Q2 Holdings, Inc.

Investor Presentation

February 2023

Safe Harbor Statement

This presentation and the accompanying oral presentation contain forward-looking statements and information that are based on our management's beliefs and assumptions and on information currently available to our management. The statements and information contained in this presentation that are not purely historical are forward-looking statements within the meaning of the Private Securities Litigation Reform Act of 1995, Section 27A of the Securities Act of 1933, as amended, and Section 21E of the Securities Exchange Act of 1934, as amended. Forward-looking statements, including statements about: our ability to accelerate subscription revenue growth and improve profitability; our continued sales success and emphasis on cost management; our ability to drive sustained growth and margin expansion for 2023 and beyond; our continued focus on margin accretive growth opportunities, efficiencies and enhanced productivity initiatives; our ability to drive meaningful adjusted EBITDA margin and cash flow expansion in 2023; and, Q2's quarterly and annual financial guidance.

Forward-looking statements include all statements that are not historical facts and can be identified by terms such as "anticipates," "believes," "could," "seeks," "estimates," "expects," "intends," "may," "plans," "potential," "predicts," "projects," "should," "will," "would," "strategy," "future," "likely" or similar expressions and the negatives of those terms. 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. Forward-looking statements represent our management's beliefs and assumptions only as of the date of this presentation. These statements are not guarantees of future performance or development and involve known and unknown risks, uncertainties and other factors that are in some cases beyond our control. Factors that may cause such differences include, but are not limited to, the risks described in our earnings press release for the quarter ending December 31, 2022 and under "Risk Factors" in our Annual Report on Form 10-K and those discussed in other documents we file and furnish with the SEC. Except as required by law, we assume no obligation to update these forward-looking statements publicly, or to update the reasons actual results could differ materially from those anticipated in the forward-looking statements, even if new information becomes available in the future.

This presentation includes references to adjusted EBITDA, which is a non-GAAP financial measure under SEC rules. We define adjusted EBITDA as net loss before, as applicable for the period discussed, interest, taxes, depreciation and amortization, stock-based compensation, acquisition-related costs, lease and other restructuring charges, loss on extinguishment of debt, deferred revenue reduction from purchase accounting. This presentation also references non-GAAP revenue, which excludes the impact of purchase accounting. This presentation also references non-GAAP gross margin, which adjusts GAAP gross margin to exclude the effects of stock-based compensation, amortization of acquired technology acquisition related costs and deferred revenue reduction from purchase accounting. Management believes that these non-GAAP measures are useful measures of operating performance because they exclude items that we do not consider indicative of our core performance. However, these non-GAAP financial measures should be considered in addition to, not as a substitute for or superior to, the most directly comparable GAAP measure, or other financial measures prepared in accordance with GAAP. Our management uses these non-GAAP financial measures as a measure of operating performance; to prepare our annual operating budget; to allocate resources to enhance the financial performance of our business; to evaluate the effectiveness of our business strategies; to provide consistency and comparability with past financial performance; to facilitate a comparison of our results with those of other companies, many of which use similar non-GAAP financial measures to supplement their GAAP results; and in communication with our board of directors concerning our financial performance. A reconciliation to the closest GAAP measures of these non-GAAP measures is contained in tabular form at the end of this presentation. A reconciliation of forward-looking adjusted EBITDA guidance used in this presentation to GAAP net loss is not available without unreasonable effort due to the uncertainty regarding, and the potential variability of, certain of the adjustments required to calculate adjusted EBITDA that may be incurred in the future.

Unless otherwise indicated, all financial measures discussed in this presentation are presented on a non-GAAP basis.

Our Mission Statement

TO BUILD STRONG AND DIVERSE COMMUNITIES BY **STRENGTHENING THEIR FINANCIAL INSTITUTIONS**

Q2 Investment Highlights

Highly attractive business model positioned for strong growth and margin expansion

Large and expanding TAM benefiting from secular megatrends

Mission-critical technology powering the digital transformation of financial services

Long-standing, strategic customer relationships creating a significant cross-sell opportunity

Highly Attractive Business Model

+1,400
Total Customers[1]

~8 Years
Avg Customer Tenure[2]

14%
Y/Y Growth in ARR[3]

+80%
ASP Increase Over Last 5 Years[4]

FY 2023 Guidance (Mid-point)

$636M
Non-GAAP Revenue[5]

