



# THE GLOBAL INNOVATOR & PROVIDER OF 5G WIRELESS TRANSPORT SOLUTIONS

CAPITALIZING ON 5G EVOLUTION

DECEMBER | 2021



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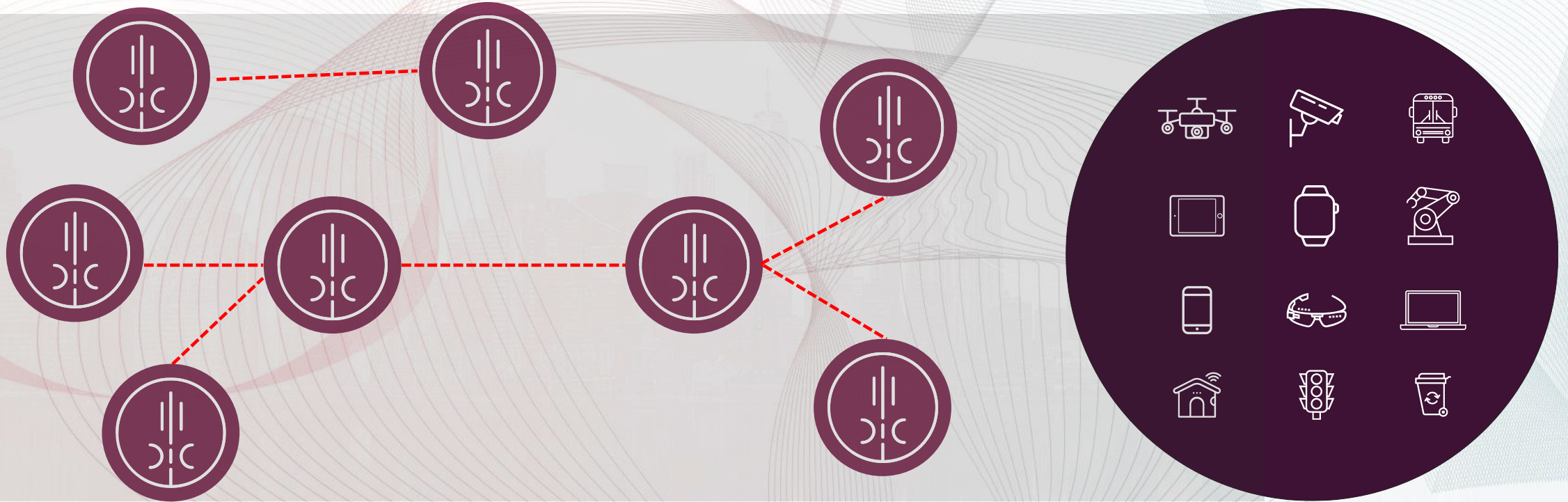
# OUR VISION

To create equal digital opportunities for all people around the world by bringing communication capabilities everywhere.



# OUR WIRELESS TRANSPORT SPECIALTY

A KEY DIFFERENTIATOR & A CRITICAL TECHNOLOGY FOR 4G & 5G NETWORKS



WIRELESS TRANSPORT – AN ALTERNATIVE TO FIBER DEPLOYMENT  
AN ESSENTIAL PART OF ANY NETWORK EVOLUTION FOR FASTER AND MORE COST-EFFECTIVE DEPLOYMENTS

Connects approximately 45% of all cell sites globally (current & forecast)

