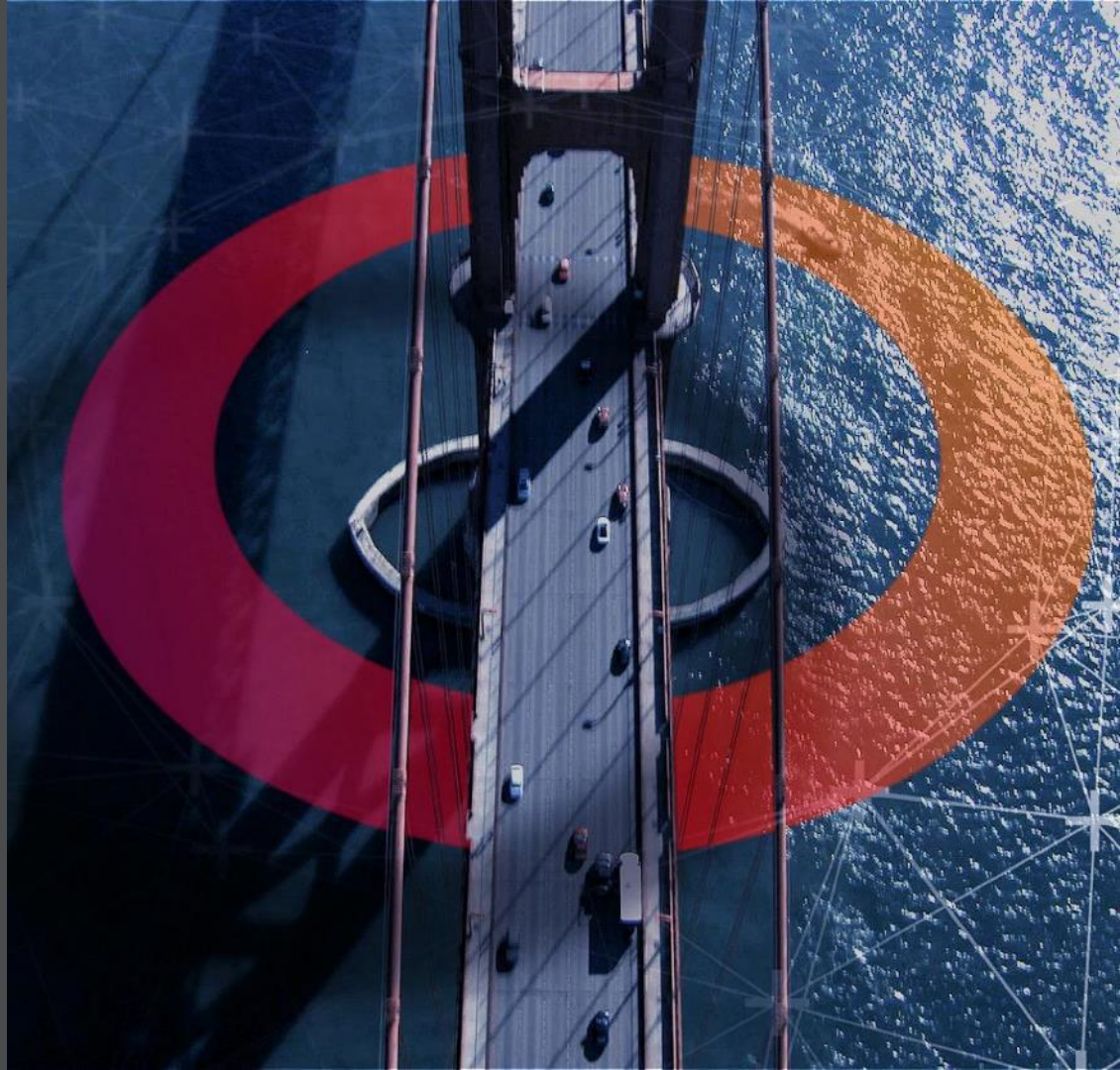




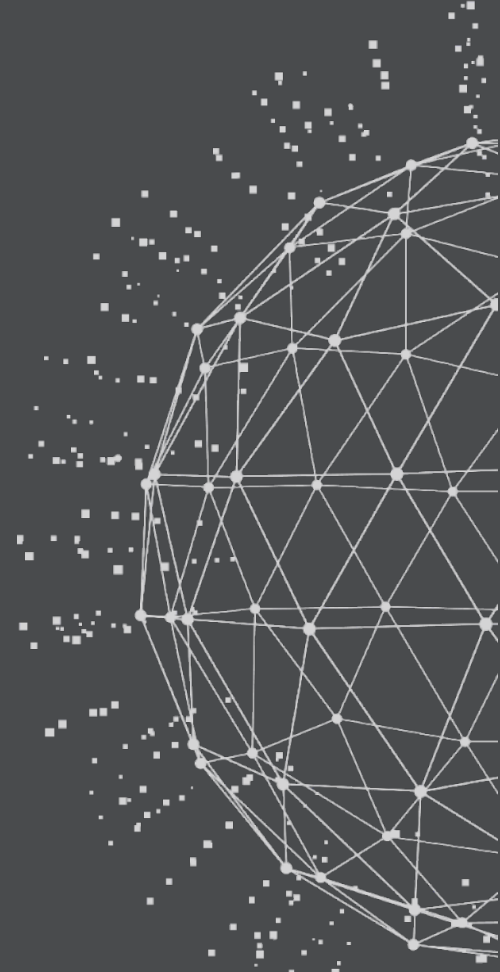
See. Control. Secure.

