

# Investor Presentation

May 2022



# 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](http://www.sec.gov) or may be obtained on Radware’s website at [www.radware.com](http://www.radware.com).*

# Radware at a Glance



\* For the 3 months period ended March 31, 2022



# We Secure Digital Experiences

## All the Time Everywhere



# This is Radware Complete Mitigation Suite



## Radware's Core Business

### Application Availability

Application delivery



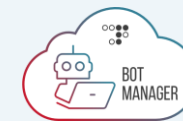
### Application and Data Center Security

Mitigation of denial-of-service and application attacks



### Cloud Security As-a-Service

Mitigation of data centers, web applications, API and automated attacks



## The Hawks Business

### SkyHawk

Protection of application hosted in the public cloud



### EdgeHawk

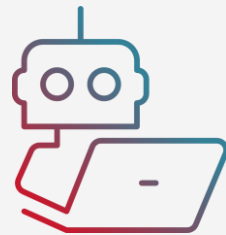
Protection of carriers' Edge

# We Mitigate Diversified Cyber Attacks



## Carpet Bombing Attacks

**Amplification & Reflection** attacks protection



## DNS Attacks

Automated **Behavioral DNS Protection** for authoritative & recursive DNS



## Burst Attacks

**Behavioral-Based Burst** attack protection



## Encrypted Attacks

Integrated **0-Latency** multi-layer **SSL-Flood** protection



## IoT Botnets

Real-time intelligence feed **to block active attackers**

# Cyber Attacks Campaigns

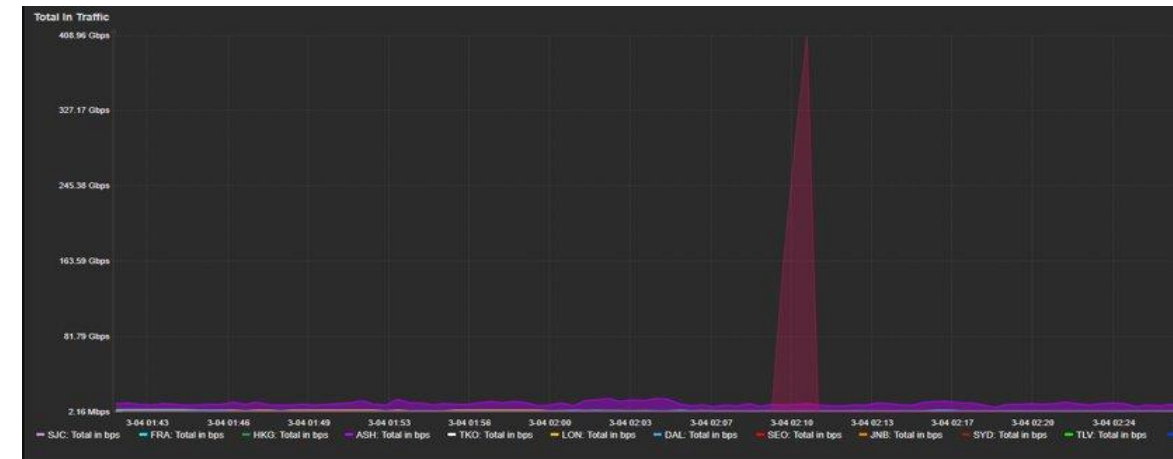


**'Most Severe' Cyberattack Since Russian Invasion Crashes Ukraine Internet Provider**

**Russian cyber-attacks in Ukraine have peaked, says State Special Communications Service**

**Ukraine's postal service hit by cyberattack after Moskva warship stamp goes on sale online**

**Russian hacking in Ukraine has been extensive and intertwined with military operations, Microsoft says**



# Cyber Attacks Campaigns

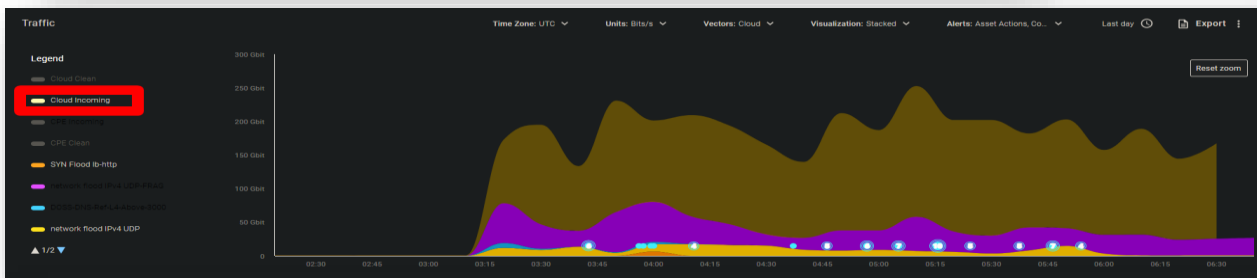
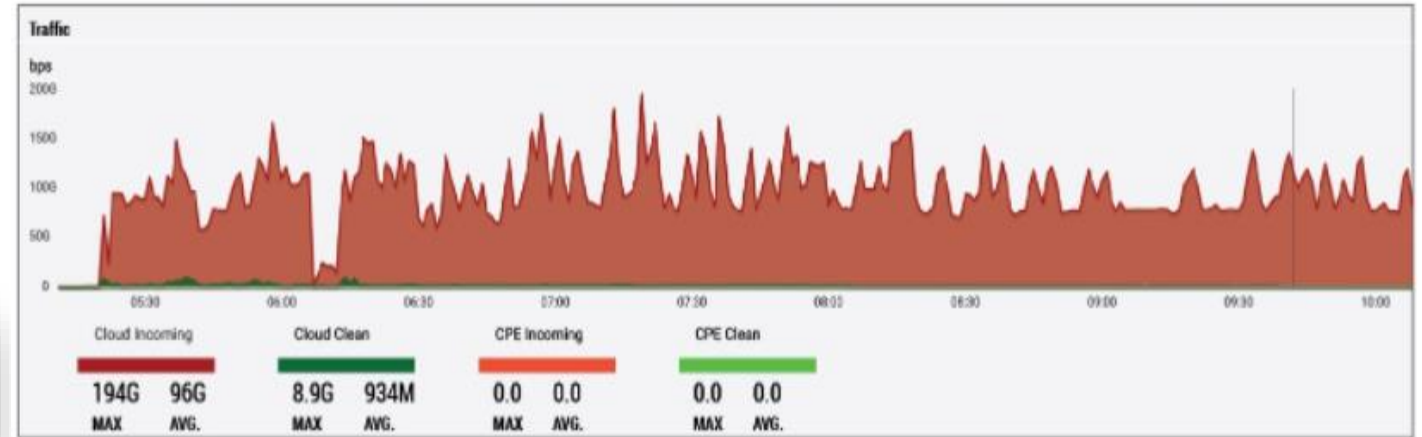


[Home](#) | Israel News

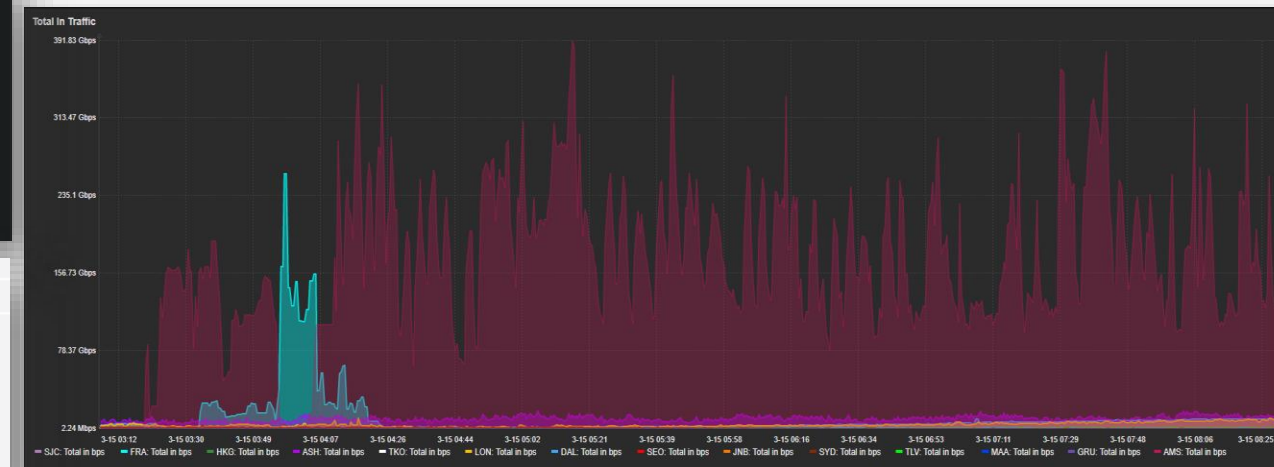
## Israeli Government Sites Crash in Cyberattack

A defense establishment source claims that this is the largest-ever cyberattack carried out against Israel

The websites of the interior, health, justice and welfare ministries had been taken offline, as was that of the Prime Minister's Office.

