

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

| Description | Q1 2024 | Q2 2024 | Q3 2024 | Q4 2024 | FY 2024 | Q1 2025 | Q2 2025 | Q3 2025 | Q4 2025 | FY 2025 |
|---|--------------------|-----------------|-------------------|------------------|-------------------|-----------------|--------------------|------------------|------------------|------------------|
| Revenue: | | | | | | | | | | |
| Subscription and support | \$ 127,627 | \$ 131,642 | \$ 137,970 | \$ 151,848 | \$ 549,087 | \$ 169,742 | \$ 177,838 | \$ 181,823 | \$ 201,893 | \$ 731,296 |
| License | 34,025 | 71,083 | 56,210 | 88,858 | 250,176 | 37,370 | 63,694 | 57,233 | 93,638 | 251,935 |
| Services | 45,755 | 38,172 | 46,498 | 50,809 | 181,234 | 55,789 | 47,948 | 54,452 | 61,039 | 219,228 |
| Total revenue | 207,407 | 240,897 | 240,678 | 291,515 | 980,497 | 262,901 | 289,480 | 293,508 | 356,570 | 1,202,459 |
| Cost of revenue: | | | | | | | | | | |
| Subscription and support | 48,054 | 49,934 | 51,185 | 55,621 | 204,794 | 54,024 | 59,096 | 57,411 | 64,575 | 235,106 |
| License | 1,219 | 1,483 | 837 | 997 | 4,536 | 881 | 942 | 892 | 909 | 3,624 |
| Services | 45,842 | 47,074 | 46,429 | 48,461 | 187,806 | 49,604 | 50,290 | 52,507 | 59,275 | 211,676 |
| Total cost of revenue | 95,115 | 98,491 | 98,451 | 105,079 | 397,136 | 104,509 | 110,328 | 110,810 | 124,759 | 450,406 |
| Gross profit: | | | | | | | | | | |
| Subscription and support | 79,573 | 81,708 | 86,785 | 96,227 | 344,293 | 115,718 | 118,742 | 124,412 | 137,318 | 496,190 |
| License | 32,806 | 69,600 | 55,373 | 87,861 | 245,640 | 36,489 | 62,752 | 56,341 | 92,729 | 248,311 |
| Services | (87) | (8,902) | 69 | 2,348 | (6,572) | 6,185 | (2,342) | 1,945 | 1,764 | 7,552 |
| Total gross profit | 112,292 | 142,406 | 142,227 | 186,436 | 583,361 | 158,392 | 179,152 | 182,698 | 231,811 | 752,053 |
| Operating expenses: | | | | | | | | | | |
| Research and development | 62,469 | 65,458 | 66,134 | 75,320 | 269,381 | 68,880 | 70,268 | 72,915 | 84,097 | 296,160 |
| Sales and marketing | 44,581 | 49,181 | 50,487 | 54,784 | 199,033 | 51,478 | 55,452 | 57,768 | 65,648 | 230,346 |
| General and administrative | 39,023 | 40,177 | 42,302 | 46,018 | 167,520 | 42,754 | 41,709 | 47,547 | 52,469 | 184,479 |
| Total operating expenses | 146,073 | 154,816 | 158,923 | 176,122 | 635,934 | 163,112 | 167,429 | 178,230 | 202,214 | 710,985 |
| Income (loss) from operations | (33,781) | (12,410) | (16,696) | 10,314 | (52,573) | (4,720) | 11,723 | 4,468 | 29,597 | 41,068 |
| Interest income | 10,613 | 10,290 | 10,824 | 11,751 | 43,478 | 13,606 | 15,722 | 13,794 | 13,503 | 56,625 |
| Interest expense | (1,683) | (1,692) | (1,686) | (1,677) | (6,738) | (2,062) | (4,183) | (3,668) | (3,298) | (13,211) |
| Other income (expense), net | (13,742) | 10,776 | (6,535) | (1,504) | (11,005) | (4,055) | (66,289) | 34,074 | 1,183 | (35,087) |
