



CYBERARK'S ACQUISITION OF

idaptive 

The word "idaptive" is written in a white, lowercase, sans-serif font. To the right of the word is a teal-colored icon consisting of a circle with a spiral inside, resembling a stylized 'e' or a brain.

MAY 13TH, 2020

CAUTIONARY LANGUAGE CONCERNING FORWARD-LOOKING STATEMENTS

This presentation contains forward-looking statements, which express the current beliefs and expectations of CyberArk's (the "Company") management. In some cases, forward-looking statements may be identified by terminology such as "believe," "may," "estimate," "continue," "anticipate," "intend," "should," "plan," "expect," "predict," "potential" or the negative of these terms or other similar expressions. Such statements involve a number of known and unknown risks and uncertainties that could cause the Company's future results, performance or achievements to differ significantly from the results, performance or achievements expressed or implied by such forward-looking statements. Important factors that could cause or contribute to such differences include risks relating to: the duration and scope of the COVID-19 pandemic and the impact of the pandemic and actions taken in response, on global and regional economies and economic activity, which may have a material impact on the demand for the Company's solutions and on its expected revenue growth rates and costs; the Company's ability to adjust its operations in response to any impacts from the COVID-19 pandemic; difficulties predicting future financial results, including due to impacts from the COVID-19 pandemic; the drivers of the Company's growth may change; the Company's ability to sell into existing and new industry verticals; the Company's sales cycles and multiple licensing models may cause results to fluctuate; the Company's ability to sell into existing customers; potential changes in the Company's operating and net profit margins and the Company's revenue growth rate; the Company's ability to successfully find, complete, fully integrate and achieve the expected benefits of future acquisitions, including the Company's ability to integrate and achieve the expected benefits of Idaptive; real or perceived shortcomings, defects or vulnerabilities in the Company's solutions or internal network system; the Company's ability to hire qualified personnel; the Company's ability to expand its channel partnerships across existing and new geographies; the Company's ability to further diversify its product deployments and licensing options; and other factors discussed under the heading "Risk Factors" in the Company's most recent 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.

OUR MISSION

Provide a modern approach to **IDENTITY SECURITY** anchored on privilege to protect against advanced cyber threats



Security First

AI based approach architected on the principles of Zero Trust and least privilege access



Modern Identity Platform

Adaptive and context aware SaaS platform to secure all identities with various levels of privilege from hybrid to multi-cloud

CYBERARK ACQUIRES IDAPTIVE

SaaS-delivered innovation with a security-first approach



Strong Identity Security key to Zero Trust

More types of identities

Any identity can have privileges
depending on the context



Idaptive is a leader in Identity as a Service

Comprehensive AI-powered
Single Sign-On, MFA, and
identity life cycle management



Acquisition of Idaptive is highly strategic

Will enable CyberArk to
deliver the only modern
identity platform with a
security first approach

App Support:

2000+ App Integrations



Customers:

