



# Investor Presentation

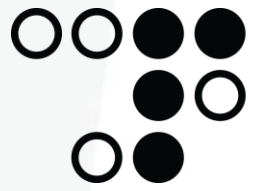
May 2019



# Safe Harbour

## DISCLAIMER

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# radware

Is a worldwide leader in

**APPLICATION**

**SECURITY & DELIVERY**

Across Datacenter and Cloud



**Our Mission:  
Securing The Digital User Experience**



For every  
business model



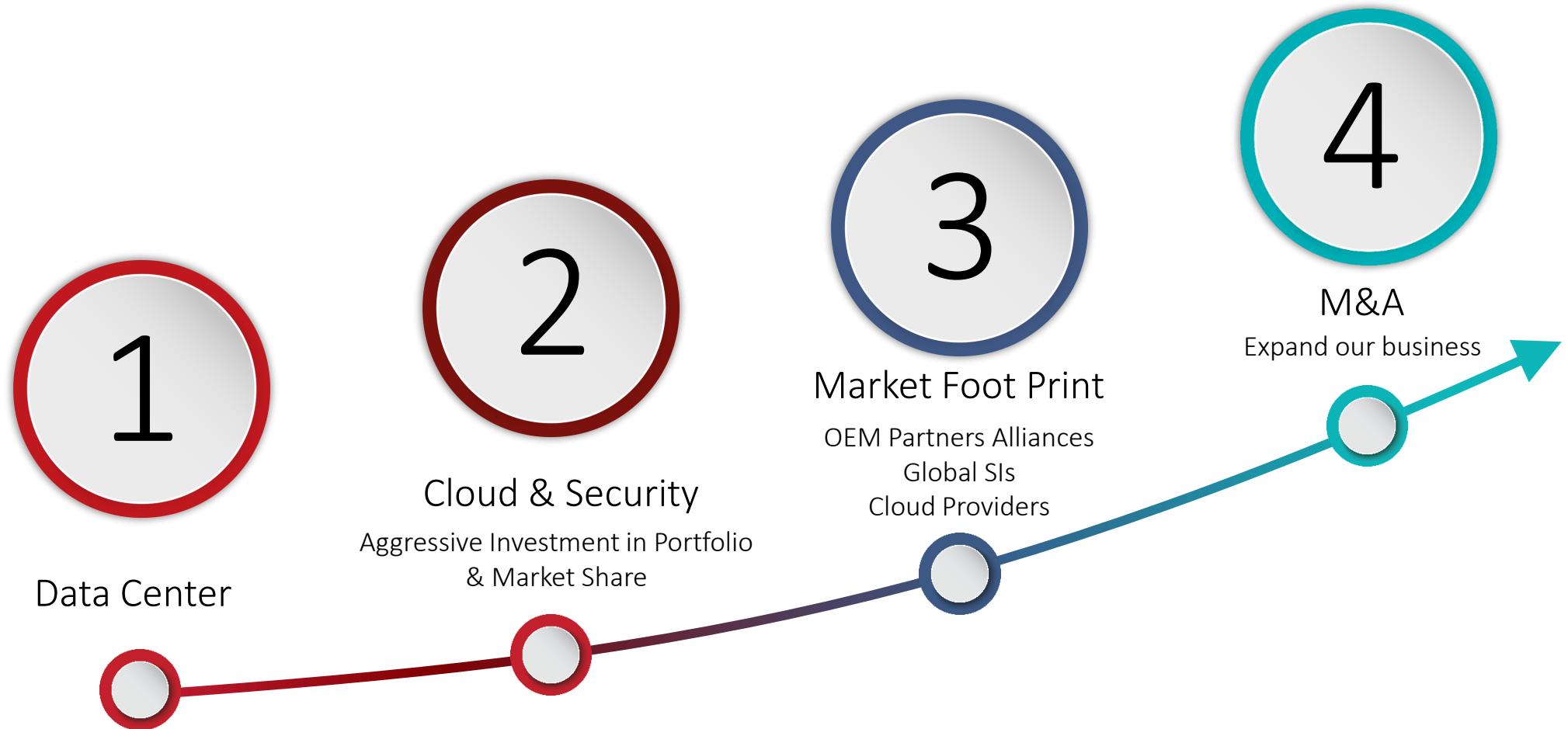
Through  
continued innovation



With a comprehensive  
offering

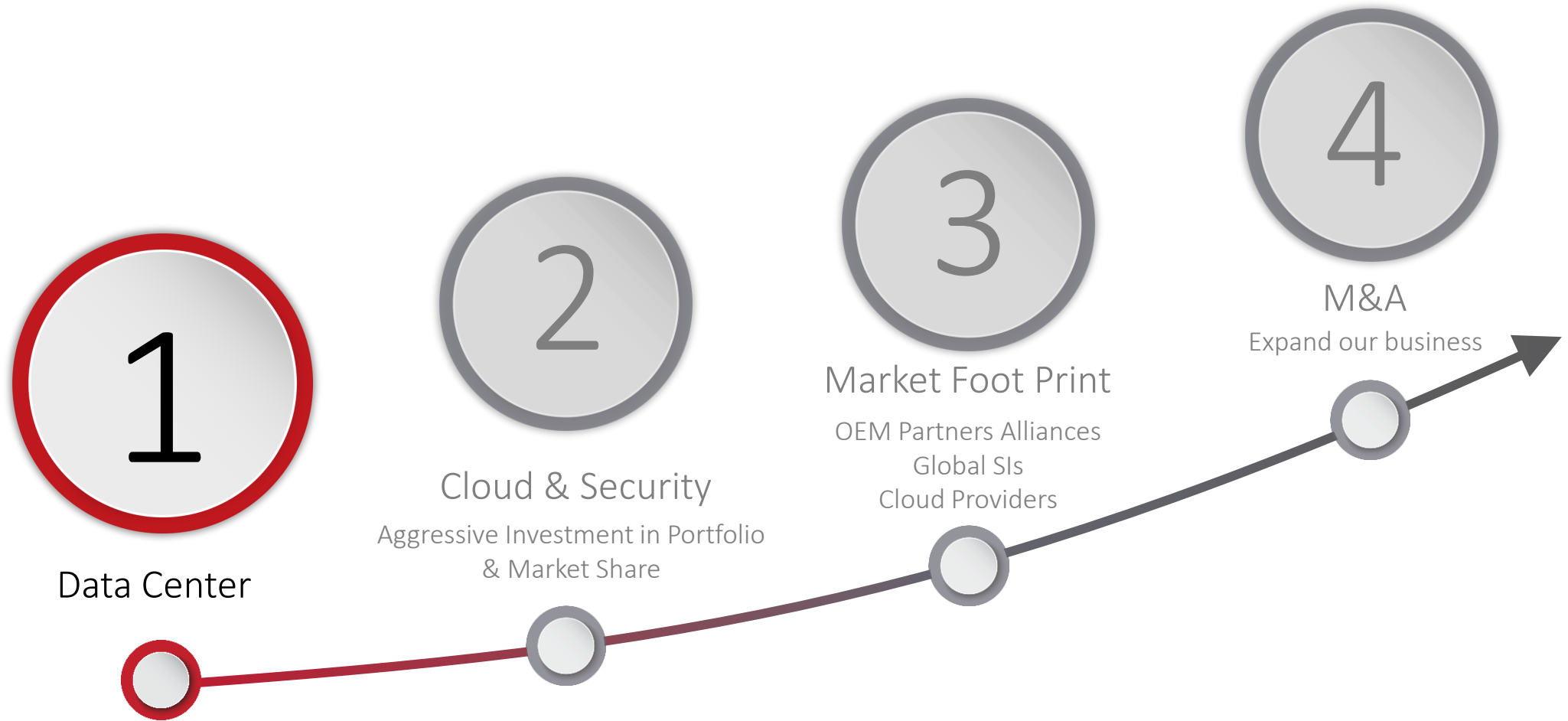


