



Q2 Fiscal 2026 Earnings

March 5, 2026

Safe Harbor

This presentation contains “forward-looking statements” within the meaning of the “safe harbor” provisions of the Private Securities Litigation Reform Act of 1995, including but not limited to, statements regarding our financial outlook, strategic initiatives, and future business momentum. These forward-looking statements are made as of the date they were first issued and were based on current expectations, estimates, forecasts and projections as well as the beliefs and assumptions of management. Words such as “expect,” “anticipate,” “should,” “believe,” “hope,” “target,” “project,” “goals,” “estimate,” “potential,” “predict,” “may,” “will,” “might,” “could,” “intend,” variations of these terms or the negative of these terms and similar expressions are intended to identify these forward-looking statements. Forward-looking statements are subject to a number of risks and uncertainties, many of which involve factors or circumstances that are beyond Guidewire’s control. Guidewire’s actual results could differ materially from those stated or implied in forward-looking statements due to a number of factors, including but not limited to, risks detailed in Guidewire’s most recent Forms 10-K and 10-Q filed with the Securities and Exchange Commission as well as other documents that may be filed by the Company from time to time with the Securities and Exchange Commission.

In particular, the following factors, among others, could cause results to differ materially from those expressed or implied by such forward-looking statements: fluctuations in our quarterly and annual operating results; our reliance on sales to, and renewals from, a relatively small number of large customers and the related substantial negotiating leverage of these customers; the length and complexity of our sales, product development, and implementation cycles; our competitive environment and changes thereto; our ability to effectively manage international expansion; issues in the development and use of artificial intelligence and machine learning technologies and the related evolving regulatory environment; our making long-term pricing commitments in our customer contracts based on available information and estimates about our future costs that may change; our ability to expand adoption of our cloud-based products and services, and the risk that any of our established products may fail to satisfy customer demands or maintain market acceptance; seasonal and other variations related to our customer agreements and related revenue recognition may cause significant fluctuations in our results of operations, ARR, and cash flows; our ability to develop, introduce, and market new and enhanced versions of our products and services; our ability to retain existing and hire new personnel, including managing a hybrid and geographically distributed workforce; errors or failures in our products or services, as well as service interruptions or failure of the third-party service providers we rely on; our ability to sell our services and products is highly dependent on the quality of our professional services and third-party global system integrators partners; use of AI by our workforce may present risks to our business; our services revenue produces lower gross margins than our license, subscription and support revenue; the impact of global events (including, without limitation, ongoing global conflicts, inflation, high interest rates, economic volatility, political uncertainties, tariffs, bank failures and associated financial instability, and supply chain issues); data security breaches of our cloud-based services and products or unauthorized access to our employees’ or our customers’ data; the impact of new regulations and laws; assertions by third parties that we violate their intellectual property rights; stock price volatility regardless of our operating performance; and other risks and uncertainties. Past performance is not indicative of future results.

The forward-looking statements included in this presentation represent Guidewire’s views as of the date of this presentation. The Company anticipates that subsequent events and developments will cause its views to change. Guidewire undertakes no intention or obligation to update or revise any forward-looking statements, whether as a result of new information, future events or otherwise. These forward-looking statements should not be relied upon as representing Guidewire’s views as of any date subsequent to the date of this presentation.



Statement Regarding Use of Non-GAAP Financial Measures and Other Metrics

This presentation contains the following non-GAAP financial measures: non-GAAP gross profit, non-GAAP gross margin, non-GAAP subscription and support gross margin, non-GAAP operating margin, non-GAAP income (loss) from operations, non-GAAP net income (loss), non-GAAP tax provision (benefit), non-GAAP net income (loss) per share, and free cash flow. Non-GAAP gross profit, non-GAAP gross margin, non-GAAP subscription and support gross margin, non-GAAP operating margin, and non-GAAP income (loss) from operations exclude stock-based compensation, amortization of intangibles, and acquisition consideration holdback. Non-GAAP net income (loss) and non-GAAP tax provision (benefit) also exclude the amortization of debt issuance costs from our convertible senior notes, changes in fair value of strategic investments, gain (loss) on sale of strategic investments, retirement of debt, and related tax effects of the non-GAAP adjustments. Free cash flow consists of net cash flow provided by (used in) operating activities, less cash used for purchases of property and equipment and capitalized software development costs. These non-GAAP measures enable us to analyze our financial performance without the effects of certain non-cash items such as amortization and stock-based compensation.

Annual recurring revenue (“ARR”) is used to quantify the annualized recurring value outlined in active customer contracts at the end of a reporting period. ARR includes the annualized recurring value of term licenses, subscription agreements, support contracts, and hosting agreements based on customer contractual terms and invoicing activities for the current reporting period, which may not be the same as the timing and amount of revenue recognized. ARR reflects all fee changes due to contract renewals, non-renewals, expansion, cancellations, attrition, or renegotiations at a higher or lower fee arrangement that are effective as of the ARR reporting date. All components of the licensing and other arrangements that are not expected to recur (primarily perpetual licenses and professional services) are excluded from our ARR calculations. In some arrangements with multiple performance obligations, a portion of recurring license and support or subscription contract value is allocated to services revenue for revenue recognition purposes, but does not get allocated for purposes of calculating ARR. This revenue allocation generally only impacts the initial term of the contract. This means that if we increase arrangements with multiple performance obligations that include services at discounted rates, more of the total contract value would be recognized as services revenue, but our reported ARR amount would not be impacted. During the six months ended January 31, 2026, the recurring license and support or subscription contract value recognized as services revenue was \$4.6 million. Fully ramped annual recurring revenue (“fully ramped ARR” or “FRARR”) is used to quantify the annualized recurring value outlined in active customer contracts including all non-variable price increases outlined in the pricing schedule of an executed customer contract within the first five years.

Guidewire believes that these non-GAAP financial measures and other metrics provide useful information to management and investors regarding certain financial and business trends relating to Guidewire’s financial condition and results of operations. Guidewire’s management uses these non-GAAP measures and other metrics to compare the Company’s performance to that of prior periods for trend analysis, for purposes of determining executive and senior management incentive compensation, and for budgeting and planning purposes. Guidewire believes that the use of these non-GAAP financial measures and other metrics provides an additional tool for investors to use in evaluating ongoing operating results and trends and in comparing Guidewire’s financial measures with other software companies, many of which present similar non-GAAP financial measures and other metrics to investors.

