Zscaler Investor Data Sheet

As of July 31, 2023 – FY’23

“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

Fiscal Q4’23 Financial Information

<table>
<thead>
<tr>
<th>Metric</th>
<th>FY’23</th>
<th>Prior Year</th>
</tr>
</thead>
<tbody>
<tr>
<td>Revenue</td>
<td>$455M</td>
<td>$318M</td>
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<tr>
<td>Billings</td>
<td>$719M</td>
<td>$520M</td>
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<tr>
<td>RPO</td>
<td>$2.6B</td>
<td>$3.5B</td>
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</tbody>
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19% Non-GAAP Operating Margin
22% Free Cash Flow Margin
>120% Dollar-based Net Retention Rate
$2.1B Cash and Short-term Investments

Growth in Large Enterprise Customers

<table>
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<th>Metric</th>
<th>FY’23</th>
<th>Prior Year</th>
</tr>
</thead>
<tbody>
<tr>
<td>Customers &gt;$1M ARR Growth</td>
<td>37%</td>
<td></td>
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<tr>
<td>Total Customers Growth</td>
<td>14%</td>
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2,609 Customers >$100K ARR Growth 25%
2,609 Customers >$100K ARR Growth 25%

$72B+ Market Opportunity

335M Users
150M Workloads

Driving customer value at an unparalleled scale

41M+ Licensed seats
>150 Data centers globally
320B Transactions per day >20x Google

>80 NPS vs. 30 SaaS Company Avg.
Market Leader
Gartner Security Service Edge (SSE) Magic Quadrant
9B+ Security incidents & policy violations prevented per day

FY’23 Other Key Metrics

Global Presence % of Revenue

- Americas 53%
- EMEA 32%
- APJ 15%
- Emerging Products 18%
- ZPA 30%
- ZIA 52%
- Non-US 61%
- US 39%

Employees % in US vs Non-US

- Americas 53%
- EMEA 32%
- APJ 15%
- Emerging Products 18%
- ZPA 30%
- ZIA 52%
- Non-US 61%
- US 39%

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 adorsee.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.