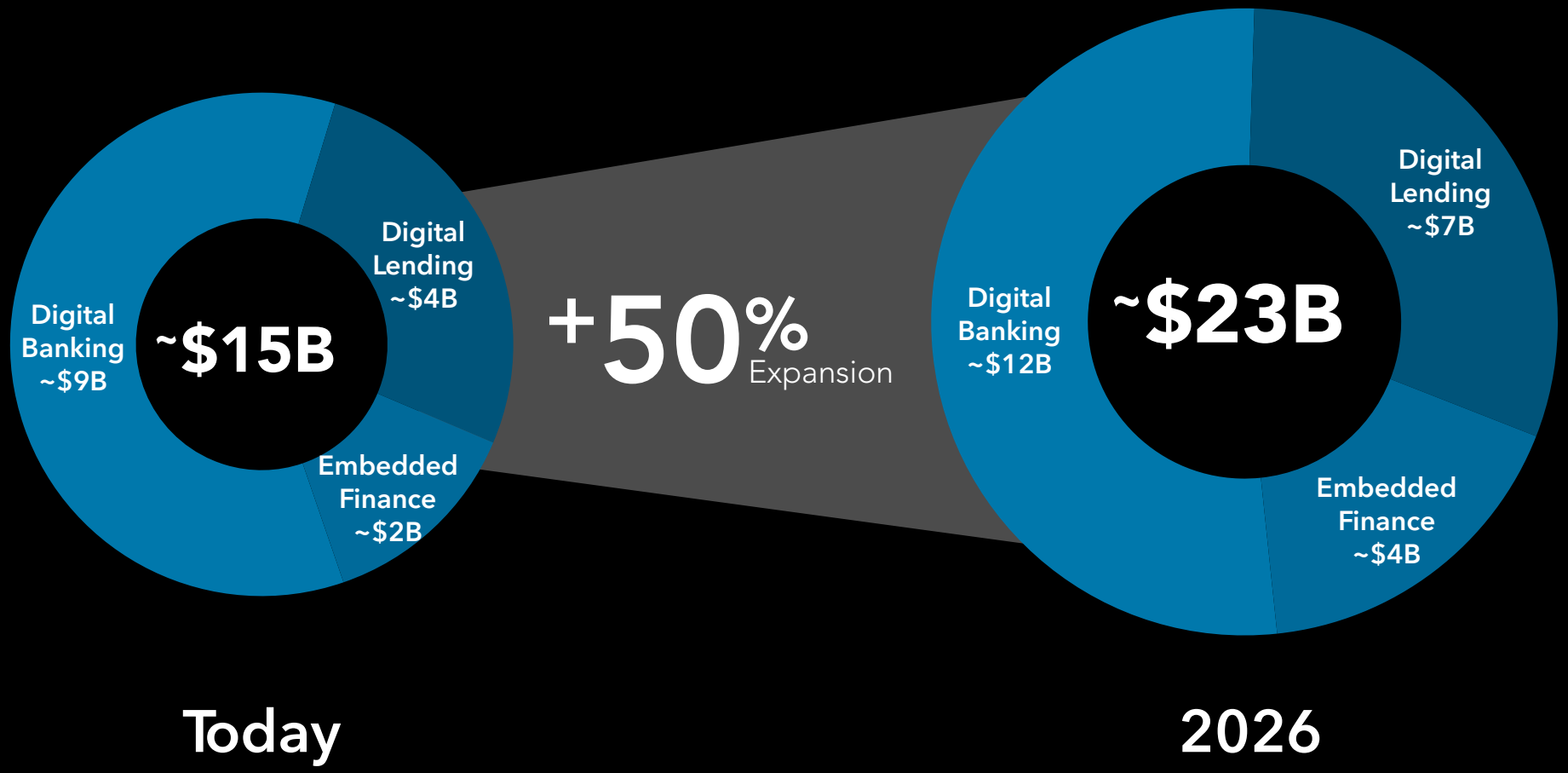
$64M
Adjusted EBITDA[5]

FY 2023
+300bps
Adj EBITDA Margin Expansion[5]

Late 2024
Rule of **~30%**
Y/Y Revenue Growth + Adj EBITDA Margin[6]

