



Houlihan  
Lokey

# Cybersecurity Quarterly Update

Q1 2025

# Global Cybersecurity Team

## U.S. Cyber Team



**Keith Skirbe**  
Managing Director  
San Francisco



**Bobby Wolfe**  
Director  
Miami



**Joseph Miller**  
Vice President  
San Francisco



**Sydney Scadden**  
Vice President  
Charlotte



**Alex Maffei**  
Financial Analyst  
San Francisco



**Sean Fitzgerald**  
Managing Director  
New York



**Chris Hebble**  
Managing Director  
Los Angeles



**David Kelnar**  
Managing Director  
U.K.



**Greg Werntz**  
Director  
San Francisco

## Global Cyber Reach



**Mark Smith**  
Managing Director  
U.K.



**Malte Abrams**  
Managing Director  
Frankfurt



**Sara Napolitano**  
Managing Director  
Paris



**Raymond Fröjd**  
Managing Director  
Stockholm



**Sameer Jindal**  
Managing Director  
Mumbai



**Gabrielle Worrall**  
Vice President  
U.K.



**Christie Adams**  
Associate  
Paris



**Samuel Pattison**  
Financial Analyst  
U.K.



# Executive Summary

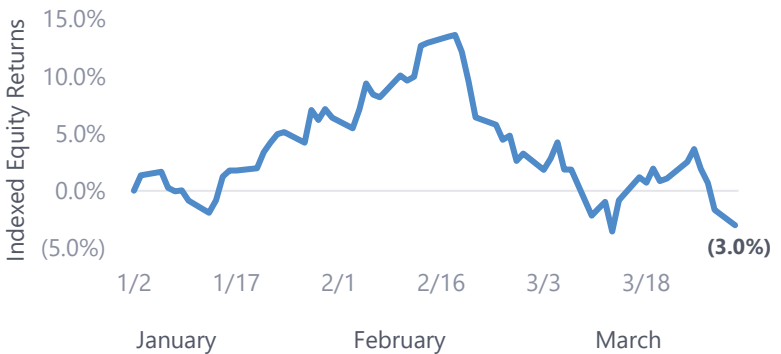
## Q1 2025 in Review

### Executive Summary

- Q1 displayed signs of a **resilient M&A market**, despite the backdrop of tariff activity and macroeconomic uncertainty; however, public markets were impacted following “Liberation Day.”
- Continued growth in the volume and velocity of capital investments demonstrate **sustained investor demand and willingness to deploy dollars**.
- We **anticipate activity to rise throughout 2025** alongside growing tariff and macroeconomic clarity.
- This past quarter, **Okta** and **Rapid7** saw the greatest stock price movements, with the former surging 33.5% and the latter falling 32.7%.

### Pressure on Public Companies




Houlihan Lokey Cybersecurity Index<sup>(1)</sup>






### Q1 2025 Report Themes

	Cybersecurity providers are proactively preparing for the impact of quantum computing.		Threat actors are targeting connected vehicles to gain access to sensitive personal information.
	Traditional cybersecurity offerings are being perceived as ineffective against the latest AI-powered threats.		The ransomware ecosystem is evolving rapidly, requiring modern solutions and strategies to properly combat these threats and build cyber resilience.
	Integrating AI-powered security tools and addressing AI-related skills gaps are strategic imperatives for strengthening cybersecurity posture.		Organizations are increasingly focused on implementing GRC solutions to ensure compliance and enhance internal controls.

### M&A Volume Soars, Driven by Large-Cap Deals

	Q1 '25	VS. Q1 '24	VS. Q1 '23
Volume	\$37.9B	↗ 113.9%	↗ 546.9%
Number of Deals	86	↗ 34.4%	↗ 11.7%
			
\$32,000M	\$4,419M	\$300M	

### Financing Volume Continues to Grow

	Q1 '25	VS. Q1 '24	VS. Q1 '23
Volume	\$3.9B	↗ 17.7%	↗ 7.5%
Number of Deals	193	↗ 16.3%	↗ 53.2%
			
\$500M	\$250M	\$140M	

Source: S&P Capital IQ as of March 31, 2025.  
(1) Houlihan Lokey Cybersecurity Index includes CRWD, CYBR, SAIL, ZS, S, AVGO, PANW, FTNT, OKTA, 4704, TLS, CHKP, QLYS, GEN, FFIV, TENB, FSECURE, RPD, OTEX, MITK, OSPN, CGNT, RSKD, and WITH.





# Table of Contents

01

Perspectives  
From the Front

02

Capital Markets  
and Trends Update

03

Conferences  
and Events

04

About Houlihan Lokey

05

Appendix



# Perspectives From the Front

01


# Future-Proof Security: Preparing for the Quantum Era


**PKWARE®** PKWARE offers the only data discovery and protection solution that locates and secures sensitive data to minimize organizational risks and costs, regardless of device or environment, including the mainframe.


## How Quantum Computing Works

Computing Today	Quantum Computing
Uses single bit having single value <b>1</b> Can be only 0 or 1, not both	Qubit multi-bit having multiple states <b>0 1</b> Can simultaneously be 00, 01, 10, 11

Various approaches to building quantum hardware capable of creating and processing qubits:

- 

**Superconductors:** Special metal circuits, such as those made from niobium, act as qubits and are controlled using microwave signals to perform quantum operations.
- 

**Neutral Atoms:** Individual atoms are trapped in place using lasers or magnetic fields, with their electronic states used to store and process quantum information.
- 

**Photons:** Quantum computers use particles of light, called photons, as qubits, manipulating them with optical components like mirrors and beam splitters while encoding information in their polarization or spatial properties.

## Understanding the Threat


Quantum computers exploit the principles of superposition and entanglement to perform calculations in a fundamentally different way. This allows them to potentially solve these problems significantly faster, rendering current encryption methods vulnerable.

RSA and Prime	RSA encryption relies on the difficulty of factoring large prime numbers, a task hard for classical computers. A 20,000-qubit quantum computer could break RSA-2048 in about 100 days, with future advancements potentially reducing this to seconds.
ECC	ECC encryption, like RSA, depends on complex mathematical problems that quantum computers, using algorithms like Shor's, could solve much faster than classical computers.
AES	AES, a symmetric encryption algorithm, is more resistant to quantum attacks than RSA and ECC, but advances in quantum computing could still pose a threat, with larger key sizes (e.g., 256 bits) offering longer-term security.
SHA	Hash functions like SHA-256 ensure data integrity and are more resilient to quantum attacks than asymmetric encryption, especially with longer bit lengths.

## Prepare for the Future


Preparing for the potential impact of quantum computing on cybersecurity and encryption requires proactive measures and strategic planning. Here are key steps organizations can take to prepare for the future of quantum computing:

### Assess Data Lifetimes and Sensitivity




Assess data sensitivity and longevity to determine which information needs protection now and in the future, considering potential quantum threats in five, 10, or 15 years.

### Explore Quantum-Resistant Cryptography



Explore quantum-resistant cryptography by seeking vendors that offer post-quantum algorithms designed to withstand attacks from both classical and quantum computers.

### Engage in Research and Collaboration



By proactively assessing risks, adopting quantum-resistant cryptography, and enhancing security practices, organizations can prepare for quantum threats and ensure data protection.

## PKWARE at a Glance

### Redefining Data Security and Compliance

- One of the first quantum safe encryption solutions in market.
- Protecting sensitive data for nearly **40 years**, trusted by 21 of the top 25 global banks.
- End-to-end discovery and protection for sensitive data.
- Seamless encryption and compliance across all platforms.
- Ensuring unmatched security and efficiency.

“The future of cybersecurity won’t be won with yesterday’s tools. As quantum threats loom and data volumes explode, the perimeter is long gone—and the only strategy left is to protect the data itself. At PKWARE, we’ve spent nearly 40 years future-proofing data security, not chasing trends. We’ve built quantum-ready encryption capabilities and automated, policy-driven discovery and protection that secures data the moment it’s created and follows it everywhere. Data-centric security isn’t just where things are headed—it’s the only strategy that actually works today, tomorrow, and into the future.”



**Spencer Kupferman**  
CEO, PKWARE

### Trusted by



### Recognition and Awards



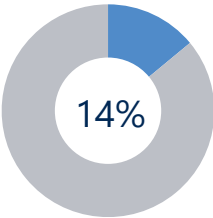


# Darktrace: The State of AI Cybersecurity

**DARKTRACE** Cybersecurity is evolving rapidly due to the rise of AI, with defenders and attackers racing to outpace one another. Organizations are increasingly deploying AI to manage risk, but many still feel underprepared despite growing awareness and investment.

## Confidence in Traditional Cybersecurity Tools Is Waning...

How confident are you in traditional cybersecurity solutions (i.e., ones not featuring AI technology) to detect and block AI-powered threats and attacks?



Only **13.9%** of cybersecurity professionals are “extremely confident” in non-AI tools’ ability to defend against AI-powered threats.

**Over 50%** express low to moderate confidence—highlighting a growing need to modernize the cyber stack with AI-driven capabilities.

## Areas With Greatest Concern About Malicious Use of AI



**Novel social engineering attacks**  
powered by AI are harder to detect and more readily bypass traditional defenses.



**More advanced attacks at speed and scale**  
delivered by less capable threat actors due to easy access to AI.



**Attacks targeting AI systems**  
by attackers who are going after machine learning models, training data, and the APIs and interfaces through which they are accessed.

