

## Investor Presentation Q2 2024



#### **Forward Looking Statements**

This presentation contains historical information and forward-looking statements within the meaning of The Private Securities Litigation Reform Act of 1995 with respect to the business, financial condition and results of operations of Perion. The words 'will," "believe," "expect," "intend," "plan," "should," "estimate" and similar expressions are intended to identify forward-looking statements. Such statements reflect the current views, assumptions and expectations of Perion with respect to future events and are subject to risks and uncertainties. Many factors could cause the actual results, performance or achievements of Perion 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, but not limited to, the current war between Israel and Hamas and any worsening of the situation in Israel (such as further mobilizations), 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, and general risks associated with the business of Perion including intense and frequent changes in the markets in which the businesses operate and in general economic and business conditions, loss of key customers, data breaches, cyber-attacks and other similar incidents, unpredictable sales cycles, competitive pressures, market acceptance of new products, changes in applicable laws and regulations as well as industry self-regulation, inability to meet efficiency and cost reduction objectives, changes in business strategy and various other factors, whether referenced or not referenced in this presentatio

#### Non-GAAP Measures

Non-GAAP financial measures consist of GAAP financial measures adjusted to exclude certain items. This presentation includes certain non-GAAP measures, including Contribution ex-TAC, Adjusted EBITDA, non-GAAP net income, non-GAAP diluted earnings per share and Adjusted free cash flow.

Contribution ex-TAC presents revenue reduced by traffic acquisition costs and media buy, reflecting a portion of our revenue that must be directly passed to publishers or advertisers and presents our revenue excluding such items. We believe Contribution ex-TAC is a useful measure in assessing the performance of the Company because it facilitates a consistent comparison against our core business without considering the impact of traffic acquisition costs and media buy related to revenue reported on a gross basis.

Adjusted Earnings Before Interest, Taxes, Depreciation and Amortization ("Adjusted EBITDA") is defined as income from operations excluding stock-based compensation expenses, depreciation, amortization of acquired intangible assets, retention and other acquisition-related expenses, restructuring costs and gains and losses recognized with respect to changes in the fair value of contingent consideration.

Adjusted free cash flow is defined as net cash provided by (or used in) operating activities less cash used for the purchase of property and equipment, but excluding the purchase of property and equipment related to our new corporate headquarter office and the portion of the cash payment of contingent consideration in excess of the acquisition date fair value, as we do not view either of those expenses as reflective of our normal on-going expenses. It is important to note that these expenses are in fact cash expenditures.

Non-GAAP net income and non-GAAP diluted earnings per share are defined as net income and net earnings per share excluding stock-based compensation expenses, retention and other acquisition-related expenses, restructuring costs, revaluation of acquisition-related contingent consideration, amortization of acquired intangible assets and the related taxes thereon, non-recurring expenses, foreign exchange gains and losses associated with ASC-842, as well as gains and losses recognized with respect to changes in fair value of contingent consideration.

The purpose of such adjustments is to give an indication of our performance exclusive of non-cash charges and other items that are considered by management to be outside of our core operating results. These non-GAAP measures are among the primary factors management uses in planning for and forecasting future periods. Furthermore, the non-GAAP measures are regularly used internally to understand, manage and evaluate our business and make operating decisions, and we believe that they are useful to investors as a consistent and comparable measure of the ongoing performance of our business. However, our non-GAAP financial measures are not meant to be considered in isolation or as a substitute for comparable GAAP measures and should be read only in conjunction with our consolidated financial statements prepared in accordance with GAAP. Additionally, these non-GAAP financial measures used by other companies. Due to the high variability and difficulty in making accurate forecasts and projections of some of the information excluded from these projected measures, together with some of the excluded information not being ascertainable or accessible, we are unable to quantify certain amounts that would be required for such presentation without unreasonable effort. Consequently, no reconciliation of the forward-looking non-GAAP financial measures is included in this presentation. A reconciliation between results on a GAAP and non-GAAP basis is provided in the appendix to this presentation





