Cybersecurity

RSA 2025 and recent conversations: Key insights and takeaways

FIRST ANALYSIS QUARTERLY INSIGHTS

Integrative insights on emerging opportunities

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First Analysis

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About First Analysis

First Analysis has a four-decade record of serving emerging growth companies, established industry leaders, and institutional investors in emerging high-growth tech-driven sectors, both through its venture capital investments and through First Analysis Securities Corp. (FASC), which provides investment banking and related services. FASC is a FINRA-registered broker-dealer and member SIPC. First Analysis' integrative research process underpins all its efforts, combining 1) dynamic investment research on thousands of companies with 2) thousands of relationships among executives, investors, and other key participants in our focus areas, yielding a deep, comprehensive understanding of each sector's near-term and long-term potential.

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CYBERSECURITY

RSA 2025 and recent conversations: Key insights and takeaways

- We present our key takeaways from RSA 2025 and other recent conversations with operators, chief information security officers, acquirers and investors across the cybersecurity ecosystem.
- Enterprise adoption of agentic artificial intelligence (AI) is accelerating, creating a surge in non-human identities that are challenging existing identity governance models. This identity sprawl is fast becoming one of the most urgent — and under-secured — problems in the enterprise.
- AI remains a central design theme in cybersecurity software, but vendors and buyers are increasingly focused on tangible efficiency outcomes: reduced analyst workload, faster response times and improved coverage with fewer resources.
- Network security is regaining strategic relevance as attackers shift away from hardened endpoints and toward lateral movement, unmanaged systems and traffic flows that traditional tools miss.
- Merger and acquisition and financing activity remains steady, but the bar for investor and acquirer interest has risen. Companies with strong customer retention, scalable go-to-market models, and credible platform expansion narratives are best positioned in this more selective market.
- Non-traditional acquirers and strategics backed by private equity and venture capital have become more active transaction participants, even as public cybersecurity acquirers take a more measured approach to M&A.

CYBERSECURITY REMAINS A LEADING TECHNOLOGY PRIORITY

RSA 2025 reaffirmed that cybersecurity remains one of the most dynamic and resilient sectors of the economy. This year's conference drew more than 42,000 attendees and 700 exhibitors — marking a return to near-record levels of participation. Attendance and engagement across sessions, side meetings and the expo floor reflected a continued depth of interest across acquirers, software buyers, vendors, and investors.

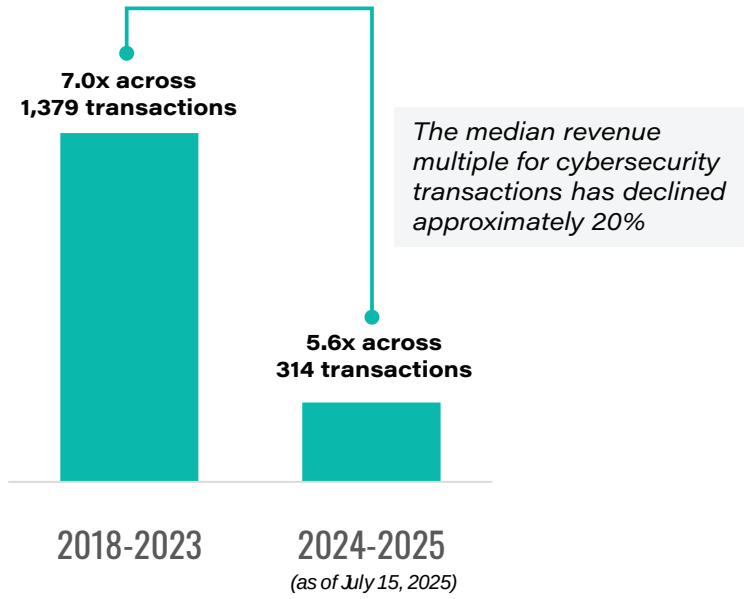
Importantly, the energy at RSA was not concentrated around a single trend. Discussions covered a wide range of topics — from integration of AI into the security stack and the challenges of autonomous agents to the re-emergence of network visibility as a core control layer. Despite

macroeconomic headwinds, there remains a robust pipeline of cybersecurity startups, a healthy pool of acquirers and sustained demand from chief information security officers working to modernize their defenses and improve operational efficiency.

CAPITAL DISCIPLINE AND AN EVOLVING BUYER LANDSCAPE

Cybersecurity continues to receive strong budget prioritization. According to Piper Sandler's 2025 RSA keynote[1], 89% of organizations expect to increase security spending this year, making it the top information technology budget category. This prioritization has supported relative strength in the public markets, where cybersecurity stocks have outperformed the broader enterprise software indices year-to-date. As of July 15, the First Analysis Cybersecurity Index had appreciated 33.8% — 22 points ahead of the S&P 500 and the Nasdaq. However, revenue growth expectations have moderated. As we noted in our April report, the 2025 initial revenue growth guidance for public cybersecurity companies averaged 13.4%, down from actual 2024 growth of 17.2%. As top-line growth slows, capital markets have increased their focus on execution. Acquirers and investors increasingly emphasize gross revenue retention, gross margin, free cash flow generation, and scalable go-to-market strategies as key markers of business quality.

Revenue multiples have declined



Source: First Analysis.

At the same time, the acquirer landscape is shifting. Traditional public cybersecurity strategic acquirers have been quieter. Piper Sandler noted that 16 of the 30 largest public cybersecurity vendors made no acquisitions over the past 18 months. In contrast, publicly traded companies that are not cybersecurity companies, such as Mastercard (acquirer of Recorded Future) and Crane NXT (acquirer of OpSec) have stepped in alongside private equity-backed and venture-backed platforms to drive continued transaction volume. With the exceptions of very large public technology companies with substantive cybersecurity offerings such as Microsoft, Cisco, Broadcom, and Google, publicly traded companies outside of cybersecurity have not historically been common acquirers of cybersecurity companies. While the M&A market remains active, valuation discipline has become more pronounced. The median revenue multiple for cybersecurity transactions has declined approximately 20% — from 7.0 across 1,379 transactions in the years 2018 to 2023 to 5.6 across 314 transactions completed since early 2024.

This compression comes at a time when many private equity investments made between 2020 and 2022, which was a period of relatively high valuations, are approaching their expected exit timelines. With fewer initial public offerings and more selective acquirers, financial sponsors are increasingly focused on capital efficiency, strategic fit and financial durability. As a result, we expect further emphasis on realistic valuation frameworks and business fundamentals over the next 12 to 24 months.

[1] Piper Sandler. (2025, April 28). *Key takeaways from the Cybersecurity CEO Summit [Conference presentation]*. Piper Sandler Cybersecurity CEO Summit, San Francisco.

