

A large, stylized red graphic consisting of two curved, overlapping shapes that resemble a stylized 'S' or a pair of wings, positioned in the upper right quadrant of the slide.

*Challenge us
to take you further*

Q1 2024 Financial Review

May 2024



May 2024

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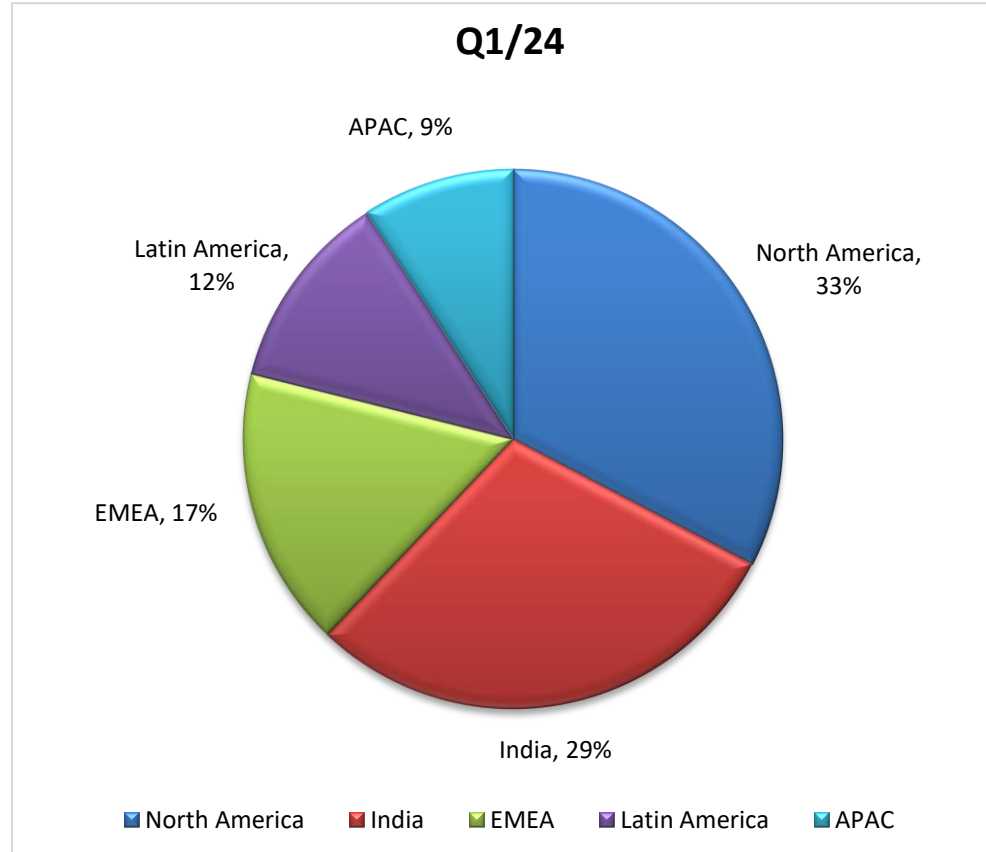
Ceragon's public filings are available on the Securities and Exchange Commission's website at www.sec.gov and may also be obtained from Ceragon's website at www.ceragon.com.

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.

Revenues- Geographic Split

	Q1/21	Q2/21	Q3/21	Q4/21	Q1/22	Q2/22	Q3/22	Q4/22	Q1/23	Q2/23	Q3/23	Q4/23	Q1/24
North America	17%	19%	14%	16%	19%	21%	27%	23%	32%	26%	26%	27%	33%
India	26%	27%	35%	30%	22%	31%	28%	29%	24%	31%	34%	34%	29%
EMEA	28%	26%	21%	23%	25%	21%	18%	20%	20%	17%	15%	19%	17%
Latin America	15%	17%	21%	21%	20%	16%	17%	17%	12%	15%	15%	13%	12%
APAC	14%	11%	9%	10%	14%	11%	10%	11%	12%	11%	10%	7%	9%
Total	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%



