Investor and Analyst Day

February 2023
AGENDA

Radware’s Journey and Strategy
Roy Zisapel: President and CEO

Scaling Go-To-Market
Yoav Gazelle: Chief Business Officer

Good Enough Security is NOT Good Enough
David Aviv: Chief Technology Officer

Driving Profitable Growth
Guy Avidan: Chief Financial Officer

Q&A
This presentation includes “forward-looking statements” within the meaning of the Private Securities Litigation Reform Act of 1995. Any statements made herein that are not statements of historical fact, including statements about Radware’s plans, outlook, beliefs or opinions, are forward-looking statements. Generally, forward-looking statements may be identified by words such as “believes,” “expects,” “anticipates,” “intends,” “estimates,” “plans,” and similar expressions or future or conditional verbs such as “will,” “should,” “would,” “may” and “could.” Because such statements deal with future events, they are subject to various risks and uncertainties, and actual results, expressed or implied by such forward-looking statements, could differ materially from Radware’s current forecasts and estimates. Factors that could cause or contribute to such differences include, but are not limited to: the impact of global economic conditions and volatility of the market for our products; natural disasters and public health crises, such as the COVID-19 pandemic; A shortage of components or manufacturing capacity could cause a delay in our ability to fulfill orders or increase our manufacturing costs; Our business may be affected by sanctions, export controls and similar measures targeting Russia and other countries and territories as well as other responses to Russia’s military conflict in Ukraine, including indefinite suspension of operations in Russia and dealings with Russian entities by many multi-national businesses across a variety of industries; our ability to expand our operations effectively; timely availability and customer acceptance of our new and existing solutions; risks and uncertainties relating to acquisitions or other investments; the impact of economic and political uncertainties and weaknesses in various regions of the world, including the commencement or escalation of hostilities or acts of terrorism; intense competition in the market for cyber security and application delivery solutions and in our industry in general and changes in the competitive landscape; changes in government regulation; outages, interruptions or delays in hosting services or our internal network system; compliance with open source and third-party licenses; the risk that our intangible assets or goodwill may become impaired; our dependence on independent distributors to sell our products; long sales cycles for our solutions; changes in foreign currency exchange rates; real or perceived shortcomings, defects or vulnerabilities in our solutions or if we or our end-users experience security breaches; the availability of components and manufacturing capacity; our reliance on a single managed security service provider to provide us with scrubbing center services; the ability of vendors to provide our hardware platforms and components for our main accessories; our ability to protect our proprietary technology; intellectual property infringement claims made by third parties; changes in tax laws; our ability to realize our investment objectives for our cash and liquid investments; our ability to attract, train and retain highly qualified personnel; and other factors and risks over which we may have little or no control. This list is intended to identify only certain of the principal factors that could cause actual results to differ. For a more detailed description of the risks and uncertainties affecting Radware, refer to Radware’s Annual Report on Form 20-F, filed with the Securities and Exchange Commission (SEC) and the other risk factors discussed from time to time by Radware in reports filed with, or furnished to, the SEC. Forward-looking statements speak only as of the date on which they are made and, except as required by applicable law, Radware undertakes no commitment to revise or update any forward-looking statement in order to reflect events or circumstances after the date any such statement is made. Radware’s public filings are available from the SEC’s website at www.sec.gov or may be obtained on Radware’s website at www.radware.com.
Radware’s Journey and Strategy

Roy Zisapel
President and CEO
Leading Critical Cyber Security Vendor
Large Growing TAM and SAM
Leading Differentiated Technology
Large Enterprise and Carriers Customer Base
Fast Growing Cloud Security Business
Sustainable Growth and Profitability

Why Radware?
Radware Journey

- Predominantly on-prem ADC and DDoS
- Primarily ADC
- Large Enterprises and Carriers

2017:
- Total ARR: $122M
- Cloud ARR: $13M

2020:
- Total ARR: $174M
- Cloud ARR: $34M

2022:
- Cloud Security-as-a-Service
- Cyber security
- Expanding to mid enterprises
- Total ARR: $202M
- Cloud ARR: $53M

