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Analyst and Investor Day

September 15, 2026

Katie White

→ Senior Director, Investor Relations

Safe Harbor

This presentation includes forward-looking statements within the meaning of the Private Securities Litigation Reform Act of 1995. 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 management's current expectations and beliefs based on factors currently known to us. Actual results may differ materially from those contained in any forward-looking statements. 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, particularly the sections captioned "Risk Factors," 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 15, 2026, and reflect our current expectations only. We undertake no obligation to update or revise these statements to conform to actual results or revised expectations, except as required by law.

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. **Vision & Strategy**
   Julie Iskow – President & CEO
2. **Product & Platform**
   Deepak Bharadwaj – Chief Product Officer
3. **Growth Opportunity**
   Mike Rost – Chief Strategy Officer
4. **Financial Framework**
   Barbara Larson – Chief Financial Officer
5. **Q&A**

Julie Iskow

→ President & Chief Executive Officer

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Investor Day 2026

Welcome
Investors & Analysts

Workiva

Workiva hits
$1B in revenue in 2026

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Workiva hits
$1B in revenue in 2026

Workiva hits
2027 op margin target in 2026

Workiva

Strong Business

Clear Strategy

Significant Opportunity

Accelerating Workiva's growth

AI is Changing...

- What's **Possible**
- What's **Expected**
- What & How Fast We **Build**

Our Dual Focus

Grow Today's Business + Build What Comes Next

Our Dual Focus

Grow Today's Business + **Build What Comes Next**

Customers

Platform

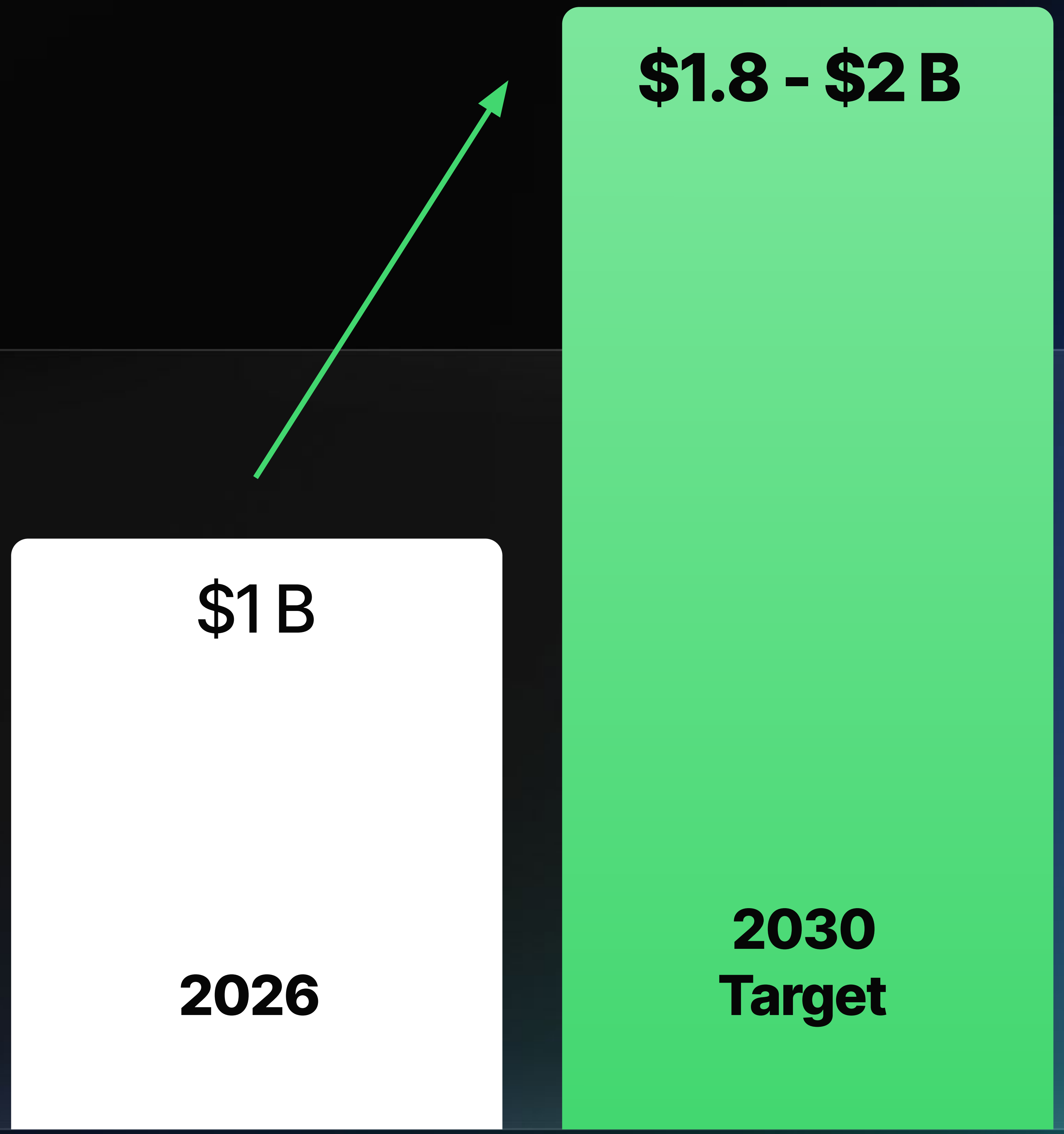
Domain Expertise

Trust

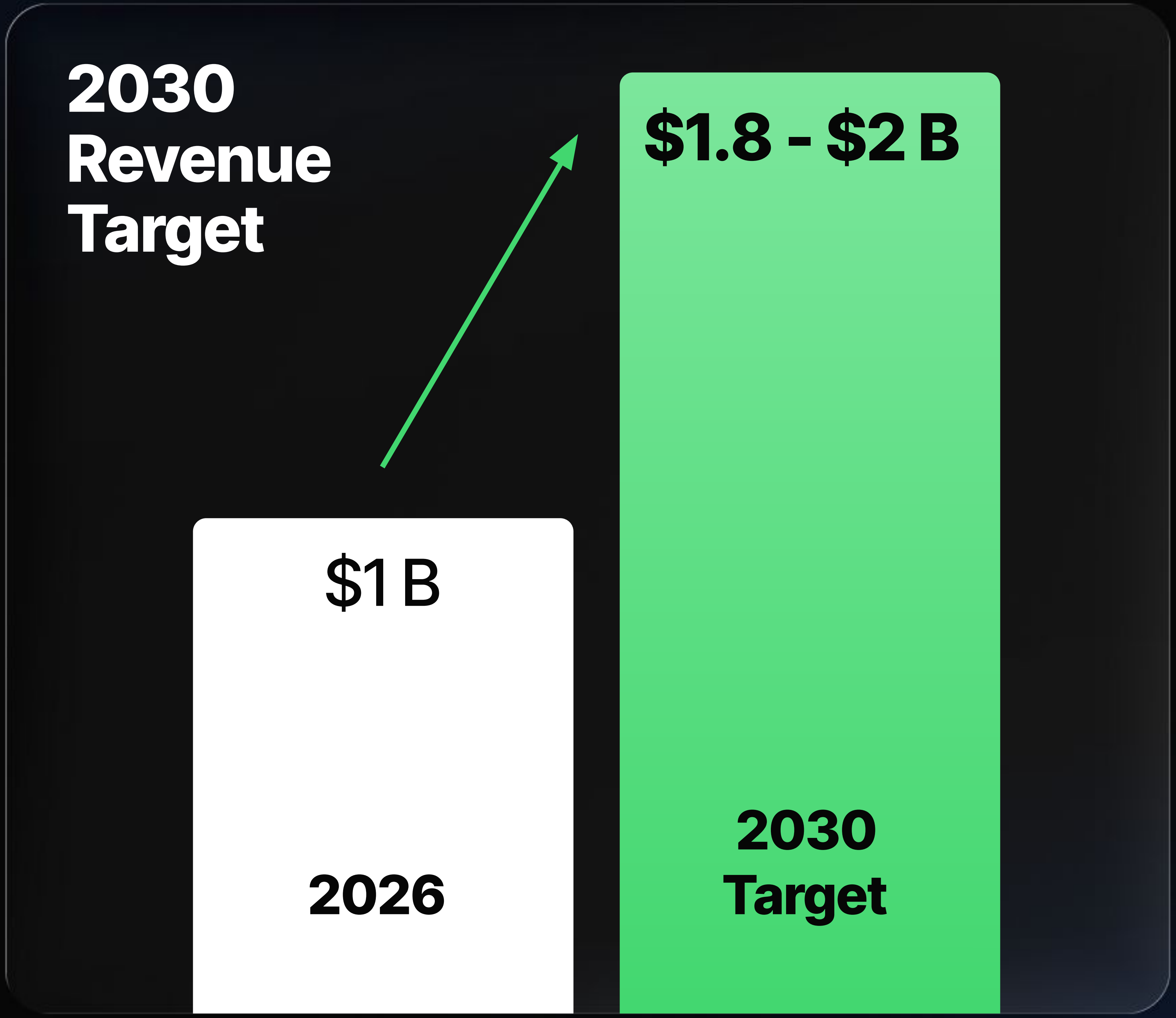
Distribution

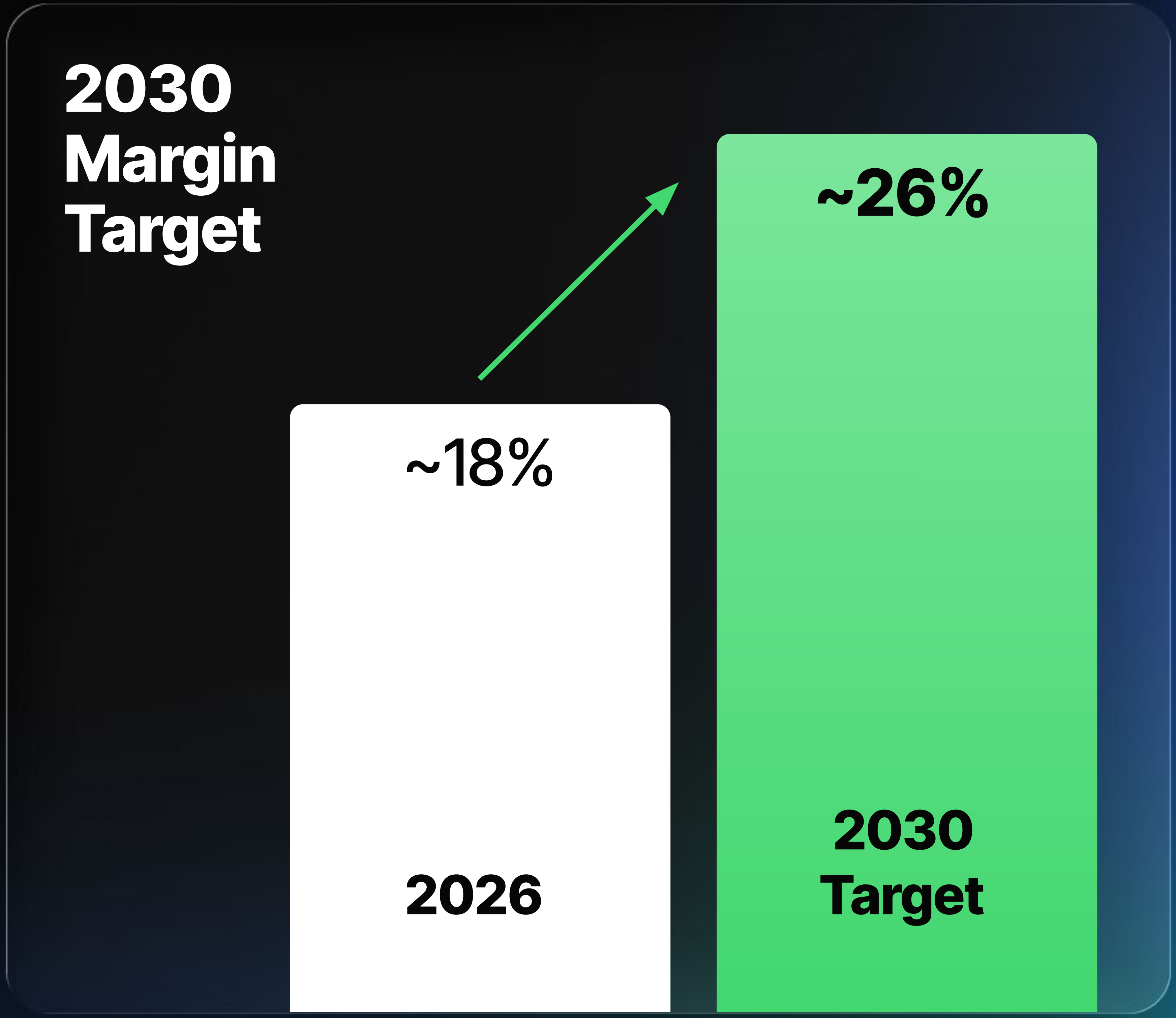
2030 Revenue Target

$1.8 Billion
to **$2 Billion**



2030 Targets





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Growth Strategy

Four Enduring Tenets

Fit-for-Purpose Solutions

Open, Intelligent Platform

Global Expansion

Partner Ecosystem

Enterprise Software is **Changing**

Enterprise Software is Changing

Software Can Do More
Assist → Perform

Customer Expectations Are Changing
Tools → Outcomes

Users are Becoming Builders
Use → Build

A Different Enterprise Platform

Workiva Platform Strategy

Protect & Grow the Core

Transform the Platform

Expand with New AI Offerings

Strengthen and accelerate today's business while building the future.

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Software that understands **the customer's business**

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Software that **customers trust**

Trusted Data

Traceable

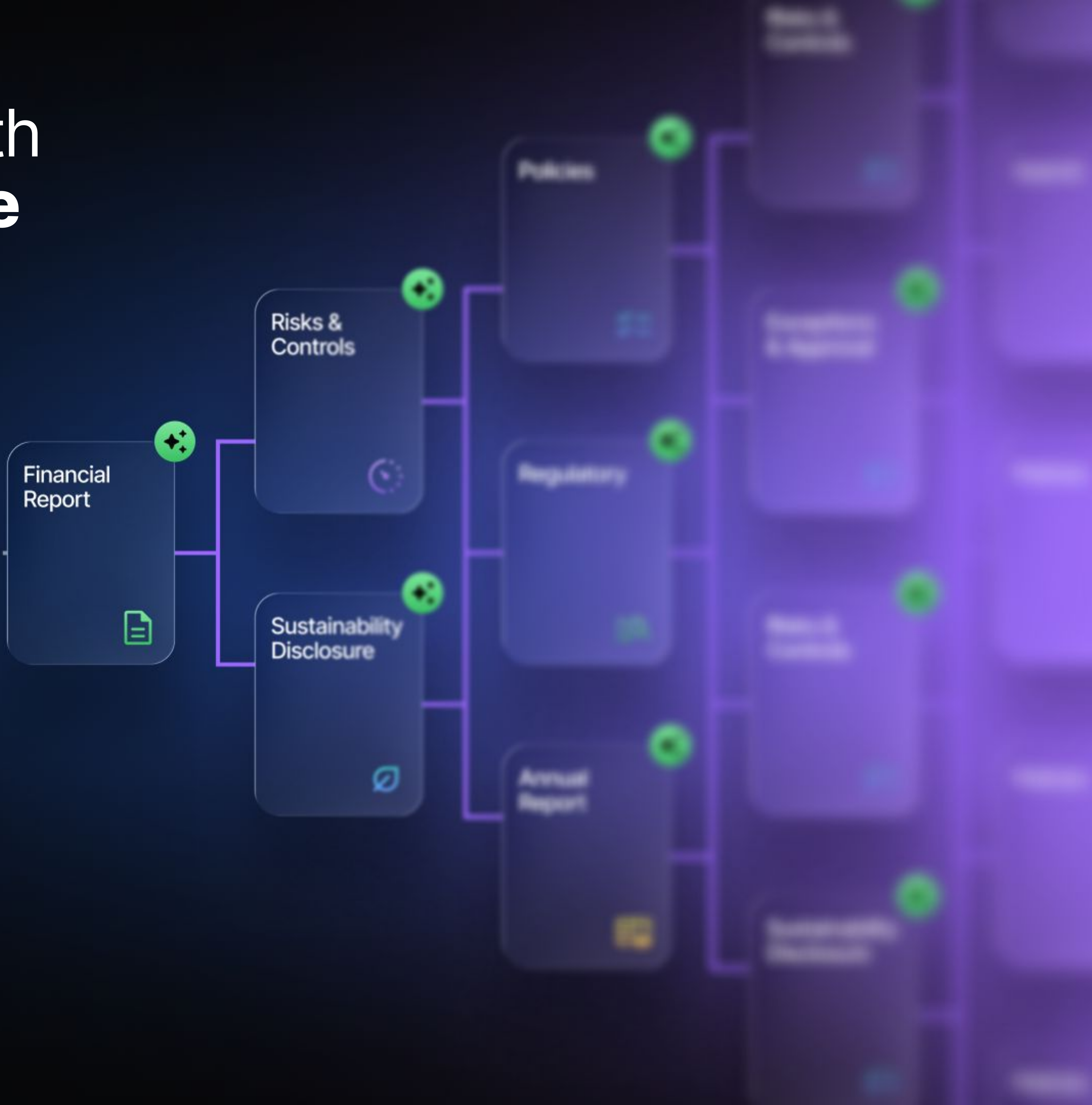
Defensible

Audit-ready

The More Customers Do with Workiva, the **More Valuable the Platform Becomes**

The More Customers Do with Workiva, the **More Valuable the Platform Becomes**

Business Context, Trusted Data



- Tie-out Agent
- Sustainability Disclosure Agent
- Automated Testing Agent
- And many more...

Beyond Agents Performing Tasks

Business Context, Trusted Data

Agentic AI performing entire process

Workiva taking on more of the work, with the **customer in control**

One Platform.
Expanding Opportunities.

Expanding Regulatory Opportunity

Expanding Regulatory Opportunity

Beyond Reporting

- Understand regulations
- Map data, understand ownership
- Monitor changes, make adjustments
- Demonstrate compliance

Regulatory Opportunity We're Going After

Producing regulatory outputs

→

Managing more of the regulatory work

The platform organizations rely on to manage their regulatory work

Workiva is Positioned to Be a Leader in This Market

- Trust, governance, and traceability are built in the core.
- We understand regulatory work.
- We understand our customers' businesses and data.
- We have distribution. >6,000 customers.
- We're already embedded in their tech & data ecosystem.

Agentic AI makes these earned advantages more valuable.

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Monetizing the Value We're Delivering for Customers

Monetization: Good, Better, Best

(value metrics, not seat based)

AI Enables New Offerings, New Solutions

Strong relationships we're building with our customers: **two proof points**

A Top Global Investment Firm

Platform Journey

1 Solution

SEC Reporting

1st Solution
2014

ACV Growth

ACV

A Top Global Investment Firm

Platform Journey

2 Solutions

Investment Reporting

SEC Reporting

1st Solution
2014

2nd Solution
2021

ACV Growth

ACV

A Top Global Investment Firm

Platform Journey

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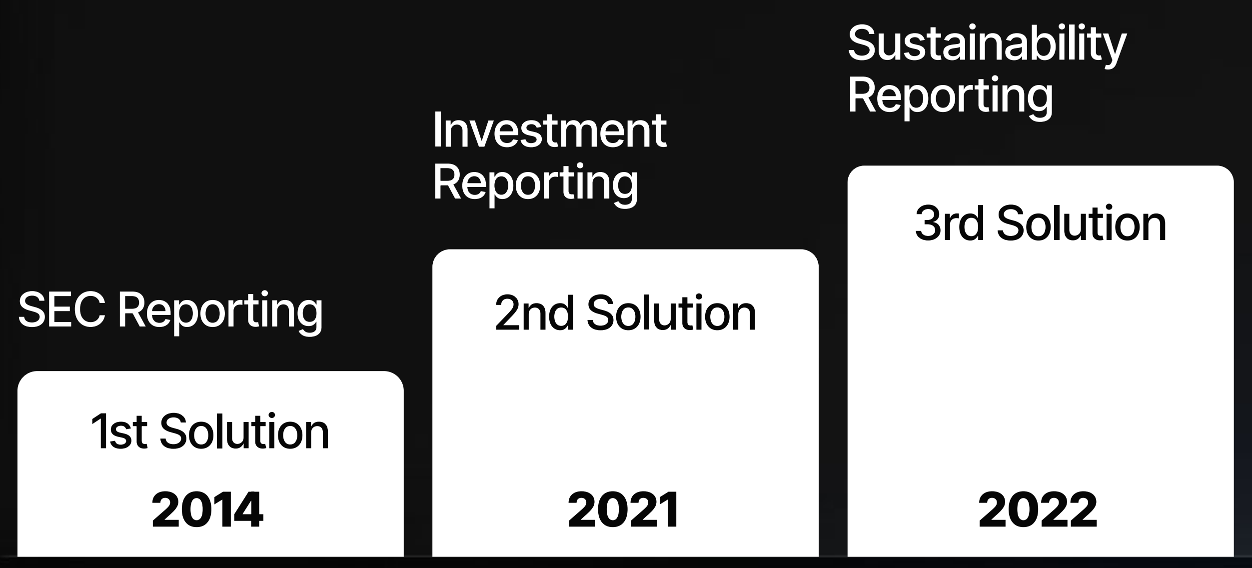
3 Solutions



