



THE #1 WIRELESS HAULING SPECIALIST POSITIONED TO LEAD IN A GROWING MARKET

Investor Presentation // June 2020

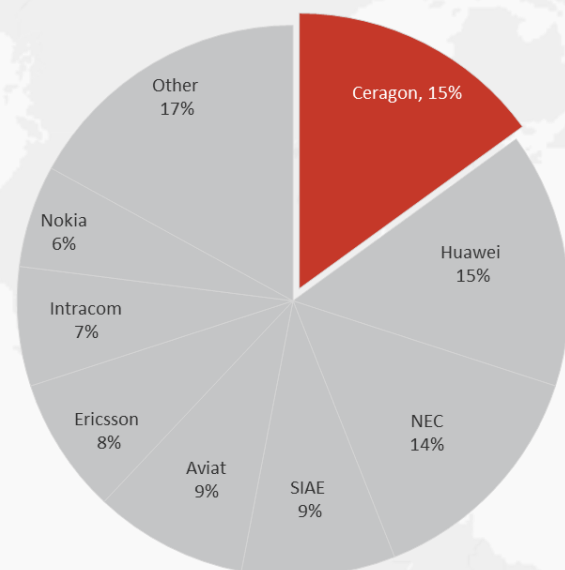
SAFE HARBOR

This presentation contains statements concerning Ceragon's future prospects that are "forward-looking statements" within the meaning of the Securities Act of 1933 and the Securities Exchange Act of 1934, as amended, and the safe-harbor provisions of the Private Securities Litigation Reform Act of 1995. Such forward-looking statements are based on the current beliefs, expectations and assumptions of Ceragon's management about Ceragon's business, financial condition, results of operations, micro and macro market trends and other issues addressed or reflected therein. Examples of forward-looking statements include: projections of demand, revenues, net income, gross margin, capital expenditures and liquidity, competitive pressures, order timing, growth prospects, product development, financial resources, cost savings and other financial matters. You may identify these and other forward-looking statements by the use of words such as "may", "plans", "anticipates", "believes", "estimates", "targets", "expects", "intends", "potential" or the negative of such terms, or other comparable terminology. These forward-looking statements are subject to risks and uncertainties that may cause actual results to differ materially, including the risk of a disruption to our and our customers' business related to the outbreak of the novel coronavirus (COVID-19) pandemic ("Coronavirus"); the risk of macro-economic downturn and slowdown of development and significant decline of business that can harm our and our customers' ability to conduct or further develop our/their business, including, cancellation, suspension or reduction in the investment in new equipment purchases, postponement or cancellation of rollout of wireless networks, postponement in the transition to 5G technologies and in the introduction of new products and capabilities, inability to deliver and perform under our contracts, disruption to our supply chain and production capacity, adverse effect on our and our customers' financial performance, cash flow, revenue and financial results, available cash and financing, and our ability to bill and collect amounts due from our customers; the risks relating to the concentration of a significant portion of Ceragon's expected business in certain countries and particularly in India, where a small number of customers are expected to represent a significant portion of our revenues, including the risks of deviations from our expectations of timing and size of orders from these customers; the risk of delays in converting design wins into revenue as well as the expected revenue growth; risks associated with any failure to meet our product development timetable and specifications and to maintain our technological advantage over our competitors; risks associated with any failure to effectively compete with other wireless equipment providers; the risk that the rollout of 5G services could take longer or differently than anticipated; and other risks and uncertainties detailed from time to time in Ceragon's Annual Report on Form 20-F, Item 3, under the caption "Risk Factors", and Ceragon's other filings with the Securities and Exchange Commission, that represent our views only as of the date they are made and should not be relied upon as representing our views as of any subsequent date. Such forward-looking statements do not purport to be predictions of future events or circumstances, and therefore, there can be no assurance that any forward-looking statement contained in our announcements, presentations, or commentary will prove to be accurate. We do not assume any obligation to update any forward-looking statements.

