JESPER FREDERIKSEN

General Manager, EMEA, Okta

Disclaimer

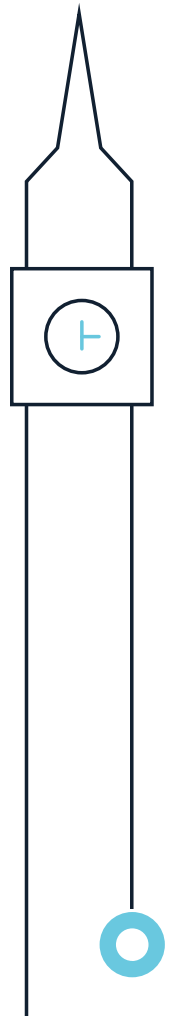
This presentation contains “forward-looking statements” within the meaning of the “safe harbor” provisions of the Private Securities Litigation Reform Act of 1995, which may include, but are not limited to, statements regarding our financial outlook, product development and market positioning. These 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 or the negative of these terms and similar expressions are intended to identify these forward-looking statements. Forward-looking statements are subject to a number of risks and uncertainties, many of which involve factors or circumstances that are beyond Okta’s control.

In particular, the following factors, among others, could cause results to differ materially from those expressed or implied by such forward-looking statements: the market for our products may develop more slowly than expected or than it has in the past; quarterly and annual operating results may fluctuate more than expected; variations related to our revenue recognition may cause significant fluctuations in our results of operations and cash flows; assertions by third parties that we violate their intellectual property rights could substantially harm our business; a network or data security incident that allows unauthorized access to our network or data or our customers’ data could harm our reputation, create additional liability and adversely impact our financial results; the risk of interruptions or performance problems, including a service outage, associated with our technology; we face intense competition in our market; weakened global economic conditions may adversely affect our industry; the risk of losing key employees; changes in foreign exchange rates; general political or destabilizing events, including war, conflict or acts of terrorism; and other risks and uncertainties. Past performance is not necessarily indicative of future results. Further information on potential factors that could affect our financial results is included in our Annual Report on Form 10-K for the year ended January 31, 2018 and other filings or reports filed with the Securities and Exchange Commission that are posted at investor.okta.com.

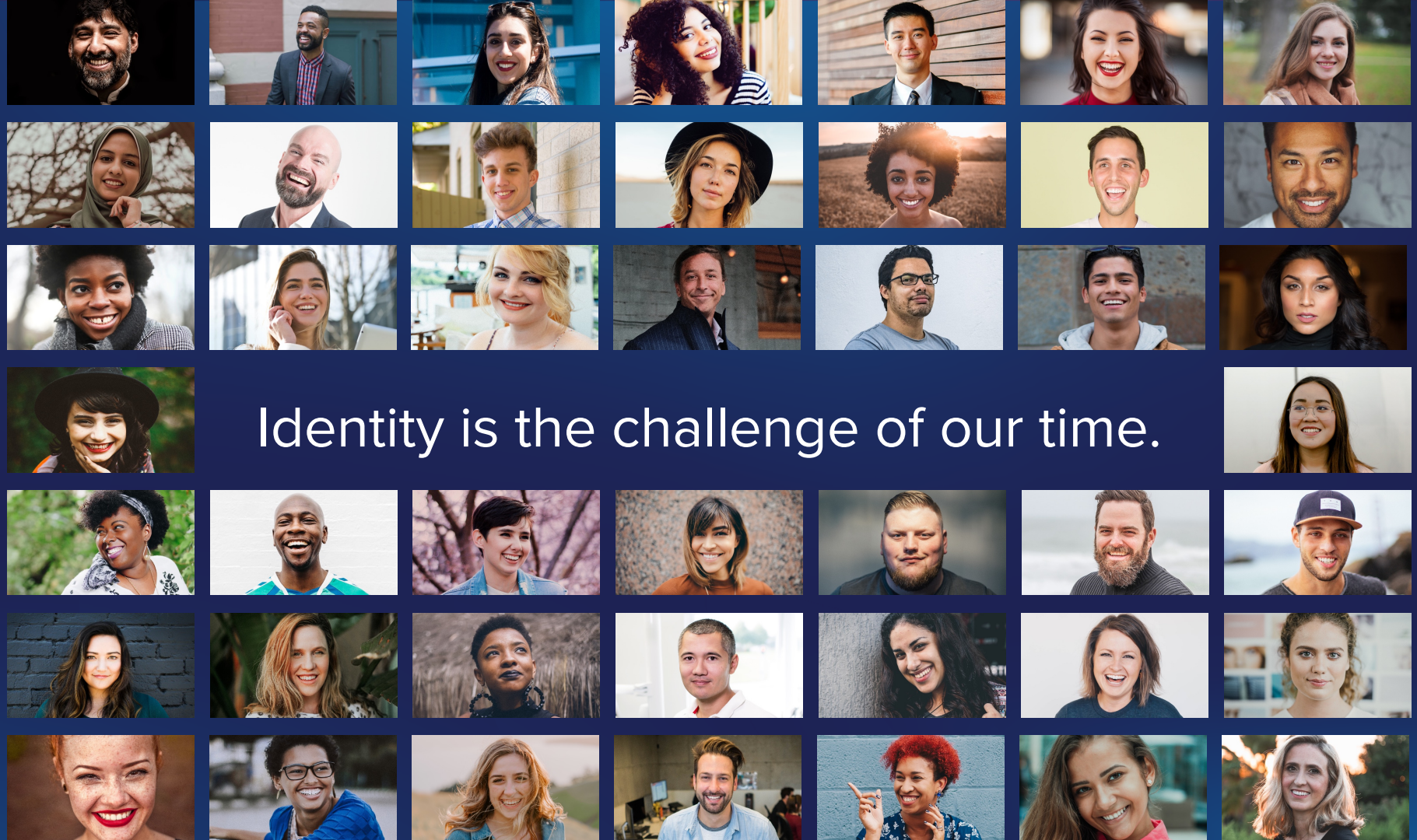
Any unreleased products, features or functionality referenced in this or other presentations, press releases or public statements are not currently available and may not be delivered on time or at all. Product roadmaps do not represent a commitment, obligation or promise to deliver any product, feature or functionality. Customers who purchase our products should make their purchase decisions based upon features that are currently generally available.

