



Investor update
December 2025

Workato at a glance

Founded in 2013

To bring integration, automation, and orchestration together.

2,600+ direct, 25K+ total

Enterprises across 90 countries

900B+

Tasks orchestrated by customers so far

#1 in iPaaS MQ

7 year Gartner MQ Leader, ranked #1 in Platform Vision

#1 Ranked

Customer Choice Award, Gartner Peer Insights

FINANCIAL SERVICES



SOFTWARE



TELCO / MEDIA



RETAIL



MANUFACTURING / HIGH TECH



HEALTHCARE / PHARMA



Financial Performance – End of Q1 FY26

- 1 | Compound ARR growth rate
(4.5 years through Q2 FY26) ➔ **54%**
- 2 | Current ARR
(end of Q2 FY26) ➔ **\$232M**
- 3 | Gross margin
(Growth focused) ➔ **~78%**
- 4 | Cash on hand
(funding assured through IPO) ➔ **\$154M**
- 5 | Employees
(Worldwide) ➔ **~1,050**
- 6 | Net Dollar Retention
(NDR) ➔ **111% and growing**

Enterprise Modernization and AI Transformation are our growth engines

Sample of recent Enterprise wins

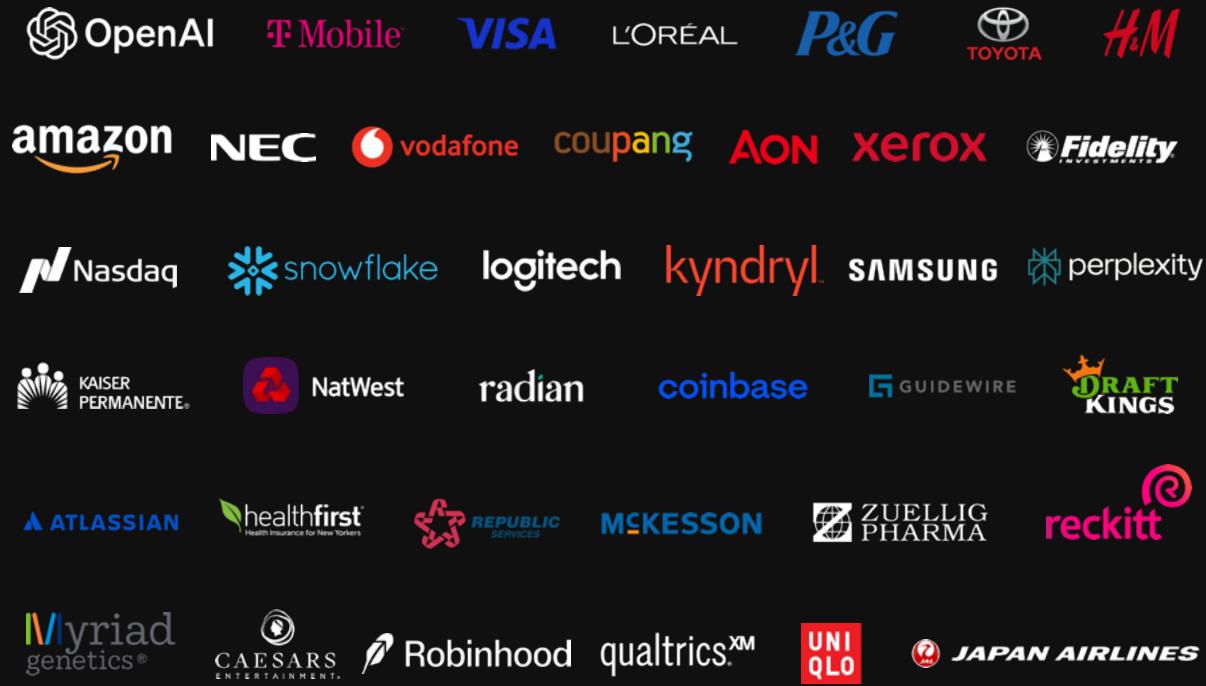
67% YoY Growth in Enterprise Business

X% increase in AI business

Shift from project to Platform deals

3.4X Growth in GSI Pipe

Significant new momentum from GSIs doubling down on Workato in the past 12 months