May 2018



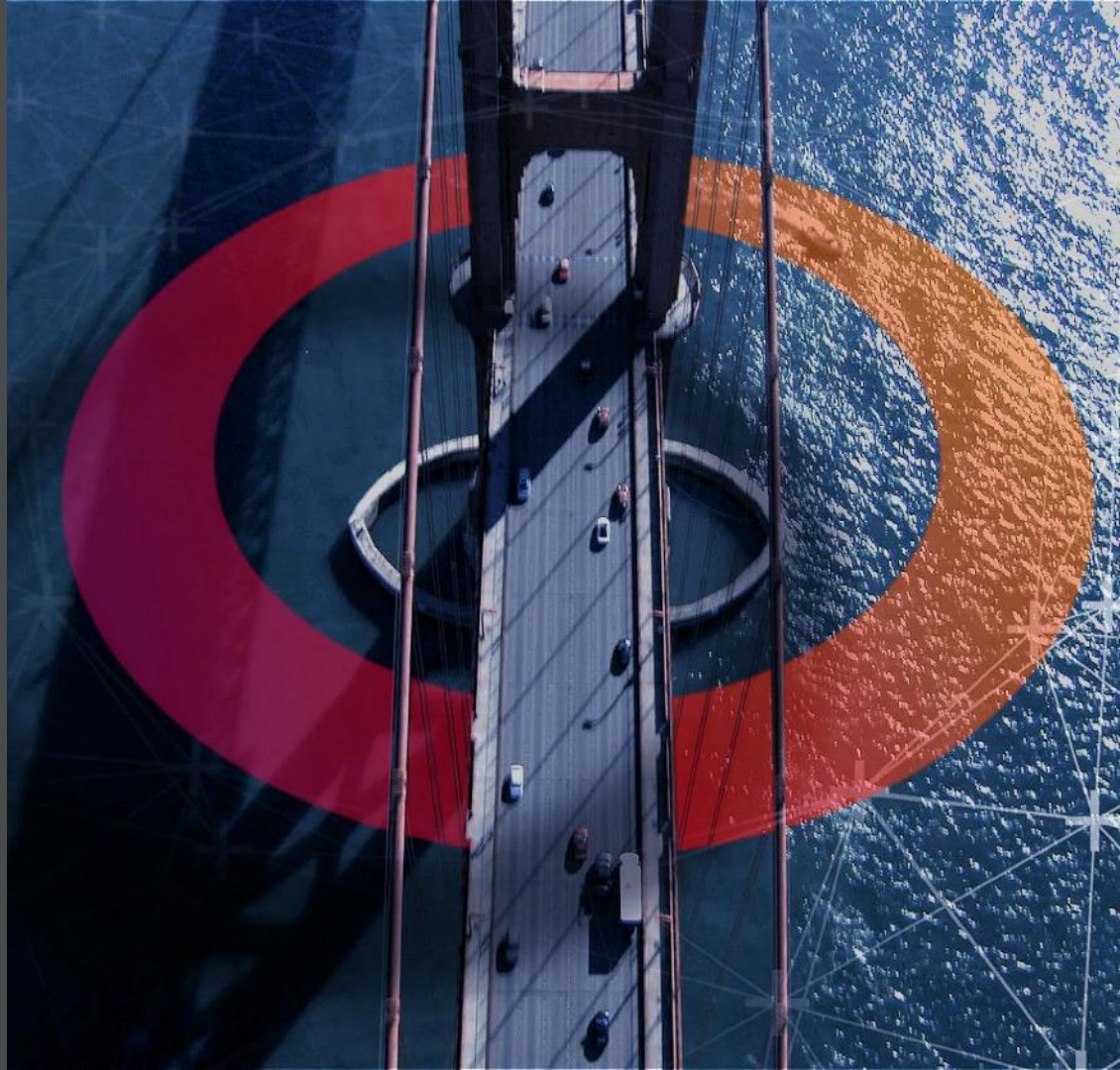
Forward Looking Statements

This presentation contains forward-looking statements, which express the current beliefs and expectations of Company management. Such statements involve a number of known and unknown risks and uncertainties that could cause our future results, performance or achievements to differ significantly from the results, performance or achievements set forth in such forward-looking statements. Important factors that could cause or contribute to such differences include risks relating to: our ability to compete successfully with other companies offering competing technologies; the loss of one or more significant customers; the impact of government regulation on demand for our products; our failure to increase the functionality and features of our products; our ability to keep pace with advances in technology and to add new features and value-added services; the failure of our products adversely impacting customers' networks; managing lengthy sales cycles; greater operational risk associated with large projects; our dependence on third party channel partners for a material portion of our revenues; our failure to comply with regulatory requirements; our dependence on traffic management systems and network management application suites for the substantial majority of our revenues; the loss of rights to use third-party solutions integrated into our products; undetected errors in our products; our dependence on a single third-party subcontractor for a significant portion of our products; and other factors discussed under the