



Investor Kit Second Quarter 2023



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

ASSETS

Current Assets

	Quarter Ended			Yr Ended 31-Dec
	31-Mar	30-Jun	30-Sep	
Cash and cash equivalents	\$ 38,979	\$ 61,057	\$ 63,205	\$ 92,513
Available-for-sale marketable securities	70,215	56,509	51,234	39,497
Short-term bank deposits	205,554	195,010	159,208	155,879
Trade receivables, net	9,908	18,499	11,476	13,191
Other receivables and prepaid expenses	10,190	12,726	11,798	8,046
Inventories	13,411	13,200	12,403	11,580
	348,257	357,001	309,324	320,706

Long-term Investments

	Quarter Ended			Yr Ended 31-Dec
	31-Mar	30-Jun	30-Sep	
Available-for-sale marketable securities	62,690	64,531	84,741	98,224
Long-term bank deposits	57,829	63,097	97,550	79,708
Severance pay funds	2,312	2,338	2,391	2,454
	122,831	129,966	184,682	180,386

	Quarter Ended			Yr Ended 31-Dec
	31-Mar	30-Jun	30-Sep	
Property and equipment, net	22,124	21,212	20,606	20,240
Other long-term assets	31,139	34,227	35,879	37,334
Operating lease right-of-use assets	26,892	26,143	25,131	24,829
Goodwill and intangible assets, net	53,269	52,803	52,340	51,875

	31-Mar	30-Jun	30-Sep	31-Dec
Total assets	\$ 604,512	\$ 621,352	\$ 627,962	\$ 635,370

LIABILITIES AND EQUITY

Current Liabilities

	Quarter Ended			Yr Ended 31-Dec
	31-Mar	30-Jun	30-Sep	
Trade payables	\$ 4,126	\$ 5,548	\$ 2,994	\$ 4,310
Deferred revenues (*)	99,595	102,266	93,542	99,922
Operating lease liabilities	5,165	4,649	4,503	5,090
Other payables and accrued expenses	36,520	43,144	44,424	56,565
	145,406	155,607	145,463	165,887

Long-term Liabilities

	Quarter Ended			Yr Ended 31-Dec
	31-Mar	30-Jun	30-Sep	
Deferred revenues (*)	56,251	56,048	62,455	67,065
Operating lease liabilities	23,197	23,322	22,617	22,360
Other long-term liabilities	11,494	11,701	11,841	10,065
	90,942	91,071	96,913	99,490

Equity

Radware Ltd. equity				
Share capital	723	726	728	730
Additional paid-in capital	449,542	456,469	462,976	471,173
Accumulated other comprehensive income (loss), net of tax	978	664	298	(455)
Treasury stock, at cost	(220,741)	(225,379)	(225,575)	(243,023)
Retained earnings	137,662	142,194	147,159	141,568
Total Radware Ltd. shareholder's equity	368,164	374,674	385,586	369,993

Non-controlling interest	-	-	-	-
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Total equity	368,164	374,674	385,586	369,993
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Total liabilities and equity	\$ 604,512	\$ 621,352	\$ 627,962	\$ 635,370
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*** Deferred Revenues**

	Quarter Ended			Yr Ended 31-Dec
	31-Mar	30-Jun	30-Sep	
Short Term	99,595	102,266	93,542	99,922
Long Term	56,251	56,048	62,455	67,065
Balance Sheet Deferred Revenues	155,846	158,314	155,997	166,987

Add: Uncollected billed amounts offset against trade receivables balance.
(representing unpaid invoices not yet recognized as revenue)

	32,434	30,830	30,662	46,783
Total Deferred Revenues	188,280	189,144	186,659	213,770

FY'22

	Quarter Ended			Yr Ended 31-Dec
	31-Mar	30-Jun	30-Sep	
Cash and cash equivalents	\$ 54,483	\$ 49,199	\$ 42,469	\$ 46,185
Available-for-sale marketable securities	25,219	25,055	23,735	44,180
Short-term bank deposits	138,337	206,556	202,684	207,679
Trade receivables, net	19,045	11,841	13,351	17,752
Other receivables and prepaid expenses	8,046	11,978	13,360	8,421
Inventories	11,255	11,403	10,854	11,428
	260,317	317,414	301,514	334,420

	Quarter Ended			Yr Ended 31-Dec
	31-Mar	30-Jun	30-Sep	
Available-for-sale marketable securities	104,579	112,053	112,220	90,148
Long-term bank deposits	74,868	49,160	53,160	43,765
Severance pay funds	2,372	2,154	2,148	2,146
	181,819	163,367	167,528	136,059

