



Allot Investor Presentation

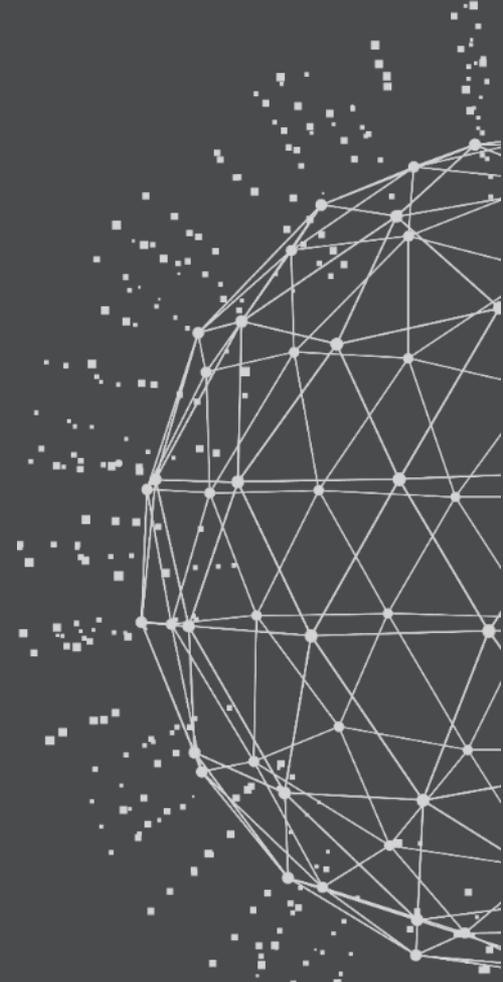
(NASDAQ, TASE: ALLT)

November 2020



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 and enterprises worldwide, enhancing value to their customers.

Markets

- Communication Service Providers (CSPs)
- Mid – Large Enterprises

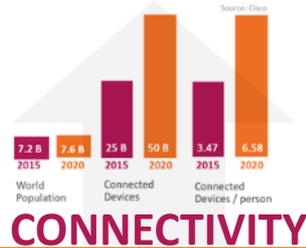
Installed Base

- Hundreds of CSPs
- Tier-1 operators
- Global Presence

Company Highlights

- ALLT (NASDAQ, TASE)
- 2019 revenue: \$110M
- 2020 Guidance: \$135M-\$140m
- Strong Balance Sheet: Cash and investments: \$107M

