Investor Presentation

radware
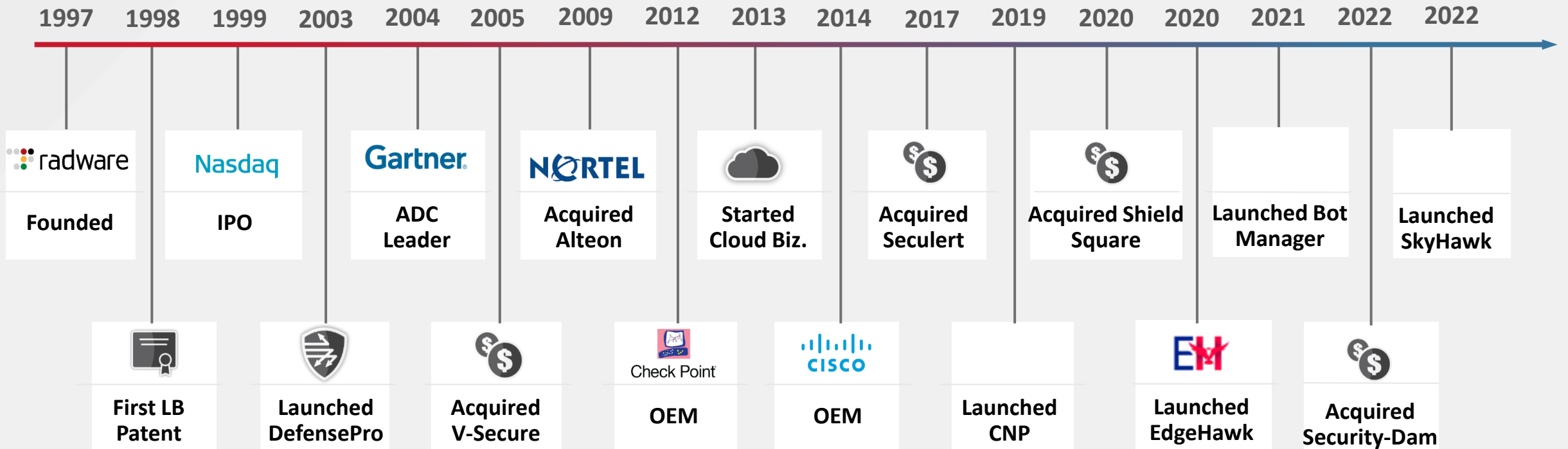
February 2023

Safe Harbor

This presentation includes "forward-looking statements" within the meaning of the Private Securities Litigation Reform Act of 1995. Any statements made herein that are not statements of historical fact, including statements about Radware's plans, outlook, beliefs or opinions, are forward-looking statements. Generally, forward-looking statements may be identified by words such as "believes," "expects," "anticipates," "intends," "estimates," "plans," and similar expressions or future or conditional verbs such as "will," "should," "would," "may" and "could." Because such statements deal with future events, they are subject to various risks and uncertainties, and actual results, expressed or implied by such forward-looking statements, could differ materially from Radware's current forecasts and estimates. Factors that could cause or contribute to such differences include, but are not limited to: the impact of global economic conditions and volatility of the market for our products; natural disasters and public health crises, such as the COVID-19 pandemic; A shortage of components or manufacturing capacity could cause a delay in our ability to fulfill orders or increase our manufacturing costs; Our business may be affected by sanctions, export controls and similar measures targeting Russia and other countries and territories as well as other responses to Russia's military conflict in Ukraine, including indefinite suspension of operations in Russia and dealings with Russian entities by many multi-national businesses across a variety of industries; our ability to expand our operations effectively; timely availability and customer acceptance of our new and existing solutions; risks and uncertainties relating to acquisitions or other investments; the impact of economic and political uncertainties and weaknesses in various regions of the world, including the commencement or escalation of hostilities or acts of terrorism; intense competition in the market for cyber security and application delivery solutions and in our industry in general and changes in the competitive landscape; changes in government regulation; outages, interruptions or delays in hosting services or our internal network system; compliance with open source and third-party licenses; the risk that our intangible assets or goodwill may become impaired; our dependence on independent distributors to sell our products; long sales cycles for our solutions; changes in foreign currency exchange rates; real or perceived shortcomings, defects or vulnerabilities in our solutions or if we or our end-users experience security breaches; the availability of components and manufacturing capacity; our reliance on a single managed security service provider to provide us with scrubbing center services; the ability of vendors to provide our hardware platforms and components for our main accessories; our ability to protect our proprietary technology; intellectual property infringement claims made by third parties; changes in tax laws; our ability to realize our investment objectives for our cash and liquid investments; our ability to attract, train and retain highly qualified personnel; and other factors and risks over which we may have little or no control. This list is intended to identify only certain of the principal factors that could cause actual results to differ. For a more detailed description of the risks and uncertainties affecting Radware, refer to Radware's Annual Report on Form 20-F, filed with the Securities and Exchange Commission (SEC) and the other risk factors discussed from time to time by Radware in reports filed with, or furnished to, the SEC. Forward-looking statements speak only as of the date on which they are made and, except as required by applicable law, Radware undertakes no commitment to revise or update any forward-looking statement in order to reflect events or circumstances after the date any such statement is made. Radware's public filings are available from the SEC's website at www.sec.gov or may be obtained on Radware's website at www.radware.com.

Radware at a Glance

$293M
Revenue*

~1,300
Employees

>12,500
Customers

>40
Countries

24%
Fortune 50
Customers

* For the 12-month period ended December 31, 2022

Radware Evolution

1997	1998	1999	2003	2004	2005	2009	2012	2013	2014	2017	2019	2020	2020	2021	2022	2022

Top row:

- **radware** — Founded (1997)
- **Nasdaq** — IPO (1999)
- **Gartner** — ADC Leader (2004)
- **NORTEL** — Acquired Alteon (2009)
- Started Cloud Biz. (2013)
- Acquired Seculert (2017)
- Acquired Shield Square (2020)
- Launched Bot Manager (2021)
- Launched SkyHawk (2022)

Bottom row:

- First LB Patent (1998)
- Launched DefensePro (2003)
- Acquired V-Secure (2005)
- **Check Point** — OEM (2012)
- **CISCO** — OEM (2014)
- Launched CNP (2019)
- **EH** — Launched EdgeHawk (2020)
- Acquired Security-Dam (2022)

This is Radware
Complete Mitigation Suite

Radware's Core Business

Application Availability
Application delivery

GEL | ALTEON

Application and Data Center Security
Mitigation of denial-of-service and application attacks

API PROTECTION | APPWALL www | DefensePro

Cloud Security As-a-Service
Mitigation of data centers, web applications, API and automated attacks

DDoS PROTECTION | WAF
API PROTECTION | BOT MANAGER
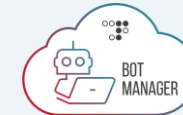
The Hawks' Business

SkyHawk
Protection of application hosted in the public cloud

CSPM | CIEM | THREAT DETECTION | CROSS-CLOUD VISIBILITY

EdgeHawk
Protection of carriers' Edge

Environment, Social, Governance

Establishing a Clean, Ethical and Humane Future

Protecting the Environment

- Implemented KPIs for reduction in the use of water, power and paper

- Providing energy saving products to our customers

- Setting environmental policy goals in measuring impact, consideration in operation and informing proper use of our products

Promoting Human Rights

- Published Human Rights and Labor Standard Policy

- Radware was named in the Top 100 Workplaces for Diverse Representation by Mogul

- Encourage a culture of open dialogue and support and attend to our employees' well-being

Investing in Community

- Building strong relationship with the community with various projects

- Empowering next-cyber generation with interns and mentoring high school students

- Empowering women through education or supporting business

- Promoting inclusion of underrepresented communities

Growing Demand for Cyber Security

radware

Organizations Top of Mind

1 Growing Threat Landscape

2 Cloud Transition Introduces Uncertainties

3 Accelerated Digital Transformation

4 Shortage in Security Experts & Skills

Threat Landscape

23,480K

DDoS Attacks blocked in FY 2022

+232% YoY

5,481M

Web Application Attack Transactions
blocked in FY 2022

+128% YoY

73,355M

Bad Bot Requests Detected in FY 2022

+105% YoY

2022 New Norm: 400Gbps – 1.1Tbps DDoS Attacks

1.1Tbps Attack on US Infrastructure
US Service Provider under attack for over 36 hours

