

Hello, we're UiPath.

We make software robots so
people don't have to be robots.



3Q FY 2023 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,” “projects,” “outlook,” “seeks,” “should,” “will,” and variations of such words or similar expressions, including the negatives of these 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 and Section 21E of the Securities Exchange Act 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 guidance for the fourth fiscal quarter and fiscal year end 2023, our strategic plans, objectives and roadmap, the estimated addressable market opportunity for our platform and statements regarding the growth of the automation market, the success of our platform and new releases, the success of our collaborations with third parties and our customers’ behaviors and potential automation spend. Accordingly, actual results could differ materially or such uncertainties could cause adverse effects on our results. Forward-looking statements involve known and unknown risks, uncertainties, and other factors that may cause our actual results, performance or achievements to be materially different from any future results, performance or achievements expressed or implied by the forward-looking statements. These risks include, but are not limited to, risks and uncertainties related to: the market, political, economic, and business conditions, including geo-political turmoil and macro-economic efforts caused by the war in Ukraine, increasing inflationary cost pressures, and foreign exchange volatility; our recent rapid growth, which may not be indicative of our future growth; our limited operating history; our ability to successfully manage our growth; our ability and the ability of our platform to satisfy and adapt to customer demands; our dependency on our existing customers to renew their licenses and purchase additional licenses and products from us and our channel partners; our ability to attract and retain customers; the competitive markets in which we participate; our ability to maintain and expand our distribution channels; our ability to retain and motivate our management and key employees and integrate new team members and manage management transitions; our reliance on third-party providers of cloud-based infrastructure; the potential impact that the COVID-19 pandemic and an economic downturn could have on our or our customers’ businesses, financial condition, and future operating results.

Certain information contained in this presentation and statements made orally during this presentation relate to or are based on studies, publications, surveys and other data obtained from third-party sources and UiPath’s own internal estimates and research. While UiPath believes these third-party studies, publications, surveys and other data to be reliable as of the date of this presentation, UiPath has not independently verified, and makes no representations as to the adequacy, fairness, accuracy or completeness of, any information obtained from third-party sources. In addition, no independent source has evaluated the reasonableness or accuracy of UiPath’s internal estimates or research and no reliance should be made on any information or statements made in this presentation relating to or based on such internal estimates and research.

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 (loss) 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 special 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 and to the tables in our earnings release and the Investors section of our website for a reconciliation of these non-GAAP financial measures to the most directly comparable GAAP financial measures. 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 a 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 obligations assuming no increases or reductions in the subscriptions. ARR does not include the costs we may incur to obtain such subscription licenses or provide such maintenance and does not reflect any actual or anticipated reductions in invoiced value due to contract non-renewals or service cancellations other than for specific bad debt or disputed amounts. Additionally, though we use ARR as a forward-looking metric in the management of our business, it does not include invoiced amounts reported as perpetual licenses or professional services revenue in our consolidated statement of operations, and is not a forecast of future revenue, which can be impacted by contract start and end dates, duration, and renewal rates. 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. Investors should not place undue reliance on ARR or dollar-based net retention rate as an indicator of future or expected results. Our presentation of ARR may differ from similarly titled metrics presented by other companies and therefore comparability may be limited.

UiPath at a glance

\$1,110M

ARR^{1,2}

~10,650

Global customer base²

126%

Dollar based net retention rate^{1,2}



38%

ARR^{1,2} growth rate
year-over-year
excluding FX impact³

1,711

Customers ≥
\$100k ARR^{1,2}

~130%

Dollar based net retention rate^{1,2} excluding
FX impact and Russian
sanctions

Notes:

1. See Appendix for definition of Annualized Renewal Run-rate (ARR) and dollar based net retention rate

2. ARR, YoY ARR growth rate, dollar based net retention rate, customer metrics as of October 31, 2022

3. 3Q 2023 ARR FX headwind was ~\$22 million

Go-to-market enhancements

 Pricing & Packaging

 Sell Business
Outcomes to C-Level

 Industry Verticalization

 Solution Accelerator



Global network of partners

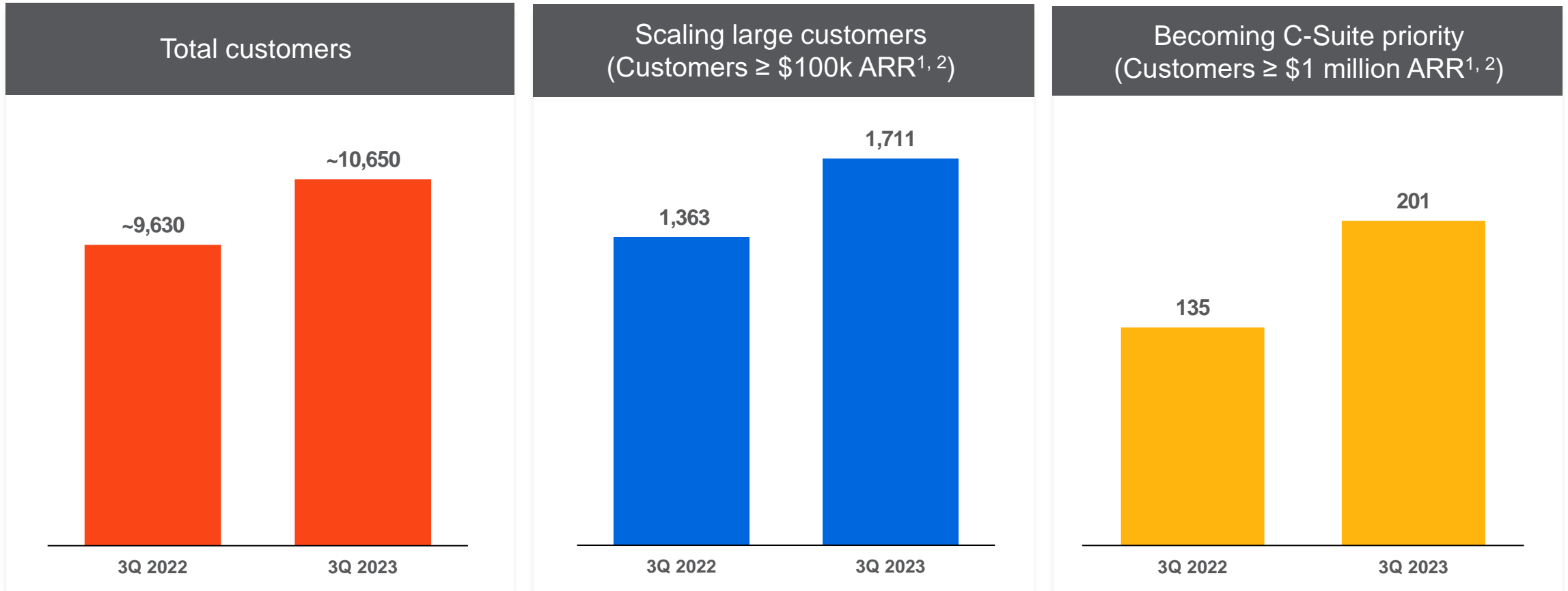
Tech Partners



GTM Partners



Strong customer momentum



Notes:

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

The UiPath Business Automation Platform



Discover

Continuously uncover opportunities for process and task improvements, helping you identify the highest ROI areas



PROCESS MINING

TASK MINING

COMMUNICATIONS MINING

IDEA CAPTURE & MANAGEMENT

Automate



Get more done with a digital workforce that seamlessly collaborates with your people and automates work via UI and API, powered with native integrated AI

LOW-CODE DEVELOPMENT

UI & API AUTOMATION

PROCESS ORCHESTRATION

INTELLIGENT
DOCUMENT PROCESSING

INTEGRATED NLP & AI/ML

Operate

An enterprise-grade foundation to run and optimize a mission-critical automation program at high scale



