



Zenith Live 2022 Investor Innovations Briefing

June 22, 2022



Safe Harbor

Forward-Looking Statements

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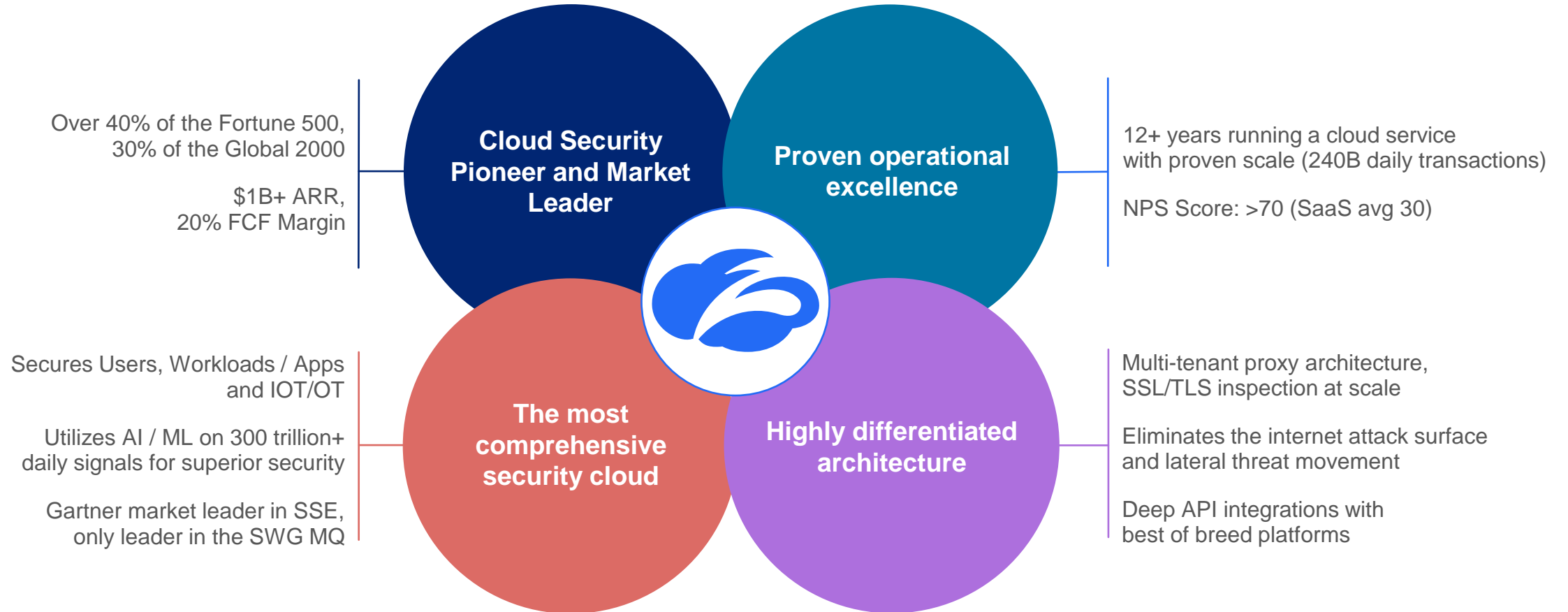
In some cases, you can identify forward-looking statements by terms such as “anticipate,” “believe,” “continues,” “contemplate,” “could,” “estimate,” “expect,” “explore,” “intend,” “likely,” “may,” “plan,” “potential,” “predict,” “project,” “should,” “target,” “will” or “would” or the negative of these terms or other similar words. Zscaler based these forward-looking statements largely on its current expectations and projections about future events that it believes may affect its business. Actual outcomes and results may differ materially from those contemplated by these forward-looking statements. All forward-looking statements in this message are based on information available to us as of the date hereof, and we do not assume any obligation to update the forward-looking statements provided to reflect events that occur or circumstances that exist after the date on which they were made.

