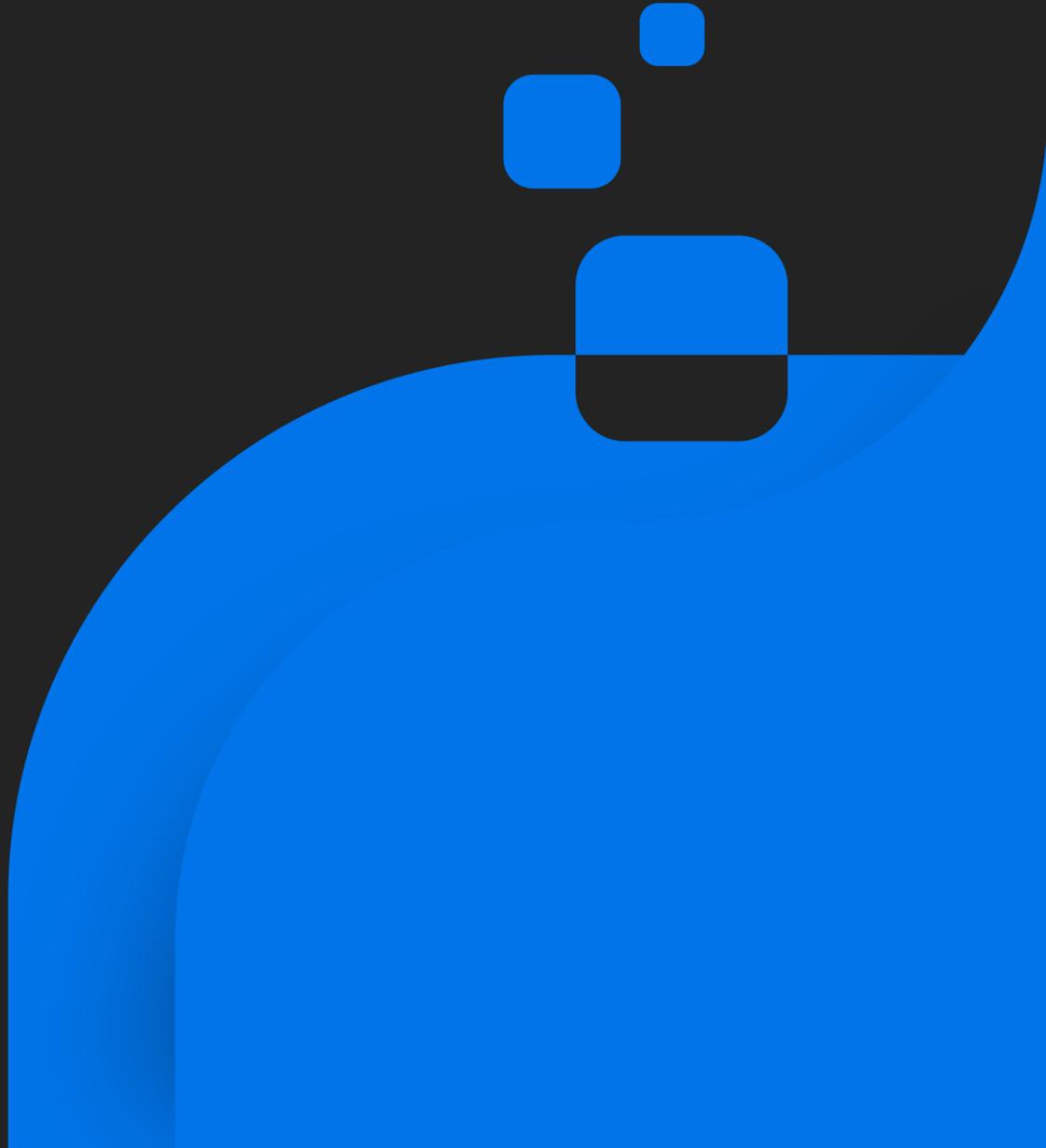


workiva

Analyst and Investor Day

September 9, 2025



Katie White

Sr Director, Investor Relations

Safe Harbor

This presentation includes forward-looking statements. All statements contained in this presentation other than statements of historical facts, including any statements regarding our future results of operations and financial position, our business strategy and plans, and our objectives for future operations, are forward-looking statements. The words "may," "will," "could," "would," "should," "expect," "plan," "assume," "anticipate," "intend," "believe," "estimate," "predict," "potential," "outlook," "guidance," "target," "goal," "project," "continue to," "confident," or the negative of those terms, and similar expressions are intended to identify forward-looking statements. These forward-looking statements are subject to risks and uncertainties and are based on our assumptions as to the macroeconomic, political and regulatory environment today, and reflect our best judgement based on factors currently known to us. It is not possible for management to predict all risks, nor can we assess the impact of all factors on our business. Workiva cautions that these forward-looking statements are not guarantees of future performance. Please refer to documents filed with the Securities and Exchange Commission, including the company's annual reports filed on Form 10-K and quarterly reports on Form 10-Q, and any amendments thereto for a discussion of certain important risk factors that relate to forward-looking statements contained in this presentation that may cause our actual results to differ materially.

All forward-looking statements are made as of September 9, 2025, and reflect our current expectations only. We undertake no obligation to update or revise these statements to conform to actual results or revised expectations.

By reviewing this presentation, you acknowledge that you will be solely responsible for your own assessment of the market and our market position and that you will conduct your own analysis and be solely responsible for forming your own view of the potential future performance of our business.

Agenda

1

Growth Opportunity

Julie Iskow — President & CEO

2

Solution Overview & Partnerships

Mike Rost — Chief Strategy Officer

3

Financial Update

Jill Klindt — Chief Financial Officer

4

Q&A

Julie Iskow

President & CEO

Welcome to **Amplify**

Customers

Partners

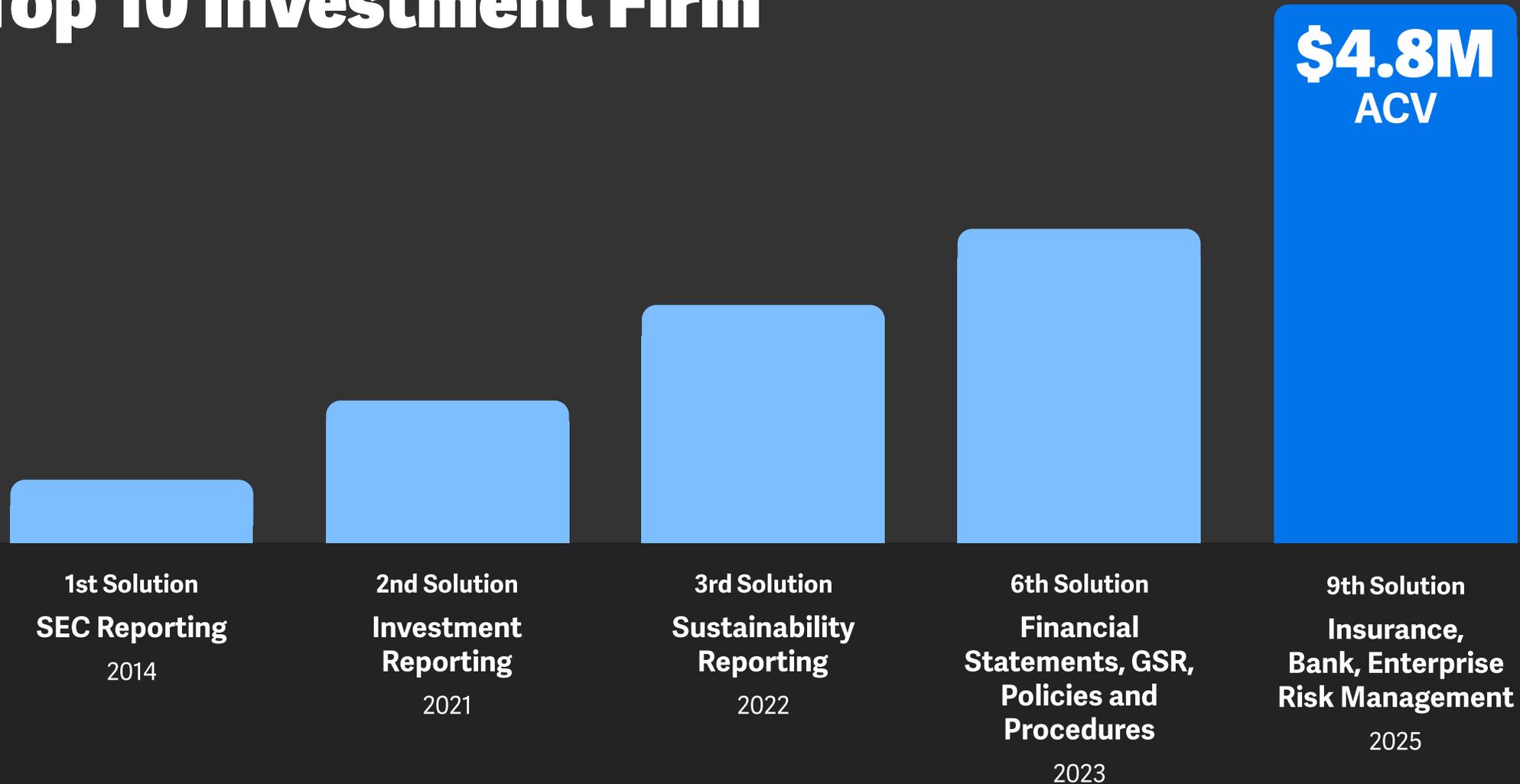
Investors & Analysts



AMPLIFY

Platform Journey

Top 10 Investment Firm



Power of Strategic Partnerships



The Partner Wins



Workiva Wins



The Customer Wins



We Solve for Issues That Companies **MUST** Address



Trust



Transparency



Accountability

Our customers need us more than ever

Topics for Today

1

Growth



2

Productivity



3

Innovation



What Our Customers Are Navigating



New Challenges Are Emerging

1

**Pace of
Tech Change**

2

**Conflicting
Expectations**

Conflicting Expectations



Supply Chain

The icon features a horizontal yellow bar with rounded ends. On the left end is a circular icon of the German flag (black, red, and gold horizontal stripes). On the right end is a circular icon of the United States flag (stars and stripes).



Sustainability

The icon features a horizontal yellow bar with rounded ends. On the left end is a circular icon of the Australian flag (blue field with white stars and the Union Jack). On the right end is a circular icon of the United States flag (stars and stripes).



Tax

The icon features a horizontal yellow bar with rounded ends. On the left end is a circular icon of the European Union flag (blue field with twelve yellow stars). On the right end is a circular icon of the United States flag (stars and stripes).



Evolving Workiva Realities

1 Uncertain Market



2 Sustainability Market Moderation



3 Private Company Trend



4 The AI Revolution



Workiva is Well Positioned With Competitive Advantage

OUR EXPERIENCE. OUR ECOSYSTEM. OUR **CAPABILITIES**.

EXPERIENCE

Investor grade reporting

Regulatory expertise

Leader in XBRL tagging

ECOSYSTEM

6,400+ customer base

200+ global partner ecosystem

CAPABILITIES

Fit for purpose technology

Secure, controlled collaboration

Unified platform

AI agents & assistants

Audit-ready environment

SEC Intelligence

Sustainability Intelligence

GRC Intelligence

Workiva Strategy — Our Winning Equation



**Fit-for-
Purpose
Solutions**



**Connected
AI Platform**



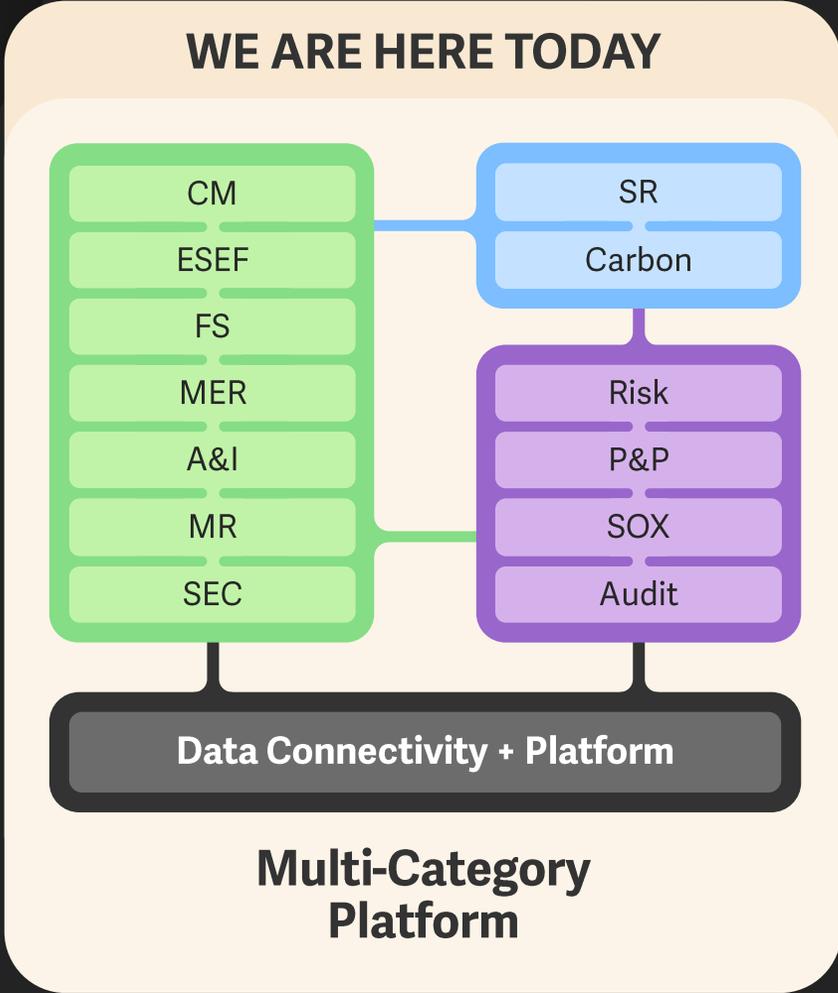
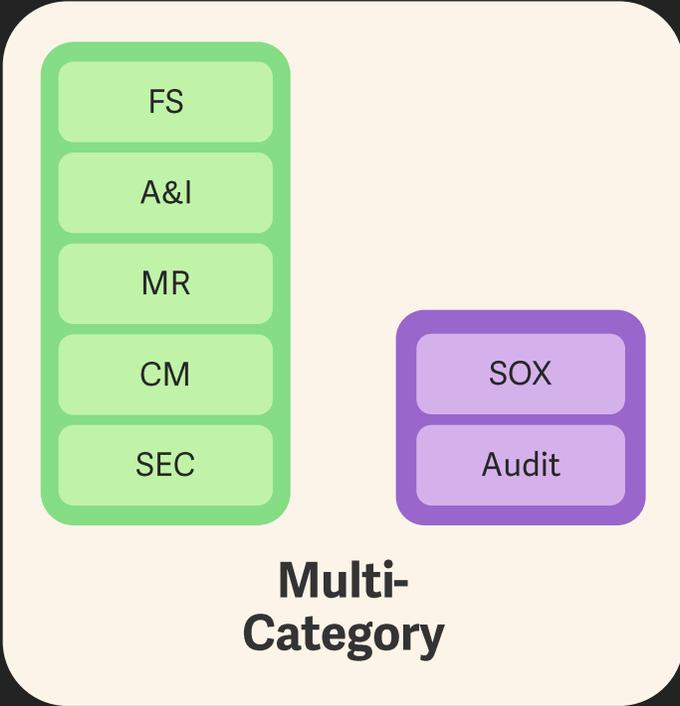
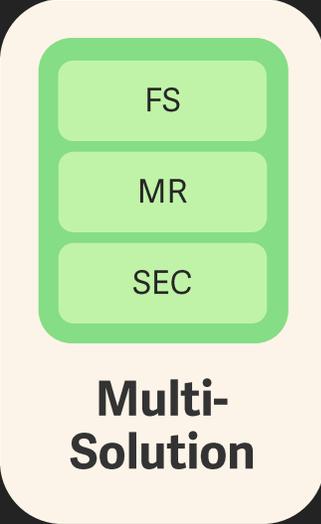
**Global
Expansion**



**Partner
Ecosystem**

Our strategy remains intact and relevant

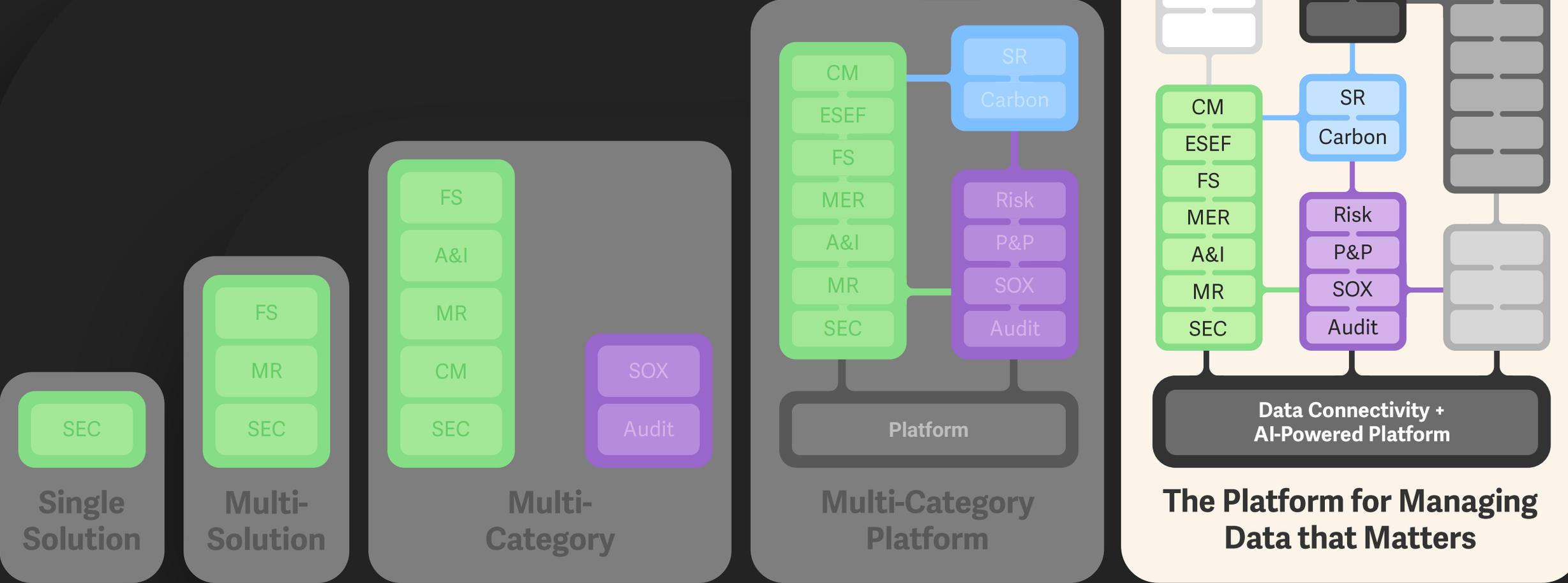
Our Platform Evolution



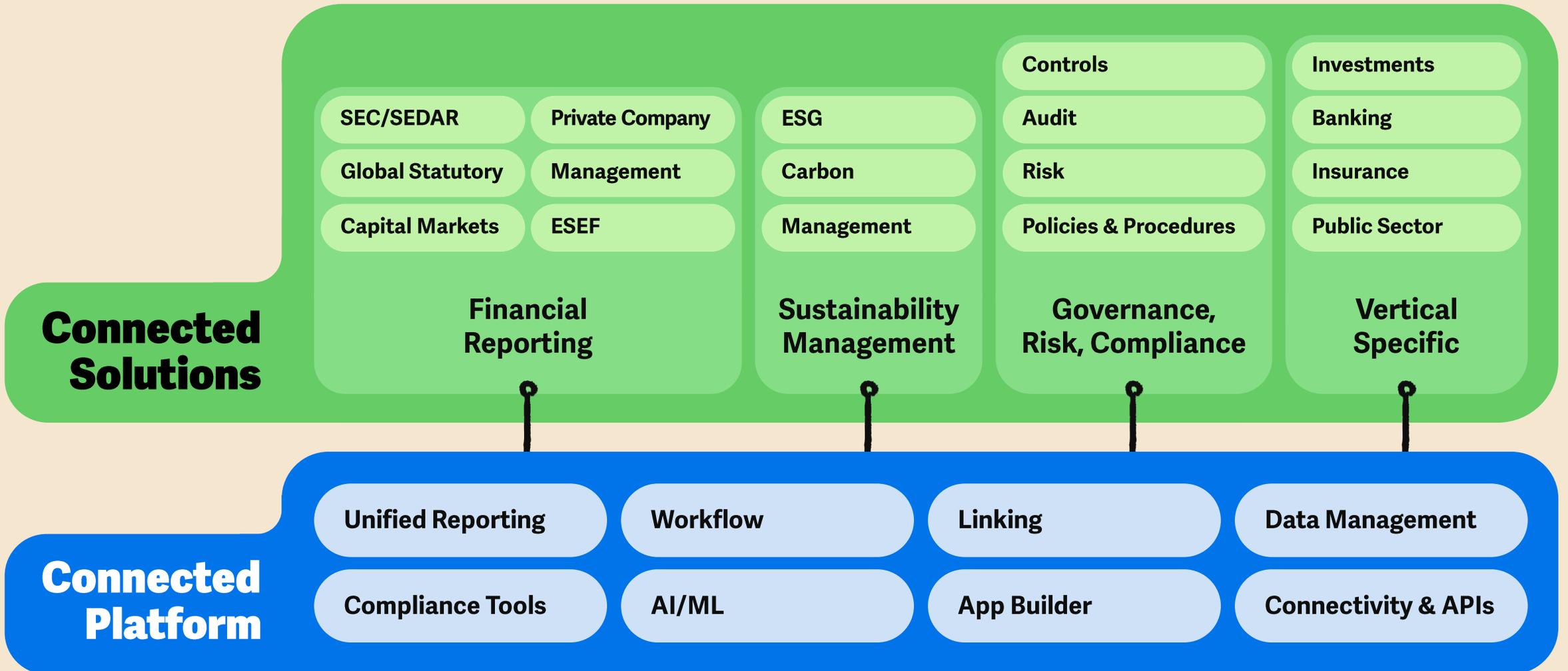
We are a
Platform
Company

Our Platform Evolution

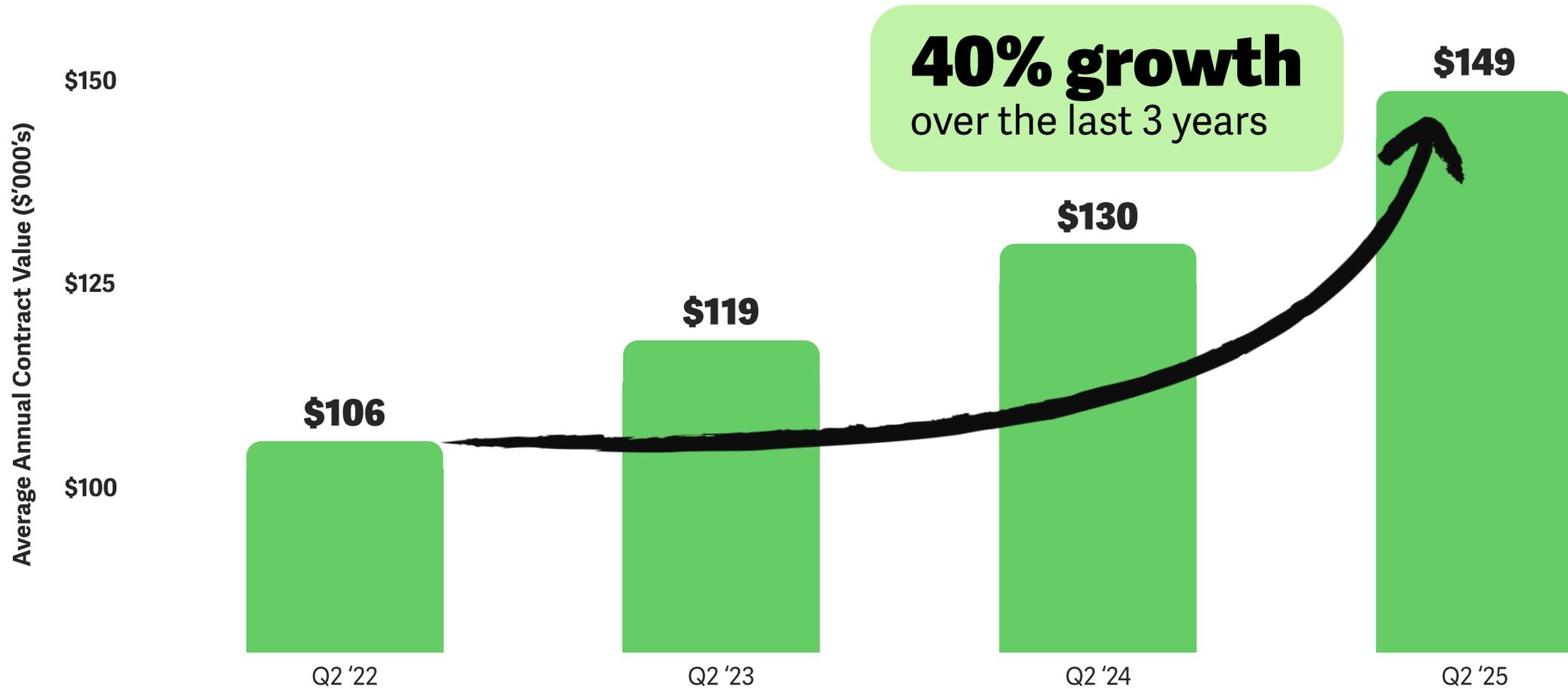
The leading AI platform for *transparency, accountability and trust*



