

SECURITIES AND EXCHANGE COMMISSION

FORM 10-K

Annual report pursuant to section 13 and 15(d)

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UNITED STATES
SECURITIES AND EXCHANGE COMMISSION
WASHINGTON, D.C. 20549

FORM 10-K

(Mark One)

- ANNUAL REPORT PURSUANT TO SECTION 13 OR 15(d) OF THE SECURITIES EXCHANGE ACT OF 1934

For the fiscal year ended July 31, 2019

OR

- TRANSITION REPORT PURSUANT TO SECTION 13 OR 15(d) OF THE SECURITIES EXCHANGE ACT OF 1934

For the transition period from to _ to _

Commission File Number: 001-38413

ZSCALER, INC.

(Exact Name of Registrant as Specified in Its Charter)

Delaware

(State or other jurisdiction of
incorporation or organization)

26-1173892

(I.R.S. Employer
Identification Number)

110 Rose Orchard Way

San Jose, California 95134

(Address of principal executive offices)

Registrant's telephone number, including area code: (408) 533-0288

Securities registered pursuant to Section 12(b) of the Act:

Title of each class	Trading Symbol(s)	Name of each exchange on which registered
Common Stock, \$0.001 Par Value	ZS	The Nasdaq Stock Market LLC

Securities registered pursuant to Section 12(g) of the Act:

None.

Indicate by check mark if the registrant is a well-known seasoned issuer, as defined in Rule 405 of the Securities Act of 1933, as amended. Yes No

Indicate by check mark if the registrant is not required to file reports pursuant to Section 13 or Section 15(d) of the Act. Yes No

Indicate by check mark whether the registrant (1) has filed all reports required to be filed by Section 13 or 15(d) of the Securities Exchange Act of 1934 during the preceding 12 months (or for such shorter period that the registrant was required to file such reports), and (2) has been subject to such filing requirements for the past 90 days. Yes No

Indicate by check mark whether the registrant has submitted electronically, every Interactive Data File required to be submitted pursuant to Rule 405 of Regulation S-T (§232.405 of this chapter) during the preceding 12 months (or for such shorter period that the registrant was required to submit such files) Yes No

Indicate by check mark whether the registrant is a large accelerated filer, an accelerated filer, a non-accelerated filer, a smaller reporting company, or an emerging growth company. See the definitions of "large accelerated filer," "accelerated filer," "smaller reporting company" and "emerging growth company" in Rule 12b-2 of the Exchange Act.

Large accelerated filer	<input checked="" type="checkbox"/>	Accelerated filer	<input type="checkbox"/>
Non-accelerated filer	<input type="checkbox"/>	Smaller reporting company	<input type="checkbox"/>
		Emerging growth company	<input type="checkbox"/>

If an emerging growth company, indicate by check mark if the registrant has elected not to use the extended transition period for complying with any new or revised financial accounting standards provided pursuant to Section 13(a) of the Exchange Act.

Indicate by check mark whether the registrant is a shell company (as defined in Rule 12b-2 of the Exchange Act). Yes No

The aggregate market value of the common stock held by non-affiliates of the registrant, based on the closing price of a share of the registrant's common stock on January 31, 2019 (the last business day of the registrant's most recently completed second fiscal quarter) as reported by the Nasdaq Global Select Market on such date was approximately \$2.8 billion.

As of August 30, 2019, the number of shares of registrant's common stock outstanding was 127,454,926.

DOCUMENTS INCORPORATED BY REFERENCE

Portions of the registrant's definitive Proxy Statement relating to its 2019 Annual Meeting of Stockholders are incorporated by reference into Part III of this Form 10-K where indicated. Such Proxy Statement will be filed with the United States Securities and Exchange Commission within 120 days after the end of the fiscal year to which this Annual Report on Form 10-K relates.



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SPECIAL NOTE REGARDING FORWARD-LOOKING STATEMENTS

This Annual Report on Form 10-K contains forward-looking statements within the meaning of the Private Securities Litigation Reform Act of 1995, including but not limited to, statements regarding our financial outlook and market positioning. These forward-looking statements are made as of the date they were first issued and were based on current expectations, estimates, forecasts and projections as well as the beliefs and assumptions of management. The words "believe," "may," "will," "potentially," "estimate," "continue," "anticipate," "intend," "could," "would," "project," "plan," "expect" and similar expressions that convey uncertainty of future events or outcomes are intended to identify forward-looking statements.

These forward-looking statements include, but are not limited to, statements concerning the following:

- our future financial performance, including our expectations regarding our revenue, cost of revenue, gross profit or gross margin, operating expenses (including changes in sales and marketing, research and development and general and administrative expenses), and our ability to achieve, and maintain, future profitability;
- market acceptance of our cloud platform;
- the effects of increased competition in our markets and our ability to compete effectively;
- our ability to maintain the security and availability of our cloud platform;
- our ability to maintain and expand our customer base, including by attracting new customers;
- our ability to develop new solutions, or enhancements to our existing solutions, and bring them to market in a timely manner;
- market acceptance of any new solutions or enhancements to our existing solutions;
- anticipated trends, growth rates and challenges in our business and in the markets in which we operate;
- our business plan and our ability to effectively manage our growth and associated investments;
- beliefs about and objectives for future operations;
- beliefs about and objectives for future acquisitions, strategic investments, partnerships and alliances;
- our relationships with third parties, including channel partners;
- our ability to maintain, protect and enhance our intellectual property rights;
- our ability to successfully defend litigation brought against us;
- our ability to successfully expand in our existing markets and into new markets;
- sufficiency of cash to meet cash needs for at least the next 12 months;
- our ability to comply with laws and regulations that currently apply or become applicable to our business both in the United States and internationally;
- beliefs about the impacts of legal and geopolitical developments upon our business;
- the attraction and retention of qualified employees and key personnel; and

- the future trading prices of our common stock.

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These forward-looking statements are subject to a number of risks, uncertainties and assumptions, including those described in "Risk Factors" elsewhere in this Annual Report on Form 10-K. Moreover, we operate in a very competitive and rapidly changing environment, and new risks emerge from time to time. It is not possible for our management to predict all risks, nor can we assess the impact of all factors on our business or the extent to which any factor, or combination of factors, may cause actual results to differ materially from those contained in any forward-looking statements we may make. In light of these risks, uncertainties and assumptions, the forward-looking events and circumstances discussed in this Annual Report on Form 10-K may not occur and actual results could differ materially and adversely from those anticipated or implied in the forward-looking statements and you should not place undue reliance on our forward-looking statements.

The forward-looking statements made in this Annual Report on Form 10-K relate only to events as of the date on which the statements are made. We undertake no obligation to update any forward-looking statements made in this Annual Report on Form 10-K to reflect events or circumstances after the date of this Annual Report on Form 10-K or to reflect new information or the occurrence of unanticipated events, except as required by law.

PART I

Item 1. Business

Overview

Zscaler's mission is to provide fast, secure and reliable access to information no matter where it lives.

We were 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. We pioneered a security cloud that represents a fundamental shift in the architectural design and approach to network security.

Enterprise applications are rapidly moving to the cloud to achieve greater IT agility, a faster pace of innovation and lower costs. Organizations are increasingly relying on internet destinations for a range of business activities, adopting new external SaaS applications for critical business functions and moving their internally managed applications to the public cloud, or IaaS. Enterprise users now expect to be able to seamlessly access applications and data, wherever they are hosted, from any device, anywhere in the world. We believe these trends are indicative of the broader digital transformation agenda, as businesses increasingly succeed or fail based on their IT outcomes.

We believe that securing the on-premises corporate network to protect users and data is becoming increasingly irrelevant in a cloud and mobile-first world where organizations depend on the internet, a network they do not control and cannot secure, to access critical applications that power their businesses. We pioneered a new approach to security that connects the right user to the right application, regardless of network. 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. Our solution is a purpose-built, multi-tenant, distributed cloud security platform that secures access for users and devices to applications and services, regardless of location.

Before our platform, the corporate data center served as the central hub of IT security, with a physical network perimeter used to separate corporate users, devices and applications from the internet. Today, the network perimeter consists of appliances that have become fundamentally less effective as applications, data, users and devices rapidly move off the corporate network, making the notion of a corporate perimeter obsolete. In a world where more companies are shifting their most critical IT assets to the cloud, cloud-first security is required. Our architecture is vastly different from the traditional "hub-and-spoke" corporate perimeter, where traffic from branch offices is routed to centralized data centers for security scanning and policy enforcement before reaching its destination. In contrast, our security cloud sits between an organization's users and devices, and the internet, inspecting traffic on a direct path to the destination. Our solutions enable customers to set policies that follow users, so a consistent level of protection is applied no matter where users are located or how they are connected to the internet. We provide all of this security at scale, processing approximately 70 billion internet requests per day. Our platform eliminates the need for organizations to buy and manage a variety of appliances that need to be maintained by a large number of highly skilled security personnel, who are expensive and in increasingly short supply.

Our multi-tenant architecture is distributed across over 150 data centers globally, which allows us to secure users across 185 countries. Each day, we block over 100 million threats and perform over 120,000 unique security updates. Our customers benefit from the network effect of our growing cloud because once a new threat is detected, it can be blocked for users across our entire customer base within minutes.

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Our customers protect their users by routing their internet traffic through our cloud platform. Some of the largest enterprises and government agencies in the world rely on our solutions to help them accelerate their move to the cloud. We have over 3,900 customers across all major geographies, with an emphasis on larger organizations, and we currently count over 400 of the Forbes Global 2000 as customers. Our customers span every major industry, including airlines and transportation, conglomerates, consumer goods and retail, financial services, healthcare, manufacturing, media and communications, public sector and education, technology and telecommunications services.

We have experienced significant growth, with revenue increasing from \$125.7 million in fiscal 2017 to \$190.2 million in fiscal 2018 to \$302.8 million in fiscal 2019, representing year-over-year revenue growth of 51% and 59%, respectively. We experienced net losses of \$28.7 million, \$33.6 million and \$35.5 million in fiscal 2019, fiscal 2018 and fiscal 2017, respectively. We expect we will continue to incur net losses for the foreseeable future.

Our Solutions and Platform

Our purpose-built cloud security platform offers two principal services built natively in the cloud.

Zscaler Internet Access

Our Zscaler Internet Access solution, or ZIA, was designed to securely connect users to externally managed applications, including SaaS applications and internet destinations regardless of device, location or network. Our ZIA solution provides inline content inspection and firewall access controls across all ports and protocols to protect organizations and users from external threats as well as protecting an organization's data from leaking out. Policies follow the user to provide identical protection on any device, regardless of location; any policy changes are enforced for users worldwide. Our cloud security platform provides full inline content inspection of webpages to assess and correlate the risk of webpage objects, continuously discovering and blocking sophisticated threats.

Our ZIA solution includes broad functionality, which we categorize by three areas:

Access Control

The access control functionality of our ZIA solution enforces access and usage policies to externally managed applications, including SaaS application and internet destinations. This provides functionality that has traditionally been provided by stand-alone point products.

- **Cloud Firewall:** Our cloud firewall was designed to protect users by inspecting internet traffic on all ports and protocols, and it offers user level policies, application identification with deep packet inspection and intrusion prevention.
- **URL Filtering:** Our URL filtering capability enables customers to enforce acceptable usage policies and protects organizations from users visiting unauthorized websites or illegally downloading content that can increase liability and impact their brand.
- **Bandwidth Control:** Our bandwidth control and traffic shaping capabilities ensure that business critical applications are prioritized over non-business critical applications, improving productivity and user experience. By enforcing quality of service in the cloud, our platform can optimize "last-mile" utilization of a customer's network, providing significant value.
- **DNS Filtering:** Our Domain Name System, or DNS, filtering solution provides a local DNS resolver and enforces acceptable use policies.

Threat Prevention

Our second area of functionality, threat prevention, protects users from threats using a range of approaches and techniques. Our robust threat prevention capabilities provide multiple layers of protection to prevent cyberattacks. We provide functionality that traditionally has been offered by disparate, stand-alone products.

- **Advanced Threat Protection:** Our advanced protection solution delivers real-time protection from malicious internet content like browser exploits, scripts, zero-pixel iFrames, malware and botnet callbacks. Over 120,000 unique security updates are performed every day to the Zscaler cloud to keep users protected. Once we detect a new threat to a user, we block it for all users. We call this the “cloud security effect.”
- **Cloud Sandbox:** Our cloud sandbox enables enterprises to block zero-day exploits and advanced persistent threats, or APTs, by analyzing unknown files for malicious behavior, and it can scale to every user regardless of location. Our sandbox was designed and built to be multi-tenant and allows customers to determine which traffic should be sent to the cloud sandbox. As an integrated cloud security platform, customers can set policies by users and destinations to prevent patient-zero scenarios by holding, detonating and analyzing suspicious files in the sandbox before being sent to the user.
- **Anti-Virus:** Our anti-virus technology uses a signature database of files and objects on the internet known to be unsafe and runs traffic through multiple anti-virus engines in a single pass.
- **DNS Security:** Our DNS security blocks access to known malicious sites, including command and control sites, and routes suspicious traffic to our threat detection engines for content inspection.

Data Protection

Our third area of functionality, data protection, prevents unauthorized sharing or exfiltration of confidential information, reducing our customers’ business and compliance risk.

- **Data Loss Protection:** Our data loss protection enables enterprises to use standard or custom dictionaries using efficient pattern-matching algorithms to easily scale to all users and traffic, including compressed or encrypted traffic, to prevent, monitor or block unauthorized or sensitive data exfiltration. Our exact data match or EDM functionality significantly improves the accuracy and efficacy of our data loss prevention solution by enabling our customers to populate a custom database scaling to billions of unique fields. These fields may contain, for example, personally identifiable information like credit card or social security numbers, that our customers want to protect.
- **Cloud Application Control:** Our cloud application control allows enterprises to discover and granularly control user access to known and unknown cloud applications. By doing SSL interception at scale, we provide malware protection, data loss prevention and similar Cloud Access Security Broker, or CASB, functions that can be performed inline, for specific sanctioned applications. Business policies can be defined with granular access control for specified cloud applications, such as the ability to upload or download files or post comments or videos based on different user or group identity. We partner with specific CASB vendors to extend their policy controls and visibility of out-of-band cloud applications.
- **File Type Controls:** Our file type control allows policies to be defined that control which file types are allowed to be downloaded and uploaded based on application, user, location and destination.

Zscaler Private Access

Our Zscaler Private Access solution, or ZPA, was designed to provide secure access to internally managed applications, either hosted internally in data centers, private or public clouds. Our ZPA solution was designed around four key tenants that fundamentally change the way users access internal applications:

- connect users to applications without bringing users on the network;
- never expose applications to the internet;
- segment access to applications without relying on traditional approach of network segmentation; and
- provide remote access over the internet without virtual private networks, or VPNs.

Our ZPA solution enforces a global policy engine that manages access to internally managed applications regardless of location. If access is granted to a user, our ZPA solution connects the user's device only to the authorized application without exposing the identity or location of the application. Hence applications are not exposed to the internet, further limiting threat exposure. This results in reduced cost and complexity, while offering better security and an improved user experience.

ZPA functionality falls in three major areas:

- **Secure Application Access:** Our ZPA solution delivers seamless connectivity to internally managed applications and assets whether they are in the cloud, enterprise data center, or both. Administrators can set global policies from a single console, enabling policy-driven access that is agnostic to the network the users are on. By creating seamless access to applications regardless of a user's network, our ZPA solution subsumes the need for traditional remote access VPNs, Secure Sockets Layer, or SSL, VPNs, reverse proxies and other similar products.
- **Application Segmentation:** This fundamentally new architecture provides capabilities that enable user and application level segmentation, a vast improvement over traditional network segmentation. As each user-to-application connection is segmented with microtunnels, each of which is a temporary session between a specific user and a specific application, lateral movement across the network is prevented which significantly reduces security risk. Similar to CASB application discovery reports for internet applications, our ZPA solution provides granular discovery of internally managed applications to aid the creation of segmentation policies. Because our ZPA solution sits on the application layer and is name- or domain-based, organizations can quickly and easily identify the internally-managed applications that are running and then easily provision appropriate policies. Microtunnels subsume the need for internal firewalls, which are required for protecting against lateral malware propagation from machine to machine, and traditional network access control functionality since users are granted access only to applications for which they have permission and are not granted full access to the network.
- **Application Protection:** Our ZPA solution initiates and connects together outbound-only links between authenticated users and internally managed applications using microtunnels. Access is provided to users without bringing them onto the corporate network and without exposing applications to the internet. Internally managed applications are not discoverable or identifiable. With no inbound connections and no public IP addresses, there is no inbound attack surface and therefore no threat of distributed denial-of-service, or DDoS, attacks. With our innovative approach, we subsume the need for a next-generation firewall. Similarly, by completely removing the need for an exposed IP address or DNS to the internet, we subsume the functionality of DDoS mitigation systems.

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The primary use cases for our ZPA solution includes:

- VPN replacement;
- providing non-employees with secure access to internal applications;
- direct-to-cloud access to internally managed applications hosted in public cloud environments, such as Microsoft Azure, Amazon Web Services and Google Cloud Platform; and
- access to applications following a merger or acquisition by providing named users with access to named applications, without the need to merge networks.

Our Technology and Architecture

Zscaler is driven by technology and innovation. We developed a highly scalable, multi-tenant, globally distributed cloud capable of providing inline inspection that offers a full range of enterprise network security services. We designed and built a purpose-built three-tier architecture starting with our core operating system and adding layers of security and networking innovations over time. Our cloud platform is protected by more than 130 issued and pending patents. Our cloud is distributed across more than 150 data centers on five continents and processes approximately 70 billion requests per day from users across 185 countries.

The platform is designed to be resilient, redundant and high-performing. Our platform is built as software modules that run on standard x86 platforms without any dependency on custom hardware. The platform modules are split into the control plane (Zscaler Central Authority), the enforcement plane (Zscaler Enforcement Nodes) and the logging and statistics plane (Zscaler Nanolog Servers) as described below:

- **Zscaler Central Authority:** The Zscaler Central Authority monitors our entire security cloud and provides a central location for software and database updates, policy and configuration settings and threat intelligence. The collection of Zscaler Central Authority instances together act like the brain of the cloud, and they are geographically distributed for redundancy and performance.
- **Zscaler Enforcement Nodes:** Customer traffic gets directed to the nearest Zscaler Enforcement Node, where security, management and compliance policies served by the Zscaler Central Authority are enforced. The Zscaler Enforcement Node also incorporates our differentiated authentication and policy distribution mechanism that enables any user to connect to any Zscaler Enforcement Node at any time to ensure full policy enforcement. The Zscaler Enforcement Node utilizes a full proxy architecture and is built to ensure data is not written to disk to maintain the highest level of data security. Data is scanned in RAM only and then erased. Logs are continuously created in memory and forwarded to our logging module.
- **Zscaler Nanolog Servers:** Our Nanolog technology is built into the Zscaler Enforcement Node to perform lossless compression of logs, enabling our platform to collect over 70 terabytes of unique raw log data every day. Logs are transmitted to our Nanolog Servers over secure connections and multicast to multiple servers for redundancy. Our dashboards provide visibility into our customer's traffic to enable troubleshooting, policy changes and other administrative actions. Our analytics capabilities allow customers to interactively mine billions of transaction logs to generate reports that provide insight on network utilization and traffic. We do not rely on batch reporting; we continuously update our dashboards and reporting and can stream logs to a third-party Security Information and Event Management, or SIEM, service as they

arrive. Regardless of where users are located, customers can choose to have logs stored in the United States, the European Union or Switzerland.

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Our platform is a critical integration point positioned in the data path providing secure access to the internet, cloud and internal applications. We complement and interoperate with key technology vendors across major market segments, including software-defined networking in a wide area network, or SD-WAN, identity and access management, device and endpoint management, as well as SIEM for reporting and analytics. Many of these vendors, like us, were developed in the cloud and together provide a foundation for a modern access and security architecture.

Growth Strategies

The growing use of the internet and the increasing adoption of the cloud and mobility are driving network and application transformation. As a provider of a fully integrated, multi-tenant cloud security solution, we enable our customers to accelerate this secure transformation to the cloud and believe we are uniquely positioned to maximize value as they undertake these transitions. Key elements of our growth strategy include:

- ***Continue to win new customers.*** We believe that we have a significant opportunity to expand our customer base, both in the United States and internationally. We have invested significantly in our sales and marketing organization to execute against this opportunity.
- ***Expand in existing customers.*** We plan to leverage a land-and-expand approach with our existing customers to sell subscriptions to additional users, additional suites that contain more functionality and a la carte services.
- ***Leverage channel partners to participate in cloud transformation initiatives.*** We have invested in establishing long-standing relationships with global telecommunications service providers and are expanding our network of global system integrators and regional telecommunications service providers.
- ***Expansion and innovation of services.*** We continue to invest in research and development and acquire new technologies and products in order to add new and differentiated solutions to our existing product portfolio and to improve the overall functionality, reliability, availability and scalability of our cloud security platform.
- ***Expansion into additional market segments.*** We are targeting the expansion of our immediate addressable market, emphasizing U.S. federal government agencies in the near- to medium-term as well as additional international markets such as Japan and the Asia Pacific region.
- ***Extend our platform to third-party developers.*** We intend to open our cloud security platform to third-party developers and vendors to offer new functionality and solutions that may target specific use cases, verticals and niche requirements.

Our Customers

We sell to enterprises of all sizes. As of July 31, 2019, we had over 3,900 customers, including over 400 of the Forbes Global 2000. Many of our customers include major global enterprises that send virtually all of their internet traffic through our cloud security platform. Our customers operate in a variety of industries, including airlines and transportation, conglomerates consumer goods and retail, financial services, health-care, manufacturing, media and communications, public sector and education, technology and telecommunications services. Approximately 51% of our revenue in fiscal 2019, 55% of our revenue in fiscal 2018 and 54% of our revenue in fiscal 2017 was from customers outside the United States. No customer contributed more than 10% of our revenue in fiscal 2019, fiscal 2018 or fiscal 2017.

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Sales and Marketing

Although we have a channel sales model, we use a joint sales approach in which our sales force develops relationships directly with our customers, and together with our channel account teams, works with our channel partners on account penetration, account coordination, sales and overall market development. Our customer care and success teams maintain high-touch relationships with our customers to deploy and manage our cloud platform, identify, analyze and resolve performance issues and respond to security threats. We believe customer service touchpoints are opportunities to further develop our relationship with our customers and potentially generate incremental revenue through the addition of new users and services.

Our channel partners consist of global telecommunications service provider, system integrator and value-added reseller partners, and we leverage their relationships to expand our reach, improve procurement and accelerate customer fulfillment.

We enter into agreements with our channel partners in the ordinary course of business. The contracts typically have a one-year term and renew automatically, subject to cancellation by either party upon 90 days' notice. These agreements contain standard commercial terms and conditions, including payment terms, billing frequency, warranties and indemnification. Our channel partners generally place purchase orders with us after receiving orders from customers. We generally maintain privity of contract with customers through end user subscription agreements.

We expect to continue investing in our channel partners as we provide them with education, training and programs, including supporting their independent sales of our solutions. We believe that such investment, and investments in our sales force, will lead to significant expansion in our customer base, which will materially impact our business and results of operations.

Our marketing strategy is focused on platform and brand awareness, which drives our opportunity pipeline and customer demand. This strategy is account-based, enabling us to pursue targeted marketing activities across both digital and non-digital channels. We anticipate increasing our marketing team headcount and are investing in programs designed to elevate our brand in the market and engage new enterprise accounts. We also participate in a number of cloud and security industry events. In addition, we have a deeply integrated ecosystem of channel partners, with whom we engage in joint marketing activities.

Data Center Operations

We operate our services across more than 150 data centers around the world, which are built to be highly resilient, have multiple levels of redundancy and provide failover to other data centers in our network. Our data centers are co-located within top-tier internet interconnection hubs that have direct connectivity, known as peering, to major telecommunication service providers, SaaS providers, public cloud providers, internet content providers and popular internet destinations. A number of our data centers are also located with our service provider partners. Our platform has received ISO 27001 certification since 2014.

Research and Development

Our research and development organization is responsible for the design, architecture, operation and quality of our cloud platform. In addition to improving on our features, functionality and scalability, this organization works closely with our cloud operations team to ensure that our platform is reliable, available and scalable. ThreatLabZ, our internal team of security experts, researchers and network engineers, analyzes the global threat landscape, works to eliminate threats across our cloud platform and reports on emerging security issues.

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Research and development expense was \$62.0 million, \$39.4 million and \$33.6 million for fiscal 2019, fiscal 2018 and fiscal 2017, respectively. Our research and development leadership team is based in San Jose, California, and we also maintain research and development centers in India and Canada.

Competition

The market for security solutions is defined by changing technologies, an evolving threat landscape and complex enterprise needs. Our competitors and potential competitors include legacy on-premises appliance vendors across a number of categories:

- independent IT security vendors, such as Check Point Software Technologies Ltd., Fortinet, Inc., Palo Alto Networks, Inc. and Symantec Corporation, which offer a broad mix of network and endpoint security products;
- large networking vendors, such as Cisco Systems, Inc. and Juniper Networks, Inc., which offer security appliances and incorporate security capabilities in their networking products;
- companies such as FireEye, Inc., Forcepoint Inc. (previously, Websense, Inc.), F5 Networks, Inc. and Pulse Secure, LLC with point solutions that compete with some of the features of our cloud platform, such as proxy, firewall, sandboxing and advanced threat protection, data loss prevention, encryption, load balancing and VPN; and
- other providers of IT security services that offer, or may leverage related technologies to introduce, products that compete with or are alternatives to our cloud platform.

The principal competitive factors in the markets in which we operate include:

- delivering security from the cloud regardless of location of the user;
- platform features, effectiveness and extensibility;
- platform reliability, availability and scalability;
- rapid development and delivery of new capabilities and services;
- ability to integrate with other participants in the security and networking ecosystem;
- price, total cost of ownership and network cost savings;
- brand awareness, reputation and trust in the provider's services;
- strength of sales, marketing and channel partner relationships; and
- quality of customer support.

We believe we are positioned favorably against our competitors based on these factors. Our cloud platform integrates many of the point products offered by our competitors and potential competitors, which is a key differentiator. However, many of our competitors have substantially greater financial, technical and other resources, greater brand recognition, larger sales forces and marketing budgets, broader distribution networks, more diverse product and services offerings and larger and more mature intellectual property portfolios.

They may be able to leverage these resources to gain business in a manner that discourages users from purchasing our services, including through selling at zero or negative margins, offering concessions,

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product bundling or maintaining closed technology platforms. Further, many organizations have invested substantial personnel and financial resources to design and operate their appliance-based network security architecture, and may not be willing or ready to abandon those historical investments. As our market grows and rapidly changes, we expect it will continue to attract new companies, including smaller emerging companies, which could introduce new products and services. In addition, we may expand into new markets and encounter additional competitors in such markets.

Intellectual Property

Our success depends in part upon our ability to protect and use our core technology and intellectual property rights. We rely on a combination of patents, copyrights, trademarks, trade secret laws, contractual provisions and confidentiality procedures to protect our intellectual property rights. As of July 31, 2019, we had over 130 total issued and pending patents, including in excess of 80 issued patents, in the United States and other countries. Our issued patents expire between 2028 and 2036 and cover various aspects of our cloud platform. In addition, we have registered “Zscaler” as a trademark in the United States and other jurisdictions, and we have registered other trademarks and filed other trademark applications in the United States. We are also the registered holder of a variety of domestic and international domain names that include “Zscaler” and similar variations. In addition to the protection provided by our intellectual property rights, we enter into confidentiality and invention assignment or similar agreements with our employees, consultants and contractors. We further control the use of our proprietary technology and intellectual property rights through provisions in our subscription and license agreements. Despite our efforts to protect our trade secrets and proprietary rights through intellectual property rights, licenses and confidentiality agreements, unauthorized parties may still copy or otherwise obtain and use our software and technology. In addition to our internally developed technology, we also license software, including open source software, from third parties that we integrate into or bundle with our cloud platform.

Our industry is characterized by the existence of a large number of patents and frequent claims and related litigation based on allegations of patent infringement or other violations of intellectual property rights. We believe that competitors will try to develop products and services that are similar to ours and that may infringe our intellectual property rights. Our competitors or other third-parties may also claim that our platform infringes their intellectual property rights. In particular, leading companies in our industry have extensive patent portfolios. From time to time, third parties, including certain of these leading companies and non-practicing entities, have in the past and may in the future assert claims of infringement, misappropriation and other violations of intellectual property rights against us or our customers or channel partners, with whom our license or other agreements may obligate us to indemnify against these claims. Successful claims of infringement by a third-party could prevent us from offering certain services or features, require us to develop alternate, non-infringing technology, which could require significant time and during which we could be unable to continue to offer our affected subscriptions or services, require us to obtain a license, which may not be available on reasonable terms or at all, or force us to pay substantial damages, royalties or other fees. As we face increasing competition and gain an increasingly higher profile, the possibility of intellectual property rights claims against us grows. We cannot assure you that we do not currently infringe, or that we will not in the future infringe, upon any third-party patents or other proprietary rights. See “Risk Factors-Claims by others that we infringe their proprietary technology or other rights, or other lawsuits asserted against us, could result in significant costs and substantially harm our business, financial condition, results of operations and prospects” for additional information.

Employees

We had approximately 1,480 employees worldwide as of July 31, 2019. None of our employees in the United States are represented by a labor organization or are party to any collective bargaining arrangement. In certain countries in which we operate, we are subject to, and comply with, local labor law requirements which may automatically make our employees subject to industry-wide collective bargaining agreements. We may be required to comply with the terms of these collective bargaining agreements.

Corporate Information

We were incorporated in the state of Delaware in September 2007 as SafeChannel, Inc., and in August 2008, we changed our name to Zscaler, Inc. Our principal executive offices are located at 110 Rose Orchard Way, San Jose, CA 95134, and our telephone number is (408) 533-0288. Our website address is www.zscaler.com. Information contained on, or that can be accessed through, our website does not constitute part of this Annual Report on Form 10-K.

Available Information

Our Annual Report on Form 10-K, Quarterly Reports on Form 10-Q, Current Reports on Form 8-K, proxy statement, and all amendments to these filings, are available free of charge from our investor relations website (<https://ir.zscaler.com/financial-information/sec-filings>) as soon as reasonably practicable following our filing with or furnishing to the SEC of any of these reports. The SEC's website (<https://www.sec.gov>) contains reports, proxy and information statements, and other information regarding issuers that file electronically with the SEC.

Zscaler investors and others should note that we announce material information to the public about our company, products and services and other issues through a variety of means, including our website (<https://www.zscaler.com/>), our investor relations website (<https://ir.zscaler.com>), our blogs (<https://www.zscaler.com/blogs>), press releases, SEC filings, public conference calls and social media, in order to achieve broad, non-exclusionary distribution of information to the public. We encourage our investors and others to review the information we make public in these locations as such information could be deemed to be material information. Please note that this list may be updated from time to time.

The contents of any website referred to in this Form 10-K are not intended to be incorporated into this Annual Report on Form 10-K or in any other report or document we file.

Item 1A. Risk Factors.

Risk Factors

A description of the risks and uncertainties associated with our business is set forth below. You should carefully consider the risks and uncertainties described below, as well as the other information in this Annual Report on Form 10-K, including our consolidated financial statements and the related notes and "Management's Discussion and Analysis of Financial Condition and Results of Operations." The occurrence of any of the events or developments described below, or of additional risks and uncertainties not presently known to us or that we currently deem immaterial, could materially and adversely affect our business, results of operations, financial condition and growth prospects. In such an event, the market price of our common stock could decline and you could lose all or part of your investment.

Risks Related to Our Business

We have a history of losses and may not be able to achieve or sustain profitability in the future.

We have incurred net losses in all periods since our inception, and we expect we will continue to incur net losses for the foreseeable future. We experienced net losses of \$28.7 million, \$33.6 million and \$35.5 million for fiscal 2019, fiscal 2018 and fiscal 2017, respectively. As of July 31, 2019 we had an accumulated deficit of \$224.5 million. Because the market for our cloud platform is rapidly evolving and cloud security solutions have not yet reached widespread adoption, it is difficult for us to predict our future results of operations. We expect our operating expenses to increase significantly over the next several years as we continue to hire additional personnel, particularly in sales and marketing, expand our operations and infrastructure, both domestically and internationally, and continue to develop our platform. In addition to the expected costs to grow our business, we also expect to incur significant additional legal, accounting and other expenses as a newly public company. If we fail to increase our revenue to offset the increases in our operating expenses, we may not achieve or sustain profitability in the future.

If organizations do not adopt our cloud platform, our ability to grow our business and operating results may be adversely affected.

Cloud technologies are still evolving, and it is difficult to predict customer demand and adoption rates for our solutions or cloud-based offerings generally. We believe that our cloud platform offers superior protection to our customers, who are becoming increasingly dependent on the internet as they move their applications and data to the cloud. We also believe that our cloud platform represents a major shift from on-premises appliance-based security solutions. However, traditional on-premises security appliances are entrenched in the infrastructure of many of our potential customers, particularly large enterprises, because of their prior investment in and the familiarity of their IT personnel with on-premises appliance-based solutions. As a result, our sales process often involves extensive efforts to educate our customers on the benefits and capabilities of our cloud platform, particularly as we continue to pursue customer relationships with large organizations. Even with these efforts, we cannot predict market acceptance of our cloud platform, or the development of competing products or services based on other technologies. If we fail to achieve market acceptance of our cloud platform or are unable to keep pace with industry changes, our ability to grow our business and our operating results will be materially and adversely affected.

If we are unable to attract new customers, our future results of operations could be harmed.

To increase our revenue and achieve and maintain profitability, we must add new customers. To do so, we must successfully convince IT decision makers that, as they adopt SaaS applications and the public cloud, security delivered through the cloud provides significant advantages over legacy on-premises appliance-based security products. Additionally, many of our customers broadly deploy our products, which requires a significant commitment of resources. These factors significantly impact our ability to add new customers and increase the time, resources and sophistication required to do so. In addition, numerous other factors, many of which are out of our control, may now or in the future impact our ability to add new customers, including potential customers' commitments to legacy IT security vendors and products, real or perceived switching costs, our failure to expand, retain and motivate our sales and marketing personnel, our failure to develop or expand relationships with our channel partners or to attract new channel partners, failure by us to help our customers to successfully deploy our cloud platform, negative media or industry or financial analyst commentary regarding us or our solutions, litigation and deteriorating general economic conditions. If our efforts to attract new customers are not successful, our revenue and rate of revenue growth may decline, we may not achieve profitability and our future results of operations could be materially harmed.

If our customers do not renew their subscriptions for our services and add additional users and services to their subscriptions, our future results of operations could be harmed.

In order for us to maintain or improve our results of operations, it is important that our customers renew their subscriptions for our services when existing contract terms expire, and that we expand our commercial relationships with our existing customers. Our customers have no obligation to renew their subscriptions for our services after the expiration of their contractual subscription period, which is typically one to three years, and in the normal course of business, some customers have elected not to renew. In addition, in certain cases, customers may cancel their subscriptions without cause either at any time or upon advance written notice (typically ranging from 30 days to 60 days), typically subject to an early termination penalty for unused services. In addition, our customers may renew for fewer users, renew for shorter contract lengths or switch to a lower-cost suite. If our customers do not renew their subscription services, we could incur impairment losses related to our deferred contract acquisition costs. It is difficult to accurately predict long-term customer retention because of our varied customer base and given the length of our subscription contracts. Our customer retention and expansion may decline or fluctuate as a result of a number of factors, including our customers' satisfaction with our services, our prices and pricing plans, our customers' spending levels, decreases in the number of users to which our customers deploy our solutions, mergers and acquisitions involving our customers, competition and deteriorating general economic conditions.

Our future success also depends in part on the rate at which our current customers add additional users or services to their subscriptions, which is driven by a number of factors, including customer satisfaction with our services, customer security and networking issues and requirements, general economic conditions and customer reaction to the price per additional user or of additional services. If our efforts to expand our relationship with our existing customers are not successful, our business may materially suffer.

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We face intense and increasing competition and could lose market share to our competitors, which could adversely affect our business, financial condition and results of operations.

The market for network security solutions is intensely competitive and characterized by rapid changes in technology, customer requirements, industry standards and frequent introductions of new and improvements of existing products and services. Our business model of delivering security through the cloud rather than legacy on-premises appliances is still relatively new and has not yet gained widespread market traction. Moreover, we compete with many established network and security vendors who are aggressively competing against us with their legacy appliance-based solutions and are also seeking to introduce cloud-based services that have functionality similar to our cloud platform. We expect competition to increase as other established and emerging companies enter the security solutions market, in particular with respect to cloud-based security solutions, as customer requirements evolve and as new products, services and technologies are introduced. If we are unable to anticipate or effectively react to these competitive challenges, our competitive position could weaken, and we could experience a decline in revenue or our growth rate that could materially and adversely affect our business and results of operations.

Our competitors and potential competitors include:

- independent IT security vendors, such as Check Point Software Technologies Ltd., Fortinet, Inc., Palo Alto Networks, Inc. and Symantec Corporation, which offer a broad mix of network and endpoint security products;
- large networking vendors, such as Cisco Systems, Inc. and Juniper Networks, Inc., which offer security appliances and incorporate security capabilities in their networking products;
- companies such as FireEye, Inc., Forcepoint Inc. (previously, Websense, Inc.), F5 Networks, Inc. and Pulse Secure, LLC with point solutions that compete with some of the features of our cloud platform, such as proxy, firewall, sandboxing and advanced threat protection, data loss prevention, encryption, load balancing and virtual private network vendors; and
- other providers of IT security services that offer, or may leverage related technologies to introduce, products that compete with or are alternatives to our cloud platform.

Many of our existing competitors have, and some of our potential competitors could have, substantial competitive advantages such as:

- greater name recognition, longer operating histories and larger customer bases;
- larger sales and marketing budgets and resources;
- broader distribution and established relationships with channel partners and customers;
- greater customer support resources;
- greater resources to make acquisitions and enter into strategic partnerships;
- lower labor and research and development costs;
- larger and more mature intellectual property rights portfolios; and
- substantially greater financial, technical and other resources.

Our competitors may be successful in convincing IT decision makers that legacy appliance-based security products or hybrid security cloud solutions based on legacy appliances are sufficient to meet their security needs and provide security performance that competes with our cloud platform. In addition, our competitors may develop cloud-based solutions with

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architectures similar to our products. Further, many organizations have invested substantial personnel and financial resources to design and operate their appliance-based networks and have established deep relationships with appliance vendors. As a result, these organizations may prefer to purchase from their existing suppliers rather than add or switch to a new supplier.

Our larger competitors have substantially broader and more diverse product and services offerings, which may allow them to leverage their relationships based on other products or incorporate functionality into existing products to gain business in a manner that discourages users from purchasing our services, including through selling at zero or negative margins, offering concessions, bundling products or maintaining closed technology platforms. Many competitors that specialize in providing protection from a single type of security threat may be able to deliver these targeted security products to the market more quickly than we can or to convince organizations that these limited products meet their needs.

Conditions in our market could change rapidly and significantly as a result of technological advancements, partnering or acquisitions by our competitors or continuing market consolidation. New start-up companies that innovate and large competitors that are making significant investments in research and development may invent similar or superior products, services and technologies that compete with our cloud platform. In addition, large companies with substantial communications infrastructure, such as global telecommunications services provider partners or public cloud providers, could choose to enter the security solutions market. Some of our current or potential competitors have made or could make acquisitions of businesses or establish cooperative relationships that may allow them to offer more directly competitive and comprehensive solutions than were previously offered and adapt more quickly to new technologies and customer needs. These competitive pressures in our market or our failure to compete effectively may result in price reductions, fewer orders, reduced revenue and gross margins, increased net losses and loss of market share. Any failure to meet and address these factors could materially harm our business and operating results.

We have experienced rapid revenue and other growth in recent periods, which may not be indicative of our future performance.

We have experienced rapid growth in revenue, operations and employee headcount in recent periods. In addition, the number of customers, users and internet traffic on our cloud platform has increased rapidly in recent years. You should not consider our recent growth in these areas as indicative of our future performance. While we expect to continue to expand our operations and to increase our headcount significantly in the future, both domestically and internationally, our growth may not be sustainable. In particular, our recent revenue growth rates may decline in the future and may not be sufficient to achieve and sustain profitability, as we also expect our costs to increase in future periods. We believe that historical comparisons of our revenue may not be meaningful and should not be relied upon as an indication of future performance. Accordingly, you should not rely on our revenue and other growth for any prior quarter or fiscal year as an indication of our future revenue or revenue growth.

If we fail to effectively manage our growth, we may be unable to execute our business plan, maintain high levels of service, adequately address competitive challenges or maintain our corporate culture, and our business, financial condition and results of operations would be harmed.

Our growth has placed, and future growth will continue to place, a significant strain on our management and our administrative, operational and financial infrastructure. Our success will depend in part on our ability to manage this growth effectively, which will require that we continue to improve our administrative, operational, financial and management systems and controls by, among other things:

- effectively attracting, training and integrating a large number of new employees, particularly members of our sales and management teams;

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- further improving our key business applications, processes and IT infrastructure, including our data centers, to support our business needs;
- enhancing our information and communication systems to ensure that our employees and offices around the world are well coordinated and can effectively communicate with each other and our growing base of channel partners, customers and users; and
- appropriately documenting and testing our IT systems and business processes.

These and other improvements in our systems and controls will require significant capital expenditures and the allocation of valuable management and employee resources. If we fail to implement these improvements effectively, our ability to manage our expected growth, ensure uninterrupted operation of our cloud platform and key business systems and comply with the rules and regulations applicable to public companies could be impaired, the quality of our platform and services could suffer and we may not be able to adequately address competitive challenges.

In addition, we believe that our corporate culture has been a contributor to our success, which we believe fosters innovation, teamwork and an emphasis on customer-focused results. We also believe that our culture creates an environment that drives and perpetuates our strategy and cost-effective distribution approach. As we grow and develop the infrastructure of a public company, we may find it difficult to maintain our corporate culture. Any failure to preserve our culture could harm our future success, including our ability to retain and recruit personnel, innovate and operate effectively and execute on our business strategy. If we experience any of these effects in connection with future growth, it could materially impair our ability to attract new customers, retain existing customers and expand their use of our platform, all of which would materially and adversely affect our business, financial condition and results of operations.

Our relatively limited operating history makes it difficult to evaluate our current business and prospects and may increase the risk that we will not be successful.

Our relatively limited operating history makes it difficult to evaluate our current business and prospects and plan for our future growth. We were incorporated in 2007, with much of our growth occurring in recent years. As a result, our business model has not been fully proven, which subjects us to a number of uncertainties, including our ability to plan for and model future growth. While we have continued to develop our solutions to incorporate multiple security and compliance applications into a single purpose-built, multi-tenant, distributed cloud platform, we have encountered and will continue to encounter risks and uncertainties frequently experienced by rapidly growing companies in developing markets, including our ability to achieve broad market acceptance of our cloud security platform, attract additional customers, grow partnerships, withstand increasing competition and manage increasing expenses as we continue to grow our business. If our assumptions regarding these risks and uncertainties are incorrect or change in response to changes in the market for network security solutions, our operating and financial results could differ materially from our expectations and our business could suffer.

Our operating results may fluctuate significantly, which could make our future results difficult to predict and could cause our operating results to fall below expectations.

Our operating results may fluctuate from quarter to quarter as a result of a number of factors, many of which are outside of our control and may be difficult to predict. Some of the factors that may cause our results of operations to fluctuate from quarter to quarter include:

- broad market acceptance and the level of demand for our cloud platform;

- our ability to attract new customers, particularly large enterprises;
- our ability to retain customers and expand their usage of our platform, particularly our largest customers;
- our ability to successfully expand internationally and penetrate key markets;

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- the effectiveness of our sales and marketing programs;
- the length of our sales cycle, including the timing of renewals;
- technological changes and the timing and success of new service introductions by us or our competitors or any other change in the competitive landscape of our market;
- increases in and timing of operating expenses that we may incur to grow and expand our operations and to remain competitive;
- pricing pressure as a result of competition or otherwise;
- seasonal buying patterns for IT spending;
- the quality and level of our execution of our business strategy and operating plan;
- adverse litigation judgments, settlements or other litigation-related costs;
- changes in the legislative or regulatory environment;
- the impact and costs related to the acquisition of businesses, talent, technologies or intellectual property rights; and
- general economic conditions in either domestic or international markets, including geopolitical uncertainty and instability.

Any one or more of the factors above may result in significant fluctuations in our results of operations. We also intend to continue to invest significantly to grow our business in the near future rather than optimizing for profitability or cash flows. In addition, we generally experience seasonality in terms of when we enter into agreements with customers. We typically enter into a higher percentage of agreements with new customers, as well as renewal agreements with existing customers, in the second and fourth quarters of our fiscal year. This seasonality is reflected to a much lesser extent, and sometimes is not immediately apparent, in revenue, due to the fact that we recognize subscription revenue ratably over the term of the subscription, which is generally one to three years. We expect that seasonality will continue to affect our operating results in the future and may reduce our ability to predict cash flow and optimize the timing of our operating expenses.

The variability and unpredictability of our quarterly results of operations or other operating metrics could result in our failure to meet our expectations or those of industry or financial analysts. If we fail to meet or exceed such expectations for these or any other reasons, the market price of our common stock could fall substantially, and we could face costly lawsuits, including securities class action suits.

If the delivery of our services to our customers is interrupted or delayed for any reason, our business could suffer.

Any interruption or delay in the delivery of our services will negatively impact our customers. Our solutions are deployed via the internet, and our customers' internet traffic is routed through our cloud platform. Our customers depend on the continuous availability of our cloud platform to access the internet, and our services are designed to operate without interruption in accordance with our service level commitments. If our entire platform were to fail, customers and users could lose access to the internet until such disruption is resolved or customers deploy disaster recovery options that allow them to bypass our cloud platform to access the internet. The adverse effects of any service interruptions on our reputation and financial condition may be disproportionately heightened due to the nature of our business and the fact that our customers expect continuous and uninterrupted internet access and have a low tolerance for interruptions of any duration. While we do not consider them to have been material, we have experienced, and may in the future experience, service disruptions and other performance problems due to a variety of factors.

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The following factors, many of which are beyond our control, can affect the delivery and availability of our services and the performance of our cloud:

- the development and maintenance of the infrastructure of the internet;
- the performance and availability of third-party telecommunications services with the necessary speed, data capacity and security for providing reliable internet access and services;
- decisions by the owners and operators of the data centers where our cloud infrastructure is deployed or by global telecommunications service provider partners who provide us with network bandwidth to terminate our contracts, discontinue services to us, shut down operations or facilities, increase prices, change service levels, limit bandwidth, declare bankruptcy or prioritize the traffic of other parties;
- the occurrence of earthquakes, floods, fires, power loss, system failures, physical or electronic break-ins, acts of war or terrorism, human error or interference (including by disgruntled employees, former employees or contractors) and other catastrophic events;
- cyberattacks, including denial of service attacks, targeted at us, our data centers, our global telecommunications service provider partners or the infrastructure of the internet;
- failure by us to maintain and update our cloud infrastructure to meet our traffic capacity requirements;
- errors, defects or performance problems in our software, including third-party software incorporated in our software, which we use to operate our cloud platform;
- improper classification of websites by our vendors who provide us with lists of malicious websites;
- improper deployment or configuration of our services;
- the failure of our redundancy systems, in the event of a service disruption at one of our data centers, to provide failover to other data centers in our data center network; and
- the failure of our disaster recovery and business continuity arrangements.

The occurrence of any of these factors, or if we are unable to efficiently and cost-effectively fix such errors or other problems that may be identified, could damage our reputation, negatively impact our relationship with our customers or otherwise materially harm our business, results of operations and financial condition.

In addition, we provide our services through a cloud-based inline proxy, and some governments, third-party products, websites or services may block proxy-based traffic under certain circumstances. For example, vendors may attempt to block traffic from our cloud platform or blacklist our IP addresses because they cannot identify the source of the proxy-based traffic. Our competitors may use this as an excuse to block traffic from their solutions or blacklist our IP addresses, which may result in our customers' traffic being blocked from our platform. If our customers experience significant instances of traffic blockages, they will experience reduced functionality or other inefficiencies, which would reduce customer satisfaction with our services and likelihood of renewal.



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The actual or perceived failure of our cloud platform to block malware or prevent a security breach could harm our reputation and adversely impact our business, financial condition and results of operations.

Our cloud platform may fail to detect or prevent security breaches for any number of reasons. Our cloud platform is complex and may contain performance issues that are not detected until after its deployment. We also provide frequent solution updates and fundamental enhancements, which increase the possibility of errors, and our reporting, tracking, monitoring and quality assurance procedures may not be sufficient to ensure we detect any such defects in a timely manner. The performance of our cloud platform can be negatively impacted by our failure to enhance, expand or update our cloud platform, errors or defects in our software, improper classification of websites by our vendors who provide us with lists of malicious websites, improper deployment or configuration of our services and many other factors.

In addition, because the techniques used by computer hackers to access or sabotage networks change frequently and generally are not recognized until launched against a target, there is a risk that a cyber threat could emerge that our services are unable to detect or prevent until after some of our customers are impacted. Moreover, as our services are adopted by an increasing number of enterprises, it is possible that the individuals and organizations behind cyber threats will focus on finding ways to defeat our services. If this happens, our cloud platform could be targeted by attacks specifically designed to disrupt our business and create the perception that our cloud platform is not capable of providing superior security, which, in turn, could have a serious impact on our reputation as a provider of security solutions. Further, if a high profile security breach occurs with respect to another cloud services provider, our customers and potential customers may lose trust in cloud solutions generally, and with respect to security in particular, which could materially and adversely impact our ability to retain existing customers or attract new customers.

Increasingly, companies are subject to a wide variety of attacks on their networks and systems, including traditional computer hackers, malicious code (such as viruses and worms), distributed denial-of-service attacks, sophisticated attacks conducted or sponsored by nation-states, advanced persistent threat intrusions, ransomware, and theft or misuse of intellectual property or business or personal data, including by disgruntled employees, former employees or contractors. No security solution, including our cloud platform, can address all possible security threats or block all methods of penetrating a network or otherwise perpetrating a security incident. Our customers must rely on complex network and security infrastructures, which include products and services from multiple vendors, to secure their networks. If any of our customers becomes infected with malware or experiences a security breach, they could be disappointed with our services, regardless of whether our services are intended to block the attack or would have blocked the attack if the customer had properly configured our cloud platform. Additionally, if any enterprises that are publicly known to use our services are the subject of a cyberattack that becomes publicized, our current or potential customers may look to our competitors for alternatives to our services.

From time to time, industry or financial analysts and research firms test our solutions against other security products. Our services may fail to detect or prevent threats in any particular test for a number of reasons, including misconfiguration. To the extent potential customers, industry or financial analysts or testing firms believe that the occurrence of a failure to detect or prevent any particular threat is a flaw or indicates that our services do not provide significant value, our reputation and business could be materially harmed.

Any real or perceived flaws in our cloud platform or any real or perceived security breaches or other security incidents of our customers could result in:

- a loss of existing or potential customers or channel partners;
- delayed or lost sales and harm to our financial condition and results of operations;

- a delay in attaining, or the failure to attain, market acceptance;

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- the expenditure of significant financial resources in efforts to analyze, correct, eliminate, remediate or work around errors or defects, to address and eliminate vulnerabilities and to address any applicable legal or contractual obligations relating to any actual or perceived security breach;
- negative publicity and damage to our reputation and brand; and
- legal claims and demands (including for stolen assets or information, repair of system damages, and compensation to customers and business partners), litigation, regulatory inquiries or investigations and other liability.

Any of the above results could materially and adversely affect our business, financial condition and results of operations.

If our global network of data centers which deliver our services was damaged or otherwise failed to meet the requirement of our business, our ability to provide services to our customers and maintain the performance of our cloud platform could be negatively impacted, which could cause our business to suffer.

We currently host our cloud platform and serve our customers from a global network of over 150 data centers. While we have electronic access to the components and infrastructure of our cloud platform that are hosted by third parties, we do not control the operation of these facilities. Consequently, we may be subject to service disruptions as well as failures to provide adequate support for reasons that are outside of our direct control. Our data centers are vulnerable to damage or interruption from a variety of sources, including earthquakes, floods, fires, power loss, system failures, computer viruses, physical or electronic break-ins, human error or interference (including by disgruntled employees, former employees or contractors), and other catastrophic events. Our data centers may also be subject to local administrative actions, changes to legal or permitting requirements and litigation to stop, limit or delay operations. Despite precautions taken at these facilities, such as disaster recovery and business continuity arrangements, the occurrence of a natural disaster or an act of terrorism, a decision to close the facilities without adequate notice or other unanticipated problems at these facilities could result in interruptions or delays in our services, impede our ability to scale our operations or have other adverse impacts upon our business. In addition, if we do not accurately plan for our infrastructure capacity requirements and we experience significant strains on our data center capacity, we may experience delays and additional expenses in arranging new data centers, and our customers could experience performance degradation or service outages that may subject us to financial liabilities, result in customer losses and materially harm our business.

Our business and growth depend in part on the success of our relationships with our channel partners.

We currently derive most of our revenue from sales through our channel partner network, and we expect for the foreseeable future most of our future revenue growth will also be driven through this network. Not only does our joint sales approach require additional investment to grow and train our sales force, but we believe that continued growth in our business is dependent upon identifying, developing and maintaining strategic relationships with our existing and potential channel partners, including global systems integrators and regional telecommunications service providers that will in turn drive substantial revenue and provide additional value-added services to our customers. Our agreements with our channel partners are generally non-exclusive, meaning our channel partners may offer customers the products of several different companies, including products that compete with our cloud platform. In general, our channel partners may also cease marketing or reselling our platform with limited or no notice and without penalty. If our channel partners do not effectively market and sell subscriptions to our cloud platform, choose to promote our competitors' products or fail to meet the needs of our customers, our ability to grow our business and sell subscriptions to our cloud platform may be adversely affected. For example, sales through our top five channel partners and their affiliates, in aggregate, represented 42% of our revenue for fiscal 2019 and fiscal 2018 and 47% of our revenue for fiscal 2017. In addition, our channel partner structure could subject us to lawsuits or reputational harm if, for example, a channel partner misrepresents the functionality of our cloud platform to customers or violates applicable laws or our

corporate policies. Our ability to achieve revenue growth in the future will depend in large part on our success in maintaining successful relationships with our channel partners, identifying additional channel partners

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and training our channel partners to independently sell and deploy our platform. If we are unable to maintain our relationships with our existing channel partners or develop successful relationships with new channel partners or if our channel partners fail to perform, our business, financial position and results of operations could be materially and adversely affected.

If we are not able to maintain and enhance our brand, our business and results of operations may be adversely affected.

We believe that maintaining and enhancing our reputation as a provider of high-quality security solutions is critical to our relationship with our existing customers and channel partners and our ability to attract new customers and channel partners. The successful promotion of our brand will depend on a number of factors, including our marketing efforts, our ability to continue to develop high-quality features and solutions for our cloud platform and our ability to successfully differentiate our platform from competitive products and services. Our brand promotion activities may not be successful or yield increased revenue. In addition, independent industry or financial analysts often provide reviews of our platform, as well as products and services of our competitors, and perception of our platform in the marketplace may be significantly influenced by these reviews. If these reviews are negative, or less positive as compared to those of our competitors' products and services, our brand may be adversely affected. Additionally, the performance of our channel partners may affect our brand and reputation if customers do not have a positive experience with our channel partners' services. The promotion of our brand requires us to make substantial expenditures, and we anticipate that the expenditures will increase as our market becomes more competitive, we expand into new markets and more sales are generated through our channel partners. To the extent that these activities yield increased revenue, this revenue may not offset the increased expenses we incur. If we do not successfully maintain and enhance our brand, our business may not grow, we may have reduced pricing power relative to competitors and we could lose customers or fail to attract potential customers, all of which would materially and adversely affect our business, results of operations and financial condition.

If we do not effectively develop and expand our sales and marketing capabilities, we may be unable to add new customers or increase sales to our existing customers, and our business will be adversely affected.

To increase the number of customers and increase the market acceptance of our platform, we will need to expand our sales and marketing operations, including our domestic and international sales force. Although we have a channel sales model, our sales representatives typically engage in direct interaction with our prospective customers. Therefore, we continue to be substantially dependent on our sales force to obtain new customers. Increasing our customer base and achieving broader market acceptance of our cloud platform will depend, to a significant extent, on our ability to expand and further invest in our sales and marketing operations and activities. There is significant competition for sales personnel with the advanced sales skills and technical knowledge we need. We believe that selling a cloud-based security solution requires particularly talented sales personnel with the ability to communicate the transformative potential of our cloud platform. Our ability to achieve significant growth in revenue in the future will depend, in large part, on our success in recruiting, training and retaining sufficient numbers of these talented sales personnel in both the U.S. and international markets. In particular, in the near term, we expect to expand our sales and marketing organization significantly.

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New hires require significant training and may take significant time before they achieve full productivity. As a result, our new hires and planned hires may not become as productive as we would like, and we may be unable to hire or retain sufficient numbers of qualified individuals in the future. As a result of our rapid growth, a large percentage of our sales and marketing team is new to our company and selling our solutions, and therefore this team may be less effective than our more seasoned employees. Furthermore, hiring sales personnel in new countries, or expanding our existing presence, requires upfront and ongoing expenditures that we may not recover if the sales personnel fail to achieve full productivity. We cannot predict whether, or to what extent, our sales will increase as we expand our sales force or how long it will take for sales personnel to become productive. For example, we recently hired a new president go-to-market and chief revenue officer. The effectiveness of our sales and marketing has also varied over time and, together with the effectiveness of any partners or resellers we may engage, may vary in the future. Our business and operating results may be harmed if our efforts do not generate a correspondingly significant increase in revenue. We may not achieve anticipated revenue growth from expanding our sales force if we are unable to hire, develop and retain talented sales personnel, if our new sales personnel are unable to achieve desired productivity levels in a reasonable period of time, or if our sales and marketing programs are not effective.

Our sales cycles can be long and unpredictable, and our sales efforts require considerable time and expense.

The timing of our sales and related revenue recognition is difficult to predict because of the length and unpredictability of the sales cycle for our cloud platform, particularly with respect to large organizations. Our sales efforts typically involve educating our prospective customers about the uses, benefits and the value proposition of our cloud platform. Customers often view the subscription to our cloud platform as a significant decision as part of a strategic transformation initiative and, as a result, frequently require considerable time to evaluate, test and qualify our platform prior to entering into or expanding a relationship with us. Large enterprises and government entities in particular often undertake a significant evaluation process that further lengthens the sales cycle.

Our sales force develops relationships directly with our customers, and together with our channel account teams, works with our channel partners on account penetration, account coordination, sales and overall market development. We spend substantial time and resources on our sales efforts without any assurance that our efforts will produce a sale. Platform purchases are frequently subject to budget constraints, multiple approvals and unanticipated administrative, processing and other delays. As a result, it is difficult to predict whether and when a sale will be completed and when revenue from a sale will be recognized.

Sales to larger customers involve risks that may not be present, or that are present to a lesser extent, with sales to smaller customers, which can act as a disincentive to our sales team to pursue these larger customers. These risks include:

- competition from companies that traditionally target larger enterprises and that may have pre-existing relationships or purchase commitments from such customers;
- increased purchasing power and leverage held by larger customers in negotiating contractual arrangements with us;
- more stringent requirements in our support obligations; and
- longer sales cycles and the associated risk that substantial time and resources may be spent on a potential customer that elects not to purchase our solutions.

The failure of our efforts to secure sales after investing resources in a lengthy sales process could materially and adversely affect our business and operating results.

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If we fail to develop or introduce new enhancements to our cloud platform on a timely basis, our ability to attract and retain customers, remain competitive and grow our business could be impaired.

The industry in which we compete is characterized by rapid technological change, frequent introductions of new products and services, evolving industry standards and changing regulations, as well as changing customer needs, requirements and preferences. Our ability to attract new customers and increase revenue from existing customers will depend in significant part on our ability to anticipate and respond effectively to these changes on a timely basis and continue to introduce enhancements to our cloud platform. The success of our cloud platform depends on our continued investment in our research and development organization to increase the reliability, availability and scalability of our existing solutions. The success of any enhancement depends on several factors, including the timely completion and market acceptance of the enhancement. Any new service that we develop might not be introduced in a timely or cost-effective manner and might not achieve the broad market acceptance necessary to generate significant revenue. If new technologies emerge that deliver competitive products and services at lower prices, more efficiently, more conveniently or more securely, these technologies could adversely impact our ability to compete effectively. Any delay or failure in the introduction of enhancements could materially harm our business, results of operations and financial condition.

Because we recognize revenue from subscriptions for our services over the term of the subscription, downturns or upturns in new business may not be immediately reflected in our operating results and may be difficult to discern.

We generally recognize revenue from customers ratably over the terms of their subscriptions, which are typically one to three years. As a result, a substantial portion of the revenue we report in each period is attributable to the recognition of deferred revenue relating to agreements that we entered into during previous periods. Consequently, any increase or decline in new sales or renewals in any one period may not be immediately reflected in our revenue for that period. Any such change, however, may affect our revenue in future periods. Additionally, subscriptions that are invoiced annually in advance or multi-year in advance contribute significantly to our short-term and long-term deferred revenue in comparison to our invoices issued quarterly and monthly in advance, which will also affect our financial position in any given period. Accordingly, the effect of downturns or upturns in new sales and potential changes in our rate of renewals may not be fully reflected in our results of operations until future periods. We may also be unable to reduce our cost structure in line with a significant deterioration in sales or renewals. Our subscription model also makes it difficult for us to rapidly increase our revenue through additional sales in any period, as revenue from new customers must be recognized over the applicable subscription term.

If our cloud platform or internal networks, systems or data are or are perceived to have been breached, our solution may be perceived as insecure, our reputation may be damaged and our financial results may be negatively impacted.

It is virtually impossible for us to entirely mitigate the risk of breaches of our cloud platform or other security incidents affecting our internal systems, networks or data. In addition, the functionality of our platform may be disrupted, either intentionally or due to negligence, by third parties, including disgruntled employees or contractors and other current or former employees or contractors. The security measures we use internally and have integrated into our cloud platform, which are designed to detect unauthorized activity and prevent or minimize security breaches, may not function as expected or may not be sufficient to identify or protect against certain attacks. Companies are subject to a wide variety of attacks on their networks and systems, and techniques used to sabotage or to obtain unauthorized access to networks in which data is stored or through which data is transmitted change frequently and generally are not recognized until launched against a target. As a result, we may be unable to anticipate these techniques or implement adequate measures to prevent an electronic intrusion into our customers through our cloud platform or to prevent breaches and other security incidents affecting our cloud platform, internal networks, systems or data. Further, once identified, we may be unable to remediate or otherwise respond to a breach or other incident in a timely manner. Actual or perceived security breaches of our cloud platform could result in actual or perceived breaches of our customers' networks and system.

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Our internal systems are exposed to the same cybersecurity risks and consequences of a breach as our customers and other enterprises. However, since our business is focused on providing reliable security services to our customers, we believe that an actual or perceived breach of, or security incident affecting, our internal networks, systems or data, could be especially detrimental to our reputation, customer confidence in our solution and our business.

Any real or perceived security breaches or other security incidents that we suffer with regard to our systems, networks or data, including any such actual or perceived security breaches or security incidents that result, or are believed to result, in actual or perceived breaches of our customers' networks or systems, could result in:

- the expenditure of significant financial resources in efforts to analyze, correct, eliminate, remediate or work around errors or defects, to address and eliminate vulnerabilities and to address any applicable legal or contractual obligations relating to any actual or perceived security breach or other security incident;
- negative publicity and damage to our reputation, brand, and market position;
- harm to our relationships with, and a loss of, existing or potential customers or channel partners;
- delayed or lost sales and harm to our financial condition and results of operations;
- a delay in attaining, or the failure to attain, market acceptance; and
- legal claims and demands (including for stolen assets or information, repair of system damages and compensation to customers and business partners), litigation, regulatory inquiries or investigations and other liability.

Any of the above could materially and adversely affect our business, financial condition and results of operations.

While we maintain insurance, our insurance may be insufficient to cover all liabilities incurred in relation to actual or perceived security breaches or other security incidents. We also cannot be certain that our insurance coverage will be adequate for liabilities actually incurred, that insurance will continue to be available to us on economically reasonable terms, or at all, or that any insurer will not deny coverage as to any future claim. The successful assertion of one or more large claims against us that exceed available insurance coverage, or the occurrence of changes in our insurance policies, including premium increases or the imposition of large deductible or co-insurance requirements, could have a material adverse effect on our business, including our financial condition, operating results, and reputation.

If our cloud platform does not interoperate with our customers' network and security infrastructure or with third-party products, websites or services, our cloud platform may become less competitive and our results of operations may be harmed.

Our cloud platform must interoperate with our customers' existing network and security infrastructure. These complex systems are developed, delivered and maintained by the customer and a myriad of vendors and service providers. As a result, the components of our customers' infrastructure have different specifications, rapidly evolve, utilize multiple protocol standards, include multiple versions and generations of products and may be highly customized. We must be able to interoperate and provide our security services to customers with highly complex and customized networks, which requires careful planning and execution between our customers, our customer support teams and our channel partners. Further, when new or updated elements of our customers' infrastructure or new industry standards or protocols, such as HTTP/2, are introduced, we may have to update or enhance our cloud platform to allow us to continue to provide service to customers. Our competitors or other vendors may refuse to work with us to allow their products to interoperate with our solutions, which could make it difficult for our cloud platform to function properly in customer networks that include these third-party products.

We may not deliver or maintain interoperability quickly or cost-effectively, or at all. These efforts require capital

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investment and engineering resources. If we fail to maintain compatibility of our cloud platform with our customers' network and security infrastructures, our customers may not be able to fully utilize our solutions, and we may, among other consequences, lose or fail to increase our market share and experience reduced demand for our services, which would materially harm our business, operating results and financial condition.

We provide service level commitments under our customer contracts. If we fail to meet these contractual commitments, we could be obligated to provide credits for future service and our business could suffer.

Our customer agreements contain service level commitments, which contain specifications regarding the availability and performance of our cloud platform. Any failure of or disruption to our infrastructure could impact the performance of our platform and the availability of services to customers. If we are unable to meet our stated service level commitments or if we suffer extended periods of poor performance or unavailability of our platform, we may be contractually obligated to provide affected customers with service credits for future subscriptions, and, in certain cases, refunds. To date, there has not been a material failure to meet our service level commitments, and we do not currently have any material liabilities accrued on our balance sheet for such commitments. Our revenue, other results of operations and financial condition could be harmed if we suffer performance issues or downtime that exceeds the service level commitments under our agreements with our customers.

Our ability to maintain customer satisfaction depends in part on the quality of our customer support, including the quality of the support provided on our behalf by certain channel partners. Failure to maintain high-quality customer support could have an adverse effect on our business, financial condition and results of operations.

If we do not provide superior support to our customers, our ability to renew subscriptions, increase the number of users and sell additional services to customers will be adversely affected. We believe that successfully delivering our cloud solution requires a particularly high level of customer support and engagement. We or our channel partners must successfully assist our customers in deploying our cloud platform, resolving performance issues, addressing interoperability challenges with a customer's existing network and security infrastructure and responding to security threats and cyberattacks. Many enterprises, particularly large organizations, have very complex networks and require high levels of focused support, including premium support offerings, to fully realize the benefits of our cloud platform. Any failure by us to maintain the expected level of support could reduce customer satisfaction and hurt our customer retention, particularly with respect to our large enterprise customers. Additionally, if our channel partners do not provide support to the satisfaction of our customers, we may be required to provide this level of support to those customers, which would require us to hire additional personnel and to invest in additional resources. We may not be able to hire such resources fast enough to keep up with demand, particularly if the sales of our platform exceed our internal forecasts. To the extent that we or our channel partners are unsuccessful in hiring, training and retaining adequate support resources, our ability and the ability of our channel partners to provide adequate and timely support to our customers will be negatively impacted, and our customers' satisfaction with our cloud platform could be adversely affected. We currently rely in part on contractors provided by third-party service providers internationally to provide support services to our customers, and we expect to expand our international customer service support team to other countries. Any failure to properly train or oversee such contractors could result in a poor customer experience and an adverse impact on our reputation and ability to renew subscriptions or engage new customers. Furthermore, as we sell our solutions internationally, our support organization faces additional challenges, including those associated with delivering support, training and documentation in languages other than English. Any failure to maintain high-quality customer support, or a market perception that we do not maintain high-quality support, could materially harm our reputation, adversely affect our ability to sell our solutions to existing and prospective customers and could harm our business, financial condition and results of operations.

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We rely on our key technical, sales and management personnel to grow our business, and the loss of one or more key employees or the inability to attract and retain qualified personnel could harm our business.

Our future success is substantially dependent on our ability to attract, retain and motivate the members of our management team and other key employees throughout our organization. In particular, we are highly dependent on the services of Jay Chaudhry, our president, chief executive officer and chairman of our board of directors, who is critical to our future vision and strategic direction. We rely on our leadership team in the areas of operations, security, marketing, sales, support and general and administrative functions, and on individual contributors on our research and development team. Although we have entered into employment agreements with our key personnel, these agreements have no specific duration and constitute at-will employment. We do not maintain key person life insurance policies on any of our employees. The loss of one or more of our executive officers or key employees could seriously harm our business. For example, we recently hired Dali Rajic as our president go-to-market and chief revenue officer following the departure of our prior head of sales in May 2018.

To execute our growth plan, we must attract and retain highly qualified personnel. Competition for these personnel in the San Francisco Bay Area, where our headquarters are located, and in other locations where we maintain offices, is intense, especially for experienced sales professionals and for engineers experienced in designing and developing cloud applications and security software. We have from time to time experienced, and we expect to continue to experience, difficulty in hiring and retaining employees with appropriate qualifications. For example, in recent years, recruiting, hiring and retaining employees with expertise in the cybersecurity industry has become increasingly difficult as the demand for cybersecurity professionals has increased as a result of the recent cybersecurity attacks on global corporations and governments. Many of the companies with which we compete for experienced personnel have greater resources than we have. In addition, job candidates and existing employees often consider the value of the equity awards they receive in connection with their employment. Volatility or lack of performance in our stock price may also affect our ability to attract and retain our key employees. Also, many of our employees have become, or will soon become, vested in a substantial amount of equity awards, which may give them a substantial amount of personal wealth. This may make it more difficult for us to retain and motivate these employees, and this wealth could affect their decision about whether or not they continue to work for us. Any failure to successfully attract, integrate or retain qualified personnel to fulfill our current or future needs could materially and adversely affect our business, operating results and financial condition.

Our business is subject to the risks of earthquakes, fire, floods and other natural catastrophic events, and to interruption by man-made problems such as power disruptions, computer viruses, data security breaches or terrorism.

Our corporate headquarters are located in the San Francisco Bay Area, a region known for seismic activity. A significant natural disaster, such as an earthquake, fire or a flood, occurring at our headquarters, at one of our other facilities or where a key channel partner or data center is located could adversely affect our business, results of operations and financial condition. Further, if a natural disaster or man-made problem were to affect our component suppliers or other third-party providers, including our network bandwidth providers, this could materially and adversely affect our ability to provide services in a timely or cost-effective manner. In addition, natural disasters and acts of terrorism could cause disruptions in our or our customers' businesses, national economies or the world economy as a whole. In addition, computer malware, viruses and computer hacking, fraudulent use attempts and phishing attacks have become more prevalent in our industry, and our internal systems may be victimized by such attacks. Although we maintain incident management and disaster response plans, in the event of a major disruption caused by a natural disaster or man-made problem, we may be unable to continue our operations and may endure system interruptions, reputational harm, delays in our development activities, lengthy interruptions in service, breaches of data security and loss of critical data. Though it is difficult to determine what, if any, harm may directly result from any specific interruption or attack, any failure to maintain performance, reliability, security and availability of our platform to the satisfaction of our users may materially harm our reputation and our ability to retain existing customers and attract new customers.

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We incorporate technology from third parties into our cloud platform, and our inability to obtain or maintain rights to the technology could harm our business.

We license software and other technology from third parties that we incorporate into or integrate with, our cloud platform. We cannot be certain that our licensors are not infringing the intellectual property rights of third parties or that our licensors have sufficient rights to the licensed intellectual property in all jurisdictions in which we may sell our services. In addition, many licenses are non-exclusive, and therefore our competitors may have access to the same technology licensed to us. Some of our agreements with our licensors may be terminated for convenience by them, or otherwise provide for a limited term. If we are unable to continue to license any of this technology for any reason, our ability to develop and sell our services containing such technology could be harmed. Similarly, if we are unable to license necessary technology from third parties now or in the future, we may be forced to acquire or develop alternative technology, which we may be unable to do in a commercially feasible manner or at all, and we may be required to use alternative technology of lower quality or performance standards. This could limit and delay our ability to offer new or competitive products and services and increase our costs of production. As a result, our business and results of operations could be significantly harmed. Additionally, as part of our longer-term strategy, we plan to open our cloud security platform to third-party developers and applications to further extend its functionality. We cannot be certain that such efforts to grow our business will be successful.

Some of our technology incorporates "open source" software, and we license some of our software through open source projects, which could negatively affect our ability to sell our platform and subject us to possible litigation.

Our solutions incorporate software licensed by third parties under open source licenses, including open source software included in software we receive from third-party commercial software vendors. Use of open source software may entail greater risks than use of third-party commercial software, as open source licensors generally do not provide support, updates or warranties or other contractual protections regarding infringement claims or the quality of the code. In addition, the wide availability of open source software used in our solutions could expose us to security vulnerabilities. Furthermore, the terms of many open source licenses have not been interpreted by U.S. courts, and there is a risk that such licenses could be construed in a manner that imposes unanticipated conditions or restrictions on our ability to market or commercialize our solutions. As a result, we could be subject to lawsuits by parties claiming ownership of what we believe to be open source software. Litigation could be costly for us to defend, have a negative effect on our results of operations and financial condition or require us to devote additional research and development resources to change our solutions. In addition, by the terms of some open source licenses, under certain conditions we could be required to release the source code of our proprietary software, and to make our proprietary software available under open source licenses, including authorizing further modification and redistribution. In the event that portions of our proprietary software are determined to be subject to such requirements by an open source license, we could be required to publicly release the affected portions of our source code, re-engineer all or a portion of our platform or otherwise be limited in the licensing of our services, each of which provide an advantage to our competitors or other entrants to the market, create security vulnerabilities in our solutions and could reduce or eliminate the value of our services. Further, if we are held to have breached or otherwise failed to comply with the terms of an open source software license, we could be required to release certain of our proprietary source code under open source licenses, pay monetary damages, seek licenses from third parties to continue offering our services on terms that are not economically feasible or be subject to injunctions that could require us to discontinue the sale of our services if re-engineering could not be accomplished on a timely basis. Many of the risks associated with use of open source software cannot be eliminated and could negatively affect our business. Moreover, we cannot assure you that our processes for controlling our use of open source software in our platform will be effective. Responding to any infringement or noncompliance claim by an open source vendor, regardless of its validity, or discovering open source software code in our platform could harm our business, operating results and financial condition by, among other things:

- resulting in time-consuming and costly litigation;

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- diverting management’s time and attention from developing our business;
- requiring us to pay monetary damages or enter into royalty and licensing agreements that we would not normally find acceptable;
- causing delays in the deployment of our platform or service offerings to our customers;
- requiring us to stop offering certain services on or features of our platform;
- requiring us to redesign certain components of our platform using alternative non-infringing or non-open source technology, which could require significant effort and expense;
- requiring us to disclose our software source code and the detailed program commands for our software; and
- requiring us to satisfy indemnification obligations to our customers.

We rely on third parties for certain essential financial and operational services, and a failure or disruption in these services could materially and adversely affect our ability to manage our business effectively.

We rely on third parties to provide many essential financial and operational services to support our business. Many of these vendors are less established and have shorter operating histories than traditional software vendors. Moreover, these vendors provide their services to us via a cloud-based model instead of software that is installed on our premises. As a result, we depend upon these vendors to provide us with services that are always available and are free of errors or defects that could cause disruptions in our business processes. Any failure by these vendors to do so, or any disruption in our ability to access the internet, would materially and adversely affect our ability to manage our operations.

We rely on a limited number of suppliers for certain components of the equipment we use to operate our cloud platform, and any disruption in the availability of these components could delay our ability to expand or increase the capacity of our global data center network or replace defective equipment in our existing data centers.

We rely on a limited number of suppliers for several components of the equipment we use to operate our cloud platform and provide services to our customers. Our reliance on these suppliers exposes us to risks, including reduced control over production costs and constraints based on the then current availability, terms and pricing of these components. For example, we generally purchase these components on a purchase order basis, and do not have long-term contracts guaranteeing supply. In addition, the technology industry has experienced component shortages and delivery delays in the past, and we may experience shortages or delays, including as a result of natural disasters, increased demand in the industry or if our suppliers do not have sufficient rights to supply the components in all jurisdictions in which we may host our services. If our supply of certain components is disrupted or delayed, there can be no assurance that additional supplies or components can serve as adequate replacements for the existing components or that supplies will be available on terms that are favorable to us, if at all. Any disruption or delay in the supply of our components may delay opening new data centers, delay increasing capacity or replacing defective equipment at existing data centers or cause other constraints on our operations that could damage our channel partner or customer relationships.

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Claims by others that we infringe their proprietary technology or other rights, such as the lawsuits filed by Symantec Corporation, or other lawsuits asserted against us, could result in significant costs and substantially harm our business, financial condition, results of operations and prospects.

A number of companies in our industry hold a large number of patents and also protect their copyright, trade secret and other intellectual property rights, and companies in the networking and security industry frequently enter into litigation based on allegations of patent infringement or other violations of intellectual property rights. In addition, patent holding companies seek to monetize patents they previously developed, have purchased or otherwise obtained. Many companies, including our competitors, may now, and in the future, have significantly larger and more mature patent, copyright, trademark and trade secret portfolios than we have, which they may use to assert claims of infringement, misappropriation and other violations of intellectual property rights against us. In addition, future litigation may involve non-practicing entities or other patent owners who have no relevant product offerings or revenue and against whom our own patents may therefore provide little or no deterrence or protection. As we face increasing competition and gain an increasingly higher profile, including as a result of becoming a public company, the possibility of intellectual property rights claims against us grows. Third parties have asserted in the past and may in the future assert claims of infringement of intellectual property rights against us and these claims, even without merit, could harm our business, including by increasing our costs, reducing our revenue, creating customer concerns that result in delayed or reduced sales, distracting our management from the running of our business and requiring us to cease use of important intellectual property. In addition, because patent applications can take years to issue and are often afforded confidentiality for some period of time, there may currently be pending applications, unknown to us, that later result in issued patents that could cover one or more of our services. Moreover, in a patent infringement claim against us, we may assert, as a defense, that we do not infringe the relevant patent claims, that the patent is invalid or both. The strength of our defenses will depend on the patents asserted, the interpretation of these patents, and our ability to invalidate the asserted patents. However, we could be unsuccessful in advancing non-infringement and/or invalidity arguments in our defense. In the United States, issued patents enjoy a presumption of validity, and the party challenging the validity of a patent claim must present clear and convincing evidence of invalidity, which is a high burden of proof. Conversely, the patent owner need only prove infringement by a preponderance of the evidence, which is a lower burden of proof. Furthermore, because of the substantial amount of discovery required in connection with patent and other intellectual property rights litigation, there is a risk that some of our confidential information could be compromised by the discovery process.

For example, we are currently involved in legal proceedings with Symantec Corporation. For additional details, see Part I, Item 3 - Legal Proceedings. We are vigorously defending ourselves against these claims; however, we cannot assure you that we will be successful in defending against these lawsuits or any future allegations of infringement. We are unable to predict the likelihood of success in defending against these infringement claims. If we are not successful, we could be required to pay substantial damages for past and future sales and/or licensing of our services, enjoined from making, using, selling or otherwise offering our services if a license or other right to continue selling our services is not made available to us, and required to pay substantial ongoing royalties and comply with unfavorable terms even if such a license is made available to us. Any of these outcomes could result in a material adverse effect on our business. Even if we were to prevail, these lawsuits, and any other third-party infringement claims, could be costly and time-consuming, divert the attention of our management and key personnel from our business operations, deter channel partners from selling or licensing our services and dissuade potential customers from purchasing our services, which would also materially harm our business. In addition, any public announcements of the results of any proceedings in these or other third-party infringement claims could be negatively perceived by industry or financial analysts and investors and could cause our stock price to experience volatility or decline. The expense of litigation and the timing of this expense from period to period are difficult to estimate, subject to change and could adversely affect our results of operations.

As the number of products and competitors in our market increases and overlaps occur, claims of infringement, misappropriation and other violations of intellectual property rights may increase. Our insurance may not cover intellectual property rights infringement claims. Third parties have in the past and may in the future also assert infringement claims

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against our customers or channel partners, with whom our agreements may obligate us to indemnify against these claims. In addition, to the extent we hire personnel from competitors, we may be subject to allegations that such employees have divulged proprietary or other confidential information to us.

In the event that we fail to successfully defend ourselves against an infringement claim, a successful claimant could secure a judgment or otherwise require payment of legal fees, settlement payments, ongoing royalties or other costs or damages; or we may agree to a settlement that prevents us from offering certain services or features; or we may be required to obtain a license, which may not be available on reasonable terms, or at all, to use the relevant technology. If we are prevented from using certain technology or intellectual property, we may be required to develop alternative, non-infringing technology, which could require significant time, during which we could be unable to continue to offer our affected services or features, effort and expense and may ultimately not be successful.

From time to time, the U.S. Supreme Court, other U.S. federal courts and the U.S. Patent and Trademark Appeals Board, and their foreign counterparts, have made and may continue to make changes to the interpretation of patent laws in their respective jurisdictions. We cannot predict future changes to the interpretation of existing patent laws or whether U.S. or foreign legislative bodies will amend such laws in the future. Any changes may lead to uncertainties or increased costs and risks surrounding the outcome of third-party infringement claims brought against us and the actual or enhanced damages, including treble damages, that may be awarded in connection with any such current or future claims and could have a material adverse effect on our business and financial condition.

Any of these events could materially and adversely harm our business, financial condition and results of operations.

We may become involved in other litigation that may materially adversely affect us.

From time to time, we may become involved in various legal proceedings relating to matters incidental to the ordinary course of our business, including patent, commercial, product liability, employment, class action, whistleblower and other litigation and claims, and governmental and other regulatory investigations and proceedings. Such matters can be time-consuming, divert management's attention and resources, cause us to incur significant expenses or liability and/or require us to change our business practices. In addition, the expense of litigation and the timing of this expense from period to period are difficult to estimate, subject to change and could adversely affect our results of operations. Because of the potential risks, expenses and uncertainties of litigation, we may, from time to time, settle disputes, even where we have meritorious claims or defenses, by agreeing to settlement agreements. Because litigation is inherently unpredictable, we cannot assure you that the results of any of these actions will not have a material adverse effect on our business, financial condition, results of operations and prospects.

The success of our business depends in part on our ability to protect and enforce our intellectual property rights.

We believe our intellectual property is an essential asset of our business, and our success and ability to compete depend in part upon protection of our intellectual property rights. We rely on a combination of patent, copyright, trademark and trade secret laws, as well as confidentiality procedures and contractual provisions, to establish and protect our intellectual property rights, all of which provide only limited protection. The efforts we have taken to protect our intellectual property rights may not be sufficient or effective, and our patents, trademarks and copyrights may be held invalid or unenforceable. Moreover, we cannot assure you that any patents will be issued with respect to our currently pending patent applications in a manner that gives us adequate defensive protection or competitive advantages, or that any patents issued to us will not be challenged, invalidated or circumvented. We have filed for patents in the United States and in certain non-U.S. jurisdictions, but such protections may not be available in all countries in which we operate or in which we seek to enforce our intellectual property rights, or may be difficult to enforce in practice. For example, many foreign countries have compulsory licensing laws under which a patent owner must grant licenses to third parties. In addition, many countries limit the enforceability of patents against certain third parties, including government agencies or government contractors. In these countries, patents may

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provide limited or no benefit. Moreover, we may need to expend additional resources to defend our intellectual property rights in these countries, and our inability to do so could impair our business or adversely affect our international expansion. Our currently issued patents and any patents that may be issued in the future with respect to pending or future patent applications may not provide sufficiently broad protection or they may not prove to be enforceable in actions against alleged infringers. Additionally, the U.S. Patent and Trademark Office and various foreign governmental patent agencies require compliance with a number of procedural, documentary, fee payment and other similar provisions during the patent application process and to maintain issued patents. There are situations in which noncompliance can result in abandonment or lapse of the patent or patent application, resulting in partial or complete loss of patent rights in the relevant jurisdiction. If this occurs, it could materially harm our business, operating results, financial condition and prospects.

We may not be effective in policing unauthorized use of our intellectual property rights, and even if we do detect violations, litigation may be necessary to enforce our intellectual property rights. In addition, our intellectual property may be stolen, including by cybercrimes, and we may not be able to identify the perpetrators or prevent the exploitation of our intellectual property by our competitors or others. Protecting against the unauthorized use of our intellectual property rights, technology and other proprietary rights is expensive and difficult, particularly outside of the United States. Any enforcement efforts we undertake, including litigation, could be time-consuming and expensive and could divert management's attention, either of which could harm our business, operating results and financial condition. Further, attempts to enforce our rights against third parties could also provoke these third parties to assert their own intellectual property or other rights against us, or result in a holding that invalidates or narrows the scope of our rights, in whole or in part. The inability to adequately protect and enforce our intellectual property and other proprietary rights could seriously harm our business, operating results, financial condition and prospects. Even if we are able to secure our intellectual property rights, we cannot assure you that such rights will provide us with competitive advantages or distinguish our services from those of our competitors or that our competitors will not independently develop similar technology, duplicate any of our technology, or design around our patents.

Our business depends, in part, on sales to government organizations, and significant changes in the contracting or fiscal policies of such government organizations could have an adverse effect on our business and operating results.

We derive a portion of our revenue from contracts with government organizations, and we believe the success and growth of our business will in part depend on our successful procurement of additional public sector customers. However, demand from government organizations is often unpredictable, and we cannot assure you that we will be able to maintain or grow our revenue from the public sector. Sales to government entities are subject to substantial risks, including the following:

- selling to government agencies can be highly competitive, expensive and time-consuming, often requiring significant upfront time and expense without any assurance that such efforts will generate a sale;
- U.S. or other government certification requirements applicable to our cloud platform, including the Federal Risk and Authorization Management Program, are often difficult and costly to obtain and maintain and failure to do so will restrict our ability to sell to government customers;
- government demand and payment for our services may be impacted by public sector budgetary cycles and funding authorizations; and
- governments routinely investigate and audit government contractors' administrative processes and any unfavorable audit could result in fines, civil or criminal liability, further investigations, damage to our reputation and debarment from further government business.