Guidewire’s management does not consider these non-GAAP measures in isolation or as an alternative to financial measures determined in accordance with GAAP. The principal limitation of these non-GAAP financial measures is that they exclude significant expenses and income that are required by GAAP to be recorded in Guidewire’s financial statements. In addition, they are subject to inherent limitations as they reflect the exercise of judgment by management about which expenses and income are excluded or included in determining these non-GAAP financial measures. Guidewire urges investors to review the reconciliation of its non-GAAP financial measures to the comparable GAAP financial measures, which it includes in this presentation, including the financial table in the appendix, and not to rely on any single financial measure to evaluate Guidewire’s business.





Our mission

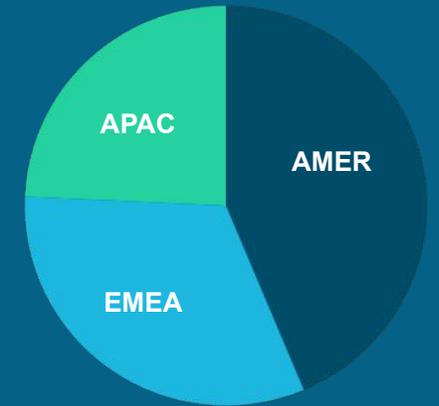
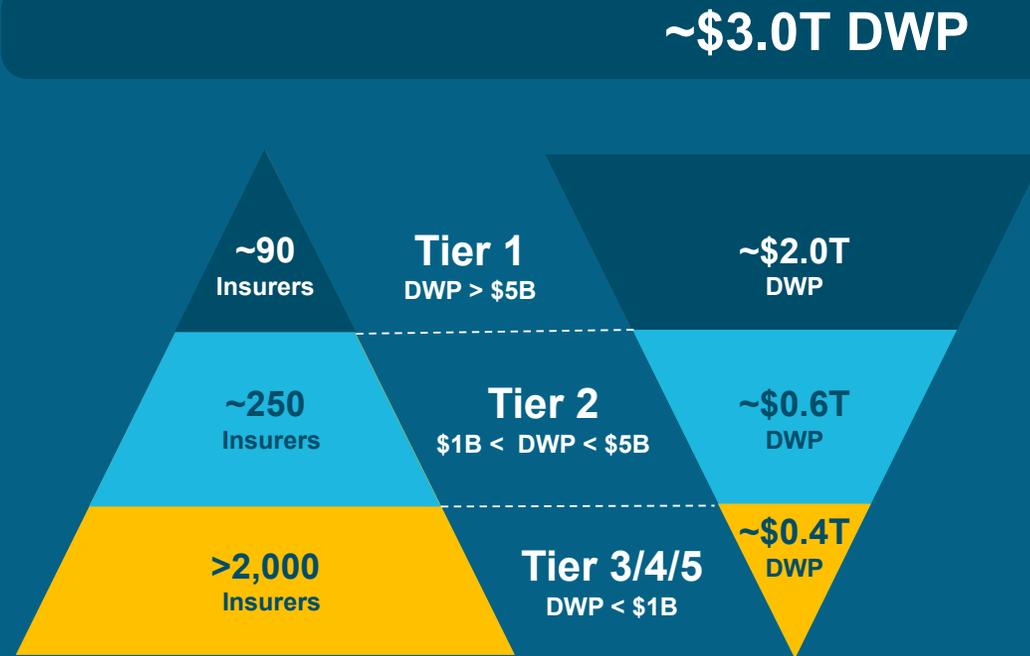
is to power insurance agility with
the platform P&C insurers trust to
engage, innovate, and grow efficiently



The P&C industry is large, global, concentrated, and complex

Property & Casualty Insurance

- Durable industry with \$3T in global direct written premium (DWP) and steadily growing in-line with GDP
- Led by many segments that are legally and practically compulsory
- Deep and complex regulatory environments
- Concentration has created highly complex IT environments with significant legacy to modernize



Global industry with DWP across AMER/EMEA/APAC

Tier 1 and 2 Insurers represent 85%+ of DWP supporting our prolonged focus on the specific complexities of this segment

Sources: NAIC and SwissRe Sigma No 2/2025. US DWP from NAIC P&C insurance data. Non-US DWP from SwissRe Sigma No 2/2025 report, which estimates non-life premiums and is inclusive of A&H.

Guidewire is the P&C industry's leading core platform

Guidewire Cloud Platform

Marketplace

By Line of Business **Guidewire Extensions** Partner Extensions Packaged Integrations By Geography

Applications

PricingCenter UnderwritingCenter PolicyCenter BillingCenter ClaimCenter
InsuranceNow HazardHub Predict Industry Intel Explore

GenAI Services

MCP Access RAG Access LLM Access Task Management Prompt Management Security/Observability Training/Evaluation

Application Services

Product Integration Rules Workflow Data Digital

Platform Services

Containerization Configuration Provisioning Security Connectivity Deployment Observability

Cloud Infrastructure

- Insurance is a highly regulated, trust-based industry that evolves deliberately and depends on precision, resilience, compliance, and accuracy at scale
- Guidewire Cloud Platform (GWCP) is the operational and financial backbone of the insurer, embedded across the core operating functions of the insurance lifecycle, including pricing, underwriting, policy, claims and billing
- GWCP is run as a continuously improving, secure, reliable, and scalable cloud service