## Areas/Domains Defensive AI Is Expected to Impact the Most

1

**Improving detection of new or unknown threats**

2

**Improving threat detection in general**

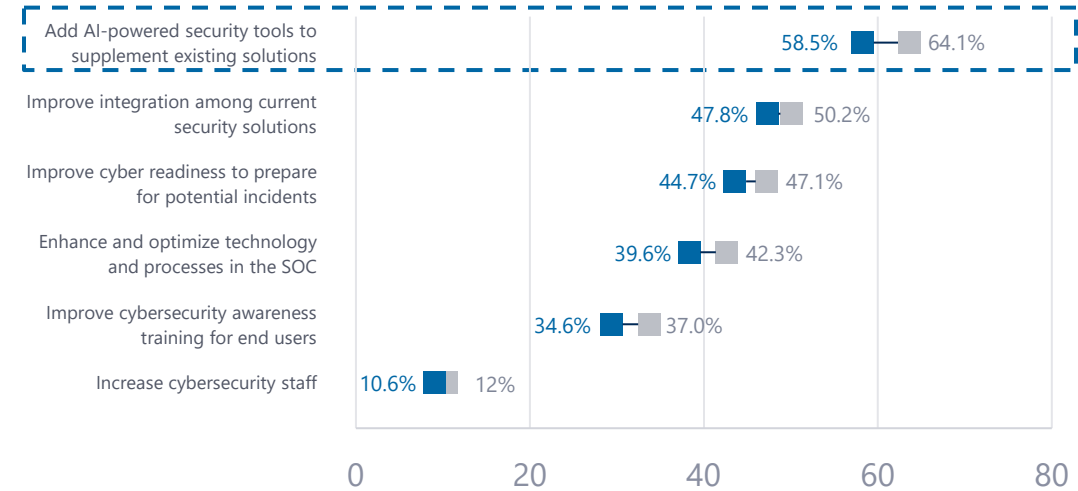
3

**Autonomously responding to threats**

## ...Causing Security Stakeholders to Shift Priorities Toward AI Tools

% of security professionals prioritizing each theme

■ 2024 ■ 2025



## Key Conclusions

- The adoption of AI is no longer optional. While some organizations lead in AI maturity, many are struggling to keep pace.
- Addressing the skills gap, improving policy implementation, and prioritizing platform-based AI tools will be critical to future cyber resilience.



# Check Point: The State of Cybersecurity 2025



From state-backed sabotage to AI-generated social engineering, the global threat landscape is more complex than ever. Organizations face growing pressure to modernize defenses, secure hybrid environments, and build resilience against a rapidly maturing cybercrime economy.

## Headline Cybersecurity Trends



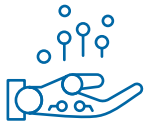
### Geopolitics as Cyber Conflict

- Nation-state cyber activity surged in 2024, especially from China, Russia, Iran, and North Korea.
- Attacks ranged from election interference (e.g., Moldova, Venezuela) to infrastructure disruption (e.g., Volt Typhoon targeting U.S. critical systems).



### Ransomware Ecosystem Evolution

- Ransomware tactics shifted from encryption to data exfiltration extortion (DXF) to avoid detection and maximize leverage.
- Healthcare became the second most targeted sector (22% of all ransomware incidents), surpassing government and education.
- RansomHub emerged as the dominant actor post-LockBit and ALPHV takedowns, responsible for high-profile breaches.



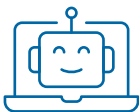
### Cloud Environment Security Complexities

- Hybrid cloud environments became attack enablers—bidirectional lateral movement lets attackers pivot from on-prem to cloud assets.
- Incidents like the Snowflake breach involved infostealer-obtained credentials reused to compromise the cloud infrastructure of 165+ companies.
- Threat groups like Storm-0501 and Mango Sandstorm leveraged SSO weaknesses (e.g., Microsoft Entra ID) to escalate privilege and persist across cloud platforms.



### The Rise of Infostealers

- Infostealer infections surged 58% YoY, with malware like Lumma, StealC, and RedLine gaining traction.
- Law enforcement disruption of botnets like IcedID, Pikabot, and Trickbot (Operation Endgame) led to cybercriminal migration to infostealers.
- Logs harvested are widely sold on platforms like Russian Market, with top-targeted platforms including Google, Discord, and Roblox.



### Edge Devices and ORBs: The New Perimeter Weakness

- Edge devices like routers, firewalls, VPNs, and IoT are increasingly exploited using zero-day vulnerabilities (e.g., Ivanti CVE-2024-3400, PAN-OS).
- Attackers, especially from China (e.g., Pacific Rim campaign), are building operational relay boxes (ORBs) to anonymize and control network traffic.
- Thousands of unsupported and EoL (end-of-life) devices are actively being abused to bypass conventional perimeter defenses.

## CISO Recommendations

- 1

**Adopt a Multilayered Security Stack**  
Combine EDR, phishing simulation, strict access controls, patching, and regular backups. This layered approach is essential to defending against ransomware, infostealers, and hybrid threats.
- 2

**Secure Cloud and Hybrid Environments**  
Implement zero-trust architecture, enforce least-privilege access, and use CSPM/CWPP tools. Cloud-native threats and identity abuse (e.g., Snowflake, Entra ID) demand hardened controls at every layer.
- 3

**Leverage AI for Threat Detection and Response**  
Use AI-driven tools for triage, anomaly detection, and automated containment. AI helps security teams keep pace with fast-moving and low-noise attacks like infostealers and DXF ransomware.
- 4

**Achieve 360° Visibility Across the Attack Surface**  
Monitor users, endpoints, edge devices, cloud workloads, and APIs. Comprehensive visibility is critical to identifying lateral movement and hidden persistence.
- 5

**Streamline and Automate SecOps**  
Reduce tool sprawl, close talent gaps, and consolidate workflows using unified platforms. Security efficiency and scalability are essential as alert volumes rise and skilled talent remains scarce.







Breach Overview

Platform Description	Leading provider of cloud-based education technology solutions for K-12 institutions globally.
Date of Breach	January 2025
What Happened	A 19-year-old hacker, Matthew Lane, exploited stolen contractor credentials to access PowerSchool’s customer support portal, exfiltrating sensitive student and teacher data.
Outcome of Breach	Names, contact details, Social Security numbers, birth dates, medical information, and academic records were leaked.

Key Stats

\$2.9M  
Paid by PowerSchool to prevent public release of the data

62.4M  
Students affected across 6,505 school districts in the U.S., Canada, and other countries

9.5M  
Teachers affected

Attack Methodology and Rationale

	The attacker acquired login credentials from a PowerSchool contractor via compromised credentials—likely purchased or obtained through prior phishing or data leaks involving third parties.
	Once inside the PowerSource environment, Lane escalated access to backend systems supporting PowerSchool’s Student Information System platform. This lateral movement allowed him to exfiltrate structured datasets, including personally identifiable information from school districts using PowerSchool’s hosted services.

Expert Opinion and Commentary

“ This came very close to being the worst-case-scenario cyber incident for the K-12 sector. There aren’t many systems as sensitive as a student information system. At the same time, for the vast majority of customers, it appears there was very little they could have done to prevent this. This was a cybersecurity failure at PowerSchool that customers had no reasonable expectation of being able to detect or prevent. I think it has scared a lot of people. ”



Doug Levin  
National Director, K12 Security Information Exchange

The Outcome

	Matthew Lane pleaded guilty to cyber extortion, unauthorized access to protected computers, and aggravated identity theft.
	PowerSchool implemented enhanced security protocols, including multifactor authentication and comprehensive password resets.
	The company offered two years of free identity protection and credit monitoring services to all affected students and educators.

Key Takeaway

Reinforce Vendor Access and Layered Defenses

	The attacker exploited compromised contractor credentials to access highly sensitive data—highlighting that third-party users can be the weakest link. Organizations must enforce least-privilege access, multifactor authentication, and continuous monitoring for all external partners.
	PowerSchool’s unified platform made it a high-value target, with vast data exposure across thousands of districts. To mitigate this blast radius, organizations must adopt zero-trust architectures, network segmentation, and behavioral anomaly detection to contain breaches before they escalate.

Sources: Reuters, Wall Street Journal, Field Effect, Education Week, The Verge, Cyber Info Blog, PowerSchool.





Breach Overview


Platform Description	Globally used, end-to-end encrypted messaging app owned by Meta, enabling private text, voice, and video communication.
Date of Breach	January 2025
What Happened	Meta confirmed WhatsApp users were targeted by a sophisticated zero-click spyware attack. The attack exploited a vulnerability that allowed spyware installation without any user interaction.
Outcome of Breach	Meta disrupted the spyware campaign, notified affected users, and issued a cease-and-desist letter.


Key Stats

90+  
Users affected, including journalists, human rights activists, and members of civil society organizations

20+  
Countries were impacted, highlighting the global scale and high-value focus of the attack


Attack Methodology and Rationale

- 


Paragon Solutions is an Israeli spyware vendor reportedly behind the attack. The company develops surveillance tools—like the Graphite spyware—designed to covertly extract data from mobile devices. Paragon markets its tools to government agencies, positioning itself as a lawful surveillance provider, similar to NSO Group.
- 

The attackers utilized Graphite. This spyware could be installed on a target’s device without any action from the user, granting the attacker full access to messages, calls, and other sensitive data.

Expert Opinion and Commentary





The discovery of Paragon spyware targeting WhatsApp users is a reminder that mercenary spyware continues to proliferate, and as it does, we continue to see familiar patterns of problematic use.



John Scott-Railton  
Senior Researcher at Citizen Lab

The Outcome


- 


Meta issued a cease-and-desist letter to Paragon Solutions and is exploring further legal options.
- 

WhatsApp has implemented additional security measures to prevent similar attacks in the future. Affected users have been notified and provided with information on how to secure their accounts.

Key Takeaway

Zero-Click Exploits and Mercenary Spyware Remain Issues

- 

The attack required no user interaction—spyware was silently installed via a crafted message. This underscores the challenge of defending against zero-day, zero-click exploits that bypass user awareness entirely.
- 

Victims included journalists, civil society members, and activists—suggesting a widening scope of surveillance targeting. Commercial surveillance vendors like Paragon are selling turnkey spyware platforms globally, often with minimal oversight.



# Cybersecurity Predictions for 2025

## Industry Predictions



### GRC Solutions Are an Organizational Necessity

- GRC solutions will be increasingly utilized to enhance internal controls, manage business risk, ensure compliance, and drive strategic alignment.
- AI/ML deployments within GRC will further the value proposition, enabling organizations to proactively manage cybersecurity posture and consolidate data sources.

## What Happened

- 2025 marks a transformative year for GRC as businesses shift from siloed, reactive compliance to strategic, tech-enabled, and reputation-conscious risk governance. The convergence of AI, vendor scrutiny, evolving regulations, and digital reputational risk will define GRC maturity—and separate resilient leaders from laggards.
- Despite a **global shortfall of ~5 million cyber professionals**, most organizations are prioritizing AI integration over hiring in 2025. 71% of organizations **have unfilled cybersecurity roles**, yet only 11% plan to hire more staff in 2025, relying instead on AI tools to augment stretched teams.