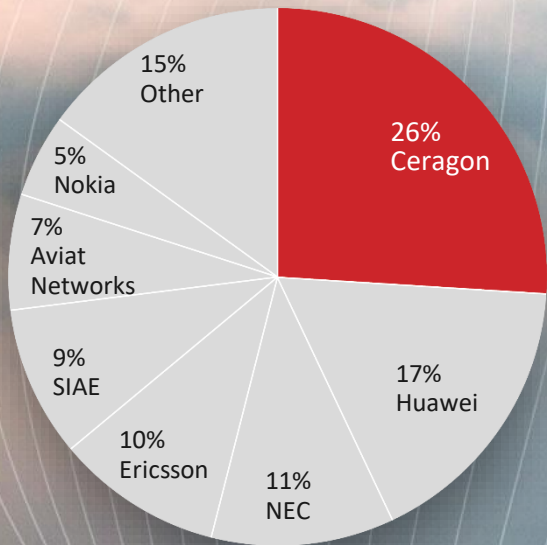


# COMPANY SNAPSHOT: STRONG POSITION

## INNOVATIVE MARKET LEADER 4G & 5G NETWORK ENABLER

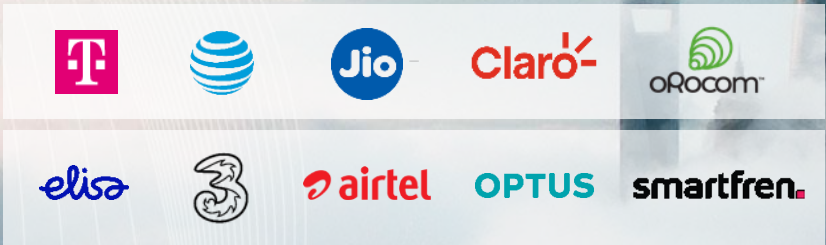
Customers who choose based on value  
of technology select Ceragon

(Q3 20 - Q2 21) (UNITS)

