



Cellebrite

Digital intelligence
for a safer world

Investor Kit Third Quarter 2021



Cellebrite DI Ltd. Condensed and Consolidated - US GAAP Income Statements
(U.S. Dollars in thousands, except share and per share data - unaudited)

	FY 2019					FY 2020					FY 2021				
	Yr Ended 31-Dec	Quarter Ended				Yr Ended 31-Dec	Quarter Ended				Yr Ended 31-Dec	Quarter Ended			
		31-Mar	30-Jun	30-Sep	31-Dec		31-Mar	30-Jun	30-Sep	31-Dec		31-Mar	30-Jun	30-Sep	
Revenue:															
Subscription services and technical support	\$ 81,505	\$ 22,597	\$ 24,405	\$ 25,841	\$ 27,771	\$ 100,614	\$ 28,974	\$ 29,870	\$ 30,046		\$ 100,614	\$ 28,974	\$ 29,870	\$ 30,046	
Term-license	5,142	2,926	6,763	9,163	10,279	29,131	11,547	11,588	21,205		29,131	11,547	11,588	21,205	
Total subscription	86,647	25,523	31,168	35,004	38,050	129,745	40,521	41,458	51,251		129,745	40,521	41,458	51,251	
Perpetual license and other	59,175	7,960	10,506	11,838	11,832	42,136	7,743	10,382	6,657		42,136	7,743	10,382	6,657	
Professional services	26,032	5,251	4,096	6,399	7,286	23,032	5,019	7,328	7,979		23,032	5,019	7,328	7,979	
Total revenue	171,854	38,734	45,770	53,241	57,168	194,913	53,283	59,168	65,887		194,913	53,283	59,168	65,887	
Cost of revenue:															
Subscription services and technical support	6,585	2,195	2,268	2,278	2,054	8,795	2,482	2,192	2,650		8,795	2,482	2,192	2,650	
Term-license	189	137	222	577	773	1,709	357	538	651		1,709	357	538	651	
Perpetual license and other	10,049	2,423	2,117	1,930	2,900	9,370	1,060	1,816	2,282		9,370	1,060	1,816	2,282	
Professional services	19,000	4,884	3,612	4,716	4,793	18,005	4,300	5,522	6,371		18,005	4,300	5,522	6,371	
Total cost of revenue	35,823	9,639	8,219	9,501	10,520	37,879	8,199	10,068	11,954		37,879	8,199	10,068	11,954	
Gross profit	136,031	29,095	37,551	43,740	46,648	157,034	45,084	49,100	53,933		157,034	45,084	49,100	53,933	
Operating expenses:															
Research and development, net	46,573	13,005	13,702	12,899	14,771	54,377	14,893	15,388	16,427		54,377	14,893	15,388	16,427	
Selling and marketing	61,610	15,336	13,044	15,162	17,763	61,305	16,518	18,509	20,123		61,305	16,518	18,509	20,123	
General and administrative	25,334	7,252	9,140	6,696	8,357	31,445	9,286	6,982	20,475		31,445	9,286	6,982	20,475	
Other	4,034				689	689					689				
Total operating expenses	137,551	35,593	35,886	34,757	41,580	147,816	40,697	40,879	57,025		147,816	40,697	40,879	57,025	
Operating income (loss)	[1,520]	[6,498]	1,665	8,983	5,068	9,218	4,387	8,221	[3,092]		9,218	4,387	8,221	[3,092]	
Financial Income, net	2,935	142	1,015	417	605	2,179	366	496	17,812		2,179	366	496	17,812	
Income (loss) before taxes on income	1,415	[6,356]	2,680	9,400	5,673	11,397	4,753	8,717	14,720		11,397	4,753	8,717	14,720	
Taxes on income	3,291	901	717	1,279	2,719	5,616	1,163	921	6,581		5,616	1,163	921	6,581	
Net Income (loss)	\$ [1,876]	\$ [7,257]	\$ 1,963	\$ 8,121	\$ 2,954	\$ 5,781	\$ 3,590	\$ 7,796	\$ 8,139		\$ 5,781	\$ 3,590	\$ 7,796	\$ 8,139	
Diluted net earnings (loss) per share	\$ [0.08]	\$ [0.09]	\$ [0.01]	\$ 0.03	\$ [0.01]	\$ [0.08]	\$ [0.00]	\$ 0.02	\$ 0.05		\$ [0.08]	\$ [0.00]	\$ 0.02	\$ 0.05	
Pro-forma weighted average number of shares used to compute diluted net earnings per share	121,560,817	128,486,397	123,337,827	157,968,025	123,773,763	123,696,624	130,077,090	125,404,745	163,348,212		123,696,624	130,077,090	125,404,745	163,348,212	
Gross margin	79.2%	75.1%	82.0%	82.2%	81.6%	80.6%	84.6%	83.0%	81.9%		80.6%	84.6%	83.0%	81.9%	
R&D % of total revenue	27.1%	33.6%	29.9%	24.2%	25.8%	27.9%	28.0%	26.0%	24.9%		27.9%	28.0%	26.0%	24.9%	
S&M % of total revenue	35.9%	39.6%	28.5%	28.5%	31.1%	31.5%	31.0%	31.3%	30.5%		31.5%	31.0%	31.3%	30.5%	
G&A % of total revenue	2.3%	18.7%	20.0%	12.6%	14.6%	0.4%	17.4%	11.8%	31.1%		0.4%	17.4%	11.8%	31.1%	
Total Operating Expenses % of total revenues	80.0%	91.9%	78.4%	65.3%	71.5%	75.8%	76.4%	69.1%	86.5%		75.8%	76.4%	69.1%	86.5%	
Operating margin	-0.9%	-16.8%	3.6%	16.9%	10.1%	4.7%	8.2%	13.9%	-4.7%		4.7%	8.2%	13.9%	-4.7%	
Tax rate	232.6%	-14.2%	26.8%	13.6%	47.9%	49.3%	24.5%	10.6%	44.7%		49.3%	24.5%	10.6%	44.7%	
Net margin	-1.1%	-18.7%	4.3%	15.3%	6.4%	3.0%	6.7%	13.2%	12.4%		3.0%	6.7%	13.2%	12.4%	

