



BILL (NYSE: BILL)

Investor Deck

Aug 2025

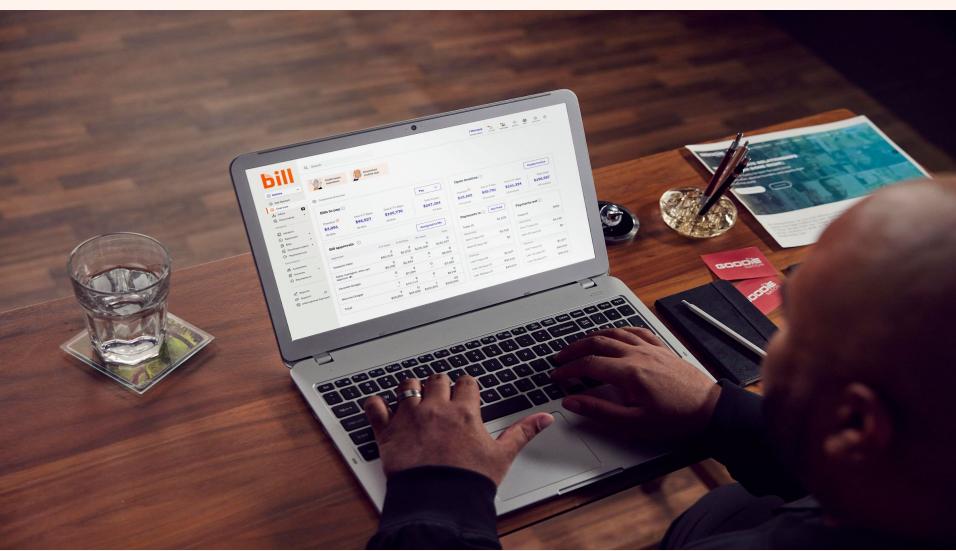
Safe harbor

This presentation contains forward-looking statements within the meaning of the Private Securities Litigation Reform Act of 1995, which are statements other than statements of historical facts, and statements in the future tense. Forward-looking statements are based on our expectations as of the date of this presentation and are subject to a number of risks, uncertainties and assumptions, many of which involve factors or circumstances that are beyond our control. These statements include, but are not limited to, statements regarding our expectations of future performance, including guidance for our total revenue, core revenue, non-GAAP operating income, non-GAAP net income, and non-GAAP net income per diluted share for the fiscal first quarter ending September 30, 2025 and the full fiscal year ending June 30, 2026, our planned investments in fiscal year 2026, our revenue growth and profitability profile in future years, activity under our share repurchase program, and our expectations for the growth of demand for our platform and the expansion of our customers' utilization of our services. These risks and uncertainties include, but are not limited to macroeconomic factors, including changes in interest rates, significant political and regulatory developments or changes in trade policy, including the imposition of tariffs and other trade barriers, inflationary, recessionary and volatile market environments, as well as fluctuations in foreign exchange rates, our history of operating losses, our recent rapid growth, the large sums of customer funds that we transfer daily, the risk of loss, errors and fraudulent activity, credit risk related to our BILL Divvy Cards and our invoice financing offering, our ability to attract new customers and convert trial customers into paying customers, our expectations for developing and deploying AI agents and other AI tools, our ability to invest in our business and develop new products and services, increased competition or new entrants in the marketplace, potential impacts of acquisitions, investments and other strategic transactions, our relationships with accounting firms, financial institutions and software providers, the global impacts of ongoing geopolitical conflicts, the actual and expected impacts of the above factors on the SMBs we serve and other risks detailed in the registration statements and periodic reports we file with the Securities and Exchange Commission (SEC), including our quarterly and annual reports, which may be obtained on the Investor Relations section of our website (<https://investor.bill.com/financials/sec-filings/default.aspx>) and on the SEC website at www.sec.gov. You should not rely on these forward-looking statements, as actual results may differ materially from those contemplated by these forward-looking statements as a result of such risks and uncertainties. All forward-looking statements in this presentation are based on information available to us as of the date hereof. We assume no obligation to update or revise the forward-looking statements contained in this presentation because of new information, future events or otherwise.

In addition to financial measures prepared in accordance with U.S. generally accepted accounting principles (GAAP), this presentation contains non-GAAP financial measures, including non-GAAP gross profit, non-GAAP gross margin, non-GAAP operating expenses, non-GAAP operating income and non-GAAP net income. The non-GAAP financial information is presented for supplemental informational purposes only and is not intended to be considered in isolation or as a substitute for, or superior to, financial information prepared and presented in accordance with GAAP. Investors are cautioned that there are material limitations associated with the use of non-GAAP financial measures as an analytical tool. We believe that these non-GAAP financial measures provide useful information about our financial performance, enhance the overall understanding of our past performance and future prospects and allow for greater transparency with respect to important metrics used by our management for financial and operational decision-making. We believe that these measures provide an additional tool for investors to use in comparing our core financial performance over multiple periods with other companies in our industry; however, it is important to note that the particular items we exclude from, or include in, our non-GAAP financial measures may differ from the items excluded from, or included in, similar non-GAAP financial measures used by other companies in the same industry. We also periodically review our non-GAAP financial measures and may revise these measures to reflect changes in our business or otherwise. Please see the reconciliation tables in the Appendix for a reconciliation of GAAP and non-GAAP measures.

Who we are:

Champions of small
and midsize
businesses.