Workato is well positioned for sustainable double digit revenue growth



Enterprise Modernization and AI Transformation are our growth engines

Enterprise Modernization:
iPaaS today,
Future-ready for AI

66B+ TAM

AI Transformation:
AI Projects to
deliver agents for
core processes

500B+ TAM

Modern Enterprise Orchestration Platform for
AI Era (iPaaS+)

Workato Enterprise MCP

Enterprise Orchestration Platform

A single platform for both **Enterprise Modernization** and **AI Transformation**



Recent Strategic Investments and Acquisitions

Accelerating Enterprise Modernization		Accelerating AI Transformation	
RELTIO	<i>OEM for MDM</i>	 XMA.ai	<i>Frontier lab: agent accuracy</i>
orderful*	<i>OEM for EDI</i>	 DeepConverse	<i>Enterprise search, Enterprise RAG, Knowledge Base</i>
 Robotiq^{ai} <small>LIMITLESS TOGETHER</small>	<i>OEM for RPA</i>		



Enterprise Modernization deep dive

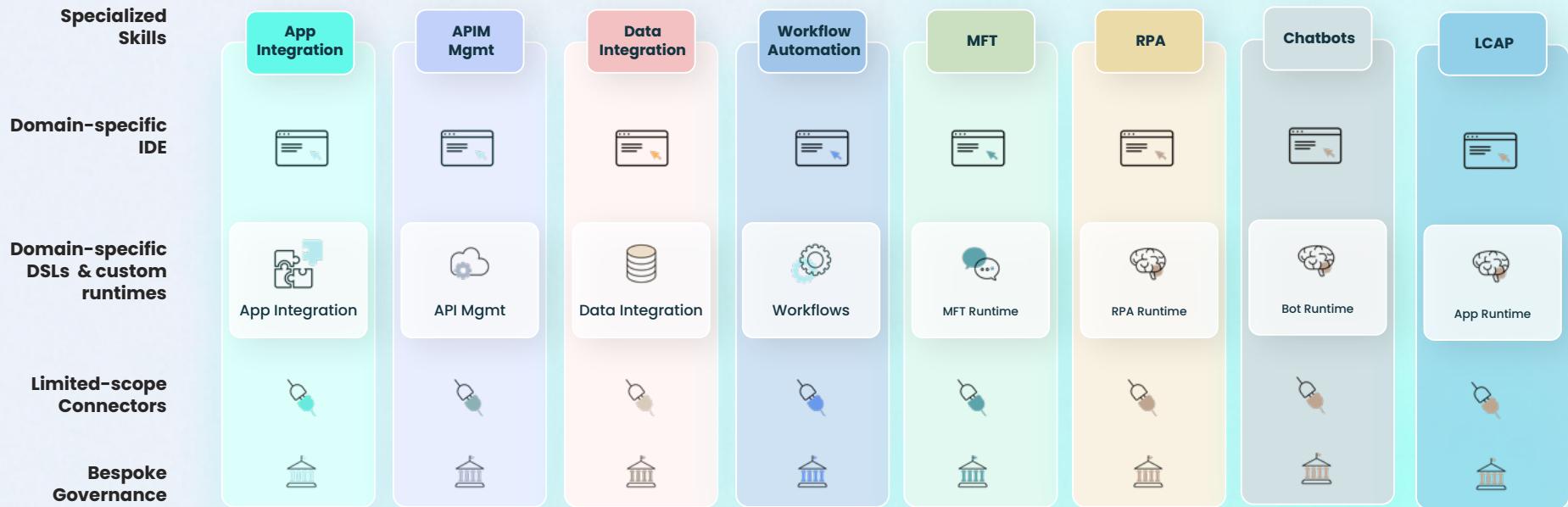
Enterprise
Modernization:
iPaaS today,
Future-ready for AI

A diagram illustrating the relationship between Enterprise Modernization and an Orchestration Platform. At the top, a white circle contains the text "Enterprise Modernization: iPaaS today, Future-ready for AI". A blue downward-pointing arrow points from this circle to a teal rectangular box below. Inside the teal box, the text "Modern Enterprise Orchestration Platform for AI Era (iPaaS+)" is displayed. Below this teal box is a large black bar containing the text "Enterprise Orchestration Platform" in a light blue font.

