



INVESTOR PRESENTATION

Q4 2017

February 2018



Safe Harbor

Disclaimer

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radware

Is a worldwide leader in

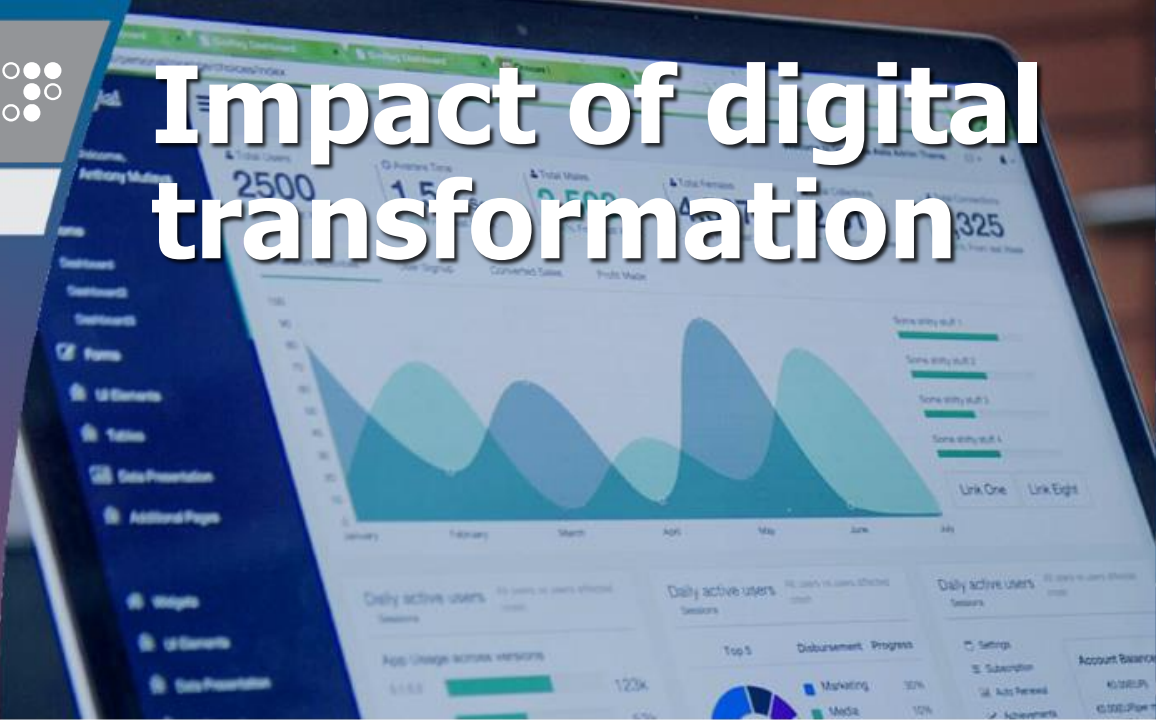
APPLICATION SECURITY & DELIVERY

Across Datacenter and Cloud



4

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

24% of organizations report being under cyber attacks daily or weekly

SKILL SHORTAGE

Only **33%** of security officers feel confident they can mitigate application-layer DDoS attacks.

50% feel confident they can protect against network-layer DDoS attacks

WIDENING THREATS

45% of organizations experienced a data breach over the past year

Source: Radware ERT Report and Web Application Security Report



Our Mission: Securing The Digital User Experience

For every
business
model.

Through
continued
innovation.

With a
comprehensive
offering.



