



NEWS RELEASE

Zuora Appoints New Chief Revenue Officer

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SAN MATEO, Calif.--(BUSINESS WIRE)-- **Zuora, Inc.**, (NYSE:ZUO) the leading cloud-based subscription management platform provider, today announced that **Robbie Traube**, vice president, strategic and vertical accounts, North America at Adobe, will be joining the company as its Chief Revenue Officer, becoming part of the executive management team reporting to Zuora co-founder and CEO Tien Tzuo.

"Robbie brings an incredibly unique combination of skills and experiences to Zuora, from running North American sales for the strategic segment of one of the greatest subscription-based software companies, to leading the technology partner and systems integrator programs for global enterprises at prior companies," said Tzuo. "We are thrilled to have Robbie lead us through this next phase of our growth as a public company."

Robbie comes to Zuora with his proven track record of more than 25 years in enterprise software sales. He spent the last 10 years at Adobe, most recently serving as its vice president, strategic and vertical accounts, North America. While leading the sales organization, Robbie drove growth for one of Adobe's largest market opportunities – Adobe Experience Cloud – by engaging companies in hi-tech, auto, healthcare, retail, CPG, financial services and insurance, travel and hospitality, and media and entertainment.

Prior to his tenure at Adobe, Robbie was the senior vice president of worldwide sales at Mercado Software where he led the company's direct sales and operations in the U.S., EMEA and APAC, as well as channel and technology partner relationships. He continued this role at Omniture after the company acquired Mercado. Robbie also worked at ClickSoftware where he was responsible globally for running all complementary software partners (CSP's) including SAP, Siebel and PeopleSoft (now Oracle), and Microsoft and system integrators (SI's) including Accenture, IBM, Capgemini, Deloitte, and Logica.

"I participated first hand in the explosive growth Adobe created around Digital Experience and see the immense opportunity of the Subscription Economy for companies across all industries. I am thrilled to join the Zuora



leadership team and I look forward to rolling up my sleeves and helping the company and its customers to succeed,” said Robbie Traube, Chief Revenue Officer at Zuora. Robbie is expected to start his new role at Zuora by early November.

About Zuora, Inc.

Zuora provides the leading cloud-based subscription management platform that functions as a system of record for subscription businesses across all industries. Powering the Subscription Economy®, the Zuora® Central platform was architected specifically for dynamic, recurring subscription business models and acts as an intelligent subscription management hub that automates and orchestrates the entire subscription order-to-cash process, including billing and revenue recognition. Zuora serves more than 1,000 companies around the world, including Box, Rogers, Schneider Electric, Xplornet and Zendesk. Headquartered in the Silicon Valley, Zuora also operates offices around the world in the U.S., EMEA and APAC. To learn more about the Zuora platform, please visit www.zuora.com.

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