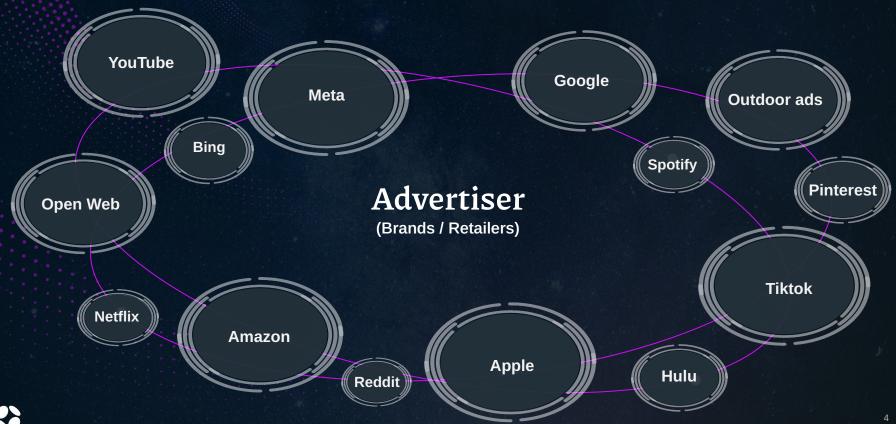
Tal Jacobson CEO



Maoz Sigron CFO



### Tackling a \$700B\* (and growing) challenge





#### Perion's Technology connecting the dots Across Consumer Touchpoints

Social **Podcast** On the road Desktop Mobile Desktop **Parking** TV In-store **Dynamic Video** Wave Al Audio **XL Dynamic** Direct response Retail focused In-article Interactive **High Impact Ad High Impact Ad** DOOH Video Ad Search Ad Video ad DOOH Ads DOOH Ad Coffee Running Car Office Coffee break Office Parking lot Supermarket Home





