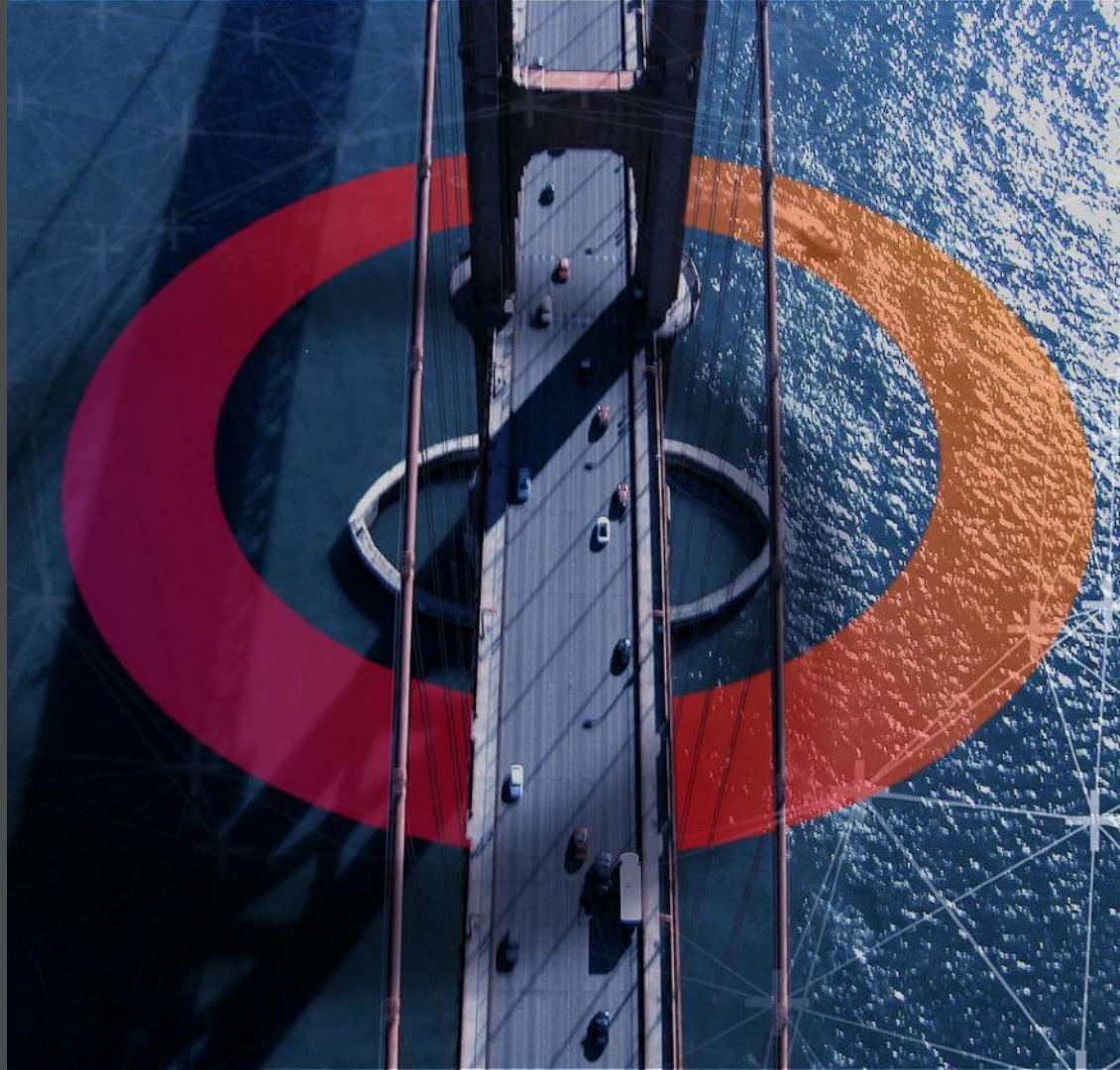




Allot Corporate Presentation

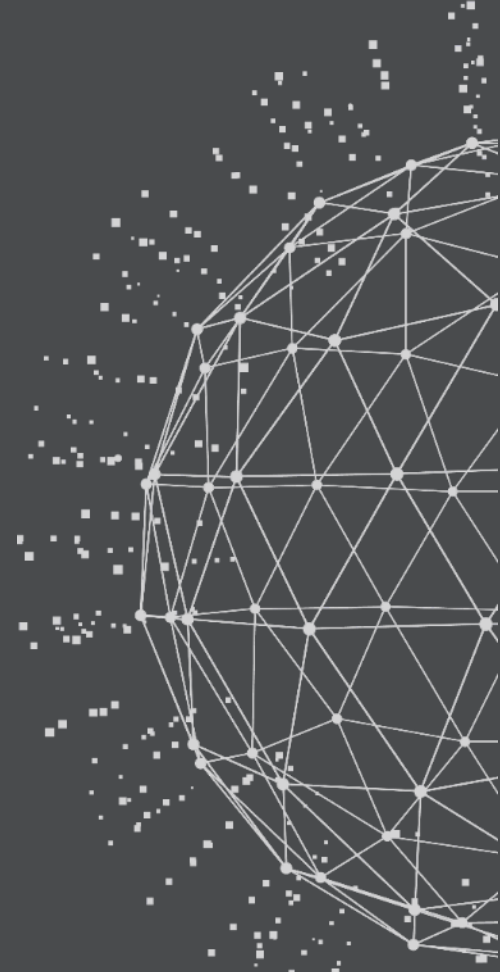
(NASDAQ, TASE: ALLT)


November 2018



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 is a provider of leading innovative **network intelligence** and **security solutions** for service providers worldwide, enhancing value to their customers.

Markets

- Communication Service Providers
- Mid – Large Enterprises

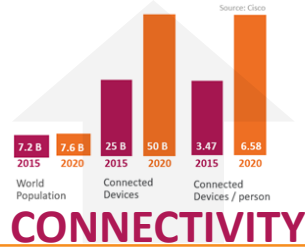
Installed Base

- Hundreds of CSPs
- Tier-1 operators
- Global Presence
- 1000's of Enterprises

Company Highlights

- ALLT (NASDAQ, TASE)
- 17% growth YoY
- Growth: Security and DPI
- 2018 revenues \$93 - \$95M
- Strong Balance sheet

The Market Trends



The CSP

top priority
drive growth via digital media,
IT services, IoT and security¹

The Consumer

54% - 68%
care about privacy & security when
accessing the internet via mobile phones²

45%
will to pay for security services³

The Opportunity

The next big thing for CSPs...
Not just broadband, **secured broadband**

The Allot Opportunity

OECD Connectivity Revenue

Mobile and Fixed Broadband

\$600B

1.7B Consumers

CSP Potential Revenues from Security

\$30B

5% incremental revenue

Up to **50% adoption**

Allot Potential Total Addressable Market

(from CSP revenues)

