

## 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 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.

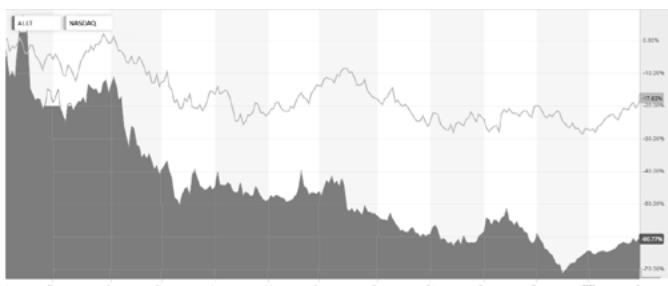
**Actionable Intelligence:** Allot Smart solutions give CSPs and enterprises the ability to see, classify and quantify all of the activity on their networks so they can ensure consistent and reliable quality of experience and service.

## KEY TAKEAWAYS

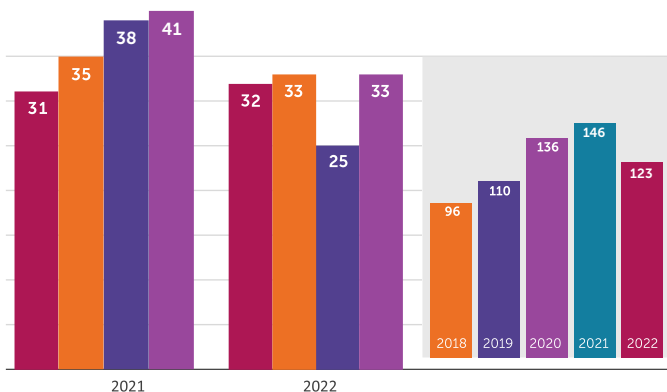
- Allot continues to successfully execute its long term growth plan with:
- Strong pipeline of security deals for 2023
  - 2022 recurring revenue security deals closed with MAR\* of \$191 million
  - Q4 2022 revenues totaled \$33M
  - 2022 Gross margin of 69%

## SHARE CHART

January 31, 2023



## QUARTERLY REVENUES – in \$M



All reported results are Non-GAAP.

## 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**, CMO  
**Sarah Warshavsky-Oberman**, Chief People Officer

## BOARD OF DIRECTORS

- |                        |                 |
|------------------------|-----------------|
| Yigal Jacoby, Chairman | Steven D. Levy  |
| Efrat Makov            | Nadav Zohar     |
| Itzik Danzinger        | Raffi Kesten    |
| Manuel Echanove        | Cynthia L. Paul |

## STOCK FUNDAMENTALS

as of January 31, 2023

Ticker	ALLT
Exchanges	Nasdaq & Tel Aviv Stock Exchange
Industry	Software: Cybersecurity
No. of Shares Outstanding	37.4M
52 week High	\$8.67
52 week Low	\$2.75

## FINANCIAL HIGHLIGHTS

- 2022 Revenues: \$123M
- 2022 Q4 Revenues: \$33M
- Cash and investments as of December 31, 2022: \$86M
- 2023 Revenue Guidance: \$110-120M

## LATEST NEWS

- [Dec 1, 2022: Taiwan's Far EastOne Telecommunications Launches Consumer Cybersecurity Services Based on Allot NetworkSecure](#)
- [Nov 15, 2022: Allot NetworkSecure Selected by Verizon to Provide Network-based Cybersecurity Protection to their SMB Customers](#)
- [Oct 31, 2022: Allot and Vantiva Partner to Integrate Home and Small Business Cybersecurity Protection into Vantiva Broadband Gateways](#)
- [Jun 20, 2022: Tango Luxembourg Using Allot Secure to Launch Consumer Cybersecurity Services](#)
- [Jun 13, 2022: Ethio Telecom Chooses Allot Traffic Management Solution](#)
- [May 24, 2022: Allot and Singtel Partner to offer Cybersecurity Services to Singtel's Small and Medium Business Customers](#)
- [May 12, 2022: Allot Appoints Raffi Kesten to Board of Directors, estimated](#)