## GRC Cyber Highlights

60%  
of organizations cite supply chain/vendor issues as the No. 1 GRC risk

40%  
of GRC platforms are expected to adopt AI governance tools by 2026

## Greatest Inhibitors of Organizations' Abilities to Defend Against AI-Powered Threats

Aggregate participant rating on a scale of 1–5



### Shortage of AI-Proficient Professionals

- 34% of surveyed security teams referenced a lack of AI-skilled cybersecurity talent, especially relating to the handling of new attack avenues and vulnerabilities.
- Comprehensive training, particularly around the deployment of AI, is quickly becoming an essential component of cybersecurity preparedness.

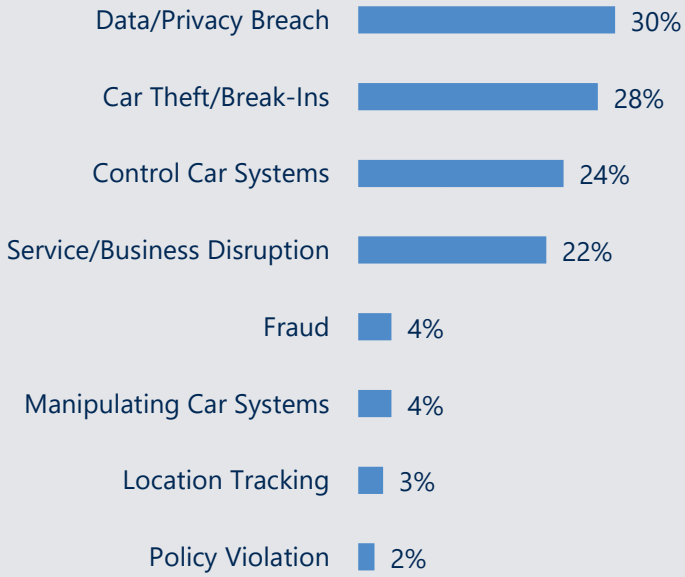
## What Was Not Predicted: Connected Cars Are Cyber Targets

Connected vehicles are **increasingly exposed to remote hacking risks**, with attackers potentially gaining access to critical functions (e.g., engine start/stop, door locks) and sensitive personal data through flaws in telematics platforms.

**Minimal user information**—such as a license plate or phone number—**can be enough to compromise access**, underscoring the urgency for stronger identity verification, access control, and back-end API security in automotive systems.

## Impacts on Automakers Over Past Decade

% occurrence of impacts from cyber attack (multiple impacts can occur)







## Capital Markets and Trends Update

02

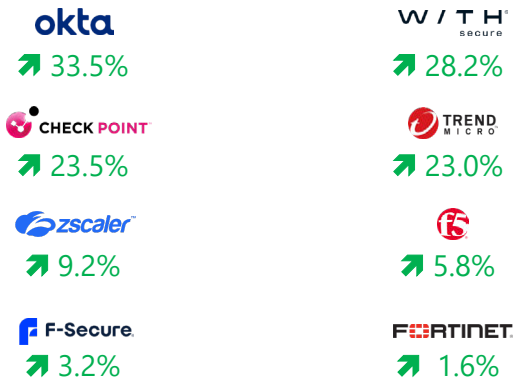
# Cybersecurity Dashboard

## Public Market Environment

The cybersecurity sector experienced a minor setback, but medium-growth candidates remain resilient.

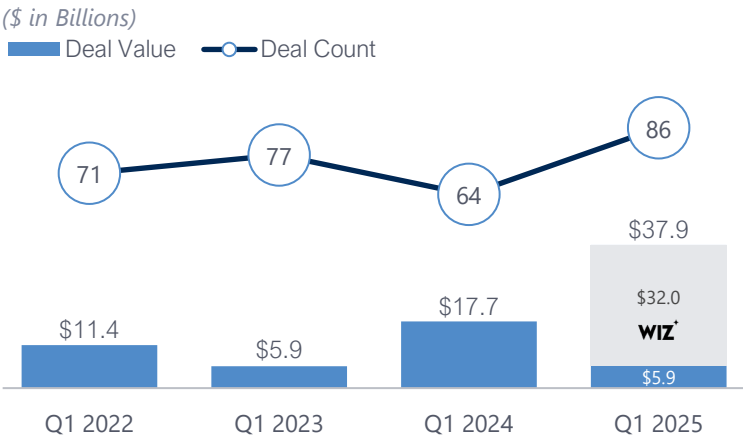


### Selected Cybersecurity Performance Q1 2025



## M&A Environment

Cyber dealmaking remains active, with the landmark Wiz deal serving as a potential catalyst for further M&A.

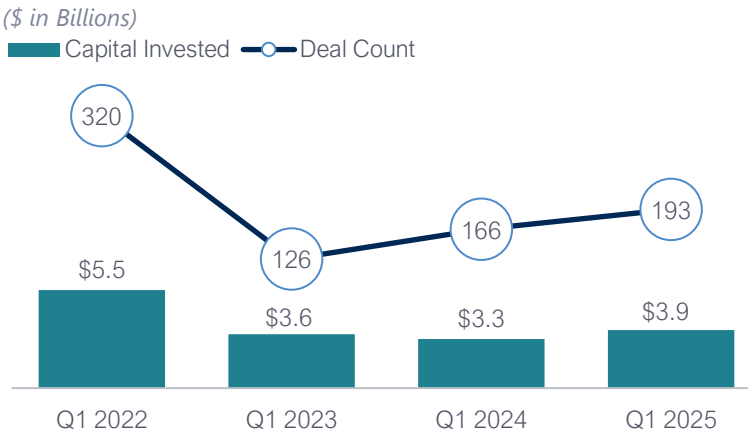


### Selected Q1 Transactions

(\$ in Millions)				
Ann. Date	Acquirer	Target	EV	EV/Rev
Mar. 18	Google	WIZ*	\$32,000	NM
Mar. 6	CORSAIR	IDnow.	\$300	NA
Mar. 3	jamf	Identity Automation	\$215	NA
Feb. 7	TURN RIVER	solarwinds	\$4,419	5.5x
Jan. 27	ninjaOne	Dropsuite	\$252	9.8x

## Private Funding Environment

The private funding environment displayed a slight uptick in volume and amount raised, reaffirming continued investor demand.



### Selected Q1 Financings

(\$ in Millions)				
Ann. Date	Investor	Target	Amount	Val.
Mar. 31	IEQT	RELIAQUEST	\$500	\$3,400
Mar. 26	COATUE	Island	\$250	\$4,800
Mar. 24	MADRID CAPITAL PARTNERS	TENELEVEN	\$140	\$1,600
Mar. 12	evo/ution	PENTERA	\$60	\$1,000
Feb. 17	BCV	DREAM	\$100	\$1,100

Source: S&P Capital IQ as of March 31, 2025.

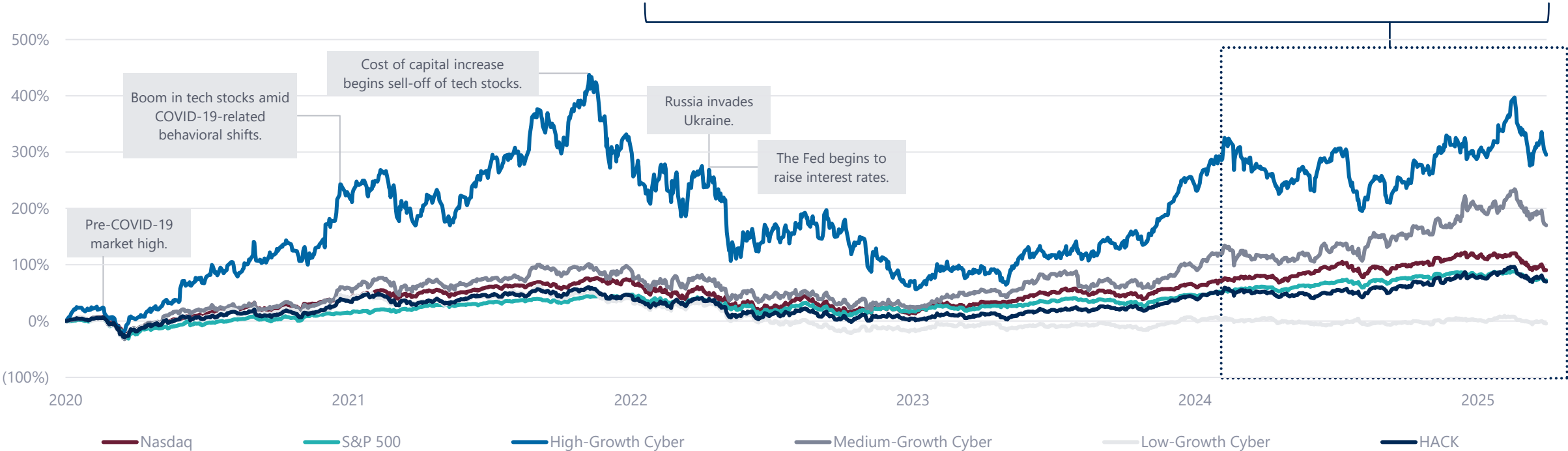
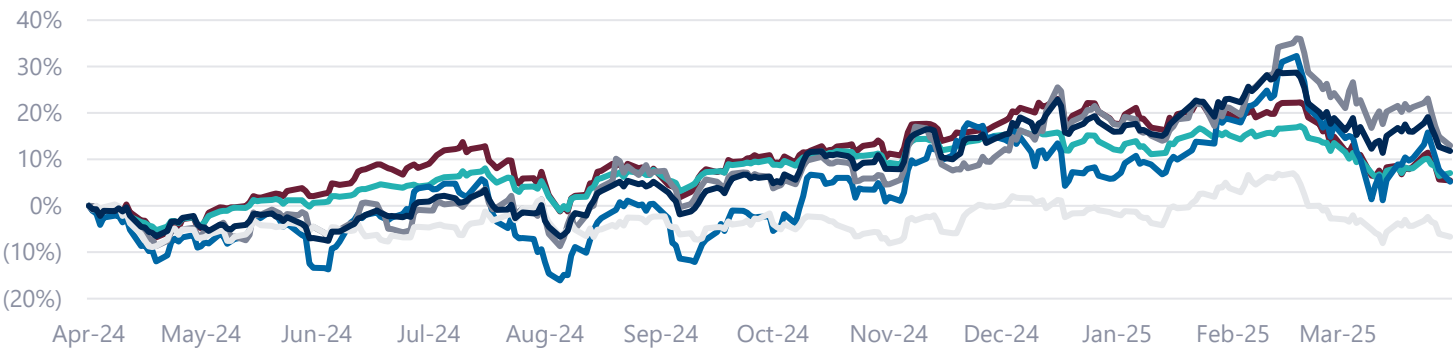
Notes: NA indicates not available.

