

Agentic automation



4Q FY 2025 Earnings Supplemental Slides

# Safe harbor



Statements we make in this presentation may include statements which are not historical facts and are considered forward-looking within the meaning of the Private Securities Litigation Reform Act of 1995, which are usually identified by the use of words such as "anticipates," "believes," "estimates," "expects," "intends," "may," "plans," "possible," "projects," "outlook," "seeks," "should," "will," and variations of such words or similar expressions.

We intend these forward-looking statements to be covered by the safe harbor provisions for forward-looking statements contained in Section 27A of the Securities Act of 1933, as amended, and Section 21E of the Securities Exchange Act of 1934, as amended, and are making this statement for purposes of complying with those safe harbor provisions.

These forward-looking statements include, but are not limited to, statements regarding: our financial guidance for the first fiscal quarter and full year 2026; our ability to drive and accelerate future growth and operational efficiency and grow our platform, product offerings, and market opportunity; our business strategy; plans and objectives of management for future operations; the estimated addressable market opportunity for our platform and the growth of the enterprise automation market; the success of our platforms and new releases including the incorporation of Al; the success of our collaborations with third parties; our customers' behaviors and potential automation spend; and details of UiPath's stock repurchase program. Forward-looking statements involve known and unknown risks, uncertainties, and other token and other incorporation of the forward-looking statements. These risks include, but are not limited to, risks and uncertainties related to: our expectations regarding our revenue, annualized renewal run-rate (ARR), expenses, and other operating results; our ability to effectively manage our growth and achieve or sustain profitability; our ability to acquire new customers and successfully retain existing customers; the ability of the UiPath Platform™ to satisfy and adapt to customer demands and our ability to increase its adoption; our ability to grow our platform and release new functionality in a timely manner; future investments in our business, our anticipated capital expenditures, and our estimates regarding our capital requirements; the costs and success of our marketing efforts and our ability to evolve and enhance our brand; our growth strategies; the estimated addressable market opportunity for our platform and for automation in general; our reliance on key personnel and our ability to attract, integrate, and retain highly-qualified personnel and execute management transitions; our ability to obtain, maintain, and enforce our intellectual property rights and any costs associated therewit

Further information on risks that could cause actual results to differ materially from our guidance and other forward-looking statements can be found in our Annual Report on Form 10-K for the fiscal year ended January 31, 2025 to be filed with the United States Securities and Exchange Commission (SEC), in our Quarterly Reports on Form 10-Q filed with the SEC, and in other filings and reports that we may file from time to time with the SEC. Any forward-looking statements contained in this presentation are based on assumptions that we believe to be reasonable as of this date. Except as required by law, we assume no obligation to update these forward-looking statements.

Our fiscal year end is January 31, and our fiscal quarters end on April 30, July 31, and October 31. All third-party trademarks, including names, logos and brands, referenced by us in this presentation are property of their respective owners. All references to third-party trademarks are for identification purposes only. Such use should not be construed as an endorsement of the products or services of us.

#### Non-GAAP financial measures and key performance metric

UiPath uses certain non-GAAP financial measures in this presentation, including non-GAAP gross margin, non-GAAP operating expenses, non-GAAP operating income and margin, and non-GAAP adjusted free cash flow. Non-GAAP financial measures are financial measures that are derived from the consolidated financial statements, but that are not presented in accordance with generally accepted accounting principles in the United States, or GAAP. We believe they are useful to investors, by excluding the effects of items that do not reflect the ordinary earnings of our operations, and as a supplement to GAAP measures. Investors should consider these non-GAAP financial measures in addition to, and not as a substitute for, our financial performance measures prepared in accordance with GAAP. Further, our non-GAAP information may be different from the non-GAAP information provided by other companies. Please refer to the Appendix hereto, the tables in our earnings release, and the Investor Relations section of our website for a reconciliation of these non-GAAP generating income guidance to the most directly comparable GAAP financial measures. Reconciliation of non-GAAP operating income guidance to the most directly comparable efforts on a forward-looking basis due to the high veriability, and low visibility with respect to the charges excluded from this non-GAAP measure, including, in particular, the effects of stock-based compensation expense specific to equity compensation awards that are directly impacted by unpredictable fluctuations in our stock price. We expect the variability of the above charges to have a significant, and potentially unpredictable, impact on our future GAAP financial results. We encourage investors to consider our GAAP results alongside our supplemental non-GAAP measures, and to review the reconciliation between GAAP results and non-GAAP measures that is included at the end of this presentation.