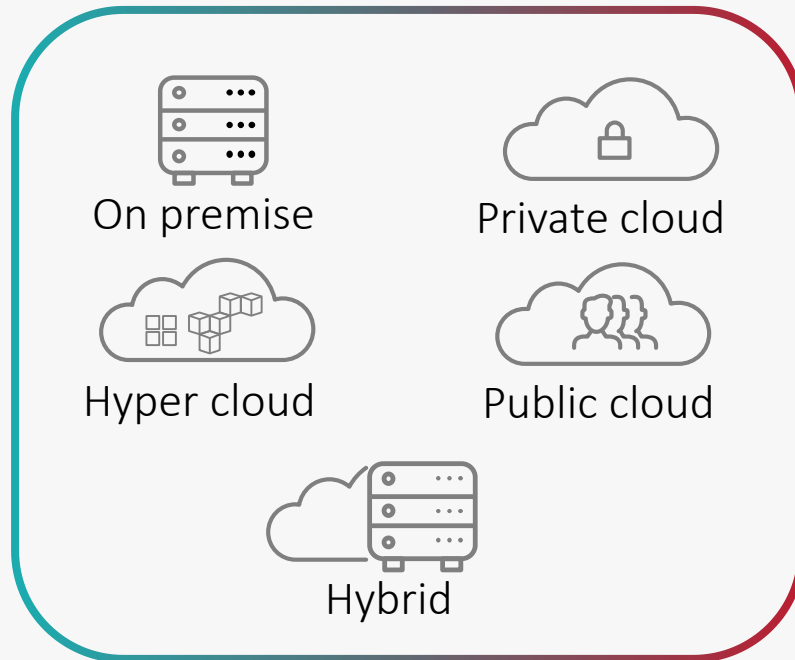
EVERYWHERE

To meet every business model

ARCHITECTURE

Solutions Architecture

Wherever it is located



 **radware**
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

Behavioral-based detection

Using big data analytics and machine learning

Synchronized messaging

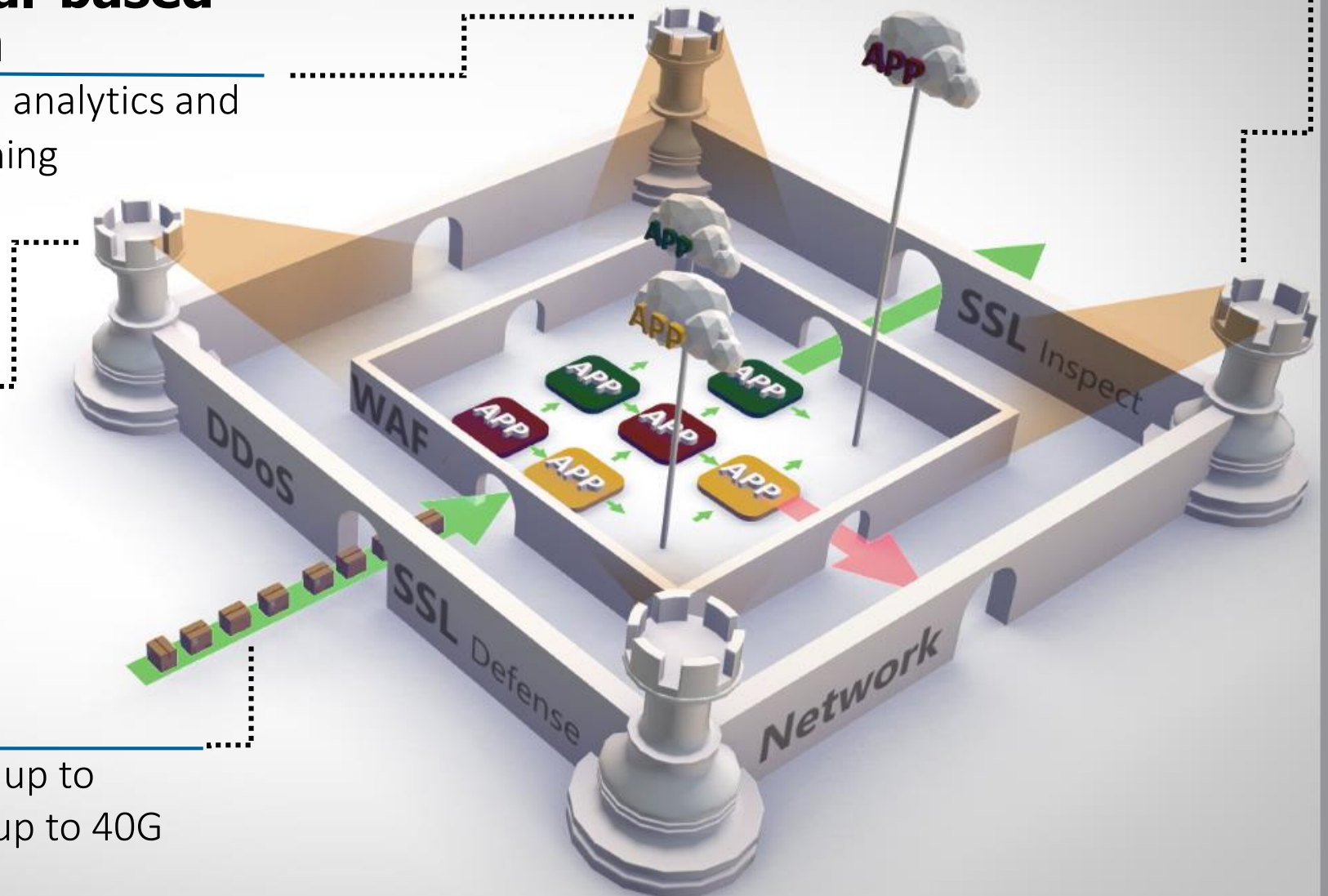
to improve detection and mitigation response and accuracy.