# Our Business Strategy for Growth



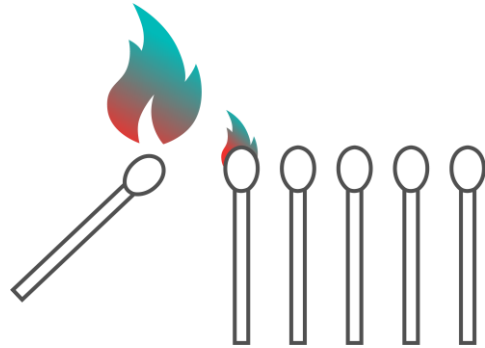


# Our Business Strategy for Growth





# The World is Changing



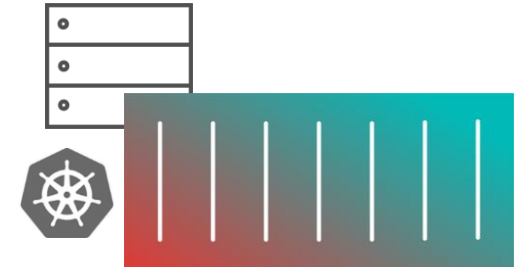
Cyber attacks reach  
a tipping point

Complexity, IoT,  
cloud attacks



Infrastructure  
is shifting

from Datacenter to  
private, hybrid and  
public cloud



Application  
Infrastructure is  
shifting

From monolithic / 3-tier to  
kubernetes and micro  
services, containers



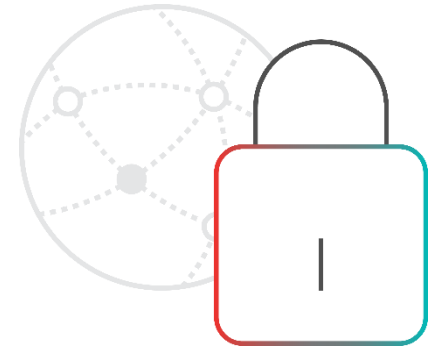