The occurrence of any of the foregoing could cause governments and governmental agencies to delay or refrain from purchasing our solutions in the future or otherwise have an adverse effect on our business and operating results.

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Failure to comply with laws and regulations applicable to our business could subject us to fines and penalties and could also cause us to lose customers in the public sector or negatively impact our ability to contract with the public sector.

Our business is subject to regulation by various federal, state, local and foreign governmental agencies, including agencies responsible for monitoring and enforcing privacy and data protection laws and regulations, employment and labor laws, workplace safety, product safety, environmental laws, consumer protection laws, anti-bribery laws, import and export controls, federal securities laws and tax laws and regulations. In certain jurisdictions, these regulatory requirements may be more stringent than in the United States. These laws and regulations impose added costs on our business. Noncompliance with applicable regulations or requirements could subject us to:

- investigations, enforcement actions and sanctions;
- mandatory changes to our cloud platform;
- disgorgement of profits, fines and damages;
- civil and criminal penalties or injunctions;
- claims for damages by our customers or channel partners;
- termination of contracts;
- loss of intellectual property rights; and
- temporary or permanent debarment from sales to government organizations.

If any governmental sanctions are imposed, or if we do not prevail in any possible civil or criminal litigation, our business, operating results and financial condition could be adversely affected. In addition, responding to any action will likely result in a significant diversion of management's attention and resources and an increase in professional fees. Enforcement actions and sanctions could materially harm our business, operating results and financial condition.

We endeavor to properly classify employees as exempt versus non-exempt under applicable law. Although there are no pending or threatened material claims or investigations against us asserting that some employees are improperly classified as exempt, the possibility exists that some of our current or former employees could have been incorrectly classified as exempt employees.

In addition, we must comply with laws and regulations relating to the formation, administration and performance of contracts with the public sector, including U.S. federal, state and local governmental organizations, which affect how we and our channel partners do business with governmental agencies. Selling our solutions to the U.S. government, whether directly or through channel partners, also subjects us to certain regulatory and contractual requirements. Failure to comply with these requirements by either us or our channel partners could subject us to investigations, fines and other penalties, which could have an adverse effect on our business, operating results, financial condition and prospects. As an example, the U.S. Department of Justice, or DOJ, and the General Services Administration, or GSA, have in the past pursued claims against and financial settlements with IT vendors under the False Claims Act and other statutes related to pricing and discount practices and compliance with certain provisions of GSA contracts for sales to the federal government. The DOJ and GSA continue to actively pursue such claims. Violations of certain regulatory and contractual requirements could also result in us being suspended or debarred from future government contracting. Any of these outcomes could have a material adverse effect on our revenue, operating results, financial condition and prospects.

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These laws and regulations impose added costs on our business, and failure to comply with these or other applicable regulations and requirements could lead to claims for damages from our channel partners or customers, penalties, termination of contracts, loss of exclusive rights in our intellectual property and temporary suspension or permanent debarment from government contracting. Any such damages, penalties, disruptions or limitations in our ability to do business with the public sector could have a material adverse effect on our business and operating results.

If we were not able to satisfy data protection, security, privacy and other government- and industry-specific requirements or regulations, our business, results of operations and financial condition could be harmed.

Personal privacy, data protection, information security and other telecommunications regulations are significant issues in the United States, Europe and in other jurisdictions where we offer our solutions. The regulatory framework for privacy, data protection and security matters is rapidly evolving and is likely to remain uncertain for the foreseeable future. Our handling of data is subject to a variety of laws and regulations, including regulation by various government agencies.

The U.S. federal government, and various state and foreign governments, have adopted or proposed limitations on the collection, distribution, use and storage of information relating to individuals. Laws and regulations outside the United States, and particularly in Europe, often are more restrictive than those in the United States. Such laws and regulations may require companies to implement privacy and security policies, permit customers to access, correct and delete information stored or maintained by such companies, inform individuals of security breaches that affect their information, and, in some cases, obtain individuals' consent to use information for certain purposes. In addition, some foreign governments require that certain information collected in a country be retained within that country. We also may find it necessary or desirable to join industry or other self-regulatory bodies or other information security or data protection-related organizations that require compliance with their rules pertaining to information security and data protection. We also may be bound by additional, more stringent contractual obligations relating to our collection, use and disclosure of personal, financial and other data.

We also expect that there will continue to be new proposed laws, regulations and industry standards concerning privacy, data protection, information security and telecommunications services in the United States, the European Union and other jurisdictions in which we operate or may operate, and we cannot yet determine the impact such future laws, regulations and standards may have on our business. For example, the European Union implemented the General Data Protection Regulation in May 2018, which imposes stringent data protection requirements and provides for significant penalties for noncompliance. In addition, changes in laws or regulations that adversely affect the use of the internet, including laws impacting net neutrality, could impact our business. Similarly, California in 2018 adopted the California Consumer Privacy Act, which will take effect in January 2020 and seeks to provide California consumers with increased privacy rights and protections for their personal information. Further, China and Russia, countries in which we offer our solutions, recently enacted legislation regulating certain technologies, and it is not clear how broadly such legislation will be interpreted or applied in relation to our business. We expect that existing laws, regulations and standards may be interpreted in new manners in the future. Future laws, regulations, standards and other obligations, and changes in the interpretation of existing laws, regulations, standards and other obligations could require us to modify our solutions, restrict our business operations, increase our costs and impair our ability to maintain and grow our customer base and increase our revenue.

Although we work to comply with applicable laws and regulations, industry standards, contractual obligations and other legal obligations, those laws, regulations, standards and obligations are evolving and may be modified, interpreted and applied in an inconsistent manner from one jurisdiction to another, and may conflict with one another. In addition, they may conflict with other requirements or legal obligations that apply to our business or the security features and services that our customers expect from our solutions. As such, we cannot assure ongoing compliance with all such laws, regulations, standards and obligations. Any failure or

perceived failure by us to comply with applicable laws, regulations, standards or obligations, or any actual or suspected security breach or other security incident, whether or not resulting in unauthorized access to, or acquisition, release or transfer of information relating to individuals or other data, may result in governmental

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enforcement actions and prosecutions, private litigation, fines and penalties or adverse publicity, and could cause our customers to lose trust in us, which could have an adverse effect on our reputation and business. Any inability to adequately address privacy and security concerns, even if unfounded, or comply with applicable laws, regulations, standards and obligations, could result in additional cost and liability to us, damage our reputation, inhibit sales, and materially and adversely affect our business and operating results.

We are subject to anti-corruption, anti-bribery and similar laws, and noncompliance with such laws can subject us to criminal penalties or significant fines and harm our business and reputation.

We are subject to the U.S. Foreign Corrupt Practices Act of 1977, the U.K. Bribery Act 2010 and other anti-corruption, anti-bribery, anti-money laundering and similar laws in the United States and other countries in which we conduct activities. Anti-corruption and anti-bribery laws, which have been enforced aggressively and are interpreted broadly, prohibit companies and their employees and agents from promising, authorizing, making or offering improper payments or other benefits to government officials and others in the private sector. We leverage third parties, including channel partners, to sell subscriptions to our platform and conduct our business abroad. We and these third-party intermediaries may have direct or indirect interactions with officials and employees of government agencies or state-owned or affiliated entities and we may be held liable for the corrupt or other illegal activities of these third-party business partners and intermediaries, our employees, representatives, contractors, channel partners and agents, even if we do not explicitly authorize such activities. While we have policies and procedures to address compliance with such laws, we cannot assure you that all of our employees and agents will not take actions in violation of our policies and applicable law, for which we may be ultimately held responsible. As we increase our international sales and business, our risks under these laws may increase. Noncompliance with these laws could subject us to investigations, severe criminal or civil sanctions, settlements, prosecution, loss of export privileges, suspension or debarment from U.S. government contracts, other enforcement actions, disgorgement of profits, significant fines, damages, other civil and criminal penalties or injunctions, whistleblower complaints, adverse media coverage and other consequences. Any investigations, actions or sanctions could materially harm our reputation, business, results of operations and financial condition.

We are subject to governmental export and import controls that could impair our ability to compete in international markets and subject us to liability if we are not in full compliance with applicable laws.

Our business activities are subject to various restrictions under U.S. export and similar laws and regulations, including the U.S. Department of Commerce's Export Administration Regulations and various economic and trade sanctions regulations administered by the U.S. Treasury Department's Office of Foreign Assets Control. The U.S. export control laws and U.S. economic sanctions laws include restrictions or prohibitions on the sale or supply of certain products and services to U.S. embargoed or sanctioned countries, governments, persons and entities. In addition, various countries regulate the import of certain technology and have enacted or could enact laws that could limit our ability to provide our services and operate our cloud platform or could limit our customers' ability to access or use our services in those countries.

Although we take precautions to prevent our services from being provided in violation of such laws, our services may have been in the past, and could in the future be, provided inadvertently in violation of such laws, despite the precautions we take. If we fail to comply with these laws and regulations, we and certain of our employees could be subject to civil or criminal penalties, including the possible loss of export privileges and fines. We may also be materially and adversely affected through penalties, reputational harm, loss of access to certain markets, or otherwise. Obtaining the necessary authorizations, including any required license, for a particular transaction may be time-consuming, is not guaranteed and may result in the delay or loss of sales opportunities. In addition, changes in our platform, or changes in export, sanctions and import laws, could delay the introduction and sale of subscriptions to our platform in international markets, prevent users in certain countries from accessing our services or, in some cases, prevent the provision of our services to certain countries, governments, persons or entities altogether. Any change in export or import regulations, economic sanctions or related laws,

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shift in the enforcement or scope of existing regulations or change in the countries, governments, persons or technologies targeted by such regulations could decrease our ability to sell subscriptions to our platform to existing customers or potential new customers with international operations. Any decrease in our ability to sell subscriptions to our platform could materially and adversely affect our business, results of operations and financial condition.

Our international operations expose us to significant risks, and failure to manage those risks could materially and adversely impact our business.

Historically, we have derived a significant portion of our revenue from outside the United States. We derived approximately 51%, 55% and 54% of our revenue from our international customers in fiscal 2019, fiscal 2018 and fiscal 2017, respectively. As of July 31, 2019, approximately 55% of our full-time employees were located outside of the United States. We are continuing to adapt to and develop strategies to address international markets and our growth strategy includes expansion into target geographies, such as Japan and the Asia-Pacific region, but there is no guarantee that such efforts will be successful. We expect that our international activities will continue to grow in the future, as we continue to pursue opportunities in international markets. These international operations will require significant management attention and financial resources and are subject to substantial risks, including:

- political, economic and social uncertainty;
- unexpected costs for the localization of our services, including translation into foreign languages and adaptation for local practices and regulatory requirements;
- greater difficulty in enforcing contracts and accounts receivable collection, and longer collection periods;
- reduced or uncertain protection for intellectual property rights in some countries;
- greater risk of unexpected changes in regulatory practices, tariffs and tax laws and treaties;
- greater risk of a failure of foreign employees, partners, distributors and resellers to comply with both U.S. and foreign laws, including antitrust regulations, anti-bribery laws, export and import control laws, and any applicable trade regulations ensuring fair trade practices;
- requirements to comply with foreign privacy, data protection and information security laws and regulations and the risks and costs of noncompliance;
- increased expenses incurred in establishing and maintaining office space and equipment for our international operations;
- greater difficulty in identifying, attracting and retaining local qualified personnel, and the costs and expenses associated with such activities;
- differing employment practices and labor relations issues;
- difficulties in managing and staffing international offices and increased travel, infrastructure and legal compliance costs associated with multiple international locations; and
- fluctuations in exchange rates between the U.S. dollar and foreign currencies in markets where we do business, including the British Pound, Indian Rupee and Euro, and related impact on sales cycles.

Further, following a referendum in June 2016 in which voters in the United Kingdom approved an exit from the EU, the government of the United Kingdom initiated a process to leave the EU (often referred to as "Brexit"). Brexit has led to legal uncertainty in the region and could adversely affect the tax, operational, legal and regulatory regimes to which our business is

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subject. In addition, any continued or further uncertainty, weakness or deterioration in global macroeconomic and market conditions may cause our UK or EU customers to modify spending priorities or delay purchasing decisions, and may result in lengthened sales cycles, any of which could harm our business and operating results. In the event of a "hard exit" where the United Kingdom would exit the EU without an agreement in place, these uncertainties and the risks associated with them would increase.

As we continue to develop and grow our business globally, our success will depend, in large part, on our ability to anticipate and effectively manage these risks. The expansion of our existing international operations and entry into additional international markets will require significant management attention and financial resources. Our failure to successfully manage our international operations and the associated risks could limit the future growth of our business.

Our failure to raise additional capital necessary to expand our operations and invest in new solutions could reduce our ability to compete and could harm our business.

We expect that our existing cash, cash equivalents and short-term investments will be sufficient to meet our anticipated cash needs for working capital and capital expenditures for at least the next 12 months. We may, however, need to raise additional funds in the future to fund our operating expenses, make capital purchases and acquire or invest in business or technology, and we may not be able to obtain those funds on favorable terms, or at all. If we raise additional equity financing, our stockholders may experience significant dilution of their ownership interests and the per share value of our common stock could decline. Furthermore, if we engage in debt financing, the holders of debt would have priority over the holders of our common stock, and we may be required to accept terms that restrict our ability to incur additional indebtedness or our ability to pay any dividends on our common stock, though we do not intend to pay dividends in the foreseeable future. We may also be required to take other actions, any of which could harm our business and operating results. If we are unable to obtain adequate financing, or financing on terms satisfactory to us, when we require it, our ability to continue to support our business growth and to respond to business challenges could be significantly limited, and our business, operating results, financial condition and prospects could be materially and adversely affected.

Adverse economic conditions or reduced IT security spending may adversely impact our revenue and profitability.

Our operations and performance depend in part on worldwide economic conditions and the impact these conditions have on levels of spending on IT networking and security solutions. Our business depends on the overall demand for these solutions and on the economic health and general willingness of our current and prospective customers to purchase our security services. Weak economic conditions, or a reduction in IT security spending, could materially and adversely affect our business, operating results and financial condition in a number of ways, including by reducing sales, lengthening sales cycles and lowering prices for our services.

We believe our long-term value as a company will be greater if we focus on growth, which may negatively impact our profitability in the near term.

Part of our business strategy is to primarily focus on our long-term growth. As a result, our profitability may be lower in the near term than it would be if our strategy were to maximize short-term profitability. Significant expenditures on sales and marketing efforts, and expenditures on growing our cloud platform and expanding our research and development, each of which we intend to continue to invest in, may not ultimately grow our business or cause long-term profitability. If we are ultimately unable to achieve profitability at the level anticipated by industry or financial analysts and our stockholders, our stock price may decline.

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If we fail to maintain an effective system of internal controls, our ability to produce timely and accurate financial statements or comply with applicable regulations could be impaired.

As a public company, we are subject to the reporting requirements of the Securities Exchange Act of 1934, as amended, or the Exchange Act, the Sarbanes-Oxley Act of 2002, or the Sarbanes-Oxley Act, and the rules and regulations of The Nasdaq Global Select Market, or Nasdaq. The requirements of these rules and regulations will increase our legal, accounting and financial compliance costs; make some activities more difficult, time-consuming and costly; and place significant strain on our personnel, systems and resources.

The Sarbanes-Oxley Act requires, among other things, that we maintain effective disclosure controls and procedures and internal control over financial reporting. We have developed our disclosure controls, internal control over financial reporting and other procedures to ensure information required to be disclosed by us in the reports that we will file with the SEC is recorded, processed, summarized and reported within the time periods specified in SEC rules and forms, and information required to be disclosed in reports under the Exchange Act is accumulated and communicated to our principal executive and financial officers.

Our current controls and any new controls we develop may become inadequate because of changes in conditions in our business. Further, weaknesses in our internal controls may be discovered in the future. Any failure to develop or maintain effective controls, or any difficulties encountered in their implementation or improvement, could harm our operating results or cause us to fail to meet our reporting obligations and may result in a restatement of our financial statements for prior periods. Any failure to implement and maintain effective internal controls also could adversely affect the results of periodic management evaluations and annual independent registered public accounting firm attestation reports regarding the effectiveness of our internal control over financial reporting that we are required to include in our periodic reports we will file with the SEC under Section 404 of the Sarbanes-Oxley Act. Ineffective disclosure controls and procedures and internal control over financial reporting could also cause investors to lose confidence in our reported financial and other information, which would likely have a negative effect on the market price of our common stock.

In order to maintain and improve the effectiveness of our disclosure controls and procedures and internal control over financial reporting, we have expended and anticipate we will continue to expend significant resources, including accounting-related costs, and provide significant management oversight. Any failure to maintain the adequacy of our internal controls, or consequent inability to produce accurate financial statements on a timely basis, could increase our operating costs and could materially impair our ability to operate our business. If our internal controls are perceived as inadequate or we are unable to produce timely or accurate financial statements, investors may lose confidence in our operating results and our stock price could decline. In addition, if we are unable to continue to meet these requirements, we may not be able to remain listed on Nasdaq.

Pursuant to Section 404 of the Sarbanes-Oxley Act, we are required to have our independent registered public accounting firm attest to the effectiveness of our internal control over financial reporting. This assessment includes disclosure of any material weaknesses identified by our management in our internal control over financial reporting. We are also required to have our independent registered public accounting firm issue an opinion on the effectiveness of our internal control over financial reporting. During the evaluation and testing process, if we identify one or more material weaknesses in our internal control over financial reporting, we will be unable to assert that our internal controls are effective.

If we are unable to assert that our internal control over financial reporting is effective, or if, when required, our independent registered public accounting firm is unable to express an opinion on the effectiveness of our internal control over financial reporting, we could lose investor confidence in the accuracy and completeness of our financial reports, which would cause the price of our common stock to decline, and we may be subject to investigation or sanctions by the SEC.

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We are exposed to fluctuations in currency exchange rates, which could negatively affect our operating results.

The vast majority of our sales contracts are denominated in U.S. dollars, and therefore, substantially all of our revenue is not subject to foreign currency risk. However, a strengthening of the U.S. dollar could increase the real cost of our solutions to our customers outside of the United States, which could adversely affect our financial condition and operating results. In addition, an increasing portion of our operating expenses is incurred outside the United States, is denominated in foreign currencies, such as the British Pound, Indian Rupee and Euro, and is subject to fluctuations due to changes in foreign currency exchange rates. If we become more exposed to currency fluctuations and are not able to successfully hedge against the risks associated with currency fluctuations, our operating results could be materially and adversely affected.

Taxing authorities may successfully assert that we should have collected or in the future should collect sales and use, value added or similar taxes, and we could be subject to liability with respect to past or future sales, which could adversely affect our operating results.

We do not collect sales and use, value added or similar taxes in all jurisdictions in which we have sales because we have been advised that such taxes are not applicable to our services in certain jurisdictions. Sales and use, value added and similar tax laws and rates vary greatly by jurisdiction. Certain jurisdictions in which we do not collect such taxes may assert that such taxes are applicable, which could result in tax assessments, penalties and interest, to us or our customers for the past amounts, and we may be required to collect such taxes in the future. If we are unsuccessful in collecting such taxes from our customers, we could be held liable for such costs, which may materially and adversely affect our operating results.

Our corporate structure and intercompany arrangements are subject to the tax laws of various jurisdictions, and we could be obligated to pay additional taxes, which would harm our results of operations.

We are expanding our international operations and staff to support our business in international markets. Our corporate structure and associated transfer pricing policies contemplate the business flows and future growth into the international markets, and consider the functions, risks and assets of the various entities involved in the intercompany transactions. The amount of taxes we pay in different jurisdictions may depend on the application of the tax laws of the various jurisdictions, including the United States, to our international business activities, changes in tax rates, new or revised tax laws or interpretations of existing tax laws and policies, and our ability to operate our business in a manner consistent with our corporate structure and intercompany arrangements. The taxing authorities of the jurisdictions in which we operate may challenge our methodologies for pricing intercompany transactions pursuant to the intercompany arrangements or disagree with our determinations as to the income and expenses attributable to specific jurisdictions. If such a challenge or disagreement were to occur, and our position was not sustained, or if there are changes in tax laws or the way existing tax laws are interpreted or applied, we could be required to pay additional taxes, interest and penalties, which could result in one-time tax charges, higher effective tax rates, reduced cash flows and lower overall profitability of our operations. Our financial statements could fail to reflect adequate reserves to cover such a contingency.

Our ability to use our net operating loss carryforwards and certain other tax attributes may be limited.

As of July 31, 2019, we had net operating loss carryforwards for U.S. federal income tax purposes and state income tax purposes of approximately \$360.0 million and \$109.5 million, respectively, available to offset future taxable income. We also had U.S. federal and California research and development credits of \$8.4 million and \$6.3 million, respectively. If not utilized, a portion of the federal net operating loss carryforwards will begin to expire in 2027 and the state net operating loss carryforwards will begin to expire in 2024. A portion of our federal and state net operating losses will carry forward indefinitely. Additionally, if not utilized, our federal

research and development credits will begin to expire in 2033. Our California research and development credits may be carried forward indefinitely. Realization of these net operating loss carryforwards depends on future income, and there is a risk that a portion of our existing carryforwards could expire unused and be unavailable to offset future income tax liabilities, which could materially and adversely affect our results of

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operations.

In addition, under Section 382 and 383 of the Internal Revenue Code of 1986, as amended, if a corporation undergoes an "ownership change," generally defined as a greater than 50% change (by value) in its equity ownership by "5% shareholders" over a three-year period, the corporation's ability to use its pre-change net operating loss carryforwards and other pre-change tax attributes, such as research tax credits, to offset its post-change income may be limited. As a result, in the event that it is determined that we have in the past experienced an ownership change, or if we experience one or more ownership changes in the future as a result of subsequent shifts in our stock ownership, our ability to use our pre-change net operating loss carry-forwards to offset U.S. federal taxable liability may be subject to limitations, which could potentially result in increased future tax liability to us.

Furthermore, the recently enacted legislation commonly referred to as the Tax Cuts and Jobs Act of 2017 (the "Tax Act") imposes certain limitations on the deduction of net operating losses, including a limitation on use of net operating losses generated in tax years that began on or after January 1, 2018 to offset 80% of taxable income and disallowance of carryback of post-2017 net operating losses, which could further increase our future tax liability.

Future acquisitions, strategic investments, partnerships or alliances could be difficult to identify and integrate, divert the attention of key management personnel, disrupt our business, dilute stockholder value and adversely affect our operating results, financial condition and prospects.

Our business strategy may, from time to time, include acquiring other complementary solutions, technologies or businesses. We have in the past acquired, and expect in the future to acquire, businesses that we believe will complement or augment our existing business. In order to expand our security offerings and features, we also may enter into relationships with other businesses, which could involve preferred or exclusive licenses, additional channels of distribution or investments in other companies. Negotiating these transactions can be time-consuming, difficult and costly, and our ability to close these transactions may be subject to third-party approvals, such as government regulatory approvals, which are beyond our control. Consequently, we cannot assure you that these transactions, once undertaken and announced, will close.

These kinds of acquisitions or investments may result in unforeseen operating difficulties and expenditures. In particular, we may encounter difficulties assimilating or integrating the businesses, technologies, products and services, personnel or operations of companies that we may acquire, particularly if the key personnel of an acquired business choose not to work for us. We may have difficulty retaining the customers of any acquired business or using or continuing the development of the acquired technologies. Acquisitions may also disrupt our ongoing business, divert our resources and require significant management attention that would otherwise be available for development of our business. We may not successfully evaluate or utilize the acquired technology or personnel, or accurately forecast the financial impact of an acquisition transaction, including accounting charges. Any acquisition or investment could expose us to unknown liabilities. Moreover, we cannot assure you that the anticipated benefits of any acquisition or investment would be realized or that we would not be exposed to unknown liabilities. In connection with these types of transactions, we may:

- issue additional equity securities that would dilute our stockholders;
- use cash that we may need in the future to operate our business;
- incur debt on terms unfavorable to us or that we are unable to repay;
- incur large charges or substantial liabilities;
- encounter difficulties integrating diverse business cultures; and

- become subject to adverse tax consequences, substantial depreciation or deferred compensation charges.

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These challenges related to acquisitions or investments could adversely affect our business, operating results, financial condition and prospects.

If our estimates or judgments relating to our critical accounting policies prove to be incorrect or financial reporting standards or interpretations change, our results of operations could be adversely affected.

The preparation of financial statements in conformity with U.S. GAAP requires management to make estimates and assumptions that affect the amounts reported in our consolidated financial statements and accompanying notes. We base our estimates on historical experience and on various other assumptions that we believe to be reasonable under the circumstances, as provided in the section titled "Management's Discussion and Analysis of Financial Condition and Results of Operations." The results of these estimates form the basis for making judgments about the carrying values of assets, liabilities and equity, and the amount of revenue and expenses that are not readily apparent from other sources. Significant assumptions and estimates used in preparing our consolidated financial statements include those related to determination of revenue recognition, deferred revenue and deferred contract acquisition costs, allowance for doubtful accounts, valuation of common stock options, valuation of intangible assets and goodwill, useful lives of property and equipment and definite-lived intangible assets, the period of benefit generated from our deferred contract acquisition costs, loss contingencies related to litigation, and valuation of deferred tax assets. Our results of operations may be adversely affected if our assumptions change or if actual circumstances differ from those in our assumptions, which could cause our results of operations to fall below the expectations of industry or financial analysts and investors, resulting in a decline in the trading price of our common stock.

Additionally, we regularly monitor our compliance with applicable financial reporting standards and review new pronouncements and drafts thereof that are relevant to us. As a result of new standards, changes to existing standards and changes in their interpretation, we might be required to change our accounting policies, alter our operational policies and implement new or enhance existing systems so that they reflect new or amended financial reporting standards, or we may be required to restate our published financial statements. Such changes to existing standards or changes in their interpretation may have an adverse effect on our reputation, business, financial position and profit, or cause an adverse deviation from our revenue and operating profit target, which may negatively impact our financial results.

Risks Related to the Ownership of Our Common Stock

The concentration of our stock ownership with insiders will likely limit your ability to influence corporate matters, including the ability to influence the outcome of director elections and other matters requiring stockholder approval.

As of July 31, 2019, our executive officers, directors, current 5% or greater stockholders and affiliated entities together beneficially owned approximately 50.9% of our common stock outstanding with Jay Chaudhry, our president, chief executive officer and chairman of our board of directors, and his affiliates beneficially owning approximately 21.1% of our common stock. As a result, these stockholders, acting together, will have control over most matters that require approval by our stockholders, including the election of directors and approval of significant corporate transactions. Corporate action might be taken even if other stockholders oppose them. This concentration of ownership might also have the effect of delaying or preventing a change of control of us that other stockholders may view as beneficial.

The issuance of additional stock in connection with financings, acquisitions, investments, our stock incentive plans or otherwise will dilute all other stockholders.

Our amended and restated certificate of incorporation authorizes us to issue up to one billion shares of common stock and up to two hundred million shares of preferred stock with such rights and preferences as may be determined by our board of directors. Subject to compliance with applicable rules and regulations, we may issue shares of common stock or securities convertible into shares of our

common stock from time to time in connection with a financing, acquisition, investment, our stock incentive plans or otherwise. Any such issuance could result in substantial dilution to our existing stockholders and

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cause the market price of our common stock to decline.

Certain provisions in our charter documents and under Delaware law could make an acquisition of our company more difficult, limit attempts by our stockholders to replace or remove members of our board of directors or current management and may adversely affect the market price of our common stock.

Our amended and restated certificate of incorporation and amended and restated bylaws contain provisions that could delay or prevent a change in control of our company. These provisions could also make it difficult for stockholders to elect directors that are not nominated by the current members of our board of directors or take other corporate actions, including effecting changes in our management. These provisions include:

- a classified board of directors with three-year staggered terms, which could delay the ability of stockholders to change the membership of a majority of our board of directors;
- the ability of our board of directors to issue shares of preferred stock and to determine the price and other terms of those shares, including preferences and voting rights, without stockholder approval, which could be used to significantly dilute the ownership of a hostile acquirer;
- the exclusive right of our board of directors to elect a director to fill a vacancy created by the expansion of our board of directors or the resignation, death or removal of a director, which prevents stockholders from being able to fill vacancies on our board of directors;
- a prohibition on stockholder action by written consent, which forces stockholder action to be taken at an annual or special meeting of our stockholders;
- the requirement that a special meeting of stockholders may be called only by the chairperson of our board of directors, chief executive officer or president (in the absence of a chief executive officer) or a majority vote of our board of directors, which could delay the ability of our stockholders to force consideration of a proposal or to take action, including the removal of directors;
- the requirement for the affirmative vote of holders of at least 66 2/3% of the voting power of all of the then outstanding shares of the voting stock, voting together as a single class, to amend the provisions of our amended and restated certificate of incorporation relating to the issuance of preferred stock and management of our business or our amended and restated bylaws, which may inhibit the ability of an acquirer to affect such amendments to facilitate an unsolicited takeover attempt;
- the ability of our board of directors, by majority vote, to amend our amended and restated bylaws, which may allow our board of directors to take additional actions to prevent an unsolicited takeover and inhibit the ability of an acquirer to amend our amended and restated bylaws to facilitate an unsolicited takeover attempt; and
- advance notice procedures with which stockholders must comply to nominate candidates to our board of directors or to propose matters to be acted upon at a stockholders' meeting, which may discourage or deter a potential acquirer from conducting a solicitation of proxies to elect the acquirer's own slate of directors or otherwise attempting to obtain control of us.

These provisions may prohibit large stockholders, in particular those owning 15% or more of our outstanding voting stock, from merging or combining with us for a certain period of time.

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The market price of our common stock may be volatile, and you could lose all or part of your investment.

There was no public market for our common stock prior to the IPO. The market price of our common stock following the IPO has fluctuated substantially and may fluctuate significantly in the future in response to a number of factors, including those described in this "Risk Factors" section, many of which are beyond our control and may not be related to our operating performance. These fluctuations could cause you to lose all or part of your investment in our common stock. Factors that could cause fluctuations in the market price of our common stock include the following:

- actual or anticipated changes or fluctuations in our operating results;
- the financial projections we may provide to the public, any changes in these projections or our failure to meet these projections;
- announcements by us or our competitors of new products or new or terminated significant contracts, commercial relationships or capital commitments;
- industry or financial analyst or investor reaction to our press releases, other public announcements and filings with the SEC;
- rumors and market speculation involving us or other companies in our industry;
- price and volume fluctuations in the overall stock market from time to time;
- volume fluctuations in the trading of our common stock from time to time;
- changes in operating performance and stock market valuations of other technology companies generally, or those in our industry in particular;
- the sales of shares of our common stock by us or our stockholders;
- failure of industry or financial analysts to maintain coverage of us, changes in financial estimates by any analysts who follow our company, or our failure to meet these estimates or the expectations of investors;
- actual or anticipated developments in our business or our competitors' businesses or the competitive landscape generally;
- litigation involving us, our industry or both, or investigations by regulators into our operations or those of our competitors;
- developments or disputes concerning our intellectual property rights or our solutions, or third-party proprietary rights;
- announced or completed acquisitions of businesses or technologies by us or our competitors;
- new laws or regulations or new interpretations of existing laws or regulations applicable to our business;
- any major changes in our management or our board of directors, particularly with respect to Mr. Chaudhry;
- general economic conditions and slow or negative growth of our markets; and
- other events or factors, including those resulting from war, incidents of terrorism or responses to these events.

In addition, the stock market in general, and the market for technology companies in particular, has experienced extreme price and volume fluctuations that have often been unrelated or disproportionate to the operating performance of those

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companies. Broad market and industry factors may seriously affect the market price of our common stock, regardless of our actual operating performance. In addition, in the past, following periods of volatility in the overall market and the market prices of a particular company's securities, securities class action litigation has often been instituted against that company. Securities litigation, if instituted against us, could result in substantial costs and divert our management's attention and resources from our business. This could have an adverse effect on our business, operating results and financial condition.

Sales of substantial amounts of our common stock in the public markets, or the perception that they might occur, could reduce the price that our common stock might otherwise attain and may dilute your voting power and your ownership interest in us.

Sales of a substantial number of shares of our common stock in the public market, particularly sales by our directors, executive officers and significant stockholders, or the perception that these sales could occur, could adversely affect the market price of our common stock and may make it more difficult for you to sell your common stock at a time and price that you deem appropriate.

In addition, certain holders of our common stock are entitled to rights with respect to registration of their shares under the Securities Act pursuant to our amended and restated investors' rights agreement. If these holders of our common stock, by exercising their registration rights, sell a large number of shares, they could adversely affect the market price for our common stock.

We may also issue our shares of common stock or securities convertible into shares of our common stock from time to time in connection with a financing, acquisition, investments or otherwise. Any such issuance could result in substantial dilution to our existing stockholders and cause the market price of our common stock to decline.

We do not intend to pay dividends in the foreseeable future. As a result, your ability to achieve a return on your investment will depend on appreciation in the price of our common stock.

We have never declared or paid any cash dividends on our common stock. We currently intend to retain all available funds and any future earnings for use in the operation of our business and do not anticipate paying any dividends on our common stock in the foreseeable future. Any determination to pay dividends in the future will be at the discretion of our board of directors. Accordingly, investors must rely on sales of their common stock after price appreciation, which may never occur, as the only way to realize any future gains on their investments.

If industry or financial analysts issue inaccurate or unfavorable research regarding our common stock, our stock price and trading volume could decline.

The trading market for our common stock is influenced by the research and reports that industry or financial analysts publish about us or our business. We do not control these analysts or the content and opinions included in their reports. As a new public company, we may be slow to attract research coverage and the analysts who publish information about our common stock will have had relatively little experience with our company, which could affect their ability to accurately forecast our results and make it more likely that we fail to meet their estimates. If any of the analysts who cover us issues an inaccurate or unfavorable opinion regarding our stock price, our stock price would likely decline. In addition, the stock prices of many companies in the technology industry have declined significantly after those companies have failed to meet, or significantly exceed, the financial guidance publicly announced by the companies or the expectations of analysts. If our financial results fail to meet, or significantly exceed, our announced guidance or the expectations of analysts or public investors, analysts could downgrade our common stock or publish unfavorable research about us. If one or more of these analysts cease coverage of our company or fail to publish reports on us regularly, our visibility in the financial markets could decrease, which in turn could cause our stock price or trading volume to decline.

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Our amended and restated certificate of incorporation provides that the Court of Chancery of the State of Delaware and the federal district courts of the United States are the exclusive forums for substantially all disputes between us and our stockholders, which could limit our stockholders' ability to obtain a favorable judicial forum for disputes with us or our directors, officers or employees.

Our amended and restated certificate of incorporation provides that the Court of Chancery of the State of Delaware is the exclusive forum for:

- any derivative action or proceeding brought on our behalf;
- any action asserting a breach of fiduciary duty;
- any action asserting a claim against us arising under the Delaware General Corporation Law, our amended and restated certificate of incorporation or our amended and restated bylaws;
- any action to interpret, apply, enforce or determine the validity of our amended and restated certificate of incorporation or our amended and restated bylaws; and
- any action asserting a claim against us that is governed by the internal-affairs doctrine.

Our amended and restated certificate of incorporation further provides that the federal district courts of the United States are the exclusive forum for resolving any complaint asserting a cause of action arising under the Securities Act.

Each of these exclusive-forum provisions may limit a stockholder's ability to bring a claim in a judicial forum that it finds favorable for disputes with us or our directors, officers or other employees, which may discourage lawsuits against us and our directors, officers and other employees.

If a court were to find either exclusive-forum provision in our amended and restated certificate of incorporation to be inapplicable or unenforceable in an action, we may incur additional costs associated with resolving the dispute in other jurisdictions, which could seriously harm our business. For example, on December 19, 2018, the Delaware Court of Chancery issued a decision in *Matthew Sciabacucchi v. Matthew B. Salzberg et al.*, C.A. No. 2017-0931-JTL (Del. Ch.), finding that provisions such as selecting the federal district courts of the United States of America as the exclusive forum for the resolution of any complaint asserting a cause of action arising under the Securities Act of 1933 are not valid under Delaware law.

The requirements of being a public company may strain our resources, divert management's attention and affect our ability to attract and retain executive management and qualified board members.

As a public company, we are subject to the reporting and corporate governance requirements of the Exchange Act, the listing requirements of Nasdaq and other applicable securities rules and regulations, including the Sarbanes-Oxley Act and the Dodd-Frank Wall Street Reform and Consumer Protection Act. Compliance with these rules and regulations will increase our legal and financial compliance costs, make some activities more difficult, time-consuming or costly and increase demand on our systems and resources. Among other things, the Exchange Act requires that we file annual, quarterly and current reports with respect to our business and results of operations and maintain effective disclosure controls and procedures and internal control over financial reporting. In order to improve our disclosure controls and procedures and internal control over financial reporting to meet this standard, significant resources and management oversight may be required. As a result, management's attention may be diverted from other business concerns, which could harm our business, financial condition, results of operations and prospects. Although we have hired additional personnel to help comply

with these requirements, we may need to further expand our legal and finance departments in the future, which will increase our costs and expenses.

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In addition, changing laws, regulations and standards relating to corporate governance and public disclosure are creating uncertainty for public companies, increasing legal and financial compliance costs and making some activities more time-consuming. These laws, regulations and standards are subject to varying interpretations, in many cases due to their lack of specificity, and, as a result, their application in practice may evolve over time as new guidance is provided by regulatory and governing bodies. This could result in continuing uncertainty regarding compliance matters and higher costs necessitated by ongoing revisions to disclosure and governance practices. We intend to invest resources to comply with evolving laws, regulations and standards, and this investment may result in increased general and administrative expense and a diversion of management's time and attention from revenue-generating activities to compliance activities. If our efforts to comply with new laws, regulations and standards differ from the activities intended by regulatory or governing bodies, regulatory authorities may initiate legal proceedings against us and our business and prospects may be harmed.

We ceased to be an "emerging growth company" as defined in the Jumpstart our Business Startups Act of 2012 with our transition to large accelerated filer status as of July 31, 2019. As a result, we have experienced, and expect to continue to experience, additional costs associated with being a public company going forward, including costs associated with compliance with the auditor attestation requirement of Section 404 of the Sarbanes-Oxley Act.

As a result of disclosure of information in the filings required of a public company, our business and financial condition have become more visible, which we believe may result in threatened or actual litigation, including by competitors and other third parties. If such claims are successful, our business, financial condition, results of operations and prospects could be materially harmed, and even if the claims do not result in litigation or are resolved in our favor, these claims, and the time and resources necessary to resolve them, could divert the resources of our management and materially harm our business, financial condition, results of operations and prospects. These factors could also make it more difficult for us to attract and retain qualified employees, executive officers and members of our board of directors.

In addition, as a result of our disclosure obligations as a public company, we have reduced strategic flexibility and are under pressure to focus on short-term results, which may materially and adversely affect our ability to achieve long-term profitability.

Item 1B. Unresolved Staff Comments

None.

Item 2. Properties

Our corporate headquarters are located in San Jose, California, where we currently lease approximately 56,000 square feet of space under lease agreements that expire in 2021. Effective April 2019, we entered into a sublease agreement (the "lease agreement"), for approximately 172,000 square feet of corporate office space in San Jose, California (the "leased premises"), which will serve as our new corporate headquarters. The lease agreement has a commencement date of October 1, 2019, and its initial lease term expires in September 2026. We will initially occupy approximately 69,000 square feet with the remainder of the leased premises to be occupied in phases over the initial term of the lease, with full occupancy expected to occur by October 2025. We also maintain offices in Atlanta, Georgia; New York, New York; Raleigh, North Carolina; and Tysons, Virginia, as well as multiple locations internationally, including in Australia, Canada, France, Germany, India, Japan, the Netherlands, Singapore and the United Kingdom. We lease all of our facilities and do not own any real property. We expect to add facilities as we grow our employee base and expand geographically.

We believe that our facilities are adequate to meet our needs for the immediate future and that, should it be needed, suitable additional space will be available to accommodate expansion of our operations.

Item 3. Legal Proceedings

The information called for by this Item is incorporated herein by reference to Item 8. "Financial Statements and Supplementary Data," Note 7, Commitments and Contingencies, of our consolidated financial statements included elsewhere in this Annual Report on Form 10-K.

Item 4. Mine Safety Disclosures

Not applicable.

PART II

Item 5. Markets Registrant's Common Equity, Related Stockholder Matters and Issuer Purchases of Equity Securities

Market Information for Common Stock

Our common stock has been listed on The Nasdaq Global Select Market under the ticker symbol "ZS" since March 16, 2018. Prior to that time, there was no public market for our common stock.

Holders of Record

As of July 31, 2019, we had 105 holders of record of our common stock. The actual number of stockholders is greater than this number of record holders and includes stockholders who are beneficial owners but whose shares are held in street name by brokers and other nominees.

Dividend Policy

We have never declared or paid cash dividends on our common stock. We currently intend to retain all available funds and any future earnings for use in the operation of our business and do not anticipate paying any dividends in the foreseeable future. Any future determination to declare dividends will be made at the discretion of our board of directors, subject to applicable laws, and will depend on our financial condition, operating results, capital requirements, general business conditions and other factors that our board of directors may deem relevant.

Securities Authorized for Issuance under Equity Compensation Plans

The information required by this item with respect to our equity compensation plans is incorporated by reference to our Proxy Statement for the 2019 Annual Meeting of Stockholders to be filed with the Securities and Exchange Commission within 120 days of the fiscal year ended July 31, 2019.

Recent Sales of Unregistered Equity Securities and Use of Proceeds

(a) Sale of Unregistered Equity Securities

None.

(b) Use of Proceeds from Public Offering of Common Stock

On March 15, 2018, the SEC declared our registration statement on Form S-1 (File No. 333-223072) for our IPO effective. There have been no material changes in the planned use of proceeds from our IPO as described in our final prospectus filed with the SEC on March 16, 2018.

Issuer Purchases of Equity Securities

None

Stock Performance Graph

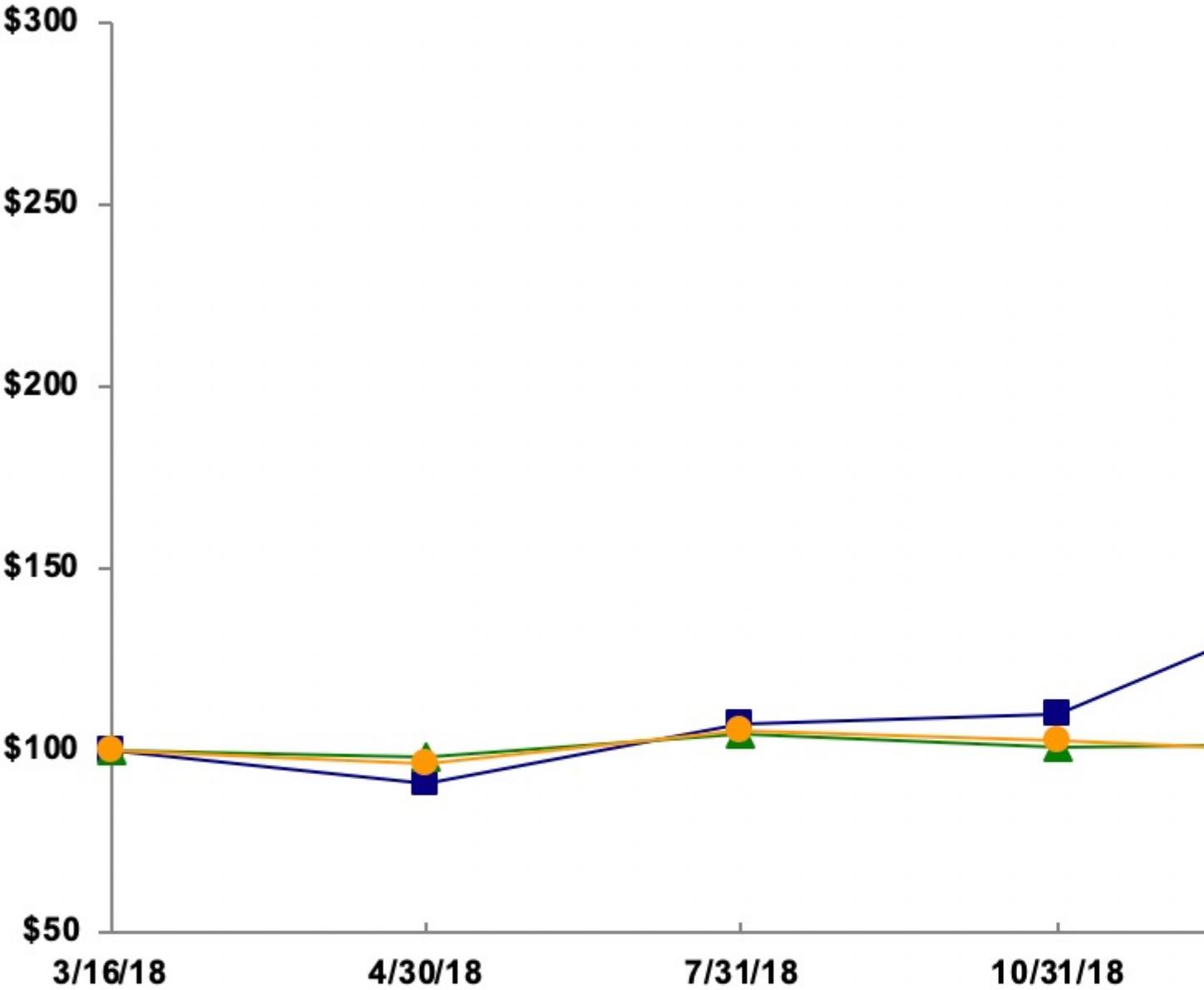
This performance graph shall not be deemed "soliciting material" or to be "filed" with the SEC for purposes of Section 18 of the Securities Exchange Act of 1934, as amended (the "Exchange Act"), or otherwise subject to the liabilities under that Section, and shall not be deemed to be incorporated by reference into any filing of Zscaler, Inc. under the Securities Act or the Exchange Act.

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We have presented below the cumulative total return to our stockholders between March 16, 2018 (the date our common stock commenced trading on the Nasdaq) through July 31, 2019 in comparison to the Standard & Poor's 500 Index and Standard & Poor Information Technology Index. All values assume a \$100 initial investment and data for the Standard & Poor's 500 Index and Standard & Poor Information Technology Index assume reinvestment of dividends. The comparisons are based on historical data and are not indicative of, nor intended to forecast, the future performance of our common stock.

COMPARISON OF 6 QUARTER CUMULATIVE RETURNS

Among Zscaler, Inc., the S&P 500 Index
and the S&P Information Technology Index



—■— Zscaler, Inc.

—▲— S&P 500

Company/Index	March 16, 2018 ^(*)	April 30, 2018	July 31, 2018	October 31, 2018	January 31, 2019	April 30, 2019	July 31, 2019
Zscaler, Inc.	\$ 100.00	\$ 90.58	\$ 107.00	\$ 109.97	\$ 146.58	\$ 207.00	\$ 255.36
S&P 500 Index	\$ 100.00	\$ 97.83	\$ 104.56	\$ 101.16	\$ 101.42	\$ 111.03	\$ 112.91
S&P 500 Information Technology Index	\$ 100.00	\$ 96.18	\$ 105.06	\$ 103.05	\$ 99.00	\$ 118.07	\$ 121.58

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 (*) Base period.

Item 6. Selected Financial Data

The selected consolidated statements of operations data presented below for fiscal 2019, fiscal 2018 and fiscal 2017 and the consolidated balance sheet data as of July 31, 2019 and 2018 are derived from our audited consolidated financial statements that are included elsewhere in this Annual Report on Form 10-K. The selected consolidated statements of operations data for fiscal 2016 and fiscal 2015 and the consolidated balance sheet data as of July 31, 2017, 2016 and 2015 have been derived from our audited consolidated financial statements not included elsewhere in this Annual Report on Form 10-K. Our historical results are not necessarily indicative of the results that may be expected in the future. The selected consolidated financial data and other data set forth below should be read in conjunction with the section entitled "Management's Discussion and Analysis of Financial Condition and Results of Operations" and our consolidated financial statements and related notes included elsewhere in this Annual Report on Form 10-K.

	Year Ended July 31,				
	2019	2018	2017	2016	2015
(in thousands, except per share data)					
Consolidated Statements of Operations Data:					
Revenue	\$ 302,836	\$ 190,174	\$ 125,717	\$ 80,325	\$ 53,707
Cost of revenue ⁽¹⁾⁽²⁾	59,669	37,875	27,472	20,127	14,431
Gross profit	243,167	152,299	98,245	60,198	39,276
Operating expenses:					
Sales and marketing ⁽¹⁾⁽²⁾	169,913	116,409	79,236	56,702	32,191
Research and development ⁽¹⁾⁽²⁾	61,969	39,379	33,561	20,940	15,034
General and administrative ⁽¹⁾⁽³⁾	46,598	31,135	20,521	9,399	4,469
Total operating expenses	278,480	186,923	133,318	87,041	51,694
Loss from operations	(35,313)	(34,624)	(35,073)	(26,843)	(12,418)
Interest income, net	7,730	2,236	597	289	162
Other income (expense), net	(329)	79	(107)	(416)	(343)
Loss before income taxes	(27,912)	(32,309)	(34,583)	(26,970)	(12,599)
Provision for income taxes	743	1,337	877	468	233
Net loss	\$ (28,655)	\$ (33,646)	\$ (35,460)	\$ (27,438)	\$ (12,832)
Accretion of Series C and D redeemable convertible preferred stock	—	(6,332)	(9,570)	(8,648)	(147)
Net loss attributable to common stockholders	\$ (28,655)	\$ (39,978)	\$ (45,030)	\$ (36,086)	\$ (12,979)
Net loss per share attributable to common stockholders, basic and diluted ⁽⁴⁾	\$ (0.23)	\$ (0.63)	\$ (1.54)	\$ (1.36)	\$ (0.55)
Weighted-average shares used in computing net loss per share attributable to common stockholders, basic and diluted ⁽⁴⁾	123,566	63,881	29,221	26,521	23,519

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⁽¹⁾ Includes stock-based compensation expense as follows:

	Year Ended July 31,				
	2019	2018	2017	2016	2015
	(in thousands)				
Cost of revenue	\$ 2,926	\$ 757	\$ 348	\$ 189	\$ 116
Sales and marketing	23,118	5,044	2,794	1,574	611
Research and development	15,090	3,045	5,574	1,025	648
General and administrative	5,289	2,378	1,203	829	186
Total	\$ 46,423	\$ 11,224	\$ 9,919	\$ 3,617	\$ 1,561

⁽²⁾ Includes amortization expense of acquired intangible assets as follows:

	Year Ended July 31,				
	2019	2018	2017	2016	2015
	(in thousands)				
Cost of revenue	\$ 512	\$ —	\$ —	\$ —	\$ —
Sales and marketing	386	—	—	—	—
Research and development	10	—	—	—	—
Total	\$ 908	\$ —	\$ —	\$ —	\$ —

⁽³⁾ Includes certain litigation-related expenses as follows:

	Year Ended July 31,				
	2019	2018	2017	2016	2015
	(in thousands)				
Litigation-related expenses	\$ 13,079	\$ 8,039	\$ 5,827	\$ —	\$ —

⁽⁴⁾ See Note 12, Net Loss Per Share Attributable to Common Stockholders, of our consolidated financial statements included elsewhere in this Annual Report on Form 10-K for an explanation of the method used to calculate our basic and diluted net loss per share attributable to common stockholders and the weighted-average number of shares used in the computation of the per share amounts.

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	July 31,				
	2019	2018	2017	2016	2015
	(in thousands)				
Consolidated Balance Sheet Data:					
Cash and cash equivalents	\$ 78,484	\$ 135,579	\$ 87,978	\$ 92,842	\$ 83,842
Short-term investments	\$ 286,162	\$ 162,960	\$ —	\$ —	\$ —
Working capital ^(*)	\$ 234,137	\$ 204,332	\$ 22,450	\$ 49,157	\$ 50,625
Total assets	\$ 604,162	\$ 447,781	\$ 182,902	\$ 153,518	\$ 116,620
Deferred revenue, current and noncurrent	\$ 251,202	\$ 164,023	\$ 96,619	\$ 65,913	\$ 49,780
Redeemable convertible preferred stock	\$ —	\$ —	\$ 200,977	\$ 191,407	\$ 157,802
Accumulated deficit	\$ (224,455)	\$ (196,100)	\$ (162,016)	\$ (126,556)	\$ (109,442)
Total stockholders' equity (deficit)	\$ 308,558	\$ 240,236	\$ (151,142)	\$ (124,740)	\$ (105,656)

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(*) Working capital is defined as current assets less current liabilities.

Non-GAAP Financial Measures and Key Business Metrics

The following table shows certain non-GAAP financial measures. A reconciliation for each non-GAAP measure is contained in the "Non-GAAP Financial Measures" section of Item 7 "Management's Discussion and Analysis of Financial Condition and Results of Operations" of this Annual Report on Form 10-K.

Year Ended July 31,

	2019	2018	2017	2016	2015
	(in thousands)				
Gross profit	\$ 243,167	\$ 152,299	\$ 98,245	\$ 60,198	\$ 39,276
Non-GAAP gross profit	\$ 246,605	\$ 153,056	\$ 98,593	\$ 60,387	\$ 39,392
Gross margin	80 %	80 %	78 %	75 %	73 %
Non-GAAP gross margin	81 %	80 %	78 %	75 %	73 %
Loss from operations	\$ (35,313)	\$ (34,624)	\$ (35,073)	\$ (26,843)	\$ (12,418)
Non-GAAP income (loss) from operations	\$ 25,097	\$ (15,361)	\$ (19,327)	\$ (23,226)	\$ (10,857)
Operating margin	(12)%	(18)%	(28)%	(33)%	(23)%
Non-GAAP operating margin	8 %	(8)%	(15)%	(29)%	(20)%
Net cash provided by (used in) operating activities	\$ 58,027	\$ 17,307	\$ (6,019)	\$ (11,916)	\$ (3,279)
Net cash used in investing activities	\$ (162,074)	\$ (178,103)	\$ (8,174)	\$ (6,247)	\$ (595)
Net cash provided by financing activities	\$ 46,384	\$ 208,397	\$ 9,497	\$ 27,563	\$ 85,615
Free cash flow	\$ 29,345	\$ 2,137	\$ (14,193)	\$ (18,163)	\$ (9,984)
Net cash provided by (used in) operating activities as a percentage of revenue	19 %	9 %	(5)%	(15)%	(6)%
Free cash flow margin	10 %	1 %	(11)%	(23)%	(19)%

Item 7. Management's Discussion and Analysis of Financial Condition and Results of Operations

The following discussion and analysis of our financial condition and results of operations should be read in conjunction with our consolidated financial statements and related notes included elsewhere in this Annual Report on Form 10-K. As discussed in the section titled "Special Note Regarding Forward-Looking Statements," the following discussion contains forward-looking statements that involve risks and uncertainties. Our actual results could differ materially from those discussed below. Factors that could cause or contribute to such difference include, but are not limited to, those identified below and those discussed in the section titled "Risk Factors" and elsewhere in this Annual Report on Form 10-K. Our fiscal year ends July 31, and our fiscal quarters end on October 31, January 31, April 30 and July 31. Our fiscal years ended July 31, 2019, July 31, 2018 and July 31, 2017 are referred to as fiscal 2019, fiscal 2018 and fiscal 2017, respectively.

Overview

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. We pioneered a security cloud that represents a fundamental shift in the architectural design and approach to network security.

We generate revenue primarily from sales of subscriptions to access our cloud platform, together with related support services. We also generate an immaterial amount of revenue from professional and other services, which consist primarily of fees associated with mapping, implementation, network design and training. Our subscription pricing is calculated on a per-user basis. We recognize subscription and support revenue ratably over the life of the contract, which is generally one to three years. As of July 31, 2019, we had expanded our operations to over 3,900 customers across every major industry, with users in 185 countries. Government agencies and some of the largest enterprises in the world rely on us to help them transform to the cloud, including more than 400 of the Forbes Global 2000.

We operate our business as one reportable segment. Our revenue has experienced significant growth in recent periods. For fiscal 2019, fiscal 2018 and fiscal 2017, our revenue was \$302.8 million, \$190.2 million and \$125.7 million, respectively, representing year-over-year growth rate for fiscal 2019 and fiscal 2018 of 59% and 51%, respectively. However, we have incurred net losses in all periods since our inception. For fiscal 2019, fiscal 2018 and fiscal 2017, our net loss was \$28.7 million, \$33.6 million and \$35.5 million, respectively. We expect we will continue to incur net losses for the foreseeable future, as we continue to invest in our sales and marketing organization to take advantage of our market opportunity, to invest in research and development efforts to enhance the functionality of our cloud platform, to incur additional compliance and other related costs as we operate as a public company, and address ongoing legal matters and related accruals, certain of which are described in further detail in Note 7, Commitments and Contingencies, of our consolidated financial statements included elsewhere in this Annual Report on Form 10-K.

Initial Public Offering

In March 2018, we completed our initial public offering (IPO) of common stock, in which we sold 13,800,000 shares. The shares were sold at an IPO price of \$16.00 per share for net proceeds of \$205.3 million, after deducting underwriters' discounts and commissions of \$15.5 million. In connection with the IPO, we incurred offering costs of \$6.2 million which were recorded within stockholders' equity as a reduction of the net proceeds received from the IPO. Immediately prior to the closing of the IPO, all our outstanding shares of convertible preferred stock were automatically converted into 72,500,750 shares of common stock on a one-to-one basis.

Certain Factors Affecting Our Performance

Increased Internet Traffic and Adoption of Cloud-Based Software and Security

The adoption of cloud applications and infrastructure, explosion of internet traffic volumes and shift to mobile-first computing generally, and the pace at which enterprises adopt the internet as their corporate network in particular, impact our ability to drive market adoption of our cloud platform. We believe that most enterprises are in the early stages of a broad transformation to the cloud. Organizations are increasingly relying on the internet to operate their businesses, deploying new SaaS applications and migrating internally managed line-of-business applications to the cloud. However, the growing dependence on the internet has increased exposure to malicious or compromised websites, and sophisticated hackers are exploiting the gaps left by legacy network security appliances. To securely access the internet and transform their networks, organizations must also make fundamental changes in their network and security architectures. We believe that most organizations have yet to fully make these investments. Since we enable organizations to securely transform to the cloud, we believe that the imperative for organizations to securely move to the cloud will increase demand for our cloud platform and broaden our customer base.

New Customer Acquisition

We believe that our ability to increase the number of customers on our cloud platform is an indicator of our market penetration and our future business opportunities. As of July 31, 2019, 2018 and 2017, we had over 3,900, 3,250 and 2,800 customers, respectively, across all major geographies. As of July 31, 2019, we had over 400 of the Forbes Global 2000 as customers. Our ability to continue to grow this number will increase our future opportunities for renewals and follow-on sales. We believe that we have significant room to capture additional market share and intend to continue to invest significantly in sales and marketing to engage our prospective customers, increase brand awareness, further leverage our channel partnerships and drive adoption of our solution.

Follow-On Sales

We typically expand our relationship with our customers over time. While most of our new customers route all of their internet-bound web traffic through our cloud platform, some of our customers initially use our services for specific users or specific security functionality. We leverage our land-and-expand model with the goal of generating incremental revenue, often within the term of the initial subscription, by increasing sales to our existing customers in one of three ways:

- expanding deployment of our cloud platform to cover additional users;
- upgrading to a more advanced Business, Transformation or Secure Transformation suite; and
- selling a ZPA subscription to a ZIA customer, a ZIA subscription to a ZPA customer, or other features on an a la carte basis.

These purchases increase the Annual Recurring Revenue ("ARR") attributable to our customers over time. To establish ARR for a customer, we use the total amount of each order booked to compute the annual recurring value of revenue that we would recognize if the customer continues to renew all contractual subscriptions. For example, a contract for \$3.0 million with a contractual term of three years would have ARR of \$1.0 million as long as our customer uses our cloud platform.

Investing in Business Growth

Since our founding, we have invested significantly in growing our business. We intend to continue (i) investing in our research and development organization and our development efforts to offer new solutions on our platform and (ii) dedicating resources to update and upgrade our existing solutions. In addition, we expect our general and administrative expenses to

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increase in absolute dollars in the foreseeable future, as we continue to operate as a public company and deal with ongoing legal matters and related accruals, certain of which are described in further detail in Note 7, Commitments and Contingencies, of our consolidated financial statements included elsewhere in this Annual Report on Form 10-K.

We also intend to continue to invest significantly in sales and marketing to grow and train our sales force, broaden our brand awareness and expand and deepen our channel partner relationships. While these planned investments will increase our operating expenses in the short term, we believe that over the long term these investments will help us to expand our customer base and grow our business. We also are investing in programs to increase recognition of our brand and solutions, including joint marketing activities with our channel partners and strategic partners.

While we expect our operating expenses to increase in absolute dollars in the foreseeable future, as a result of these activities, we will balance these investments in future growth with a continued focus on managing our results of operations and investing judiciously. In the long term we anticipate that these investments will positively impact our business and results of operations.

Key Business Metrics and Other Financial Measures

We review a number of operating and financial metrics, including the following key metrics, to measure our performance, identify trends, formulate business plans and make strategic decisions.

Dollar-Based Net Retention Rate

We believe that dollar-based net retention rate is a key metric to measure the long-term value of our customer relationships because it is driven by our ability to retain and expand the recurring revenue generated from our existing customers. Our dollar-based net retention rate compares the recurring revenue from a set of customers against the same metric for the prior 12-month period on a trailing basis. Because our customers have repeat buying patterns and the average term of our contracts is more than 12 months, we measure this metric over a set of customers who were with us as of the last day of the same reporting period in the prior fiscal year. Our dollar-based net retention rate includes customer attrition. We have not experienced a material increase in customer attrition rates in recent periods.

We calculate our dollar-based net retention rate as follows:

- Denominator: To calculate our dollar-based net retention rate as of the end of a reporting period, we first establish the ARR from all active subscriptions as of the last day of the same reporting period in the prior fiscal year. This effectively represents recurring dollars that we expect in the next 12-month period from the cohort of customers that existed on the last day of the same reporting period in the prior fiscal year.
- Numerator: We measure the ARR for that same cohort of customers representing all subscriptions based on confirmed customer orders booked by us as of the end of the reporting period.

Dollar-based net retention rate is obtained by dividing the numerator by the denominator. Our dollar-based net retention rate may fluctuate due to a number of factors, including the performance of our cloud platform, the timing and the rate of ARR expansion of our existing customers, potential changes in our rate of renewals and other risk factors described in this Annual Report on Form 10-K.

	Trailing 12 Months Ended July 31,		
	2019	2018	2017
Dollar-based net retention rate	118%	117%	115%

Non-GAAP Financial Measures

In addition to our results determined in accordance with U.S. GAAP, we believe the following non-GAAP measures are useful in evaluating our operating performance. We use the following non-GAAP financial information to evaluate our ongoing operations and for internal planning and forecasting purposes. We believe that non-GAAP financial information, when taken collectively, may be helpful to investors because it provides consistency and comparability with past financial performance. However, non-GAAP financial information is presented for supplemental informational purposes only, has limitations as an analytical tool and should not be considered in isolation or as a substitute for financial information presented in accordance with U.S. GAAP. In particular, free cash flow is not a substitute for cash used in operating activities. Additionally, the utility of free cash flow as a measure of our liquidity is further limited as it does not represent the total increase or decrease in our cash balance for a given period. In addition, other companies, including companies in our industry, may calculate similarly-titled non-GAAP measures differently or may use other measures to evaluate their performance, all of which could reduce the usefulness of our non-GAAP financial measures as tools for comparison. A reconciliation is provided below for each non-GAAP financial measure to the most directly comparable financial measure stated in accordance with U.S. GAAP. Investors are encouraged to review the related GAAP financial measures and the reconciliation of these non-GAAP financial measures to their most directly comparable GAAP financial measures, and not to rely on any single financial measure to evaluate our business.

Non-GAAP Gross Profit and Non-GAAP Gross Margin

We define non-GAAP gross profit as GAAP gross profit excluding stock-based compensation expense and amortization of acquired intangible assets. We define non-GAAP gross margin as non-GAAP gross profit as a percentage of revenue.

	Year Ended July 31,		
	2019	2018	2017
	(in thousands)		
Gross profit	\$ 243,167	\$ 152,299	\$ 98,245
Add:			
Stock-based compensation expense	2,926	757	348
Amortization expense of acquired intangible assets	512	—	—
Non-GAAP gross profit	<u>\$ 246,605</u>	<u>\$ 153,056</u>	<u>\$ 98,593</u>
Gross margin	80 %	80 %	78 %
Non-GAAP gross margin	81 %	80 %	78 %

Non-GAAP Income (Loss) from Operations and Non-GAAP Operating Margin

We define non-GAAP income (loss) from operations as GAAP loss from operations excluding stock-based compensation expense, certain litigation-related expenses and amortization expense of acquired intangible assets. We define non-GAAP operating margin as non-GAAP loss from operations as a percentage of revenue. These excluded litigation-related expenses are professional fees and related costs incurred by us in defending against significant claims that we deem not to be in the ordinary course of our business and, if applicable, accruals related to estimated losses in connection with these claims. There are many uncertainties and potential outcomes associated with any litigation, including the expense of litigation, timing of such expenses, court rulings, unforeseen developments, complications and

delays, each of which may affect our results of operations from period to period, as well as the unknown magnitude of the potential loss relating to any lawsuit, all of which are inherently subject to change, difficult to estimate and could adversely affect our results of operations.

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	Year Ended July 31,		
	2019	2018	2017
	(in thousands)		
Loss from operations	\$ (35,313)	\$ (34,624)	\$ (35,073)
Add:			
Stock-based compensation expense	46,423	11,224	9,919
Litigation-related expenses	13,079	8,039	5,827
Amortization expense of acquired intangible assets	908	—	—
Non-GAAP income (loss) from operations	\$ 25,097	\$ (15,361)	\$ (19,327)
Operating margin	(12)%	(18)%	(28)%
Non-GAAP operating margin	8 %	(8)%	(15)%

Free Cash Flow and Free Cash Flow Margin

Free cash flow is a non-GAAP financial measure that we calculate as net cash provided by (used in) operating activities less purchases of property, equipment and other and capitalized internal-use software. Free cash flow margin is calculated as free cash flow divided by revenue. We believe that free cash flow and free cash flow margin are useful indicators of liquidity that provide information to management and investors about the amount of cash generated from our operations that, after the investments in property, equipment and other and capitalized internal-use software, can be used for strategic initiatives, including investing in our business, and strengthening our financial position.

Free cash flow includes the cyclical impact of inflows and outflows resulting from contributions to our employee stock purchase plan for which the purchase period of approximately six months ends in each of our second and fourth fiscal quarter. As of July 31, 2019, the employee contributions to our employee stock purchase plan was \$2.1 million, which will be reclassified to stockholders' equity upon issuance of the shares during our second quarter of fiscal 2020.

	Year Ended July 31,		
	2019	2018	2017
	(in thousands)		
Net cash provided by (used in) operating activities	\$ 58,027	\$ 17,307	\$ (6,019)
Less: Purchases of property, equipment and other	(25,520)	(13,397)	(7,783)
Less: Capitalized internal-use software	(3,162)	(1,773)	(391)
Free cash flow	<u>\$ 29,345</u>	<u>\$ 2,137</u>	<u>\$ (14,193)</u>
As a percentage of revenue:			
Net cash provided by (used in) operating activities	19 %	9 %	(5)%
Less: Purchases of property, equipment and other	(8)	(7)	(6)
Less: Capitalized internal-use software	(1)	(1)	—
Free cash flow margin	<u>10 %</u>	<u>1 %</u>	<u>(11)%</u>

Calculated Billings

Calculated billings is a non-GAAP financial measure that we believe is a key metric to measure our periodic performance. Calculated billings represents our total revenue plus the change in deferred revenue in a period. Calculated billings in any particular period aims to reflect amounts invoiced for subscriptions to access our cloud platform, together with related support services related to our new and existing customers. We typically invoice our customers annually in advance, and to a lesser extent quarterly in advance, monthly in advance or multi-year in advance. Calculated billings increased \$132.4 million, or 51%, in fiscal 2019 over fiscal 2018, and \$101.2 million, or 65%, in fiscal 2018 over fiscal 2017. As calculated

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billings continues to grow in absolute terms, we expect our calculated billings growth rate to trend down over time. We also expect that calculated billings will be affected by seasonality in terms of when we enter into agreements with customers; and the mix of billings in each reporting period as we typically invoice customers annually in advance, and to a lesser extent quarterly in advance, monthly in advance or multi-year in advance.

	Year Ended July 31,		
	2019	2018	2017
	(in thousands)		
Revenue	\$ 302,836	\$ 190,174	\$ 125,717
Add: Total deferred revenue, end of period	251,202	164,023	96,619
Less: Total deferred revenue, beginning of period	(164,023)	(96,619)	(65,913)
Calculated billings	\$ 390,015	\$ 257,578	\$ 156,423

Components of Results of Operations

Revenue

We generate revenue primarily from sales of subscriptions to access our cloud platform, together with related support services. These subscription and related support services accounted for approximately 99% of our revenue for fiscal 2019, fiscal 2018 and fiscal 2017. Our contracts with our customers do not at any time provide the customer with the right to take possession of the software that runs our cloud platform. Our customers may also purchase professional services, such as mapping, implementation, network design and training. Professional services account for an immaterial portion of our revenue.

We generate revenue from contracts with typical durations ranging from one to three years. We typically invoice our customers annually in advance, and to a lesser extent quarterly in advance, monthly in advance or multi-year in advance. We recognize revenue ratably over the life of the contract. Amounts that have been invoiced are recorded in deferred revenue, or they are recorded in revenue if the revenue recognition criteria have been met. Subscriptions that are invoiced annually in advance or multi-year in advance represent a significant portion of our short-term and long-term deferred revenue in comparison to invoices issued quarterly in advance or monthly in advance. Accordingly, we cannot predict the mix of invoicing schedules in any given period.

We generally experience seasonality in terms of when we enter into agreements with our customers. We typically enter into a higher percentage of agreements with new customers, as well as renewal agreements with existing customers, in our second and fourth fiscal quarters. However, because we recognize revenue ratably over the terms of our subscription contracts, a substantial portion of the revenue that we report in each period is attributable to the recognition of deferred revenue relating to agreements that we entered into during previous periods. Consequently, increases or decreases in new sales or renewals in any one period may not be immediately reflected as revenue for that period. Accordingly, the effect of downturns in sales and market acceptance of our platform, and potential changes in our rate of renewals, may not be fully reflected in our results of operations until future periods.

Cost of Revenue

Cost of revenue includes expenses related to operating our cloud platform in data centers, depreciation of our data center equipment, related overhead costs and the amortization of our capitalized internal-use software. Cost of revenue also includes employee-related costs, including salaries, bonuses, stock-based compensation expense and employee benefit costs associated with our customer support and cloud operations organizations. Cost of revenue also includes overhead costs for facilities, IT, and amortization and depreciation expense.

As our customers expand and increase the use of our cloud platform driven by additional applications and connected devices, our cost of revenue will increase due to higher bandwidth and data center expenses. However, we expect to continue to benefit from economies of scale as our customers increase the use of our cloud platform. We intend to continue to invest additional resources in our cloud platform and our customer support organizations as we grow our business. The level and timing of investment in these areas could affect our cost of revenue in the future.

Gross Profit and Gross Margin

Gross profit, or revenue less cost of revenue, and gross margin, or gross profit as a percentage of revenue, have been and will continue to be affected by various factors, including the timing of our acquisition of new customers and our renewals of and follow-on sales to existing customers, the average sales price of our services, mix of services offered in our solutions, the data center and bandwidth costs associated with operating our cloud platform, the extent to which we expand our customer support and cloud operations organizations and the extent to which we can increase the efficiency of our technology, infrastructure and data centers through technological improvements. We expect our gross profit to increase in absolute dollars and our gross margin to remain relatively unchanged over the long-term, although our gross profit and gross margin could fluctuate from period to period depending on the interplay of all of the above factors.

Operating Expenses

Our operating expenses consist of sales and marketing, research and development and general and administrative expenses. Personnel costs are the most significant component of operating expenses and consist of salaries, benefits, bonuses, stock-based compensation expense and, with respect to sales and marketing expenses, sales commissions that are recognized as expenses. Operating expenses also include overhead costs for facilities, IT and depreciation expense and amortization expense.

Sales and Marketing

Sales and marketing expenses consist primarily of employee compensation and related expenses, including salaries, bonuses and benefits for our sales and marketing employees, sales commissions that are recognized as expenses over the period of benefit, stock-based compensation expense, marketing programs, travel and entertainment expenses, expenses for conferences and events and allocated overhead costs. We capitalize our sales commissions and associated payroll taxes and recognize them as expenses over the estimated period of benefit. The amount recognized in our sales and marketing expenses reflects the amortization of cost previously deferred as attributable to each period presented in this Annual Report on Form 10-K, as described below under "Critical Accounting Policies and Estimates." We intend to continue to make significant investments in our sales and marketing organization to drive additional revenue, further penetrate the market and expand our global customer base. As a result, we expect our sales and marketing expenses to continue to increase in absolute dollars and to be our largest operating expense category for the foreseeable future. In particular, we will continue

to invest in growing and training our sales force, broadening our brand awareness and expanding and deepening our channel partner relationships. However, we expect our sales and marketing expenses to decrease as a percentage of our revenue over the long term,

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although our sales and marketing expenses may fluctuate as a percentage of our revenue from period to period due to the timing and extent of these expenses.

Research and Development

Our research and development expenses support our efforts to add new features to our existing offerings and to ensure the reliability, availability and scalability of our solutions. Our cloud platform is software-driven, and our research and development teams employ software engineers in the design, and the related development, testing, certification and support, of these solutions. Accordingly, a majority of our research and development expenses result from employee-related costs, including salaries, bonuses and benefits, stock-based compensation expense and costs associated with technology tools used by our engineers. We expect our research and development expenses to continue to increase in absolute dollars for the foreseeable future, as we continue to invest in research and development efforts to enhance the functionality of our cloud platform, improve the reliability, availability and scalability of our platform and access new customer markets. However, we expect our research and development expenses to decrease as a percentage of our revenue over the long term, although our research and development expenses may fluctuate as a percentage of our revenue from period to period due to the timing and extent of these expenses.

General and Administrative

General and administrative expenses consist primarily of employee-related costs, including salaries and bonuses, stock-based compensation expense and employee benefit costs for our finance, legal, human resources and administrative personnel, as well as professional fees for external legal services (including certain litigation-related expenses), accounting and other related consulting services. These litigation-related expenses include professional fees and related costs incurred by us in defending significant claims that we deem not to be in the ordinary course of our business and, if applicable, accruals related to estimated losses in connection with these claims. We expect our general and administrative expenses to increase in absolute dollars for the foreseeable future, as we continue to incur compliance costs and other related costs necessary to operate as a public company, and due to ongoing legal matters and related accruals, certain of which are described in further detail in Note 7, Commitments and Contingencies, of our consolidated financial statements included elsewhere in this Annual Report on Form 10-K. However, we expect our general and administrative expenses to decrease as a percentage of our revenue over the long term, although our general and administrative expenses may fluctuate as a percentage of our revenue from period to period due to the timing and extent of these expenses. In particular, litigation-related expenses related to significant litigation claims may result in significant fluctuations from period to period as they are inherently subject to change and difficult to estimate.

Interest Income, net

Interest income consist primarily of income earned on our cash equivalents and short-term investments and interest earned on outstanding notes receivable extended to certain current and former employees who early exercised their stock options. During the three months ended October 31, 2018, the principal amount and accrued interest of the outstanding notes receivable were fully repaid. For more information on these notes receivable, refer to Note 10, Stock-Based Compensation, of our consolidated financial statements included elsewhere in this Annual Report on Form 10-K.

Other Income (expense), net

Other income (expense), net consists primarily of foreign currency transaction gains and losses.

Provision for Income Taxes

Our provision for income taxes consists primarily of income and withholding taxes in the foreign jurisdictions in which we conduct business, offset by the tax benefit for excess stock-based compensation deductions in the U.K. and partial release of our U.S. valuation allowance related to the Appsulate acquisition. We have not recorded any U.S. federal income tax expense. In the U.S. we have recorded deferred tax assets for which we provide a full valuation allowance, which includes net operating loss carryforwards and tax credits. We expect to maintain this full valuation allowance for the foreseeable future as it is more likely than not that some or all of those deferred tax assets may not be realized based on our history of losses. During fiscal 2019, we determined that due to the weight of objectively verifiable negative evidence, our deferred tax assets in United Kingdom ("U.K.") are no longer more likely than not to be realized in future and a full valuation allowance was recorded during the period.

Results of Operations

The following tables set forth our results of operations for the periods presented in dollars and as a percentage of our revenue:

	Year Ended July 31,		
	2019	2018	2017
	(in thousands)		
Revenue	\$ 302,836	\$ 190,174	\$ 125,717
Cost of revenue ⁽¹⁾⁽²⁾	59,669	37,875	27,472
Gross profit	243,167	152,299	98,245
Operating expenses:			
Sales and marketing ⁽¹⁾⁽²⁾	169,913	116,409	79,236
Research and development ⁽¹⁾⁽²⁾	61,969	39,379	33,561
General and administrative ⁽¹⁾⁽³⁾	46,598	31,135	20,521
Total operating expenses	278,480	186,923	133,318
Loss from operations	(35,313)	(34,624)	(35,073)
Interest income, net	7,730	2,236	597
Other income (expense), net	(329)	79	(107)
Loss before income taxes	(27,912)	(32,309)	(34,583)
Provision for income taxes	743	1,337	877
Net loss	\$ (28,655)	\$ (33,646)	\$ (35,460)

⁽¹⁾ Includes stock-based compensation expense as follows:

	Year Ended July 31,		
	2019	2018	2017
	(in thousands)		
Cost of revenue	\$ 2,926	\$ 757	\$ 348
Sales and marketing	23,118	5,044	2,794
Research and development	15,090	3,045	5,574
General and administrative	5,289	2,378	1,203
Total	\$ 46,423	\$ 11,224	\$ 9,919

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⁽²⁾ Includes amortization expense of acquired intangible assets as follows:

	Year Ended July 31,		
	2019	2018	2017
	(in thousands)		
Cost of revenue	\$ 512	\$ —	\$ —
Sales and marketing	386	—	—
Research and development	10	—	—
Total	\$ 908	\$ —	\$ —

⁽³⁾ Includes certain litigation-related expenses as follows:

	Year Ended July 31,		
	2019	2018	2017
	(in thousands)		
Litigation-related expenses	\$ 13,079	\$ 8,039	\$ 5,827

	Year Ended July 31,		
	2019	2018	2017
Revenue	100%	100%	100%
Cost of revenue	20	20	22
Gross margin	80	80	78
Operating expenses			
Sales and marketing	56	61	63
Research and development	21	21	27
General and administrative	15	16	16
Total operating expenses	92	98	106
Operating margin	(12)	(18)	(28)
Interest income, net	3	1	—
Other income (expense), net	—	—	—
Loss before income taxes	(9)	(17)	(28)
Provision for income taxes	—	1	—
Net loss	(9)%	(18)%	(28)%

Comparison of Fiscal 2019 and Fiscal 2018

Revenue

	Year Ended July 31,		Change	
	2019	2018	\$	%
	(in thousands)			
Revenue	\$ 302,836	\$ 190,174	\$ 112,662	59 %

Revenue increased by \$112.7 million, or 59%, in fiscal 2019, compared to fiscal 2018. The increase was driven by an increase in users and sales of additional subscriptions to existing customers as reflected by our dollar-based net retention rate of 118% for the trailing 12 months ended July 31, 2019. The remainder of the increase in revenue was attributable to the

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addition of new customers, which contributed \$24.4 million in revenue, as we increased our customer base by 18% from July 31, 2018 to July 31, 2019.

Cost of Revenue and Gross Margin

	Year Ended July 31,		Change	
	2019	2018	\$	%
	(in thousands)			
Cost of revenue	\$ 59,669	\$ 37,875	\$ 21,794	58 %
Gross margin	80 %	80 %		

Cost of revenue increased by \$21.8 million, or 58%, in fiscal 2019, compared to fiscal 2018. The overall increase in cost of revenue was driven primarily by the expanded use of our cloud platform by existing and new customers, which led to an increase of \$11.0 million for data center and equipment related costs for hosting and operating our cloud platform for our expanded customer base. Additionally, our employee-related expenses increased by \$8.7 million, inclusive of an increase of \$2.2 million in stock-based compensation expense, driven primarily by a 52% increase in headcount in our customer support and cloud operations organizations from July 31, 2018 to July 31, 2019 and by the shift from granting stock options to restricted stock units subsequent to our IPO. The remainder of the increase was primarily attributable to increased expenses of \$1.1 million in facility and IT expenses.

Gross margin remained flat for fiscal 2019 compared to fiscal 2018 as our cost of providing our services were proportionately offset by growth in our revenue.

Operating Expenses

Sales and Marketing Expenses

	Year Ended July 31,		Change	
	2019	2018	\$	%
	(in thousands)			
Sales and marketing	\$ 169,913	\$ 116,409	\$ 53,504	46 %

Sales and marketing expenses increased by \$53.5 million, or 46%, for fiscal 2019, compared to fiscal 2018. The increase was primarily driven by an increase of \$35.2 million in employee-related expenses, inclusive of an increase of \$18.1 million in stock-based compensation expense, and an increase of \$6.7 million in sales commissions expense, driven by a 38% increase in headcount in our sales and marketing organization from July 31, 2018 to July 31, 2019. The increase in stock-based compensation was also attributable to the shift from granting stock options to restricted stock units subsequent to our IPO. The remainder of the increase was primarily attributable to increased expenses of \$5.9 million in marketing and advertising expenses, \$2.8 million in travel expenses and \$2.1 million in facility and IT expenses.

Research and Development Expenses

	Year Ended July 31,		Change	
	2019	2018	\$	%
	(in thousands)			
Research and development	\$ 61,969	\$ 39,379	\$ 22,590	57 %

Research and development expenses increased by \$22.6 million, or 57%, for fiscal 2019, compared to fiscal 2018 as we continued to develop and enhance the functionality of our cloud platform. The increase was primarily driven by an increase of \$21.3 million in employee-related expenses, inclusive of an increase of \$12.0 million in stock-based compensation

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expense, driven by a 36% increase in headcount from July 31, 2018 to July 31, 2019 and by our shift from granting stock options to granting restricted stock units subsequent to our IPO. The remainder of the increase was primarily attributable to increased expenses of \$1.2 million for facility and IT expenses.

General and Administrative Expenses

	Year Ended July 31,		Change	
	2019	2018	\$	%
	(in thousands)			
General and administrative	\$ 46,598	\$ 31,135	\$ 15,463	50 %

General and administrative expenses increased by \$15.5 million, or 50%, for fiscal 2019, compared to fiscal 2018. The overall increase was primarily due to an increase of \$6.3 million in employee-related expenses, inclusive of a net increase of \$2.9 million in stock-based compensation expense, driven by a 37% increase in headcount from July 31, 2018 to July 31, 2019, and also by our shift from granting stock options to granting restricted stock units subsequent to our IPO. Additionally, we recognized an increase of \$6.1 million in legal expenses, which is primarily attributable to \$4.1 million expense recognized as a result of a legal settlement reached with Finjan in April 2019. For further information on this settlement refer to Note 7, Commitments and Contingencies, of our consolidated financial statements included elsewhere in this Annual Report on Form 10-K. The remainder of increase was primarily attributable to \$1.7 million in professional services as we transitioned to being a public company and \$0.4 million in facility and IT expenses.

Interest Income, net

	Year Ended July 31,		Change	
	2019	2018	\$	%
	(in thousands)			
Interest income, net	\$ 7,730	\$ 2,236	\$ 5,494	246 %

Interest income, net increased by \$5.5 million, or 246%, for fiscal 2019, compared to fiscal 2018. The increase was primarily driven by increased interest income earned from our investments in cash equivalents and short-term investments, as a result of additional cash received from our IPO and cash generated from our operations.

Other Income (expense), net

	Year Ended July 31,		Change	
	2019	2018	\$	%
	(in thousands)			
Other income (expense), net	\$ (329)	\$ 79	\$ (408)	(516)%

Other income (expense), net decreased by \$0.4 million, or 516%, for fiscal 2019, compared to fiscal 2018. The decrease was primarily driven by fluctuations in foreign currency transaction gains and losses for fiscal 2019, compared to fiscal 2018.

Provision for Income Taxes

	Year Ended July 31,		Change	
	2019	2018	\$	%
	(in thousands)			
Provision for income taxes	\$ 743	\$ 1,337	\$ (594)	(44)%

Our provision for income taxes decreased by \$0.6 million, or 44%, for fiscal 2019, compared to fiscal 2018. The decrease in the provision for income taxes was primarily due to a non-recurring tax benefit associated with the acquisition of

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intangible assets from Appslulate, Inc., which reduced our deferred tax asset and the related valuation allowance. Refer to Note 11, Income Taxes, of our consolidated financial statements included elsewhere in this Annual Report on Form 10-K. Our effective tax rate of (2.7)% and (4.1)% in fiscal 2019 and fiscal 2018, respectively, differs from the applicable U.S. statutory federal income tax rate due to our valuation allowance against our U.S. federal, state, and U.K. deferred tax assets as well as the our foreign income being taxed at different rates than the U.S. statutory rate. The overall income tax expense recorded for the current fiscal year is driven by income taxes for the foreign countries in which we operate, offset by the tax benefit from the release of a portion of our valuation allowance on deferred tax assets as a result of deferred taxes recorded in purchase accounting as part of the acquisition of Appslulate, Inc.

On December 22, 2017, the Tax Cuts and Jobs Act of 2017, or the Tax Act, was enacted. The Tax Act contains several key tax provisions that affect us, including, but not limited to, reducing the U.S. federal corporate tax rate, imposing a one-time mandatory transition tax on previously untaxed foreign earnings and changing rules related to the use of net operating loss carryforwards created in tax years beginning after December 31, 2017. During fiscal 2019, we completed our assessment of the impacts of the Tax Act including the remeasurement of our deferred taxes, the one-time mandatory transition tax, and the policy decision regarding whether to record deferred taxes associated with Global Intangible Low-Taxed Income ("GILTI") within the measurement period provided by Staff Accounting Bulletin No. 118, Income Tax Accounting Implications of the Tax Cuts and Jobs Act ("SAB 118"). Because of the full valuation allowance recorded against our U.S. federal deferred tax assets, there was no incremental tax expense (or benefit) recognized related to finalizing the accounting for the Tax Act. We have elected to account for the tax effects of GILTI as a period cost.

