THE IDENTITY SECURITY COMPANY®

Investor Relations Presentation

February 2025

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, levels of activity, performance or achievements to differ materially from the results, levels of activity, performance or achievements expressed or implied by such forward-looking statements. Important factors that could cause or contribute to such differences include, but are not limited to: risks related to the Company's acquisitions of Venafi Holdings, Inc. ("Venafi") and Zilla Security Inc. ("Zilla"), including potential impacts on operating results; challenges in retaining and hiring key personnel and maintaining business; risks related to the successful integration of Venafi's or Zilla's operations and the ability to realize anticipated benefits of the combined operations; disruption of the current plans and operations of the Company and/or Zilla as a result of the announcement of the transaction, including risks of cyberattacks; changes to the drivers of the Company's growth and the Company's ability to adapt its solutions to the information security market changes and demands, including artificial intelligence ("AI"); the Company's ability to acquire new customers and maintain and expand the Company's revenues from existing customers; intense competition within the information security market; real or perceived security vulnerabilities, gaps, or cybersecurity breaches of the Company, or the Company's customers' or partners' systems, solutions or services; risks related to the Company's compliance with privacy, data protection and AI laws and regulations; the Company's ability to successfully operate its business as a subscription company and fluctuation in its quarterly results of operations; the Company's reliance on third-party cloud providers for its operations and software-as-a-service ("SaaS") solutions; the Company's ability to hire, train, retain and motivate qualified personnel; the Company's ability to effectively execute its sales and marketing strategies; the Company's ability to find, complete, fully integrate or achieve the expected benefits of additional strategic acquisitions; the Company's ability to maintain successful relationships with channel partners, or if the Company's channel partners fail to perform; risks related to sales made to government entities; prolonged economic uncertainties or downturns; the Company's history of incurring net losses, the Company's ability to generate sufficient revenue to achieve and sustain profitability and the Company's ability to generate cash flow from operating activities; regulatory and geopolitical risks associated with the Company's global sales and operations; risks related to intellectual property claims; fluctuations in currency exchange rates; the ability of the Company's products to help customers achieve and maintain compliance with government regulations or industry standards; the Company's ability to protect its proprietary technology and intellectual property rights; risks related to using third-party software, such as open-source software; risks related to stock price volatility or activist shareholders; any failure to retain the Company's "foreign private issuer" status or the risk that the Company may be classified, for U.S. federal income tax purposes, as a "passive foreign investment company"; changes in tax laws; the Company's expectation to not pay dividends on the Company's ordinary shares for the foreseeable future; risks related to the Company's incorporation and location in Israel, including wars and other hostilities in the Middle East; 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 presentation are made pursuant to the safe harbor provisions contained in the U.S. 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, except as required by applicable law.

The Global Leader in Identity Security

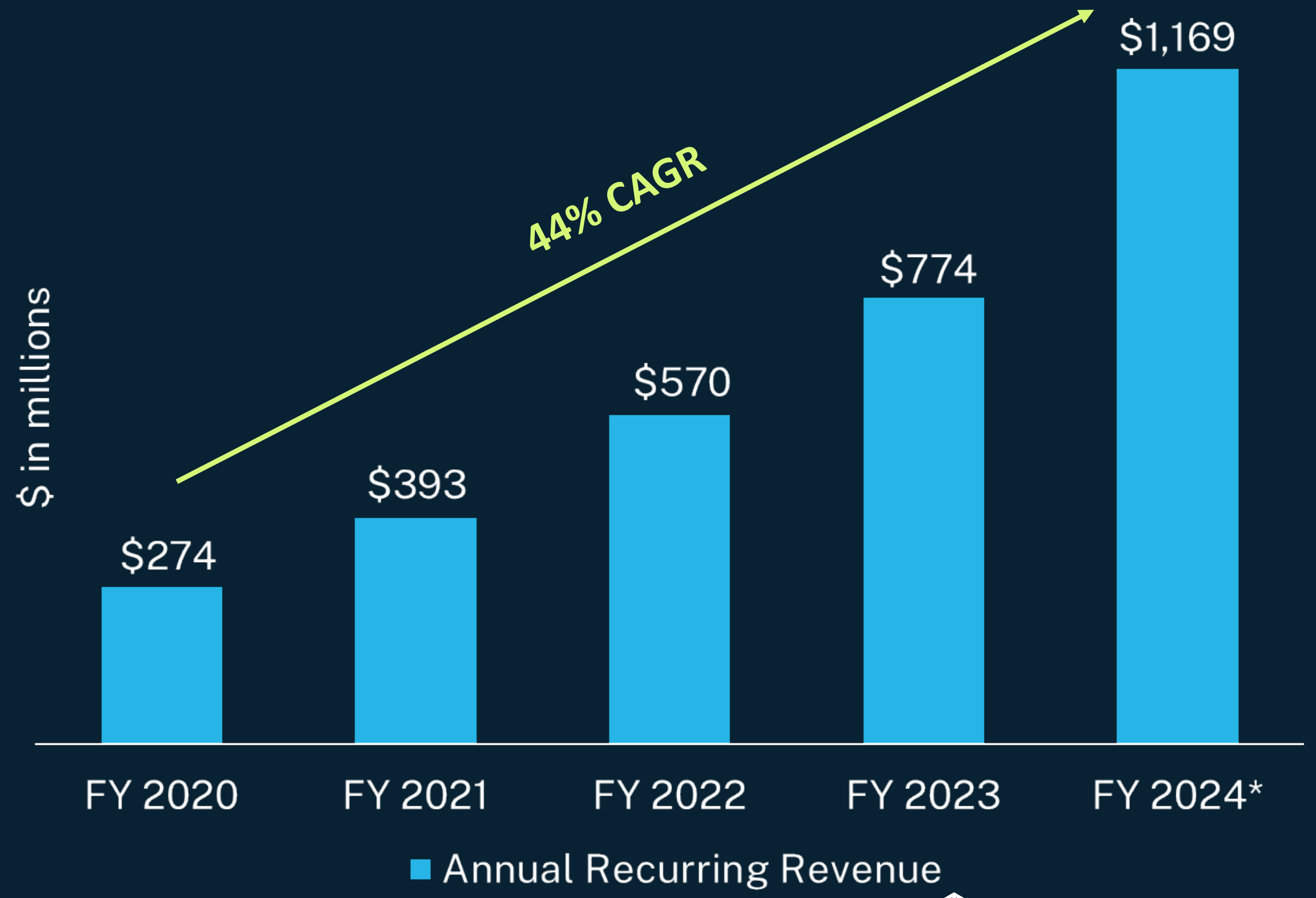
Securing every identity – human and machine – with the right level of privilege controls

$60B
Total Addressable Market**

>9,500
Global Customers

Rule of 40
In FY 2024

>90%
Of Revenue is Recurring



ARR data as of December 31 of the respective year
Totals may not sum because of rounding.
*FY 2024 includes $166 million in ARR as of December 31, 2024 from the acquisition of Venafi, which closed on October 1, 2024.
**includes the incremental $10 billion Total Addressable Market (TAM) from the acquisition of Venafi, which closed on October 1, 2024.

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CyberArk's Mission

Secure the world against cyber threats so together we can move fearlessly forward

Investment Highlights

Durable Industry Tailwinds

Strong Revenue & ARR Growth

Platform Selling Motion Driving Land and Expand

Industry Leading Innovation

Strong Profitability & Free Cash Flow

Highly Predictable, Recurring Revenue Model

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Full Year 2024 Results At-a-Glance

ARR Surpasses
$1 Billion

Annual Recurring Revenue	Total Revenue
$1,169M	$1,001M

Returns to Rule of 40

A Full Year Ahead of Long-Term Targets

Operating Income	Free Cash Flow
$151 Million	$221 Million

Non-GAAP Operating Margin	FCF Margin
15%	22%

ARR includes $166 million from Venafi as of December 31, 2024
Venafi contributed approximately $47 million dollars to revenue in the fourth quarter of 2024
Normalizing for the contribution from Venafi, our organic non-GAAP operating margin was 14% for the full year 2024 and our free cash flow margin was 22%.

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All Roads Lead to IDENTITY

93%	Of organizations were victims of identity-related cyberattack.
2.4x	Average annual growth of number of identities
#1	Organizations identify machine identities as both the riskiest identity type and driver of identity growth
68%	Of organizations report that more than half their machine identities have access to sensitive data

Source: CyberArk 2024 Identity Security Threat Landscape Report

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Today’s siloed approach to securing identities was built to solve yesterday's problems.

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CyberArk's Vision

Every identity secured with the right level of privilege controls.