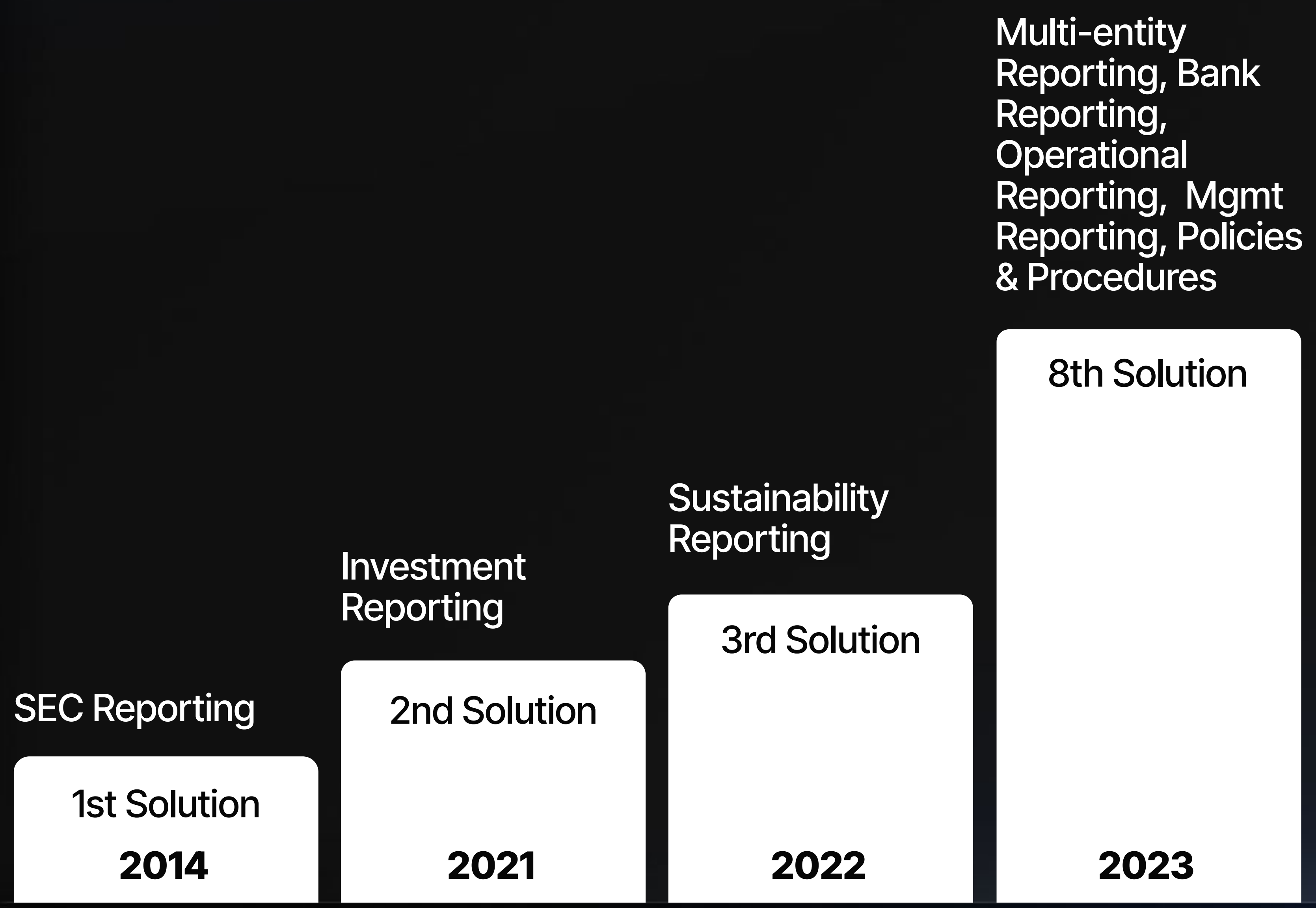
ACV Growth

ACV

A Top Global Investment Firm

Platform Journey

8 Solutions



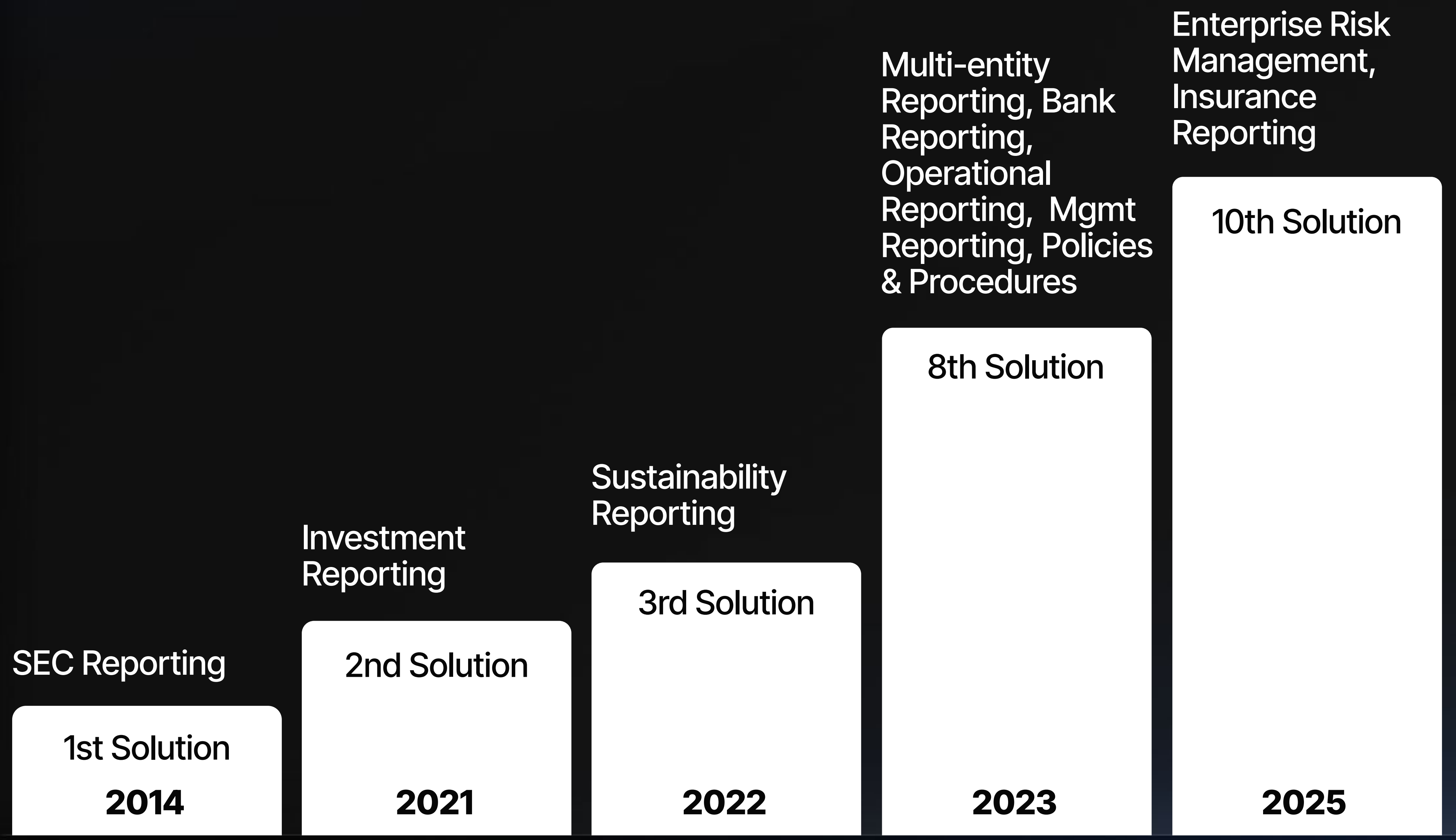
ACV Growth

ACV

A Top Global Investment Firm

Platform Journey

10 Solutions



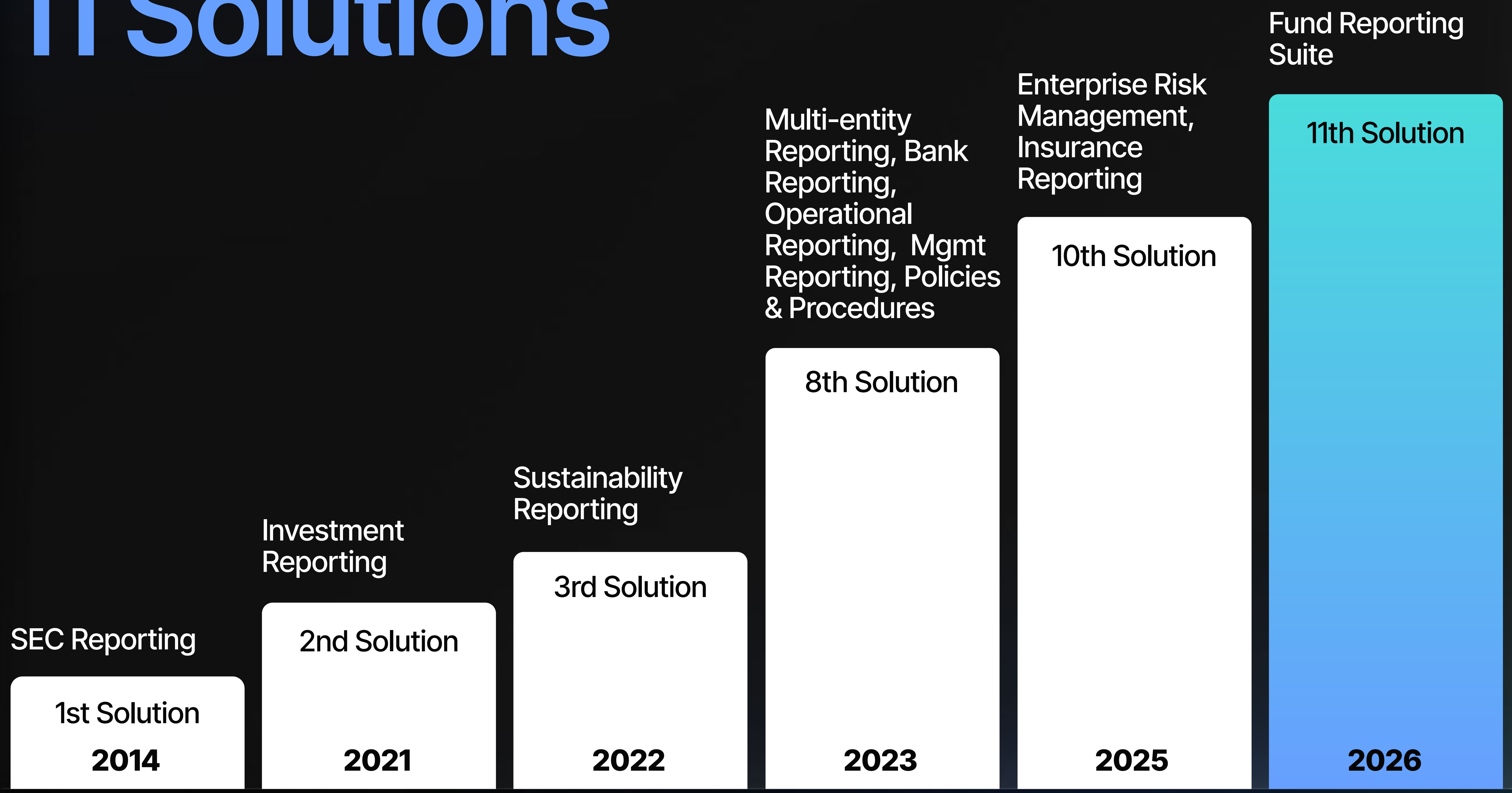
ACV Growth

ACV

A Top Global Investment Firm

Platform Journey

11 Solutions



55x

ACV Growth

$5.5M+

ACV

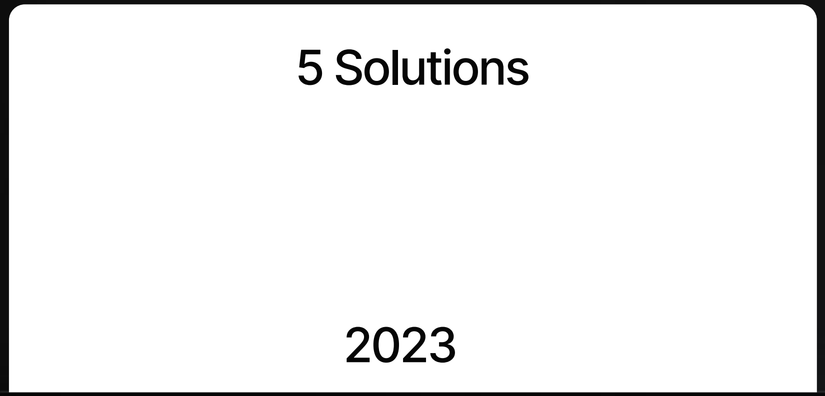
A Leading US Bank

Platform Journey

workiva

5 Solutions

Sustainability Reporting, SEC, Stress Testing, Living Will, Bank Reporting



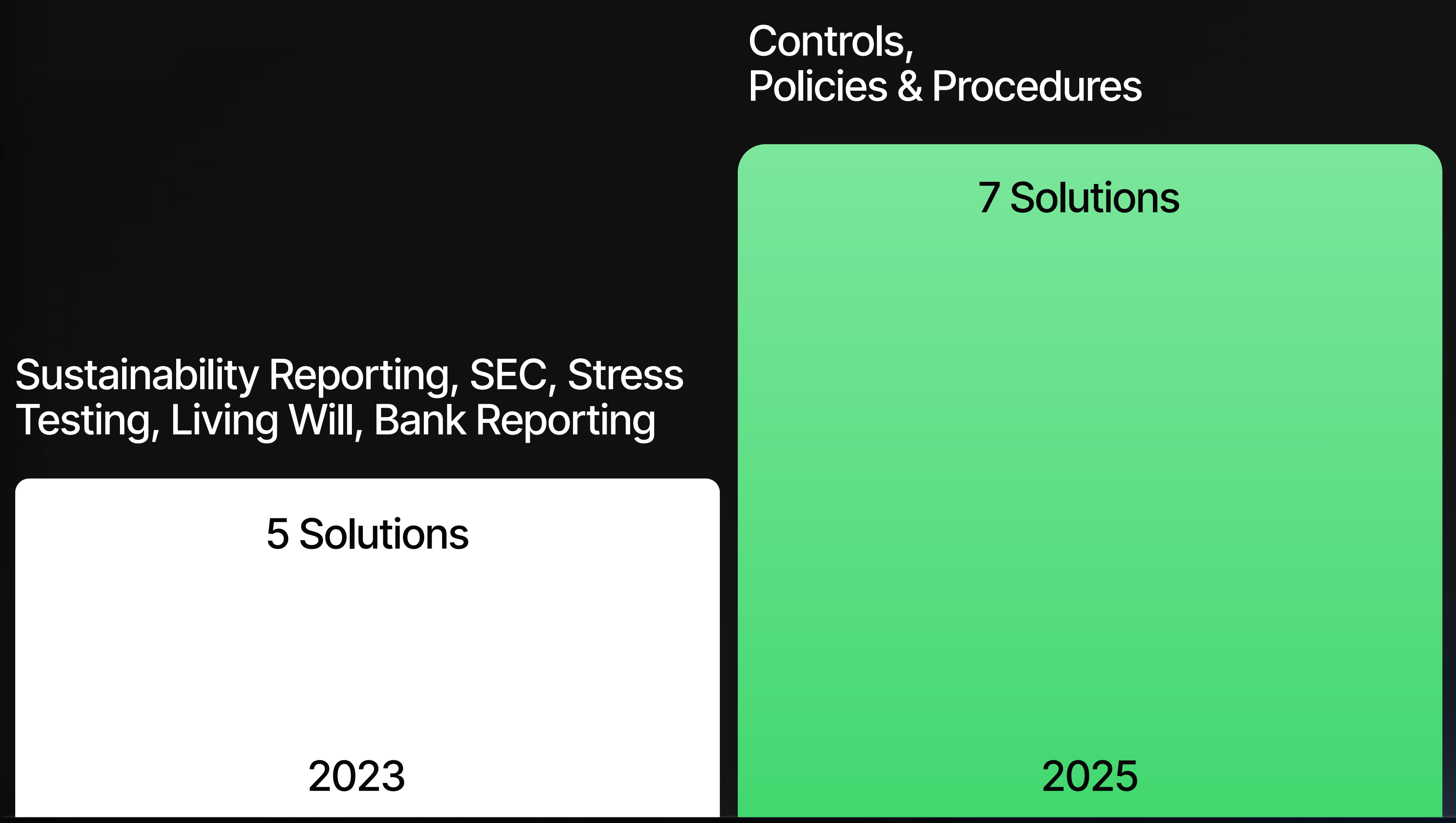
ACV Growth

ACV

A Leading US Bank

Platform Journey

7 Solutions



2x

ACV Growth

$1.7M+

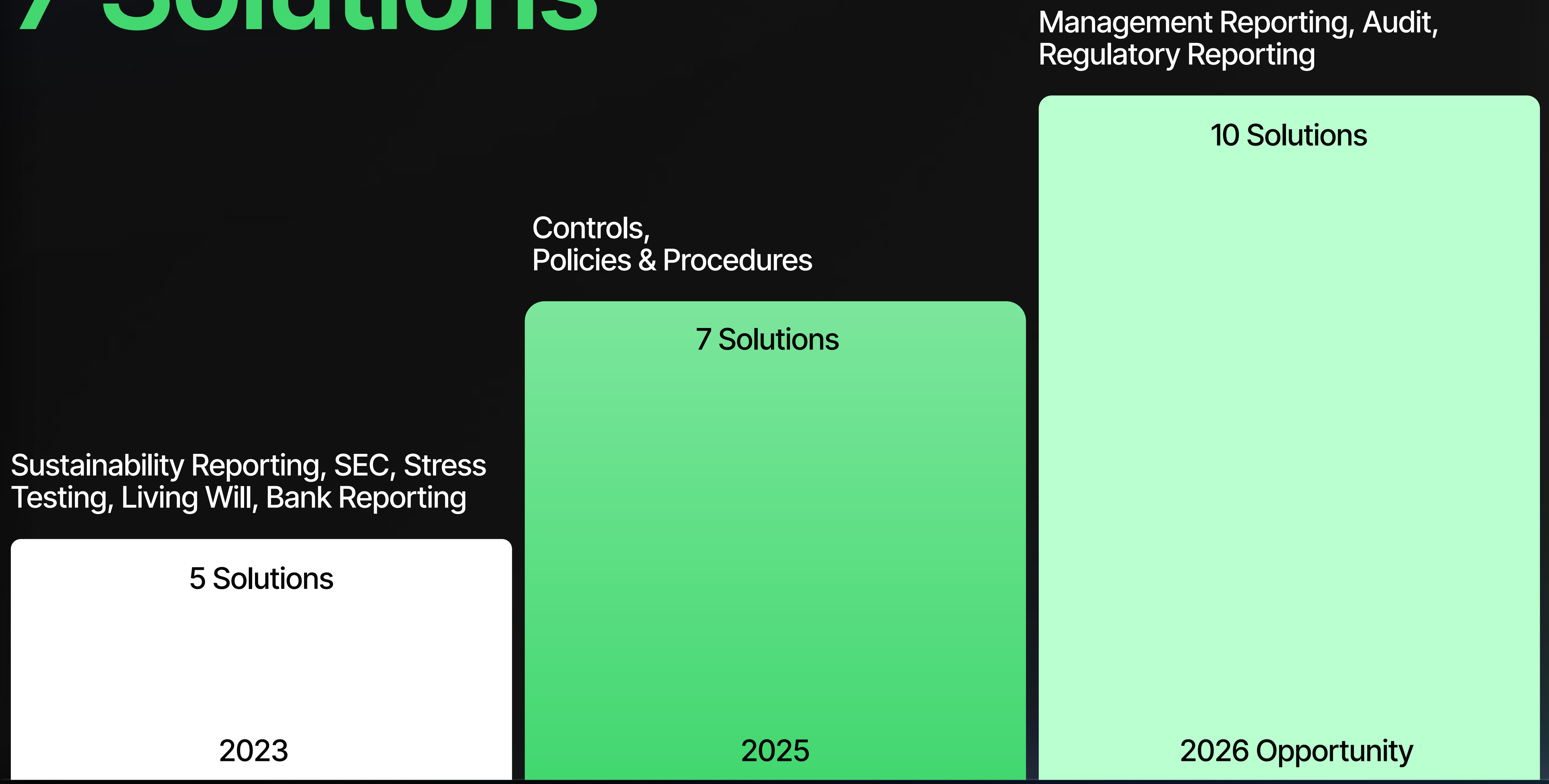
ACV

A Leading US Bank

Platform Journey

workiva

7 Solutions



2x

ACV Growth

$1.7M+

With open opportunity to increase to $2.2M+ in 2026

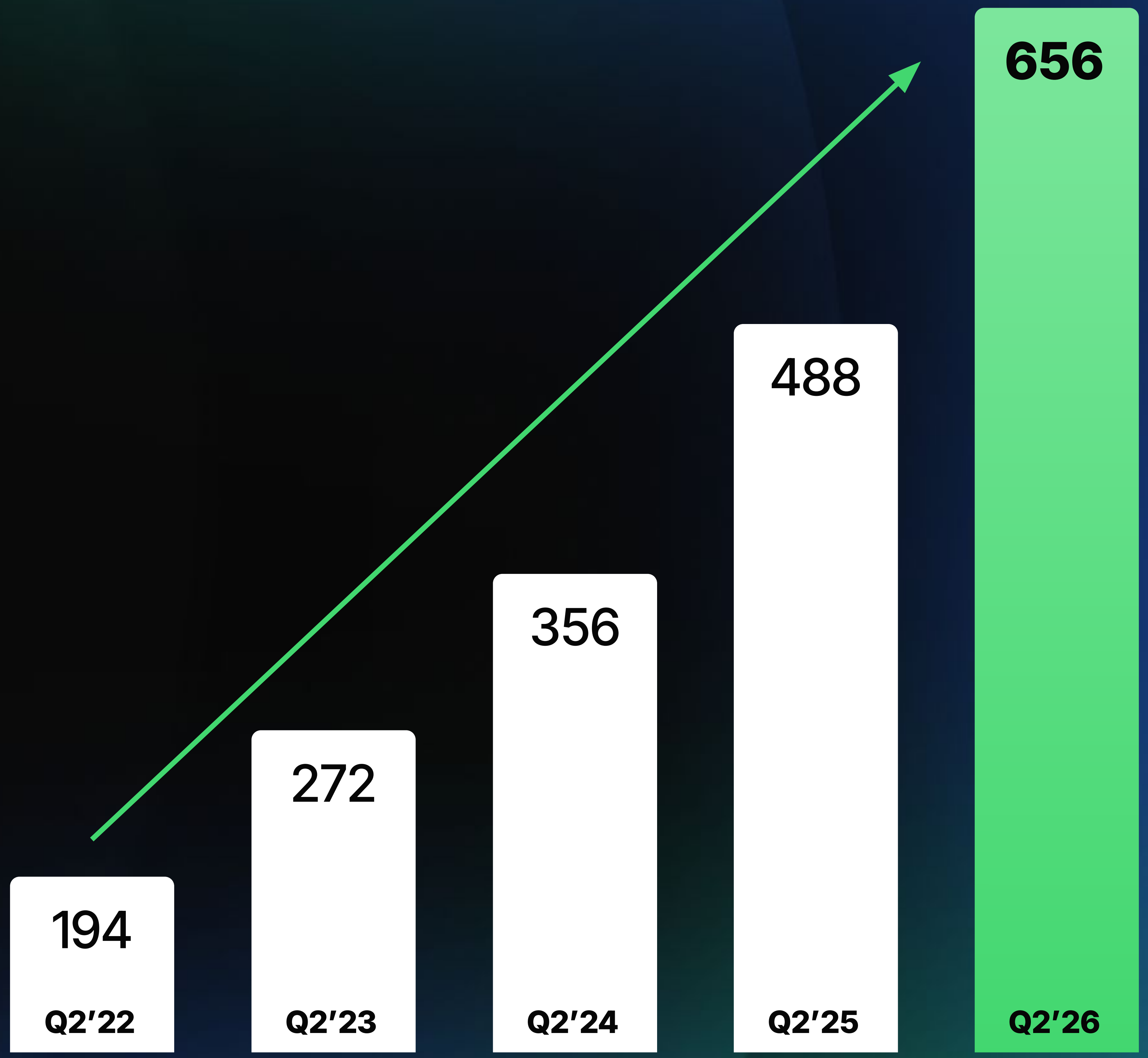
ACV

> $300k ACV Customer Cohort
Growth Metrics

Workiva

36%
Customer Count CAGR over 4 years

95%
Customers have more than 1 solution
as of Q2 ' 26



Customer Count

> $500k ACV Customer Cohort
Growth Metrics

workiva

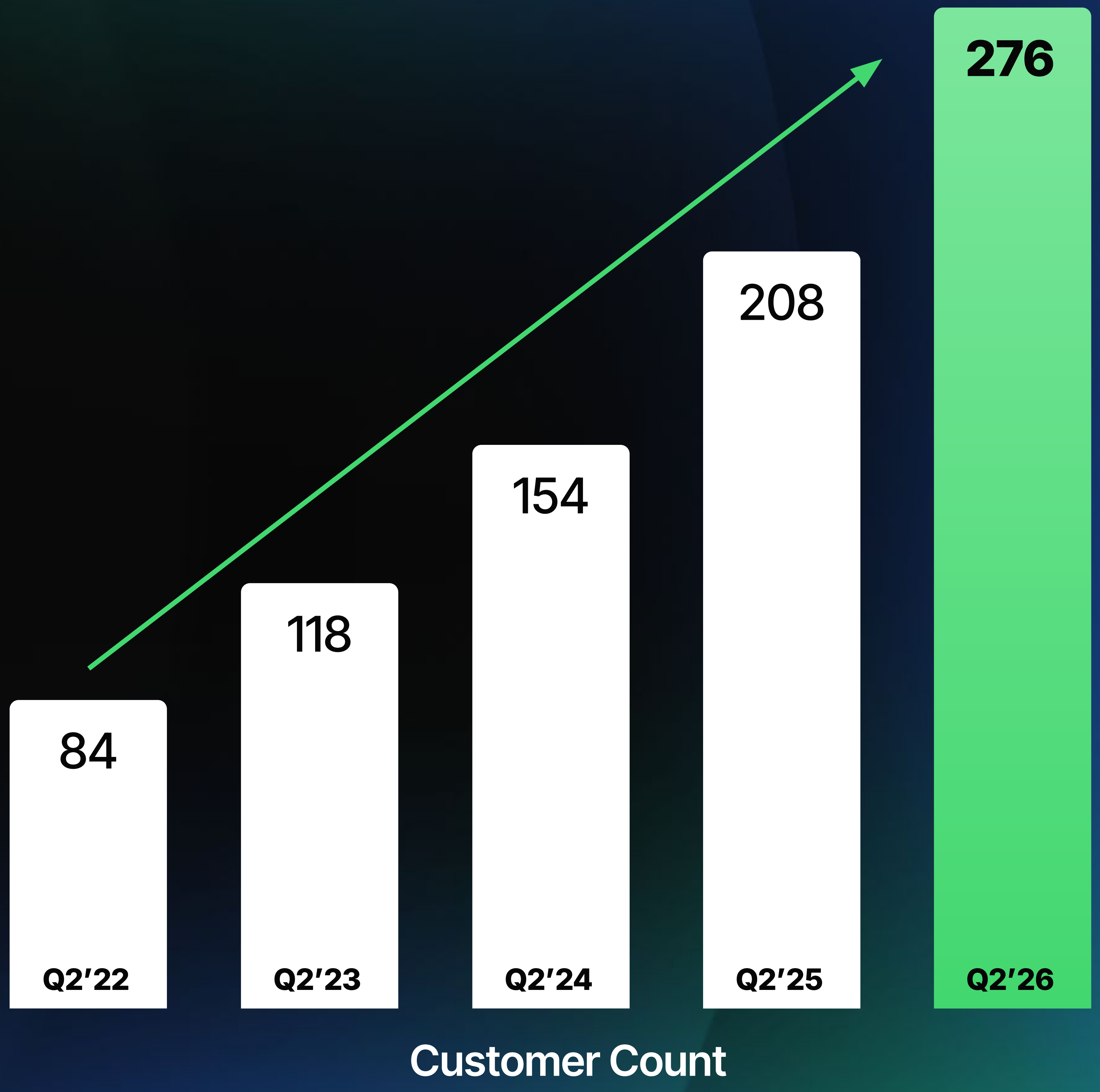
35%

Customer Count CAGR over 4 years

>35%

Customers have 6 or more solutions

as of Q2 ' 26



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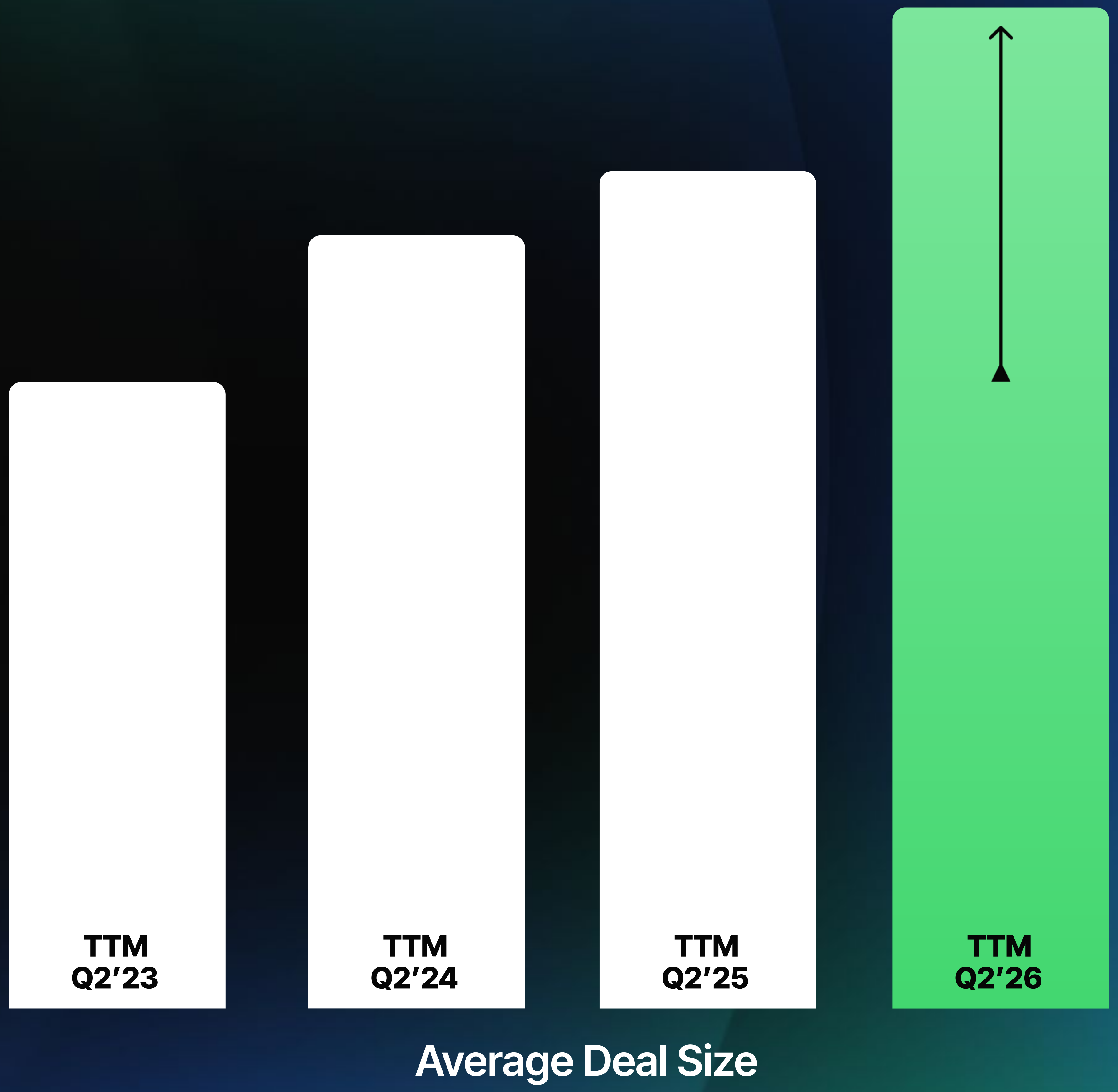
Most of our customers still have only **one or two solutions**

Landing Big and Better
Growth Opportunity

Average Deal Size
increased >50%
over three years

~50% of new logo deals are multi-solution deals
vs. ~25% three years ago

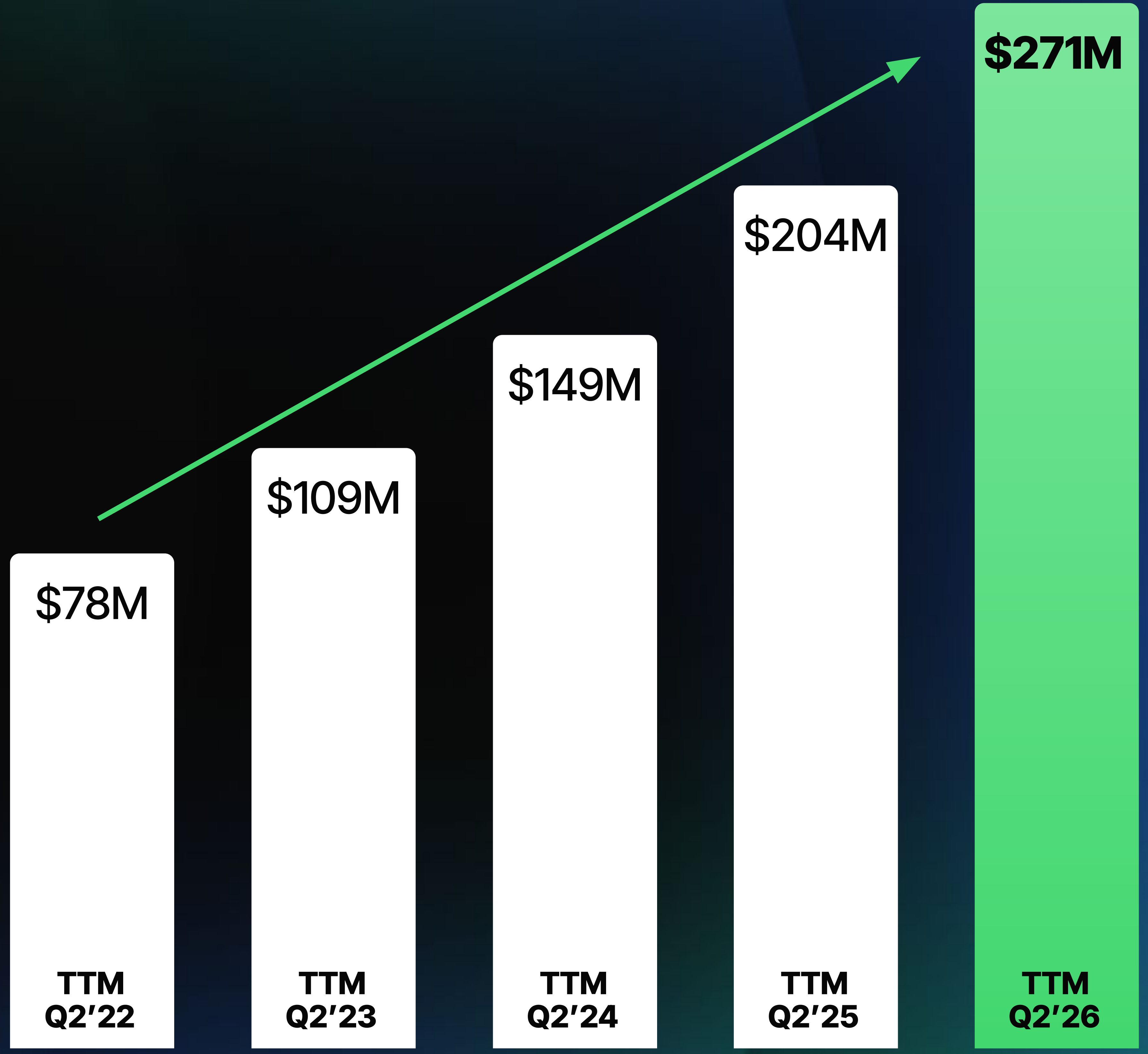


Significant Opportunity Across the Globe

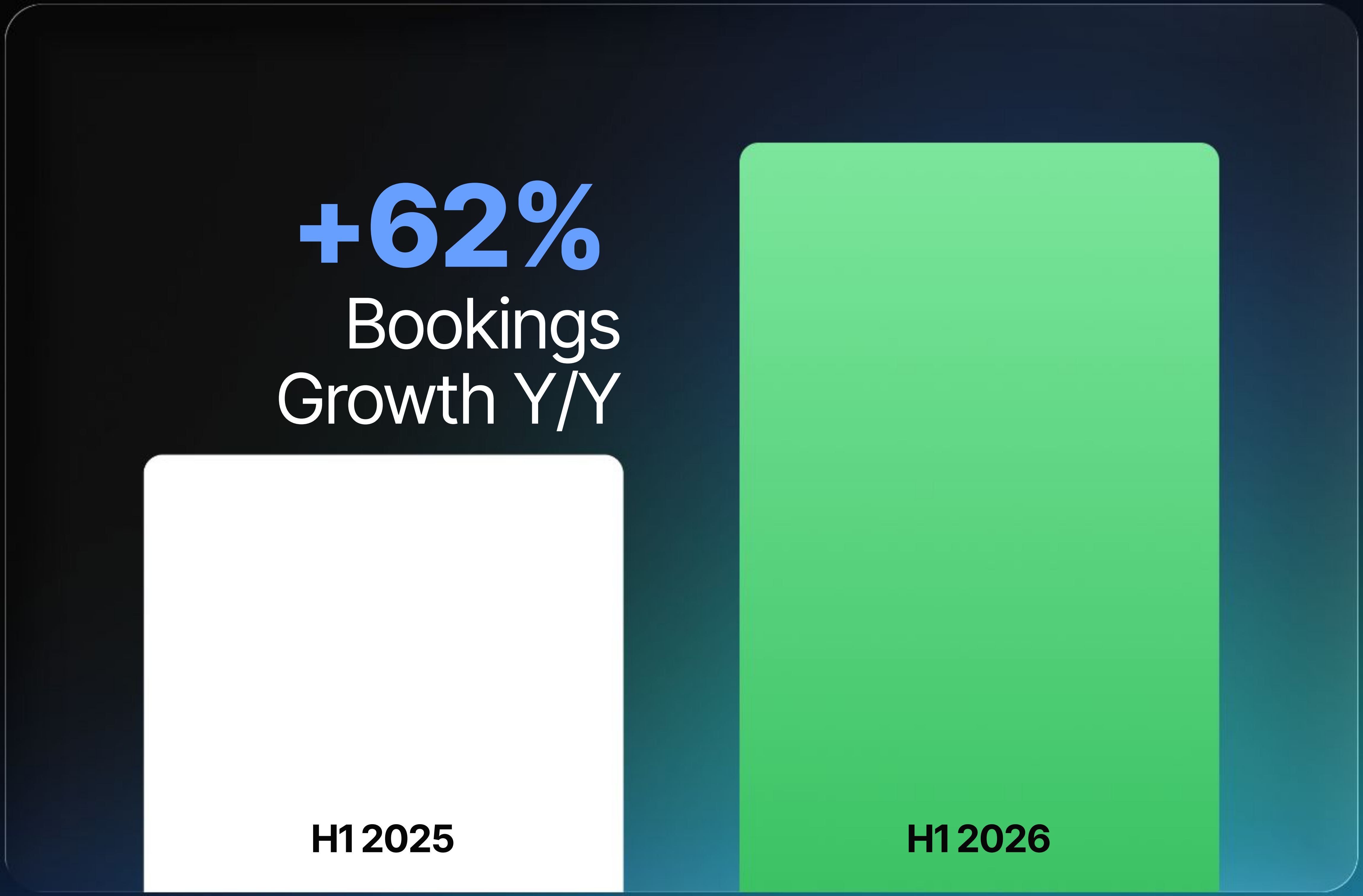
TTM Revenue Outside the US

37%

CAGR over 4 years



Partner Sourced Deals Driving Growth



Strong mix across partners (regional, specialized, Big 4)

More partners certified to deliver platform

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Investing in Growth While Improving the Economics of the Business

20% Subscription Revenue Growth Y/Y

H1 2026

18% Non-GAAP Operating Margin

H1 2026

Our Mandate is Clear

- Invest behind the opportunities that can drive growth.
- Keep raising the bar on productivity.
- And improve the economics of the business as we scale.