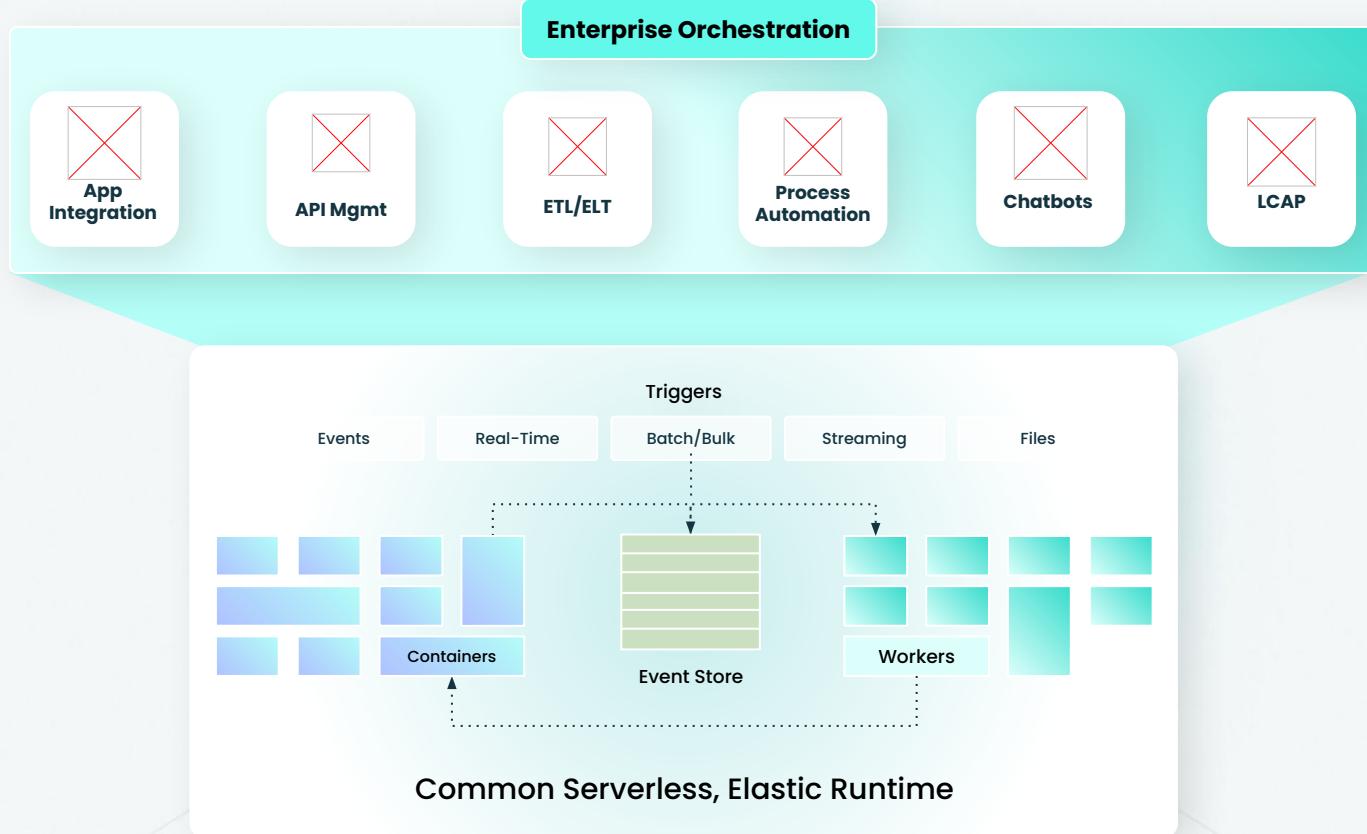
Modern Enterprise Orchestration Platform for
AI Era (iPaaS+)