While we believe our current valuation allowance is sufficient, we assess the need for an adjustment to the valuation allowance on a quarterly basis. The assessment is based on our estimates of future sources of taxable income for the jurisdictions in which we operate and the periods over which our deferred tax assets will be realizable. In the event we determine that we will be able to realize all or part of our net deferred tax assets in the future, the valuation allowance will be reversed in the period in which we make such determination. The release of a valuation allowance against deferred tax assets may cause greater volatility in the effective tax rate in the periods in which it is reversed.

Comparison of Fiscal 2018 and Fiscal 2017

Revenue

	Year Ended July 31,		Change	
	2018	2017	\$	%
	(in thousands)			
Revenue	\$ 190,174	\$ 125,717	\$ 64,457	51 %

Revenue increased by \$64.5 million, or 51%, for fiscal 2018, compared to fiscal 2017. The increase in revenue was partially due to the addition of new customers, which contributed \$20.2 million, as we increased our customer base by 16% from July 31, 2017 to July 31, 2018. The remainder of the increase in revenue was attributable to an increase in users and sales of additional subscriptions to existing customers as reflected by our dollar-based net retention rate of 117% for the trailing 12 months ended July 31, 2018.

Cost of Revenue and Gross Margin

	Year Ended July 31,		Change	
	2018	2017	\$	%
	(in thousands)			
Cost of revenue	\$ 37,875	\$ 27,472	\$ 10,403	38 %
Gross margin	80 %	78 %		

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Cost of revenue increased by \$10.4 million, or 38%, for fiscal 2018, compared to fiscal 2017. The overall increase in cost of revenue was driven by expanded use of our cloud platform by existing and new customers. The increase in cost of revenue was primarily due to an increase of \$4.9 million for data center and equipment related costs for hosting and operating our cloud platform for our expanded customer base and an increase in employee-related costs of \$3.0 million, inclusive of an increase of \$0.4 million in stock-based compensation expense, driven by a 38% increase in headcount in our customer support and cloud operations organizations from July 31, 2017 to July 31, 2018. The remainder of the increase was primarily attributable to increased expenses of \$1.0 million for facility and IT costs, \$0.7 million in depreciation and amortization expense and \$0.4 million related to third-party consulting services.

Gross margin increased from 78% during fiscal 2017 to 80% during fiscal 2018. The increase in gross margin was driven by an increase in revenue and was also due in part to the increased efficiency of our technology, infrastructure and data centers enabled by technological improvements, even as our customers expanded their use of our cloud platform.

Operating Expenses

Sales and Marketing Expenses

	Year Ended July 31,		Change	
	2018	2017	\$	%
	(in thousands)			
Sales and marketing	\$ 116,409	\$ 79,236	\$ 37,173	47 %

Sales and marketing expenses increased by \$37.2 million, or 47%, for fiscal 2018, compared to fiscal 2017. The increase was primarily driven by \$24.1 million in increased employee-related costs, inclusive of an increase of \$2.2 million in stock-based compensation expense, driven by a 16% increase in headcount in our sales and marketing organization from July 31, 2017 to July 31, 2018, and by an increase of \$5.4 million in sales commissions expense. The remainder of the increase was primarily attributable to increased expenses of \$4.5 million in marketing and advertising expenses and increased expenses of \$2.4 million for facility and IT expenses.

Research and Development Expenses

	Year Ended July 31,		Change	
	2018	2017	\$	%
	(in thousands)			
Research and development	\$ 39,379	\$ 33,561	\$ 5,818	17 %

Research and development expenses increased by \$5.8 million, or 17%, for fiscal 2018, compared to fiscal 2017 as we continued to develop and enhance the functionality of our cloud platform. In fiscal 2017, research and development expenses included \$4.4 million in stock-based compensation expense, recognized during our fiscal quarter ended January 31, 2017, associated with a one-time secondary stock purchase transaction executed between certain of our employees and certain of our affiliated stockholders, including entities controlled by Jay Chaudhry, our president, chief executive officer and chairman of the board of directors, and Lane Bess, a former member of our board of directors. Refer to Note 15, Related Party Transactions, of our consolidated financial statements included

elsewhere in this Annual Report on Form 10-K. Excluding this transaction, the increase in research and development expenses was primarily driven by \$9.6 million in increased employee-related costs, inclusive of an increase of \$1.9 million in stock-based compensation expense, driven by a 22% increase in headcount from July 31, 2017 to July 31, 2018, and by an increase of \$0.7 million in professional services. These expense increases were partially offset by decreased expenses of \$1.3 million as a result of higher capitalized internal-use software development costs.

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General and Administrative Expenses

	Year Ended July 31,		Change	
	2018	2017	\$	%
(in thousands)				
General and administrative	\$ 31,135	\$ 20,521	\$ 10,614	52 %

General and administrative expenses increased by \$10.6 million, or 52%, for fiscal 2018, compared to fiscal 2017. The increase was primarily driven by \$6.1 million in employee-related costs, inclusive of an increase of \$1.2 million in stock-based compensation expense, driven by a 45% increase in headcount from July 31, 2017 to July 31, 2018, as we transitioned to being a public company. The remainder of the increase was primarily driven by \$3.4 million in increased legal expenses related to ongoing legal matters and related accruals and \$0.6 million for third-party accounting and consulting services.

Interest Income, net

	Year Ended July 31,		Change	
	2018	2017	\$	%
(in thousands)				
Interest income, net	\$ 2,236	\$ 597	\$ 1,639	275 %

Interest income, net increased by \$1.6 million, or 275%, for fiscal 2018, compared to fiscal 2017. The increase was primarily driven by increased interest income earned from our investments in cash equivalents and short-term investments, as a result of additional cash received from our IPO.

Other Income (Expense), net

	Year Ended July 31,		Change	
	2018	2017	\$	%
(in thousands)				
Other income (expense), net	\$ 79	\$ (107)	\$ 186	174 %

Other income (expense), net increased by \$0.2 million, or 174%, for fiscal 2018, compared to fiscal 2017. The increase was primarily driven by fluctuations in foreign currency transaction gains and losses for fiscal 2018, compared to fiscal 2017.

Provision for Income Taxes

	Year Ended July 31,		Change	
	2018	2017	\$	%
	(in thousands)			
Provision for income taxes	\$ 1,337	\$ 877	\$ 460	52 %

Our provision for income taxes increased by \$0.5 million, or 52%, for fiscal 2018, compared to fiscal 2017, primarily related to income taxes in the foreign jurisdictions in which we operate. Our effective tax rate of (4.1%) and (2.5%) in fiscal 2018 and fiscal 2017, respectively, differs from the applicable U.S. statutory federal income tax rate due to an increase in the valuation allowance against our U.S. federal and state deferred tax assets, as well as the benefit of our foreign income being taxed at different rates than the U.S. statutory rate.

On December 22, 2017, the Tax Cuts and Jobs Act of 2017, or the Tax Act, was enacted. The Tax Act contains several key tax provisions that affect us, including, but not limited to, reducing the U.S. federal corporate tax rate, imposing a one-time mandatory transition tax on previously untaxed foreign earnings and changing rules related to the use of net operating loss carryforwards created in tax years beginning after December 31, 2017. During fiscal 2019, we completed our assessment

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of the impacts of the Tax Act including the remeasurement of our deferred taxes, the one-time mandatory transition tax, and the policy decision regarding whether to record deferred taxes associated with GILTI within the measurement period provided by SAB 118. Because of the full valuation allowance recorded against our U.S. federal deferred tax assets, there was no incremental tax expense (or benefit) recognized related to finalizing the accounting for the Tax Act. We have elected to account for the tax effects of GILTI as a period cost.

Quarterly Results of Operations and Other Data

The following sets forth selected unaudited quarterly consolidated statements of operations data for each of the eight quarters in the period ended July 31, 2019. The unaudited quarterly statements of operations data set forth below have been prepared on the same basis as our audited consolidated financial statements and, in the opinion of management, reflect all adjustments, consisting only of normal recurring adjustments, that are necessary for the fair statement of such data. The following quarterly financial data should be read in conjunction with our consolidated financial statements and the related notes included elsewhere in this Annual Report on Form 10-K. Our historical results are not necessarily indicative of the results that may be expected in the future, and the results for any quarter are not necessarily indicative of results to be expected for a full year or any other period.

Consolidated Statements of Operations

	Three Months Ended							
	Oct. 31	Jan. 31	Apr. 30	Jul. 31	Oct. 31	Jan. 31	Apr. 30	Jul. 31
	2017	2018	2018	2018	2018	2019	2019	2019
	(in thousands)							
Revenue	\$ 39,861	\$ 44,976	\$ 49,163	\$ 56,174	\$ 63,298	\$ 74,302	\$ 79,128	\$ 86,108
Cost of revenue ⁽¹⁾⁽²⁾	8,271	8,679	9,424	11,501	12,099	15,271	14,960	17,339
Gross profit	31,590	36,297	39,739	44,673	51,199	59,031	64,168	68,769
Operating expenses:								
Sales and marketing ⁽¹⁾⁽²⁾	26,928	27,110	29,892	32,479	36,545	38,756	45,295	49,317
Research and development ⁽¹⁾⁽²⁾	8,809	9,183	9,907	11,480	13,186	15,071	16,499	17,213
General and administrative ⁽¹⁾⁽³⁾	7,130	6,403	8,964	8,638	10,131	10,386	15,911	10,170
Total operating expenses	42,867	42,696	48,763	52,597	59,862	64,213	77,705	76,700
Loss from operations	(11,277)	(6,399)	(9,024)	(7,924)	(8,663)	(5,182)	(13,537)	(7,931)
Interest income, net	195	213	596	1,232	1,590	1,924	2,081	2,135
Other income (expense), net	(27)	28	14	64	(188)	250	(144)	(247)
Loss before income taxes	(11,109)	(6,158)	(8,414)	(6,628)	(7,261)	(3,008)	(11,600)	(6,043)
Provision (benefit) for income taxes ⁽⁴⁾	289	357	357	334	327	547	636	(767)
Net loss	\$ (11,398)	\$ (6,515)	\$ (8,771)	\$ (6,962)	\$ (7,588)	\$ (3,555)	\$ (12,236)	\$ (5,276)
Accretion of Series C and D redeemable convertible preferred stock	(2,530)	(2,579)	(1,223)	—	—	—	—	—
Net loss attributable to common stockholders	\$ (13,928)	\$ (9,094)	\$ (9,994)	\$ (6,962)	\$ (7,588)	\$ (3,555)	\$ (12,236)	\$ (5,276)
Net loss per share attributable to common stockholders, basic and diluted	\$ (0.45)	\$ (0.29)	\$ (0.14)	\$ (0.06)	\$ (0.06)	\$ (0.03)	\$ (0.10)	\$ (0.04)

(1) Includes stock-based compensation expense as follows:

	Three Months Ended							
	Oct. 31	Jan. 31	Apr. 30	Jul. 31	Oct. 31	Jan. 31	Apr. 30	Jul. 31
	2017	2018	2018	2018	2018	2019	2019	2019
	(in thousands)							
Cost of revenue	\$ 109	\$ 126	\$ 199	\$ 323	\$ 503	\$ 619	\$ 686	\$ 1,118
Sales and marketing	785	985	1,493	1,781	2,801	5,517	6,459	8,341
Research and development	398	494	960	1,193	2,795	4,398	4,194	3,703
General and administrative (*)	441	459	657	821	1,487	2,693	1,936	(827)
Total	\$ 1,733	\$ 2,064	\$ 3,309	\$ 4,118	\$ 7,586	\$ 13,227	\$ 13,275	\$ 12,335

(*) Additional information for the three months ended July 31, 2019 is described under "Performance Stock Units" included in Note 10, Stock-Based Compensation, of our consolidated financial statements included elsewhere in this Annual Report on Form 10-K.

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⁽²⁾ Includes amortization expense of acquired intangible assets as follows:

	Three Months Ended							
	Oct. 31	Jan. 31	Apr. 30	Jul. 31	Oct. 31	Jan. 31	Apr. 30	Jul. 31
	2017	2018	2018	2018	2018	2019	2019	2019
	(in thousands)							
Cost of revenue	\$ —	\$ —	\$ —	\$ —	\$ —	\$ 144	\$ 163	\$ 205
Sales and marketing	—	—	—	—	—	—	3	7
Research and development	—	—	—	—	95	—	—	291
Total	\$ —	\$ —	\$ —	\$ —	\$ 95	\$ 144	\$ 166	\$ 503

⁽³⁾ Includes litigation-related expenses as follows:

	Three Months Ended							
	Oct. 31	Jan. 31	Apr. 30	Jul. 31	Oct. 31	Jan. 31	Apr. 30	Jul. 31
	2017	2018	2018	2018	2018	2019	2019	2019
	(in thousands)							
Litigation-related expenses	\$ 2,146	\$ 1,630	\$ 2,836	\$ 1,427	\$ 2,174	\$ 1,768	\$ 6,164	\$ 2,973

⁽⁴⁾ In the fiscal quarter ended July 31, 2019, we recorded a non-recurring tax benefit of \$1.4 million associated with an intangible asset recognized as a result of our acquisition of Appslate, Inc. For further information, refer to Note 5, Business Combinations, of our consolidated financial statements included elsewhere in this Annual Report on Form 10-K.

Consolidated Statements of Operations as a Percentage of Revenue

Three Months Ended

	Oct. 31	Jan. 31	Apr. 30	Jul. 31	Oct. 31	Jan. 31	Apr. 30	Jul. 31
	2017	2018	2018	2018	2018	2019	2019	2019
Revenue	100 %	100 %	100 %	100 %	100 %	100 %	100 %	100 %
Cost of revenue	21	19	19	20	19	21	19	20
Gross profit	79	81	81	80	81	79	81	80
Operating expenses:								
Sales and marketing	67	60	61	58	58	52	57	57
Research and development	22	21	20	21	21	20	21	20
General and administrative	18	14	18	15	16	14	20	12
Total operating expenses	107	95	99	94	95	86	98	89
Loss from operations	(28)	(14)	(18)	(14)	(14)	(7)	(17)	(9)
Interest income, net	—	—	1	2	3	3	2	2
Other income (expense), net	—	—	—	—	—	—	—	—
Loss before income taxes	(28)	(14)	(17)	(12)	(11)	(4)	(15)	(7)
Provision (benefit) for income taxes	1	—	1	—	1	1	—	(1)
Net loss	(29)%	(14)%	(18)%	(12)%	(12)%	(5)%	(15)%	(6)%

Liquidity and Capital Resources

As of July 31, 2019, our principal sources of liquidity were cash, cash equivalents and short-term investments totaling \$364.6 million, which were held for working capital and general corporate purposes. Our cash equivalents and investments consist of highly liquid investments in money market funds, U.S. treasury securities, U.S. government agency securities and corporate debt securities.

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In March 2018, upon completion of our IPO, we received net proceeds of \$205.3 million, net of underwriters' discounts and commissions of \$15.5 million. In connection with the IPO, we incurred offering costs of \$6.2 million which were recorded into stockholders' equity as a reduction of the net proceeds received from the IPO. Previously, we have financed our operations principally through private placements of our equity securities, as well as payments received from customers using our cloud platform and services.

We have generated significant operating losses from our operations, as reflected in our accumulated deficit of \$224.5 million as of July 31, 2019. We expect to continue to incur operating losses and generate negative cash flows from operations in future periods due to expected investments to grow our business.

We believe that our existing cash, cash equivalents and short-term investments will be sufficient to fund our operating and capital needs for at least the next 12 months from the issuance of our financial statements. Our assessment of the period of time through which our financial resources will be adequate to support our operations is a forward-looking statement and involves risks and uncertainties. Our actual results could vary as a result of, and our future capital requirements, both near-term and long-term, will depend on, many factors, including our growth rate, the timing and extent of spending to support our research and development efforts, the expansion of sales and marketing and international operating activities, the timing of new introductions of solutions or features, and the continuing market acceptance of our services. We have and may in the future enter into arrangements to acquire or invest in complementary businesses, services and technologies, including intellectual property rights. We have based this estimate on assumptions that may prove to be wrong, and we could use our available capital resources sooner than we currently expect. We may be required to seek additional equity or debt financing. In the event that additional financing is required from outside sources, we may not be able to raise it on terms acceptable to us or at all. If we are unable to raise additional capital when desired, or if we cannot expand our operations or otherwise capitalize on our business opportunities because we lack sufficient capital, our business, operating results and financial condition would be adversely affected.

We typically invoice our customers annually in advance, and to a lesser extent quarterly in advance, monthly in advance or multi-year in advance. Therefore, a substantial source of our cash is from such prepayments, which are included on our consolidated balance sheets as a contract liability. Deferred revenue consists of the unearned portion of billed fees for our subscriptions, which is subsequently recognized as revenue in accordance with our revenue recognition policy. As of July 31, 2019, we had deferred revenue of \$251.2 million, of which \$221.4 million was recorded as a current liability and is expected to be recorded as revenue in the next 12 months, provided all other revenue recognition criteria have been met. Subscriptions that are invoiced annually in advance or multi-year in advance contribute significantly to our short-term and long-term deferred revenue in comparison to our invoices issued quarterly in advance or monthly in advance. Accordingly, we cannot predict the mix of invoicing schedules in any given period.

The following table summarizes our cash flows for the periods presented:

	Year Ended July 31,		
	2019	2018	2017
	(in thousands)		
Net cash provided by (used in) operating activities	\$ 58,027	\$ 17,307	\$ (6,019)
Net cash used in investing activities	\$ (162,074)	\$ (178,103)	\$ (8,174)
Net cash provided by financing activities	\$ 46,384	\$ 208,397	\$ 9,497

Operating Activities

Net cash provided by operating activities during fiscal 2019 was \$58.0 million, which resulted from a net loss of \$28.7 million, adjusted for non-cash charges of \$73.1 million and net cash inflows of \$13.6 million from changes in operating

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assets and liabilities. Non-cash charges primarily consisted of \$46.4 million for stock-based compensation expense, \$18.7 million for amortization of deferred contract acquisition costs, \$10.4 million for depreciation and amortization expense and \$0.9 million for amortization expense of acquired intangible assets, partially offset by accretion of purchased discounts, net of amortization of investment premiums of \$2.2 million and deferred income taxes of \$1.4 million.

Net cash inflows from changes in operating assets and liabilities were primarily the result of an increase of \$87.2 million in deferred revenue from advance invoicing in accordance with our subscription contracts and an increase of \$0.5 million in accounts payable. Net cash inflows were partially offset by cash outflows resulting from an increase of \$32.5 million in deferred contract acquisition costs, as our sales commission payments increased due to the addition of new customers and expansion of our existing customer subscriptions, an increase of \$31.7 million in accounts receivable primarily due to customer growth, an increase of \$7.6 million in prepaid expenses, other current and noncurrent assets, a decrease of \$1.8 million in accrued compensation, primarily due to a decrease in accrued ESPP contributions as a result of a longer withholding period related to our first purchase period ended in December 2018, and a decrease of \$0.3 million in accrued expenses, other current and noncurrent liabilities.

Net cash provided by operating activities during fiscal 2018 was \$17.3 million, which resulted from a net loss of \$33.6 million, adjusted for non-cash charges of \$32.5 million and net cash inflows of \$18.4 million from changes in operating assets and liabilities. Non-cash charges primarily consisted of \$8.0 million for depreciation and amortization expense, \$13.2 million for amortization of deferred contract acquisition costs and \$11.2 million for stock-based compensation expense. The net cash inflows from changes in operating assets and liabilities was primarily the result of a \$67.4 million increase in deferred revenue from advance invoicing in accordance with our subscription contracts and an aggregate \$13.9 million increase in accrued compensation and accrued expenses and other liabilities. These cash inflows were partially offset by cash outflows resulting from a \$34.4 million increase in deferred contract acquisition costs, as our sales commission payments increased due to the addition of new customers and expansion of our existing customer subscriptions, a \$22.6 million increase in accounts receivable due to timing of collections, a \$5.1 million increase in prepaid expenses and other assets, as we support our business growth, and a \$0.8 million decrease in accounts payable.

Net cash used in operating activities during fiscal 2017 was \$6.0 million, which resulted from a net loss of \$35.5 million, adjusted for non-cash charges of \$25.1 million, and net cash inflow of \$4.3 million from changes in operating assets and liabilities. Non-cash charges primarily consisted of \$6.8 million for depreciation and amortization expense, \$8.5 million for amortization of deferred contract acquisition costs and \$9.9 million for stock-based compensation expense. The net cash inflow from changes in operating assets and liabilities was primarily the result of a \$30.7 million increase in deferred revenue from advance invoicing in accordance with our subscription contracts and an aggregate \$12.9 million increase in accounts payable, accrued compensation and accrued expenses and other liabilities. The cash inflows were partially offset by cash outflows resulting from a \$22.0 million increase in deferred contract acquisition costs, as our sales commission payments increased due to addition of new customers and expansion of our existing customer subscriptions, and a \$14.6 million increase in accounts receivable due to increased billings from our growing customer base which resulted in an overall increased accounts receivable balance and a \$2.7 million increase in prepaid expenses and other assets.

Investing Activities

Net cash used in investing activities during fiscal 2019 of \$162.1 million was primarily attributable to the purchases of short-term investments of \$335.2 million, capital expenditures to support our cloud platform and increased headcount, including increased office space needs, of \$28.7 million, payments for business acquisitions, net of cash acquired, of \$11.4 million and payments for acquired intangible assets of \$1.5 million. These transactions were partially offset by proceeds from the maturities of short-term investments of \$199.7 million and sales of short-term investments of \$15.0 million.

Net cash used in investing activities during fiscal 2018 of \$178.1 million was primarily attributable to the purchases of short-term investments of \$163.4 million and investments in capital expenditures of \$15.2 million to support our cloud

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platform, additional office space and headcount. These activities were partially offset by proceeds from the maturities of short-term investments of \$0.4 million.

Net cash used in investing activities during fiscal 2017 of \$8.2 million resulted primarily from investments in capital expenditures to support our cloud platform, additional office space and headcount.

Financing Activities

Net cash provided by financing activities of \$46.4 million during fiscal 2019 was primarily attributable to \$29.9 million in proceeds from the exercise of stock options, driven mainly by the end of our initial public offering lock-up period in September 2018, \$16.4 million in proceeds from issuance of common stock under the employee stock purchase plan and \$1.9 million in proceeds from repayments of notes receivable for early exercised stock options. Proceeds were partially offset by \$1.8 million in payments of offering costs related to our IPO.

Net cash provided by financing activities of \$208.4 million during fiscal 2018 was primarily attributable to \$205.3 million in proceeds from the completion of our IPO (net of underwriters' discounts and commissions of \$15.5 million), \$5.3 million in proceeds from repayments of notes receivable for the exercise of stock options, \$5.0 million in proceeds from the exercise of stock options and \$0.9 million in proceeds from early exercised stock options. These proceeds were partially offset by \$3.8 million in payments for repurchases of common stock related to early exercised stock options and \$4.3 million in payments for offering costs related to our IPO.

Net cash provided by financing activities of \$9.5 million during fiscal 2017 was primarily due to \$4.7 million in proceeds from the early exercise of stock options, \$3.0 million in proceeds from the exercise of stock options and \$1.9 million in proceeds from repayments of notes receivable for early exercised stock options.

Contractual Obligations and Commitments

The following table summarizes our contractual obligations as July 31, 2019:

	Payments Due by Period				
	Total	Less Than 1 Year	1 to 3 Years	3 to 5 Years	More Than 5 Years
	(in thousands)				
Operating leases ⁽¹⁾	\$ 43,960	\$ 4,624	\$ 10,707	\$ 12,652	\$ 15,977
Data center contracts	27,295	11,766	15,423	106	—
Non-cancelable purchase obligations	9,508	8,200	1,308	—	—
Other long-term liabilities ⁽²⁾	2,525	—	2,525	—	—
Total	\$ 83,288	\$ 24,590	\$ 29,963	\$ 12,758	\$ 15,977

⁽¹⁾ Effective April 2019, we entered into a sublease agreement, or lease agreement, for approximately 172,000 square feet of corporate office space in San Jose, California, which will serve as our new corporate headquarters. The initial term of the lease expires

in September 2026 and the total rent over the initial lease term is approximately \$37.3 million, net of free rental periods. Future non-cancelable minimum rental payments related to this lease agreement are included in the table above. For further information, refer to Note 7, Commitments and Contingencies, of our consolidated financial statements included elsewhere in this Annual Report on Form 10-K for more information. Our ability to generate sublease income, as well as our ability to terminate existing lease obligations and recognize the anticipated related savings is highly dependent upon the economic conditions, particularly commercial real estate market conditions, at the time we negotiate the lease

termination and sublease arrangements with third parties as well as the performances by such third parties of their respective obligations.

⁽²⁾ Includes holdback amounts associated with business combinations, which are payable upon the lapse of the contractual indemnification period. For further information, refer to Note 5, Business Combinations, of our consolidated financial statements included elsewhere in this Annual Report on Form 10-K.

The contractual commitment amounts in the table above are associated with agreements that are enforceable and legally binding. Obligations under contracts, including purchase orders, that we can cancel without a significant penalty are not included in the table above.

Off-Balance Sheet Arrangements

As of July 31, 2019, we did not have any relationships with unconsolidated organizations or financial partnerships, such as structured finance or special purpose entities, which would have been established for the purpose of facilitating off-balance sheet arrangements or other contractually narrow or limited purposes.

As of July 31, 2019, we had outstanding irrevocable standby unsecured letters of credits for an aggregate value of \$3.1 million with a bank, which serve as security under certain operating leases included in Note 7, Commitments and Contingencies, of our consolidated financial statements included elsewhere in this Annual Report on Form 10-K.

Critical Accounting Policies and Estimates

Our financial statements are prepared in accordance with U.S. GAAP. The preparation of these financial statements requires us to make estimates and assumptions that affect the reported amounts of assets, liabilities, revenue and expenses, as well as related disclosures. We evaluate our estimates and assumptions on an ongoing basis. Our estimates are based on historical experience and various other assumptions that we believe to be reasonable under the circumstances. Our actual results could differ from these estimates.

The critical accounting estimates, assumptions and judgments that we believe have the most significant impact on our consolidated financial statements are described below.

Revenue Recognition

We have adopted Accounting Standards Codification ("ASC") Topic 606, Revenue From Contracts With Customers ("ASC 606"), effective as of August 1, 2017, using the full retrospective transition method. Under this method, we are presenting the consolidated financial statements for fiscal 2017, as if ASC 606 had been effective for that period as well.

In accordance with ASC 606, revenue is recognized when a customer obtains control of promised services. The amount of revenue recognized reflects the consideration that we expect to be entitled to receive in exchange for these services. To achieve the core principle of this standard, we apply the following five steps:

1) Identify the contract with a customer

We consider the terms and conditions of the contracts and our customary business practices in identifying our contracts under ASC 606. We determine we have a contract with a customer when the contract is approved, we can identify each party's rights regarding

the services to be transferred, we can identify the payment terms for the services, we have determined the customer to have the ability and intent to pay, and the contract has commercial substance. We apply judgment in determining the customer's ability and intent to pay, which is based on a variety of factors, including the customer's historical payment experience or, in the case of a new customer, credit and financial information pertaining to the customer.

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2) Identify the performance obligations in the contract

Performance obligations promised in a contract are identified based on the services that will be transferred to the customer that are both capable of being distinct, whereby the customer can benefit from the service either on its own or together with other resources that are readily available from third parties or from us, and are distinct in the context of the contract, whereby the transfer of the services is separately identifiable from other promises in the contract. Our performance obligations consist of (i) our subscription and support services and (ii) professional and other services.

3) Determine the transaction price

The transaction price is determined based on the consideration to which we expect to be entitled in exchange for transferring services to the customer. Variable consideration is included in the transaction price if, in our judgment, it is probable that a significant future reversal of cumulative revenue under the contract will not occur. None of our contracts contain a significant financing component.

4) Allocate the transaction price to performance obligations in the contract

If the contract contains a single performance obligation, the entire transaction price is allocated to the single performance obligation. Contracts that contain multiple performance obligations require an allocation of the transaction price to each performance obligation based on a relative standalone selling price, or SSP.

5) Recognize revenue when or as we satisfy a performance obligation

Revenue is recognized at the time the related performance obligation is satisfied by transferring the promised service to a customer. Revenue is recognized when control of the services is transferred to our customers, in an amount that reflects the consideration that we expect to receive in exchange for those services. We generate all our revenue from contracts with customers and apply judgment in identifying and evaluating any terms and conditions in contracts which may impact revenue recognition.

Subscription and Support Revenue

We generate revenue primarily from sales of subscriptions to access our cloud platform, together with related support services to our customers. Arrangements with customers do not provide the customer with the right to take possession of our software operating our cloud platform at any time. Instead, customers are granted continuous access to our cloud platform over the contractual period. A time-elapsed output method is used to measure progress because we transfer control evenly over the contractual period. Accordingly, the fixed consideration related to subscription and support revenue is generally recognized on a straight-line basis over the contract term beginning on the date that our service is made available to the customer.

The typical subscription and support term is one to three years. Most of our contracts are non-cancelable over the contractual term. Customers typically have the right to terminate their contracts for cause if we fail to perform in accordance with the contractual terms. Some of our customers have the option to purchase additional subscription and support services at a stated price. These options generally do not provide a material right as they are priced at our SSP.

Professional and Other Services Revenue

Professional and other services revenue consists of fees associated with providing deployment advisory services that educate and assist our customers on the best use of our solutions, as well as advise customers on best practices as they deploy our solution. These services are distinct from subscription and support services. Professional services do not result in significant customization of the subscription service. Revenue from professional services provided on a time and materials

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basis is recognized as the services are performed. Total professional and other services revenue has historically been insignificant.

Contracts with Multiple Performance Obligations

Most of our contracts with customers contain multiple promised services consisting of (i) our subscription and support services and (ii) professional and other services that are distinct and accounted for separately. The transaction price is allocated to the separate performance obligations on a relative SSP basis. We determine SSP based on our overall pricing objectives, taking into consideration the type of subscription and support services and professional and other services, the geographical region of the customer and the number of users.

Variable Consideration

Revenue from sales is recorded at the net sales price, which is the transaction price, and includes estimates of variable consideration. The amount of variable consideration that is included in the transaction price is constrained, and is included in the net sales price only to the extent that it is probable that a significant reversal in the amount of the cumulative revenue will not occur when the uncertainty is resolved.

If our services do not meet certain service level commitments, our customers are entitled to receive service credits, and in certain cases, refunds, each representing a form of variable consideration. We have not historically experienced any significant incidents affecting the defined levels of reliability and performance as required by our subscription contracts. Accordingly, any estimated refunds related to these agreements in the consolidated financial statements were not material during the periods presented.

We provide rebates and other credits within our contracts with certain customers which are estimated based on the most likely amounts expected to be earned or claimed on the related sales transaction. Overall, the transaction price is reduced to reflect our estimate of the amount of consideration to which we are entitled based on the terms of the contract. Estimated rebates and other credits were not material during the periods presented.

Contract Balances

Contract liabilities consist of deferred revenue and include payments received in advance of performance under the contract. Such amounts are recognized as revenue over the contractual period.

We receive payments from customers based upon contractual billing schedules; accounts receivable are recorded when the right to consideration becomes unconditional. Payment terms on invoiced amounts are typically 30 days. Contract assets include amounts related to our contractual right to consideration for both completed and partially completed performance obligations that may not have been invoiced and such amounts have been insignificant to date.

Costs to Obtain and Fulfill a Contract

We capitalize sales commissions and associated payroll taxes paid to internal sales personnel that are incremental to the acquisition of channel partner and direct customer contracts. These costs are recorded as deferred contract acquisition costs on the consolidated balance sheets. We determine whether costs should be deferred based on our sales compensation plans, if the commissions are in fact incremental and would not have occurred absent the customer contract.

Sales commissions for renewal of a contract are not considered commensurate with the commissions paid for the acquisition of the initial contract given the substantive difference in commission rates in proportion to their respective contract values. Commissions paid

upon the initial acquisition of a contract are amortized over an estimated period of benefit of five years while commissions paid for renewal contracts are amortized over the contractual term of the renewals.

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Amortization is recognized on a straight-line basis commensurate with the pattern of revenue recognition. We determine the period of benefit for commissions paid for the acquisition of the initial contract by taking into consideration the expected subscription term and expected renewals of our customer contracts, the duration of our relationships with customers, customer retention data, our technology development life cycle and other factors. Management exercises judgment to determine the period of benefit to amortize contract acquisition costs by considering factors such as expected renewals of customer contracts, duration of customer relationships and our technology development life cycle. Although we believe that the historical assumptions and estimates we have made are reasonable and appropriate, different assumptions and estimates could materially impact our reported financial results. Amortization of deferred contract acquisition costs is included in sales and marketing expense in the consolidated statements of operations. We periodically review these deferred costs to determine whether events or changes in circumstances have occurred that could impact the period of benefit of these deferred contract acquisition costs.

Business Combinations

We account for our business combinations using the acquisition method of accounting, which requires, among other things, allocation of the fair value of purchase consideration to the tangible and intangible assets acquired and liabilities assumed at their estimated fair values on the acquisition date. The excess of the fair value of purchase consideration over the values of these identifiable assets and liabilities is recorded as goodwill. When determining the fair value of assets acquired and liabilities assumed, we make estimates and assumptions, especially with respect to intangible assets. Our estimates of fair value are based upon assumptions believed to be reasonable, but which are inherently uncertain and unpredictable and, as a result, actual results may differ from estimates. During the measurement period, not to exceed one year from the date of acquisition, we may record adjustments to the assets acquired and liabilities assumed, with a corresponding offset to goodwill if new information is obtained related to facts and circumstances that existed as of the acquisition date. After the measurement period, any subsequent adjustments are reflected in the consolidated statements of operations. Acquisition costs, such as legal and consulting fees, are expensed as incurred.

Stock-Based Compensation

Stock-based compensation expense for common stock options granted to employees and non-employees is recognized based on the fair value of the awards granted, determined using the Black-Scholes option pricing model and a single option award approach. Stock-based compensation expense is recognized as expense over the requisite service period, generally four years. Unvested options issued to non-employees are remeasured at fair market value at the end of each reporting period.

Stock-based compensation expense related to purchase rights issued under the 2018 Employee Stock Purchase Plan ("ESPP") is based on the Black-Scholes option pricing model fair value of the estimated number of awards as of the beginning of the offering period. Stock-based compensation expense is recognized following the straight-line attribution method over the offering period.

We grant both stock awards with service condition only and with service and performance conditions. We recognize stock-based compensation expense for stock awards with a service condition only using the straight-line method over the requisite service period of the awards, which is generally the vesting period. We use the accelerated attribution method of recognizing stock-based compensation expense related to stock awards that contain both service and performance conditions.

Prior to the IPO, the fair value of our common stock for financial reporting purposes was determined considering numerous objective and subjective factors and required judgment to determine the fair value of common stock as of each grant date. Subsequent to the IPO, we determine the fair value using the market closing price of our common stock on the date of grant.

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Prior to fiscal 2018, we recognized stock-based compensation expense, net of estimated forfeitures. We used historical data to estimate pre-vesting forfeitures and recorded stock-based compensation expense only for those grants that were expected to vest. On August 1, 2017, we adopted Accounting Standard Update ("ASU") No. 2016-09, Compensation—Stock Compensation: Improvements to Employee Share-Based Payment Accounting ("ASU 2016-09"), which simplifies several aspects of the accounting for employee share-based payment transactions. In accordance with ASU 2016-09, we have elected to account for forfeitures as they occur instead of estimating the number of awards expected to be forfeited and adjusting the estimate when it is no longer probable that the employee will fulfill the service condition. We adopted this provision in our first quarter of fiscal 2018 which resulted in a cumulative-effect adjustment to accumulated deficit of \$0.4 million, net of tax, as of the date of adoption. Additionally, upon adoption of ASU 2016-09, on a modified retrospective basis, the previously unrecognized excess tax benefits of \$0.9 million as of July 31, 2018 were recorded as an increase to our U.S. federal and state deferred tax assets, which was fully offset by our valuation allowance. Prospectively, all excess tax benefits and deficiencies have been recognized in the income statement as a component of our income tax expense or benefit. Further, we have presented excess tax benefits as an operating activity in the consolidated statements of cash flows on a prospective basis. The net excess tax benefits related to equity awards was not material for fiscal 2018.

We also assess the impact of recording stock-based compensation expense when certain of our affiliated stockholders purchase shares from our employees in excess of fair value of such shares. We recognize any such excess value as stock-based compensation expense in our consolidated statements of operations. During fiscal 2017, we recorded \$4.4 million in stock-based compensation expense from a one-time secondary stock purchase transaction that was executed among certain of our employees and certain of our affiliated stockholders, including entities controlled by Jay Chaudhry, our president, chief executive officer and chairman of the board of directors, and Lane Bess, a former member of our board of directors. Stock-based compensation expense related to non-employee stock options was immaterial to our consolidated statements of operations for the periods presented.

Our use of the Black-Scholes option pricing model to estimate the fair value of stock options requires the input of highly subjective assumptions. The assumptions used to determine the fair value of the option awards represent management's best estimates. These estimates involve inherent uncertainties and the application of management's judgment.

These assumptions and estimates are as follows:

- *Fair Value of Common Stock.* Prior to our IPO, the fair value of the common stock underlying our stock options was determined by our board of directors, after considering contemporaneous third-party valuations and input from management. Our board of directors considered this independent valuations and other factors, including, but not limited to, expected operating and financial performance, our stage of development, current business conditions and projections, history and the timing of the introduction of new services, our financial condition and market performance of comparable publicly traded companies to establish the fair value of our common stock at the time of grant of the option. The valuations of our common stock were determined in accordance with the guidelines outlined in the American Institute of Certified Public Accountants Practice Aid, *Valuation of Privately-Held-Company Equity Securities Issued as Compensation*. After the IPO, we used the publicly quoted price as reported on The Nasdaq Global Select Market as the fair value of our common stock.
- *Expected Term.* The expected term represents the period that our stock-based awards are expected to be outstanding. The expected term assumptions were determined based on the vesting terms, exercise terms and contractual lives of the options. The expected term was estimated using the simplified method allowed under SEC guidance.

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- *Volatility.* Since we do not have sufficient trading history of our common stock, the expected volatility may be determined based on a mix between the historical volatility of our common stock and the historical stock volatilities of our comparable publicly-traded companies for the period we do not have trading history of our common stock. Comparable companies consist of public companies in our industry, which are similar in size, stage of life cycle and financial leverage.
- *Risk-Free Interest Rate.* We base the risk-free interest rate used in the Black-Scholes option pricing model on the implied yield available on U.S. Treasury zero-coupon issues with a remaining term equivalent to that of the options for each expected term.
- *Dividend Yield.* The expected dividend assumption is based on our current expectations about our anticipated dividend policy. As we have no history of paying any dividends, we used an expected dividend yield of zero.

We estimated the fair value of employee stock options using the Black-Scholes option pricing model with the following assumptions:

	Year Ended July 31,	
	2018	2017
Expected term (in years)	4.6 - 5.1	4.6
Expected stock price volatility	40.3% - 42.3%	41.4% - 43.3%
Risk-free interest rate	1.7% - 2.8%	1.1% - 2.0%
Dividend yield	0.0%	0.0%

From the date of our IPO through July 31, 2019, we did not grant additional stock options.

We implemented our ESPP in fiscal 2018, the fair value of the purchase rights granted under the ESPP was estimated on the date of grant using the Black-Scholes option pricing model with the following assumptions:

	Year Ended July 31,	
	2019	2018
Expected term (in years)	0.5 - 2.0	0.5 - 2.3
Expected stock price volatility	44.0% - 61.9%	30.7% - 53.2%
Risk-free interest rate	1.9% - 2.7%	2.0% - 2.6%
Dividend yield	0.0%	0.0%

Income Taxes

We are subject to federal, state and local taxes in the United States as well as in other tax jurisdictions or countries in which we conduct business. Earnings generated by our non-U.S. activities are related to applicable transfer pricing requirements under local country income tax laws. We account for uncertain tax positions based on those positions taken or expected to be taken in a tax return. We determine if the amount of available support indicates that it is more likely than not that the tax position will be sustained on audit, including resolution of any related appeals or litigation processes. We then measure the tax benefit as the largest amount that is more than 50% likely to be realized upon settlement.

We have a full valuation allowance for our net deferred tax assets generated from our U.S. and U.K. operations. We will continue to assess the need for such valuation allowance on our deferred tax assets by evaluating both positive and negative evidence that may exist. Any adjustment to the deferred tax asset valuation allowance would be recorded in the periods in which the adjustment is determined to be required.

On December 22, 2017, the Tax Cuts and Jobs Act of 2017, or the Tax Act, was enacted. The Tax Act contains several key tax provisions that affect us, including, but not limited to, reducing the U.S. federal corporate tax rate, imposing a one-time mandatory transition tax on previously untaxed foreign earnings and changing rules related to the use of net operating loss carryforwards created in tax years beginning after December 31, 2017. During fiscal 2019, we completed our assessment

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of the impacts of the Tax Act including the remeasurement of our deferred taxes, the one-time mandatory transition tax, and the policy decision regarding whether to record deferred taxes associated with GILTI within the measurement period provided by SAB 118. Because of the full valuation allowance recorded against our U.S. federal deferred tax assets, there was no incremental tax expense (or benefit) recognized related to finalizing the accounting for the Tax Act. We have elected to account for the tax effects of GILTI as a period cost.

JOBS Act Extended Transition Period

As a result of the market value of our common stock held by our non-affiliates as of January 31, 2019, we ceased to be an “emerging growth company” (“EGC”), as defined in the Jumpstart Our Business Startups Act of 2012 (the “JOBS Act”), with our transition to a large accelerated filer status as of July 31, 2019. As an EGC, we elected not to avail ourselves of the extended transition periods available for complying with new or revised accounting pronouncements applicable to public companies that are not emerging growth companies. Accordingly, the transition to a large accelerated filer did not have an impact to our consolidated financial statements.

Recently Issued Accounting Pronouncements

Refer to Note 1, Business and Summary of Significant Accounting Policies, of our consolidated financial statements included elsewhere in this Annual Report on Form 10-K for more information regarding recently issued accounting pronouncements.

Item 7A. Quantitative and Qualitative Disclosures about Market Risk

We have operations in the United States and internationally, and we are exposed to market risk in the ordinary course of our business.

Interest Rate Risk

As of July 31, 2019, we had cash, cash equivalents and short-term investments totaling \$364.6 million, which were held for working capital purposes. Our cash equivalents and investments consist of highly liquid investments in money market funds, U.S. treasury securities, U.S. government agency securities and corporate debt securities. The primary objectives of our investment activities are the preservation of capital, the fulfillment of liquidity needs and the fiduciary control of cash and investments. We do not enter into investments for trading or speculative purposes. The carrying amount of our cash equivalents reasonably approximates fair value, due to the short maturities of these instruments. Our investments are exposed to market risk due to a fluctuation in interest rates, which may affect our interest income and the fair market value of our investments. As of July 31, 2019, the effect of a hypothetical 100 basis point change in interest rates would have changed the fair value of our investments in available-for-sale securities by \$2.1 million. Fluctuations in the fair value of our investments in available-for-sale securities caused by a change in interest rates (gains or losses on the carrying amount) are recorded in other comprehensive income (loss), and are realized only if we sell the underlying securities prior to maturity.

Foreign Currency Risk

The vast majority of our sales contracts are denominated in U.S. dollars, with a small number of contracts denominated in foreign currencies. A portion of our operating expenses are incurred outside the United States, denominated in foreign currencies and subject to fluctuations due to changes in foreign currency exchange rates, particularly changes in the British Pound, Indian Rupee and Euro. Additionally, fluctuations in foreign currency exchange rates may cause us to recognize transaction gains and losses in our consolidated statements of operations. The effect of a hypothetical 10% change in foreign currency exchange rates applicable to our business would not have a material impact on our historical consolidated financial statements for fiscal 2019, fiscal 2018 and fiscal 2017. As the impact of foreign currency exchange rates has not been

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material to our historical operating results, we have not entered into derivative or hedging transactions, but we may do so in the future if our exposure to foreign currency becomes more significant.

Item 8. Financial Statements and Supplementary Data

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The supplementary financial information required by this Item 8, is included in Part II, Item 7, Management's Discussion and Analysis of Financial Condition and Results of Operations, under the caption "Quarterly Results of Operations and Other Data," which is incorporated herein by reference.	69

REPORT OF INDEPENDENT REGISTERED PUBLIC ACCOUNTING FIRM

To the Board of Directors and Stockholders of Zscaler, Inc.

Opinions on the Financial Statements and Internal Control over Financial Reporting

We have audited the accompanying consolidated balance sheets of Zscaler, Inc. and its subsidiaries (the "Company") as of July 31, 2019 and 2018, and the related consolidated statements of operations, of comprehensive loss, of redeemable convertible preferred stock and stockholders' equity (deficit), and of cash flows for each of the three years in the period ended July 31, 2019, including the related notes (collectively referred to as the "consolidated financial statements"). We also have audited the Company's internal control over financial reporting as of July 31, 2019, based on criteria established in *Internal Control - Integrated Framework* (2013) issued by the Committee of Sponsoring Organizations of the Treadway Commission (COSO).

In our opinion, the consolidated financial statements referred to above present fairly, in all material respects, the financial position of the Company as of July 31, 2019 and 2018, and the results of its operations and its cash flows for each of the three years in the period ended July 31, 2019 in conformity with accounting principles generally accepted in the United States of America. Also in our opinion, the Company maintained, in all material respects, effective internal control over financial reporting as of July 31, 2019, based on criteria established in *Internal Control - Integrated Framework* (2013) issued by the COSO.

Basis for Opinions

The Company's management is responsible for these consolidated financial statements, for maintaining effective internal control over financial reporting, and for its assessment of the effectiveness of internal control over financial reporting, included in Management's Report on Internal Control Over Financial Reporting appearing under Item 9A. Our responsibility is to express opinions on the Company's consolidated financial statements and on the Company's internal control over financial reporting based on our audits. We are a public accounting firm registered with the Public Company Accounting Oversight Board (United States) (PCAOB) and are required to be independent with respect to the Company in accordance with the U.S. federal securities laws and the applicable rules and regulations of the Securities and Exchange Commission and the PCAOB.

We conducted our audits in accordance with the standards of the PCAOB. Those standards require that we plan and perform the audits to obtain reasonable assurance about whether the consolidated financial statements are free of material misstatement, whether due to error or fraud, and whether effective internal control over financial reporting was maintained in all material respects.

Our audits of the consolidated financial statements included performing procedures to assess the risks of material misstatement of the consolidated financial statements, whether due to error or fraud, and performing procedures that respond to those risks. Such procedures included examining, on a test basis, evidence regarding the amounts and disclosures in the consolidated financial statements. Our audits also included evaluating the accounting principles used and significant estimates made by management, as well as evaluating the overall presentation of the consolidated financial statements. Our audit of internal control over financial reporting included obtaining an understanding of internal control over financial reporting, assessing the risk that a material weakness exists, and testing and evaluating the design and operating effectiveness

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of internal control based on the assessed risk. Our audits also included performing such other procedures as we considered necessary in the circumstances. We believe that our audits provide a reasonable basis for our opinions.

Definition and Limitations of Internal Control over Financial Reporting

A company's internal control over financial reporting is a process designed to provide reasonable assurance regarding the reliability of financial reporting and the preparation of financial statements for external purposes in accordance with generally accepted accounting principles. A company's internal control over financial reporting includes those policies and procedures that (i) pertain to the maintenance of records that, in reasonable detail, accurately and fairly reflect the transactions and dispositions of the assets of the company; (ii) provide reasonable assurance that transactions are recorded as necessary to permit preparation of financial statements in accordance with generally accepted accounting principles, and that receipts and expenditures of the company are being made only in accordance with authorizations of management and directors of the company; and (iii) provide reasonable assurance regarding prevention or timely detection of unauthorized acquisition, use, or disposition of the company's assets that could have a material effect on the financial statements.

Because of its inherent limitations, internal control over financial reporting may not prevent or detect misstatements. Also, projections of any evaluation of effectiveness to future periods are subject to the risk that controls may become inadequate because of changes in conditions, or that the degree of compliance with the policies or procedures may deteriorate.

Critical Audit Matters

The critical audit matter communicated below is a matter arising from the current period audit of the consolidated financial statements that was communicated or required to be communicated to the audit committee and that (i) relates to accounts or disclosures that are material to the consolidated financial statements and (ii) involved our especially challenging, subjective, or complex judgments. The communication of critical audit matters does not alter in any way our opinion on the consolidated financial statements, taken as a whole, and we are not, by communicating the critical audit matter below, providing a separate opinion on the critical audit matter or on the accounts or disclosures to which it relates.

Revenue recognition – Identifying and evaluating terms and conditions in contracts

As described in Note 1 to the consolidated financial statements, management applies the following steps in their determination of revenue to be recognized: 1) identification of the contract with a customer; 2) identification of the performance obligations in the contract; 3) determination of the transaction price; 4) allocation of the transaction price to the performance obligations in the contract; and 5) recognition of revenue when, or as, the Company satisfies a performance obligation. Management applies judgment in identifying and evaluating any terms and conditions in contracts which may impact revenue recognition. For the fiscal year ended July 31, 2019, the Company's revenue was \$303 million.

The principal considerations for our determination that performing procedures relating to revenue recognition, specifically the identification and evaluation of terms and conditions in contracts, is a critical audit matter are that there was a significant amount of effort and judgment required by management in identifying and evaluating terms and conditions in contracts that impact revenue recognition. This in turn led to a high degree of auditor judgment and significant audit effort in performing our audit procedures to evaluate whether terms and conditions in contracts were appropriately identified and evaluated by management.

Addressing the matter involved performing procedures and evaluating audit evidence in connection with forming our overall opinion on the consolidated financial statements. These procedures included testing the effectiveness of controls relating to the revenue recognition process, including controls related to the identification and evaluation of terms and conditions in contracts that impact revenue recognition. These procedures also included, among others, testing the completeness and accuracy of management's identification and evaluation of the terms and conditions in contracts by examining revenue

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arrangements on a test basis and testing management's process of identifying and evaluating the terms and conditions in contracts, including management's determination of the impact of those terms and conditions on revenue recognition.

/s/ PricewaterhouseCoopers LLP

San Jose, California

September 18, 2019

We have served as the Company's auditor since 2015.

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ZSCALER, INC.
Consolidated Balance Sheets
(in thousands, except per share amounts)

	July 31,	
	2019	2018
Assets		
Current assets:		
Cash and cash equivalents	\$ 78,484	\$ 135,579
Short-term investments	286,162	162,960
Accounts receivable, net	93,341	61,611
Deferred contract acquisition costs	21,219	16,136
Prepaid expenses and other current assets	16,880	10,878
Total current assets	496,086	387,164
Property and equipment, net	41,046	19,765
Deferred contract acquisition costs, noncurrent	48,566	39,774
Acquired intangible assets, net	8,708	—
Goodwill	7,479	—
Other noncurrent assets	2,277	1,078
Total assets	\$ 604,162	\$ 447,781
Liabilities and Stockholders' Equity		
Current liabilities:		
Accounts payable	\$ 6,208	\$ 4,895
Accrued expenses and other current liabilities	12,810	13,874
Accrued compensation	21,544	23,393
Deferred revenue	221,387	140,670
Total current liabilities	261,949	182,832
Deferred revenue, noncurrent	29,815	23,353
Other noncurrent liabilities	3,840	1,360
Total liabilities	295,604	207,545
Commitments and contingencies (Note 7)		
Stockholders' Equity		
Preferred stock; \$0.001 par value; 200,000 shares authorized as of July 31, 2019 and 2018, respectively; no shares issued and outstanding as of July 31, 2019 and 2018	—	—
Common stock; \$0.001 par value; 1,000,000 shares authorized as of July 31, 2019 and 2018, respectively; 127,253 and 119,764 shares issued and outstanding as of July 31, 2019 and 2018, respectively	127	119
Additional paid-in capital	532,618	438,392
Notes receivable from stockholders	—	(2,051)
Accumulated other comprehensive income (loss)	268	(124)
Accumulated deficit	(224,455)	(196,100)
Total stockholders' equity	308,558	240,236
Total liabilities and stockholders' equity	\$ 604,162	\$ 447,781

The accompanying notes are an integral part of these consolidated financial statements.

ZSCALER, INC.
Consolidated Statements of Operations
(in thousands, except per share amounts)

	Year Ended July 31,		
	2019	2018	2017
Revenue	\$ 302,836	\$ 190,174	\$ 125,717
Cost of revenue	59,669	37,875	27,472
Gross profit	243,167	152,299	98,245
Operating expenses:			
Sales and marketing	169,913	116,409	79,236
Research and development	61,969	39,379	33,561
General and administrative	46,598	31,135	20,521
Total operating expenses	278,480	186,923	133,318
Loss from operations	(35,313)	(34,624)	(35,073)
Interest income, net	7,730	2,236	597
Other income (expense), net	(329)	79	(107)
Loss before income taxes	(27,912)	(32,309)	(34,583)
Provision for income taxes	743	1,337	877
Net loss	\$ (28,655)	\$ (33,646)	\$ (35,460)
Accretion of Series C and D redeemable convertible preferred stock	—	(6,332)	(9,570)
Net loss attributable to common stockholders	\$ (28,655)	\$ (39,978)	\$ (45,030)
Net loss per share attributable to common stockholders, basic and diluted	\$ (0.23)	\$ (0.63)	\$ (1.54)
Weighted-average shares used in computing net loss per share attributable to common stockholders, basic and diluted	123,566	63,881	29,221

The accompanying notes are an integral part of these consolidated financial statements.

ZSCALER, INC.
Consolidated Statements of Comprehensive Loss
(in thousands)

	Year Ended July 31,		
	2019	2018	2017
Net loss	\$ (28,655)	\$ (33,646)	\$ (35,460)
Other comprehensive income (loss), net of tax:			
Unrealized net gains (losses) on available-for-sale securities	392	(124)	—
Other comprehensive income (loss)	392	(124)	—
Comprehensive loss	\$ (28,263)	\$ (33,770)	\$ (35,460)

The accompanying notes are an integral part of these consolidated financial statements.

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ZSCALER, INC.
Consolidated Statements of Redeemable Convertible Preferred Stock and Stockholders' Equity (Deficit)
(in thousands)

	Redeemable Convertible Preferred Stock		Common Stock		Additional Paid-In Capital	Notes Receivable From Stockholders	Accumulated Other Comprehensive Income (Loss)	Accumulated Deficit	Total Stockholders' Equity (Deficit)
	Shares	Amount	Shares	Amount					
Balance as of July 31, 2016	72,501	\$ 191,407	30,331	\$ 16	\$ 11,714	\$ (9,914)	\$ —	\$ (126,556)	\$ (124,740)
Accretion of Series C and D redeemable convertible preferred stock	—	9,570	—	—	(9,570)	—	—	—	(9,570)
Issuance of common stock upon exercise of stock options	—	—	1,347	1	2,970	—	—	—	2,971
Issuance of common stock related to early exercised stock options	—	—	781	—	—	—	—	—	—
Repurchases of unvested common stock	—	—	(100)	—	—	263	—	—	263
Repayments of notes receivable from stockholders	—	—	—	—	—	1,856	—	—	1,856
Additions to notes receivable related to early exercised stock options	—	—	—	—	—	(83)	—	—	(83)
Vesting of early exercised stock options	—	—	—	1	3,701	—	—	—	3,702
Stock-based compensation	—	—	—	—	9,919	—	—	—	9,919
Net loss	—	—	—	—	—	—	—	(35,460)	(35,460)
Balance as of July 31, 2017	72,501	200,977	32,359	18	18,734	(7,878)	—	(162,016)	(151,142)
Cumulative effect of accounting change	—	—	—	—	438	—	—	(438)	—
Accretion of Series C and D redeemable convertible preferred stock	—	6,332	—	—	(6,332)	—	—	—	(6,332)
Issuance of common stock upon exercise of stock options	—	—	1,712	2	4,983	—	—	—	4,985
Issuance of common stock related to early exercised stock options	—	—	180	—	—	—	—	—	—
Repurchases of unvested common stock	—	—	(788)	—	—	214	—	—	214
Repayments of notes receivable from stockholders	—	—	—	—	—	5,346	—	—	5,346
Accrued interest on notes receivable from stockholders, net of repayments	—	—	—	—	—	267	—	—	267
Vesting of early exercised stock options	—	—	—	12	3,243	—	—	—	3,255
Issuance of common stock upon initial public offering, net of underwriting discounts of \$15,456 and issuance costs of \$6,164	—	—	13,800	14	198,866	—	—	—	198,880
Conversion of redeemable convertible preferred stock to common stock upon initial public offering	(72,501)	(207,309)	72,501	73	207,236	—	—	—	207,309
Stock-based compensation	—	—	—	—	11,224	—	—	—	11,224
Unrealized net losses on available-for-sale securities	—	—	—	—	—	—	(124)	—	(124)
Net loss	—	—	—	—	—	—	—	(33,646)	(33,646)
Balance as of July 31, 2018	—	—	119,764	119	438,392	(2,051)	(124)	(196,100)	240,236
Cumulative effect of accounting change	—	—	—	—	(300)	—	—	300	—

The accompanying notes are an integral part of these consolidated financial statements.

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ZSCALER, INC.
Consolidated Statements of Cash Flows
(in thousands)

Year Ended July 31,		
2019	2018	2017

Cash Flows From Operating Activities

Net loss	\$ (28,655)	\$ (33,646)	\$ (35,460)
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Adjustments to reconcile net loss to cash provided by operating activities:

Depreciation and amortization expense	10,398	7,988	6,840
Amortization expense of acquired intangible assets	908	—	—
Amortization of deferred contract acquisition costs	18,651	13,181	8,474
Stock-based compensation expense	46,423	11,224	9,919
Deferred income taxes	(1,392)	—	—
Accretion of purchased discounts, net of amortization of investment premiums	(2,181)	—	—
Other	284	130	(89)

Changes in operating assets and liabilities, net of effects of business acquisitions:

Accounts receivable	(31,730)	(22,559)	(14,563)
Deferred contract acquisition costs	(32,526)	(34,429)	(21,999)
Prepaid expenses, other current and noncurrent assets	(7,642)	(5,068)	(2,718)
Accounts payable	495	(779)	2,249
Accrued expenses, other current and noncurrent liabilities	(336)	2,076	5,376
Accrued compensation	(1,849)	11,785	5,246
Deferred revenue	87,179	67,404	30,706
Net cash provided by (used in) operating activities	58,027	17,307	(6,019)

Cash Flows From Investing Activities

Purchases of property, equipment and other	(25,520)	(13,397)	(7,783)
Capitalized internal-use software	(3,162)	(1,773)	(391)
Acquired intangible assets	(1,480)	—	—
Payments for business acquisitions, net of cash acquired	(11,432)	—	—
Purchases of short-term investments	(335,186)	(163,366)	—
Proceeds from maturities of short-term investments	199,716	433	—
Proceeds from sale of short-term investments	14,990	—	—
Net cash used in investing activities	(162,074)	(178,103)	(8,174)

Cash Flows From Financing Activities

Proceeds from initial public offering, net of underwriting discounts and commissions	—	205,344	—
Payments of offering costs related to initial public offering	(1,797)	(4,336)	(31)
Proceeds from issuance of common stock upon exercise of stock options	29,862	4,985	2,971
Proceeds from issuance of common stock related to early exercised stock options	—	869	4,701
Proceeds from issuance of common stock under the employee stock purchase plan	16,436	—	—
Repurchases of unvested common stock	(22)	(3,811)	—
Repayments of notes receivable from stockholders	1,905	5,346	1,856
Net cash provided by financing activities	46,384	208,397	9,497

Net increase (decrease) in cash, cash equivalents and restricted cash	(57,663)	47,601	(4,696)
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Cash, cash equivalents and restricted cash at beginning of period	136,147	88,546	93,242
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Cash, cash equivalents and restricted cash at end of period	\$ 78,484	\$ 136,147	\$ 88,546
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The accompanying notes are an integral part of these consolidated financial statements.

ZSCALER, INC.

Notes to Consolidated Financial Statements

Note 1. Business and Summary of Significant Accounting Policies

Business

Zscaler, Inc. ("Zscaler," the "Company," "we," "us," or "our") is a cloud security company that developed a platform incorporating core security functionalities needed to enable users to safely utilize authorized applications and services based on an organization's policies. Our solution is a purpose-built, multi-tenant, distributed cloud security platform that secures access for users and devices to applications and services, regardless of location. We deliver our solutions using a software-as-a-service ("SaaS") business model and sell subscriptions to customers to access our cloud platform, together with related support services. We were incorporated in Delaware in September 2007 and conduct business worldwide, with presence in North America, Europe and Asia. Our headquarters are located in San Jose, California.

Reverse Stock Split

In March 2018, our board of directors approved an amendment to the Company's amended and restated certificate of incorporation effecting a 2-for-3 reverse stock split of the Company's issued and outstanding shares of common stock and convertible preferred stock. The reverse stock split was effected on March 1, 2018. The par value of the common stock and the convertible preferred stock was not adjusted as a result of the reverse stock split. All issued and outstanding share and per share amounts included in the accompanying consolidated financial statements have been adjusted to reflect this reverse stock split for all periods presented.

Initial Public Offering

In March 2018, we completed our initial public offering ("IPO") of common stock, in which we sold 13,800,000 shares. The shares were sold at an IPO price of \$16.00 per share for net proceeds of \$205.3 million, after deducting underwriters' discounts and commissions of \$15.5 million. In connection with the IPO, we incurred offering costs of \$6.2 million which were recorded within stockholders' equity (deficit) as a reduction of the net proceeds received from the IPO. Immediately prior to the closing of the IPO, all our outstanding shares of convertible preferred stock were automatically converted into 72,500,750 shares of common stock on a one-to-one basis.

Fiscal Year

Our fiscal year ends on July 31. References to fiscal 2019, for example, refer to our fiscal year ended July 31, 2019.

Principles of Consolidation

The accompanying consolidated financial statements include the accounts of the Company and its wholly owned subsidiaries and have been prepared in conformity with accounting principles generally accepted in the United States ("U.S. GAAP"). All intercompany balances and transactions have been eliminated in consolidation.

Use of Estimates

The preparation of consolidated financial statements in conformity with U.S. GAAP requires management to make estimates, judgments and assumptions that affect the amounts reported and disclosed in the financial statements and accompanying notes. Such

estimates include, but are not limited to, the determination of revenue recognition, deferred revenue, deferred contract acquisition costs, the period of benefit generated from our deferred contract acquisition costs,

allowance for doubtful accounts, valuation of stock-based awards, useful lives of property and equipment and acquired intangible assets, fair value of acquired intangible assets and goodwill, legal contingencies and valuation of deferred tax assets. Management determines these estimates and assumptions on historical experience and on various other assumptions that are believed to be reasonable. Actual results could differ significantly from these estimates, and such differences may be material to our consolidated financial statements.

Foreign Currency

The functional currency of our foreign subsidiaries is the U.S. dollar. Accordingly, monetary assets and liabilities of our foreign subsidiaries are re-measured into U.S. dollars at the exchange rates in effect at the reporting date, non-monetary assets and liabilities are re-measured at historical rates, revenue and expenses are re-measured at average exchange rates in effect during each reporting period. Foreign currency transaction gains and losses are recorded in other income (expense), net in the consolidated statements of operations. We recognized re-measurement losses of \$0.3 million, \$0.1 million and \$0.1 million for fiscal 2019, fiscal 2018 and fiscal 2017, respectively.

JOBS Act Extended Transition Period

As a result of the market value of our common stock held by our non-affiliates as of January 31, 2019, we ceased to be an “emerging growth company” (“EGC”), as defined in the Jumpstart Our Business Startups Act of 2012 (the “JOBS Act”), with our transition to a large accelerated filer status as of July 31, 2019. As an EGC, we elected not to avail ourselves of the extended transition periods available for complying with new or revised accounting pronouncements applicable to public companies that are not emerging growth companies. Accordingly, the transition to a large accelerated filer did not have an impact to our consolidated financial statements.

Concentration of Risks

We generate revenue primarily from sale of subscriptions to access our cloud platform, together with related support services. Our sales team, along with our channel partner network of global telecommunications service providers, system integrators and value-added resellers (collectively “channel partners”), sells our services worldwide to organizations of all sizes. Due to the nature of our services and the terms and conditions of our contracts with our channel partners, our business could be affected unfavorably if we are not able to continue our relationships with them.

Our financial instruments that are exposed to concentrations of credit risk consist primarily of cash, cash equivalents, short-term investments and accounts receivable. Although we deposit our cash with multiple financial institutions, the deposits, at times, may exceed federally insured limits. Cash equivalents and short-term investments consist of highly liquid investments in money market funds, U.S. treasury, U.S. agency securities and corporate debt securities, which are invested through financial institutions in the United States.

We grant credit to our customers in the normal course of business. We monitor the financial condition of our customers to reduce credit risk.

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The following table summarizes the concentration of 10% or more of the total balance of accounts receivable, net:

	July 31,	
	2019	2018
Channel partner A	12 %	*
Channel partner B	11 %	13 %
Channel partner C	10 %	13 %

* Represents less than 10%.

No single customer accounted for 10% or more of revenue in fiscal 2019, fiscal 2018 and fiscal 2017.

Segment Information

We operate as one reportable and operating segment. Our chief operating decision maker is our chief executive officer, who reviews financial information presented on a consolidated basis for purposes of making operating decisions, assessing financial performance and allocating resources.

Revenue Recognition

We have adopted Accounting Standards Codification ("ASC") Topic 606, Revenue From Contracts With Customers ("ASC 606"), effective as of August 1, 2017, using the full retrospective transition method. Under this method, we are presenting the consolidated financial statements for fiscal 2017, as if ASC 606 had been effective for that period as well.

In accordance with ASC 606, revenue is recognized when a customer obtains control of promised services. The amount of revenue recognized reflects the consideration that we expect to be entitled to receive in exchange for these services. To achieve the core principle of this standard, we apply the following five steps:

1) Identify the contract with a customer

We consider the terms and conditions of the contracts and our customary business practices in identifying our contracts under ASC 606. We determine we have a contract with a customer when the contract is approved, we can identify each party's rights regarding the services to be transferred, we can identify the payment terms for the services, we have determined the customer has the ability and intent to pay and the contract has commercial substance. We apply judgment in determining the customer's ability and intent to pay, which is based on a variety of factors, including the customer's historical payment experience or, in the case of a new customer, credit and financial information pertaining to the customer.

2) Identify the performance obligations in the contract

Performance obligations promised in a contract are identified based on the services that will be transferred to the customer that are both capable of being distinct, whereby the customer can benefit from the service either on its own or together with other resources that are readily available from third parties or from us, and are distinct in the context of the contract, whereby the transfer of the services

is separately identifiable from other promises in the contract. Our performance obligations consist of (i) our subscription and support services and (ii) professional and other services.

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3) Determine the transaction price

The transaction price is determined based on the consideration to which we expect to be entitled in exchange for transferring services to the customer. Variable consideration is included in the transaction price if, in our judgment, it is probable that a significant future reversal of cumulative revenue under the contract will not occur. None of our contracts contain a significant financing component.

4) Allocate the transaction price to performance obligations in the contract

If the contract contains a single performance obligation, the entire transaction price is allocated to the single performance obligation. Contracts that contain multiple performance obligations require an allocation of the transaction price to each performance obligation based on a relative standalone selling price ("SSP").

5) Recognize revenue when or as we satisfy a performance obligation

Revenue is recognized at the time the related performance obligation is satisfied by transferring the promised service to a customer. Revenue is recognized when control of the services is transferred to our customers, in an amount that reflects the consideration that we expect to receive in exchange for those services. We generate all our revenue from contracts with customers and apply judgment in identifying and evaluating any terms and conditions in contracts which may impact revenue recognition.

Subscription and Support Revenue

We generate revenue primarily from sales of subscriptions to access our cloud platform, together with related support services to our customers. Arrangements with customers do not provide the customer with the right to take possession of our software operating our cloud platform at any time. Instead, customers are granted continuous access to our cloud platform over the contractual period. A time-elapsed output method is used to measure progress because we transfer control evenly over the contractual period. Accordingly, the fixed consideration related to subscription and support revenue is generally recognized on a straight-line basis over the contract term beginning on the date that our service is made available to the customer.

The typical subscription and support term is one to three years. Most of our contracts are non-cancelable over the contractual term. Customers typically have the right to terminate their contracts for cause if we fail to perform in accordance with the contractual terms. Some of our customers have the option to purchase additional subscription and support services at a stated price. These options generally do not provide a material right as they are priced at our SSP.

Professional and Other Services Revenue

Professional and other services revenue consists of fees associated with providing deployment advisory services that educate and assist our customers on the best use of our solutions, as well as advise customers on best practices as they deploy our solution. These services are distinct from subscription and support services. Professional services do not result in significant customization of the subscription service. Revenue from professional services provided on a time and materials basis is recognized as the services are performed. Total professional and other services revenue has historically not been material.

Contracts with Multiple Performance Obligations

Most of our contracts with customers contain multiple promised services consisting of: (i) our subscription and support services and (ii) professional and other services that are distinct and accounted for separately. The transaction price is allocated to the separate performance obligations on a relative SSP basis. We determine SSP based on our overall pricing

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objectives, taking into consideration the type of subscription and support services and professional and other services, the geographical region of the customer and the number of users.

Variable Consideration

Revenue from sales is recorded at the net sales price, which is the transaction price, and includes estimates of variable consideration. The amount of variable consideration that is included in the transaction price is constrained and is included in the net sales price only to the extent that it is probable that a significant reversal in the amount of the cumulative revenue will not occur when the uncertainty is resolved.

If our services do not meet certain service level commitments, our customers are entitled to receive service credits, and in certain cases, refunds, each representing a form of variable consideration. We have historically not experienced any significant incidents affecting the defined levels of reliability and performance as required by our subscription contracts. Accordingly, estimated refunds related to these agreements were not material to the periods presented.

We provide rebates and other credits within our contracts with certain customers, which are estimated based on the value expected to be earned or claimed on the related sales transaction. Overall, the transaction price is reduced to reflect our estimate of the amount of consideration to which we are entitled based on the terms of the contract. Estimated rebates and other credits were not material during the periods presented.

Disaggregation of Revenue

Subscription and support revenue is recognized over time and accounted for approximately 99% of our revenue in fiscal 2019, fiscal 2018 and fiscal 2017.

The following table summarizes the revenue by region based on the shipping address of customers who have contracted to use our cloud platform:

	Year Ended July 31,					
	2019		2018		2017	
	Amount	% Revenue	Amount	% Revenue	Amount	% Revenue
(in thousands, except for percentage data)						
United States	\$ 148,807	49 %	\$ 86,123	45 %	\$ 57,990	46 %
Europe, Middle East and Africa ^(*)	124,437	41	84,828	45	56,857	45
Asia Pacific	23,838	8	14,465	8	9,853	8
Other	5,754	2	4,758	2	1,017	1
Total	\$ 302,836	100 %	\$ 190,174	100 %	\$ 125,717	100 %

(*) Revenue from the United Kingdom represented 10%, 11% and 13% of the total revenue for fiscal 2019, fiscal 2018 and fiscal 2017, respectively.

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The following table summarizes the revenue from contracts by type of customer:

	Year Ended July 31,					
	2019		2018		2017	
	Amount	% Revenue	Amount	% Revenue	Amount	% Revenue
(in thousands, except for percentage data)						
Channel partners	\$ 289,579	96 %	\$ 175,798	92 %	\$ 110,900	88 %
Direct customers	13,257	4	14,376	8	14,817	12
Total	\$ 302,836	100 %	\$ 190,174	100 %	\$ 125,717	100 %

Contract Balances

Contract liabilities consist of deferred revenue and include payments received in advance of performance under the contract. Such amounts are recognized as revenue over the contractual period. In fiscal 2019, fiscal 2018 and fiscal 2017 we recognized revenue of \$143.9 million, \$85.3 million and \$58.5 million, respectively, that was included in the corresponding contract liability balance at the beginning of the related fiscal year.

We receive payments from customers based upon contractual billing schedules and accounts receivable are recorded when the right to consideration becomes unconditional. Payment terms on invoiced amounts are typically 30 days but may be up to 90 days for some of our channel partners. Contract assets include amounts related to our contractual right to consideration for both completed and partially completed performance obligations that may not have been invoiced and such amounts have historically not been material.

Remaining Performance Obligations

The typical subscription and support term is one to three years. Most of our subscription and support contracts are non-cancelable over the contractual term. However, customers typically have the right to terminate their contracts for cause, if we fail to perform. As of July 31, 2019, the aggregate amount of the transaction price allocated to remaining performance obligations was \$554.2 million. We expect to recognize 55% of the transaction price over the next 12 months and 98% of the transaction price over the next three years, with the remainder recognized thereafter.

Costs to Obtain and Fulfill a Contract

We capitalize sales commission and associated payroll taxes paid to internal sales personnel that are incremental to the acquisition of channel partner and direct customer contracts. These costs are recorded as deferred contract acquisition costs in the consolidated balance sheets. We determine whether costs should be deferred based on our sales compensation plans, if the commissions are in fact incremental and would not have occurred absent the customer contract.

Sales commissions for renewal of a contract are not considered commensurate with the commissions paid for the acquisition of the initial contract given the substantive difference in commission rates in proportion to their respective contract values. Commissions paid upon the initial acquisition of a contract are amortized over an estimated period of benefit of five years while commissions paid for renewal contracts are amortized over the contractual term of the renewals. Amortization of deferred contract acquisition costs is recognized on a straight-line basis commensurate with the pattern of revenue recognition and included in sales and marketing expense

in the consolidated statements of operations. We determine the period of benefit for commissions paid for the acquisition of the initial contract by taking into consideration the expected subscription term and expected renewals of our customer contracts, the duration of our relationships with our customers, customer retention data, our technology development lifecycle and other factors. We periodically review the carrying amount of deferred contract acquisition costs to determine whether events or changes in circumstances have occurred that could impact the period of benefit of these deferred costs. We did not recognize any impairment losses of deferred contract acquisition costs during the periods presented.

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The following table summarizes the activity of the deferred contract acquisition costs:

	Year Ended July 31,		
	2019	2018	2017
	(in thousands)		
Beginning balance	\$ 55,910	\$ 34,662	\$ 21,137
Capitalization of contract acquisition costs	32,526	34,429	21,999
Amortization of deferred contract acquisition costs	(18,651)	(13,181)	(8,474)
Ending balance	\$ 69,785	\$ 55,910	\$ 34,662
Deferred contract acquisition costs	\$ 21,219	\$ 16,136	\$ 10,469
Deferred contract acquisition costs, noncurrent	48,566	39,774	24,193
Total deferred contract acquisition costs	\$ 69,785	\$ 55,910	\$ 34,662

Sales commissions accrued but not paid at July 31, 2019 and 2018, totaled \$9.0 million and \$10.0 million, respectively, which are included within accrued compensation in the consolidated balance sheets.

Accounts Receivable and Allowance

Accounts receivable are recorded at the invoiced amount and are non-interest bearing. Accounts receivable are stated at their net realizable value, net of an allowance for doubtful accounts. We have a well-established collections history from our customers. Credit is extended to customers based on an evaluation of their financial condition and other factors. In determining the necessary allowance for doubtful accounts, management considers the current aging and financial condition of our customers, the amount of receivables in dispute and current payment patterns. The allowance for doubtful accounts has historically not been material. There were no material write-offs recognized in the periods presented. Accordingly, the movements in the allowance for doubtful accounts were not material for any of the periods presented. We do not have any off-balance-sheet credit exposure related to our customers.

Cash Equivalents and Short-Term Investments

We classify all highly liquid investments purchased with an original maturity of 90 days or less from the date of purchase as cash equivalents and all highly liquid investments with original maturities beyond 90 days at the time of purchase as short-term investments. Our cash equivalents and short-term investments consist of highly liquid investments in money market funds, U.S. treasury securities, U.S. government agency securities and corporate debt securities.

We classify our investments as available-for-sale investments and present them within current assets since these investments represent funds available for current operations and we have the ability and intent, if necessary, to liquidate any of these investments in order to meet our liquidity needs within the next 12 months. Our investments are carried at fair value, with unrealized gains and losses, net of tax, reported in accumulated other comprehensive income (loss) within stockholders' equity.

Our investments are reviewed periodically to determine whether a decline in a security's fair value below the amortized cost basis is other-than-temporary. If the cost of an individual investment exceeds its fair value, we consider available quantitative and qualitative

factors such as the length of time and extent to which the market value has been less than the cost, the financial condition and near-term prospects of the issuer and our intent to sell, or whether it is more likely than not we will be required to sell the investment before recovery of the investment's amortized cost basis. If we believe that a decline in fair value is determined to be other-than-temporary, we write down these investments to fair value. There were no impairments recognized on our investments during the periods presented.

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Interest income, amortization of premiums and discounts, realized gains and losses and declines in fair value judged to be other-than-temporary on our available-for-sale securities are included in interest income, net in the consolidated statements of operations. We use the specific identification method to determine the cost in calculating realized gains and losses upon the sale of these investments.

Fair Value of Financial Instruments

Our financial instruments consist of cash equivalents, short-term investments, accounts receivable, accounts payable and accrued liabilities. Cash equivalents and short-term investments are recorded at fair value. Accounts receivable, accounts payable and accrued liabilities are stated at their carrying value, which approximates fair value due to the short-time to the expected receipt or payment date. Assets recorded at fair value on a recurring basis in the consolidated balance sheets, consisting of cash equivalents and short-term investments, are categorized in accordance with the fair value hierarchy based upon the level of judgment associated with the inputs used to measure their fair values.

Restricted Cash

We maintained restricted cash of \$0.6 million as of July 31, 2018 through letters of credit related to certain lease agreements. In fiscal 2019, the letters of credit were converted to unsecured letters of credit and the underlying funds were released. As of July 31, 2019, we did not have restricted cash.

Property and Equipment

Property and equipment, net are stated at historical cost net of accumulated depreciation. Property and equipment, excluding leasehold improvements, are depreciated using the straight-line method over the estimated useful lives of the respective assets, generally ranging from three to five years. Leasehold improvements are amortized using the straight-line method over the shorter of the estimated useful lives of the respective assets or the lease term. Expenditures for maintenance and repairs are expensed as incurred and significant improvements and betterments that substantially enhance the life of an asset are capitalized.

Capitalized Internal-Use Software Development Costs

We capitalize certain costs incurred during the application development stage in connection with software development for our cloud security platform. Costs related to preliminary project activities and post-implementation activities are expensed as incurred. Capitalized costs are recorded as part of property and equipment in the consolidated balance sheets. Maintenance and training costs are expensed as incurred. Capitalized internal-use software is amortized on a straight-line basis over its estimated useful life, which is generally three years, and is recorded as cost of revenue in the consolidated statements of operations. We capitalized costs associated with the development of software for internal-use of \$3.7 million, \$1.8 million and \$0.4 million in fiscal 2019, fiscal 2018 and fiscal 2017, respectively. We recognized amortization expense of capitalized internal-use software of \$1.0 million, \$0.9 million and \$1.2 million in fiscal 2019, fiscal 2018 and fiscal 2017, respectively.

Business Combinations

We account for our business combinations using the acquisition method of accounting, which requires, among other things, allocation of the fair value of purchase consideration to the tangible and intangible assets acquired and liabilities assumed at their estimated fair values on the acquisition date. The excess of the fair value of purchase consideration over the values of these identifiable assets and liabilities is recorded as goodwill. When determining the fair value of assets acquired and liabilities assumed, we make estimates and assumptions, especially with respect to intangible assets. Our estimates of fair value are based upon assumptions believed to be

reasonable, but which are inherently uncertain and unpredictable and, as a result, actual results may differ from estimates. During the measurement period, not to exceed one year from the date of acquisition, we may record adjustments to the assets acquired and liabilities assumed, with a corresponding offset to goodwill

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if new information is obtained related to facts and circumstances that existed as of the acquisition date. After the measurement period, any subsequent adjustments are reflected in the consolidated statements of operations. Acquisition costs, such as legal and consulting fees, are expensed as incurred.

Goodwill and Other Long-Lived Assets, including Acquired Intangible Assets

Goodwill represents the excess of the fair value of purchase consideration in a business combination over the fair value of net tangible and intangible assets acquired. Goodwill amounts are not amortized, but rather tested for impairment at least annually or more often if circumstances indicate that the carrying value may not be recoverable. No indications of impairment of goodwill were noted during the periods presented.

Acquired intangible assets consist of identifiable intangible assets, including developed technology and customer relationships, resulting from business combinations. Acquired finite-lived intangible assets are initially recorded at fair value and are amortized on a straight-line basis over their estimated useful lives. Amortization expense of developed technology and customer relationships is recorded primarily within cost of revenues and sales and marketing expenses, respectively, in the consolidated statements of operations.

Long-lived assets, such as property and equipment and acquired intangible assets, are reviewed for impairment whenever events or changes in circumstances indicate that their carrying amounts may not be recoverable. We measure the recoverability of these assets by comparing the carrying amounts to the future undiscounted cash flows that these assets are expected to generate. If the total of the future undiscounted cash flows are less than the carrying amount of an asset, we record an impairment charge for the amount by which the carrying amount of the asset exceeds the fair value. Impairment losses on long-lived assets were not material during the periods presented.

Deferred Offering Costs

Deferred offering costs consisted of fees and expenses incurred in connection with the sale of our common stock in an IPO, including legal, accounting, printing and other IPO-related costs. Total deferred offering costs of \$6.2 million were reclassified into stockholders' equity as a reduction of the net proceeds received from the IPO in the year ended July 31, 2018.

Leases

We lease our facilities under operating lease agreements and recognize related rent expense on a straight-line basis over the term of the lease. Some of our lease agreements contain rent holidays, scheduled rent increases, lease incentives and renewal options. Rent holidays and scheduled rent increases are included in the determination of rent expense to be recorded over the lease term. Lease incentives are recognized as a reduction of rent expense on a straight-line basis over the term of the lease. Renewals are not assumed in the determination of the lease term unless they are deemed to be reasonably assured at the inception of the lease. We begin recognizing rent expense on the date that we obtain the legal right to use and control of the leased space.

Stock-Based Compensation

Compensation expense related to stock-based awards granted to employees and non-employees is calculated based on the fair value of stock-based awards on the date of grant.

Stock-based compensation for common stock options is recognized based on the fair value of the awards granted, determined using the Black-Scholes option pricing model and a single option award approach. Stock-based compensation expense is recognized on a straight-line basis over the requisite service period, generally four years. Stock-based compensation for purchase rights granted under the

employee stock purchase plan is based on the Black-Scholes option pricing model fair value of the number of awards estimated as of the beginning of the offering period. Stock-based

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compensation expense is recognized following the straight-line attribution method over the offering period. Stock-based compensation for restricted stock units is measured based on the market closing price of our common stock on the grant date. Stock-based compensation expense is recognized on a straight-line basis over the requisite service period, generally four years.

Prior to our IPO, the fair value of our common stock for financial reporting purposes was determined considering numerous objective and subjective factors and required judgment to determine the fair value of common stock as of each grant date. Subsequent to the IPO, we determine the fair value using the market closing price of our common stock on the date of grant.

Research and Development

Our research and development expenses support our efforts to add new features to our existing offerings and to ensure the reliability, availability and scalability of our solutions. Our cloud platform is software-driven, and our research and development teams employ software engineers in the design and the related development, testing, certification and support of our solutions. Accordingly, the majority of our research and development expenses result from employee-related costs, including salaries, bonuses and benefits and costs associated with technology tools used by our engineers.

Advertising Expenses

Advertising expenses are charged to sales and marketing expense in the consolidated statements of operations as incurred. We recognized advertising expense of \$8.6 million, \$3.4 million and \$1.8 million in fiscal 2019, fiscal 2018 and fiscal 2017, respectively.

Warranties and Indemnification

Our cloud platform is generally warranted to be free of defects under normal use and to perform substantially in accordance with the subscription agreement. Additionally, our contracts generally include provisions for indemnifying customers and channel partners against liabilities if our services infringe or misappropriate a third party's intellectual property rights. Costs and liabilities incurred as a result of warranties and indemnification obligations were not material during the periods presented.

Legal Contingencies

We may be subject to legal proceedings and litigation arising from time to time. We record a liability when we believe that it is both probable that a loss has been incurred and the amount can be reasonably estimated. We periodically evaluate developments in our legal matters that could affect the amount of liability that we accrue, if any, and adjust, as appropriate. Until the final resolution of any such matter for which we may be required to record a liability, there may be a loss exposure in excess of the liability recorded and such amount could be significant. We expense legal fees as incurred.

Income Taxes

We account for income taxes using the asset and liability method. Deferred income taxes are recognized by applying the enacted statutory tax rates applicable to future years to differences between the carrying amounts of existing assets and liabilities and their respective tax bases and net operating loss and tax credit carryforwards. The effect on deferred tax assets and liabilities of a change in tax rates is recognized in the period that includes the enactment date. The measurement of deferred tax assets is reduced, if necessary, by a valuation allowance to amounts that are more likely than not to be realized.

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We recognize tax benefits from uncertain tax positions only if we believe that it is more likely than not that the tax position will be sustained on examination by the taxing authorities based on the technical merits of the position. The tax benefits recognized in the financial statements from such positions are then measured based on the largest benefit that has a greater than 50% likelihood of being realized upon settlement.

On December 22, 2017, the Tax Cuts and Jobs Act of 2017, or the Tax Act, was enacted. The Tax Act contains several key tax provisions that affect us, including, but not limited to, those reducing the U.S. federal corporate tax rate, imposing a one-time mandatory transition tax on previously untaxed foreign earnings and changing rules related to the use of net operating loss carryforwards created in tax years beginning after December 31, 2017. During fiscal 2019, we completed our assessment of the impacts of the Tax Act including the remeasurement of our deferred taxes, the one-time mandatory transition tax, and the policy decision regarding whether to record deferred taxes associated with GILTI within the measurement period provided by SAB 118. Because of the full valuation allowance recorded against our U.S. federal deferred tax assets, there was no incremental tax expense (or benefit) recognized related to finalizing the accounting for the Tax Act. We have elected to account for the tax effects of GILTI as a period cost.

Comprehensive Loss

Comprehensive loss consists of two components, net loss and other comprehensive income (loss). Other comprehensive income (loss) refers to unrealized gains or losses on available-for-sale investments, net of tax, that are recorded as an element of stockholders' equity (deficit) and are excluded from net loss.

Net Loss Per Share Attributable to Common Stockholders

Prior to the IPO, basic and diluted net loss per share attributable to common stockholders is presented in conformity with the two-class method required for participating securities. We consider all series of our convertible preferred stock to be participating securities. Under the two-class method, the net loss attributable to common stockholders is not allocated to the convertible preferred stock as the holders of our convertible preferred stock do not have a contractual obligation to share in our losses. Under the two-class method, net income is attributed to common stockholders and participating securities based on their participation rights.