	Quarter Ended			Yr Ended 31-Dec
	31-Mar	30-Jun	30-Sep	
Property and equipment, net	20,380	20,742	21,186	21,068
Other long-term assets	37,926	37,608	38,946	41,269
Operating lease right-of-use assets	23,724	23,376	24,160	23,078
Goodwill and intangible assets, net	93,911	89,678	88,686	87,694

	31-Mar	30-Jun	30-Sep	31-Dec
Total assets	\$ 618,077	\$ 652,185	\$ 642,020	\$ 643,588

LIABILITIES AND EQUITY

Current Liabilities

	Quarter Ended			Yr Ended 31-Dec
	31-Mar	30-Jun	30-Sep	
Trade payables	\$ 8,153	\$ 7,440	\$ 6,770	\$ 6,464
Deferred revenues (*)	99,609	112,190	107,117	108,243
Operating lease liabilities	4,695	4,454	4,546	4,685
Other payables and accrued expenses	39,206	38,120	38,683	44,643
	151,663	162,204	157,116	164,035

Long-term Liabilities

	Quarter Ended			Yr Ended 31-Dec
	31-Mar	30-Jun	30-Sep	
Deferred revenues (*)	69,814	75,297	71,761	72,219
Operating lease liabilities	21,213	19,771	20,254	19,461
Other long-term liabilities	22,630	19,384	19,202	19,430
	113,657	114,452	111,217	111,110

Equity				
Radware Ltd. equity				
Share capital	731	731	731	732
Additional paid-in capital	476,150	482,037	490,069	498,168
Accumulated other comprehensive income (loss), net of tax	(2,640)	(6,384)	(7,059)	(4,844)
Treasury stock, at cost	(266,822)	(284,345)	(290,580)	(303,299)
Retained earnings	145,338	148,490	145,526	141,402
Total Radware Ltd. shareholder's equity	352,757	340,529	338,687	332,159

Non-controlling interest	-	35,000	35,000	36,284
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Total equity	352,757	375,529	373,687	368,443
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Total liabilities and equity	\$ 618,077	\$ 652,185	\$ 642,020	\$ 643,588
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*** Deferred Revenues**

	Quarter Ended			Yr Ended 31-Dec
	31-Mar	30-Jun	30-Sep	
Short Term	99,609	112,190	107,117	108,243
Long Term	69,814	75,297	71,761	72,219
Balance Sheet Deferred Revenues	169,423	187,487	178,878	180,462

Add: Uncollected billed amounts offset against trade receivables balance.
(representing unpaid invoices not yet recognized as revenue)

	47,507	28,166	37,131	39,059
Total Deferred Revenues	216,930	215,653	216,009	219,521



