



**Investor Kit Third Quarter 2017**



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

**ASSETS**

**Current Assets**

	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
Cash and cash equivalents	\$ 44,979	\$ 30,654	\$ 28,024	\$ 20,755	\$ 33,744	\$ 31,833	\$ 21,928	\$ 38,858	\$ 79,639	\$ 47,129	\$ 50,086	\$ 53,530
Available-for-sale marketable securities	29,448	26,434	31,731	17,606	16,003	17,305	16,341	20,016	20,452	20,922	21,350	25,145
Short-term bank deposits	29,989	19,650	20,886	53,333	80,922	150,844	183,465	148,122	125,995	101,471	84,830	87,114
Trade receivables, net	25,637	25,946	23,758	24,181	26,410	27,905	26,057	21,346	19,407	20,990	17,638	12,314
Other receivables and prepaid expenses	8,107	8,227	6,939	8,792	5,042	5,346	4,382	4,297	4,159	3,250	3,447	3,905
Inventories	16,844	16,253	16,313	16,391	16,322	16,576	16,181	16,812	17,114	18,392	19,455	18,724
	<b>155,004</b>	<b>127,164</b>	<b>127,651</b>	<b>141,058</b>	<b>178,443</b>	<b>249,809</b>	<b>268,354</b>	<b>249,451</b>	<b>266,766</b>	<b>212,154</b>	<b>196,806</b>	<b>200,732</b>

**Long-term Investments**

Available-for-sale marketable securities	114,519	99,494	97,436	90,631	87,814	83,186	83,904	75,692	74,967	70,307	75,478	70,717
Long-term bank deposits	111,754	145,627	162,533	127,647	96,643	31,818	9,143	28,187	19,092	76,141	93,851	94,361
Severance pay funds	3,040	2,938	3,067	2,960	2,724	2,747	2,699	2,812	2,597	2,597	2,830	2,830
	<b>229,313</b>	<b>248,059</b>	<b>263,036</b>	<b>221,238</b>	<b>187,181</b>	<b>117,751</b>	<b>95,746</b>	<b>106,691</b>	<b>96,656</b>	<b>149,045</b>	<b>172,159</b>	<b>167,908</b>

Property and equipment, net

Property and equipment, net	20,592	21,691	23,911	25,275	26,203	26,577	27,177	27,404	26,354	25,751	25,711	24,487
Intangible assets, net	4,756	4,405	4,083	3,801	3,518	3,239	2,959	2,679	2,399	8,870	10,922	10,525
Other assets	3,234	3,287	5,285	5,313	5,473	5,559	6,677	6,739	8,092	8,030	8,072	8,084
Goodwill	30,069	30,069	30,069	30,069	30,069	30,069	30,069	30,069	30,069	34,392	32,174	32,174

**Total assets**

	<b>\$ 442,968</b>	<b>\$ 434,675</b>	<b>\$ 454,035</b>	<b>\$ 426,754</b>	<b>\$ 430,887</b>	<b>\$ 433,004</b>	<b>\$ 430,982</b>	<b>\$ 423,033</b>	<b>\$ 430,336</b>	<b>\$ 438,242</b>	<b>\$ 445,844</b>	<b>\$ 443,910</b>
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**LIABILITIES AND SHAREHOLDERS' EQUITY**

**Current Liabilities**

Trade payables	\$ 9,817	\$ 7,107	\$ 7,314	\$ 6,026	\$ 9,255	\$ 5,077	\$ 6,087	\$ 5,051	\$ 5,971	\$ 4,393	\$ 5,967	\$ 4,552
Deferred revenues (*)	41,966	47,600	46,317	43,323	46,061	53,029	52,530	48,618	53,061	59,541	63,183	63,534
Other payables and accrued expenses	24,043	21,524	24,646	25,800	22,098	21,849	22,547	22,201	26,232	28,227	25,187	25,107
	<b>75,826</b>	<b>76,231</b>	<b>78,277</b>	<b>75,149</b>	<b>77,414</b>	<b>79,955</b>	<b>81,164</b>	<b>75,870</b>	<b>85,264</b>	<b>92,161</b>	<b>94,337</b>	<b>93,193</b>