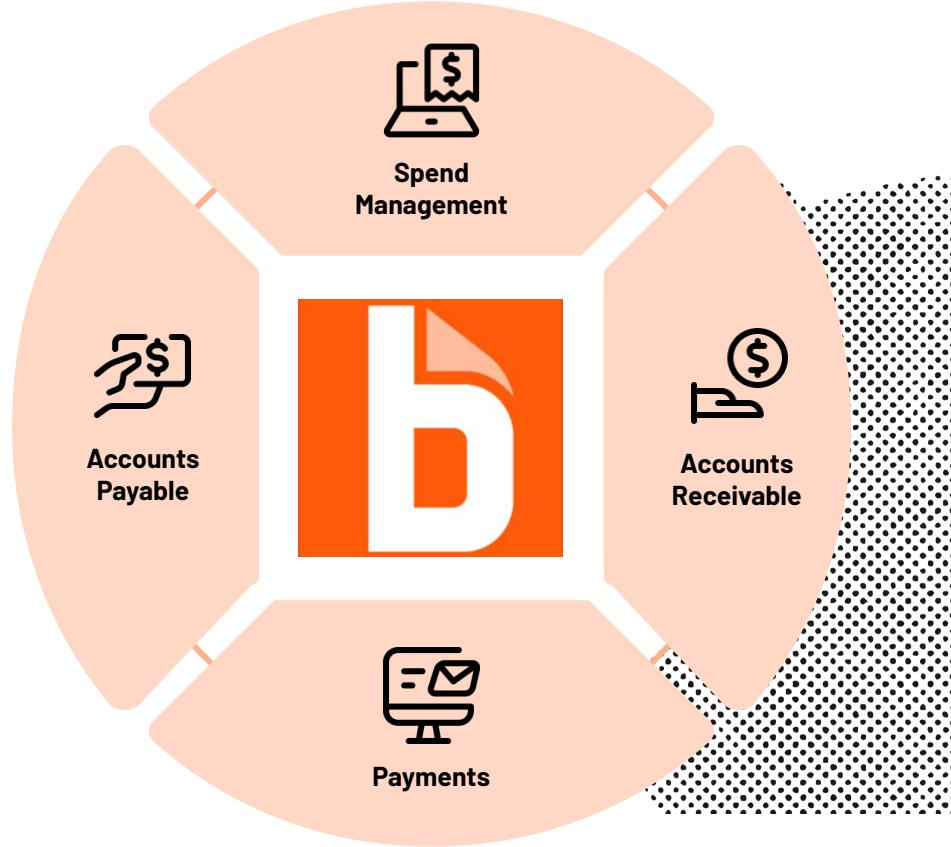


Our mission:

Make it simple to
connect and do
business.

The Essential Financial Operations Platform

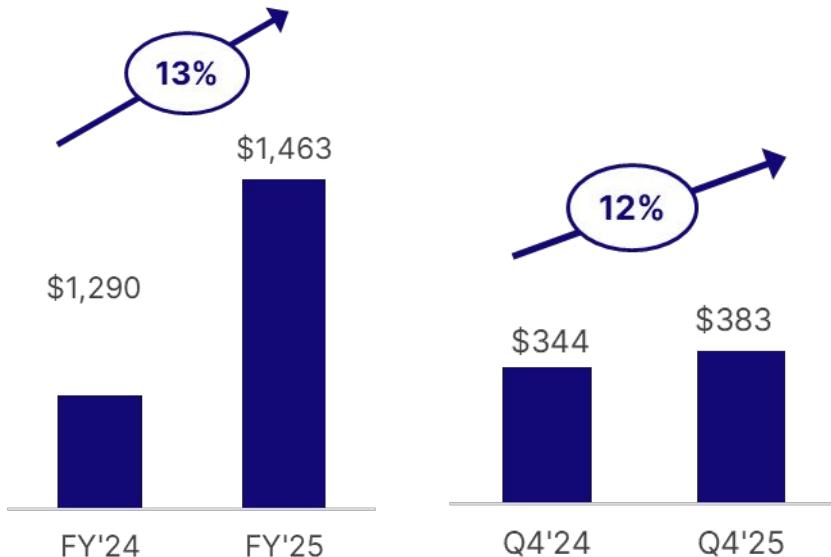
- Digital on-ramp to replace legacy paper-based processes
- Automate financial operations
- Make and receive payments
- Manage budgets and cash flow
- Gain insight, visibility, and control



BILL at a glance

Total Revenue

(\$ Millions)



493K+

Businesses using
our solutions¹

8.3M

Network members²
(Suppliers & Clients)

94%

Net dollar
retention rate³

84%

Non-GAAP
gross margin⁴

¹ As of June 30, 2025. Includes BILL AP/AR customers, BILL Spend and Expense spending businesses, and Embedded Solutions & Other customers. Businesses using more than one of our solutions are included separately for each solution.

² As of June 30, 2025, approximately 8.3 million network members have paid or received funds electronically using our platform. See our Annual Report on Form 10-K for the fiscal year ended June 30, 2025 for definition and additional information.

³ As of June 30, 2025. Net dollar retention rate is calculated by dividing total current period revenue by total prior period revenue. Does not include impact from BILL Spend and Expense or Invoice2go.

⁴ During the quarter ended June 30, 2025, Q4'25 GAAP gross margin was approximately 81%. See appendix for reconciliation.

All SMBs have a need for back-office efficiency



Disparate systems

Antiquated paper-based processes. Spending hours manually processing bill payments and chasing down approvals and receipts.



Lack of visibility

Lack of visibility into cash flow and real time financial status, making informed decisions difficult.



Siloed workflows

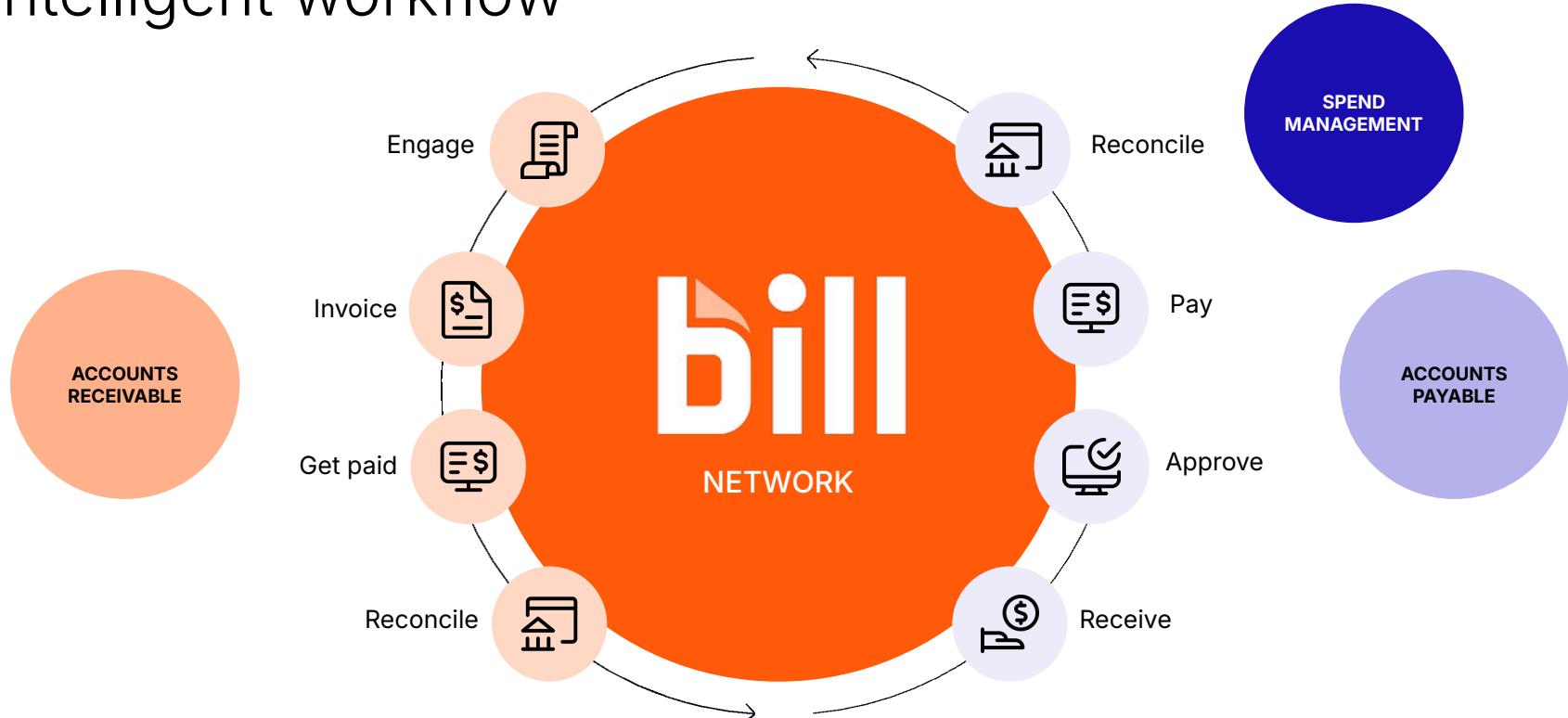
Inability to scale financial operations without growing finance team, which can be time- and cost-intensive