Under the two-class method, basic net loss per share attributable to common stockholders is computed by dividing the net loss attributable to common stockholders by the weighted-average number of shares of common stock outstanding during the period. Net loss attributable to common stockholders is calculated by adjusting the net loss for the accretion of redeemable convertible preferred stock outstanding during the period.

Diluted earnings per share attributable to common stockholders adjusts basic earnings per share for all potentially dilutive common stock equivalents outstanding during the period. Potentially dilutive securities consist of convertible preferred stock, stock options, shares subject to repurchase from early exercised stock options and estimated shares to be issued under the employee stock purchase plan. Since we have reported net losses for all periods presented, we have excluded all potentially dilutive securities from the calculation of the diluted net loss per share attributable to common stockholders as their effect is antidilutive and accordingly, basic and diluted net loss per share attributable to common stockholders is the same for all periods presented.

Upon closing of the IPO, all shares of convertible preferred stock then outstanding were automatically converted into an equivalent number of shares of common stock on a one-to-one basis and their carrying amount reclassified into stockholders' equity (deficit). As of July 31, 2019 and 2018, we did not have shares of preferred stock issued and outstanding.

Recently Adopted Accounting Pronouncements

In January 2017, the Financial Accounting Standard Board ("FASB") issued Accounting Standard Update ("ASU") No. 2017-01, Business Combinations (Topic 805): Clarifying the Definition of a Business. The amendment was issued to clarify the definition of a business with the objective of adding guidance to assist entities with evaluating whether transactions should be accounted for as acquisitions of assets or businesses. This standard provides a screen test to determine when a set (inputs and processes that produce an output) is not a business. The screen requires that when substantially all of the fair value of the gross assets acquired is concentrated in a single identifiable asset or a group of similar identifiable assets, the set is not a business. We adopted this standard as of August 1, 2018, and it did not have a material impact to our consolidated financial statements.

In January 2017, the FASB issued ASU 2017-04, Intangibles-Goodwill and Other (Topic 350), which simplifies the accounting for goodwill impairments by eliminating step 2 from the goodwill impairment test. Instead, if the carrying amount of a reporting unit exceeds its fair value, an impairment loss shall be recognized in an amount equal to that excess, limited to the total amount of goodwill allocated to that reporting unit. For public business entities, this standard is effective for annual periods beginning after December 15, 2019. Early adoption is permitted. We early adopted this standard on February 1, 2019, and it did not have a material impact to our consolidated financial statements.

In May 2017, the FASB issued ASU No. 2017-09, Compensation—Stock Compensation (Topic 718): Scope of Modification Accounting, which provides clarity in applying the guidance in Topic 718 around modifications of share-based payment awards. We adopted this standard as of August 1, 2018, and it did not have a material impact to our consolidated financial statements.

In August 2016, the FASB issued ASU No. 2016-15, Statement of Cash Flows (Topic 230): Classification of Certain Cash Receipts and Cash Payments. The new standard eliminates the diversity in practice related to the classification of certain cash receipts and payments for debt prepayment or extinguishment costs, the maturing of a zero-coupon bond, the settlement of contingent liabilities arising from a business combination, proceeds from insurance settlements, distributions from certain equity method investees and beneficial interests obtained in a financial asset securitization. We adopted this standard as of August 1, 2018 using the retrospective transition method, and it did not have a material impact to our consolidated financial statements.

In November 2016, the FASB issued ASU No. 2016-18, Statement of Cash Flows (Topic 230): Restricted Cash, which requires that amounts generally described as restricted cash or restricted cash equivalents be included with cash and cash equivalents when reconciling the beginning-of-period and end-of-period total amounts shown on the statement of cash flows. We adopted this standard as of August 1, 2018 using the retrospective transition method and we have adjusted our prior period consolidated statement of cash flows to conform to the current presentation.

In June 2018, the FASB issued ASU No. 2018-07, Compensation—Stock Compensation (Topic 718): Improvements to Nonemployee Share-Based Payment Accounting, which simplifies the accounting for equity awards granted to nonemployees. For public business entities, it is effective for fiscal years beginning after December 15, 2018, and interim periods therein. Early adoption is permitted. We early adopted this standard as of August 1, 2018 using the prospective transition method, which resulted in a cumulative-effect adjustment of \$0.3 million recognized within stockholders' equity, as a reduction of additional paid-in capital against accumulated deficit, on the adoption date.

In August 2018, the FASB issued ASU No. 2018-15, "Intangibles-Goodwill and Other-Internal-Use Software (Subtopic 350-40): Customer's Accounting for Implementation Costs Incurred in a Cloud Computing Arrangement That Is a Service Contract," which aligns the requirements for capitalizing implementation costs incurred in a hosting arrangement that is a service contract with the requirements

for capitalizing implementation costs incurred to develop or obtain internal-use software. The new standard requires capitalized costs to be amortized on a straight-line basis generally over the term of the

arrangement, and the financial statement presentation for these capitalized costs would be the same as that of the fees related to the hosting arrangements. For public business entities, this standard is effective for fiscal years beginning after December 15, 2019, and interim periods within those fiscal years. Early adoption is permitted. We early adopted this standard as of August 1, 2018 using the prospective transition method, and it did not have a material impact to our consolidated financial statements.

In August 2018, the SEC adopted the final rule under SEC Release No. 33-10532, "Disclosure Update and Simplification," amending certain disclosure requirements that have become redundant, duplicative, overlapping, outdated or superseded. In addition, the amendments expanded the disclosure requirements on the analysis of stockholders' equity for interim financial statements. Under the amendments, an analysis of changes in each caption of stockholders' equity presented in the balance sheet must be provided in a note or separate statement. The analysis should present a reconciliation of the beginning balance to the ending balance of each period for which a statement of comprehensive income is required to be filed. The final rule was effective November 5, 2018. We early adopted this requirement as of August 1, 2018, presenting the activity of the stockholder's equity accounts in the accompanying statements of redeemable convertible preferred stock and stockholders' equity (deficit) for the periods presented.

Recently Issued Accounting Pronouncements Not Yet Adopted

In February 2016, the FASB issued ASU No. 2016-02, Leases (Topic 842) ("ASU 2016-02") as amended, which requires recognition of lease assets and liabilities for most leases with terms of more than 12 months. These standards are effective for fiscal years beginning after December 15, 2018, with early adoption permitted. We will adopt this standard effective August 1, 2019 on a modified retrospective basis and will not restate comparative periods. We plan to elect the package of practical expedients permitted under the transition guidance, which allows us to carryforward our historical lease classification, our assessment on whether a contract is or contains a lease, and our initial direct costs for any leases that exist prior to adoption of the new standard. We will also plan to elect to combine lease and non-lease components. In addition, we also plan to elect not to record leases that, at the lease commencement date, have a lease term of 12 months or less on the balance sheet. The standard will have a material impact on the Company's consolidated balance sheets, but it will not have a material impact on its consolidated statement of operations or consolidated statement of cash flows. Leases currently designated as operating leases and data centers in Note 7, Commitments and Contingencies, of these consolidated financial statements will be reported on the consolidated balance sheet upon adoption at their net present value, which will increase total assets and liabilities in the consolidated balance sheets.

In June 2016, the FASB issued ASU No. 2016-13, Financial Instruments-Credit Losses (Topic 326): Measurement of Credit Losses on Financial Instruments. This ASU amends guidance on reporting credit losses for assets held at amortized cost basis and available-for-sale debt securities to require that credit losses on available-for-sale debt securities be presented as an allowance rather than as a write-down. The measurement of credit losses for newly recognized financial assets and subsequent changes in the allowance for credit losses are recorded in the statements of operations. For public business entities, it is effective for fiscal years beginning after December 15, 2019, including interim periods within those fiscal years. Early adoption is permitted. We are currently evaluating the potential impact of this standard on our consolidated financial statements.

Note 2. Cash Equivalents and Short-Term Investments

Cash equivalents and short-term investments consisted of the following as of July 31, 2019:

	Amortized Cost	Unrealized Gains	Unrealized Losses	Fair Value
(in thousands)				
Cash equivalents:				
Money market funds	\$ 55,036	\$ —	\$ —	\$ 55,036
Short-term investments:				
U.S. treasury securities	\$ 125,042	\$ 248	\$ (9)	\$ 125,281
U.S. government agency securities	64,689	7	(50)	64,646
Corporate debt securities	96,047	207	(19)	96,235
Total	\$ 285,778	\$ 462	\$ (78)	\$ 286,162
Total cash equivalents and short-term investments	\$ 340,814	\$ 462	\$ (78)	\$ 341,198

Cash equivalents and short-term investments consisted of the following as of July 31, 2018:

	Amortized Cost	Unrealized Gains	Unrealized Losses	Fair Value
(in thousands)				
Cash equivalents:				
Money market funds	\$ 74,408	\$ —	\$ —	\$ 74,408
U.S. treasury securities	17,488	—	—	17,488
U.S. government agency securities	1,999	—	—	1,999
Corporate debt securities	11,010	—	(1)	11,009
Total	\$ 104,905	\$ —	\$ (1)	\$ 104,904
Short-term investments:				
U.S. treasury securities	\$ 55,768	\$ —	\$ (17)	\$ 55,751
U.S. government agency securities	17,953	—	(19)	17,934
Corporate debt securities	89,362	1	(88)	89,275
Total	\$ 163,083	\$ 1	\$ (124)	\$ 162,960
Total cash equivalents and short-term investments	\$ 267,988	\$ 1	\$ (125)	\$ 267,864

The amortized cost and fair value of our short-term investments based on their stated maturities consisted of the following as of July 31, 2019:

	<u>Amortized</u> <u>Cost</u>	<u>Fair Value</u>
	(in thousands)	
Due within one year	\$ 196,046	\$ 196,194
Due between one and two years	89,732	89,968
Total	<u>\$ 285,778</u>	<u>\$ 286,162</u>

Short-term investments that were in an unrealized loss position consisted of the following as of July 31, 2019:

	Less than 12 Months		Greater than 12 Months		Total	
	Fair Value	Unrealized Losses	Fair Value	Unrealized Losses	Fair Value	Unrealized Losses
(in thousands)						
U.S. treasury securities	\$ 5,719	\$ (9)	\$ —	\$ —	\$ 5,719	\$ (9)
U.S. government agency securities	36,550	(37)	9,992	(13)	46,542	(50)
Corporate debt securities	14,279	(16)	8,364	(3)	22,643	(19)
Total	\$ 56,548	\$ (62)	\$ 18,356	\$ (16)	\$ 74,904	\$ (78)

The unrealized losses for the above securities as of July 31, 2019 were primarily attributable to changes in interest rates.

Short-term investments that were in an unrealized loss position consisted of the following as of July 31, 2018:

	Less than 12 Months		Greater than 12 Months		Total	
	Fair Value	Unrealized Losses	Fair Value	Unrealized Losses	Fair Value	Unrealized Losses
(in thousands)						
U.S. treasury securities	\$ 55,750	\$ (17)	\$ —	\$ —	\$ 55,750	\$ (17)
U.S. government agency securities	17,934	(19)	—	—	17,934	(19)
Corporate debt securities	83,332	(88)	—	—	83,332	(88)
Total	\$ 157,016	\$ (124)	\$ —	\$ —	\$ 157,016	\$ (124)

We review the individual securities that have unrealized losses in our short-term investment portfolio on a regular basis to evaluate whether or not any security has experienced an other-than-temporary decline in fair value. We evaluate, among others, whether we have the intention to sell any of these investments and whether it is not more likely than not that we will be required to sell any of them before recovery of the amortized cost basis. Based on this evaluation, we determined that there were no other-than-temporary impairments associated with our short-term investments as of July 31, 2019.

Note 3. Fair Value Measurements

Fair value is defined as the exchange price that would be received from sale of an asset or paid to transfer a liability in the principal or most advantageous market for the asset or liability in an orderly transaction between market participants on the measurement date. We measure our financial assets and liabilities at fair value at each reporting period using a fair value hierarchy which requires us to maximize the use of observable inputs and minimize the use of unobservable inputs when measuring fair value. A financial instrument's classification within the fair value hierarchy is based upon the lowest level of input that is significant to the fair value measurement. Three levels of inputs may be used to measure fair value:

- Level I - Observable inputs are unadjusted quoted prices in active markets for identical assets or liabilities;

- Level II - Observable inputs are quoted prices for similar assets and liabilities in active markets or inputs other than quoted prices that are observable for the assets or liabilities, either directly or indirectly through market corroboration, for substantially the full term of the financial instruments; and
- Level III - Unobservable inputs that are supported by little or no market activity and that are significant to the fair value of the assets or liabilities. These inputs are based on our own assumptions used to measure assets and liabilities at fair value and require significant management judgment or estimation.

Our money market funds are classified within Level I due to the highly liquid nature of these assets and have quoted prices in active markets.

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Certain of our investments in available-for-sale securities (i.e., U.S. treasury securities, U.S. government agency securities and corporate securities) are classified within Level II. The fair value of these securities is priced by using inputs based on non-binding market consensus prices that are primarily corroborated by observable market data or quoted market prices for similar instruments.

Assets that are measured at fair value on a recurring basis consisted of the following as of July 31, 2019:

	Total	Level I Quoted Prices in Active Markets for Identical Assets	Level II Significant Other Observable Inputs	Level III Significant Unobservable Inputs
(in thousands)				
Cash equivalents:				
Money market funds	\$ 55,036	\$ 55,036	\$ —	\$ —
Short-term investments:				
U.S. treasury securities	\$ 125,281	\$ —	\$ 125,281	\$ —
U.S. government agency securities	64,646	—	64,646	—
Corporate debt securities	96,235	—	96,235	—
Total	\$ 286,162	\$ —	\$ 286,162	\$ —
Total cash equivalents and short-term investments	\$ 341,198	\$ 55,036	\$ 286,162	\$ —

Assets that are measured at fair value on a recurring basis consisted of the following as of July 31, 2018:

		Level I	Level II	Level III
		Quoted Prices in Active Markets for Identical Assets	Significant Other Observable Inputs	Significant Unobservable Inputs
	Total			
(in thousands)				
Cash equivalents:				
Money market funds	\$ 74,408	\$ 74,408	\$ —	\$ —
U.S. treasury securities	17,488	—	17,488	—
U.S. government agency securities	1,999	—	1,999	—
Corporate debt securities	11,009	—	11,009	—
Total	<u>\$ 104,904</u>	<u>\$ 74,408</u>	<u>\$ 30,496</u>	<u>\$ —</u>
Short-term investments:				
U.S. treasury securities	\$ 55,751	\$ —	\$ 55,751	\$ —
U.S. government agency securities	17,934	—	17,934	—
Corporate debt securities	89,275	—	89,275	—
Total	<u>\$ 162,960</u>	<u>\$ —</u>	<u>\$ 162,960</u>	<u>\$ —</u>
Total cash equivalents and short-term investments	<u><u>\$ 267,864</u></u>	<u><u>\$ 74,408</u></u>	<u><u>\$ 193,456</u></u>	<u><u>\$ —</u></u>

We did not have transfers between levels of the fair value hierarchy of assets measured at fair value during the periods presented.

Note 4. Property and Equipment

Property and equipment consisted of the following:

	Estimated Useful Life	July 31,	
		2019	2018
(in thousands)			
Hosting equipment	3 years	\$ 56,910	\$ 30,743
Computers and equipment	3-5 years	2,837	2,335
Purchased software	3 years	1,311	1,324
Capitalized internal-use software	3 years	9,904	6,163
Furniture and fixtures	5 years	1,566	1,478
Leasehold improvements	Shorter of useful life or lease term	2,255	2,123
Property and equipment, gross		74,783	44,166
Less: Accumulated depreciation and amortization		(33,737)	(24,401)
Total property and equipment, net		\$ 41,046	\$ 19,765

We recognized depreciation and amortization expense on property and equipment of \$10.4 million, \$8.0 million and \$6.8 million in fiscal 2019, fiscal 2018 and fiscal 2017, respectively.

Note 5. Business Combinations

In the fourth quarter of fiscal 2019, we completed the acquisition of an early stage software company, Appssulate, Inc. Pursuant to the terms of the purchase agreement, the aggregate purchase price was approximately \$12.9 million, of which \$10.3 million was paid in cash on the acquisition date and \$2.3 million is to be paid upon the lapse of an indemnification period within 18 months of the acquisition date. As of July 31, 2019, this holdback amount is reflected within other noncurrent liabilities in the consolidated balance sheets.

In connection with this acquisition, we retained the services of a third-party firm to complete a valuation of the acquired identifiable intangible assets as of the closing date in order to allocate the purchase price consideration. The purchase price allocation resulted in the recognition of \$5.9 million of goodwill, exclusive of goodwill recognized as a result of deferred tax liability generated by the acquired developed technology, and \$7.0 million of developed technology. The developed technology was valued using a replacement cost approach, which is based on the cost of a market participant to reconstruct a substitute asset of comparable utility. Goodwill represents the excess of the purchase price paid over the fair value of the net assets acquired and is primarily attributable to the acquired workforce and expected operating synergies. Goodwill is not expected to be deductible for income tax purposes. We incurred approximately \$0.3 million of acquisition related costs, which were recorded as general and administrative expenses in fiscal 2019.

The acquisition was a stock transaction for tax purposes. As a result, we recognized a deferred tax liability for approximately \$1.4 million, which increased goodwill. As we have a full valuation allowance as of July 31, 2019, we recorded an income tax benefit for this deferred tax liability in the consolidated statement of operations for fiscal 2019. Refer to Note 11, Income Taxes, of these consolidated financial statements for further information.

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The fair value of the net assets acquired as of the closing date, including goodwill, consisted of the following:

	<u>Amount</u>	<u>Estimated Useful</u>
	<u>(in thousands)</u>	<u>Life</u>
Cash and cash equivalents	\$ 13	
Amortizable intangible assets:		
Developed technology	7,000	4 years
Goodwill	7,281	
Total assets acquired	<u>14,294</u>	
Deferred tax liability	<u>(1,422)</u>	
Total	<u>\$ 12,872</u>	

The initial allocation of the purchase price was based on a preliminary valuation and assumptions and is subject to change within the measurement period. We expect to finalize the allocation of the purchase price as soon as practicable but no later than one year from the acquisition date.

In fiscal 2019, we also completed an additional business combination with a purchase price of \$1.1 million of which \$0.8 million was paid in cash on the acquisition date and \$0.3 million is to be paid upon the lapse of an indemnification period within 18 months of the acquisition date. As of July 31, 2019, this holdback amount is reflected within other noncurrent liabilities in the consolidated balance sheets. Intangible assets acquired and goodwill recorded for this acquisition were not material to our consolidated financial statements.

The pro forma financial information assuming these acquisitions had occurred as of the beginning of the fiscal year prior to the fiscal year of the acquisitions, as well as the revenue and earnings generated during the current fiscal year, were not material for disclosure purposes, individually and in the aggregate.

Note 6. Goodwill and Acquired Intangible Assets

The changes in the carrying amount of goodwill consisted of the following:

	<u>Amount</u>
	<u>(in thousands)</u>
Balance as of July 31, 2018	\$ —
Goodwill acquired	7,479
Balance as of July 31, 2019	<u>\$ 7,479</u>

Acquired intangible assets consist of developed technology and customer relationships acquired through asset and business acquisitions. Acquired intangible assets are amortized using the straight-line method over their useful lives. The changes in acquired intangible assets consisted of the following:

	Gross			Accumulated Amortization			Net		Weighted Average Useful life
	July 31, 2018	Additions	July 31, 2019	July 31, 2018	Amortization Expense	July 31, 2019	July 31, 2018	July 31, 2019	
	(in thousands)								
Developed technology	\$ —	\$ 9,456	\$ 9,456	\$ —	\$ (897)	\$ (897)	\$ —	\$ 8,559	3.5
Customer relationships	—	160	160	—	(11)	(11)	—	149	4.7
Total	\$ —	\$ 9,616	\$ 9,616	\$ —	\$ (908)	\$ (908)	\$ —	\$ 8,708	3.5

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Amortization expense of developed technology and customer relationships is recorded primarily within cost of revenues, sales and marketing expenses and research and development expenses in the consolidated statements of operations.

Future amortization expense of acquired intangible assets consisted of the following as of July 31, 2019:

	Amortization Expense
	(in thousands)
Year ending July 31,	
2020	\$ 2,602
2021	2,601
2022	1,994
2023	1,490
2024	21
Total	<u>\$ 8,708</u>

Note 7. Commitments and Contingencies

Operating Leases

We lease our office space under various operating lease agreements expiring at various dates through September 2026. Certain of these lease agreements have escalating rent payments. We recognize rent expense under such agreements on a straight-line basis over the lease term. The difference between the rent paid and the straight-line rent expense is recorded as deferred rent, which current portion is included within accrued expenses and other current liabilities and noncurrent portion is included within other noncurrent liabilities in the consolidated balance sheets.

Effective April 2019, we entered into a sublease agreement, or lease agreement, for approximately 172,000 square feet of corporate office space in San Jose, California (the "leased premises"), which will serve as our new corporate headquarters. The lease agreement has a commencement date of October 1, 2019, and its initial lease term expires in September 2026. We will initially occupy approximately 69,000 square feet with the remainder of the leased premises to be occupied in phases over the initial term of the lease, with full occupancy occurring by October 2025. The total rent through the end of the initial lease term is approximately \$37.3 million, net of free rental periods. In addition to the base rent, we will also be responsible for our pro rata portion of operating and other related expenses. The lease contains escalating rent payments and lease incentives. In connection with this lease agreement, we were required to issue an unsecured letter of credit for \$2.8 million to the sublessor to secure our payment obligations. Future non-cancelable minimum lease payments under this lease agreement are reflected in the below table. As of July 31, 2019, we had not taken possession of the initial phase and accordingly, we have not recognized any rent expense associated with this lease agreement in fiscal 2019.

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Future minimum payments under non-cancelable operating leases consisted of the following as of July 31, 2019:

	Operating Leases
	(in thousands)
Year ending July 31,	
2020	\$ 4,624
2021	5,836
2022	4,871
2023	6,143
2024	6,509
Thereafter	15,977
Total	<u>\$ 43,960</u>

Rent expense was \$3.0 million, \$2.5 million and \$1.7 million in fiscal 2019, fiscal 2018 and fiscal 2017, respectively.

Data Center Contract Commitments

We enter into long-term non-cancelable agreements with providers in various countries to purchase data center capacity, such as bandwidth and colocation space, for our cloud platform.

Future minimum payments under non-cancelable data center contracts consisted of the following as of July 31, 2019:

	Data Center Contracts
	(in thousands)
Year ending July 31,	
2020	\$ 11,766
2021	9,890
2022	5,533
2023	106
Total	<u>\$ 27,295</u>

Bandwidth and colocation costs are recognized as cost of revenue and were \$13.8 million, \$9.4 million and \$6.9 million for fiscal 2019, fiscal 2018 and fiscal 2017, respectively.

Non-cancelable Purchase Obligations

In the normal course of business, we enter into non-cancelable purchase commitments with various parties to purchase products and services such as technology equipment, subscription-based cloud service arrangements, corporate events and consulting services. As of July 31, 2019 and 2018, we had outstanding non-cancelable purchase obligations with a term of 12 months or longer of \$2.5 million and \$3.1 million, respectively.

Legal Matters

Symantec Litigation

We are currently involved in legal proceedings with Symantec Corporation ("Symantec"). On December 12, 2016, Symantec filed a complaint, which we refer to as "Symantec Case 1," in the U.S. District Court for the District of Delaware alleging that "Zscaler's cloud security platform" infringes U.S. Patent Nos. 6,279,113, 7,203,959 ("959 patent"), 7,246,227

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'227 patent"), 7,392,543, 7,735,116, 8,181,036 and 8,661,498. The complaint seeks compensatory damages, an injunction, enhanced damages and attorney fees. On August 2, 2017, the court granted our motion to transfer Symantec Case 1 from the District of Delaware to the Northern District of California. On March 23, 2018, the Northern District of California court granted our motion to dismiss the asserted claims of the '959 and '227 patents as invalid based on unpatentable subject matter.

On April 18, 2017, Symantec filed a second complaint, which we refer to as "Symantec Case 2," in the U.S. District Court for the District of Delaware alleging that "Zscaler's cloud security platform" infringes U.S. Patent Nos. 6,285,658 ("'658 patent"), 7,360,249 ("'249 patent"), 7,587,488 ("'488 patent"), 8,316,429 ("'429 patent"), 8,316,446 ("'446 patent"), 8,402,540 and 9,525,696 ("'696 patent"). The complaint seeks compensatory damages, an injunction, enhanced damages and attorney fees.

On June 22, 2017, Symantec filed a notice of voluntary dismissal of its complaint in Symantec Case 2 along with a new complaint alleging infringement of the same patents and adding Symantec Limited as a plaintiff and alleging willful infringement of the '429 and '446 patents. On July 31, 2017, the court granted our motion to transfer Symantec Case 2 from the District of Delaware to the Northern District of California. On May 21, 2018, Symantec filed an amended complaint adding allegations of willful infringement of all of the asserted patents in Symantec Case 2. On December 12, 2018, Symantec filed a notice of voluntary dismissal with prejudice of the '658, '249, and '696 Patents asserted in Symantec Case 2. On March 4, 2019, the court granted our motion to dismiss the asserted claims of the '488 patent as invalid based on unpatentable subject matter.

We have also received letters from Symantec alleging that our "cloud security platform" infringes U.S. Patent Nos. 7,031,327, 7,496,661, 7,543,036 and 7,624,110.

We believe that our technology does not infringe Symantec's asserted patents and that these patents are invalid.

Should Symantec prevail with its infringement allegations, we could be (i) required to pay substantial damages for past and future sales and/or licensing of our services, (ii) enjoined from making, using, selling or otherwise disposing of our services if a license or other right to continue selling our services is not made available to us, and (iii) required to pay substantial ongoing royalties and comply with unfavorable terms if such a license is made available to us. Any of these outcomes could result in a material adverse effect on our business. Even if we were to prevail, this litigation has been and could continue to be costly and time-consuming, could divert the attention of our management and key personnel from our business operations, could deter distributors from selling or licensing our services, and could dissuade potential customers from purchasing our services, which would also materially harm our business. The expense of litigation and the timing of this expense from period to period are difficult to estimate, subject to change and could adversely affect our results of operations. In addition, any public announcements of the results of any proceedings in Symantec Case 1 or Symantec Case 2 could be negatively perceived by industry or financial analysts and investors, and could cause our stock price to experience volatility or decline.

We have not recorded a liability with respect to Symantec Case 1 or Symantec Case 2 based on our determination that a loss in either case is not probable under the applicable accounting standards.

We are vigorously defending Symantec Case 1 and Symantec Case 2. We are unable to predict the likelihood of success of Symantec's infringement claims.

Finjan Litigation

On December 5, 2017, Finjan, Inc. filed a complaint, in the U.S. District Court for the Northern District of California, alleging that certain of our products infringed four U.S. patents held by Finjan, Inc. and seeking compensatory damages, an

injunction, enhanced damages and attorney fees. On April 30, 2019, we entered into patent license and settlement agreements with Finjan, Inc. and its affiliates (collectively "Finjan"), resolving all claims in the lawsuit, and made a payment of \$7.3 million to Finjan, Inc. Pursuant to the agreements, Finjan provided us with a worldwide fully paid license to the broader Finjan patent portfolio, releases for past damages, and covenants not to sue. On May 1, 2019, the court dismissed Finjan, Inc.'s complaint with prejudice. We determined that there is no material future economic benefit from the acquired Finjan license and accordingly, we recorded an incremental expense of \$4.1 million within general and administrative expenses in the consolidated statement of operations in fiscal 2019. In prior periods, we previously had recorded accruals related to this litigation for \$0.7 million in fiscal 2018 and \$2.5 million in fiscal 2017.

Other Litigation and Claims

In addition, from time to time we are a party to various litigation matters and subject to claims that arise in the ordinary course of business, including patent, commercial, product liability, employment, class action, whistleblower and other litigation and claims, as well as governmental and other regulatory investigations and proceedings. In addition, third parties may from time to time assert claims against us in the form of letters and other communications. Except as otherwise described above, there is no pending or threatened legal proceeding to which we are a party that, in our opinion, is likely to have a material adverse effect on our future financial results or operations; however, the results of litigation and claims are inherently unpredictable. Regardless of the outcome, litigation can have an adverse impact on us because of defense and settlement costs, diversion of management resources and other factors. The expense of litigation and the timing of this expense from period to period are difficult to estimate, subject to change and could adversely affect our results of operations.

Note 8. Convertible Preferred Stock

Upon completion of our IPO, as further described in Note 1, Business and Summary of Significant Accounting Policies, of these consolidated financial statements all shares of convertible preferred stock then outstanding, totaling 72,500,750 shares, were automatically converted into an equivalent number of shares of common stock on a one-to-one basis and their carrying value, totaling \$207.3 million, inclusive of accretion of Series C and D redeemable convertible preferred stock of \$24.7 million, was reclassified to stockholders' equity.

Prior to the IPO, we recognized accretion to the redemption price of Series C and D redeemable convertible preferred stock. Accretion was recognized as a reduction of additional paid-in capital with a corresponding increase to the carrying value of Series C and D redeemable convertible preferred stock. Upon completion of the IPO, the accretion rights of Series C and D redeemable convertible preferred stock were terminated. We recognized accretion of Series C and D redeemable convertible preferred stock of \$6.3 million and \$9.6 million in fiscal 2018 and fiscal 2017, respectively.

Note 9. Common Stock

Holders of our common stock are entitled to one vote for each share of common stock held and are not entitled to receive dividends unless declared by our board of directors.

Common Stock Reserved for Future Issuance

The following table summarizes our shares of common stock reserved for future issuance:

	July 31, 2019
	(in thousands)
Equity awards outstanding:	
Stock options	8,861
Unvested restricted stock units	4,152
Unvested performance stock units	764
Share purchase rights committed under the employee stock purchase plan	913
Equity awards available for future grants:	
Equity incentive plans	15,708
Employee stock purchase plan	1,353
Total	<u>31,751</u>

Note 10. Stock-Based Compensation

Equity Incentive Plans

We adopted the Fiscal Year 2018 Equity Incentive Plan (the "2018 Plan") in fiscal 2018 and the 2007 Stock Plan (the "2007 Plan") in fiscal 2008, collectively referred to as the "Plans." Equity incentive awards which may be granted to eligible participants under the Plans include restricted stock units, restricted stock, stock options, nonstatutory stock options, stock appreciation rights, performance units and performance shares. In March 2018, in connection with our IPO, the 2007 Plan was terminated along with its remaining balance of shares of common stock available for grant. With the establishment of the 2018 Plan, we no longer grant stock-based awards under the 2007 Plan and any shares underlying stock options that expire or terminate or are forfeited or repurchased by us under the 2007 Plan are automatically transferred to the 2018 Plan.

Stock Options

Under the Plans, the exercise price of a stock option grant must be not less than 100% of the fair market value of the common stock on the date of grant. Generally, stock options vest over four years with 25% of the option shares vesting one year from the date of grant and monthly thereafter over the remaining vesting term. Stock options granted under the 2018 Plan and 2007 Plan are exercisable over a maximum term of ten years and seven years, respectively, from the date of grant. Stock options that are forfeited or canceled shall become available for future grant or sale under the 2018 Plan.

As of July 31, 2019, we have reserved a total of approximately 18,688,000 shares of common stock for the issuance of equity awards under the 2018 Plan, of which approximately 15,708,000 shares were available for grant. The number of shares

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of common stock available for issuance under the 2018 Plan also includes an annual increase on the first day of each fiscal year pursuant to its automatic annual increase provision.

The stock option activity consisted of the following:

	Outstanding Stock Options	Weighted- Average Exercise Price	Weighted- Average Remaining Contractual Term (in years)	Aggregate Intrinsic Value
(in thousands, except per share amounts)				
Balance as of July 31, 2018	16,175	\$6.20	5.1	\$ 470,860
Stock options exercised	(6,277)	\$4.76		\$ 300,859
Stock options canceled, forfeited or expired	(1,037)	\$6.77		
Balance as of July 31, 2019	8,861	\$7.16	4.6	\$ 683,294
Exercisable and expected to vest as of July 31, 2018	5,499	\$3.97	4.0	\$ 172,317
Exercisable and expected to vest as of July 31, 2019	3,311	\$5.60	4.0	\$ 260,479

The aggregate intrinsic value of the options exercised represents the difference between the estimated fair value of our common stock on the date of exercise and their exercise price. The total intrinsic value of options exercised was \$300.9 million, \$16.7 million and \$4.5 million for fiscal 2019, fiscal 2018 and fiscal 2017, respectively. From the date of our IPO through July 31, 2019, we did not grant additional stock options. The weighted-average grant-date fair value per share of awards granted was \$3.77 and \$2.10 for fiscal 2018 and fiscal 2017, respectively.

We estimated the fair value of stock options using the Black-Scholes option pricing model with the following assumptions:

	Year Ended July 31,	
	2018	2017
Expected term (in years)	4.6 - 5.1	4.6
Expected stock price volatility	40.3% - 42.3%	41.4% - 43.3%
Risk-free interest rate	1.7% - 2.8%	1.1% - 2.0%
Dividend yield	0.0%	0.0%

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Restricted Stock Units

The 2018 Plan allows for the grant of restricted stock units ("RSUs"). Generally, RSUs are subject to a four-year vesting period, with 25% of the shares vesting approximately one year from the vesting commencing date and quarterly thereafter over the remaining vesting term. We began granting RSUs in the fourth quarter of fiscal 2018.

The RSU activity consisted of the following:

	RSUs Outstanding	Weighted- Average Grant Date Fair Value per Share	Aggregate Intrinsic Value
	(in thousands, except per share data)		
Balance as of July 31, 2018	209	\$26.26	\$ 7,394
Granted	4,176	\$49.13	
Vested	(89)	\$33.52	6,608
Canceled or forfeited	(144)	\$43.52	
Balance as of July 31, 2019	4,152	\$48.51	\$ 349,872

Performance Stock Units

The 2018 Plan allows for the grant of performance stock units ("PSUs"). In October 2018, the compensation committee of our board of directors approved the grant of PSUs to certain members of our executive team corresponding to the performance periods of fiscal 2019, fiscal 2020, fiscal 2021 and fiscal 2022. Additionally, the compensation committee determined and approved the corporate performance metrics for fiscal 2019. The corporate performance conditions of performance periods beyond fiscal 2019 will be established and approved at the beginning of each related fiscal year. The right to receive such awards is subject to achievement of the defined corporate performance metrics for each fiscal year and continuous service by the employee. Any earned awards are subject to additional time-based vesting in accordance with the respective award agreement. PSUs related to the fiscal 2019 performance period, totaling approximately 464,000 shares with a weighted-average grant date fair value per share of \$36.90, were forfeited effective at the end of fiscal 2019, resulting in a reversal of \$3.8 million of accrued stock-based compensation expense recognized in the nine months ended April 30, 2019. Accordingly, no stock-based compensation expense was recognized for these awards for fiscal 2019.

The number of unvested PSUs outstanding consisted of the following as of July 31, 2019:

Performance periods	Underlying Shares
	(in thousands)
Fiscal 2020	464
Fiscal 2021	150
Fiscal 2022	150
Total	764

Employee Stock Purchase Plan

We adopted the Fiscal Year 2018 Employee Stock Purchase Plan ("ESPP") in the third quarter of fiscal 2018. As of July 31, 2019, a total of approximately 3,398,000 shares of common stock were reserved for issuance under the ESPP. The ESPP provides eligible employees with an opportunity to purchase shares of our common stock through payroll deductions of up to 15% of their eligible compensation. A participant may purchase a maximum of 3,000 shares of common stock during a

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purchase period. Amounts deducted and accumulated by the participant are used to purchase shares of our common stock at the end of each six-month purchase period. The purchase price of the shares is 85% of the lower of the fair market value of our common stock on (i) the first trading day of the applicable offering period and (ii) the last trading day of each purchase period in the related offering period. The ESPP provides for consecutive offering periods that will typically have a duration of approximately 24 months in length and is comprised of four purchase periods of approximately six months in length. The offering periods are scheduled to start on the first trading day on or after June 15 and December 15 of each year. Employee payroll contributions ultimately used to purchase shares will be reclassified to stockholders' equity on the purchase date. The number of shares of common stock available for issuance under ESPP also includes an annual increase on the first day of each fiscal year pursuant to its automatic annual increase provision.

Our first ESPP offering period commenced on March 16, 2018 and its first purchase period ended on December 17, 2018. During fiscal 2019, employees purchased approximately 1,131,000 shares of common stock under the ESPP at an average purchase price of \$14.53 per share, resulting in total cash proceeds of \$16.4 million. ESPP employee payroll contributions accrued at July 31, 2019 and 2018, totaled \$2.1 million and \$4.6 million, respectively, and are included within accrued compensation in the consolidated balance sheets.

The fair value of the purchase rights granted under the ESPP was estimated on the date of grant using the Black-Scholes option pricing model with the following assumptions:

	Year Ended July 31,	
	2019	2018
Expected term (in years)	0.5 - 2.0	0.5 - 2.3
Expected stock price volatility	44.0% - 61.9%	30.7% - 53.2%
Risk-free interest rate	1.9% - 2.7%	2.0% - 2.6%
Dividend yield	0.0%	0.0%

Early Exercised Stock Options

The 2007 Plan allowed for the early exercise of stock options for certain individuals as determined by our board of directors. The consideration received for an early exercised stock option is considered to be a deposit of the exercise price and the related proceed is initially recorded as a liability in the consolidated balance and reclassified to additional paid-in capital as the awards vest. Upon an employee's termination, we have the option to repurchase unvested shares at a price per share equal to the lesser of the fair market value of the shares at the time of the repurchase or the original purchase price. We reclassified to additional paid-in capital \$1.0 million, \$3.2 million and \$3.7 million related to awards vested during fiscal 2019, fiscal 2018 and fiscal 2017, respectively. As of July 31, 2019 and 2018, the number of shares of common stock subject to repurchase was approximately 122,000 shares and 423,000 shares with an aggregate exercise price of \$0.6 million and \$1.6 million, respectively. The liability for early exercised stock options is included within accrued expenses and other current liabilities in the consolidated balance sheets.

Notes Receivable from Stockholders

Prior to fiscal 2017, we entered into notes receivable agreements with certain of our current and former executives and employees in connection with the exercise of their stock options. The outstanding principal amount and related accrued interest on the notes are

presented as contra-equity in the consolidated balance sheets until the notes are fully settled. As of July 31, 2018, the carrying amount of the outstanding notes receivable was \$2.1 million, inclusive of accrued interest of \$0.1 million. During fiscal 2019, the principal amount and accrued interest of the outstanding notes were fully repaid, resulting in cash proceeds of \$2.1 million.

Stock-based Compensation Expense

The components of stock-based compensation expense recognized in the consolidated statements of operations consisted of the following:

	Year Ended July 31,		
	2019	2018	2017
	(in thousands)		
Cost of revenue	\$ 2,926	\$ 757	\$ 348
Sales and marketing	23,118	5,044	2,794
Research and development	15,090	3,045	5,574
General and administrative	5,289	2,378	1,203
Total	<u>\$ 46,423</u>	<u>\$ 11,224</u>	<u>\$ 9,919</u>

As of July 31, 2019, the unrecognized stock-based compensation cost related to outstanding equity-based awards was \$194.6 million, which we expect to be amortized over a weighted-average period of 3.2 years.

In fiscal 2019, we capitalized stock-based compensation associated with the development of software for internal-use of \$0.5 million. Stock-based compensation related to projects capitalized in prior periods was immaterial.

Note 11. Income Taxes

The following table sets forth the geographical breakdown of the income (loss) before the provision for income taxes:

	Year ended July 31,		
	2019	2018	2017
	(in thousands)		
Domestic	\$ (34,145)	\$ (36,455)	\$ (36,874)
International	6,233	4,146	2,291
Loss before income taxes	<u>\$ (27,912)</u>	<u>\$ (32,309)</u>	<u>\$ (34,583)</u>

The following table sets forth the components of the provision for income taxes:

	Year ended July 31,		
	2019	2018	2017
	(in thousands)		
Current:			
Federal	\$ —	\$ —	\$ —
State	64	(2)	31
Foreign	2,325	1,480	874
Total current tax expense	2,389	1,478	905
Deferred:			
Federal	(1,431)	—	—
State	(107)	—	—
Foreign	(108)	(141)	(28)
Total deferred tax expense	(1,646)	(141)	(28)
Total provision for income taxes	<u>\$ 743</u>	<u>\$ 1,337</u>	<u>\$ 877</u>

The following table presents the reconciliation of the statutory federal income tax rate to our effective tax rate:

	Year ended July 31,		
	2019	2018	2017
Tax at federal statutory rate	21.0 %	21.0 %	34.0 %
State taxes	0.1	—	1.5
Impact of foreign rate differential	(0.9)	0.3	(1.7)
Meals and entertainment	(1.9)	(1.3)	(0.5)
Stock-based compensation	147.2	(3.8)	(2.8)
Impact of U.S. tax reform	—	(58.6)	—
Provision to return adjustments	1.2	2.8	(0.3)
U.S. tax credits	10.0	3.7	—
Change in valuation allowance	(176.9)	33.5	(32.4)
Withholding Tax	(2.4)	(1.1)	—
Other	(0.1)	(0.6)	(0.3)
Effective tax rate	(2.7)%	(4.1)%	(2.5)%

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Our estimated effective tax rate for the periods presented differs from the U.S. statutory rate primarily due to the benefit of a portion of our earnings being taxed at rates lower than the U.S. statutory rate and the benefit of stock compensation deductions, offset by the impact of the valuation allowance we maintain against our U.S. federal and state deferred tax assets. The impact of the Tax Act includes the effect of remeasuring our deferred tax assets and liabilities at 21% plus the effects of the one-time mandatory transition tax. During the current fiscal year, we recognized an income tax benefit of \$1.4 million as a result of a release in our valuation allowance on deferred tax assets as a result of deferred taxes recorded in purchase accounting as part of the Appulate, Inc. acquisition.

On December 22, 2017, the Tax Cuts and Jobs Act of 2017 or the Tax Act was enacted. The Tax Act contains several key tax provisions that affect us, including, but not limited to, reducing the U.S. federal corporate tax rate from 34% to 21% imposing a one-time mandatory transition tax on previously untaxed foreign earnings, and changing rules related to the use of net operating loss carryforwards created in tax years beginning after December 31, 2017. In December 2017, the SEC staff issued Staff Accounting Bulletin No. 118, Income Tax Accounting Implications of the Tax Cuts and Jobs Act ("SAB 118"), which allows us to record provisional amounts during a measurement period not to extend beyond one year past the enactment date.

We currently maintain a full valuation allowance recorded against our U.S. federal deferred tax assets. As such, the provisional estimate associated with the remeasurement of our deferred tax assets and the one-time mandatory transition tax was offset by a change in our valuation allowance which resulted in no income tax expense or benefit. During fiscal 2019, we completed our accounting for the Tax Act in accordance with SAB 118. Because of the full valuation allowance recorded against our U.S. federal deferred tax assets, there was no incremental tax expense (or benefit) recognized related to finalizing the accounting for the Tax Act. We have elected to account for the tax effects of Global Intangible Low Taxed Income ("GILTI") as a period cost.

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The following table presents the tax effects of temporary differences that give rise to significant portions of our deferred tax assets and liabilities:

	July 31,	
	2019	2018
(in thousands)		
Deferred tax assets:		
Net operating losses carryovers	\$ 87,413	\$ 41,794
Accruals and reserves	1,763	2,863
Deferred revenue	14,752	6,071
Tax credits carryovers	10,330	6,118
Stock-based compensation	6,112	784
Property and equipment	560	303
Other	232	347
Gross deferred tax assets	121,162	58,280
Less: Valuation allowance	(103,732)	(45,578)
Total deferred tax assets	17,430	12,702
Deferred tax liabilities:		
Intangible Assets	(1,178)	—
Deferred contract acquisition costs	(15,906)	(12,561)
Other	(89)	—
Total deferred tax liabilities	(17,173)	(12,561)
Net deferred tax assets	\$ 257	\$ 141

A deferred tax liability has not been recognized on the excess of the amount for financial reporting over the tax basis of investments in foreign subsidiaries that are indefinitely reinvested outside the U.S. Income taxes are generally incurred upon a repatriation of assets, a sale, or a liquidation of the subsidiary. The excess of the amount for financial reporting over the tax basis in the investments in foreign subsidiaries, as well as the unrecognized deferred tax liability, are not material for the periods presented.

The following table presents the change in the valuation allowance:

	Year ended July 31,		
	2019	2018	2017
	(in thousands)		
Balance as of the beginning of the period	\$ 45,578	\$ 51,493	\$ 40,299
Change during the period	58,154	(5,915)	11,194
Balance as of the end of the period	\$ 103,732	\$ 45,578	\$ 51,493

The realization of deferred tax assets is dependent upon the generation of sufficient taxable income of the appropriate character in future periods. We regularly assess the ability to realize our deferred tax assets and establish a valuation allowance if it is more-likely-than-not that some portion of the deferred tax assets will not be realized. We weigh all available positive and negative evidence, including our earnings history and results of recent operations, scheduled reversals of deferred tax liabilities, projected future taxable income, and tax planning strategies. Due to the weight of objectively

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verifiable negative evidence, including our history of losses, we believe that it is more likely than not that our U.S. federal and, state deferred tax assets will not be realized as of July 31, 2019 and 2018, and as such, we have maintained a full valuation allowance against such deferred tax assets. During fiscal 2019, we determined that due to the weight of objectively verifiable negative evidence, our U.K. deferred tax assets are no longer more likely than not to be realized in the future and a full valuation allowance was recorded.

The amount of the deferred tax asset considered realizable, however, could be adjusted if estimates of future taxable income during the carryforward period are reduced or increased or if objective negative evidence in the form of cumulative losses is no longer present and additional weight may be given to subjective evidence such as our projections for growth. In the event we determine that we will be able to realize all or part of our net deferred tax assets in the future, the valuation allowance against deferred tax assets will be reversed in the period in which we make such determination. The release of a valuation allowance against deferred tax assets may cause greater volatility in the effective tax rate in the periods in which the valuation allowance is released. The valuation allowance against our U.S. federal, state and U.K. deferred tax assets increased by \$58.2 million, decreased by \$5.9 million and increased by \$11.2 million in fiscal 2019, fiscal 2018, and fiscal 2017, respectively. The decrease in the valuation allowance in fiscal 2018 was primarily related to the change in the federal statutory rate, while the increase in the valuation allowance in fiscal 2019 and fiscal 2017 was related to tax losses for which insufficient positive evidence exists to support their realizability.

As of July 31, 2019 and 2018, we have net operating loss carryforwards for U.S. federal income tax purposes of \$360.0 million and \$173.6 million, respectively, which are available to offset future federal taxable income. Beginning in 2027, \$144.4 million of the federal net operating losses will begin to expire. The remaining \$215.6 million of the federal net operating losses will carry forward indefinitely. As of July 31, 2019 and 2018, we have net operating loss carryforwards for state income tax purposes of \$109.5 million and \$62.4 million, respectively. Beginning in 2024, \$102.6 million of state net operating losses will begin to expire at different periods. The remaining \$6.9 million of state net operating losses will carry forward indefinitely. As of July 31, 2019, we had foreign net operating loss carryforward of \$17.7 million. As of July 31, 2018, we did not have foreign net operating loss carry forward. All of the foreign net operating losses is from U.K. and it will carry forward indefinitely.

As of July 31, 2019, we had federal and California research and development tax credit carryforwards of approximately \$8.4 million and \$6.3 million, respectively. If not utilized, the federal credit carryforwards will begin expiring at different periods beginning in 2033. The California credit will carryforward indefinitely.

Federal and state tax laws impose restrictions on the utilization of net operating loss and research and development credit carryforwards in the event of a change in ownership of the Company as defined by the Internal Revenue Code, Sections 382 and 383. Under Section 382 and 383 of the Code, substantial changes in our ownership and the ownership of acquired companies may limit the amount of net operating loss and research and development credit carryforwards that are available to offset taxable income. The annual limitation would not automatically result in the loss of net operating loss or research and development credit carryforwards but may limit the amount available in any given future period.

We are subject to income taxes in the U.S. and various foreign jurisdictions. As of July 31, 2019, all years are open for examination and may become subject to examination in the future. Significant judgment is required in evaluating our tax positions and determining our for income tax expense for the fiscal year. During the ordinary course of business, there are transactions and calculations for which the ultimate tax determination is uncertain. Our estimate of the potential outcome of any tax position is subject to management's assessment of relevant risks, facts and circumstances existing at that time. These unrecognized tax benefits are established when we believe that certain positions might be challenged despite of belief that our tax return positions are fully supportable. We recognize interest and penalties associated with our unrecognized tax benefits as a component of our income tax expense. For the periods presented, we did not have material interest or penalties associated with the unrecognized tax benefits in the consolidated financial statements.

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We had \$4.4 million of gross unrecognized tax benefits as of July 31, 2019, none of which would affect our effective tax rate if recognized due to our U.S. valuation allowance. The gross unrecognized tax benefits relate to income tax positions which, if recognized, would be in the form of carryforward deferred tax asset that would be offset by a valuation allowance. As of July 31, 2019, we do not believe that our estimates, as otherwise provided for, on such tax positions will significantly increase or decrease within the next twelve months.

The changes in our gross unrecognized tax benefits for fiscal 2019 consisted of the following:

	Amount
	(in thousands)
Balance as of July 31, 2017	\$ —
Gross increase for tax positions of prior fiscal years	1,746
Gross increase for tax positions in fiscal 2018	876
Balance as of July 31, 2018	2,622
Gross decrease for tax positions of prior years	(288)
Gross increase for tax positions of current year	2,093
Balance as of July 31, 2019	\$ 4,427

Note 12. Net Loss Per Share Attributable to Common Stockholders

Basic and diluted net loss per share attributable to common stockholders is presented in conformity with the two-class method required for participating securities. We consider all series of our convertible preferred stock to be participating securities. Under the two-class method, the net loss attributable to common stockholders is not allocated to the convertible preferred stock as the holders of our convertible preferred stock do not have a contractual obligation to share in our losses. In March 2018, upon completion of our IPO, all shares of convertible preferred stock then outstanding, were automatically converted into an equivalent number of shares of common stock on a one-to-one basis. As of July 31, 2019, we did not have shares of convertible preferred stock issued and outstanding.

Basic net loss per share attributable to common stockholders is computed by dividing the net loss by the weighted-average number of shares of common stock outstanding during the period, less shares subject to repurchase. The diluted net loss per share attributable to common stockholders is computed by giving effect to all potential dilutive common stock equivalents outstanding for the period. For purposes of this calculation, our convertible preferred stock, stock options, early exercised stock options, RSUs and purchase rights granted under the ESPP are considered to be potential common stock equivalents.

Since we have reported net losses for all periods presented, we have excluded all potentially dilutive securities from the calculation of the diluted net loss per share attributable to common stockholders as their effect is antidilutive and accordingly, basic and diluted net loss per share attributable to common stockholders is the same for all periods presented.

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The following table sets forth the computation of basic and diluted net loss per share attributable to common stockholders:

	Year Ended July 31,		
	2019	2018	2017
	(in thousands, except per share data)		
Net loss	\$ (28,655)	\$ (33,646)	\$ (35,460)
Accretion of Series C and D redeemable convertible preferred stock	—	(6,332)	(9,570)
Net loss attributable to common stockholders	\$ (28,655)	\$ (39,978)	\$ (45,030)
Weighted-average shares used in computing net loss per share attributable to common stockholders, basic and diluted	123,566	63,881	29,221
Net loss per share attributable to common stockholders, basic and diluted	\$ (0.23)	\$ (0.63)	\$ (1.54)

The following table summarizes the outstanding potentially dilutive securities that were excluded from the computation of diluted net loss per share attributable to common stockholders because the impact of including them would have been antidilutive:

	July 31,		
	2019	2018	2017
	(in thousands)		
Convertible preferred stock	—	—	72,501
Outstanding stock options	8,861	16,175	15,058
Shares subject to repurchase from early exercised stock options	122	423	1,888
Share purchase rights under the ESPP	913	2,044	—
Unvested RSUs	4,152	209	—
Total	14,048	18,851	89,447

Note 13. Segment and Geographic Information

Our chief operating decision maker ("CODM") is our chief executive officer. We derive our revenue primarily from sales of subscription services to our cloud platform and related support services. Our CODM reviews financial information presented on a consolidated basis for the purposes of allocating resources and evaluating financial performance. Accordingly, we determined that we operate as one operating segment.

Our long-lived assets consist of property and equipment, which are summarized by geographic area as follows:

	July 31,	
	2019	2018
(in thousands)		
United States	\$ 28,847	\$ 14,742
Rest of the world	12,199	5,023
Total	\$ 41,046	\$ 19,765

Refer to Note 1, Business and Summary of Significant Accounting Policies, of these consolidated financial statements for information on revenue by geography.

Note 14. 401(k) Plan

We have a defined-contribution plan intended to qualify under Section 401 of the Internal Revenue Code (the "401(k) Plan"). We contracted with a third-party provider to act as a custodian and trustee, and to process and maintain the records of participant data. Substantially all the expenses incurred for administrating the 401(k) Plan are paid by us, which have not been material to the periods presented. We have not made any matching contributions during the periods presented.

Note 15. Related Party Transactions

In November 2016, we recorded \$4.4 million of stock-based compensation expense within research and development expense in the consolidated statements of operations associated with a one-time secondary stock purchase transaction which was executed among certain of our employees and certain of our affiliated stockholders, including entities controlled by Jay Chaudhry, our president, chief executive officer and chairman of our board of directors, and Lane Bess, a former member of our board of directors. We assessed the impact of this transaction as holders of economic interest in our Company acquired shares from our employees at a price in excess of fair value of such shares. Accordingly, we recognized such excess value as stock-based compensation expense.

We previously entered into notes receivable agreements with certain of our current and former executives and employees in connection with the exercise of their stock options. Outstanding notes receivable were fully repaid during fiscal 2019. Refer to Note 10, Stock-Based Compensation, of these consolidated financial statements for further information.

Item 9. Changes in and Disagreements with Accountants on Accounting and Financial Disclosure

None.

Item 9A. Controls and Procedures

Evaluation of Disclosure Controls and Procedures

We maintain “disclosure controls and procedures,” as defined in Rule 13a–15(e) and Rule 15d–15(e) under the Exchange Act that are designed to provide reasonable assurance that information required to be disclosed by a company in the reports that it files or submits under the Exchange Act is recorded, processed, summarized and reported, within the time periods specified in the SEC’s rules and forms. Disclosure controls and procedures include, without limitation, controls and procedures designed to provide reasonable assurance that information required to be disclosed by a company in the reports that it files or submits under the Exchange Act is accumulated and communicated to our management, including our principal executive and principal financial officers, as appropriate to allow timely decisions regarding required disclosure.

Our management, with the participation of our Chief Executive Officer and our Chief Financial Officer, has evaluated the effectiveness of our disclosure controls and procedures as of July 31, 2019. Based on such evaluation, our Chief Executive Officer and Chief Financial Officer have concluded that, as of such date, our disclosure controls and procedures were effective at the reasonable assurance level.

Management's Report on Internal Control Over Financial Reporting

Our management is responsible for establishing and maintaining adequate “internal control over financial reporting,” as defined in Rule 13a-15(f) and Rule 15d-15(f) under the Exchange Act. Our management conducted an evaluation of the effectiveness of our internal control over financial reporting as of July 31, 2019 based on the criteria established in *Internal Control - Integrated Framework* (2013) issued by the Committee of Sponsoring Organizations of the Treadway Commission.

Based on the results of its evaluation, management concluded that our internal control over financial reporting was effective as of July 31, 2019. The effectiveness of our internal control over financial reporting as of July 31, 2019 has been audited by PricewaterhouseCoopers LLP, an independent registered public accounting firm, as stated in its report which is included in Item 8 of this Form 10-K.

Changes in Internal Control Over Financial Reporting

There was no change in our internal control over financial reporting identified in connection with the evaluation required by Rule 13a-15(d) and 15d-15(d) of the Exchange Act that occurred during the fiscal quarter ended July 31, 2019 that has materially affected, or is reasonably likely to materially affect, our internal control over financial reporting.

Inherent Limitations on Effectiveness of Controls

Our management, including our Chief Executive Officer and Chief Financial Officer, believes that our disclosure controls and procedures and internal control over financial reporting are designed to provide reasonable assurance of achieving their objectives and are effective at the reasonable assurance level. However, our management does not expect that our disclosure controls and procedures or our internal control over financial reporting will prevent or detect all errors and all fraud. A control system, no matter how well conceived and operated, can provide only reasonable, not absolute, assurance that the objectives of the control system are met. Further, the design of a control system must reflect the fact that there are resource constraints, and the benefits of controls must be considered

relative to their costs. Because of the inherent limitations in all control systems, no evaluation of controls can provide absolute assurance that all control issues and instances of fraud, if any, have been detected. These inherent limitations include the realities that judgments in decision making can be faulty, and that breakdowns can occur because of a simple error or mistake. Additionally, controls can be circumvented by the individual acts of some persons, by collusion of two or more people or by management override of the controls. The design

of any system of controls also is based in part upon certain assumptions about the likelihood of future events, and there can be no assurance that any design will succeed in achieving its stated goals under all potential future conditions; over time, controls may become inadequate because of changes in conditions, or the degree of compliance with policies or procedures may deteriorate. Because of the inherent limitations in a cost-effective control system, misstatements due to error or fraud may occur and not be detected.

Item 9B. Other Information

None.

PART III

Item 10. Directors, Executive Officers and Corporate Governance

The information required by this Item (other than the information set forth in the next paragraph) will be included in our definitive proxy statement for our 2019 annual meeting of stockholders (the "2019 Proxy Statement"), which will be filed with the SEC within 120 days after the end of our fiscal year ended July 31, 2019, and is incorporated herein by reference.

We have adopted a code of business conduct and ethics (the "Code of Conduct") that applies to all of our employees, executive officers and directors. The full text of the Code of Conduct is available on our website at ir.zscaler.com. The nominating and corporate governance committee of our board of directors is responsible for overseeing the Code of Conduct and must approve any waivers of the Code of Conduct for employees, executive officers and directors. We expect that any amendments to the Code of Conduct, or any waivers of its requirements, will be disclosed on our website, as required by applicable law or the listing standards of The Nasdaq Global Market.

Item 11. Executive Compensation

The information required by this item is incorporated herein by reference to our 2019 Proxy Statement.

Item 12. Security Ownership of Certain Beneficial Owners and Management and Related Stockholder Matters

The information required by this item is incorporated herein by reference to our 2019 Proxy Statement.

Item 13. Certain Relationships and Related Transactions, and Director Independence

The information required by this item is incorporated herein by reference to our 2019 Proxy Statement.

Item 14. Principal Accountant Fees and Services

The information required by this item is incorporated herein by reference to our 2019 Proxy Statement.

PART IV

Item 15. Exhibits, Financial Statement Schedule

(a)(1) Financial Statements

See Index to Financial Statements in Item 8 of this Annual Report on Form 10-K.

(a)(2) Financial Statement Schedule

All financial statement schedules have been omitted as the information is not required under the related instructions or is not applicable or because the information required is already included in the financial statements or the notes to those financial statements.

(a)(3) Exhibits

We have filed the exhibits listed on the accompanying Exhibit Index, which is incorporated herein by reference.

Item 16. Form 10-K Summary

None.

SIGNATURES

Pursuant to the requirements of Section 13 or 15(d) of the Securities Exchange Act of 1934, the Registrant has duly caused this report to be signed on its behalf by the undersigned, thereunto duly authorized.

Zscaler, Inc.

September 18, 2019

/s/ Remo Canessa

Remo Canessa

Chief Financial Officer

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Incorporated by Reference

Exhibit Number	Exhibit Description	Form	File No.	Exhibit	Filing Date	Filed Herewith
3.1	Amended and Restated Certificate of Incorporation.	10-Q	001-38413	3.1	June 7, 2018	
3.2	Amended and Restated Bylaws.	10-Q	001-38413	3.2	June 7, 2018	
4.1	Amended and Restated Investors' Rights Agreement among the Registrant and certain holders of its capital stock, dated as of July 24, 2015.	S-1	333-223072	4.1	February 16, 2018	
4.2	Form of common stock certificate of the Registrant.	S-1	333-223072	4.2	February 16, 2018	
4.3	Description of Capital Stock					X
10.1	Form of Indemnification Agreement between the Registrant and each of its directors and executive officers.	S-1	333-223072	10.1	February 16, 2018	
10.2+	Fiscal Year 2018 Equity Incentive Plan and related form agreements.					X
10.3+	Fiscal Year 2018 Employee Stock Purchase Plan and related form agreements.	S-1/A	333-223072	10.3	March 13, 2018	
10.4+	2007 Stock Plan and related form agreements.	S-1/A	333-223072	10.4	March 5, 2018	
10.5+	Employee Incentive Compensation Plan.	S-1	333-223072	10.5	February 16, 2018	
10.6+	Change of Control and Severance Policy.	S-1	333-223072	10.7	February 16, 2018	
10.7+	Employment Agreement between the Registrant and Jagtar S. Chaudhry, dated as of August 23, 2017.	S-1	333-223072	10.8	February 16, 2018	
10.8+	Offer Letter between the Registrant and Manoj Apte, dated as of June 19, 2008.	S-1	333-223072	10.9	February 16, 2018	
10.9+	Offer Letter between the Registrant and Remo Canessa, dated as of January 8, 2017.	S-1	333-223072	10.10	February 16, 2018	
10.10+	Offer Letter between the Registrant and Robert Schlossman, dated as of December 22, 2015.	S-1	333-223072	10.11	February 16, 2018	
10.11+	Offer Letter between the Registrant and Amit Sinha, dated as of October 18, 2010.	S-1	333-223072	10.12	February 16, 2018	
10.12+	Offer Letter between the Registrant and Karen Blasing, dated as of December 23, 2016.	S-1	333-223072	10.14	February 16, 2018	
10.13+	Offer Letter between the Registrant and Andrew Brown, dated as of October 14, 2015.	S-1	333-223072	10.15	February 16, 2018	
10.14+	Offer Letter between the Registrant and Scott Darling, dated as of November 16, 2016.	S-1	333-223072	10.16	February 16, 2018	
10.15+	Offer Letter between the Registrant and Charles Giancarlo, dated as of November 22, 2016.	S-1	333-223072	10.17	February 16, 2018	
10.16	Office Lease Agreement, by and between the Registrant and SRI Eleven Row LLC, dated as of June 30, 2015.	S-1	333-223072	10.18	February 16, 2018	
10.17	First Amendment to Office Lease Agreement, by and between the Registrant and SRI Eleven Row LLC, dated as of October 30, 2015.	S-1	333-223072	10.19	February 16, 2018	
10.18	Sublease, by and between Registrant and Micron Technology, Inc.	10-Q	001-38413	10.1	June 5, 2019	
21.1	Significant subsidiaries of the Registrant.					X
23.1	Consent of PricewaterhouseCoopers LLP, Independent Registered Public Accounting Firm.					X
24.1	Power of Attorney (incorporated by reference to the signature page to					X

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32.1*	<u>Certification of the Principal Executive Officer and Principal Financial Officer pursuant to 18 U.S.C. Section 1350, as adopted pursuant to Section 906 of the Sarbanes-Oxley Act of 2002.</u>	X
101.INS	XBRL Instance Document	X
101.SCH	XBRL Taxonomy Extension Schema Document	X
101.CAL	XBRL Taxonomy Extension Calculation Linkbase Document	X
101.DEF	XBRL Taxonomy Extension Definition Linkbase Document	X
101.LAB	XBRL Taxonomy Extension Label Linkbase Document	X
101.PRE	XBRL Taxonomy Extension Presentation Linkbase Document	X

+ Indicates management contract or compensatory plan or arrangement.

* The certifications furnished in Exhibit 32.1 hereto are deemed to accompany this Annual Report on Form 10-K and will not be deemed “filed” for purposes of Section 18 of the Securities Exchange Act of 1934, as amended, except to the extent that the registrant specifically incorporates it by reference.

POWER OF ATTORNEY

KNOW ALL PERSONS BY THESE PRESENTS, that each person whose signature appears below hereby constitutes and appoints Jagtar S. Chaudhry and Remo Canessa, and each of them, as his or her true and lawful attorney-in-fact and agent with full power of substitution, for him or her in any and all capacities, to sign any and all amendments to this report, and to file the same, with exhibits thereto and other documents in connection therewith, with the Securities and Exchange Commission, granting unto said attorney-in-fact, proxy, and agent full power and authority to do and perform each and every act and thing requisite and necessary to be done in connection therewith, as fully for all intents and purposes as he or she might or could do in person, hereby ratifying and confirming all that said attorney-in-fact, proxy and agent, or his substitute, may lawfully do or cause to be done by virtue hereof.

Pursuant to the requirements of the Securities Exchange Act of 1934, this report has been signed by the following persons on behalf of the registrant and in the capacities and on the dates indicated.

Signature	Title	Date
<u>/s/ Jagtar S. Chaudhry</u> Jagtar S. Chaudhry	President, Chief Executive Officer and Chairman of the Board of Directors (Principal Executive Officer)	September 18, 2019
<u>/s/ Remo Canessa</u> Remo Canessa	Chief Financial Officer (Principal Accounting and Financial Officer)	September 18, 2019
<u>/s/ Karen Blasing</u> Karen Blasing	Director	September 18, 2019
<u>/s/ Andrew Brown</u> Andrew Brown	Director	September 18, 2019
<u>/s/ Scott Darling</u> Scott Darling	Director	September 18, 2019
<u>/s/ Charles Giancarlo</u> Charles Giancarlo	Director	September 18, 2019
<u>/s/ Nehal Raj</u> Nehal Raj	Director	September 18, 2019
<u>/s/ Amit Sinha</u> Amit Sinha	Director	September 18, 2019

DESCRIPTION OF CAPITAL STOCK

The following description of the capital stock of Zscaler, Inc. (“us,” “our,” “we” or the “Company”) is a summary of the rights of our common stock and certain provisions of our amended and restated certificate of incorporation and amended and restated bylaws currently in effect. This summary does not purport to be complete and is qualified in its entirety by the provisions of our amended and restated certificate of incorporation, amended and restated bylaws and amended and restated investors’ rights agreement, copies of which are filed as exhibits to the Form 10-Q filed on June 7, 2018, and to the applicable provisions of Delaware law. We encourage you to read our certificate of incorporation, bylaws and the applicable portion of the DGCL carefully.

General

Our authorized capital stock consists of 1.2 billion shares of capital stock, par value \$0.001 per share, of which:

- one billion shares are designated as common stock; and
- two hundred million shares are designated as preferred stock.

Our board of directors is authorized, without stockholder approval, except as required by the listing standards of Nasdaq, to issue an additional shares of our capital stock.

Common Stock

The holders of common stock are entitled to one vote per share on all matters submitted to a vote of our stockholders and do not have cumulative voting rights. Accordingly, holders of a majority of the shares of common stock entitled to vote in any election of directors may elect all of the directors standing for election. Subject to preferences that may be applicable to any preferred stock outstanding at the time, the holders of outstanding shares of common stock are entitled to receive ratably any dividends declared by our board of directors out of assets legally available. See the section titled “Dividend Policy” in our Form 10-K filed concurrently for additional information. Upon our liquidation, dissolution or winding up, holders of our common stock are entitled to share ratably in all assets remaining after payment of liabilities and the liquidation preference of any then outstanding shares of preferred stock. Holders of common stock have no preemptive or conversion rights or other subscription rights. There are no redemption or sinking fund provisions applicable to the common stock.

Preferred Stock

No shares of preferred stock are outstanding. Pursuant to our amended and restated certificate of incorporation, our board of directors has the authority, without further action by the stockholders, to issue from time to time up to two hundred million shares of preferred stock in one or more series. Our board of directors may designate the rights, preferences, privileges and restrictions of the preferred stock, including dividend rights, conversion rights, voting rights, redemption rights, liquidation preference, sinking fund terms and the number of shares constituting any series or the designation of any series. The issuance of preferred stock could have the effect of restricting dividends on the common stock, diluting the voting power of the common stock, impairing the liquidation rights of the common stock or delaying, deterring or preventing a change in control. Such issuance could have the effect of decreasing the market price of the common stock. We currently have no plans to issue any shares of preferred stock.

Description of Certain Terms in Our Charter Documents and Delaware Law

Our amended and restated certificate of incorporation and amended and restated bylaws contain provisions that could have the effect of delaying, deferring or discouraging another party from acquiring control of us. These provisions and certain provisions of Delaware law, which are summarized below, could discourage takeovers, coercive or otherwise. These provisions are also designed, in part, to encourage persons seeking to acquire control of us to negotiate first with our board of directors. We believe that the benefits of increased protection of our potential

ability to negotiate with an unfriendly or unsolicited acquirer outweigh the disadvantages of discouraging a proposal to acquire us.

Issuance of Undesignated Preferred Stock. As discussed above under “Preferred Stock,” our board of directors has the ability to designate and issue preferred stock with voting or other rights or preferences that could deter hostile takeovers or delay changes in our control or management.

Limits on Ability of Stockholders to Act by Written Consent or Call a Special Meeting. Our amended and restated certificate of incorporation provides that our stockholders may not act by written consent. This limit on the ability of stockholders to act by written consent may lengthen the amount of time required to take stockholder actions. As a result, the holders of a majority of our capital stock would not be able to amend the amended and restated bylaws or remove directors without holding a meeting of stockholders called in accordance with the amended and restated bylaws.

In addition, our amended and restated bylaws will provide that special meetings of the stockholders may be called only by the chairperson of the board, our chief executive officer or president (in the absence of a chief executive officer) or a majority of our board of directors. A stockholder may not call a special meeting, which may delay the ability of our stockholders to force consideration of a proposal or for holders controlling a majority of our capital stock to take any action, including the removal of directors.

Advance Requirements for Advance Notification of Stockholder Nominations and Proposals. Our amended and restated bylaws establish advance notice procedures with respect to stockholder proposals and the nomination of candidates for election as directors, other than nominations made by or at the direction of our board of directors or a committee of the board of directors. These advance notice procedures may have the effect of precluding the conduct of certain business at a meeting if the proper procedures are not followed and may also discourage or deter a potential acquirer from conducting a solicitation of proxies to elect its own slate of directors or otherwise attempt to obtain control of our company.

Board Classification. Our amended and restated certificate of incorporation provides that our board of directors is divided into three classes, one class of which is elected each year by our stockholders. The directors in each class will serve for a three-year term. Our classified board of directors may tend to discourage a third party from making a tender offer or otherwise attempting to obtain control of us because it generally makes it more difficult for stockholders to replace a majority of the directors.

Election and Removal of Directors. Our amended and restated certificate of incorporation and amended and restated bylaws contain provisions that establish specific procedures for appointing and removing members of our board of directors. Under our amended and restated certificate of incorporation and amended and restated bylaws, vacancies and newly created directorships on our board of directors may be filled only by a majority of the directors then serving on the board of directors. Under our amended and restated certificate of incorporation and amended and restated bylaws, directors may be removed only for cause by the affirmative vote of the holders of a majority of the shares then entitled to vote at an election of directors.

No Cumulative Voting. The Delaware General Corporation Law provides that stockholders are not entitled to the right to cumulate votes in the election of directors unless our amended and restated certificate of incorporation provides otherwise. Our amended and restated certificate of incorporation and amended and restated bylaws do not expressly provide for cumulative voting. Without cumulative voting, a minority stockholder may not be able to gain as many seats on our board of directors as the stockholder would be able to gain if cumulative voting were permitted. The absence of cumulative voting makes it more difficult for a minority stockholder to gain a seat on our board of directors to influence our board of directors’ decision regarding a takeover.

Amendment of Charter Provision. Any amendment of the above provisions in our amended and restated certificate of incorporation would require approval by holders of at least 66 $\frac{2}{3}$ % of our then outstanding capital stock entitled to vote, voting together as a single class.



Delaware Anti-Takeover Statute. We are subject to the provisions of Section 203 of the Delaware General Corporation Law regulating corporate takeovers. In general, Section 203 prohibits a publicly held Delaware corporation from engaging, under certain circumstances, in a business combination with an interested stockholder for a period of three years following the date the person became an interested stockholder unless:

- prior to the date of the transaction, our board of directors approved either the business combination or the transaction that resulted in the stockholder becoming an interested stockholder;
- upon completion of the transaction that resulted in the stockholder becoming an interested stockholder, the interested stockholder owned at least 85% of the voting stock of the corporation outstanding at the time the transaction commenced, excluding for purposes of determining the voting stock outstanding, but not the outstanding voting stock owned by the interested stockholder, (1) shares owned by persons who are directors and also officers and (2) shares owned by employee stock plans in which employee participants do not have the right to determine confidentially whether shares held subject to the plan will be tendered in a tender or exchange offer; or
- at or subsequent to the date of the transaction, the business combination is approved by our board of directors and authorized at an annual or special meeting of stockholders, and not by written consent, by the affirmative vote of at least 66 2/3% of the outstanding voting stock that is not owned by the interested stockholder.

Generally, a business combination includes a merger, asset or stock sale, or other transaction resulting in a financial benefit to the interested stockholder. An interested stockholder is a person who, together with affiliates and associates, owns or, within three years prior to the determination of interested stockholder status, did own 15% or more of a corporation's outstanding voting stock. We expect the existence of this provision to have an anti-takeover effect with respect to transactions our board of directors does not approve in advance. We also anticipate that Section 203 may discourage attempts that might result in a premium over the market price for the shares of common stock held by stockholders.

The provisions of Delaware law and the provisions of our amended and restated certificate of incorporation and amended and restated bylaws could have the effect of discouraging others from attempting hostile takeovers and as a consequence, they might also inhibit temporary fluctuations in the market price of our common stock that often result from actual or rumored hostile takeover attempts. These provisions might also have the effect of preventing changes in our management. It is also possible that these provisions could make it more difficult to accomplish transactions that stockholders might otherwise deem to be in their best interests.

Choice of Forum. Our amended and restated certificate of incorporation provides that the Court of Chancery of the State of Delaware will be the exclusive forum for: (i) any derivative action or proceeding brought on our behalf; (ii) any action asserting a breach of fiduciary duty; (iii) any action asserting a claim against us arising under the Delaware General Corporation Law, our amended and restated certificate or our amended and restated bylaws; (iv) any action to interpret, apply, enforce or determine the validity of our amended and restated certificate of incorporation or our amended and restated bylaws; and (v) any action asserting a claim against us that is governed by the internal-affairs doctrine. Our amended and restated certificate of incorporation further provides that the federal district courts of the United States will be the exclusive forum for resolving any complaint asserting a cause of action arising under the Securities Act.

Transfer Agent and Registrar

The transfer agent and registrar for our common stock is American Stock Transfer & Trust Company. The transfer agent's address is 6201 15th Avenue, Brooklyn, New York 11219, and its telephone number is (718) 921-8124.

Exchange Listing

Our common stock is listed on Nasdaq under the symbol “ZS”.

ZSCALER, INC.

FY2018 EQUITY INCENTIVE PLAN

1. Purposes of the Plan. The purposes of this Plan are:

- to attract and retain the best available personnel for positions of substantial responsibility,
- to provide additional incentive to Employees, Directors and Consultants, and
- to promote the success of the Company's business.

The Plan permits the grant of Incentive Stock Options, Nonstatutory Stock Options, Restricted Stock, Restricted Stock Units, Stock Appreciation Rights, Performance Units and Performance Shares.

2. Definitions. As used herein, the following definitions will apply:

(a) "Administrator" means the Board or any of its Committees as will be administering the Plan, in accordance with Section 4 of the Plan.

(b) "Applicable Laws" means the legal and regulatory requirements relating to the administration of equity-based awards and the related issuance of Shares thereunder, including but not limited to U.S. federal and state corporate laws, U.S. federal and state securities laws, the Code, any stock exchange or quotation system on which the Common Stock is listed or quoted and the applicable laws of any non-U.S. country or jurisdiction where Awards are, or will be, granted under the Plan.

(c) "Award" means, individually or collectively, a grant under the Plan of Options, Stock Appreciation Rights, Restricted Stock, Restricted Stock Units, Performance Units or Performance Shares.

(d) "Award Agreement" means the written or electronic agreement setting forth the terms and provisions applicable to each Award granted under the Plan. The Award Agreement is subject to the terms and conditions of the Plan.

(e) "Board" means the Board of Directors of the Company.

(f) "Change in Control" means the occurrence of any of the following events:

(i) A change in the ownership of the Company which occurs on the date that any one person, or more than one person acting as a group ("Person"), acquires ownership of the stock of the



Company that, together with the stock held by such Person, constitutes more than fifty percent (50%) of the total voting power of the stock of the Company; provided, however, that for purposes of this subsection, (A) the acquisition of additional stock by any one Person, who is considered to own more than fifty percent (50%) of the total voting power of the stock of the Company will not be considered a Change in Control, and (B) if the stockholders of the Company immediately before such change in ownership continue to retain immediately after the change in ownership, in substantially the same proportions as their ownership of shares of the Company's voting stock immediately prior to the change in ownership, the direct or indirect beneficial ownership of fifty percent (50%) or more of the total voting power of the stock of the Company or of the ultimate parent entity of the Company, such event will not be considered a Change in Control under this subsection (i). For this purpose, indirect beneficial ownership will include, without limitation, an interest resulting from ownership of the voting securities of one or more corporations or other business entities which own the Company, as the case may be, either directly or through one or more subsidiary corporations or other business entities; or

(ii) A change in the effective control of the Company which occurs on the date that a majority of members of the Board is replaced during any twelve (12)-month period by Directors whose appointment or election is not endorsed by a majority of the members of the Board prior to the date of the appointment or election. For purposes of this subsection (ii), if any Person is considered to be in effective control of the Company, the acquisition of additional control of the Company by the same Person will not be considered a Change in Control; or

(iii) A change in the ownership of a substantial portion of the Company's assets which occurs on the date that any Person acquires (or has acquired during the twelve (12)-month period ending on the date of the most recent acquisition by such person or persons) assets from the Company that have a total gross fair market value equal to or more than fifty percent (50%) of the total gross fair market value of all of the assets of the Company immediately prior to such acquisition or acquisitions; provided, however, that for purposes of this subsection (iii), the following will not constitute a change in the ownership of a substantial portion of the Company's assets: (A) a transfer to an entity that is controlled by the Company's stockholders immediately after the transfer, or (B) a transfer of assets by the Company to: (1) a stockholder of the Company (immediately before the asset transfer) in exchange for or with respect to the Company's stock, (2) an entity, fifty percent (50%) or more of the total value or voting power of which is owned, directly or indirectly, by the Company, (3) a Person, that owns, directly or indirectly, fifty percent (50%) or more of the total value or voting power of all the outstanding stock of the Company, or (4) an entity, at least fifty percent (50%) of the total value or voting power of which is owned, directly or indirectly, by a Person described in this subsection (iii)(B)(3). For purposes of this subsection (iii), gross fair market value means the value of the assets of the Company, or the value of the assets being disposed of, determined without regard to any liabilities associated with such assets.

For purposes of this definition, persons will be considered to be acting as a group if they are owners of a corporation that enters into a merger, consolidation, purchase or acquisition of stock, or similar business transaction with the Company.

Notwithstanding the foregoing, a transaction will not be deemed a Change in Control unless the transaction qualifies as a change in control event within the meaning of Section 409A.

Further and for the avoidance of doubt, a transaction will not constitute a Change in Control if: (i) its sole purpose is to change the state of the Company's incorporation, or (ii) its sole purpose is to create a holding company that will be owned in substantially the same proportions by the persons who held the Company's securities immediately before such transaction.

(g) "Code" means the U.S. Internal Revenue Code of 1986, as amended. Reference to a specific section of the Code or regulation thereunder will include such section or regulation, any valid regulation promulgated under such section, and any comparable provision of any future legislation or regulation amending, supplementing or superseding such section or regulation.

(h) "Committee" means a committee of Directors or of other individuals satisfying Applicable Laws appointed by the Board, or a duly authorized committee of the Board, in accordance with Section 4 hereof.

(i) "Common Stock" means the common stock of the Company.

(j) "Company" means Zscaler, Inc., a Delaware corporation, or any successor thereto.

(k) "Consultant" means any natural person, including an advisor, engaged by the Company or a Parent or Subsidiary to render bona fide services to such entity, provided the services (i) are not in connection with the offer or sale of securities in a capital-raising transaction, and (ii) do not directly promote or maintain a market for the Company's securities, in each case, within the meaning of Form S-8 promulgated under the Securities Act, and provided, further, that a Consultant will include only those persons to whom the issuance of Shares may be registered under Form S-8 promulgated under the Securities Act.

(l) "Director" means a member of the Board.

(m) "Disability" means total and permanent disability as defined in Section 22(e)(3) of the Code, provided that in the case of Awards other than Incentive Stock Options, the Administrator in its discretion may determine whether a permanent and total disability exists in accordance with uniform and non-discriminatory standards adopted by the Administrator from time to time.

(n) "Employee" means any person, including Officers and Directors, providing services as an employee to the Company or any Parent or Subsidiary of the Company. Neither service as a Director nor payment of a director's fee by the Company will be sufficient to constitute "employment" by the Company.

(o) "Exchange Act" means the U.S. Securities Exchange Act of 1934, as amended.

(p) "Exchange Program" means a program under which (i) outstanding Awards are surrendered or cancelled in exchange for awards of the same type (which may have higher or lower exercise prices and different terms), awards of a different type, and/or cash, (ii) Participants would

have the opportunity to transfer any outstanding Awards to a financial institution or other person or entity selected by the Administrator, and/or (iii) the exercise price of an outstanding Award is increased or reduced. The Administrator will determine the terms and conditions of any Exchange Program in its sole discretion.

(q) “Fair Market Value” means, as of any date, the value of Common Stock determined as follows:

(i) If the Common Stock is listed on any established stock exchange or a national market system, including without limitation the New York Stock Exchange, the NASDAQ Global Select Market, the NASDAQ Global Market or the NASDAQ Capital Market of The NASDAQ Stock Market, its Fair Market Value will be the closing sales price for such stock (or the closing bid, if no sales were reported) as quoted on such exchange or system on the day of determination, as reported in The Wall Street Journal or such other source as the Administrator deems reliable;

(ii) If the Common Stock is regularly quoted by a recognized securities dealer but selling prices are not reported, the Fair Market Value of a Share will be the mean between the high bid and low asked prices for the Common Stock on the day of determination (or, if no bids and asks were reported on that date, as applicable, on the last trading date such bids and asks were reported), as reported in The Wall Street Journal or such other source as the Administrator deems reliable;

(iii) For purposes of any Awards granted on the Registration Date, the Fair Market Value will be the initial price to the public as set forth in the final prospectus included within the registration statement on Form S-1 filed with the U.S. Securities and Exchange Commission for the initial public offering of the Common Stock; or

(iv) In the absence of an established market for the Common Stock, the Fair Market Value will be determined in good faith by the Administrator.

The determination of fair market value for purposes of tax withholding may be made in the Administrator’s discretion subject to Applicable Laws and is not required to be consistent with the determination of Fair Market Value for other purposes.

(r) “Fiscal Year” means the fiscal year of the Company.

(s) “Incentive Stock Option” means an Option intended to qualify as an incentive stock option within the meaning of Section 422 of the Code and the regulations promulgated thereunder.

(t) “Inside Director” means a Director who is an Employee.

(u) “Nonstatutory Stock Option” means an Option that by its terms does not qualify or is not intended to qualify as an Incentive Stock Option.

(v) “Officer” means a person who is an officer of the Company within the meaning of Section 16 of the Exchange Act and the rules and regulations promulgated thereunder.

(w) “Option” means a stock option granted pursuant to the Plan.

(x) “Outside Director” means a Director who is not an Employee.

(y) “Parent” means a “parent corporation,” whether now or hereafter existing, as defined in Section 424(e) of the Code.

(z) “Participant” means the holder of an outstanding Award.

(aa) “Performance Share” means an Award denominated in Shares which may be earned in whole or in part upon attainment of performance goals or other vesting criteria as the Administrator may determine pursuant to Section 10.

(bb) “Performance Unit” means an Award which may be earned in whole or in part upon attainment of performance goals or other vesting criteria as the Administrator may determine and which may be settled for cash, Shares or other securities or a combination of the foregoing pursuant to Section 10.

(cc) “Period of Restriction” means the period during which the transfer of Shares of Restricted Stock are subject to restrictions and therefore, the Shares are subject to a substantial risk of forfeiture. Such restrictions may be based on the passage of time, the achievement of target levels of performance, or the occurrence of other events as determined by the Administrator.

(dd) “Plan” means this FY2018 Equity Incentive Plan.

(ee) “Registration Date” means the effective date of the first registration statement that is filed by the Company and declared effective pursuant to Section 12(b) of the Exchange Act, with respect to any class of the Company’s securities.

(ff) “Restricted Stock” means Shares issued pursuant to an Award of Restricted Stock under Section 7 of the Plan, or issued pursuant to the early exercise of an Option.

(gg) “Restricted Stock Unit” means a bookkeeping entry representing an amount equal to the Fair Market Value of one Share, granted pursuant to Section 8. Each Restricted Stock Unit represents an unfunded and unsecured obligation of the Company.

(hh) “Rule 16b-3” means Rule 16b-3 of the Exchange Act or any successor to Rule 16b-3, as in effect when discretion is being exercised with respect to the Plan.

(ii) “Section 16(b)” means Section 16(b) of the Exchange Act.

(jj) “Section 409A” means Code Section 409A, as it has been and may be amended from time to time, and any proposed or final Treasury Regulations and U.S. Internal Revenue Service guidance that has been promulgated or may be promulgated thereunder from time to time.

(kk) “Securities Act” means the U.S. Securities Act of 1933, as amended.

(ll) “Service Provider” means an Employee, Director or Consultant.

(mm) “Share” means a share of the Common Stock, as adjusted in accordance with Section 14 of the Plan.

(nn) “Stock Appreciation Right” means an Award, granted alone or in connection with an Option, that pursuant to Section 9 is designated as a Stock Appreciation Right.

(oo) “Subsidiary” means a “subsidiary corporation,” whether now or hereafter existing, as defined in Section 424(f) of the Code.

3. Stock Subject to the Plan.

(a) Stock Subject to the Plan. Subject to the provisions of Section 14 of the Plan and the automatic increase set forth in Section 3(b) of the Plan, the maximum aggregate number of Shares that may be issued under the Plan is (i) 12,700,000 Shares, plus (ii) any Shares subject to stock options or similar awards granted under the Company’s 2007 Stock Plan (the “Existing Plan”) that, after the Registration Date, expire or otherwise terminate without having been exercised in full and Shares issued pursuant to awards granted under the Existing Plan that, after the Registration Date, are forfeited to or repurchased by the Company, with the maximum number of Shares to be added to the Plan pursuant to clause (ii) equal to 19,300,000 Shares. The Shares may be authorized, but unissued, or reacquired Common Stock.