Jay Chaudhry, Chairman and CEO

Zscaler for Secure Digital Transformation

Why Zscaler for Secure Digital Transformation

Eliminate, Simplify, Standardize and Automate



Modern workplace enablement

Productive Collaboration Experience
Any User, Any Device, Any Location

Security transformation

Castle and Moat to Zero Trust
Cyber Threat and Data Protection

Infrastructure modernization

Hub-and-Spoke to Zero Trust Connectivity
for Branch, Factory and Cloud

Zscaler Zero Trust platform offerings

Comprehensive and integrated Zero Trust platform enables security and network transformation

API Security

Secure Data at Rest
(Scanning Mode)

API integrations secure
IaaS/PaaS and SaaS data

Secure SaaS Data (CASB)

Posture, Visibility, Threat and Data Protection

Secure Public Cloud (CNAPP)

Attack Surface, Config/Entitlement, Runtime Protection

Inline Security

Securely connect users,
workloads
and devices
(Real-time Mode)

All connections are
inspected for threat and
data protection

Zero Trust for users

Secure app and internet
access

Zero Trust for workloads

Secure workload to workload and
internet communications

Zero Trust for IoT/OT

Secure IoT/OT app and internet
access

Powered by ZIA and ZPA

Zero Trust Exchange Platform

Cloud-Native, Multi-tenant, Global

Built the most comprehensive platform to provide Zero Trust

Accelerating Innovation
Across Multi-Product Pillars

Zscaler for Workloads

Zero Trust
Workload

Docker App
Connector

CSPM
/ CIEM

AI/ML based
Segmentation

Container
Vulnerability
Scanning

Posture
Control

Zscaler Digital Experience (ZDX)

Private
Apps
Monitoring

MS Teams / Zoom
monitoring

Deep
Tracing

Advanced
CloudPath
Probes

AI/ML Based
Performance
Analysis

Zscaler Private Access (ZPA)

AI/ML based
Policy
recommendations

Double
Encryption

ZPA Private
Service Edge

Partner
APIs

Web App
Protection

Remote
Assistance

Deception

Multiple
IAM
Support

Private app
Browser
Isolation

Client-less
secure
access

OT
Privileged
Access

INDUSTRY'S 1ST

Multi-Tenant Cloud
Security Platform
Zscaler Internet Access
(ZIA)

Inline
DLP

Inline
CASB

Cloud
Sandbox

DNS
Security

Cloud
Firewall

Bandwidth
Optimization

Cloud
NSS

Office 365
Integration

Exact
Data
Match

API
CASB

Browser
Isolation

CBI
with
BYOD

CASB
Identity
Proxy

NSS
Log
Recovery

Guest
WiFi
Devices

Cyber
Bullying
Protection

Source IP
Anchoring

DLP
OCR

2008

2022

Security transformation drives business value

“Better security makes businesses run faster”

- CISO, Charles Schwab

Zero Trust safely enables:

- ▶ secure SaaS and IaaS adoption
- ▶ reduction of tech debt and legacy cost structure
- ▶ improvement in operational efficiency and agility





