### **Guidewire Software, Inc. and Subsidiaries**

### **Condensed Consolidated Statement of Operations - GAAP**

(unaudited, in thousands except share and per share data)

Description	Q1 2022		Q2 2022	Q3 2022	Q4 2022	FY 2022	Q1 2023	Q2 2023	Q3 2023
Revenue:									
Subscription and support	\$	78,990 \$	84,297 \$	86,851 \$	93,570	\$ 343,708	\$ 99,068 \$	105,754 \$	107,499
License		40,153	69,798	53,894	94,786	258,631	40,952	73,115	50,602
Services		46,791	50,538	56,703	56,243	210,275	55,262	53,742	49,389
Total revenue		165,934	204,633	197,448	244,599	812,614	195,282	232,611	207,490
Cost of revenue:									
Subscription and support		48,050	48,276	51,831	54,675	202,832	55,691	48,924	52,281
License		2,339	2,254	1,951	2,210	8,754	1,873	1,845	1,243
Services		47,151	51,912	59,742	65,047	223,852	65,566	58,379	55,048
Total cost of revenue		97,540	102,442	113,524	121,932	435,438	123,130	109,148	108,572
Gross profit:									
Subscription and support		30,940	36,021	35,020	38,895	140,876	43,377	56,830	55,218
License		37,814	67,544	51,943	92,576	249,877	39,079	71,270	49,359
Services		(360)	(1,374)	(3,039)	(8,804)	(13,577)	(10,304)	(4,637)	(5,659)
Total gross profit		68,394	102,191	83,924	122,667	377,176	72,152	123,463	98,918
Operating expenses:									
Research and development		55,124	55,804	58,440	59,862	229,230	58,170	61,702	63,055
Sales and marketing		41,005	48,507	44,615	48,493	182,620	46,468	44,781	46,864
General and administrative		37,642	37,337	43,273	46,521	164,773	42,067	40,196	46,815
Total operating expenses		133,771	141,648	146,328	154,876	576,623	146,705	146,679	156,734
Income (loss) from operations		(65,377)	(39,457)	(62,404)	(32,209)	(199,447)	(74,553)	(23,216)	(57,816)
Interest income		674	699	1,000	3,904	6,277	4,638	5,392	6,627
Interest expense		(4,794)	(4,833)	(4,885)	(4,934)	(19,446)	(1,674)	(1,677)	(1,683)
Other income (expense), net		1,183	(8,045)	(6,932)	(3,305)	(17,099)	(13,824)	11,291	(3,356)
Income (loss) before provision for (benefit from) income taxes		(68,314)	(51,636)	(73,221)	(36,544)	(229,715)	(85,413)	(8,210)	(56,228)
Provision for (benefit from) income taxes		(17,038)	(10,955)	(15,777)	(5,514)	(49,284)	(16,095)	979	(10,660)
Net income (loss)	\$	(51,276) \$	(40,681) \$	(57,444) \$	(31,030)	\$ (180,431)	\$ (69,318) \$	(9,189) \$	(45,568)
Earnings per share:									
Basic and Diluted	\$	(0.62) \$	(0.49) \$	(0.69) \$	(0.37)	\$ (2.17)	\$ (0.83) \$	(0.11) \$	(0.56)
Shares used in computing net earnings per share:									
Basic and diluted	8.	3,225,743	83,413,643	83,689,429	83,953,164	83,569,517	83,320,967	82,051,867	81,832,244
Stock-based compensation  These schedules have been derived from and should be read in against	\$	32,240 \$	37,865 \$	32,928 \$				36,179 \$	35,019

## Guidewire Software, Inc. and Subsidiaries Condensed Consolidated Statement of Operations - Non-GAAP Adjustments (unaudited, in thousands)

