



INVESTOR PRESENTATION

Q3 2018

November 2018



Safe Harbor

Disclaimer

This presentation may contain forward-looking information with respect to plans, projections, or future performance of Radware and its subsidiaries, the occurrence of which involves certain risks and uncertainties, including, but not limited to, general business conditions, changes in product demand,

product development, profitability and other risks detailed in Radware's reports filed from time to time with the Securities and Exchange Commission, including Radware's annual report on Form 20-F. Radware disclaims any duty to update such forward looking statements.



Is a worldwide leader in
**APPLICATION
SECURITY &
DELIVERY**
Across Datacenter and Cloud



Impact of digital transformation



CLOUD MIGRATION

New delivery models require new capabilities

DATACENTER COMPLEXITY

Virtualization, private/hybrid cloud, multiple vendors

Rapid changes require agility

USER EXPERIENCE FOCUS

Expectations for flawless availability

Anytime, Everywhere

Current state of cyber attacks



INTENSIFYING THREATS

Attackers sophistication +
Attack tools availability +
platforms variety
Increasing attack complexity and size



SKILL SHORTAGE

Scarce security expertise
Need for automation and fully managed services



WIDENING THREATS

Attack motivation variety +
Attacked industry diversity
Increasing attack frequency and abundance



Current state of cyber attacks

INTENSIFYING THREATS

53% of organizations report being under cyber attacks daily or weekly

SKILL SHORTAGE

67% of organizations believe hackers can still penetrate their network

53% feel confident they can keep customers personal information safe from breach

WIDENING THREATS

46% of organizations experienced a data breach over the past year

50% experienced encrypted web attack



Our Mission: Securing The Digital User Experience

For every
business
model.

Through
continued
innovation.

With a
comprehensive
offering.



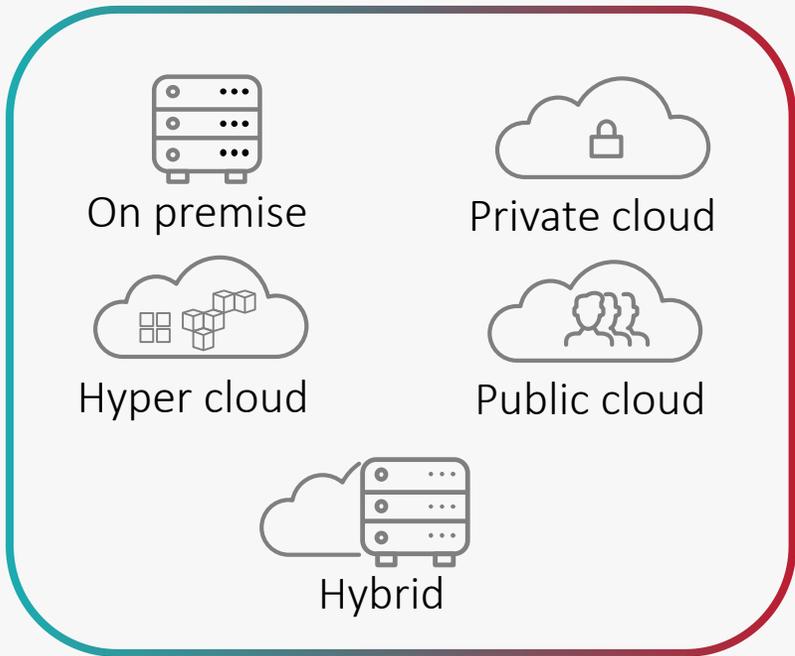
EVERYWHERE

To meet every business model

ARCHITECTURE

Solutions Architecture

Wherever it is located



Will protect it

From
Physical Appliances
 on **Perpetual License**



To **Physical** or **Virtual**
Appliances, on premise, cloud
 and Hybrid



EFFECTIVE

Continued Innovation

TECHNOLOGY

Comprehensive Secured Delivery

Advanced automation

for attack life-cycle management and mitigation of unknown attacks

Behavioral-based detection

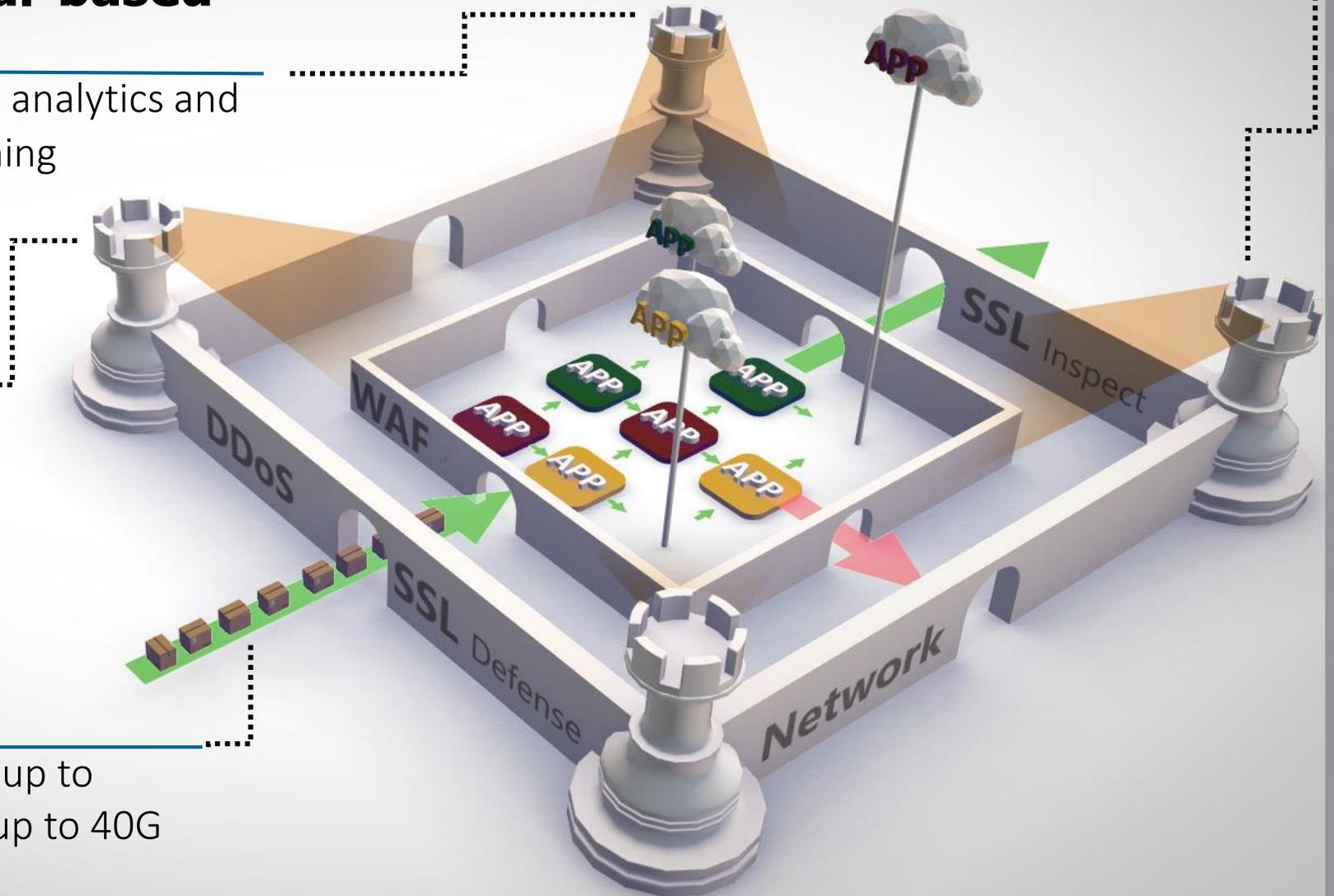
Using big data analytics and machine learning

Synchronized messaging

to improve detection and mitigation response and accuracy.