(1) High-growth cybersecurity includes CRWD, CYBR, SAIL, ZS, and S. (2) Medium-growth cybersecurity includes AVGO, PANW, FTNT, OKTA, 4704, and TLS. (3) Low-growth cybersecurity includes CHKP, QLYS, GEN, FFIV, TENB, FSECURE, RPD, OTEX, MITK, OSPN, CGNT, RSKD, and WITH.



# Segments of Cybersecurity and Broader Indexes

Index	Q1 '25	LTM
High-Growth Cyber <sup>(1)</sup>	↘ 1.9%	↗ 5.2%
Medium-Growth Cyber <sup>(2)</sup>	↗ 0.7%	↗ 13.0%
Low-Growth Cyber <sup>(3)</sup>	↘ 4.7%	↘ 6.6%
HACK <sup>(4)</sup>	↘ 3.7%	↗ 11.8%
S&P 500	↘ 4.4%	↗ 7.0%
Nasdaq	↘ 10.3%	↗ 5.5%



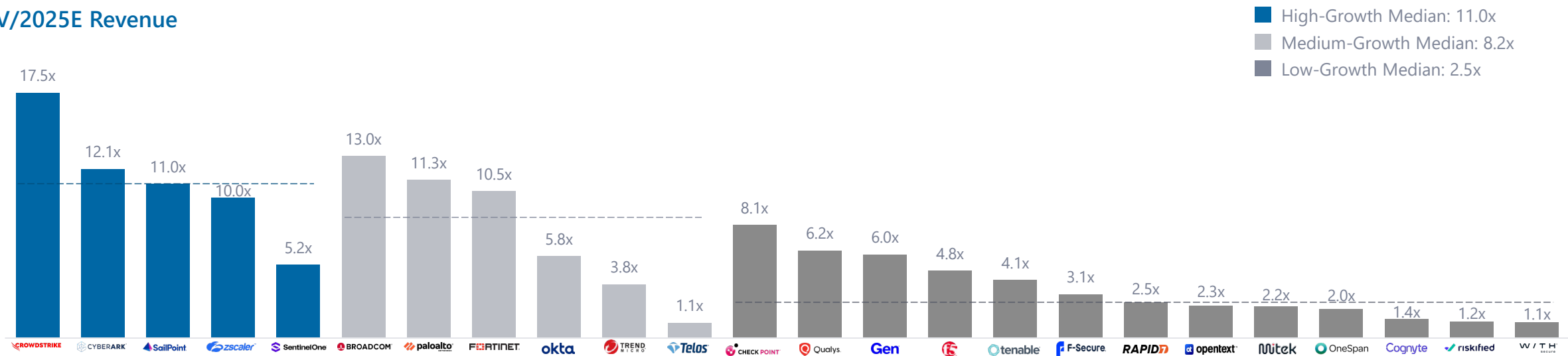
Source: S&P Capital IQ as of March 31, 2025.  
 (1) High-growth cybersecurity includes CRWD, CYBR, SAIL, ZS, and S.  
 (2) Medium-growth cybersecurity includes AVGO, PANW, FTNT, OKTA, 4704, and TLS.

(3) Low-growth cybersecurity includes CHKP, QLYS, GEN, FFIV, TENB, FSECURE, RPD, OTEX, MITK, OSPN, CGNT, RSKD, and WITH.  
 (4) Amplify Cybersecurity ETF (ARCA:HACK).

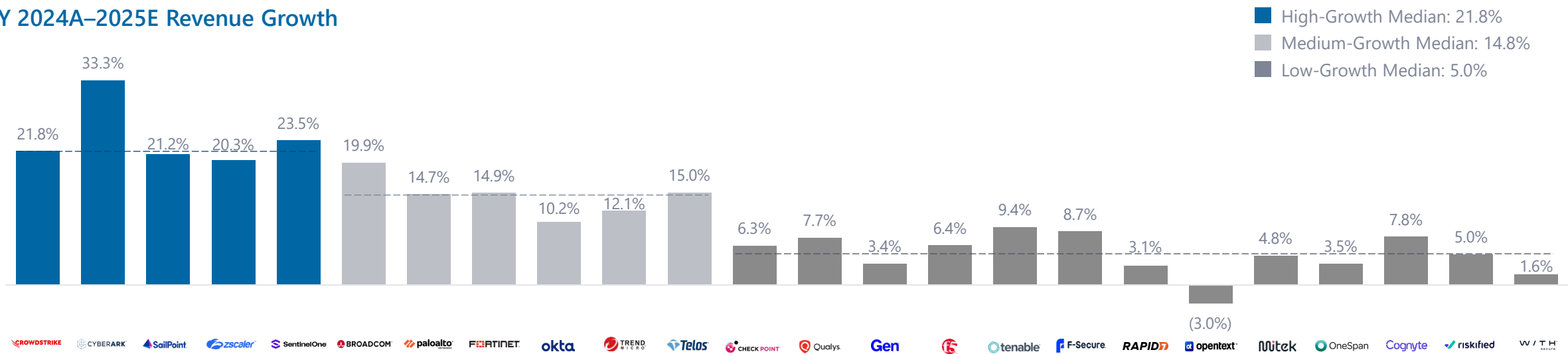


# Public Company Benchmarking Cybersecurity Software

EV/2025E Revenue



CY 2024A–2025E Revenue Growth



Source: Trading multiples are based on share price, other market data, and broker consensus future revenue and earnings estimates from S&P Capital IQ as of March 31, 2025.  
Notes: All financials are calendarized to a December year-end and sorted by EV/2025E revenue. Broadcom's figures have been pro forma adjusted for its acquisition of VMware.

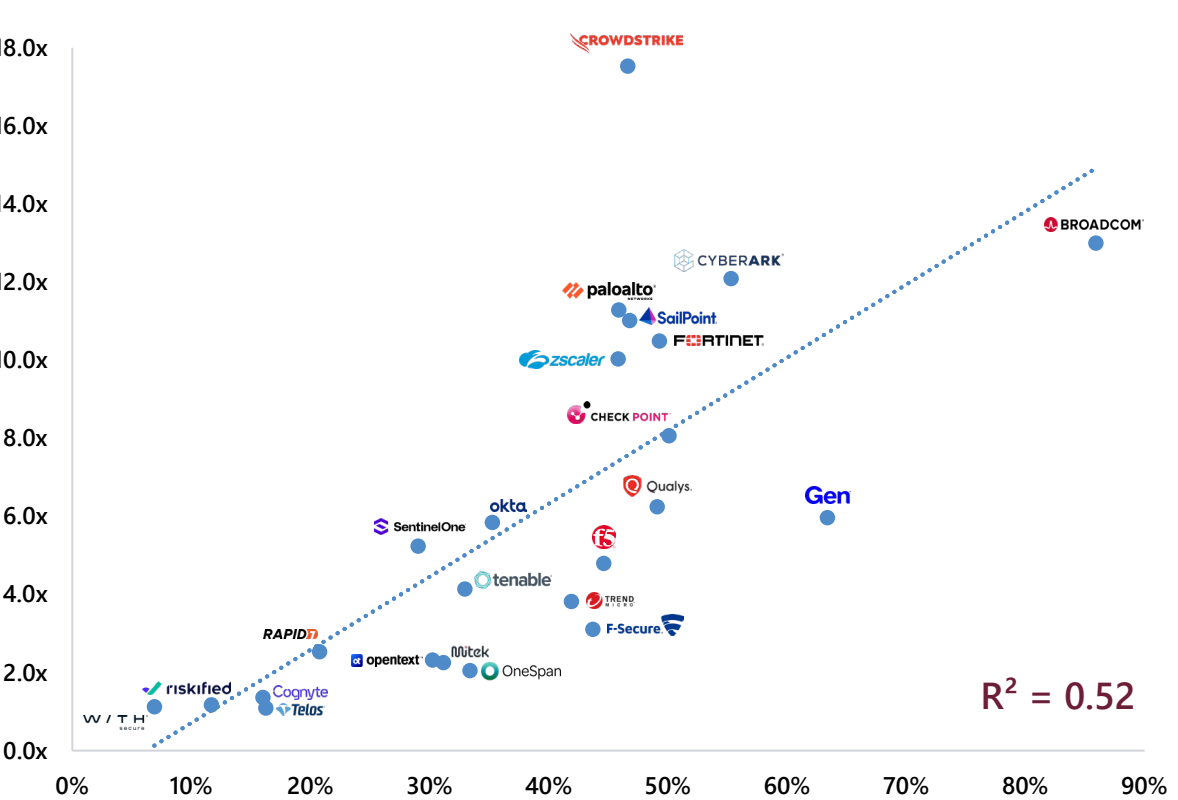
# Public Investors Continue to Value a Balance of Growth and Profitability

Low-Revenue Growth Rate	Medium-Revenue Growth Rate	High-Revenue Growth Rate	Below Rule of 40	Above Rule of 40
Mean: 5%   3.5x Median: 5%   2.5x	Mean: 14%   7.6x Median: 15%   5.8x	Mean: 24%   11.2x Median: 22%   11.0x	Mean: 7%   2.6x Median: 5%   2.2x	Mean: 15%   9.0x Median: 15%   10.0x

EV/2025E Revenue to 2025E/2024A Revenue Growth



EV/2025E Revenue to Rule of 40

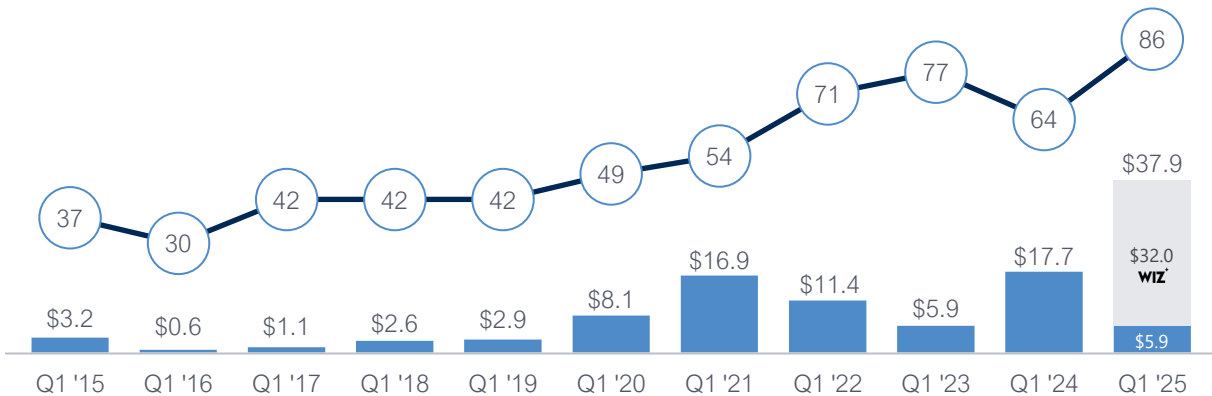


# Cybersecurity M&A Activity

## Historical Q1 M&A Summary

(\$ in Billions)