Retail Media
75%
YoY Growth

CTV
42%
YoY Growth

Digital Out-of-Home
41%

YoY Growth



#### Omnichannel Advertising for Brands Colorado Tourism on CTV, Audio, and Mobile

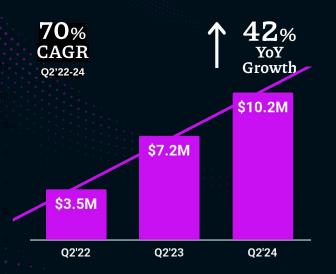






#### CTV solutions for Brands

Location based to boost store traffic



















#### Retail Media Solutions that Drive Conversions





Shoppable Ads







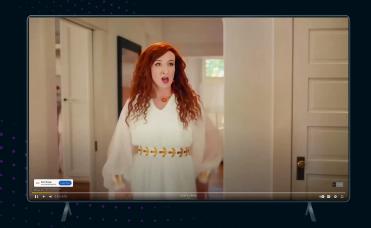


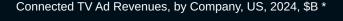


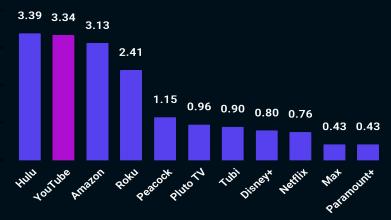


## Perion's technology powers campaigns on YouTube CTV 2nd Largest CTV Ad Platform in the US

Offering brands wider reach and higher engagement Adding premium inventory









## DOOH - Leveraging Technology to drive In-store traffic 41% Yoy Growth





↑62% Lift in-store visitations

X4.18
In footfall
traffic in key
locations













#### AI-based Dynamic Creative Optimization

Expanding Technology Capabilities to Programmatic DOOH



### Recent Recognition & Awards

Promoting Sustainability and Excellence



















## Financial Results & Outlook

#### Q2 2024 Financial Highlights

Revenue

\$108.7M

39% YoY Decline Adjusted EBITDA<sup>1</sup>

\$7.7M

81% YoY Decline 7% Margin 15% ex-TAC Margin GAAP Net Income

-\$6.2M

129% YoY Decline

Non-GAAP Net Income<sup>1</sup>

\$13.4M

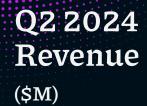
68% YoY Decline

Net Cash<sup>2</sup>

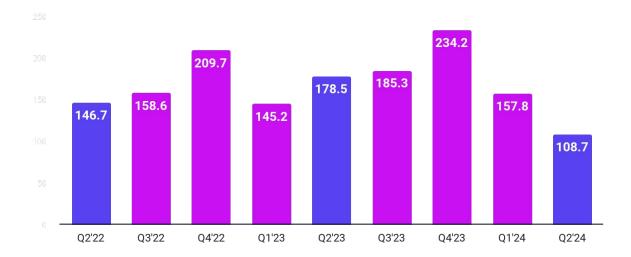
\$407.1M

15% QoQ Decline





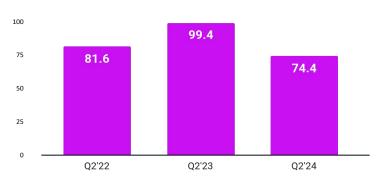






## Q2 2024 Advertising Solutions<sup>1</sup> Revenue





CTV increased 42% YoY 14% of Advertising Solutions<sup>1</sup> revenue vs. 7% last year

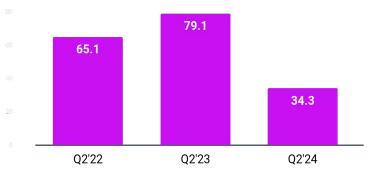
DOOH<sup>2</sup> increased 41% YoY 18% of Advertising Solutions<sup>1</sup> revenue vs. 9% last year

Video decreased 66% YoY 18% of Advertising Solutions<sup>1</sup> revenue vs. 41% last year



#### Q2 2024 Search Advertising Revenue (\$M)





16.3 million Average Daily Searches

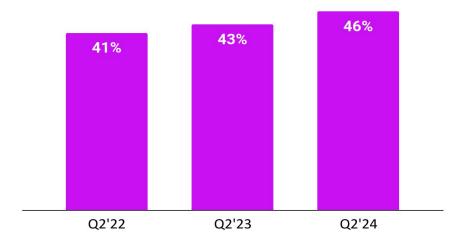
43% YoY decrease

95 Publishers

40% YoY decrease



#### Q2 2024 Contribution Ex-TAC<sup>1</sup>

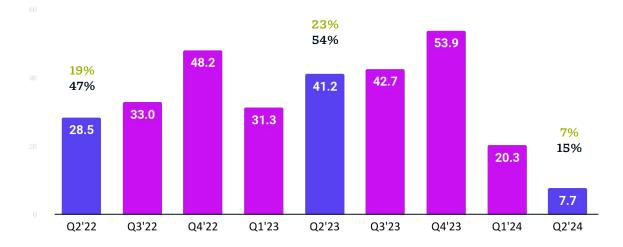




## Q2 2024 Adjusted EBITDA<sup>1</sup>

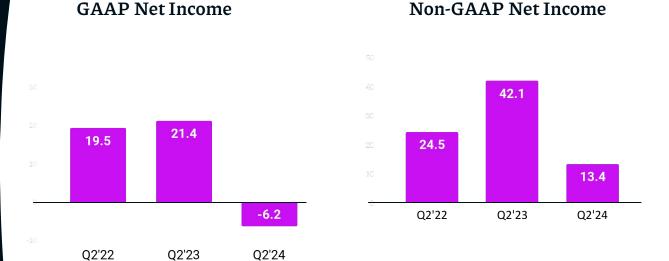
- Adjusted EBITDA/Revenue
- Adjusted EBITDA/Contribution ex-TAC







