



Allot Corporate
(NASDAQ, TASE: ALLT)

September 2023



**Revolutionizing
Consumer & SMB
Cybersecurity &
Subscriber QoE**

Allot Overview

Revolutionizing Consumer Security & Subscriber QoE - through innovative solutions for CSPs

MARKET

Communication Service Providers (CSPs)

CUSTOMER BASE

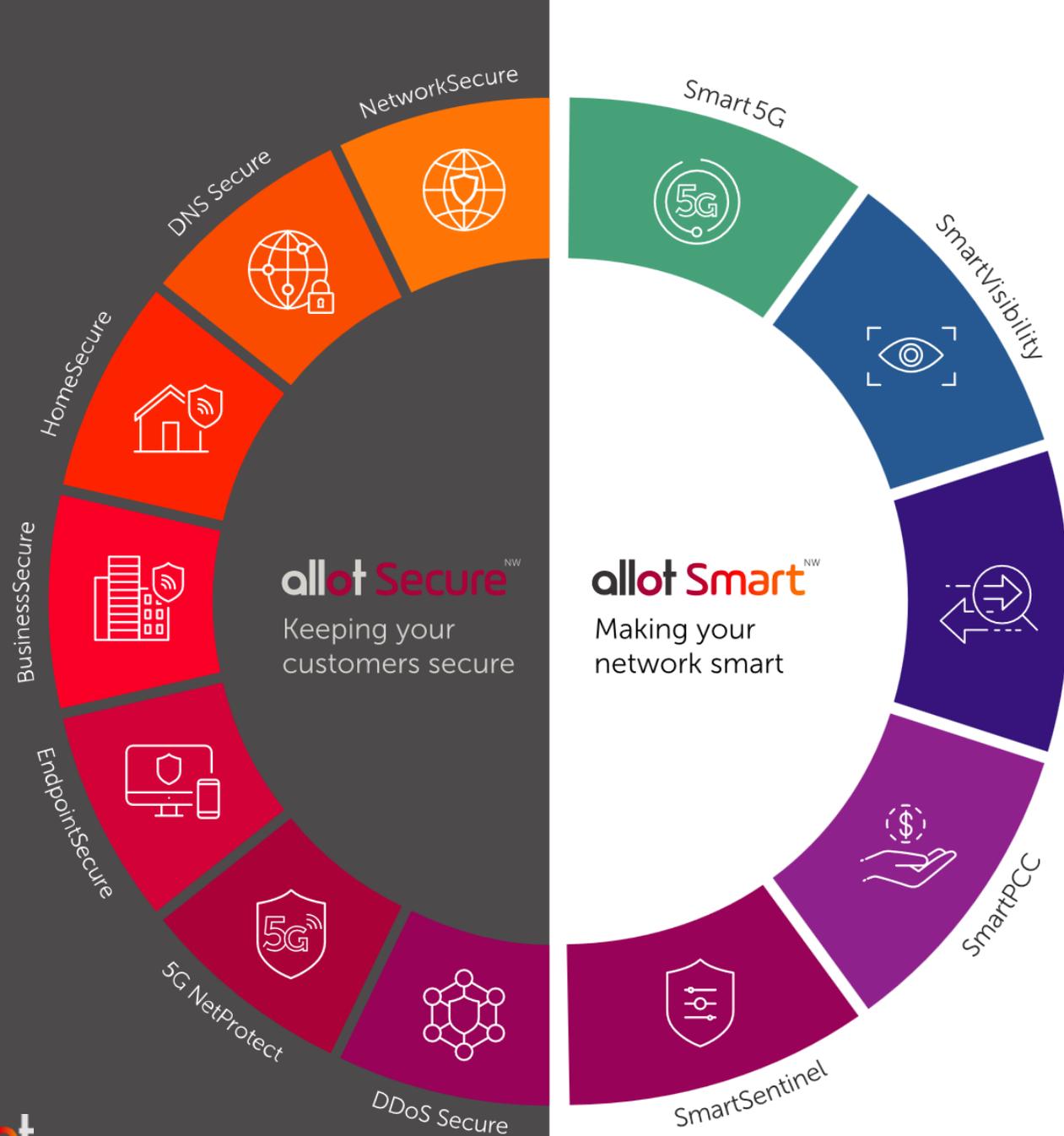
- Hundreds of CSPs globally
- Tier-1 operators