Enterprise Orchestration Platform

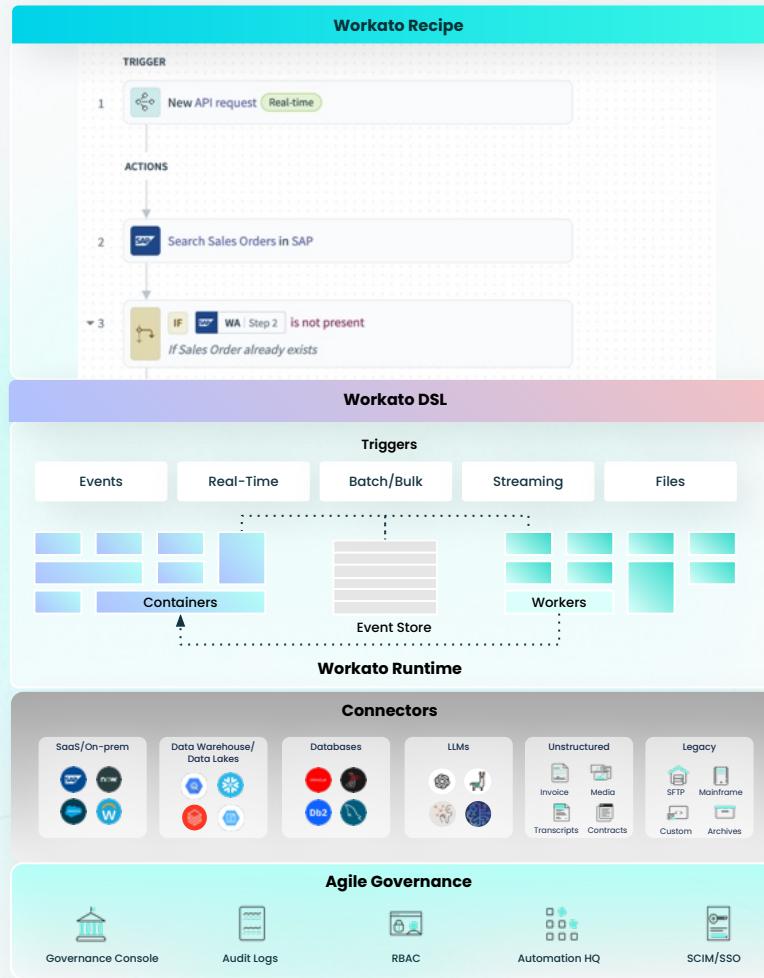
Siloed Integration Tools **Created Cascading Complexity**