**Long-term Liabilities**

Deferred revenues (*)	25,382	25,143	23,978	21,871	25,136	26,835	27,261	24,400	31,100	31,787	36,296	38,658
Other long-term liabilities	8,063	7,854	7,927	7,862	9,214	14,060	14,088	14,075	14,209	14,258	14,490	9,130
	<b>33,445</b>	<b>32,997</b>	<b>31,905</b>	<b>29,733</b>	<b>34,350</b>	<b>40,895</b>	<b>41,349</b>	<b>38,475</b>	<b>45,309</b>	<b>46,045</b>	<b>50,786</b>	<b>47,788</b>

**Shareholders' Equity**

Share capital	654	656	660	661	661	661	661	662	663	664	665	666
Additional paid-in capital	294,084	298,509	307,100	310,410	312,784	315,661	318,331	321,338	325,338	329,644	334,418	338,539
Accumulated other comprehensive income, net of tax	211	802	3,427	2,254	1,257	943	847	505	(20)	24	(7)	(31)
Treasury stock, at cost	(41,153)	(60,880)	(60,880)	(85,660)	(94,049)	(100,829)	(105,761)	(105,761)	(116,029)	(116,029)	(116,029)	(116,442)
Retained earnings	79,901	86,360	93,546	94,207	98,470	95,718	94,391	91,944	89,811	85,733	81,674	80,197
	<b>333,697</b>	<b>325,447</b>	<b>343,853</b>	<b>321,872</b>	<b>319,123</b>	<b>312,154</b>	<b>308,469</b>	<b>308,688</b>	<b>299,763</b>	<b>300,036</b>	<b>300,721</b>	<b>302,929</b>

**Total liabilities and shareholder's equity**

	<b>\$ 442,968</b>	<b>\$ 434,675</b>	<b>\$ 454,035</b>	<b>\$ 426,754</b>	<b>\$ 430,887</b>	<b>\$ 433,004</b>	<b>\$ 430,982</b>	<b>\$ 423,033</b>	<b>\$ 430,336</b>	<b>\$ 438,242</b>	<b>\$ 445,844</b>	<b>\$ 443,910</b>
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**\* Deferred Revenues**