High performance

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

Advanced automation

for attack life-cycle management and mitigation of unknown attacks



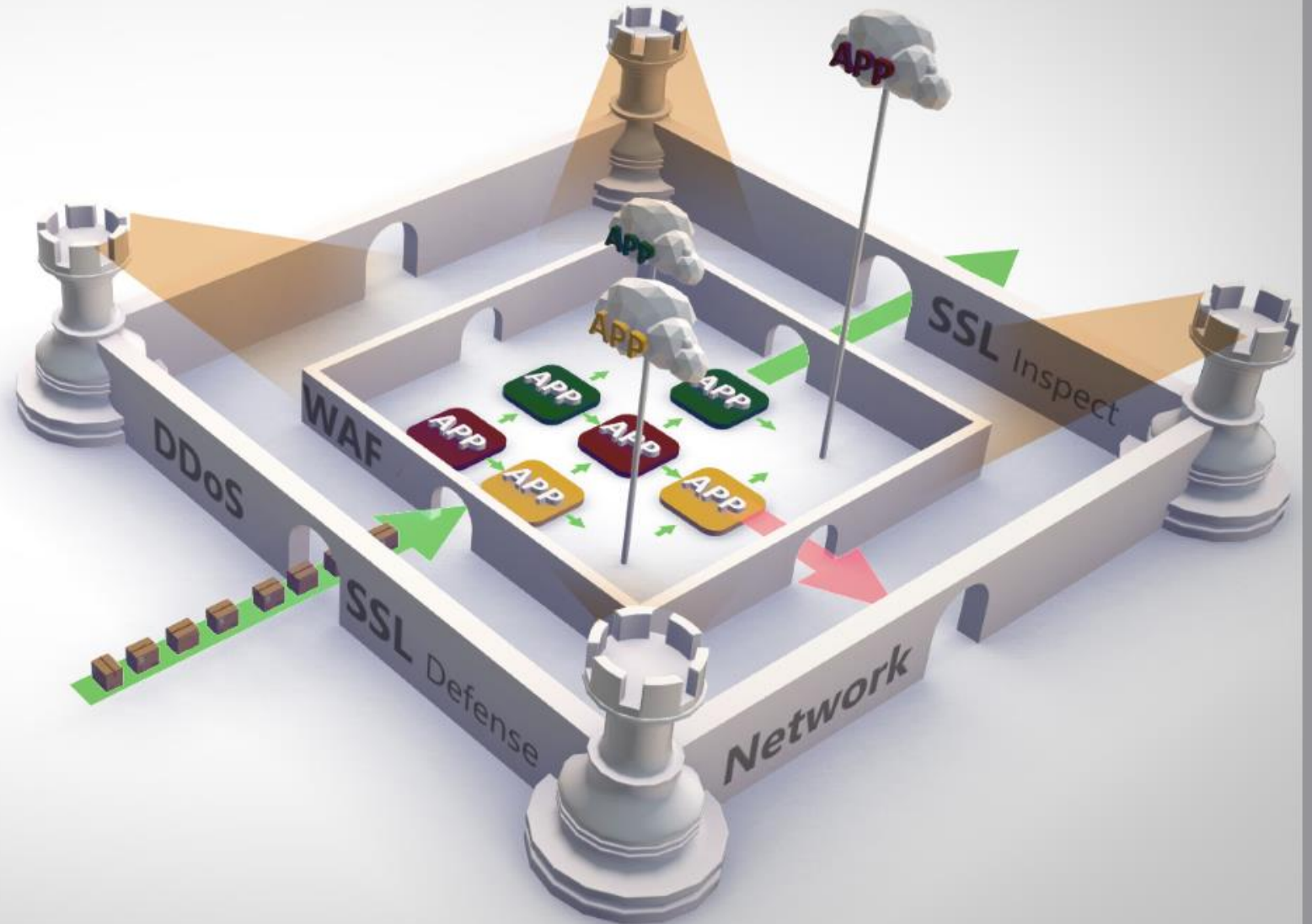
Comprehensive Secured Delivery

Solution management

Fully managed cloud services catalog and cyber threat intelligence services

Cloud migration

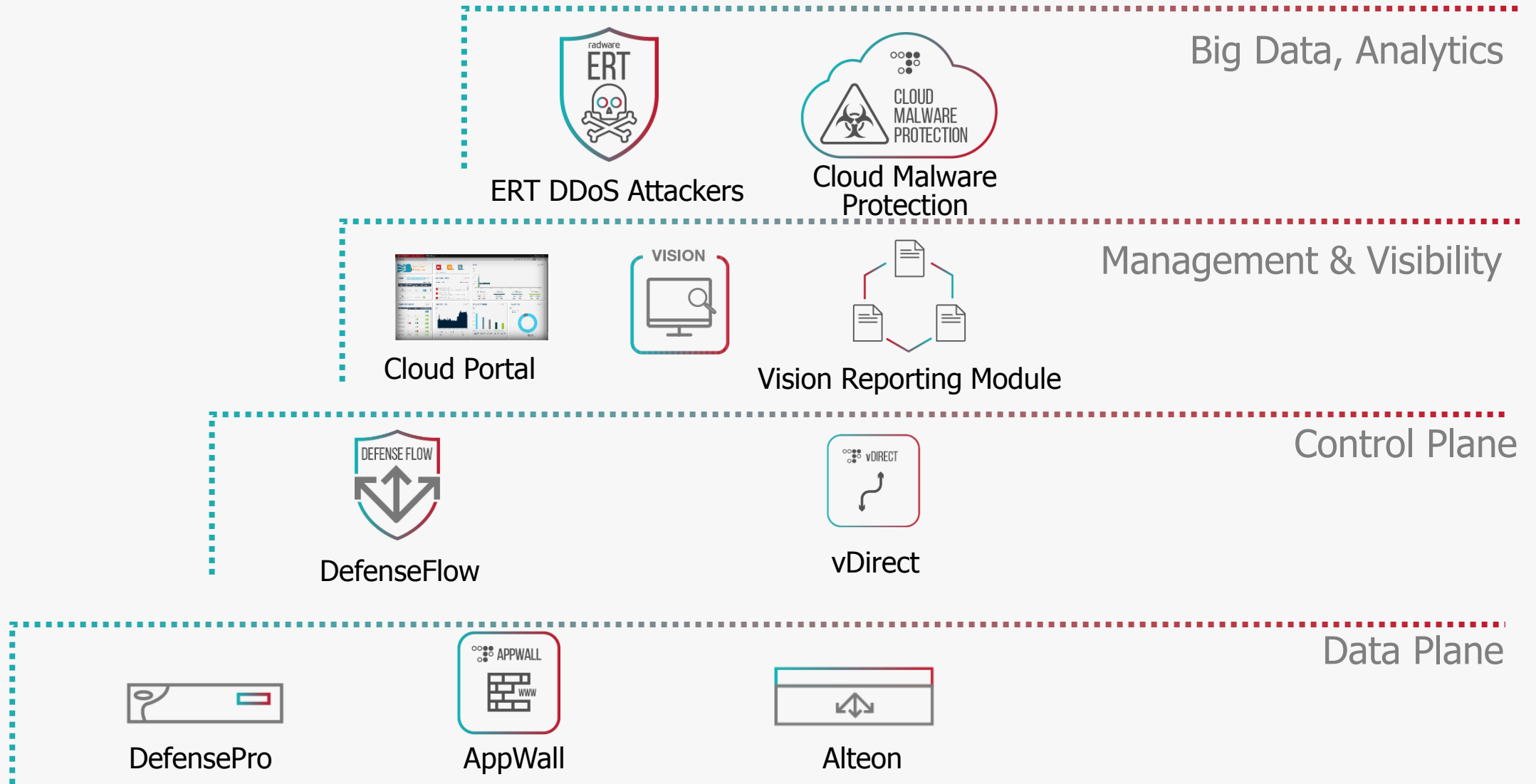
Multi-cloud migration, hybrid deployments across data-centers, public and hyper-scale clouds



EASY

Comprehensive offering
SOLUTIONS

Deep and Integrated Solution Portfolio





SUCCESS FACTORS

What makes it work

Supporting Assets **Leading Technology**



Market
RECOGNITION



Strategic
**BUSINESS
PARTNERS**



Industry leading
**TECHNOLOGY
PARTNERS**



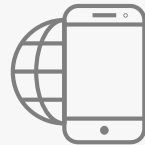
Supporting Assets **Over 12,500 Customers**



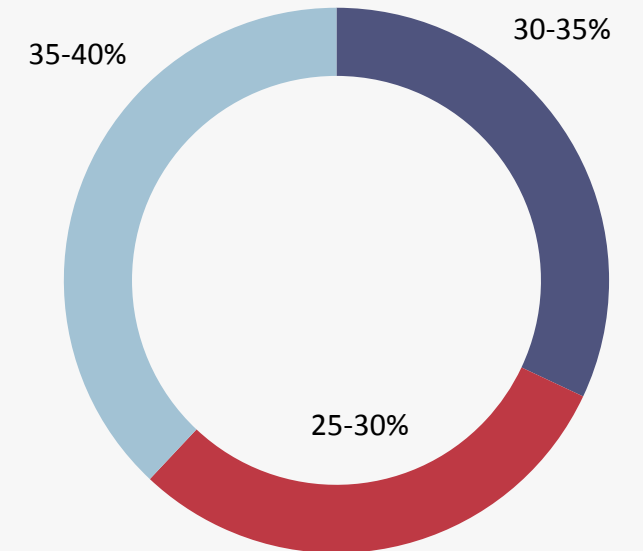
8 Of Top **12**
World's Stock
Exchanges



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





10 Of Top **10**
World Telecom
Companies



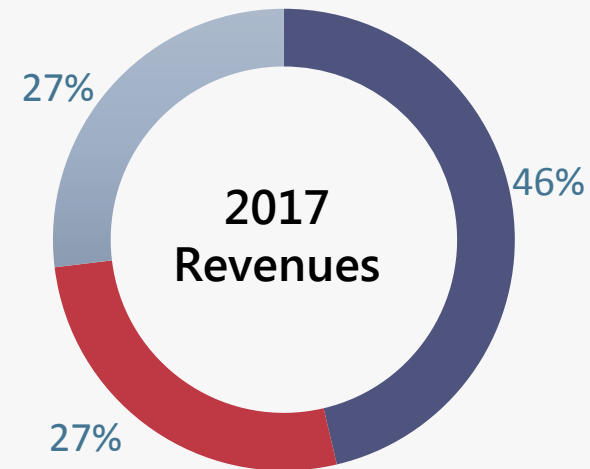
- Carriers & Service Providers
- Banking, Finance & Government
- Other