ANALYTICS

CONTINUOUS TESTING

UNIFIED MANAGEMENT
& GOVERNANCE

FLEXIBLE DEPLOYMENT

**Your
Processes**

Your Applications

Systems of record – ERP, CRM, HCM | Communications and Collaboration | Personal Productivity

**Your
People**

The UiPath 2022.10 release

Powering your new business applications

- 1. Rapidly build your next gen business apps and automations**
Expanded access and simplified development experiences for developers and business users alike
- 2. A new foundation for continuous discovery**
Zero in on processes with the biggest opportunity—and amplify automation's impact across the enterprise
- 3. Enhanced platform intelligence powers more use cases**
The industry's smartest robots get even more accomplished... to accomplish even more
- 4. Enterprise-grade for the most demanding business and IT**
Our enterprise-grade capabilities get even higher grades for their significantly enhanced security, compliance, resilience, and flexibility

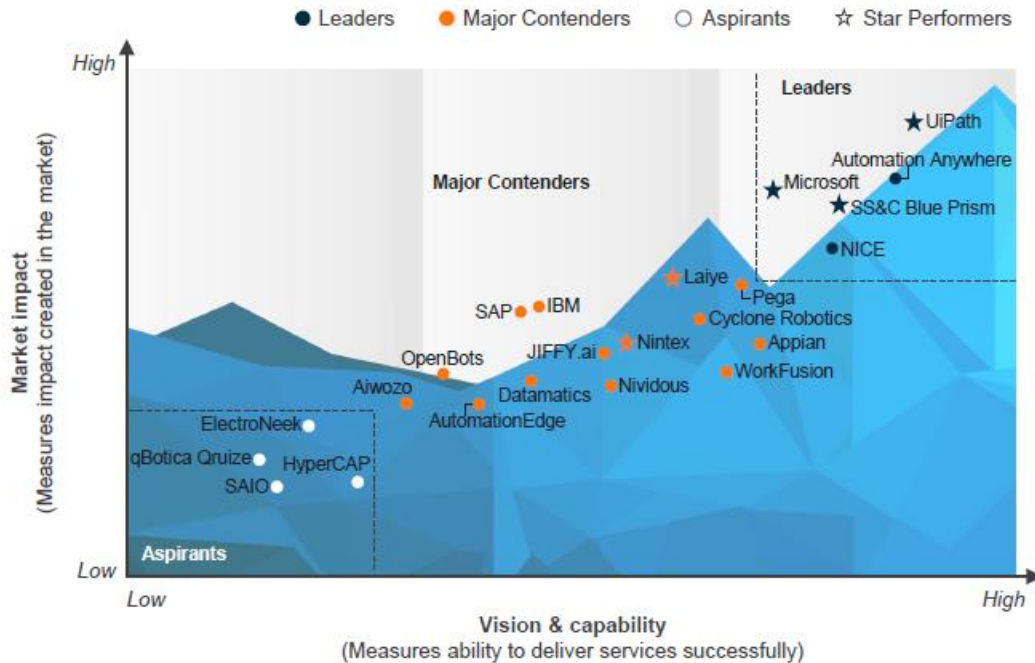


Industry analyst recognition

2022 Everest Group Robotic Process Automation (RPA) PEAK Matrix^{®1}

UiPath named a Leader for the sixth year in a row, and Star Performer for highest year-over-year improvement in product capabilities, vision, and market impact

Everest Group



2022 ISG Provider Lens[™] for Low-Code Development Platforms²

UiPath debuts as a Leader citing UiPath’s unified platform value proposition, developer community, and comprehensive feature set as key differentiators