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Workiva's Earned Advantages

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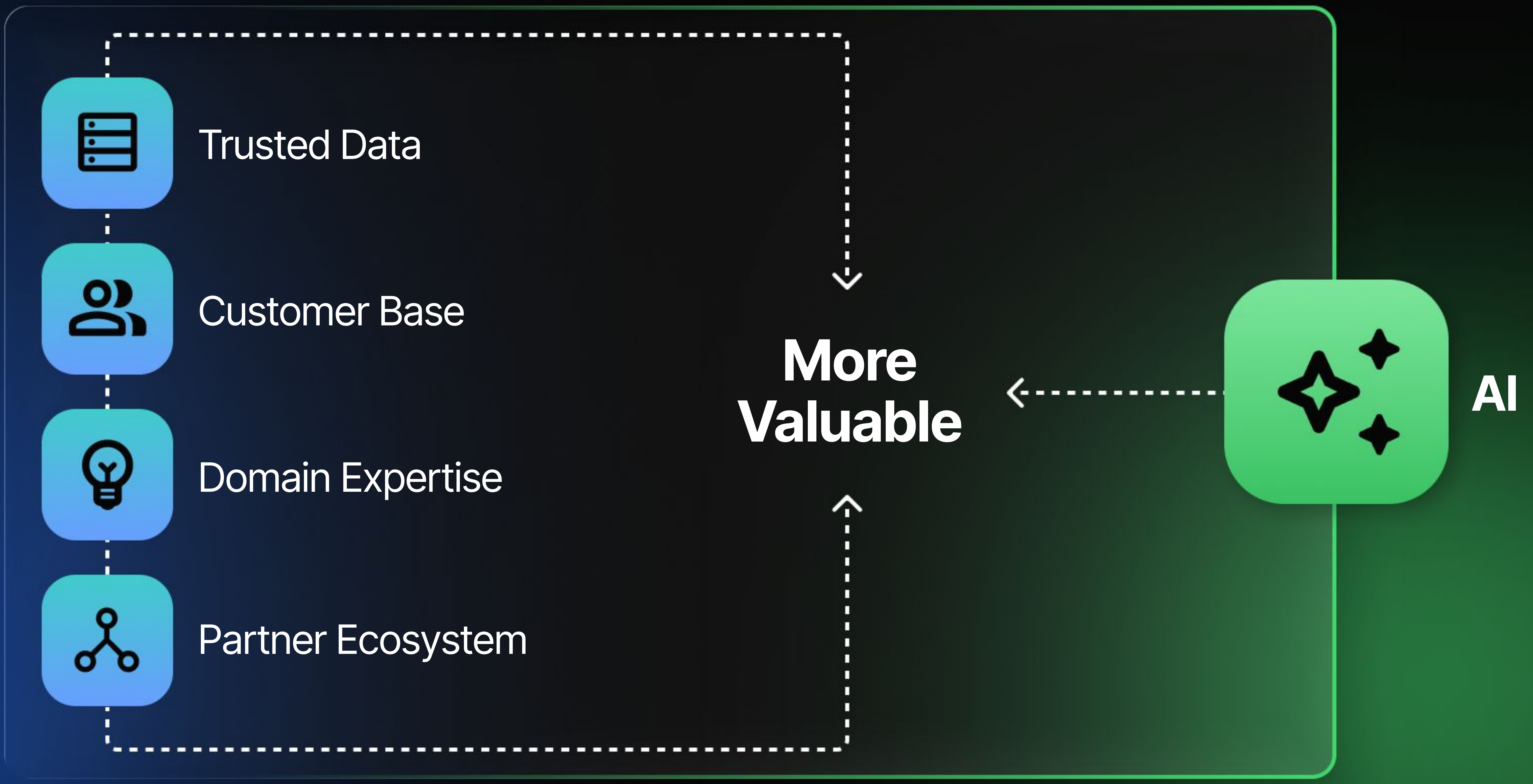

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Our strategy hasn't changed.

Our ability to execute it has.

Deepak Bharadwaj

→ Chief Product Officer

Helping our Customers Accelerate their AI Journey

Workiva's Product Strategy Framework

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A platform built to work, with customer in control

Trusted Data & Trusted AI

Traceable + Defensible + Audit-ready

Workiva's Product Strategy Framework

A platform built to work, with customer in control

Fit-for-Purpose Agents

Specific tasks

Trusted Data & Trusted AI

Traceable + **Defensible** + **Audit-ready**

Currently Available **Agents**

Peer Benchmarking	Controls Testing
Financial Tie-out	Remediation
XBRL Validation and Tagging	Import and Review
Sustainability Disclosure Agent	GRC Report Generation

Workiva's Product Strategy Framework

A platform built to work, with customer in control

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Fit-for-Purpose Agents
Specific tasks

Agent Orchestration
Coordinated work

Trusted Data & Trusted AI

Traceable + **Defensible** + **Audit-ready**

Workiva's Product Strategy Framework

workiva

A platform built to work, with customer in control

Fit-for-Purpose Agents
Specific tasks

Agent Orchestration
Coordinated work

Agentic Applications
Outcome-driven execution

Trusted Data & Trusted AI

Traceable + Defensible + Audit-ready

Workiva's Product Strategy Framework

A platform built to work, with customer in control

Platform Extensibility

Users become builders

Fit-for-Purpose Agents

Specific tasks

Agent Orchestration

Coordinated work

Agentic Applications

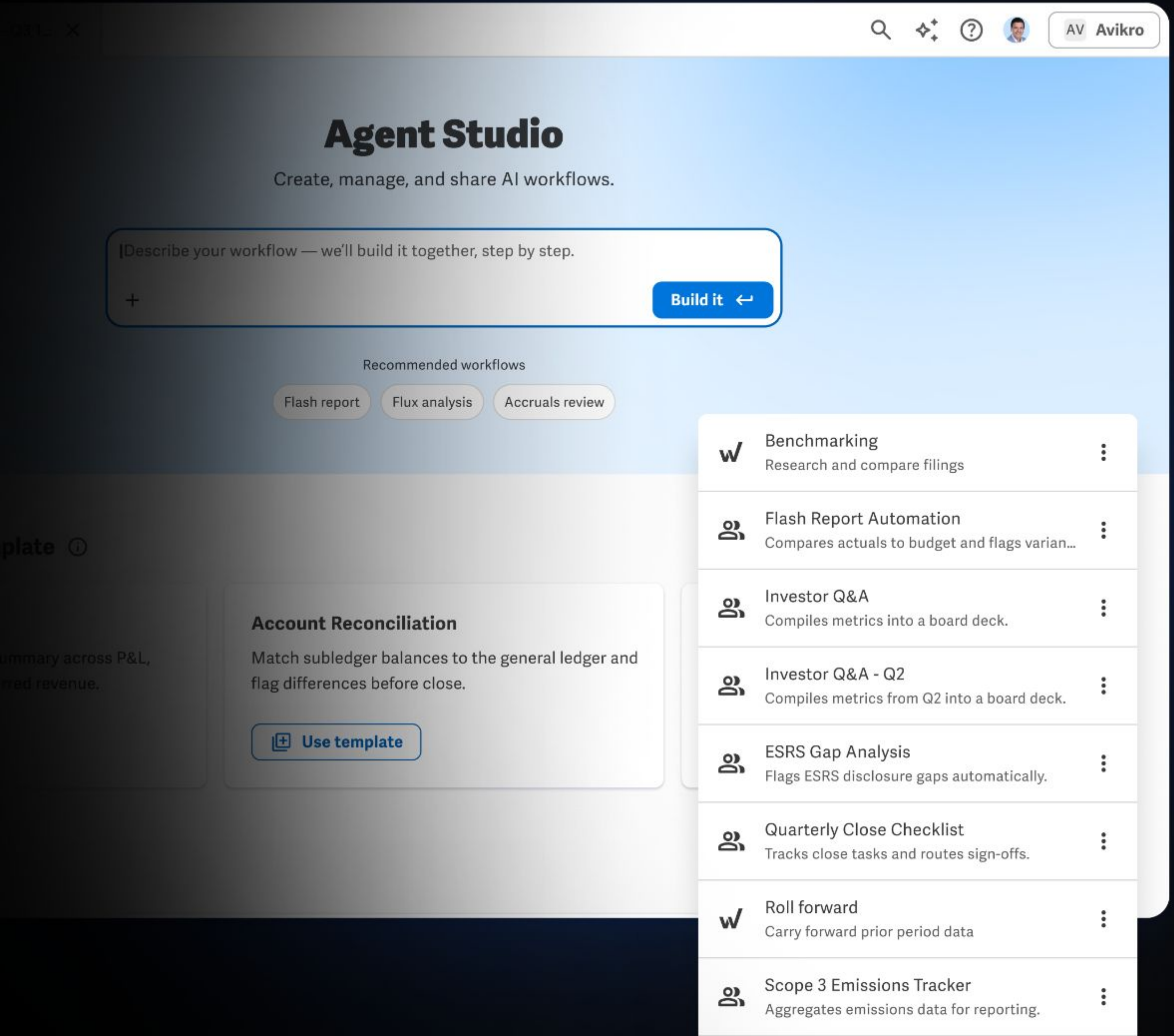
Outcome-driven execution

Trusted Data & Trusted AI

Traceable + Defensible + Audit-ready

Agent Studio

Enabling Builders to **Extend Platform Value**



Agent Studio Demo

10Q - Q3 - 2026 ×

GS GSR Reporting

Agent Studio

Create, manage, and scale AI workflows.

Describe your workflow — we'll build it together, step by step.

+

Build it ↵

Recommended workflows

Flash report · Flux analysis · Accruals review

Get started with a template

Quarter End Flash

Rapid post-close financial summary across P&L, revenue, bookings, and deferred revenue.

Use template

Account Reconciliation

Match subledger balances to the general ledger and flag differences before close.

Use template

Carbon Emissions Report

Aggregate Scope 1–3 emissions data and draft a regulatory disclosure.

Use template

Continue building

Status	Workflow	Access	Owner	Last updated ↓	Actions

Agent Studio in Action

Examples of how customers can build on our platform

- Quarter-end variance analysis
- Earnings call Q&A preparation
- Carbon & ESG data analysis
- Disclosure review & compliance check
- Board reporting package assembly

The possibilities are endless.

Enabling Builders to **Extend Platform Value**

Platform Extensibility Opens up New Possibilities

Focus on the business. Leave the infrastructure to us.

Build on Workiva.

Purpose-built for high-stakes work
Adopt AI with confidence

Using trusted enterprise context
Traceable, governed, defensible

To accelerate innovation
Faster time to value

Extend with MCP.

Open and accessible
Trusted data, connected to external workflows and accessed via existing AI ecosystems

With permissions & control
Users can only access data they are permissioned to and access is logged for audit purposes

Our platform powers our solutions

Financial Reporting & Sustainability

Group Reporting

10K Rollforward and Prep Agent

Benchmarking Insights Agent

Tie-out Agent

XBRL Validation Agent

8K Report Generator Agent

Pre-built Agent Studio templates

Entity Reporting

Entity 360

Intelligent Projects and Oversight

Financial Statement Orchestration

Agentic BEA Surveys

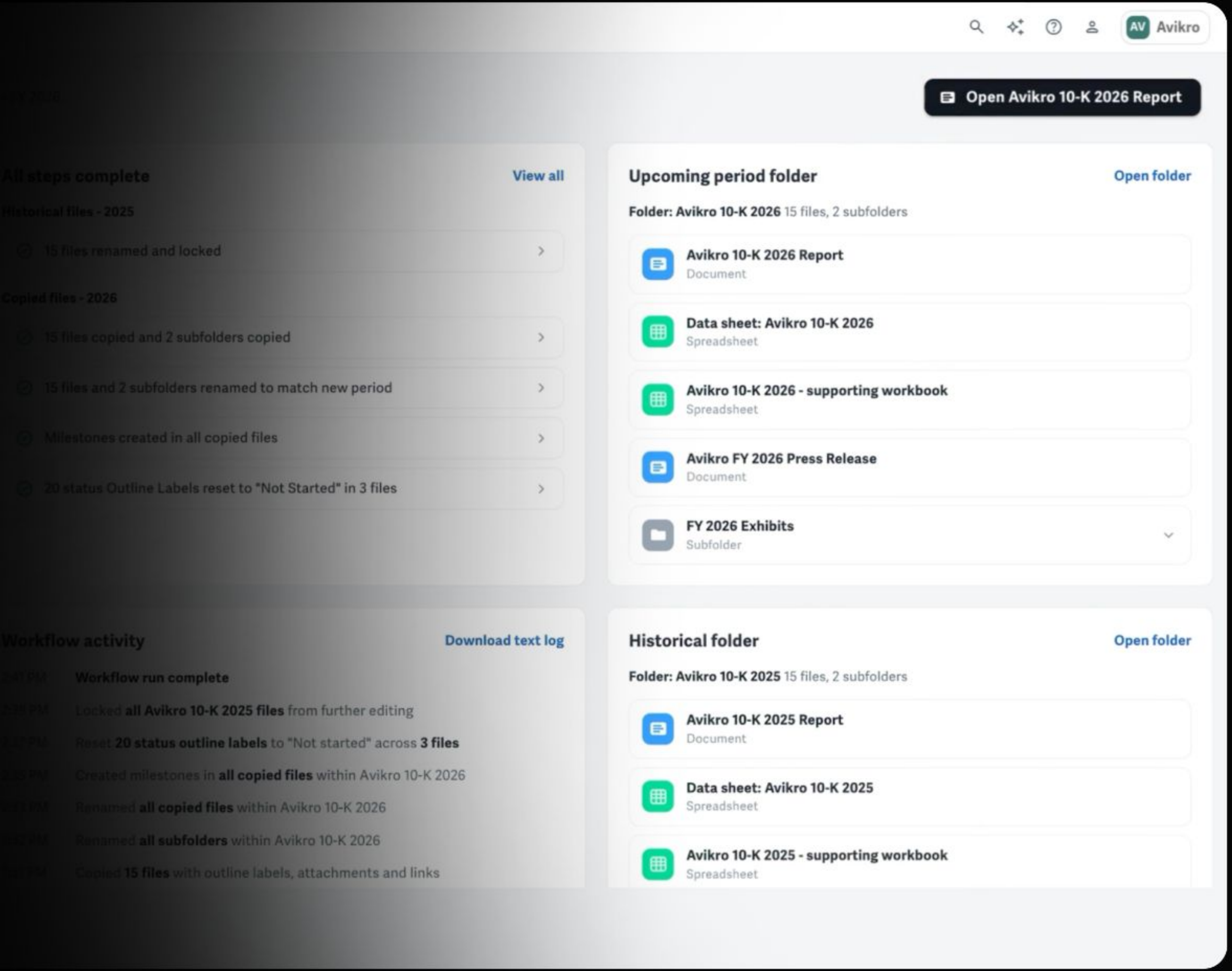
Agentic Country by Country Reporting

Agentic Census Survey

Sustainability Reporting

Benchmarking Insights Agent

Disclosure Compliance Agent


Avikro
Open Avikro 10-K 2026 Report
All steps complete
View all
Historical files - 2025
15 files renamed and locked
Copied files - 2026
15 files copied and 2 subfolders copied
15 files and 2 subfolders renamed to match new period
Milestones created in all copied files
20 status Outline Labels reset to "Not Started" in 3 files
Upcoming period folder
Open folder
Folder: Avikro 10-K 2026 15 files, 2 subfolders
Avikro 10-K 2026 Report
Document
Data sheet: Avikro 10-K 2026
Spreadsheet
Avikro 10-K 2026 - supporting workbook
Spreadsheet
Avikro FY 2026 Press Release
Document
FY 2026 Exhibits
Subfolder
Workflow activity
Download text log
Workflow run complete
Locked all Avikro 10-K 2025 files from further editing
Reset 20 status outline labels to "Not started" across 3 files
Created milestones in all copied files within Avikro 10-K 2026
Renamed all copied files within Avikro 10-K 2026
Renamed all subfolders within Avikro 10-K 2026
Copied 15 files with outline labels, attachments and links
Historical folder
Open folder
Folder: Avikro 10-K 2025 15 files, 2 subfolders
Avikro 10-K 2025 Report
Document
Data sheet: Avikro 10-K 2025
Spreadsheet
Avikro 10-K 2025 - supporting workbook
Spreadsheet

10-K Demo

Avikro 10-K roll forward ×

AV Avikro

Auto roll forward for SEC Reports

Build a roll-forward plan that can be reused for periodic filings. Define how this plan works and the settings for future reports.

The agent will:

- **Provide a default roll forward plan** populated with best practices and your previous settings for similar files

We need you to:

- **Review potential roll forward options** including copy settings, locking historical files, and cleaning up newly copied files
- **Edit custom instructions** used to make sure we follow preferences
- **Start the workflow when you're ready** and we will do all the work

Generate roll forward plan

Cancel

Expanding Regulatory Opportunity

Where We're Going

From Reporting to Continuous Regulatory Work

Understand Regulations

Understand Your Business

Determine Applicability

Collect & Manage Data

Map Data to Regulatory Requirement

Prepare Reports

Review & Approve

File & Submit

Monitor Continuously

Manage regulatory work.
Demonstrate compliance.

BE-11

Example

FORM **BE-11A** (REV. 11/2025) OMB No. 0608-0053: Approval Expires 12/31/2028

bea
Bureau of Economic Analysis
U.S. DEPARTMENT OF COMMERCE

2025 ANNUAL SURVEY OF U.S. DIRECT INVESTMENT ABROAD
MANDATORY — CONFIDENTIAL
BE-11A (Report for U.S. Reporter)

Due Date: May 31, 2026

Electronic Filing: Go to **www.bea.gov/efile** for details

Mail reports to: Bureau of Economic Analysis
Direct Investment Division, BE-69(A)
4600 Silver Hill Road
Washington, DC 20233

Deliver reports to: Bureau of Economic Analysis
Direct Investment Division, BE-69(A)
4600 Silver Hill Road
Suitland, MD 20746

Assistance:
E-mail: **be10/11@bea.gov**
Telephone: (301) 278-9418
Copies of form: **www.bea.gov/dia**

Please include your Reporter Identification Number with all requests.

Reporter ID Number* A
*Do not enter Social Security Number in Reporter ID box

1 Name and address of U.S. Reporter

If you wish to make changes to the address information, please do so on the eFile website.

Name:
In Care Of:
Attention:
Title:
Street 1:
Street 2:
City: State Zip:

IMPORTANT

Instruction Booklet — Contains additional instructions, definitions, and detailed reporting requirements for completing this form.

Who must report — Form BE-11A must be filed by each U.S. person that has a foreign affiliate reportable in fiscal year 2025. Data on Form BE-11A pertain to the fully consolidated U.S. domestic business enterprise for the U.S. Reporter's 2025 fiscal year. **DO NOT FULLY CONSOLIDATE OPERATIONS OF FOREIGN AFFILIATES ON FORM BE-11A.** Report data pertaining to the operations of foreign affiliates on Forms BE-11B or BE-11D.

	$	Bil.	Mil.	Thous.	Dols.
Monetary Values — Report in U.S. dollars rounded to thousands (omitting 000). EXAMPLE – If amount is $1,334,891.00, report as	1		1	335	000

If an item is between + or – $500.00, enter "0." Use parenthesis () to indicate negative numbers.

MANDATORY CONFIDENTIALITY PENALTIES

This survey is being conducted under the International Investment and Trade in Services Survey Act (P.L. 94-472, 90 Stat. 2059, 22 U.S.C. 3101-3108, as amended). The filing of reports is mandatory and the Act provides that your report to this Bureau is confidential. Whoever fails to report may be subject to penalties. See page 11 for additional details.

Workiva - Default

Action queue

Decisions waiting on you, and what Scout is watching.

NEEDS YOU · 3

BE-11 · FY25 NEEDS YOU
Continue review — Workiva AI left the next Confirm ready.
Continue

BE-577 · Q2 AT RISK
Data request outstanding · since 5h ago
Chase

Country-by-Country · FY25 WAITING
Scope sign-off requested · since 38m ago

SCOUT IS WATCHING · NO ACTION NEEDED

BE-577 · Q3
Opens when Q2 closes. Providers are ready if you want to prep early.
Prep early Why

PRA-MR · Q3
Based on Sterling's model inventory and current PRA requirements, FY2025 Model Risk Assurance appears applicable.
Start PRA Model Risk Assurance Why

BEA threshold watch · Meridian
Thresholds look unchanged this period.
Details

Recent

Filings you opened lately.

- **BE-11 · New filing** In progress
- **BE-11 · New filing** In progress
- **BE-11 · New filing** In progress
- **BE-11 · New filing** In progress

8	**1**	**2**	**Jul 3**
Active filings	Need review	Waiting	Next due
Across your portfolio	Waiting for you	On collaborators	BE-577 · Q2

Start regulatory work

15 included View all →

Same framework as BE-11 — sources, governed scoping, then execute. Templates sit under each work type.

CORPORATE

- AVAILABLE — **BE-11** Direct Investment Abroad
- PREVIEW — **BE-577** Quarterly Transactions
- PREVIEW — **BE-125** Services & IP Transactions
- PREVIEW — **AIES** Annual Integrated Economic Survey

Setup is confirmed — here's where the filing stands coming out of the prior-year reuse.

Mapping: 149 field instances mapped automatically from the FY2024 BE-11 package. 3 exceptions couldn't resolve to a system of record and were routed to collection.

Collection: 21 requests across 20 tasks were sent to 4 prior-year providers. All 21 prior-year responses and their evidence packages were carried forward, re-verified against the FY2025 filing, and accepted — **0 requests outstanding**.

Nothing new was chased. The prior-year record was clean enough to reuse in full.

Collection is complete and ready to lock. **Confirm data collection** to close this stage and move into validation.

PRIOR FILING RE-VERIFIED

Data collection is ready to confirm

Reused FY2024 · BE-11

149 fields mapped · 3 review exceptions routed to collection

21 requests sent to 4 prior-year providers

20 prior-year provider responses reused and re-verified · 21 evidence packages reused and re-verified

21 requests accepted · 0 requests outstanding · 0 requests canceled

› Governed by `BE-11.2026.2` 3 rules

Prior filing reuse is prepared and re-verified — Review collection — Confirm data collection

21 requests accepted · 0 requests outstanding · 0 requests canceled.

Ask Workiva AI about this filing...

+ Attach — Ask every time

BE-11 REPORT

Meridian Holdings FY2025 BE-11

Collect

100% filled from governed sources

152 of 152 figures

6 sources →

152 mapped · **0** need a look · **0** by hand

All required figures are ready for review.

Form	Status	Entity	Country	Progress
BE-11B	In review	Meridian Americas Holdings	CA	Form complete
BE-11B	In review	Meridian APAC Holdings	SG	Form complete
BE-11B	In review	Meridian Argentina SA	AR	Form complete
BE-11B	In review	Meridian Australia Pty Ltd	AU	Form complete
BE-11D	In review			

filing.

› Governed by BE-11.2026.2 2 rules

Package approved Package · approval record Sarah Patel · Ask every time · 7:23 AM

› Worked for 4s

Sarah Patel's attestation of the 3 traced movements is confirmed and recorded. With that, both open groups are cleared — the 2 judgment flags and all 3 attestations are resolved.

All 15 forms are now reviewed and ready. The workflow is advancing to approval.

The approval package is locked. All 15 forms are confirmed, the 3 material movement attestations are on record under Sarah Patel, and the filing is authorized.

BEA transmission is the one remaining step — when you're ready, File with BEA to submit the FY2025 BE-11 package.

› Governed by BE-11.2026.2 2 rules

Filed with BEA Filing · transmission record Sarah Patel · Ask every time · 7:23 AM

Package approved — ready to file. The approval is locked. File with BEA when you're authorized to transmit.

› Governed by BE-11.2026.2 2 rules

Working...
Preparing the next update...

Ask Workiva AI about this filing...

+ Attach Ask every time

BE-11 REPORT

Meridian Holdings FY2025 BE-11

Updating the filing

BEA CONFIRMATION RECEIVED

BE-11 submitted successfully

The authorized package was transmitted and the receipt was preserved in the governed report record.

