

Investor Day FY22

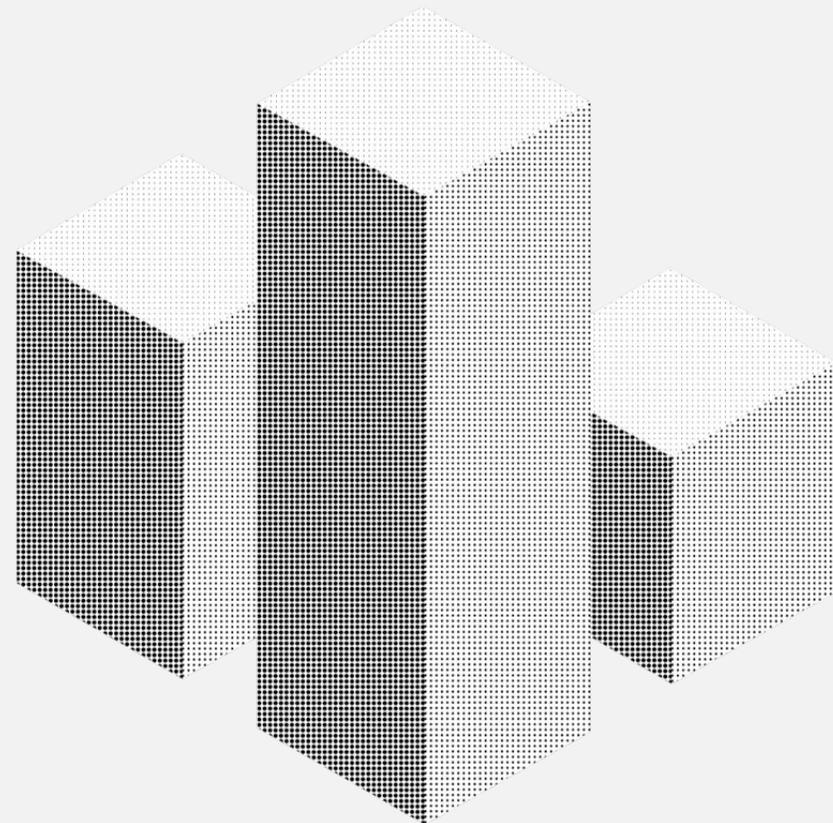
Welcome

Dave Gennarelli

Vice President, Investor Relations

April 7, 2021

okta



Investor Day Agenda

Topic	Presenter
Welcome	Dave Gennarelli, Vice President, Investor Relations
Identity as a Primary Cloud	Todd McKinnon, Chief Executive Officer & Co-Founder
Okta & Auth0 Fireside Chat	Todd McKinnon, CEO & Co-Founder + Eugenio Pace, CEO & Co-Founder, <i>Auth0</i>
Product Update	Diya Jolly, Chief Product Officer
Customer Conversation - Zoom	Frederic Kerrest, EVC, COO & Co-Founder + Harry Moseley, Global CIO, <i>Zoom</i>
Go-To-Market Update	Susan St. Ledger, President, Worldwide Field Operations
Customer Conversation - Fox	Frederic Kerrest, EVC, COO & Co-Founder + Paul Cheesbrough, CTO & President of Digital, <i>Fox</i>
Break	
Customer Conversation - Engie	Frederic Kerrest, EVC, COO & Co-Founder + Claude Pierre, Deputy Group CIO, <i>Engie</i>
Financial Update	Mike Kourey, Chief Financial Officer
Q&A	Todd McKinnon, Frederic Kerrest, Diya Jolly, Susan St. Ledger, Mike Kourey, Eugenio Pace

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, business strategy and plans, market trends and market size, opportunities and positioning and expected benefits that will be derived from the Auth0 transaction. 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; our results of operations may fluctuate more than expected; there may be significant fluctuations in our results of operations and cash flows related to our revenue recognition or otherwise; the impact of COVID-19, related public health measures and any associated economic downturn on our business and results of operations may be more than we expect;

a network or data security incident that allows unauthorized access to our network or data or our customers' data could damage our reputation; we could experience interruptions or performance problems associated with our technology, including a service outage; we may not be able to pay off our convertible senior notes when due; global economic conditions could deteriorate; the parties may not be able to satisfy the Auth0 transaction closing conditions in a timely fashion or at all, and we may not be able to successfully integrate the companies. Further information on potential factors that could affect our financial results is included in our most recent Annual Report on Form 10-K 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.

Any unreleased products, features or functionality referenced in this presentation 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, and you should not rely on them to make your purchase decisions.

Investor Day FY22

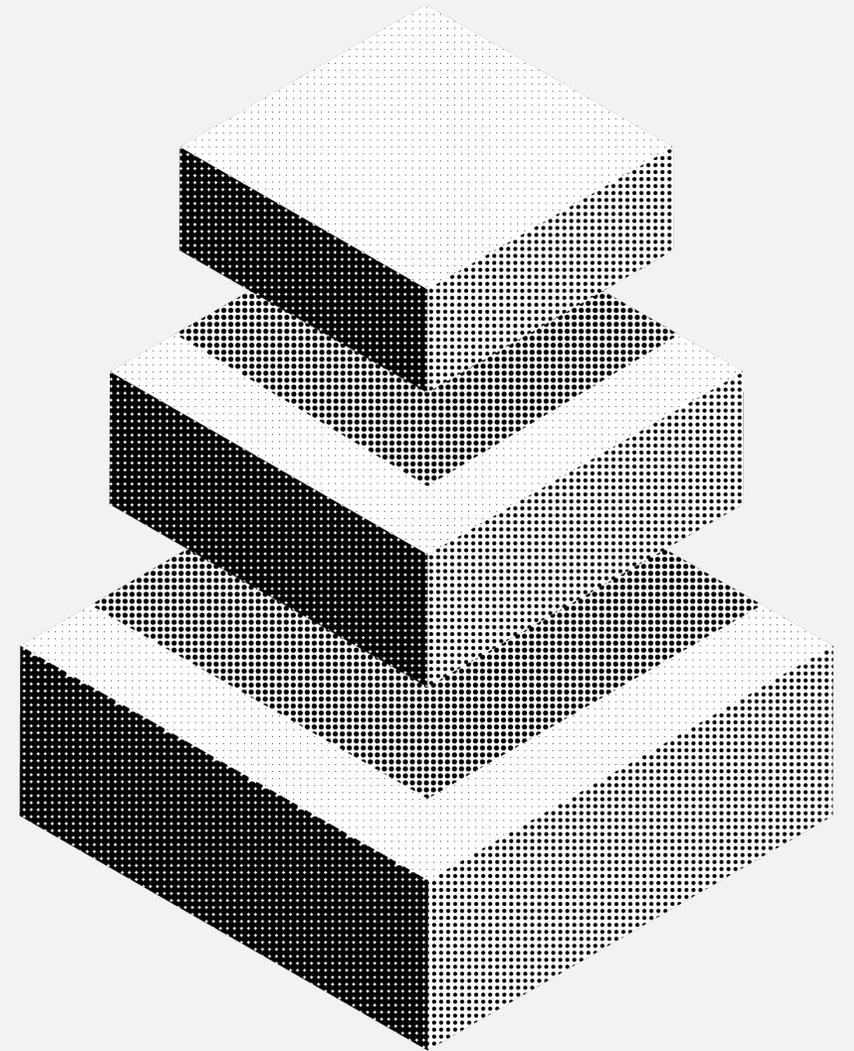
Identity as a Primary Cloud

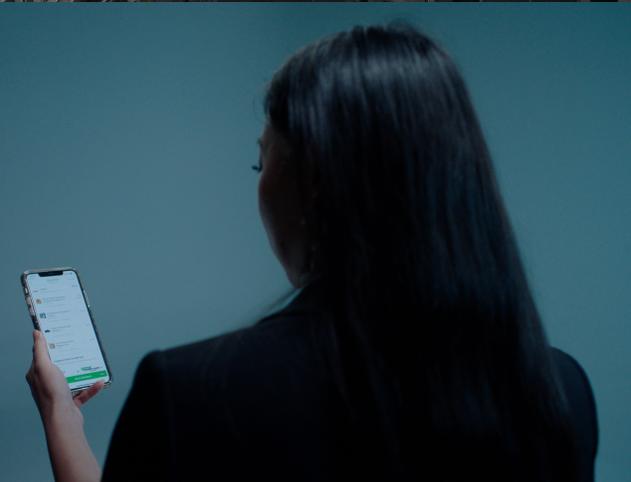
Todd McKinnon

Chief Executive Officer & Co-Founder

April 7, 2021

okta





Okta addresses

Key areas C-suite cares most about

1

Driving
innovation

2

Reducing
costs

3

Simplifying
operations

4

Accelerating
growth

5

Mitigating the
risk of breaches

6

Future
proofing

More than
10,000 of
the world's
most valued
global brands
trust Okta



Okta's Vision

Enable everyone
to safely use
any technology

Okta powers
identity for
the internet

okta Identity Cloud

PACKAGED PRODUCTS

Platform

PROGRAMMABLE COMPONENTS

PLATFORM SERVICES

The new primary cloud



The new primary cloud

Solves even
more identity
challenges

okta Identity Cloud



okta

Privileged Access



okta

Identity Governance

okta



auth0

Okta's large addressable market

Total Workforce
\$50B

IGA + PAM
\$15B

Workforce Identity
\$35B

+

Customer Identity
\$30B

=

Total TAM of
\$80B

Today's speakers



Auth0 Fireside Chat
Eugenio Pace
CEO & Co-Founder



Product Update
Diya Jolly
Chief Product Officer



Go-to-Market Update
Susan St. Ledger
President, WW Field Ops



Financial Update
Mike Kourey
Chief Financial Officer



Customer Success
Frederic Kerrest
EVC, COO & Co-Founder



Zoom
Harry Moseley
Global CIO



Fox
Paul Cheesbrough
CTO & President of Digital



Engie
Claude Pierre
Deputy Group CIO

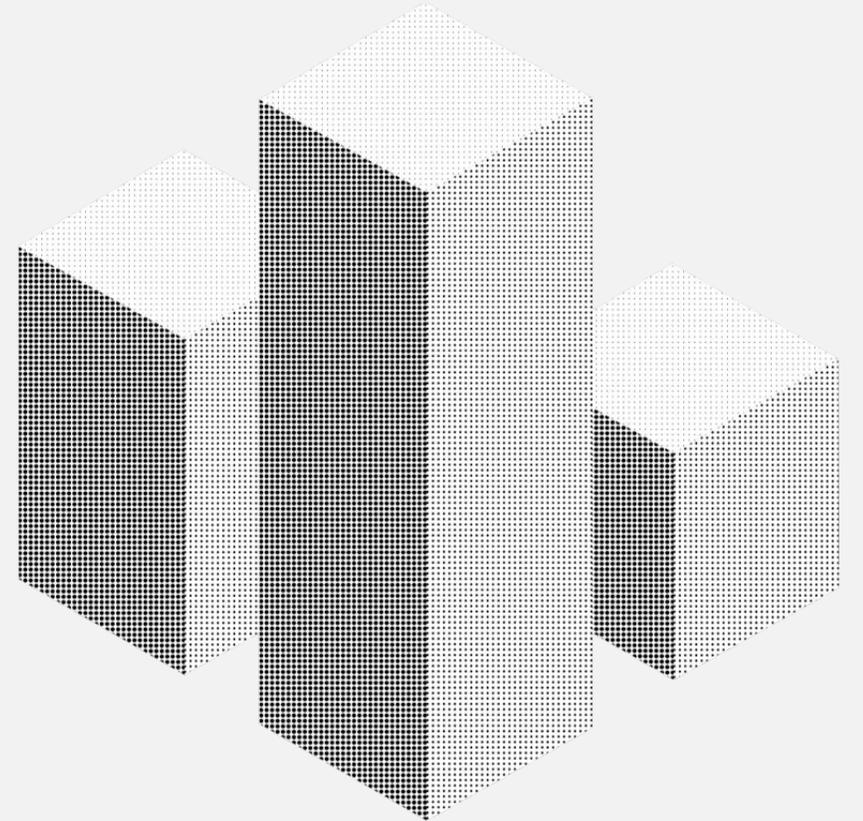
Investor Day FY22 Product Update

Diya Jolly

Chief Product Officer

April 7, 2021

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Primary clouds
are growth
enablers

