



Ceragon Networks Ltd Nasdaq: CRNT

The Global Innovator & Leader In 5G Wireless Transport Solutions

Capitalizing on the 5G Revolution

MAY 2024



Disclaimer

This presentation contains statements that constitute “forward-looking statements” within the meaning of the Securities Act of 1933, as amended and the Securities Exchange Act of 1934, as amended, and the safe-harbor provisions of the Private Securities Litigation Reform Act of 1995. Such forward-looking statements are based on the current beliefs, expectations and assumptions of Ceragon’s management about Ceragon’s business, financial condition, results of operations, micro and macro market trends and other issues addressed or reflected therein. Examples of forward-looking statements include, but are not limited to, statements regarding: projections of demand, revenues, net income, gross margin, capital expenditures and liquidity, competitive pressures, order timing, supply chain and shipping, components availability; growth prospects, product development, financial resources, cost savings and other financial and market matters. You may identify these and other forward-looking statements by the use of words such as “may”, “plans”, “anticipates”, “believes”, “estimates”, “targets”, “expects”, “intends”, “potential” or the negative of such terms, or other comparable terminology, although not all forward-looking statements contain these identifying words.

Although we believe that the projections reflected in such forward-looking statements are based upon reasonable assumptions, we can give no assurance that our expectations will be obtained or that any deviations therefrom will not be material. Such forward-looking statements involve known and unknown risks and uncertainties that may cause Ceragon’s future results or performance to differ materially from those anticipated, expressed or implied by such forward-looking statements. These risks and uncertainties include, but are not limited to: the effects of global economic trends, including recession, rising inflation, rising interest rates, commodity price increases and fluctuations, commodity shortages and exposure to economic slowdown; The effects of the evolving nature of the war situation in Israel and the related evolving regional conflicts; risks associated with delays in the transition to 5G technologies and in the 5G rollout; risks relating to the concentration of our business on a limited number of large mobile operators and the fact that the significant weight of their ordering, compared to the overall ordering by other customers, coupled with inconsistent ordering patterns, could negatively affect us; risks resulting from the volatility in our revenues, margins and working capital needs; disagreements with tax authorities regarding tax positions that we have taken could result in increased tax liabilities; the high volatility in the supply needs of our customers, which from time to time lead to delivery issues and may lead to us being unable to timely fulfil our customer commitments; and such other risks, uncertainties and other factors that could affect our results of operation, as further detailed in Ceragon’s most recent Annual Report on Form 20-F, as published on March 21, 2024, as well as other documents that may be subsequently filed by Ceragon from time to time with the Securities and Exchange Commission.

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.

While we believe that we have a reasonable basis for each forward-looking statement contained in this presentation, we caution you that these statements are based on a combination of facts and factors currently known by us and our projections of the future, about which we cannot be certain. In addition, any forward-looking statements represent Ceragon’s views only as of the date of this press release and should not be relied upon as representing its views as of any subsequent date. Ceragon does not assume any obligation to update any forward-looking statements unless required by law.

The results reported in this presentation are preliminary and unaudited results, and investors should be aware of possible discrepancies between these results and the audited results to be reported, due to various factors. 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.



Investment Highlights

Profitable, growing & undervalued

- Consistent track record of growth & margin expansion
 - Q1'24 revenue up 6%
 - Full-Year 2023 revenue up 18% year-over-year
- Guiding for double-digit growth in 2024
- 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

