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Oliver Roll – Introduction

Thank you operator. And thank you to all of you for joining our fiscal fourth quarter, and full year 2025 earnings conference call. We will be discussing Gloop's performance for the fourth quarter ended January 31st, 2026, as well as our results for the full year 2025. We will also be providing guidance for our Q1 and full year 2026.

Joining me on today's call are CEO and co-founder Scott Beck, and CFO Paul Seamon. Our Executive Board Chair and Head of Technology, Pat Gelsinger, will also join the Q&A session.

Before we begin, please be reminded that this call will contain forward-looking statements which are based on Gloop's current expectations, but which are subject to risks and uncertainties relating to future events and/or the future financial performance of Gloop. Actual results could differ materially from those anticipated in these forward-looking statements. A discussion of some of the risks that could cause actual results to differ materially from our forward-looking statements can be found in today's press release and elsewhere in our filings with the Securities and Exchange Commission, including our Prospectus dated November 18, 2025 and our annual report on Form 10-K that we expect to file later this week. Our SEC filings are also available on Gloop's investor relations website at investors.gloop.com and the SEC's website.

In addition, during today's call, we will discuss certain non-GAAP financial measures. Reconciliations of these non-GAAP metrics to the most directly comparable GAAP metrics, as well as the definitions of each measure, their limitations and our rationale for using them, are included in today's press release and in our Form 10-K. And now, I will turn the call over to Scott.

Scott Beck – Q4 2025 Earnings Overview

Thank you Oliver, and thank you for joining our 2025 fourth quarter and year end earnings call. Q4 was a strong quarter for Gloop that exceeded our guidance and capped a strong year in 2025, our first year as a public company. In Q4 2025, we more than quadrupled our revenue compared to the prior year period. We also exited 2025 with a much stronger balance sheet, following our November IPO and the conversion of a significant majority of our debt into equity. We're also making good progress toward Adjusted EBITDA profitability, as reflected in our Q1 guidance of more than 30% improvement in adjusted EBITDA from Q4. We remain confident in achieving Adjusted EBITDA profitability in Q4 2026, and continue to expect to approach Adjusted EBITDA profitability in Q3.

These results and our confidence in the future reflect the unique value we are delivering against two mission-critical needs across the faith and flourishing ecosystem: the need to modernize technology, and the need to expand reach. Our growth is driven organically, as well as through continued expansion from accretive strategic acquisitions that strengthen our platform.

Powering Tech / Powering Reach

Before I go deeper into our strategy, I want to briefly revisit the ecosystem that we serve, because that context is important to understanding both our opportunity and our results. Gloop is building the leading technology platform for the faith and flourishing ecosystem. This is one of the oldest and largest sectors in the world, yet one that remains highly fragmented and materially underserved by modern technology.

At the center of the ecosystem are two interconnected groups. First are churches and frontline organizations, or CFLs, which serve people and communities directly. The second are network capability providers, or NCPs, which equip them with the tools, services, resources and infrastructure that they need to succeed. At the heart of the ecosystem, we see two mission-critical and unmet needs. One is the need to modernize technology, including systems, data, workflows, and core operating infrastructures. The other is the need to expand reach, deepen engagement, and increase donor support in more effective and scalable ways.

The Gloop platform is built to address those needs through two core areas of focus: powering technology and powering reach. Our solutions that power tech help organizations modernize their operations and build the foundation required to adopt new technologies effectively. Our solutions that power reach help organizations expand awareness, strengthen engagement, and grow support through differentiated marketing, media, and fundraising.

Underpinning everything is the company's growing leadership in Applied AI. We're leveraging the latest innovations in agentic AI, foundational models, and services from top AI companies. We're combining that with the AI advancements across our own platform. As part of this strategy, we are taking over more of our customers' work that can now be executed by AI. We take over a customers' technology operations, we modernize them, and then we apply

agentic AI to deliver significantly better outcomes at lower cost, while also creating higher margins for Gloop, and highly durable revenue streams. This allows AI to be uniquely applied to the real operations, workflows and mission-critical activities of churches, ministries and not-for-profits in ways that protect theological integrity, strengthen relational ministry, and advance human flourishing. This approach is supported by forward-deployed engineers - similar to the models used by Palantir - we understand customer operations and build tailored agentic solutions that create meaningful, repeatable value. Over time, we believe that expands our opportunity well beyond software spend into the much larger labor budgets that sit behind it. We believe Gloop is uniquely positioned to lead Applied AI in the faith and flourishing ecosystem, by helping customers harness those capabilities in practical, mission-aligned ways.