Note: This document should be read in conjunction with the Company's SEC Filings.



Cellebrite DI Ltd. Condensed and Consolidated - Non-GAAP Income Statements
(U.S. Dollars in thousands, except share and per share data - unaudited)

	FY 2019	FY 2020				FY 2021	FY 2021		
	Yr Ended 31-Dec	Quarter Ended				Yr Ended 31-Dec	Quarter Ended		
		31-Mar	30-Jun	30-Sep	31-Dec		31-Mar	30-Jun	30-Sep
Revenue:									
Subscription services and technical support	\$ 81,505	\$ 22,597	\$ 24,405	\$ 25,841	\$ 27,771	\$ 100,614	\$ 28,974	\$ 29,870	\$ 30,046
Term-license	5,142	2,926	6,763	9,163	10,279	29,131	11,547	11,588	21,205
Total subscription	86,647	25,523	31,168	35,004	38,050	129,745	40,521	41,458	51,251
Perpetual license and other	59,175	7,960	10,506	11,838	11,832	42,136	7,743	10,382	6,657
Professional services	26,032	5,251	4,096	6,399	7,286	23,032	5,019	7,328	7,979
Total revenue	171,854	38,734	45,770	53,241	57,168	194,913	53,283	59,168	65,887
Cost of revenue:									
Subscription services and technical support	6,469	2,176	2,252	2,257	2,031	8,716	2,460	2,170	2,610
Term-license	189	137	222	577	773	1,709	357	538	651
Perpetual license and other	10,049	2,423	2,117	1,930	2,900	9,370	1,060	1,816	2,282
Professional services	18,926	4,861	3,541	4,658	4,722	17,781	4,245	5,474	6,253
Total cost of revenue	35,633	9,597	8,131	9,422	10,426	37,576	8,121	9,997	11,795
Gross profit	136,222	29,137	37,639	43,819	46,742	157,337	45,162	49,171	54,092
Operating expenses:									
Research and development, net	45,361	12,366	12,355	11,863	13,745	50,329	13,727	14,125	14,912
Selling and marketing	58,641	14,320	12,848	13,664	16,829	57,660	15,257	17,206	18,286
General and administrative	16,946	5,332	5,155	5,707	6,626	22,820	5,983	6,386	7,426
Total operating expenses	120,949	32,018	30,358	31,234	37,200	130,809	34,967	37,716	40,623
Non-GAAP operating income (loss)	15,273	(2,881)	7,281	12,585	9,543	26,528	10,195	11,454	13,468
Financial Income, net	2,935	142	1,015	417	605	2,179	366	496	17,812
Income (loss) before taxes on income	18,208	(2,739)	8,296	13,002	10,148	28,707	10,561	11,950	31,280
Taxes on income	3,291	901	717	1,279	2,719	5,616	1,163	921	6,581
Income tax adjustment	866	(78)	(417)	(207)	(441)	(1,142)	(804)	(154)	(1,210)
One time tax expense	-	-	-	-	-	-	-	-	7,067
Finance expenses (income)	-	-	-	-	-	-	-	-	(17,252)
Non-GAAP net income (loss)	\$ 15,783	\$ (3,718)	\$ 7,162	\$ 11,516	\$ 6,988	\$ 21,949	\$ 8,594	\$ 10,876	\$ 13,304
Diluted net earnings (loss) per share	\$ 0.13	\$ (0.03)	\$ 0.06	\$ 0.07	\$ 0.06	\$ 0.18	\$ 0.07	\$ 0.09	\$ 0.08
Pro-forma weighted average number of shares used to compute diluted net earnings per share	121,560,817	128,486,397	123,337,827	157,968,025	123,773,763	123,696,624.0	130,077,090	125,404,745	163,348,212
Gross margin	79.3%	75.2%	82.2%	82.3%	81.8%	80.7%	84.8%	83.1%	82.1%
R&D % of total revenue	26.4%	31.9%	27.0%	22.3%	24.0%	25.8%	25.8%	23.9%	22.6%
S&M % of total revenue	34.1%	37.0%	28.1%	25.7%	29.4%	29.6%	28.6%	29.1%	27.8%
G&A % of total revenue	9.9%	13.8%	11.3%	10.7%	11.6%	11.7%	11.2%	10.8%	11.3%
Total Operating Expenses % of total revenues	70.4%	82.7%	66.3%	58.7%	65.1%	67.1%	65.6%	63.7%	61.7%
Operating margin	8.9%	-7.4%	15.9%	23.6%	16.7%	13.6%	19.1%	19.4%	20.4%
Tax rate	13.3%	-35.7%	13.7%	11.4%	31.1%	23.5%	18.6%	9.0%	47.5%
Net margin	9.2%	-9.6%	15.6%	21.6%	12.2%	11.3%	16.1%	18.4%	20.2%