# Attack Landscape



IoT Expands  
The Bot Universe



Cloud Becomes an  
Attack Tool



Internet Becomes  
Encrypted

# Attacks Reaching a Tipping Point



IoT Botnet -  
A new Mirai Variant



January 2018



1.35Tbps DDoS  
Attack, IoT based



March 2018



Paint Malware  
Targeting Facebook  
Credentials



April 2018



Target REST API  
Vulnerability

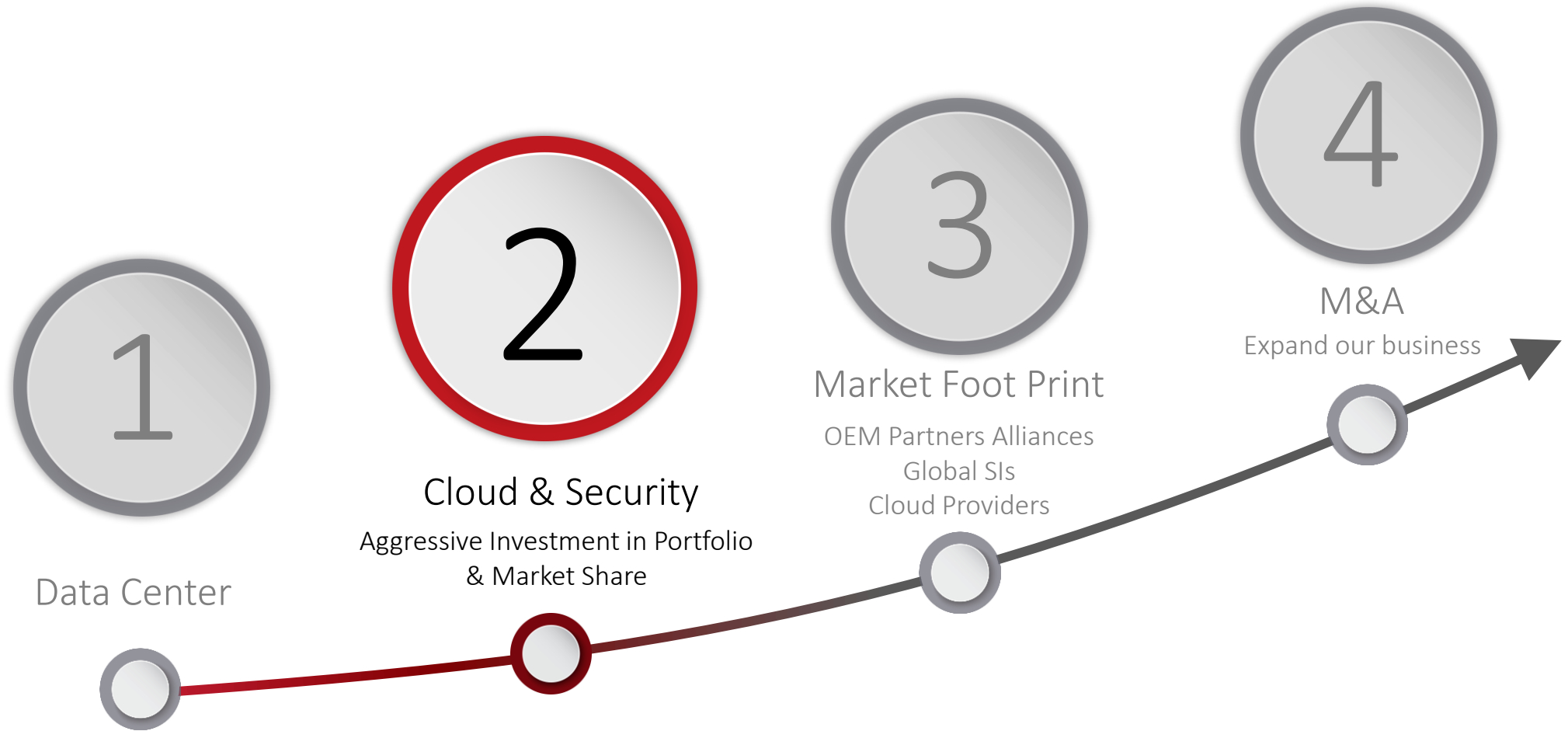


October 2018

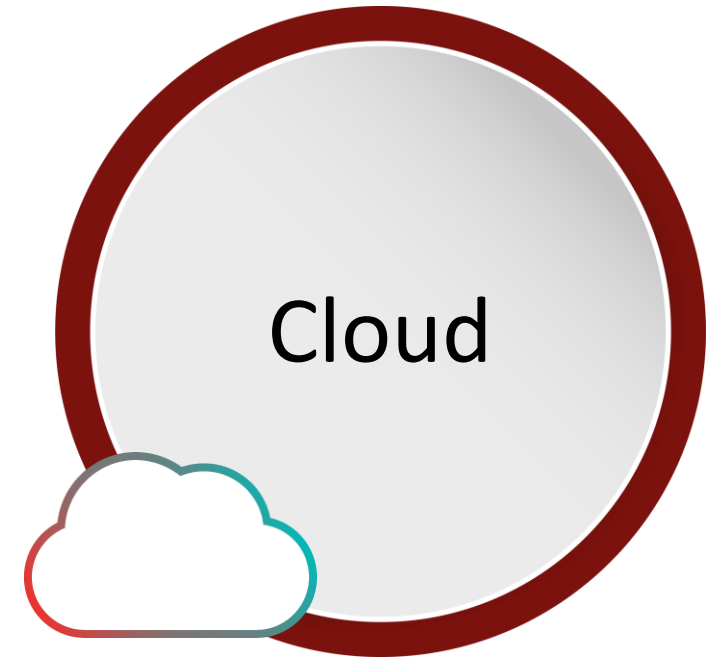
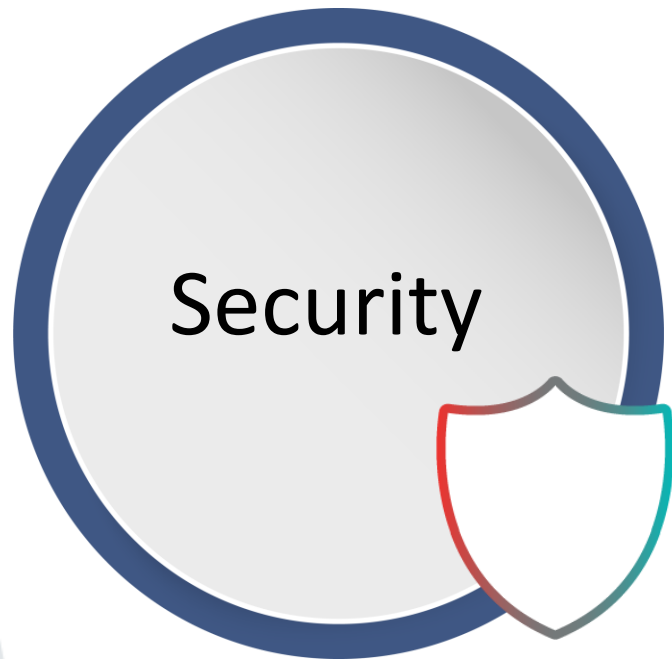




