



Ceragon Networks, Ltd. Nasdaq: CRNT

The Global Innovator & Leader In 5G Wireless Transport Solutions

Capitalizing on the 5G Revolution

NOV 2023



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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.

Investment Highlights

Profitable, growing, & undervalued

- Consistent track record for growth & margin expansion
 - Q3'23 revenue up 11%
 - YTD'23 revenue up 17%
- Guiding for double-digit growth in 2023
- Massive addressable market
- Targets fastest-growing segments of the market
- Diversified growth strategy (New markets, & customers, new offering)
- Definitive agreement for Ceragon to acquire Siklu broadens Ceragon's presence with key growth targets
- Industry innovator, developing 'system-on-a-chip' platform to lead next phase of growth
- Trading at discount to peer group

Truly global solutions provider

NORTH AMERICA

- Rapid Growth
- Significant 5G Demand
- Emergence of Private Networks
- Rural Broadband Initiatives

EUROPE

New Sales & Operational Leadership

INDIA

Rapid Growth
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



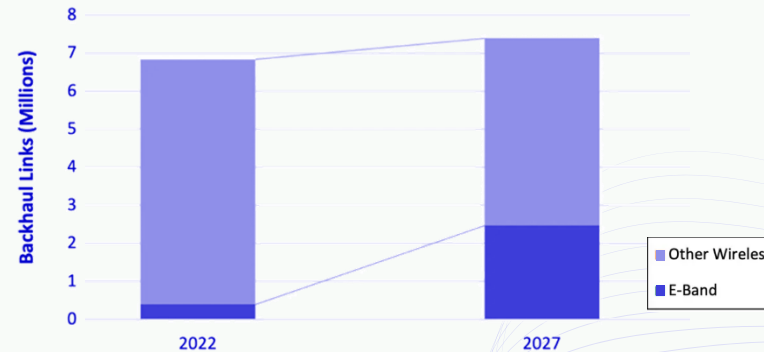
- Low deployment cost
- Rapid deployment
- Wireless Transport is capable of delivering high bandwidth, carrier-grade network services
- 4G and 5G applications
- Excellent for rural and offshore applications that would be expensive for fiber

Fiber



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

Global Mobile Base Wireless Backhaul Links
2022 Vs. 20217



“With several countries expected to launch 5G networks in 2023, ABI Research expects the number of global mobile base station E-band links to grow from close to 400,000 in 2022 to over 2.5 million in 2027, making up 33% of total wireless backhaul links.”

