

gloo

### **Forward-Looking Statements Disclaimer**

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 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 Gloo’s quarterly report on Form 10-Q for the quarter ended October 31, 2025, filed with the Securities and Exchange Commission (the “SEC”) on December 23, 2025, and in the other documents Gloo files with the SEC from time to time. 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 to differ materially from those contained in any forward-looking statement we 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 warrant 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 Disclaimer**

To supplement the 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 should not as an inference that the company’s future results will be unaffected by unusual or non-routine items. These non-GAAP measures have limitations as analytical tools, and investors should not consider such measures either in isolation or as substitutes for analyzing the company’s results as reported under U.S. GAAP. The company’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 fourth quarter 2025 and first quarter 2026 to its most directly comparable GAAP financial measure in reliance on the unreasonable efforts exception provided under Item 10(e)(1)(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.

### **Preliminary Results Disclaimer**

The preliminary financial results in this presentation are based on management’s initial analysis of results of operations for the fourth quarter 2025. Gloo’s consolidated financial statements for fourth quarter 2025 are not yet available and remain subject to completion of financial closing procedures and potential final adjustments.

Gloo’s independent registered public accounting firm has not audited, reviewed, compiled or performed agreed-upon procedures with respect to the preliminary financial information. These estimates should not be viewed as a substitute for financial statements prepared in accordance with U.S. GAAP and are not necessarily indicative of future results.



Scott Beck

Co-Founder and  
Chief Executive Officer

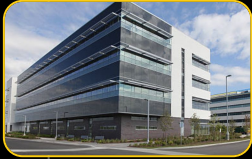


Pat Gelsinger

Head of Technology,  
Executive Chair

# The Faith and Flourishing Ecosystem

It's so much more than churches –  
More than 100,000 nonprofits and over 315,000 churches



Network Capability Providers  
(NCPs)

\$130B TAM

Churches & Frontline Orgs  
(CFLs)

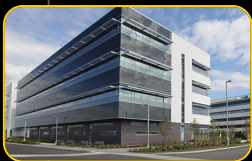
\$85B TAM



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








# The Faith and Flourishing Ecosystem

It's so much more than churches –  
More than 100,000 nonprofits and over 315,000 churches










## Network Capability Providers (NCPs)

### For Profits

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

### Nonprofits

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



## Churches & Frontline Orgs (CFLs)



Churches



Juvenile Justice



Humanitarian Aid



Anti-Human Trafficking



Addiction Recovery



Faith-Based Nonprofits

# Gloo Offerings | AI-Powered Tech & Reach



Network Capability Providers  
(NCPs)

Churches & Frontline Orgs  
(CFLs)



Impact

Powering Tech

Powering Reach

gloo 360   gloo workspace

Servant.    midwestern

 MASTERWORKS

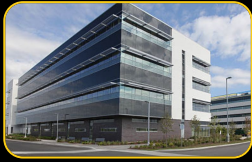
 WESTFALL GOLD

Barna

gloo ai

Forward Deployed • Data • Chat • Agents

# Gloo Offerings | AI-Powered Tech & Reach



Network Capability Providers  
(NCPs)

Churches & Frontline Orgs  
(CFLs)



Powering Tech

Powering Reach

Gloo 360

Tech Infrastructures  
Forward-Deployed  
Engineering

Subscription

Platform Solutions

 MIDWESTERN  
**Servant.**

Solutions

Media Network

 MASTERWORKS  
**Barna**  WESTFALL GOLD

Advertising &  
Marketing

Marketplace

**OUTREACH**  
REACH MORE

Marketplace

Workspace

 gloo ministry chat  
**ChurchLaw&Tax**  
**ChurchSalary**  
MAKE AN INFORMED DECISION