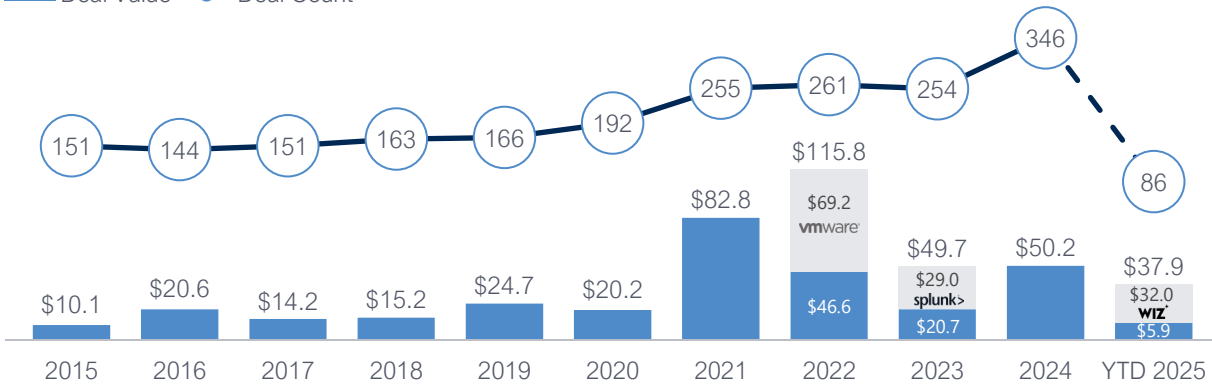
■ Deal Value —●— Deal Count



## Annual M&A Summary

(\$ in Billions)

■ Deal Value —●— Deal Count



## Featured M&A Transactions

(\$ in Millions)

Ann. Date	Acquirer	Target	EV	EV/Rev
Mar. 18	Google	WIZ	\$32,000	NM
Mar. 17	VARONIS	Cyral	NA	NA
Mar. 6	ARMIS	OTORIO	\$120	NA
Mar. 6	CORSAIR	IDnow	\$300	NA
Mar. 3	jamf	Identity Automation	\$215	NA
Feb. 28	IONQ	IDQ	\$155	NA
Feb. 18	deepwatch	DASSANA	NA	NA
Feb. 13	CYBERARK	zilla SECURITY	\$165	NA
Feb. 7	TURN RIVER	solarwinds	\$4,419	5.5x
Jan. 29	tenable	VULCAN	\$150	NA
Jan. 27	ninjaOne	Dropsuite	\$252	9.8x
Jan. 20	metropolis	oosto	NA	NA

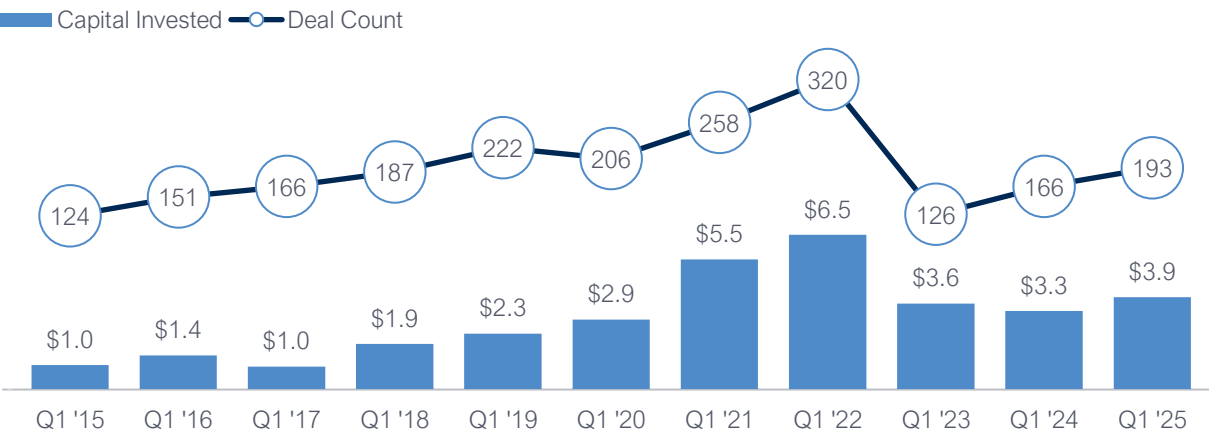




# Cybersecurity Financing Activity

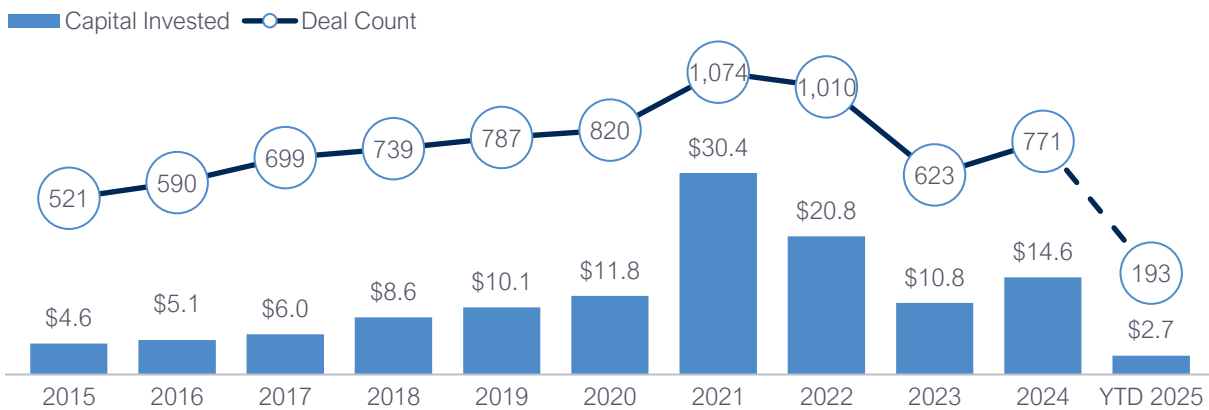
## Historical Q1 Financing Summary

(\$ in Billions)



## Annual Financing Summary

(\$ in Billions)



## Featured Minority Transactions

(\$ in Millions)

Ann. Date	Investor	Target	Amount	Valuation
Mar. 31	IEQT	RELIAQUEST	\$500	\$3,400
Mar. 26	COATUE	Island	\$250	\$4,800
Mar. 24	MADRONE CAPITAL PARTNERS TENELEVEN	ĀURA	\$140	\$1,600
Mar. 12	evo/ution EQUITY PARTNERS	PENTERA	\$60	\$1,000
Feb. 27	G/ MENLO VENTURES	MIMIC	\$50	\$412
Feb. 17	BCV	DREAM	\$100	\$1,100
Feb. 12	TWO BEAR CAPITAL	QuSecure	\$28	\$233
Feb. 11	ACTIVANT	sardine	\$70	\$680
Jan. 30	SAGEVIEW CAPITAL	Closinglock	\$34	\$200
Jan. 27	jump PANTERA	Humanity	\$20	\$1,100
Jan. 27	Notable Capital	token	\$20	\$69
Jan. 14	intel capital TEAMS	Orchid	\$36	\$104





## Conferences and Events

03

# Recent Conferences and Events

## RSA Conference 2025

San Francisco: April 28–May 1, 2025



San Francisco • April 28 – May 1 • Moscone Center

- RSA Conference is one of the largest and most influential cybersecurity events in the world, providing a platform for cybersecurity professionals to discuss the latest trends, threats, and technologies in the industry.
- The event features industry leaders, innovators, and policymakers discussing critical cybersecurity topics and offers workshops, tutorials, and track sessions.
- The various educational sessions offer technical deep dives as well as strategic insights to promote an all-around grasp of everything happening in cybersecurity.
- Exhibitions offer a showcase of the latest cybersecurity products and services from leading companies and startups.



Source: RSA Conference website.

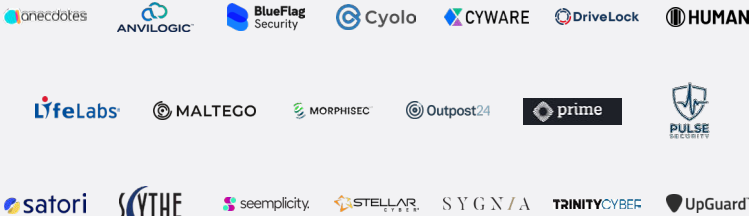


### SF Giants Game

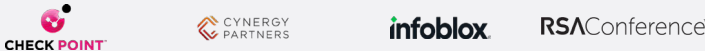
Houlihan Lokey’s global Cybersecurity team hosted a day at the ballpark for C-level executives from leading companies and investors across the cybersecurity ecosystem.



### Cyber Companies



### Strategic/Corporate Development



### Venture Capital/Private Equity



### Conference Offerings

Early-Stage Expo

Innovation Sandbox

Launch Pad

RSAC Sandbox

Innovation Showcase

Keynote Presentations

RSA Conference™

44,000+ Attendees

650+ Exhibitors

700+ Speakers

70+ Houlihan Lokey Meetings





# Recent Conferences and Events

## ONE Houlihan Lokey Global Conference

New York: May 13–15, 2025

### Selected Sponsor/Strategic Attendees



### Participating Cybersecurity Companies



### What Happened

- **Panel Discussions From CEOs at High-Growth Companies:** A wide range of speakers shared their insights about navigating current market conditions and positioning their companies for future success across a variety of technology sectors.
- **Featured Speakers:** The conference featured high-profile speakers and candid panel discussions with distinguished tech thought leaders, discussing a variety of topical themes.
- **Targeted 1x1 Meetings:** Houlihan Lokey arranged targeted 1x1 meetings for presenting companies over the course of the conference, advising on prospects, meeting structure, and materials and coordinating any follow-up.
- **Networking Opportunities:** An audience of strategic, financial, and institutional investors, as well as other capital providers, gathered for lunch and end-of-day cocktails.