Total ARR:
- 2017: $122M
- 2020: $174M
- 2022: $202M
2022 Highlights*

- Total ARR: >$200 Million
- Cloud ARR Growth: +21%
- Cloud total customers: +22%
- Cloud centers were opened in 2022: 8
- Core Radware
  - Spin off Hawks and focus on AppSec

* Compared to full year 2021
Radware Complete Mitigation Suite

Radware’s Core Business

Application Availability
Application delivery

Application and Data Center Security
Mitigation of denial-of-service and application attacks

Cloud Security As-a-Service
Mitigation of data centers, web applications, API and automated attacks

The Hawks Business

SkyHawk
Protection of application hosted in the public cloud

EdgeHawk
Protection of carriers’ Edge
Industry Trends
Leading Critical Cyber Security Vendor

- Growing Threat Landscape
- Cloud Transition
- Accelerated Digital Transformation
- Shortage in Security Experts & Skills
Industry Trends
Leading Critical Cyber Security Vendor

- Growing Threat Landscape
- Cloud Transition
- Accelerated Digital Transformation
- Shortage in Security Experts & Skills
Growing Threat Landscape

DDoS Attacks Reaching New Heights
DDoS attacks +228%*

Application Attacks Continue to Grow
Web attacks +128%*
Bad bots +105%*

New Attack Vectors Challenging Defenses

*2022 compared to 2021
Attack Campaign on Airports October 2022

The pro-Russian backstage group 'KillerNet' is claiming large-scale distributed denial-of-service (DDoS) attacks against websites of several major airports in the U.S., making them unavailable.

Notable examples of airport websites that are currently unavailable include the Hartford-Bradley International Airport (ATL), one of the country's larger air traffic hubs, and the Los Angeles International Airport (LAX), which is intermittently offline or very slow to respond.

Connection timed out - Visit cloudfare.com for more information.

2022-10-13 10:03:14 UTC

163 comments

Attack Campaign on Airports October 2022
Attach Campaign On Health Care February 2023

https://www.scmagazine.com/news/threat-intelligence/killnet-ddos-attacks-inflicting-damage-on-healthcare-this-is-war

Cyber Attacks on US Infrastructure
Series of DDoS attacks by pro-Russian hacker groups, targeting US civilian infrastructure, such as websites of major airports

1.1Tbps Attack on Service Provider
US service provider under attack for over 36 hours

Ukraine Gov’t Under Attack
Nation-State attacks peaking at 235Gbps & over 400Gbps
Industry Trends
Leading Critical Cyber Security Vendor

- Growing Threat Landscape
  - Critical, Need State-of-the-Art Security
- Cloud Transition
- Accelerated Digital Transformation
- Shortage in Security Experts & Skills
Industry Trends
Leading Critical Cyber Security Vendor

Growing Threat Landscape
Critical, Need State-of-the-Art Security

Cloud Transition

Accelerated Digital Transformation

Shortage in Security Experts & Skills
Cloud Transition Introduces Uncertainties
Pace & Final Deployment Unknown

Multi-Cloud Creates New Security Risks

99% Deploy Applications in at Least One Public Cloud

69% Experienced Data Exposure Due to Inconsistencies Between Platforms

70% Aren’t Confident in Level of Security by Their Public Cloud Vendor

Need for consistent security across all clouds
Industry Trends
Leading Critical Cyber Security Vendor

Growing Threat Landscape
Critical, Need State-of-the-Art Security

Cloud Transition
Consistent Security Across Clouds

Accelerated Digital Transformation

Shortage in Security Experts & Skills
Industry Trends
Leading Critical Cyber Security Vendor

- Growing Threat Landscape
  Critical, Need State-of-the-Art Security
- Cloud Transition
  Consistent Security Across Clouds
- Accelerated Digital Transformation
- Shortage in Security Experts & Skills
Accelerated Digital Transformation

Applications at Center of Business

Time to market and agility are critical to staying competitive

Need **frictionless security** that does not hold you back

- Multiple End-Users & Partners
- Distributed Workforce
- Increased Use of APIs
- Online Consumption of Goods
Industry Trends
Leading Critical Cyber Security Vendor

- **Growing Threat Landscape**: Critical, Need State-of-the-Art Security
- **Cloud Transition**: Consistent Security Across Clouds
- **Accelerated Digital Transformation**: Frictionless Security
- **Shortage in Security Experts & Skills**
Industry Trends
Leading Critical Cyber Security Vendor

