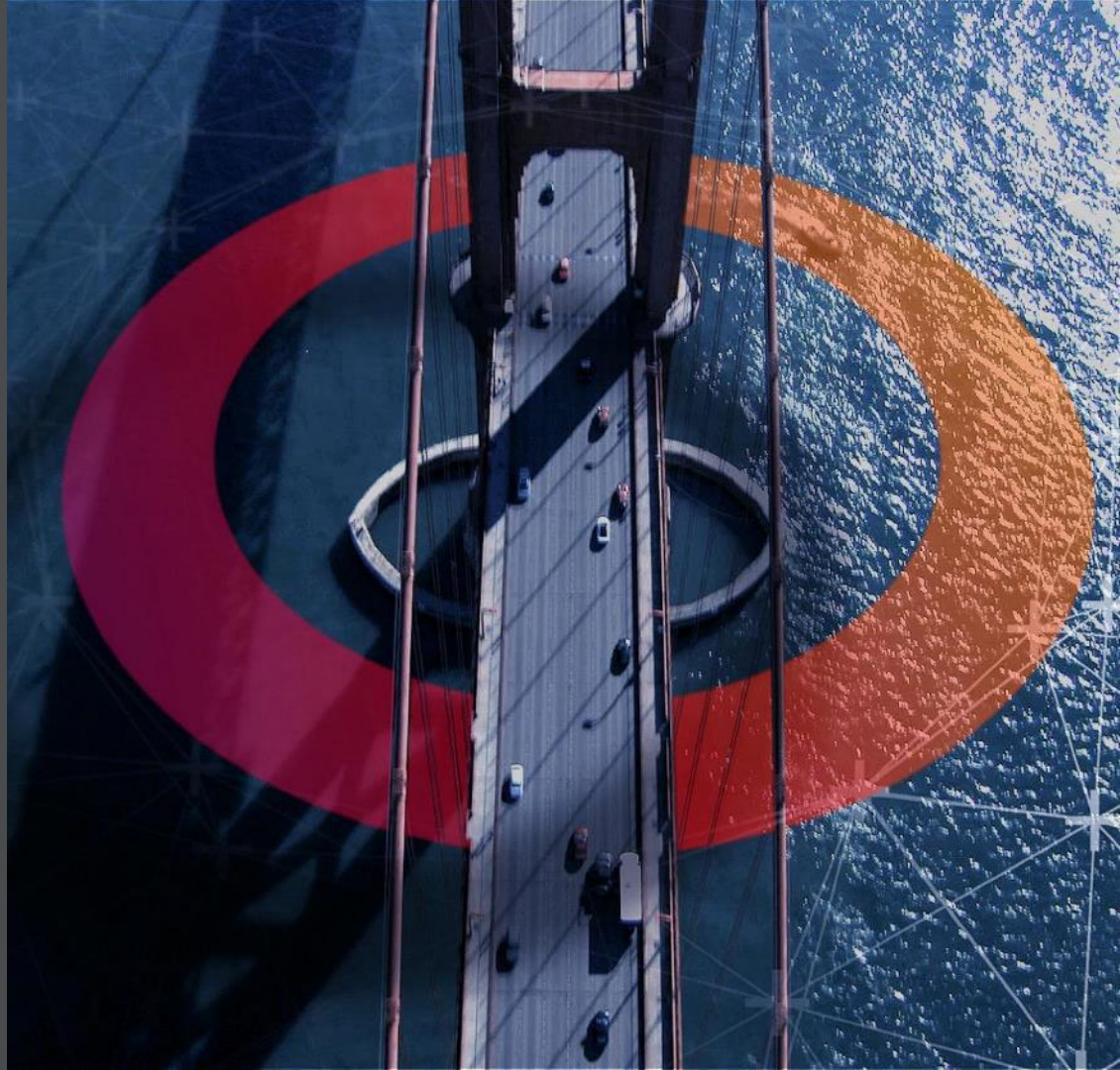




Allot Investor Presentation

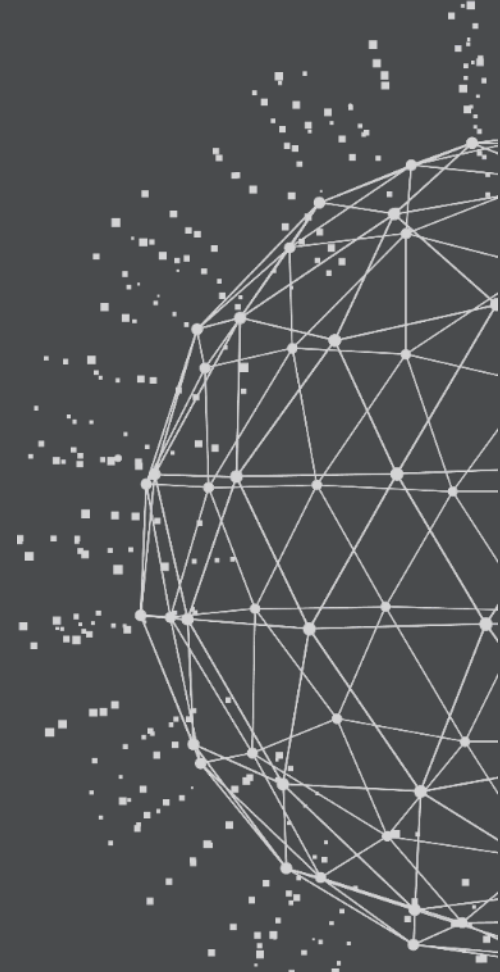
(NASDAQ, TASE: ALLT)


August 2019



Forward Looking Statements

This presentation contains forward-looking statements, which express the current beliefs and expectations of Company management. Such statements involve a number of known and unknown risks and uncertainties that could cause our future results, performance or achievements to differ significantly from the results, performance or achievements set forth in such forward-looking statements. Important factors that could cause or contribute to such differences include risks relating to: our ability to compete successfully with other companies offering competing technologies; the loss of one or more significant customers; the impact of government regulation on demand for our products; our failure to increase the functionality and features of our products; our ability to keep pace with advances in technology and to add new features and value-added services; the failure of our products adversely impacting customers' networks; managing lengthy sales cycles; greater operational risk associated with large projects; our dependence on third party channel partners for a material portion of our revenues; our failure to comply with regulatory requirements; our dependence on traffic management systems and network management application suites for the substantial majority of our revenues; the loss of rights to use third-party solutions integrated into our products; undetected errors in our products; our dependence on a single third-party subcontractor for a significant portion of our products; and other factors discussed