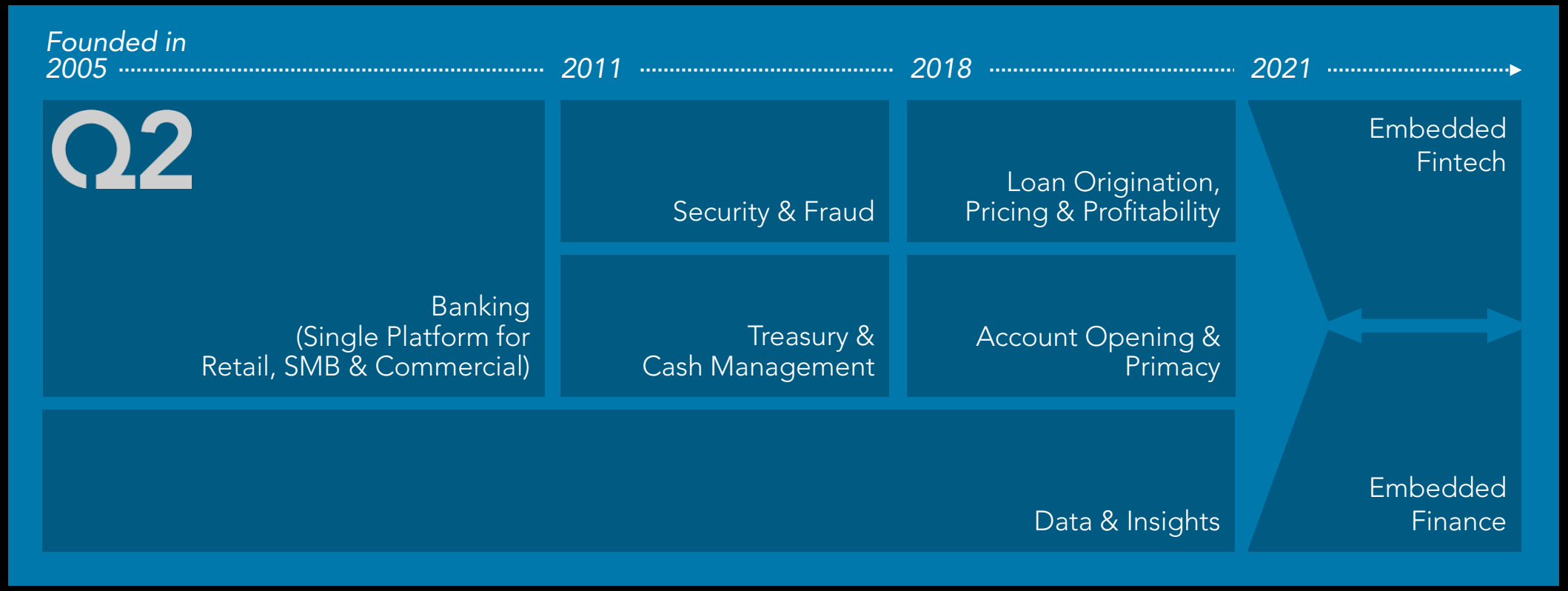
[1]Total numbers of customers signed as of December 31, 2022. [2]For Digital Banking Platform customers as of December 31, 2022.[3]Annualized Recurring Revenue (ARR) growth as measured from the total balance on December 31, 2022 compared to the total balance of ARR on December 31, 2021. [4]Average Selling Price (ASP) is derived from Digital Banking Platform deals sold within each respective time period. [5]Based on the midpoint of guidance issued on February 21, 2023. [6]These forward-looking figures represent Q2's financial targets, may prove to be inaccurate, and do not constitute guidance.

Large and Rapidly Growing TAM



Total addressable market is based on internal estimates and discussed in our annual form 10-K published February 21, 2023.

Powering the Digital Transformation of Financial Services for Two Decades



Deepening Market Presence in Commercial

- ✓ Commercial solutions are increasingly being demanded from both banks and credit unions
  - Rising rate environment driving greater focus on deposit growth & loan pricing
  - SMB experiences and fintech partnerships enable competitive differentiation
- ✓ Q2's best-in-class platform is capturing market share and accelerating bookings growth
- ✓ Expands Q2's long-term growth opportunity

[1] Average asset size of customers in digital banking opportunities containing only retail solutions versus opportunities which included commercial solutions, from 2017-2022. [2] From 2017-2022 the average contractual annualized recurring revenue for all digital banking contracts that included our commercial digital banking solutions was more than 750 thousand dollars. [3] For digital banking opportunities for the full-year 2022. [4] As of February 21, 2023.

Facilitating the Convergence of Financial Services

Q2 Innovation Studio

- Fintech embedded into Q2's Digital Banking experience
- Strengthens Q2 customer relationships
- Drives differentiation and innovation for customers

+100 Technology partners[1]

+1,000 External developers[2]

>2/3 Of Digital Banking customers[3]

helix

- Cloud-native core, purpose-built for BaaS & embedded finance use cases
- Eliminates need for middleware
- User-level personalization
- Granular risk management

+13M Users[4]

+1B Monthly API calls[5]

+$28B Money movement[6]

[1]More than 100 technology partners have integrated applications within Q2 Innovation Studio as of February 21, 2023. [2]Includes all active and registered developers outside of the Q2 organization with access to the SDK sandbox environments as of February 21, 2023. [3]More than two-thirds of Digital Banking customers are utilizing Q2 Innovation Studio in some capacity. [4]Users on our Helix platform as of February 21, 2023. [5]Based on monthly averages of submitted API requests to our Helix platform for the full year of 2022. [6]Based on the amount of money moved on our Helix platform for the full year of 2022.