The forward-looking statements contained in this presentation represent the Company’s estimates and assumptions only as of the date of this presentation. Okta assumes no obligation and does not intend to update these forward-looking statements whether as a result of new information, future events or otherwise.

This presentation contains estimates and other statistical data that we obtained from industry publications and reports generated by third parties. These data involve a number of assumptions and limitations, and you are cautioned not to give undue weight to such estimates. Okta has not independently verified the statistical and other industry data generated by independent parties and contained in this presentation and, accordingly, Okta cannot guarantee their accuracy or completeness. Expectations, estimates, forecasts and projections are subject to a high degree of uncertainty and risk. Many factors, including those that are beyond Okta’s control, could cause results or outcomes to differ materially from those expressed in the estimates made by the independent parties and by Okta.



© Okta and/or its affiliates. All rights reserved. Okta Confidential

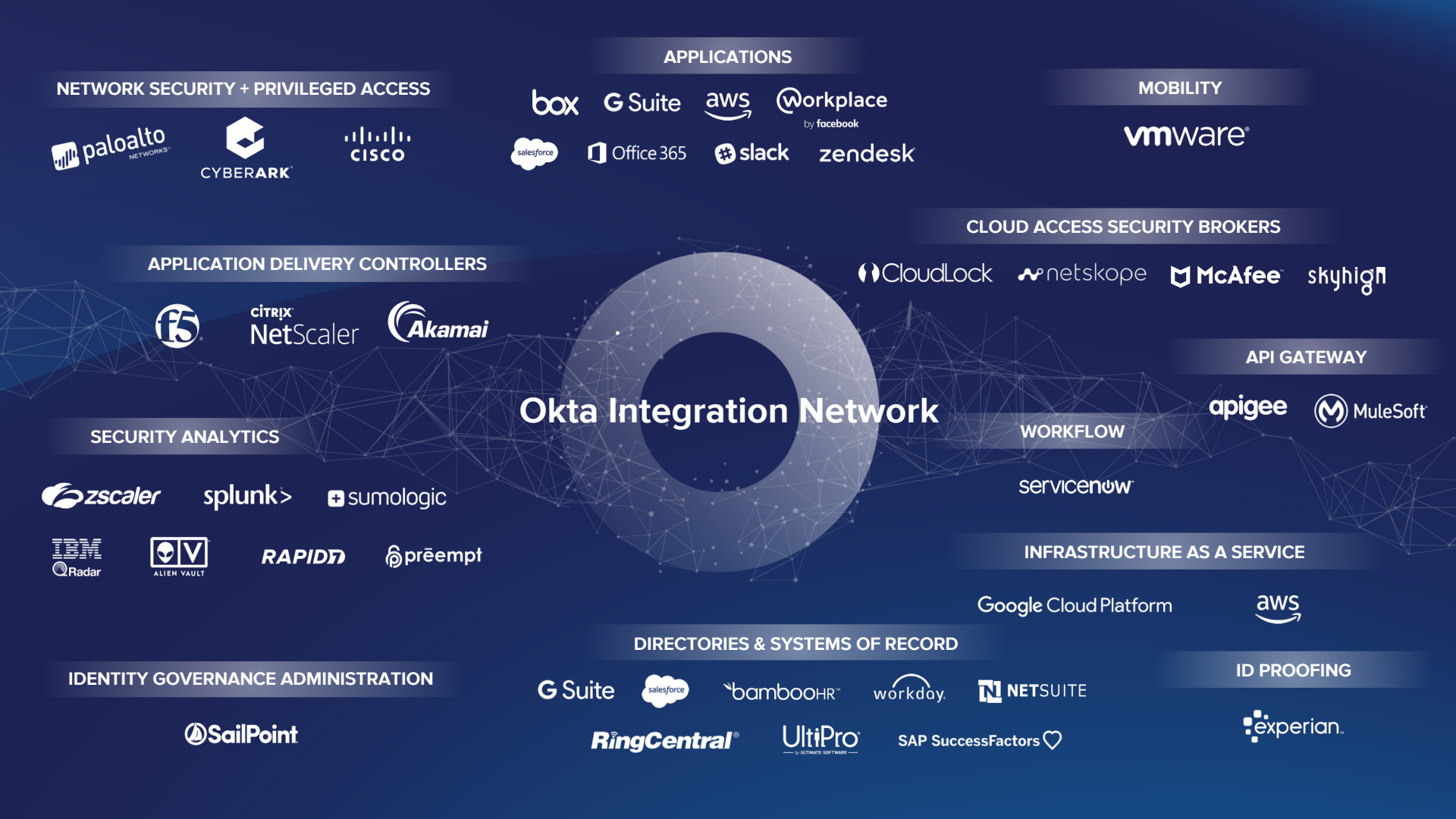

Identity is the challenge of our time.

Identity is our responsibility

Enable any organization
to use any technology

Connect everything

okta Identity Cloud


NETWORK SECURITY + PRIVILEGED ACCESS
paloalto NETWORKS
CYBERARK
cisco
APPLICATIONS
box
G Suite
aws
workplace by facebook
salesforce
Office 365
slack
zendesk
MOBILITY
vmware
CLOUD ACCESS SECURITY BROKERS
CloudLock
netskope
McAfee
skyhigh
APPLICATION DELIVERY CONTROLLERS
f5
CITRIX NetScaler
Akamai
API GATEWAY
apigee
MuleSoft
Okta Integration Network
SECURITY ANALYTICS
zscaler
splunk>
sumologic
IBM Radar
ALIEN VAULT
RAPID7
preempt
WORKFLOW
servicenow
INFRASTRUCTURE AS A SERVICE
Google Cloud Platform
aws
DIRECTORIES & SYSTEMS OF RECORD
G Suite
salesforce
bambooHR
workday.
NETSUITE
RingCentral
UltiPro
SAP SuccessFactors
IDENTITY GOVERNANCE ADMINISTRATION
SailPoint
ID PROOFING
experian

okta + box

Modernize IT

Increase security

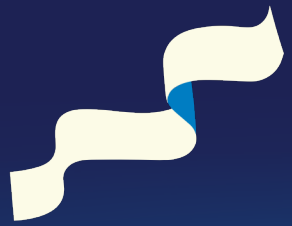
Transform the customer experience

okta + ENGIE

okta
+
Dubai
Airports

Everything that can be invented has been invented.