under the heading "Risk Factors" in the Company's annual report on Form 20-F filed with the Securities and Exchange Commission. Forward-looking statements in this release are made pursuant to the safe harbor provisions contained in the Private Securities Litigation Reform Act of 1995. These forward-looking statements are made only as of the date hereof, and the Company undertakes no obligation to update or revise the forward-looking statements, whether as a result of new information, future events or otherwise.





Allot is a provider of leading innovative **network intelligence** and **security solutions** for service providers worldwide, enhancing value to their customers.

Markets

- Communication Service Providers
- Mid – Large Enterprises

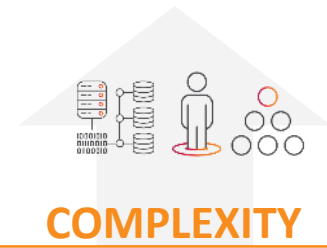
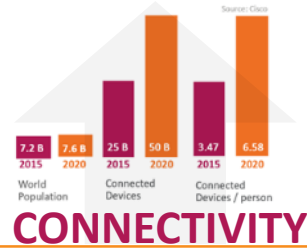
Installed Base

- Hundreds of CSPs
- Tier-1 operators
- Global Presence
- More than 1,000 Enterprises

Company Highlights

- ALLT (NASDAQ, TASE)
- 2018 revenues \$96M
- 2019 revenue guideline \$106M - \$110M
- Strong Balance Sheet

The Market Trends



The CSP

top priority
drive growth via digital media,
IT services, IoT and security¹

The Consumer

54% - 68%
care about privacy & security when
accessing the internet via mobile phones²

45%
will to pay for security services³

The Opportunity

The next big thing for CSPs...
Not just broadband, Secured Broadband

The Allot Opportunity

OECD Connectivity Revenue

Mobile and Fixed Broadband

\$600B

1.7B Consumers

CSP Potential Revenues from Security

\$30B

5% incremental revenue

Up to **50% adoption**

Allot Potential Total Addressable Market

(from CSP revenues)

\$6B

(20%)



See. Control. Secure.