Highly Strategic Customer Base

1,400+ Total customers[1]

Broad market coverage

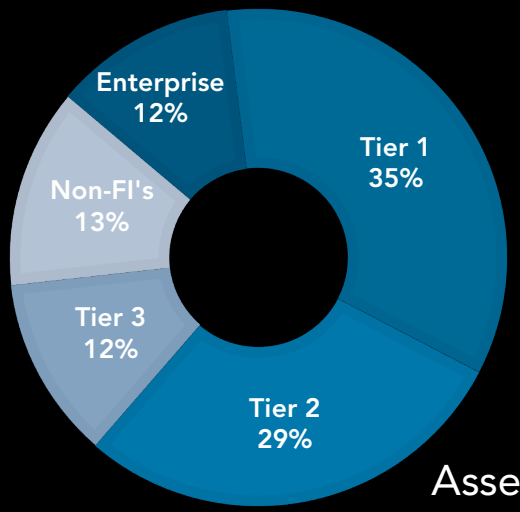
215+ Enterprise & Tier 1 customers over $5B in total assets[2,3]

Growing with our customers

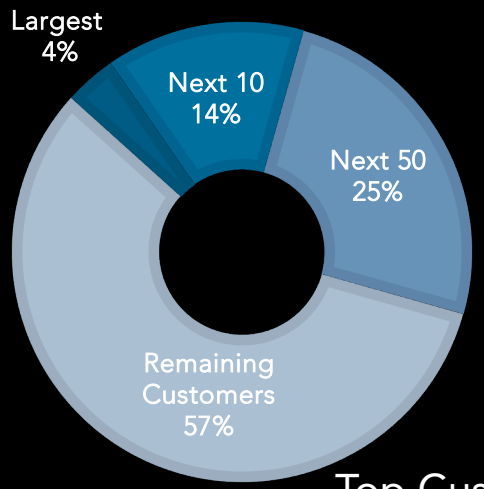
40% of the top 100 US Banks and Credit Unions are Q2 customers[3]

Proven enterprise partner

Revenue Breakout[4]



Asset Size



Top Customers

[1]Based on the total number of customers signed as of December 31, 2022. [2]Based on the total number of financial institution customers with total assets greater than $50 billion (Enterprise) and $5 billion (Tier 1) collectively. [3]Total assets reported by FDIC and NCUA, respectively, for all financial institutions as of September 30, 2022. [4] Based on non-GAAP revenue for full-year 2022. See Appendix for Tiering Definitions.

Accelerating Bookings Growth

- Differentiated solution set resonating in market
- Access to all market segments as a proven enterprise partner

- Increasing mix of Enterprise & Tier 1 opportunities
- Commercial solutions increasingly included in RFP's

- Generating top of funnel growth
- Breadth of solutions creates numerous "land" opportunities

Win Rate[1]

~50%

Digital Banking

High Quality Opportunities

+15% Y/Y increase in average selling price[2]

>50% Opportunities in pipeline contain both retail & commercial[3]

Growing Pipeline

+20% Y/Y growth in RFP's[2]

+35% Y/Y increase in # of opportunities[2]

[1]Win rates for Digital Banking opportunities during the second half of 2022. [2]Based on totals for 4Q'22 compared to 4Q'21. [3]Based on the total number of opportunities in pipeline which included solutions to serve both retail and commercial account holders or borrowers on December 31st, 2022.

Differentiated Market Positioning

Q2	General Ledger / Core Providers	Niche Solution Providers
Single Digital Banking Platform for Retail + SMB + Commercial	Several, disparate platforms	General focus on either retail or commercial
Complementary Lending, Fraud & Risk Management Solutions	Siloed products	Limited scope, if any
1,000+ Unique Digital Banking Integrations	Prioritize integrations with internal systems	Limited breadth of integrations
Embedded Fintech Ecosystem (Q2 Innovation Studio)	Lack marketplace functionality	Narrow partner universe
Embedded Finance Solutions (Helix)	Limited offering	BaaS competitors only
Powerful Data Insights	Fragmented across product base	Constrained by limited data sets

Strong Business Fundamentals

Highly visible recurring revenue model

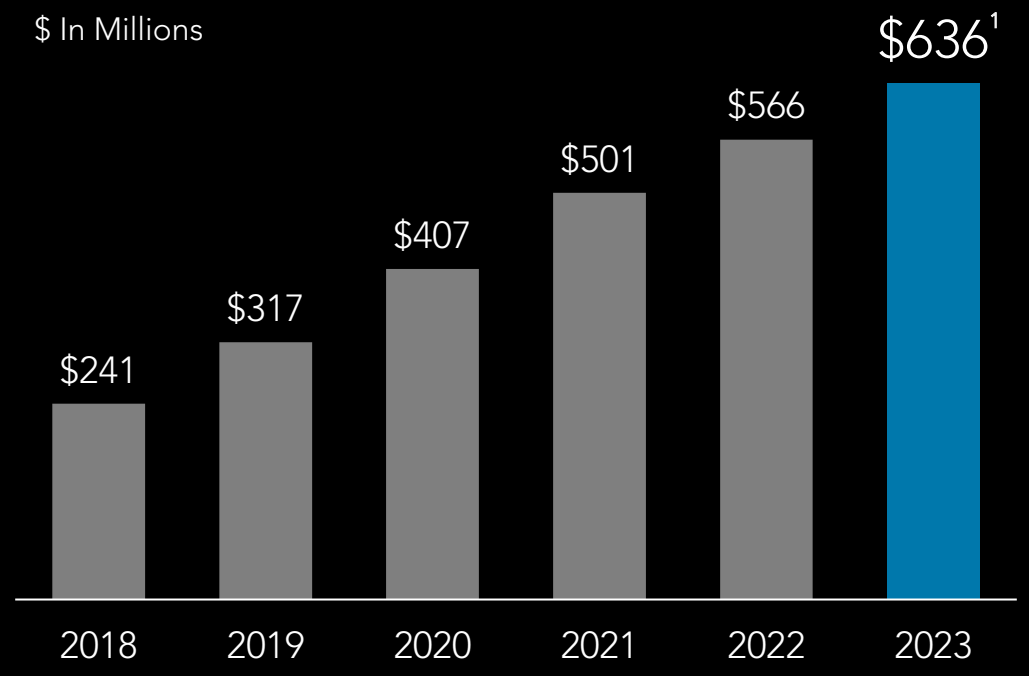
Proven “land and expand” track record with a strategic and loyal customer base

