

## COMPANY PROFILE

Allot Ltd. (NASDAQ, TASE: ALLT) is a provider of leading innovative network intelligence and security solutions for service providers and enterprise 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 as well as 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 20 million subscribers globally.

## MARKET FOCUS

**Security:** Allot Secure is a security service delivery platform designed to empower CSPs to provide a seamless customer experience by unifying network-based security, home gateway security and security clients in a branded value added service.

**Actionable Intelligence:** Allot Smart solutions give CSPs and enterprises the ability to see, classify and quantify all of the activity on their networks so they can ensure consistent and reliable quality of experience and service.

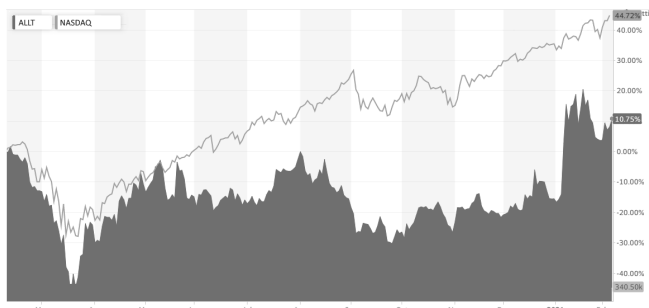
## KEY TAKEAWAYS

Allot continues to successfully execute its long term growth plan with:

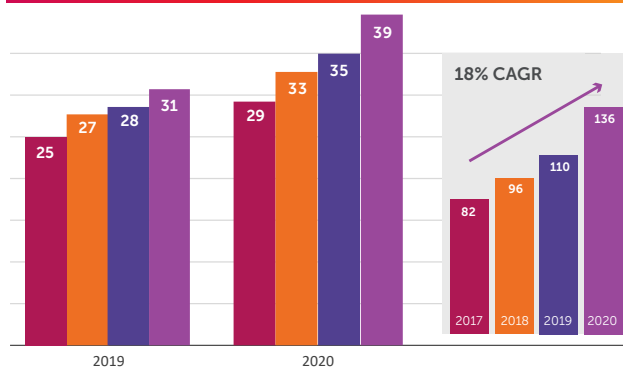
- New recurring revenue security as a service deals
- Cumulative MAR\* of \$280M
- Recurring security revenues totaled \$2M in 2020, with guidance of \$6-\$8M for 2021 and expectations for \$25M in 2022
- 2020 year over year annual revenue growth of 23%
- 2020 Gross margins of 71%.

## SHARE CHART

as of January 31, 2021



## QUARTERLY REVENUES – in \$M



All reported results are Non-GAAP.

\*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.

## MANAGEMENT TEAM

<b>Erez Antebi</b> , CEO	<b>Ronen Priel</b> , CTO
<b>Ziv Leitman</b> , CFO	<b>Vered Zur</b> , VP Marketing
<b>Ran Fridman</b> , EVP Global Sales	<b>Yael Villa</b> , SVP Cyber Security Business Unit
<b>Keren Rubanenko</b> , SVP Allot Smart Business Unit	<b>Hagay Katz</b> , VP Strategic Accounts, Cyber Security
<b>Rael Kolevsohn</b> , VP General Counsel	<b>Mark Shteiman</b> , VP Product Management, Allot Smart Business Unit
<b>Pini Gvili</b> , VP Operations	<b>Aharon Mullokandov</b> , VP R&D, Cyber Security Business Unit
<b>Ronit Weinstein</b> , VP Human Resources	
<b>Noam Lila</b> , VP Customer Success	

## BOARD OF DIRECTORS

Yigal Jacoby, Chairman	Steven D. Levy
Nurit Benjamini	Miron (Ronnie) Kenneth
Itzik Danzinger	Nadav Zohar
Manuel Echanove	

## STOCK FUNDAMENTALS

as of January 31, 2021

Ticker	ALLT
Exchanges	Nasdaq, Tel Aviv Stock Exchange
Industry	Technology; Communications Services
No. of Shares Outstanding	35.4M
52 week High	\$15.25
52 week Low	\$6.44

## FINANCIAL HIGHLIGHTS

2020 Revenues: \$136M
2020 Q4 Revenues: \$39M, up 28% YoY
Cash and investments as of Dec. 31, 2020: \$99M
2021 Revenue Guidance: \$145-150M

## LATEST NEWS

[Jan 19, 2021: Tier-1 Telecom Service Provider in Europe Selects Allot HomeSecure and BusinessSecure to Provide Cyber-protection to Consumers and SMBs](#)

[Jan 13, 2021: Allot Secure Selected to Provide Cybersecurity Services to a Tier-1 European Mobile Provider with Over 10 Million Subscribers](#)

[Jan 11, 2021: Allot Introduces DNS Secure to Expand its Mass-market Security Portfolio](#)

[Nov 30, 2020: Allot Research Finds 68% of Global Consumers Would Consider Switching Telcos for Better Cybersecurity](#)

[Oct 29, 2020: MEO Launches Cybersecurity Service for Mobile Subscribers, Powered by Allot](#)

[Oct 21, 2020: Tier-1 Telecom Service Provider in APAC Selects Allot HomeSecure to Provide Cyber-protection to Consumers](#)