



**Investor Kit Fourth Quarter 2019**



**Radware Ltd. Condensed and Consolidated - Balance Sheets**  
(U.S. Dollars in thousands - unaudited)

**ASSETS**

**Current Assets**

	FY'16				FY'17				FY'18				FY'19			
	Yr Ended 31-Dec	Quarter Ended			Yr Ended 31-Dec	Quarter Ended			Yr Ended 31-Dec	Quarter Ended			Yr Ended 31-Dec	Quarter Ended		
	31-Mar	30-Jun	30-Sep		31-Mar	30-Jun	30-Sep		31-Mar	30-Jun	30-Sep		31-Mar	30-Jun	30-Sep	
Cash and cash equivalents	\$ 79,639	\$ 47,129	\$ 50,086	\$ 53,530	\$ 65,237	\$ 61,987	\$ 61,676	\$ 59,565	\$ 45,203	\$ 52,361	\$ 34,191	\$ 39,955	\$ 40,751			
Available-for-sale marketable securities	20,452	20,922	21,350	25,145	42,573	45,769	41,234	37,004	15,742	9,996	25,923	28,177	36,924			
Short-term bank deposits	125,995	101,471	84,830	87,114	93,151	87,662	149,622	203,299	255,454	250,354	193,944	153,812	100,276			
Trade receivables, net	19,407	20,990	17,638	12,314	16,150	16,034	18,598	18,491	17,166	14,346	14,987	12,366	22,610			
Other receivables and prepaid expenses	4,159	3,250	3,447	3,905	12,252	6,401	7,687	6,308	7,071	8,632	10,182	9,390	8,032			
Inventories	17,114	18,392	19,455	18,724	18,772	18,920	18,443	20,463	18,401	17,185	15,964	15,083	13,940			
<b>Total</b>	<b>266,766</b>	<b>212,154</b>	<b>196,806</b>	<b>200,732</b>	<b>248,135</b>	<b>236,773</b>	<b>297,260</b>	<b>345,130</b>	<b>359,037</b>	<b>352,874</b>	<b>295,191</b>	<b>258,783</b>	<b>222,533</b>			

**Long-term Investments**

Available-for-sale marketable securities	74,967	70,307	75,478	70,717	54,427	51,193	55,948	61,078	84,669	101,346	120,174	120,326	112,696
Long-term bank deposits	19,092	76,141	93,851	94,361	88,911	111,465	58,718	21,258	-	6,011	39,732	86,342	137,095
Severance pay funds	2,597	2,597	2,830	2,830	3,251	3,251	3,039	3,105	2,973	2,187	2,267	2,313	2,300
<b>Total</b>	<b>96,656</b>	<b>149,045</b>	<b>172,159</b>	<b>167,908</b>	<b>146,589</b>	<b>165,909</b>	<b>117,705</b>	<b>85,441</b>	<b>87,642</b>	<b>109,544</b>	<b>162,173</b>	<b>208,981</b>	<b>252,091</b>

Property and equipment, net	26,354	25,751	25,711	24,487	23,642	23,477	22,453	21,848	23,677	23,430	23,538	23,256	22,971
Other long-term assets	8,092	8,030	8,072	8,084	8,133	17,687	18,492	20,064	20,724	21,221	21,425	21,495	24,293
Operating lease right-of-use assets	-	-	-	-	-	-	-	-	-	20,539	19,868	18,849	18,144
Goodwill and intangible assets, net	32,468	43,262	43,096	42,699	42,589	42,338	42,106	41,873	41,641	54,913	54,838	56,127	55,625

<b>Total assets</b>	<b>\$ 430,336</b>	<b>\$ 438,242</b>	<b>\$ 445,844</b>	<b>\$ 443,910</b>	<b>\$ 469,088</b>	<b>\$ 486,184</b>	<b>\$ 498,016</b>	<b>\$ 514,356</b>	<b>\$ 532,721</b>	<b>\$ 582,521</b>	<b>\$ 577,033</b>	<b>\$ 587,491</b>	<b>\$ 595,657</b>
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**LIABILITIES AND SHAREHOLDERS' EQUITY**

**Current Liabilities**

Trade payables	\$ 5,971	\$ 4,393	\$ 5,967	\$ 4,552	\$ 5,367	\$ 4,320	\$ 4,744	\$ 5,424	\$ 4,483	\$ 3,830	\$ 3,802	\$ 4,005	\$ 6,878
Deferred revenues (*)	53,061	59,541	63,183	63,534	69,829	76,831	76,758	76,663	83,955	89,068	86,207	81,987	79,239
Operating lease liabilities	-	-	-	-	-	-	-	-	-	5,197	5,495	5,183	5,193
Other payables and accrued expenses	26,232	28,227	25,187	25,107	32,174	24,248	25,212	30,663	29,596	29,628	29,729	28,089	34,689
<b>Total</b>	<b>85,264</b>	<b>92,161</b>	<b>94,337</b>	<b>93,193</b>	<b>107,370</b>	<b>105,399</b>	<b>106,714</b>	<b>112,750</b>	<b>118,034</b>	<b>127,723</b>	<b>125,233</b>	<b>119,264</b>	<b>125,999</b>

**Long-term Liabilities**

Deferred revenues (*)	31,100	31,787	36,296	38,658	43,482	45,346	43,719	41,040	43,796	50,122	45,446	54,556	50,888
Operating lease liabilities	-	-	-	-	-	-	-	-	-	15,717	15,033	14,520	13,914
Other long-term liabilities	14,209	14,258	14,490	9,130	2,880	5,733	5,413	5,484	6,934	8,733	10,171	12,343	9,525
<b>Total</b>	<b>45,309</b>	<b>46,045</b>	<b>50,786</b>	<b>47,788</b>	<b>46,362</b>	<b>51,079</b>	<b>49,132</b>	<b>46,524</b>	<b>50,730</b>	<b>74,572</b>	<b>70,650</b>	<b>81,419</b>	<b>74,327</b>

**Shareholders' Equity**

Share capital	663	664	665	666	673	677	685	691	693	701	704	707	710
Additional paid-in capital	325,338	329,644	334,418	338,539	349,250	357,496	368,318	378,067	383,536	394,361	400,756	407,897	414,581
Accumulated other comprehensive income (loss), net of tax	(20)	24	(7)	(31)	(443)	(1,172)	(1,212)	(1,168)	(1,110)	6	791	1,026	1,145
Treasury stock, at cost	(116,029)	(116,029)	(116,029)	(116,442)	(116,442)	(116,442)	(116,442)	(116,442)	(120,717)	(120,765)	(130,770)	(139,612)	(145,226)
Retained earnings	89,811	85,733	81,674	80,197	82,318	89,147	90,821	93,934	101,555	105,923	109,669	116,790	124,121
<b>Total</b>	<b>299,763</b>	<b>300,036</b>	<b>300,721</b>	<b>302,929</b>	<b>315,356</b>	<b>329,706</b>	<b>342,170</b>	<b>355,082</b>	<b>363,957</b>	<b>380,226</b>	<b>381,150</b>	<b>386,808</b>	<b>395,331</b>