Ukraine Gov't Under Attack
Nation-State attacks peaking at 235Gbps & over 400Gbps

Cyber Attack on Israeli Gov't
Combination of DDoS and Web attacks on various gov't sites

OpsBedil campaign May-June'22

Pace & Final Deployment Unknown
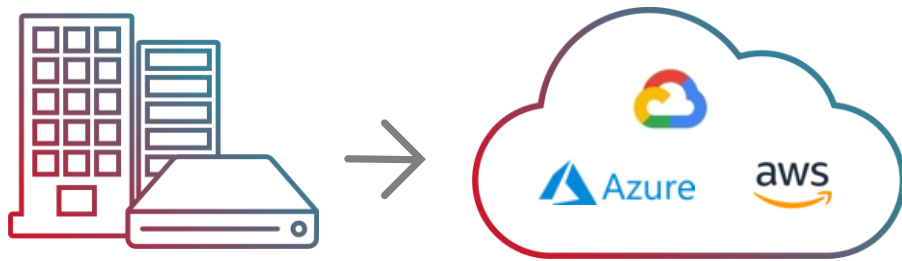
Multi-Cloud Creates New Security Risks

Need for **consistent security** across all clouds

Working From Home

Online Consumption of Goods

→

Applications at Center of Business

→
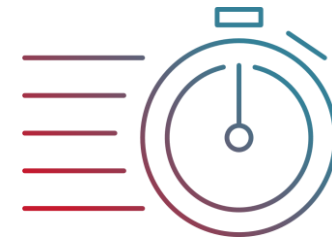
Time to market and **agility** are critical to stay competitive

← Need **frictionless security** that does not hold you back →

Shortage in Security Experts & Skills

+25%
demand for cyber security experts

~3.4M
open positions worldwide

70%
business are facing skill shortages

43%
can't find enough qualified talent

← Need for **automated protections** and **fully-managed** services →

* Sources: 2022 (ISC)² Cybersecurity Workforce Study & Survey by Gaper ISSA/ESG

Organizations Challenge

STATE OF THE ART
Protection from the most advanced threats

+

FRICTIONLESS
Security operations that enables business agility

→ Organizations Shouldn't Have to Choose

Radware
Solution

radware

Comprehensive Offering with Innovative Technology

DDoS Protection

- Behavioral-based detection using ML
- Real-time signature creation
- Flexible deployment

Web Application Protection

- Protection against OWASP top 10 threats and Zero-day attacks
- Automatic generation and refinement of security policies
- Positive security Model
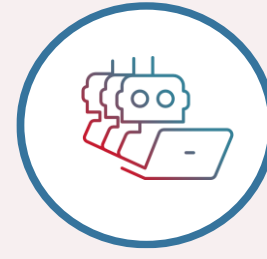
Bot Management

- Behavioral and ML to identify Bot patterns
- Protects against all form of account takeover
- CAPTCHA-less bot mitigation

API Security

- Auto-discovery of APIs
- Generates security policies to block API attacks in real-time

The Radware Difference

Combining State-of-the-Art & Frictionless Security
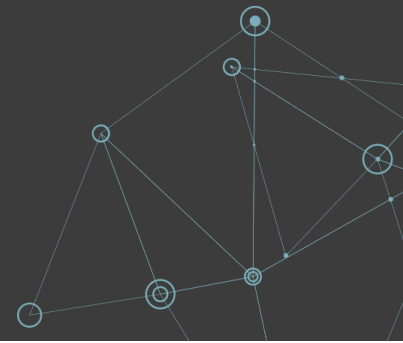
State-of–the-Art Protection

Widest Coverage
ALL APP SURFACES, ALL VECTORS

Highest Accuracy
MACHINE LEARNING ALGORITHMS

Real-Time Protection
ZERO-DAY ATTACK PROTECTION

Frictionless Security

Agnostic, Consistent
ACROSS ALL CLOUDS

Adaptive, Automated
NO HUMAN INTERVENTION REQUIRED

Managed Services
FULLY MANAGED BY SECURITY EXPERTS

Winning Industry Recognition

BOT MANAGEMENT 2022
LEADER
Quadrant Knowledge Solutions

WAF 2022
LEADER

Aite Novarica

BOT DETECTION MATRIX, 2022
BEST IN CLASS

"The largest global financial institutions, brokerage firms, and financial services companies use Radware's Bot Manager."
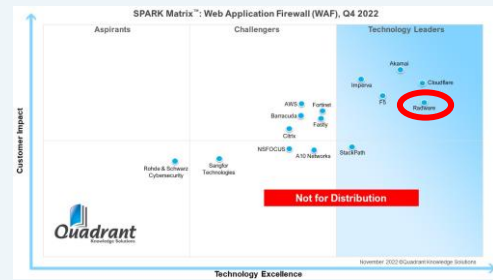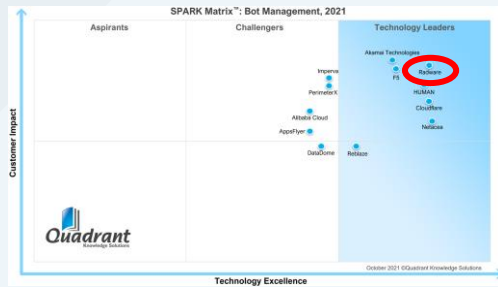
GIGAOM
APP & API PROTECTION 2022
LEADER & OUTPERFORMER
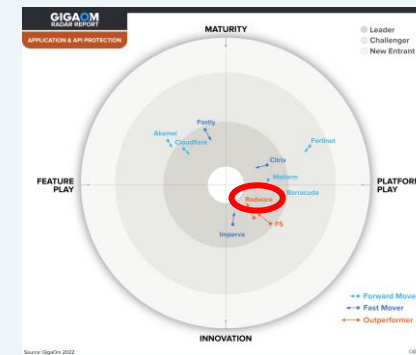
FORRESTER®
DDoS MITIGATION WAVE 2021
LEADER
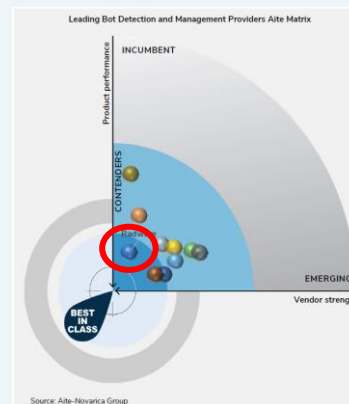
kuppingercole ANALYSTS
WAF LEADERSHIP COMPASS 2022
OVERALL LEADER
Product, Innovation & Market Leader

Winning Industry Recognition

Gartner

CRITICAL CAPABILITIES FOR CLOUD WEB APPLICATION AND
API PROTECTION (WAAP), 2022

#2 IN HIGH SECURITY & API USE CASES

Scores for High Security

Akamai	3.91
Radware	3.75
Imperva	3.47
Cloudflare	3.37
F5	3.00
Barracuda	2.78
Fortinet	2.73
Fastly	2.70
Amazon Web Services	2.63
ThreatX	2.46
Microsoft	2.31

Scores for API Security and DevOps

Akamai	3.68
Radware	3.47
Cloudflare	3.38
Imperva	3.29
Fastly	3.17
Barracuda	2.89
F5	2.74
ThreatX	2.69
Amazon Web Services	2.65
Fortinet	2.61
Microsoft	2.48

*"Radware Cloud WAF Service is a **good candidate, especially for the high-security use case**"*
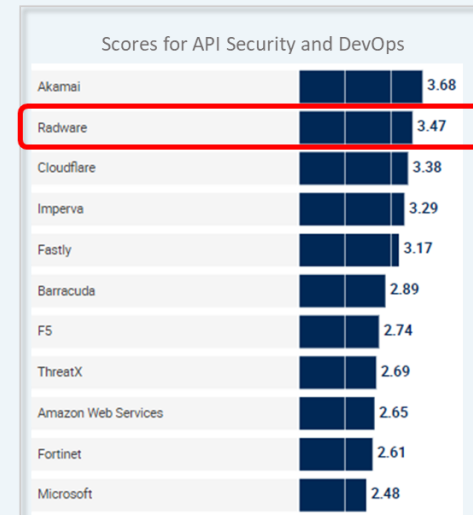
*"Radware **offers one of the stronger API security offerings** on the WAAP market"*

What Customers Say About Us

"Full featured & robust security service for cloud"

– CLOUD WAF CUSTOMER

"The best Bot Mitigation Solution that provides all-round coverage!"