\$775B

DWP
under contract¹

349

Core
customers¹

43

Countries where
Guidewire is run

9/10

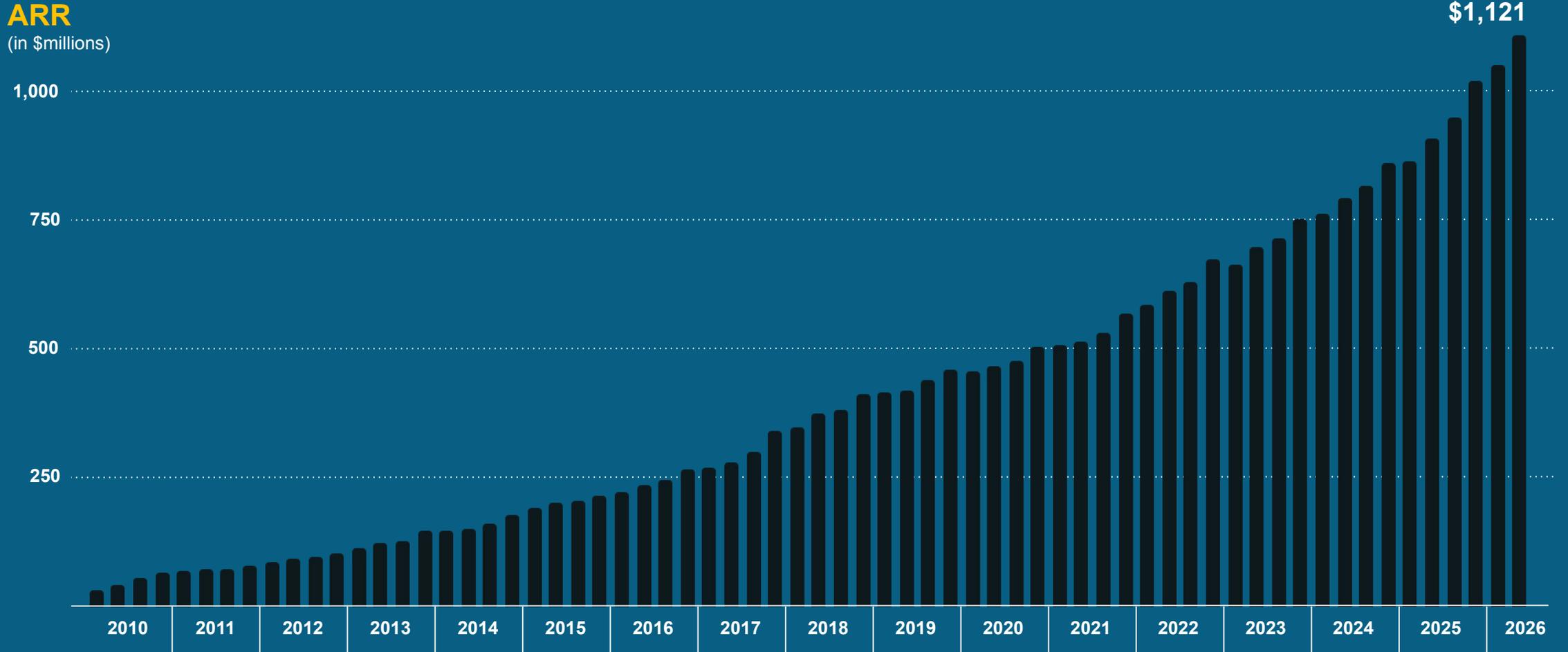
9 of the Top 10 Global
Insurers use Guidewire²

* All data as of FY25

- (1) Under contract for at least one of our core modules (InsuranceSuite or InsuranceNow).
(2) Source: S&P Global Market Intelligence. Excludes China market and Lloyd's of London.



Our 25 year commitment to P&C has created a durable business



Note: Rolling 4 quarter recurring revenue used as proxy for ARR through Q3'17. Quarterly ARR uses FX rate at the start of each fiscal year.

We have multiple growth drivers that are accelerated by AI



Core Expansion at Existing Customers

Continued migrations
Insurer core system consolidations



Net-New Customers

Cloud referenceability
Modernization urgency
All-time high win rates



Geographic and Line of Business Expansion

Acceleration in strategic markets



New Application Portfolio

PricingCenter
UnderwritingCenter
Industry Intel
ProNavigator

Faster implementations and accelerated innovation

AI adoption drives market innovation and increases need for modernization

Rapid product localization and LOB specification

Increases product development velocity

AI Acceleration

Q2'FY26 financial results reflect continued momentum

Revenue

ARR Total Revenue
\$1.121B **\$359M**
+22% YoY +24% YoY

Subscription and
Support Revenue
\$237M
+33% YoY
66% of total revenue

Gross Margin

Subscription and
Support Gross Margin
73% **75%**
(GAAP) (non-GAAP)
+6 pts YoY +6 pts YoY

Total Gross Margin
64% **68%**
(GAAP) (non-GAAP)
+3 pts YoY +3 pts YoY

Operating Margin

Operating Margin
(GAAP)
\$38M
+227% YoY and 11% of revenue
+7 pts YoY

Operating Margin
(Non-GAAP)
\$87M
+61% YoY and 24% of revenue
+5 pts YoY

Q2'FY26 one-time financial disclosure underscoring our momentum and durability



Fully Ramped ARR¹

Fully Ramped ARR grew to \$1.42 billion in Q2'FY26, and FRARR growth continues to outpace ARR growth



Large Deal Contract Duration²

LTM weighted average contract duration of new InsuranceSuite Cloud deals is over 6 years; duration has steadily increased during the cloud transition



Large Deal Expansion

96 customers with more than \$5 million in FRARR as of the end of Q2'FY26; up from 35 as of the end of FY21; RPO finished at \$3.5 billion up 63% yoy



ARR Retention Rates³

LTM ARR retention rates for InsuranceSuite and InsuranceNow customers (inclusive of any downsell activity) is above 99%

(1) FRARR is measured on a constant currency basis, using currency exchange rates as of July 31, 2025.

(2) The Last Twelve Months ("LTM") weighted average contract duration is calculated as the average contract length for all InsuranceSuite Cloud deals for the last twelve months as of the end of Q2'26, weighted by FRARR for each contract.

(3) The LTM ARR retention is based on ARR churn and downsell activity of any Guidewire product from customers who have purchased an InsuranceSuite or InsuranceNow core product.

Note: FRARR is a non-GAAP supplemental metric typically furnished alongside our annual results. From time to time, we may provide updates to FRARR and certain other supplemental metrics presented on this slide at an interim period at management's discretion, such as the information above. We do not intend to, nor are we obligated to, furnish or update FRARR or any other metrics on this slide, on a recurring basis in future interim periods.

