



# Investor Presentation

February 2021





# SAFE HARBOR

## DISCLAIMER

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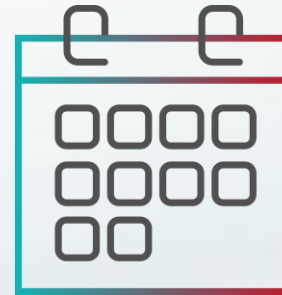
# Investment Highlights



LEADER IN  
DATA CENTER  
CYBERSECURITY



MAJOR MARKET  
OPPORTUNITY



FAST GROWING  
SUBSCRIPTION  
BUSINESS



STRONG  
CUSTOMER BASE



# Leader in Datacenter Cybersecurity

COMPREHENSIVE STACK TO ENSURE APPLICATION AVAILABILITY AND SECURITY ACROSS PRIVATE AND PUBLIC CLOUD DATA CENTERS

Making applications

**AVAILABLE**



DDoS  
Protection



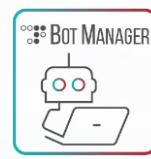
ADC  
Multi-Cloud

Keeping data

**CONFIDENTIAL**



Web App  
Firewall



Bot  
Manager

Protecting

**CLOUD TRANSITION**



Global Elastic  
License



Cloud Workload  
Protection



# The Radware Competitive Differentiators



## CROSS-CLOUD VISIBILITY

Risk-based visibility across clouds in a single dashboard