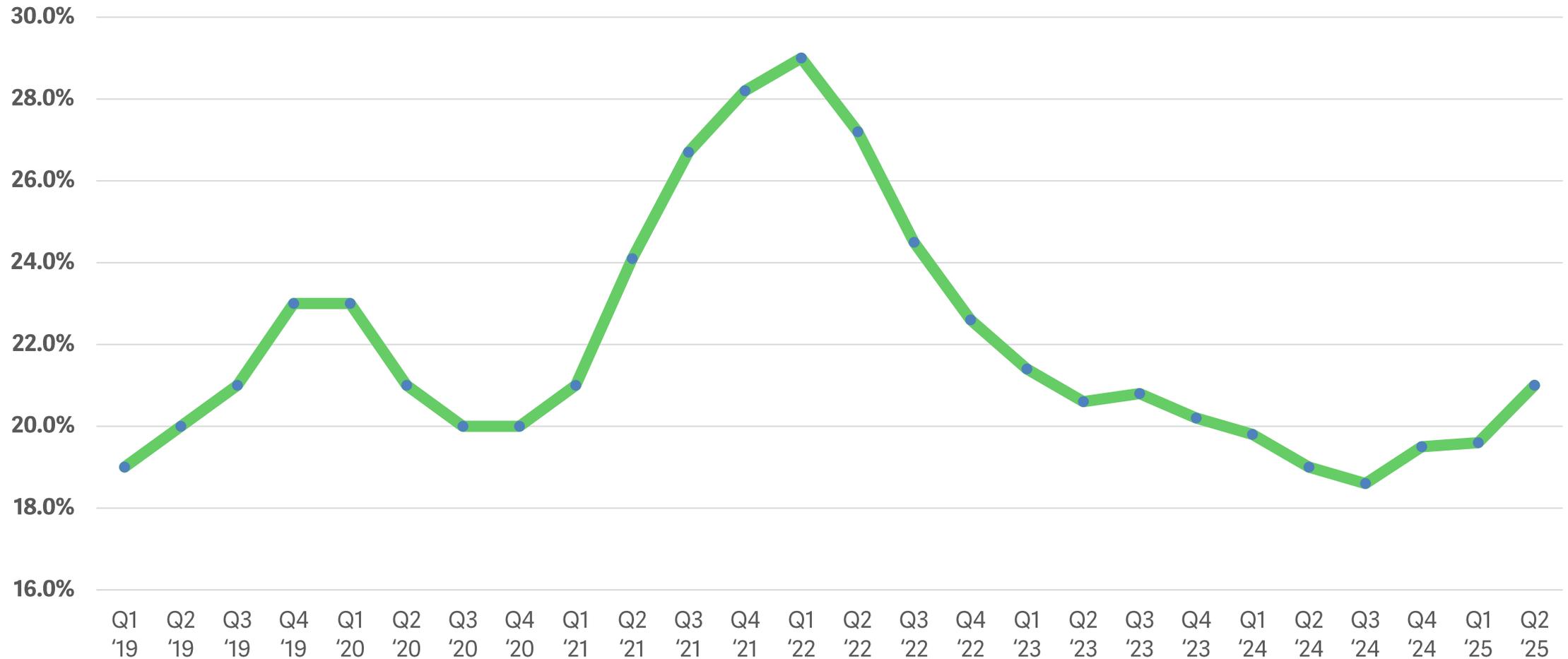
Workiva Platform Solutions



Annual Contract Value is Increasing

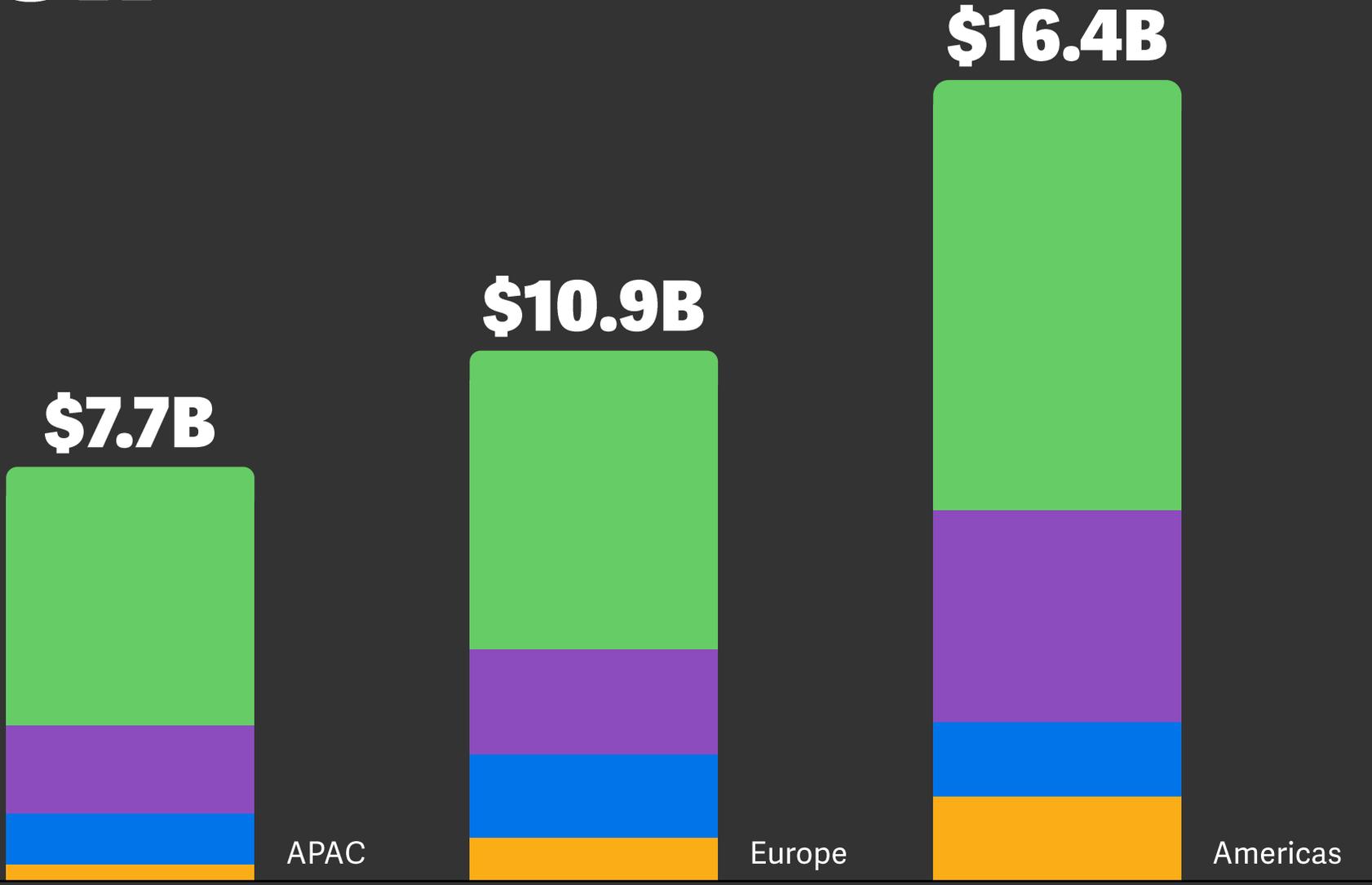
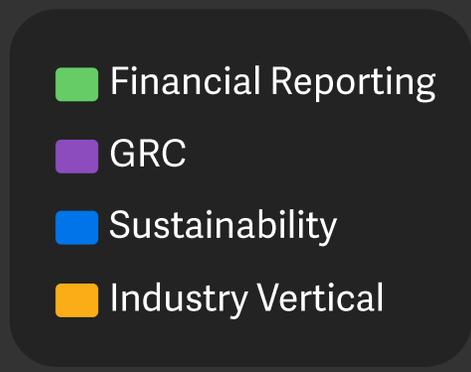


Resilient Subscription Revenue Growth

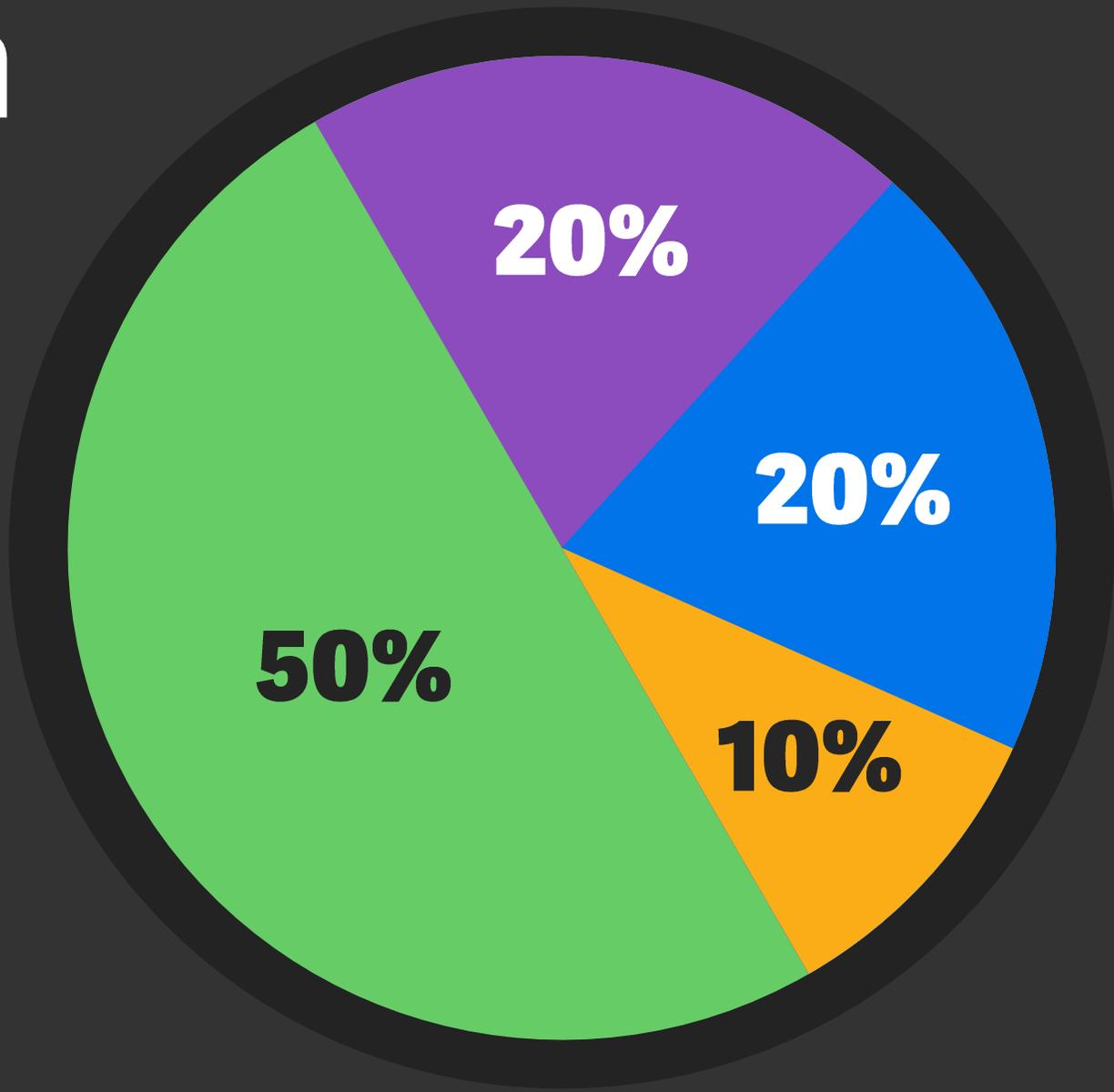


*Above chart shows the Trailing 12 Months Subscription Revenue growth calculated for each quarter

\$335 Billion TAM



\$35 Billion TAM



- Financial Reporting
- GRC
- Sustainability
- Industry Vertical

A Focus on Global Expansion



Fit-for-
Purpose
Solutions



Connected
AI Platform



Global
Expansion



Partner
Ecosystem

Chosen by Industry-leading Innovators Worldwide

EMEA



Mercedes-Benz Group



APAC



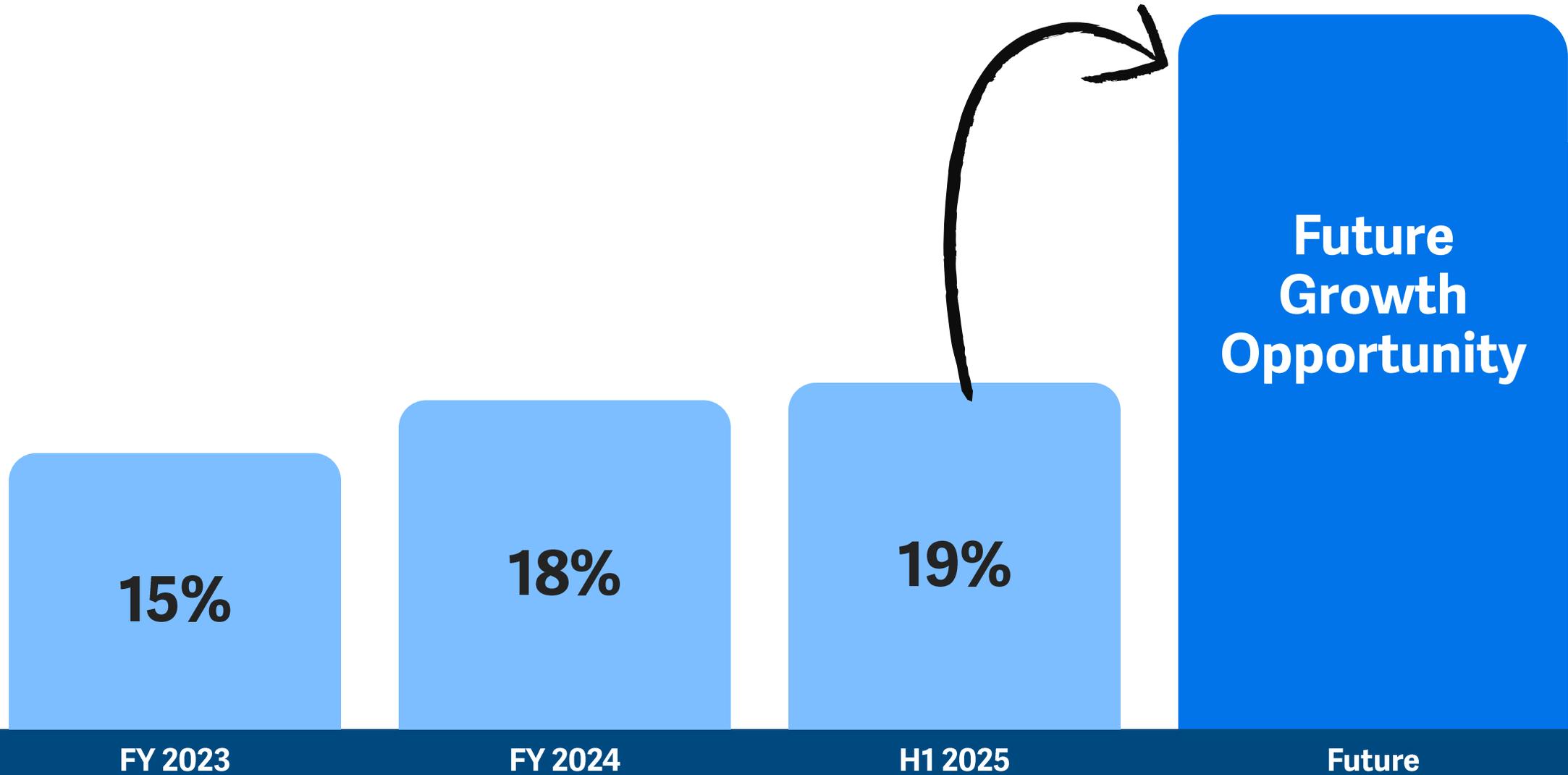
GLENCORE



LATAM



Focus on Global Expansion



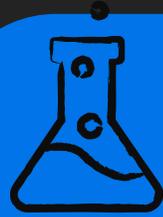
Revenue from outside of Americas as a percentage of Total Revenue

Europe Revenue Contribution — Trailing 12 Months



● Europe Revenue % of Total Revenue

Companies Still Prioritizing **Sustainability Initiatives**



Measuring



Monitoring



Tracking Progress

Driving operational efficiency and business performance.

Top European Travel Company **New Customer Win**

Multi-Solution
New Logo



**GRC
+ Sustainability
+ Financial
Reporting**

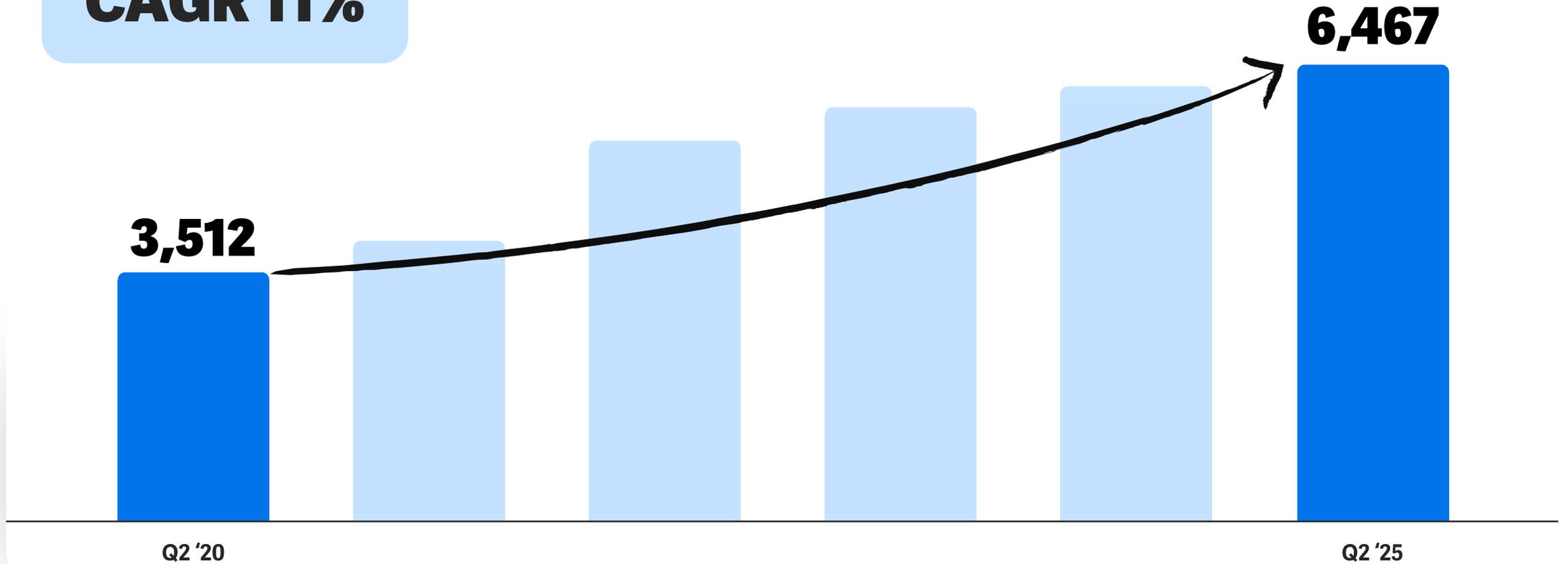
7 Solutions

**Private to
Public Journey**

Multiple Co-Sell and Delivery Partners

Strong Customer Logo Growth

CAGR 11%



Our Progress in Enterprise Accounts

Fortune 1000 Customer Base Growth

Percent of:

F100

90%

95%

F500

85%

89%

F1000

82%

85%

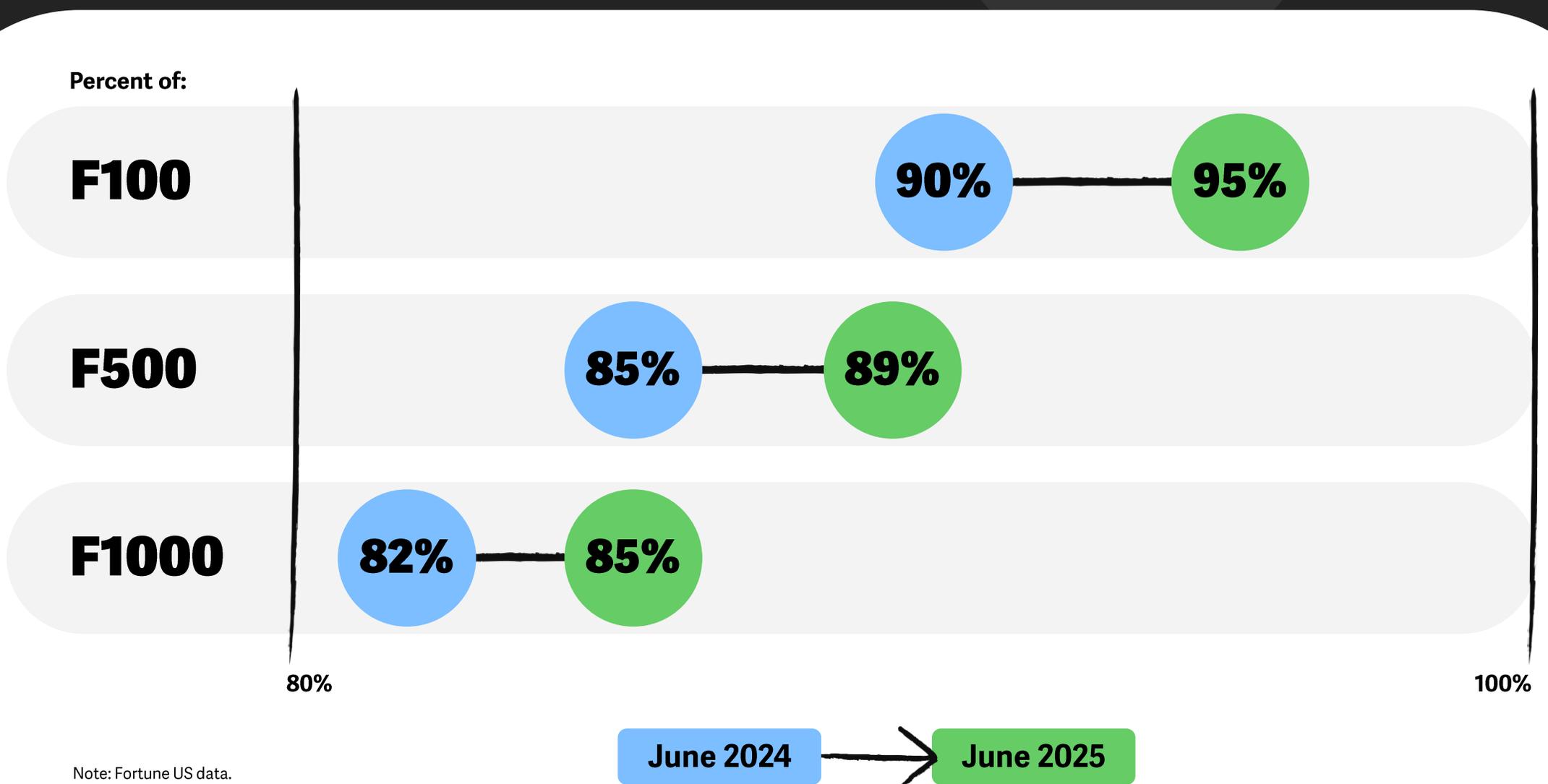
80%

100%

June 2024

June 2025

Note: Fortune US data.



