

### Fiscal Q2'24 Financial Information





20% Non-GAAP Operating Margin<sup>5</sup>

19% Free Cash Flow Margin

117% Dollar-based Net Retention Rate

\$2.5B Cash and Short-term Investments

"We delivered strong Q2 results, with billings, revenue and operating profit all coming in above our guidance as customer interest in the Zscaler Zero Trust Exchange platform remains high."

**Jay Chaudhry** Chairman and CEO of Zscaler

### **Growth in Large Enterprise Customers**











GLOBAL 2000

**FORTUNE 500** 

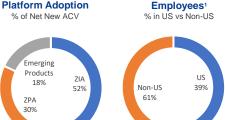
### FY'23 Other Key Metrics

Americas

53%

### **Global Presence** % of Revenue APJ 15%





# \$72B+ Market **Opportunity**

335M **Users**<sup>3</sup>



150M Workloads<sup>3</sup>

## Driving customer value at an unparalleled scale



Licensed seats2

>70 NPS

vs. 30 SaaS Company Avg. >150

Data centers globally



# **Market Leader**

**Gartner Security** Service Edge (SSE) Magic Quadrant



Transactions per day >20x Google<sup>4</sup>



9B+

Security incidents & policy violations prevented per day

**EMEA** 

32%

- 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.
- 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,