Growing Threat Landscape
Critical, Need State-of-the-Art Security

Cloud Transition
Consistent Security Across Clouds

Accelerated Digital Transformation
Frictionless Security

Shortage in Security Experts & Skills
Shortage in Security Experts & Skills

+25% demand for cyber security experts

~3.4M open positions worldwide

70% businesses are facing skill shortages

43% can’t find enough qualified talent

Need for automated protections and fully managed services

* Sources: 2022 (ISC)² Cybersecurity Workforce Study & Survey by Gaper ISSA/ESG
Industry Trends
Leading Critical Cyber Security Vendor

Growing Threat Landscape
Critical, Need State-of-the-Art Security

Cloud Transition
Consistent Security Across Clouds

Accelerated Digital Transformation
Frictionless Security

Shortage in Security Experts & Skills
Automation Fully Managed
The CISO Challenge

STATE OF THE ART
Protection from the most advanced threats

FRICIONLESS
Security operations that enables business agility

Organizations Shouldn’t Have to Choose
The Radware Difference
Combining State-of-the-Art & Frictionless Security

State-of-the-Art Protection
From the Most Advanced Threats

- **Widest Coverage**
  ALL APP SURFACES, ALL VECTORS

- **Highest Accuracy**
  FUZZY LOGIC, BLOCKCHAIN & MACHINE LEARNING ALGORITHMS

- **Real-Time Protection**
  ZERO-DAY ATTACK PROTECTION, AUTO CONTINUOUS LEARNING, CRYPTO CHALLENGE

Frictionless Security
Enables business agility & lowers TCO

- **Agnostic, Consistent**
  ACROSS ALL CLOUDS, FULLY INTEGRATED

- **Adaptive, Automated**
  NO HUMAN INTERVENTION REQUIRED

- **Fully Managed Services**
  SUPERIOR SLA, 24/7 EXPERT SERVICE
Winning Industry Recognition

**Bot Management 2022 Leader**

**WAF 2022 Leader**

**App & API Protection 2022 Leader & Outperformer**

**DDoS Mitigation Wave 2021 Leader**

---

**Aite-Novarica**

**Bot Detection Matrix, 2022 Best in Class**

“The largest global financial institutions, brokerage firms, and financial services companies use Radware’s Bot Manager.”

---

**WAF Leadership Compass 2022**

**Overall Leader**

Product, Innovation & Market Leader
State-of-the-Art Protection: Winning Industry Recognition in 2022

Gartner Peer Insights

94% WOULD RECOMMEND Radware Cloud WAF Service

94% WOULD RECOMMEND Radware Cloud DDoS Protection Service

* Gartner Peer Insight as of Feb. 20th 2023

Radware Cloud DDoS Protection Service Reviews
by Radware in DDoS Mitigation Services
4.8 ★★★★★ 19 Ratings

Radware DefensePro Reviews
by Radware in DDoS Mitigation Services
4.9 ★★★★★ 25 Ratings

Radware Cloud WAF Service Reviews
by Radware in Cloud Web Application and API Protection
4.7 ★★★★★ 124 Ratings

CRITICAL CAPABILITIES FOR CLOUD WEB APPLICATION AND API PROTECTION (WAAP), 2022

“Radware Cloud WAF Service is a good candidate, especially for the high-security use case”

“Radware offers one of the stronger API security offerings on the WAAP market”

® Gartner Peer Insight as of Feb. 20th 2023
Growth Strategy: Profitable Growth Powered by Cloud Security
The Markets We Operate In

Solid and Balanced Business Model

On-Prem Business
~$240M

• Large enterprises and carriers
• Loyal customer base and new logos
• Robust and highly profitable business
Large Enterprise and Service Providers

Blue Chip Customers

- 6 of Top 10 World’s Banks
- 7 of Top 10 World Telecom Companies
- 6 of Top 12 World’s Stock Exchanges
- 4 of Top 10 World’s Ecommerce Companies
- 4 of Top 10 Most Widely Used Saas Applications
Solid and Balanced Business Model

Cloud Security
~$50M

- Large enterprises and mid-size enterprises
- New logos
- Growing and scaling
- Cloud ARR grew 21% YoY to $53M in 2022

