FT PARTNERS FINTECH INDUSTRY RESEARCH

September 28, 2021



ForgeRock Completes its IPO Raising \$275 million (NYSE: FORG)



The Only Investment Bank Focused Exclusively on FinTech

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Executive Summary





- On August 23, 2021, ForgeRock, an identity management provider, filed to go public via an initial public offering on the New York Stock Exchange under the symbol "FORG"
- On September 16, 2021, the Company completed its IPO at \$25 per share, offering 11,000,000 shares of Class A common stock and raising \$275 million in proceeds
 - The Company's stock closed its first full day of trading at \$36.50 per share, 46% above the IPO price, giving it a market capitalization of \$2.9 billion
- ForgeRock focuses primarily on Identity Management and Access Management, which includes Passwordless, Username-less, and Multi-factor authentication, as well as Single Sign-on (SSO)
 - The Company's platform offers identity and access management, identity gateway, directory services, profile, privacy safety controls, and more, which help to securely connect people's devices, providing organizations with digital identity services in a secure manner
 - The Company has over 1,300 customers across 50 countries that collectively manage over 3 billion identities on its platform
- The Company generated nearly \$128 million in revenue for the year ended December 31, 2020, an increase of 22% annually
 - As of June 30, 2021, the Company's annualized recurring revenue (ARR) stood at \$155 million, a year-on-year increase of 30%

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IPO Overview

Key IPO Statistics

CEO:	Francis Rosch
Headquarters:	San Francisco, California
Founded:	2010
Employees:	758
Prospectus File Date:	August 23, 2021
Ticker:	NYSE: FORG
Gross Proceeds:	\$275,000,000
Shares:	11,000,000
Initial Filing Range:	\$21 – \$24
Listing Date:	September 16, 2021
Offer Price:	\$25

Use of Proceeds

ForgeRock plans to use the proceeds for general corporate purposes, including working capital, capital expenditures, anticipated tax withholding obligations, and operating expenses. A portion of net proceeds may additionally be used to acquire or invest in businesses, products services, or technologies.

UNITED STATES SECURITIES & EXCHANGE COMMISION

Form S-1

ForgeRock, Inc.



Francis Rosch
Chief Executive Officer
201 Mission St, Suite 2900
San Francisco, CA 94105
United States of America

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ForgeRock[®]

ForgeRock Overview

Company Overview



CEO: Francis Rosch

Headquarters: San Francisco, CA

Founded: 2010

- ForgeRock's identity platform provides safety and access to billions of identities across the world
- The global market for consumer, workforce, IoT, and services identity is estimated to be around \$71 billion, and ForgeRock is a leader in this market, recognized by both Forrester and KuppingerCole
- The Company's business model is "land-and-expand," which focuses on providing high-quality support to customers to retain a strong retention rate
 - Customers often expand through more identities, more use cases, more product modules, or more deployments
- Over 1,300 organizations use ForgeRock's platform, covering more than 3 billion identities
- ForgeRock experienced rapid revenue growth of 53% YoY for the six months ended June 30, 2021
- The Company's identity types include consumer, workforce, and IoT & Services

Products & Services Overview

Identity Sectors

Identity Management: Automates the identity lifecycle process through onboarding / registration, relationship management, identity synchronization and more

Access Management: Passwordless, Usernameless, and Multi-Factor authentication, single sign-on, contextual access and more

Identity Governance: reduces risk to enterprises from users having excessive or unnecessary access to apps, systems, devices, or data

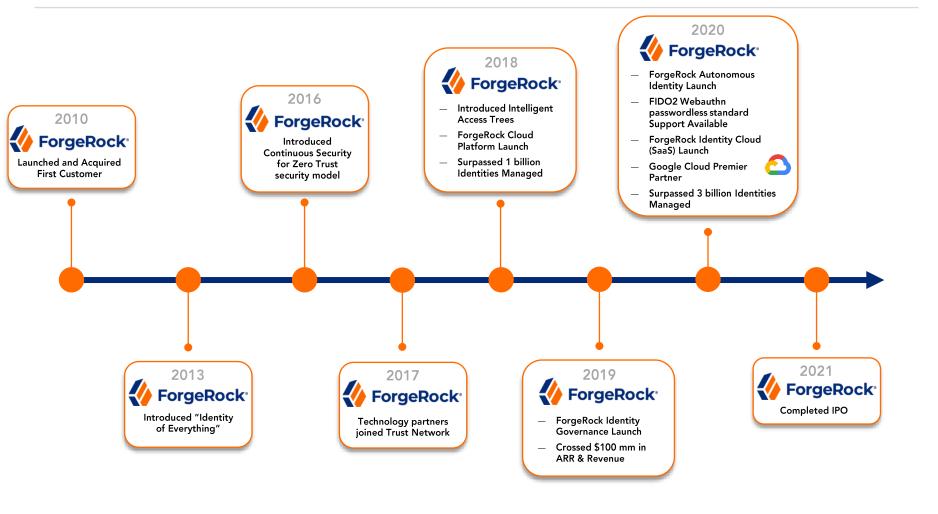
Al-powered Autonomous Identity: Predictive Confidence Scores, outlier detection, automated approval