Approx. 500 Customers



COMPELLING ACQUISITION OPPORTUNITY

4th

SaaS offering
accelerates ARR growth



idaptive

Future of Identity Security

+ \$25B TAM

Expands TAM to sell into
IDaaS Market

Expands CyberArk
customer base to

~6000

2000+

Application Integrations

50+

Engineers with deep
identity security expertise

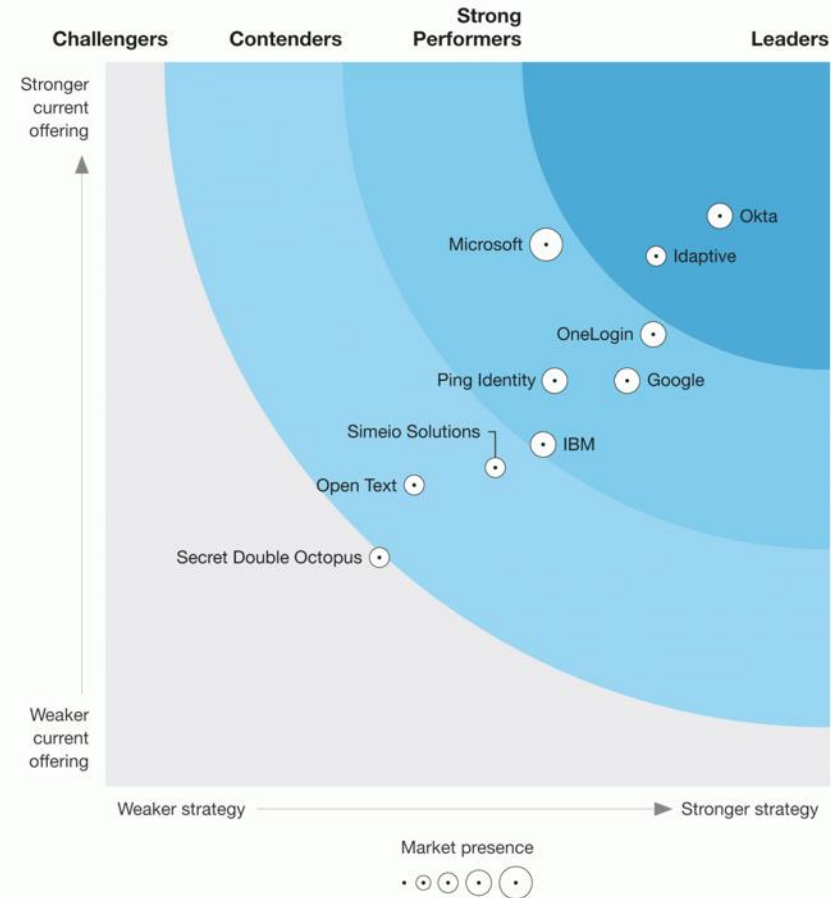
CyberArk Bottoms-Up Analysis

ONE OF ONLY TWO LEADERS IN THE IDAAS FORRESTER WAVE

THE FORRESTER WAVE™

Identity-As-A-Service (IDaaS) For Enterprise

Q2 2019



144405

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FORRESTER®

IDAPTIVE OFFERS A MODERN IDAAS PLATFORM

AI-POWER ENABLES USERS TO BE **BOTH** SECURE **AND** PRODUCTIVE



ADAPTIVE MULTI-FACTOR AUTHENTICATION

Strengthen access controls with frictionless authentication supporting a broad set of factors



MODERN SINGLE SIGN-ON

One-click convenient portal access to cloud and on-premises applications.



PROVISION AND LIFECYCLE MANAGEMENT

Easily manage access to apps based on role changes at every stage of the employee lifecycle.








MULTI-DIRECTORY SUPPORT

Highly scalable cloud directory service that doesn't require the replication of identity information.

Powered by Artificial Intelligence

Behavior & security analytics enforce context-aware access decisions in real time

PROVEN ACQUISITION TRACK RECORD

COMPANY	DATE	SOLUTION	IMPACT
	May 2020	Identity as a Service	<ul style="list-style-type: none"> Extend the value of PAM and further CyberArk's SaaS-delivered innovation in Identity Security
	March 2018	Privilege Access Management	<ul style="list-style-type: none"> Privileged Session Manager for Web launched in Oct 2018 to provide native session management for web-based applications Helps drive upgrades to Core Privileged Access Security bundle
	May 2017	DevOps Security	<ul style="list-style-type: none"> Combined with Application Identity Manager to create Application Access Manager (AAM) in January 2019 to secure application credentials from on-premises to cloud native AAM accounted for about 7% of license revenue in Q1 2020
	Oct 2015	Endpoint Security	<ul style="list-style-type: none"> Solutions combined to deliver least privilege security on Windows and Mac endpoints with Endpoint Privilege Manager (EPM) launch in Q4 2016
	Aug 2015	Threat Detection	<ul style="list-style-type: none"> EPM accounted for more than 7% of license revenue in Q1 2020, including a significant shift to SaaS delivery

LANDING ACROSS FOUR PILLARS

	Identity as a Service	Privileged Access Management	Least Privilege	Application Secrets Management
Position	Leader and Disruptor	Leader	Leader	Leader
Products	<ul style="list-style-type: none"> • Adaptive SSO • Adaptive MFA • Lifecycle Management • App Gateway 	<ul style="list-style-type: none"> • Privilege Cloud • Core Privilege Access Security • Alero 	<ul style="list-style-type: none"> • Endpoint Privilege Manager 	<ul style="list-style-type: none"> • Application Access Manager
Sources of Growth	<ul style="list-style-type: none"> • Midmarket and enterprise • Legacy Displacement • Install Base Expansion 	<ul style="list-style-type: none"> • Midmarket and enterprise • Legacy displacement • Install Base Expansion 	<ul style="list-style-type: none"> • Midmarket and enterprise • Install Base Expansion 	<ul style="list-style-type: none"> • Install Base Expansion

Technology areas all pivotal to deliver the industry's only modern identity platform with a security-first approach

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