On-Prem Business
~$240M

- Large enterprises and carriers
- Loyal customer base and new logos
- Robust and highly profitable business
Scaling Cloud Security

25% 5-year CAGR in Cloud ARR
Radware 360 Application Protection

- DDOS Attacks
- Web Attacks
- Bad Bots
- Formjacking
- Known Bad Actors
- Unwanted IPs
- Cloud Threats
- Mobile & Web Applications
- APIs
- Cloud Native Protection
- API Protection
- WAF
- Bot Manager
- Cloud Threat Intelligence
- FINSAAS
Best of Suite: Selling Packages

**Standard**
Industry benchmark protection level with some extra unique features & capabilities

**Advanced**
Advanced protection against more sophisticated & unknown attacks

**Complete**
Security blanket for the entire application environment. Client-side, server-side & everything in between.
Best of Suite Service Plans: Add-ons

Service Plans: Add-ons

- Premium Support
- CDN
- Unlimited DDoS Protection
Cloud Security Strategy

1. **Best of Breed: Technology Leadership**
   Maintain and expand technology lead

2. **Best of Suite**
   Selling packages, ARR growth

3. **Mid-Sized Enterprise**
   Expanding SAM, same solution, ease of use

4. **Channels and partnerships**
   Expanding our channel network to reach more customers

5. **Continue to Expand Global Footprint**
   Continue to open more location to cater additional new customers

---

Channels and partnerships

- Expanding our channel network to reach more customers
Radware Strategy Summary

1. On-Prem Business
   TAM is growing, best of breed required

2. Critical Areas
   Large, strong and profitable

3. Accelerating Cloud Security Business
   Strong growth, expanding SAM, SaaS business model

4. Leverage in the Model
   Driving profitable growth with OpEx leverage
Sales Strategy & Plan

Yoav Gazelle
Chief Business Officer
February 2023
2022 Highlights*

ARR
Growth in cloud ARR to $53M
Increase in cloud total customers
AppSec ARR Growth
Double-Digit Growth in international bookings

* Compared to full year 2021
Large Enterprise and Service Providers
Blue Chip Customers

- 6 of Top 10: World's Banks
- 7 of Top 10: World Telecom Companies
- 6 of Top 10: World's Stock Exchanges
- 4 of Top 10: World's Ecommerce Companies
- 4 of Top 10: Most Widely Used SaaS Applications
2023 Strategy and Plan
Focus Areas

Cloud Security
Accelerating cloud growth and scale cloud business

OEM Partners
Expanding our partnership with OEMs

Mid-Size Enterprise
Penetrate mid-sized enterprise market with cloud-first approach

Carrier Business
Capitalize on the sell-to opportunity and develop the sell-through GTM

N. America Sales
Boosting North America sales to accelerate growth
Focus Areas

Cloud Security
Accelerating cloud growth and scale cloud business

OEM Partners
Expanding our partnership with OEMs

Mid-Size Enterprise
Penetrate mid-sized enterprise market with cloud-first approach

Carrier Business
Capitalize on the sell-to opportunity and develop the sell-through GTM

N. America Sales
Boosting North America sales to accelerate growth
Accelerating Cloud Security Growth

Sale Resources
Adding Cloud Quota Carrying Sellers

Incentives
New Compensation Plan based on ACV/ARR bookings

Best of Suite
New service packages, New portal for cross sales
Global Cloud Security Network
Enables Cloud Expansion

40+ AppSec PoPs
WITH GLOBAL COVERAGE

12 Tbps OF GLOBAL MITIGATION CAPACITY

19 SCRUBBING CENTERS Worldwide

DDoS MITIGATION SCRUBBING CENTER  CLOUD WAF PoP  BOT MANAGER SERVICE CENTER
Focus Areas

Cloud Security
Accelerating cloud growth and scale cloud business

OEM Partners
Expanding our partnership with OEMs

Mid-Size Enterprise
Penetrate mid-sized enterprise market with cloud-first approach

Carrier Business
Capitalize on the sell-to opportunity and develop the sell-through GTM

N. America Sales
Boosting North America sales to accelerate growth
Expanding our Partnership With

- Tighter Partnership
- Pipeline Growth
- New Logo Wins
Expanding our Partnership With

