

Investor Presentation

July 2016





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Radware is the leading provider of
holistic cyber security and **application delivery** solutions
ensuring optimal service level for applications
across enterprise and cloud data centers



At A Glance

We ensure optimal service level for applications across data center and cloud



Founded 1997 / Public 1999



Approx. 1,000 employees



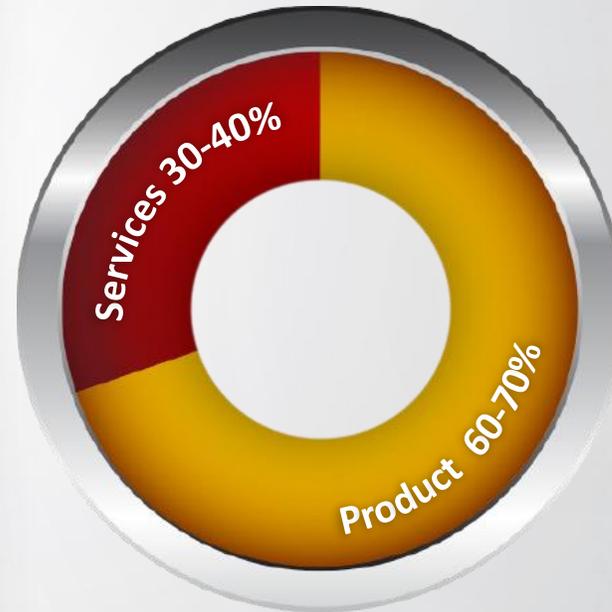
FY15 Revenue : \$217



3Q'16 Revenue Guidance: \$50M – 53M



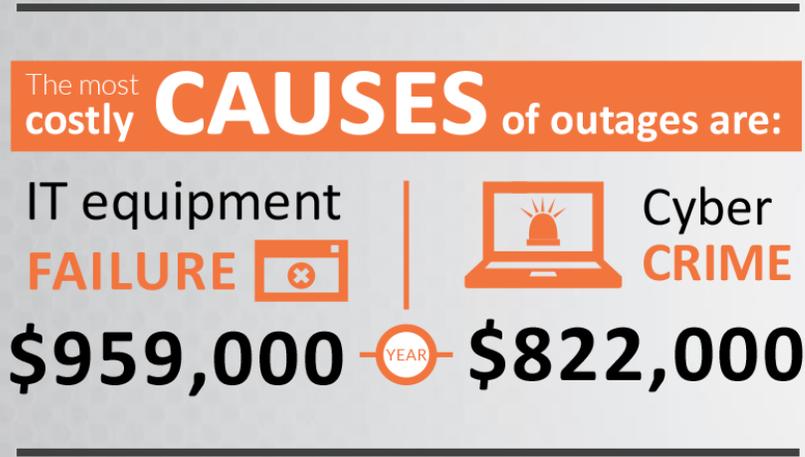
Offices worldwide: 30



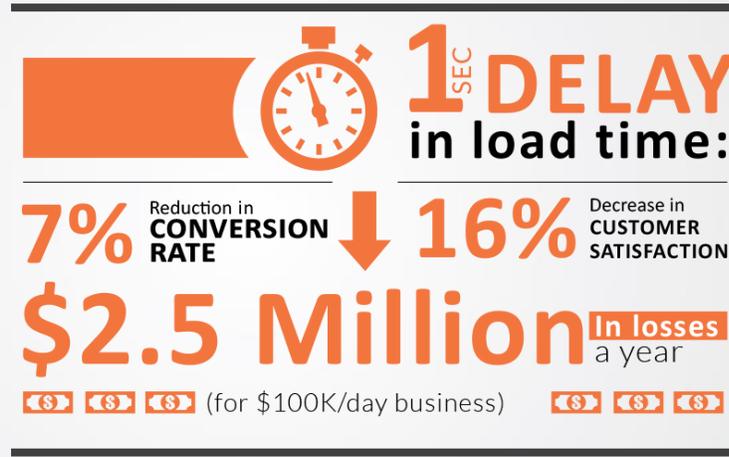
Revenues

New Products ~ 60/70%
Services ~30/40%

Service-Level Impacts Business Dramatically