Source: Matthias Foo, ABI Research

Applications



Government Sector



Public Safety



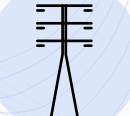
Maritime



Education



Broadcast



Utilities



Transportation



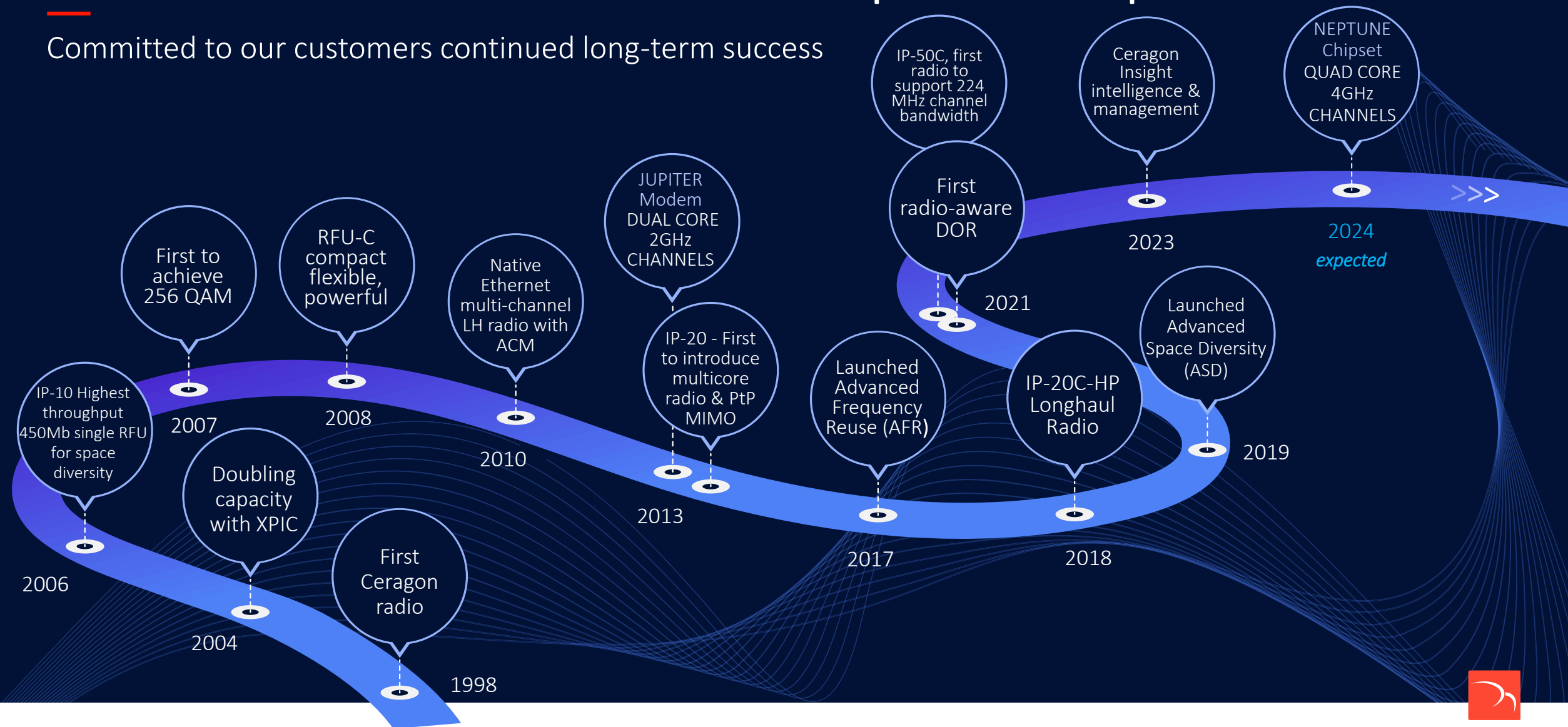
Wireless Expansion



Energy

Continuous Innovation & In-house Chipset Development

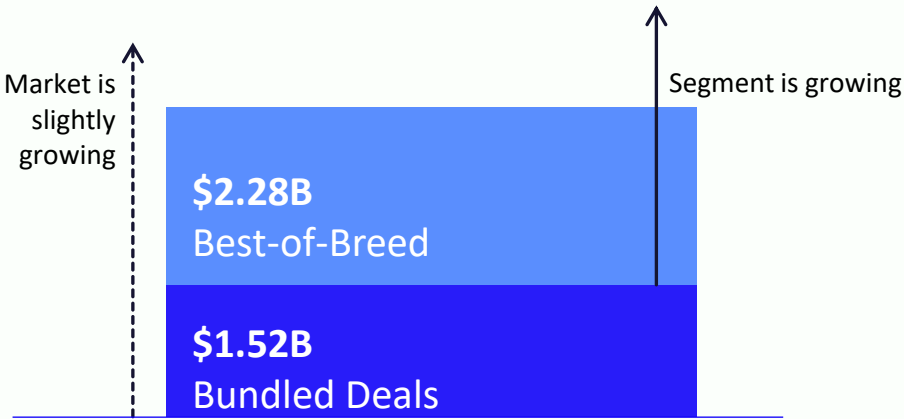
Committed to our customers continued long-term success