Supporting Assets **Global Presence**



-  Radware Cloud Security PoP
-  Regional Cloud Scrubbing Center

OVER 3.5Tbps Of Global Mitigation Capacity



■ Americas ■ EMEA ■ APAC

BALANCED
Geographic Exposure



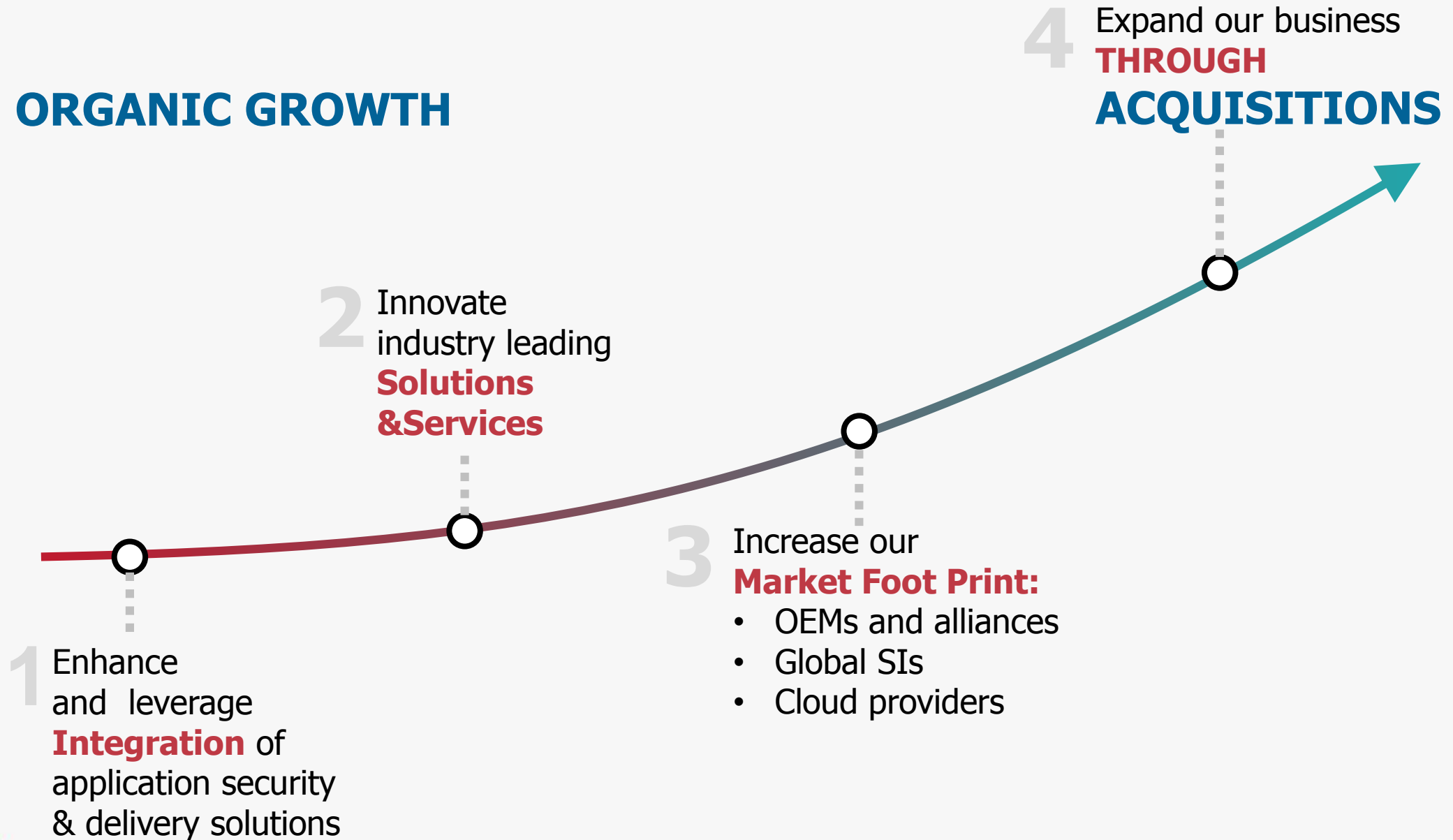
~1,000
Employees



35
Offices

Our Business Strategy **For Growth**

ORGANIC GROWTH





FINANCIALS

Updated for Q4 2017

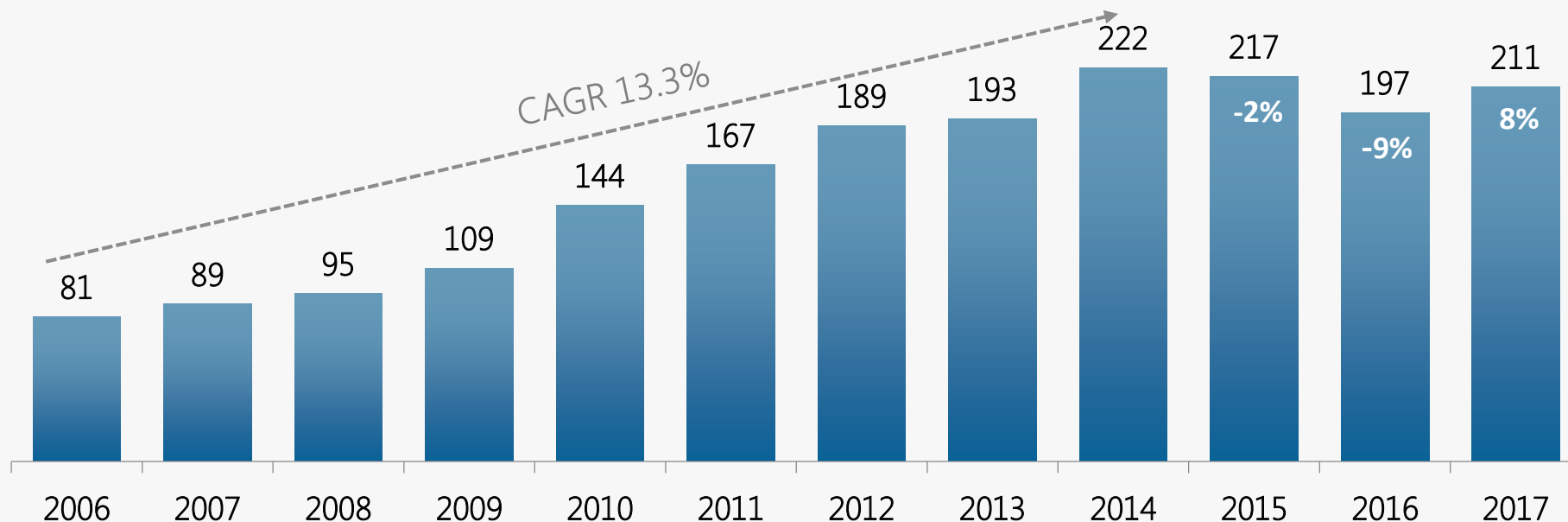
Investment Highlights

- Strong position in a growing market
- Successful business model transition
- High and growing recurring revenues
- Strong and stable gross margins
- Consistent cash generation