# How? Trough Portfolio Evolution

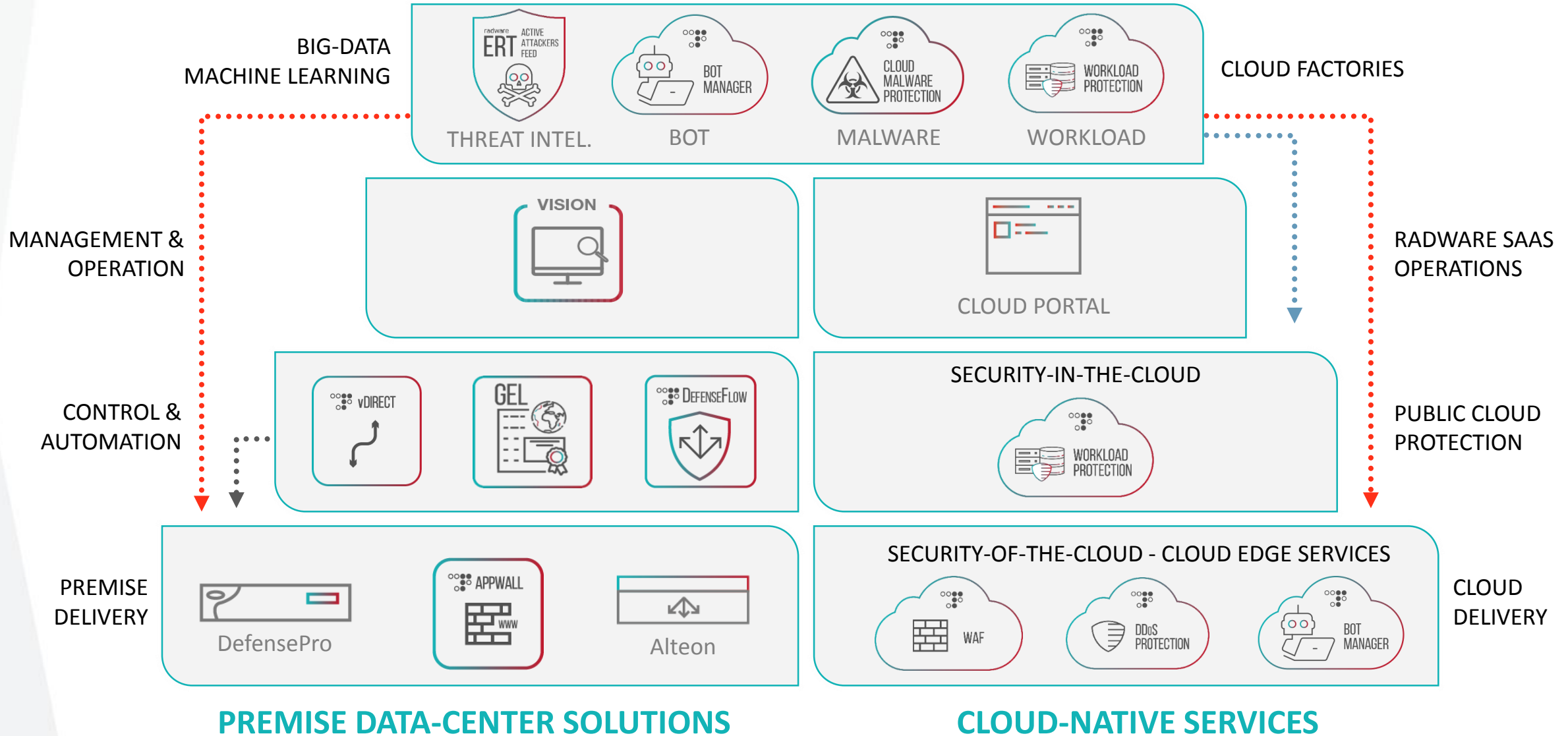


# Strongly Positioned for Today's Challenges and Needs





# Deep and Integrated Solution Portfolio





# Radware AMS Multi-dimensional Competitive Advantage



## **BREADTH OF ATTACK COVERAGE**

(Secure the network, Application and API's)



## **SELF-LEARNING ALGORITHMS**

Behavioral anomalies detection

Auto-fingerprinting generation



## **COMPLEX ZERO-DAY ATTACK MITIGATION**



## **DEFENSE AUTOMATION**

Premise-Cloud/Premise-Scrubbing

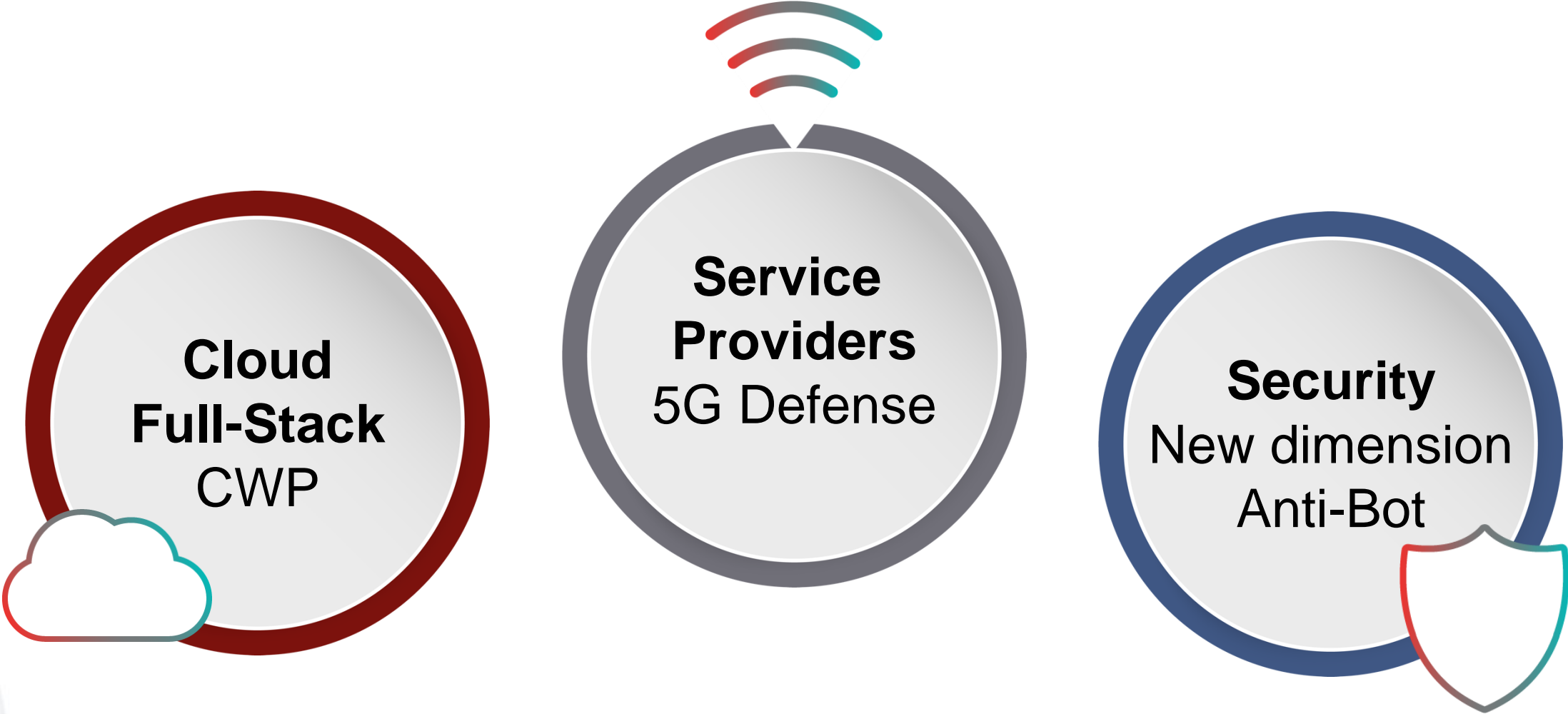
Data-center Edge-Application (DP-WAF)



## **THREAT INTELLIGENCE FEEDS (AI-DRIVEN)**



# Expanding Our AMS Leadership





# A Growing Global Cloud Service Infrastructure



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**11** Scrubbing centers worldwide

