Investor Day

June 9, 2026

tyler technologies

Welcome & Safe Harbor

Hala Elsherbini

SENIOR DIRECTOR, INVESTOR RELATIONS

Forward-Looking Statements

This document contains “forward-looking statements” within the meaning of Section 27A of the Securities Act of 1933 and Section 21E of the Securities Exchange Act of 1934 that are not historical in nature and typically address future or anticipated events, trends, expectations or beliefs with respect to our financial condition, results of operations or business. Forward-looking statements often contain words such as “believes,” “expects,” “anticipates,” “foresees,” “forecasts,” “estimates,” “plans,” “intends,” “continues,” “may,” “will,” “should,” “projects,” “might,” “could” or other similar words or phrases. Similarly, statements that describe our business strategy, outlook, objectives, plans, intentions or goals also are forward-looking statements. We believe there is a reasonable basis for our forward-looking statements, but they are inherently subject to risks and uncertainties and actual results could differ materially from the expectations and beliefs reflected in the forward-looking statements.

We presently consider the following to be among the important factors that could cause actual results to differ materially from our expectations and beliefs: (1) changes in the budgets or regulatory environments of our clients, including local, state and federal government agencies, that could negatively impact information technology spending; (2) disruption to our business and harm to our competitive position resulting from cyber-attacks, security vulnerabilities and software updates; (3) our ability to protect client information from security breaches and provide uninterrupted operations of data centers; (4) our ability to achieve growth or operational synergies through the integration of acquired businesses, while avoiding unanticipated costs and disruptions to existing operations; (5) material portions of our business require the Internet infrastructure to be adequately maintained; (6) our ability to actively monitor developments in artificial intelligence ("AI") regulation and ethical standards as we expect that future changes in the regulatory landscape may affect our product development timelines, compliance costs, and market opportunities related to AI; (7) our ability to achieve our financial forecasts due to various factors, including project delays by our clients, reductions in transaction size, fewer transactions, delays in delivery of new products or releases or a decline in our renewal rates for service agreements; (8) general economic, political and market conditions, including inflation and changes in interest rates; (9) technological and market risks associated with the development of new products or services or of new versions of existing or acquired products or services; (10) competition in the industry in which we conduct business and the impact of competition on pricing, client retention and pressure for new products or services; (11) the ability to attract and retain qualified personnel and dealing with rising labor costs, the loss or retirement of key members of management or other key personnel; and (12) costs of compliance and any failure to comply with government and stock exchange regulations.

These factors and other risks that affect our business are described in our filings with the Securities and Exchange Commission, including the detailed “Risk Factors” contained in our most recent annual report on Form 10-K and quarterly report on Form 10-Q. We expressly disclaim any obligation to publicly update or revise our forward-looking statements.

tyler technologies

Statement Regarding Use of Non-GAAP Measures

Tyler Technologies has provided in this presentation financial measures that have not been prepared in accordance with generally accepted accounting principles (GAAP) and are therefore considered non-GAAP financial measures. This information may include non-GAAP gross profit, non-GAAP gross margin, non-GAAP operating income, non-GAAP operating margin, non-GAAP net income, non-GAAP earnings per diluted share, EBITDA, adjusted EBITDA, free cash flow, and free cash flow margin. We use these non-GAAP financial measures internally in analyzing our financial results and believe they are useful to investors, as a supplement to GAAP measures, in evaluating Tyler's ongoing operational performance because they provide additional insight in comparing results from period to period while isolating the effects of some items that vary from period to period without correlation to core operating performance. Tyler believes the use of these non-GAAP financial measures provides an additional tool for investors to use in evaluating ongoing operating results and trends and in comparing our financial results with other companies in our industry, many of which present similar non-GAAP financial measures. EBITDA is net income before interest expense, other income, income taxes, depreciation, and amortization. Non-GAAP and adjusted financial measures discussed above exclude share-based compensation expense, employer portion of payroll taxes on employee stock transactions, expenses associated with amortization of intangibles arising from business combinations, acquisition-related expenses, and lease restructuring costs and other. Annualized recurring revenue (ARR) is calculated by annualizing the current quarter's recurring revenues from subscriptions and maintenance.