~2,200 customers in 130+ countries

NORTH AMERICA

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

INDIA

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

Revenue by Region



North America EMEA India APAC Latin America

Top-tier global customer base



Wireless Transport

An increasingly important technology for an optimized network

Wireless Transport



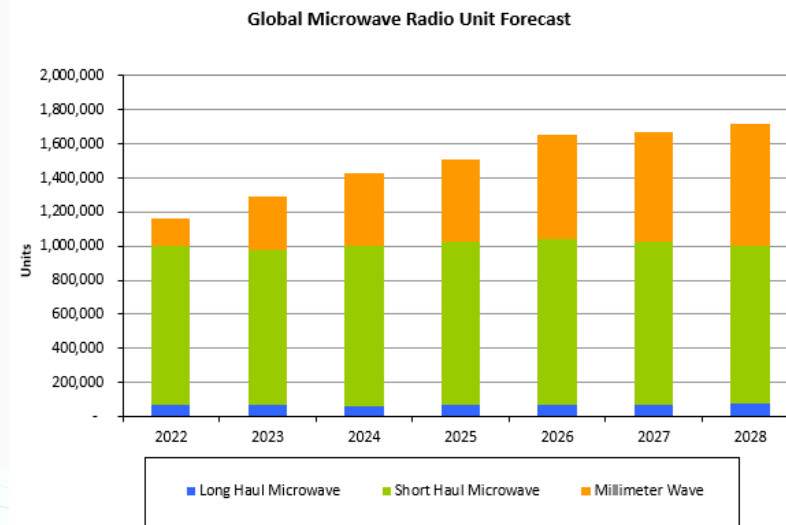
- Low deployment cost
- Rapid deployment
- Wireless Transport delivers high bandwidth, carrier-grade network services
- 4G and 5G applications
- Excellent for rural and suburban applications that would be expensive for fiber

Fiber



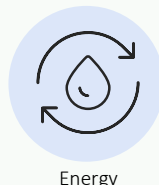
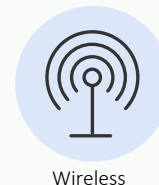
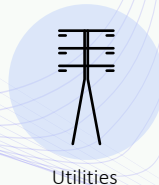
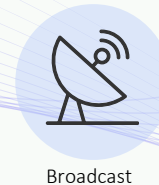
- High initial deployment cost
- Long time to deploy
- Environmental and regulatory considerations