Notable Q2'FY26 Wins

Core Guidewire Cloud Platform

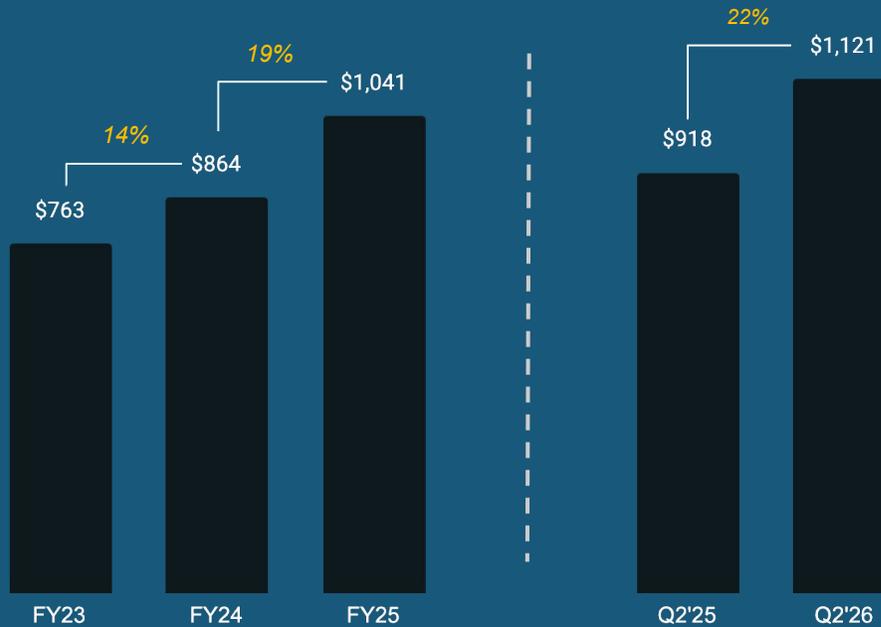
- **One of Canada's largest private insurers** chose to modernize to ClaimCenter due to proven track record and strong customer referenceability, representing a great new customer win
- **Aviva UK**, the UK's largest insurer, is migrating the full suite to the cloud and expanding DWP significantly as it looks to consolidate on Guidewire for greater platform continuity and technology de-risking
- **Tokio Marine North America** is preparing to migrate major elements of three US carrier businesses and has expanded significantly above its previous baseline as it commits to more growth on Guidewire
- **Donegal Insurance Group** chose to migrate the InsuranceSuite to Guidewire Cloud to modernize its operations and support future growth plans. Donegal has also aligned its strategic AI initiatives with Guidewire to enable integrated GenAI capabilities within the core systems
- **A top 20 commercial P&C insurer** is extending ClaimCenter to more commercial and specialty lines for greater scale and efficiency, significantly increasing its DWP commitment
- **Zurich Germany** is migrating InsuranceSuite and expanding their footprint under Zurich's master agreement



Strong and durable revenue growth

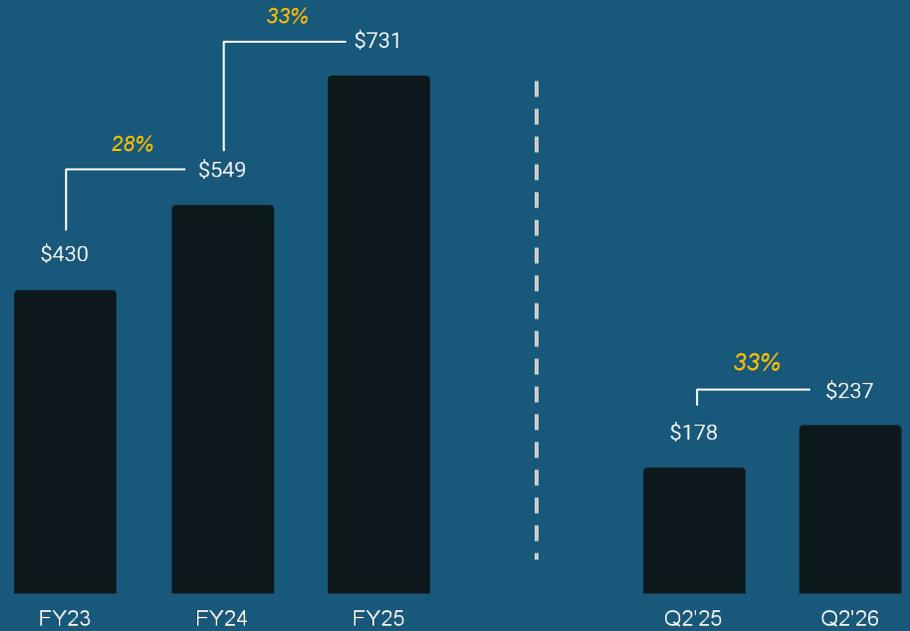
ARR

(in \$millions)



Subscription & Support Revenue

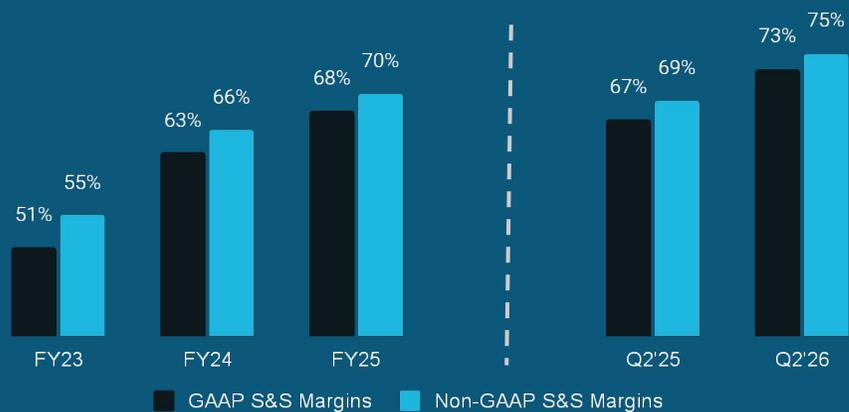
(in \$millions)



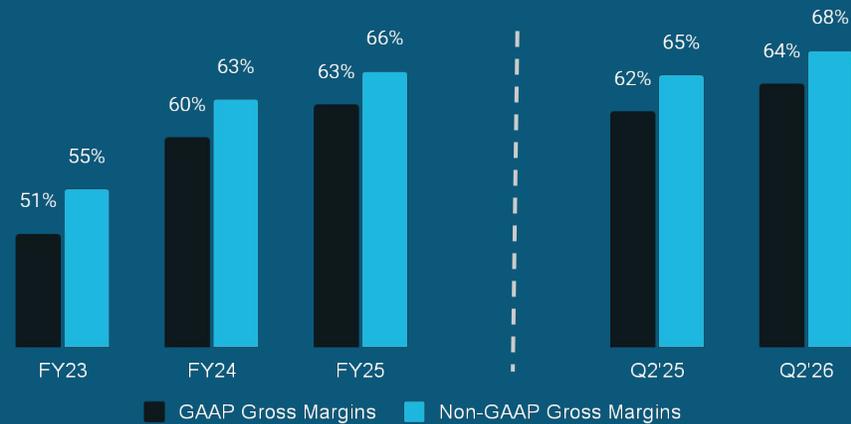
Note: Annual ARR Growth based on in-year constant currency FX rates. Quarterly year-over-year ARR growth based on in-period as reported ARR.

