Safe Harbour

DISCLAIMER

This presentation may contain forward-looking information with respect to plans, projections, or future performance of Radware and its subsidiaries, the occurrence of which involves certain risks and uncertainties, including, but not limited to, general business conditions, changes in product demand, product development, profitability and other risks detailed in Radware's reports filed from time to time with the Securities and Exchange Commission, including Radware's annual report on Form 20-F. Radware disclaims any duty to update such forward looking statements.
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

1. Data Center
2. Cloud & Security
   - Aggressive Investment in Portfolio & Market Share
3. Market Foot Print
   - OEM Partners Alliances
   - Global SIs
   - Cloud Providers
4. M&A
   - Expand our business
Strongly Positioned for Today’s Challenges and Needs

- Cloud
- Subscriptions
- Security
Expanding Our AMS Leadership

Cloud Full-Stack CWP

Service Providers
5G Defense

Security
New dimension Anti-Bot
How? Through Footprint Expansion

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2. Cloud & Security
   - Aggressive Investment in Portfolio & Market Share
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Increasing Market Footprint through 3rd Parties

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. 3rd party relationships are a force multiplier and lead to new logos

Long Term Goal

Strategic Partners, System Integrators, Service Providers to increase to > 20% of bookings

VARs

Direct
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**

### 2016
- Operating Income: $197M (82.4%)
- Operating Expenses: $158 (4.2%)
- COGS: $3.8

### 2017
- Operating Income: $211M (82.2%)
- Operating Expenses: $170 (3.8%)
- COGS: $21.6

### 2018
- Operating Income: $234M (82.7%)
- Operating Expenses: $172 (9%)
- COGS: $21.6

### Q1 18
- Operating Income: $54M (82.3%)
- Operating Expenses: $43 (3%)
- COGS: $1.5

### Q1 19
- Operating Income: $61M (82.8%)
- Operating Expenses: $43 (12%)
- COGS: $7.6
Balanced Presence

REVENUES BY REGION

- America: 25%
- EMEA: 33%
- APAC: 43%

VERTICAL EXPOSURE

- Carriers & Service Providers: 30-35%
- Banking, Finance & Government: 25-30%

LTM to Mar-19

~1,100 Employees

35 Offices
Shift to Subscriptions on Track to Secure Our Performance

PROVIDES US WITH VISIBILITY & CONFIDENCE

2x in 4 years

60-65% of Total Deferred Revenues is scheduled to be recognized as revenues within 12 months

Total Deferred Revenues ($M)


85  101  121  148  167  148  159

67  71  84  113  128  122  139

18  30  37  35  39  26  21

Uncollected billed amounts offset vs. Accounts Receivables (off balance sheet)

Balance Sheet

Q2 18 - Q1 19  Q2 19 - Q1 20

93  103

60-65% of Total Deferred Revenues is scheduled to be recognized as revenues within 12 months

Uncollected billed amounts offset vs. Accounts Receivables (off balance sheet)
Continuous Strong Cash Generation

Cash and Equivalents Balance ($M)

- 312.14
- 315
- 320
- 344
- 401
- 420

Latest Examples

January 2017

Acquisitions to Expand Offering and Presence

Technology Driven Acquisitions

Business Driven Acquisitions

Q1 2019
# Q2 19 Guidance

<table>
<thead>
<tr>
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<th>Q2 19 G</th>
<th>H1 19 G</th>
<th>Q2 18</th>
<th>H1 18</th>
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<tbody>
<tr>
<td><strong>Revenues</strong></td>
<td>$59-61M</td>
<td>$120.4-122.4M</td>
<td>$57.3M</td>
<td>$111.8M</td>
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<tr>
<td><strong>y/y Growth</strong></td>
<td>3% - 6.5%</td>
<td>7.7% - 9.5%</td>
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<tr>
<td><strong>Gross Margin</strong></td>
<td>~82.5%</td>
<td>~82.7%</td>
<td>82.4%</td>
<td>82.4%</td>
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<td><strong>Operating Expenses</strong></td>
<td>$43-45M</td>
<td>$86.2-88.2M</td>
<td>$43.3M</td>
<td>$86.6M</td>
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<td><strong>Tax Rate</strong></td>
<td>12%</td>
<td>12%</td>
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<tr>
<td><strong>EPS</strong></td>
<td>$0.12-0.15</td>
<td>$0.30-0.33</td>
<td>$0.10</td>
<td>$0.16</td>
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*All Non-GAAP*
2020 Model

Subscriptions

>30% of Bookings

Well positioned for sustainable organic growth in Bookings

Revenues of >$270

Revenues CAGR >9%

Gross margins >83%

Operating margins >15% (from 2% in '17)

Operational margins leverage

Continued strong cash generation

Operating Cash Flow

>$60M
Thank You