<b>Total liabilities and shareholder's equity</b>	<b>\$ 430,336</b>	<b>\$ 438,242</b>	<b>\$ 445,844</b>	<b>\$ 443,910</b>	<b>\$ 469,088</b>	<b>\$ 486,184</b>	<b>\$ 498,016</b>	<b>\$ 514,356</b>	<b>\$ 532,721</b>	<b>\$ 582,521</b>	<b>\$ 577,033</b>	<b>\$ 587,491</b>	<b>\$ 595,657</b>
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**\* Deferred Revenues**

Short Term	53,061	59,541	63,183	63,534	69,829	76,831	76,758	76,663	83,955	89,068	86,207	81,987	79,239
Long Term	31,100	31,787	36,296	38,658	43,482	45,346	43,719	41,040	43,796	50,122	45,446	54,556	50,888

**Balance Sheet Deferred Revenues**

<b>Total</b>	<b>84,161</b>	<b>91,328</b>	<b>99,479</b>	<b>102,192</b>	<b>113,311</b>	<b>122,177</b>	<b>120,477</b>	<b>117,703</b>	<b>127,751</b>	<b>139,190</b>	<b>131,653</b>	<b>136,543</b>	<b>130,127</b>
Add: Uncollected billed amounts offset against trade receivables balance. (representing unpaid invoices not yet recognized as revenue)	37,000	37,014	33,997	37,056	34,374	25,968	32,114	32,972	39,499	20,272	39,884	28,205	54,512
<b>Total Deferred Revenues</b>	<b>121,161</b>	<b>128,342</b>	<b>133,476</b>	<b>139,248</b>	<b>147,685</b>	<b>148,145</b>	<b>152,591</b>	<b>150,675</b>	<b>167,250</b>	<b>159,462</b>	<b>171,537</b>	<b>164,748</b>	<b>184,639</b>

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



Radware Ltd. Condensed and Consolidated -

US GAAP Income Statements

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

	FY'16	FY'17					FY'18					FY'19				
	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	
<b>Revenues</b>	\$ 196,585	\$ 48,912	\$ 50,956	\$ 53,047	\$ 58,454	\$ 211,369	\$ 54,536	\$ 57,287	\$ 58,764	\$ 63,817	\$ 234,404	\$ 61,397	\$ 60,454	\$ 62,859	\$ 67,362	\$ 252,072
Cost of revenues	35,695	8,994	9,634	9,928	11,060	39,616	9,940	10,340	10,278	11,117	41,675	11,009	10,644	11,527	11,994	45,174
<b>Gross profit</b>	<b>160,890</b>	<b>39,918</b>	<b>41,322</b>	<b>43,119</b>	<b>47,394</b>	<b>171,753</b>	<b>44,596</b>	<b>46,947</b>	<b>48,486</b>	<b>52,700</b>	<b>192,729</b>	<b>50,388</b>	<b>49,810</b>	<b>51,332</b>	<b>55,368</b>	<b>206,898</b>
Operating expenses:																
Research and development, net	51,732	14,240	15,013	14,678	15,072	59,003	14,662	14,633	14,434	13,945	57,674	15,230	15,400	15,108	16,103	61,841
Selling and marketing	103,774	25,979	26,410	27,189	29,166	108,744	28,183	27,803	27,263	28,137	111,386	26,661	26,680	27,094	29,121	109,556
General and administrative	18,133	4,780	4,380	4,152	4,265	17,577	4,055	3,811	3,985	4,294	16,145	4,764	5,042	4,403	4,375	18,584
Other income	-	-	-	-	(6,900)	(6,900)	-	-	-	-	-	-	-	-	-	-
<b>Total operating expenses</b>	<b>173,639</b>	<b>44,999</b>	<b>45,803</b>	<b>46,019</b>	<b>41,603</b>	<b>178,424</b>	<b>46,900</b>	<b>46,247</b>	<b>45,682</b>	<b>46,376</b>	<b>185,205</b>	<b>46,655</b>	<b>47,122</b>	<b>46,605</b>	<b>49,599</b>	<b>189,981</b>
<b>Operating income (loss)</b>	<b>(12,749)</b>	<b>(5,081)</b>	<b>(4,481)</b>	<b>(2,900)</b>	<b>5,791</b>	<b>(6,671)</b>	<b>(2,304)</b>	<b>700</b>	<b>2,804</b>	<b>6,324</b>	<b>7,524</b>	<b>3,733</b>	<b>2,688</b>	<b>4,727</b>	<b>5,769</b>	<b>16,917</b>
Financial income, net	5,741	1,107	640	2,148	935	4,830	1,689	1,701	1,487	2,397	7,274	1,791	2,119	2,137	2,745	8,792
<b>Income (loss) before taxes on income (tax benefit)</b>	<b>(7,008)</b>	<b>(3,974)</b>	<b>(3,841)</b>	<b>(752)</b>	<b>6,726</b>	<b>(1,841)</b>	<b>(615)</b>	<b>2,401</b>	<b>4,291</b>	<b>8,721</b>	<b>14,798</b>	<b>5,524</b>	<b>4,807</b>	<b>6,864</b>	<b>8,514</b>	<b>25,709</b>
Taxes on income (tax benefit)	1,651	104	218	725	4,605	5,652	380	727	1,178	778	3,063	1,156	1,061	(257)	1,183	3,143
<b>Net income (loss)</b>	<b>\$ (8,659)</b>	<b>\$ (4,078)</b>	<b>\$ (4,059)</b>	<b>\$ (1,477)</b>	<b>\$ 2,121</b>	<b>\$ (7,493)</b>	<b>\$ (995)</b>	<b>\$ 1,674</b>	<b>\$ 3,113</b>	<b>\$ 7,943</b>	<b>\$ 11,735</b>	<b>\$ 4,368</b>	<b>\$ 3,746</b>	<b>\$ 7,121</b>	<b>\$ 7,331</b>	<b>\$ 22,566</b>
Diluted net earnings (loss) per share	\$ (0.20)	\$ (0.09)	\$ (0.09)	\$ (0.03)	\$ 0.05	\$ (0.17)	\$ (0.02)	\$ 0.04	\$ 0.06	\$ 0.16	\$ 0.25	\$ 0.09	\$ 0.08	\$ 0.15	\$ 0.15	\$ 0.47
Weighted average number of shares used to compute diluted net earnings (loss) per share	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	48,572,366	48,722,684	48,488,313	48,304,507	48,523,120
Gross margin	81.8%	81.6%	81.1%	81.3%	81.1%	81.3%	81.8%	82.0%	82.5%	82.6%	82.2%	82.1%	82.4%	81.7%	82.2%	82.1%
R&D % of total revenue	26.3%	29.1%	29.5%	27.7%	25.8%	27.9%	26.9%	25.5%	24.6%	21.9%	24.6%	24.8%	25.5%	24.0%	23.9%	24.5%
S&M % of total revenue	52.8%	53.1%	51.8%	51.3%	49.9%	51.4%	51.7%	48.5%	46.4%	44.1%	47.5%	43.4%	44.1%	43.1%	43.2%	43.5%
G&A % of total revenue	9.2%	9.8%	8.6%	7.8%	7.3%	8.3%	7.4%	6.7%	6.8%	6.7%	6.9%	7.8%	8.3%	7.0%	6.5%	7.4%
Total operating expenses % of total revenues	88.3%	92.0%	89.9%	86.8%	71.2%	84.4%	86.0%	80.7%	77.7%	72.7%	79.0%	76.0%	77.9%	74.1%	73.6%	75.4%
Operating margin	-6.5%	-10.4%	-8.8%	-5.5%	9.9%	-3.2%	-4.2%	1.2%	4.8%	9.9%	3.2%	6.1%	4.4%	7.5%	8.6%	6.7%
Net margin	-4.4%	-8.3%	-8.0%	-2.8%	3.6%	-3.5%	-1.8%	2.9%	5.3%	12.4%	5.0%	7.1%	6.2%	11.3%	10.9%	9.0%