Profitability increasing with scale, efficiency, and discipline

Subscription & Support Gross Margin



Total Gross Margin



Operating Income

(in \$millions)



Note: Please see Appendix for a reconciliation of Non-GAAP financial measures to the most comparable GAAP measures for periods shown above.

Maintaining strategic flexibility while accelerating share buybacks

Updated capital allocation framework



* Based on mid-point of updated Cash Flow from Operations guidance issued on March 5, 2026.

Raising Full Year Outlook

	Previous FY'26 Outlook	Updated FY'26 Outlook
Annual Recurring Revenue (ARR)	\$1,220M - \$1,230M	\$1,229M - \$1,237M ↑
Subscription and Support Revenue	~\$948M*	\$962M - \$966M ↑
Total Revenue	\$1,403M - \$1,419M	\$1,438M - \$1,448M ↑
GAAP Operating Income	\$72M - \$88M	\$100M - \$110M ↑
Non-GAAP Operating Income	\$266M - \$282M	\$293M - \$303M ↑
Operating Cash Flow	\$355M - \$375M	\$360M - \$375M ↑

* Subscription and Support Revenue outlook was not provided prior to Q2'26. Expectation was mentioned in the Q1'26 earnings call.



Appendix

Guidewire Software, Inc. and Subsidiaries
Condensed Consolidated Statement of Operations - GAAP
(unaudited, in thousands except share and per share data)

Description	Q1 2025	Q2 2025	Q3 2025	Q4 2025	Q1 2026	Q2 2026	FY 2023	FY 2024	FY 2025
Revenue:									
Subscription and support	\$ 169,742	\$ 177,838	\$ 181,823	\$ 201,893	\$ 222,203	\$ 237,209	\$ 429,667	\$ 549,087	\$ 731,296
License	37,370	63,694	57,233	93,638	41,967	59,528	265,593	250,176	251,935
Services	55,789	47,948	54,452	61,039	68,469	62,358	210,081	181,234	219,228
Total revenue	262,901	289,480	293,508	356,570	332,639	359,095	905,341	980,497	1,202,459
Cost of revenue:									
Subscription and support	54,024	59,096	57,411	64,575	63,927	63,928	210,507	204,794	235,106
License	881	942	892	909	644	442	6,488	4,536	3,624
Services	49,604	50,290	52,507	59,275	58,546	63,205	230,135	187,806	211,676
Total cost of revenue	104,509	110,328	110,810	124,759	123,117	127,574	447,130	397,136	450,406
Gross profit:									
Subscription and support	115,718	118,742	124,412	137,318	158,276	173,281	219,160	344,293	496,190
License	36,489	62,752	56,341	92,729	41,323	59,086	259,105	245,640	248,311
Services	6,185	(2,342)	1,945	1,764	9,923	(847)	(20,054)	(6,572)	7,552
Total gross profit	158,392	179,152	182,698	231,811	209,522	231,521	458,211	583,361	752,053
Operating expenses:									
Research and development	68,880	70,268	72,915	84,097	78,317	83,324	249,746	269,381	296,160
Sales and marketing	51,478	55,452	57,768	65,648	64,258	61,475	188,224	199,033	230,346
General and administrative	42,754	41,709	47,547	52,469	48,469	48,281	169,731	167,520	184,479
Total operating expenses	163,112	167,429	178,230	202,214	191,044	193,080	607,701	635,934	710,985
Income (loss) from operations	(4,720)	11,723	4,468	29,597	18,478	38,441	(149,490)	(52,573)	41,068
Interest income	13,606	15,722	13,794	13,503	14,650	12,487	24,389	43,478	56,625
Interest expense	(2,062)	(4,183)	(3,668)	(3,298)	(3,312)	(3,334)	(6,716)	(6,738)	(13,211)
Other income (expense), net	(4,055)	(66,289)	34,074	1,183	(5,314)	26,958	(2,277)	(11,005)	(35,087)
Income (loss) before provision for (benefit from) income taxes	2,769	(43,027)	48,668	40,985	24,502	74,552	(134,094)	(26,838)	49,395
Provision for (benefit from) income taxes	(6,370)	(5,750)	2,677	(10,966)	(6,806)	14,442	(22,239)	(20,735)	(20,409)
Net income (loss)	\$ 9,139	\$ (37,277)	\$ 45,991	\$ 51,951	\$ 31,308	\$ 60,110	\$ (111,855)	\$ (6,103)	\$ 69,804

These schedules have been derived from, and should be read in conjunction with, our financial statements in our reports on Forms 10-Q and 10-K which are filed with the SEC. Our Forms 10-Q and 10-K may be found on our website at <http://ir.guidewire.com/phoenix.zhtml?c=248177&p=irol-sec>.

Guidewire Software, Inc. and Subsidiaries
Condensed Consolidated Statement of Operations - GAAP
(unaudited, in thousands except share and per share data)

Description	Q1 2025	Q2 2025	Q3 2025	Q4 2025	Q1 2026	Q2 2026	FY 2023	FY 2024	FY 2025
Earnings per share:									
Basic	\$ 0.11	\$ (0.45)	\$ 0.55	\$ 0.62	\$ 0.37	\$ 0.71	\$ (1.36)	\$ (0.07)	\$ 0.83
Diluted	\$ 0.11	\$ (0.45)	\$ 0.54	\$ 0.60	\$ 0.36	\$ 0.70	\$ (1.36)	\$ (0.07)	\$ 0.81
Shares used in computing net earnings per share:									
Basic	83,276,236	83,705,700	84,044,661	84,366,889	84,780,201	84,858,179	82,176,629	82,291,483	83,846,793
Diluted	85,960,868	83,705,700	85,880,643	86,267,658	86,451,737	86,116,567	82,176,629	82,291,483	85,911,653
Stock-based compensation	\$ 38,060	\$ 40,948	\$ 40,357	\$ 42,191	\$ 43,316	\$ 46,758	\$ 142,842	\$ 146,460	\$ 161,556

These schedules have been derived from, and should be read in conjunction with, our financial statements in our reports on Forms 10-Q and 10-K which are filed with the SEC. Our Forms 10-Q and 10-K may be found on our website at <http://ir.guidewire.com/phoenix.zhtml?c=248177&p=irol-sec>.