\$6B

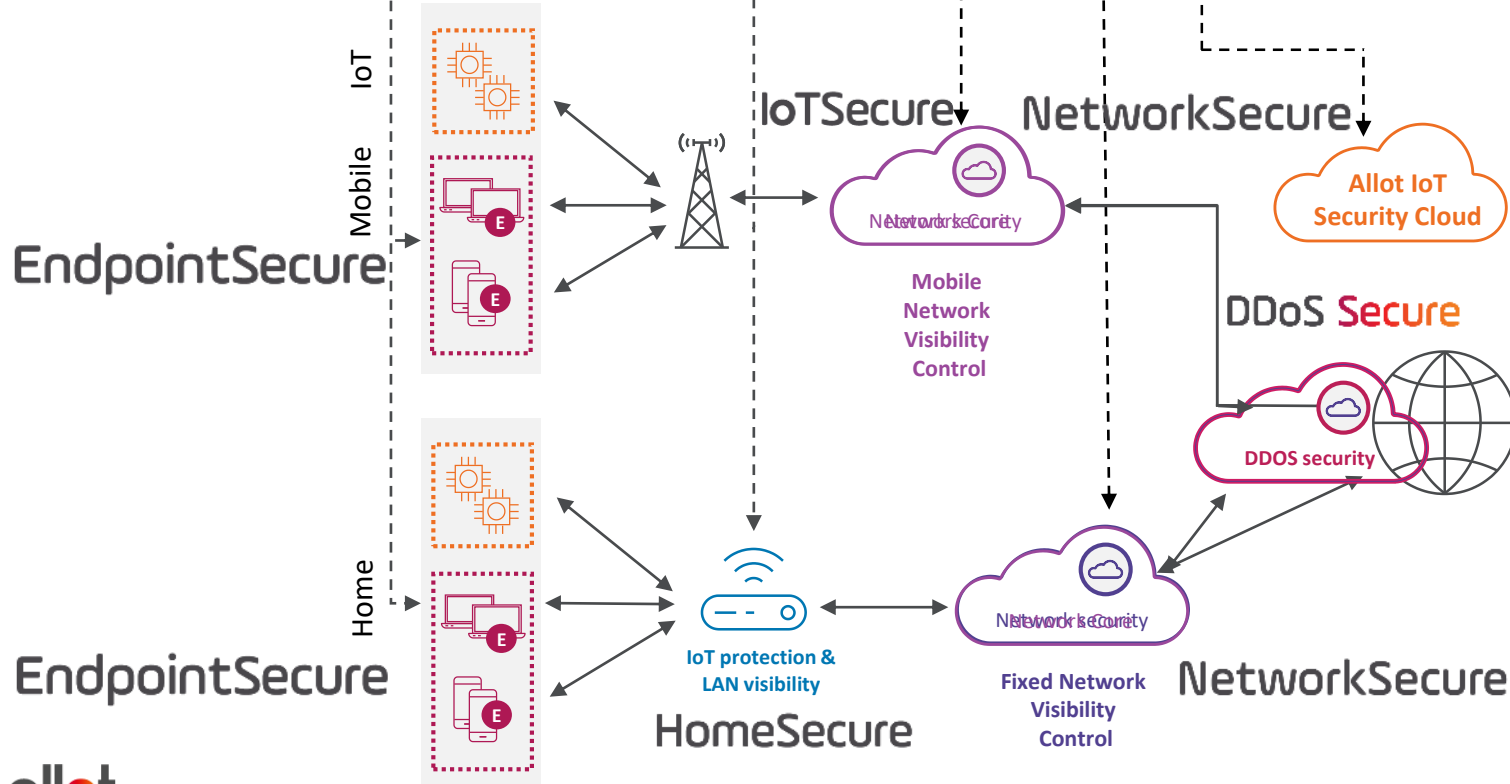
(20%)



AllotSecure

anywhere, any device, any threat protection

Customer Centric Experience



Unified Customer Centric Experience across all platforms

HomeSecure

Protecting all device,
including IoT, in smart
homes and offices

- Integrates with existing home router
- Full home network visibility

EndpointSecure

Continuous
Off-Net Security

- Protects when accessing public wi-fi
- Integrates 3rd party client

NetworkSecure

Network based security
from Malware, Phishing,
Ransomware, crypto
mining, and harmful sites

- Frictionless Onboarding
- ~50% penetration
- Mass activation
- Customer engagement:
Periodic personalized reports

IoTSecure

Network-based IoT
Security

- Protects against malware, botnets and DDoS attacks
- Behavior profiling
- Behavior assurance

DDoS Secure

Inline mitigation of
DDoS attacks

- Inbound and Outbound
- Detection and mitigation under a minute
- Protects network elements from overload