## APPLICATION CONTEXT

Connecting alerts and feeds from different products and sources



## BEHAVIORAL TECHNOLOGY

Behavioral and machine-learning technologies adapt security to user behavior

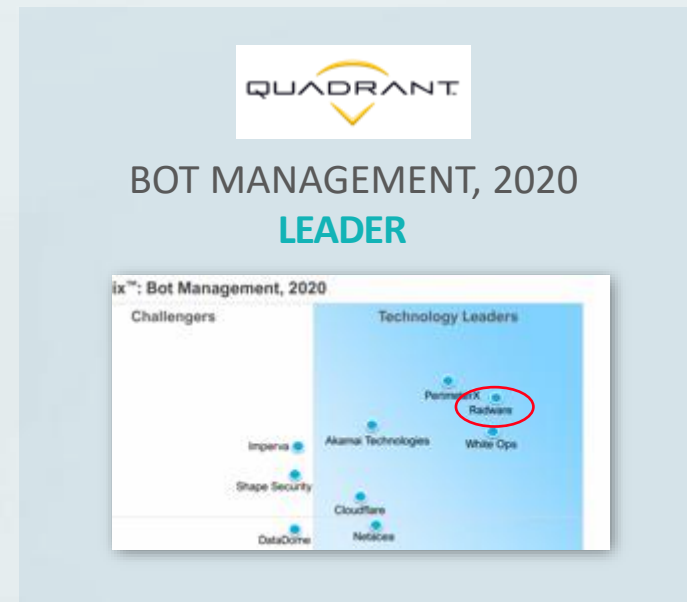


## FLEXIBLE DEPLOYMENT

Multiple deployment options for any type of environment or architecture



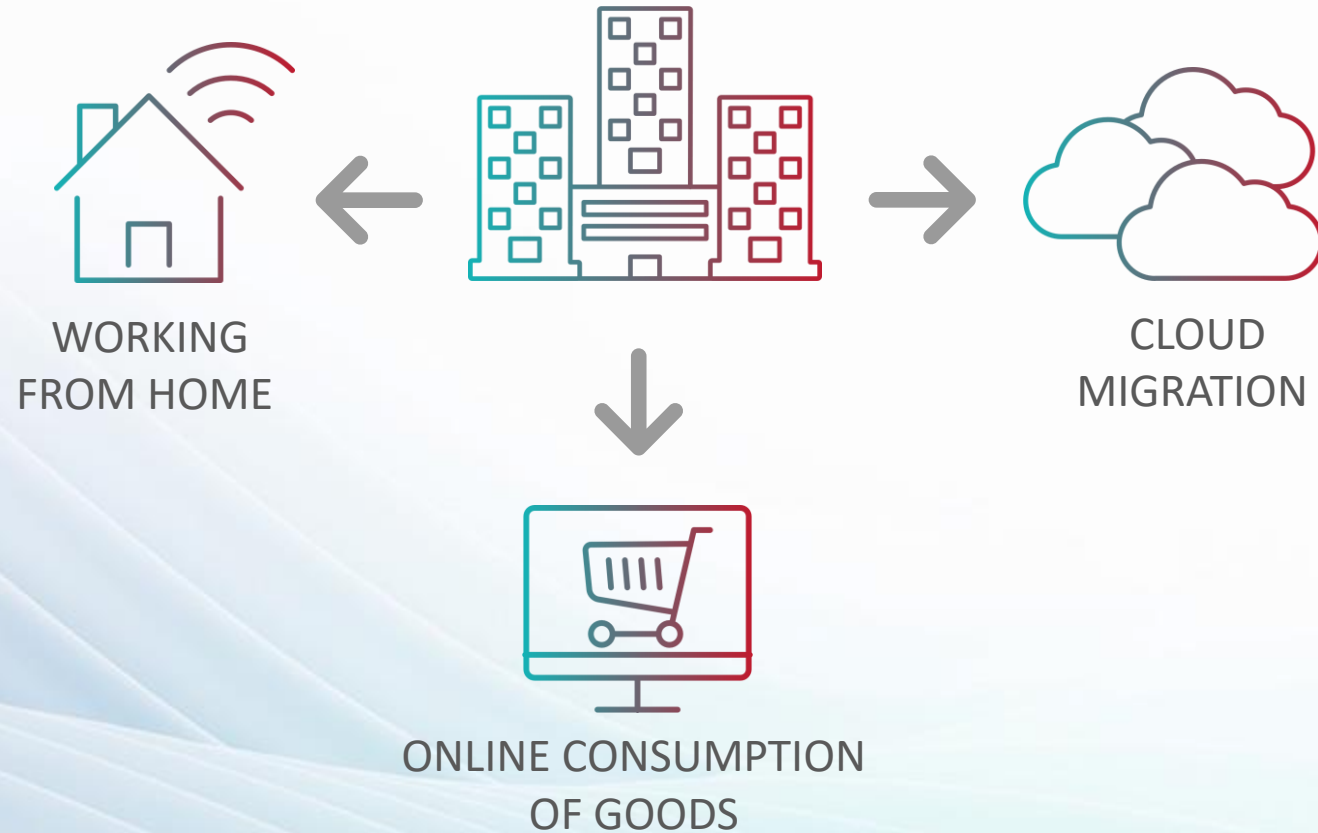
# Winning Industry Recognition





# Major Market Opportunity

ORGANIZATIONS' ATTACK SURFACE INCREASES DUE TO CHANGING ECONOMY







# Active Cyberthreat landscape

HIGH ATTACK VOLUMES ACROSS OUR CLOUD SERVICES INFRASTRUCTURE

**4,535M**

Bad Bot Request  
Detected in Q4 20

**441M**

Web Application  
Attack Transactions  
blocked in Q4 20

**1,764K**

DDoS Attacks  
blocked in Q4 20



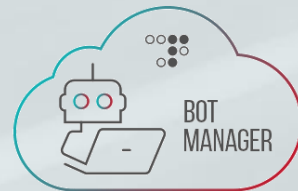
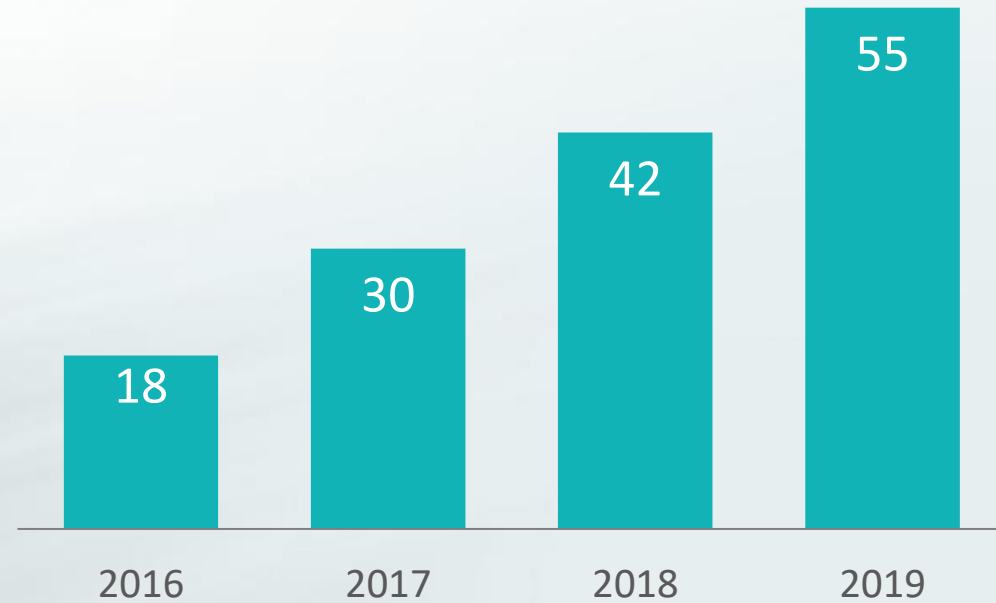


