

# Perion

**Q3 / 2022 Presentation**

Nov 09<sup>th</sup> , 2022

# FORWARD LOOKING STATEMENTS

This presentation and our remarks contain forward-looking statements (within the meaning of The Private Securities Litigation Reform Act of 1995) that involve substantial risks and uncertainties, including statements regarding our expectations and beliefs about our business, strategy, and future operating performance. The words “will”, “believe,” “expect,” “intend,” “plan,” “should” and similar expressions are intended to identify forward-looking statements. Such statements reflect our current views, assumptions and expectations with respect to future events and are subject to risks and uncertainties. Many factors could cause our actual results, performance or achievements to be materially different from any future results, performance or achievements that may be expressed or implied by such forward-looking statements, or financial information, including, among others, the failure to realize the anticipated benefits of companies and businesses we acquired and may acquire in the future, risks entailed in integrating the companies and businesses we acquire, including employee retention and customer acceptance, the risk that such transactions will divert management and other resources from the ongoing operations of the business or otherwise disrupt the conduct of those businesses, potential litigation associated with such transactions, the impact that COVID-19 will have on our operations going forward due to uncertainties that will be dictated by the length of time that the pandemic and related disruptions continue, the impact of governmental regulations that might be imposed in response to the pandemic and overall changes in consumer behavior and general risks associated with our business including intense and frequent changes in the markets in which our business operates and in general economic and business conditions, loss of key customers, unpredictable sales cycles, competitive pressures, market acceptance of new products, inability to meet efficiency and cost reduction objectives, changes in business strategy and various other factors, whether referenced or not referenced in this presentation. Various other risks and uncertainties may affect our results of operations, as described in our reports filed with the Securities and Exchange Commission from time to time, including our annual report on Form 20-F for the year ended December 31, 2019. Although we may elect to update forward-looking statements in the future, we disclaim any obligation to do so, even if our assumptions and projections change, except where applicable law may otherwise require us to do so. These forward-looking statements should not be relied upon as representing our views as of any date subsequent to the date of this presentation.

Perion Network Ltd. (the “Company”) has an effective shelf registration statement (including a prospectus) on file with the SEC. This announcement does not constitute an offer to sell, or the solicitation of an offer to buy, any of the Company's securities. Any offering of securities will be made only by means of a prospectus supplement, which will be filed with the SEC. In the event that the Company conducts an offering, you may obtain a copy of the prospectus supplement and accompanying prospectus for the offering for free by visiting EDGAR on the SEC website at [www.sec.gov](http://www.sec.gov). Alternatively, the Company will arrange to send such information if you request it.

# CAUTION CONCERNING NON-GAAP FINANCIAL INFORMATION

This presentation and our remarks include certain non-GAAP financial measures, including adjusted-EBITDA, EBIT and P&L. These non-GAAP financial measures are not in accordance with, or an alternative for, generally accepted accounting principles and may be different from non-GAAP financial measures used by other companies. In addition, these non-GAAP financial measures are not based on any comprehensive set of accounting rules or principles. We believe that the presentation of these non-GAAP financial measures, when shown in conjunction with the corresponding GAAP measures, provide useful information to investors and management regarding financial and business trends relating to our financial condition and results of operations, as well as the net amount of cash generated by our business operations after considering capital. Additionally, we believe that non-GAAP financial measures have limitations in that they do not reflect all of the amounts associated with our results of operations as determined in accordance with GAAP and that these measures should only be used to evaluate our results of operations in conjunction with the corresponding GAAP measures. Reconciliation tables between results on a GAAP and non-GAAP are provided at the Appendix included at the end of this presentation.

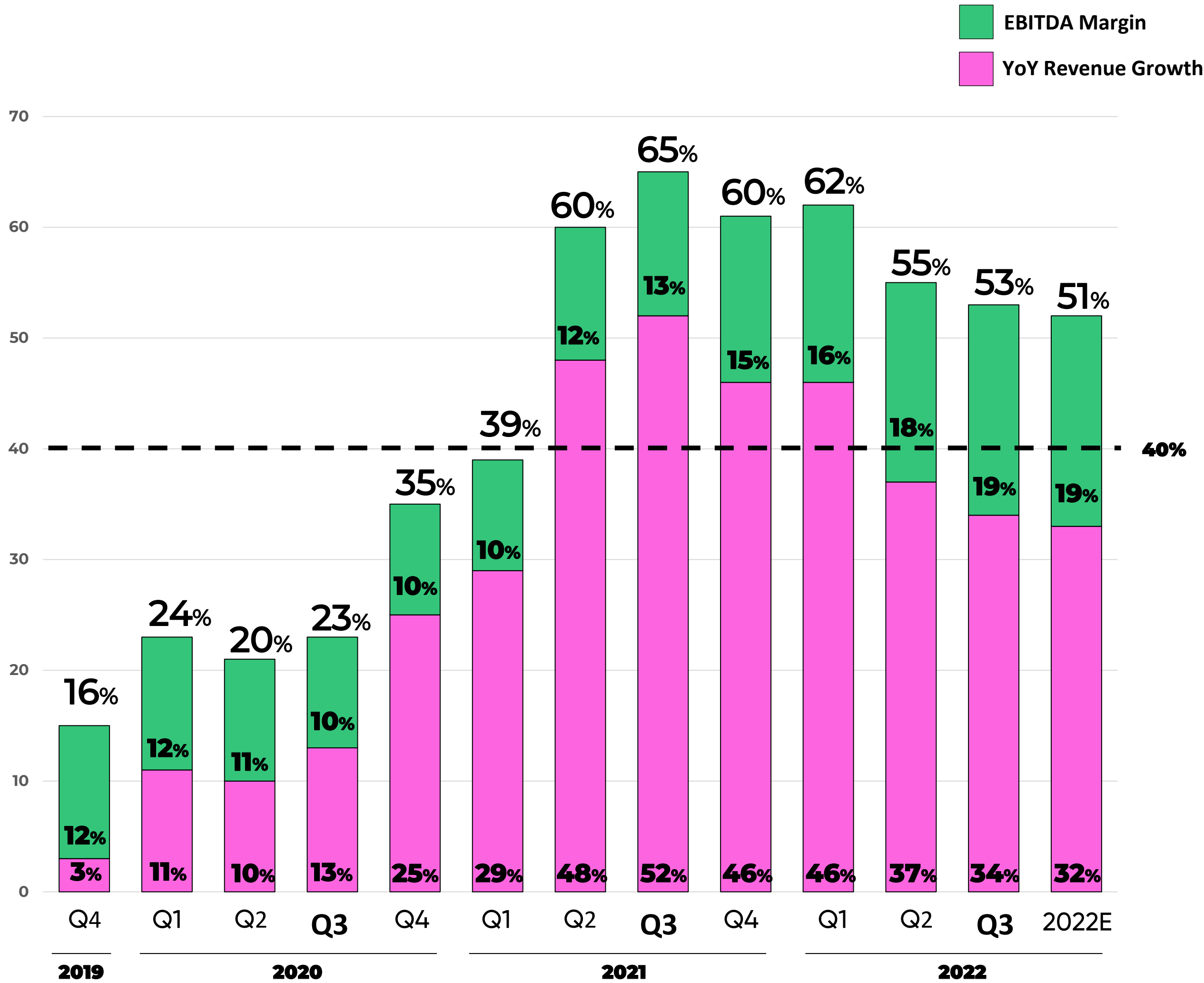


**Doron Gerstel**  
**CEO**



**Maoz Sigron**  
**CFO**

# Rule Of “40” (TTM)



## 4 market Trends How we reacted

**that explain  
why we're able  
to outperform  
the industry**

Advertisers are looking for ways to increase customer engagement to enhance their brand equity, moving away from standard ad units

- **High Impact Suite for Display / CTV**

Advertisers shifting direct response budget from social channel to search advertising

- **Intent to action solution - Search advertising**

Advertisers recognizing that consumers are voting for brand that protect their privacy

- **SORT is gaining huge momentum**

Advertisers under growing margin pressure due to rapid rises in cost of goods

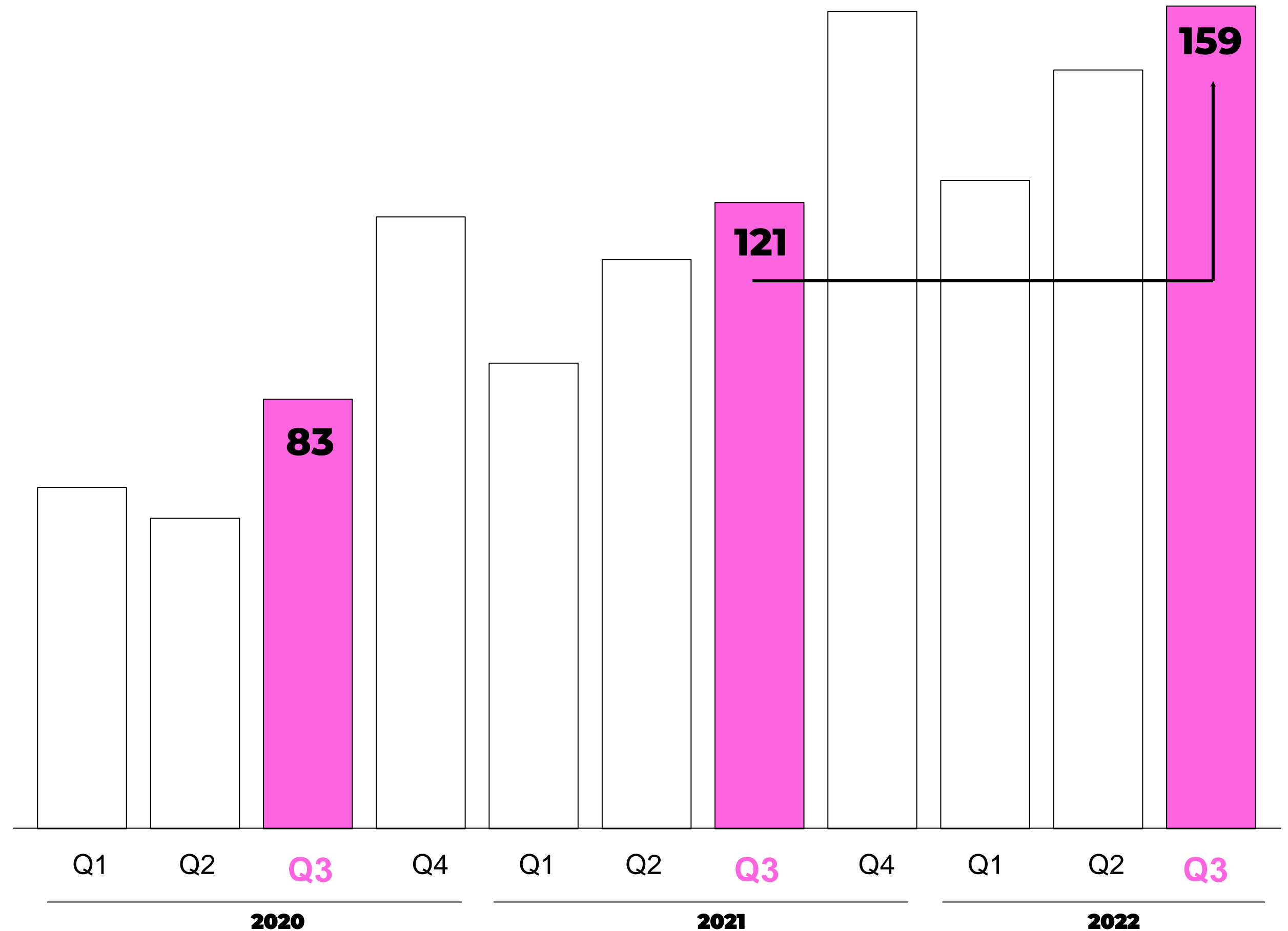
- **iHUB enables us to absorb pressure and maintain our high margins**

