# UNITED STATES SECURITIES AND EXCHANGE COMMISSION

Washington D.C. 20549

# Form 6-K

### REPORT OF FOREIGN PRIVATE ISSUER PURSUANT TO RULE 13A-16 OR 15D-16 UNDER THE SECURITIES EXCHANGE ACT OF 1934

For the month of February 2018 Commission File Number: 001-33129

# ALLOT COMMUNICATIONS LTD.

(Translation of registrant's name into English)

22 Hanagar Street Neve Ne'eman Industrial Zone B Hod-Hasharon 45240 Israel

(Address of principal executive offices)

Indicate by check mark whether the registrant files or will file annual reports under cover Form 20-F or Form 40-F.

Form 20-F ⊠ Form 40-F □

Indicate by check mark if the registrant is submitting the Form 6-K in paper as permitted by Regulation S-T Rule 101(b)(1): \_\_\_\_\_

Indicate by check mark if the registrant is submitting the Form 6-K in paper as permitted by Regulation S-T Rule 101(b)(7): \_\_\_\_\_

## EXPLANATORY NOTE

On February 6, 2018, Allot Communications Ltd. issued a press release announcing the Fourth Quarter and Full Year 2017 Financial Results.

A copy of the press release entitled "Allot Communications Announces Fourth Quarter and Full Year 2017 Financial Results" is attached to this Form 6-K as Exhibit 99.1.

## SIGNATURES

Pursuant to the requirements of the Securities Exchange Act of 1934, the registrant has duly caused this report to be signed on its behalf by the undersigned, thereunto duly authorized.

Allot Communications Ltd.

By: /s/ Alberto Sessa

Alberto Sessa CFO

February 6, 2018

# EXHIBIT INDEX

<u>99.1</u>

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Allot Communications Announces Fourth Quarter and Full Year 2017 Financial Results.



# Allot Communications Announces Fourth Quarter and Full Year 2017 Financial Results

Fourth quarter revenues increased 11% compared to third quarter, 2017 revenues from security products grew 42% YoY

Hod Hasharon, Israel – February 6, 2018 - <u>Allot Communications Ltd.</u> (NASDAQ: ALLT, TASE: ALLT), a global provider of leading innovative network intelligence and security solutions for service providers worldwide, today announced its fourth quarter and year end 2017 financial results.

### <u>Q4 2017 – Financial Highlights</u>

- · Revenues were \$23.2 million;
- GAAP gross margin was 67%; Non-GAAP gross margin was 68%;
- · GAAP operating loss of \$4.3 million; Non-GAAP operating loss of \$1.3 million;
- · Book-to-bill above one for the fourth consecutive quarter;

### 2017 – Financial Highlights

- · Revenues were \$82.0 million;
- · GAAP gross margin was 65%; Non-GAAP gross margin was 68%;
- · GAAP operating loss of \$17.4 million; Non-GAAP operating loss of \$8.6 million;
- Security revenues in 2017 grew 42% to \$24.2 million compared to 2016;
- Backlog grew by \$13.3 million compared to year-end 2016;

### **Financial outlook:**

- Management expects 2018 revenues to grow to between \$91-\$95 million with the second half of the year stronger than the first half, reflecting typical seasonality;
- · 2018 Book to Bill expected at above 1;
- Security revenues expected to continue to grow year-over-year, generating most of the expected growth in 2018

### Management Comment

# Erez Antebi, President & CEO of Allot Communications, commented:

"In 2017 we made significant progress implementing our strategy to transform Allot into a security company and improve on our execution. I am pleased with the progress we have made this year, as evidenced by the ongoing growth throughout the year as well as the strong increase in security revenues and backlog. Several weeks ago, we acquired Netonomy, a technology company developing Home Router security software, and we are pleased to be adding this important element to the Allot Secure platform. I look forward to continuing the strong growth of the Company as a whole, and more specifically, the security offering in 2018 and beyond."

# Q4 2017 Financial Results Summary

Total revenues for the fourth quarter of 2017 were \$23.2 million, up 11% compared to \$20.9 million in the third quarter of 2017.