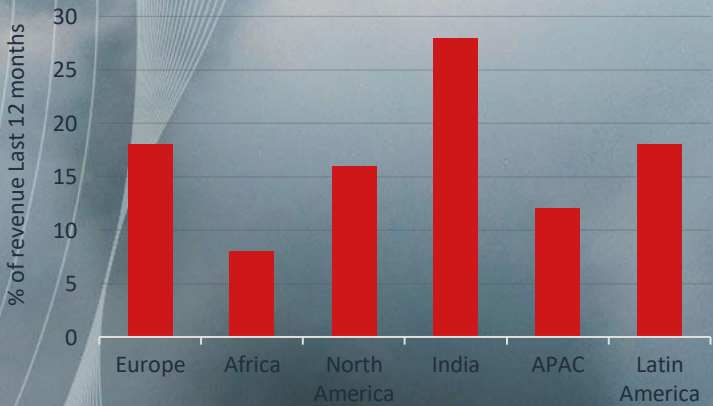


## GLOBAL COMPANY

Significant activity in each region



## BALANCED REVENUE MIX



## COMPANY SNAPSHOT

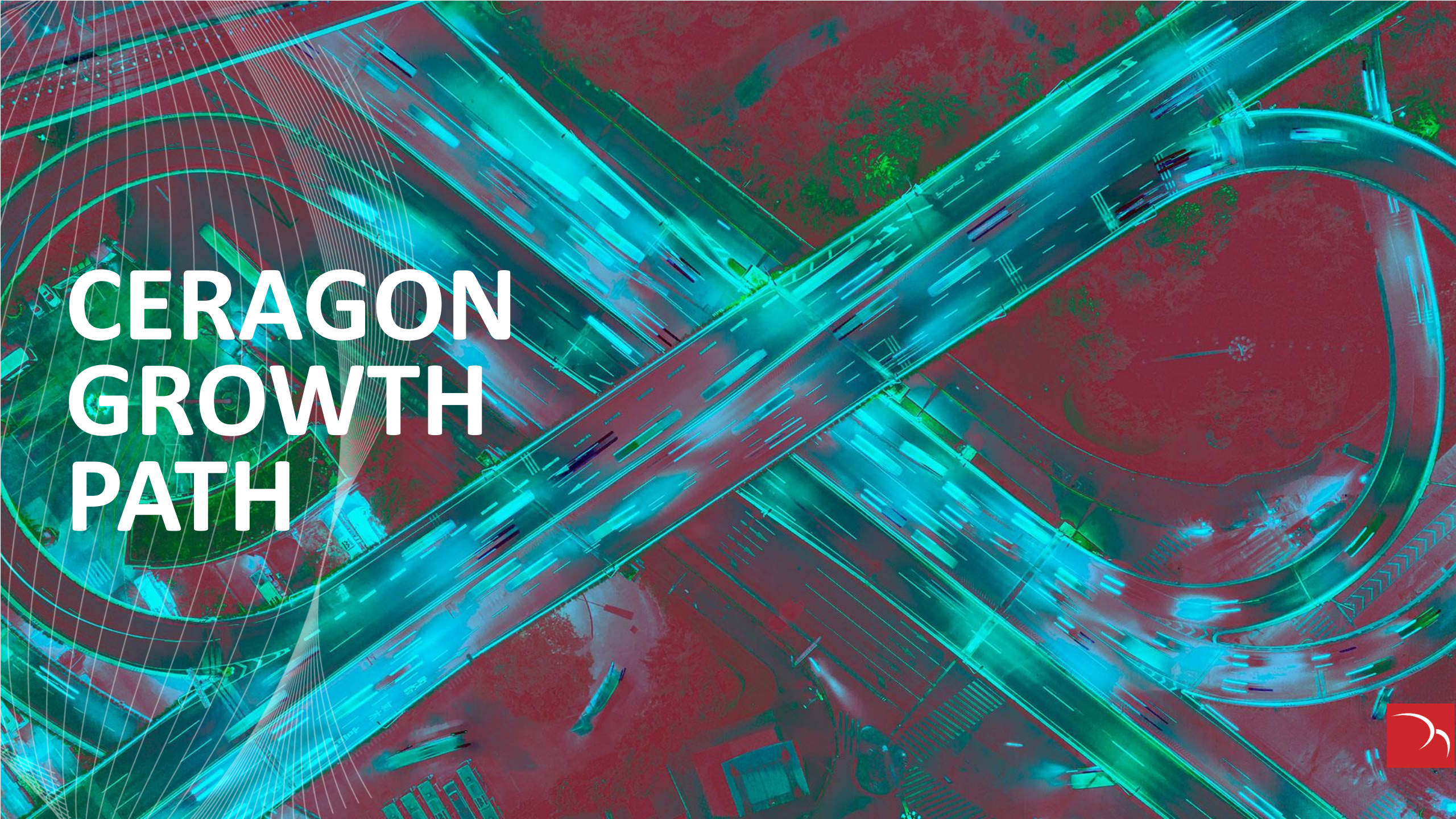


Source: Ceragon estimates based on SkyLight Research, Sept 2021  
\*Others include vendors with less than 2% share

(A) Source: Nasdaq as of 31/10/2021







# CERAGON GROWTH PATH





# DISRUPTION IN THE MARKET DRIVES OUR GROWTH



**18** 5G Design Wins as of Q3 2021



# MARKET SNAPSHOT: GROWING TAM

**Ceragon boasts repeated success in introducing disruptive technologies for wireless transitions from:**

**2G to 3G**  
**3G to 4G**  
**and now**  
**4G to 5G**

**5G ERA & OPENRAN ADOPTION EXPECTED TO INCREASE OUR TAM FOR 1ST TIME IN YEARS**

5G requires higher investment in backhaul

In parallel, with OpenRAN, best-of-breed specialist segment grows & fronthaul market presents a new opportunity

Our SoC will enable us to grab increased market share

Managed Services is a new organic growth domain for Ceragon



# KEY DRIVER OF 5G WIRELESS GEN TRANSITION



# 5G

1

Exodus to online world creating urgent need for more capacity

2

Telcos everywhere are developing 5G network plans

3

5G transition requires higher backhaul investment and densification; expected to increase TAM for 1st time in years

4

