

A large, stylized red swoosh graphic is positioned in the upper right quadrant of the slide. It consists of two curved, overlapping shapes that resemble a stylized 'S' or a dynamic arrow pointing towards the right.

*Challenge us
to take you further*

Q4 2024 Financial Review

February 2025



February 2025

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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.

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The results reported in this press-release 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.

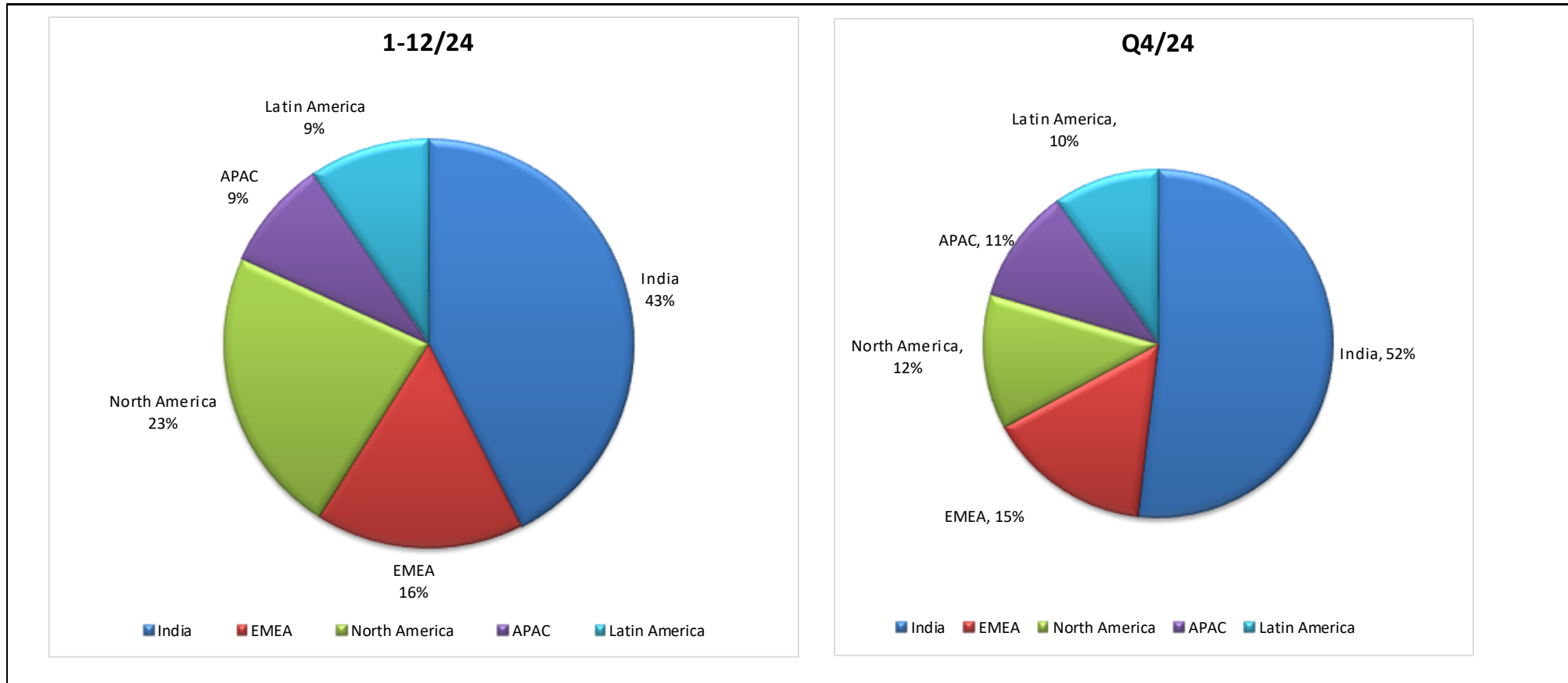
Ceragon's public filings are available on the Securities and Exchange Commission's website at www.sec.gov and may also be obtained from Ceragon's website at www.ceragon.com.