NON-GAAP Profit & Loss



	Actual (Unaudited)												
	Q1/21	Q2/21	Q3/21	Q4/21	Q1/22	Q2/22	Q3/22	Q4/22	Q1/23	Q2/23	Q3/23	Q4/23	Q1/24
Revenues	68,270	68,621	76,115	77,760	70,319	70,674	78,649	75,531	83,409	86,151	87,260	90,359	88,498
Cost of Revenues	48,087	47,005	52,509	55,199	50,850	49,142	50,699	50,551	55,053	55,747	56,844	58,599	55,986
Gross profit	20,183	21,616	23,606	22,561	19,469	21,532	27,950	24,980	28,356	30,404	30,416	31,760	32,512
Gross margin	29.6%	31.5%	31.0%	29.0%	27.7%	30.5%	35.5%	33.1%	34.0%	35.3%	34.9%	35.1%	36.7%
Research & Development	7,358	7,494	6,640	7,745	6,779	7,493	7,150	7,863	7,692	7,580	7,260	7,715	8,695
% R&D	10.8%	10.9%	8.7%	10.0%	9.6%	10.6%	9.1%	10.4%	9.2%	8.8%	8.3%	8.5%	9.8%
Sales & Marketing	8,186	8,266	8,349	8,681	8,495	9,060	8,280	8,605	9,820	9,415	9,702	10,175	10,694
% S&M	12.0%	12.0%	11.0%	11.2%	12.1%	12.8%	10.5%	11.4%	11.8%	10.9%	11.1%	11.3%	12.1%
General & Administration	3,934	5,247	4,645	4,616	4,803	4,612	6,116	17,647	4,956	6,051	5,451	6,098	5,538
% G&A	5.8%	7.6%	6.1%	5.9%	6.8%	6.5%	7.8%	23.4%	5.9%	7.0%	6.2%	6.7%	6.3%
Total operating expenses	19,478	21,007	19,634	21,042	20,077	21,165	21,546	34,115	22,468	23,046	22,413	23,988	24,926
Operating profit (loss)	705	609	3,972	1,519	(608)	367	6,404	(9,135)	5,888	7,358	8,003	7,772	7,585
Operating margin	1.0%	0.9%	5.2%	2.0%	-0.9%	0.5%	8.1%	-12.1%	7.1%	8.5%	9.2%	8.6%	8.6%
Non-GAAP EBITDA	3,591	3,552	6,931	4,977	2,333	3,201	9,047	(6,513)	8,441	9,940	10,369	10,238	10,063
Financial expenses and others, net	1,237	1,367	2,273	2,691	1,184	2,531	2,011	2,858	1,816	2,171	2,086	2,538	2,300
Income Tax	347	420	348	855	61	304	269	534	439	787	953	1,492	542
Non GAAP Net income (loss)	(879)	(1,178)	1,351	(2,027)	(1,853)	(2,468)	4,124	(12,527)	3,633	4,400	4,964	3,742	4,743
Non GAAP EPS	(0.01)	(0.01)	0.02	(0.02)	(0.02)	(0.03)	0.05	(0.15)	0.04	0.05	0.06	0.04	0.05
# of Shares for diluted EPS ('000)	82,584	83,424	85,271	83,916	83,959	84,019	85,970	84,348	86,712	86,747	87,228	85,054	87,585

Selected Cash Flow Data

	Q1/21	Q2/21	Q3/21	Q4/21	Q1/22	Q2/22	Q3/22	Q4/22	Q1/23	Q2/23	Q3/23	Q4/23	Q1/24
Total cash & cash equivalents	33,011	28,670	27,235	17,079	24,960	23,592	25,964	22,948	26,423	24,529	33,966	28,237	28,783
Cash flow from operations	(1,654)	(2,958)	(667)	(9,740)	(1,816)	(3,173)	8,597	(8,503)	3,509	3,181	13,237	10,961	6,527
Capital expenditures	(2,003)	(1,728)	(2,336)	(3,328)	(2,726)	(3,079)	(4,487)	(2,129)	(4,430)	(2,879)	(2,381)	(11,180)	(3,706)
Options Exercise	3,689	269	730	42	81	32	297	-	-	30	-	9	258
Proceeds (repayment) of short-term bank credits and loans, net	6,000	-	900	2,900	12,150	4,950	(2,000)	7,600	4,350	(2,300)	(1,350)	(5,600)	(2,100)
Other	(122)	76	(62)	(30)	192	(98)	(35)	16	46	74	(64)	81	(433)
Net Change in Cash	5,910	(4,341)	(1,435)	(10,156)	7,881	(1,368)	2,372	(3,016)	3,475	(1,894)	9,437	(5,729)	546