heading "Risk Factors" in the Company's annual report on Form 20-F filed with the Securities and Exchange Commission. Forward-looking statements in this release are made pursuant to the safe harbor provisions contained in the Private Securities Litigation Reform Act of 1995. These forward-looking statements are made only as of the date hereof, and the Company undertakes no obligation to update or revise the forward-looking statements, whether as a result of new information, future events or otherwise.





Allot is a provider of leading innovative **network intelligence** and **security** solutions for service providers worldwide, enhancing value to their customers.





Allot: Security, Intelligence for Communications Networks

Markets

- Communication Service Providers
- Mid – Large Enterprises

Installed Base

- Hundreds of CSPs
- Tier-1 operators
- Global Presence
- Thousands of Enterprises

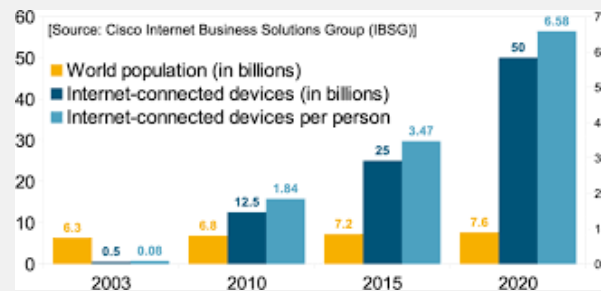
Q1 2018: Highlights

- Q1 2018 Revenues: \$21.7M
- 18% growth vs Q1 2017
- Book to Bill >1 for **fifth** consecutive quarter
- Reaffirmed 2018 revenue guideline: \$91 - \$95 M

The Consumer Security Challenge

Everything connected

- Smartphones
- Smart Home (IoT)
- Wearables



Threat Landscape

- Intelligent
- Automated
- Monetized



Consumer Security

- Too Complex for the individual¹ – yet responsible for it
- Concern is high²
- Unsustainable situation
 - IoT increases risk
 - Endpoint solutions ineffective and insufficient

- 1) [Pew – What the public knows about cybersecurity](#)
- 2) [Survey: More Americans worried about data privacy than income](#)