Healthcare Manufacturing ForgeRock Travel

Marketing

ForgeRock[®]

Selected Company History





Selected Members of ForgeRock's Executive Team

Francis Rosch Chief Executive Officer



- Francis "Fran" Rosch has served as CEO, President, and board member of ForgeRock since 2018
- Prior to his role as CEO, Fran was an Executive Vice President & General Manager of the Consumer Digital Safety Segment as Symantec Corporation, which is now known as Broadcom

Juan Fernandez
Chief Financial Officer



- Juan "John" Fernandez has served as CFO and Executive Vice President of Global Operations since July 2013
- Prior to his current role, John held roles as Senior Vice President of Finance and acting CFO at the computer software company Deem, Inc.

Peter Barker Chief Product Officer



- Peter Barker has served as CPO and Executive Vice President since January 2018
- Prior to his role at ForgeRock, Peter was Senior Vice President & General Manager for Identity and Security Products for cloud technology firm Oracle

Pete Angstadt Chief Revenue Officer



- Pete Angstadt has served as CRO since December 2018
- Prior to his current role, Pete held various roles at Oracle, including Group Vice President of Cloud Seucurity & Management and Group Vice President of Security Sales for North America

Samuel Fleischmann Chief Legal Officer



- Samuel "Sam" Fleischmann has served as CLO since December 2018
- Prior to his role as ForgeRock's CLO, Sam was Vice President and General Counsel at Al software provider C3 IoT

Atri Chatterjee Chief Marketing Officer



- Atri Chatterjee has served as CMO since December 2018
- Prior to ForgeRock, Atri was the President & Founder of marketing consulting company CerebralAction

Steve Ferris Executive VP, Global Customer Success



- Steve Ferris, a co-founder of ForgeRock, has served as Executive Vice President of Global Customer Success Since August 2019
- Prior roles held at ForgeRock include Senior VP of Global Customer Success and Vice President of Services, and prior to ForgeRock Steve was a security consultant at Thomson Reuters

Growth Strategies





Innovate & Advance Platform

- Enhance SaaS
- Enhance Governance
- Enhance Al
- Further Build Trust Network



Acquire New Customers

- Brand Awareness & Lead Acceleration
- Partner Leverage
- Multiple Entry Points

- New Geographies
- New Types of Buyers
- Expand into Mid-Market





Expand within Existing Customers

- More Identities, Types, & Cases
- More Product Modules
- More SaaS
- Customer Success

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Competitive Strengths



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ForgeRock's Key Metrics



Key Metrics

Revenue Scale

\$155 mm

Annual Recurring Revenue as of June 30, 2021

Land and Expand 115%

Net Retention Rate FY 2020

Strong Momentum

22%

Total Revenue Growth FY2019 - FY2020

Large Customers

86%

Percent of ARR Represented by Large Customers FY2020

Platform Scale

3 bn+

Identities Under Management

1,300+

Customers Under Management

Large Addressable Market (1)

\$71 bn

2020 Estimate

Alliances & Partners

44%

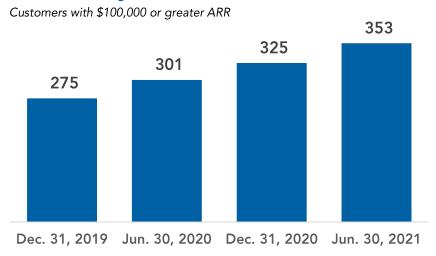
New ARR sourced by Alliances & Partners FY 2020

