

November 20, 2025

Q3 FY2026 Earnings Prepared Remarks

Peter Gassner, Founder & CEO

Brian Van Wagener, CFO

Legal Disclaimer

These prepared remarks contain forward-looking statements regarding Veeva's expected future performance and, in particular, includes statements regarding Veeva's products and services and guidance, provided as of November 20, 2025, about Veeva's expected future financial results. Estimating guidance accurately for future periods is difficult. It involves assumptions and internal estimates that may prove to be incorrect and is based on plans that may change. Hence, there is a significant risk that actual results could differ materially from the guidance we have provided in these prepared remarks and we have no obligation to update such guidance. There are also numerous risks that have the potential to negatively impact our financial performance, including issues related to the performance, availability, security, or privacy of our products, competitive factors, customer decisions and priorities, developments that impact the life sciences industry (including regulatory, funding, or policy changes), general macroeconomic and geopolitical events (including changes in trade policy or practices, inflationary pressures, currency exchange fluctuations, changes in interest rates, and geopolitical conflicts), and issues that impact our ability to hire, retain and adequately compensate talented employees. We have summarized what we believe are the principal risks to our business in a section titled "Summary of Risk Factors" on pages 33 and 34 in our filing on Form 10-Q for the period ended July 31, 2025 which you can find [here](#). Additional details on the risks and uncertainties that may impact our business can be found in the same filing on Form 10-Q and in our subsequent SEC filings, which you can access at [sec.gov](https://www.sec.gov). We recommend that you familiarize yourself with these risks and uncertainties before making an investment decision.

Q3'26 Business Update

Peter Gassner, Founder & CEO



Financial Results

We had a strong third quarter of execution with results ahead of our guidance. Total revenue was \$811 million, up 16% year over year. Non-GAAP operating income was \$365 million, or 45% of total revenue.

Veeva AI – Industry Specific AI for the Next Chapter in Life Sciences

With Veeva AI, we have a strong vision for industry-specific AI that works in the context of our industry-specific applications. This practical AI will help the life sciences industry reach new levels of productivity and customer centricity over the coming years.

The first Veeva AI agents will be available as planned in early December for CRM and commercial content. And we are on track for R&D, quality, and additional commercial agents in 2026. We started working with our first early adopters over the past few months, and early results are very promising.

Business process design and change management are critically important when implementing AI solutions because these projects usually involve changing the boundaries of work between users and agents. We have started several consulting projects running in the commercial area, and I am really pleased with the collaboration between customers and our consulting and product teams to advance our products and industry processes.

There's a lot of interest in Veeva AI because of the clear business value in specialized AI agents working seamlessly in the user's workflow. Customers are looking for practical solutions that address the specific needs of their functional areas and we are very excited about Veeva AI and what it can do for the industry.

Veeva Development Cloud

Veeva Development Cloud represents our largest opportunity in life sciences, and I am pleased with our progress and execution. We are leading through innovation and customer success to help shape the future of clinical, regulatory, and safety.

Clinical is our largest area of opportunity in life sciences and there is great potential for technology to transform the clinical trial process across sponsors, sites, and patients. We have more than 10 clinical applications today, spanning clinical operations and clinical data management, on a common platform. More innovations are coming that have the potential to fundamentally change how trials are executed. We expect clinical to be the most significant driver of growth through 2030.

In Q3, we had two top 20 biopharma wins, one each for Study Startup and Study Training. We are also seeing

increasing interest and momentum in newer products, like eCOA and RTSM.

In safety, our investments in innovation and product excellence to modernize the safety area are paying off. In the quarter, we had our third top 20 biopharma go live, another top 20 biopharma win, and we advanced several large opportunities. We are very pleased with our momentum in safety and the transformative potential of Veeva AI as applied to the safety area.

Veeva Quality Cloud

The quality and manufacturing area is another very large opportunity for Veeva that is expanding. We added 28 Quality Cloud customers in the quarter. We also had a large CDMO select QualityDocs and QMS as their enterprise standard for a more modern and connected quality platform.

We had a very significant LIMS win in the quarter. We signed our first top 20 biopharma early adopter who will implement Veeva LIMS at two of their manufacturing sites. This project will help harden our product and services and we are hopeful it will lead to an enterprise-wide rollout to more than 30 sites over time. LIMS for laboratory information management is a major new opportunity for us to help modernize quality control in the manufacturing of medicine. LIMS is a deep application area that is critical for the industry as the production of medicine becomes more complex, more dynamic, and more distributed.

Veeva Commercial Cloud

We had another very good quarter in Commercial Cloud.

We added 23 new Vault CRM customers in the quarter. We also were selected by an additional top 20 biopharma in November.

But more important than the selections, we now have 115 Vault CRM customers live using a broad spectrum of functionality. This includes two top 20 biopharmas live and happy for many months now across major regions and a significant recent go-live with a top 20 biopharma in Japan. All these projects have been amazingly smooth and have exceeded my expectations. I'm very proud of the Veeva product and services teams for delivering an exceptionally high level of customer success in a very short timeline. This success demonstrates the depth of Vault CRM and the expertise of our services to support the complexity of global biopharma.

Within the top 20, the remaining CRM decisions will likely be made within the next six months. At this point, we expect about 14 top 20 biopharmas will select Vault CRM, slightly fewer than we originally expected to win, due to unique customer-specific factors.

Large projects like these take time, so the decisions that didn't go our way will not materially impact our fiscal 2027 revenue. We also think there will be challenges in getting these Salesforce projects fully live and successful in all regions, so we may win some of those customers back over time. Our focus will be delivering customer success and product excellence, including transformative AI solutions, for the majority

of the industry that is going with Veeva. Over time this will help the industry become more efficient and customer centric.