The CSP Opportunity

Consumers

- 54-68% of consumers concerned about privacy & security when accessing the internet via mobile phones²
- Up to 45% of consumers willing to pay a premium for security services³

CSPs

- “Communications service providers’ (CSPs) top priority in 2017 is to drive revenue growth with digital media, IT services, the Internet of Things and security” Gartner¹
- Telefónica: global cybersecurity unit – ElevenPaths
- Vodafone: “Clean Pipe” service in 10 countries

CSP Opportunity

5% - 10% Incremental Revenue

30% – 50% Current Adoption

IoT Disrupts Security Market

The Allot Opportunity

**# of OECD Subscriptions
(Mobile BB + fixed BB)**

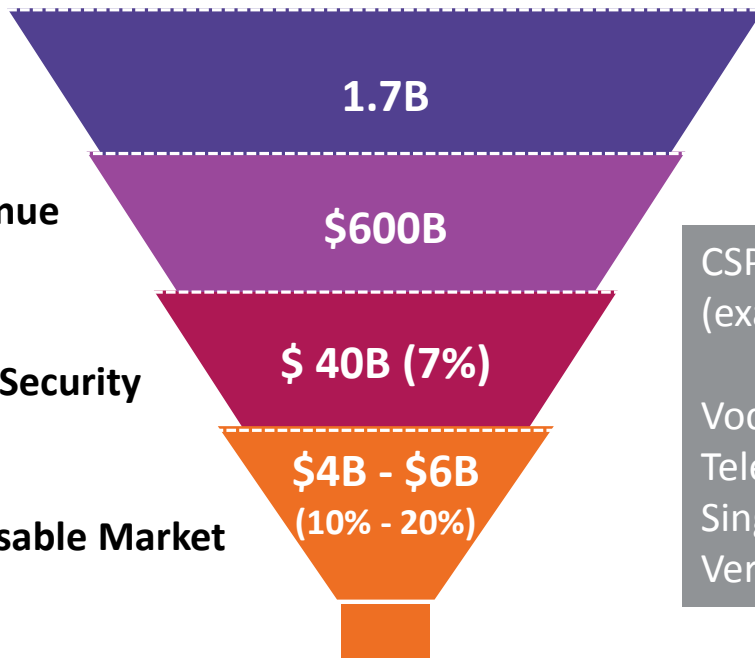
* OECD.org June 2017

**OECD Connectivity Revenue
Mobile BB + Fixed BB**

* OECD.org June 2017

CSP Revenues from Security

Allot Total Addressable Market



allot

CSP Security Services monthly prices:
(examples)

Vodafone: €1 mobile on-net

Telefonica: €5 fixed bundle

Singapore CSP: \$1.5 net+app mobile

Verizon Multi device: \$7 end point

Allot Secure



IoTSecure
EndpointSecure

Mobile

Home

EndpointSecure

IoT protection &
LAN visibility
HomeSecure

NetworkSecure

Allot IoT
Security Cloud

DDoS Secure

DDOS security

Fixed Network
Visibility
Control
NetworkSecure

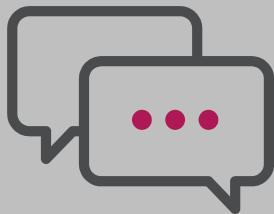
Network Based Security Platform for CSPs

NetworkSecure



Easy

Mass activation,
nothing to Install



Engaging

In-service notifications &
security info
Up to 60% penetration



Personalized

Individual profiles &
settings for every user



Safe

Protect from malware,
ransomware, phishing
& harmful websites



Telco Grade

Deployed in large
scale Global Tier 1
networks



Customer Engagement Tools

NetworkSecure

Security Icon
indicates protection



Touch Icon to access
personal service portal



Individual Reports for continued service value

Customers with Threats:

Customers without Threats:



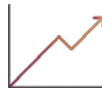
Protecting Mobile Users at Vodafone

"In the first nine months of 2016 Vodafone Secure Net blocked 154 million threats, 50,000 of them ransomware attacks"

