

A background image showing a businessman in a white shirt and blue tie holding a tablet. The tablet screen displays a city skyline. The overall image has a blue and white color scheme with a blurred cityscape in the background.

Allot Investor Presentation

(NASDAQ, TASE: ALLT)

November 2017

Forward Looking Statements

This presentation contains forward-looking statements, which express the current beliefs and expectations of Company management. Such statements involve a number of known and unknown risks and uncertainties that could cause our future results, performance or achievements to differ significantly from the results, performance or achievements set forth in such forward-looking statements. Important factors that could cause or contribute to such differences include risks relating to: our ability to compete successfully with other companies offering competing technologies; the loss of one or more significant customers; the impact of government regulation on demand for our products; our failure to increase the functionality and features of our products; our ability to keep pace with advances in technology and to add new features and value-added services; the failure of our products adversely impacting customers' networks; managing lengthy sales cycles; greater operational risk associated with large projects; our dependence on third party channel partners for a material portion of our revenues; our failure to comply with regulatory requirements; our dependence on traffic management systems and network management application suites for the substantial majority of our revenues; the loss of rights to use third-party solutions integrated into our products; undetected errors in our products; our dependence on a single third-party subcontractor for a significant portion of our products; and other factors discussed under the heading "Risk Factors" in the Company's annual report on Form 20-F filed with the Securities and Exchange Commission. Forward-looking statements in this release are made pursuant to the safe harbor provisions contained in the Private Securities Litigation Reform Act of 1995. These forward-looking statements are made only as of the date hereof, and the Company undertakes no obligation to update or revise the forward-looking statements, whether as a result of new information, future events or otherwise.

Allot: Security, Intelligence for Communications Networks



Markets

- Communication Service Providers
- Mid-Large Enterprises



Installed Base

- Hundreds of CSPs
- Tier-1 operators
- Thousands of Enterprises
- Global Presence



2017 Highlights

- Rev. growth Q by Q
- Book to Bill >1
- 2016 Revenues: \$90M
- 2016 EBITDA \$ 2.7M



2017 Transition

- Strategy
- Management
- CFU creation
- Processes

Network Intelligence - Communication Service Providers

Current Core Business

Diverse Customer Base



Market

- Size ~ \$1B; Stable
- Hundreds of CSPs worldwide
- Competition:
 - "Pure": Sandvine (+Procera)
 - NSP: Huawei, Ericsson

Allot Solutions



Network
Intelligence



Traffic
Management



Policy Control &
Charging



Core Technology

- DPI (Deep Packet Inspection) for very large pipes
- Allot Service Gateway: "All in One"

Customer case study

Network Intelligence - Communication Service Providers

Reliance Jio Infocomm
Limited



Scale

- 100 Million subscribers, 1.5 Tbps
- 4G (LTE) network in India



Functionality

- Traffic management
- Network Intelligence
- Regulatory Compliance



Deployment

- 65 Allot Service Gateway Teras
- 22 Physical sites, unified control & data warehouse
- On the ground: local delivery & operations

Network Intelligence - Enterprises



Large installed base



> 1000 large enterprise customers WW



~ 22% of total revenue

Allot unique value proposition



- Taking CSP high bandwidth capabilities to Large Enterprises
- “All in One”: Intelligence, Control, Security



L'ORÉAL

perotsystems



Atos



Schneider Electric



IBERIA



Allianz

Network Based Security

Main Growth Engine



**Network service:
Nothing to Install**

Easy On-Boarding



**Proven deployment in
large scale networks**

Tier 1 operators



Fully personalized

Can be Monetized
by CSP



**Very high subscriber
engagement**

Up to 50%
penetration



**Security and
parental controls**

Anti Malware
Anti Virus
Anti Phishing
Parental controls

Protecting Mobile Users at Vodafone

"In the first nine months of 2016 Vodafone Secure Net blocked 154 million threats, 50,000 of them ransomware attacks"

Economia El Pais, Madrid Oct. 31, 2016

>17M
Mobiles

Up to
50%
Adoption

>8
Markets
Globally

High
NPS

€1
Monthly



Customer case study

Telefonica Global Deploys Allot Security

Telefonica



Network-based services



Part of the "4th Platform"
initiative to protect mobile
privacy & security



Global security mobile content
filtering & anti-malware



Being deployed in several
countries in Europe & Latam

DDoS Security for the Network

Differentiated Solution:

Leveraging on **inline** DPI capabilities for **high throughput** traffic



100% Analysis
no Sampling



Faster Identification
of attack



Faster filtering
of attack



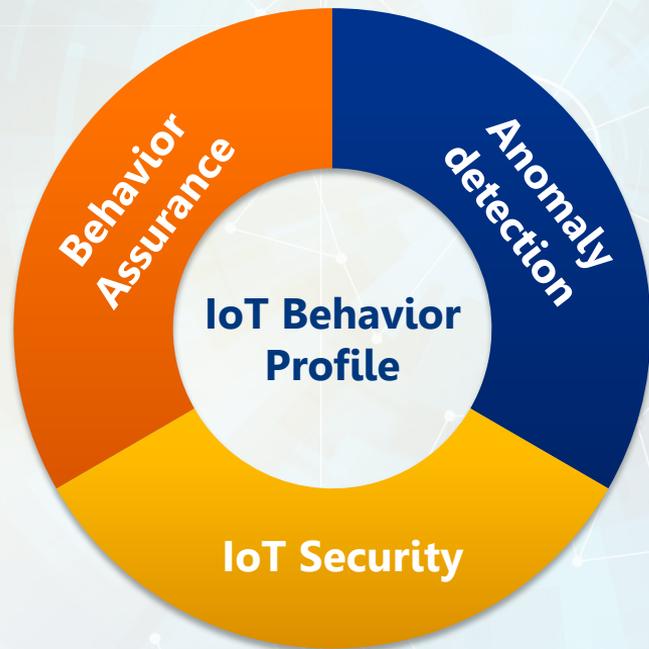
Traffic Management
protects servers &
network elements
from crashing

Fast Detection. Fast Service Restoration



- 20.4B installed IoT units by 2020*
- IoT Security market: \$840M by 2020**
- Allot already in discussions with leading CSPs about IoT projects

Allot IoT Defense



- Monetize IoT Value Added Services
- Increase Operational Efficiencies

*Market Trends: Top Opportunities for CSPs in the Internet of Things, 2018-2019, Gartner

**Forecast: IoT Security, Worldwide, 2016, Gartner

Allot's Security References



60+
deployments
worldwide

Large Market Opportunities



Network-based Security for consumers provided by CSPs



DDOS protection for CSP networks



IoT Security



**Reversal of Net-Neutrality
(Core Network Intelligence & Control)**

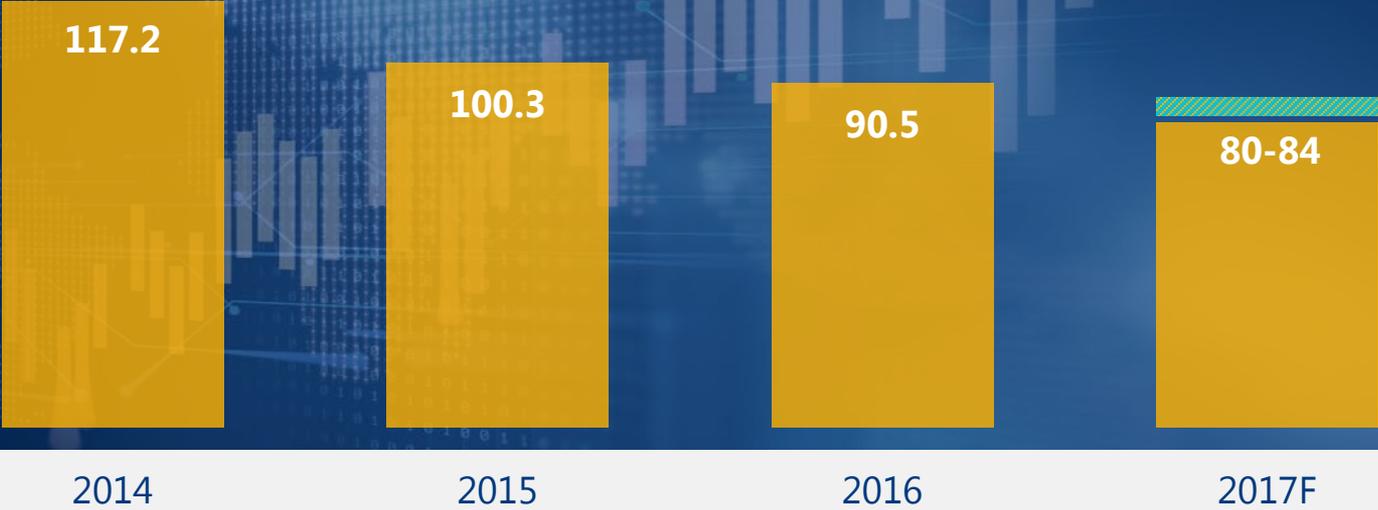
2017 Revenues by Quarters

Millions USD



Revenue History

Millions USD



Financial Highlights

	Q1 2017	Q2 2017	Q3 2017
 Revenues	\$18.5M	\$19.5M	\$20.9
 Gross Margin	68%	68%	68%
 Book to Bill	>1	>1	>1
 Cash & Cash Equivalents	\$111.7M	\$111.3M	\$109.9M

Summary



20 years experience in network Intelligence & Control for CSPs and Enterprises



Global Footprint



Multiple Growth Engines & Large Opportunities in Security for CSPs:

- Enabling CSPs to offer Network-based security to customers
- DDoS Protection
- IoT Security

Thank You

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