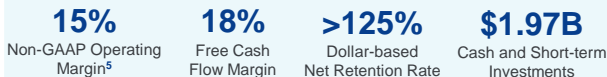
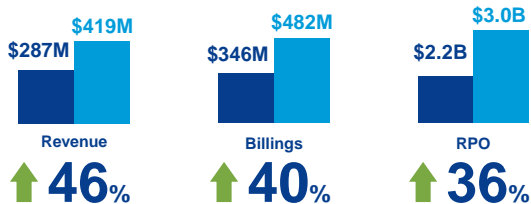


## Fiscal Q3'23 Financial Information



"I am pleased to announce our strong Q3 2023 financial results which I believe validate the measurable business value we deliver to our customers at the CXO level. We are delivering platform innovations to secure our customers' mission critical operations at scale and improve productivity, giving them the competitive edge they need to succeed. As the largest inline security cloud, we are leveraging our rich proprietary data set, with over 300 billion transaction logs per day and trillions of daily data points, to bring AI driven innovations to our customers."

**Jay Chaudhry**  
Chairman and CEO of Zscaler

## Growth in Large Enterprise Customers

**400**  
Customers >\$1M ARR  
↑ 39% Growth

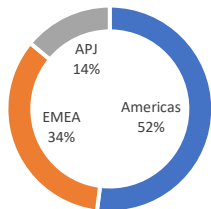
**>7,300**  
Total Customers

**2,432**  
Customers >\$100K ARR  
↑ 29% Growth

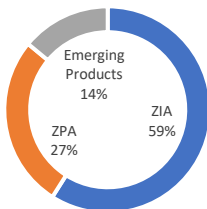
**30%** Of the GLOBAL 2000  
**40%** Of the FORTUNE 500

## FY'22 Other Key Metrics

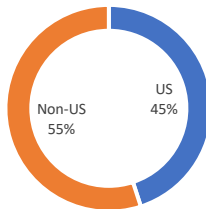
### Global Presence % of Revenue



### 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



**>40M**  
Licensed seats<sup>2</sup>



**>150**  
Data centers globally



**300B+**  
Transactions per day  
>20x Google<sup>4</sup>



**>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 4,975 as of the end of FY'22.

2) Total 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, amortization expense of acquired intangible assets and restructuring and other charges.