>96%

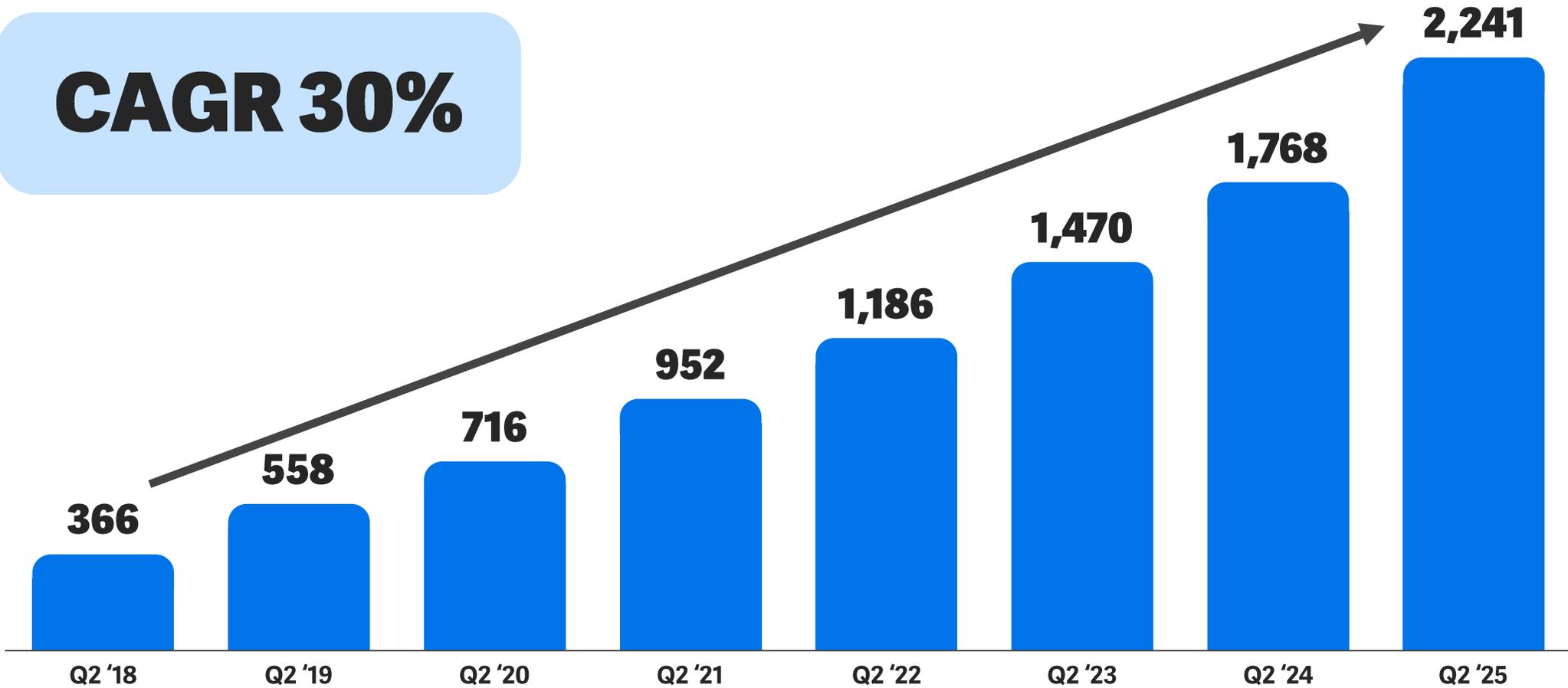
Gross Retention



Growth in Customers With ACV Over \$100K

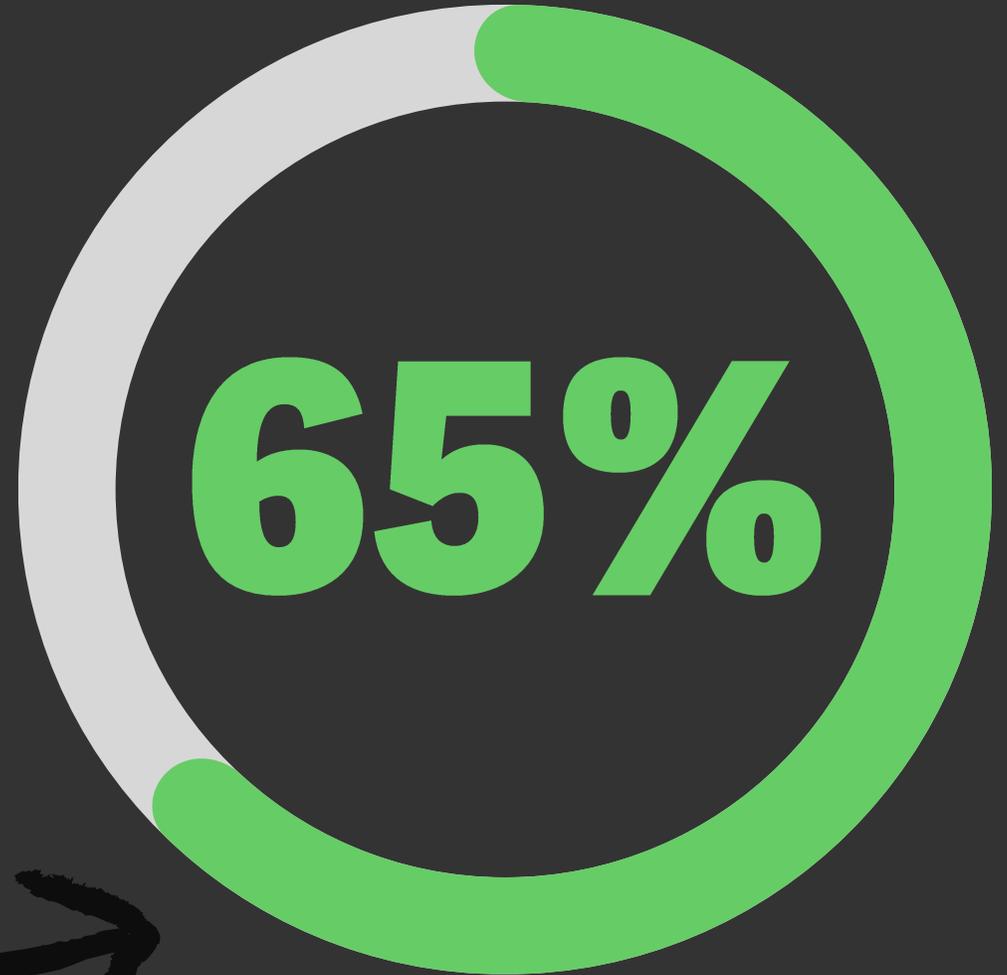
> \$100K ACV

CAGR 30%



Our Opportunity Within the Base

Customers
with ACV <\$100K

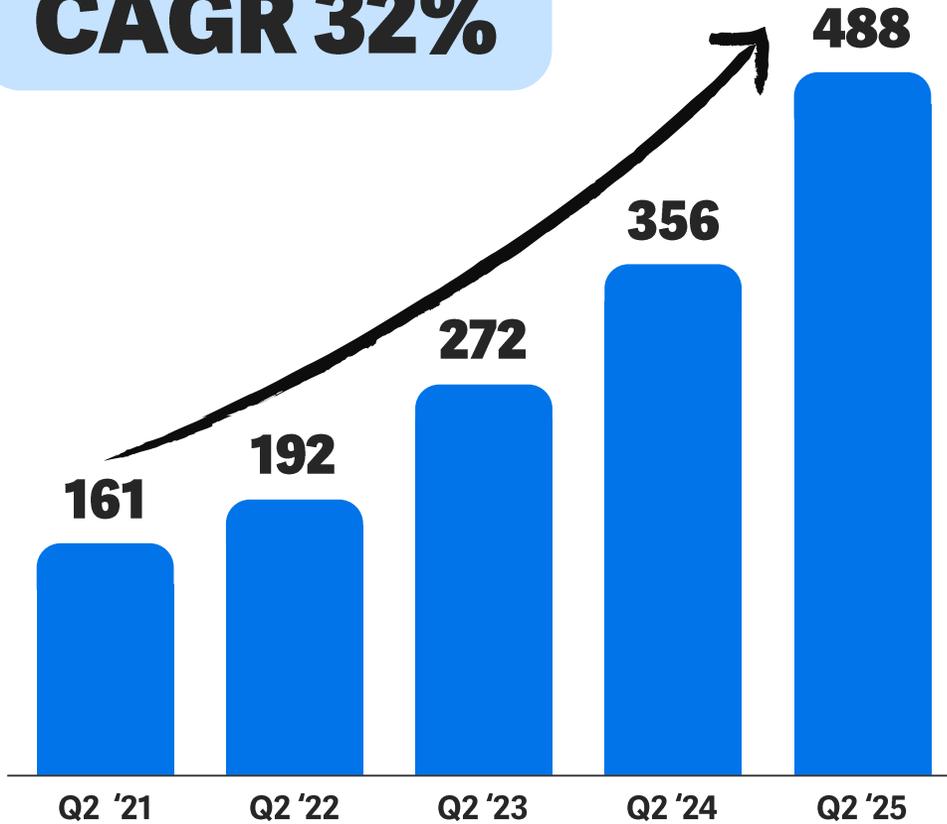


as of Q2 '25

Growth in Large ACV Customers

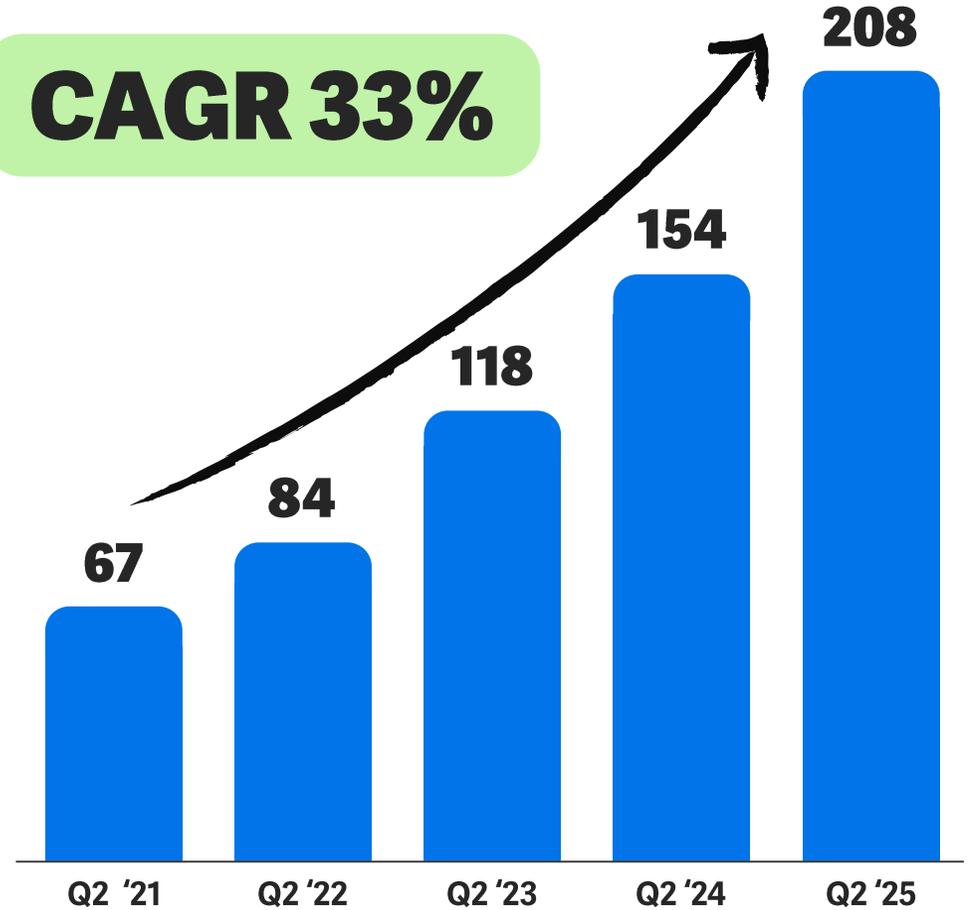
> \$300K ACV

CAGR 32%

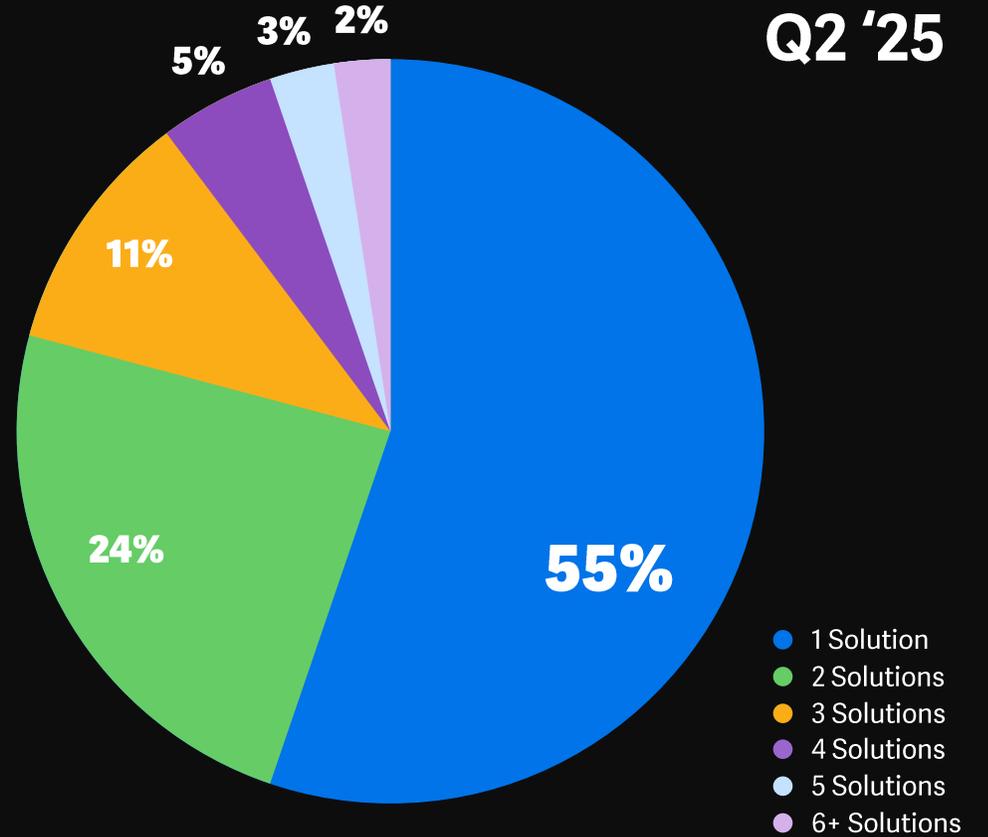
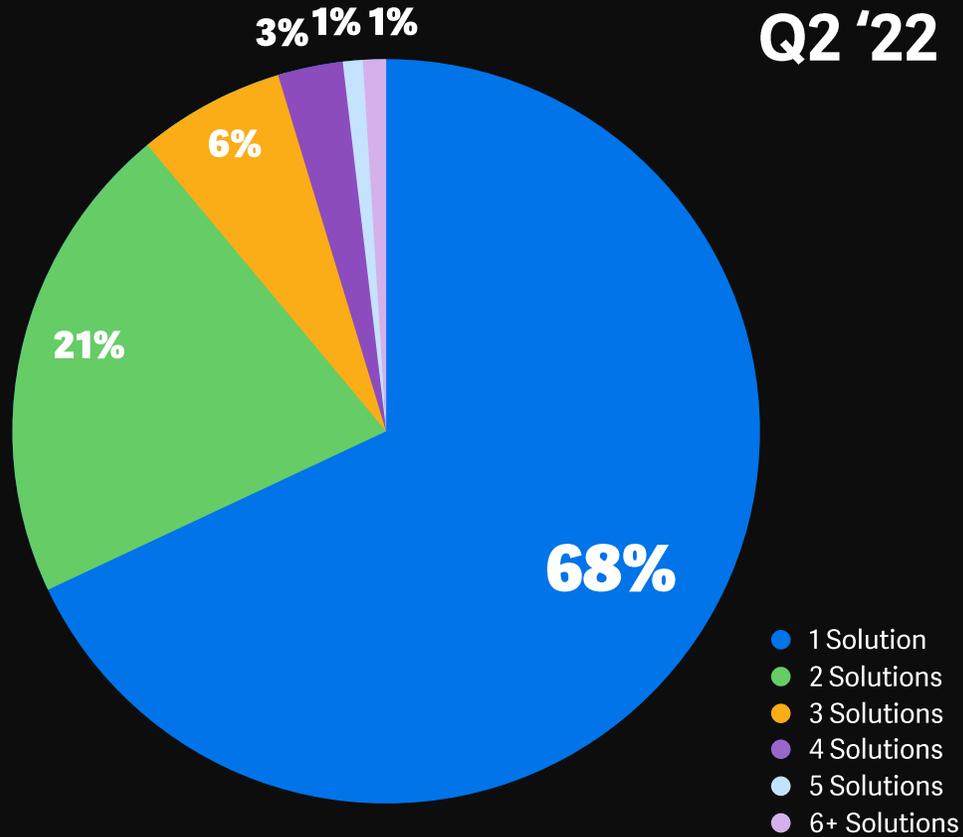


> \$500K ACV

CAGR 33%

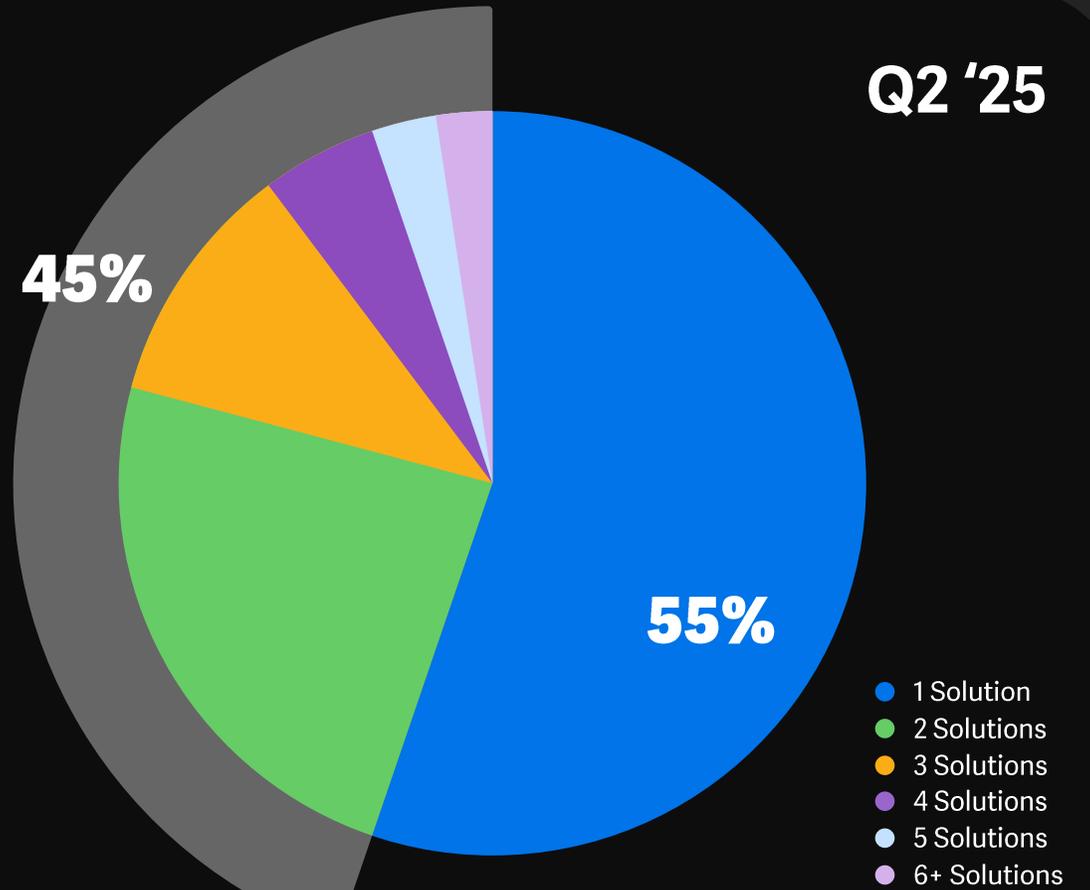
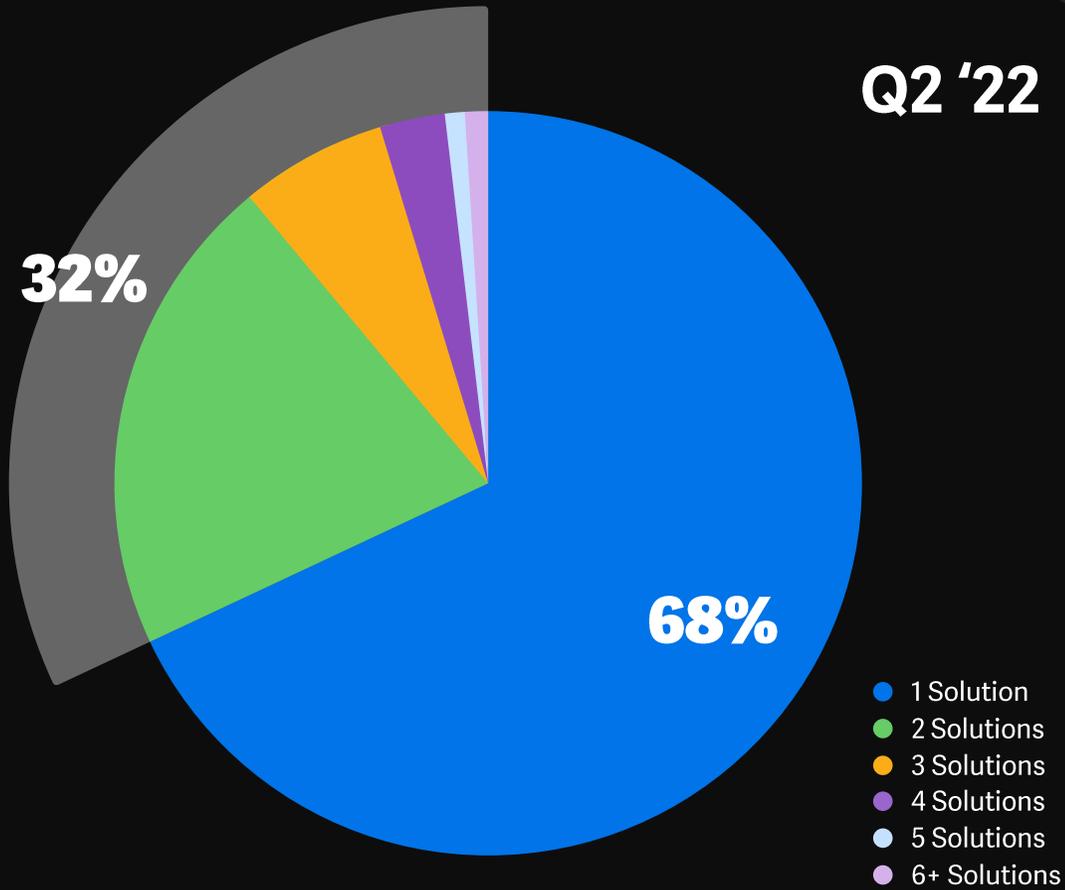