Cisco

- Project Turbo
- Cisco Enterprise Agreement
- Strong Alignment with Security BU
Focus Areas

Cloud Security
Accelerating cloud growth and scale cloud business

OEM Partners
Expanding our partnership with OEMs

Mid-Size Enterprise
Penetrate mid-sized enterprise market with cloud-first approach

Carrier Business
Capitalize on the sell-to opportunity and develop the sell-through GTM

N. America Sales
Boosting North America sales to accelerate growth
Penetrating the Mid-Market Enterprise

<table>
<thead>
<tr>
<th>RSMs SEs BD Overlays CAMs</th>
<th>Target</th>
<th>GTM</th>
<th>Approach</th>
</tr>
</thead>
<tbody>
<tr>
<td>Cloud Sellers CAMs BD Overlays SDRs Marketing</td>
<td>• Large Enterprise • Carriers • CSP/Hosting</td>
<td>• Direct touch • Large VARs, GSI • OEM (Cisco, CHKP)</td>
<td>• Cloud Focus</td>
</tr>
<tr>
<td></td>
<td>• Mid-Market / • Transactional</td>
<td>• Digital Marketing • Outbound SDR • Channel follow up for leads</td>
<td>• Cloud First</td>
</tr>
</tbody>
</table>
Our Partners for Mid to Large Enterprises

<table>
<thead>
<tr>
<th>USA</th>
<th>CALA</th>
<th>UKI</th>
<th>India</th>
<th>China</th>
<th>Korea</th>
</tr>
</thead>
<tbody>
<tr>
<td>PRESIDIO</td>
<td>Claro</td>
<td>GlobalDots</td>
<td>airtel</td>
<td>JRuijn</td>
<td>금융보안원</td>
</tr>
<tr>
<td>Sycomp</td>
<td>Scitum</td>
<td>Computacenter</td>
<td>YOTTA</td>
<td>CETAG</td>
<td>BITPLUS</td>
</tr>
<tr>
<td>DYNTIK</td>
<td>TelefónicaTech</td>
<td>92plus</td>
<td></td>
<td>UEC GROUP LTE</td>
<td></td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>Canada</th>
<th>South Africa</th>
<th>DACH</th>
<th>ASEAN</th>
<th>Taiwan</th>
<th>ANZ</th>
</tr>
</thead>
<tbody>
<tr>
<td>netagen</td>
<td>CYBER1 Solutions</td>
<td>controlware communicationsystems</td>
<td>NAT Consulting</td>
<td>CHIT Security</td>
<td>Data #3</td>
</tr>
<tr>
<td>Charter</td>
<td>Bell</td>
<td>BCX</td>
<td>AIT</td>
<td>AEC</td>
<td>DXC TECHNOLOGY</td>
</tr>
<tr>
<td>CONNEX TELECOMMUNICATIONS</td>
<td></td>
<td></td>
<td>CLOUDSEC ASIA</td>
<td>MACQUARIE</td>
<td></td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
</tbody>
</table>
New Partner Program

- Designed for Cloud Mid-market

New Reseller Tiers:

<table>
<thead>
<tr>
<th>Channel Distributors</th>
<th>Add On Specializations</th>
</tr>
</thead>
<tbody>
<tr>
<td>MSSP</td>
<td>Signature</td>
</tr>
<tr>
<td>Cloud Security</td>
<td>Spotlight</td>
</tr>
<tr>
<td>Data Center</td>
<td>Certified</td>
</tr>
<tr>
<td></td>
<td>Global SI’s</td>
</tr>
</tbody>
</table>

OEM Partnerships:

- CISCO
- CHECK POINT
- NOKIA
Focus Areas

Cloud Security
Accelerating cloud growth and scale cloud business

OEM Partners
Expanding our partnership with OEMs

Mid-Size Enterprise
Penetrate mid-sized enterprise market with cloud-first approach

Carrier Business
Capitalize on the sell-to opportunity and develop the sell-through GTM

N. America Sales
Boosting North America sales to accelerate growth
Carrier Business

Sell To
- Growing and critical needs
- Large opportunity
- Limited competition
- Significant technology leadership
- New & advanced offering