Global Microwave Radio Unit Forecast
2022 Vs. 2028



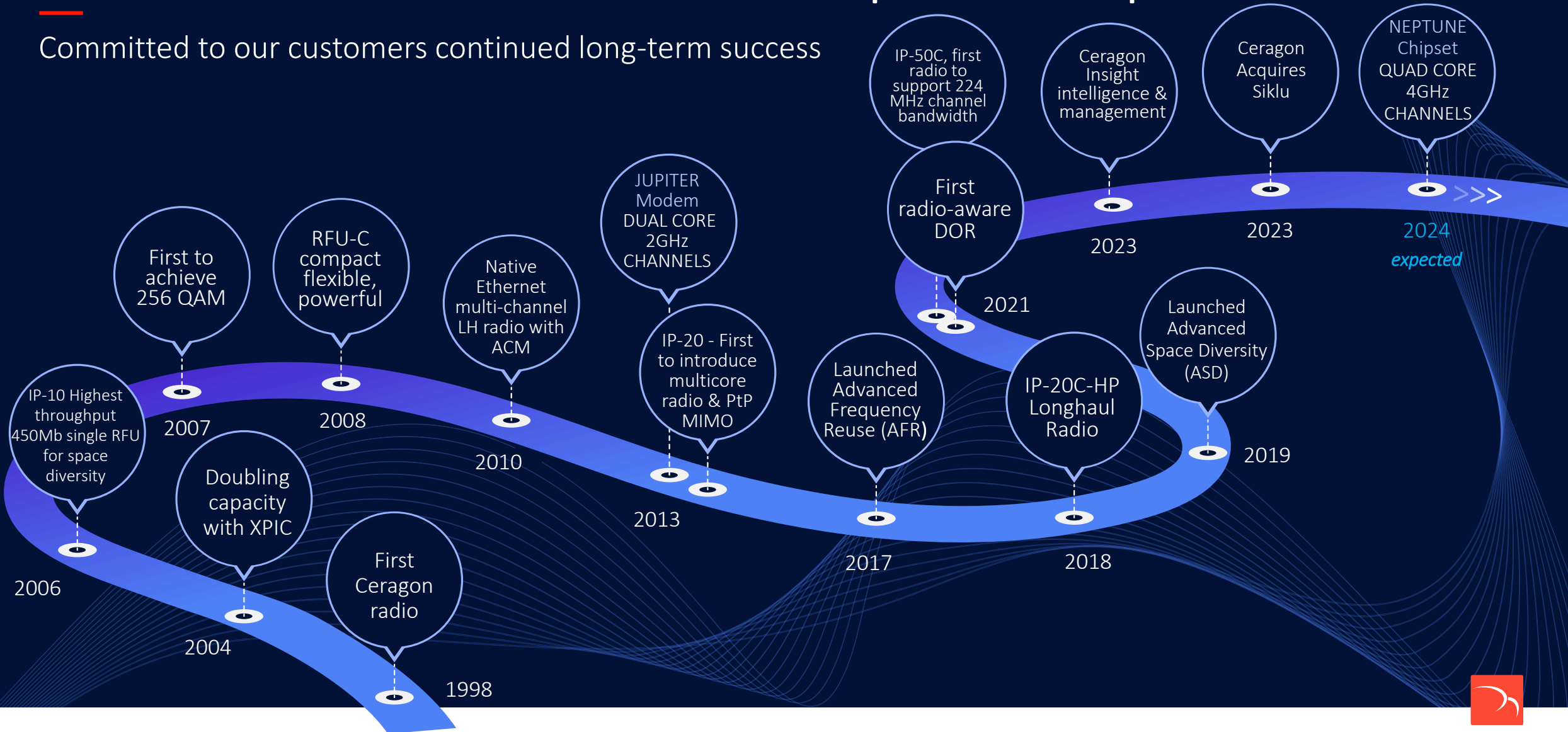
Source: SkyLight Research 2023

Applications



Continuous Innovation & In-house Chipset Development

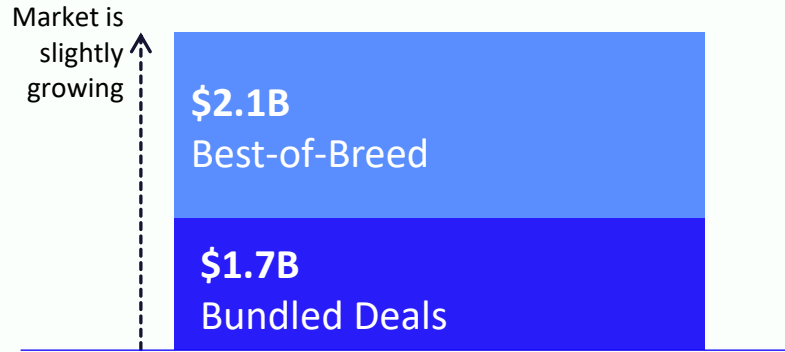
Committed to our customers continued long-term success



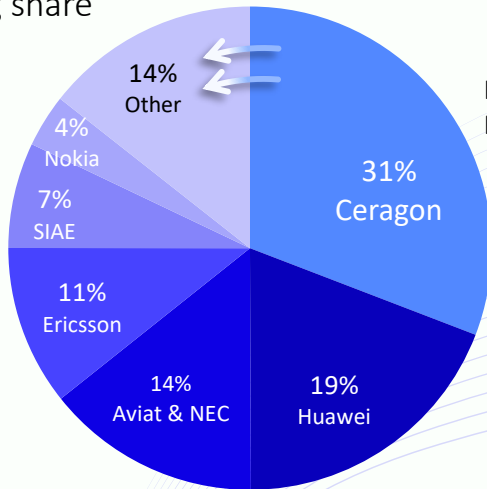
Comprehensive Solutions to Support All Use Cases