COMPANY HIGHLIGHTS

- ALLT (NASDAQ, TASE)
- 2022 revenue: \$123M

PROVEN MANAGEMENT TEAM

Decades of experience in CSPs and Cybersecurity



25 Years Turning
Granular Visibility
into Actionable
Intelligence &
Innovative Security



The Allot Secure Solution

Allot Secure 360° Security

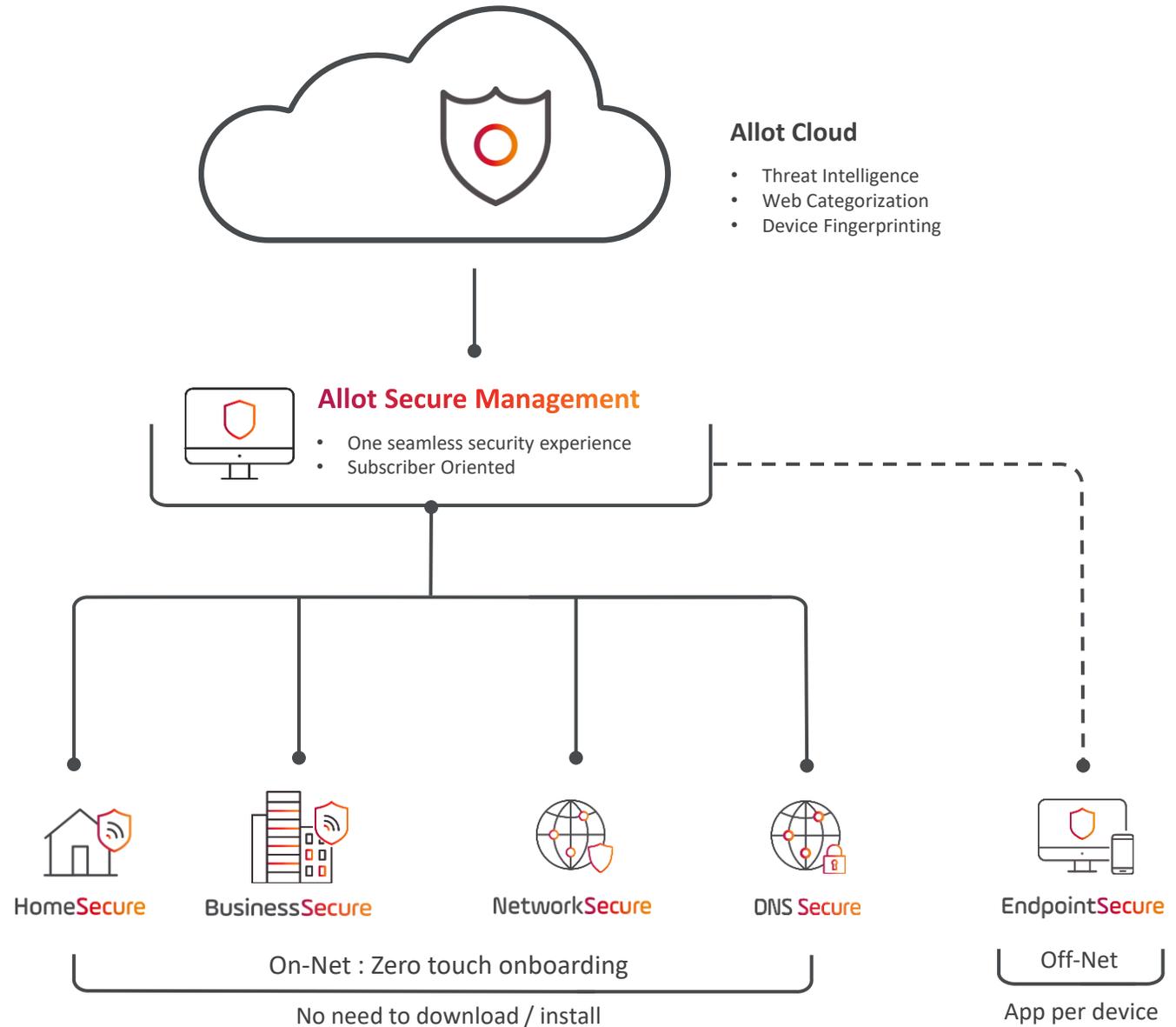
- Network-based solution
- Mass consumer and SMB markets
- Any device, anywhere, any threat
- Unified management system





Allot Secure 360

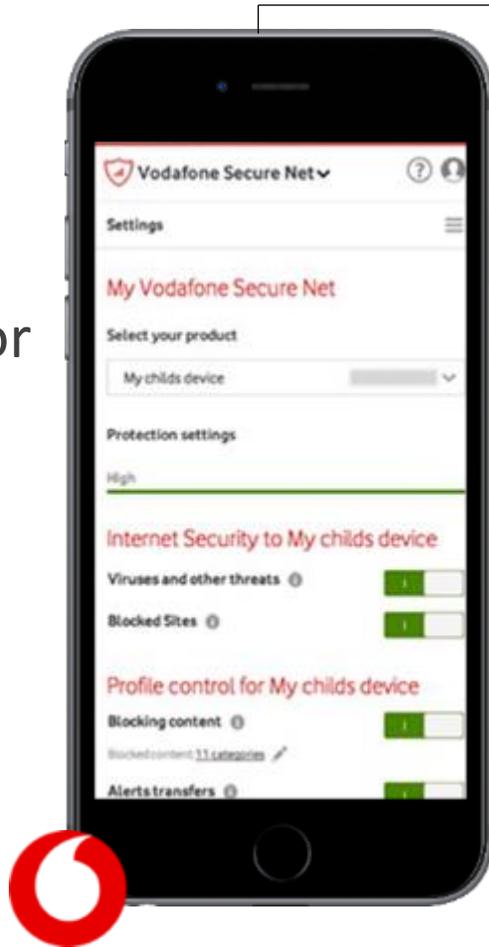
The only company to offer a full 'Security Blanket'