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The New Identity Security Paradigm

Reimagine Workforce

Modernize IT

Protect Developers

Scale Machines

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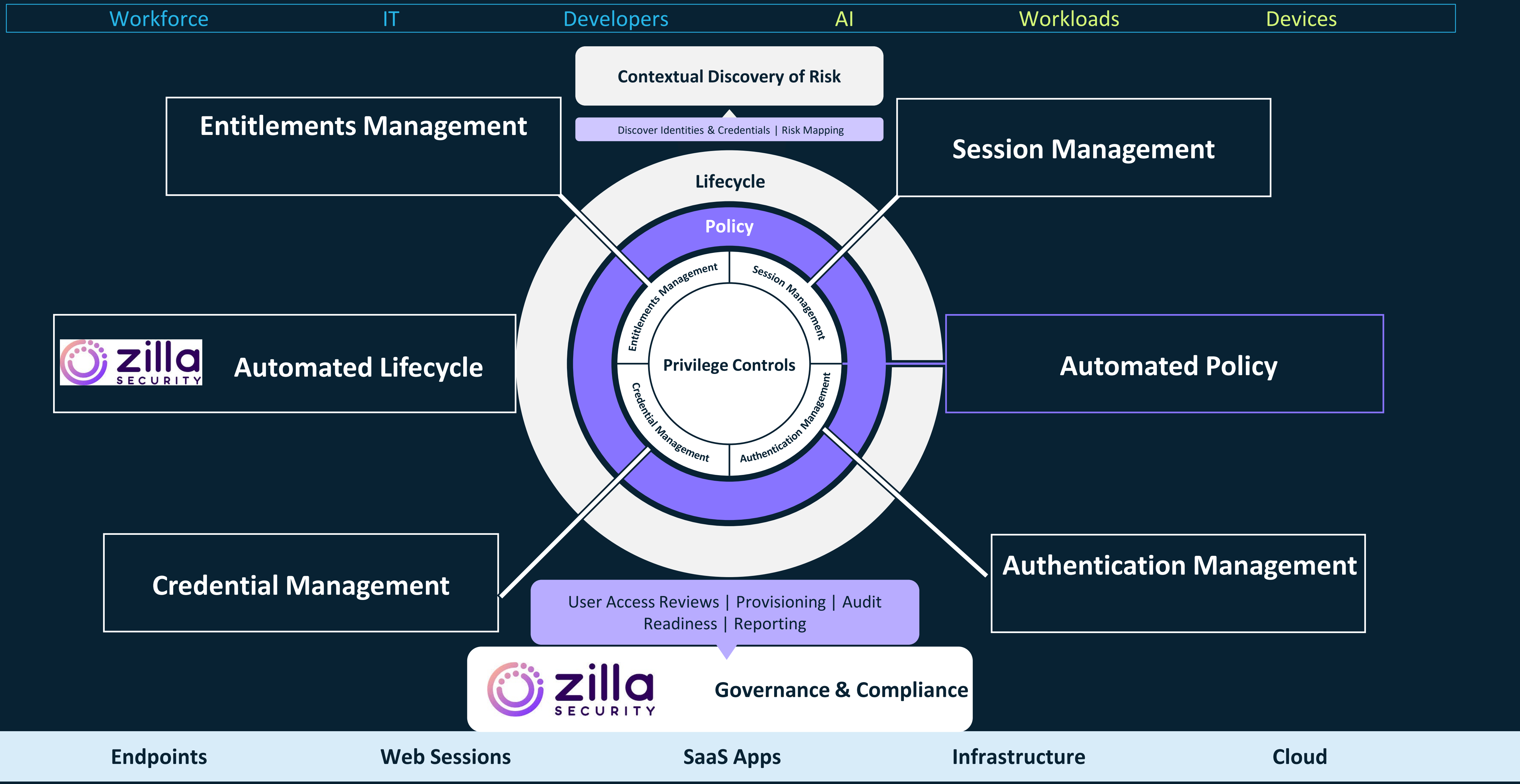
CyberArk Identity Security Platform

Powered by CORA AI



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Partner Ecosystem

VARs & Distributors		MSP		Global SI & Advisories
	Marketplaces		C^3 Alliance	

The Machine Identity Market is Inflecting

CyberArk is Setting a New Standard for End-to-End Machine Identity Security

Volume

Machine identities outnumber human identities by as much as **45-to-1**

All of them need to be discovered, secured, managed and automated

Variety

Certificates, secrets, keys and tokens bring complexity not seen in human identities

Managing complexity requires an **integrated solution** at enterprise scale

Velocity

Machine identities are no longer static, but constantly changing

The velocity of issuance and management of machine identities has exploded

Our Machine Solutions Improve Security, Decrease Risk, and Drive Automation and Efficiency

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Organizations Lack the Automation Needed to Manage 90-Day Certificates

- In March of 2023, Google formally announced its intention to move to 90-day certificates
- That's down from an average certificate lifespan of 398 days
- While shorter certificate lifespans reduce the risk of compromise, it also heightens the risk of outages and gaps in security.

83% Of organizations suffered at least one certificate related outage per year

76% Recognize the need to shorten certificate lifecycles to improve security

81% Believe 90-day certificates will amplify existing certificate management challenges

2-3 Number of working days to manually deploy a certificate

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Financial Overview

CyberArk Has a Compelling Financial Profile

- Strong Track Record of Growth
- Recurring Revenue Driving Visibility
- Diverse, Balanced Customer Base
- Consistent Land and Expand Motion
- Strong Profitability & Cash Flow Generation

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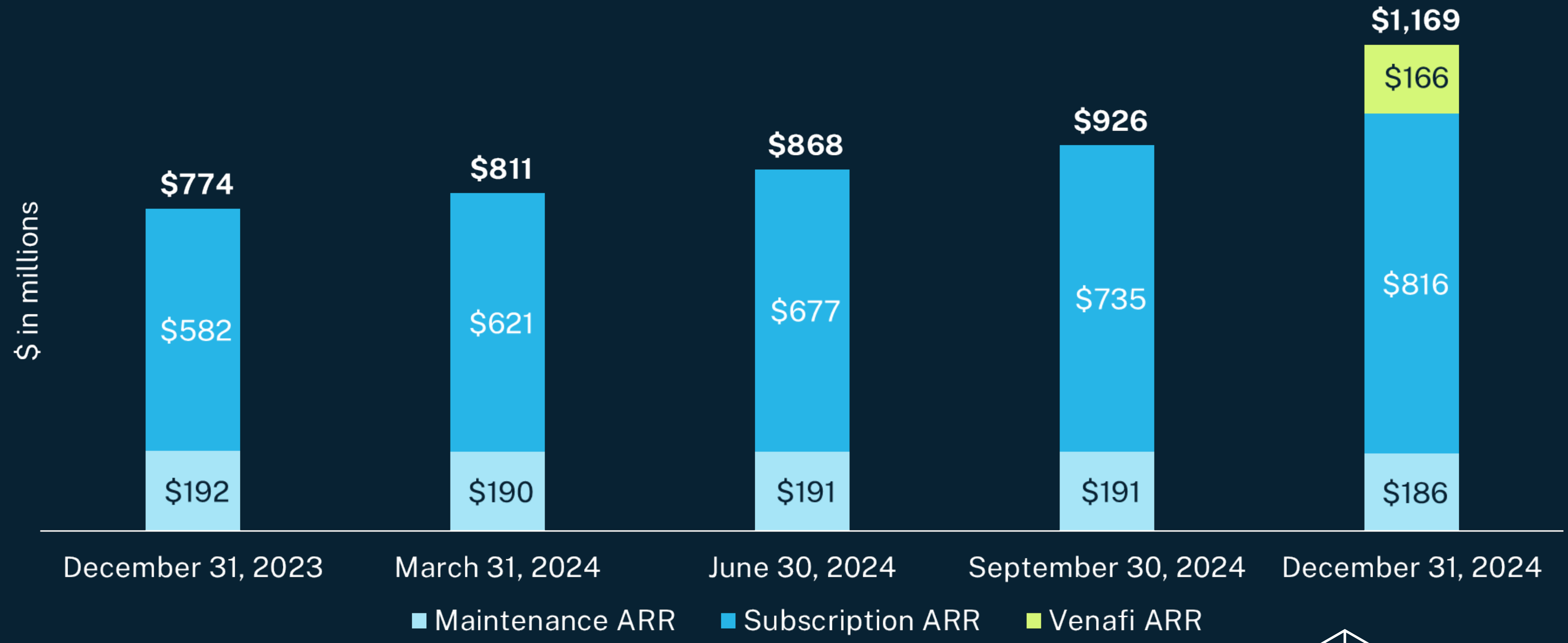
Continued Growth in Annual Recurring Revenue (ARR)