The Market Trends



The CSP

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

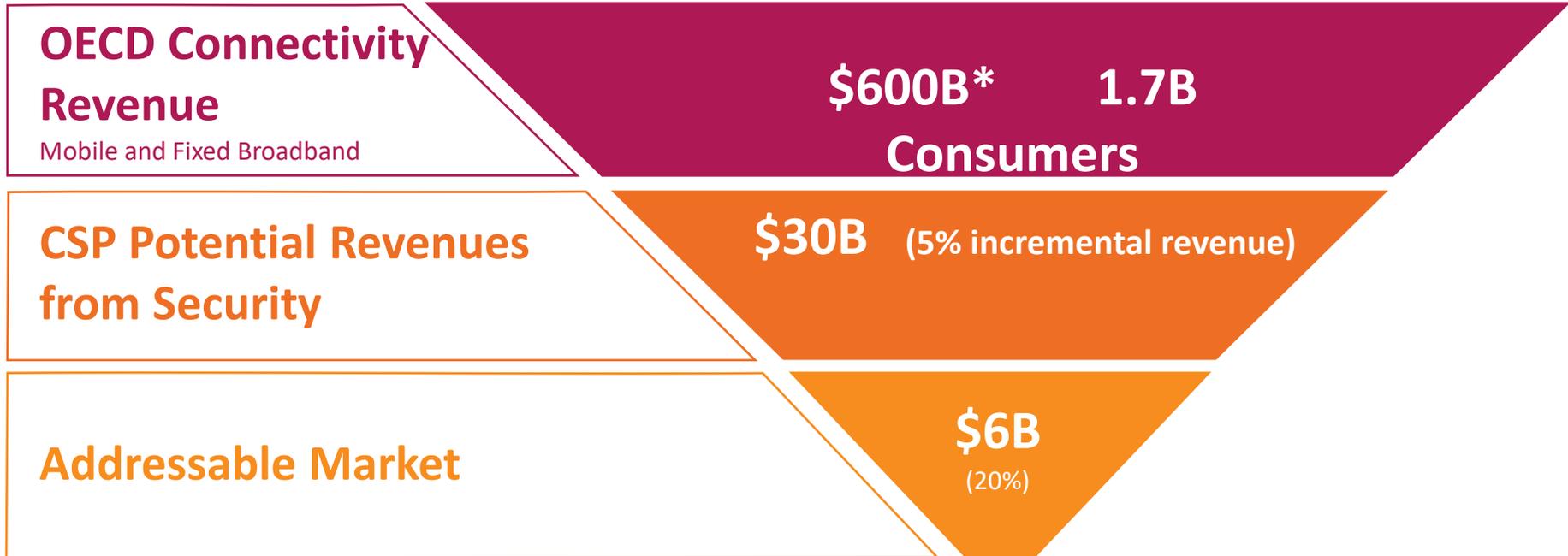
The Consumer

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





Allot Secure

anywhere, any device, any threat protection

HomeSecure

Protects all devices, including IoT, in smart homes

- Integrates with existing home router
- Full home network visibility

BusinessSecure

Protecting all device, including IoT, for SMBs

- Secure the business network
- Harden the CPE

Unified Customer Centric Experience
across all platforms

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

IoTSecure

Network-based IoT Security

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

DDoS Secure

Inline mitigation of DDoS attacks

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



Protecting Mobile Users

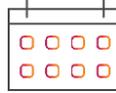
NetworkSecure



>20M
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



Touching the Subscriber

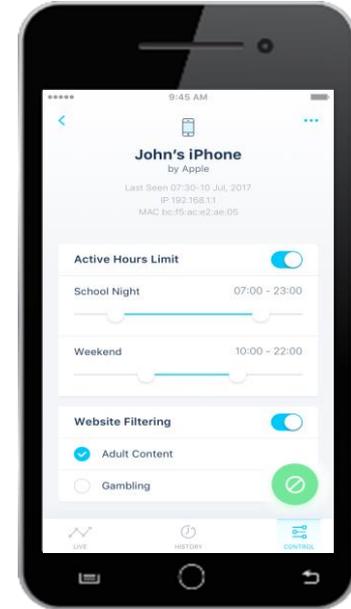
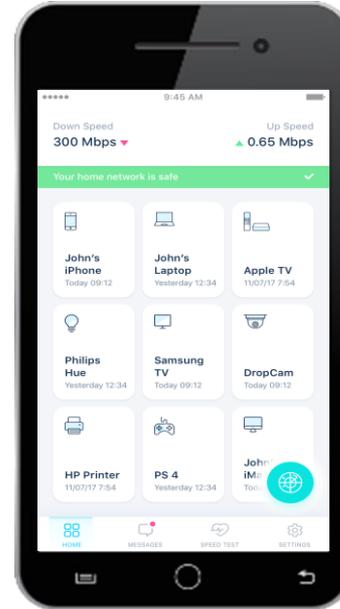
Security Icon indicates protection