Net loss on a GAAP basis for the fourth quarter of 2017 was \$4.3 million, or \$0.13 per basic share, compared with a net loss of \$4.6 million, or \$0.14 per basic share, in the prior quarter. During the fourth quarter of 2017, the Company incurred one-time non-cash charges of \$1.5 million in connection to changes in tax related items.

Non-GAAP net loss for the fourth quarter of 2017 was \$1.5 million, or \$0.04 per basic share, compared with a non-GAAP net loss of \$1.3 million, or \$0.04 per basic share, in the prior quarter.

Cash and investments as of December 31, 2017 totaled \$110.0 million. The Company recorded positive operating cash flow of \$1.1 million during the fourth quarter of 2017.

# 2017 Financial Results Summary

Total revenues for the full year of 2017 were \$82.0 million, a decrease of 9% compared to \$90.4 million in the prior year.

Net loss on a GAAP basis for the full year of 2017 was \$18.1 million, or \$0.54 per basic share, compared with a net loss of \$8.0 million, or \$0.24 per basic share, in the prior year. During 2017, the Company incurred a cost of \$2.4 million related to its restructuring activities and one-time non-cash charges of \$1.5 million in connection to changes in tax related items.

Non-GAAP net loss for the full year of 2017 was \$8.7 million, or \$0.26 per basic share, compared with a non-GAAP net loss of \$0.7 million, or \$0.02 per basic share, in the prior year.

The Company recorded a negative operating cash flow of \$0.2 million during 2017.

### Conference Call & Webcast:

The Allot management team will host a conference call to discuss fourth quarter 2017 earnings results today, February 6, 2018 at 8:30 am ET, 3:30 pm Israel time. To access the conference call, please dial one of the following numbers:

US: +1-888-668-9141, UK: +44(0) 800-917-5108, Israel: +972-3-918-0609.

A live webcast and, following the end of the call, an archive of the conference call, will be accessible on the Allot Communications website at: <a href="http://investors.allot.com/index.cfm">http://investors.allot.com/index.cfm</a>

### **About Allot Communications**

Allot Communications Ltd. (NASDAQ, TASE: ALLT) is a provider of leading innovative network intelligence and security solutions for service providers worldwide, enhancing value to their customers. Our solutions are deployed globally for network and application analytics, traffic control and shaping, network-based security services, and more. Allot's multi-service platforms are deployed by over 500 mobile, fixed and cloud service providers and over 1000 enterprises. Our industry leading network-based security as a service solution has achieved over 50% penetration with some service providers and is already used by over 18 million subscribers in Europe. Allot. See. Control. Secure. For more information, visit <u>www.allot.com</u>

### GAAP to Non-GAAP Reconciliation:

The difference between GAAP and non-GAAP revenues is related to the acquisitions made by the Company and represents revenues adjusted for the impact of the fair value adjustment to acquired deferred revenue related to purchase accounting. Non-GAAP net income is defined as GAAP net income after including deferred revenues related to the fair value adjustment resulting from purchase accounting and excluding stock-based compensation expenses, amortization of acquisition-related intangible assets, deferred tax asset adjustment, restructuring expenses, changes in taxes related items and other acquisition-related expenses.

These non-GAAP measures should be considered in addition to, and not as a substitute for, comparable GAAP measures. The non-GAAP results and a full reconciliation between GAAP and non-GAAP results are provided in the accompanying Table 2. The Company provides these non-GAAP financial measures because it believes they present a better measure of the Company's core business and management uses the non-GAAP measures internally to evaluate the Company's ongoing performance. Accordingly, the Company believes they are useful to investors in enhancing an understanding of the Company's operating performance.

#### Safe Harbor Statement

This release 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; consolidation of, and strategic alliances by, our competitors, government regulation; the timing of completion of key project milestones which impact the timing of our revenue recognition; lower demand for key value-added services; our ability to keep pace with advances in technology and to add new features and value-added services; managing lengthy sales cycles; operational risks associated with large projects; our dependence on third party channel partners for a material portion of our revenues; court approval of the Company's proposed share buy-back program; 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.