Our opportunity to create value in the SMB segment is significant

	Number of SMBs and Sole Proprietors	SMB Software Spend	B2B Payment Volume
U.S. Opportunity	34M ¹	\$75B ²	\$36T ³
Global Opportunity	72M+ ⁴	\$344B ⁵	\$135T ⁶

¹Nonemployer Statistics, 2021 (Census); Small Business Administration, 2021 (Census). ² McKinsey: Winning the SMB tech market in a challenging economy: 2021 SMB tech spending, 2023. ³eMarketer: Cards, ACH, and FedNow will drive B2B payments growth, 2024 estimates, April 2024. ⁴Nonemployer Statistics, 2019 (Census); Statistics of US Businesses, 2020 (Census); Government of Canada Key Small Business Statistics, 2021; Eurostat, 2021; Australian Bureau of Statistics, 2022; New Zealand Ministry of Business, Innovation, and Employment, 2022; UK Office for National Statistics, 2022. (Figure includes SMEs in US, CAN, EU, AUS, NZ, and the UK only). ⁵ Gartner Market Statistics Forecast: IT Spending by Employment Size: 2021-2027, Q1 2023. Includes Software and IT Services spend. ⁶ Mastercard, World Bank, IMF, and UBS estimates, 2021.

We digitally transform back-office operations with intelligent workflow



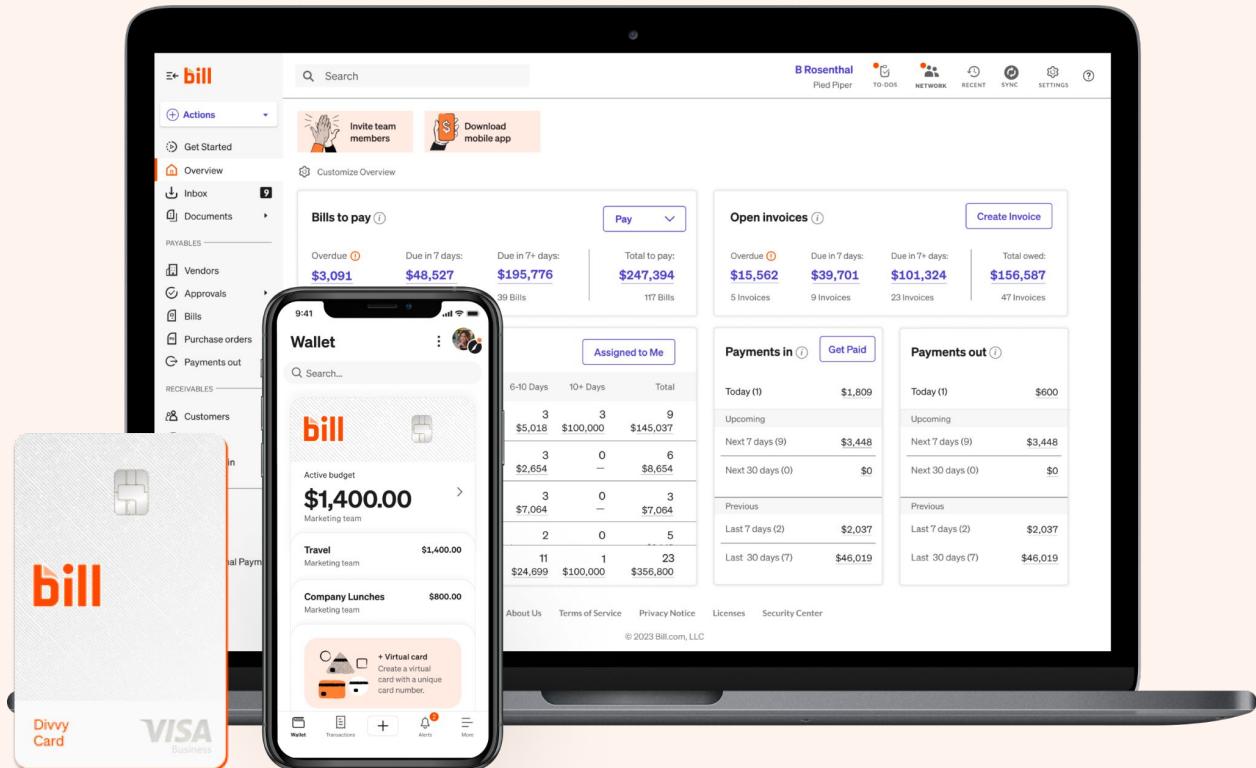
Integrated Financial Operations Platform

Accounts Payable

Accounts Receivable

Spend & Expense

Financial Planning & Analysis Tools



We empower SMBs with

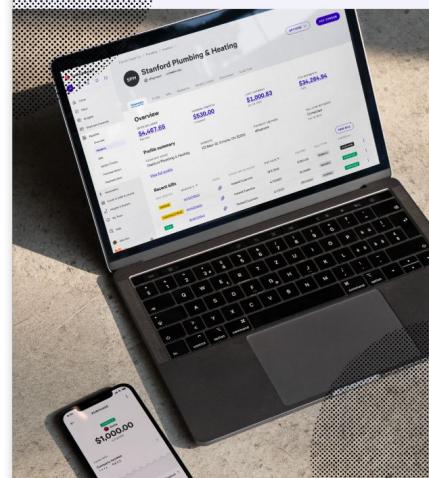
More time for
their mission.



More time for
customers.



Less paper.
More control.



We partner with
SMBs' most
trusted financial
partners.

Our partners use
our platform to
better serve their
clients.

