CYBERARK®
THE IDENTITY SECURITY COMPANY®

CyberArk Acquires
Zilla Security

Reshaping Identity Governance and
Administration for the Modern Enterprise

February 13, 2025

Why Zilla Security?

Strong Strategic Fit

Advances the industry's most powerful identity security platform

Complementary capabilities to deliver most complete identity security solution

Expands TAM

Unlocks $10B modern IGA market opportunity

Accelerates Innovation

Modern IGA purpose-built for the cloud and AI-driven era

Reshapes identity governance with scalable AI automation, while maximizing security

Shared Vision and Values

Shared heritage of market-disrupting founders

Customer-first culture driven by technology innovation

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Transaction Overview

Transaction Consideration

$165M cash consideration plus additional earnout
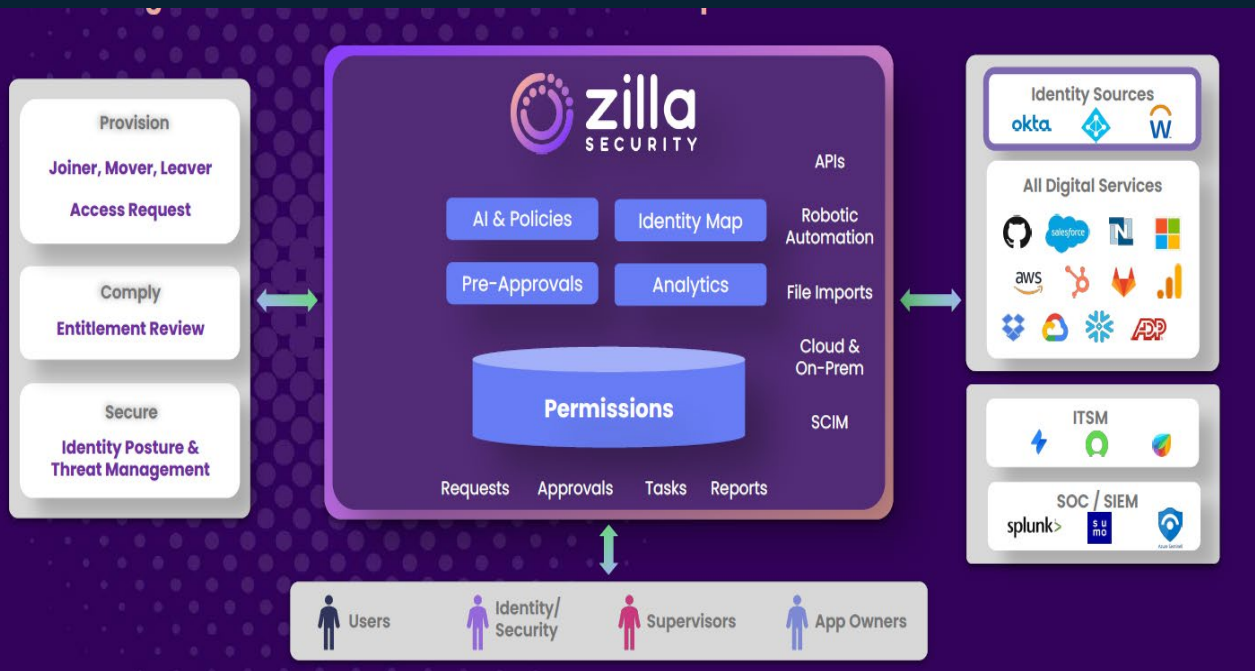
Transaction to be funded with cash from balance sheet

Timing & Approval

Transaction closed on February 12, 2025

No regulatory approvals required

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Emerging Leader in Modern IGA

Zilla Platform

Strong Product and Market Fit

- Cloud-native, AI-powered Platform

- 1,000+ App Integrations

- SaaS Business Model

- 125+ Customers

- Proven Founding & Management Team

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Customer Challenges

125+

SaaS Apps per Company

Explosive growth in SaaS App and CSP service adoption

100s

of Entitlements per Role

Exponential growth of entitlements and lack of visibility

LACK OF **SAAS** SUPPORT

from Traditional IGA

Traditional vendors support mainly on-premises

12+ MONTHS

Time to deploy for Traditional IGA

Legacy IGA has long deployments and time to value

Multiple Identity Vendors

Overlap & Inefficient

Customer demand for converged IGA, PAM and AM

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Zilla Modern IGA Drives Customer Value