Workato's Vision: One Refactored & Reimagined Platform



The Power Of One



Single Skillset

Single IDE & DSL

Single Serverless Runtime

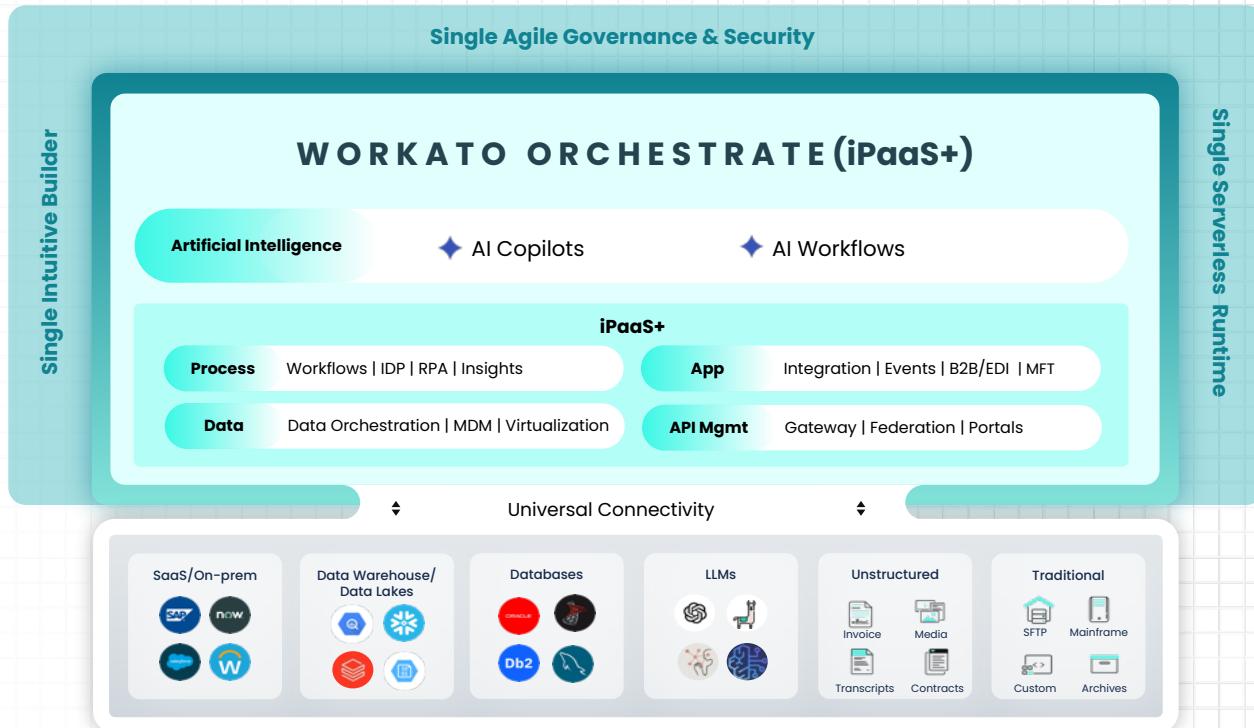
One All-Purpose Connector Set

Single Security & Governance

Enterprise Orchestration: Modern iPaaS+ Platform

The Workato Enterprise Orchestration Platform

One place to orchestrate your data, apps, processes, and AI agents



Workato named a Leader 7x and Furthest in Vision 2 years in a row

2025 Gartner® Magic Quadrant™ for Integration Platform as a Service, Worldwide

Workato has been recognized as **a Leader with the furthest in vision** placement in the Gartner® Magic Quadrant™ for Integration Platform as a Service, Worldwide. Named a Leader for **seven consecutive years** for our Ability to Execute and our Completeness of Vision.

"Workato's Platform received excellent scores for AI Implementation support addressing needs in both aspects of this market, AI for integrators and integration for AI."

iPaaS Critical Capabilities, Gartner 2025



Attributions and Disclaimers:

Gartner, Magic Quadrant for Integration Platform as a Service, Keith Guttridge, Andrew Comes, Shrey Pasricha, Max van den Berk, Andrew Humphreys, 19 February 2024.

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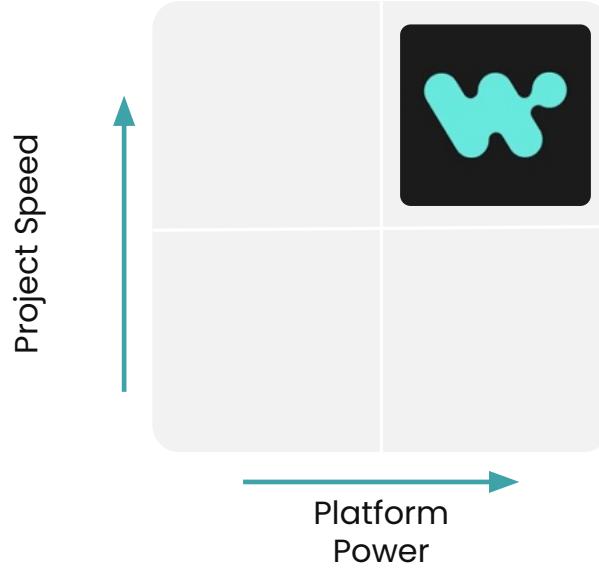
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Growth through consolidating the **iPaaS** market

boomi

MuleSoft®

TIBCO®



Over the past year alone 100s of enterprise have chosen Workato over legacy iPaaS solutions to simplify IT operations, reduce cost and take advantage of AI.

Over the last 24 months Organizations Chose Workato

543+

Times Over MuleSoft, Boomi, TIBCO, SAP,
WebMethods, and others.

Winning Patterns vs Legacy iPaaS

Power of ONE vs Multi-tool



Modern iPaaS
(Speed, responsiveness)



AI Transformation



Customer experience/Trust



Operational Cost Reduction
(OrCA Advantage*)



