

EXTERNAL · CUSTOM AUTOMATED FINANCIAL REPORTING

OPS GS, LLC

The Operational Gold Standard

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SECTION A · EXTERNAL · INVESTOR & EARNINGS

Quarterly Financial Results

Board of Directors · Q3 FY2026

The Quarter at a Glance

TOTAL REVENUE

\$1.24B

▲ 14.8% YoY · ▲ 2.9% QoQ

Record revenue on broad-based demand; margins expanded and we are raising full-year guidance.

EPS (DILUTED)

\$2.41

▲ 34% YoY

OPERATING MARGIN

23.4%

▲ 300 bps

FREE CASH FLOW

\$258M

▲ 14% YoY

CAPITAL RETURNED

\$137M

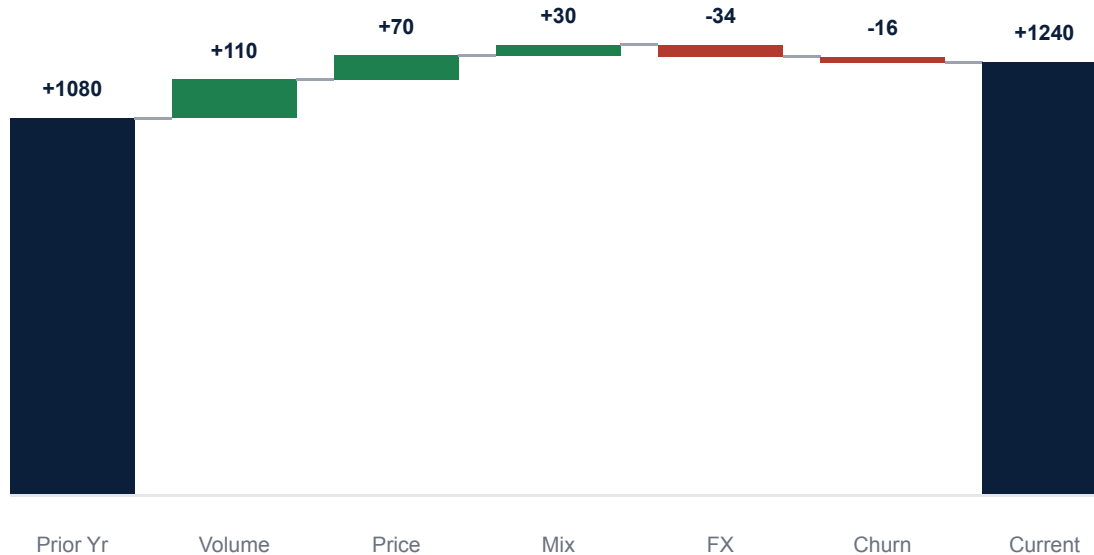
Dividends + buyback

Profit & Loss · YoY and QoQ

(\$ in millions)	Current	Prior Qtr	Prior Yr	Δ YoY
Revenue	1,240	1,205	1,080	+14.8%
Cost of Revenue	(520)	(510)	(470)	+10.6%
Gross Profit	720	695	610	+18.0%
Operating Expenses	(430)	(420)	(390)	+10.3%
Operating Income	290	275	220	+31.8%
Interest & Other	(18)	(17)	(15)	+20.0%
Pre-Tax Income	272	258	205	+32.7%
Income Taxes	(60)	(57)	(45)	+33.3%
Net Income	212	201	160	+32.5%

Diluted EPS \$2.41 on 88.0M sh vs \$1.80 on 89.0M prior — EPS +34% vs net income +32.5% (buybacks).

What Drove the Change · Revenue Bridge



NET CHANGE

+\$160M

Growth led by new-logo volume and pricing; partially offset by FX and churn. Drivers shown gross of intercompany.