SIM-BEA-6A3012D49C

PACKAGE	AUTHORIZED BY	FILED	RECEIPT
FY2025-v1	Sarah Patel	Sep 8, 2026 · 7:23 AM	Preserved

EXPORT

Download governed outputs

Submission package (ZIP)
All governed artifacts in one archive.
.ZIP

Evidence manifest (JSON)
Source hashes and package metadata for audit.
.JSON

Populated PDF
Printable package summary with confirmation details.
.PDF

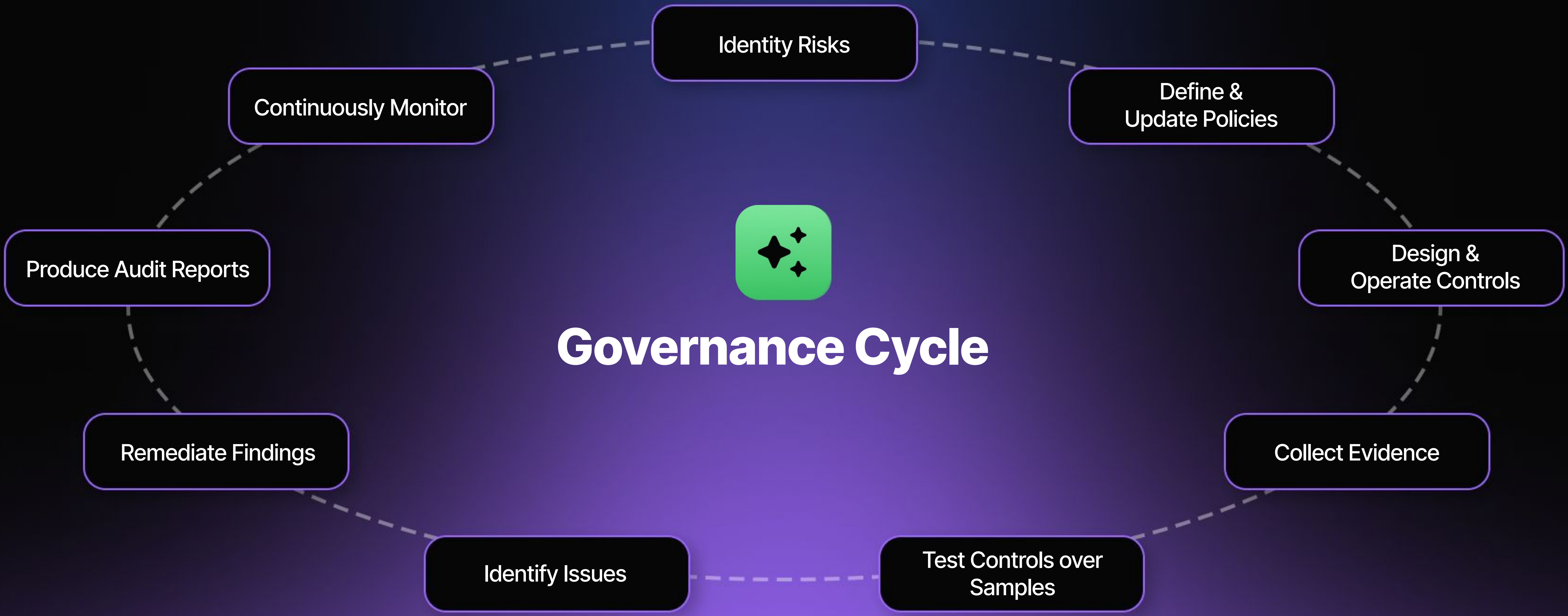
Human-readable HTML
Browser-friendly artifact index.
.HTML

CSV forms
Individual regulator CSVs from the submission package.
.CSV

View filing activity ›

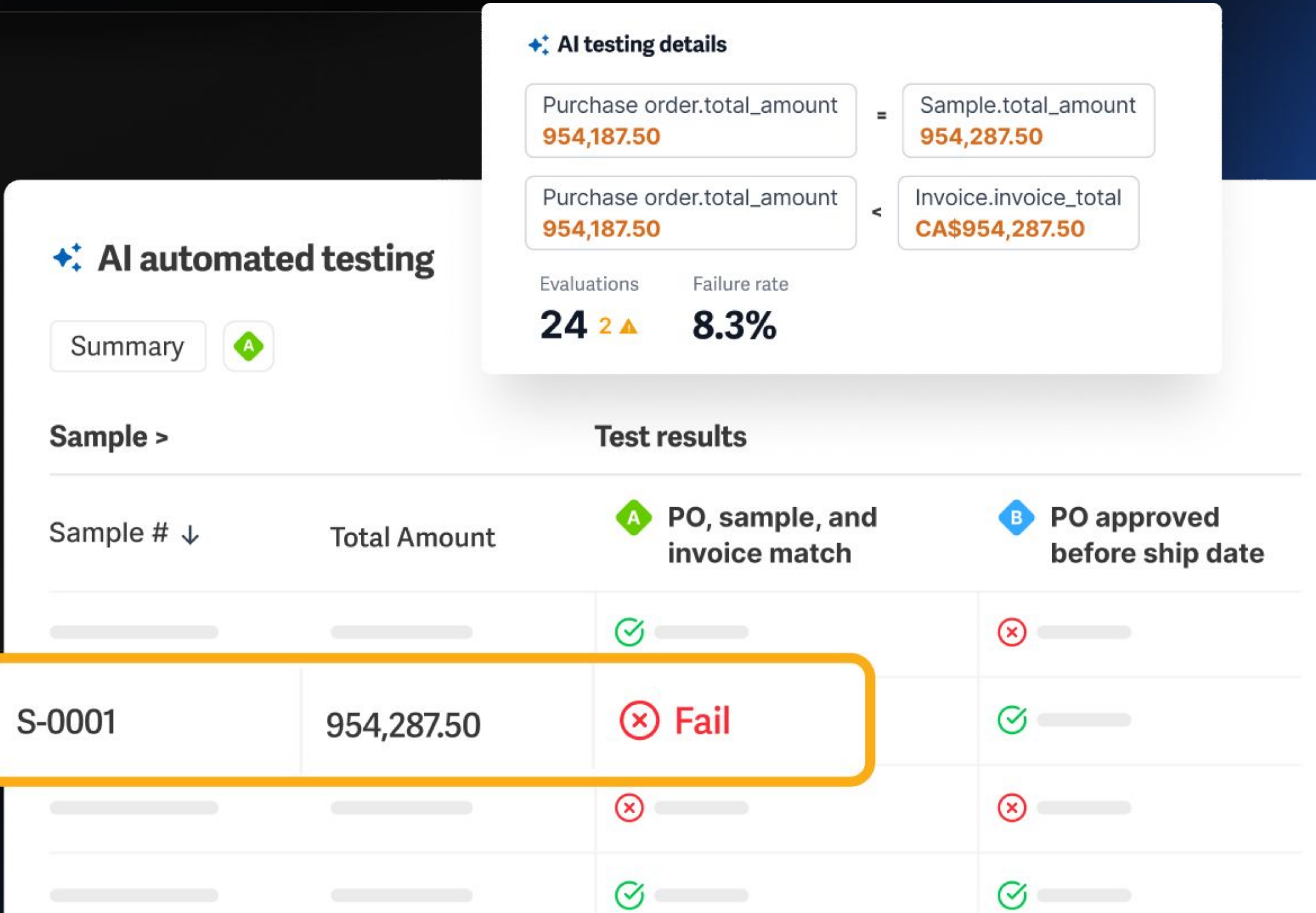
GRC

Governance, Risk and Compliance



Agentic Automated Testing

- Evidence Agent
- Attribute Agent
- Testing Agent



Remediation Agent

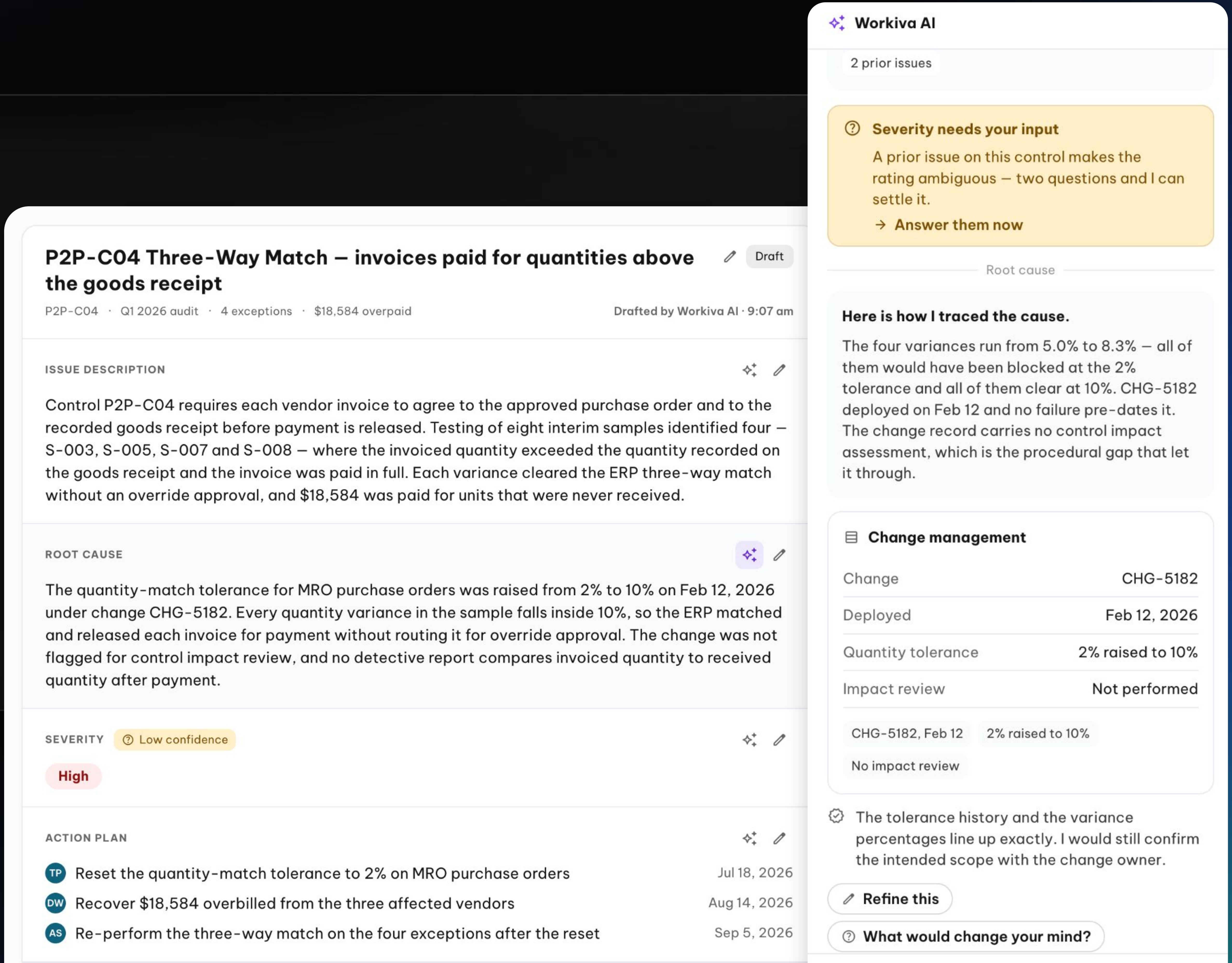
Workiva

Identify patterns

Analyze root causes

Draft and refine issue documentation

Review and refine AI recommendations



Governance, Risk, & Compliance

Automated Testing & Remediation

Evidence Agent

Attribute Agent

Testing Agent

Remediation Agent

Policy Management

Policy Import Agent

Policy Review Agent

GRC Reporting

MCP

Smart Chart Creator

Audit Report Agent

Workiva's Product Strategy Framework

Workiva

A platform built to work, with customer in control

Platform Extensibility

Users become builders

Fit-for-Purpose Agents

Specific tasks

Agent Orchestration

Coordinated work

Agentic Applications

Outcome-driven execution

Trusted Data & Trusted AI

Traceable + Defensible + Audit-ready

Trust has always been what made us different.

Trust is what makes our **agentic innovation** different.

Mike Rost

→ Chief Strategy Officer

The Growth Opportunity

Addressable Market

Portfolio of Solutions

New Logo & Account Expansion

Monetization Framework

AI Amplifies the Opportunity for Workiva

$35 Billion TAM

workiva

50%

Financial Reporting

20%

GRC

20%

Sustainability

10%

Vertical Solutions

Our Market Opportunity is Expanding

workiva

Our TAM Today

$35B

Financial reporting, GRC, sustainability, and industry verticals

AI & Agentic Automation

Work that was never addressable by software is becoming addressable.

Expanding Regulatory

New mandates, new jurisdictions, and new disclosure requirements keep arriving.

Solution Highlights

Financial Reporting

Trust every report, every time—
with governed AI built in.

- **Report with confidence** using AI insights grounded in your data—linked directly from the source
- **Be audit-ready** with built-in controls, traceable data, and workflow visibility
- **Own the narrative** with board-ready insights and AI-assisted, industry leading disclosures

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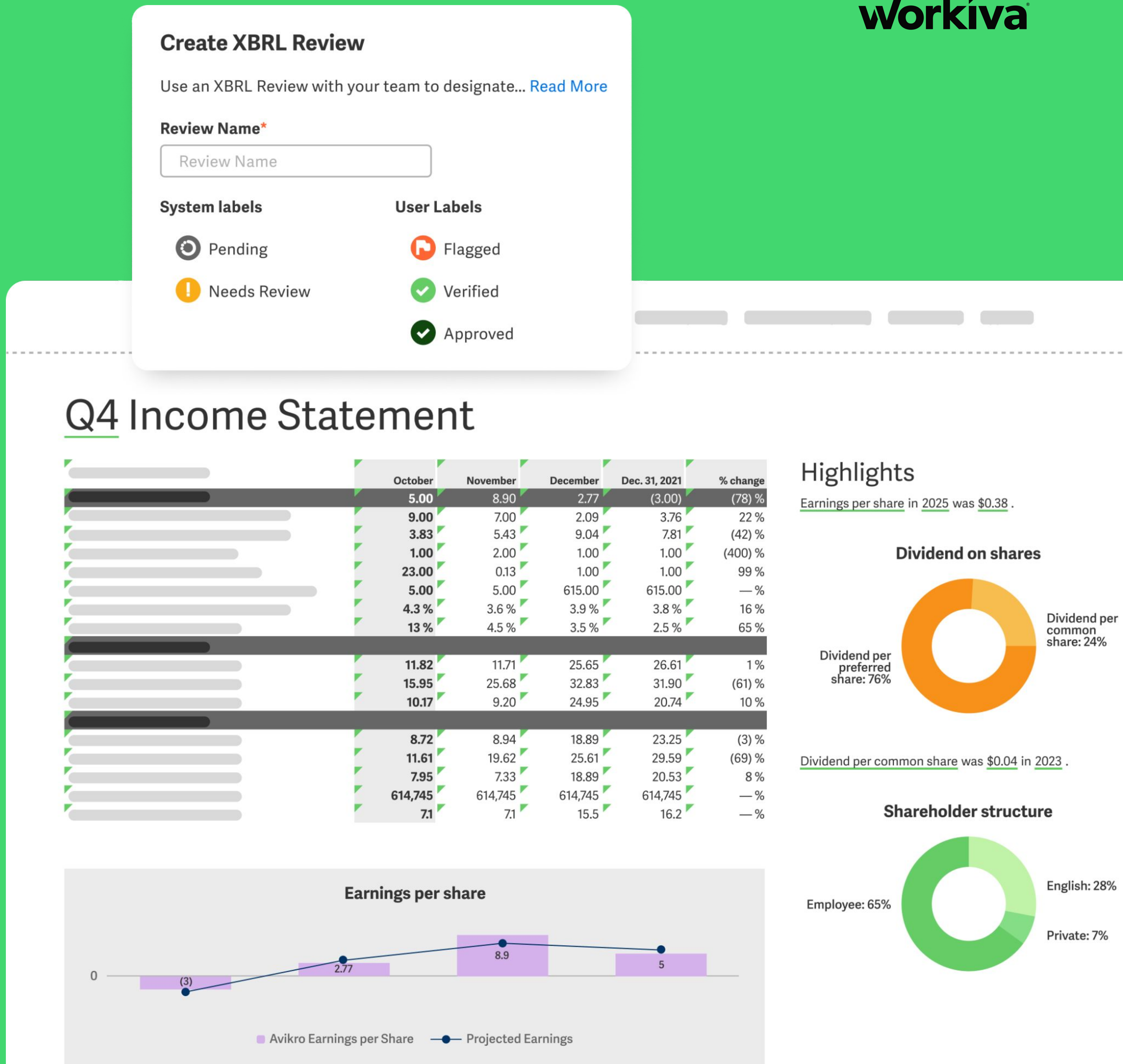


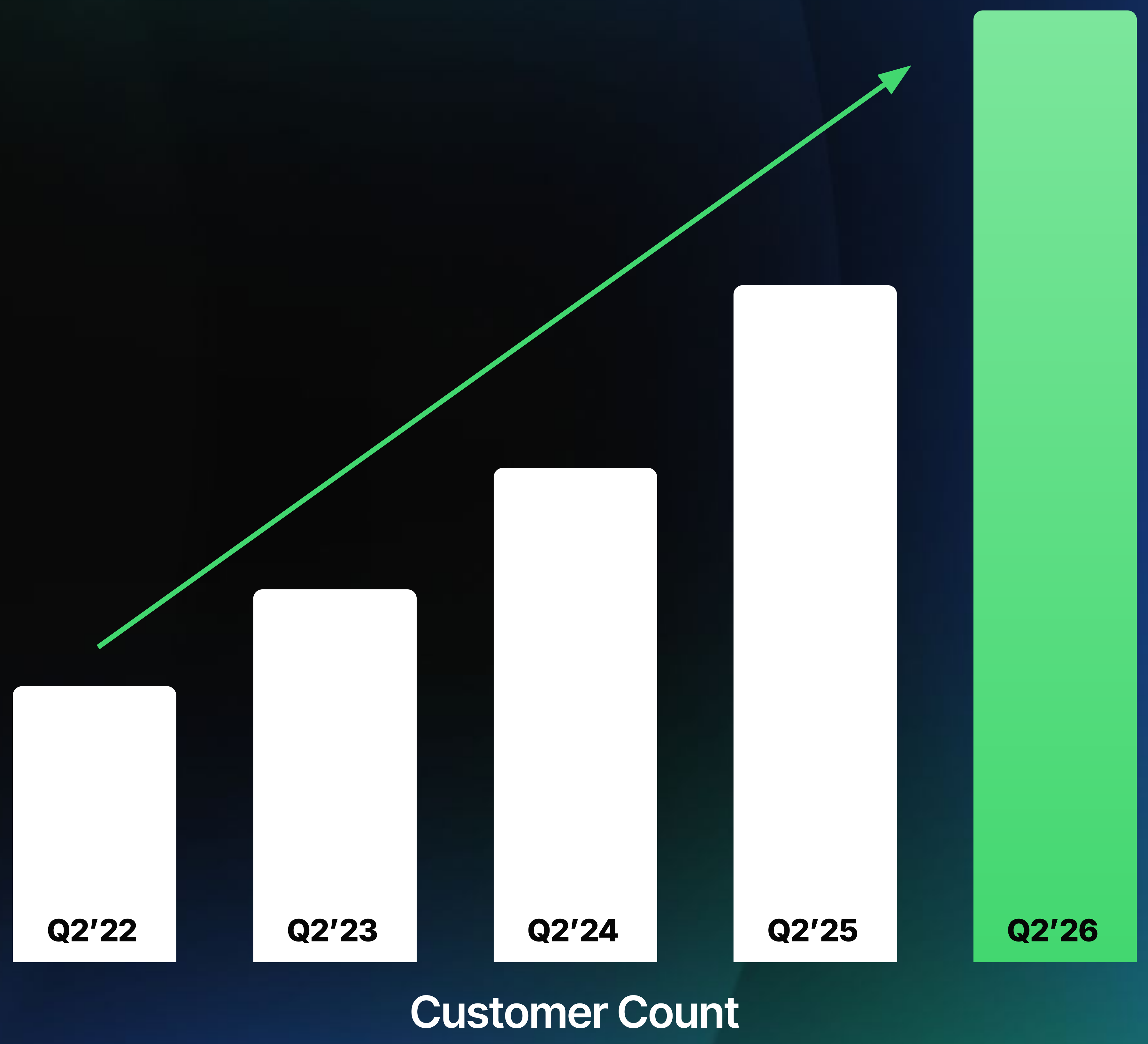
Multi Entity Reporting

32%

TTM Subscription Revenue CAGR over 4 years

36%

Customer Count CAGR over 4 years



Capital Markets

The compounding private-to-public arc.

Before the IPO

Private company reporting and internal controls, years in advance of going public.

At the IPO

A collaborative S-1 workspace bringing together the company's bank, legal and internal teams.

After the IPO

SEC reporting, SOX, follow on offerings, M&A and the broader platform—every new filer expands our addressable market.

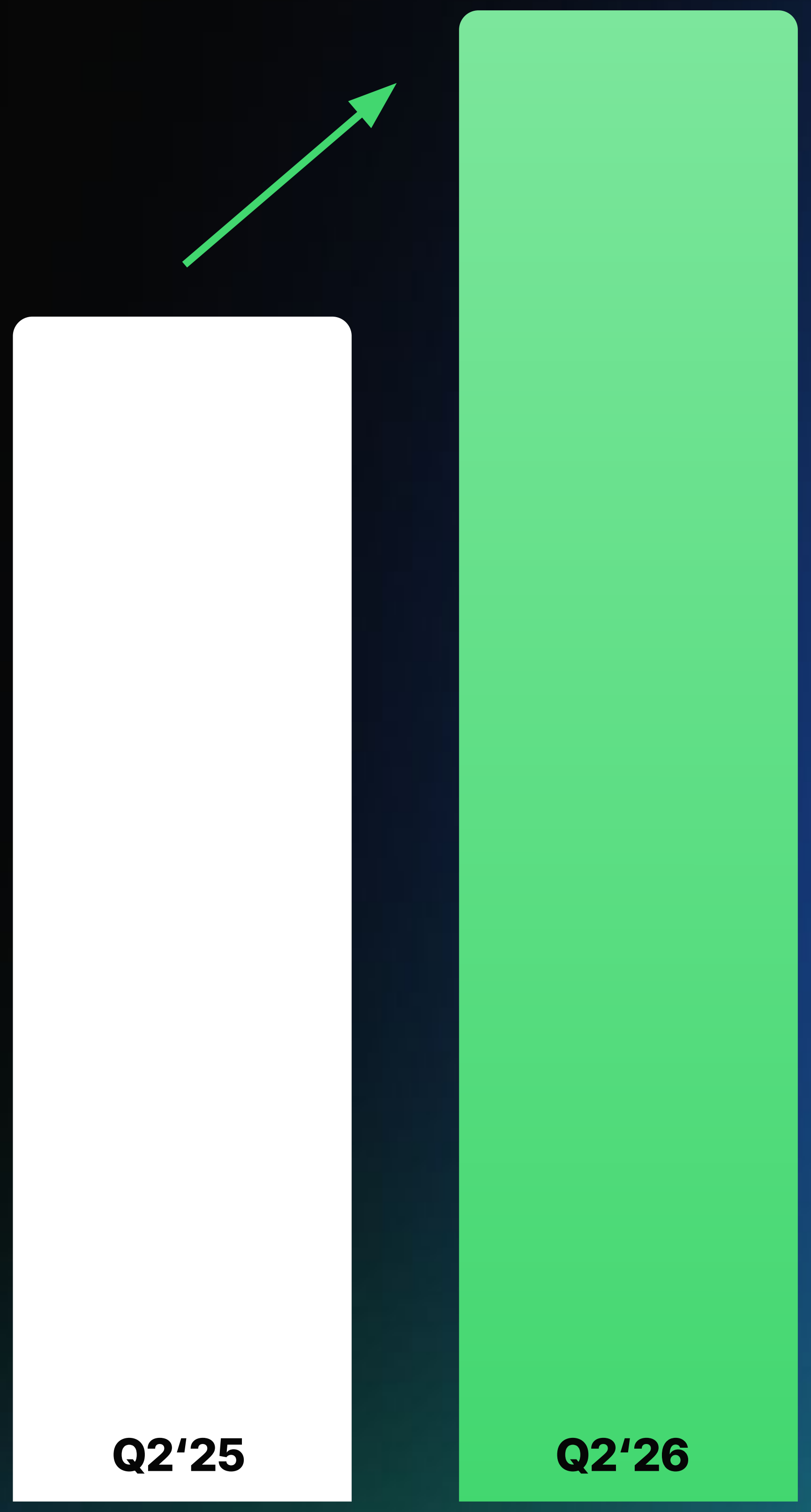
Capital Markets

26%

Q2'26 Y/Y customer count growth

44%

Q2'26 Y/Y ACV growth



Customer Count

Governance, Risk, and Compliance

Optimize Risk. Regain Control.
Deliver Defensible Assurance.

- **Uncover emerging risk patterns** with real-time, enterprise-wide data visibility
- **Turn AI-driven insights into executive-ready narratives** grounded in your trusted data
- **Scale assurance and streamline compliance** by using trusted AI to automate workflows

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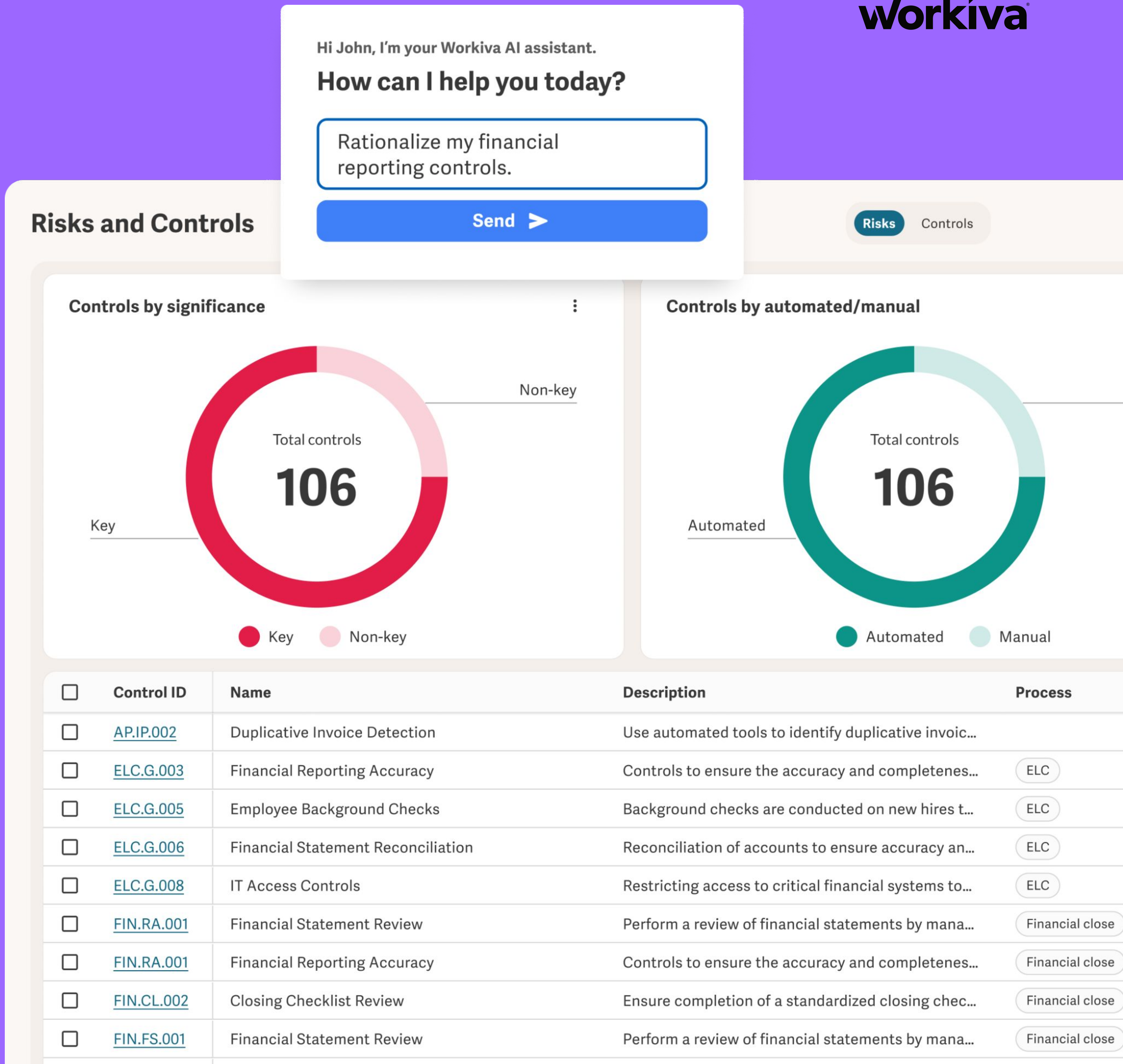


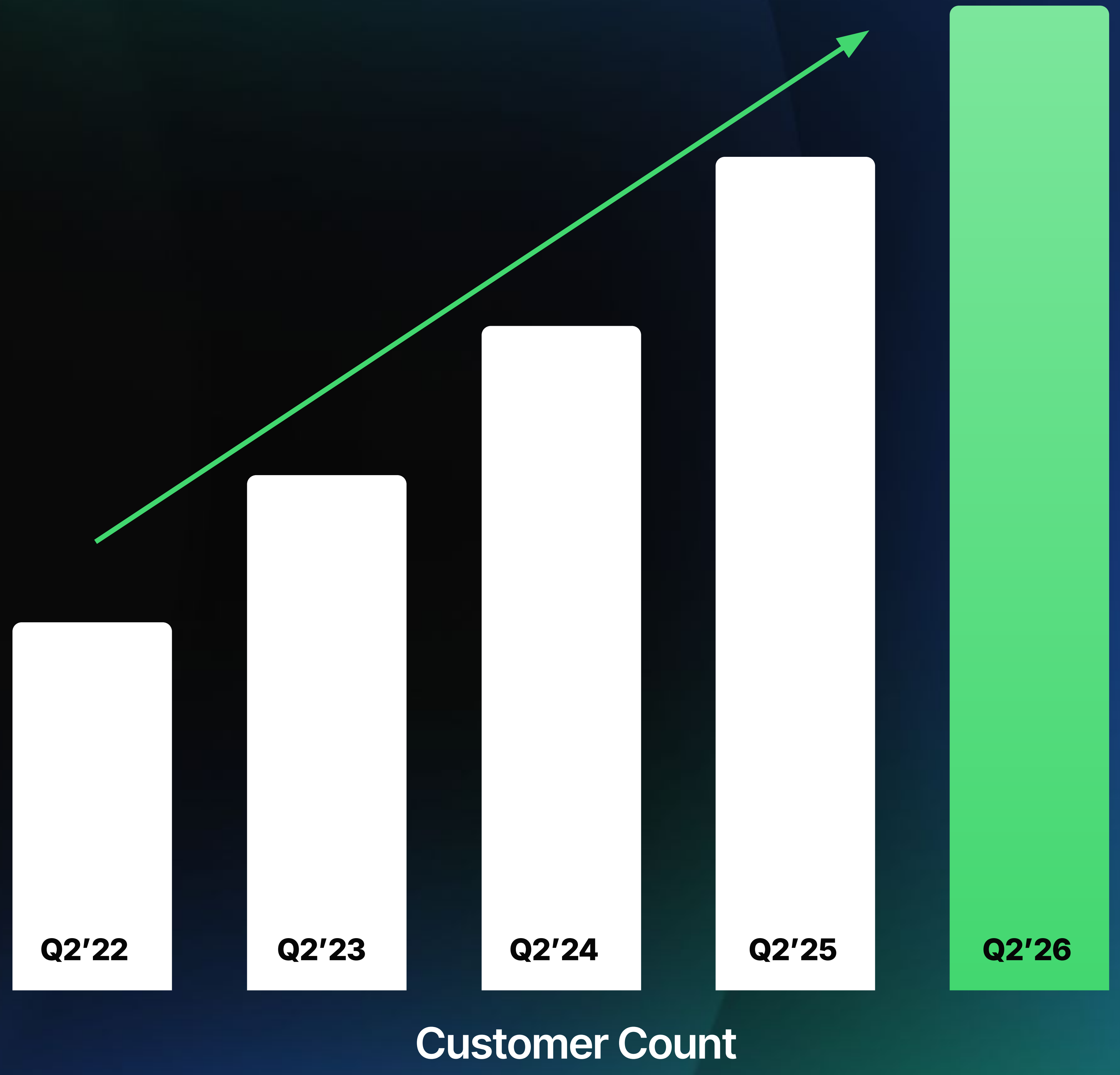
Audit Management

39%

TTM Subscription Revenue CAGR over 4 years

28%

Customer Count CAGR over 4 years



Sustainability Management

Integrated reporting, audit-ready processes, and carbon accounting you can defend