| Income (loss) before provision for (benefit from) income taxes | (38,593) | 6,964 | (14,093) | 18,884 | (26,838) | 2,769 | (43,027) | 48,668 | 40,985 | 49,395 |
| Provision for (benefit from) income taxes | (11,522) | (2,723) | (8,615) | 2,125 | (20,735) | (6,370) | (5,750) | 2,677 | (10,966) | (20,409) |
| Net income (loss) | \$ (27,071) | \$ 9,687 | \$ (5,478) | \$ 16,759 | \$ (6,103) | \$ 9,139 | \$ (37,277) | \$ 45,991 | \$ 51,951 | \$ 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 2024 | Q2 2024 | Q3 2024 | Q4 2024 | FY 2024 | Q1 2025 | Q2 2025 | Q3 2025 | Q4 2025 | FY 2025 |
|---|------------------|------------------|------------------|------------------|-------------------|------------------|------------------|------------------|------------------|-------------------|
| Earnings per share: | | | | | | | | | | |
| Basic | \$ (0.33) | \$ 0.12 | \$ (0.07) | \$ 0.20 | \$ (0.07) | \$ 0.11 | \$ (0.45) | \$ 0.55 | \$ 0.62 | \$ 0.83 |
| Diluted | \$ (0.33) | \$ 0.12 | \$ (0.07) | \$ 0.20 | \$ (0.07) | \$ 0.11 | \$ (0.45) | \$ 0.54 | \$ 0.60 | \$ 0.81 |
| Shares used in computing net earnings per share: | | | | | | | | | | |
| Basic | 81,690,912 | 82,133,632 | 82,500,109 | 82,845,815 | 82,291,483 | 83,276,236 | 83,705,700 | 84,044,661 | 84,366,889 | 83,846,793 |
| Diluted | 81,690,912 | 83,305,080 | 82,500,109 | 84,956,655 | 82,291,483 | 85,960,868 | 83,705,700 | 85,880,643 | 86,267,658 | 85,911,653 |
| Stock-based compensation | \$ 36,097 | \$ 36,427 | \$ 36,650 | \$ 37,286 | \$ 146,460 | \$ 38,060 | \$ 40,948 | \$ 40,357 | \$ 42,191 | \$ 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 2024 | Q2 2024 | Q3 2024 | Q4 2024 | FY 2024 | Q1 2025 | Q2 2025 | Q3 2025 | Q4 2025 | FY 2025 |
|---|--------------------|-------------------|--------------------|-------------------|--------------------|--------------------|--------------------|--------------------|--------------------|--------------------|
| Amortization of intangibles | \$ 485 | \$ 485 | \$ 485 | \$ 485 | \$ 1,940 | \$ 485 | \$ 485 | \$ 485 | \$ 800 | \$ 2,255 |
| Stock-based compensation | 3,462 | 3,414 | 3,183 | 3,366 | 13,425 | 3,140 | 3,773 | 3,598 | 3,442 | 13,953 |
| Total adjustment to cost of revenue - subscription and support | \$ 3,947 | \$ 3,899 | \$ 3,668 | \$ 3,851 | \$ 15,365 | \$ 3,625 | \$ 4,258 | \$ 4,083 | \$ 4,242 | \$ 16,208 |
| Stock-based compensation | \$ 95 | \$ 53 | \$ — | \$ 38 | \$ 186 | \$ 36 | \$ 36 | \$ 32 | \$ 32 | \$ 136 |
| Total adjustment to cost of revenue - license | \$ 95 | \$ 53 | \$ — | \$ 38 | \$ 186 | \$ 36 | \$ 36 | \$ 32 | \$ 32 | \$ 136 |
| Stock-based compensation | \$ 4,789 | \$ 4,643 | \$ 4,729 | \$ 4,852 | \$ 19,013 | \$ 4,802 | \$ 5,361 | \$ 5,055 | \$ 5,541 | \$ 20,759 |
| Total adjustment to cost of revenue - services | \$ 4,789 | \$ 4,643 | \$ 4,729 | \$ 4,852 | \$ 19,013 | \$ 4,802 | \$ 5,361 | \$ 5,055 | \$ 5,541 | \$ 20,759 |