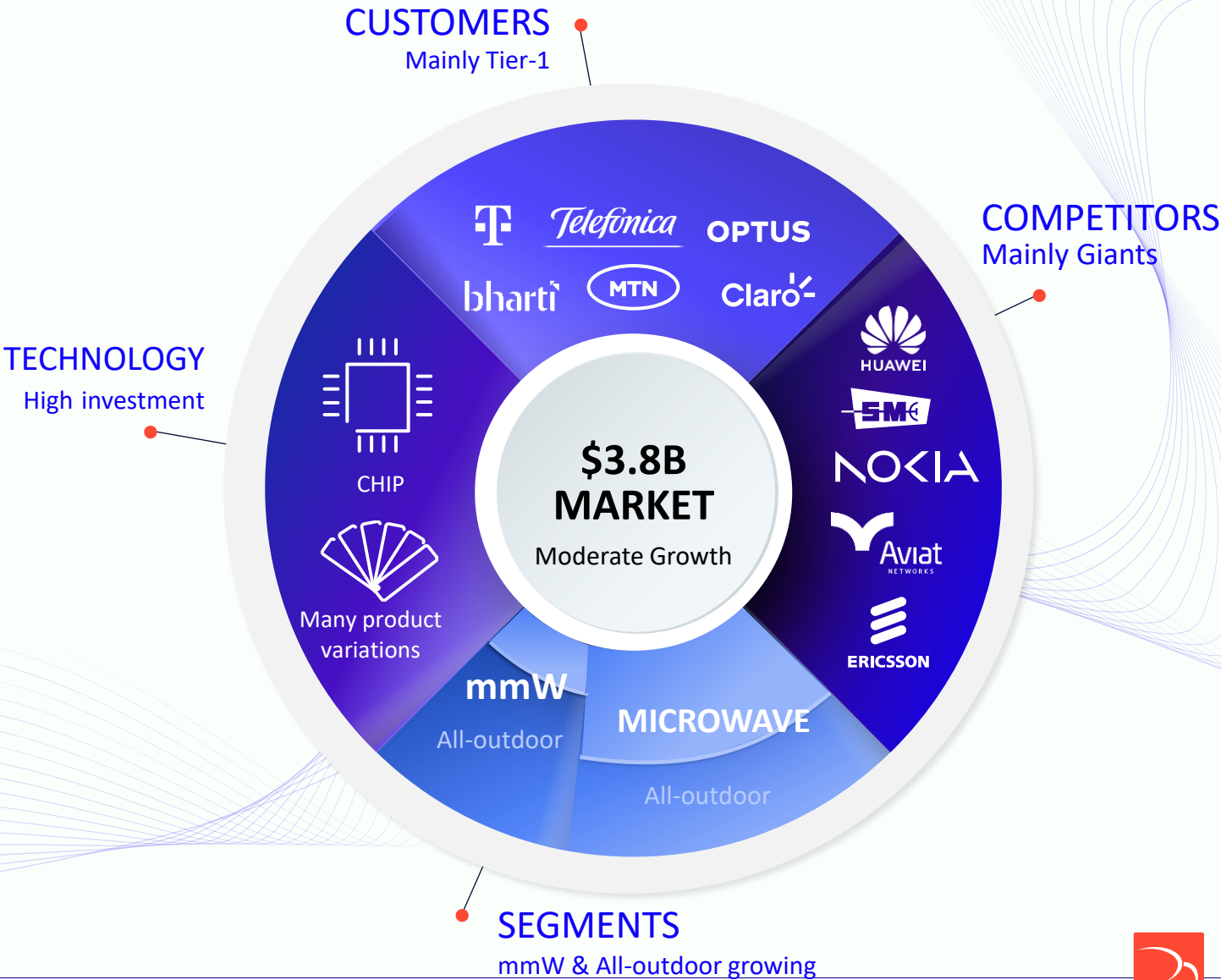
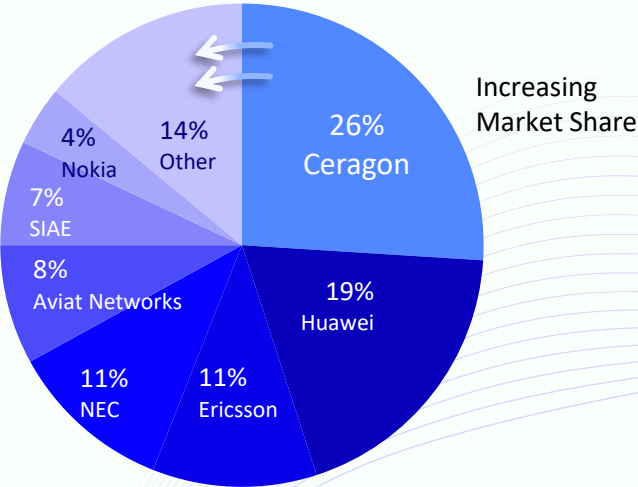
Comprehensive Solutions to Support All Use Cases