Annualized Renewal Run-rate (ARR) is the key performance metric we use in managing our business because it illustrates our ability to acquire new subscription customers and to maintain and expand our relationships with existing subscription customers. We define ARR as annualized invoiced amounts per solution SKU from subscription licenses and maintenance and support obligations assuming no increases or reductions in customers' subscriptions. ARR does not include the costs we may incur to obtain such subscription licenses or provide such maintenance and support. ARR also does not reflect nonrecurring rebates payable to partners (upon establishing sufficient history of their nonrecurring nature), the impact of nonrecurring incentives (such as one-time discounts provided under sales promotional programs), and any actual or anticipated reductions in invoiced value due to contract non-renewals or service cancellations other than for certain reserves (for example those for credit losses or disputed amounts). ARR does not include invoiced amounts associated with perpetual non-renewals or service cancellations other than for certain reserves (for example those for credit losses or disputed amounts). ARR does not include invoiced amounts associated with perpetual non-renewals or service cancellations other than for certain reserves (for example those for credit losses or disputed amounts). ARR does not include invoiced amounts associated with perpetual non-renewals or service cancellations other than for certain reserves (for example those for credit losses or disputed amounts). ARR does not include invoiced amounts associated with perpetual non-renewals or service cancellations other than for certain reserves (for example those for credit losses or disputed amounts). ARR does not include that perpetual non-renewals or service cancellations other retention rate as a number of provided and perpetual non-renewals or service cancellations of the example of non-renewals or service cancellations of the example of non-renewal

# **Financial highlights**



	4Q 2025	FY 2025	
Revenue	\$424M	\$1.430B	
Revenue growth year-over-year	5%	9%	
ARR <sup>1</sup>	\$1.0	666B	
ARR¹ growth year-over-year	14%		
GAAP operating income (loss)	\$34M	\$(163)M	
GAAP operating margin	8%	(11)%	
Non-GAAP operating income <sup>2</sup>	\$134M	\$241M	
Non-GAAP operating margin <sup>2</sup>	32%	17%	
Non-GAAP adjusted free cash flow <sup>2</sup>	\$145M	\$328M	
Non-GAAP adjusted free cash flow margin <sup>2</sup>	34%	23%	



<sup>1.</sup> See Appendix for definition of ARR

<sup>2.</sup> See Appendix for reconciliation of GAAP to Non-GAAP results



# **Product Strategy – Agentic Automation and Agentic Testing**



## **Enterprise Agents**

Trustworthy AI agents that **act independently** and make **dynamic decisions** 



# **Agentic Orchestration**

End-to-end workflows for business outcomes across robots, agents, and people



## **Best-in-class Automation**

Core automation and integrated value across the platform including RPA, API, IDP, Test, PM



## **Trusted Cloud**

Cloud-first innovation with enterprise-grade governance and reliability



# Ui Path Agent Builder

# The largest preview waitlist in our history



**Agents created** as part of the Agent Builder preview



# Introducing agentic orchestration<sup>1</sup>

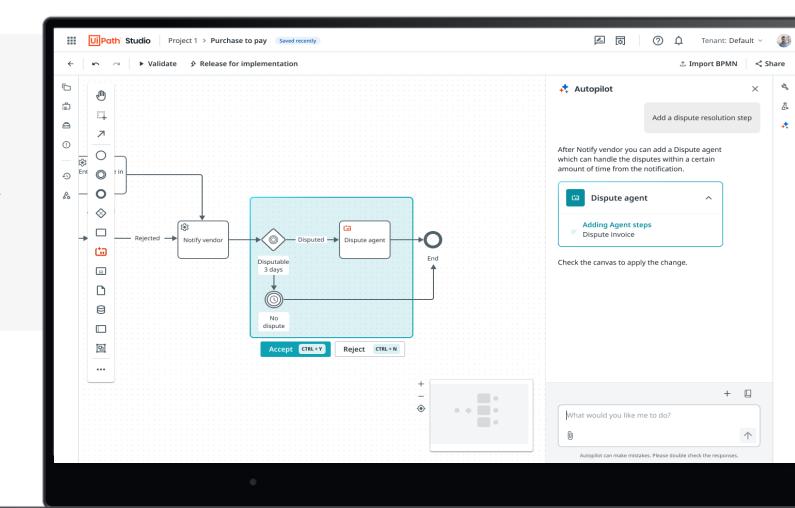


# Orchestrate Al agents, robots, and people to achieve business outcomes.

UiPath is introducing an experience that enables customers to model, implement, operate, monitor, and optimize their long-running workflows and processes while managing them effectively at scale.