Short Term	41,966	47,600	46,317	43,323	46,061	53,029	52,530	48,618	53,061	59,541	63,183	63,534
Long Term	25,382	25,143	23,978	21,871	25,136	26,835	27,261	24,400	31,100	31,787	36,296	38,658
<b>Balance Sheet Deferred Revenues</b>	<b>67,348</b>	<b>72,743</b>	<b>70,295</b>	<b>65,194</b>	<b>71,197</b>	<b>79,864</b>	<b>79,791</b>	<b>73,018</b>	<b>84,161</b>	<b>91,328</b>	<b>99,479</b>	<b>102,192</b>
Add: Uncollected billed amounts offset against trade receivables balance. (representing unpaid invoices not yet recognized as revenue)	17,990	14,905	11,992	20,028	29,976	18,349	19,119	36,824	37,000	37,014	33,997	37,056
<b>Total Deferred Revenues</b>	<b>85,338</b>	<b>87,648</b>	<b>82,287</b>	<b>85,222</b>	<b>101,173</b>	<b>98,213</b>	<b>98,910</b>	<b>109,842</b>	<b>121,161</b>	<b>128,342</b>	<b>133,476</b>	<b>139,248</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'14					FY'15					FY'16					FY'17		
	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				
<b>Revenues</b>	\$ 221,892	\$ 57,224	\$ 56,027	\$ 48,059	\$ 55,256	\$ 216,566	\$ 48,425	\$ 49,585	\$ 46,863	\$ 51,712	\$ 196,585	\$ 48,912	\$ 50,956	\$ 53,047				
Cost of revenues	39,732	10,100	9,684	8,506	9,910	38,200	8,654	8,887	8,558	9,596	35,695	8,994	9,634	9,928				
<b>Gross profit</b>	<b>182,160</b>	<b>47,124</b>	<b>46,343</b>	<b>39,553</b>	<b>45,346</b>	<b>178,366</b>	<b>39,771</b>	<b>40,698</b>	<b>38,305</b>	<b>42,116</b>	<b>160,890</b>	<b>39,918</b>	<b>41,322</b>	<b>43,119</b>				
Operating expenses:																		
Research and development, net	44,081	11,951	12,239	12,825	12,972	49,987	13,424	13,001	13,072	12,235	51,732	14,240	15,013	14,678				
Selling and marketing	93,203	23,580	22,082	22,739	24,946	93,347	24,912	25,865	24,853	28,144	103,774	25,979	26,410	27,189				
General and administrative	19,797	4,097	4,400	4,481	4,055	17,033	5,769	3,893	4,245	4,226	18,133	4,780	4,380	4,152				
<b>Total operating expenses</b>	<b>157,081</b>	<b>39,628</b>	<b>38,721</b>	<b>40,045</b>	<b>41,973</b>	<b>160,367</b>	<b>44,105</b>	<b>42,759</b>	<b>42,170</b>	<b>44,605</b>	<b>173,639</b>	<b>44,999</b>	<b>45,803</b>	<b>46,019</b>				
<b>Operating income (loss)</b>	<b>25,079</b>	<b>7,496</b>	<b>7,622</b>	<b>(492)</b>	<b>3,373</b>	<b>17,999</b>	<b>(4,334)</b>	<b>7,622</b>	<b>(3,865)</b>	<b>(2,489)</b>	<b>(12,749)</b>	<b>(5,081)</b>	<b>(4,481)</b>	<b>(2,900)</b>				
Financial income, net	5,802	650	1,450	1,373	2,394	5,867	1,940	1,232	1,706	863	5,741	1,107	640	2,148				
<b>Income (loss) before taxes on income</b>	<b>30,881</b>	<b>8,146</b>	<b>9,072</b>	<b>881</b>	<b>5,767</b>	<b>23,866</b>	<b>(2,394)</b>	<b>(829)</b>	<b>(2,159)</b>	<b>(1,626)</b>	<b>(7,008)</b>	<b>(3,974)</b>	<b>(3,841)</b>	<b>(752)</b>				
Taxes on income	5,931	1,687	1,886	220	1,504	5,297	358	498	288	507	1,651	104	218	725				
<b>Net income (loss)</b>	<b>\$ 24,950</b>	<b>\$ 6,459</b>	<b>\$ 7,186</b>	<b>\$ 661</b>	<b>\$ 4,263</b>	<b>\$ 18,569</b>	<b>\$ (2,752)</b>	<b>\$ (1,327)</b>	<b>\$ (2,447)</b>	<b>\$ (2,133)</b>	<b>\$ (8,659)</b>	<b>\$ (4,078)</b>	<b>\$ (4,059)</b>	<b>\$ (1,477)</b>				
Diluted net earnings (loss) per share	\$ 0.53	\$ 0.14	\$ 0.15	\$ 0.01	\$ 0.09	\$ 0.40	\$ (0.06)	\$ (0.03)	\$ (0.06)	\$ (0.05)	\$ (0.20)	\$ (0.09)	\$ (0.09)	\$ (0.03)				
Weighted average number of shares used to compute diluted net earnings per share	46,894,615	47,449,320	47,659,321	46,557,853	45,300,967	46,738,604	44,468,827	43,944,924	43,752,220	43,313,644	43,868,221	43,225,062	43,821,006	43,951,325				
Gross margin	82.1%	82.4%	82.7%	82.3%	82.1%	82.4%	82.1%	82.1%	81.7%	81.4%	81.8%	81.6%	81.1%	81.3%				
R&D % of total revenue	19.9%	20.9%	21.8%	26.7%	23.5%	23.1%	27.7%	26.2%	27.9%	23.7%	26.3%	29.1%	29.5%	27.7%				
S&M % of total revenue	42.0%	41.2%	39.4%	47.3%	45.1%	43.1%	51.4%	52.2%	53.0%	54.4%	52.8%	53.1%	51.8%	51.3%				
G&A % of total revenue	8.9%	7.2%	7.9%	9.3%	7.3%	7.9%	11.9%	7.9%	9.1%	8.2%	9.2%	9.8%	8.6%	7.8%				
Total operating expenses % of total revenues	70.8%	69.3%	69.1%	83.3%	76.0%	74.0%	91.1%	86.2%	90.0%	86.3%	88.3%	92.0%	89.9%	86.8%				
Operating margin	11.3%	13.1%	13.6%	-1.0%	6.1%	8.3%	-8.9%	-4.2%	-8.2%	-4.8%	-6.5%	-10.4%	-8.8%	-5.5%				
Net margin	11.2%	11.3%	12.8%	1.4%	7.7%	8.6%	-5.7%	-2.7%	-5.2%	-4.1%	-4.4%	-8.3%	-8.0%	-2.8%				