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'16					FY'17					FY'18					FY'19				
	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					
<b>Revenues</b>	\$ 196,585	\$ 48,912	\$ 50,956	\$ 53,047	\$ 58,454	\$ 211,369	\$ 54,536	\$ 57,287	\$ 58,764	\$ 63,817	\$ 234,404	\$ 61,397	\$ 60,454	\$ 62,859	\$ 67,362	\$ 252,072				
Cost of revenues	34,501	8,686	9,154	9,484	10,364	37,688	9,652	10,069	10,012	10,855	40,588	10,543	10,175	10,473	11,455	42,646				
<b>Gross profit</b>	<b>162,084</b>	<b>40,226</b>	<b>41,802</b>	<b>43,563</b>	<b>48,090</b>	<b>173,681</b>	<b>44,884</b>	<b>47,218</b>	<b>48,752</b>	<b>52,962</b>	<b>193,816</b>	<b>50,854</b>	<b>50,279</b>	<b>52,386</b>	<b>55,907</b>	<b>209,426</b>				
Operating expenses:																				
Research and development, net	48,393	13,342	13,985	13,721	13,884	54,932	13,731	13,954	13,615	13,231	54,531	14,520	14,686	14,468	15,312	58,986				
Selling and marketing	98,008	24,332	24,511	25,488	27,425	101,756	26,259	26,008	25,577	26,389	104,233	25,075	24,927	25,123	27,408	102,533				
General and administrative	11,523	3,001	3,197	3,225	3,733	13,156	3,378	3,290	3,244	3,539	13,451	3,651	3,483	3,638	3,651	14,423				
<b>Total operating expenses</b>	<b>157,924</b>	<b>40,675</b>	<b>41,693</b>	<b>42,434</b>	<b>45,042</b>	<b>169,844</b>	<b>43,368</b>	<b>43,252</b>	<b>42,436</b>	<b>43,159</b>	<b>172,215</b>	<b>43,246</b>	<b>43,096</b>	<b>43,229</b>	<b>46,371</b>	<b>175,942</b>				
<b>Operating income (loss)</b>	<b>4,160</b>	<b>(449)</b>	<b>109</b>	<b>1,129</b>	<b>3,048</b>	<b>3,837</b>	<b>1,516</b>	<b>3,966</b>	<b>6,316</b>	<b>9,803</b>	<b>21,601</b>	<b>7,608</b>	<b>7,183</b>	<b>9,157</b>	<b>9,536</b>	<b>33,484</b>				
Financial Income, net	6,415	1,254	1,299	1,419	1,493	5,465	1,486	1,727	1,919	2,338	7,470	2,422	2,718	2,762	2,597	10,499				
<b>Income before taxes on income</b>	<b>10,575</b>	<b>805</b>	<b>1,408</b>	<b>2,548</b>	<b>4,541</b>	<b>9,302</b>	<b>3,002</b>	<b>5,693</b>	<b>8,235</b>	<b>12,141</b>	<b>29,071</b>	<b>10,030</b>	<b>9,901</b>	<b>11,919</b>	<b>12,133</b>	<b>43,983</b>				
Taxes on income	1,651	104	218	725	632	1,679	380	727	1,178	778	3,063	1,156	990	9	1,222	3,377				
<b>Net income</b>	<b>\$ 8,924</b>	<b>\$ 701</b>	<b>\$ 1,190</b>	<b>\$ 1,823</b>	<b>\$ 3,909</b>	<b>\$ 7,623</b>	<b>\$ 2,622</b>	<b>\$ 4,966</b>	<b>\$ 7,057</b>	<b>\$ 11,363</b>	<b>\$ 26,008</b>	<b>\$ 8,874</b>	<b>\$ 8,911</b>	<b>\$ 11,910</b>	<b>\$ 10,911</b>	<b>\$ 40,606</b>				
Diluted net earnings per share	\$ 0.20	\$ 0.02	\$ 0.03	\$ 0.04	\$ 0.09	\$ 0.17	\$ 0.06	\$ 0.10	\$ 0.15	\$ 0.24	\$ 0.55	\$ 0.18	\$ 0.18	\$ 0.25	\$ 0.23	\$ 0.84				
Weighted average number of shares used to compute diluted net earnings per share	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	48,572,366	48,722,684	48,488,313	48,304,507	48,523,120				
Gross margin	82.4%	82.2%	82.0%	82.1%	82.3%	82.2%	82.3%	82.4%	83.0%	83.0%	82.7%	82.8%	83.2%	83.3%	83.0%	83.1%				
R&D % of total revenue	24.6%	27.3%	27.4%	25.9%	23.8%	26.0%	25.2%	24.4%	23.2%	20.7%	23.3%	23.6%	24.3%	23.0%	22.7%	23.4%				
S&M % of total revenue	49.9%	49.7%	48.1%	48.0%	46.9%	48.1%	48.1%	45.4%	43.5%	41.4%	44.5%	40.8%	41.2%	40.0%	40.7%	40.7%				
G&A % of total revenue	5.9%	6.1%	6.3%	6.1%	6.4%	6.2%	6.2%	5.7%	5.5%	5.5%	5.7%	5.9%	5.8%	5.8%	5.4%	5.7%				
Total operating expenses % of total revenues	80.3%	83.2%	81.8%	80.0%	77.1%	80.4%	79.5%	75.5%	72.2%	67.6%	73.5%	70.4%	71.3%	68.8%	68.8%	69.8%				
Operating margin	2.1%	-0.9%	0.2%	2.1%	5.2%	1.8%	2.8%	6.9%	10.7%	15.4%	9.2%	12.4%	11.9%	14.6%	14.2%	13.3%				
Tax rate	15.6%	12.9%	15.5%	28.5%	13.9%	18.0%	12.7%	12.8%	14.3%	6.4%	10.5%	11.5%	10.0%	0.1%	10.1%	7.7%				
Net margin	4.5%	1.4%	2.3%	3.4%	6.7%	3.6%	4.8%	8.7%	12.0%	17.8%	11.1%	14.5%	14.7%	18.9%	16.2%	16.1%				