# Introducing agentic testing<sup>1</sup> powered by Test Cloud<sup>1</sup>: supercharging testing with Alagents

Augment your expertise with the power of advanced AI across the entire testing lifecycle.







Agents with Al at their core



Resilient end-to-end test automation



Production-grade architecture and governance



**Fully-featured testing offering** 



**Enterprise-ready** 



**Al Trust Layer** 



**Embedded in the UiPath Platform** 







# Specialized agents for pricing optimization and inventory management.

- Vertically specialized agentic solutions for businesses of all sizes, in a wide range of industries
- Al-based decisioning supports business users to make highly complex and strategic decisions
- Integrated with and orchestrated via the UiPath Platform



## **Pricing**

- Leverage AI across all SKUs
- Optimize price setting and strategy
- Protect margin
- Increase competitiveness



## **Inventory Management**

- Understand demand and embrace volatility
- Minimize excess inventory
- Optimize safety stock
- Reduce shipping costs
- Maintain healthy working capital

# Autopilot for Everyone<sup>1</sup> uniquely...





Meets you where you do work, in your context



Incorporates your organizational knowledge



Improves automation discovery and creation



Features interactive chat powered by GenAl



Provides access to best-in-class UiPath specialized AI models



Enables IT to govern data with enterprise security and privacy

# Global network of partners<sup>1</sup>



## **Tech Partners** aws Microsoft Google Cloud SAP **MELIA** workday. teradata. servicenow salesforce + a b | e a u **\*\***snowflake **ORACLE** citrix alteryx **DataRobot DocuSign**<sup>®</sup> Adobe **CYBERARK**

#### **GTM Partners**































# Industry analyst recognition



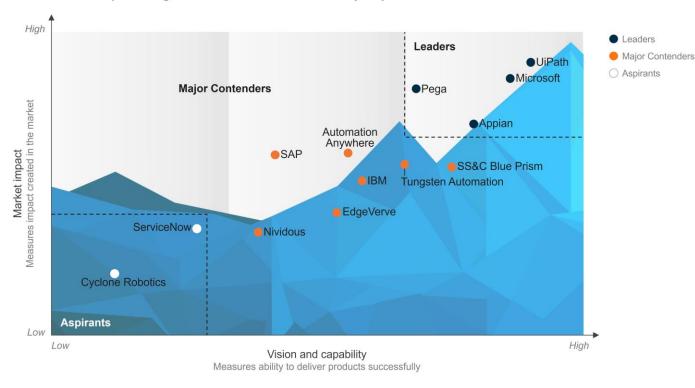
# **Everest Group Intelligent Automation Platforms PEAK** Matrix® Assessment 2024<sup>1</sup>

UiPath positioned as the highest in the Leader category due to its strong vision, continuous investments in product innovation and capability expansion, and increased market share.