Sell Through
- New cloud network protection offering for SMEs
- Applications protection MSSP offering / resell
Focus Area

Cloud Security
Accelerating cloud growth and scale cloud business

OEM Partners
Expanding our partnership with OEMs

Mid-Size Enterprise
Penetrate mid-sized enterprise market with cloud-first approach

Carrier Business
Capitalize on the sell-to opportunity and develop the sell-through GTM

N. America Sales
Boosting North America sales to accelerate growth
North America Sales

1. New Head of Sales for North America
2. Set Organization for Growth
   - Large Enterprise – Carriers – Mid-Market - Channels
3. Strengthening our Indirect GTM
   - OEMs - Channel Partners - GSIs
Summary: Focus Areas

- **Cloud Security**: Accelerating cloud growth and scale cloud business
- **OEM Partners**: Expanding our partnership with OEMs
- **Mid-Size Enterprise**: Penetrate mid-sized enterprise market with cloud-first approach
- **Carrier Business**: Capitalize on the sell-to opportunity and develop the sell-through GTM
- **N. America Sales**: Boosting North America sales to accelerate growth
Why Radware?

- Leading Critical Cyber Security
- Fast Growing Cloud Security Business
- Leading Differentiated Technology
- Large Enterprise and Carriers Customer Base
- Large Growing TAM and SAM
- Sustainable Growth and Profitability
- Penetrating Mid-Sized Enterprise Market
- Enhancing OEMs Partnerships
Good Enough Security is NOT Good Enough

David Aviv
CTO
The Perfect Storm Is Here
Evolution of Modern Applications
Modern Applications are Distributed, With Many **Entry Points**

1. **Application Code is Distributed** Across Microservices (K8s)

2. Hosted in **Multiple Environments** (Public & Private Clouds)

3. **Content Integrated** with 3rd/4th Party Plug-ins
   **Browser Heavily Used** to Compose the Content

Modern app design creates multiple **blind spots**, open new leakage opportunities
**Traditional WAF / WAF Appliances No Longer Enough**
Sophisticated, Targeted Attacks Are on-the Rise

Open Doors for Blind Spots
Supply chain, Application delivery cadence

Aggressive, Targeted App DDoS
Choke critical application resources

Weaponizing AI: Disruption Today
Lower entry barrier, Attack code generation

Good Enough Security is NOT Good Enough

Elizabeth Montalbano
Contributor, Dark Reading
February 09, 2023
Notable Recent Application AppSec Campaigns

Good Enough Security is NOT Good Enough

Twitter API vulnerability leaves millions exposed

The data breach has resulted in millions of account details being dumped on hacker forums.

6 January 2023
Radware Innovation Philosophy for Differentiation

AI & Adaptive Algorithms
AppSec-AI
Real-time protection

Automation for Consistency & SLA
Attack life cycle
Security follows App’s cadence

Performance Scale, Ops Cost
Cloud-scale security
New platform lineup
Sustainable Application Protection Leadership
Protecting the Modern Application Across All Blind Spots

1. Distributed Application Code in Microservices (K8s)
   - Protecting N/S and E/W Traffic

2. Hosted in Multiple Environments
   - Architecture for Consistent Protection Across Clouds

3. Content Integrated with 3rd/Nth Party Plug-in
   - Protecting 3rd Party’s Java Scripts
Sustainable DDoS Protection Leadership

Leading Security Engines Performance
Optimized for Security Processing
- Install base refresh
- Market share gains
- Carrier-grade
- Radware cloud DDoS

SecOps Automation Analytics Center
From Real-Time Signatures to Attack-Lifecycle Management
- Shortage of security experts
- Service Providers/MSSP
- Radware cloud DDoS

Algorithm-First Approach
Behavioral Self-Learning: Fast Morphing, Zero Day
- Years of IP results in unfair competitive advantage
Sustained Technology Leadership
<table>
<thead>
<tr>
<th>Deeper &amp; Wider Security</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Best of Suite</strong></td>
</tr>
<tr>
<td><strong>Wider: Combatting Application Floods</strong></td>
</tr>
<tr>
<td>Firewall-aaS</td>
</tr>
<tr>
<td>Encrypted Applications Protection</td>
</tr>
<tr>
<td><strong>Deeper: Expose Application’s Blind Spots</strong></td>
</tr>
<tr>
<td>Client-side Protections</td>
</tr>
<tr>
<td>Security Follows Application’s Cadence</td>
</tr>
<tr>
<td><strong>Cross Suite: Identity-based Protections</strong></td>
</tr>
<tr>
<td>Anchor for Continuous Detection of Abnormal Activities Across The Security Suite</td>
</tr>
</tbody>
</table>
Best of Suite Technology Differentiation

