

Exhibit A



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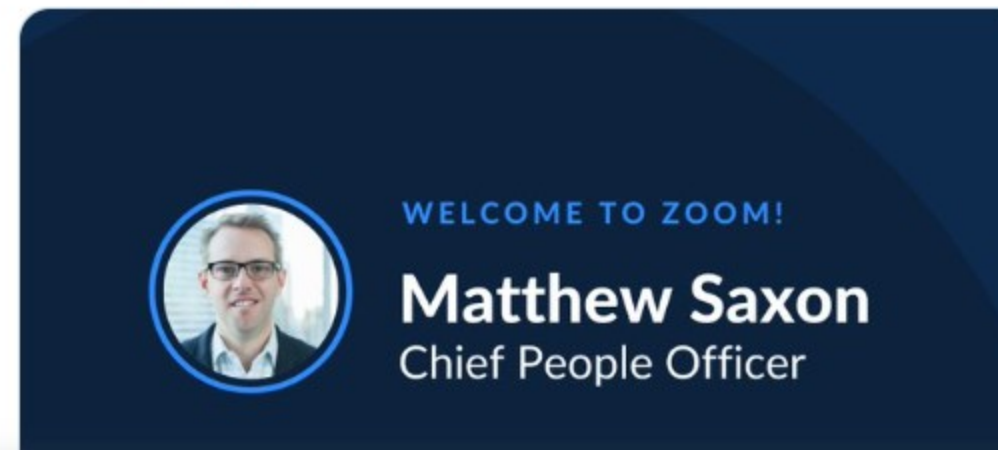
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We're thrilled to welcome Matthew Saxon to Zoom as our new Chief People Officer! [bit.ly/38I2FvC](#)



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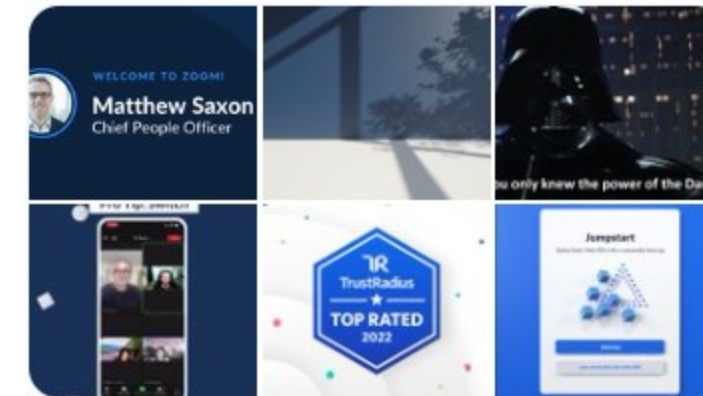
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5 hrs · 🌐

'Making Waves' was our theme for #APIHeritageMonth. Zoom PACT, our Asian & Pacific Islander Employee Resource Group, celebrated by welcoming speakers from different backgrounds to hear how they are "making waves" in their community through storytelling & representation. <https://bit.ly/3apukSM>



7

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125K followers

180 following

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Teacher Love



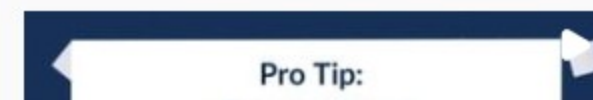
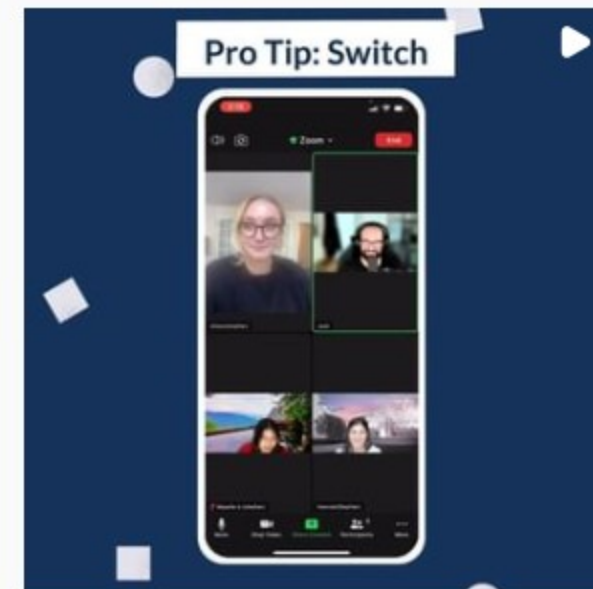
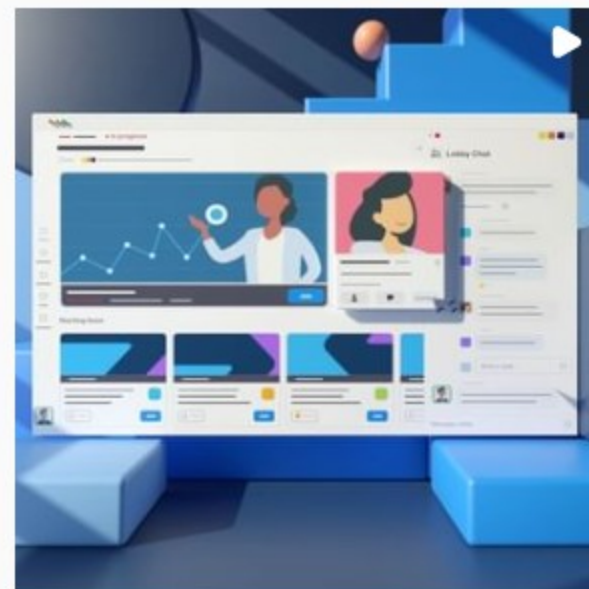
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