Conference Highlights

380+  
Participating  
Companies

8 to 10  
Targeted 1x1  
Meetings per  
Presenting Company

4,000+  
Conference  
Attendees



## Sector Conferences and Events

Event	Date	Location	Event Overview
<b>Infosecurity Europe</b>	June 3–5, 2025	London, U.K.	Infosecurity Europe is a leading cybersecurity event in London. It features 13,000+ visitors, 380+ exhibitors, 200+ talks, and 90+ CPE credits.
<b>Gartner</b> Security & Risk Management	June 9–11, 2025	National Harbor, MD	The Gartner Security & Risk Management Summit delivers actionable insights into the challenges of complex cyber environments.
 AWS re:Inforce	June 16–18, 2025	Philadelphia, PA	AWS re:Inforce is an annual cloud-security event featuring keynote speakers, innovation talks, and opportunities to connect with cloud security professionals.
 black hat	August 2–7, 2025	Las Vegas, NV	Black Hat offers specialized cybersecurity trainings, briefings on the latest research from cybersecurity experts, and networking and social events.
 DEFCON	August 7–10, 2025	Las Vegas, NV	DEF CON is an annual conference that explores emerging cybersecurity threats and technologies through a variety of workshops and specialized hacker villages.
 INTERNATIONAL CYBER EXPO	September 30 – October 1, 2025	London, U.K.	The International Cyber Expo attracts a variety of key industry players, offering immersive cybersecurity demonstrations and relevant information sessions.
 Gartner IT SYMPOSIUM   Xpo.	October 20–23, 2025	Orlando, FL	Explore the latest AI and cybersecurity insights to enhance digital transformation at the Gartner IT Symposium/Xpo™ 2025 conference.
 IDC Security Summit	October 1, 2025	Nieuwegein, Netherlands	Join IDC's analysts and security vendor thought leaders to learn about the latest trends in European cybersecurity and the future of security in an AI-driven world.
 InfoSec World A Gartner Event	October 27–29, 2025	Lake Buena Vista, FL	The InfoSec World community will share real-world solutions and professional expertise to reinvent the practice of security in 2025, and chart new paths forward for the industry and the profession.
<b>Gartner</b> Identity & Access Management	December 8–10, 2025	Grapevine, TX	This is the premier conference for IAM leaders and architects to tackle priorities like IAM program management, automation, identity threat detection and response (ITDR), and more.





About Houlihan Lokey

04

# Leading Independent, Global Advisory Firm

Houlihan Lokey is the trusted advisor to more top decision-makers than any other independent global investment bank.

2,702

Global Employees<sup>(1)</sup>

34

Locations Worldwide

\$12.19B

Market Cap<sup>(2)</sup>

\$2.4B

Annual Revenue<sup>(3)</sup>

~25%

Employee-Owned

No

Debt



## CORPORATE FINANCE

2024 M&A Advisory Rankings  
All Global Transactions

Advisor	Deals
1 Houlihan Lokey	415
2 Rothschild	406
3 Goldman Sachs	371
4 JP Morgan	342
5 Morgan Stanley	309

Source: LSEG (formerly Refinitiv).  
Excludes accounting firms and brokers.

No. 1  
Global M&A Advisor

Leading  
Capital Solutions Group

## FINANCIAL RESTRUCTURING

2024 Global Distressed Debt &  
Bankruptcy Restructuring Rankings

Advisor	Deals
1 Houlihan Lokey	88
2 PJT Partners	59
3 Rothschild	48
4 Lazard	44
5 Perella Weinberg Partners	40

Source: LSEG (formerly Refinitiv).

No. 1  
Global Restructuring Advisor

1,800+  
Transactions Completed Valued at More  
Than \$3.8 Trillion Collectively

## FINANCIAL AND VALUATION ADVISORY

2000–2024 Global M&A  
Fairness Advisory Rankings

Advisor	Deals
1 Houlihan Lokey	1,243
2 Duff & Phelps, A Kroll Business	1,045
3 JP Morgan	1,020
4 UBS	792
5 Morgan Stanley	698

Source: LSEG (formerly Refinitiv).  
Announced or completed transactions.

No. 1  
Global M&A Fairness Opinion Advisor  
Over the Past 25 Years

2,000+  
Annual Valuation Engagements

## FINANCIAL SPONSORS COVERAGE

2024 Most Active Advisor to  
Private Equity—Globally

Advisor	Deals
1 Houlihan Lokey	232
2 Rothschild	189
3 Jefferies	175
4 William Blair	150
5 Morgan Stanley	147

Source: The Deal.

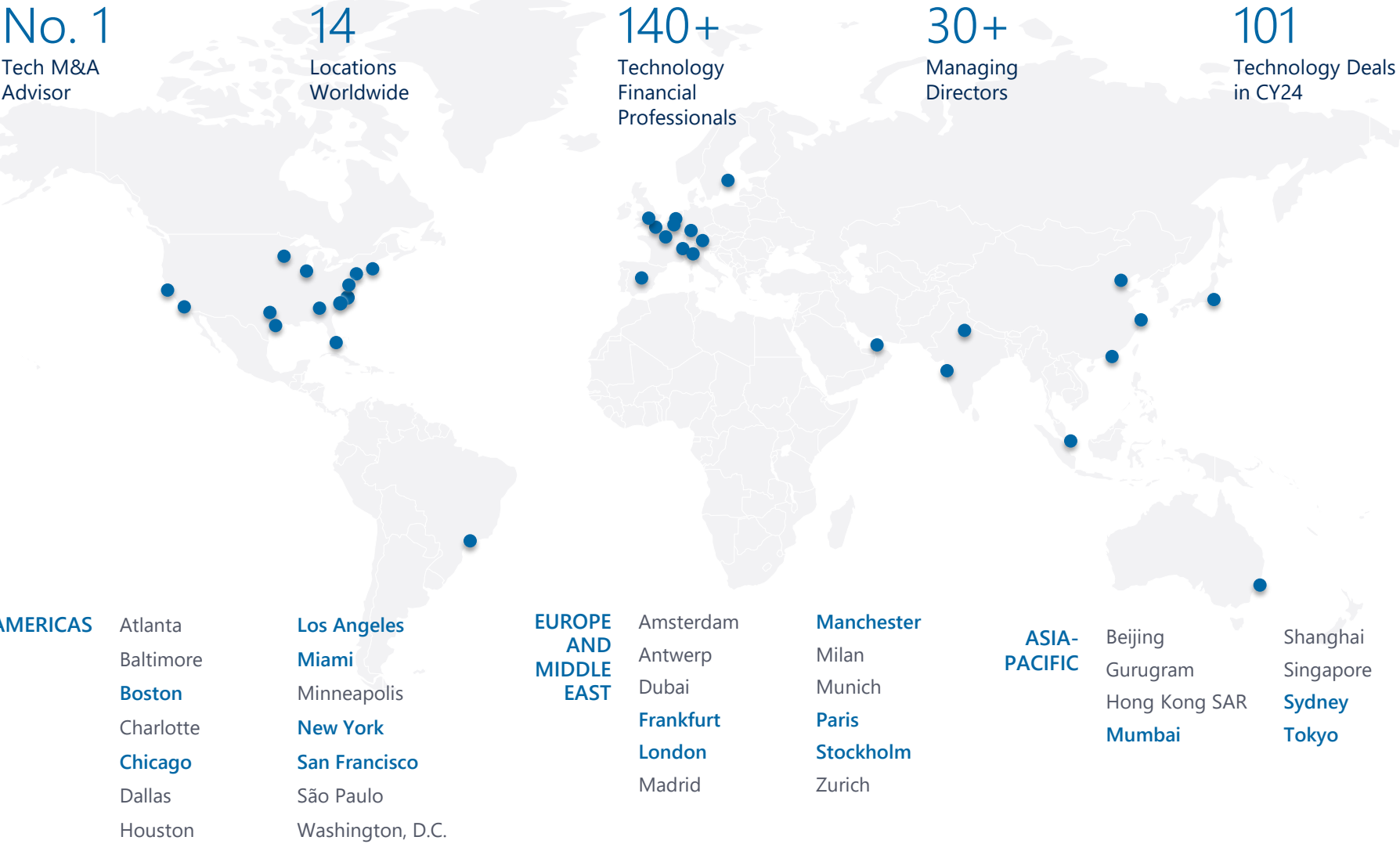
No. 1  
Most Active Advisor to Private Equity—  
Globally

1,900+  
Sponsors Covered Globally

(1) As of March 31, 2025.  
(2) As of May 30, 2025.  
(3) LTM ended March 31, 2025.



# Our Tech M&A Team Is No. 1 Globally With Unparalleled Reach



## No. 1 Global Tech Team

2024 M&A Advisory Rankings  
All Global Technology Transactions

	Advisor	Deals
1	<b>Houlihan Lokey</b>	<b>101</b>
2	Goldman Sachs	98
3	JP Morgan	93
4	Morgan Stanley	81
5	Rothschild	65

Source: LSEG (formerly Refinitiv).  
Excludes accounting firms and brokers.

2024 M&A Advisory Rankings  
U.S. Technology Transactions Under \$1 Billion

	Advisor	Deals
1	<b>Houlihan Lokey</b>	<b>50</b>
2	Moelis	43
3	William Blair	38
4	JP Morgan	37
5	Raymond James Financial	33

Source: LSEG (formerly Refinitiv).