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### ALLOT COMMUNICATIONS LTD. AND ITS SUBSIDIARIES CONSOLIDATED STATEMENTS OF OPERATIONS (U.S. dollars in thousands, except share and per share data)

**Three Months Ended** Year Ended December 31 December 31, 2017 2016 2017 2016 (Unaudited) (Unaudited) (Unaudited) (Audited) 23,198 23,487 \$ 81,992 90,369 Revenues \$ \$ \$ Cost of revenues 7,710 7,348 28,530 27,895 62,474 15,488 16,139 53,462 Gross profit Operating expenses: Research and development costs, net 5,753 5,461 21,852 24,221 Sales and marketing 38,316 35,290 10,810 7,476 General and administrative 3,187 1,910 10,696 9,812 19,750 14,847 Total operating expenses 70,864 69,323 (17,402) Operating income (loss) (4,262) 1,292 (6,849) Financial and other income, net 894 1,059 338 423 Profit (loss) before income tax expenses (3,924) 1,715 (16, 508)(5,790) Tax expenses 416 773 1,564 2,204 Net income (loss) (4,340)942 (18,072) (7,994)Basic net income (loss) per share 0.03 (0.54)\$ (0.13)\$ \$ \$ (0.24) Diluted net income (loss) per share \$ (0.13)\$ 0.03 \$ (0.54)\$ (0.24)Weighted average number of shares used in computing basic net loss per share 33,412,701 33,090,708 33,253,158 33,202,309 Weighted average number of shares used in computing diluted net loss per share 33,412,701 33,415,193 33,253,158 33,202,309

## ALLOT COMMUNICATIONS LTD. AND ITS SUBSIDIARIES RECONCILIATION OF GAAP TO NON-GAAP CONSOLIDATED STATEMENTS OF OPERATIONS

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

	Three Months Ended December 31,			Year Ended December 31,				
	2017 2016			2017 2016				
		(Unau	dite		_	(Unau	dite	
	¢	22,100	¢	22.407	¢	01 000	¢	00.200
GAAP Revenues Fair value adjustment for acquired deferred revenues write down	\$	23,198	\$	23,487 31	\$	81,992 37	\$	90,369 165
Non-GAAP Revenues	\$	23,198	\$	23,518	\$	82,029	\$	90,534
	<u>_</u>	= =10	<i>.</i>	= 0.40	đ	20 520	<b>_</b>	25.005
GAAP cost of revenues Share-based compensation (1)	\$	7,710	\$	7,348	\$	28,530	\$	27,895
Amortization of intangible assets (2)		(83)		(109)		(362)		(345)
Restructuring expenses (4)		(232)		(367)		(938) (887)		(1,173) (127)
Changes in taxes related items (5)		(56)		-		(56)		(127)
Non-GAAP cost of revenues	\$		\$	6,872	\$		\$	26.250
Non-GAAP cost of revenues	2	7,339	<u>⊅</u>	0,872	<u>⊅</u>	26,287	\$	26,250
GAAP gross profit	\$	15,488	\$	16,139	\$	53,462	\$	62,474
Gross profit adjustments	\$	372		507		2,280		1,810
Non-GAAP gross profit	\$	15,860	\$	16,646	\$	55,742	\$	64,284
GAAP operating expenses	\$	19,750	\$	14,847	\$	70,864	\$	69,323
Share-based compensation (1)	φ	(706)	φ	(845)	φ	(2,813)	φ	(4,667)
Amortization of intangible assets (2)		(135)		(132)		(539)		(4,007)
Expenses related to M&A activities (3)		(155)		962		(267)		962
Restructuring expenses (4)		(200)		-		(1,464)		(1,163)
Changes in taxes related items (5)		(1,416)		_		(1,416)		(1,105)
Non-GAAP operating expenses	\$	17,115	\$	14,832	\$	64,365	\$	63,920
	Ψ	17,115	Ψ	14,032	Ψ	04,505	Ψ	03,320
GAAP financial and other income	\$	338	\$	423	\$	894	\$	1,059
Expenses related to M&A activities (3)		84		(348)		625		(179)
Non-GAAP Financial and other income	\$	422	\$	75	\$	1,519	\$	880
GAAP taxes on income	\$	416	\$	773	\$	1,564	\$	2,204
Tax expenses (in respect of net deferred tax asset recorded)	Ŷ	214	÷	(36)	Ŷ	17	Ŷ	(230)
Non-GAAP taxes on income	\$	630	\$	737	\$	1,581	\$	1,974
GAAP Net Income (Loss)	\$	(4,340)	\$	942	\$	( )	\$	(7,994)
Share-based compensation (1)		789		954		3,175		5,012
Amortization of intangible assets (2)		367		499		1,477		1,708
Expenses (Income) related to M&A activities (3)		262		(1,310)		892		(1,141)
Restructuring expenses (4)		200		-		2,351		1,290
Changes in taxes related items (5)		1,472		-		1,472		-
Fair value adjustment for acquired deferred revenues write down		-		31		37		165
Tax income (expenses) in respect of net deferred tax asset recorded	<u>_</u>	(214)	<u>_</u>	36	<u>_</u>	(17)	<i>•</i>	230
Non-GAAP Net income (Loss)	\$	(1,464)	\$	1,152	\$	(8,685)	\$	(730)
GAAP Loss per share (diluted)	\$	(0.13)	\$	0.03	\$	(0.54)	\$	(0.24)
Share-based compensation		0.02		0.03		0.10		0.15
Amortization of intangible assets		0.01		0.01		0.04		0.05
Expenses related to M&A activities		0.01		(0.04)		0.03		(0.03)
Restructuring expenses		0.01		-		0.07		0.04
Changes in taxes and headcount related items		0.05		0.00		0.04		0.00
Tax expenses (in respect of net deferred tax asset recorded)		(0.01)		0.00		0.00		0.01
Non-GAAP Net loss per share (diluted)		(0.04)	\$	0.03	\$	(0.26)	\$	(0.02)
Weighted average number of shares used in computing GAAP diluted net		22 /12 701		22 /15 102		22 252 150		22 202 200
earnings per share		33,412,701		33,415,193	_	33,253,158	_	33,202,309
Weighted average number of shares used in computing non-GAAP diluted net								
earnings per share		33,412,701		33,697,889		33,253,158		33,202,309
							_	