– BOT MANAGER CUSTOMER

"Technology behind the Cloud WAF solution is extremely efficient in detecting and blocking menaces"

– CLOUD WAF CUSTOMER

"Great and innovative product providing full DDoS protection"

– CLOUD DDOS PROTECTION SERVICE CUSTOMER

"Overall experience is amazing with exceptional support & services from Radware team!"

– DEFENSEPRO CUSTOMER

Gartner Peer Insights™

98%

WOULD RECOMMEND
Radware Cloud WAF Service

94%

WOULD RECOMMEND
Radware Cloud DDoS Protection Service

Radware Cloud WAF service Reviews
by Radware in Cloud Web Application and API Protection
4.7 ★★★★★ 121 Ratings

Radware Cloud DDoS Protection Service Reviews
by Radware in DDoS Mitigation Services
4.8 ★★★★★ 18 Ratings

Radware DefensePro Reviews
by Radware in DDoS Mitigation Services
4.9 ★★★★★ 25 Ratings

Market and Growth Opportunities

Large and Growing TAM ($B)

DDoS Mitigation

Mitigation of denial-of-service attacks
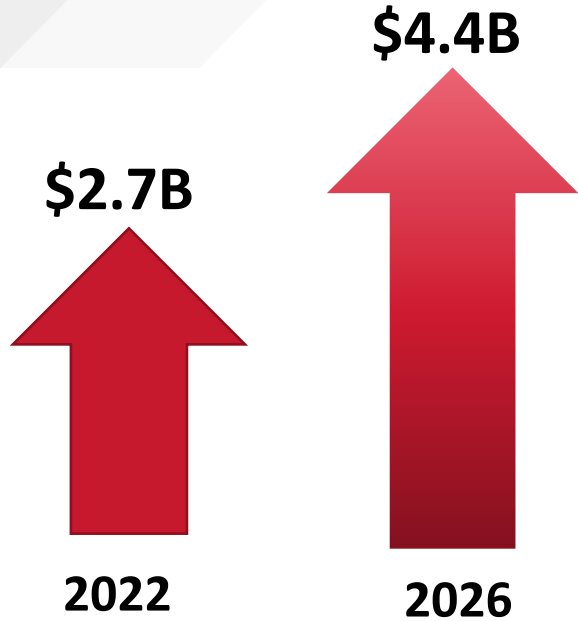
$2.7B

$4.4B

2022

2026

Web Application Firewall

Mitigation of applications attacks
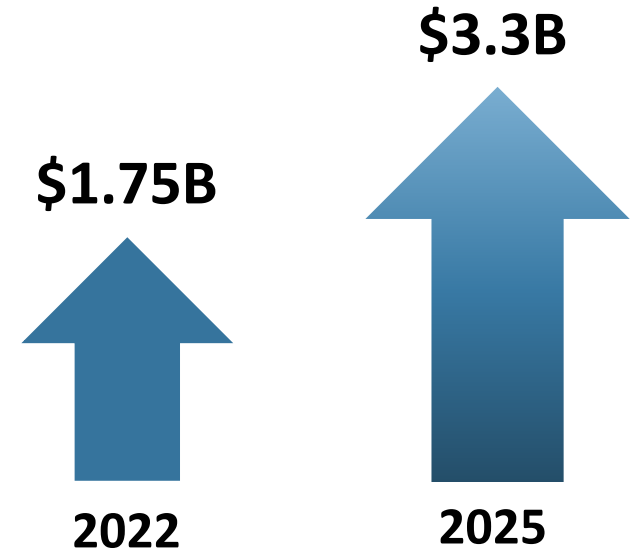
$1.75B

$3.3B

2022

2025

Bot Management

Mitigation of Bot attacks
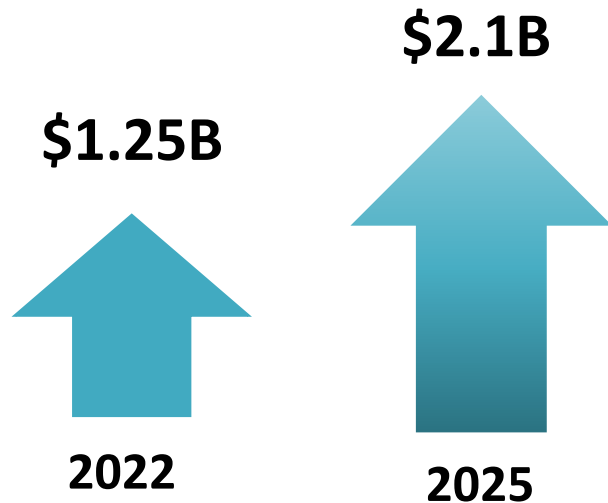
$1.25B

$2.1B

2022

2025

ADC

Application Delivery

$3.6B

$4.5B

2022

2025
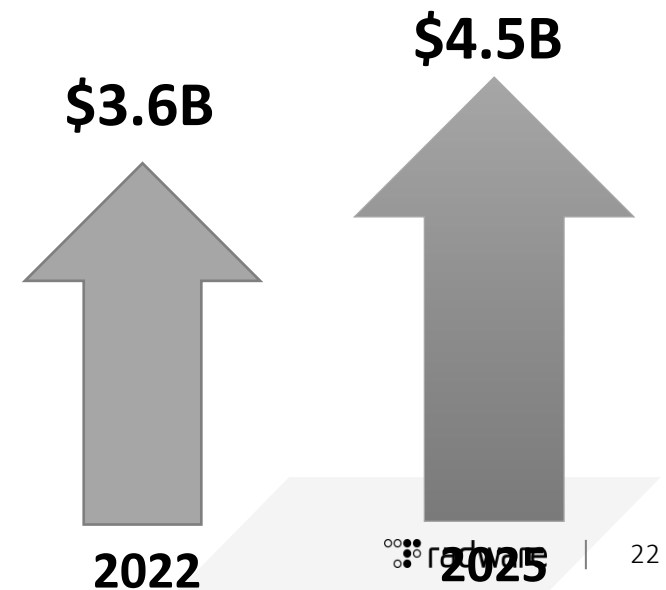
From On-Prem to Cloud

Cloud & Subscription Revenue ($M)

28% CAGR

- 2017: $30
- 2018: $42
- 2019: $55
- 2020: $72
- 2021: $93
- 2022: $105
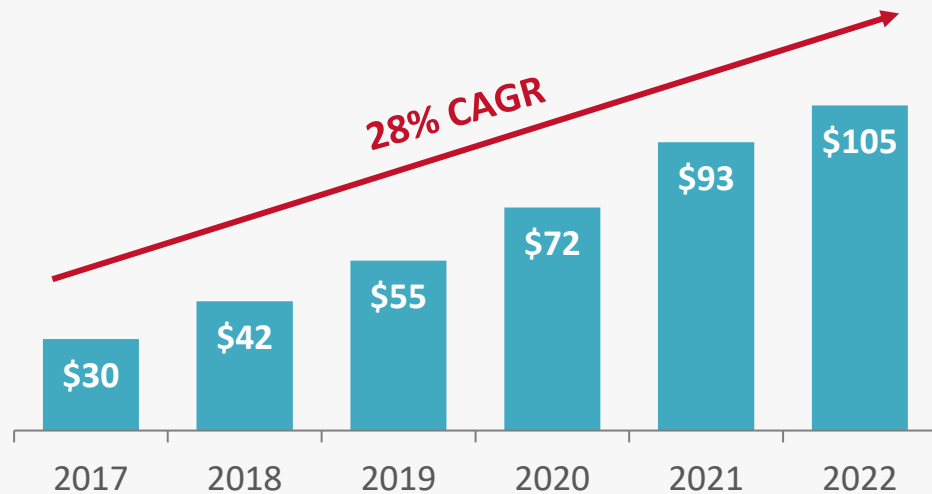
Cloud & Subscription as % of Total Bookings