* Source: Emulex Study, 2014



* Source: Gomez.com, Akamai.com, 2013

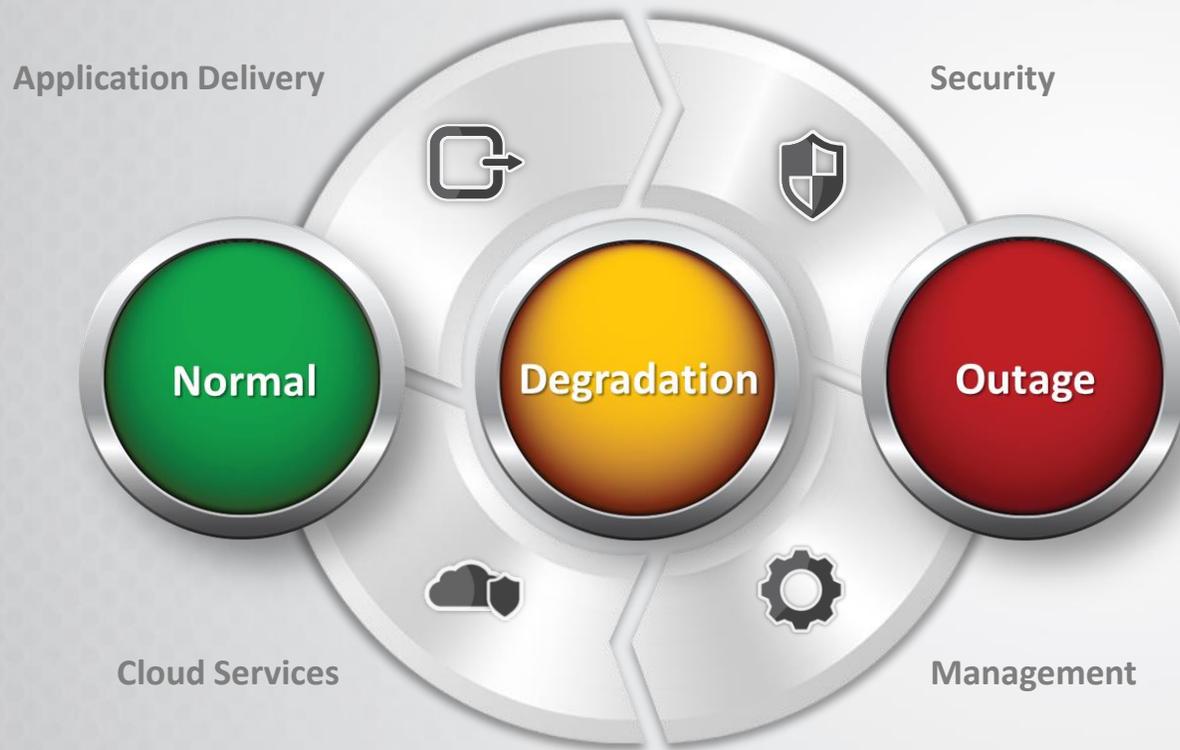


*Source: Tesco.com website performance EEG test, 2013

Today more than ever, **TIME IS MONEY**



Ensure Application Service-Level At All Times



Designed from the grounds up to
**Ensure Application
Service Level At All Times**

Key Growth Drivers



DC evolution

- Virtualization
- Cloud SDDC
- Hybrid Cloud



Growth of
Cyber attacks



Growth of
Cloud services

Significant Growth Opportunities



Unique ADC Technology Strength



Virtual ADC (vADC)

Assures required application resources to guarantee service-level



FastView Web Accelerator

browser/device-specific website optimization. Runs web sites 40% faster.