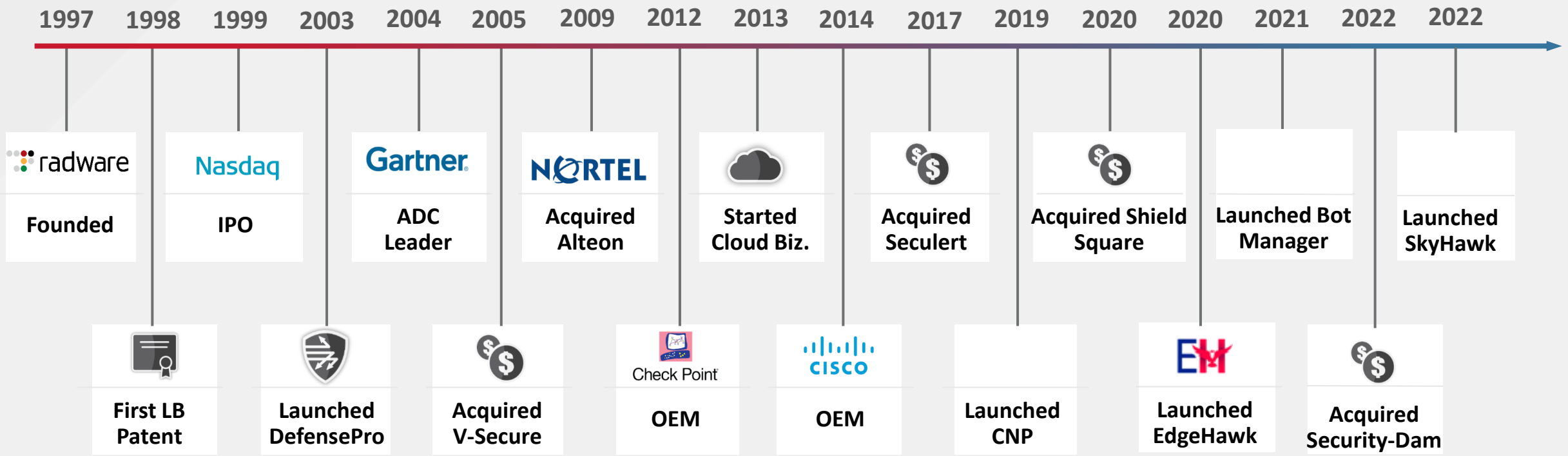


Name	Total (bytes)	Peak (bps)
network flood IPv4 UDP-FRAG	588T	134G
network flood IPv4 UDP	27.5T	27.6G
ert-udp-frag	279G	26.1G
DOSS-DNS-Ref-L4-Above-3000	581G	15.9G
DOSS-UDP-flood-80-Req	586G	4.6G





# Radware Evolution



# Investment Highlights



Why Radware?

→ Leading Differentiated Technology

→ Large Market Opportunity

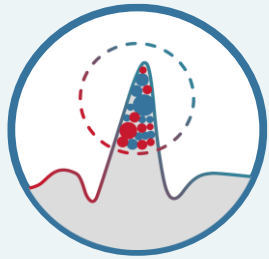
→ Growth Acceleration Opportunities

→ Strong Financials

# Investment Highlights

Differentiated Technology:

Broad and Deep Offering with Innovative Technology



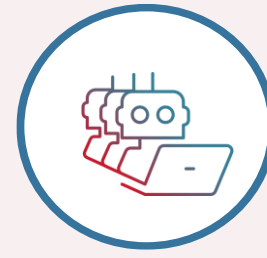
## DDoS Protection

Behavioral-based detection  
Real-time signature creation



## Web Application Protection

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



## Bot Management

Behavioral and ML to identify Bot patterns  
Protects against all form of account takeover



## API Security

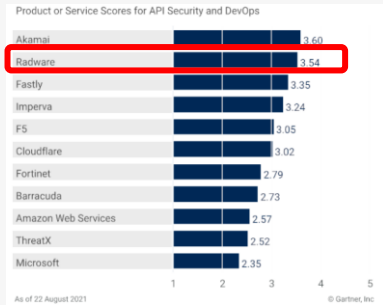
Auto-discovery of APIs  
Generates security policies to block API attacks in real-time

# Investment Highlights

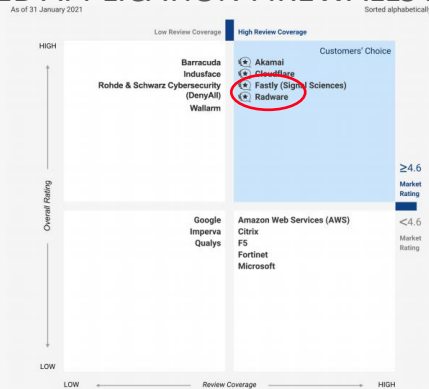
## Differentiated Technology: Industry Recognition