Platform Strength

60,000

Transactions per second per customer supported

Number of Large Customers



Selected Alliances & Partners





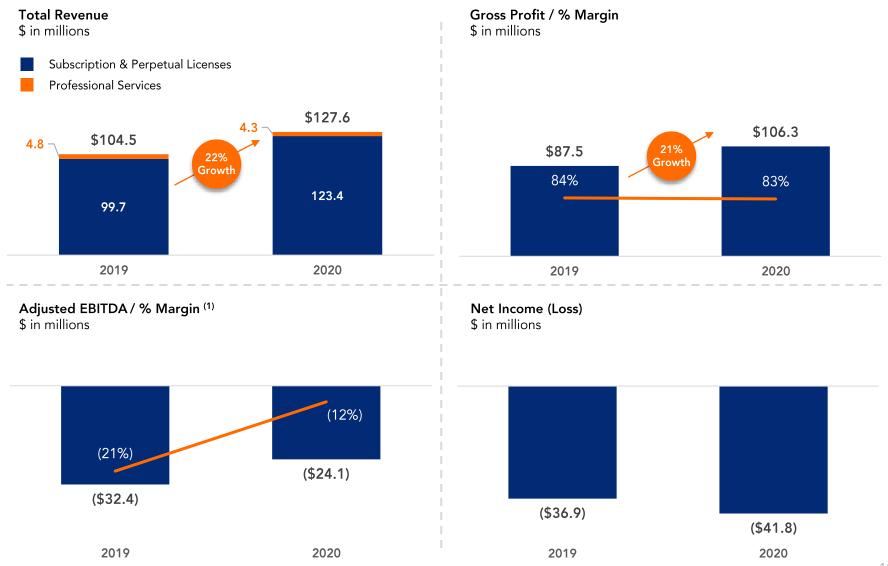




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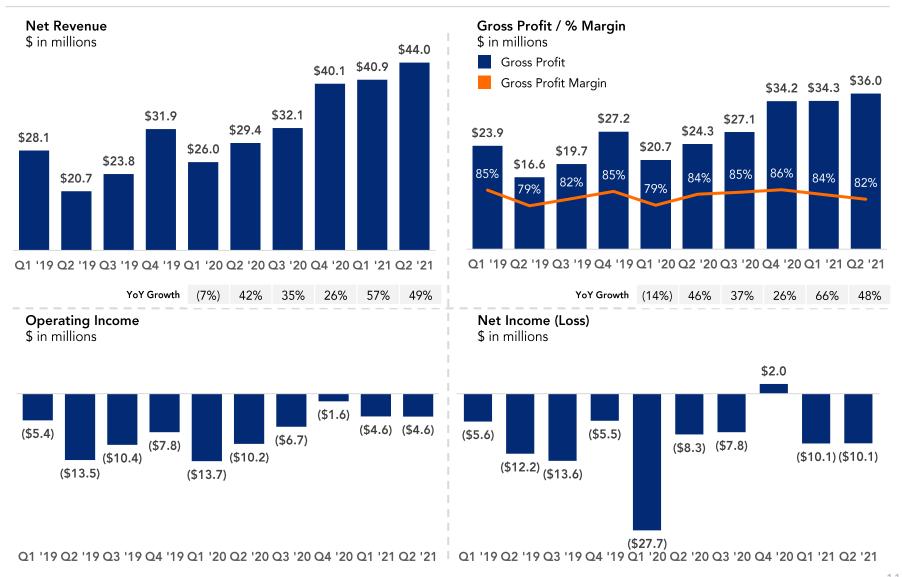
Financial Overview - Annual



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Financial Overview - Quarterly