# Fast Growing Subscriptions Business

SUBSCRIPTION BOOKINGS OF TOTAL



SUBSCRIPTION REVENUE (\$M)



And  
More...

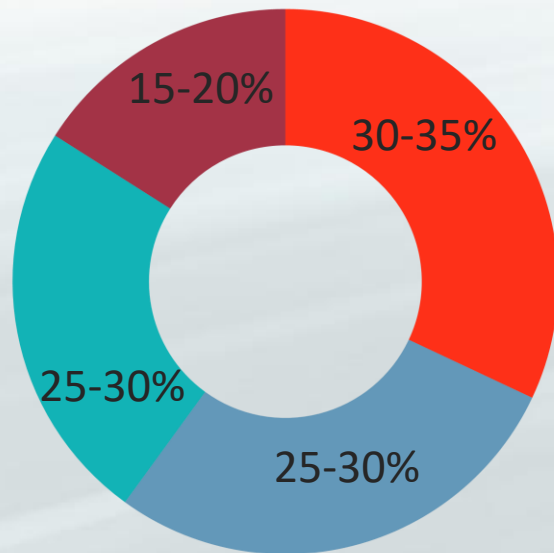


# Strong Customer Base

4  
Customer  
Base

## DIVERSIFIED VERITCALS

- Service Providers
- Banking, Finance & Government
- Technology, e-commerce and gaming
- Other