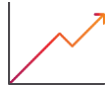


Protecting Mobile Users

NetworkSecure



>20M
Mobiles



Up to 50%
Adoption



€1
Monthly



10
Markets
Globally



High NPS



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

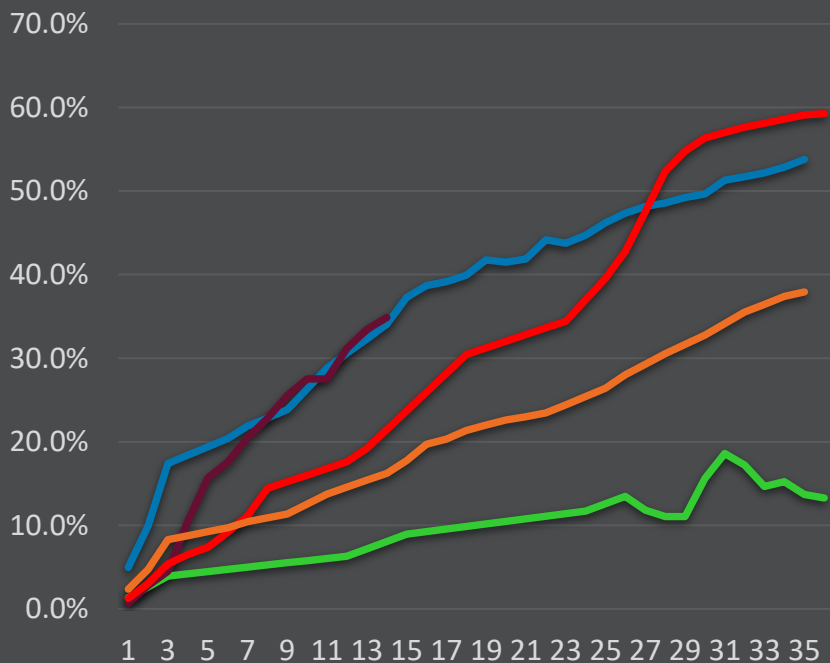
Economia El Pais, Madrid Oct. 31, 2016



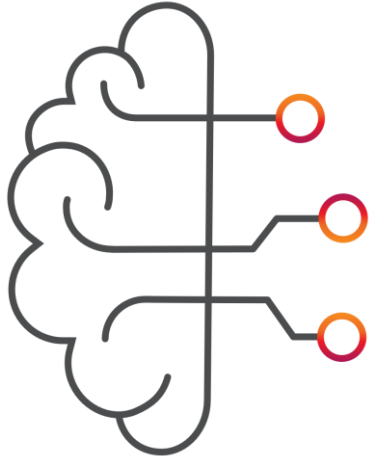
our Secure Net product is already €160 million in revenue... we have been building quietly and we will leverage on”

Vodafone CEO Vittorio Colao, May 15, 2018

Penetration Rates by Markets



Country	Monthly Price (€)	Main GoToMarket	Publicity
Red	1	All new customers: Bundle with 2 months free and automatic activation	BTL only: Shops, Internet, SMS, emails No ATL
Blue	1	All New Customers: Bundle with 2 years free with automatic activation Existing customers changing plans: Bundled with 3 months free	BTL only: Shops, Internet, call-in No ATL
Magenta	1.2	All new customers: Bundle with 3 months free and automatic activation	BTL only: Shops, Internet, call-in No ATL
Orange	0.5-1.5	High Tarif new customers: Bundle with 6 months free and automatic activation Existing customers: Direct sales	BTL only: Shops, Internet, call-in No ATL
Green	1	Existing customers: Invitation to buy via SMS with 1 month free	BTL only: SMS, Shops, Internet, call-in No ATL



AllotSmart

network intelligence that
makes your network smart,
and your organization smarter

Actionable Intelligence



Core Technology

- DPI (Deep Packet Inspection) for very large pipes
- Leverages Machine Learning and Artificial Intelligence
- COTS hardware
- NFV compatible
 - VMware and OpenStack



New Allot Solutions



Policy Control & Charging



Network Intelligence



Intelligent Traffic Management



QoE (Encrypted)



Regulatory Compliance



Highlighted Products



ClearSee

- custom reports
- target customer segments
- facilitate real-time trouble shooting
- detailed data records



Traffic Management

- reduce congestion
- save 10 – 15% of access bandwidth costs
- defer capacity expansion by 1- 2 years