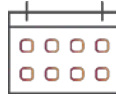
Economia El Pais, Madrid Oct. 31, 2016



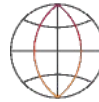
>20M
Mobiles



Up to **50%**
Adoption



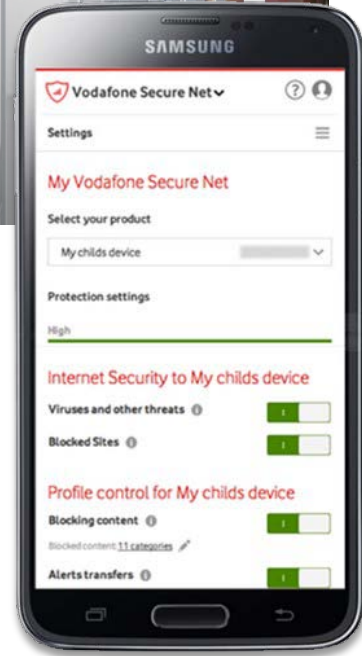
€1
Monthly



10
Markets
Globally



High NPS





Network Security



Client Security

- Partnership agreement
- Targeting Mobile phones “Off-Net”
- Android and IOS
- Simple to activate
- Common Management with AllotSecure

Telefonica Global Deploys Allot Security



Network-based
services



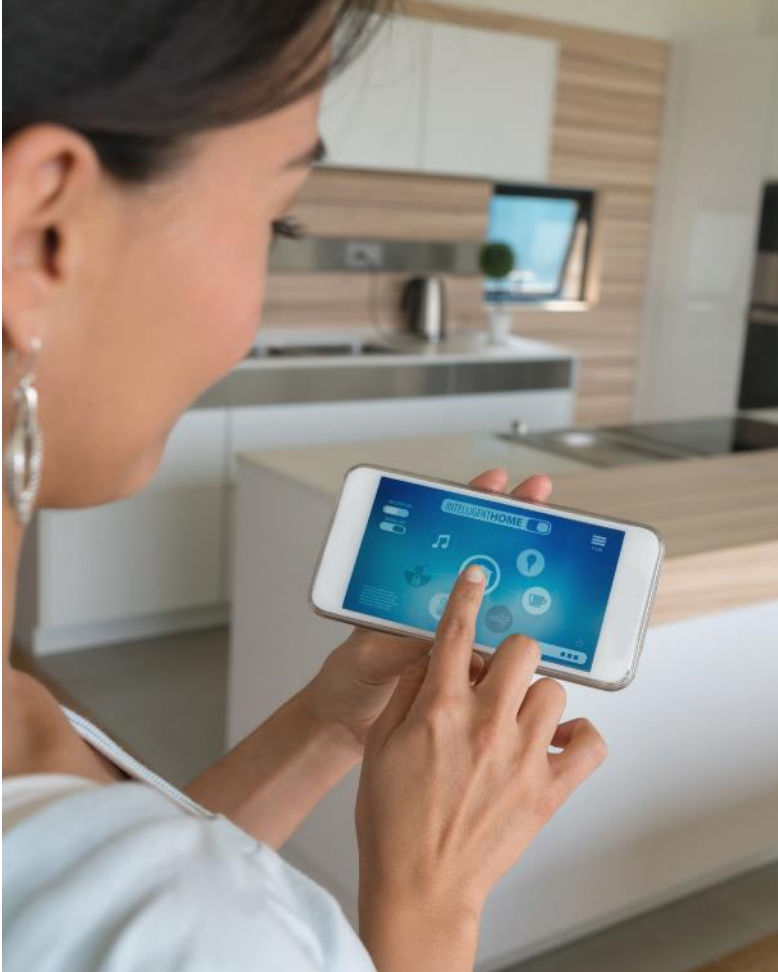
Part of the “4th Platform”
initiative to protect mobile
privacy & security



Global security mobile
content filtering & anti-
malware



Service launch 1H18
in Spain, Brazil, Peru
and Argentina



Netonomy Acquisition

HomeSecure

- Acquired January 2018
- Unique machine learning technology
- Integration of security capabilities into existing Home Routers CPE
 - IoT security for Smart Home
 - Remote software installation – no site visit
- Home Device security revenue potential \$3-5 per month for CSP