# ALLOT COMMUNICATIONS LTD. AND ITS SUBSIDIARIES RECONCILIATION OF GAAP TO NON-GAAP CONSOLIDATED STATEMENTS OF OPERATIONS

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

		Three Months Ended December 31,			Year Ended December 31,			
		2017		2016		2017		2016
		(Unaudited)		(Unaudit			ited)	
(1) Share-based compensation (*):								
Cost of revenues	\$	83	\$	109	\$	362	\$	345
Research and development costs, net		155		244		608		1,223
Sales and marketing		307		322		1,015		1,745
General and administrative		244		279		1,190		1,699
	\$	789	\$	954	\$	3,175	\$	5,012
(2) Amortization of intangible assets								
Cost of revenues	\$	232	\$	367	\$	938	\$	1,173
Sales and marketing	Ψ	135	Ψ	132	Ψ	539	Ψ	535
Sucs and marketing	\$	367	\$	499	\$	1,477	\$	1,708
	2	307	Э	499	2	1,4//	<u>⊅</u>	1,708
(3) Expenses related to M&A activities								
General and administrative	\$	178	\$	(962)	\$	267	\$	(962)
Financial expenses (income)		84		(348)		625		(179)
	\$	262	\$	(1,310)	\$	892	\$	(1,141)
(4) Restructuring expenses*								
Cost of revenues	\$	-	\$	-	\$	887	\$	127
Research and development costs, net		-	-	-	-	154	-	370
Sales and marketing		-		-		976		720
General and administrative		200		-		334		73
	\$	200	\$	-	\$	2,351	\$	1,290
(5) Changes in taxes related items								
Research and development costs, net	\$	201	\$	-	\$	201	\$	-
Sales and marketing		1,045		-		1,045		-
Cost of revenues		56		-		56		-
General and administrative		170		-		170		-
	\$	1,472	\$		\$	1,472	\$	

(\*) Excluding share-based compensation related to the restructuring plan, which was already included under restructuring expenses.