AGENTIC AI AND THE RISE OF NON-HUMAN IDENTITY RISK

Among the most talked-about topics at RSA 2025 and in surrounding conversations was the emergence of agentic AI — autonomous software agents that interact with systems and data on behalf of users. These AI agents are rapidly finding their way into enterprise environments, performing tasks ranging from ticket routing and patch deployment to managing infrastructure policies and workflows and automating Tier 1 security operations.

This adoption has led to a dramatic increase in user identities that are machines, not humans. These machine identities already outnumber human users in many large organizations, and they are often poorly governed: over-permissioned, provisioned in bulk, and rarely decommissioned. Because they often fall outside the reach of traditional identity and access management (IAM) and privileged access management (PAM) solutions, they are becoming a frequent target for lateral movement, privilege escalation and long-term attacks.

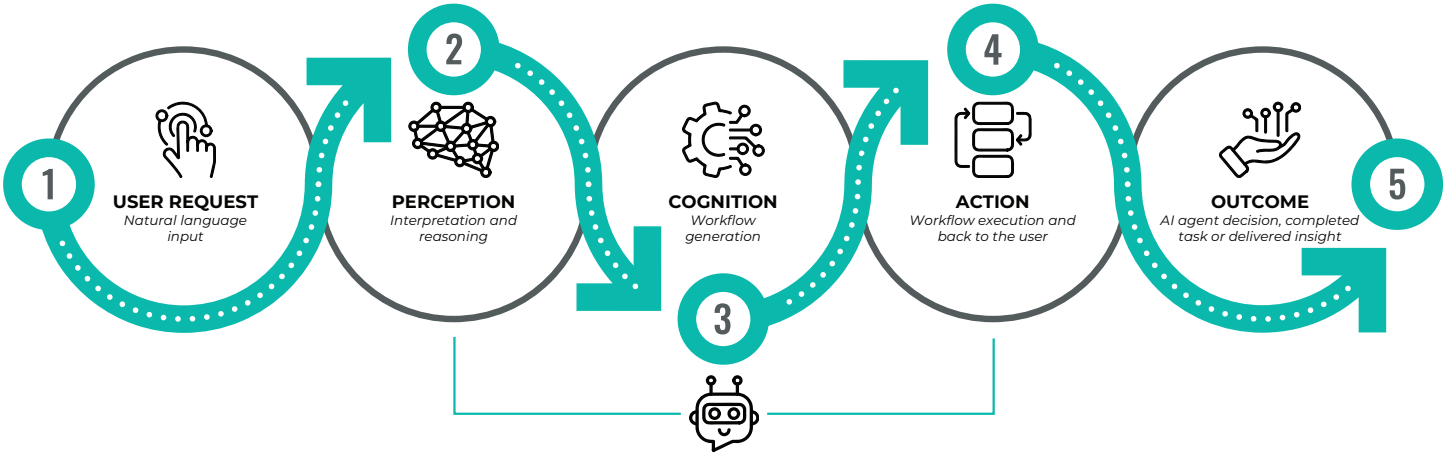
We are seeing a growing number of startups focused specifically on this challenge. New, innovative solutions are emerging to map and classify machine identities, enforce least-privilege access, and monitor agent behavior over time. Some vendors are integrating identity governance into continuous integration and continuous delivery (CI/CD) pipelines, which are automated DevOps workflows that streamline software delivery. These pipelines often rely on automation to maintain code quality, enforce policy and reduce human error. Other vendors are applying behavioral analytics to detect unusual agent activity, such as accessing systems outside typical patterns and initiating activity during off-hours. With agentic AI adoption accelerating, we expect this to remain a critical area of innovation and investment.

AI IN CYBERSECURITY: FOCUS SHIFTS TO MEASURABLE EFFICIENCY

AI remains a central theme in cybersecurity, but the tone has shifted. AI in cybersecurity was previously characterized by broad large-language-model integrations and conversational copilots. It has now evolved into more targeted and efficiency-driven applications.

At RSA 2025, we saw increased focus on solutions that help security teams reduce manual effort, speed up investigations

AI agents being used to drive efficiency



Source: Aisera, Landbase, First Analysis.

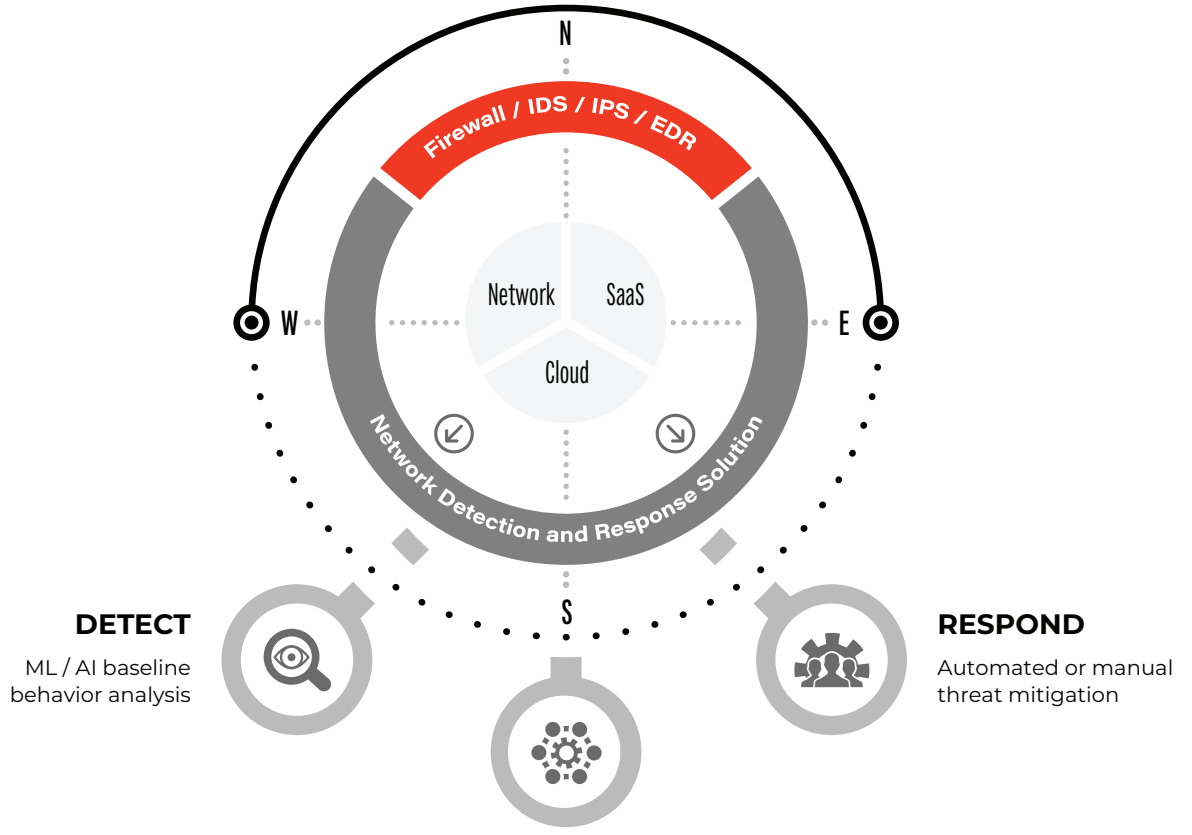
and lower overall operational burden. In the security operation center, AI is being applied to enrich alerts, prioritize threats and draft preliminary incident reports. In IT operations, AI tools accelerate patching workflows and close tickets more quickly. In development, AI is being embedded in pipelines to support secure code reviews and early-stage vulnerability identification. While nearly every vendor now highlights AI capabilities, buyers are placing greater weight on depth of integration and actual performance impact — distinguishing between lightweight bolt-on features and AI that materially drives detection, automation and decision support.