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'16	FY'17					FY'18					FY'19				
	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	
<b>GAAP gross profit</b>	\$ 160,890	\$ 39,918	\$ 41,322	\$ 43,119	\$ 47,394	\$ 171,753	\$ 44,596	\$ 46,947	\$ 48,486	\$ 52,700	\$ 192,729	\$ 50,388	\$ 49,810	\$ 51,332	\$ 55,368	\$ 206,898
Stock-based compensation	180	55	61	65	60	241	58	59	54	50	221	55	59	57	53	224
Amortization of intangible assets	1,014	253	419	379	86	1,137	230	212	212	212	866	411	410	997	486	2,304
Acquisition related costs	-	-	-	-	550	550	-	-	-	-	-	-	-	-	-	-
<b>Non-GAAP gross profit</b>	<b>\$ 162,084</b>	<b>\$ 40,226</b>	<b>\$ 41,802</b>	<b>\$ 43,563</b>	<b>\$ 48,090</b>	<b>\$ 173,681</b>	<b>\$ 44,884</b>	<b>\$ 47,218</b>	<b>\$ 48,752</b>	<b>\$ 52,962</b>	<b>\$ 193,816</b>	<b>\$ 50,854</b>	<b>\$ 50,279</b>	<b>\$ 52,386</b>	<b>\$ 55,907</b>	<b>\$ 209,426</b>
<b>GAAP research and development, net</b>	\$ 51,732	\$ 14,240	\$ 15,013	\$ 14,678	\$ 15,072	\$ 59,003	\$ 14,662	\$ 14,633	\$ 14,434	\$ 13,945	\$ 57,674	\$ 15,230	\$ 15,400	\$ 15,108	\$ 16,103	\$ 61,841
Stock-based compensation	3,339	898	1,028	957	984	3,867	931	679	819	694	3,123	710	714	640	791	2,855
Acquisition related costs	-	-	-	-	204	204	-	-	-	20	20	-	-	-	-	-
<b>Non-GAAP Research and development, net</b>	<b>\$ 48,393</b>	<b>\$ 13,342</b>	<b>\$ 13,985</b>	<b>\$ 13,721</b>	<b>\$ 13,884</b>	<b>\$ 54,932</b>	<b>\$ 13,731</b>	<b>\$ 13,954</b>	<b>\$ 13,615</b>	<b>\$ 13,231</b>	<b>\$ 54,531</b>	<b>\$ 14,520</b>	<b>\$ 14,686</b>	<b>\$ 14,468</b>	<b>\$ 15,312</b>	<b>\$ 58,986</b>
<b>GAAP selling and marketing</b>	\$ 103,774	\$ 25,979	\$ 26,410	\$ 27,189	\$ 29,166	\$ 108,744	\$ 28,183	\$ 27,803	\$ 27,263	\$ 28,137	\$ 111,386	\$ 26,661	\$ 26,680	\$ 27,094	\$ 29,121	\$ 109,556
Stock-based compensation	5,661	1,624	1,875	1,678	1,717	6,894	1,904	1,774	1,666	1,727	7,071	1,569	1,735	1,954	1,696	6,954
Amortization of intangible assets	105	23	24	23	24	94	20	21	20	21	82	17	18	17	17	69
<b>Non-GAAP selling and marketing</b>	<b>\$ 98,008</b>	<b>\$ 24,332</b>	<b>\$ 24,511</b>	<b>\$ 25,488</b>	<b>\$ 27,425</b>	<b>\$ 101,756</b>	<b>\$ 26,259</b>	<b>\$ 26,008</b>	<b>\$ 25,577</b>	<b>\$ 26,389</b>	<b>\$ 104,233</b>	<b>\$ 25,075</b>	<b>\$ 24,927</b>	<b>\$ 25,123</b>	<b>\$ 27,408</b>	<b>\$ 102,533</b>
<b>GAAP general and administrative</b>	\$ 18,133	\$ 4,780	\$ 4,380	\$ 4,152	\$ 4,265	\$ 17,577	\$ 4,055	\$ 3,811	\$ 3,985	\$ 4,294	\$ 16,145	\$ 4,764	\$ 5,042	\$ 4,403	\$ 4,375	\$ 18,584
Stock-based compensation	2,340	420	583	570	456	2,029	407	378	527	775	2,087	767	782	741	742	3,032
Acquisition related costs	-	340	-	-	-	340	-	-	-	(222)	(222)	264	-	-	(18)	246
Litigation related charges	4,270	1,019	600	357	76	2,052	270	143	214	202	829	82	777	24	-	883
<b>Non-GAAP general and administrative</b>	<b>\$ 11,523</b>	<b>\$ 3,001</b>	<b>\$ 3,197</b>	<b>\$ 3,225</b>	<b>\$ 3,733</b>	<b>\$ 13,156</b>	<b>\$ 3,378</b>	<b>\$ 3,290</b>	<b>\$ 3,244</b>	<b>\$ 3,539</b>	<b>\$ 13,451</b>	<b>\$ 3,651</b>	<b>\$ 3,483</b>	<b>\$ 3,638</b>	<b>\$ 3,651</b>	<b>\$ 14,423</b>
<b>GAAP other income</b>	\$ -	\$ -	\$ -	\$ -	\$ (6,900)	\$ (6,900)	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Court verdict	-	-	-	-	6,900	6,900	-	-	-	-	-	-	-	-	-	-
<b>Non-GAAP other income</b>	<b>\$ -</b>	<b>\$ -</b>	<b>\$ -</b>	<b>\$ -</b>	<b>\$ -</b>	<b>\$ -</b>	<b>\$ -</b>	<b>\$ -</b>	<b>\$ -</b>	<b>\$ -</b>	<b>\$ -</b>	<b>\$ -</b>	<b>\$ -</b>	<b>\$ -</b>	<b>\$ -</b>	<b>\$ -</b>
<b>GAAP total operating expenses</b>	\$ 173,639	\$ 44,999	\$ 45,803	\$ 46,019	\$ 41,603	\$ 178,424	\$ 46,900	\$ 46,247	\$ 45,682	\$ 46,376	\$ 185,205	\$ 46,655	\$ 47,122	\$ 46,605	\$ 49,599	\$ 189,981
Stock-based compensation	11,340	2,942	3,486	3,205	3,157	12,790	3,242	2,831	3,012	3,196	12,281	3,046	3,231	3,335	3,229	12,841
Acquisition related costs	-	340	-	-	204	544	-	-	-	(202)	(202)	264	-	-	(18)	246
Amortization of intangible assets	105	23	24	23	24	94	20	21	20	21	82	17	18	17	17	69
Litigation related charges	4,270	1,019	600	357	76	2,052	270	143	214	202	829	82	777	24	-	883
Court verdict	-	-	-	-	(6,900)	(6,900)	-	-	-	-	-	-	-	-	-	-
<b>Non-GAAP total operating expenses</b>	<b>\$ 157,924</b>	<b>\$ 40,675</b>	<b>\$ 41,693</b>	<b>\$ 42,434</b>	<b>\$ 45,042</b>	<b>\$ 169,844</b>	<b>\$ 43,368</b>	<b>\$ 43,252</b>	<b>\$ 42,436</b>	<b>\$ 43,159</b>	<b>\$ 172,215</b>	<b>\$ 43,246</b>	<b>\$ 43,096</b>	<b>\$ 43,229</b>	<b>\$ 46,371</b>	<b>\$ 175,942</b>
<b>GAAP operating income (loss)</b>	\$ (12,749)	\$ (5,081)	\$ (4,481)	\$ (2,900)	\$ 5,791	\$ (6,671)	\$ (2,304)	\$ 700	\$ 2,804	\$ 6,324	\$ 7,524	\$ 3,733	\$ 2,688	\$ 4,727	\$ 5,769	\$ 16,917
Stock-based compensation	11,520	2,997	3,547	3,270	3,217	13,031	3,300	2,890	3,066	3,246	12,502	3,101	3,290	3,392	3,282	13,065
Acquisition related costs	-	340	-	-	754	1,094	-	-	-	(202)	(202)	264	-	-	(18)	246
Amortization of intangible assets	1,119	276	443	402	110	1,231	250	233	232	233	948	428	428	1,014	503	2,373
Litigation related charges	4,270	1,019	600	357	76	2,052	270	143	214	202	829	82	777	24	-	883
Court verdict	-	-	-	-	(6,900)	(6,900)	-	-	-	-	-	-	-	-	-	-
<b>Non-GAAP operating income (loss)</b>	<b>\$ 4,160</b>	<b>\$ (449)</b>	<b>\$ 109</b>	<b>\$ 1,129</b>	<b>\$ 3,048</b>	<b>\$ 3,837</b>	<b>\$ 1,516</b>	<b>\$ 3,966</b>	<b>\$ 6,316</b>	<b>\$ 9,803</b>	<b>\$ 21,601</b>	<b>\$ 7,608</b>	<b>\$ 7,183</b>	<b>\$ 9,157</b>	<b>\$ 9,536</b>	<b>\$ 33,484</b>