| Stock-based compensation | \$ 9,986 | \$ 10,138 | \$ 10,003 | \$ 10,086 | \$ 40,213 | \$ 9,824 | \$ 10,469 | \$ 10,267 | \$ 11,200 | \$ 41,760 |
| Acquisition consideration holdback | 386 | 299 | (542) | — | 143 | — | — | — | 116 | 116 |
| Total adjustment to research and development | \$ 10,372 | \$ 10,437 | \$ 9,461 | \$ 10,086 | \$ 40,356 | \$ 9,824 | \$ 10,469 | \$ 10,267 | \$ 11,316 | \$ 41,876 |
| Stock-based compensation | \$ 7,729 | \$ 8,190 | \$ 9,349 | \$ 9,322 | \$ 34,590 | \$ 9,688 | \$ 10,880 | \$ 10,832 | \$ 11,870 | \$ 43,270 |
| Amortization of intangibles | 882 | 882 | 882 | 882 | 3,528 | 882 | 793 | 749 | 765 | 3,189 |
| Acquisition consideration holdback | — | — | — | — | — | — | — | — | \$ 61 | 61 |
| Total adjustment to sales and marketing | \$ 8,611 | \$ 9,072 | \$ 10,231 | \$ 10,204 | \$ 38,118 | \$ 10,570 | \$ 11,673 | \$ 11,581 | \$ 12,696 | \$ 46,520 |
| Stock-based compensation | \$ 10,036 | \$ 9,989 | \$ 9,386 | \$ 9,622 | \$ 39,033 | \$ 10,570 | \$ 10,429 | \$ 10,573 | \$ 10,106 | \$ 41,678 |
| Total adjustment to general and administrative | \$ 10,036 | \$ 9,989 | \$ 9,386 | \$ 9,622 | \$ 39,033 | \$ 10,570 | \$ 10,429 | \$ 10,573 | \$ 10,106 | \$ 41,678 |
| Amortization of debt issuance costs | \$ 430 | \$ 432 | \$ 434 | \$ 436 | \$ 1,732 | \$ 545 | \$ 1,179 | \$ 1,058 | \$ 976 | \$ 3,758 |
| Total adjustment to interest expense | \$ 430 | \$ 432 | \$ 434 | \$ 436 | \$ 1,732 | \$ 545 | \$ 1,179 | \$ 1,058 | \$ 976 | \$ 3,758 |
| Changes in fair value of strategic investment | \$ — | \$ — | \$ (298) | \$ 2,255 | \$ 1,957 | \$ (53) | \$ 291 | \$ 103 | \$ 1,789 | \$ 2,130 |
| Retirement of debt ⁽¹⁾ | — | — | — | — | — | 300 | 53,265 | — | — | \$ 53,565 |
| Gain on sale of strategic investment | — | (1,758) | — | (45) | (1,803) | — | (3,671) | — | — | (3,671) |
| Total adjustment to other income (expense), net | \$ — | \$ (1,758) | \$ (298) | \$ 2,210 | \$ 154 | \$ 247 | \$ 49,885 | \$ 103 | \$ 1,789 | \$ 52,024 |
| Non-GAAP tax impact | \$ (11,493) | \$ (7,327) | \$ (10,469) | \$ (4,044) | \$ (33,333) | \$ (12,667) | \$ (12,084) | \$ (13,576) | \$ (26,561) | \$ (64,888) |
| Total adjustment to provision for (benefit from) income taxes | \$ (11,493) | \$ (7,327) | \$ (10,469) | \$ (4,044) | \$ (33,333) | \$ (12,667) | \$ (12,084) | \$ (13,576) | \$ (26,561) | \$ (64,888) |

⁽¹⁾ During the fiscal year ended July 31, 2025, the Company recorded a \$53.6 million loss on retirement of debt in other income (expense) comprised of \$53.3 million loss on extinguishment and \$0.3 million loss on the induced conversion of a portion of its convertible senior notes due March 2025. Prior to fiscal year 2025, there were no transactions similar to the retirement of debt in any periods presented on the consolidated statements of operations.