Description	Q1 2022	Q2 2022	Q3 2022	Q4 2022	FY 2022	Q1 2023	Q2 2023	Q3 2023
Amortization of intangibles	\$ 1,811	\$ 1,905	\$ 1,905	\$ 1,905	\$ 7,526	\$ 1,905	\$ 485	\$ 485
Stock-based compensation	3,030	3,406	3,450	3,336	13,222	3,468	3,440	3,580
Total adjustment to cost of revenue - subscription and support	4,841	5,311	5,355	5,241	20,748	5,373	3,925	4,065
Amortization of intangibles	133	_	_	_	133	_	_	_
Stock-based compensation	182	189	170	151	692	147	119	93
Total adjustment to cost of revenue - license	315	189	170	151	825	147	119	93
Stock-based compensation	5,189	5,552	5,025	5,212	20,978	5,349	4,397	4,631
Total adjustment to cost of revenue - services	5,189	5,552	5,025	5,212	20,978	5,349	4,397	4,631
Stock-based compensation	7,997	8,719	8,124	8,606	33,446	9,291	10,301	10,084
Acquisition consideration holdback	673	836	809	749	3,067	773	730	706
Total adjustment to research and development	8,670	9,555	8,933	9,355	36,513	10,064	11,031	10,790
Stock-based compensation	7,113	10,379	6,787	7,002	31,281	6,887	8,024	7,432
Amortization of intangibles	1,810	1,865	1,865	882	6,422	882	882	882
Total adjustment to sales and marketing	8,923	12,244	8,652	7,884	37,703	7,769	8,906	8,314
Stock-based compensation	8,729	9,620	9,372	9,671	37,392	9,954	9,898	9,199
Net impact of assignment of lease agreement (1)	_	_	_	_	_	_	_	8,502
Total adjustment to general and administrative	8,729	9,620	9,372	9,671	37,392	9,954	9,898	17,701
Amortization of debt discount and issuance costs	3,524	3,572	3,623	3,672	14,391	423	425	426
Total adjustment to interest expense	3,524	3,572	3,623	3,672	14,391	423	425	426
Changes in fair value of strategic investment	_	_	_	(1,538)	(1,538)	_	_	
Total adjustment to other income (expense), net	_	_	_	(1,538)	(1,538)	_	_	_
Non-GAAP tax impact	(6,966)	(10,165)	(5,510)	(6,464)	(29,105)	20,378	(46,863)	(6,824)
Total adjustment to provision for (benefit from) income taxes	(6,966)	(10,165)	(5,510)	(9,540)	(32,181)	20,378	(46,863)	(6,824)

<sup>(1)</sup> During the third quarter of fiscal year 2023, the Company recorded in general and administrative expenses a net loss of \$8.5 million related to the assignment of the lease agreement for the remaining lease term of the Company's previous headquarters. The loss is comprised of an \$18.4 million gain from the de-recognition of the operating lease asset of \$56.9 million, the de-recognition of the lease liability of \$75.5 million, and other expenses related to the lease assignment of \$0.2 million, offset by accelerated depreciation expense related to property and equipment, primarily consisting of leasehold improvements, at the previous headquarters of \$26.9 million. Prior to the third quarter of fiscal year 2023, there were no transactions similar to the lease assignment in any periods presented.

# Guidewire Software, Inc. and Subsidiaries Condensed Consolidated Statement of Operations - Other Reconciliations (unaudited)

