



Investor Kit Fourth Quarter 2018



**Radware Ltd. Condensed and Consolidated -
US GAAP Income Statements**
(U.S. Dollars in thousands, except share and per share data - unaudited)

	FY'15	FY'16				Yr Ended 31-Dec	FY'17				Yr Ended 31-Dec	FY'18				Yr Ended 31-Dec
	Yr Ended 31-Dec	Quarter Ended					Quarter Ended					Yr Ended 31-Dec	Quarter Ended			
		31-Mar	30-Jun	30-Sep	31-Dec		31-Mar	30-Jun	30-Sep	31-Dec		31-Mar	30-Jun	30-Sep	31-Dec	
Revenues	\$ 216,566	\$ 48,425	\$ 49,585	\$ 46,863	\$ 51,712	\$ 196,585	\$ 48,912	\$ 50,956	\$ 53,047	\$ 58,454	\$ 211,369	\$ 54,536	\$ 57,287	\$ 58,764	\$ 63,817	\$ 234,404
Cost of revenues	38,200	8,654	8,887	8,558	9,596	35,695	8,994	9,634	9,928	11,060	39,616	9,940	10,340	10,278	11,117	41,675
Gross profit	178,366	39,771	40,698	38,305	42,116	160,890	39,918	41,322	43,119	47,394	171,753	44,596	46,947	48,486	52,700	192,729
Operating expenses:																
Research and development, net	49,987	13,424	13,001	13,072	12,235	51,732	14,240	15,013	14,678	15,072	59,003	14,662	14,633	14,434	13,945	57,674
Selling and marketing	93,347	24,912	25,865	24,853	28,144	103,774	25,979	26,410	27,189	29,166	108,744	28,183	27,803	27,263	28,137	111,386
General and administrative	17,033	5,769	3,893	4,245	4,226	18,133	4,780	4,380	4,152	4,265	17,577	4,055	3,811	3,985	4,294	16,145
Other income	-	-	-	-	-	-	-	-	-	(6,900)	(6,900)	-	-	-	-	-
Total operating expenses	160,367	44,105	42,759	42,170	44,605	173,639	44,999	45,803	46,019	41,603	178,424	46,900	46,247	45,682	46,376	185,205
Operating income (loss)	17,999	(4,334)	(2,061)	(3,865)	(2,489)	(12,749)	(5,081)	(4,481)	(2,900)	5,791	(6,671)	(2,304)	700	2,804	6,324	7,524
Financial Income, net	5,867	1,940	1,232	1,706	863	5,741	1,107	640	2,148	935	4,830	1,689	1,701	1,487	2,397	7,274
Income (loss) before taxes on income	23,866	(2,394)	(829)	(2,159)	(1,626)	(7,008)	(3,974)	(3,841)	(752)	6,726	(1,841)	(615)	2,401	4,291	8,721	14,798
Taxes on income	5,297	358	498	288	507	1,651	104	218	725	4,605	5,652	380	727	1,178	778	3,063
Net income (loss)	\$ 18,569	\$ (2,752)	\$ (1,327)	\$ (2,447)	\$ (2,133)	\$ (8,659)	\$ (4,078)	\$ (4,059)	\$ (1,477)	\$ 2,121	\$ (7,493)	\$ (995)	\$ 1,674	\$ 3,113	\$ 7,943	\$ 11,735
Diluted net earnings (loss) per share	\$ 0.40	\$ (0.06)	\$ (0.03)	\$ (0.06)	\$ (0.05)	\$ (0.20)	\$ (0.09)	\$ (0.09)	\$ (0.03)	\$ 0.05	\$ (0.17)	\$ (0.02)	\$ 0.04	\$ 0.06	\$ 0.16	\$ 0.25
Weighted average number of shares used to compute diluted net earnings (loss) per share	46,738,604	44,468,827	43,944,924	43,752,220	43,313,644	43,868,221	43,225,062	43,821,006	43,951,325	45,728,792	43,475,844	46,424,462	47,396,099	48,519,880	48,279,751	47,691,868
Gross margin	82.4%	82.1%	82.1%	81.7%	81.4%	81.8%	81.6%	81.1%	81.3%	81.1%	81.3%	81.8%	82.0%	82.5%	82.6%	82.2%
R&D % of total revenue	23.1%	27.7%	26.2%	27.9%	23.7%	26.3%	29.1%	29.5%	27.7%	25.8%	27.9%	26.9%	25.5%	24.6%	21.9%	24.6%
S&M % of total revenue	43.1%	51.4%	52.2%	53.0%	54.4%	52.8%	53.1%	51.8%	51.3%	49.9%	51.4%	51.7%	48.5%	46.4%	44.1%	47.5%
G&A % of total revenue	7.9%	11.9%	7.9%	9.1%	8.2%	9.2%	9.8%	8.6%	7.8%	7.3%	8.3%	7.4%	6.7%	6.8%	6.7%	6.9%
Total operating expenses % of total revenues	74.0%	91.1%	86.2%	90.0%	86.3%	88.3%	92.0%	89.9%	86.8%	71.2%	84.4%	86.0%	80.7%	77.7%	72.7%	79.0%
Operating margin	8.3%	-8.9%	-4.2%	-8.2%	-4.8%	-6.5%	-10.4%	-8.8%	-5.5%	9.9%	-3.2%	-4.2%	1.2%	4.8%	9.9%	3.2%
Net margin	8.6%	-5.7%	-2.7%	-5.2%	-4.1%	-4.4%	-8.3%	-8.0%	-2.8%	3.6%	-3.5%	-1.8%	2.9%	5.3%	12.4%	5.0%