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 2024 | Q2 2024 | Q3 2024 | Q4 2024 | FY 2024 | Q1 2025 | Q2 2025 | Q3 2025 | Q4 2025 | FY 2025 |
|---|-------------------|-------------------|-------------------|-------------------|-------------------|-------------------|-------------------|-------------------|-------------------|-------------------|
| Reconciliation of GAAP to Non-GAAP earnings per share: | | | | | | | | | | |
| GAAP diluted earnings per share | \$ (0.33) | \$ 0.12 | \$ (0.07) | \$ 0.20 | \$ (0.07) | \$ 0.11 | \$ (0.45) | \$ 0.54 | \$ 0.60 | \$ 0.81 |
| Amortization of intangibles | 0.02 | 0.02 | 0.02 | 0.02 | 0.07 | 0.02 | 0.02 | 0.01 | 0.02 | 0.06 |
| Stock-based compensation | 0.44 | 0.44 | 0.44 | 0.44 | 1.78 | 0.44 | 0.49 | 0.47 | 0.49 | 1.89 |
| Amortization of debt issuance costs | 0.01 | 0.01 | 0.01 | 0.01 | 0.02 | 0.01 | 0.01 | 0.01 | 0.01 | 0.04 |
| Retirement of debt ⁽¹⁾ | — | — | — | — | — | — | 0.64 | — | — | 0.63 |
| Changes in fair value of strategic investment | — | — | — | 0.03 | 0.02 | — | — | — | 0.02 | 0.02 |
| Acquisition consideration holdback | — | — | (0.01) | — | (0.01) | — | — | — | — | — |
| Gain on sale of strategic investment | — | (0.02) | — | — | (0.02) | — | (0.04) | — | — | (0.04) |
| Non-GAAP tax impact | (0.14) | (0.09) | (0.13) | (0.06) | (0.41) | (0.15) | (0.14) | (0.15) | (0.30) | (0.76) |
| Interest expense on convertible debt | — | 0.01 | — | 0.01 | 0.05 | — | — | — | — | — |
| Non-GAAP dilutive shares excluded from GAAP EPS calculation | — | (0.03) | — | (0.03) | (0.08) | — | (0.02) | — | — | — |
| Non-GAAP diluted earnings per share | \$ — | \$ 0.46 | \$ 0.26 | \$ 0.62 | \$ 1.35 | \$ 0.43 | \$ 0.51 | \$ 0.88 | \$ 0.84 | \$ 2.65 |
| Diluted weighted average shares outstanding | 81,690,912 | 83,305,080 | 82,500,109 | 84,956,655 | 82,291,483 | 85,960,868 | 83,705,700 | 85,880,643 | 86,267,658 | 85,911,653 |
| Non-GAAP dilutive shares excluded from GAAP EPS calculation | — | 3,516,480 | — | 3,516,480 | 5,072,080 | — | 2,510,517 | — | — | — |
| Pro forma weighted average shares – diluted | 81,690,912 | 86,821,560 | 82,500,109 | 88,473,135 | 87,363,563 | 85,960,868 | 86,216,217 | 85,880,643 | 86,267,658 | 85,911,653 |
| Gross margin: | | | | | | | | | | |
| Subscription and support: | | | | | | | | | | |
| GAAP gross margin | 62.3 % | 62.1 % | 62.9 % | 63.4 % | 62.7 % | 68.2 % | 66.8 % | 68.4 % | 68.0 % | 67.9 % |
| Stock-based compensation | 2.7 % | 2.6 % | 2.3 % | 2.3 % | 2.4 % | 1.8 % | 2.1 % | 1.9 % | 1.8 % | 1.9 % |
| Amortization of intangibles | 0.4 % | 0.4 % | 0.4 % | 0.3 % | 0.4 % | 0.3 % | 0.3 % | 0.3 % | 0.4 % | 0.3 % |
| Non-GAAP gross margin | 65.4 % | 65.1 % | 65.6 % | 66.0 % | 65.5 % | 70.3 % | 69.2 % | 70.6 % | 70.2 % | 70.1 % |
| License: | | | | | | | | | | |
| GAAP gross margin | 96.4 % | 97.9 % | 98.5 % | 98.9 % | 98.2 % | 97.6 % | 98.5 % | 98.4 % | 99.0 % | 98.6 % |
| Stock-based compensation | 0.3 % | 0.1 % | — % | 0.1 % | 0.1 % | 0.1 % | 0.1 % | 0.1 % | 0.1 % | 0.1 % |
| Non-GAAP gross margin | 96.7 % | 98.0 % | 98.5 % | 99.0 % | 98.3 % | 97.7 % | 98.6 % | 98.5 % | 99.1 % | 98.7 % |
| Services: | | | | | | | | | | |
| GAAP gross margin | (0.2)% | (23.4)% | 0.1 % | 4.6 % | (3.6)% | 11.1 % | (4.9)% | 3.6 % | 2.9 % | 3.4 % |
| Stock-based compensation | 10.5 % | 12.2 % | 10.2 % | 9.6 % | 10.5 % | 8.6 % | 11.2 % | 9.3 % | 9.1 % | 9.5 % |
| Non-GAAP gross margin | 10.3 % | (11.2)% | 10.3 % | 14.2 % | 6.9 % | 19.7 % | 6.3 % | 12.9 % | 12.0 % | 12.9 % |
| Overall: | | | | | | | | | | |
| GAAP gross margin | 54.1 % | 59.1 % | 59.1 % | 64.0 % | 59.5 % | 60.2 % | 61.9 % | 62.3 % | 65.0 % | 62.5 % |
| Amortization of intangibles | 0.2 % | 0.2 % | 0.2 % | 0.2 % | 0.2 % | 0.2 % | 0.2 % | 0.2 % | 0.2 % | 0.2 % |
| Stock-based compensation | 4.0 % | 3.4 % | 3.3 % | 2.8 % | 3.3 % | 3.1 % | 3.1 % | 3.0 % | 2.5 % | 2.9 % |
| Non-GAAP gross margin | 58.3 % | 62.7 % | 62.6 % | 67.0 % | 63.0 % | 63.5 % | 65.2 % | 65.5 % | 67.7 % | 65.6 % |

⁽¹⁾ During the fiscal year ended July 31, 2025, the Company recorded a \$53.6 million loss on retirement of debt in other income (expense) comprised of \$53.3 million loss on extinguishment and \$0.3 million loss on the induced conversion of a portion of its convertible senior notes due March 2025. Prior to fiscal year 2025, there were no transactions similar to the retirement of debt in any periods presented on the consolidated statements of operations.