—Charles H. Duell, Commissioner of US patent office, 1899



Harvard Business Review

COSTS

IT Doesn’t Matter

by **Nicholas G. Carr**

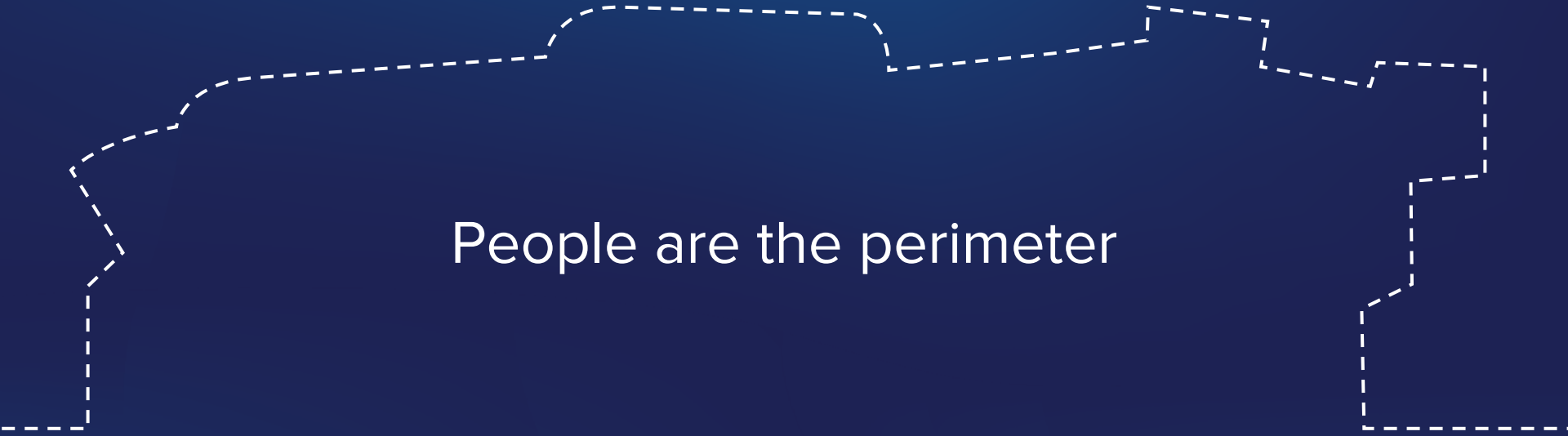
FROM THE MAY 2003 ISSUE

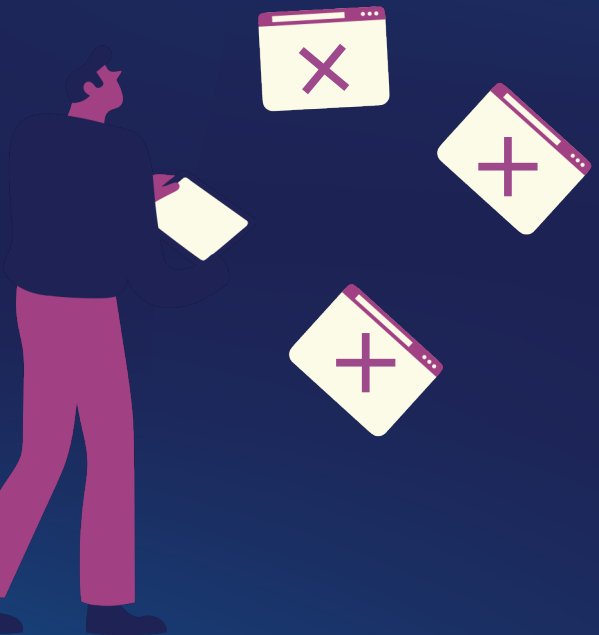
In 1968, a young Intel engineer named Ted Hoff found a way to put the circuits necessary for computer processing onto a tiny piece of silicon. His invention of the microprocessor spurred a series of technological breakthroughs—desktop computers, local and wide area networks, enterprise software, and the Internet—that have transformed the business world. Today, no one would dispute that information technology has become the backbone of commerce. It underpins the opearations of individual companies, ties together far-flung supply chains, and, increasingly, links businesses to the customers they serve. Hardly a dollar or a euro changes hands anymore without the aid of computer systems.