## STRATEGIC PARTNERS



## HIGH SATISFACTION



# #1

**Radware DefensePro**  
RANKED #1 BY CUSTOMERS

# #2

**Radware WAF**  
RANKED #2 BY CUSTOMERS



**Radware CNP**  
**Radware Bot Manager**  
AVG. 5-STAR REVIEWS



# Summary







# FINANCIALS





# Q4 20 Highlights

**\$69M**  
REVENUES

**65%**  
RECURRING REVENUE

**\$174M**  
ARR\*

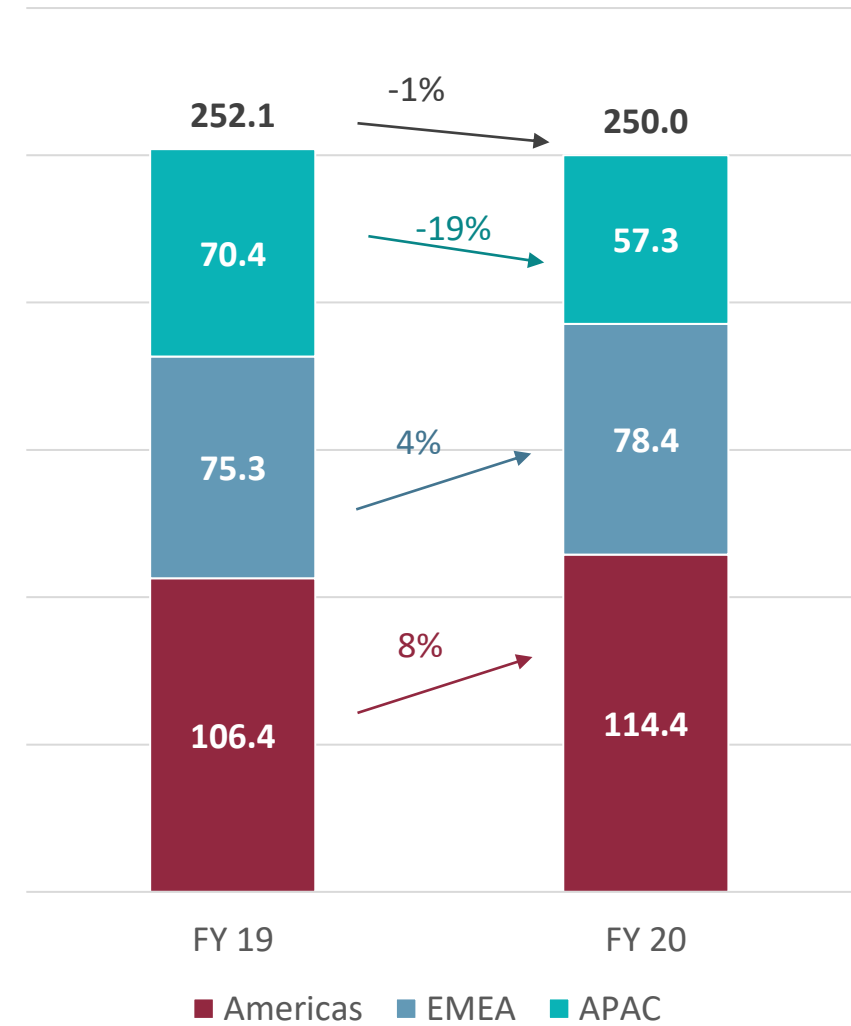
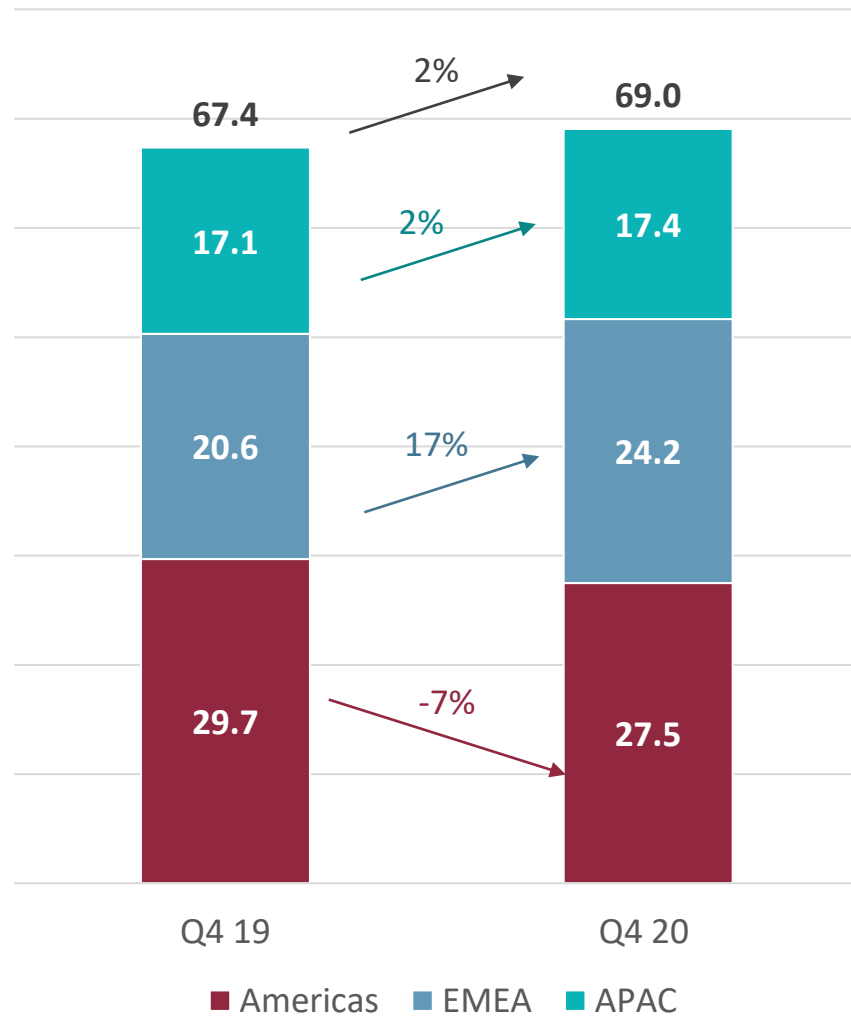
- ✓ Strong performance in the Americas with record bookings
- ✓ Cloud and Subscriptions ARR up 35% from Q4 19
- ✓ Total ARR up 12% from Q4 19