- 2017: 18%
- 2018: 23%
- 2019: 31%
- 2020: 35%
- 2021: 37%
- 2022: 38%

radware | 23
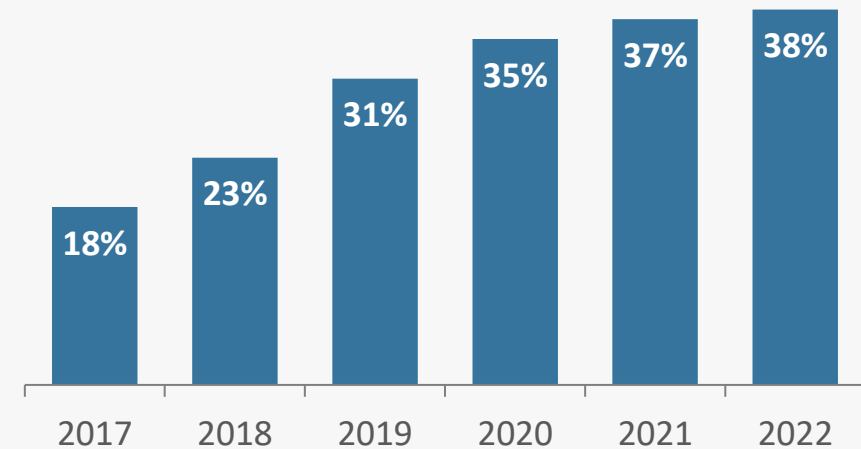
Global Cloud Security Network Enables Geographic Expansion
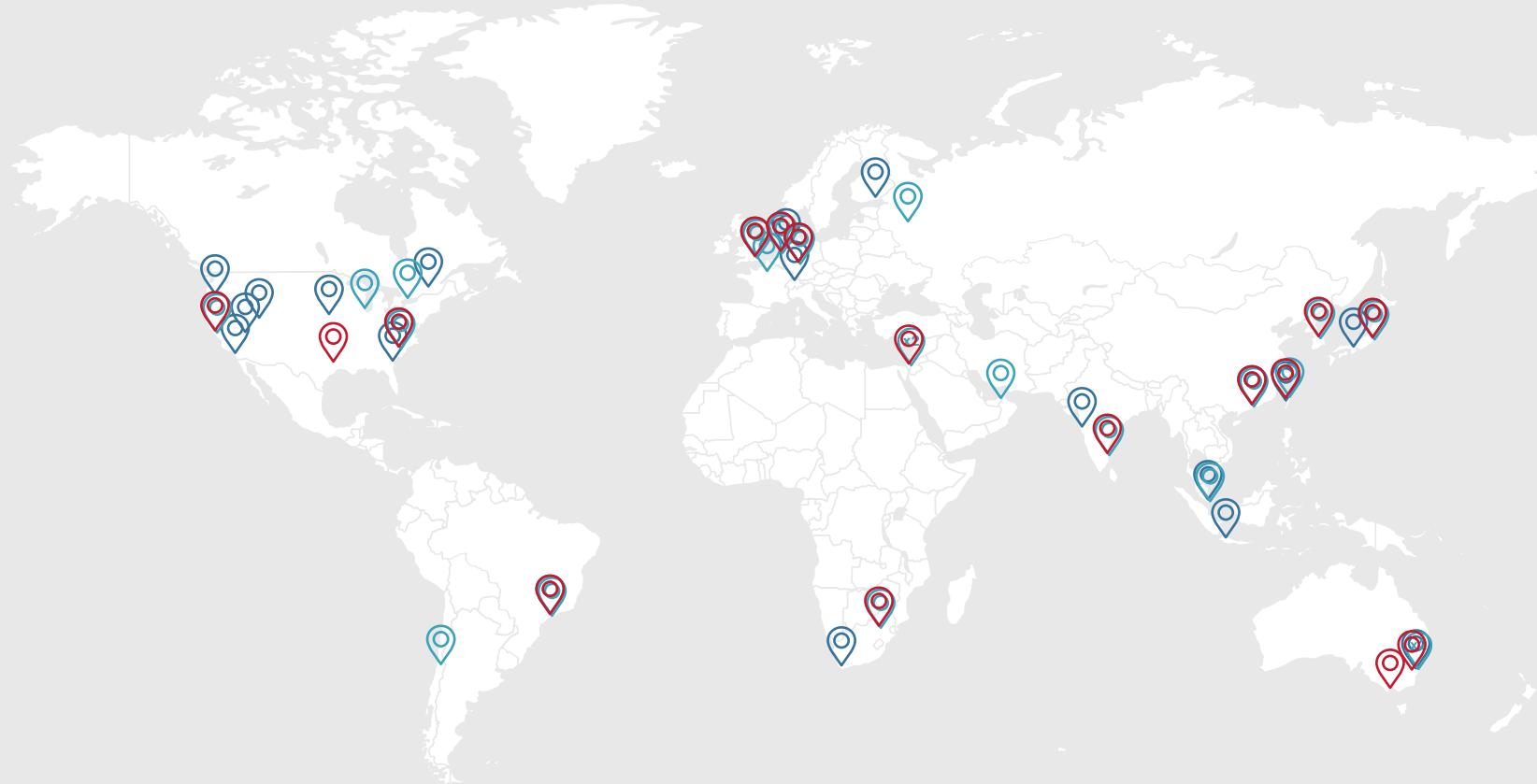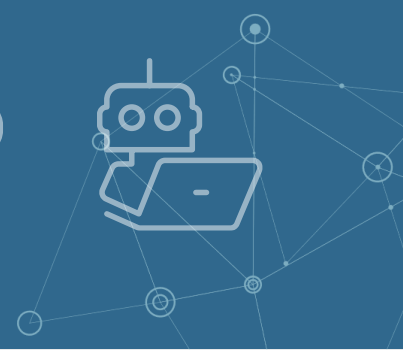
40+ AppSec PoPs
WITH GLOBAL COVERAGE

12 Tbps OF GLOBAL
MITIGATION CAPACITY

19 SCRUBBING CENTERS
Worldwide

DDoS MITIGATION SCRUBBING CENTER

CLOUD WAF PoP

BOT MANAGER SERVICE CENTER

Loyal Install Base

Our Partners

CISCO

CHECK POINT™
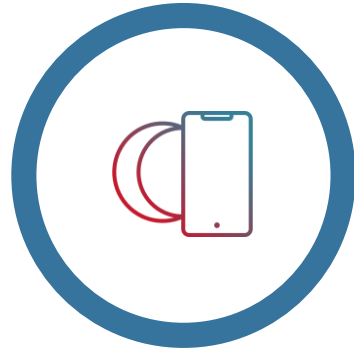
NOKIA

aws

Microsoft Azure

Diversified Verticals

Financial & Insurance ~30-35%

Tech & Consulting ~10%

Government ~15%

Other ~15%

Service Providers ~30%
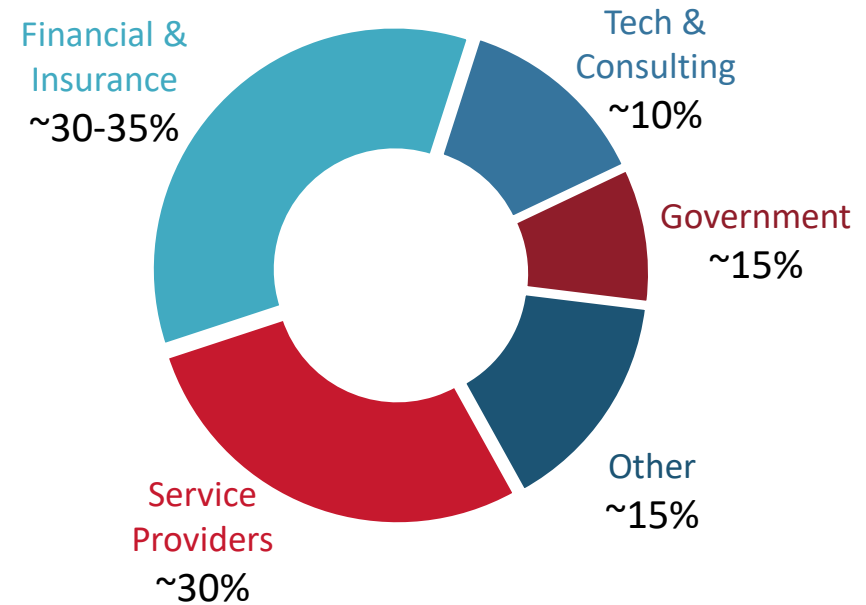
Loyal Install Base