Selected Balance Sheet Data

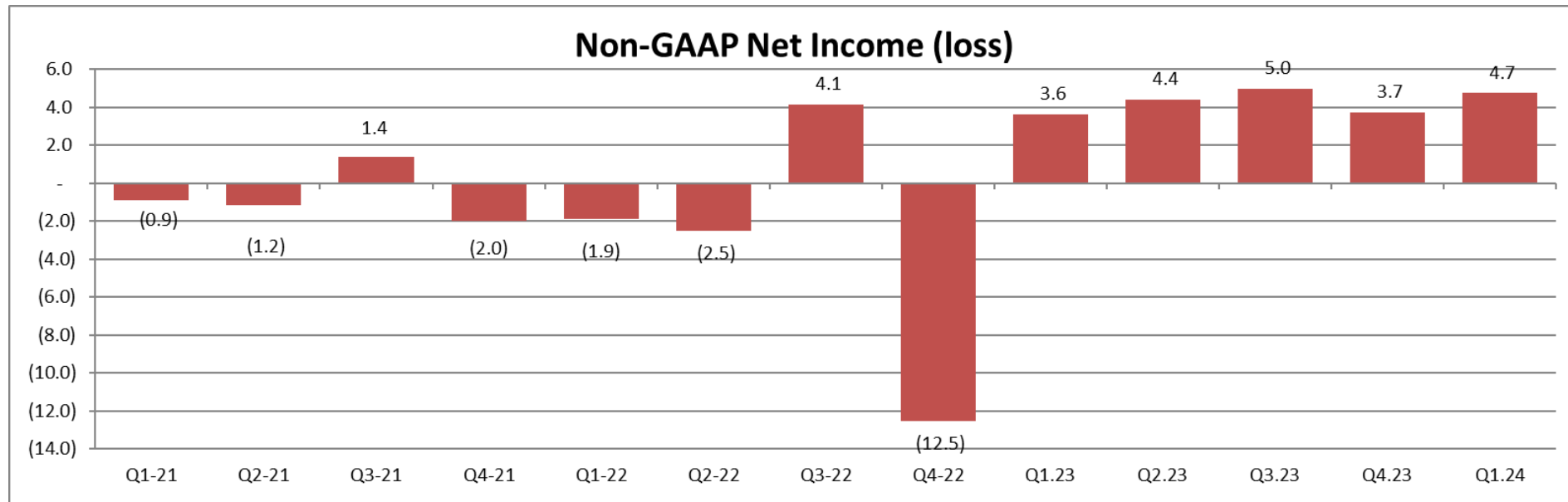
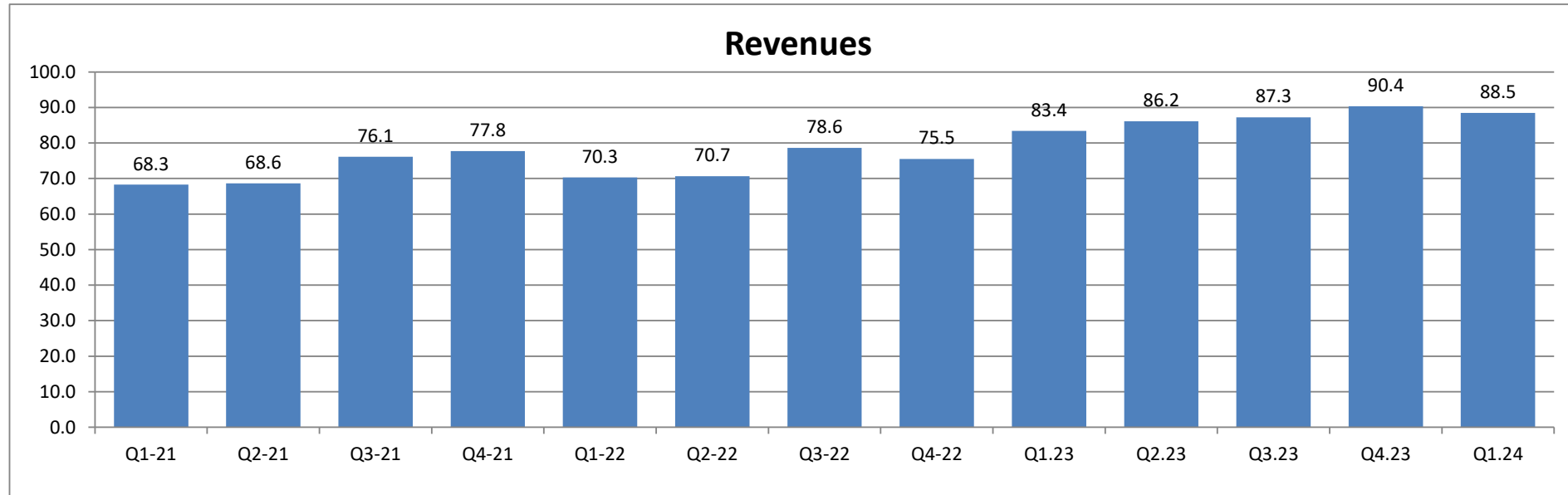
(U.S. dollars in thousands)													
	Q1/21	Q2/21	Q3/21	Q4/21	Q1/22	Q2/22	Q3/22	Q4/22	Q1/23	Q2/23	Q3/23	Q4/23	Q1/24
Cash and Cash Equivalents	33,011	28,670	27,235	17,079	24,960	23,592	25,964	22,948	26,423	24,529	33,966	28,237	28,783
Trade Receivables	106,712	107,404	109,863	118,310	120,682	122,734	115,871	100,034	100,590	107,592	104,593	104,321	97,386
DSOs	141	139	140	149	150	152	142	124	119	121	115	110	101
Inventory	48,542	52,316	53,203	61,398	58,060	60,710	64,227	72,009	68,742	67,836	70,050	68,811	61,029
Inventory Days	92	98	97	111	103	107	114	130	122	116	117	110	97
Working capital	98,954	99,864	101,615	87,799	87,494	82,105	83,335	77,911	79,518	83,536	88,405	84,987	84,235
Short-term loans	11,979	11,000	11,900	14,800	26,950	31,900	29,900	37,500	41,850	39,550	38,200	32,600	30,500
Shareholders' Equity	146,397	146,310	147,663	137,151	135,856	131,973	132,757	119,783	122,808	126,382	130,514	134,019	135,017
% - Shareholders' Equity/ Total assets	50%	50%	50%	47%	45%	43%	44%	41%	42%	43%	43%	45%	47%
Total Balance Sheet	291,098	294,416	295,416	292,563	300,187	304,980	302,336	289,318	290,316	294,464	301,134	298,525	286,379