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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)

	FY'16	FY'17				Yr Ended 31-Dec	FY'18				Yr Ended 31-Dec	FY'19				Yr Ended 31-Dec
	Yr Ended 31-Dec	Quarter Ended					Quarter Ended					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	
<b>GAAP finance income</b>	\$ 5,741	\$ 1,107	\$ 640	\$ 2,148	\$ 935	\$ 4,830	\$ 1,689	\$ 1,701	\$ 1,487	\$ 2,397	\$ 7,274	\$ 1,791	\$ 2,119	\$ 2,137	\$ 2,745	\$ 8,792
Other gain adjustment	-	-	-	-	-	-	-	-	-	-	-	-	(310)	(253)	-	(563)
Exchange rate differences, net on balance sheet items included in financial income	674	147	659	(729)	558	635	(203)	26	432	(59)	196	631	909	878	(148)	2,270
<b>Non-GAAP finance income</b>	<b>\$ 6,415</b>	<b>\$ 1,254</b>	<b>\$ 1,299</b>	<b>\$ 1,419</b>	<b>\$ 1,493</b>	<b>\$ 5,465</b>	<b>\$ 1,486</b>	<b>\$ 1,727</b>	<b>\$ 1,919</b>	<b>\$ 2,338</b>	<b>\$ 7,470</b>	<b>\$ 2,422</b>	<b>\$ 2,718</b>	<b>\$ 2,762</b>	<b>\$ 2,597</b>	<b>\$ 10,499</b>
<b>GAAP income (loss) before taxes on income (tax benefit)</b>	<b>\$ (7,008)</b>	<b>\$ (3,974)</b>	<b>\$ (3,841)</b>	<b>\$ (752)</b>	<b>\$ 6,726</b>	<b>\$ (1,841)</b>	<b>\$ (615)</b>	<b>\$ 2,401</b>	<b>\$ 4,291</b>	<b>\$ 8,721</b>	<b>\$ 14,798</b>	<b>\$ 5,524</b>	<b>\$ 4,807</b>	<b>\$ 6,864</b>	<b>\$ 8,514</b>	<b>\$ 25,709</b>
Stock-based compensation	11,520	2,997	3,547	3,270	3,217	13,031	3,300	2,890	3,066	3,246	12,502	3,101	3,290	3,392	3,282	13,065
Acquisition related costs	-	340	-	-	754	1,094	-	-	-	(202)	(202)	264	-	-	(18)	246
Amortization of intangible assets	1,119	276	443	402	110	1,231	250	233	232	233	948	428	428	1,014	503	2,373
Litigation related charges	4,270	1,019	600	357	76	2,052	270	143	214	202	829	82	777	24	-	883
Court verdict	-	-	-	-	(6,900)	(6,900)	-	-	-	-	-	-	-	-	-	-
Other gain adjustment	-	-	-	-	-	-	-	-	-	-	-	-	(310)	(253)	-	(563)
Exchange rate differences, net on balance sheet items included in financial income	674	147	659	(729)	558	635	(203)	26	432	(59)	196	631	909	878	(148)	2,270
<b>Non-GAAP income before taxes on income</b>	<b>\$ 10,575</b>	<b>\$ 805</b>	<b>\$ 1,408</b>	<b>\$ 2,548</b>	<b>\$ 4,541</b>	<b>\$ 9,302</b>	<b>\$ 3,002</b>	<b>\$ 5,693</b>	<b>\$ 8,235</b>	<b>\$ 12,141</b>	<b>\$ 29,071</b>	<b>\$ 10,030</b>	<b>\$ 9,901</b>	<b>\$ 11,919</b>	<b>\$ 12,133</b>	<b>\$ 43,983</b>
<b>GAAP taxes on income (tax benefit)</b>	<b>\$ 1,651</b>	<b>\$ 104</b>	<b>\$ 218</b>	<b>\$ 725</b>	<b>\$ 4,605</b>	<b>\$ 5,652</b>	<b>\$ 380</b>	<b>\$ 727</b>	<b>\$ 1,178</b>	<b>\$ 778</b>	<b>\$ 3,063</b>	<b>\$ 1,156</b>	<b>\$ 1,061</b>	<b>\$ (257)</b>	<b>\$ 1,183</b>	<b>\$ 3,143</b>
Court verdict	-	-	-	-	(724)	(724)	-	-	-	-	-	-	-	-	-	-
Change in the federal rate	-	-	-	-	(3,249)	(3,249)	-	-	-	-	-	-	-	-	-	-
Amortization of deferred tax liability related to intangible assets	-	-	-	-	-	-	-	-	-	-	-	-	-	247	39	286
Tax related to other gain adjustments	-	-	-	-	-	-	-	-	-	-	-	-	(71)	19	-	(52)
<b>Non-GAAP taxes on income</b>	<b>\$ 1,651</b>	<b>\$ 104</b>	<b>\$ 218</b>	<b>\$ 725</b>	<b>\$ 632</b>	<b>\$ 1,679</b>	<b>\$ 380</b>	<b>\$ 727</b>	<b>\$ 1,178</b>	<b>\$ 778</b>	<b>\$ 3,063</b>	<b>\$ 1,156</b>	<b>\$ 990</b>	<b>\$ 9</b>	<b>\$ 1,222</b>	<b>\$ 3,377</b>