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

| | Q4/21 | Q1/22 | Q2/22 | Q3/22 | Q4/22 | Q1/23 | Q2/23 | Q3/23 | Q4/23 | Q1/24 | Q2/24 | Q3/24 | Q4/24 |
|---------------|-------------|-------------|-------------|-------------|-------------|-------------|-------------|-------------|-------------|-------------|-------------|-------------|-------------|
| India | 30% | 22% | 31% | 28% | 29% | 24% | 31% | 34% | 34% | 29% | 37% | 49% | 52% |
| EMEA | 23% | 25% | 21% | 18% | 20% | 20% | 17% | 15% | 19% | 17% | 20% | 14% | 15% |
| North America | 16% | 19% | 21% | 27% | 23% | 32% | 26% | 26% | 27% | 33% | 24% | 24% | 12% |
| APAC | 10% | 14% | 11% | 10% | 11% | 12% | 11% | 10% | 7% | 9% | 9% | 6% | 11% |
| Latin America | 21% | 20% | 16% | 17% | 17% | 12% | 15% | 15% | 13% | 12% | 10% | 7% | 10% |
| Total | 100% | 100% | 100% | 100% | 100% | 100% | 100% | 100% | 100% | 100% | 100% | 100% | 100% |



NON-GAAP Profit & Loss



| (U.S. dollars in thousands, except share and per share data) | | | | | | | | | | | | | |
|--|----------------|----------------|----------------|---------------|-----------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|
| | Q4/21 | Q1/22 | Q2/22 | Q3/22 | Q4/22 | Q1/23 | Q2/23 | Q3/23 | Q4/23 | Q1/24 | Q2/24 | Q3/24 | Q4/24 |
| Revenues | 77,760 | 70,319 | 70,674 | 78,649 | 75,531 | 83,409 | 86,151 | 87,260 | 90,359 | 88,498 | 96,088 | 102,672 | 106,932 |
| Cost of Revenues | 55,199 | 50,850 | 49,142 | 50,699 | 50,551 | 55,053 | 55,747 | 56,844 | 58,599 | 55,986 | 62,304 | 67,434 | 70,240 |
| Gross profit | 22,561 | 19,469 | 21,532 | 27,950 | 24,980 | 28,356 | 30,404 | 30,416 | 31,760 | 32,512 | 33,784 | 35,238 | 36,692 |
| Gross margin | 29.0% | 27.7% | 30.5% | 35.5% | 33.1% | 34.0% | 35.3% | 34.9% | 35.1% | 36.7% | 35.2% | 34.3% | 34.3% |
| Research & Development | 7,745 | 6,779 | 7,493 | 7,150 | 7,863 | 7,692 | 7,580 | 7,260 | 7,715 | 8,695 | 8,201 | 8,577 | 8,777 |
| % R&D | 10.0% | 9.6% | 10.6% | 9.1% | 10.4% | 9.2% | 8.8% | 8.3% | 8.5% | 9.8% | 8.5% | 8.4% | 8.2% |
| Sales & Marketing | 8,681 | 8,495 | 9,060 | 8,280 | 8,605 | 9,820 | 9,415 | 9,702 | 10,175 | 10,694 | 11,004 | 10,413 | 10,628 |
| % S&M | 11.2% | 12.1% | 12.8% | 10.5% | 11.4% | 11.8% | 10.9% | 11.1% | 11.3% | 12.1% | 11.5% | 10.1% | 9.9% |
| General & Administration | 4,616 | 4,803 | 4,612 | 6,116 | 17,647 | 4,956 | 6,051 | 5,451 | 6,098 | 5,538 | 1,434 | 404 | 5,098 |
| % G&A | 5.9% | 6.8% | 6.5% | 7.8% | 23.4% | 5.9% | 7.0% | 6.2% | 6.7% | 6.3% | 1.5% | 0.4% | 4.8% |
| Total operating expenses | 21,042 | 20,077 | 21,165 | 21,546 | 34,115 | 22,468 | 23,046 | 22,413 | 23,988 | 24,926 | 20,639 | 19,393 | 24,504 |
| Operating profit (loss) | 1,519 | (608) | 367 | 6,404 | (9,135) | 5,888 | 7,358 | 8,003 | 7,772 | 7,585 | 13,145 | 15,844 | 12,189 |
| Operating margin | 2.0% | -0.9% | 0.5% | 8.1% | -12.1% | 7.1% | 8.5% | 9.2% | 8.6% | 8.6% | 13.7% | 15.4% | 11.4% |
| Financial expenses and others, net | 2,691 | 1,184 | 2,531 | 2,011 | 2,858 | 1,816 | 2,171 | 2,086 | 2,538 | 2,300 | 2,600 | 1,211 | 3,493 |
| Income Tax | 855 | 61 | 304 | 269 | 534 | 439 | 787 | 953 | 1,492 | 542 | 609 | 580 | 1,047 |
| Non GAAP Net income (loss) | (2,027) | (1,853) | (2,468) | 4,124 | (12,527) | 3,633 | 4,400 | 4,964 | 3,742 | 4,743 | 9,936 | 14,053 | 7,650 |
| Non GAAP EPS | (0.02) | (0.02) | (0.03) | 0.05 | (0.15) | 0.04 | 0.05 | 0.06 | 0.04 | 0.05 | 0.11 | 0.16 | 0.09 |
| # of Shares for diluted EPS ('000) | 83,916 | 83,959 | 84,019 | 85,970 | 84,348 | 86,712 | 86,747 | 87,228 | 85,054 | 87,585 | 87,922 | 88,334 | 89,988 |

