

workiva[®]



Analyst and Investor Day

September 10, 2024



Mike Rost

SVP, Investor Relations &
Corporate Development

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 "believe," "may," "will," "estimate," "continue," "anticipate," "intend," "expect" and similar expressions are intended to identify forward-looking statements. We have based these forward-looking statements largely on our current expectations and projections about future events and financial trends that we believe may affect our financial condition, results of operations, business strategy, short-term and long-term business operations and objectives, and financial needs. These forward-looking statements are subject to a number of risks, uncertainties and assumptions, including those described in "Risk Factors" in our annual reports on Form 10-K and quarterly reports on Form 10-Q filed with the Securities and Exchange Commission. Moreover, we operate in a very competitive and rapidly changing environment. New risks emerge from time to time. It is not possible for our management to predict all risks, nor can we assess the impact of all factors on our business or the extent to which any factor, or combination of factors, may cause actual results to differ materially from those contained in any forward-looking statements we may make. In light of these risks, uncertainties and assumptions, the future events and trends discussed in this presentation may not occur and actual results could differ materially and adversely from those anticipated or implied in the forward-looking statements.

Although we believe that the expectations reflected in the forward-looking statements are reasonable, we cannot guarantee future results, levels of activity, performance, achievements or events and circumstances reflected in the forward-looking statements will occur. We are under no duty to update any of these forward-looking statements after the date of this presentation to conform these statements to actual results or revised expectations. This presentation has been prepared for informational purposes only from information supplied by us and from third-party sources. Such third-party information has not been independently verified. We make no representation or warranty, expressed or implied, as to the accuracy or completeness of such information.

By attending or receiving 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

Capturing The Opportunity in Front of Us

Julie Iskow - President & CEO

2

Sustainability Management

Paul Volpe - SVP Growth & Solutions

3

Driving Growth with Leverage

Jill Klindt - CFO

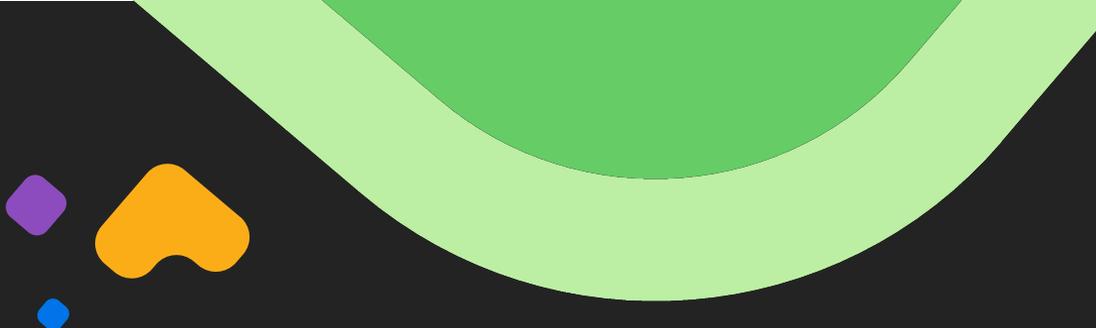
4

Q&A

Capturing the Opportunity in Front of Us

Julie Iskow

President & CEO



Analyst & Investor Day



workiva
AMPLIFY

We're going to talk about:



Our Optimism



Our Opportunity



Our Dual Focus

Growth

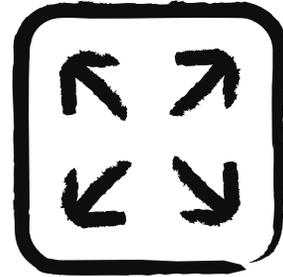


Productivity

Evolution of Customer Roles



**Trends have
become business
realities**



**Realities have
dramatically
increased**



**Daunting
complexities, and
heightened risks**

Customers require agility

 **Without Fanfare**

 **Without Drama**

 **And With Assurance**

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



Transparency



Regulation



Disclosure

Our customers need us more than ever

Meet the only platform for assured integrated reporting.

Built for your most important work.