Seven Elements of Highly Successful Zero Trust Architecture

An Architect's Guide to the
Zscaler Zero Trust Exchange

Authors

Nathan Howe, VP, Emerging Technology & 5G, Zscaler

Sanjit Ganguli, VP, Transformation Strategy/Field CTO, Zscaler

Gerard Festa, VP, Product Marketing, Zscaler

A new Zero Trust Architecture guide

Amit Sinha, President

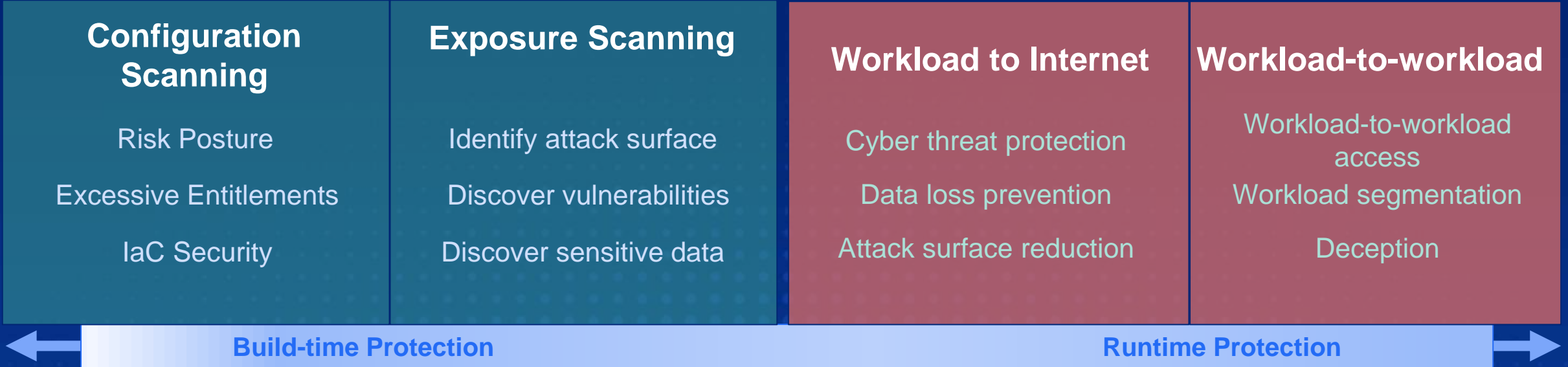
Posture Control (CNAPP) Launch

NEW

Innovation: Workload Posture (CNAPP)