This shift reflects an industry-wide focus on doing more with less. Security teams remain under pressure, tasked with managing more systems, more identities and more telemetry, often with fewer resources. In this environment, solutions that tie AI to tangible outcomes, such as shorter response times, fewer false positives, and reduced analyst fatigue, are earning a more favorable reception.

NETWORK SECURITY RECLAIMS ATTENTION

While endpoint protection remains a foundational layer in enterprise cybersecurity, we think RSA 2025 showed a resurgent interest in network security. In many dis-

Network detection and response averts attacks with comprehensive visibility across networks



Source: First Analysis.

Notes: ML = machine learning. AI = artificial intelligence. IDS = intrusion detection system. IPS = intrusion prevention system. EDR = endpoint detection and response.

cussions, we explored what might be the cause. We believe exceptionally robust innovation in endpoint detection and adoption of endpoint detection solutions in the past few years has make it more difficult for bad actors to penetrate organizations through this vector, leading them to look for other, easier attack vectors. This is analogous to the innovation and investments in perimeter security many years ago that caused bad actors to target more aggressively the endpoints to begin with. Today, attackers are turning to new avenues: internal lateral movement, Internet of Things exploitation, and cloud-to-cloud traffic flows that often go unmonitored.

Organizations are struggling to secure activity across fragmented environments — on-premise, hybrid, and multi-cloud — and are seeking tools that deliver broad visibility without requiring endpoint agents, which are cumbersome and sometimes impossible to deploy across entire environments. This has led to growing adoption of network detection and response (NDR) solutions that leverage behavioral analytics and static signatures to identify anomalous activity. Key selection criteria for these tools include ease of deployment, ability to span multiple architectures, and speed to actionable insight.

The resurgent interest in network security does not come at the expense of endpoint or other existing controls. Network focus is increasingly viewed as a necessary complement to these other elements, particularly as traditional perimeters erode and encrypted east-west traffic becomes more common. As chief information security officers seek broader and more cooperative detection frameworks, we expect continued growth in intelligent network visibility solutions.

FINAL THOUGHTS: A SECTOR IN CONSTANT MOTION, STILL DEFINED BY OPPORTUNITY

All our second-quarter interactions underscored a consistent truth: Cybersecurity continues to be shaped by a dynamic interplay of threat evolution, technology advancement and organizational complexity. While tighter capital markets and more selective acquirers are reshaping the path to liquidity, the fundamental demand for effective security solutions remains strong — and is increasingly focused on automation, visibility and control.

We continue to see meaningful opportunity across the market, particularly in areas like agent identity management, network-level analytics, and AI-powered efficiency tools. As attackers evolve and environments become more decentralized, the need for adaptive and interoperable solutions will only grow. For entrepreneurs building in the space, and for the capital supporting them, we think cybersecurity remains one of the most fertile and enduring areas in enterprise technology.

Cybersecurity index soared after April's sell-off

The First Analysis Cybersecurity Index gained 34% over the one-year period ended July 15, outperforming the Nasdaq and the S&P 500 by 22 points. The cybersecurity index's gain over the period peaked at 43% earlier this month, having appreciated significantly after losing all 2025 gains in April's market sell-off triggered by tariff concerns.

Of the 17 cybersecurity stocks that have been public for over a year, which excludes SailPoint (SAIL) as it returned to the public markets in February, 11 appreciated by more than 10%, led by Rubrik (RBRK), up 154%, and Cloudflare (NET), up 123%. Cloudflare, the fourth-largest-capitalization company in space, accounted for 8.8 points of the index's total gain. Fortinet (FTNT), the third-largest-capitalization company,

