

gloo

2026 Q1 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 second and third quarters 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 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 April 30, 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. 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.

# Q1 Overview

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**Scott Beck**  
Co-Founder,  
Chief Executive Officer

# Powering Tech & Reach with Applied AI



100k+

Ministries/NCPs



350k+

Churches/Frontline Orgs

Impact

powering **Tech**

gloo360

gloo workspace

Servant.

midwestern

Forward Deployed Engineering

powering **Reach**

MASTERWORKS

Barna

WG  
WESTFALL GOLD

gloo ai

Values Aligned • Data • Chat • Agents

# Customer Momentum



# Applied AI



## Glo AI Hackathon

Boulder, Colorado | October 6-8, 2026

Gathering 700+ developers, engineers, and mission-driven builders to accelerate practical AI solutions that advance human flourishing.



## Glo AI Studio

AI Tools & Capabilities for Developers

- Support for over 80 LLM models
- Safety capabilities
- Subscription options for token usage
- Values-aligned guardrails sandbox

# Gloo Applied AI

1

## AI Capabilities

Trust infrastructure tailored for the ecosystem.

2

## AI Solutions

AI-powered solutions that deliver the work.

3

## AI Org Transformation

Organizational onboarding & transformation.

## Strategic Acquisitions



Acquisition Closed

### Enterprisemarketdesk

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



Definitive Agreement to Acquire Remaining 20% Stake

### Midwestern

A prominent talent partner for the faith and flourishing ecosystem

# Q1 Results

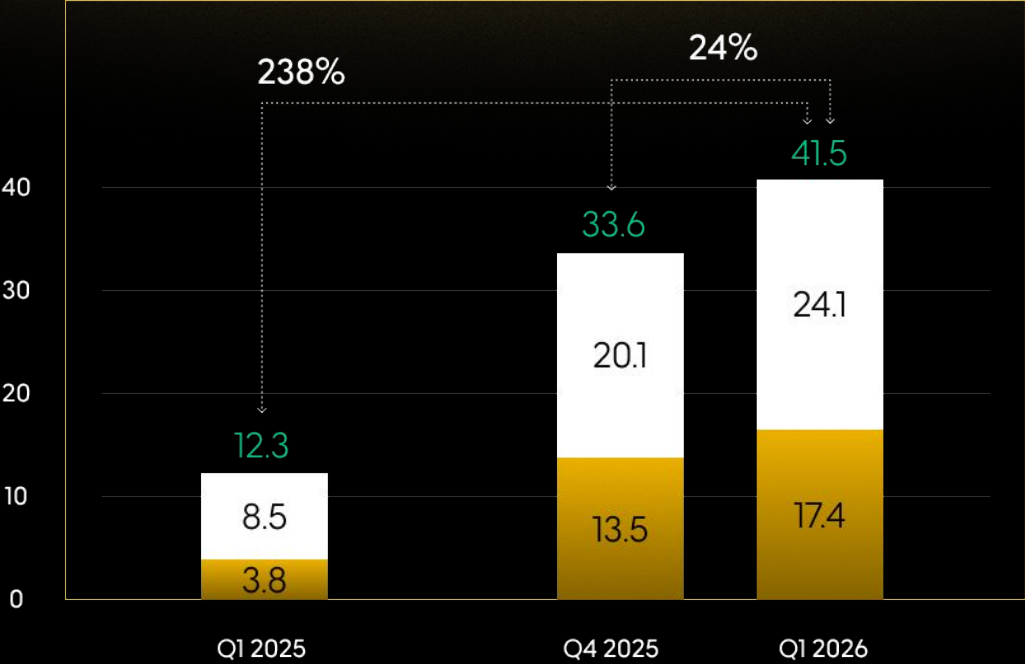
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**Paul Seamon**  
Chief Financial Officer