ACCOUNTING FIRMS
9,000+

Decimal



MOSSADAMS



CliftonLarsonAllen



bakertilly

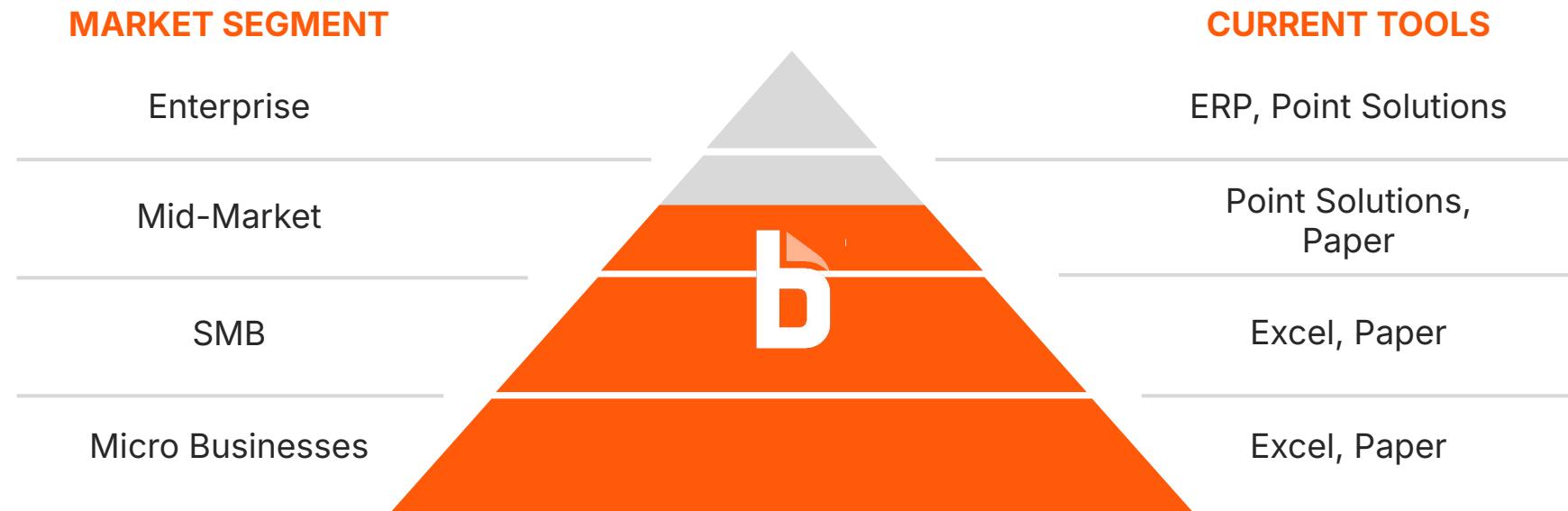
**LEADING FINANCIAL
INSTITUTIONS**



JPMORGAN CHASE & Co.

BANK OF AMERICA The logo for Bank of America, featuring a stylized 'A' and the words 'BANK OF AMERICA'.

Our target segments



Why we win

Platform

- Purpose-built financial operations platform
- Proprietary money movement rails & infrastructure
- Proprietary risk management and compliance

Ecosystem

- Efficient go-to-market: self-serve, direct to SMBs, strategic partnerships with accounting firms and financial institutions
- Proprietary network for customers and suppliers

Scale

- Over 493,000 SMBs¹
- 8.3 million network members²
- \$345 billion annualized run rate total payment volume³
- Large and growing data asset

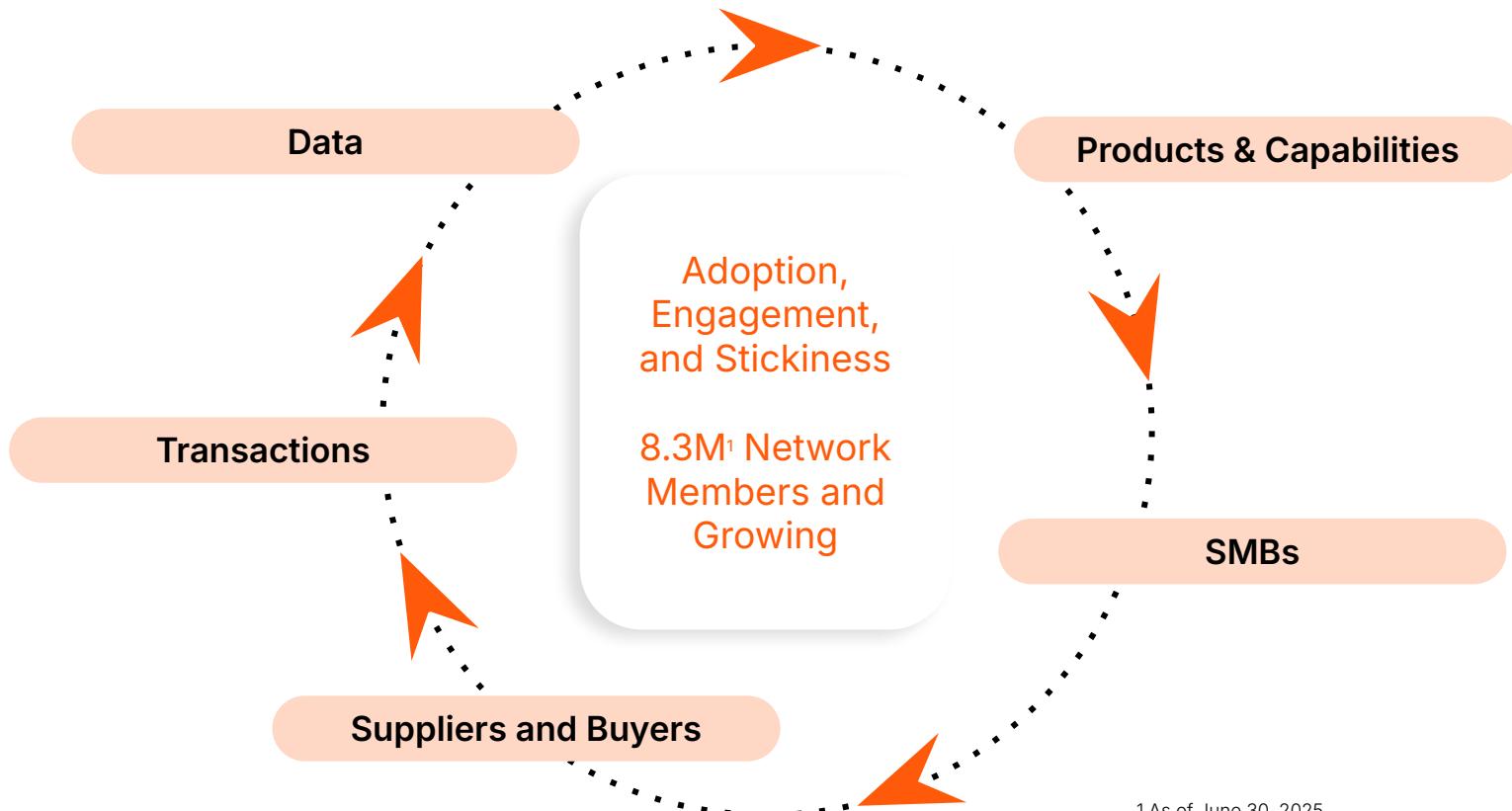
¹As of June 30, 2025.