Subscription Portion of ARR Grew 40% Year-over-Year Organically

Total ARR Grew 30% Year-over-Year Organically

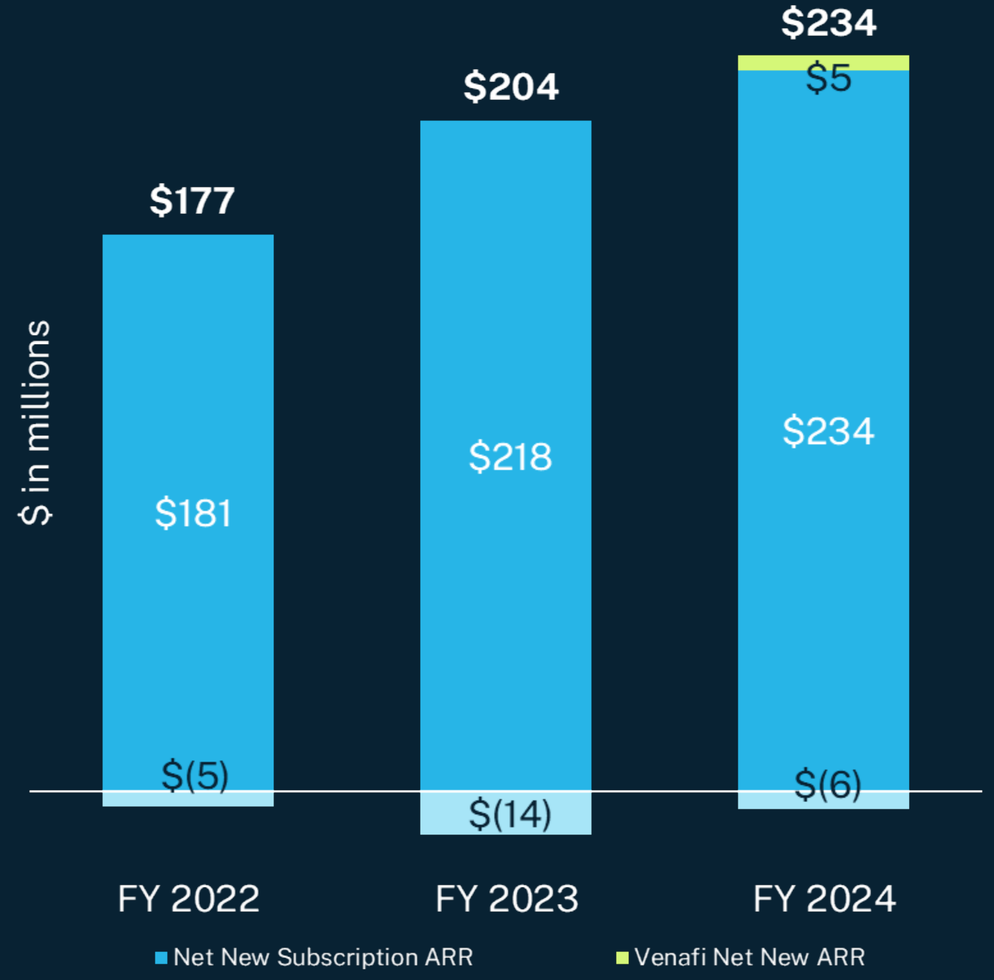


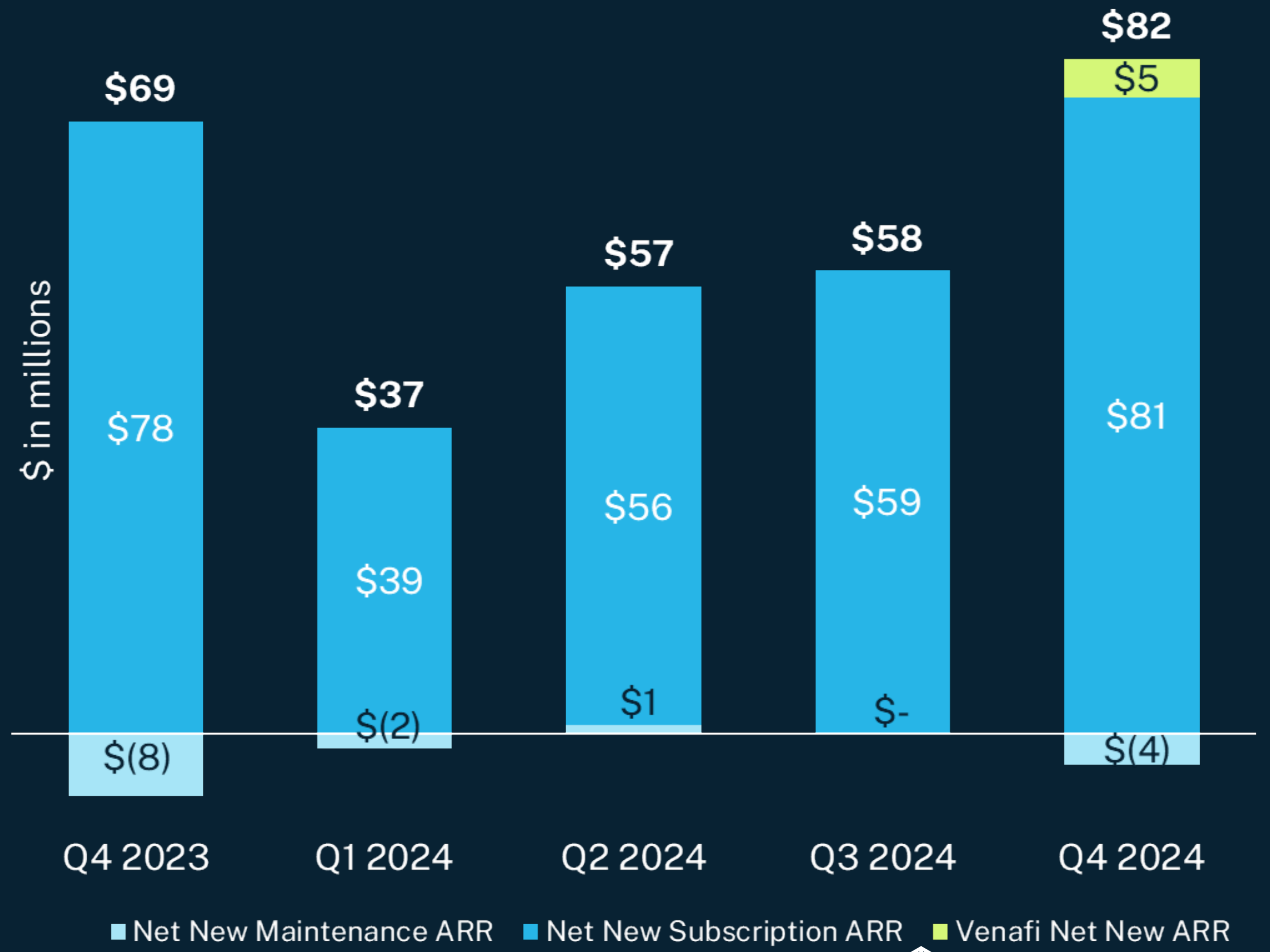
Totals may not sum because of rounding

Venafi ARR includes approximately $161 million in Subscription ARR and approximately $6 million in Maintenance ARR

Strong Net New ARR

Organic Net New Subscription ARR of $81 million in the Fourth Quarter of 2024





Totals may not sum because of rounding
Net New ARR refers to difference in Annual Recurring Revenue (ARR) per the end of last period compared to end of previous period (quarter or year, as applicable)
Venafi Net New ARR refers to the difference in ARR between September 30, 2024 and December 31, 2024

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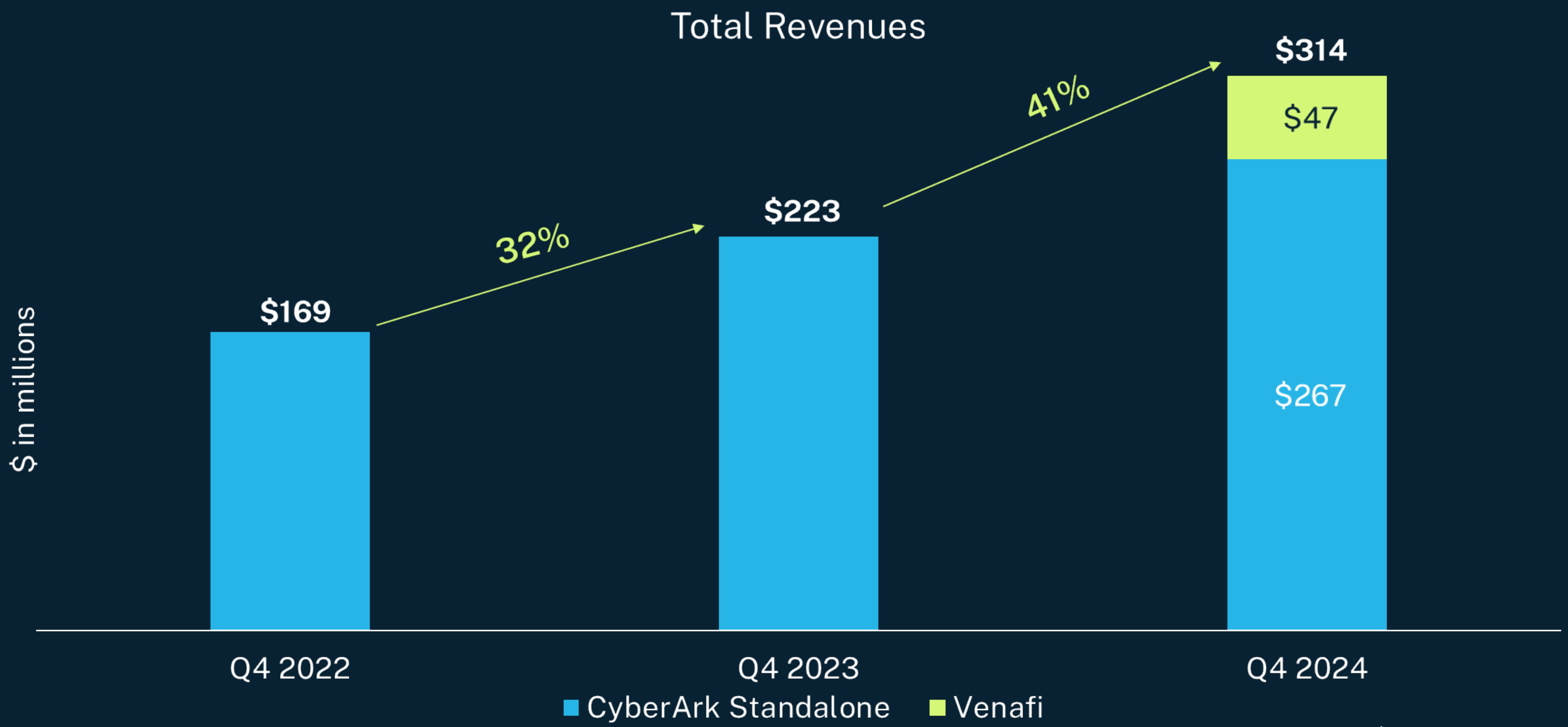
Strong Revenue Growth; Exceeds High End of Guidance Range for Q4 2024