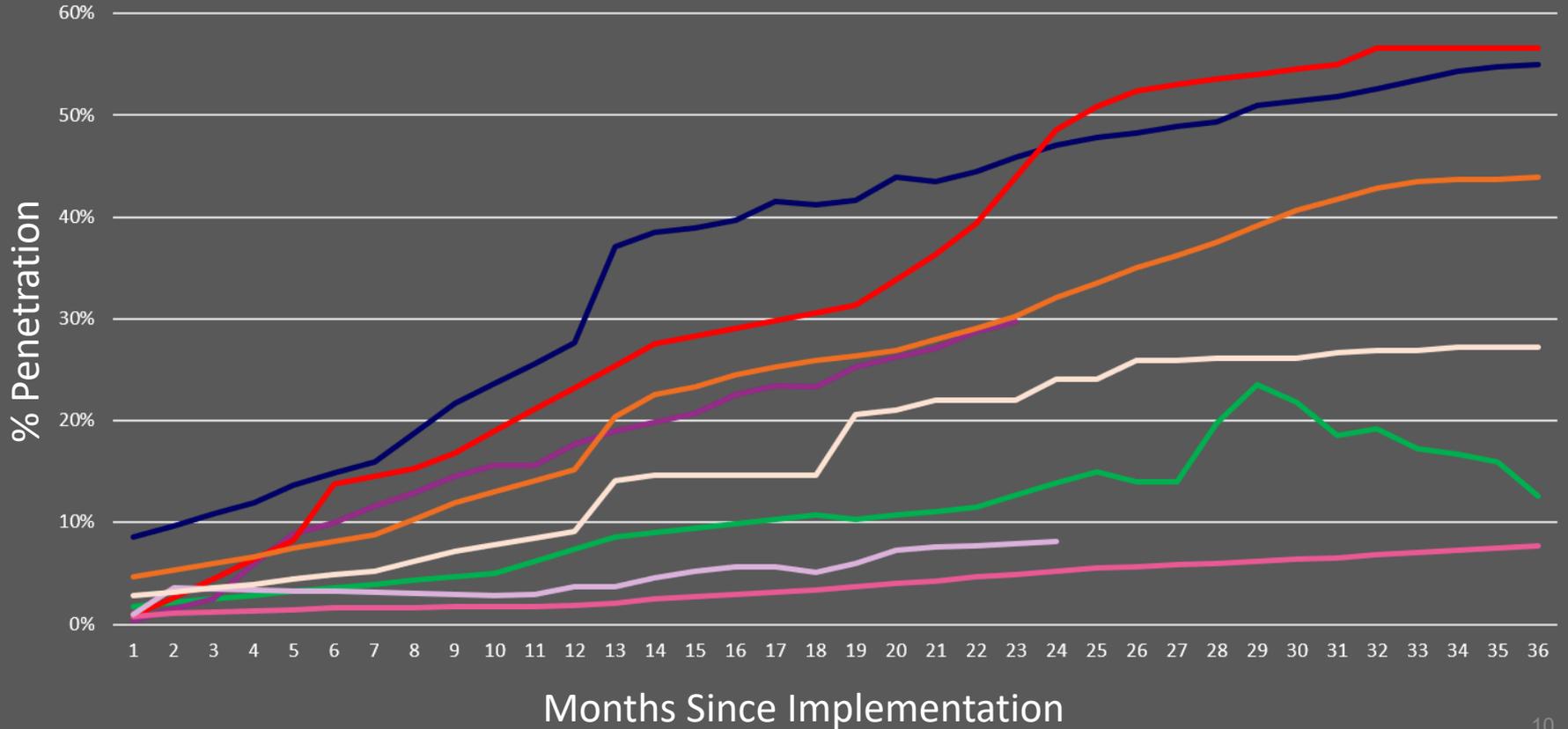
Touch Icon to access personal service portal



Secure and Manage your Home Network



Penetration Rates by Markets



Security Traction

TiER1
US OPERATOR



Telefonica



vodafone

TiER1
CEE OPERATOR

Rakuten

Telefonica
EMPRESAS



Austria

Hutchison Group



Safaricom

TIER2
APAC OPERATOR

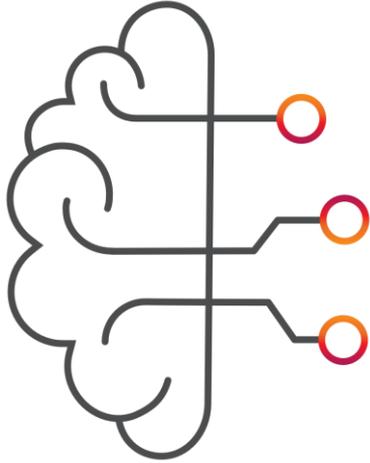
movistar

TIER2
LATAM OPERATOR

SECaaS
Recurring
Security
Revenues

MAR* Total 2019: \$85M 2020 Guidance: \$140M

*MAR (maximum annual revenue potential of concluded transactions) was estimated by Allot upon transaction signature and constitutes an approximation of the theoretical annual revenues Allot would receive if 100% of the customer's subscribers, as estimated by Allot, signed up for the service.