Note: This document should be read in conjunction with the Company's SEC Filings.



Cellebrite DI Ltd. Condensed and Consolidated - Balance Sheets
(U.S. Dollars in thousands)

ASSETS

Current Assets

	Yr Ended 31-Dec	Quarter Ended			Yr Ended 31-Dec	Quarter Ended		
		31-Mar	30-Jun	30-Sep		31-Mar	30-Jun	30-Sep
Cash and cash equivalents	\$ 76,546	\$ 66,265	\$ 41,251	\$ 113,020	\$ 128,709	\$ 134,838	\$ 166,286	\$ 109,886
Restricted cash	5,137	5,129	5,141	5,138	5,137	5,127	5,107	-
Short-term deposits	123,706	101,709	147,862	91,875	108,928	101,421	79,848	61,801
Trade receivables	44,237	41,875	41,276	59,807	66,324	59,585	52,283	76,215
Prepaid expenses and other current assets	6,234	7,257	6,804	7,298	7,439	7,370	9,919	14,055
Contract acquisition costs	2,063	2,168	2,382	2,629	2,979	3,122	3,761	4,563
Inventories	3,960	4,452	5,021	4,624	4,754	4,865	4,857	4,808
Total current assets	261,883	228,855	249,737	284,391	324,270	316,328	322,061	271,328

Non-current assets

Other non-current assets	447	345	237	204	565	2,314	4,872	179
Deferred tax assets, net	3,086	4,213	3,797	3,419	7,372	8,265	8,114	9,475
Property and equipment, net	14,824	15,975	16,668	16,599	16,106	16,285	16,608	16,392
Intangible assets, net	-	7,771	7,385	6,998	6,611	6,225	8,788	8,312
Goodwill	-	9,463	9,463	9,463	9,463	9,463	9,463	9,463
Total non-current assets	18,357	37,767	37,550	36,683	40,117	42,552	47,845	48,321

Total Assets

	\$ 280,240	\$ 266,622	\$ 287,287	\$ 321,074	\$ 364,387	\$ 358,880	\$ 369,906	\$ 315,149
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LIABILITIES AND SHAREHOLDERS' EQUITY