6 Of Top **10**

World's Banks

7 Of Top **10**

World Telecom Companies

6 Of Top **12**
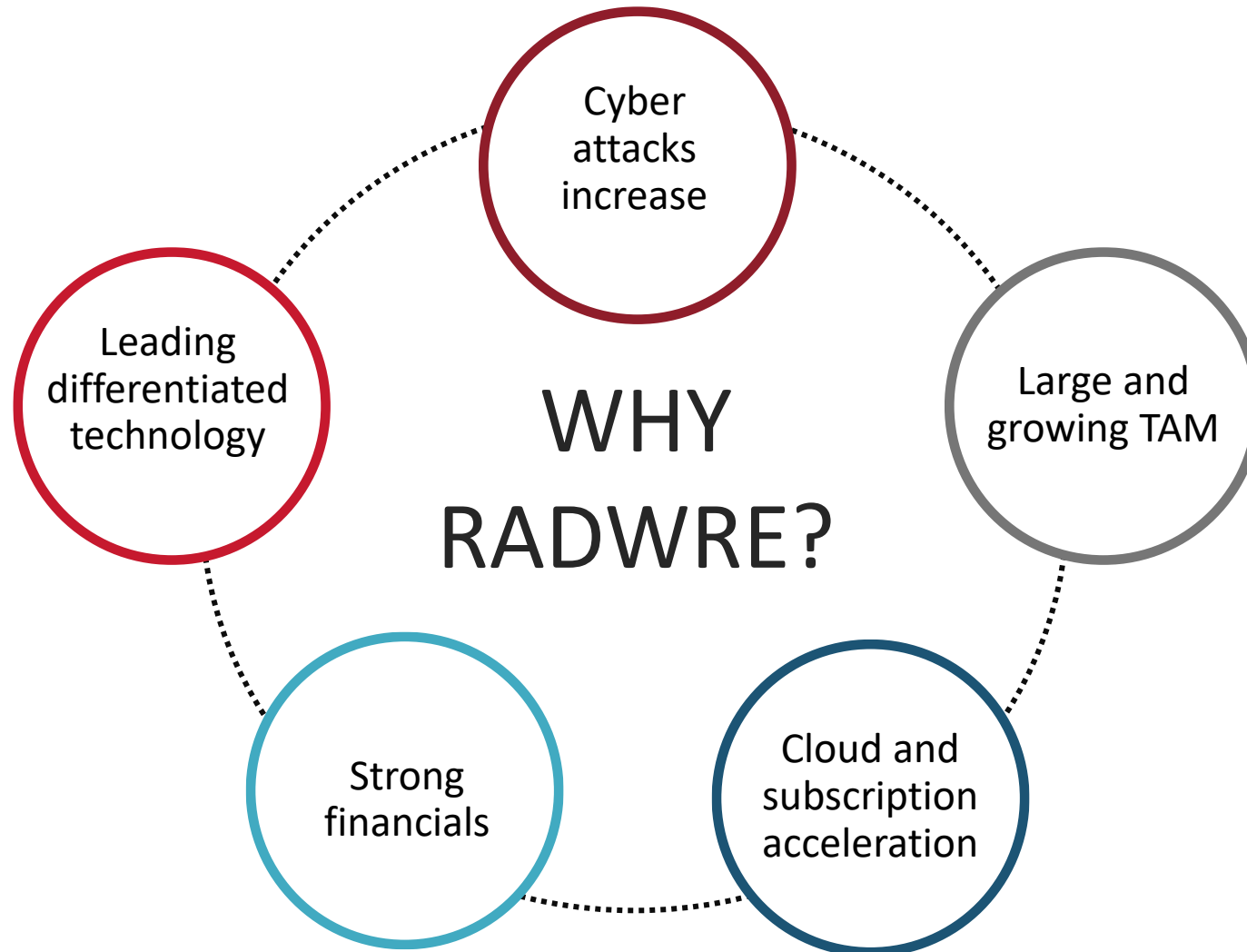
World's Stock Exchanges

4 Of Top **10**

World's eCommers companies

4 Of **10**

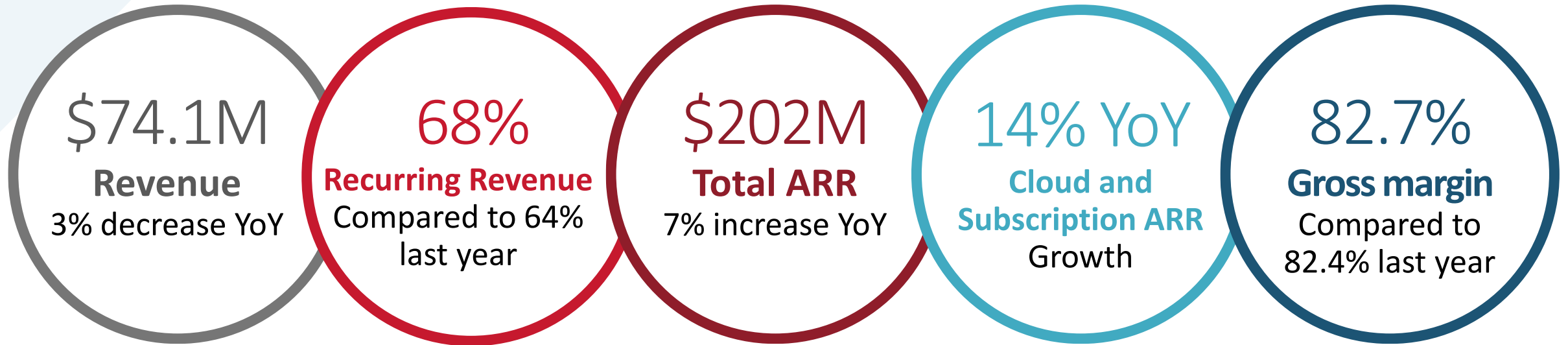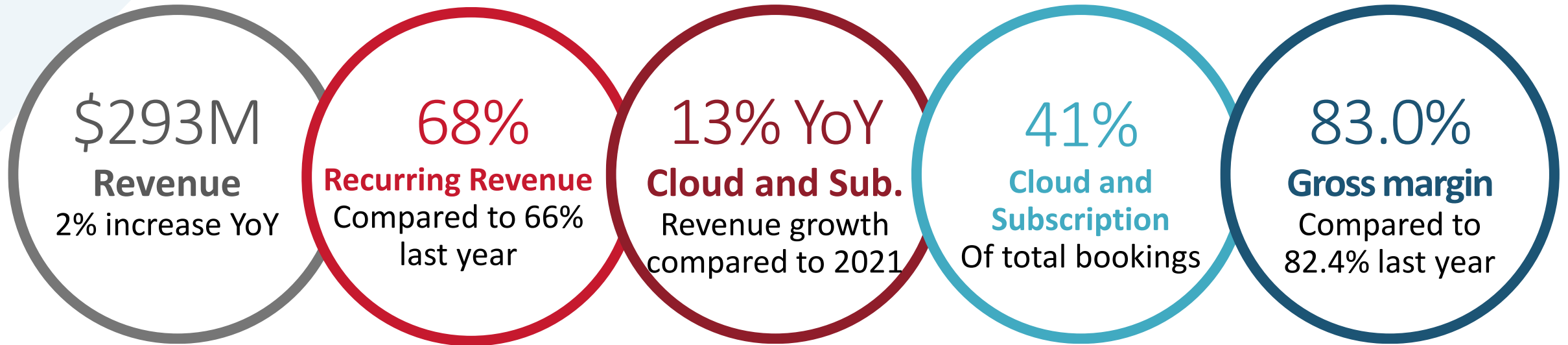Most Widely Used SaaS Applications

WHY RADWRE?

