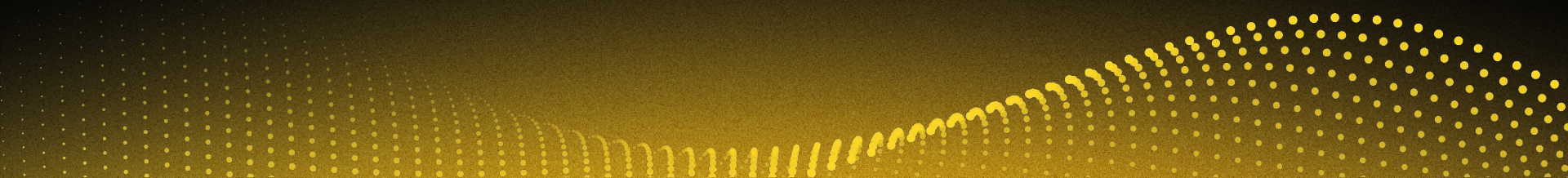
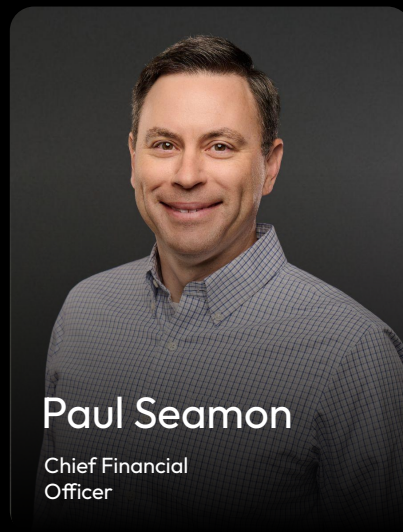


gloo

2026 Q2 Earnings



Today's Call



DISCLAIMER:

Forward-Looking Statements

This presentation contains “forward-looking statements” within the meaning of the safe harbor provisions of the U.S. Private Securities Litigation Reform Act of 1995. All statements other than statements of historical or current fact included in this presentation are forward-looking statements, including but not limited to statements regarding our growth prospects and our outlook for the second and third quarters and fiscal year of 2026. Forward-looking statements include statements containing words such as “expect,” “anticipate,” “believe,” “project,” “will,” “intend,” “estimate,” “may,” and similar expressions intended to identify forward-looking statements, regardless of whether such words explicitly appear in the statement itself. These forward-looking statements are based on Gloo’s current expectations. Forward-looking statements are subject to known and unknown risks, uncertainties, assumptions and other factors. Some of these risks are described in greater detail in the documents Gloo files with the SEC from time to time, including Gloo’s Annual Report on Form 10-K for the year ended January 31, 2026, filed with the Securities and Exchange Commission (“SEC”) on April 15, 2026, and in the other documents we file with the SEC from time to time, including our Quarterly Report on Form 10-Q for the quarter ended July 31, 2026, which we expect to file with the SEC following the date of this presentation. It is not possible for Gloo’s management to predict all risks, nor can they assess the impact of all factors on Gloo’s business or the extent to which any factor, or combination of factors, may cause Gloo’s actual results to differ materially from those contained in any forward-looking statements we may make. These factors may cause Gloo’s actual results, performance or achievements to differ materially and adversely from those anticipated or implied by Gloo’s forward-looking statements. Furthermore, if these forward-looking statements prove to be inaccurate, the inaccuracy may be material. In light of the significant uncertainties in these forward-looking statements, you should not rely on these statements or regard these statements as a representation or warranty by Gloo or any other person that we will achieve our objectives and plans in any specified timeframe, or at all. We undertake no obligation to update any forward-looking statements, whether as a result of new information, future events or otherwise, except as required by law.

Non-GAAP Financial Measures

To supplement its U.S. GAAP financials, Gloo has provided in this presentation the following non-GAAP financial measure: Adjusted EBITDA.