<b>GAAP net income (loss)</b>	<b>\$ (8,659)</b>	<b>\$ (4,078)</b>	<b>\$ (4,059)</b>	<b>\$ (1,477)</b>	<b>\$ 2,121</b>	<b>\$ (7,493)</b>	<b>\$ (995)</b>	<b>\$ 1,674</b>	<b>\$ 3,113</b>	<b>\$ 7,943</b>	<b>\$ 11,735</b>	<b>\$ 4,368</b>	<b>\$ 3,746</b>	<b>\$ 7,121</b>	<b>\$ 7,331</b>	<b>\$ 22,566</b>
Stock-based compensation	11,520	2,997	3,547	3,270	3,217	13,031	3,300	2,890	3,066	3,246	12,502	3,101	3,290	3,392	3,282	13,065
Acquisition related costs	-	340	-	-	754	1,094	-	-	-	(202)	(202)	264	-	-	(18)	246
Amortization of intangible assets	1,119	276	443	402	110	1,231	250	233	232	233	948	428	428	1,014	503	2,373
Litigation related charges	4,270	1,019	600	357	76	2,052	270	143	214	202	829	82	777	24	-	883
Court verdict	-	-	-	-	(6,176)	(6,176)	-	-	-	-	-	-	-	-	-	-
Other gain adjustment	-	-	-	-	-	-	-	-	-	-	-	-	(310)	(253)	-	(563)
Exchange rate differences, net on balance sheet items included in financial income	674	147	659	(729)	558	635	(203)	26	432	(59)	196	631	909	878	(148)	2,270
Change in the federal rate	-	-	-	-	3,249	3,249	-	-	-	-	-	-	-	-	-	-
Amortization of deferred tax liability related to intangible assets	-	-	-	-	-	-	-	-	-	-	-	-	-	(247)	(39)	(286)
Tax related to other gain adjustments	-	-	-	-	-	-	-	-	-	-	-	-	71	(19)	-	52
<b>Non-GAAP net income</b>	<b>\$ 8,924</b>	<b>\$ 701</b>	<b>\$ 1,190</b>	<b>\$ 1,823</b>	<b>\$ 3,909</b>	<b>\$ 7,623</b>	<b>\$ 2,622</b>	<b>\$ 4,966</b>	<b>\$ 7,057</b>	<b>\$ 11,363</b>	<b>\$ 26,008</b>	<b>\$ 8,874</b>	<b>\$ 8,911</b>	<b>\$ 11,910</b>	<b>\$ 10,911</b>	<b>\$ 40,606</b>
<b>GAAP diluted net earnings (loss) per share</b>	<b>\$ (0.20)</b>	<b>\$ (0.09)</b>	<b>\$ (0.09)</b>	<b>\$ (0.03)</b>	<b>\$ 0.05</b>	<b>\$ (0.17)</b>	<b>\$ (0.02)</b>	<b>\$ 0.04</b>	<b>\$ 0.06</b>	<b>\$ 0.16</b>	<b>\$ 0.25</b>	<b>\$ 0.09</b>	<b>\$ 0.08</b>	<b>\$ 0.15</b>	<b>\$ 0.15</b>	<b>\$ 0.47</b>
Stock-based compensation	0.26	0.07	0.08	0.07	0.07	0.30	0.07	0.06	0.06	0.07	0.26	0.06	0.07	0.07	0.07	0.27
Acquisition related costs	-	0.01	-	-	0.02	0.02	-	-	-	(0.00)	(0.00)	0.01	-	-	(0.00)	0.01
Amortization of intangible assets	0.03	0.01	0.01	0.01	-	0.03	0.01	0.00	0.01	0.00	0.02	0.01	0.01	0.02	0.01	0.05
Litigation related charges	0.10	0.02	0.01	0.01	-	0.05	0.01	0.00	0.01	0.00	0.02	0.00	0.02	0.00	-	0.02
Court verdict	-	-	-	-	(0.14)	(0.14)	-	-	-	-	-	-	-	-	-	-
Other gain adjustment	-	-	-	-	-	-	-	-	-	-	-	-	(0.01)	(0.01)	-	(0.01)
Exchange rate differences, net on balance sheet items included in financial income	0.01	-	0.01	(0.02)	0.01	0.01	(0.00)	0.00	0.01	(0.00)	0.00	0.01	0.02	0.02	(0.00)	0.05
Change in the federal rate	-	-	-	-	0.08	0.07	-	-	-	-	-	-	-	-	-	-
Amortization of deferred tax liability related to intangible assets	-	-	-	-	-	-	-	-	-	-	-	-	-	(0.01)	(0.00)	(0.01)
Tax related to other gain adjustments	-	-	-	-	-	-	-	-	-	-	-	-	0.00	(0.00)	-	0.00
<b>Non-GAAP diluted net earnings per share</b>	<b>\$ 0.20</b>	<b>\$ 0.02</b>	<b>\$ 0.02</b>	<b>\$ 0.04</b>	<b>\$ 0.09</b>	<b>\$ 0.17</b>	<b>\$ 0.06</b>	<b>\$ 0.10</b>	<b>\$ 0.15</b>	<b>\$ 0.24</b>	<b>\$ 0.55</b>	<b>\$ 0.18</b>	<b>\$ 0.18</b>	<b>\$ 0.25</b>	<b>\$ 0.23</b>	<b>\$ 0.84</b>
GAAP weighted average number of shares used to compute Non-GAAP diluted net earnings per share	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	48,572,366	48,722,684	48,488,313	48,304,507	48,523,120