**38%**  
**CAGR**  
Q3'20-22

**31%**  
**YoY**  
GROWTH

## Revenue (\$M)

We continue  
to shift our  
business to where  
media budgets are  
trending



**94%**  
**CAGR**  
Q3'20-22

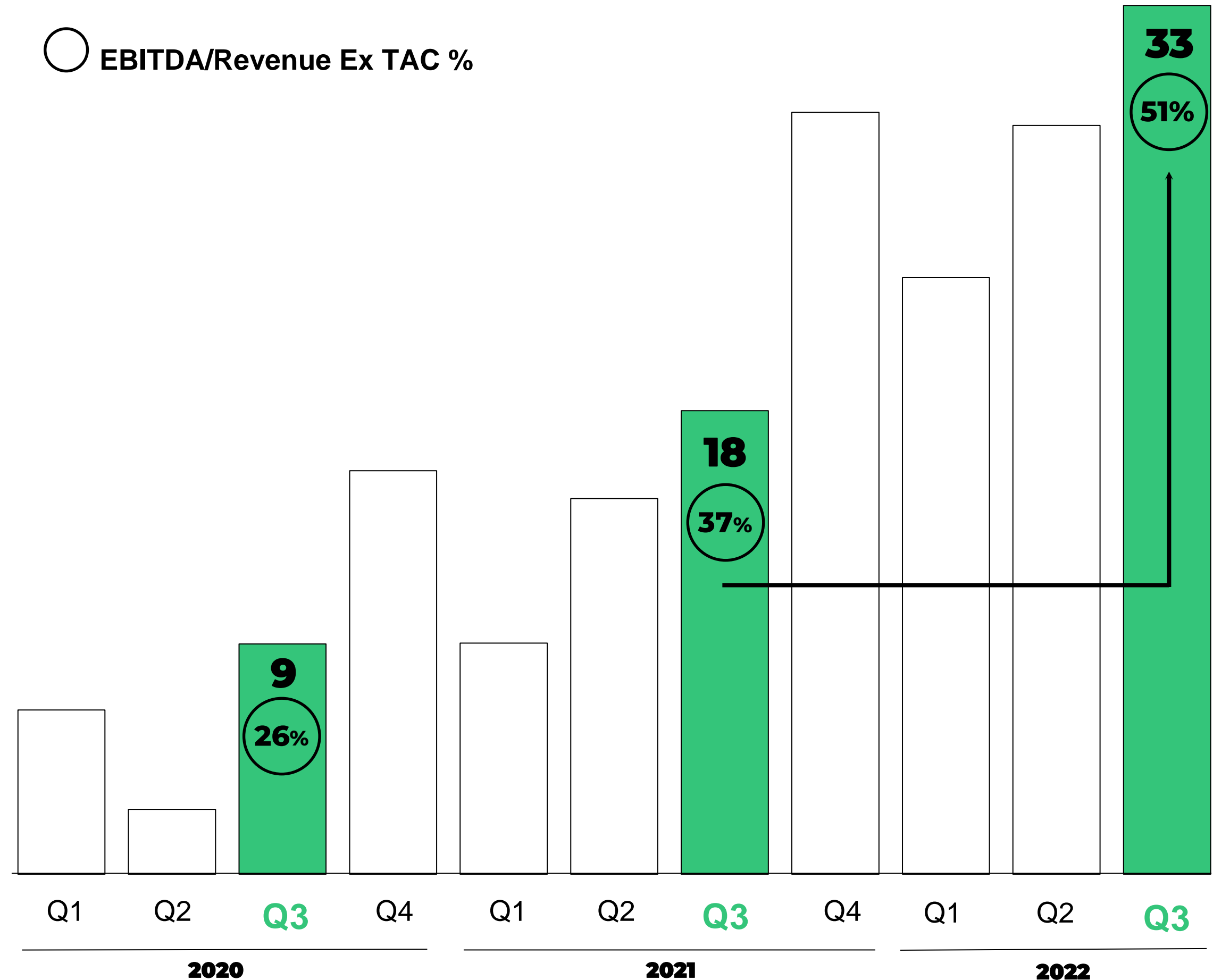
**87%**  
**YoY**  
**GROWTH**

○ EBITDA/Revenue Ex TAC %

**EBITDA (\$M)**

**We continue  
to expand our  
margins**

Media margin  
increased to **41%**,  
compared with 39%  
in Q3 2021



# Advertising Revenue (\$M)

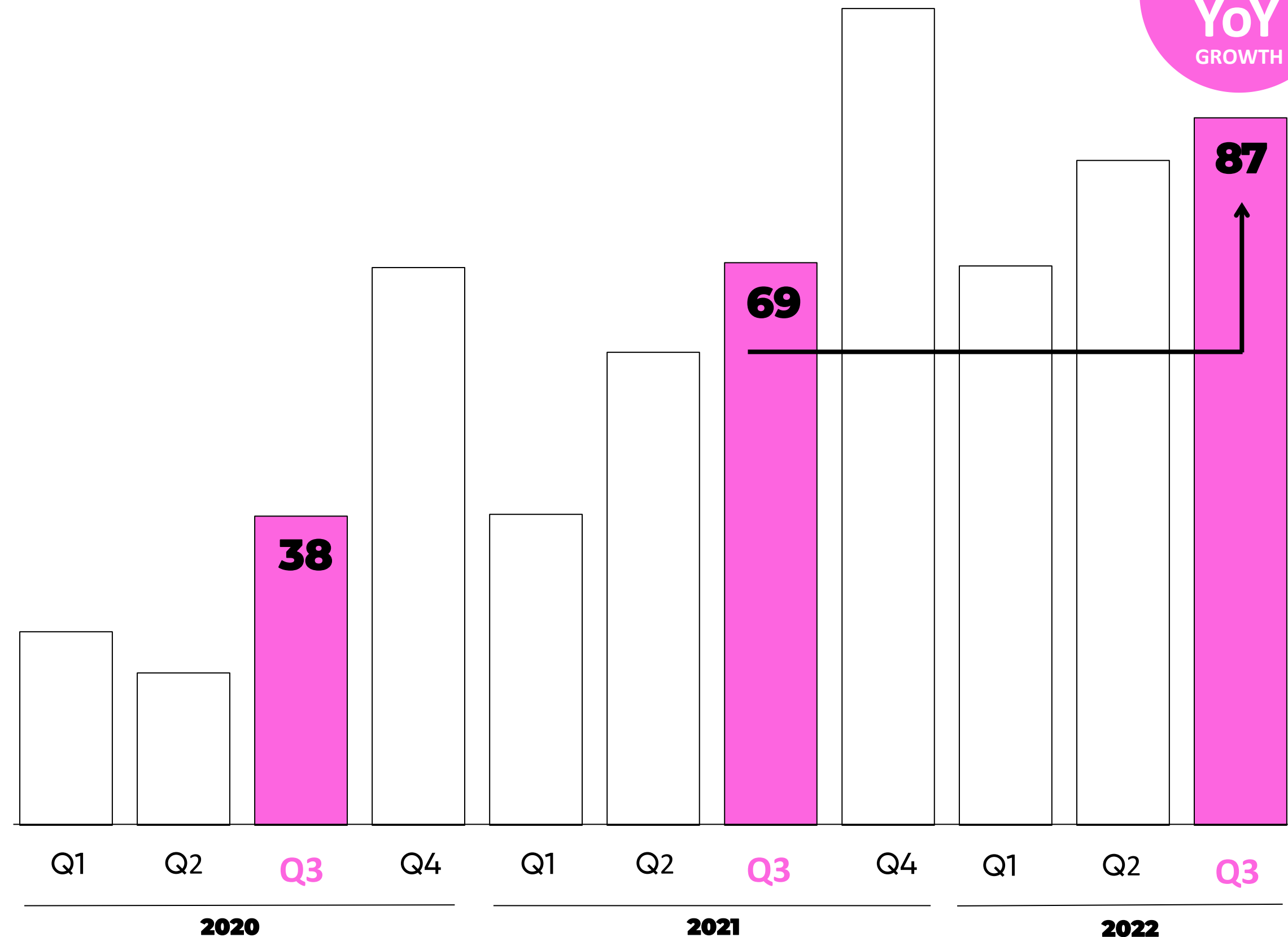
CTV revenue increase by 134%

Video revenue increase by 209%

**SORT™** drives more advertisers

**51% CAGR**  
Q3'20-22

**26% YoY GROWTH**



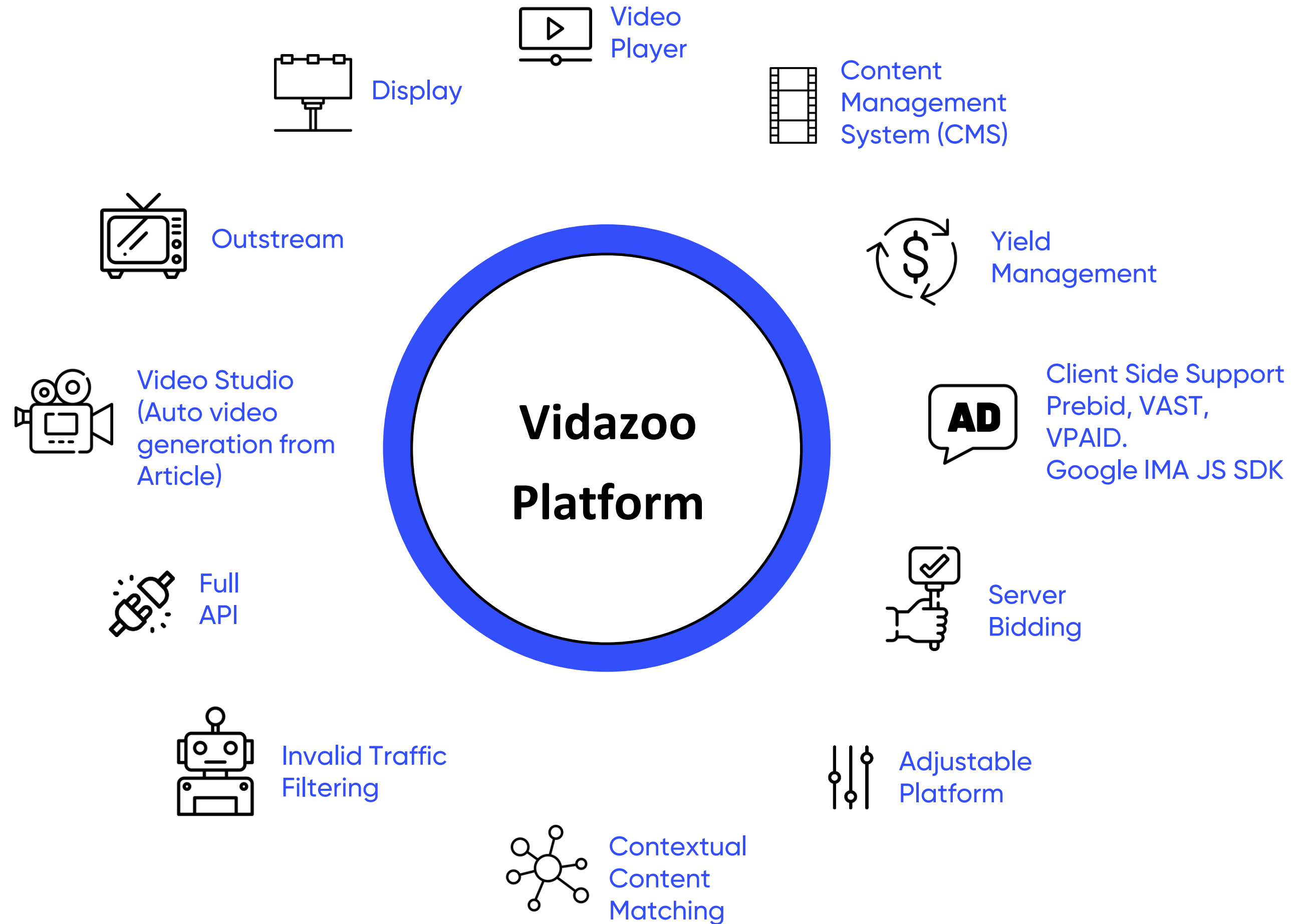


More new publishers start using Vidazoo platform

– **88%** increase

More spend from existing publishers

– **67%** increase



# High Impact CTV

perform  
at 4x Higher  
rate than  
Standard CTV

Attribution Measured  
Using An IP Pixel  
On Advertiser Site

## High-Impact CTV

Branded Skin with  
Persistent Advertiser Logo  
Increases Brand Recognition

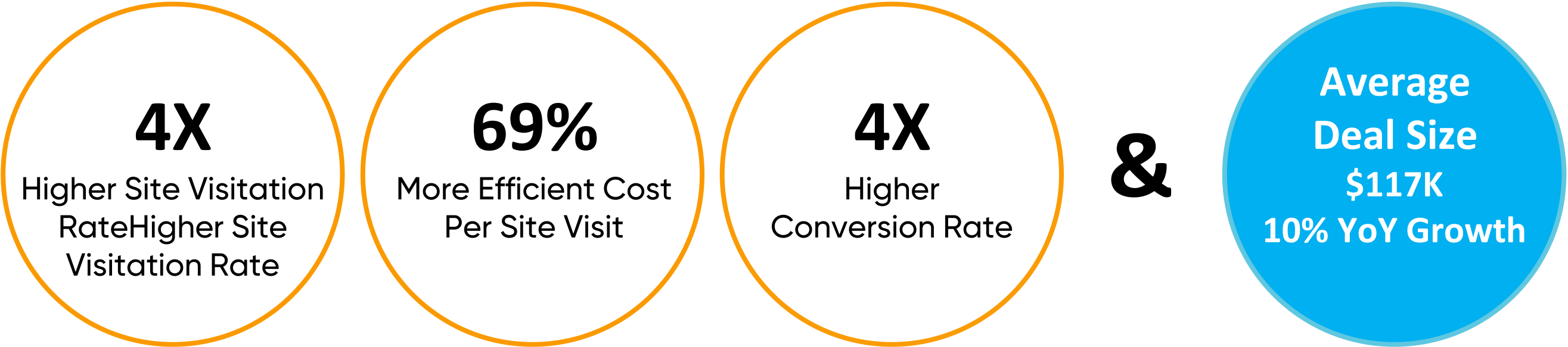
Enticing Messaging  
Via immersive surround  
– sound Drives Interest



Auto-Rotating Image & Offer  
Carousel Increases Message  
Awareness & Consideration

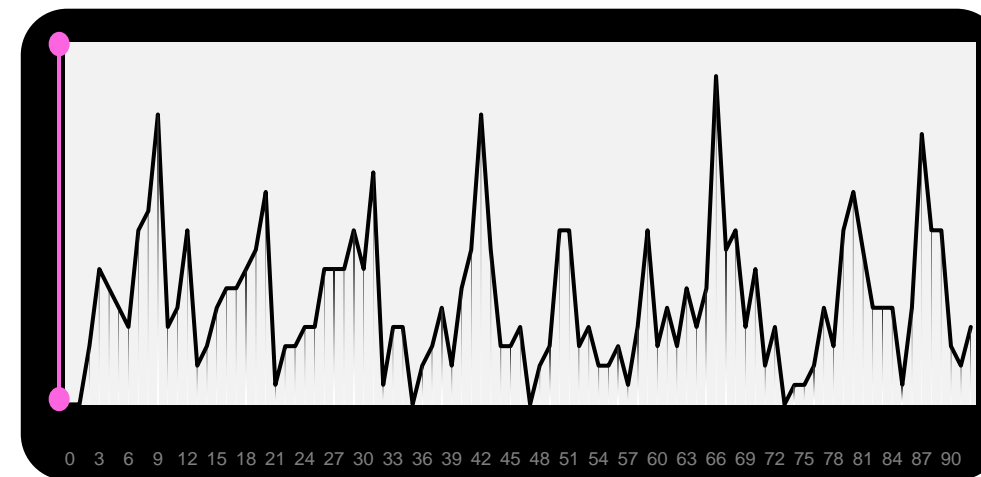
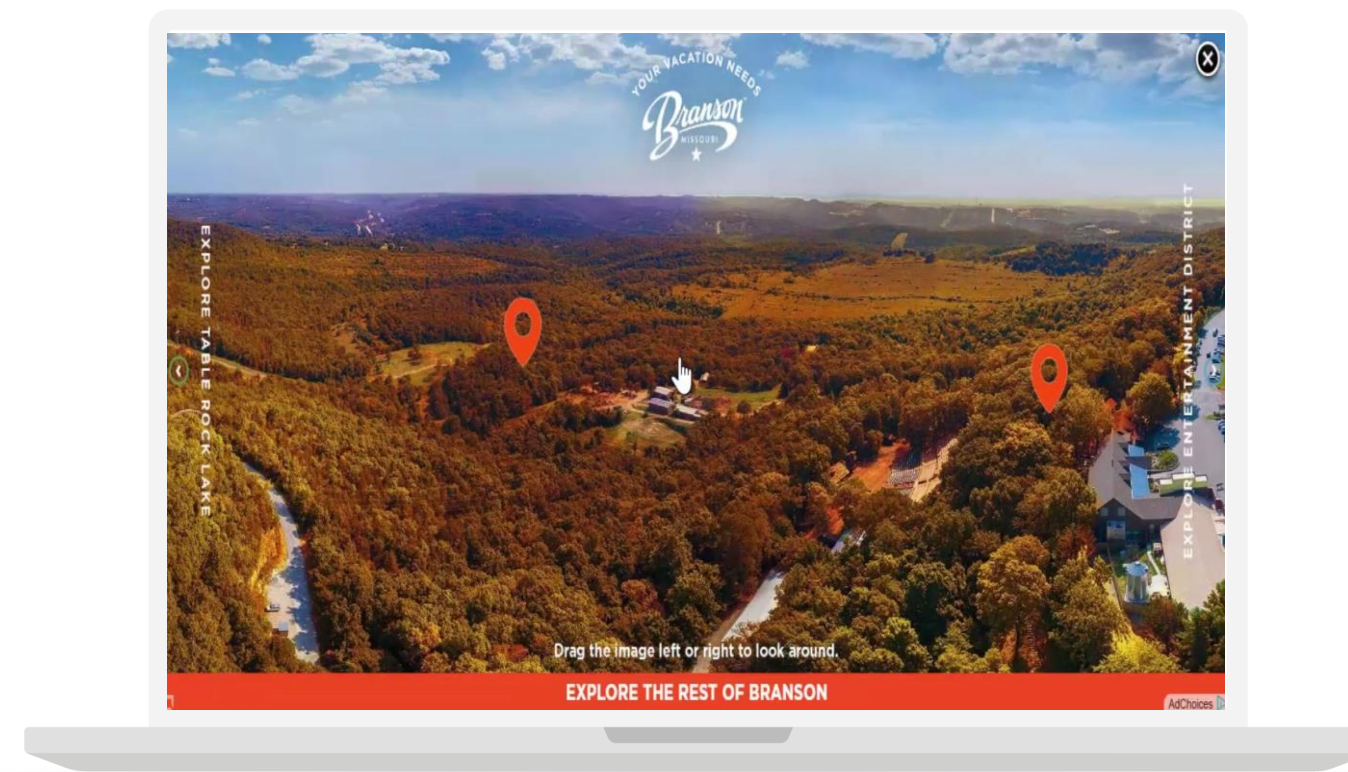
Call-To-Action With  
Persistent Advertiser Website  
Drives real time Action

Compared to Standard CTV, High Impact CTV Achieved



# First-to-market Innovation “Attention Trace” Measurement

Unlike simple and traditional eye-tracking methods, “Attention Trace” captures two key elements of attention: Sight AND Sound.



Developed in collaboration  
with System1 Research

Human-centered approach  
complements machine-captured  
performance data of engagement

Second-by-second mapping  
as consumers engage with creatives.

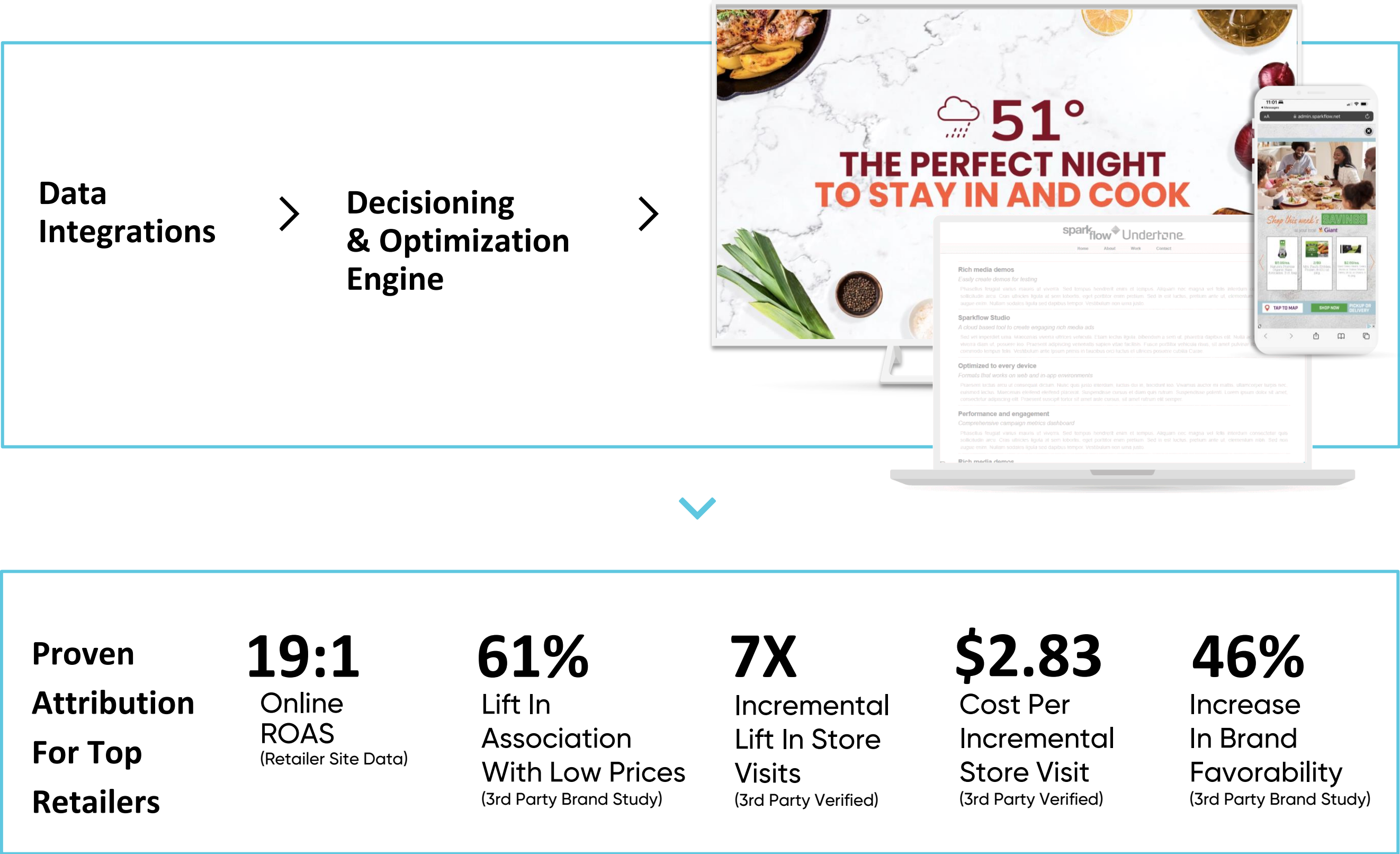
Brands use the metric to validate  
that their creatives  
are attention-getting and optimize  
campaigns to emphasize  
attention-getting moments