²As of June 30, 2025. Approximately 8.3 million network members have paid or received funds electronically using our platform. See our Annual Report on Form 10-K for the fiscal year ended June 30, 2025 for definition and additional information.

³During the quarter ended June 30, 2025. Total payment volume transacted by BILL AP/AR customers was approximately \$72.5 billion; the total card payment volume transacted by spending businesses that used BILL Divvy Cards was approximately \$5.9 billion; the total payment volume transacted by Embedded Solutions and Other customers was approximately \$7.8 billion. Annualized rate was calculated by multiplying the most recent quarter by four.

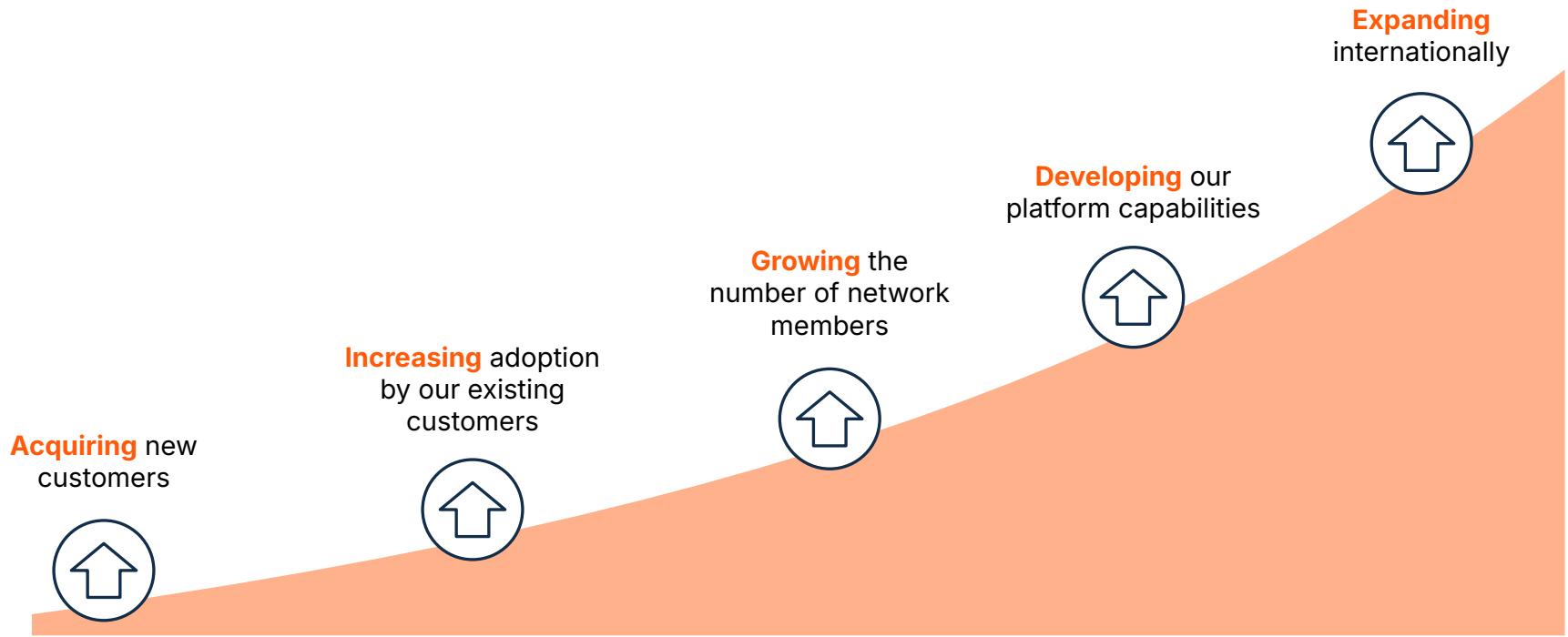


Expanding network effects



¹ As of June 30, 2025.

Multiple drivers for future growth



bill

Financial Overview



Our financial profile

\$1,463M

Trailing 12 mos Revenue¹

Scale

15%

Core revenue y/y growth^{2,3}

Growth

84%

Non-GAAP gross margin^{2,4}

Attractive Margin Profile

86%

of Core Revenue^{3,5}

From Existing Customers

94%

Dollar-based net retention rate⁶

Land and Expand

¹ Total revenue for the 12 months ended June 30, 2025.

² For the fiscal quarter ended June 30, 2025.

³ Core revenue defined as revenue derived from subscription and transaction fees.

⁴ Non-GAAP gross margin is a non-GAAP metric. GAAP gross margin was approximately 81%. See Appendix for reconciliation.

⁵ Represents core revenue generated in the fiscal year ended June 30, 2025 from BILL AP/AR customers acquired prior to the fiscal year ended June 30, 2024. See our Annual Report on Form 10-K for the fiscal year ended June 30, 2025, for definitions and additional information.

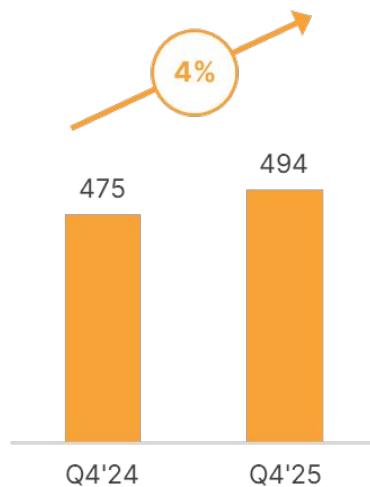
⁶ Data for LTM ended June 30, 2025. Calculated by dividing total current period BILL AP/AR revenue by total prior period BILL AP/AR revenue.