#### Q2 2024 GAAP/ Non-GAAP<sup>1</sup> Net Income (\$M)



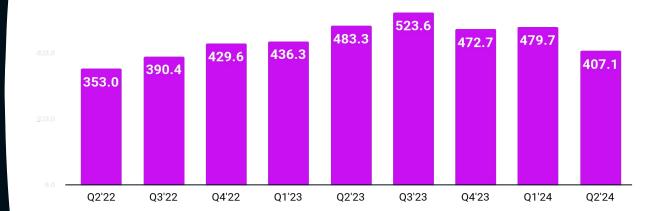


#### Q2 2024 Cash from Operations & Adjusted FCF (\$M)





## Q2 2024 Net Cash<sup>1</sup>





# Financial Outlook FY 2024 Outlook

US\$ M FY 2024 Guidance

Revenue 490-510

Adjusted EBITDA<sup>1</sup> 48-52

Adjusted EBITDA/Revenue<sup>1</sup> 10%<sup>2</sup>

Adjusted EBITDA/
Contribution ex-TAC<sup>1</sup>
23%<sup>2</sup>



## Thank you



# Appendix



#### Condensed Consolidated Balance Sheets

urrent Assets	30/06/2024	31/12/2023	<b>Current Liabilities</b>	30/06/2024
Cash and cash equivalents	146.0	187.6	Accounts payable	115.6
Restricted cash	1.1	1.3	Accrued expenses and other liabilities	27
Short-term bank deposit	184.7	207.5	Short-term operating lease liability	4.6
Marketable Securities	76.3	77.6	Deferred revenue	2.5
Accounts receivable, net	147.9	231.5	Short-term payment obligation related to acquisitions	27.4
Prepaid expenses and other current assets	24.4	21.0		177.2
	580.5	726.6		2
Long-Term Assets			Long-Term Liabilities	
Property and equipment, net	4.4	3.2	Payment obligation related to acquisitions	0
Operating lease right-of-use assets	23.0	6.6	Long-term operating lease liability	19.5
Goodwill and Intangible assets, net	322.9	336.6	Other long-term liabilities	14.4
Deferred taxes and Other assets	6.4	4.3		33.9
	356.7	350.7		<u> </u>
			Total Shareholders' Equity	
				and the same of th
				726.0
				726.0



### Consolidated Statements Of Operations - GAAP

											Full	ear ended	6 Months ended				
	Q1-22	Q2-22	Q3-22	Q4-22	Q1-23	Q2-23	Q3-23	Q4-23	Q1-24	Q2-24	2022	2023	2022	2023	2024		
Advertising Solutions revenue	68.6	81.6	86.8	123.8	79.9	99.4	99.2	119.8	75.8	74.4	360.7	398.2	150.2	179.3	150.2		
Search Advertising revenue	56.7	65.1	71.8	85.9	65.3	79.1	86.1	114.4	82.0	34.3	279.6	344.9	121.8	144.4	116.4		
Total Revenue	125.3	146.7	158.6	209.7	145.2	178.5	185.3	234.2	157.8	108.7	640.3	743.2	272.0	323.7	266.5		
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Cost of revenue	6.6	6.9	7.5	9.4	7.6	9.6	9.8	10.9	11.5	11.3	30.4	37.8	13.5	17.2	22.8		
Traffic acquisition costs and media buy	71.0	86.0	93.6	122.0	79.9	101.5	108.0	143.6	97.6	58.9	372.6	432.9	157.0	181.4	156.6		
Research and development	9.0	8.3	7.8	9.3	8.4	8.2	7.8	8.7	9.8	10.1	34.4	33.1	17.3	16.6	19.9		
Selling and marketing	13.3	14.0	12.6	16.1	15.0	13.9	14.2	15.0	16.1	18.0	56.0	58.0	27.3	28.9	34.1		
General and administrative	5.7	6.5	7.6	7.9	6.5	7.4	7.7	10.1	9.8	10.0	27.6	31.8	12.2	13.9	19.8		
Changes in fair value of contingent consideration	12	12	(3.8)	-	-	14.6	2.0	2.1	-	1.5	(3.8)	18.7	(4)	14.6	1.5		
Depreciation and amortization	3.2	3.2	3.7	3.7	3.4	3.4	3.4	3.9	4.6	4.8	13.8	14.1	6.4	6.8	9.3		
Restructuring costs		-		-				-	-	6.9	-		-	-	6.9		
Total Costs and Expenses	108.8	124.8	129.0	168.5	120.6	158.6	152.8	194.3	149.3	121.6	531.1	626.4	233.6	279.2	270.9		
% of Revenues	86.8%	85.1%	81.3%	80.4%	83.1%	88.9%	82.5%	83.0%	94.6%	111.9%	82.9%	84.3%	85.9%	86.3%	101.7%		
Income (loss) from Operations	16.5	21.9	29.6	41.2	24.5	19.9	32.5	39.9	8.5	(12.9)	109.2	116.7	38.4	44.4	(4.4)		
% of Revenues	13.2%	14.9%	18.7%	19.6%	16.9%	11.1%	17.5%	17.0%	5.4%	-11.9%	17.1%	15.7%	14.1%	13.7%	-1.7%		
% of Revenues	13.2%	14.9%	18.7%	19.0%	16.9%	11.1%	17.5%	17.0%	5.4%	-11.9%	17.1%	15.7%	14.1%	13.7%	-1.7%		
Financial income (expense), net	0.6	0.9	1.0	2.0	3.4	5.2	6.1	6.3	5.5	5.7	4.5	21.0	1.5	8.6	11.2		
Income (loss) before Taxes on income	17.1	22.8	30.6	43.2	27.9	25.0	38.6	46.1	14.0	(7.2)	113.7	137.7	39.9	52.9	6.8		
Taxes on income (tax benefit)	1.6	3.3	5.0	4.5	4.1	3.6	5.7	6.7	2.2	(1.0)	14.4	20.3	4.9	7.7	1.2		
Net Income (loss)	15.5	19.5	25.6	38.7	23.8	21.4	32.8	39.4	11.8	(6.2)	99.2	117.4	35.0	45.2	5.6		
% of Revenues	12.4%	13.3%	16.1%	18.5%	16.4%	12.0%	17.7%	16.8%	7.5%	-5.7%	15.5%	15.8%	12.9%	14.0%	2.1%		
Net Earnings (loss) per Share - Basic	0.35	0.44	0.57	0.84	0.51	0.46	0.69	0.83	0.24	(0.13)	2.21	2.49	0.79	0.97	0.12		
Net Earnings (loss) per Share - Diluted	0.33	0.41	0.53	0.79	0.48	0.43	0.65	0.78	0.24	(0.13)	2.06	2.34	0.74	0.91	0.11		
No. of shares - Basic (M)	44.0	44.4	45.1	45.8	46.4	47.0	47.4	47.8	48.3	48.7	44.9	47.1	44.2	46.7	48.3		
No. of shares - Diluted (M)	47.0	47.3	48.0	48.9	49.5	49.6	50.3	50.6	49.5	48.7	48.1	50.1	47.5	49.6	49.4		



