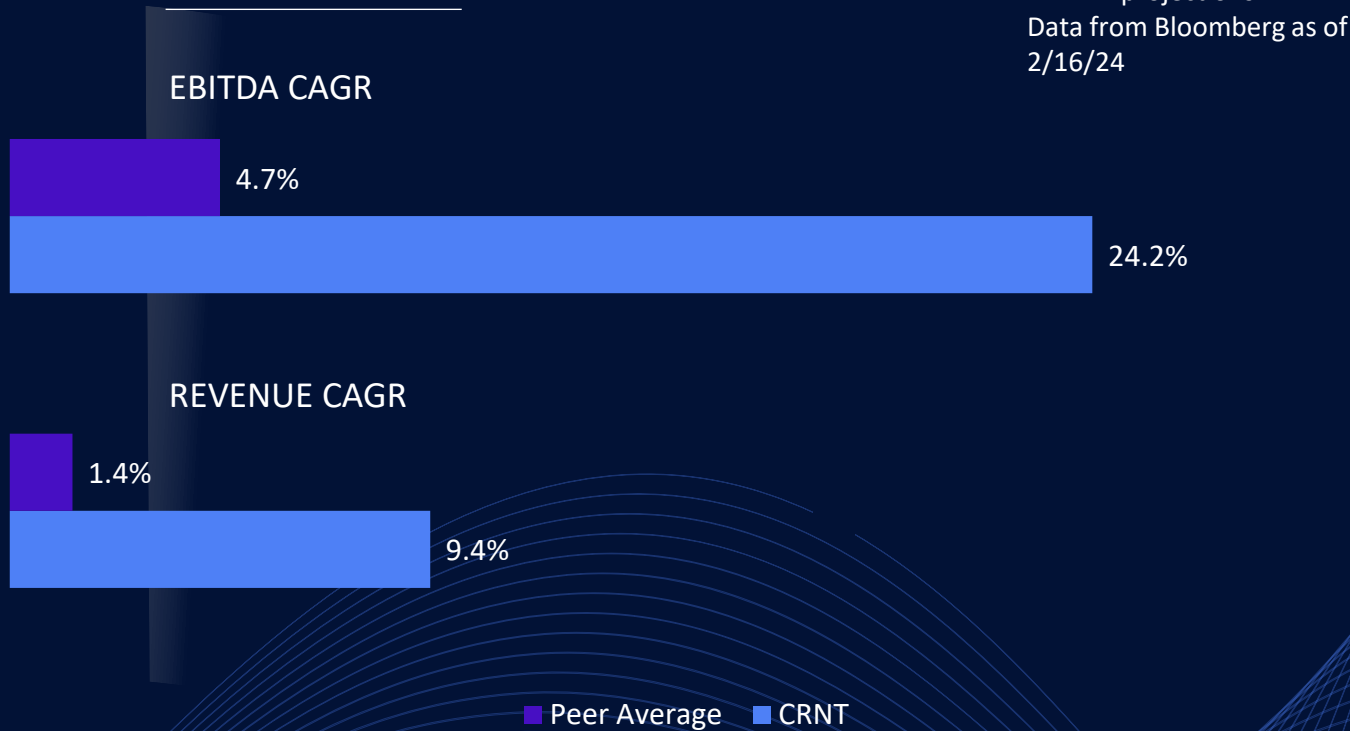
Long-Term Outlook

- Revenue – \$500M in 2026 (previously 2027) following successful integration of Siklu
- Targeting gross margins growing to at least 35-38% over the same period

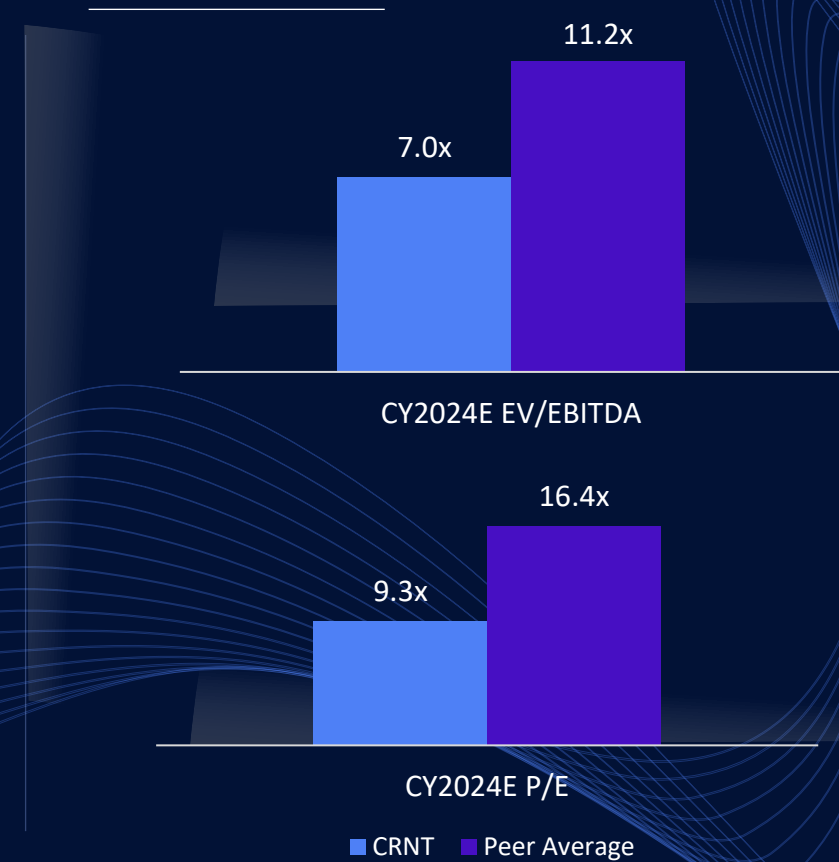
Compelling Valuation

Undervalued Compared to Peers

Growth Rate (3-year CAGR, 2021-2024E)



Valuation (as of 2/16/24)



Peer Group: ADTRAN Holdings Inc, Aviat Networks, Inc., Cambium Networks Corp., Ciena Corp., Comtech Telecommunications Corp., DZS Inc., Ribbon Communications, Inc., Viavi Solutions Inc., Ericsson, Nokia, NEC, Casa, Adtran, Comscope, Ubiquity

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THANK YOU



DELIVERING CONNECTIVITY EVERYWHERE