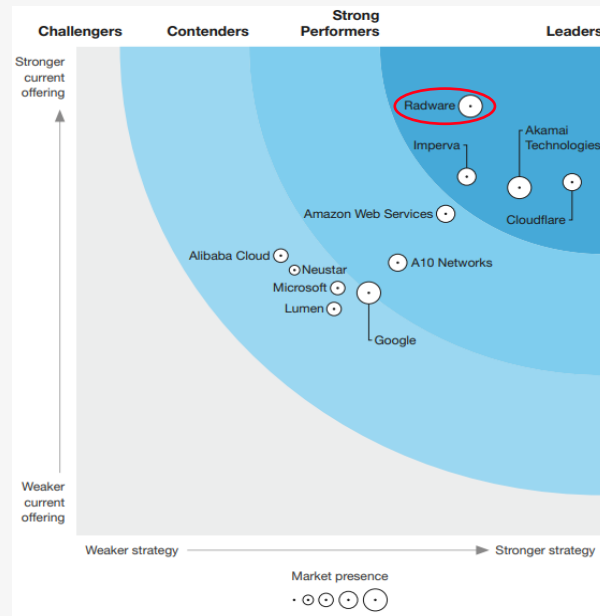
### API & HIGH SECURITY 2021



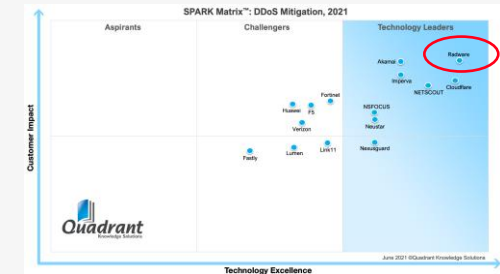
### VOICE OF THE CUSTOMER: WEB APPLICATION FIREWALLS 2021



### DDOS MITIGATION SOLUTION Q1 2021



### SPARK MATRIX: DDOS MITIGATION 2021



### SPARK MATRIX: BOT MANAGEMENT 2021






# Investment Highlights

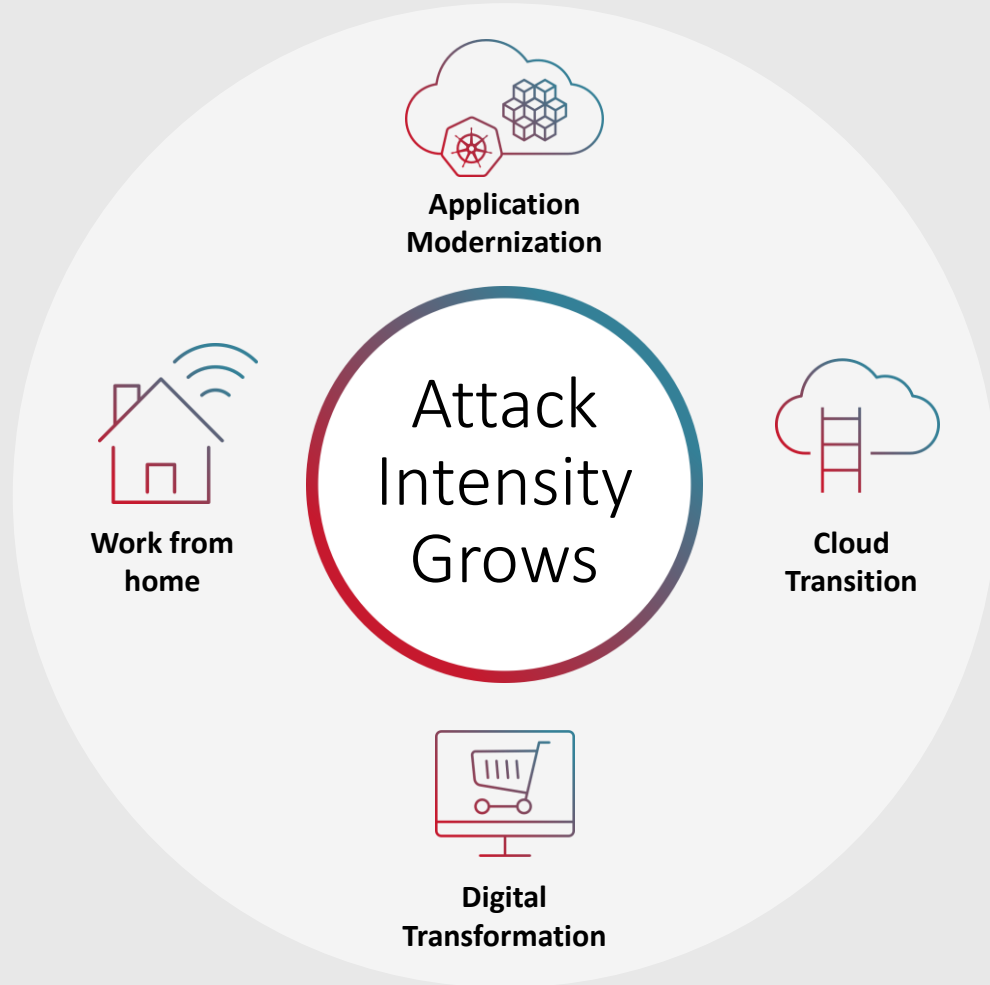
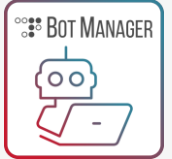
Large Market Opportunities in Radware's Core Business




**16%**  
CAGR\*




**23%**  
CAGR\*



**24%**  
CAGR\*



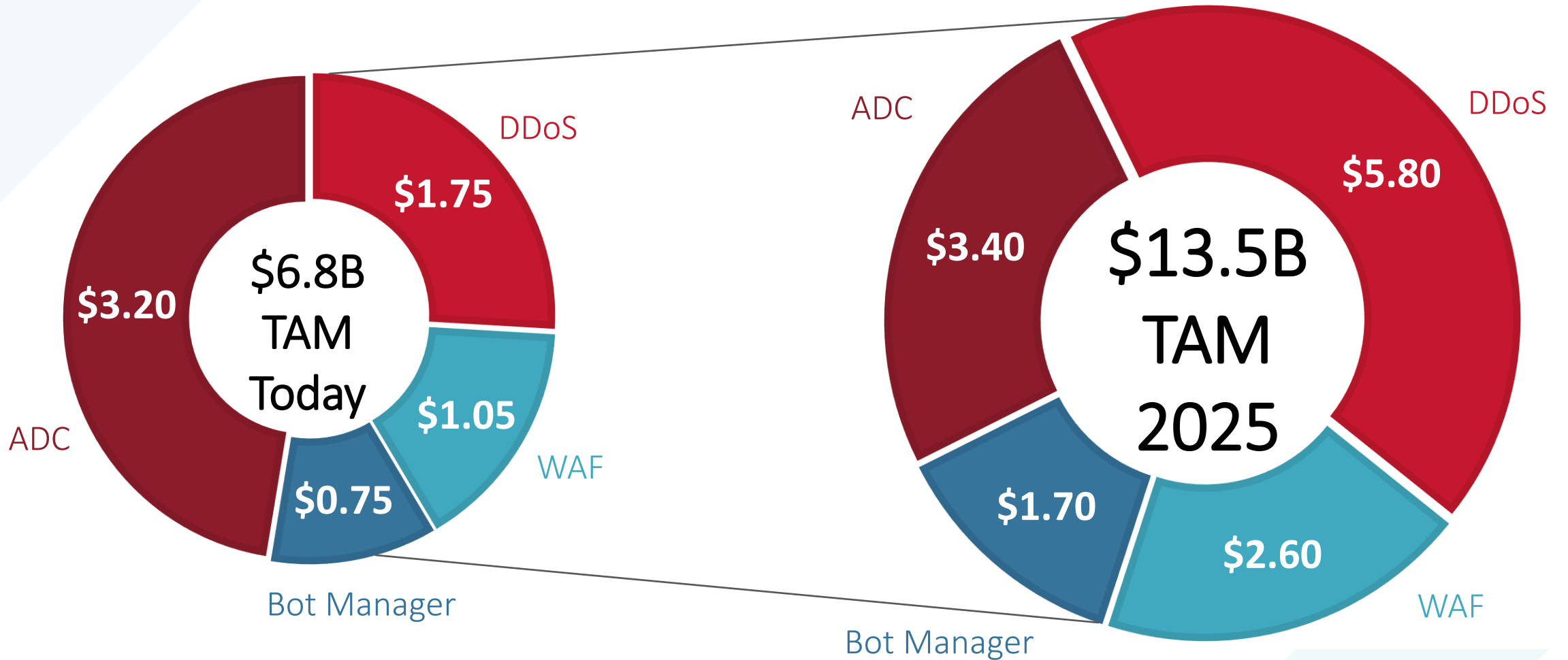
**1.4%**  
CAGR\*



\* Estimates of IDC, Gartner and Forrester for 2019-2025

# Investment Highlights

Total Addressable Market\* (Radware's Core Business: \$Billion)