Radware Ltd. Condensed and Consolidated -

US GAAP Income Statements

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

	FY'21					FY'22					FY'23	
	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
Revenues	\$ 66,769	\$ 69,667	\$ 73,418	\$ 76,642	\$ 286,496	\$ 73,708	\$ 75,114	\$ 70,521	\$ 74,083	\$ 293,426	\$ 69,041	\$ 65,607
Cost of revenues	12,266	12,838	13,294	14,048	52,446	12,941	13,888	13,138	13,917	53,884	13,306	12,742
Gross profit	54,503	56,829	60,124	62,594	234,050	60,767	61,226	57,383	60,166	239,542	55,735	52,865
Operating expenses:												
Research and development, net	17,735	18,127	18,639	19,597	74,098	20,370	21,623	22,083	22,486	86,562	21,150	21,141
Selling and marketing	28,991	29,248	29,588	32,015	119,842	30,283	32,290	31,416	32,544	126,533	31,919	31,917
General and administrative	5,196	4,551	6,024	6,114	21,885	6,527	5,737	7,278	10,244	29,786	8,247	8,307
Other income	-	-	-	-	-	-	-	-	-	-	-	-
Total operating expenses	51,922	51,926	54,251	57,726	215,825	57,180	59,650	60,777	65,274	242,881	61,316	61,365
Operating income (loss)	2,581	4,903	5,873	4,868	18,225	3,587	1,576	(3,394)	(5,108)	(3,339)	(5,581)	(8,500)
Financial income (expense), net	2,670	1,187	1,013	(463)	4,407	1,698	2,986	1,350	2,018	8,052	3,491	3,419
Income before taxes on income (tax benefit)	5,251	6,090	6,886	4,405	22,632	5,285	4,562	(2,044)	(3,090)	4,713	(2,090)	(5,081)
Taxes on income (tax benefit)	1,346	1,558	1,921	9,996	14,821	1,515	1,410	920	1,034	4,879	991	727
Net income (loss)	\$ 3,905	\$ 4,532	\$ 4,965	\$ (5,591)	\$ 7,811	\$ 3,770	\$ 3,152	\$ (2,964)	\$ (4,124)	\$ (166)	\$ (3,081)	\$ (5,808)
Diluted net earnings (loss) per share attributed to Radware Ltd.'s shareholders	\$ 0.08	\$ 0.10	\$ 0.10	\$ (0.12)	\$ 0.16	\$ 0.08	\$ 0.07	\$ (0.07)	\$ (0.09)	\$ (0.00)	\$ (0.07)	\$ (0.13)
Weighted average number of shares used to compute diluted net earnings (loss) per share	47,607,518	47,138,142	47,620,254	46,004,419	47,503,091	47,122,247	45,835,440	44,623,247	44,586,590	44,943,168	44,053,402	43,400,635
Gross margin	81.6%	81.6%	81.9%	81.7%	81.7%	82.4%	81.5%	81.4%	81.2%	81.6%	80.7%	80.6%
R&D % of total revenue	26.6%	26.0%	25.4%	25.6%	25.9%	27.6%	28.8%	31.3%	30.4%	29.5%	30.6%	32.2%
S&M % of total revenue	43.4%	42.0%	40.3%	41.8%	41.8%	41.1%	43.0%	44.5%	43.9%	43.1%	46.2%	48.6%
G&A % of total revenue	7.8%	6.5%	8.2%	8.0%	7.6%	8.9%	7.6%	10.3%	13.8%	10.2%	11.9%	12.7%
Total operating expenses % of total revenues	77.8%	74.5%	73.9%	75.3%	75.3%	77.6%	79.4%	86.2%	88.1%	82.8%	88.8%	93.5%
Operating margin	3.9%	7.0%	8.0%	6.4%	6.4%	4.9%	2.1%	-4.8%	-6.9%	-1.1%	-8.1%	-13.0%