Tyler Technologies has not reconciled forward-looking full-year non-GAAP financial measures to their most directly comparable GAAP measures, as permitted by item 10(e)(1)(i)(B) of Regulation S-K. Such reconciliations would require unreasonable efforts at this time to estimate and quantify with a reasonable degree of certainty various necessary GAAP components, including for example those related to stock-based compensation, acquisition transactions, tax items or others that may arise during the year. These components and other factors could materially impact the amount of the future directly comparable GAAP measures, which may differ significantly from their non-GAAP counterparts.

Tyler currently uses a non-GAAP tax rate of 23.0%. This rate is based on Tyler's estimated annual GAAP income tax rate forecast, adjusted to account for items excluded from GAAP income in calculating Tyler's non-GAAP income, as well as significant non-recurring tax adjustments. The non-GAAP tax rate used in future periods will be reviewed periodically to determine whether it remains appropriate in consideration of factors including Tyler's periodic annual effective tax rate calculated in accordance with GAAP, changes resulting from tax legislation, changes in the geographic mix of revenues and expenses, and other factors deemed significant. Due to differences in tax treatment of items excluded from non-GAAP earnings, as well as the methodology applied to Tyler's estimated annual tax rate as described above, the estimated tax rate on non-GAAP income may differ from the GAAP tax rate and from Tyler's actual tax liabilities.

Non-GAAP financial measures should be considered in addition to, and not as a substitute for, or superior to, financial information prepared in accordance with GAAP. The non-GAAP measures used by Tyler Technologies may be different from non-GAAP measures used by other companies. Investors are encouraged to review the reconciliation of these non-GAAP measures to their most directly comparable GAAP financial measures, which has been provided in the appendix.

All financial measures represented throughout the presentation are on a non-GAAP basis unless specified otherwise.

Agenda

Time	Topic	Speaker
9:00 – 9:05	Welcome & Introduction	Hala Elsherbini
9:05 – 9:25	CEO Perspective: Enduring Advantage Driving Durable Growth	Lynn Moore
9:25 – 9:50	SaaS Growth Through a New Phase of Execution	Russell Gainford
9:50 – 10:10	Transactions: Embedded, Differentiated, and Growing	Liz Thomas
10:10 – 10:35	*Q&A*	Lynn Moore, Brian Miller, Jeff Puckett, Russell Gainford, Liz Thomas
10:35 – 10:45	Break	
10:45 – 11:10	AI Makes Tyler a Stronger Company	Franklin Williams
11:10 – 11:25	Disciplined Capital Allocation Builds Long-Term Value	Lynn Moore
11:25 – 11:45	Financial Update & 2030 Outlook	Brian Miller
11:45 – 12:10	*Q&A*	Lynn Moore, Brian Miller, Jeff Puckett, Franklin Williams, Rusty Smith
12:10 – 12:15	Closing Comments	Lynn Moore
12:15	Lunch	

Enduring Advantage
Driving Durable Growth

Investor Day | June 9, 2026

Lynn Moore

EXECUTIVE CHAIR,
PRESIDENT & CEO

AGENDA:

Enduring Advantage Driving Durable Growth

1 **Commitments Made, Commitments Delivered – Strong Performance Since 2023 Investor Day**