Primary clouds

Infrastructure

CRM

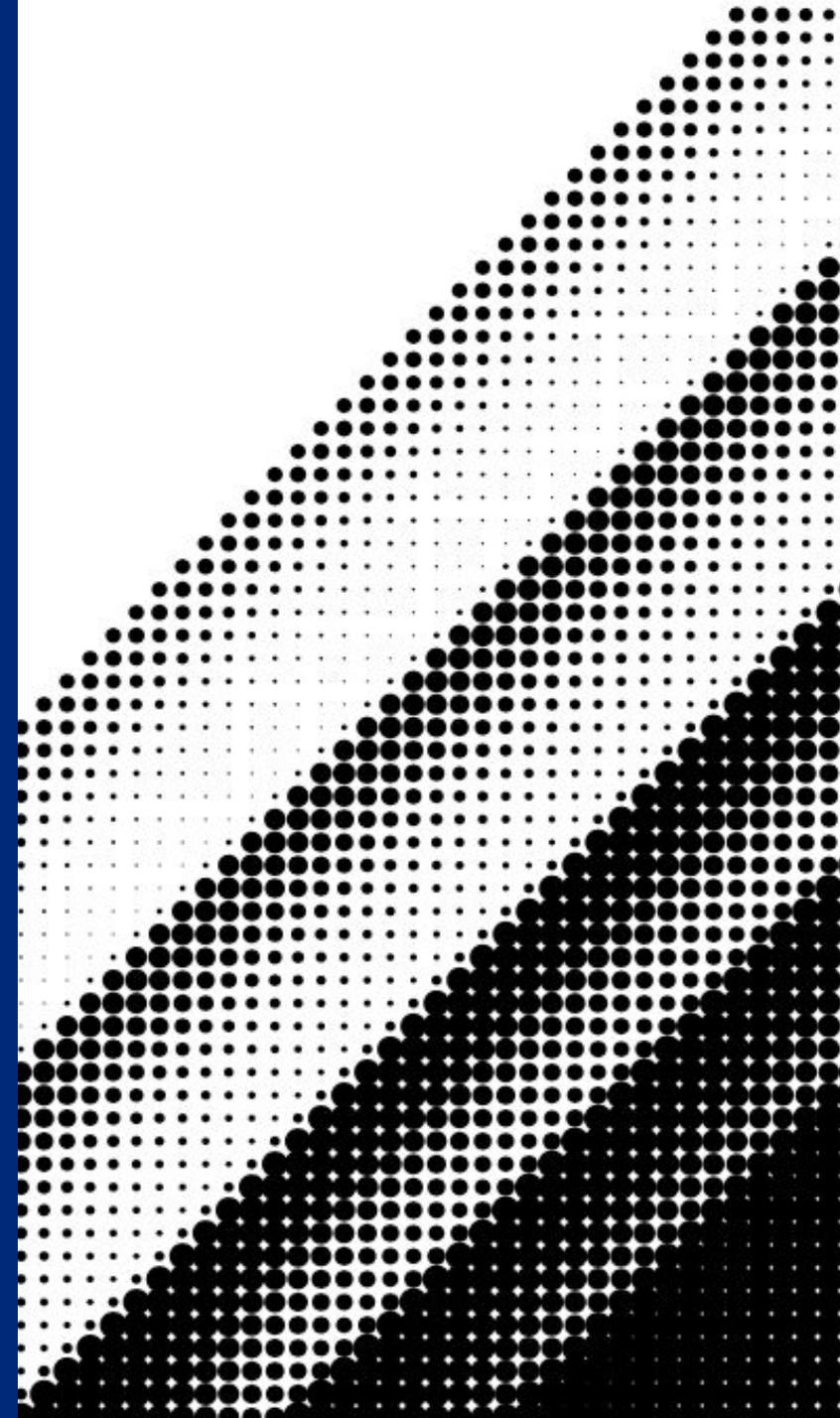
Collaboration

HR

ERP

01

The journey of identity



TRADITIONAL

Workforce Identity

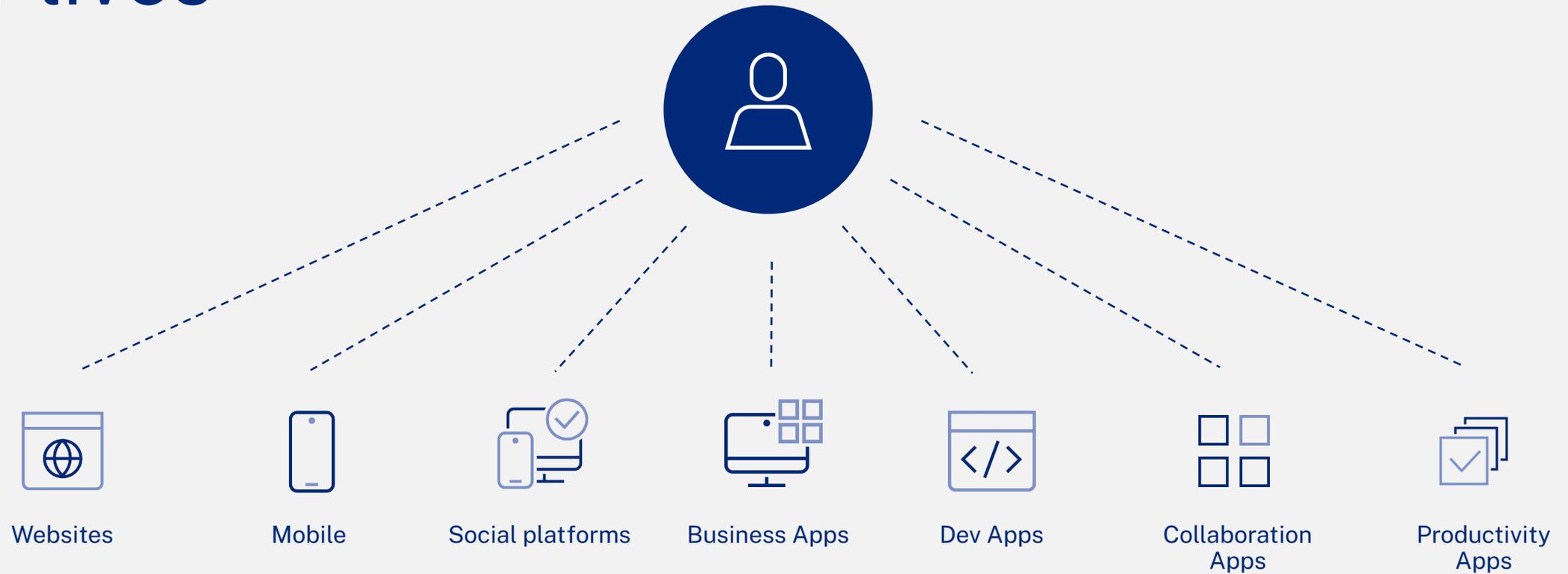
Resource-intensive and
non-scalable solutions