- **Integrate financial and sustainability reporting** in an audit-ready environment
- **Improve confidence** in regulatory sustainability reporting with AI
- **Increase trust in carbon data** with GHG accounting and reporting in one platform

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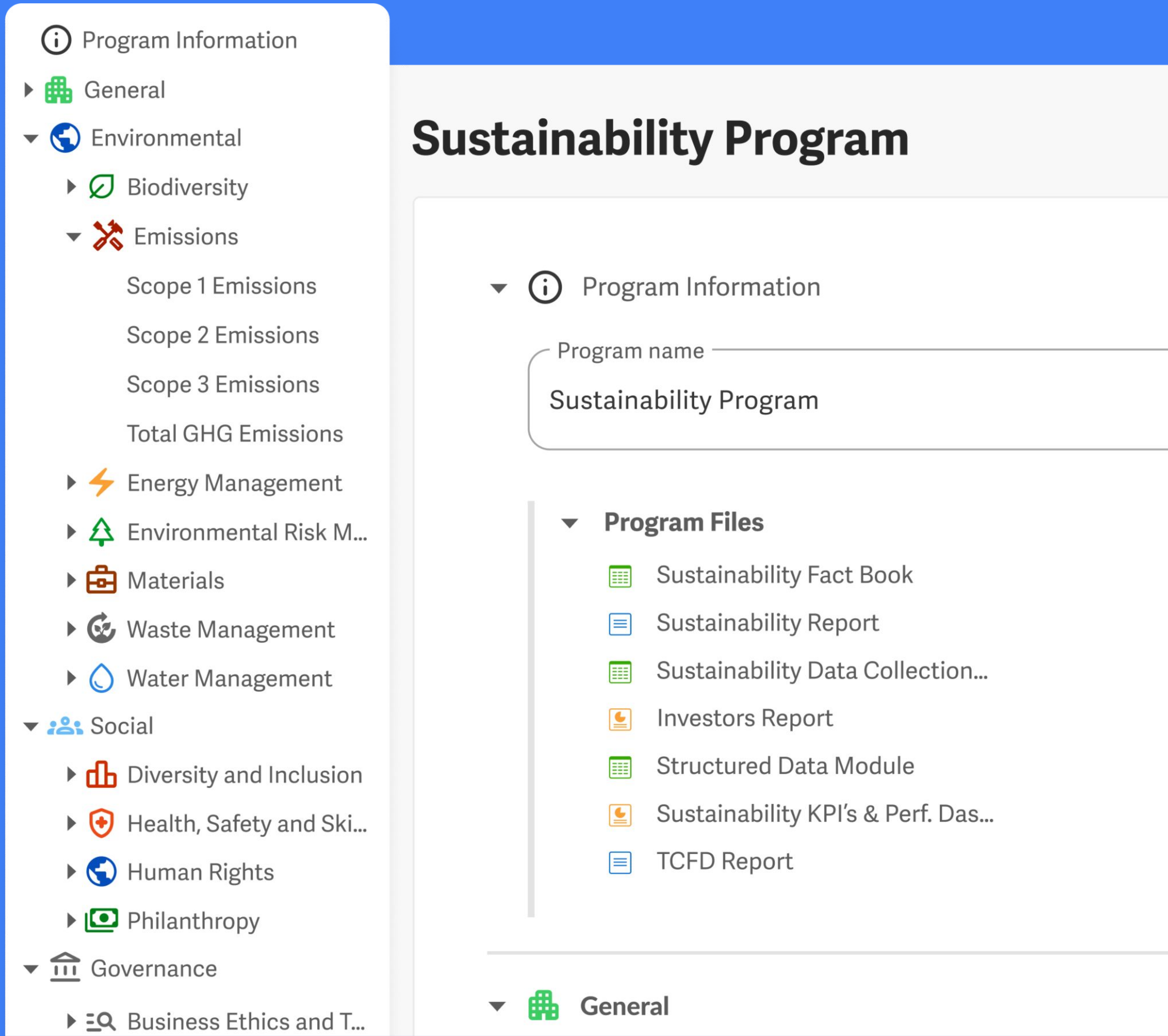


Sustainability in Europe

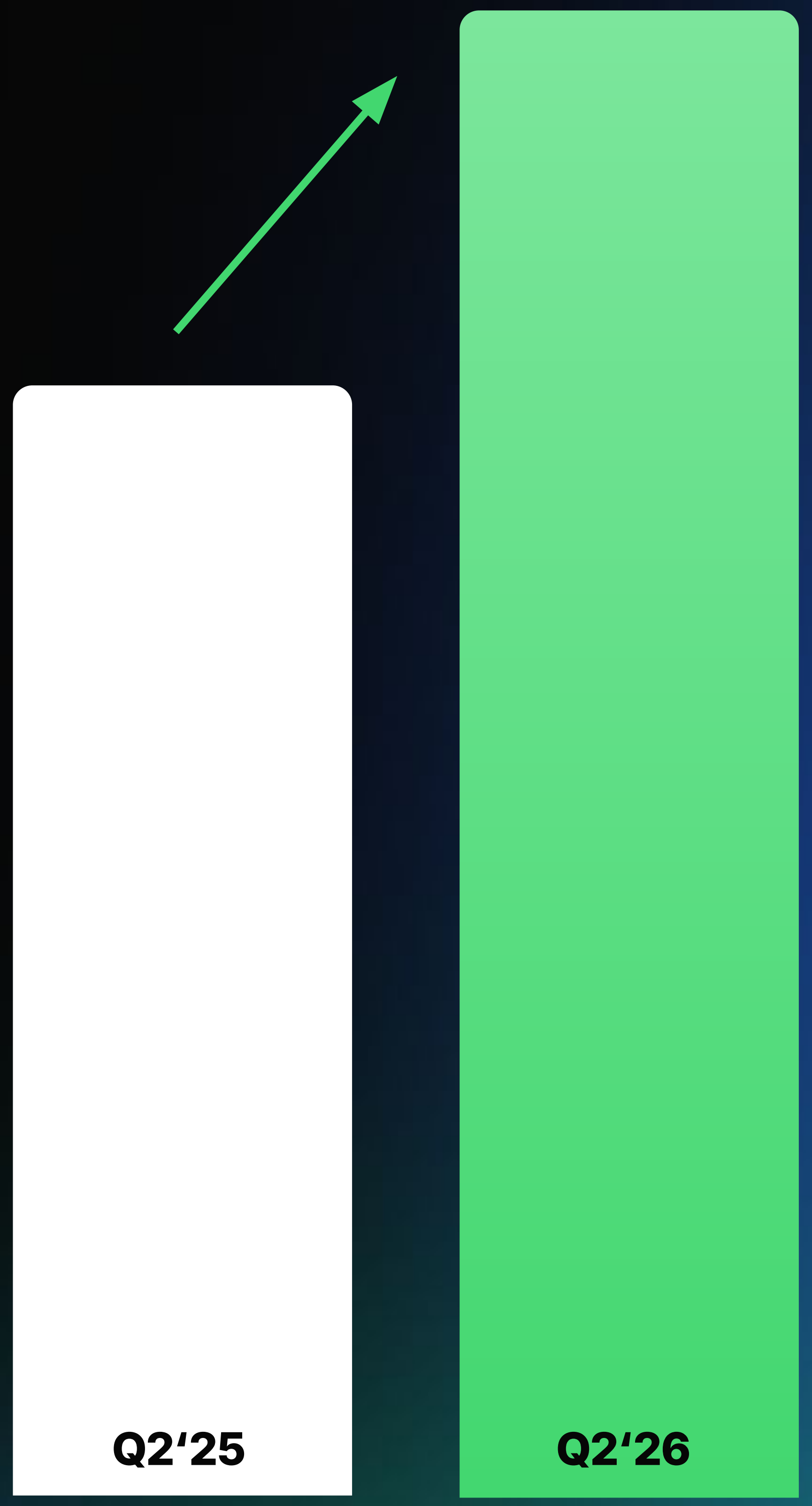
Workiva

64%

Q2'26 TTM Y/Y subscription revenue growth

34%

Q2'26 Y/Y customer count growth



Customer Count

Vertical Solutions

- Banking
- Insurance
- Investment Reporting
- Energy/ Utilities

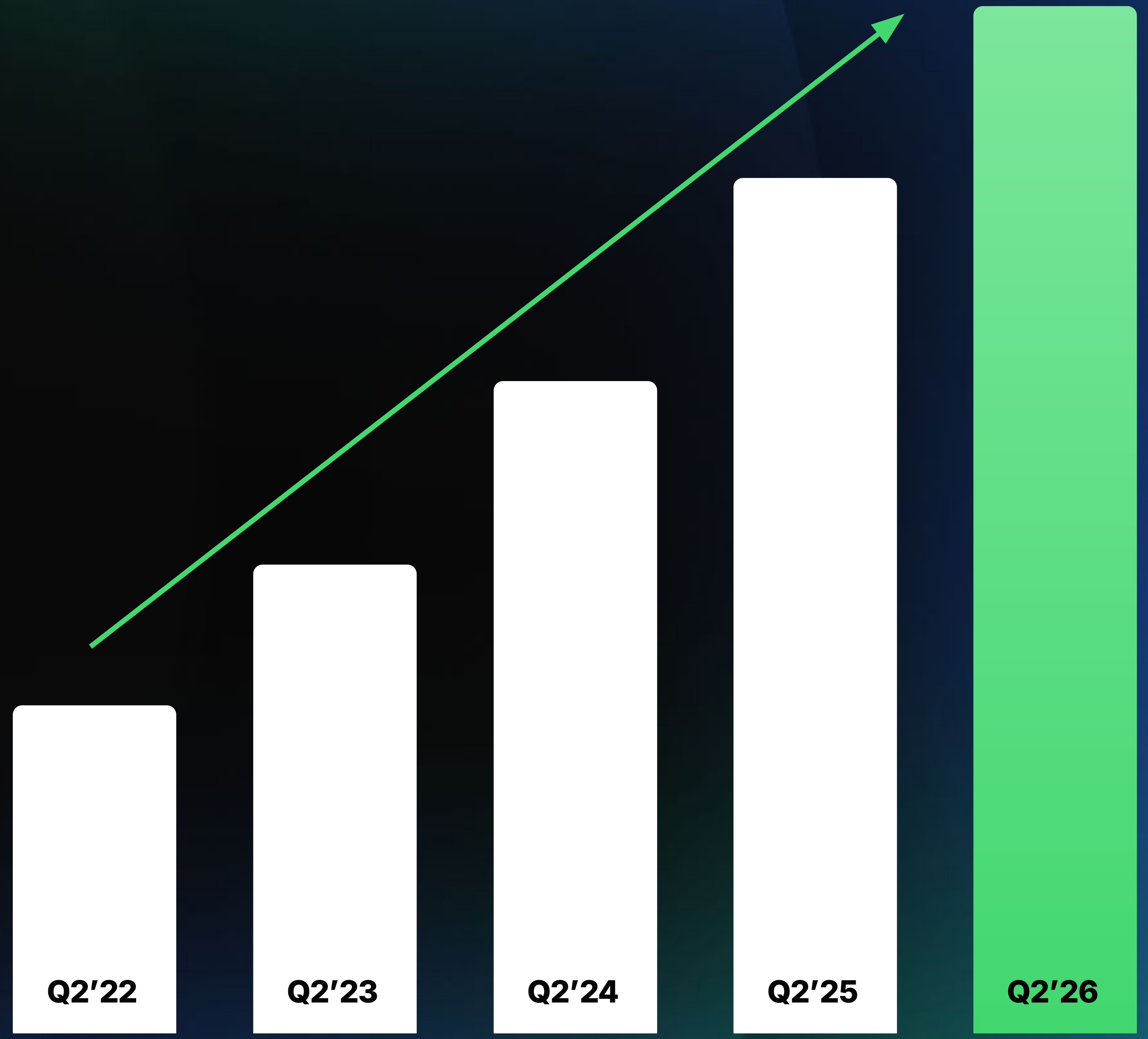
Fund Reporting

54%

TTM Subscription Revenue CAGR over 4 years

33%

Customer Count CAGR over 4 years



Customer Count

Regulatory Reporting by Industry

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Insurance

Risk Reporting

- RBC - Risk-Based Capital
- Solvency Capital Requirement
- Own Risk and Solvency Assessment
- Minimum Capital Requirement (MCR)

Actuarial Reporting

- Statement of Actuarial Opinion
- Actuarial Memorandum
- Reserve & Liability Updates

Group Reporting

- Group ORSA
- Group Capital & Solvency

Banking

Treasury and Capital

- Liquidity stress testing
- Resolution and recovery planning (RRP),
- ALCO
- CECL
- ILAA

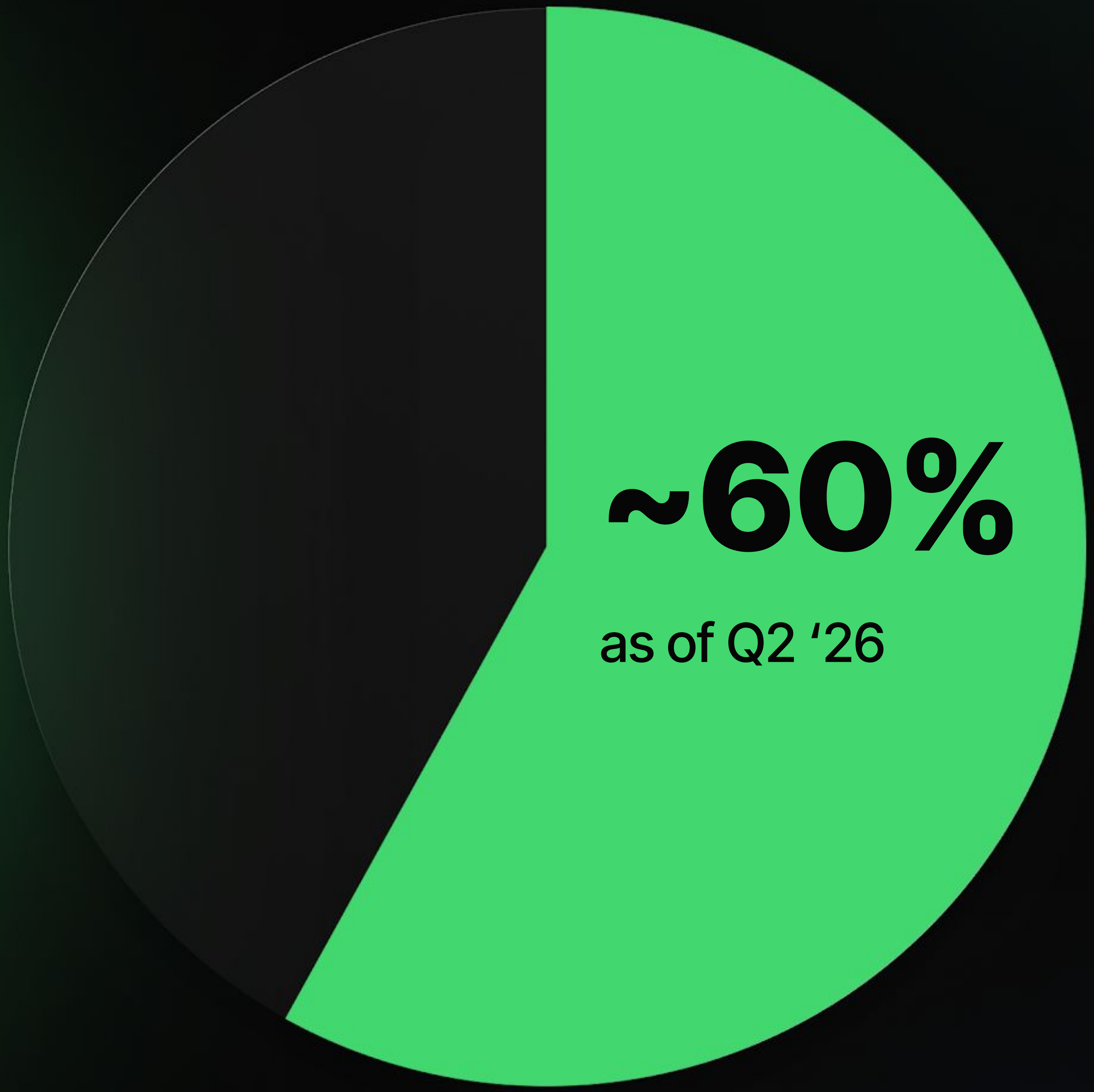
Stress Testing

- CCAR, DFAST
- Pillar 3
- FRB
- FDIC
- FFEIC
- OCC

Energy/Utilities

- FERC
- State commission filings

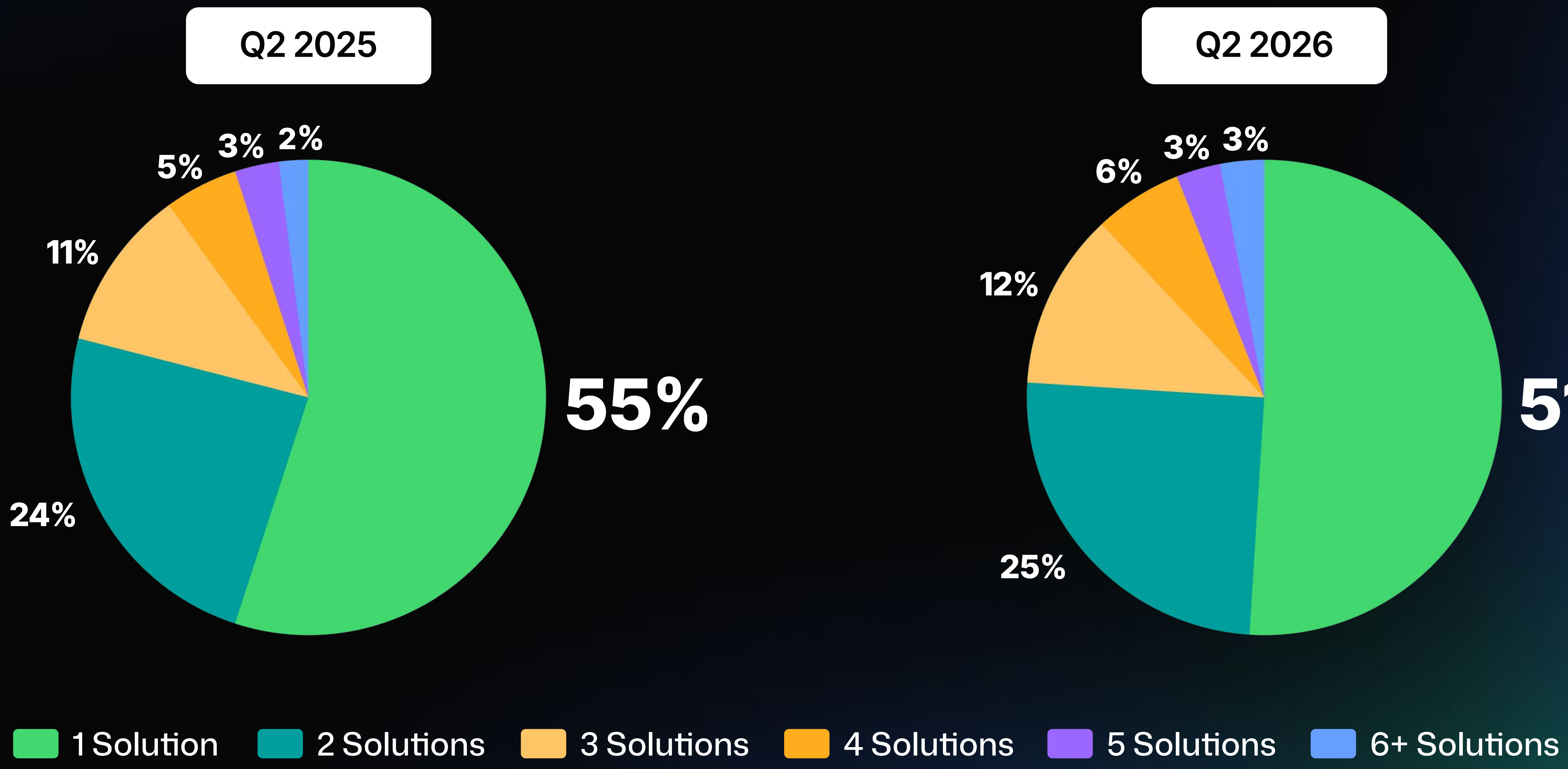
Growth Opportunity



Our Opportunity Within the Base

Customers with ACV <$100K

Account Expansion Opportunity

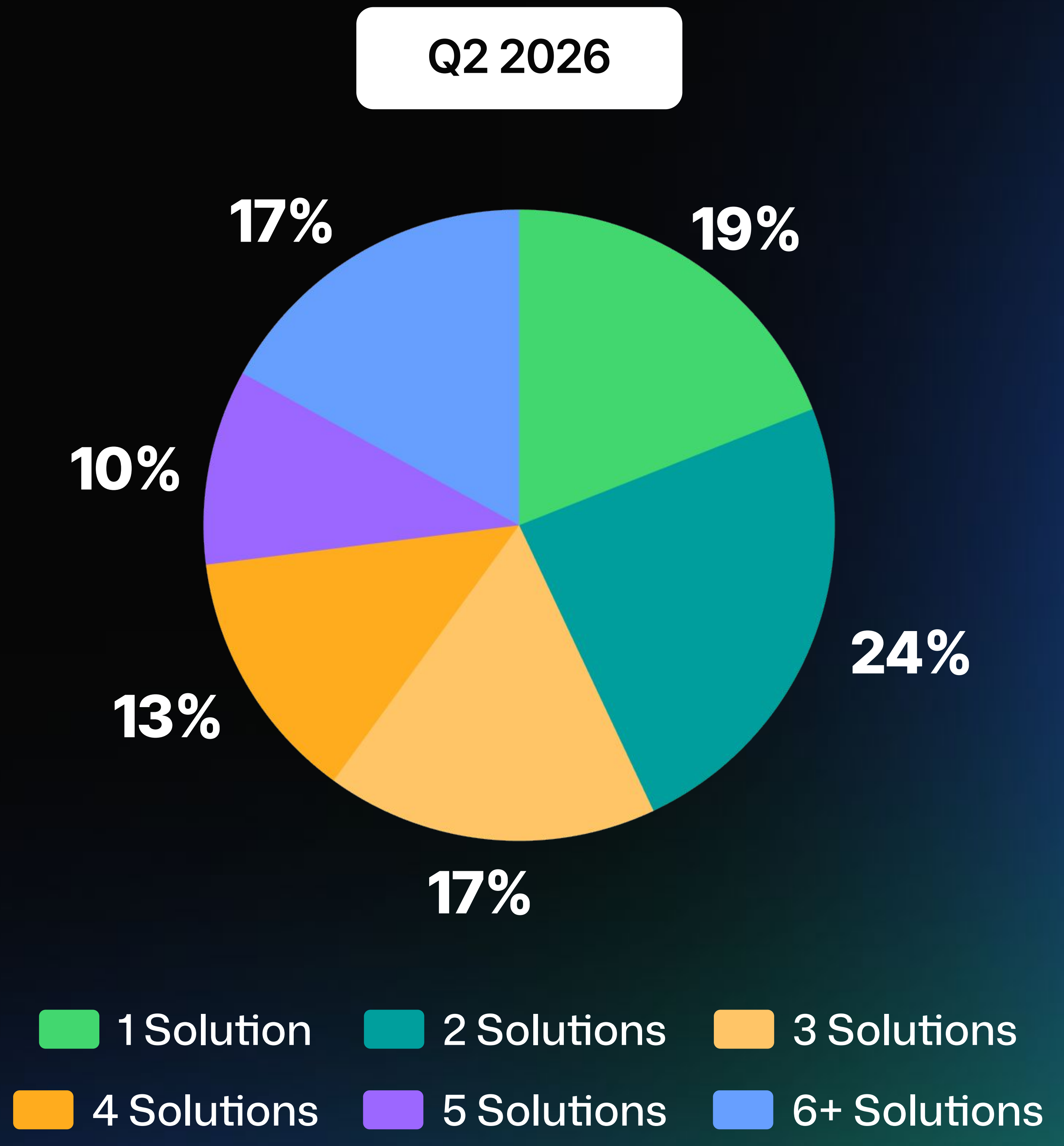


F500 - Account Expansion Opportunity

27% of accounts have 5 or more solutions

$275k median ACV

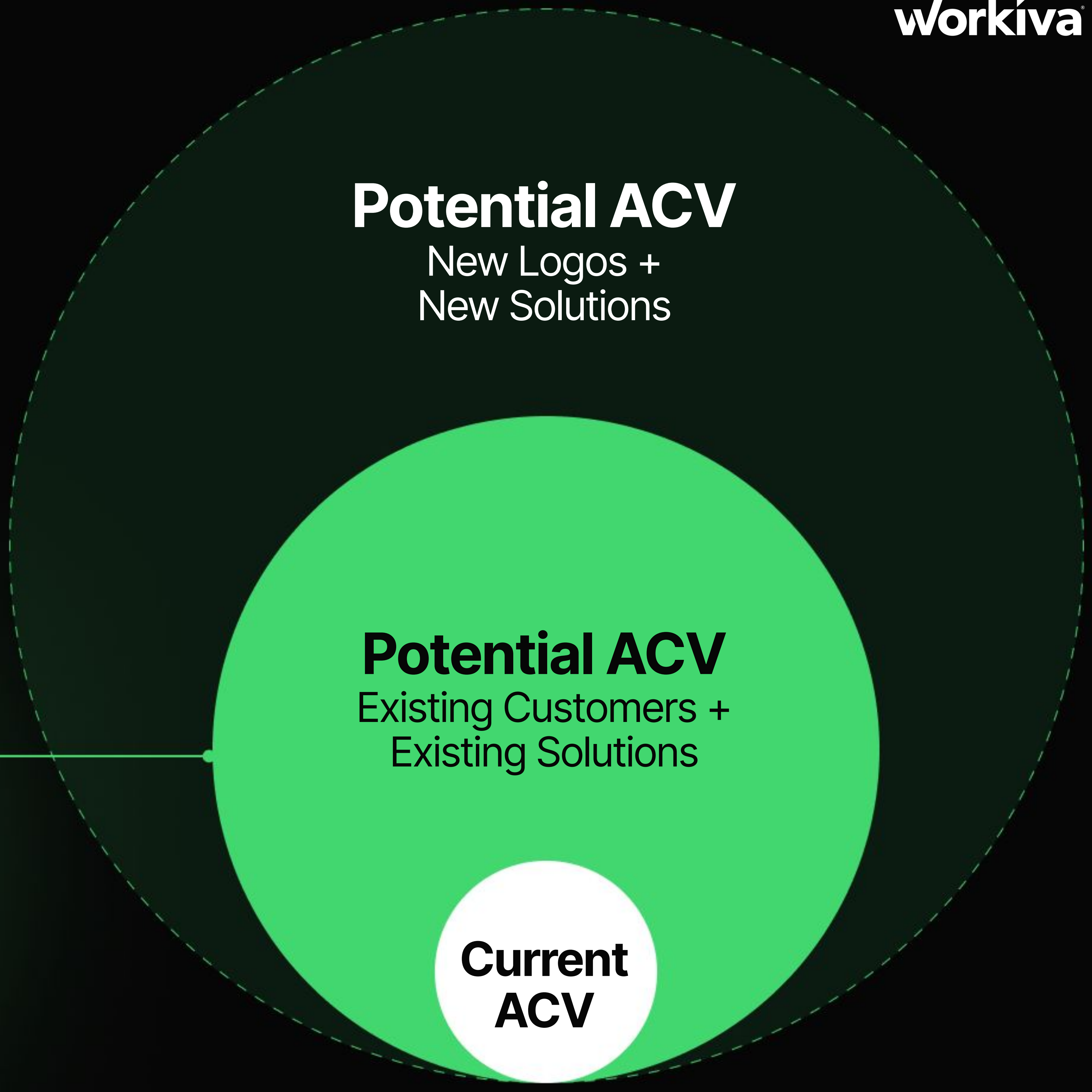
43% of accounts have only one or two solutions; runway for growth



A Significant Opportunity Ahead of Us

~3x

Total ACV potential
(existing customers and products)