workiva



The Workiva Platform

Connect Data

Unify Processes

Empower Teams

Unified Reporting

Connectivity

Data Management

Cross-team Workflow

Controlled Collaboration

Intelligent Productivity



Financial Reporting



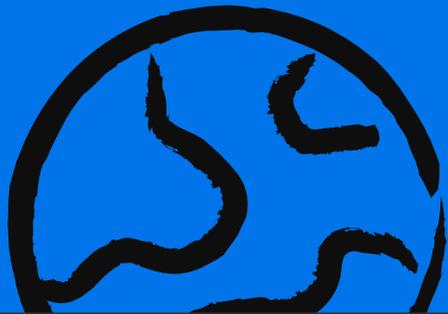
Environmental, Social, & Governance



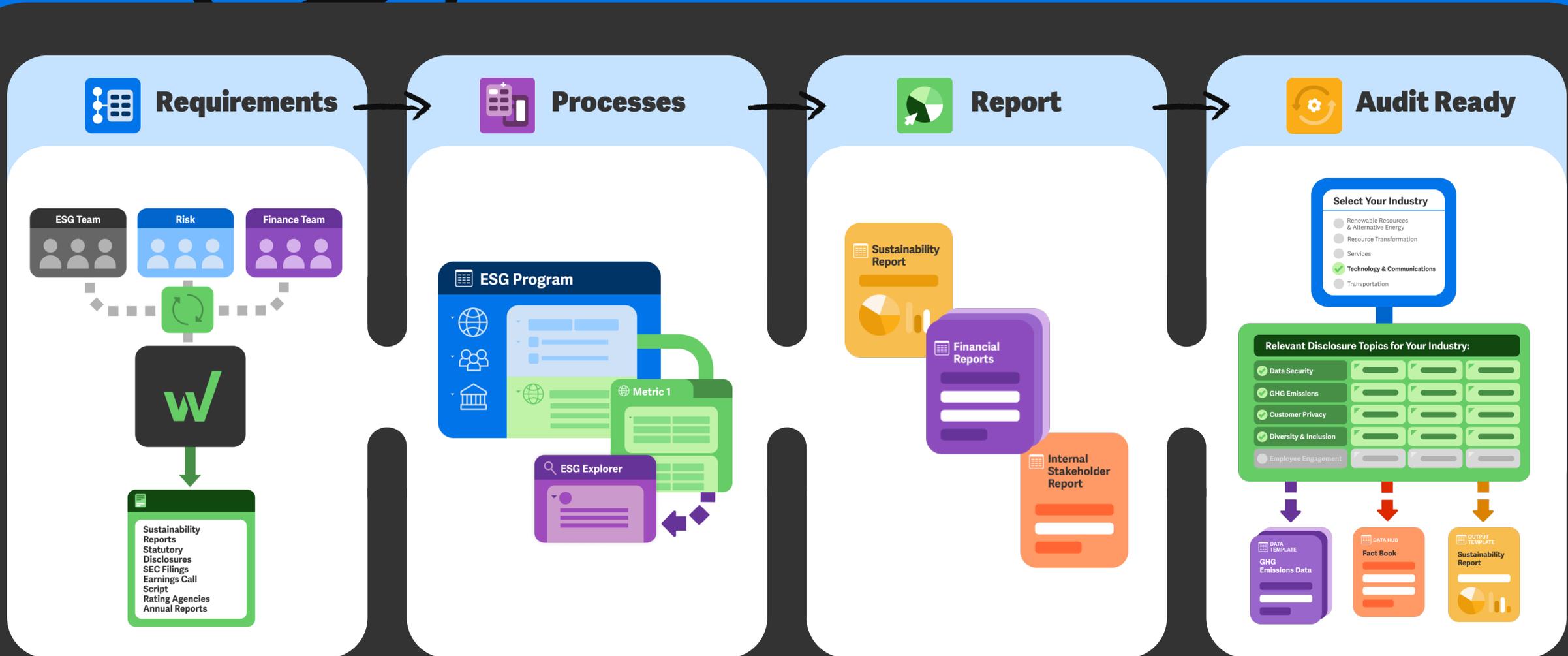
Governance, Risk, & Compliance

Fortune 50 Customer Platform Journey





Transforming ESG Reporting with Workiva's Platform



Customer ESG Journey



**Published TCFD
Report in 2018**



**Set Net-Zero
Targets in 2021**



**Subject
to CSRD**

Workiva is Best Positioned to Capture the Growing Opportunity

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



CAPABILITIES

Unified Platform

Secure, controlled collaboration

Financial Reporting

Continuous audit and control

Sustainability Management

Audit ready environment

Governance, Risk, Compliance

Assured integrated reporting



ECOSYSTEM

Global partner ecosystem

6000+ customer base



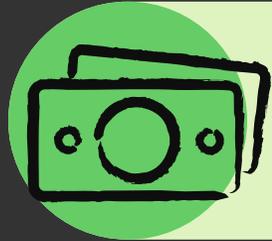
EXPERIENCE

Investor grade reporting

Regulatory expertise

Leader in XBRL tagging

Improved Momentum

 **Record Bookings in Q2**

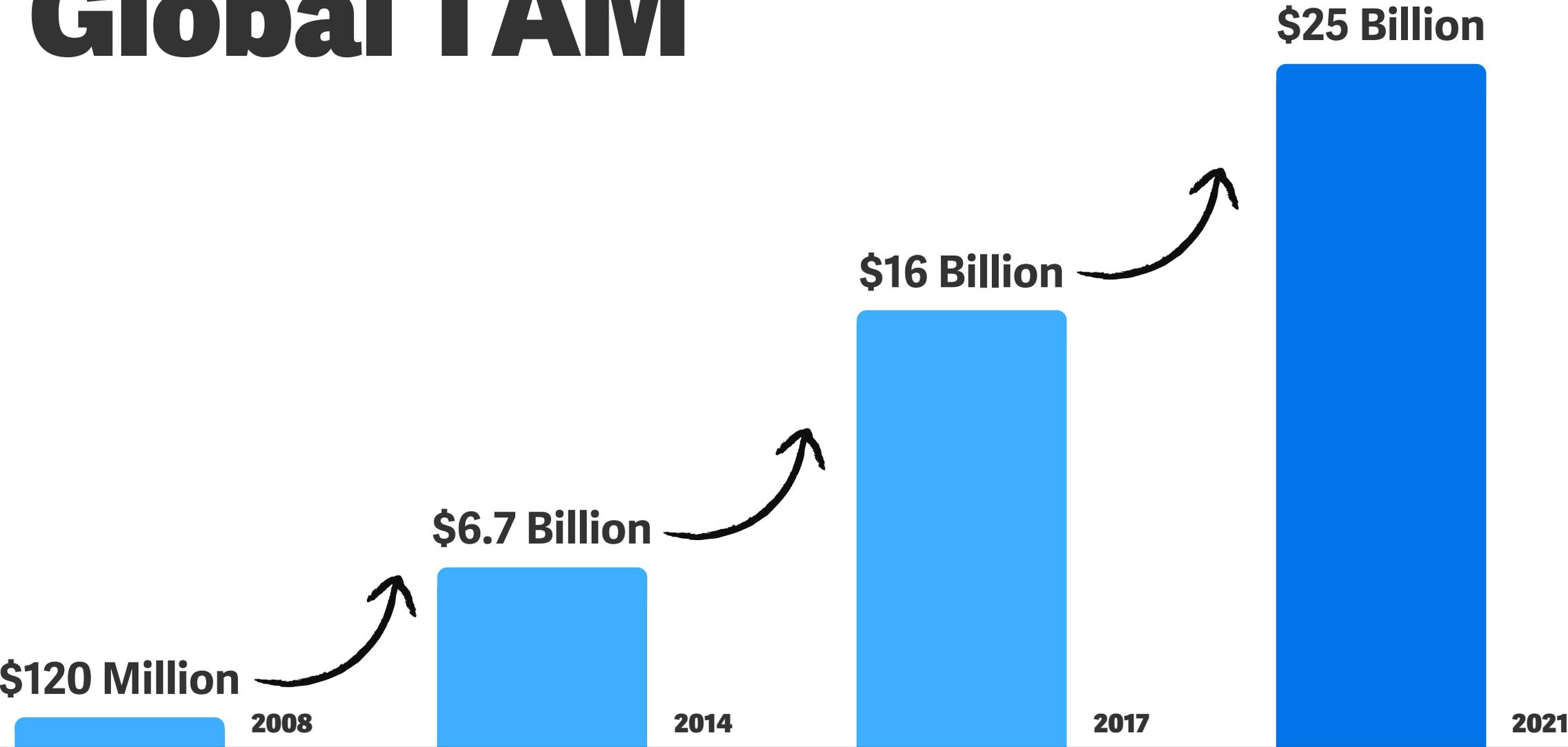
 **Broad Based Demand**

 **More Account Expansion & Platform Wins Across Regions**

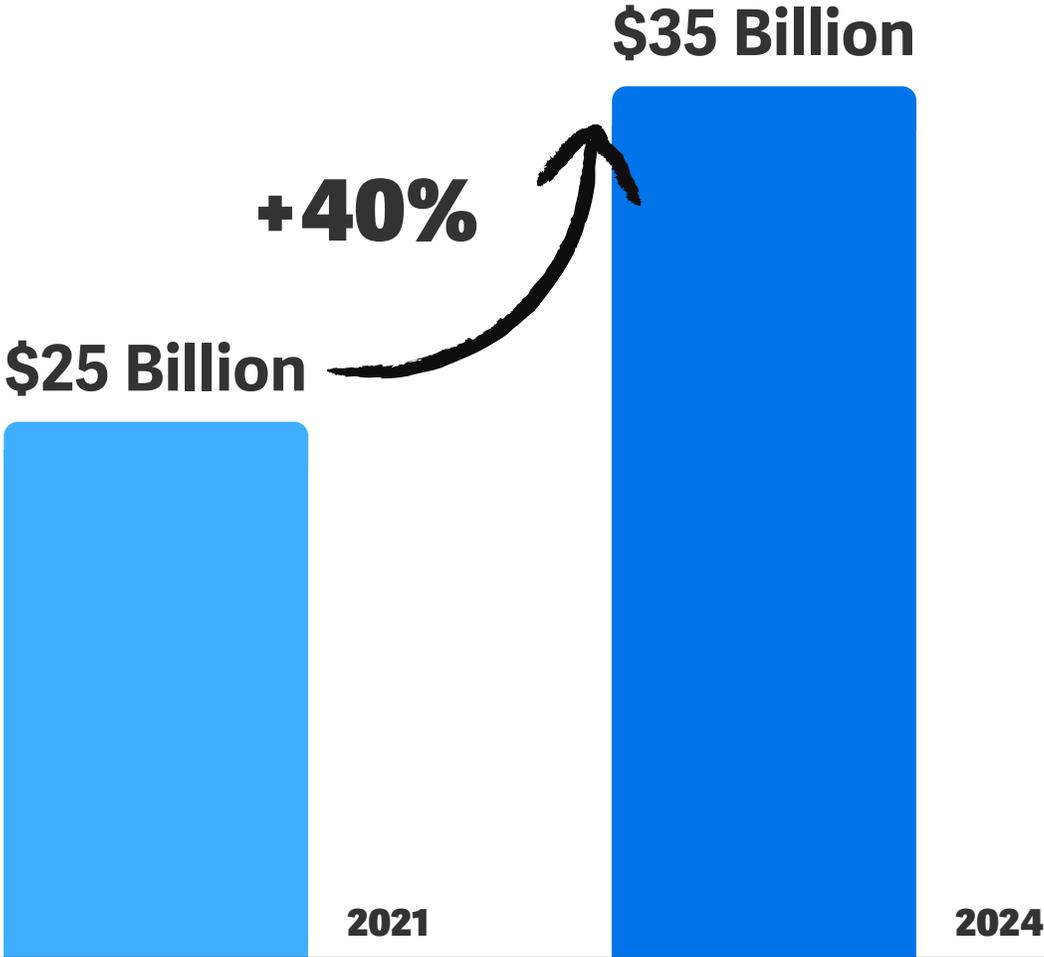
Reasons for Optimism

-  **Better execution**
-  **Regulatory drivers**
-  **Improving Macro Environment**
-  **Scrutiny of Non-Financial Increasing**

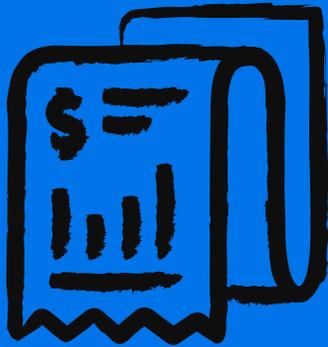
Large and Growing Global TAM



Updated TAM 2024

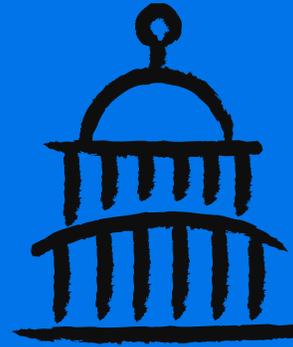


Drivers for TAM Expansion



Financial Reporting

- Newer Markets — LATAM and APAC



GRC

- Geographic expansion
- Increased deal size



ESG

- CSRD Compliance
- Increasing willingness to pay
- Addition of Carbon offering

Where we're at today



Competitive Advantage



Relatively Untapped TAM



Executing on Strategy

Our dual focus

**Growth *and*
Productivity**

Why invest now?



Platform Demand



**Fastest growing market —
Sustainability**



**Expanding TAM + rapidly
growing markets**

Our dual focus

Growth *and*

Productivity

Focus on productivity



Improving operating leverage



Maintain the rate of S&M / Revenue

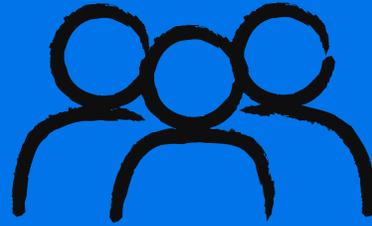


GTM transition

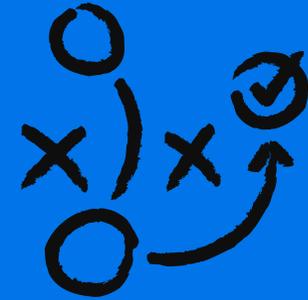
A Focus on Sales Improvement



Structure



Staff



Strategy

Our dual focus

Growth *and*
Productivity

Workiva Growth Strategy



Fit-for-Purpose Solutions



Connected Platform



Global Excellence



Partner Ecosystem

Partner Ecosystem



Fit-for-Purpose Solutions



Connected Platform



Global Excellence



Partner Ecosystem

Partner Ecosystem

Global & Regional Consulting Firms



Managed Service



Reseller



Technology



Design Agencies



Progress in the Early Innings



Increasing partner prevalence



Partners realizing the benefit of our platform



Partner engagement across all deal types & sizes



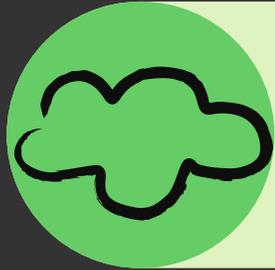
From the Field of Dreams



...to the Major League



Workiva is a Major League player



Workiva is a platform company

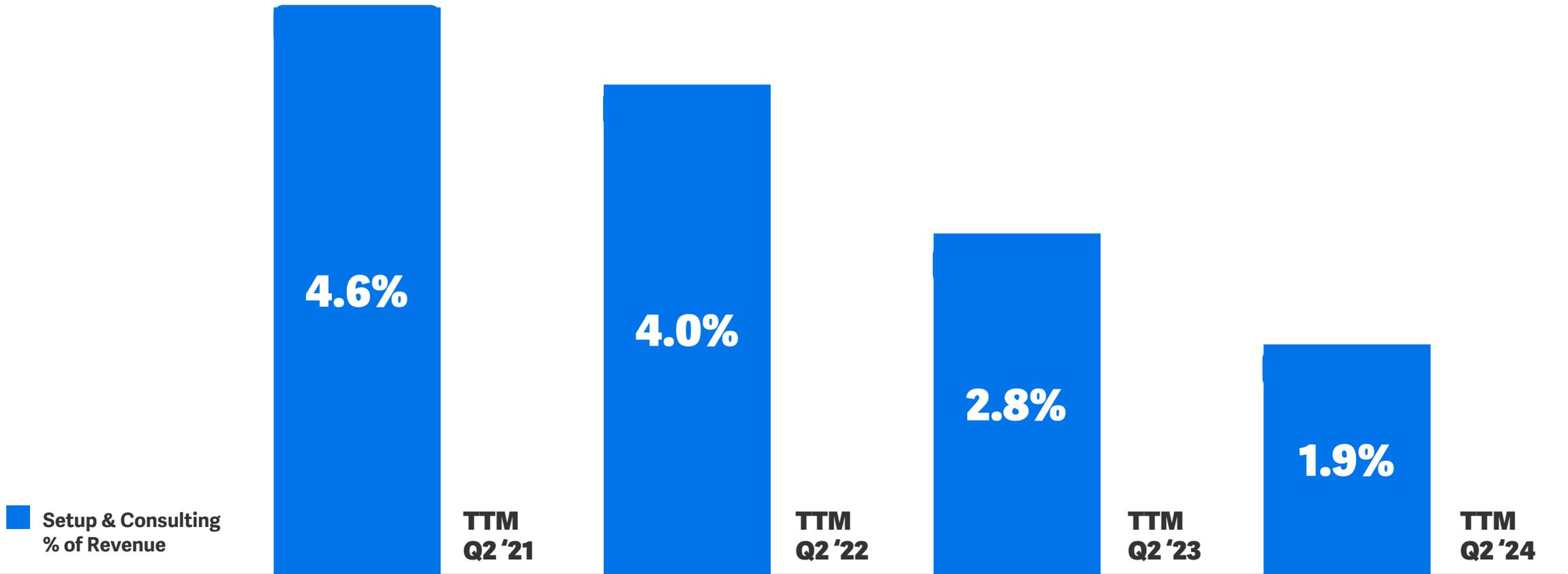


Strategic transformation projects align with Workiva



Emerging markets = advisory growth

Setup & Consulting Revenue Transition



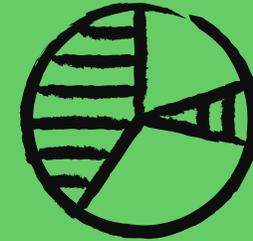
Partner Opportunity



**Solution
implementation**

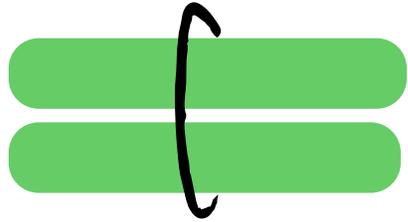


**High-value,
high-margin services**

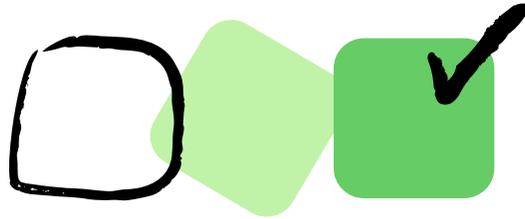


**Recurring
services revenues**

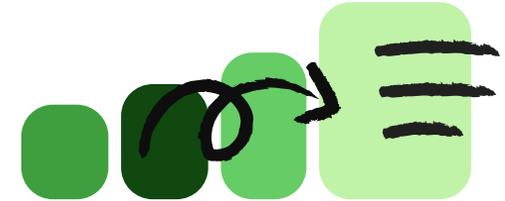
Partner Ecosystem Impact



**Key Contributor
to Platform
Selling**



**Partner
Involvement in
Deals = Selling
Higher & Broader**



**New Logos.
Account
Expansion.
Multi-Solution.**

Global Excellence



Fit-for-Purpose Solutions



Connected Platform



Global Excellence



Partner Ecosystem

Global Topics



CSRD



Global Execution

CSRD is a Game-Changer



For European companies

- Large company disclosure starts in 2025
- 1000 new data points to report on
- External audit starting in 2026
- XBRL disclosure w/ESEF to be phased in



For global companies

- Initially, supply chain impact
- Sustainability disclosure required for most doing business in EU
- Many global companies will be driven to disclose sustainability metrics