Customers willing to pay between 5% and 20% of price plan for Cybersecurity

Consumer

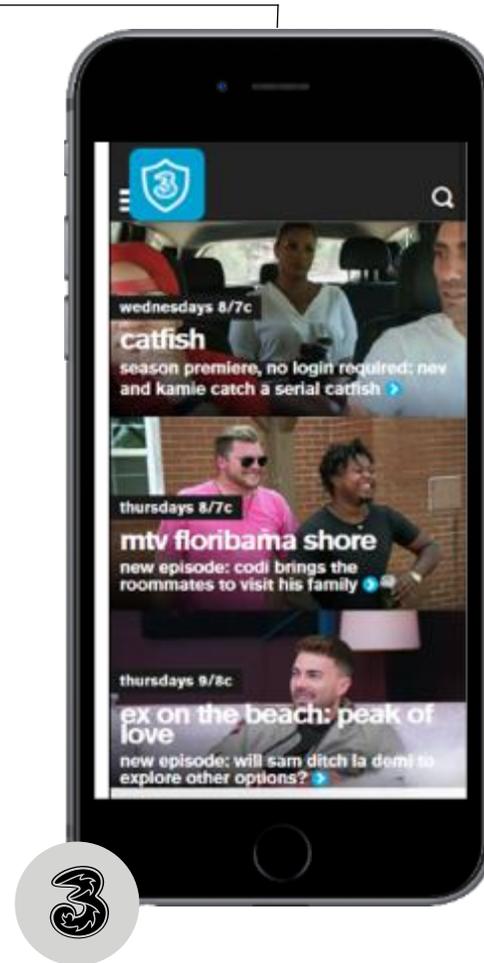
SMB



0.99€/m

~5% of average price plan

"...Vodafone Secure Net is a unique service that protects you simply and safely on your Vodafone connected devices."



1.5€/m

~8% of average price plan

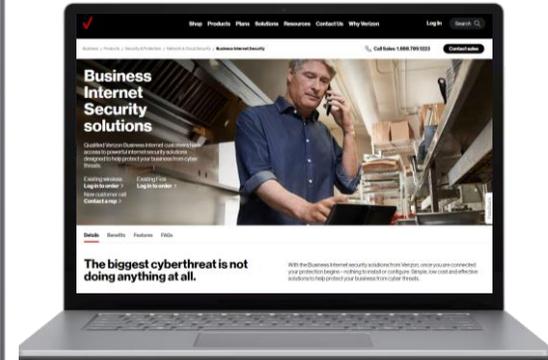
"...The Drei Internet Protection protects Drei customers regardless of device..."



10€/m

~20% of average price plan

"...Browse with complete peace of mind and configure the service according to your business needs"