CERAGON AT A GLANCE

INNOVATIVE, MARKET LEADER 4G & 5G NETWORK ENABLER

Customers who choose based on value of technology select Ceragon



2019 BEST-OF-BREED MARKET SHARE

Source: Ceragon estimates based on SkyLight Research. March 2020
*Others include vendors with less than 2% share

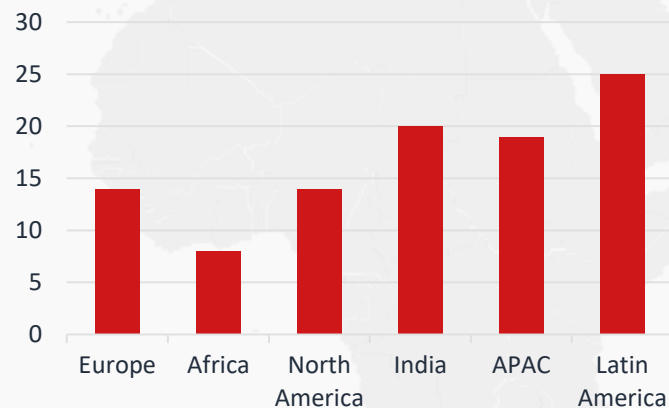
GLOBAL COMPANY

Significant activity in each region



% of revenue
Last 12 months

BALANCED REVENUE MIX



COMPANY SNAPSHOT

+2,000

TOTAL CUSTOMERS

+1M

SYSTEMS DEPLOYED

+140

COUNTRIES WITH
SYSTEMS DEPLOYED

1,000+

EMPLOYEES
GLOBALLY

\$0.99-\$3.25

52 WEEK LOW/HIGH^(A)

(A) Source: Nasdaq as of 6/17/2020

WE DO WIRELESS HAULING

CRITICAL TECHNOLOGY FOR 4G AND 5G NETWORKS



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

Connects approximately 50% of all cell sites globally (current & forecasted)

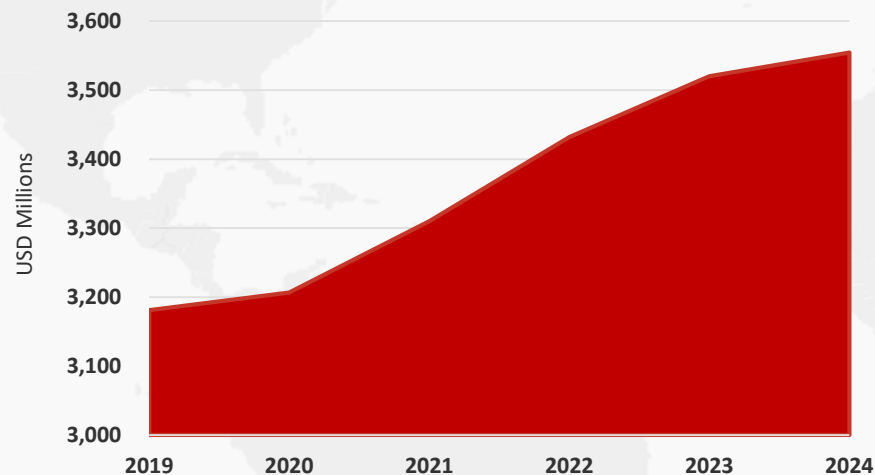
INVESTMENT HIGHLIGHTS

POSITIONED TO LEAD IN THE GROWING 5G MARKET

5G A GROWING MARKET

Market growth driven by 5G opportunities for service providers

Microwave & millimeter-wave global revenues forecast



Source: Dell'Oro – 2020

Proprietary and Confidential

CERAGON POSITIONED TO LEAD AND TAKE MARKET SHARE

- Leading wireless hauling specialist
- Unique technology
- Anytime-anywhere extensive services
- Global presence
- Financial and business resilience

COVID-19 IMPACTS THE 5G MARKET: SHORT TERM RISK, LONG TERM GAIN

BROADBAND: THE NEW ESSENTIAL UTILITY

- Telecom and broadband services are the new lifeline
- There is a substantial surge in network capacity demand
- Some service providers are taking action to ramp up their network infrastructure
- 5G use-cases are becoming a reality – even sooner than anticipated
- Already driving increased demand for Ceragon's leading wireless hauling solutions and services
- Possible short term slowdown due to global recession, lock-downs affecting supply chain, and operators' temporarily reduced 5G network investment.