- Cyber attacks increase
- Leading differentiated technology
- Large and growing TAM
- Strong financials
- Cloud and subscription acceleration

Q4 2022 Highlights

$74.1M
Revenue
3% decrease YoY

68%
Recurring Revenue
Compared to 64% last year

$202M
Total ARR
7% increase YoY

14% YoY
Cloud and Subscription ARR
Growth

82.7%
Gross margin
Compared to 82.4% last year

* ARR includes the annualized value of booked orders for term-based cloud services, subscription licenses and maintenance contracts that are in effect at the end of a reporting period
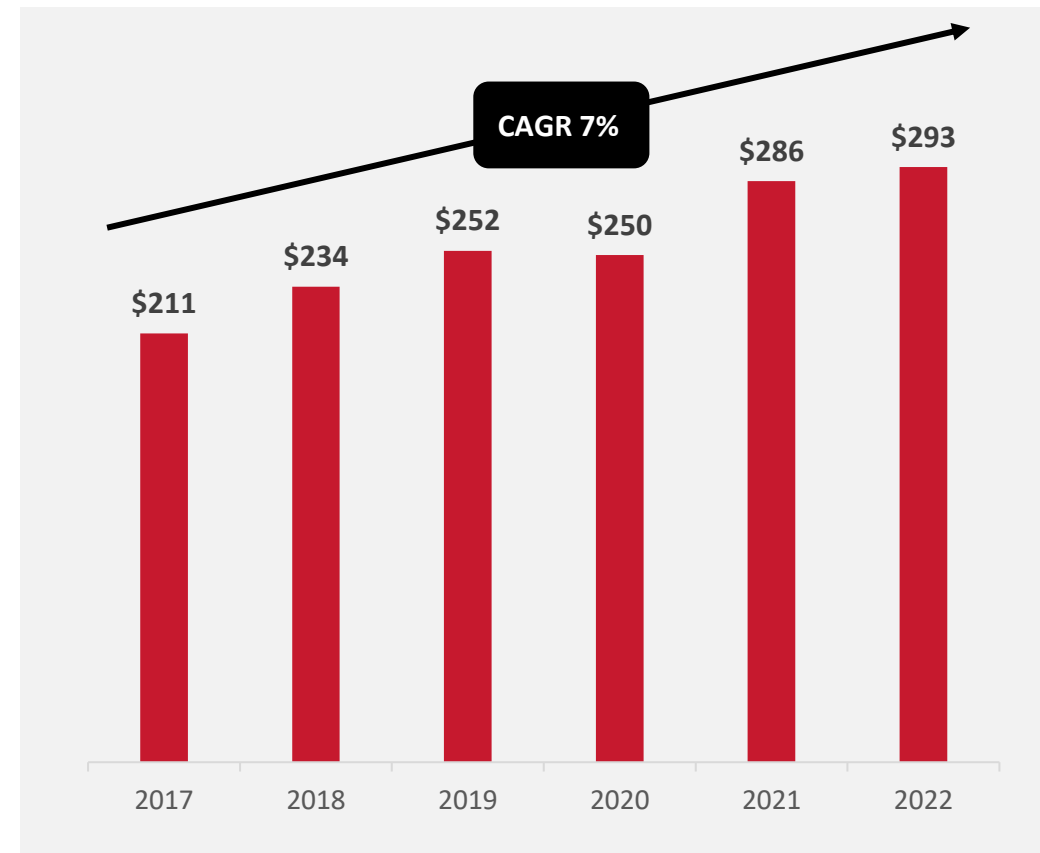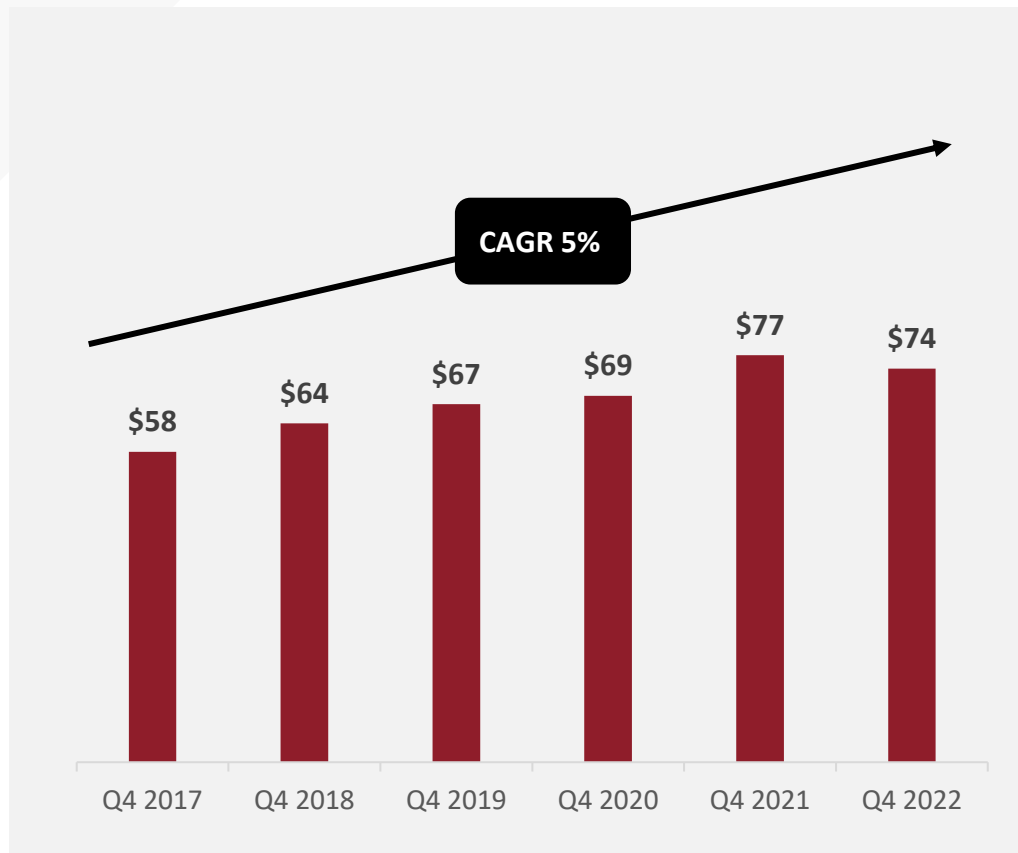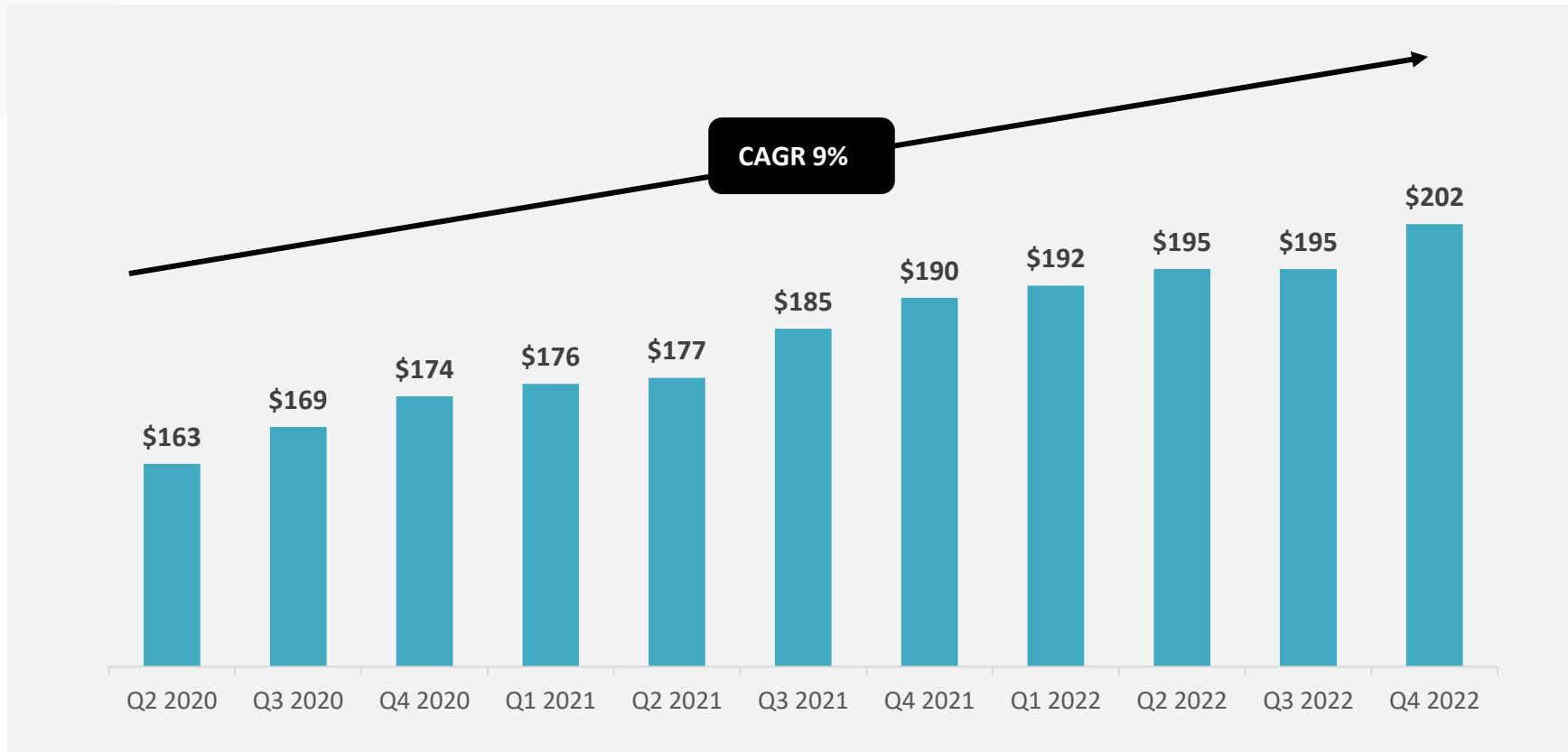
Full Year 2022 Highlights