				(unaud	itcu,	,										
Description	Ç	1 2022		Q2 2022		Q3 2022		Q4 2022		FY 2022		Q1 2023		Q2 2023		Q3 2023
Reconciliation of GAAP to Non-GAAP earnings per share:																
GAAP diluted earnings per share	\$	(0.62)	\$	(0.49)	\$	(0.69)	\$	(0.37)	\$	(2.17)	\$	(0.83)	\$	(0.11)	\$	(0.56)
Amortization of intangibles		0.05		0.05		0.05		0.03		0.18		0.03		0.02		0.02
Stock-based compensation		0.39		0.45		0.39		0.40		1.63		0.42		0.44		0.43
Amortization of debt discount and issuance costs		0.04		0.04		0.04		0.04		0.16		0.01		0.01		0.01
Changes in fair value of strategic investment		_		_		_		0.02		0.02		_		_		_
Acquisition consideration holdback		0.01		0.01		0.01		0.01		0.04		0.01		0.01		0.01
Net impact of assignment of lease agreement (1)		_		_		_		_		_		_		_		0.10
Non-GAAP tax impact		(0.09)		(0.12)		(0.06)		(0.08)		(0.35)		0.24		(0.58)		(0.09)
Non-GAAP dilutive shares excluded from GAAP EPS calculation				_		_		(0.02)		(0.02)		_		_		
Non-GAAP diluted earnings per share	\$	(0.22)	\$	(0.06)	\$	(0.26)	\$	0.03	\$	(0.51)	\$	(0.12)	\$	(0.21)	\$	(0.08)
Diluted weighted average shares outstanding	83,	225,743	8	3,413,643	8	3,689,429	8	3,953,164	8	33,569,517	83	,320,967	82	,051,867	8	,832,244
Non-GAAP dilutive shares excluded from GAAP EPS calculation		_		_		_		149,169		149,169		_		_		_
Diluted weighted average shares outstanding	83,	225,743	8	3,413,643	8	3,689,429	8	4,102,333	8	33,718,686	83	,320,967	82	,051,867	8	1,832,244
Gross margin:																
Subscription and support:																
GAAP gross margin		39.2 %	6	42.7 %	Ď	40.4 %	ó	41.6 %		41.0 %		43.8 %	ó	53.7 %	ó	51.4 %
Stock-based compensation		3.8 %	6	4.0 %	Ď	3.9 %	0	3.6 %		3.8 %		3.5 %	ó	3.3 %	o o	3.3 %
Amortization of intangibles		2.3 %	6	2.3 %	Ď	2.2 %	, 0	2.0 %		2.2 %		1.9 %	ó	0.5 %	ó	0.5 %
Non-GAAP gross margin		45.3 %	<b>6</b>	49.0 %	)	46.5 %	D	47.2 %		47.0 %		49.2 %	D	57.5 %	Ď	55.2 %
License:																
GAAP gross margin		94.2 %	6	96.8 %	Ď	96.4 %	0	97.7 %		96.6 %		95.4 %	ó	97.5 %	o o	97.5 %
Stock-based compensation		0.5 %	6	0.3 %	Ď	0.3 %	0	0.2 %		0.3 %		0.4 %	ó	0.2 %	ó	0.2 %
Amortization of intangibles		0.3 %	6	— %	Ď	— %	0	— %		0.1 %		_ %	ó	_ %	o o	— %
Non-GAAP gross margin		95.0 %	<b>6</b>	97.1 %	•	96.7 %	)	97.9 %		97.0 %		95.8 %	, )	97.7 %	, D	97.7 %
Services:																
GAAP gross margin		(0.8) %	6	(2.7) %	Ď	(5.4)%	ó	(15.7)%		(6.5)%		(18.7)%	ó	(8.6)%	ó	(11.5)%
Stock-based compensation		11.1 %	6	11.0 %	Ď	8.9 %	ó	9.3 %		10.0 %		9.7 %	ó	8.2 %	ó	9.4 %
Non-GAAP gross margin		10.3 %	<b>6</b>	8.3 %	•	3.5 %	)	(6.4)%		3.5 %		(9.0)%	, D	(0.4)%	, D	(2.1)%
Overall:																
GAAP gross margin		41.2 %	6	49.9 %	, D	42.5 %	ó	50.1 %		46.5 %		36.9 %	ó	53.1 %	ó	47.7 %
Amortization of intangibles		1.2 %	6	0.9 %	Ó	1.0 %	ó	0.8 %		0.9 %		1.0 %	ó	0.2 %	ó	0.2 %
Stock-based compensation		5.1 %	6	4.5 %	ó	4.4 %	ó	3.6 %		4.3 %		4.6 %	ó	3.4 %	ó	4.0 %
Non-GAAP gross margin		47.5 %	<u>′о</u>	55.3 %	)	47.9 %	, )	54.5 %		51.7 %		42.5 %	<u> </u>	56.7 %	, 0	51.9 %

<sup>(1)</sup> During the third quarter of fiscal year 2023, the Company recorded in general and administrative expenses a net loss of \$8.5 million related to the assignment of the lease agreement for the remaining lease term of the Company's previous headquarters. The loss is comprised of an \$18.4 million gain from the de-recognition of the operating lease asset of \$56.9 million, the de-recognition of the lease liability of \$75.5 million, and other expenses related to the lease assignment of \$0.2 million, offset by accelerated depreciation expense related to property and equipment, primarily consisting of leasehold improvements, at the previous headquarters of \$26.9 million. Prior to the third quarter of fiscal year 2023, there were no transactions similar to the lease assignment in any periods presented.

