



Ceragon Networks (NASDAQ:CRNT) Acquisition of Siklu

OCT 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.

Combination to Accelerate Ceragon's Growth Strategy

Definitive Agreement for Ceragon to Acquire Siklu

Broadens Ceragon's presence in North America

Targets Ceragon's key customer segments to accelerate growth:

- Private networks
- Small service providers

Expands Ceragon's presence in mmW, expected to be the fastest-growing segment of the market

Opens new markets to Ceragon

- Entering the FWA (Fixed Wireless Access) domain
- Enables end-to-end solution for small service providers and private networks

Anticipated to close by year-end

Transaction Summary

Expected to add \$25-29M to Ceragon's Revenue in 2024

Expecting enhanced positive contribution margin in 2024

- Sales Synergies
- Opex savings
- COGS improvement

Transaction Composition :

- Consideration to Siklu SH (in Ceragon Shares) of \$3M
- Financial liabilities net assumed by Ceragon of \$10-12M

The deal is expected to be accretive to non-GAAP earnings in the second-half of 2024

Siklu Overview

Business Overview

- Founded in 2008, headquartered in Israel with global footprint and presence
- Siklu provides a suite of mmWave wireless technology solutions for a variety of verticals and applications
- Deployed over 300K outdoor antenna units to date across over 50 countries

Solutions Overview



INTERNET
ACCESS



SMART
CITIES



SECURITY
SOLUTIONS



CELLULAR
5G

US Deployments

#1 in US E-band
installations in 2022

Select Customers



Main Segments & mmWave Portfolio

PtP Eband – Main Business

EtherHaul Series (Point-to-Point)

Kilo Series

- Up to 10Gbps full duplex capacity
- Up to ~5Km, or up to ~15Km with extended MIMO technology

Hundred Series

- Up to 1Gbps aggregated capacity
- Up to ~2Km range



PtMP Mesh 60GHz Terragraph – New Growth Engine

MultiHaul TG Mesh Series (Smart Mesh)

- Up to 16 Gbps aggregated capacity
- Connectivity of 64 devices
- Up to ~450m range, or KM with LR



Synergistic and Accretive Acquisition

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

- ✓ Expected to generate incremental revenues in 2024: \$25M - \$29M
- ✓ Accretive to gross margins - significantly higher than Ceragon's
- ✓ Potential significant synergies
- ✓ Accretive to non-GAAP earning from 2024/H2



Strategic Benefits



Talent

Market knowledge,
Innovative team
Deep industry experience



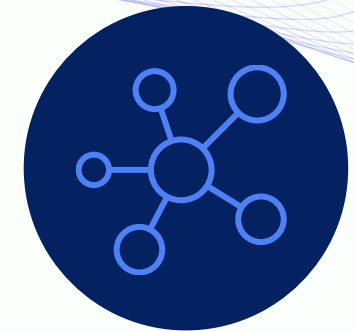
Technology

Innovative technology and
advanced products (PtmP)
Excellent strategic fit in key markets
New market domain (FWA)



Upsell Opportunity

Upsell Ceragon's solutions to Siklu customers
Territories where Siklu is not present and where
Ceragon is strong
Strengthens combined offering in key markets



Operational Synergies

Product cost reductions
Leveraging working capital capabilities
for faster growth
Better commercial terms
Reductions in operating expenses

THANK YOU



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