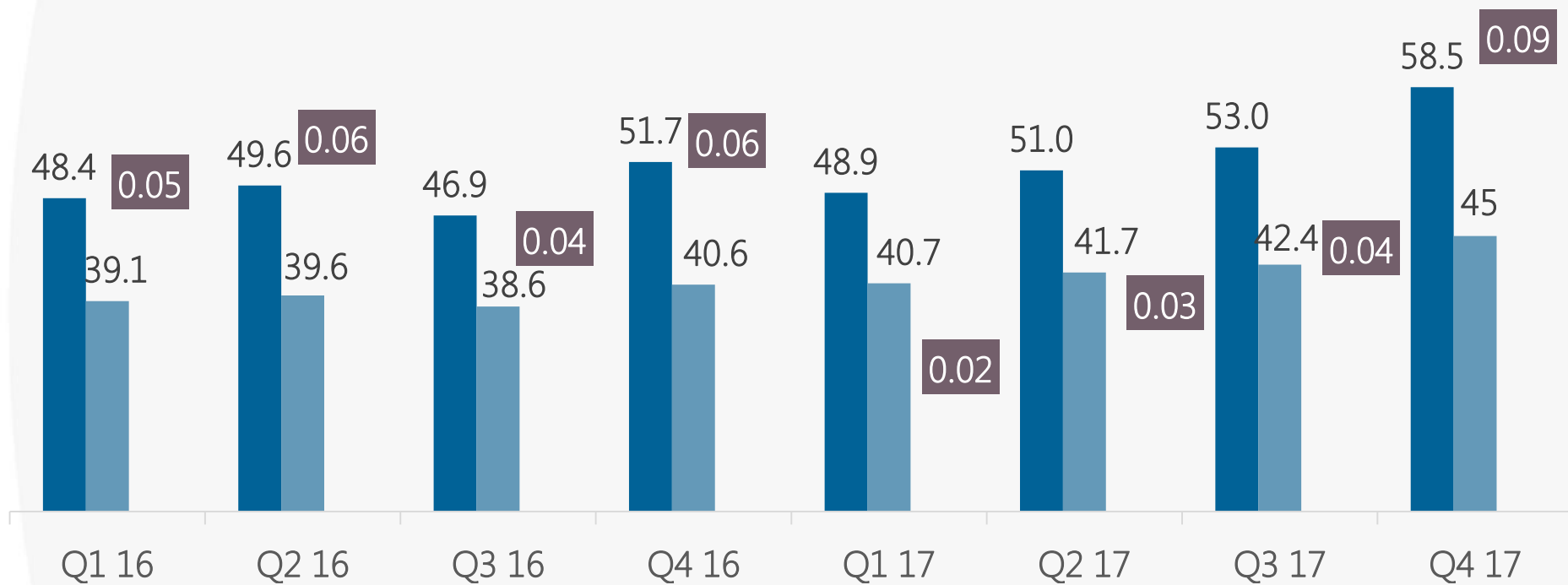
Back to Growth Post Business Model Transition

Annual Revenues (\$M)



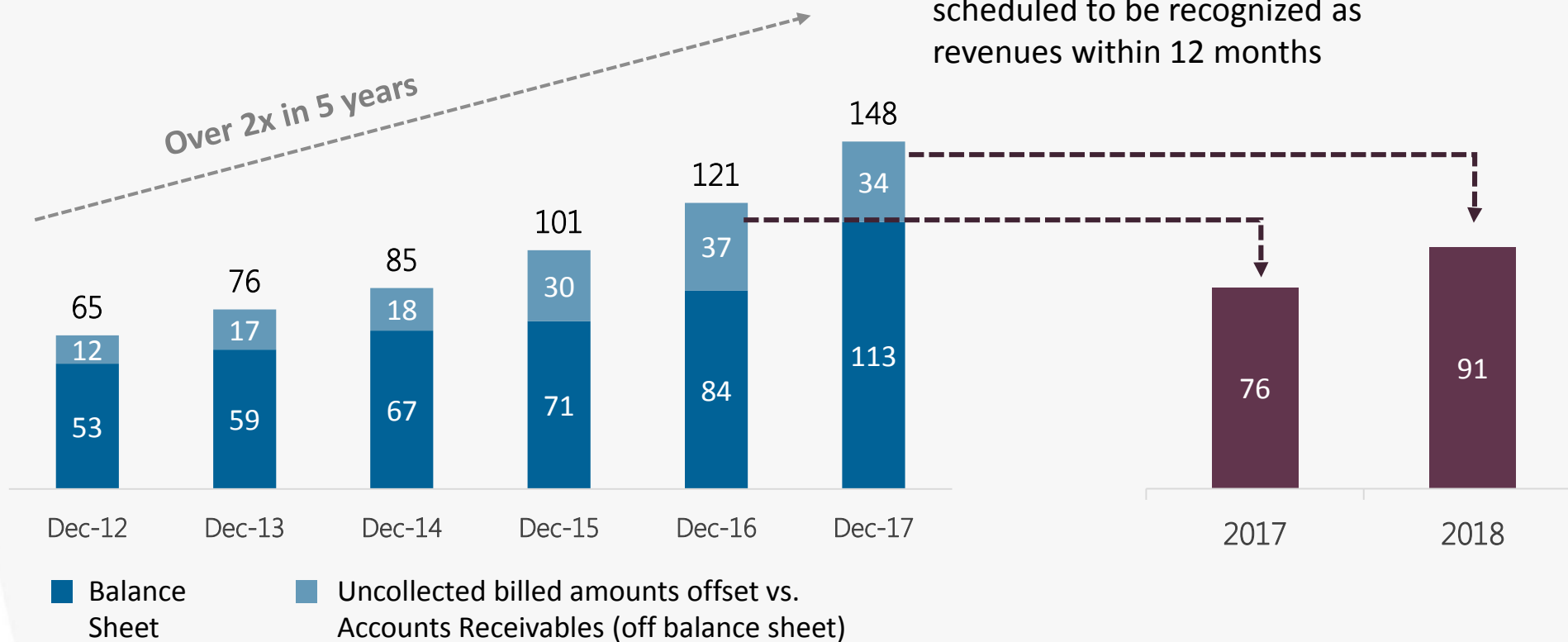
Business Model Transition

■ Revenues (\$M) ■ Opex (Non-GAAP, \$M) ■ EPS (Non-GAAP, \$)