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

Description	Q1 2025	Q2 2025	Q3 2025	Q4 2025	Q1 2026	Q2 2026	FY 2023	FY 2024	FY 2025
Amortization of intangibles	\$ 485	\$ 485	\$ 485	\$ 800	\$ 808	\$ 1,057	\$ 3,360	\$ 1,940	\$ 2,255
Stock-based compensation	3,140	3,773	3,598	3,442	3,450	3,596	14,073	13,425	13,953
Total adjustment to cost of revenue - subscription and support	\$ 3,625	\$ 4,258	\$ 4,083	\$ 4,242	\$ 4,258	\$ 4,653	\$ 17,433	\$ 15,365	\$ 16,208
Stock-based compensation	\$ 36	\$ 36	\$ 32	\$ 32	\$ —	\$ —	\$ 463	\$ 186	\$ 136
Total adjustment to cost of revenue - license	\$ 36	\$ 36	\$ 32	\$ 32	\$ —	\$ —	\$ 463	\$ 186	\$ 136
Stock-based compensation	\$ 4,802	\$ 5,361	\$ 5,055	\$ 5,541	\$ 5,700	\$ 6,395	\$ 19,257	\$ 19,013	\$ 20,759
Total adjustment to cost of revenue - services	\$ 4,802	\$ 5,361	\$ 5,055	\$ 5,541	\$ 5,700	\$ 6,395	\$ 19,257	\$ 19,013	\$ 20,759
Stock-based compensation	\$ 9,824	\$ 10,469	\$ 10,267	\$ 11,200	\$ 11,259	\$ 12,957	\$ 39,865	\$ 40,213	\$ 41,760
Acquisition consideration holdback	—	—	—	116	116	118	2,939	143	116
Total adjustment to research and development	\$ 9,824	\$ 10,469	\$ 10,267	\$ 11,316	\$ 11,375	\$ 13,075	\$ 42,804	\$ 40,356	\$ 41,876
Stock-based compensation	\$ 9,688	\$ 10,880	\$ 10,832	\$ 11,870	\$ 11,822	\$ 11,594	\$ 29,925	\$ 34,590	\$ 43,270
Amortization of intangibles	882	793	749	765	647	692	3,528	3,528	3,189
Acquisition consideration holdback	—	—	—	61	61	328	—	—	61
Total adjustment to sales and marketing	\$ 10,570	\$ 11,673	\$ 11,581	\$ 12,696	\$ 12,530	\$ 12,614	\$ 33,453	\$ 38,118	\$ 46,520
Stock-based compensation	\$ 10,570	\$ 10,429	\$ 10,573	\$ 10,106	\$ 11,085	\$ 12,216	\$ 39,259	\$ 39,033	\$ 41,678
Net impact of assignment of lease agreement	—	—	—	—	—	—	8,502	—	—
Total adjustment to general and administrative	\$ 10,570	\$ 10,429	\$ 10,573	\$ 10,106	\$ 11,085	\$ 12,216	\$ 47,761	\$ 39,033	\$ 41,678
Amortization of debt issuance costs	\$ 545	\$ 1,179	\$ 1,058	\$ 976	\$ 980	\$ 984	\$ 1,703	\$ 1,732	\$ 3,758
Total adjustment to interest expense	\$ 545	\$ 1,179	\$ 1,058	\$ 976	\$ 980	\$ 984	\$ 1,703	\$ 1,732	\$ 3,758
Changes in fair value of strategic investment	\$ (53)	\$ 291	\$ 103	\$ 1,789	\$ 60	\$ (15)	\$ 802	\$ 1,957	\$ 2,130
Retirement of debt	300	53,265	—	—	—	—	—	—	\$ 53,565
Gain on sale of strategic investment	—	(3,671)	—	—	—	—	—	(1,803)	\$ (3,671)
Total adjustment to other income (expense), net	\$ 247	\$ 49,885	\$ 103	\$ 1,789	\$ 60	\$ (15)	\$ 802	\$ 154	\$ 52,024
Non-GAAP tax impact	\$ (12,667)	\$ (12,084)	\$ (13,576)	\$ (26,561)	\$ (20,335)	\$ (9,345)	\$ (22,611)	\$ (33,333)	\$ (64,888)
Total adjustment to provision for (benefit from) income taxes	\$ (12,667)	\$ (12,084)	\$ (13,576)	\$ (26,561)	\$ (20,335)	\$ (9,345)	\$ (22,611)	\$ (33,333)	\$ (64,888)

These schedules have been derived from, and should be read in conjunction with, our financial statements in our reports on Forms 10-Q and 10-K which are filed with the SEC. Our Forms 10-Q and 10-K may be found on our website at <http://ir.guidewire.com/phoenix.zhtml?c=248177&p=irol-sec>.