#### **Everest Group**



#### Everest Group Intelligent Automation Platforms (IAP) PEAK Matrix® Assessment 20241

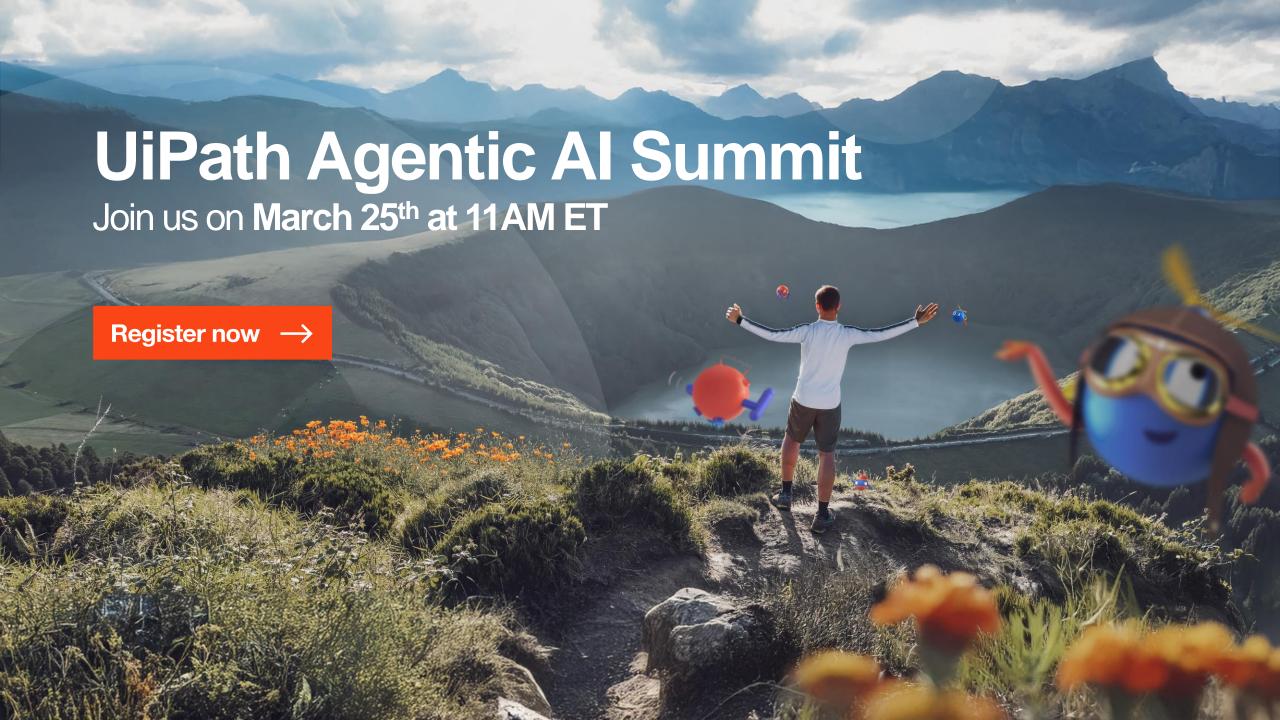


1 In this study, we have assessed providers' offerings / product capabilities as of March 2024. Assessment of Automation Anywhere, Cyclone Robotics, IBM, Microsoft, PEGA, and ServiceNow exclude provider inputs. Assessment of SAP is based on partial inputs form the provider. The analysis is based on Everest Group's proprietary database, provider public disclosures, and Everest Group's interactions with IAP buyers Source: Everest Group (2024)

#### This assessment has been licensed to UiPath

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# Financials

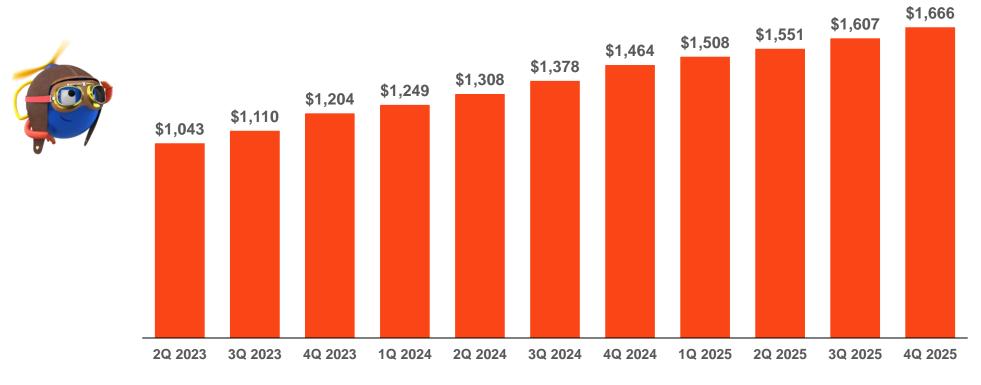




# **Driving durable growth**

ARR<sup>1</sup> \$ in millions





#### Notes:

- See Appendix for definition of Annualized Renewal Run-rate (ARR) and dollar based net retention rate
- ARR, Cloud ARR, Dollar based net retention rate as of January 31, 2025
   Cloud ARR includes both hybrid and
- SaaS offerings