Net margin	5.8%	6.5%	6.8%	-7.3%	2.7%	5.1%	4.2%	-4.2%	-5.6%	-0.1%	-4.5%	-8.9%

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'21					FY'22					FY'23	
	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
Revenues	\$ 66,769	\$ 69,667	\$ 73,418	\$ 76,642	\$ 286,496	\$ 73,708	\$ 75,114	\$ 70,521	\$ 74,083	\$ 293,426	\$ 69,041	\$ 65,607
Cost of revenues	11,755	12,322	12,779	13,496	50,352	12,387	12,538	12,043	12,813	49,781	12,201	11,637
Gross profit	55,014	57,345	60,639	63,146	236,144	61,321	62,576	58,478	61,270	243,645	56,840	53,970
Operating expenses:												
Research and development, net	16,396	17,114	17,205	17,971	68,686	18,561	19,988	20,308	20,413	79,270	19,191	18,964
Selling and marketing	26,939	27,218	27,376	29,498	111,031	28,434	29,247	28,060	29,551	115,292	28,525	28,380
General and administrative	4,197	4,250	4,434	4,676	17,557	4,717	4,861	4,881	4,945	19,404	4,703	4,694
Total operating expenses	47,532	48,582	49,015	52,145	197,274	51,712	54,096	53,249	54,909	213,966	52,419	52,038
Operating income	7,482	8,763	11,624	11,001	38,870	9,609	8,480	5,229	6,361	29,679	4,421	1,932
Financial Income, net	1,946	1,742	1,401	1,129	6,218	804	1,066	2,450	2,431	6,751	2,716	3,387
Income before taxes on income	9,428	10,505	13,025	12,130	45,088	10,413	9,546	7,679	8,792	36,430	7,137	5,319
Taxes on income	1,408	1,619	1,983	1,810	6,820	1,577	1,471	982	1,095	5,125	1,053	788
Net income	\$ 8,020	\$ 8,886	\$ 11,042	\$ 10,320	\$ 38,268	\$ 8,836	\$ 8,075	\$ 6,697	\$ 7,697	\$ 31,305	\$ 6,084	\$ 4,531
Diluted net earnings per share attributed to Radware Ltd.'s shareholders	\$ 0.17	\$ 0.19	\$ 0.23	\$ 0.22	\$ 0.81	\$ 0.19	\$ 0.18	\$ 0.15	\$ 0.17	\$ 0.68	\$ 0.14	\$ 0.10
Weighted average number of shares used to compute diluted net earnings per share	47,607,518	47,138,142	47,620,254	47,655,351	47,503,091	47,122,247	45,835,440	45,623,336	45,227,288	45,947,476	44,762,161	44,268,786
Gross margin	82.4%	82.3%	82.6%	82.4%	82.4%	83.2%	83.3%	82.9%	82.7%	83.0%	82.3%	82.3%
R&D % of total revenue	24.6%	24.6%	23.4%	23.4%	24.0%	25.2%	26.6%	28.8%	27.6%	27.0%	27.8%	28.9%
S&M % of total revenue	40.3%	39.1%	37.3%	38.5%	38.8%	38.6%	38.9%	39.8%	39.9%	39.3%	41.3%	43.3%
G&A % of total revenue	6.3%	6.1%	6.0%	6.1%	6.1%	6.4%	6.5%	6.9%	6.7%	6.6%	6.8%	7.2%
Total operating expenses % of total revenues	71.2%	69.7%	66.8%	68.0%	68.9%	70.2%	72.0%	75.5%	74.1%	72.9%	75.9%	79.3%
Operating margin	11.2%	12.6%	15.8%	14.4%	13.6%	13.0%	11.3%	7.4%	8.6%	10.1%	6.4%	2.9%
Tax rate	14.9%	15.4%	15.2%	14.9%	15.1%	15.1%	15.4%	12.8%	12.5%	14.1%	14.8%	14.8%
Net margin	12.0%	12.8%	15.0%	13.5%	13.4%	12.0%	10.8%	9.5%	10.4%	10.7%	8.8%	6.9%