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



Every second counts

Radware Ltd. Condensed and Consolidated -

Non-GAAP Income Statements

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

	FY'14	FY'15				Yr Ended 31-Dec	FY'16				Yr Ended 31-Dec	FY'17		
	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
<b>Revenues</b>	<b>\$ 221,892</b>	<b>\$ 57,224</b>	<b>\$ 56,027</b>	<b>\$ 48,059</b>	<b>\$ 55,256</b>	<b>\$ 216,566</b>	<b>\$ 48,425</b>	<b>\$ 49,585</b>	<b>\$ 46,863</b>	<b>\$ 51,712</b>	<b>\$ 196,585</b>	<b>\$ 48,912</b>	<b>\$ 50,956</b>	<b>\$ 53,047</b>
Cost of revenues	38,600	9,753	9,355	8,223	9,614	36,945	8,359	8,594	8,258	9,290	34,501	8,686	9,154	9,484
<b>Gross profit</b>	<b>183,292</b>	<b>47,471</b>	<b>46,672</b>	<b>39,836</b>	<b>45,642</b>	<b>179,621</b>	<b>40,066</b>	<b>40,991</b>	<b>38,605</b>	<b>42,422</b>	<b>162,084</b>	<b>40,226</b>	<b>41,802</b>	<b>43,563</b>
Operating expenses:														
Research and development, net	42,660	11,333	11,595	12,206	12,397	47,531	12,641	12,334	12,131	11,287	48,393	13,342	13,985	13,721
Selling and marketing	89,617	22,653	21,037	21,705	23,730	89,125	23,618	24,445	23,570	26,375	98,008	24,332	24,511	25,488
General and administrative	10,447	2,609	2,725	2,823	2,860	11,017	2,821	2,816	2,922	2,964	11,523	3,001	3,197	3,225
<b>Total operating expenses</b>	<b>142,724</b>	<b>36,595</b>	<b>35,357</b>	<b>36,734</b>	<b>38,987</b>	<b>147,673</b>	<b>39,080</b>	<b>39,595</b>	<b>38,623</b>	<b>40,626</b>	<b>157,924</b>	<b>40,675</b>	<b>41,693</b>	<b>42,434</b>
<b>Operating income (loss)</b>	<b>40,568</b>	<b>10,876</b>	<b>11,315</b>	<b>3,102</b>	<b>6,655</b>	<b>31,948</b>	<b>986</b>	<b>1,396</b>	<b>(18)</b>	<b>1,796</b>	<b>4,160</b>	<b>(449)</b>	<b>109</b>	<b>1,129</b>
Financial Income, net	5,639	1,281	1,343	1,908	2,481	7,013	1,637	1,692	1,882	1,204	6,415	1,254	1,299	1,419
<b>Income before taxes on income</b>	<b>46,207</b>	<b>12,157</b>	<b>12,658</b>	<b>5,010</b>	<b>9,136</b>	<b>38,961</b>	<b>2,623</b>	<b>3,088</b>	<b>1,864</b>	<b>3,000</b>	<b>10,575</b>	<b>805</b>	<b>1,408</b>	<b>2,548</b>
Taxes on income	5,931	1,687	1,886	220	1,504	5,297	358	498	288	507	1,651	104	218	725
<b>Net income</b>	<b>\$ 40,276</b>	<b>\$ 10,470</b>	<b>\$ 10,772</b>	<b>\$ 4,790</b>	<b>\$ 7,632</b>	<b>\$ 33,664</b>	<b>\$ 2,265</b>	<b>\$ 2,590</b>	<b>\$ 1,576</b>	<b>\$ 2,493</b>	<b>\$ 8,924</b>	<b>\$ 701</b>	<b>\$ 1,190</b>	<b>\$ 1,823</b>
Diluted net earnings per share	\$ 0.86	\$ 0.22	\$ 0.23	\$ 0.10	\$ 0.17	\$ 0.72	\$ 0.05	\$ 0.06	\$ 0.04	\$ 0.06	\$ 0.20	\$ 0.02	\$ 0.03	\$ 0.04
Weighted average number of shares used to compute diluted net earnings per share	46,894,615	47,449,320	47,659,321	46,557,853	45,300,967	46,738,604	44,608,119	44,101,539	44,077,078	43,721,973	44,125,436	43,985,249	45,054,172	45,210,495
Gross margin	82.6%	83.0%	83.3%	82.9%	82.6%	82.9%	82.7%	82.7%	82.4%	82.0%	82.4%	82.2%	82.0%	82.1%
R&D % of total revenue	19.2%	19.8%	20.7%	25.4%	22.4%	21.9%	26.1%	24.9%	25.9%	21.8%	24.6%	27.3%	27.4%	25.9%
S&M % of total revenue	40.4%	39.6%	37.5%	45.2%	42.9%	41.2%	48.8%	49.3%	50.3%	51.0%	49.9%	49.7%	48.1%	48.0%
G&A % of total revenue	4.7%	4.6%	4.9%	5.9%	5.2%	5.1%	5.8%	5.7%	6.2%	5.7%	5.9%	6.1%	6.3%	6.1%
Total operating expenses % of total revenues	64.3%	64.0%	63.1%	76.4%	70.6%	68.2%	80.7%	79.9%	82.4%	78.6%	80.3%	83.2%	81.8%	80.0%
Operating margin	18.3%	19.0%	20.2%	6.5%	12.0%	14.8%	2.0%	2.8%	0.0%	3.5%	2.1%	-0.9%	0.2%	2.1%
Tax rate	12.8%	13.9%	14.9%	4.4%	16.5%	13.6%	13.6%	16.1%	15.5%	16.9%	15.6%	12.9%	15.5%	28.5%
Net margin	18.2%	18.3%	19.2%	10.0%	13.8%	15.5%	4.7%	5.2%	3.4%	4.8%	4.5%	1.4%	2.3%	3.4%