Solution Count by Customer *



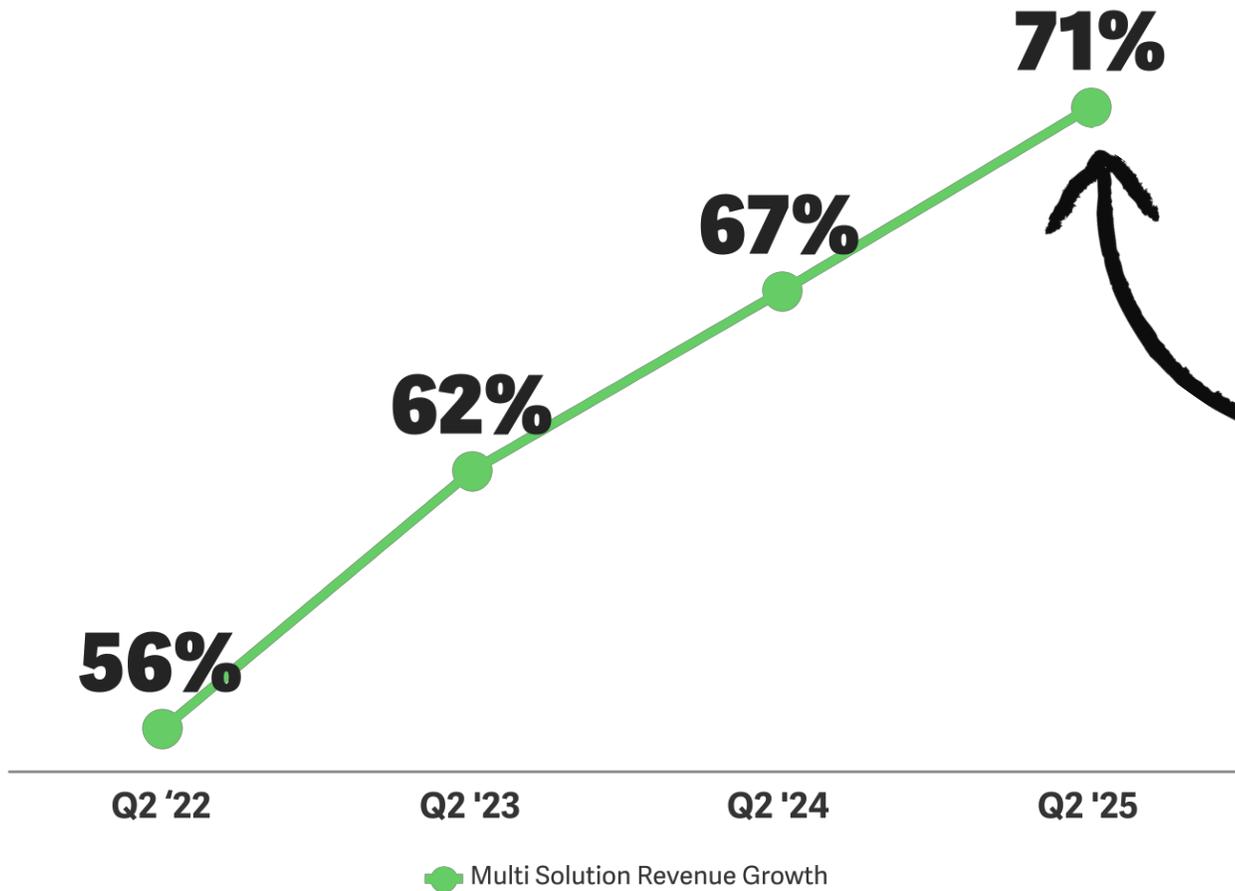
*Excludes ParsePort Customers

Solution Count by Customer *



*Excludes ParsePort Customers

Subscription Revenue From Multi-Solution Customers

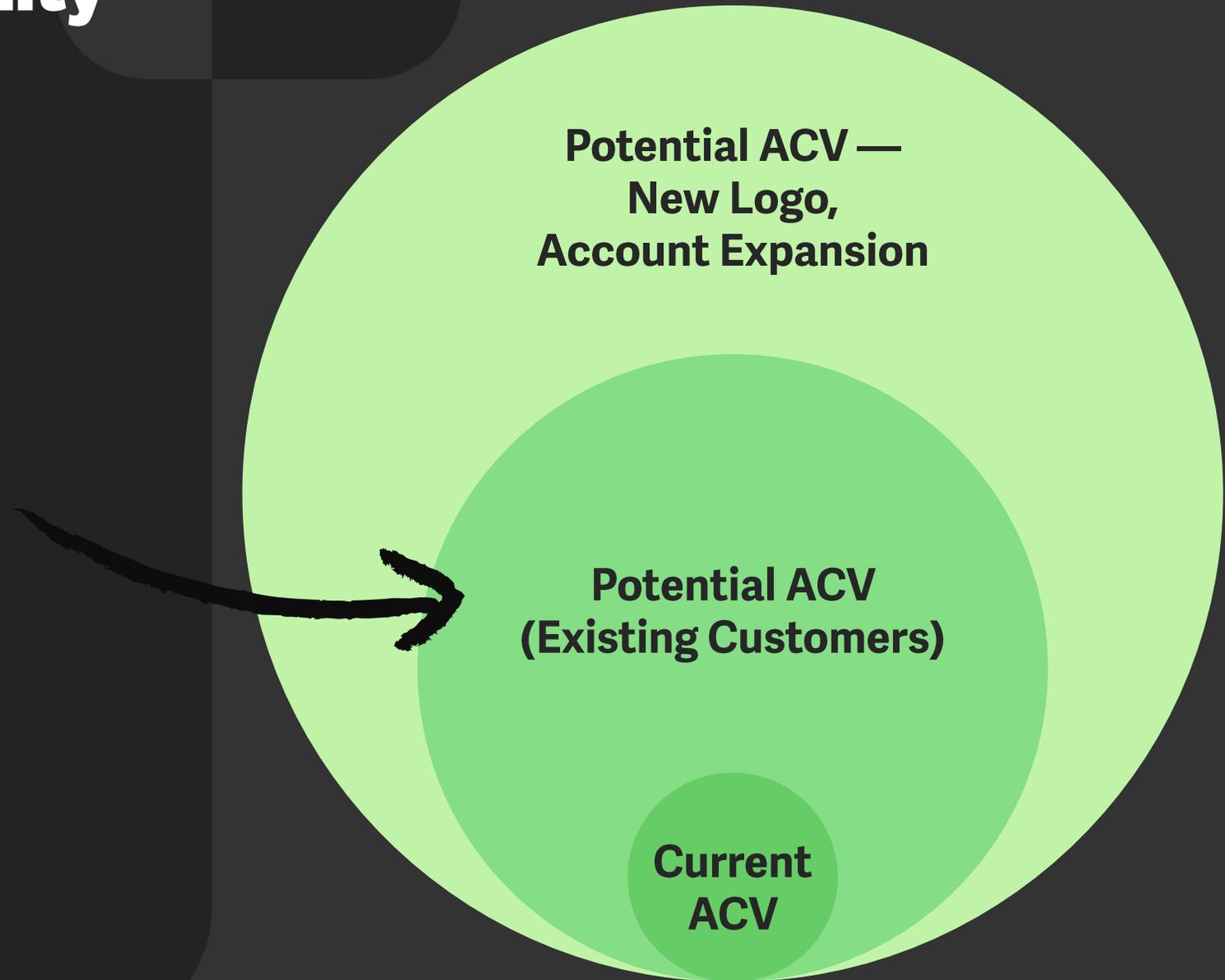


The value of our **platform** continues to **gain momentum** with new and existing customers.

A Significant Opportunity Ahead of Us.....

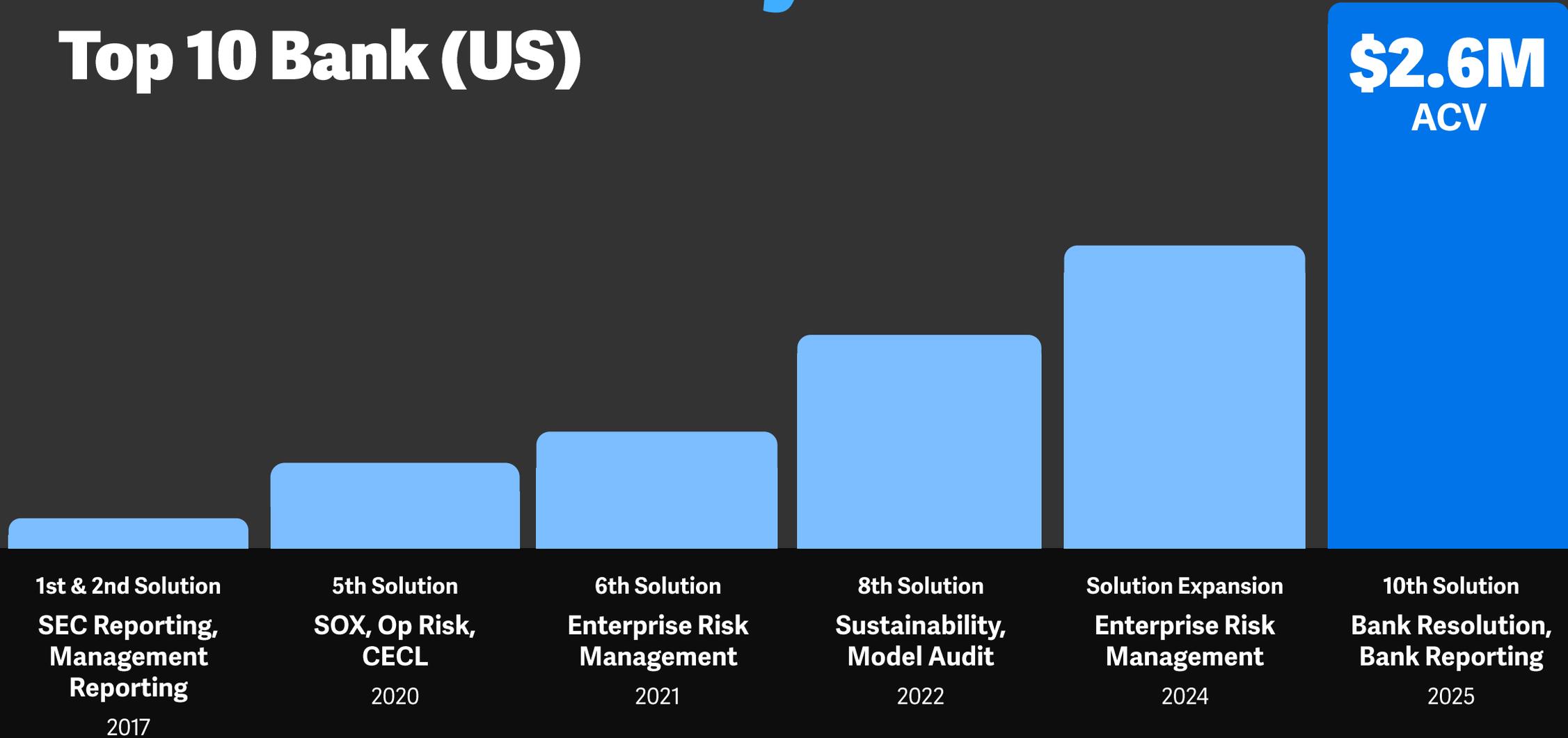
~ **3x**

Total ACV potential
(existing customers, and products)



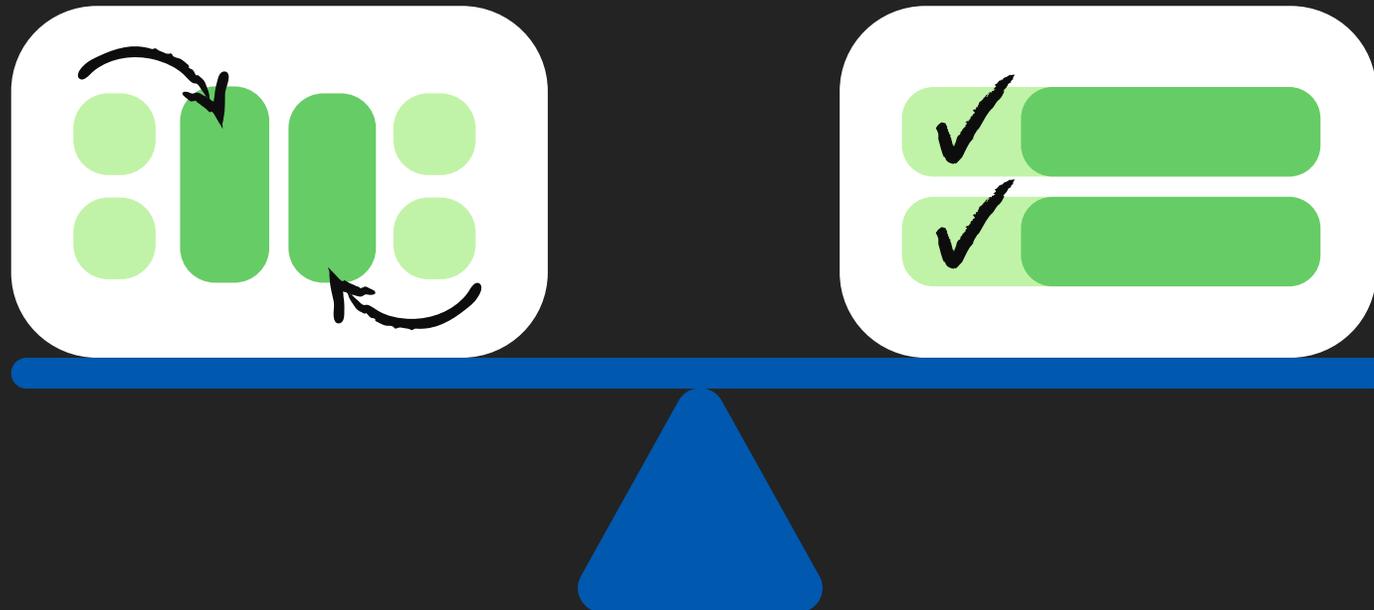
Platform Journey

Top 10 Bank (US)



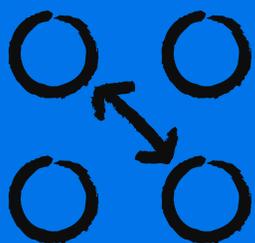
Our Dual Focus

Growth *and* Productivity



Approach to Productivity

Disciplined and Deliberate



**Organizational &
Operating Model
Redesign**



**Process
Streamlining &
Automation**



**Product & GTM
Resource
Optimization**



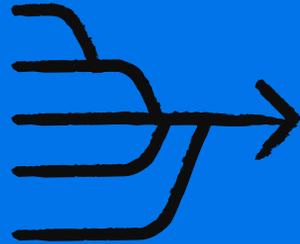
**Financial
Discipline**

Approach to Productivity

Disciplined and Deliberate



Organizational &
Operating Model
Redesign



Process
Streamlining &
Automation



Product & GTM
Resource
Optimization



Financial
Discipline

Approach to Productivity

Disciplined and Deliberate

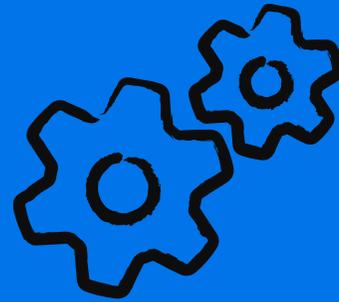
workiva



Organizational &
Operating Model
Redesign



Process
Streamlining &
Automation



Product & GTM
Resource
Optimization



Financial
Discipline

Approach to Productivity

Disciplined and Deliberate

workiva



Organizational &
Operating Model
Redesign



Process
Streamlining &
Automation

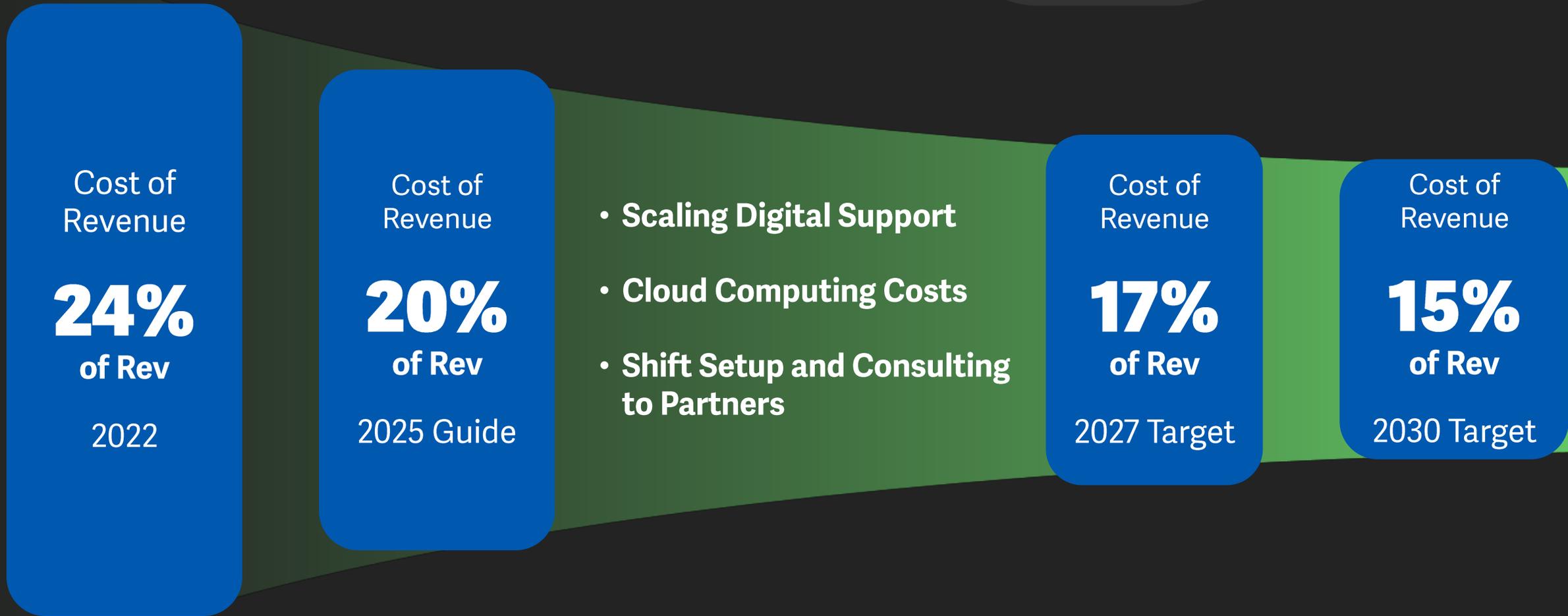


Product & GTM
Resource
Optimization

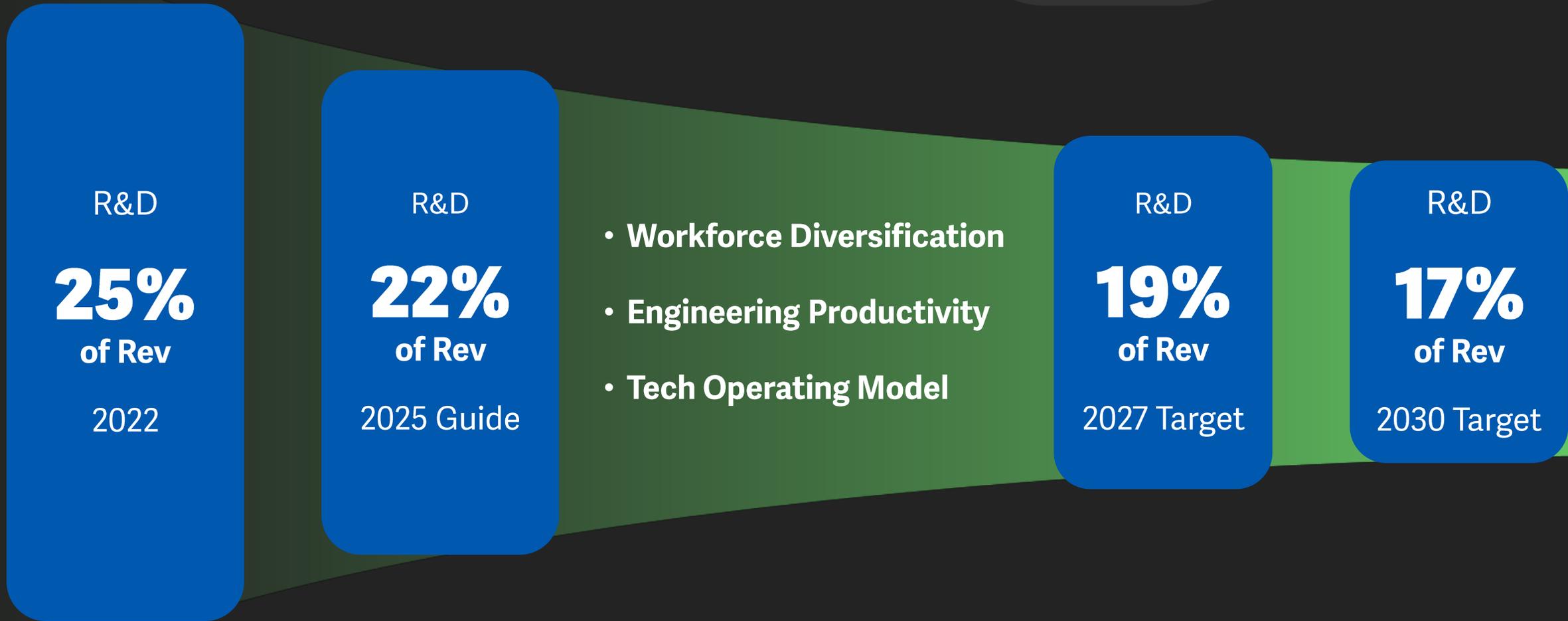


Financial
Discipline

Drivers of Cost of Revenue Operating Leverage



Drivers of R&D Productivity and Operating Leverage





Opportunity *for* **Productivity**



Drivers for S&M Productivity

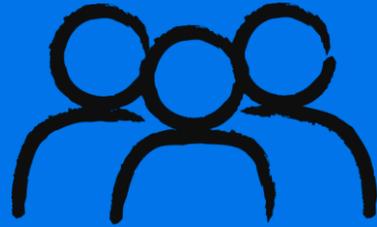


Structure

Model Efficiency

Territory Assignments

Partner Momentum

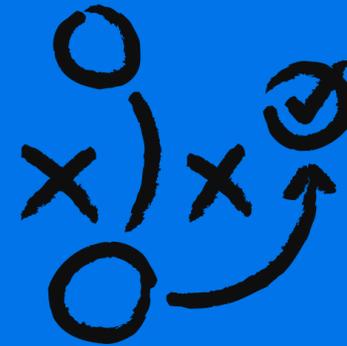


Staff

Platform Sellers

Higher Quotas

Automation & AI

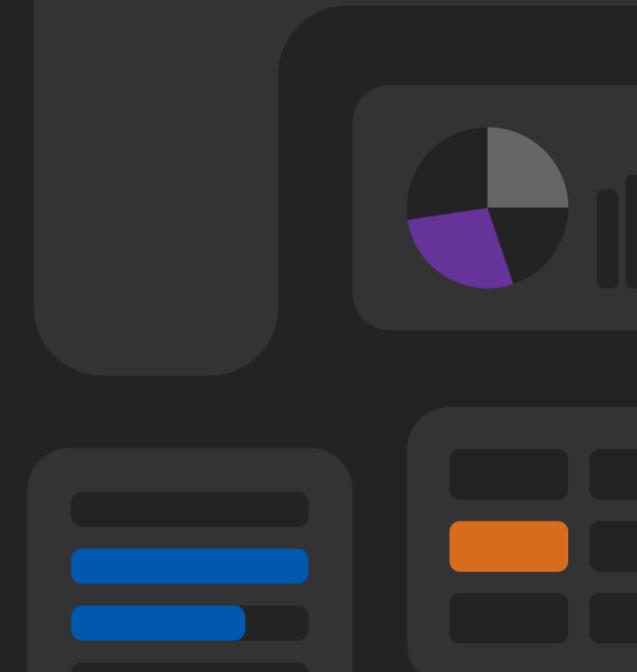


Strategy

Coverage Optimization

Geographic Expansion

New GTM Plays



Updating Medium-Term S&M Target

Percentage of Revenue	2025 Guide	2027 MT Target	2030 LT Target
Total Revenue	\$870-\$873M	\$1.1-\$1.2B	\$1.8-2.0B
Sales & marketing*	~42%	~41%	~38%