The Modernization Journey at **Aon**



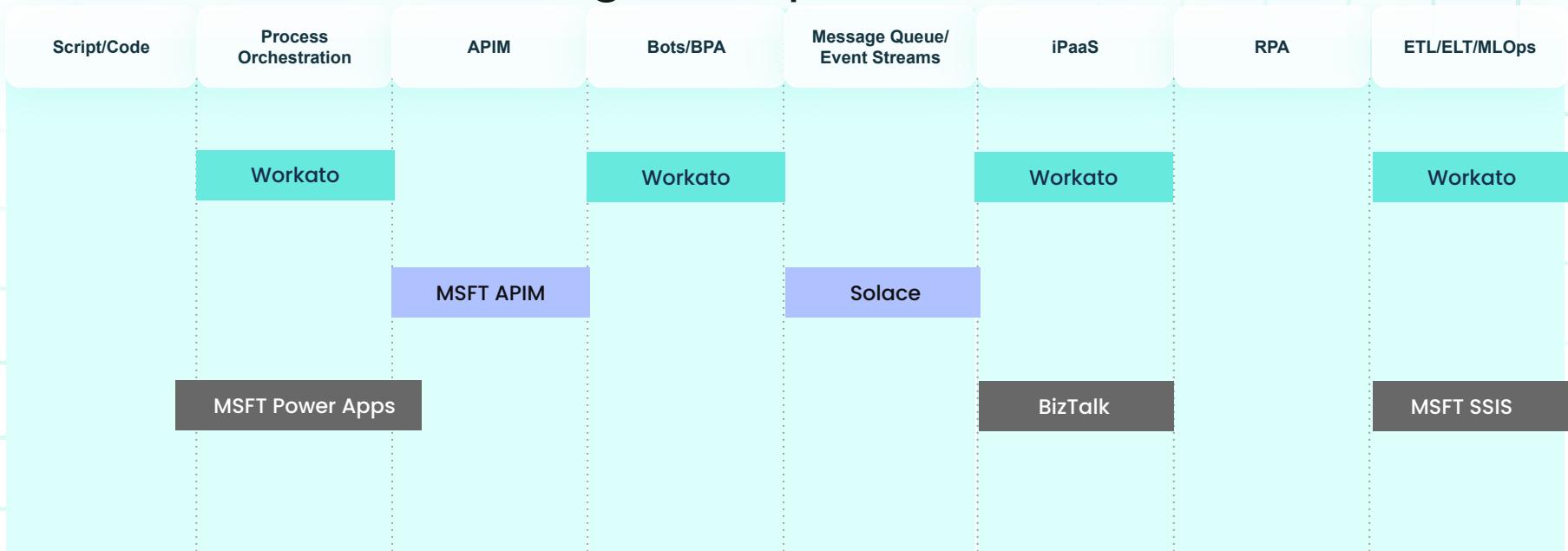
TIME SAVINGS

286+ integrations (data, APIs) migrated ahead of schedule

COST SAVINGS

40% reduction in platform licensing and operations overhead

The **Modernization Journey** at a large European retailer



Workato

Migrate away from

No change

The Modernization Journey at samsara



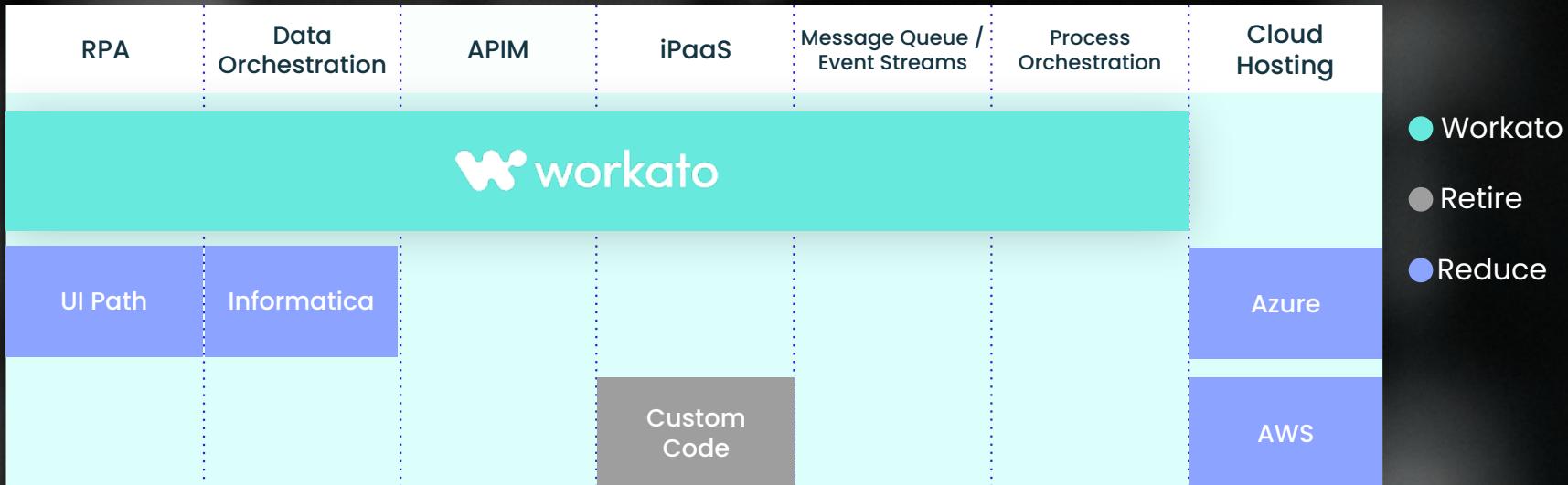
“Our longest [integration with Workato] took one to two weeks—the same initial build [on MuleSoft] took somewhere around eight to ten weeks.”



