

gloo

2025 Q3 Earnings

# Today's Call



**Oliver Roll**  
Chief Marketing &  
Communications Officer



**Scott Beck**  
Chief Executive Officer



**Paul Seamon**  
Chief Financial Officer



**Pat Gelsinger**  
Head of Technology,  
Executive Chair

## **DISCLAIMER:**

### **Forward-Looking Statements**

This presentation contains “forward-looking statements” within the meaning of the safe harbor provisions of the U.S. Securities Private Litigation Reform Act of 1995. Forward-looking statements include statements containing words such as “expect,” “anticipate,” “believe,” “project,” “will” and similar expressions intended to identify forward-looking statements. These forward-looking statements are based on Gloop’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 Gloop’s Prospectus dated November 18, 2025, filed with the Securities and Exchange Commission (the “SEC”) on November 19, 2025, and in the other documents Gloop files with the SEC from time to time, including Gloop’s Quarterly Report on Form 10-Q for the quarter ended October 31, 2025, which we expect to file with the SEC on or around the date of this presentation. It is not possible for Gloop’s management to predict all risks, nor can they assess the impact of all factors on Gloop’s business or the extent to which any factor, or combination of factors, may cause Gloop’s actual results to differ materially from those contained in any forward-looking statements we may make. These factors may cause Gloop’s actual results to differ materially from those anticipated or implied by Gloop’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 warrant by Gloop 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 the U.S. GAAP financials, Gloop has provided in this presentation the following non-GAAP financial measure: Adjusted EBITDA.

Gloop uses this non-GAAP financial measure to evaluate its core operating performance, support planning, and forecasting, and assess strategic opportunities. In addition, Gloop may use Adjusted EBITDA in its incentive compensation programs applicable to some of its employees. Accordingly, Gloop 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 Gloop management in their financial and operational decision making.

Adjusted EBITDA has inherent limitations because it reflects the exercise of judgment by Gloop 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. Investors are encouraged to review the related U.S. GAAP financial measure and the reconciliation provided herein.

Gloop has not provided a reconciliation of its forward outlook for Adjusted EBITDA 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. Gloop 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.

# Q3 Overview

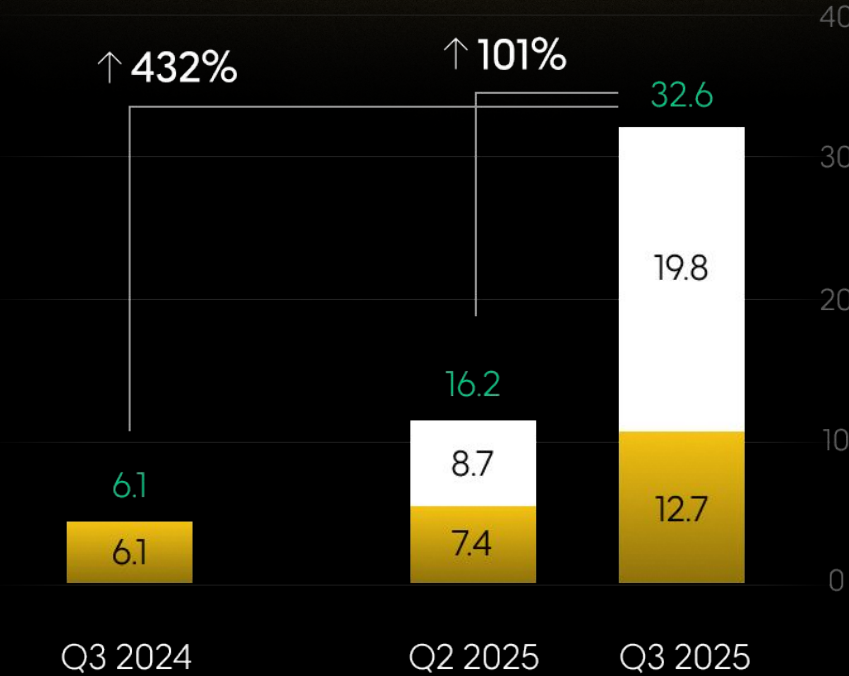
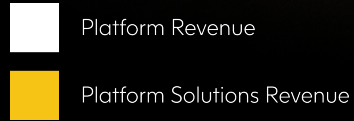
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**Scott Beck**  
Chief Executive Officer

# Q3 2025 Revenue

\$, in millions



## 432% YoY Revenue Growth

- **Strong Demand** across the platform
- **Growth through acquisitions** that strengthen and expand capabilities

# The Faith and Flourishing Ecosystem

One of the Oldest, Largest, Most Resilient yet  
Disconnected Ecosystems in the World

**gloo**

Gloo is building a leading vertical technology platform  
connecting the faith and flourishing ecosystem

# The Faith and Flourishing Ecosystem

More than 315,000 churches –  
and over 100,000 nonprofits








Network Capability  
Providers (NCPs)









Churches & Frontline  
Organizations (CFLs)

## For profits

-  Donor Services
-  Marketing & Research
-  Content & Publishers
-  AI & Tech Development
-  Financial Products
-  ChMS & Apps
-  HR/Legal/Accounting

## Nonprofits

-  Denominations
-  Bible Translators
-  Campus Ministries
-  Humanitarian Aid
-  City Networks
-  Foundations