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Including Norihiro Gacky Shimogaki and 21 others

 +19

▲ 17%
Total headcount growth
6 months

🕒 1.3 year
Median tenure

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
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Zoom: More than Meetings

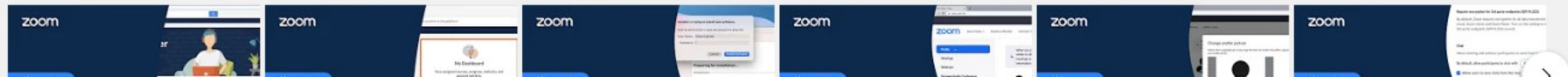
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Exhibit B

	Year Ended January 31,			
	2020	2019	2018	2017
(in thousands, except share and per share data)				
Consolidated Statements of Operations Data:				
Revenue	\$ 622,658	\$ 330,517	\$ 151,478	\$ 60,817
Cost of revenue ⁽¹⁾	115,396	61,001	30,780	12,472
Gross profit	507,262	269,516	120,698	48,345
Operating expenses:				
Research and development ⁽¹⁾	67,079	33,014	15,733	9,218
Sales and marketing ⁽¹⁾	340,646	185,821	82,707	31,580
General and administrative ⁽¹⁾	86,841	44,514	27,091	7,547
Total operating expenses	494,566	263,349	125,531	48,345
Income (loss) from operations	12,696	6,167	(4,833)	—
Interest income and other, net	13,666	2,182	1,315	158
Net income (loss) before provision for income taxes	26,362	8,349	(3,518)	158
Provision for income taxes	1,057	765	304	172
Net income (loss)	\$ 25,305	\$ 7,584	\$ (3,822)	\$ (14)
Distributed earnings attributable to participating securities	—	—	(4,405)	(14,366)
Undistributed earnings attributable to participating securities	(3,555)	(7,584)	—	—
Net income (loss) attributable to common stockholders	\$ 21,750	\$ —	\$ (8,227)	\$ (14,380)
Net income (loss) per share attributable to common stockholders:				
Basic	\$ 0.09	\$ 0.00	\$ (0.11)	\$ (0.20)
Diluted	\$ 0.09	\$ 0.00	\$ (0.11)	\$ (0.20)
Weighted-average shares used in computing net income (loss) per share attributable to common stockholders:				
Basic	233,641,336	84,483,094	78,119,865	70,309,256
Diluted	254,298,014	116,005,681	78,119,865	70,309,256

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

	Year Ended January 31,			
	2020	2019	2018	2017
(in thousands)				
Cost of revenue	\$ 7,860	\$ 1,119	\$ 204	\$ 87
Research and development	11,645	1,369	360	278
Sales and marketing	41,465	3,540	812	467
General and administrative	12,139	2,913	8,953	207
Total stock-based compensation expense	\$ 73,109	\$ 8,941	\$ 10,329	\$ 1,039

Full report can be found at:

<https://investors.zoom.us/static-files/a6b3b254-94ff-415f-bb3b-8c3146b061d4>

Results of Operations

The following tables set forth selected consolidated statements of operations data and such data as a percentage of revenue for each of the fiscal years indicated:

	Year Ended January 31,		
	2022	2021	2020
	(in thousands)		
Revenue	\$ 4,099,864	\$ 2,651,368	\$ 622,658
Cost of revenue ⁽¹⁾	1,054,554	821,989	115,396
Gross profit	3,045,310	1,829,379	507,262
Operating expenses:			
Research and development ⁽¹⁾	362,990	164,080	67,079
Sales and marketing ⁽¹⁾	1,135,959	684,904	340,646
General and administrative ⁽¹⁾	482,770	320,547	86,841
Total operating expenses	1,981,719	1,169,531	494,566
Income from operations	1,063,591	659,848	12,696
Gains on strategic investments, net	43,761	2,538	—
Other (expense) income, net	(5,720)	15,648	13,666
Income before (benefit from) provision for income taxes	1,101,632	678,034	26,362
(Benefit from) provision for income taxes	(274,007)	5,718	1,057
Net income	\$ 1,375,639	\$ 672,316	\$ 25,305

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

Cost of revenue	\$ 69,612	\$ 34,960	\$ 7,860
Research and development	113,000	50,161	11,645
Sales and marketing	229,297	146,377	41,465
General and administrative	65,378	44,320	12,139
Total stock-based compensation expense	\$ 477,287	\$ 275,818	\$ 73,109

	Year Ended January 31,		
	2022	2021	2020
	(as a percentage of revenue)		
Revenue	100 %	100 %	100 %
Cost of revenue	26	31	19
Gross profit	74	69	81
Operating expenses:			
Research and development	8	6	11
Sales and marketing	27	26	55
General and administrative	12	12	13
Total operating expenses	47	44	79
Income from operations	27	25	2
Gains on strategic investments, net	1	—	—
Other (expense) income, net	0	1	2
Income before (benefit from) provision for income taxes	28	26	4
(Benefit from) provision for income taxes	(6)	1	0
Net income	34 %	25 %	4 %

Full report can be found at:

<https://investors.zoom.us/static-files/9a9d91bf-5c62-45fd-9573-fb03159c8a93>