Block Chain Inspired, AI & Deep Learning

Identity-based Protections
CAPTCHA-less Invisible Control Plane

Zero-day Protection
X-Cloud Security Stack Adapted to App’s Cadence

New Cross-Suite Security Layers Amplifies Best-of-Breed Insights
Driving Profitable Growth

Guy Avidan
CFO
Key Topics

1. Radware Journey and 2022 Recap
2. Long Term Model
3. Investment Highlights and New KPI
Six Years Look Back

- Total revenue: $211M to $293M, 7% CAGR
- Cloud ARR: $13M to $53M, 32% CAGR
- Total ARR: $122M to $202M, 11% CAGR
- % Recurring revenue: 56% to 68%
- Gross margin: 82.2% to 83.0%
- Operating margin: 1.8% to 10.1%
- Adjusted EBITDA: $14M to $38M, 16% to 32%
- EPS: $0.17 to $0.68
Full Year 2022 Highlights

- Revenue: $293M, 2% increase YoY
- Recurring Revenue: 68%, Compared to 66% last year
- Total ARR: $202M, 7% increase YoY
- Gross Margin: 83.0%, Compared to 82.4% last year
- Number of new large deals: +35% (> $1M)
ARR Driven by Cloud ARR

Total ARR ($M)

- 2017: $122
- 2018: $143
- 2019: $155
- 2020: $174
- 2021: $190
- 2022: $202

11% CAGR

Cloud ARR ($M)

- 2017: $13
- 2018: $19
- 2019: $23
- 2020: $35
- 2021: $44
- 2022: $53

32% CAGR

* 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

* Errors due to rounding
Long Term Model: 2027

~$460 Million of Revenue
24% Adjusted EBITDA Margin for Full Year 2027
Long Term Model Assumptions

1. Accelerating Top Line Growth
   Driven by our cloud security business

2. Best of Suite Offering
   Improving cross-sell potential

3. Subscription Business Model
   Increase recurring revenue and cloud ARR

4. Sustainable Gross Margin

5. OpEx Leverage
Macroeconomic Environment Impact

Short Term

- Elongated sale cycle
- Budget scrutiny
- Multi-phased deployments

Long Term

- Catch up mission critical products
- Acceleration of the shift to Managed Services
2027 Long Term Model

- Revenue: ~$460 Million
- Cloud ARR: $160 Million
- Gross Margin: 83%
- Operating Margin: 22%
- Adj. EBITDA Margin: 24%
Catalysts Driving Our Expansion

Double Digit Revenue Growth in 2027

1. **Cloud Security**
   Growing our cloud security-as-a-service business

2. **Best of Suite**
   Scaling our portfolio from best of breed to best of suite

3. **Go-To-Market**
   Expanding our GTM to enhance SAM

4. **M&A**
   Entering key adjacent market

* Illustration
Sustainable Gross Margin

Sustain 83% Gross Margin in 2027

1. Best of Suite
   Scaling our portfolio from best of breed to best of suite

2. Cloud Security
   Scale and automation

3. Product Mix
   Cloud security business vs. on-prem business

<table>
<thead>
<tr>
<th>Year</th>
<th>2017</th>
<th>2018</th>
<th>2019</th>
<th>2020</th>
<th>2021</th>
<th>2022</th>
</tr>
</thead>
<tbody>
<tr>
<td>Gross Margin</td>
<td>82.2%</td>
<td>82.7%</td>
<td>83.1%</td>
<td>82.8%</td>
<td>82.4%</td>
<td>83.0%</td>
</tr>
</tbody>
</table>

82%
Operating Leverage

Continue to Invest in Growth While Gaining GTM Efficiencies

Cloud Business
- Economies of scale
- Stickiness, bundles
- Automation and fully managed