Percentage of Revenue	2025 Guide	2027 MT Target	2030 LT Target
Total Revenue	\$870-\$873M	\$1.1-\$1.2B	\$1.8-2.0B
Sales & marketing*	~42%	~39%	~38%

Updating Medium-Term Operating Margin Target

Percentage of Revenue	2025 Guide	2027 MT Target	2030 LT Target
Total Revenue	\$870-\$873M	\$1.1-\$1.2B	\$1.8-2.0B
Operating margin*	7.0-7.5%	~16%	~24%

Percentage of Revenue	2025 Guide	2027 MT Target	2030 LT Target
Total Revenue	\$870-\$873M	\$1.1-\$1.2B	\$1.8-2.0B
Operating margin*	7.0-7.5%	~18%	~24%

Our Focus on Platform Innovation



workiva



**Fit-for-
Purpose
Solutions**



**Connected
AI Platform**



**Global
Expansion**



**Partner
Ecosystem**



The Workiva Platform

workiva **AI**

Connect Data

Unify Processes

Empower Teams

Unified Reporting

Connectivity

Data Management

Cross-team Workflow

Controlled Collaboration

Intelligent Productivity



Financial Reporting



Sustainability Management



Governance, Risk, & Compliance

workiva[®] AI



Winning
together
with
platform

workiva[®] AI

Unified
Reporting


Financial
Reporting

Ability
ement

Empower Teams

Intelligent
Productivity


Governance,
Risk, &
Compliance

Bringing AI to the Platform



workiva



Intelligent
Finance



Intelligent
Sustainability



Intelligent
GRC

workiva **AI**

In Context

Data Security

Assistants/Agents

Domain Specific

AI Changing How Reports Are Consumed

The image displays a grid of 24 AI-powered report prompts for Avikro. Each prompt is presented in a light-colored card with a dark background for the text. The prompts are arranged in four rows of six. Each card includes an 'AI' icon, a progress indicator (three dots), a text prompt, and a 'Submit' button. The prompts are as follows:

- Row 1:
 - Provide a detailed audit program for REVENUE RECOGNITION
 - Provide a detailed audit program for REVENUE RECOGNITION
 - Provide a detailed audit program for REVENUE RECOGNITION
 - Provide a detailed audit program for REVENUE RECOGNITION
 - Provide a detailed audit program for REVENUE RECOGNITION
 - Provide a detailed audit program for REVENUE RECOGNITION
- Row 2:
 - Provide an executive summary of Avikro's financial performance for fiscal year 2025 based on the attached income statement, balance sheet, and cash flow statement.
 - Analyze the year-over-year growth rate of operating expenses for the past three years. What are the main drivers of this trend?
 - Based on the attached audit findings from 2024 and 2025, what are the most common recurring compliance issues?
 - Summarize the key takeaways from the Management's Discussion and Analysis (MD&A) section of this 10-K report.
 - Provide an executive summary of Avikro's overall compliance posture for Q2 2025, highlighting the top 3 enterprise risks and any significant new regulatory changes.
 - *Perform a gap analysis of sustainability report against GRI (Global Reporting Initiative) Standards. What key disclosures appear to be missing?
- Row 3:
 - Compare the company's stated progress on carbon reduction against its publicly announced goal of a 30% reduction by 2030. Are they on track?
 - Identify the top 3 financial strengths and 3 potential weaknesses or red flags from these reports.
 - What were Avikro's total reported Scope 1 and Scope 2 greenhouse gas (GHG) emissions for the 2024 fiscal year?
 - Summarize the materiality assessment section. What topics does the company identify as most important to its business and its stakeholders?
 - Based on the cash flow statement, what is the trend in cash flow from operations over the last four quarters?
- Row 4:
 - Compare the company's stated progress on carbon reduction against its publicly announced goal of a 30% reduction by 2030. Are they on track?
 - What were Avikro's total reported Scope 1 and Scope 2 greenhouse gas (GHG) emissions for the 2024 fiscal year?
 - Based on the cash flow statement, what is the trend in cash flow from operations over the last four quarters?

workiva[®] AI



Key Takeaways



Our opportunity is large and growing



Our strategy is relevant & intact



Well-positioned to capitalize



Proof-points in our results



Our solutions *and* our platform are resonating



Continued dual focus — growth & productivity

Mike Rost

Chief Strategy Officer

Pricing and Packaging

Not Seat Based



Value Based Pricing Model

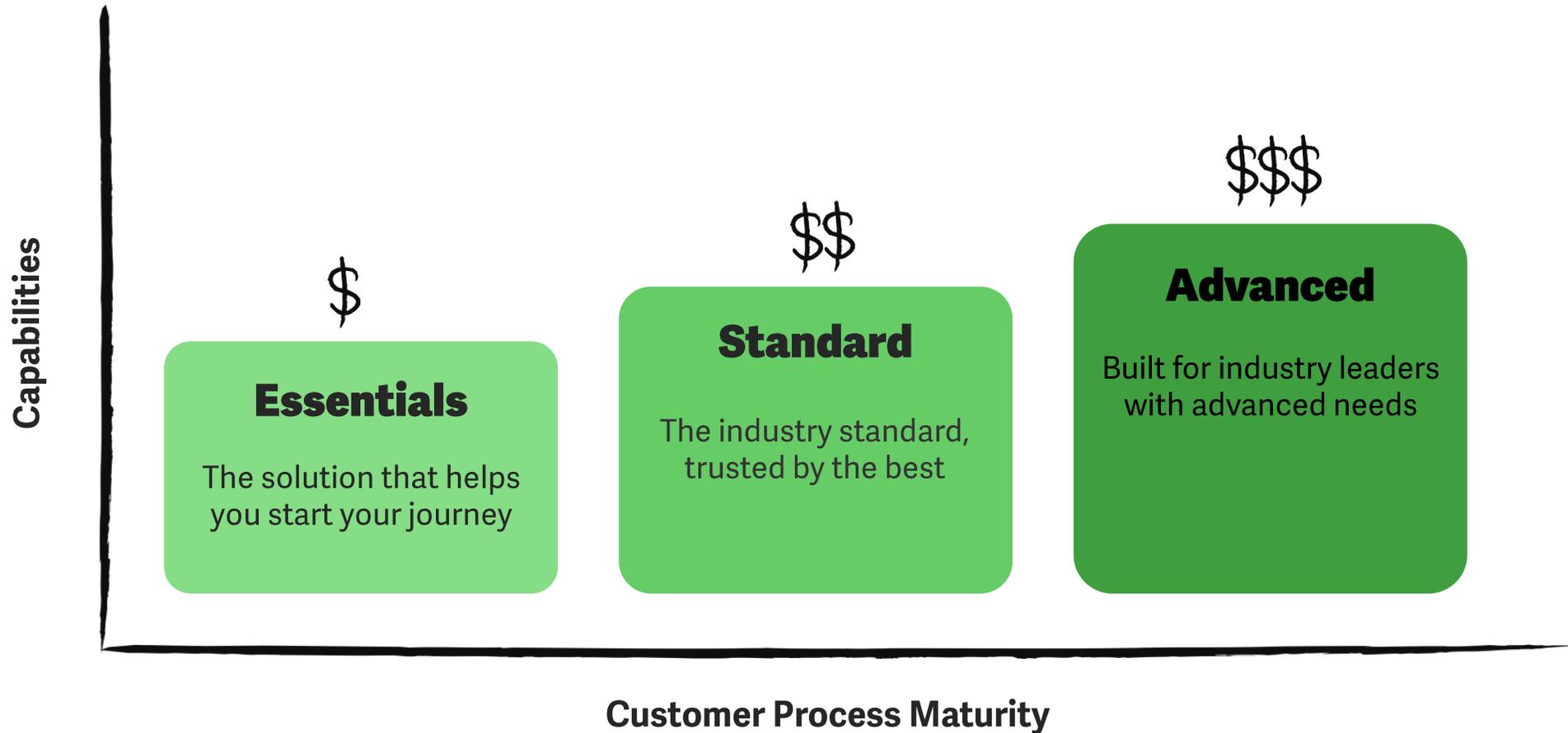


Initiated in 2018 -19

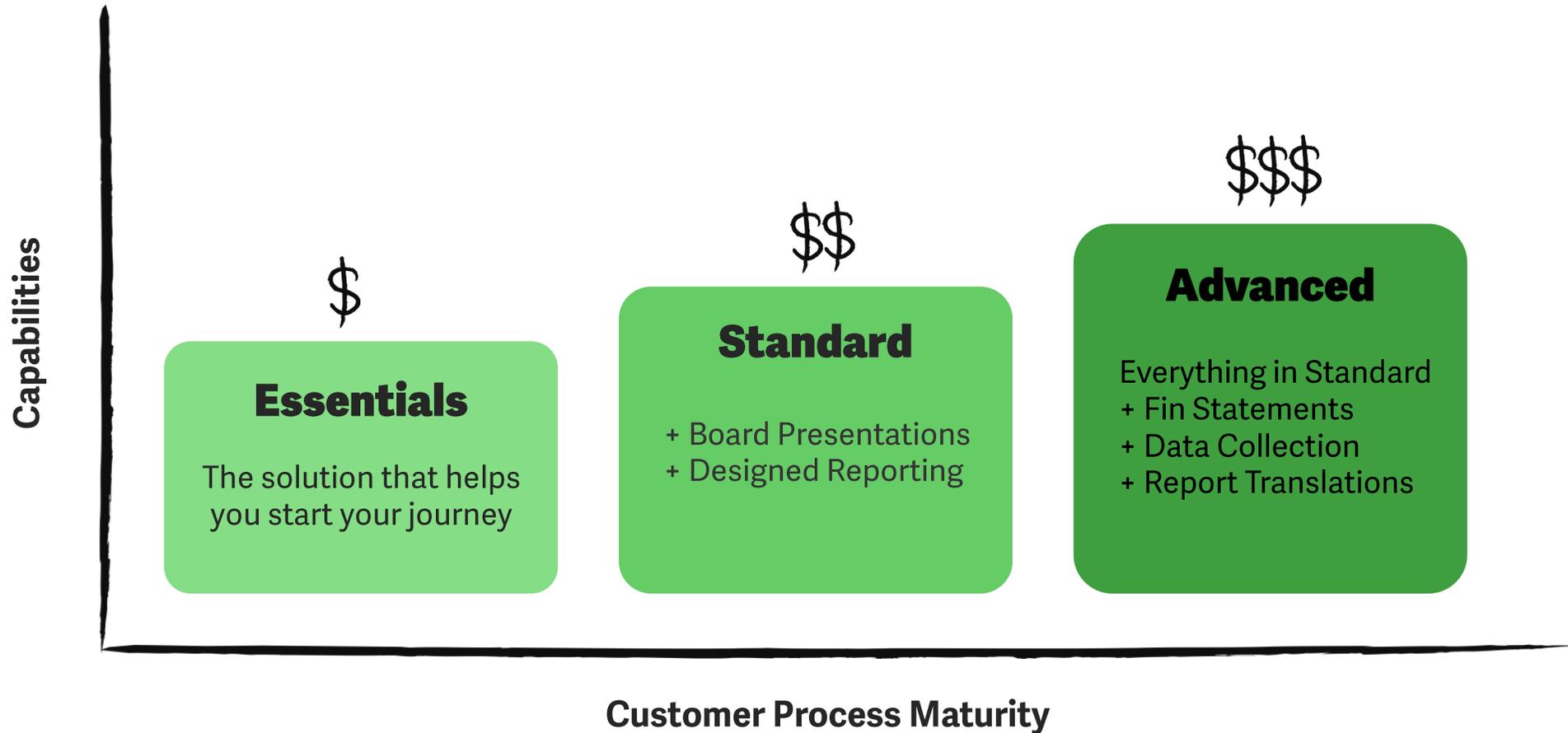
Metric Driven Pricing

Value Alignment & Expansion

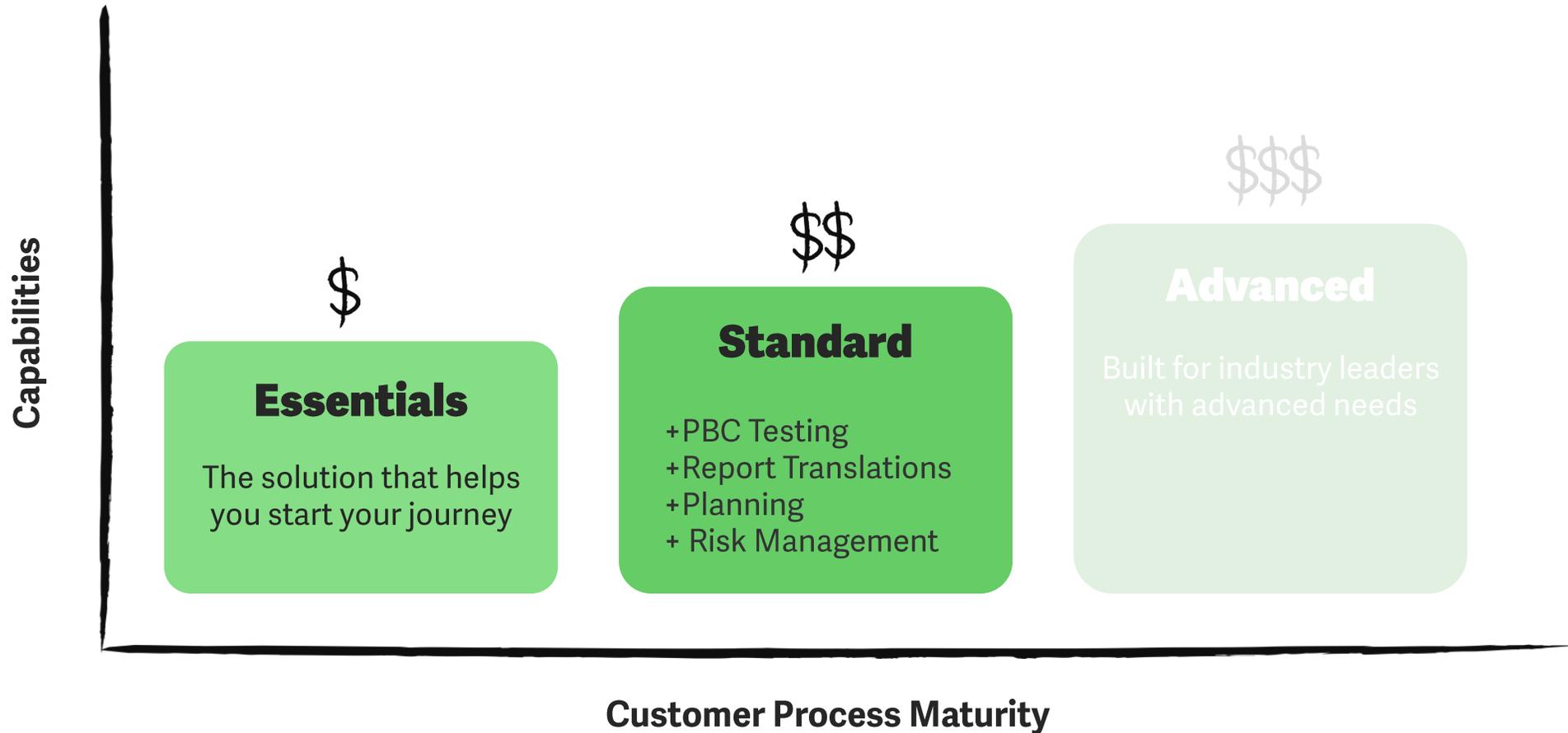
Good/Better/Best Packaging Strategy



Pricing Tiers — Private Company Reporting



Pricing Tiers — Internal Controls



Pricing Tiers — SEC Reporting



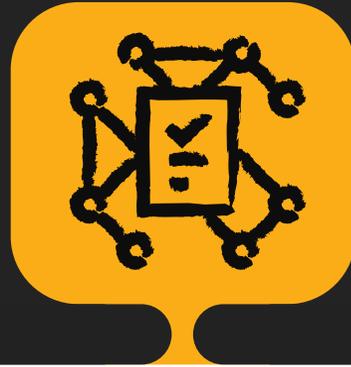
What you get:

SEC Reporting Advanced



Everything included with SEC Reporting Standard

- Document types
- Forms
- Time-saving features
- XBRL features
- Standard setup
- Premium support



+ Enhanced Data Collection

- Content requests
- Input mode
- Multi-sheet editing
- Sheets are transformed into input forms distributed using Process tasks



+ Financial Statement Automation

- Data preparation
- 1 connector
- Financial statement mapping & assembly
- Variance flux/analysis & reporting



+ Designed Reporting

- Floating text boxes, moveable images, charts, & tables
- SVG images, file colors, character spacing
- Graphic layout with consistent styles



+ Enhanced AI

- SEC Intelligence



SEC Filing Intelligence

SEC Knowledge Base

Library of SEC filings for all companies for the last 3 years.

Accessed through WK companion

Utilizes new WK companion for access through document experience.

Foundation for benchmarking

New benchmarking experience will leverage this data set for comparisons and analytics.



Filter SEC filings

Directly from the Workiva platform

Intelligent Finance

Keyword
Divestiture

Company
Microsoft Corp NVIDIA

Form Type
10-K

Item
Item 1. Business

Filing Date
2024/01/01 – 2025/0...

Search

Select results

To provide context to AI

Intelligent Finance

← 100 Results 0 Selected

Search within results

- Microsoft Corp (MSFT)
10 mentions | Item 1A | 10-K | 2024-09-12
- NVIDIA Corp (NVDA)
5 mentions | Item 1A | 10-K | 2024-08-01
- Apple Inc. (AAPL)
4 mentions | Item 1A | 10-K | 2024-02-03
- Amazon.com INC (AMZN)
0 mentions | Item 1A | 10-K | 2024-09-04
- Alphabet Inc. (GOOGL)

Confirm Selections

Chat with AI

For insights while drafting reports

Intelligent Finance

Since you selected 10-K filings you'd like to refer to, I'll be able to reference those in this conversation. You can ask me questions about their contents. What can I help you with?

Have my peers reported any divestitures recently?

Workiva strategy — our winning equation



**Fit-for-
Purpose
Solutions**



**Connected
AI Platform**



**Global
Expansion**



**Partner
Ecosystem**



The AI-powered platform built for data-driven **finance** ✨ ✨ ✨

Finance workflows

- Internal and External Reporting
- Financial Close
- Financial Analysis
- Multi-Entity Reporting
- Capital Markets Transactions
- Assured Integrated Reporting
- Sustainability Management
- Centralized Control Program
- Control Performance Monitoring
- Digital Transformation
- Decision Orchestration

Connect teams to data through agentic AI for transparency, performance, and trust:

Data that drives transparency

Unleash the full power of your financial data—structured or not—into a single, governed platform that extends your financial data strategy to fuel confident decisions.

Intelligent action

Data clarity & confidence

Real-time insights

AI that accelerates performance

Your finance team's biggest challenge isn't a lack of people—it's a lack of time. That's why we built agentic AI, for Finance, as your blueprint to automate and accelerate work and scale efficiency.

Seamlessly integrated

Secure

Specialized

Assurance that creates trust

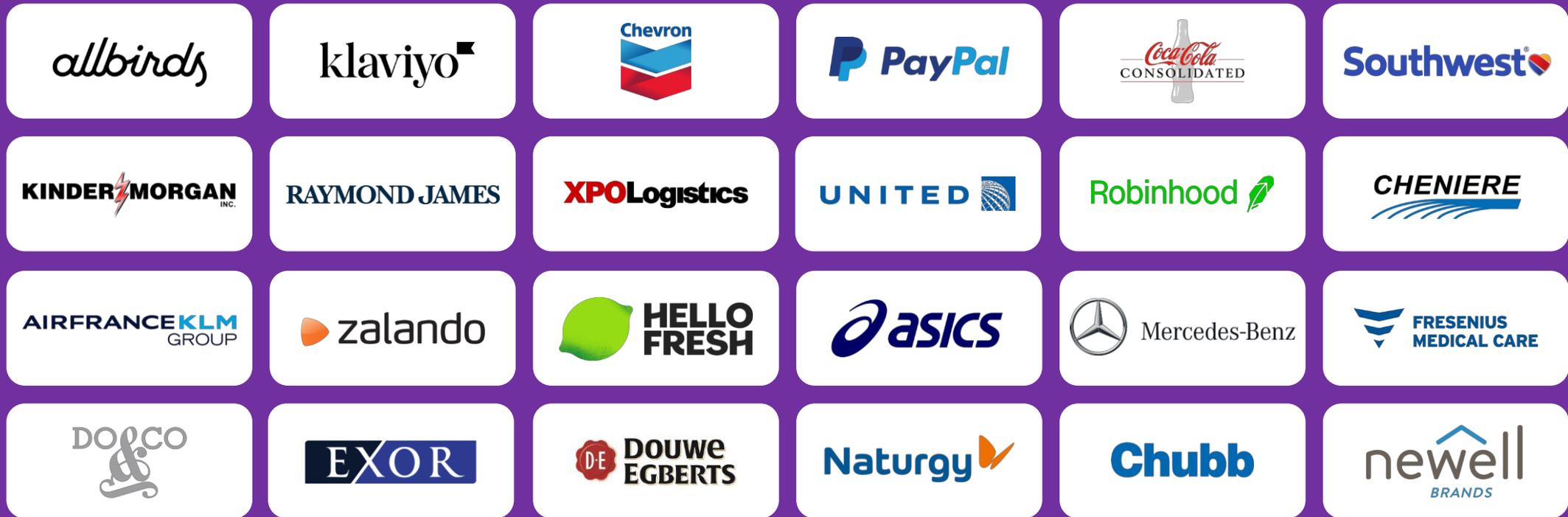
Risk has nowhere to hide. Transform assurance from a burdensome requirement into a strategic, trusted benefit that provides peace of mind through risk reduction.

Governed and secure

Auditable & verifiable

Collaborative

Chosen by the best accounting and finance teams



More than 6,400 organizations use the Workiva platform across the globe.

▀▀
I can't imagine what life would be like without [Workiva].

Jordan Brackett
VP and Controller, [Solenis](#)

▀▀
As an entry is booked into SAP software, we can rerun our chains and data and spit out financial statements **within minutes** as opposed to waiting an entire day.