TRADITIONAL

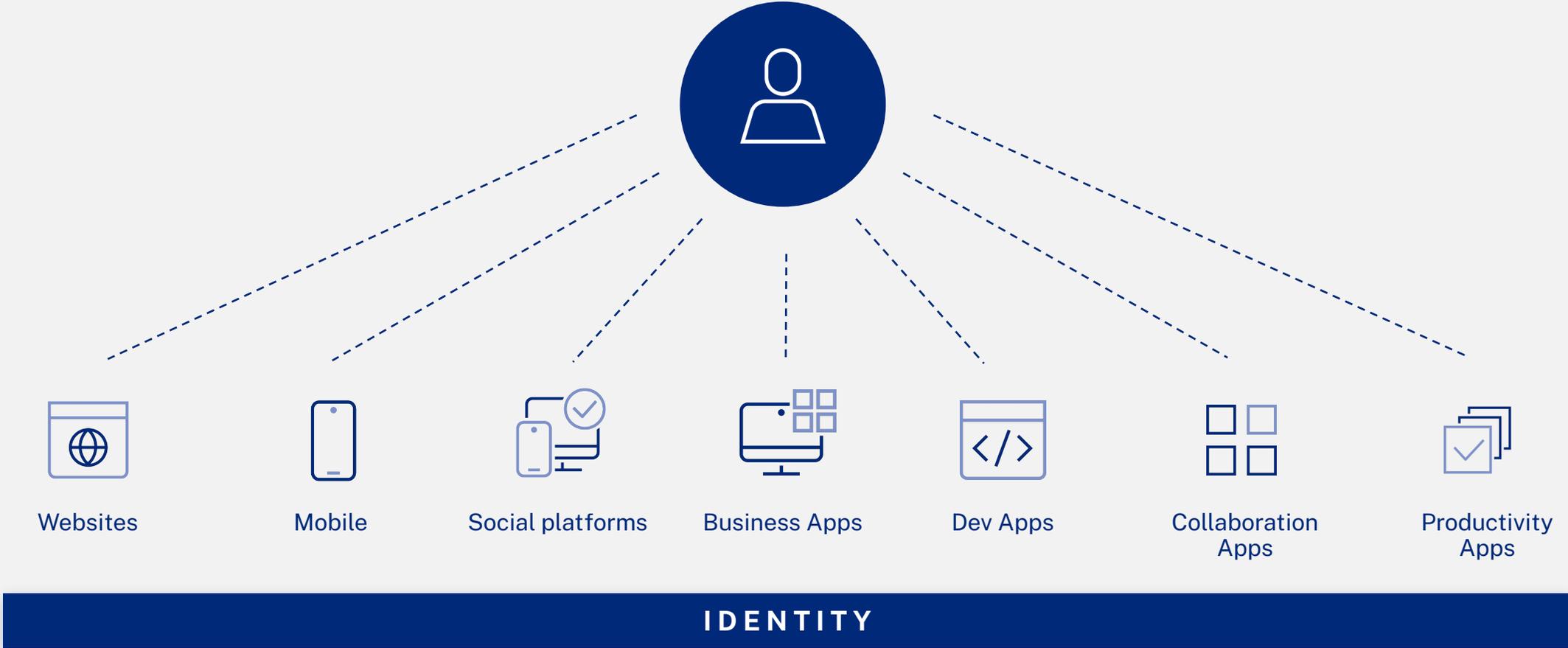
Customer Identity

An afterthought solved
by homegrown solutions

Digital disruptions have transformed our lives



Identity is part of every digital touchpoint



Identity has dramatically transformed into a primary consideration

HIGHER PRODUCTIVITY

**CONSISTENT AND
FRICTIONLESS EXPERIENCES**

SECURE ACCESS



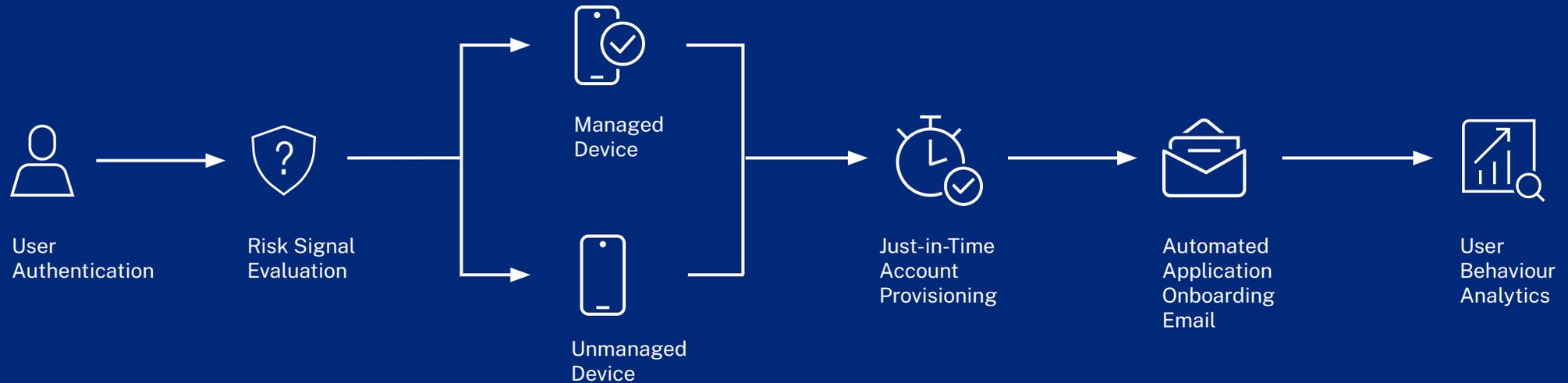
ally

02

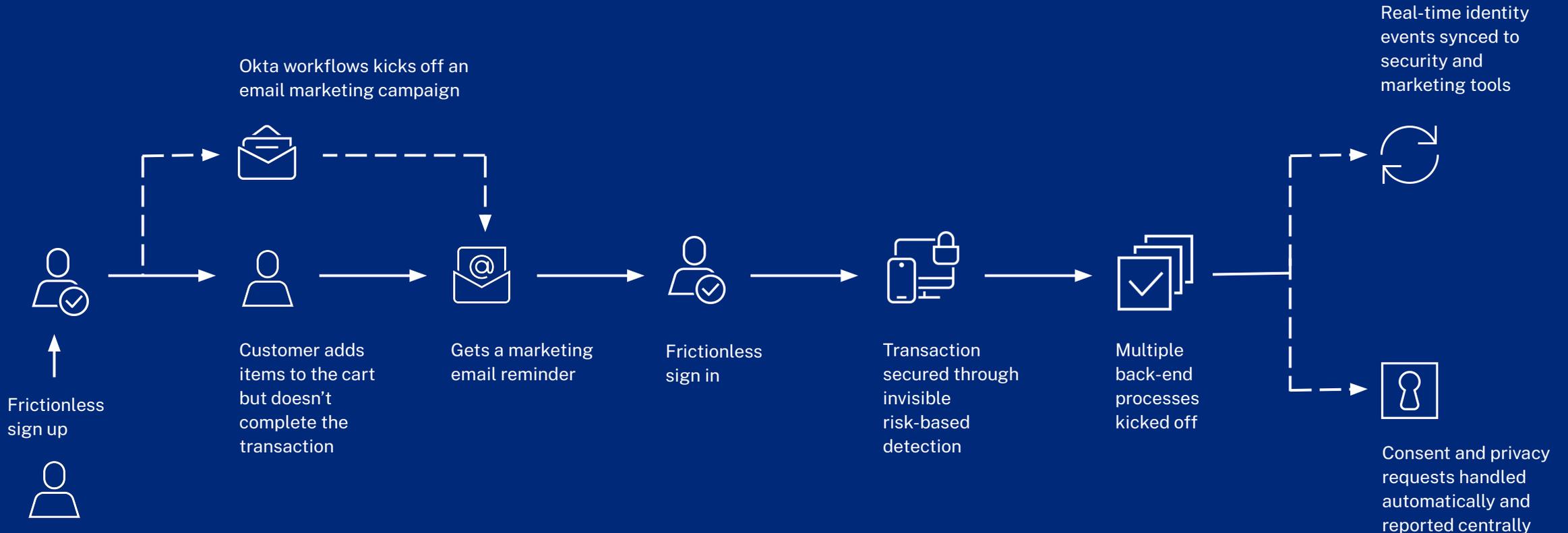
Identity is a primary cloud

An identity cloud to solve every use-case

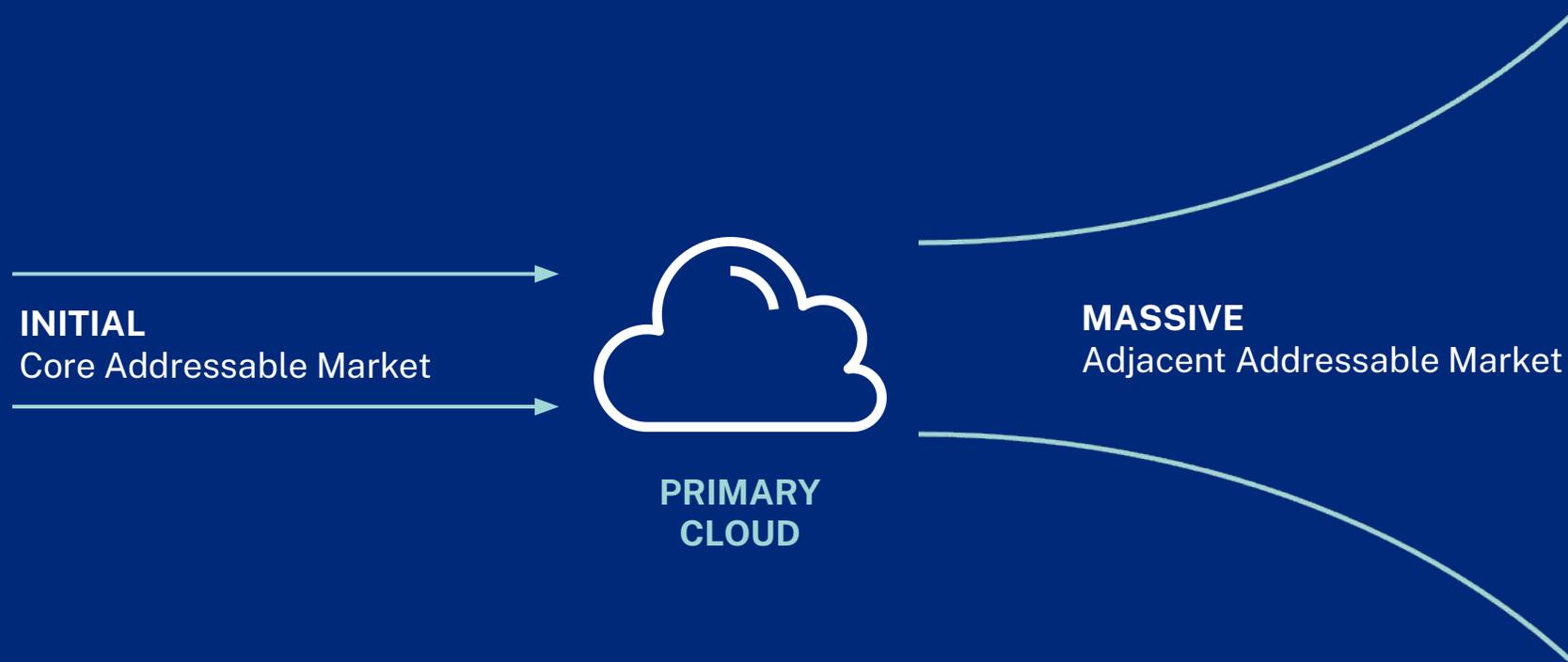
Delivering a secure and frictionless **Workforce** experience



Delivering a secure and frictionless Customer experience



Primary clouds address huge markets



There is a massive future for identity

MASSIVE
Adjacent Addressable Market

Workforce Identity
Customer Identity



OKTA
IDENTITY
CLOUD

Identity
Identity Governance
Privileged Access

Analytics & Insights
Security Analytics
Behavioral Biometrics

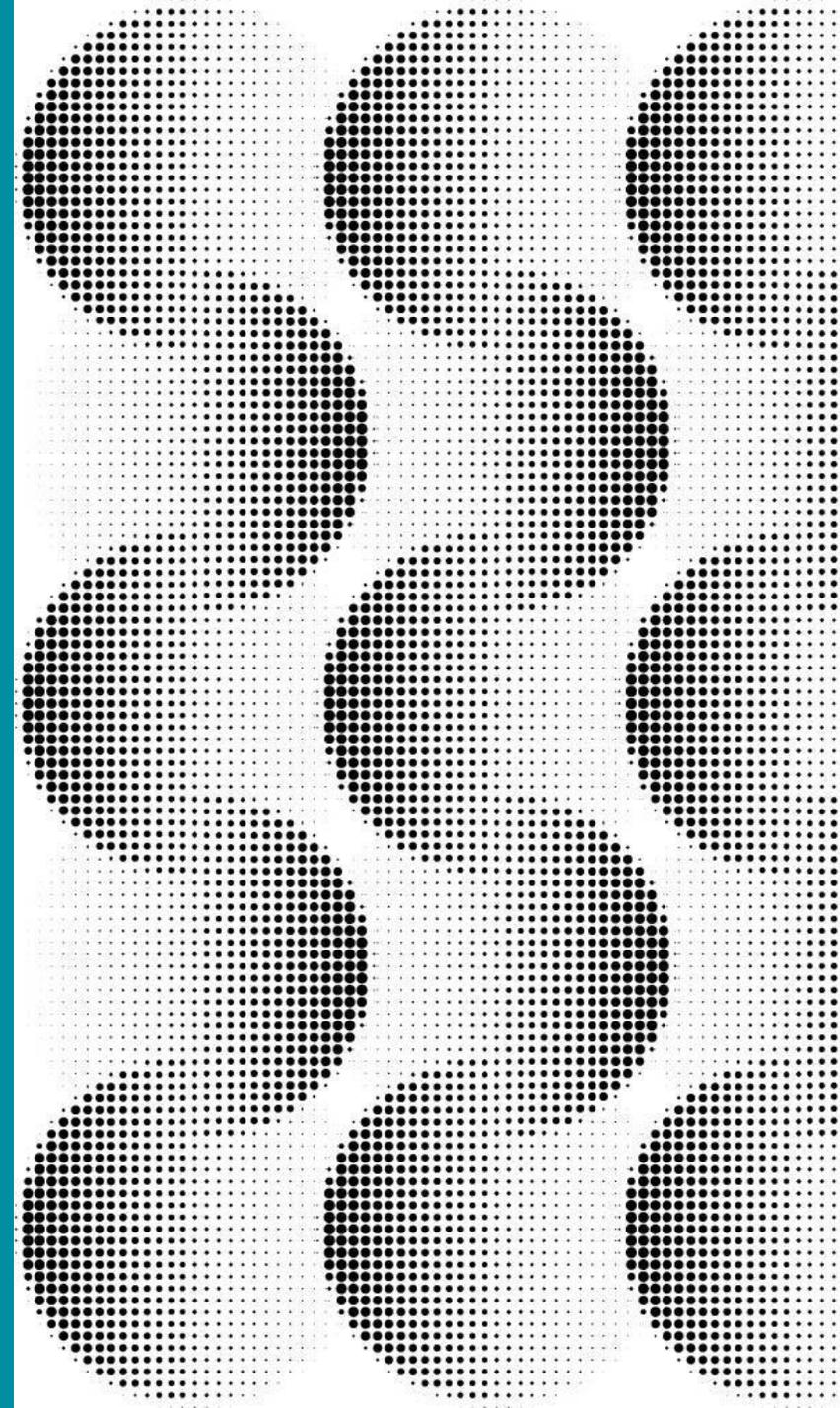
**Privacy & Consent
Management**

Identity Proofing & Affirmation
Anti-Fraud
Identity Proofing
Background Check

Security
Zero Trust Network Access
Password Management
Secure Access Service Edge
IoT Security
SaaS Management