Market Dynamics



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

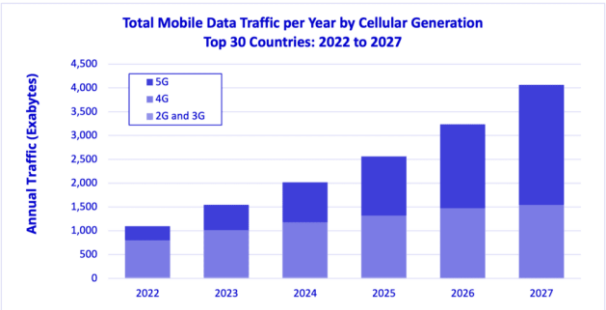


Growth Catalysts

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

5G Buildout & 4G Expansion

The Great 5G Transport Shift



2023
4G > 5G

2027
5G > 6G

Rural Broadband



Adjacent Markets

- 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
- New use cases (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
- Fierce competition
- 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
- More competitive in developing markets
- Better TCO in developed markets
- Margin expansion
- **NEPTUNE CHIPSET :**
5G→6G // Quad core // x16 capacity //
¼ spectrum // ⅙ energy // 4GHz channels //
16K-QAM

FUTURE

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

System-on-a-Chip

*First products expected in 2024 // Anticipate multiple offerings

Growth & Margin Expansion

Market demand continued to be strong

Q3 2023 \$87.3 Million in Revenue and Improved Non-GAAP Net Income as Market Demand Continues to be Strong

India – Strongest region in terms of Revenues in Q3 2023

North America – Strongest region in terms of Bookings, third consecutive quarter of \$20M+ revenue