Shift to Subscriptions

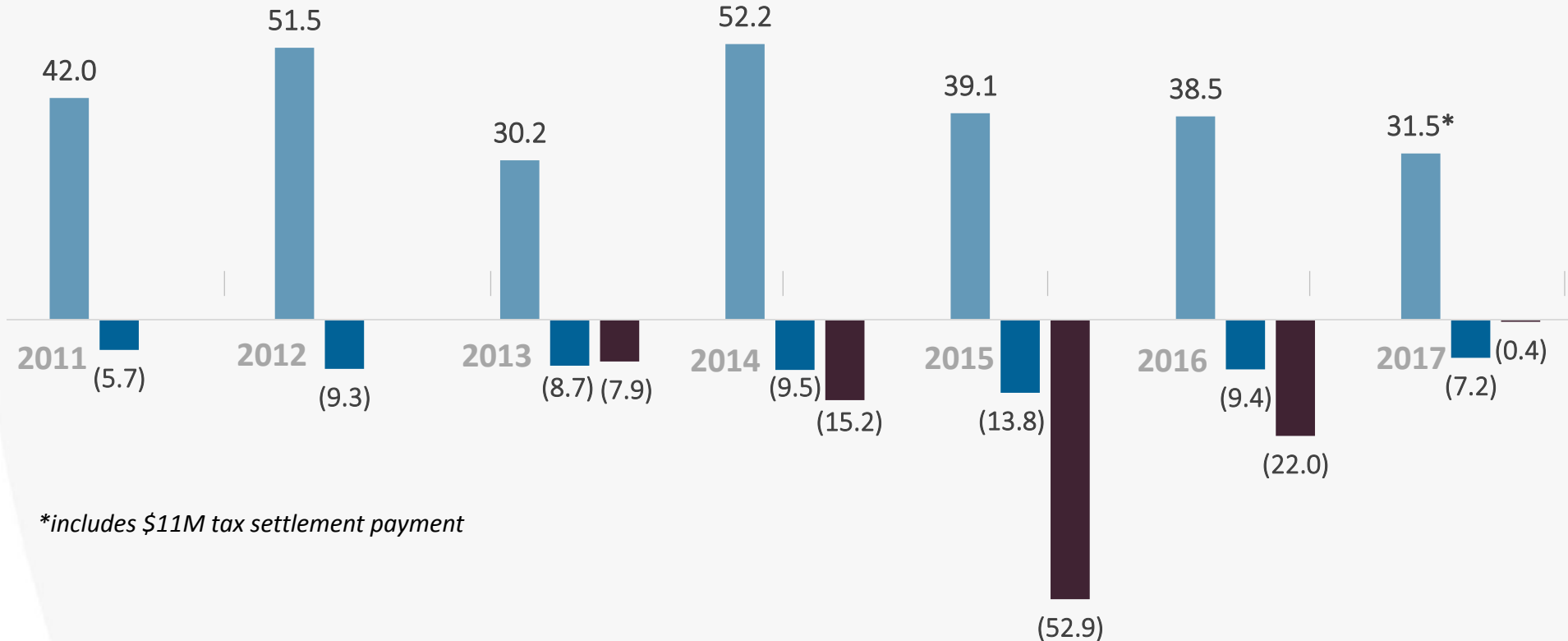
Total Deferred Revenues (\$M)



Continuous Strong Cash Generation

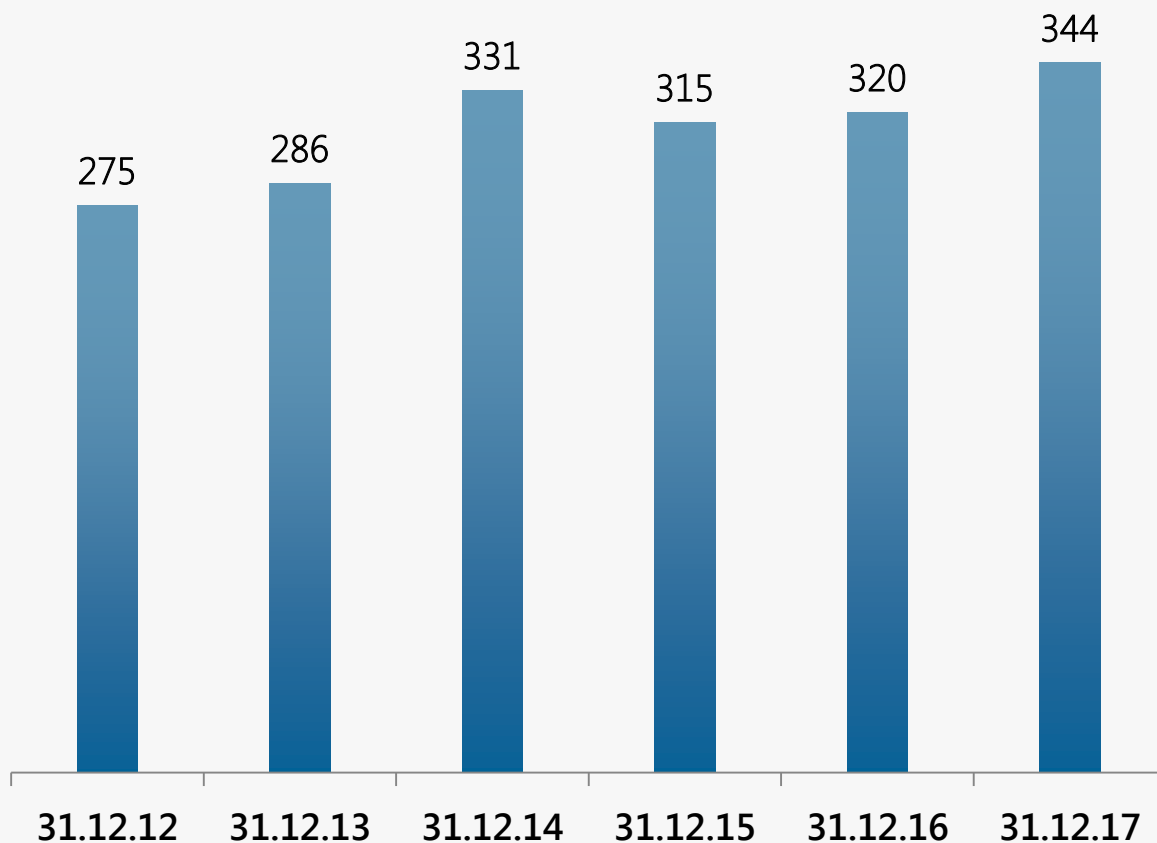
25

■ OCF ■ Capex ■ Buyback (\$M)



