



Balfour Capital Group Okta, Inc.

Okta is a leading identity and access management (IAM) company that provides cloud-based solutions to securely connect people to applications, devices, and data. Its platform includes products like Single Sign-On, Multi-Factor Authentication, Lifecycle Management, and API Access Management, catering to both workforce and customer identity needs. Founded in 2009 and headquartered in San Francisco, Okta serves over 10,000 organizations worldwide, including JetBlue, Nordstrom, Siemens, Slack, T-Mobile, and Twilio .

1. Top 5 Competitors

Okta operates in the competitive IAM space. Its top competitors include:

- Microsoft Entra ID (formerly Azure Active Directory)
- Ping Identity
- IBM Security Verify
- Oracle Identity Management
- CyberArk

These companies offer similar identity and access management solutions, often integrated within broader enterprise ecosystems .

2. Largest Institutional Shareholders

As of the latest data:

- Institutional Ownership: Approximately 81.77% of Okta's shares are held by institutional investors .
- Top Institutional Holders:
 - Greylock XIII GP LLC: Holds about 3.40 million shares, representing 1.94% of the company .
 - State Street Corp.: Owns 2.18% of shares .
 - Schweizerische Nationalbank: Holds 0.28% .



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3. Management Team

- Todd McKinnon: CEO, Chairperson of the Board, and Co-Founder
- Eric Kelleher: President and Chief Operating Officer
- Brett Tighe: Chief Financial Officer
- Frederic Kerrest: Vice Chairperson of the Board and Co-Founder
- Jon Addison: Chief Revenue Officer
- Kerry Ok: Chief Marketing Officer
- David Bradbury: Chief Security Officer
- Larissa Schwartz: Chief Legal Officer

This leadership team brings extensive experience in technology and business operations .

4. Revenue

- Fiscal Year 2025: Okta reported total revenue of \$2.61 billion, marking a 15.33% increase year-over-year .
- Q1 Fiscal Year 2026: The company posted revenue of \$688 million, a 12% year-over-year increase .

5. Institutions with Buy Recommendations:

Several institutions have recently issued buy recommendations for Okta:

- D.A. Davidson: Maintained a Buy rating with a price target of \$140 .
- KeyBanc: Reiterated an Overweight rating, adjusting the price target to \$140 .
- Loop Capital: Initiated coverage with a Buy recommendation .
- Roth Capital: Also initiated coverage with a Buy recommendation .
- Zacks Investment Research: Upgraded Okta to a Buy rating .



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6. Analyst Sentiment Summary

- Average Recommendation: Buy
- Average Target Price: Approximately \$123.65, with a high estimate of \$150.00 and a low of \$100.00 .
- Analyst Ratings: Out of 47 analysts, 57% rate Okta as a Buy or equivalent .

7. Insider Buying and Selling (Last 24 Months)

- Purchases: Over the past 6 months, insiders purchased approximately 2.04 million shares .
- Sales: In the same period, insiders sold around 1.84 million shares .
- Notable Transactions:
- On March 24, 2025, Co-Founder Frederic Kerrest sold 1,740 shares at \$113.29 each .
- On April 15, 2025, Chief Revenue Officer Jon Addison sold 7,010 shares at \$101.19 each .