Global Execution



**A focus on
improvement**

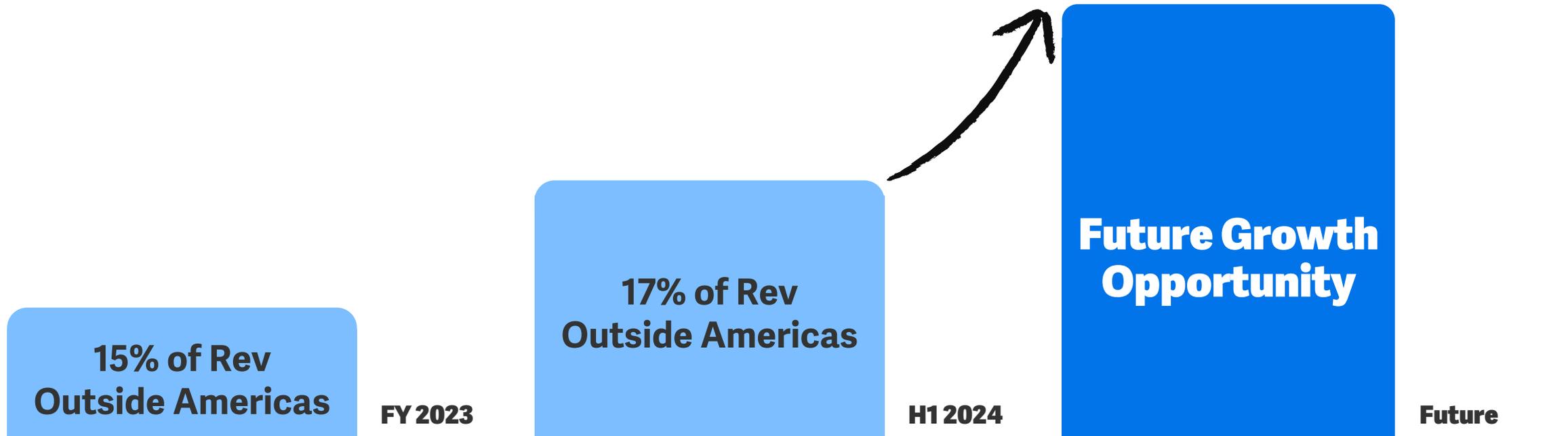


**Delivering on
quality, rigor,
accountability and
discipline**



**Results indicate we
are turning the
corner**

Focus on Global Expansion



The Opportunity in Europe



- 1** Sustainability is not a New Concept
- 2** Financial Transformation Opportunities are Significant

European Bank Q2 Win

**Assured
Integrated
Reporting**



**Financial
Transformation
Project with a Bank**

**ESEF + ESG + Controls
Management + Bank
Regulatory Reporting Solution**

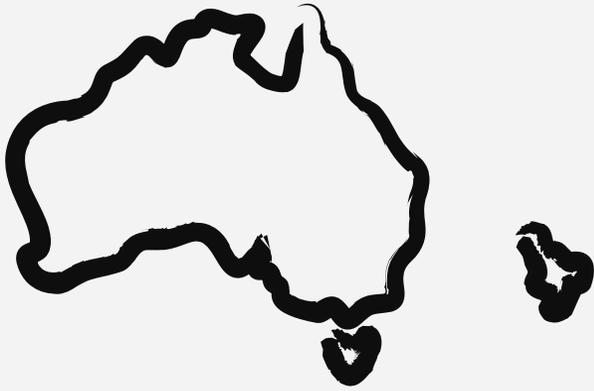
Financial + Non Financial Reporting

Assured Integrated Reporting

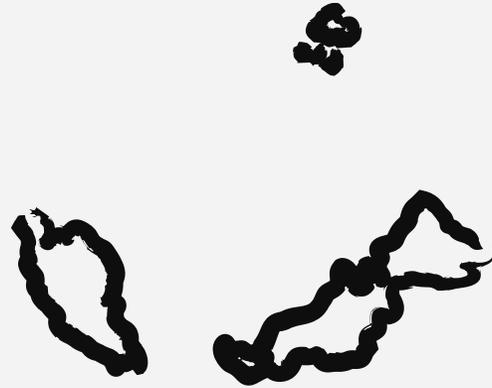
FR + ESG + GRC



Momentum in APAC



Australia/New Zealand

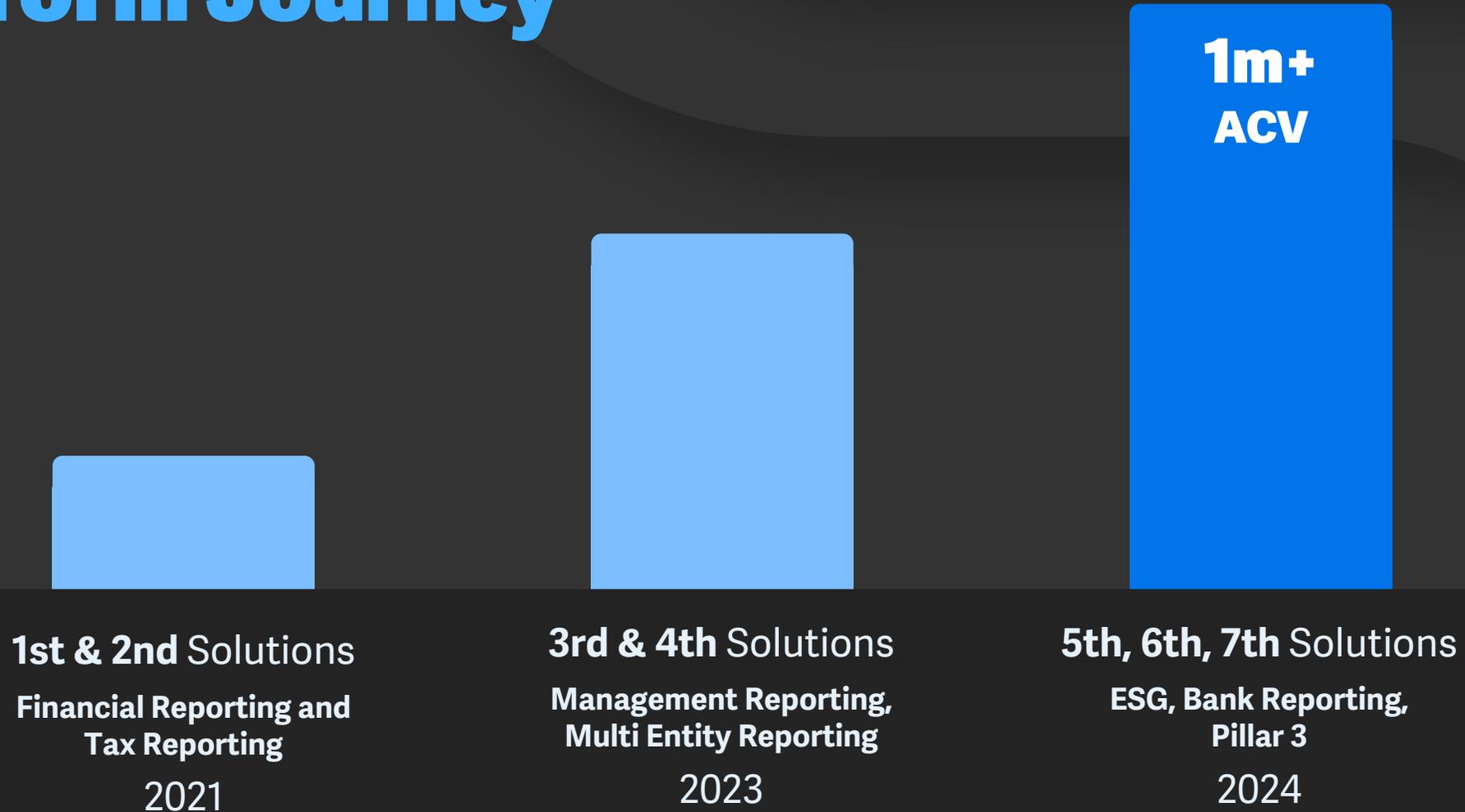


Asia



Japan

Australian Financial Services Firm Platform Journey



Solutions



Fit-for-Purpose Solutions



Connected Platform

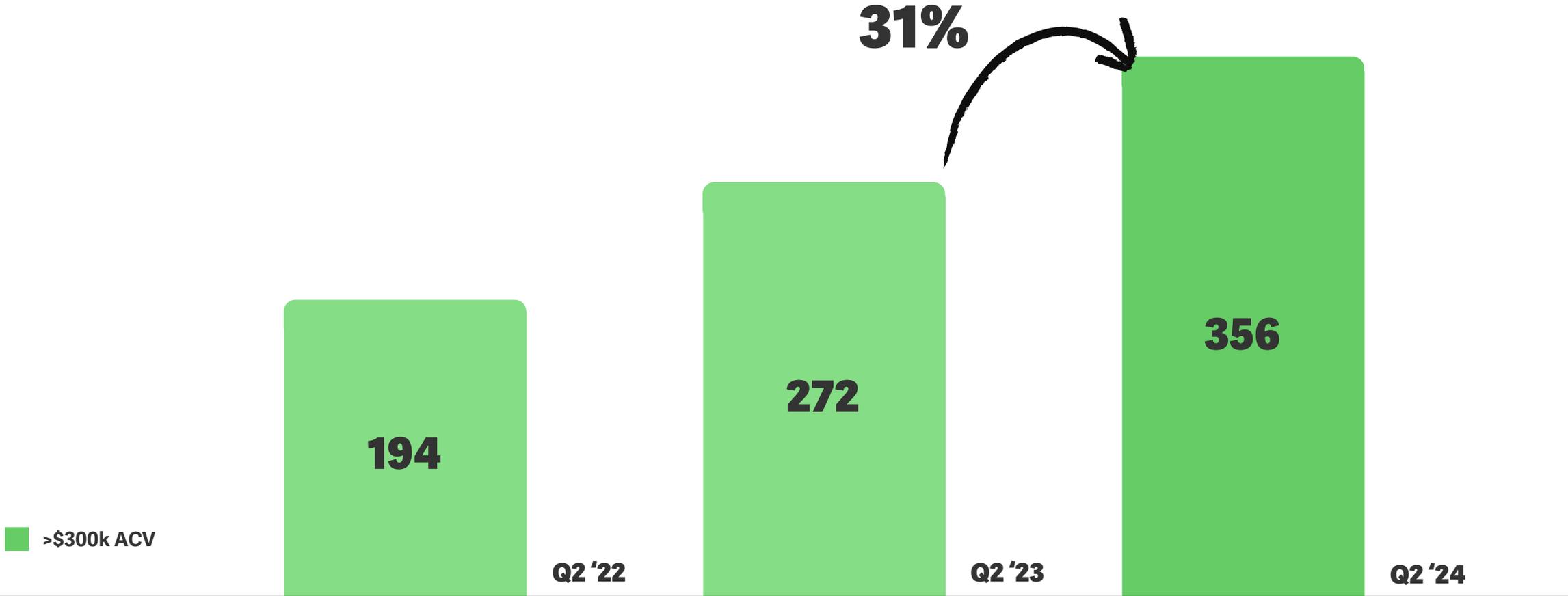


Global Excellence

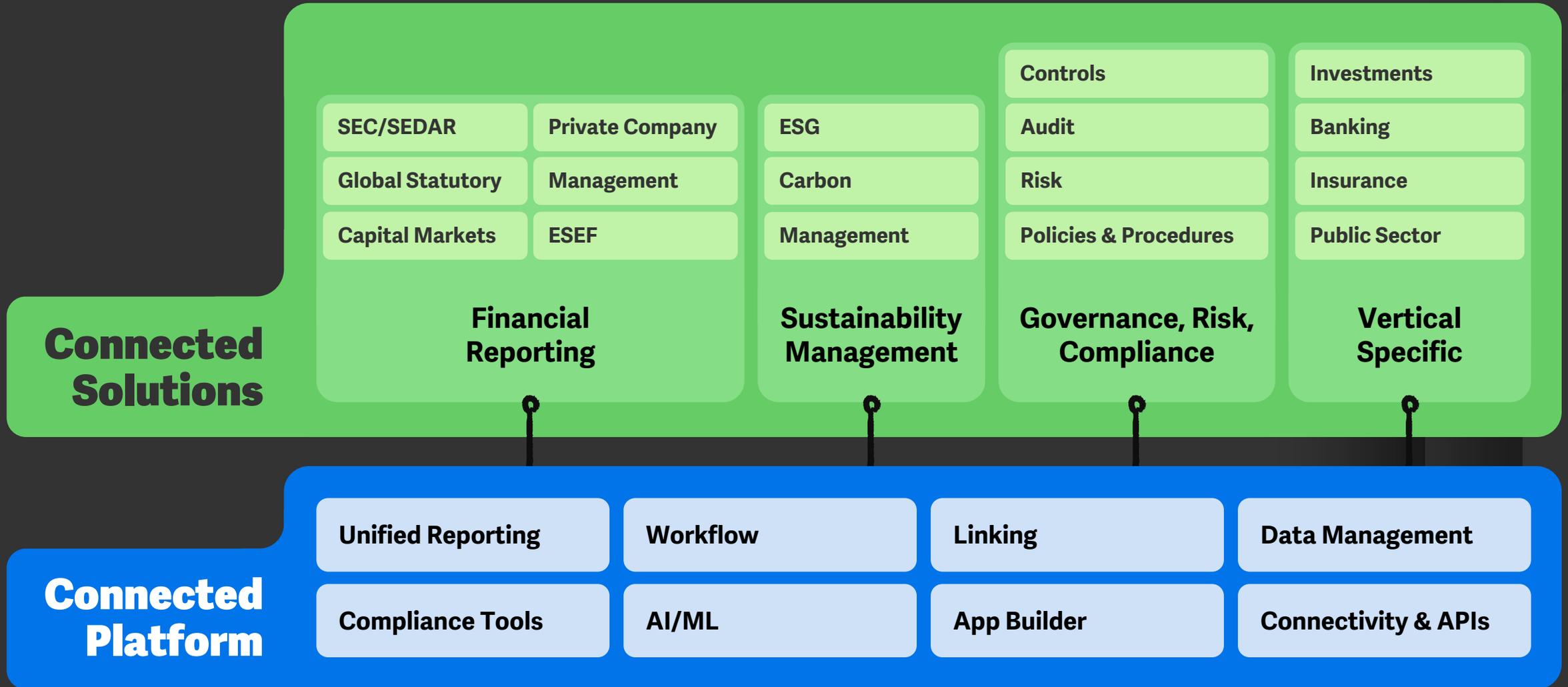


Partner Ecosystem

>300K Customers Growing 30%+



Workiva Platform Solutions



Financial Reporting

Breadth of Financial Reporting Solutions Beyond SEC

Global Statutory Reporting

Private Company Reporting

Management Reporting

Capital Markets

ESEF Reporting

Bank Reporting

Tax Reporting

Investment Reporting

Insurance Reporting

And Many More...