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

Description	Q1 2025	Q2 2025	Q3 2025	Q4 2025	Q1 2026	Q2 2026	FY 2023	FY 2024	FY 2025
Reconciliation of GAAP to Non-GAAP earnings per share:									
GAAP diluted earnings per share	\$ 0.11	\$ (0.45)	\$ 0.54	\$ 0.60	\$ 0.36	\$ 0.70	\$ (1.36)	\$ (0.07)	\$ 0.81
Amortization of intangibles	0.02	0.02	0.01	0.02	0.02	0.02	0.08	0.07	0.06
Stock-based compensation	0.44	0.49	0.47	0.49	0.51	0.54	1.74	1.78	1.89
Amortization of debt issuance costs	0.01	0.01	0.01	0.01	0.01	0.01	0.02	0.02	0.04
Retirement of debt	—	0.64	—	—	—	—	—	—	0.63
Changes in fair value of strategic investment	—	—	—	0.02	—	—	0.01	0.02	0.02
Acquisition consideration holdback	—	—	—	—	—	—	0.04	(0.01)	—
Net impact of assignment of lease agreement	—	—	—	—	—	—	0.10	—	—
Gain on sale of strategic investment	—	(0.04)	—	—	—	—	—	(0.02)	(0.04)
Non-GAAP tax impact	(0.15)	(0.14)	(0.15)	(0.30)	(0.24)	(0.11)	(0.28)	(0.41)	(0.76)
Interest expense on convertible debt	—	—	—	—	—	—	—	0.05	—
Non-GAAP dilutive shares excluded from GAAP EPS calculation	—	(0.02)	—	—	—	—	—	(0.08)	—
Non-GAAP diluted earnings per share	\$ 0.43	\$ 0.51	\$ 0.88	\$ 0.84	\$ 0.66	\$ 1.17	\$ 0.35	\$ 1.35	\$ 2.65
Diluted weighted average shares outstanding	85,960,868	83,705,700	85,880,643	86,267,658	86,451,737	86,116,567	82,176,629	82,291,483	85,911,653
Non-GAAP dilutive shares excluded from GAAP EPS calculation	—	2,510,517	—	—	—	—	466,516	5,072,080	—
Pro forma weighted average shares – diluted	85,960,868	86,216,217	85,880,643	86,267,658	86,451,737	86,116,567	82,643,145	87,363,563	85,911,653
Gross margin:									
Subscription and support:									
GAAP gross margin	68.2 %	66.8 %	68.4 %	68.0 %	71.2 %	73.1 %	51.0 %	62.7 %	67.9 %
Stock-based compensation	1.8 %	2.1 %	1.9 %	1.8 %	1.6 %	1.5 %	3.3 %	2.4 %	1.9 %
Amortization of intangibles	0.3 %	0.3 %	0.3 %	0.4 %	0.4 %	0.5 %	0.8 %	0.4 %	0.3 %
Non-GAAP gross margin	70.3 %	69.2 %	70.6 %	70.2 %	73.2 %	75.0 %	55.1 %	65.5 %	70.1 %
License:									
GAAP gross margin	97.6 %	98.5 %	98.4 %	99.0 %	98.5 %	99.3 %	97.6 %	98.2 %	98.6 %
Stock-based compensation	0.1 %	0.1 %	0.1 %	0.1 %	— %	— %	0.2 %	0.1 %	0.1 %
Non-GAAP gross margin	97.7 %	98.6 %	98.5 %	99.1 %	98.5 %	99.3 %	97.8 %	98.3 %	98.7 %
Services:									
GAAP gross margin	11.1 %	(4.9)%	3.6 %	2.9 %	14.5 %	(1.4)%	(9.6)%	(3.6)%	3.4 %
Stock-based compensation	8.6 %	11.2 %	9.3 %	9.1 %	8.3 %	10.3 %	9.2 %	10.5 %	9.5 %
Non-GAAP gross margin	19.7 %	6.3 %	12.9 %	12.0 %	22.8 %	8.9 %	(0.4)%	6.9 %	12.9 %
Overall:									
GAAP gross margin	60.2 %	61.9 %	62.3 %	65.0 %	63.0 %	64.5 %	50.6 %	59.5 %	62.5 %
Amortization of intangibles	0.2 %	0.2 %	0.2 %	0.2 %	0.2 %	0.3 %	0.4 %	0.2 %	0.2 %
Stock-based compensation	3.1 %	3.1 %	3.0 %	2.5 %	2.8 %	2.8 %	3.7 %	3.3 %	2.9 %
Non-GAAP gross margin	63.5 %	65.2 %	65.5 %	67.7 %	66.0 %	67.6 %	54.7 %	63.0 %	65.6 %

These schedules have been derived from, and should be read in conjunction with, our financial statements in our reports on Forms 10-Q and 10-K which are filed with the SEC. Our Forms 10-Q and 10-K may be found on our website at <http://ir.guidewire.com/phoenix.zhtml?c=248177&p=irol-sec>.

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

Description	Q1 2025	Q2 2025	Q3 2025	Q4 2025	Q1 2026	Q2 2026	FY 2023	FY 2024	FY 2025
Subscription revenue	\$ 152,858	\$ 161,659	\$ 166,464	\$ 186,455	\$ 207,459	\$ 222,724	\$ 352,145	\$ 477,461	\$ 667,436
Support revenue	16,884	16,179	15,359	15,438	14,744	14,485	77,522	71,626	63,860
Subscription and support revenue	\$ 169,742	\$ 177,838	\$ 181,823	\$ 201,893	\$ 222,203	\$ 237,209	\$ 429,667	\$ 549,087	\$ 731,296
Description	Q1 2025	Q2 2025	Q3 2025	Q4 2025	Q1 2026	Q2 2026	FY 2023	FY 2024	FY 2025
Annual recurring revenue (in millions)	\$ 874	\$ 918	\$ 960	\$ 1,032	\$ 1,063	\$ 1,121	\$ 763	\$ 864	\$ 1,041
Fully ramped annual recurring revenue (in millions) ⁽¹⁾						\$ 1,418	\$ 898	\$ 1,055	\$ 1,296
Remaining performance obligations (in billions)	\$ 2.0	\$ 2.1	\$ 2.5	\$ 3.1	\$ 3.2	\$ 3.5	\$ 1.5	\$ 2.0	\$ 3.1
Free cash flow:									
Net cash provided by (used in) operating activities	\$ (62,305)	\$85,991	\$32,350	\$244,831	\$ (67,398)	\$112,046	\$ 38,395	\$ 195,748	\$ 300,867
Purchases of property and equipment	(843)	(790)	(703)	(3,405)	(4,878)	(3,284)	(5,821)	(6,362)	(5,741)
Capitalized software development costs	(4,233)	(2,923)	(3,816)	(3,742)	(5,088)	(3,104)	(11,606)	(12,165)	(14,714)
Free cash flow	\$ (67,381)	\$ 82,278	\$ 27,831	\$ 237,684	\$ (77,364)	\$ 105,658	\$ 20,968	\$ 177,221	\$ 280,412

Annual recurring revenue ("ARR") for the quarterly periods in fiscal year 2025 are based on actual currency rates at the end of fiscal year 2024, held constant throughout the year. ARR and fully ramped annual recurring revenue ("FRARR") for the quarterly periods in fiscal year 2026 are based on actual currency rates at the end of fiscal year 2025, held constant throughout the year. ARR and FRARR reflected in the FY 2023, FY 2024, and FY 2025 columns are based on the currency rates at the end of fiscal years 2023, 2024, and 2025, respectively.

(1) FRARR is a non-GAAP supplemental metric typically furnished alongside our annual results. From time to time, we may provide updates at an interim period at management's discretion, such as the updates provided in the second quarter of fiscal year 2026. We do not intend to, nor are we obligated to, furnish or update this metric on a recurring basis in future interim periods. This information is being furnished, not filed, for purposes of Section 18 of the Securities Exchange Act of 1934, as amended, and is not incorporated by reference into our Form 10-Q, Form 10-K, or any other formal SEC filing.

Other than noted above, these schedules have been derived from, and should be read in conjunction with, our financial statements in our reports on Forms 10-Q and 10-K which are filed with the SEC. Our Forms 10-Q and 10-K may be found on our website at <http://ir.guidewire.com/phoenix.zhtml?c=248177&p=irof-sec>.