Allot Smart

insightful, inline, intelligence

Allot Smart



Core Technology

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



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
- CAPEX savings of 5-15%

Telecom Customers – Visibility & Control



 Reliance Jio
216+ Million subscribers, 18 Tbps





Moving Forward

DPI → **Security/Visibility & Control**

CAPEX → **Recurring Security Revenues**

Preset → **Machine Learning
& Artificial Intelligence**

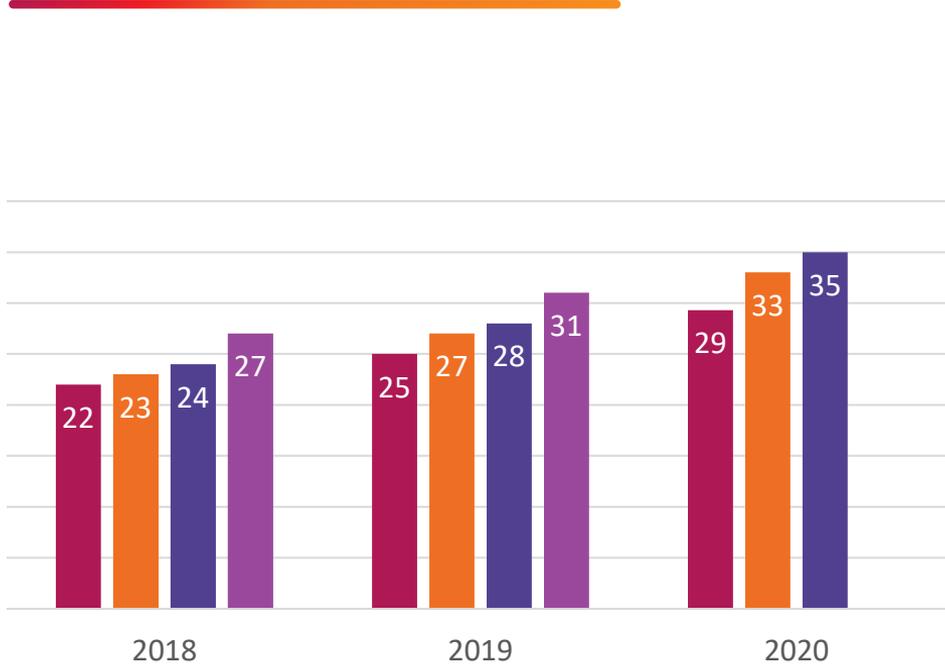
Appliance → **Virtualization (NFV)**

4G → **5G**

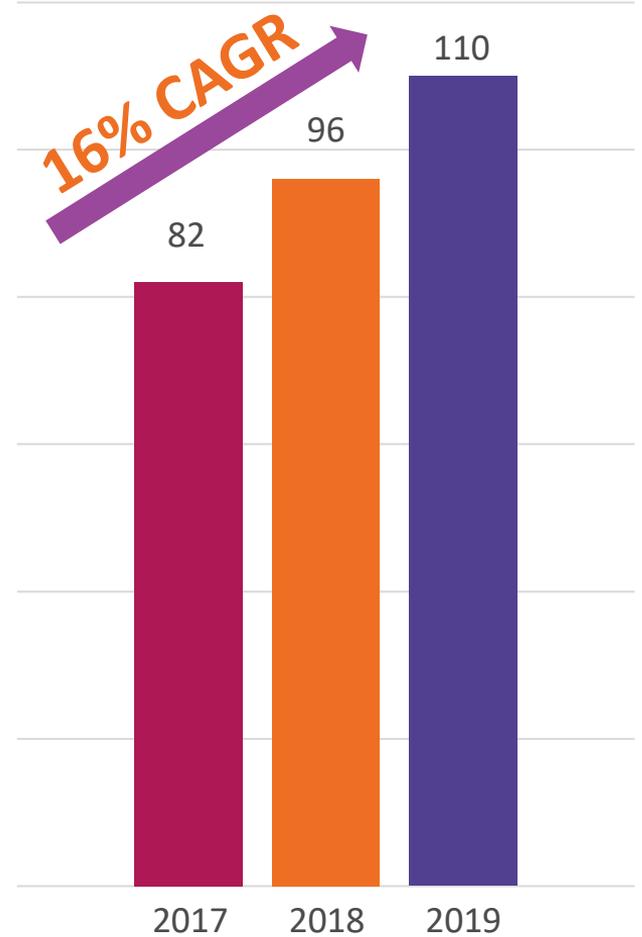
Financials



Revenue (\$M)



Cash and Investments (Sept. 30, 2020) \$107



\$M	2019	2020YTD	2020 Guidance
Booking	179	Reported Annually	>2019 Revenue <2020 Revenue
Revenue	110	97	135 - 140
Gross Margin	70%	71%	70%
OPEX	85	73	
Operating Profit (Loss)	(8)	(4)	Profitable in Q4
MAR* (Yearly)	85	Reported Annually	140

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Non-GAAP



\$M

Q2 2020

Q3 2020

Revenue

32.8

34.8

Gross Margin

71%

69%

Operating Expenses

25.4

25

Operating Profit (Loss)

(2.3)

(1.0)



THANK
YOU