Ceragon innovates on wireless gen transitions –  
WE ADAPT AND GROW!

7

Extensive global presence to diverse clientele - Offering backhaul, fronthaul and Managed Services solutions

6

Well-positioned to provide operators ahead of the curve technology, expertise, & services to leverage TAM growth

5

A key differentiator: In-house SoC. Higher performance with speeds reaching up to 100GB, cost efficient, shorter TTM



# OPEN RAN

is going global

## 73+ OPERATORS

IN 38 MARKETS ALREADY  
DEPLOYING OR COMMITTED

## INCREASE

IN BEST-OF-BREED  
SEGMENT (BACKHAUL)

## FRONTHAUL

NEW WIRELESS TRANSPORT  
MARKET FOR CERAGON



# GROWING FOCUS ON **MANAGED SERVICES**

## **NEW DEALS**

Awarded a multi-year agreement by  
leading US network service provider

## **INCREASED DEMAND**

5G networks complexity to drive increased  
demand for network monitoring,  
optimization & upgrades

## **DOMAIN EXPERTISE**

An organic & natural evolution  
of our extensive domain's experience  
& software tools



# BEST-OF-BREED VERSUS BUNDLED-DEALS SEGMENT



**Best-of-breed is the larger segment**

**Open networks architecture expected to drive growth of best-of-breed segment**



# RECENT HIGHLIGHTS

**December 7, 2021**

Ceragon Networks and IP Infusion Partner to Deliver Industry's First Radio-Aware Disaggregated Cell Site Router