Total Revenue for the fourth quarter of 2024 includes the financial contribution from the acquisition of Venafi, which closed on October 1, 2024. Normalizing for Venafi, total revenue grew 20% year-over-year in the fourth quarter of 2024.

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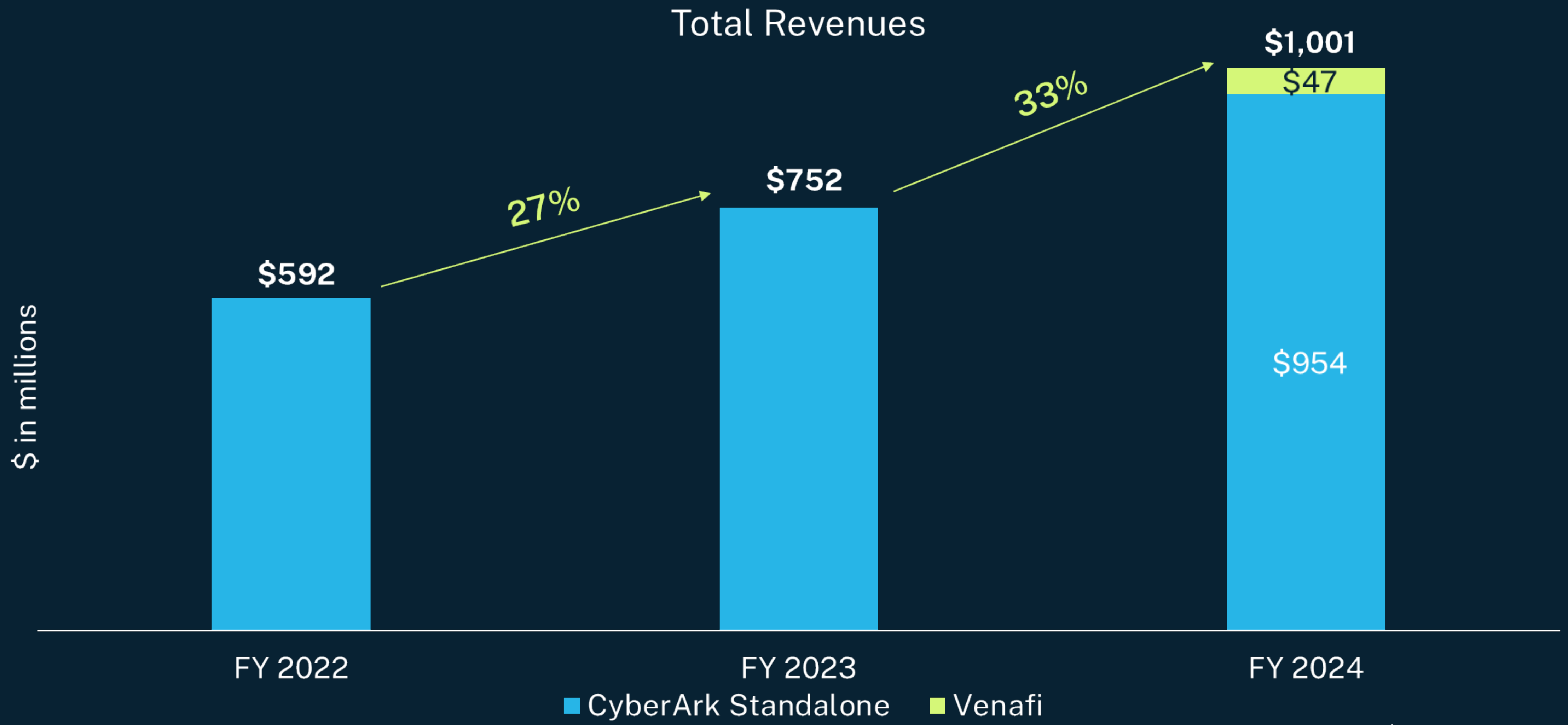
Strong Revenue Growth; Total Revenue Passes $1 Billion



Total Revenue for the fourth quarter of 2024 includes the financial contribution from the acquisition of Venafi, which closed on October 1, 2024.
Normalizing for Venafi, total revenue grew 27% year-over-year for the full year 2024