Note: This document should be read in conjunction with the Company's SEC Filings.



Radware Ltd. Condensed and Consolidated -

Non-GAAP Income Statements

(U.S. Dollars in thousands, except share and per share data - unaudited)

	FY'15	FY'16				Yr Ended 31-Dec	FY'17				Yr Ended 31-Dec	FY'18				Yr Ended 31-Dec		
	Yr Ended 31-Dec	Quarter Ended					31-Mar	30-Jun	30-Sep	31-Dec		Yr Ended 31-Dec	Quarter Ended				Yr Ended 31-Dec	
		31-Mar	30-Jun	30-Sep	31-Dec								31-Mar	30-Jun	30-Sep			31-Dec
Revenues	\$ 216,566	\$ 48,425	\$ 49,585	\$ 46,863	\$ 51,712	\$ 196,585	\$ 48,912	\$ 50,956	\$ 53,047	\$ 58,454	\$ 211,369	\$ 54,536	\$ 57,287	\$ 58,764	\$ 63,817	\$ 234,404		
Cost of revenues	36,945	8,359	8,594	8,258	9,290	34,501	8,686	9,154	9,484	10,364	37,688	9,652	10,069	10,012	10,855	40,588		
Gross profit	179,621	40,066	40,991	38,605	42,422	162,084	40,226	41,802	43,563	48,090	173,681	44,884	47,218	48,752	52,962	193,816		
Operating expenses:																		
Research and development, net	47,531	12,641	12,334	12,131	11,287	48,393	13,342	13,985	13,721	13,884	54,932	13,731	13,954	13,615	13,231	54,531		
Selling and marketing	89,125	23,618	24,445	23,570	26,375	98,008	24,332	24,511	25,488	27,425	101,756	26,259	26,008	25,577	26,389	104,233		
General and administrative	11,017	2,821	2,816	2,922	2,964	11,523	3,001	3,197	3,225	3,733	13,156	3,378	3,290	3,244	3,539	13,451		
Total operating expenses	147,673	39,080	39,595	38,623	40,626	157,924	40,675	41,693	42,434	45,042	169,844	43,368	43,252	42,436	43,159	172,215		
Operating income (loss)	31,948	986	1,396	(18)	1,796	4,160	(449)	109	1,129	3,048	3,837	1,516	3,966	6,316	9,803	21,601		
Financial Income, net	7,013	1,637	1,692	1,882	1,204	6,415	1,254	1,299	1,419	1,493	5,465	1,486	1,727	1,919	2,338	7,470		
Income before taxes on income	38,961	2,623	3,088	1,864	3,000	10,575	805	1,408	2,548	4,541	9,302	3,002	5,693	8,235	12,141	29,071		
Taxes on income	5,297	358	498	288	507	1,651	104	218	725	632	1,679	380	727	1,178	778	3,063		
Net income	\$ 33,664	\$ 2,265	\$ 2,590	\$ 1,576	\$ 2,493	\$ 8,924	\$ 701	\$ 1,190	\$ 1,823	\$ 3,909	\$ 7,623	\$ 2,622	\$ 4,966	\$ 7,057	\$ 11,363	\$ 26,008		
Diluted net earnings per share	\$ 0.72	\$ 0.05	\$ 0.06	\$ 0.04	\$ 0.06	\$ 0.20	\$ 0.02	\$ 0.03	\$ 0.04	\$ 0.09	\$ 0.17	\$ 0.06	\$ 0.10	\$ 0.15	\$ 0.24	\$ 0.55		
Weighted average number of shares used to compute diluted net earnings per share	46,738,604	44,608,119	44,101,539	44,077,078	43,721,973	44,125,436	43,985,249	45,054,172	45,210,495	45,728,792	44,756,732	46,424,462	47,396,099	48,519,880	48,279,751	47,691,868		
Gross margin	82.9%	82.7%	82.7%	82.4%	82.0%	82.4%	82.2%	82.0%	82.1%	82.3%	82.2%	82.3%	82.4%	83.0%	83.0%	82.7%		
R&D % of total revenue	21.9%	26.1%	24.9%	25.9%	21.8%	24.6%	27.3%	27.4%	25.9%	23.8%	26.0%	25.2%	24.4%	23.2%	20.7%	23.3%		
S&M % of total revenue	41.2%	48.8%	49.3%	50.3%	51.0%	49.9%	49.7%	48.1%	48.0%	46.9%	48.1%	48.1%	45.4%	43.5%	41.4%	44.5%		
G&A % of total revenue	5.1%	5.8%	5.7%	6.2%	5.7%	5.9%	6.1%	6.3%	6.1%	6.4%	6.2%	6.2%	5.7%	5.5%	5.5%	5.7%		
Total operating expenses % of total revenues	68.2%	80.7%	79.9%	82.4%	78.6%	80.3%	83.2%	81.8%	80.0%	77.1%	80.4%	79.5%	75.5%	72.2%	67.6%	73.5%		
Operating margin	14.8%	2.0%	2.8%	0.0%	3.5%	2.1%	-0.9%	0.2%	2.1%	5.2%	1.8%	2.8%	6.9%	10.7%	15.4%	9.2%		
Tax rate	13.6%	13.6%	16.1%	15.5%	16.9%	15.6%	12.9%	15.5%	28.5%	13.9%	18.0%	12.7%	12.8%	14.3%	6.4%	10.5%		
Net margin	15.5%	4.7%	5.2%	3.4%	4.8%	4.5%	1.4%	2.3%	3.4%	6.7%	3.6%	4.8%	8.7%	12.0%	17.8%	11.1%		

