

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.

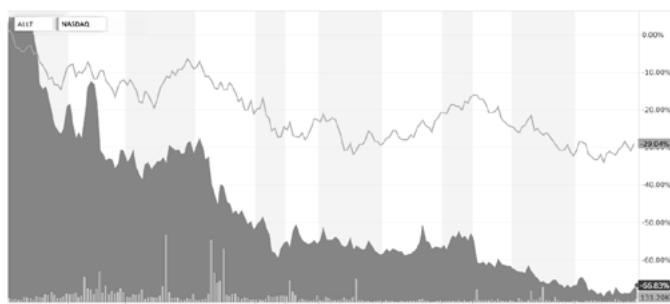
Actionable Intelligence: Allot Smart solutions give CSPs and enterprises the ability to see, classify and quantify all of the activity on their networks so they can ensure consistent and reliable quality of experience and service.

KEY TAKEAWAYS

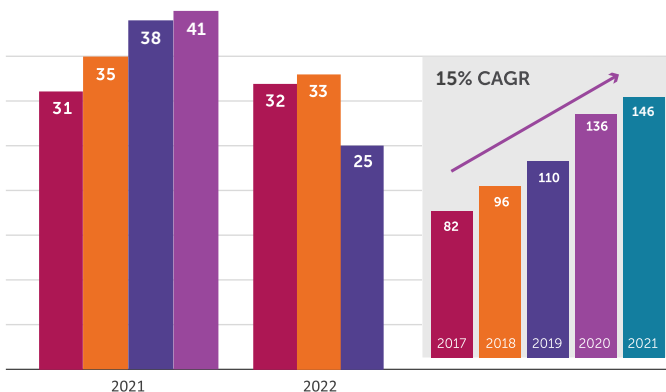
- Allot continues to successfully execute its long term growth plan with:
- Strong pipeline of security deals in 2022
 - 2021 recurring revenue security deals closed with MAR* of \$193 million
 - Q3 2022 YTD revenues totaled \$90M
 - Q3 2022 YTD Gross margin of 69%

SHARE CHART

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

BOARD OF DIRECTORS

- Yigal Jacoby, Chairman
- Efrat Makov
- Itsik Danzinger
- Manuel Echanove
- Steven D. Levy
- Nadav Zohar
- Raffi Kesten

STOCK FUNDAMENTALS

as of October 31, 2022

Ticker	ALLT
Exchanges	Nasdaq & Tel Aviv Stock Exchange
Industry	Software: Cybersecurity
No. of Shares Outstanding	37.3M
52 week High	\$15.78
52 week Low	\$3.47

FINANCIAL HIGHLIGHTS

- 2021 Revenues: \$146M
- 2022 Q3 Revenues: \$25M
- Cash and investments as of September 30, 2022: \$98M
- 2022 Revenue Guidance: \$125-130M

LATEST NEWS

- [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](#)
- [Feb 22, 2022: Allot Research Finds that 88% of Global Consumers Consider Mobile Security a Top Priority](#)