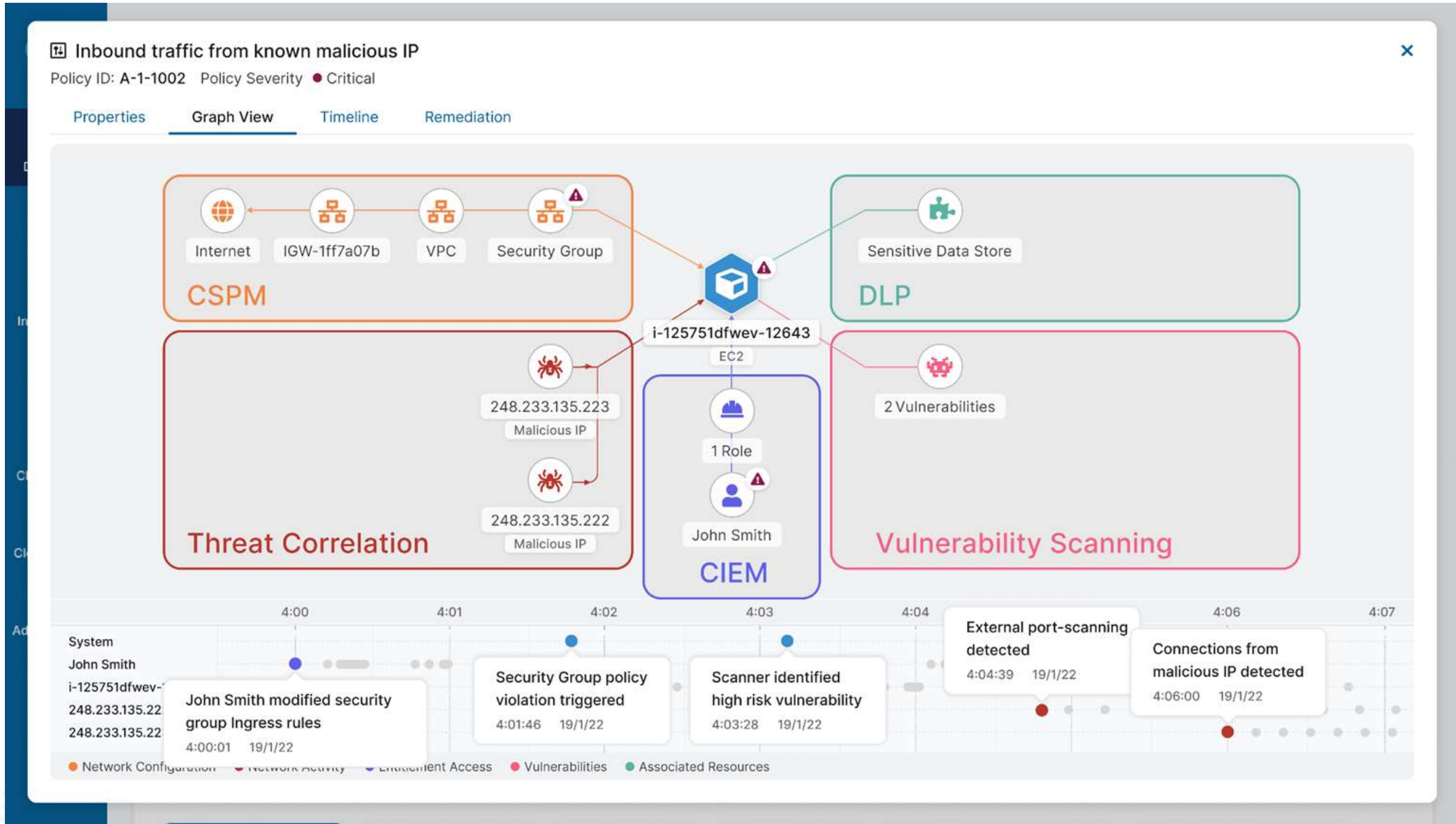
Posture Control

Workload Communication



Zscaler for Workloads – end-to-end security for workloads

Example of end-to-end integration of workload protection



Alex Philips, CIO, NOV

Transformation Journey with Zscaler

NOV powers the industry that powers the world.

NOV delivers technology-driven solutions to empower the global energy industry.