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

	December 31, 2017 (Unaudited)		December 31, 2016 (Audited)	
ASSETS				
CURRENT ASSETS:				
Cash and cash equivalents	\$	15,342	\$	23,326
Short term deposits		31,043		29,821
Restricted deposit		428		-
Marketable securities		63,194		60,507
Trade receivables, net		22,737		24,158
Other receivables and prepaid expenses		2,649		3,879
Inventories		7,897		7,235
Total current assets		143,290		148,926
LONG-TERM ASSETS:				
Severance pay fund		302		252
Deferred taxes		340		267
Other assets		1,096		1,136
Total long-term assets	_	1,738		1,655
PROPERTY AND EQUIPMENT, NET		5,002		4,387
-		34,495		35,972
GOODWILL AND INTANGIBLE ASSETS, NET		34,495		35,972
Total assets	\$	184,525	\$	190,940
LIABILITIES AND SHAREHOLDERS' EQUITY				
CURRENT LIABILITIES:				
Trade payables	\$	5,857	\$	3,275
Deferred revenues		11,370		11,133
Other payables and accrued expenses		14,277		10,538
Total current liabilities		31,504		24,946
LONG-TERM LIABILITIES:				
Deferred revenues		3,878		3,597
Accrued severance pay		747		592
Other long term liabilities		5,267		4,502
Total long-term liabilities		9,892		8,691
SHAREHOLDERS' EQUITY		143,129		157,303
		173,123		107,000
Total liabilities and shareholders' equity	\$	184,525	\$	190,940

## ALLOT COMMUNICATIONS LTD. AND ITS SUBSIDIARIES CONSOLIDATED STATEMENTS OF CASH FLOWS (U.S. dollars in thousands)

	Three Moi Decem	ıths Ended ber 31,	Year Ended December 31,			
	2017	2016	2017	2016		
	(Unaudited)	(Unaudited)	(Unaudited)	(Audited)		
Cash flows from operating activities:						
Net Income (Loss)	\$ (4,340)	\$ 942	\$ (18,072)	\$ (7,994)		
Adjustments to reconcile net income to net cash provided by (used in) operating	φ (+,5+0)	φ 342	\$ (10,072)	φ (7,554)		
activities:	_		-			
Depreciation	632	569	2,191	2,334		
Stock-based compensation related to options granted to employees	787	1,005	3,366	5,141		
Amortization of intangible assets	366	499	1,477	1,709		
Capital loss	13	4	27	24		
Decrease (Increase) in accrued severance pay, net	(8)	(4)	105	(29)		
Decrease (Increase) in other assets	(568)	828	40	1,576		
Decrease in accrued interest and amortization of premium on marketable	( )			,		
securities	319	215	913	1,238		
Decrease (Increase) in trade receivables	(86)	2,795	1,421	(284)		
Decrease in other receivables and prepaid expenses	1,841	206	1,350	699		
Decrease (Increase) in inventories	1,214	1,410	(662)	2,934		
Decrease (Increase) in long-term deferred taxes, net	(272)	49	(72)	234		
Increase (Decrease) in trade payables	(611)	302	2,582	(3,832)		
Increase (Decrease) in employees and payroll accruals	34	(241)	1,139	(811)		
Increase (Decrease) in deferred revenues	(518)	(2,664)	518	(4,248)		
Increase (Decrease) in other payables and accrued expenses	2,287	(1,719)	3,448	(2,155)		
Net cash provided by (used in) operating activities	1,090	4,196	(229)	(3,464)		
Cash flows from investing activities:						
Decrease (Increase) in restricted deposit	(428)		(428)	203		
Redemption of (Investment in) short-term deposits	(9,300)	(2,502)	(1,222)	12,879		
Purchase of property and equipment	(776)	(398)	(2,833)	(1,582)		
Proceeds from sale of property and equipment	-	26	(_,)	26		
Investment in marketable securities	(10,913)	(7,598)	(30,123)	(29,695)		
Proceeds from redemption or sale of marketable securities	11,075	10,403	26,488	33,208		
Net cash provided by (used in) investing activities	(10,342)	(69)	(8,118)	15,039		
Cash flag in from financing activities.						
Cash flows from financing activities:	266	20	363	110		
Exercise of employee stock options	200	20	303	113		
Purchase of treasury stocks		(506)		(3,832)		
Net cash provided by (used in) financing activities	266	(486)	363	(3,719)		
Increase (Decrease) in cash and cash equivalents	(8,986)	3,641	(7,984)	7,856		
Cash and cash equivalents at the beginning of the period	24,328	19,685	23,326	15,470		
Cash and cash equivalents at the end of the period	\$ 15,342	\$ 23,326	\$ 15,342	\$ 23,326		