Vaishali Gandhi

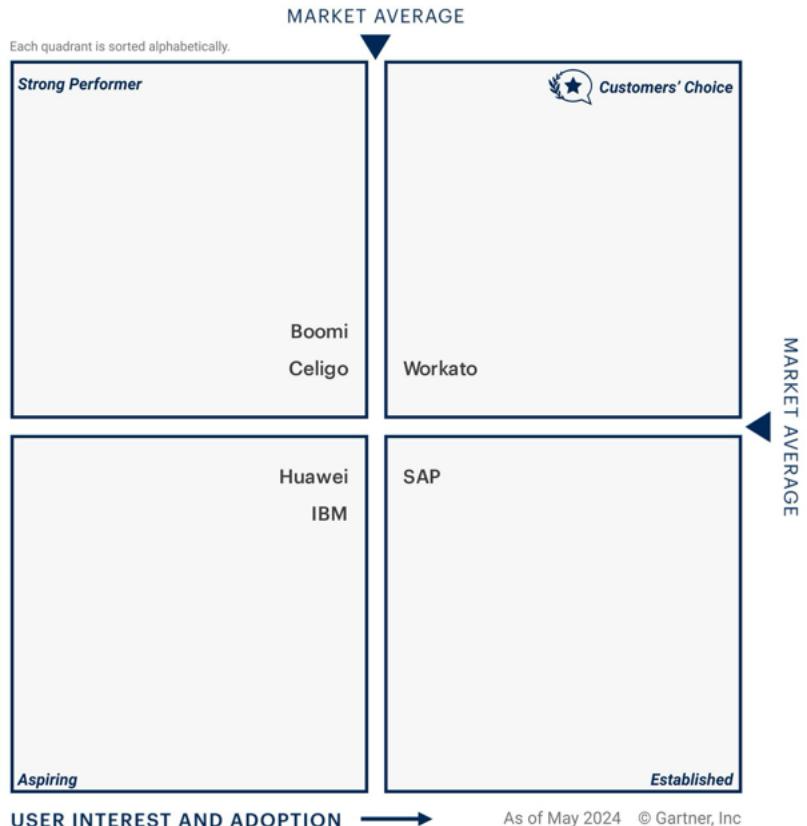
Senior Director of Data Engineering, Integrations, and AI

The Modernization Journey at TOYOTA



Gartner Peer Insights "Voice of the Customer"

Integration Platform as a Service



2024 Gartner® Peer Insights™ Voice of the Customer for iPaaS

- Only Customer's Choice Vendor
- 5/5 for deployment & support
- 4.9/5 for sales experience & product capabilities
- 100% of customers recommend

Stack consolidation at **ATLASSIAN**

"The transition from Mulesoft to Workato helped **meet the scalability needs of a \$10B business.**"



Daivish Shah

Intelligent Automation Platform Architect
at Atlassian

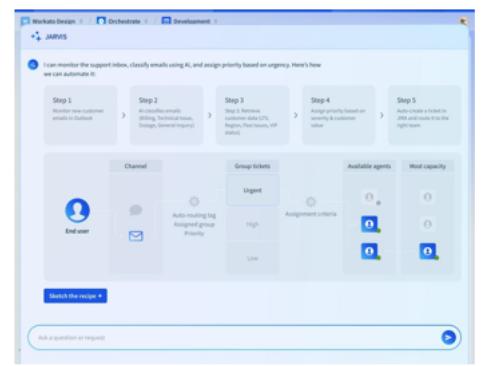
171 Systems Connected
2,130 Builders Trained
5,214 Active Recipes