Quick Time to Value

Deployments 5 Times Faster

1000+ Built-in Integrations and Automation

Ease of Use

Up to 80% Less Effort

Modern User Access Reviews with Pre-Approvals

Efficiency

60% Fewer Tickets Needed

AI-Generated Entitlement Recommendations

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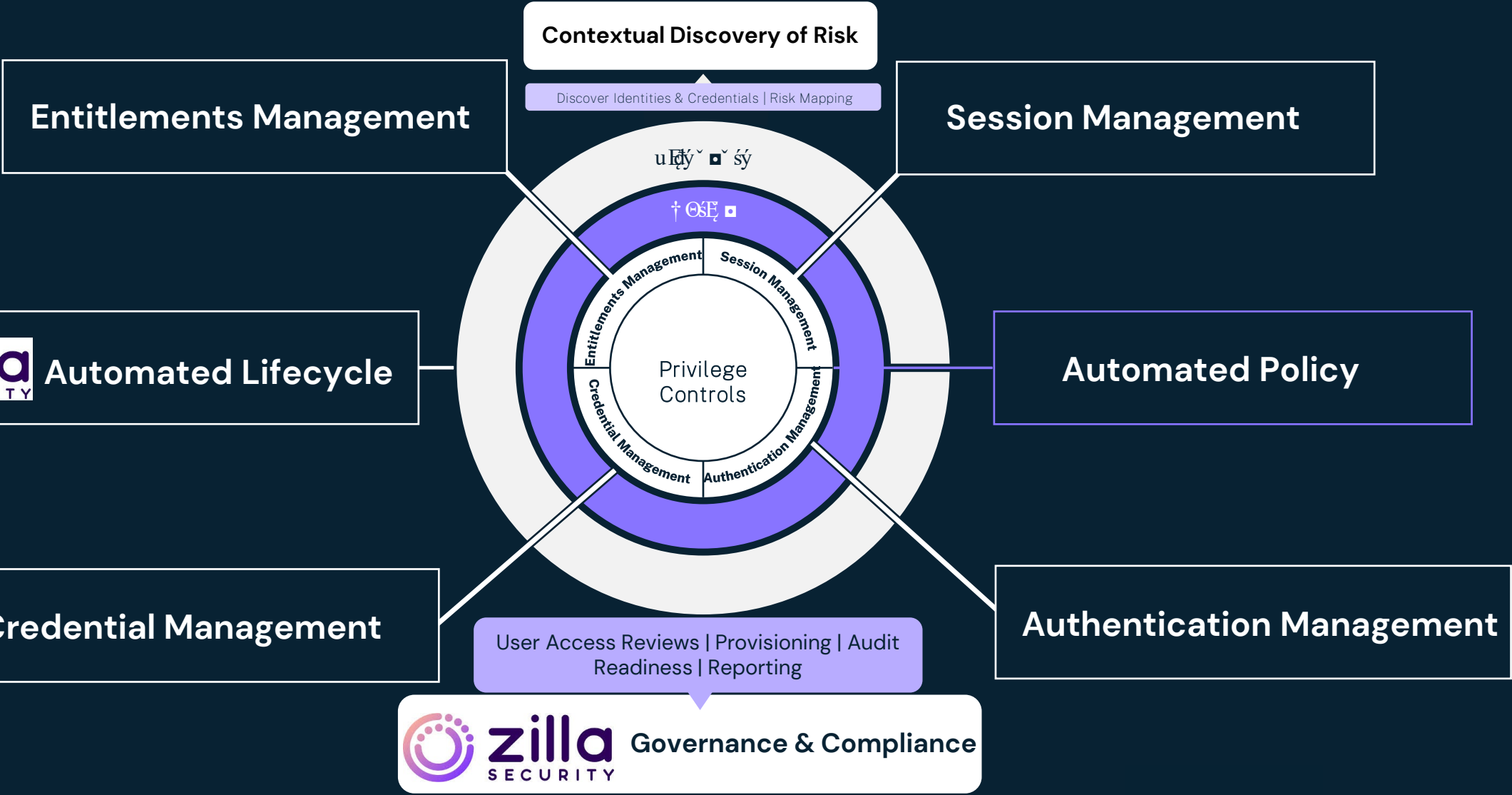# CyberArk Identity Security Platform
Powered by CORA AI

Contextual Discovery of Risk

Discover Identities & Credentials | Risk Mapping

Entitlements Management

Session Management

zilla SECURITY **Automated Lifecycle**

Automated Policy

Entitlements Management | Session Management | Credential Management | Authentication Management

Privilege Controls

Credential Management

Authentication Management

User Access Reviews | Provisioning | Audit Readiness | Reporting

zilla SECURITY **Governance & Compliance**

Customer Case Studies

Leading Observability Vendor

CUSTOMER CHALLENGES

Auditor raised issues with access review process

Needed to migrate to supervisory reviews
500+ first time reviewers, technology novices

ZILLA RESULTS

25 apps onboarded in POV, with remainder
completed in 4 weeks

Completed first UAR within 45 days

60% less days to complete process
80% automation of manual process

Fintech Market Leader

CUSTOMER CHALLENGES

Needed to prepare for IPO

Complex, multi–cloud environment
with 100+ applications

Compliance reviews of access required of
7,000+ employees globally

ZILLA RESULTS

Onboarded all 100 applications within 90 days

Eliminated identity findings in external audits, such
as SOX and numerous others

Automated more than 70% of manual IGA
processes

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Thank You

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