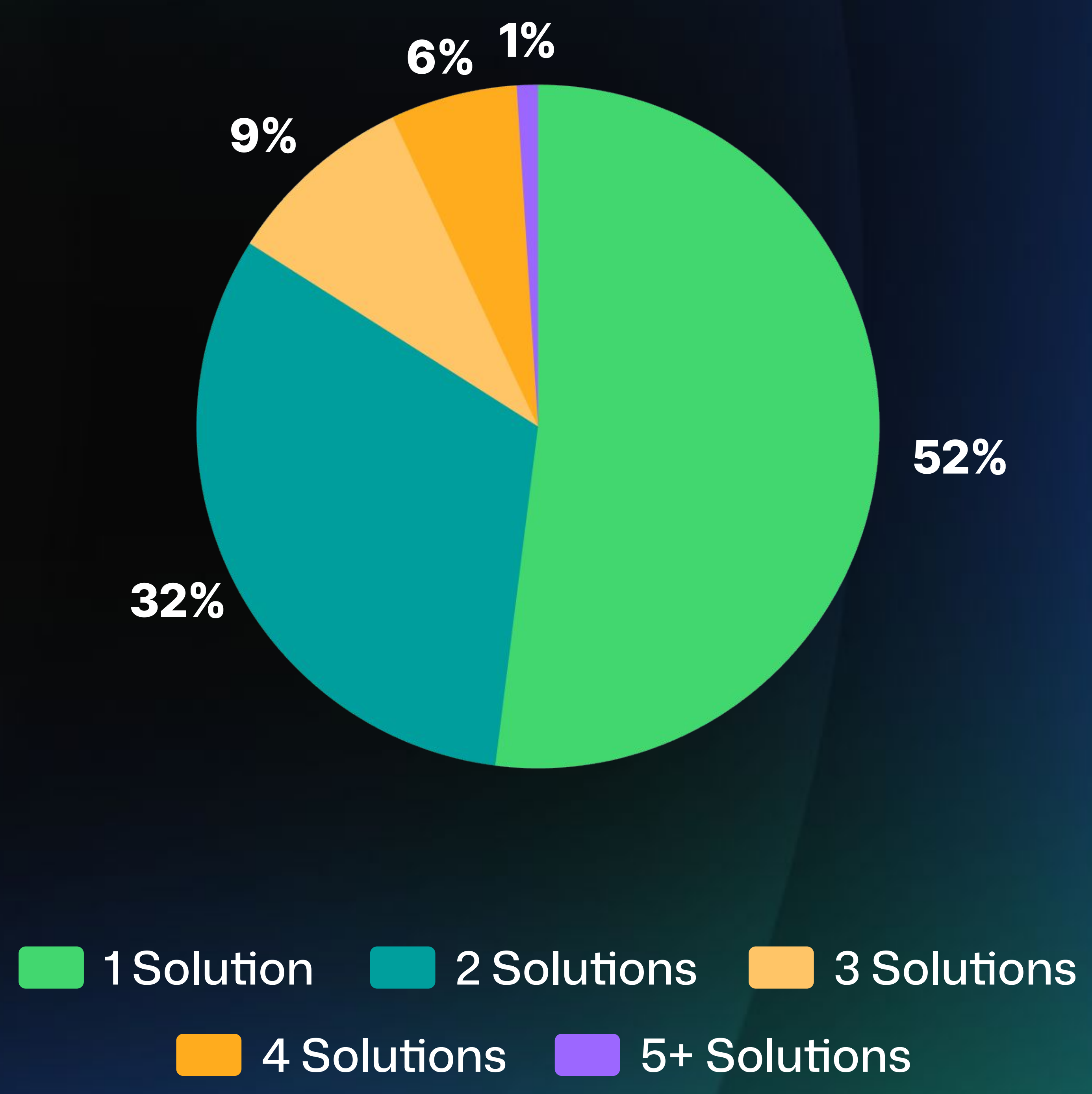
Landing Big and Better Growth Opportunity

48% of new logo deals are multi-solution

17% of new logo deals have 3+ solutions

>$200k average deal size of 3+ solution new logo deals

TTM Q2 2026

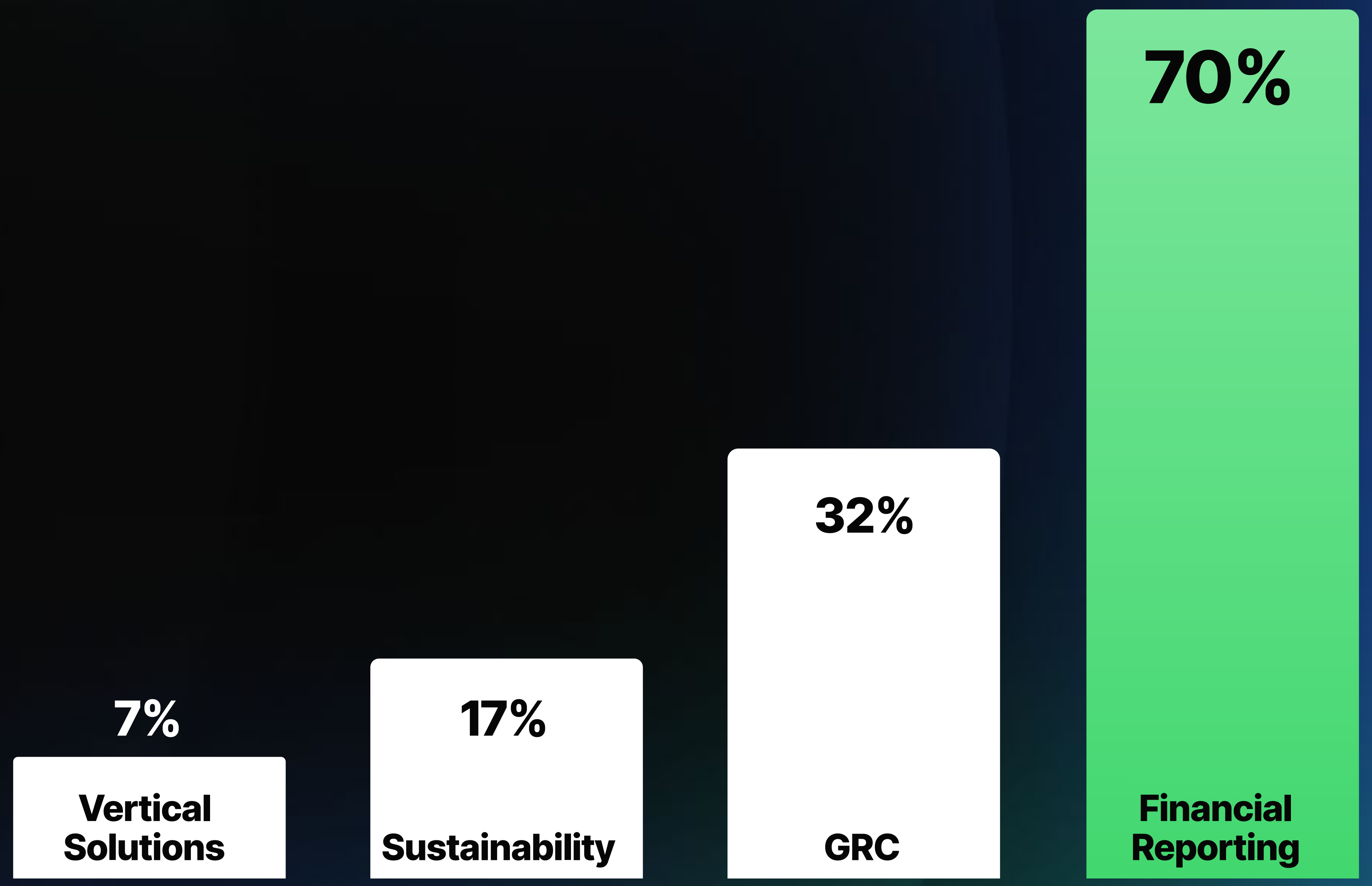


New Logo Deals
What are we landing with?

30% of new logo deals are independent of Financial Reporting

32% of of new logo deals include GRC

15% of deals landed as GRC only



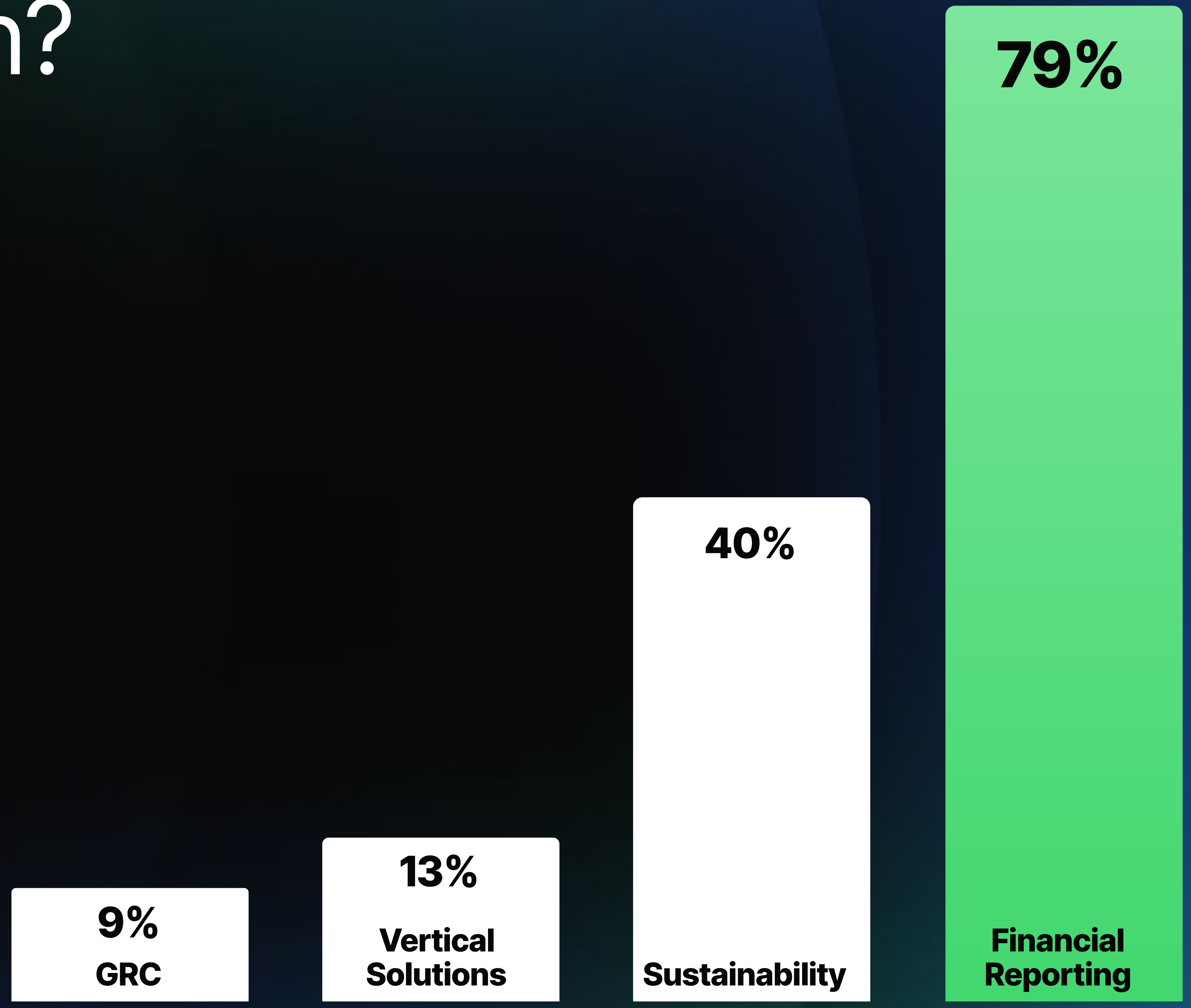
% of New Logo Deals that include this Solution - TTM Q2'26

New Logo Deals - Europe
What are we landing with?

33% of deals are multi-category

26% of deals have both Financial Reporting and Sustainability

>$200k average deal size of multi-category deals



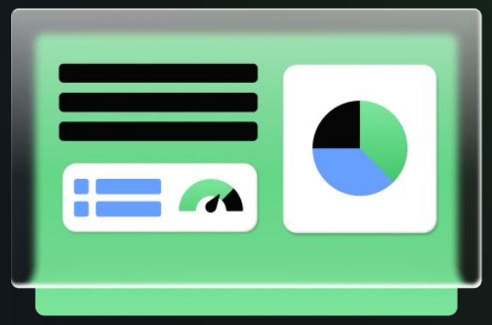
% of Europe New Logo Deals that include this Solution - TTM Q2 ‘26

Monetization Framework

Pricing Model

Not Seat-based

Value-based Pricing Model



Initiated in 2019

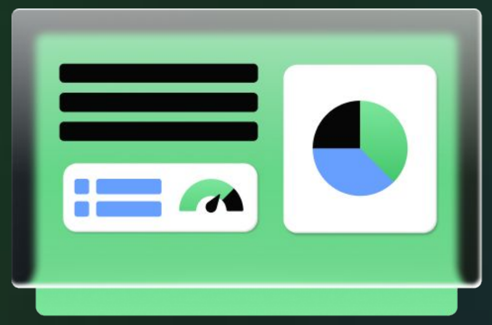
Metric Driven Pricing

Value Alignment & Expansion

Monetization Framework

- Metric-driven pricing
- Pricing Tiers
- AI Monetization

Value-based Pricing Model



Initiated in 2019

Value Alignment & Expansion

Global PE Firm Metric Based Pricing

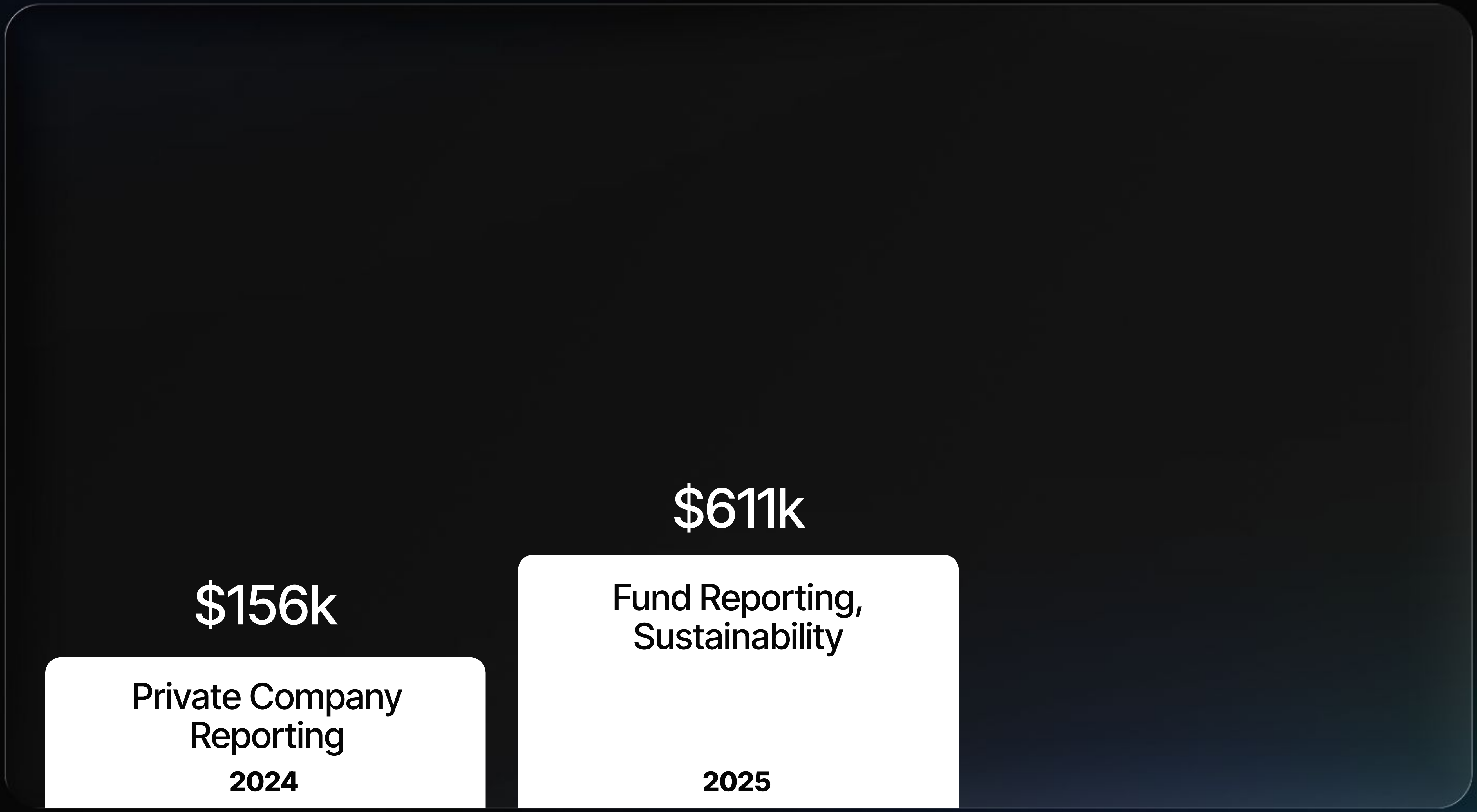
Adding new solutions and expanding within existing solutions

$156k

Private Company Reporting
2024

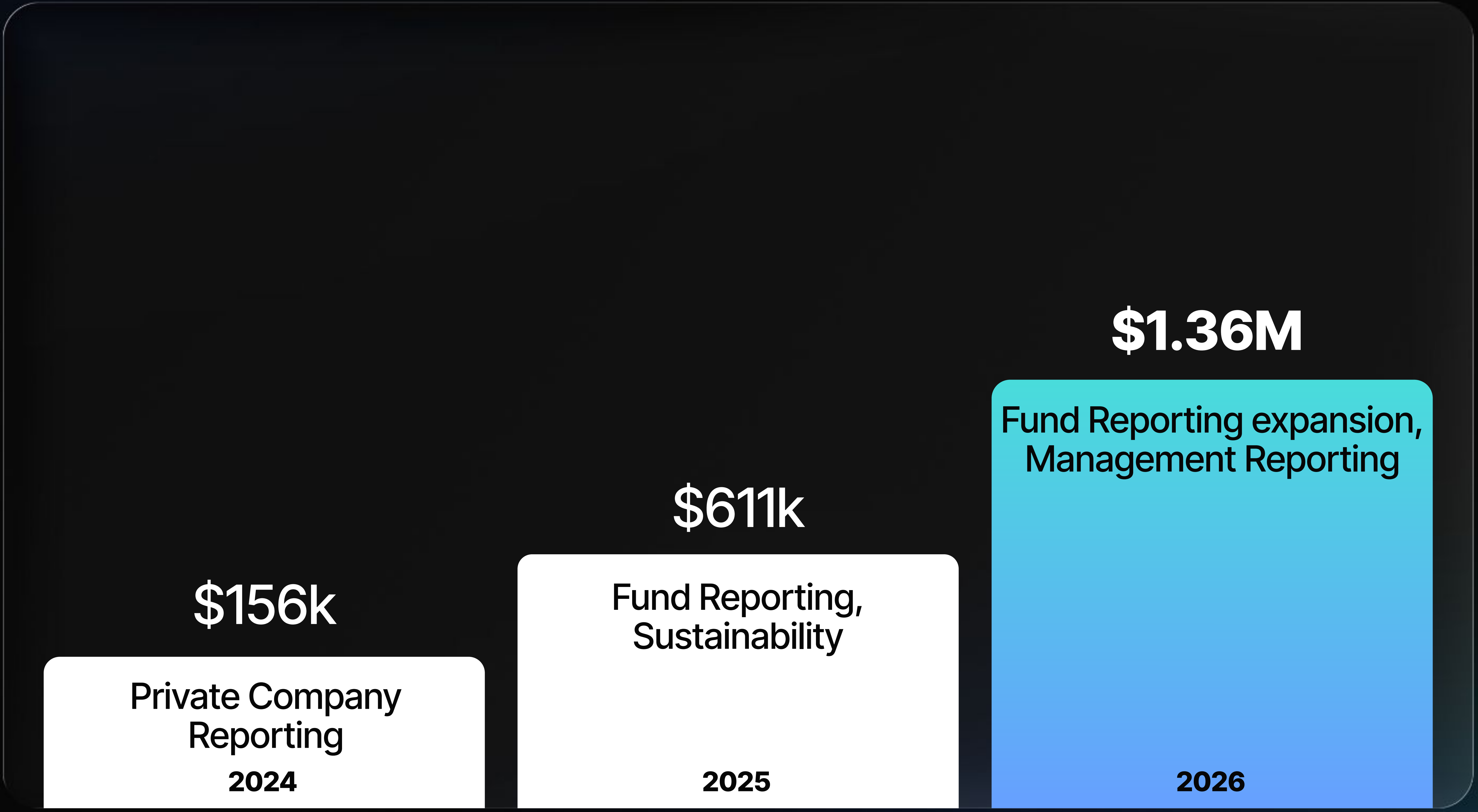
Global PE Firm Metric Based Pricing

Adding new solutions and expanding within existing solutions



Global PE Firm Metric Based Pricing

Adding new solutions and expanding within existing solutions



7.7x

ACV Growth in 2 years

$1.2M

Increase from original purchase

Pricing Tiers
Good/Better/Best

Essential
Pricing
Capabilities

Standard
Pricing
Capabilities

Advanced
Pricing
Capabilities

Customer Process Maturity

Pricing Tiers - Driving Expansion

SEC Advanced Example

STANDARD

Core solution capabilities

20%+

average increase in solution value

ADVANCED

Our most capable AI, deeper automation, and richer data collection

Customers **pay more** because they **get more**.

The AI Monetization Model

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Core AI	Included	Embedded across the platform. Every customer benefits; it raises the value of the whole portfolio.
Premium AI	Advanced Tiers	Solution-specific knowledge bases and advanced agents drive NRR uplift at renewal.
AI Builder	Premium Add-on SKU	Premium capability for building enterprise AI agents

The Growth Opportunity

Addressable Market

Portfolio of Solutions

New Logo & Account Expansion

Monetization Framework

Barbara Larson

→ Chief Financial Officer

2026 is a Milestone Year

$1B in revenue

First year of GAAP profitability

Achieving 2027 non-GAAP operating margin targets one year early

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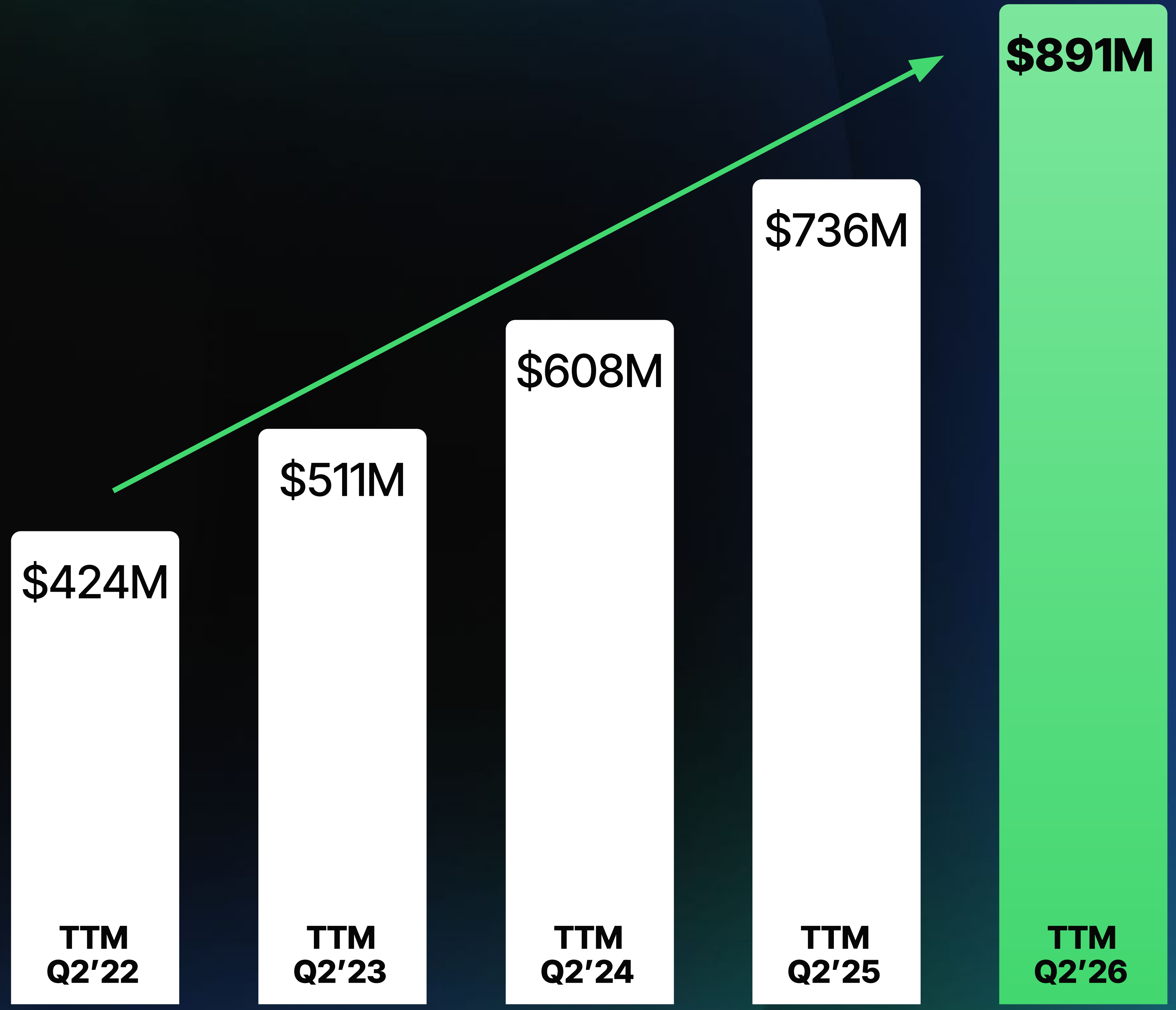
Proven Durable Growth

