

## 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.

## RECENT ACTIVITY

Allot continues to successfully execute its long term growth plan with new recurring revenue Security as a service deals and continued growth in the Allot Smart and regulatory compliance markets. This is reflected in year over year revenue growth of 26%, with third quarter 2020 revenue of \$34.8 million, and gross margins of 69%.

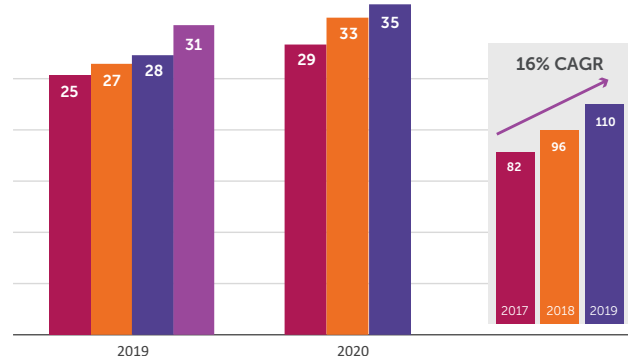
Guidance for 2020 revenue is between \$135 and \$140 million, representing accelerated double-digit year-over-year growth.

## SHARE CHART

as of October 31, 2020



## QUARTERLY REVENUES – in \$M



## 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	

## BOARD OF DIRECTORS

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

## STOCK FUNDAMENTALS

as of October 31, 2020

Ticker	ALLT
Exchanges	Nasdaq, Tel Aviv Stock Exchange
Industry	Technology; Communications Services
No. of Shares Outstanding	35.3M
52 week High	\$13.05
52 week Low	\$6.44

## FINANCIAL HIGHLIGHTS

2019 Revenues: \$110M  
 2020 Q3 Revenues: \$34.8M, up 26% YoY  
 Expected to be profitable in Q4/20  
 Cash and investments as of Sept. 30, 2020: \$107M  
 2020 Revenue Guidance: \$135-140M

## LATEST NEWS

- [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](#)
- [Oct 13, 2020: Tier-1 Telco in APAC Selects Allot Congestion Management for Quality of Experience Improvement and CAPEX Savings](#)
- [Oct 5, 2020: Telefónica Expands 'Conexión Segura' Security-as-a-Service Solution Powered by Allot to Protect Spanish SMBs from Cyberattacks](#)
- [Aug 24, 2020: New Zealand's DIA Selects Allot to Protect Its Citizens from Digital Child Exploitation Content](#)
- [May 26, 2020: Allot Launches BusinessSecure, a New Solution for Telcos to Protect Their Business Customers from Cyberattacks](#)

All reported results are Non-GAAP.

## CONTACT INFORMATION

Allot Communications Inc. USA Tel: 1-781-939-9300	Allot Communications Ltd. EMEA Tel: +972 9 761-9200
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## INVESTOR RELATIONS

GK Investor Relations  
 Ehud Helft / Kenny Green  
 Tel: 1-646-688-3559 eMail: Allot@gkir.com

## PUBLIC RELATIONS

Allot  
 Seth Greenberg  
 Tel: +972 9 761-9200 eMail: investors@allot.com