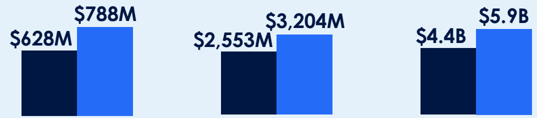
Zscaler Investor Data Sheet

As of October 31, 2025 – FY26

Fiscal Q1'26 Financial Information



Revenue	ARR	RPO
↑ 26%	↑ 26%	↑ 35%

22% Non-GAAP Operating Margin[4]	**52%** Free Cash Flow Margin	**$3.3B** Cash and Short-term Investments

"Our outstanding Q1 results demonstrate the strong demand we are experiencing for our Zero Trust and AI Security platform. With over $3.2B in Annual Recurring Revenue, growing over 25% year-over-year, and Rule-of-78 performance, I'm very pleased to share that an increasing number of customers are relying on our platform for better security, lower operational costs and reduced IT complexity"

Jay Chaudhry

Chairman and CEO of Zscaler

Growth in Large Enterprise Customers

698 Customers $1M+ ARR — ↑ **20%** Growth

>9,400 Total Customers[1]

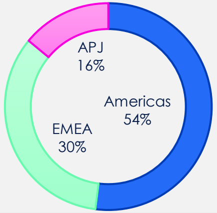
3,754 Customers $100K+ ARR — ↑ **19%** Growth

~40% Of the GLOBAL 2000

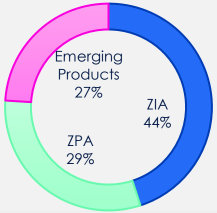
>45% Of the FORTUNE 500

FY25 Other Key Metrics

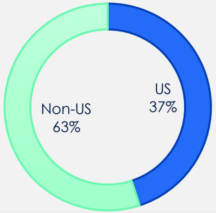
Global Presence
% of Revenue



Platform Adoption
% of New ACV



Employees[1]
% in US vs Non-US



$100B+ Market Opportunity

335M Users[2]

+

150M Workloads[2]

+

1.5B IoT/OT devices[5]

+

MDR & Threat Intel[6]

Driving customer value at an unparalleled scale

50M+ Licensed users[1]

>160 Data centers globally

500B+ Transactions per day >20x Google[3]

>75 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, users and customer data as of year ended July 31, 2025
2) 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. 3) Google's daily search requests are based on estimates from ardorseo.com and internetlivestats.com.
4) Non-GAAP operating margin is defined as GAAP operating margin, excluding stock-based compensation expense and related payroll taxes, amortization expense of acquired intangible assets, restructuring and other charges and acquisition-related expenses.
5) Based on Zscaler's analysis of IoT market forecast from Gartner.
6) MDR and Threat Intel market SAM of $17B in 2028 based on Gartner data; we assume 50% attributable to enterprise spend based on RC's enterprise ARR mix of total ARR.