# Deep Cybersecurity Experience Across the Ecosystem

 a portfolio company of  has merged with  a portfolio company of  Sellside Advisor	 a subsidiary of  has been acquired by  Sellside Advisor	 a portfolio company of  has formed a strategic partnership with  supported by majority investment from   Sellside Advisor	 a portfolio company of  has been acquired by  Sellside Advisor	 Citizen Identity Solutions Business has been acquired by  Sellside Advisor	 a portfolio company of  has acquired  a portfolio company of  Buyside Advisor	 has received a strategic investment from  Sellside Advisor
 has integrated  Buyside Advisor	 a portfolio company of  has been acquired by  a portfolio company of  Sellside Advisor	 has merged with  a portfolio company of  Exclusive Placement Agent	 has integrated  Buyside Advisor	 has acquired a majority stake in  formerly known as  a portfolio company of  Buyside Advisor	 has been acquired by  Sellside Advisor	 has been acquired by  Sellside Advisor
 has received investment from  Sellside Advisor	 a portfolio company of  HoldCo PIK Notes Acquisition Financing Exclusive Placement Agent	 Cybersecurity SAS has been acquired by  Sellside Advisor	 has received a growth equity investment of \$70,000,000 from  SUMERU EQUITY PARTNERS Financial Advisor	 has made a strategic investment in  Buyside Advisor	 has received a strategic growth investment from  Sellside Advisor*	 Financial Partners has acquired a majority stake in  Your True Identity Company Buyside Advisor*
 has been acquired by  Sellside Advisor*	 has invested in  Financing Advisor*	 has sold a majority stake to  Sellside Advisor*	 has received an equity investment from  Financial Advisor	 has entered into a partnership with  Sellside Advisor*	 has invested in  Buyside Advisor*	 structured equity investment led by  Financing Advisor*

Tombstones included herein represent transactions closed from 2017 forward.


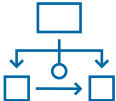

\*Selected transactions were executed by Houlihan Lokey professionals while at other firms acquired by Houlihan Lokey or by professionals from a Houlihan Lokey joint venture company.

# How Houlihan Lokey Can Help

Our firm is extremely well equipped to help our clients navigate uncertain times.

We respond quickly to challenging situations and are constantly helping clients analyze, structure, negotiate, and execute the best possible solutions from both a strategic and a financial perspective.

## What We Offer

<div>Corporate Finance</div> 	› Mergers and Acquisitions	We are widely recognized as a leading M&A advisor to the mid-cap and have long-standing relationships with capital providers, including commercial banks and other senior credit providers, insurance funds, asset managers, and mezzanine fund investors. Few other investment banks maintain the breadth of relationships and capital markets intelligence that we do.
	› Capital Solutions	
	› Board and Special Committee Advisory	
<div>Financial Restructuring</div> 	› Creditor Advisory	We have the largest restructuring practice of any global investment bank. Since 1988, we have advised on more than 1,800 restructuring transactions (with aggregate debt claims in excess of \$3.8 trillion). We served as an advisor in 12 of the 15 largest bankruptcies from 2000 to 2024.
	› Special Situations	
	› Distressed M&A	
	› Liability Management	
<div>Financial and Valuation Advisory</div> 	› Portfolio Valuation and Fund Advisory	Over more than five decades, we have established ourselves as one of the largest financial and valuation advisory firms. Our transaction expertise and leadership in the field of valuation help inspire confidence in the financial executives, boards of directors, special committees, investors, and business owners we serve.
	› Transaction Opinions	
	› Corporate Valuation Advisory Services	
	› Transaction Advisory Services	
	› Real Estate Valuation and Advisory	
	› Dispute Resolution Consulting	

## Why We Are Different


No. 1 For All Global M&A and All Global Tech M&A in 2024\*

 Significant Experience With Financing Markets

 Senior-Level Commitment and Dedication

 Deep, Industry-Specific Expertise

 Superior Work Product/ Technical Abilities

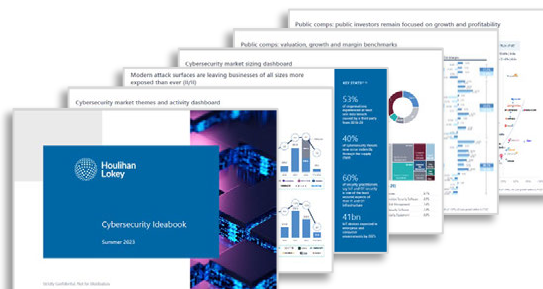
 Creativity, Imagination, Tenacity, and Positivity

# Other Houlihan Lokey Cyber Sector Reports

## Generative AI in Cybersecurity Report



## European Cybersecurity Ideabook



## Identity Sector Report



## Managed Security Services Report



To gain access to these decks, please reach out to the following:

### U.S. Cyber Team



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**Bobby Wolfe**  
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### Global Cyber Reach



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Appendix

05

# High-Growth Cybersecurity Trading Metrics

(\$ in Millions, Except Price per Share)







Company	Stock Price	52-Wk High	% of 52-Wk High	YTD Stock Performance	Cash and ST Inv	Equity Mkt Cap	Enterprise Value	EV/Revenue			EV/EBITDA		
								CY 2024A	CY 2025E	CY 2026E	CY 2024A	CY 2025E	CY 2026E
 CROWDSTRIKE	\$352.58	\$455.59	77.4%	1.5%	\$4,323	\$86,866	\$83,900	21.3x	17.5x	14.4x	NM	NM	NM
 zscaler	198.42	217.84	91.1%	9.2%	2,880	30,388	29,059	12.1x	10.0x	8.3x	48.9x	39.3x	30.5x
 CYBERARK	338.00	421.00	80.3%	0.7%	722	15,538	15,905	16.1x	12.1x	10.1x	NM	NM	42.2x
 SailPoint	18.75	26.35	71.2%	(18.5%)	121	10,436	11,361	13.3x	11.0x	9.2x	NM	43.1x	39.2x
 SentinelOne	18.18	29.29	62.1%	(19.5%)	722	5,807	5,290	6.5x	5.2x	4.3x	NM	NM	NM

Top Quartile	\$30,388	\$29,059	16.1x	12.1x	10.1x	48.9x	42.1x	40.7x
Mean	29,807	29,103	13.9x	11.2x	9.3x	48.9x	41.2x	37.3x
Median	15,538	15,905	13.3x	11.0x	9.2x	48.9x	41.2x	39.2x
First Quartile	10,436	11,361	12.1x	10.0x	8.3x	48.9x	40.2x	34.9x

Source: Trading multiples are based on share price, other market data, and broker consensus future revenue and earnings estimates from S&P Capital IQ as of March 31, 2025.  
Notes: All financials are calendarized to a December year-end. NM indicates not meaningful, not disclosed, or EV/EBITDA >50x or <0x. Sorted by enterprise value. Growth categorizations are based on 2024A–2025E revenue growth breakpoints; high-growth ≥ 20%, medium-growth >10% and <20%, low-growth ≤ 10%.

# Medium-Growth Cybersecurity Trading Metrics

(\$ in Millions, Except Price per Share)










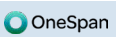



Company	Stock Price	52-Wk High	% of 52-Wk High	YTD Stock Performance	Cash and ST Inv	Equity Mkt Cap	Enterprise Value	EV/Revenue			EV/EBITDA		
								CY 2024A	CY 2025E	CY 2026E	CY 2024A	CY 2025E	CY 2026E
 BROADCOM	\$167.43	\$251.88	66.5%	(27.8%)	\$9,307	\$807,096	\$844,519	15.6x	13.0x	11.1x	24.6x	19.7x	16.5x
 paloalto	170.64	208.39	81.9%	(5.6%)	3,233	120,890	110,718	12.9x	11.3x	9.9x	41.9x	36.3x	32.6x
 FORTINET	96.26	114.82	83.8%	1.6%	4,781	74,455	71,028	12.1x	10.5x	9.3x	33.9x	30.6x	27.0x
 okta	105.22	118.07	89.1%	33.5%	2,523	18,798	16,723	6.4x	5.8x	5.3x	28.6x	23.4x	20.1x
 TREND	66.88	81.20	82.4%	23.0%	1,311	8,856	7,373	4.3x	3.8x	3.6x	14.7x	12.8x	11.5x
 Telos	2.38	5.03	47.3%	(29.6%)	58	172	134	1.2x	1.1x	0.9x	NM	NM	8.4x

Top Quartile	\$109,281	\$100,796	12.7x	11.1x	9.8x	33.9x	30.6x	25.3x
Mean	171,711	175,082	8.8x	7.6x	6.7x	28.7x	24.5x	19.3x
Median	46,627	43,875	9.2x	8.2x	7.3x	28.6x	23.4x	18.3x
First Quartile	11,341	9,710	4.8x	4.3x	4.0x	24.6x	19.7x	12.8x

Source: Trading multiples are based on share price, other market data, and broker consensus future revenue and earnings estimates from S&P Capital IQ as of March 31, 2025.  
Notes: All financials are calendarized to a December year-end. NM indicates not meaningful, not disclosed, or EV/EBITDA >50x or <0x. Sorted by enterprise value. Growth categorizations are based on 2024A–2025E revenue growth breakpoints; high-growth ≥ 20%, medium-growth >10% and <20%, low-growth ≤ 10%.

# Low-Growth Cybersecurity Trading Metrics

(\$ in Millions, Except Price per Share)

Company	Stock Price	52-Wk High	% of 52-Wk High	YTD Stock Performance	Cash and ST Inv	Equity Mkt Cap	Enterprise Value	EV/Revenue			EV/EBITDA		
								CY 2024A	CY 2025E	CY 2026E	CY 2024A	CY 2025E	CY 2026E
 Gen	\$26.54	\$31.72	83.7%	(3.4%)	\$1,006	\$16,561	\$24,005	6.2x	6.0x	5.8x	10.1x	10.0x	9.5x
 CHECK POINT	227.92	234.36	97.3%	23.5%	1,462	25,631	21,945	8.6x	8.1x	7.6x	19.4x	18.4x	17.4x
 F5	266.27	313.00	85.1%	5.8%	1,259	15,712	14,474	5.1x	4.8x	4.7x	13.7x	12.5x	11.8x
 opentext™	25.26	39.00	64.8%	(10.6%)	1,279	6,760	12,104	2.2x	2.3x	2.2x	6.7x	7.0x	5.9x
 Qualys.	125.93	174.20	72.3%	(9.4%)	441	4,674	4,066	6.7x	6.2x	5.8x	14.9x	15.1x	13.9x
 tenable™	34.98	50.07	69.9%	(10.2%)	460	4,177	4,053	4.5x	4.1x	3.8x	21.6x	17.6x	14.5x
 RAPID7	26.51	50.55	52.4%	(32.7%)	493	1,673	2,192	2.6x	2.5x	2.4x	11.8x	14.3x	11.9x
 F-Secure	1.90	2.52	75.3%	3.2%	7	337	512	3.4x	3.1x	3.0x	9.2x	8.9x	8.2x
 Cognyte	7.80	11.12	70.1%	(9.6%)	113	579	512	1.5x	1.4x	1.2x	19.5x	16.7x	NA
 OneSpan	15.25	20.37	74.9%	(19.1%)	105	598	508	2.1x	2.0x	1.9x	7.7x	6.8x	6.4x
 Mitek	8.25	16.24	50.8%	(24.2%)	136	392	403	2.4x	2.2x	2.0x	7.3x	8.5x	6.8x
 riskified	4.62	6.65	69.5%	(2.7%)	357	772	398	1.2x	1.2x	1.1x	23.9x	17.5x	8.1x
 W / T H <sup>®</sup> SECURE	1.00	1.24	80.6%	28.2%	25	165	175	1.1x	1.1x	1.1x	NM	21.4x	13.2x