THE GROWING 5G MARKET

5G EXPECTED TO CREATE OPPORTUNITIES FOR SERVICE PROVIDERS

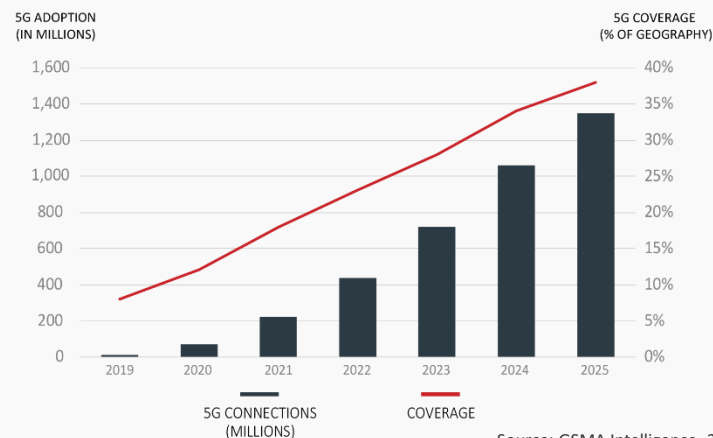
New revenue streams via new service offerings & additional target markets



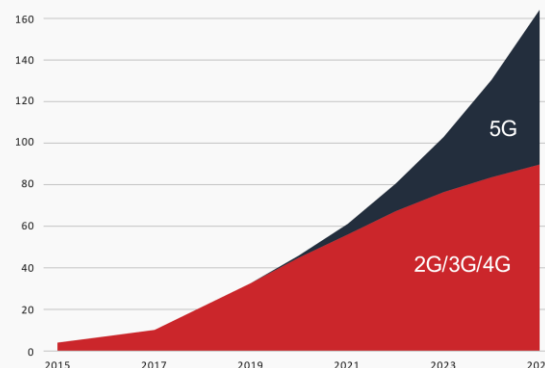
5G to drive growth
in number of connections

Combined with
significant growth in traffic

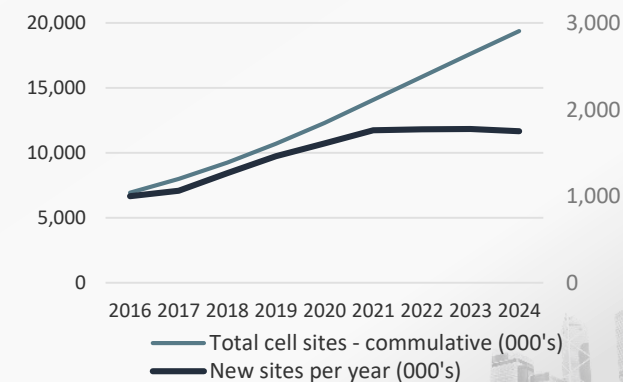
Accelerating deployment
of new cell sites



GLOBAL MOBILE DATA TRAFFIC (EB* PER MONTH)



GLOBAL CELL SITES (000'S)