Eliminates unnecessary communication  
elements to drive better performance



# Emerging Business Update

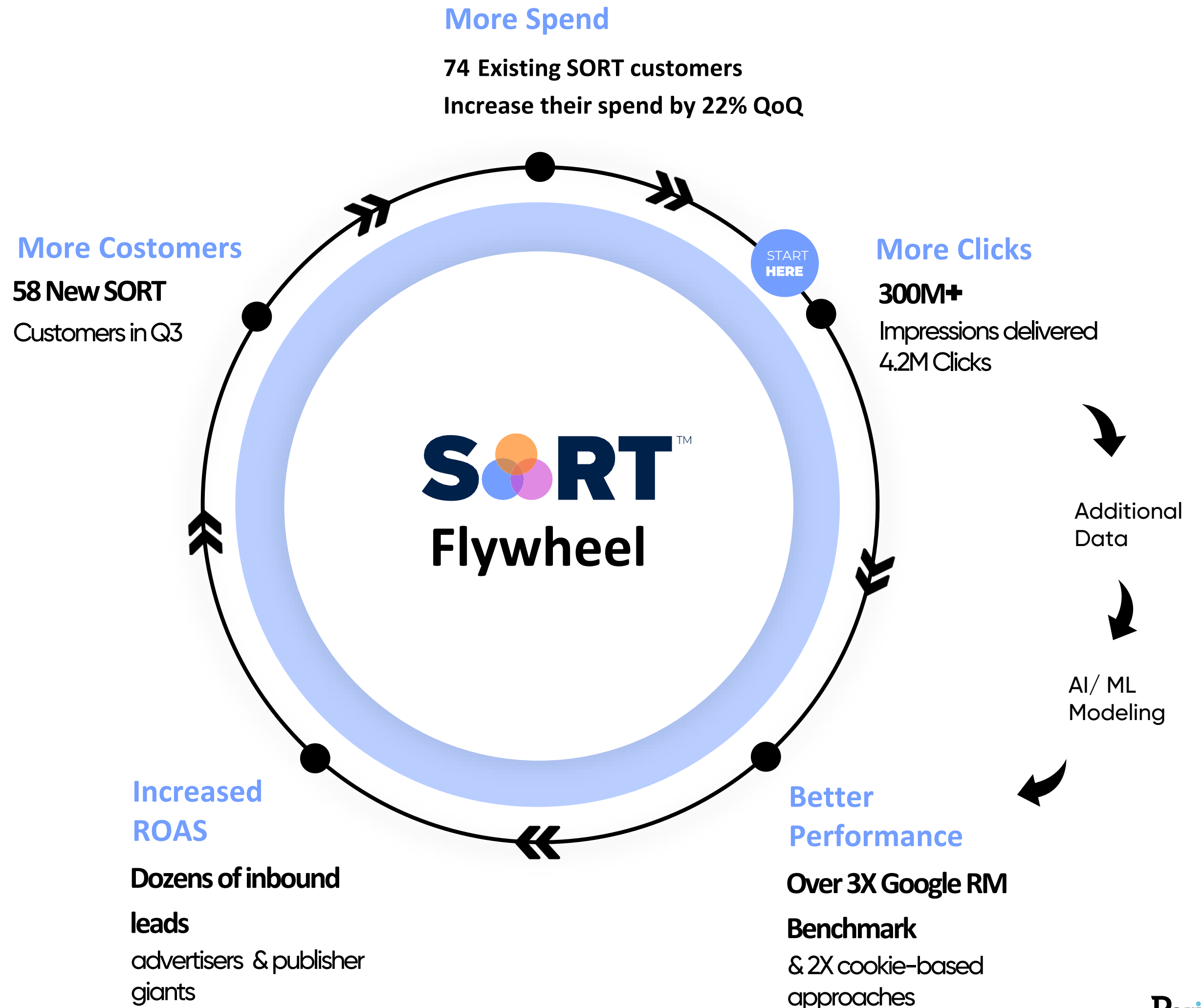
"Always – On"  
Solution for Retailers  
& CPG Advertisers



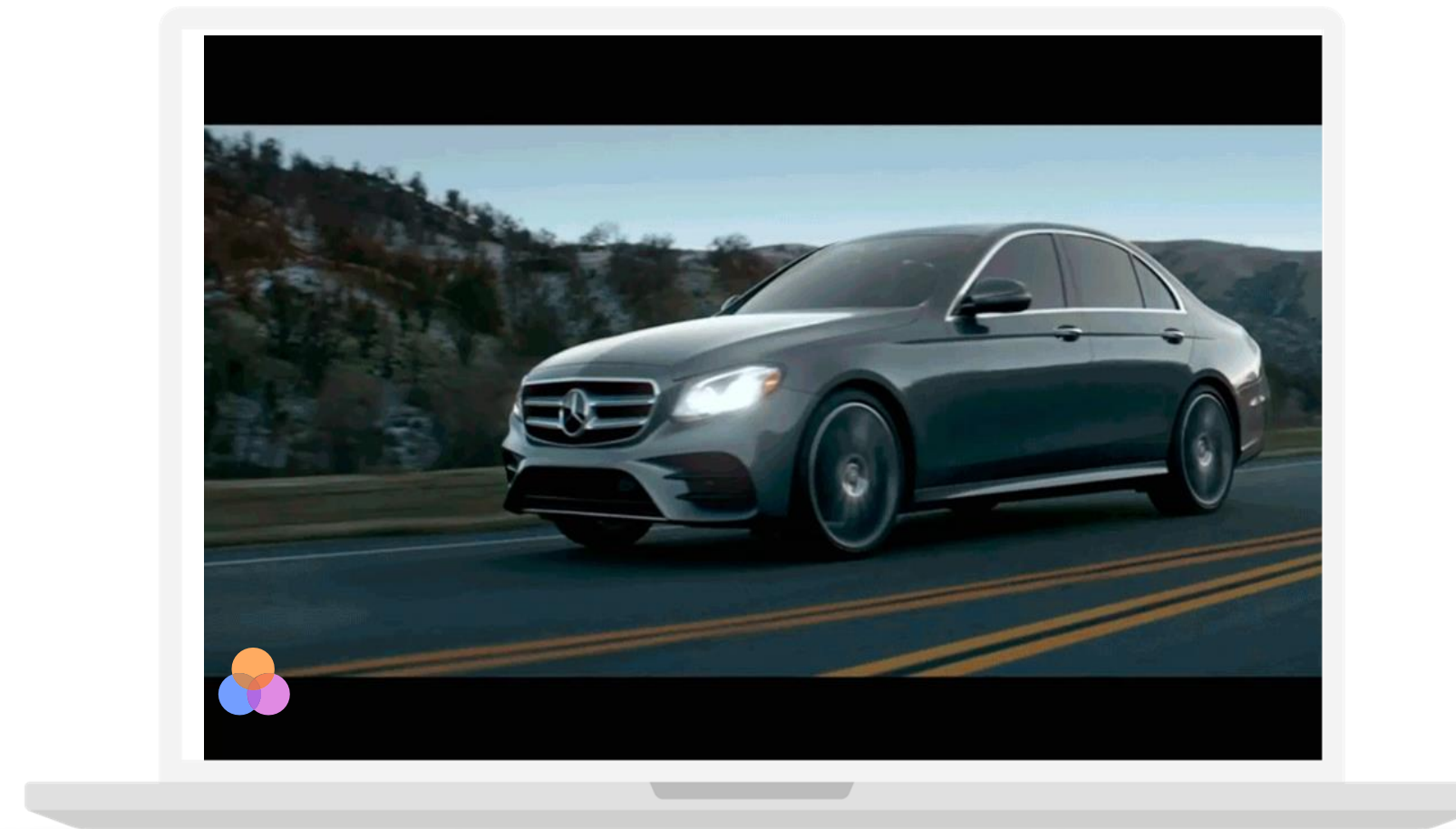
# Privacy matters to advertisers ... which is why SORT matters more than ever

"with privacy-compliant targeting solution, SORT™, we were able to stand out across all screens, reach entirely new audiences and see a 70% increase in brand interactions."

Ashley Epperson, Media Supervisor  
at Mercedes-Benz USA



**Advertisers  
recognize that  
consumers  
increasingly  
favor brands  
that protect  
their privacy**



## **Campaign Goals**

Drive Awareness of  
Mercedes Benz CPO Vehicles  
& Sales Event at local dealerships

Generate interest of owning  
CPO vehicles among in-market,  
existing & new customers

Drive Actions/Intent-On-site



Mercedes-Benz

**58%**

CTR  
Lift in SORT  
vs.  
Contextual

**53%**

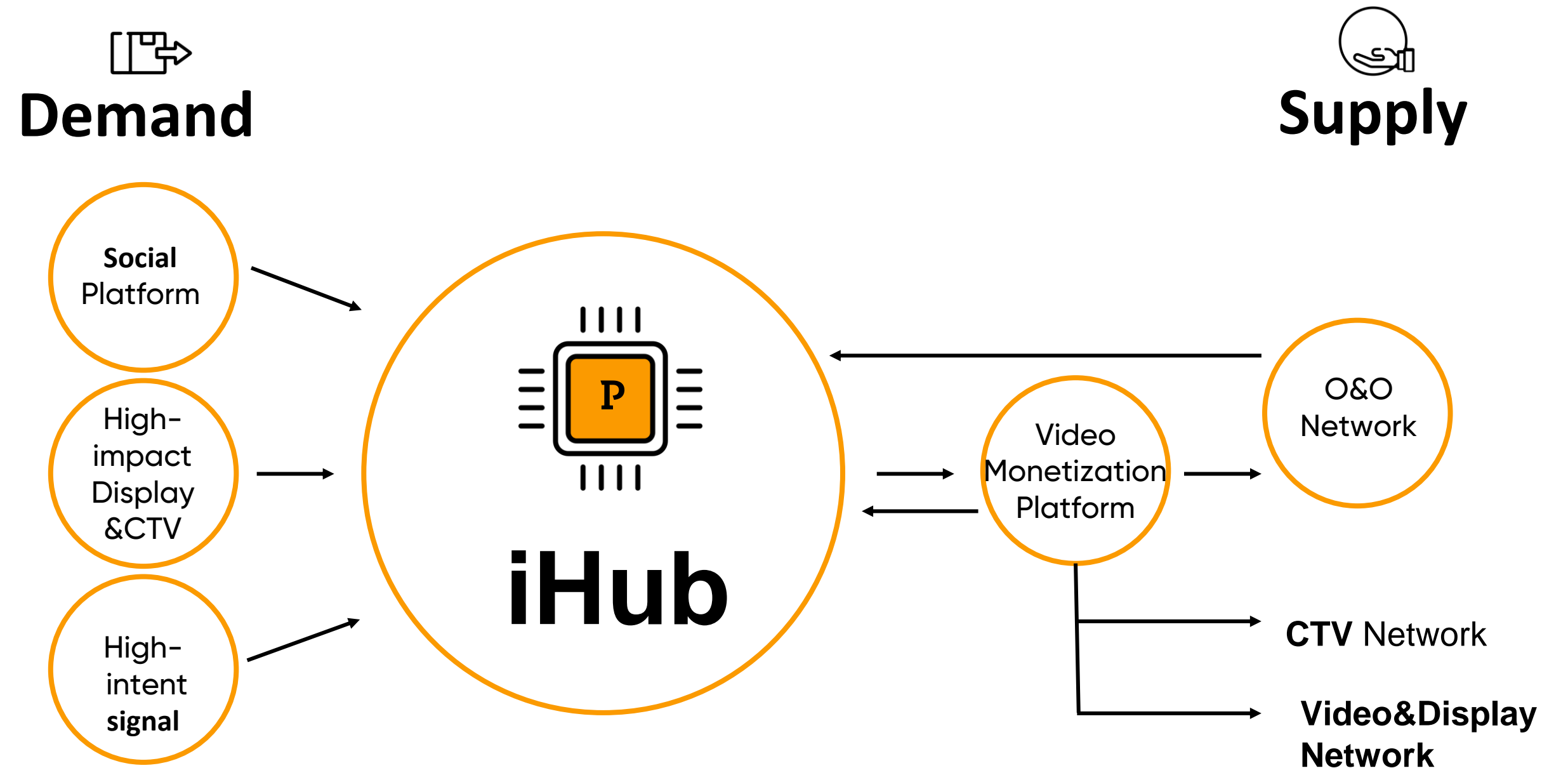
CTR  
Lift in SORT  
Vs.  
3rd Party

# iHub Benefits

Operational  
efficiencies

Reduce  
media cost

Capture and analyze  
data signals for SORT



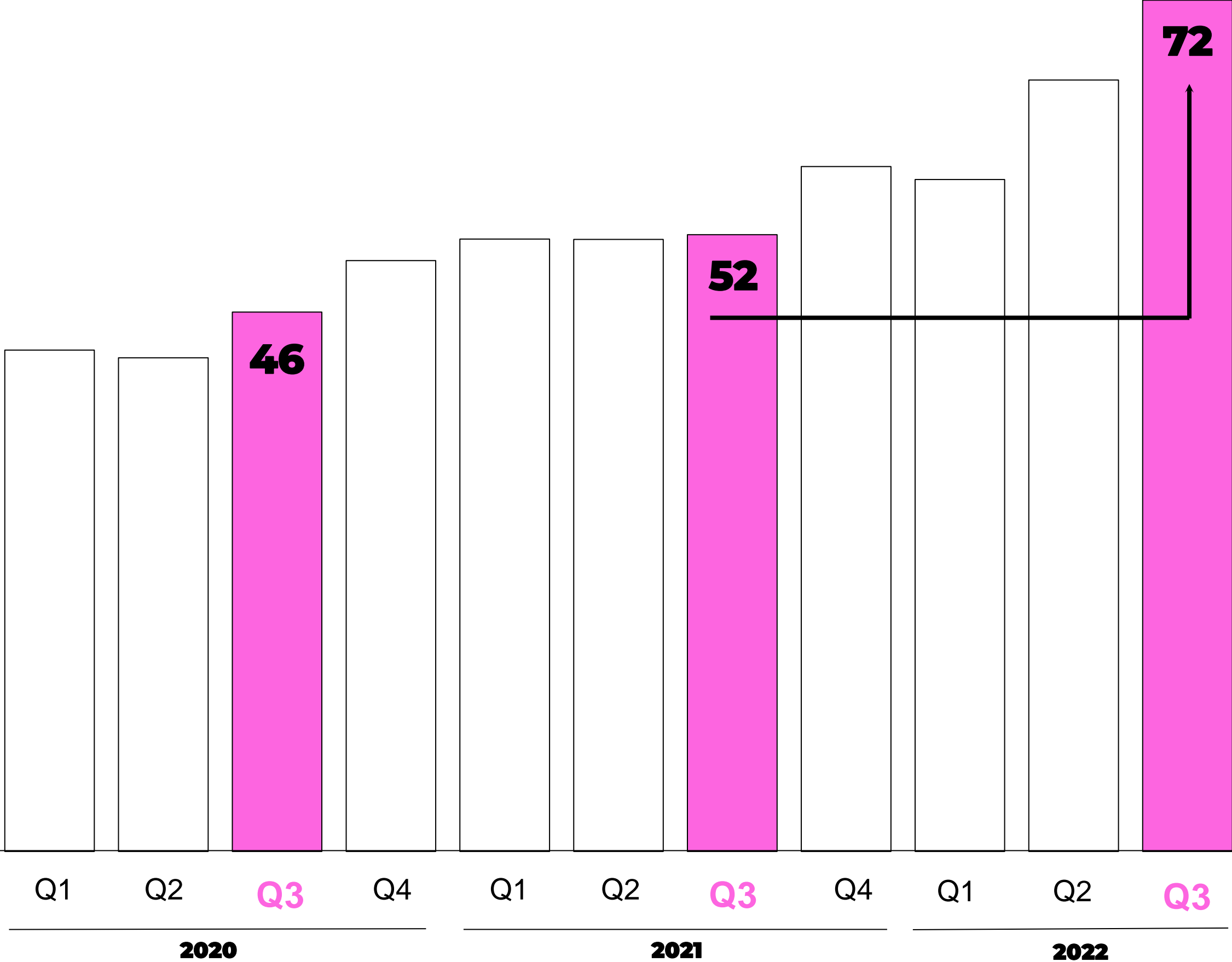
# Search Advertising (\$M)

"In challenging times like these, advertisers are carefully evaluating the effectiveness of their budgets. Search tends to do relatively well in such an environment, given its strong measurability and focus on delivering ROI. It's also well suited to quickly adjust to changes in consumer behavior."