**Your board deck.
Built by a spreadsheet.
While you slept.**

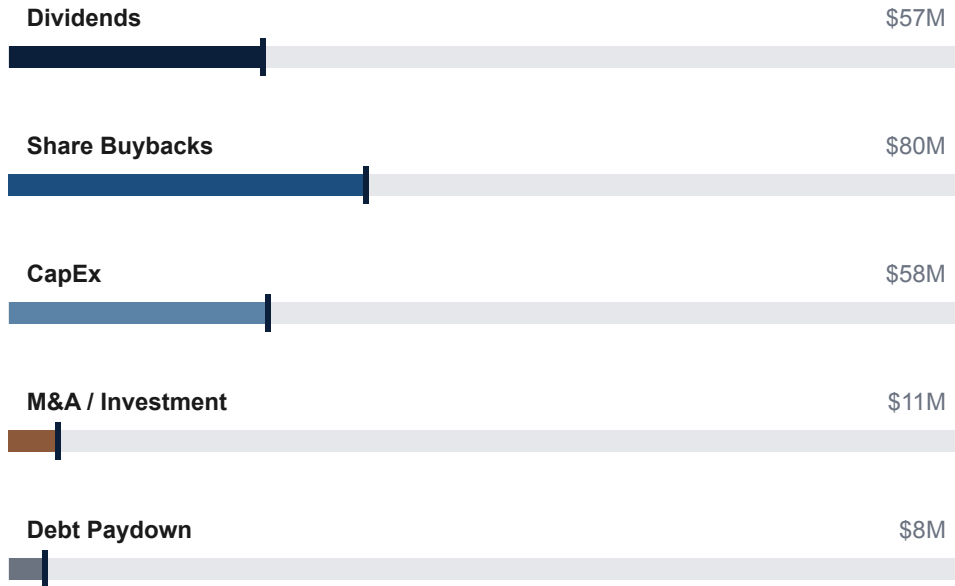
How Capital Was Deployed

TOTAL CAPITAL DEPLOYED

\$214M

Returned to shareholders \$137M · 65% of net income

USES OF CAPITAL



Forward Guidance

NEXT QUARTER

\$1.28–1.34B

Revenue range

12–16% growth

FULL YEAR

\$5.1–5.3B

Revenue range

Reaffirmed / raised

MARGIN

23–25%

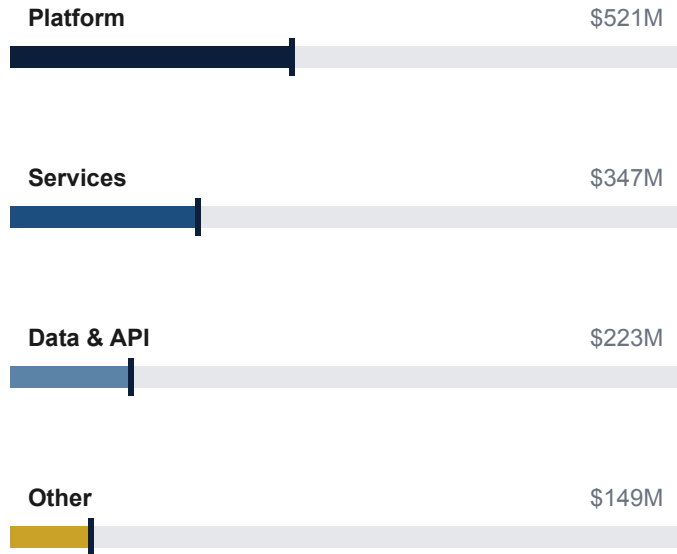
Operating margin

~150 bps expansion

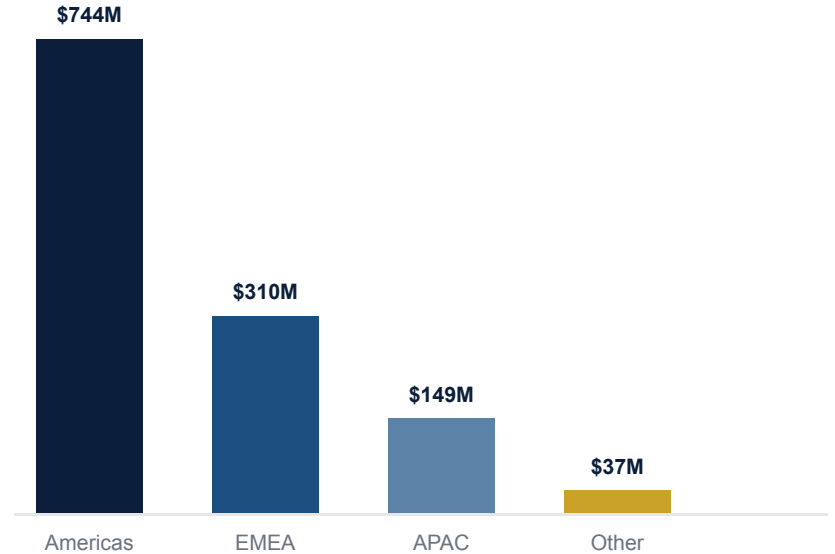
Key assumptions: ~14% organic growth, stable FX, no major macro shock. Guidance excludes M&A. Forward-looking statements subject to risks in our filings.