Gloo uses this non-GAAP financial measure to evaluate its core operating performance, support planning and forecasting, and assess strategic opportunities. In addition, Gloo may use Adjusted EBITDA in its incentive compensation programs applicable to some of its employees. Accordingly, Gloo believes that Adjusted EBITDA may provide useful information to investors about its business and financial performance, enhance its overall understanding of its past performance and future prospects, and allow for greater transparency with respect to this measure used by Gloo management in their financial and operational decision making.

Adjusted EBITDA has inherent limitations because it reflects the exercise of judgment by Gloo management about which expense items to include or exclude. Accordingly, Adjusted EBITDA may not be directly comparable to similarly titled metrics used by other companies. The non-GAAP financial information included in this presentation is presented for supplemental informational purposes only and should not be considered a substitute for financial information presented in accordance with U.S. GAAP. In addition, these non-GAAP measures have limitations as analytical tools, and investors should not consider such measures either in isolation or as substitutes for analyzing Gloo’s results as reported under U.S. GAAP. Gloo’s definitions and calculation of these non-GAAP measures are not necessarily comparable to other similarly titled measures used by other companies due to different methods of calculation.

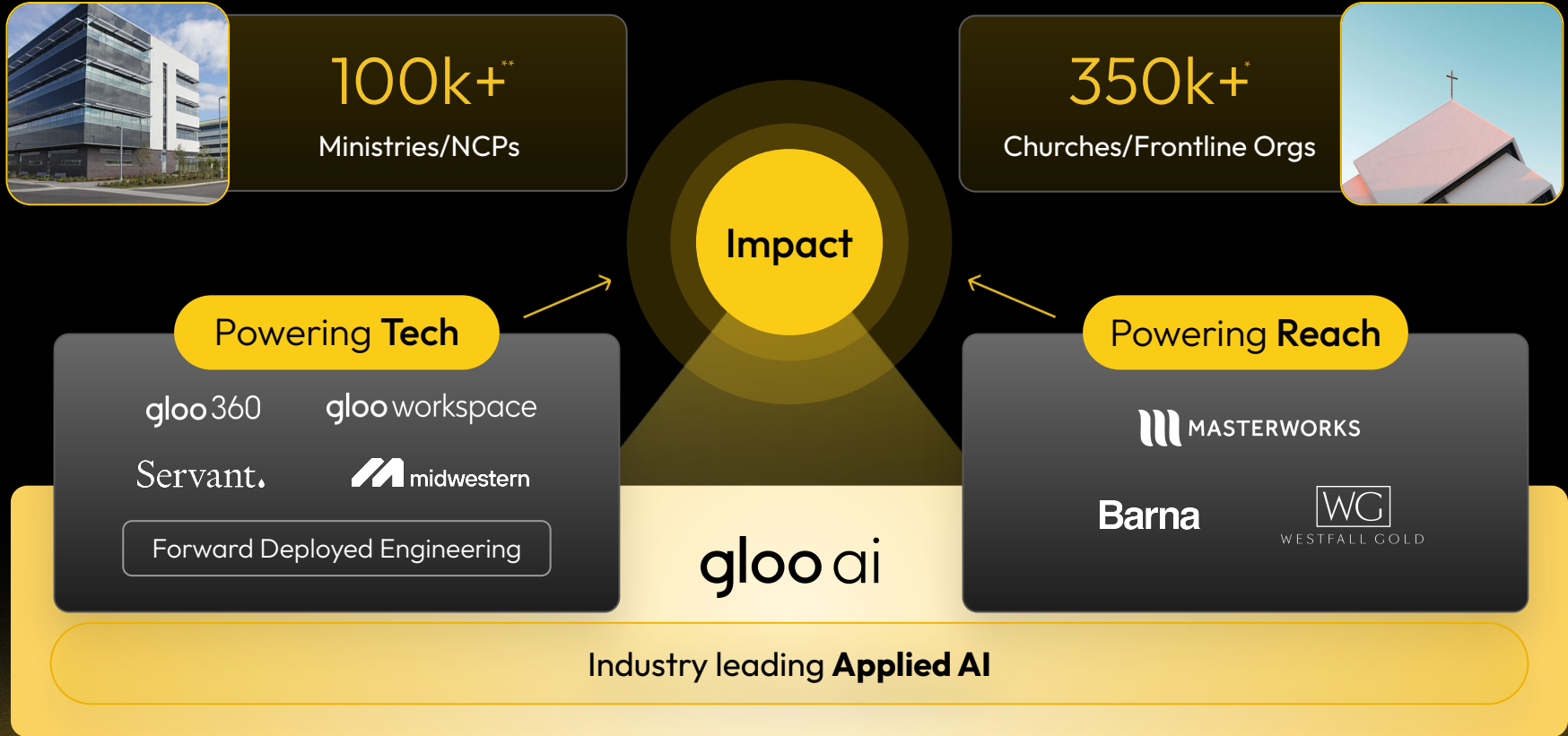
Gloo has not provided a reconciliation of its forward outlook for Adjusted EBITDA for the quarters ending October 31, 2026 and January 31, 2027 to its most directly comparable GAAP financial measure in reliance on the unreasonable efforts exception provided under Item 10(e)(1)(i)(B) of Regulation S-K. Gloo is unable to predict with reasonable certainty the amount and timing of adjustments that are used to calculate this non-GAAP financial measure, particularly related to interest expense and changes in fair value of certain financial instruments, as well as equity-based compensation and employee stock transactions and related tax effects.