03

Okta's journey ahead



okta Identity Cloud

PACKAGED PRODUCTS

Workforce and CIAM

okta Identity Platform

PROGRAMMABLE COMPONENTS

PLATFORM SERVICES

Insights

Identity Engine

Devices

Directories

Integrations

Workflows

okta Identity Platform

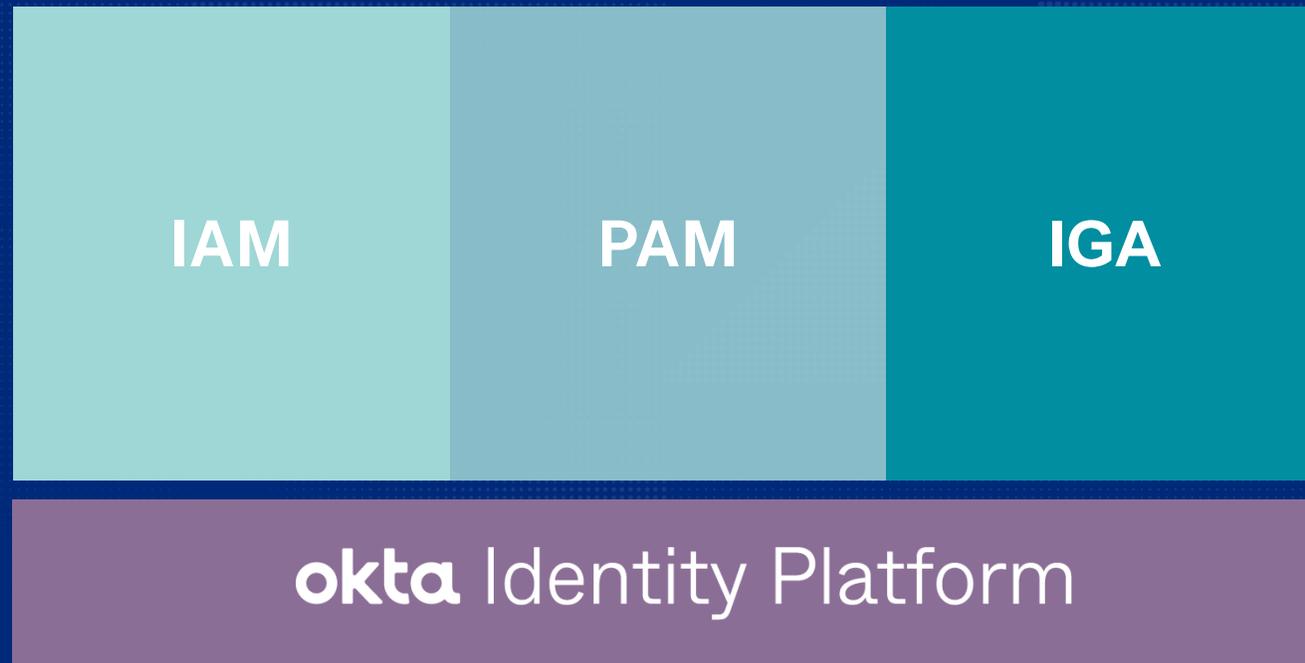
Unified

Extensible

Integrated

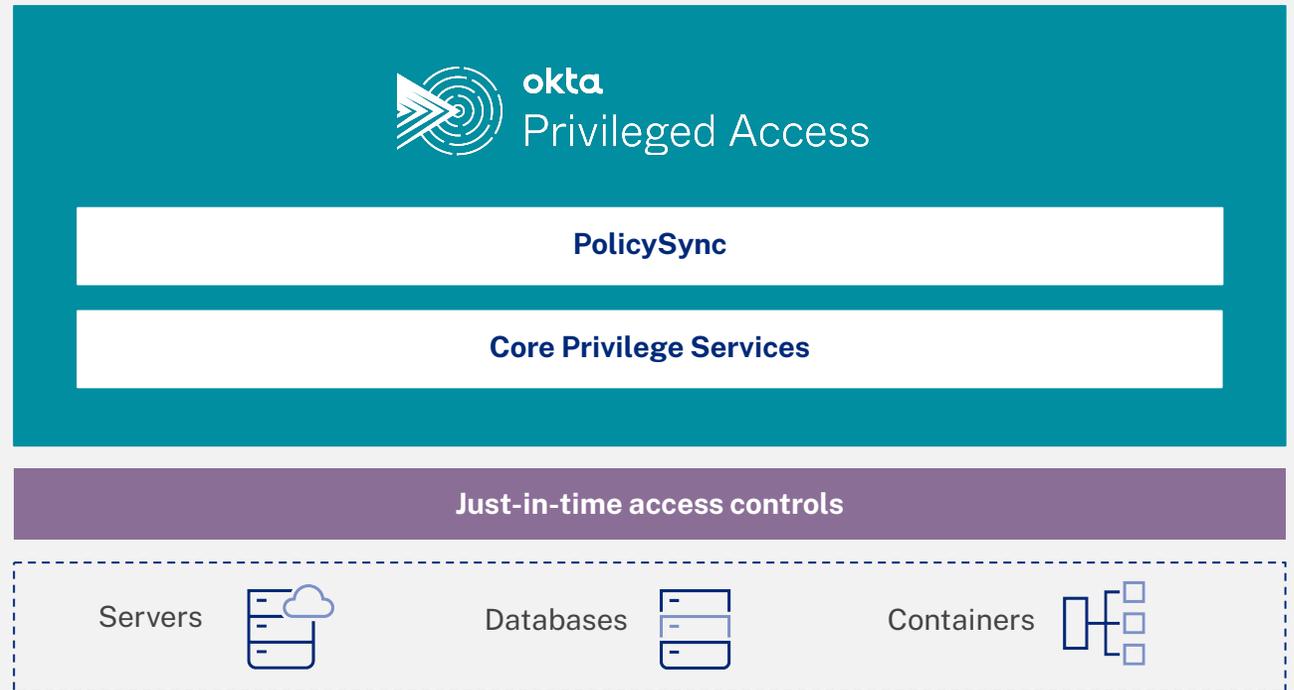
A unified platform

Entering PAM and IGA markets



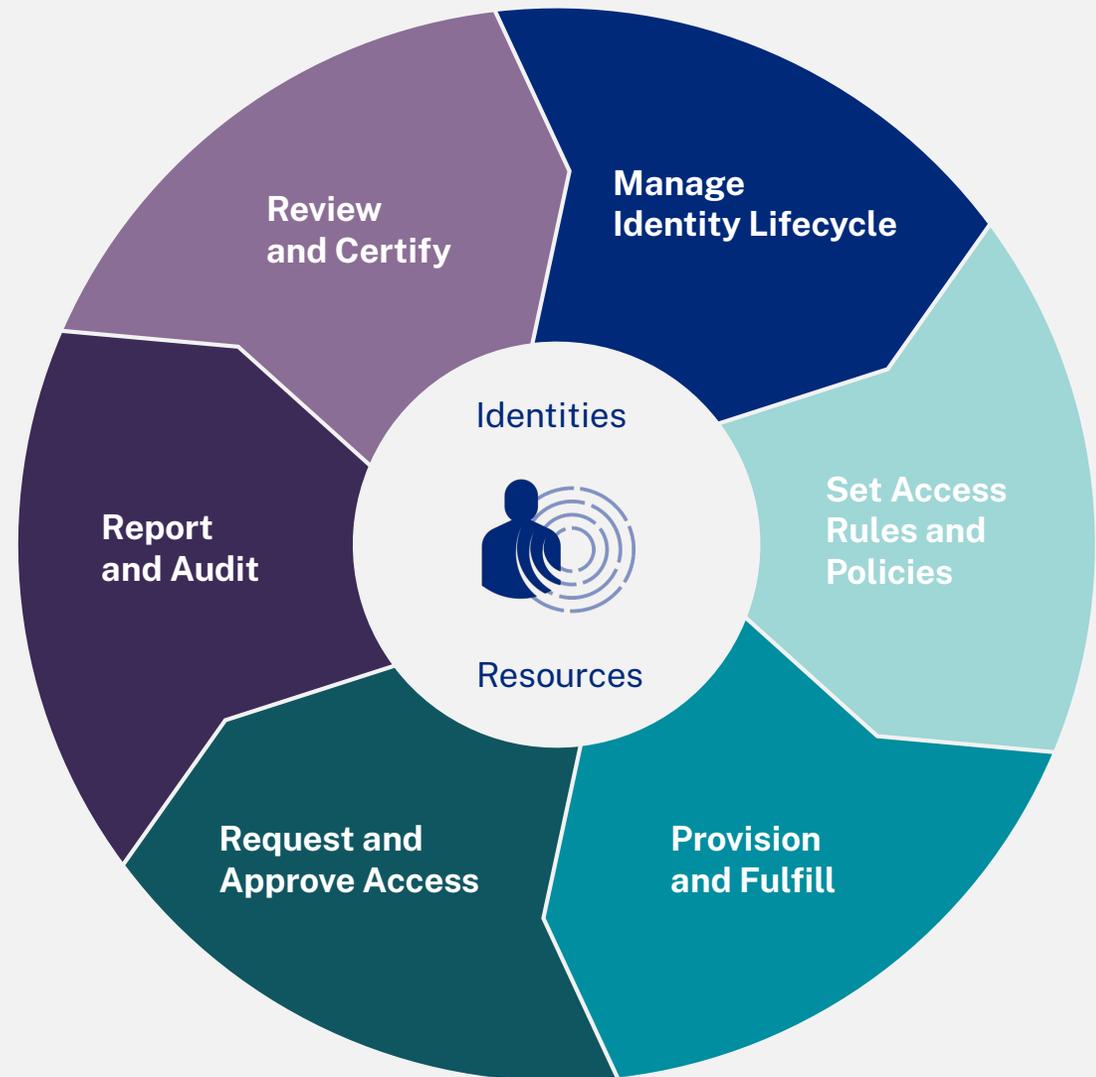
Okta Privileged Access

- Just-in-time access for Linux & Windows servers
- Flexible least privilege access policy model
- Session capture and logging for SSH & RDP
- Planned support for databases, and Kubernetes



Okta Identity Governance

- Lifecycle Management
- Access Requests
- Access Certifications
- Audit Reporting



An extensible platform

Okta Developer Experience: simple and frictionless

Okta's platform and APIs ensure the easy way is the fast and right way



SDKs



Tools



Integrations



Documentation & Best Practice



Standards

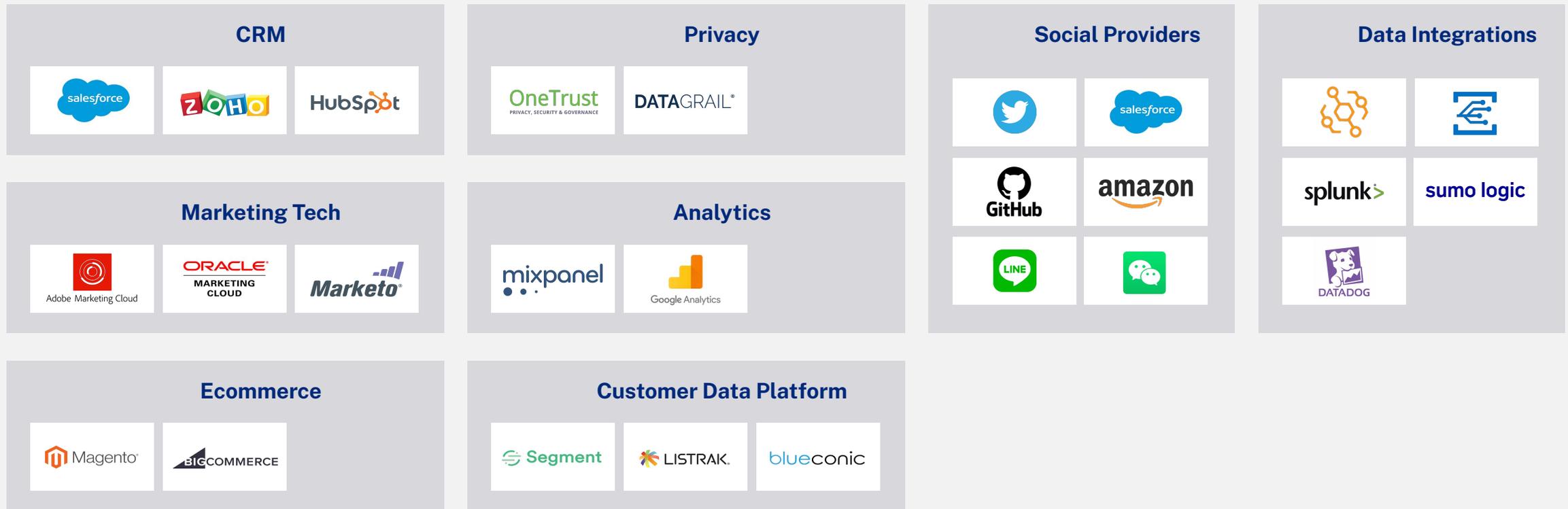
okta



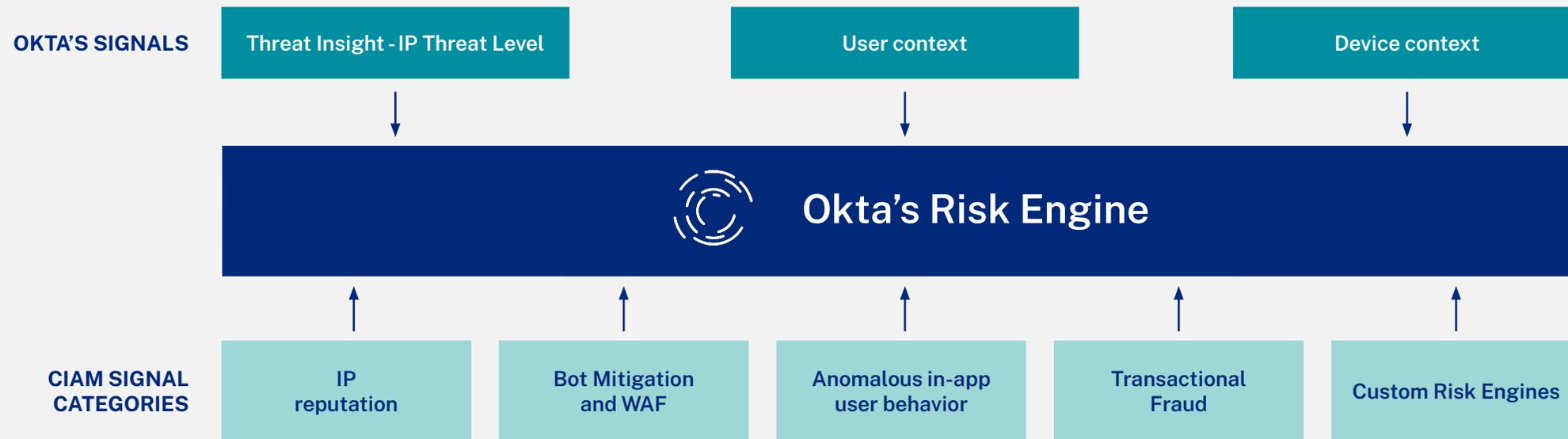
auth0

An integrated platform

A rich Okta Integration Network for complex Customer Identity use cases



Connect to the fraud and risk ecosystem with the Risk Ecosystem API



Partner Examples



Okta Workflows for Customer Identity

Registration &
Identity Creation



The Okta economy

BUILDING THE OKTA ECONOMY

Today

 **Productiv™**

YOUATTEST

WorkOS

Aquera

ZEROTECH

ZYLO

 **Indent**

Proactive

Tomorrow

**SaaS
Management
Apps**

**Business
Automation
Apps**

**New
Templates**

**System
Integrations**

**New
Connectors**

SIEM Apps

**Security
Apps**

**Analytics
Apps**

**and
more...**



Harry Moseley
Global Chief Information Officer



Frederic Kerrest
Executive Vice Chairman, COO & Co-Founder



WORKFORCE IDENTITY

STRATEGIES

- Deliver agility & flexibility across cloud and on-prem environments
- Simplify and automate IT processes
- Implement a Zero Trust security model
- Enhance employee mobility & productivity

PROJECTS

- Apply secure access controls to servers
- Deploy MFA to global workforce
- Enable remote access to servers
- Automate user on/off-boarding for apps and servers

PRODUCTS

- Single Sign-On
- Adaptive Multi-Factor Authentication
- Advanced Lifecycle Management
- Advanced Server Access

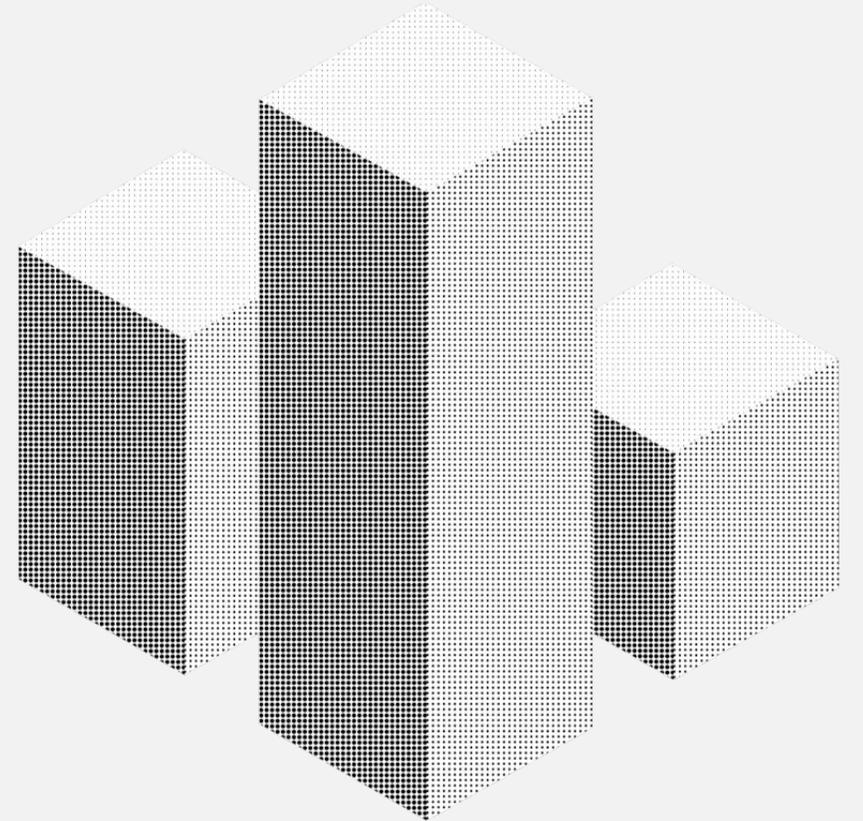
Investor Day FY22 Go-To-Market Update

Susan St. Ledger

President, Worldwide Field Operations

April 7, 2021

okta



Why I joined Okta

01

Market opportunity:

Identity is the new
primary cloud

02

Customer centricity:

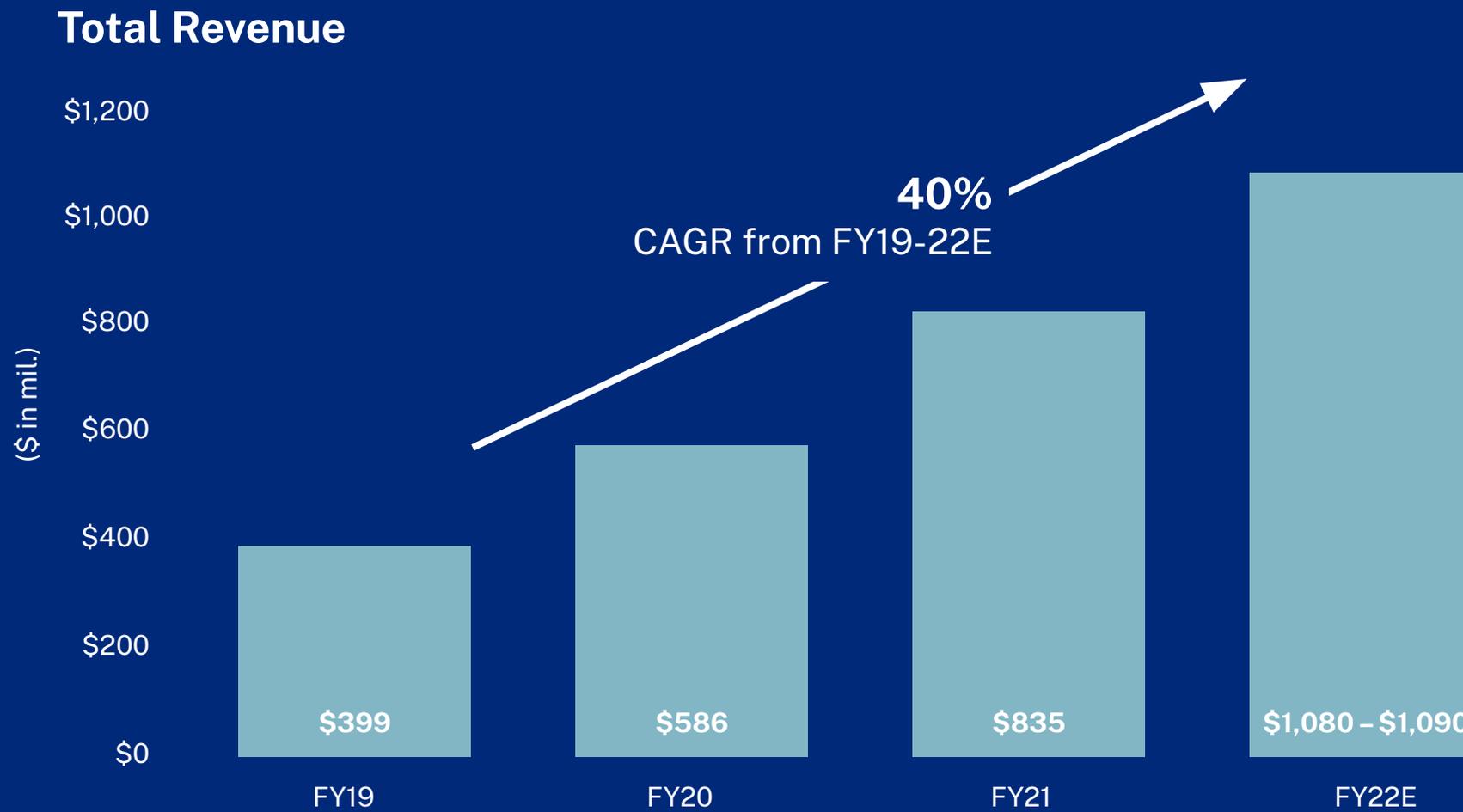
“Love our customers”
is Okta’s #1
corporate value

03

High-growth:

To \$2 billion
and beyond

Strong revenue growth



The new primary cloud



okta Identity Cloud



Infrastructure



ERP



CRM



Collaboration



HR

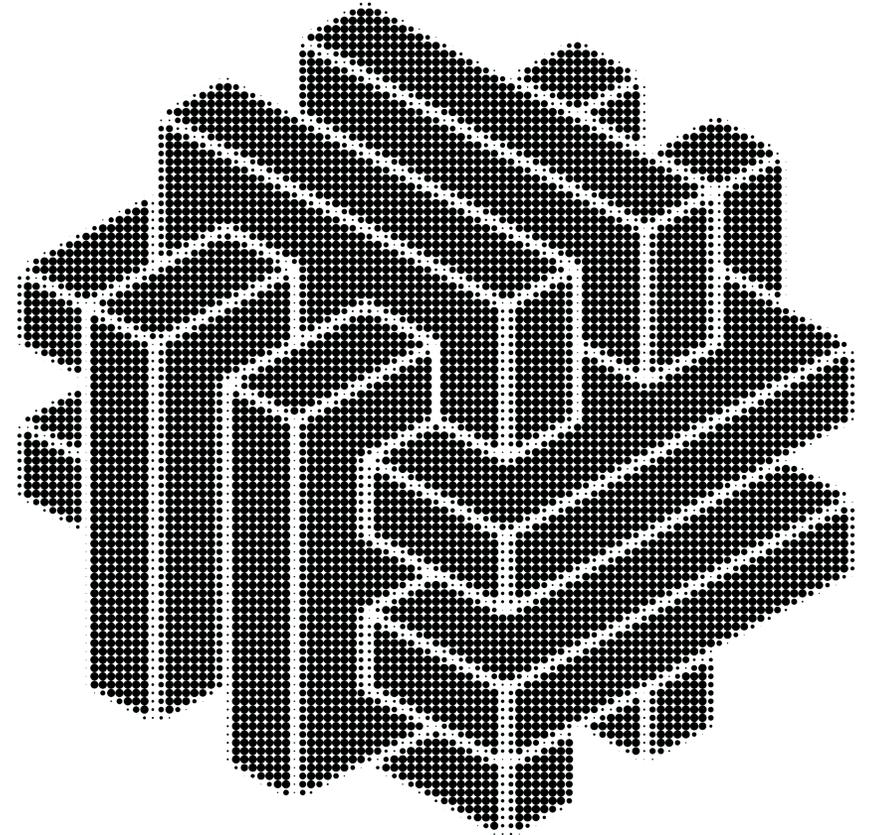
Win with Okta as the world's most valuable identity platform

Unified | Extensible | Integrated

okta

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Customer identity opportunity



okta



auth0

Go-to-market strategy

Innovation in new areas

New logo
acquisition

Expand with
existing customers

International
growth

Customer success

New logos added in FY21



Expanded in FY21



Legacy environment and digital native customers

Legacy environment



Digital native



MCKESSON





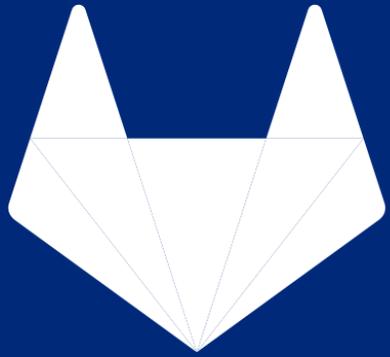
SMB, Enterprise and Global 2000 customers