Readiness to **Put Cash Balance to Work**

Cash Balance (\$M)



Expand our business

**THROUGH
ACQUISITIONS**

- Technology Driven
- Business Driven

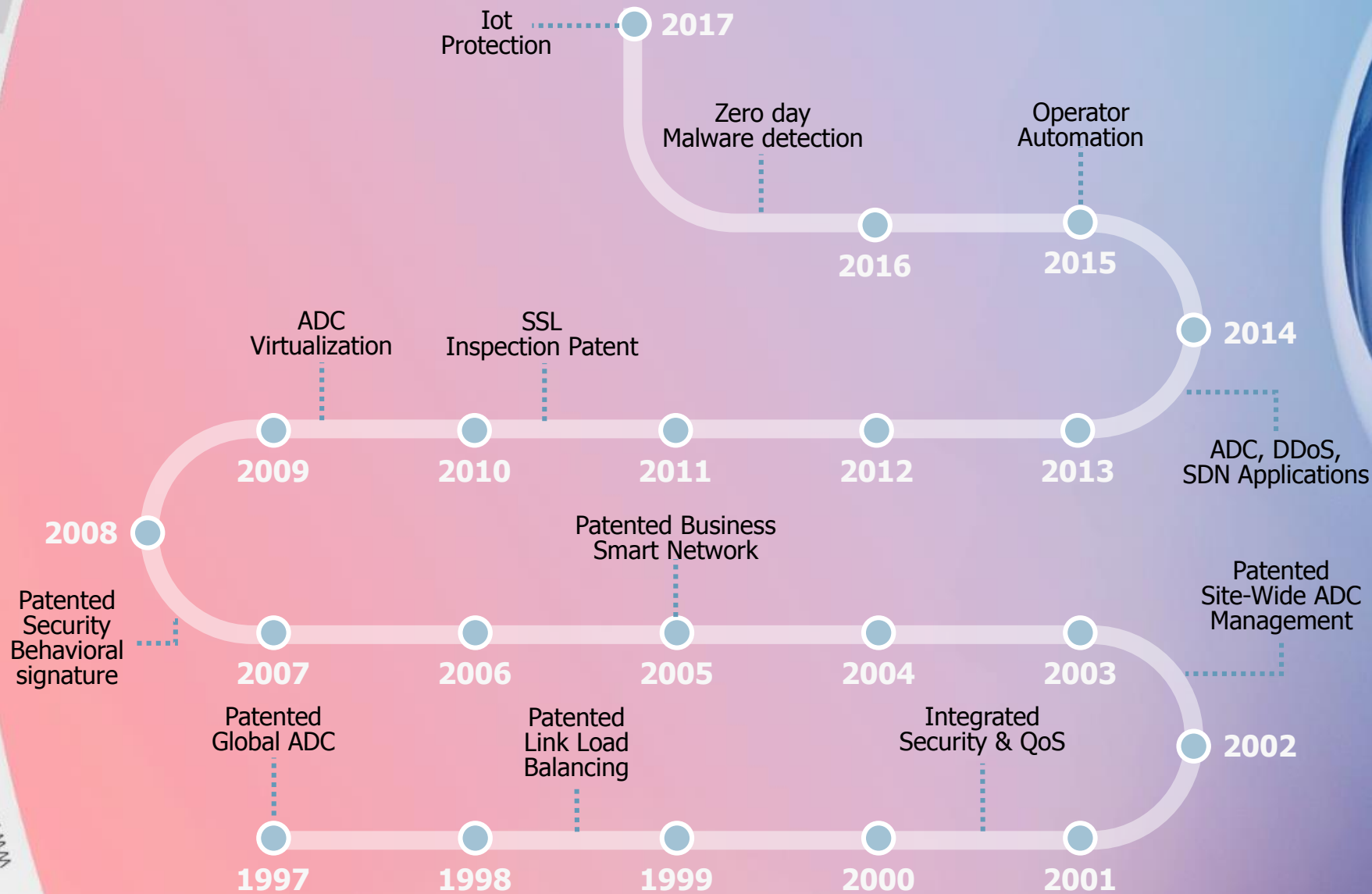




APPENDIX



Radware's innovations track record



Integrated secured delivery solution: **incoming** traffic

DDOS & WAF

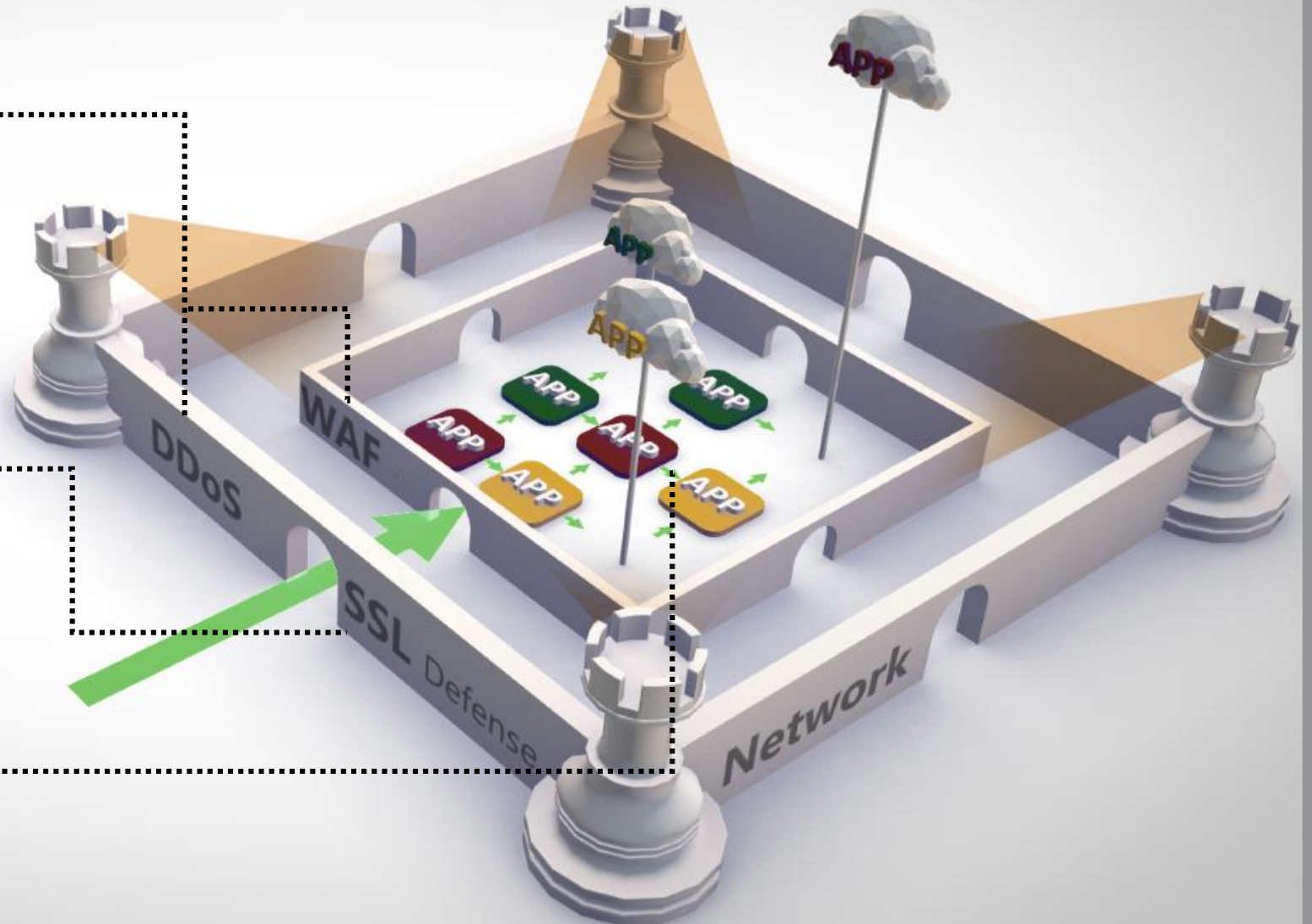
Behavioral big-data analytics and machine learning

