

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.

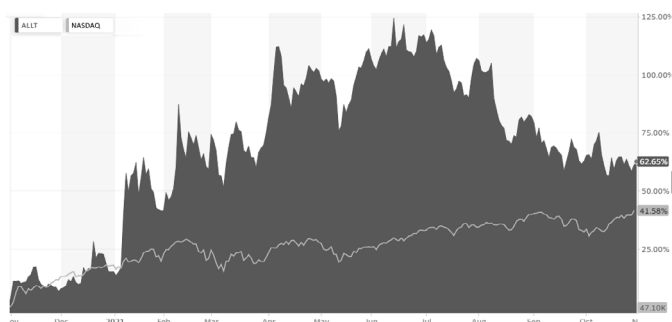
KEY TAKEAWAYS

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

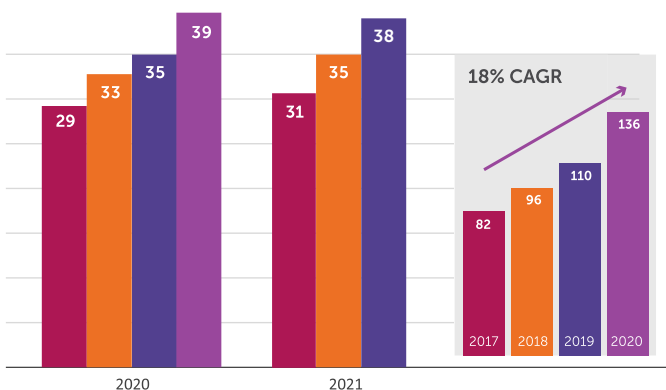
- 4 news security deals in EMEA & APAC announced in Q3
- 2021 guidance includes recurring revenue security deals to be closed with MAR* of over \$180 million
- Recurring security revenues totaled \$2M in 2020, with guidance of \$4.1-4.3M for 2021 and expectations for \$10-15M in 2022
- 2020 year over year annual revenue growth of 23%
- 2020 Gross margins of 71%

SHARE CHART

October 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

- Erez Antebi**, CEO
- Ziv Leitman**, CFO
- Assaf Eyal**, SVP Global Sales
- Keren Rubanenko**, SVP Allot Smart Business Unit
- Rael Kolevsohn**, VP General Counsel
- Ronit Weinstein**, VP Human Resources
- Noam Lila**, VP Customer Success
- Vered Zur**, VP Marketing
- Dr. Yael Villa**, SVP Cyber Security Business Unit
- Mark Shteiman**, VP Product Management, Allot Smart Business Unit
- Aharon Mullokandov**, VP R&D, Cyber Security Business Unit

BOARD OF DIRECTORS

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

STOCK FUNDAMENTALS

as of October 31, 2021

Ticker	ALLT
Exchanges	Nasdaq & Tel Aviv Stock Exchange
Industry	Software: Cybersecurity
No. of Shares Outstanding	36.4M
52 week High	\$21.04
52 week Low	\$9.58

FINANCIAL HIGHLIGHTS

- 2020 Revenues: \$136M
- 2021 Q3 Revenues: \$38M, up 10% YoY
- Cash and investments as of September 30, 2021: \$99M
- 2021 Revenue Guidance: \$145-146M

LATEST NEWS

- [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](#)
- [Sep 22, 2021: Italy's Eolo Expands Allot NetworkSecure License to Meet Growing Demand for Cybersecurity Services](#)
- [Jul 21, 2021: Two CSPs in APAC Select Allot Secure Solutions to Provide Cybersecurity Services to Consumer and SMB Customers](#)
- [Jul 14, 2021: Central European CSP Selects Allot to Provide Cybersecurity Services to Their Consumer Customers](#)