High performance

Device mitigation capacity of up to 400Gbps; SSL throughput of up to 40G



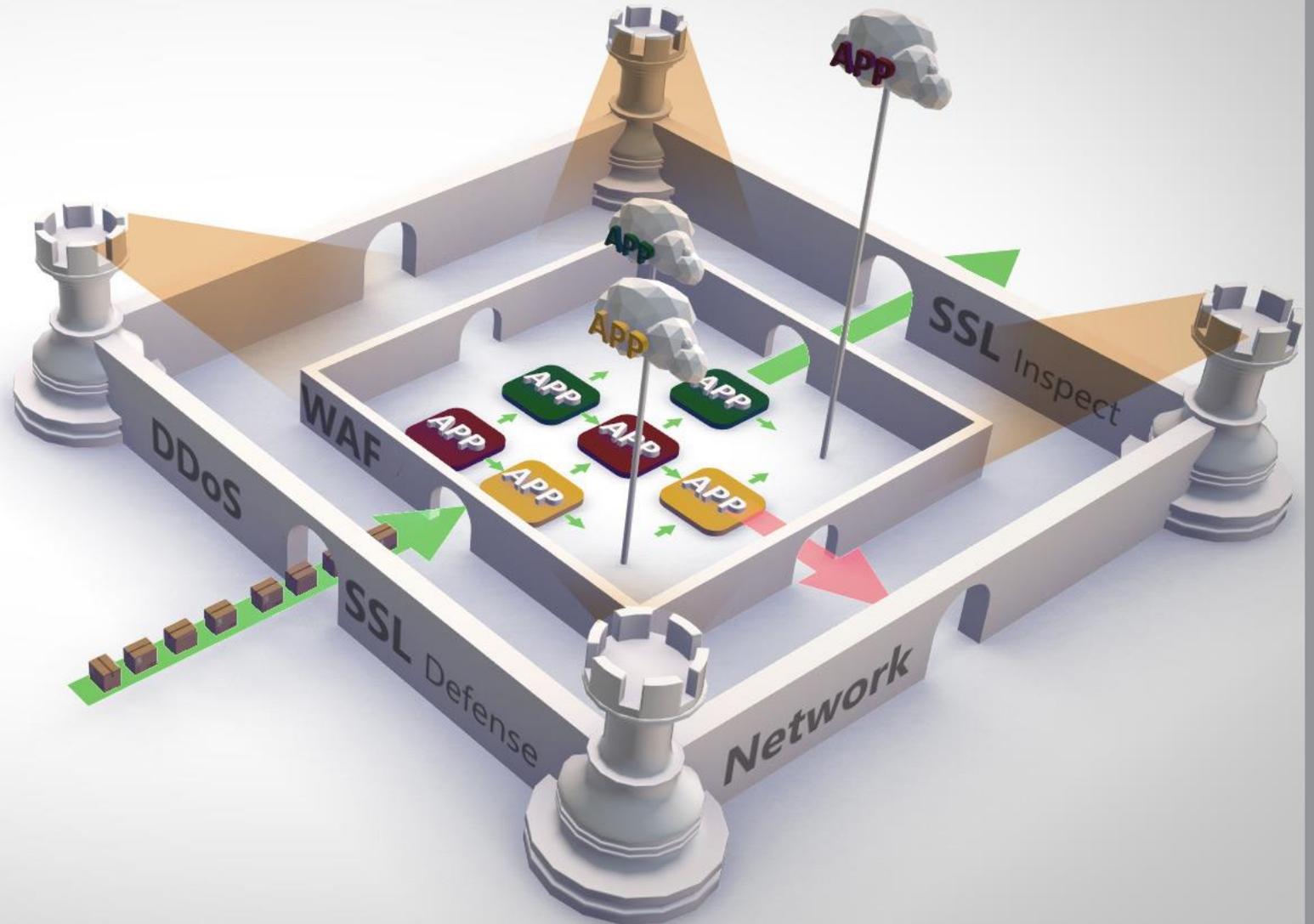
Comprehensive Secured Delivery

Solution management

Fully managed cloud services catalog and cyber threat intelligence services

Cloud migration

Multi-cloud migration, hybrid deployments across data-centers, public and hyper-scale clouds