Revenue by Segment & Geography

BY SEGMENT



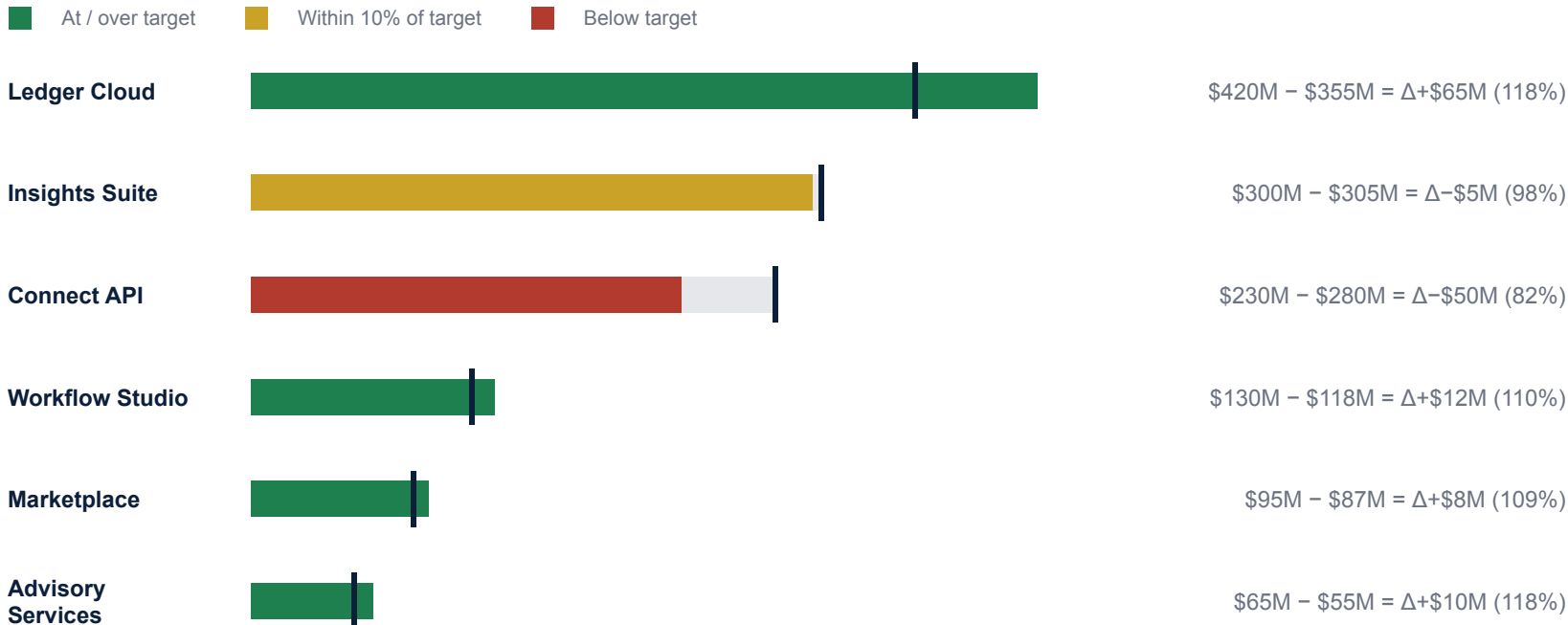
BY GEOGRAPHY



Revenue vs. Budget by Product

\$1240M

at 103% of plan



**Zero cloud cost.
No new software.**

**Custom report automation.
Built on tools you already own.**

APPENDIX

Supporting Detail

Balance sheet, debt maturity profile, and reconciliations follow.

Cash Flow Statement · Reconciliation

(\$ in millions)	Q3 FY2026
Net Income	212
Depreciation & Amortization	64
Stock-Based Compensation	28
Δ Working Capital	12
Operating Cash Flow	316
CapEx	(58)
M&A / Investments	(11)
Investing Cash Flow	(69)
Dividends	(57)
Share Buybacks	(80)
Debt Paydown	(8)
Financing Cash Flow	(145)
Net Change in Cash	+102
Free Cash Flow (OCF – CapEx)	258

FREE CASH FLOW

\$258M

Operating cash flow \$316M – CapEx \$58M

NET CHANGE IN CASH

+\$102M

Financial Position · Current vs. Prior

(\$ in millions)	Current	Prior
Cash & Equivalents	420	318
Accounts Receivable	280	262
Property & Equipment, net	540	546