TTM Subscription Revenue Growth

20%

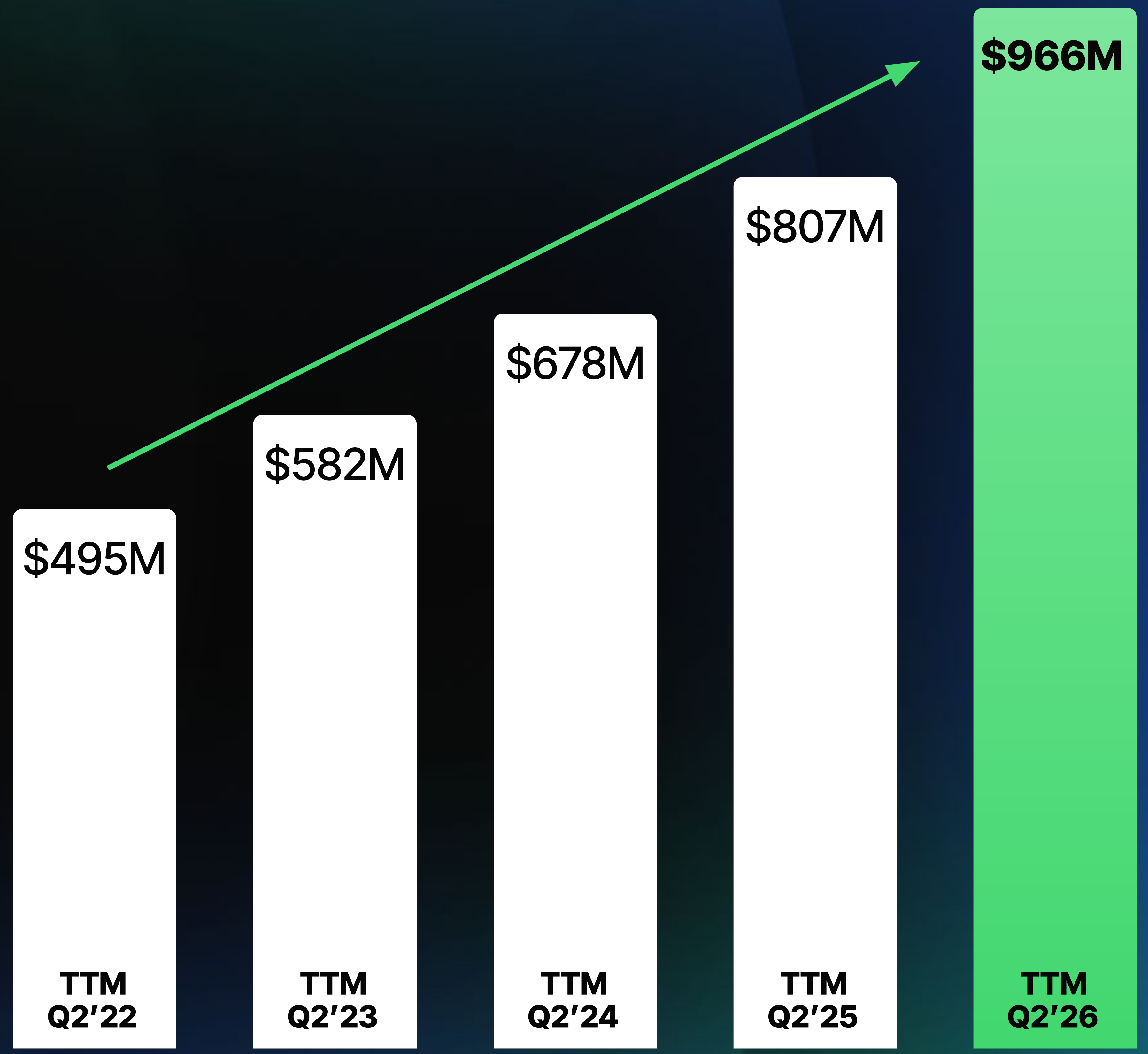
CAGR over 4 years



TTM Total Revenue Growth

18%

CAGR over 4 years



Strong Growth Algorithm

New Customer Acquisition

Strong Retention

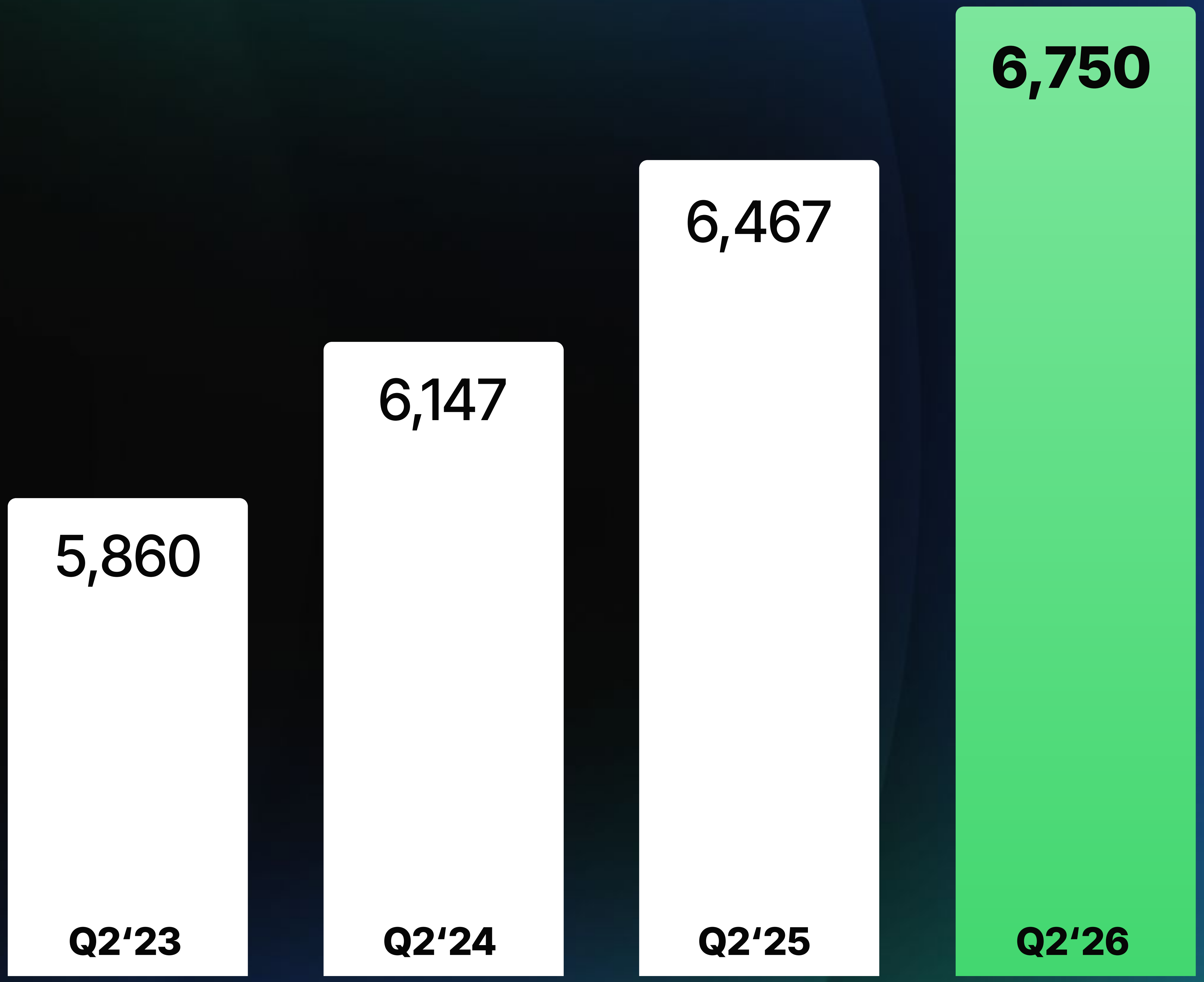
Account Expansion

New Logo Growth

Adding

~300

Net new customers per year over the last 3 years



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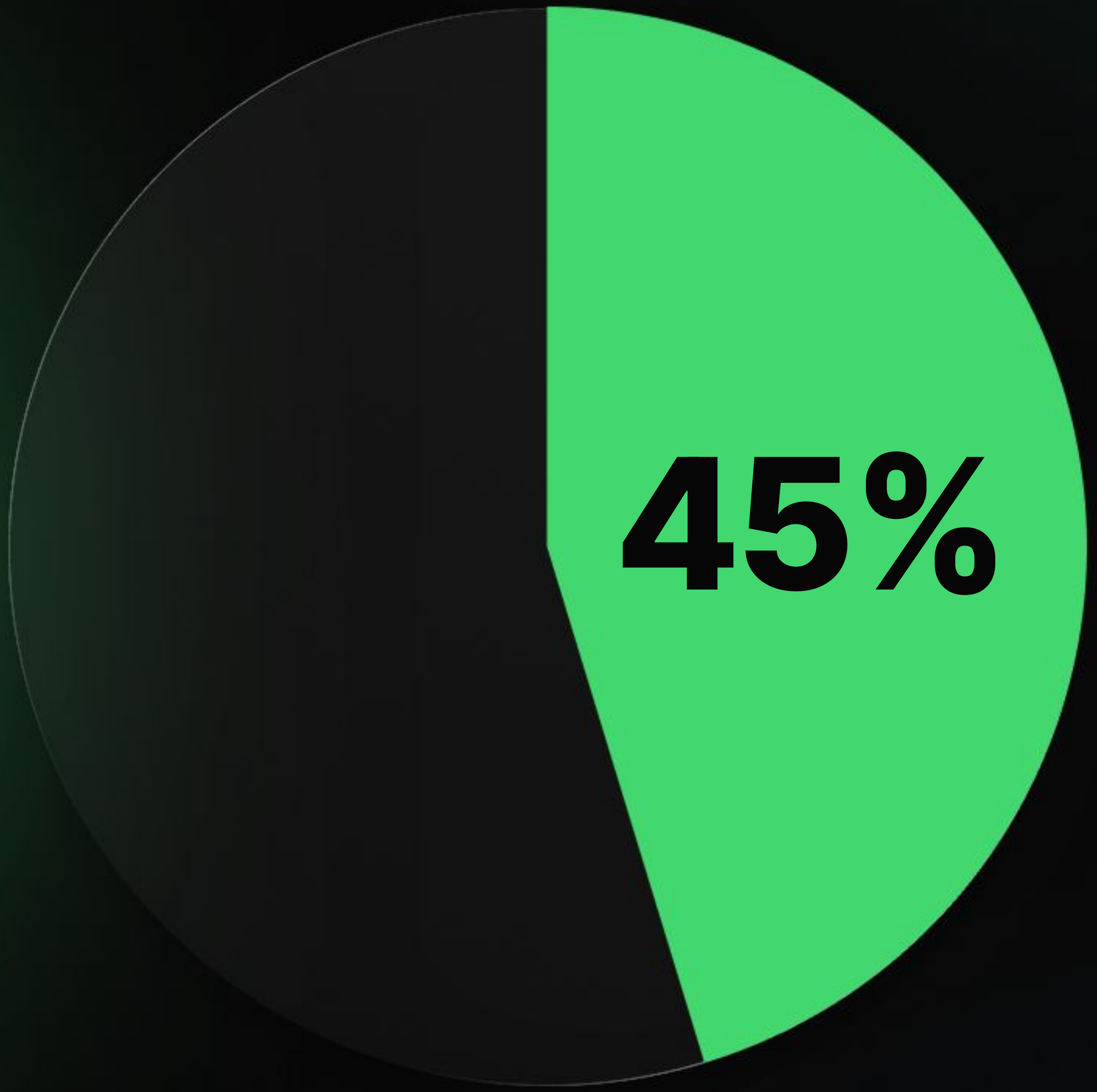
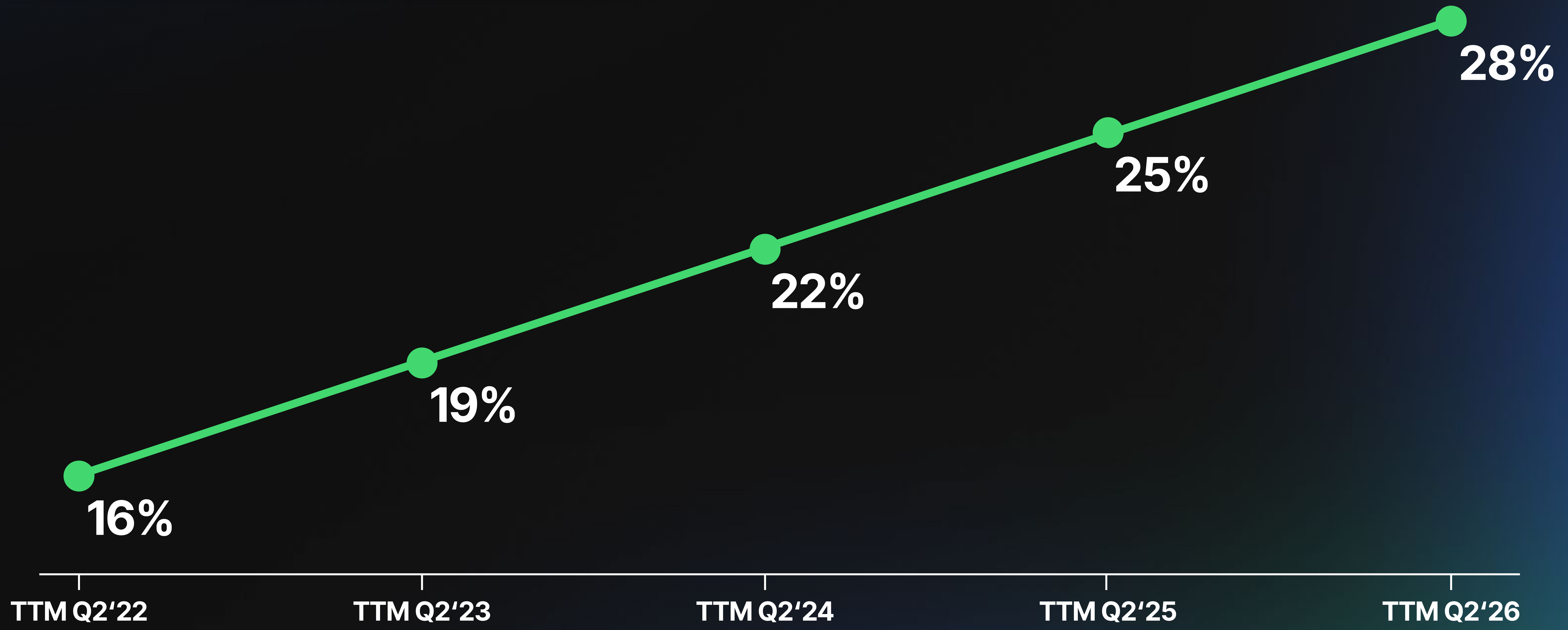


Growth in Subscription Revenue Coming From New Customers

On average over the last 3 years

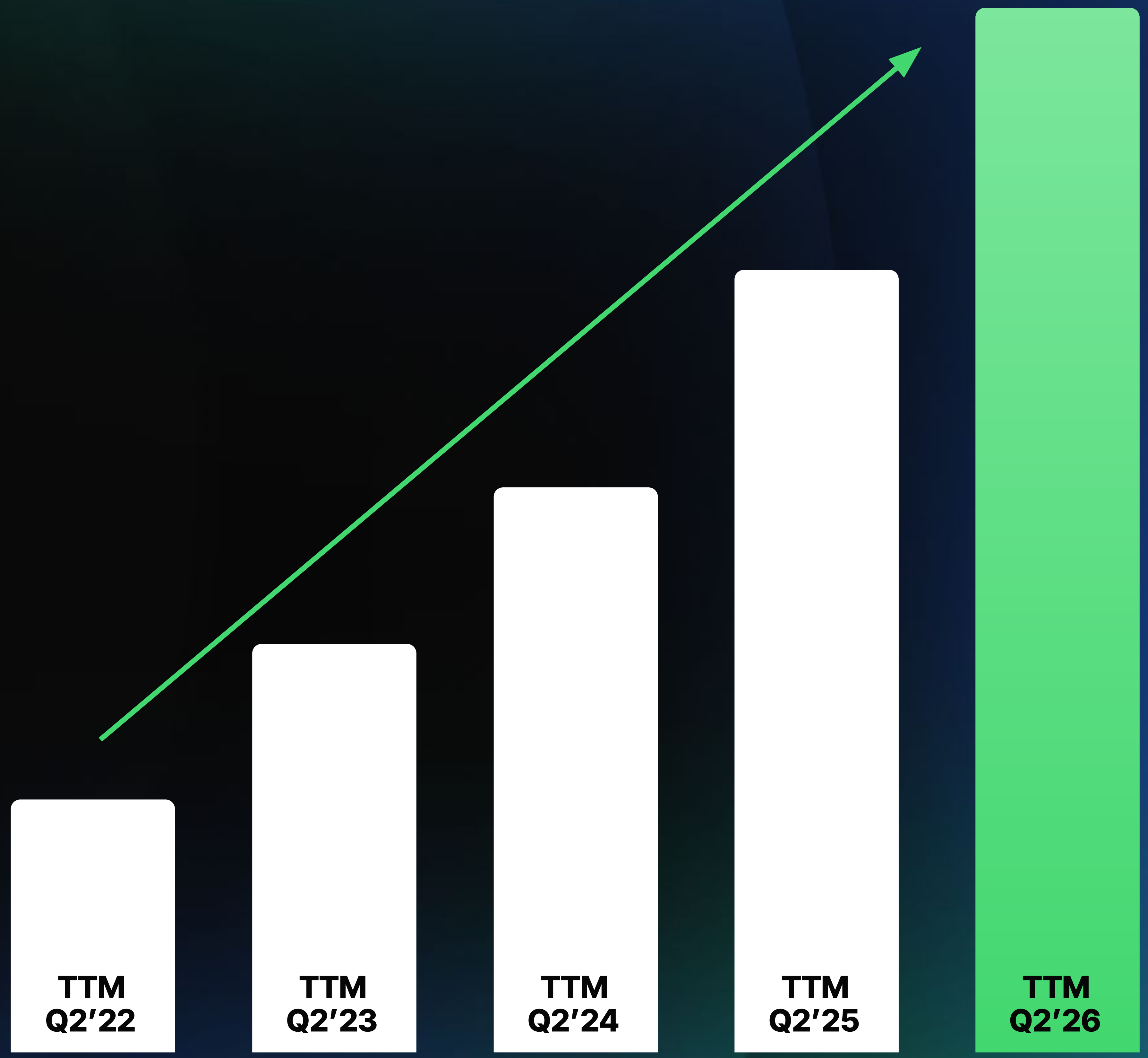
Revenue Outside the US is Increasing



TTM Europe Revenue Growth

42%

CAGR over 4 years



Retention Rates Remain Strong

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96%+
GRR

110%+
NRR

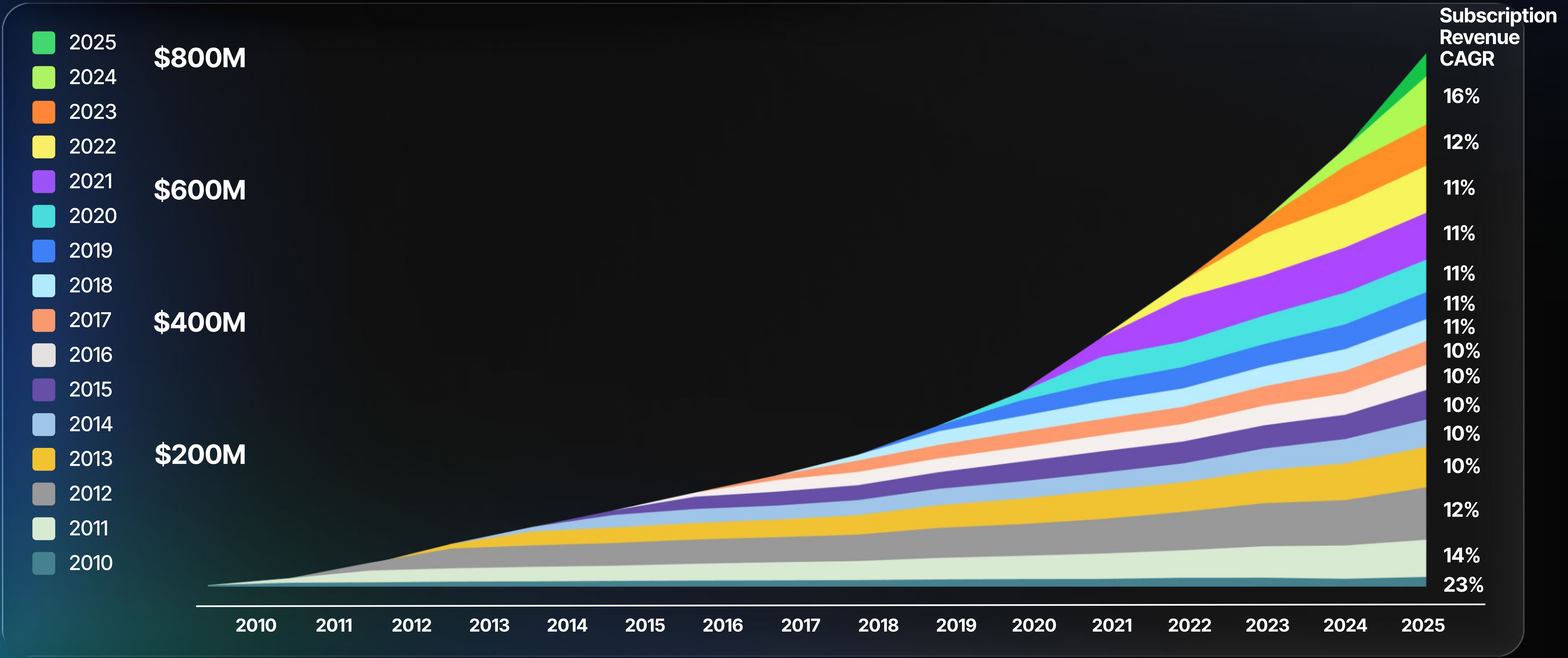
Net retention rate includes revenue from up-selling or cross-selling additional solutions, and pricing changes for existing customers and securing multi-year contract renewals containing periodic pricing term increases. This metric has previously been referred to as "Revenue Retention with Add-ons."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

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.

Our Customers Continue to Grow with Us

Annual Subscription Revenue by Cohort (Year Customer Originated)



Growth in Large ACV Customers

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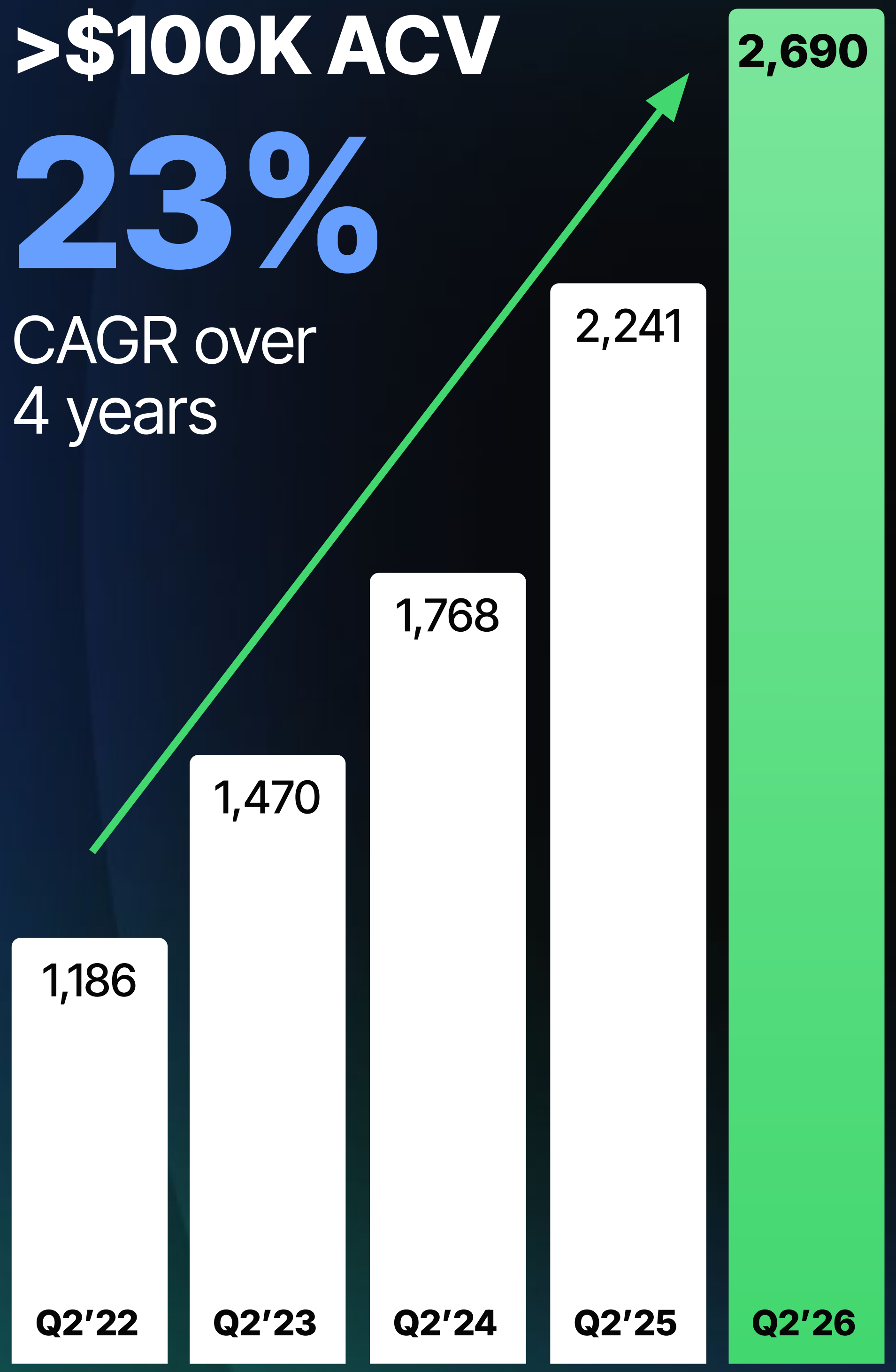
>$100K ACV