**24** Cloud WAF PoPs

**>5Tbps** Of global mitigation capacity



# Subscription Offering Continues to Grow

## Products



ERT Active Attackers Feed



Security Update Subscription (SUS) for AppWall

Alteon Perform Subscription

Alteon Secure Subscription



Alteon Global Elastic License



Radware Bot Manager

## Cloud

Cloud DDoS Protection Service

Cloud WAF Service

Cloud Web Acceleration Service

Global CDN Service



Cloud Malware Protection Service



Cloud Workload Protection

## Management & Control



Vision Analytics

Right to Use (RTU) Subscription

Vision Device Performance Monitoring (DPM) Subscription

MSSP Portal Subscription



DefenseFlow

## Professional Services

ERT Under Attack Service

ERT Managed Service



# How? Trough Footprint Expansion

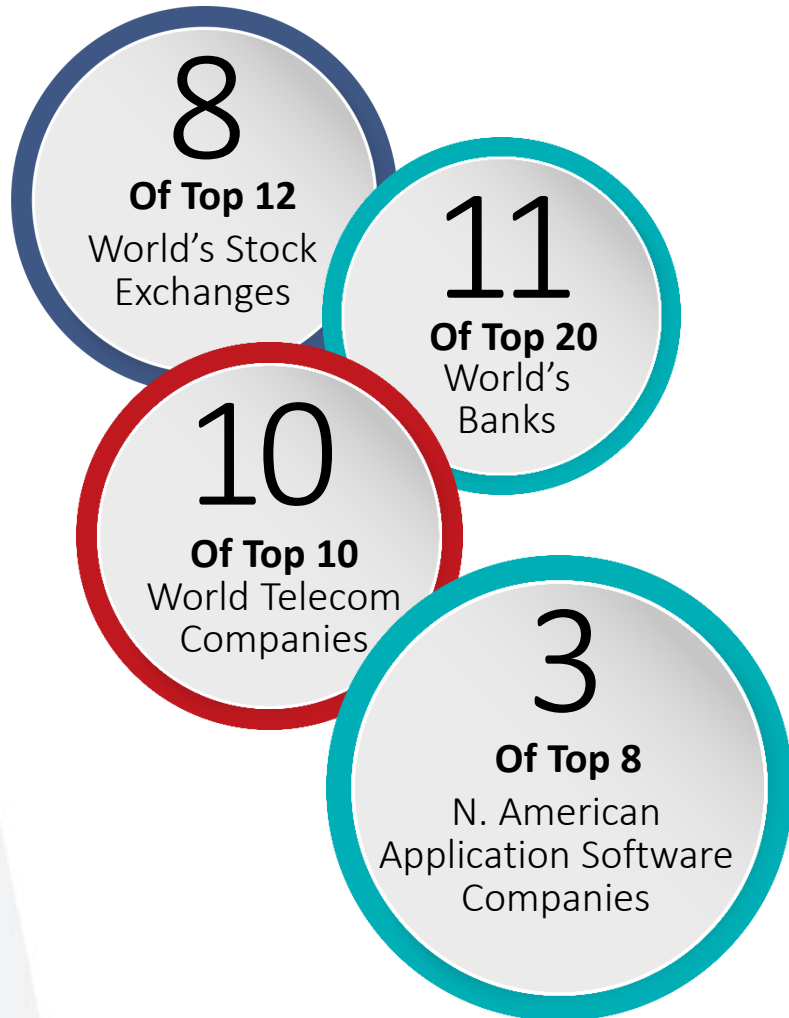






# Diversified Customer Base

Over 12,500 Customers



2018: Over 20 Deals >\$1M

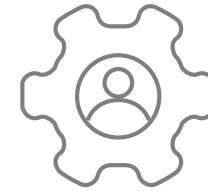




# Leading Technology Validated



Market  
**RECOGNITION**



Strategic  
**BUSINESS  
PARTNERS**



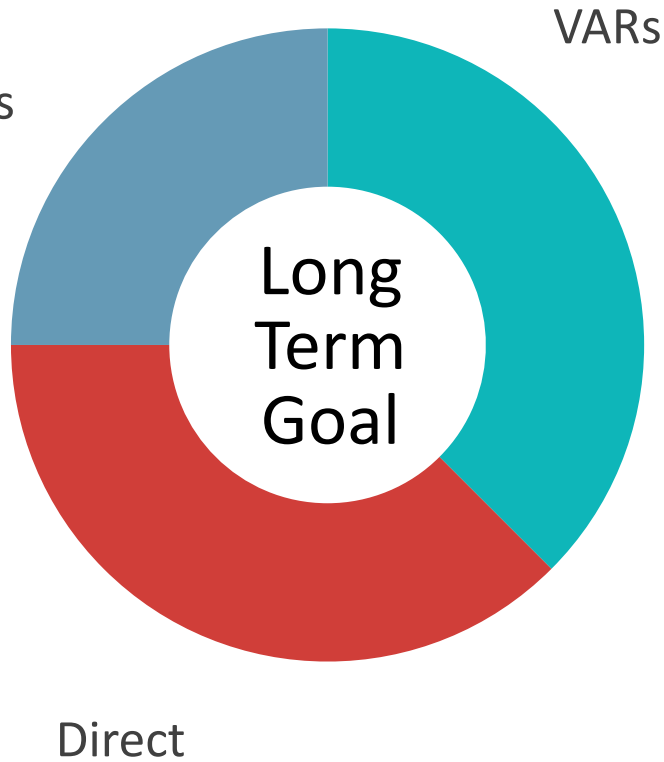
Check Point  
SOFTWARE TECHNOLOGIES LTD.