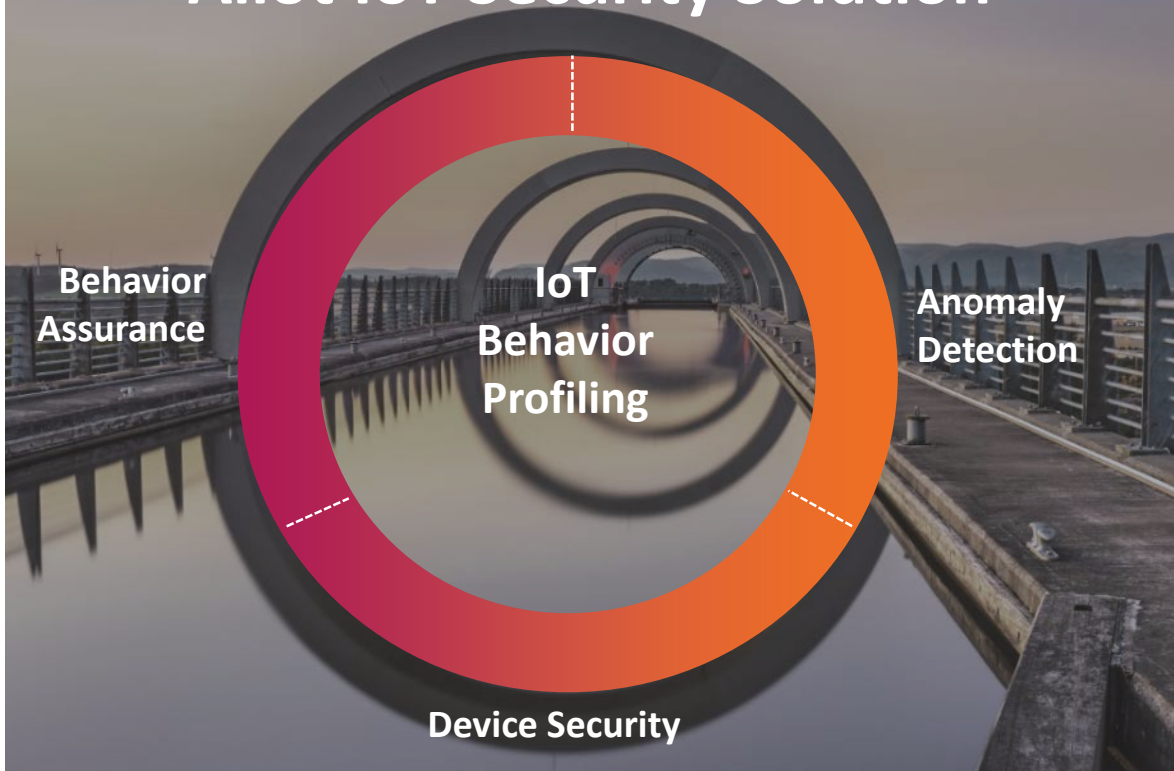
The IoT Opportunity

- 20.4B installed IoT units by 2020*
- IoT Security market: \$840M by 2020**
- Allot in discussions with leading CSPs

*Market Trends: Top Opportunities for CSPs in the Internet of Things, 2018-2019, Gartner

**Forecast: IoT Security, Worldwide, 2016, Gartner

Allot IoT Security Solution



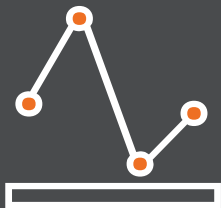
The Value to CSPs

- Provide IoT value added services
- Increase operational efficiencies

DDoS Security for the Network

DDoS Secure

- Differentiated Solution: No Scrubbing Center
- Inline DPI capabilities
- High Throughput traffic – 5G rollout



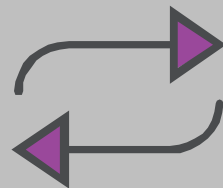
**100% Analysis
no Sampling**



**Faster
Identification
of attack**



**Faster filtering of
attack**



**Traffic Management
protects servers &
network elements
from crashing**

Fast Detection. Fast Service Restoration

Visibility & Control





Network Intelligence for Communication Service Providers



Market

- Size ~ \$1B; Stable
- Hundreds of CSPs worldwide
- Competition:
 - “Pure”: New Sandvine
 - NEPs: Huawei, Ericsson