Q2 Overview

— Scott Beck, Co-Founder & Chief Executive Officer

Profitably Powering Tech & Reach with Applied AI



Customer Momentum

\$1M+

Annual contract value (each)

30+ Customers



Powering Tech & Reach for
40+ Universities

More Cross Selling. More Capabilities.



Multi-Solution
Cross Selling



Acquisitions Create
Expanded Capabilities

Applying AI to Power Tech and Power Reach

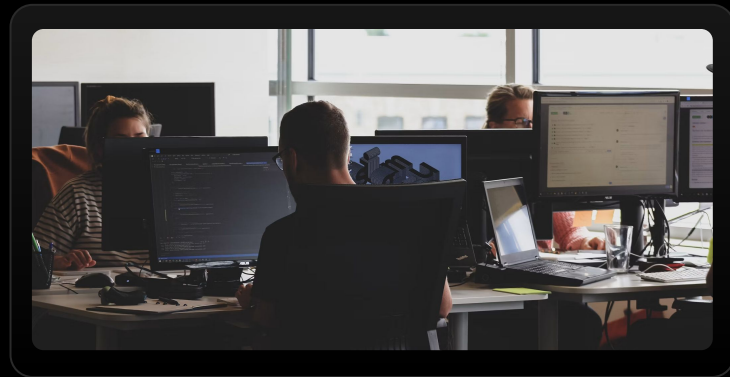
Improved Models. Improved Results.



As AI models improve, we:

- Deliver faster and more efficiently
- Create greater value for customers
- Expand operating margins

Forward Deployed & Productized



Solving customer operational challenges through:

- Forward-deployed engineering
- Agentic workflows
- Productizing capabilities

The Growing Value of AI

 gloo ai studio

 Gloo Code

Gloo Code

New Feature Release

Gloo Code—a new feature in Gloo AI Studio, helps developers get more from their tokens by pairing purpose-built agents with the right model for each task.