ISG



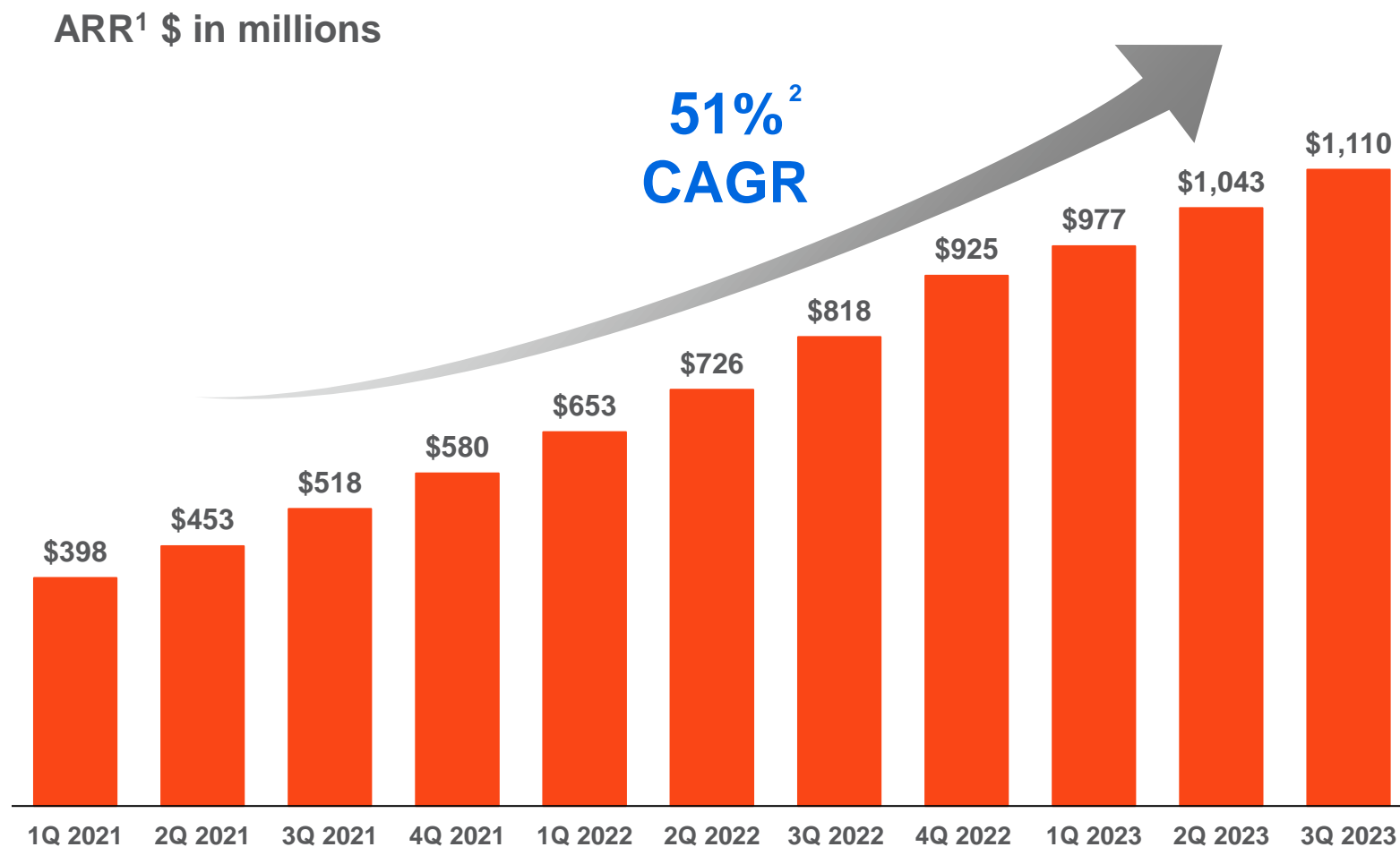
Notes:

1. Everest Group, Robotic Process Automation (RPA) – Technology Provider Landscape with PEAK Matrix[®] Assessment 2022, by Amardeep Modi, Harpreet Makan, Ashwin Ambala, Kumaraguru G, Shiven Mittal, October 2022
2. ISG Provider Lens – Next-Gen ADM Solutions, by Ashish Chaturvedi, Maharshi Pandya, Jan Erik Aase, September 2022