5G OPERATOR OPPORTUNITIES DRIVE MARKET GROWTH

CREATING NETWORK CHALLENGES OF A DIFFERENT SCALE THAN IN 4G

5G EXPECTED TO CREATE OPPORTUNITIES FOR SERVICE PROVIDERS

New revenue streams via new service offerings & additional target markets



NETWORK TRENDS

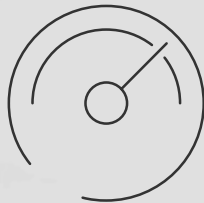


New Services

New Network Architectures

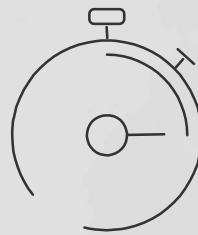
New Cellular Spectrum

NETWORK CHALLENGES



x100

PROVIDE MORE CAPACITY



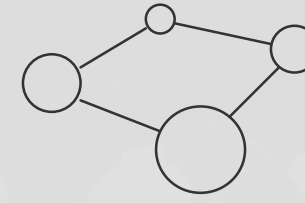
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REDUCE LATENCY



x4

NETWORK SLICING FOR SERVICE ORCHESTRATION



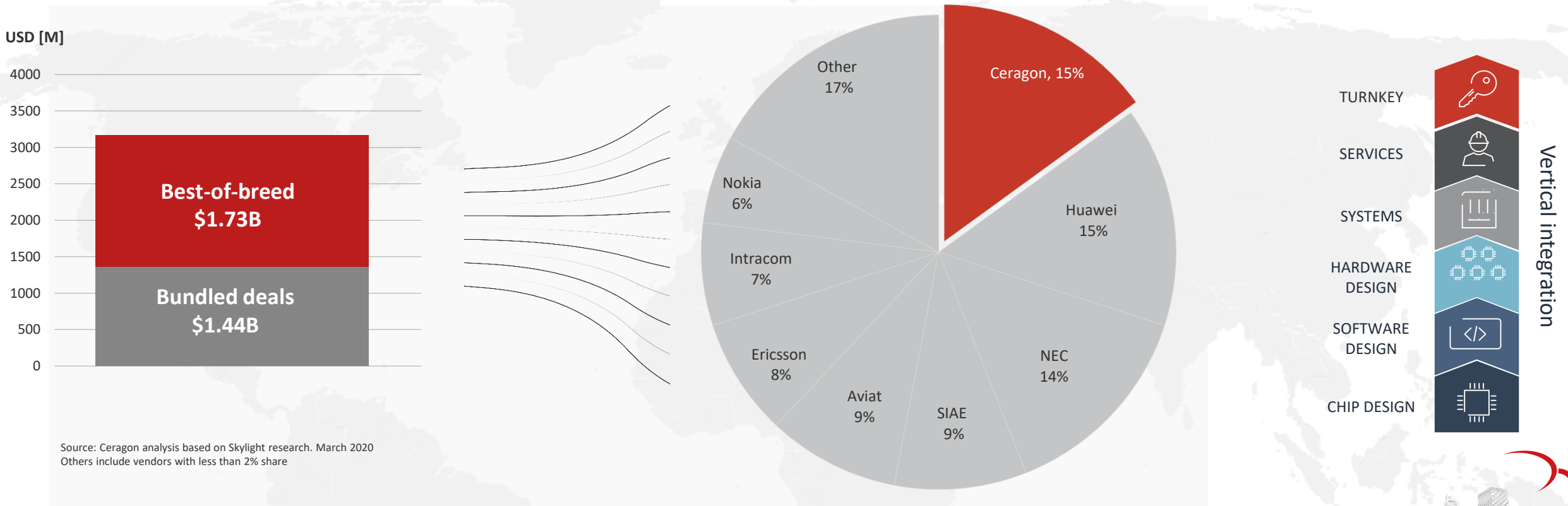
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DEPLOY MORE SITES

GROWING 5G NETWORK COMPLEXITY DRIVES OPERATORS TO ADOPT BEST-OF-BREED* VENDOR STRATEGIES

'BEST-OF-BREED' LEADERSHIP THROUGH UNIQUE VERTICAL INTEGRATION

BEST-OF-BREED MARKET SEGMENT REVENUE - 2019



* Service providers seeking the best wireless hauling solution as primary factor in their vendor selection. Open-RAN as a major driver