2 Durable Moat In a Growing, Mission-Critical Market

3 Proven Execution Strengthens Confidence in Higher 2030 Outcomes

TYLER AT A GLANCE

The Leader in Software Solutions to the Public Sector

Key Metrics

#1 MARKET POSITION

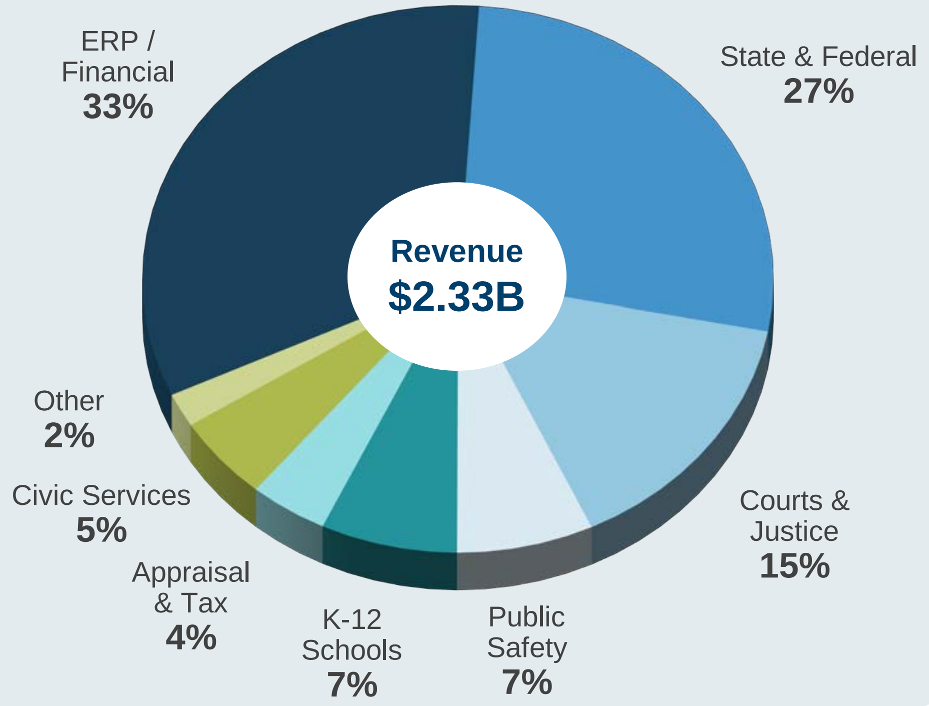
87% RECURRING REVENUES 2025

98% GROSS CLIENT RETENTION

~27% FREE CASH FLOW MARGIN 2025

Diversified Revenue Streams

2025 REVENUE BREAKDOWN



Clear Performance Executing Our Strategy Since 2023 Investor Day

- Cloud transition reached clear inflection point
- Cloud operating foundation significantly strengthened
- SaaS growth trajectory materially accelerated
- Platform breadth expanded through disciplined M&A
- Cloud migration economics now clearly proven
- AI execution embedded across core workflows

SaaS Execution Now in a More Scalable and Margin-Accretive Phase

Strategy Dimension	Phase 1: Foundation (On Track)	Phase 2: Cloud Living (Current Phase)
Objective	Move clients to AWS	Standardize Tyler cloud model
Client Value	Security, hosting efficiency & enhanced client experience	Faster innovation & simpler upgrades
Release Model	Fewer versions	Single release stream
Execution	Project-based flips	Scaled, automated playbooks
Economics	~1.7x ARR uplift	Margin expansion & leverage

Met or Exceeded 2025 Targets

Metric	2025 Target Last Investor Day	2025 Actual	Status
New Client SaaS Mix	~100%	95%	✓
Total Revenue	$2.3–$2.4B	$2.33B	✓
% Recurring	86%–87%	87%	✓
SaaS Revenue Growth (FY22–FY25)	~20% CAGR	22% CAGR	✓
Gross Margin	47%–48%	50%	✓
Free Cash Flow Margin	17-19%	27%	✓

tyler technologies

AGENDA:

Enduring Advantage Driving Durable Growth

1 Commitments Made, Commitments Delivered — Strong Performance Since 2023 Investor Day

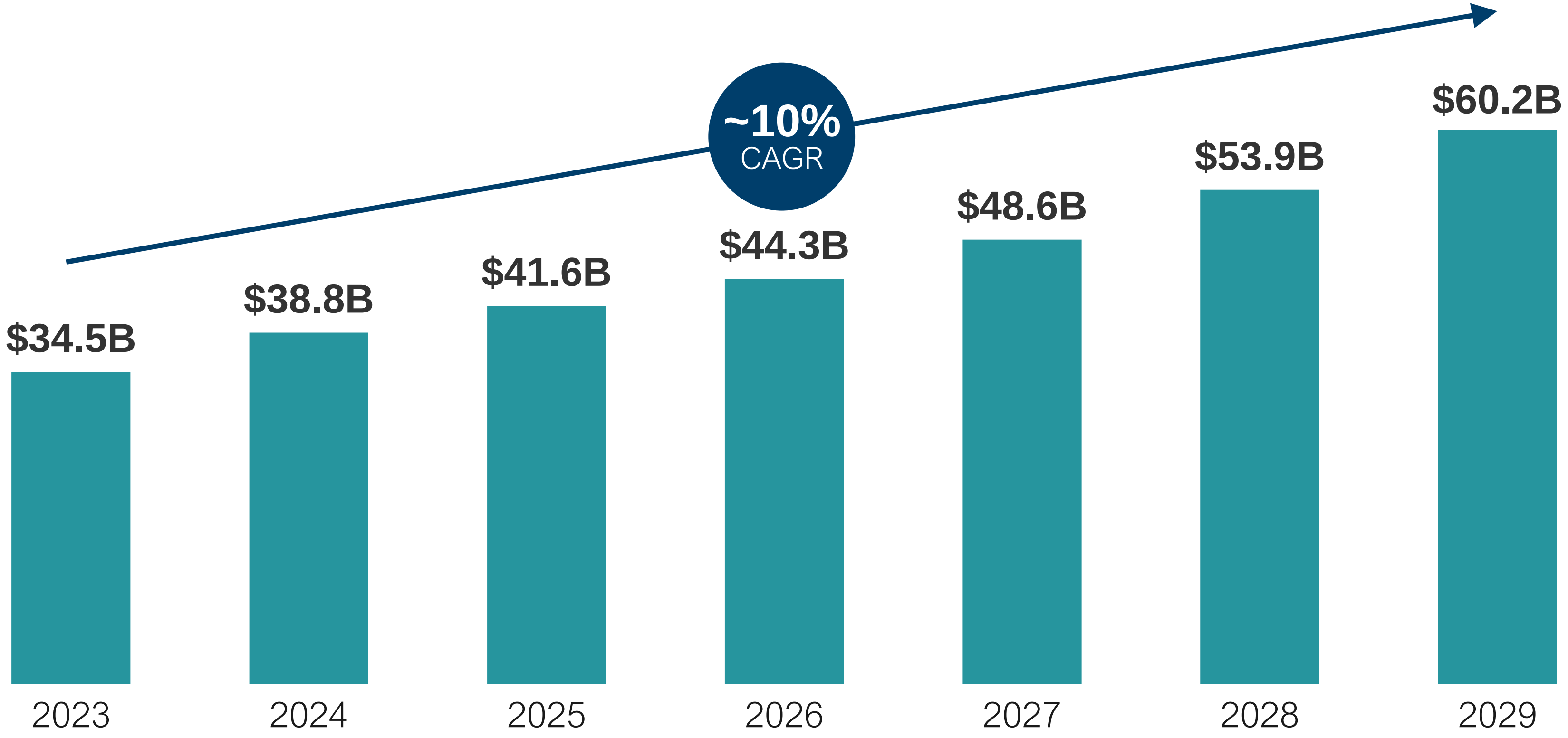
2 **Durable Moat in a Growing, Mission-Critical Market**

3 Proven Execution Strengthens Confidence In Higher 2030 Outcomes

tyler technologies

Steady ~10% CAGR in SLED Government Software Spend

Vertical-Specific Software + Application Software Spend



Vertical-specific software: standalone software applications that focus on agency-specific processes and domain areas; are not modules or extensions of horizontal applications.
Application Software includes analytic platforms, ERP, SCM, CRM, and other application software. Source: Gartner.
SLED: State & Local Government and K-12 Education.

Sustained, Long-Term Growth Supported by Stable Industry Tailwinds

Driven by Structural Tailwinds

Antiquated Systems:
Legacy or homegrown – end of life

Cyber & Regulatory Mandates:
CJIS, NIST, financial controls

Workforce Reality:
Retirement of legacy-skilled staff

Service Expectations: Citizen service demands, 24X7 availability for public services

AI Readiness:
Demand tailwind

Demand is durable and inevitable – governments *must* modernize

Governments must modernize to meet rising cybersecurity, regulatory, efficiency, and citizen service demands

tyler technologies

Results in Large Underpenetrated Whitespace Opportunity

SLED SYSTEMS / INSTALLATIONS
500,000 TAM

11%
TYLER SHARE

More than 50,000 mission-critical installations across **16,000+ client locations**

Long runway to add new logos and expand penetration with existing clients

Source: company estimates. SLED entities include states, districts, territories, counties, municipalities, towns, townships, villages, school districts, special districts.

tyler technologies

Expanding the Moat — Differentiated Strengths Drive Increased Market Share

1. Broadest, most **integrated solutions**
2. Singular **vertical focus, deep domain expertise**
3. Largest **installed client base**
4. **Investments in innovation** focused on long-term results
5. **Strategic acquirer** in a fragmented industry