Our business model

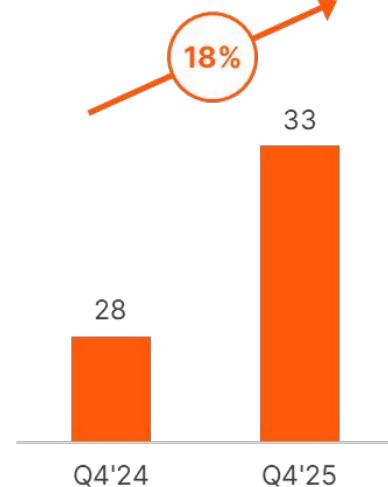
CORE	FLOAT	
<p>Subscription Revenue</p> <p>Per user pricing to use our platform</p> <p>Fixed monthly or annual rate</p> <p>Price plans depend on feature and functionality</p>  <p>18%</p> <p>% of Q4'25 Revenue</p>	<p>Transaction Revenue</p> <p>Usage-based transactional fees and interchange income</p> <p>Charged on either fixed or variable basis</p>  <p>72%</p> <p>% of Q4'25 Revenue</p>	<p>Float Revenue</p> <p>Interest we earn from customer funds while payment transactions are clearing</p> <p>Derived from payment volume, transit times, and interest rates</p>  <p>10%</p> <p>% of Q4'25 Revenue</p>

Growing adoption & usage

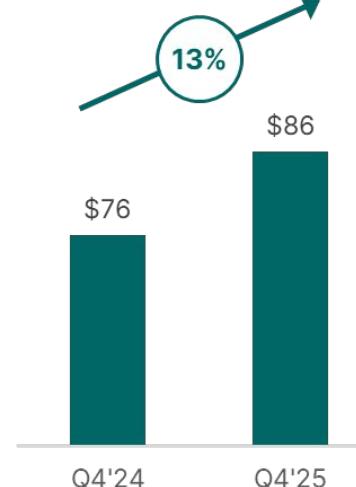
Businesses using our solutions¹ (in thousands)



Transactions processed² (in millions)



Total payment volume³ (\$ in billions)



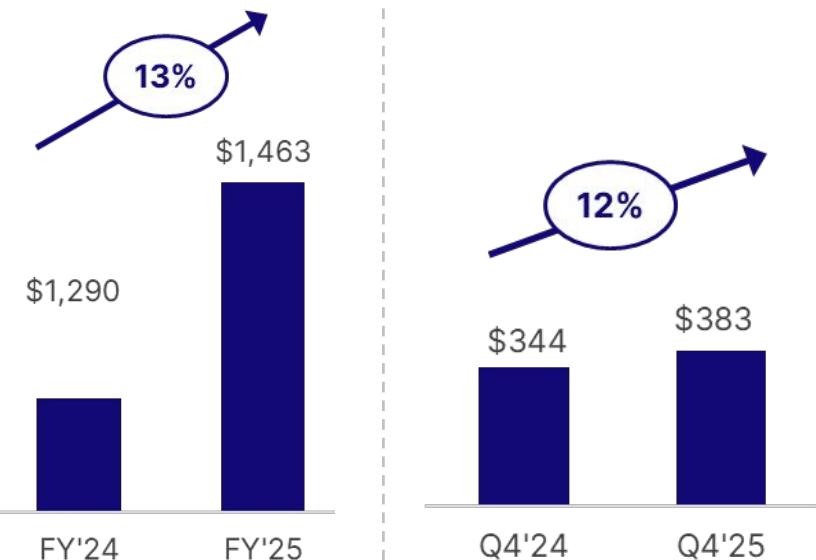
¹ The total number of BILL AP/AR customers was approximately 169,500; the total number of spending businesses that used our BILL Spend and Expense solution was approximately 41,100; and the total number of Embedded Solutions and Other customers was approximately 283,200; Businesses using more than one of our solutions are included separately for each solution.

² The total transactions executed by BILL AP/AR customers was approximately 12.4 million; the total transactions executed by spending businesses that used BILL Divvy Cards were approximately 18.5 million; the total transactions executed by Embedded Solutions and Other customers were approximately 2.0 million.

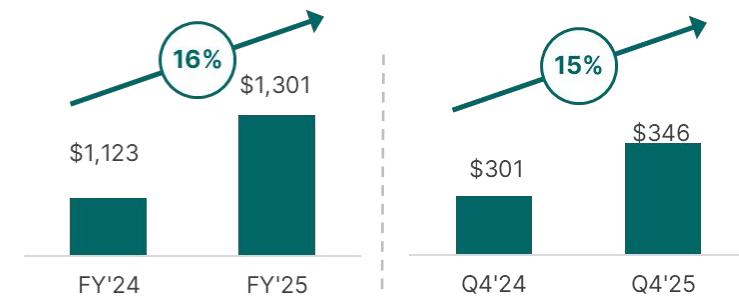
³ The total payment volume transacted by BILL AP/AR customers was approximately \$72.5 billion; the total card payment volume transacted by spending businesses that used BILL Divvy Cards was approximately \$5.9 billion; the total payment volume transacted by Embedded Solutions and Other customers was approximately \$7.8 billion.

Strong revenue growth¹

TOTAL REVENUE



CORE REVENUE

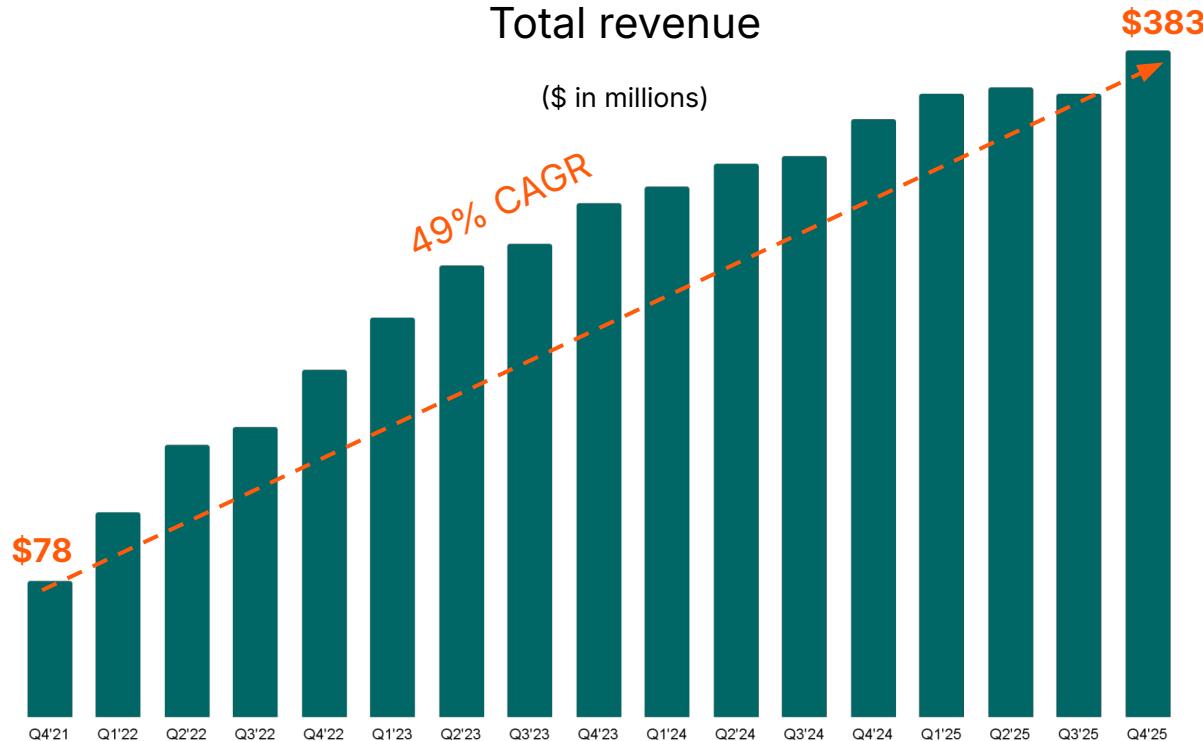


FLOAT REVENUE



¹Dollars in millions.