CEO

CIO

CEOO


People are the perimeter



73%
of passwords are duplicates

81%
of data breaches involve stolen or weak credentials

91%
of phishing attacks target credentials

**Verizon Data Breach Investigations Report, 2018*

Our approach to Zero Trust

Centralizing identity and access control via SSO

Ensuring strong authentication across all services

Reducing attack surfaces

Enabling visibility and response to attacks

BOMGAR
CITRIX
netskope
cisco
vmware
bitglass
Symantec
FORCEPOINT
exabeam
sumologic
splunk>
RAPID7
SAVIYNT
SailPoint
JUNIPER NETWORKS
Security is converging on identity
paloalto NETWORKS
FORTINET
Check Point SOFTWARE TECHNOLOGIES LTD.
MobileIron
SONICWALL
LogRhythm The Security Intelligence Company
McAfee
preempt
CYBERARK
f5
SECURONIX
zscaler
CODE42
yubico
servicenow

Focus on experiences

24M
developers
in the world

1M
developers
in the US

300K
developers in
the UK

**GitHub, The State of the Octoverse, 2017*
***GitHub, The State of the Octoverse, 2017*
****Statista, 2017*

Okta Integration Network

IT PRODUCTS

Single Sign-On

Universal Directory

Lifecycle Management

Adaptive MFA

API Access Management

CORE SERVICES

Authentication

Directory

Authorization

Synchronization

Access Policy

User Management

API PRODUCTS

Developer

Enterprise

Okta Integration Network

Sign in with Okta

Okta OnRamp

Workplace by facebook

IT PRODUCTS

Single Sign-On

Universal Directory

Lifecycle Management

Adaptive MFA

API Access Management

CORE SERVICES

Authentication

Directory

Authorization

Synchronization

Access Policy

User Management

API PRODUCTS

Developer

OneApp

Enterprise

IT PRODUCTS

Single Sign-On

Universal Directory

Lifecycle Management

Adaptive MFA

API Access Management

CORE SERVICES

Okta ThreatInsight

Access Policy

Authentication

Directory

Authorization

Synchronization

User Management

API PRODUCTS

Developer

OneApp

Enterprise

**ThreatInsight is expected to be available in H2*

IT PRODUCTS

Single Sign-On

Universal Directory

Lifecycle Management

Adaptive SSO

Adaptive MFA

API Access Management

CORE SERVICES

Okta TreathInsight

Access Policy

Authentication

Directory

Authorization

Synchronization

User Management

API PRODUCTS

Developer

OneApp

Enterprise

IT PRODUCTS

Single Sign-On

Universal Directory

Lifecycle Management

Adaptive SSO

Adaptive MFA

API Access Management

CORE SERVICES

Okta TreathInsight

Access Policy

vmware

Authentication

Directory

Authorization

Synchronization

User Management

API PRODUCTS

Developer

OneApp

Enterprise

okta Identity Cloud

BOB BURKE

Senior Director, Customer First, Okta

LEARN

Ramp & certify your team.
Continuous product education.

DEPLOY

Design your architecture.
Integrate applications.
Go live.

GROW

Expand your architecture.
Grow business value.

ADOPT

Use your subscriptions.
Success planning.
Strategic consultation.

okta

Customer First

YASMINE ABBAS

Customer
Success Manager

GUIDO VERDIJCK

Senior
IT Architect

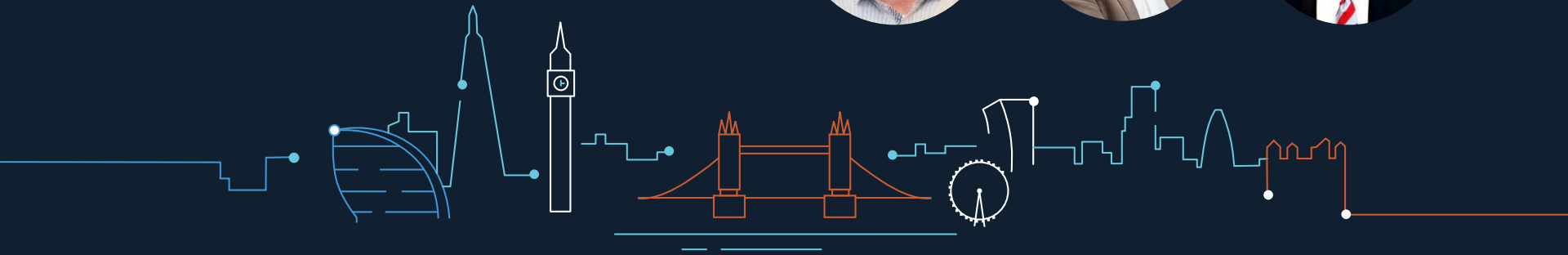
RICHARD PEREZ

Director
EUC Technologies

NIX PANESAR

Head of IT

okta

Forum

Thank you to our keynote speakers