SMB

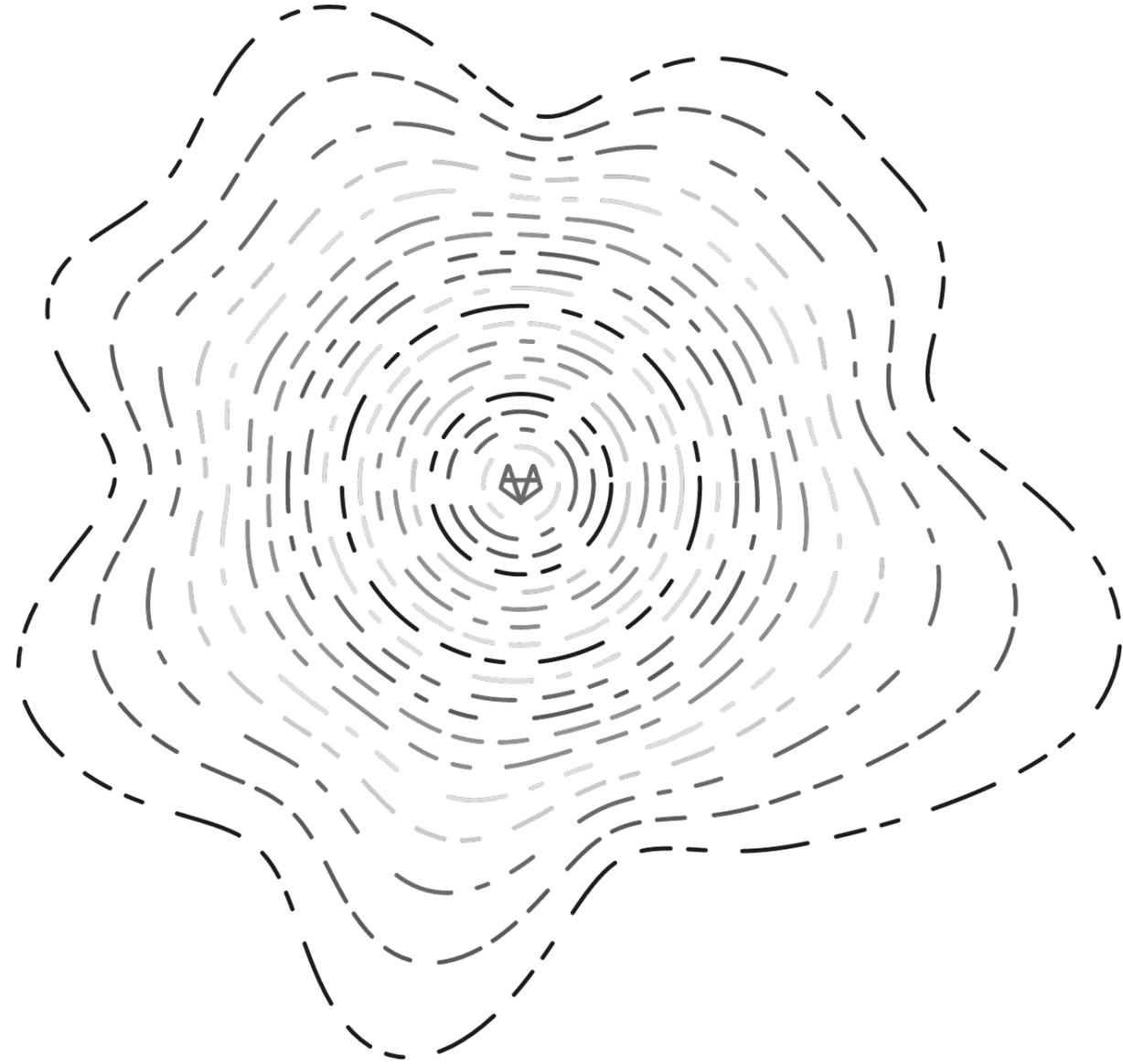


Enterprise





GitLab



SMB, Enterprise and Global 2000 customers

SMB



Enterprise



T Mobile™

okta



FedEx



Customers across industries

Health



Technology



Finance



Manufacturing + Energy



Transportation



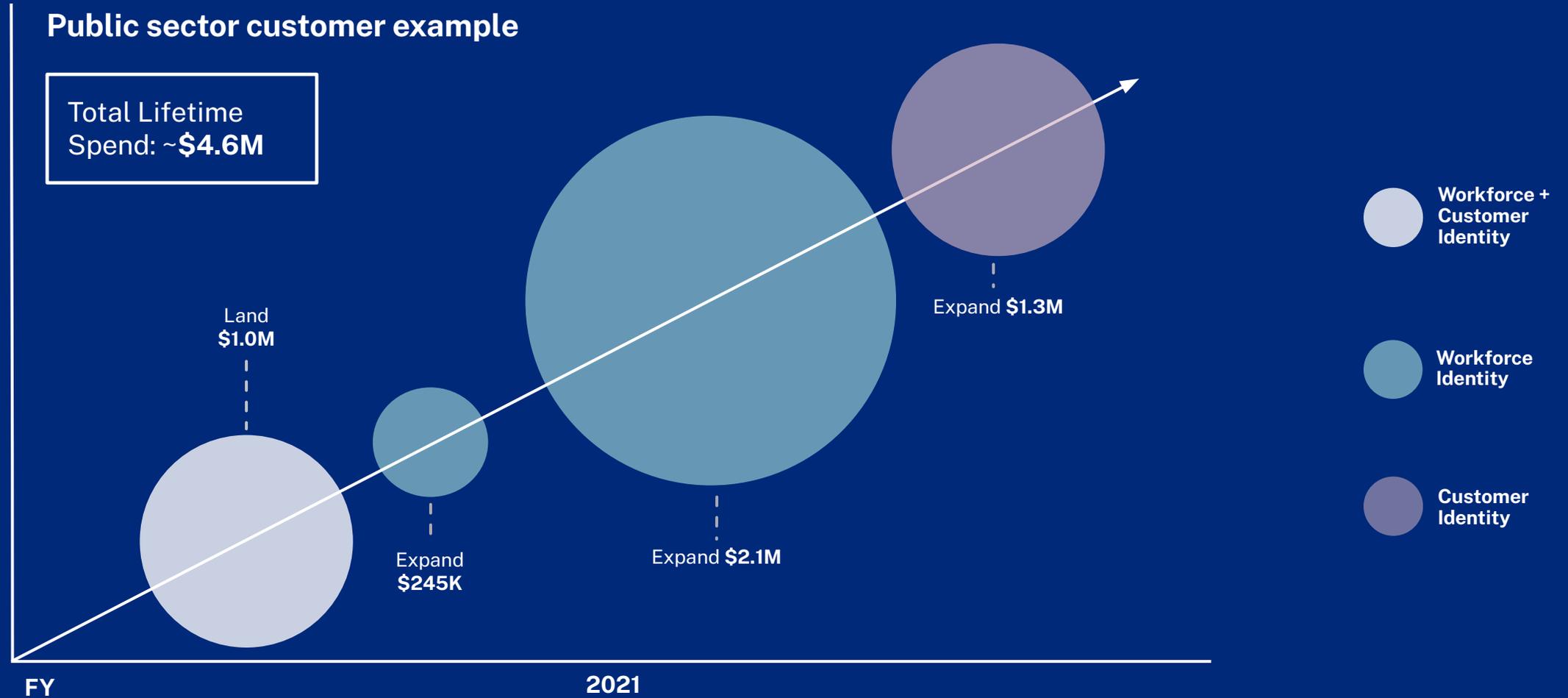
Media



 athenahealth

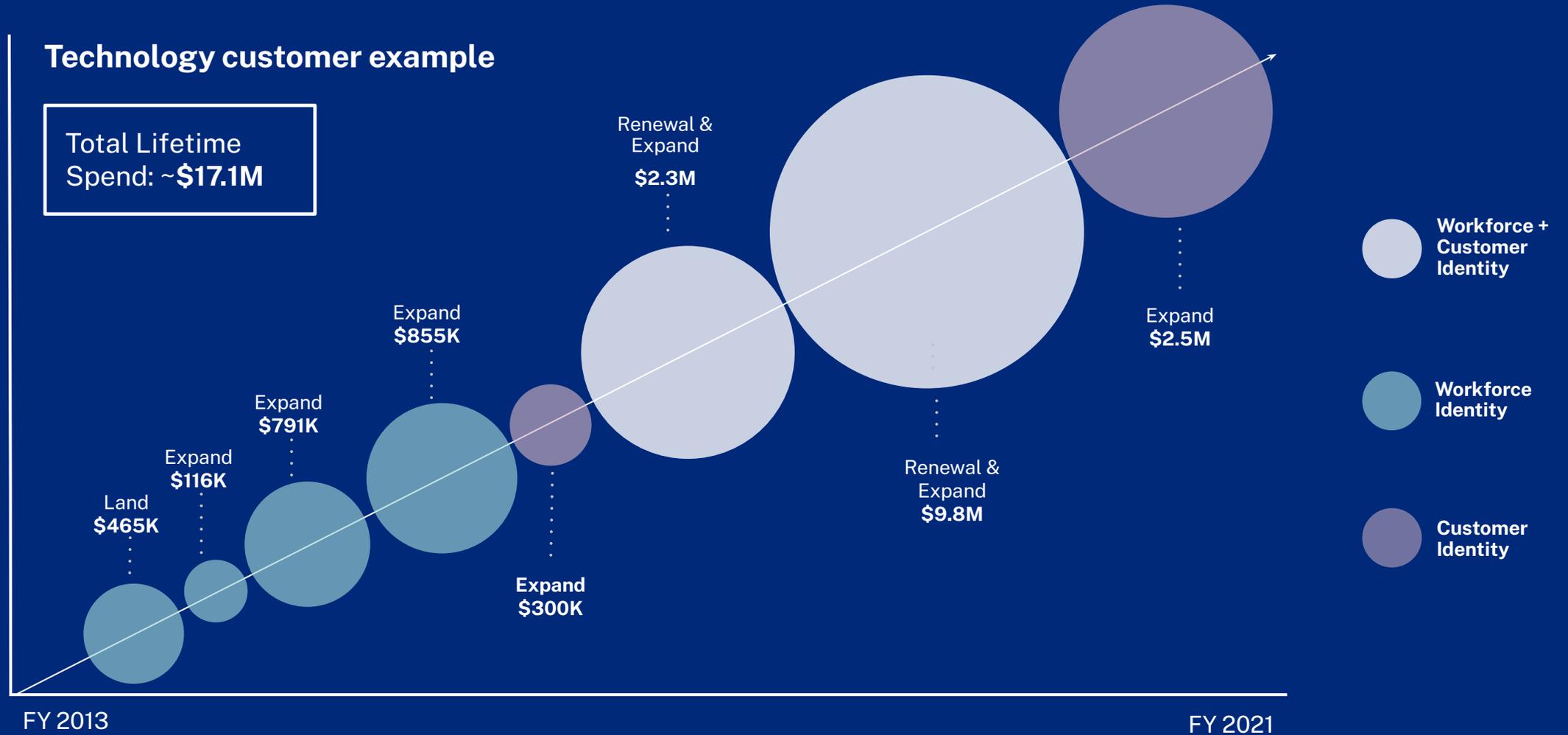


Land and expand model



Note: Circles indicate total contract value. Graph not drawn to scale.

Land and expand model



Note: Circles indicate total contract value. Graph not drawn to scale.

Go-to-market strategy

Innovation in new areas

New logo
acquisition

Expand with
existing customers

International
growth

Customer success

A faint, light blue outline of a world map is centered in the background of the slide. The map shows the continents and major landmasses.

Continued focus on international growth

Growing partnerships to expand our global customer base



Accelerating our growth with new leadership



Steve Rowland,
Chief Revenue Officer



Kendall Collins,
Chief Marketing Officer

My priorities

01

Identity is the new
primary cloud

02

Customer success

03

Scale and global
expansion



Paul Cheesbrough

Chief Technology Officer & President of Digital



Frederic Kerrest

Executive Vice Chairman, COO & Co-Founder



WORKFORCE + CUSTOMER IDENTITY

STRATEGIES	PROJECTS	PRODUCTS
<ul style="list-style-type: none"> - Adopt a Zero Trust security model - Enhance mobility and productivity for employees, contractors, and partners - Deliver modern, secure customer experiences at scale 	<ul style="list-style-type: none"> - Deploy Adaptive MFA company wide - Reduce friction with risk-based authentication - Accelerate best of breed app deployment - Deliver seamless customer experiences, from registration through access 	<p>Single Sign-On, Adaptive Multi-Factor Authentication, Advanced Lifecycle Management, API Access Management, Universal Directory</p> <p>Authentication, Authorization, User Management, Adaptive Multi-Factor Authentication, Lifecycle Management, API Access Management, B2B Integration, DynamicScale</p>



Claude Pierre
Deputy Group Chief Information Officer



Frederic Kerrest
Executive Vice Chairman, COO & Co-Founder



WORKFORCE + CUSTOMER IDENTITY

STRATEGIES	PROJECTS	PRODUCTS
<ul style="list-style-type: none"> - Build tailored customer experiences - Collaborate with partners and business customers - Implement a Zero Trust security model - Optimize M&A integrations 	<ul style="list-style-type: none"> - Connect enterprise identities - Modernize customer apps and portals - Unify customer identities across channels - Automate user on/off-boarding 	<p>Single Sign-On, Adaptive Multi-Factor Authentication, Advanced Lifecycle Management, API Access Management, Universal Directory</p> <p>Authentication, Authorization, User Management, Adaptive Multi-Factor Authentication, Lifecycle Management, API Access Management</p>

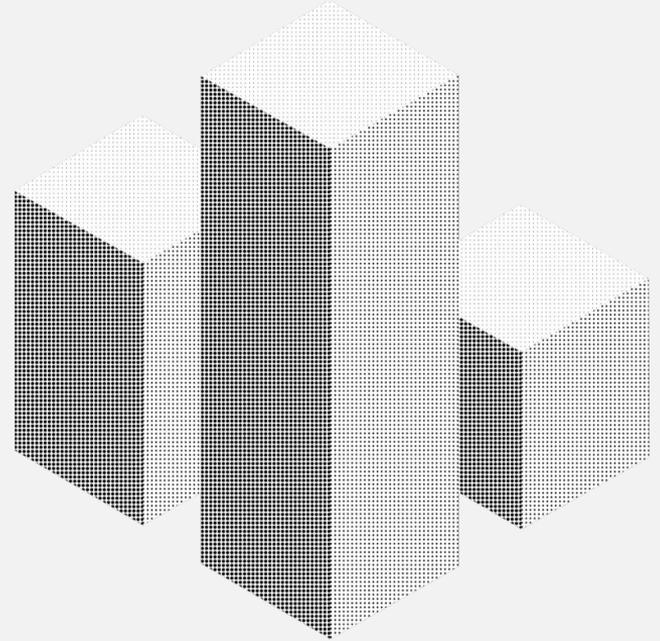
Investor Day FY22 Financial Update

Mike Kourey

Chief Financial Officer

April 7, 2021

okta



Why I joined Okta

Early stages of Identity becoming a Primary Cloud

Opportunity to join a high growth, highly innovative company

Exceptional team and culture of authenticity, transparency and winning mindset

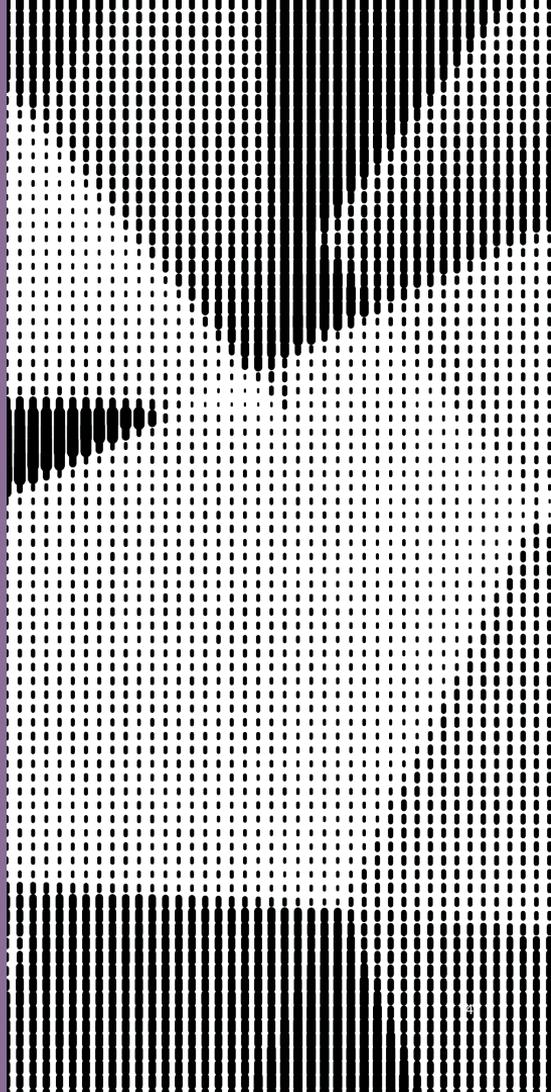
Key takeaways

Strong foundation
for growth at scale

Large addressable
markets with
multiple growth
vectors

Attractive long-term
financial profile

Strong foundation for growth



Strong foundation for growth

Consistent execution at scale

43%

Revenue y/y growth¹

49%

Total RPO y/y growth¹

121%

TTM dollar-based net retention rate^{1,2}

78%

FY21 total **non-GAAP gross margin**, up 110 bps y/y³

13%

FY21 **free cash flow margin**, up 710 bps y/y³

10,000

Customers at FY21-end, up >2,000 y/y

1. For fiscal year ending January 31, 2021.

2. Trailing twelve months (TTM) dollar-based net retention rate is calculated based on total ACV. See 10-K as filed with the Securities and Exchange Commission for definition.

3. See appendix for non-GAAP reconciliation.

Remaining performance obligations

1

RPO provides clear view of revenue to be recognized (i.e., backlog)

2

Current RPO removes effect of billings duration and timing

3

RPO and current RPO provides a more predictable and consistent view of business

Remaining Performance Obligations (RPO):

Noncancellable customer subscription backlog, both billed and unbilled

Current RPO:

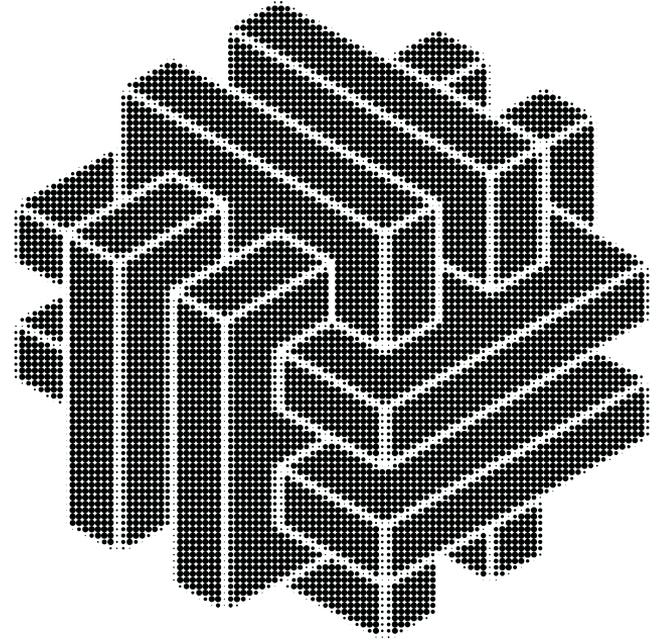
Portion of RPO that will be recognized as revenue within the next twelve months

Reiterating financial outlook¹

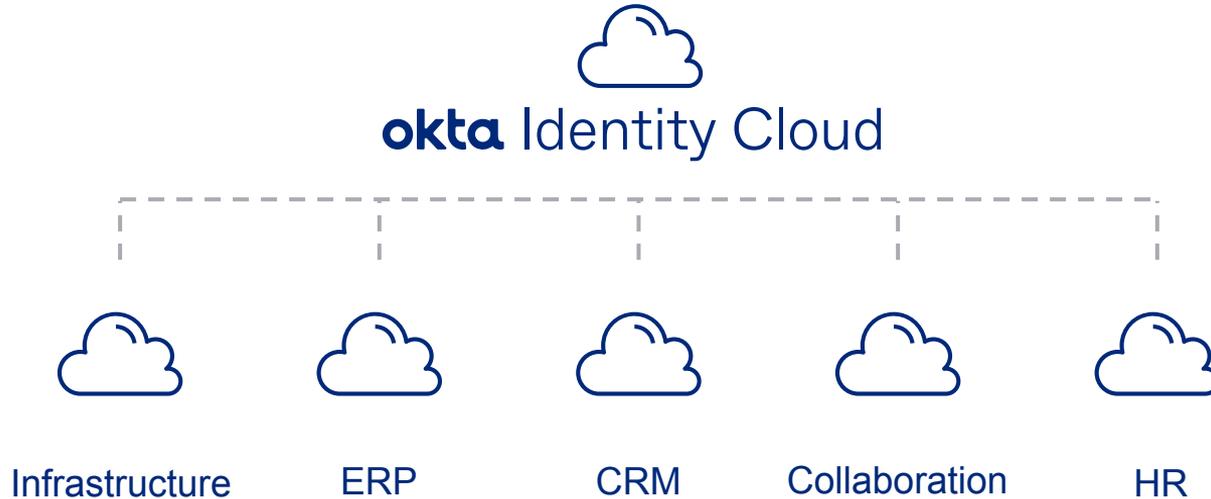
	Q1 FY22 (April 30, 2021)	Fiscal 2022 (January 31, 2022)
Total Revenue	\$237M to \$239M	\$1,080M to \$1,090M
Total Revenue Growth (Y/Y)	30% to 31%	29% to 30%
Non-GAAP Operating Loss ²	\$27M to \$28M	\$55M to \$61M
Non-GAAP Net Loss Per Share ^{2,3}	\$0.20 to \$0.21	\$0.44 to \$0.49

1. Outlook is as of April 7, 2021 and does not include any potential impact from the proposed acquisition of Auth0.
2. Okta has not reconciled its expectations as to non-GAAP operating loss and non-GAAP net loss per share to their most directly comparable GAAP measure because certain items are out of Okta's control or cannot be reasonably predicted. Accordingly, a reconciliation for forward-looking non-GAAP operating loss and non-GAAP net loss per share is not available without unreasonable effort.
3. Assumes weighted-average shares of approximately 133 million and 135 million for Q1 FY2022 and Fiscal 2022, respectively.