Note: This document should be read in conjunction with the Company's SEC Filings.



GAAP to Non-GAAP Reconciliations
(U.S. Dollars in thousands, except share and per share data - unaudited)

	FY'15	FY'16				FY'17	FY'18								
	Yr Ended 31-Dec	Quarter Ended				Yr Ended 31-Dec	Quarter Ended			Yr Ended 31-Dec	Quarter Ended				Yr Ended 31-Dec
		31-Mar	30-Jun	30-Sep	31-Dec		30-Jun	30-Sep	31-Dec		31-Mar	30-Jun	30-Sep	31-Dec	
GAAP gross profit	\$ 178,366	\$ 39,771	\$ 40,698	\$ 38,305	\$ 42,116	\$ 160,890	\$ 41,322	\$ 43,119	\$ 47,394	\$ 171,753	\$ 44,596	\$ 46,947	\$ 48,486	\$ 52,700	\$ 192,729
Stock-based compensation	141	42	39	47	52	180	61	65	60	241	58	59	54	50	221
Amortization of intangible assets	1,114	253	254	253	254	1,014	419	379	86	1,137	230	212	212	212	866
Acquisition related costs	-	-	-	-	-	-	-	-	550	550	-	-	-	-	-
Non-GAAP gross profit	\$ 179,621	\$ 40,066	\$ 40,991	\$ 38,605	\$ 42,422	\$ 162,084	\$ 41,802	\$ 43,563	\$ 48,090	\$ 173,681	\$ 44,884	\$ 47,218	\$ 48,752	\$ 52,962	\$ 193,816
GAAP research and development, net	\$ 49,987	\$ 13,424	\$ 13,001	\$ 13,072	\$ 12,235	\$ 51,732	\$ 15,013	\$ 14,678	\$ 15,072	\$ 59,003	\$ 14,662	\$ 14,633	\$ 14,434	\$ 13,945	\$ 57,674
Stock-based compensation	2,456	783	667	941	948	3,339	1,028	957	984	3,867	931	679	819	694	3,123
Acquisition related costs	-	-	-	-	-	-	-	-	204	204	-	-	-	20	20
Non-GAAP Research and development, net	\$ 47,531	\$ 12,641	\$ 12,334	\$ 12,131	\$ 11,287	\$ 48,393	\$ 13,985	\$ 13,721	\$ 13,884	\$ 54,932	\$ 13,731	\$ 13,954	\$ 13,615	\$ 13,231	\$ 54,531
GAAP selling and marketing	\$ 93,347	\$ 24,912	\$ 25,865	\$ 24,853	\$ 28,144	\$ 103,774	\$ 26,410	\$ 27,189	\$ 29,166	\$ 108,744	\$ 28,183	\$ 27,803	\$ 27,263	\$ 28,137	\$ 111,386
Stock-based compensation	4,098	1,268	1,394	1,256	1,743	5,661	1,875	1,678	1,717	6,894	1,904	1,774	1,666	1,727	7,071
Amortization of intangible assets	124	26	26	27	26	105	24	23	24	94	20	21	20	21	82
Non-GAAP selling and marketing	\$ 89,125	\$ 23,618	\$ 24,445	\$ 23,570	\$ 26,375	\$ 98,008	\$ 24,511	\$ 25,488	\$ 27,425	\$ 101,756	\$ 26,259	\$ 26,008	\$ 25,577	\$ 26,389	\$ 104,233
GAAP general and administrative	\$ 17,033	\$ 5,769	\$ 3,893	\$ 4,245	\$ 4,226	\$ 18,133	\$ 4,380	\$ 4,152	\$ 4,265	\$ 17,577	\$ 4,055	\$ 3,811	\$ 3,985	\$ 4,294	\$ 16,145
Stock-based compensation	2,634	784	644	434	478	2,340	583	570	456	2,029	407	378	527	775	2,087
Acquisition related costs	-	-	-	-	-	-	-	-	-	340	-	-	-	(222)	(222)
