

# Safe harbor

This presentation contains “forward-looking statements” within the meaning of the “safe harbor” provisions of the Private Securities Litigation Reform Act of 1995, including but not limited to, statements regarding our financial outlook, long-term financial targets, product development, business strategy and plans, market trends and market size, opportunities, positioning and expected benefits that will be derived from the acquisition of Auth0, Inc. These forward-looking statements are based on current expectations, estimates, forecasts and projections. Words such as “expect,” “anticipate,” “should,” “believe,” “hope,” “target,” “project,” “goals,” “estimate,” “potential,” “predict,” “may,” “will,” “might,” “could,” “intend,” “shall” and variations of these terms and similar expressions are intended to identify these forward-looking statements, although not all forward-looking statements contain these identifying words. Forward-looking statements are subject to a number of risks and uncertainties, many of which involve factors or circumstances that are beyond our control. For example, the market for our products may develop more slowly than expected or than it has in the past; there may be significant fluctuations in our results of operations and cash flows related to our revenue recognition or otherwise; we may fail to successfully integrate any new business, including Auth0, Inc.; we may fail to realize anticipated benefits of any combined operations with Auth0, Inc.; we may experience unanticipated costs of integrating Auth0, Inc.; the potential impact of the acquisition on relationships with third parties, including employees, customers, partners and competitors; we may be unable to retain key

personnel; global economic conditions could worsen; a network or data security incident that allows unauthorized access to our network or data or our customers’ data could damage our reputation and cause us to incur significant costs; we could experience interruptions or performance problems associated with our technology, including a service outage; the impact of COVID-19 and variants of concern, related public health measures and any associated economic downturn on our business and results of operations may be more than we expect; and we may not be able to pay off our convertible senior notes when due. Further information on potential factors that could affect our financial results is included in our most recent Quarterly Report on Form 10-Q and our other filings with the Securities and Exchange Commission. The forward-looking statements included in this presentation represent our views only as of the date of this presentation and we assume no obligation and do not intend to update these forward-looking statements.

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# Presentation: Gartner Identity & Access Management Summit



# Speakers



**Philip Hoyer**  
EMEA field CTO | Okta



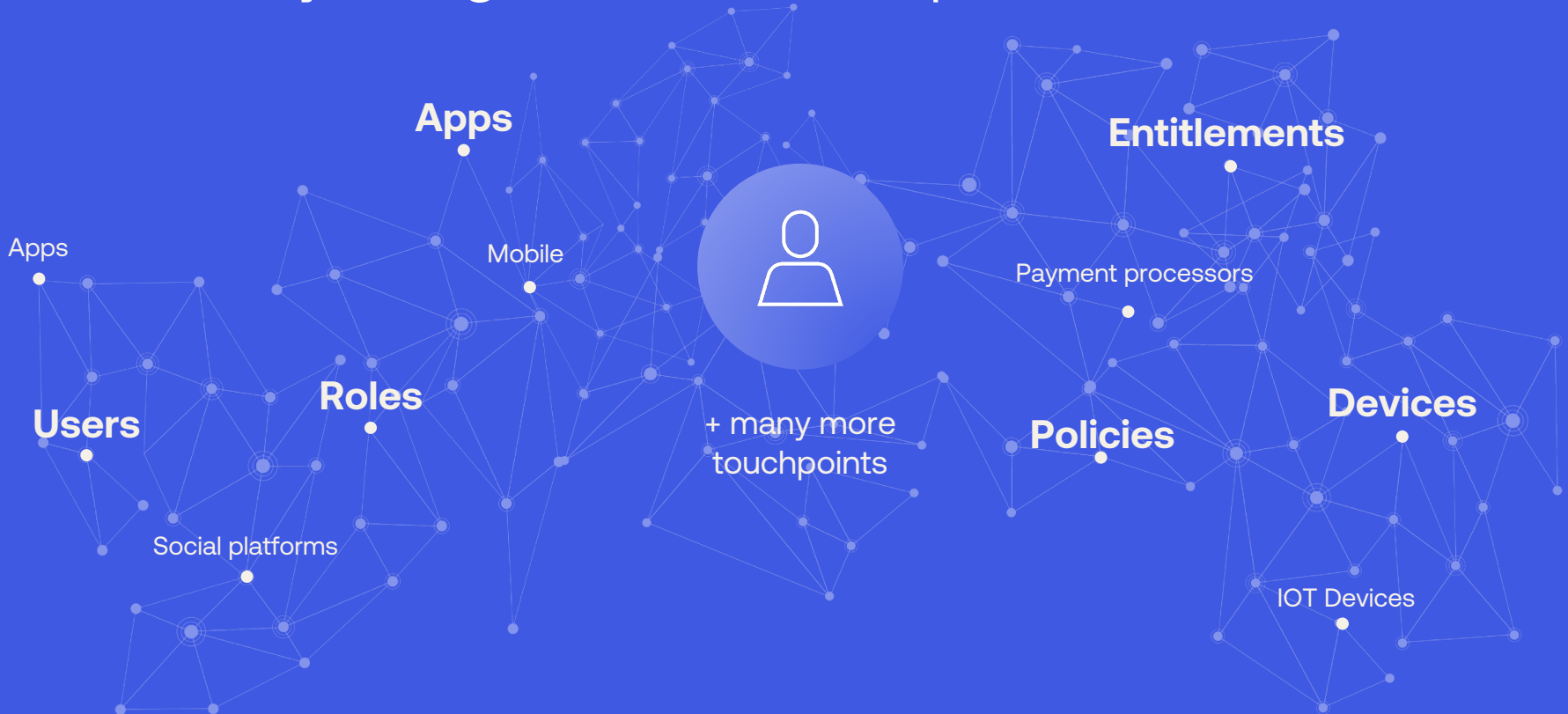
**Richard Owen**  
Security Architect | Cazoo