27,000
EMPLOYEES



565
LOCATIONS



60
COUNTRIES



\$5.5 BILLION
REVENUE 2021



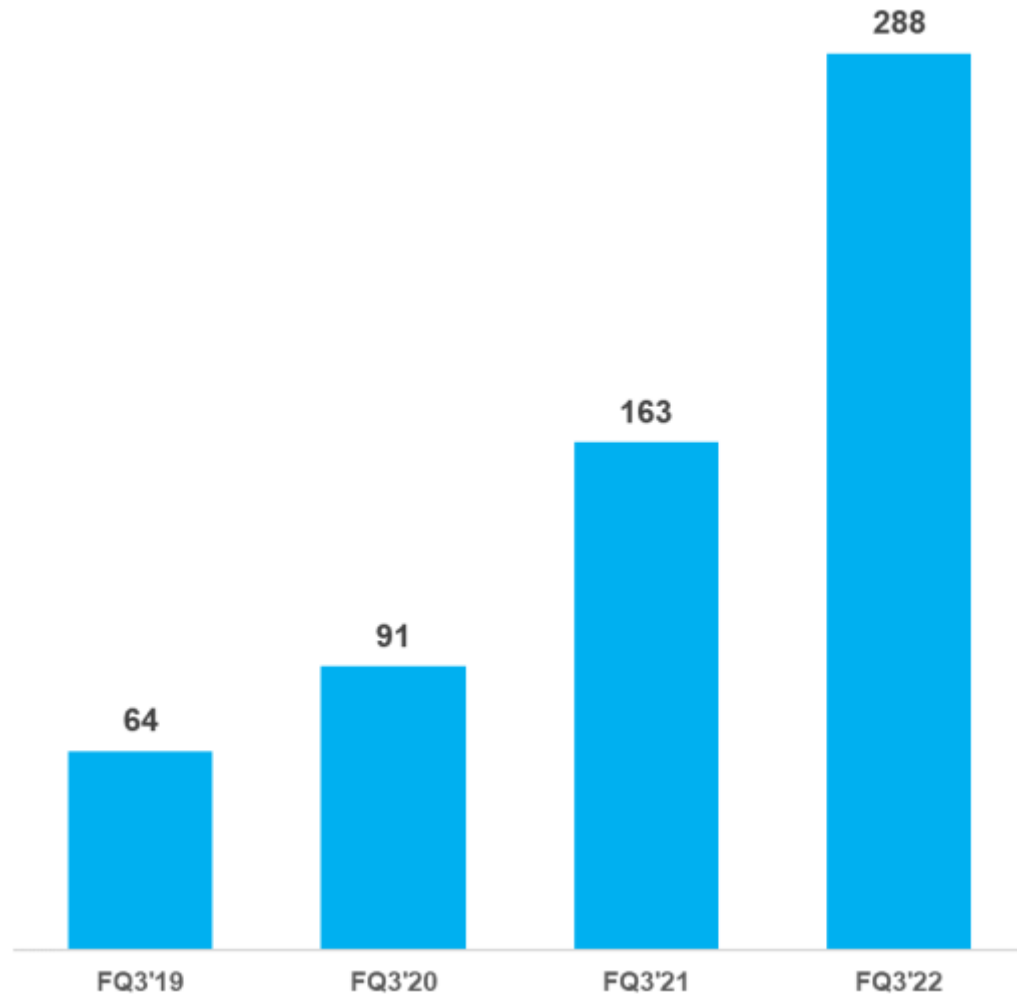