Elastic vADC

Dynamic resource allocation to applications under high demand



Unified Dashboard

For holistic service-level view and rapid root cause analysis



Security

Part of full attack mitigation architecture



Link Failover

Rapid link failover based on full-path verification

- SSL growth
- Strong integration with Security
- New Data Center build out



Recognized Leader by Gartner

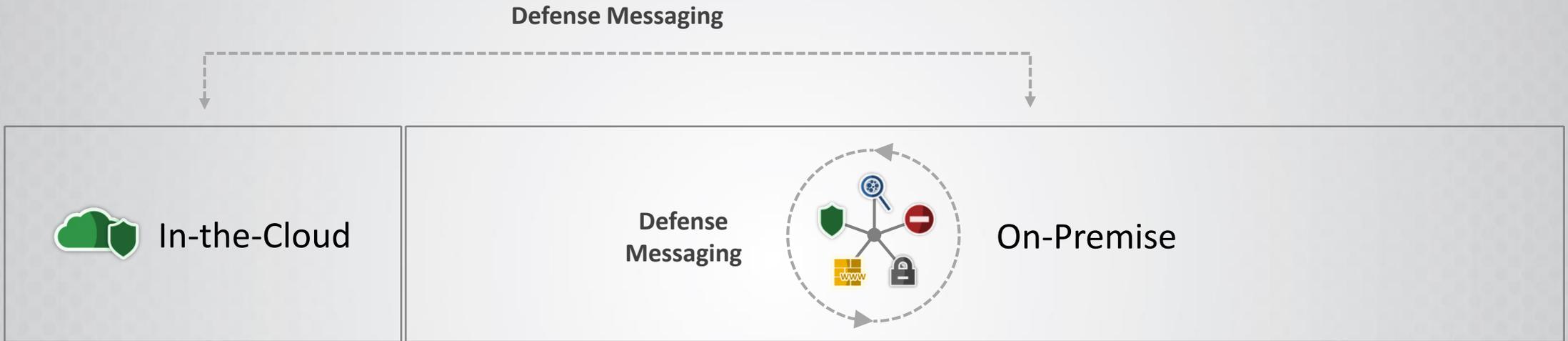


“A strong vision to meet the future needs of enterprises”

- A complete range of deployment options
- A comprehensive set of application delivery features
- Offers cost-effective solutions that can scale up ("pay as you grow"), scale in (device consolidation) and scale out
- Integrates APM and FastView ... which improves application visibility and performance



Strong integration as a cross sales enabler



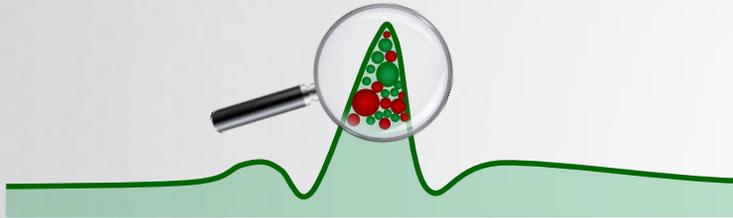
Powerful integrated security technologies

Enable higher value for customers using **the full portfolio**



Effective Cyber Technology Differentiation

Behavior-Based Detection



Shortest time
to protect

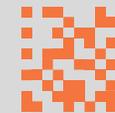


Real-Time Signature Generation



IP agnostic Fingerprinting

Signature with
multiple parameters



Business model for cloud migration & cyber threat growth

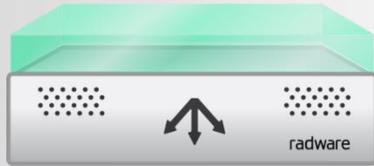
Owned / Managed Services

 Security



Integrated Attack Mitigation

 ADC



Next Generation Application Delivery

Cloud Services

 Security



Radware Security Cloud

 ADC



Cloud-Based Web Site Acceleration

Application migration to the cloud is driving the need for cloud Security



Managed Services and Cloud Ops by Security Experts



Emergency Response Team (ERT) - 24x7 dedicated team of security experts for fast mitigation under attack

Protecting against top attack campaigns



24/7/365 Service



On-Premise Device Management



Periodic Security Consulting



Online Portal & Reporting

Strategy For Growth





Core Assets

Technology



Leading
Technology



Vision and
Innovation



Repeated first to
market



Patented

Global Presence



Global sales, support
and marketing org.



More than 10,000
customers



Global cloud and
service infrastructure



Market Position

Global Technology Partners



Check Point
SOFTWARE TECHNOLOGIES LTD.