Market Drivers for Financial Reporting



Finance Transformations



Private to Public Journey



Changes in Regulations



Legacy Technology Replacement

European Consumer Products Company Example

Multi-
Solution
New Logo



**S4/HANA
Transformation
Project**

**ESEF
+ ESG**

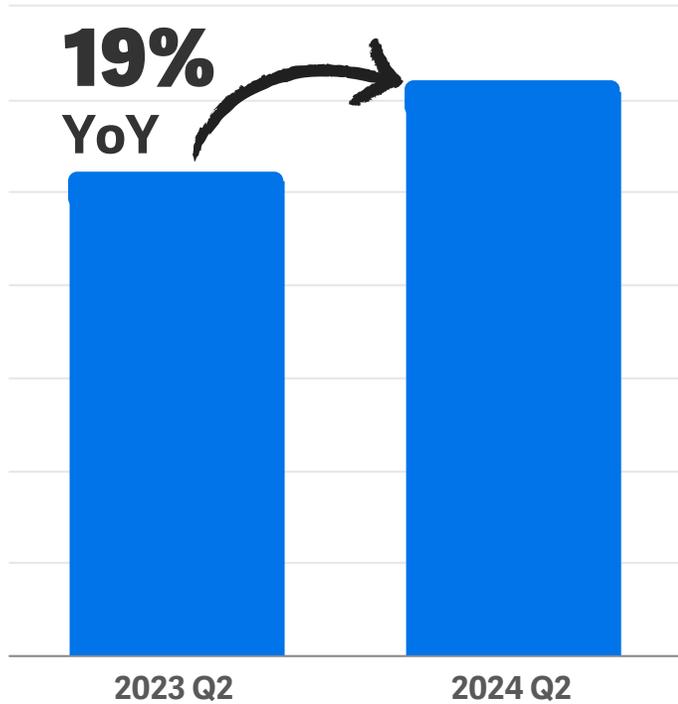
**BIG 4 Partner
Sourced &
Delivery**

Financial + Non Financial Reporting

Financial Reporting * Showing Strong, Resilient Growth

ACV >100k

19%
YoY



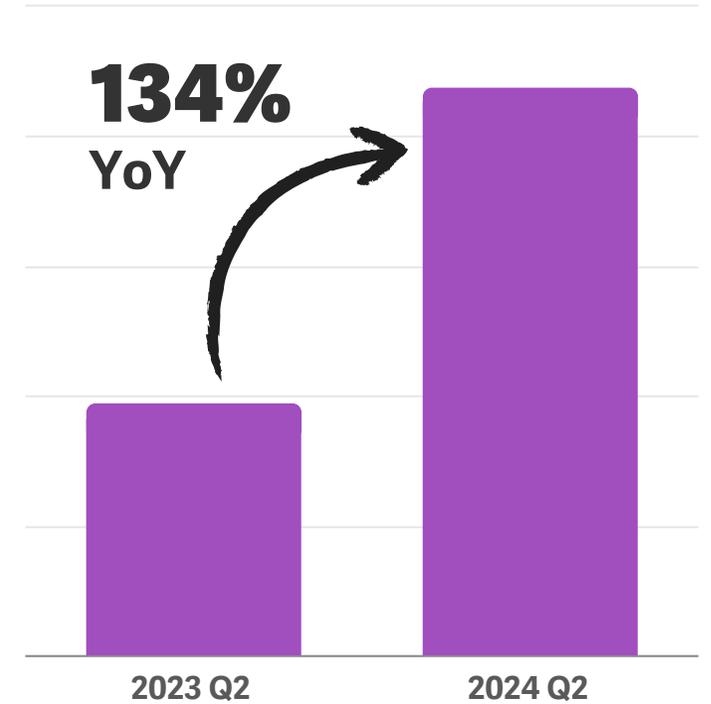
Q2 '24 - Multi-Solution

>45%

of Financial Reporting deals are Multi-Solution

Partner Sourced

134%
YoY



*Financial reporting excluding SEC

Governance, Risk, Compliance

Our GRC Momentum

**Strong Market
Growth Drivers**

Increased Regulations

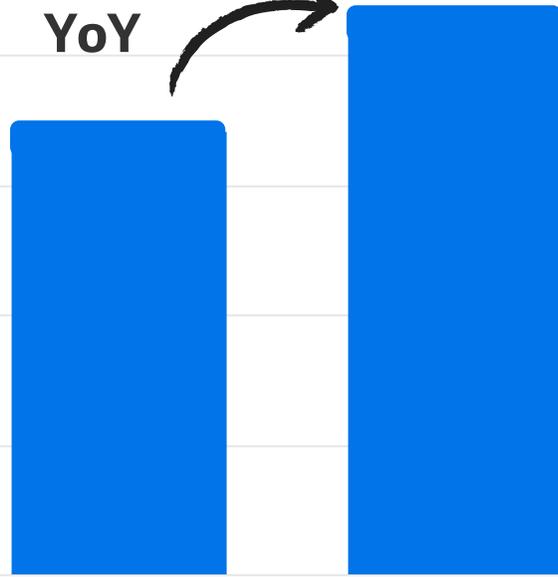
Risk Management Focus

ESG Controls, Risk, Audit

GRC Solution Showing Strong, Resilient Growth

ACV >100k

26%
YoY



2023 Q2

2024 Q2

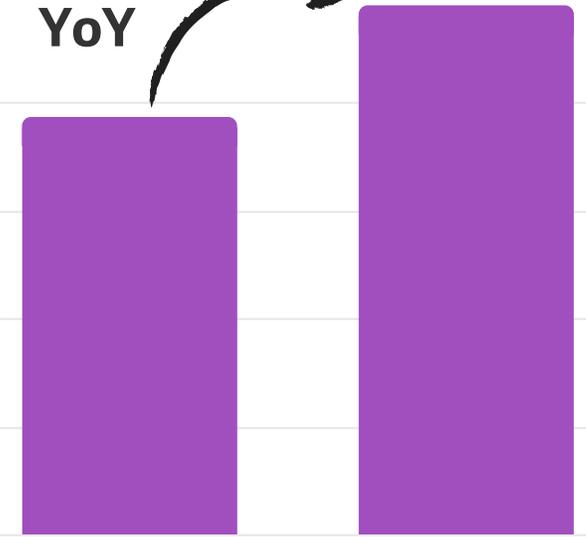
Q2 '24 - Multi-Solution

>49%

of GRC deals are
Multi-Solution

Partner Sourced

27%
YoY



2023 Q2

2024 Q2

European Utility Company Example

Multi-
Solution
New Logo



Operational Risk for
RCSA and Loss
Event Tracking

GRC +
ESG

Regional Advisory
Partner Sourced &
Delivery

Sustainability + Risk Management

Sustainability Management

Science Based Targets Initiative (SBTi)



**4,200 Companies
with SBTi targets -
39% of global
market cap**



**102% increase from
Year end 2022 to
Year end 2023**

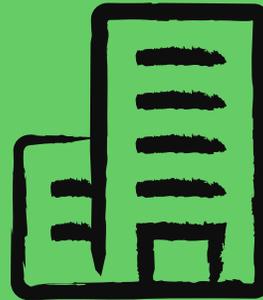


**845 North
American
Companies**

CDP - the global environmental disclosure system



23,000 companies reported climate data through the CDP in 2023



Member companies represent 66% of global market cap



330+ major buyers representing \$6.4 trillion in spend require CDP

Canadian Sustainability Standards Board (CSSB)

CA Bills

SB 253 - 5,300 companies
SB 261 - 10,000 companies

Private to Public Regulatory Journey

5,000+ in pre-IPO state

Corporate Sustainability Due Diligence

5500 companies

Sustainability Standards of Japan (SSBJ)

IFRS financial

2 new standards, one with a major impact
147 countries issuers

SEC Climate Rule

2,000+ Large Accelerated Filers
7,000+ Total companies

Corporate Sustainability Reporting Directive

45,000+ companies

IFRS sustainability

17 jurisdictions consulting inc Canada, UK, Japan, Brazil, Australia, Singapore

Superintendence of Accounting and Auditing Standards (SNC) of Brazilian Securities and Exchange

South Africa

Integrated reporting (IIRC)

Singapore Sustainability Reporting Advisory Committee

Brazilian Committee of Sustainability Pronouncements

NGER Act Amendment

(Mandatory climate-related financial disclosures)

Regulatory Drivers in North America



Oct 2023

**CA Climate
Accountability Act
Passed**



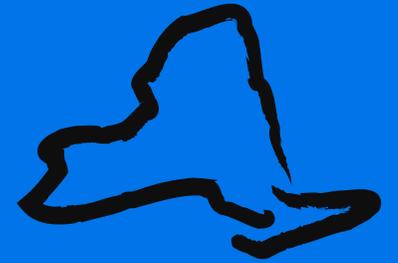
March 2024

**SEC Climate
Disclosure Rule**
(pending court ruling)



July 2024

Illinois Climate Act
(in development)



Aug 2024

New York Climate Act
(in development)

CSRD Regulation in Europe

CSRD - Details

When?

Phases: Largest/
listed companies,
>500 employees
first. Starts in
FY 2025

Who?

**50,000 EU
companies**
+10,000 global orgs
incl. 3,000 US and
1,000 CAN

Integrated

Mandate for
sustainability
disclosures
integrated
into the Annual
Report

Assured

Limited (later
reasonable)
assurance
for the sustainability
information is
required

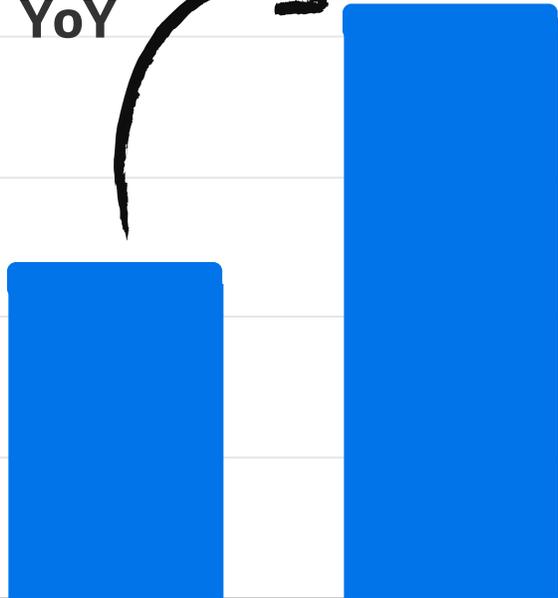
Digital

Digital tagging
(ESEF XBRL)
for sustainability
information

ESG Performance Metrics

Customer Count

85%
YoY



2023 Q2

2024 Q2

Q2 '24 - Partner Delivery

>85%

projects implemented
by partners

Fortune 100 Adoption

>40%

of the
Fortune 100



Workiva Carbon is a platform play



Accelerate success in ESG



Carbon solution is the start of the ESG journey



Carbon is the most regulated part of Sustainability



Workiva Carbon: measure + manage + collaborate + report

A Focus on Sustainability Management

Paul Volpe

SVP, Solutions & Growth

25 Years in B2B technology

14th year At Workiva

Commercial and product experience across early markets SEC, financial services, global statutory and corporate social responsibility

Lead Financial Reporting, GRC, ESG Solutions and Incubation

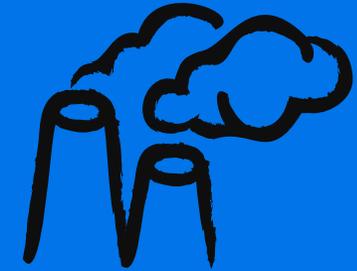
Topics on Sustainability



CSRD



**Sustainability
Management**



**Workiva
Carbon**

CSRD

**Corporate Sustainability
Reporting Directive**

Changing the Way Teams Work



Our sustainability report is not meeting the expected standards; we need to improve that.