300+
ACQUISITIONS*

Dali Rajic, COO

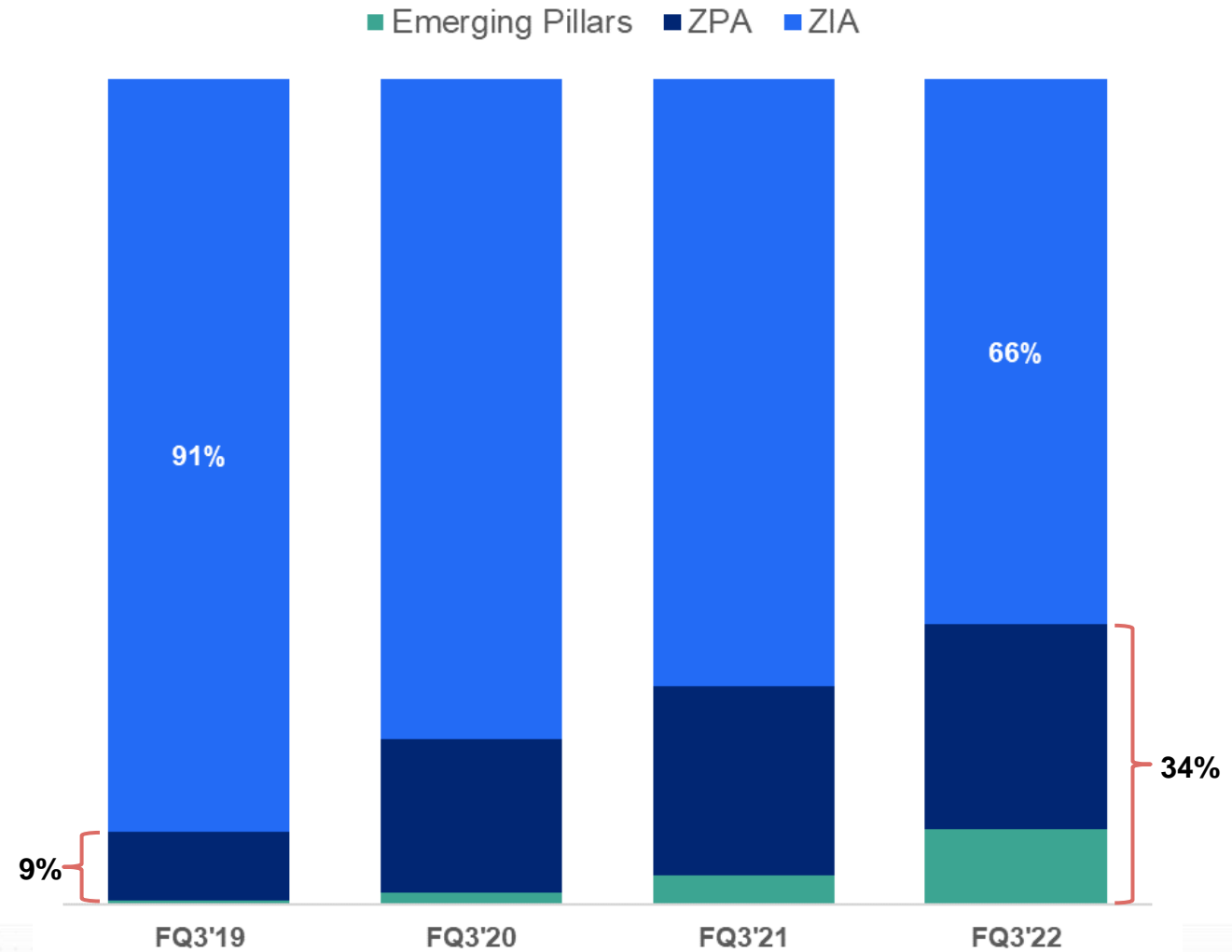
Selling Innovations and Broader Platform