Consistent growth & execution



Note: FY ends June 30.

Appendix

Metrics Presentation

This Appendix provides **BILL AP/AR** and **BILL Spend and Expense** metrics, which exclude financial institution metrics. These two solutions comprise our **Integrated Platform**. Sales of these solutions and our Integrated Platform happen through direct sales and relationships with accounting firms.

This presentation also provides combined metrics for solutions that are not a part of our Integrated Platform in a line called **Embedded Solutions and Other**. These include embedded solutions provided by financial institutions and other organizations, Invoice2go, and other. These solutions are either completely separate from our Integrated Platform (such as Invoice2go) or use select or customized features of our Integrated Platform (such as financial institutions). Sales of these solutions to SMBs happen through embedded partners' platforms or separate sales motions from the Integrated Platform.

Supplemental Information

Amounts in Millions	Q4'23	Q1'24	Q2'24	Q3'24	Q4'24	Q1'25	Q2'25	Q3'25	Q4'25
<u>TOTAL AND CORE REVENUE</u>									
Subscription Fees	\$66.9	\$62.4	\$63.3	\$65.6	\$65.8	\$67.4	\$67.7	\$68.2	\$68.8
Transaction Fees	192.6	202.7	211.6	215.7	235.5	247.5	251.9	252.1	277.1
Core Revenue	259.5	265.1	275.0	281.3	301.3	314.9	319.6	320.3	345.9
Float Revenue (Interest on Funds)	36.5	39.8	43.5	41.7	42.4	43.5	42.9	37.9	37.4
Total Revenue	\$296.0	\$305.0	\$318.5	\$323.0	\$343.7	\$358.5	\$362.6	\$358.2	\$383.3
<u>CORE REVENUE BY SOLUTIONS</u>									
BILL AP/AR	\$138.6	\$143.4	\$148.1	\$149.1	\$154.9	\$162.3	\$166.8	\$163.8	\$174.9
BILL Spend & Expense	99.9	106.1	110.6	114.3	126.4	132.6	133.9	137.9	150.6
Integrated Platform	238.5	249.4	258.7	263.4	281.3	294.9	300.7	301.7	325.5
Embedded Solutions & Other	21.0	15.7	16.3	17.9	20.0	20.1	18.9	18.6	20.4
Core Revenue	\$259.5	\$265.1	\$275.0	\$281.3	\$301.3	\$314.9	\$319.6	\$320.3	\$345.9



*"BILL AP/AR" and "BILL Spend & Expense" exclude revenue contributed by customers referred through financial institutions ("FI Channel"). "Embedded Solutions & Other" include revenue contributed from our FI channel, Invoice2go, and other solutions.

Note: Totals may not sum due to rounding.

Supplemental Information

Amounts in Millions	Q4'23	Q1'24	Q2'24	Q3'24	Q4'24	Q1'25	Q2'25	Q3'25	Q4'25
<u>SUBSCRIPTION FEES</u>									
BILL AP/AR									
BILL Spend & Expense	\$47.8	\$49.3	\$49.7	\$50.7	\$51.3	\$53.1	\$54.5	\$55.2	\$55.4
Integrated Platform	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Embedded Solutions & Other	47.8	49.3	49.7	50.7	51.3	53.1	54.5	55.2	55.4
Subscription Fees	19.1	13.1	13.7	14.9	14.5	14.3	13.2	12.9	13.4
	\$66.9	\$62.4	\$63.3	\$65.6	\$65.8	\$67.4	\$67.7	\$68.2	\$68.8
<u>TRANSACTION FEES</u>									
BILL AP/AR									
BILL Spend & Expense	\$90.8	\$94.1	\$98.4	\$98.4	\$103.6	\$109.1	\$112.4	\$108.5	\$119.4
Integrated Platform	99.9	106.1	110.6	114.3	126.4	132.6	133.9	137.9	150.6
Embedded Solutions & Other	190.7	200.1	209.0	212.7	230.0	241.8	246.2	246.4	270.1
Transaction Fees	1.9	2.6	2.6	3.0	5.5	5.8	5.7	5.7	7.0
	\$192.6	\$202.7	\$211.6	\$215.7	\$235.5	\$247.5	\$251.9	\$252.1	\$277.1
<u>SUPPLEMENTAL INFORMATION</u>									
BILL Spend & Expense: Rewards Expense	\$48.7	\$51.8	\$53.7	\$53.8	\$60.5	\$62.1	\$64.7	\$68.4	\$76.8
S&E Rewards as % of S&E Transaction Fees	49%	49%	49%	47%	48%	47%	48%	50%	51%



*"BILL AP/AR" and "BILL Spend & Expense" exclude revenue contributed by customers referred through our FI Channel. "Embedded Solutions & Other" includes revenue contributed from our FI channel, Invoice2go, and other solutions.
Note: Totals may not sum due to rounding.

Supplemental Information

	Q4'23	Q1'24	Q2'24	Q3'24	Q4'24	Q1'25	Q2'25	Q3'25	Q4'25
<u>BUSINESSES USING SOLUTIONS ('000)</u>									
BILL AP/AR Customers	139,400	143,100	143,200	146,700	151,200	156,100	160,600	164,800	169,500
BILL Spend & Expense Spending Businesses	29,200	30,700	31,600	33,500	34,800	36,400	37,800	39,500	41,100
Integrated Platform	168,600	173,800	174,800	180,100	186,000	192,500	198,400	204,300	210,500
Embedded Solutions & Other Customers	292,400	297,400	298,700	284,700	288,500	283,700	282,900	284,200	283,200
Total Businesses Using Solutions	461,000	471,200	473,500	464,900	474,600	476,200	481,300	488,600	493,800
<u>TOTAL PAYMENT VOLUME (TPV, \$B)</u>									
BILL AP/AR	\$59.7	\$60.5	\$64.6	\$60.9	\$64.4	\$67.7	\$71.9	\$66.9	\$72.5
BILL Spend & Expense	3.8	4.0	4.2	4.4	4.8	5.1	5.2	5.3	5.9
Integrated Platform	63.4	64.6	68.8	65.2	69.2	72.8	77.1	72.3	78.4
Embedded Solutions & Other	5.7	5.6	6.1	6.2	6.7	7.1	7.4	7.1	7.8
Total Payment Volume	\$69.1	\$70.2	\$74.9	\$71.4	\$75.9	\$79.8	\$84.5	\$79.4	\$86.1
<u>TRANSACTIONS (M)</u>									
BILL AP/AR	10.6	10.6	11.0	10.7	11.5	11.7	12.2	11.5	12.4
BILL Spend & Expense	11.4	12.8	13.2	13.5	14.8	15.3	16.1	16.5	18.5
Integrated Platform	22.1	23.4	24.2	24.3	26.3	27.0	28.3	28.0	30.9
Embedded Solutions & Other	1.3	1.3	1.4	1.4	1.6	1.6	1.7	1.8	2.0
Transactions	23.4	24.8	25.6	25.7	27.8	28.6	30.0	29.7	32.9

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"BILL AP/AR" and "BILL Spend & Expense" exclude revenue contributed by customers referred through our FI Channel. "Embedded Solutions & Other" includes revenue contributed from our FI channel, Invoice2go, and other solutions.