\* Estimates of IDC, Gartner and Forrester

# Investment Highlights



Critical Market with Tailwinds from Growth in Cyber Attacks

3,806K

DDoS Attacks blocked in Q1 2022

+122%  
YoY

665M

Web Application Attack Transactions blocked in Q1 2022

+63%  
YoY

14,442M

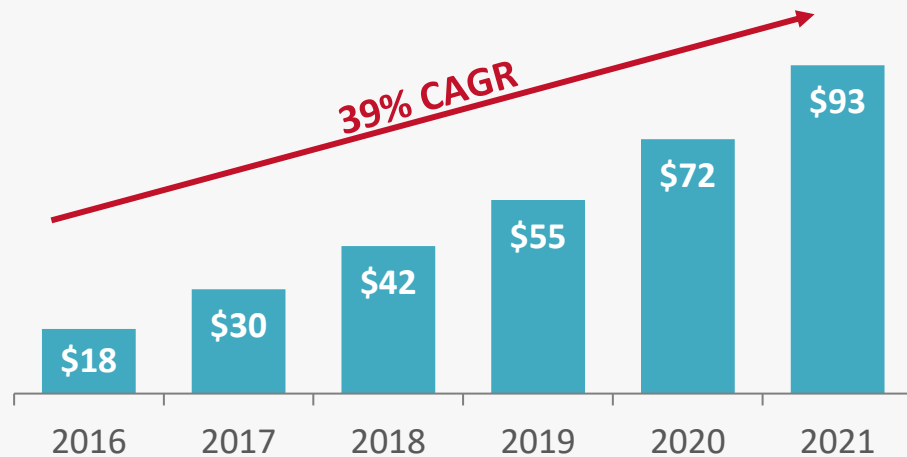
Bad Bot Request Detected in Q1 2022

+126%  
YoY

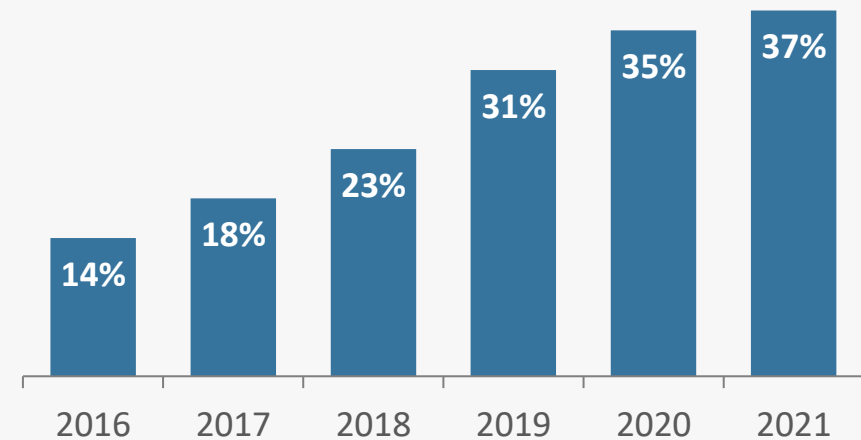
# Investment Highlights

## Growth Acceleration Opportunities: From on-prem to Cloud AppSec

### Subscription Revenue (\$M)



### Subscription as % of Total Bookings

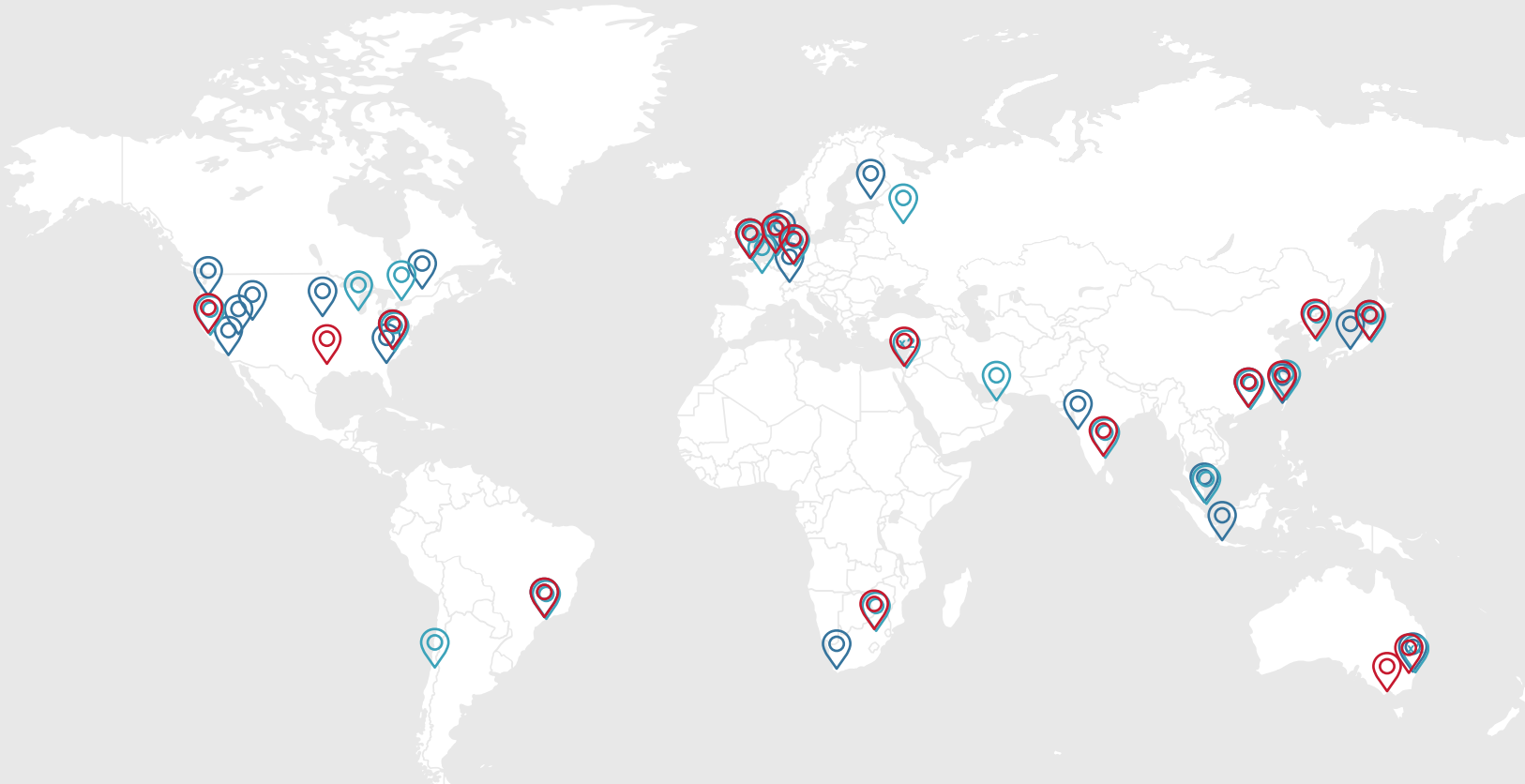




# Investment Highlights

## Growth Acceleration Opportunities

### Global Cloud Security Network Enables Geographic Expansion






**40+** AppSec PoPs

WITH GLOBAL COVERAGE

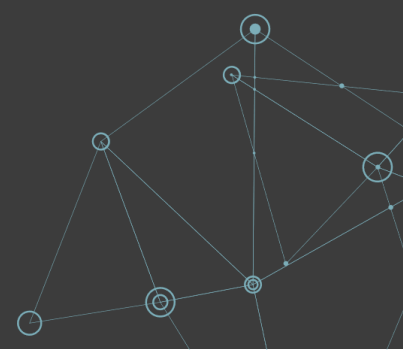
**10** Tbps OF GLOBAL MITIGATION CAPACITY

**16** SCRUBBING CENTERS Worldwide

-  DDoS MITIGATION SCRUBBING CENTER
-  CLOUD WAF PoP
-  BOT MANAGER SERVICE CENTER

# Investment Highlights

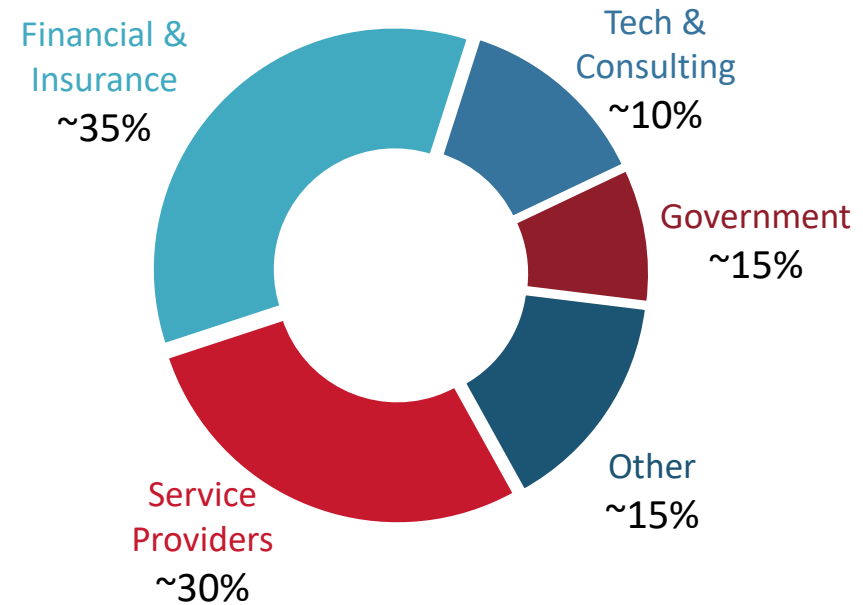
Growth Acceleration Opportunities: Loyal Install Base