**14%** ARR<sup>1,2</sup> growth rate year-over-year

110%
Dollar-based net retention rate<sup>1,2</sup>

>50%
Cloud ARR<sup>1,2,3</sup> growth rate year-over-year

# **Customer momentum**



## **Scaling large customers**

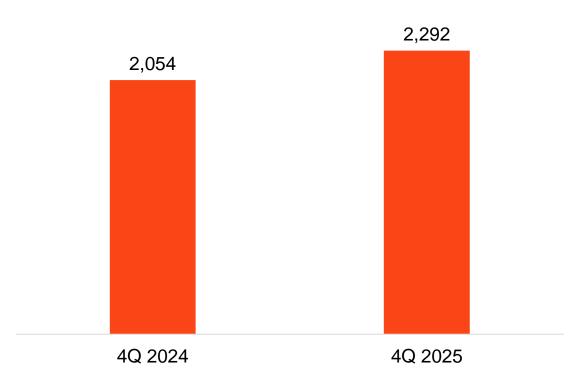
(Customers ≥ \$100k ARR<sup>1, 2</sup>)

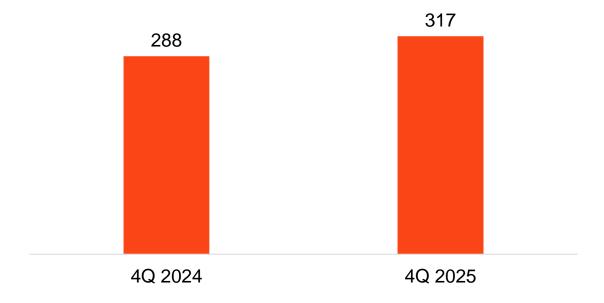


# **Becoming C-Suite priority**

(Customers ≥ \$1 million ARR¹)







- See Appendix for definition of Annualized Renewal Run-rate (ARR)
- 2. Customers ≥ \$100k ARR inclusive of customers ≥ \$1 million ARR

# **GAAP** financial results<sup>1</sup>



(\$M)	4Q 2025	4Q 2024	FY 2025	FY 2024
Revenue	\$423.6	\$405.3	\$1,429.7	\$1,308.1
GAAP gross margin	85%	87%	83%	85%
GAAP operating expenses:				
Sales and marketing	\$176.8	\$191.7	\$738.5	\$713.1
Research and development	\$99.7	\$85.6	\$380.7	\$332.1
General and administrative	\$49.0	\$59.5	\$226.1	\$231.6
GAAP operating income (loss)	\$33.6	\$15.1	\$(162.6)	\$(164.7)
GAAP net cash provided by operating activities	\$146.1	\$145.6	\$320.6	\$299.1

# Non-GAAP<sup>1</sup> financial results



(\$M)	4Q 2025	4Q 2024	FY 2025	FY 2024
Non-GAAP gross margin	87%	89%	85%	87%
Non-GAAP operating expenses:				
Sales and marketing	\$141.9	\$154.2	\$583.9	\$560.0
Research and development	\$60.7	\$54.7	\$242.7	\$210.7
General and administrative	\$33.8	\$40.6	\$155.0	\$141.2
Non-GAAP operating income	\$134.0	\$110.5	\$240.6	\$232.6
Non-GAAP adjusted free cash flow	\$145.0	\$146.4	\$327.8	\$309.4

<sup>1.</sup> See appendix for reconciliation of GAAP to Non-GAAP results

# Guidance<sup>1</sup>



Revenue	\$330 million – \$335 million
ARR <sup>2</sup>	\$1.686 billion – \$1.691 billion
Non-GAAP Operating Income <sup>3</sup>	~\$45 million
FY 2026 Guidance <sup>1</sup>	
Revenue	\$1.525 billion – \$1.530 billio
ARR <sup>2</sup>	\$1.816 billion – \$1.821 billion

<sup>1.</sup> Guidance inherently is forward-looking and is subject to the risks and uncertainties noted elsewhere in these materials and in our special notes regarding forward-looking statements disclosed and to be disclosed in our SEC filings

<sup>2.</sup> See Appendix for definition of Annualized Renewal Run-rate (ARR)

<sup>3.</sup> Reconciliation of non-GAAP operating income guidance to the most directly comparable GAAP measure is not available without unreasonable efforts on a forward-looking basis due to the high variability, complexity and low visibility with respect to the charges excluded from this non-GAAP measure; in particular, the effects of stock-based compensation expense specific to equity compensation awards that are directly impacted by unpredictable fluctuations in our stock price. We expect the variability of the above charges to have a significant, and potentially unpredictable, impact on our future GAAP financial results.