# Increasing Market Footprint through 3<sup>rd</sup> Parties

Strategic Partners, System Integrators, Service Providers

to increase to **> 20%** of bookings



**1** Deeper and broader relationships with strategic partners, adding Radware solutions to their price lists

**2** System Integrators growing role in developing cyber-security strategies

**3** 3<sup>rd</sup> party relationships are a force multiplier and lead to new logos



# Actively Searching for Inorganic Opportunities





# Acquisitions to Expand Offering and Presence

\$420M

Cash and Equivalents  
as of Mar-19

Technology Driven  
Acquisitions

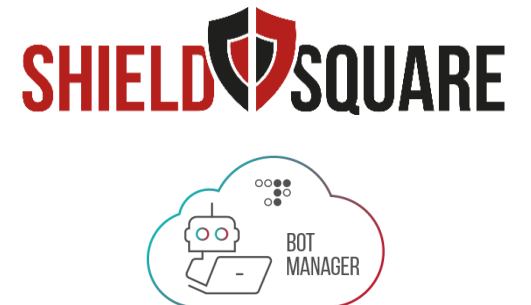
Business Driven  
Acquisitions

## Latest Examples

January 2017



Q1 2019





# Financials

Updated for Q1 2019



# Q1 19 Business Indicators

+13%

Revenue growth

>20%

Subscription bookings  
of Total

Total Deferred Revenues\*

\$159M

Up 8%

\* As defined by the Company

EPS  
3x

From \$0.06 to \$0.18

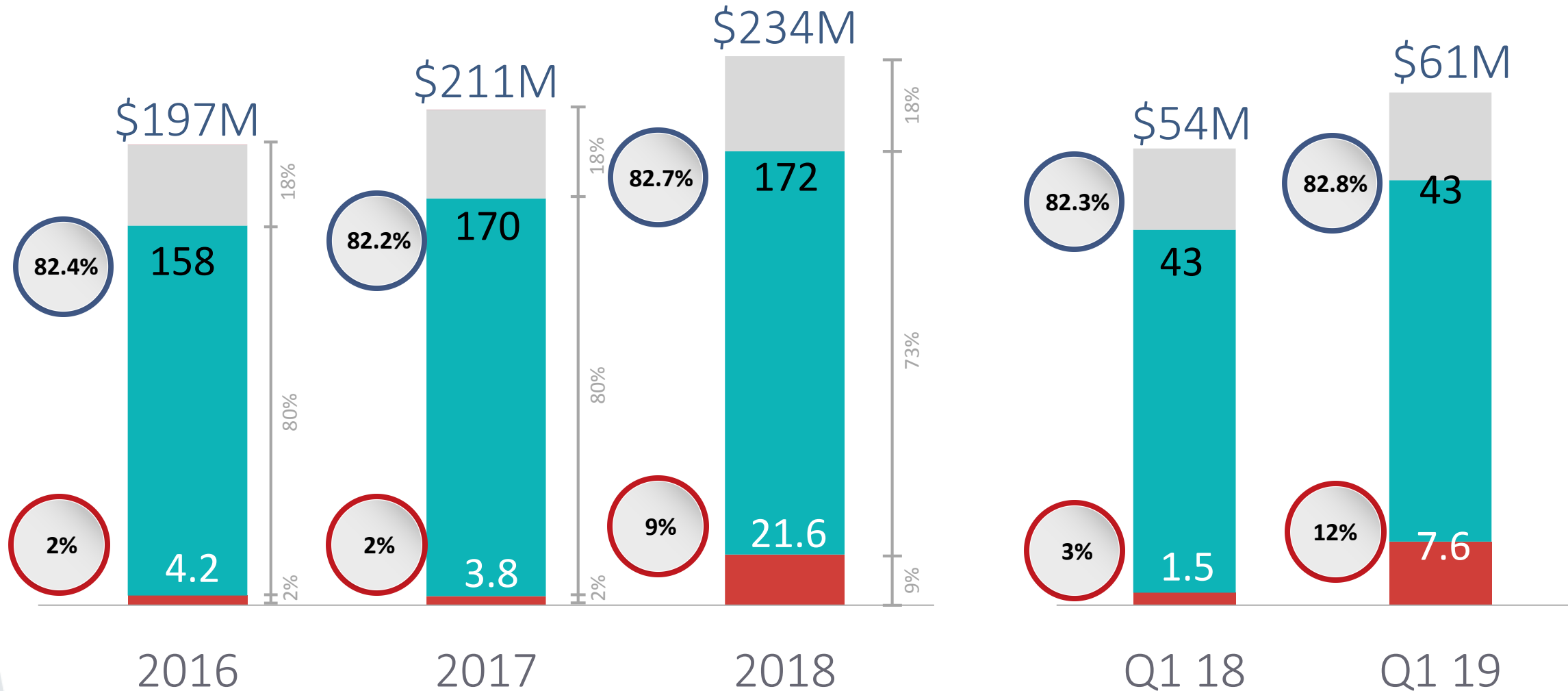
\$23M

Operating Cash Flow  
almost 2x from Q1 18