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





Every second counts

**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

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 assets and prepaid expenses

Decrease (increase) in inventories

Increase (decrease) in trade payables

Increase (decrease) in other payables, deferred revenues and accrued expenses

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

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'14				FY'15				FY'16				FY'17		
	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-Dec	31-Mar	30-Jun	30-Sep	31-Dec	31-Mar	30-Jun	30-Sep	31-Dec	31-Mar	30-Jun	30-Sep
<b>Net income (loss)</b>	\$ 24,950	\$ 6,459	\$ 7,186	\$ 661	\$ 4,263	\$ 18,569	\$ (2,752)	\$ (1,327)	\$ (2,447)	\$ (2,133)	\$ (8,659)	\$ (4,078)	\$ (4,059)	\$ (1,477)	
Adjustments to reconcile net income (loss) to net cash provided by operating activities:															
Depreciation and amortization	8,102	2,205	2,348	2,437	2,411	9,401	2,534	2,561	2,614	2,663	10,372	2,819	2,987	2,861	
Stock based compensation	7,382	2,217	2,412	2,444	2,256	9,329	2,877	2,744	2,678	3,221	11,520	2,997	3,547	3,270	
Gain from sale of available-for-sale marketable securities	(424)	(194)	(229)	(717)	(1,298)	(2,438)	(577)	(549)	(651)	6	(1,771)	-	-	-	
Amortization of premiums, accretion of discounts and accrued interest on available-for-sale marketable securities, net	2,964	1,435	486	767	520	3,208	378	514	385	672	1,949	361	270	450	
Accrued interest on bank deposits	1,069	(341)	(490)	(519)	(648)	(1,998)	(661)	6	201	1,633	1,179	1,382	150	(720)	
Increase (decrease) in accrued severance pay, net	(158)	47	(6)	84	-	125	322	19	-51	111	401	135	41	44	
Decrease (increase) in trade receivables, net	(726)	(309)	2,188	(423)	(2,229)	(773)	(1,495)	1,848	4,711	1,939	7,003	(1,450)	3,352	5,324	
Decrease (increase) in other assets and prepaid expenses	(3,688)	(120)	(709)	(1,852)	2,793	112	(304)	(106)	149	(1,542)	(1,803)	1,034	(196)	(459)	
Decrease (increase) in inventories	(2,654)	591	(60)	(78)	69	522	(254)	(395)	(631)	(302)	(792)	(1,278)	(1,063)	731	
Increase (decrease) in trade payables	1,019	(2,710)	207	(1,288)	3,229	(562)	(4,178)	1,010	(1,036)	920	(3,284)	(1,710)	1,574	(1,415)	
Increase (decrease) in other payables, deferred revenues and accrued expenses	15,784	2,722	1,312	(3,986)	4,225	4,273	12,919	606	(7,194)	15,487	21,818	6,092	4,761	(2,770)	
Excess tax benefit from stock-based compensation	(1,443)	(230)	(230)	(230)	58	(632)	-	74	-	473	547	-	-	-	