Current Liabilities

Trade payables	\$ 5,360	\$ 5,554	\$ 3,910	\$ 2,985	\$ 4,727	\$ 4,525	\$ 4,419	\$ 5,756
Other accounts payable and accrued expenses	24,338	23,884	29,148	36,137	49,112	39,431	44,448	\$ 51,732
Deferred revenues	69,462	68,960	77,190	90,860	105,543	103,950	102,327	\$ 115,017
Restricted Sponsor Shares liability	-	-	-	-	-	-	-	\$ 55,893
Price Adjustment Shares liability	-	-	-	-	-	-	-	\$ 103,338
Derivative warrant liabilities	-	-	-	-	-	-	-	\$ 71,984
Total current liabilities	99,160	98,398	110,248	129,982	159,382	147,906	151,194	403,720

Long-term Liabilities

Liability for employees' severance benefits	429	418	428	430	366	356	363	363
Other long term liabilities	1,690	3,123	4,813	5,560	6,191	6,344	6,538	6,652
Long-term deferred revenues	18,928	19,406	22,426	26,128	33,439	34,900	33,038	34,398
Total long-term liabilities	21,047	22,947	27,667	32,118	39,996	41,600	39,939	41,413

Total Liabilities

	\$ 120,207	\$ 121,345	\$ 137,915	\$ 162,100	\$ 199,378	\$ 189,506	\$ 191,133	\$ 445,133
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Redeemable convertible preferred shares

	101,205	101,205	101,205	101,205	101,205	101,205	101,205	-
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Shareholders' equity

Share capital	* -	* -	* -	* -	* -	* -	* -	* -
Additional paid-in capital	25,463	27,285	29,369	31,194	34,226	35,925	37,815	(156,339)
Treasury stock, NIS 0.00001 par value; 41,776 ordinary shares	-	-	(85)	(85)	(85)	(85)	(85)	(85)
Accumulated other comprehensive income	804	1,482	1,617	1,273	1,321	397	110	(78)
Retained earnings	32,561	15,305	17,266	25,387	28,342	31,932	39,728	26,518
Total shareholders' equity	58,828	44,072	48,167	57,769	63,804	68,169	77,568	(129,984)

Total liabilities, redeemable convertible preferred shares and shareholders' equity

	\$ 280,240	\$ 266,622	\$ 287,287	\$ 321,074	\$ 364,387	\$ 358,880	\$ 369,906	\$ 315,149
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* Less than US\$ 1.

Note: This document should be read in conjunction with the Company's SEC Filings.



Cellebrite DI Ltd. Condensed and Consolidated - Quarterly US GAAP Cash Flows
(U.S. Dollars in thousands - unaudited)

Cash flows from operating activities:

	FY 2019	FY 2020				Yr Ended 31-Dec	FY 2021		
	Yr Ended 31-Dec	31-Mar	30-Jun	30-Sep	31-Dec		31-Mar	30-Jun	30-Sep
Net income (loss)	\$ (1,876)	\$ (7,257)	\$ 1,963	\$ 8,121	\$ 2,954	\$ 5,781	\$ 3,590	\$ 7,796	\$ 8,139
Adjustments to reconcile net income to net cash provided by (used in) operating activities:									
Employees' stock option compensation and RSU's	12,759	1,822	2,084	1,825	1,540	7,271	1,699	1,703	1,417
Depreciation and amortization	4,079	1,151	1,506	1,689	1,533	5,879	1,482	1,698	2,097
Deferred income taxes	(1,667)	506	417	378	(4,119)	(2,818)	(703)	134	(1,338)
Revaluation of derivative warrants	-	-	-	-	-	-	-	-	3,539
Revaluation of earn out shares	-	-	-	-	-	-	-	-	(20,791)
Other	-	-	-	-	689	689	-	-	-
Increase (decrease) in liability for severance benefits, net	131	(11)	10	2	(64)	(63)	(10)	7	2
Decrease (increase) in trade receivables	(12,220)	3,466	659	(18,259)	(5,597)	(19,731)	6,237	7,472	(24,357)
Increase (decrease) in deferred revenue	15,841	558	10,789	16,255	20,136	47,738	1,248	(3,940)	15,344
Decrease (increase) in other non-current assets	(3,141)	(24)	12	33	314	335	(1,749)	(2,559)	4,693
Decrease (Increase) in prepaid expenses and other current assets	(27)	(626)	881	(401)	(193)	(339)	(2,009)	(3,149)	(5,687)
Decrease (Increase) in inventories	794	(429)	(567)	403	(100)	(693)	(138)	15	36
Increase (decrease) in trade payables	974	(193)	(1,898)	(1,009)	1,667	(1,433)	(59)	(235)	1,494
Increase (decrease) in other accounts payable and accrued expenses	(158)	(3,983)	6,924	6,852	12,656	22,449	(9,523)	4,953	7,249
Increase in other long-term liabilities	644	-	-	747	698	1,445	153	194	116
Net cash provided by (used in) operating activities	16,133	(5,020)	22,780	16,636	32,114	66,510	218	14,089	(8,047)
Cash flows from investing activities:									
Purchase of property and equipment	(6,209)	(1,998)	(1,629)	(1,162)	(1,392)	(6,181)	(1,308)	(1,546)	(1,479)
Payment related to business combination, net of cash acquired	-	(15,046)	-	-	-	(15,046)	-	-	-
Assets acquisition	-	-	-	-	-	-	-	(3,000)	-
Short term deposits, net	(40,513)	21,997	(46,153)	55,986	(17,052)	14,778	7,507	21,573	18,047
Net cash provided by (used in) investing activities	(46,722)	4,953	(47,782)	54,824	(18,444)	(6,449)	6,199	17,027	16,568
Cash flows from financing activities:									
Repurchase of common shares	(808)	-	(85)	-	-	(85)	-	-	-
Proceeds from recapitalization transaction, net	-	-	-	-	-	-	-	-	29,298
Payment of dividend	(25,000)	(10,000)	-	-	-	(10,000)	-	-	(100,000)
Exercise of options to shares	101,346	-	-	-	1,492	1,492	-	187	1,174
Net cash provided by (used in) financing activities	75,538	(10,000)	(85)	0	1,492	(8,593)	-	187	(69,528)
Net increase (decrease) in cash and cash equivalents and restricted cash	44,949	(10,067)	(25,087)	71,460	15,162	51,468	6,417	31,303	(61,007)
Net effect of Currency Translation on cash and cash equivalents	(67)	(222)	85	306	526	695	(298)	125	(500)
Cash and cash equivalents and restricted cash at beginning of period	36,801	81,683	71,394	46,392	118,158	81,683	133,846	139,965	171,393
Cash and cash equivalents and restricted cash at end of period	\$ 81,683	\$ 71,394	\$ 46,392	\$ 118,158	\$ 133,846	\$ 133,846	\$ 139,965	\$ 171,393	\$ 109,886
Supplemental cash flow information:									
Cash paid for taxes	\$ 3,000	\$ 149	\$ 484	\$ 699	\$ 1,579	\$ 2,911	\$ 3,407	\$ 2,254	\$ 738
Purchase of property and equipment on suppliers' credit	\$ 263	\$ 107	\$ 88	\$ 58	\$ (81)	\$ 172	\$ 165	\$ 19	\$ (119)

Note: This document should be read in conjunction with the Company's SEC Filings.



GAAP to Non-GAAP Reconciliations

(U.S. Dollars in thousands, except share and per share data)