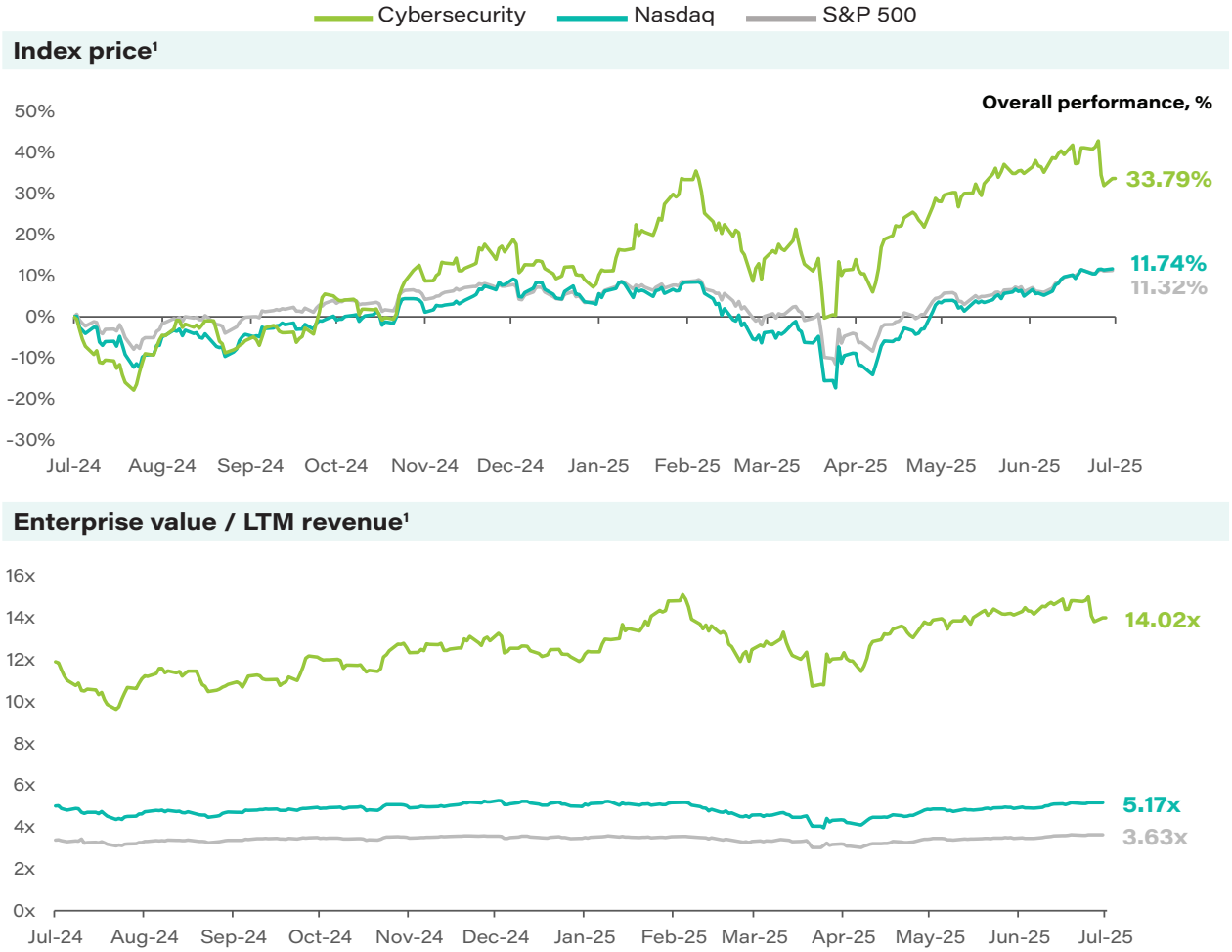
Cybersecurity public comparables*

($ in millions)		Revenue growth				Enterprise value /			
						Revenue		EBITDA[1]	
Company	**LTM revenue**	**2024A - 2025E**	**2025E - 2026E**	**LTM gross margin**	**LTM EBITDA margin**	**2025E**	**2026E**	**2025E**	**2026E**
Check Point Software Tech. (CHKP)	$2,604.0	5.9%	5.9%	88.3%	36.0%	7.73x	7.30x	17.8x	16.7x
Cloudflare (NET)	1,770.1	25.6%	26.6%	76.9%	(2.2%)	30.03x	23.72x	NMF	NMF
CrowdStrike (CRWD)	4,136.0	21.0%	22.0%	74.5%	(0.3%)	24.01x	19.69x	NMF	NMF
CyberArk Software (CYBR)	1,096.8	32.2%	19.7%	77.9%	0.3%	13.75x	11.48x	NMF	47.2x
Fortinet (FTNT)	6,142.2	13.5%	12.9%	81.3%	33.5%	11.11x	9.85x	31.9x	28.3x
Okta (OKTA)	2,681.0	9.7%	9.7%	76.7%	3.8%	5.00x	4.56x	19.3x	17.1x
OneSpan (VDSI)	241.7	2.2%	5.1%	72.8%	25.3%	2.02x	1.92x	6.7x	6.3x
Palo Alto Networks (PANW)	8,874.7	14.3%	13.4%	73.6%	14.1%	12.72x	11.22x	39.0x	33.0x
Qualys (QLYS)	621.7	7.5%	6.6%	81.8%	34.0%	6.84x	6.41x	15.9x	14.9x
Radware (RDWR)	281.9	8.4%	6.2%	80.7%	4.5%	3.14x	2.96x	N/A	N/A
Rapid7 (RPD)	849.2	1.8%	4.2%	70.6%	8.4%	2.31x	2.22x	12.6x	11.3x
Rubrik (RBRK)	977.7	33.7%	25.3%	76.4%	(49.2%)	13.68x	10.91x	NMF	NMF
SailPoint (SAIL)	904.4	20.8%	19.8%	62.8%	(9.1%)	10.84x	9.04x	NMF	45.2x
SentinelOne (S)	864.1	21.6%	21.1%	74.8%	(34.8%)	5.13x	4.23x	NMF	47.9x
Tenable Holdings (TENB)	923.2	8.5%	7.8%	78.0%	4.9%	4.10x	3.81x	17.1x	14.6x
Trend Micro (TSE: 4704)	1,858.6	4.5%	5.9%	76.2%	28.9%	3.67x	3.46x	12.0x	10.8x
Varonis Systems (VRNS)	573.4	12.7%	16.3%	82.3%	(16.7%)	8.37x	7.20x	NMF	NMF
Zscaler (ZS)	2,546.8	20.3%	20.1%	77.5%	(2.9%)	14.94x	12.45x	NMF	45.9x
Average	***$2,108.2***	***14.7%***	***13.8%***	***76.8%***	***4.4%***	***9.97x***	***8.47x***	***19.2x***	***26.1x***
Median	***$1,037.3***	***13.1%***	***13.2%***	***76.8%***	***4.2%***	***8.05x***	***7.25x***	***17.1x***	***17.1x***

Source: Capital IQ, First Analysis.

Notes: * Public comparable company data shown above is as of July 15, 2025.
(1) EBITDA multiples less than 0 and greater than 50 labeled "not meaningful" (NMF). LTM = last 12 months. EBITDA = earnings before interest, taxes, depreciation and amortization.

First Analysis Cybersecurity Index 1-year performance



Source: Capital IQ.

Notes: (1) Index performance is weighted by market cap. For the period from July 15, 2024, through July 15, 2025.

accounted for another 8.5 points on its 73% gain. Of the six other stocks, five declined, three by more than 10%: SentinelOne (S), Tenable (TENB) and Rapid7 (RPD).

The index's enterprise value multiple of trailing-12-month revenue as of July 15 was 14.0, up from 11.9 at the beginning of the one-year period. It was still well above the Nasdaq's 5.2. The average enterprise value multiple of estimated revenue is 10.0 for 2025 and 8.5 for 2026. Cloudflare (NET) trades at the highest multiple for estimated 2025 revenue (30.0) and estimated 2026 revenue (23.7). The only other company trading above 20 times revenue was CrowdStrike (CRWD), with a 24.0 multiple for 2025 and 19.7 for 2026. Revenue growth on average is expected to be 14.7% in 2025, up slightly from 13.6% in our April report.