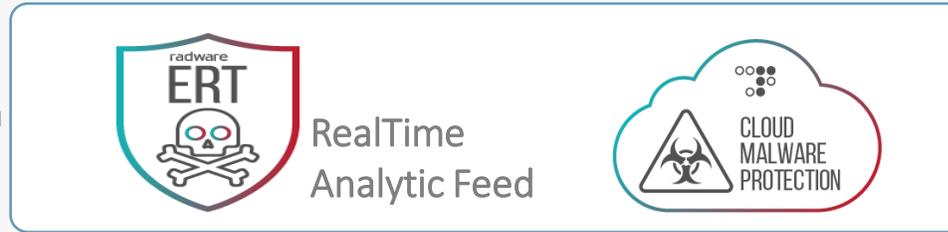
EASY

Comprehensive offering

SOLUTIONS

Deep and Integrated Solution Portfolio

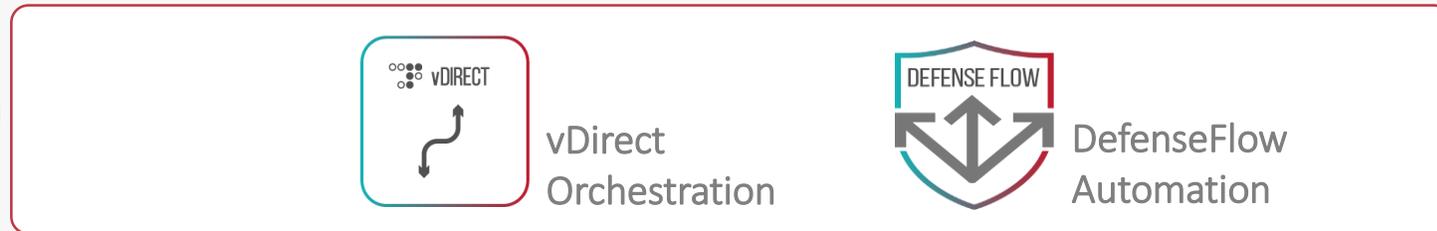
Big Data
Machine Learning



Management
& Visibility



Control Plane



Data Plane





SUCCESS FACTORS

What makes it work

Supporting Assets **Leading Technology**



Market
RECOGNITION



Strategic
**BUSINESS
PARTNERS**



Industry leading
**TECHNOLOGY
PARTNERS**





Supporting Assets **Over 12,500 Customers**



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



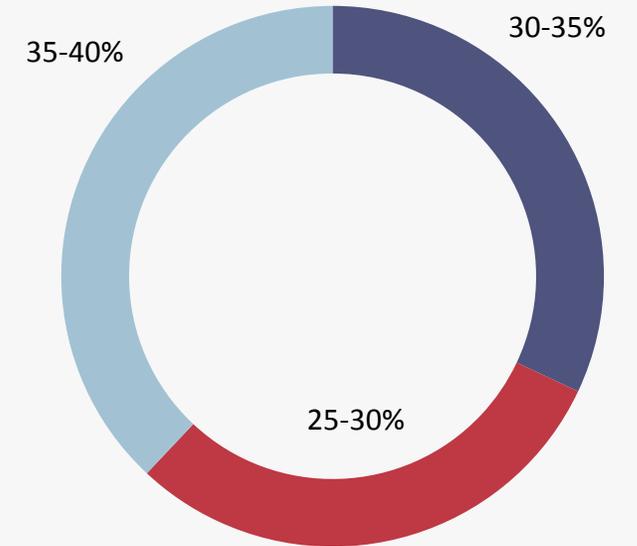
11 Of Top **20**
World's Banks



10 Of Top **10**
World Telecom Companies

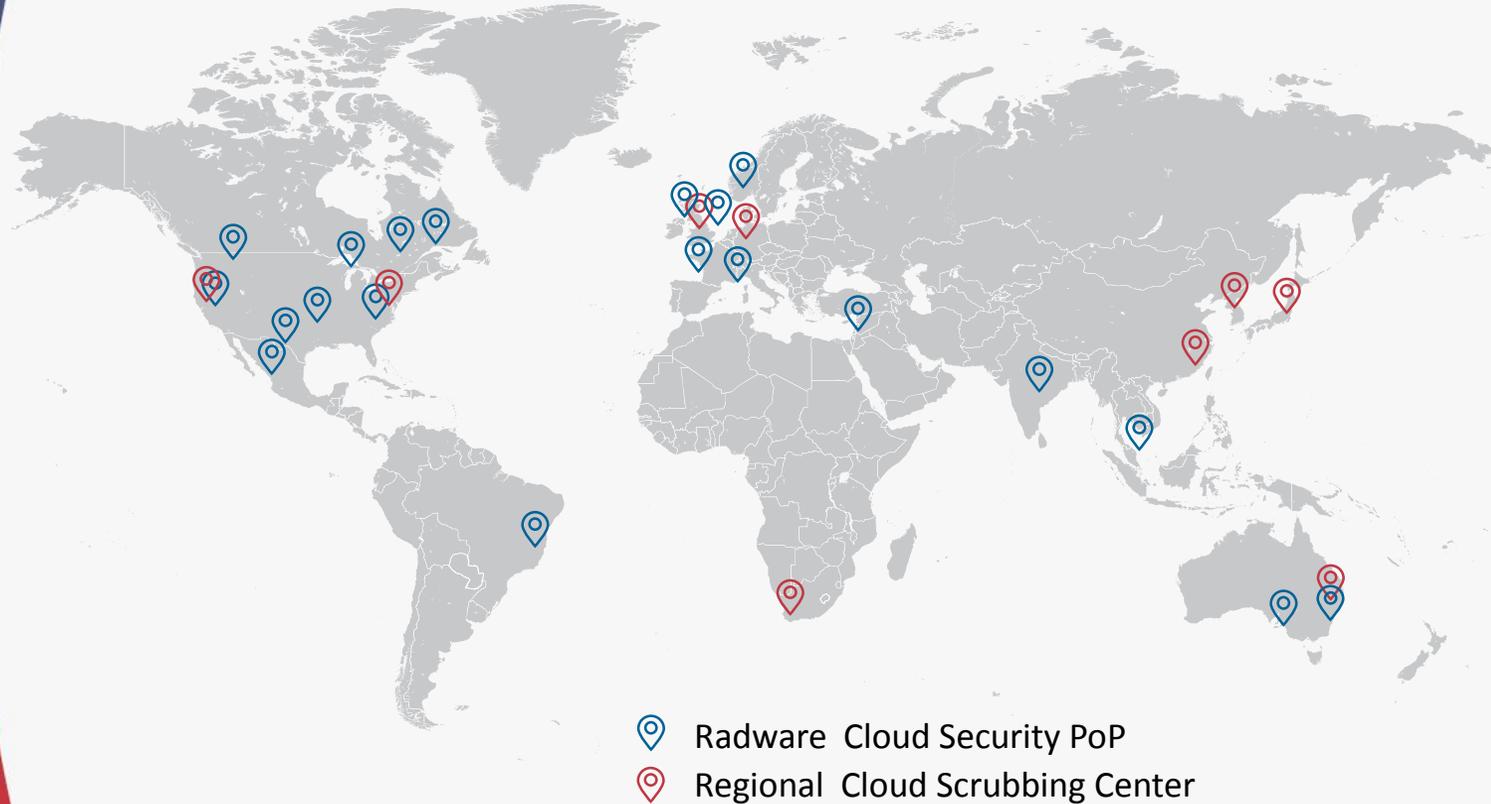


3 Of Top **8**
N. American Application Software Companies