**November 8, 2021**

Ceragon to Renew & Maintain the Wireless Transport Network Infrastructure for RAI WAY, Italy's National TV and Radio Network Provider

**September 20, 2021**

Ceragon Selected to Provide Connectivity to Remote Indonesian Islands and Regions

**July 15, 2021**

Ceragon Announces Follow-On Orders from Multiple Tier-1 Operators in India for Wireless Transport Solutions, Totaling Over \$35 Million

**July 7, 2021**

A Leading US Service Provider, Selects Ceragon Networks for Multi-Year Managed Services Agreement

**June 30, 2021**

Ceragon Selected by three leading North American operators to deploy and improve 5G connectivity in dense urban & in rural areas





# CERAGON COMPETITIVE POSITION

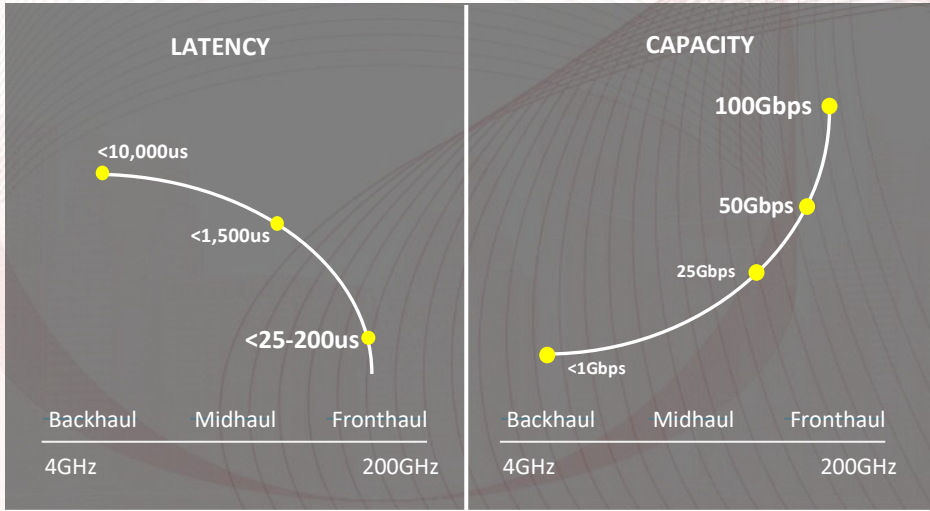




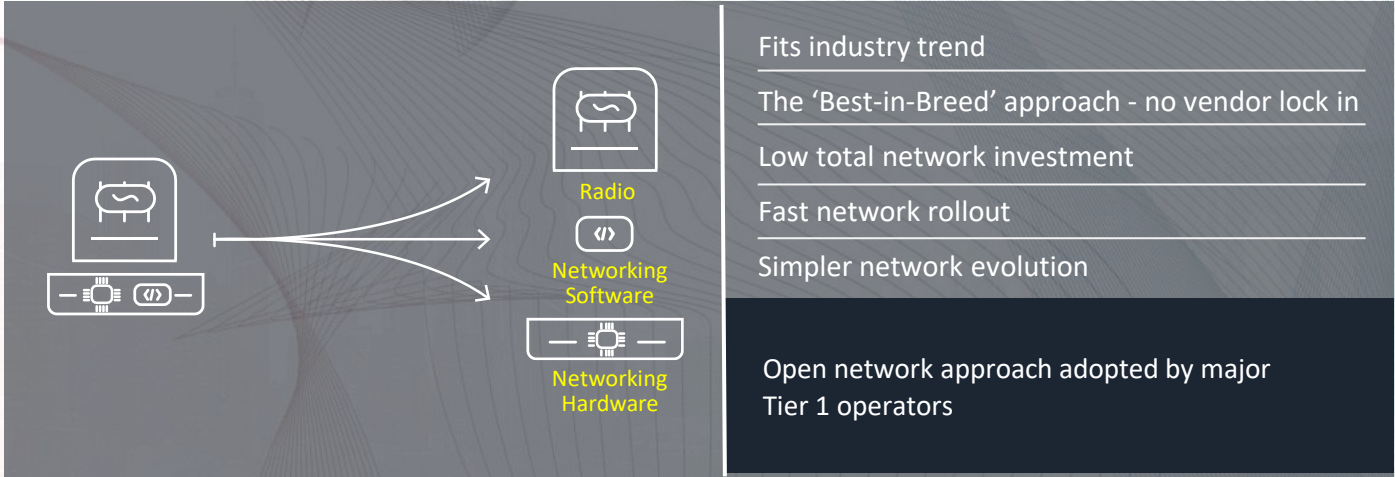
# CERAGON PRODUCT STRATEGY

## A FLEXIBLE APPROACH TO 5G NETWORK TRANSFORMATION

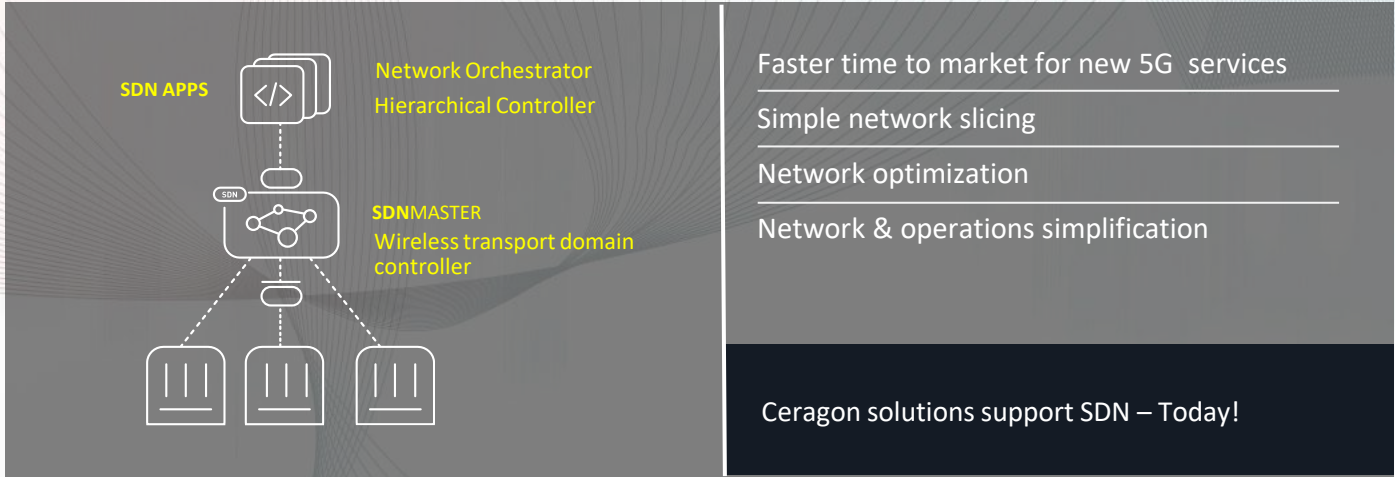
### LEADING VECTOR: FLEXIBLE, OPEN ALL-OUTDOOR WIRELESS TRANSPORT



### KEY ENABLER 1: DISAGGREGATED WIRELESS TRANSPORT



### KEY ENABLER 2: SOFTWARE DEFINED NETWORKING



‘Ahead of the curve’ in the All-Outdoor segment market share and technology

Leverages the mmW acceleration

Flexible site acquisition, CAPEX, OPEX

Support any wireless transport scenario (BH, MH, FH)

Eliminate dependency on fiber. Save time and money.