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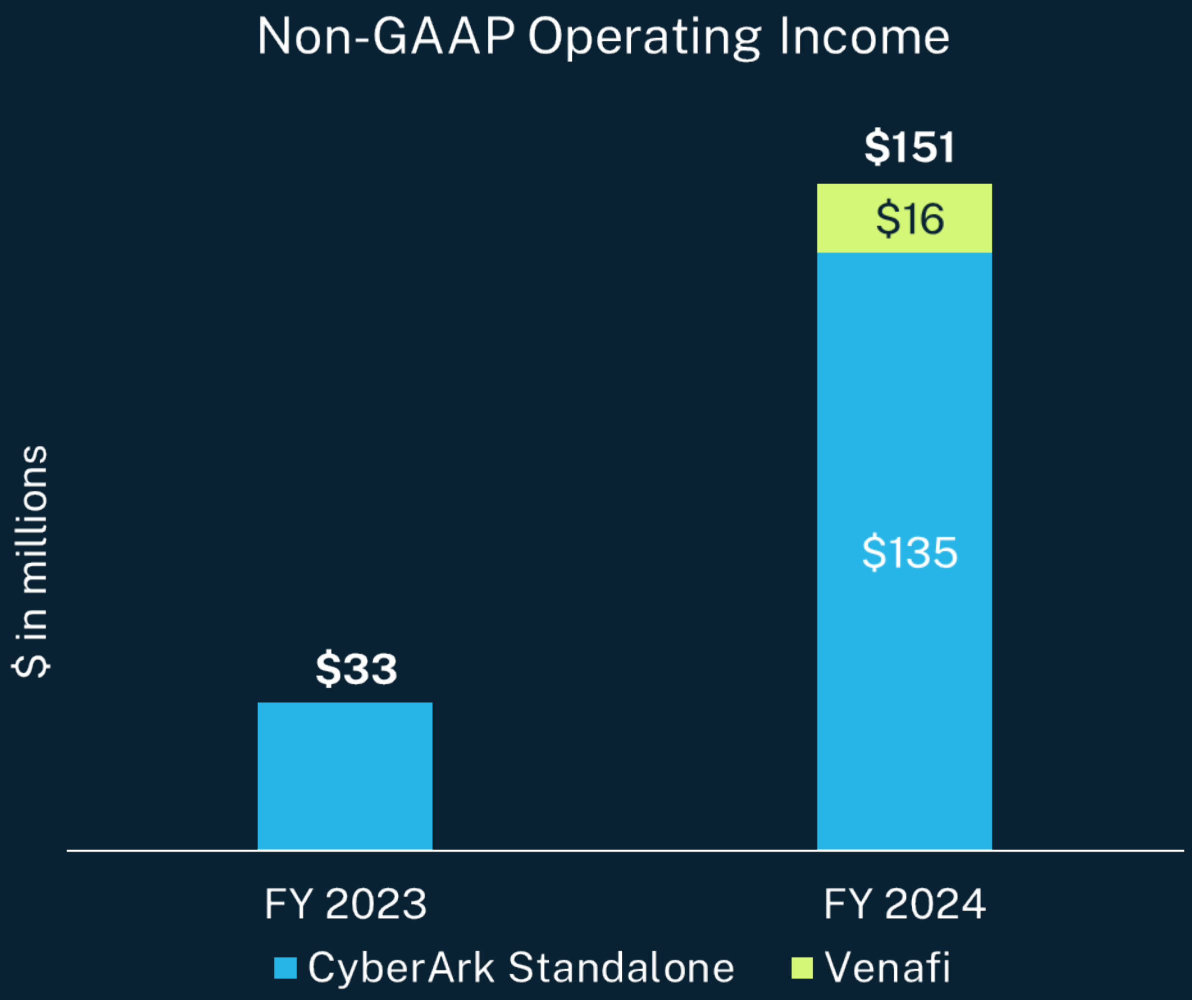
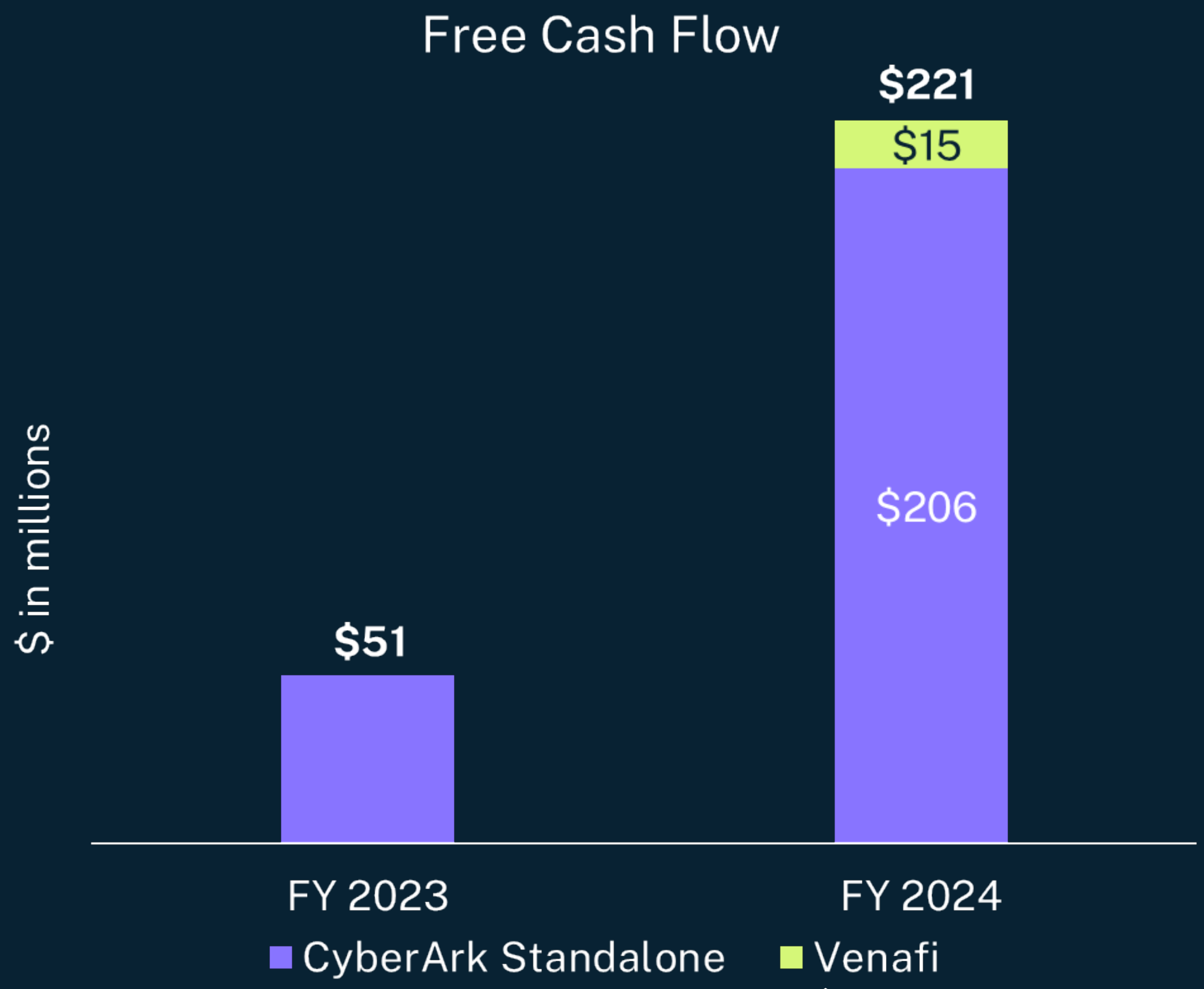
Strong Profitability and Cash Flow

Operational Excellence Driving Increased Operating Leverage and Cash Flow





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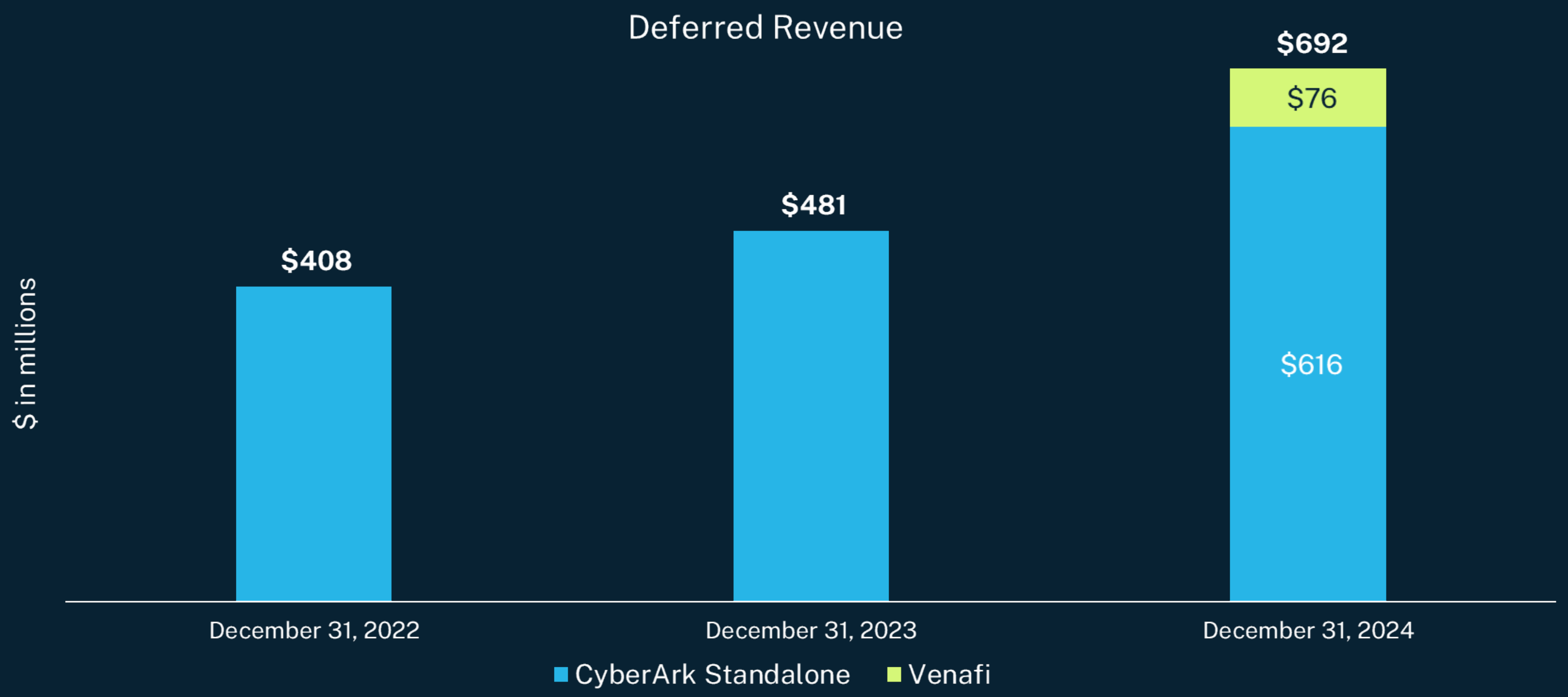
Deferred Revenue Growth of 28% Year-over-Year Organically



*We are deliberately moving our perpetual maintenance contracts to one-year terms as part of our subscription transition, which impacts our long-term deferred revenue in the quarter.
Growth rates on this slide refer to the period ended December 31, 2024 compared to the same period the year prior.