Core Technology

- DPI (Deep Packet Inspection) for very large pipes
- Allot Service Gateway – High capacity platform

Allot Solutions



Policy Control & Charging



Analytics



Intelligent Traffic Management



QoE (Encrypted)



Regulatory Compliance

Diverse Customer Base

Hundreds of CSPs worldwide



Customer case study

Network Intelligence - Communication Service Providers



Scale

- 100 Million subscribers
- 15 Tbps
- All 4G (LTE) network in India



Functionality

- Traffic management
- Network Intelligence
- Regulatory Compliance



Deployment

- 65 Allot Service Gateway Teras
- 22 Physical sites, unified control & data warehouse
- On the ground: local delivery & operations

Financials



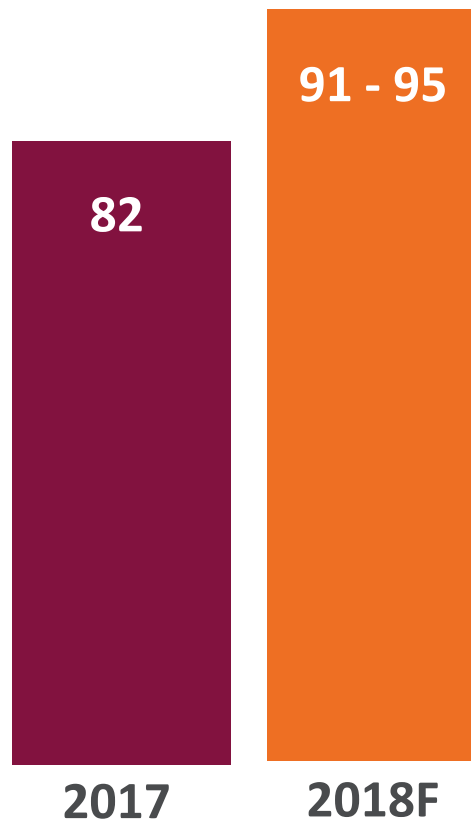
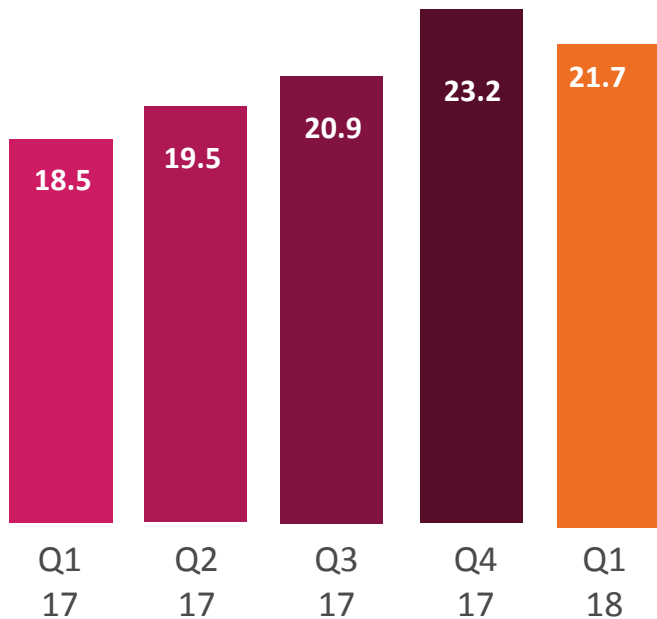
Q1 2018 Financial Highlights (in MUS\$)



| | Q1 2018 | Q1 2017 |
|----------------|----------|---------|
| Revenues | \$21.7 M | \$18.5M |
| Gross Margin | 70% | 68% |
| Book to Bill | >1 | >1 |
| Operating Loss | \$2.3M | \$3.6M |



Revenues (MUS\$)