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)

**Cash flows from operating activities:**

**Net income (loss)**

Adjustments to reconcile net income (loss) to net cash provided by operating activities:

Depreciation and amortization

Stock based compensation

Other loss (gain)

Gain from sale of available-for-sale marketable securities

Amortization of premiums, accretion of discounts and

accrued interest on available-for-sale marketable

securities, net

Accrued interest on bank deposits

Increase (decrease) in accrued severance pay, net

Decrease (increase) in trade receivables, net

Decrease (increase) in other receivables and prepaid

expenses and other long term assets

Decrease (increase) in inventories

Increase (decrease) in trade payables

Increase (decrease) in other payables, deferred revenues

and accrued expenses

Operating lease liabilities, net

Excess tax benefit from stock-based compensation

**Net cash provided by (used in) operating activities**

**Cash flows from investing activities:**

Purchase of property and equipment

proceeds from (investment in) other long-term assets

Proceeds from (investment in) bank deposits, net

Proceeds from (investment in) available-for-sale

marketable securities

Payment for the acquisition of subsidiary, net of cash acquired

Purchase of intangible assets

**Net cash provided by (used in) investing activities**

**Cash flows from financing activities:**

Proceeds from exercise of stock options

Excess tax benefit from stock-based compensation

Repayment of contingent consideration

Repurchase of shares

**Net cash provided by (used in) financing activities**

Increase (decrease) in cash and cash equivalents

Cash and cash equivalents at the beginning of the period

**Cash and cash equivalents at the end of the period**

	FY'16	FY'17				Yr Ended 31-Dec	FY'18				Yr Ended 31-Dec	FY'19				Yr Ended 31-Dec
	Yr Ended 31-Dec	Quarter Ended					Yr Ended 31-Dec	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	
<b>Net income (loss)</b>	\$ (8,659)	\$ (4,078)	\$ (4,059)	\$ (1,477)	\$ 2,121	\$ (7,493)	\$ (995)	\$ 1,674	\$ 3,113	\$ 7,943	\$ 11,735	\$ 4,368	\$ 3,746	\$ 7,121	\$ 7,331	\$ 22,566
Depreciation and amortization	10,372	2,819	2,987	2,861	2,567	11,234	2,504	2,443	2,433	2,402	9,782	2,687	2,701	3,106	2,789	11,283
Stock based compensation	11,520	2,997	3,547	3,270	3,217	13,031	3,300	2,890	3,066	3,247	12,503	3,101	3,290	3,392	3,282	13,065
Other loss (gain)	-	-	-	-	-	-	-	-	-	-	-	-	(310)	(253)	26	(537)
Gain from sale of available-for-sale marketable securities	(1,771)	-	-	-	(18)	(18)	-	-	-	-	-	-	-	-	-	-
Amortization of premiums, accretion of discounts and accrued interest on available-for-sale marketable securities, net	1,949	361	270	450	465	1,546	276	414	192	513	1,395	178	149	141	150	618
Accrued interest on bank deposits	1,179	1,382	150	(720)	(586)	226	(66)	(146)	(1,217)	(962)	(2,391)	(829)	3,160	(804)	596	2,123
Increase (decrease) in accrued severance pay, net	401	135	41	44	(430)	(210)	239	(97)	(8)	189	323	868	65	(109)	64	888
Decrease (increase) in trade receivables, net	7,003	(1,450)	3,352	5,324	(3,836)	3,390	(37)	(2,564)	107	1,325	(1,169)	3,170	(641)	2,621	(7,557)	(2,407)
Decrease (increase) in other receivables and prepaid expenses and other long term assets	(1,803)	1,034	(196)	(459)	(8,258)	(7,879)	7,199	(2,501)	(206)	(1,765)	2,727	(1,965)	(1,721)	(1,163)	(2,599)	(7,448)
Decrease (increase) in inventories	(792)	(1,278)	(1,063)	731	(48)	(1,658)	(148)	477	(2,020)	2,062	371	1,216	1,221	881	1,143	4,461
Increase (decrease) in trade payables	(3,284)	(1,710)	1,574	(1,415)	817	(734)	(1,047)	424	680	(941)	(884)	(710)	(28)	203	2,873	2,338
Increase (decrease) in other payables, deferred revenues and accrued expenses	21,818	6,092	4,761	(2,770)	11,945	20,028	939	(455)	2,691	11,684	14,859	11,029	(6,774)	4,932	(4,248)	4,939
Operating lease liabilities, net	-	-	-	-	-	-	-	-	-	-	-	375	285	194	109	963
Excess tax benefit from stock-based compensation	547	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
<b>Net cash provided by (used in) operating activities</b>	<b>38,480</b>	<b>6,304</b>	<b>11,364</b>	<b>5,839</b>	<b>7,956</b>	<b>31,463</b>	<b>12,164</b>	<b>2,559</b>	<b>8,831</b>	<b>25,697</b>	<b>49,251</b>	<b>23,488</b>	<b>5,143</b>	<b>20,262</b>	<b>3,959</b>	<b>52,852</b>
<b>Cash flows from investing activities:</b>																
Purchase of property and equipment	(9,404)	(1,882)	(2,475)	(1,240)	(1,613)	(7,210)	(2,089)	(1,187)	(1,595)	(3,998)	(8,869)	(1,961)	(2,382)	(1,810)	(2,002)	(8,155)
proceeds from (investment in) other long-term assets	(53)	47	(31)	(4)	(18)	(6)	(91)	131	-	-	40	(29)	(33)	73	(7)	4
Proceeds from (investment in) bank deposits, net	31,295	(33,907)	(1,219)	(2,074)	-	(37,200)	(17,000)	(9,067)	(15,000)	(29,935)	(71,002)	(82)	19,529	(5,674)	2,187	15,960
Proceeds from (investment in) available-for-sale marketable securities	6,521	3,887	(5,910)	485	(2,119)	(3,657)	(1,186)	(686)	(1,035)	(2,765)	(5,672)	(9,661)	(33,574)	(1,997)	(1,131)	(46,363)
Payment for the acquisition of subsidiary, net of cash acquired	-	(8,269)	-	-	-	(8,269)	-	-	-	-	-	(12,282)	43	-	-	(12,239)
Purchase of intangible assets	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
<b>Net cash provided by (used in) investing activities</b>	<b>28,359</b>	<b>(40,124)</b>	<b>(9,635)</b>	<b>(2,833)</b>	<b>(3,750)</b>	<b>(56,342)</b>	<b>(20,366)</b>	<b>(10,809)</b>	<b>(17,630)</b>	<b>(36,698)</b>	<b>(85,503)</b>	<b>(24,015)</b>	<b>(16,417)</b>	<b>(9,408)</b>	<b>(953)</b>	<b>(50,793)</b>
<b>Cash flows from financing activities:</b>																
Proceeds from exercise of stock options	1,583	1,310	1,228	851	7,501	10,890	4,952	7,939	6,688	2,224	21,803	7,733	3,109	3,751	3,406	17,999
Excess tax benefit from stock-based compensation	(547)	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Repayment of contingent consideration	-	-	-	-	-	-	-	-	-	(1,310)	(1,310)	-	-	-	-	-
Repurchase of shares	(21,980)	-	-	(413)	-	(413)	-	-	-	(4,275)	(4,275)	(48)	(10,005)	(8,841)	(5,616)	(24,510)
<b>Net cash provided by (used in) financing activities</b>	<b>(20,944)</b>	<b>1,310</b>	<b>1,228</b>	<b>438</b>	<b>7,501</b>	<b>10,477</b>	<b>4,952</b>	<b>7,939</b>	<b>6,688</b>	<b>(3,361)</b>	<b>16,218</b>	<b>7,685</b>	<b>(6,896)</b>	<b>(5,090)</b>	<b>(2,210)</b>	<b>(6,511)</b>
Increase (decrease) in cash and cash equivalents	45,895	(32,510)	2,957	3,444	11,707	(14,402)	(3,250)	(311)	(2,111)	(14,362)	(20,034)	7,158	(18,170)	5,764	796	(4,452)
Cash and cash equivalents at the beginning of the period	33,744	79,639	47,129	50,086	53,530	79,639	65,237	61,987	61,676	59,565	65,237	45,203	52,361	34,191	39,955	45,203
<b>Cash and cash equivalents at the end of the period</b>	<b>\$ 79,639</b>	<b>\$ 47,129</b>	<b>\$ 50,086</b>	<b>\$ 53,530</b>	<b>\$ 65,237</b>	<b>\$ 65,237</b>	<b>\$ 61,987</b>	<b>\$ 61,676</b>	<b>\$ 59,565</b>	<b>\$ 45,203</b>	<b>\$ 45,203</b>	<b>\$ 52,361</b>	<b>\$ 34,191</b>	<b>\$ 39,955</b>	<b>\$ 40,751</b>	<b>\$ 40,751</b>