Financials



Beyond \$1B in ARR



Notes

1. See Appendix for definition of Annualized Renewal Run-rate (ARR)

2. CAGR for the period 1Q 2021 – 3Q 2023

Fiscal year end January 31

UiPath at a glance

\$263M

Revenue²

29%

Revenue² growth rate
year-over-year
excluding FX impact³

126%

Dollar based net
retention rate^{1,2}



\$1,110M

ARR^{1,2}

38%

ARR^{1,2} growth rate
year-over-year
excluding FX impact⁴

~130%

Dollar based net
retention rate^{1,2} excluding
FX impact and Russian
sanctions

Notes:

1. See Appendix for definition of Annualized Renewal Run-rate (ARR) and dollar based net retention rate
2. Revenue, ARR, YoY ARR growth rate, YoY Revenue growth rate as of October 31, 2022
3. 3Q 2023 revenue FX headwind was ~\$22 million
4. 3Q 2023 ARR FX headwind was ~\$22 million

Fiscal third quarter 2023 results

(\$M)	3Q 2023	3Q 2022
Revenue	\$262.7	\$220.8
Non-GAAP gross margin	86%	85%
Non-GAAP operating expenses:		
Sales and marketing	\$124.1	\$106.8
Research and development	\$43.7	\$35.4
General and administrative	\$40.9	\$36.9
GAAP operating loss	\$(67.0)	\$(116.2)
Non-GAAP operating income	\$18.0	\$9.1
Non-GAAP adjusted free cash flow	\$(24.1)	\$(7.7)

Notes:

See appendix for reconciliation of GAAP to Non-GAAP results
Fiscal year end January 31



4Q 2023 Guidance

ARR²

\$1,174 million – \$1,176 million

Revenue

\$277 million – \$279 million

Non-GAAP Operating Income

~\$35 million

Notes:

1. Guidance inherently is forward-looking and is subject to the risks and uncertainties noted elsewhere in these materials and in our special note regarding forward-looking statements disclosed and to be disclosed in our SEC filings
2. See Appendix for definition of Annualized Renewal Run-rate (ARR)
Fiscal year end January 31

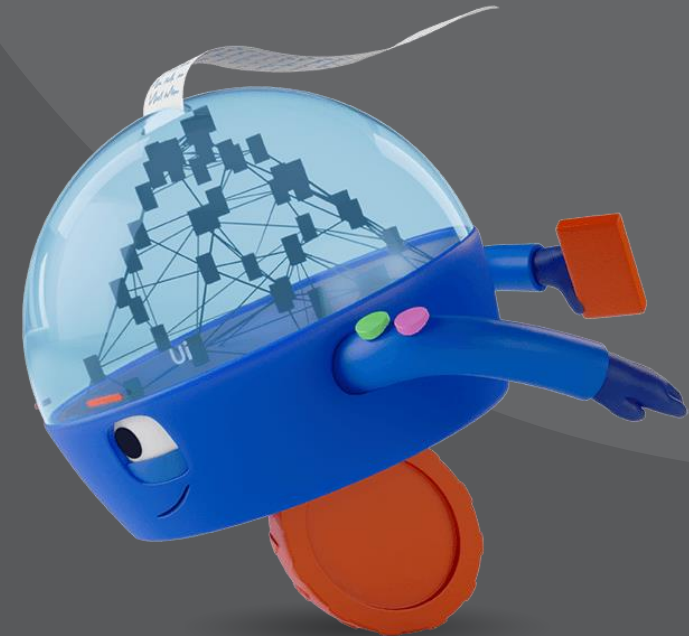
Questions?



Thank you!



Appendix



Definitions and calculations

Annualized Renewal Run-rate (ARR): *We define ARR as annualized invoiced amounts per solution SKU from term subscription licenses and maintenance obligations assuming no increases or reductions in their subscriptions. ARR does not include the costs we may incur to obtain such subscription licenses or provide such maintenance and does not reflect any actual or anticipated reductions in invoiced value due to contract non-renewals or service cancellations other than for specific bad debt or disputed amounts. Additionally, though we use ARR as a forward-looking metric in the management of our business, it does not include invoiced amounts reported as perpetual licenses or professional services revenue in our consolidated statement of operations, and is not a forecast of future revenue, which can be impacted by contract start and end dates, duration, and renewal rates.*