## Our Partners

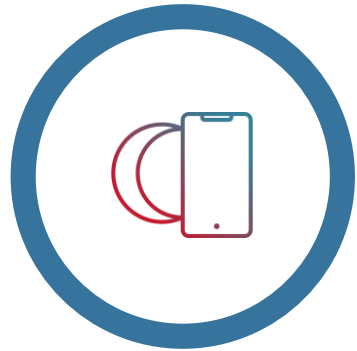
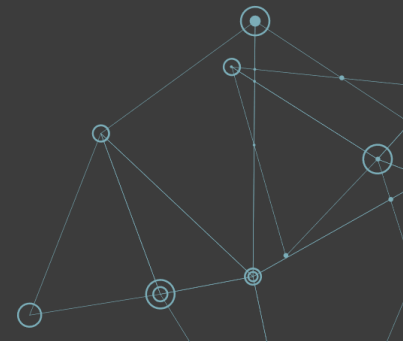


## Diversified Verticals



# Investment Highlights

Growth Acceleration Opportunities: Loyal Install Base



**9** Of Top **10**

World Telecom  
Companies



**5** Of Top **12**

World's Stock  
Exchanges



**5** Of Top **10**

World's  
Retailers



**16** Of Top **20**

World's  
Banks

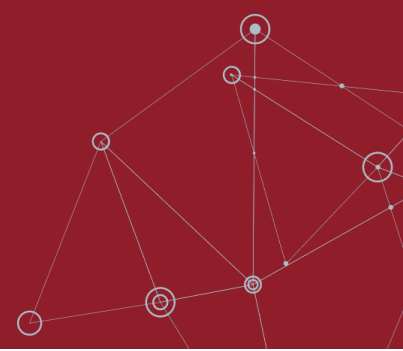


**3** Of **10**

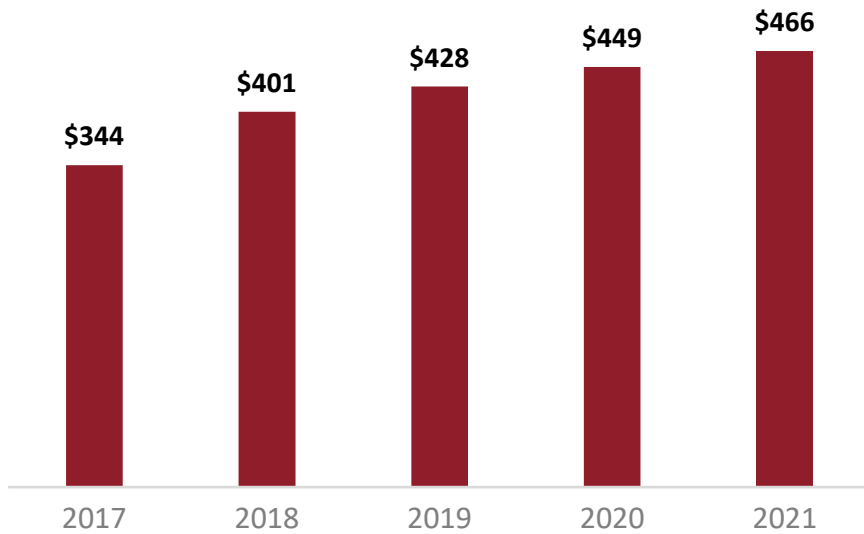
Most Widely Used  
SaaS Applications

# Investment Highlights

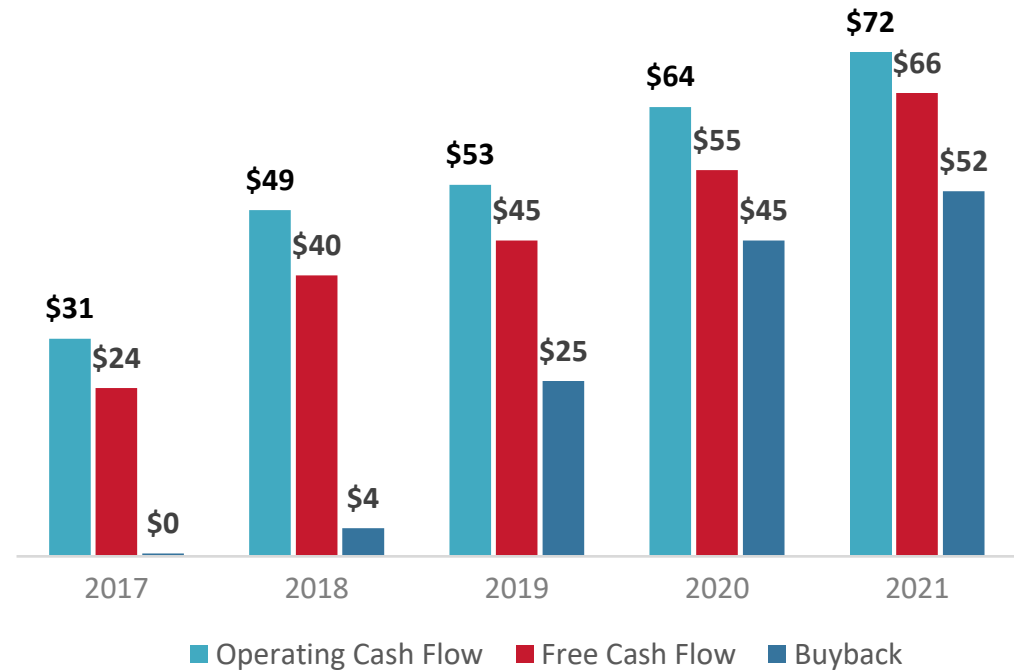
## Strong Financials



Cash, Deposits and Marketable Securities

