## TABLE - 1 ALLOT COMMUNICATIONS LTD. AND ITS SUBSIDIARIES CONSOLIDATED STATEMENTS OF OPERATIONS

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

	Three Months Ended September 30,		Nine Months Ended September 30,	
	2010	2009	2010	2009
	(Unau	(Unaudited)		lited)
Revenues	\$ 14,668	\$ 10,843	\$ 40,765	\$ 30,221
Cost of revenues	4,125	2,977	11,395	8,287
Gross profit	10,543	7,866	29,370	21,934
Operating expenses:				
Research and development costs, net	2,945	2,350	8,261	6,857
Sales and marketing	5,611	5,302	16,275	14,559
General and administrative	1,382	1,311	4,019	4,170
Total operating expenses	9,938	8,963	28,555	25,586
Operating profit (loss)	605	(1,097)	815	(3,652)
Financial and other income (expenses), net	247	(1,151)	(7,730)	(2,363)
Profit (loss) before income tax expenses	852	(2,248)	(6,915)	(6,015)
Income tax expenses	100	21	196	137
Net profit (loss)	752	(2,269)	(7,111)	(6,152)
Basic net profit (loss) per share	\$ 0.03	\$ (0.10)	\$ (0.31)	\$ (0.28)
Diluted net profit (loss) per share	\$ 0.03	\$ (0.10)	\$ (0.31)	\$ (0.28)
Weighted average number of shares used in computing basic net earnings per share	22,813,134	22,214,563	22,656,343	22,118,241
Weighted average number of shares used in computing diluted net earnings per share	23,642,725	22,214,563	22,656,343	22,118,241

11

## TABLE - 2

### ALLOT COMMUNICATIONS LTD. AND ITS SUBSIDIARIES

# **RECONCILATION OF GAAP TO NON-GAAP CONSOLIDATED STATEMENTS OF OPERATIONS** (U.S. dollars in thousands, except per share data)

	in thousands, except per share data) Three Months Ended September 30,			Nine Months Ended September 30,	
	2010	<u>2009</u>	<u>2010</u>	2009	
		Unaudited)		idited)	
GAAP net profit (loss) as reported	\$ 752	\$ (2,269)	\$ (7,111)	\$ (6,152)	
Non-GAAP adjustments					
Expenses recorded for stock-based compensation					
Cost of revenues	2	1 33	72	86	
Research and development costs, net	8	7 87	273	265	
Sales and marketing	21	3 254	655	560	
General and administrative	15	2 231	528	810	
Core technology amortization- cost of revenues	3	0 31	90	89	
Total adjustments to operating loss	50	3 636	1,618	1,810	
Impairment of auction rate securities					
Financial and other expenses, net		- 1,448	7,711	3,023	
Total adjustments	50	3 2,084	9,329	4,833	
Non-GAAP net profit (loss)	\$ 1,255	\$ (185)	\$ 2,218	\$ (1,319)	
Non- GAAP basic net profit (loss) per share	\$ 0.06	\$ (0.01)	\$ 0.10	\$ (0.06)	
Non- GAAP diluted net profit (loss) per share	\$ 0.05	\$ (0.01)	\$ 0.09	\$ (0.06)	
Weighted average number of shares					
used in computing basic net					
earnings per share	22,813,13	4 22,214,563	22,656,343	22,118,241	
Weighted average number of shares					
used in computing diluted net	04 044 01	0 00 01 4 5 6 2	02 007 110	00 1 10 0 4 1	
earnings per share	24,244,21	0 22,214,563	23,997,119	22,118,241	

## TABLE - 3 ALLOT COMMUNICATIONS LTD. AND ITS SUBSIDIARIES CONSOLIDATED STATEMENTS OF OPERATIONS

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

	Three Months Ended September 30,		Nine Months Ended September 30,	
	2010	2009	2010	2009
	(Unaudited)		(Unaudited)	
Revenues	\$ 14,668	\$ 10,843	\$ 40,765	\$ 30,221
Cost of revenues	4,074	2,913	11,233	8,112
Gross profit	10,594	7,930	29,532	22,109
Operating expenses:				
Research and development costs, net	2,858	2,263	7,988	6,592
Sales and marketing	5,398	5,048	15,620	13,999
General and administrative	1,230	1,080	3,491	3,360
Total operating expenses	9,486	8,391	27,099	23,951
Operating profit (loss)	1,108	(461)	2,433	(1,842)
Financial and other income (expenses), net	247	297	(19)	660
Profit (loss) before income tax expenses	1,355	(164)	2,414	(1,182)
Income tax expenses	100	21	196	137
Net profit (loss)	1,255	(185)	2,218	(1,319)
Basic net profit (loss) per share	\$ 0.06	\$ (0.01)	\$ 0.10	\$ (0.06)
Diluted net profit (loss) per share	\$ 0.05	\$ (0.01)	\$ 0.09	\$ (0.06)
Weighted average number of shares used in computing basic net earnings per share	22,813,134	22,214,563	22,656,343	22,118,241
Weighted average number of shares used in computing diluted net earnings per share	24,244,210	22,214,563	23,997,119	22,118,241

## TABLE- 4 ALLOT COMMUNICATIONS LTD. AND ITS SUBSIDIARIES CONSOLIDATED BALANCE SHEETS (U.S. dollars in thousands)

	September 30, 2010	December 31, 2009	
	(Unaudited)	(Audited)	
ASSETS			
CURRENT ASSETS:			
Cash and cash equivalents	\$ 49,928	\$ 36,470	
Marketable securities and restricted cash	6,303	2,324	
Trade receivables, net	7,538	7,842	
Other receivables and prepaid expenses	2,920	3,618	
Inventories	9,679	5,046	
Total current assets	76,368	55,300	
LONG-TERM ASSETS:			
Marketable securities	-	14,490	
Severance pay fund	295	3,410	
Other assets	292	430	
Total long-term assets	587	18,330	
PROPERTY AND EQUIPMENT, NET	5,448	5,674	
GOODWILL AND INTANGIBLE ASSETS, NET	3,546	3,639	
Total assets	\$ 85,949	\$ 82,943	
LIABILITIES AND SHAREHOLDERS' EQUITY			
CURRENT LIABILITIES:	¢ 5 206	\$ 3,142	
Trade payables Deferred revenues	\$ 5,206 7,008	\$ 3,142 5,467	
Other payables and accrued expenses	9,148	8,512	
Total current liabilities	21,362	17,121	
LONG-TERM LIABILITIES:			
Deferred revenues	3,575	2,046	
Accrued severance pay	176	3,364	
Total long-term liabilities	3,751	5,410	
SHAREHOLDERS' EQUITY	60,836	60,412	
Total liabilities and shareholders' equity	\$ 85,949	\$ 82,943	