#### Condensed Consolidated Statements of Cash Flows

											Full Yea	Full Year ended		6 Months ended		
	Q1-22	Q2-22	Q3-22	Q4-22	Q1-23	Q2-23	Q3-23	Q4-23	Q1-24	Q2-24	2022	2023	2022	2023	2024	
Cash flows from operating activities													1			
Net Income (loss)	15.5	19.5	25.6	38.7	23.8	21.4	32.8	39.4	11.8	(6.2)	99.2	117.4	35.0	45.2	5.6	
Adjustments required to reconcile net income to net cash	8.1	6.2	9.1	(0.5)	(6.0)	26.0	7.3	10.8	(4.9)	(14.3)	22.9	38.1	14.3	20.0	(19.2)	
Net cash provided by (used in) operating activities	23.6	25.7	34.7	38.2	17.8	47.4	40.1	50.2	6.9	(20.5)	122.1	155.5	49.3	65.2	(13.6)	
Investing activities													į.			
Deposits, marketable securities and other	(32.7)	(1.2)	31.3	(34.7)	(49.4)	5.0	(28.2)	41.2	(20.1)	43.4	(37.2)	(31.4)	(33.9)	(44.4)	23.3	
Cash paid in connection with acquisitions, net of cash acquired	(3.4)	(6.2)	0.0	0.0	0.0	0.0	0.0	(101.9)	0.0	0.0	(9.6)	(101.9)	(9.6)	0.0	0.0	
Net cash provided by (used in) investing activities	(36.1)	(7.3)	31.3	(34.7)	(49.4)	5.0	(28.2)	(60.7)	(20.1)	43.4	(46.8)	(133.4)	(43.4)	(44.4)	23.3	
Financing activities											10000101					
Net cash provided by (used in) financing activities	0.9	(8.7)	3.1	1.4	(11.2)	0.1	0.2	0.1	0.3	(51.6)	(3.3)	(10.8)	(7.8)	(11.1)	(51.4)	
Effect of exchange rate changes on cash and cash equivalents and restricted cash	0.0	(0.1)	(0.1)	0.2	0.1	0.0	(0.1)	0.2	(0.1)	0.0	(0.1)	0.1	(0.1)	0.1	(0.1)	
Net increase (decrease) in cash and cash equivalents and restricted cash	(11.6)	9.5	69.0	5.1	(42.8)	52.5	11.9	(10.2)	(13.0)	(28.9)	72.0	11.4	(2.1)	9.7	(41.8)	
Cash and cash equivalents and restricted cash at beginning of period	105.5	94.0	103.4	172.4	177.5	134.7	187.2	199.2	188.9	176.0	105.5	177.5	105.5	177.5	188.9	
Cash and cash equivalents and restricted cash at end of period	94.0	103.4	172.4	177.5	134.7	187.2	199.2	188.9	176.0	147.1	177.5	188.9	103.4	187.2	147.1	



