

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 is revolutionizing consumer cybersecurity. The Allot Secure suite of network-based cybersecurity solutions gives CSPs a clientless, zero-touch branded service that protects their consumer and small business customers from cyberthreats wherever they are and on any device.

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.

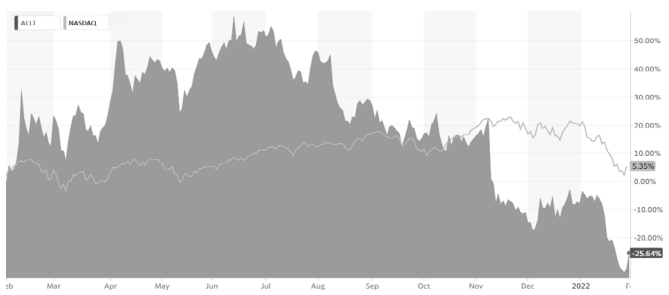
KEY TAKEAWAYS

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

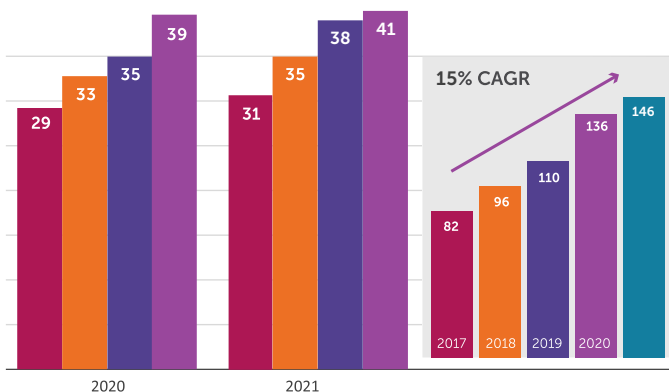
- 3 new security deals and 2 launches announced in Q4
- 2021 recurring revenue security deals closed with MAR* of \$193 million
- Recurring security revenues totaled \$4.1M in 2020
- 2021 year over year annual revenue growth of 7%
- 2021 Gross margins of 70%

SHARE CHART

January 31, 2022



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

- Erez Antebi**, CEO
- Ziv Leitman**, CFO
- Assaf Eyal**, SVP Global Sales
- Keren Rubanenko**, SVP Allot Cybersecurity Business Unit
- Mark Shteiman**, SVP Allot Smart Business Unit
- Rael Kolevsohn**, VP General Counsel
- Noam Lila**, SVP Customer Success and Operations
- Vered Zur**, VP Marketing
- Aharon Mullokandov**, VP R&D, Cyber Security Business Unit

BOARD OF DIRECTORS

- Yigal Jacoby, Chairman
- Efrat Makov
- Itsik Danzinger
- Manuel Echanove
- Steven D. Levy
- Miron (Ronnie) Kenneth
- Nadav Zohar

STOCK FUNDAMENTALS

as of January 31, 2022

Ticker	ALLT
Exchanges	Nasdaq & Tel Aviv Stock Exchange
Industry	Software: Cybersecurity
No. of Shares Outstanding	36.5M
52 week High	\$21.04
52 week Low	\$8.43

FINANCIAL HIGHLIGHTS

- 2021 Revenues: \$146M
- 2021 Q4 Revenues: \$41M, up 5% YoY
- Cash and investments as of December 31, 2021: \$85.7M
- 2022 Revenue Guidance: \$147-153M

LATEST NEWS

- [Dec 22, 2021: Allot NetworkSecure Automatically Detects and Blocks Amazon Black Friday Phishing Attack](#)
- [Nov 29, 2021: Play Launches Allot Security-as-a-Service Solution to Protect Customers Against Cyber Threats](#)
- [Nov 16, 2021: Australia's Field Solutions Group Selects Allot Secure to Provide Consumer and SMB Cybersecurity Services](#)
- [Oct 11, 2021: Eastern European Mobile Operator Chooses Allot Solution to Provide Mass-market Cybersecurity Services](#)
- [Oct 7, 2021: Mexican Broadband Provider Selects Allot Cybersecurity Solution to Protect Small Business and Home Office Customers from Cyberattacks](#)
- [Oct 2, 2021: Japanese Broadband Provider Asahi Net Launches Allot Traffic Management Solution](#)