✓ **CONSISTENT EXECUTION IN LINE WITH LONG TERM STRATEGY**

*\* 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.*



# Q4 & FY 20 Revenues (\$M)

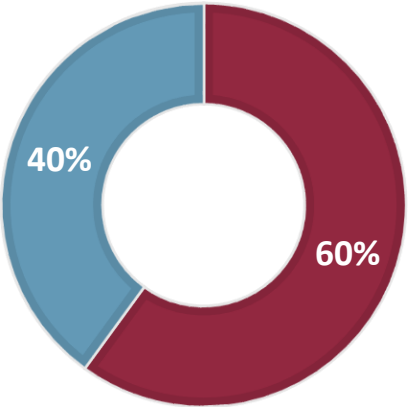




# Predictable Business Model, Highly Recurring Revenues

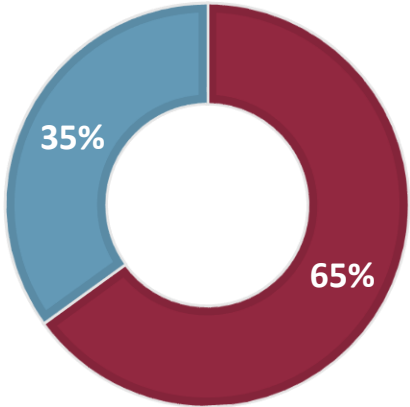
