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
The New Digital Enterprise

Apps Become The Center Of Business

Users Expect Flawless Experience From Their Apps

Delivery Environment Is Becoming Complex

www Cloud Data center

DIGITAL TRANSFORMATION IS EVERYWHERE

CUSTOMER EXPERIENCE IS THE NEW KING
Securing User Experience in the Ever-changing Application Ecosystem

**OUR MISSION**

To Secure The **Digital User Experience** In The Ever-changing Application Ecosystem
Ever-changing Delivery Infrastructure

IT Keeps Changing

Applications are migrating to the cloud

Datacenter architecture is rapidly changing

- Data Center Virtualization
- Private/Hybrid Cloud
- Software Defined Data Center (SDDC)
Ever-increasing Security Threats

**APPLICATIONS**

- Application Protection

**RADWARE**

**DELIVERY INFRASTRUCTURE**

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**Threats Risking Application User Experience are Ever-Intensifying**

An increase of more than 60%

Since 2010 in the number of new vulnerabilities

Source: National Vulnerability Database (NVD)

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* Source: https://techtalk.gfi.com/2015s-mvps-the-most-vulnerable-players/?_ga=1.183299750.1428529425.1486291764
Ever-increasing Expectations for Availability and Performance

Users want their apps to be Fast and Available in load time. 1 second of delay is equal to $2.5 Million in losses a year.

* Source: Gomez.com, Akamai.com, 2013
Radware is Positioned to Capture the Opportunity

Comprehensive suite of transformed solutions to address the core challenges

Cloud delivery disrupts vendor landscape to reward fast innovators

New competence in serving flexible business models
Radware is Positioned to Capture the Opportunity

- Comprehensive suite of solutions to address the core challenges
- Cloud delivery disrupts vendor landscape to reward fast innovators
- New competence in serving flexible business models
Comprehensive Suite of Transformed Solutions

RADWARE

APPLICATIONS

Application Protection  Application Delivery

DELIVERY INFRASTRUCTURE

DDoS Protection

On-Premise

Web App Firewall

Virtualized Data Center

Software Defined Data Center (SDDC)

Hybrid

Cloud

Emergency Response Team

App Delivery
Radware is Positioned to Capture the Opportunity

Comprehensive suite of transformed **solutions** to address the core challenges

Cloud delivery disrupts vendor landscape to reward **fast innovators**

New competence in serving flexible **business models**
Innovation - Key Differentiators

- **Integrated Application Delivery**
  By Adding Analytics And Security Components

- **Multi-cloud Migration, Hybrid Deployments**
  Across Data-centers, Public And Hyper-scale Clouds

- **Multi-layer Continuously Adaptive Security Including Behavioral DDoS, WAF And Data Protection Thru Big-data Analytics And Machine Learning**

- **Automation**
  For Simple Life-cycle Management And Event Automation

- **Fully Managed Cloud Services Catalog And Cyber Threat Intelligence Services**
Radware is Positioned to Capture the Opportunity

Comprehensive suite of transformed solutions to address the core challenges

Cloud delivery disrupts vendor landscape to reward fast innovators

New competence in serving flexible business models
Flexible Deployment Options To Support Any Business Model

FROM: Physical appliances on Perpetual license
TO:
- Physical or virtual appliances
- On-premise solutions or cloud services or hybrid solutions
- Perpetual and/or subscription based product licenses
- Self-managed or fully managed
Supporting Assets - Leading Technology

Market RECOGNITION

OEM agreements with industry leaders

Industry leading TECHNOLOGY PARTNERS

Gartner

NOKIA
Supporting Assets - Over 10,000 Customers

- **7 OF TOP 14**
  World’s Stock Exchanges

- **12 OF TOP 22**
  World’s Commercial Banks

- **6 OF TOP 10**
  World Carriers

- **3 OF TOP 7**
  World Cloud Service Providers

- 35-40%
  - Carriers & Service Providers
- 25-30%
  - Banking, Finance & Government
- 30-35%
  - Other

- Other
Supporting Assets - Global Presence

OVER 2TB Of Global Mitigation Capacity

Radware Cloud Security PoP
Regional Cloud Scrubbing Center

BALANCED Geographic Exposure

~1,000 Employees
35 Offices

LTM Sep-17 Revenues
27% Americas
45% EMEA
28% APAC

~1,000 Employees
35 Offices
Our Business Strategy For Growth

Enhance and leverage Integration of application security & delivery solutions

Continue innovate industry leading Solutions and Services for:
- Cloud & SDDC
- Cloud service providers
- Integrative cyber security
- Encrypted Internet
- Cloud security services

Increase our Market Foot Print:
- Cloud and CDN providers
- OEMs and alliances
- SIs and resellers
- Enhanced GTM resources

ORGANIC GROWTH

Expand our business through Acquisitions
Financials
Back to Growth Post Business Model Transition

Annual Revenues ($M)

* Guidance given by the Company on 1 November 2017
Business Model Transition

Revenues ($M)  Opex (Non-GAAP, $M)  EPS ($)

Q1 16  Q2 16  Q3 16  Q4 16  Q1 17  Q2 17  Q3 17

48.4  49.6  46.9  51.7  48.9  51.0  53.0

39.1  39.6  38.6  40.6  40.7  41.7  42.4

0.05  0.06  0.04  0.06  0.02  0.03  0.04
Deferred Revenues ($M)

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

- Nearly 2x in 4 years
- 65\% of Total Deferred Revenues is scheduled to be recognized as revenues within 12 months

Dec-12: 65
Dec-13: 76
Dec-14: 85
Dec-15: 101
Dec-16: 121
Sep-16: 110
Sep-17: 139

Q4 16 - Q3 17: 68
Q4 17 - Q3 18: 86

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

LTM Operating Cash Flow of ~$47M

<table>
<thead>
<tr>
<th>Year</th>
<th>OCF ($M)</th>
<th>Capex ($M)</th>
<th>Buyback ($M)</th>
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<tbody>
<tr>
<td>2011</td>
<td>42.0</td>
<td>(5.7)</td>
<td>(9.3)</td>
</tr>
<tr>
<td>2012</td>
<td>51.5</td>
<td>(9.3)</td>
<td>(8.7)(7.9)</td>
</tr>
<tr>
<td>2013</td>
<td>30.2</td>
<td>(9.3)</td>
<td>(8.7)(7.9)</td>
</tr>
<tr>
<td>2014</td>
<td>52.2</td>
<td>(9.5)</td>
<td>(15.2)</td>
</tr>
<tr>
<td>2015</td>
<td>39.1</td>
<td>(9.5)</td>
<td>(15.2)</td>
</tr>
<tr>
<td>2016</td>
<td>38.5</td>
<td>(9.4)</td>
<td>(22.0)</td>
</tr>
<tr>
<td>9M 17</td>
<td>23.5</td>
<td>(5.6)</td>
<td>(0.4)</td>
</tr>
</tbody>
</table>
Readiness to Put Cash Balance to Work

<table>
<thead>
<tr>
<th>Date</th>
<th>Cash Balance ($M)</th>
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<tbody>
<tr>
<td>31.12.12</td>
<td>275</td>
</tr>
<tr>
<td>31.12.13</td>
<td>286</td>
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<tr>
<td>31.12.14</td>
<td>331</td>
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<tr>
<td>31.12.15</td>
<td>315</td>
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<td>31.12.16</td>
<td>320</td>
</tr>
<tr>
<td>30.09.17</td>
<td>331</td>
</tr>
</tbody>
</table>

Expanding our business through Acquisitions

- Technology Driven
- Business Driven