# Operating Leverage

■ Operating Income ■ Operating Expenses ■ COGS

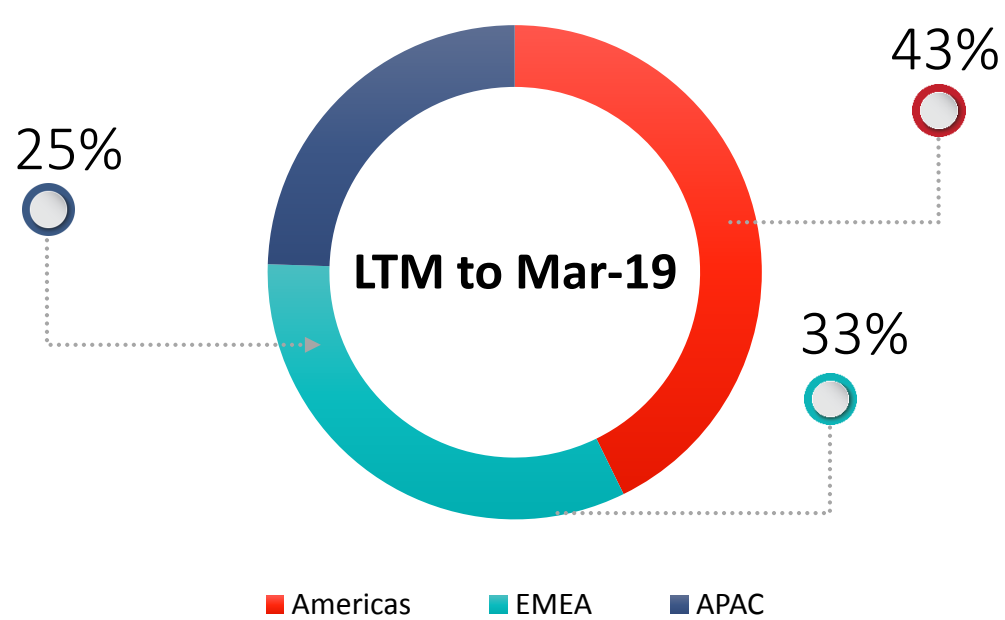




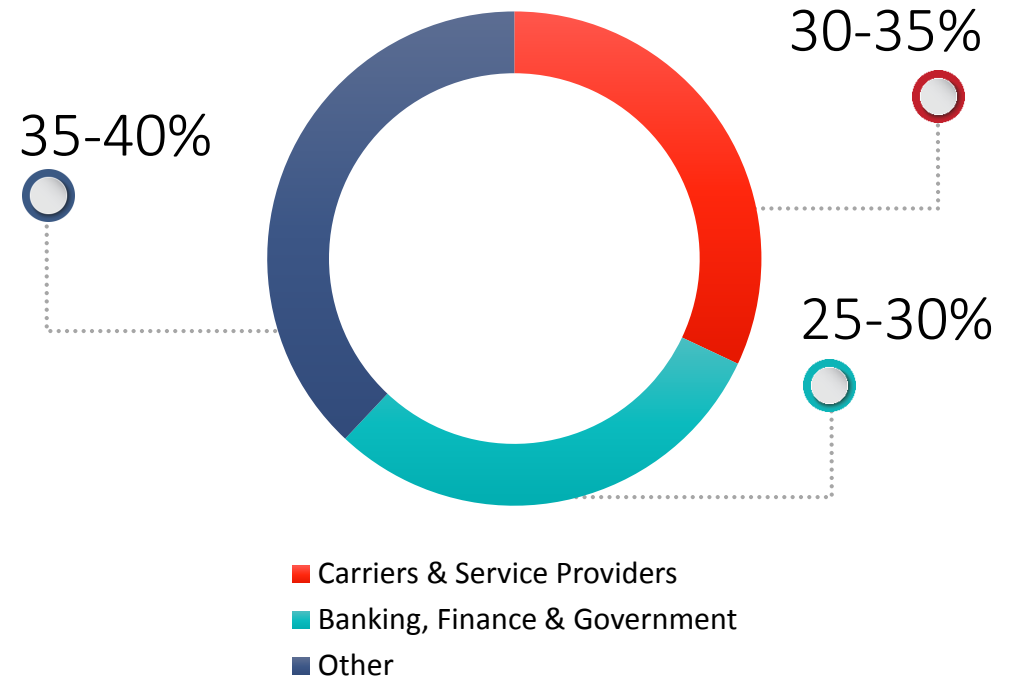


# Balanced Presence

## REVENUES BY REGION



## VERTICAL EXPOSURE



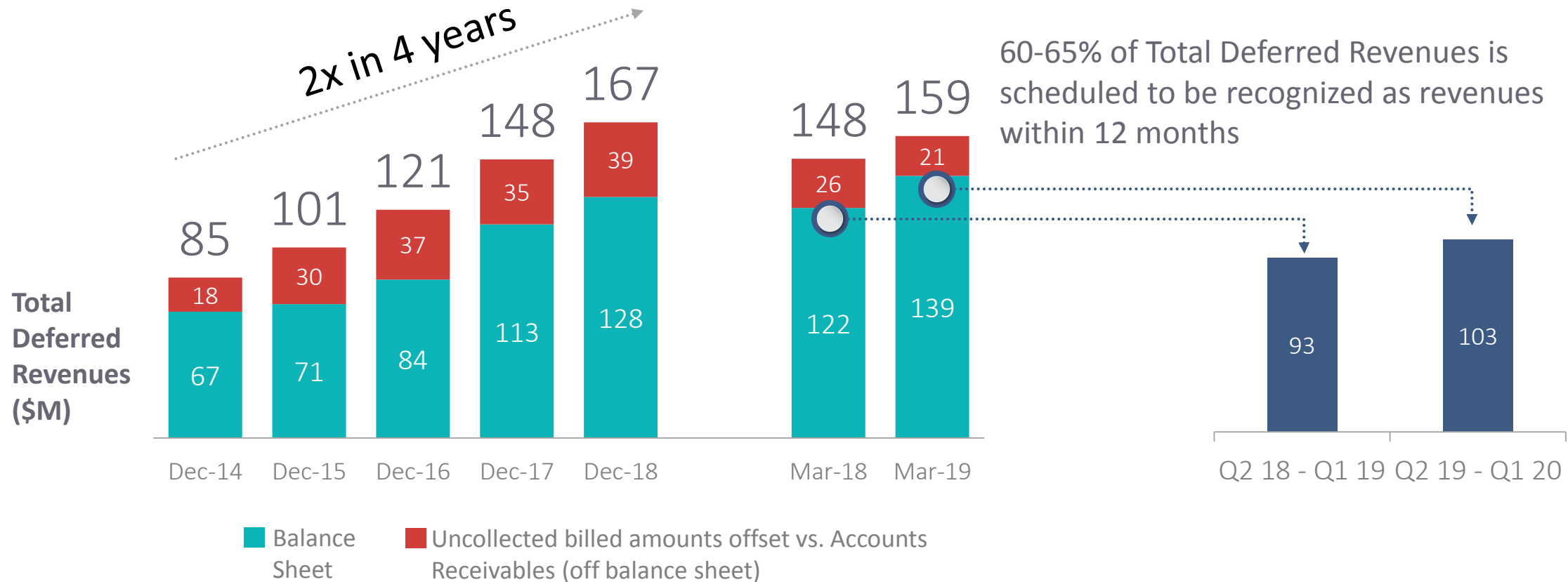
**~1,100  
Employees**

**35  
Offices**



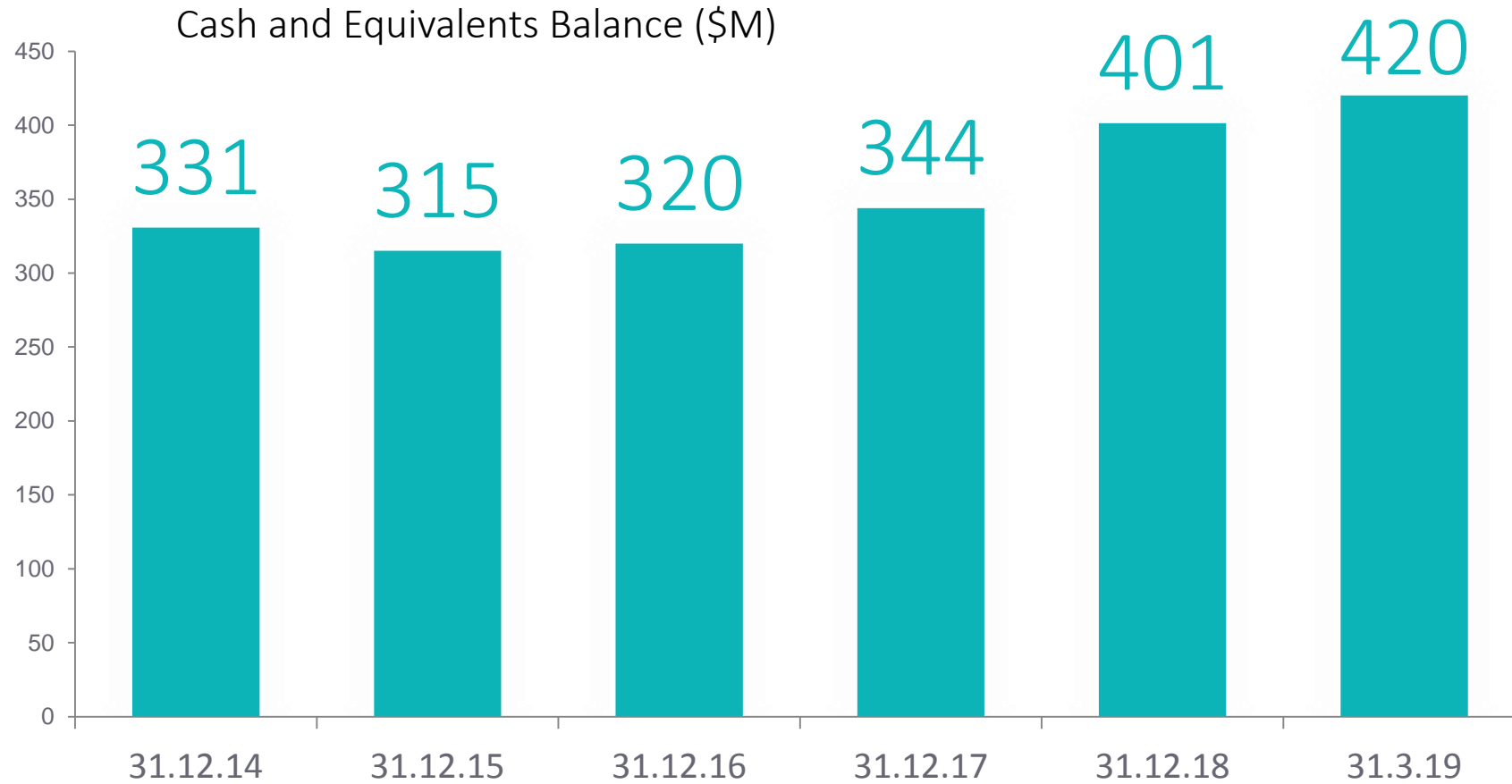
# Shift to Subscriptions on Track to Secure Our Performance

PROVIDES US WITH VISIBILITY & CONFIDENCE



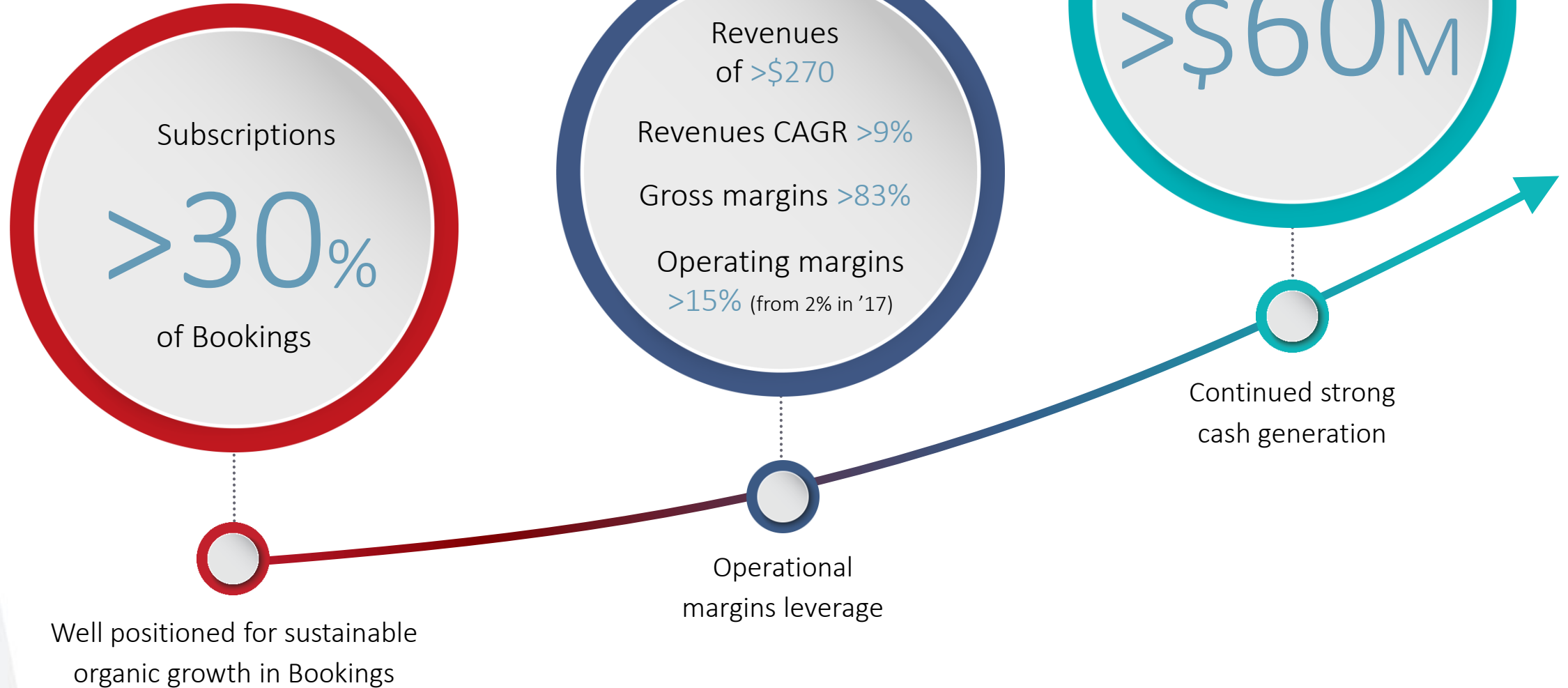


# Continuous Strong Cash Generation





# 2020 Model





Thank You