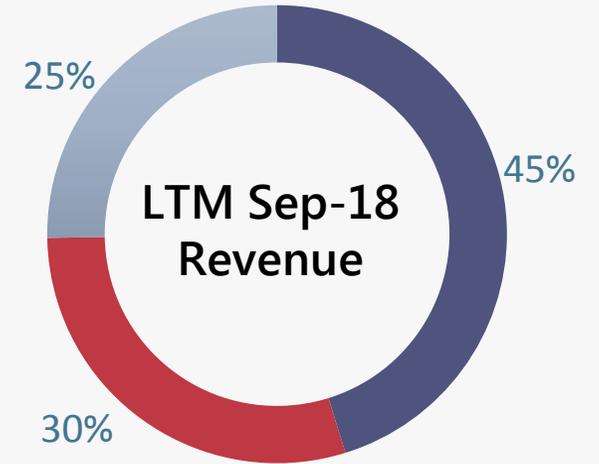


- Carriers & Service Providers
- Banking, Finance & Government
- Other

Supporting Assets **Global Presence**



OVER 3.5Tbps Of Global Mitigation Capacity



■ Americas ■ EMEA ■ APAC

BALANCED
Geographic Exposure



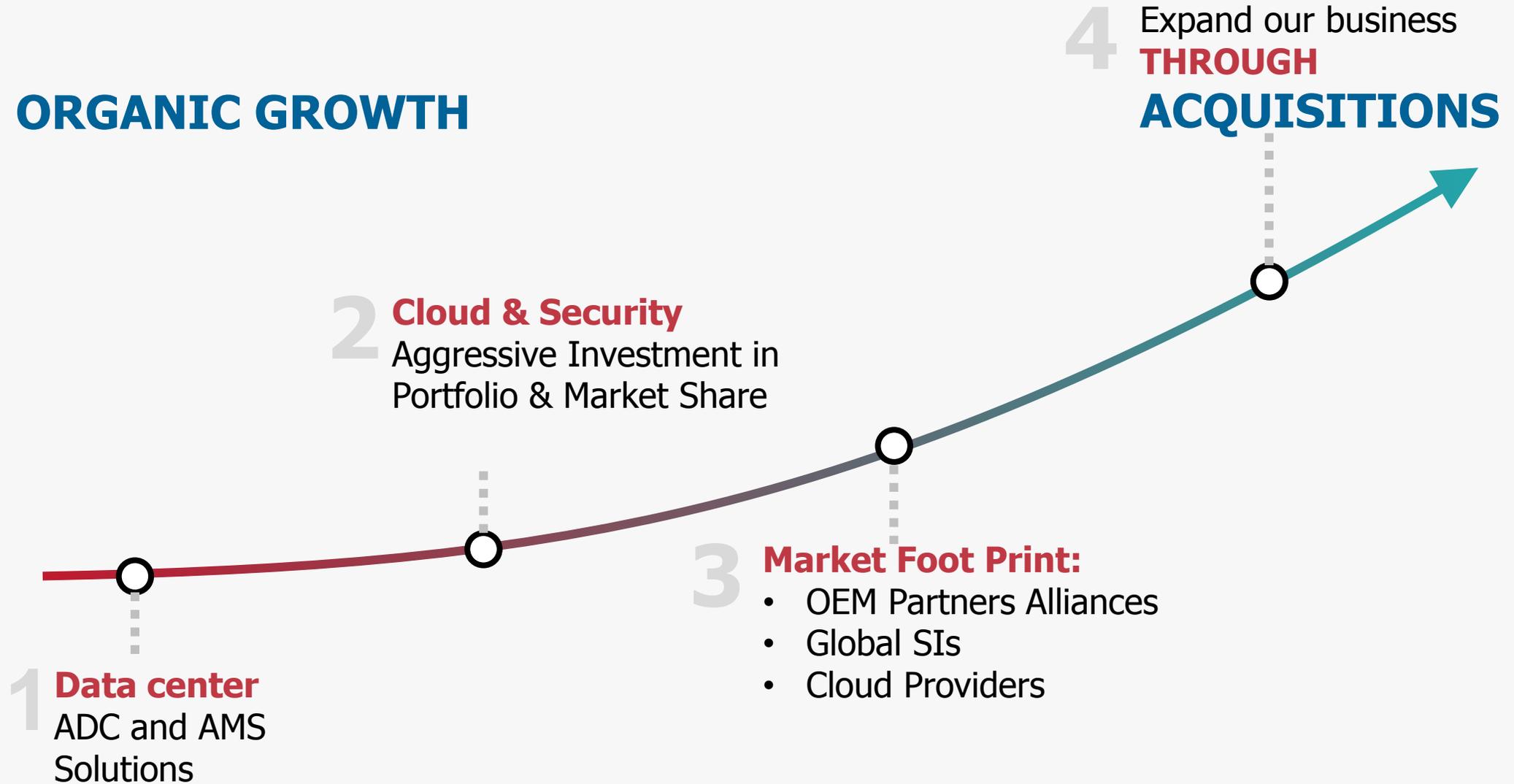
~1,000
Employees



35
Offices

Our Business Strategy **For Growth**

ORGANIC GROWTH





FINANCIALS

Updated for Q3 2018



radware

SUMMARY Q3 2018

Revenues of
\$58.8M
up **11%**

Total Deferred
Revenues of
\$151M up **8%**

Cloud and
Subscriptions
a Material part of the
Business Model

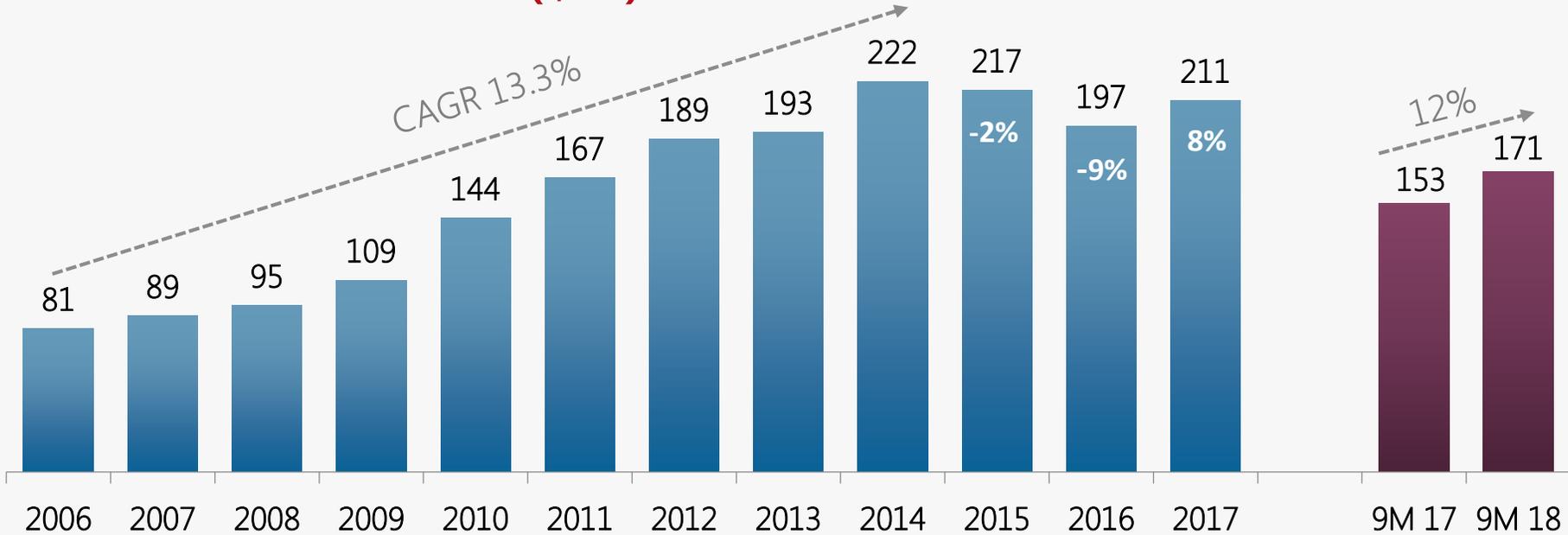
Operating margin of
10.7%

Strong **Cash**
Position



Back to Growth Post Business Model Transition

Annual Revenues (\$M)