**Group Reporting Leader,
Financial Services Company**

Workiva Customer Advisory Board



Sustainability will be the next finance. I talk more to the sustainability expert than I talk to my wife.

We've been publishing an integrated report for 25 years, but only now are we starting to work together, because only now there are suddenly so many rules and regulations.

Finance Leader Global Energy Company

Workiva Customer Advisory Board

CSRD is Assured, Integrated Reporting



Most likely top of mind issue today



Workiva is built for CSRD

Integrated reporting requires an integrated platform. This is how Workiva helps achieve CSRD outcomes.

External Assurance

Streamline limited or reasonable assurance from a third-party provider

-  Drill down to supporting documentation from report
-  Maintain a robust audit trail and documentation
-  Provide auditors controlled access to systems of record

Electronic Tagging

Tag ESG and financial data using XBRL

-  Tag the reported financial and ESG information and file using best-in-class XBRL capabilities

Integrated Reporting

Integrate financial and non-financial data in annual report

-  Collaborate effectively with one platform for ESG and finance

EU Taxonomy

Report on economic activities aligned with the EU Taxonomy

-  Aggregate financial data (Turnover, OpEx, CapEx) for activities
-  Perform eligibility and alignment analyses and create EU Taxonomy disclosure

Double Materiality and Gap Assessment

Perform your DMA/GA to identify reporting topics & gaps; document it for audit

-  Perform your DMA and GA according to EFRAG; simplify the annual refresh
-  Manage all your stakeholder surveys and workshop documentation for audit
-  Connect your DMA to your GA to your ESG Program to operationalize your strategy

Data Collection

Align reporting with European Sustainability Reporting Standards

-  Review data requirements for ESRS standards
-  Map your ESG metrics and narrative to ESRS
-  Leverage pre-built ESRS data collection templates

CSRD with Workiva

Transparency and collaboration from end-to-end

ESRS Double Materiality	Financial Materiality	Impact Materiality
E1-1	✓	✗
E1-2	✓	✓
E1-3	✓	✗
E1-4	✓	✓

Manage ESRS requirements

- ✓ Identify material disclosures
- ✓ Assess gaps & collect data
- ✓ Evolve with mandates & standards

Risk Control Matrix			
Process	Control ID	Control Description	Frequency
Expenditures	EXP 1.1.1	New additions reviewed by management	Daily

Assess risks & define controls

- ✓ Assess risk & integrate controls
- ✓ Connect policies & procedures
- ✓ Simplify external assurance



Accelerate integrated reports

- ✓ Connect financial and ESG data
- ✓ Deliver digital tagging
- ✓ Design disclosures & reporting

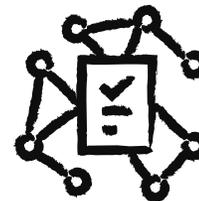
Connect Data, People & Processes



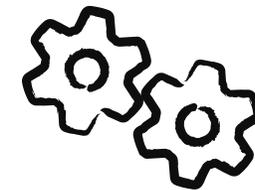
- ✓ Connect data source systems



- ✓ Collect data from across the organization



- ✓ Prepare & aggregate data



- ✓ Automate workflows & tasks

Workiva's ESG-CSR Reporting Solution drives Assured Integrated Reporting

Materiality & Readiness

ESRS Double Materiality	Financial Materiality	Impact Materiality
E1-1	✓	✗
E1-2	✓	✓
E1-3	✓	✗
E1-4	✓	✓

Materiality Assessment



Gap Analysis

ESG Data Model & Mapping



Frameworks & Questionnaires

Factbook & Linking



Strategy, actions, targets, policies and metrics

Management & Board Reporting



Narrative



Dashboards

Collaboration, Assurance & Design



Report



Website



Presentation

System Integration, Data Collection & Validation



Connectors



Forms & Surveys



Data Tables



Documentation



Tasks & Workflows

Risks & Controls

+ Workiva for GRC

Financial Reporting & Tagging

+ Annual Reporting (ESEF) Statutory Reporting

We have what EU Companies Require

Companies are Transforming their Reporting Cycle with Workiva

Financial Reporting
ESEF, GSR, SEC



Sustainability
ESG, Carbon



GRC
CONTROLS

Assured, Integrated Reporting

Easy-to-use interface:
get started quickly,
file and
publish faster

Managing solutions
in **one platform**
provides consistency
and reduced
duplicate effort

Linking of data
saves time and helps
eliminate risky,
manual processes

**Bottlenecks
are removed:**
collaborate in the
same document
in real time

Sustainability Management

Workiva's Sustainability Management Suite



Sustainability Management



Innovative, Best-in-Class Platform



Key Frameworks & Standards Supported



Data Connection, Collection, and Management



Designed Reporting and XBRL Disclosure



Carbon Accounting

Integrated - Data required from **both sustainability and financial reporting teams**—all with assurance

Example Metric	Financial Reporting	Sustainability	GRC
 <p>Revenue <i>Foundational financial metric</i></p>	<p>Baseline for all operating results</p>	<p>Increasingly common in ESG disclosure</p>	<p>Subject to audit, disclosure, and internal controls</p>
 <p>GHG Emissions <i>Basis of all climate disclosure</i></p>	<p>Required under SEC rules (proposed) and CSRD</p>	<p>Ubiquitous metric across all ESG standards, frameworks, and ratings</p>	<p>To be subject to audit, disclosure, and internal controls</p>
 <p>Climate Risks & Opportunities <i>Qualitative, how climate impacts operations</i></p>	<p>Disclose material impacts on business model and financial results</p>	<p>Disclose material impact on people or the environment</p>	<p>Align climate risks to ERM processes</p>

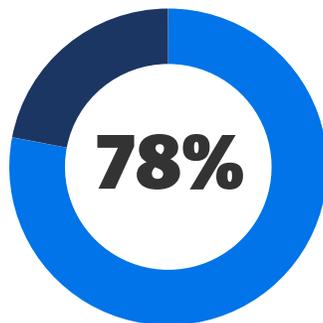
ESG Practitioners Survey

Global regulations are creating a gold standard for ESG reporting.

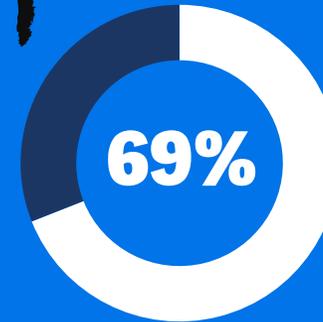
As the most comprehensive ESG regulation to date, the CSRD has forced thousands of companies *both inside and outside of the European Union* to rethink long-held reporting practices.

Additionally, the European Union's Corporate Sustainability Due Diligence Directive (CSDDD) will require thousands of companies, both inside and outside of the EU, to integrate human rights concerns and environmental impacts within their governance.

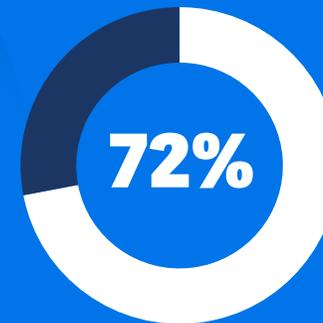
Once passed, it means that companies will need to collect data from organizations within their value/supply chains.



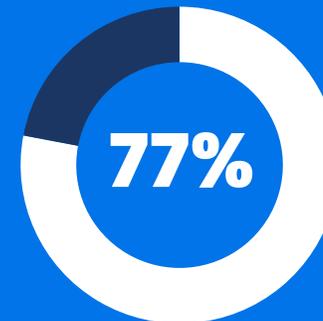
are concerned with their company's ability to collect and share information with other organizations in their value/supply chain.



of all ESG practitioners worldwide say disclosing sustainability strategy under the CSRD is challenging.



Disclosing risk management strategy under the CSRD is challenging.



Obtaining third-party assurance to comply with the CSRD is challenging.

Non-EU Global Companies are Aligning on CSRD

Workiva is a trusted platform

Financial Reporting

SEC/SEDAR, AR, GSR, Mgmt,



Sustainability

ESG + Carbon



GRC

ESG Risks, Controls, P&P etc

Assured, Integrated Reporting

Easy-to-use interface:

get started quickly,
file and
publish faster

Managing solutions
in **one platform**
provides consistency
and reduced
duplicate effort

Linking of data
saves time and helps
eliminate risky,
manual processes

**Bottlenecks
are removed:**
collaborate in the
same document
in real time

Carbon Accounting

Workiva Carbon : Emissions and Tech Leadership

Initial priorities for the product team

1

Branded as Workiva Carbon on day 1

2

**Seamless Data Integration with
Workiva ESG & Platform within days**

3

**Consolidate Cloud Infrastructure
within months**

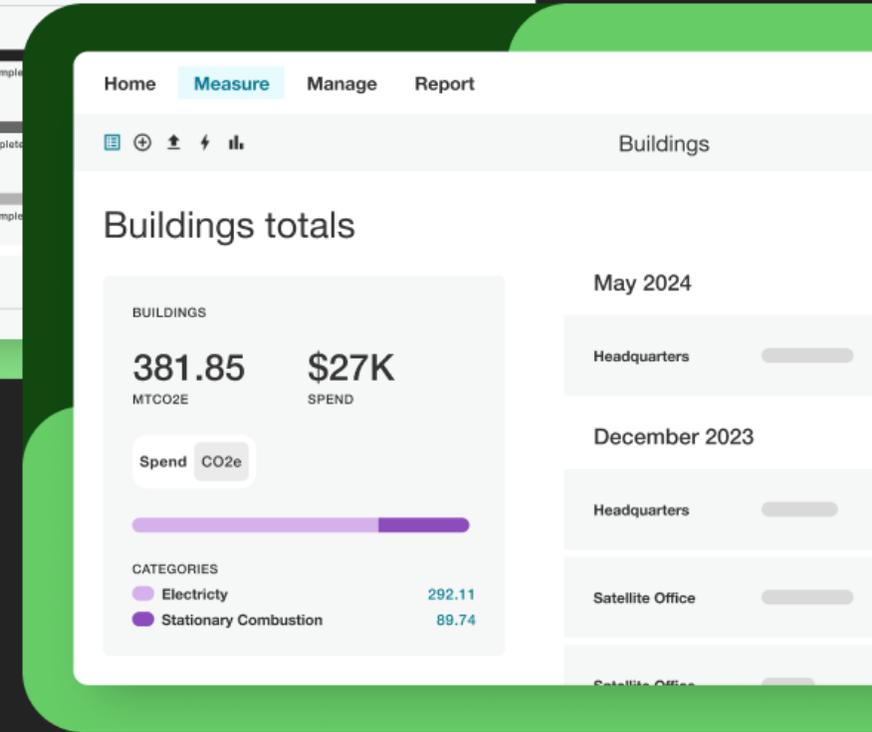
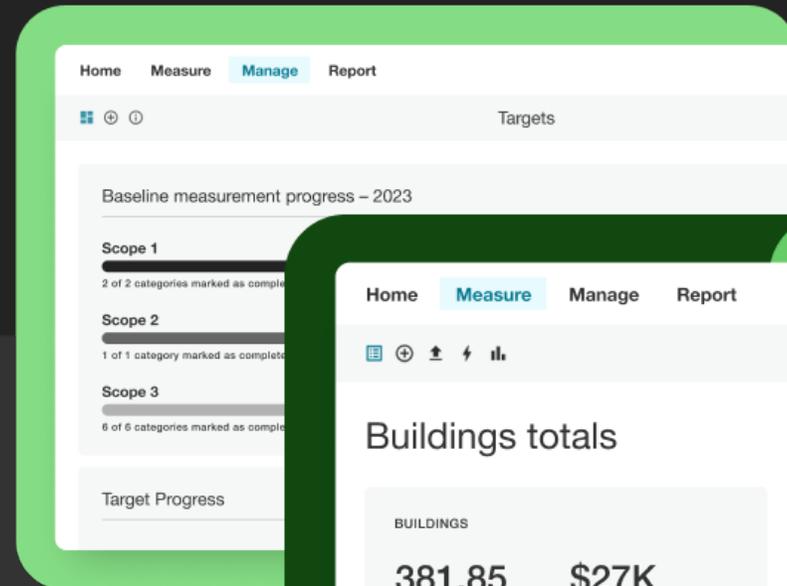


Measure: Calculate emissions inventories across scopes 1, 2, and 3, leveraging thousands of system integrations and easy-to-use supplier surveys

Manage: Set science-based reduction targets, assess ESG risks, visualize mitigation pathways, engage suppliers, and manage and track decarbonization efforts

Collaborate: Share, leverage, and link the same set of trusted data to deliverables across business functions the reduce manual work

Report: Automatically align emissions data to reports created within the Workiva platform that are always audit-ready thanks to rigorous data governance tools





Example metric:

GHG emissions

Carbon Disclosure is a Team Effort

workiva



Financial Reporting
 Sustainability
 GRC

Outcomes you can trust

Carbon accounting methods vary complexity and accuracy



most

ACCURACY

least

Method	Overview	Data Type *	Pros	Cons
Supplier-Specific Method	Involves using allocated emissions or factors provided by suppliers, offering a tailored approach to carbon accounting.	Primary	Highly accurate as it considers specific production processes.	Data collection can be challenging and time-consuming.
Physical Unit Method	Focuses on the physical quantities of resources consumed, directly linking usage to emissions.	Primary	More precise for direct resource usage, enhancing accuracy.	Requires detailed tracking of physical units, which can be labor-intensive.
Hybrid Method	Integrates multiple methods to leverage the strengths of each and improve overall accuracy.	Combination	Adaptable to various data availability situations.	Implementation can be complex, requiring expertise in multiple accounting methods.
Average-data Method	Applies industry average emission factors to estimate emissions, based on typical industry practices.	Proxy	Simple to use and understand.	May lead to significant over- or underestimation of emissions.
Spend-based	This method translates financial expenditure into estimated emissions, making it accessible even with limited environmental data.	Proxy	Quick implementation with minimal data requirements.	Generalizes emission estimates, leading to potential inaccuracies.