Philipp Schindler  
Chief Business Officer at Google

26%  
CAGR  
Q3'20-22

38%  
YoY  
GROWTH







# Financial Results

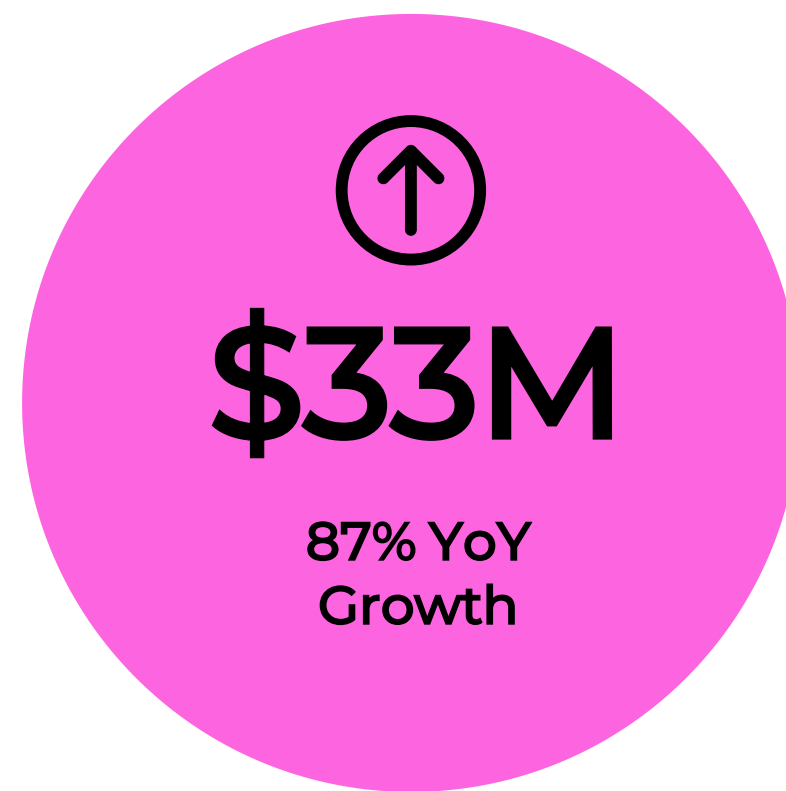
# Quarterly Overview

## Q3 2022

# Q3 22 Financial Highlights



Revenue



Adjusted  
EBITDA

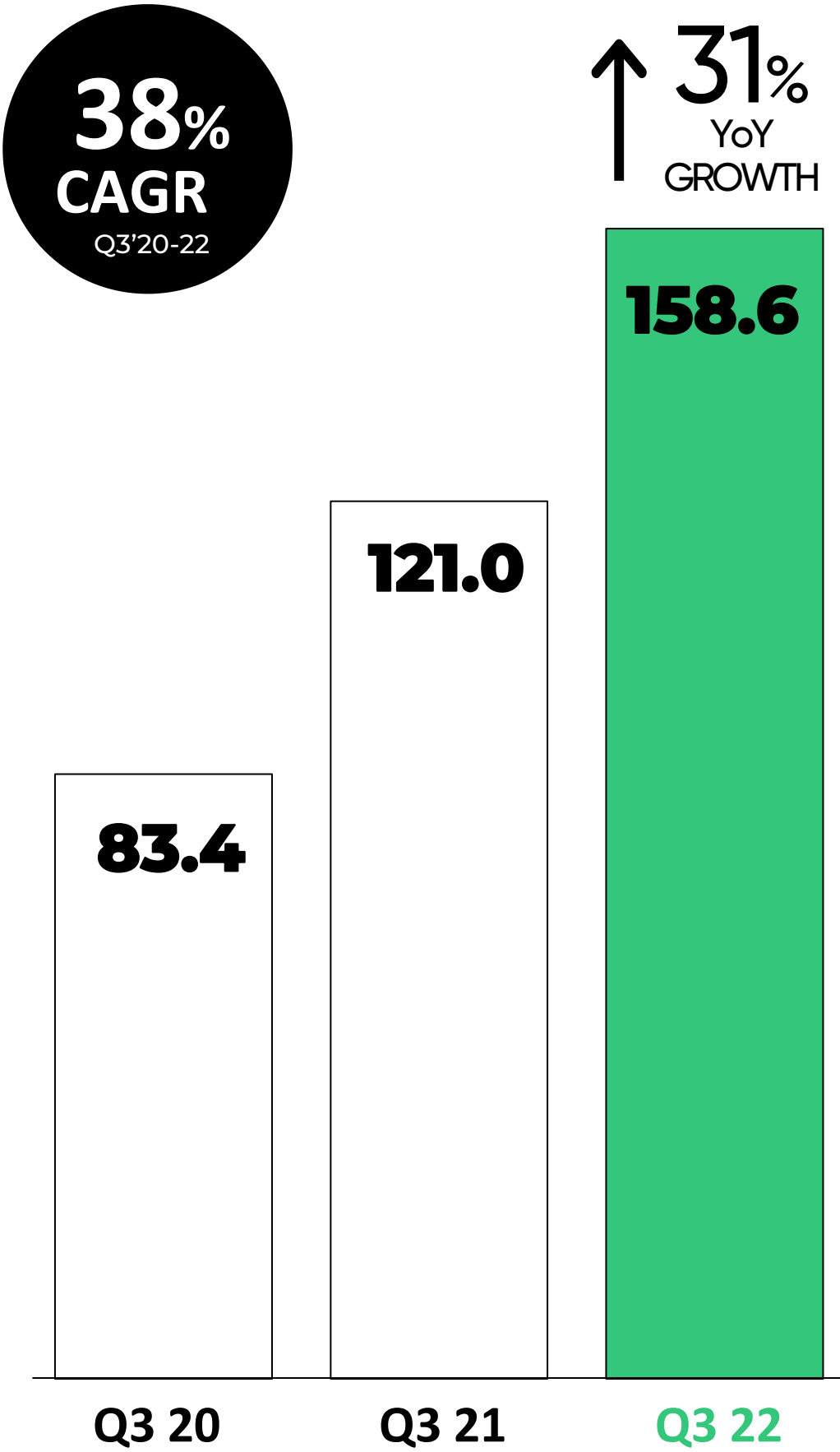


GAAP Net  
Income

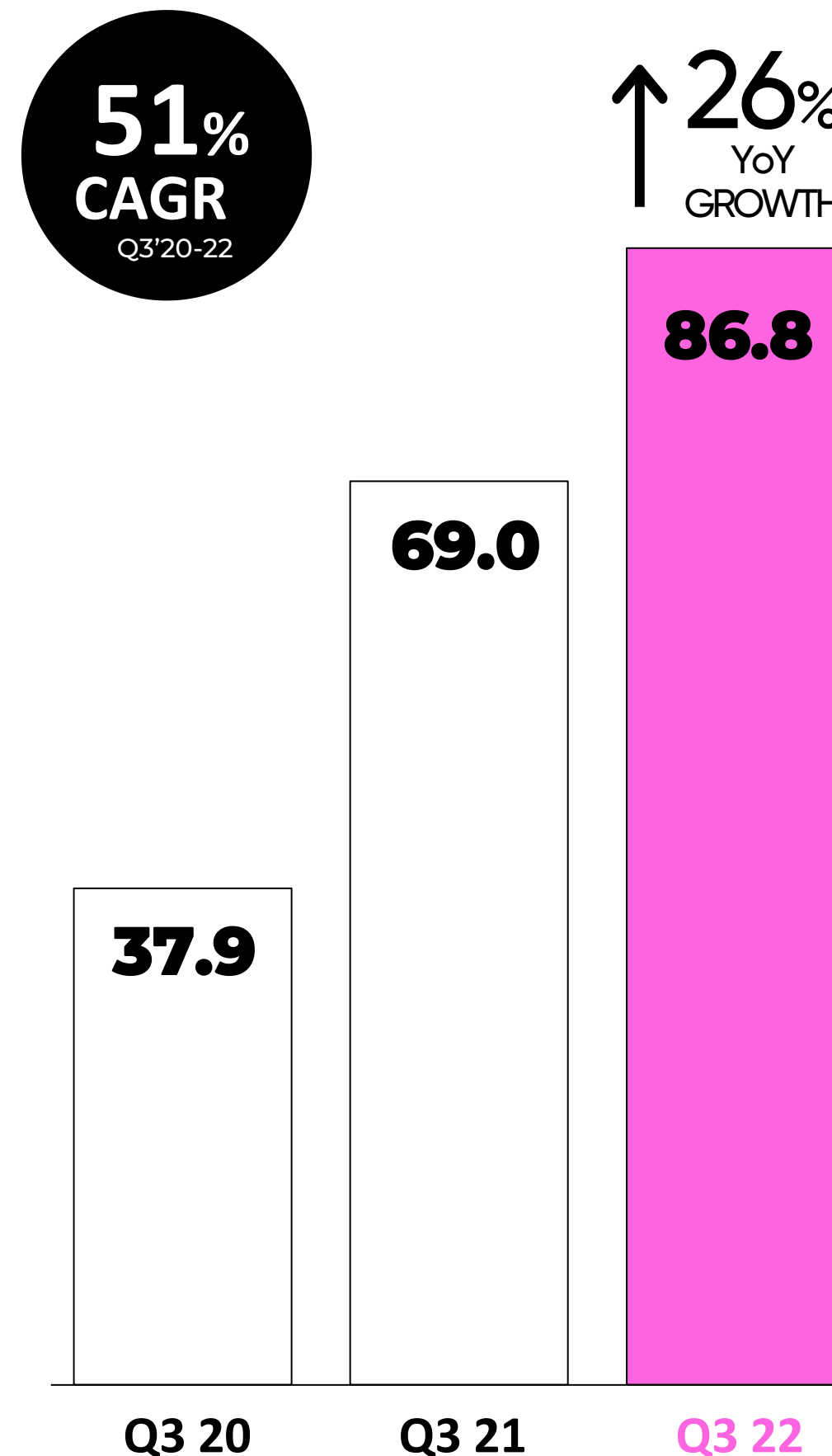


Non-GAAP  
EPS

# Q3 2022 Revenue (\$M)



# Q3 2022 Display Advertising Revenues (\$M)



## Video increased by 209% YoY

Video platform publishers is up 88% YoY (From 34 to 64)  
44% of total Display Advertising vs. 18% last year

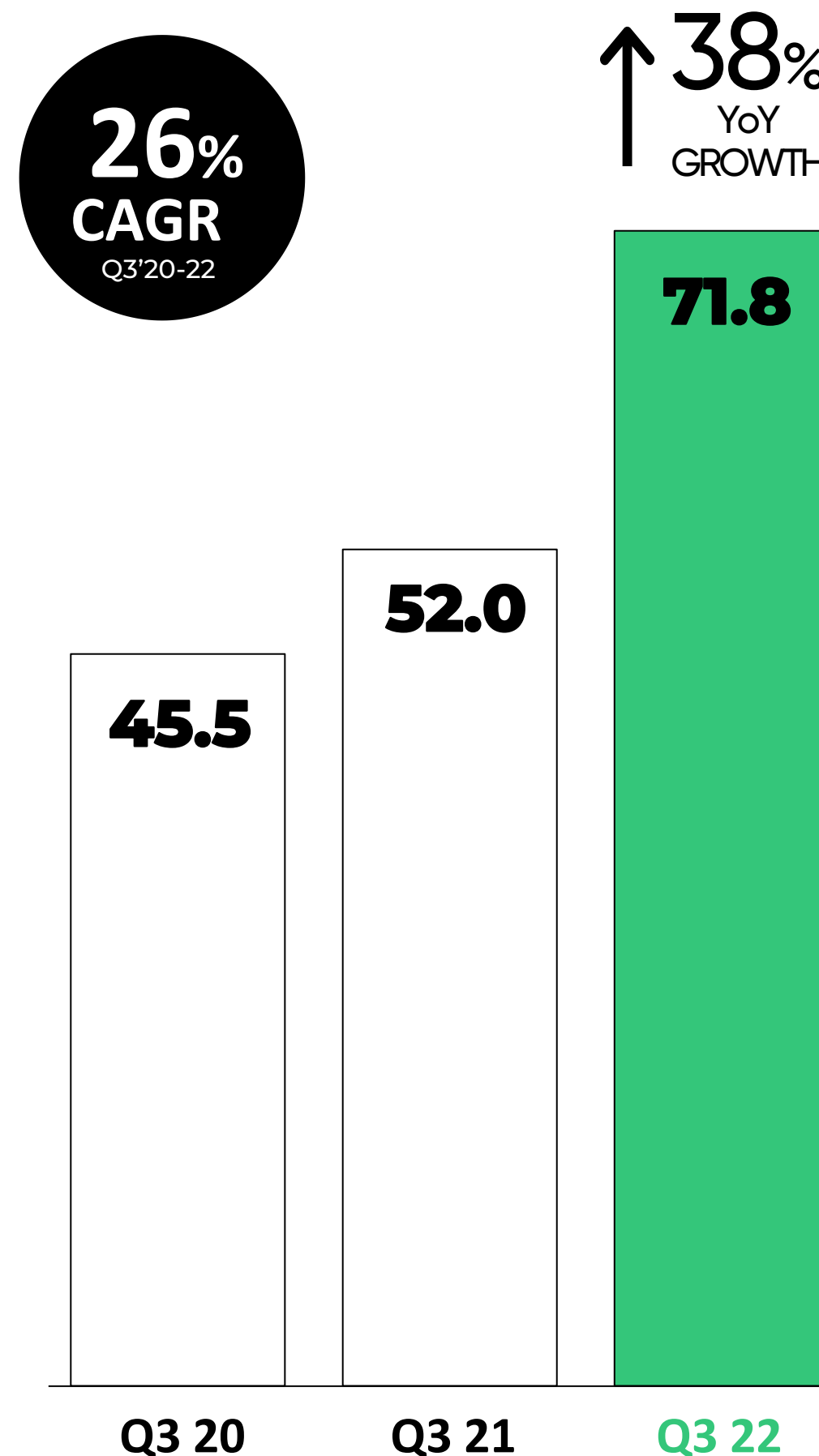
## CTV increased by 134% YoY

9% of total Display Advertising vs. 5% last year

## SORT™ spend up by 25% QoQ

17% of total Display Advertising vs. 14% last quarter

# Q3 2022 Search Advertising Revenues (\$M)

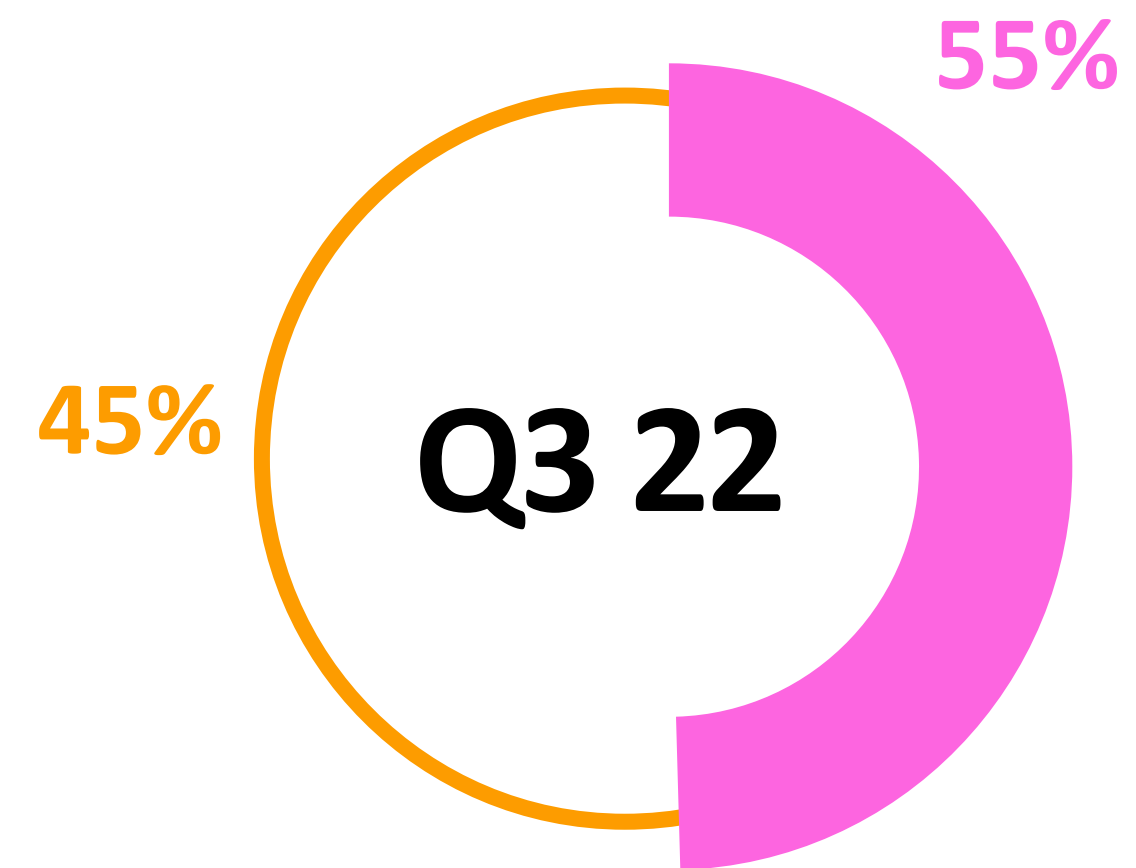
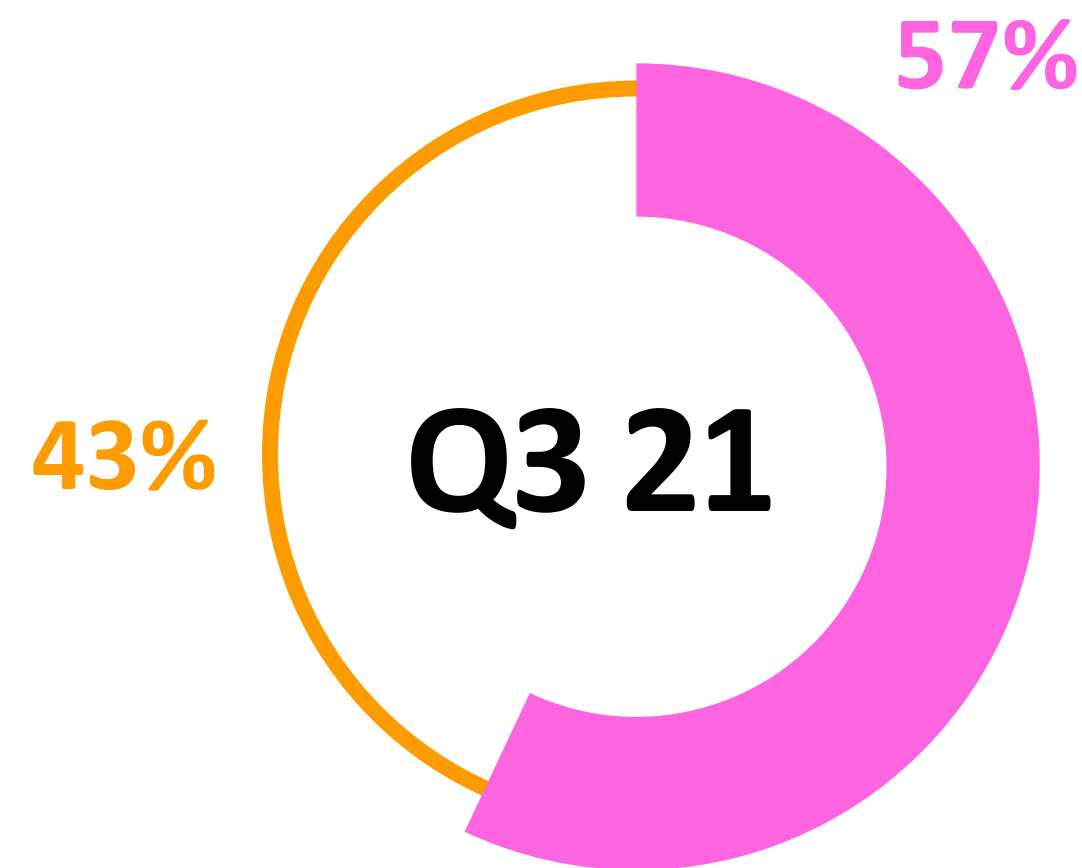
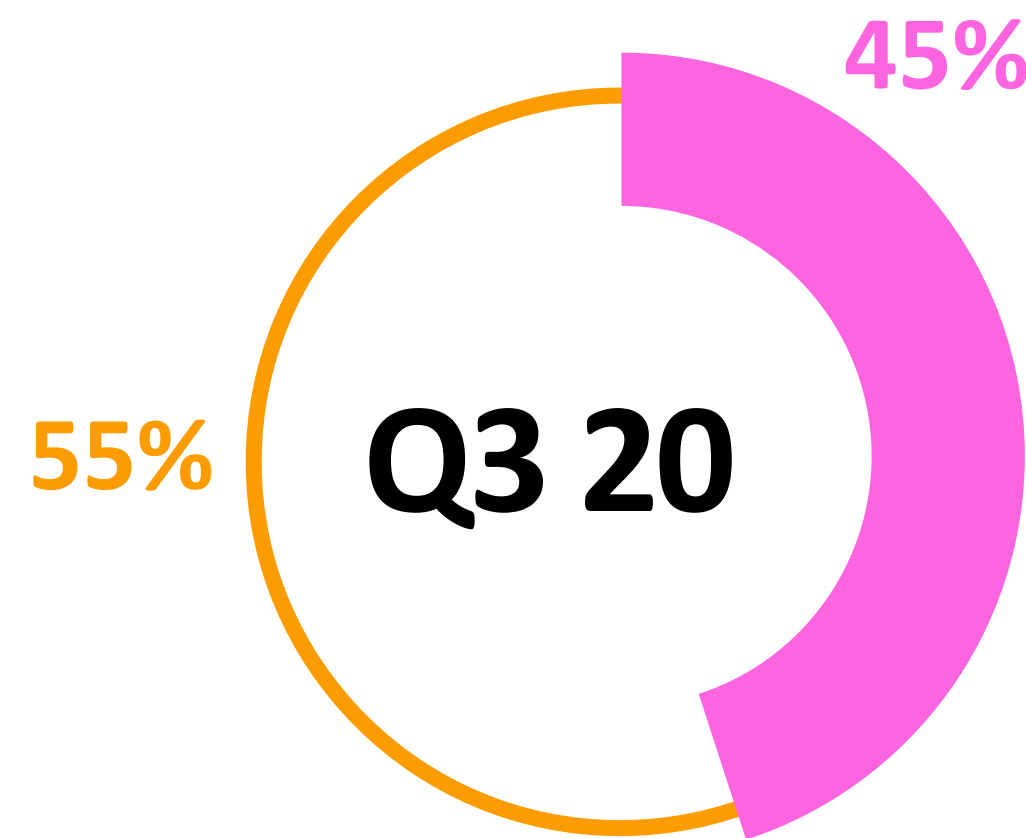