886.7 Million
Annual transactions



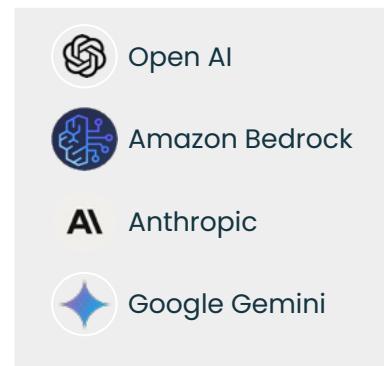
Enterprise Orchestration – our AI advantage

AI powered builder experience



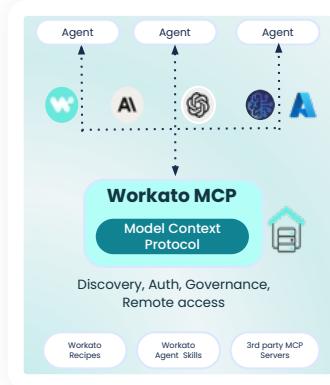
Workato AIRO (AI-driven, Intent-based, Real-time Orchestrator) and Copilots

Open AI ecosystem



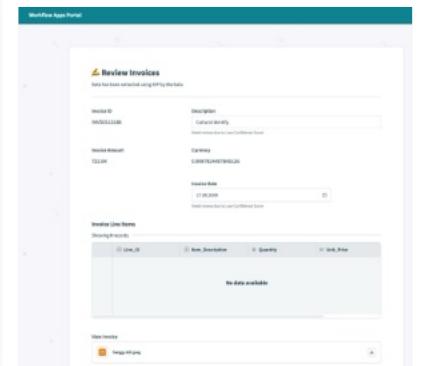
Native support for all leading AI providers in Workato workflows

Take action in 10,000+ apps today



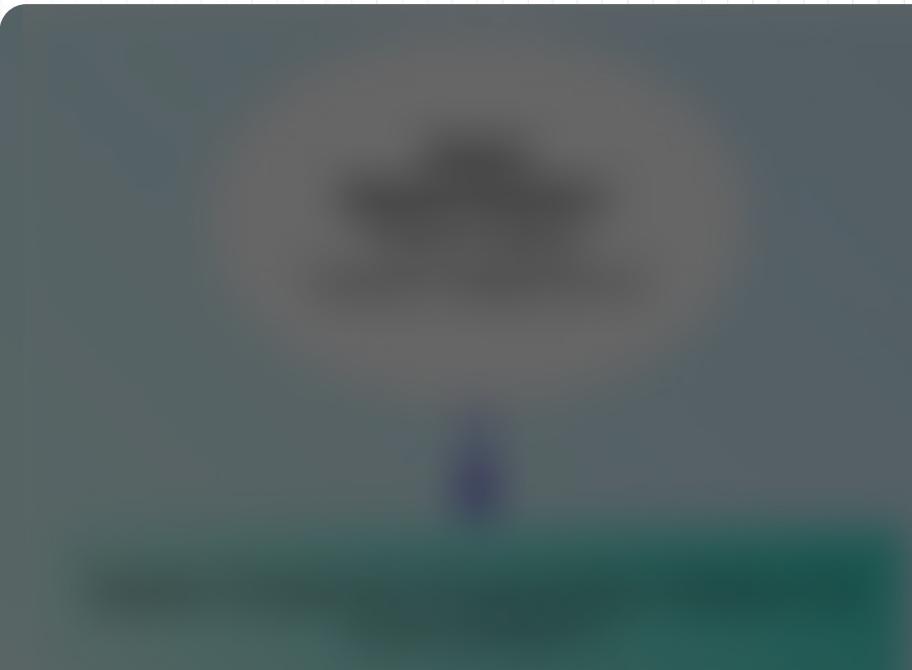
Powered by Workato Connectors and Workato MCP

Integrated Intelligent Document Processing



AI-powered document extraction and processing

AI Transformation deep dive



AI Transformation:
AI Projects to
deliver agents for
core processes

500B+ TAM



Workato Enterprise MCP

Enterprise Orchestration Platform