Gloo AI Hackathon

Boulder, Colorado | October 6 - 8, 2024

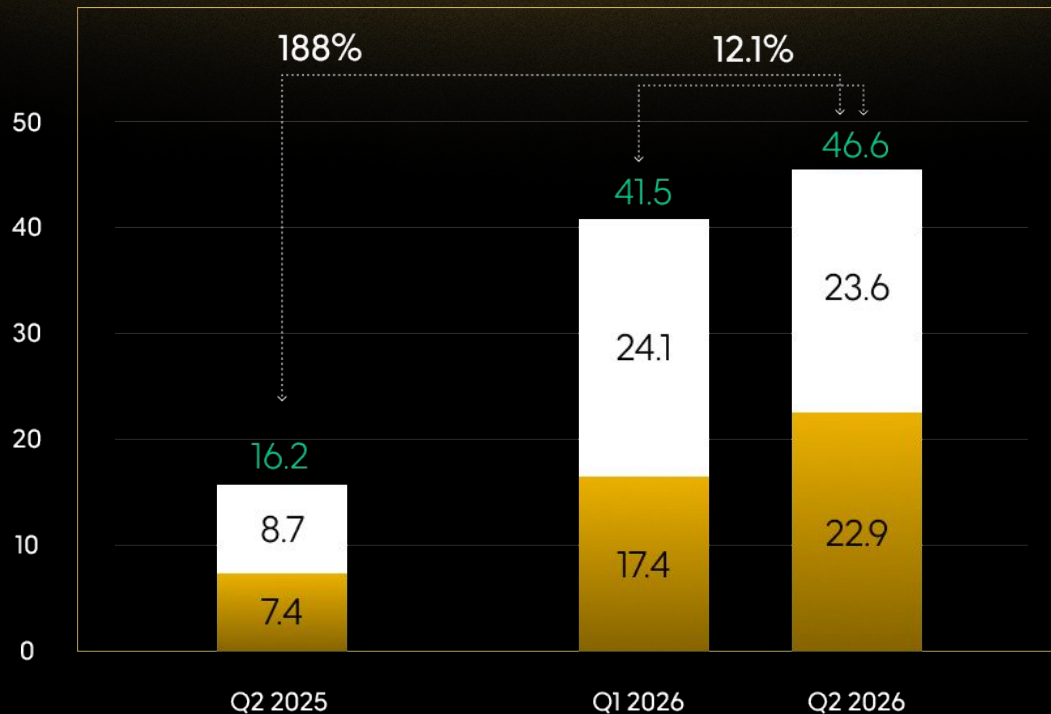
Gathering hundreds of developers, engineers, and mission-driven builders to accelerate practical AI solutions that advance human flourishing.