Cash (31. 3.18)
\$104.7M

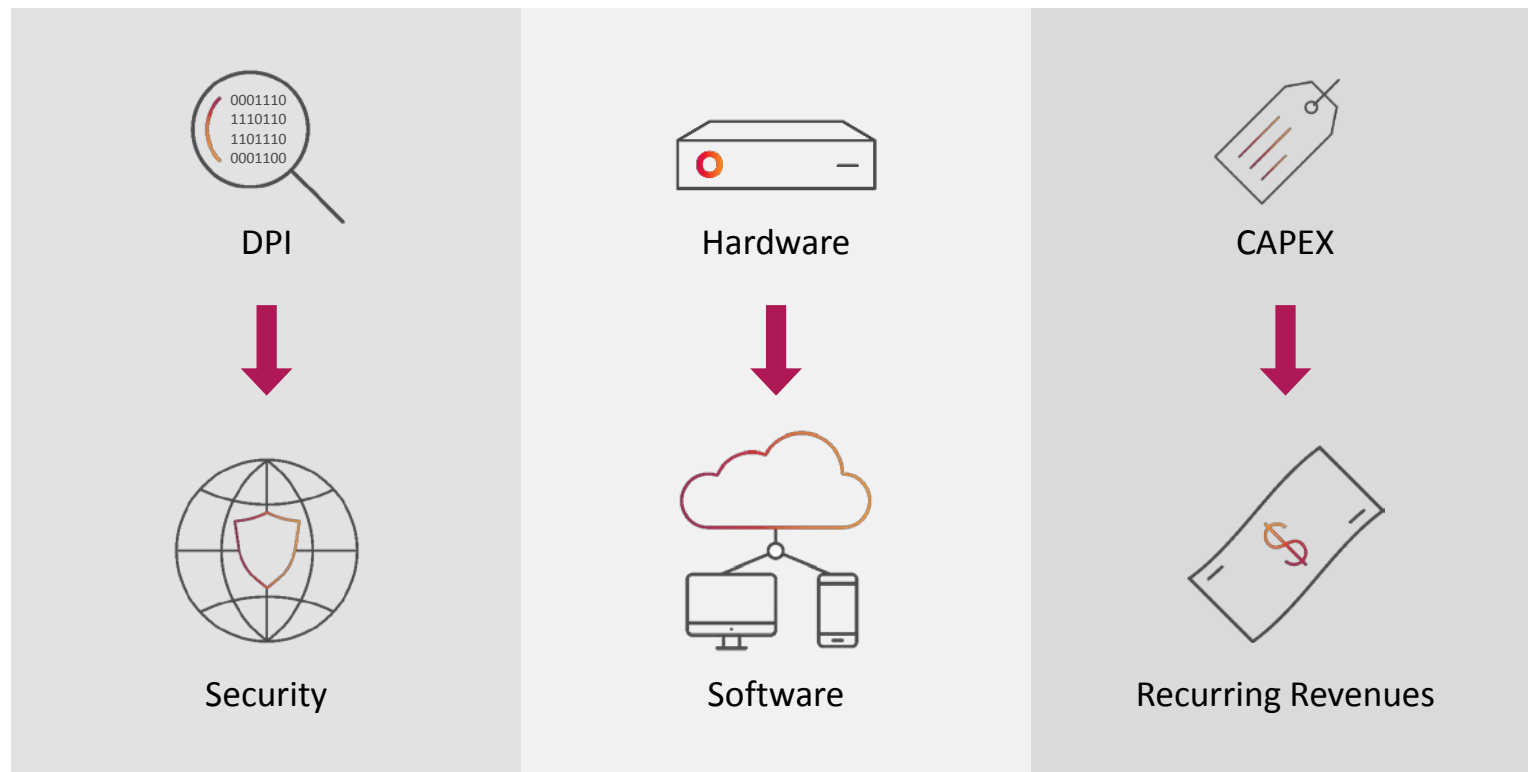


Book to Bill > 1



Majority of
growth
From Security

Changes in Business Model - 2018



Summary



**Allot
Secure**

Mass market “Anywhere, Any Device” security by CSPs

- Network / EndPoint / Home / IoT / DDOS
- Multi \$B market opportunity
- Leading Telco-grade Security Platform for CSPs



Global Footprint



20 years experience in Network Intelligence & Control for CSPs and Enterprises



Double Digit Growth

An aerial photograph of a complex multi-level highway interchange with several overpasses and ramps. The image is overlaid with a large, semi-transparent circular graphic. The left half of the circle is red, and the right half is orange. The words "THANK YOU" are written in large, white, sans-serif capital letters across the center of the image, partially obscured by the circular graphic.

THANK YOU