Fiscal Q1'24 Financial Information

Revenue — $356M / $497M — ↑ **40**%

Billings — $340M / $457M — ↑ **34**%

RPO — $2.7B / $3.5B — ↑ **30**%

18% Non-GAAP Operating Margin[5]	45% Free Cash Flow Margin	120% Dollar-based Net Retention Rate	$2.3B Cash and Short-term Investments

> We had a strong start to our fiscal year with all key metrics coming above our guidance. We are enabling enterprises to move forward with their key transformative initiatives - Zero Trust and AI - which is driving demand for our Zero Trust Exchange"
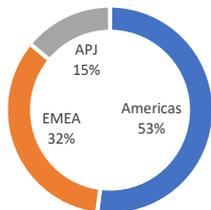
Jay Chaudhry
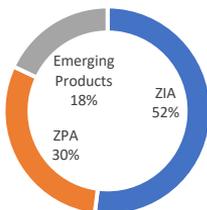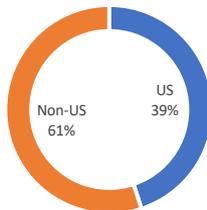*Chairman and CEO of Zscaler*

Growth in Large Enterprise Customers

468 Customers $1M+ ARR — ↑ **34**% Growth

>7,700 Total Customers[2] — ↑ **14**% Growth

2,708 Customers $100K+ ARR — ↑ **22**% Growth

>30% Of the GLOBAL 2000

>40% Of the FORTUNE 500

FY'23 Other Key Metrics

Global Presence
% of Revenue

APJ 15%
EMEA 32%
Americas 53%

Platform Adoption
% of Net New ACV

Emerging Products 18%
ZIA 52%
ZPA 30%

Employees[1]
% in US vs Non-US

Non-US 61%
US 39%

$72B+ Market Opportunity

335M Users[3]

+

150M Workloads[3]

Driving customer value at an unparalleled scale

41M+ Licensed seats[2]

>150 Data centers globally

360B+ Transactions per day >20x Google[4]

>70 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 of 5,962 as of the end of FY'23.
2) 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 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.