Q2 Results

— Paul Seamon, Chief Financial Officer

Q2 2026 Revenue

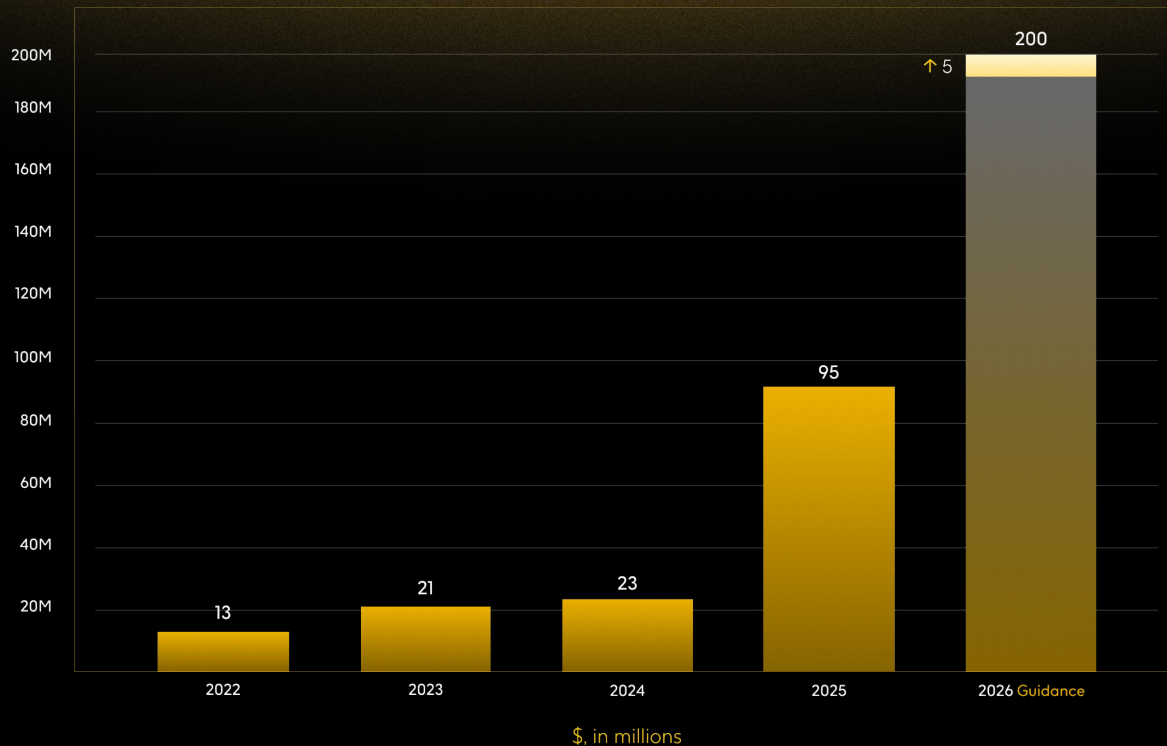


\$, in millions

188% YoY Q2 Revenue Growth

- **Beat guidance** for Q2 2026
- **Continued strong execution** and financial discipline

2026 Annual Revenue Guidance

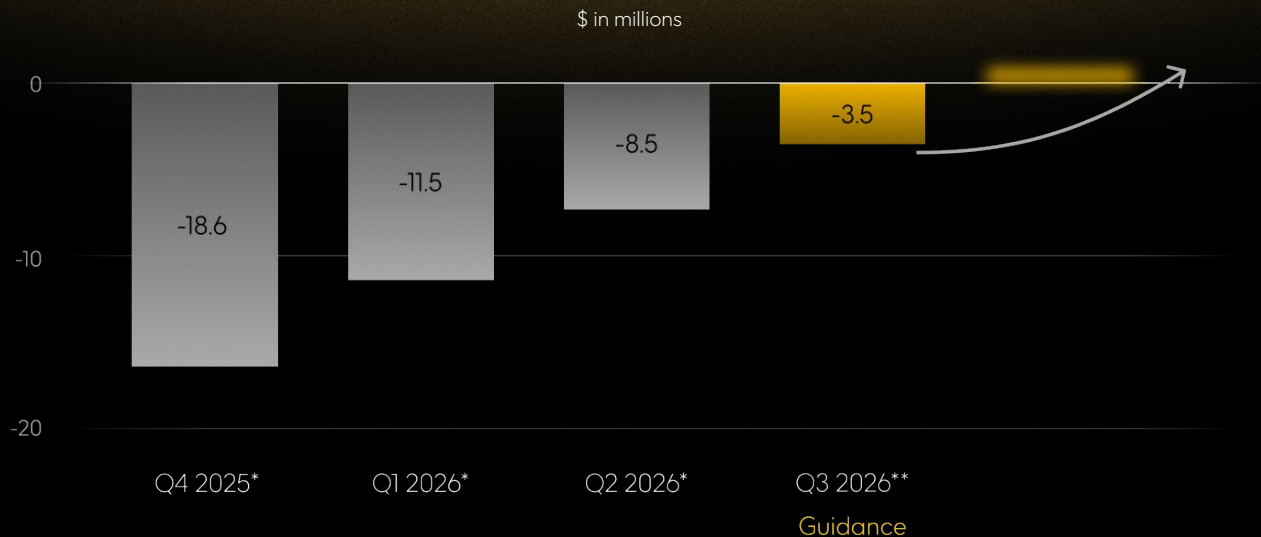


FY 2026 guidance increased by \$5M to \$200M as of September 9, 2026

On June 8, 2026, FY2026 guidance increased by \$5M to \$195M
from previous guidance of \$190M

Q2 2026 Financial Results & Guidance

Adjusted EBITDA



We remain confident in achieving Adjusted EBITDA profitability in fourth quarter 2026.**

*A reconciliation of Adjusted EBITDA to Net Loss is available in the Appendix.