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 2024 | Q2 2024 | Q3 2024 | Q4 2024 | FY 2024 | Q1 2025 | Q2 2025 | Q3 2025 | Q4 2025 | FY 2025 |
|---|--------------------|-------------------|-------------------|-------------------|-------------------|--------------------|-------------------|-------------------|-------------------|-------------------|
| Annual recurring revenue (in millions): | | | | | | | | | | |
| Annual recurring revenue ⁽¹⁾ | \$ 770 | \$ 800 | \$ 828 | \$ 872 | \$ 864 | \$ 874 | \$ 918 | \$ 960 | \$ 1,032 | \$ 1,041 |
| Subscription and support revenue breakdown: | | | | | | | | | | |
| Subscription revenue | \$ 109,597 | \$ 113,125 | \$ 120,430 | \$ 134,309 | \$ 477,461 | \$ 152,858 | \$ 161,659 | \$ 166,464 | \$ 186,455 | \$ 667,436 |
| Support revenue | 18,030 | 18,517 | 17,540 | 17,539 | 71,626 | 16,884 | 16,179 | 15,359 | 15,438 | 63,860 |
| Total subscription and support revenue | \$ 127,627 | \$ 131,642 | \$ 137,970 | \$ 151,848 | \$ 549,087 | \$ 169,742 | \$ 177,838 | \$ 181,823 | \$ 201,893 | \$ 731,296 |
| License revenue breakdown: | | | | | | | | | | |
| Term license revenue | \$ 33,977 | \$ 71,035 | \$ 55,005 | \$ 88,832 | \$ 248,849 | \$ 37,370 | \$ 63,694 | \$ 57,115 | \$ 93,638 | \$ 251,817 |
| Perpetual license revenue | 48 | 48 | 1,205 | 26 | 1,327 | — | — | 118 | — | 118 |
| Total license revenue | \$ 34,025 | \$ 71,083 | \$ 56,210 | \$ 88,858 | \$ 250,176 | \$ 37,370 | \$ 63,694 | \$ 57,233 | \$ 93,638 | \$ 251,935 |
| Adjusted free cash flow: | | | | | | | | | | |
| Net cash provided by (used in) operating activities | \$ (72,083) | \$ 69,251 | \$ 4,803 | \$ 193,777 | \$ 195,748 | \$ (62,305) | \$ 85,991 | \$ 32,350 | \$ 244,831 | \$ 300,867 |
| Purchases of property and equipment | (998) | (2,992) | (678) | (1,694) | (6,362) | (843) | (790) | (703) | (3,405) | (5,741) |
| Capitalized software development costs | (3,692) | (2,366) | (3,371) | (2,736) | (12,165) | (4,233) | (2,923) | (3,816) | (3,742) | (14,714) |
| Total free cash flow | \$ (76,773) | \$ 63,893 | \$ 754 | \$ 189,347 | \$ 177,221 | \$ (67,381) | \$ 82,278 | \$ 27,831 | \$ 237,684 | \$ 280,412 |

⁽¹⁾ ARR for the quarterly periods in fiscal year 2024 are based on actual currency rates at the end of fiscal year 2023, held constant throughout the year. ARR reflected in the FY 2024 column is based on the currency rates at the end of fiscal year 2024. 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 reflected in the FY 2025 column is based on the currency rates at the end of fiscal year 2025.