BEST-OF-BREED LEADERSHIP DRIVERS

BUILT ON VERTICAL INTEGRATION

CHIPSET

UNIQUE MULTICORE TECHNOLOGY



4G DUAL CORE



5G OCTA CORE

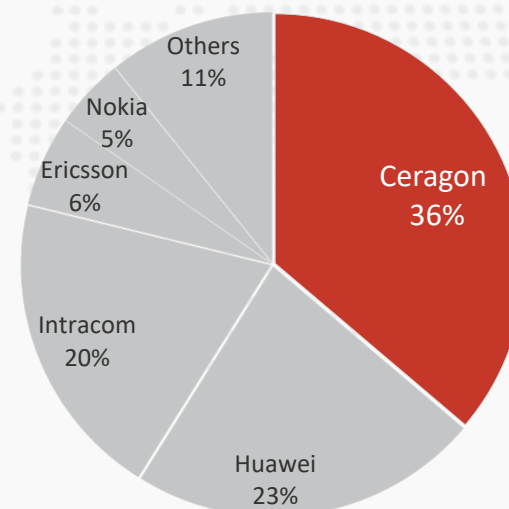


ALL - OUTDOOR NETWORK

BEST-FIT FOR NETWORK EXPANSION

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

2019 ALL-OUTDOOR UNIT MARKET SHARE

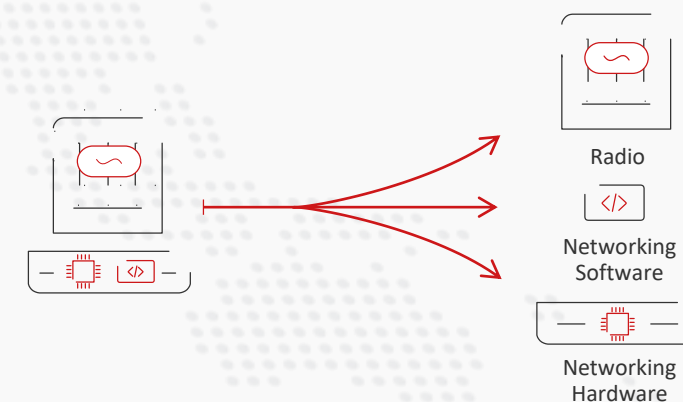


Source: SkyLight Research. March 2020

DISAGGREGATED WIRELESS HAULING

PIONEERING OPEN NETWORKS
IN THE HAULING DOMAIN

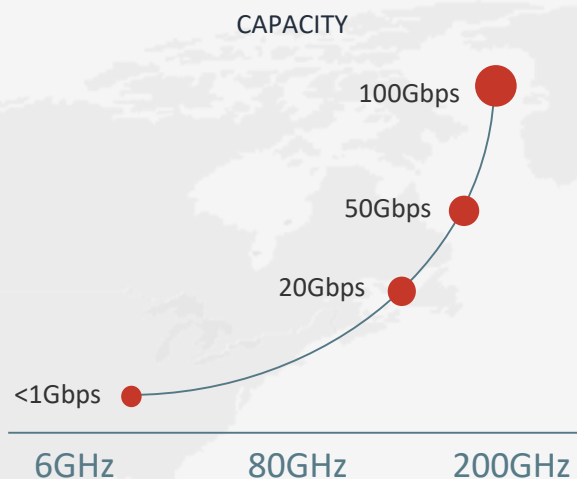
LOW TOTAL NETWORK INVESTMENT
FAST NETWORK ROLLOUT
SIMPLER NETWORK EVOLUTION
NO VENDOR LOCK-IN



UNIQUE TECHNOLOGY

BUILT ON VERTICAL INTEGRATION

HIGHEST INDUSTRY RADIO CAPACITY AT ANY SPECTRUM



- Any network hauling scenario
- Any network capacity
- Low latency, compact nodes