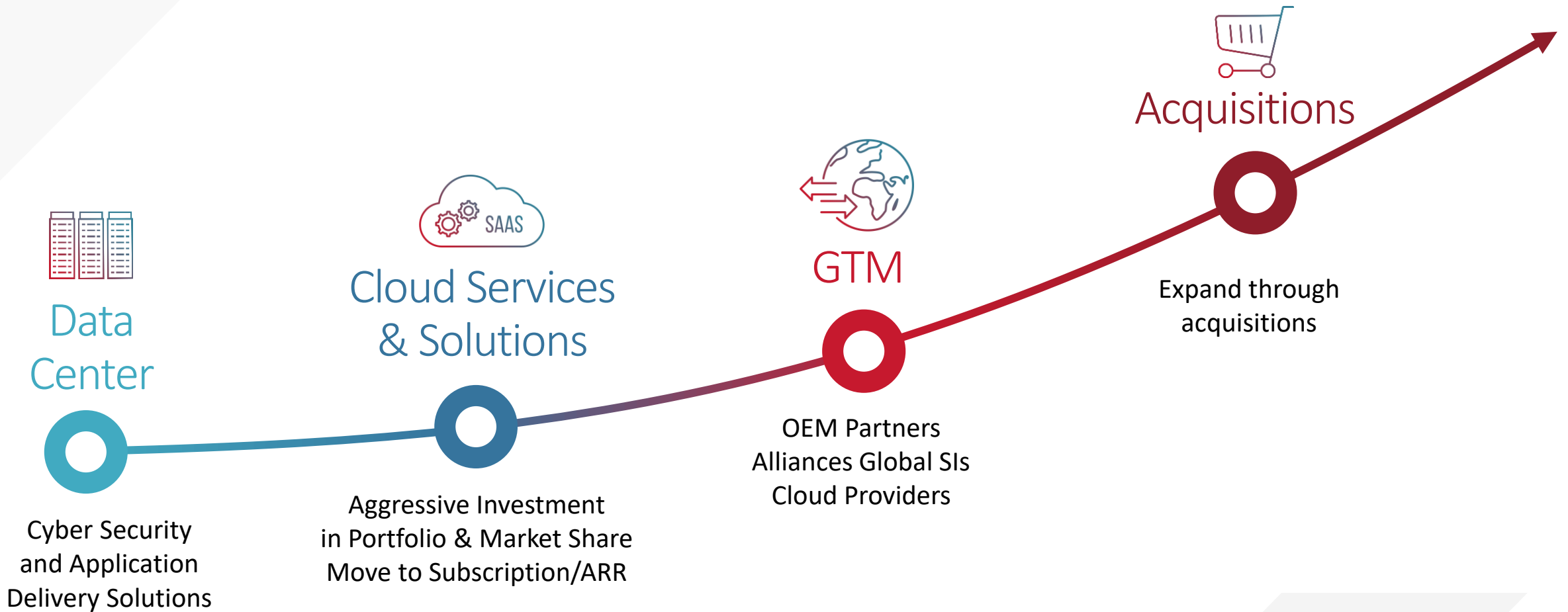


Cash Flow and Capital Allocation






# Growth Strategy



# Environment, Social, Governance

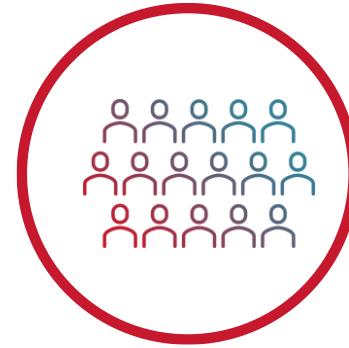


## Establishing a Clean, Ethical and Human Future



### 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' wellbeing



### 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

# Financial Overview

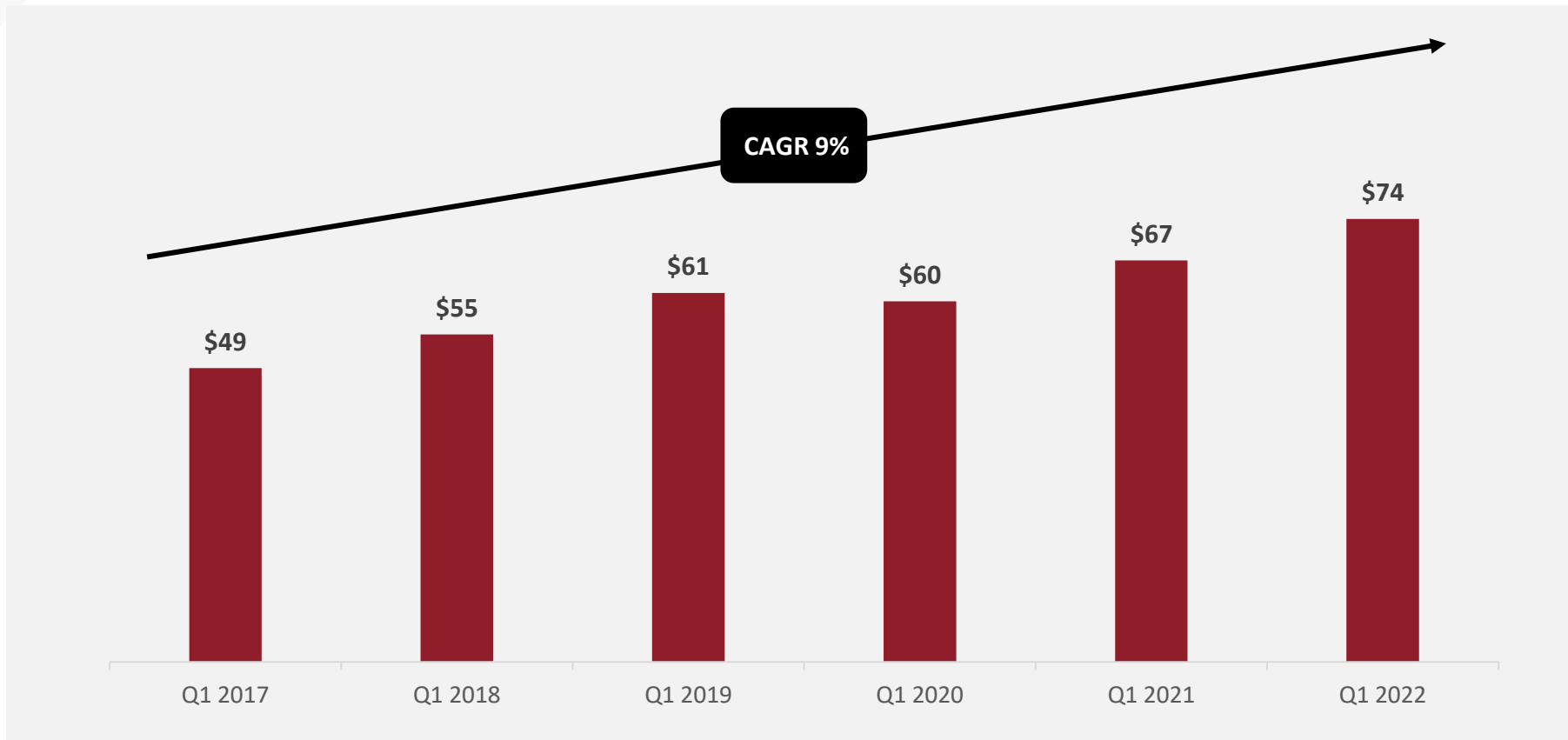


# Q1 2022 Highlights

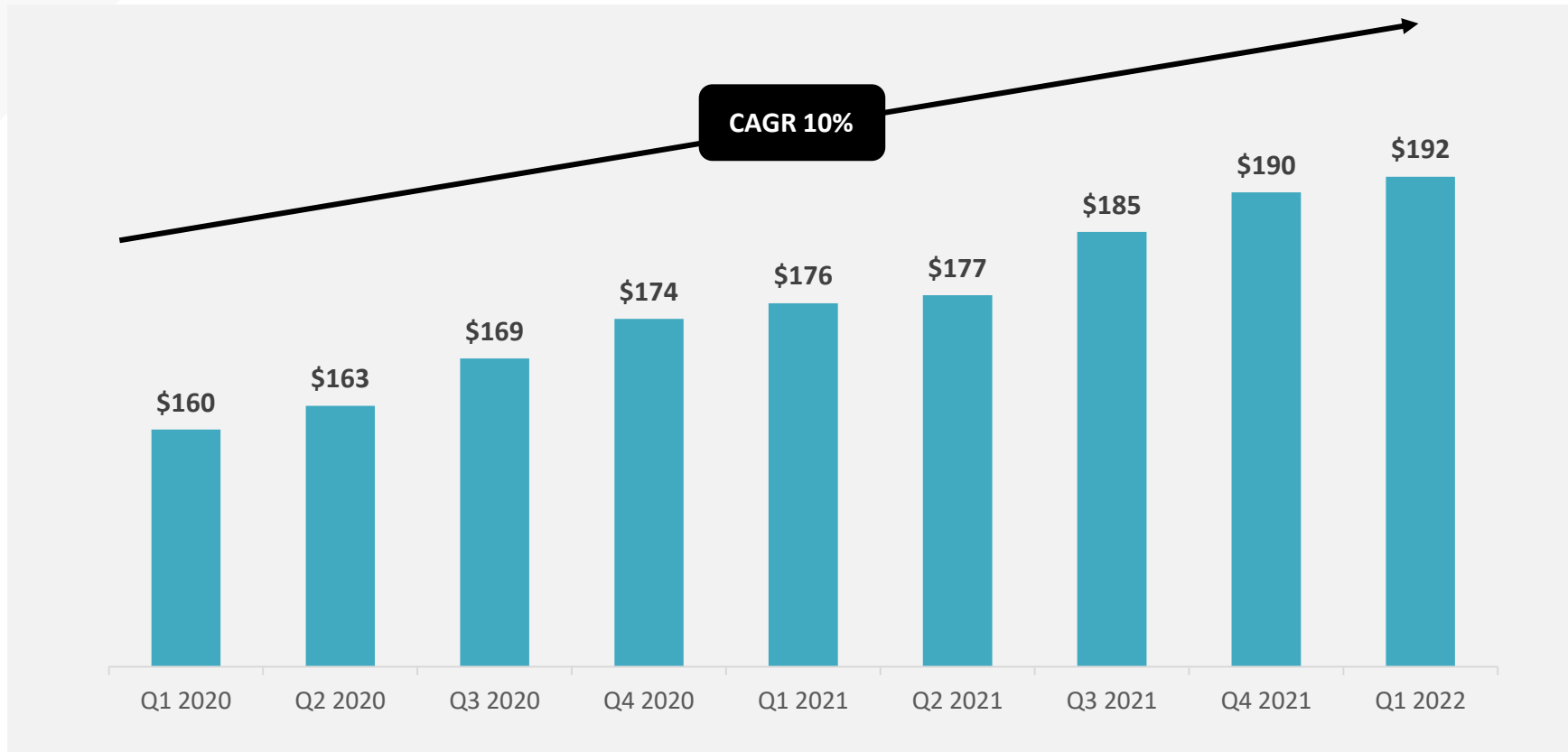


*\* ARR includes the annualized value of booked orders for term-based cloud services, subscription licenses and maintenance contracts that are in effect at the end of a reporting period*