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 the ARR from the cohort of all customers as of 12 months prior to such period-end, or the Prior Period ARR. We then calculate the ARR from these same customers as of the current period-end, or the Current Period ARR. Current Period ARR includes any expansion and is net of contraction or attrition over the last 12 months but does not include ARR from new customers in the current period. We then divide the total Current Period ARR by the total Prior Period ARR to arrive at the point-in-time dollar-based net retention rate.*

GAAP to Non-GAAP reconciliation

Total gross margin (\$M)	3Q 2023	3Q 2022
GAAP revenue	\$262.7	\$220.8
GAAP gross profit	\$220.0	\$177.7
GAAP gross margin	84%	80%
Add:		
Stock-based compensation expense	\$5.4	\$6.4
Amortization of acquired intangible assets	\$1.3	\$1.0
Employer payroll tax expense related to employee equity transactions	\$0.1	\$3.2
Non-GAAP gross profit	\$226.8	\$188.3
Non-GAAP gross margin	86%	85%

GAAP to Non-GAAP reconciliation (cont'd)

Sales and marketing (\$M)		
	3Q 2023	3Q 2022
GAAP sales and marketing	\$156.5	\$172.9
Less:		
Stock-based compensation expense	\$30.8	\$41.8
Amortization of acquired intangible assets	\$0.7	\$0.4
Employer payroll tax expense related to employee equity transactions	\$0.4	\$23.8
Restructuring costs	\$0.5	--
Non-GAAP sales and marketing	\$124.1	\$106.8
Research and development (\$M)		
	3Q 2023	3Q 2022
GAAP research and development	\$67.3	\$61.6
Less:		
Stock-based compensation expense	\$23.4	\$24.9
Employer payroll tax expense related to employee equity transactions	\$0.2	\$1.3
Non-GAAP research and development	\$43.7	\$35.4
General and administrative (\$M)		
	3Q 2023	3Q 2022
GAAP general and administrative	\$63.2	\$59.5
Less:		
Stock-based compensation expense	\$21.5	\$22.1
Amortization of acquired intangible assets	--	--
Employer payroll tax expense related to employee equity transactions	\$0.1	\$0.5
Restructuring costs	\$0.6	--
Non-GAAP general and administrative	\$40.9	\$36.9

GAAP to Non-GAAP reconciliation (cont'd)

Total operating margin (\$M)		
	3Q 2023	3Q 2022
GAAP revenue	\$262.7	\$220.8
GAAP operating loss	\$(67.0)	\$(116.2)
GAAP operating margin	(25)%	(53)%
Add:		
Stock-based compensation expense	\$81.1	\$95.1
Amortization of acquired intangible assets	\$2.1	\$1.4
Employer payroll tax expense related to employee equity transactions	\$0.8	\$28.8
Restructuring costs	\$1.1	--
Non-GAAP operating income	\$18.0	\$9.1
Non-GAAP operating margin	7%	4%

GAAP to Non-GAAP reconciliation (cont'd)

Non-GAAP adjusted free cash flow (\$M)		
	3Q 2023	3Q 2022
GAAP revenue	\$262.7	\$220.8
GAAP net cash used in operating activities	\$(27.3)	\$(25.4)
Purchases of property and equipment	\$(5.3)	\$(2.1)
Capitalized software development costs	--	\$(2.2)
Cash paid for employer payroll taxes related to employee equity transactions	\$1.4	\$25.6
Net payments (receipts) of employee tax withholdings on stock option exercises	\$0.7	\$(3.5)
Cash paid for restructuring costs	\$6.4	--
Non-GAAP adjusted free cash flow	\$(24.1)	\$(7.7)
Non-GAAP adjusted free cash flow margin	(9)%	(3)%
GAAP net cash flows (used in) provided by investing activities	\$(118.2)	\$(51.0)
GAAP net cash flows (used in) provided by financing activities	\$(6.6)	\$20.1



The automation software company

HUMBLE

BOLD

FAST

IMMERSED