RPM increased by 42% YoY

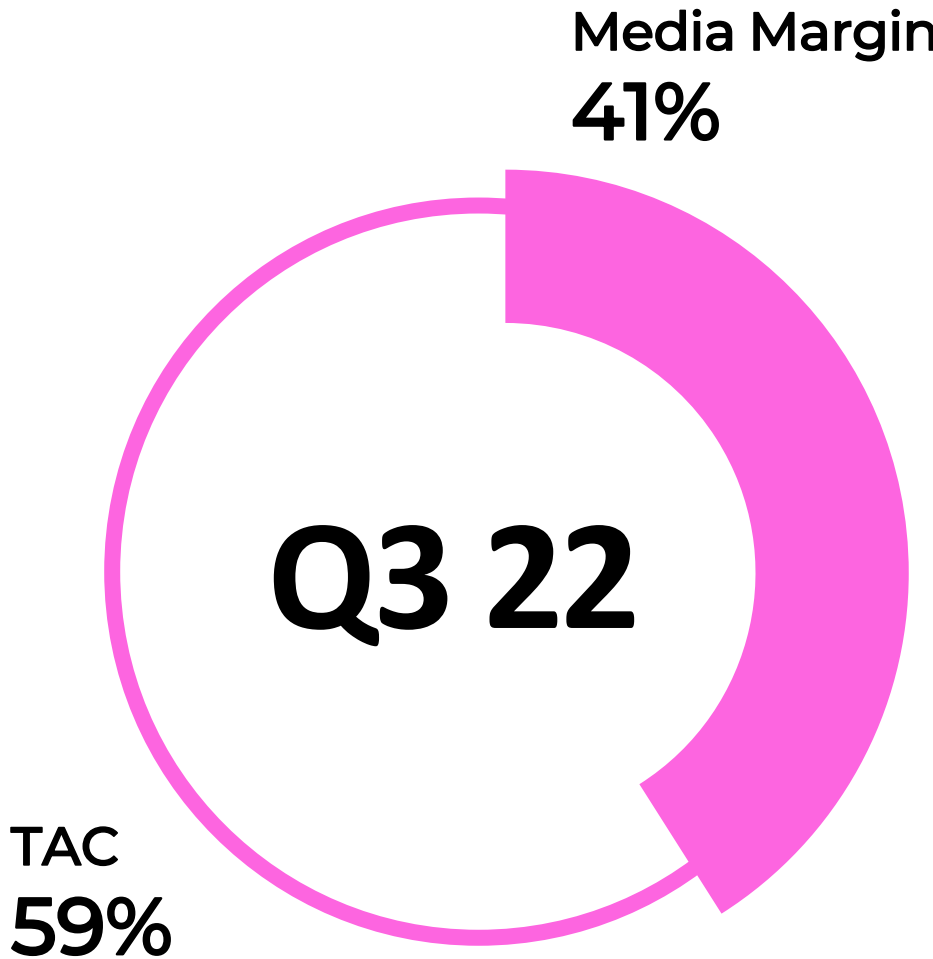
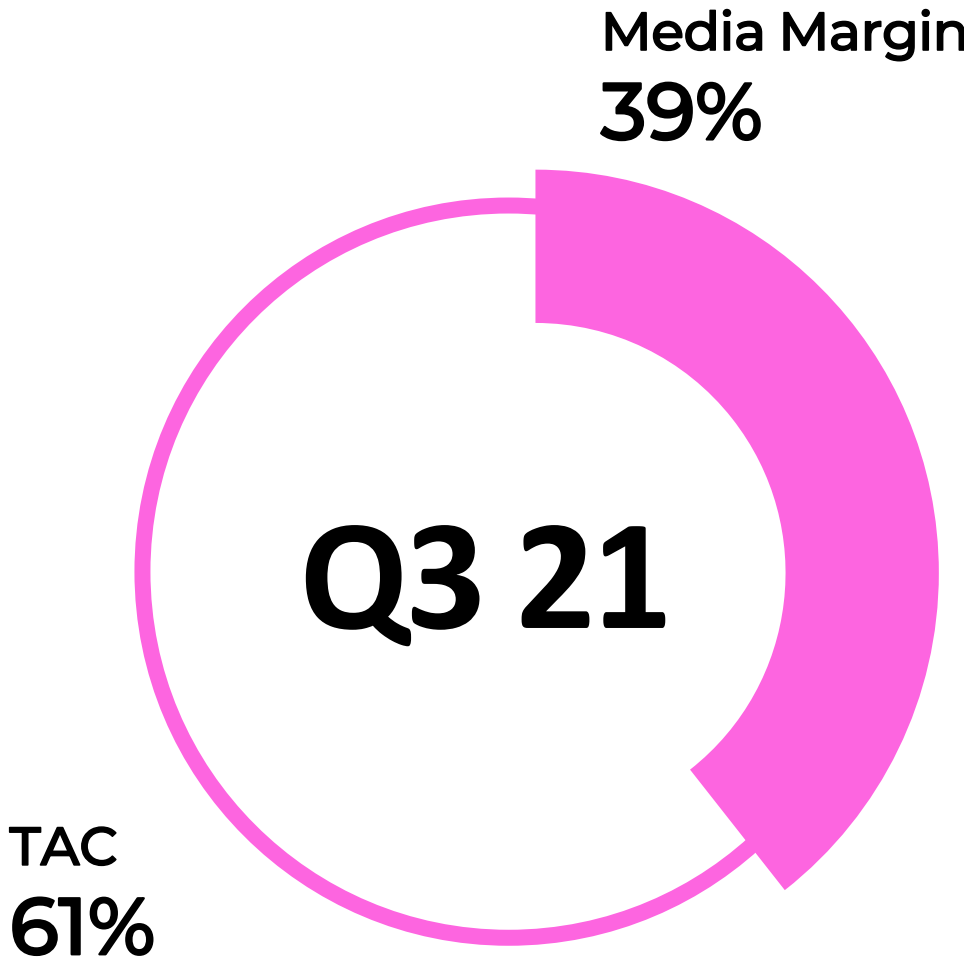
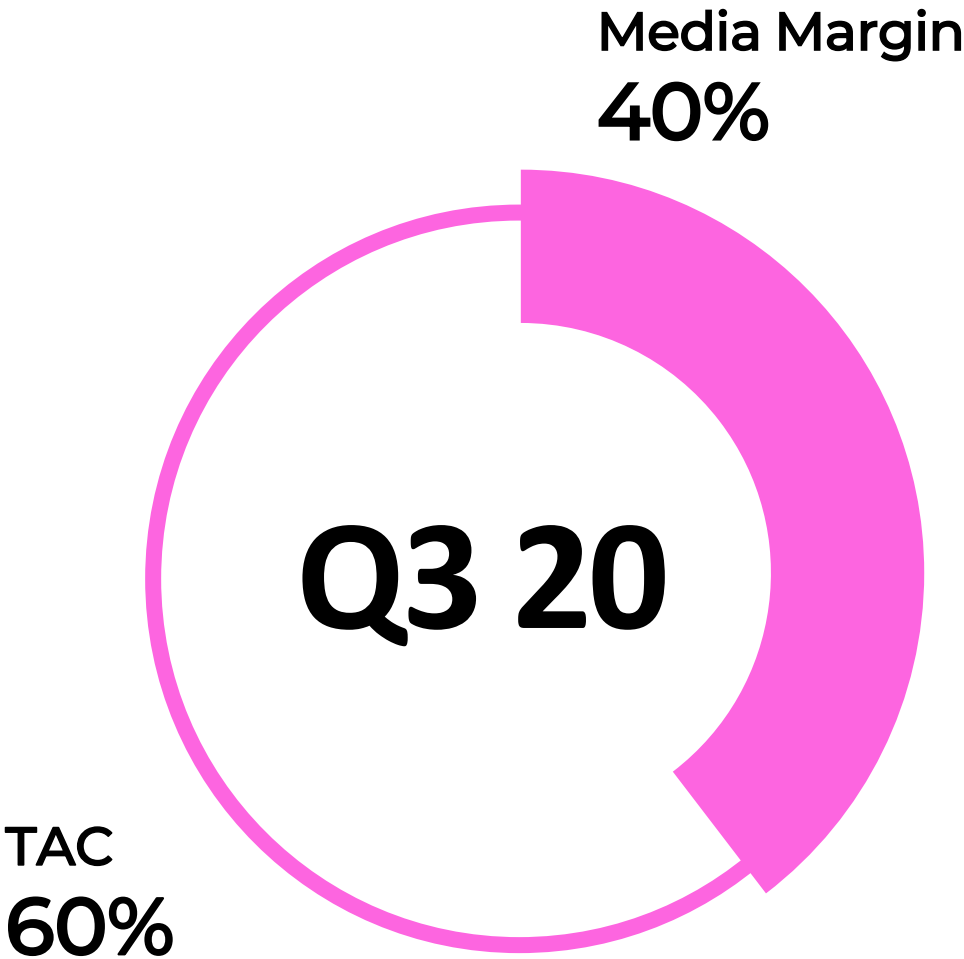
Number of publishers  
increased by 60% YoY

16.9 million daily searches  
– an increase of 15% YoY

# Business Diversification Is Key



# Continued Improvement in Media Margin



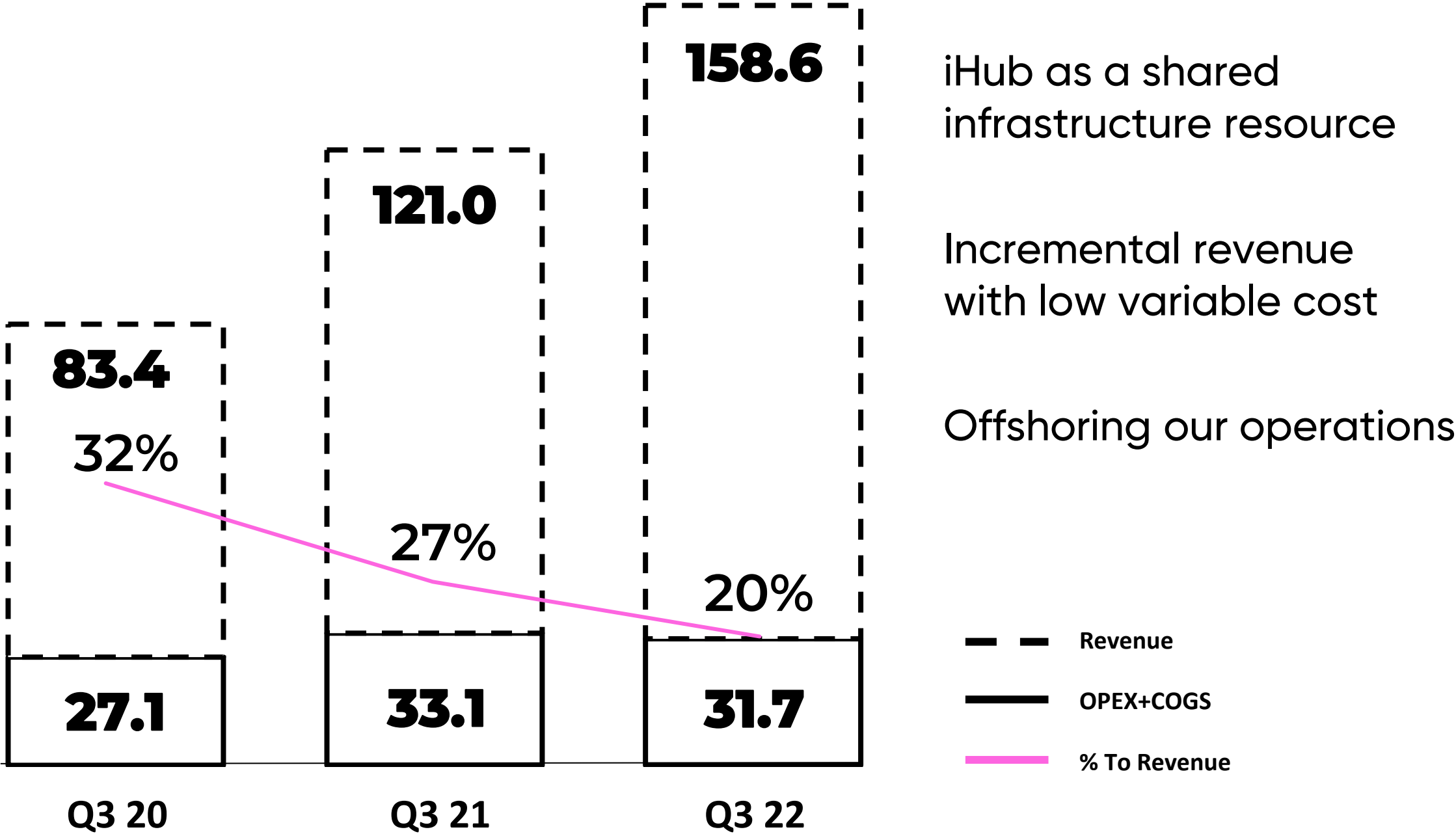
Product mix continues to improve

iHub delivers unparallel optimization of our supply and demand assets

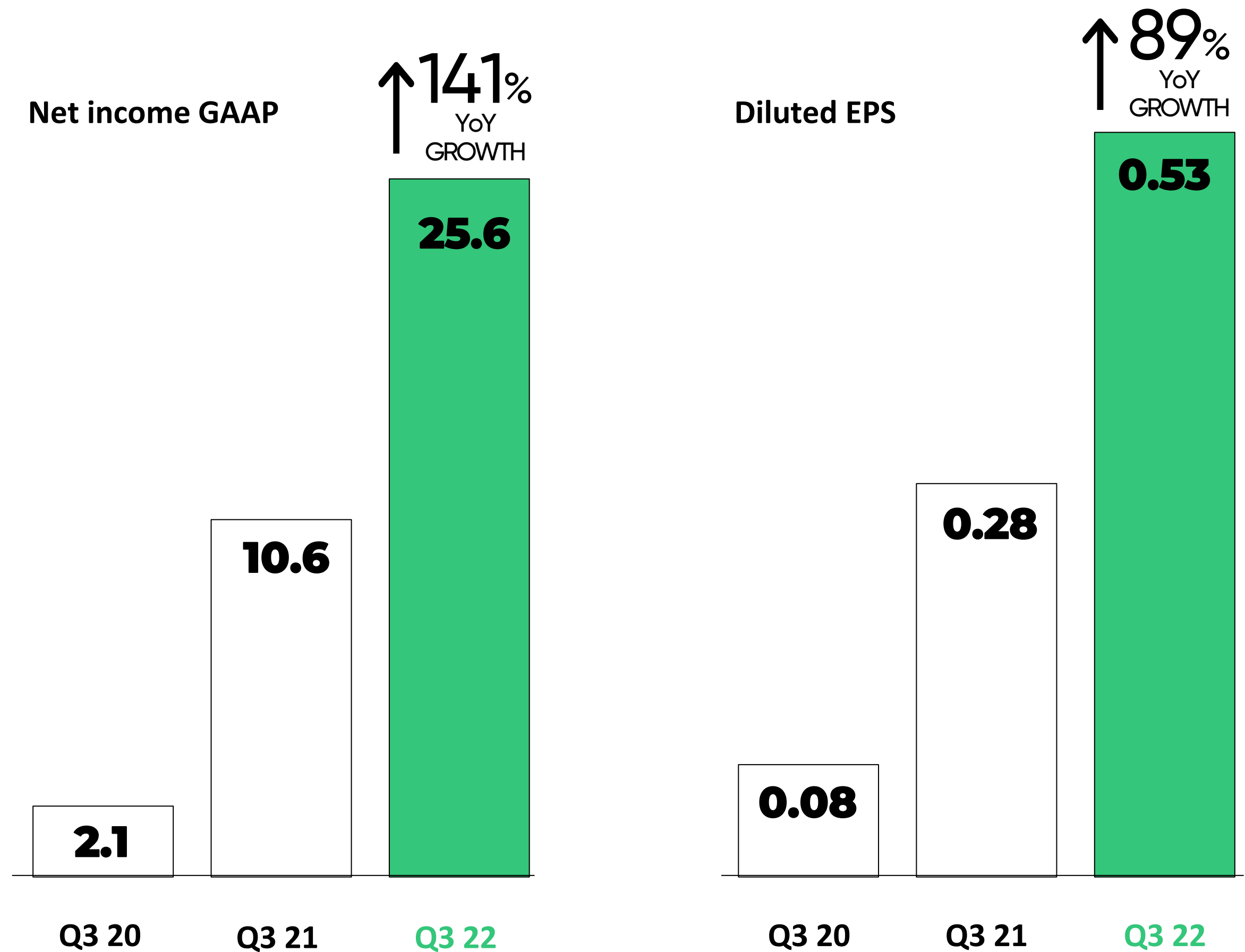
Incremental revenue with low variable cost