Increasing scope and size of new opportunities enhancing overall economics

Positioned to drive further growth and improved profitability

Summary Financial Highlights

Non-GAAP Revenue



+5 Years
Avg Contract Length[2]

~8 Years
Avg Customer Tenure[2]

6%
Recurring Revenue Churn Rate[3]

14%
Y/Y Growth in ARR[4]

54%
Avg Customer Contracted Revenue Growth at 48 Months[5]

+80%
ASP Increase Over Last 5 Years[6]

[1] Based on midpoint of guidance issued on February 21, 2023. [2]For Digital Banking Platform customers as of December 31, 2022. [3] Recurring revenue churn for the full year 2022 as discussed in our 10-K filed on February 21, 2023. [4]Annualized Recurring Revenue (ARR) growth as measured from the total balance on December 31, 2022, compared to the total balance of ARR on December 31, 2021. [5]Based on Digital Banking Platform customers that went live from 2012-2022. Growth of contracted recurring revenue by Q2 Digital Banking Platform customers 48 months after implementation. [6]Average Selling Price (ASP) is derived from Digital Banking Platform deals sold within each respective time period.

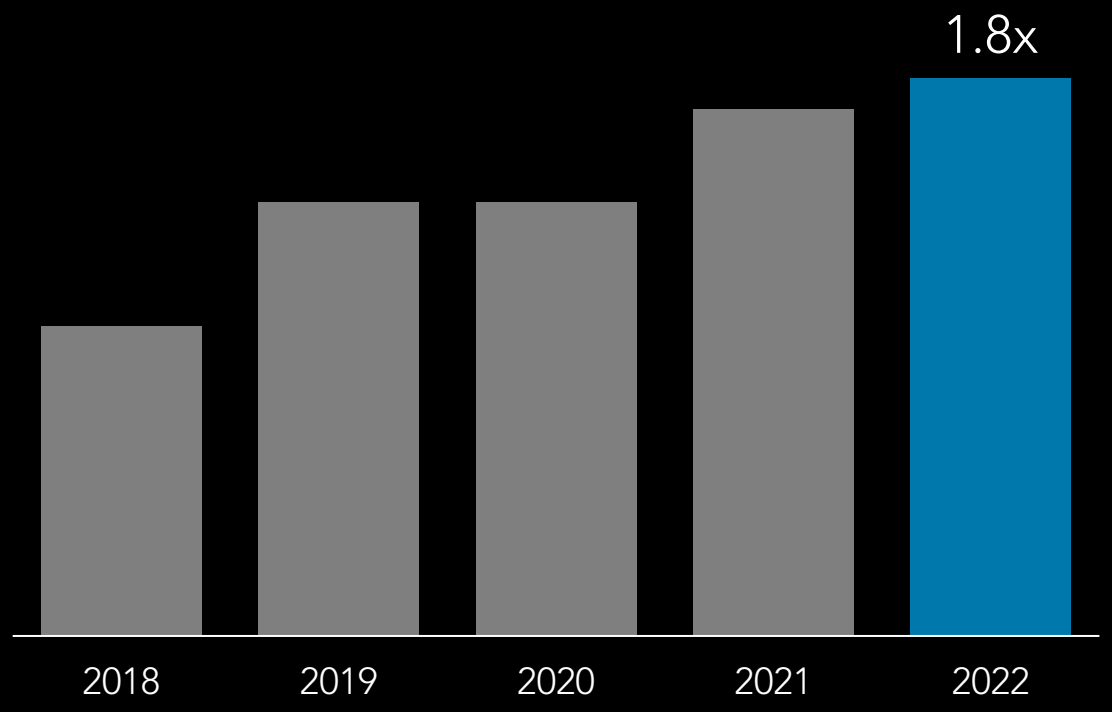
Substantial $3B Cross Sell Opportunity

		CROSS SELL OPPORTUNITY
Digital Lending	260+ CUSTOMERS	$500M
Digital Banking Platform	450+ CUSTOMERS	$1B
Off Platform Solution	700+ CUSTOMERS	$1.5B