Reported results – Reconciliation to GAAP



	(U.S. dollars in thousands)													
	Q1/21	Q2/21	Q3/21	Q4/21	Q1/22	Q2/22	Q3/22	Q4/22	Q1/23	Q2/23	Q3/23	Q4/23	Q1/24	
Non GAAP Net income (loss)	(879)	(1,178)	1,351	(2,027)	(1,853)	(2,468)	4,124	(12,527)	3,633	4,400	4,964	3,742	4,743	
Stock based compensation expenses	351	286	1,034	891	746	689	1,167	958	1,170	808	1,048	938	904	
Changes in indirect tax positions	1	2	2	(399)	-	1	1	279	(0)	2	-	-	-	
Leases - financial expenses (income)	(186)	435	102	706	(425)	(1,774)	(233)	154	(358)	(285)	(364)	754	(112)	
Paycheck protection program	-	(979)	-	-	-	-	-	-	-	-	-	-	-	
Retired CEO compensation	-	810	-	-	(96)	-	-	-	-	-	-	-	-	
Hostile attempt related costs	-	-	-	-	-	-	3,971	249	-	-	-	-	-	
Non-cash tax adjustments	128	(23)	(53)	8,987	210	136	81	851	853	890	630	478	413	
Acquisition -and integration-related costs	-	-	-	-	-	-	-	-	-	-	283	835	462	
Restructuring and related charges	-	-	-	-	-	-	-	-	-	897	-	-	1,416	
Write off of net development costs due to an early terminated contract	-	-	-	-	-	-	-	-	-	-	-	1,199	-	
Amortization of acquired intangible assets	-	-	-	-	-	-	-	-	-	-	-	106	460	
Excess cost on acquired inventory in business combination	-	-	-	-	-	-	-	-	-	-	-	525	124	
Non-cash revaluation associated with acquisition	-	-	-	-	-	-	-	-	-	-	-	110	673	
GAAP Net Income (Loss)	(1,173)	(1,709)	266	(12,212)	(2,288)	(1,520)	(863)	(15,018)	1,968	2,088	3,367	(1,203)	403	
GAAP EPS	(0.01)	(0.02)	0.00	(0.15)	(0.03)	(0.02)	(0.01)	(0.18)	0.02	0.02	0.04	(0.01)	0.00	
# of Shares for basic EPS ('000)	82,584	83,424	83,717	83,916	83,959	84,019	84,200	84,348	84,354	84,365	84,689	85,054	85,521	
# of Shares for diluted EPS ('000)	82,584	83,424	84,637	83,916	83,959	84,019	84,200	84,348	84,992	85,313	85,488	85,054	87,585	

Quarterly Revenues and Non-GAAP Net Income (Loss)





Thank You