Top Quartile	\$6,760	\$12,104	5.1x	4.8x	4.7x	19.4x	17.5x	13.3x
Mean	6,002	6,565	3.7x	3.5x	3.3x	13.8x	13.4x	10.6x
Median	1,673	2,192	2.6x	2.5x	2.4x	12.8x	14.3x	10.6x
First Quartile	579	508	2.1x	2.0x	1.9x	8.9x	8.9x	7.8x

Source: Trading multiples are based on share price, other market data, and broker consensus future revenue and earnings estimates from S&P Capital IQ as of March 31, 2025.  
Notes: All financials are calendarized to a December year-end. NM indicates not meaningful, not disclosed, or EV/EBITDA >50x or <0x. Sorted by enterprise value. Growth categorizations are based on 2024A–2025E revenue growth breakpoints; high-growth ≥ 20%, medium-growth >10% and <20%, low-growth ≤ 10%.



# High-Growth Cybersecurity Operating Metrics

(\$ in Millions, Except Price per Share)






Company	Stock Price	Equity Mkt Cap	Enterprise Value	Revenue			EBITDA			Revenue Growth			EBITDA Margin		
				CY 2024A	CY 2025E	CY 2026E	CY 2024A	CY 2025E	CY 2026E	2023A–2024A	2024A–2025E	2025E–2026E	CY 2024A	CY 2025E	CY 2026E
 CROWDSTRIKE	\$352.58	\$86,866	\$83,900	\$3,931	\$4,788	\$5,839	\$987	\$1,189	\$1,554	28.7%	21.8%	22.0%	25.1%	24.8%	26.6%
 zscaler	198.42	30,388	29,059	2,409	2,898	3,484	594	739	952	27.1%	20.3%	20.2%	24.7%	25.5%	27.3%
 CYBERARK	338.00	15,538	15,905	988	1,316	1,579	155	290	377	31.4%	33.3%	19.9%	15.7%	22.0%	23.9%
 SailPoint	18.75	10,436	11,361	851	1,032	1,234	188	264	290	21.7%	21.2%	19.6%	22.1%	25.5%	23.5%
 SentinelOne	18.18	5,807	5,290	818	1,011	1,239	(18)	55	103	31.8%	23.5%	22.5%	NM	5.5%	8.3%

Top Quartile	\$30,388	\$29,059	\$2,409	\$2,898	\$3,484	\$594	\$739	\$952	31.4%	23.5%	22.0%	24.8%	25.5%	26.6%
Mean	29,807	29,103	1,800	2,209	2,675	381	507	655	28.1%	24.0%	20.8%	21.9%	20.7%	21.9%
Median	15,538	15,905	988	1,316	1,579	188	290	377	28.7%	21.8%	20.2%	23.4%	24.8%	23.9%
First Quartile	10,436	11,361	851	1,032	1,239	155	264	290	27.1%	21.2%	19.9%	20.5%	22.0%	23.5%

Source: Trading multiples are based on share price, other market data, and broker consensus future revenue and earnings estimates from S&P Capital IQ as of March 31, 2025.  
Notes: All financials are calendarized to a December year-end. NM indicates not meaningful, not disclosed, or EV/EBITDA >50x or <0x. Sorted by enterprise value. Growth categorizations are based on 2024A–2025E revenue growth breakpoints; high-growth ≥ 20%, medium-growth >10% and <20%, low-growth ≤ 10%.

# Medium-Growth Cybersecurity Operating Metrics

(\$ in Millions, Except Price per Share)

Company	Stock Price	Equity Mkt Cap	Enterprise Value	Revenue			EBITDA			Revenue Growth			EBITDA Margin		
				CY 2024A	CY 2025E	CY 2026E	CY 2024A	CY 2025E	CY 2026E	2023A-2024A	2024A-2025E	2025E-2026E	CY 2024A	CY 2025E	CY 2026E
 BROADCOM	\$167.43	\$807,096	\$844,519	\$54,204	\$64,990	\$75,946	\$34,398	\$42,894	\$51,243	39.5%	19.9%	16.9%	63.5%	66.0%	67.5%
 paloalto	170.64	120,890	110,718	8,553	9,814	11,141	2,642	3,054	3,395	13.6%	14.7%	13.5%	30.9%	31.1%	30.5%
 FORTINET	96.26	74,455	71,028	5,892	6,772	7,662	2,097	2,324	2,632	11.1%	14.9%	13.1%	35.6%	34.3%	34.4%
 okta	105.22	18,798	16,723	2,597	2,863	3,146	584	716	831	14.8%	10.2%	9.9%	22.5%	25.0%	26.4%
 TREND	66.88	8,856	7,373	1,723	1,932	2,047	501	575	640	(2.3%)	12.1%	6.0%	29.0%	29.8%	31.2%
 Telos	2.38	172	134	107	123	142	(13)	2	16	(26.1%)	15.0%	15.0%	NM	1.2%	11.3%

Top Quartile	\$109,281	\$100,796	\$7,888	\$9,053	\$10,271	\$2,506	\$2,871	\$3,204	14.5%	15.0%	14.6%	35.6%	33.5%	33.6%
Mean	171,711	175,082	12,179	14,416	16,681	6,701	8,261	9,793	8.4%	14.5%	12.4%	36.3%	31.2%	33.5%
Median	46,627	43,875	4,244	4,818	5,404	1,340	1,520	1,732	12.3%	14.8%	13.3%	30.9%	30.4%	30.9%
First Quartile	11,341	9,710	1,942	2,165	2,322	521	610	687	1.0%	12.8%	10.7%	29.0%	26.2%	27.4%

Source: Trading multiples are based on share price, other market data, and broker consensus future revenue and earnings estimates from S&P Capital IQ as of March 31, 2025.  
Notes: All financials are calendarized to a December year-end. NM indicates not meaningful, not disclosed, or EV/EBITDA >50x or <0x. Sorted by enterprise value. Growth categorizations are based on 2024A-2025E revenue growth breakpoints; high-growth ≥ 20%, medium-growth >10% and <20%, low-growth ≤ 10%.

# Low-Growth Cybersecurity Operating Metrics

(\$ in Millions, Except Price per Share)

Company	Stock Price	Equity Mkt Cap	Enterprise Value	Revenue			EBITDA			Revenue Growth			EBITDA Margin		
				CY 2024A	CY 2025E	CY 2026E	CY 2024A	CY 2025E	CY 2026E	2023A-2024A	2024A-2025E	2025E-2026E	CY 2024A	CY 2025E	CY 2026E
Gen	\$26.54	\$16,561	\$24,005	\$3,891	\$4,024	\$4,165	\$2,367	\$2,412	\$2,534	2.9%	3.4%	3.5%	60.8%	59.9%	60.8%
CHECK POINT	227.92	25,631	21,945	2,560	2,723	2,876	1,130	1,190	1,262	6.0%	6.3%	5.6%	44.1%	43.7%	43.9%
FS	266.27	15,712	14,474	2,840	3,022	3,102	1,053	1,154	1,229	1.2%	6.4%	2.7%	37.1%	38.2%	39.6%
opentext	25.26	6,760	12,104	5,394	5,232	5,395	1,806	1,738	2,041	(5.3%)	(3.0%)	3.1%	33.5%	33.2%	37.8%
Qualys	125.93	4,674	4,066	605	651	698	272	270	293	9.1%	7.7%	7.1%	45.0%	41.4%	42.0%
tenable	34.98	4,177	4,053	896	980	1,066	188	231	279	12.2%	9.4%	8.7%	21.0%	23.6%	26.2%
RAPID7	26.51	1,673	2,192	840	866	913	186	153	183	8.0%	3.1%	5.4%	22.1%	17.7%	20.1%
F-Secure	1.90	337	512	152	165	173	55	58	62	5.3%	8.7%	4.9%	36.5%	35.0%	35.9%
Cognyte	7.80	579	512	349	377	410	26	31	NA	11.4%	7.8%	8.8%	7.5%	8.2%	NA
OneSpan	15.25	598	508	240	249	262	66	74	80	2.2%	3.5%	5.3%	27.6%	29.9%	30.4%
Mitek	8.25	392	403	171	180	198	55	47	59	4.6%	4.8%	10.2%	32.1%	26.4%	30.0%
riskified	4.62	772	398	324	340	378	17	23	49	9.0%	5.0%	11.1%	5.1%	6.7%	13.0%
W / T H SECURE	1.00	165	175	153	156	165	2	8	13	26.0%	1.6%	6.3%	1.4%	5.2%	8.0%

Top Quartile	\$6,760	\$12,104	\$2,560	\$2,723	\$2,876	\$1,053	\$1,154	\$1,237	9.1%	7.7%	8.7%	37.1%	38.2%	40.2%
Mean	6,002	6,565	1,417	1,459	1,523	556	568	674	7.1%	5.0%	6.4%	28.8%	28.4%	32.3%
Median	1,673	2,192	605	651	698	186	153	231	6.0%	5.0%	5.6%	32.1%	29.9%	33.1%
First Quartile	579	508	240	249	262	55	47	61	2.9%	3.4%	4.9%	21.0%	17.7%	24.7%

Source: Trading multiples are based on share price, other market data, and broker consensus future revenue and earnings estimates from S&P Capital IQ as of March 31, 2025.  
Notes: All financials are calendarized to a December year-end. NM indicates not meaningful, not disclosed, or EV/EBITDA >50x or <0x. Sorted by enterprise value. Growth categorizations are based on 2024A-2025E revenue growth breakpoints; high-growth ≥ 20%, medium-growth >10% and <20%, low-growth ≤ 10%.

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