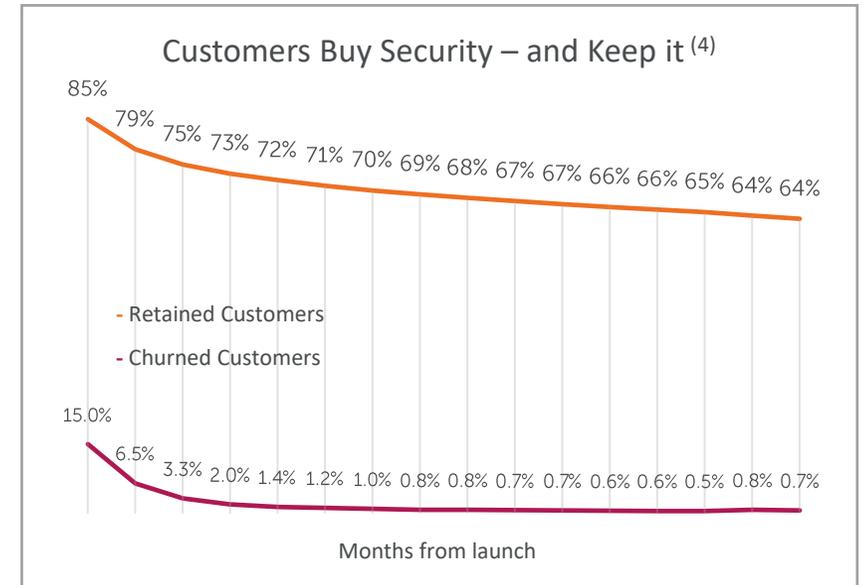
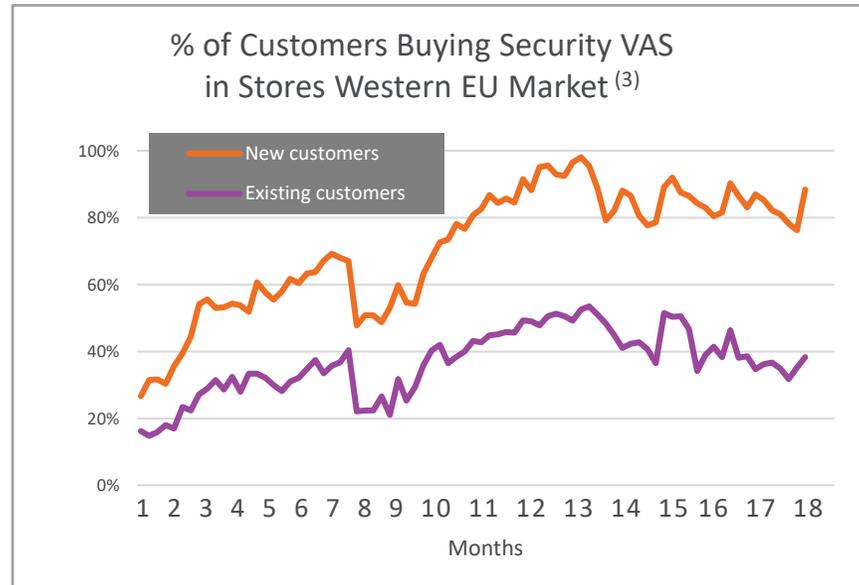
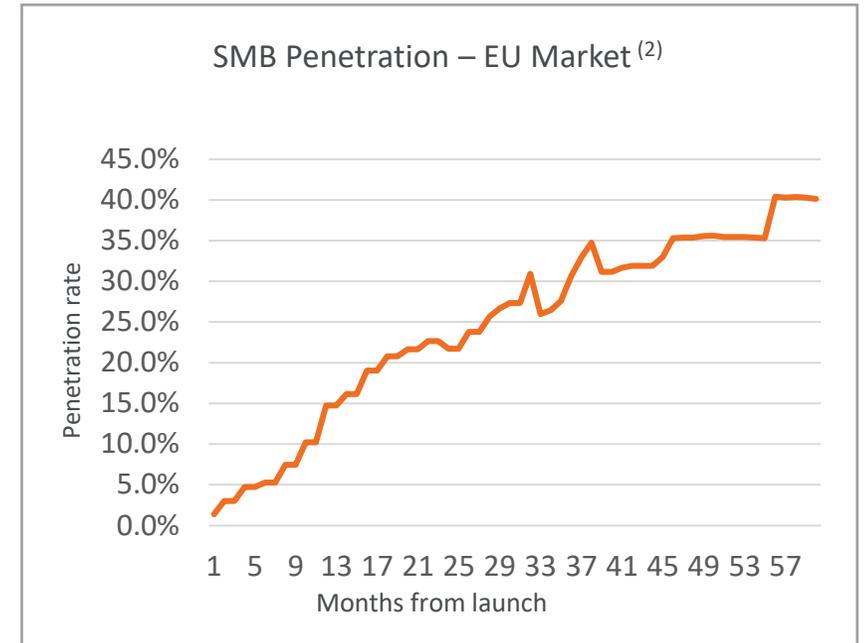
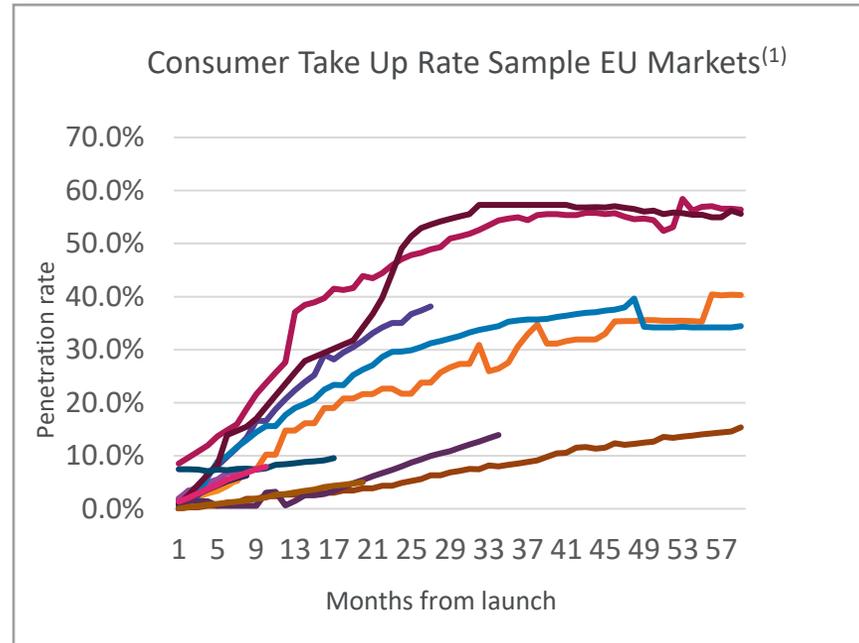