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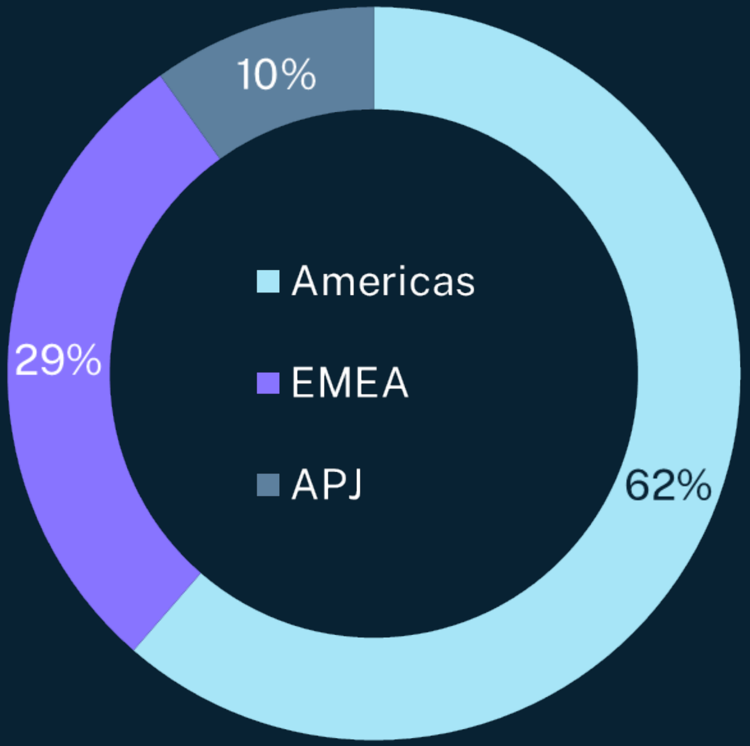
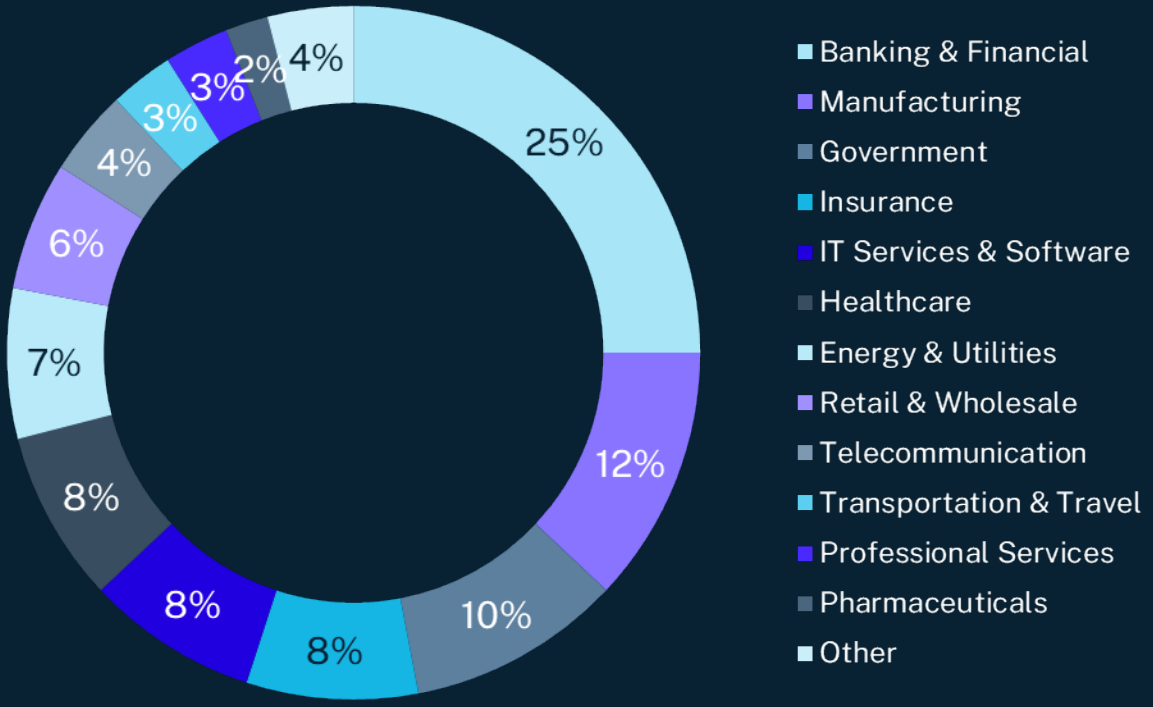
Global Business Across Diverse Industries

ARR by Geography



ARR by Vertical



Data on this slide as of December 31, 2024.
Totals may not sum because of rounding.
Numbers on this slide include the contribution to ARR from the acquisition of Venafi

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Guidance

Guidance

Reflecting our leadership position in identity security, durable demand for our identity security platform, and our strong execution

	Q1 2025	Full Year 2025
Total Revenue Growth Year-over-Year	$301.0 to $307.0 million 36% to 39%	$1.308 to $1.318 billion 31% to 32%
Non-GAAP Operating Income	$42.5 to $47.5 million	$215.0 to $225.0 million
Non-GAAP EPS	$0.74 to $0.81 per diluted share	$3.55 to $3.70 per diluted share
Annual Recurring Revenue (ARR)* Growth Year-over-Year	--	$1.410 to $1.420 billion 21%
Adjusted Free Cash Flow**	--	$300.0 to $310.0 million
Weighted Average Shares Outstanding	51.3 million diluted shares	51.5 million diluted shares

Based on information available as of February 13, 2025, CyberArk is issuing guidance for the first quarter and full year 2025 as indicated above.
*as of December 31, 2025
**Adjusted free cash flow is calculated as free cash flow plus one-time tax payment on the capital gain from the intercompany migration of intellectual property.
Venafi only contributed to CyberArk's results in the fourth quarter of 2024 and were not included in the comparable first, second or third quarter in 2024.

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Appendix

How We Calculate ARR

ARR is defined as the annualized value of active SaaS, self-hosted subscriptions and their associated maintenance & support services, and maintenance contracts related to the perpetual licenses in effect at the end of the reported period.

Subscription portion of ARR is defined as the annualized value of active SaaS and self-hosted subscription contracts in effect at the end of the reported period. The subscription portion of ARR excludes maintenance contracts related to perpetual licenses.

$$\text{ARR} = \frac{TCV\ x\ 365}{Duration\ (days)}$$

Annual Recurring Revenue (ARR) is a performance indicator that provides more visibility into the growth of our recurring business in the upcoming year. ARR should be viewed independently of revenues and total deferred revenue as it is an operating measure and is not intended to be combined with or to replace either of those measures. ARR is not a forecast of future revenues and can be impacted by contract start and end dates and renewal rates. This visibility allows us to make informed decisions about our capital allocation and level of investment.

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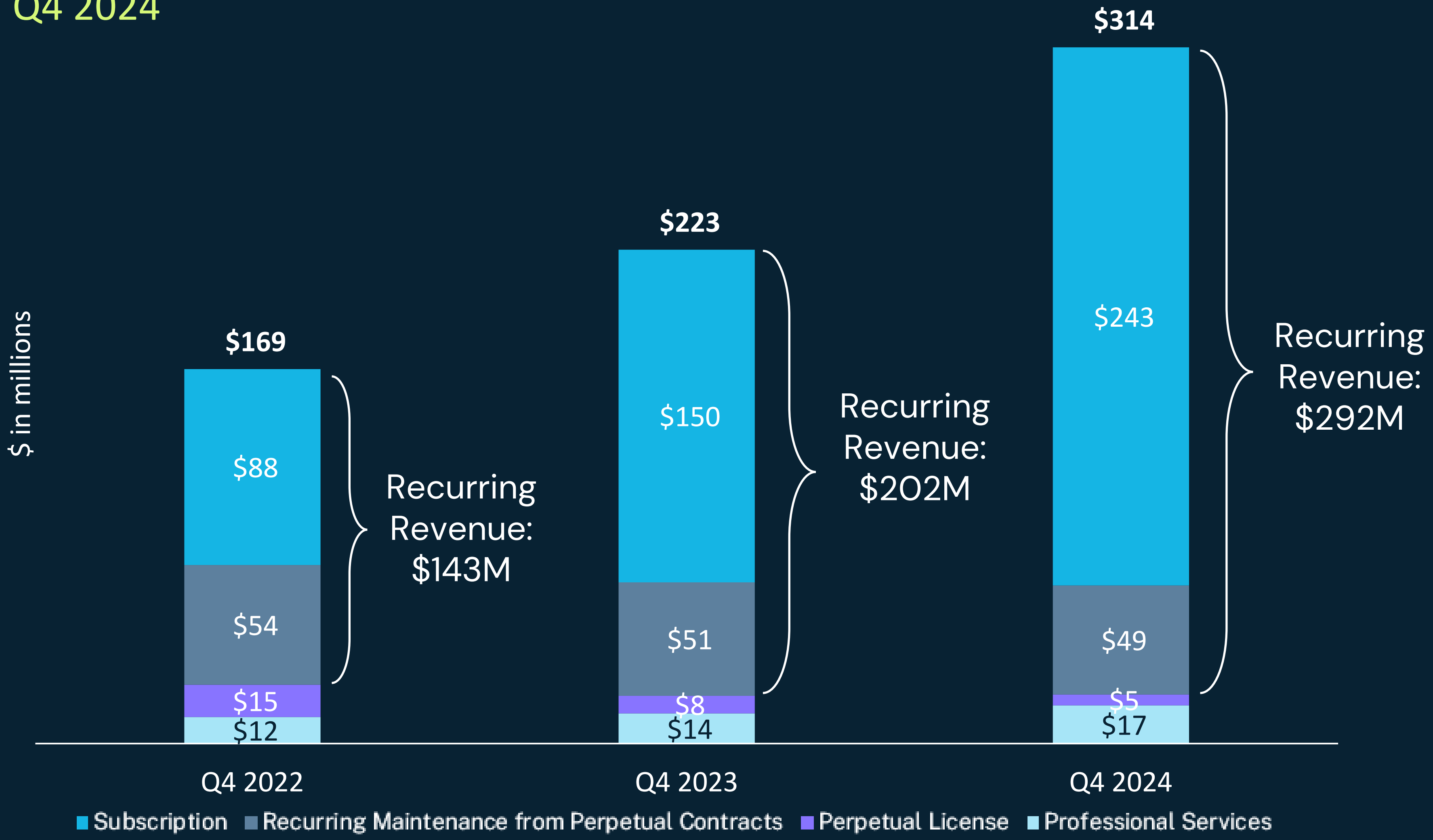
Subscription Revenue Growth of 34% Organically

93% of Revenue is Recurring in Q4 2024

- 77% of Revenue in Q4 2024 is from Subscription, compared to 67% in Q4 2023
- Venafi contributed approximately $41 million to Subscription revenue and approximately $6 million to maintenance and professional services in Q4 2024



Totals may not sum because of rounding
Total Revenue for the fourth quarter of 2024 includes the financial contribution from the acquisition of Venafi, which closed on October 1, 2024.