# Revenue Trends (\$M)

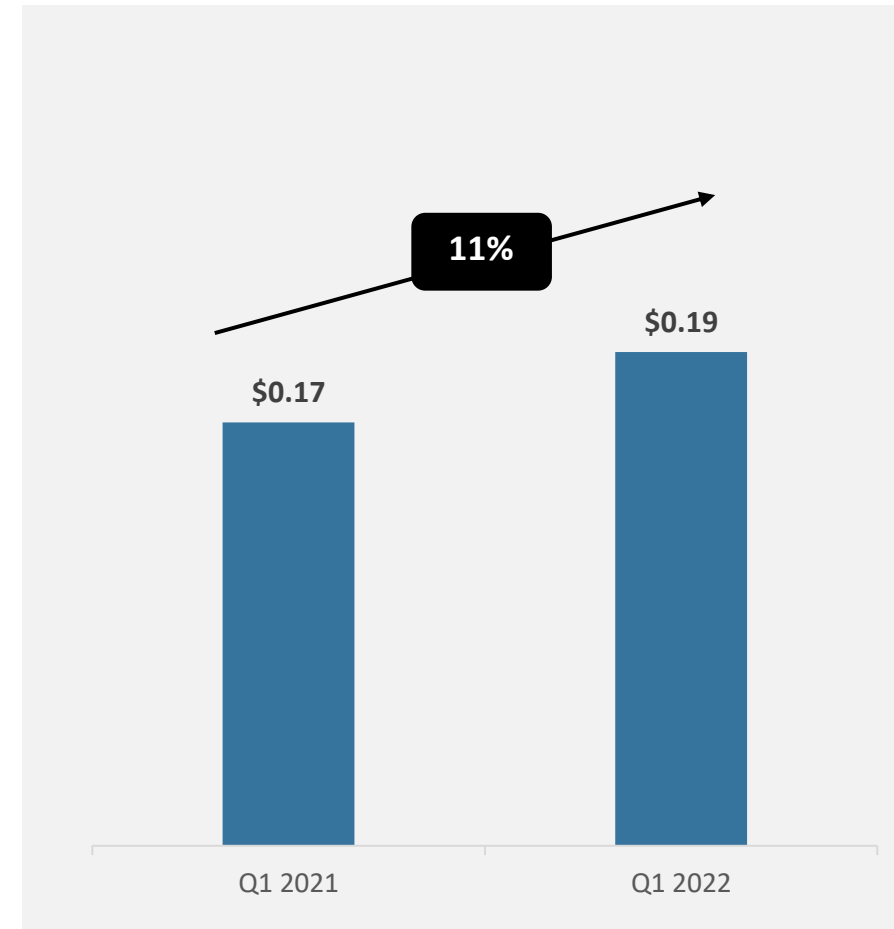
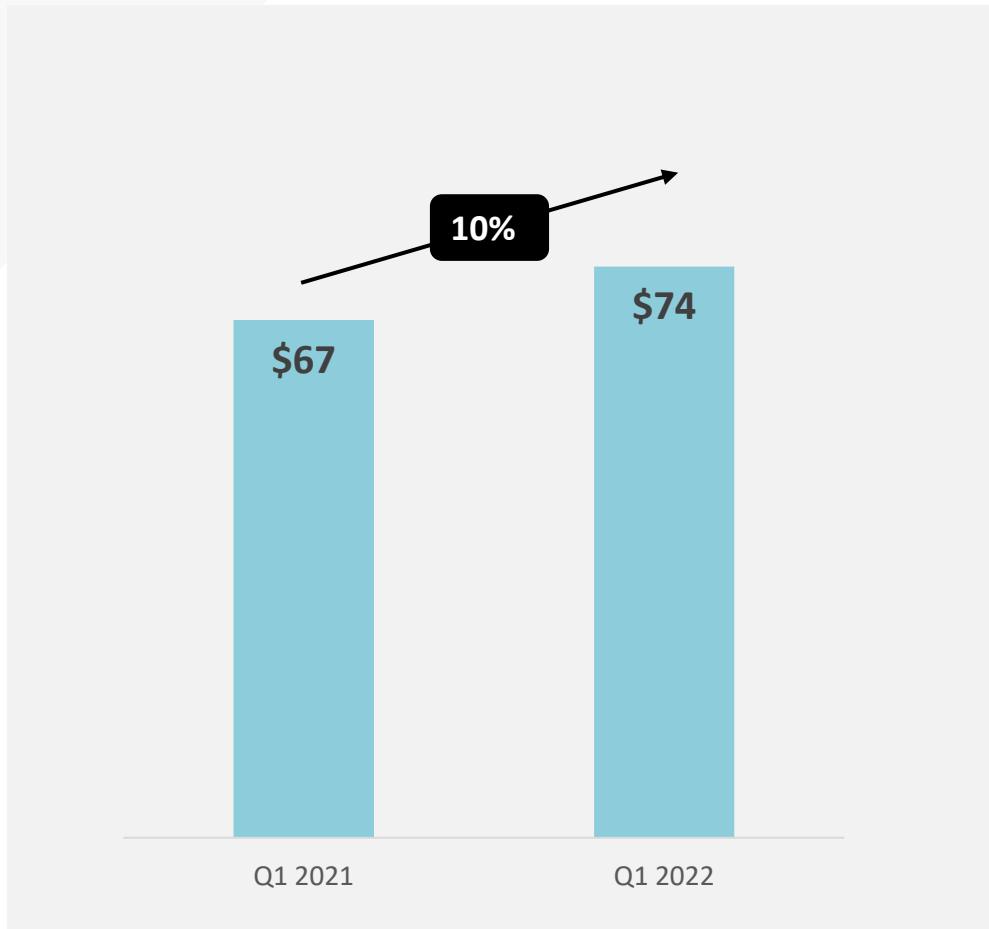