Market Dynamics



Ceragon leads the Best-of-Breed market by units and keeps capturing share



Increasing Market Share

Sources: SLR 2024 and Ceragon internal analysis

TECHNOLOGY
High investment

CUSTOMERS
Mainly Tier-1

COMPETITORS
High barriers to entry

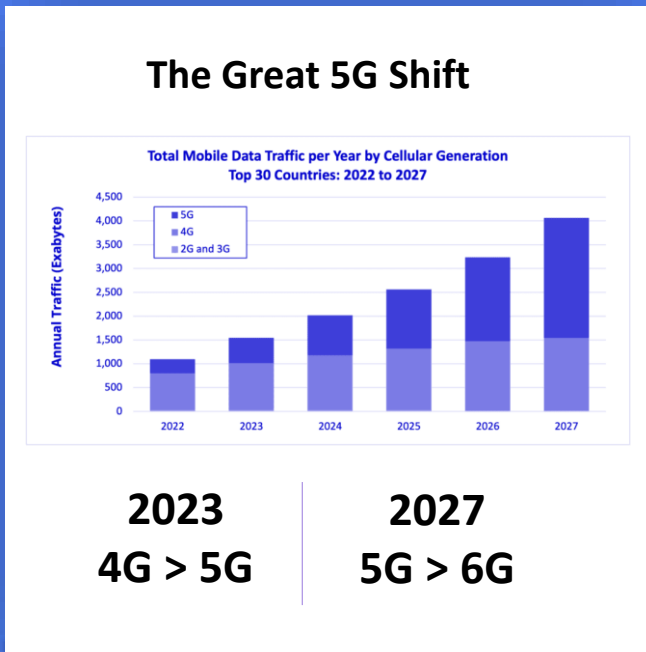


SEGMENTS
mmW growing

Growth Catalysts

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

5G Buildout & 4G Expansion



Rural Broadband (USA)

\$ Billions in FY23 connectivity funding
Projected to be spent over the next five years



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

SHORT TO MID-TERM

- 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 // ⅙ energy // 4GHz channels // 16K-QAM