Selected Cash Flow Data

| (U.S. dollars in thousands) | | | | | | | | | | | | | |
|---|-----------------|--------------|----------------|--------------|----------------|--------------|----------------|--------------|----------------|------------|----------------|--------------|--------------|
| | Q4/21 | Q1/22 | Q2/22 | Q3/22 | Q4/22 | Q1/23 | Q2/23 | Q3/23 | Q4/23 | Q1/24 | Q2/24 | Q3/24 | Q4/24 |
| Total cash & cash equivalents | 17,079 | 24,960 | 23,592 | 25,964 | 22,948 | 26,423 | 24,529 | 33,966 | 28,237 | 28,783 | 26,303 | 34,014 | 35,311 |
| Cash flow from operations | (9,740) | (1,816) | (3,173) | 8,597 | (8,503) | 3,509 | 3,181 | 13,237 | 10,961 | 6,527 | 4,822 | 13,720 | 1,129 |
| Capital expenditures | (3,328) | (2,726) | (3,079) | (4,487) | (2,129) | (4,430) | (2,879) | (2,381) | (11,180) | (3,706) | (5,238) | (3,148) | (4,372) |
| Options Exercise | 42 | 81 | 32 | 297 | - | - | 30 | - | 9 | 258 | 284 | 265 | 5,071 |
| Proceeds (repayment) of short-term bank credits and loans, net | 2,900 | 12,150 | 4,950 | (2,000) | 7,600 | 4,350 | (2,300) | (1,350) | (5,600) | (2,100) | (2,050) | (3,250) | - |
| Effect of exchange rate changes on cash and cash equivalents, and other | (30) | 192 | (98) | (35) | 16 | 46 | 74 | (64) | 81 | (433) | (298) | 124 | (531) |
| Net Change in Cash | (10,156) | 7,881 | (1,368) | 2,372 | (3,016) | 3,475 | (1,894) | 9,437 | (5,729) | 546 | (2,480) | 7,711 | 1,297 |

Selected Balance Sheet Data



| | (U.S. dollars in thousands, except DSO data) | | | | | | | | | | | | |
|--|--|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|
| | Q4/21 | Q1/22 | Q2/22 | Q3/22 | Q4/22 | Q1/23 | Q2/23 | Q3/23 | Q4/23 | Q1/24 | Q2/24 | Q3/24 | Q4/24 |
| Cash and Cash Equivalents | 17,079 | 24,960 | 23,592 | 25,964 | 22,948 | 26,423 | 24,529 | 33,966 | 28,237 | 28,783 | 26,303 | 34,014 | 35,311 |
| Trade Receivables | 118,310 | 120,682 | 122,734 | 115,871 | 100,034 | 100,590 | 107,592 | 104,593 | 104,321 | 97,386 | 112,895 | 121,550 | 149,619 |
| DSOs | 149 | 150 | 152 | 142 | 124 | 119 | 121 | 115 | 110 | 101 | 114 | 118 | 139 |
| Inventory | 61,398 | 58,060 | 60,710 | 64,227 | 72,009 | 68,742 | 67,836 | 70,050 | 68,811 | 61,029 | 59,490 | 59,800 | 59,693 |
| Inventory Days | 111 | 103 | 107 | 114 | 130 | 122 | 116 | 117 | 110 | 97 | 92 | 88 | 85 |
| Working capital | 87,799 | 87,494 | 82,105 | 83,335 | 77,911 | 79,518 | 83,536 | 88,405 | 84,987 | 84,235 | 88,966 | 101,862 | 109,590 |
| Short-term loans | 14,800 | 26,950 | 31,900 | 29,900 | 37,500 | 41,850 | 39,550 | 38,200 | 32,600 | 30,500 | 28,450 | 25,200 | 25,200 |
| Shareholders' Equity | 137,151 | 135,856 | 131,973 | 132,757 | 119,783 | 122,808 | 126,382 | 130,514 | 134,019 | 135,017 | 143,501 | 157,172 | 166,324 |
| % - Shareholders' Equity/ Total assets | 47% | 45% | 43% | 44% | 41% | 42% | 43% | 43% | 45% | 47% | 48% | 50% | 48% |
| Total Balance Sheet | 292,563 | 300,187 | 304,980 | 302,336 | 289,318 | 290,316 | 294,464 | 301,134 | 298,525 | 286,379 | 299,035 | 317,274 | 344,996 |