(b) Automatic Share Reserve Increase. Subject to the provisions of Section 14 of the Plan, the number of Shares available for issuance under the Plan will be increased on the first day of each Fiscal Year beginning with the 2019 Fiscal Year, in an amount equal to the least of (i) 12,700,000 Shares, (ii) five percent (5%) of the outstanding Shares on the last day of the immediately preceding Fiscal Year or (iii) such number of Shares determined by the Board.

(c) Lapsed Awards. If an Award expires or becomes unexercisable without having been exercised in full, is surrendered pursuant to an Exchange Program, or, with respect to Restricted Stock, Restricted Stock Units, Performance Units or Performance Shares, is forfeited to or repurchased by the Company due to failure to vest, the unpurchased Shares (or for Awards other than Options or Stock Appreciation Rights the forfeited or repurchased Shares), which were subject thereto will become available for future grant or sale under the Plan (unless the Plan has terminated). With respect to Stock Appreciation Rights, only Shares actually issued (i.e., the net Shares issued) pursuant to a Stock Appreciation Right will cease to be available under the Plan; all remaining Shares under Stock Appreciation Rights will remain available for future grant or sale under the Plan (unless the Plan has terminated). Shares that have actually been issued under the Plan under any Award will not be returned to the Plan and will not become available for future distribution under the Plan; provided, however, that if Shares issued pursuant to Awards of Restricted Stock, Restricted Stock Units, Performance Shares or Performance Units are repurchased by the Company or are forfeited to the Company, such Shares will become available for future grant under the Plan. Shares used to pay the exercise price of an Award or to satisfy the tax withholding obligations related to an Award will become available for future grant or sale under the Plan. To the extent an Award under the Plan is paid out in cash rather than Shares, such cash payment will not result in reducing the number of Shares available for issuance under the Plan. Notwithstanding the foregoing and, subject to adjustment as provided in Section 14, the maximum number of Shares that

may be issued upon the exercise of Incentive Stock Options will equal the aggregate Share number stated in Section 3(a), plus, to the extent allowable under Section 422 of the Code and the Treasury Regulations promulgated thereunder, any Shares that become available for issuance under the Plan pursuant to Sections 3(b) and 3(c).

(d) Share Reserve. The Company, during the term of this Plan, will at all times reserve and keep available such number of Shares as will be sufficient to satisfy the requirements of the Plan.

4. Administration of the Plan.

(a) Procedure.

(i) Multiple Administrative Bodies. Different Committees with respect to different groups of Service Providers may administer the Plan.

(ii) Section 162(m). To the extent that the Administrator determines it to be desirable to qualify Awards granted hereunder as “performance-based compensation” within the meaning of Section 162(m) of the Code, the Plan will be administered by a Committee of two (2) or more “outside directors” within the meaning of Section 162(m) of the Code.

(iii) Rule 16b-3. To the extent desirable to qualify transactions hereunder as exempt under Rule 16b-3, the transactions contemplated hereunder will be structured to satisfy the requirements for exemption under Rule 16b-3.

(iv) Other Administration. Other than as provided above, the Plan will be administered by (A) the Board or (B) a Committee, which Committee will be constituted to satisfy Applicable Laws.

(b) Powers of the Administrator. Subject to the provisions of the Plan, and in the case of a Committee, subject to the specific duties delegated by the Board to such Committee, the Administrator will have the authority, in its discretion:

(i) to determine the Fair Market Value;

(ii) to select the Service Providers to whom Awards may be granted hereunder;

(iii) to determine the number of Shares to be covered by each Award granted hereunder;

(iv) to approve forms of Award Agreements for use under the Plan;

(v) to determine the terms and conditions, not inconsistent with the terms of the Plan, of any Award granted hereunder (such terms and conditions include, but are not limited to, the exercise price, the time or times when Awards may be exercised (which may be based on performance criteria), any vesting acceleration or waiver of forfeiture restrictions, and any restriction or limitation regarding any Award or the Shares relating thereto, based in each case on such factors as the Administrator will determine);

(vi) to institute and determine the terms and conditions of an Exchange Program;

(vii) to construe and interpret the terms of the Plan and Awards granted pursuant to the Plan;

(viii) to prescribe, amend and rescind rules and regulations and adopt sub-plans relating to the Plan, including rules, regulations and sub-plans for the purposes of facilitating compliance with foreign laws, easing the administration of the Plan and/or taking advantage of tax-favorable treatment for Awards granted to Service Providers outside the U.S., in each case as the Administrator may deem necessary or advisable;

(ix) to modify or amend each Award (subject to Section 19 of the Plan), including but not limited to the discretionary authority to extend the post-termination exercisability period of Awards and to extend the maximum term of an Option (subject to Section 6(b) of the Plan regarding Incentive Stock Options);

(x) to allow Participants to satisfy tax withholding obligations in such manner as prescribed in Section 15 of the Plan;

(xi) to authorize any person to execute on behalf of the Company any instrument required to effect the grant of an Award previously granted by the Administrator;

(xii) to allow a Participant to defer the receipt of the payment of cash or the delivery of Shares that would otherwise be due to such Participant under an Award; and

(xiii) to make all other determinations deemed necessary or advisable for administering the Plan.

(c) Effect of Administrator's Decision. The Administrator's decisions, determinations and interpretations will be final and binding on all Participants and any other holders of Awards.

5. Eligibility. Nonstatutory Stock Options, Stock Appreciation Rights, Restricted Stock, Restricted Stock Units, Performance Shares and Performance Units may be granted to Service Providers. Incentive Stock Options may be granted only to Employees.

6. Stock Options.

(a) Limitations. Each Option will be designated in the Award Agreement as either an Incentive Stock Option or a Nonstatutory Stock Option. However, notwithstanding such designation, to the extent that the aggregate fair market value of the shares with respect to which incentive stock options are exercisable for the first time by the Participant during any calendar year (under all plans of the Company and any Parent or Subsidiary) exceeds one hundred thousand dollars (\$100,000), such options will be treated as nonstatutory stock options. For purposes of this Section 6(a), incentive stock options will be taken into account in the order in which they were granted. The fair market value of the shares will be determined as of the time the option with respect to such shares is granted.

(b) Term of Option. The term of each Option will be stated in the Award Agreement. In the case of an Incentive Stock Option, the term will be ten (10) years from the date of grant or such shorter term as may be provided in the Award Agreement. Moreover, in the case of an Incentive Stock Option granted to a Participant who, at the time the Incentive Stock Option is granted, owns stock representing more than ten percent (10%) of the total combined voting power of all classes of stock of the Company or any Parent or Subsidiary, the term of the Incentive Stock Option will be five (5) years from the date of grant or such shorter term as may be provided in the Award Agreement.

(c) Option Exercise Price and Consideration.

(i) Exercise Price. The per share exercise price for the Shares to be issued pursuant to exercise of an Option will be determined by the Administrator, subject to the following:

(1) In the case of an Incentive Stock Option

(A) granted to an Employee who, at the time the Incentive Stock Option is granted, owns stock representing more than ten percent (10%) of the voting power of all classes of stock of the Company or any Parent or Subsidiary, the per Share exercise price will be no less than one hundred ten percent (110%) of the Fair Market Value per Share on the date of grant.

(B) granted to any Employee other than an Employee described in paragraph (A) immediately above, the per Share exercise price will be no less than one hundred percent (100%) of the Fair Market Value per Share on the date of grant.

(2) In the case of a Nonstatutory Stock Option, the per Share exercise price will be no less than one hundred percent (100%) of the Fair Market Value per Share on the date of grant.

(3) Notwithstanding the foregoing, Options may be granted with a per Share exercise price of less than one hundred percent (100%) of the Fair Market Value per Share on the date of grant pursuant to a transaction described in, and in a manner consistent with, Section 424(a) of the Code.

(ii) Waiting Period and Exercise Dates. At the time an Option is granted, the Administrator will fix the period within which the Option may be exercised and will determine any conditions that must be satisfied before the Option may be exercised.

(iii) Form of Consideration. The Administrator will determine the acceptable form of consideration for exercising an Option, including the method of payment. In the case of an Incentive Stock Option, the Administrator will determine the acceptable form of consideration at the time of grant. Such consideration may consist entirely of: (1) cash; (2) check; (3) promissory note, to the extent permitted by Applicable Laws; (4) other Shares, provided that such Shares have a Fair Market Value on the date of surrender equal to the aggregate exercise price of the Shares as to which such Option will be exercised and provided that accepting such Shares will not result in any adverse accounting consequences to the Company, as the Administrator determines in its sole discretion; (5) consideration received by the Company under a broker-assisted (or other) cashless exercise

program (whether through a broker or otherwise) implemented by the Company in connection with the Plan; (6) by net exercise; (7) such other consideration and method of payment for the issuance of Shares to the extent permitted by Applicable Laws; or (8) any combination of the foregoing methods of payment.

(d) Exercise of Option.

(i) Procedure for Exercise; Rights as a Stockholder. Any Option granted hereunder will be exercisable according to the terms of the Plan and at such times and under such conditions as determined by the Administrator and set forth in the Award Agreement. An Option may not be exercised for a fraction of a Share.

An Option will be deemed exercised when the Company receives: (i) a notice of exercise (in such form as the Administrator may specify from time to time) from the person entitled to exercise the Option, and (ii) full payment for the Shares with respect to which the Option is exercised (together with applicable withholding taxes). Full payment may consist of any consideration and method of payment authorized by the Administrator and permitted by the Award Agreement and the Plan. Shares issued upon exercise of an Option will be issued in the name of the Participant or, if requested by the Participant, in the name of the Participant and his or her spouse. Until the Shares are issued (as evidenced by the appropriate entry on the books of the Company or of a duly authorized transfer agent of the Company), no right to vote or receive dividends or any other rights as a stockholder will exist with respect to the Shares subject to an Option, notwithstanding the exercise of the Option. The Company will issue (or cause to be issued) such Shares promptly after the Option is exercised. No adjustment will be made for a dividend or other right for which the record date is prior to the date the Shares are issued, except as provided in Section 14 of the Plan.

Exercising an Option in any manner will decrease the number of Shares thereafter available, both for purposes of the Plan and for sale under the Option, by the number of Shares as to which the Option is exercised.

(ii) Termination of Relationship as a Service Provider. If a Participant ceases to be a Service Provider, other than upon the Participant's termination as the result of the Participant's death or Disability, the Participant may exercise his or her Option within such period of time as is specified in the Award Agreement to the extent that the Option is vested on the date of termination (but in no event later than the expiration of the term of such Option as set forth in the Award Agreement). In the absence of a specified time in the Award Agreement, the Option will remain exercisable for three (3) months following the Participant's termination. Unless otherwise provided by the Administrator, if on the date of termination the Participant is not vested as to his or her entire Option, the Shares covered by the unvested portion of the Option will revert to the Plan. If after termination the Participant does not exercise his or her Option within the time specified by the Administrator, the Option will terminate, and the Shares covered by such Option will revert to the Plan.

(iii) Disability of Participant. If a Participant ceases to be a Service Provider as a result of the Participant's Disability, the Participant may exercise his or her Option within such period of time as is specified in the Award Agreement to the extent the Option is vested on the date of termination

(but in no event later than the expiration of the term of such Option as set forth in the Award Agreement). In the absence of a specified time in the Award Agreement, the Option will remain exercisable for twelve (12) months following the Participant's termination. Unless otherwise provided by the Administrator, if on the date of termination the Participant is not vested as to his or her entire Option, the Shares covered by the unvested portion of the Option will revert to the Plan. If after termination the Participant does not exercise his or her Option within the time specified herein, the Option will terminate, and the Shares covered by such Option will revert to the Plan.

(iv) Death of Participant. If a Participant dies while a Service Provider, the Option may be exercised following the Participant's death within such period of time as is specified in the Award Agreement to the extent that the Option is vested on the date of death (but in no event may the Option be exercised later than the expiration of the term of such Option as set forth in the Award Agreement), by the Participant's designated beneficiary, provided the Administrator has permitted the designation of a beneficiary and provided such beneficiary has been designated prior to Participant's death in a form acceptable to the Administrator. If the Administrator has not permitted the designation of the a beneficiary or if no such beneficiary has been designated by the Participant, then such Option may be exercised by the personal representative of the Participant's estate or by the person(s) to whom the Option is transferred pursuant to the Participant's will or in accordance with the laws of descent and distribution. In the absence of a specified time in the Award Agreement, the Option will remain exercisable for twelve (12) months following Participant's death. Unless otherwise provided by the Administrator, if at the time of death Participant is not vested as to his or her entire Option, the Shares covered by the unvested portion of the Option will immediately revert to the Plan. If the Option is not so exercised within the time specified herein, the Option will terminate, and the Shares covered by such Option will revert to the Plan.

(v) Tolling Expiration. A Participant's Award Agreement may also provide that:

(1) if the exercise of the Option following the termination of Participant's status as a Service Provider (other than upon the Participant's death or Disability) would result in liability under Section 16(b), then the Option will terminate on the earlier of (A) the expiration of the term of the Option set forth in the Award Agreement, or (B) the tenth (10th) day after the last date on which such exercise would result in liability under Section 16(b); or

(2) if the exercise of the Option following the termination of the Participant's status as a Service Provider (other than upon the Participant's death or Disability) would be prohibited at any time solely because the issuance of Shares would violate the registration requirements under the Securities Act, then the Option will terminate on the earlier of (A) the expiration of the term of the Option or (B) the expiration of a period of thirty (30)-day period after the termination of the Participant's status as a Service Provider during which the exercise of the Option would not be in violation of such registration requirements.

7. Restricted Stock.

(a) Grant of Restricted Stock. Subject to the terms and provisions of the Plan, the Administrator, at any time and from time to time, may grant Shares of Restricted Stock to Service Providers in such amounts as the Administrator, in its sole discretion, will determine.

(b) Restricted Stock Agreement. Each Award of Restricted Stock will be evidenced by an Award Agreement that will specify the Period of Restriction, the number of Shares granted, and such other terms and conditions as the Administrator, in its sole discretion, will determine. Unless the Administrator determines otherwise, the Company as escrow agent will hold Shares of Restricted Stock until the restrictions on such Shares have lapsed.

(c) Transferability. Except as provided in this Section 7 or the Award Agreement, Shares of Restricted Stock may not be sold, transferred, pledged, assigned, or otherwise alienated or hypothecated until the end of the applicable Period of Restriction.

(d) Other Restrictions. The Administrator, in its sole discretion, may impose such other restrictions on Shares of Restricted Stock as it may deem advisable or appropriate.

(e) Removal of Restrictions. Except as otherwise provided in this Section 7, Shares of Restricted Stock covered by each Restricted Stock grant made under the Plan will be released from escrow as soon as practicable after the last day of the Period of Restriction or at such other time as the Administrator may determine. The Administrator, in its discretion, may accelerate the time at which any restrictions will lapse or be removed.

(f) Voting Rights. During the Period of Restriction, Service Providers holding Shares of Restricted Stock granted hereunder may exercise full voting rights with respect to those Shares, unless the Administrator determines otherwise.

(g) Dividends and Other Distributions. During the Period of Restriction, Service Providers holding Shares of Restricted Stock will be entitled to receive all dividends and other distributions paid with respect to such Shares, unless the Administrator provides otherwise. If any such dividends or distributions are paid in Shares, the Shares will be subject to the same restrictions on transferability and forfeitability as the Shares of Restricted Stock with respect to which they were paid.

(h) Return of Restricted Stock to Company. On the date set forth in the Award Agreement, the Restricted Stock for which restrictions have not lapsed will revert to the Company and again will become available for grant under the Plan.

8. Restricted Stock Units.

(a) Grant. Restricted Stock Units may be granted at any time and from time to time as determined by the Administrator. After the Administrator determines that it will grant Restricted Stock Units under the Plan, it will advise the Participant in an Award Agreement of the terms, conditions, and restrictions related to the grant, including the number of Restricted Stock Units.

(b) Vesting Criteria and Other Terms. The Administrator will set vesting criteria in its discretion, which, depending on the extent to which the criteria are met, will determine the number of Restricted Stock Units that will be paid out to the Participant. The Administrator may set vesting criteria based upon the achievement of Company-wide, divisional, business unit, or individual goals

(including, but not limited to, continued employment or service), applicable federal or state securities laws or any other basis determined by the Administrator in its discretion.

(c) Earning Restricted Stock Units. Upon meeting the applicable vesting criteria, the Participant will be entitled to receive a payout as determined by the Administrator. Notwithstanding the foregoing, at any time after the grant of Restricted Stock Units, the Administrator, in its sole discretion, may reduce or waive any vesting criteria that must be met to receive a payout.

(d) Form and Timing of Payment. Payment of earned Restricted Stock Units will be made as soon as practicable after the date(s) determined by the Administrator and set forth in the Award Agreement. The Administrator, in its sole discretion, may only settle earned Restricted Stock Units in cash, Shares, or a combination of both.

(e) Cancellation. On the date set forth in the Award Agreement, all unearned Restricted Stock Units will be forfeited to the Company.

9. Stock Appreciation Rights.

(a) Grant of Stock Appreciation Rights. Subject to the terms and conditions of the Plan, a Stock Appreciation Right may be granted to Service Providers at any time and from time to time as will be determined by the Administrator, in its sole discretion.

(b) Number of Shares. The Administrator will have complete discretion to determine the number of Stock Appreciation Rights granted to any Service Provider.

(c) Exercise Price and Other Terms. The per share exercise price for the Shares to be issued pursuant to exercise of a Stock Appreciation Right will be determined by the Administrator and will be no less than one hundred percent (100%) of the Fair Market Value per Share on the date of grant. Otherwise, the Administrator, subject to the provisions of the Plan, will have complete discretion to determine the terms and conditions of Stock Appreciation Rights granted under the Plan.

(d) Stock Appreciation Right Agreement. Each Stock Appreciation Right grant will be evidenced by an Award Agreement that will specify the exercise price, the term of the Stock Appreciation Right, the conditions of exercise, and such other terms and conditions as the Administrator, in its sole discretion, will determine.

(e) Expiration of Stock Appreciation Rights. A Stock Appreciation Right granted under the Plan will expire ten (10) years from the date of grant or such shorter term as may be provided in the Award Agreement, as determined by the Administrator, in its sole discretion. Notwithstanding the foregoing, the rules of Section 6(d) relating to exercise also will apply to Stock Appreciation Rights.

(f) Payment of Stock Appreciation Right Amount. Upon exercise of a Stock Appreciation Right, a Participant will be entitled to receive payment from the Company in an amount determined by multiplying:

(i) The difference between the Fair Market Value of a Share on the date of exercise over the exercise price; times

(ii) The number of Shares with respect to which the Stock Appreciation Right is exercised.

At the discretion of the Administrator, the payment upon Stock Appreciation Right exercise may be in cash, in Shares of equivalent value, or in some combination thereof.

10. Performance Units and Performance Shares.

(a) Grant of Performance Units/Shares. Performance Units and Performance Shares may be granted to Service Providers at any time and from time to time, as will be determined by the Administrator, in its sole discretion. The Administrator will have complete discretion in determining the number of Performance Units and Performance Shares granted to each Participant.

(b) Value of Performance Units/Shares. Each Performance Unit will have an initial value that is established by the Administrator on or before the date of grant. Each Performance Share will have an initial value equal to the Fair Market Value of a Share on the date of grant.

(c) Performance Objectives and Other Terms. The Administrator will set performance objectives or other vesting provisions (including, without limitation, continued status as a Service Provider) in its discretion which, depending on the extent to which they are met, will determine the number or value of Performance Units/Shares that will be paid out to the Service Providers. The time period during which the performance objectives or other vesting provisions must be met will be called the "Performance Period." Each Award of Performance Units/Shares will be evidenced by an Award Agreement that will specify the Performance Period, and such other terms and conditions as the Administrator, in its sole discretion, will determine. The Administrator may set performance objectives based upon the achievement of Company-wide, divisional, business unit or individual goals (including, but not limited to, continued employment or service), applicable federal or state securities laws or any other basis determined by the Administrator in its discretion.

(d) Earning of Performance Units/Shares. After the applicable Performance Period has ended, the holder of Performance Units/Shares will be entitled to receive a payout of the number of Performance Units/Shares earned by the Participant over the Performance Period, to be determined as a function of the extent to which the corresponding performance objectives or other vesting provisions have been achieved. After the grant of a Performance Unit/Share, the Administrator, in its sole discretion, may reduce or waive any performance objectives or other vesting provisions for such Performance Unit/Share.

(e) Form and Timing of Payment of Performance Units/Shares. Payment of earned Performance Units/Shares will be made as soon as practicable after the expiration of the applicable Performance Period. The Administrator, in its sole discretion, may pay earned Performance Units/Shares in the form of cash, in Shares (which have an aggregate Fair Market Value equal to the value of the earned Performance Units/Shares at the close of the applicable Performance Period) or in a combination thereof.

(f) Cancellation of Performance Units/Shares. On the date set forth in the Award Agreement, all unearned or unvested Performance Units/Shares will be forfeited to the Company, and again will be available for grant under the Plan.

11. Outside Director Limitations.

(a) Cash-Settled Awards. No Outside Director may be granted, in any Fiscal Year, cash-settled Awards with a grant date fair value (determined in accordance with U.S. generally accepted accounting principles) of more than \$1,000,000 increased to \$2,000,000 in connection with his or her initial service.

(b) Stock-Settled Awards. No Outside Director may be granted, in any Fiscal Year, stock-settled Awards with a grant date fair value (determined in accordance with U.S. generally accepted accounting principles) of more than \$1,000,000, increased to \$2,000,000 in connection with his or her initial service.

12. Leaves of Absence/Transfer Between Locations. Unless the Administrator provides otherwise and subject to Applicable Laws, vesting of Awards granted hereunder will be suspended during any unpaid leave of absence. A Participant will not cease to be an Employee in the case of (i) any leave of absence approved by the Company or (ii) transfers between locations of the Company or between the Company, its Parent, or any Subsidiary. For purposes of Incentive Stock Options, no such leave may exceed three (3) months, unless reemployment upon expiration of such leave is guaranteed by statute or contract. If reemployment upon expiration of a leave of absence approved by the Company is not so guaranteed, then six (6) months following the first (1st) day of such leave any Incentive Stock Option held by the Participant will cease to be treated as an Incentive Stock Option and will be treated for tax purposes as a Nonstatutory Stock Option.

13. Transferability of Awards. Unless determined otherwise by the Administrator, an Award may not be sold, pledged, assigned, hypothecated, transferred, or disposed of in any manner other than by will or by the laws of descent or distribution and may be exercised, during the lifetime of the Participant, only by the Participant. If the Administrator makes an Award transferable, such Award will contain such additional terms and conditions as the Administrator deems appropriate.

14. Adjustments; Dissolution or Liquidation; Merger or Change in Control.

(a) Adjustments. In the event that any dividend or other distribution (whether in the form of cash, Shares, other securities, or other property), recapitalization, stock split, reverse stock split, reorganization, merger, consolidation, split-up, spin-off, combination, repurchase, or exchange of Shares or other securities of the Company, or other change in the corporate structure of the Company affecting the Shares occurs, the Administrator, in order to prevent diminution or enlargement of the benefits or potential benefits intended to be made available under the Plan, will adjust the number and class of Shares that may be delivered under the Plan and/or the number, class, and price of Shares covered by each outstanding Award, and the numerical Share limits in Section 3 of the Plan.

(b) Dissolution or Liquidation. In the event of the proposed dissolution or liquidation of the Company, the Administrator will notify each Participant as soon as practicable prior to the

effective date of such proposed transaction. To the extent it has not been previously exercised, an Award will terminate immediately prior to the consummation of such proposed action.

(c) Change in Control. In the event of a merger of the Company with or into another corporation or other entity or a Change in Control, each outstanding Award will be treated as the Administrator determines subject to the restriction in the following paragraph, including, without limitation, that each Award be assumed or an equivalent option or right substituted by the successor corporation or a Parent or Subsidiary of the successor corporation. The Administrator will not be required to treat all Awards or Participants similarly in the transaction.

In the event that the successor corporation does not assume or substitute for the Award, the Participant will fully vest in and have the right to exercise all of his or her outstanding Options and Stock Appreciation Rights, including Shares as to which such Awards would not otherwise be vested or exercisable, all restrictions on Restricted Stock and Restricted Stock Units will lapse, and, with respect to Awards with performance-based vesting, all performance goals or other vesting criteria will be deemed achieved at one hundred percent (100%) of target levels and all other terms and conditions met. In addition, if an Option or Stock Appreciation Right is not assumed or substituted in the event of a Change in Control, the Administrator will notify the Participant in writing or electronically that the Option or Stock Appreciation Right will be exercisable for a period of time determined by the Administrator in its sole discretion, and the Option or Stock Appreciation Right will terminate upon the expiration of such period.

For the purposes of this subsection (c), an Award will be considered assumed if, following the Change in Control, the Award confers the right to purchase or receive, for each Share subject to the Award immediately prior to the Change in Control, the consideration (whether stock, cash, or other securities or property) received in the Change in Control by holders of Common Stock for each Share held on the effective date of the transaction (and if holders were offered a choice of consideration, the type of consideration chosen by the holders of a majority of the outstanding Shares); provided, however, that if such consideration received in the Change in Control is not solely common stock of the successor corporation or its Parent, the Administrator may, with the consent of the successor corporation, provide for the consideration to be received upon the exercise of an Option or Stock Appreciation Right or upon the payout of a Restricted Stock Unit, Performance Unit or Performance Share, for each Share subject to such Award, to be solely common stock of the successor corporation or its Parent equal in fair market value to the per share consideration received by holders of Common Stock in the Change in Control.

Notwithstanding anything in this Section 14(c) to the contrary, an Award that vests, is earned or paid-out upon the satisfaction of one or more performance goals will not be considered assumed if the Company or its successor modifies any of such performance goals without the Participant's consent; provided, however, a modification to such performance goals only to reflect the successor corporation's post-Change in Control corporate structure will not be deemed to invalidate an otherwise valid Award assumption.

(d) Outside Director Awards. In the event of a Change in Control, with respect to Awards granted to an Outside Director, the Outside Director will fully vest in and have the right to exercise Options and/or Stock Appreciation Rights as to all of the Shares underlying such Award,

including those Shares which would not otherwise be vested or exercisable, all restrictions on Restricted Stock and Restricted Stock Units will lapse, and, with respect to Awards with performance-based vesting, all performance goals or other vesting criteria will be deemed achieved at one hundred percent (100%) of target levels and all other terms and conditions met, unless specifically provided otherwise under the applicable Award Agreement or other written agreement between the Participant and the Company or any of its Subsidiaries or Parents, as applicable.

15. Tax.

(a) Withholding Requirements. Prior to the delivery of any Shares or cash pursuant to an Award (or exercise thereof) or such earlier time as any tax withholding obligations are due, the Company will have the power and the right to deduct or withhold, or require a Participant to remit to the Company, an amount sufficient to satisfy U.S. federal, state, or local taxes, non-U.S. taxes, or other taxes (including the Participant's FICA or other social insurance contribution obligation) required to be withheld with respect to such Award (or exercise thereof).

(b) Withholding Arrangements. The Administrator, in its sole discretion and pursuant to such procedures as it may specify from time to time, may permit a Participant to satisfy such tax withholding obligation, in whole or in part by (without limitation) (i) paying cash, (ii) electing to have the Company withhold otherwise deliverable cash or Shares having a fair market value not in excess of the maximum statutory amount applicable in a Participant's jurisdiction, (iii) selling a number of Shares otherwise issuable pursuant to an Award that have a fair market value to cover the amount of the tax withholding obligation, (iv) having the Company or a Parent or Subsidiary withhold from wages or any other cash amount due or to become due to the Participant and payable by the Company or any Parent or Subsidiary, or (v) delivering to the Company already-owned Shares having a fair market value not in excess of the maximum statutory amount required to be withheld. The fair market value of the Shares to be withheld or delivered will be determined as of the date that the amount of tax to be withheld is calculated.

(c) Compliance With Section 409A. Awards will be designed and operated in such a manner that they are either exempt from the application of, or comply with, the requirements of Section 409A such that the grant, payment, settlement or deferral will not be subject to the additional tax or interest applicable under Section 409A, except as otherwise determined in the sole discretion of the Administrator. The Plan and each Award Agreement under the Plan is intended to meet the requirements of Section 409A and will be construed and interpreted in accordance with such intent, except as otherwise determined in the sole discretion of the Administrator. To the extent that an Award or payment, or the settlement or deferral thereof, is subject to Section 409A the Award will be granted, paid, settled or deferred in a manner that will meet the requirements of Section 409A, such that the grant, payment, settlement or deferral will not be subject to the additional tax or interest applicable under Section 409A. In no event will the Company (or any Parent or Subsidiary of the Company, as applicable) reimburse a Participant for any taxes imposed or other costs incurred as a result of Section 409A.

16. No Effect on Employment or Service. Neither the Plan nor any Award will confer upon a Participant any right with respect to continuing the Participant's relationship as a Service Provider, nor will they interfere in any way with the Participant's right or the right of the Company

(or any Parent or Subsidiary of the Company) to terminate such relationship at any time, with or without cause, to the extent permitted by Applicable Laws.

17. Date of Grant. The date of grant of an Award will be, for all purposes, the date on which the Administrator makes the determination granting such Award, or such other later date as is determined by the Administrator. Notice of the determination will be provided to each Participant within a reasonable time after the date of such grant.

18. Term of Plan. Subject to Section 23 of the Plan, the Plan will become effective upon the later to occur of (i) its adoption by the Board or (ii) the business day immediately prior to the Registration Date. It will continue in effect for a term of ten (10) years from the date adopted by the Board, unless terminated earlier under Section 19 of the Plan.

19. Amendment and Termination of the Plan.

(a) Amendment and Termination. The Administrator may at any time amend, alter, suspend or terminate the Plan.

(b) Stockholder Approval. The Company will obtain stockholder approval of any Plan amendment to the extent necessary and desirable to comply with Applicable Laws.

(c) Effect of Amendment or Termination. No amendment, alteration, suspension or termination of the Plan will materially impair the rights of any Participant, unless mutually agreed otherwise between the Participant and the Administrator, which agreement must be in writing and signed by the Participant and the Company. Termination of the Plan will not affect the Administrator's ability to exercise the powers granted to it hereunder with respect to Awards granted under the Plan prior to the date of such termination.

20. Conditions Upon Issuance of Shares.

(a) Legal Compliance. Shares will not be issued pursuant to an Award unless the exercise or vesting of such Award and the issuance and delivery of such Shares will comply with Applicable Laws and will be further subject to the approval of counsel for the Company with respect to such compliance.

(b) Investment Representations. As a condition to the exercise or vesting of an Award, the Company may require the person exercising or vesting in such Award to represent and warrant at the time of any such exercise or vesting that the Shares are being acquired only for investment and without any present intention to sell or distribute such Shares if, in the opinion of counsel for the Company, such a representation is required.

21. Inability to Obtain Authority. If the Company determines it to be impossible or impractical to obtain authority from any regulatory body having jurisdiction or to complete or comply with the requirements of any registration or other qualification of the Shares under any U.S. federal or state law, any non-U.S. law, or the rules and regulations of the U.S. Securities and Exchange Commission, the stock exchange on which Shares of the same class are then listed, or any

other governmental or regulatory body, which authority, registration, qualification or rule compliance is deemed by the Company's counsel to be necessary or advisable for the issuance and sale of any Shares hereunder, the Company will be relieved of any liability in respect of the failure to issue or sell such Shares as to which such requisite authority, registration, qualification or rule compliance will not have been obtained.

22. Forfeiture Events.

(a) All Awards under the Plan will be subject to recoupment under any clawback policy that the Company is required to adopt pursuant to the listing standards of any national securities exchange or association on which the Company's securities are listed or as is otherwise required by the Dodd-Frank Wall Street Reform and Consumer Protection Act or other Applicable Laws. In addition, the Administrator may impose such other clawback, recovery or recoupment provisions in an Award Agreement as the Administrator determines necessary or appropriate, including but not limited to a reacquisition right regarding previously acquired Shares or other cash or property. Unless this Section 22 is specifically mentioned and waived in an Award Agreement or other document, no recovery of compensation under a clawback policy or otherwise will be an event that triggers or contributes to any right of a Participant to resign for "good reason" or "constructive termination" (or similar term) under any agreement with the Company or a Subsidiary or Parent of the Company.

(b) The Administrator may specify in an Award Agreement that the Participant's rights, payments, and benefits with respect to an Award will be subject to reduction, cancellation, forfeiture, or recoupment upon the occurrence of specified events, in addition to any otherwise applicable vesting or performance conditions of an Award. Such events may include, but will not be limited to, termination of such Participant's status as Service Provider for cause or any specified action or inaction by a Participant, whether before or after such termination of service, that would constitute cause for termination of such Participant's status as a Service Provider.

23. Stockholder Approval. The Plan will be subject to approval by the stockholders of the Company within twelve (12) months after the date the Plan is adopted by the Board. Such stockholder approval will be obtained in the manner and to the degree required under Applicable Laws.

ZSCALER, INC.
FY2018 EQUITY INCENTIVE PLAN
STOCK OPTION AGREEMENT

Unless otherwise defined herein, the terms defined in the Zscaler, Inc. FY2018 Equity Incentive Plan (the “Plan”) will have the same defined meanings in this Stock Option Agreement, which includes the Notice of Stock Option Grant (the “Notice of Grant”), the Terms and Conditions of Stock Option Grant attached hereto as Exhibit A, and all appendices and exhibits attached thereto (all together, the “Option Agreement”).

NOTICE OF STOCK OPTION GRANT

Participant:

Address:

The undersigned Participant has been granted an Option to purchase Common Stock of Zscaler, Inc. (the “Company”), subject to the terms and conditions of the Plan and this Option Agreement, as follows:

Grant Number: _

Date of Grant: _

Vesting Commencement Date: _

Number of Shares Granted: _

Exercise Price per Share: \$ _

Total Exercise Price: \$ _

Type of Option: Incentive Stock Option

Nonstatutory Stock Option

Term/Expiration Date: _

Vesting Schedule:

Subject to accelerated vesting as set forth below or in the Plan, this Option will be exercisable, in whole or in part, in accordance with the following schedule:

[Insert vesting schedule]

Notwithstanding the foregoing, the vesting of the Option shall be subject to any vesting acceleration provisions applicable to the Option contained in any employment or service agreement, offer letter, change in control severance

agreement, change of control severance policy, or any other agreement that, prior to and effective as of the date of this Award Agreement, has been entered into between Participant and the Company

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or any parent or subsidiary corporation of the Company (such agreement, a “Separate Agreement”) to the extent not otherwise duplicative of the vesting terms described above.

Termination Period:

This Option will be exercisable for three (3) months after Participant ceases to be a Service Provider, unless such termination is due to Participant’s death or Disability, in which case this Option will be exercisable for twelve (12) months after Participant ceases to be a Service Provider. Notwithstanding the foregoing sentence, in no event may this Option be exercised after the Term/Expiration Date as provided above and may be subject to earlier termination as provided in Section 14 of the Plan.

By Participant’s signature and the signature of the representative of the Company below, Participant and the Company agree that this Option is granted under and governed by the terms and conditions of the Plan and this Option Agreement, including the Terms and Conditions of Stock Option Grant, attached hereto as Exhibit A, all of which are made a part of this document. Participant acknowledges receipt of a copy of the Plan. Participant has reviewed the Plan and this Option Agreement in their entirety, has had an opportunity to obtain the advice of counsel prior to executing this Option Agreement, and fully understands all provisions of the Plan and this Option Agreement. Participant hereby agrees to accept as binding, conclusive, and final all decisions or interpretations of the Administrator upon any questions relating to the Plan and the Option Agreement. Participant further agrees to notify the Company upon any change in the residence address indicated below.

PARTICIPANT ZSCALER, INC.

Signature Signature

Print Name Print Name

Title

Address:

EXHIBIT A

TERMS AND CONDITIONS OF STOCK OPTION GRANT

1. Grant of Option. The Company hereby grants to the individual (the “Participant”) named in the Notice of Stock Option Grant of this Option Agreement (the “Notice of Grant”) an option (the “Option”) to purchase the number of Shares, as set forth in the Notice of Grant, at the exercise price per Share set forth in the Notice of Grant (the “Exercise Price”), subject to all of the terms and conditions in this Option Agreement and the Plan, which is incorporated herein by reference. Subject to Section 19(c) of the Plan, in the event of a conflict between the terms and conditions of the Plan and the terms and conditions of this Option Agreement, the terms and conditions of the Plan will prevail.

(a) For U.S. taxpayers, the Option will be designated as either an Incentive Stock Option (“ISO”) or a Nonstatutory Stock Option (“NSO”). If designated in the Notice of Grant as an ISO, this Option is intended to qualify as an ISO under Section 422 of the Internal Revenue Code of 1986, as amended (the “Code”). However, if this Option is intended to be an ISO, to the extent that it exceeds the \$100,000 rule of Code Section 422(d) it will be treated as an NSO. Further, if for any reason this Option (or portion thereof) will not qualify as an ISO, then, to the extent of such nonqualification, such Option (or portion thereof) shall be regarded as a NSO granted under the Plan. In no event will the Administrator, the Company or any Parent or Subsidiary or any of their respective employees or directors have any liability to Participant (or any other person) due to the failure of the Option to qualify for any reason as an ISO.

(b) For non-U.S. taxpayers, the Option will be designated as an NSO.

2. Vesting Schedule. Except as provided in Section 3, the Option awarded by this Option Agreement will vest in accordance with the vesting provisions set forth in the Notice of Grant. Shares scheduled to vest on a certain date or upon the occurrence of a certain condition will not vest in Participant in accordance with any of the provisions of this Option Agreement, unless Participant will have been continuously a Service Provider from the Date of Grant until the date such vesting occurs.

3. Administrator Discretion. The Administrator, in its discretion, may accelerate the vesting of the balance, or some lesser portion of the balance, of the unvested Option at any time, subject to the terms of the Plan. If so accelerated, such Option will be considered as having vested as of the date specified by the Administrator.

4. Exercise of Option.

(a) Right to Exercise. This Option may be exercised only within the term set out in the Notice of Grant, and may be exercised during such term only in accordance with the Plan and the terms of this Option Agreement.

(b) Method of Exercise. This Option is exercisable by delivery of an exercise notice (the “Exercise Notice”) in the form attached as Exhibit A or in a manner and pursuant to such procedures as the Administrator may determine, which will state the election to exercise the Option, the number of Shares in respect of which the Option is being exercised (the “Exercised Shares”), and such other representations and agreements as may be required by the Company pursuant to the provisions of the Plan. The Exercise Notice will be completed by Participant and delivered to the Company. The Exercise Notice will be accompanied by

payment of the aggregate Exercise Price as to all Exercised Shares together and of any Tax Obligations (as defined in Section 6(a)). This Option will be deemed to be exercised upon receipt by the Company of such fully executed Exercise Notice accompanied by the aggregate Exercise Price.

5. Method of Payment. Payment of the aggregate Exercise Price will be by any of the following, or a combination thereof, at the election of Participant:

(a) cash;

(b) check;

(c) consideration received by the Company under a formal cashless exercise program adopted by the Company in connection with the Plan; or

(d) if Participant is a U.S. employee, surrender of other Shares which have a Fair Market Value on the date of surrender equal to the aggregate Exercise Price of the Exercised Shares and that are owned free and clear of any liens, claims, encumbrances, or security interests, provided that accepting such Shares, in the sole discretion of the Administrator, will not result in any adverse accounting consequences to the Company.

6. Tax Obligations.

(a) Participant acknowledges that, regardless of any action taken by the Company or, if different, Participant's employer (the "Employer") or Parent or Subsidiary to which Participant is providing services (together, the Company, Employer and/or Parent or Subsidiary to which the Participant is providing services, the "Service Recipient"), the ultimate liability for any tax and/or social insurance liability obligations and requirements in connection with the Option, including, without limitation, (i) all federal, state, and local taxes (including the Participant's Federal Insurance Contributions Act (FICA) obligation) that are required to be withheld by the Company or the Service Recipient or other payment of tax-related items related to Participant's participation in the Plan and legally applicable to Participant, (ii) the Participant's and, to the extent required by the Company (or Service Recipient), the Company's (or Service Recipient's) fringe benefit tax liability, if any, associated with the grant, vesting, or exercise of the Option or sale of Shares, and (iii) any other Company (or Service Recipient) taxes the responsibility for which the Participant has, or has agreed to bear, with respect to the Option (or exercise thereof or issuance of Shares thereunder) (collectively, the "Tax Obligations"), is and remains Participant's responsibility and may exceed the amount actually withheld by the Company or the Service Recipient. Participant further acknowledges that the Company and/or the Service Recipient (A) make no representations or undertakings regarding the treatment of any Tax Obligations in connection with any aspect of the Option, including, but not limited to, the grant, vesting or exercise of the Option, the subsequent sale of Shares acquired pursuant to such exercise and the receipt of any dividends or other distributions, and (B) do not commit to and are under no obligation to structure the terms of the grant or any aspect of the Option to reduce or eliminate Participant's liability for Tax Obligations or achieve any particular tax result. Further, if Participant is subject to Tax Obligations in more than one jurisdiction between the Date of Grant and the date of any relevant taxable or tax withholding event, as applicable, Participant acknowledges that the Company and/or the Service Recipient (or former employer, as applicable) may be required to withhold or account for Tax Obligations in more than one jurisdiction. If Participant fails to make satisfactory arrangements for the payment of any required Tax Obligations hereunder at the time

of the applicable taxable event, Participant acknowledges and agrees that the Company may refuse to issue or deliver the Shares.

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(b) Tax Withholding. When the Option is exercised, Participant generally will recognize immediate U.S. taxable income if Participant is a U.S. taxpayer. If Participant is a non-U.S. taxpayer, Participant will be subject to applicable taxes in his or her jurisdiction. Pursuant to such procedures as the Administrator may specify from time to time, the Company and/or Service Recipient shall withhold the amount required to be withheld for the payment of Tax Obligations. The Administrator, in its sole discretion and pursuant to such procedures as it may specify from time to time, may permit Participant to satisfy such Tax Obligations, in whole or in part (without limitation), if permissible by applicable local law, by (i) paying cash, (ii) electing to have the Company withhold otherwise deliverable Shares having a fair market value equal to the minimum amount that is necessary to meet the withholding requirement for such Tax Obligations (or such greater amount as Participant may elect if permitted by the Administrator, if such greater amount would not result in adverse financial accounting consequences), (iii) withholding the amount of such Tax Obligations from Participant's wages or other cash compensation paid to Participant by the Company and/or the Service Recipient, (iv) delivering to the Company already vested and owned Shares having a fair market value equal to such Tax Obligations, or (v) selling a sufficient number of such Shares otherwise deliverable to Participant through such means as the Company may determine in its sole discretion (whether through a broker or otherwise) equal to the minimum amount that is necessary to meet the withholding requirement for such Tax Obligations (or such greater amount as Participant may elect if permitted by the Administrator, if such greater amount would not result in adverse financial accounting consequences). To the extent determined appropriate by the Company in its discretion, it will have the right (but not the obligation) to satisfy any Tax Obligations by reducing the number of Shares otherwise deliverable to Participant. Further, if Participant is subject to tax in more than one jurisdiction between the Date of Grant and a date of any relevant taxable or tax withholding event, as applicable, Participant acknowledges and agrees that the Company and/or the Service Recipient (and/or former employer, as applicable) may be required to withhold or account for tax in more than one jurisdiction. If Participant fails to make satisfactory arrangements for the payment of any required Tax Obligations hereunder at the time of the Option exercise, Participant acknowledges and agrees that the Company may refuse to honor the exercise and refuse to deliver the Shares if such amounts are not delivered at the time of exercise.

(c) Notice of Disqualifying Disposition of ISO Shares. If the Option granted to Participant herein is an ISO, and if Participant sells or otherwise disposes of any of the Shares acquired pursuant to the ISO on or before the later of (i) the date two (2) years after the Date of Grant, or (ii) the date one (1) year after the date of exercise, Participant will immediately notify the Company in writing of such disposition. Participant agrees that Participant may be subject to income tax withholding by the Company on the compensation income recognized by Participant.

(d) Code Section 409A. Under Code Section 409A, a stock right (such as the Option) that vests after December 31, 2004 (or that vested on or prior to such date but which was materially modified after October 3, 2004) that was granted with a per share exercise price that is determined by the Internal Revenue Service (the "IRS") to be less than the fair market value of an underlying share on the date of grant (a "discount option") may be considered "deferred compensation." A stock right that is a "discount option" may result in (i) income recognition by the recipient of the stock right prior to the exercise of the stock right, (ii) an additional twenty percent (20%) federal income tax, and (iii) potential penalty and interest charges. The "discount option" may also result in additional state income, penalty and interest tax to the recipient of the stock right. Participant acknowledges that the Company cannot and has not guaranteed that the IRS will agree that the per Share exercise price of this Option equals or exceeds the fair market value of a Share on the date of grant in a later examination. Participant agrees that if the IRS determines that the Option was granted with a per Share exercise price that was less than the fair market value of a Share on the date of grant, Participant shall be solely responsible for Participant's costs related to such a determination.

7. Rights as Stockholder. Neither Participant nor any person claiming under or through Participant will have any of the rights or privileges of a stockholder of the Company in respect of any Shares deliverable hereunder unless and until certificates representing such Shares (which may be in book entry form) will have been issued, recorded on the records of the Company or its transfer agents or registrars, and delivered to Participant (including through electronic delivery to a brokerage account). After such issuance, recordation, and delivery, Participant will have all the rights of a stockholder of the Company with respect to voting such Shares and receipt of dividends and distributions on such Shares.

8. No Guarantee of Continued Service. PARTICIPANT ACKNOWLEDGES AND AGREES THAT THE VESTING OF SHARES PURSUANT TO THE VESTING SCHEDULE HEREOF IS EARNED ONLY BY CONTINUING AS A SERVICE PROVIDER, WHICH UNLESS PROVIDED OTHERWISE UNDER APPLICABLE LAW IS AT THE WILL OF THE COMPANY (OR THE SERVICE RECIPIENT) AND NOT THROUGH THE ACT OF BEING HIRED, BEING GRANTED THIS OPTION OR ACQUIRING SHARES HEREUNDER. PARTICIPANT FURTHER ACKNOWLEDGES AND AGREES THAT THIS OPTION AGREEMENT, THE TRANSACTIONS CONTEMPLATED HEREUNDER AND THE VESTING SCHEDULE SET FORTH HEREIN DO NOT CONSTITUTE AN EXPRESS OR IMPLIED PROMISE OF CONTINUED ENGAGEMENT AS A SERVICE PROVIDER FOR THE VESTING PERIOD, FOR ANY PERIOD, OR AT ALL, AND WILL NOT INTERFERE IN ANY WAY WITH PARTICIPANT'S RIGHT OR THE RIGHT OF THE COMPANY (OR THE SERVICE RECIPIENT) TO TERMINATE PARTICIPANT'S RELATIONSHIP AS A SERVICE PROVIDER, SUBJECT TO APPLICABLE LAW, WHICH TERMINATION, UNLESS PROVIDED OTHERWISE UNDER APPLICABLE LAW, MAY BE AT ANY TIME, WITH OR WITHOUT CAUSE.

9. Nature of Grant. In accepting the Option, Participant acknowledges, understands and agrees that:

- (a) the grant of the Option is voluntary and occasional and does not create any contractual or other right to receive future grants of options, or benefits in lieu of options, even if options have been granted in the past;
- (b) all decisions with respect to future option or other grants, if any, will be at the sole discretion of the Company;
- (c) Participant is voluntarily participating in the Plan;
- (d) the Option and any Shares acquired under the Plan are not intended to replace any pension rights or compensation;
- (e) the Option and Shares acquired under the Plan and the income and value of same, are not part of normal or expected compensation for purposes of calculating any severance, resignation, termination, redundancy, dismissal, end-of-service payments, bonuses, long-service awards, pension or retirement or welfare benefits or similar payments;
- (f) the future value of the Shares underlying the Option is unknown, indeterminable, and cannot be predicted with certainty;
- (g) if the underlying Shares do not increase in value, the Option will have no value;

(h) if Participant exercises the Option and acquires Shares, the value of such Shares may increase or decrease in value, even below the Exercise Price;

(i) for purposes of the Option, Participant's engagement as a Service Provider will be considered terminated as of the date Participant is no longer actively providing services to the Company or any Parent or Subsidiary (regardless of the reason for such termination and whether or not later found to be invalid or in breach of employment laws in the jurisdiction where Participant is a Service Provider or the terms of Participant's employment or service agreement, if any), and unless otherwise expressly provided in this Option Agreement (including by reference in the Notice of Grant to other arrangements or contracts) or determined by the Administrator, (i) Participant's right to vest in the Option under the Plan, if any, will terminate as of such date and will not be extended by any notice period (e.g., Participant's period of service would not include any contractual notice period or any period of "garden leave" or similar period mandated under employment laws in the jurisdiction where Participant is a Service Provider or Participant's employment or service agreement, if any, unless Participant is providing bona fide services during such time); and (ii) the period (if any) during which Participant may exercise the Option after such termination of Participant's engagement as a Service Provider will commence on the date Participant ceases to actively provide services and will not be extended by any notice period mandated under employment laws in the jurisdiction where Participant is employed or terms of Participant's engagement agreement, if any; the Administrator shall have the exclusive discretion to determine when Participant is no longer actively providing services for purposes of his or her Option grant (including whether Participant may still be considered to be providing services while on a leave of absence and consistent with local law);

(j) unless otherwise provided in the Plan or by the Company in its discretion, the Option and the benefits evidenced by this Option Agreement do not create any entitlement to have the Option or any such benefits transferred to, or assumed by, another company nor to be exchanged, cashed out or substituted for, in connection with any corporate transaction affecting the Shares; and

(k) the following provisions apply only if Participant is providing services outside the United States:

(i) the Option and the Shares subject to the Option are not part of normal or expected compensation or salary for any purpose;

(ii) Participant acknowledges and agrees that none of the Company, the Service Recipient, or any Parent or Subsidiary shall be liable for any foreign exchange rate fluctuation between Participant's local currency and the United States Dollar that may affect the value of the Option or of any amounts due to Participant pursuant to the exercise of the Option or the subsequent sale of any Shares acquired upon exercise; and

(iii) no claim or entitlement to compensation or damages shall arise from forfeiture of the Option resulting from the termination of Participant's engagement as a Service Provider (for any reason whatsoever, whether or not later found to be invalid or in breach of employment laws in the jurisdiction where Participant is a Service Provider or the terms of Participant's employment or service agreement, if any), and in consideration of the grant of the Option to which Participant is otherwise not entitled, Participant irrevocably agrees never to institute any claim against the Company, any Parent, any Subsidiary or the Service Recipient, waives his or her ability, if any, to bring any such claim, and releases the Company, any Parent or Subsidiary and the Service Recipient from any such claim; if, notwithstanding the foregoing, any such claim is allowed by a court of competent jurisdiction, then, by participating in the Plan,

Participant shall be deemed irrevocably to have agreed not to pursue such claim and agrees to execute any and all documents necessary to request dismissal or withdrawal of such claim.

10. No Advice Regarding Grant. The Company is not providing any tax, legal or financial advice, nor is the Company making any recommendations regarding Participant's participation in the Plan, or Participant's acquisition or sale of the underlying Shares. Participant is hereby advised to consult with his or her own personal tax, legal and financial advisors regarding his or her participation in the Plan before taking any action related to the Plan.

11. Data Privacy. *Participant hereby explicitly and unambiguously consents to the collection, use and transfer, in electronic or other form, of Participant's personal data as described in this Option Agreement and any other Option grant materials by and among, as applicable, the Employer or other Service Recipient, the Company and any Parent or Subsidiary for the exclusive purpose of implementing, administering and managing Participant's participation in the Plan.*

Participant understands that the Company and the Employer may hold certain personal information about Participant, including, but not limited to, Participant's name, home address and telephone number, date of birth, social insurance number or other identification number, salary, nationality, job title, any Shares or directorships held in the Company, details of all Options or any other entitlement to Shares awarded, canceled, exercised, vested, unvested or outstanding in Participant's favor ("Data"), for the exclusive purpose of implementing, administering and managing the Plan.

Participant understands that Data will be transferred to a stock plan service provider as may be selected by the Company in the future, which is assisting the Company with the implementation, administration, and management of the Plan. Participant understands that the recipients of the Data may be located in the United States or elsewhere, and that the recipient's country of operation (e.g., the United States) may have different data privacy laws and protections than Participant's country. Participant understands that, he or she may request a list with the names and addresses of any potential recipients of the Data by contacting his or her local human resources representative. Participant authorizes the Company and any other possible recipients which may assist the Company (presently or in the future) with implementing, administering and managing the Plan to receive, possess, use, retain and transfer the Data, in electronic or other form, for the sole purposes of implementing, administering and managing Participant's participation in the Plan. Participant understands that Data will be held only as long as is necessary to implement, administer and manage Participant's participation in the Plan. Participant understands that, he or she may, at any time, view Data, request additional information about the storage and processing of Data, require any necessary amendments to Data or refuse or withdraw the consents herein, in any case without cost, by contacting in writing his or her local human resources representative. Further, Participant understands that he or she is providing the consents herein on a purely voluntary basis. If Participant does not consent, or if Participant later seeks to revoke his or her consent, his or her engagement as a Service Provider and career with the Employer will not be adversely affected; the only adverse consequence of refusing or withdrawing Participant's consent is that the Company would not be able to grant Participant Options or other equity awards or administer or maintain such awards. Therefore, Participant understands that refusing or withdrawing his or her consent may affect Participant's ability to participate in the Plan. For more information on the consequences of Participant's refusal to consent or withdrawal of consent, Participant understands that he or she may contact his or her local human resources representative.

12. Address for Notices. Any notice to be given to the Company under the terms of this Option Agreement will be addressed to the Company at Zscaler, Inc., 110 Rose Orchard Way, San Jose, CA 95134, or at such other address as the Company may hereafter designate in writing.

13. Non-Transferability of Option. This Option may not be transferred in any manner otherwise than by will or by the laws of descent or distribution and may be exercised during the lifetime of Participant only by Participant.

14. Successors and Assigns. The Company may assign any of its rights under this Option Agreement to single or multiple assignees, and this Option Agreement shall inure to the benefit of the successors and assigns of the Company. Subject to the restrictions on transfer herein set forth, this Option Agreement shall be binding upon Participant and his or her heirs, executors, administrators, successors and assigns. The rights and obligations of Participant under this Option Agreement may only be assigned with the prior written consent of the Company.

15. Additional Conditions to Issuance of Stock. If at any time the Company will determine, in its discretion, that the listing, registration, qualification or rule compliance of the Shares upon any securities exchange or under any state, federal or non-U.S. law, the tax code and related regulations or under the rulings or regulations of the United States Securities and Exchange Commission or any other governmental regulatory body or the clearance, consent or approval of the United States Securities and Exchange Commission or any other governmental regulatory authority is necessary or desirable as a condition to the purchase by, or issuance of Shares, to Participant (or his or her estate) hereunder, such purchase or issuance will not occur unless and until such listing, registration, qualification, rule compliance, clearance, consent or approval will have been completed, effected or obtained free of any conditions not acceptable to the Company. Subject to the terms of the Option Agreement and the Plan, the Company shall not be required to issue any certificate or certificates for Shares hereunder prior to the lapse of such reasonable period of time following the date of exercise of the Option as the Administrator may establish from time to time for reasons of administrative convenience.

16. Language. If Participant has received this Option Agreement or any other document related to the Plan translated into a language other than English and if the meaning of the translated version is different than the English version, the English version will control.

17. Interpretation. The Administrator will have the power to interpret the Plan and this Option Agreement and to adopt such rules for the administration, interpretation and application of the Plan as are consistent therewith and to interpret or revoke any such rules (including, but not limited to, the determination of whether or not any Shares subject to the Option have vested). All actions taken and all interpretations and determinations made by the Administrator in good faith will be final and binding upon Participant, the Company and all other interested persons. Neither the Administrator nor any person acting on behalf of the Administrator will be personally liable for any action, determination, or interpretation made in good faith with respect to the Plan or this Option Agreement.

18. Electronic Delivery and Acceptance. The Company may, in its sole discretion, decide to deliver any documents related to the Option awarded under the Plan or future options that may be awarded under the Plan by electronic means or request Participant's consent to participate in the Plan by electronic means. Participant hereby consents to receive such documents by electronic delivery and agrees to participate in the Plan through any on-line or electronic system established and maintained by the Company or a third party designated by the Company.

19. Captions. Captions provided herein are for convenience only and are not to serve as a basis for interpretation or construction of this Option Agreement.

20. Agreement Severable. In the event that any provision in this Option Agreement will be held invalid or unenforceable, such provision will be severable from, and such invalidity or unenforceability will not be construed to have any effect on, the remaining provisions of this Option Agreement.

21. Amendment, Suspension or Termination of the Plan. By accepting this Option, Participant expressly warrants that he or she has received an Option under the Plan, and has received, read, and understood a description of the Plan. Participant understands that the Plan is discretionary in nature and may be amended, suspended or terminated by the Company at any time.

22. Governing Law and Venue. This Option Agreement will be governed by the laws of California, without giving effect to the conflict of law principles thereof. For purposes of litigating any dispute that arises under this Option or this Option Agreement, the parties hereby submit to and consent to the jurisdiction of the State of California, and agree that such litigation will be conducted in the courts of Santa Clara County, California, or the federal courts for the United States for the Northern District of California, and no other courts, where this Option is made and/or to be performed.

23. Country Addendum. Notwithstanding any provisions in this Option Agreement, this Option shall be subject to any special terms and conditions set forth in the appendix (if any) to this Option Agreement for Participant's country (the "Country Addendum"). Moreover, if Participant relocates to one of the countries included in the Country Addendum (if any), the special terms and conditions for such country will apply to Participant, to the extent the Company determines that the application of such terms and conditions is necessary or advisable for legal or administrative reasons. The Country Addendum constitutes part of this Option Agreement.

24. Modifications to the Agreement. This Option Agreement constitutes the entire understanding of the parties on the subjects covered. Participant expressly warrants that he or she is not accepting this Option Agreement in reliance on any promises, representations, or inducements other than those contained herein. Modifications to this Option Agreement or the Plan can be made only in an express written contract executed by a duly authorized officer of the Company. Notwithstanding anything to the contrary in the Plan or this Option Agreement, the Company reserves the right to revise this Option Agreement as it deems necessary or advisable, in its sole discretion and without the consent of Participant, to comply with Code Section 409A or to otherwise avoid imposition of any additional tax or income recognition under Section 409A of the Code in connection with the Option.

25. No Waiver. Either party's failure to enforce any provision or provisions of this Option Agreement shall not in any way be construed as a waiver of any such provision or provisions, nor prevent that party from thereafter enforcing each and every other provision of this Option Agreement. The rights granted both parties herein are cumulative and shall not constitute a waiver of either party's right to assert all other legal remedies available to it under the circumstances.

26. Tax Consequences. Participant has reviewed with its own tax advisors the U.S. federal, state, local and non-U.S. tax consequences of this investment and the transactions contemplated by this Option Agreement. With respect to such matters, Participant relies solely on such advisors and not on any statements or representations of the Company or any of its agents, written or oral. Participant understands that

Participant (and not the Company) shall be responsible for Participant's own tax liability that may arise as a result of this investment or the transactions contemplated by this Option Agreement.

EXHIBIT B

ZSCALER, INC.

FY2018 EQUITY INCENTIVE PLAN

EXERCISE NOTICE

Zscaler, Inc.
110 Rose Orchard Way
San Jose, CA 95134
Attention: Stock Administration

1. Exercise of Option. Effective as of today, _____, _____, the undersigned (“Purchaser”) hereby elects to purchase _____ shares (the “Shares”) of the Common Stock of Zscaler, Inc. (the “Company”) under and pursuant to the FY2018 Equity Incentive Plan (the “Plan”) and the Stock Option Agreement, dated _____ and including the Notice of Grant, the Terms and Conditions of Stock Option Grant, and exhibits attached thereto (the “Option Agreement”). The purchase price for the Shares will be \$ _____, as required by the Option Agreement.

2. Delivery of Payment. Purchaser herewith delivers to the Company the full purchase price of the Shares and any Tax Obligations (as defined in Section 6(a) of the Option Agreement) to be paid in connection with the exercise of the Option.

3. Representations of Purchaser. Purchaser acknowledges that Purchaser has received, read and understood the Plan and the Option Agreement and agrees to abide by and be bound by their terms and conditions.

4. Rights as Stockholder. Until the issuance (as evidenced by the appropriate entry on the books of the Company or of a duly authorized transfer agent of the Company) of the Shares, no right to vote or receive dividends or any other rights as a stockholder will exist with respect to the Shares subject to the Option, notwithstanding the exercise of the Option. The Shares so acquired will be issued to Purchaser as soon as practicable after exercise of the Option. No adjustment will be made for a dividend or other right for which the record date is prior to the date of issuance, except as provided in Section 14 of the Plan.

5. Tax Consultation. Purchaser understands that Purchaser may suffer adverse tax consequences as a result of Purchaser’s purchase or disposition of the Shares. Purchaser represents that Purchaser has consulted with any tax consultants Purchaser deems advisable in connection with the purchase or disposition of the Shares and that Purchaser is not relying on the Company for any tax advice.

6. Entire Agreement; Governing Law. The Plan and Option Agreement are incorporated herein by reference. This Exercise Notice, the Plan and the Option Agreement constitute the entire agreement of the parties with respect to the subject matter hereof and supersede in their entirety all prior undertakings and agreements of the Company and Purchaser with respect to the subject matter hereof, and may not be modified adversely to the Purchaser’s interest except by means of a writing signed by the Company and Purchaser. This Option Agreement is governed by the internal substantive laws, but not the choice of law rules, of California.

Submitted by: Accepted by:

PURCHASER ZSCALER, INC.

Signature Signature

Print Name Print Name

Address: _

Title

Date Received

ZSCALER, INC.
FY2018 EQUITY INCENTIVE PLAN
RESTRICTED STOCK UNIT AGREEMENT

Unless otherwise defined herein, the terms defined in the Zscaler, Inc. FY2018 Equity Incentive Plan (the “Plan”) will have the same defined meanings in this Restricted Stock Unit Agreement, which includes the Notice of Restricted Stock Unit Grant (the “Notice of Grant”), Terms and Conditions of Restricted Stock Unit Grant attached hereto as Exhibit A, and all appendices and exhibits attached thereto (all together, the “Award Agreement”).

NOTICE OF RESTRICTED STOCK UNIT GRANT

Participant:

Address:

The undersigned Participant has been granted the right to receive an Award of Restricted Stock Units, subject to the terms and conditions of the Plan and this Award Agreement, as follows:

Grant Number: _

Date of Grant: _

Vesting Commencement Date: _

Number of Restricted Stock Units: _

Vesting Schedule:

Subject to any acceleration provisions contained in the Plan or set forth below, the Restricted Stock Units will vest in accordance with the following schedule:

(a) [Insert vesting schedule]

Notwithstanding the foregoing, the vesting of the Restricted Stock Units shall be subject to any vesting acceleration provisions applicable to the Restricted Stock Units contained in any employment or service agreement, offer letter, change in control severance agreement, change of control severance policy, or any other agreement that, prior to and effective as of the date of this Award Agreement, has been entered into between Participant and the Company or any parent or subsidiary corporation of the Company (such agreement, a “Separate Agreement”) to the extent not otherwise duplicative of the vesting terms described above.

In the event Participant ceases to be a Service Provider for any or no reason before Participant vests in the Restricted Stock Units, the Restricted Stock Units and Participant’s right to acquire any Shares hereunder will immediately terminate.

By Participant's signature and the signature of the representative of Zscaler, Inc. (the "Company") below, Participant and the Company agree that this Award of Restricted Stock Units is granted under and

governed by the terms and conditions of the Plan and this Award Agreement, including the Terms and Conditions of Restricted Stock Unit Grant, attached hereto as Exhibit A, all of which are made a part of this document. Participant acknowledges receipt of a copy of the Plan. Participant has reviewed the Plan and this Award Agreement in their entirety, has had an opportunity to obtain the advice of counsel prior to executing this Award Agreement, and fully understands all provisions of the Plan and this Award Agreement. Participant hereby agrees to accept as binding, conclusive, and final all decisions or interpretations of the Administrator upon any questions relating to the Plan and the Award Agreement. Participant further agrees to notify the Company upon any change in the residence address indicated below.

PARTICIPANT: ZSCALER, INC.

Signature Signature

Print Name Print Name

Title

Address:

EXHIBIT A

TERMS AND CONDITIONS OF RESTRICTED STOCK UNIT GRANT

(a) Grant of Restricted Stock Units. The Company hereby grants to the individual (the “Participant”) named in the Notice of Grant of Restricted Stock Units of this Award Agreement (the “Notice of Grant”) under the Plan an Award of Restricted Stock Units, subject to all of the terms and conditions in this Award Agreement and the Plan, which is incorporated herein by reference. Subject to Section 19(c) of the Plan, in the event of a conflict between the terms and conditions of the Plan and this Award Agreement, the terms and conditions of the Plan shall prevail.

(b) Company’s Obligation to Pay. Each Restricted Stock Unit represents the right to receive a Share on the date it vests. Unless and until the Restricted Stock Units will have vested in the manner set forth in Section 3 or 4, Participant will have no right to payment of any such Restricted Stock Units. Prior to actual payment of any vested Restricted Stock Units, such Restricted Stock Unit will represent an unsecured obligation of the Company, payable (if at all) only from the general assets of the Company.

(c) Vesting Schedule. Except as provided in Section 4, and subject to Section 5, the Restricted Stock Units awarded by this Award Agreement will vest in accordance with the vesting schedule set forth in the Notice of Grant, subject to Participant continuing to be a Service Provider through each applicable vesting date.

(d) Payment after Vesting.

(i) General Rule. Subject to Section 8, any Restricted Stock Units that vest will be paid to Participant (or in the event of Participant’s death, to his or her properly designated beneficiary or estate) in whole Shares. Subject to the provisions of Section 4(b), such vested Restricted Stock Units shall be paid in whole Shares as soon as practicable after vesting, but in each such case within sixty (60) days following the vesting date. In no event will Participant be permitted, directly or indirectly, to specify the taxable year of payment of any Restricted Stock Units payable under this Award Agreement.

(ii) Acceleration.

(1) Discretionary Acceleration. The Administrator, in its discretion, may accelerate the vesting of the balance, or some lesser portion of the balance, of the unvested Restricted Stock Units at any time, subject to the terms of the Plan. If so accelerated, such Restricted Stock Units will be considered as having vested as of the date specified by the Administrator. If Participant is a U.S. taxpayer, the payment of Shares vesting pursuant to this Section 4(b) shall in all cases be paid at a time or in a manner that is exempt from, or complies with, Section 409A. The prior sentence may be superseded in a future agreement or amendment to this Award Agreement only by direct and specific reference to such sentence.

(2) Notwithstanding anything in the Plan or this Award Agreement or any other agreement (whether entered into before, on or after the Date of Grant), if the vesting of the balance, or some lesser portion of the balance, of the Restricted Stock Units is accelerated in connection with Participant’s termination as a Service Provider (provided that such termination is a “separation from service” within the meaning of Section 409A, as determined by the Company), other than due to Participant’s death, and if (x) Participant is a U.S. taxpayer and a “specified employee” within the meaning of Section 409A at the time of such termination as a Service Provider and (y) the payment of such accelerated Restricted Stock Units will result in the imposition of additional tax under Section 409A if paid to Participant on or within the six (6)



month period following Participant's termination as a Service Provider, then the payment of such accelerated Restricted Stock Units will not be made until the date six (6) months and one (1) day following the date of Participant's termination as a Service Provider, unless Participant dies following his or her termination as a Service Provider, in which case, the Restricted Stock Units will be paid in Shares to Participant's estate as soon as practicable following his or her death.

(iii) Section 409A. It is the intent of this Award Agreement that it and all payments and benefits to U.S. taxpayers hereunder be exempt from, or comply with, the requirements of Section 409A so that none of the Restricted Stock Units provided under this Award Agreement or Shares issuable thereunder will be subject to the additional tax imposed under Section 409A, and any ambiguities herein will be interpreted to be so exempt or so comply. Each payment payable under this Award Agreement is intended to constitute a separate payment for purposes of Treasury Regulation Section 1.409A-2(b)(2). However, in no event will the Company reimburse Participant, or be otherwise responsible for, any taxes or costs that may be imposed on Participant as a result of Section 409A. For purposes of this Award Agreement, "Section 409A" means Section 409A of the Code, and any final Treasury Regulations and Internal Revenue Service guidance thereunder, as each may be amended from time to time.

(e) Forfeiture Upon Termination as a Service Provider. Notwithstanding any contrary provision of this Award Agreement, if Participant ceases to be a Service Provider for any or no reason, the then-unvested Restricted Stock Units awarded by this Award Agreement will thereupon be forfeited at no cost to the Company and Participant will have no further rights thereunder.

(f) Tax Consequences. Participant has reviewed with his or her own tax advisors the U.S. federal, state, local and non-U.S. tax consequences of this investment and the transactions contemplated by this Award Agreement. With respect to such matters, Participant relies solely on such advisors and not on any statements or representations of the Company or any of its agents, written or oral. Participant understands that Participant (and not the Company) shall be responsible for Participant's own tax liability that may arise as a result of this investment or the transactions contemplated by this Award Agreement.

(g) Death of Participant. Any distribution or delivery to be made to Participant under this Award Agreement will, if Participant is then deceased, be made to Participant's designated beneficiary, or if no beneficiary survives Participant, the administrator or executor of Participant's estate. Any such transferee must furnish the Company with (a) written notice of his or her status as transferee, and (b) evidence satisfactory to the Company to establish the validity of the transfer and compliance with any laws or regulations pertaining to said transfer.

(h) Tax Obligations

(i) Responsibility for Taxes. Participant acknowledges that, regardless of any action taken by the Company or, if different, Participant's employer (the "Employer") or Parent or Subsidiary to which Participant is providing services (together, the Company, Employer and/or Parent or Subsidiary to which the Participant is providing services, the "Service Recipient"), the ultimate liability for any tax and/or social insurance liability obligations and requirements in connection with the Restricted Stock Units, including, without limitation, (i) all federal, state, and local taxes (including the Participant's Federal Insurance Contributions Act (FICA) obligation) that are required to be withheld by the Company or the Employer or other payment of tax-related items related to Participant's participation in the Plan and legally applicable to Participant, (ii) the Participant's and, to the extent required by the Company (or Service Recipient), the Company's (or Service Recipient's)

fringe benefit tax liability, if any, associated with the grant, vesting, or settlement of the Restricted Stock Units or sale of Shares, and (iii) any other Company (or

Service Recipient) taxes the responsibility for which the Participant has, or has agreed to bear, with respect to the Restricted Stock Units (or settlement thereof or issuance of Shares thereunder) (collectively, the “Tax Obligations”), is and remains Participant’s responsibility and may exceed the amount actually withheld by the Company or the Service Recipient. Participant further acknowledges that the Company and/or the Service Recipient (A) make no representations or undertakings regarding the treatment of any Tax Obligations in connection with any aspect of the Restricted Stock Units, including, but not limited to, the grant, vesting or settlement of the Restricted Stock Units, the subsequent sale of Shares acquired pursuant to such settlement and the receipt of any dividends or other distributions, and (B) do not commit to and are under no obligation to structure the terms of the grant or any aspect of the Restricted Stock Units to reduce or eliminate Participant’s liability for Tax Obligations or achieve any particular tax result. Further, if Participant is subject to Tax Obligations in more than one jurisdiction between the Date of Grant and the date of any relevant taxable or tax withholding event, as applicable, Participant acknowledges that the Company and/or the Service Recipient (or former employer, as applicable) may be required to withhold or account for Tax Obligations in more than one jurisdiction. If Participant fails to make satisfactory arrangements for the payment of any required Tax Obligations hereunder at the time of the applicable taxable event, Participant acknowledges and agrees that the Company may refuse to issue or deliver the Shares.

(ii) Tax Withholding. When Shares are issued as payment for vested Restricted Stock Units, Participant generally will recognize immediate U.S. taxable income if Participant is a U.S. taxpayer. If Participant is a non-U.S. taxpayer, Participant will be subject to applicable taxes in his or her jurisdiction. Pursuant to such procedures as the Administrator may specify from time to time, the Company and/or Service Recipient shall withhold the amount required to be withheld for the payment of Tax Obligations. The Administrator, in its sole discretion and pursuant to such procedures as it may specify from time to time, may permit Participant to satisfy such Tax Obligations, in whole or in part (without limitation), if permissible by applicable local law, by (i) paying cash, (ii) electing to have the Company withhold otherwise deliverable Shares having a fair market value equal to the minimum amount that is necessary to meet the withholding requirement for such Tax Obligations (or such greater amount as Participant may elect if permitted by the Administrator, if such greater amount would not result in adverse financial accounting consequences), (iii) withholding the amount of such Tax Obligations from Participant’s wages or other cash compensation paid to Participant by the Company and/or the Service Recipient, (iv) delivering to the Company already vested and owned Shares having a fair market value equal to such Tax Obligations, or (v) selling a sufficient number of such Shares otherwise deliverable to Participant through such means as the Company may determine in its sole discretion (whether through a broker or otherwise) equal to the minimum amount that is necessary to meet the withholding requirement for such Tax Obligations (or such greater amount as Participant may elect if permitted by the Administrator, if such greater amount would not result in adverse financial accounting consequences). To the extent determined appropriate by the Company in its discretion, it will have the right (but not the obligation) to satisfy any Tax Obligations by reducing the number of Shares otherwise deliverable to Participant. Further, if Participant is subject to tax in more than one jurisdiction between the Date of Grant and a date of any relevant taxable or tax withholding event, as applicable, Participant acknowledges and agrees that the Company and/or the Service Recipient (and/or former employer, as applicable) may be required to withhold or account for tax in more than one jurisdiction. If Participant fails to make satisfactory arrangements for the payment of such Tax Obligations hereunder at the time any applicable Restricted Stock Units otherwise are scheduled to vest pursuant to Sections 3 or 4, Participant will permanently forfeit such Restricted Stock Units and any right to receive Shares thereunder and such Restricted Stock Units will be returned to the Company at no cost to the Company. Participant acknowledges and agrees that the Company may refuse to deliver the Shares if such Tax Obligations are not delivered at the time they are due.

(i) Rights as Stockholder. Neither Participant nor any person claiming under or through Participant will have any of the rights or privileges of a stockholder of the Company in respect of any Shares

deliverable hereunder unless and until certificates representing such Shares (which may be in book entry form) will have been issued, recorded on the records of the Company or its transfer agents or registrars, and delivered to Participant (including through electronic delivery to a brokerage account). After such issuance, recordation, and delivery, Participant will have all the rights of a stockholder of the Company with respect to voting such Shares and receipt of dividends and distributions on such Shares.

(j) No Guarantee of Continued Service. PARTICIPANT ACKNOWLEDGES AND AGREES THAT THE VESTING OF THE RESTRICTED STOCK UNITS PURSUANT TO THE VESTING SCHEDULE HEREOF IS EARNED ONLY BY CONTINUING AS A SERVICE PROVIDER, WHICH UNLESS PROVIDED OTHERWISE UNDER APPLICABLE LAW IS AT THE WILL OF THE COMPANY (OR THE SERVICE RECIPIENT) AND NOT THROUGH THE ACT OF BEING HIRED, BEING GRANTED THIS RESTRICTED STOCK UNIT AWARD OR ACQUIRING SHARES HEREUNDER. PARTICIPANT FURTHER ACKNOWLEDGES AND AGREES THAT THIS AWARD AGREEMENT, THE TRANSACTIONS CONTEMPLATED HEREUNDER AND THE VESTING SCHEDULE SET FORTH HEREIN DO NOT CONSTITUTE AN EXPRESS OR IMPLIED PROMISE OF CONTINUED ENGAGEMENT AS A SERVICE PROVIDER FOR THE VESTING PERIOD, FOR ANY PERIOD, OR AT ALL, AND SHALL NOT INTERFERE IN ANY WAY WITH PARTICIPANT'S RIGHT OR THE RIGHT OF THE COMPANY (OR THE SERVICE RECIPIENT) TO TERMINATE PARTICIPANT'S RELATIONSHIP AS A SERVICE PROVIDER, SUBJECT TO APPLICABLE LAW, WHICH TERMINATION, UNLESS PROVIDED OTHERWISE UNDER APPLICABLE LAW, MAY BE AT ANY TIME, WITH OR WITHOUT CAUSE.

(k) Grant is Not Transferable. Except to the limited extent provided in Section 7, this grant and the rights and privileges conferred hereby will not be transferred, assigned, pledged or hypothecated in any way (whether by operation of law or otherwise) and will not be subject to sale under execution, attachment or similar process. Upon any attempt to transfer, assign, pledge, hypothecate or otherwise dispose of this grant, or any right or privilege conferred hereby, or upon any attempted sale under any execution, attachment or similar process, this grant and the rights and privileges conferred hereby immediately will become null and void.

(l) Nature of Grant. In accepting the grant, Participant acknowledges, understands, and agrees that:

(i) the grant of the Restricted Stock Units is voluntary and occasional and does not create any contractual or other right to receive future grants of Restricted Stock Units, or benefits in lieu of Restricted Stock Units, even if Restricted Stock Units have been granted in the past;

(ii) all decisions with respect to future Restricted Stock Units or other grants, if any, will be at the sole discretion of the Company;

(iii) Participant is voluntarily participating in the Plan;

(iv) the Restricted Stock Units and the Shares subject to the Restricted Stock Units are not intended to replace any pension rights or compensation;

(v) the Restricted Stock Units and the Shares subject to the Restricted Stock Units, and the income and value of same, are not part of normal or expected compensation for purposes of calculating any severance, resignation, termination,

redundancy, dismissal, end-of-service payments, bonuses, long-service awards, pension or retirement or welfare benefits or similar payments;

(vi) the future value of the underlying Shares is unknown, indeterminable and cannot be predicted;

(vii) for purposes of the Restricted Stock Units, Participant's status as a Service Provider will be considered terminated as of the date Participant is no longer actively providing services to the Company or any Parent or Subsidiary (regardless of the reason for such termination and whether or not later to be found invalid or in breach of employment laws in the jurisdiction where Participant is a Service Provider or the terms of Participant's employment or service agreement, if any), and unless otherwise expressly provided in this Award Agreement (including by reference in the Notice of Grant to other arrangements or contracts) or determined by the Administrator, Participant's right to vest in the Restricted Stock Units under the Plan, if any, will terminate as of such date and will not be extended by any notice period (e.g., Participant's period of service would not include any contractual notice period or any period of "garden leave" or similar period mandated under employment laws in the jurisdiction where Participant is a Service Provider or the terms of Participant's employment or service agreement, if any, unless Participant is providing bona fide services during such time); the Administrator shall have the exclusive discretion to determine when Participant is no longer actively providing services for purposes of the Restricted Stock Units grant (including whether Participant may still be considered to be providing services while on a leave of absence and consistent with local law);

(viii) unless otherwise provided in the Plan or by the Company in its discretion, the Restricted Stock Units and the benefits evidenced by this Award Agreement do not create any entitlement to have the Restricted Stock Units or any such benefits transferred to, or assumed by, another company nor be exchanged, cashed out or substituted for, in connection with any corporate transaction affecting the Shares; and

(ix) the following provisions apply only if Participant is providing services outside the United States:

(1) the Restricted Stock Units and the Shares subject to the Restricted Stock Units are not part of normal or expected compensation or salary for any purpose;

(2) Participant acknowledges and agrees that none of the Company, the Employer or any Parent or Subsidiary shall be liable for any foreign exchange rate fluctuation between Participant's local currency and the United States Dollar that may affect the value of the Restricted Stock Units or of any amounts due to Participant pursuant to the settlement of the Restricted Stock Units or the subsequent sale of any Shares acquired upon settlement; and

(3) no claim or entitlement to compensation or damages shall arise from forfeiture of the Restricted Stock Units resulting from the termination of Participant's status as a Service Provider (for any reason whatsoever whether or not later found to be invalid or in breach of employment laws in the jurisdiction where Participant is a Service Provider or the terms of Participant's employment or service agreement, if any), and in consideration of the grant of the Restricted Stock Units to which Participant is otherwise not entitled, Participant irrevocably agrees never to institute any claim against the Company, any Parent or Subsidiary or the Service Recipient, waives his or her ability, if any, to bring any such claim, and releases the Company, any Parent or Subsidiary and the Service Recipient from any such claim; if, notwithstanding the foregoing, any such claim is allowed by a court of competent jurisdiction, then, by participating in the Plan, Participant shall be deemed irrevocably to have agreed not to pursue such claim and agrees to execute any and all documents necessary to request dismissal or withdrawal of such claim.

(m) No Advice Regarding Grant. The Company is not providing any tax, legal or financial advice, nor is the Company making any recommendations regarding Participant's participation in the Plan, or Participant's acquisition or sale of the underlying Shares. Participant is hereby advised to consult with his or her own personal tax, legal and financial advisors regarding his or her participation in the Plan before taking any action related to the Plan.

(n) Data Privacy. *Participant hereby explicitly and unambiguously consents to the collection, use and transfer, in electronic or other form, of Participant's personal data as described in this Award Agreement and any other Restricted Stock Unit grant materials by and among, as applicable, the Employer, or other Service Recipient the Company and any Parent or Subsidiary for the exclusive purpose of implementing, administering and managing Participant's participation in the Plan.*

Participant understands that the Company and the Service Recipient may hold certain personal information about Participant, including, but not limited to, Participant's name, home address and telephone number, date of birth, social insurance number or other identification number, salary, nationality, job title, any Shares or directorships held in the Company, details of all Restricted Stock Units or any other entitlement to Shares awarded, canceled, exercised, vested, unvested or outstanding in Participant's favor ("Data"), for the exclusive purpose of implementing, administering and managing the Plan.

Participant understands that Data will be transferred to a stock plan service provider as may be selected by the Company in the future, which is assisting the Company with the implementation, administration, and management of the Plan. Participant understands that the recipients of the Data may be located in the United States or elsewhere, and that the recipients' country of operation (e.g., the United States) may have different data privacy laws and protections than Participant's country. Participant understands that if he or she resides outside the United States, he or she may request a list with the names and addresses of any potential recipients of the Data by contacting his or her local human resources representative. Participant authorizes the Company, any stock plan service provider selected by the Company and any other possible recipients which may assist the Company (presently or in the future) with implementing, administering and managing the Plan to receive, possess, use, retain and transfer the Data, in electronic or other form, for the sole purpose of implementing, administering and managing his or her participation in the Plan. Participant understands that Data will be held only as long as is necessary to implement, administer and manage Participant's participation in the Plan. Participant understands that, he or she may, at any time, view Data, request additional information about the storage and processing of Data, require any necessary amendments to Data or refuse or withdraw the consents herein, in any case without cost, by contacting in writing his or her local human resources representative. Further, Participant understands that he or she is providing the consents herein on a purely voluntary basis. If Participant does not consent, or if Participant later seeks to revoke his or her consent, his or her status as a Service Provider and career with the Service Recipient will not be adversely affected; the only adverse consequence of refusing or withdrawing Participant's consent is that the Company would not be able to grant Participant Restricted Stock Units or other equity awards or administer or maintain such awards. Therefore, Participant understands that refusing or withdrawing his or her consent may affect Participant's ability to participate in the Plan. For more information on the consequences of Participant's refusal to consent or withdrawal of consent, Participant understands that he or she may contact his or her local human resources representative.

(o) Address for Notices. Any notice to be given to the Company under the terms of this Award Agreement will be addressed to the Company at Zscaler, Inc., 110 Rose Orchard Way, San Jose, CA 95134, or at such other address as the Company may hereafter designate in writing.

(p) Electronic Delivery and Acceptance. The Company may, in its sole discretion, decide to deliver any documents related to the Restricted Stock Units awarded under the Plan or future Restricted Stock Units that may be awarded under the Plan by electronic means or request Participant's consent to participate in the Plan by electronic means. Participant hereby consents to receive such documents by electronic delivery and agrees to participate in the Plan through any on-line or electronic system established and maintained by the Company or a third party designated by the Company.

(q) No Waiver. Either party's failure to enforce any provision or provisions of this Award Agreement shall not in any way be construed as a waiver of any such provision or provisions, nor prevent that party from thereafter enforcing each and every other provision of this Award Agreement. The rights granted both parties herein are cumulative and shall not constitute a waiver of either party's right to assert all other legal remedies available to it under the circumstances.

(r) Successors and Assigns. The Company may assign any of its rights under this Award Agreement to single or multiple assignees, and this Award Agreement shall inure to the benefit of the successors and assigns of the Company. Subject to the restrictions on transfer herein set forth, this Award Agreement shall be binding upon Participant and his or her heirs, executors, administrators, successors and assigns. The rights and obligations of Participant under this Award Agreement may only be assigned with the prior written consent of the Company.

(s) Additional Conditions to Issuance of Stock. If at any time the Company will determine, in its discretion, that the listing, registration, qualification or rule compliance of the Shares upon any securities exchange or under any state, federal or non-U.S. law, the tax code and related regulations or under the rulings or regulations of the United States Securities and Exchange Commission or any other governmental regulatory body or the clearance, consent or approval of the United States Securities and Exchange Commission or any other governmental regulatory authority is necessary or desirable as a condition to the issuance of Shares to Participant (or his or her estate) hereunder, such issuance will not occur unless and until such listing, registration, qualification, rule compliance, clearance, consent or approval will have been completed, effected or obtained free of any conditions not acceptable to the Company. Subject to the terms of the Award Agreement and the Plan, the Company shall not be required to issue any certificate or certificates for Shares hereunder prior to the lapse of such reasonable period of time following the date of vesting of the Restricted Stock Units as the Administrator may establish from time to time for reasons of administrative convenience.

(t) Language. If Participant has received this Award Agreement or any other document related to the Plan translated into a language other than English and if the meaning of the translated version is different than the English version, the English version will control.

(u) Interpretation. The Administrator will have the power to interpret the Plan and this Award Agreement and to adopt such rules for the administration, interpretation and application of the Plan as are consistent therewith and to interpret or revoke any such rules (including, but not limited to, the determination of whether or not any Restricted Stock Units have vested). All actions taken and all interpretations and determinations made by the Administrator in good faith will be final and binding upon Participant, the Company and all other interested persons. Neither the Administrator nor any person acting on behalf of the Administrator will be personally liable for any action, determination, or interpretation made in good faith with respect to the Plan or this Award Agreement.

(v) Captions. Captions provided herein are for convenience only and are not to serve as a basis for interpretation or construction of this Award Agreement.