Riley Drummond
Supervisor of Financial Reporting, [Southwest](#)

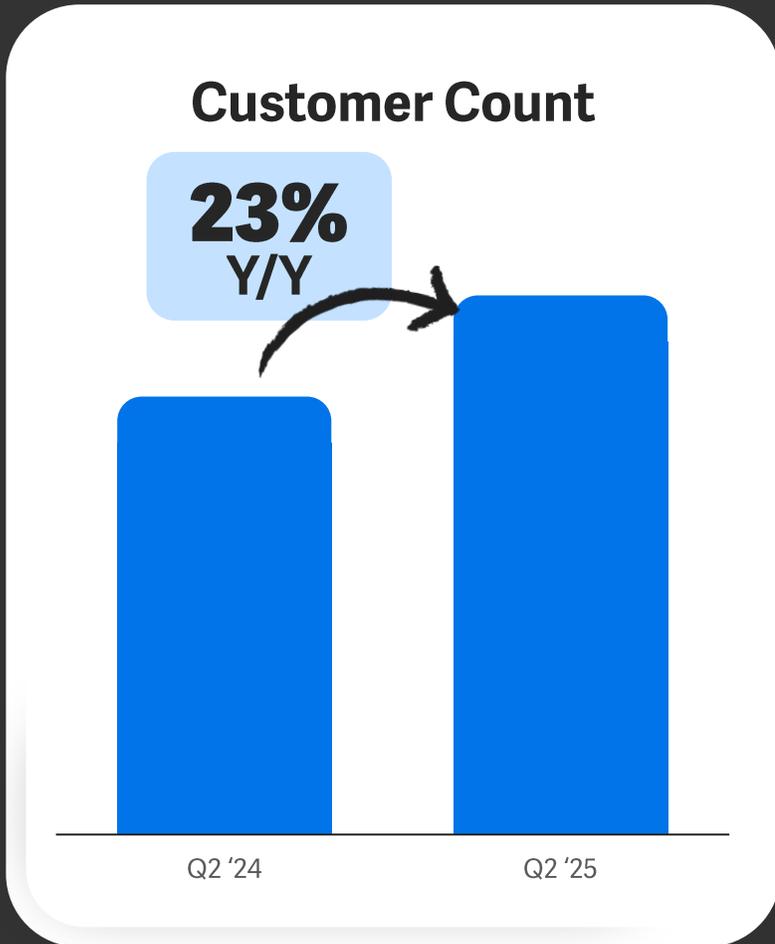
▀▀
We have a lot **more trust** in our data.

David Conley
Head of Reporting, [Challenger](#)

▀▀
Financial reporting, sustainability disclosure, and audit and risk are three incredibly important parts or elements to proper disclosure and proper communication to investors, and having those working in an integrated fashion and synchronized with one another is extremely important.

Jason Darby
Chief Financial Officer, [Amalgamated Bank](#)

Financial Reporting* Strong, Resilient Growth



Q2 '25 TTM

> 78%

Growth in Multi-Solution Deals

Q2 '25 TTM
Partner Delivery

> 70%

of Deals Delivered by Partners

*Financial Reporting excluding SEC & Capital Markets

Multi-Entity Financial Reporting

Simplify multi-entity reporting end to end by automating all phases of the process from collection to obligation to supporting documentation. Scale compliance reporting across multiple entities with centralized and trusted data, global collaboration, and process optimization.

Use cases:

- Statutory adjustments
- GAAP to STAT bridge
- Quarterly board reports for entities
- XBRL[®] and iXBRL[™] tagging

Note: Supported XML and XBRL taxonomies include UK, Ireland, Germany, Denmark, Luxembourg, Netherlands. [All available taxonomies here.](#)

Trusted Data

- ✓ Source system integrations
- ✓ Local flexibility
- ✓ Shared data, eliminating duplicative work
- ✓ Data history and lineage
- ✓ XBRL support

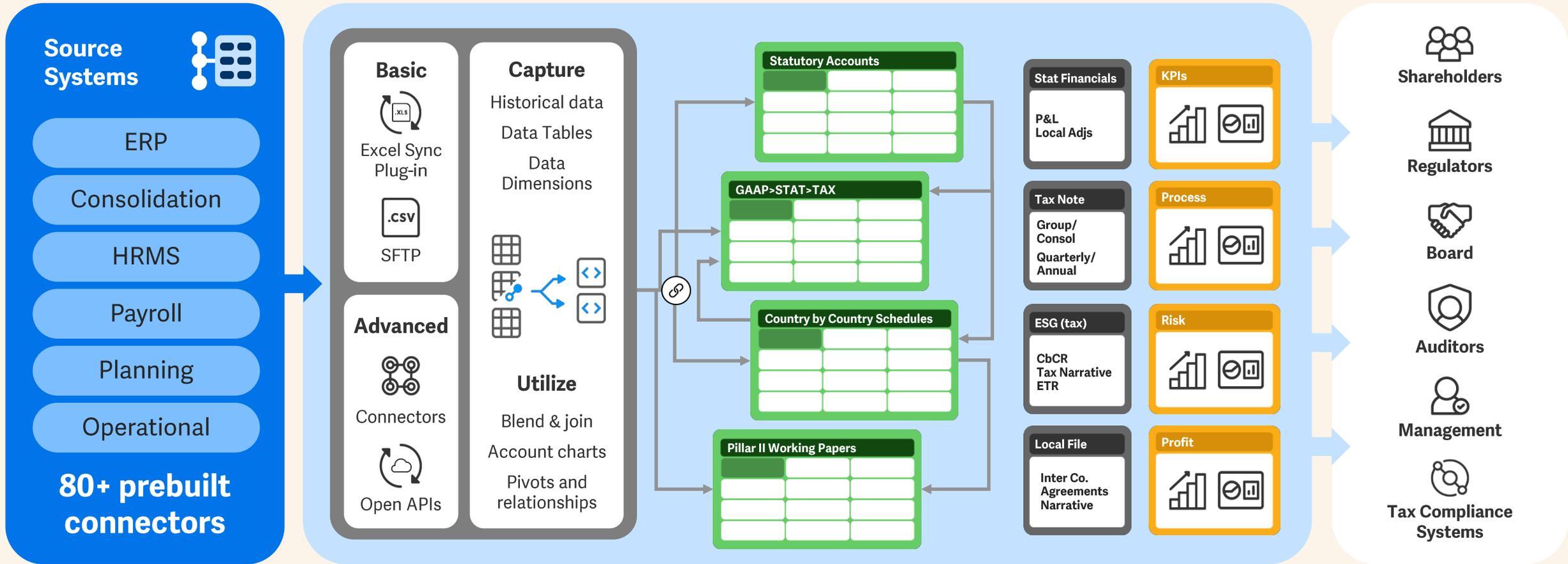
Global Collaboration

- ✓ Oversight of local compliance
- ✓ Built-in localization features
- ✓ Familiar user interface
- ✓ Digital review cycles
- ✓ Controlled, remote collaboration

Scalable Process

- ✓ Entity tracking and management
- ✓ Standardize with templates
- ✓ Streamline financial statements
- ✓ Integrate non-financial data
- ✓ Bring automation to manual, risky tasks

Multi-Entity Reporting Business Process



CONNECT



TRANSFORM



REPORT



AUTOMATE

Capital Markets

Workiva offers a secure workspace for deal teams to collaborate in real time, eliminating the risk and inefficiencies of a printer, while enabling a faster review and filing process. A dedicated customer service team provides 24/7 support—from document creation to filing, printing, and distribution.

Capital Markets Transactions:

- Initial public offering
- Mergers & acquisitions
- Follow-on offerings
- Spin-offs
- Carve-outs
- Debt offerings
- Shelf & takedown registration statements
- deSPAC mergers

Take Complete Control

- ✓ Permissioned user access
- ✓ Manage human workflow
- ✓ Task management
- ✓ Version control
- ✓ Replace traditional financial printer

Collaborate in Real-time

- ✓ Concurrent collaboration
- ✓ Commenting
- ✓ Blackline & audit trail of revisions
- ✓ Connect and link live data
- ✓ Review transparency

Dedicated 24/7 Filing Support

- ✓ Document import & setup
- ✓ Permissions & control management
- ✓ Application of Banker's style
- ✓ Exhibits, graphics, and charts setup
- ✓ EDGARization™ and submissions

Workiva from Private to Public

Private

IPO

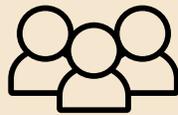
Public



Financial Reporting + Management Reporting

Ensure accuracy and efficiency

Connect data across quarterly and annual reports, investor reports, board presentations, CFO decks, and more



IPO Planning and Execution

Streamline your IPO

Create a secure workspace for your external advisors and enable a faster S-1 filing



SEC Reporting

File with confidence

Trust the market leader in SEC reporting—support for 357 form types including 10-Q/10-K, 20-F/40-F, 6K/8K, proxy, investor relations, Section 16, and more



SOX Readiness Assessment

Modernize your risk assessment

Leverage a framework for risk and controls



Capital Market Transactions

Faster, more accurate deals

Reduce risk in M&A transactions, debt and equity offerings, and other '33 Act deals with 24/7 service throughout drafting, filing, printing, and distribution

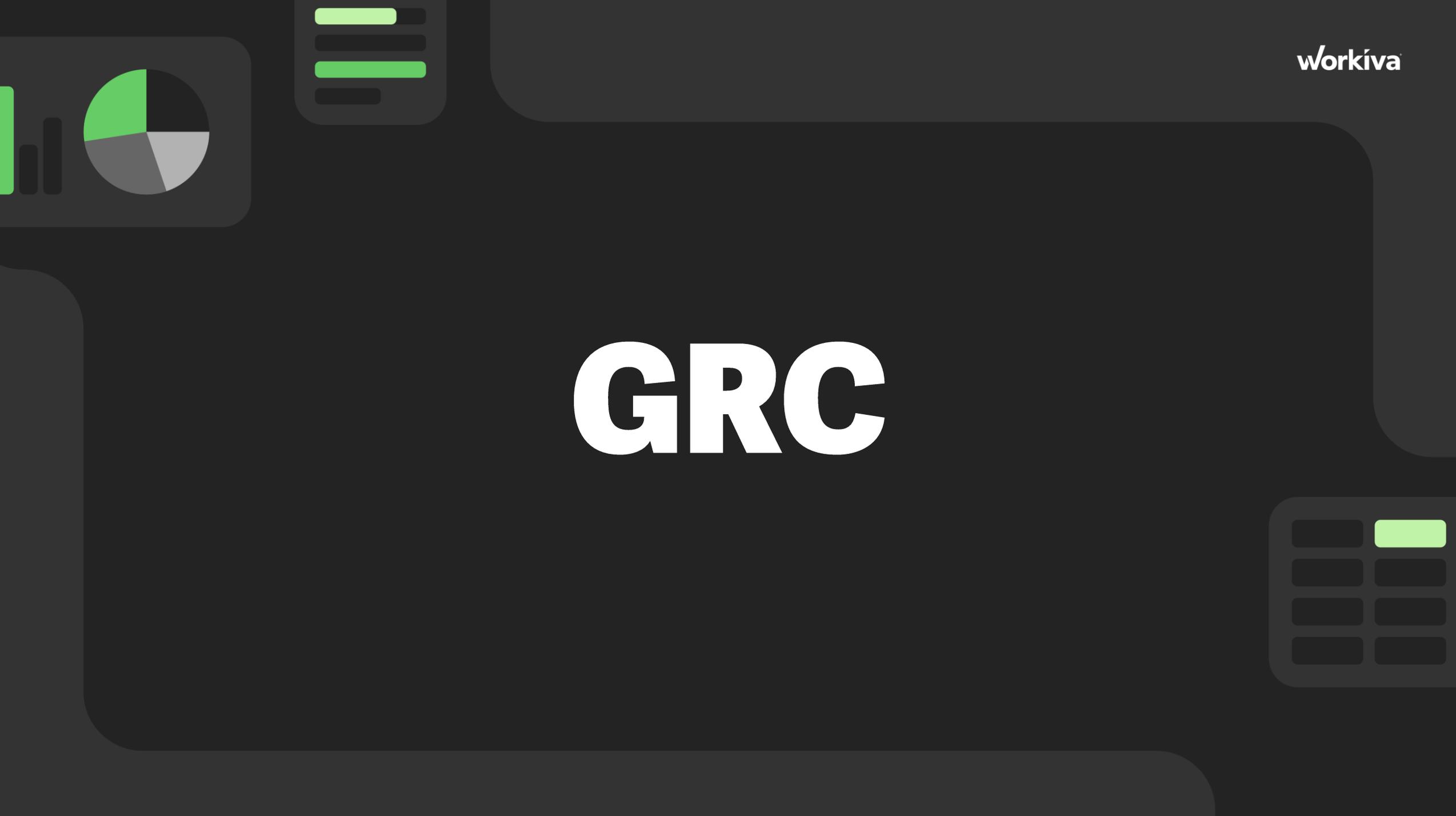


SOX Compliance

Manage risk

Document workflow, evidence, and certifications for complete transparency and audit defense

GRC



Workiva for GRC

Elevate your GRC strategy with an all-in-one, flexible platform

Audit Management

- Audit Universe
- Risk Assessment, Planning
- Evidence, Workpapers
- Fieldwork & Testing
- Audit Reporting
- Issue Tracking
- Committee Presentations

Controls Management

- Scoping & Risk Assessment
- Risk & Control Matrix
- Reports & Dashboards
- Evidence Requests
- Testing, Documentation
- Issue Management
- Certification

Enterprise Risk Management

- Risk Register/Universe
- Risk Assessment
- Attestations
- Key Risk Indicators (KRIs)
- Risk Event Management
- Risk Heat Map
- Risk Report & Dashboards
- KRI Monitoring

Policy & Procedures

- Authoring, Review, & Approval
- Employee Attestation
- Policy Master Index
- Policy Meta-data
- Policy Status Dashboards
- Exception Tracking

Compliance Manager

- Frameworks, Standards
- Risk, Regulation, & Control Mapping
- Risk Assessment
- Testing & Reporting
- Certifications
- Issue Management

Our unified cloud platform: data, workflow, and reporting

Data



Connectors



Data Prep & Unification



Platform APIs



Linking

Workflow



Task Management



Data Orchestration



Process Automation

Reporting



Productivity

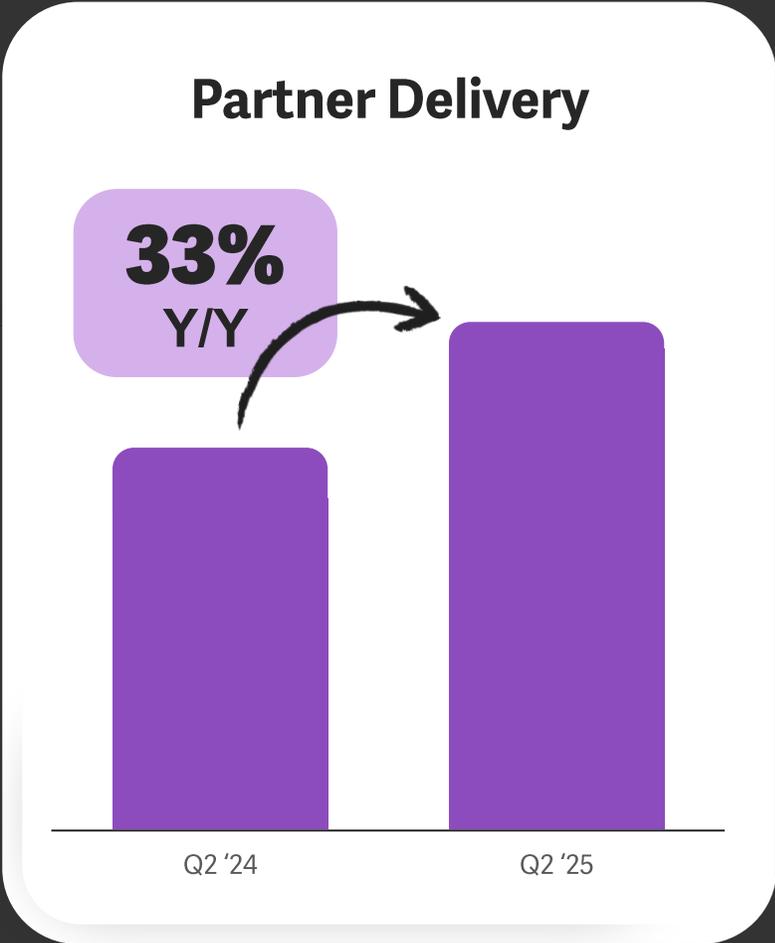
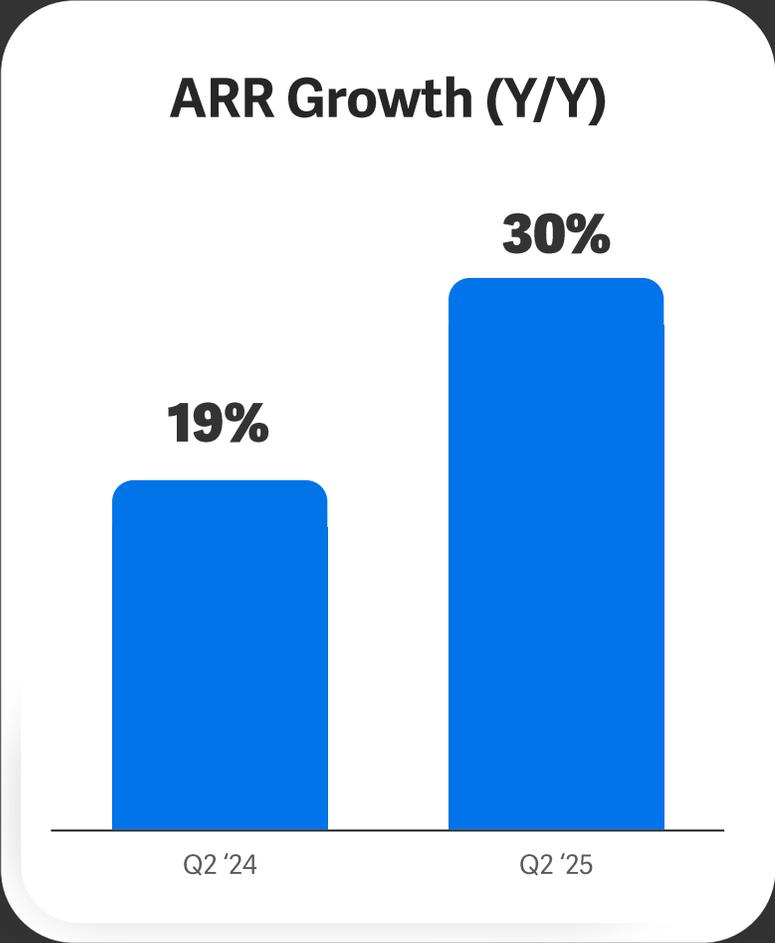


Dashboards



Charts & Tables

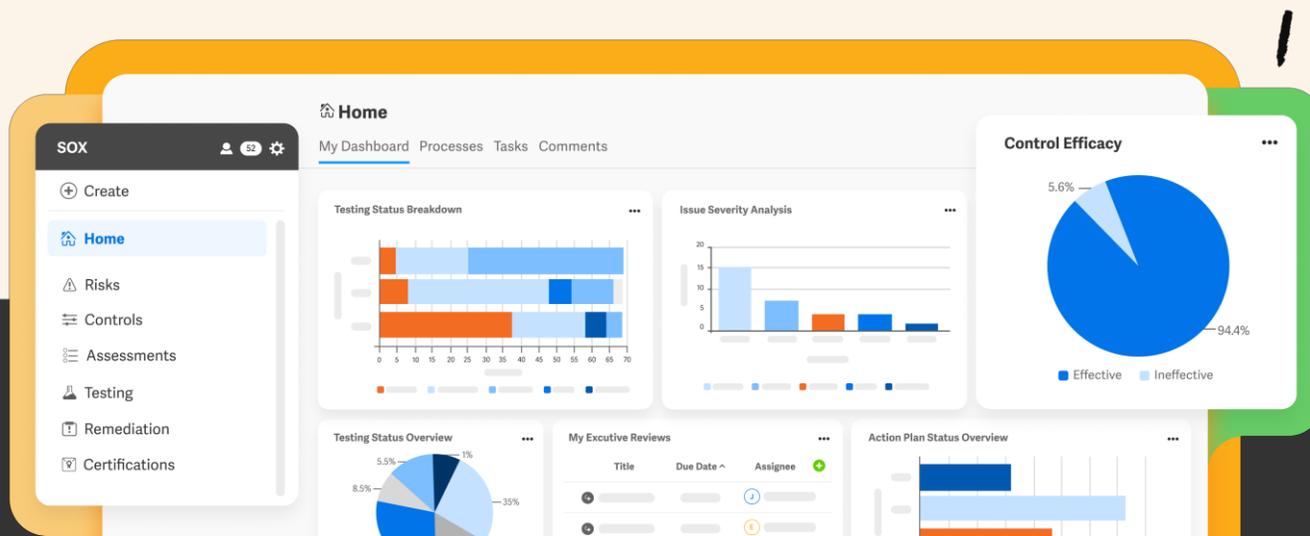
GRC Solution Showing Strong, Resilient Growth



Internal Controls Management

Solution features include:

- ✓ Scoping and risk assessment
- ✓ Evidence management
- ✓ Reports and dashboards
- ✓ Documentation
- ✓ Testing
- ✓ Issue tracking
- ✓ 302/404 Certification
- ✓ Control frameworks



Key Benefits

Automate the heavy lifting

Leave the manual steps of tracking evidence requests and adding markup attributes in test forms to Workiva. Get time back to your day.

Collaborate across the three lines of defense

Expand collaboration and improve data integrity and accuracy by connecting data and information across complex reports. Monitor evidence requests, and track responses and approvals through real-time dashboards.

Trust your audit documents and data

From roll forward through year-end, the entire SOX compliance program can be managed inside the Workiva cloud platform, including documentation, testing, issue tracking, and certification.

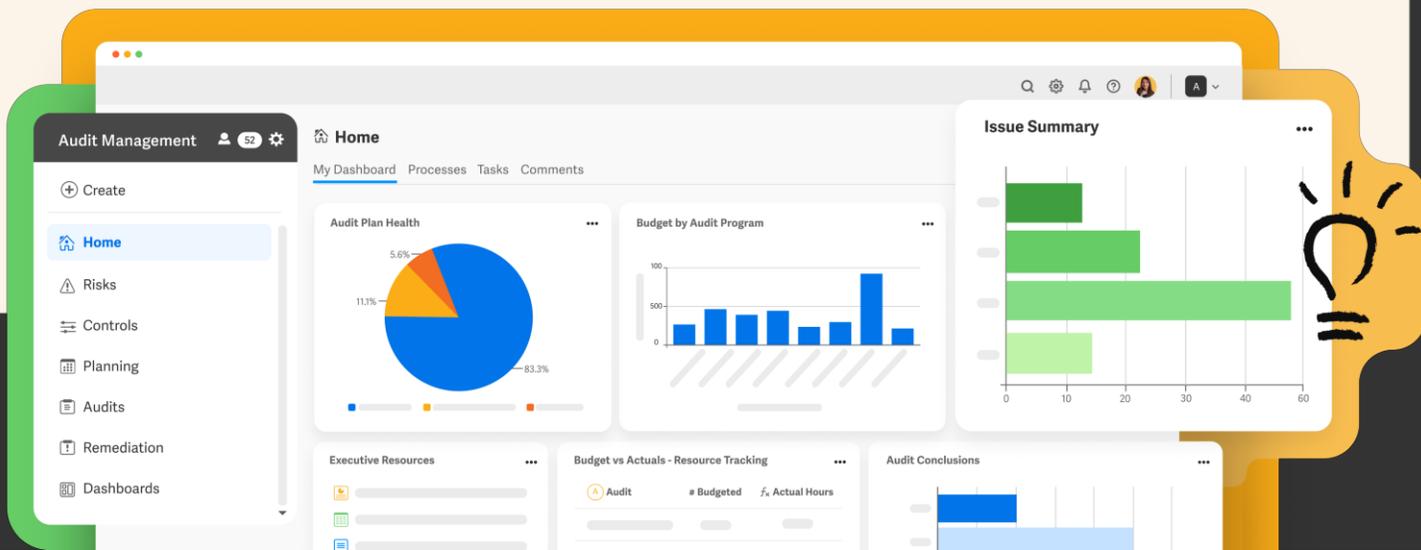
Optimize your team's productivity

Empower control owners to update their documentation and certify controls. Integrated risk assessments, evidence management, and push-button reporting make it easy.

