

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.

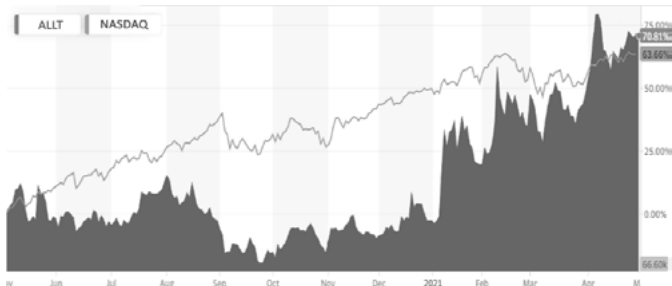
KEY TAKEAWAYS

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

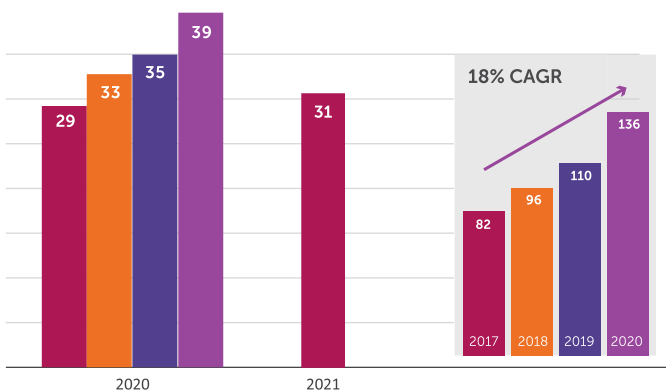
- First major penetration into US market: DISH Network
- Cumulative MAR* of \$280M - as of Mar. 31, 2021
- Recurring security revenues totaled \$2M in 2020, with guidance of over \$6M for 2021 and expectations for around \$25M in 2022
- 2020 year over year annual revenue growth of 23%
- 2020 Gross margins of 71%
- End of Q1 cash and investments of \$103M

SHARE CHART

April 30, 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	Vered Zur , VP Marketing
Ziv Leitman , CFO	Dr. Yael Villa , SVP Cyber Security Business Unit
Ran Fridman , EVP Global Sales	Hagay Katz , VP Strategic Accounts, Cyber Security
Keren Rubanenko , SVP Allot Smart Business Unit	Mark Shteiman , VP Product Management, Allot Smart Business Unit
Rael Kolevsohn , VP General Counsel	Aharon Mullokandov , VP R&D, Cyber Security Business Unit
Pini Gvili , VP Operations	
Ronit Weinstein , VP Human Resources	
Noam Lila , VP Customer Success	

BOARD OF DIRECTORS

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

STOCK FUNDAMENTALS

as of April 30, 2021

Ticker	ALLT
Exchanges	Nasdaq Tel Aviv Stock Exchange
Industry	Software: Cybersecurity
No. of Shares Outstanding	35.8M
52 week High	\$20.19
52 week Low	\$8.46

FINANCIAL HIGHLIGHTS

2020 Revenues: \$136M
 2021 Q1 Revenues: \$31M, up 6% YoY
 Cash and investments as of March 31, 2021: \$103M
 2021 Revenue Guidance: \$145-150M

LATEST NEWS

[Apr 6, 2021: DISH Selects Allot to Protect the United States' First Cloud-native, OpenRAN-based 5G Network and its Customers from Cybersecurity Threats](#)

[Mar 2, 2021: Exetel Launches Anti-malware and Parental Control Services, Powered by Allot NetworkSecure](#)

[Mar 1, 2021: Phishing Attacks Increase 718% in Europe According to Allot Research](#)

[Feb 16, 2021: Allot Traffic Management Solution Selected by Broadband Provider in Japan](#)

[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 Subscriber](#)