Zscaler Investor Data Sheet

As of July 31, 2021 – FQ4'21

Fiscal Q4'21 Financial Information

- **Revenue**: $197M (57% growth)
- **Billings**: $332M (70% growth)
- **RPO**: $1,553M (98% growth)
- **Operating Margin**: 10%
- **Free Cash Flow**: $28M
- **Dollar-based Net Retention Rate**: 128%
- **Cash & Equivalents**: $1.5B

Revenue Growth

- **Revenue**: $126M
- **Billings**: $195M
- **RPO**: $783M

“We delivered outstanding results, with a record number of large deals across diverse sectors driving 57% revenue growth and 70% billings growth year over year, finishing the fiscal year with strong business momentum.

We continue to invest and innovate across all our product pillars, and help our customers adopt a Zero Trust architecture designed to secure the cloud and mobile world.”

Jay Chaudhry
Chairman and CEO of Zscaler

Growth in Large Enterprise Customers

- **Customers >$1M ARR**: 202 (87% growth)
- **Total Customers**: >5,600 (23% growth)
- **Customers >$100K ARR**: 1,480 (52% growth)
- **OF THE GLOBAL 2000**: 500+
- **OF THE FORTUNE 500**: 170+

$72B+ Market Opportunity

- **335M Users**: >26 million Licensed Seats
- **150M Workloads**: >150 Data centers globally
- **74 NPS**: 160B Transactions per day
- **vs. 30 SaaS Company Avg.**: >10x Google

Driving customer value at an unparalleled scale

- **7 Billion**: Security incidents & policy violations prevented per day

FY21 Other Key Metrics

- **Global Presence**: % of Revenue
  - APJ: 11%
  - Americas: 51%
  - EMEA: 38%
- **Platform Adoption**: % of Net New ACV
  - Emerging Products: 41%
  - ZPA: 59%
- **Employees1**: % in US vs Non-US
  - US: 46%
  - Non-US: 54%
1) Total Employees of 3,153 as of the end of FY21.

1) Total customers, Forbes Global 2000 customers, Fortune 500 customers, licensed user seats and Net Promoter Score as of FY21 ending 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 July 2021.