

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.

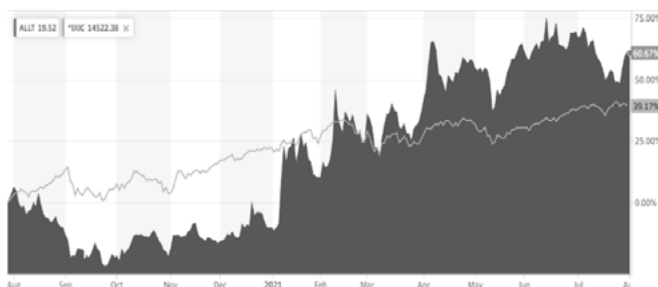
KEY TAKEAWAYS

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

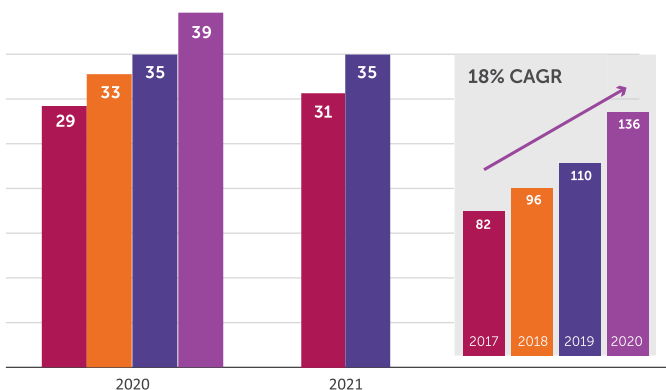
- 5 new security deals on 3 continents announced in Q2
- 2021 guidance includes recurring revenue security deals to be closed with MAR* of over \$180 million
- Recurring security revenues totaled \$2M in 2020, with guidance of over \$5M for 2021 and expectations for around \$25M in 2022
- 2020 year over year annual revenue growth of 23%
- 2020 Gross margins of 71%

SHARE CHART

July 31, 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

Ziv Leitman, CFO

Assaf Eyal, SVP Global Sales

Keren Rubanenko, SVP
Allot Smart Business Unit

Rael Kolevsohn, VP General Counsel

Ronit Weinstein, VP Human
Resources

Noam Lila, VP Customer Success

Vered Zur, VP Marketing

Dr. Yael Villa, SVP Cyber Security
Business Unit

Mark Shteiman, VP Product
Management, Allot Smart Business
Unit

Aharon Mullokandov, VP R&D,
Cyber Security Business Unit

BOARD OF DIRECTORS

Yigal Jacoby, Chairman

Nurit Benjamini

Itsik Danzinger

Manuel Echanove

Steven D. Levy

Miron (Ronnie) Kenneth

Nadav Zohar

STOCK FUNDAMENTALS

as of July 31, 2021

Ticker	ALLT
Exchanges	Nasdaq & Tel Aviv Stock Exchange
Industry	Software: Cybersecurity
No. of Shares Outstanding	36.3M
52 week High	\$21.04
52 week Low	\$8.46

FINANCIAL HIGHLIGHTS

2020 Revenues: \$136M

2021 Q2 Revenues: \$35M, up 8% YoY

Cash and investments as of June 30, 2021: \$106M

2021 Revenue Guidance: \$145-150M

LATEST NEWS

[Jul 21, 2021: Two CSPs in APAC Select Allot Secure Solutions to Provide Cybersecurity Services to Consumer and SMB Customers](#)

[Jul 14, 2021: Central European CSP Selects Allot to Provide Cybersecurity Services to Their Consumer Customers](#)

[Jul 8, 2021: Tier 1 European Communications Group Chooses Allot Secure to Protect their Consumer and Small Business Customers from Cyberthreats](#)

[Jun 29, 2021: Allot Protects Subscribers From the Flubot Banking Trojan by Blocking Connection to Cybercriminals' Servers](#)

[Jun 9, 2021: Tier-1 Mobile Operator in APAC Selects Allot to Protect their 5G Network from Attacks](#)

[May 26, 2021: North American Government Agency Selects Allot for Nationwide Network Traffic Analysis](#)