Litigation related charges	3,383	2,164	433	889	784	4,270	600	357	76	2,052	270	143	214	202	829
Non-GAAP general and administrative	\$ 11,016	\$ 2,821	\$ 2,816	\$ 2,922	\$ 2,964	\$ 11,523	\$ 3,197	\$ 3,225	\$ 3,733	\$ 13,156	\$ 3,378	\$ 3,290	\$ 3,244	\$ 3,539	\$ 13,451
GAAP other income	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ (6,900)	\$ (6,900)	\$ -	\$ -	\$ -	\$ -	\$ -
Court verdict	-	-	-	-	-	-	-	-	6,900	6,900	-	-	-	-	-
Non-GAAP other income	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
GAAP total operating expenses	\$ 160,367	\$ 44,105	\$ 42,759	\$ 42,170	\$ 44,605	\$ 173,639	\$ 45,803	\$ 46,019	\$ 41,603	\$ 178,424	\$ 46,900	\$ 46,247	\$ 45,682	\$ 46,376	\$ 185,205
Stock-based compensation	9,188	2,835	2,705	2,631	3,169	11,340	3,486	3,205	3,157	12,790	3,242	2,831	3,012	3,196	12,281
Acquisition related costs	-	-	-	-	-	-	-	-	204	544	-	-	-	(202)	(202)
Amortization of intangible assets	124	26	26	27	26	105	24	23	24	94	20	21	20	21	82
Litigation related charges	3,383	2,164	433	889	784	4,270	600	357	76	2,052	270	143	214	202	829
Court verdict	-	-	-	-	-	-	-	-	(6,900)	(6,900)	-	-	-	-	-
Non-GAAP total operating expenses	\$ 147,672	\$ 39,080	\$ 39,595	\$ 38,623	\$ 40,626	\$ 157,924	\$ 41,693	\$ 42,434	\$ 45,042	\$ 169,844	\$ 43,368	\$ 43,252	\$ 42,436	\$ 43,159	\$ 172,215
GAAP operating income (loss)	\$ 17,999	\$ (4,334)	\$ (2,061)	\$ (3,865)	\$ (2,489)	\$ (12,749)	\$ (4,481)	\$ (2,900)	\$ 5,791	\$ (6,671)	\$ (2,304)	\$ 700	\$ 2,804	\$ 6,324	\$ 7,524
Stock-based compensation	9,329	2,877	2,744	2,678	3,221	11,520	3,547	3,270	3,217	13,031	3,300	2,890	3,066	3,246	12,502
Acquisition related costs	-	-	-	-	-	-	-	-	754	1,094	-	-	-	(202)	(202)
Amortization of intangible assets	1,238	279	280	280	280	1,119	443	402	110	1,231	250	233	232	233	948
Litigation related charges	3,383	2,164	433	889	784	4,270	600	357	76	2,052	270	143	214	202	829
Court verdict	-	-	-	-	-	-	-	-	(6,900)	(6,900)	-	-	-	-	-
Non-GAAP operating income (loss)	\$ 31,949	\$ 986	\$ 1,396	\$ (18)	\$ 1,796	\$ 4,160	\$ 109	\$ 1,129	\$ 3,048	\$ 3,837	\$ 1,516	\$ 3,966	\$ 6,316	\$ 9,803	\$ 21,601

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GAAP to Non-GAAP Reconciliations - continues from previous page
(U.S. Dollars in thousands, except share and per share data - unaudited)

GAAP finance income
Exchange rate differences, net on balance sheet items included in financial income