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Publicly Traded Comparables

Identity Market

	Price 09/15/21	% MTD Change		Market Value (\$ mm)	Enterprise Value (\$ mm)	Multiples										Growth Rates				Margins		
Company Name						Price / Earnings			EV / EBITDA				EV / Revenue			Revenue			EPS	EBITDA		
						LTM	CY 21E	CY 22E		LTM	CY 21E	CY 22E		LTM (CY 21E	CY 22E	C	Y 21E C	Y 22E	LT	CY 21E (CY 22E
Microsoft Corporation	\$ 304.82	1 %	100 %	\$ 2,290,689	\$ 2,242,711	53.1 x	36.2 x	32.5 x		27.8 x	25.2 x	21.5 x		13.3 x	12.4 x	11.0 x		18 %	13 %	14 %	49 %	51 %
Oracle Corporation	87.73	(2)	96	245,313	289,132	31.7	18.1	17.9		16.0	13.8	13.4		7.1	7.0	6.7		5	5	10	51	50
IBM	137.20	(2)	90	122,980	174,944	26.5	12.8	11.6		10.9	9.2	9.2		2.4	2.3	2.3		2	2	11	25	25
Okta	253.58	(4)	86	41,775	41,241	nm	nm	nm		nm	nm	nm		40.5	49.4	24.0		0	106	34	nm	nm
Zscaler	273.44	(1)	93	38,297	37,786	nm	nm	nm		nm	nm	nm		56.1	46.5	34.2		51	36	60	13	14
Norton (Owns Symantec)	26.25	(2)	91	15,258	17,957	25.0	15.7	14.1		14.5	12.4	11.8		6.8	6.5	5.8		10	12	na	53	49
Ping	24.71	(6)	66	2,083	2,117	nm	nm	71.4		nm	66.9	58.1		7.8	7.5	6.7		16	12	8	11	11
ForgeRock	25.00	na	na	1,985	1,684	nm	na	na		nm	na	na		10.7	na	na		na	na	na	na	na
OneSpan	20.44	8	70	821	725	nm	nm	nm		nm	nm	nm		3.5	3.5	3.3		(3)	6	18	nm	nm
Intellicheck	8.76	(4)	57	166	154	nm	nm	53.1		nm	nm	51.0		11.4	8.9	6.8		60	31	30	4	13
Median		(2)%	90 %			29.1 x	16.9 x	25.2 x na	na	15.2 x	13.8 x	17.5 x		9.3 x	7.5 x	6.7 x		10 %	12 %	16 %	25 %	25 %
Mean		(1)	83			34.1	20.7	33.4 na	na	17.3	25.5	27.5		16.0	16.0	11.2		18	25	23	30	31

Selected Digital Identity & Authentication Landscape



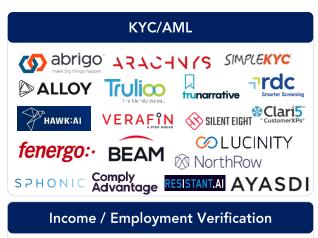












Citade

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Finicity^a

empinfo

EQUIFAX





truework

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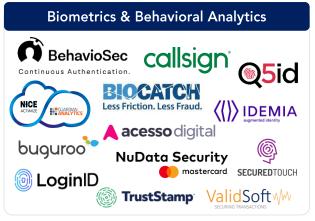
Scerling

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Selected Fraud Management Landscape











Selected FT Partners' Research (click to view)



AvidXchange's \$388 million Financing



Divvy's \$2.5 billion Sale to Bill.com



ContaAzul's \$30 million Series D Financing



Feedzai's Series D Financing



Gusto Raises \$175 million in Series E Financing Led by T. Rowe Price



Paymentus Raises \$210 million in its IPO



Trulioo Raises \$394 million in Series D Financing



Riskified Completes its IPO

VIEW MORE FT PARTNERS RESEARCH

Leading Advisor in the Fraud & Risk Sector

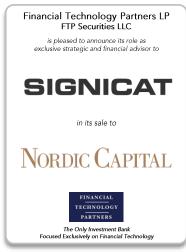
Largest Authentication Network in the World



Digital Identity Verification



Digital Identity Verification



Alternative Data Credit Scoring



Digital Identity Verification



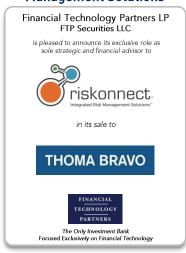
Al-Powered Fraud Prevention Solutions



Alternative Data Credit Reporting



Integrated Risk Management Solutions



FT Partners' Superior Industry Knowledge and Execution History





































FT Partners Advises Feedzai on its Series D Financing

Overview of Transaction

- On March 24, 2021, Feedzai announced it has raised \$200 million of capital in its Series D financing at a valuation in excess of \$1 billion
- The investment was led by KRR with participation from existing investors Sapphire Ventures & Citi Ventures
- Founded in 2009 and headquartered in San Mateo, CA, Feedzai is the market leader in fighting financial crime with today's most advanced cloud-based risk management platform, power by machine learning and artificial intelligence
 - Feedzai has one mission: to make banking and commerce safe by combining fraud prevention and anti-money laundering under one platform to manage financial crime

Significance of Transaction

 The new investment will be used to accelerate the company's global expansion, further develop its product offerings, and boost its partner strategy to strengthen its position as one of the most comprehensive financial crime prevention and risk management solutions in the market