Eliminate dependency on fiber
Save time and money

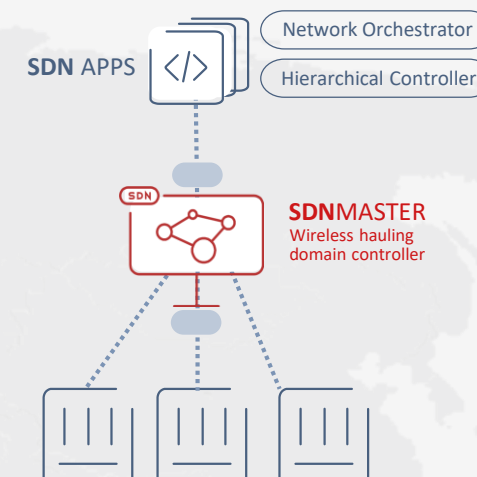
DISAGGREGATED WIRELESS HAULING



- Low total network investment
- Fast network rollout

Open network approach adopted
by major Tier 1 operators

SOFTWARE DEFINED NETWORKING



- Faster time to market for new 5G services
- Simple network slicing

Network agility – Today!

Vertical integration

COMPLETE NETWORK LIFECYCLE SUPPORT

BUILT ON VERTICAL INTEGRATION



PLAN

- Network planning & design
- Network topology optimization



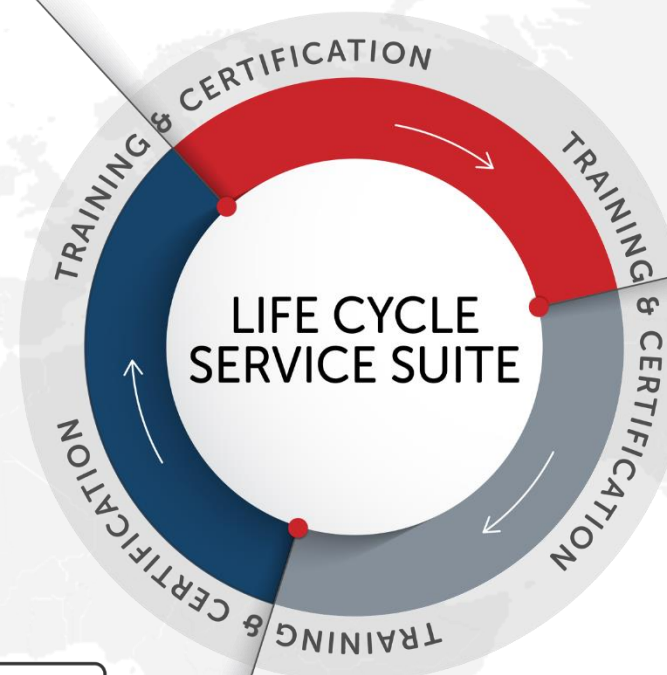
DEPLOY

- Network rollout planning
- Network rollout execution and support



OPERATE

- Customer support
- Preventive maintenance
- NOC operation
- Predictive Analysis
- Infrastructure management & opt



Vertical integration





SERVING CUSTOMERS WORLDWIDE

PRESENT EVERYWHERE TO CAPITALIZE ON 5G

5G

Tier-1 Operator



Digicel



Claro



proximus

cellnex



euro^{na}



smartfren.