Churches



Juvenile Justice



Addiction Recovery



Anti-Human Trafficking



Humanitarian Aid



Faith-Based Nonprofits

# Flywheel Effect

More NCPs join  
the platform

More NCPs are  
attracted to the reach



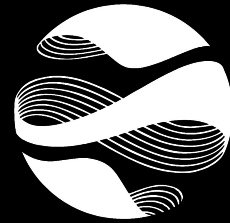
Every NCP provides  
more value to CFLs

More CFLs join

## Two New Acquisitions

*Igniter*

Church media for sermons,  
services, socials, and streams



XRI  
Global

AI-powered voice and  
multilingual technologies

# Definitive Agreement to Acquire Westfall Gold



WESTFALL GOLD

Donor development  
services for nonprofit organizations

# Donor Development – Expanding Our Core Competency



**MASTERWORKS**



WESTFALL GOLD

# Advancing Our AI Strategy



## XRI Global

Enhancing voice, transcription, and multilingual features



## Glo AI Hackathon

700+ developers creating AI applications for the faith and flourishing ecosystem



## FAI-C Benchmark

Research-backed benchmark measuring how well AI responses reflect Christian worldviews

# Customer Momentum



# YouVersion



# Q3 Results

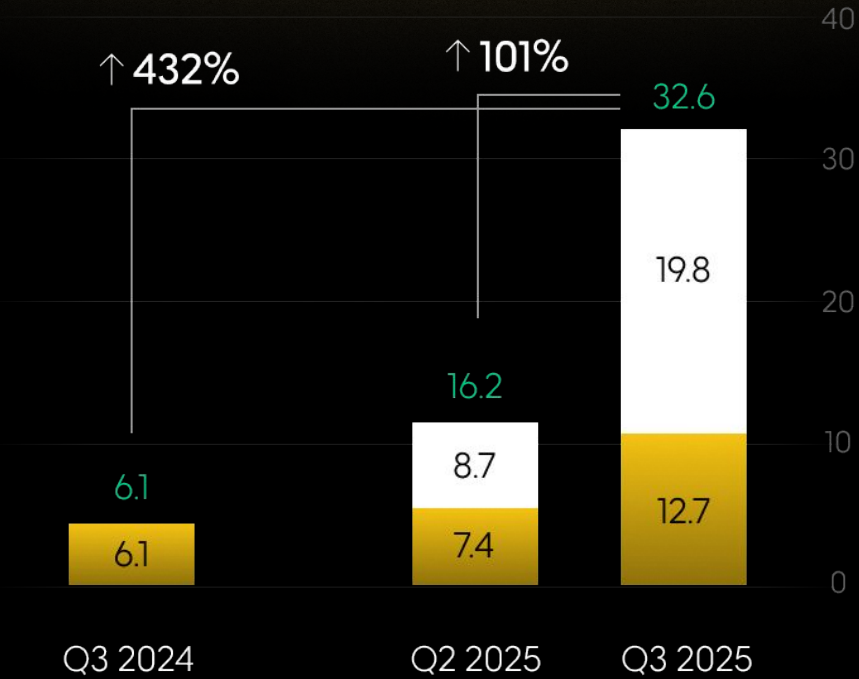
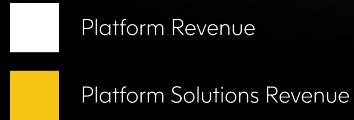
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**Paul Seamon**  
Chief Financial Officer

# Q3 2025 Revenue

\$, in millions



## Q3 2025 Financial Results

\$, in millions	Q3 2024	Q2 2025	Q3 2025	YoY Growth	Quarterly Growth
Platform Revenue	6.1	8.7	19.8	226%	127%
Platform Solutions Revenue	–	7.4	12.7	NM	71%
Total Revenue	6.1	16.2	32.5	432%	101%
Adjusted EBITDA	-10.2	-19.7	-19.2	-88%	3%

## Q4 Outlook – Revenue & Adjusted EBITDA

\$, in millions	Low	High	YoY Growth
Total Revenue	28.0	30.0	346%
Adjusted EBITDA	-19.5	-18.5	NM

Thank You

## APPENDIX: Net Loss to Adjusted EBITDA Reconciliation

	Three Months Ended (October 31)		Nine Months Ended (October 31)	
	(In Thousands)			
	2025	2024	2025	2024
'Net loss attributable to common members	\$(38,049)	\$(13,626)	\$(107,799)	\$(41,020)
'Net loss attributable to noncontrolling interests	(978)	–	(2,285)	–
'Net loss	(39,027)	(13,626)	(110,084)	(41,020)
'Adjusted to exclude:				
'Interest expense	6,390	1,779	12,393	2,854
'Income tax benefit	(25)	(148)	(318)	(560)
'Depreciation and amortization	2,846	1,949	8,046	5,560
'Equity-based compensation	1,623	564	4,928	3,410
'Loss (gain) from change in fair value of financial instruments	9,067	(538)	20,503	(758)
'IPO related costs	2,251	–	3,621	–
'Transaction related bonuses	732	–	732	–
'Loss on extinguishment of debt–	–	–	7,473	–
'(Income) loss from equity method investments, net	(2,888)	164	(2,782)	437
'Interest income	(178)	(337)	(310)	(519)
'Adjusted EBITDA	\$(19,209)	(10,193)	\$(55,798)	(30,596)

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