$293M
Revenue
2% increase YoY

68%
Recurring Revenue
Compared to 66% last year

13% YoY
Cloud and Sub.
Revenue growth compared to 2021

41%
Cloud and Subscription
Of total bookings

83.0%
Gross margin
Compared to 82.4% last year

* ARR includes the annualized value of booked orders for term-based cloud services, subscription licenses and maintenance contracts that are in effect at the end of a reporting period
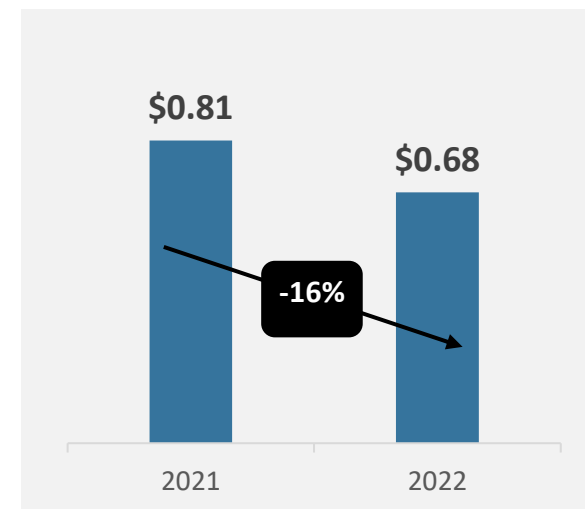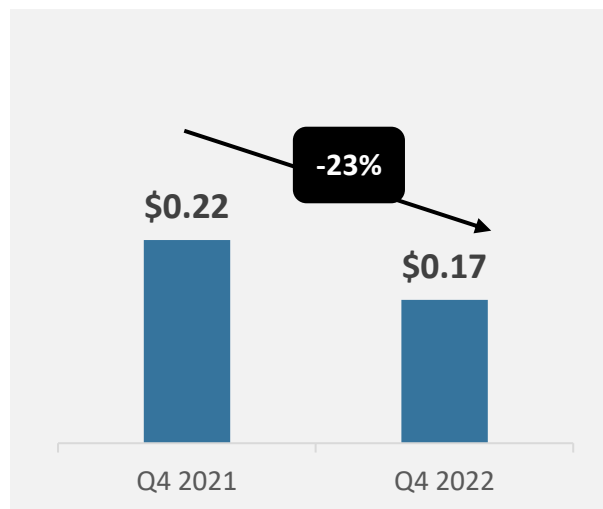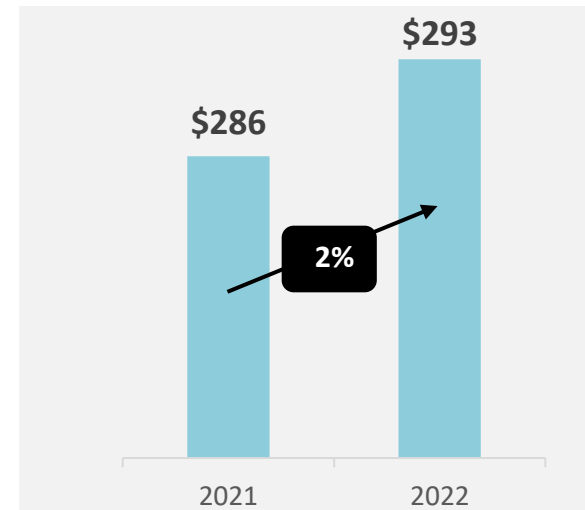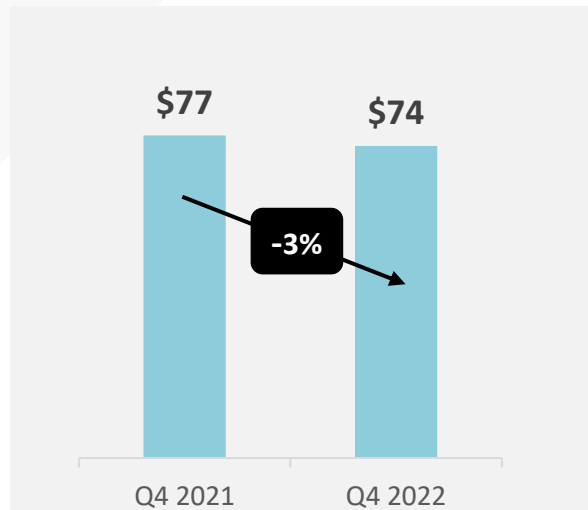
Revenue Trends ($M)

Left chart — CAGR 5%:
- Q4 2017: $58
- Q4 2018: $64
- Q4 2019: $67
- Q4 2020: $69
- Q4 2021: $77
- Q4 2022: $74

Right chart — CAGR 7%:
- 2017: $211
- 2018: $234
- 2019: $252
- 2020: $250
- 2021: $286
- 2022: $293

Annual Recurring Revenue Trends ($M)

CAGR 9%

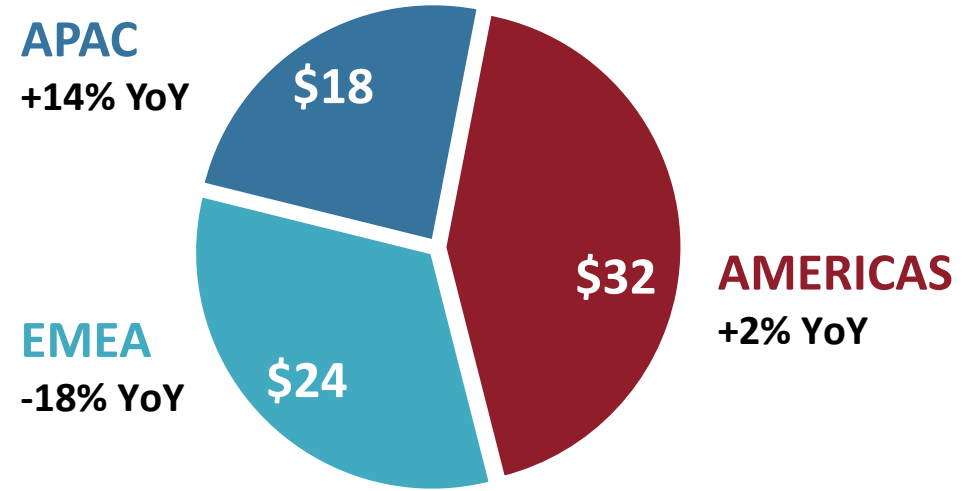| Q2 2020	Q3 2020	Q4 2020	Q1 2021	Q2 2021	Q3 2021	Q4 2021	Q1 2022	Q2 2022	Q3 2022	Q4 2022
$163	$169	$174	$176	$177	$185	$190	$192	$195	$195	$202