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'21					FY'22					FY'23	
	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
GAAP gross profit	\$ 54,503	\$ 56,829	\$ 60,124	\$ 62,594	\$ 234,050	\$ 60,767	\$ 61,226	\$ 57,383	\$ 60,166	\$ 239,542	\$ 55,735	\$ 52,865
Stock-based compensation	47	51	51	87	236	90	94	103	112	399	113	113
Amortization of intangible assets	464	465	464	465	1,858	464	1,256	992	992	3,704	992	992
Acquisition related costs	-	-	-	-	-	-	-	-	-	-	-	-
Non-GAAP gross profit	\$ 55,014	\$ 57,345	\$ 60,639	\$ 63,146	\$ 236,144	\$ 61,321	\$ 62,576	\$ 58,478	\$ 61,270	\$ 243,645	\$ 56,840	\$ 53,970
GAAP research and development, net	\$ 17,735	\$ 18,127	\$ 18,639	\$ 19,597	\$ 74,098	\$ 20,370	\$ 21,623	\$ 22,083	\$ 22,486	\$ 86,562	\$ 21,150	\$ 21,141
Stock-based compensation	1,339	1,013	1,434	1,626	5,412	1,809	1,635	1,775	2,073	7,292	1,959	2,177
Acquisition related costs	-	-	-	-	-	-	-	-	-	-	-	-
Non-GAAP Research and development, net	\$ 16,396	\$ 17,114	\$ 17,205	\$ 17,971	\$ 68,686	\$ 18,561	\$ 19,988	\$ 20,308	\$ 20,413	\$ 79,270	\$ 19,191	\$ 18,964
GAAP selling and marketing	\$ 28,991	\$ 29,248	\$ 29,588	\$ 32,015	\$ 119,842	\$ 30,283	\$ 32,290	\$ 31,416	\$ 32,544	\$ 126,533	\$ 31,919	\$ 31,917
Stock-based compensation	2,052	2,030	2,212	2,517	8,811	1,849	3,043	3,356	2,993	11,241	3,394	3,537
Amortization of intangible assets	-	-	-	-	-	-	-	-	-	-	-	-
Non-GAAP selling and marketing	\$ 26,939	\$ 27,218	\$ 27,376	\$ 29,498	\$ 111,031	\$ 28,434	\$ 29,247	\$ 28,060	\$ 29,551	\$ 115,292	\$ 28,525	\$ 28,380
GAAP general and administrative	\$ 5,196	\$ 4,551	\$ 6,024	\$ 6,114	\$ 21,885	\$ 6,527	\$ 5,737	\$ 7,278	\$ 10,244	\$ 29,786	\$ 8,247	\$ 8,307
Stock-based compensation	936	143	894	1,142	3,115	668	876	2,397	4,480	8,421	3,531	3,068
Acquisition related costs	-	-	629	-	629	1,142	-	-	819	1,961	13	545
Litigation related charges	63	158	67	296	584	-	-	-	-	-	-	-
Non-GAAP general and administrative	\$ 4,197	\$ 4,250	\$ 4,434	\$ 4,676	\$ 17,557	\$ 4,717	\$ 4,861	\$ 4,881	\$ 4,945	\$ 19,404	\$ 4,703	\$ 4,694
GAAP other income	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Court verdict	-	-	-	-	-	-	-	-	-	-	-	-
Non-GAAP other income	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
GAAP total operating expenses	\$ 51,922	\$ 51,926	\$ 54,251	\$ 57,726	\$ 215,825	\$ 57,180	\$ 59,650	\$ 60,777	\$ 65,274	\$ 242,881	\$ 61,316	\$ 61,365
Stock-based compensation	4,327	3,186	4,540	5,285	17,338	4,326	5,554	7,528	9,546	26,954	8,884	8,782
Acquisition related costs	-	-	629	296	925	1,142	-	-	819	1,961	13	545
Amortization of intangible assets	-	-	-	-	-	-	-	-	-	-	-	-
Litigation related charges	63	158	67	-	288	-	-	-	-	-	-	-
Court verdict	-	-	-	-	-	-	-	-	-	-	-	-
Non-GAAP total operating expenses	\$ 47,532	\$ 48,582	\$ 49,015	\$ 52,145	\$ 197,274	\$ 51,712	\$ 54,096	\$ 53,249	\$ 54,909	\$ 213,966	\$ 52,419	\$ 52,038
GAAP operating income (loss)	\$ 2,581	\$ 4,903	\$ 5,873	\$ 4,868	\$ 18,225	\$ 3,587	\$ 1,576	\$ (3,394)	\$ (5,108)	\$ (3,339)	\$ (5,581)	\$ (8,500)
Stock-based compensation	4,374	3,237	4,591	5,372	17,574	4,416	5,648	7,631	9,658	27,353	8,997	8,895
Acquisition related costs	-	-	629	296	925	1,142	-	-	819	1,961	13	545
Amortization of intangible assets	464	465	464	465	1,858	464	1,256	992	992	3,704	992	992
Litigation related charges	63	158	67	-	288	-	-	-	-	-	-	-
Court verdict	-	-	-	-	-	-	-	-	-	-	-	-
Non-GAAP operating income	\$ 7,482	\$ 8,763	\$ 11,624	\$ 11,001	\$ 38,870	\$ 9,609	\$ 8,480	\$ 5,229	\$ 6,361	\$ 29,679	\$ 4,421	\$ 1,932