Microsoft



ORACLE



JUNIPER
NETWORKS



NEC



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Over 10,000 Customers



7 OF TOP 14

World's Stock Exchanges



6 OF TOP 10

World's Telcos



12 OF TOP 22

World's Commercial Banks



2 OF TOP 5

Cloud Service Providers



Our Business Strategy For Growth

Focused on
holistic solutions
for Data Center
**Application Delivery
and Security**

Industry leading solution through
innovation for:

- Cloud Data Centers/Providers
- SDDC Architectures
- Integrative Cyber Security
- Cloud services

Increase our **Market Foot Print**
Through:

- OEMs and Alliances
- Cloud and CDN providers
- Standard channels
- Enhanced GTM resources



ORGANIC GROWTH



Expanding our
business through
M&A

Financials





Investment Highlights



Leading Player in Cyber Security and Application Delivery Markets



Growth Drivers include Cyber Security, Cloud Computing and SDDC, LTE, NFV



Strong **Customer Base** with Over 10,000 Customers



Best of Breed **Technology** and Solutions



Expanding **Market Presence** Directly and Through OEM Partners



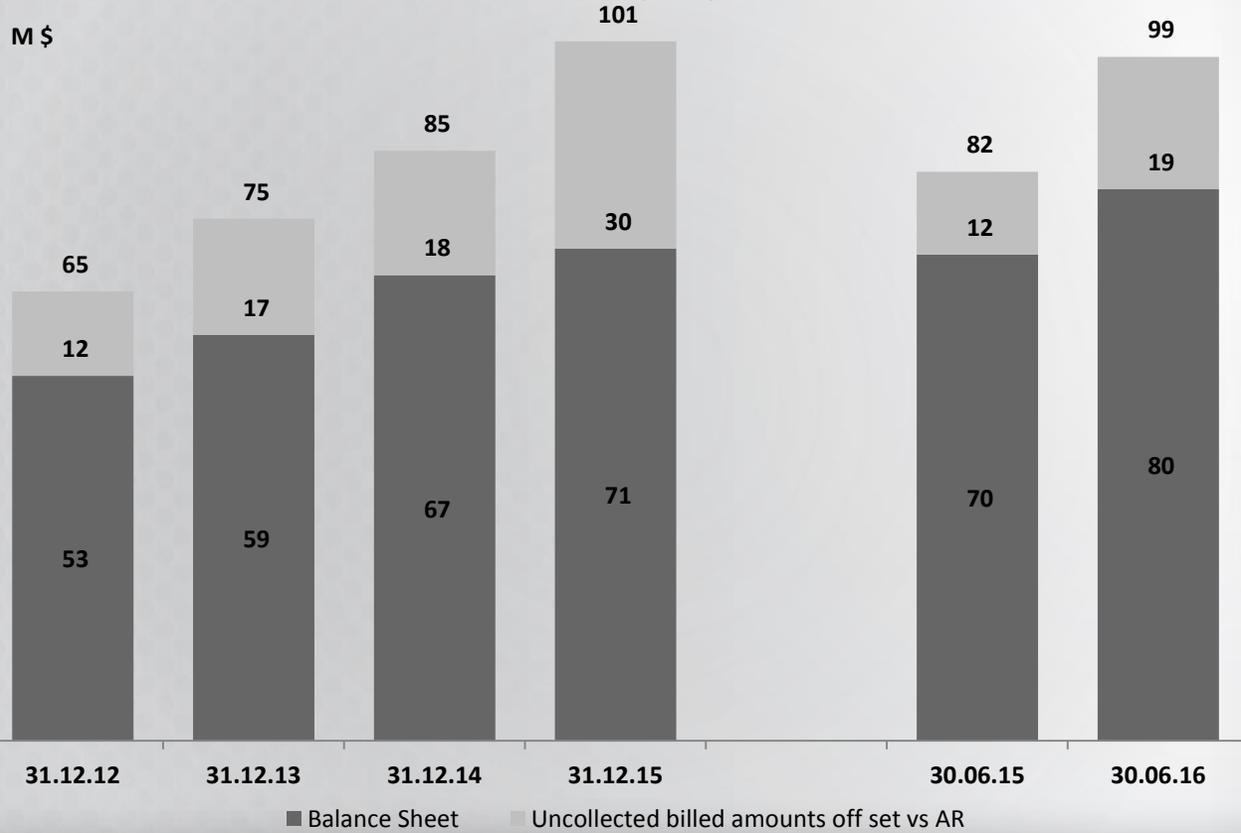
Profitable with Strong Balance sheet and **Cash** Generation