# FY 2026 model notes



Revenue	<ul> <li>1H FY 2026 revenue expected to be approximately \$665 million</li> <li>2H FY 2026 revenue expected to reflect similar seasonal patterns as 2H FY 2025</li> </ul>
Net new ARR <sup>1</sup>	<ul> <li>1H FY 2026 net new ARR¹ expected to be approximately \$48 million</li> <li>2H FY 2026 net new ARR¹ expected to reflect similar seasonal patterns as 2H FY 2025</li> </ul>
Non-GAAP Gross Margin	<ul> <li>FY 2026 non-GAAP gross margin expected to be approximately 85%, as we scale our cloud offerings</li> </ul>
Non-GAAP Operating Income	<ul> <li>FY 2026 non-GAAP operating income to reflect similar seasonality to top-line metrics</li> </ul>
Non-GAAP Adjusted Free Cash Flow	<ul> <li>FY 2026 non-GAAP adjusted free cash flow expected to be approximately \$370 million, and to follow normal seasonal patterns</li> </ul>
Dilution	<ul> <li>FY 2026 annual dilution expected to be between approximately 2%-3% year-over-year</li> </ul>

# Questions?







Agentic automation



Thank you!

# Appendix





# **Definitions and calculations**



Annualized Renewal Run-rate (ARR): Annualized Renewal Run-rate (ARR) is the key performance metric we use in managing our business because it illustrates our ability to acquire new subscription customers and to maintain and expand our relationships with existing subscription customers. We define ARR as annualized invoiced amounts per solution SKU from subscription licenses and maintenance and support obligations assuming no increases or reductions in customers' subscriptions. ARR does not include the costs we may incur to obtain such subscription licenses or provide such maintenance and support. ARR also does not reflect nonrecurring rebates payable to partners (upon establishing sufficient history of their nonrecurring nature), the impact of nonrecurring incentives (such as one-time discounts provided under sales promotional programs), and any actual or anticipated reductions in invoiced value due to contract nonrenewals or service cancellations other than for certain reserves (for example those for credit losses or disputed amounts). ARR does not include invoiced amounts associated with perpetual licenses or professional services. ARR is not a forecast of future revenue, which is impacted by contract start and end dates and duration. ARR should be viewed independently of revenue and deferred revenue as ARR is an operating metric and is not intended to replace these items.

**Dollar-Based Net Retention Rate:** Dollar-based net retention rate represents the rate of net expansion of our ARR from existing customers over the preceding 12 months. We calculate dollar-based net retention rate as of a period end by starting with ARR from the cohort of all customers as of 12 months prior to such period end (Prior Period ARR). We then calculate the ARR from these same customers as of the current period end (Current Period ARR). Current Period ARR includes any expansion and is net of any contraction or attrition over the preceding 12 months but does not include ARR from new customers in the current period. We then divide total Current Period ARR by total Prior Period ARR to arrive at dollar-based net retention rate. Dollar-based net retention rate may fluctuate based on the customers that qualify to be included in the cohort used for calculation and may not reflect our actual performance.



# **GAAP** to Non-GAAP reconciliation<sup>1</sup>



## **Gross margin (\$M)**

	4Q 2025	4Q 2024	FY 2025	FY 2024
GAAP revenue	\$423.6	\$405.3	\$1,429.7	\$1,308.1
GAAP gross profit	\$359.1	\$351.9	\$1,182.7	\$1,112.1
GAAP gross margin	85%	87%	83%	85%
Add:				
Stock-based compensation expense	\$7.7	\$6.4	\$30.8	\$25.7
Amortization of acquired intangible assets	\$0.9	\$1.4	\$5.1	\$5.7
Employer payroll tax expense related to employee equity transactions	\$0.2	\$0.3	\$0.6	\$0.8
Restructuring costs	\$2.4		\$2.9	\$0.1
Non-GAAP gross profit	\$370.4	\$360.1	\$1,222.1	\$1,144.5
Non-GAAP gross margin	87%	89%	85%	87%



<sup>1.</sup> Figures presented in millions are calculated based upon the respective underlying unrounded data. Minor differences in totals or percentages may exist due to rounding