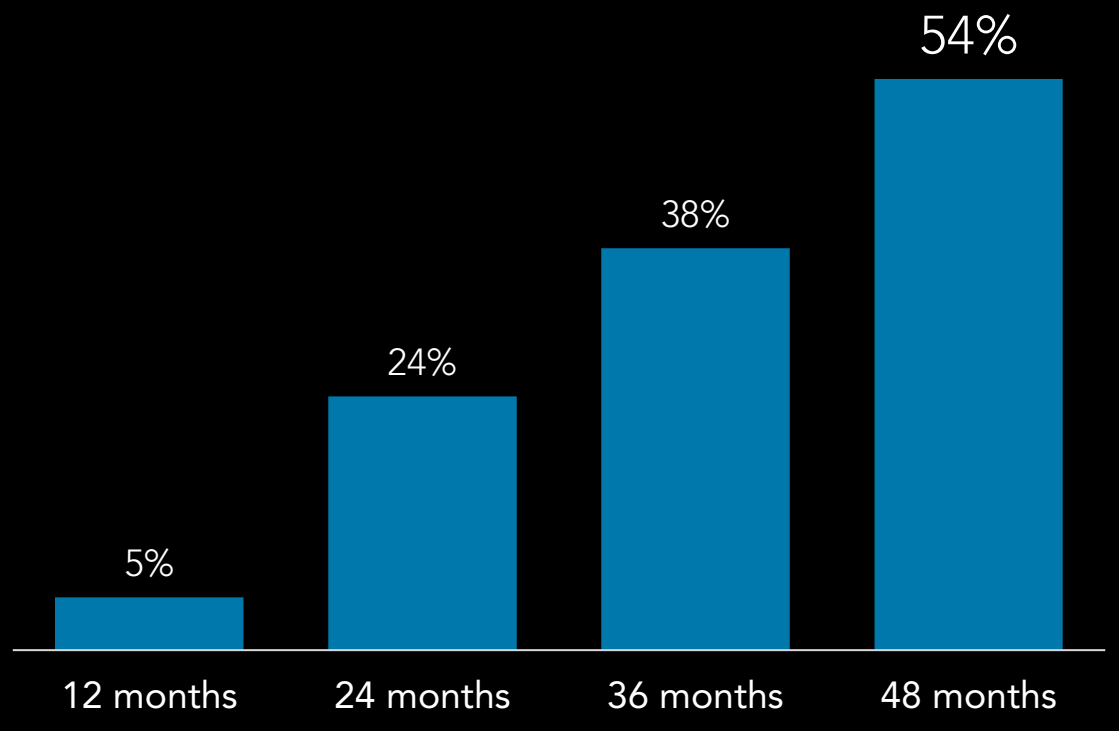
Customer counts represent the number of unique customers with signed contracts utilizing each respective set of solutions. Cross sell opportunity is the estimated amount of annual recurring revenue we believe we can generate from our existing customers through the adoption of additional solutions. We believe these estimates to be achievable based upon the existing customers and solutions that we currently have today.

Winning Larger Deals and Driving Consistent Expansion

Average Selling Price Increase[1]