Non-GAAP finance income

GAAP income (loss) before taxes on income
Stock-based compensation
Acquisition related costs
Amortization of intangible assets
Litigation related charges
Court verdict
Exchange rate differences, net on balance sheet items included in financial income

Non-GAAP income before taxes on income

GAAP taxes on income
Court verdict
Change in the federal rate

Non-GAAP taxes on income

GAAP net income (loss)
Stock-based compensation
Acquisition related costs
Amortization of intangible assets
Litigation related charges
Court verdict
Exchange rate differences, net on balance sheet items included in financial income
Change in the federal rate

Non-GAAP net income

GAAP diluted net earnings (loss) per share
Stock-based compensation
Acquisition related costs
Amortization of intangible assets
Litigation related charges
Court verdict
Exchange rate differences, net on balance sheet items included in financial income
Change in the federal rate

Non-GAAP diluted net earnings per share

GAAP weighted average number of shares used to compute Non-GAAP diluted net earnings per share

	FY'15					FY'16					FY'17					FY'18				
	Yr Ended 31-Dec	Quarter Ended				Yr Ended 31-Dec	Quarter Ended				Yr Ended 31-Dec	Quarter Ended				Yr Ended 31-Dec				
		31-Mar	30-Jun	30-Sep	31-Dec		30-Jun	30-Sep	31-Dec		30-Jun	30-Sep	31-Dec		31-Mar	30-Jun	30-Sep	31-Dec		
GAAP finance income	\$ 5,867	\$ 1,940	\$ 1,232	\$ 1,706	\$ 863	\$ 5,741	\$ 640	\$ 2,148	\$ 935	\$ 4,830	\$ 1,689	\$ 1,701	\$ 1,487	\$ 2,397	\$ 7,274					
Exchange rate differences, net on balance sheet items included in financial income	1,147	(303)	460	176	341	674	659	(729)	558	635	(203)	26	432	(59)	196					
Non-GAAP finance income	\$ 7,014	\$ 1,637	\$ 1,692	\$ 1,882	\$ 1,204	\$ 6,415	\$ 1,299	\$ 1,419	\$ 1,493	\$ 5,465	\$ 1,486	\$ 1,727	\$ 1,919	\$ 2,338	\$ 7,470					
GAAP income (loss) before taxes on income	\$ 23,866	\$ (2,394)	\$ (829)	\$ (2,159)	\$ (1,626)	\$ (7,008)	\$ (3,841)	\$ (752)	\$ 6,726	\$ (1,841)	\$ (615)	\$ 2,401	\$ 4,291	\$ 8,721	\$ 14,798					
Stock-based compensation	9,329	2,877	2,744	2,678	3,221	11,520	3,547	3,270	3,217	13,031	3,300	2,890	3,066	3,246	12,502					
Acquisition related costs	-	-	-	-	-	-	-	-	754	1,094	-	-	-	(202)	(202)					
Amortization of intangible assets	1,238	279	280	280	280	1,119	443	402	110	1,231	250	233	232	233	948					
Litigation related charges	3,383	2,164	433	889	784	4,270	600	357	76	2,052	270	143	214	202	829					
Court verdict	-	-	-	-	-	-	-	-	(6,900)	(6,900)	-	-	-	-	-					
Exchange rate differences, net on balance sheet items included in financial income	1,147	(303)	460	176	341	674	659	(729)	558	635	(203)	26	432	(59)	196					
Non-GAAP income before taxes on income	\$ 38,962	\$ 2,623	\$ 3,088	\$ 1,864	\$ 3,000	\$ 10,575	\$ 1,408	\$ 2,548	\$ 4,541	\$ 9,302	\$ 3,002	\$ 5,693	\$ 8,235	\$ 12,141	\$ 29,071					