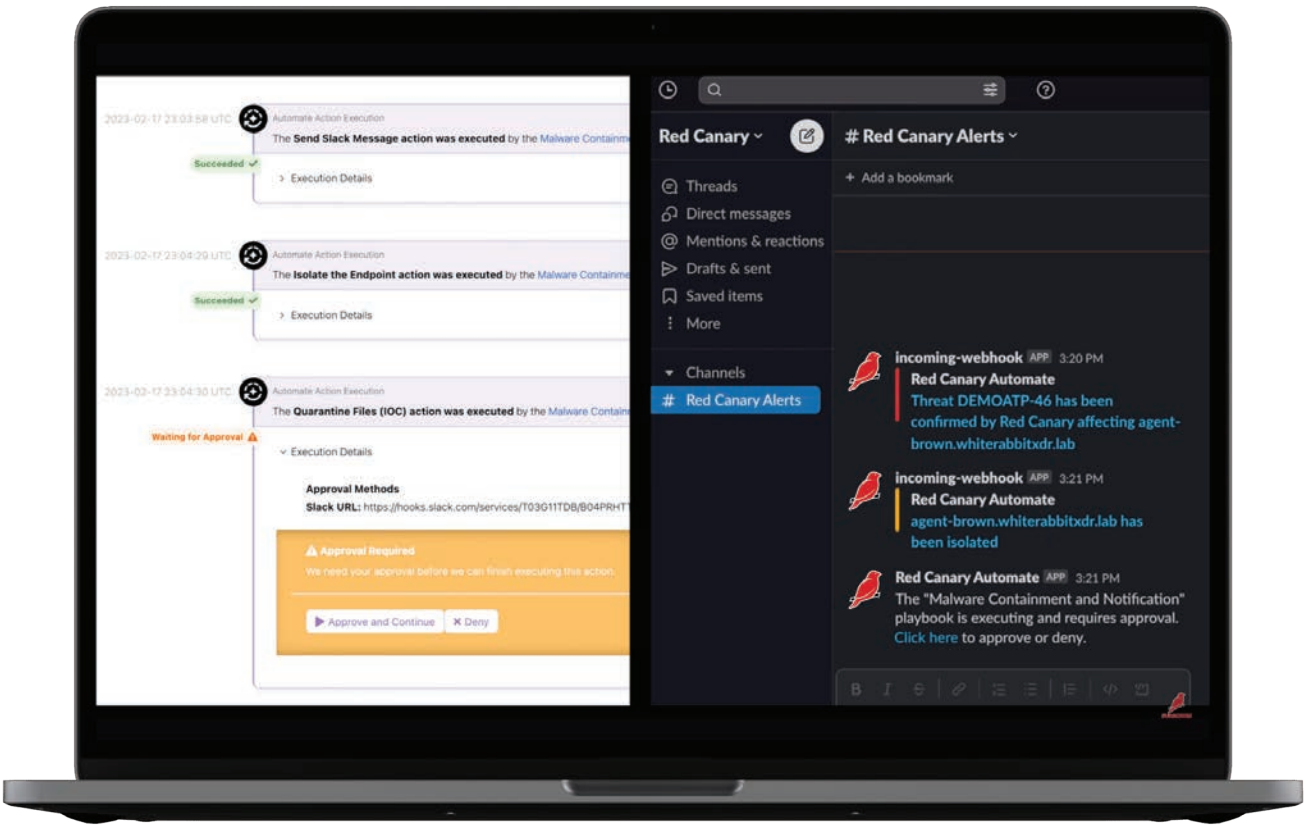
We have added Rubrik (RBRK) to the index. Rubrik went public on April 25, 2024. Rubrik is a cloud data management and security company that delivers zero-trust backup, recovery, and cyber-resilience across hybrid and multi-cloud environments. The metrics above reflect this change for the current period.

Cybersecurity M&A: Notable transactions include Red Canary and Protect AI

We highlight two noteworthy cybersecurity merger and acquisition announcements from the second quarter.

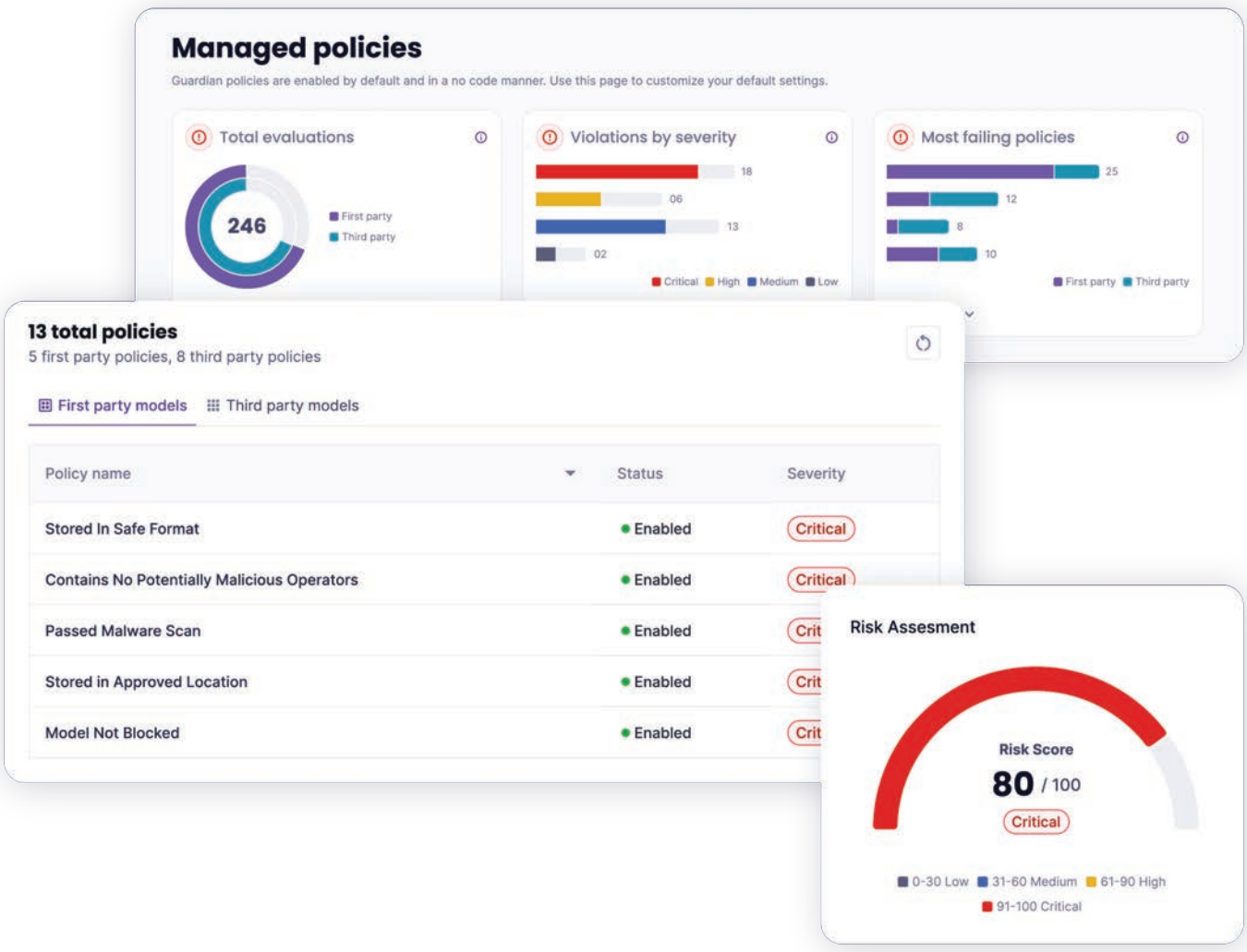
On May 27, Zscaler (ZS), a cloud security software provider and part of the First Analysis Cybersecurity Index, announced its acquisition of Red Canary, a Denver-based provider of managed detection and response (MDR) services, for $675 million. Founded in 2013, Red Canary had raised over $129 million from Access Ventures, Noro-Moseley, Summit Partners, Kyrus Tech and Service Provider Capital. Red Canary's platform integrates endpoint telemetry, behavioral analytics and human expertise to detect and contain threats across complex environments. Its MDR solution is known for broad integrations across endpoint detection and response, extended detection and response, security information and event management, and log data sources, enabling scalable threat response without requiring in-house expertise. The acquisition is expected to