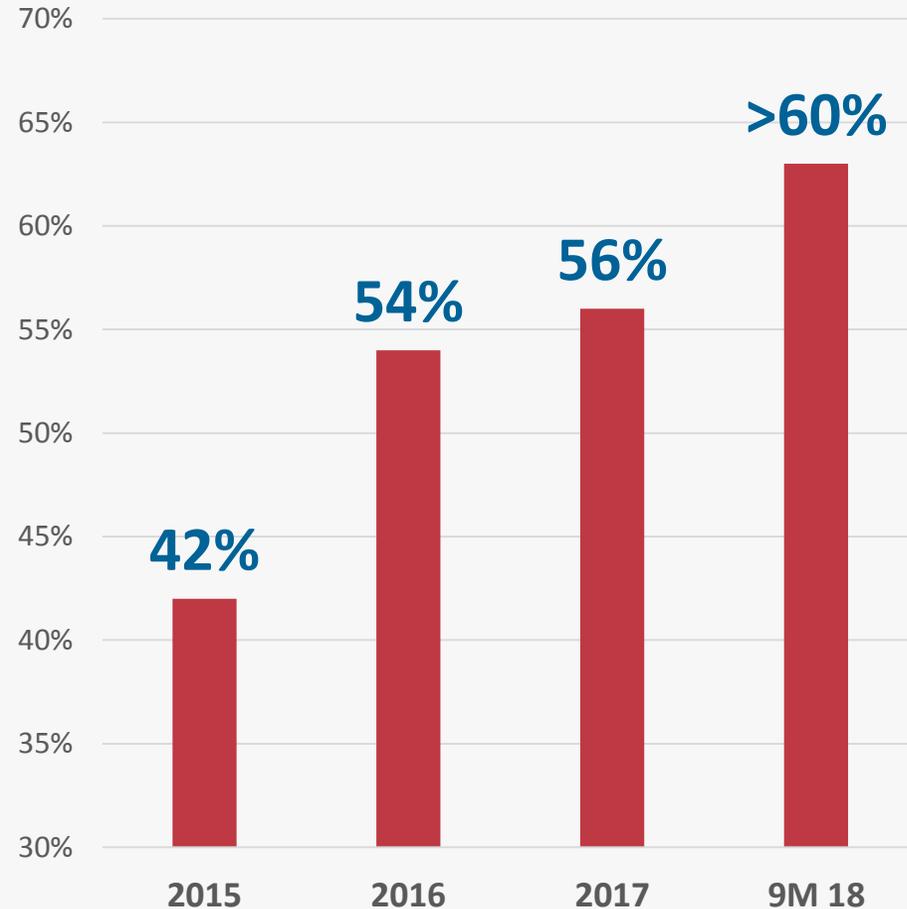


Shift to Subscriptions (1)

Business Mix

Provides Us With
Visibility & Confidence For
Future Financial
Performance

Recurring Revenues as % of Total

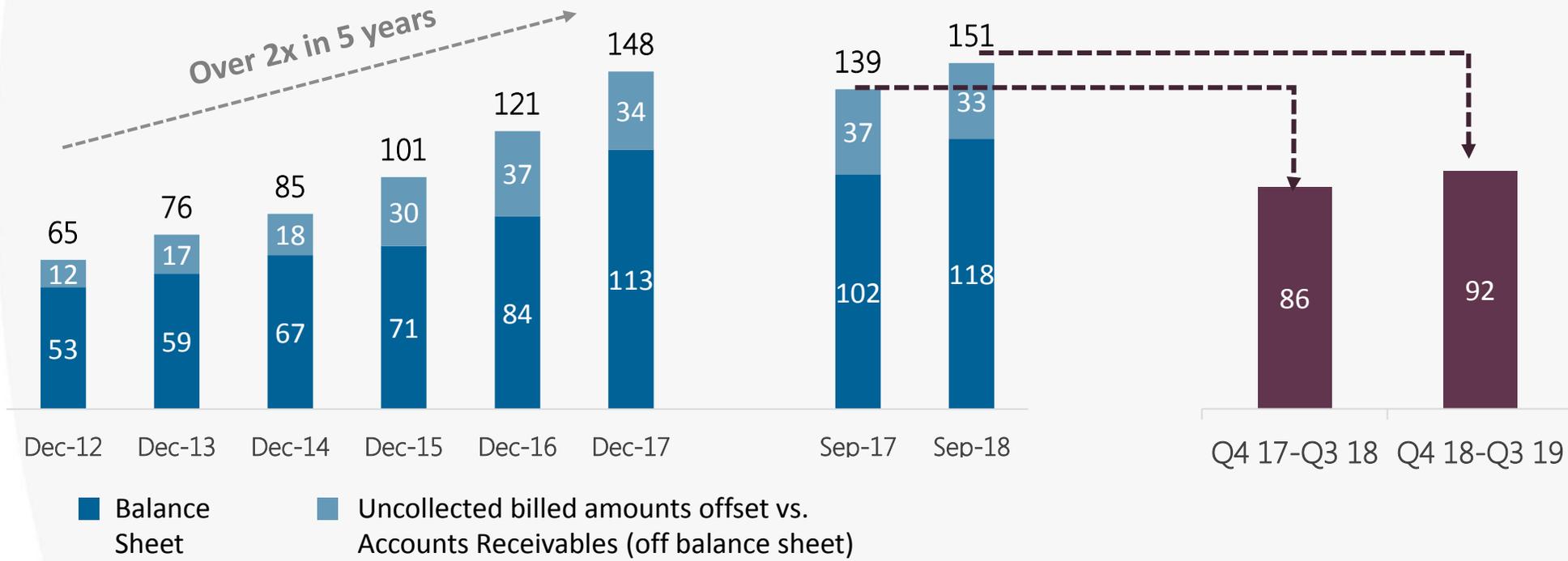


Radware's Recurring Revenues include support, cloud services and product Subscription

Shift to Subscriptions (2)

Total Deferred Revenues (\$M)

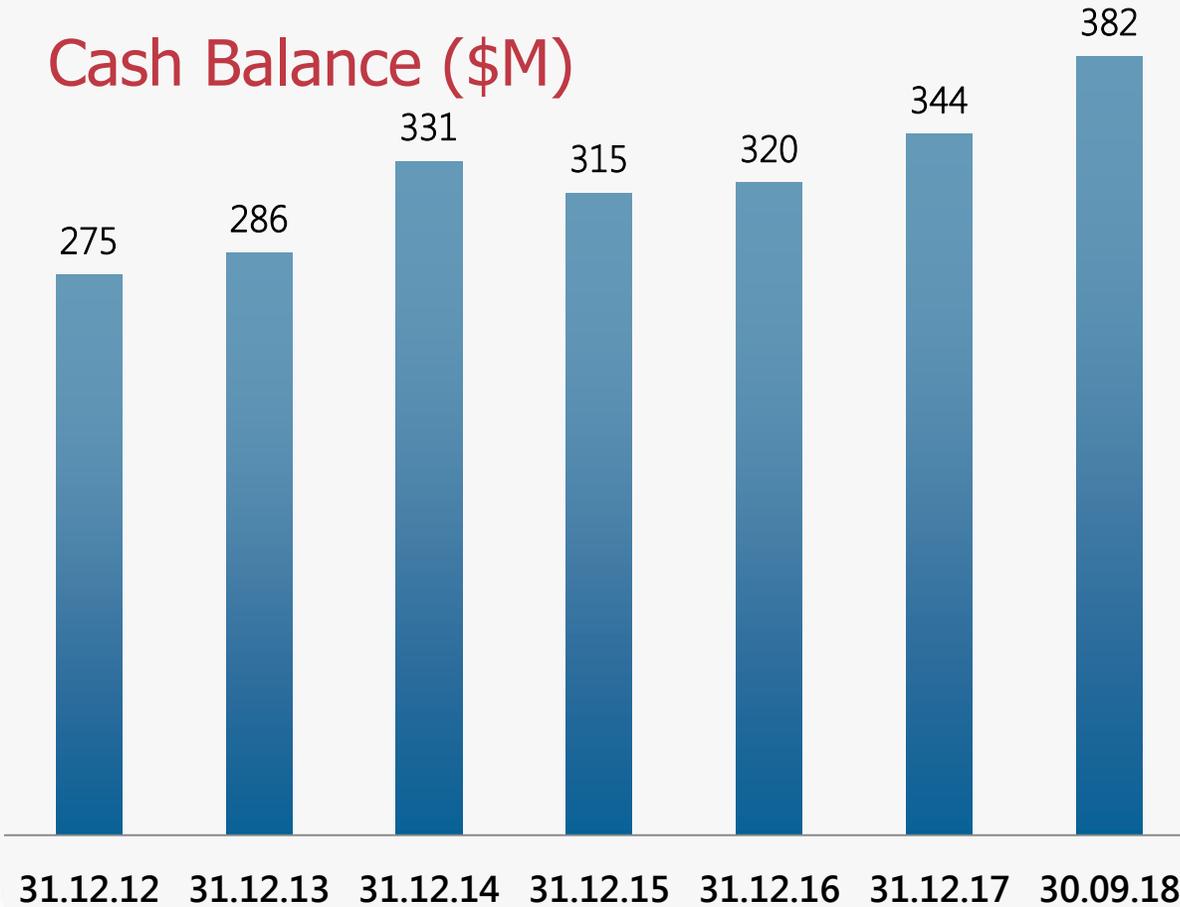
60-65% of Total Deferred Revenues is scheduled to be recognized as revenues within 12 months