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

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

	FY'16	FY'17				FY'17	FY'18				FY'18	FY'19				FY'19
	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	
<b>Revenue by geography:</b>																
Americas	\$ 84,733	\$ 18,300	\$ 24,263	\$ 26,601	\$ 28,737	\$ 97,901	\$ 24,177	\$ 23,888	\$ 26,699	\$ 27,727	\$ 102,491	\$ 24,653	\$ 27,626	\$ 24,463	\$ 29,689	\$ 106,431
EMEA	53,724	14,590	13,121	13,788	15,090	56,589	15,129	19,797	17,672	23,152	75,750	18,369	16,902	19,381	20,622	75,274
APAC	58,128	16,022	13,572	12,658	14,627	56,879	15,230	13,602	14,392	12,938	56,163	18,375	15,926	19,015	17,051	70,367
Total revenue	<b>\$ 196,585</b>	<b>\$ 48,912</b>	<b>\$ 50,956</b>	<b>\$ 53,047</b>	<b>\$ 58,454</b>	<b>\$ 211,369</b>	<b>\$ 54,536</b>	<b>\$ 57,287</b>	<b>\$ 58,764</b>	<b>\$ 63,817</b>	<b>\$ 234,404</b>	<b>\$ 61,397</b>	<b>\$ 60,454</b>	<b>\$ 62,859</b>	<b>\$ 67,362</b>	<b>\$ 252,072</b>
<b>Revenue % of total:</b>																
Americas	43.1%	37.4%	47.6%	50.1%	49.2%	46.3%	44.3%	41.7%	45.4%	43.4%	43.7%	40.2%	45.7%	38.9%	44.1%	42.2%
EMEA	27.3%	29.8%	25.7%	26.0%	25.8%	26.8%	27.7%	34.6%	30.1%	36.3%	32.3%	29.9%	28.0%	30.8%	30.6%	29.9%
APAC	29.6%	32.8%	26.6%	23.9%	25.0%	26.9%	27.9%	23.7%	24.5%	20.3%	24.0%	29.9%	26.3%	30.3%	25.3%	27.9%
Total revenue	<b>100.0%</b>	<b>100.0%</b>	<b>100.0%</b>	<b>100.0%</b>	<b>100.0%</b>	<b>100.0%</b>	<b>100.0%</b>	<b>100.0%</b>	<b>100.0%</b>	<b>100.0%</b>	<b>100.0%</b>	<b>100.0%</b>	<b>100.0%</b>	<b>100.0%</b>	<b>100.0%</b>	<b>100.0%</b>
<b>Revenue by vertical:</b>																
Enterprise	\$ 136,251	\$ 33,750	\$ 33,321	\$ 31,876	\$ 39,692	\$ 138,639	\$ 39,802	\$ 39,924	\$ 40,098	\$ 42,122	\$ 161,945	\$ 40,226	\$ 39,422	\$ 45,251	\$ 47,679	\$ 172,578
Carrier	60,334	15,162	17,635	21,171	18,762	72,730	14,734	17,363	18,666	21,695	72,459	21,171	21,032	17,608	19,683	79,494
Total revenue	<b>\$ 196,585</b>	<b>\$ 48,912</b>	<b>\$ 50,956</b>	<b>\$ 53,047</b>	<b>\$ 58,454</b>	<b>\$ 211,369</b>	<b>\$ 54,536</b>	<b>\$ 57,287</b>	<b>\$ 58,764</b>	<b>\$ 63,817</b>	<b>\$ 234,404</b>	<b>\$ 61,397</b>	<b>\$ 60,454</b>	<b>\$ 62,859</b>	<b>\$ 67,362</b>	<b>\$ 252,072</b>
<b>Revenue % of total:</b>																
Enterprise	69.3%	69.0%	65.4%	60.1%	67.9%	65.6%	73.0%	69.7%	68.2%	66.0%	69.1%	65.5%	65.2%	72.0%	70.8%	68.5%
Carrier	30.7%	31.0%	34.6%	39.9%	32.1%	34.4%	27.0%	30.3%	31.8%	34.0%	30.9%	34.5%	34.8%	28.0%	29.2%	31.5%
Total revenue	<b>100.0%</b>	<b>100.0%</b>	<b>100.0%</b>	<b>100.0%</b>	<b>100.0%</b>	<b>100.0%</b>	<b>100.0%</b>	<b>100.0%</b>	<b>100.0%</b>	<b>100.0%</b>	<b>100.0%</b>	<b>100.0%</b>	<b>100.0%</b>	<b>100.0%</b>	<b>100.0%</b>	<b>100.0%</b>

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