OPTUS

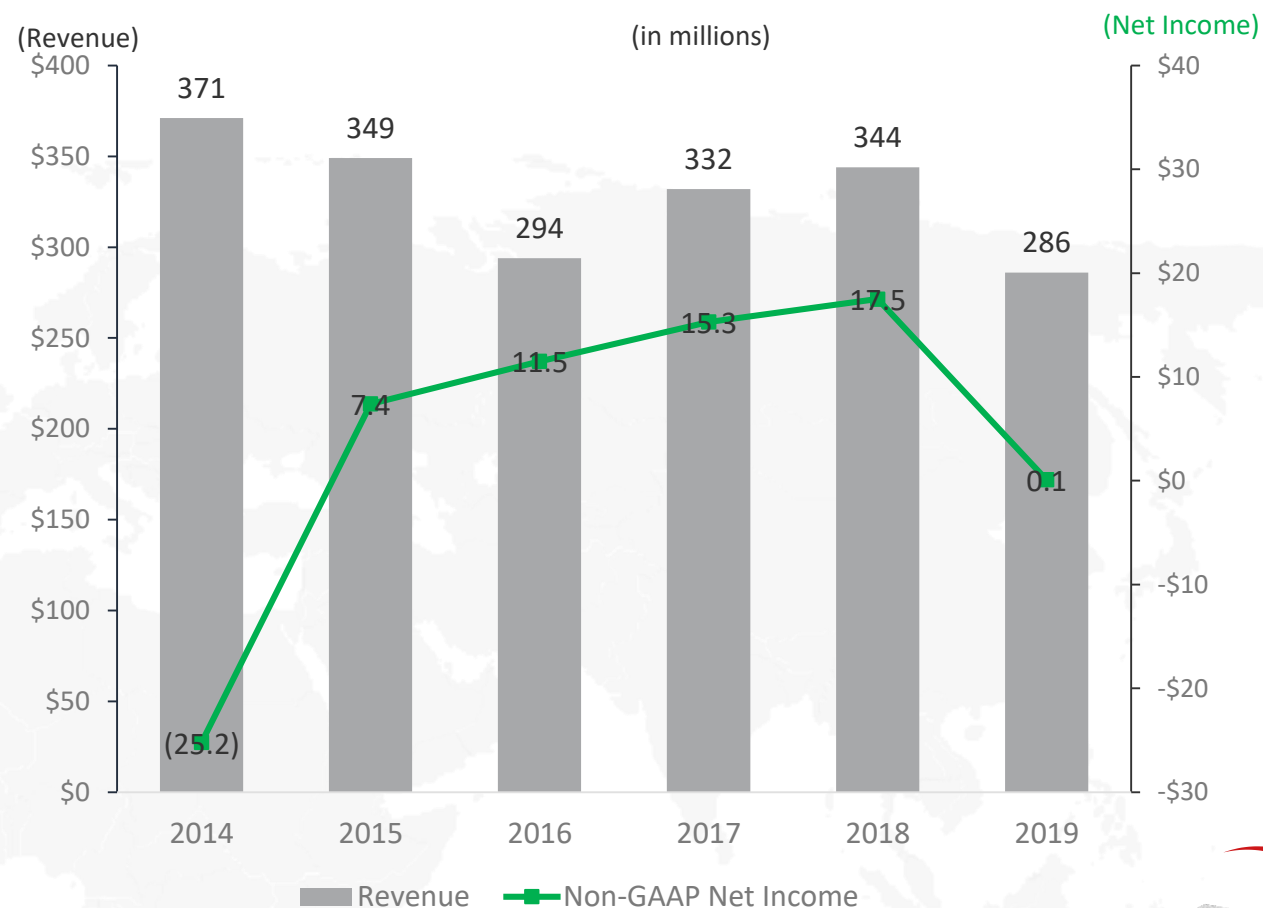


telecom mauritius

FINANCIALS

TRACK RECORD OF EXECUTION

- Consistently profitable during 2015-2018
- 2019 results negatively impacted by lower Revenue from India as well as one-time items of \$3.3 million
- Focus on maximizing gross profit dollars
- Q1 bookings exceptionally strong (book-to-bill well above 1)
- India returns as a major target market
- Q1 2020: revenues negatively impacted by COVID-19. Trend expected to continue in Q2.
- Supply chain disruptions and overall uncertainty temper long-term optimism



Note: Financial metrics are presented on a non-GAAP basis.