# Guidewire Software, Inc. and Subsidiaries Condensed Consolidated Statement of Operations - Key Metrics (unaudited, in thousands)

Description	(	21 2022	Q2 2022	Q3 2022	Q4 2022	FY 2022	Q1 2023	Q2 2023	Q3 2023
Annual recurring revenue (in millions):		<u> </u>	<u> </u>	<u></u>	<u> </u>		<b>Z</b> =	<b>Q</b>	<b>Q</b> = 0 = 0
Annual recurring revenue (1)	\$	594 \$	620 \$	637 5	\$ 683	\$ 664	\$ 673	\$ 707	\$ 722
Subscription and support revenue breakdown:									
Subscription revenue		57,129	62,871	66,419	72,813	259,232	78,977	86,015	89,091
Support revenue		21,861	21,426	20,432	20,757	84,476	20,091	19,739	18,408
Total subscription and support revenue	\$	78,990 \$	84,297 \$	86,851	93,570	\$ 343,708	\$ 99,068	\$ 105,754	\$ 107,499
License revenue breakdown:									
Term license revenue	\$	40,105 \$	69,750 \$	53,848	\$ 94,737	\$ 258,440	\$ 40,889	\$ 73,067	\$ 50,556
Perpetual license revenue		48	48	46	49	191	63	48	46
Total license revenue	\$	40,153 \$	69,798 \$	53,894	94,786	\$ 258,631	\$ 40,952	\$ 73,115	\$ 50,602
Adjusted free cash flow:									
Net cash provided by (used in) operating activities	\$	(107,042) \$	(3,010) \$	(11,480) 5	83,592	\$ (37,940)	\$ (87,435)	\$ 1,220	\$ (48,627)
Purchases of property and equipment		(3,333)	(3,657)	(986)	(1,534)	(9,510)	(604)	(1,333)	(677)
Capitalized software development costs		(3,783)	(2,414)	(2,990)	(3,079)	(12,266)	(3,697)	(2,421)	(2,759)
Total free cash flow	\$	(114,158) \$	(9,081) \$	(15,456) 5	78,979	\$ (59,716)	\$ (91,736)	\$ (2,534)	\$ (52,063)

<sup>(1)</sup> ARR for the quarterly periods in fiscal year 2022 are based on actual currency rates at the end of fiscal year 2021, held constant throughout the year. ARR reflected in the FY 2022 column is based on the currency rates at the end of fiscal year 2022. ARR for the quarterly periods in fiscal year 2023 are based on actual currency rates at the end of fiscal year 2022, held constant throughout the year.

### **Guidewire Software, Inc. and Subsidiaries**

### **Condensed Consolidated Statement of Operations - Non-GAAP Gross Profit Reconciliations**

(unaudited, in thousands except percentage)

Description		Q1 2022		Q2 2022		Q3 2022		Q4 2022		FY 2022		Q1 2023		Q2 2023		Q3 2023
Gross profit reconciliation:																
GAAP gross profit	\$	68,394	\$	102,191	\$	83,924	\$	122,667	\$	377,176	\$	72,152	\$	123,463	\$	98,918
Non-GAAP adjustments:																
Stock-based compensation		8,401		9,147		8,645		8,699		34,892		8,964		7,956		8,304
Amortization of intangibles		1,944		1,905		1,905		1,905		7,659		1,905		485		485
Non-GAAP gross profit	\$	78,739	\$	113,243	\$	94,474	\$	133,271	\$	419,727	\$	83,021	\$	131,904	\$	107,707
Non-GAAP gross margin		47.5 %	6	55.3 %	6	47.8 %	6	54.5 %	)	51.7 %	,	42.5 %	<b>6</b>	56.7 %	ó	51.9 %
Gross profit reconciliation - subscription and support:																
GAAP gross profit - subscription and support	\$	30,940	\$	36,021	\$	35,020	\$	38,895	\$	140,876	\$	43,377	\$	56,830	\$	55,218
Non-GAAP adjustments:																
Stock-based compensation		3,030		3,406		3,450		3,336		13,222		3,468		3,440		3,580
Amortization of intangibles		1,811		1,905		1,905		1,905		7,526		1,905		485		485
Non-GAAP gross profit - subscription and support	\$	35,781	\$	41,332	\$	40,375	\$	44,136	\$	161,624	\$	48,750	\$	60,755	\$	59,283
Non-GAAP gross margin - subscription and support		45.3 %	6	49.0 %	6	46.5 %	6	47.2 %	)	47.0 %	,	49.2 %	6	57.4 %	<b>ó</b>	55.2 %
Gross profit reconciliation - license:																
GAAP gross profit - license	\$	37,814	\$	67,544	\$	51,943	\$	92,576	\$	249,877	\$	39,079	\$	71,270	\$	49,359
Non-GAAP adjustments:																
Stock-based compensation		182		189		170		151		692		147		119		93
Amortization of intangibles		133		_		_		_		133		_		_		_
Non-GAAP gross profit - license	\$	38,129	\$	67,733	\$	52,113	\$	92,727	\$	250,702	\$	39,226	\$	71,389	\$	49,452
Non-GAAP gross margin - license		95.0 %	6	97.1 %	6	96.7 %	6	97.9 %	)	97.0 %		95.8 %	6	97.7 %	ó	97.7 %
Gross profit reconciliation - services:																
GAAP gross profit - services	\$	(360)	\$	(1,374)	\$	(3,039)	\$	(8,804)	\$	(13,577)	\$	(10,304)	\$	(4,637)	\$	(5,659)
Non-GAAP adjustments:																
Stock-based compensation		5,189		5,552		5,025		5,212		20,978		5,349		4,397		4,631
Non-GAAP gross profit - services	\$	4,829	\$	4,178	\$	1,986	\$	(3,592)	\$	7,401	\$	(4,955)	\$	(240)	\$	(1,028)
1	1	10.3 %	,	8.3 %		3.5 %		(6.4)%		3.5 %		(9.0)%		(0.4)%		(2.1)%