Reliance Jio Infocomm Ltd

- 216+ Million subscribers
- 18 Tbps

ALTERNATVA

El Corte Inglés

kpn

Telia

vivo

BBVA
Continental

eolo

OPTUS

Telstra



vodafone

BOIS & MATÉRIAUX

DIGI
mobil

Sapient

tuenti



*partial customer list



Moving Forward

DPI



SECURITY

CAPEX



OPEX

Preset



**Machine Learning
& Artificial Intelligence**

Appliance



Virtualization

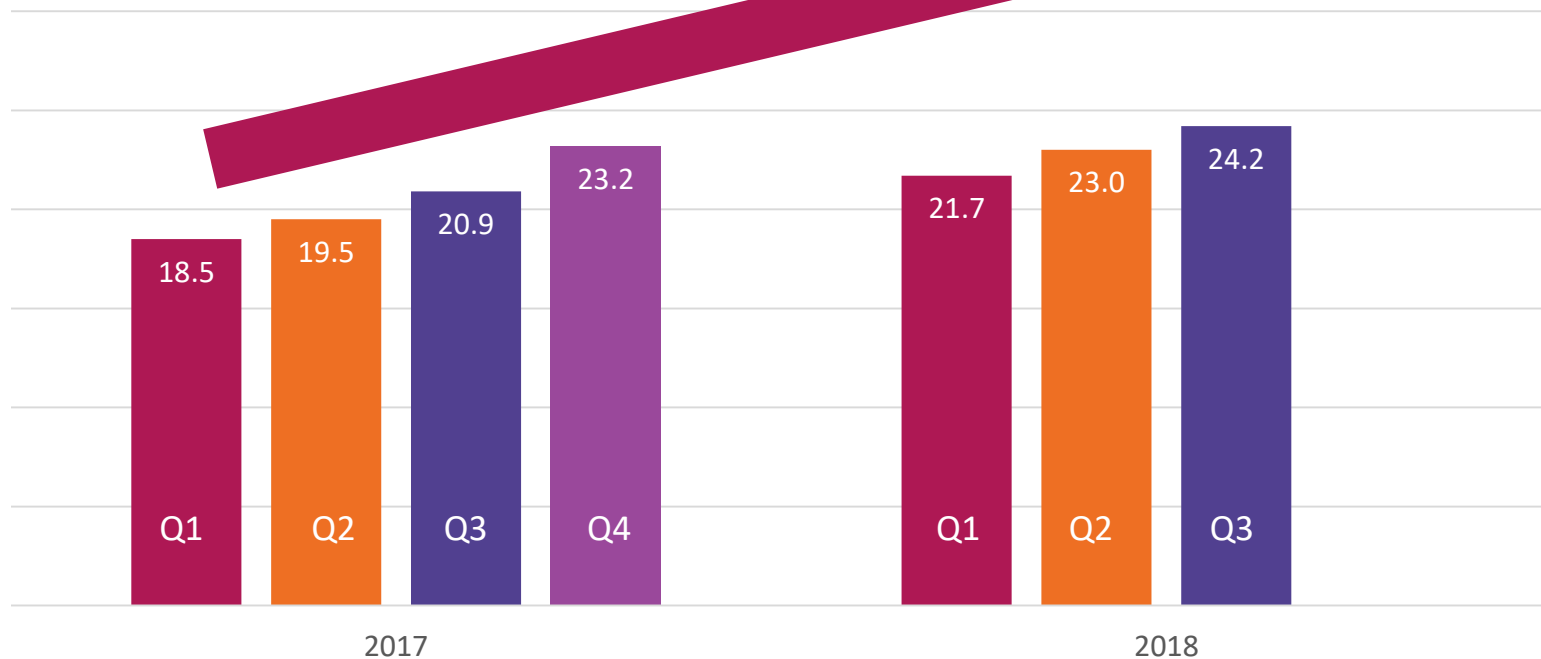


Financials



Quarterly Revenues (\$USM)

17% YoY



- Revenues: Q3 2018 \$24.2M, Year to Date \$69M
 - 17% growth YOY
 - Increased 2018 revenue guidelines \$93-\$95M
 - 2018 Book to Bill >1
 - Gross Margin Growing: 68% Q3 17 → 71% Q3 18
 - Cash (30.9.18) \$104.7M
-

2018 Results

An aerial photograph of a multi-level highway interchange with several overpasses and ramps. The image is overlaid with a large, semi-transparent circular graphic that is split vertically into a red left half and an orange right half. The text "THANK YOU" is centered in white, bold, sans-serif font across the middle of the image.

THANK
YOU