	FY 2019	FY 2020				FY 2021	FY 2021		
	Yr Ended 31-Dec	Quarter Ended				Yr Ended 31-Dec	Quarter Ended		
		31-Mar	30-Jun	30-Sep	31-Dec		31-Mar	30-Jun	30-Sep
GAAP operating income (loss)	\$ (1,520)	\$ (6,498)	\$ 1,665	\$ 8,983	\$ 5,068	\$ 9,218	\$ 4,387	\$ 8,221	\$ (3,092)
One-time expense	4,034	-	1,519	-	-	1,519	-	-	-
Issuance expenses	-	-	-	-	-	-	-	-	11,834
Dividend participation compensation	-	-	-	-	-	-	-	-	966
Share based compensation expense	12,759	1,822	2,084	1,825	1,540	7,271	1,699	1,703	1,417
Amortization of intangible assets	-	129	387	386	387	1,289	388	435	541
Acquisition related costs	-	1,666	1,626	1,391	1,859	6,542	3,721	1,095	1,802
Capital loss from FA disposal	-	-	-	-	689	689	-	-	-
Non-GAAP operating income (loss)	\$ 15,273	\$ (2,881)	\$ 7,281	\$ 12,585	\$ 9,543	\$ 26,528	\$ 10,195	\$ 11,454	\$ 13,468
GAAP net income (loss)	\$ (1,876)	\$ (7,257)	\$ 1,963	\$ 8,121	\$ 2,954	\$ 5,781	\$ 3,590	\$ 7,796	\$ 8,139
One-time expense	4,034	-	1,519	-	-	1,519	-	-	-
One-time tax expense	-	-	-	-	-	-	-	-	7,067
Issuance expenses	-	-	-	-	-	-	-	-	11,834
Dividend participation compensation	-	-	-	-	-	-	-	-	966
Share based compensation expense	12,759	1,822	2,084	1,825	1,540	7,271	1,699	1,703	1,417
Amortization of intangible assets	-	129	387	386	387	1,289	388	435	541
Acquisition related costs	-	1,666	1,626	1,391	1,859	6,542	3,721	1,095	1,802
Capital loss from FA disposal	-	-	-	-	689	689	-	-	-
Income tax expense	866	(78)	(417)	(207)	(441)	(1,142)	(804)	(154)	(1,210)
Finance expenses (income)	-	-	-	-	-	-	-	-	(17,252)
Non-GAAP net income (loss)	\$ 15,783	\$ (3,718)	\$ 7,162	\$ 11,516	\$ 6,989	\$ 21,949	\$ 8,594	\$ 10,876	\$ 13,304
Net income (loss)	\$ (1,876)	\$ (7,257)	\$ 1,963	\$ 8,121	\$ 2,954	\$ 5,781	\$ 3,590	\$ 7,796	\$ 8,139
Financial Income	(2,935)	(142)	(1,015)	(417)	(605)	(2,179)	(366)	(496)	(17,812)
Tax expenses	3,291	901	717	1,279	2,719	5,616	1,163	921	6,581
Depreciation and amortization	4,079	1,151	1,506	1,689	1,533	5,879	1,481	1,699	2,097
One-time expense	4,034	-	1,519	-	-	1,519	-	-	-
Issuance expenses	-	-	-	-	-	-	-	-	11,834
Dividend participation compensation	-	-	-	-	-	-	-	-	966
Share based compensation expense	12,759	1,822	2,084	1,825	1,540	7,271	1,699	1,703	1,417
Acquisition related costs	-	1,666	1,626	1,391	1,859	6,542	3,721	1,095	1,802
Capital loss from FA disposal	-	-	-	-	689	689	-	-	-
Adjusted EBITDA	\$ 19,352	\$ (1,859)	\$ 8,400	\$ 13,888	\$ 10,689	\$ 31,118	\$ 11,288	\$ 12,718	\$ 15,025

Note: This document should be read in conjunction with the Company's SEC Filings.



Cellebrite DI Ltd. - Revenues mix
(U.S. Dollars in thousands - unaudited)

Revenue by geography:

	FY 2019		FY 2020				FY 2021		
	Yr Ended 31-Dec	31-Mar	Quarter Ended		31-Dec	Yr Ended 31-Dec	31-Mar	Quarter Ended	30-Sep
			30-Jun	30-Sep				30-Jun	
Americas	\$ 89,514	\$ 21,044	\$ 23,000	\$ 29,943	\$ 26,848	\$ 100,835	\$ 27,135	\$ 30,221	\$ 37,436
EMEA	55,911	12,977	13,813	17,532	21,485	65,807	19,671	19,684	21,208
APAC	26,429	4,713	8,957	5,765	8,836	28,271	6,477	9,263	7,243
Total revenue	\$ 171,854	\$ 38,734	\$ 45,770	\$ 53,240	\$ 57,169	\$ 194,913	\$ 53,283	\$ 59,168	\$ 65,887

Revenue % of total:

Americas	52.1%	54.3%	50.3%	56.2%	47.0%	51.7%	50.9%	51.1%	56.8%
EMEA	32.5%	33.5%	30.2%	32.9%	37.6%	33.8%	36.9%	33.3%	32.2%
APAC	15.4%	12.2%	19.6%	10.8%	15.5%	14.5%	12.2%	15.7%	11.0%
Total revenue	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%

Annual recurring revenue (in millions)

Recurring revenue net dollar-based retention rate

Annual recurring revenue (in millions)	92	99	109	121	137	137	150	159	171
Recurring revenue net dollar-based retention rate	126%	128%	138%	140%	142%	142%	148%	142%	139%

Note: This document should be read in conjunction with the Company's SEC Filings.