Base Line for Long Term Growth

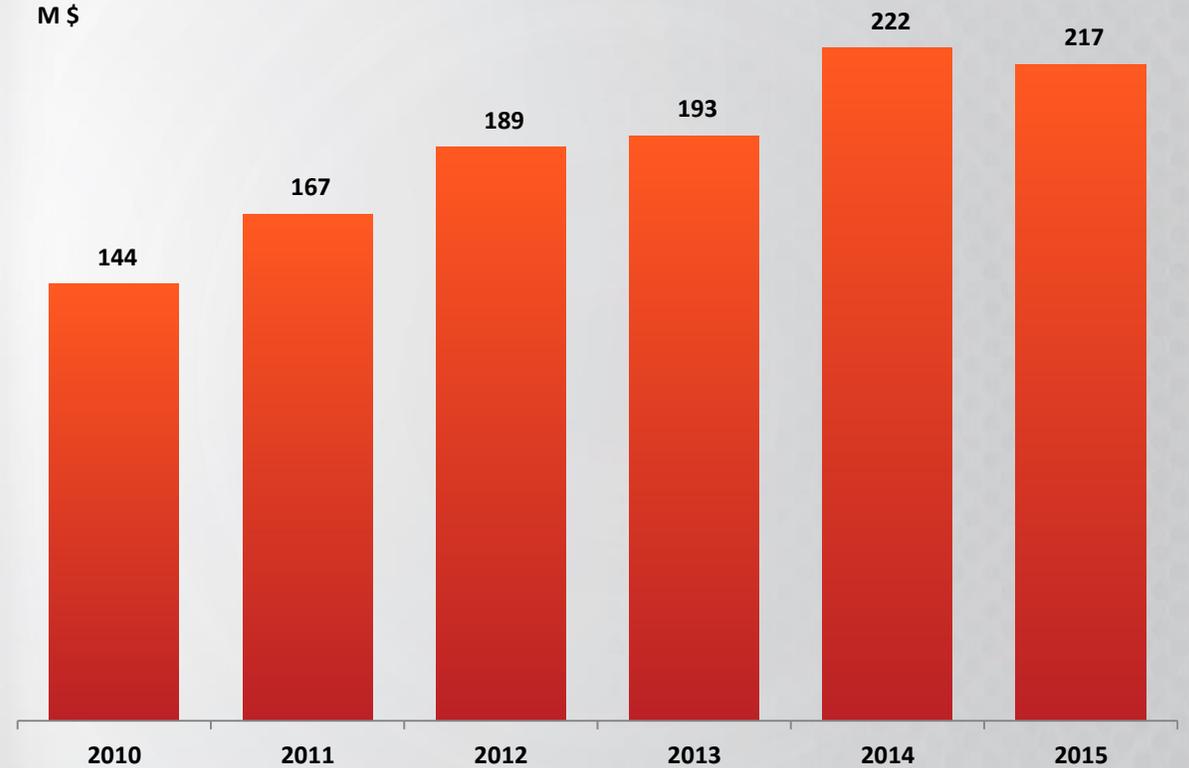
Deferred Revenues (\$M)

M \$



Revenues (\$M)