GAAP taxes on income	\$ 5,297	\$ 358	\$ 498	\$ 288	\$ 507	\$ 1,651	\$ 218	\$ 725	\$ 4,605	\$ 5,652	\$ 380	\$ 727	\$ 1,178	\$ 778	\$ 3,063					
Court verdict	-	-	-	-	-	-	-	-	(724)	(724)	-	-	-	-	-					
Change in the federal rate	-	-	-	-	-	-	-	-	(3,249)	(3,249)	-	-	-	-	-					
Non-GAAP taxes on income	\$ 5,297	\$ 358	\$ 498	\$ 288	\$ 507	\$ 1,651	\$ 218	\$ 725	\$ 632	\$ 1,679	\$ 380	\$ 727	\$ 1,178	\$ 778	\$ 3,063					
GAAP net income (loss)	\$ 18,569	\$ (2,752)	\$ (1,327)	\$ (2,447)	\$ (2,133)	\$ (8,659)	\$ (4,059)	\$ (1,477)	\$ 2,121	\$ (7,493)	\$ (995)	\$ 1,674	\$ 3,113	\$ 7,943	\$ 11,735					
Stock-based compensation	9,329	2,877	2,744	2,678	3,221	11,520	3,547	3,270	3,217	13,031	3,300	2,890	3,066	3,246	12,502					
Acquisition related costs	-	-	-	-	-	-	-	-	754	1,094	-	-	-	(202)	(202)					
Amortization of intangible assets	1,238	279	280	280	280	1,119	443	402	110	1,231	250	233	232	233	948					
Litigation related charges	3,383	2,164	433	889	784	4,270	600	357	76	2,052	270	143	214	202	829					
Court verdict	-	-	-	-	-	-	-	-	(6,176)	(6,176)	-	-	-	-	-					
Exchange rate differences, net on balance sheet items included in financial income	1,147	(303)	460	176	341	674	659	(729)	558	635	(203)	26	432	(59)	196					
Change in the federal rate	-	-	-	-	-	-	-	-	3,249	3,249	-	-	-	-	-					
Non-GAAP net income	\$ 33,665	\$ 2,265	\$ 2,590	\$ 1,576	\$ 2,493	\$ 8,924	\$ 1,190	\$ 1,823	\$ 3,909	\$ 7,623	\$ 2,622	\$ 4,966	\$ 7,057	\$ 11,363	\$ 26,008					
GAAP diluted net earnings (loss) per share	\$ 0.40	\$ (0.06)	\$ (0.03)	\$ (0.06)	\$ (0.05)	\$ (0.20)	\$ (0.09)	\$ (0.03)	\$ 0.05	\$ (0.17)	\$ (0.02)	\$ 0.04	\$ 0.06	\$ 0.16	\$ 0.25					
Stock-based compensation	0.20	0.06	0.06	0.06	0.07	0.26	0.08	0.07	0.07	0.30	0.07	0.06	0.06	0.07	0.26					
Acquisition related costs	-	-	-	-	-	-	-	-	0.02	0.02	-	-	-	(0.00)	(0.00)					
Amortization of intangible assets	0.03	0.01	0.01	0.01	0.01	0.03	0.01	0.01	-	0.03	0.01	0.00	0.01	0.00	0.03					
Litigation related charges	0.07	0.05	0.01	0.02	0.02	0.10	0.01	0.01	-	0.05	0.01	0.00	0.01	0.00	0.02					
Court verdict	-	-	-	-	-	-	-	-	(0.14)	(0.14)	-	-	-	-	-					
Exchange rate differences, net on balance sheet items included in financial income	0.02	(0.01)	0.01	0.01	0.01	0.01	0.01	(0.02)	0.01	0.01	(0.00)	0.00	0.01	(0.00)	0.00					
Change in the federal rate	-	-	-	-	-	-	-	-	0.08	0.07	-	-	-	-	-					
Non-GAAP diluted net earnings per share	\$ 0.72	\$ 0.05	\$ 0.05	\$ 0.04	\$ 0.06	\$ 0.20	\$ 0.02	\$ 0.04	\$ 0.09	\$ 0.17	\$ 0.06	\$ 0.10	\$ 0.15	\$ 0.24	\$ 0.55					
GAAP weighted average number of shares used to compute Non-GAAP diluted net earnings per share	46,738,604	44,468,827	43,944,924	44,077,078	43,721,973	44,125,436	45,054,172	45,210,495	45,728,792	44,756,732	46,424,462	47,396,099	48,519,880	48,279,751	47,691,868					