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

Description	Q1 2025	Q2 2025	Q3 2025	Q4 2025	Q1 2026	Q2 2026	FY 2023	FY 2024	FY 2025
Gross profit reconciliation:									
GAAP gross profit	\$ 158,392	\$ 179,152	\$ 182,698	\$ 231,811	\$ 209,522	\$ 231,521	\$ 458,211	\$ 583,361	\$ 752,053
Non-GAAP adjustments:									
Stock-based compensation	7,978	9,170	8,685	9,015	9,150	9,991	33,793	32,624	34,848
Amortization of intangibles	485	485	485	800	808	1,057	3,360	1,940	2,255
Non-GAAP gross profit	\$ 166,855	\$ 188,807	\$ 191,868	\$ 241,626	\$ 219,480	\$ 242,569	\$ 495,364	\$ 617,925	\$ 789,156
Non-GAAP gross margin	63.5 %	65.2 %	65.4 %	67.8 %	66.0 %	67.6 %	54.7 %	63.0 %	65.6 %
Gross profit reconciliation - subscription and support:									
GAAP gross profit - subscription and support	\$ 115,718	\$ 118,742	\$ 124,412	\$ 137,318	\$ 158,276	\$ 173,281	\$ 219,160	\$ 344,293	\$ 496,190
Non-GAAP adjustments:									
Stock-based compensation	3,140	3,773	3,598	3,442	3,450	3,596	14,073	13,425	13,953
Amortization of intangibles	485	485	485	800	808	1,057	3,360	1,940	2,255
Non-GAAP gross profit - subscription and support	\$ 119,343	\$ 123,000	\$ 128,495	\$ 141,560	\$ 162,534	\$ 177,934	\$ 236,593	\$ 359,658	\$ 512,398
Non-GAAP gross margin - subscription and support	70.3 %	69.2 %	70.7 %	70.2 %	73.2 %	75.0 %	55.1 %	65.5 %	70.1 %
Gross profit reconciliation - license:									
GAAP gross profit - license	\$ 36,489	\$ 62,752	\$ 56,341	\$ 92,729	\$ 41,323	\$ 59,086	\$ 259,105	\$ 245,640	\$ 248,311
Non-GAAP adjustments:									
Stock-based compensation	36	36	32	32	—	—	463	186	136
Non-GAAP gross profit - license	\$ 36,525	\$ 62,788	\$ 56,373	\$ 92,761	\$ 41,323	\$ 59,086	\$ 259,568	\$ 245,826	\$ 248,447
Non-GAAP gross margin - license	97.7 %	98.6 %	98.5 %	99.1 %	98.5 %	99.3 %	97.8 %	98.3 %	98.7 %
Gross profit reconciliation - services:									
GAAP gross profit - services	\$ 6,185	\$ (2,342)	\$ 1,945	\$ 1,764	\$ 9,923	\$ (847)	\$ (20,054)	\$ (6,572)	\$ 7,552
Non-GAAP adjustments:									
Stock-based compensation	4,802	5,361	5,055	5,541	5,700	6,395	19,257	19,013	20,759
Non-GAAP gross profit - services	\$ 10,987	\$ 3,019	\$ 7,000	\$ 7,305	\$ 15,623	\$ 5,548	\$ (797)	\$ 12,441	\$ 28,311
Non-GAAP gross margin - services	19.7 %	6.3 %	12.9 %	12.0 %	22.8 %	8.9 %	(0.4)%	6.9 %	12.9 %

These schedules have been derived from, and should be read in conjunction with, our financial statements in our reports on Forms 10-Q and 10-K which are filed with the SEC. Our Forms 10-Q and 10-K may be found on our website at <http://ir.guidewire.com/phoenix.zhtml?c=248177&p=irol-sec>.

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

Description	Q1 2025	Q2 2025	Q3 2025	Q4 2025	Q1 2026	Q2 2026	FY 2023	FY 2024	FY 2025
Income (loss) from operations reconciliation:									
GAAP income (loss) from operations	\$ (4,720)	\$ 11,723	\$ 4,468	\$ 29,597	\$ 18,478	\$ 38,441	\$ (149,490)	\$ (52,573)	\$ 41,068
Non-GAAP adjustments:									
Stock-based compensation	38,060	40,948	40,357	42,191	43,316	46,758	142,842	146,460	161,556
Amortization of intangibles	1,367	1,278	1,234	1,565	1,455	1,748	6,888	5,468	5,444
Acquisition consideration holdback	—	—	—	177	177	447	2,939	143	177
Net impact of assignment of lease agreement	—	—	—	—	—	—	8,502	—	—
Non-GAAP income (loss) from operations	\$ 34,707	\$ 53,949	\$ 46,059	\$ 73,530	\$ 63,426	\$ 87,394	\$ 11,681	\$ 99,498	\$ 208,245
Net income (loss) reconciliation:									
GAAP net income (loss)	\$ 9,139	\$ (37,277)	\$ 45,991	\$ 51,951	\$ 31,308	\$ 60,110	\$ (111,855)	\$ (6,103)	\$ 69,804
Non-GAAP adjustments:									
Stock-based compensation	38,060	40,948	40,357	42,191	43,316	46,758	142,842	146,460	161,556
Amortization of intangibles	1,367	1,278	1,234	1,565	1,455	1,748	6,888	5,468	5,444
Acquisition consideration holdback	—	—	—	177	177	447	2,939	143	177
Amortization of debt issuance costs	545	1,179	1,058	976	980	984	1,703	1,732	3,758
Retirement of debt	300	53,265	—	—	—	—	—	—	53,565
Changes in fair value of strategic investment	(53)	291	103	1,789	60	(15)	802	1,957	2,130
Net impact of assignment of lease agreement	—	—	—	—	—	—	8,502	—	—
Gain on sale of strategic investment	—	(3,671)	—	—	—	—	—	(1,803)	(3,671)
Non-GAAP tax impact	(12,667)	(12,084)	(13,576)	(26,561)	(20,335)	(9,345)	(22,611)	(33,333)	(64,888)
Non-GAAP net income (loss)	\$ 36,691	\$ 43,929	\$ 75,167	\$ 72,088	\$ 56,960	\$ 100,687	\$ 29,210	\$ 114,521	\$ 227,875

These schedules have been derived from, and should be read in conjunction with, our financial statements in our reports on Forms 10-Q and 10-K which are filed with the SEC. Our Forms 10-Q and 10-K may be found on our website at <http://ir.guidewire.com/phoenix.zhtml?c=248177&p=irol-sec>.