#### Reconciliation of GAAP to Non-GAAP Results

										27	Full Year ended		6 M	onths en	ded	
	Q1-22	Q2-22	Q3-22	Q4-22	Q1-23	Q2-23	Q3-23	Q4-23	Q1-24	Q2-24	2022	2023	2022	2023	2024	
GAAP Income (loss) from Operations	16.5	21.9	29.6	41.2	24.5	19.9	32.5	39.9	8.5	(12.9)	109.2	116.7	38.4	44.4	(4.4)	
Stock-based compensation expenses	2.4	2.7	3.2	3.2	3.4	3.1	4.4	4.7	5.4	5.7	11.6	15.6	5.1	6.5	11.1	
Retention and other acquisition-related expenses	0.6	0.7	0.3	0.1	-	0.3	0.4	3.3	1.8	1.7	1.6	4.0	1.3	0.3	3.5	
Changes in fair value of contingent consideration	-	-	(3.8)	-	-	14.6	2.0	2.1	-	1.5	(3.8)	18.7	-	14.6	1.5	
Amortization of acquired intangible assets	2.8	2.8	3.3	3.0	3.0	3.0	3.0	3.5	4.1	4.3	11.9	12.4	5.6	6.0	8.3	
Restructuring costs	-	-	-	-	-	-	2	-	-	6.9	-	-	-	-	6.9	
Depreciation	0.4	0.4	0.4	0.8	0.4	0.4	0.4	0.4	0.5	0.5	2.0	1.6	0.8	0.8	1.0	
Adjusted EBITDA	22.7	28.5	33.0	48.2	31.3	41.2	42.7	53.9	20.3	7.7	132.4	169.1	51.2	72.5	28.0	
											Full Ye	ar ended	6 M	6 Months ended		
	Q1-22	Q2-22	Q3-22	Q4-22	Q1-23	Q2-23	Q3-23	Q4-23	Q1-24	Q2-24	2022	2023	2022	2023	2024	
GAAP Net Income (loss)	15.5	19.5	25.6	38.7	23.8	21.4	32.8	39.4	11.8	(6.2)	99.2	117.4	35.0	45.2	5.6	
Stock-based compensation expenses	2.4	2.7	3.2	3.2	3.4	3.1	4.4	4.7	5.4	5.7	11.6	15.6	5.1	6.5	11.1	
Amortization of acquired intangible assets	2.8	2.8	3.3	3.0	3.0	3.0	3.0	3.5	4.1	4.3	11.9	12.4	5.6	6.0	8.3	
Retention and other acquisition related expenses	0.6	0.7	0.3	0.1	(=)	0.3	0.4	3.3	1.8	1.7	1.6	4.0	1.3	0.3	3.5	
Changes in fair value of contingent consideration	-	-	(3.8)	-	1-1	14.6	2.0	2.1	-	1.5	(3.8)	18.7	=	14.6	1.5	
Restructuring costs	-		-	(2)	(-)	-		-	-	6.9	-	-	-		6.9	
Foreign exchange gains (losses) associated with ASC-842	(0.2)	(0.5)	(0.1)	-	(0.1)	(0.1)	(0.1)	0.1	-	(0.2)	(0.8)	(0.2)	(0.7)	(0.2)	(0.2)	
Revaluation of acquisition-related contingent consideration	0.1	0.1	0.3	0.2	0.1	0.1	0.1	0.1	-	-	0.8	0.6	0.2	0.3	-	
Taxes on the above items	(0.4)	(0.8)	1.1	(0.5)	(0.3)	(0.3)	(0.3)	(0.3)	(0.5)	(0.3)	(0.7)	(1.2)	(1.2)	(0.6)	(0.8)	
Non-GAAP Net Income	20.7	24.5	29.9	44.7	29.9	42.1	42.4	52.9	22.6	13.4	119.8	167.4	45.2	72.0	36.0	
Non-GAAP diluted earnings per share	0.44	0.51	0.61	0.90	0.60	0.84	0.84	1.04	0.44	0.26	2.47	3.33	0.95	1.45	0.71	
No. of shares - Diluted (M)	47.6	47.9	48.9	49.5	49.7	49.9	50.5	50.9	51.0	51.2	48.5	50.3	47.7	49.8	50.9	