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 Gross Profit Reconciliations
(unaudited, in thousands except percentage)

| Description | Q1 2024 | Q2 2024 | Q3 2024 | Q4 2024 | FY 2024 | Q1 2025 | Q2 2025 | Q3 2025 | Q4 2025 | FY 2025 |
|--|------------|------------|------------|------------|------------|------------|------------|------------|------------|------------|
| Gross profit reconciliation: | | | | | | | | | | |
| GAAP gross profit | \$ 112,292 | \$ 142,406 | \$ 142,227 | \$ 186,436 | \$ 583,361 | \$ 158,392 | \$ 179,152 | \$ 182,698 | \$ 231,811 | \$ 752,053 |
| Non-GAAP adjustments: | | | | | | | | | | |
| Stock-based compensation | 8,346 | 8,110 | 7,912 | 8,256 | 32,624 | 7,978 | 9,170 | 8,685 | 9,015 | 34,848 |
| Amortization of intangibles | 485 | 485 | 485 | 485 | 1,940 | 485 | 485 | 485 | 800 | 2,255 |
| Non-GAAP gross profit | \$ 121,123 | \$ 151,001 | \$ 150,624 | \$ 195,177 | \$ 617,925 | \$ 166,855 | \$ 188,807 | \$ 191,868 | \$ 241,626 | \$ 789,156 |
| Non-GAAP gross margin | 58.4 % | 62.7 % | 62.6 % | 67.0 % | 63.0 % | 63.5 % | 65.2 % | 65.4 % | 67.8 % | 65.6 % |
| Gross profit reconciliation - subscription and support: | | | | | | | | | | |
| GAAP gross profit - subscription and support | \$ 79,573 | \$ 81,708 | \$ 86,785 | \$ 96,227 | \$ 344,293 | \$ 115,718 | \$ 118,742 | \$ 124,412 | \$ 137,318 | \$ 496,190 |
| Non-GAAP adjustments: | | | | | | | | | | |
| Stock-based compensation | 3,462 | 3,414 | 3,183 | 3,366 | 13,425 | 3,140 | 3,773 | 3,598 | 3,442 | 13,953 |
| Amortization of intangibles | 485 | 485 | 485 | 485 | 1,940 | 485 | 485 | 485 | 800 | 2,255 |
| Non-GAAP gross profit - subscription and support | \$ 83,520 | \$ 85,607 | \$ 90,453 | \$ 100,078 | \$ 359,658 | \$ 119,343 | \$ 123,000 | \$ 128,495 | \$ 141,560 | \$ 512,398 |
| Non-GAAP gross margin - subscription and support | 65.4 % | 65.0 % | 65.6 % | 66.0 % | 65.5 % | 70.3 % | 69.2 % | 70.7 % | 70.2 % | 70.1 % |
| Gross profit reconciliation - license: | | | | | | | | | | |
| GAAP gross profit - license | \$ 32,806 | \$ 69,600 | \$ 55,373 | \$ 87,861 | \$ 245,640 | \$ 36,489 | \$ 62,752 | \$ 56,341 | \$ 92,729 | \$ 248,311 |
| Non-GAAP adjustments: | | | | | | | | | | |
| Stock-based compensation | 95 | 53 | — | 38 | 186 | 36 | 36 | 32 | 32 | 136 |
| Non-GAAP gross profit - license | \$ 32,901 | \$ 69,653 | \$ 55,373 | \$ 87,899 | \$ 245,826 | \$ 36,525 | \$ 62,788 | \$ 56,373 | \$ 92,761 | \$ 248,447 |
| Non-GAAP gross margin - license | 96.7 % | 98.0 % | 98.5 % | 99.0 % | 98.3 % | 97.7 % | 98.6 % | 98.5 % | 99.1 % | 98.7 % |
| Gross profit reconciliation - services: | | | | | | | | | | |
| GAAP gross profit - services | \$ (87) | \$ (8,902) | \$ 69 | \$ 2,348 | \$ (6,572) | \$ 6,185 | \$ (2,342) | \$ 1,945 | \$ 1,764 | \$ 7,552 |
| Non-GAAP adjustments: | | | | | | | | | | |
| Stock-based compensation | 4,789 | 4,643 | 4,729 | 4,852 | 19,013 | 4,802 | 5,361 | 5,055 | 5,541 | 20,759 |
| Non-GAAP gross profit - services | \$ 4,702 | \$ (4,259) | \$ 4,798 | \$ 7,200 | \$ 12,441 | \$ 10,987 | \$ 3,019 | \$ 7,000 | \$ 7,305 | \$ 28,311 |