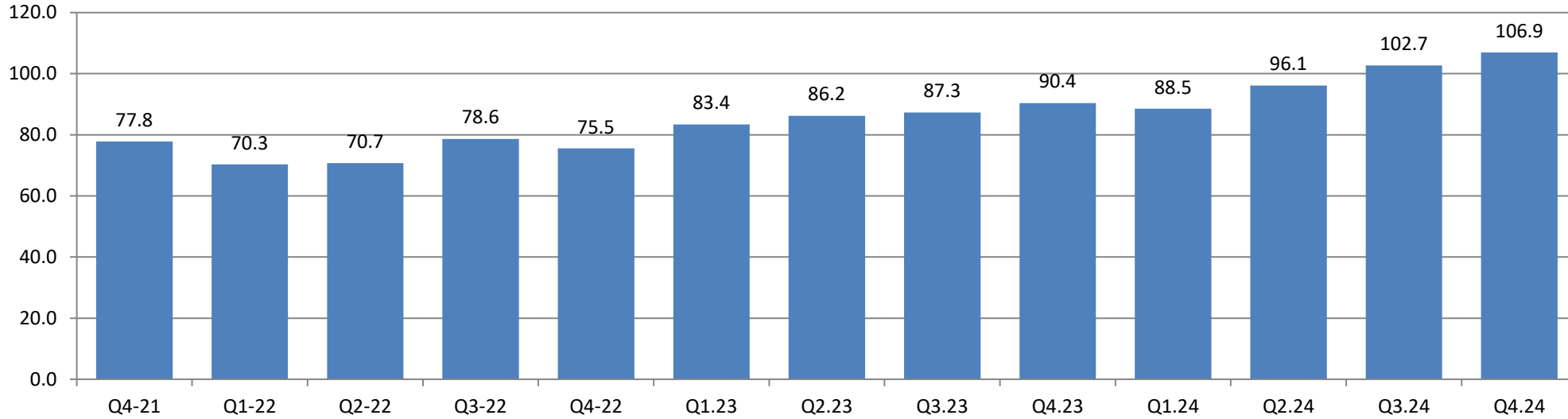
Reported results – Reconciliation to GAAP