MID TO LONG-TERM

- 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

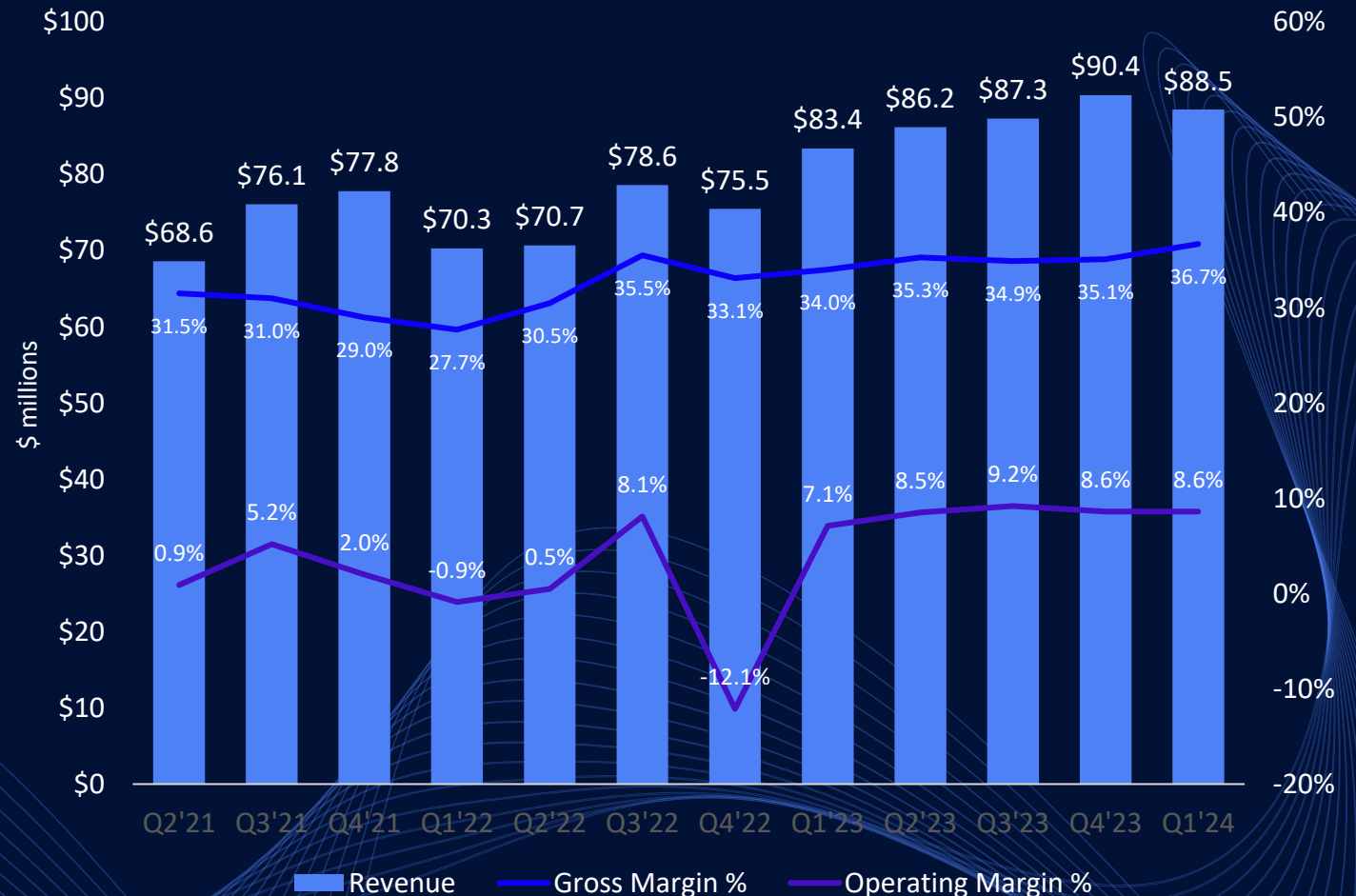
Market demand continued to be strong

Q1 2024: \$88.5 Million in Revenue;
Market Demand Continues to be Strong

North America: Record quarterly Revenues;
India: Strongest region in terms of Bookings in
Q1 2024

Gross margins expand to 36.2%
Operating margins remain steady at 8.6%

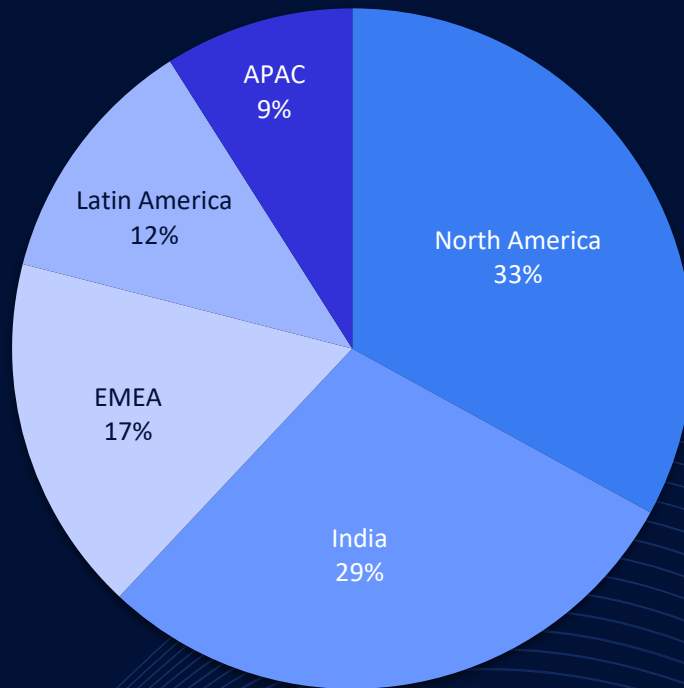
Record full-year 2023 operating profit (non-
GAAP): \$29 million



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

SELECTED FINANCIAL METRICS

Q1 2024 Geographic Revenue Mix



Balance Sheet (\$ Millions)

Financial Metrics	Q1'23	Q2'23	Q3'23	Q4'23	Q1'24
Cash ⁽¹⁾	\$26.4	\$24.5	\$34.0	\$28.2	\$28.8
Loans	\$41.9	\$39.5	\$38.2	\$32.6	\$30.5
Working Capital	\$79.5	\$83.5	\$88.4	\$85.0	\$84.2
Shareholder Equity Ratio	42%	43%	43%	45%	47%