# 460+ OPERATORS GLOBALLY

ABLE TO CAPITALIZE ON WORLDWIDE 5G TRENDS



# CERAGON'S UNIQUE POSITION

## CHIPSET

UNIQUE MULTICORE TECHNOLOGY



4G | DUAL CORE



5G | OCTA CORE

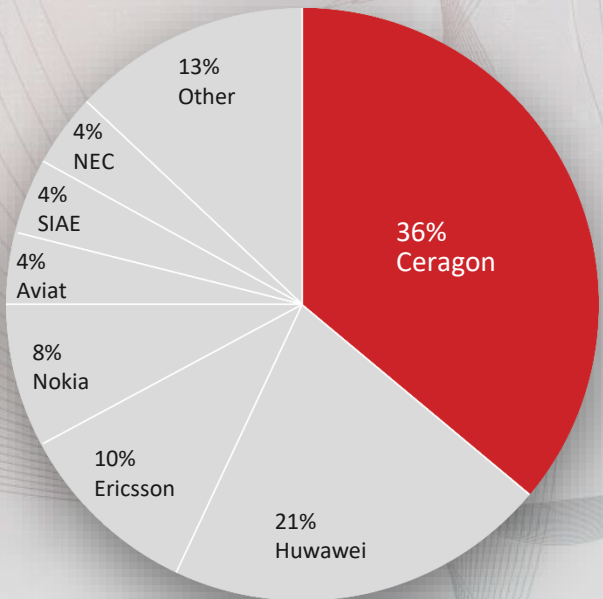


## SYSTEMS

BEST-FIT FOR  
OUTDOOR NETWORK SOLUTIONS

- FAST **DEPLOYMENT** | SIMPLE **SITE ACQUISITION**
- ENABLER FOR **NETWORK DENSIFICATION**
- LOWEST **TCO** | FAST **TIME TO REVENUE**

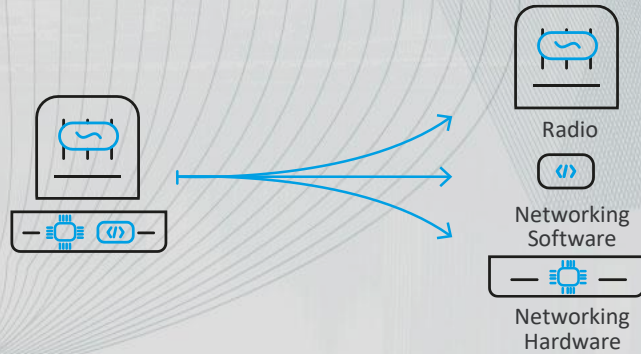
4RQ (3Q20-2Q21) ALL-OUT`DOOR UNIT MARKET SHARE<sup>(1)</sup>



## SOFTWARE

PIONEERING OPEN NETWORKS  
IN THE WIRELESS TRANSPORT DOMAIN

- LOW TOTAL **NETWORK INVESTMENT**
- FAST **NETWORK ROLLOUT**
- SIMPLER **NETWORK EVOLUTION**
- NO VENDOR LOCK-IN**



(1) Skylight Research from 2021



# FINANCIALS





# STRONG THIRD QUARTER AMID WORLDWIDE CRISES

INCREASED REVENUES COMPARED TO Q2 2021

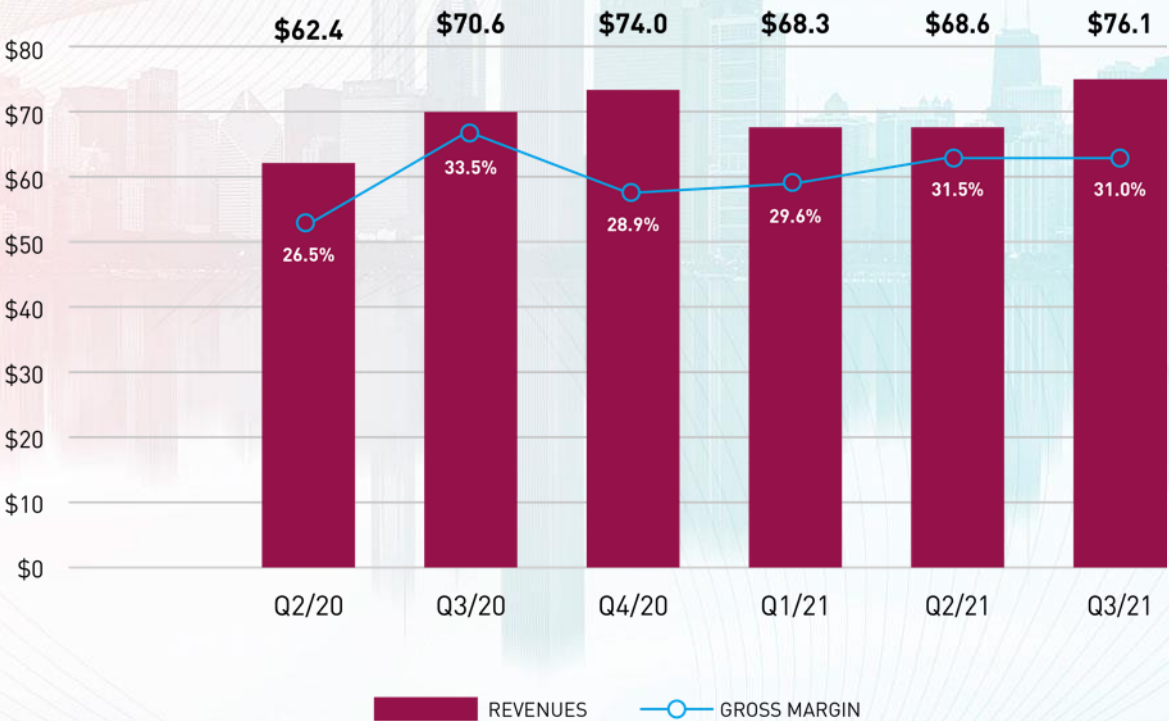
Strong bookings, revenues, and backlog in Q3 - increasing visibility for the remainder of the year