# Identity is the foundation of digital trust








# But identity is fragmented and complex








# Identity process journey during hyperscale

## Start up phase

-  **10-50** employees
-  **5** usergroups
-  **5** Cloud applications
-  **10** joiners per month  
**20 mins** joiner process
-  **2** IT team members






Low support team pressure

## Expansion phase

-  **50 - 500** employees
-  **10** usergroups
-  **20** Cloud applications
-  **50** joiners per month  
**30 mins** joiner process
-  **4** IT team members






Medium support team pressure

## Hyperscale

-  **500 - 2000** employees
-  **40** usergroups
-  **40** Cloud applications
-  **100** joiners per month  
**40 mins** joiner process
-  **7** IT team members

High support team pressure

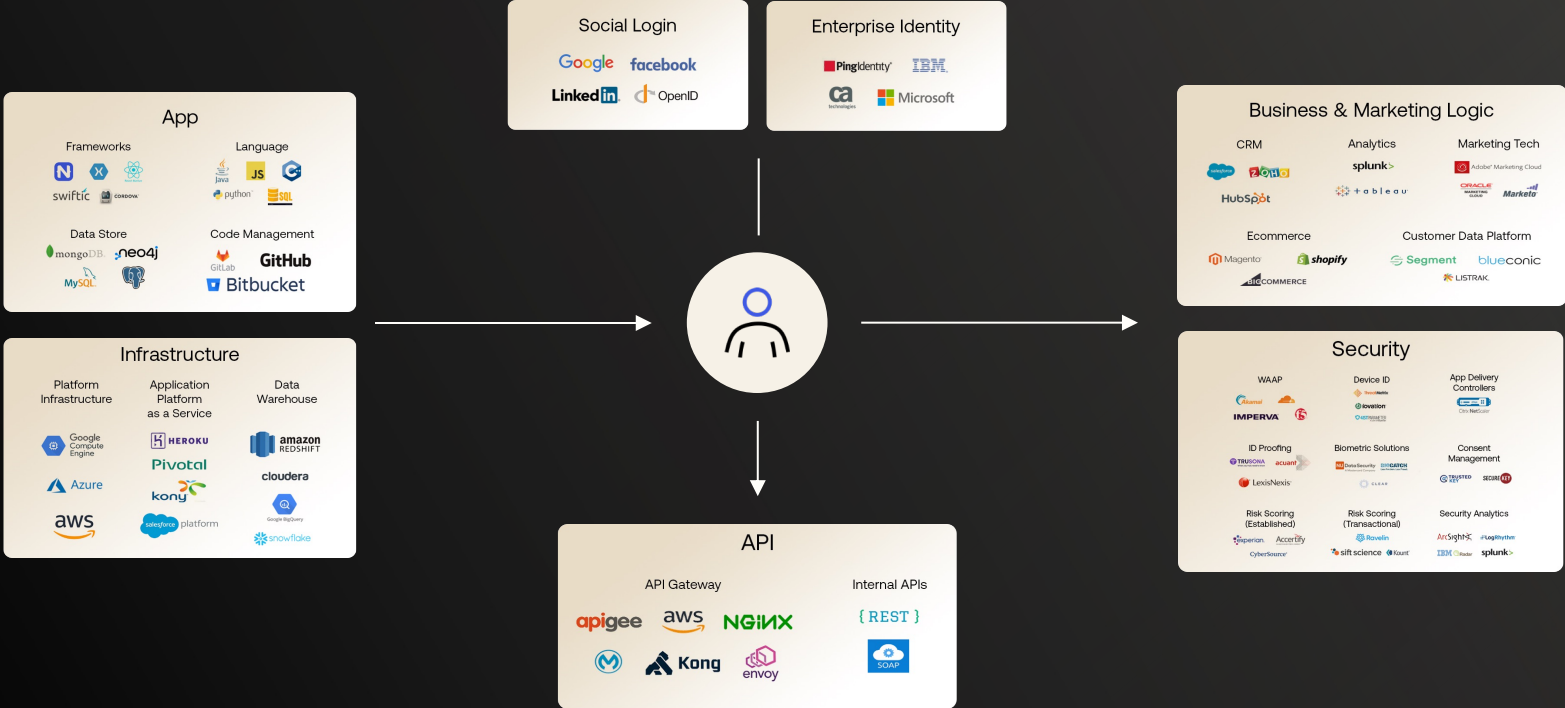
## Hyperscale with Okta

-  **2000 - 4000** employees
-  **60** usergroups
-  **100+** Cloud applications
-  **100** joiners per month  
**5 mins** joiner process
-  **7** IT team members

Medium support team pressure



# The rapidly evolving IT landscape is further complicating Identity processes



# Organisations are struggling to keep up with the pace of change



Meet shifting expectations among workers and consumers



Data privacy and compliance regulations are constantly evolving



Ransomware and other cyber threats continue to surge





# Adopting an identity-first strategy is simpler with Okta Workforce Identity Platform...



Intuitive



Intelligent



Trusted



For further reading and  
a copy of the slides,  
scan the QR code