***Primary data** information collected directly from the source or the activity that generates the emissions. **Proxy data** involves using indirect information or estimates to infer emissions.

Integrated approach, cross-functional benefits

Finance

Accurate, centralized emissions data sharpens **investment decisions** and boosts **cost management**

Sustainability

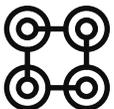
A complete view of emissions data powers smarter, more effective **decarbonization strategies**

Risk & Compliance

Granular, auditable carbon data ensures regulatory compliance and **informs decisions to mitigate risk**

Our unified cloud platform: data, workflow, and reporting

CONNECT



Connectors



APIs

TRANSFORM



Data Prep & Unification



Data Orchestration

REPORT



Linking



Presentation



Spreadsheets



Documents

AUTOMATE



Task Management



Process Automation

Workiva Carbon

Audit ready carbon accounting

Automate data collection

Vehicles: Scope 1

Utilities: Scope 2

Purchases: Scope 3

Home Measure Manage Report

workiva Carbon

Vehicles

Bulk Import

Vehicles totals

VEHICLES

1,479.07
MTCO2E

\$50K
SPEND

3.1M
MILE

Spend CO2e Distance

CATEGORY

- Mobile combustion by fuel 88.17
- Mobile sources (by vehicle) 1,392.89

Home Measure Manage Report

workiva Carbon

Utility integrations

Add new Export to CSV

Provider	Location	Account Number	Status	Under Review Status	Source	Uploads	Last updated	Integration Id
			authenticating	false	utilityapi	0	Jul 08, 2024, 10:35:19 AM	2d441c08-d384-4181-b27b-aa8ate77a0c2
Ascotrade			authenticating	false	urjanet	0	Jul 25, 2024, 3:33:11 PM	decbeddc-90f9-4306-b347-77f5956e387e
Atmos Energy			authenticating	false	urjanet	0	Jul 30, 2024, 11:44:14 AM	9c38a1e2-61b1-40c1-bac2-f3a224e35a95

Company profile

Company details

Locations 10

Vehicles

Integrations

Groups

Product totals

PRODUCT

45.19
MTCO2E

CO2e

CATEGORY

- Use of sold products 45.08
- Downstream transportation and... 0.01

Start date End date

Select date to Select date

All Locations

Download CSV

LOCATION GROUPS SPEND EMISSIONS

June 2024

Brisbane	NA Demo Grou +1 more	519.00 AUD	2.52
Brisbane	NA Demo Grou +1 more		38.92

Emissions Dashboard for your organization

Impact by category



Recent entries

[View All](#) →

LOCATION	MONTH/YEAR	CATEGORY	AMOUNT	SPEND	GROUPS	MT CO2E
Seattle	July 2024	Transport & Distribution	450.00 short ton	4,000.00 USD	Regions / North America	455.67

Integrated across Workiva platform

AIR_ESG | Workiva Carbon Lead Sheet

File Edit Data View Review XBRL/XML

Publish Undo Redo Show overlay Show/Hide References Unfreeze Find

	E	N	O	P	Q
1	Emissions by Location and Month				
2					
3	Status				
4	Current Year				
5	Threshold				
6					
7					
8	Description	Jul	Aug	Sep	Oct
17	Scope 1 Emissions San Carlos	0.00	0.00	0.00	0.00
18	Scope 1 Emissions Seattle	0.00	0.00	0.00	0.00
19	Total Scope 1 Emissions	75.16	0.00	0.00	0.00
21	Scope 2 Emissions Amsterdam	0.62	0.00	0.00	0.00
22	Scope 2 Emissions Brisbane	360.77	0.00	0.00	0.00
23	Scope 2 Emissions California	1.13	0.00	0.00	0.00
24	Scope 2 Emissions Denver	51.49	0.00	0.00	0.00
25	Scope 2 Emissions London	1.86	0.00	0.00	0.00
26	Scope 2 Emissions New York	0.00	0.00	0.00	0.00
27	Scope 2 Emissions Scottsdale	30.67	0.00	0.00	0.00
28	Scope 2 Emissions San Carlos	0.82	0.00	0.00	0.00
29	Scope 2 Emissions Seattle	0.03	0.00	0.00	0.00
30	Total Scope 2 Emissions	447.40	0.00	0.00	0.00
32	Scope 1 + 2 Emissions Amsterdam	2.09	0.00	0.00	0.00
33	Scope 1 + 2 Emissions Brisbane	360.77	0.00	0.00	0.00
34	Scope 1 + 2 Emissions California	61.35	0.00	0.00	0.00

Incoming Outgoing

Connections

Add Connection

Workiva Carbon Emissions by Location by Month X

Source: [Workiva Carbon Emissions by Location by Month](#) Cancel refresh

Last Update: August 4, 8:19 PM by Paul Sanna

Workiva Carbon Emissions by Category by Month Refresh

Source: [Workiva Carbon Emissions by Category](#)

Last Update: August 4, 8:16 PM by Paul Sanna

Workiva Carbon Emissions by Group by Month Refresh

Source: [Workiva Carbon Emissions by Group by Month](#)

Last Update: August 1, 10:03 PM by Paul Sanna

Traceability to end disclosure and report

AIR_ESG
ESG Report 2023

File Edit Data View Review XBRL/XML Markup

Publish
Undo Redo
Show overlay
Show/Hide
Find

ESG Report 2023

- Financial Review
 - Market Results
 - SDG Response
 - Environmental Reporting Divider
 - Environmental Reporting
 - GHG Emissions Full
 - Waste Management
 - Reducing Waste
 - Water Reporting
 - Social Reporting Divider
 - Social Reporting
 - People
 - Safety Reporting
 - Human Rights & Labour Pra...
 - Contribution to Society
 - Community Assistance

Our Strategy
Performance Overview
SDG Response
Environmental Reporting
Social Reporting
Governance Reporting
EU Taxonomy
Appendix
24

GHG Emissions Full

Managing Greenhouse Gas Emissions

We are taking action to manage the emissions from our own operations and the emissions from the energy we use in our operations.

Improving the energy efficiency of our facilities is one of the ways to help us achieve our Net Carbon Footprint ambition to cut the intensity of the greenhouse gas (GHG) emissions of the energy products we sell by around half by 2050, in step with society's progress to align with the goal of the Paris Agreement.



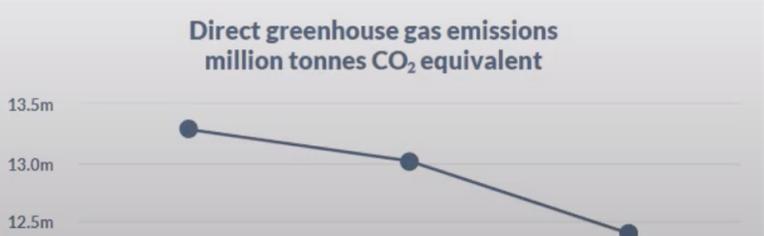
EMISSIONS SUMMARY

Metric Name	2023	2022	Variance (%)
Scope 1 GHG Emissions	1,613	1,635	-1%
Scope 2 Consolidated GHG Emissions	5,928	6,122	-3%
Total indirect GHG emissions (scope 3)	4,854	5,258	-8%

Carbon Footprint

Metric Name	2023	2022	2021
Net Carbon Footprint (In millions)	12,396	13,015	13,283

Direct greenhouse gas emissions million tonnes CO₂ equivalent



Greenhouse gas emissions performance
GRI indicator

Connected to Risks and Policy Documentation

AIR_GRC 18 ⚙️

[Home](#) [Processes](#) [Tasks](#) [Comments](#) [Create board](#) [View all assigned boards](#)

ESG Overview Primary View-only [Manage board](#)

ESG Control Listing

Process	Control ID	Control Description
Greenhouse Gas	ESG.ENV.001	Review the data pertaining to the number and area (in hectares) of sites owned, leased or managed in or adjacent to protected areas and/or Key Biodiversity Areas (KBA) and whether the same is updated on a quarterly basis?
Greenhouse Gas	ESG.GHG.001	All scope 1 emissions data is reviewed weekly to determine variances to prior periods. Variances above 15% are investigated by the ESG reporting manager and Stationary Equipment Manager and evidence of investigation is maintained. Audits are regularly performed to ensure compliance with this control. A full test of the control is completed within Workiva on a periodic basis.
Greenhouse Gas	ESG.GHG.004	All scope 3 emissions data is reviewed monthly to determine variances to prior periods. Variances above 20% are investigated by the ESG reporting manager and

[Open Report](#)

ESG Control Risk Rating

[Open Report](#)

Legend: Low Medium High

Recent Reports

- [Control Certification](#)
- [ESG Control Listing](#)
- [1. Risk and Control Matrix -RCM](#)

[View All](#)

ESG Control Listing | ESG Risks without Controls | ESG Controls by Execution Frequency

Learn More about Workiva for Sustainability



Visit the ESG & Carbon booths in the Amplify Hub



Find out more - [ESG Reporting](#)



Find out more - [Carbon Management](#)

Platform

We Have a **True Platform**



Unified Platform Powering Best-of-Breed Solutions



Connection Across Solutions & Sourced Systems



Secure, Controlled, Audit Ready Environment



The Only Assured, Integrated Reporting Platform

The only platform for assured integrated reporting.

Built for our customers most important work.



The Workiva Platform

Connect Data

Unify Processes

Empower Teams

Unified Reporting

Connectivity

Data Management

Cross-team Workflow

Controlled Collaboration

Intelligent Productivity



Financial Reporting



Environmental, Social, & Governance



Governance, Risk, & Compliance

Pressing Our Advantage



Connectivity & Data Management



Collaboration & Cross Team Workflows



Intelligent Productivity Tools



Supercharging productivity with new advances in our platform-based intelligence and personalized experiences



Including Gen AI

Generative AI

Practical approach to Gen AI

Internal Use

- productivity of our sales and engineering teams
- automating routine tasks
- enhancing customer interactions

Workiva Platform

- Author, edit, and rewrite content across our entire suite of solutions.
- Leverage the LLMs from AWS, Google, and Microsoft across every workflow in our platform.

Workiva Gen AI

An intelligent platform that gets smarter as you work.

prompts and discover new ways to enhance your workflow with AI.

Search for a prompt...

Category: Financial Reporting

SEC
Analyze a debt agreement
Extracts information from a debt agreement, including terms and accounting implications, and provides response in a pipe-separated format.

SEC
Roll forward MD&A
Prepares an MD&A for roll forward by replacing numerical data, revising text, and advancing dates by one quarter.

SEC
Preparing for earnings call
Generate potential analyst questions based on an MD&A excerpt.

SEC
Add subheadings to a provided numbered outline
Adds numbered subheadings to the specified point in a provided numbered outline.

Cancel

Workiva AI Clear chat

Hi, Danni!

Ask for help with tasks, browse the Prompt Library for suggestions, or choose from the quick prompts below.

Analyze a transcript for fraud risk

Analyze a debt agreement

Perform a SWOT analysis on a company

Shuffle prompts Prompt Library

Knowledge base: General

What do you need help with?

Content generated by AI. Review for accuracy.