#### Reconciliation of GAAP to Non-GAAP Results

											Full Year ended		6 N	onths end	led	
	Q1-22	Q2-22	Q3-22	Q4-22	Q1-23	Q2-23	Q3-23	Q4-23	Q1-24	Q2-24	2022	2023	2022	2023	2024	
Revenue	125.3	146.7	158.6	209.7	145.2	178.5	185.3	234.2	157.8	108.7	640.3	743.2	272.0	323.7	266.5	
Traffic acquisition costs and media buy	(71.0)	(86.0)	(93.6)	(122.0)	(79.9)	(101.5)	(108.0)	(143.6)	(97.6)	(58.9)	(372.6)	(432.9)	(157.0)	(181.4)	(156.6)	
Contribution ex-TAC	54.3	60.7	65.0	87.7	65.3	77.0	77.3	90.6	60.2	49.8	267.7	310.3	115.0	142.3	109.9	
											Full Yea	ar ended	16	Months end	led	
	Q1-22	Q2-22	Q3-22	Q4-22	Q1-23	Q2-23	Q3-23	Q4-23	Q1-24	Q2-24	2022	2023	2022	2023	2024	
GAAP Costs and Expenses	108.8	124.8	129.0	168.5	120.6	158.6	152.8	194.3	149.3	121.6	531.1	626.4	233.6	279.2	270.9	
Traffic acquisition costs and media buy	(71.0)	(86.0)	(93.6)	(122.0)	(79.9)	(101.5)	(108.0)	(143.6)	(97.6)	(58.9)	(372.6)	(432.9)	(157.0)	(181.4)	(156.6)	
Depreciation and amortization	(3.2)	(3.2)	(3.7)	(3.7)	(3.4)	(3.4)	(3.4)	(3.9)	(4.6)	(4.8)	(13.8)	(14.1)	(6.4)	(6.8)	(9.3)	
Stock-based compensation expenses	(2.4)	(2.7)	(3.2)	(3.2)	(3.4)	(3.1)	(4.4)	(4.7)	(5.4)	(5.7)	(11.6)	(15.6)	(5.1)	(6.5)	(11.1)	
Retention and other acquisition-related expenses	(0.6)	(0.7)	(0.3)	(0.1)	-	(0.3)	(0.4)	(3.3)	(1.8)	(1.7)	(1.6)	(4.0)	(1.3)	(0.3)	(3.5)	
Changes in fair value of contingent consideration	-	2	3.8	-	-	(14.6)	(2.0)	(2.1)		(1.5)	3.8	(18.7)	-	(14.6)	(1.5)	
Restructuring costs	-	-	-	-	-	-	-	-	-	(6.9)		-	-		(6.9)	
Non-GAAP Operating expenses and Cost of Revenue	31.6	32.2	32.0	39.5	33.9	35.7	34.6	36.7	39.9	42.1	135.3	141.1	63.8	69.6	82.0	
											Full Year ended		6 Months en			
	Q1-22	Q2-22	Q3-22	Q4-22	Q1-23	Q2-23	Q3-23	Q4-23	Q1-24	Q2-24	2022	2023	2022	2023	2024	
Net cash provided by (used in) operating activities	23.6	25.7	34.7	38.2	17.8	47.4	40.1	50.2	6.9	(20.5)	122.1	155.5	49.3	65.2	-13.6	
Purchases of property and equipment, net of sales	(0.3)	(0.2)	(0.3)	(0.3)	(0.1)	(0.2)	(0.2)	(0.3)	(0.4)	(0.7)	(1.1)	(0.8)	(0.4)	(0.4)	(1.1)	
purchase of property and equipment related to our new corporate										0.0					0.0	
headquarter office	-	-	-	-	-	-	-	-	-	0.2	-	-	-	-	0.2	
Portion of the cash payment of contingent consideration in excess of										9.6					9.6	
the acquisition date fair value	-	5	-	-	-	-			-	9.0		151		-	9.0	
Adjusted free cash flow	23.3	25.5	34.4	37.9	17.7	47.2	39.9	49.9	6.5	(11.4)	121.0	154.7	48.9	64.8	-4.9	