# Q1 2026 Revenue

- Total Revenue
- Platform Revenue
- Platform Solutions

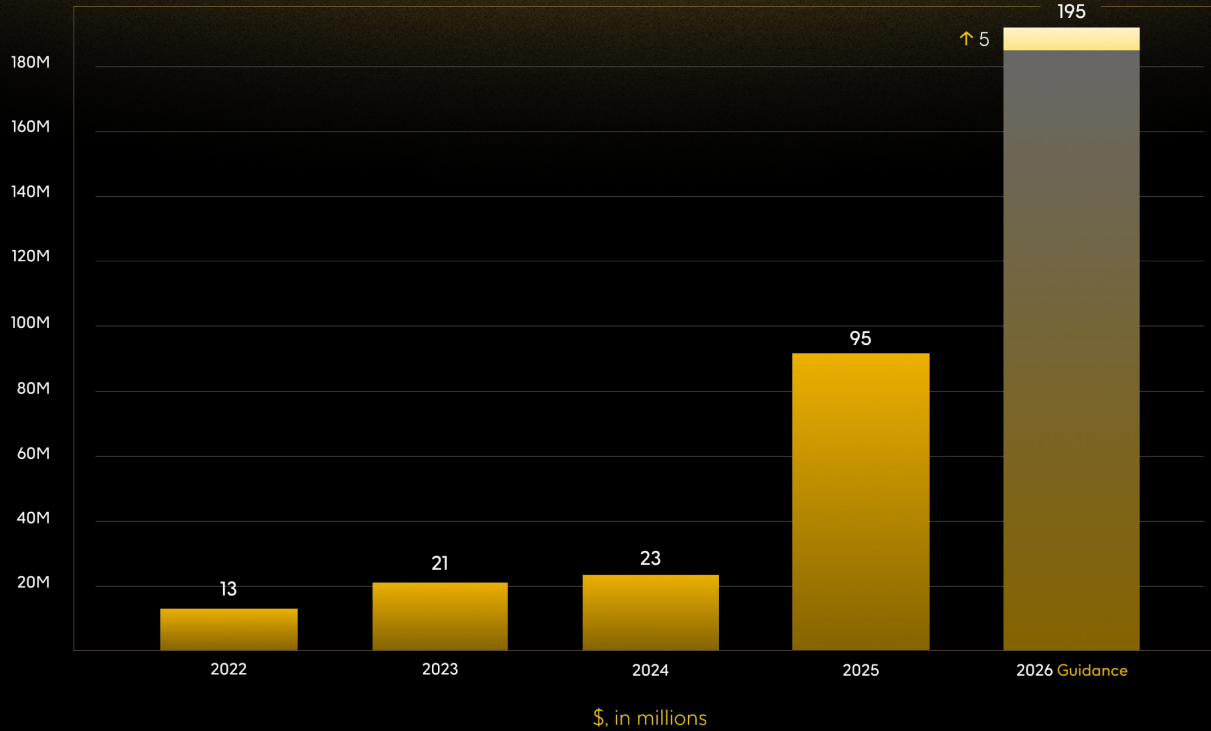


\$, in millions

## 238% YoY Q1 Revenue Growth

- **Beat guidance** for Q1 2026
- **Continued strong execution** and financial discipline