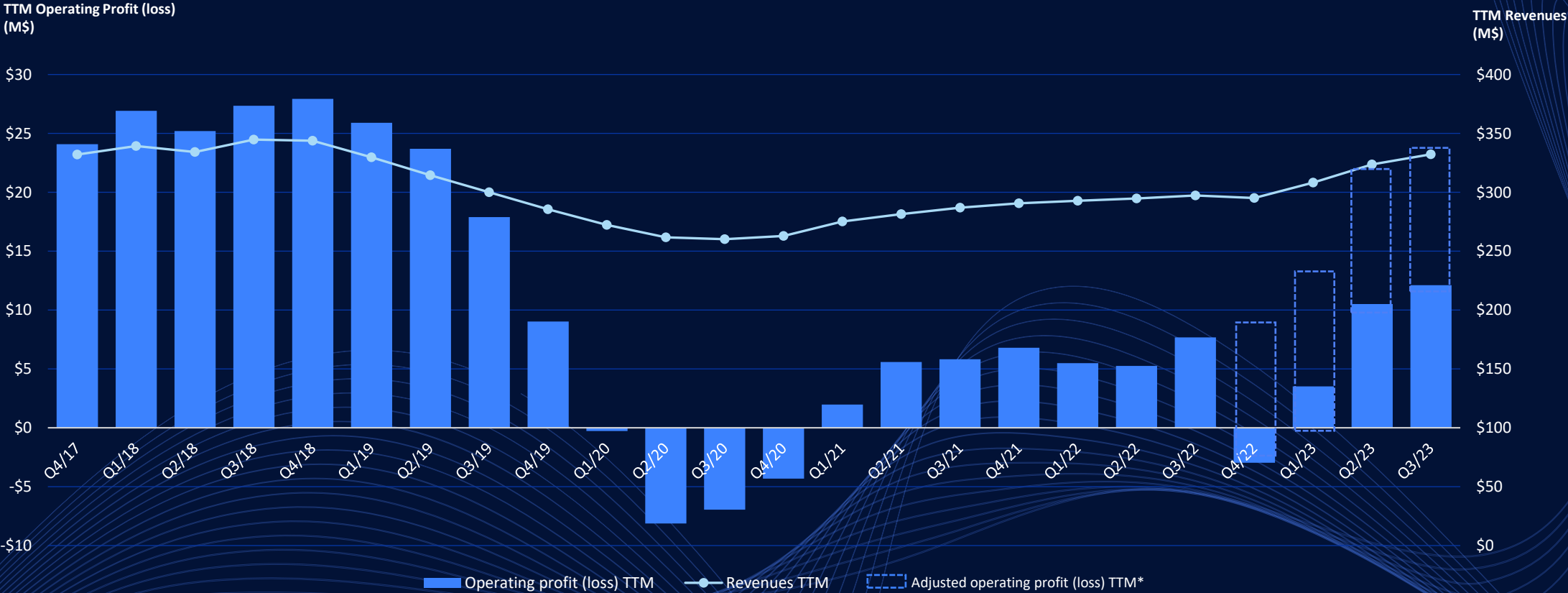


Gross Margin is presented on a Non-GAAP basis



Profitable Growth Trajectory

Company snapshot – trailing 12 months

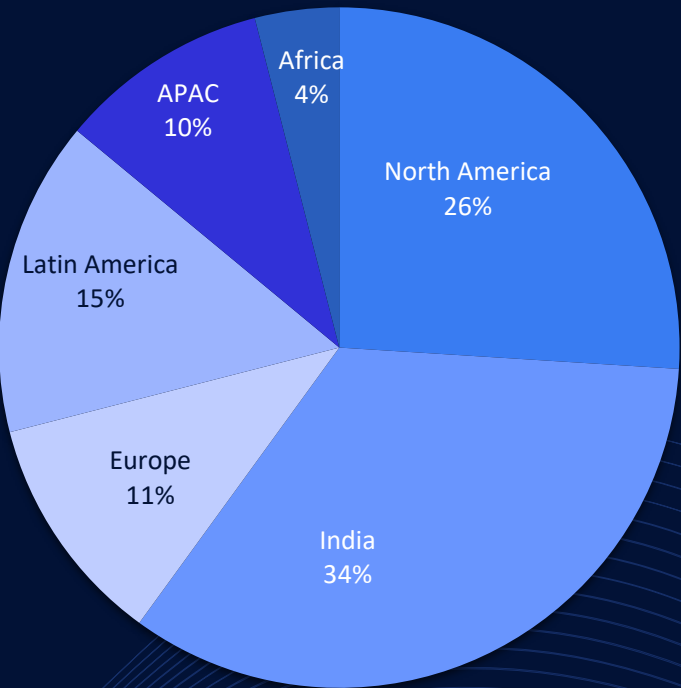


* Adjusted operating profit (loss) TTM excludes the impact of a one-time \$12.3 million credit loss provision from a specific customer in Q4 2022
Non-GAAP Figures



SELECTED FINANCIAL METRICS

Q3 2023
Geographic Revenue Mix



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

Balance Sheet (\$ Millions)

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

Capital Structure

Shares Outstanding	84.4M
Public Float	65.2M
Insider Ownership	9.9%
Institutional Ownership	13.9%

Source: Nasdaq.com

Growth Outlook

Full-Year Revenue



- Expects full-year non-GAAP profitability
- Revenue target for fiscal 2027 is approximately \$500 million
- Target gross margins growing to at least 34-36% over the same period



"ABI Research forecasts that global 5G subscriptions will grow from 900 million to more than 3 billion between 2022 to 2027 (at a Compound Annual Growth Rate (CAGR) of 27%)."

Source: Matthias Foo, ABI Research



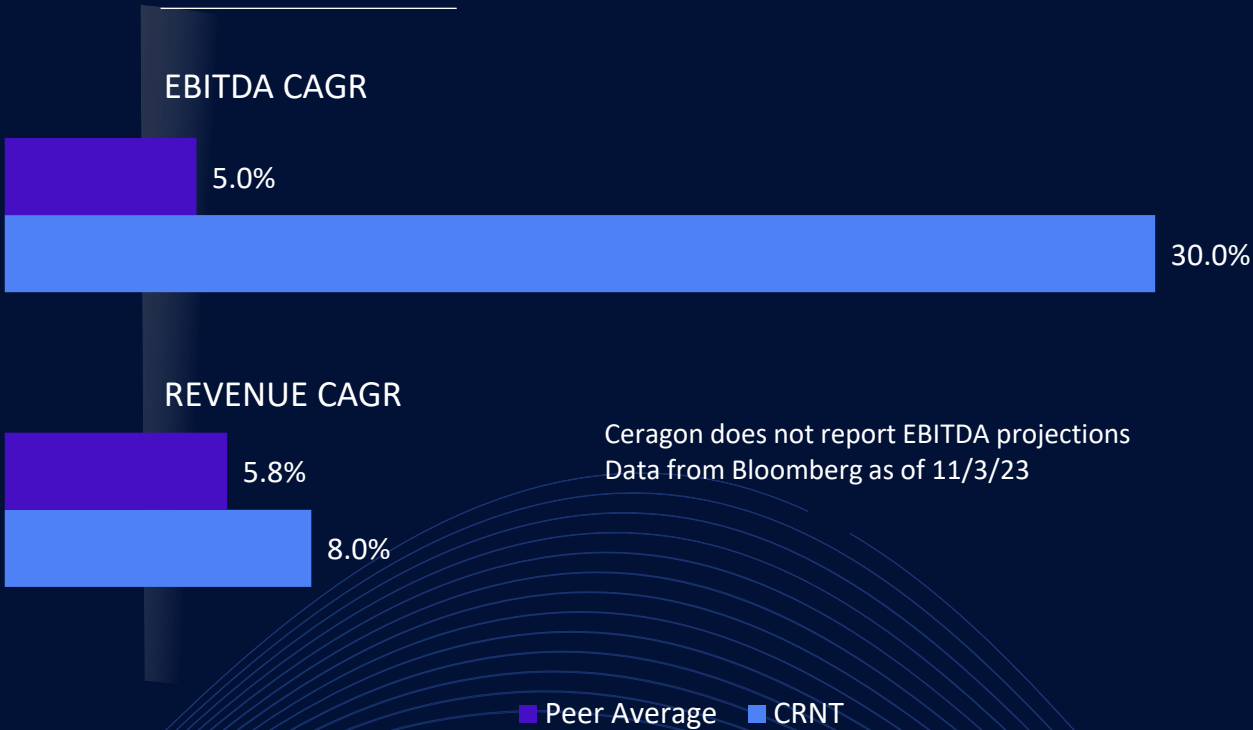
"Annual data traffic from the top 30 countries monitored by ABI Research are forecast to grow from almost 1,100 exabytes in 2022 to over 4,000 exabytes in 2027 (at a CAGR of 30%), with 5G making up ~60% of total data traffic in 2027."