Q4 19

■ Recurring ■ Non-recurring



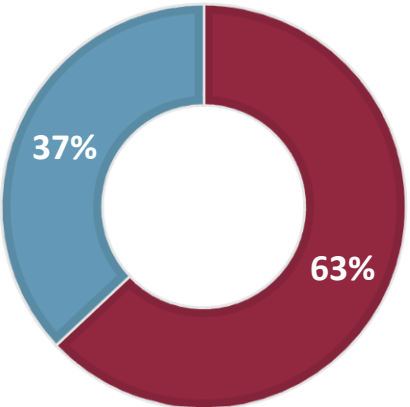
Q4 20

■ Recurring ■ Non-recurring



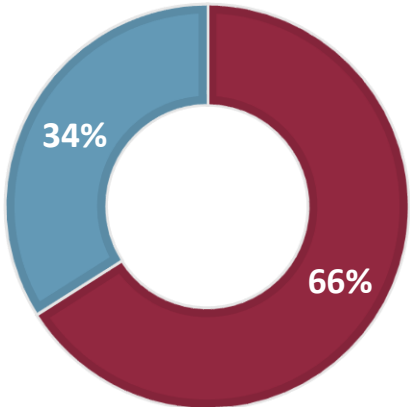
FY 19

■ Recurring ■ Non-recurring



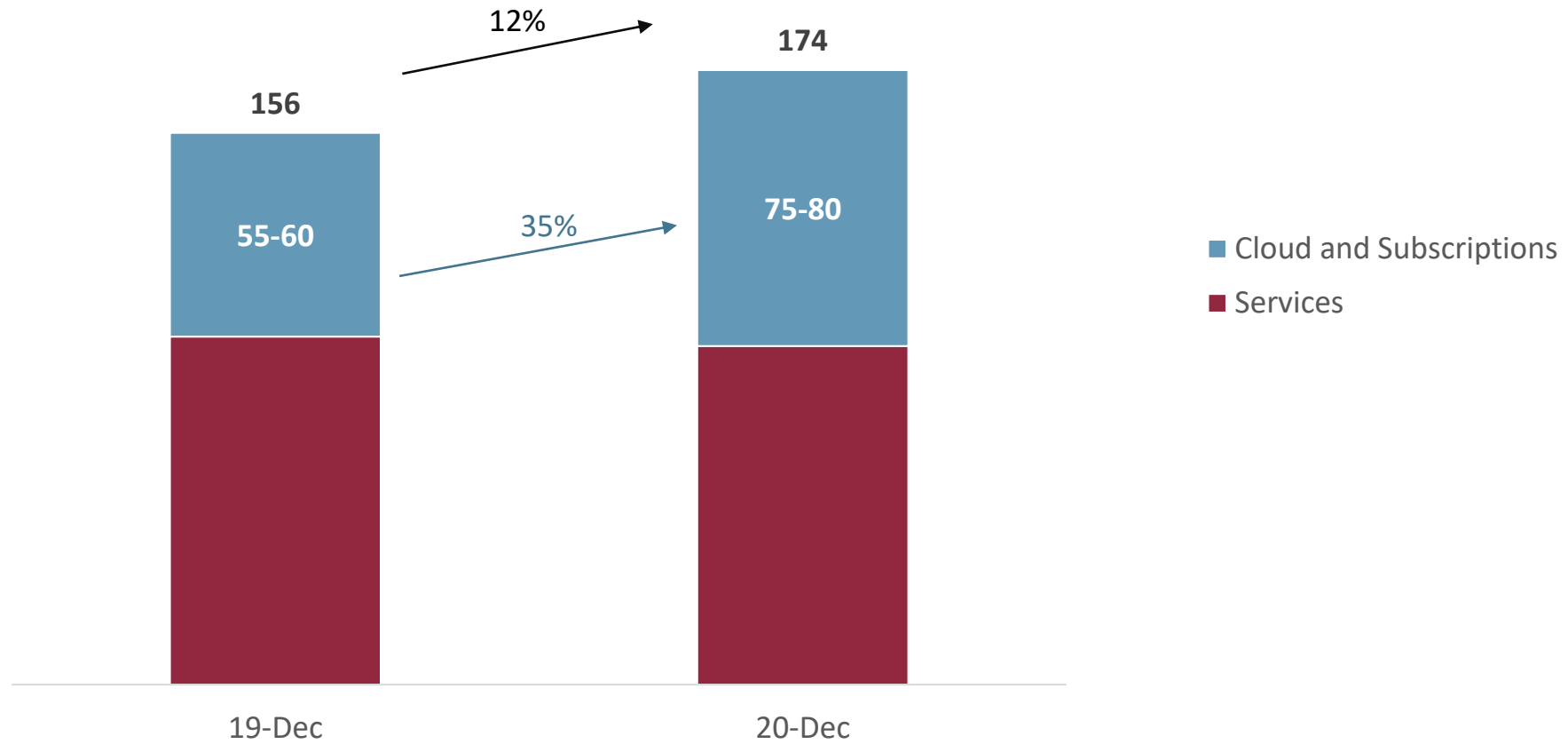
FY 20

■ Recurring ■ Non-recurring