Note: Totals may not sum due to rounding.

GAAP to Non-GAAP Reconciliation

Gross Profit

Amounts in Millions	Q4'24	Q1'25	Q2'25	Q3'25	Q4'25	FY'24	FY'25
GAAP Gross Profit	\$278.5	\$293.8	\$295.9	\$291.0	\$309.8	\$1,055.6	\$1,190.5
(+) Stock-based compensation and related Payroll Taxes	2.2	2.2	2.7	2.5	2.6	9.6	9.9
(+) Depreciation and amortization of intangible assets	11.3	11.1	10.3	10.5	10.4	44.7	42.3
Non-GAAP Gross Profit	\$292.0	\$307.0	\$308.9	\$304.0	\$322.7	\$1,109.9	\$1,242.7
GAAP Gross Margin	81.0%	82.0%	81.6%	81.2%	80.8%	81.8%	81.4%
(+) Stock-based compensation and related Payroll Taxes	0.7%	0.6%	0.7%	0.7%	0.7%	0.7%	0.7%
(+) Depreciation and amortization of intangible assets	3.3%	3.1%	2.8%	2.9%	2.7%	3.5%	2.9%
Non-GAAP Gross Margin	85.0%	85.7%	85.2%	84.9%	84.2%	86.0%	85.0%



* Note: Totals may not sum due to rounding.

GAAP to Non-GAAP Reconciliation

Operating Expenses

Amounts in Millions	Q4'24	Q1'25	Q2'25	Q3'25	Q4'25	FY'24	FY'25
GAAP Sales and Marketing Expenses	\$123.7	\$126.3	\$132.5	\$136.8	\$148.1	\$478.5	\$543.7
(+) Stock-based compensation and related Payroll Taxes	(11.6)	(10.9)	(10.7)	(9.9)	(9.4)	(50.1)	(40.8)
Non-GAAP Sales and Marketing Expense	\$112.2	\$115.4	\$121.9	\$126.9	\$138.7	\$428.5	\$502.9
GAAP Research & Development Expense	\$79.6	\$78.7	\$84.8	\$86.5	\$90.0	\$336.8	\$340.1
(+) Stock-based compensation and related Payroll Taxes	(25.3)	(24.0)	(29.8)	(28.6)	(28.0)	(105.8)	(110.3)
Non-GAAP Research and Development Expense	\$54.3	\$54.7	\$55.0	\$58.0	\$62.1	\$231.0	\$229.8
GAAP General & Administrative Expense	\$70.5	\$66.8	\$71.1	\$73.9	\$70.2	\$277.7	\$281.9
(+) Stock-based compensation and related Payroll Taxes	(19.8)	(17.7)	(23.3)	(23.0)	(20.4)	(82.6)	(84.3)
(+) Acquisition-related expenses	0.0	0.0	0.0	0.0	0.0	(1.0)	0.0
(+) Restructuring	0.0	0.1	0.0	0.0	0.0	0.0	0.1
Non-GAAP General and Administrative Expense	\$50.7	\$49.1	\$47.9	\$50.9	\$49.8	\$194.1	\$197.7



* Note: Totals may not sum due to rounding.

GAAP to Non-GAAP Reconciliation

Operating Income and Net Income

Amounts in Millions	Q4'24	Q1'25	Q2'25	Q3'25	Q4'25	FY'24	FY'25
GAAP Operating Loss	(\$22.2)	(\$7.7)	(\$21.7)	(\$28.9)	(\$22.3)	(\$174.2)	(\$80.6)
(+) Depreciation and amortization of intangible assets	23.0	20.1	18.2	18.3	18.3	93.8	74.9
(+) Stock-based compensation and related Payroll Taxes charged to cost of revenue and operating expenses	58.8	54.8	66.3	63.9	60.3	248.0	245.3
(+) Acquisition and integration-related expenses	0.0	0.0	0.0	0.0	0.0	1.0	0.0
(+) Restructuring	0.4	(0.1)	0.0	0.0	0.0	27.6	(0.1)
Non-GAAP Operating Income	\$60.0	\$67.1	\$62.8	\$53.3	\$56.4	\$196.2	\$239.5
GAAP Net Income/ (Loss)	\$7.6	\$8.9	\$33.5	(\$11.6)	(\$7.1)	(\$28.9)	\$23.8
(+) Depreciation and amortization of intangible assets	23.0	20.1	18.2	18.3	18.3	93.8	74.9
(+) Stock-based compensation and related Payroll Taxes charged to cost of revenue and operating expenses	58.8	54.8	66.3	63.9	60.3	248.0	245.3
(+) Acquisition and integration-related expenses	0.0	0.0	0.0	0.0	0.0	1.0	0.0
(+) Restructuring	0.4	(0.1)	0.0	0.0	0.0	27.6	(0.1)
(+) Amortization of debt issuance costs	1.1	0.9	1.0	1.4	1.5	6.2	4.7
(+) Gain on debt extinguishment and change on mark to market derivatives associated with notes repurchase and capped call unwind	(11.0)	(0.1)	(40.5)	0.0	0.0	(45.3)	(40.6)
(+/-) GAAP provision for (benefit from) income taxes	0.0	1.3	0.0	1.3	4.0	2.6	6.6
Non-GAAP Net Income before Non-GAAP tax adjustments	\$79.9	\$85.8	\$78.6	\$73.3	\$77.0	\$305.0	\$314.7
(-) Non-GAAP provision for income taxes ⁽¹⁾	(\$16.0)	(\$17.2)	(\$15.7)	(\$14.7)	(\$15.4)	(\$61.0)	(\$62.9)
Non-GAAP Net Income after Non-GAAP tax adjustments	\$63.9	\$68.6	\$62.9	\$58.7	\$61.6	\$244.0	\$251.8

(1) Non-GAAP provision for income taxes is calculated using a blended tax rate of 20%, taking into consideration the nature of the taxed item and the applicable statutory tax rate in each relevant taxing jurisdiction.