Note: This document should be read in conjunction with the Company's SEC Filings.



**Radware Ltd. Condensed and Consolidated -
US GAAP Cash Flows**
(U.S. Dollars in thousands - unaudited)

	FY'15					FY'16					FY'17					FY'18					
	Yr Ended 31-Dec	Quarter Ended				Yr Ended 31-Dec	31-Mar	30-Jun	30-Sep	31-Dec	Yr Ended 31-Dec	Quarter Ended				Yr Ended 31-Dec	31-Mar	30-Jun	30-Sep	31-Dec	Yr Ended 31-Dec
		31-Mar	30-Jun	30-Sep	31-Dec							31-Mar	30-Jun	30-Sep	31-Dec						
Cash flows from operating activities:																					
Net income (loss)	\$ 18,569	\$ (2,752)	\$ (1,327)	\$ (2,447)	\$ (2,133)	\$ (8,659)	\$ (4,078)	\$ (4,059)	\$ (1,477)	\$ 2,121	\$ (7,493)	\$ (995)	\$ 1,674	\$ 3,113	\$ 7,943	\$ 11,735					
Adjustments to reconcile net income (loss) to net cash provided by operating activities:																					
Depreciation and amortization	9,401	2,534	2,561	2,614	2,663	10,372	2,819	2,987	2,861	2,567	11,234	2,504	2,443	2,433	2,402	9,782					
Stock based compensation	9,329	2,877	2,744	2,678	3,221	11,520	2,997	3,547	3,270	3,217	13,031	3,300	2,890	3,066	3,246	12,502					
Gain from sale of available-for-sale marketable securities	(2,438)	(577)	(549)	(651)	6	(1,771)	-	-	-	(18)	(18)	-	-	-	-	-					
Amortization of premiums, accretion of discounts and accrued interest on available-for-sale marketable securities, net	3,208	378	514	385	672	1,949	361	270	450	465	1,546	276	414	192	513	1,395					
Accrued interest on bank deposits	(1,998)	(661)	6	201	1,633	1,179	1,382	150	(720)	(586)	226	(66)	(146)	(1,217)	(962)	(2,391)					
Increase (decrease) in accrued severance pay, net	125	322	19	(51)	111	401	135	41	44	(430)	(210)	239	(97)	(8)	189	323					
Decrease (increase) in trade receivables, net	(773)	(1,495)	1,848	4,711	1,939	7,003	(1,450)	3,352	5,324	(3,836)	3,390	(37)	(2,564)	107	1,325	(1,169)					
Decrease (increase) in other receivables and prepaid expenses and other long term assets	112	(304)	(106)	149	(1,542)	(1,803)	1,034	(196)	(459)	(8,258)	(7,879)	7,199	(2,501)	(206)	(1,359)	3,133					
Decrease (increase) in inventories	522	(254)	395	(631)	(302)	(792)	(1,278)	(1,063)	731	(48)	(1,658)	(148)	477	(2,020)	2,062	371					
Increase (decrease) in trade payables	(562)	(4,178)	1,010	(1,036)	920	(3,284)	(1,710)	1,574	(1,415)	817	(734)	(1,047)	424	680	(941)	(884)					
Increase (decrease) in other payables, deferred revenues and accrued expenses	4,273	12,919	606	(7,194)	15,487	21,818	6,092	4,761	(2,770)	11,945	20,028	939	(455)	2,691	11,279	14,454					
Excess tax benefit from stock-based compensation	(632)	-	74	-	473	547	-	-	-	-	-	-	-	-	-	-					
Net cash provided by (used in) operating activities	39,136	8,809	7,795	(1,272)	23,148	38,480	6,304	11,364	5,839	7,956	31,463	12,164	2,559	8,831	25,697	49,251					
Cash flows from investing activities:																					
Purchase of property and equipment	(13,774)	(2,629)	(2,881)	(2,561)	(1,333)	(9,404)	(1,882)	(2,475)	(1,240)	(1,613)	(7,210)	(2,089)	(1,187)	(1,595)	(3,998)	(8,869)					
Proceeds from (investment in) other long-term assets	(100)	19	(16)	(3)	(53)	(53)	47	(31)	(4)	(18)	(6)	(91)	131	-	-	40					
Proceeds from (investment in) bank deposits, net	(33,824)	(4,436)	(9,952)	16,097	29,586	31,295	(33,907)	(1,219)	(2,074)	-	(37,200)	(17,000)	(9,067)	(15,000)	(29,935)	(71,002)					
Proceeds from (investment in) available-for-sale marketable securities	40,845	3,106	155	4,339	(1,079)	6,521	3,887	(5,910)	485	(2,119)	(3,657)	(1,186)	(686)	(1,035)	(2,765)	(5,672)					
Payment for the acquisition of subsidiary, net of cash acquired	-	-	-	-	-	-	(8,269)	-	-	-	(8,269)	-	-	-	-	-	-				
Purchase of intangible assets	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-				
Net cash provided by (used in) investing activities	(6,853)	(3,940)	(12,694)	17,872	27,121	28,359	(40,124)	(9,635)	(2,833)	(3,750)	(56,342)	(20,366)	(10,809)	(17,630)	(36,698)	(85,503)					
Cash flows from financing activities:																					
Proceeds from exercise of stock options	8,746	-	-	330	1,253	1,583	1,310	1,228	851	7,501	10,890	4,952	7,939	6,688	2,223	21,802					
Excess tax benefit from stock-based compensation	632	-	(74)	-	(473)	(547)	-	-	-	-	-	-	-	-	-	-					
Repayment of contingent consideration	-	-	-	-	-	-	-	-	-	-	-	-	-	-	(1,310)	(1,310)					
Repurchase of shares	(52,896)	(6,780)	(4,932)	-	(10,268)	(21,980)	-	-	(413)	-	(413)	-	-	-	(4,274)	(4,274)					
Net cash provided by (used in) financing activities	(43,518)	(6,780)	(5,006)	330	(9,488)	(20,944)	1,310	1,228	438	7,501	10,477	4,952	7,939	6,688	(3,361)	16,218					
Increase (decrease) in cash and cash equivalents	(11,235)	(1,911)	(9,905)	16,930	40,781	45,895	(32,510)	2,957	3,444	11,707	(14,402)	(3,250)	(311)	(2,111)	(14,362)	(20,034)					
Cash and cash equivalents at the beginning of the period	44,979	33,744	31,833	21,928	38,858	33,744	79,639	47,129	50,086	53,530	79,639	65,237	61,987	61,676	59,565	65,237					
Cash and cash equivalents at the end of the period	\$ 33,744	\$ 31,833	\$ 21,928	\$ 38,858	\$ 79,639	\$ 79,639	\$ 47,129	\$ 50,086	\$ 53,530	\$ 65,237	\$ 65,237	\$ 61,987	\$ 61,676	\$ 59,565	\$ 45,203	\$ 45,203					