(w) Amendment, Suspension or Termination of the Plan. By accepting this Award, Participant expressly warrants that he or she has received an Award of Restricted Stock Units under the Plan, and has received, read, and understood a description of the Plan. Participant understands that the Plan is discretionary in nature and may be amended, suspended or terminated by the Company at any time.

(x) Modifications to the Award Agreement. This Award Agreement constitutes the entire understanding of the parties on the subjects covered. Participant expressly warrants that he or she is not accepting this Award Agreement in reliance on any promises, representations, or inducements other than those contained herein. Modifications to this Award Agreement or the Plan can be made only in an express written contract executed by a duly authorized officer of the Company. Notwithstanding anything to the contrary in the Plan or this Award Agreement, the Company reserves the right to revise this Award Agreement as it deems necessary or advisable, in its sole discretion and without the consent of Participant, to comply with Section 409A or to otherwise avoid imposition of any additional tax or income recognition under Section 409A in connection to this Award of Restricted Stock Units.

(y) Governing Law; Venue; Severability. This Award Agreement and the Restricted Stock Units are governed by the internal substantive laws, but not the choice of law rules, of California. For purposes of litigating any dispute that arises under these Restricted Stock Units or this Award Agreement, the parties hereby submit to and consent to the jurisdiction of the State of California, and agree that such litigation will be conducted in the courts of Santa Clara County, California, or the federal courts for the United States for the Northern District of California, and no other courts, where this Award Agreement is made and/or to be performed. In the event that any provision hereof becomes or is declared by a court of competent jurisdiction to be illegal, unenforceable or void, this Award Agreement shall continue in full force and effect.

(z) Entire Agreement. The Plan is incorporated herein by reference. The Plan and this Award Agreement (including the appendices and exhibits referenced herein) constitute the entire agreement of the parties with respect to the subject matter hereof and supersede in their entirety all prior undertakings and agreements of the Company and Participant with respect to the subject matter hereof, and may not be modified adversely to the Participant's interest except by means of a writing signed by the Company and Participant.

(aa) Country Addendum. Notwithstanding any provisions in this Award Agreement, the Restricted Stock Unit grant shall be subject to any special terms and conditions set forth in the appendix (if any) to this Award Agreement for Participant's country. Moreover, if Participant relocates to one of the countries included in the Country Addendum (if any), the special terms and conditions for such country will apply to Participant, to the extent the Company determines that the application of such terms and conditions is necessary or advisable for legal or administrative reasons. The Country Addendum constitutes part of this Award Agreement.

ZSCALER, INC.
FY2018 EQUITY INCENTIVE PLAN
RESTRICTED STOCK AWARD AGREEMENT

Unless otherwise defined herein, the terms defined in the Zscaler, Inc. FY2018 Equity Incentive Plan (the “Plan”) will have the same defined meanings in this Restricted Stock Award Agreement (the “Award Agreement”), which includes the Notice of Restricted Stock Grant (the “Notice of Grant”), Terms and Conditions of Restricted Stock Grant attached hereto as Exhibit A, and all appendices and exhibits attached thereto (all together, the “Award Agreement”).

NOTICE OF RESTRICTED STOCK GRANT

Participant Name:

Address:

You have been granted the right to receive an Award of Restricted Stock, subject to the terms and conditions of the Plan and this Award Agreement, as follows:

Grant Number ____

Date of Grant ____

Vesting Commencement Date ____

Total Number of Shares Granted ____

Vesting Schedule:

Subject to any acceleration provisions contained in the Plan or set forth below, the Restricted Stock will vest and the Company’s right to reacquire the Restricted Stock will lapse in accordance with the following schedule:

[Insert vesting schedule]

Notwithstanding the foregoing, the vesting of the Restricted Stock shall be subject to any vesting acceleration provisions applicable to the Restricted Stock contained in any employment or service agreement, offer letter, change in control severance agreement, change of control severance policy, or any other agreement that, prior to and effective as of the date of this Award Agreement, has been entered into between Participant and the Company or any parent or subsidiary corporation of the Company (such agreement, a “Separate Agreement”) to the extent not otherwise duplicative of the vesting terms described above.

By Participant’s signature and the signature of the representative of the Company below, Participant and the Company agree that this Award is granted under and governed by the terms and conditions of the Plan and this Award Agreement, including the Terms and Conditions of Restricted Stock Grant, attached hereto as Exhibit A, all of which are made a part of this document. Participant acknowledges receipt of a copy of the Plan. Participant has reviewed the Plan and this Award Agreement in their entirety, has had an opportunity to obtain the advice of counsel prior to executing this Award

Agreement, and fully understands all provisions of the Plan and this Award Agreement. Participant hereby agrees to accept as binding, conclusive, and final all decisions or interpretations of the Administrator upon any questions relating to the Plan and the Award Agreement. Participant further agrees to notify the Company upon any change in the residence address indicated below.

PARTICIPANT ZSCALER, INC.

Signature By

Print Name Title

Residence Address:

EXHIBIT A

TERMS AND CONDITIONS OF RESTRICTED STOCK GRANT

24. Grant of Restricted Stock. The Company hereby grants to the individual named in the Notice of Grant (the “Participant”) under the Plan an Award of Shares of Restricted Stock, subject to all of the terms and conditions in this Award Agreement and the Plan, which is incorporated herein by reference. Subject to Section 19(c) of the Plan, in the event of a conflict between the terms and conditions of the Plan and this Award Agreement, the terms and conditions of the Plan will prevail.

25. Escrow of Shares.

(a) All Shares of Restricted Stock will, upon execution of this Award Agreement, be delivered and deposited with an escrow holder designated by the Company (the “Escrow Holder”). The Shares of Restricted Stock will be held by the Escrow Holder until such time as the Shares of Restricted Stock vest or the date Participant ceases to be a Service Provider.

(b) The Escrow Holder will not be liable for any act it may do or omit to do with respect to holding the Shares of Restricted Stock in escrow while acting in good faith and in the exercise of its judgment.

(c) Upon Participant’s termination as a Service Provider for any reason, the Escrow Holder, upon receipt of written notice of such termination, will take all steps necessary to accomplish the transfer of the unvested Shares of Restricted Stock to the Company. Participant hereby appoints the Escrow Holder with full power of substitution, as Participant’s true and lawful attorney-in-fact with irrevocable power and authority in the name and on behalf of Participant to take any action and execute all documents and instruments, including, without limitation, stock powers which may be necessary to transfer the certificate or certificates evidencing such unvested Shares of Restricted Stock to the Company upon such termination.

(d) The Escrow Holder will take all steps necessary to accomplish the transfer of Shares of Restricted Stock to Participant after they vest following Participant’s request that the Escrow Holder do so.

(e) Subject to the terms hereof, Participant will have all the rights of a stockholder with respect to the Shares while they are held in escrow, including without limitation, the right to vote the Shares and to receive any cash dividends declared thereon.

(f) In the event of any dividend or other distribution (whether in the form of cash, Shares, other securities, or other property), recapitalization, stock split, reverse stock split, reorganization, merger, consolidation, split-up, spin-off, combination, repurchase, or exchange of Shares or other securities of the Company, or other change in the corporate structure of the Company affecting the Shares, the Shares of Restricted Stock will be increased, reduced or otherwise changed, and by virtue of any such change Participant will in his or her capacity as owner of unvested Shares of Restricted Stock be entitled to new or additional or different shares of stock, cash or securities (other than rights or warrants to purchase securities); such new or additional or different shares, cash or securities will thereupon be considered to be unvested Shares of Restricted Stock and will be subject to all of the conditions and restrictions which were applicable to the unvested Shares of Restricted Stock pursuant to this Award Agreement. If Participant receives rights or warrants with respect to any unvested Shares of Restricted

Stock, such rights or warrants may be held or exercised by Participant, provided that until such exercise any such rights or warrants and after such exercise any shares or other securities acquired by the exercise of such rights or warrants will be considered to be unvested Shares of Restricted Stock and will be subject to all of the conditions and restrictions which were applicable to the unvested Shares of Restricted Stock pursuant to this Award Agreement. The Administrator in its absolute discretion at any time may accelerate the vesting of all or any portion of such new or additional shares of stock, cash or securities, rights or warrants to purchase securities or shares or other securities acquired by the exercise of such rights or warrants.

(g) The Company may instruct the transfer agent for its Common Stock to place a legend on the certificates representing the Restricted Stock or otherwise note its records as to the restrictions on transfer set forth in this Award Agreement.

26. Vesting Schedule. Except as provided in Section 4, and subject to Section 5, the Shares of Restricted Stock awarded by this Award Agreement will vest in accordance with the vesting provisions set forth in the Notice of Grant. Shares of Restricted Stock scheduled to vest on a certain date or upon the occurrence of a certain condition will not vest in Participant in accordance with any of the provisions of this Award Agreement, unless Participant will have been continuously a Service Provider from the Date of Grant until the date such vesting occurs.

27. Administrator Discretion. The Administrator, in its discretion, may accelerate the vesting of the balance, or some lesser portion of the balance, of the unvested Restricted Stock at any time, subject to the terms of the Plan. If so accelerated, such Restricted Stock will be considered as having vested as of the date specified by the Administrator.

28. Forfeiture Upon Termination as a Service Provider. Notwithstanding any contrary provision of this Award Agreement, if Participant ceases to be a Service Provider for any or no reason, the then-unvested Restricted Stock awarded by this Award Agreement will thereupon be forfeited at no cost to the Company and Participant will have no further rights thereunder.

29. Tax Consequences. Participant has reviewed with his or her own tax advisors the U.S. federal, state, local and non-U.S. tax consequences of this investment and the transactions contemplated by this Award Agreement. With respect to such matters, Participant relies solely on such advisors and not on any statements or representations of the Company or any of its agents, written or oral. Participant understands that Participant (and not the Company) shall be responsible for Participant's own tax liability that may arise as a result of this investment or the transactions contemplated by this Award Agreement.

30. Death of Participant. Any distribution or delivery to be made to Participant under this Award Agreement will, if Participant is then deceased, be made to Participant's designated beneficiary, or if no beneficiary survives Participant, the administrator or executor of Participant's estate. Any such transferee must furnish the Company with (a) written notice of his or her status as transferee, and (b) evidence satisfactory to the Company to establish the validity of the transfer and compliance with any laws or regulations pertaining to said transfer.

31. Tax Obligations

(a) Responsibility for Taxes. Participant acknowledges that, regardless of any action taken by the Company or, if different, Participant's employer (the "Employer") or Parent or Subsidiary to which Participant is providing services (together, the Company, the Employer and/or Parent or Subsidiary

to which Participant is providing services, the “Service Recipient”), the ultimate liability for any tax and/or social insurance liability obligations and requirements in connection with the Shares of Restricted Stock, including, without limitation, (i) all federal, state, and local taxes (including the Participant’s Federal Insurance Contributions Act (FICA) obligation) that are required to be withheld by the Company or the Employer or other payment of tax-related items related to Participant’s participation in the Plan and legally applicable to Participant, (ii) the Participant’s and, to the extent required by the Company (or Service Recipient), the Company’s (or Service Recipient’s) fringe benefit tax liability, if any, associated with the grant, vesting or release from escrow of the Shares of Restricted Stock, the filing of an 83(b) election with respect to the Shares of Restricted Stock, or the sale of Shares, and (iii) any other Company (or Service Recipient) taxes the responsibility for which the Participant has, or has agreed to bear, with respect to the Shares of Restricted Stock (or exercise thereof or issuance of Shares thereunder) (collectively, the “Tax Obligations”), is and remains Participant’s responsibility and may exceed the amount actually withheld by the Company or the Service Recipient. Participant further acknowledges that the Company and/or the Service Recipient (A) make no representations or undertakings regarding the treatment of any Tax Obligations in connection with any aspect of the Shares of Restricted Stock, including, but not limited to, the grant, vesting or release from escrow of the Shares of Restricted Stock, the filing of an 83(b) election with respect to the Shares of Restricted Stock, the subsequent sale of Shares acquired pursuant to this Award Agreement and the receipt of any dividends or other distributions, and (B) do not commit to and are under no obligation to structure the terms of the grant or any aspect of the Award of Restricted Stock to reduce or eliminate Participant’s liability for Tax Obligations or achieve any particular tax result. Further, if Participant is subject to Tax Obligations in more than one jurisdiction between the Date of Grant and the date of any relevant taxable or tax withholding event, as applicable, Participant acknowledges that the Company and/or the Service Recipient (or former employer, as applicable) may be required to withhold or account for Tax Obligations in more than one jurisdiction. If Participant fails to make satisfactory arrangements for the payment of any required Tax Obligations hereunder at the time of the applicable taxable event, Participant acknowledges and agrees that the Company may refuse to issue or deliver the Shares. Participant understands that Section 83 of the Code, taxes as ordinary income the difference between the purchase price, if any, for the Shares and the Fair Market Value of the Shares as of each vesting date. If Participant is a U.S. taxpayer, Participant understands that Participant may elect, for purposes of U.S. tax law, to be taxed at the time the Shares are granted rather than when such Shares vest by filing an election under Section 83(b) of the Code (the “83(b) Election”) with the IRS within thirty (30) days from the date of grant of the Restricted Stock Award.

(b) Tax Withholding. Notwithstanding any contrary provision of this Award Agreement, no certificate representing the Shares of Restricted Stock may be released from the escrow established pursuant to Section 2, unless and until satisfactory arrangements (as determined by the Administrator) will have been made by Participant with respect to the payment of all Tax Obligations. [Prior to vesting of the Restricted Stock, Participant will pay or make adequate arrangements satisfactory to the Company and/or the Service Recipient to satisfy all Tax Obligations.](#) Pursuant to such procedures as the Administrator may specify from time to time, the Company and/or the Service Recipient shall withhold the amount required to be withheld for the payment of Tax Obligations. The Administrator, in its sole discretion and pursuant to such procedures as it may specify from time to time, may permit Participant to satisfy such Tax Obligations, in whole or in part (without limitation), if permissible by applicable local law, by (i) paying cash, (ii) electing to have the Company withhold otherwise deliverable Shares having a fair market value equal to the minimum amount that is necessary to meet the withholding requirement for such Tax Obligations (or such greater amount as Participant may elect if permitted by the Administrator, if such greater amount would not result in adverse financial accounting consequences), (iii) withholding the amount of such Tax Obligations from Participant’s wages or other cash

compensation paid to Participant by the Company and/or the Service Recipient, (iv) delivering to the Company already vested and owned Shares having a fair market value equal to such Tax Obligations, or (v) selling a sufficient number of such Shares otherwise deliverable to Participant through such means as the Company may determine in its sole discretion (whether through a broker or otherwise) equal to the minimum amount that is necessary to meet the withholding requirement for such Tax Obligations (or such greater amount as Participant may elect if permitted by the Administrator, if such greater amount would not result in adverse financial accounting consequences). To the extent determined appropriate by the Company in its discretion, it will have the right (but not the obligation) to satisfy any Tax Obligations by reducing the number of Shares otherwise deliverable to Participant. Further, if Participant is subject to tax in more than one jurisdiction between the Date of Grant and a date of any relevant taxable or tax withholding event, as applicable, Participant acknowledges and agrees that the Company and/or the Service Recipient (and/or former employer, as applicable) may be required to withhold or account for tax in more than one jurisdiction. If Participant fails to make satisfactory arrangements for the payment of such Tax Obligations hereunder at the time any applicable Shares of Restricted Stock otherwise are scheduled to vest pursuant to Sections 3 or 4, or at the time Participant files a timely 83(b) Election with the IRS at the time of another taxable event, Participant will permanently forfeit such Shares of Restricted Stock and any right to receive Shares thereunder and such Shares of Restricted Stock will be returned to the Company at no cost to the Company. Participant acknowledges and agrees that the Company may refuse to deliver the Shares if such Tax Obligations are not delivered at the time they are due.

32. Rights as Stockholder. Neither Participant nor any person claiming under or through Participant will have any of the rights or privileges of a stockholder of the Company in respect of any Shares deliverable hereunder unless and until certificates representing such Shares will have been issued, recorded on the records of the Company or its transfer agents or registrars, and delivered to Participant or the Escrow Agent. Except as provided in Section 2, after such issuance, recordation and delivery, Participant will have all the rights of a stockholder of the Company with respect to voting such Shares and receipt of dividends and distributions on such Shares.

33. No Guarantee of Continued Service. PARTICIPANT ACKNOWLEDGES AND AGREES THAT THE VESTING OF THE SHARES OF RESTRICTED STOCK PURSUANT TO THE VESTING SCHEDULE HEREOF IS EARNED ONLY BY CONTINUING AS A SERVICE PROVIDER AT THE WILL OF THE COMPANY (OR THE PARENT OR SUBSIDIARY EMPLOYING OR RETAINING PARTICIPANT) AND NOT THROUGH THE ACT OF BEING HIRED, BEING GRANTED THIS RESTRICTED STOCK OR ACQUIRING SHARES HEREUNDER. PARTICIPANT FURTHER ACKNOWLEDGES AND AGREES THAT THIS AWARD AGREEMENT, THE TRANSACTIONS CONTEMPLATED HEREUNDER AND THE VESTING SCHEDULE SET FORTH HEREIN DO NOT CONSTITUTE AN EXPRESS OR IMPLIED PROMISE OF CONTINUED ENGAGEMENT AS A SERVICE PROVIDER FOR THE VESTING PERIOD, FOR ANY PERIOD, OR AT ALL, AND WILL NOT INTERFERE IN ANY WAY WITH PARTICIPANT'S RIGHT OR THE RIGHT OF THE COMPANY (OR THE PARENT OR SUBSIDIARY EMPLOYING OR RETAINING PARTICIPANT) TO TERMINATE PARTICIPANT'S RELATIONSHIP AS A SERVICE PROVIDER AT ANY TIME, WITH OR WITHOUT CAUSE.

34. Grant is Not Transferable. Except to the limited extent provided in Section 6, the unvested Shares subject to this grant and the rights and privileges conferred hereby will not be transferred, assigned, pledged or hypothecated in any way (whether by operation of law or otherwise) and will not be subject to sale under execution, attachment or similar process. Upon any attempt to transfer, assign, pledge, hypothecate or otherwise dispose of any unvested Shares of Restricted Stock subject to this grant, or any right or privilege conferred hereby, or upon any attempted sale under any execution,

attachment or similar process, this grant and the rights and privileges conferred hereby immediately will become null and void.

35. Nature of Grant. In accepting the grant, Participant acknowledges, understands and agrees that:

(i) the grant of the Shares of Restricted Stock is voluntary and occasional and does not create any contractual or other right to receive future grants of Shares of Restricted Stock, or benefits in lieu of Shares of Restricted Stock, even if Shares of Restricted Stock have been granted in the past;

(ii) all decisions with respect to future grants of Restricted Stock or other grants, if any, will be at the sole discretion of the Company;

(iii) Participant is voluntarily participating in the Plan;

(iv) the Shares of Restricted Stock are not intended to replace any pension rights or compensation;

(v) the Shares of Restricted Stock, and the income and value of same, are not part of normal or expected compensation for purposes of calculating any severance, resignation, termination, redundancy, dismissal, end-of-service payments, bonuses, long-service awards, pension or retirement or welfare benefits or similar payments;

(vi) the future value of the underlying Shares is unknown, indeterminable and cannot be predicted;

(vii) for purposes of the Shares of Restricted Stock, Participant's status as a Service Provider will be considered terminated as of the date Participant is no longer actively providing services to the Company or any Parent or Subsidiary (regardless of the reason for such termination and whether or not later to be found invalid or in breach of employment laws in the jurisdiction where Participant is a Service Provider or the terms of Participant's employment or service agreement, if any), and unless otherwise expressly provided in this Award Agreement (including by reference in the Notice of Grant to other arrangements or contracts) or determined by the Administrator, Participant's right to vest in the Shares of Restricted Stock under the Plan, if any, will terminate as of such date and will not be extended by any notice period (e.g., Participant's period of service would not include any contractual notice period or any period of "garden leave" or similar period mandated under employment laws in the jurisdiction where Participant is a Service Provider or the terms of Participant's employment or service agreement, if any, unless Participant is providing bona fide services during such time); the Administrator shall have the exclusive discretion to determine when Participant is no longer actively providing services for purposes of the Restricted Stock Award (including whether Participant may still be considered to be providing services while on a leave of absence and consistent with local law);

(viii) unless otherwise provided in the Plan or by the Company in its discretion, the Shares of Restricted Stock and the benefits evidenced by this Award Agreement do not create any entitlement to have the Shares of Restricted Stock or any such benefits transferred to, or assumed by, another company nor be exchanged, cashed out or substituted for, in connection with any corporate transaction affecting the Shares; and

(ix) the following provisions apply only if Participant is providing services outside the United States:

(1) the Shares of Restricted Stock are not part of normal or expected compensation or salary for any purpose;

(2) Participant acknowledges and agrees that none of the Company, the Employer or any Parent or Subsidiary shall be liable for any foreign exchange rate fluctuation between Participant's local currency and the United States Dollar that may affect the value of the Shares of Restricted Stock or the subsequent sale of any Shares; and

(3) no claim or entitlement to compensation or damages shall arise from forfeiture of the Restricted Stock resulting from the termination of Participant's status as a Service Provider (for any reason whatsoever whether or not later found to be invalid or in breach of employment laws in the jurisdiction where Participant is a Service Provider or the terms of Participant's employment or service agreement, if any), and in consideration of the grant of the Restricted Stock to which Participant is otherwise not entitled, Participant irrevocably agrees never to institute any claim against the Company, any Parent or Subsidiary or the Service Recipient, waives his or her ability, if any, to bring any such claim, and releases the Company, any Parent or Subsidiary and the Service Recipient from any such claim; if, notwithstanding the foregoing, any such claim is allowed by a court of competent jurisdiction, then, by participating in the Plan, Participant shall be deemed irrevocably to have agreed not to pursue such claim and agrees to execute any and all documents necessary to request dismissal or withdrawal of such claim.

36. No Advice Regarding Grant. The Company is not providing any tax, legal or financial advice, nor is the Company making any recommendations regarding Participant's participation in the Plan, or Participant's acquisition or sale of the underlying Shares. Participant is hereby advised to consult with his or her own personal tax, legal and financial advisors regarding his or her participation in the Plan before taking any action related to the Plan.

37. Data Privacy. *Participant hereby explicitly and unambiguously consents to the collection, use and transfer, in electronic or other form, of Participant's personal data as described in this Award Agreement and any other Restricted Stock grant materials by and among, as applicable, the Employer, or other Service Recipient the Company and any Parent or Subsidiary for the exclusive purpose of implementing, administering and managing Participant's participation in the Plan.*

Participant understands that the Company and the Service Recipient may hold certain personal information about Participant, including, but not limited to, Participant's name, home address and telephone number, date of birth, social insurance number or other identification number, salary, nationality, job title, any Shares or directorships held in the Company, details of all Shares of Restricted Stock or any other entitlement to Shares awarded, canceled, exercised, vested, unvested or outstanding in Participant's favor ("Data"), for the exclusive purpose of implementing, administering and managing the Plan.

Participant understands that Data will be transferred to a stock plan service provider as may be selected by the Company in the future, which is assisting the Company with the implementation, administration and management of the Plan. Participant understands that the recipients of the Data may be located in the United States or elsewhere, and that the recipients' country of operation (e.g., the United States) may have different data privacy laws and protections than Participant's country.

Participant understands that if he or she resides outside the United States, he or she may request a list with the names and addresses of any potential recipients of the Data by contacting his or her local human resources representative. Participant authorizes the Company, any stock plan service provider selected by the Company and any other possible recipients which may assist the Company (presently or in the future) with implementing, administering and managing the Plan to receive, possess, use, retain and transfer the Data, in electronic or other form, for the sole purpose of implementing, administering and managing his or her participation in the Plan. Participant understands that Data will be held only as long as is necessary to implement, administer and manage Participant's participation in the Plan. Participant understands if he or she resides outside the United States, he or she may, at any time, view Data, request additional information about the storage and processing of Data, require any necessary amendments to Data or refuse or withdraw the consents herein, in any case without cost, by contacting in writing his or her local human resources representative. Further, Participant understands that he or she is providing the consents herein on a purely voluntary basis. If Participant does not consent, or if Participant later seeks to revoke his or her consent, his or her status as a Service Provider and career with the Service Recipient will not be adversely affected; the only adverse consequence of refusing or withdrawing Participant's consent is that the Company would not be able to grant Participant Restricted Stock or other equity awards or administer or maintain such awards. Therefore, Participant understands that refusing or withdrawing his or her consent may affect Participant's ability to participate in the Plan. For more information on the consequences of Participant's refusal to consent or withdrawal of consent, Participant understands that he or she may contact his or her local human resources representative.

38. Address for Notices. Any notice to be given to the Company under the terms of this Award Agreement will be addressed to the Company, Zscaler, Inc., 110 Rose Orchard Way, San Jose, CA 95134, or at such other address as the Company may hereafter designate in writing.

39. Electronic Delivery and Acceptance. The Company may, in its sole discretion, decide to deliver any documents related to the Restricted Stock awarded under the Plan or future Restricted Stock that may be awarded under the Plan by electronic means or request Participant's consent to participate in the Plan by electronic means. Participant hereby consents to receive such documents by electronic delivery and agrees to participate in the Plan through any on-line or electronic system established and maintained by the Company or a third party designated by the Company.

40. No Waiver. Either party's failure to enforce any provision or provisions of this Award Agreement shall not in any way be construed as a waiver of any such provision or provisions, nor prevent that party from thereafter enforcing each and every other provision of this Award Agreement. The rights granted both parties herein are cumulative and shall not constitute a waiver of either party's right to assert all other legal remedies available to it under the circumstances.

41. Successors and Assigns. The Company may assign any of its rights under this Award Agreement to single or multiple assignees, and this Award Agreement shall inure to the benefit of the successors and assigns of the Company. Subject to the restrictions on transfer herein set forth, this Award Agreement shall be binding upon Participant and his or her heirs, executors, administrators, successors and assigns. The rights and obligations of Participant under this Award Agreement may only be assigned with the prior written consent of the Company.

42. Additional Conditions to Issuance of Stock. If at any time the Company will determine, in its discretion, that the listing, registration, qualification or rule compliance of the Shares upon any securities exchange or under any state, federal or non-U.S. law, the tax code and related regulations or

under the rulings or regulations of the United States Securities and Exchange Commission or any other governmental regulatory body or the clearance, consent or approval of the United States Securities and Exchange Commission or any other governmental regulatory authority is necessary or desirable as a condition to the issuance of Shares to Participant (or his or her estate) or the Escrow Holder hereunder, such issuance will not occur unless and until such listing, registration, qualification, rule compliance, clearance, consent or approval will have been completed, effected or obtained free of any conditions not acceptable to the Company. Subject to the terms of the Award Agreement and the Plan, the Company shall not be required to issue any certificate or certificates for Shares hereunder prior to the lapse of such reasonable period of time following the Date of Grant of the Shares of Restricted Stock as the Administrator may establish from time to time for reasons of administrative convenience.

43. Language. If Participant has received this Award Agreement or any other document related to the Plan translated into a language other than English and if the meaning of the translated version is different than the English version, the English version will control.

44. Interpretation. The Administrator will have the power to interpret the Plan and this Award Agreement and to adopt such rules for the administration, interpretation and application of the Plan as are consistent therewith and to interpret or revoke any such rules (including, but not limited to, the determination of whether or not any Restricted Stock Units have vested). All actions taken and all interpretations and determinations made by the Administrator in good faith will be final and binding upon Participant, the Company and all other interested persons. Neither the Administrator nor any person acting on behalf of the Administrator will be personally liable for any action, determination, or interpretation made in good faith with respect to the Plan or this Award Agreement.

45. Captions. Captions provided herein are for convenience only and are not to serve as a basis for interpretation or construction of this Award Agreement.

46. Amendment, Suspension or Termination of the Plan. By accepting this Award, Participant expressly warrants that he or she has received an Award of Restricted Stock under the Plan, and has received, read and understood a description of the Plan. Participant understands that the Plan is discretionary in nature and may be amended, suspended or terminated by the Company at any time.

47. Modifications to the Agreement. This Award Agreement constitutes the entire understanding of the parties on the subjects covered. Participant expressly warrants that he or she is not accepting this Award Agreement in reliance on any promises, representations, or inducements other than those contained herein. Modifications to this Award Agreement or the Plan can be made only in an express written contract executed by a duly authorized officer of the Company. Notwithstanding anything to the contrary in the Plan or this Award Agreement, the Company reserves the right to revise this Award Agreement as it deems necessary or advisable, in its sole discretion and without the consent of Participant, to comply with Section 409A or to otherwise avoid imposition of any additional tax or income recognition under Section 409A in connection to this Award of Restricted Stock.

48. Governing Law; Venue; Severability. This Award Agreement and the Restricted Stock are governed by the internal substantive laws, but not the choice of law rules, of California. For purposes of litigating any dispute that arises under these Restricted Stock or this Award Agreement, the parties hereby submit to and consent to the jurisdiction of the State of California, and agree that such litigation will be conducted in the courts of Santa Clara County, California, or the

federal courts for the United States for the Northern District of California, and no other courts, where this Award Agreement is made and/or to be performed. In the event that any provision hereof becomes or is declared by a court of

competent jurisdiction to be illegal, unenforceable or void, this Award Agreement shall continue in full force and effect.

49. Entire Agreement. The Plan is incorporated herein by reference. The Plan and this Award Agreement (including the appendices and exhibits referenced herein) constitute the entire agreement of the parties with respect to the subject matter hereof and supersede in their entirety all prior undertakings and agreements of the Company and Participant with respect to the subject matter hereof, and may not be modified adversely to the Participant's interest except by means of a writing signed by the Company and Participant.

50. Country Addendum. Notwithstanding any provisions in this Award Agreement, the Restricted Stock grant shall be subject to any special terms and conditions set forth in the appendix (if any) to this Award Agreement for Participant's country. Moreover, if Participant relocates to one of the countries included in the Country Addendum (if any), the special terms and conditions for such country will apply to Participant, to the extent the Company determines that the application of such terms and conditions is necessary or advisable for legal or administrative reasons. The Country Addendum constitutes part of this Award Agreement.

ZSCALER, INC.
FY2018 EQUITY INCENTIVE PLAN
RESTRICTED STOCK UNIT AGREEMENT

Unless otherwise defined herein, the terms defined in the Zscaler, Inc. FY2018 Equity Incentive Plan (the “Plan”) will have the same defined meanings in this Restricted Stock Unit Agreement, which includes the Notice of Restricted Stock Unit Grant (the “Notice of Grant”), Terms and Conditions of Restricted Stock Unit Grant attached hereto as Exhibit A, and all appendices and exhibits attached thereto (all together, the “Award Agreement”).

NOTICE OF RESTRICTED STOCK UNIT GRANT

Participant:

Address:

The undersigned Participant has been granted the right to receive an Award of Restricted Stock Units, subject to the terms and conditions of the Plan and this Award Agreement, as follows:

Grant Number: _

Date of Grant: _

Vesting Commencement Date: _

Number of Restricted Stock Units: _

Vesting Schedule:

The Restricted Stock Units will vest according with the performance-based and time-based vesting schedule set forth in Appendix A.

Notwithstanding Section 4(a) of the Award Agreement, any vested RSUs will be paid in Shares in accordance with Participant’s applicable Restricted Stock Unit Election Form, if any, entered into with respect to the grant of RSUs (the “Election Form”). To the extent a deferral election is timely made in accordance with the terms of the Election Form, the Company and Participant acknowledge and agree that this Award of RSUs is considered deferred compensation within the meaning of Section 409A (as defined below) and is intended to comply with the same so as to avoid the imposition of additional taxes thereunder. Notwithstanding anything in the Election Form to the contrary, the Administrator reserves the authority in its sole discretion to settle all Shares deferred under the Election Form upon a “change in control” of the Company (within the meaning of Section 409A) in accordance with Treasury Regulation Section 1.409A-3(j)(ix).

Notwithstanding the foregoing, the vesting of the Restricted Stock Units shall be subject to any vesting acceleration provisions applicable to the Restricted Stock Units contained in any employment or service agreement, offer letter, change in control severance agreement, change of control severance policy, or any other agreement that, prior to and effective as of

the date of this Award Agreement, has been entered into between Participant and the Company or any parent or subsidiary corporation of the Company (such

agreement, a “Separate Agreement”) to the extent not otherwise duplicative of the vesting terms described above.

In the event Participant ceases to be a Service Provider for any or no reason before Participant vests in the Restricted Stock Units, the Restricted Stock Units and Participant’s right to acquire any Shares hereunder will immediately terminate.

By Participant’s signature and the signature of the representative of Zscaler, Inc. (the “Company”) below, Participant and the Company agree that this Award of Restricted Stock Units is granted under and governed by the terms and conditions of the Plan and this Award Agreement, including the Terms and Conditions of Restricted Stock Unit Grant, attached hereto as Exhibit A, all of which are made a part of this document. Participant acknowledges receipt of a copy of the Plan. Participant has reviewed the Plan and this Award Agreement in their entirety, has had an opportunity to obtain the advice of counsel prior to executing this Award Agreement, and fully understands all provisions of the Plan and this Award Agreement. Participant hereby agrees to accept as binding, conclusive, and final all decisions or interpretations of the Administrator upon any questions relating to the Plan and the Award Agreement. Participant further agrees to notify the Company upon any change in the residence address indicated below.

PARTICIPANT: ZSCALER, INC.

Signature Signature

Print Name Print Name

Title

Address:

EXHIBIT A

TERMS AND CONDITIONS OF RESTRICTED STOCK UNIT GRANT

(a) Grant of Restricted Stock Units. The Company hereby grants to the individual (the “Participant”) named in the Notice of Grant of Restricted Stock Units of this Award Agreement (the “Notice of Grant”) under the Plan an Award of Restricted Stock Units, subject to all of the terms and conditions in this Award Agreement and the Plan, which is incorporated herein by reference. Subject to Section 19(c) of the Plan, in the event of a conflict between the terms and conditions of the Plan and this Award Agreement, the terms and conditions of the Plan shall prevail.

(b) Company’s Obligation to Pay. Each Restricted Stock Unit represents the right to receive a Share on the date it vests. Unless and until the Restricted Stock Units will have vested in the manner set forth in Section 3 or 4, Participant will have no right to payment of any such Restricted Stock Units. Prior to actual payment of any vested Restricted Stock Units, such Restricted Stock Unit will represent an unsecured obligation of the Company, payable (if at all) only from the general assets of the Company.

(c) Vesting Schedule. Except as provided in Section 4, and subject to Section 5, the Restricted Stock Units awarded by this Award Agreement will vest in accordance with the vesting schedule set forth in the Notice of Grant, subject to Participant continuing to be a Service Provider through each applicable vesting date.

(d) Payment after Vesting.

(i) General Rule. Subject to Section 8, any Restricted Stock Units that vest will be paid to Participant (or in the event of Participant’s death, to his or her properly designated beneficiary or estate) in whole Shares. Subject to the provisions of Section 4(b), such vested Restricted Stock Units shall be paid in whole Shares as soon as practicable after vesting, but in each such case within sixty (60) days following the vesting date. In no event will Participant be permitted, directly or indirectly, to specify the taxable year of payment of any Restricted Stock Units payable under this Award Agreement.

(ii) Acceleration.

(1) Discretionary Acceleration. The Administrator, in its discretion, may accelerate the vesting of the balance, or some lesser portion of the balance, of the unvested Restricted Stock Units at any time, subject to the terms of the Plan. If so accelerated, such Restricted Stock Units will be considered as having vested as of the date specified by the Administrator. If Participant is a U.S. taxpayer, the payment of Shares vesting pursuant to this Section 4(b) shall in all cases be paid at a time or in a manner that is exempt from, or complies with, Section 409A. The prior sentence may be superseded in a future agreement or amendment to this Award Agreement only by direct and specific reference to such sentence.

(2) Notwithstanding anything in the Plan or this Award Agreement or any other agreement (whether entered into before, on or after the Date of Grant), if the vesting of the balance, or some lesser portion of the balance, of the Restricted Stock Units is accelerated in connection with Participant’s termination as a Service Provider (provided that such termination is a “separation from service” within the meaning of Section 409A, as determined by the Company), other than due to Participant’s death, and if (x) Participant is a U.S. taxpayer and a “specified employee” within the meaning of Section 409A at the time of such termination as a Service Provider and (y) the payment of such accelerated Restricted Stock Units will result in the imposition of additional tax under Section 409A if paid to Participant on or within the six (6)



month period following Participant's termination as a Service Provider, then the payment of such accelerated Restricted Stock Units will not be made until the date six (6) months and one (1) day following the date of Participant's termination as a Service Provider, unless Participant dies following his or her termination as a Service Provider, in which case, the Restricted Stock Units will be paid in Shares to Participant's estate as soon as practicable following his or her death.

(iii) Section 409A. It is the intent of this Award Agreement that it and all payments and benefits to U.S. taxpayers hereunder be exempt from, or comply with, the requirements of Section 409A so that none of the Restricted Stock Units provided under this Award Agreement or Shares issuable thereunder will be subject to the additional tax imposed under Section 409A, and any ambiguities herein will be interpreted to be so exempt or so comply. Each payment payable under this Award Agreement is intended to constitute a separate payment for purposes of Treasury Regulation Section 1.409A-2(b)(2). Any deferral under the Election Form is intended to comply with Treasury Regulation Section 1.409A-2(a)(5), and accordingly all RSUs are subject to forfeiture until the date 12-months after a deferral under the Election Form was made, except as permitted under Treasury Regulation Section 1.409A-2(a)(5). However, in no event will the Company reimburse Participant, or be otherwise responsible for, any taxes or costs that may be imposed on Participant as a result of Section 409A. For purposes of this Award Agreement, "Section 409A" means Section 409A of the Code, and any final Treasury Regulations and Internal Revenue Service guidance thereunder, as each may be amended from time to time.

(e) Forfeiture Upon Termination as a Service Provider. Notwithstanding any contrary provision of this Award Agreement, if Participant ceases to be a Service Provider for any or no reason, the then-unvested Restricted Stock Units awarded by this Award Agreement will thereupon be forfeited at no cost to the Company and Participant will have no further rights thereunder.

(f) Tax Consequences. Participant has reviewed with his or her own tax advisors the U.S. federal, state, local and non-U.S. tax consequences of this investment and the transactions contemplated by this Award Agreement. With respect to such matters, Participant relies solely on such advisors and not on any statements or representations of the Company or any of its agents, written or oral. Participant understands that Participant (and not the Company) shall be responsible for Participant's own tax liability that may arise as a result of this investment or the transactions contemplated by this Award Agreement.

(g) Death of Participant. Any distribution or delivery to be made to Participant under this Award Agreement will, if Participant is then deceased, be made to Participant's designated beneficiary, or if no beneficiary survives Participant, the administrator or executor of Participant's estate. Any such transferee must furnish the Company with (a) written notice of his or her status as transferee, and (b) evidence satisfactory to the Company to establish the validity of the transfer and compliance with any laws or regulations pertaining to said transfer.

(h) Tax Obligations

(i) Responsibility for Taxes. Participant acknowledges that, regardless of any action taken by the Company or, if different, Participant's employer (the "Employer") or Parent or Subsidiary to which Participant is providing services (together, the Company, Employer and/or Parent or Subsidiary to which the Participant is providing services, the "Service Recipient"), the ultimate liability for any tax and/or social insurance liability obligations and requirements in connection with the Restricted Stock Units, including, without limitation, (i) all federal, state, and local taxes (including the

Participant's Federal Insurance Contributions Act (FICA) obligation) that are required to be withheld by the Company or the Employer or other payment of tax-related items related to Participant's participation in the Plan and legally applicable to

Participant, (ii) the Participant's and, to the extent required by the Company (or Service Recipient), the Company's (or Service Recipient's) fringe benefit tax liability, if any, associated with the grant, vesting, or settlement of the Restricted Stock Units or sale of Shares, and (iii) any other Company (or Service Recipient) taxes the responsibility for which the Participant has, or has agreed to bear, with respect to the Restricted Stock Units (or settlement thereof or issuance of Shares thereunder) (collectively, the "Tax Obligations"), is and remains Participant's responsibility and may exceed the amount actually withheld by the Company or the Service Recipient. Participant further acknowledges that the Company and/or the Service Recipient (A) make no representations or undertakings regarding the treatment of any Tax Obligations in connection with any aspect of the Restricted Stock Units, including, but not limited to, the grant, vesting or settlement of the Restricted Stock Units, the subsequent sale of Shares acquired pursuant to such settlement and the receipt of any dividends or other distributions, and (B) do not commit to and are under no obligation to structure the terms of the grant or any aspect of the Restricted Stock Units to reduce or eliminate Participant's liability for Tax Obligations or achieve any particular tax result. Further, if Participant is subject to Tax Obligations in more than one jurisdiction between the Date of Grant and the date of any relevant taxable or tax withholding event, as applicable, Participant acknowledges that the Company and/or the Service Recipient (or former employer, as applicable) may be required to withhold or account for Tax Obligations in more than one jurisdiction. If Participant fails to make satisfactory arrangements for the payment of any required Tax Obligations hereunder at the time of the applicable taxable event, Participant acknowledges and agrees that the Company may refuse to issue or deliver the Shares.

(ii) Tax Withholding. When Shares are issued as payment for vested Restricted Stock Units, Participant generally will recognize immediate U.S. taxable income if Participant is a U.S. taxpayer. If Participant is a non-U.S. taxpayer, Participant will be subject to applicable taxes in his or her jurisdiction. Pursuant to such procedures as the Administrator may specify from time to time, the Company and/or Service Recipient shall withhold the amount required to be withheld for the payment of Tax Obligations. The Administrator, in its sole discretion and pursuant to such procedures as it may specify from time to time, may permit Participant to satisfy such Tax Obligations, in whole or in part (without limitation), if permissible by applicable local law, by (i) paying cash, (ii) electing to have the Company withhold otherwise deliverable Shares having a fair market value equal to the minimum amount that is necessary to meet the withholding requirement for such Tax Obligations (or such greater amount as Participant may elect if permitted by the Administrator, if such greater amount would not result in adverse financial accounting consequences), (iii) withholding the amount of such Tax Obligations from Participant's wages or other cash compensation paid to Participant by the Company and/or the Service Recipient, (iv) delivering to the Company already vested and owned Shares having a fair market value equal to such Tax Obligations, or (v) selling a sufficient number of such Shares otherwise deliverable to Participant through such means as the Company may determine in its sole discretion (whether through a broker or otherwise) equal to the minimum amount that is necessary to meet the withholding requirement for such Tax Obligations (or such greater amount as Participant may elect if permitted by the Administrator, if such greater amount would not result in adverse financial accounting consequences). To the extent determined appropriate by the Company in its discretion, it will have the right (but not the obligation) to satisfy any Tax Obligations by reducing the number of Shares otherwise deliverable to Participant. Further, if Participant is subject to tax in more than one jurisdiction between the Date of Grant and a date of any relevant taxable or tax withholding event, as applicable, Participant acknowledges and agrees that the Company and/or the Service Recipient (and/or former employer, as applicable) may be required to withhold or account for tax in more than one jurisdiction. If Participant fails to make satisfactory arrangements for the payment of such Tax Obligations hereunder at the time any applicable Restricted Stock Units otherwise are scheduled to vest pursuant to Sections 3 or 4, Participant will permanently forfeit such Restricted Stock Units and any right to receive Shares thereunder and such Restricted Stock Units will be returned to the Company at

no cost to the Company. Participant acknowledges and agrees that the Company may refuse to deliver the Shares if such Tax Obligations are not delivered at the time they are due.

Notwithstanding the terms of Participant's Election Form, the Administrator may accelerate the payment of vested RSUs to pay for FICA tax imposed under Code Section 3101 and the income tax withholding related to such FICA amount in accordance with Treasury Regulation Section 1.409A-3(j)(vi).

(i) Rights as Stockholder. Neither Participant nor any person claiming under or through Participant will have any of the rights or privileges of a stockholder of the Company in respect of any Shares deliverable hereunder unless and until certificates representing such Shares (which may be in book entry form) will have been issued, recorded on the records of the Company or its transfer agents or registrars, and delivered to Participant (including through electronic delivery to a brokerage account). After such issuance, recordation, and delivery, Participant will have all the rights of a stockholder of the Company with respect to voting such Shares and receipt of dividends and distributions on such Shares.

(j) No Guarantee of Continued Service. PARTICIPANT ACKNOWLEDGES AND AGREES THAT THE VESTING OF THE RESTRICTED STOCK UNITS PURSUANT TO THE VESTING SCHEDULE HEREOF IS EARNED ONLY BY CONTINUING AS A SERVICE PROVIDER, WHICH UNLESS PROVIDED OTHERWISE UNDER APPLICABLE LAW IS AT THE WILL OF THE COMPANY (OR THE SERVICE RECIPIENT) AND NOT THROUGH THE ACT OF BEING HIRED, BEING GRANTED THIS RESTRICTED STOCK UNIT AWARD OR ACQUIRING SHARES HEREUNDER. PARTICIPANT FURTHER ACKNOWLEDGES AND AGREES THAT THIS AWARD AGREEMENT, THE TRANSACTIONS CONTEMPLATED HEREUNDER AND THE VESTING SCHEDULE SET FORTH HEREIN DO NOT CONSTITUTE AN EXPRESS OR IMPLIED PROMISE OF CONTINUED ENGAGEMENT AS A SERVICE PROVIDER FOR THE VESTING PERIOD, FOR ANY PERIOD, OR AT ALL, AND SHALL NOT INTERFERE IN ANY WAY WITH PARTICIPANT'S RIGHT OR THE RIGHT OF THE COMPANY (OR THE SERVICE RECIPIENT) TO TERMINATE PARTICIPANT'S RELATIONSHIP AS A SERVICE PROVIDER, SUBJECT TO APPLICABLE LAW, WHICH TERMINATION, UNLESS PROVIDED OTHERWISE UNDER APPLICABLE LAW, MAY BE AT ANY TIME, WITH OR WITHOUT CAUSE.

(k) Grant is Not Transferable. Except to the limited extent provided in Section 7, this grant and the rights and privileges conferred hereby will not be transferred, assigned, pledged or hypothecated in any way (whether by operation of law or otherwise) and will not be subject to sale under execution, attachment or similar process. Upon any attempt to transfer, assign, pledge, hypothecate or otherwise dispose of this grant, or any right or privilege conferred hereby, or upon any attempted sale under any execution, attachment or similar process, this grant and the rights and privileges conferred hereby immediately will become null and void.

(l) Nature of Grant. In accepting the grant, Participant acknowledges, understands, and agrees that:

(i) the grant of the Restricted Stock Units is voluntary and occasional and does not create any contractual or other right to receive future grants of Restricted Stock Units, or benefits in lieu of Restricted Stock Units, even if Restricted Stock Units have been granted in the past;

(ii) all decisions with respect to future Restricted Stock Units or other grants, if any, will be at the sole discretion of the Company;

(iii) Participant is voluntarily participating in the Plan;

(iv) the Restricted Stock Units and the Shares subject to the Restricted Stock Units are not intended to replace any pension rights or compensation;

(v) the Restricted Stock Units and the Shares subject to the Restricted Stock Units, and the income and value of same, are not part of normal or expected compensation for purposes of calculating any severance, resignation, termination, redundancy, dismissal, end-of-service payments, bonuses, long-service awards, pension or retirement or welfare benefits or similar payments;

(vi) the future value of the underlying Shares is unknown, indeterminable and cannot be predicted;

(vii) for purposes of the Restricted Stock Units, Participant's status as a Service Provider will be considered terminated as of the date Participant is no longer actively providing services to the Company or any Parent or Subsidiary (regardless of the reason for such termination and whether or not later to be found invalid or in breach of employment laws in the jurisdiction where Participant is a Service Provider or the terms of Participant's employment or service agreement, if any), and unless otherwise expressly provided in this Award Agreement (including by reference in the Notice of Grant to other arrangements or contracts) or determined by the Administrator, Participant's right to vest in the Restricted Stock Units under the Plan, if any, will terminate as of such date and will not be extended by any notice period (e.g., Participant's period of service would not include any contractual notice period or any period of "garden leave" or similar period mandated under employment laws in the jurisdiction where Participant is a Service Provider or the terms of Participant's employment or service agreement, if any, unless Participant is providing bona fide services during such time); the Administrator shall have the exclusive discretion to determine when Participant is no longer actively providing services for purposes of the Restricted Stock Units grant (including whether Participant may still be considered to be providing services while on a leave of absence and consistent with local law);

(viii) unless otherwise provided in the Plan or by the Company in its discretion, the Restricted Stock Units and the benefits evidenced by this Award Agreement do not create any entitlement to have the Restricted Stock Units or any such benefits transferred to, or assumed by, another company nor be exchanged, cashed out or substituted for, in connection with any corporate transaction affecting the Shares; and

(ix) the following provisions apply only if Participant is providing services outside the United States:

(1) the Restricted Stock Units and the Shares subject to the Restricted Stock Units are not part of normal or expected compensation or salary for any purpose;

(2) Participant acknowledges and agrees that none of the Company, the Employer or any Parent or Subsidiary shall be liable for any foreign exchange rate fluctuation between Participant's local currency and the United States Dollar that may affect the value of the Restricted Stock Units or of any amounts due to Participant pursuant to the settlement of the Restricted Stock Units or the subsequent sale of any Shares acquired upon settlement; and

(3) no claim or entitlement to compensation or damages shall arise from forfeiture of the Restricted Stock Units resulting from the termination of Participant's status as a Service Provider (for any reason whatsoever whether or not later found to be invalid or in breach of employment laws in the jurisdiction where Participant is a Service Provider or the terms of Participant's employment or service agreement, if any), and in consideration of the grant of the Restricted Stock Units to which Participant is otherwise not

entitled, Participant irrevocably agrees never to institute any claim against the Company, any Parent or Subsidiary or the Service Recipient, waives his or her ability, if any, to bring any such claim, and releases the Company, any Parent or Subsidiary and the Service Recipient from any such claim; if, notwithstanding the foregoing, any such claim is allowed by a court of competent jurisdiction, then, by participating in the Plan, Participant shall be deemed irrevocably to have agreed not to pursue such claim and agrees to execute any and all documents necessary to request dismissal or withdrawal of such claim.

(m) No Advice Regarding Grant. The Company is not providing any tax, legal or financial advice, nor is the Company making any recommendations regarding Participant's participation in the Plan, or Participant's acquisition or sale of the underlying Shares. Participant is hereby advised to consult with his or her own personal tax, legal and financial advisors regarding his or her participation in the Plan before taking any action related to the Plan.

(n) Data Privacy. *Participant hereby explicitly and unambiguously consents to the collection, use and transfer, in electronic or other form, of Participant's personal data as described in this Award Agreement and any other Restricted Stock Unit grant materials by and among, as applicable, the Employer, or other Service Recipient the Company and any Parent or Subsidiary for the exclusive purpose of implementing, administering and managing Participant's participation in the Plan.*

Participant understands that the Company and the Service Recipient may hold certain personal information about Participant, including, but not limited to, Participant's name, home address and telephone number, date of birth, social insurance number or other identification number, salary, nationality, job title, any Shares or directorships held in the Company, details of all Restricted Stock Units or any other entitlement to Shares awarded, canceled, exercised, vested, unvested or outstanding in Participant's favor ("Data"), for the exclusive purpose of implementing, administering and managing the Plan.

Participant understands that Data will be transferred to a stock plan service provider as may be selected by the Company in the future, which is assisting the Company with the implementation, administration, and management of the Plan. Participant understands that the recipients of the Data may be located in the United States or elsewhere, and that the recipients' country of operation (e.g., the United States) may have different data privacy laws and protections than Participant's country. Participant understands that if he or she resides outside the United States, he or she may request a list with the names and addresses of any potential recipients of the Data by contacting his or her local human resources representative. Participant authorizes the Company, any stock plan service provider selected by the Company and any other possible recipients which may assist the Company (presently or in the future) with implementing, administering and managing the Plan to receive, possess, use, retain and transfer the Data, in electronic or other form, for the sole purpose of implementing, administering and managing his or her participation in the Plan. Participant understands that Data will be held only as long as is necessary to implement, administer and manage Participant's participation in the Plan. Participant understands that, he or she may, at any time, view Data, request additional information about the storage and processing of Data, require any necessary amendments to Data or refuse or withdraw the consents herein, in any case without cost, by contacting in writing his or her local human resources representative. Further, Participant understands that he or she is providing the consents herein on a purely voluntary basis. If Participant does not consent, or if Participant later seeks to revoke his or her consent, his or her status as a Service Provider and career with the Service Recipient will not be adversely affected; the only adverse consequence of refusing or withdrawing Participant's consent is that the Company would not be able to grant Participant Restricted Stock Units

or other equity awards or administer or maintain such awards. Therefore, Participant understands that refusing or withdrawing his or her consent may affect

Participant's ability to participate in the Plan. For more information on the consequences of Participant's refusal to consent or withdrawal of consent, Participant understands that he or she may contact his or her local human resources representative.

(o) Address for Notices. Any notice to be given to the Company under the terms of this Award Agreement will be addressed to the Company at Zscaler, Inc., 110 Rose Orchard Way, San Jose, CA 95134, or at such other address as the Company may hereafter designate in writing.

(p) Electronic Delivery and Acceptance. The Company may, in its sole discretion, decide to deliver any documents related to the Restricted Stock Units awarded under the Plan or future Restricted Stock Units that may be awarded under the Plan by electronic means or request Participant's consent to participate in the Plan by electronic means. Participant hereby consents to receive such documents by electronic delivery and agrees to participate in the Plan through any on-line or electronic system established and maintained by the Company or a third party designated by the Company.

(q) No Waiver. Either party's failure to enforce any provision or provisions of this Award Agreement shall not in any way be construed as a waiver of any such provision or provisions, nor prevent that party from thereafter enforcing each and every other provision of this Award Agreement. The rights granted both parties herein are cumulative and shall not constitute a waiver of either party's right to assert all other legal remedies available to it under the circumstances.

(r) Successors and Assigns. The Company may assign any of its rights under this Award Agreement to single or multiple assignees, and this Award Agreement shall inure to the benefit of the successors and assigns of the Company. Subject to the restrictions on transfer herein set forth, this Award Agreement shall be binding upon Participant and his or her heirs, executors, administrators, successors and assigns. The rights and obligations of Participant under this Award Agreement may only be assigned with the prior written consent of the Company.

(s) Additional Conditions to Issuance of Stock. If at any time the Company will determine, in its discretion, that the listing, registration, qualification or rule compliance of the Shares upon any securities exchange or under any state, federal or non-U.S. law, the tax code and related regulations or under the rulings or regulations of the United States Securities and Exchange Commission or any other governmental regulatory body or the clearance, consent or approval of the United States Securities and Exchange Commission or any other governmental regulatory authority is necessary or desirable as a condition to the issuance of Shares to Participant (or his or her estate) hereunder, such issuance will not occur unless and until such listing, registration, qualification, rule compliance, clearance, consent or approval will have been completed, effected or obtained free of any conditions not acceptable to the Company. Subject to the terms of the Award Agreement and the Plan, the Company shall not be required to issue any certificate or certificates for Shares hereunder prior to the lapse of such reasonable period of time following the date of vesting of the Restricted Stock Units as the Administrator may establish from time to time for reasons of administrative convenience.

(t) Language. If Participant has received this Award Agreement or any other document related to the Plan translated into a language other than English and if the meaning of the translated version is different than the English version, the English version will control.

(u) Interpretation. The Administrator will have the power to interpret the Plan and this Award Agreement and to adopt such rules for the administration, interpretation and application of the Plan as are consistent therewith and to interpret or revoke any such rules (including, but not limited to, the determination

of whether or not any Restricted Stock Units have vested). All actions taken and all interpretations and determinations made by the Administrator in good faith will be final and binding upon Participant, the Company and all other interested persons. Neither the Administrator nor any person acting on behalf of the Administrator will be personally liable for any action, determination, or interpretation made in good faith with respect to the Plan or this Award Agreement.

(v) Captions. Captions provided herein are for convenience only and are not to serve as a basis for interpretation or construction of this Award Agreement.

(w) Amendment, Suspension or Termination of the Plan. By accepting this Award, Participant expressly warrants that he or she has received an Award of Restricted Stock Units under the Plan, and has received, read, and understood a description of the Plan. Participant understands that the Plan is discretionary in nature and may be amended, suspended or terminated by the Company at any time.

(x) Modifications to the Award Agreement. This Award Agreement constitutes the entire understanding of the parties on the subjects covered. Participant expressly warrants that he or she is not accepting this Award Agreement in reliance on any promises, representations, or inducements other than those contained herein. Modifications to this Award Agreement or the Plan can be made only in an express written contract executed by a duly authorized officer of the Company. Notwithstanding anything to the contrary in the Plan or this Award Agreement, the Company reserves the right to revise this Award Agreement as it deems necessary or advisable, in its sole discretion and without the consent of Participant, to comply with Section 409A or to otherwise avoid imposition of any additional tax or income recognition under Section 409A in connection to this Award of Restricted Stock Units.

(y) Governing Law; Venue; Severability. This Award Agreement and the Restricted Stock Units are governed by the internal substantive laws, but not the choice of law rules, of California. For purposes of litigating any dispute that arises under these Restricted Stock Units or this Award Agreement, the parties hereby submit to and consent to the jurisdiction of the State of California, and agree that such litigation will be conducted in the courts of Santa Clara County, California, or the federal courts for the United States for the Northern District of California, and no other courts, where this Award Agreement is made and/or to be performed. In the event that any provision hereof becomes or is declared by a court of competent jurisdiction to be illegal, unenforceable or void, this Award Agreement shall continue in full force and effect.

(z) Entire Agreement. The Plan is incorporated herein by reference. The Plan and this Award Agreement (including the appendices and exhibits referenced herein) constitute the entire agreement of the parties with respect to the subject matter hereof and supersede in their entirety all prior undertakings and agreements of the Company and Participant with respect to the subject matter hereof, and may not be modified adversely to the Participant's interest except by means of a writing signed by the Company and Participant.

(aa) Country Addendum. Notwithstanding any provisions in this Award Agreement, the Restricted Stock Unit grant shall be subject to any special terms and conditions set forth in the appendix (if any) to this Award Agreement for Participant's country. Moreover, if Participant relocates to one of the countries included in the Country Addendum (if any), the special terms and conditions for such country will apply to Participant, to the extent the Company determines that the application of such terms and conditions is necessary or advisable for legal or administrative reasons. The Country Addendum constitutes part of this Award Agreement.

APPENDIX A

[vesting schedule]

SUBSIDIARIES OF ZSCALER, INC.

None.

CONSENT OF INDEPENDENT REGISTERED PUBLIC ACCOUNTING FIRM

We hereby consent to the incorporation by reference in the Registration Statements on Form S-8 (No. 333-227323 and No. 333-223740) of Zscaler, Inc. of our report dated September 18, 2019 relating to the financial statements and the effectiveness of internal control over financial reporting, which appears in this Form 10-K.

/s/ PricewaterhouseCoopers LLP

San Jose, California
September 18, 2019

**CERTIFICATION OF PRINCIPAL EXECUTIVE OFFICER
PURSUANT TO
EXCHANGE ACT RULES 13a-14(a) AND 15d-14(a),
AS ADOPTED PURSUANT TO
SECTION 302 OF THE SARBANES-OXLEY ACT OF 2002**

I, Jagtar S. Chaudhry, certify that:

1. I have reviewed this Annual Report on Form 10-K of Zscaler, Inc.;
2. Based on my knowledge, this report does not contain any untrue statement of a material fact or omit to state a material fact necessary to make the statements made, in light of the circumstances under which such statements were made, not misleading with respect to the period covered by this report;
3. Based on my knowledge, the financial statements, and other financial information included in this report, fairly present in all material respects the financial condition, results of operations and cash flows of the registrant as of, and for, the periods presented in this report;
4. The registrant's other certifying officer(s) and I are responsible for establishing and maintaining disclosure controls and procedures (as defined in Exchange Act Rules 13a-15(e) and 15d-15(e)) for the registrant and have:
 - (a) Designed such disclosure controls and procedures, or caused such disclosure controls and procedures to be designed under our supervision, to ensure that material information relating to the registrant, including its consolidated subsidiaries, is made known to us by others within those entities, particularly during the period in which this report is being prepared;
 - (b) Designed such internal control over financial reporting, or caused such internal control over financial reporting to be designed under our supervision, to provide reasonable assurance regarding the reliability of financial reporting and the preparation of financial statements for external purposes in accordance with generally accepted accounting principles;
 - (c) Evaluated the effectiveness of the registrant's disclosure controls and procedures and presented in this report our conclusions about the effectiveness of the disclosure controls and procedures, as of the end of the period covered by this report based on such evaluation; and
 - (d) Disclosed in this report any change in the registrant's internal control over financial reporting that occurred during the registrant's most recent fiscal quarter (the registrant's fourth fiscal quarter in the case of an annual report) that has materially affected, or is reasonably likely to materially affect, the registrant's internal control over financial reporting; and
5. The registrant's other certifying officer(s) and I have disclosed, based on our most recent evaluation of internal control over financial reporting, to the registrant's auditors and the audit committee of the registrant's board of directors (or persons performing the equivalent functions):
 - (a) All significant deficiencies and material weaknesses in the design or operation of internal control over financial reporting which are reasonably likely to adversely affect the registrant's ability to record, process, summarize and report financial information; and

(b) Any fraud, whether or not material, that involves management or other employees who have a significant role in the registrant's internal control over financial reporting.

Date: September 18, 2019

ZSCALER, INC.

By: /s/ Jagtar S. Chaudhry

Name: Jagtar S. Chaudhry

Title: Chief Executive Officer and President
(Principal Executive Officer)

**CERTIFICATION OF PRINCIPAL FINANCIAL OFFICER
PURSUANT TO
EXCHANGE ACT RULES 13a-14(a) AND 15d-14(a),
AS ADOPTED PURSUANT TO
SECTION 302 OF THE SARBANES-OXLEY ACT OF 2002**

I, Remo Canessa, certify that:

1. I have reviewed this Annual Report on Form 10-K of Zscaler, Inc.;
2. Based on my knowledge, this report does not contain any untrue statement of a material fact or omit to state a material fact necessary to make the statements made, in light of the circumstances under which such statements were made, not misleading with respect to the period covered by this report;
3. Based on my knowledge, the financial statements, and other financial information included in this report, fairly present in all material respects the financial condition, results of operations and cash flows of the registrant as of, and for, the periods presented in this report;
4. The registrant's other certifying officer(s) and I are responsible for establishing and maintaining disclosure controls and procedures (as defined in Exchange Act Rules 13a-15(e) and 15d-15(e)) for the registrant and have:
 - (a) Designed such disclosure controls and procedures, or caused such disclosure controls and procedures to be designed under our supervision, to ensure that material information relating to the registrant, including its consolidated subsidiaries, is made known to us by others within those entities, particularly during the period in which this report is being prepared;
 - (b) Designed such internal control over financial reporting, or caused such internal control over financial reporting to be designed under our supervision, to provide reasonable assurance regarding the reliability of financial reporting and the preparation of financial statements for external purposes in accordance with generally accepted accounting principles;
 - (c) Evaluated the effectiveness of the registrant's disclosure controls and procedures and presented in this report our conclusions about the effectiveness of the disclosure controls and procedures, as of the end of the period covered by this report based on such evaluation; and
 - (d) Disclosed in this report any change in the registrant's internal control over financial reporting that occurred during the registrant's most recent fiscal quarter (the registrant's fourth fiscal quarter in the case of an annual report) that has materially affected, or is reasonably likely to materially affect, the registrant's internal control over financial reporting; and
5. The registrant's other certifying officer(s) and I have disclosed, based on our most recent evaluation of internal control over financial reporting, to the registrant's auditors and the audit committee of the registrant's board of directors (or persons performing the equivalent functions):
 - (a) All significant deficiencies and material weaknesses in the design or operation of internal control over financial reporting which are reasonably likely to adversely affect the registrant's ability to record, process, summarize and report financial information; and

(b) Any fraud, whether or not material, that involves management or other employees who have a significant role in the registrant's internal control over financial reporting.

Date: September 18, 2019

ZSCALER, INC.

By: /s/ Remo Canessa

Name: Remo Canessa

Title: Chief Financial Officer
(Principal Financial Officer)

**CERTIFICATIONS OF PRINCIPAL EXECUTIVE OFFICER AND PRINCIPAL FINANCIAL OFFICER
PURSUANT TO
18 U.S.C. SECTION 1350,
AS ADOPTED PURSUANT TO
SECTION 906 OF THE SARBANES-OXLEY ACT OF 2002**

I, Jagtar S. Chaudhry, certify, pursuant to 18 U.S.C. Section 1350, as adopted pursuant to Section 906 of the Sarbanes-Oxley Act of 2002, that the Annual Report on Form 10-K of Zscaler, Inc. for the fiscal year ended July 31, 2019 fully complies with the requirements of Section 13(a) or 15(d) of the Securities Exchange Act of 1934 and that information contained in such Annual Report on Form 10-K fairly presents, in all material respects, the financial condition and results of operations of Zscaler, Inc.

Date: September 18, 2019

By: /s/ Jagtar S. Chaudhry

Name: Jagtar S. Chaudhry

Title: Chief Executive Officer and President
(Principal Executive Officer)

I, Remo Canessa, certify, pursuant to 18 U.S.C. Section 1350, as adopted pursuant to Section 906 of the Sarbanes-Oxley Act of 2002, that the Annual Report on Form 10-K of Zscaler, Inc. for the fiscal year ended July 31, 2019 fully complies with the requirements of Section 13(a) or 15(d) of the Securities Exchange Act of 1934 and that information contained in such Annual Report on Form 10-K fairly presents, in all material respects, the financial condition and results of operations of Zscaler, Inc.

Date: September 18, 2019

By: /s/ Remo Canessa

Name: Remo Canessa

Title: Chief Financial Officer
(Principal Financial Officer)

**Segment and Geographic
Information - Schedule of
Long-lived Assets (Details) -
USD (\$)**

Jul. 31, 2019 Jul. 31, 2018

\$ in Thousands

Revenues from External Customers and Long-Lived Assets [Line Items]

Total \$ 41,046 \$ 19,765

United States

Revenues from External Customers and Long-Lived Assets [Line Items]

Total 28,847 14,742

Rest of the world

Revenues from External Customers and Long-Lived Assets [Line Items]

Total \$ 12,199 \$ 5,023

Net Loss Per Share
Attributable to Common
Stockholders - Narrative **1 Months Ended**
(Details) **Mar. 31, 2018** **Mar. 31, 2018**

[Earnings Per Share \[Abstract\]](#)

[Conversion ratio](#) 1 1

Stock Based Compensation - Narrative (Details) \$ / shares in Units, \$ in Thousands	9 Months Ended	12 Months Ended		16 Months Ended	
	Apr. 30, 2019 USD (\$)	Jul. 31, 2019 USD (\$) \$ / shares shares	Jul. 31, 2018 USD (\$) \$ / shares shares	Jul. 31, 2017 USD (\$) \$ / shares shares	Jul. 31, 2019 USD (\$) \$ / shares shares
<u>Share-based Compensation Arrangement by Share-based Payment Award [Line Items]</u>					
<u>Shares available for grant (in shares) shares</u>		15,708,000			15,708,000
<u>Options exercised, aggregate intrinsic value</u>		\$ 300,859	\$ 16,700	\$ 4,500	
<u>Shares granted (in shares) shares</u>					0
<u>Weighted average grant date fair value (in dollars per share) \$ / shares</u>			\$ 3.77	\$ 2.10	
<u>Stock-based compensation expense</u>		46,423	\$ 11,224	\$ 9,919	
<u>Vesting of early exercised stock options</u>		983	3,255	3,702	
<u>Notes receivable, carrying value</u>			2,100		
<u>Accrued interest</u>			100		
<u>Repayment of loans</u>		2,100			
<u>Unrecognized compensation cost</u>		\$ 194,600			\$ 194,600
<u>Unrecognized compensation cost, weighted-average</u>		3 years 2 months 12 days			
<u>Stock based compensation capitalized</u>		\$ 500			
<u>Stock options</u>					
<u>Share-based Compensation Arrangement by Share-based Payment Award [Line Items]</u>					
<u>Vesting period</u>		4 years			
<u>Stock options 2018 Plan</u>					
<u>Share-based Compensation Arrangement by Share-based Payment Award [Line Items]</u>					
<u>Expiration term</u>		10 years			
<u>Stock options 2007 Plan</u>					
<u>Share-based Compensation Arrangement by Share-based Payment Award [Line Items]</u>					
<u>Expiration term</u>		7 years			
<u>Unvested RSUs</u>					
<u>Share-based Compensation Arrangement by Share-based Payment Award [Line Items]</u>					
<u>Vesting period</u>		4 years			
<u>Forfeited (in shares) shares</u>		144,000			

Forfeited (in dollars per share) \$ / shares	\$ 43.52		
Performance stock units			
Share-based Compensation Arrangement by Share-based Payment Award [Line Items]			
Forfeited (in shares) shares	464,000		
Forfeited (in dollars per share) \$ / shares	\$ 36.90		
Employee Stock 2018 Employee Stock Purchase Plan			
Share-based Compensation Arrangement by Share-based Payment Award [Line Items]			
Shares available for issuance (in shares) shares	3,398,000		3,398,000
Employee subscription rate, maximum	15.00%		
Maximum number of shares per employee (in shares) shares	3,000		
Purchase price of common stock, percent	85.00%		
Duration of offering period	24 months		
Number of purchases periods period	4		
Duration of purchase periods	6 months		
Shares issued (in shares) shares	1,131,000		
Weighted-average purchase price per share (in dollars per share) \$ / shares	\$ 14.53		\$ 14.53
Cash proceeds from the issuance of common stock	\$ 16,400		
Accrued compensation	\$ 2,100	4,600	\$ 2,100
One year anniversary Stock options			
Share-based Compensation Arrangement by Share-based Payment Award [Line Items]			
Vesting rights, percentage	25.00%		
One year anniversary Unvested RSUs			
Share-based Compensation Arrangement by Share-based Payment Award [Line Items]			
Vesting rights, percentage	25.00%		
Scenario, Adjustment Performance stock units			
Share-based Compensation Arrangement by Share-based Payment Award [Line Items]			
Stock-based compensation expense	\$ (3,800)		
Common Stock			
Share-based Compensation Arrangement by Share-based Payment Award [Line Items]			
Vesting of early exercised stock options		\$ 12	1
Common Stock 2018 Plan			
Share-based Compensation Arrangement by Share-based Payment Award [Line Items]			
Shares available for issuance (in shares) shares	18,688,000		18,688,000
Common Stock 2007 Plan			
Share-based Compensation Arrangement by Share-based Payment Award [Line Items]			

<u>Common stock subject to repurchase (in shares) shares</u>	122,000	423,000	122,000
<u>Shares subject to repurchase, value</u>	\$ 600	\$ 1,600	\$ 600
<u>Additional Paid-In Capital</u>			
<u>Share-based Compensation Arrangement by Share-based Payment Award [Line Items]</u>			
<u>Vesting of early exercised stock options</u>	\$ 983	\$ 3,243	\$ 3,701

**Goodwill and Acquired
Intangible Assets - Schedule
of Acquired Intangible
Assets (Details) - USD (\$)
\$ in Thousands**

12 Months Ended

Jul. 31, 2019 Jul. 31, 2018 Jul. 31, 2017

Finite-lived Intangible Assets [Roll Forward]

<u>Intangible Assets, Gross, beginning balance</u>	\$ 0		
<u>Additions</u>	9,616		
<u>Intangible Assets, Gross, ending balance</u>	9,616	\$ 0	
<u>Accumulated Amortization, beginning balance</u>	0		
<u>Amortization Expense</u>	(908)	0	\$ 0
<u>Accumulated Amortization, ending balance</u>	(908)	0	
<u>Total</u>	\$ 8,708	0	
<u>Weighted Average Useful life</u>	3 years 6 months		

Developed technology

Finite-lived Intangible Assets [Roll Forward]

<u>Intangible Assets, Gross, beginning balance</u>	\$ 0		
<u>Additions</u>	9,456		
<u>Intangible Assets, Gross, ending balance</u>	9,456	0	
<u>Accumulated Amortization, beginning balance</u>	0		
<u>Amortization Expense</u>	(897)		
<u>Accumulated Amortization, ending balance</u>	(897)	0	
<u>Total</u>	\$ 8,559	0	
<u>Weighted Average Useful life</u>	3 years 6 months		

Customer relationships

Finite-lived Intangible Assets [Roll Forward]

<u>Intangible Assets, Gross, beginning balance</u>	\$ 0		
<u>Additions</u>	160		
<u>Intangible Assets, Gross, ending balance</u>	160	0	
<u>Accumulated Amortization, beginning balance</u>	0		
<u>Amortization Expense</u>	(11)		
<u>Accumulated Amortization, ending balance</u>	(11)	0	
<u>Total</u>	\$ 149	\$ 0	
<u>Weighted Average Useful life</u>	4 years 8 months 12 days		

**Commitments and
Contingencies - Future
Minimum Payments Due
Under Data Center
Contracts (Details)
\$ in Thousands**

**Jul. 31, 2019
USD (\$)**

[Commitments and Contingencies Disclosure \[Abstract\]](#)

<u>2020</u>	\$ 11,766
<u>2021</u>	9,890
<u>2022</u>	5,533
<u>2023</u>	106
<u>Total</u>	\$ 27,295

Income Taxes (Tables)

12 Months Ended
Jul. 31, 2019

[Income Tax Disclosure](#)

[\[Abstract\]](#)

[Schedule of Income before Income Tax, Domestic and Foreign](#)

The following table sets forth the geographical breakdown of the income (loss) before the provision for income taxes:

	Year ended July 31	
	2019	2018
	(in thousands)	
Domestic	\$ (34,145)	\$ (36,451)
International	6,233	4,141
Loss before income taxes	<u>\$ (27,912)</u>	<u>\$ (32,309)</u>

[Schedule of Components of Income Tax Expense \(Benefit\)](#)

The following table sets forth the components of the provision for income taxes:

	Year ended July 31	
	2019	2018
	(in thousands)	
Current:		
Federal	\$ —	\$ —
State	64	(1)
Foreign	2,325	1,481
Total current tax expense	2,389	1,479
Deferred:		
Federal	(1,431)	—
State	(107)	—
Foreign	(108)	(141)
Total deferred tax expense	(1,646)	(141)
Total provision for income taxes	<u>\$ 743</u>	<u>\$ 1,338</u>

[Schedule of Effective Income Tax Rate Reconciliation](#)

The following table presents the reconciliation of the statutory federal income tax rate to our effective tax rate:

	Year ended July 31	
	2019	2018
Tax at federal statutory rate	21.0 %	21.0 %
State taxes	0.1	—
Impact of foreign rate differential	(0.9)	0.3
Meals and entertainment	(1.9)	(1.3)
Stock-based compensation	147.2	(3.8)
Impact of U.S. tax reform	—	(58.6)
Provision to return adjustments	1.2	2.8
U.S. tax credits	10.0	3.7
Change in valuation allowance	(176.9)	33.5
Withholding Tax	(2.4)	(1.1)
Other	(0.1)	(0.6)
Effective tax rate	<u>(2.7)%</u>	<u>(4.1)%</u>

[Schedule of Deferred Tax Assets and Liabilities](#)

The following table presents the tax effects of temporary differences that give rise to significant portions of our deferred tax assets and liabilities:

	2019
(in thousands)	
Deferred tax assets:	
Net operating losses carryovers	\$ 87,411
Accruals and reserves	1,760
Deferred revenue	14,750
Tax credits carryovers	10,330
Stock-based compensation	6,110
Property and equipment	560
Other	230
Gross deferred tax assets	121,160
Less: Valuation allowance	(103,730)
Total deferred tax assets	17,430
Deferred tax liabilities:	
Intangible Assets	(1,170)
Deferred contract acquisition costs	(15,900)
Other	(80)
Total deferred tax liabilities	(17,170)
Net deferred tax assets	\$ 250

[Summary of Valuation Allowance](#)

The following table presents the change in the valuation allowance:

	Year ended July 31	
	2019	2018
(in thousands)		
Balance as of the beginning of the period	\$ 45,578	\$ 51,490
Change during the period	58,154	(5,910)
Balance as of the end of the period	\$ 103,732	\$ 45,580

[Schedule of Unrecognized Tax Benefits Roll Forward](#)

The changes in our gross unrecognized tax benefits for fiscal 2019 consisted of the following:

Balance as of July 31, 2017
Gross increase for tax positions of prior fiscal years
Gross increase for tax positions in fiscal 2018
Balance as of July 31, 2018
Gross decrease for tax positions of prior years
Gross increase for tax positions of current year
Balance as of July 31, 2019

**Goodwill and Acquired
Intangible Assets (Tables)**
[Goodwill and Intangible
Assets Disclosure \[Abstract\]](#)
[Schedule of Goodwill](#)

**12 Months Ended
Jul. 31, 2019**

The changes in the carrying amount of goodwill consisted of the following:

Balance as of July 31, 2018

Goodwill acquired

Balance as of July 31, 2019

[Schedule of Acquired
Intangible Assets](#)

The changes in acquired intangible assets consisted of the following:

	Gross			Accumulated Amortization			Net	
	July 31, 2018	Additions	July 31, 2019	Amortization		July 31, 2018	July 31, 2019	
				July 31, 2018	Expense			
	(in thousands)							
Developed technology	\$ —	\$ 9,456	\$ 9,456	\$ —	\$ (897)	\$ (897)	\$ —	\$ —
Customer relationships	—	160	160	—	(11)	(11)	—	—
Total	\$ —	\$ 9,616	\$ 9,616	\$ —	\$ (908)	\$ (908)	\$ —	\$ —

[Schedule of Future
Amortization Expense](#)

Future amortization expense of acquired intangible assets consisted of the following as of July 31, 2019:

Year ending July 31,

2020

2021

2022

2023

2024

Total

**Business and Summary of
Significant Accounting
Policies - Schedule of
Accounts Receivable
(Details) - Accounts
Receivable - Customer
Concentration Risk**

12 Months Ended

Jul. 31, 2019 Jul. 31, 2018

Channel partner A

Concentration Risk [Line Items]

Concentration risk percentage 12.00%

Channel partner B

Concentration Risk [Line Items]

Concentration risk percentage 11.00% 13.00%

Channel partner C

Concentration Risk [Line Items]

Concentration risk percentage 10.00% 13.00%

Business Combinations

12 Months Ended
Jul. 31, 2019

[Business Combinations](#)

[\[Abstract\]](#)

[Business Combinations](#)

Business Combinations

In the fourth quarter of fiscal 2019, we completed the acquisition of an early stage software company, Appulate, Inc. Pursuant to the terms of the acquisition agreement, the aggregate purchase price was approximately \$12.9 million, of which \$10.3 million was paid in cash on the acquisition date and \$2.3 million is to be paid upon the lapse of an indemnification period within 18 months of the acquisition date. As of July 31, 2019, this holdback amount is reflected within other noncurrent liabilities in the consolidated balance sheets.

In connection with this acquisition, we retained the services of a third-party firm to complete a valuation of the acquired identifiable intangible assets in order to allocate the purchase price consideration. The purchase price allocation resulted in the recognition of \$5.9 million of goodwill, excluding a liability for deferred tax liability generated by the acquired developed technology, and \$7.0 million of developed technology. The developed technology was valued using a replacement cost approach, which is based on the cost of a market participant to reconstruct a substitute asset of comparable utility. Goodwill represents the excess purchase price paid over the fair value of the net assets acquired and is primarily attributable to the acquired workforce and expected operating performance, which is expected to be deductible for income tax purposes. We incurred approximately \$0.3 million of acquisition related costs, which were recorded as operating expenses in fiscal 2019.

The acquisition was a stock transaction for tax purposes. As a result, we recognized a deferred tax liability for approximately \$1.4 million, which is being offset by a valuation allowance. As of July 31, 2019, we have a full valuation allowance as of July 31, 2019, we recorded an income tax benefit for this deferred tax liability in the consolidated statements of income for fiscal 2019. Refer to Note 11, Income Taxes, of these consolidated financial statements for further information.

The fair value of the net assets acquired as of the closing date, including goodwill, consisted of the following:

	<u>Amount</u>
	<u>(in thousands)</u>
Cash and cash equivalents	\$ 13
Amortizable intangible assets:	
Developed technology	7,000
Goodwill	7,281
Total assets acquired	<u>14,294</u>
Deferred tax liability	<u>(1,422)</u>
Total	<u>\$ 12,872</u>

The initial allocation of the purchase price was based on a preliminary valuation and assumptions and is subject to change within the measurement period. We will finalize the allocation of the purchase price as soon as practicable but no later than one year from the acquisition date.

In fiscal 2019, we also completed an additional business combination with a purchase price of \$1.1 million of which \$0.8 million was paid in cash on the acquisition date and \$0.3 million is to be paid upon the lapse of an indemnification period within 18 months of the acquisition date. As of July 31, 2019, this holdback amount is reflected within other noncurrent liabilities in the consolidated balance sheets. Intangible assets acquired and goodwill recorded for this acquisition are reflected in the consolidated financial statements.

The pro forma financial information assuming these acquisitions had occurred as of the beginning of the fiscal year prior to the fiscal year of acquisition and the revenue and earnings generated during the current fiscal year, were not material for disclosure purposes, individually and in the aggregate.

Common Stock

12 Months Ended
Jul. 31, 2019

[Equity \[Abstract\]](#)
[Common Stock](#)

Common Stock

Holders of our common stock are entitled to one vote for each share of common stock held and are not entitled to receive dividends unless declared by our board of directors.

Common Stock Reserved for Future Issuance

The following table summarizes our shares of common stock reserved for future issuance:

Equity awards outstanding:

Stock options

Unvested restricted stock units

Unvested performance stock units

Share purchase rights committed under the employee stock purchase plan

Equity awards available for future grants:

Equity incentive plans

Employee stock purchase plan

Total

**Business Combinations
(Tables)**

[Business Combinations](#)
[\[Abstract\]](#)
[Schedule of Net Assets](#)
[Acquired](#)

**12 Months Ended
Jul. 31, 2019**

The fair value of the net assets acquired as of the closing date, including goodwill, consisted of the following:

	<u>Amount</u>
	<u>(in thousands)</u>
Cash and cash equivalents	\$ 13
Amortizable intangible assets:	
Developed technology	7,000
Goodwill	7,281
Total assets acquired	<u>14,294</u>
Deferred tax liability	<u>(1,422)</u>
Total	<u>\$ 12,872</u>

**Segment and Geographic
Information**

**12 Months Ended
Jul. 31, 2019**

[Risks and Uncertainties
\[Abstract\]](#)

[Segment and Geographic
Information](#)

Segment and Geographic Information

Our chief operating decision maker ("CODM") is our chief executive officer. We derive our revenue primarily from sales of subscription services and related support services. Our CODM reviews financial information presented on a consolidated basis for the purposes of allocating resources and performance. Accordingly, we determined that we operate as one operating segment.

Our long-lived assets consist of property and equipment, which are summarized by geographic area as follows:

	<u>2019</u>
United States	\$ 28,84
Rest of the world	12,19
Total	<u>\$ 41,04</u>

Refer to Note 1, Business and Summary of Significant Accounting Policies, of these consolidated financial statements for information on revenue

**Business and Summary of
Significant Accounting
Policies (Tables)**

[Organization, Consolidation
and Presentation of
Financial Statements](#)

[\[Abstract\]](#)

[Schedule of Accounts
Receivable](#)

12 Months Ended

Jul. 31, 2019

The following table summarizes the concentration of 10% or more of the total balance of accounts receivable, net:

	2019
Channel partner A	12
Channel partner B	11
Channel partner C	10

* Represents less than 10%.

[Disaggregation of Revenue](#)

The following table summarizes the revenue by region based on the shipping address of customers who have contracted to use our cloud platform:

	Year Ended July 31,				
	2019		2018		Amount
	Amount	% Revenue	Amount	% Revenue	
(in thousands, except for percentage data)					
United States	\$ 148,807	49 %	\$ 86,123	45 %	\$ 57,990
Europe, Middle East and Africa ^(*)	124,437	41	84,828	45	56,850
Asia Pacific	23,838	8	14,465	8	9,850
Other	5,754	2	4,758	2	1,010
Total	\$ 302,836	100 %	\$ 190,174	100 %	\$ 125,710

^(*) Revenue from the United Kingdom represented 10%, 11% and 13% of the total revenue for fiscal 2019, fiscal 2018 and fiscal 2017, respectively.

