

gloo

2025 Q4 Earnings

Today's Call



Oliver Roll
Chief Marketing &
Communications Officer



Scott Beck
Co-Founder,
Chief Executive Officer



Paul Seamon
Chief Financial
Officer



Pat Gelsinger
Executive Board Chair,
Head of Technology

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 first quarter and fiscal year of 2026. 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 the documents Gloo files with the SEC from time to time, including 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 Gloo’s Annual Report on Form 10-K for the year ended January 31, 2026, which we expect to file with the SEC on or around 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. Investors are encouraged to review the related U.S. GAAP financial measure and the reconciliation provided herein.

Gloo 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. 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.

Q4 Overview



Scott Beck

Co-Founder,
Chief Executive Officer

Powering Tech & Reach with Applied AI



100k+

Ministries/NCPs



350k+

Churches/Frontline Orgs

Impact

powering **Tech**

gloo 360

gloo workspace

Servant.

midwestern

Forward Deployed Engineering

powering **Reach**

MASTERWORKS

Barna

WG
WESTFALL GOLD

gloo ai

Values Aligned • Data • Chat • Agents

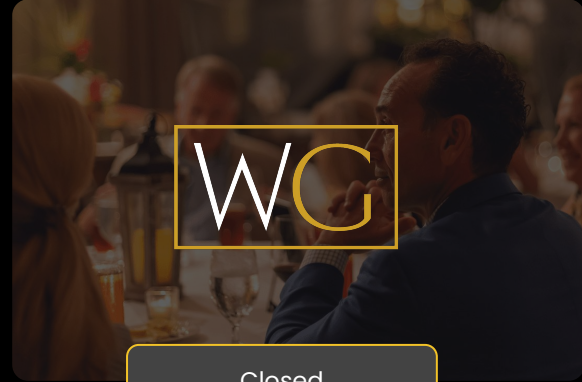
Strategic Acquisitions



Definitive Agreement

Enterprisemarketdesk

A leading Workday Services Partner for nonprofit and mid-market organizations.



Closed

Westfall Group

Leading major donor engagement for the faith & flourishing ecosystem.

Applied AI in Three Areas

AI Capabilities

- Agents
- Values-aligned AI
- Unified data infrastructure
- Trusted chat-based interfaces

AI-Powered Solutions

- Embed applied AI into Gloo platform capabilities
- AI-powered technology
- AI-powered reach

Agentic Organizations

- Putting agents to work for our customers – and for Gloo
- Develop agentic operating models
- The ecosystem can focus more time, energy and resources on mission

Customer Momentum

JESSUP
UNIVERSITY



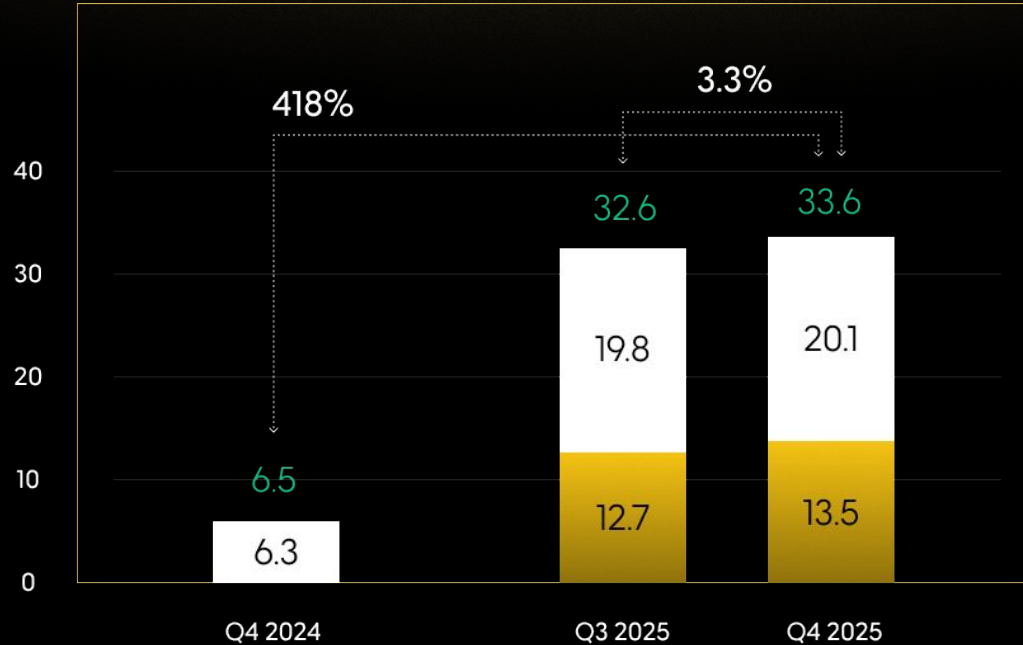
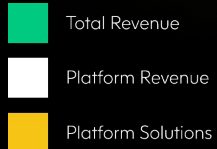
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Q4 Results