Source: Matthias Foo, ABI Research

Compelling Valuation

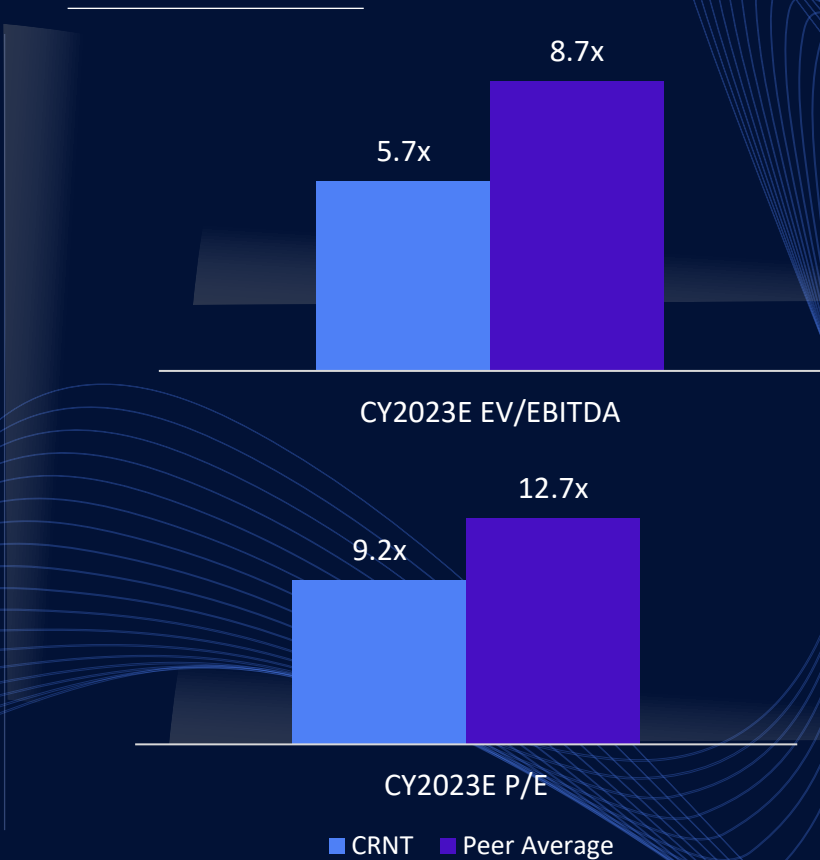
Undervalued Compared to Peers

Growth Rate (2-year CAGR, 2021-2023E)



Peer Group: ADTRAN Holdings Inc, Aviat Networks, Inc., Cambium Networks Corp., Ciena Corp., Comtech Telecommunications Corp., DZS Inc., Ribbon Communications, Inc., Viavi Solutions Inc.

Valuation (as of 8/21/23)



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THANK YOU



DELIVERING CONNECTIVITY EVERYWHERE