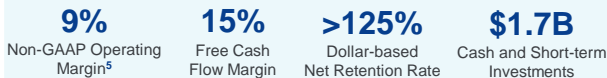
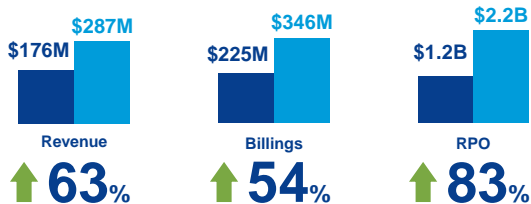


## Fiscal Q3'22 Financial Information



“Enterprises continue to consolidate point products in favor of our integrated Zero Trust security platform, resulting in larger, multi-year commitments to Zscaler. We delivered 63% revenue growth and 54% billings growth, while also generating a strong free cash flow margin of 15% for the third quarter.”

**Jay Chaudhry**  
Chairman and CEO of Zscaler

## Growth in Large Enterprise Customers

**288**  
Customers >\$1M ARR  
↑ 77% Growth

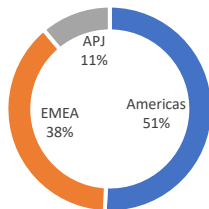
**>6,000**  
Total Customers

**1,891**  
Customers >\$100K ARR  
↑ 44% Growth

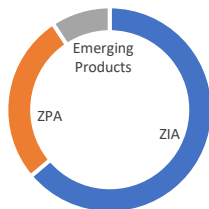
**30%**  
Of the GLOBAL 2000  
**40%**  
Of the FORTUNE 500

## FY'21 Other Key Metrics

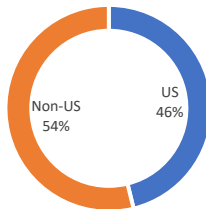
**Global Presence**  
% of Revenue



**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



**>26M**  
Licensed seats<sup>2</sup>



**>150**  
Data centers globally<sup>4</sup>



**240B**  
Transactions per day  
>20x Google<sup>4</sup>



**>70 NPS**  
vs. 30 SaaS Company Avg.



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



**7B**  
Security incidents & policy violations prevented per day<sup>4</sup>

1) Total employees of 3,153 as of the end of FY'21.

2) Total customers as of FY'21 ended July 31, 2021.

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) Total number of public data centers, transactions per day, policy and incident prevention per day and support ticket per billion transactions as of April 30, 2022. 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.