M \$





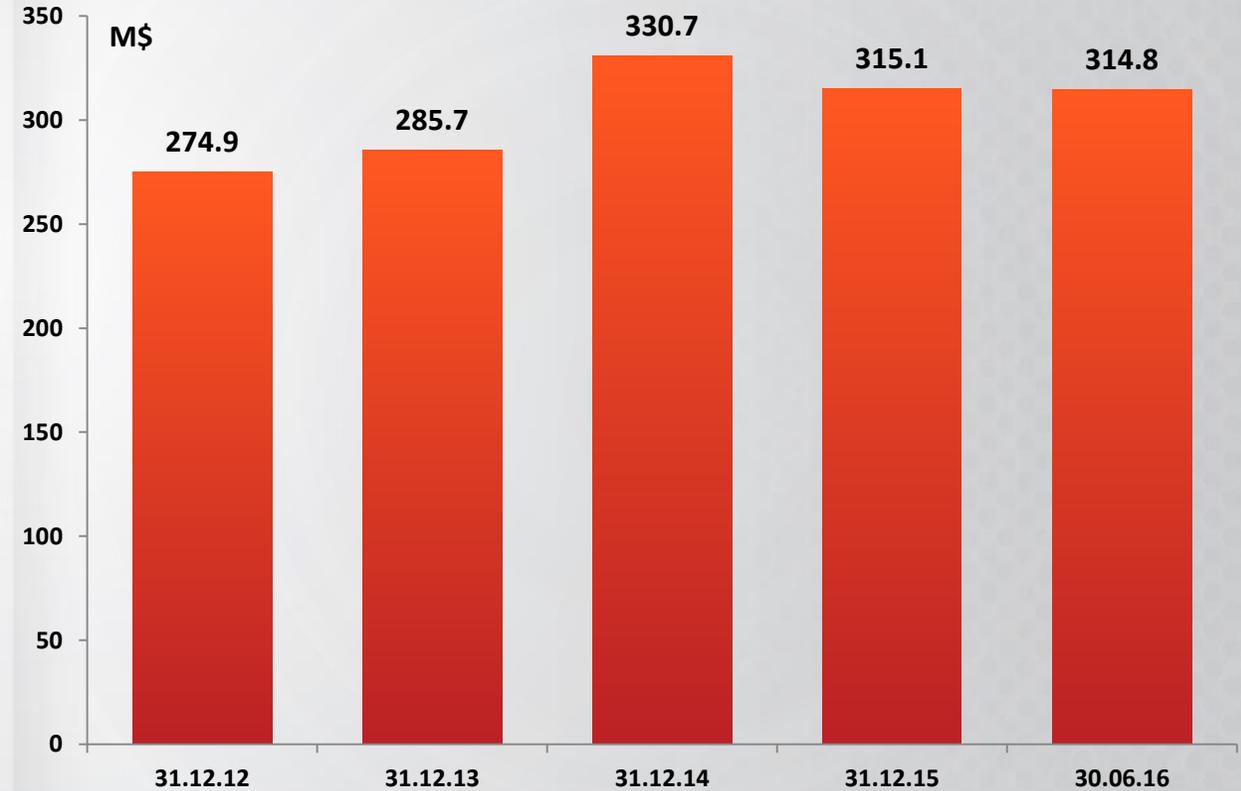
Cash Flow Trend

Repurchased \$53M of Common Stock in FY15, \$12M YTD 2016

Cash per share (\$)

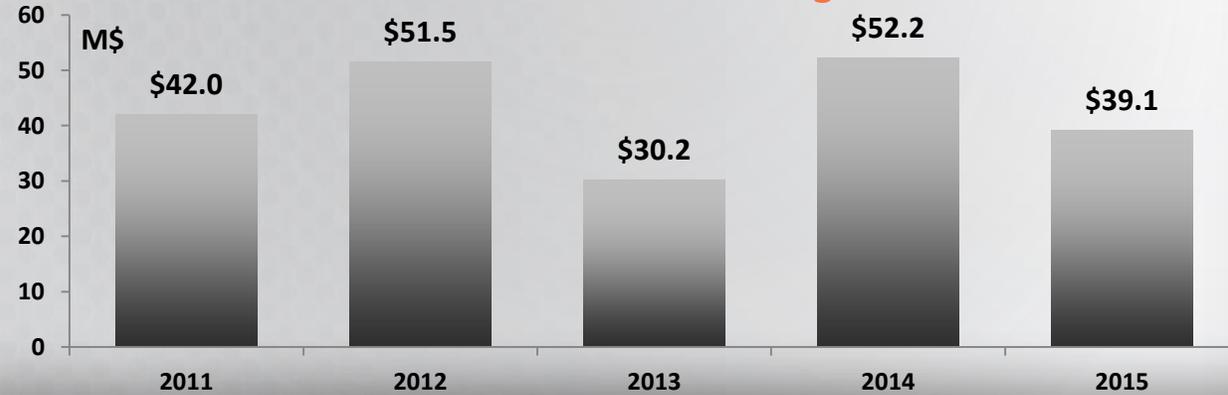


Cash Balance (\$M)



Operating Cash Flow (\$M)

Continuous Strong Cash Generation





Summary



Growth

driven by market trends
and our solution/offer



Leadership

through technology
and innovation



Diversity

product portfolio,
customer base, end markets
and geographic exposure

Ensuring Application Service-Level via Innovative Application Delivery and Security Solutions



radware

Every second counts