I now want to turn to our broader platform strategy and how we continue to strengthen it over time. As the platform expands, it benefits from a powerful flywheel effect. Each new capability, solution, and network capability provider makes the platform even more valuable to churches and frontline organizations that we serve. And as more of these organizations engage, the platform becomes more valuable to the network capability providers and partners serving them. Strategic acquisitions are a key part of strengthening that flywheel, enhancing our ability to power tech and power reach for our customers. Earlier today, we announced our latest example of that flywheel in action.

Latest Acquisition - EMD

Today we announced a definitive agreement to acquire Enterprisemarketdesk - known as EMD - a leading Workday Service Partner that provides consulting, implementation, and operating services to small and mid-sized organisations and not-for-profits. This is an important addition to our solutions for powering tech. Workday is a leading ERP platform in the faith and flourishing ecosystem, and often the preferred solution for many of the Gloop enterprise customers, creating clear synergies between the two companies.

EMD offers a full suite of services including Workday deployments, application management services, and staff augmentation. This strengthens the Gloop 360 value proposition and expands our ability to help customers modernize core systems and transform IT in more strategic ways through our Applied AI. This aligns with our core strategy of taking over and modernizing the work of an organization, using forward deployed engineers, then applying agentic AI, thereby delivering better results at lower cost, while at the same time creating higher margins for Gloop. Workday offers a major set of capabilities that we see many of the organizations in the faith and flourishing ecosystem using more often. Workday implementations are long-cycle engagements that will lead to larger digital transformation mandates that Gloop 360 is uniquely able to support.

In addition, we successfully completed the acquisition of Westfall Group during the quarter. Westfall is a leading platform for major donor engagement in the faith and flourishing

ecosystem. Its addition has expanded our donor development capabilities and strengthened the strategic fit and synergies with Masterworks, which we acquired in 2025. Together, these moves reflect our disciplined approach of adding best-in-class network capability providers as Gloop Capital Partners, strengthening the platform, and reinforcing the flywheel. Westfall Group has been immediately accretive since close, and we anticipate EMD will be immediately accretive upon close as well.

Applied AI

Now let me turn back to the importance of AI to our strategy. Underpinning everything we do is our growing leadership in Applied AI. Our Applied AI strategy is focused on three areas. First, we are building the core AI capabilities we believe the ecosystem needs, including agents, values-aligned AI, unified data infrastructures, and trusted chat-based interfaces. Second, we are embedding AI across our solutions to improve automation, personalization, data integration, and overall customer outcomes. Third, we are helping both our customers and Gloop itself put AI agents to work and evolve toward more agentic operating models, so that the ecosystem can focus more time, energy, and resources on mission. We believe this strengthens our platform, accelerates innovation across our portfolio, and reinforces our leadership in Applied AI for the faith and flourishing ecosystem.

Customer Momentum

Let's turn to customer momentum. We are seeing strong customer momentum across our portfolio. We continue to close larger, strategic deals, with two customers now expanding to almost \$10 million of annual revenue. We also closed several agreements valued at more than \$1 million, including an exciting expansion in the university segment through our work with Jessup University. This is the first example of us bringing the full breadth of the Gloop platform to a large university, and it's a strong validation of the value we can provide this very large market segment. We also announced a new strategic technology partnership with InterVarsity Christian Fellowship USA, with Gloop 360 powering its enterprise technology operations. That will enable InterVarsity to spend less time managing systems and more time engaging students and faculty across more than 700 campuses in the United States. It is a strong example of how by powering their technology, we can help organizations modernize operations while increasing mission impact. Separately we also expanded our partnership with YouVersion in Brazil, establishing a co-located engineering presence alongside their Regional Hub to strengthen the cultural alignment with their team while building engineering capacity in the region.

A Focus on Profitability

In a moment, Paul will take you through our guidance for Q1 and the year ahead. We remain super confident in our strategy and our outlook for 2026. Our confidence reflects the strength of the platform that we're building, the flywheels that continue to strengthen as we scale, and the momentum we are seeing across the business. It also reflects the role AI is increasingly playing as an accelerator across both powering tech and our powering reach solutions. We

believe our AI is unlocking enormous possibilities for ministries, churches, and network capability providers to grow their reach and to expand their impact. Our focus on Applied AI, and on bringing agentic workflows into the faith and flourishing ecosystem in practical, mission-aligned ways, uniquely positions us to capture that opportunity. Taken together, that gives us confidence in our guidance, our path to profitability, and the long-term value that we believe we are delivering to our customers and shareholders.

