

Investment Banking Update

\$192 MILLION

March 15, 2018

INITIAL PUBLIC OFFERING



The undersigned served as
Co-Manager on the offering

Stephens Inc.

Transaction Details

- On March 15, 2018, Zscaler, Inc. ("ZS" or the "Company") announced the pricing of its initial public offering of 12,000,000 shares of common stock at a price to the public of \$16.00 per share
 - All shares were primary shares offered by the Company
 - Zscaler had initially filed to offer 10,000,000 shares of common stock at an offering price between \$10.00 and \$12.00 per share
- Zscaler will be listed on the Nasdaq Global Select Market under the ticker symbol "ZS"
- The Company intends to use net proceeds from the offering for general corporate purposes, including working capital, research and development, and capital expenditures, and for future acquisitions and investments
- Stephens Inc. served as Co-Manager on the offering

According to the Company's Filing

Zscaler was incorporated in 2007, during the early stages of cloud adoption and mobility, based on a vision that the internet would become the new corporate network as the cloud becomes the new data center. We predicted that with rapid cloud adoption and increasing workforce mobility, traditional perimeter security approaches would provide inadequate protection for users and data and an increasingly poor user experience. Our cloud platform, which delivers security as a service, eliminates the need for traditional on-premises security appliances that are difficult to maintain and require compromises between security, cost and user experience. Our cloud platform incorporates the security functionality needed to enable users to safely utilize authorized applications and services based on an organization's policies.

Sources: Company filings.

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