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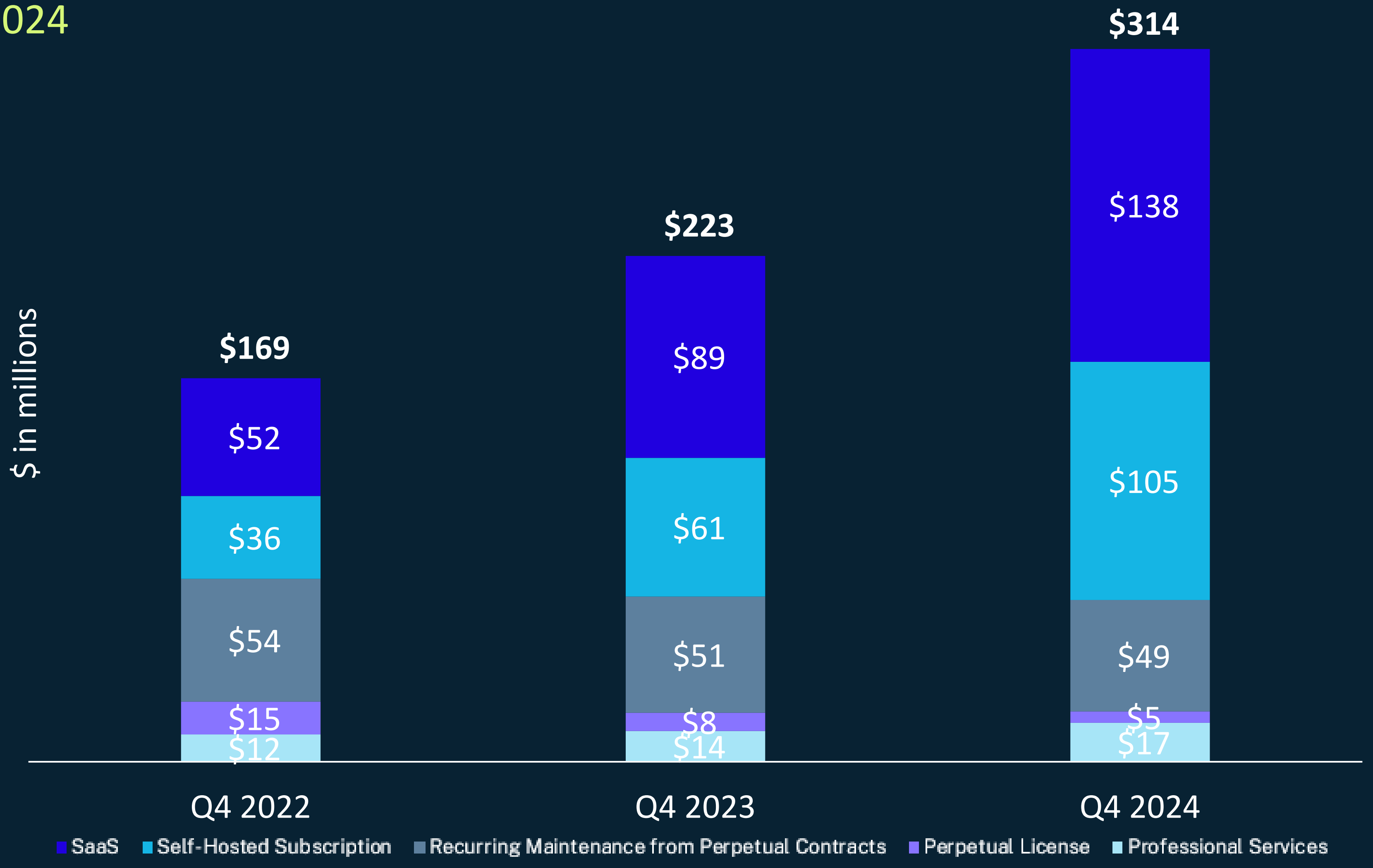
Subscription Revenue Growth of 34% Organically

93% of Revenue is Recurring in Q4 2024

- SaaS revenue grew 55% YoY
- Self-Hosted Subscription revenue grew 72% YoY
- Venafi contributed approximately $41 million to Subscription revenue and approximately $6 million to maintenance and professional services in Q4 2024



Subscription = SaaS + Self-Hosted Subscription (both License + Ratable Maintenance of self-hosted Subscription Revenue)
Totals may not sum because of rounding
Total Revenue for the fourth quarter of 2024 includes the financial contribution from the acquisition of Venafi, which closed on October 1, 2024.

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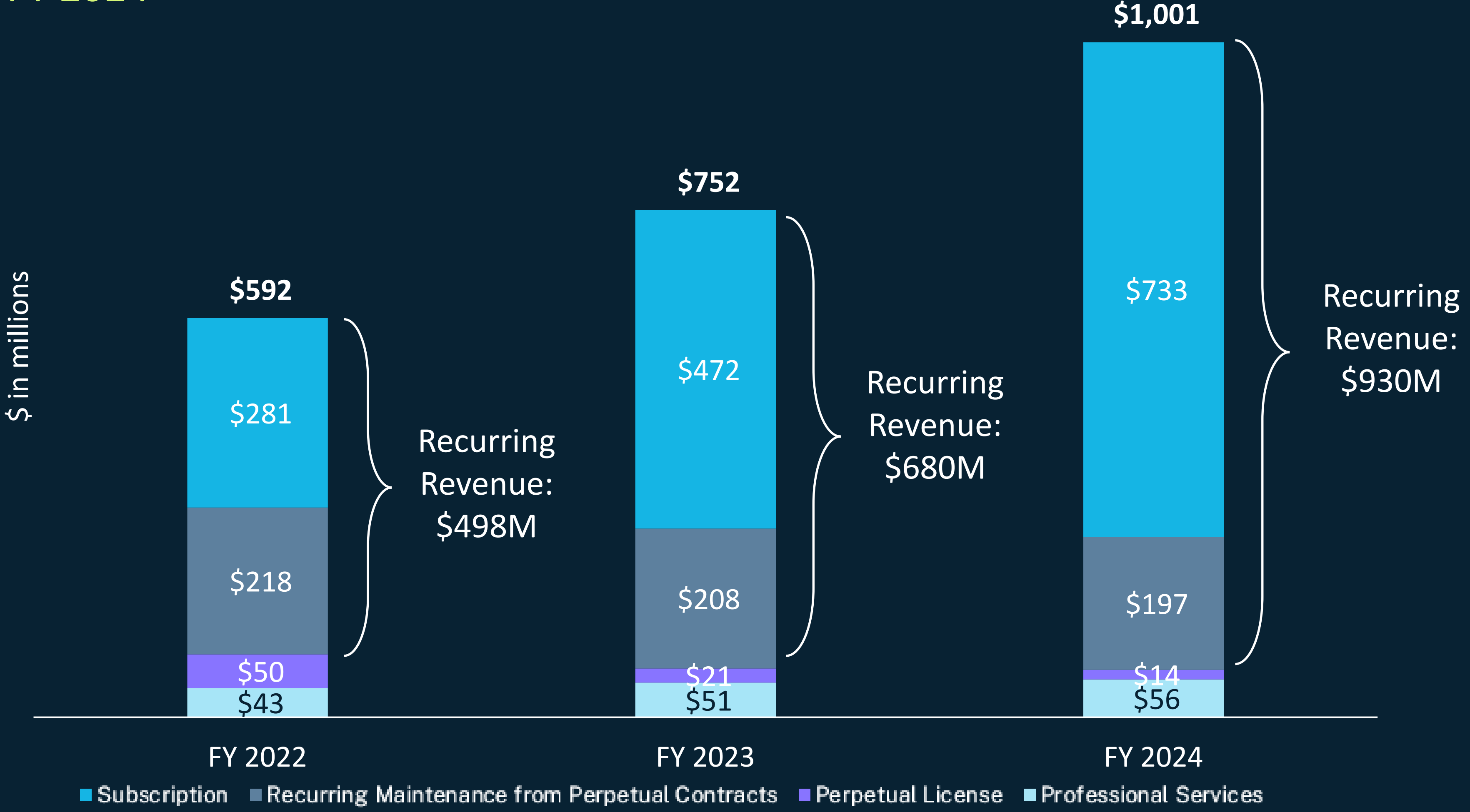
Subscription Revenue Growth of 47% Organically