Red Canary's intelligence-led security helps cyber analysts respond more efficiently



Source: Red Canary.

Protect AI provides a unified AI security platform helping to secure AI applications from model selection and testing to runtime



Source: Protect AI.

enhance Zscaler's Zero Trust Exchange by providing customers with deeper threat detection and response capabilities, particularly in hybrid cloud and distributed environments.

On April 28, Palo Alto Networks (PANW), part of the First Analysis Cybersecurity Index, announced its intent to acquire Protect AI, a Seattle-based provider of machine learning (ML) security solutions, for about $700 million. Protect AI had raised roughly $130 million across seed, Series A and Series B rounds. Protect AI secures the AI/ML supply chain by detecting vulnerabilities, managing dependencies, and enforcing security policies across ML models and pipelines. Its flagship platform, AI Radar, delivers comprehensive visibility into machine learning artifacts and generates AI-specific software bills of materials (SBOMs) to secure the entire ML life cycle. The acquisition is expected to extend Palo Alto's Prisma Cloud platform to encompass ML-specific security, reinforcing the company's position as a leader in cloud-native application protection. Protect AI will become a business unit within Palo Alto Networks, focused on accelerating secure AI adoption. The transaction is expected to close in Q3.

Select recent M&A transactions *(sorted by date of announcement)*

($ in millions)

Date	Target	Target business description	Buyer	Enterprise value	Enterprise value/rev
7/8/2025	Abacode	Managed cybersecurity and compliance services including 24/7 threat monitoring, compliance management and third-party risk management	Thrive Operations	Undisclosed	Undisclosed
6/5/2025	Exium	Cloud-based cybersecurity and networking solutions for managed service providers	Netgear (NTGR)	$15.0	Undisclosed
6/5/2025	Nok Nok Labs	Online security and authentication tools for applications running on laptops, mobile devices and smart watches	OneSpan (OSPN)	Undisclosed	Undisclosed
5/29/2025	Apex Security	AI-driven cybersecurity and exposure management solution to help organizations govern and control AI technologies as well as identify and reduce AI cyber risks	Tenable (TENB)	Undisclosed	Undisclosed
5/27/2025	Red Canary	Managed detection and response cybersecurity security solution to help organizations rapidly detect, analyze and mitigate cyber threats	Zscaler (ZS)	$675.0	4.8x
5/27/2025	Veriti Security	Helps assess cybersecurity posture and proactively remediate risks, vulnerabilities and misconfigurations across security infrastructure	Check Point Software (CHKP)	Undisclosed	Undisclosed
5/22/2025	Suridata	Sofware to protect SaaS applications by identifying and preventing risks like misconfigurations, third party integration vulnerabilities and suspicious user activity	Fortinet (FTNT)	Undisclosed	Undisclosed
5/1/2025	Star Lab	Embedded security and technology protection for mission-critical systems and devices in IoT and Linux-based systems	Mercury Systems (MRCY)	Undisclosed	Undisclosed
4/28/2025	Protect AI	Software for comprehensive visibility into machine learning artifacts and generating AI-specific software bills of materials to secure the entire machine learning life cycle	Palo Alto Networks (PANW)	$700.0	Undisclosed
4/24/2025	appNovi	Cybersecurity mesh architecture software providing digital security through a comprehensive understanding of IT assets, their relationships and their exposure to potential threats	Fenix24	Undisclosed	Undisclosed

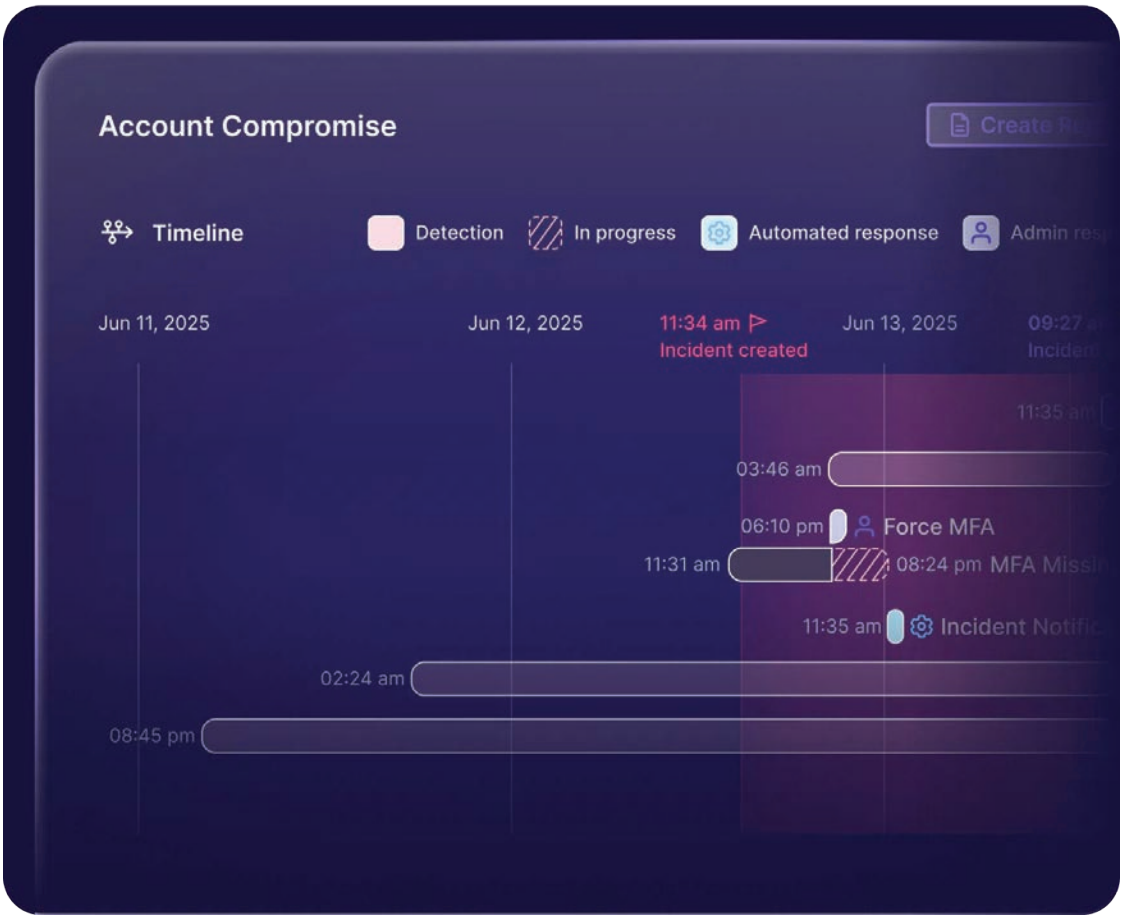
Source: Capital IQ, First Analysis.