Large
addressable
markets with
multiple growth
vectors



The new primary cloud



Okta's large addressable market

Total Workforce
\$50B

IGA + PAM
\$15B

Workforce Identity
\$35B

+

Customer Identity
\$30B

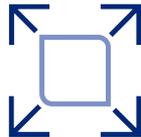
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Total TAM of
\$80B

Okta's multiple growth vectors



Innovation in platform
and network



Landing and expanding in
large enterprise



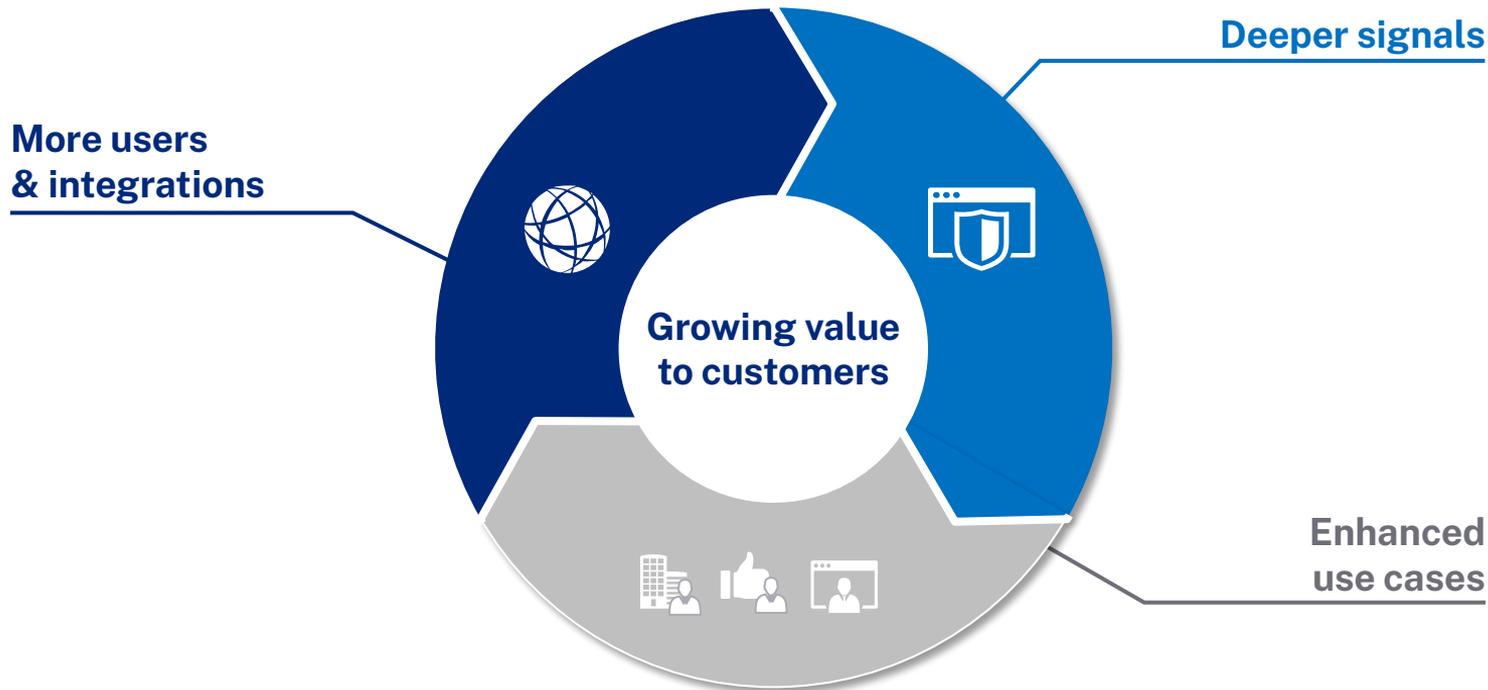
International expansion



Growing partner channel

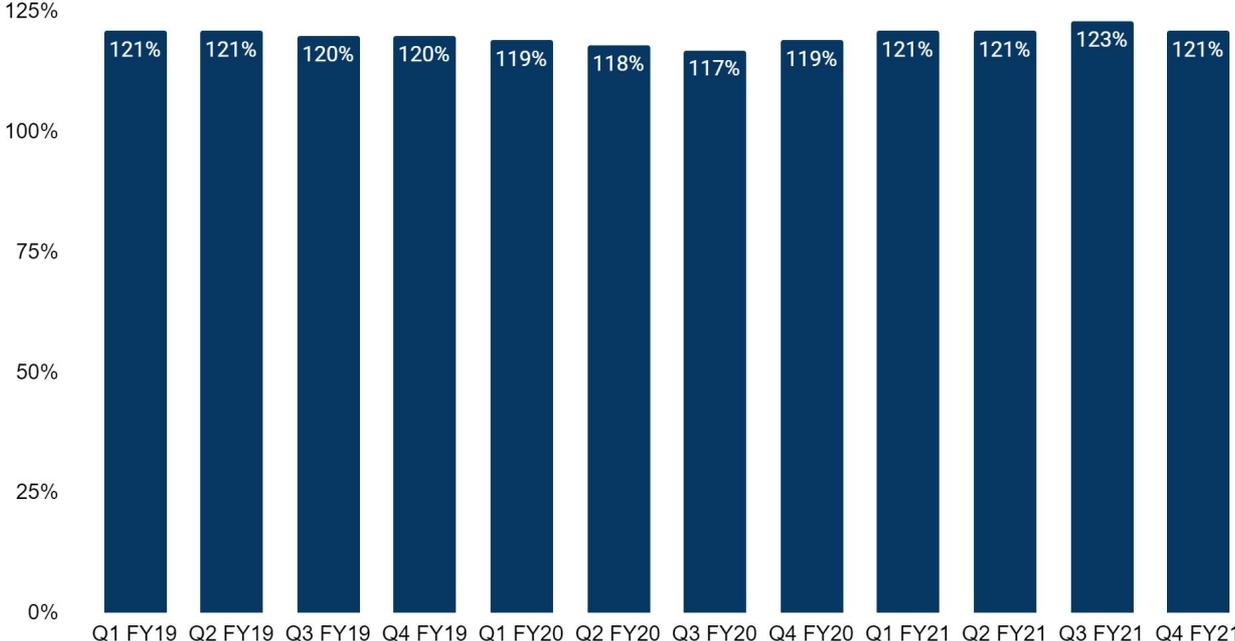
Innovation in platform and network

More users and integrations result in deeper signals and enhanced use cases



Landing and expanding in large enterprise

Consistently strong TTM dollar-based net retention rate



Key Drivers

Strong gross retention rates

Consistently robust upsell and expansion

New product introductions

Landing and expanding in large enterprise

\$500K and \$1 million ACV customer cohorts grew over 50% last year

	FY20	FY21
>\$1M Customers	83	125
<i>Y/Y Growth</i>		51%
>\$500K Customers	243	369
<i>Y/Y Growth</i>		52%
>\$100K Customers	1,467	1,950
<i>Y/Y Growth</i>		33%