Paul - over to you to talk about our numbers in more detail.

Paul Seamon - Financial Review

Thank you, Scott.

Our fourth quarter 2025 results were strong, with revenue beating our guidance and adjusted EBITDA at the upper end of our guidance range, giving us solid momentum as we ended the year.

Q4 Financial Results

Revenue for the quarter was \$33.6 million, an increase of 418%, compared to the same period last year, and 3.3% sequential growth compared to Q3, which is good performance given the seasonality characteristics of our industry. Year-over-year results were driven by solid organic growth across our portfolio, as well as the acquisitions of several Capital Partner businesses, most notably Masterworks and Midwestern.

Platform revenue totaled \$20.1 million, an increase of \$13.8 million from Q4 of last year, and 1.6% sequential growth. As a reminder, Platform revenue includes advertising, marketplace, and subscription offerings. Much of this sequential growth was driven by Gloo 360 and Igniter, partially offset by some Masterworks advertising revenue that shifted into Q3, as we previously discussed.

Platform Solutions revenue was \$13.5 million, up 6.0% sequentially, supported by strong performance from Barna and the addition of Westfall Group. Going forward, Westfall's donor events and design business will primarily contribute to Platform Solutions revenue and, together with Masterworks, will strengthen our solutions for powering reach, by supporting customers' fundraising throughout the year and around key events.

Cost of revenue in the quarter was 76.5%, an improvement from 83.4% in the prior year period. That improvement was driven by growth in higher margin business lines and improved pricing in some areas. We expect improvement to continue through the year.

Adjusted EBITDA improved \$0.7 million sequentially to negative \$18.6 million. This improvement reflects incremental gains across nearly all of our Gloo businesses and Capital

Partners, and includes acquisition costs related to the Westfall Group acquisition, which we do not adjust out. Westfall did not contribute to adjusted EBITDA, as January is seasonally slower for fundraising activity.

There are also two important non-cash items to note that significantly reduced net income in the quarter. First, share-based compensation was higher than normal due to non-recurring IPO related award activity as noted in our Q3 10-Q. Second, the line item "Loss from the change in fair value of financial instruments" reflects derivative calculations affected by our share price. If our price declines in a quarter, we will generally record a loss in this line and if our share price increases in a quarter we will generally record a gain. In Q4, this number pressured net income and therefore EPS.

As of January 31st, 2026, we had \$57.3 million of cash and cash equivalents.

I'd like to now turn to our Q1 and full year 2026 outlook. As Scott mentioned, we continue to guide to first quarter revenue of \$36 million. For the quarter, we expect adjusted EBITDA loss to narrow to negative \$12 million, representing more than \$6 million of sequential improvement, as we grow revenue, improve cost of revenue, and continue to aggressively manage operating expenses. We remain focused on progressing toward adjusted EBITDA profitability in Q4.

2026 Outlook

Our full year 2026 revenue outlook is now \$190 million, which includes the addition of EMD. While we continue to see M&A opportunities, we are confident in our ability to achieve this guidance without any additional acquisitions. As we move through 2026, we continue to expect meaningful sequential improvement each quarter, and expect profitability in Q4 2026.

For Q1, we expect a weighted average share count of approximately 80 million shares.

Looking ahead, we're excited about scaling the business and applying Gloop AI internally as we become more efficient, and using it externally to help customers better serve their constituents.

With that, back to you Scott.

Scott Beck

Thank you Paul. With that, Operator, we are ready for the first question.

Scott Beck - Closing

Let me close by saying thank you to our team, our partners, our investors, and the organizations we serve across the faith and flourishing ecosystem. We have spent more than a decade building the foundation for this business, investing in the platform, in trusted relationships, and in a mission that continues to guide our work. Today, we believe Gloo is well positioned as the leading technology platform for this ecosystem and as the leader in Applied AI. Our goal remains clear: to build a large, profitable, mission-driven company that serves those who serve. And we are committed to doing that with discipline, transparency, and a focus on long-term value creation.