Audit Management

Solution highlights include:

- ✓ Risk assessment
- ✓ Audit planning
- ✓ Audit documentation
- ✓ Fieldwork and testing
- ✓ Audit reporting
- ✓ Workpaper management
- ✓ Issue tracking
- ✓ Audit universe



Key Benefits

Modernize the internal audit methodology

With Workiva, your audit methodology becomes our process. The platform is tailored to support your team, with data control and consistency throughout the entire audit life cycle—from the initial audit plan to final audit reports.

Collaborate across the three lines of defense

Eliminate the clutter of desktop files scattered across multiple versions and revisions. Create, manage, and attach workpapers in a single cloud platform. Expedite user adoption with an easy-to-use and familiar interface.

Trust your audit documents and data

From planning to fieldwork and reporting, all audit information lives in a secure cloud platform. Reduce the risk of error by being able to identify, analyze, and monitor organizational risks with confidence.

Optimize your team's productivity

Gain transparency into the performance of your audit team, improve focus on time and resources, and identify improvement opportunities. Powerful dashboards and user-centric reports offer real-time insight into the status of each audit engagement.

Audit Analytics

Solution features include:

- ✓ Source system integration
- ✓ 100% population testing
- ✓ Easy, no code queries
- ✓ One platform audit lifecycle
- ✓ Continuous monitoring

Key Benefits

Automation & Intelligence

Be confident in risk coverage by replacing manual, sample-size testing with automated, full population analysis. Integration with source systems ensures data integrity with accuracy and real-time access.

Proactively find errors or potential fraud

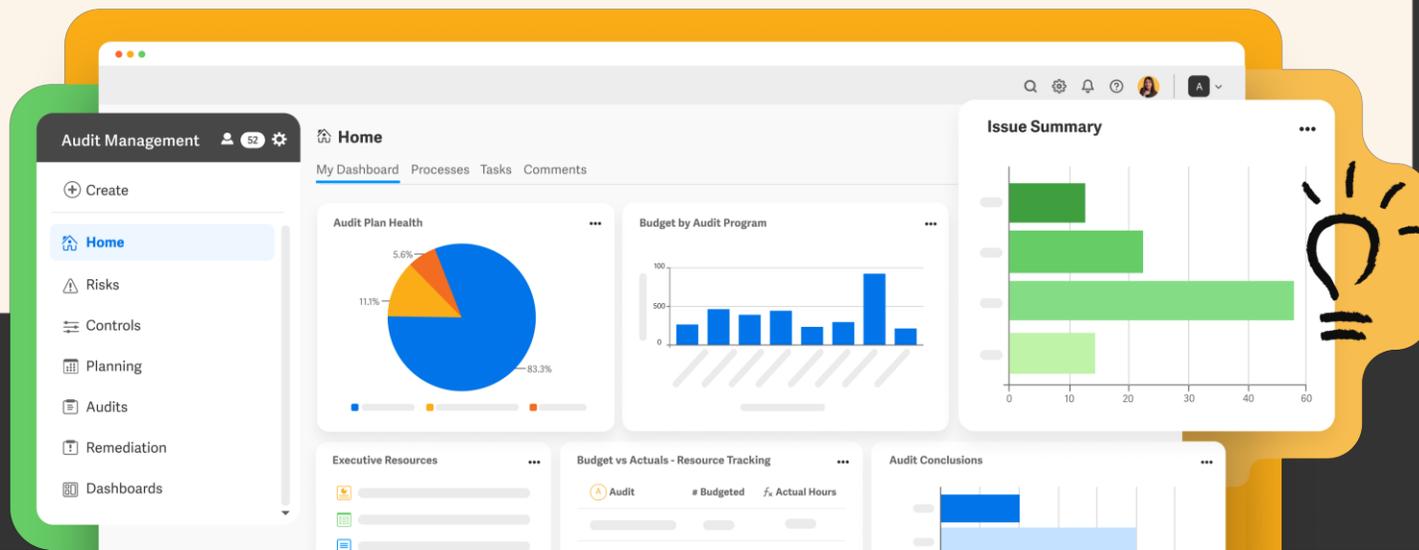
Flag anomalies and patterns across thousands of data points.

Simply your audit work

As part of Workiva's Audit Management Solution, Audit Analytics adds intelligent automation to the entire audit lifecycle. Flag exceptions fast with pre-built logic, connect source systems so you can go straight to the data you need

Reduce Costs

Power-up your team's audit efficiency by easily pinpointing where to spend and shift time, allowing for more high-value projects, more audits, & simplifying work in one tool.



Policy Management

Solution features include:

- ✓ Policy authoring and approval
- ✓ Master index of policies
- ✓ Policy review and sign-off
- ✓ Documentation updates
- ✓ Collaboration of stakeholders
- ✓ Risk and control mapping
- ✓ Certification & attestations
- ✓ Policy exception tracking



Key Benefits

Content Management

Stay agile and minimize risk by consolidating policy and procedure management in a single connected environment. Access and update necessary documents anywhere, at any time.

Employee attestation

Ensure that team members from around the world have reviewed and certified key documents. Follow up on missing approvals through comments or notifications.

Defensible audit trail

Reference and compare past and current records of employee attestations and policies that address vital legal, regulatory, or contractual requirements your team depends on.

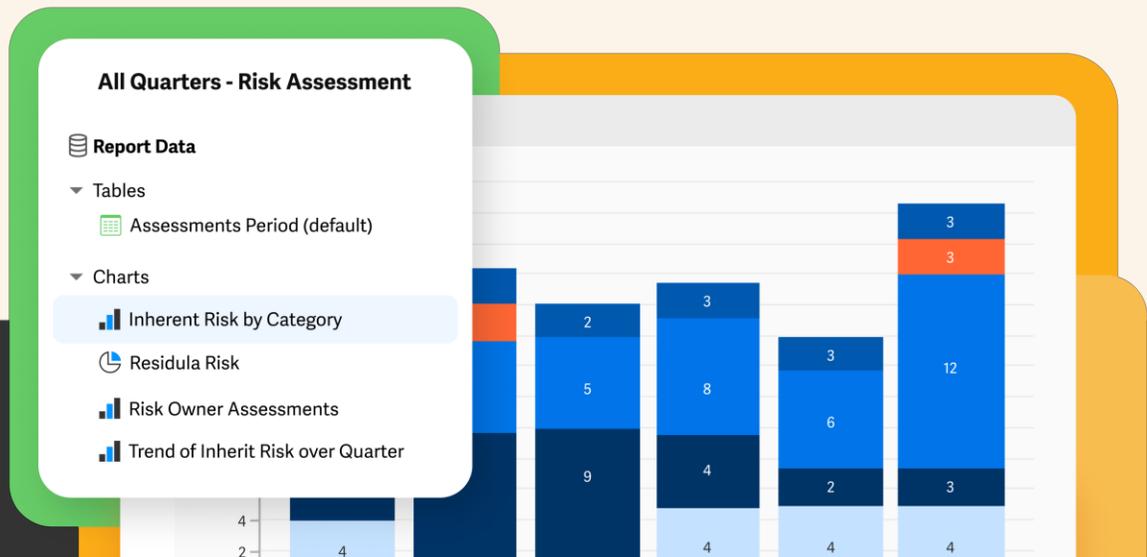
Workflow review

Spend more time creating value for your organization and less on administration. Streamline process workflow - receive input for stakeholders, and monitor the creation, approval, and maintenance of policies from a central spot.

Risk Management

Solution features include:

- ✓ Risk assessment
- ✓ Risk heat maps
- ✓ Risk register
- ✓ Reporting and Dashboards
- ✓ Risk reporting
- ✓ Risk surveys and certifications
- ✓ Checklists (testing)
- ✓ KRI Monitoring and Reporting



Key Benefits

One lens into risk

Keep tabs on risk in real-time across the business. Evaluate, score, assign, and collaborate on risks with a singular view. Access what you need instantly via multiple system integrations, interactive risk views, and dynamic KRIs, risk control self assessment (RCSA), and event loss dashboards.

Engage the business

With intuitive technology, accountability is effortless. Scale risks across all risk owners with easy-to-build RCSAs, full data history for tracking, unlimited license model, and dedicated support.

Create RCSAs ASAP

Automatically generate RCSAs in a pre-determined cadence. Workiva's platform fully supports multiple inputs into the RCSA and gives you the flexibility to leverage your own risk calculations and methodologies.

Pivot on a Dime

Tailor the Workiva platform to your specific ERM/ORM needs and stay ahead of changing regulations. Utilize unique features like control testing, framework management, and real-time links into critical documents like executive and board decks.

Chosen by the best audit and risk teams

WINTRUST

LITHIA

aes



ROSS

newell
BRANDS



wayfair

THE ORIGINAL
OATLY!

jetBlue



Pearson

FASTENAL

Daiichi-Sankyo

StoneX

ACCELERANT

More than 6,400 organizations use the Workiva platform. [Discover more here!](#)



Workiva is excellent at **staying ahead of regulatory changes**, which has made a huge difference for us.



Arvin Floresca
VP Internal Audit
Claritev



We have **one source of truth** for our controls, data, and all of our information in the Workiva platform. That has been a night and day difference.

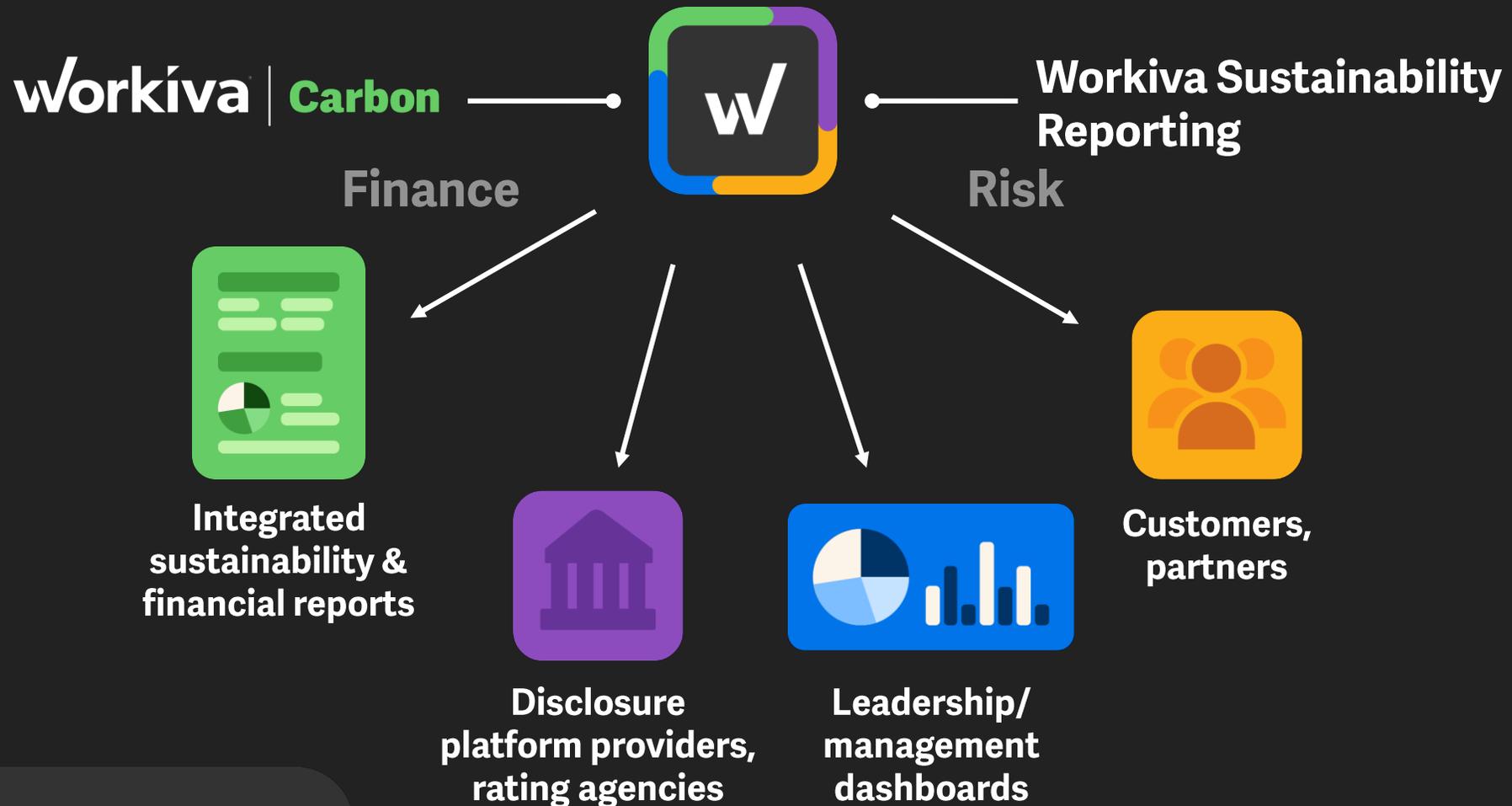


Lindsay Rael
VP Internal Audit
Flowserve

Sustainability



The unified Workiva platform for Sustainability Management



Chosen by the best sustainability teams



More than 6,400 organizations use the Workiva platform across the globe. [Discover more here!](#)



The connectivity we're able to achieve with Workiva Carbon, Workiva Sustainability, and Workiva SEC is unlike any other software that's out there.

Annalise Di Santo
Senior Analyst
Energy Recovery



Workiva has had tremendous benefit for us across multiple dimensions. I think the first and most important is we have an extremely secure control environment when it comes to data and the ability to move data into a reportable fashion for the public.

Jason Darby
Chief Financial Officer
Amalgamated Bank

Sustainability Performance Metrics

workiva

Q2'25 ACV

22%

Y/Y Growth in Average
ACV

Q2 '25 TTM
Partner Delivery

>85%

Projects Delivered
by Partners

Q2 '25 TTM

40%

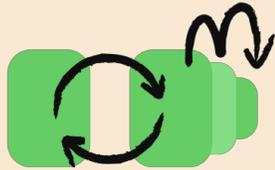
Multi-Solution Deals

Financial Services



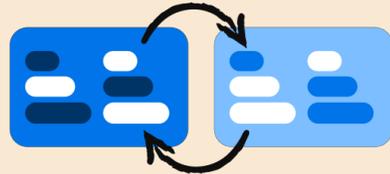
Bank Solutions: Capital Planning

Capital Adequacy & Strategic Planning Reports



- Capital Forecasts
- Capital Allocation Reports
- Capital Strategy Decks

Regulatory Capital Planning Reports



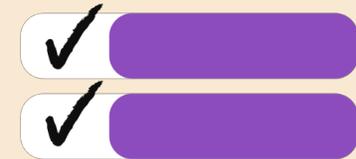
- ICAAP
- Pillar 2 Reports
- Capital Governance & Policy Reports

Stress Testing Reports



- CCAR
- DFAST
- Internal Stress Testing Reports

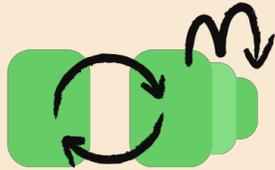
Recovery & Resolution Capital Reports



- Recovery Capital Plans
- Resolution Capital Reporting
- Regulatory RRP Submissions

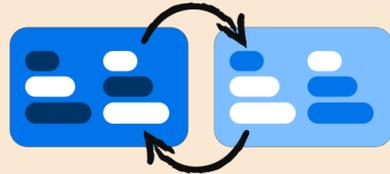
Insurance Solutions

Insurance Stat Reporting



- NAIC Filing
- OSFI, EIOPA, FCA, country, state, and local regulations.

Actuarial Memorandum



- Actuarial Opinion
- Line of Business
- Memorandum on Rate Filing
- Asset Adequacy Analysis

Risk and Compliance



- Model Audit Rule (MAR)
- SOX
- Policy Management

Regulatory Reporting



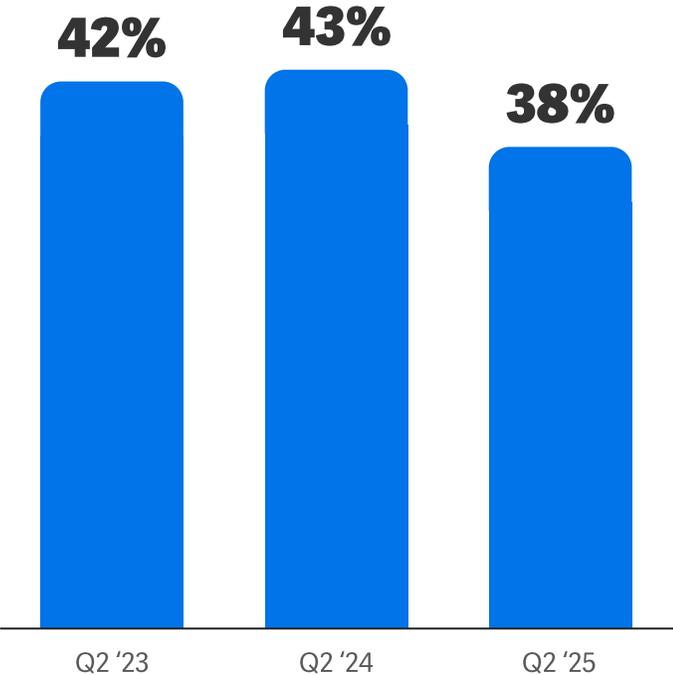
- GAAP, RBC, ORSA, Capital Adequacy Test, and Solvency II frameworks.