\$10-20/m

Two price plans

"...nothing to install or configure. Simple, low cost and effective solutions to help protect your business from cyber threats"

Extraordinary Take Up Rate by Consumers & SMBs*



* Examples of existing customers

⁽¹⁾ Data from several Tier 1 CSPs in EU

⁽²⁾ Data from SMB subscribers on large CSP in EU

⁽³⁾ Data from a large CSP in EU

⁽⁴⁾ Data from a large CSP in EU (average active subscribers by tenure month in the service)

Allot CSP Value Proposition



360° protection across the network and off-net



Device agnostic, zero-touch network-native security



Accelerate ARPU by differentiating and reducing churn



High adoption rates



Attractive revenue share model



Customer Testimonials



We are facing attach rates of up to 80% of new customers

Martin Westhoff
Strategy and Marketing Home
at Hutchison Drei Osterreich



We selected Allot to offer a mobile service that cannot be bypassed and removes the burden from our customers by protecting them wherever they are

Tiago Silva Lopes
Director Consumer Products at Altice Portugal/MEO



We see the huge potential of Telefónica to achieve very high penetration rates with this type of service

Jose Luis Gilperez
Executive Director Public Administrations, Defense
and Security, Telefónica España



This offering paves the way for a network-based security portfolio that will simplify the customer experience and help provide peace of mind in today's ever evolving cybersecurity landscape

Steve Szabo
VP Business Products, Verizon



This is Just the Beginning...

The Future is Bright.

Allot is placed in a strategic location within the network and sees all the traffic.

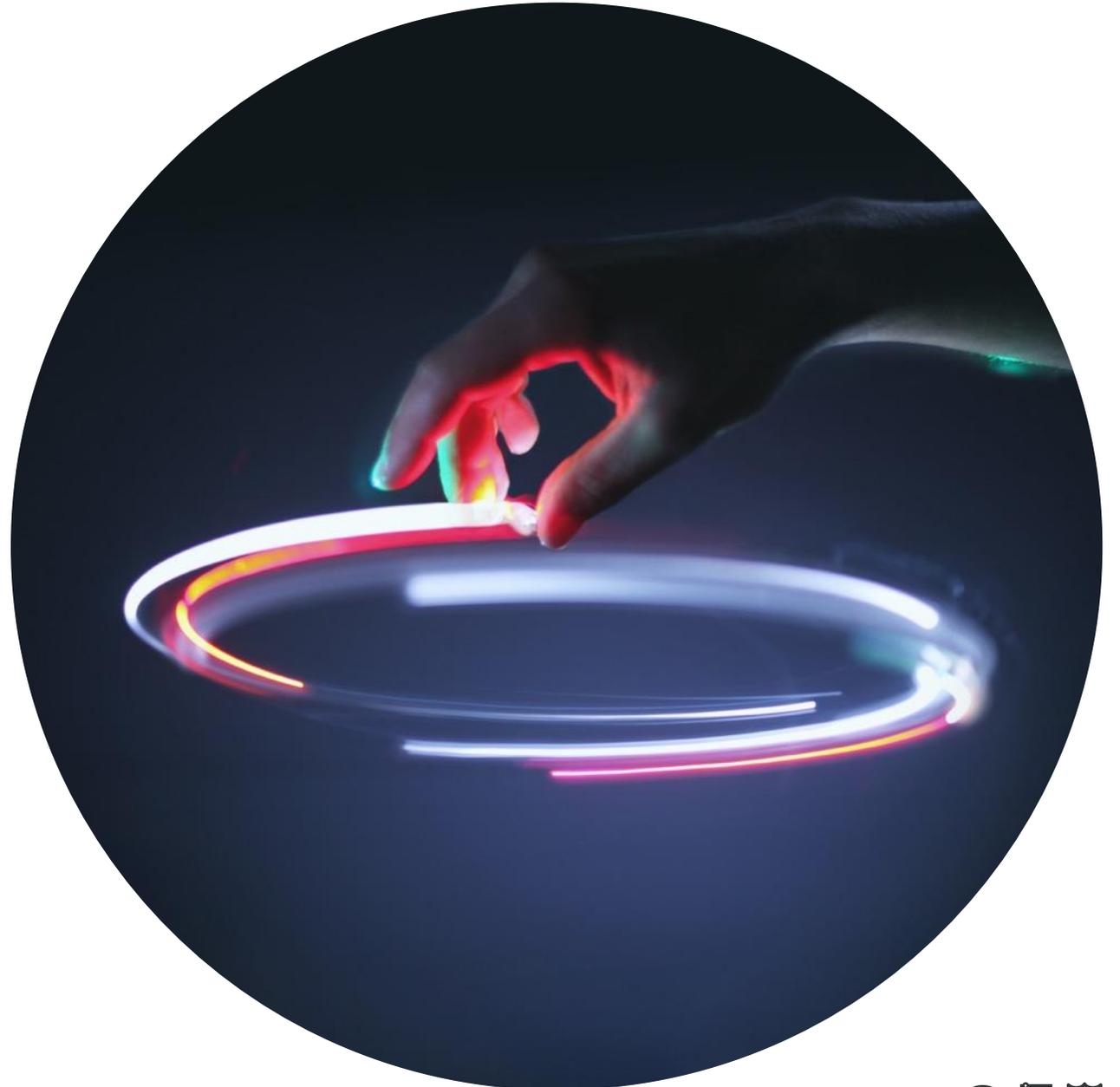
Future Values:



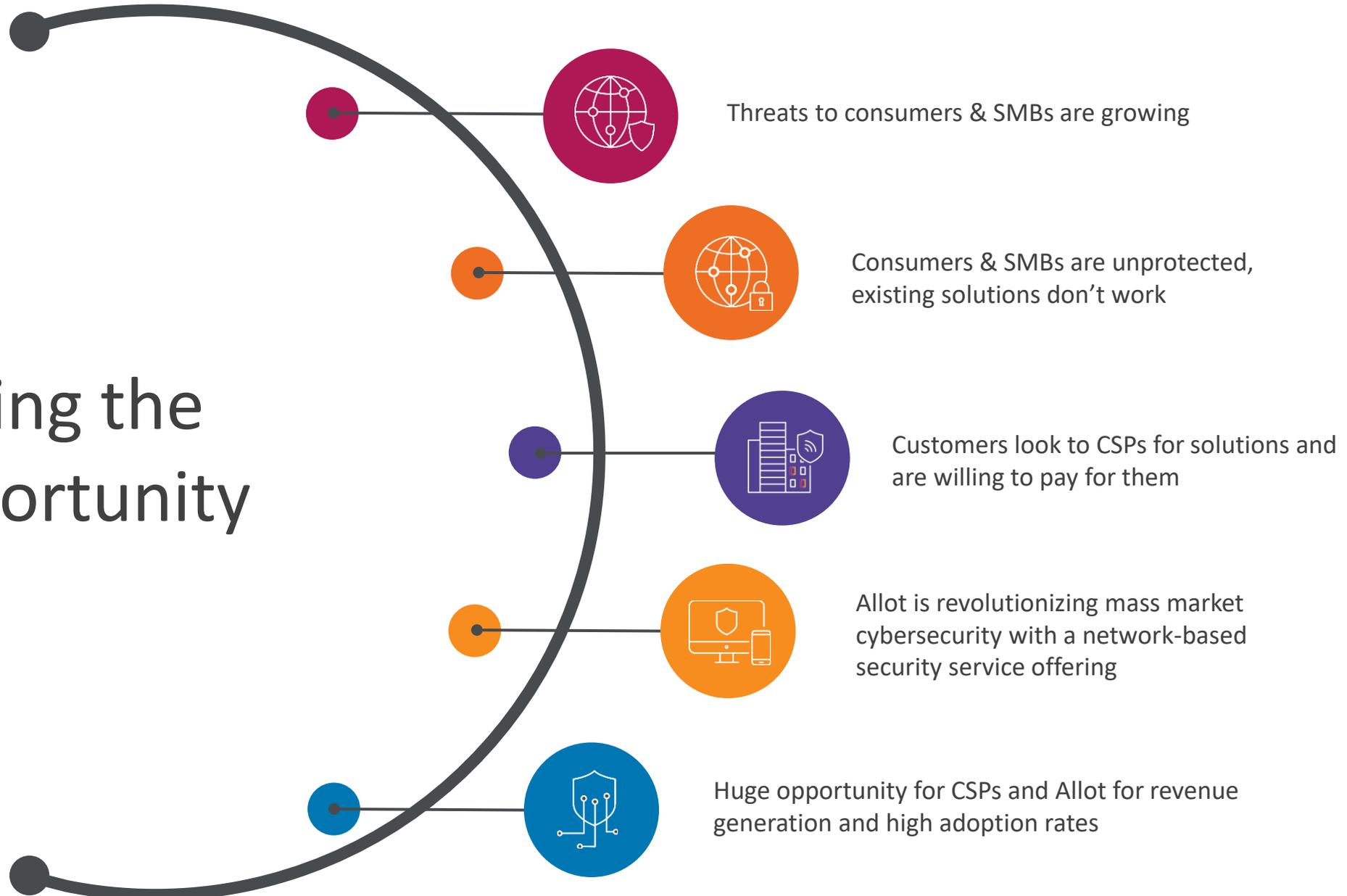
Enhanced
Security



Consumer
Privacy

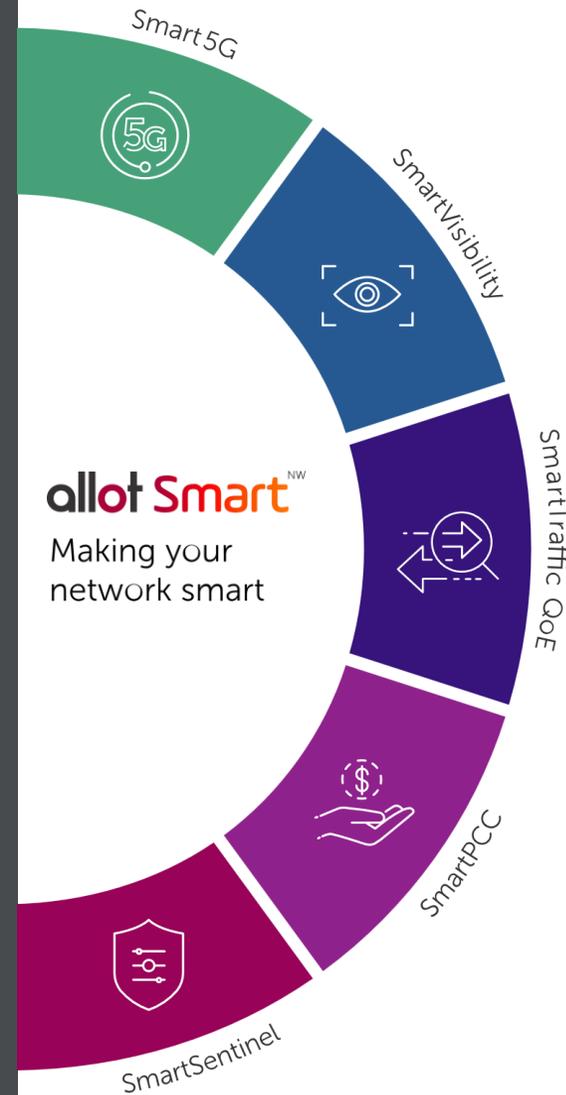


Seizing the Opportunity





The Allot Smart Solution



Allot Smart Technology Heritage

- Deployed with hundreds of CSPs worldwide
- Telco grade solutions
 - High Throughput
 - Multitenancy
 - Quality
- 5G, cloud native and Virtual
- AI technology



Allot Smart Best in Class Getting Even Better!



- Carrier grade multi-service platform powered by industry leading DPI
- Tier-1 customers include Dish, Jio, Three, Vodafone, Telstra, Rakuten, etc.
- Serving CSPs, Enterprise and Regulatory verticals, worldwide
- Innovative technology and use cases, such as
 - Cloud native deployments
 - Highest performing platform (1 Tbps)
 - ML powered video analytics
 - Dynamic congestion management
 - Adaptive blocking of illegal content and apps





Meeting & Anticipating the Market Needs

Challenges

- Keeping up with data growth
- Flat or declining ARPU
- High customer churn
- Encrypted video dominates traffic
- Networks are being attacked constantly
- OPEX and CAPEX budgets are down
- Government regulations for safe internet