Cybersecurity private placements: Notable transactions include Guardz and Cerby

We highlight two noteworthy private placement announcements from the second quarter.

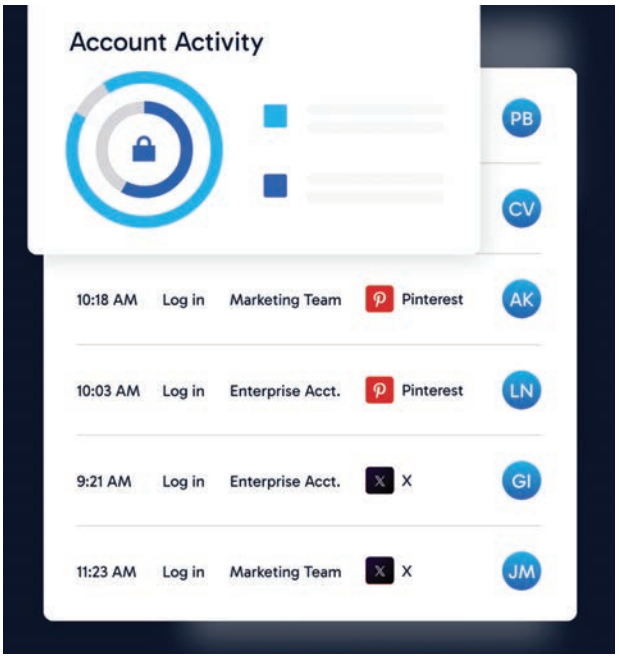
On June 9, Guardz, which provides managed cybersecurity for small and midsize businesses, announced a $56 million Series A funding led by ClearSky with participation from Phoenix, SentinelOne (S), Glitot, Hanaco, iAngels, GKFF Ventures and Lumir. The company has now raised $84 million in just over two years. Guardz delivers an AI-native, unified cybersecurity platform purpose-built for managed service providers (MSPs) serving small and mid-size businesses. Its all-in-one solution combines threat prevention, detection, response and cyber insurance across endpoints, cloud apps, user identities and data. The platform

Guardz solution unifies signals from cloud providers, endpoints, and more to benchmark human behavior and better sift through the tremendous amount of alert noise



Source: Guardz.

Cerby's access management platform helps manage nonstandard applications that do not support common identity and security standards



Source: Cerby.

is designed to help MSPs streamline security operations, reduce complexity and safeguard clients' digital assets. The company plans to use the funding to scale its go-to-market efforts, deepen product innovation, and grow its global partner network.

On May 28, Cerby, which provides identity security automation software, closed a $40 million Series B funding led by DTCP Growth, with continued participation from Okta Ventures, Salesforce Ventures, Two Sigma Ventures, Ridge Ventures, and Bowery Capital. Cerby's platform automates the end-to-end identity life cycle for "disconnected" applications — including credentials, authentication, provisioning, privileged access, and deprovisioning — by integrating across endpoint privilege management, identity and access management, identity governance and administration and privileged access management systems. Since its Series A less than 20 months ago, the company has achieved a tenfold increase in annualized recurring revenue and grown its customer base nearly fivefold, now supporting over 2,000 applications at more than 100 enterprises including L'Oréal, Fox, Allstate, Chime and Dentsu. Cerby will use the new funding to expand its Cerby Application Network, advance agentic AI capabilities, enhance platform extensibility, and scale operations across North America and in Germany, France, the UK and strategic Middle East markets. The company's mission is to eliminate operational burden and security risk in manual identity workflows automatically, intelligently, and at scale.

Select recent private placements *(sorted by date of announcement)*

($ in millions)

Date	Company	Business description	Investors	Raise type	Amount raised	Total amount raised
6/10/2025	Swimlane	AI-enhanced, low-code security automation platform that enables security teams to automate incident response workflows, manage security operations efficiently, and unify security tools and telemetry into a single system of record	Energy Impact Partners; Activate Capital Partners; Trinity Capital	Growth	$45.0	$205.4
6/9/2025	Guardz	Unified platform for managed service providers to deliver comprehensive cybersecurity, including detection, response and insurance, specifically designed to protect small and medium-sized businesses	Phoenix; Glilot; SentinelOne (S); GKFF Ventures; iAngels Crowd; ClearSky; Hanaco; Lumir	Series B	$56.0	$84.0
6/5/2025	Guardare	AI platform that identifies and prioritizes cybersecurity tasks to help organizations maintain security with minimal resources	Ten Eleven Ventures	Seed	$7.0	$7.0
5/28/2025	Cerby	Cybersecurity platform that automates and manages access for applications that do not support standard identity and access management features, thereby securing an organization's entire application ecosystem	Ridge Ventures; Two Sigma Ventures; Bowery Capital; Salesforce Ventures; DTCP Growth; Okta Ventures	Series B	$40.0	$76.9
5/22/2025	StackHawk	Application programming interface cybersecurity testing tool for development and operations pipeline to help identify and remediate security problems in software development and production	Sapphire Ventures; Costanoa Ventures	Growth	$12.0	$47.4
5/13/2025	Mind Security	Data loss prevention security platform that integrates AI and smart automations to identify, detect and prevent data leaks at machine speed	Paladin Capital; YL Ventures; Okta Ventures; Crosspoint Capital	Series A	$30.0	$41.0
5/13/2025	ClearVector	Real-time, identity-driven security that helps organizations detect, investigate and stop threats in their cloud environments	Menlo Ventures; Scale Management; Inner Loop Capital; Okta Ventures	Series A	$13.0	$16.1
4/28/2025	Phosphorus Cybersecurity	IoT security management, intelligent active discovery, and breach prevention platform	Neva SGR	Growth	Undisclosed	Undisclosed
4/28/2025	Minimus	Application security platform that reduces cloud software vulnerabilities	Mayfield Fund; YL Ventures	Seed	$51.0	$51.0
4/28/2025	NetFoundry	Secure, software-defined networking solutions built on the principles of zero trust, allowing businesses to connect applications, devices, and users with high performance and security without relying on traditional virtual private networks or firewall infrastructure	SYN Ventures	Venture	$12.0	$12.0
4/10/2025	Outtake	Agentic AI to defend against modern cyber threats, particularly those involving identity-based attacks and social engineering, through real-time threat classification and automated response mechanisms	Charles River Ventures	Series A	$16.5	$16.5