Ceragon continues to strengthen balance sheet

Capital Structure

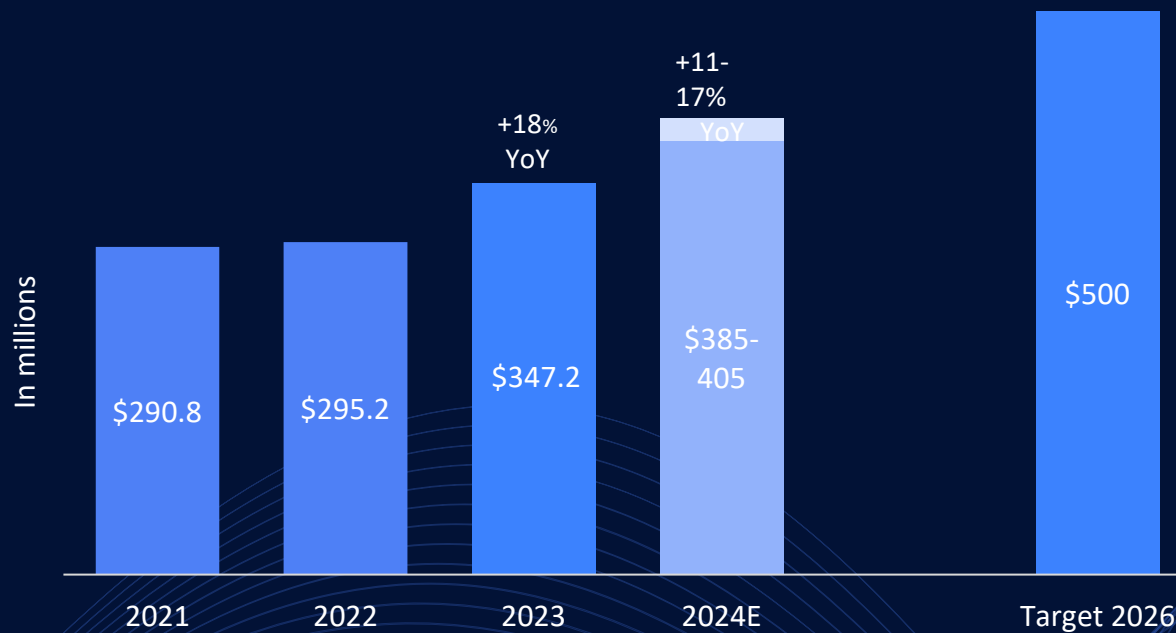
Shares Outstanding	87.6M
Public Float	65.2M
Institutional Ownership	11.9%

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

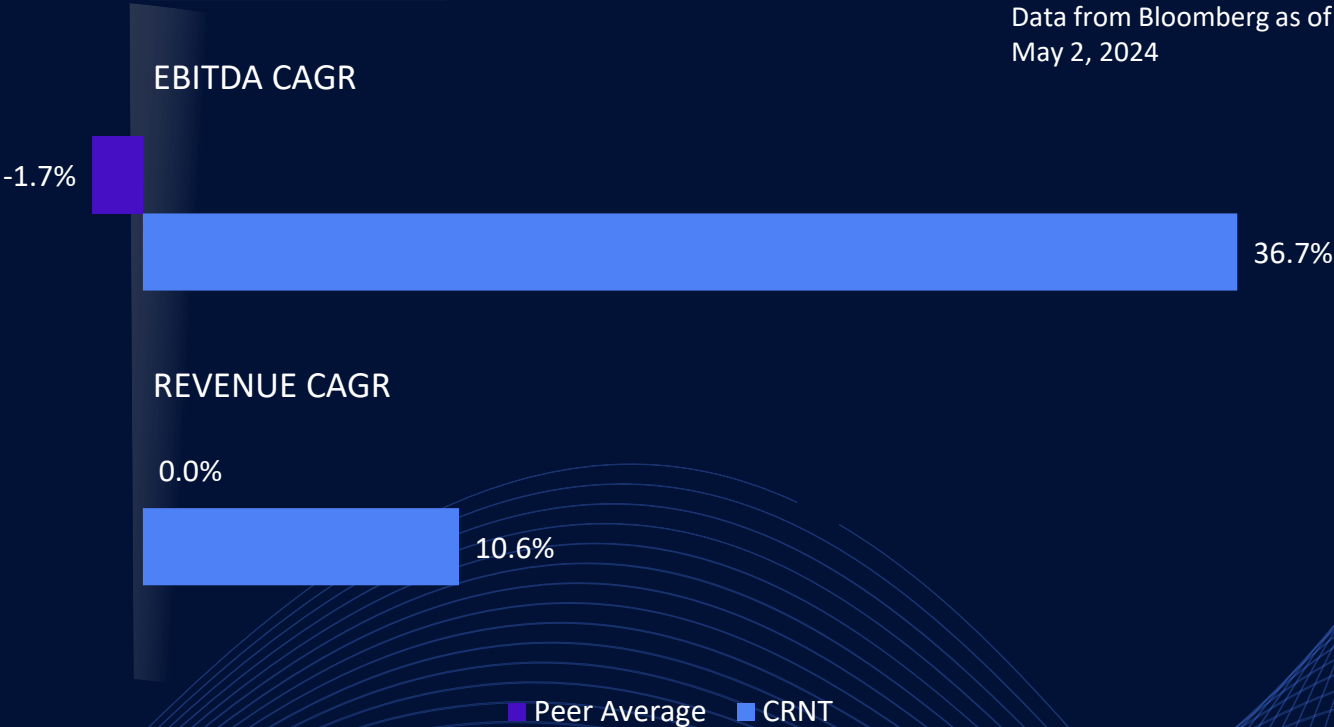
- Revenue – Targeting \$500M in 2026 (previously 2027) following successful integration of Siklu
- Targeting gross margins growing to at least 35-38% over the same period