FT Partners' Role

- FT Partners served as exclusive financial and strategic advisor to Feedzai
- FT Partners previously advised Feedzai on its \$50 million Series C financing in 2017, and its \$17.5 million Series B financing in 2015
- This transaction highlights FT Partners' deep domain expertise in the Fraud Prevention and Risk Management sector, as well as its successful track record generating highly favorable outcomes for high-growth, unicorn FinTech companies globally

FTP Securities LLC

is pleased to announce its role as exclusive strategic and financial advisor to



on its Series D financing led by



for a total amount of

\$200,000,000

at a valuation of

>\$1,000,000,000



FT Partners Advises Emailage on its Sale to RELX

Overview of Transaction

- On February 3, 2020, RELX announced it has entered into an agreement to acquire Emailage Corp ("Emailage"), a global provider of fraud prevention and risk management solutions
 - Emailage will become a part of the Business Services group of LexisNexis Risk Solutions
- Founded in 2012 and based in the Phoenix metro area with offices across the globe, Emailage helps organizations reduce online fraud by building multidimensional profiles associated with customer email addresses to render predictive risk scores
- RELX (LSE:REL) is a global provider of information-based analytics and decision tools for professional and business customers, headquartered in London, United Kingdom with offices in about 40 countries

Significance of Transaction

- Emailage expands RELX's digital identity intelligence and fraud prevention capabilities, providing customers around the world with a more comprehensive view into consumers for predictive risk assessment
- Emailage's long-standing contributory network database will enhance the LexisNexis® Digital Identity Network®, which analyses an average of 39.9 billion transactions annually to provide organizations with actionable insight into the world's rapidly changing threat landscape

FT Partners' Role

- FT Partners served as exclusive strategic and financial advisor to Emailage
- The transaction is one of the largest in the sector and underscores FT Partners' successful track record in generating highly favorable outcomes for Fraud & Risk Management companies worldwide

Financial Technology Partners LP

is pleased to announce its exclusive role as strategic and financial advisor to



on its sale to



a division of





FT Partners Advises CardinalCommerce on its Strategic Sale to Visa

Overview of Transaction

- On December 1, 2016, CardinalCommerce announced its strategic sale to Visa in one of the largest payments deals of the year
- Headquartered in Cleveland, Ohio, CardinalCommerce is a pioneer and global leader in enabling authenticated payment transactions in the cardnot-present payments industry and is the largest authentication network in the world
- Founded in 1999, CardinalCommerce's products are used globally: across 6 continents (Africa, Asia, Australia, Europe, North America and South America), in more than 200 countries and used with more than 180 different currencies

Significance of Transaction

- The acquisition will help accelerate the growth of Visa's digital commerce by enabling more secure, seamless payments, through browsers, mobile apps and connected devices
- As Visa plans to integrate tokenization into Visa Checkout over the next 18
 months, the addition of CardinalCommerce will allow a more seamless
 integration of 3-D Secure and delivery of these new fraud mitigation
 capabilities to merchants

FT Partners' Role

- FT Partners served as exclusive strategic and financial advisor to CardinalCommerce and its Board of Directors
- This transaction demonstrates FT Partners' continued leadership position as the "advisor of choice" to the highest quality FinTech companies

Financial Technology Partners LP FTP Securities LLC

is pleased to announce its exclusive role as sole strategic and financial advisor to



in its sale to



for total consideration of approximately

\$ 300,000,000



FT Partners Advises Signicat on its Sale to Nordic Capital

Overview of Transaction

- On April 11, 2019, Signicat announced its sale to Nordic Capital
 - Signicat was acquired from Secure Identity Holding¹ and other shareholders
 - Viking Venture, Signicat's other major shareholder, will re-invest all proceeds and continue as a minority owner, together with employee shareholders and with Nordic Capital as the majority owner
- Headquartered in Trondheim, Norway, Signicat is a SaaS verified digital identity hub, which enables its enterprise customers to seamlessly onboard and authenticate end-users as well as sign and store their documents
 - Signicat provides a single integration point providing customers access to the widest available pool of electronic IDs (eIDs), registry lookups, and ID document scanning solutions via a single interface
- Nordic Capital is a leading private equity firm based in Sweden with offices across
 the Nordics and Europe, which invests in large and middle-market companies
 globally with a primary focus in Northern Europe and the DACH region
- Viking Venture is a Norwegian venture capital firm that invests in growth companies in the technology sector
- This transaction is comprised of both primary and secondary capital from Nordic Capital, as well as reinvestment from Viking Venture and current management