| Non-GAAP gross margin - services | 10.3 % | (11.2)% | 10.3 % | 14.2 % | 6.9 % | 19.7 % | 6.3 % | 12.9 % | 12.0 % | 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 2024 | Q2 2024 | Q3 2024 | Q4 2024 | FY 2024 | Q1 2025 | Q2 2025 | Q3 2025 | Q4 2025 | FY 2025 |
|---|-------------|-------------|-------------|-----------|-------------|------------|-------------|-----------|-----------|------------|
| <u>Income (loss) from operations reconciliation:</u> | | | | | | | | | | |
| GAAP income (loss) from operations | \$ (33,781) | \$ (12,410) | \$ (16,696) | \$ 10,314 | \$ (52,573) | \$ (4,720) | \$ 11,723 | \$ 4,468 | \$ 29,597 | \$ 41,068 |
| Non-GAAP adjustments: | | | | | | | | | | |
| Stock-based compensation | 36,097 | 36,427 | 36,650 | 37,286 | 146,460 | 38,060 | 40,948 | 40,357 | 42,191 | 161,556 |
| Amortization of intangibles | 1,367 | 1,367 | 1,367 | 1,367 | 5,468 | 1,367 | 1,278 | 1,234 | 1,565 | 5,444 |
| Acquisition consideration holdback | 386 | 299 | (542) | — | 143 | — | — | — | 177 | 177 |
| Non-GAAP income (loss) from operations | \$ 4,069 | \$ 25,683 | \$ 20,779 | \$ 48,967 | \$ 99,498 | \$ 34,707 | \$ 53,949 | \$ 46,059 | \$ 73,530 | \$ 208,245 |
| <u>Net income (loss) reconciliation:</u> | | | | | | | | | | |
| GAAP net income (loss) | \$ (27,071) | \$ 9,687 | \$ (5,478) | \$ 16,759 | \$ (6,103) | \$ 9,139 | \$ (37,277) | \$ 45,991 | \$ 51,951 | \$ 69,804 |
| Non-GAAP adjustments: | | | | | | | | | | |
| Stock-based compensation | 36,097 | 36,427 | 36,650 | 37,286 | 146,460 | 38,060 | 40,948 | 40,357 | 42,191 | 161,556 |
| Amortization of intangibles | 1,367 | 1,367 | 1,367 | 1,367 | 5,468 | 1,367 | 1,278 | 1,234 | 1,565 | 5,444 |
| Acquisition consideration holdback | 386 | 299 | (542) | — | 143 | — | — | — | 177 | 177 |
| Amortization of debt issuance costs | 430 | 432 | 434 | 436 | 1,732 | 545 | 1,179 | 1,058 | 976 | 3,758 |
| Retirement of debt ⁽¹⁾ | — | — | — | — | — | 300 | 53,265 | — | — | 53,565 |
| Changes in fair value of strategic investment | — | — | (298) | 2,255 | 1,957 | (53) | 291 | 103 | 1,789 | 2,130 |
| Gain on sale of strategic investment | — | (1,758) | — | (45) | (1,803) | — | (3,671) | — | — | (3,671) |
| Non-GAAP tax impact | (11,493) | (7,327) | (10,469) | (4,044) | (33,333) | (12,667) | (12,084) | (13,576) | (26,561) | (64,888) |
| Non-GAAP net income (loss) | \$ (284) | \$ 39,127 | \$ 21,664 | \$ 54,014 | \$ 114,521 | \$ 36,691 | \$ 43,929 | \$ 75,167 | \$ 72,088 | \$ 227,875 |

⁽¹⁾ During the fiscal year ended July 31, 2025, the Company recorded a \$53.6 million loss on retirement of debt in other income (expense) comprised of \$53.3 million loss on extinguishment and \$0.3 million loss on the induced conversion of a portion of its convertible senior notes due March 2025. Prior to the first quarter of fiscal year 2025, there were no transactions similar to the retirement of debt in any periods presented on the condensed consolidated statements of operations.

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>.