SSL Defense

Mitigate encrypted threats

Delivery Control

Load balancing and performance optimization



Integrated secured delivery solution: **outgoing** traffic

SSL Inspect

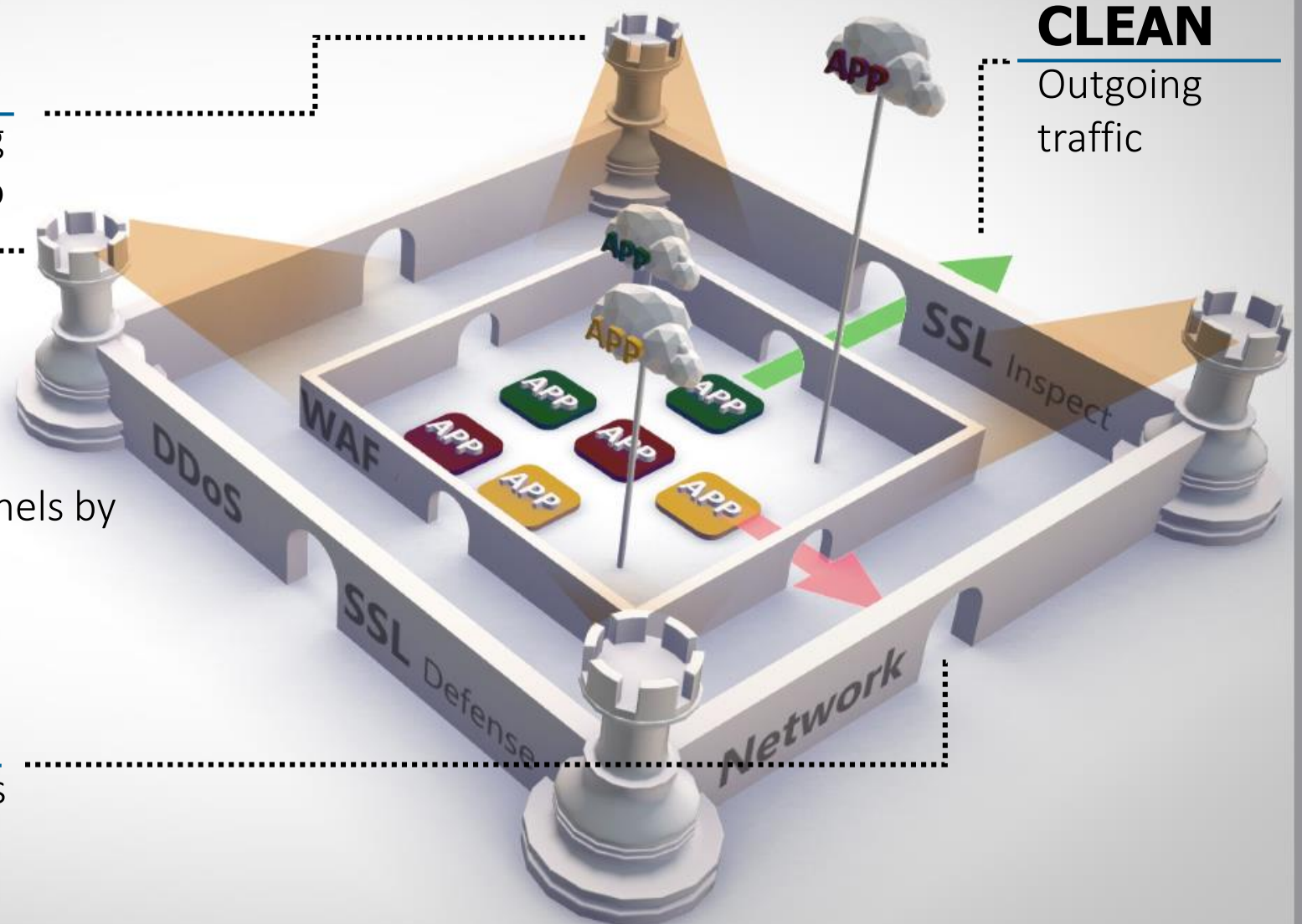
removes blind spots by enabling protection systems visibility into encrypted traffic

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