# Efficiency Drives Profitability

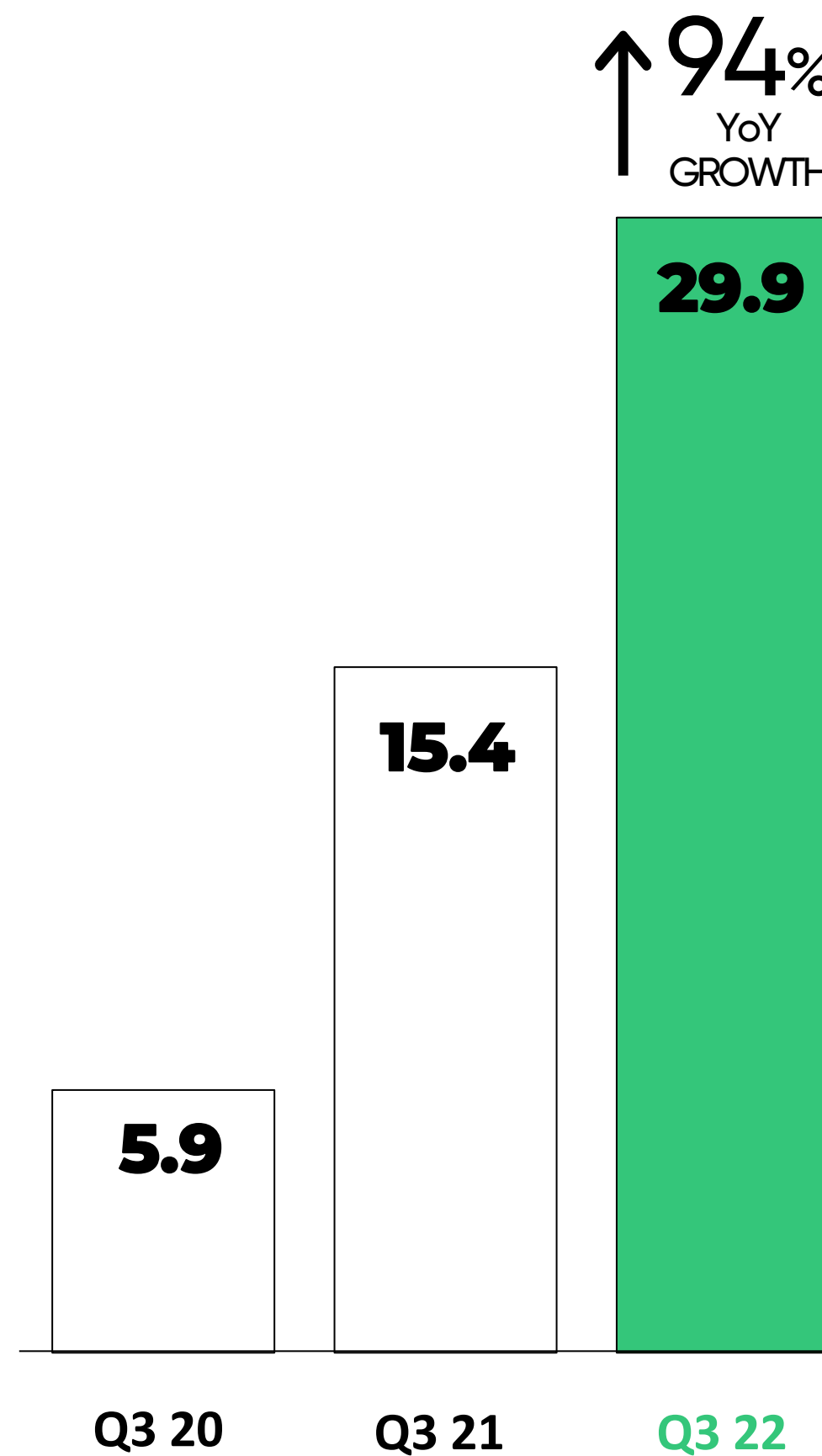


# Q3 2022 Net Income GAAP

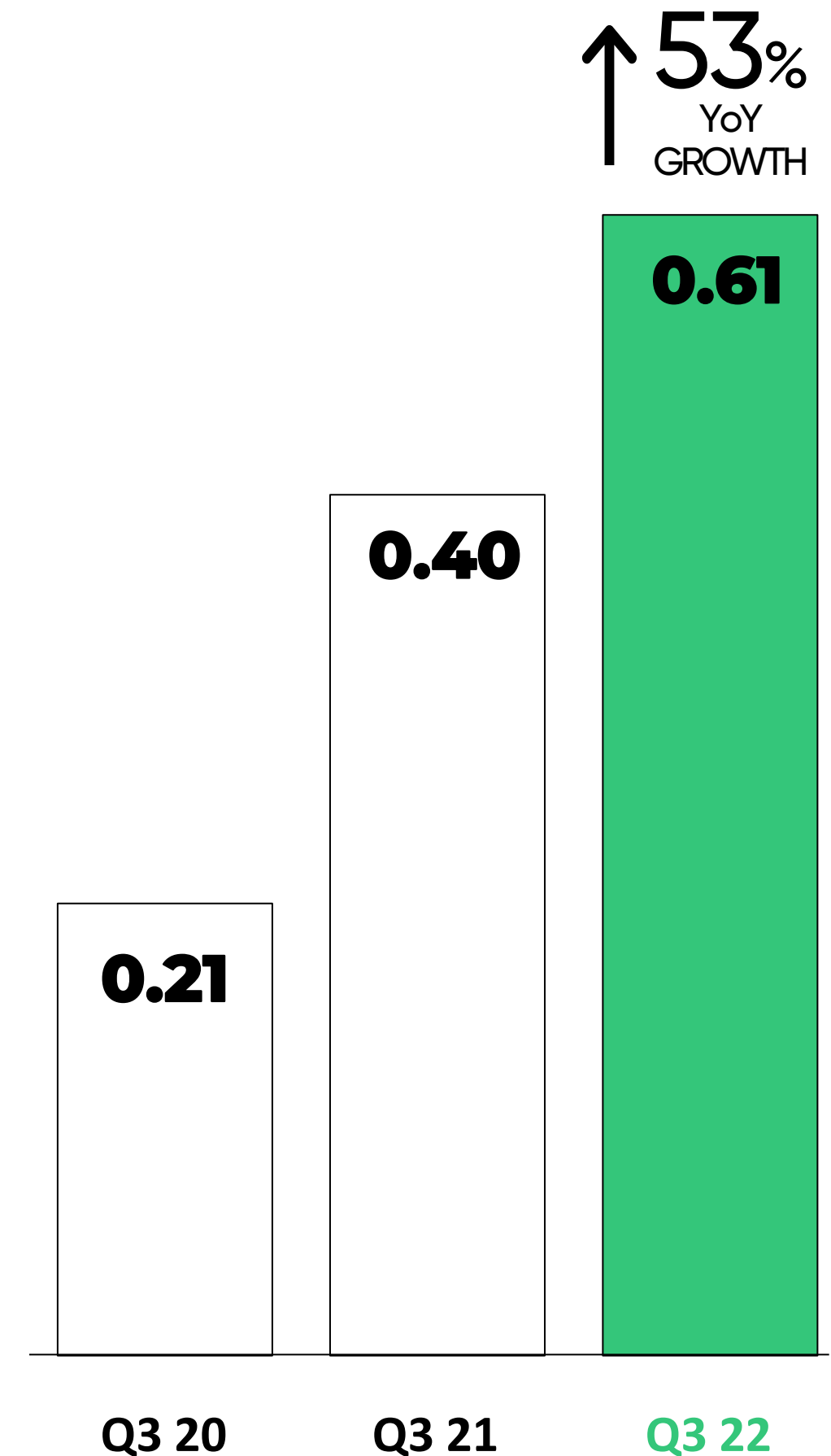


# Q3 2022 Net Income Non-GAAP

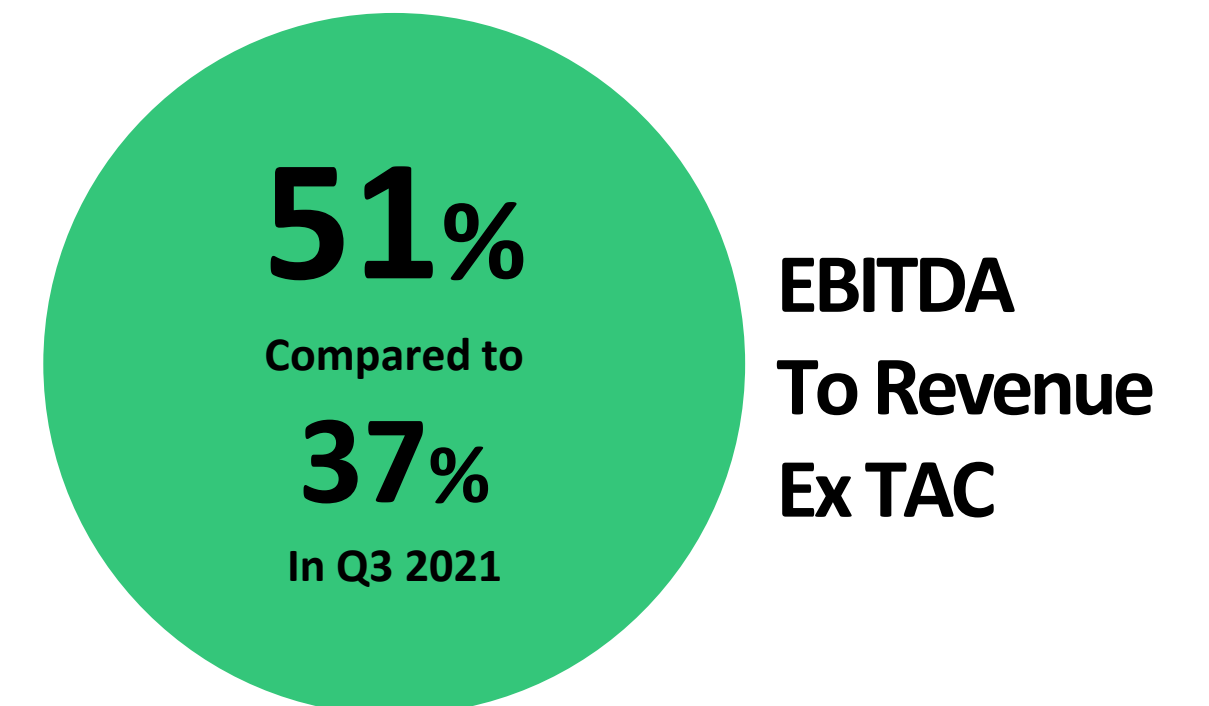
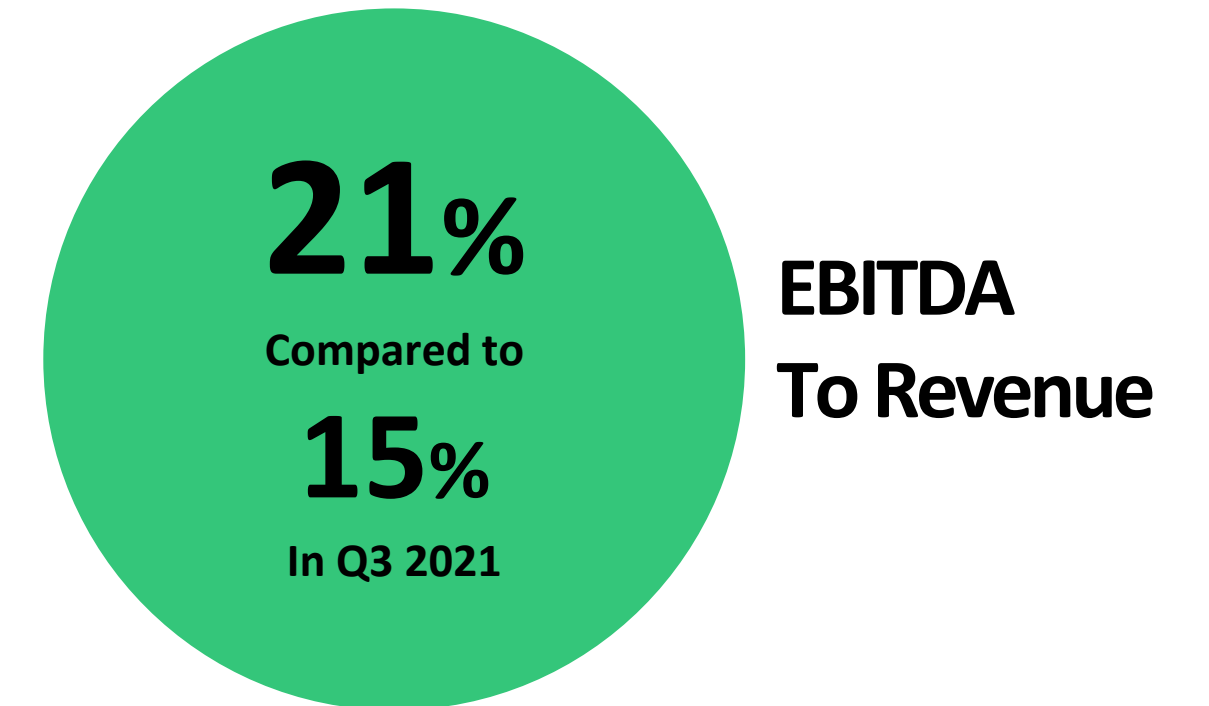
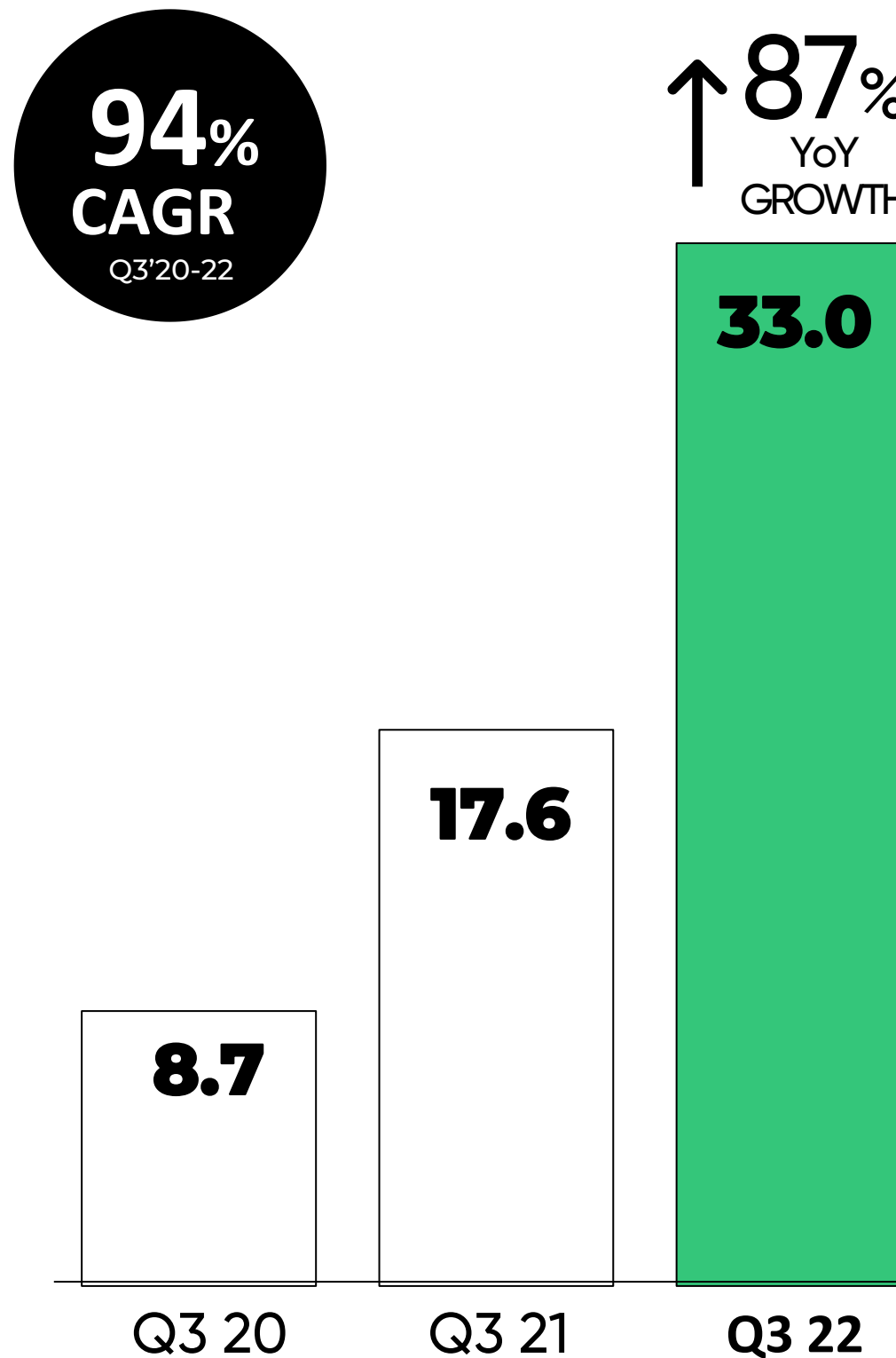
Net income GAAP



