Zscaler Investor Data Sheet

As of July 31, 2022 - FY'22















57%

12% 24% Non-GAAP Operating Free Cash Margin⁵ Flow Margin

>125% Dollar-based Net Retention Rate

\$1.7B Cash and Short-term Investments

"We delivered outstanding results for the fourth quarter, while driving operational efficiency across the company and delivering on Rule of 80 for the quarter and for the full vear."

Jay Chaudhry Chairman and CEO of Zscaler

Growth in Large Enterprise Customers



>6,700



2,089 Customers >\$100K ARR Growth

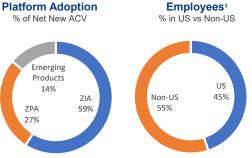
30% Of the GLOBAL 2000

40% Of the **FORTUNE 500**

FY'22 Other Key Metrics







\$72B+ Market **Opportunity**

> 335M **Users**³



150M Workloads³

Driving customer value at an unparalleled scale



>34M

Licensed seats2



vs. 30 SaaS Company Avg.

>150 Data centers globally





Market Leader

Gartner Security Service Edge (SSE) Magic Quadrant



Security incidents & policy violations prevented per day

- 2) Total customers and licensed seats as of FY'22 ended July 31, 2022.
- 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