Paul Seamon
Chief Financial Officer

Q4 2025 Revenue

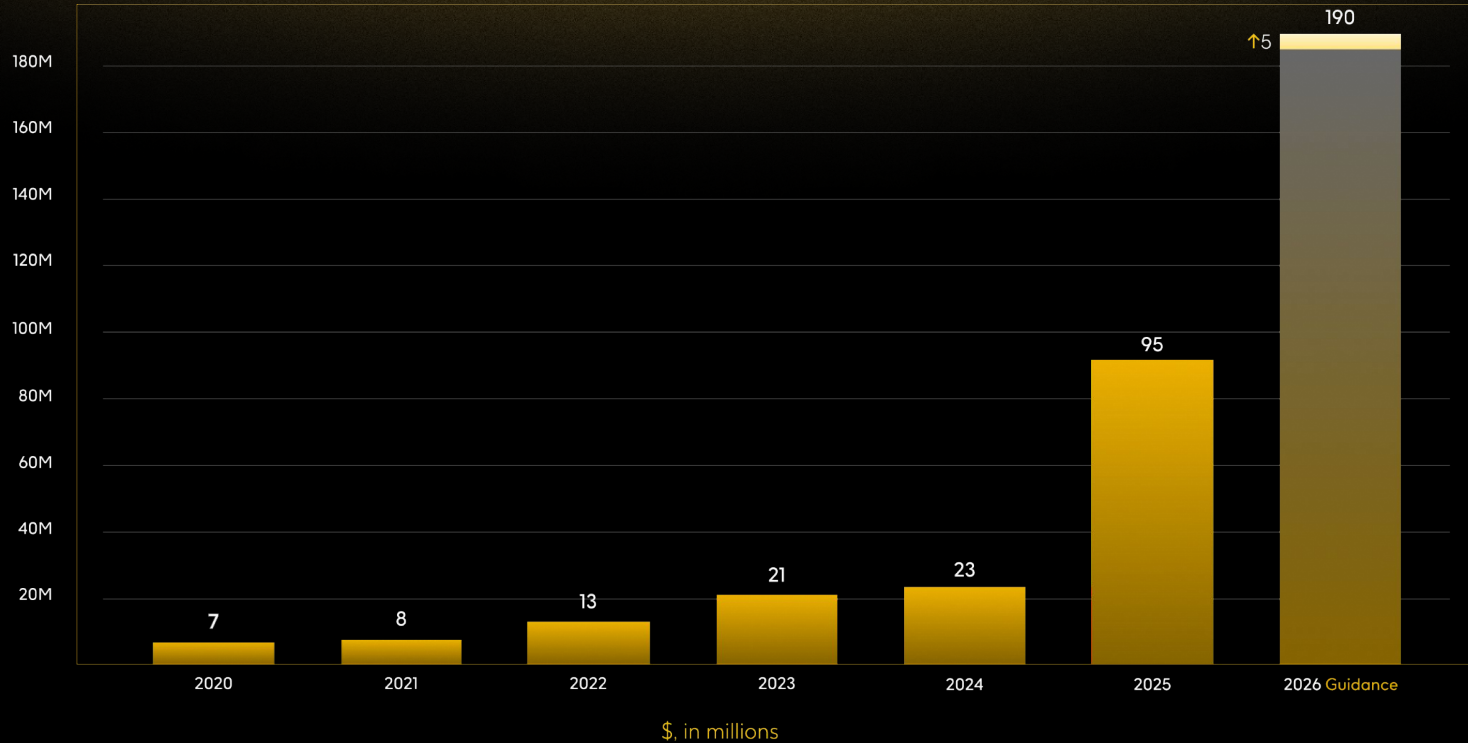


\$. in millions

418% YoY Q4 Revenue Growth

- **Beat guidance** for Q4
- **Strong execution** and financial discipline
- **Q4 seasonality** lower, as expected

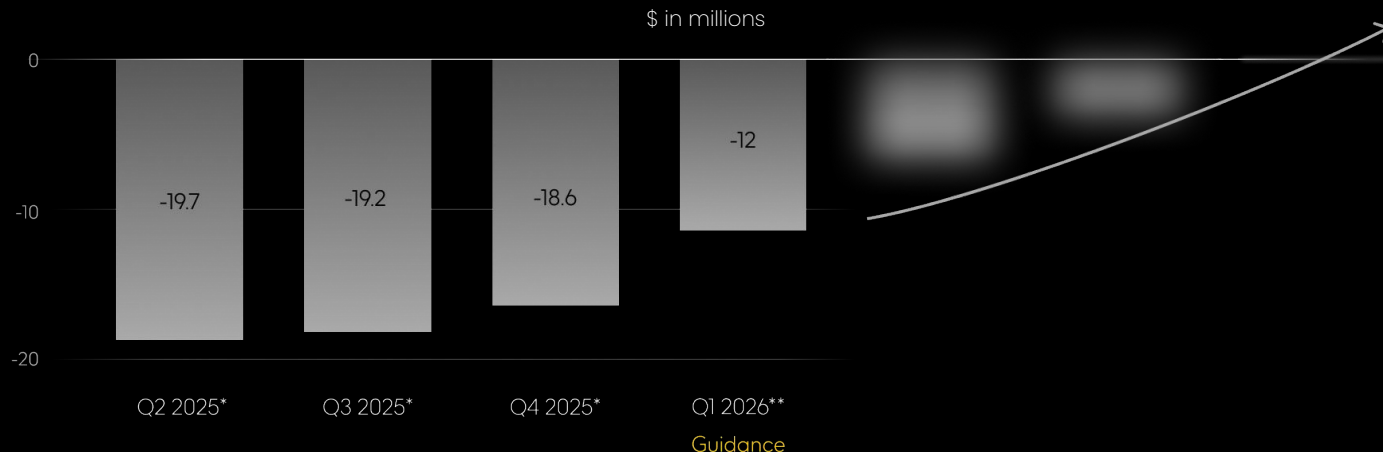
2025 Annual Revenue & 2026 Annual Revenue Guidance



FY 2026 guidance increased by \$5M to \$190M from the pre-announcement of earnings on March 2, 2026

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.

*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 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.

Q4 2025 Financial Results & Q1 2026 Guidance

\$, in millions	Q4 2024	Q3 2025	Q4 2025	YoY Growth	Quarterly Growth	Q1 Guidance	Q1 Guidance Growth
Platform Revenue	6.3	19.8	20.1	219%	2%	—	—
Platform Solutions Revenue	0.2	12.7	13.5	NM	6%	—	—
Total Revenue	6.5	32.6	33.6	418%	3%	36.0	7%
Adjusted EBITDA*	-12.7	-19.2	-18.6	-46%	3%	-12.0	35%

Thank You

APPENDIX: 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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