Allot Smart Solutions

- Granular visibility into subscriber traffic
- Traffic management and QoE assurance
- Policy driven services
- Rapid, targeted service delivery
- ML/AI powered analysis of video QoE
- DDoS protection
- Dynamic QoE optimization
- Block inappropriate sites and apps

Cut costs and generate revenue thru optimal NW utilization, deferred expansion, fine-tuned offerings and enhanced QoE

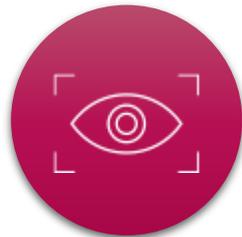
Turn Granular Visibility into Actionable Intelligence

Solve CSP Pain Points & Optimize End-User QoE



5G Service Assurance

- Containerized, cloud native solutions for:
- Network visibility
- Traffic Management
- Policy & Charging Control
- Regulatory Compliance



Network Visibility

- Customer Usage Segmentation
- Detect performance/quality issues
- Plan capacity expansion
- Analytics as a Service for Enterprise
- Identify high-risk potential churners



Traffic Management

- Reduce fixed/mobile congestion & optimize QoE
- Prioritize bandwidth sensitive apps
- Allocate bandwidth to enforce caps
- Steer selected traffic to VAS
- Multi-tenant visibility & control for Enterprise