Goodwill & Intangibles	220	209
Other Assets	230	224
Total Assets	1,690	1,559
Accounts Payable	160	152
Other Liabilities	300	272
Long-Term Debt	318	326
Total Liabilities	778	750
Common Stock & APIC	750	722
Retained Earnings	392	237
Treasury Stock	(230)	(150)
Total Equity	912	809
Total Liabilities & Equity	1,690	1,559

TOTAL ASSETS

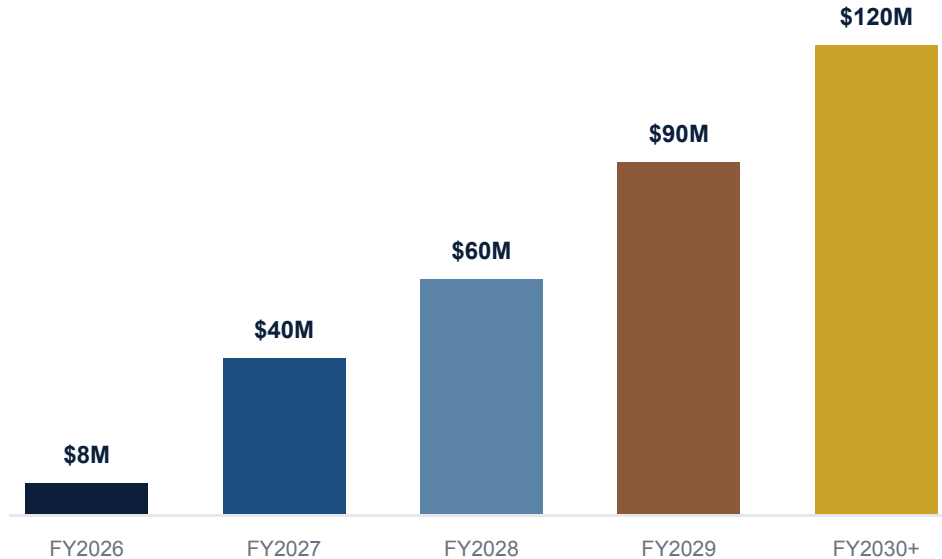
\$1,690M

Assets = Liabilities + Equity

DEBT / EQUITY

0.35x

Principal Maturities by Fiscal Year



TOTAL DEBT

\$318M

Long-term debt outstanding

WEIGHTED-AVG MATURITY

3.9 yrs

SECTION B · INTERNAL · BOARD GOVERNANCE

Strategy, Risk & Decisions

For the Board · Not for external distribution

Today's Discussion

- | | | |
|----|--|--------|
| 01 | Performance review
Results vs. plan and prior year | 15 min |
| 02 | Strategic priorities
Progress on key initiatives | 20 min |
| 03 | Risk & compliance
Top enterprise risks and mitigations | 15 min |
| 04 | Decisions required
Approvals and board input | 25 min |