Compelling Valuation

Undervalued Compared to Peers

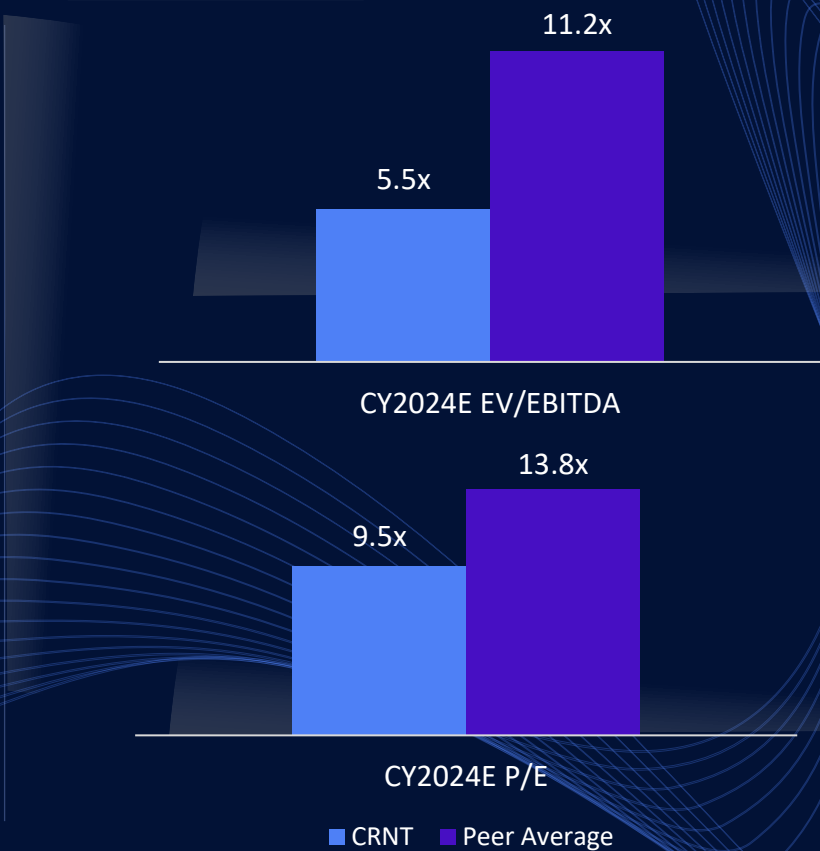
Growth Rate (3-year CAGR, 2021-2024E)

Ceragon does not report EBITDA projections
Data from Bloomberg as of May 2, 2024



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, Adtran, Comscope, Ubiquity

Valuation (as of May 2, 2024)



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THANK YOU



DELIVERING CONNECTIVITY EVERYWHERE