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

Financial Strategy and Metrics

Jill Klindt

CFO

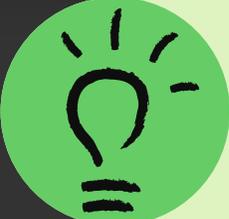
Reiterating our discussion topics:



Our Opportunity



Our Dual Focus
Growth + Productivity



Our Optimism

Growth Trends

Strong Subscription Revenue Growth

22% CAGR

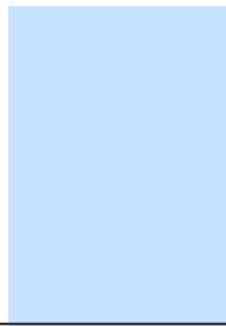
Q2 '19 TTM – Q2 '24 TTM

\$222m



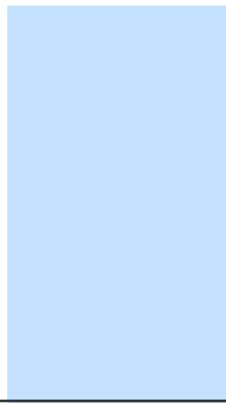
Q2 '19 TTM

\$268m



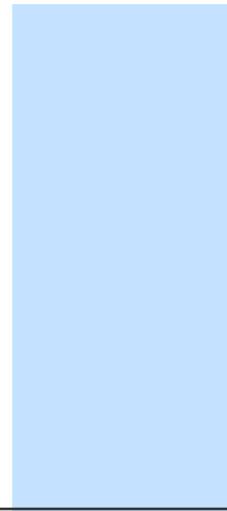
Q2 '20 TTM

\$333m



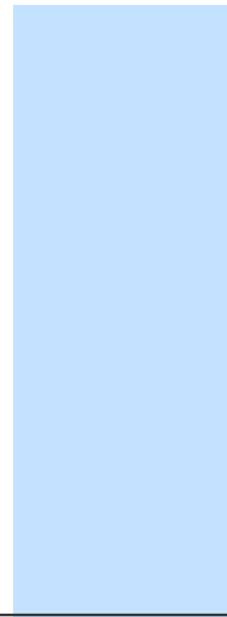
Q2 '21 TTM

\$424m



Q2 '22 TTM

\$511m



Q2 '23 TTM

\$608m

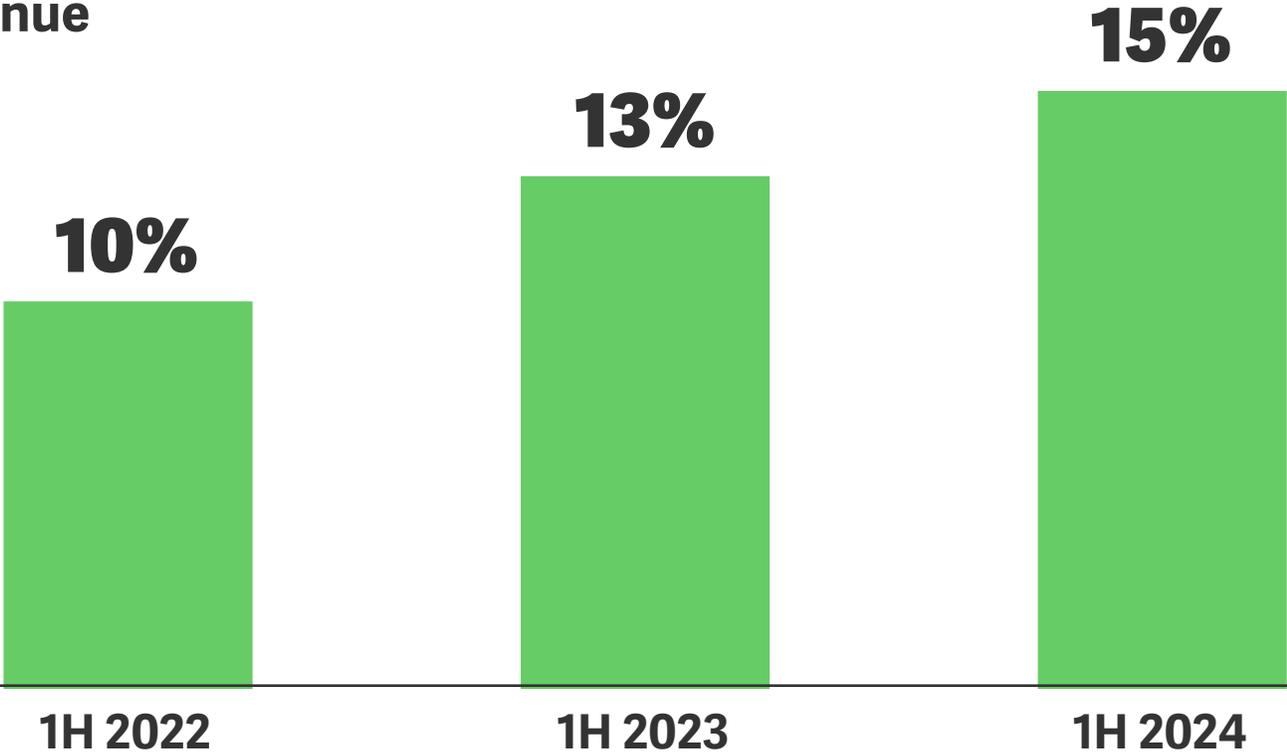


Q2 '24 TTM

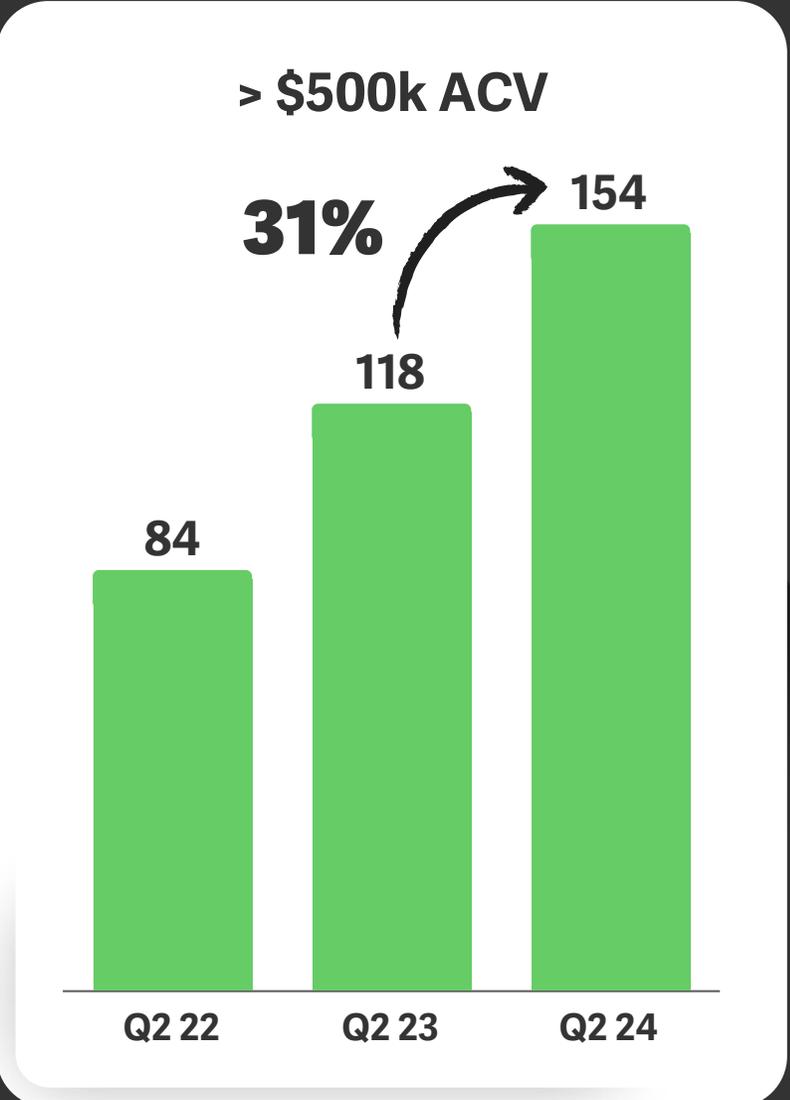
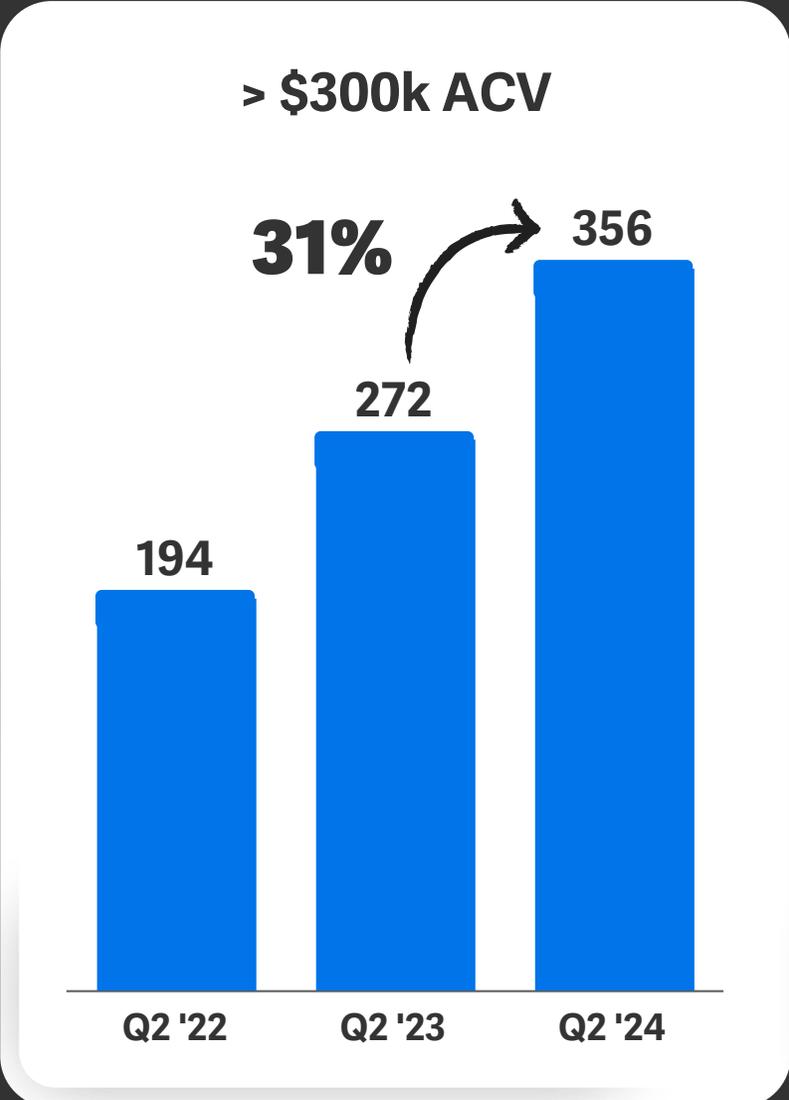
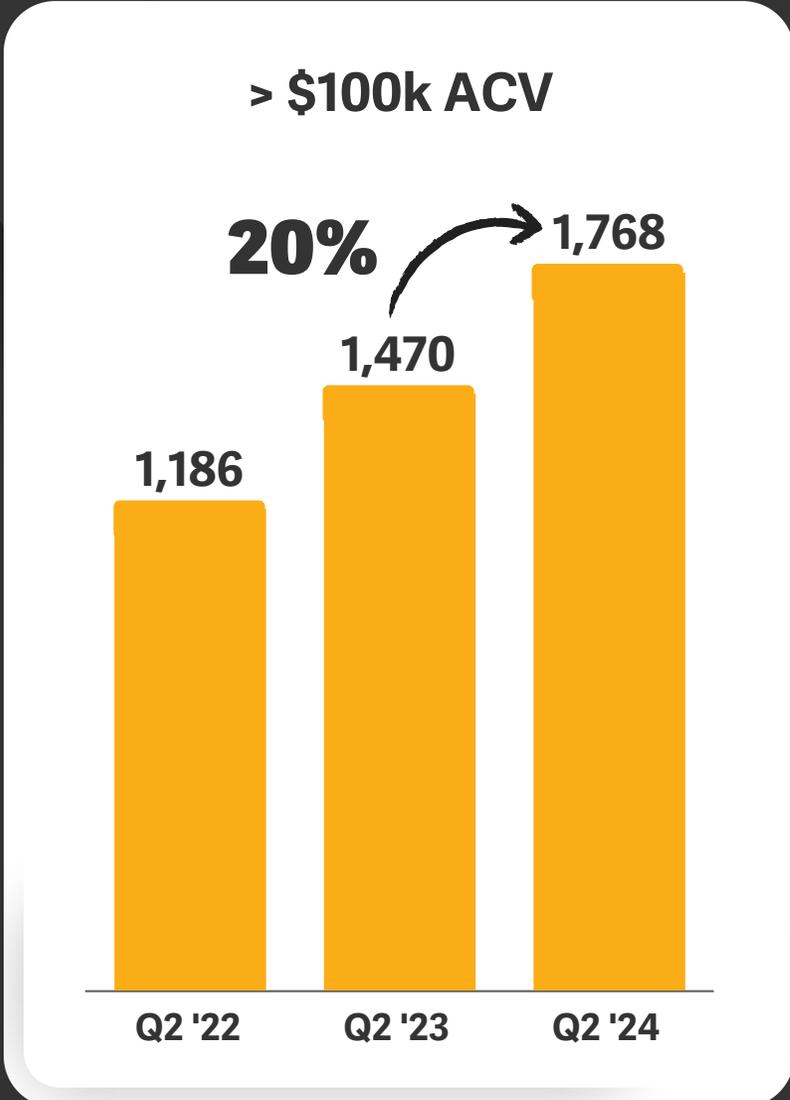
Growth in Europe