The following table summarizes the revenue from contracts by type of customer:

	Year Ended July 31,				
	2019		2018		Amount
	Amount	% Revenue	Amount	% Revenue	
(in thousands, except for percentage data)					
Channel partners	\$ 289,579	96 %	\$ 175,798	92 %	\$ 110,900
Direct customers	13,257	4	14,376	8	14,810
Total	\$ 302,836	100 %	\$ 190,174	100 %	\$ 125,710

[Capitalized Contract Cost](#)

The following table summarizes the activity of the deferred contract acquisition costs:

	Year Ended July 31	
	2019	2018
	(in thousands)	
Beginning balance	\$ 55,910	\$ 34,666
Capitalization of contract acquisition costs	32,526	34,426
Amortization of deferred contract acquisition costs	(18,651)	(13,186)
Ending balance	\$ 69,785	\$ 55,910
Deferred contract acquisition costs	\$ 21,219	\$ 16,133
Deferred contract acquisition costs, noncurrent	48,566	39,777
Total deferred contract acquisition costs	\$ 69,785	\$ 55,910

**Stock Based Compensation -
Schedule of Unvested PSUs
(Details)
shares in Thousands**

**Jul. 31, 2019
shares**

<u>Share-based Compensation Arrangement by Share-based Payment Award [Line Items]</u>	
<u>Underlying shares (in shares)</u>	764
<u>Fiscal 2020</u>	
<u>Share-based Compensation Arrangement by Share-based Payment Award [Line Items]</u>	
<u>Underlying shares (in shares)</u>	464
<u>Fiscal 2021</u>	
<u>Share-based Compensation Arrangement by Share-based Payment Award [Line Items]</u>	
<u>Underlying shares (in shares)</u>	150
<u>Fiscal 2022</u>	
<u>Share-based Compensation Arrangement by Share-based Payment Award [Line Items]</u>	
<u>Underlying shares (in shares)</u>	150

**Income Taxes - Schedule of
Reconciliation of Effective
Income Tax Rate (Details)**

12 Months Ended

Jul. 31, 2019 Jul. 31, 2018 Jul. 31, 2017

Income Tax Disclosure [Abstract]

<u>Tax at federal statutory rate</u>	21.00%	21.00%	34.00%
<u>State taxes</u>	0.10%	0.00%	1.50%
<u>Impact of foreign rate differential</u>	(0.90%)	0.30%	(1.70%)
<u>Meals and entertainment</u>	(1.90%)	(1.30%)	(0.50%)
<u>Stock-based compensation</u>	147.20%	(3.80%)	(2.80%)
<u>Impact of U.S. tax reform</u>	0.00%	(58.60%)	0.00%
<u>Provision to return adjustments</u>	1.20%	2.80%	(0.30%)
<u>U.S. tax credits</u>	10.00%	3.70%	0.00%
<u>Change in valuation allowance</u>	(176.90%)	33.50%	(32.40%)
<u>Withholding Tax</u>	(2.40%)	(1.10%)	0.00%
<u>Other</u>	(0.10%)	(0.60%)	(0.30%)
<u>Effective tax rate</u>	(2.70%)	(4.10%)	(2.50%)

**Consolidated Statement of
Cash Flows - USD (\$)
\$ in Thousands**

**12 Months Ended
Jul. 31, Jul. 31, Jul. 31,
2019 2018 2017**

Cash Flows From Operating Activities

Net loss \$ (28,655) \$ (33,646) \$ (35,460)

Adjustments to reconcile net loss to cash provided by operating activities:

Depreciation and amortization expense 10,398 7,988 6,840

Amortization expense of acquired intangible assets 908 0 0

Amortization of deferred contract acquisition costs 18,651 13,181 8,474

Stock-based compensation expense 46,423 11,224 9,919

Deferred income taxes (1,392) 0 0

Accretion of purchased discounts, net of amortization of investment premiums (2,181) 0 0

Other 284 130 (89)

Changes in operating assets and liabilities, net of effects of business acquisitions:

Accounts receivable (31,730) (22,559) (14,563)

Deferred contract acquisition costs (32,526) (34,429) (21,999)

Prepaid expenses, other current and noncurrent assets (7,642) (5,068) (2,718)

Accounts payable 495 (779) 2,249

Accrued expenses, other current and noncurrent liabilities (336) 2,076 5,376

Accrued compensation (1,849) 11,785 5,246

Deferred revenue 87,179 67,404 30,706

Net cash provided by (used in) operating activities 58,027 17,307 (6,019)

Cash Flows From Investing Activities

Purchases of property, equipment and other (25,520) (13,397) (7,783)

Capitalized internal-use software (3,162) (1,773) (391)

Acquired intangible assets (1,480) 0 0

Payments for business acquisitions, net of cash acquired (11,432) 0 0

Purchases of short-term investments (335,186) (163,366) 0

Proceeds from maturities of short-term investments 199,716 433 0

Proceeds from sale of short-term investments 14,990 0 0

Net cash used in investing activities (162,074) (178,103) (8,174)

Cash Flows From Financing Activities

Proceeds from initial public offering, net of underwriting discounts and commissions 0 205,344 0

Payments of offering costs related to initial public offering (1,797) (4,336) (31)

Proceeds from issuance of common stock upon exercise of stock options 29,862 4,985 2,971

Proceeds from issuance of common stock related to early exercised stock options 0 869 4,701

Proceeds from issuance of common stock under the employee stock purchase plan 16,436 0 0

Repurchases of unvested common stock (22) (3,811) 0

<u>Repayments of notes receivable from stockholders</u>	1,905	5,346	1,856
<u>Net cash provided by financing activities</u>	46,384	208,397	9,497
<u>Net increase (decrease) in cash, cash equivalents and restricted cash</u>	(57,663)	47,601	(4,696)
<u>Cash, cash equivalents and restricted cash at beginning of period</u>	136,147	88,546	93,242
<u>Cash, cash equivalents and restricted cash at end of period</u>	78,484	136,147	88,546
<u>Supplemental Disclosure of Cash Flow Information:</u>			
<u>Cash paid for income taxes, net of tax refunds</u>	1,770	870	385
<u>Supplemental Disclosure of Noncash Investing and Financing Activities:</u>			
<u>Net change in purchased equipment included in accounts payable and accrued expenses</u>	2,911	(537)	746
<u>Accretion of Series C and D redeemable convertible preferred stock</u>	0	6,332	9,570
<u>Repurchases of unvested common stock by cancellation of indebtedness</u>	0	214	263
<u>Vesting of early exercised common stock options</u>	983	3,255	3,702
<u>Net change in deferred offering costs accrued</u>	(2,097)	940	1,157
<u>Conversion of redeemable convertible preferred stock to common stock</u>	0	207,309	0
<u>Total cash, cash equivalents and restricted cash</u>	\$ 136,147	\$ 136,147	\$ 93,242

**Consolidated Statements of
Operations - USD (\$)
shares in Thousands, \$ in
Thousands**

**12 Months Ended
Jul. 31, Jul. 31, Jul. 31,
2019 2018 2017**

Income Statement [Abstract]

	\$	\$	\$
<u>Revenue</u>	302,836	190,174	125,717
<u>Cost of revenue</u>	59,669	37,875	27,472
<u>Gross profit</u>	243,167	152,299	98,245
<u>Operating expenses:</u>			
<u>Sales and marketing</u>	169,913	116,409	79,236
<u>Research and development</u>	61,969	39,379	33,561
<u>General and administrative</u>	46,598	31,135	20,521
<u>Total operating expenses</u>	278,480	186,923	133,318
<u>Loss from operations</u>	(35,313)	(34,624)	(35,073)
<u>Interest income, net</u>	7,730	2,236	597
<u>Other income (expense), net</u>	(329)	79	(107)
<u>Loss before income taxes</u>	(27,912)	(32,309)	(34,583)
<u>Provision for income taxes</u>	743	1,337	877
<u>Net loss</u>	(28,655)	(33,646)	(35,460)
<u>Accretion of Series C and D redeemable convertible preferred stock</u>	0	(6,332)	(9,570)
<u>Net loss attributable to common stockholders</u>	\$ (28,655)	\$ (39,978)	\$ (45,030)
<u>Net loss per share attributable to common stockholders, basic and diluted (in dollars per share)</u>	\$ (0.23)	\$ (0.63)	\$ (1.54)
<u>Weighted-average shares used in computing net loss per share attributable to common stockholders, basic and diluted (in shares)</u>	123,566	63,881	29,221

**Cash Equivalents and Short-
Term Investments - Schedule
of Unrealized Position
(Details) - USD (\$)
\$ in Thousands**

Jul. 31, 2019 Jul. 31, 2018

Debt Securities, Available-for-sale [Line Items]

<u>Less than 12 months, fair value</u>	\$ 56,548	\$ 157,016
<u>Less than 12 months, unrealized losses</u>	(62)	(124)
<u>Greater than 12 months, fair value</u>	18,356	0
<u>Greater than 12 months, unrealized losses</u>	(16)	0
<u>Total fair value</u>	74,904	157,016
<u>Total unrealized losses</u>	(78)	(124)

U.S. treasury securities

Debt Securities, Available-for-sale [Line Items]

<u>Less than 12 months, fair value</u>	5,719	55,750
<u>Less than 12 months, unrealized losses</u>	(9)	(17)
<u>Greater than 12 months, fair value</u>	0	0
<u>Greater than 12 months, unrealized losses</u>	0	0
<u>Total fair value</u>	5,719	55,750
<u>Total unrealized losses</u>	(9)	(17)

U.S. government agency securities

Debt Securities, Available-for-sale [Line Items]

<u>Less than 12 months, fair value</u>	36,550	17,934
<u>Less than 12 months, unrealized losses</u>	(37)	(19)
<u>Greater than 12 months, fair value</u>	9,992	0
<u>Greater than 12 months, unrealized losses</u>	(13)	0
<u>Total fair value</u>	46,542	17,934
<u>Total unrealized losses</u>	(50)	(19)

Corporate debt securities

Debt Securities, Available-for-sale [Line Items]

<u>Less than 12 months, fair value</u>	14,279	83,332
<u>Less than 12 months, unrealized losses</u>	(16)	(88)
<u>Greater than 12 months, fair value</u>	8,364	0
<u>Greater than 12 months, unrealized losses</u>	(3)	0
<u>Total fair value</u>	22,643	83,332
<u>Total unrealized losses</u>	\$ (19)	\$ (88)

**Business and Summary of
Significant Accounting
Policies - Summary of
Deferred Contract
Acquisition Costs (Details) -
USD (\$)
\$ in Thousands**

12 Months Ended

**Jul. 31, Jul. 31, Jul. 31, Jul. 31, Jul. 31, Jul. 31,
2019 2018 2017 2019 2018 2017**

**Changes in Capitalized Contract Cost [Roll
Forward]**

<u>Beginning balance</u>	\$ 55,910	\$ 34,662	\$ 21,137			
<u>Capitalization of contract acquisition costs</u>	32,526	34,429	21,999			
<u>Amortization of deferred contract acquisition costs</u>	(18,651)	(13,181)	(8,474)			
<u>Ending balance</u>	69,785	55,910	34,662			
<u>Deferred contract acquisition costs</u>				\$ 21,219	\$ 16,136	\$ 10,469
<u>Deferred contract acquisition costs, noncurrent</u>				48,566	39,774	24,193
<u>Total deferred contract acquisition costs</u>	\$ 69,785	\$ 55,910	\$ 21,137	\$ 69,785	\$ 55,910	\$ 34,662

Business Combinations - Narrative (Details) \$ in Thousands	3 Months Ended 12 Months Ended	
	Jul. 31, 2019 USD (\$)	Jul. 31, 2019 USD (\$)
<u>Appsulate, Inc.</u>		
<u>Business Acquisition [Line Items]</u>		
<u>Purchase price</u>	\$ 12,900	
<u>Payments to acquire businesses, cash</u>	10,300	
<u>Holdback fund</u>	\$ 2,300	\$ 2,300
<u>Holdback funds, term</u>	18 months	
<u>Goodwill, excluding goodwill attributable to deferred tax liability</u>	\$ 5,900	5,900
<u>Acquired intangible assets</u>	7,000	7,000
<u>Acquisition related costs</u>		300
<u>Acquisition, deferred tax liability</u>	1,422	1,422
<u>Individual Business Acquisition</u>		
<u>Business Acquisition [Line Items]</u>		
<u>Purchase price</u>		1,100
<u>Payments to acquire businesses, cash</u>		800
<u>Holdback fund</u>	300	\$ 300
<u>Holdback funds, term</u>		18 months
<u>Developed technology Appsulate, Inc.</u>		
<u>Business Acquisition [Line Items]</u>		
<u>Acquired intangible assets</u>	\$ 7,000	\$ 7,000

**Net Loss Per Share
Attributable to Common
Stockholders**

[Earnings Per Share](#)

[\[Abstract\]](#)

[Net Loss Per Share](#)

[Attributable to Common](#)

[Stockholders](#)

12 Months Ended

Jul. 31, 2019

Net Loss Per Share Attributable to Common Stockholders

Basic and diluted net loss per share attributable to common stockholders is presented in conformity with the two-class method required by GAAP. We consider all series of our convertible preferred stock to be participating securities. Under the two-class method, the net loss attributable to common stockholders is allocated to the convertible preferred stock as the holders of our convertible preferred stock do not have a contractual obligation to share in our losses until the completion of our IPO, all shares of convertible preferred stock then outstanding, were automatically converted into an equivalent number of shares of common stock on a one-to-one basis. As of July 31, 2019, we did not have shares of convertible preferred stock issued and outstanding.

Basic net loss per share attributable to common stockholders is computed by dividing the net loss by the weighted-average number of shares of common stock outstanding during the period, less shares subject to repurchase. The diluted net loss per share attributable to common stockholders is computed by giving effect to all common stock equivalents outstanding for the period. For purposes of this calculation, our convertible preferred stock, stock options, early exercised stock options and purchase rights granted under the ESPP are considered to be potential common stock equivalents.

Since we have reported net losses for all periods presented, we have excluded all potentially dilutive securities from the calculation of diluted net loss per share attributable to common stockholders as their effect is antidilutive and accordingly, basic and diluted net loss per share attributable to common stockholders for all periods presented.

The following table sets forth the computation of basic and diluted net loss per share attributable to common stockholders:

	Year Ended July 31,	
	2019	2018
	(in thousands, except per share)	
Net loss	\$ (28,655)	\$ (33,640)
Accretion of Series C and D redeemable convertible preferred stock	—	(6,330)
Net loss attributable to common stockholders	\$ (28,655)	\$ (39,970)
Weighted-average shares used in computing net loss per share attributable to common stockholders, basic and diluted	123,566	63,880
Net loss per share attributable to common stockholders, basic and diluted	\$ (0.23)	\$ (0.63)

The following table summarizes the outstanding potentially dilutive securities that were excluded from the computation of diluted net loss per share attributable to common stockholders because the impact of including them would have been antidilutive:

	July 31,	
	2019	2018
	(in thousands)	
Convertible preferred stock	—	—
Outstanding stock options	8,861	16,170
Shares subject to repurchase from early exercised stock options	122	420
Share purchase rights under the ESPP	913	2,040
Unvested RSUs	4,152	200
Total	14,048	18,850

**Business and Summary of
Significant Accounting
Policies (Policies)**

12 Months Ended

Jul. 31, 2019

[Organization, Consolidation
and Presentation of
Financial Statements](#)

[\[Abstract\]](#)

[Fiscal Year](#)

Fiscal Year

Our fiscal year ends on July 31. References to fiscal 2019, for example, refer to our fiscal year ended July 31, 2019.

[Principles of Consolidation](#)

Principles of Consolidation The accompanying consolidated financial statements include the accounts of the Company and its subsidiaries and have been prepared in conformity with accounting principles generally accepted in the United States ("U.S. GAAP"). Intercompany balances and transactions have been eliminated in consolidation.

[Use of Estimates](#)

Use of Estimates

The preparation of consolidated financial statements in conformity with U.S. GAAP requires management to make estimates, judgments and assumptions that affect the amounts reported and disclosed in the financial statements and accompanying notes. Such estimates include, but are not limited to, the determination of the amount of deferred revenue, deferred contract acquisition costs, the period of benefit generated from our deferred contract acquisition costs, allowance for doubtful accounts, valuation of stock-based awards, useful lives of property and equipment and acquired intangible assets, fair value of assets and goodwill, legal contingencies and valuation of deferred tax assets. Management determines these estimates and assumptions on the basis of various other assumptions that are believed to be reasonable. Actual results could differ significantly from these estimates, and such differences may be material to the consolidated financial statements.

[Foreign Currency](#)

Foreign Currency The functional currency of our foreign subsidiaries is the U.S. dollar. Accordingly, monetary assets and liabilities of foreign subsidiaries are re-measured into U.S. dollars at the exchange rates in effect at the reporting date, non-monetary assets and liabilities are re-measured at historical rates, revenue and expenses are re-measured at average exchange rates in effect during each reporting period. Currency transaction gains and losses are recorded in other income (expense), net in the consolidated statements of operations.

[Concentration of Risks](#)

Concentration of Risks

We generate revenue primarily from sale of subscriptions to access our cloud platform, together with related support services. Our sales team and partner network of global telecommunications service providers, system integrators and value-added resellers (collectively "channel partners"), sell our services to organizations of all sizes. Due to the nature of our services and the terms and conditions of our contracts with our channel partners, our business could be materially affected if we are not able to continue our relationships with them.

Our financial instruments that are exposed to concentrations of credit risk consist primarily of cash, cash equivalents, short-term investments and receivables. Although we deposit our cash with multiple financial institutions, the deposits, at times, may exceed federally insured limits. Cash equivalents consist of highly liquid investments in money market funds, U.S. treasury, U.S. agency securities and corporate debt securities, which are held at financial institutions in the United States.

We grant credit to our customers in the normal course of business. We monitor the financial condition of our customers to reduce the risk of non-payment.

[Segment Information](#)

Segment Information

We operate as one reportable and operating segment. Our chief operating decision maker is our chief executive officer, who reviews financial information on a consolidated basis for purposes of making operating decisions, assessing financial performance and allocating resources.

[Revenue Recognition](#)

Revenue Recognition

We have adopted Accounting Standards Codification ("ASC") Topic 606, Revenue From Contracts With Customers ("ASC 606"), effective January 1, 2018, using the full retrospective transition method. Under this method, we are presenting the consolidated financial statements for fiscal 2017, as if ASC 606 had been applied for the entire period as well.

In accordance with ASC 606, revenue is recognized when a customer obtains control of promised services. The amount of revenue recognized is the amount that we expect to be entitled to receive in exchange for these services. To achieve the core principle of this standard, we apply the following five steps:

1) Identify the contract with a customer

We consider the terms and conditions of the contracts and our customary business practices in identifying our contracts under ASC 606. We determine if a contract exists with a customer when the contract is approved, we can identify each party's rights regarding the services to be transferred, we can identify the payment terms and we have approved the contract.

we have determined the customer has the ability and intent to pay and the contract has commercial substance. We apply judgment in determining intent to pay, which is based on a variety of factors, including the customer's historical payment experience or, in the case of a new customer, credit history pertaining to the customer.

2) Identify the performance obligations in the contract

Performance obligations promised in a contract are identified based on the services that will be transferred to the customer that are both capable of being transferred to the customer and the customer can benefit from the service either on its own or together with other resources that are readily available from third parties or from other contracts in the context of the contract, whereby the transfer of the services is separately identifiable from other promises in the contract. Our performance obligations include (i) subscription and support services and (ii) professional and other services.

3) Determine the transaction price

The transaction price is determined based on the consideration to which we expect to be entitled in exchange for transferring services. Variable consideration is included in the transaction price if, in our judgment, it is probable that a significant future reversal of cumulative revenue under the contract is not expected. None of our contracts contain a significant financing component.

4) Allocate the transaction price to performance obligations in the contract

If the contract contains a single performance obligation, the entire transaction price is allocated to the single performance obligation. Contracts with multiple performance obligations require an allocation of the transaction price to each performance obligation based on a relative standalone selling price.

5) Recognize revenue when or as we satisfy a performance obligation

Revenue is recognized at the time the related performance obligation is satisfied by transferring the promised service to a customer. Revenue is recognized when control of the services is transferred to our customers, in an amount that reflects the consideration that we expect to receive in exchange for those services. We recognize revenue from contracts with customers and apply judgment in identifying and evaluating any terms and conditions in contracts which may impact the timing of revenue recognition.

Subscription and Support Revenue

We generate revenue primarily from sales of subscriptions to access our cloud platform, together with related support services to our customers. Our customers do not provide the customer with the right to take possession of our software operating our cloud platform at any time. Instead, customers receive access to our cloud platform over the contractual period. A time-elapsed output method is used to measure progress because we transfer control of the service over the period. Accordingly, the fixed consideration related to subscription and support revenue is generally recognized on a straight-line basis over the term of the contract from the date that our service is made available to the customer.

The typical subscription and support term is one to three years. Most of our contracts are non-cancelable over the contractual term. Customers may terminate their contracts for cause if we fail to perform in accordance with the contractual terms. Some of our customers have the option to purchase additional support services at a stated price. These options generally do not provide a material right as they are priced at our SSP.

Professional and Other Services Revenue

Professional and other services revenue consists of fees associated with providing deployment advisory services that educate and assist our customers in the implementation of our solutions, as well as advise customers on best practices as they deploy our solution. These services are distinct from subscription and support services. Professional services do not result in significant customization of the subscription service. Revenue from professional services provided on a time and material basis is recognized as the services are performed. Total professional and other services revenue has historically not been material.

Contracts with Multiple Performance Obligations

Most of our contracts with customers contain multiple promised services consisting of: (i) our subscription and support services and (ii) professional and other services that are distinct and accounted for separately. The transaction price is allocated to the separate performance obligations on a relative SSP basis. We determine our overall pricing

objectives, taking into consideration the type of subscription and support services and professional and other services, the geographical region of the contract, and the number of users.

Variable Consideration

Revenue from sales is recorded at the net sales price, which is the transaction price, and includes estimates of variable consideration. The amount of variable consideration that is included in the transaction price is constrained and is included in the net sales price only to the extent that it is probable that a significant reversal of cumulative revenue will not occur when the uncertainty is resolved.

If our services do not meet certain service level commitments, our customers are entitled to receive service credits, and in certain cases, in the form of variable consideration. We have historically not experienced any significant incidents affecting the defined levels of reliability and performance under our subscription contracts. Accordingly, estimated refunds related to these agreements were not material to the periods presented.

We provide rebates and other credits within our contracts with certain customers, which are estimated based on the value expected to be earned from the sales transaction. Overall, the transaction price is reduced to reflect our estimate of the amount of consideration to which we are entitled based on the expected performance. Estimated rebates and other credits were not material during the periods presented.

Disaggregation of Revenue

Subscription and support revenue is recognized over time and accounted for approximately 99% of our revenue in fiscal 2019, fiscal 2018 and fiscal 2017.

The following table summarizes the revenue by region based on the shipping address of customers who have contracted to use our cloud platform.

	Year Ended July 31,				
	2019		2018		Amount
	Amount	% Revenue	Amount	% Revenue	
(in thousands, except for percentage data)					
United States	\$ 148,807	49 %	\$ 86,123	45 %	\$ 57,990
Europe, Middle East and Africa ^(*)	124,437	41	84,828	45	56,850
Asia Pacific	23,838	8	14,465	8	9,850
Other	5,754	2	4,758	2	1,010
Total	\$ 302,836	100 %	\$ 190,174	100 %	\$ 125,710

^(*) Revenue from the United Kingdom represented 10%, 11% and 13% of the total revenue for fiscal 2019, fiscal 2018 and fiscal 2017, respectively.

The following table summarizes the revenue from contracts by type of customer:

	Year Ended July 31,				
	2019		2018		Amount
	Amount	% Revenue	Amount	% Revenue	
(in thousands, except for percentage data)					
Channel partners	\$ 289,579	96 %	\$ 175,798	92 %	\$ 110,900
Direct customers	13,257	4	14,376	8	14,810
Total	\$ 302,836	100 %	\$ 190,174	100 %	\$ 125,710

Contract Balances

Contract liabilities consist of deferred revenue and include payments received in advance of performance under the contract. Such amounts are recognized over the contractual period. In fiscal 2019, fiscal 2018 and fiscal 2017 we recognized revenue of \$143.9 million, \$85.3 million and \$58.5 million, respectively, included in the corresponding contract liability balance at the beginning of the related fiscal year.

We receive payments from customers based upon contractual billing schedules and accounts receivable are recorded when the right to receive payment is unconditional. Payment terms on invoiced amounts are typically 30 days but may be up to 90 days for some of our channel partners. Contract assets represent our contractual right to consideration for both completed and partially completed performance obligations that may not have been invoiced and such amounts were not material.

Remaining Performance Obligations

The typical subscription and support term is one to three years. Most of our subscription and support contracts are non-cancelable over the term of the contract. Customers typically have the right to terminate their contracts for cause, if we fail to perform. As of July 31, 2019, the aggregate amount of the remaining performance obligations was \$554.2 million. We expect to recognize 55% of the transaction price over the next 12 months and 98% over the next three years, with the remainder recognized thereafter.

Costs to Obtain and Fulfill a Contract

We capitalize sales commission and associated payroll taxes paid to internal sales personnel that are incremental to the acquisition of channel contracts. These costs are recorded as deferred contract acquisition costs in the consolidated balance sheets. We determine whether costs should be capitalized based on sales compensation plans, if the commissions are in fact incremental and would not have occurred absent the customer contract.

Sales commissions for renewal of a contract are not considered commensurate with the commissions paid for the acquisition of the initial contract. The difference in commission rates in proportion to their respective contract values. Commissions paid upon the initial acquisition of a contract are amortized over a period of benefit of five years while commissions paid for renewal contracts are amortized over the contractual term of the renewals. Amortization of acquisition costs is recognized on a straight-line basis commensurate with the pattern of revenue recognition and included in sales and marketing expenses in the consolidated statements of operations. We determine the period of benefit for commissions paid for the acquisition of the initial contract by taking into account the subscription term and expected renewals of our customer contracts, the duration of our relationships with our customers, customer retention data, customer lifecycle and other factors. We periodically review the carrying amount of deferred contract acquisition costs to determine whether events or changes in circumstances occurred that could impact the period of benefit of these deferred costs. We did not recognize any impairment losses of deferred contract acquisition costs during the periods presented.

[Accounts Receivable and Allowance](#)

Accounts Receivable and Allowance Accounts receivable are recorded at the invoiced amount and are non-interest bearing. Accounts receivable are stated at their net realizable value, net of an allowance for doubtful accounts. We have a well-established credit policy for our customers. Credit is extended to customers based on an evaluation of their financial condition and other factors. In determining the necessary allowance for doubtful accounts, management considers the current aging and financial condition of our customers, the amount of receivables in dispute and current payment patterns.

[Cash Equivalents](#)

We classify all highly liquid investments purchased with an original maturity of 90 days or less from the date of purchase as cash equivalents and all highly liquid investments with original maturities beyond 90 days at the time of purchase as short-term investments. Cash equivalents and short-term investments consist of highly liquid investments in money market funds, U.S. treasury securities, agency securities and corporate debt securities.

[Short-Term Investments](#)

We classify our investments as available-for-sale investments and present them within current assets since these investments represent long-term operations and we have the ability and intent, if necessary, to liquidate any of these investments in order to meet our liquidity needs within the next 12 months. Investments are carried at fair value, with unrealized gains and losses, net of tax, reported in accumulated other comprehensive income (loss) within stockholders' equity.

Our investments are reviewed periodically to determine whether a decline in a security's fair value below the amortized cost basis is other-than-temporary. If an individual investment exceeds its fair value, we consider available quantitative and qualitative factors such as the length of time and extent to which the fair value has been less than the cost, the financial condition and near-term prospects of the issuer and our intent to sell, or whether it is more likely than not we will not recover the investment before recovery of the investment's amortized cost basis. If we believe that a decline in fair value is determined to be other-than-temporary, we record a loss on investments to fair value. There were no impairments recognized on our investments during the periods presented.

Interest income, amortization of premiums and discounts, realized gains and losses and declines in fair value judged to be other-than-temporary on our available-for-sale securities are included in interest income, net in the consolidated statements of operations. We use the cost identification method to determine the cost in calculating realized gains and losses upon the sale of these investments.

[Fair Value of Financial Instruments](#)

Fair Value of Financial Instruments

Our financial instruments consist of cash equivalents, short-term investments, accounts receivable, accounts payable and accrued liabilities. Short-term investments are recorded at fair value. Accounts receivable, accounts payable and accrued liabilities are stated at their carrying value, which approximates fair value due to the short-time to the expected receipt or payment date. Assets recorded at fair value on a recurring basis in the consolidated balance sheets, cash and short-term investments, are categorized in accordance with the fair value hierarchy based upon the level of judgment associated with the inputs used to determine the fair values.

[Restricted Cash](#)

Restricted Cash We maintained restricted cash of \$0.6 million as of July 31, 2018 through letters of credit related to certain contracts. As of fiscal 2019, the letters of credit were converted to unsecured letters of credit and the underlying funds were released.

[Property and Equipment](#)

Property and Equipment Property and equipment, net are stated at historical cost net of accumulated depreciation. Property and equipment, excluding leasehold improvements, are depreciated using the straight-line method over the estimated useful lives of the respective assets, generally ranging from three to five years. Leasehold improvements are amortized using the straight-line method over the estimated useful lives of the respective assets or the lease term. Expenditures for maintenance and repairs are expensed as incurred. Significant improvements and betterments that substantially enhance the life of an asset are capitalized.

[Capitalized Internal-Use Software Development Costs](#)

Capitalized Internal-Use Software Development Costs We capitalize certain costs incurred during the application development process in connection with software development for our cloud security platform. Costs related to preliminary project activities and development activities are expensed as incurred. Capitalized costs are recorded as part of property and equipment in the consolidated balance sheet. Maintenance and training costs are expensed as incurred. Capitalized internal-use software is amortized on a straight-line basis over its estimated useful life, which is generally three years, and is recorded as cost of revenue in the consolidated statements of operations.

[Business Combinations](#)

Business Combinations

We account for our business combinations using the acquisition method of accounting, which requires, among other things, allocation of consideration to the tangible and intangible assets acquired and liabilities assumed at their estimated fair values on the acquisition date. The excess consideration over the values of these identifiable assets and liabilities is recorded as goodwill. When determining the fair value of assets acquired, we make estimates and assumptions, especially with respect to intangible assets. Our estimates of fair value are based upon assumptions believed to be reasonable, but which are inherently uncertain and unpredictable and, as a result, actual results may differ from estimates. During the measurement period, not to exceed one year from the acquisition date, if new information is obtained related to facts and circumstances that existed as of the acquisition date, we may record adjustments to the assets acquired and liabilities assumed, with a corresponding offset to goodwill. After the measurement period, subsequent adjustments are reflected in the consolidated statements of operations. Acquisition costs, such as legal and consulting fees, are expensed as incurred.

[Goodwill and Intangible Assets](#)

Goodwill represents the excess of the fair value of purchase consideration in a business combination over the fair value of net tangible and intangible assets. Goodwill amounts are not amortized, but rather tested for impairment at least annually or more often if circumstances indicate that the carrying value may be impaired. No indications of impairment of goodwill were noted during the periods presented.

Acquired intangible assets consist of identifiable intangible assets, including developed technology and customer relationships, resulting from business combinations. Acquired finite-lived intangible assets are initially recorded at fair value and are amortized on a straight-line basis over their estimated useful lives. The value of developed technology and customer relationships is recorded primarily within cost of revenues and sales and marketing expenses, respectively, in the consolidated statements of operations.

[Impairment of Long-Lived Assets](#)

Long-lived assets, such as property and equipment and acquired intangible assets, are reviewed for impairment whenever circumstances indicate that their carrying amounts may not be recoverable. We measure the recoverability of these assets by comparing their carrying amounts to the future undiscounted cash flows that these assets are expected to generate. If the total of the future cash flows is less than the carrying amount of an asset, we record an impairment charge for the amount by which the carrying amount exceeds the fair value. Impairment losses on long-lived assets were not material during the periods presented.

[Deferred Offering Costs](#)

Deferred Offering Costs Deferred offering costs consisted of fees and expenses incurred in connection with the sale of our common stock in our IPO, including legal, accounting, printing and other IPO-related costs.

[Leases](#)

Leases

We lease our facilities under operating lease agreements and recognize related rent expense on a straight-line basis over the term of the lease. Lease agreements contain rent holidays, scheduled rent increases, lease incentives and renewal options. Rent holidays and scheduled rent increases are included in the calculation of rent expense to be recorded over the lease term. Lease incentives are recognized as a reduction of rent expense on a straight-line basis over the term of the lease. Lease incentives are not assumed in the determination of the lease term unless they are deemed to be reasonably assured at the inception of the lease. We begin recognizing rent expense on the date that we obtain the legal right to use and control of the leased space.

[Stock-Based Compensation](#)

Stock-Based Compensation

Compensation expense related to stock-based awards granted to employees and non-employees is calculated based on the fair value of stock-based awards at the grant date.

Stock-based compensation for common stock options is recognized based on the fair value of the awards granted, determined using the Black-Scholes option pricing model and a single option award approach. Stock-based compensation expense is recognized on a straight-line basis over the requisite service period. Stock-based compensation for purchase rights granted under the employee stock purchase plan is based on the Black-Scholes option pricing model. The fair value of awards estimated as of the beginning of the offering period. Stock-based

compensation expense is recognized following the straight-line attribution method over the offering period. Stock-based compensation for restricted stock is based on the market closing price of our common stock on the grant date. Stock-based compensation expense is recognized on a straight-line basis over the offering period, generally four years.

Prior to our IPO, the fair value of our common stock for financial reporting purposes was determined considering numerous objective and subjective factors and our judgment to determine the fair value of common stock as of each grant date. Subsequent to the IPO, we determine the fair value using the market closing price of our common stock on the date of grant.

[Research and Development](#)

Research and Development

Our research and development expenses support our efforts to add new features to our existing offerings and to ensure the reliability, availability and performance of our solutions. Our cloud platform is software-driven, and our research and development teams employ software engineers in the design and the development, testing, certification and support of our solutions. Accordingly, the majority of our research and development expenses result from employee-related costs, including salaries and benefits and costs associated with technology tools used by our engineers.

[Advertising Expenses](#)

Advertising Expenses Advertising expenses are charged to sales and marketing expense in the consolidated statements of operations.

[Warranties and Indemnification](#)

Warranties and Indemnification

Our cloud platform is generally warranted to be free of defects under normal use and to perform substantially in accordance with the subscription terms. Our contracts generally include provisions for indemnifying customers and channel partners against liabilities if our services infringe or misappropriate their intellectual property rights. Costs and liabilities incurred as a result of warranties and indemnification obligations were not material during the period presented.

[Legal Contingencies](#)

Legal Contingencies

We may be subject to legal proceedings and litigation arising from time to time. We record a liability when we believe that it is both probable that a liability has been incurred and the amount can be reasonably estimated. We periodically evaluate developments in our legal matters that could affect the amount of liability recorded and adjust, as appropriate. Until the final resolution of any such matter for which we may be required to record a liability, there may be a loss exposure that is not recorded and such amount could be significant. We expense legal fees as incurred.

[Income Taxes](#)

Income Taxes

We account for income taxes using the asset and liability method. Deferred income taxes are recognized by applying the enacted statutory tax rates to temporary differences between the carrying amounts of existing assets and liabilities and their respective tax bases and net operating loss and tax credit carryforwards. The effect on deferred tax assets and liabilities of a change in tax rates is recognized in the period that includes the enactment date. The measurement of deferred tax assets and liabilities is reduced, if necessary, by a valuation allowance to amounts that are more likely than not to be realized.

We recognize tax benefits from uncertain tax positions only if we believe that it is more likely than not that the tax position will be sustained on audit by the tax authorities based on the technical merits of the position. The tax benefits recognized in the financial statements from such positions are then measured based on the expected benefit that has a greater than 50% likelihood of being realized upon settlement.

On December 22, 2017, the Tax Cuts and Jobs Act of 2017, or the Tax Act, was enacted. The Tax Act contains several key tax provisions that are not limited to, those reducing the U.S. federal corporate tax rate, imposing a one-time mandatory transition tax on previously untaxed foreign earnings and tax on the use of net operating loss carryforwards created in tax years beginning after December 31, 2017. During fiscal 2019, we completed our accounting for the Tax Act including the remeasurement of our deferred taxes, the one-time mandatory transition tax, and the policy decision regarding whether to elect the associated with GILTI within the measurement period provided by SAB 118. Because of the full valuation allowance recorded against our U.S. deferred tax assets, there was no incremental tax expense (or benefit) recognized related to finalizing the accounting for the Tax Act. We have elected to account for the one-time mandatory transition tax as a period cost.

[Comprehensive Loss](#)

Comprehensive Loss

Comprehensive loss consists of two components, net loss and other comprehensive income (loss). Other comprehensive income (loss) refers to changes in equity on available-for-sale investments, net of tax, that are recorded as an element of stockholders' equity (deficit) and are excluded from net loss.

[Net Loss Per Share Attributable to Common Stockholders](#)

Net Loss Per Share Attributable to Common Stockholders

Prior to the IPO, basic and diluted net loss per share attributable to common stockholders is presented in conformity with the two-class method for participating securities. We consider all series of our convertible preferred stock to be participating securities. Under the two-class method, the net loss attributable to common stockholders is not allocated to the convertible preferred stock as the holders of our convertible preferred stock do not have a contractual obligation to share in our net loss. Under the two-class method, net income is attributed to common stockholders and participating securities based on their participation rights.

Under the two-class method, basic net loss per share attributable to common stockholders is computed by dividing the net loss attributable to common stockholders by the weighted-average number of shares of common stock outstanding during the period. Net loss attributable to common stockholders is calculated after the effect of the accretion of redeemable convertible preferred stock outstanding during the period.

Diluted earnings per share attributable to common stockholders adjusts basic earnings per share for all potentially dilutive common stock equivalents outstanding during the period. Potentially dilutive securities consist of convertible preferred stock, stock options, shares subject to repurchase from early exercised shares to be issued under the employee stock purchase plan. Since we have reported net losses for all periods presented, we have excluded all potentially dilutive securities from the calculation of the diluted net loss per share attributable to common stockholders as their effect is antidilutive and accordingly, basic and diluted net loss per share attributable to common stockholders is the same for all periods presented.

Upon closing of the IPO, all shares of convertible preferred stock then outstanding were automatically converted into an equal number of shares of common stock on a one-to-one basis and their carrying amount reclassified into stockholders' equity (deficit).

[Recently Adopted Accounting Pronouncements; Recently Issued Accounting](#)

Recently Adopted Accounting Pronouncements

[Pronouncements Not Yet Adopted](#)

In January 2017, the Financial Accounting Standard Board ("FASB") issued Accounting Standard Update ("ASU") No. 2017-01, Business Clarifying the Definition of a Business. The amendment was issued to clarify the definition of a business with the objective of adding guidance to as to whether transactions should be accounted for as acquisitions of assets or businesses. This standard provides a screen test to determine when a set of assets (or a group of similar identifiable assets) that produce an output) is not a business. The screen requires that when substantially all of the fair value of the gross assets acquired is concentrated in one or a group of similar identifiable assets, the set is not a business. We adopted this standard as of August 1, 2018, and it did not have a material impact on our consolidated financial statements.

In January 2017, the FASB issued ASU 2017-04, Intangibles-Goodwill and Other (Topic 350), which simplifies the accounting for goodwill by removing step 2 from the goodwill impairment test. Instead, if the carrying amount of a reporting unit exceeds its fair value, an impairment loss shall be recognized equal to that excess, limited to the total amount of goodwill allocated to that reporting unit. For public business entities, this standard is effective for fiscal years beginning after December 15, 2019. Early adoption is permitted. We early adopted this standard on February 1, 2019, and it did not have a material impact on our consolidated financial statements.

In May 2017, the FASB issued ASU No. 2017-09, Compensation—Stock Compensation (Topic 718): Scope of Modification Accounting, which applies the guidance in Topic 718 around modifications of share-based payment awards. We adopted this standard as of August 1, 2018, and it did not have a material impact on our consolidated financial statements.

In August 2016, the FASB issued ASU No. 2016-15, Statement of Cash Flows (Topic 230): Classification of Certain Cash Receipts and Payments, which standard eliminates the diversity in practice related to the classification of certain cash receipts and payments for debt prepayment or extinguishment of a zero-coupon bond, the settlement of contingent liabilities arising from a business combination, proceeds from insurance settlements, distributions to investees and beneficial interests obtained in a financial asset securitization. We adopted this standard as of August 1, 2018 using the retrospective transition method and it did not have a material impact to our consolidated financial statements.

In November 2016, the FASB issued ASU No. 2016-18, Statement of Cash Flows (Topic 230): Restricted Cash, which requires that amounts that are restricted cash or restricted cash equivalents be included with cash and cash equivalents when reconciling the beginning-of-period and end-of-period balances on the statement of cash flows. We adopted this standard as of August 1, 2018 using the retrospective transition method and we have adjusted our statement of cash flows to conform to the current presentation.

In June 2018, the FASB issued ASU No. 2018-07, Compensation—Stock Compensation (Topic 718): Improvements to Nonemployee Share-Based Payment Awards, which simplifies the accounting for equity awards granted to nonemployees. For public business entities, it is effective for fiscal years beginning after December 15, 2018, and interim periods therein. Early adoption is permitted. We early adopted this standard as of August 1, 2018 using the prospective transition method and a cumulative-effect adjustment of \$0.3 million recognized within stockholders' equity, as a reduction of additional paid-in capital against accumulated other comprehensive income as of the adoption date.

In August 2018, the FASB issued ASU No. 2018-15, "Intangibles-Goodwill and Other-Internal-Use Software (Subtopic 350-40): Capitalizing Implementation Costs Incurred in a Cloud Computing Arrangement That Is a Service Contract," which aligns the requirements for capitalizing implementation costs incurred in a hosting arrangement that is a service contract with the requirements for capitalizing implementation costs incurred to develop or obtain internal-use software. The standard requires capitalized costs to be amortized on a straight-line basis generally over the term of the

arrangement, and the financial statement presentation for these capitalized costs would be the same as that of the fees related to the hosting arrangement. For public business entities, this standard is effective for fiscal years beginning after December 15, 2019, and interim periods within those fiscal years. Early adoption is permitted. We adopted this standard as of August 1, 2018 using the prospective transition method, and it did not have a material impact to our consolidated financial statements.

In August 2018, the SEC adopted the final rule under SEC Release No. 33-10532, "Disclosure Update and Simplification," amending certain disclosure requirements that have become redundant, duplicative, overlapping, outdated or superseded. In addition, the amendments expanded the disclosure requirements on the equity for interim financial statements. Under the amendments, an analysis of changes in each caption of stockholders' equity presented in interim financial statements is provided in a note or separate statement. The analysis should present a reconciliation of the beginning balance to the ending balance of each period. A reconciliation of comprehensive income is required to be filed. The final rule was effective November 5, 2018. We early adopted this requirement as of August 1, 2018, and the impact on the stockholder's equity accounts in the accompanying statements of redeemable convertible preferred stock and stockholders' equity (deficit) for the period ended August 31, 2018, was not material.

Recently Issued Accounting Pronouncements Not Yet Adopted

In February 2016, the FASB issued ASU No. 2016-02, Leases (Topic 842) ("ASU 2016-02") as amended, which requires recognition of lease liabilities for most leases with terms of more than 12 months. These standards are effective for fiscal years beginning after December 15, 2018, with early adoption permitted. We plan to adopt this standard effective August 1, 2019 on a modified retrospective basis and will not restate comparative periods. We plan to elect the practical expedient permitted under the transition guidance, which allows us to carryforward our historical lease classification, our assessment on whether a contract is a lease, and our initial direct costs for any leases that exist prior to adoption of the new standard. We will also plan to elect to combine lease and non-lease components. We also plan to elect not to record leases that, at the lease commencement date, have a lease term of 12 months or less on the balance sheet. The standard is not expected to have a material impact on the Company's consolidated balance sheets, but it will not have a material impact on its consolidated statement of operations or consolidated cash flows.

flows. Leases currently designated as operating leases and data centers in Note 7, Commitments and Contingencies, of these consolidated financial statements will be recognized on the consolidated balance sheet upon adoption at their net present value, which will increase total assets and liabilities in the consolidated balance sheet.

In June 2016, the FASB issued ASU No. 2016-13, Financial Instruments-Credit Losses (Topic 326): Measurement of Credit Losses on Financial Instruments, which amends guidance on reporting credit losses for assets held at amortized cost basis and available-for-sale debt securities to require that credit losses for these debt securities be presented as an allowance rather than as a write-down. The measurement of credit losses for newly recognized financial assets and the allowance for credit losses are recorded in the statements of operations. For public business entities, it is effective for fiscal years beginning on or after December 15, 2019, including interim periods within those fiscal years. Early adoption is permitted. We are currently evaluating the potential impact of this standard on our financial statements.

**Property and Equipment
(Tables)**

[Property, Plant and
Equipment \[Abstract\]](#)
[Schedule of Property and
Equipment](#)

**12 Months Ended
Jul. 31, 2019**

Property and equipment consisted of the following:

	<u>Estimated Useful Life</u>	<u>2019</u>
Hosting equipment	3 years	\$ 56,91
Computers and equipment	3-5 years	2,83
Purchased software	3 years	1,31
Capitalized internal-use software	3 years	9,90
Furniture and fixtures	5 years	1,56
Leasehold improvements	Shorter of useful life or lease term	2,25
Property and equipment, gross		74,78
Less: Accumulated depreciation and amortization		(33,73)
Total property and equipment, net		<u>\$ 41,04</u>

**Document and Entity
Information - USD (\$)
\$ in Billions**

12 Months Ended

Jul. 31, 2019

**Aug. 30,
2019** **Jan.
31,
2019**

Cover page.

Entity Central Index Key	0001713683
Current Fiscal Year End Date	--07-31
Document Fiscal Year Focus	2019
Document Fiscal Period Focus	FY
Amendment Flag	false
Document Type	10-K
Document Annual Report	true
Document Period End Date	Jul. 31, 2019
Document Transition Report	false
Entity File Number	001-38413
Entity Registrant Name	ZSCALER, INC.
Entity Incorporation, State or Country Code	DE
Entity Tax Identification Number	26-1173892
Entity Address, Address Line One	110 Rose Orchard Way
Entity Address, City or Town	San Jose
Entity Address, State or Province	CA
Entity Address, Postal Zip Code	95134
City Area Code	408
Local Phone Number	533-0288
Title of 12(b) Security	Common Stock, \$0.001 Par Value
Trading Symbol	ZS
Security Exchange Name	NASDAQ
Entity Well-known Seasoned Issuer	Yes
Entity Voluntary Filers	No
Entity Current Reporting Status	Yes
Entity Interactive Data Current	Yes
Entity Filer Category	Large Accelerated Filer
Entity Small Business	false
Entity Emerging Growth Company	false
Entity Shell Company	false
Entity Public Float	

\$ 2.8

Shares Outstanding

127,454,926

Documents Incorporated by Reference

Portions of the registrant's definitive Proxy Statement relating to its 2019 Annual Meeting of Stockholders are incorporated by reference into Part III of this Form 10-K where indicated. Such Proxy Statement will be filed with the United States Securities and Exchange Commission within 120 days after the end of the fiscal year to which this Annual Report on Form 10-K relates.

**Consolidated Statements of
Comprehensive Loss - USD**

(\$)

\$ in Thousands

12 Months Ended

Jul. 31, 2019 Jul. 31, 2018 Jul. 31, 2017

Statement of Comprehensive Income [Abstract]

<u>Net loss</u>	\$ (28,655)	\$ (33,646)	\$ (35,460)
<u>Other comprehensive income (loss), net of tax:</u>			
<u>Unrealized net gains (losses) on available-for-sale securities</u>	392	(124)	0
<u>Other comprehensive income (loss)</u>	392	(124)	0
<u>Comprehensive loss</u>	\$ (28,263)	\$ (33,770)	\$ (35,460)

**Stock Based Compensation -
RSU Activity (Details) -
RSUs - USD (\$)
\$ / shares in Units, shares in
Thousands, \$ in Thousands**

12 Months Ended

Jul. 31, 2019 Jul. 31, 2018

RSUs Outstanding

<u>Balance (in shares)</u>	209
<u>Stock options granted (in shares)</u>	4,176
<u>Vested (in shares)</u>	(89)
<u>Canceled or forfeited (in shares)</u>	(144)
<u>Balance (in shares)</u>	4,152

Weighted-Average Grant Date Fair Value per Share

<u>Balance (in dollars per share)</u>	\$ 48.51	\$ 26.26
<u>Granted (in dollars per share)</u>	49.13	
<u>Vested (in dollars per share)</u>	33.52	
<u>Canceled or forfeited (in dollars per share)</u>	\$ 43.52	

Additional Disclosures [Abstract]

<u>Aggregate Intrinsic Value</u>	\$ 349,872	\$ 7,394
<u>Aggregate Intrinsic Value, vested</u>	\$ 6,608	

**Income Taxes - Schedule of
Components of Provision of
Income Taxes (Details) -
USD (\$)**

12 Months Ended

Jul. 31, 2019 Jul. 31, 2018 Jul. 31, 2017

\$ in Thousands

Current:

<u>Federal</u>	\$ 0	\$ 0	\$ 0
<u>State</u>	64	(2)	31
<u>Foreign</u>	2,325	1,480	874
<u>Total current tax expense</u>	2,389	1,478	905

Deferred:

<u>Federal</u>	(1,431)	0	0
<u>State</u>	(107)	0	0
<u>Foreign</u>	(108)	(141)	(28)
<u>Total deferred tax expense</u>	(1,646)	(141)	(28)
<u>Total provision for income taxes</u>	\$ 743	\$ 1,337	\$ 877

**Business and Summary of
Significant Accounting
Policies**

12 Months Ended

Jul. 31, 2019

**Organization, Consolidation
and Presentation of
Financial Statements**

[Abstract]

**Business and Summary of
Significant Accounting
Policies**

Business and Summary of Significant Accounting Policies

Business

Zscaler, Inc. ("Zscaler," the "Company," "we," "us," or "our") is a cloud security company that developed a platform incorporating core security capabilities to enable users to safely utilize authorized applications and services based on an organization's policies. Our solution is a purpose-built, multi-tenant cloud platform that secures access for users and devices to applications and services, regardless of location. We deliver our solutions using a software-as-a-service model and sell subscriptions to customers to access our cloud platform, together with related support services. We were incorporated in Delaware and conduct business worldwide, with presence in North America, Europe and Asia. Our headquarters are located in San Jose, California.

Reverse Stock Split

In March 2018, our board of directors approved an amendment to the Company's amended and restated certificate of incorporation effecting a reverse stock split of the Company's issued and outstanding shares of common stock and convertible preferred stock. The reverse stock split was effected on March 29, 2018. The common stock and the convertible preferred stock was not adjusted as a result of the reverse stock split. All issued and outstanding share and amounts in the accompanying consolidated financial statements have been adjusted to reflect this reverse stock split for all periods presented.

Initial Public Offering

In March 2018, we completed our initial public offering ("IPO") of common stock, in which we sold 13,800,000 shares. The shares were sold at a price of \$16.00 per share for net proceeds of \$205.3 million, after deducting underwriters' discounts and commissions of \$15.5 million. In connection with the IPO, offering costs of \$6.2 million which were recorded within stockholders' equity (deficit) as a reduction of the net proceeds received from the IPO. At the closing of the IPO, all our outstanding shares of convertible preferred stock were automatically converted into 72,500,750 shares of common stock.

Fiscal Year

Our fiscal year ends on July 31. References to fiscal 2019, for example, refer to our fiscal year ended July 31, 2019.

Principles of Consolidation

The accompanying consolidated financial statements include the accounts of the Company and its wholly owned subsidiaries and have been prepared in accordance with accounting principles generally accepted in the United States ("U.S. GAAP"). All intercompany balances and transactions have been eliminated in full.

Use of Estimates

The preparation of consolidated financial statements in conformity with U.S. GAAP requires management to make estimates, judgments and assumptions that affect the amounts reported and disclosed in the financial statements and accompanying notes. Such estimates include, but are not limited to, the determination of the timing of revenue recognition, deferred revenue, deferred contract acquisition costs, the period of benefit generated from our deferred contract acquisition costs, allowance for doubtful accounts, valuation of stock-based awards, useful lives of property and equipment and acquired intangible assets, fair value of assets and goodwill, legal contingencies and valuation of deferred tax assets. Management determines these estimates and assumptions on historical data and other assumptions that are believed to be reasonable. Actual results could differ significantly from these estimates, and such differences may be reported in our financial statements.

Foreign Currency

The functional currency of our foreign subsidiaries is the U.S. dollar. Accordingly, monetary assets and liabilities of our foreign subsidiaries are measured in U.S. dollars at the exchange rates in effect at the reporting date, non-monetary assets and liabilities are re-measured at historical rates, revenue and expenses are measured at average exchange rates in effect during each reporting period. Foreign currency transaction gains and losses are recorded in other income (expense) in the statements of operations. We recognized re-measurement losses of \$0.3 million, \$0.1 million and \$0.1 million for fiscal 2019, fiscal 2018 and fiscal 2017, respectively.

JOBS Act Extended Transition Period

As a result of the market value of our common stock held by our non-affiliates as of January 31, 2019, we ceased to be an "emerging growth company" as defined in the Jumpstart Our Business Startups Act of 2012 (the "JOBS Act"), with our transition to a large accelerated filer status as of July 31, 2019.

not to avail ourselves of the extended transition periods available for complying with new or revised accounting pronouncements applicable to public emerging growth companies. Accordingly, the transition to a large accelerated filer did not have an impact to our consolidated financial statements.

Concentration of Risks

We generate revenue primarily from sale of subscriptions to access our cloud platform, together with related support services. Our sales are primarily through a partner network of global telecommunications service providers, system integrators and value-added resellers (collectively "channel partners"), selling to organizations of all sizes. Due to the nature of our services and the terms and conditions of our contracts with our channel partners, our business could be impacted if we are not able to continue our relationships with them.

Our financial instruments that are exposed to concentrations of credit risk consist primarily of cash, cash equivalents, short-term investments and receivables. Although we deposit our cash with multiple financial institutions, the deposits, at times, may exceed federally insured limits. Cash equivalents consist of highly liquid investments in money market funds, U.S. treasury, U.S. agency securities and corporate debt securities, which are held at financial institutions in the United States.

We grant credit to our customers in the normal course of business. We monitor the financial condition of our customers to reduce credit risk.

The following table summarizes the concentration of 10% or more of the total balance of accounts receivable, net:

	2019
Channel partner A	12%
Channel partner B	11%
Channel partner C	10%

* Represents less than 10%.

No single customer accounted for 10% or more of revenue in fiscal 2019, fiscal 2018 and fiscal 2017.

Segment Information

We operate as one reportable and operating segment. Our chief operating decision maker is our chief executive officer, who reviews financial information on a consolidated basis for purposes of making operating decisions, assessing financial performance and allocating resources.

Revenue Recognition

We have adopted Accounting Standards Codification ("ASC") Topic 606, Revenue From Contracts With Customers ("ASC 606"), effective January 1, 2018, using the full retrospective transition method. Under this method, we are presenting the consolidated financial statements for fiscal 2017, as if ASC 606 had been applied for the entire period as well.

In accordance with ASC 606, revenue is recognized when a customer obtains control of promised services. The amount of revenue recognized is the amount that we expect to be entitled to receive in exchange for these services. To achieve the core principle of this standard, we apply the following five steps:

1) Identify the contract with a customer

We consider the terms and conditions of the contracts and our customary business practices in identifying our contracts under ASC 606. We determine if a contract exists with a customer when the contract is approved, we can identify each party's rights regarding the services to be transferred, we can identify the payment terms, we have determined the customer has the ability and intent to pay and the contract has commercial substance. We apply judgment in determining the customer's intent to pay, which is based on a variety of factors, including the customer's historical payment experience or, in the case of a new customer, creditworthiness pertaining to the customer.

2) Identify the performance obligations in the contract

Performance obligations promised in a contract are identified based on the services that will be transferred to the customer that are both capable of being distinct and the customer can benefit from the service either on its own or together with other resources that are readily available from third parties or from the contract context of the contract, whereby the transfer of the services is separately identifiable from other promises in the contract. Our performance obligations include subscription and support services and (ii) professional and other services.

3) Determine the transaction price

The transaction price is determined based on the consideration to which we expect to be entitled in exchange for transferring services. Consideration is included in the transaction price if, in our judgment, it is probable that a significant future reversal of cumulative revenue under the contract is not expected. None of our contracts contain a significant financing component.

4) Allocate the transaction price to performance obligations in the contract

If the contract contains a single performance obligation, the entire transaction price is allocated to the single performance obligation. Contracts with multiple performance obligations require an allocation of the transaction price to each performance obligation based on a relative standalone selling price (SSP).

5) Recognize revenue when or as we satisfy a performance obligation

Revenue is recognized at the time the related performance obligation is satisfied by transferring the promised service to a customer. Revenue is recognized when control of the services is transferred to our customers, in an amount that reflects the consideration that we expect to receive in exchange for those services. We recognize revenue from contracts with customers and apply judgment in identifying and evaluating any terms and conditions in contracts which may impact the timing of revenue recognition.

Subscription and Support Revenue

We generate revenue primarily from sales of subscriptions to access our cloud platform, together with related support services to our customers. Customers do not provide the customer with the right to take possession of our software operating our cloud platform at any time. Instead, customers receive access to our cloud platform over the contractual period. A time-elapsed output method is used to measure progress because we transfer control of the service over the period. Accordingly, the fixed consideration related to subscription and support revenue is generally recognized on a straight-line basis over the period of the date that our service is made available to the customer.

The typical subscription and support term is one to three years. Most of our contracts are non-cancelable over the contractual term. Customers may terminate their contracts for cause if we fail to perform in accordance with the contractual terms. Some of our customers have the option to purchase additional support services at a stated price. These options generally do not provide a material right as they are priced at our SSP.

Professional and Other Services Revenue

Professional and other services revenue consists of fees associated with providing deployment advisory services that educate and assist our customers with the implementation of our solutions, as well as advise customers on best practices as they deploy our solution. These services are distinct from subscription and support services. Professional services do not result in significant customization of the subscription service. Revenue from professional services provided on a time and materials basis is recognized as services are performed. Total professional and other services revenue has historically not been material.

Contracts with Multiple Performance Obligations

Most of our contracts with customers contain multiple promised services consisting of: (i) our subscription and support services and (ii) professional services that are distinct and accounted for separately. The transaction price is allocated to the separate performance obligations on a relative SSP basis. We recognize revenue based on our overall pricing strategy.

In determining the relative SSP for each performance obligation, we consider our objectives, taking into consideration the type of subscription and support services and professional and other services, the geographical region of the customer and the number of users.

Variable Consideration

Revenue from sales is recorded at the net sales price, which is the transaction price, and includes estimates of variable consideration. The amount of variable consideration that is included in the transaction price is constrained and is included in the net sales price only to the extent that it is probable that a significant reversal of cumulative revenue will not occur when the uncertainty is resolved.

If our services do not meet certain service level commitments, our customers are entitled to receive service credits, and in certain cases, refunds, which are a form of variable consideration. We have historically not experienced any significant incidents affecting the defined levels of reliability and performance under our subscription contracts. Accordingly, estimated refunds related to these agreements were not material to the periods presented.

We provide rebates and other credits within our contracts with certain customers, which are estimated based on the value expected to be earned from the sales transaction. Overall, the transaction price is reduced to reflect our estimate of the amount of consideration to which we are entitled based on the expected rebates and other credits. Estimated rebates and other credits were not material during the periods presented.

Disaggregation of Revenue

Subscription and support revenue is recognized over time and accounted for approximately 99% of our revenue in fiscal 2019, fiscal 2018 and fiscal 2017.

The following table summarizes the revenue by region based on the shipping address of customers who have contracted to use our cloud platform.

	Year Ended July 31,				
	2019		2018		Amount
	Amount	% Revenue	Amount	% Revenue	
(in thousands, except for percentage data)					
United States	\$ 148,807	49 %	\$ 86,123	45 %	\$ 57,99
Europe, Middle East and Africa ^(*)	124,437	41	84,828	45	56,85
Asia Pacific	23,838	8	14,465	8	9,85
Other	5,754	2	4,758	2	1,01
Total	\$ 302,836	100 %	\$ 190,174	100 %	\$ 125,71

^(*) Revenue from the United Kingdom represented 10%, 11% and 13% of the total revenue for fiscal 2019, fiscal 2018 and fiscal 2017, respectively.

The following table summarizes the revenue from contracts by type of customer:

	Year Ended July 31,				
	2019		2018		Amount
	Amount	% Revenue	Amount	% Revenue	
(in thousands, except for percentage data)					
Channel partners	\$ 289,579	96 %	\$ 175,798	92 %	\$ 110,90
Direct customers	13,257	4	14,376	8	14,81
Total	\$ 302,836	100 %	\$ 190,174	100 %	\$ 125,71

Contract Balances

Contract liabilities consist of deferred revenue and include payments received in advance of performance under the contract. Such amounts are recognized over the contractual period. In fiscal 2019, fiscal 2018 and fiscal 2017 we recognized revenue of \$143.9 million, \$85.3 million and \$58.5 million, respectively, included in the corresponding contract liability balance at the beginning of the related fiscal year.

We receive payments from customers based upon contractual billing schedules and accounts receivable are recorded when the right to receive payment is unconditional. Payment terms on invoiced amounts are typically 30 days but may be up to 90 days for some of our channel partners. Contract assets represent our contractual right to consideration for both completed and partially completed performance obligations that may not have been invoiced and such amounts are not been material.

Remaining Performance Obligations

The typical subscription and support term is one to three years. Most of our subscription and support contracts are non-cancelable over the term of the contract. Customers typically have the right to terminate their contracts for cause, if we fail to perform. As of July 31, 2019, the aggregate amount of the remaining performance obligations was \$554.2 million. We expect to recognize 55% of the transaction price over the next 12 months and 98% over the next three years, with the remainder recognized thereafter.

Costs to Obtain and Fulfill a Contract

We capitalize sales commission and associated payroll taxes paid to internal sales personnel that are incremental to the acquisition of channel partner contracts. These costs are recorded as deferred contract acquisition costs in the consolidated balance sheets. We determine whether costs should be capitalized based on sales compensation plans, if the commissions are in fact incremental and would not have occurred absent the customer contract.

Sales commissions for renewal of a contract are not considered commensurate with the commissions paid for the acquisition of the initial contract. The difference in commission rates in proportion to their respective contract values. Commissions paid upon the initial acquisition of a contract are amortized over a period of benefit of five years while commissions paid for renewal contracts are amortized over the contractual term of the renewals. Amortization of contract acquisition costs is recognized on a straight-line basis commensurate with the pattern of revenue recognition and included in sales and marketing expenses in our statements of operations. We determine the period of benefit for commissions paid for the acquisition of the initial contract by taking into account the subscription term and expected renewals of our customer contracts, the duration of our relationships with our customers, customer retention data, customer lifecycle and other factors. We periodically review the carrying amount of deferred contract acquisition costs to determine whether events or changes in circumstances

occurred that could impact the period of benefit of these deferred costs. We did not recognize any impairment losses of deferred contract acquisition costs in the periods presented.

The following table summarizes the activity of the deferred contract acquisition costs:

	Year Ended July 31	
	2019	2018
	(in thousands)	
Beginning balance	\$ 55,910	\$ 34,666
Capitalization of contract acquisition costs	32,526	34,426
Amortization of deferred contract acquisition costs	(18,651)	(13,186)
Ending balance	<u>\$ 69,785</u>	<u>\$ 55,910</u>
Deferred contract acquisition costs	\$ 21,219	\$ 16,136
Deferred contract acquisition costs, noncurrent	48,566	39,774
Total deferred contract acquisition costs	<u>\$ 69,785</u>	<u>\$ 55,910</u>

Sales commissions accrued but not paid at July 31, 2019 and 2018, totaled \$9.0 million and \$10.0 million, respectively, which are included within the consolidated balance sheets.

Accounts Receivable and Allowance

Accounts receivable are recorded at the invoiced amount and are non-interest bearing. Accounts receivable are stated at their net realizable value, net of an allowance for doubtful accounts. We have a well-established collections history from our customers. Credit is extended to customers based on an evaluation of their creditworthiness and other factors. In determining the necessary allowance for doubtful accounts, management considers the current aging and financial condition of our customers, the nature of receivables in dispute and current payment patterns. The allowance for doubtful accounts has historically not been material. There were no material changes in the periods presented. Accordingly, the movements in the allowance for doubtful accounts were not material for any of the periods presented. The balance-sheet credit exposure related to our customers.

Cash Equivalents and Short-Term Investments

We classify all highly liquid investments purchased with an original maturity of 90 days or less from the date of purchase as cash equivalents. Investments with original maturities beyond 90 days at the time of purchase as short-term investments. Our cash equivalents and short-term investments include money market funds, U.S. treasury securities, U.S. government agency securities and corporate debt securities.

We classify our investments as available-for-sale investments and present them within current assets since these investments represent our long-term investment strategy. We have the ability and intent, if necessary, to liquidate any of these investments in order to meet our liquidity needs within the next 12 months. Investments are carried at fair value, with unrealized gains and losses, net of tax, reported in accumulated other comprehensive income (loss) within stockholders' equity.

Our investments are reviewed periodically to determine whether a decline in a security's fair value below the amortized cost basis is other-than-temporary. If an individual investment exceeds its fair value, we consider available quantitative and qualitative factors such as the length of time and extent to which the fair value has been less than the cost, the financial condition and near-term prospects of the issuer and our intent to sell, or whether it is more likely than not we will not recover the investment before recovery of the investment's amortized cost basis. If we believe that a decline in fair value is determined to be other-than-temporary, we record an impairment loss and adjust the investment to fair value. There were no impairments recognized on our investments during the periods presented.

Interest income, amortization of premiums and discounts, realized gains and losses and declines in fair value judged to be other-than-temporary are included in interest income, net in the consolidated statements of operations. We use the specific identification method to determine realized gains and losses upon the sale of these investments.

Fair Value of Financial Instruments

Our financial instruments consist of cash equivalents, short-term investments, accounts receivable, accounts payable and accrued liabilities. Short-term investments are recorded at fair value. Accounts receivable, accounts payable and accrued liabilities are stated at their carrying value, which approximates fair value due to the short-time to the expected receipt or payment date. Assets recorded at fair value on a recurring basis in the consolidated balance sheets, including cash equivalents and short-term investments, are categorized in accordance with the fair value hierarchy based upon the level of judgment associated with the inputs used to determine the fair value.

Restricted Cash

We maintained restricted cash of \$0.6 million as of July 31, 2018 through letters of credit related to certain lease agreements. In fiscal 2018, the restricted cash was converted to unsecured letters of credit and the underlying funds were released. As of July 31, 2019, we did not have restricted cash.

Property and Equipment

Property and equipment, net are stated at historical cost net of accumulated depreciation. Property and equipment, excluding leasehold improvements, are depreciated using the straight-line method over the estimated useful lives of the respective assets, generally ranging from three to five years. Leasehold improvements are depreciated using the straight-line method over the shorter of the estimated useful lives of the respective assets or the lease term. Expenditures for maintenance and repairs are expensed as incurred and significant improvements and betterments that substantially enhance the life of an asset are capitalized.

Capitalized Internal-Use Software Development Costs

We capitalize certain costs incurred during the application development stage in connection with software development for our cloud security solutions. Preliminary project activities and post-implementation activities are expensed as incurred. Capitalized costs are recorded as part of property and equipment on our balance sheets. Maintenance and training costs are expensed as incurred. Capitalized internal-use software is amortized on a straight-line basis over its useful life, which is generally three years, and is recorded as cost of revenue in the consolidated statements of operations. We capitalized costs associated with the development of software for internal-use of \$3.7 million, \$1.8 million and \$0.4 million in fiscal 2019, fiscal 2018 and fiscal 2017, respectively. We recognized amortization expense for capitalized internal-use software of \$1.0 million, \$0.9 million and \$1.2 million in fiscal 2019, fiscal 2018 and fiscal 2017, respectively.

Business Combinations

We account for our business combinations using the acquisition method of accounting, which requires, among other things, allocation of the purchase consideration to the tangible and intangible assets acquired and liabilities assumed at their estimated fair values on the acquisition date. The excess of the purchase consideration over the values of these identifiable assets and liabilities is recorded as goodwill. When determining the fair value of assets acquired in a business combination, we make estimates and assumptions, especially with respect to intangible assets. Our estimates of fair value are based upon assumptions believed to be reasonable, but which are inherently uncertain and unpredictable and, as a result, actual results may differ from estimates. During the measurement period, not to exceed one year from the acquisition date, we may record adjustments to the assets acquired and liabilities assumed, with a corresponding offset to goodwill if new information is obtained related to facts and circumstances that existed as of the acquisition date. After the measurement period, any adjustments are reflected in the consolidated statements of operations. Acquisition costs, such as legal and consulting fees, are expensed as incurred.

Goodwill and Other Long-Lived Assets, including Acquired Intangible Assets

Goodwill represents the excess of the fair value of purchase consideration in a business combination over the fair value of net tangible and intangible assets. Goodwill amounts are not amortized, but rather tested for impairment at least annually or more often if circumstances indicate that the carrying value may be impaired. No indications of impairment of goodwill were noted during the periods presented.

Acquired intangible assets consist of identifiable intangible assets, including developed technology and customer relationships, resulting from business combinations. Acquired finite-lived intangible assets are initially recorded at fair value and are amortized on a straight-line basis over their estimated useful lives. The value of developed technology and customer relationships is recorded primarily within cost of revenues and sales and marketing expenses, respectively, in the consolidated statements of operations.

Long-lived assets, such as property and equipment and acquired intangible assets, are reviewed for impairment whenever events or changes in circumstances indicate that their carrying amounts may not be recoverable. We measure the recoverability of these assets by comparing the carrying amounts to the future undiscounted cash flows that these assets are expected to generate. If the total of the future undiscounted cash flows are less than the carrying amount of an asset, we recognize an impairment loss for the amount by which the carrying amount of the asset exceeds the fair value. Impairment losses on long-lived assets were not material during the periods presented.

Deferred Offering Costs

Deferred offering costs consisted of fees and expenses incurred in connection with the sale of our common stock in an IPO, including legal fees and other IPO-related costs. Total deferred offering costs of \$6.2 million were reclassified into stockholders' equity as a reduction of the net proceeds from the IPO in the year ended July 31, 2018.

Leases

We lease our facilities under operating lease agreements and recognize related rent expense on a straight-line basis over the term of the lease. Lease agreements contain rent holidays, scheduled rent increases, lease incentives and renewal options. Rent holidays and scheduled rent increases are included in the amount of rent expense to be recorded over the lease term. Lease incentives are recognized as a reduction of rent expense on a straight-line basis over the term of the lease. They are not assumed in the determination of the lease term unless they are deemed to be reasonably assured at the inception of the lease. We begin recognizing rent expense on the date that we obtain the legal right to use and control of the leased space.

Stock-Based Compensation

Compensation expense related to stock-based awards granted to employees and non-employees is calculated based on the fair value of stock-based awards at the grant date.

Stock-based compensation for common stock options is recognized based on the fair value of the awards granted, determined using the Black-Scholes option pricing model and a single option award approach. Stock-based compensation expense is recognized on a straight-line basis over the requisite service period. Stock-based compensation for purchase rights granted under the employee stock purchase plan is based on the Black-Scholes option pricing model. The fair value of awards is estimated as of the beginning of the offering period. Stock-based

compensation expense is recognized following the straight-line attribution method over the offering period. Stock-based compensation for restricted stock is based on the market closing price of our common stock on the grant date. Stock-based compensation expense is recognized on a straight-line basis over the offering period, generally four years.

Prior to our IPO, the fair value of our common stock for financial reporting purposes was determined considering numerous objective and subjective factors and management's judgment to determine the fair value of common stock as of each grant date. Subsequent to the IPO, we determine the fair value using the market closing price of our common stock on the date of grant.

Research and Development

Our research and development expenses support our efforts to add new features to our existing offerings and to ensure the reliability, availability and performance of our solutions. Our cloud platform is software-driven, and our research and development teams employ software engineers in the design and the testing, certification and support of our solutions. Accordingly, the majority of our research and development expenses result from employee-related costs, including salaries and benefits and costs associated with technology tools used by our engineers.

Advertising Expenses

Advertising expenses are charged to sales and marketing expense in the consolidated statements of operations as incurred. We recognized advertising expenses of \$2.5 million, \$3.4 million and \$1.8 million in fiscal 2019, fiscal 2018 and fiscal 2017, respectively.

Warranties and Indemnification

Our cloud platform is generally warranted to be free of defects under normal use and to perform substantially in accordance with the subscription agreement. Our contracts generally include provisions for indemnifying customers and channel partners against liabilities if our services infringe or misappropriate their intellectual property rights. Costs and liabilities incurred as a result of warranties and indemnification obligations were not material during the periods presented.

Legal Contingencies

We may be subject to legal proceedings and litigation arising from time to time. We record a liability when we believe that it is both probable that a liability has been incurred and the amount can be reasonably estimated. We periodically evaluate developments in our legal matters that could affect the amount of liability and adjust, as appropriate. Until the final resolution of any such matter for which we may be required to record a liability, there may be a loss exposure that is not recorded and such amount could be significant. We expense legal fees as incurred.

Income Taxes

We account for income taxes using the asset and liability method. Deferred income taxes are recognized by applying the enacted statutory tax rates to the temporary differences between the carrying amounts of existing assets and liabilities and their respective tax bases and net operating loss and tax credit carryforwards. The change in deferred tax assets and liabilities of a change in tax rates is recognized in the period that includes the enactment date. The measurement of deferred tax assets is reduced, if necessary, by a valuation allowance to amounts that are more likely than not to be realized.

We recognize tax benefits from uncertain tax positions only if we believe that it is more likely than not that the tax position will be sustained on review by the tax authorities based on the technical merits of the position. The tax benefits recognized in the financial statements from such positions are then measured based on the expected benefit that has a greater than 50% likelihood of being realized upon settlement.

On December 22, 2017, the Tax Cuts and Jobs Act of 2017, or the Tax Act, was enacted. The Tax Act contains several key tax provisions that are not limited to, those reducing the U.S. federal corporate tax rate, imposing a one-time mandatory transition tax on previously untaxed foreign income, and related to the use of net operating loss carryforwards created in tax years beginning after December 31, 2017. During fiscal 2019, we completed our accounting for the Tax Act including the remeasurement of our deferred taxes, the one-time mandatory transition tax, and the policy decision regarding whether to recognize the tax expense associated with GILTI within the measurement period provided by SAB 118. Because of the full valuation allowance recorded against our U.S. deferred tax assets, there was no incremental tax expense (or benefit) recognized related to finalizing the accounting for the Tax Act. We have elected to account for the one-time mandatory transition tax as a period cost.

Comprehensive Loss

Comprehensive loss consists of two components, net loss and other comprehensive income (loss). Other comprehensive income (loss) refers to changes in the value of available-for-sale investments, net of tax, that are recorded as an element of stockholders' equity (deficit) and are excluded from net loss.

Net Loss Per Share Attributable to Common Stockholders

Prior to the IPO, basic and diluted net loss per share attributable to common stockholders is presented in conformity with the two-class method for convertible securities. We consider all series of our convertible preferred stock to be participating securities. Under the two-class method, the net loss attributable to common stockholders is not allocated to the convertible preferred stock as the holders of our convertible preferred stock do not have a contractual obligation to share in our net loss. Under the two-class method, net income is attributed to common stockholders and participating securities based on their participation rights.

Under the two-class method, basic net loss per share attributable to common stockholders is computed by dividing the net loss attributable to common stockholders by the weighted-average number of shares of common stock outstanding during the period. Net loss attributable to common stockholders is calculated after the accretion of redeemable convertible preferred stock outstanding during the period.

Diluted earnings per share attributable to common stockholders adjusts basic earnings per share for all potentially dilutive common stock outstanding during the period. Potentially dilutive securities consist of convertible preferred stock, stock options, shares subject to repurchase from early exercised stock options, and shares to be issued under the employee stock purchase plan. Since we have reported net losses for all periods presented, we have excluded all potentially dilutive securities from the calculation of the diluted net loss per share attributable to common stockholders as their effect is antidilutive and accordingly, basic earnings per share attributable to common stockholders is the same for all periods presented.

Upon closing of the IPO, all shares of convertible preferred stock then outstanding were automatically converted into an equivalent number of shares of common stock on a one-to-one basis and their carrying amount reclassified into stockholders' equity (deficit). As of July 31, 2019 and 2018, we did not have any convertible preferred stock outstanding.

Recently Adopted Accounting Pronouncements

In January 2017, the Financial Accounting Standard Board ("FASB") issued Accounting Standard Update ("ASU") No. 2017-01, Business Combinations: Identifying Intangible Assets. The amendment was issued to clarify the definition of a business with the objective of adding guidance to assist entities in determining whether transactions should be accounted for as acquisitions of assets or businesses. This standard provides a screen test to determine when a set of identifiable intangible assets (or a group of similar identifiable assets) is not a business. The screen requires that when substantially all of the fair value of the gross assets acquired is concentrated in one or a group of similar identifiable assets, the set is not a business. We adopted this standard as of August 1, 2018, and it did not have a material impact on our consolidated financial statements.

In January 2017, the FASB issued ASU 2017-04, Intangibles-Goodwill and Other (Topic 350), which simplifies the accounting for goodwill impairment. The standard eliminates step 2 from the goodwill impairment test. Instead, if the carrying amount of a reporting unit exceeds its fair value, an impairment loss shall be recognized equal to that excess, limited to the total amount of goodwill allocated to that reporting unit. For public business entities, this standard is effective for fiscal years beginning after December 15, 2019. Early adoption is permitted. We early adopted this standard on February 1, 2019, and it did not have a material impact on our consolidated financial statements.

In May 2017, the FASB issued ASU No. 2017-09, Compensation—Stock Compensation (Topic 718): Scope of Modification Accounting. The standard clarifies when to apply the guidance in Topic 718 around modifications of share-based payment awards. We adopted this standard as of August 1, 2018, and it did not have a material impact on our consolidated financial statements.

In August 2016, the FASB issued ASU No. 2016-15, Statement of Cash Flows (Topic 230): Classification of Certain Cash Receipts and Payments. The standard eliminates the diversity in practice related to the classification of certain cash receipts and payments for debt prepayment or extinguishment, zero-coupon bond, the settlement of contingent liabilities arising from a business combination, proceeds from insurance settlements, distributions to limited partners, investees and beneficial interests obtained in a financial asset securitization. We adopted this standard as of August 1, 2018 using the retrospective transition method and it did not have a material impact to our consolidated financial statements.

In November 2016, the FASB issued ASU No. 2016-18, Statement of Cash Flows (Topic 230): Restricted Cash, which requires that amounts that are reported as restricted cash or restricted cash equivalents be included with cash and cash equivalents when reconciling the beginning-of-period and end-of-period balances on the statement of cash flows. We adopted this standard as of August 1, 2018 using the retrospective transition method and we have adjusted our beginning-of-period statement of cash flows to conform to the current presentation.

In June 2018, the FASB issued ASU No. 2018-07, Compensation—Stock Compensation (Topic 718): Improvements to Nonemployee Share-Based Payment Accounting, which simplifies the accounting for equity awards granted to nonemployees. For public business entities, it is effective for fiscal years beginning after December 15, 2018, and interim periods therein. Early adoption is permitted. We early adopted this standard as of August 1, 2018 using the prospective transition method and it resulted in a cumulative-effect adjustment of \$0.3 million recognized within stockholders' equity, as a reduction of additional paid-in capital against accumulated other comprehensive income as of August 1, 2018.

In August 2018, the FASB issued ASU No. 2018-15, "Intangibles-Goodwill and Other-Internal-Use Software (Subtopic 350-40): Capitalizing Implementation Costs Incurred in a Cloud Computing Arrangement That Is a Service Contract," which aligns the requirements for capitalizing implementation costs incurred in a hosting arrangement that is a service contract with the requirements for capitalizing implementation costs incurred to develop or obtain internal-use software. This standard requires capitalized costs to be amortized on a straight-line basis generally over the term of the

arrangement, and the financial statement presentation for these capitalized costs would be the same as that of the fees related to the hosting arrangement. For public business entities, this standard is effective for fiscal years beginning after December 15, 2019, and interim periods within those fiscal years. Early adoption is permitted. We adopted this standard as of August 1, 2018 using the prospective transition method, and it did not have a material impact to our consolidated financial statements.

In August 2018, the SEC adopted the final rule under SEC Release No. 33-10532, "Disclosure Update and Simplification," amending certain disclosure requirements that have become redundant, duplicative, overlapping, outdated or superseded. In addition, the amendments expanded the disclosure requirements on the components of stockholders' equity for interim financial statements. Under the amendments, an analysis of changes in each caption of stockholders' equity presented in the interim financial statements is provided in a note or separate statement. The analysis should present a reconciliation of the beginning balance to the ending balance of each period. A reconciliation of comprehensive income is required to be filed. The final rule was effective November 5, 2018. We early adopted this requirement as of August 1, 2018. The amendments of the stockholder's equity accounts in the accompanying statements of redeemable convertible preferred stock and stockholders' equity (deficit) for the period ended

Recently Issued Accounting Pronouncements Not Yet Adopted

In February 2016, the FASB issued ASU No. 2016-02, Leases (Topic 842) ("ASU 2016-02") as amended, which requires recognition of lease liabilities for most leases with terms of more than 12 months. These standards are effective for fiscal years beginning after December 15, 2018, with early adoption permitted. We plan to adopt this standard effective August 1, 2019 on a modified retrospective basis and will not restate comparative periods. We plan to elect the practical expedient permitted under the transition guidance, which allows us to carryforward our historical lease classification, our assessment on whether a contract is a lease, and our initial direct costs for any leases that exist prior to adoption of the new standard. We will also plan to elect to combine lease and non-lease components. We also plan to elect not to record leases that, at the lease commencement date, have a lease term of 12 months or less on the balance sheet. The standard will have a material impact on the Company's consolidated balance sheets, but it will not have a material impact on its consolidated statement of operations or consolidated cash flows. Leases currently designated as operating leases and data centers in Note 7, Commitments and Contingencies, of these consolidated financial statements will be recorded on the consolidated balance sheet upon adoption at their net present value, which will increase total assets and liabilities in the consolidated balance sheet.

In June 2016, the FASB issued ASU No. 2016-13, Financial Instruments-Credit Losses (Topic 326): Measurement of Credit Losses on Financial Instruments, which amends guidance on reporting credit losses for assets held at amortized cost basis and available-for-sale debt securities to require that credit losses for these debt securities be presented as an allowance rather than as a write-down. The measurement of credit losses for newly recognized financial assets and the allowance for credit losses are recorded in the statements of operations. For public business entities, it is effective for fiscal years beginning after December 15, 2019, including interim periods within those fiscal years. Early adoption is permitted. We are currently evaluating the potential impact of this standard on our consolidated financial statements.

Fair Value Measurements
(Details) - USD (\$)
\$ in Thousands

Jul. 31, 2019 Jul. 31, 2018

Cash equivalents:

Total \$ 104,904

Short-term investments:

Total \$ 286,162 162,960

Fair Value, Measurements, Recurring

Cash equivalents:

Total 104,904

Short-term investments:

Total 286,162 162,960

Total cash equivalents and short-term investments 341,198 267,864

Fair Value, Measurements, Recurring | Level I

Cash equivalents:

Total 74,408

Short-term investments:

Total 0 0

Total cash equivalents and short-term investments 55,036 74,408

Fair Value, Measurements, Recurring | Level II

Cash equivalents:

Total 30,496

Short-term investments:

Total 286,162 162,960

Total cash equivalents and short-term investments 286,162 193,456

Fair Value, Measurements, Recurring | Level III

Cash equivalents:

Total 0

Short-term investments:

Total 0 0

Total cash equivalents and short-term investments 0 0

Money market funds

Cash equivalents:

Total 55,036 74,408

Money market funds | Fair Value, Measurements, Recurring

Cash equivalents:

Total 55,036 74,408

Money market funds | Fair Value, Measurements, Recurring | Level I

Cash equivalents:

Total 55,036 74,408

Money market funds | Fair Value, Measurements, Recurring | Level II

Cash equivalents:

Total 0 0

Money market funds | Fair Value, Measurements, Recurring | Level III

Cash equivalents:

Total 0 0

U.S. treasury securities

Cash equivalents:

Total 17,488

Short-term investments:

Total 125,281 55,751

U.S. treasury securities | Fair Value, Measurements, Recurring

Cash equivalents:

Total 17,488

Short-term investments:

Total 125,281 55,751

U.S. treasury securities | Fair Value, Measurements, Recurring | Level I

Cash equivalents:

Total 0

Short-term investments:

Total 0 0

U.S. treasury securities | Fair Value, Measurements, Recurring | Level II

Cash equivalents:

Total 17,488

Short-term investments:

Total 125,281 55,751

U.S. treasury securities | Fair Value, Measurements, Recurring | Level III

Cash equivalents:

Total 0

Short-term investments:

Total 0 0

U.S. government agency securities

Cash equivalents:

Total 1,999

Short-term investments:

Total 64,646 17,934

U.S. government agency securities | Fair Value, Measurements, Recurring

Cash equivalents:

Total 1,999

Short-term investments:

Total 64,646 17,934

U.S. government agency securities | Fair Value, Measurements, Recurring | Level I

Cash equivalents:

Total 0

Short-term investments:

Total 0 0

U.S. government agency securities | Fair Value, Measurements, Recurring | Level II

Cash equivalents:

Total 1,999

Short-term investments:

Total 64,646 17,934

U.S. government agency securities | Fair Value, Measurements, Recurring | Level III

Cash equivalents:

Total 0

Short-term investments:

Total 0 0

Corporate debt securities

Cash equivalents:

Total 11,009

Short-term investments:

Total 96,235 89,275

Corporate debt securities | Fair Value, Measurements, Recurring

Cash equivalents:

Total 11,009

Short-term investments:

Total 96,235 89,275

Corporate debt securities | Fair Value, Measurements, Recurring | Level I

Cash equivalents:

Total 0

Short-term investments:

Total 0 0

Corporate debt securities | Fair Value, Measurements, Recurring | Level II

Cash equivalents:

Total 11,009

Short-term investments:

Total 96,235 89,275

Corporate debt securities | Fair Value, Measurements, Recurring | Level III

Cash equivalents:

Total 0

Short-term investments:

Total \$ 0 \$ 0

**Business and Summary of
Significant Accounting
Policies - Remaining
Performance Obligation
(Details)**

**Jul. 31,
2019**

Revenue, Remaining Performance Obligation, Expected Timing of Satisfaction, Start Date [Axis]:
2019-08-01

Revenue, Remaining Performance Obligation, Expected Timing of Satisfaction [Line Items]

Revenue, remaining performance obligation, percentage

55.00%

Recognized transaction price period

12 months

Revenue, Remaining Performance Obligation, Expected Timing of Satisfaction, Start Date [Axis]:
2020-08-01

Revenue, Remaining Performance Obligation, Expected Timing of Satisfaction [Line Items]

Revenue, remaining performance obligation, percentage

98.00%

Recognized transaction price period

3 years

Related Party Transactions
(Details)
\$ in Millions

1 Months Ended
Nov. 30, 2016
USD (\$)

[Related Party Transactions \[Abstract\]](#)

[Stock-based compensation expense](#) \$ 4.4

**Net Loss Per Share
Attributable to Common
Stockholders - Net Loss Per
Share (Details) - USD (\$)
\$ / shares in Units, shares in
Thousands, \$ in Thousands**

12 Months Ended

**Jul. 31, Jul. 31, Jul. 31,
2019 2018 2017**

Earnings Per Share [Abstract]

Net loss

\$ \$ \$
(28,655) (33,646) (35,460)

Accretion of Series C and D redeemable convertible preferred stock

0 (6,332) (9,570)

Net loss attributable to common stockholders

\$ \$ \$
(28,655) (39,978) (45,030)

Weighted-average shares used in computing net loss per share attributable to common stockholders, basic and diluted (in shares)

123,566 63,881 29,221

Net loss per share attributable to common stockholders, basic and diluted (in dollars per share)

\$ (0.23) \$ (0.63) \$ (1.54)

Goodwill and Acquired Intangible Assets - Schedule of Goodwill (Details) **12 Months Ended Jul. 31, 2019**
\$ in Thousands **USD (\$)**

Goodwill [Roll Forward]

<u>Balance as of July 31, 2018</u>	\$ 0
<u>Goodwill acquired</u>	7,479
<u>Balance as of July 31, 2019</u>	\$ 7,479

**Commitments and
Contingencies - Summary of
Future Minimum Payments
Under Operating Leases
(Details)
\$ in Thousands**

**Jul. 31, 2019
USD (\$)**

Commitments and Contingencies Disclosure [Abstract]

<u>2020</u>	\$ 4,624
<u>2021</u>	5,836
<u>2022</u>	4,871
<u>2023</u>	6,143
<u>2024</u>	6,509
<u>Thereafter</u>	15,977
<u>Total</u>	\$ 43,960

**Common Stock - Schedule of
Common Stock (Details) -
shares
shares in Thousands**

**Jul. 31,
2019** **Jul. 31,
2018**

Share-based Compensation Arrangement by Share-based Payment Award [Line Items]

Equity awards outstanding (in shares) 8,861 16,175

Equity awards available for future grants (in shares) 31,751

Stock options

Share-based Compensation Arrangement by Share-based Payment Award [Line Items]

Equity awards outstanding (in shares) 8,861

Unvested RSUs

Share-based Compensation Arrangement by Share-based Payment Award [Line Items]

Equity awards outstanding (in shares) 4,152

Unvested performance stock units

Share-based Compensation Arrangement by Share-based Payment Award [Line Items]

Equity awards outstanding (in shares) 764

Employee stock purchase plan

Share-based Compensation Arrangement by Share-based Payment Award [Line Items]

Equity awards outstanding (in shares) 913

Equity awards available for future grants (in shares) 1,353

Equity incentive plans

Share-based Compensation Arrangement by Share-based Payment Award [Line Items]

Equity awards available for future grants (in shares) 15,708

**Business and Summary of
Significant Accounting
Policies - Disaggregation of
Revenue (Details) - USD (\$)
\$ in Thousands**

12 Months Ended

	Jul. 31, 2019	Jul. 31, 2018	Jul. 31, 2017
<u>Disaggregation of Revenue [Line Items]</u>			
<u>Revenue</u>	\$ 302,836	\$ 190,174	\$ 125,717
<u>Channel partners</u>			
<u>Disaggregation of Revenue [Line Items]</u>			
<u>Revenue</u>	289,579	175,798	110,900
<u>Direct customers</u>			
<u>Disaggregation of Revenue [Line Items]</u>			
<u>Revenue</u>	\$ 13,257	\$ 14,376	\$ 14,817
<u>Geographic Concentration Risk Sales Revenue, Net</u>			
<u>Disaggregation of Revenue [Line Items]</u>			
<u>Concentration risk percentage</u>	100.00%	100.00%	100.00%
<u>Customer Concentration Risk Sales Revenue, Net</u>			
<u>Disaggregation of Revenue [Line Items]</u>			
<u>Concentration risk percentage</u>	100.00%	100.00%	100.00%
<u>Customer Concentration Risk Sales Revenue, Net Channel partners</u>			
<u>Disaggregation of Revenue [Line Items]</u>			
<u>Concentration risk percentage</u>	96.00%	92.00%	88.00%
<u>Customer Concentration Risk Sales Revenue, Net Direct customers</u>			
<u>Disaggregation of Revenue [Line Items]</u>			
<u>Concentration risk percentage</u>	4.00%	8.00%	12.00%
<u>United States</u>			
<u>Disaggregation of Revenue [Line Items]</u>			
<u>Revenue</u>	\$ 148,807	\$ 86,123	\$ 57,990
<u>United States Geographic Concentration Risk Sales Revenue, Net</u>			
<u>Disaggregation of Revenue [Line Items]</u>			
<u>Concentration risk percentage</u>	49.00%	45.00%	46.00%
<u>Europe, Middle East and Africa</u>			
<u>Disaggregation of Revenue [Line Items]</u>			
<u>Revenue</u>	\$ 124,437	\$ 84,828	\$ 56,857
<u>Europe, Middle East and Africa Geographic Concentration Risk Sales Revenue, Net</u>			
<u>Disaggregation of Revenue [Line Items]</u>			
<u>Concentration risk percentage</u>	41.00%	45.00%	45.00%
<u>Asia Pacific</u>			
<u>Disaggregation of Revenue [Line Items]</u>			
<u>Revenue</u>	\$ 23,838	\$ 14,465	\$ 9,853
<u>Asia Pacific Geographic Concentration Risk Sales Revenue, Net</u>			
<u>Disaggregation of Revenue [Line Items]</u>			
<u>Concentration risk percentage</u>	8.00%	8.00%	8.00%

Other

Disaggregation of Revenue [Line Items]

Revenue \$ 5,754 \$ 4,758 \$ 1,017

Other | Geographic Concentration Risk | Sales Revenue, Net

Disaggregation of Revenue [Line Items]

Concentration risk percentage 2.00% 2.00% 1.00%

United Kingdom | Geographic Concentration Risk | Sales Revenue, Net

Disaggregation of Revenue [Line Items]

Concentration risk percentage 10.00% 11.00% 13.00%

1. The first part of the document discusses the importance of maintaining accurate records of all transactions and activities. It emphasizes the need for transparency and accountability in financial reporting.