Subscription

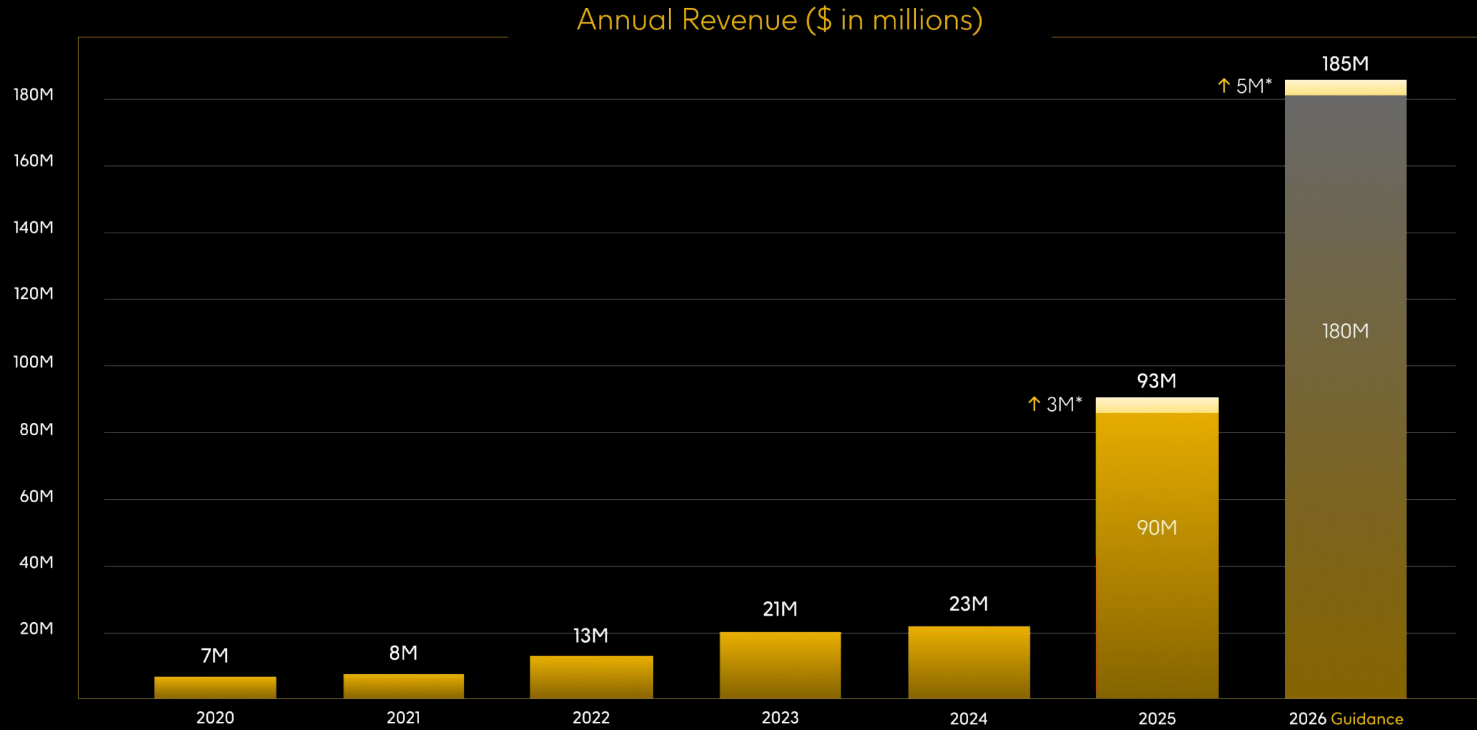
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# Preliminary Financial Results & 2026 Guidance

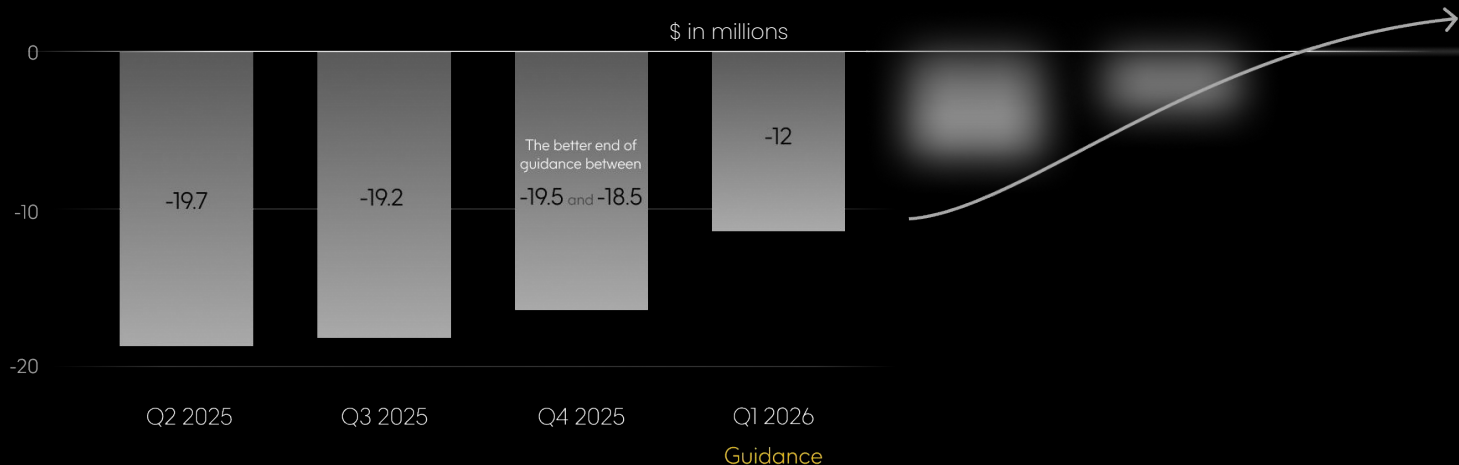
# Preliminary 2025 Financial Results & 2026 Guidance

## Annual Revenue



# Preliminary Q4 2025 Financial Results & 2026 Guidance

## Adjusted EBITDA\*



We expect to approach Adjusted EBITDA breakeven in third quarter 2026.

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

\*Gloo has not provided a reconciliation of its forward outlook for Adjusted EBITDA for Q4 2025 and Q1 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.

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