STRONG BALANCE SHEET

- **Positioned to weather challenges**
- Short-term bank debt: >\$7.1 million unused borrowing capacity
- Credit facility is used as a business tool to accommodate short-term increase in working capital needs

(U.S. dollars in millions) (Unaudited)	
a/o March 31, 2020	
Cash & cash equivalents	44.1
Bank debt	32.9
Inventory	59.7
AR	104.2
DSOs	140

CHARACTERISTICS OF OPERATING MODEL

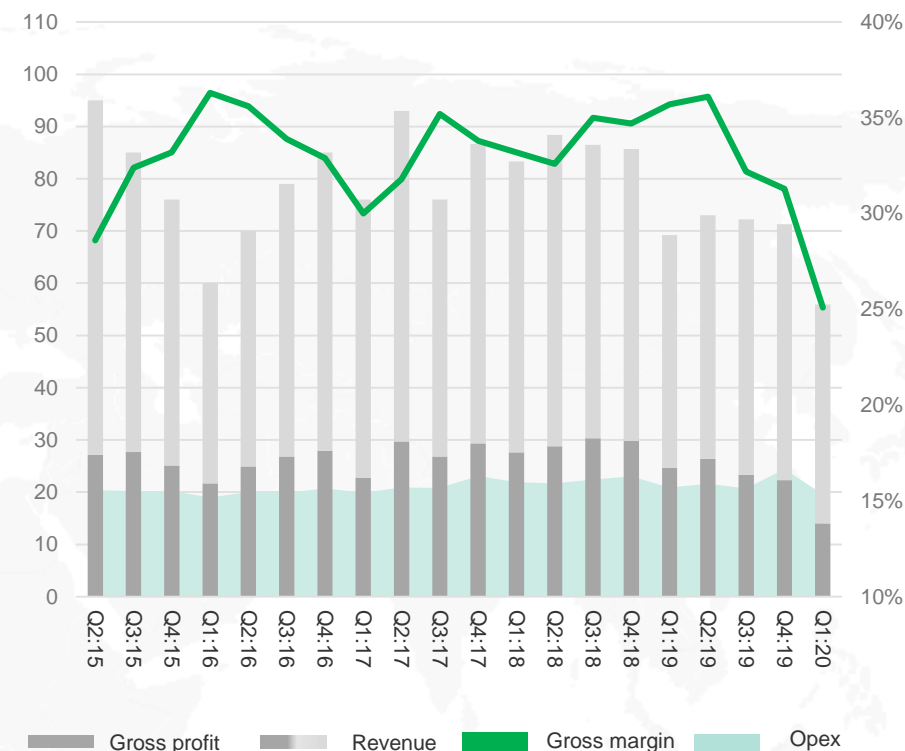
Good management of controllable elements

- Deals accepted based on contribution to gross profit dollars
- Tendency toward trade-off between revenue and gross margin
- Stringent control of operating expenses

Quarter-to-quarter fluctuations due to nature of business

- Geographic mix of revenues
- Shifts in local regulations and market environment
- Timing of revenue recognition for elements of each project depends on equipment delivery schedules
- Also: currency fluctuations, interest rates, seasonality, order lumpiness, changes in raw material and component costs
- Q1 low gross-margin driven by low revenue as well as less favorable geographical mix

Quarterly Operating Model



Note: Financial metrics are presented on a non-GAAP basis.

SUMMARY



POSITIONED TO CAPITALIZE ON ACCELERATED, MULTI-YEAR EVOLUTION TO 5G

- + Leading player in a market which is expected to accelerate growth
- + Differentiated, technologically-advanced platforms that give operators a time-to-market, flexibility and capacity advantage
- + Competitive strengths position us to obtain major share of highest-value opportunities and to gain overall market share
- + Financial stability enables continuous innovation and design-to-cost investment
- + 2020 started with strong bookings in Q1 from multiple 2019 design wins and new COVID-19 driven interest



CHALLENGE US
TO TAKE YOU FURTHER

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