# 2026 Annual Revenue Guidance

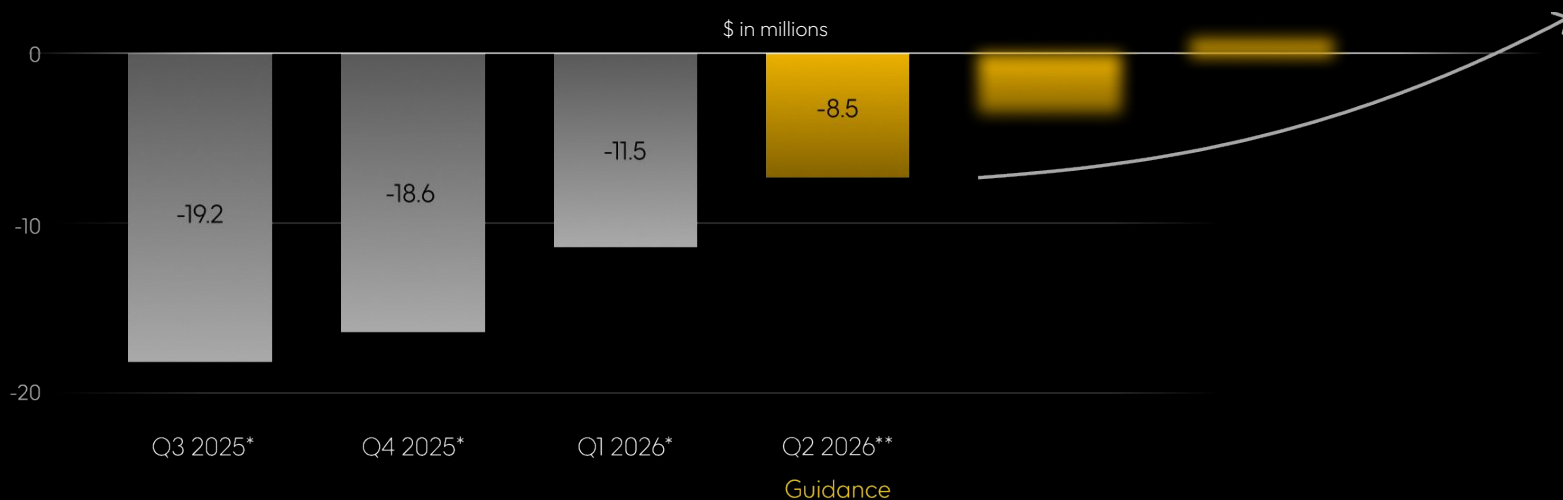


FY 2026 guidance increased by \$5M to \$195M

FY2026 guidance increased by \$5M to \$195M from previous guidance of \$190M as of April 14, 2026.

# Q1 2026 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 Q2, 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.

## Q1 2026 Financial Results & Q2 2026 Guidance

\$, in millions	Q1 2025	Q4 2025	Q1 2026	YoY Growth	Quarterly Growth	Q2 Guidance	Q2 Guidance Growth
Platform Revenue	8.5	20.1	24.1	184%	20%	–	–
Platform Solutions Revenue	3.8	13.5	17.4	358%	29%	–	–
Total Revenue	12.3	33.6	41.5	238%	24%	44.0	6%
Adjusted EBITDA*	-16.5	-18.6	-11.5	30%	38%	-8.5	26%

Thank You

## APPENDIX: Net Loss to Adjusted EBITDA Reconciliation – Q3 Periods

	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)

## APPENDIX: Net Loss to Adjusted EBITDA Reconciliation - Q4 Periods

	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%)

## APPENDIX: Net Loss to Adjusted EBITDA Reconciliation - Q1 Periods

	Three Months Ended (April 30)	
	(In Thousands)	
	2026	2025
'Net loss attributable to common members	\$(16,824)	\$(26,402)
'Net income (loss) attributable to noncontrolling interests	(227)	(556)
'Net loss	(17,051)	(26,958)
'Adjusted to exclude:		
'Interest expense	977	2,752
'Income tax (benefit) expense	(845)	33
'Depreciation and amortization	3,427	2,527
'Equity-based compensation	3,749	2,183
'(Gain) loss from change in fair value of financial instruments	750	3,190
'Restructuring costs	74	-
'Loss from equity method investments, net	-	(674)
'Interest income	(368)	(61)
'IPO related costs	-	502
'One-time employee tax credit	(1,191)	-
'Opening balance sheet adjustment subsequent to the measurement period	471	-
'Adjusted EBITDA	(11,507)	(16,506)
Net income growth (decline) YoY	36.7%	-89.9%
Adjusted EBITDA growth (decline) YoY	30.2%	-62.2%

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