Success selling new pillars

\$1M+ ARR Customers

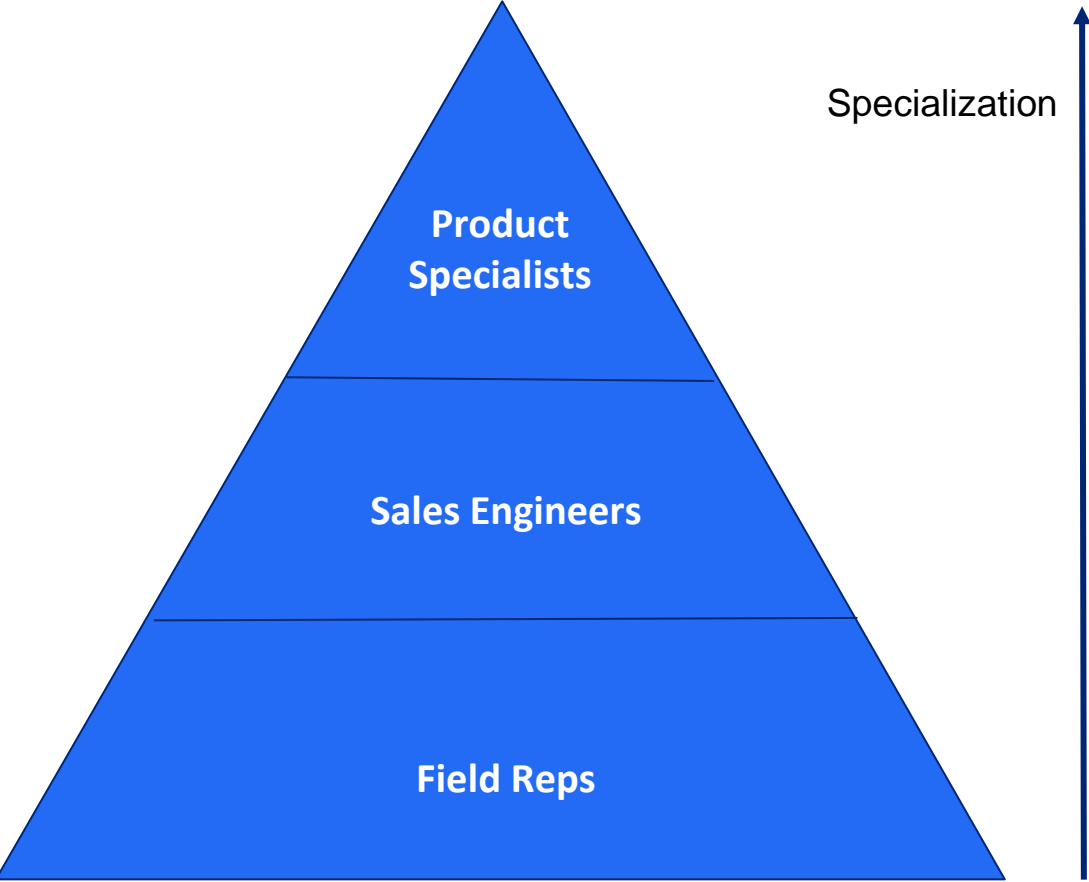


ARR Mix by Pillars of \$1M+ Customers



Building specialists to drive productivity and wallet-share gains

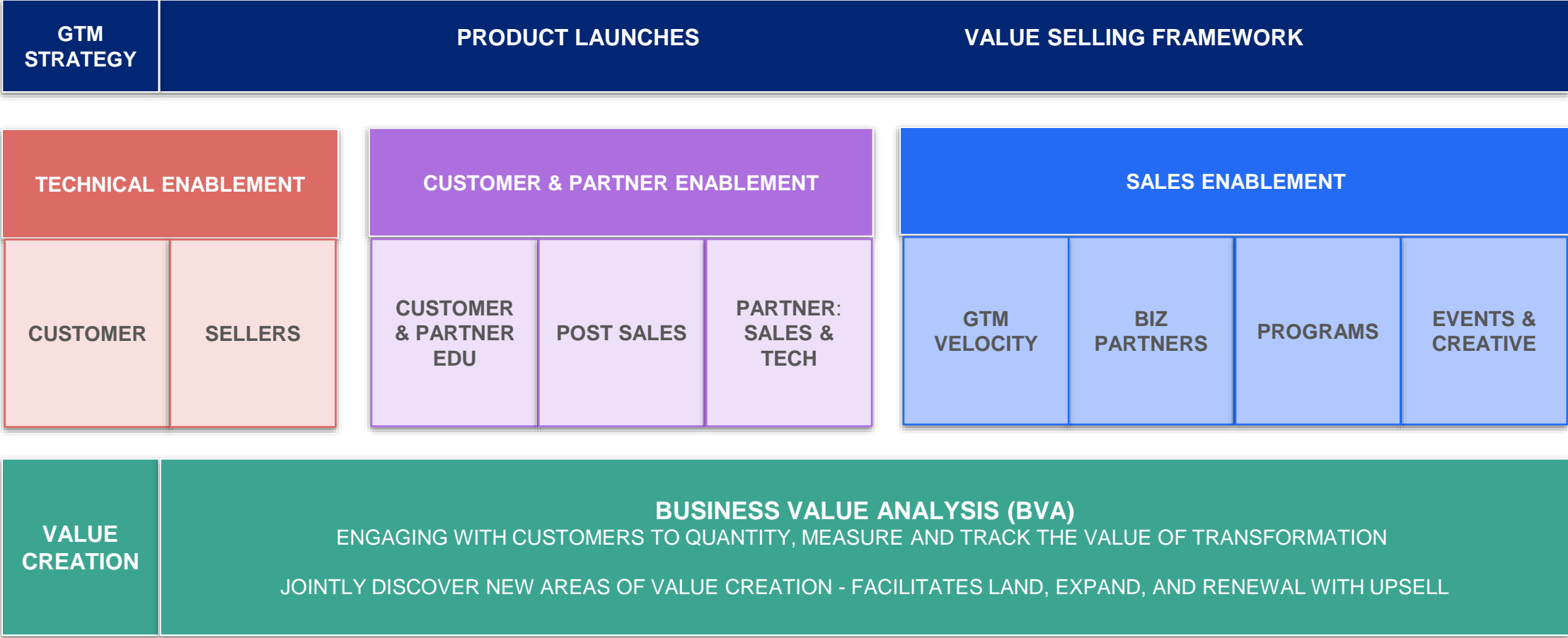
Product Specialization Structure



Scope of Specialist Teams



Building an ecosystem for value and outcome-based engagements



Management Q&A

Jay, Remo, Amit, Dali