# GAAP to Non-GAAP reconciliation<sup>1</sup> (cont'd)



Sales and marketing (\$M)

	4Q 2025	4Q 2024	FY 2025	FY 2024
GAAP sales and marketing	\$176.8	\$191.7	\$738.5	\$713.1
Less:				
Stock-based compensation expense	\$28.3	\$35.0	\$134.6	\$144.9
Amortization of acquired intangible assets	\$0.3	\$0.7	\$1.4	\$2.7
Employer payroll tax expense related to employee equity transactions	\$0.9	\$1.8	\$3.1	\$4.2
Restructuring costs	\$5.5		\$15.5	\$1.4
Non-GAAP sales and marketing	\$141.9	\$154.2	\$583.9	\$560.0

#### Research and development (\$M)

	4Q 2025	4Q 2024	FY 2025	FY 2024
GAAP research and development	\$99.7	\$85.6	\$380.7	\$332.1
Less:				
Stock-based compensation expense	\$36.8	\$29.5	\$132.8	\$118.0
Employer payroll tax expense related to employee equity transactions	\$1.0	\$1.5	\$2.2	\$3.0
Restructuring costs	\$1.2		\$3.1	\$0.4
Non-GAAP research and development	\$60.7	\$54.7	\$242.7	\$210.7

#### General and administrative (\$M)

	4Q 2025	4Q 2024	FY 2025	FY 2024
GAAP general and administrative	\$49.0	\$59.5	\$226.1	\$231.6
Less:				
Stock-based compensation expense	\$14.9	\$18.1	\$60.0	\$83.4
Amortization of acquired intangible assets			\$0.2	\$0.2
Employer payroll tax expense related to employee equity transactions	\$0.4	\$0.7	\$1.1	\$1.9
Restructuring costs			\$3.4	\$0.7
Charitable donation of Class A common stock			\$6.6	\$4.2
Non-GAAP general and administrative	\$33.8	\$40.6	\$155.0	\$141.2



# GAAP to Non-GAAP reconciliation<sup>1</sup> (cont'd)



## **Operating margin (\$M)**

	4Q 2025	4Q 2024	FY 2025	FY 2024
GAAP revenue	\$423.6	\$405.3	\$1,429.7	\$1,308.1
GAAP operating income (loss)	\$33.6	\$15.1	\$(162.6)	\$(164.7)
GAAP operating margin	8%	4%	(11)%	(13)%
Add:				
Stock-based compensation expense	\$87.6	\$88.9	\$358.2	\$372.0
Amortization of acquired intangible assets	\$1.2	\$2.2	\$6.7	\$8.6
Employer payroll tax expense related to employee equity transactions	\$2.6	\$4.3	\$7.0	\$9.9
Restructuring costs	\$9.1		\$24.7	\$2.6
Charitable donation of Class A common stock			\$6.6	\$4.2
Non-GAAP operating income	\$134.0	\$110.5	\$240.6	\$232.6
Non-GAAP operating margin	32%	27%	17%	18%



<sup>1.</sup> Figures presented in millions are calculated based upon the respective underlying unrounded data. Minor differences in totals or percentages may exist due to rounding

# GAAP to Non-GAAP reconciliation<sup>1</sup> (cont'd)



### Non-GAAP adjusted free cash flow (\$M)

	4Q 2025	4Q 2024	FY 2025	FY 2024
GAAP net cash provided by operating activities	\$146.1	\$145.6	\$320.6	\$299.1
Purchases of property and equipment	\$(7.4)	\$(3.8)	\$(14.9)	\$(7.3)
Cash paid for employer payroll taxes related to employee equity transactions	2.5	\$4.3	\$6.9	\$10.5
Net payments of employee tax withholdings on stock option exercises		\$0.2		\$1.0
Cash paid for restructuring costs	\$3.8	\$0.1	\$15.3	\$6.2
Non-GAAP adjusted free cash flow	\$145.0	\$146.4	\$327.8	\$309.4
GAAP net cash used in investing activities	\$(16.7)	\$(8.6)	\$(45.5)	\$(439.6)
GAAP net cash used in financing activities	\$(17.0)	\$(81.9)	\$(450.5)	\$(196.9)

<sup>1.</sup> Figures presented in millions are calculated based upon the respective underlying unrounded data. Minor differences in totals or percentages may exist due to rounding