# Total ARR(\$M)



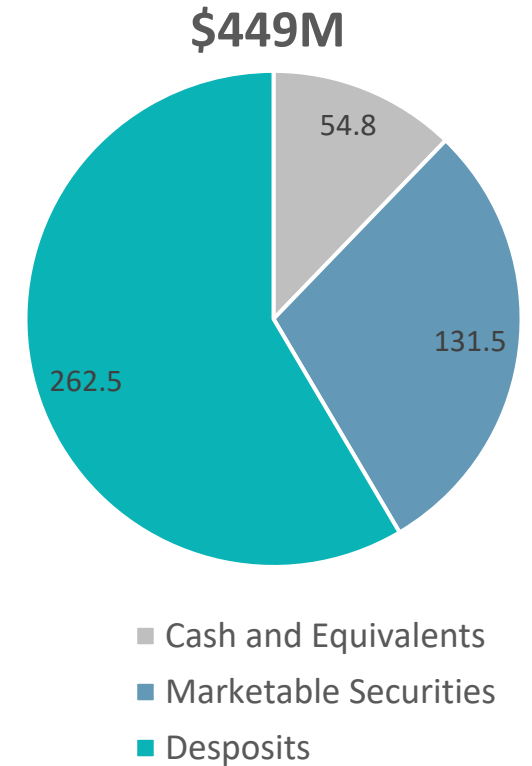
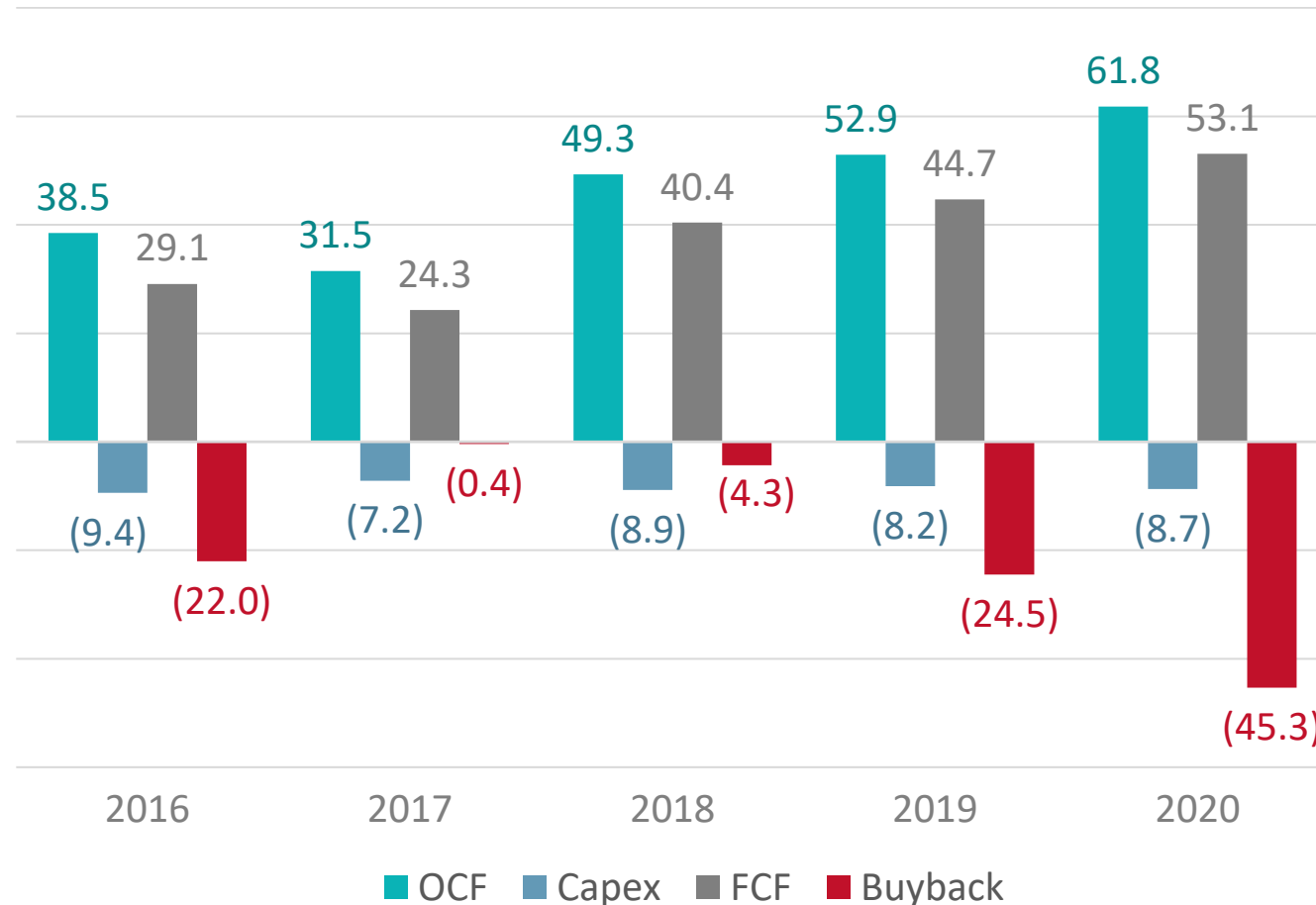
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# Cash Generation and Balance Sheet

IN PAST 5 YEARS, RETURNED 41% OF OCF TO SHAREHOLDERS AND INVESTED 27% IN CAPEX AND ACQUISITIONS



Thank You!