Significance of Transaction

- This transaction will enable Signicat to expand into new markets across Europe, North America and globally through hiring and establishing local offices, entering into partnerships with digital identity players, and by supporting existing customers to expand into new geographies
- This transaction will also support Signicat's development of its proprietary platform and widen its product capabilities

FT Partners' Role

- FT Partners served as exclusive strategic and financial advisor to Signicat
- This transaction underscores FT Partners' expertise in sell-side advisory across a broad range of SaaS-based companies in the fraud and identity management space

Financial Technology Partners LP

is pleased to announce its role as exclusive strategic and financial advisor to

SIGNICAT

in its sale to

NORDIC CAPITAL



FT Partners Advises DataX on its Sale to Equifax

Overview of Transaction

- DataX has been acquired by Equifax
- Headquartered in Las Vegas, NV, DataX is one of the fastest growing alternative data credit reporting agencies, offering premier financial management solutions to businesses through a suite of advanced products focused on mitigating risk and improving profitability
- Equifax (NYSE:EFX) uses unique data, analytics and technology to help organizations and individuals make more informed business decisions
- Through the acquisition, DataX and its employees are now part of the Equifax Banking and Lending division

Significance of Transaction

- DataX's data assets complement the Equifax core credit database adding alternative credit and payment data, analytics and identity solutions on underbanked consumers to the installment loan, rent-toown and lease-to-own markets
- The acquisition of DataX also complements other unique Equifax data assets that help provide greater depth and reach to those seeking credit

FT Partners' Role

- FT Partners served as exclusive strategic and financial advisor to DataX
- This transaction highlights FT Partners' versatility and expertise across the FinTech universe and exhibits its position as the "Advisor of Choice" to the highest quality FinTech Companies

Financial Technology Partners LP

is pleased to announce its role as exclusive strategic and financial advisor to



in its sale to





FT Partners Advises IdentityMind on its Sale to Acuant

Overview of Transaction

- On March 31, 2020, Acuant announced it has acquired IdentityMind, a global provider of trusted digital identities and risk management solutions
 - In 2019, IdentityMind announced a strategic partnership with Acuant
- Founded in 2013 and based in the Palo Alto, CA, IdentityMind is a SaaS
 platform for online risk management and compliance automation that helps
 companies to reduce client onboarding fraud, transaction fraud and improve
 AML, sanctions screening and KYC
 - By continuously building, validating and risk scoring digital identities through its eDNA™ technology, IdentityMind ensures global business safety and compliance from customer onboarding and throughout the customer lifecycle
- Acuant provides identity verification solutions, including government-issued identity document and chip authentication and biometric facial recognition, for businesses in all industries

Significance of Transaction

- Expanding its reach across the digital identity lifecycle, Acuant will combine its award-winning Trusted Identity Platform for identity proofing and verification with IdentityMind's Digital Identity Platform for identity creation, risk scoring, transaction monitoring and regulatory compliance (KYC and AML)
- The combination results in an advanced orchestration hub that provides accurate risk decisioning, allowing businesses to move faster and deliver the best user experience across all channels

FT Partners' Role

- FT Partners served as exclusive strategic and financial advisor to IdentityMind
- The transaction underscores FT Partners' successful track record in the Fraud & Risk Management space

Financial Technology Partners LP

is pleased to announce its exclusive role as strategic and financial advisor to



on its sale to





FT Partners' Recent Awards and Recognition

Bloomberg

Bloomberg

- o FT Partners' Steve McLaughlin was featured on Bloomberg / Bloomberg TV
- o View the full article and watch the live TV interview



M&A Advisor Awards

- Technology Deal of the Year (2019)
- o Cross Border Deal of the Year and Corporate / Strategic Deal of the Year (2018)
- Investment Banker of the Year (2017) Steve McLaughlin, CEO & Managing Partner of FT Partners
- o Investment Banking Firm of the Year (2016) FT Partners



LendIt FinTech Industry Awards 2018:

o FT Partners wins Top Investment Bank in FinTech

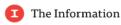
Institutional Investor





The FinTech Finance 40:

Steve McLaughlin ranked #1 in 2017 and 2018





The Information's "Silicon Valley's Most Popular Dealmakers"

- o Ranked as the #2 top Technology Investment Banker by The Information subscribers (2016)
- o Only FinTech focused investment banking firm and banker on the list

The Largest FinTech Advisory Practice in the World