Continuous Strong **Cash Generation**

Cash Balance (\$M)

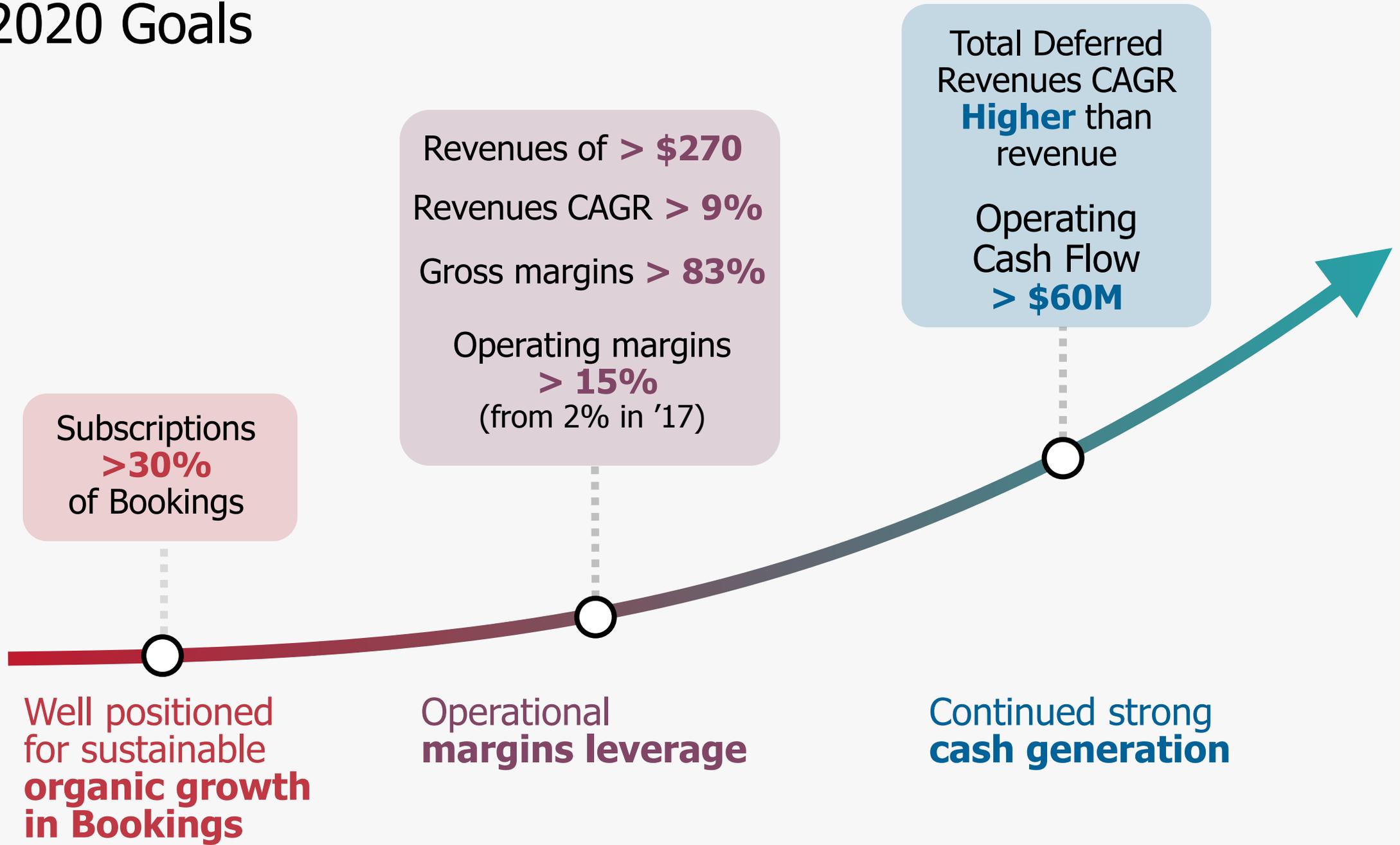


Readiness to **Put Cash Balance to Work** and Expand our business **THROUGH ACQUISITIONS**