## Guidewire Software, Inc. and Subsidiaries Condensed Consolidated Statement of Operations - Non-GAAP Reconciliations (unaudited, in thousands)

(*********) *** ***********************												
Description		Q1 2022	Q2 2022	Q3 2022	Q4 2022	FY 2022	Q1 2023	Q2 2023	Q3 2023			
Income (loss) from operations reconciliation:												
GAAP income (loss) from operations	\$	(65,377) \$	(39,457) \$	62,404) \$	(32,209)	\$ (199,447)	\$ (74,553) \$	\$ (23,216) \$	\$ (57,816)			
Non-GAAP adjustments:												
Stock-based compensation		32,240	37,865	32,928	33,978	137,011	35,096	36,179	35,019			
Amortization of intangibles		3,754	3,770	3,770	2,787	14,081	2,787	1,367	1,367			
Acquisition consideration holdback		673	836	809	749	3,067	773	730	706			
Net impact of assignment of lease agreement (1)		_	_	_	_	_	_	_	8,502			
Non-GAAP income (loss) from operations	\$	(28,710) \$	3,014 \$	(24,897) \$	5,305	\$ (45,288)	\$ (35,897) \$	15,060	§ (12,222)			
Net income (loss) reconciliation:												
GAAP net income (loss)	\$	(51,276) \$	(40,681) \$	5 (57,444) \$	(31,030)	\$ (180,431)	\$ (69,318) \$	(9,189) 5	\$ (45,568)			
Non-GAAP adjustments:												
Stock-based compensation		32,240	37,865	32,928	33,978	\$ 137,011	35,096	36,179	35,019			
Amortization of intangibles		3,754	3,770	3,770	2,787	\$ 14,081	2,787	1,367	1,367			
Acquisition consideration holdback		673	836	809	749	\$ 3,067	773	730	706			
Amortization of debt discount and issuance costs		3,524	3,572	3,623	3,672	\$ 14,391	423	425	426			
Changes in fair value of strategic investment		_	_	_	(1,538)	\$ (1,538)	_	_	_			
Net impact of assignment of lease agreement (1)		_	_	_	_	\$	_	_	8,502			
Non-GAAP tax impact		(6,966)	(10,165)	(5,510)	(6,464)	\$ (29,105)	20,378	(46,863)	(6,824)			
Non-GAAP net income (loss)	\$	(18,051) \$	(4,803) \$	(21,824) \$	2,154	\$ (42,524)	\$ (9,861) \$	§ (17,351) S	\$ (6,372)			

<sup>(1)</sup> During the third quarter of fiscal year 2023, the Company recorded in general and administrative expenses a net loss of \$8.5 million related to the assignment of the lease agreement for the remaining lease term of the Company's previous headquarters. The loss is comprised of an \$18.4 million gain from the de-recognition of the operating lease asset of \$56.9 million, the de-recognition of the lease liability of \$75.5 million, and other expenses related to the lease assignment of \$0.2 million, offset by accelerated depreciation expense related to property and equipment, primarily consisting of leasehold improvements, at the previous headquarters of \$26.9 million. Prior to the third quarter of fiscal year 2023, there were no transactions similar to the lease assignment in any periods presented.