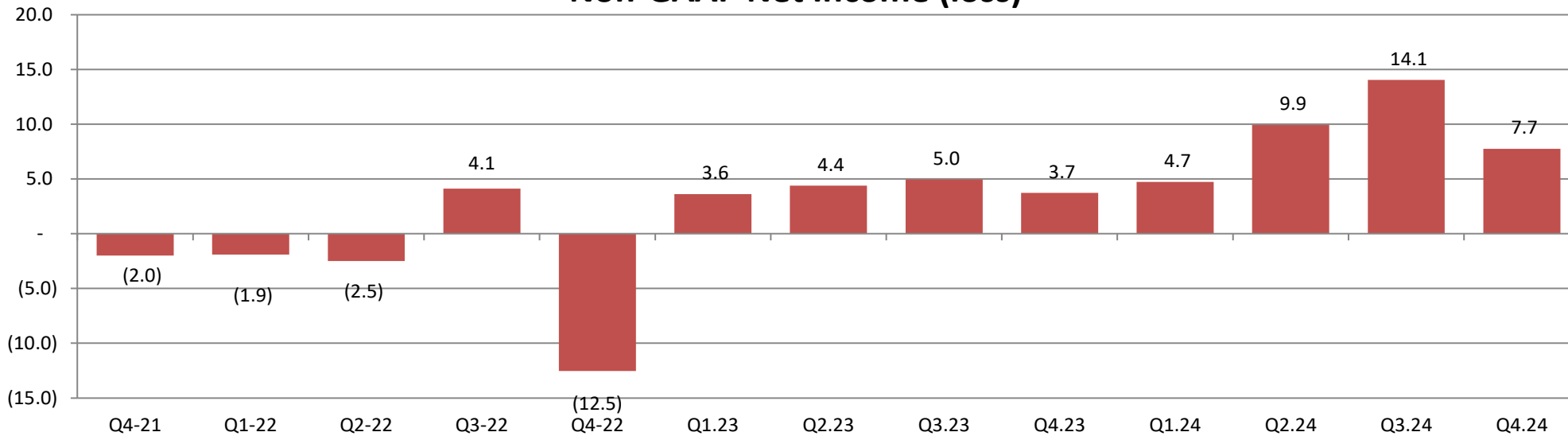
| | (U.S. dollars in thousands, except share and per share data) | | | | | | | | | | | | |
|---|--|---------|---------|--------|----------|--------|--------|--------|---------|--------|--------|--------|--------|
| | Q4/21 | Q1/22 | Q2/22 | Q3/22 | Q4/22 | Q1/23 | Q2/23 | Q3/23 | Q4/23 | Q1/24 | Q2/24 | Q3/24 | Q4/24 |
| Non GAAP Net income (loss) | (2,027) | (1,853) | (2,468) | 4,124 | (12,527) | 3,633 | 4,400 | 4,964 | 3,742 | 4,743 | 9,936 | 14,053 | 7,650 |
| Stock based compensation expenses | 891 | 746 | 689 | 1,167 | 958 | 1,170 | 810 | 1,048 | 938 | 904 | 1,566 | 907 | 921 |
| Changes in indirect tax positions | (399) | - | 1 | 1 | 279 | (0) | - | - | - | - | - | - | - |
| Amortization of acquired intangible assets | - | - | - | - | - | - | - | - | 106 | 460 | 306 | 306 | 306 |
| Excess cost on acquired inventory in business combination | - | - | - | - | - | - | - | - | 525 | 124 | - | - | - |
| Loss from termination of joint development agreement | - | - | - | - | - | - | - | - | 1,199 | - | - | - | - |
| Restructuring and related charges | - | - | - | - | - | - | 897 | - | - | 1,416 | - | - | - |
| Acquisition -and integration-related costs | - | - | - | - | - | - | - | 283 | 835 | 462 | 915 | - | 283 |
| Retired CEO compensation | - | (96) | - | - | - | - | - | - | - | - | - | - | - |
| Hostile attempt related costs | - | - | - | 3,971 | 249 | - | - | - | - | - | - | - | - |
| Settlement of Class Action Claimed in 2015 | - | - | - | - | - | - | - | - | - | - | - | - | 1,160 |
| Leases - financial expenses (income) | 706 | (425) | (1,774) | (233) | 154 | (358) | (285) | (364) | 754 | (112) | (207) | 501 | (15) |
| Non-cash revaluation associated with acquisition | - | - | - | - | - | - | - | - | 110 | 673 | (477) | 122 | 1,385 |
| Non-cash tax adjustments | 8,987 | 210 | 136 | 81 | 851 | 853 | 890 | 630 | 478 | 413 | - | - | - |
| GAAP Net Income (Loss) | (12,212) | (2,288) | (1,520) | (863) | (15,018) | 1,968 | 2,088 | 3,367 | (1,203) | 403 | 7,833 | 12,217 | 3,610 |
| GAAP EPS | (0.15) | (0.03) | (0.02) | (0.01) | (0.18) | 0.02 | 0.02 | 0.04 | (0.01) | 0.00 | 0.09 | 0.14 | 0.04 |
| # of Shares for basic EPS ('000) | 83,916 | 83,959 | 84,019 | 84,200 | 84,348 | 84,354 | 84,365 | 84,689 | 85,054 | 85,521 | 85,744 | 86,280 | 87,208 |
| # of Shares for diluted EPS ('000) | 83,916 | 83,959 | 84,019 | 84,200 | 84,348 | 84,992 | 85,313 | 85,488 | 85,054 | 87,585 | 87,922 | 88,334 | 89,988 |

Quarterly Revenues and Non-GAAP Net Income (Loss)

Revenues



Non-GAAP Net Income (loss)





Thank You