On-Prem Business
- OEMs
- Channels
## Long Term Model

<table>
<thead>
<tr>
<th>Metric</th>
<th>2022</th>
<th>2027 Estimate</th>
</tr>
</thead>
<tbody>
<tr>
<td>Revenue</td>
<td>$293M</td>
<td>$460M</td>
</tr>
<tr>
<td>Gross Margin</td>
<td>83%</td>
<td>83%</td>
</tr>
<tr>
<td>OpEx</td>
<td>$214M</td>
<td>$282M</td>
</tr>
<tr>
<td>Operating Margin</td>
<td>10%</td>
<td>22%</td>
</tr>
<tr>
<td>Adj. EBITDA</td>
<td>$38M</td>
<td>$110M</td>
</tr>
<tr>
<td>Adj. EBITDA Margin</td>
<td>13%</td>
<td>24%</td>
</tr>
</tbody>
</table>
## Cash Generation

<table>
<thead>
<tr>
<th>Year</th>
<th>OCF</th>
<th>FCF</th>
<th>SkyHawk Investment</th>
<th>Tax</th>
<th>Deposits</th>
<th>Marketable Securities</th>
</tr>
</thead>
<tbody>
<tr>
<td>2018</td>
<td>49</td>
<td>40</td>
<td>45</td>
<td></td>
<td>64</td>
<td>55</td>
</tr>
<tr>
<td>2019</td>
<td>53</td>
<td>45</td>
<td>45</td>
<td></td>
<td>64</td>
<td>55</td>
</tr>
<tr>
<td>2020</td>
<td>64</td>
<td>55</td>
<td>72</td>
<td>66</td>
<td>72</td>
<td>66</td>
</tr>
<tr>
<td>2021</td>
<td>72</td>
<td>66</td>
<td>38</td>
<td>35</td>
<td>47</td>
<td>35</td>
</tr>
<tr>
<td>2022</td>
<td>47</td>
<td>38</td>
<td>35</td>
<td>32</td>
<td>15</td>
<td>15</td>
</tr>
</tbody>
</table>

- **OCF**: Operating Cash Flow
- **FCF**: Free Cash Flow
- **SkyHawk Investment**: Investment in SkyHawk
- **Tax**: Tax Payments

### Cash & Equivalents

- Total: $432M
  - Deposits: $251M
  - Marketable Securities: $134M

### Cash Flow Statements

- **OCF**: Cash generated from operations.
- **FCF**: Free cash flow, indicating cash left after paying for operations.
- **SkyHawk Investment**: Investment in SkyHawk.
- **Tax**: Tax payments made.

**Chart Notes**

- **Capex**: Capital Expenditure
- **Buyback**: Stock buyback
- **Acquisition**: Acquisition costs
New KPI: Cloud ARR

25% 5-Year CAGR in Cloud ARR in 2027 to $160M

Cloud ARR ($M)

CLOUD REVENUE IS INCREMENTAL
Large Opportunities with organizations moving to cloud WAF and API
Limited cannibalization within our cloud DDoS on-prem customers
EBITDA Core and Hawks

<table>
<thead>
<tr>
<th>M$</th>
<th>2022</th>
<th>2027E</th>
</tr>
</thead>
<tbody>
<tr>
<td>Radware Core</td>
<td>$46.2</td>
<td>$110</td>
</tr>
<tr>
<td>Core EBITDA Margin</td>
<td>16%</td>
<td>24%</td>
</tr>
<tr>
<td>Hawks</td>
<td>($8.5)</td>
<td>$0.0</td>
</tr>
<tr>
<td>Total</td>
<td>$37.7</td>
<td>$110</td>
</tr>
<tr>
<td>Total EBITDA Margin</td>
<td>13%</td>
<td>24%</td>
</tr>
</tbody>
</table>
Mergers & Acquisitions

1. Valuation
   May be attractive in 6-18 months

2. Target
   Increase security ARR, predominantly Cloud ARR
Why Radware?

- Leading Critical Cyber Security Vendor
- Fast Growing Cloud Security Business
- Large Growing TAM and SAM
- Large Enterprise and Carriers Customer Base
- Leading Differentiated Technology
- Sustainable Growth and Profitability
Thank You!