Priorities for Next Quarter

Priority	Owner	Key milestone	Status
Launch self-serve onboarding	A. Rivera	GA by end of Q3	On track
Expand EMEA sales coverage	M. Chen	3 of 5 reps hired	At risk
Ship usage-based billing	P. Okafor	Beta with 10 accounts	On track
Reduce infra cost 15%	S. Patel	8% to date	Behind
Achieve SOC 2 Type II	J. Kim	Audit scheduled Q3	On track

Wake up to Reports in your Inbox

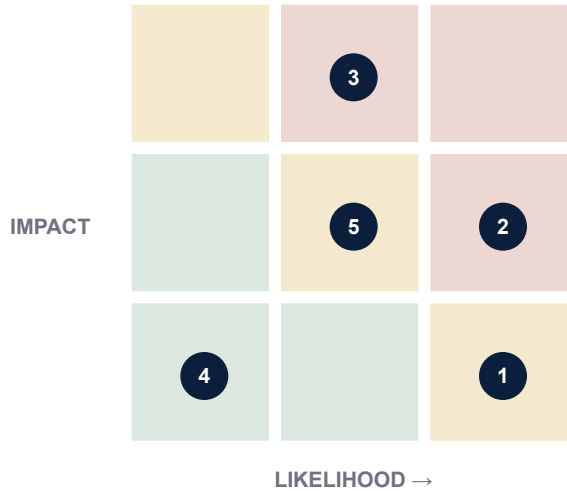
**Templates, data, api pulls etc...
can be created for your use case.**

Actual vs. Budget Variance

Line Item	Actual	Budget	Variance	Var %
Revenue	1,240	1,200	+40	+3.3%
Gross Profit	720	700	+20	+2.9%
Operating Expense	430	445	(15)	(3.4%)
Operating Income	290	255	+35	+13.7%
Net Income	212	188	+24	+12.8%
CapEx	58	60	(2)	(3.3%)

Variances over 10% flagged for discussion. Green favorable · red unfavorable to budget.

Enterprise Risk Heat Map



TOP RISKS

- 1 Key-customer concentration — VP Sales
- 2 Cloud cost inflation — CTO
- 3 Talent attrition in R&D — CHRO
- 4 Regulatory change, data — General Counsel
- 5 FX exposure, EMEA — CFO

Non-Financial KPIs

NET REVENUE RETENTION

118%

▲ 6 pts

CUSTOMER COUNT

2,840

▲ 18% YoY

CHURN RATE

1.4%

▼ 30 bps

NPS

62

▲ 4 pts

PIPELINE COVERAGE

3.4x

▲ 0.3 QoQ

HEADCOUNT

1,260

▲ 40 QoQ

What We Need From the Board

DECISIONS REQUIRED

- Approve \$25M expansion of the EMEA go-to-market budget.
- Ratify appointment of the new Audit Committee chair.
- Authorize a \$50M share-buyback program.

SPECIFIC ASKS

- Introductions to 2 enterprise logos in financial services.
- Board expertise on international expansion.
- Referrals for the VP of Engineering search.

Next meeting: Oct 14 · Preview topics: FY26 plan, M&A pipeline

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Your Deck is Created

Deck Generator Extension - It is Next to Help

Deck Generator

Turn any data source into an automated executive deck.

DESTINATION - Replace current slides.

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New deck

GOOGLE SHEET - URL or ID (data source)

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WHAT TO BUILD

Create entire deck

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