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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'21					FY'22					FY'23	
	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
GAAP finance income	\$ 2,670	\$ 1,187	\$ 1,013	\$ (463)	\$ 4,407	\$ 1,698	\$ 2,986	\$ 1,350	\$ 2,018	\$ 8,052	\$ 3,491	\$ 3,419
Other loss (gain) adjustment	-	-	-	-	-	-	-	-	-	-	-	-
Exchange rate differences, net on balance sheet items included in financial income	(724)	555	388	1,592	1,811	(894)	(1,920)	1,100	413	(1,301)	(775)	(32)
Non-GAAP finance income	\$ 1,946	\$ 1,742	\$ 1,401	\$ 1,129	\$ 6,218	\$ 804	\$ 1,066	\$ 2,450	\$ 2,431	\$ 6,751	\$ 2,716	\$ 3,387
GAAP income before taxes on income (tax benefit)	\$ 5,251	\$ 6,090	\$ 6,886	\$ 4,405	\$ 22,632	\$ 5,285	\$ 4,562	\$ (2,044)	\$ (3,090)	\$ 4,713	\$ (2,090)	\$ (5,081)
Stock-based compensation	4,374	3,237	4,591	5,372	17,574	4,416	5,648	7,631	9,658	27,353	8,997	8,895
Acquisition related costs	-	-	629	296	925	1,142	-	-	819	1,961	13	545
Amortization of intangible assets	464	465	464	465	1,858	464	1,256	992	992	3,704	992	992
Litigation related charges	63	158	67	-	288	-	-	-	-	-	-	-
Court verdict	-	-	-	-	-	-	-	-	-	-	-	-
Other loss (gain) adjustment	-	-	-	-	-	-	-	-	-	-	-	-
Exchange rate differences, net on balance sheet items included in financial income	(724)	555	388	1,592	1,811	(894)	(1,920)	1,100	413	(1,301)	(775)	(32)
Non-GAAP income before taxes on income	\$ 9,428	\$ 10,505	\$ 13,025	\$ 12,130	\$ 45,088	\$ 10,413	\$ 9,546	\$ 7,679	\$ 8,792	\$ 36,430	\$ 7,137	\$ 5,319
GAAP taxes on income (tax benefit)	\$ 1,346	\$ 1,558	\$ 1,921	\$ 9,996	\$ 14,821	\$ 1,515	\$ 1,410	\$ 920	\$ 1,034	\$ 4,879	\$ 991	\$ 727
Court verdict	-	-	-	-	-	-	-	-	-	-	-	-
Change in the federal rate	-	-	-	-	-	-	-	-	-	-	-	-
Tax settlements	-	-	-	(8,247)	(8,247)	-	-	-	-	-	-	-
Tax related adjustment	62	61	62	61	246	62	61	62	61	246	62	61
Non-GAAP taxes on income	\$ 1,408	\$ 1,619	\$ 1,983	\$ 1,810	\$ 6,820	\$ 1,577	\$ 1,471	\$ 982	\$ 1,095	\$ 5,125	\$ 1,053	\$ 788
GAAP net income (loss)	\$ 3,905	\$ 4,532	\$ 4,965	\$ (5,591)	\$ 7,811	\$ 3,770	\$ 3,152	\$ (2,964)	\$ (4,124)	\$ (166)	\$ (3,081)	\$ (5,808)
Stock-based compensation	4,374	3,237	4,591	5,372	17,574	4,416	5,648	7,631	9,658	27,353	8,997	8,895
Acquisition related costs	-	-	629	296	925	1,142	-	-	819	1,961	13	545
Amortization of intangible assets	464	465	464	465	1,858	464	1,256	992	992	3,704	992	992
Litigation related charges	63	158	67	-	288	-	-	-	-	-	-	-
Court verdict	-	-	-	-	-	-	-	-	-	-	-	-
Other loss (gain) adjustment	-	-	-	-	-	-	-	-	-	-	-	-
Exchange rate differences, net on balance sheet items included in financial income	(724)	555	388	1,592	1,811	(894)	(1,920)	1,100	413	(1,301)	(775)	(32)
Change in the federal rate	-	-	-	-	-	-	-	-	-	-	-	-
Tax settlements	-	-	-	8,247	8,247	-	-	-	-	-	-	-
Tax related adjustment	(62)	(61)	(62)	(61)	(246)	(62)	(61)	(62)	(61)	(246)	(62)	(61)
Non-GAAP net income	\$ 8,020	\$ 8,886	\$ 11,042	\$ 10,320	\$ 38,268	\$ 8,836	\$ 8,075	\$ 6,697	\$ 7,697	\$ 31,305	\$ 6,084	\$ 4,531
GAAP diluted net earnings (loss) per share	\$ 0.08	\$ 0.10	\$ 0.10	\$ (0.12)	0.16	\$ 0.08	\$ 0.07	\$ (0.07)	\$ (0.09)	(0.00)	\$ (0.07)	\$ (0.13)
Stock-based compensation	\$ 0.09	\$ 0.07	\$ 0.10	\$ 0.11	0.37	\$ 0.09	\$ 0.12	\$ 0.17	\$ 0.21	0.60	\$ 0.20	\$ 0.20
Acquisition related costs	\$ -	\$ -	\$ 0.01	\$ 0.01	0.02	\$ 0.02	\$ -	\$ -	\$ 0.02	0.04	\$ 0.00	\$ 0.01
Amortization of intangible assets	\$ 0.01	\$ 0.01	\$ 0.01	\$ 0.01	0.04	\$ 0.01	\$ 0.03	\$ 0.02	\$ 0.02	0.08	\$ 0.02	\$ 0.02
Litigation related charges	\$ 0.00	\$ 0.00	\$ 0.00	\$ -	0.01	\$ -	\$ -	\$ -	\$ -	-	\$ -	\$ -
Court verdict	\$ -	\$ -	\$ -	\$ -	-	\$ -	\$ -	\$ -	\$ -	-	\$ -	\$ -
Other loss (gain) adjustment	\$ -	\$ -	\$ -	\$ -	-	\$ -	\$ -	\$ -	\$ -	-	\$ -	\$ -
Exchange rate differences, net on balance sheet items included in financial income	\$ (0.02)	\$ 0.01	\$ 0.01	\$ 0.03	0.04	\$ (0.02)	\$ (0.04)	\$ 0.02	\$ 0.01	(0.03)	\$ (0.02)	\$ (0.00)
Change in the federal rate	\$ -	\$ -	\$ -	\$ -	-	\$ -	\$ -	\$ -	\$ -	-	\$ -	\$ -
Tax settlements	\$ -	\$ -	\$ -	\$ 0.17	0.17	\$ -	\$ -	\$ -	\$ -	-	\$ -	\$ -
Tax related adjustment	\$ (0.00)	\$ (0.00)	\$ (0.00)	\$ (0.00)	(0.01)	\$ (0.00)	\$ (0.00)	\$ (0.00)	\$ (0.00)	(0.01)	\$ (0.00)	\$ (0.00)
Non-GAAP diluted net earnings per share	\$ 0.17	\$ 0.19	\$ 0.23	\$ 0.22	\$ 0.81	\$ 0.19	\$ 0.18	\$ 0.15	\$ 0.17	\$ 0.68	\$ 0.14	\$ 0.10
GAAP weighted average number of shares used to compute Non-GAAP diluted net earnings per share	47,607,518	47,138,142	47,620,254	47,655,351	47,503,091	47,122,247	45,835,440	44,623,247	45,227,288	45,947,476	44,762,161	44,268,786