Note: This document should be read in conjunction with the Company's SEC Filings.



Radware Ltd. - Revenues mix
(U.S. Dollars in thousands - unaudited)

Revenue by geography:

	FY'15	FY'16				FY'16	FY'17				FY'17	FY'18				FY'18
	Yr Ended 31-Dec	Quarter Ended				Yr Ended 31-Dec	Quarter Ended				Yr Ended 31-Dec	Quarter Ended				Yr Ended 31-Dec
		31-Mar	30-Jun	30-Sep	31-Dec		31-Mar	30-Jun	30-Sep	31-Dec		31-Mar	30-Jun	30-Sep	31-Dec	
Americas	\$ 88,685	\$ 20,007	\$ 22,069	\$ 19,967	\$ 22,690	\$ 84,733	\$ 18,300	\$ 24,263	\$ 26,601	\$ 28,737	\$ 97,901	\$ 24,177	\$ 23,888	\$ 26,699	\$ 27,727	\$ 102,491
EMEA	62,689	12,567	14,035	12,217	14,905	53,724	14,590	13,121	13,788	15,090	56,589	15,129	19,797	17,672	23,152	75,750
APAC	65,192	15,851	13,481	14,679	14,117	58,128	16,022	13,572	12,658	14,627	56,879	15,230	13,602	14,392	12,938	56,163
Total revenue	\$ 216,566	\$ 48,425	\$ 49,585	\$ 46,863	\$ 51,712	\$ 196,585	\$ 48,912	\$ 50,956	\$ 53,047	\$ 58,454	\$ 211,369	\$ 54,536	\$ 57,287	\$ 58,764	\$ 63,817	\$ 234,404
Revenue % of total:																
Americas	41.0%	41.3%	44.5%	42.6%	43.9%	43.1%	37.4%	47.6%	50.1%	49.2%	46.3%	44.3%	41.7%	45.4%	43.4%	43.7%
EMEA	28.9%	26.0%	28.3%	26.1%	28.8%	27.3%	29.8%	25.7%	26.0%	25.8%	26.8%	27.7%	34.6%	30.1%	36.3%	32.3%
APAC	30.1%	32.7%	27.2%	31.3%	27.3%	29.6%	32.8%	26.6%	23.9%	25.0%	26.9%	27.9%	23.7%	24.5%	20.3%	24.0%
Total revenue	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%
Revenue by vertical:																
Enterprise	\$ 152,824	\$ 34,482	\$ 34,380	\$ 33,284	\$ 34,104	\$ 136,251	\$ 33,750	\$ 33,321	\$ 31,876	\$ 39,692	\$ 138,639	\$ 39,802	\$ 39,924	\$ 40,098	\$ 42,122	\$ 161,945
Carrier	63,742	13,943	15,205	13,579	17,607	60,334	15,162	17,635	21,171	18,762	72,730	14,734	17,363	18,666	21,695	72,459
Total revenue	\$ 216,566	\$ 48,425	\$ 49,585	\$ 46,863	\$ 51,712	\$ 196,585	\$ 48,912	\$ 50,956	\$ 53,047	\$ 58,454	\$ 211,369	\$ 54,536	\$ 57,287	\$ 58,764	\$ 63,817	\$ 234,404
Revenue % of total:																
Enterprise	70.6%	71.2%	69.3%	71.0%	66.0%	69.3%	69.0%	65.4%	60.1%	67.9%	65.6%	73.0%	69.7%	68.2%	66.0%	69.1%
Carrier	29.4%	28.8%	30.7%	29.0%	34.0%	30.7%	31.0%	34.6%	39.9%	32.1%	34.4%	27.0%	30.3%	31.8%	34.0%	30.9%
Total revenue	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%

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