Crossix had another strong quarter in both Measurement and Audiences. The Crossix business has been growing in all segments from top 20 to SMBs and across Consumer Digital and HCP Digital. We also have a strong innovation pipeline in Crossix as the industry expands the use of digital, connects digital to overall commercial orchestration, and leverages AI at the point of treatment.

Veeva Data Cloud

Veeva Data Cloud includes four major product suites, all built on a common data architecture, that fit seamlessly with our software solutions. This modern data foundation is unique and has the potential to be transformative for the industry and for patients. It's a significant long-term opportunity and we are making steady progress.

Our more established products like Veeva OpenData and Veeva Link Key People are gaining share and we are advancing a number of enterprise opportunities.

Though earlier in their journey, Veeva Compass and Veeva HCP 360 are highly differentiated offerings for better segmentation, targeting, and HCP access. Compass continues to gain traction, especially Compass Patient, which is now used by 125 brands.

Leading Through Innovation and Focused Execution

Overall, it was another excellent quarter. I am especially pleased with our execution, particularly related to customer projects, Veeva AI, and product innovation in general.

This combination of focused execution and product innovation positions us well through 2030 and beyond.



Peter Gassner, Founder & CEO

Q3'26 Financial Update

Brian Van Wagener, CFO



Fiscal 2026 Third Quarter Performance

We had strong execution in the third quarter, with results exceeding guidance on all metrics.

Total revenue grew 16% year over year to \$811 million and subscription revenue grew 17% year over year to \$682 million. Subscription revenue growth in R&D Solutions remained broad-based, and growth in Commercial Solutions was primarily driven by Crossix.

Services revenue in Q3 was \$129 million, up 9% year over year, led by strong growth in Business Consulting.

Q3 normalized billings¹ were \$540 million, up 13% year over year, and non-GAAP operating income was \$365 million, or 45% of total revenue. The outperformance was due primarily to strong revenue results in the quarter. Net headcount increased by 170.

Non-GAAP cash flow from operations² was about \$185 million, and cash and short-term investments totaled approximately \$6.6 billion at quarter-end.

The impact from foreign exchange (FX) in the quarter was generally in line with our expectations. Year over year, FX had an immaterial impact on Q3 total revenue and non-GAAP operating income and modestly benefitted normalized billings.

Guidance for Fourth Quarter and Fiscal 2026

We expect Q4 total revenue of between \$807 and \$810 million, about 12% year-over-year growth. We anticipate subscription revenue of about \$696 million, or 14% growth year over year.

We expect Q4 services revenue between \$111 and \$114 million, which includes the typical seasonal reduction in billable days due to the timing of holidays and our internal field kickoff events.

Q4 non-GAAP operating income is expected to be about \$350 million. This implies a non-GAAP operating margin of about 43%, reflecting typical seasonality of services revenue and certain expenses.

Non-GAAP earnings per share for Q4 is anticipated to be about \$1.92 based on a fully diluted share count of approximately 170 million.

Q4 normalized billings¹ is projected to be about \$1.450 billion, which is \$18 million below calculated billings. As a reminder, we do not believe quarterly billings growth is a good indicator of the underlying momentum of our business. Numerous factors make year-over-year comparisons of normalized billings highly variable on a quarterly basis. Full-year subscription revenue guidance is the best indicator of our momentum.

Our Q4 guidance implies the following for fiscal 2026:

- Total revenue of \$3.166 to \$3.169 billion, an increase of \$29 million at the high end of prior guidance. This represents growth of about 15% year over year.
- Subscription revenue of about \$2.672 billion, representing about 17% year-over-year growth. This consists of Commercial Solutions subscription revenue of about \$1.252 billion, an increase of \$6 million from prior guidance, and R&D Solutions subscription revenue of about \$1.420 billion, an increase of \$9 million from prior guidance. The improved outlook primarily reflects the strong execution in Q3 and improved visibility for the balance of the year.
- Professional services revenue of \$494 to \$497 million, an increase of \$14 million from the high end of prior guidance, driven by faster delivery of existing projects and stronger services bookings compared to prior expectations. This represents growth of about 8% year over year at the high end.
- Non-GAAP operating income of about \$1.417 billion, an increase of \$29 million from prior guidance and representing non-GAAP operating margin of approximately 45%.
- Non-GAAP earnings per share of about \$7.93 based on a fully diluted share count of approximately 168 million. We are maintaining our non-GAAP tax rate at 21% for the fiscal year.
- Normalized billings of about \$3.369 billion, an increase of \$14 million from prior guidance and representing growth of about 13%. Full-year normalized billings is expected to be about \$25 million above calculated billings.

We project fiscal 2026 non-GAAP cash flow from operations to be about \$1.335 billion, a \$5 million increase from prior guidance.

Our guidance continues to assume no significant changes in the macroeconomic environment in the near term and foreign exchange rates remain near current levels. We have not observed a material change to customers' buying behavior in the past quarter.

Looking Ahead

I am proud of the results the Veeva team delivered in the quarter and our strong continued execution. We have a significant opportunity ahead and remain focused on being the most strategic partner to the industry through product excellence and customer success.



Brian Van Wagener, CFO

NOTES

¹ Normalized billings reflect calculated billings adjusted for the impact of customer term changes in our renewal business and delayed renewals that have closed and billed after the period end. A reconciliation of normalized to calculated billings can be found in our supplemental investor presentation.

² Q3'26 non-GAAP cash flow from operations excluded an excess tax benefit of about \$8 million.