* OECD.org June 2017



AllotSecure

anywhere, any device, any threat protection



HomeSecure

Protecting all device,
including IoT, in smart
homes and offices

- Integrates with existing home router
- Full home network visibility

Unified Customer Centric Experience
across all platforms

IoTSecure

Network-based IoT
Security

- Protects against malware, botnets and DDoS attacks
- Behavior profiling
- Behavior assurance

NetworkSecure

Network based security
from Malware, Phishing,
Ransomware, crypto
mining, and harmful sites

- Frictionless Onboarding
- ~50% penetration
- Mass activation
- Customer engagement:
Periodic personalized reports

EndpointSecure

Continuous
Off-Net Security

- Protects when accessing public WI-FI
- Integrates 3rd party client

DDoS Secure

Inline mitigation of
DDoS attacks

- Inbound and Outbound
- Detection and mitigation under a minute
- Protects network elements from overload



Protecting Mobile Users

NetworkSecure

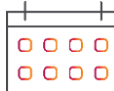


>21M

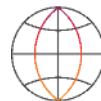
Mobiles



Up to 50%
Adoption



€1
Monthly



10
Markets
Globally



High NPS



In the first nine months of 2016 Vodafone Secure Net blocked 154 million threats, 50,000 of them ransomware attacks”

Economia El Pais, Madrid Oct. 31, 2016

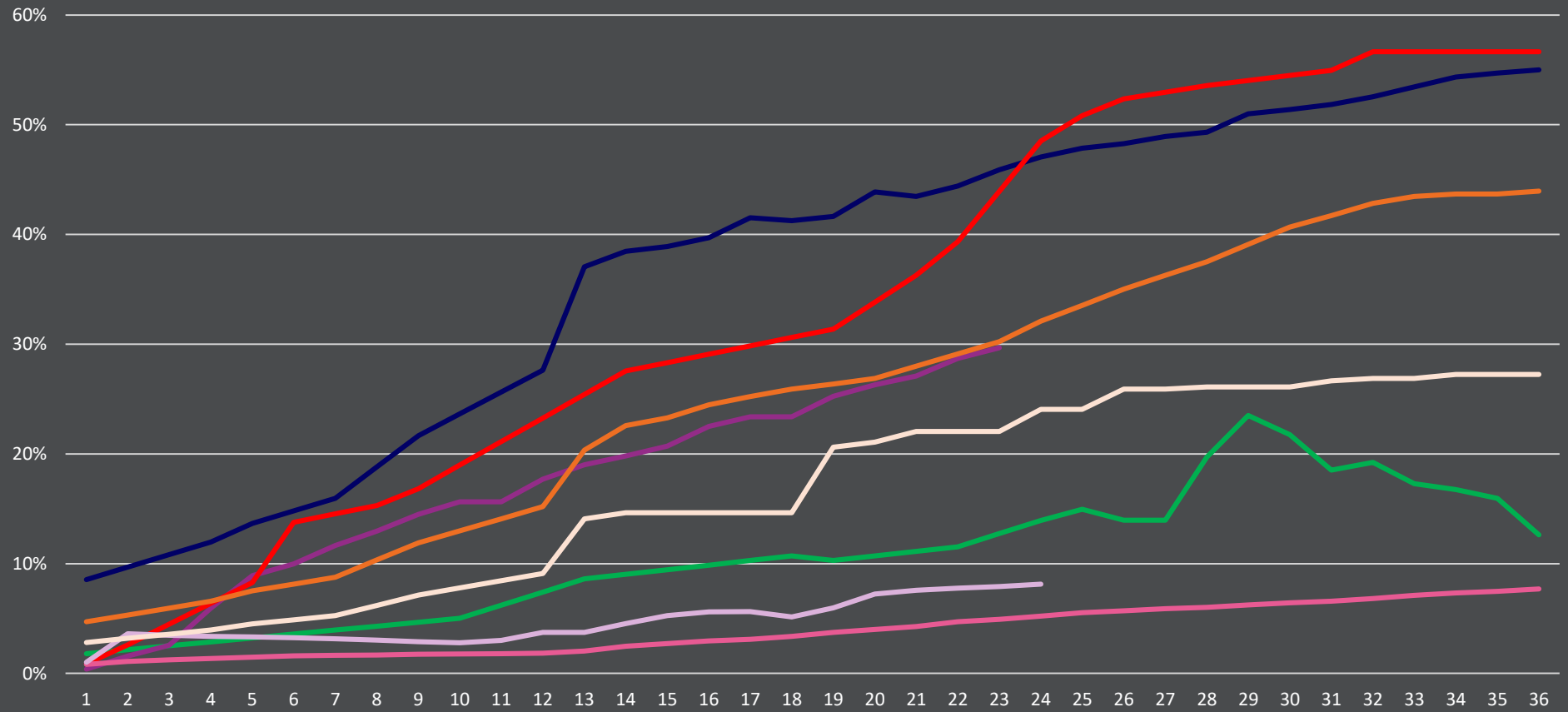


Our Secure Net product is already €160 million in revenue... we have been building quietly and we will leverage on”

Vodafone CEO Vittorio Colao, May 15, 2018



Penetration Rates by Markets





TiER1
US OPERATOR

Telefonica
M movistar



vodafone

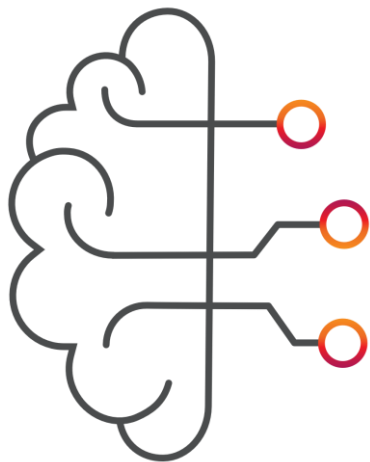
TiER1
EU OPERATOR

Safaricom

Rakuten

Swiftel

**Security
Traction**



AllotSmart

insightful, inline, intelligence

AllotSmart



Core Technology

- DPI (Deep Packet Inspection) for very large pipes
- Leverages Machine Learning and Artificial Intelligence
- COTS hardware
- NFV compatible
 - VMware and OpenStack



New Allot Solutions



Policy Control & Charging



Network Intelligence



Intelligent Traffic Management



QoE (Encrypted)



Regulatory Compliance



Highlighted Products



SmartVisibility (ClearSee)

- custom reports
- target customer segments
- facilitate real-time trouble shooting
- detailed data records



SmartTraffic QoE

- reduce congestion
- save 10 – 15% of access bandwidth costs
- defer capacity expansion by 1- 2 years