Healthy quarter in North America, Europe and India

New 5G design wins across several geographies.  
18 5G design wins to-date

End-of-year revenue at the high end of our projection

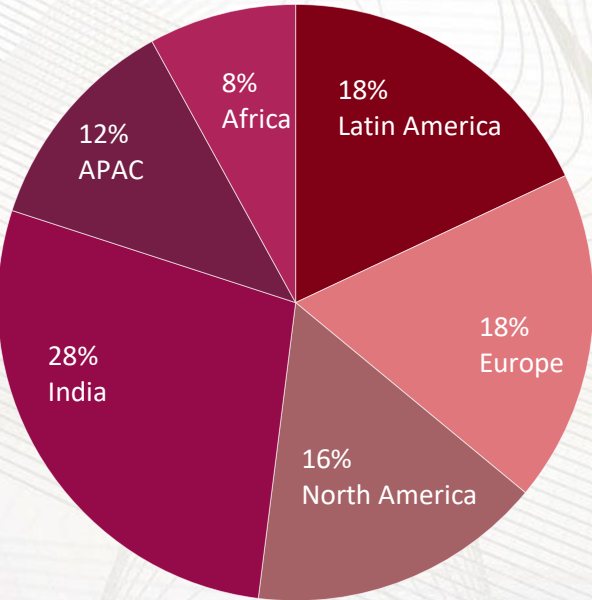
Still, challenges associated with component shortages and high supply chain costs can create fluctuations in our revenues from quarter to quarter and can affect our gross margin





# SELECTED FINANCIAL METRICS

Q4 2020 – Q3 2021  
GEOGRAPHIC REVENUE MIX



STRONG BALANCE SHEET WITH 50% EQUITY  
(\$ Millions)

FINANCIAL METRICS	Q3'19	Q4'19	Q1'20	Q2'20	Q3'20	Q4'20	Q1'21	Q2'21	Q3'21
Revenue	\$72.2	\$71.3	\$55.9	\$62.4	\$70.6	\$74.0	\$68.3	\$68.6	\$76.1
Cash <sup>(1)</sup>	\$20.5	\$23.9	\$44.1	\$35.2	\$29.2	\$27.1	\$33.0	\$28.7	\$27.2
Debt	\$17.4	\$14.6	\$32.9	\$19.7	\$17.9	\$6.0	\$12.0	\$11.0	\$11.9
Net Cash	\$3.1	\$9.3	\$11.2	\$15.5	\$11.3	\$21.1	\$21.0	\$17.7	\$15.3
Shareholder Equity Ratio	54%	55%	52%	54%	55%	54%	50%	50%	50%

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



# CERAGON INVESTMENT THESIS - WE ADAPT AND GROW!

5G-ERA & OPENRAN  
ADOPTION EXPECT TO  
INCREASE TAM FOR 1<sup>ST</sup>  
TIME IN YEARS

EXTENSIVE GLOBAL  
PRESENCE TO DIVERSE  
CLIENTELE

OFFERING BACKHAUL,  
FRONTHAUL & MANAGED  
SERVICES SOLUTIONS TO  
SUPPORT TAM GROWTH

IN-HOUSE SOC: HIGHER  
PERFORMANCE AT SPEEDS  
OF UP TO 100GB, COST  
EFFICIENT, SHORTER TTM

**5G** OPEN RAN MANAGED  
SERVICES

POISED FOR LONG TERM GROWTH & MARGIN EXPANSION



CERAGON

The background features a city skyline, likely New York City, with prominent skyscrapers like the Empire State Building. The image is overlaid with a complex network of white lines and dots, resembling a fiber-optic or data network. The lines form large, flowing loops and arcs across the sky and water. The color palette is dominated by a teal/cyan hue, with a red tint on the left side of the image.

**THANK YOU**