Select recent private placements *(sorted by date of announcement)*

($ in millions)

Date	Company	Business description	Investors	Raise type	Amount raised	Total amount raised
4/8/2025	Tailscale	Corporate virtual private network software that enables accessible network security	Accel Partners; Charles River Ventures; Insight Ventures; Uncork Capital.; Heavybit	Series C	$161.8	$303.9
4/8/2025	Portnox Security	Cloud-native network access control solutions that help organizations secure their networks by ensuring only authorized users and devices are granted access based on defined security policies	Updata	Series B	$37.5	$59.5
4/7/2025	Cycurion (CYCU)	Cybersecurity solutions including managed security and IT services, cybersecurity consulting, and an AI-enhanced platform to protect the digital assets of government agencies, healthcare organizations, enterprise businesses and small to medium-sized businesses worldwide	Yield Point NY	PIPE	$60.0	N/A
4/2/2025	Adaptive Security	Cybersecurity awareness and security training platform to protect from deepfakes and voice phishing	Andreessen Horowitz; Eniac Ventures; K5 Ventures; AVF Management; Crossbeam Ventures; Openai Startup Fund	Venture	$43.0	$43.0

Source: Capital IQ, First Analysis.

Cybersecurity public comparables appendix*

($ in millions)				Revenue growth				Enterprise value /			
								Revenue		EBITDA[1]	
Company	**Market cap**	**Enterprise value**	**LTM revenue**	**2024A - 2025E**	**2025E - 2026E**	**LTM gross margin**	**LTM EBITDA margin**	**2025E**	**2026E**	**2025E**	**2026E**
Check Point Software Tech. (CHKP)	$23,914.8	$20,982.8	$2,604.0	5.9%	5.9%	88.3%	36.0%	7.73x	7.30x	17.8x	16.7x
Cloudflare (NET)	63,395.0	62,956.1	$1,770.1	25.6%	26.6%	76.9%	(2.2%)	30.03x	23.72x	NMF	NMF
CrowdStrike (CRWD)	118,687.0	114,898.4	$4,136.0	21.0%	22.0%	74.5%	(0.3%)	24.01x	19.69x	NMF	NMF
CyberArk Software (CYBR)	18,962.2	18,186.1	$1,096.8	32.2%	19.7%	77.9%	0.3%	13.75x	11.48x	NMF	47.2x
Fortinet (FTNT)	78,814.9	75,110.9	$6,142.2	13.5%	12.9%	81.3%	33.5%	11.11x	9.85x	31.9x	28.3x
Okta (OKTA)	16,101.5	14,323.5	$2,681.0	9.7%	9.7%	76.7%	3.8%	5.00x	4.56x	19.3x	17.1x
OneSpan (VDSI)	597.9	501.6	$241.7	2.2%	5.1%	72.8%	25.3%	2.02x	1.92x	6.7x	6.3x
Palo Alto Networks (PANW)	127,172.1	124,677.9	$8,874.7	14.3%	13.4%	73.6%	14.1%	12.72x	11.22x	39.0x	33.0x
Qualys (QLYS)	5,056.2	4,465.0	$621.7	7.5%	6.6%	81.8%	34.0%	6.84x	6.41x	15.9x	14.9x
Radware (RDWR)	1,201.2	936.4	$281.9	8.4%	6.2%	80.7%	4.5%	3.14x	2.96x	N/A	N/A
Rapid7 (RPD)	1,464.7	1,985.6	$849.2	1.8%	4.2%	70.6%	8.4%	2.31x	2.22x	12.6x	11.3x
Rubrik (RBRK)	16,609.5	16,211.9	$977.7	33.7%	25.3%	76.4%	(49.2%)	13.68x	10.91x	NMF	NMF
SailPoint (SAIL)	11,482.4	11,275.8	$904.4	20.8%	19.8%	62.8%	(9.1%)	10.84x	9.04x	NMF	45.2x
SentinelOne (S)	5,889.4	5,122.5	$864.1	21.6%	21.1%	74.8%	(34.8%)	5.13x	4.23x	NMF	47.9x
Tenable Holdings (TENB)	4,046.3	4,005.6	$923.2	8.5%	7.8%	78.0%	4.9%	4.10x	3.81x	17.1x	14.6x
Trend Micro (TSE: 4704)	8,408.1	7,083.0	$1,858.6	4.5%	5.9%	76.2%	28.9%	3.67x	3.46x	12.0x	10.8x
Varonis Systems (VRNS)	5,645.5	5,197.6	$573.4	12.7%	16.3%	82.3%	(16.7%)	8.37x	7.20x	NMF	NMF
Zscaler (ZS)	45,329.2	43,552.8	$2,546.8	20.3%	20.1%	77.5%	(2.9%)	14.94x	12.45x	NMF	45.9x
Average	***$30,709.9***	***$29,526.3***	***$2,108.2***	***14.7%***	***13.8%***	***76.8%***	***4.4%***	***9.97x***	***8.47x***	***19.2x***	***26.1x***
Median	***$13,792.0***	***$12,799.7***	***$1,037.3***	***13.1%***	***13.2%***	***76.8%***	***4.2%***	***8.05x***	***7.25x***	***17.1x***	***17.1x***

Source: Capital IQ.

Notes: * Public comparable company data shown above is as of July 15, 2025.

(1) EBITDA multiples less than 0 and greater than 50 labeled "not meaningful" (NMF). LTM = last 12 months. EBITDA = earnings before interest, taxes, depreciation and amortization.

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