Global 2000 traction

~25%

penetration of the Global 2000¹

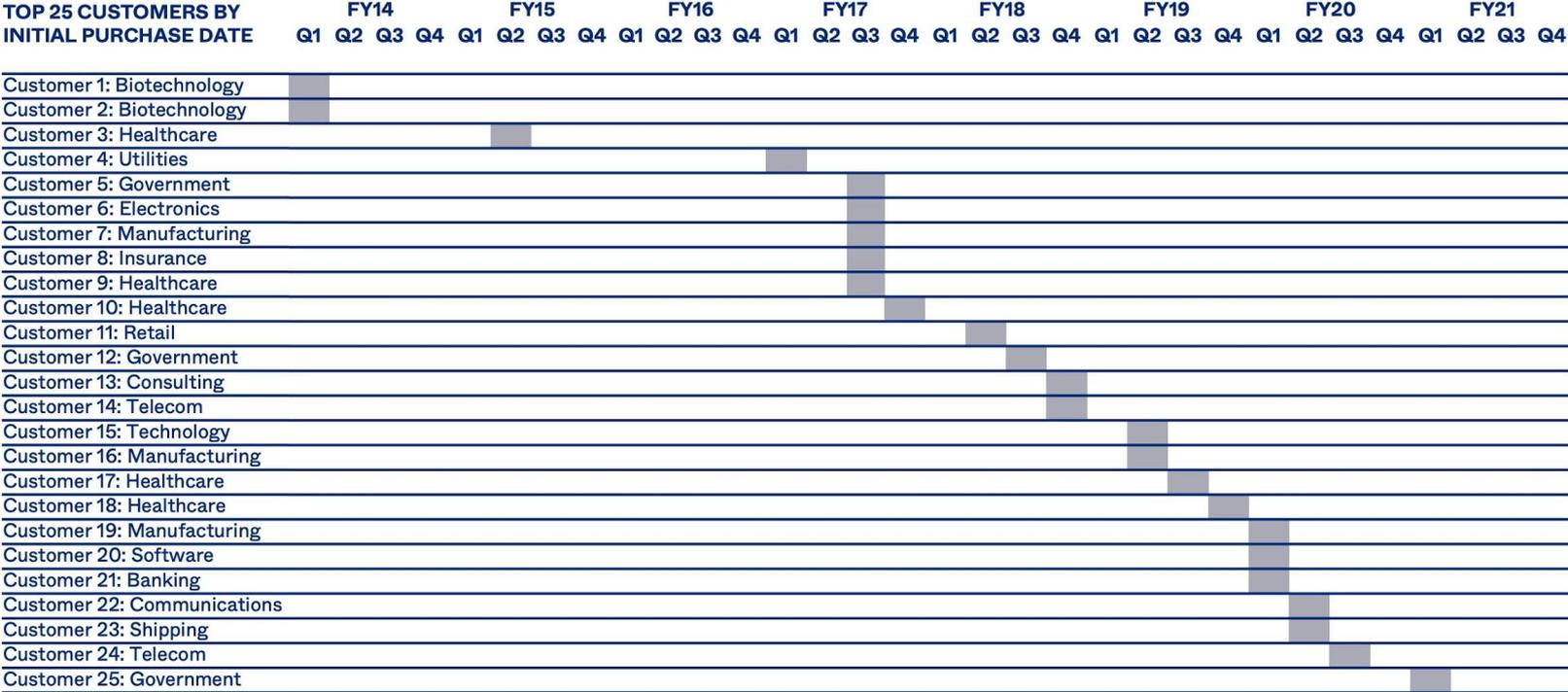
~6x

company average ACV²

1. As of Q4 FY21
2. Annual Contract Value

Landing and expanding with large enterprise customers

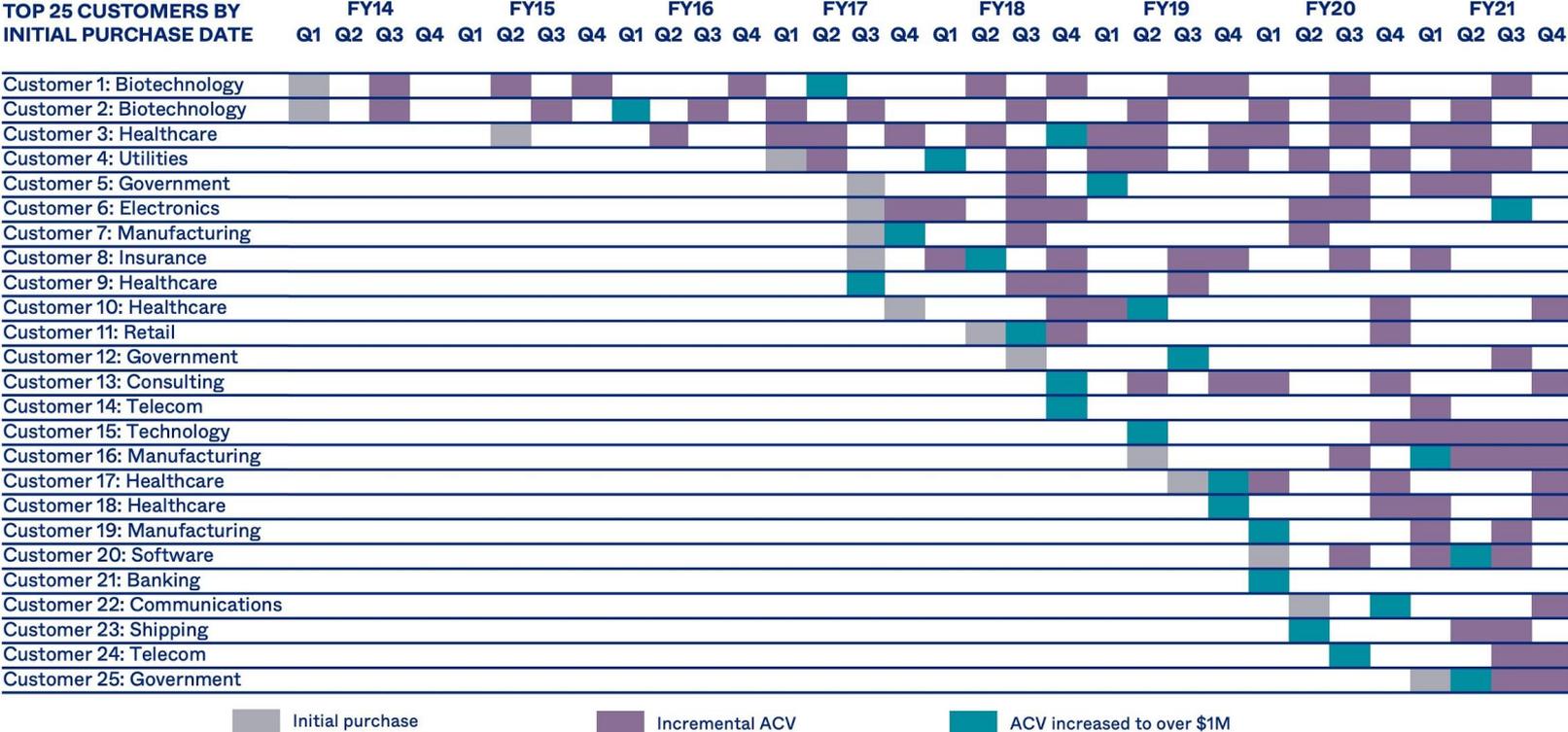
Initial land across industries



█ Initial purchase

Landing and expanding with large enterprise customers

Exceeding \$1M ACV earlier



Large opportunity internationally within Global 2000

Location of companies

	Americas	EMEA	APAC
Okta ¹	61%	21%	18%
Global 2000 ²	35%	25%	40%



International expansion by leveraging partners

Growing partnerships to expand our global customer base



okta



auth0

Significant synergy opportunities with Auth0



**Accelerated
TAM penetration**



**Complementary
products**



**International
reach**

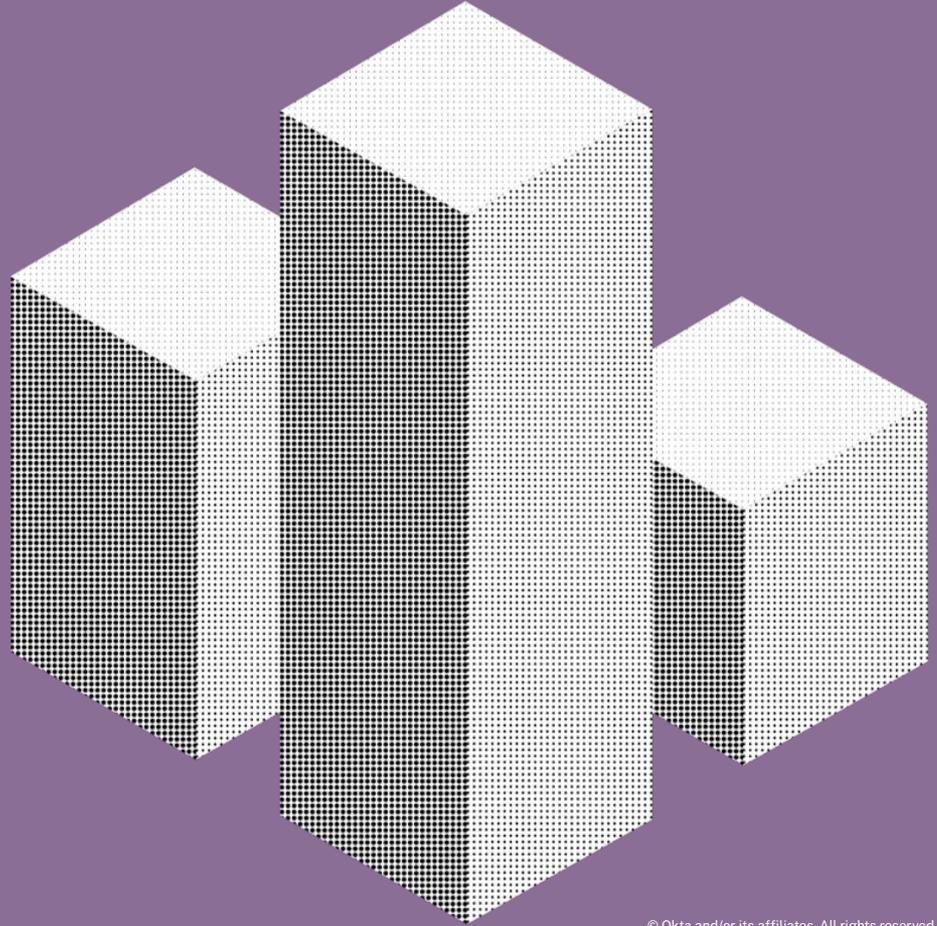


Cross sell



**Channel
synergies**

Attractive
long-term
financial
profile



Long-term financial profile pillars

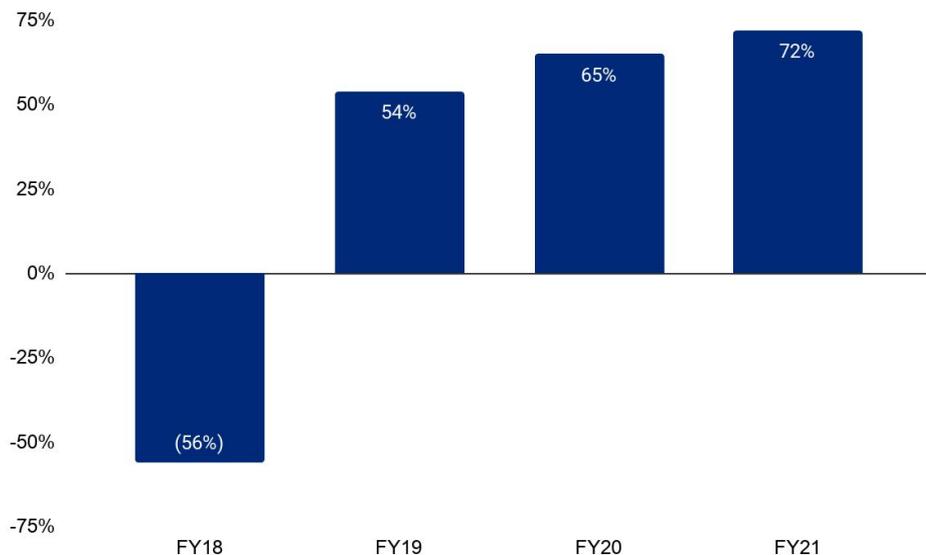
High growth in
recurring subscription
business

Profitable customer
economics

Disciplined capital
allocation

Attractive long-term customer economics

FISCAL 2018 COHORT CONTRIBUTION MARGIN



Customer economics and margins improve significantly in land and expand model

Capital allocation priorities

**Maintain strong
balance sheet**

*(\$2.6B cash and equivalents at
Jan. 31, 2021)*

**Invest in the business to
extend market leadership,
both organically and
inorganically**

Key areas of investment



Go-to-Market

Increasing capacity — expand quota-carrying sales and sales engineering teams



International

Increasing global footprint by expanding international sales and customer success teams as well as supporting infrastructure



Innovation & R&D

Investments in headcount and infrastructure to support existing offerings and drive acceleration of new products



Scale

Investments in systems and processes to support a multi-billion dollar revenue business

Long-term durable growth

**30-35% Organic Revenue CAGR
FY20 through FY24***

Workforce Identity



Customer Identity



**Greater than 35%
Revenue Growth**

okta



Environmental, Social and Governance topics a priority

Achieved in Fiscal 2021

Launched centralized ESG web page highlighting our progress

(May 2020)

Conducted and disclosed results of first GHG emissions inventory

(Oct. 2020)

Released first Diversity & Inclusion report

(Dec. 2020)

April 2021 Announcement

Commit to achieving 100% renewable electricity for our global real estate footprint by 2022

Key takeaways

Strong foundation
for growth at scale

Large addressable
markets with multiple
growth vectors

Attractive long-term
financial profile

Appendix

Total Addressable Market Calculation Methodology

Workforce Identity and Identity Governance and Administration (IGA) TAM based on over 50,000 U.S. businesses with more than 250 employees (per 2019 U.S. Bureau of Labor Statistics) multiplied by 12-month ARR assuming adoption of all our current products and announced IGA products which implies a market of \$21 billion domestically, then multiplied by two to account for international opportunity. Privileged Access Management (PAM) TAM based on internal estimates of Modern Infrastructure Access spend as a percent of Total Cloud Spend based on Gartner Forecast Analysis: Public Cloud Services, Worldwide report.

\$30B Customer Identity TAM based on 4.4 billion combined Facebook users and service employees worldwide multiplied by internal application usage and pricing assumptions.

Statement Regarding Use of Non-GAAP Financial Measures

This presentation contains certain non-GAAP financial measures and other metrics. This appendix contains our reconciliation of those non-GAAP measures and other financial metrics.

This presentation may reference one or more of the following non-GAAP financial measures: non-GAAP gross profit, non-GAAP gross margin, non-GAAP operating income (loss), non-GAAP operating margin, non-GAAP net income (loss), non-GAAP net income (loss) per share, basic and diluted, free cash flow, free cash flow margin, current calculated billings and calculated billings.

Our non-GAAP presentation of gross profit, gross margin, operating expenses, operating income (loss), interest expense and other, net, net income (loss) and net income (loss) per share, basic and diluted measures excludes stock-based compensation expense, non-cash charitable contributions, amortization of acquired intangibles, amortization of debt discount and debt issuance costs, acquisition-related expenses and loss on early extinguishment and conversion of debt.

We present current calculated billings as total revenue plus the change in current deferred revenue and less the change in current unbilled receivables during the period, and we present calculated billings as total revenue plus the change in deferred revenue and less the change in unbilled receivables during the period. Trailing 12-months calculated billings represent the sum of the last four quarters of calculated billings.

Free Cash Flow, which is a non-GAAP financial measure, is calculated as net cash provided by (used in) operating activities, less cash used for purchases of property and equipment, net of sales proceeds, and capitalized internal-use software costs. Free cash flow margin is calculated as free cash flow as a percentage of total revenues.

Our Dollar-Based Net Retention Rate is based upon our Annual Contract Value, or ACV, which is calculated based on the terms of that customer's contract and represents the total contracted annual subscription amount as of that period end. We calculate our Dollar-Based Net Retention Rate as of a period end by starting with the ACV from all customers as of twelve months prior to such period end, or Prior Period ACV. We then calculate the ACV from these same customers as of the current period end, or Current Period ACV. Current Period ACV includes any upsells and is net of contraction or churn over the trailing twelve months but excludes ACV from new customers in the current period. We then divide the total Current Period ACV by the total Prior Period ACV to arrive at our Dollar-Based Net Retention Rate.

We define acquisition-related expenses as costs associated with acquisitions, including transaction costs and other non-recurring incremental costs incurred.

We believe that non-GAAP financial information, when taken collectively, may be helpful to investors because it provides consistency and comparability with past financial performance and assists in comparisons with other companies, some of which use similar non-GAAP financial information to supplement their GAAP results.

The non-GAAP financial information is presented for supplemental informational purposes only, and should not be considered a substitute for financial information presented in accordance with GAAP, and may be different from similarly-titled non-GAAP measures used by other companies.

The principal limitation of these non-GAAP financial measures is that they exclude significant expenses that are required by GAAP to be recorded in our financial statements. In addition, they are subject to inherent limitations as they reflect the exercise of judgment by our management about which expenses are excluded or included in determining these non-GAAP financial measures. A reconciliation is provided in the appendix for each non-GAAP financial measure to the most directly comparable financial measure stated in accordance with GAAP.

Investors are encouraged to review the related GAAP financial measures and the reconciliation of these non-GAAP financial measures to their most directly comparable GAAP financial measures, and not to rely on any single financial measure to evaluate our business. Please see the tables included in this presentation for the reconciliation of GAAP and non-GAAP results.

Non-GAAP Reconciliations

	FY20	FY21
GAAP total gross profit	426,685	617,743
Stock-based compensation	20,087	29,978
Amortization of acquired intangibles	5,488	6,373
Non-GAAP total gross profit	452,260	654,094
Non-GAAP total gross margin	77.2%	78.3%

	FY20	FY21
Free cash flow and margin		
Net cash provided by (used in) operating activities	55,603	127,962
Less:		
Purchase of property and equipment	(15,442)	(13,083)
Capitalization of internal-use software costs	(3,888)	(4,159)
Proceeds from sales of property and equipment	-	-
Free cash flow	36,273	110,720
Free cash flow margin	6.2%	13.3%

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