

Zoom - Q2 2022 Financial Report

Metric	Value
Revenue	\$34,701,607.00
Growth Rate	-2.0%
Profit Margin	27.2%

****Zoom Video Communications, Inc. - Q2 2022 Financial Report**** ****Executive Summary:**** Zoom Video Communications delivered a solid performance in Q2 2022, navigating a complex and evolving market landscape. While growth moderated compared to the pandemic-fueled peaks, we achieved revenue growth and maintained profitability, reflecting the enduring value proposition of our platform for communication and collaboration. We continue to focus on enterprise expansion, product innovation, and strategic investments to drive long-term sustainable growth. ****Revenue Performance:**** Total revenue for Q2 2022 reached \$1.1 billion, representing a 8% increase year-over-year. Growth was primarily driven by expansion within our enterprise customer base. Revenue from the Americas comprised \$760 million, while the EMEA and APAC regions accounted for \$220 million and \$120 million, respectively. Online revenue showed stagnation, indicating a shift in focus toward larger enterprise clients. ****Key Business Highlights:**** ****Enterprise Expansion:**** Significant wins in our enterprise segment, demonstrating increased adoption of Zoom Meetings, Zoom Phone, and Zoom Rooms. ****Product Innovation:**** Launched Zoom IQ for Sales, a conversation intelligence solution, and enhanced Zoom Contact Center with advanced routing capabilities. These reflect our commitment to broadening our platform beyond core meetings. ****Zoom Phone Momentum:**** Zoom Phone continued to experience strong growth, reaching over 4 million seats. This reinforces our position as a leading provider of cloud-based phone services. ****Market Conditions and Competitive Landscape:**** The video communications market is becoming increasingly competitive, with established players and emerging startups vying for market share. While remote work remains prevalent, the demand for hybrid work solutions is rising. Zoom faces competition from Microsoft Teams, Google Meet, Cisco Webex, and others. Our differentiation strategy emphasizes ease of use, reliability, and a comprehensive platform approach, integrating communications, collaboration, and customer engagement tools. ****Forward-Looking Statements and Guidance:**** For Q3 2022, we anticipate revenue to be in the range of \$1.10 - \$1.12 billion. We expect continued growth in our enterprise segment, driven by Zoom Phone and Zoom Rooms deployments. We are closely monitoring macroeconomic factors and their potential impact on our business. We remain committed to innovation and disciplined execution to deliver long-term shareholder value. Our investments in AI and advanced features are to drive increased engagement.