# Annual Recurring Revenue Trends (\$M)



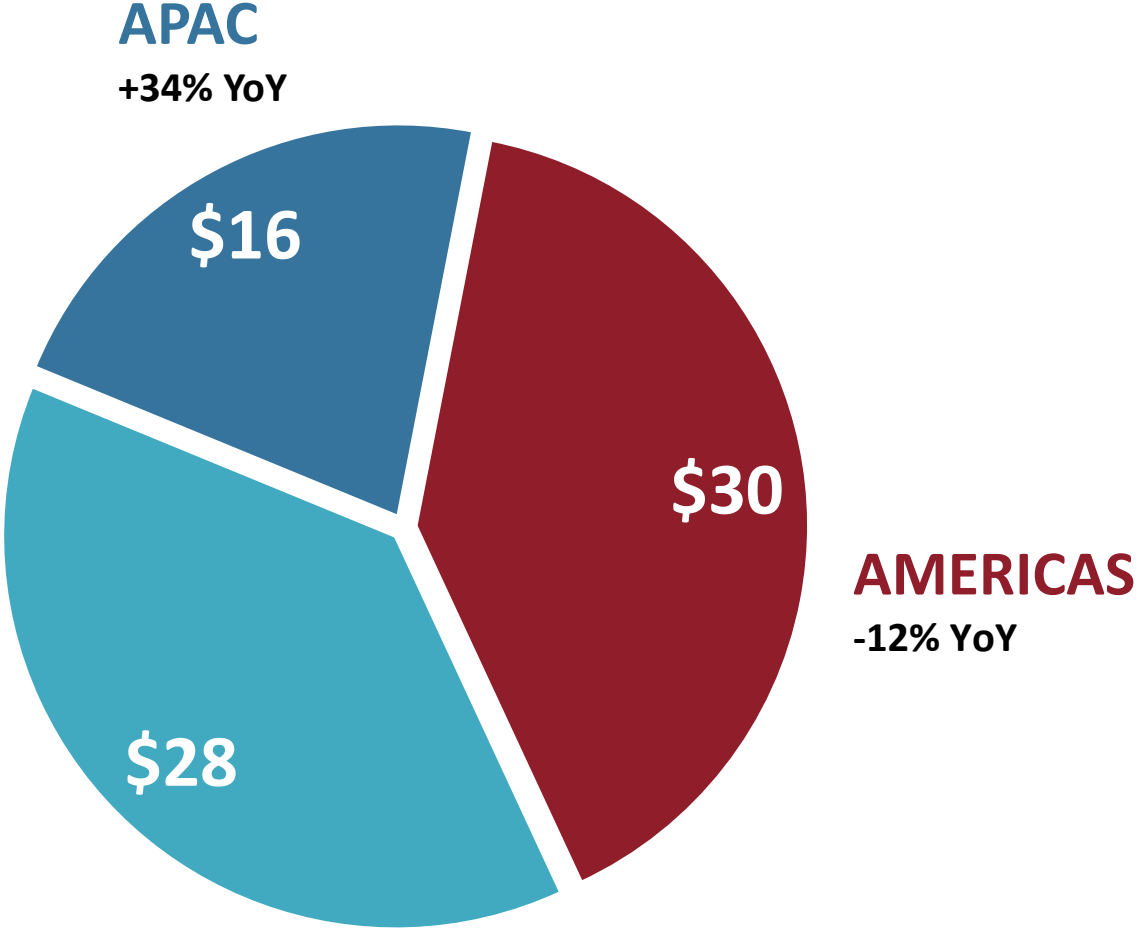
\* ARR includes the annualized value of booked orders for term-based cloud services, subscription licenses and maintenance contracts that are in effect at the end of a reporting period

# Revenue (\$M) and EPS Growth

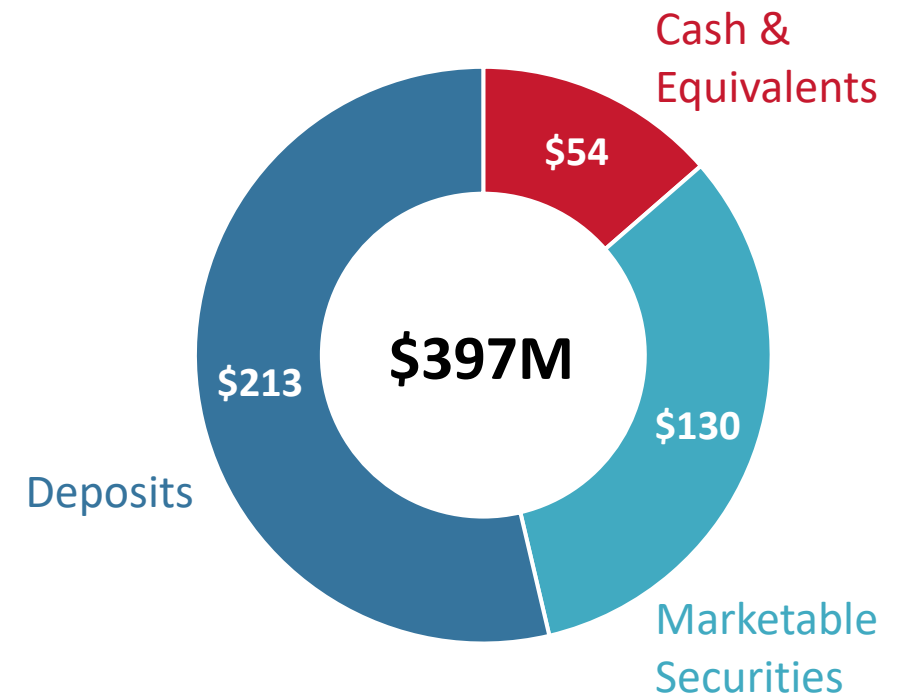
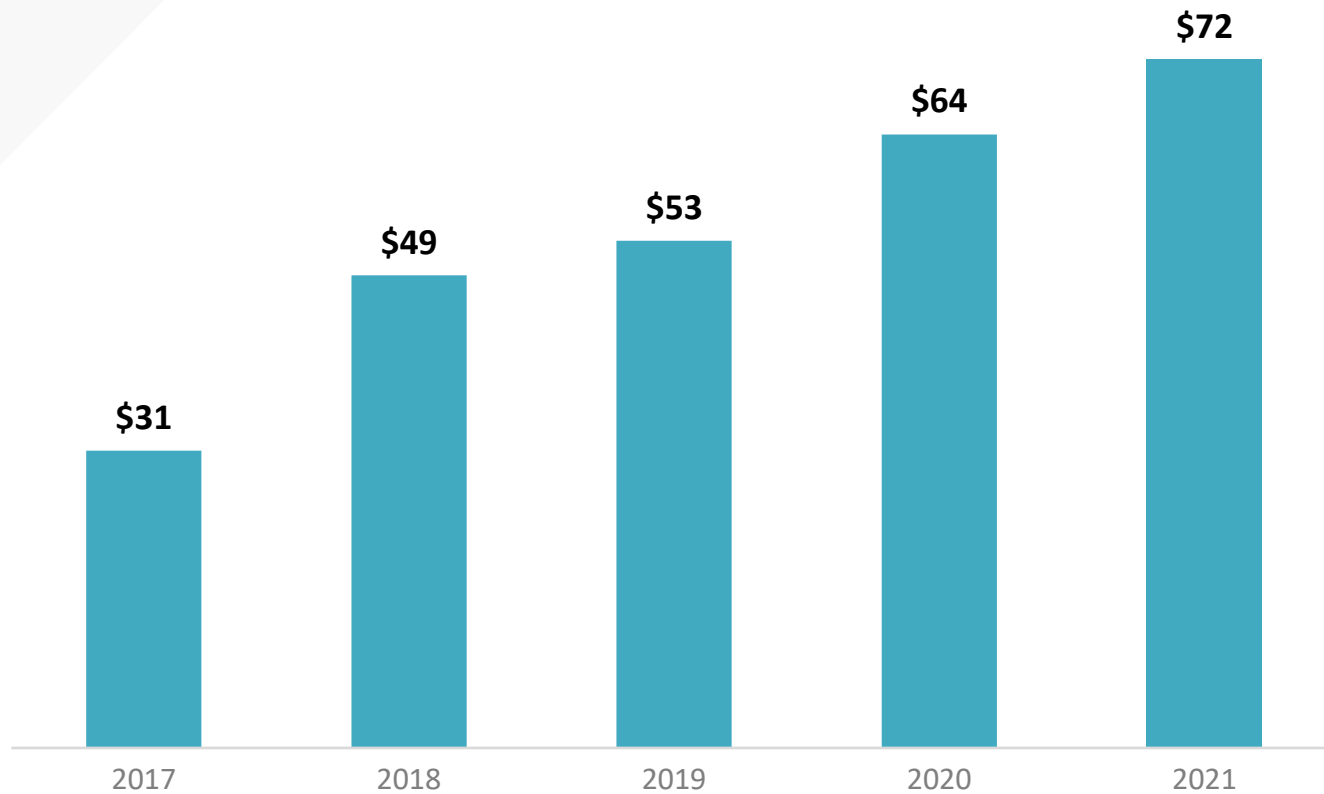




# Revenue Breakdown by Geographies (\$M)



# Cash Generation and Balance Sheet (\$M)



# Thank You!