Policy & Charging Control

- Rapidly deploy differentiated services
- Application/volume Based Charging
- Monetize or block tethering
- HTTP header enrichment
- Detect & block fraudulent data traffic



Regulatory Compliance

- URL filtering to block inappropriate web sites
- Support regulatory quality testing
- Record web transactions for analysis
- Prevent dark web activity
- Control social media during unrest

Allot Smart Case Study

QoE Congestion Management

- ROI within months
- Reduced congested cells by 25% during peak hours
- Reduced heavily congested cells (PRB > 90%) by 25% over the day
- Reduced congested cells by 10% over the day
- Increased connected users by 5% during peak hours
- Averaged 25% improved user throughput
- Reduced Internal RTT across all applications – snappier experience
- No significant reduction of overall volume per day or complaints from customers



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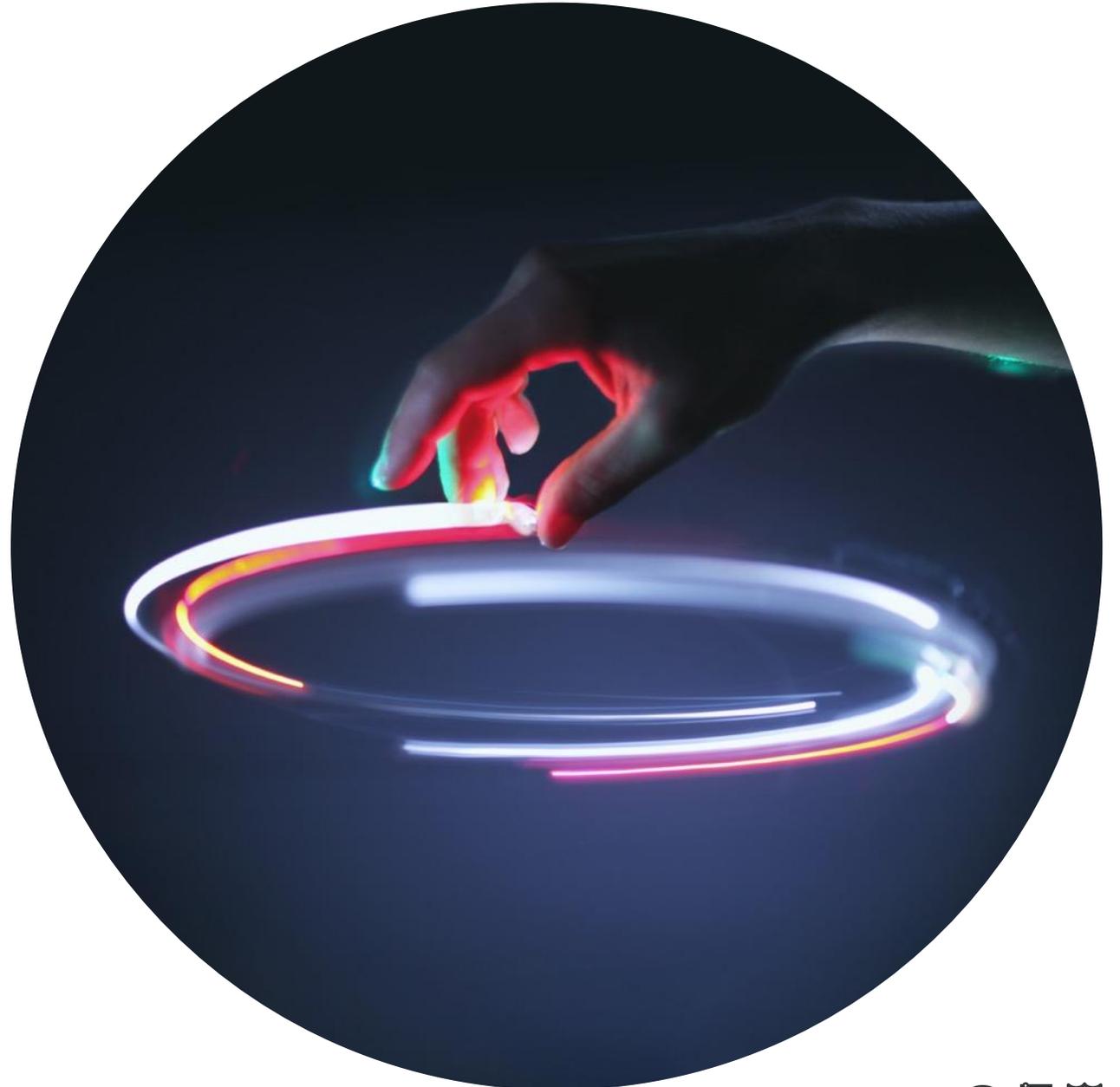
Future Values:



Cloud
Native



Tbps
Throughput



Allot uniquely empowers CSPs
to secure their customers, protect their
network, and optimize user QoE



**Thank
You!**