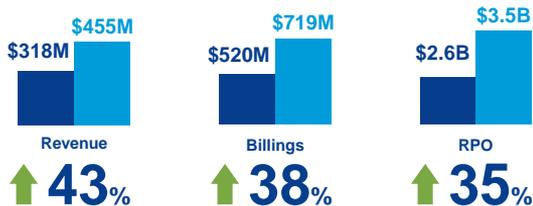


## Fiscal Q4'23 Financial Information



“We concluded our fiscal year with strong top line growth and record operating profits. In less than two years, we have doubled our annual recurring revenue, surpassing the \$2 billion milestone.”

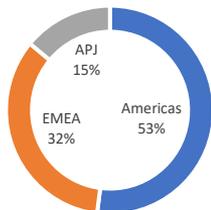
**Jay Chaudhry**  
Chairman and CEO of Zscaler

## Growth in Large Enterprise Customers

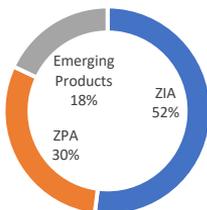


## FY'23 Other Key Metrics

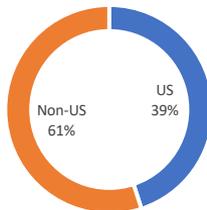
**Global Presence**  
% of Revenue



**Platform Adoption**  
% of Net New ACV



**Employees<sup>1</sup>**  
% in US vs Non-US



## \$72B+ Market Opportunity

335M Users<sup>3</sup>

+

150M Workloads<sup>3</sup>

## Driving customer value at an unparalleled scale



41M+ Licensed seats<sup>2</sup>



>150 Data centers globally



320B Transactions per day >20x Google<sup>4</sup>



>80 NPS vs. 30 SaaS Company Avg.



**Market Leader**  
Gartner Security Service Edge (SSE) Magic Quadrant



9B+ Security incidents & policy violations prevented per day

1) Total employees of 5,962 as of the end of FY'23.

2) Total licensed seats as of FY'23 ended July 31, 2023.

3) Based on Zscaler's analysis of worldwide organizations with >2,000 employees per company and employee data from ZoomInfo. Workload is based on Zscaler's analysis of workload market forecast for 2020 from 650 Group.

4) Google's daily search requests are based on estimates from ardorseo.com and internetlivestats.com.

5) Non-GAAP operating margin is defined as GAAP operating margin, excluding stock-based compensation expense and related payroll taxes and amortization expense of acquired intangible assets and restructuring and other charges.