* ARR includes the annualized value of booked orders for term-based cloud services, subscription licenses and maintenance contracts that are in effect at the end of a reporting period
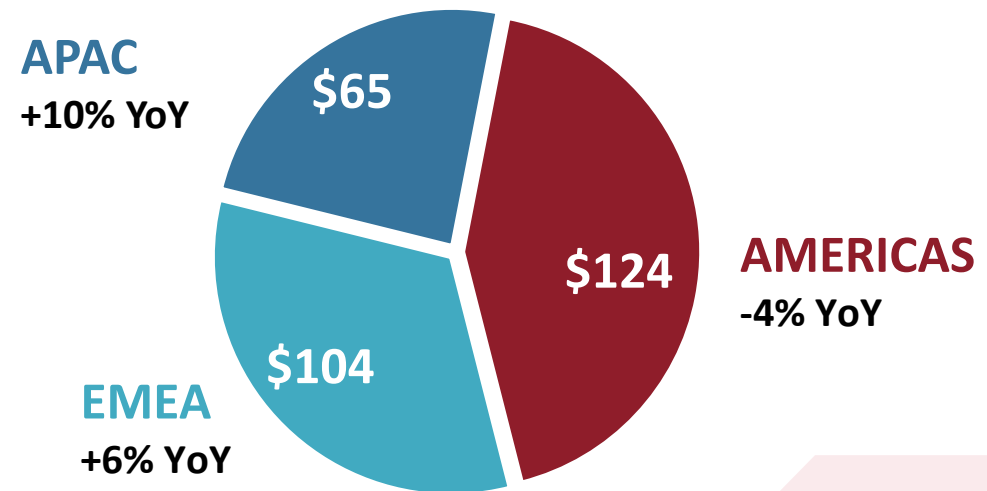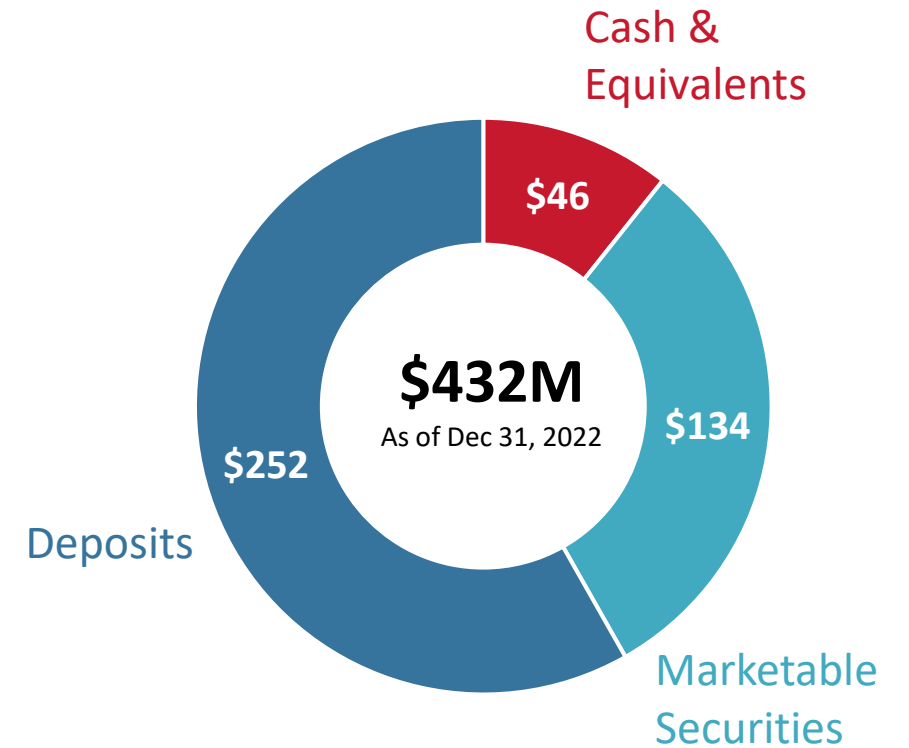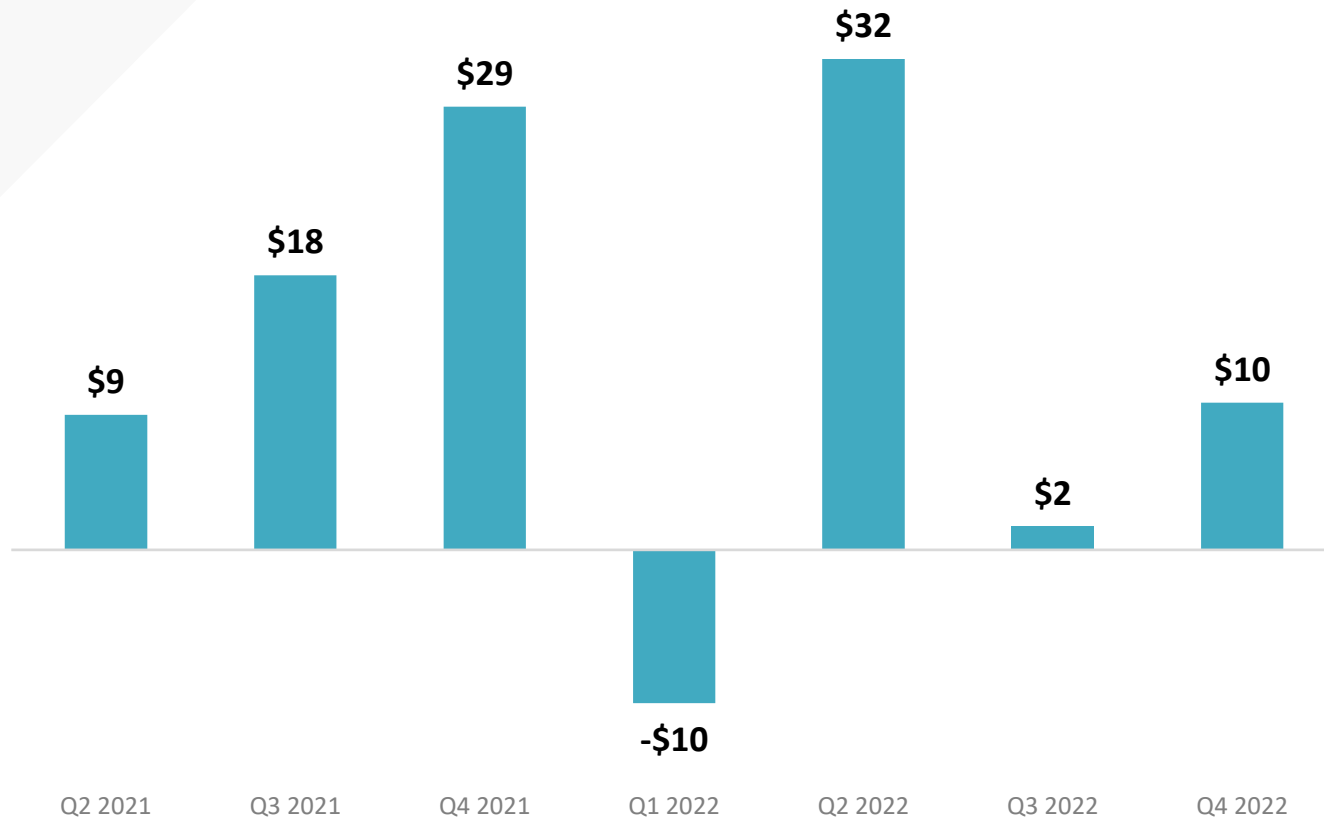
Revenue ($M) and EPS Growth ($)

Cash Generation and Balance Sheet ($M)

Bar chart:
- Q2 2021: $9
- Q3 2021: $18
- Q4 2021: $29
- Q1 2022: -$10
- Q2 2022: $32
- Q3 2022: $2
- Q4 2022: $10

Donut chart: $432M As of Dec 31, 2022
- Cash & Equivalents: $46
- Marketable Securities: $134
- Deposits: $252

Thank You!
radware