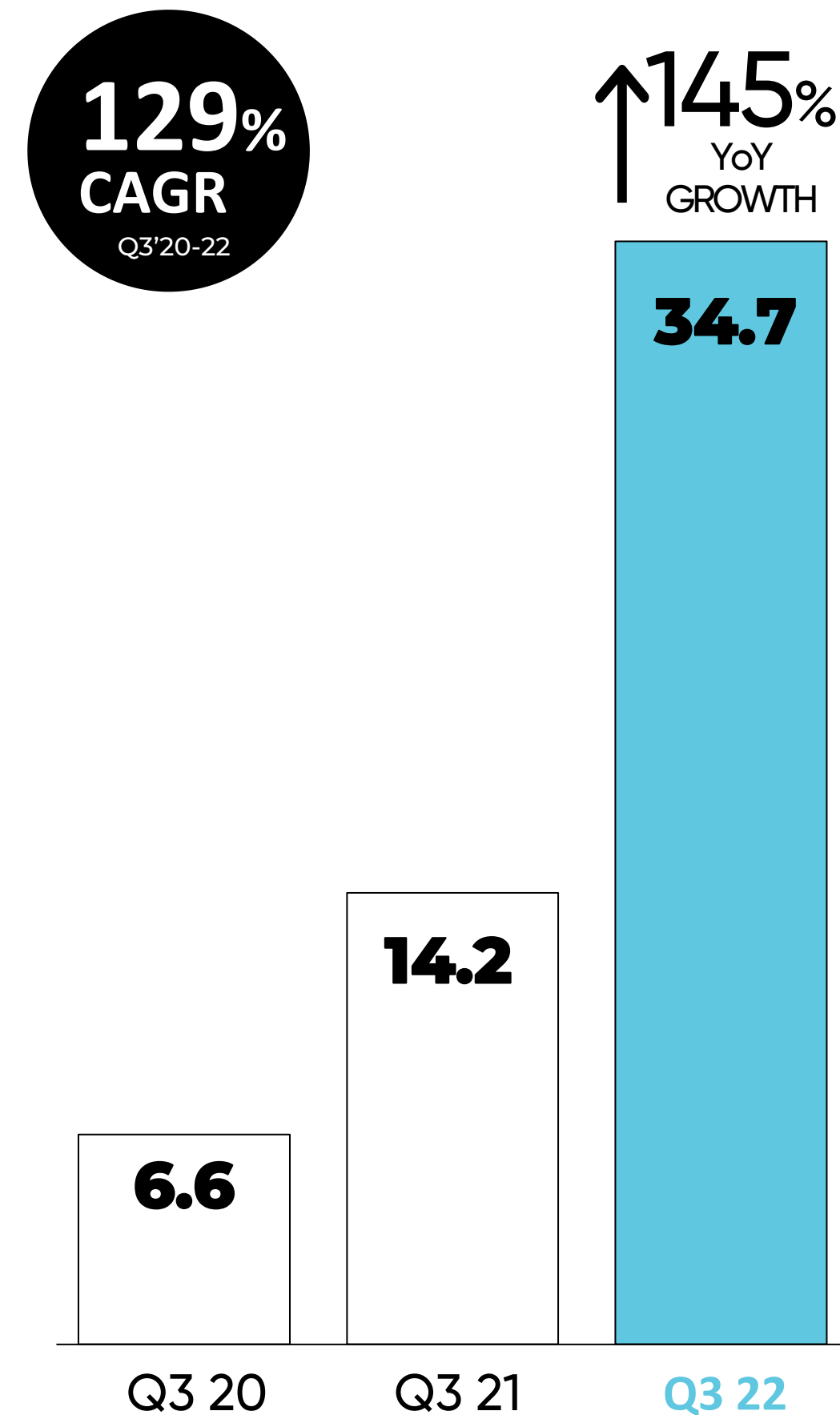
Diluted EPS



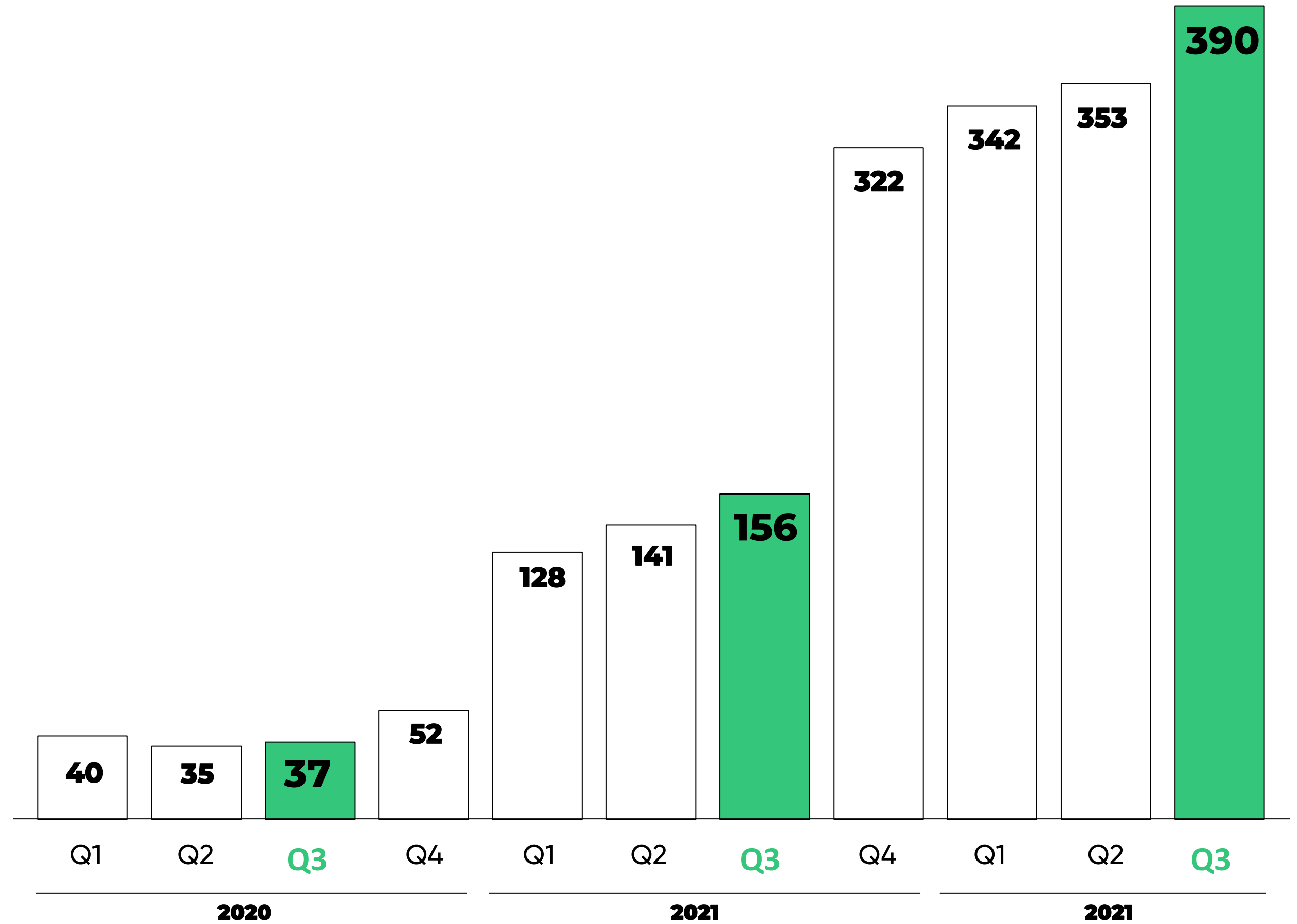
# Q3 2022 Adjusted EBITDA



# Q3 2022 Cash from Operations (\$M)



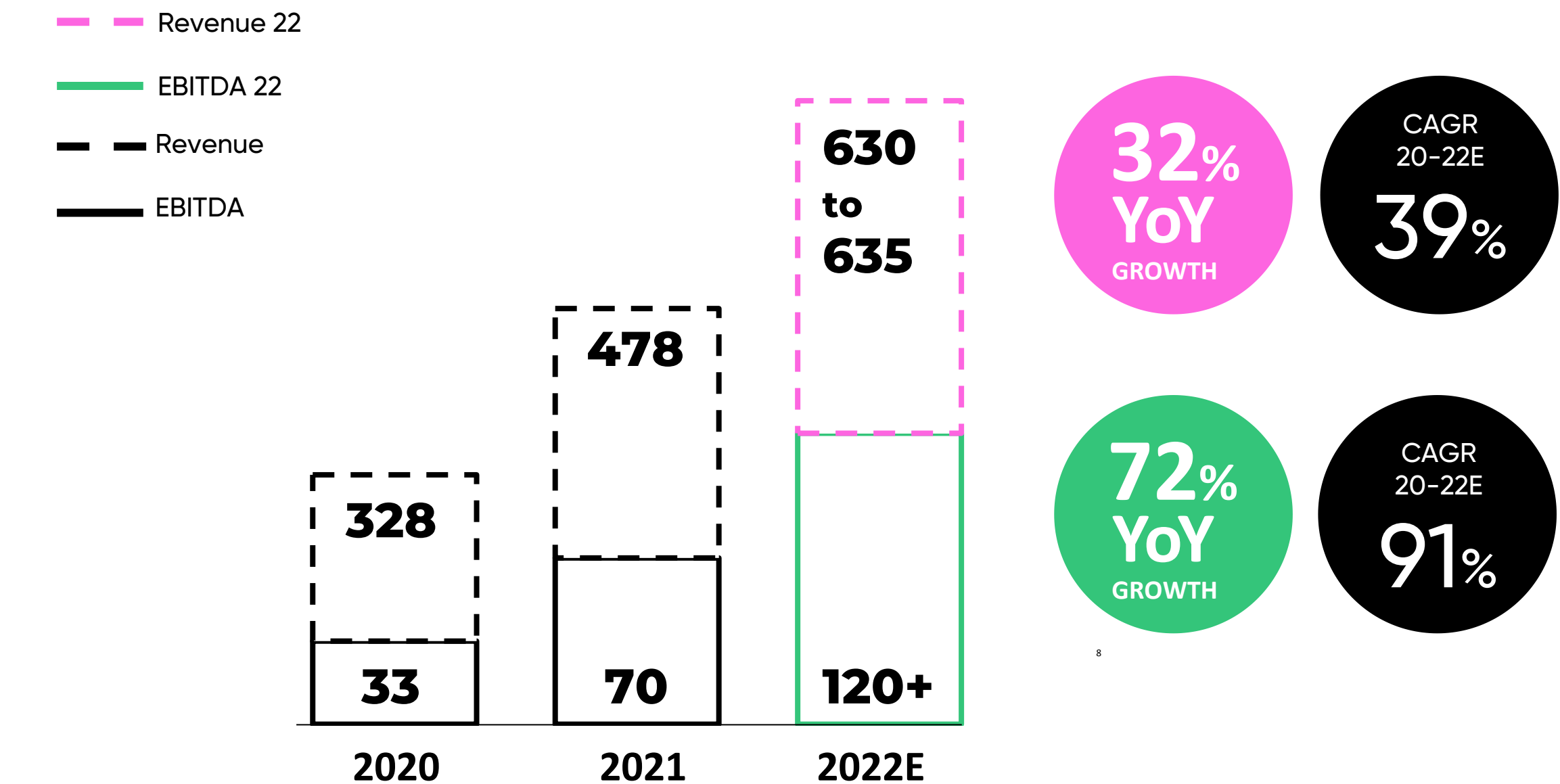
# Net Cash as of Sep 30, 2022 (\$M)



**Thank You**

“Given our strong performance and our sustainable and predictable business model, we are increasing our guidance for 2022 substantially.”

Doron Gerstel, CEO  
Perion PR, November 9th, 2022



\$M	2021	Prior 2022 Guidance	Current 2022 Guidance	YoY Growth% <sup>1</sup>	Q4 Guidance
Revenue	478.5	620-640	630-635	32% <sup>1</sup>	200-205
Adjusted EBITDA	69.6	102+	120+	72% <sup>1</sup>	35-37
Adjusted EBITDA to Revenue ex-TAC	37%	41% <sup>1</sup>	46% <sup>1</sup>		44% <sup>1</sup>

(1) Calculated at revenue guidance midpoint and Adjusted EBITDA of \$120 million



## 4 market Trends How we reacted

**that explain  
why we're able  
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the industry**

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- **SORT is gaining huge momentum**

Advertisers under growing margin pressure due to rapid rises in cost of goods

- **iHUB enables us to absorb pressure and maintain our high margins**

# appendix

# Balance Sheet Overview (\$M)

Current Assets	31/12/2021	30/09/2022
Cash and cash equivalents	104.4	171.4
Restricted cash	1.1	1.0
Short-term bank deposit	217.2	219.0
Accounts receivable, net	115.4	99.9
Prepaid expenses and other current assets	8.1	10.6
	<b>446.2</b>	<b>501.9</b>

Non-Current Assets	31/12/2021	30/09/2022
Property and equipment, net	4.2	3.8
Operating lease right-of-use assets	11.6	9.2
Goodwill and Intangible assets, net	246	250.1
Deferred taxes & Other assets	5.2	3.0
	<b>267.0</b>	<b>266.1</b>

<b>Total Assets</b>	<b>713.2</b>	<b>768.0</b>
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Current Liabilities	31/12/2021	30/09/2022
Accounts payable	107.7	110.7
Accrued expenses and other liabilities	40.3	29.4
Short-term operating lease liability	3.6	3.2
Deferred revenues	3.9	2.1
Payment obligation related to acquisitions	38.2	34.6
	<b>193.7</b>	<b>180.0</b>

Long-Term Liabilities	31/12/2021	30/09/2022
Long-term operating lease liability	9.7	6.8
Payment obligation related to acquisitions	33.3	33.0
Other long-term liabilities	9.5	9.2
	<b>52.5</b>	<b>49.0</b>

Shareholders' Equity	31/12/2021	30/09/2022
	<b>467.0</b>	<b>539.0</b>

<b>Total Liabilities and Shareholders' Equity</b>	<b>713.2</b>	<b>768.0</b>
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# Income Statement (\$M)

P&L - GAAP	Q1-20	Q2-20	Q3-20	Q4-20	Q1-21	Q2-21	Q3-21	Q4-21	Q1-22	Q2-22	Q3-22	Full year ended,			9 Months ended,	
												2020	2021	2022	2021	2022
Display Advertising revenues	23.8	18.7	37.9	68.4	38.1	58.0	69.0	100.2	68.6	81.6	86.8	148.7	265.3	236.9	165.1	236.9
Search Advertising revenues	42.3	41.6	45.5	49.9	51.7	51.7	52.0	57.8	56.7	65.1	71.8	179.4	213.2	193.7	155.4	193.7
<b>Total Revenues</b>	<b>66.1</b>	<b>60.3</b>	<b>83.4</b>	<b>118.3</b>	<b>89.8</b>	<b>109.7</b>	<b>121.0</b>	<b>158.0</b>	<b>125.3</b>	<b>146.7</b>	<b>158.6</b>	<b>328.1</b>	<b>478.5</b>	<b>430.6</b>	<b>320.5</b>	<b>430.6</b>
Traffic acquisition costs and media buy	36.1	36.8	49.9	74.8	54.9	66.2	73.6	93.3	71.0	86.0	93.6	197.6	288.0	250.6	194.7	250.6
<b>Media Margin</b>	<b>30.0</b>	<b>23.5</b>	<b>33.5</b>	<b>43.5</b>	<b>34.9</b>	<b>43.5</b>	<b>47.4</b>	<b>64.7</b>	<b>54.3</b>	<b>60.7</b>	<b>65.0</b>	<b>130.5</b>	<b>190.5</b>	<b>180.0</b>	<b>125.8</b>	<b>180.0</b>
<b>% of Revenues</b>	<b>45.4%</b>	<b>39.0%</b>	<b>40.2%</b>	<b>36.8%</b>	<b>38.9%</b>	<b>39.7%</b>	<b>39.2%</b>	<b>40.9%</b>	<b>43.3%</b>	<b>41.4%</b>	<b>41.0%</b>	<b>39.8%</b>	<b>39.8%</b>	<b>41.8%</b>	<b>39.3%</b>	<b>41.8%</b>
Cost of revenues	5.8	4.9	5.3	6.5	5.4	6.2	6.3	7.3	6.6	6.9	7.5	22.5	25.2	21.0	17.9	21.0
<b>Gross Margin</b>	<b>24.2</b>	<b>18.6</b>	<b>28.2</b>	<b>37.0</b>	<b>29.5</b>	<b>37.3</b>	<b>41.1</b>	<b>57.4</b>	<b>47.7</b>	<b>53.8</b>	<b>57.5</b>	<b>108.0</b>	<b>165.3</b>	<b>159.0</b>	<b>107.9</b>	<b>159.0</b>
<b>% Gross Margin</b>	<b>36.6%</b>	<b>30.8%</b>	<b>33.8%</b>	<b>31.3%</b>	<b>32.9%</b>	<b>34.0%</b>	<b>34.0%</b>	<b>36.3%</b>	<b>38.1%</b>	<b>36.7%</b>	<b>36.3%</b>	<b>32.9%</b>	<b>34.5%</b>	<b>36.9%</b>	<b>33.7%</b>	<b>36.9%</b>
Research and development	7.2	7.1	8.1	8.5	8.5	8.9	8.6	9.2	9.0	8.3	7.8	30.9	35.3	25.1	26.0	25.1
Selling and marketing	9.7	8.2	9.4	11.7	10.6	12.9	12.9	16.8	13.3	14.0	12.6	39.1	53.2	39.9	36.4	39.9
General and administrative	3.9	3.6	4.2	4.1	4.1	4.6	5.3	6.9	5.7	6.4	3.8	15.8	20.9	15.9	14.0	15.9
Depreciation and amortization	2.4	2.2	2.7	2.7	2.4	2.0	1.9	3.6	3.2	3.2	3.7	9.9	9.9	10.1	6.3	10.1
<b>Total OPEX</b>	<b>23.2</b>	<b>21.1</b>	<b>24.4</b>	<b>27.0</b>	<b>25.6</b>	<b>28.4</b>	<b>28.7</b>	<b>36.5</b>	<b>31.2</b>	<b>31.9</b>	<b>27.9</b>	<b>95.7</b>	<b>119.3</b>	<b>91.0</b>	<b>82.7</b>	<b>91.0</b>
<b>% of Revenues</b>	<b>35.1%</b>	<b>35.0%</b>	<b>29.3%</b>	<b>22.8%</b>	<b>28.5%</b>	<b>25.9%</b>	<b>23.7%</b>	<b>23.1%</b>	<b>24.9%</b>	<b>21.7%</b>	<b>17.6%</b>	<b>29.2%</b>	<b>24.9%</b>	<b>21.1%</b>	<b>25.8%</b>	<b>21.1%</b>
<b>EBIT</b>	<b>1.0</b>	<b>(2.5)</b>	<b>3.8</b>	<b>10.0</b>	<b>3.9</b>	<b>8.9</b>	<b>12.4</b>	<b>20.9</b>	<b>16.5</b>	<b>21.9</b>	<b>29.6</b>	<b>12.3</b>	<b>46.0</b>	<b>68.0</b>	<b>25.2</b>	<b>68.0</b>
<b>% of Revenues</b>	<b>1.5%</b>	<b>(4.1%)</b>	<b>4.6%</b>	<b>8.5%</b>	<b>4.3%</b>	<b>8.1%</b>	<b>10.2%</b>	<b>13.2%</b>	<b>13.2%</b>	<b>14.9%</b>	<b>18.7%</b>	<b>3.7%</b>	<b>9.6%</b>	<b>15.8%</b>	<b>7.9%</b>	<b>15.8%</b>
Financial expense, net	-	0.7	0.5	1.5	(0.2)	0.3	-	0.5	(0.6)	(0.9)	(1.0)	2.6	0.6	(2.5)	0.1	(2.5)
Tax expenses (benefit)	(0.3)	(1.0)	1.2	(0.5)	0.8	1.5	1.7	2.6	1.6	3.3	5.0	(0.5)	6.6	10.0	4.0	10.0
<b>Net Income (Loss)</b>	<b>1.3</b>	<b>(2.2)</b>	<b>2.1</b>	<b>9.0</b>	<b>3.3</b>	<b>7.1</b>	<b>10.6</b>	<b>17.7</b>	<b>15.5</b>	<b>19.5</b>	<b>25.6</b>	<b>10.2</b>	<b>38.8</b>	<b>60.5</b>	<b>21.1</b>	<b>60.5</b>
<b>% of Revenues</b>	<b>2.0%</b>	<b>-3.6%</b>	<b>2.5%</b>	<b>7.6%</b>	<b>3.7%</b>	<b>6.5%</b>	<b>8.8%</b>	<b>11.2%</b>	<b>12.4%</b>	<b>13.3%</b>	<b>16.1%</b>	<b>3.1%</b>	<b>8.1%</b>	<b>14.1%</b>	<b>6.6%</b>	<b>14.1%</b>
<b>Net Earnings per Share - Basic</b>	<b>0.05</b>	<b>(0.08)</b>	<b>0.08</b>	<b>0.33</b>	<b>0.10</b>	<b>0.21</b>	<b>0.31</b>	<b>0.48</b>	<b>0.35</b>	<b>0.44</b>	<b>0.57</b>	<b>0.38</b>	<b>1.13</b>	<b>1.36</b>	<b>0.62</b>	<b>1.36</b>
<b>Net Earnings per Share - Diluted</b>	<b>0.05</b>	<b>(0.08)</b>	<b>0.08</b>	<b>0.30</b>	<b>0.09</b>	<b>0.19</b>	<b>0.28</b>	<b>0.44</b>	<b>0.33</b>	<b>0.41</b>	<b>0.53</b>	<b>0.36</b>	<b>1.02</b>	<b>1.27</b>	<b>0.56</b>	<b>1.27</b>
<b>No. of shares - Basic (M)</b>	<b>26.3</b>	<b>26.6</b>	<b>26.7</b>	<b>26.9</b>	<b>32.1</b>	<b>34.1</b>	<b>34.6</b>	<b>36.8</b>	<b>44.0</b>	<b>44.4</b>	<b>45.1</b>	<b>26.7</b>	<b>34.4</b>	<b>44.5</b>	<b>33.6</b>	<b>44.5</b>
<b>No. of shares - Diluted (M)</b>	<b>28.2</b>	<b>26.6</b>	<b>28.3</b>	<b>30.0</b>	<b>35.8</b>	<b>37.1</b>	<b>37.9</b>	<b>40.3</b>	<b>47.0</b>	<b>47.3</b>	<b>48.0</b>	<b>28.8</b>	<b>37.8</b>	<b>47.6</b>	<b>36.9</b>	<b>47.6</b>