<b>Net cash provided by (used in) operating activities</b>	<b>52,177</b>	<b>11,772</b>	<b>14,415</b>	<b>(2,700)</b>	<b>15,649</b>	<b>39,136</b>	<b>8,809</b>	<b>7,795</b>	<b>(1,272)</b>	<b>23,148</b>	<b>38,480</b>	<b>6,304</b>	<b>11,364</b>	<b>5,839</b>	
<b>Cash flows from investing activities:</b>															
Purchase of property and equipment	(9,482)	(2,953)	(4,247)	(3,518)	(3,056)	(13,774)	(2,629)	(2,881)	(2,561)	(1,333)	(9,404)	(1,882)	(2,475)	(1,240)	
proceeds from (investment in) other long-term assets	34	(51)	0	(33)	(16)	(100)	19	(16)	(3)	(53)	(53)	47	(31)	(4)	
Proceeds from (investment in) bank deposits, net	(20,929)	(23,193)	(17,652)	2,958	4,063	(33,824)	(4,436)	(9,952)	16,097	29,586	31,295	(33,907)	(1,219)	(2,074)	
Proceeds from (investment in) available-for-sale marketable securities	(4,280)	17,387	(869)	19,706	4,621	40,845	3,106	155	4,339	(1,079)	6,521	3,887	(5,910)	485	
Payment for the acquisition of subsidiary, net of cash acquired	0	-	-	-	-	-	-	-	-	-	-	(8,269)	-	-	
Purchase of intangible assets	(1,375)	-	-	-	-	-	-	-	-	-	-	-	-	-	
<b>Net cash provided by (used in) investing activities</b>	<b>(36,032)</b>	<b>(8,810)</b>	<b>(22,768)</b>	<b>19,113</b>	<b>5,612</b>	<b>(6,853)</b>	<b>(3,940)</b>	<b>(12,694)</b>	<b>17,872</b>	<b>27,121</b>	<b>28,359</b>	<b>(40,124)</b>	<b>(9,635)</b>	<b>(2,833)</b>	
<b>Cash flows from financing activities:</b>															
Proceeds from exercise of stock options	22,493	2,210	5,493	868	175	8,746	-	-	330	1,253	1,583	1,310	1,228	851	
Excess tax benefit from stock-based compensation	1,443	230	230	230	(58)	632	-	(74)	-	(473)	(547)	-	-	-	
Repurchase of shares	(15,169)	(19,727)	-	(24,780)	(8,389)	(52,896)	(6,780)	(4,932)	-	(10,268)	(21,980)	-	-	(413)	
<b>Net cash provided by (used in) financing activities</b>	<b>8,767</b>	<b>(17,287)</b>	<b>5,723</b>	<b>(23,682)</b>	<b>(8,272)</b>	<b>(43,518)</b>	<b>(6,780)</b>	<b>(5,006)</b>	<b>330</b>	<b>(9,488)</b>	<b>(20,944)</b>	<b>1,310</b>	<b>1,228</b>	<b>438</b>	
Increase (decrease) in cash and cash equivalents	24,912	(14,325)	(2,630)	(7,269)	12,989	(11,235)	(1,911)	(9,905)	16,930	40,781	45,895	(32,510)	2,957	3,444	
Cash and cash equivalents at the beginning of the period	20,067	44,979	30,654	28,024	20,755	44,979	33,744	31,833	21,928	38,858	33,744	79,639	47,129	50,086	
<b>Cash and cash equivalents at the end of the period</b>	<b>\$ 44,979</b>	<b>\$ 30,654</b>	<b>\$ 28,024</b>	<b>\$ 20,755</b>	<b>\$ 33,744</b>	<b>\$ 33,744</b>	<b>\$ 31,833</b>	<b>\$ 21,928</b>	<b>\$ 38,858</b>	<b>\$ 79,639</b>	<b>\$ 79,639</b>	<b>\$ 47,129</b>	<b>\$ 50,086</b>	<b>\$ 53,530</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)