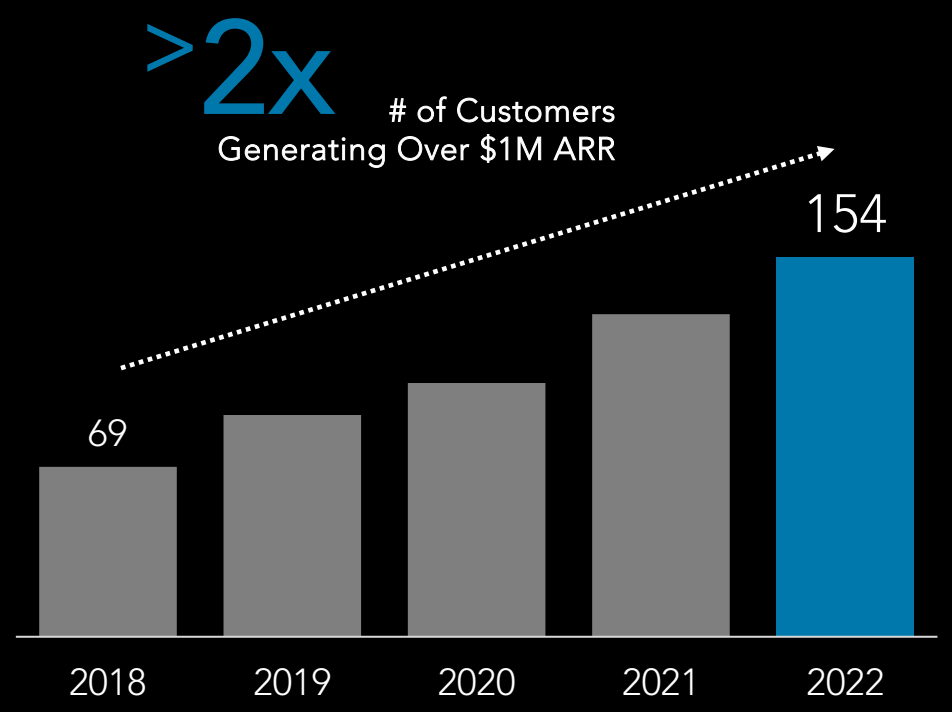


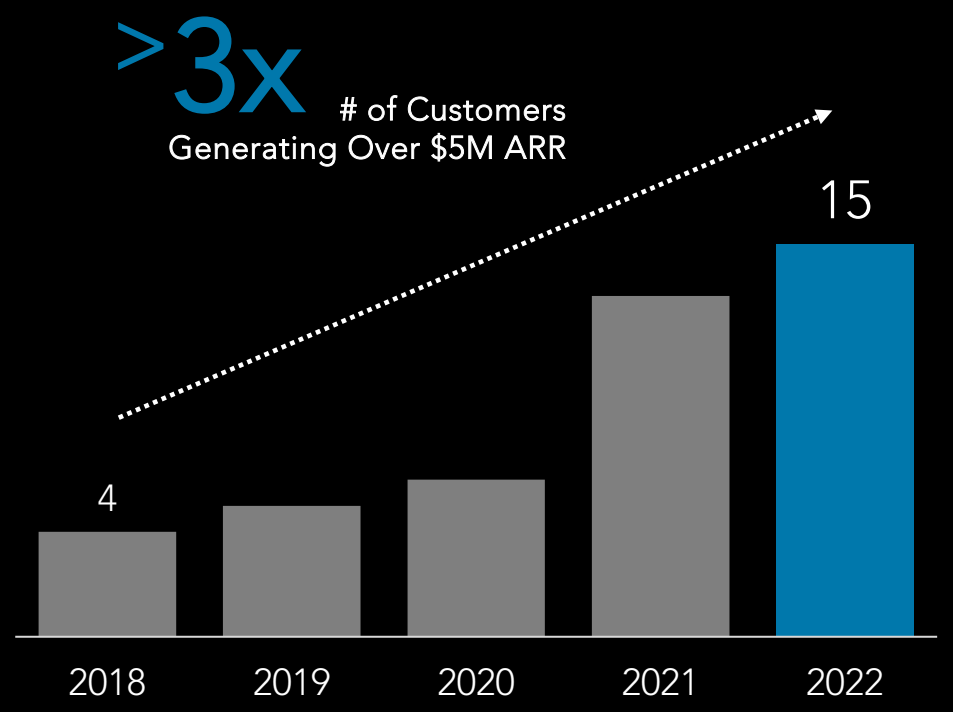
Contracted Recurring Revenue Increase[2]



[1] Average Selling Price (ASP) is derived from Digital Banking Platform deals sold within each respective time period.[2] Represents the average customer increase in contracted recurring revenue from all Digital Banking Platform customers that went live from 2012 through 2022, for 12 months, 24 months, 36 months, and 48 months, respectively.

Creating Deeper Relationships with Customers





Differentiated Solution Portfolio → **Growth-oriented Customer Base** → **Winning Larger Deals**

Annualized Recurring Revenue (ARR) is defined in the appendix of this presentation.

Financial Outlook

Full-year 2023 Outlook

	Low	High
Non-GAAP Revenue *Y/Y Growth*	$632.0 *~12%*	$640.0 *~13%*
Adj EBITDA *Adj EBITDA Margin*	$62.0 *~10%*	$66.0 *~10%*

$ In Millions

Late 2024 Target

Rule of

~30%

Y/Y Revenue Growth + Adj EBITDA Margin

As of February 21, 2023, Q2 Holdings is providing guidance for full-year 2023, which represents Q2 Holdings' current estimates on Q2 Holdings' operations and financial results. The financial information above represents forward-looking, non-GAAP financial information, including estimates of non-GAAP revenue and adjusted EBITDA. GAAP net loss is the most comparable GAAP measure to adjusted EBITDA. Adjusted EBITDA differs from GAAP net loss in that it excludes items such as depreciation and amortization, stock-based compensation, acquisition-related costs, interest and other (income) expense, income taxes, lease and other restructuring charges, loss on extinguishment of debt and the impact to deferred revenue from purchase accounting. Q2 Holdings is unable to predict with reasonable certainty the ultimate outcome of these exclusions without unreasonable effort. Therefore, Q2 Holdings has not provided guidance for GAAP net loss or a reconciliation of the foregoing forward-looking adjusted EBITDA guidance to GAAP net loss. However, it is important to note that these excluded items could be material to our results computed in accordance with GAAP in future periods.