93% of Revenue is Recurring in FY 2024

- 73% of Revenue in FY 2024 is from Subscription, compared to 63% in FY 2023
- Venafi contributed approximately $41 million to Subscription revenue and approximately $6 million to maintenance and professional services in Q4 2024



Totals may not sum because of rounding

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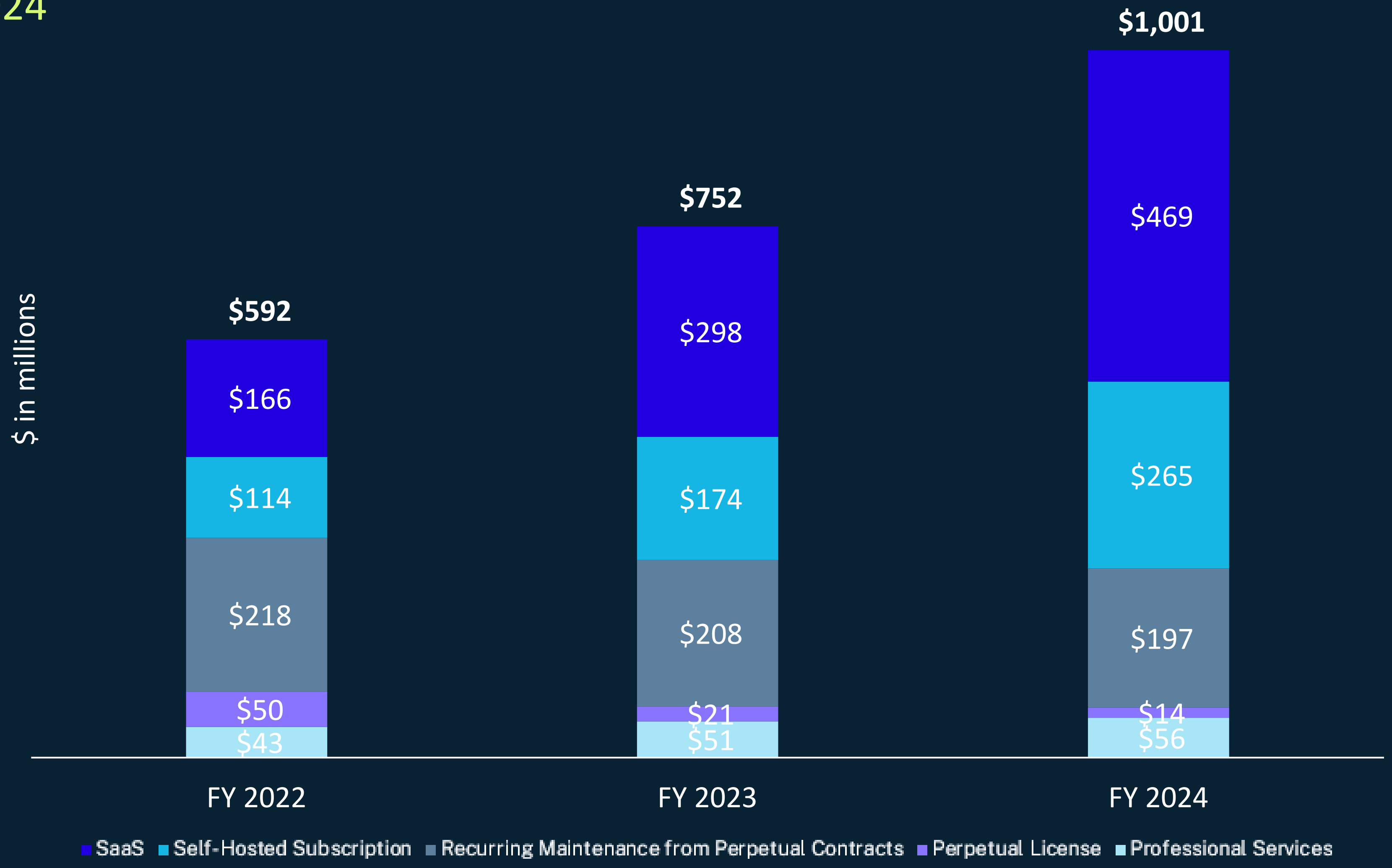
Subscription Revenue Growth of 47% Organically

93% of Revenue is Recurring in FY 2024

- SaaS revenue grew 57% YoY
- Self-Hosted Subscription revenue grew 40% YoY
- Venafi contributed approximately $41 million to Subscription revenue and approximately $6 million to maintenance and professional services in Q4 2024



Subscription = SaaS + Self-Hosted Subscription (both License + Ratable Maintenance of self-hosted Subscription Revenue)
Totals may not sum because of rounding

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GAAP to Non-GAAP Reconciliation

(In Thousands)	2022	2023	2024	Q4 2023	Q4 2024
GAAP gross profit to Non-GAAP gross profit :					
Gross Profit	$465,664	$595,757	$792,365	$183,451	$240,618
Share-based compensation	15,060	17,612	21,724	4,500	5,867
Amortization of stock-based compensation capitalized in software development costs	346	393	328	84	94
Amortization of intangible assets	6,044	6,817	25,676	1,704	20,563
Impairment of capitalized software development costs	--	2,067	--	--	--
Non-GAAP gross profit	**$487,114**	**$622,646**	**$840,093**	**$189,739**	**$267,142**

GAAP to Non-GAAP Reconciliation

(In Thousands)	2022	2023	2024	Q4 2023	Q4 2024
GAAP operating loss to Non-GAAP operating income (loss):					
Operating loss	$(152,450)	$(116,472)	$(72,804)	$(4,711)	$(31,360)
Share-based compensation	120,821	140,101	168,766	37,535	47,345
Amortization of stock-based compensation capitalized in software development costs	346	393	328	84	94
Amortization of intangible assets	6,655	7,364	32,777	1,841	27,288
Acquisition related expenses	2,244	--	21,800	--	15,375
Impairment of capitalized software development costs	--	2,067	--	--	--
Non-GAAP operating income (loss)	**$(22,384)**	**$33,453**	**$150,867**	**$34,749**	**$58,742**
GAAP net income (loss) to Non-GAAP net income (loss):					
Net income (loss)	$(130,368)	$(66,504)	$(93,461)	$8,911	$(97,118)
Share-based compensation	120,821	140,101	168,766	37,535	47,345
Amortization of stock-based compensation capitalized in software development costs	346	393	328	84	94
Amortization of intangible assets	6,655	7,364	32,777	1,841	27,288
Acquisition related expenses	2,244	--	21,800	--	15,375
Amortization of debt discount and issuance costs	2,980	2,996	2,660	752	403
Change in fair value of derivative assets	--	--	(4,618)	--	(2,027)
Gain from investment in privately held companies	(324)	(2,757)	--	(2,213)	--
Impairment of capitalized software development costs	--	2,067	--	--	--
Taxes on income related to Non-GAAP Adjustments and other tax adjustments	(20,189)	(31,656)	19,297	(8,848)	49,084
Non-GAAP Net Income (Loss)	**$(17,835)**	**$52,004**	**$147,549**	**$38,062**	**$40,444**

Reconciliation of GAAP Operating Cash Flow to Free Cash Flow

(In Thousands)	2022	2023	2024	Q4 2023	Q4 2024
Net cash provided by operating activities	$49,708	$56,204	$231,887	$46,898	$64,736
Purchase of Property and Equipment and Other Assets	(12,517)	(4,948)	(11,059)	(695)	(3,969)
Free Cash Flow	**$37,191**	**$51,256**	**$220,828**	**$46,203**	**$60,767**

Guidance: Free Cash Flow and Adjusted Free Cash Flow

($ in millions)	FY 2025	
	Guidance Range	
	Low	High
Free cash flow	$230.0 million	$240.0 million
Add: cash payment related to IP transfer[1]	$70.0 million	$70.0 million
Adjusted free cash flow (non-GAAP)	**$300.0 million**	**$310.0 million**

[1]One-time tax payment related to the capital gain associated with the intercompany migration of intellectual property related to the Venafi acquisition.

GAAP Diluted Net Loss per Ordinary Share

(In Thousands, except per share data)	2022	2023	2024	Q4 2023	Q4 2024
Numerator					
Net Income (Loss) Attributable to Common Stockholders, basic	$(130,368)	$(66,504)	$(93,461)	$8,911	$(97,118)
Add: Interest expense on convertible senior notes net of tax	-	-	-	662	-
Net Income (Loss) Attributable to Common Stockholders, diluted	$(130,368)	$ (66,504)	$ (93,461)	$9,573	$ (97,118)
Shares used in computing net loss per ordinary shares, diluted	40,583,002	41,658,424	44,182,071	47,107,294	48,116,242
Diluted net loss per ordinary share	$(3.21)	$ (1.60)	$ (2.12)	$0.20	$ (2.02)

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Thank You