2020 Goals



Why Radware

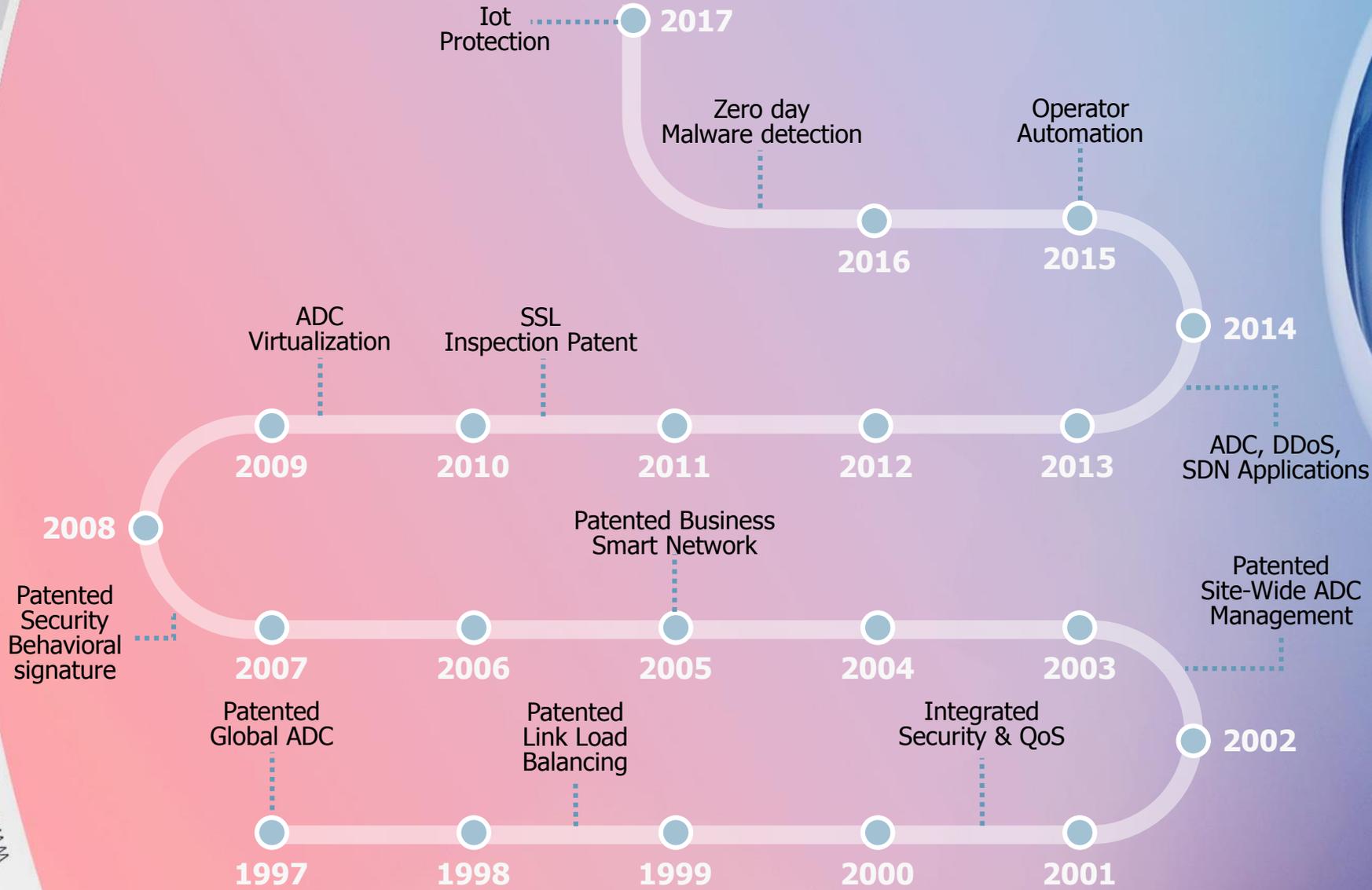
- **Fast growing, critical market**
- **Clear Vision and Strategy**
- **Leading attack mitigation technology, customers, partners**
- **Fast expanding subscription and cloud business**
- **Well positioned for continued long term growth**



APPENDIX



Radware's innovations track record



Integrated secured delivery solution: **incoming** traffic

DDOS & WAF

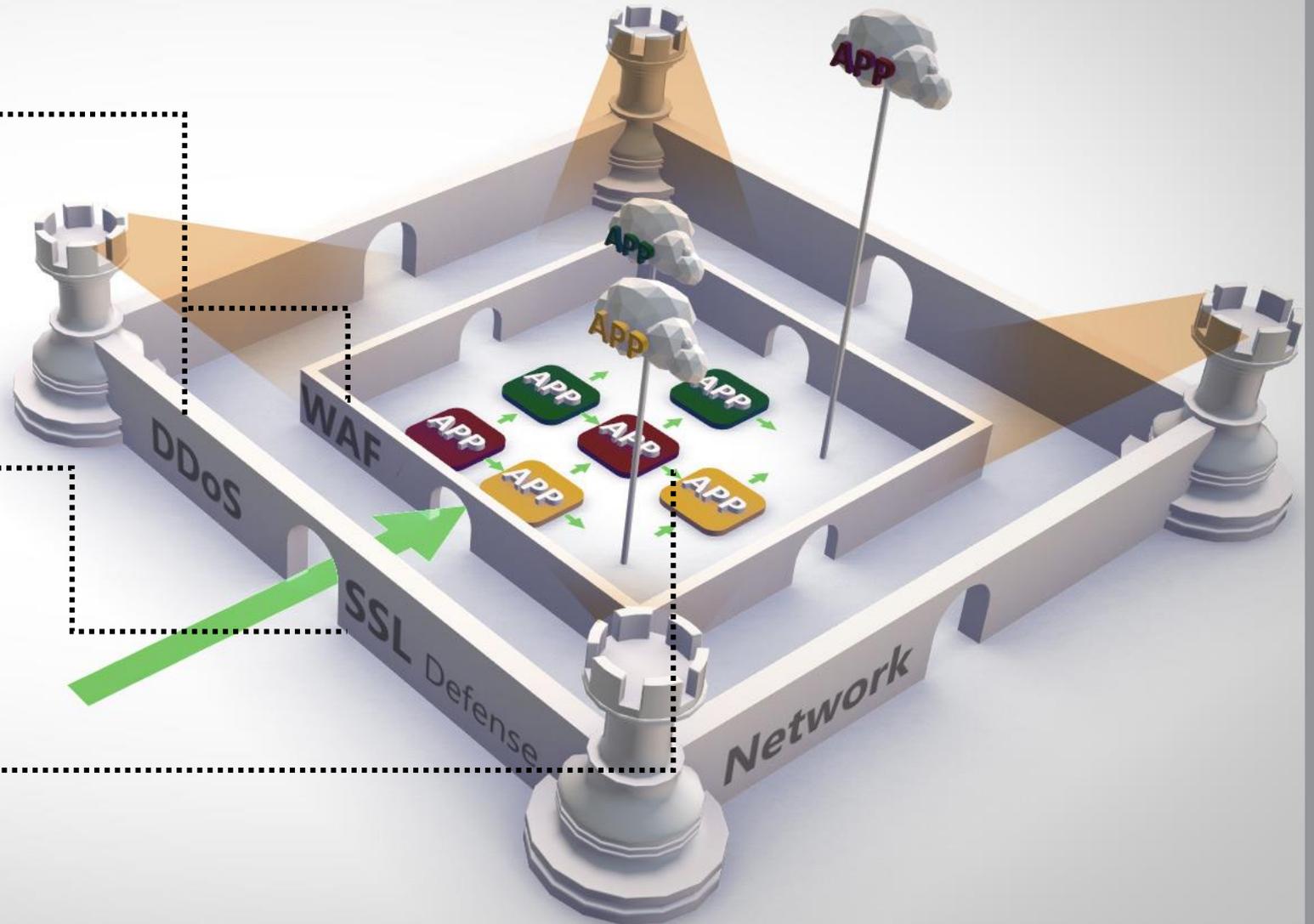
Behavioral big-data analytics and machine learning