23%

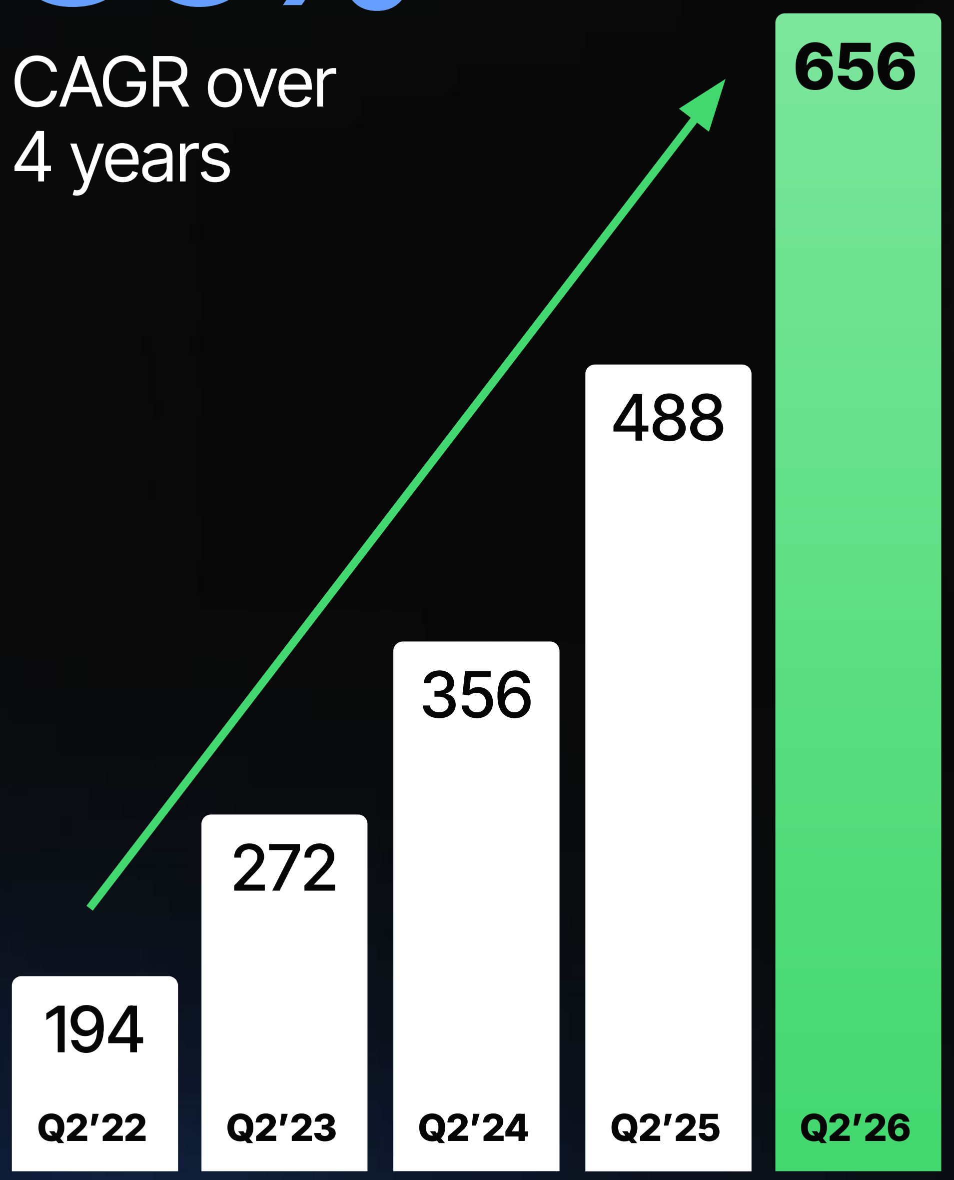
CAGR over
4 years



>$300K ACV

36%

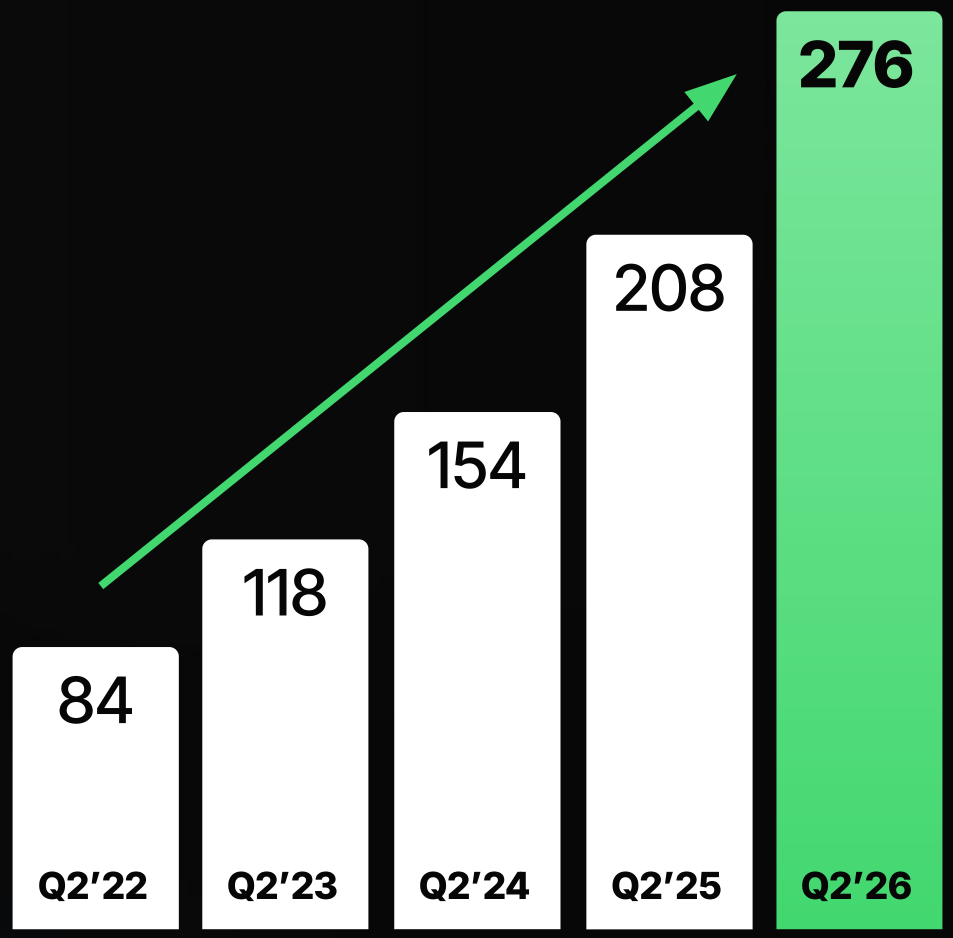
CAGR over
4 years



>$500K ACV

35%

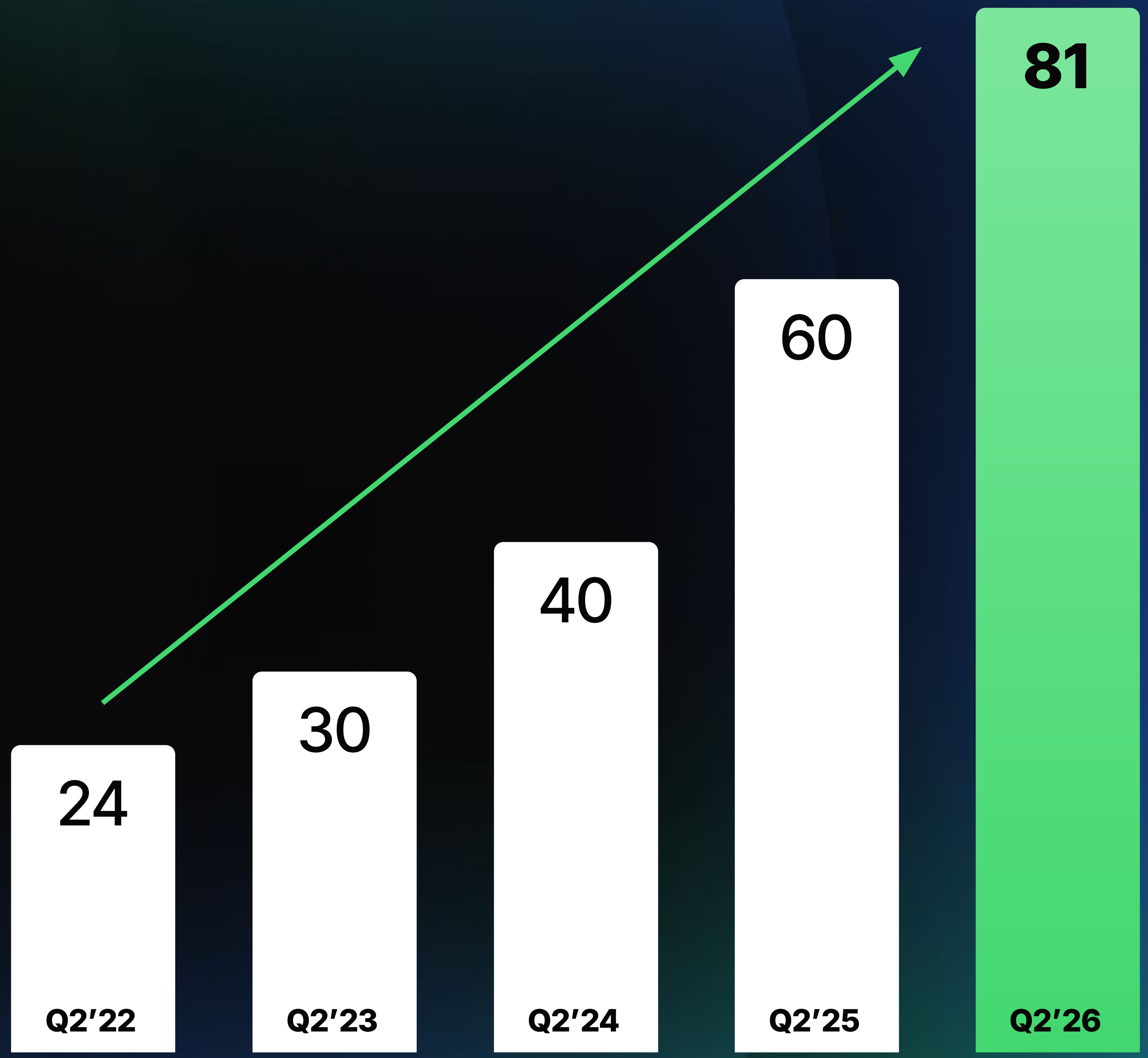
CAGR over
4 years



Growth in Large ACV Customers: >$1M ACV

36%

CAGR over
4 years



Average Annual Contract Value is Growing

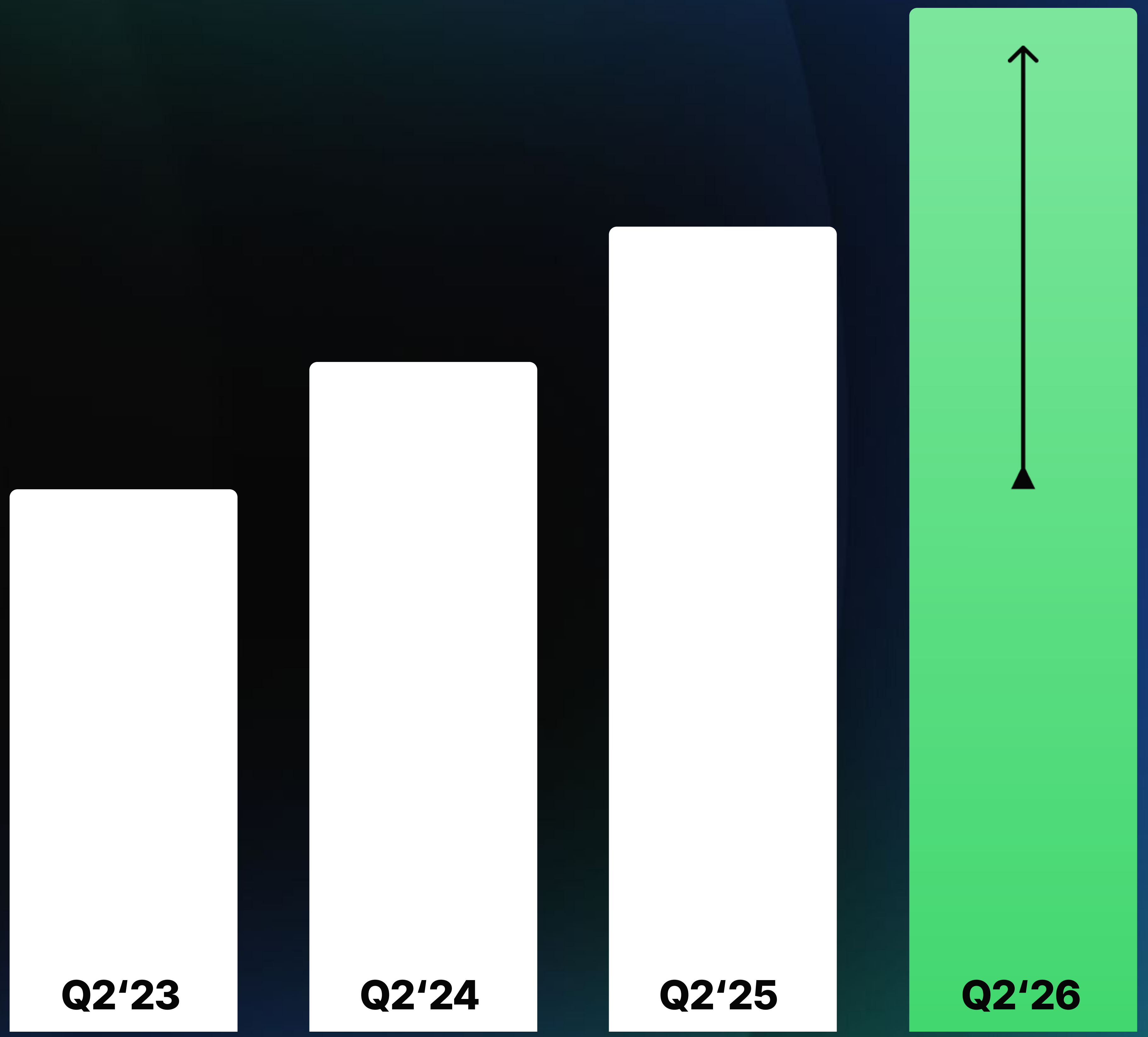
2026

$250K+	**$600K+**	**$1M+**	**$1.5M+**
>$100k ACV Cohort	>$300k ACV Cohort	>$500k ACV Cohort	>$1M ACV Cohort

Annual Contract Value is Increasing

40%

Growth over 3 years



Drivers of Margin Expansion

Operating Margin is Expanding

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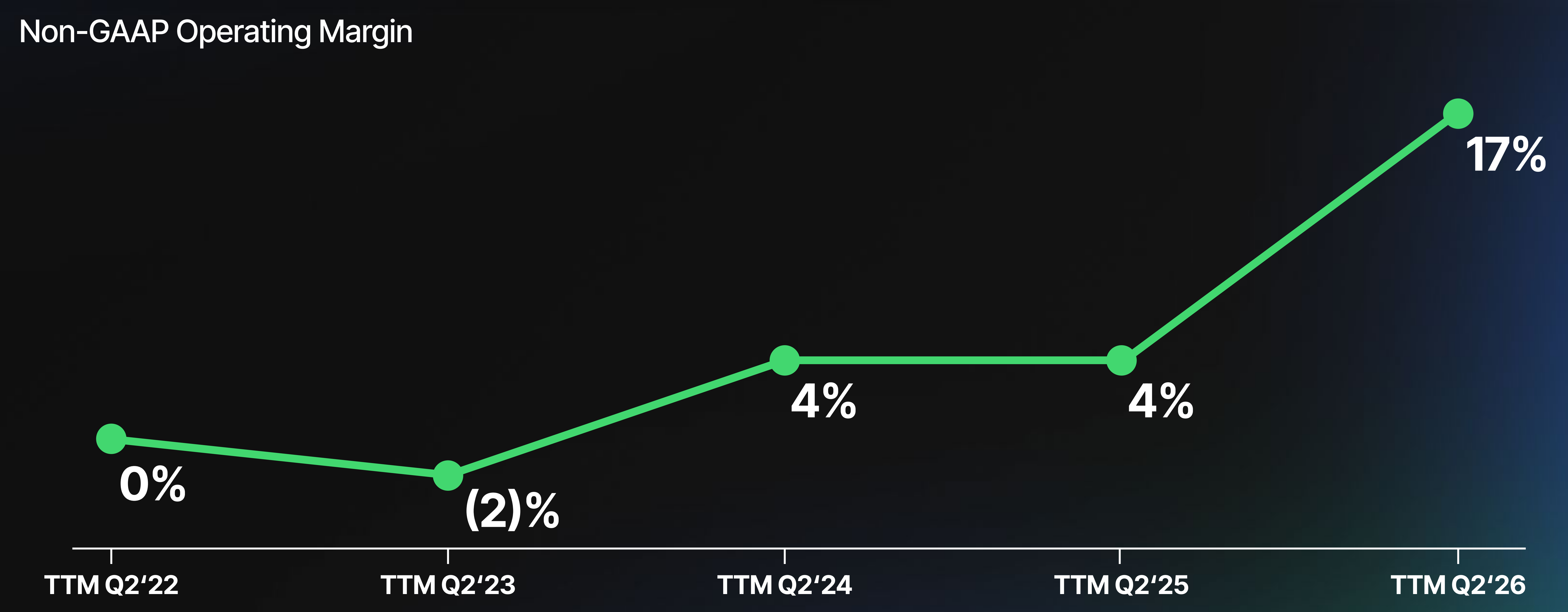
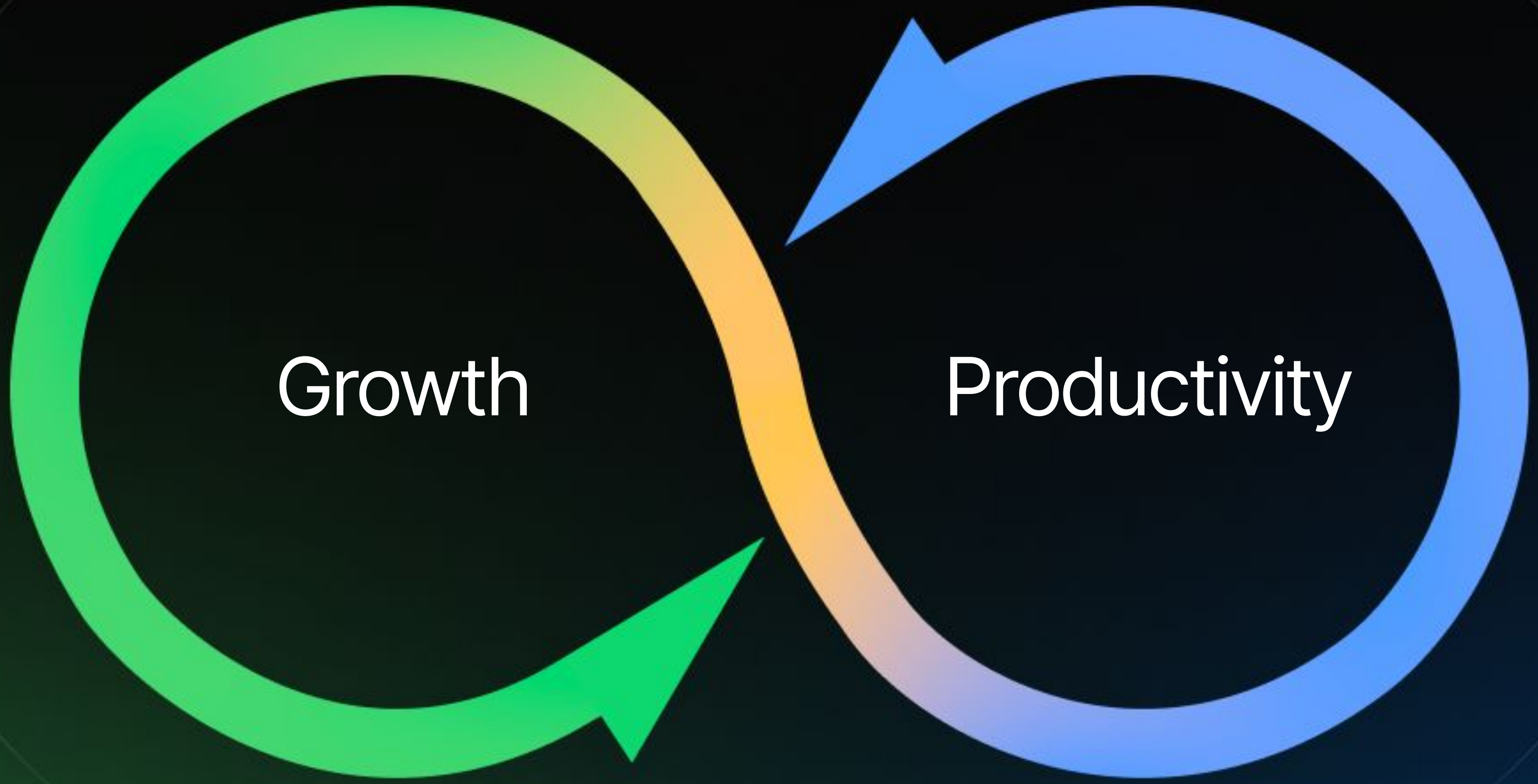


Productivity Fuels Growth



Executing from Strength

Operational rigor

AI-enabled productivity

Disciplined investment

Strong leadership team and organizational capability

Gross Margin Leverage

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Increasing Subscription Mix

Higher margin subscription revenue
is a growing mix of total revenue

Support Evolution

Digital-first engagement with customers

LLM Optimization

Contract terms, model usage and pricing

2026-2030 Margin Improvement

+ 2 pts

LLM Optimization

Purchased through broader infrastructure contracts

The right model for the right job

Value-based pricing aligns spend with usage

R&D Leverage

Increased Productivity

Agentic coding tools; AI changes the economics of innovation

Leaner Workforce Profile

Team quality over quantity as the platform matures

2026-2030 Margin Improvement

+ 2 pts

S&M Leverage

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Platform Selling

Selling the full platform, optimizing overlay and sales support model, maximizing sales productivity

AI Efficiency

AI in workflows enables more focused selling, reduces friction and accelerates cycle times

Partner Leverage

A growing share of business is partner-sourced; higher deal values and conversion rates

2026-2030 Margin Improvement

+ 3 pts

G&A Leverage

Workiva

AI Efficiency

Automation structurally reduces manual workflows

Scale

Getting more output for every dollar we spend. Headcount scales with purpose.

2026-2030 Margin Improvement

+1pt

Stock Based Compensation

Moderated Headcount Growth

Natural leverage as we add less human capital

Disciplined Approach

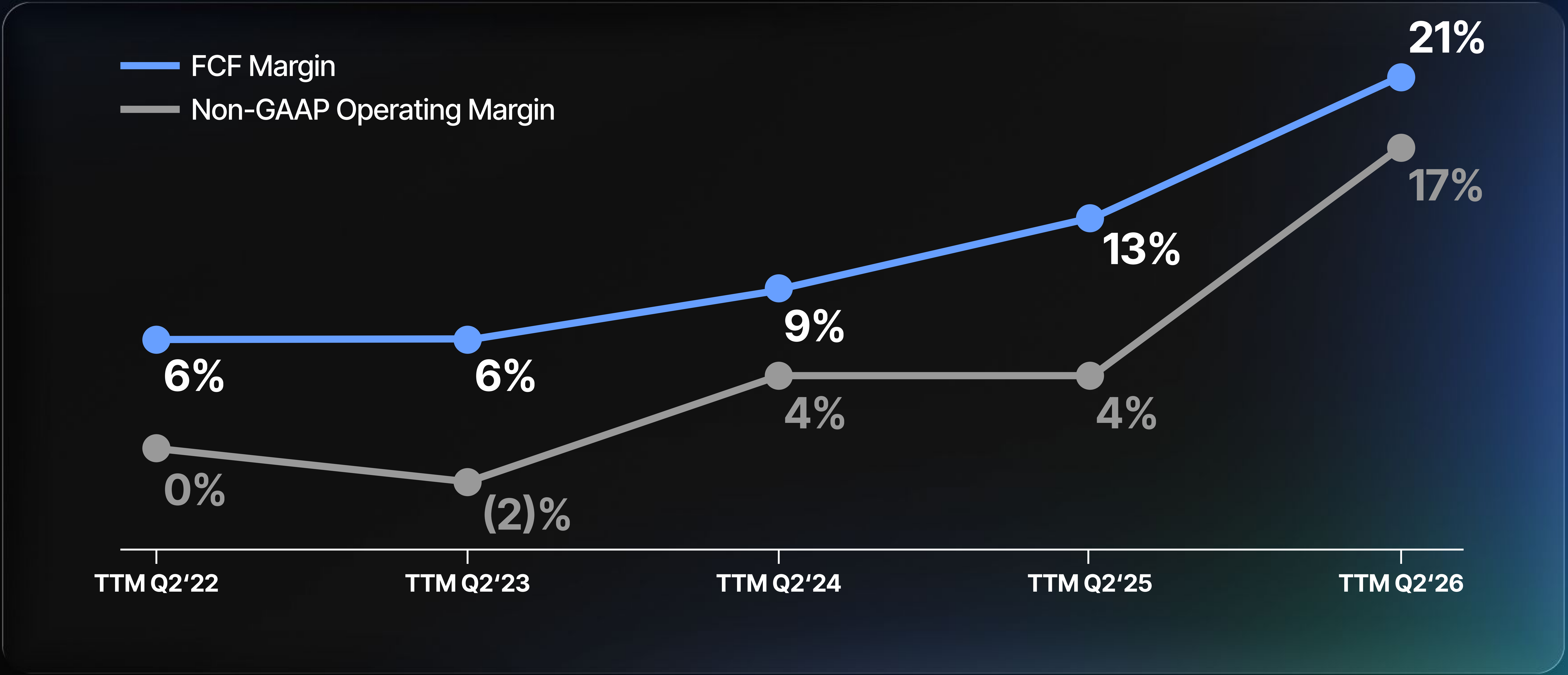
Still important for talent; intentional approach to allocation and structural design

2026-2030 Margin Improvement

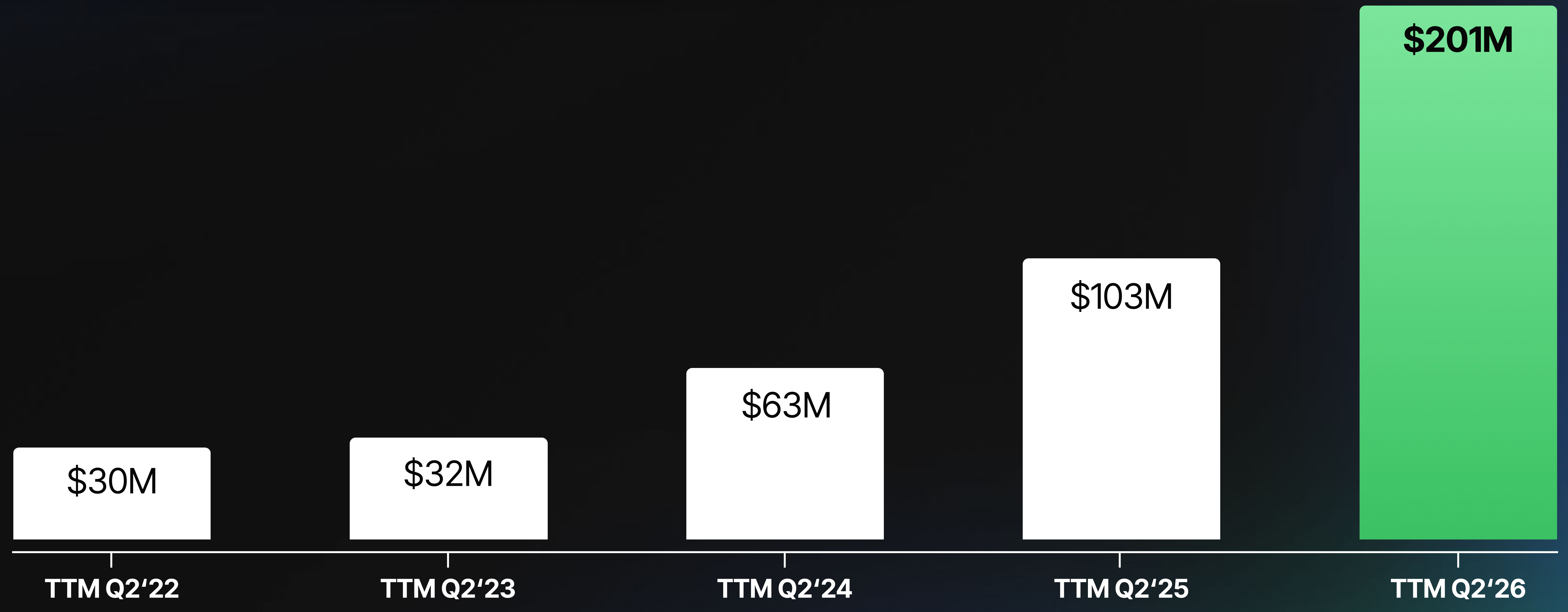
+1 pt

Strong Free Cash Flow

FCF Margin Trending Ahead of Operating Margin



Growing Free Cash Flow Gives Us Flexibility



Capital Allocation

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FCF Fuels Responsible Capital Allocation

Invest in organic growth

Strategic M&A

Return capital

Share Repurchase Program

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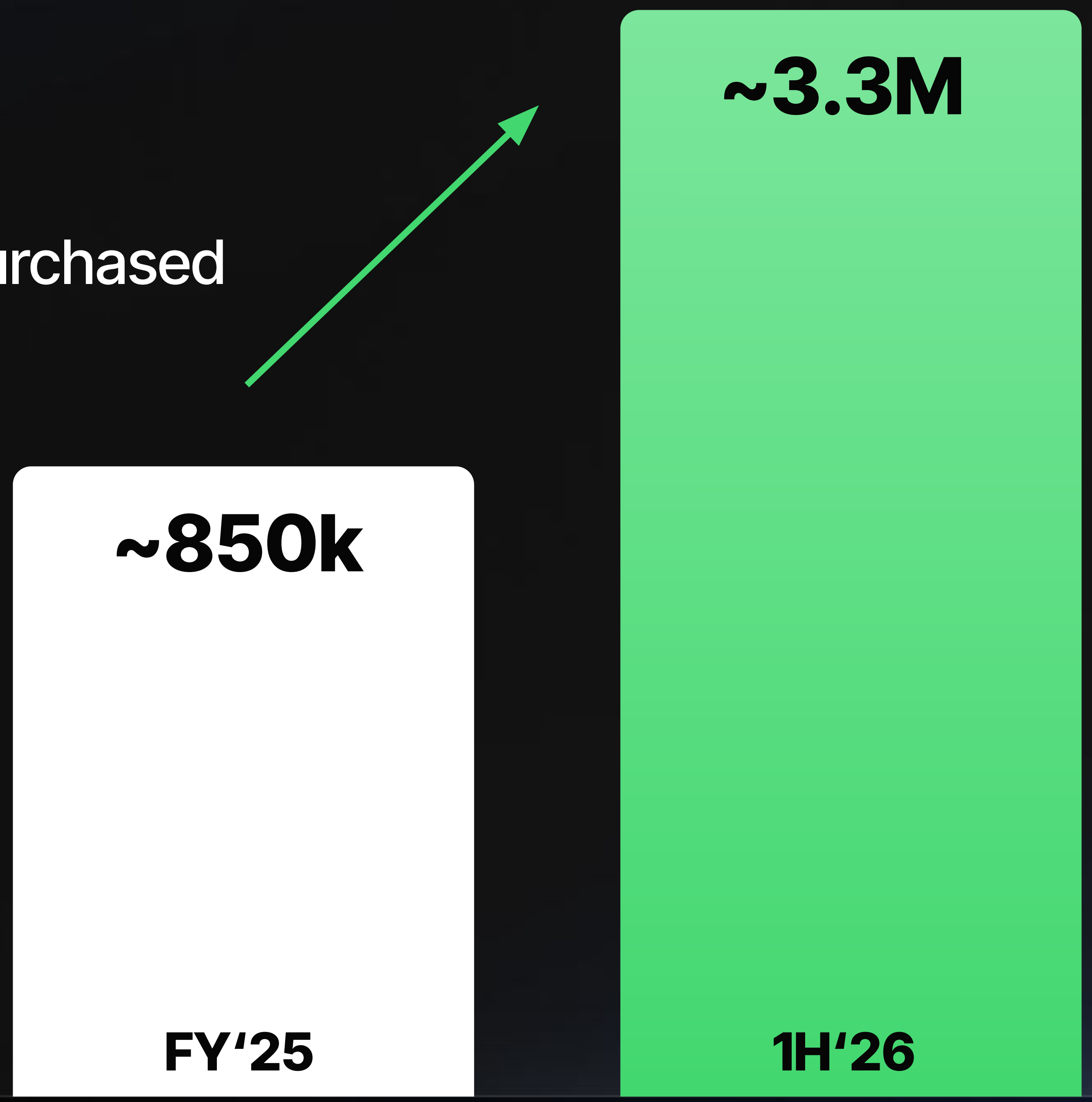
4x

Increase in
shares repurchased



Offset Dilution from Stock-based Compensation

+

Opportunistic Additional Repurchase

Execution and Financial Discipline Drive 2030 Targets

2030 Target Model

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	2024A	2025A	2026E	2030 Target
Total Revenue	$739M	$885M	$1.040–1.044B	**~$1.8–$2.0B**
Percentage of Revenue, non-GAAP				
Gross margin	78%	81%	~83%	**~85%**
Research & development	23%	21%	~19%	**~17%**
Sales & marketing	42%	41%	~39%	**~36%**
General & administrative	9%	9%	~7%	**~6%**
Non-GAAP operating margin	**4%**	**10%**	**~18%**	**~26%**
Stock-based compensation	14%	14%	~12%	**~11%**

REFER TO NON-GAAP RECONCILIATION SLIDES FOR ADDITIONAL INFORMATION.
FIGURES HAVE BEEN ROUNDED FOR PRESENTATION PURPOSES. DISCREPANCIES MAY OCCUR DUE TO ROUNDING.

Workiva is executing from a position of strength

Proven durable growth

Global growth opportunity

96%+ GRR

110%+ NRR

Strong retention

Expanding solution set & AI monetization strategy

Expanding Margin Story: Operational discipline, AI-driven productivity

Growth & productivity fuel one another

AI Amplifies the Opportunity for Workiva

Thank You

Q&A

Non-GAAP Reconciliation

Reconciliation of GAAP to Non-GAAP

	2024A	2025A	2026E
Gross Margin	**77%**	**78%**	**81%**
Add back: Stock-based compensation	2%	2%	2%
Gross Margin, non-GAAP	**78%**	**81%**	**83%**
Research and development	**26%**	**24%**	**22%**
Less: Stock-based compensation	3%	3%	3%
Research and development, non-GAAP	**23%**	**21%**	**19%**
Sales and marketing	**47%**	**46%**	**43%**
Less: Stock-based compensation	5%	5%	4%
Sales and marketing, non-GAAP	**42%**	**41%**	**39%**
General and administrative	**14%**	**13%**	**10%**
Less: Stock-based compensation	5%	4%	3%
General and administrative, non-GAAP	**9%**	**9%**	**7%**
(Loss) / Income from operations	**(10)%**	**(5)%**	**6%**
Add back: Stock-based compensation	14%	14%	12%
Add back: Amortization of acquisition-related intangibles	1%	1%	1%
(Loss) income from operations, non-GAAP	**4%**	**10%**	**18%**

FIGURES HAVE BEEN ROUNDED FOR PRESENTATION PURPOSES. DISCREPANCIES MAY OCCUR DUE TO ROUNDING.

Reconciliation of GAAP to Non-GAAP

	TTM Q2'22	TTM Q2'23	TTM Q2'24	TTM Q2'25	TTM Q2'26
Net cash provided by operating activities	**$33M**	**$35M**	**$64M**	**$106M**	**$202M**
Purchase of property and equipment	$(3)M	$(3)M	$(2)M	$(3)M	$(1)M
Free Cash Flow	**$30M**	**$32M**	**$63M**	**$103M**	**$201M**
Operating cash flow margin	**7%**	**6%**	**9%**	**13%**	**21%**
Free cash flow margin	**6%**	**6%**	**9%**	**13%**	**21%**

FIGURES HAVE BEEN ROUNDED FOR PRESENTATION PURPOSES. DISCREPANCIES MAY OCCUR DUE TO ROUNDING.