**Revenue by geography:**

	FY'14	FY'15	FY'16				FY'16	FY'17		
	Yr Ended 31-Dec	Yr Ended 31-Dec	31-Mar	30-Jun	30-Sep	31-Dec	Yr Ended 31-Dec	31-Mar	30-Jun	30-Sep
Americas	\$ 93,486	\$ 88,685	\$ 20,007	\$ 22,069	\$ 19,967	\$ 22,690	\$ 84,733	\$ 18,300	\$ 24,263	\$ 26,601
EMEA	55,375	62,689	12,567	14,035	12,217	14,905	53,724	14,590	13,121	13,788
APAC	73,031	65,192	15,851	13,481	14,679	14,117	58,128	16,022	13,572	12,658
Total revenue	<b>\$ 221,892</b>	<b>\$ 216,566</b>	<b>\$ 48,425</b>	<b>\$ 49,585</b>	<b>\$ 46,863</b>	<b>\$ 51,712</b>	<b>\$ 196,585</b>	<b>\$ 48,912</b>	<b>\$ 50,956</b>	<b>\$ 53,047</b>

**Revenue % of total:**

Americas	42.1%	41.0%	41.3%	44.5%	42.6%	43.9%	43.1%	37.4%	47.6%	50.1%
EMEA	25.0%	28.9%	26.0%	28.3%	26.1%	28.8%	27.3%	29.8%	25.7%	26.0%
APAC	32.9%	30.1%	32.7%	27.2%	31.3%	27.3%	29.6%	32.8%	26.6%	23.9%
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>

**Revenue by vertical:**

Enterprise	\$ 151,888	\$ 152,824	\$ 34,482	\$ 34,380	\$ 33,284	\$ 34,104	\$ 136,251	\$ 33,750	\$ 33,321	\$ 31,876
Carrier	70,004	63,742	13,943	15,205	13,579	17,607	60,334	15,162	17,635	21,171
Total revenue	<b>\$ 221,892</b>	<b>\$ 216,566</b>	<b>\$ 48,425</b>	<b>\$ 49,585</b>	<b>\$ 46,863</b>	<b>\$ 51,712</b>	<b>\$ 196,585</b>	<b>\$ 48,912</b>	<b>\$ 50,956</b>	<b>\$ 53,047</b>

**Revenue % of total:**

Enterprise	68.5%	70.6%	71.2%	69.3%	71.0%	66.0%	69.3%	69.0%	65.4%	60.1%
Carrier	31.5%	29.4%	28.8%	30.7%	29.0%	34.0%	30.7%	31.0%	34.6%	39.9%
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>

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