Investment Solutions: Fund Reporting



Financial Services Solution Metrics

ARR Growth



Customer Growth

22%

Y/Y Increase in FS
Customer Base

Top Accounts

100%

50 of 50
Top US Banks

Workiva strategy — our winning equation



**Fit-for-
Purpose
Solutions**



**Connected
AI Platform**



**Global
Expansion**



**Partner
Ecosystem**

Our strategy remains intact and relevant

Partner Ecosystem

Global & Regional Consulting Firms



Managed Service



Reseller



Technology



Corporate Communications



What's in it for the Partners



**Solution
implementation**

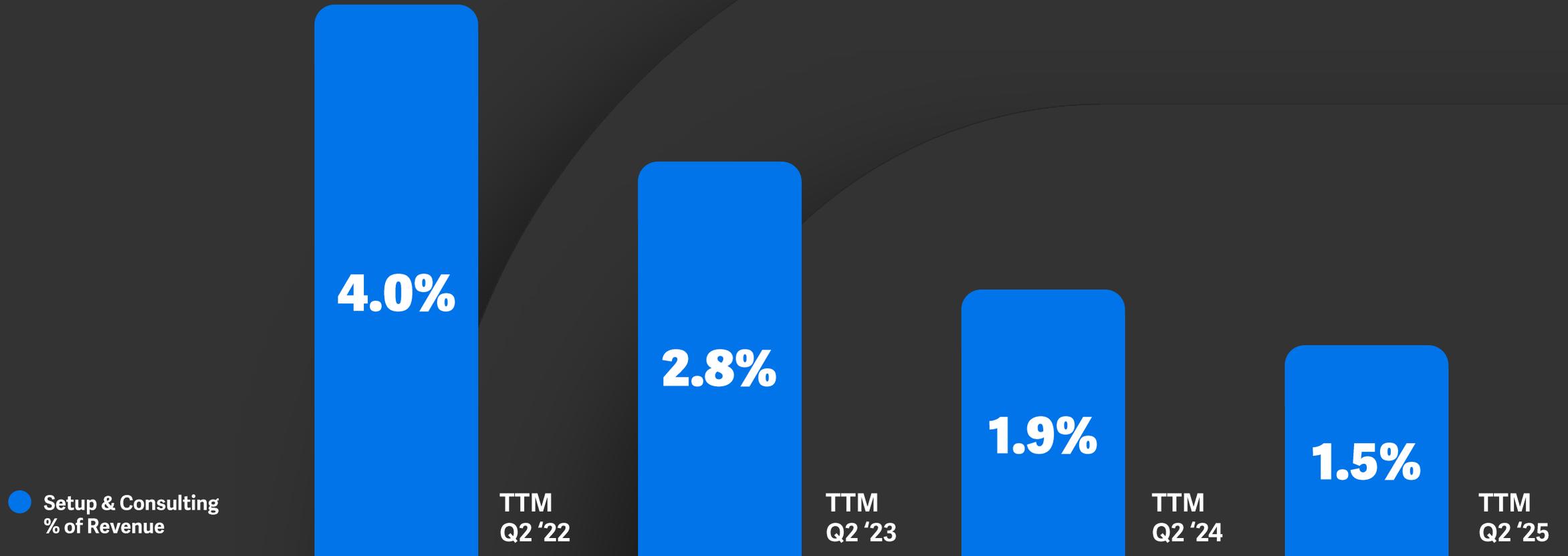


**High-value,
high-margin
services**



**Recurring
services
revenues**

Setup & Consulting Revenue Transition



Partner Success

2X

higher win rate in
new logo wins
when partners
have sourced

30%

larger deal size
when partners
are involved

31%

of **partner sourced
deals won** are multi-
solution



Levers For Growth



Value Based Pricing



Broad Portfolio of Solutions



Partner Ecosystem

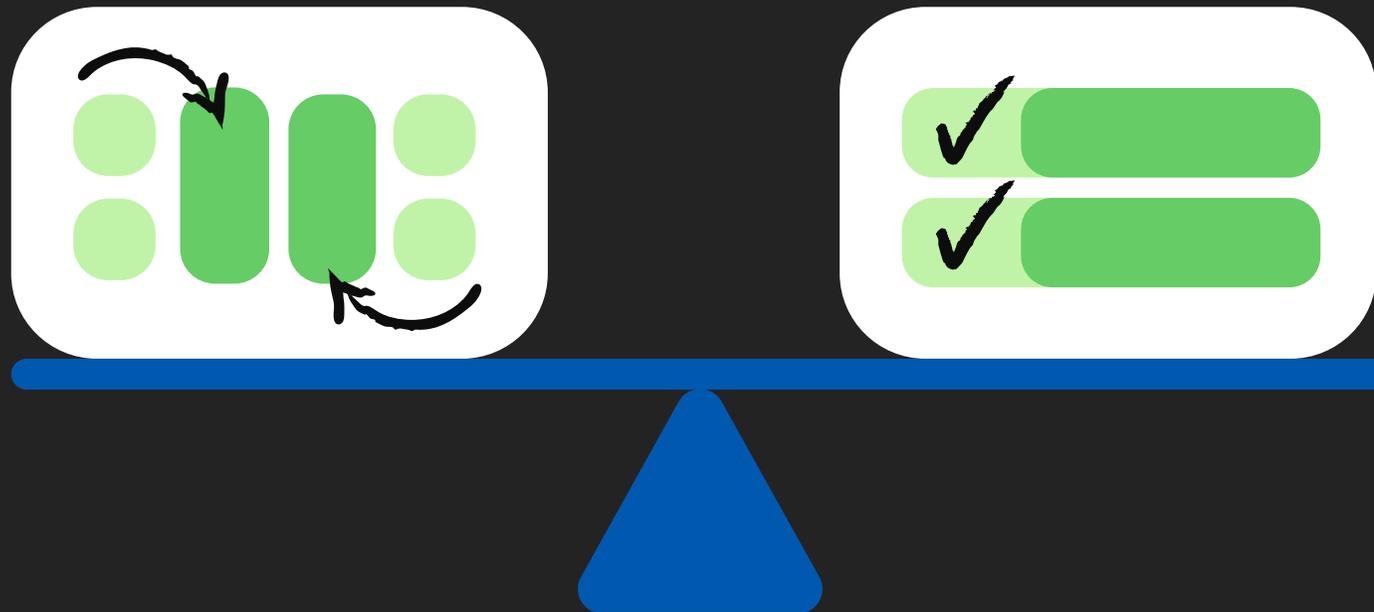


Jill Klindt

Chief Financial Officer

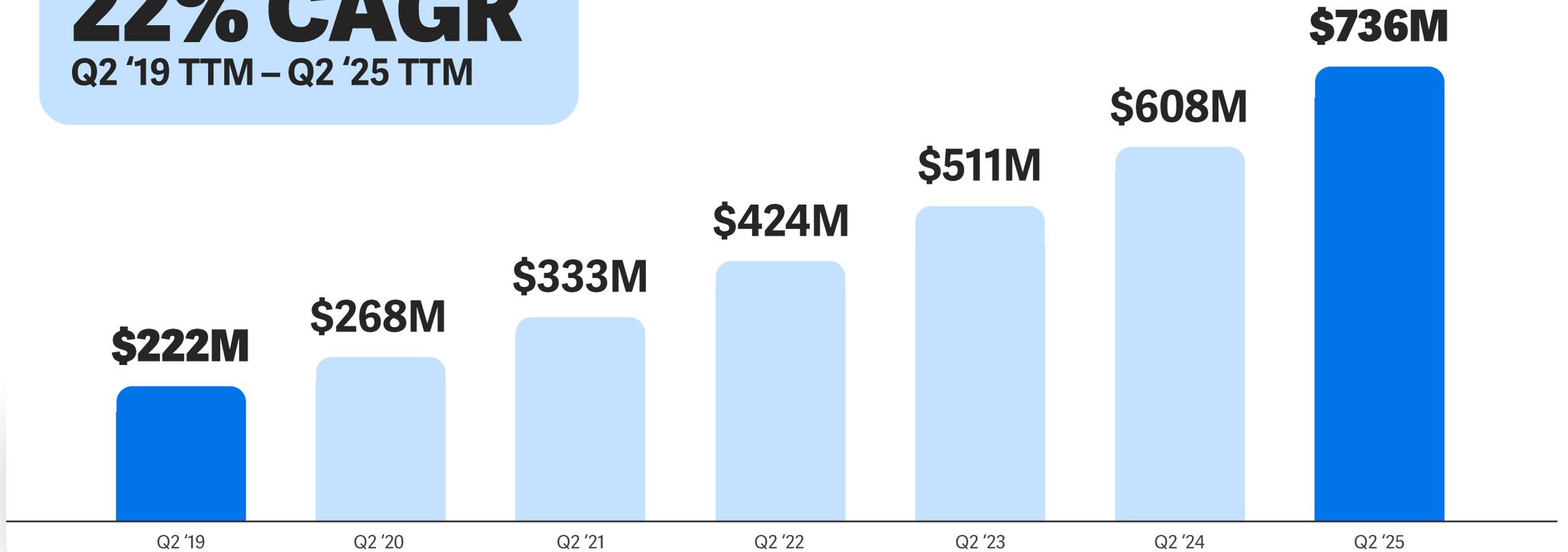
Our Dual Focus

Growth *and* Productivity



Strong Subscription Revenue Growth

22% CAGR
Q2 '19 TTM – Q2 '25 TTM



Subscription revenue calculated for Trailing 12 months for each reporting period

Average Annual Contract Value in Each Cohort*

\$200K+

>\$100K ACV cohort

\$600K+

>\$300K ACV cohort

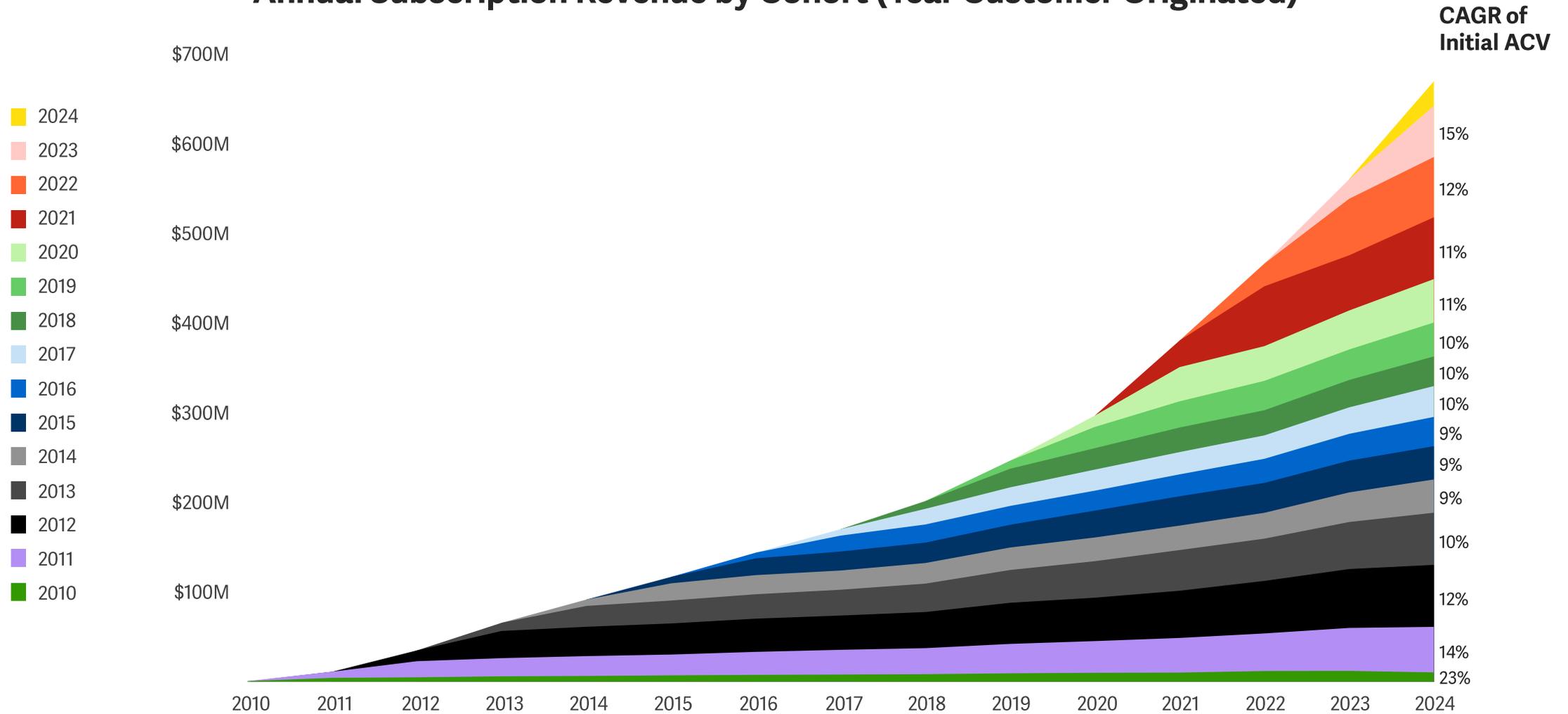
\$1M+

>\$500K ACV cohort

*Average ACV in each cohort is as of Q2 '25

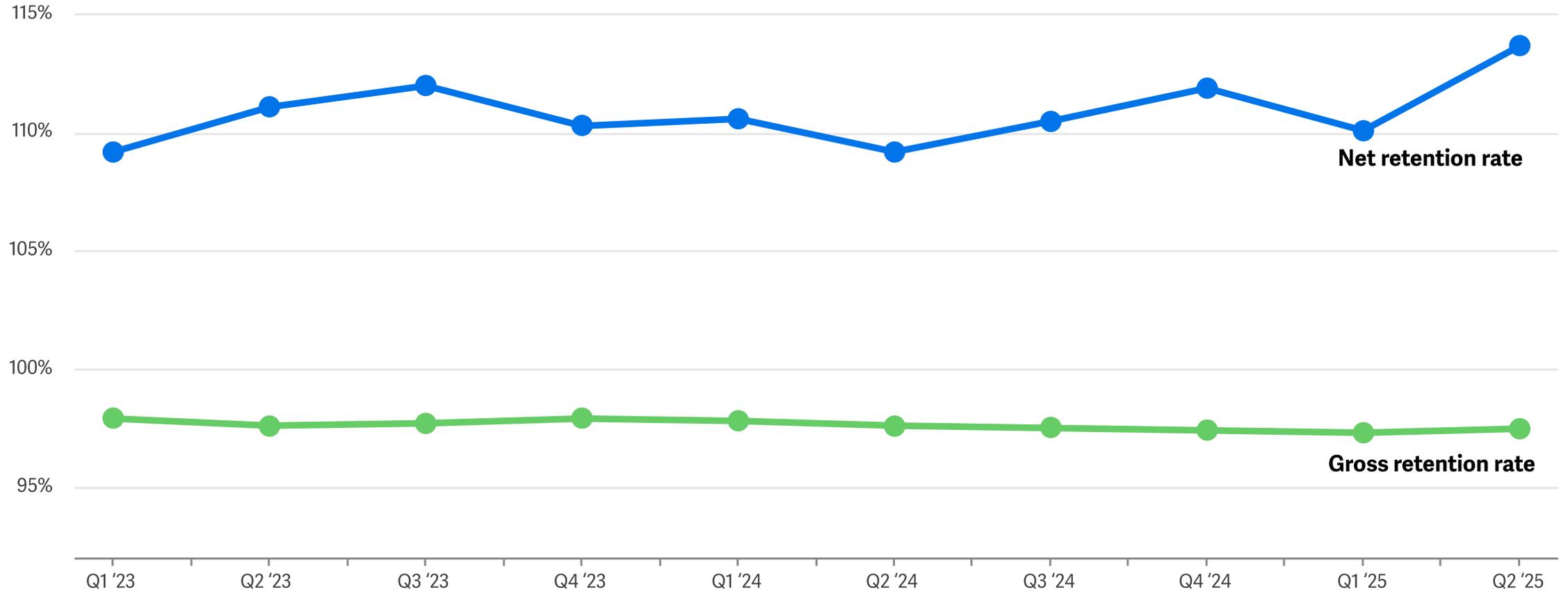
Historical Customer Cohort Revenue

Annual Subscription Revenue by Cohort (Year Customer Originated)



As an illustrative example : our 2010 customer cohort started with an initial average contract value (ACV) of \$100 that grew to an ACV of ~\$1,814 by the year 2024, representing a CAGR of 23%.

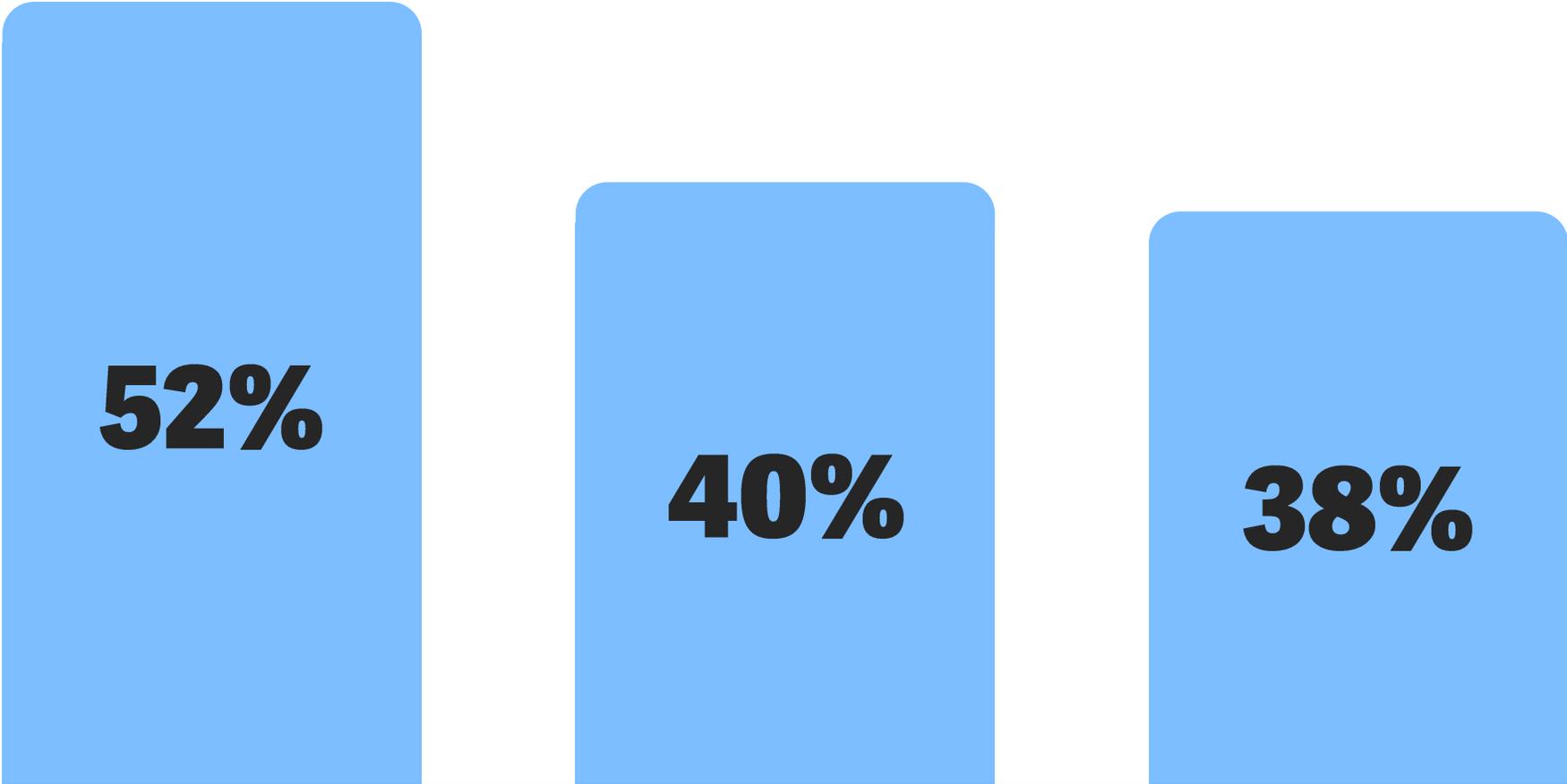
Retention Rates Remain Strong



• Net retention rate includes revenue from up-selling or cross-selling additional solutions, and pricing changes for existing customers and securing multi-year contract renewals containing periodic pricing term increases. This metric has previously been referred to as "Revenue retention with add-ons." The calculation is the same.

• Q2 '25 net retention rate saw a one point positive impact due to foreign exchange rate fluctuations.

Europe Revenue Growth



TTM 2023

TTM 2024

TTM 2025

Europe's revenue growth is calculated for trailing 12 months as of Q2 of each year

Growth Trends Recap



Subscription Revenue Growth



ACV Expansion



Revenue Retention



Global Expansion



Revenue Targets

2025

Total Revenue
\$870M–\$873M

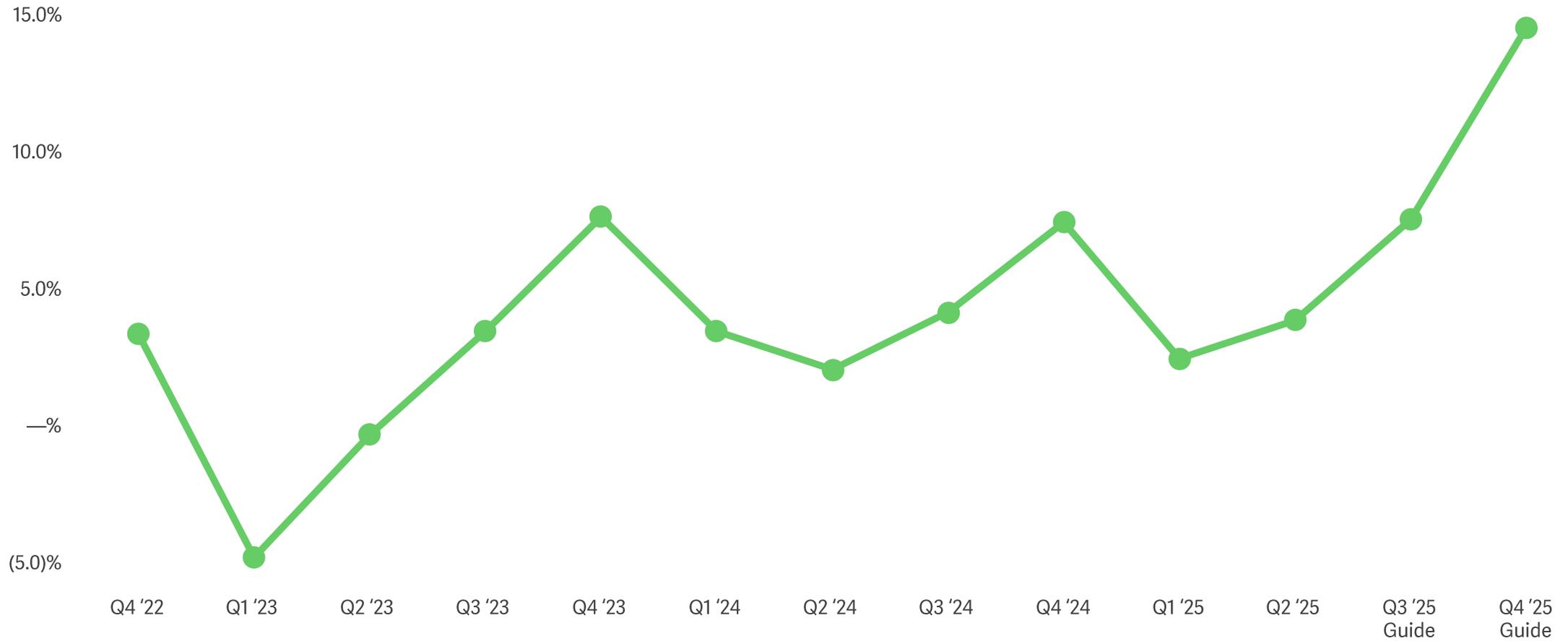
2027

Total Revenue
\$1.1B–\$1.2B

2030

Total Revenue
\$1.8B–\$2.0B

Accelerating Operating Margin



- Non GAAP operating margin reported on a quarterly basis
- Guidance at mid point for Q3 '25 and Q4 '25

Progress to Updated 2027 Target Operating Model

Percentage of Revenue	FY 2024	2025 Guide	2027 MT Target	Path to 2027 Targets
Consolidated gross margin*	78%	~80%	~83%	Scaling digital support, cloud computing optimization, and shifting services to partners
Research & development*	23%	~22%	~19%	Global workforce diversification, driving productivity, and operating model optimization
Sales & marketing*	42%	~42%	~39%	Focus on sales structure, staffing and strategy
General & administrative*	9%	8.5 – 9.0%	~7%	Creating efficiency, scale and automation across people, processes and systems
Operating margin*	4%	7.0 – 7.5%	~18%	
SBC	14%	~13%	~12%	

*Non-GAAP

Medium- and Long-Term Target Operating Model

Percentage of Revenue	2025 Guide	2027 MT Target	2030 LT Target
Total Revenue	\$870–\$873M	\$1.1–\$1.2B	\$1.8–2.0B
Consolidated gross margin*	~80%	~83%	~85%
Research & development*	~22%	~19%	~17%
Sales & marketing*	~42%	~39%	~38%
General & administrative*	8.5–9.0%	~7%	~6%
Operating margin*	7.0–7.5%	~18%	~24%
SBC	~13%	~12%	~12%

Cash Flow — Drivers of Fluctuation



Bookings



Timing of cash flows



Impact of non-cash items such as PTO

Capital Allocation Strategy

Share Repurchase Program

Board Approved **\$100M**

Shares Repurchased **\$50M**

Convertible Notes

2026 Notes **\$71M**

2028 Notes **\$702M**

Our Reasons for Optimism



**Resiliency of
our platform**



**History of strong
subscription growth**



**Best in class
revenue retention**



**Global growth
opportunity**

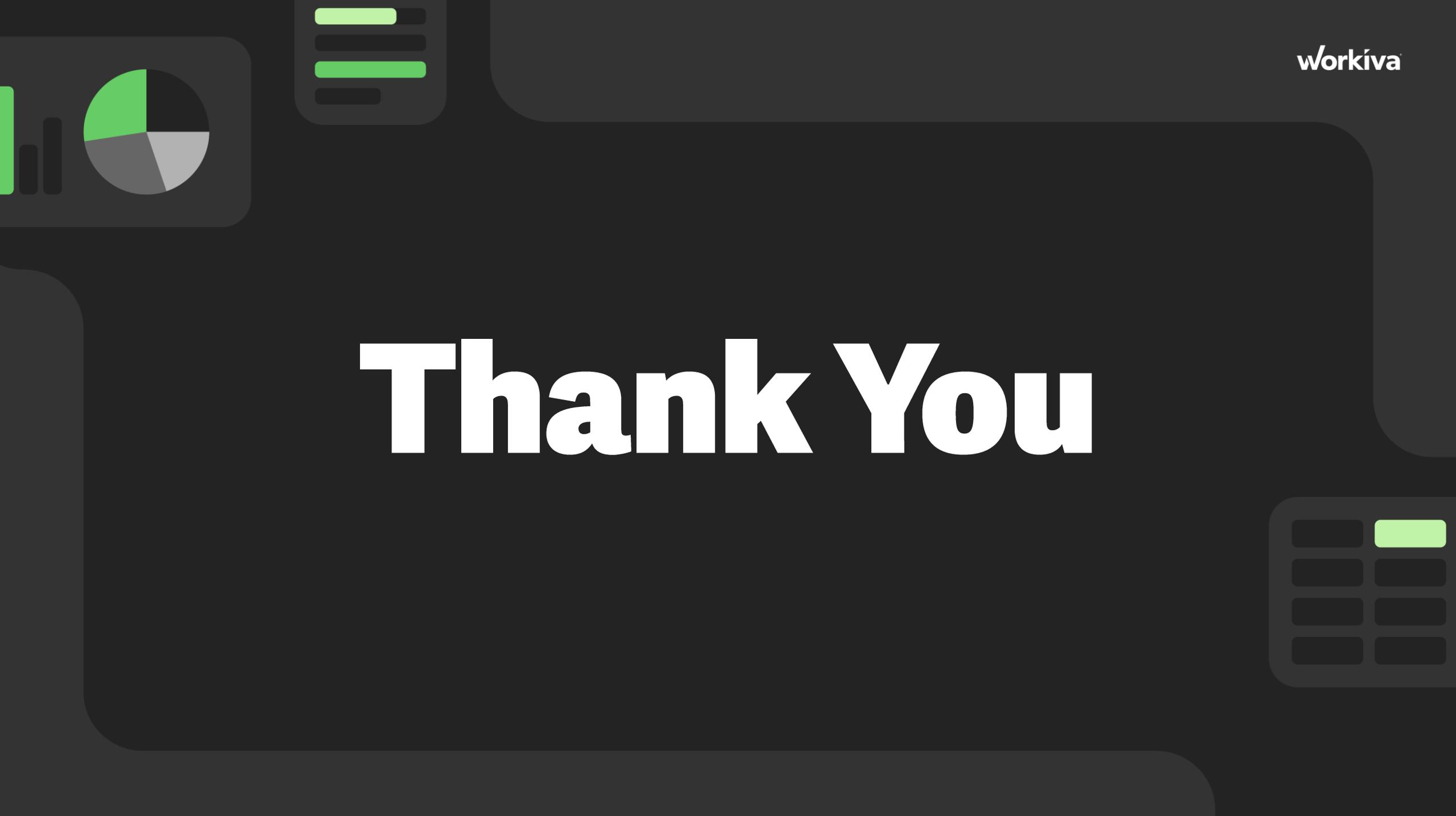


**Accelerating large
contract growth**



**Improving
operating leverage**

Thank You



Q&A

A dark grey rounded square containing a 4x2 grid of cells. The top-right cell is highlighted in green.

Non-GAAP Reconciliation

Reconciliation of GAAP to non-GAAP, as a % of Revenue

	2024	2025 Guide
Gross margin	77%	78%
Add back: Stock-based compensation	2%	2%
Gross margin, non-GAAP	78%	80%
Research and development	26%	25%
Less: Stock-based compensation	3%	3%
Research and development, non-GAAP	23%	22%
Sales and marketing	47%	47%
Less: Stock-based compensation	5%	5%
Sales and marketing, non-GAAP	42%	42%
General and administrative	14%	12.5%-13.0%
Less: Stock-based compensation	5%	4%
General and administrative, non-GAAP	9%	8.5%-9.0%
Loss from operations	(10)%	(7.1)%-(6.6)%
Add back: Stock-based compensation	14%	13%
Add back: Amortization of acquisition-related intangibles	1%	1%
(Loss) income from operations, non-GAAP	4%	7.0%-7.5%

Figures have been rounded for presentation purposes. Discrepancies may occur due to rounding.