2. The second part of the document outlines the various methods and techniques used to collect and analyze data. It includes a detailed description of the experimental procedures and the tools used for data collection.

3. The third part of the document presents the results of the study, including a comparison of the different methods and techniques used. It discusses the strengths and weaknesses of each method and provides a summary of the findings.

4. The fourth part of the document discusses the implications of the study and provides recommendations for future research. It highlights the need for further investigation into the effectiveness of the different methods and techniques used.

5. The fifth part of the document provides a conclusion and a summary of the key findings. It emphasizes the importance of maintaining accurate records and the need for transparency and accountability in financial reporting.

**Net Loss Per Share
Attributable to Common
Stockholders (Tables)**

[Earnings Per Share](#)

[\[Abstract\]](#)

[Schedule of Net Loss Per
Share, Basic and Diluted](#)

12 Months Ended

Jul. 31, 2019

The following table sets forth the computation of basic and diluted net loss per share attributable to common stockholders:

	Year Ended July 31	
	2019	2018
	(in thousands, except per share)	
Net loss	\$ (28,655)	\$ (33,641)
Accretion of Series C and D redeemable convertible preferred stock	—	(6,333)
Net loss attributable to common stockholders	\$ (28,655)	\$ (39,974)
Weighted-average shares used in computing net loss per share attributable to common stockholders, basic and diluted	123,566	63,883
Net loss per share attributable to common stockholders, basic and diluted	\$ (0.23)	\$ (0.63)

[Schedule of Antidilutive
Securities Excluded from
Computation of Earnings Per
Share](#)

The following table summarizes the outstanding potentially dilutive securities that were excluded from the computation of diluted net loss per share attributable to common stockholders because the impact of including them would have been antidilutive:

	July 31,	
	2019	2018
	(in thousands)	
Convertible preferred stock	—	—
Outstanding stock options	8,861	16,173
Shares subject to repurchase from early exercised stock options	122	42
Share purchase rights under the ESPP	913	2,041
Unvested RSUs	4,152	20
Total	14,048	18,856

**Commitments and
Contingencies (Tables)**

**12 Months Ended
Jul. 31, 2019**

[Commitments and
Contingencies Disclosure
\[Abstract\]](#)

[Schedule of Future Minimum
Rental Payments for Operating
Leases](#)

Future minimum payments under non-cancelable operating leases consisted of the following as of July 31, 2019:

Year ending July 31,

2020

2021

2022

2023

2024

Thereafter

Total

[Schedule of Future Minimum
Payments for Other
Commitments](#)

Future minimum payments under non-cancelable data center contracts consisted of the following as of July 31, 2019:

Year ending July 31,

2020

2021

2022

2023

Total

Property and Equipment

12 Months Ended
Jul. 31, 2019

[Property, Plant and
Equipment \[Abstract\]](#)
[Property and Equipment](#)

Property and Equipment

Property and equipment consisted of the following:

	Estimated Useful Life	2019
Hosting equipment	3 years	\$ 56,911
Computers and equipment	3-5 years	2,831
Purchased software	3 years	1,311
Capitalized internal-use software	3 years	9,901
Furniture and fixtures	5 years	1,561
Leasehold improvements	Shorter of useful life or lease term	2,251
Property and equipment, gross		74,781
Less: Accumulated depreciation and amortization		(33,731)
Total property and equipment, net		\$ 41,041

We recognized depreciation and amortization expense on property and equipment of \$10.4 million, \$8.0 million and \$6.8 million in fiscal 2018, 2017, and 2016, respectively.

Convertible Preferred Stock

**12 Months Ended
Jul. 31, 2019**

[Temporary Equity
Disclosure \[Abstract\]](#)

[Convertible Preferred Stock](#) Convertible Preferred Stock

Upon completion of our IPO, as further described in Note 1, Business and Summary of Significant Accounting Policies, of these consolidated financial statements all shares of convertible preferred stock then outstanding, totaling 72,500,750 shares, were automatically converted into an equivalent number of shares of common stock on a one-to-one basis and their carrying value, totaling \$207.3 million, inclusive of accretion of Series C and D redeemable convertible preferred stock of \$24.7 million, was reclassified to stockholders' equity.

Prior to the IPO, we recognized accretion to the redemption price of Series C and D redeemable convertible preferred stock. Accretion was recognized as a reduction of additional paid-in capital with a corresponding increase to the carrying value of Series C and D redeemable convertible preferred stock. Upon completion of the IPO, the accretion rights of Series C and D redeemable convertible preferred stock were terminated. We recognized accretion of Series C and D redeemable convertible preferred stock of \$6.3 million and \$9.6 million in fiscal 2018 and fiscal 2017, respectively.

The 401(k) Plan

**12 Months Ended
Jul. 31, 2019**

Retirement Benefits

[Abstract]

401(k) Plan

401(k) Plan We have a defined-contribution plan intended to qualify under Section 401 of the Internal Revenue Code (the "401(k) Plan"). We contracted with a third-party provider to act as a custodian and trustee, and to process and maintain the records of participant data. Substantially all the expenses incurred for administrating the 401(k) Plan are paid by us, which have not been material to the periods presented. We have not made any matching contributions during the periods presented.

Cash Equivalents and Short-Term Investments (Tables)

[Cash and Cash Equivalents \[Abstract\]](#)

[Schedule of Cash Equivalents and Short-Term Investments](#)

**12 Months Ended
Jul. 31, 2019**

Cash equivalents and short-term investments consisted of the following as of July 31, 2019:

	Amortized Cost	Unrealized Gains	Unrealized Losses
(in thousands)			
Cash equivalents:			
Money market funds	\$ 55,036	\$ —	\$ —
Short-term investments:			
U.S. treasury securities	\$ 125,042	\$ 248	\$ —
U.S. government agency securities	64,689	7	(5)
Corporate debt securities	96,047	207	(1)
Total	\$ 285,778	\$ 462	\$ (7)
Total cash equivalents and short-term investments	\$ 340,814	\$ 462	\$ (7)

Cash equivalents and short-term investments consisted of the following as of July 31, 2018:

	Amortized Cost	Unrealized Gains	Unrealized Losses
(in thousands)			
Cash equivalents:			
Money market funds	\$ 74,408	\$ —	\$ —
U.S. treasury securities	17,488	—	—
U.S. government agency securities	1,999	—	—
Corporate debt securities	11,010	—	(
Total	\$ 104,905	\$ —	\$ (
Short-term investments:			
U.S. treasury securities	\$ 55,768	\$ —	\$ (1
U.S. government agency securities	17,953	—	(1
Corporate debt securities	89,362	1	(8
Total	\$ 163,083	\$ 1	\$ (12
Total cash equivalents and short-term investments	\$ 267,988	\$ 1	\$ (12

[Schedule of Maturities](#)

The amortized cost and fair value of our short-term investments based on their stated maturities consisted of the following as of July 31, 2019:

	Amortized Cost
(in thousands)	
Due within one year	\$ 196,04
Due between one and two years	89,73
Total	\$ 285,77

[Schedule of Unrealized Loss on Investments](#)

Short-term investments that were in an unrealized loss position consisted of the following as of July 31, 2019:

	Less than 12 Months		Greater than 12 Months		
	Fair Value	Unrealized Losses	Fair Value	Unrealized Losses	
(in thousands)					
U.S. treasury securities	\$ 5,719	\$ (9)	\$ —	\$ —	\$
U.S. government agency securities	36,550	(37)	9,992	(13)	
Corporate debt securities	14,279	(16)	8,364	(3)	
Total	<u>\$ 56,548</u>	<u>\$ (62)</u>	<u>\$ 18,356</u>	<u>\$ (16)</u>	<u>\$</u>

The unrealized losses for the above securities as of July 31, 2019 were primarily attributable to changes in interest rates.

Short-term investments that were in an unrealized loss position consisted of the following as of July 31, 2018:

	Less than 12 Months		Greater than 12 Months		
	Fair Value	Unrealized Losses	Fair Value	Unrealized Losses	
(in thousands)					
U.S. treasury securities	\$ 55,750	\$ (17)	\$ —	\$ —	\$
U.S. government agency securities	17,934	(19)	—	—	
Corporate debt securities	83,332	(88)	—	—	
Total	<u>\$ 157,016</u>	<u>\$ (124)</u>	<u>\$ —</u>	<u>\$ —</u>	<u>\$ 1</u>

**Property and Equipment -
Narrative (Details) - USD (\$)
\$ in Thousands**

12 Months Ended

Jul. 31, 2019 Jul. 31, 2018 Jul. 31, 2017

Property, Plant and Equipment [Abstract]

<u>Depreciation and amortization expense</u>	\$ 10,398	\$ 7,988	\$ 6,840
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Cash Equivalents and Short-Term Investments - Schedule of Maturities (Details) - USD (\$)

Jul. 31, 2019 Jul. 31, 2018

\$ in Thousands

Cash and Cash Equivalents [Abstract]

<u>Due within one year, amortized cost</u>	\$ 196,046	
<u>Due within one year, fair value</u>	196,194	
<u>Due between one and two years, amortized cost</u>	89,732	
<u>Due between one and two years, fair value</u>	89,968	
<u>Short-term investments, amortized cost basis</u>	285,778	\$ 163,083
<u>Total short-term investments, fair value</u>	\$ 286,162	\$ 162,960

**Consolidated Balance Sheets
(Parenthetical) - \$ / shares**

Jul. 31, 2019 Jul. 31, 2018

Statement of Financial Position [Abstract]

<u>Preferred stock, par value (in dollars per share)</u>	\$ 0.001	\$ 0.001
<u>Preferred stock, shares authorized (in shares)</u>	200,000	200,000
<u>Preferred stock, shares issued (in shares)</u>	0	0
<u>Preferred stock, shares outstanding (in shares)</u>	0	0
<u>Common stock, par value (in dollars per share)</u>	\$ 0.001	\$ 0.001
<u>Common stock, shares authorized (in shares)</u>	1,000,000	1,000,000
<u>Common stock, shares issued (in shares)</u>	127,253	119,764
<u>Common stock, shares outstanding (in shares)</u>	127,253	119,764

**Consolidated Statements of
Redeemable Convertible
Preferred Stock and
Stockholders' Equity
(Deficit) (Parenthetical) -
USD (\$)
\$ in Thousands**

1 Months Ended 12 Months Ended

Mar. 31, 2018 Jul. 31, 2018

Statement of Stockholders' Equity [Abstract]

<u>Payments for underwriting expense</u>	\$ 15,500	\$ 15,456
<u>Issuance costs</u>	\$ 6,200	\$ 6,164

**Income Taxes - Narrative
(Details) - USD (\$)**

**12 Months Ended
Jul. 31, 2019 Jul. 31, 2018 Jul. 31, 2017**

Operating Loss Carryforwards [Line Items]

<u>Income tax benefit</u>	\$ (743,000)	\$ (1,337,000)	\$ (877,000)
<u>Change during the period</u>	58,154,000	(5,915,000)	11,194,000
<u>Unrecognized tax benefits</u>	4,427,000	2,622,000	\$ 0

Appulate, Inc.

Operating Loss Carryforwards [Line Items]

<u>Income tax benefit</u>	1,400,000		
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Federal Jurisdiction

Operating Loss Carryforwards [Line Items]

<u>Operating loss carryforward</u>	360,000,000.0	173,600,000	
<u>Operating loss carryforward, subject to expiration</u>	144,400,000		
<u>Operating loss carryforward, not subject to expiration</u>	215,600,000		

State Jurisdiction

Operating Loss Carryforwards [Line Items]

<u>Operating loss carryforward</u>	109,500,000	62,400,000	
<u>Operating loss carryforward, subject to expiration</u>	102,600,000		
<u>Operating loss carryforward, not subject to expiration</u>	6,900,000		

Foreign Tax Authority

Operating Loss Carryforwards [Line Items]

<u>Operating loss carryforward</u>	17,700,000	\$ 0	
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Research Tax Credit Carryforward | Federal Jurisdiction

Operating Loss Carryforwards [Line Items]

<u>Tax credit carryforward</u>	8,400,000		
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Research Tax Credit Carryforward | State Jurisdiction

Operating Loss Carryforwards [Line Items]

<u>Tax credit carryforward</u>	\$ 6,300,000		
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**Stock Based Compensation -
Schedule of Stock Options
(Details) - USD (\$)
\$ / shares in Units, shares in
Thousands, \$ in Thousands**

12 Months Ended

Jul. 31, 2019

Jul. 31, 2018

**Jul. 31,
2017**

Outstanding Stock Options

<u>Balance (in shares)</u>	16,175		
<u>Stock options exercised (in shares)</u>	(6,277)		
<u>Stock options canceled, forfeited, expired (in shares)</u>	(1,037)		
<u>Balance (in shares)</u>	8,861	16,175	
<u>Exercisable and expected to vest (in shares)</u>	3,311	5,499	

Weighted-Average Exercise Price

<u>Beginning balance (in dollars per share)</u>	\$ 6.20		
<u>Stock options exercised (in dollars per share)</u>	4.76		
<u>Stock options canceled, forfeited, expired (in dollars per share)</u>	6.77		
<u>Ending balance (in dollars per share)</u>	7.16	\$ 6.20	
<u>Exercisable and expected to vest (in dollars per share)</u>	\$ 5.60	\$ 3.97	

Additional Disclosures

<u>Options outstanding, weighted average remaining contractual term</u>	4 years 7 months 6 days	5 years 1 month 6 days	
<u>Exercisable, weighted average remaining contractual term</u>	4 years	4 years	
<u>Options outstanding, aggregate intrinsic value</u>	\$ 683,294	\$ 470,860	
<u>Options exercised, aggregate intrinsic value</u>	300,859	16,700	\$ 4,500
<u>Exercisable and expected to vest, aggregate intrinsic value</u>	\$ 260,479	\$ 172,317	

**Stock Based Compensation -
Stock-based Compensation
Expense (Details) - USD (\$)
\$ in Thousands**

12 Months Ended

**Jul. 31, Jul. 31, Jul. 31,
2019 2018 2017**

**Share-based Compensation Arrangement by Share-based Payment Award,
Compensation Cost [Line Items]**

<u>Total</u>	\$ 46,423	\$ 11,224	\$ 9,919
<u>Cost of revenue</u>			

**Share-based Compensation Arrangement by Share-based Payment Award,
Compensation Cost [Line Items]**

<u>Total</u>	2,926	757	348
<u>Sales and marketing</u>			

**Share-based Compensation Arrangement by Share-based Payment Award,
Compensation Cost [Line Items]**

<u>Total</u>	23,118	5,044	2,794
<u>Research and development</u>			

**Share-based Compensation Arrangement by Share-based Payment Award,
Compensation Cost [Line Items]**

<u>Total</u>	15,090	3,045	5,574
<u>General and administrative</u>			

**Share-based Compensation Arrangement by Share-based Payment Award,
Compensation Cost [Line Items]**

<u>Total</u>	\$ 5,289	\$ 2,378	\$ 1,203
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**Goodwill and Acquired
Intangible Assets - Schedule
of Future Amortization
Expense (Details) - USD (\$)
\$ in Thousands**

Jul. 31, 2019 Jul. 31, 2018

[Goodwill and Intangible Assets Disclosure \[Abstract\]](#)

<u>2020</u>	\$ 2,602	
<u>2021</u>	2,601	
<u>2022</u>	1,994	
<u>2023</u>	1,490	
<u>2024</u>	21	
<u>Total</u>	\$ 8,708	\$ 0

Convertible Preferred Stock (Details) \$ in Thousands	1 Months Ended		12 Months Ended			
	Mar. 31, 2018 USD (\$) shares	Mar. 31, 2018 USD (\$)	Jul. 31, 2018 USD (\$)	Jul. 31, 2017 USD (\$)	Jul. 31, 2019 USD (\$)	Jul. 31, 2016 USD (\$)
Temporary Equity Disclosure [Abstract]						
Conversion of redeemable convertible preferred stock to common stock upon initial public offering (in shares) shares	72,500,750					
Conversion ratio	1	1				
Temporary equity, carrying value	\$ 207,300	\$ 207,300	\$ 0	\$ 200,977	\$ 0	\$ 191,407
Temporary equity, accretion value	\$ 24,700					
Accretion of Series C and D redeemable convertible preferred stock			\$ (6,332)	\$ (9,570)		

**Segment and Geographic
Information - Narrative
(Details)**

**12 Months Ended
Jul. 31, 2019
segment**

[Risks and Uncertainties \[Abstract\]](#)

[Number of operating segments](#) 1

**Income Taxes - Schedule of
Unrecognized Tax Benefits
(Details) - USD (\$)
\$ in Thousands**

12 Months Ended
Jul. 31, Jul. 31,
2019 2018

**Reconciliation of Unrecognized Tax Benefits, Excluding Amounts Pertaining to
Examined Tax Returns [Roll Forward]**

<u>Beginning balance</u>	\$ 2,622	\$ 0
<u>Gross increase for tax positions of prior fiscal years</u>		1,746
<u>Gross decrease for tax positions of prior years</u>	(288)	
<u>Gross increase for tax positions of current year</u>	2,093	876
<u>Ending balance</u>	\$ 4,427	\$ 2,622

Stock Based Compensation

12 Months Ended
Jul. 31, 2019

[Share-based Payment Arrangement \[Abstract\]](#)
[Stock-Based Compensation](#)

Stock-Based Compensation

Equity Incentive Plans

We adopted the Fiscal Year 2018 Equity Incentive Plan (the "2018 Plan") in fiscal 2018 and the 2007 Stock Plan (the "2007 Plan") in fiscal 2007 as the "Plans." Equity incentive awards which may be granted to eligible participants under the Plans include restricted stock units, restricted stock, stock options, stock appreciation rights, performance units and performance shares. In March 2018, in connection with our IPO, the 2007 Plan was terminated and the remaining balance of shares of common stock available for grant. With the establishment of the 2018 Plan, we no longer grant stock-based awards. Any shares underlying stock options that expire or terminate or are forfeited or repurchased by us under the 2007 Plan are automatically transferred to the 2018 Plan.

Stock Options

Under the Plans, the exercise price of a stock option grant must be not less than 100% of the fair market value of the common stock on the date of grant. Stock options vest over four years with 25% of the option shares vesting one year from the date of grant and monthly thereafter over the remaining three years. Stock options granted under the 2018 Plan and 2007 Plan are exercisable over a maximum term of ten years and seven years, respectively, from the date of grant. Forfeited or canceled shall become available for future grant or sale under the 2018 Plan.

As of July 31, 2019, we have reserved a total of approximately 18,688,000 shares of common stock for the issuance of equity awards under the 2018 Plan. Approximately 15,708,000 shares were available for grant. The number of shares

of common stock available for issuance under the 2018 Plan also includes an annual increase on the first day of each fiscal year pursuant to its anti-dilution provision.

The stock option activity consisted of the following:

	Outstanding Stock Options	Weighted-Average Exercise Price	Weighted-Average Remaining Contractual Term (in years)	
(in thousands, except per share amounts)				
Balance as of July 31, 2018	16,175	\$6.20	5.1	\$
Stock options exercised	(6,277)	\$4.76		\$
Stock options canceled, forfeited or expired	(1,037)	\$6.77		
Balance as of July 31, 2019	8,861	\$7.16	4.6	\$
Exercisable and expected to vest as of July 31, 2018	5,499	\$3.97	4.0	\$
Exercisable and expected to vest as of July 31, 2019	3,311	\$5.60	4.0	\$

The aggregate intrinsic value of the options exercised represents the difference between the estimated fair value of our common stock on the date of exercise and the exercise price. The total intrinsic value of options exercised was \$300.9 million, \$16.7 million and \$4.5 million for fiscal 2019, fiscal 2018 and fiscal 2017, respectively. From the date of our IPO through July 31, 2019, we did not grant additional stock options. The weighted-average grant-date fair value per share of awards was \$2.10 for fiscal 2018 and fiscal 2017, respectively.

We estimated the fair value of stock options using the Black-Scholes option pricing model with the following assumptions:

	Year Ended July
	2018
Expected term (in years)	4.6 - 5.1
Expected stock price volatility	40.3% - 42.3%
Risk-free interest rate	1.7% - 2.8%
Dividend yield	0.0%

Restricted Stock Units

The 2018 Plan allows for the grant of restricted stock units ("RSUs"). Generally, RSUs are subject to a four-year vesting period, with approximately one year from the vesting commencing date and quarterly thereafter over the remaining vesting term. We began granting RSUs in 2018.

The RSU activity consisted of the following:

	RSUs Outstanding	Weighted-Average Grant Date Fair Value per Share
	(in thousands, except per share)	
Balance as of July 31, 2018	209	\$26.26
Granted	4,176	\$49.13
Vested	(89)	\$33.52
Canceled or forfeited	(144)	\$43.52
Balance as of July 31, 2019	<u>4,152</u>	<u>\$48.51</u>

Performance Stock Units

The 2018 Plan allows for the grant of performance stock units ("PSUs"). In October 2018, the compensation committee of our board of directors granted PSUs to certain members of our executive team corresponding to the performance periods of fiscal 2019, fiscal 2020, fiscal 2021 and fiscal 2022. The compensation committee determined and approved the corporate performance metrics for fiscal 2019. The corporate performance conditions of performance stock units for fiscal 2019 will be established and approved at the beginning of each related fiscal year. The right to receive such awards is subject to achievement of the performance metrics for each fiscal year and continuous service by the employee. Any earned awards are subject to additional time-based vesting conditions set forth in the respective award agreement. PSUs related to the fiscal 2019 performance period, totaling approximately 464,000 shares with a weighted-average grant date fair value per share of \$36.90, were forfeited effective at the end of fiscal 2019, resulting in a reversal of \$3.8 million of accrued stock-based compensation expense for the three months ended April 30, 2019. Accordingly, no stock-based compensation expense was recognized for these awards for fiscal 2019.

The number of unvested PSUs outstanding consisted of the following as of July 31, 2019:

Performance periods

Fiscal 2020

Fiscal 2021

Fiscal 2022

Total

Employee Stock Purchase Plan

We adopted the Fiscal Year 2018 Employee Stock Purchase Plan ("ESPP") in the third quarter of fiscal 2018. As of July 31, 2019, a total of 1,131,000 shares of common stock were reserved for issuance under the ESPP. The ESPP provides eligible employees with an opportunity to purchase shares of common stock through payroll deductions of up to 15% of their eligible compensation. A participant may purchase a maximum of 3,000 shares of common stock during each

purchase period. Amounts deducted and accumulated by the participant are used to purchase shares of our common stock at the end of each six-month purchase period. The purchase price of the shares is 85% of the lower of the fair market value of our common stock on (i) the first trading day of the applicable offering period or (ii) the first trading day of each purchase period in the related offering period. The ESPP provides for consecutive offering periods that will typically have a duration of six months in length and is comprised of four purchase periods of approximately six months in length. The offering periods are scheduled to start on or around June 15 and December 15 of each year. Employee payroll contributions ultimately used to purchase shares will be reclassified to stockholders' equity on the date. The number of shares of common stock available for issuance under ESPP also includes an annual increase on the first day of each fiscal year under the annual increase provision.

Our first ESPP offering period commenced on March 16, 2018 and its first purchase period ended on December 17, 2018. During fiscal 2018, we issued approximately 1,131,000 shares of common stock under the ESPP at an average purchase price of \$14.53 per share, resulting in total cash proceeds of approximately \$16.3 million. Employee payroll contributions accrued at July 31, 2019 and 2018, totaled \$2.1 million and \$4.6 million, respectively, and are included within a consolidated balance sheets.

The fair value of the purchase rights granted under the ESPP was estimated on the date of grant using the Black-Scholes option pricing assumptions:

	Year Ended
	2019
Expected term (in years)	0.5 - 2.0
Expected stock price volatility	44.0% - 61.9%
Risk-free interest rate	1.9% - 2.7%
Dividend yield	0.0%

Early Exercised Stock Options

The 2007 Plan allowed for the early exercise of stock options for certain individuals as determined by our board of directors. The consideration for an early exercised stock option is considered to be a deposit of the exercise price and the related proceeds is initially recorded as a liability in the consolidated balance sheet and is reclassified to additional paid-in capital as the awards vest. Upon an employee's termination, we have the option to repurchase unvested shares at a price per share equal to the fair market value of the shares at the time of the repurchase or the original purchase price. We reclassified to additional paid-in capital \$1.0 million related to awards vested during fiscal 2019, fiscal 2018 and fiscal 2017, respectively. As of July 31, 2019 and 2018, the number of shares to be repurchased was approximately 122,000 shares and 423,000 shares with an aggregate exercise price of \$0.6 million and \$1.6 million, respectively. The carrying amount of early exercised stock options is included within accrued expenses and other current liabilities in the consolidated balance sheets.

Notes Receivable from Stockholders

Prior to fiscal 2017, we entered into notes receivable agreements with certain of our current and former executives and employees in connection with the exercise of stock options. The outstanding principal amount and related accrued interest on the notes are presented as contra-equity in the consolidated balance sheet and were fully settled. As of July 31, 2018, the carrying amount of the outstanding notes receivable was \$2.1 million, inclusive of accrued interest of \$0.1 million. As of July 31, 2019, the principal amount and accrued interest of the outstanding notes were fully repaid, resulting in cash proceeds of \$2.1 million.

Stock-based Compensation Expense

The components of stock-based compensation expense recognized in the consolidated statements of operations consisted of the following:

	Year Ended July 31	
	2019	2018
	(in thousands)	
Cost of revenue	\$ 2,926	\$ 75
Sales and marketing	23,118	5,04
Research and development	15,090	3,04
General and administrative	5,289	2,37
Total	\$ 46,423	\$ 11,22

As of July 31, 2019, the unrecognized stock-based compensation cost related to outstanding equity-based awards was \$194.6 million, which will be recognized over a weighted-average period of 3.2 years.

In fiscal 2019, we capitalized stock-based compensation associated with the development of software for internal-use of \$0.5 million. Stock-based compensation for projects capitalized in prior periods was immaterial.

Cash Equivalents and Short-Term Investments

**12 Months Ended
Jul. 31, 2019**

[Cash and Cash Equivalents \[Abstract\]](#)

[Cash Equivalents and Short-Term Investments](#)

Cash Equivalents and Short-Term Investments

Cash equivalents and short-term investments consisted of the following as of July 31, 2019:

	Amortized Cost	Unrealized Gains	Unrealized Losses
(in thousands)			
Cash equivalents:			
Money market funds	\$ 55,036	\$ —	\$ —
Short-term investments:			
U.S. treasury securities	\$ 125,042	\$ 248	\$ —
U.S. government agency securities	64,689	7	(5)
Corporate debt securities	96,047	207	(1)
Total	\$ 285,778	\$ 462	\$ (7)
Total cash equivalents and short-term investments	\$ 340,814	\$ 462	\$ (7)

Cash equivalents and short-term investments consisted of the following as of July 31, 2018:

	Amortized Cost	Unrealized Gains	Unrealized Losses
(in thousands)			
Cash equivalents:			
Money market funds	\$ 74,408	\$ —	\$ —
U.S. treasury securities	17,488	—	—
U.S. government agency securities	1,999	—	—
Corporate debt securities	11,010	—	(
Total	\$ 104,905	\$ —	\$ (
Short-term investments:			
U.S. treasury securities	\$ 55,768	\$ —	\$ (1
U.S. government agency securities	17,953	—	(1
Corporate debt securities	89,362	1	(8
Total	\$ 163,083	\$ 1	\$ (12
Total cash equivalents and short-term investments	\$ 267,988	\$ 1	\$ (12

The amortized cost and fair value of our short-term investments based on their stated maturities consisted of the following as of July 31, 2019:

	Amortized Cost
(in thousands)	
Due within one year	\$ 196,04
Due between one and two years	89,73
Total	\$ 285,77

Short-term investments that were in an unrealized loss position consisted of the following as of July 31, 2019:

	Less than 12 Months		Greater than 12 Months		F V
	Fair Value	Unrealized Losses	Fair Value	Unrealized Losses	
(in thousands)					
U.S. treasury securities	\$ 5,719	\$ (9)	\$ —	\$ —	\$
U.S. government agency securities	36,550	(37)	9,992	(13)	
Corporate debt securities	14,279	(16)	8,364	(3)	
Total	\$ 56,548	\$ (62)	\$ 18,356	\$ (16)	\$

The unrealized losses for the above securities as of July 31, 2019 were primarily attributable to changes in interest rates.

Short-term investments that were in an unrealized loss position consisted of the following as of July 31, 2018:

	Less than 12 Months		Greater than 12 Months		F V
	Fair Value	Unrealized Losses	Fair Value	Unrealized Losses	
(in thousands)					
U.S. treasury securities	\$ 55,750	\$ (17)	\$ —	\$ —	\$
U.S. government agency securities	17,934	(19)	—	—	
Corporate debt securities	83,332	(88)	—	—	
Total	\$ 157,016	\$ (124)	\$ —	\$ —	\$ 1

We review the individual securities that have unrealized losses in our short-term investment portfolio on a regular basis to evaluate whether they have experienced an other-than-temporary decline in fair value. We evaluate, among others, whether we have the intention to sell any of these investments and whether it is more likely than not that we will be required to sell any of them before recovery of the amortized cost basis. Based on this evaluation, we determined that there were no other-than-temporary impairments associated with our short-term investments as of July 31, 2019.

**Goodwill and Acquired
Intangible Assets**

**12 Months Ended
Jul. 31, 2019**

**Goodwill and Intangible
Assets Disclosure [Abstract]**

**Goodwill and Acquired
Intangible Assets**

Goodwill and Acquired Intangible Assets

The changes in the carrying amount of goodwill consisted of the following:

Balance as of July 31, 2018

Goodwill acquired

Balance as of July 31, 2019

Acquired intangible assets consist of developed technology and customer relationships acquired through asset and business acquisitions. Acquired intangible assets are amortized using the straight-line method over their useful lives. The changes in acquired intangible assets consisted of the following:

	Gross			Accumulated Amortization			Net	
	July 31, 2018	Additions	July 31, 2019	Amortization			July 31, 2018	July 31, 2019
				July 31, 2018	Expense	July 31, 2019		
	(in thousands)							
Developed technology	\$ —	\$ 9,456	\$ 9,456	\$ —	\$ (897)	\$ (897)	\$ —	\$ —
Customer relationships	—	160	160	—	(11)	(11)	—	—
Total	\$ —	\$ 9,616	\$ 9,616	\$ —	\$ (908)	\$ (908)	\$ —	\$ —

Amortization expense of developed technology and customer relationships is recorded primarily within cost of revenues, sales and marketing development expenses in the consolidated statements of operations.

Future amortization expense of acquired intangible assets consisted of the following as of July 31, 2019:

Year ending July 31,

2020

2021

2022

2023

2024

Total

Business and Summary of Significant Accounting Policies - Narrative (Details)	Mar. 31, 2018 \$ / shares shares	1 Months Ended	12 Months Ended				
		Mar. 31, 2018 USD (\$) \$ / shares shares	Jul. 31, 2019 USD (\$) segment shares	Jul. 31, 2018 USD (\$) shares	Jul. 31, 2017 USD (\$)	Aug. 01, 2018 USD (\$)	Aug. 01, 2017 USD (\$)
New Accounting Pronouncements or Change in Accounting Principle [Line Items]							
Reverse stock split, ratio		0.6667					
Sale of stock, number of shares issued in transaction (in shares) shares		13,800,000					
Sale of stock, price per share (in dollars per share) \$ / shares	\$ 16.00	\$ 16.00					
Sale of stock, net proceeds		\$ 205,300,000					
Payments for underwriting expense		15,500,000		\$ 15,456,000			
Offering costs		\$ 6,200,000		6,164,000			
Conversion of redeemable convertible preferred stock to common stock upon initial public offering (in shares) shares	72,500,750						
Conversion ratio	1	1					
Foreign currency loss			\$ 300,000	100,000	\$ 100,000		
Number of reportable segments segment			1				
Number of operating segments segment			1				
Contract with customer, liability, revenue recognized			\$ 143,900,000	85,300,000	58,500,000		
Revenue, remaining performance obligation			\$ 554,200,000				
Capitalized contract cost, amortization period			5 years				
Accrued sales commission			\$ 9,000,000.0	10,000,000.0			
Investment impairment			0	0			
Restricted cash			0	600,000			
Capitalized software costs			3,700,000	1,800,000	400,000		

<u>Capitalized software, amortization expense</u>	\$	900,000	1,200,000	
<u>Requisite service period</u>	1,000,000.0			
<u>Advertising expense</u>	4 years			
	\$ 8,600,000	\$ 3,400,000	\$	
			1,800,000	
<u>Preferred stock, shares issued (in shares) shares</u>	0	0		
<u>Preferred stock, shares outstanding (in shares) shares</u>	0	0		
<u>Cumulative effect of accounting change</u>				\$ 0 \$ 0
<u>Subscription and Support Transferred over Time Sales Revenue, Net Product Concentration Risk</u>				
<u>New Accounting Pronouncements or Change in Accounting Principle [Line Items]</u>				
<u>Concentration risk percentage</u>	99.00%	99.00%	99.00%	
<u>Accumulated Deficit</u>				
<u>New Accounting Pronouncements or Change in Accounting Principle [Line Items]</u>				
<u>Cumulative effect of accounting change</u>				300,000 (438,000)
<u>Additional Paid-In Capital</u>				
<u>New Accounting Pronouncements or Change in Accounting Principle [Line Items]</u>				
<u>Cumulative effect of accounting change</u>				(300,000) \$
<u>Minimum</u>				438,000
<u>New Accounting Pronouncements or Change in Accounting Principle [Line Items]</u>				
<u>Contract with customer, term of contract</u>	1 year			
<u>Contracts with customers, payment terms</u>	30 days			
<u>Estimated Useful Life</u>	3 years			
<u>Maximum</u>				
<u>New Accounting Pronouncements or Change</u>				

in Accounting Principle

[Line Items]

Contract with customer, term of contract

3 years

Contracts with customers, payment terms

90 days

Estimated Useful Life

5 years

ASU 2018-07 | Accumulated Deficit

New Accounting

Pronouncements or Change

in Accounting Principle

[Line Items]

Cumulative effect of accounting change

300,000

ASU 2018-07 | Additional Paid-In Capital

New Accounting

Pronouncements or Change

in Accounting Principle

[Line Items]

Cumulative effect of accounting change

\$
(300,000)

Capitalized internal-use software

New Accounting

Pronouncements or Change

in Accounting Principle

[Line Items]

Estimated Useful Life

3 years

**Stock Based Compensation
(Tables)**

**12 Months Ended
Jul. 31, 2019**

[Share-based Compensation
Arrangement by Share-
based Payment Award \[Line
Items\]](#)

[Schedule of Stock Options](#)

The stock option activity consisted of the following:

	Outstanding Stock Options	Weighted-Average Exercise Price	Weighted-Average Remaining Contractual Term (in years)	
(in thousands, except per share amounts)				
Balance as of July 31, 2018	16,175	\$6.20	5.1	\$
Stock options exercised	(6,277)	\$4.76		\$
Stock options canceled, forfeited or expired	(1,037)	\$6.77		
Balance as of July 31, 2019	<u>8,861</u>	\$7.16	4.6	\$
Exercisable and expected to vest as of July 31, 2018	<u>5,499</u>	\$3.97	4.0	\$
Exercisable and expected to vest as of July 31, 2019	<u>3,311</u>	\$5.60	4.0	\$

[Schedule of Restricted Stock
Units Activity](#)

The RSU activity consisted of the following:

	RSUs Outstanding	Weighted-Average Grant Date Fair Value per Share
(in thousands, except per share amounts)		
Balance as of July 31, 2018	209	\$26.26
Granted	4,176	\$49.13
Vested	(89)	\$33.52
Canceled or forfeited	(144)	\$43.52
Balance as of July 31, 2019	<u>4,152</u>	\$48.51

[Schedule of Unvested
Performance Stock Units](#)

The number of unvested PSUs outstanding consisted of the following as of July 31, 2019:

Performance periods

Fiscal 2020

Fiscal 2021

Fiscal 2022

Total

[Schedule of ESPP Valuation
Assumptions](#)

The fair value of the purchase rights granted under the ESPP was estimated on the date of grant using the Black-Scholes option pricing assumptions:

[Schedule of Allocation of Stock-based Compensation Expense](#)

	Year Ended July 31, 2019
Expected term (in years)	0.5 - 2.0
Expected stock price volatility	44.0% - 61.9%
Risk-free interest rate	1.9% - 2.7%
Dividend yield	0.0%

The components of stock-based compensation expense recognized in the consolidated statements of operations consisted of the following:

	Year Ended July 31	
	2019	2018
	(in thousands)	
Cost of revenue	\$ 2,926	\$ 75
Sales and marketing	23,118	5,04
Research and development	15,090	3,04
General and administrative	5,289	2,37
Total	\$ 46,423	\$ 11,22

[Stock options](#)
[Share-based Compensation Arrangement by Share-based Payment Award \[Line Items\]](#)
[Schedule of Valuation Assumptions](#)

We estimated the fair value of stock options using the Black-Scholes option pricing model with the following assumptions:

	Year Ended July 31, 2018
Expected term (in years)	4.6 - 5.1
Expected stock price volatility	40.3% - 42.3%
Risk-free interest rate	1.7% - 2.8%
Dividend yield	0.0%

**Commitments and
Contingencies - Narrative
(Details)
ft² in Thousands, \$ in
Thousands**

12 Months Ended

Apr. 30, 2019 Jul. 31, 2019 Jul. 31, 2018 Jul. 31, 2017 Oct. 01, 2019
USD (\$) USD (\$) USD (\$) USD (\$) ft²

Loss Contingencies [Line Items]

<u>Base rent</u>	\$ 43,960			
<u>Rent expense</u>	3,000	\$ 2,500	\$ 1,700	
<u>Cost of revenue</u>	13,800	9,400	6,900	
<u>Purchase obligation</u>	2,500	3,100		

Building

Loss Contingencies [Line Items]

<u>Base rent</u>	37,300			
------------------	--------	--	--	--

Letter of Credit | Building

Loss Contingencies [Line Items]

<u>Letter of credit</u>	2,800			
-------------------------	-------	--	--	--

Subsequent Event | Building

Loss Contingencies [Line Items]

<u>Total area of lease (in square feet) ft²</u>				172
--	--	--	--	-----

<u>Initial area of lease (in square feet) ft²</u>				69
--	--	--	--	----

Finjan Litigation

Loss Contingencies [Line Items]

<u>Settlement payment</u>	\$ 7,300			
<u>Loss recognized</u>		\$ 4,100		
<u>Accrued liability for potential lawsuit loss</u>			\$ 700	\$ 2,500

Common Stock - Narrative Jul. 31, 2019
(Details) vote

[Equity \[Abstract\]](#)

[Number of votes per share](#) 1

**Net Loss Per Share
Attributable to Common
Stockholders - Antidilutive
Securities Excluded from
Computation (Details) -
shares
shares in Thousands**

12 Months Ended

	Jul. 31, 2019	Jul. 31, 2018	Jul. 31, 2017
<u>Antidilutive Securities Excluded from Computation of Earnings Per Share [Line Items]</u>			
<u>Antidilutive securities (in shares)</u>	14,048	18,851	89,447
<u>Convertible preferred stock</u>			
<u>Antidilutive Securities Excluded from Computation of Earnings Per Share [Line Items]</u>			
<u>Antidilutive securities (in shares)</u>	0	0	72,501
<u>Outstanding stock options</u>			
<u>Antidilutive Securities Excluded from Computation of Earnings Per Share [Line Items]</u>			
<u>Antidilutive securities (in shares)</u>	8,861	16,175	15,058
<u>Shares subject to repurchase from early exercised stock options</u>			
<u>Antidilutive Securities Excluded from Computation of Earnings Per Share [Line Items]</u>			
<u>Antidilutive securities (in shares)</u>	122	423	1,888
<u>Share purchase rights under the ESPP</u>			
<u>Antidilutive Securities Excluded from Computation of Earnings Per Share [Line Items]</u>			
<u>Antidilutive securities (in shares)</u>	913	2,044	0
<u>Unvested RSUs</u>			
<u>Antidilutive Securities Excluded from Computation of Earnings Per Share [Line Items]</u>			
<u>Antidilutive securities (in shares)</u>	4,152	209	0

**Income Taxes - Schedule of
Valuation Allowance
(Details) - USD (\$)
\$ in Thousands**

12 Months Ended

Jul. 31, 2019	Jul. 31, 2018	Jul. 31, 2017
--------------------------	--------------------------	--------------------------

**SEC Schedule, 12-09, Movement in Valuation Allowances and Reserves
[Roll Forward]**

<u>Balance as of the beginning of the period</u>	\$ 45,578	\$ 51,493	\$ 40,299
<u>Change during the period</u>	58,154	(5,915)	11,194
<u>Balance as of the end of the period</u>	\$ 103,732	\$ 45,578	\$ 51,493

Fair Value Measurements

[Fair Value Disclosures](#)

[\[Abstract\]](#)

[Fair Value Measurements](#)

Fair Value Measurements

Fair value is defined as the exchange price that would be received from sale of an asset or paid to transfer a liability in the principal or most advantageous market for the asset or liability in an orderly transaction between market participants on the measurement date. We measure our financial assets and liabilities at fair value at the end of each reporting period using a fair value hierarchy which requires us to maximize the use of observable inputs and minimize the use of unobservable inputs. A financial instrument's classification within the fair value hierarchy is based upon the lowest level of input that is significant to the fair value measurement. The following levels of inputs may be used to measure fair value:

- Level I - Observable inputs are unadjusted quoted prices in active markets for identical assets or liabilities;
- Level II - Observable inputs are quoted prices for similar assets and liabilities in active markets or inputs other than quoted prices that are readily and verifiably obtained from active markets for assets or liabilities, either directly or indirectly through market corroboration, for substantially the full term of the financial instruments;
- Level III - Unobservable inputs that are supported by little or no market activity and that are significant to the fair value of the assets or liabilities. These inputs are based on our own assumptions used to measure assets and liabilities at fair value and require significant management judgment or estimation.

Our money market funds are classified within Level I due to the highly liquid nature of these assets and have quoted prices in active markets.

Certain of our investments in available-for-sale securities (i.e., U.S. treasury securities, U.S. government agency securities and corporate debt securities) are classified within Level II. The fair value of these securities is priced by using inputs based on non-binding market consensus prices that are primarily based on market data or quoted market prices for similar instruments.

Assets that are measured at fair value on a recurring basis consisted of the following as of July 31, 2019:

	Total	Level I	Level II
		Quoted Prices in Active Markets for Identical Assets	Significant Other Observable Inputs
(in thousands)			
Cash equivalents:			
Money market funds	\$ 55,036	\$ 55,036	\$ —
Short-term investments:			
U.S. treasury securities	\$ 125,281	\$ —	\$ 125,281
U.S. government agency securities	64,646	—	64,646
Corporate debt securities	96,235	—	96,235
Total	\$ 286,162	\$ —	\$ 286,162
Total cash equivalents and short-term investments	\$ 341,198	\$ 55,036	\$ 286,162

Assets that are measured at fair value on a recurring basis consisted of the following as of July 31, 2018:

		Level I	Level II
		Quoted Prices in Active Markets for Identical Assets	Significant Other Observable Inputs
	Total		
(in thousands)			
Cash equivalents:			
Money market funds	\$ 74,408	\$ 74,408	\$ —
U.S. treasury securities	17,488	—	17,488
U.S. government agency securities	1,999	—	1,999
Corporate debt securities	11,009	—	11,009
Total	<u>\$ 104,904</u>	<u>\$ 74,408</u>	<u>\$ 30,496</u>
Short-term investments:			
U.S. treasury securities	\$ 55,751	\$ —	\$ 55,751
U.S. government agency securities	17,934	—	17,934
Corporate debt securities	89,275	—	89,275
Total	<u>\$ 162,960</u>	<u>\$ —</u>	<u>\$ 162,960</u>
Total cash equivalents and short-term investments	<u>\$ 267,864</u>	<u>\$ 74,408</u>	<u>\$ 193,456</u>

We did not have transfers between levels of the fair value hierarchy of assets measured at fair value during the periods presented.

**Commitments and
Contingencies**

[Commitments and
Contingencies Disclosure
\[Abstract\]](#)
[Commitments and
Contingencies](#)

**12 Months Ended
Jul. 31, 2019**

Commitments and Contingencies

Operating Leases

We lease our office space under various operating lease agreements expiring at various dates through September 2026. Certain of these lease agreements require prepayment of rent payments. We recognize rent expense under such agreements on a straight-line basis over the lease term. The difference between the rent payments and the straight-line expense is recorded as deferred rent, which current portion is included within accrued expenses and other current liabilities and noncurrent portion is included within noncurrent liabilities in the consolidated balance sheets.

Effective April 2019, we entered into a sublease agreement, or lease agreement, for approximately 172,000 square feet of corporate office space (the "leased premises"), which will serve as our new corporate headquarters. The lease agreement has a commencement date of October 1, 2019 and expires in September 2026. We will initially occupy approximately 69,000 square feet with the remainder of the leased premises to be occupied in 2025 of the lease, with full occupancy occurring by October 2025. The total rent through the end of the initial lease term is approximately \$37.3 million. In addition to the base rent, we will also be responsible for our pro rata portion of operating and other related expenses. The lease contains escalation provisions and incentives. In connection with this lease agreement, we were required to issue an unsecured letter of credit for \$2.8 million to the sublessor to secure the lease. Future non-cancelable minimum lease payments under this lease agreement are reflected in the below table. As of July 31, 2019, we had not taken any action in the initial phase and accordingly, we have not recognized any rent expense associated with this lease agreement in fiscal 2019.

Future minimum payments under non-cancelable operating leases consisted of the following as of July 31, 2019:

Year ending July 31,

2020

2021

2022

2023

2024

Thereafter

Total

Rent expense was \$3.0 million, \$2.5 million and \$1.7 million in fiscal 2019, fiscal 2018 and fiscal 2017, respectively.

Data Center Contract Commitments

We enter into long-term non-cancelable agreements with providers in various countries to purchase data center capacity, such as bandwidth and cloud platform.

Future minimum payments under non-cancelable data center contracts consisted of the following as of July 31, 2019:

Year ending July 31,

2020

2021

2022

2023

Total

Bandwidth and colocation costs are recognized as cost of revenue and were \$13.8 million, \$9.4 million and \$6.9 million for fiscal 2019, 2018 and 2017, respectively.

Non-cancelable Purchase Obligations

In the normal course of business, we enter into non-cancelable purchase commitments with various parties to purchase products and services, equipment, subscription-based cloud service arrangements, corporate events and consulting services. As of July 31, 2019 and 2018, we had purchase obligations with a term of 12 months or longer of \$2.5 million and \$3.1 million, respectively.

Legal Matters

Legal Matters

Symantec Litigation

We are currently involved in legal proceedings with Symantec Corporation ("Symantec"). On December 12, 2016, Symantec filed a complaint, "Symantec Case 1," in the U.S. District Court for the District of Delaware alleging that "Zscaler's cloud security platform" infringes U.S. Patent Nos. 7,246,227 ("959 patent"), 7,246,227

("227 patent"), 7,392,543, 7,735,116, 8,181,036 and 8,661,498. The complaint seeks compensatory damages, an injunction, enhanced damages and interest. On February 2, 2017, the court granted our motion to transfer Symantec Case 1 from the District of Delaware to the Northern District of California. On March 2, 2017, the District of California court granted our motion to dismiss the asserted claims of the '959 and '227 patents as invalid based on unpatentable subject matter.

On April 18, 2017, Symantec filed a second complaint, which we refer to as "Symantec Case 2," in the U.S. District Court for the District of Delaware alleging that "Zscaler's cloud security platform" infringes U.S. Patent Nos. 6,285,658 ("658 patent"), 7,360,249 ("249 patent"), 7,587,488 ("488 patent"), 8,316,446 ("446 patent"), 8,402,540 and 9,525,696 ("696 patent"). The complaint seeks compensatory damages, an injunction, enhanced damages and interest.

On June 22, 2017, Symantec filed a notice of voluntary dismissal of its complaint in Symantec Case 2 along with a new complaint alleging infringement of U.S. Patent Nos. 7,429,429 and 7,446,446 patents and adding Symantec Limited as a plaintiff and alleging willful infringement of the '429 and '446 patents. On July 31, 2017, the court granted our motion to transfer Symantec Case 2 from the District of Delaware to the Northern District of California. On May 21, 2018, Symantec filed an amended complaint alleging infringement of all of the asserted patents in Symantec Case 2. On December 12, 2018, Symantec filed a notice of voluntary dismissal with prejudice of the '696 Patents asserted in Symantec Case 2. On March 4, 2019, the court granted our motion to dismiss the asserted claims of the '488 patent as invalid subject matter.

We have also received letters from Symantec alleging that our "cloud security platform" infringes U.S. Patent Nos. 7,031,327, 7,496,661, 7,587,488 and 8,316,446.

We believe that our technology does not infringe Symantec's asserted patents and that these patents are invalid.

Should Symantec prevail with its infringement allegations, we could be (i) required to pay substantial damages for past and future sales and profits, (ii) enjoined from making, using, selling or otherwise disposing of our services if a license or other right to continue selling our services is not available to us, or (iii) required to pay substantial ongoing royalties and comply with unfavorable terms if such a license is made available to us. Any of these outcomes could have a material adverse effect on our business. Even if we were to prevail, this litigation has been and could continue to be costly and time-consuming. The diversion of our management and key personnel from our business operations, could deter distributors from selling or licensing our services, and could deter customers from purchasing our services, which would also materially harm our business. The expense of litigation and the timing of this expense from period to period is difficult to estimate, subject to change and could adversely affect our results of operations. In addition, any public announcements of the results of any proceedings in Symantec Case 1 or Symantec Case 2 could be negatively perceived by industry or financial analysts and investors, and could cause our stock price to experience volatility.

We have not recorded a liability with respect to Symantec Case 1 or Symantec Case 2 based on our determination that a loss in either case would not be probable under applicable accounting standards.

We are vigorously defending Symantec Case 1 and Symantec Case 2. We are unable to predict the likelihood of success of Symantec's infringement claims.

Finjan Litigation

On December 5, 2017, Finjan, Inc. filed a complaint, in the U.S. District Court for the Northern District of California, alleging that certain of our services infringe U.S. patents held by Finjan, Inc. and seeking compensatory damages, an

injunction, enhanced damages and attorney fees. On April 30, 2019, we entered into patent license and settlement agreements with Finjan, Inc. and Finjan, Inc. ("Finjan"), resolving all claims in the lawsuit, and made a payment of \$7.3 million to Finjan, Inc. Pursuant to the agreements, Finjan provided us with a license to the broader Finjan patent portfolio, releases for past damages, and covenants not to sue. On May 1, 2019, the court dismissed Finjan, Inc. We determined that there is no material future economic benefit from the acquired Finjan license and accordingly, we recorded an incremental expense

general and administrative expenses in the consolidated statement of operations in fiscal 2019. In prior periods, we previously had recorded accrued expenses for \$0.7 million in fiscal 2018 and \$2.5 million in fiscal 2017.

Other Litigation and Claims

In addition, from time to time we are a party to various litigation matters and subject to claims that arise in the ordinary course of business, including product liability, employment, class action, whistleblower and other litigation and claims, as well as governmental and other regulatory investigations. In addition, third parties may from time to time assert claims against us in the form of letters and other communications. Except as otherwise described, no litigation or threatened legal proceeding to which we are a party that, in our opinion, is likely to have a material adverse effect on our future financial results. The results of litigation and claims are inherently unpredictable. Regardless of the outcome, litigation can have an adverse impact on us because of legal costs, diversion of management resources and other factors. The expense of litigation and the timing of this expense from period to period are difficult to predict and could adversely affect our results of operations.

Income Taxes

[Income Tax Disclosure](#)

[\[Abstract\]](#)

[Income Taxes](#)

12 Months Ended

Jul. 31, 2019

Income Taxes

The following table sets forth the geographical breakdown of the income (loss) before the provision for income taxes:

	Year ended July 31	
	2019	2018
	(in thousands)	
Domestic	\$ (34,145)	\$ (36,451)
International	6,233	4,141
Loss before income taxes	<u>\$ (27,912)</u>	<u>\$ (32,309)</u>

The following table sets forth the components of the provision for income taxes:

	Year ended July 31	
	2019	2018
	(in thousands)	
Current:		
Federal	\$ —	\$ —
State	64	(1)
Foreign	2,325	1,488
Total current tax expense	<u>2,389</u>	<u>1,476</u>
Deferred:		
Federal	(1,431)	—
State	(107)	—
Foreign	(108)	(14)
Total deferred tax expense	<u>(1,646)</u>	<u>(14)</u>
Total provision for income taxes	<u>\$ 743</u>	<u>\$ 1,332</u>

The following table presents the reconciliation of the statutory federal income tax rate to our effective tax rate:

	Year ended July 31	
	2019	2018
Tax at federal statutory rate	21.0 %	21.0 %
State taxes	0.1	—
Impact of foreign rate differential	(0.9)	0.3
Meals and entertainment	(1.9)	(1.3)
Stock-based compensation	147.2	(3.8)
Impact of U.S. tax reform	—	(58.6)
Provision to return adjustments	1.2	2.8
U.S. tax credits	10.0	3.7
Change in valuation allowance	(176.9)	33.5
Withholding Tax	(2.4)	(1.1)
Other	(0.1)	(0.6)
Effective tax rate	<u>(2.7)%</u>	<u>(4.1)%</u>

Our estimated effective tax rate for the periods presented differs from the U.S. statutory rate primarily due to the benefit of a portion of our earnings being lower than the U.S. statutory rate and the benefit of stock compensation deductions, offset by the impact of the valuation allowance we maintain on our state deferred tax assets. The impact of the Tax Act includes the effect of remeasuring our deferred tax assets and liabilities at 21% plus the effects of the transition tax. During the current fiscal year, we recognized an income tax benefit of \$1.4 million as a result of a release in our valuation allowance as a result of deferred taxes recorded in purchase accounting as part of the Appstate, Inc. acquisition.

On December 22, 2017, the Tax Cuts and Jobs Act of 2017 or the Tax Act was enacted. The Tax Act contains several key tax provisions that are limited to, reducing the U.S. federal corporate tax rate from 34% to 21% imposing a one-time mandatory transition tax on previously untaxed foreign income and rules related to the use of net operating loss carryforwards created in tax years beginning after December 31, 2017. In December 2017, the SEC staff issued Staff Accounting Bulletin No. 118, Income Tax Accounting Implications of the Tax Cuts and Jobs Act ("SAB 118"), which allows us to record provisional amounts for the period not to extend beyond one year past the enactment date.

We currently maintain a full valuation allowance recorded against our U.S. federal deferred tax assets. As such, the provisional expense or benefit. During fiscal 2019, we completed our accounting for the Tax Act in accordance with SAB 118. Because of the full valuation allowance on our U.S. federal deferred tax assets, there was no incremental tax expense (or benefit) recognized related to finalizing the accounting for the Tax Act account for the tax effects of Global Intangible Low Taxed Income ("GILTI") as a period cost.

The following table presents the tax effects of temporary differences that give rise to significant portions of our deferred tax assets and liabilities:

	2019
	(in millions)
Deferred tax assets:	
Net operating losses carryovers	\$ 87,411
Accruals and reserves	1,760
Deferred revenue	14,750
Tax credits carryovers	10,330
Stock-based compensation	6,110
Property and equipment	560
Other	230
Gross deferred tax assets	121,160
Less: Valuation allowance	(103,730)
Total deferred tax assets	17,430
Deferred tax liabilities:	
Intangible Assets	(1,170)
Deferred contract acquisition costs	(15,900)
Other	(800)
Total deferred tax liabilities	(17,170)
Net deferred tax assets	\$ 250

A deferred tax liability has not been recognized on the excess of the amount for financial reporting over the tax basis of investments in foreign subsidiaries indefinitely reinvested outside the U.S. Income taxes are generally incurred upon a repatriation of assets, a sale, or a liquidation of the subsidiary. The deferred tax liability for financial reporting over the tax basis in the investments in foreign subsidiaries, as well as the unrecognized deferred tax liability, are not material.

The following table presents the change in the valuation allowance:

	Year ended July 31	
	2019	2018
	(in thousands)	
Balance as of the beginning of the period	\$ 45,578	\$ 51,499
Change during the period	58,154	(5,911)
Balance as of the end of the period	\$ 103,732	\$ 45,588

The realization of deferred tax assets is dependent upon the generation of sufficient taxable income of the appropriate character in future periods. We evaluate the ability to realize our deferred tax assets and establish a valuation allowance if it is more-likely-than-not that some portion of the deferred tax assets will not be realized. We weigh all available positive and negative evidence, including our earnings history and results of recent operations, scheduled reversals of deferred tax assets, future taxable income, and tax planning strategies. Due to the weight of objectively

verifiable negative evidence, including our history of losses, we believe that it is more likely than not that our U.S. federal and, state deferred tax assets as of July 31, 2019 and 2018, and as such, we have maintained a full valuation allowance against such deferred tax assets. During fiscal 2019, we weighed the weight of objectively verifiable negative evidence, our U.K. deferred tax assets are no longer more likely than not to be realized in the future and a valuation allowance was recorded.

The amount of the deferred tax asset considered realizable, however, could be adjusted if estimates of future taxable income during the carryforward period are increased or if objective negative evidence in the form of cumulative losses is no longer present and additional weight may be given to subjective projections for growth. In the event we determine that we will be able to realize all or part of our net deferred tax assets in the future, the valuation allowance against our deferred tax assets will be reversed in the period in which we make such determination. The release of a valuation allowance against deferred tax assets may increase the effective tax rate in the periods in which the valuation allowance is released. The valuation allowance against our U.S. federal, state and U.K. deferred tax assets was \$58.2 million, decreased by \$5.9 million and increased by \$11.2 million in fiscal 2019, fiscal 2018, and fiscal 2017, respectively. The decrease in fiscal 2018 was primarily related to the change in the federal statutory rate, while the increase in the valuation allowance in fiscal 2019 and fiscal 2017 was primarily related to losses for which insufficient positive evidence exists to support their realizability.

As of July 31, 2019 and 2018, we have net operating loss carryforwards for U.S. federal income tax purposes of \$360.0 million and \$173.6 million, respectively, which are available to offset future federal taxable income. Beginning in 2027, \$144.4 million of the federal net operating losses will begin to expire. The remaining \$216.2 million of the federal net operating losses will carry forward indefinitely. As of July 31, 2019 and 2018, we have net operating loss carryforwards for state income tax purposes of \$109.5 million and \$62.4 million, respectively. Beginning in 2024, \$102.6 million of state net operating losses will begin to expire at different periods. The remaining \$6.9 million of state net operating losses will carry forward indefinitely. As of July 31, 2019, we had foreign net operating loss carryforward of \$17.7 million. As of July 31, 2018, we did not have foreign net operating loss carry forward. All of the foreign net operating losses is from U.K. and it will carry forward indefinitely.

As of July 31, 2019, we had federal and California research and development tax credit carryforwards of approximately \$8.4 million and \$6.3 million, respectively. If fully utilized, the federal credit carryforwards will begin expiring at different periods beginning in 2033. The California credit will carryforward indefinitely.

Federal and state tax laws impose restrictions on the utilization of net operating loss and research and development credit carryforwards in the hands of the ownership of the Company as defined by the Internal Revenue Code, Sections 382 and 383. Under Section 382 and 383 of the Code, substantial changes in ownership and the ownership of acquired companies may limit the amount of net operating loss and research and development credit carryforwards that are available to offset taxable income. The annual limitation would not automatically result in the loss of net operating loss or research and development credit carryforwards but may limit the amount available in any given future period.

We are subject to income taxes in the U.S. and various foreign jurisdictions. As of July 31, 2019, all years are open for examination and we expect to be under examination in the future. Significant judgment is required in evaluating our tax positions and determining our income tax expense for the fiscal year. In the course of business, there are transactions and calculations for which the ultimate tax determination is uncertain. Our estimate of the potential of unrecognized tax benefits is subject to management's assessment of relevant risks, facts and circumstances existing at that time. These unrecognized tax benefits are established for certain positions might be challenged despite of belief that our tax return positions are fully supportable. We recognize interest and penalties associated with unrecognized tax benefits as a component of our income tax expense. For the periods presented, we did not have material interest or penalties associated with unrecognized tax benefits in the consolidated financial statements.

We had \$4.4 million of gross unrecognized tax benefits as of July 31, 2019, none of which would affect our effective tax rate if recognized. We have a valuation allowance against unrecognized tax benefits. The gross unrecognized tax benefits relate to income tax positions which, if recognized, would be in the form of carryforward deferred tax assets that would be offset by a valuation allowance. As of July 31, 2019, we do not believe that our estimates, as otherwise provided for, on such tax positions will increase or decrease within the next twelve months.

The changes in our gross unrecognized tax benefits for fiscal 2019 consisted of the following:

Balance as of July 31, 2017
Gross increase for tax positions of prior fiscal years
Gross increase for tax positions in fiscal 2018
Balance as of July 31, 2018
Gross decrease for tax positions of prior years
Gross increase for tax positions of current year
Balance as of July 31, 2019

Segment and Geographic
Information (Tables)

12 Months Ended
Jul. 31, 2019

[Risks and Uncertainties](#)
[\[Abstract\]](#)
[Schedule of Long-Lived](#)
[Assets](#)

Our long-lived assets consist of property and equipment, which are summarized by geographic area as follows:

	2019
	(in millions)
United States	\$ 28,840
Rest of the world	12,190
Total	\$ 41,040

Common Stock (Tables)

**12 Months Ended
Jul. 31, 2019**

[Equity \[Abstract\]](#)
[Schedule of Common Stock](#)

The following table summarizes our shares of common stock reserved for future issuance:

Equity awards outstanding:

Stock options

Unvested restricted stock units

Unvested performance stock units

Share purchase rights committed under the employee stock purchase plan

Equity awards available for future grants:

Equity incentive plans

Employee stock purchase plan

Total

Related Party Transactions

**12 Months Ended
Jul. 31, 2019**

[Related Party Transactions](#)

[\[Abstract\]](#)

[Related Party Transactions](#)

Related Party Transactions

In November 2016, we recorded \$4.4 million of stock-based compensation expense within research and development expense in the consolidated statements of operations associated with a one-time secondary stock purchase transaction which was executed among certain of our employees and certain of our affiliated stockholders, including entities controlled by Jay Chaudhry, our president, chief executive officer and chairman of our board of directors, and Lane Bess, a former member of our board of directors. We assessed the impact of this transaction as holders of economic interest in our Company acquired shares from our employees at a price in excess of fair value of such shares. Accordingly, we recognized such excess value as stock-based compensation expense.

We previously entered into notes receivable agreements with certain of our current and former executives and employees in connection with the exercise of their stock options. Outstanding notes receivable were fully repaid during fiscal 2019. Refer to Note 10, Stock-Based Compensation, of these consolidated financial statements for further information.

**Fair Value Measurements
(Tables)**

**12 Months Ended
Jul. 31, 2019**

[Fair Value Disclosures
\[Abstract\]](#)

[Schedule of Fair Value, Assets
Measured on Recurring Basis](#)

Assets that are measured at fair value on a recurring basis consisted of the following as of July 31, 2019:

	Total	Level I	Level II
		Quoted Prices in Active Markets for Identical Assets	Significant Other Observable Inputs
(in thousands)			
Cash equivalents:			
Money market funds	\$ 55,036	\$ 55,036	\$ —
Short-term investments:			
U.S. treasury securities	\$ 125,281	\$ —	\$ 125,281
U.S. government agency securities	64,646	—	64,646
Corporate debt securities	96,235	—	96,235
Total	\$ 286,162	\$ —	\$ 286,162
Total cash equivalents and short-term investments	\$ 341,198	\$ 55,036	\$ 286,162

Assets that are measured at fair value on a recurring basis consisted of the following as of July 31, 2018:

	Total	Level I	Level II
		Quoted Prices in Active Markets for Identical Assets	Significant Other Observable Inputs
(in thousands)			
Cash equivalents:			
Money market funds	\$ 74,408	\$ 74,408	\$ —
U.S. treasury securities	17,488	—	17,488
U.S. government agency securities	1,999	—	1,999
Corporate debt securities	11,009	—	11,009
Total	\$ 104,904	\$ 74,408	\$ 30,496
Short-term investments:			
U.S. treasury securities	\$ 55,751	\$ —	\$ 55,751
U.S. government agency securities	17,934	—	17,934
Corporate debt securities	89,275	—	89,275
Total	\$ 162,960	\$ —	\$ 162,960
Total cash equivalents and short-term investments	\$ 267,864	\$ 74,408	\$ 193,456

**Property and Equipment -
Schedule of Property and
Equipment (Details) - USD
(\$)**

12 Months Ended

Jul. 31, 2019 Jul. 31, 2018

\$ in Thousands

Property, Plant and Equipment [Line Items]

<u>Property and equipment, gross</u>	\$ 74,783	\$ 44,166
<u>Less: Accumulated depreciation and amortization</u>	(33,737)	(24,401)
<u>Total property and equipment, net</u>	\$ 41,046	19,765

Hosting equipment

Property, Plant and Equipment [Line Items]

<u>Estimated Useful Life</u>	3 years	
<u>Property and equipment, gross</u>	\$ 56,910	30,743

Computers and equipment

Property, Plant and Equipment [Line Items]

<u>Property and equipment, gross</u>	\$ 2,837	2,335
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Purchased software

Property, Plant and Equipment [Line Items]

<u>Estimated Useful Life</u>	3 years	
<u>Property and equipment, gross</u>	\$ 1,311	1,324

Capitalized internal-use software

Property, Plant and Equipment [Line Items]

<u>Estimated Useful Life</u>	3 years	
<u>Property and equipment, gross</u>	\$ 9,904	6,163

Furniture and fixtures

Property, Plant and Equipment [Line Items]

<u>Estimated Useful Life</u>	5 years	
<u>Property and equipment, gross</u>	\$ 1,566	1,478

Leasehold improvements

Property, Plant and Equipment [Line Items]

<u>Property and equipment, gross</u>	\$ 2,255	\$ 2,123
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Minimum

Property, Plant and Equipment [Line Items]

<u>Estimated Useful Life</u>	3 years	
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Minimum | Computers and equipment

Property, Plant and Equipment [Line Items]

<u>Estimated Useful Life</u>	3 years	
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Maximum

Property, Plant and Equipment [Line Items]

<u>Estimated Useful Life</u>	5 years	
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Maximum | Computers and equipment

Property, Plant and Equipment [Line Items]

<u>Estimated Useful Life</u>	5 years	
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**Cash Equivalents and Short-
Term Investments - Schedule
of Cash Equivalents and
Short-term Investments
(Details) - USD (\$)
\$ in Thousands**

Jul. 31, 2019 Jul. 31, 2018

Debt Securities, Available-for-sale [Line Items]

<u>Cash equivalents, amortized cost</u>		\$ 104,905
<u>Cash equivalents, unrealized gains</u>		0
<u>Cash equivalents, unrealized losses</u>		(1)
<u>Cash equivalents, fair value</u>		104,904
<u>Short-term investments, amortized cost basis</u>	\$ 285,778	163,083
<u>Short-term investment, unrealized gains</u>	462	1
<u>Short-term investments, unrealized losses</u>	(78)	(124)
<u>Short-term investments</u>	286,162	162,960
<u>Cash equivalents and short-term investments, amortized cost</u>	340,814	267,988
<u>Cash equivalents and short-term investments, unrealized gains</u>	462	1
<u>Cash equivalents and short-term investments, unrealized losses</u>	(78)	(125)
<u>Cash equivalents and short-term investments, estimated fair value</u>	341,198	267,864

Money market funds

Debt Securities, Available-for-sale [Line Items]

<u>Cash equivalents, amortized cost</u>	55,036	74,408
<u>Cash equivalents, unrealized gains</u>	0	0
<u>Cash equivalents, unrealized losses</u>	0	0
<u>Cash equivalents, fair value</u>	55,036	74,408

U.S. treasury securities

Debt Securities, Available-for-sale [Line Items]

<u>Cash equivalents, amortized cost</u>		17,488
<u>Cash equivalents, unrealized gains</u>		0
<u>Cash equivalents, unrealized losses</u>		0
<u>Cash equivalents, fair value</u>		17,488
<u>Short-term investments, amortized cost basis</u>	125,042	55,768
<u>Short-term investment, unrealized gains</u>	248	0
<u>Short-term investments, unrealized losses</u>	(9)	(17)
<u>Short-term investments</u>	125,281	55,751

U.S. government agency securities

Debt Securities, Available-for-sale [Line Items]

<u>Cash equivalents, amortized cost</u>		1,999
<u>Cash equivalents, unrealized gains</u>		0
<u>Cash equivalents, unrealized losses</u>		0
<u>Cash equivalents, fair value</u>		1,999
<u>Short-term investments, amortized cost basis</u>	64,689	17,953
<u>Short-term investment, unrealized gains</u>	7	0
<u>Short-term investments, unrealized losses</u>	(50)	(19)

<u>Short-term investments</u>	64,646	17,934
<u>Corporate debt securities</u>		
<u>Debt Securities, Available-for-sale [Line Items]</u>		
<u>Cash equivalents, amortized cost</u>		11,010
<u>Cash equivalents, unrealized gains</u>		0
<u>Cash equivalents, unrealized losses</u>		(1)
<u>Cash equivalents, fair value</u>		11,009
<u>Short-term investments, amortized cost basis</u>	96,047	89,362
<u>Short-term investment, unrealized gains</u>	207	1
<u>Short-term investments, unrealized losses</u>	(19)	(88)
<u>Short-term investments</u>	\$ 96,235	\$ 89,275

**Stock Based Compensation -
Valuation Assumptions
(Details)**

12 Months Ended
Jul. 31, 2019 Jul. 31, 2018 Jul. 31, 2017

2018 Employee Stock Purchase Plan

Share-based Compensation Arrangement by Share-based Payment Award [Line Items]

<u>Expected stock price volatility, minimum</u>	44.00%	30.70%
<u>Expected stock price volatility, maximum</u>	61.90%	53.20%
<u>Risk-free interest rate, minimum</u>	1.90%	2.00%
<u>Risk-free interest rate, maximum</u>	2.70%	2.60%
<u>Dividend rate</u>	0.00%	0.00%

Minimum | 2018 Employee Stock Purchase Plan

Share-based Compensation Arrangement by Share-based Payment Award [Line Items]

<u>Expected term (in years)</u>	6 months	6 months
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Maximum | 2018 Employee Stock Purchase Plan

Share-based Compensation Arrangement by Share-based Payment Award [Line Items]

<u>Expected term (in years)</u>	2 years	2 years 3 months 18 days
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Stock options

Share-based Compensation Arrangement by Share-based Payment Award [Line Items]

<u>Expected term (in years)</u>		4 years 7 months 6 days
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<u>Expected stock price volatility, minimum</u>	40.30%	41.40%
<u>Expected stock price volatility, maximum</u>	42.30%	43.30%
<u>Risk-free interest rate, minimum</u>	1.70%	1.10%
<u>Risk-free interest rate, maximum</u>	2.80%	2.00%
<u>Dividend rate</u>	0.00%	0.00%

Stock options | Minimum

Share-based Compensation Arrangement by Share-based Payment Award [Line Items]

<u>Expected term (in years)</u>	4 years 7 months 6 days
---------------------------------	----------------------------

Stock options | Maximum

Share-based Compensation Arrangement by Share-based Payment Award [Line Items]

<u>Expected term (in years)</u>	5 years 1 month 6 days
---------------------------------	---------------------------

Label	Element	Value
Restricted Cash and Cash Equivalents, Current	us-gaap_RestrictedCashAndCashEquivalentsAtCarryingValue	\$ 236,000
Restricted Cash and Cash Equivalents, Current	us-gaap_RestrictedCashAndCashEquivalentsAtCarryingValue	0
Restricted Cash and Cash Equivalents, Current	us-gaap_RestrictedCashAndCashEquivalentsAtCarryingValue	0
Restricted Cash and Cash Equivalents, Noncurrent	us-gaap_RestrictedCashAndCashEquivalentsNoncurrent	568,000
Restricted Cash and Cash Equivalents, Noncurrent	us-gaap_RestrictedCashAndCashEquivalentsNoncurrent	0
Restricted Cash and Cash Equivalents, Noncurrent	us-gaap_RestrictedCashAndCashEquivalentsNoncurrent	\$ 332,000

**Income Taxes - Schedule of
Income before Income Tax
(Details) - USD (\$)
\$ in Thousands**

12 Months Ended

Jul. 31, 2019 Jul. 31, 2018 Jul. 31, 2017

Income Tax Disclosure [Abstract]

<u>Domestic</u>	\$ (34,145)	\$ (36,455)	\$ (36,874)
<u>International</u>	6,233	4,146	2,291
<u>Loss before income taxes</u>	\$ (27,912)	\$ (32,309)	\$ (34,583)

Consolidated Balance Sheets
- USD (\$)
\$ in Thousands

	Jul. 31,	Jul. 31,
	2019	2018
Current assets:		
<u>Cash and cash equivalents</u>	\$ 78,484	\$ 135,579
<u>Short-term investments</u>	286,162	162,960
<u>Accounts receivable, net</u>	93,341	61,611
<u>Deferred contract acquisition costs</u>	21,219	16,136
<u>Prepaid expenses and other current assets</u>	16,880	10,878
<u>Total current assets</u>	496,086	387,164
<u>Property and equipment, net</u>	41,046	19,765
<u>Deferred contract acquisition costs, noncurrent</u>	48,566	39,774
<u>Acquired intangible assets, net</u>	8,708	0
<u>Goodwill</u>	7,479	0
<u>Other noncurrent assets</u>	2,277	1,078
<u>Total assets</u>	604,162	447,781
Current liabilities:		
<u>Accounts payable</u>	6,208	4,895
<u>Accrued expenses and other current liabilities</u>	12,810	13,874
<u>Accrued compensation</u>	21,544	23,393
<u>Deferred revenue</u>	221,387	140,670
<u>Total current liabilities</u>	261,949	182,832
<u>Deferred revenue, noncurrent</u>	29,815	23,353
<u>Other noncurrent liabilities</u>	3,840	1,360
<u>Total liabilities</u>	295,604	207,545
<u>Commitments and contingencies (Note 7)</u>		
Stockholders' Equity		
<u>Preferred stock; \$0.001 par value; 200,000 shares authorized as of July 31, 2019 and 2018, respectively; no shares issued and outstanding as of July 31, 2019 and 2018</u>	0	0
<u>Common stock; \$0.001 par value; 1,000,000 shares authorized as of July 31, 2019 and 2018, respectively; 127,253 and 119,764 shares issued and outstanding as of July 31, 2019 and 2018, respectively</u>	127	119
<u>Additional paid-in capital</u>	532,618	438,392
<u>Notes receivable from stockholders</u>	0	(2,051)
<u>Accumulated other comprehensive income (loss)</u>	268	(124)
<u>Accumulated deficit</u>	(224,455)	(196,100)
<u>Total stockholders' equity</u>	308,558	240,236
<u>Total liabilities and stockholders' equity</u>	\$ 604,162	\$ 447,781

Consolidated Statements of Redeemable Convertible Preferred Stock and Stockholders' Equity (Deficit) - USD (\$) \$ in Thousands	Total	Common Stock	Additional Paid-In Capital	Notes Receivable From Stockholders	Accumulated Other Comprehensive Income (Loss)	Accumulated Deficit
Redeemable convertible preferred stock, beginning balance (in shares) at Jul. 31, 2016	72,501,000					
Redeemable convertible preferred stock, beginning balance at Jul. 31, 2016	\$ 191,407					
Increase (Decrease) in Temporary Equity [Roll Forward]						
Accretion of Series C and D redeemable convertible preferred stock	\$ 9,570					
Redeemable convertible preferred stock, ending balance (in shares) at Jul. 31, 2017	72,501,000					
Redeemable convertible preferred stock, ending balance at Jul. 31, 2017	\$ 200,977					
Common stock, beginning balance (in shares) at Jul. 31, 2016		30,331,000				
Beginning balance at Jul. 31, 2016	(124,740)	\$ 16	\$ 11,714	\$ (9,914)	\$ 0	\$ (126,556)
Increase (Decrease) in Stockholders' Equity [Roll Forward]						
Accretion of Series C and D redeemable convertible preferred stock	(9,570)		(9,570)			
Issuance of common stock upon exercise of stock options (in shares)		1,347,000				
Issuance of common stock upon exercise of stock options	2,971	\$ 1	2,970			
Issuance of common stock related to early exercised stock options (in shares)		781,000				

Issuance of common stock related to early exercised stock options	0					
Repurchases of unvested common stock (in shares)		(100,000)				
Repurchases of unvested common stock	263			263		
Repayments of notes receivable from stockholders	1,856			1,856		
Accrued interest on notes receivable from stockholders, net of repayments	(83)			(83)		
Vesting of early exercised stock options	3,702	\$ 1		3,701		
Stock-based compensation	9,919			9,919		
Net loss	(35,460)					(35,460)
Unrealized net gains (losses) on available-for-sale securities, net of tax	0					
Common stock, ending balance (in shares) at Jul. 31, 2017			32,359,000			
Ending balance at Jul. 31, 2017	(151,142)	\$ 18	18,734	(7,878)	0	(162,016)
Increase (Decrease) in Temporary Equity [Roll Forward]						
Accretion of Series C and D redeemable convertible preferred stock	\$ 6,332					
Conversion of redeemable convertible preferred stock to common stock upon initial public offering (in shares)	(72,501,000)					
Conversion of redeemable convertible preferred stock to common stock upon initial public offering	\$ (207,309)					
Redeemable convertible preferred stock, ending balance (in shares) at Jul. 31, 2018	0					
Redeemable convertible preferred stock, ending balance at Jul. 31, 2018	\$ 0					
Increase (Decrease) in Stockholders' Equity [Roll Forward]						

<u>Accretion of Series C and D redeemable convertible preferred stock</u>	(6,332)		(6,332)	
<u>Issuance of common stock upon exercise of stock options (in shares)</u>		1,712,000		
<u>Issuance of common stock upon exercise of stock options</u>	4,985	\$ 2	4,983	
<u>Issuance of common stock related to early exercised stock options (in shares)</u>		180,000		
<u>Issuance of common stock related to early exercised stock options</u>	0			
<u>Repurchases of unvested common stock (in shares)</u>		(788,000)		
<u>Repurchases of unvested common stock</u>	214		214	
<u>Repayments of notes receivable from stockholders</u>	5,346		5,346	
<u>Accrued interest on notes receivable from stockholders, net of repayments</u>	267		267	
<u>Vesting of early exercised stock options</u>	3,255	\$ 12	3,243	
<u>Stock-based compensation</u>	11,224		11,224	
<u>Net loss</u>	(33,646)			(33,646)
<u>Issuance of common stock upon initial public offering, net of underwriting discounts of \$15,456 and issuance costs of \$6,164 (in shares)</u>		13,800,000		
<u>Issuance of common stock upon initial public offering, net of underwriting discounts of \$15,456 and issuance costs of \$6,164</u>	198,880	\$ 14	198,866	
<u>Conversion of redeemable convertible preferred stock to common stock upon initial public offering (in shares)</u>		72,501,000		
<u>Conversion of redeemable convertible preferred stock to common stock upon initial public offering</u>	207,309	\$ 73	207,236	
<u>Unrealized net gains (losses) on available-for-sale securities, net of tax</u>	\$ (124)			(124)

<u>Common stock, ending balance (in shares) at Jul. 31, 2018</u>	119,764	119,764,000				
<u>Ending balance at Jul. 31, 2018</u>	\$ 240,236	\$ 119	438,392	(2,051)	(124)	(196,100)
<u>Redeemable convertible preferred stock, ending balance (in shares) at Jul. 31, 2019</u>	0					
<u>Redeemable convertible preferred stock, ending balance at Jul. 31, 2019</u>	\$ 0					
<u>Increase (Decrease) in Stockholders' Equity [Roll Forward]</u>						
<u>Issuance of common stock upon exercise of stock options (in shares)</u>	6,277,000	6,277,000				
<u>Issuance of common stock upon exercise of stock options</u>	\$ 29,862	\$ 7	29,855			
<u>Repurchases of unvested common stock (in shares)</u>		(8,000)				
<u>Repurchases of unvested common stock</u>	0					
<u>Repayments of notes receivable from stockholders</u>	1,905			1,905		
<u>Accrued interest on notes receivable from stockholders, net of repayments</u>	146			146		
<u>Vesting of early exercised stock options</u>	983		983			
<u>Stock-based compensation</u>	46,953		46,953			
<u>Net loss</u>	(28,655)					(28,655)
<u>Issuance of common stock under the employee stock purchase plan (in shares)</u>		1,131,000				
<u>Issuance of common stock under the employee stock purchase plan</u>	16,436	\$ 1	16,435			
<u>Vesting of restricted stock units (in shares)</u>		89,000				
<u>Vesting of restricted stock units</u>	0					
<u>Adjustment to initial public offering costs</u>	300		300			

<u>Unrealized net gains (losses)</u>						
<u>on available-for-sale securities, net of tax</u>	\$ 392				392	
<u>Common stock, ending balance (in shares) at Jul. 31, 2019</u>	127,253	127,253,000				
<u>Ending balance at Jul. 31, 2019</u>	\$ 308,558	\$ 127	\$ 532,618	\$ 0	\$ 268	\$ (224,455)

**Income Taxes - Schedule of
Components of Deferred Tax**

Assets and Liabilities

Jul. 31, 2019 Jul. 31, 2018 Jul. 31, 2017 Jul. 31, 2016

(Details) - USD (\$)

\$ in Thousands

Deferred tax assets:

<u>Net operating losses carryovers</u>	\$ 87,413	\$ 41,794		
<u>Accruals and reserves</u>	1,763	2,863		
<u>Deferred revenue</u>	14,752	6,071		
<u>Tax credits carryovers</u>	10,330	6,118		
<u>Stock-based compensation</u>	6,112	784		
<u>Property and equipment</u>	560	303		
<u>Other</u>	232	347		
<u>Gross deferred tax assets</u>	121,162	58,280		
<u>Less: Valuation allowance</u>	(103,732)	(45,578)	\$ (51,493)	\$ (40,299)
<u>Total deferred tax assets</u>	17,430	12,702		

Deferred tax liabilities:

<u>Intangible Assets</u>	(1,178)	0		
<u>Deferred contract acquisition costs</u>	(15,906)	(12,561)		
<u>Other</u>	(89)	0		
<u>Total deferred tax liabilities</u>	(17,173)	(12,561)		
<u>Net deferred tax assets</u>	\$ 257	\$ 141		