Reliance Jio Infocomm Ltd

- 216+ Million subscribers
- 18 Tbps

*partial customer list

Rakuten

StarHub

פלאפון

kpn

Viasat

TELMEX



vodafone

עו10

OPTUS

DIGI mobil

Telia

VOO

Swiftel

VIVO

altice

Telstra

Telkom Indonesia



Moving Forward

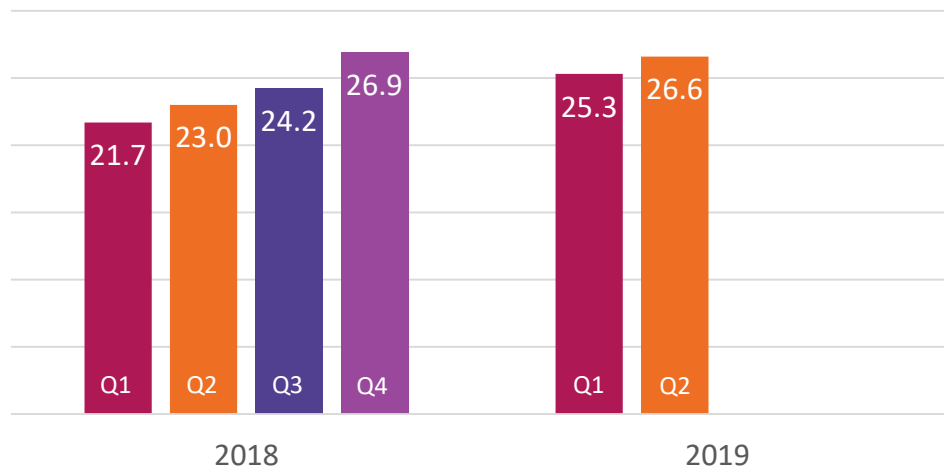
DPI	→	SECURITY & DPI
CAPEX	→	OPEX
Preset	→	Machine Learning & Artificial Intelligence
Appliance	→	Virtualization
4G	→	5G



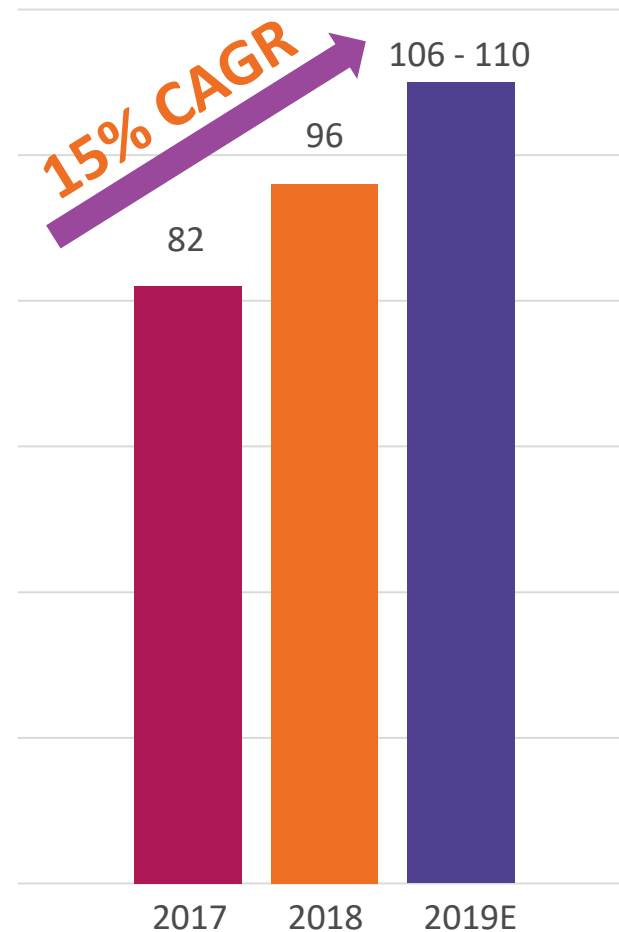
Financials



Revenues (\$USM)



Cash (30.6.19) \$101.6





2017

2018

2019E

Booking

95

110

Book to Bill >1

Revenues

82

96

106 - 110

Gross Margin

68%

71%

69% - 71%

Operating Loss

(8.6)

(4.8)

Non-GAAP, In millions of US\$



Q2 2018

Q2 2019

Revenues

23.0

26.6

Gross Margin

72%

70%

Operating
Expenses

17.9

20.6

Operating Loss

(1.3)

(2.1)

Non GAAP, in millions of US\$

An aerial photograph of a multi-level highway interchange with several overpasses and ramps. The image is overlaid with a large, semi-transparent circular graphic. The left half of the circle is red, and the right half is orange. The text "THANK YOU" is centered in white, bold, sans-serif capital letters.

THANK YOU

Customer Centric Experience