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Long-standing, strategic customer relationships creating a significant cross-sell opportunity

Appendix

Definitions

Adjusted EBITDA: We define adjusted EBITDA as net loss before depreciation, amortization, stock-based compensation, certain costs related to our recent acquisitions, (benefit from) provision for income taxes, interest and other (income) expense, net, deferred revenue reduction from purchase accounting, loss on extinguishment of debt, and lease and other restructuring charges. We believe that adjusted EBITDA provides useful information to investors and others in understanding and evaluating our operating results for the following reasons:

- adjusted EBITDA is widely used by investors and securities analysts to measure a company's operating performance without regard to items that can vary substantially from company to company depending upon their financing, capital structures and the method by which assets were acquired;
- our management uses adjusted EBITDA in conjunction with GAAP financial measures for planning purposes, in the preparation of our annual operating budget, as a measure of our operating performance, to assess the effectiveness of our business strategies and to communicate with our board of directors concerning our financial performance;
- adjusted EBITDA provides more consistency and comparability with our past financial performance, facilitates period-to-period comparisons of our operations and also facilitates comparisons with other companies, many of which use similar non-GAAP financial measures to supplement their GAAP results; and
- our investor and analyst presentations may include adjusted EBITDA as a supplemental measure of our overall operating performance.

Annualized Recurring Revenue: Annualized recurring revenue (ARR) is defined as the annualized value of all recurring revenue recognized in the last month of the reporting period, with the exception of variable revenue in excess of contracted amounts for which we instead take the average monthly run rate of the trailing three months within that reporting period. Our ARR also includes the contracted minimums associated with all contracts in place at the end of the quarter that have not yet commenced, and revenue generated from premier services. Premier Services revenue is generated from select established customer relationships where we have engaged with the customer for more tailored, premium professional services resulting in a deeper and ongoing level of engagement with them, which we deem to be recurring in nature.

ARR does not include revenue from other professional services or other sources of revenue that are not deemed to be recurring in nature. ARR is not a forecast of future revenue, which can be impacted by contract start and end dates, and renewal rates. ARR should be viewed independently of revenue and deferred revenue as ARR is an operating metric and is not intended to be combined with or replace these items. Our use of ARR has limitations as an analytical tool, and investors should not consider it in isolation. Other companies in our industry may calculate ARR differently, which reduces its usefulness as a comparative measure. Variable revenue considerations are described in detail in our Form 10-K filed February 21, 2023.

Definitions

Contracted Revenue: We refer to contracted recurring revenue as being inclusive of all revenue recognized relating to contracted minimums in addition to variable revenue in excess of contracted amounts. Contracted recurring revenue does not include revenue from professional services or other sources of revenue that are not deemed to be recurring in nature.

Customers: We define customers as individuals or entities that have purchased one or more of our products under a unique customer identification number since our inception and individuals or entities that are contracted for at least one of our products. Each unique customer identification number constitutes a separate customer regardless of the amount purchased.

Customer Tiering: For our financial institution customers, we may refer to their designated tiering, which we use to group customers based upon the total assets they report. We define "Enterprise" customers as having total assets equal to or greater than $50 billion. We define "Tier 1" customers as having total assets equal to or greater than $5 billion but less than $50 billion. We define "Tier 2" customers as having total assets equal to or greater than $1 billion but less than $5 billion. We define "Tier 3" customers as having total assets less than $1 billion. Total assets are reported by financial institutions to the FDIC or NCUA, as applicable, and are disclosed on a quarterly basis. We define "non-FI" customers as not having assets reported to the FDIC or NCUA.

Digital Banking Platform: Our digital banking platform allows financial institutions to offer a comprehensive and unified suite of digital banking services to their End Users. Our open platform architecture, deep integration with other systems and the multi-tenant aspects of our infrastructure, enable us to develop digital banking solutions that allow our customers to harness the power of the information within their other systems to gain greater insights and to improve the overall security of their End Users and themselves.

Digital Lending Platform: Refers to both our PrecisionLender platform, and our Q2 Cloud Lending, or CL, platforms.

Helix: Our cloud-based, real-time core processing BaaS platform combines the services and functionality necessary for FinTechs and innovative Brands to incorporate banking services into their digital offerings, allowing them to easily and efficiently incorporate highly personalized financial experiences within their digital offerings without having to independently meet the stringent regulatory and technical requirements applicable to financial institutions and their banking services.

Definitions

Non-GAAP Revenue: We define non-GAAP revenue as total revenue excluding the impact of purchase accounting. We monitor these measures to assess our performance because we believe our revenue growth rates would be understated without these adjustments. We believe presenting non-GAAP revenue aids in the comparability between periods and in assessing our overall operating performance.

Prior to the fourth quarter of 2019, there was no impact of purchase accounting on revenue, so our non-GAAP total revenue was equivalent to our GAAP total revenue prior to that point.

Registered Users: We define a registered user as an individual related to an account holder of an Installed Customer on our Digital Banking Platform who has registered to use one or more of our solutions and has current access to use those solutions as of the last day of the reporting period presented.