# P&L Non-GAAP (\$M)

P&L - Non-GAAP	Q1-20	Q2-20	Q3-20	Q4-20	Q1-21	Q2-21	Q3-21	Q4-21	Q1-22	Q2-22	Q3-22	Full year ended,			9 Months ended,	
												2020	2021	2022	2021	2022
Display Advertising revenues	23.7	18.7	37.9	68.4	38.1	58.0	69.0	100.2	68.6	81.6	86.8	148.7	265.3	236.9	165.1	236.9
Search Advertising revenues	42.3	41.6	45.5	49.9	51.7	51.7	52.0	57.8	56.7	65.1	71.8	179.4	213.2	193.7	155.4	193.7
<b>Total Revenues</b>	<b>66.1</b>	<b>60.3</b>	<b>83.4</b>	<b>118.3</b>	<b>89.8</b>	<b>109.7</b>	<b>121.0</b>	<b>158.0</b>	<b>125.3</b>	<b>146.7</b>	<b>158.6</b>	<b>328.1</b>	<b>478.5</b>	<b>430.6</b>	<b>320.5</b>	<b>430.6</b>
Traffic acquisition costs and media buy	36.1	36.8	49.9	74.8	54.9	66.2	73.6	93.3	71.0	86.0	93.6	197.6	288.0	250.6	194.7	250.6
<b>Media Margin</b>	<b>29.9</b>	<b>23.5</b>	<b>33.5</b>	<b>43.5</b>	<b>34.9</b>	<b>43.5</b>	<b>47.4</b>	<b>64.7</b>	<b>54.3</b>	<b>60.7</b>	<b>65.0</b>	<b>130.5</b>	<b>190.5</b>	<b>180.0</b>	<b>125.9</b>	<b>180.0</b>
<b>% of Revenues</b>	<b>45.3%</b>	<b>39.0%</b>	<b>40.2%</b>	<b>36.8%</b>	<b>38.9%</b>	<b>39.7%</b>	<b>39.2%</b>	<b>40.9%</b>	<b>43.3%</b>	<b>41.4%</b>	<b>41.0%</b>	<b>39.8%</b>	<b>39.8%</b>	<b>41.8%</b>	<b>39.3%</b>	<b>41.8%</b>
Cost of revenues	5.7	4.9	5.3	6.6	5.4	6.2	6.2	7.2	6.5	6.8	7.4	22.4	25.1	20.7	17.8	20.7
<b>Gross Margin</b>	<b>24.2</b>	<b>18.6</b>	<b>28.2</b>	<b>36.9</b>	<b>29.5</b>	<b>37.3</b>	<b>41.2</b>	<b>57.5</b>	<b>47.8</b>	<b>53.9</b>	<b>57.6</b>	<b>108.1</b>	<b>165.4</b>	<b>159.3</b>	<b>108.1</b>	<b>159.3</b>
<b>% Gross Margin</b>	<b>36.6%</b>	<b>30.8%</b>	<b>33.8%</b>	<b>31.2%</b>	<b>32.9%</b>	<b>34.0%</b>	<b>34.0%</b>	<b>36.4%</b>	<b>38.1%</b>	<b>36.7%</b>	<b>36.3%</b>	<b>32.9%</b>	<b>34.6%</b>	<b>37.0%</b>	<b>33.7%</b>	<b>37.0%</b>
Research and development	6.1	6.1	7.2	7.2	7.7	7.8	7.8	7.9	8.5	7.9	7.2	26.6	31.2	23.5	23.3	23.5
Selling and marketing	8.7	7.2	8.6	10.1	9.5	11.1	11.1	14.3	12.1	12.9	11.3	34.5	46.0	36.3	31.7	36.3
General and administrative	3.2	3.0	3.7	4.3	3.5	4.1	4.7	6.3	4.6	4.7	6.1	14.2	18.7	15.4	12.3	15.4
Depreciation and amortization	1.2	1.1	1.1	1.0	1.1	0.7	0.5	0.8	0.4	0.4	0.4	4.7	3.0	1.2	2.3	1.2
<b>Total OPEX</b>	<b>19.2</b>	<b>17.4</b>	<b>20.6</b>	<b>22.6</b>	<b>21.8</b>	<b>23.7</b>	<b>24.1</b>	<b>29.3</b>	<b>25.6</b>	<b>25.9</b>	<b>25.0</b>	<b>80.0</b>	<b>98.9</b>	<b>76.4</b>	<b>69.6</b>	<b>76.4</b>
<b>% of Revenues</b>	<b>29.0%</b>	<b>28.9%</b>	<b>24.7%</b>	<b>19.1%</b>	<b>24.3%</b>	<b>21.6%</b>	<b>19.9%</b>	<b>18.5%</b>	<b>20.4%</b>	<b>17.7%</b>	<b>15.8%</b>	<b>24.4%</b>	<b>20.7%</b>	<b>17.7%</b>	<b>21.7%</b>	<b>17.7%</b>
<b>EBIT</b>	<b>5.0</b>	<b>1.2</b>	<b>7.6</b>	<b>14.3</b>	<b>7.7</b>	<b>13.6</b>	<b>17.1</b>	<b>28.2</b>	<b>22.3</b>	<b>28.1</b>	<b>32.7</b>	<b>28.1</b>	<b>66.5</b>	<b>82.9</b>	<b>38.5</b>	<b>82.9</b>
<b>% of Revenues</b>	<b>7.6%</b>	<b>2.0%</b>	<b>9.1%</b>	<b>12.1%</b>	<b>8.6%</b>	<b>12.4%</b>	<b>14.1%</b>	<b>17.8%</b>	<b>17.8%</b>	<b>19.2%</b>	<b>20.6%</b>	<b>8.6%</b>	<b>13.9%</b>	<b>19.3%</b>	<b>12.0%</b>	<b>19.3%</b>
Financial expense, net	0.3	0.2	0.2	0.8	(0.1)	-	(0.1)	-	(0.5)	(0.5)	(1.3)	1.6	(0.1)	(2.3)	(0.2)	(2.3)
Tax expenses (benefit)	(0.2)	(0.9)	1.3	(0.3)	0.8	1.3	1.8	2.9	2.1	4.0	4.0	(0.1)	6.7	10.1	3.9	10.1
<b>Net Income</b>	<b>5.0</b>	<b>1.9</b>	<b>6.1</b>	<b>13.8</b>	<b>7.0</b>	<b>12.3</b>	<b>15.4</b>	<b>25.3</b>	<b>20.7</b>	<b>24.6</b>	<b>29.9</b>	<b>26.6</b>	<b>59.9</b>	<b>75.1</b>	<b>34.7</b>	<b>75.1</b>
<b>% of Revenues</b>	<b>7.5%</b>	<b>3.2%</b>	<b>7.3%</b>	<b>11.7%</b>	<b>7.8%</b>	<b>11.2%</b>	<b>12.7%</b>	<b>16.0%</b>	<b>16.5%</b>	<b>16.8%</b>	<b>18.9%</b>	<b>8.1%</b>	<b>12.5%</b>	<b>17.4%</b>	<b>10.8%</b>	<b>17.4%</b>
<b>Net Earnings per Share - Diluted</b>	<b>0.17</b>	<b>0.07</b>	<b>0.21</b>	<b>0.45</b>	<b>0.19</b>	<b>0.33</b>	<b>0.40</b>	<b>0.62</b>	<b>0.44</b>	<b>0.51</b>	<b>0.61</b>	<b>0.91</b>	<b>1.57</b>	<b>1.56</b>	<b>0.92</b>	<b>1.56</b>
<b>No. of shares - Diluted (M)</b>	<b>28.7</b>	<b>28.5</b>	<b>29.0</b>	<b>30.4</b>	<b>36.1</b>	<b>37.4</b>	<b>38.4</b>	<b>40.6</b>	<b>47.6</b>	<b>47.9</b>	<b>48.9</b>	<b>29.3</b>	<b>38.2</b>	<b>48.1</b>	<b>37.2</b>	<b>48.1</b>

# Non-GAAP Adjustments (\$M)

Reconciliation of GAAP to NON-GAAP Results	Q1-20	Q2-20	Q3-20	Q4-20	Q1-21	Q2-21	Q3-21	Q4-21	Q1-22	Q2-22	Q3-22	Full year ended,			9 Months ended,	
												2020	2021	2022	2021	2022
<b>GAAP Net Income (Loss) from continuing operations</b>	<b>1.3</b>	<b>(2.2)</b>	<b>2.1</b>	<b>9.0</b>	<b>3.3</b>	<b>7.1</b>	<b>10.6</b>	<b>17.7</b>	<b>15.5</b>	<b>19.5</b>	<b>25.6</b>	<b>10.2</b>	<b>38.8</b>	<b>60.5</b>	<b>21.0</b>	<b>60.5</b>
Share based compensation	1.1	0.8	1.0	1.5	0.8	1.2	1.7	3.2	2.4	2.7	3.2	4.4	7.0	8.3	3.7	8.3
Amortization of acquired intangible assets	1.2	1.1	1.5	1.6	1.3	1.3	1.4	2.8	2.8	2.8	3.3	5.2	6.8	8.9	4.0	8.9
Retention and other related to M&A related expenses	1.8	1.8	1.2	2.1	1.8	2.2	1.6	3.5	0.5	0.7	0.3	7.2	9.0	1.5	5.6	1.5
Changes in FV of Earnout contingent consideration	-	-	-	(1.0)	-	-	-	(2.2)	-	-	(3.8)	(1.0)	(2.2)	(3.8)	-	(3.8)
Foreign exchange losses associated with ASC-842	(0.3)	0.2	-	0.5	(0.3)	0.1	-	0.2	(0.2)	(0.5)	(0.1)	0.4	-	(0.8)	(0.2)	(0.8)
Revaluation of acquisition related contingent consideration	-	0.3	0.2	0.2	0.2	0.2	0.1	0.3	0.1	0.1	0.3	0.6	0.7	0.6	0.5	0.6
Taxes on the above items	(0.1)	(0.1)	(0.1)	(0.1)	(0.1)	0.2	(0.1)	(0.2)	(0.4)	(0.8)	1.1	(0.4)	(0.1)	(0.1)	-	(0.1)
<b>Non-GAAP Net Income from continuing operations</b>	<b>5.0</b>	<b>1.9</b>	<b>5.9</b>	<b>13.8</b>	<b>7.0</b>	<b>12.3</b>	<b>15.3</b>	<b>25.3</b>	<b>20.7</b>	<b>24.5</b>	<b>29.9</b>	<b>26.6</b>	<b>60.0</b>	<b>75.1</b>	<b>34.6</b>	<b>75.1</b>
Taxes on income	(0.3)	(0.9)	1.3	(0.3)	0.8	1.3	1.8	2.8	2.1	4.0	4.0	(0.1)	6.7	10.1	3.9	10.1
Financial expense, net	0.3	0.2	0.3	0.8	(0.1)	-	(0.1)	-	(0.5)	(0.5)	(1.3)	1.6	(0.1)	(2.3)	(0.2)	(2.3)
Depreciation	1.2	1.2	1.2	1.0	1.0	0.6	0.5	0.8	0.4	0.4	0.4	4.7	3.0	1.2	2.1	1.2
<b>Adjusted EBITDA</b>	<b>6.2</b>	<b>2.4</b>	<b>8.7</b>	<b>15.3</b>	<b>8.7</b>	<b>14.2</b>	<b>17.6</b>	<b>29.0</b>	<b>22.7</b>	<b>28.4</b>	<b>33.0</b>	<b>32.8</b>	<b>69.6</b>	<b>84.1</b>	<b>40.4</b>	<b>84.1</b>
<b>Non-GAAP diluted earnings per share</b>	<b>0.17</b>	<b>0.07</b>	<b>0.21</b>	<b>0.45</b>	<b>0.19</b>	<b>0.33</b>	<b>0.40</b>	<b>0.62</b>	<b>0.44</b>	<b>0.51</b>	<b>0.61</b>	<b>0.91</b>	<b>1.57</b>	<b>1.56</b>	<b>0.92</b>	<b>1.56</b>
<b>No. of shares - Diluted (M)</b>	<b>28.7</b>	<b>28.5</b>	<b>29.0</b>	<b>30.4</b>	<b>36.1</b>	<b>37.4</b>	<b>38.4</b>	<b>40.6</b>	<b>47.6</b>	<b>47.9</b>	<b>48.9</b>	<b>29.3</b>	<b>38.2</b>	<b>48.1</b>	<b>37.2</b>	<b>48.1</b>

# Cash Flow Overview (\$M)

Cash Flow Results	Q1-20	Q2-20	Q3-20	Q4-20	Q1-21	Q2-21	Q3-21	Q4-21	Q1-22	Q2-22	Q3-22	Full year ended,			9 Months ended,	
												2020	2021	2022	2021	2022
Operating activities																
Net Income	1.3	(2.2)	2.1	9.0	3.3	7.1	10.6	17.7	15.5	19.5	25.6	10.2	38.7	60.5	21.0	60.5
Adjustments required to reconcile net income to net cash	1.2	2.4	4.5	3.8	10.2	7.5	3.6	11.1	8.1	6.2	9.1	11.8	32.4	23.4	21.3	23.4
Net cash provided by continuing operating activities	2.5	0.2	6.6	12.8	13.5	14.6	14.2	28.8	23.6	25.7	34.7	22.0	71.1	83.9	42.3	83.9
Investing activities																
Deposits and others	15.4	(9.2)	8.2	(4.4)	(43.4)	(27.2)	22.8	(157.2)	(32.7)	(1.2)	31.3	10.2	(205.0)	(2.6)	(47.8)	(2.6)
M&A activity	(9.3)	(4.5)	(5.0)	(0.1)	0.0	(3.4)	0.0	(35.0)	(3.4)	(6.2)	0.0	(19.0)	(38.5)	(9.6)	(3.4)	(9.6)
Net cash provided by (used in) investing activities	6.1	(13.7)	3.2	(4.5)	(43.4)	(30.6)	22.8	(192.2)	(36.1)	(7.4)	31.3	(8.8)	(243.5)	(12.2)	(51.2)	(12.2)
Financing activities																
Net cash provided by (used in) financing activities	(0.5)	(1.9)	10.8	(12.4)	54.3	2.2	1.1	171.5	0.9	(8.7)	3.1	(4.0)	229.0	(4.6)	57.6	(4.6)
Effect of exchange rate changes on cash and cash equivalents	(0.1)	0.0	0.1	0.1	0.0	0.0	0.1	0.0	0.0	(0.2)	(0.1)	0.1	0.0	(0.3)	0.1	(0.3)
Net increase (decrease) in cash and cash equivalents and restricted cash	8.0	(15.4)	20.7	(4.0)	24.3	(13.8)	38.2	8.1	(11.6)	9.4	69.0	9.3	56.6	66.9	48.8	66.9
Cash and cash equivalents and restricted cash at beginning of period	39.6	47.6	32.2	52.9	48.9	73.2	59.4	97.4	105.5	94.0	103.4	39.6	48.9	105.5	48.9	105.5
Cash and cash equivalents and restricted cash at end of period	47.6	32.2	52.9	48.9	73.2	59.4	97.6	105.5	94.0	103.4	172.4	48.9	105.5	172.4	97.7	172.4

**Thank You**