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:

	FY'21				Yr Ended 31-Dec	FY'22				Yr Ended 31-Dec	FY'23	
	31-Mar	30-Jun	30-Sep	31-Dec		31-Mar	30-Jun	30-Sep	31-Dec		31-Mar	30-Jun
Net income (loss)	\$ 3,905	\$ 4,532	\$ 4,965	\$ (5,591)	\$ 7,811	\$ 3,770	\$ 3,152	\$ (2,964)	\$ (4,124)	\$ (166)	\$ (3,081)	\$ (5,808)
Depreciation and amortization	2,648	2,537	2,527	2,484	10,196	2,488	3,229	3,097	2,878	11,692	3,078	3,113
Stock based compensation	4,374	3,237	4,591	5,372	17,574	4,416	5,648	7,631	9,658	27,353	8,997	8,895
Other loss (gain)	-	-	-	-	-	-	-	-	-	-	-	-
Loss (gain) related to securities, net	(2)	(95)	(327)	(14)	(438)	(59)	(1)	(4)	(4)	(68)	245	(1)
Amortization of premiums, accretion of discounts and accrued interest on available-for-sale marketable securities, net	408	727	768	817	2,720	588	798	193	766	2,345	237	718
Increase (decrease) in accrued interest on bank deposits	(781)	698	1,504	1,003	2,424	33	39	(1,128)	(1,424)	(2,480)	(1,754)	229
Increase (decrease) in accrued severance pay, net	225	140	88	15	468	147	(53)	(176)	301	219	(69)	(36)
Decrease (increase) in trade receivables, net	6,940	(8,591)	7,023	(1,715)	3,657	(5,854)	7,203	(1,509)	(4,401)	(4,561)	(1,005)	1,937
Decrease (increase) in other receivables and prepaid expenses and other long term assets	(4,460)	(5,519)	(627)	2,515	(8,091)	(3,816)	(509)	3,852	(1,887)	(2,360)	(2,858)	532
Decrease (increase) in inventories	524	211	797	823	2,355	325	(148)	549	(574)	152	149	(1,044)
Increase (decrease) in trade payables	244	1,422	(2,554)	1,316	428	3,843	(713)	(670)	(306)	2,154	(1,637)	3,020
Increase (decrease) in other payables, deferred revenues and accrued expenses	2,929	9,132	(1,037)	21,277	32,301	(15,896)	14,214	(7,146)	8,249	(579)	(3,752)	(6,474)
Operating lease liabilities, net	(782)	358	161	632	369	(437)	(1,335)	(209)	428	(1,553)	214	(215)
Excess tax benefit from stock-based compensation	-	-	-	-	-	-	-	-	-	-	-	-
Net cash provided by (used in) operating activities	16,172	8,789	17,879	28,934	71,774	(10,452)	31,524	1,516	9,560	32,148	(1,236)	4,866
Cash flows from investing activities:												
Purchase of property and equipment	(1,333)	(1,159)	(1,458)	(1,653)	(5,603)	(2,164)	(2,333)	(2,549)	(1,768)	(8,814)	(1,768)	(1,595)
Proceeds from (investment in) other long-term assets	42	(11)	11	7	49	(55)	92	69	(71)	35	47	1
Proceeds from (investment in) bank deposits, net	(143)	4,577	(154)	20,168	24,448	22,349	(42,550)	1,000	5,824	(13,377)	9,200	21,000
Proceeds from (investment in) available-for-sale marketable securities	(2,491)	10,825	(15,852)	(3,527)	(11,045)	4,556	(9,196)	(862)	1,640	(3,862)	1,976	(3,857)
Payment for the acquisition of subsidiary, net of cash acquired	-	-	-	-	-	-	-	-	-	-	-	-
Purchase of intangible assets	-	-	-	-	-	(30,000)	-	-	-	(30,000)	-	-
Net cash provided by (used in) investing activities	(3,925)	14,232	(17,453)	14,995	7,849	(5,314)	(53,987)	(2,342)	5,625	(56,018)	9,455	15,549
Cash flows from financing activities:												
Proceeds from exercise of stock options	2,150	3,695	1,917	2,828	10,590	562	239	401	832	2,034	220	88
Excess tax benefit from stock-based compensation	-	-	-	-	-	-	-	-	-	-	-	-
Payment of deferred consideration related to acquisition	-	-	-	-	-	-	-	-	-	-	-	-
Repayment of contingent consideration	-	-	-	-	-	-	-	-	-	-	-	-
Repurchase of shares	(30,189)	(4,638)	(195)	(17,449)	(52,471)	(22,826)	(18,060)	(6,305)	(12,301)	(59,492)	(12,742)	(19,741)
Proceeds from issuance of Preferred A shares in subsidiary	-	-	-	-	-	-	35,000	-	-	35,000	-	-
Net cash provided by (used in) financing activities	(28,039)	(943)	1,722	(14,621)	(41,881)	(22,264)	17,179	(5,904)	(11,469)	(22,458)	(12,522)	(19,653)
Increase (decrease) in cash and cash equivalents	(15,792)	22,078	2,148	29,308	37,742	(38,030)	(5,284)	(6,730)	3,716	(46,328)	(4,303)	762
Cash and cash equivalents at the beginning of the period	54,771	38,979	61,057	63,205	54,771	92,513	54,483	49,199	42,469	92,513	46,185	41,882
Cash and cash equivalents at the end of the period	\$ 38,979	\$ 61,057	\$ 63,205	\$ 92,513	\$ 92,513	\$ 54,483	\$ 49,199	\$ 42,469	\$ 46,185	\$ 46,185	\$ 41,882	\$ 42,644
Free cash flow	14,839	7,630	16,421	27,281	66,171	(12,616)	29,191	(1,033)	7,792	23,334	(3,004)	3,271