**Gloo has not provided a reconciliation of its forward outlook for Adjusted EBITDA for Q3 or Q4 2026 to its most directly comparable GAAP financial measure in reliance on the unreasonable efforts exception provided under Item 10(e)(1)(i)(B) of Regulation S-K. Gloo is unable to predict with reasonable certainty the amount and timing of adjustments that are used to calculate this non-GAAP financial measure, particularly related to interest expense and changes in fair value of certain financial instruments, as well as equity-based compensation and employee stock transactions and related tax effects.

Q2 2026 Financial Results & Q3 2026 Guidance

\$ in millions	Q2 2025	Q1 2026	Q2 2026	YoY Growth	Q3 Guidance	Q3 YoY Guidance Growth
Platform Revenue	8.7	24.1	23.6	170%	–	–
Platform Solutions Revenue	7.4	17.4	22.9	209%	–	–
Total Revenue	16.2	41.5	46.6	188%	55.0	69%
Adjusted EBITDA*	-19.0	-11.5	-8.3	56%	-3.5	82%

Thank You

APPENDIX: Q2 & 2026 Net Loss to Adjusted EBITDA Reconciliation

	Three Months Ended (July 31)		Six Months Ended (July 31)	
	(In Thousands)			
	2026	2025	2026	2025
'Net loss attributable to common members	\$(21,307)	\$(43,349)	\$(38,131)	\$(69,751)
'Net loss attributable to noncontrolling interests	142	(751)	(85)	(1,307)
'Net loss	(21,165)	(44,100)	(38,216)	(71,058)
'Adjusted to exclude:				
'Interest expense	826	3,251	1,803	6,003
'Income tax benefit	(470)	(326)	(1,315)	(293)
'Depreciation and amortization	3,668	2,673	7,095	5,200
'Equity-based compensation	3,019	1,840	6,768	3,275
'Loss (gain) from change in fair value of financial instruments	534	8,246	(216)	11,436
Financing and restructuring costs	4,375	868	4,448	1,370
'Loss from equity method investments, net	-	1,134	-	460
'Interest income	(168)	(72)	(537)	(133)
'Offering related costs	1,072	-	1,072	-
'Loss on extinguishment of debt	-	7,473	-	7,473
'One-time employee tax credit	-	-	(1,191)	-
'Opening balance sheet adjustment subsequent to the measurement period	-	-	471	-
'Other	-	-	-	18
'Adjusted EBITDA	\$(8,309)	(19,013)	\$(19,818)	(36,249)

APPENDIX: Q4 & 2025 Net Loss to Adjusted EBITDA Reconciliation

	Three Months Ended (January 31)		Twelve Months Ended (January 31)	
	(In Thousands)			
	2026	2025	2026	2025
'Net loss attributable to common members	\$(49,329)	\$(44,669)	\$(157,128)	\$(85,689)
'Net income (loss) attributable to noncontrolling interests	681	(113)	(1,604)	(113)
'Net loss	(48,648)	(44,782)	(158,732)	(85,802)
'Adjusted to exclude:				
'Interest expense	1,954	1,884	14,347	4,738
'Income tax expense (benefit)	680	(236)	362	(796)
'Depreciation and amortization	3,117	2,154	11,163	7,714
'Equity-based compensation	10,522	377	15,450	3,787
Impairment of goodwill	-	27,753	-	27,753
'Loss (gain) from change in fair value of financial instruments	13,025	(543)	33,528	(1,301)
'IPO related costs	1,117	-	4,738	-
'Transaction related bonuses	-	-	732	-
'Loss on extinguishment of debt	-	-	7,473	-
'Income (loss) from equity method investments, net	-	143	(2,782)	580
'Interest income	(713)	(146)	(1,023)	(665)
One-time employee tax credit	(1,285)	-	(1,285)	-
'Adjusted EBITDA	(18,551)	(12,709)	(74,349)	(43,305)
Net income growth (decline) YoY	(8.6%)	(172.2%)	(85.0%)	(77.6%)
Adjusted EBITDA growth (decline) YoY	(46.0%)	(3.9%)	(71.7%)	(19.3%)

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