SSL Defense

Mitigate encrypted threats

Delivery Control

Load balancing and performance optimization



Integrated secured delivery solution: **outgoing** traffic

SSL Inspect

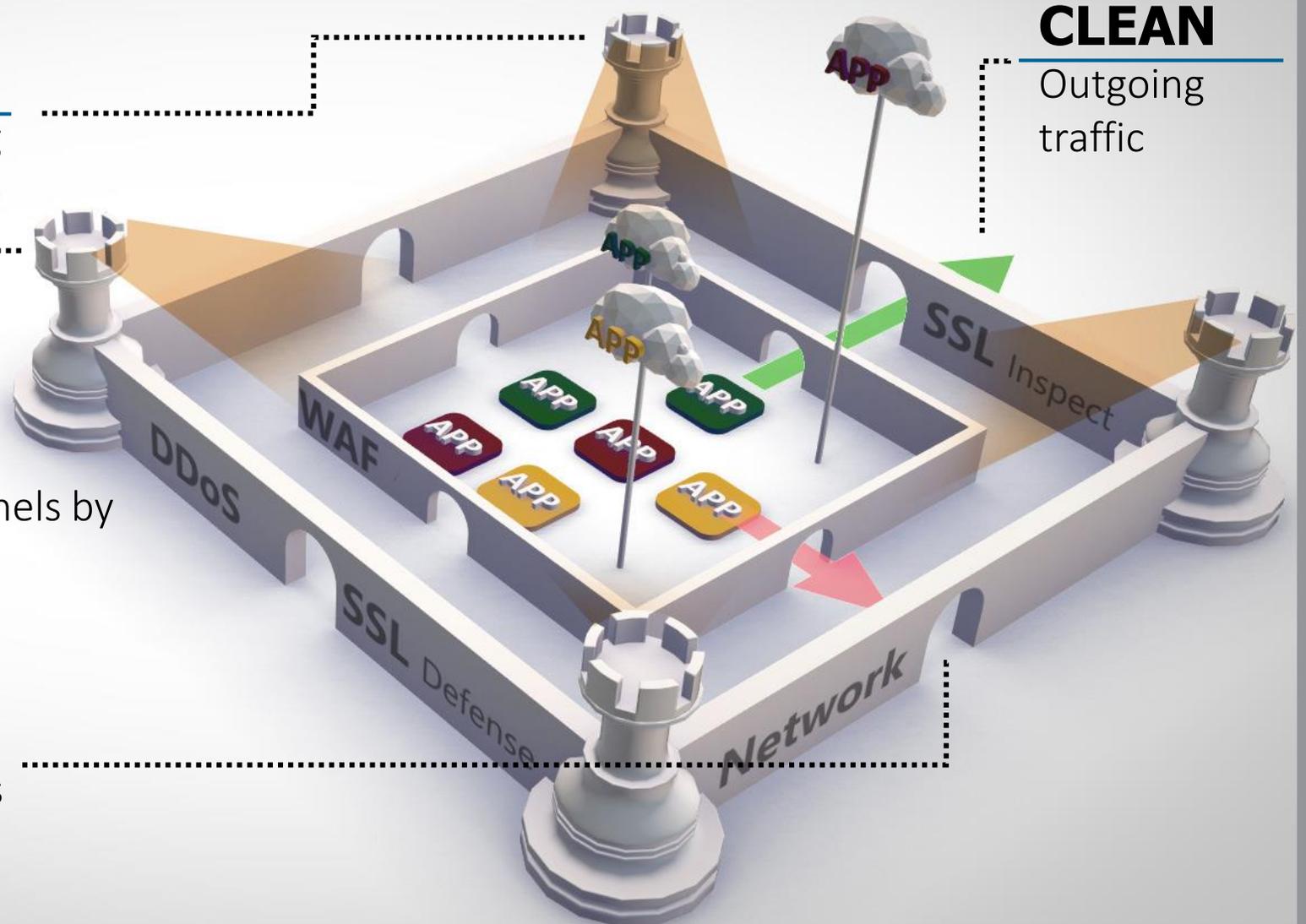
removes blind spots by enabling protection systems visibility into encrypted traffic

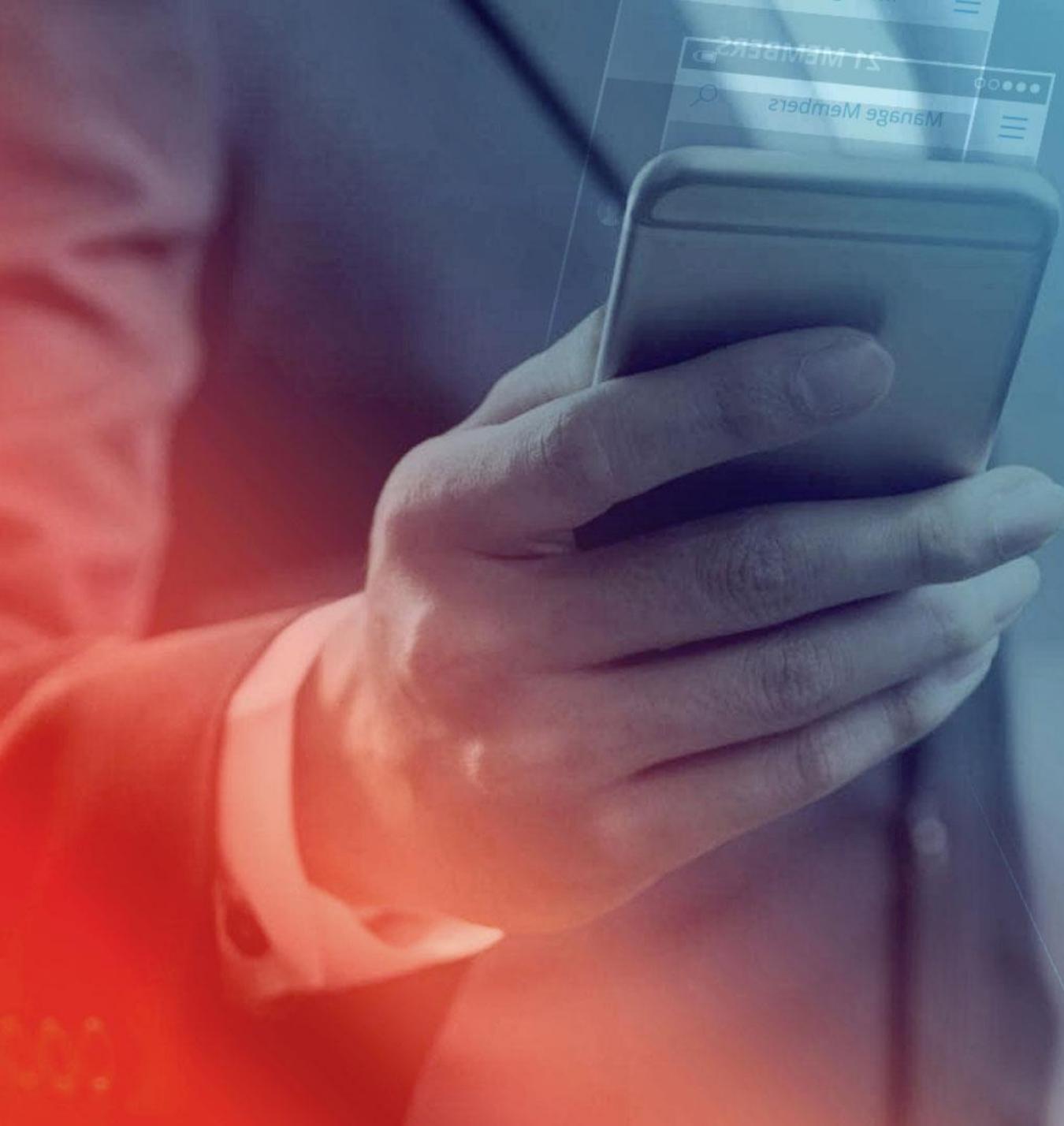
Cloud Malware Protection

detect and block malware channels by using AI and Machine Learning

Blocked Traffic

Outgoing traffic is blocked if it is found to be suspicious.





THANK YOU

 radware