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'21				FY'21	FY'22				FY'22	FY'23	
	Quarter Ended				Yr Ended	Quarter Ended				Yr Ended	Quarter Ended	
	31-Mar	30-Jun	30-Sep	31-Dec	31-Dec	31-Mar	30-Jun	30-Sep	31-Dec	31-Dec	31-Mar	30-Jun
Revenue by geography:												
Americas	\$ 33,716	\$ 28,105	\$ 35,729	\$ 31,220	\$ 128,770	\$ 29,514	\$ 29,680	\$ 32,889	\$ 31,864	\$ 123,947	\$ 27,134	\$ 26,809
EMEA	21,060	24,011	23,608	29,709	98,388	28,071	29,703	22,155	24,290	104,219	29,685	22,593
APAC	11,993	17,551	14,081	15,713	59,338	16,123	15,731	15,477	17,929	65,260	12,222	16,205
Total revenue	\$ 66,769	\$ 69,667	\$ 73,418	\$ 76,642	\$ 286,496	\$ 73,708	\$ 75,114	\$ 70,521	\$ 74,083	\$ 293,426	\$ 69,041	\$ 65,607
Revenue % of total:												
Americas	50.5%	40.3%	48.7%	40.7%	44.9%	40.0%	39.5%	46.6%	43.0%	42.2%	39.3%	40.9%
EMEA	31.5%	34.5%	32.2%	38.8%	34.3%	38.1%	39.5%	31.4%	32.8%	35.5%	43.0%	34.4%
APAC	18.0%	25.2%	19.2%	20.5%	20.7%	21.9%	20.9%	21.9%	24.2%	22.2%	17.7%	24.7%
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%
Revenue by vertical:												
Enterprise	\$ 51,037	\$ 47,759	\$ 54,049	\$ 55,393	\$ 208,238	\$ 55,187	\$ 57,815	\$ 51,122	\$ 53,922	\$ 218,046	\$ 55,591	\$ 51,011
Carrier	15,732	21,908	19,369	21,249	78,258	18,521	17,299	19,399	20,161	75,380	13,450	14,596
Total revenue	\$ 66,769	\$ 69,667	\$ 73,418	\$ 76,642	\$ 286,496	\$ 73,708	\$ 75,114	\$ 70,521	\$ 74,083	\$ 293,426	\$ 69,041	\$ 65,607
Revenue % of total:												
Enterprise	76.4%	68.6%	73.6%	72.3%	72.7%	74.9%	77.0%	72.5%	72.8%	74.3%	80.5%	77.8%
Carrier	23.6%	31.4%	26.4%	27.7%	27.3%	25.1%	23.0%	27.5%	27.2%	25.7%	19.5%	22.2%
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%

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