EMEA Revenue

% of Total Revenue



Growth in Large ACV Customers



Average ACV in Each Cohort*

\$200k+

>\$100k ACV cohort

\$600k+

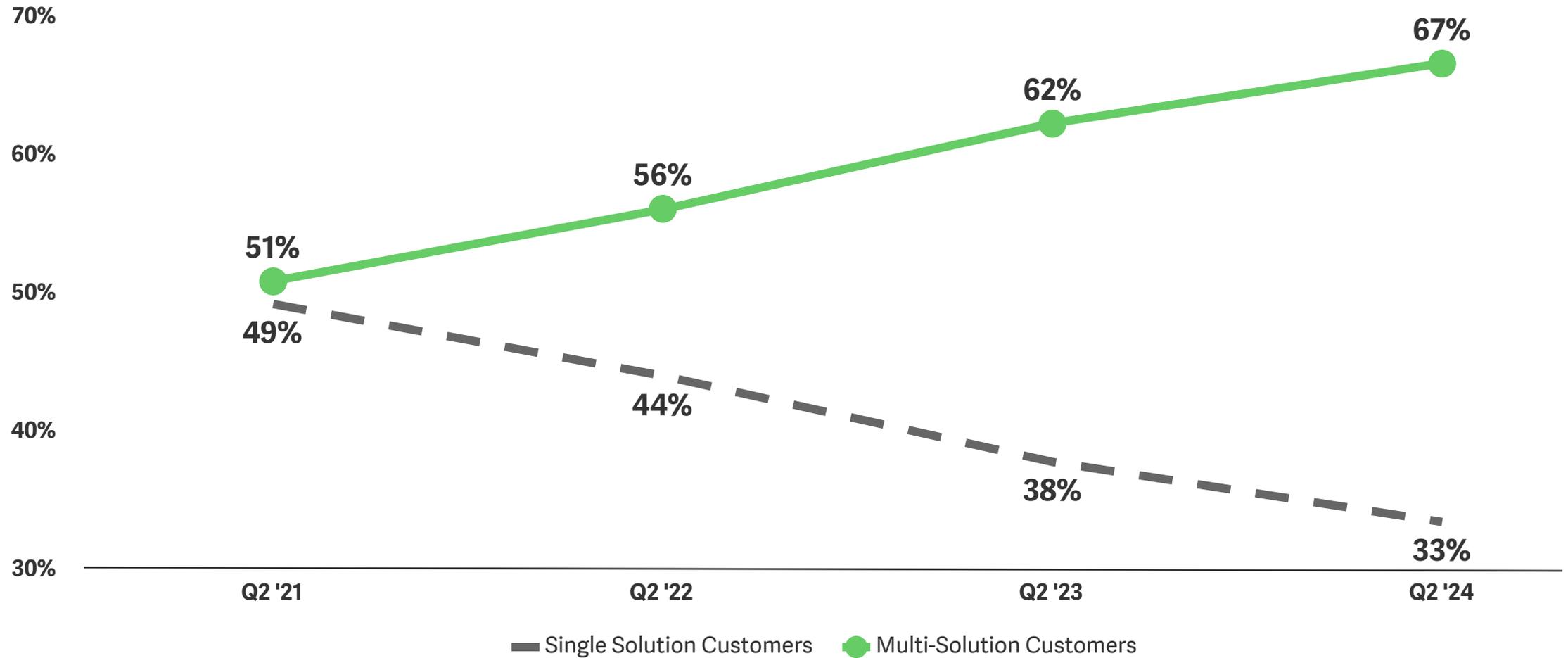
>\$300k ACV cohort

\$900k+

>\$500k ACV cohort

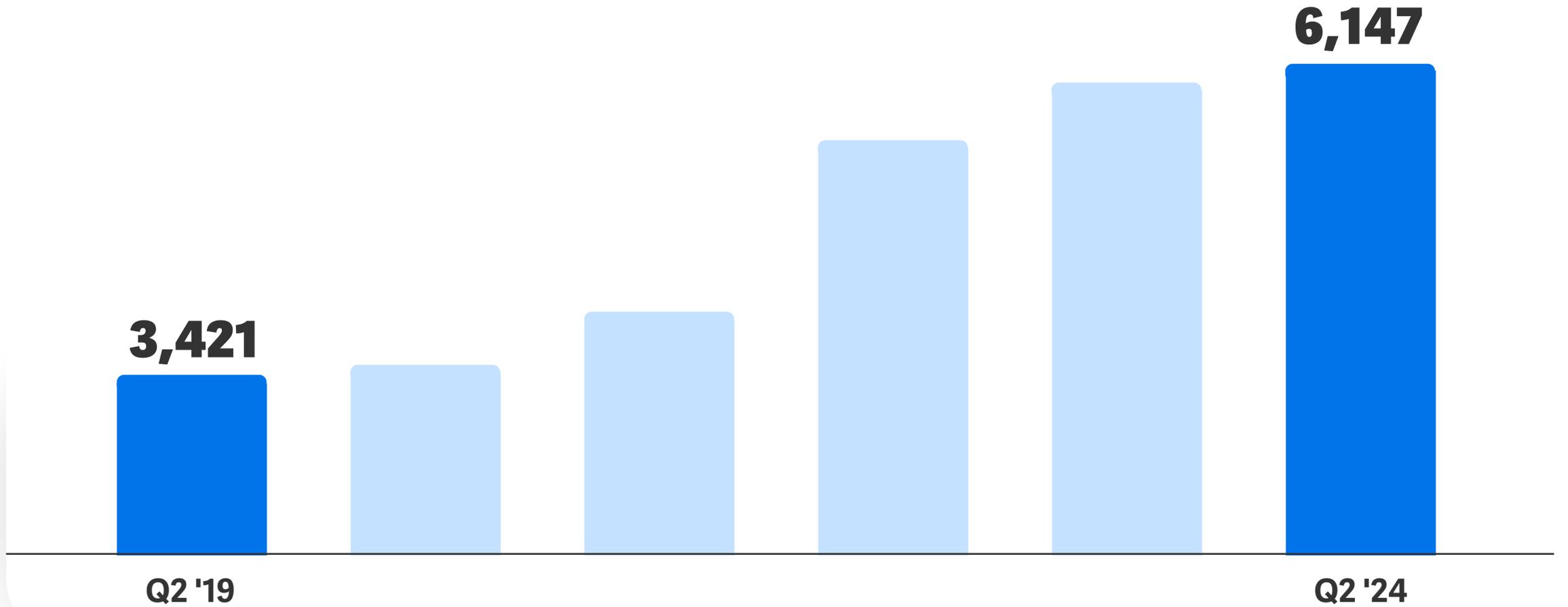
*Average ACV in each cohort is as of Q2 2024

Subscription Revenue : Single solution vs Multi



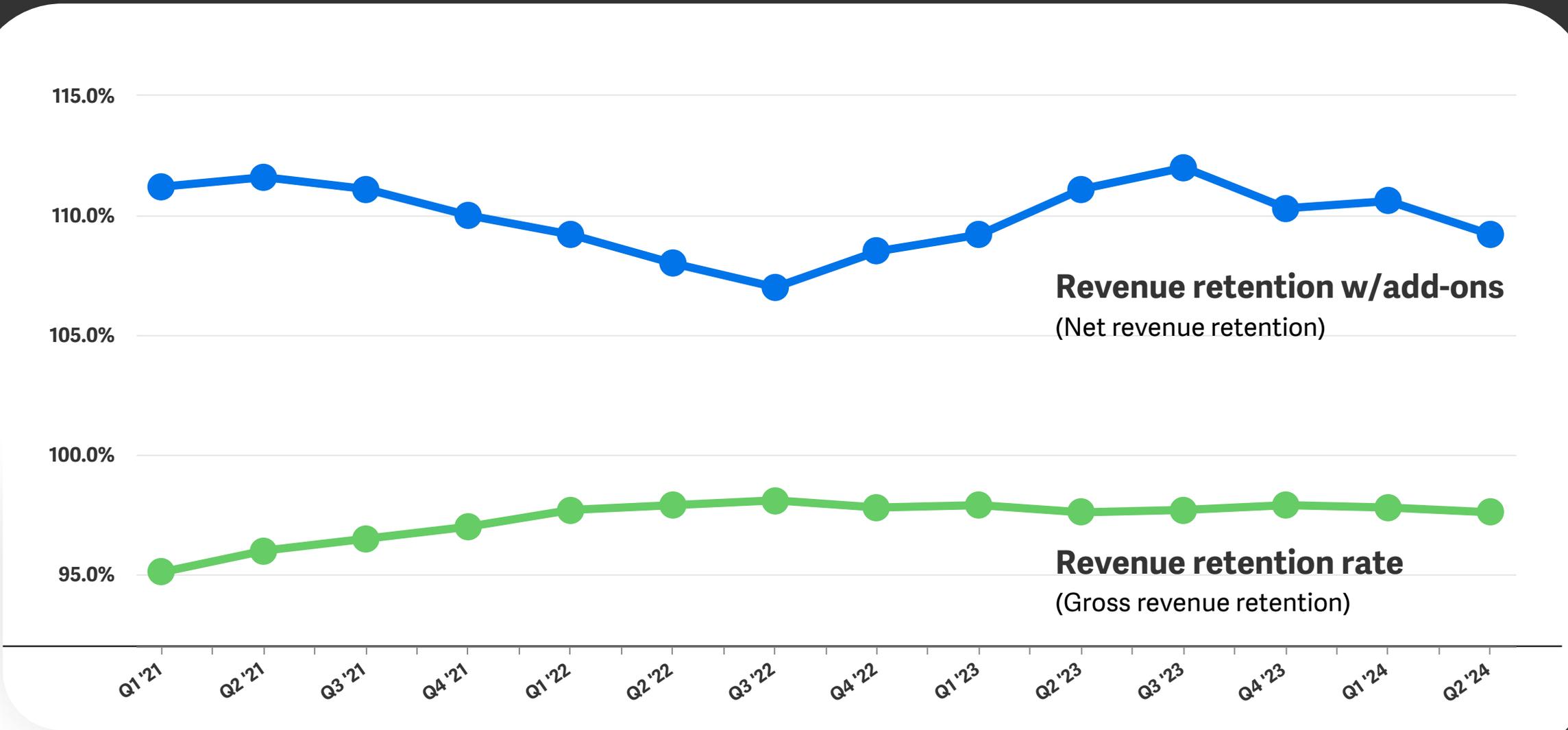
Q2'24 excludes impact from the Sustain.Life acquisition

Strong Customer Logo Growth



**Logo growth from 2022 to 2023 includes customers added in the acquisition of ParsePort | Q2'24 excludes customer count from the recent Sustain.Life acquisition*

Revenue Retention Remains Strong



Recap Growth Trends

-  **Subscription Growth**
-  **Global Growth**
-  **ACV Expansion**
-  **Revenue Retention**

Operating Model - Dual Focus

Mid-Term Model - Revenue Targets

2027

**Subscription Growth
17% – 20%**

**Total Revenue
\$1.1B – \$1.2B**

Long-Term Model - Revenue Targets

2030

Subscription Growth

17% – 20%

Total Revenue

\$1.8B – \$2.0B

Operating Model

Percentage of Revenue	2027- MT Target	2030 - LT Target	Primary Drivers
Consolidated gross margin*	~83%	~85%	Increase subscription mix and transition low margin services to partners
Research & development*	~19%	~17%	Gain efficiencies at scale while funding innovation & roadmap
Sales & marketing*	~41%	~38%	Invest in GTM inline with the revenue growth opportunity
General & administrative*	~7%	~6%	Economies of scale, systems and automation
Operating Margin*	~16%	~24%	
SBC	~12%	~12%	

*Non-GAAP

Our Reasons for Optimism



History of strong subscription growth



World class revenue retention



Global growth opportunity



Large contract growth



Balance new logo and expansion deals



Improving leverage

Q&A

**Thank you
for joining us**