STRENGTH #1

Delivering the Broadest, Most Integrated Public Sector Solutions

PUBLIC ADMINISTRATION

Enterprise Resource Planning

Permitting & Licensing

Appraisal & Tax

Property & Recording

COURTS & PUBLIC SAFETY

Enterprise Justice

Public Safety

Supervision

Corrections Solutions

SCHOOLS

School ERP Pro

Student Transportation

Absence & Substitute

STATE & FEDERAL

Digital Solutions

Resident Engagement

Application Platform

Outdoor Recreation

TRANSFORMATIVE TECHNOLOGY

Data & Insights | Payments | Artificial Intelligence | Cybersecurity

tyler technologies

STRENGTH #2

Singular Vertical Focus with Deep Domain Expertise

	DIFFERENTIATORS						
	Singular Focus on Public Sector	Broadest Mission-Critical Solutions	Cross-Dept/ Agency Connectivity	Government-Grade Innovation	Large Installed Base to Leverage	Public Sector Data & Contextual Workflow	Unified Resident Engagement
tyler technologies	●	●	●	●	●	●	●
Local / Niche Players	◔	○	◔	◔	◔	◔	◑
Larger Multi-Focus National Players	○	◔	◔	◔	◑	●	◑

tyler technologies

STRENGTH #3

Largest Installed Base – Provides Significant Cross-Sell and Upsell Opportunities

Most clients use only **a fraction** of the Tyler platform

~3 PRODUCTS

8-10 PRODUCTS

Majority of
client lifetime value
still ahead

TODAY

+

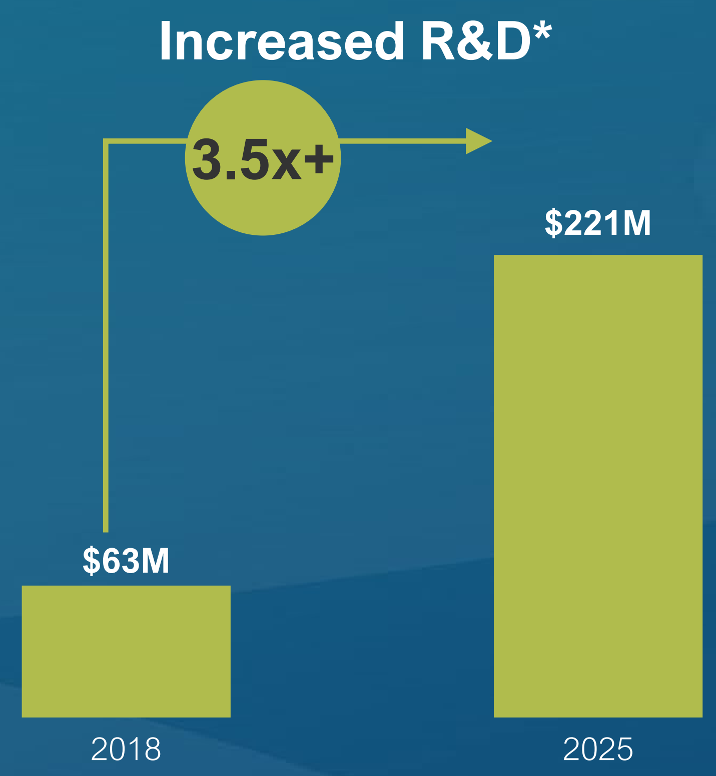
EXPANSION OPPORTUNITY

tyler technologies

STRENGTH #4

Investments in Innovation Focused on Long-Term Results

- **Anticipating client needs** for digital transformation
- **Increased R&D** spending, including AI innovation, further widens the moat
- **>2,800** innovative developers
- **45%** of Tyler team members have worked in the public sector



*Represents GAAP R&D expense plus capitalized software development

S T R E N G T H # 5

Strategic Acquirer in Fragmented Industry Adding Capabilities and Accelerating Growth

16 acquisitions 2021–2025, including

- NIC
- Rapid Financial Solutions
- Computing Systems Innovations
- ARInspect
- US eDirect
- ResourceX
- MyGov
- Emergency Networking
- CloudGavel
- Edulink

Invested

111%

of free cash flow 2021-2025

Advantages

- ✓ Expands TAM
- ✓ Adds new products, capabilities, and AI technologies
- ✓ Adds clients
- ✓ Leverages our sales organization and client base

tyler technologies

Expanding the Moat – Differentiated Strengths Drive Increased Market Share

1 Broadest, most **integrated solutions**

2 Singular **vertical focus, deep domain expertise**

3 Largest **installed client base**

4 **Investments in innovation** focused on long-term results

5 **Strategic acquirer** in a fragmented industry

AGENDA:

Enduring Advantage Driving Durable Growth

1 Commitments Made, Commitments Delivered – Strong Performance Since 2023 Investor Day

2 Durable Moat in a Growing, Mission-Critical Market

3 **Proven Execution Strengthens Confidence in Higher 2030 Outcomes**

tyler technologies

Consistent Strategy with AI-Enhanced Growth Pillars

Leveraging Installed Base

- Flips / Upsell
- Cross-sell
- AI adoption

Expanding TAM

- Value-add R&D, incl. AI innovation
- Leverage M&A to grow in new and existing markets

Completing Cloud Transition

- Cloud-first drives long-term ARR growth + expanded FCF
- Supports embedded AI

Driving Transactions Growth

- Truly differentiated offering
- Long runway ahead

GOAL

ARR Growth + Improved Margins = Expanded Free Cash Flow

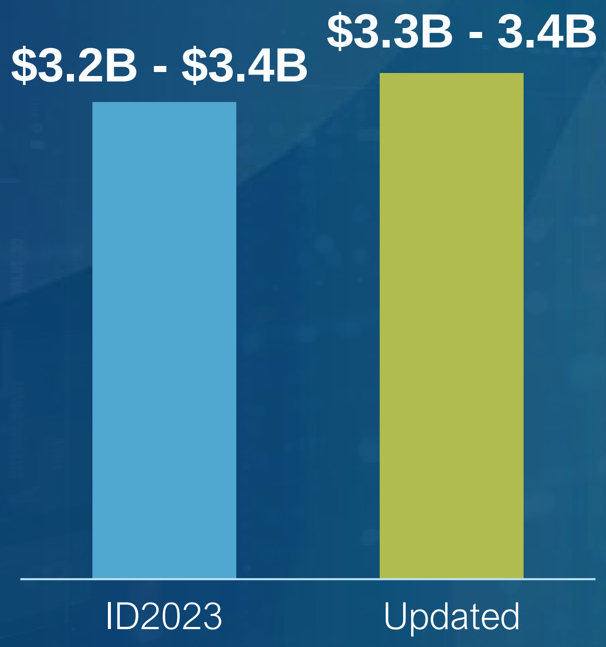
Execution Since Our Last Investor Day Has Strengthened Tyler's 2030 Financial Outlook

Our model is stronger, more visible, and more cash-generative

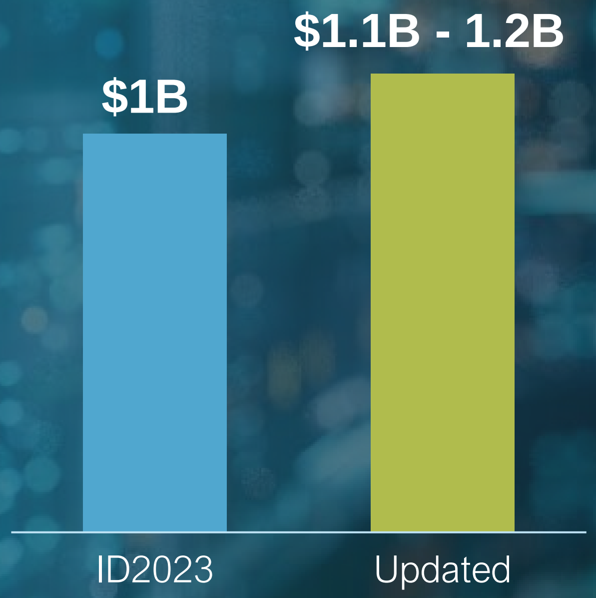
Execution Since 2023 Supports Higher 2030 Outcomes

Updating our 2026-2030 Financial Profile vs. 2023 Investor Day

Recurring Revenue in 2030



Free Cash Flow in 2030



How Success Will Be Measured Going Forward

RECURRING REVENUE

10 - 12%
organic CAGR

>90% recurring revenue mix by 2030

FREE CASH FLOW

Low 30s%
FCF margin

$1.1B - $1.2B
FCF by 2030

tyler technologies

SUMMARY

A Stronger Tyler: Structural Inflection Driving Durable, More Cash-Generative Growth

- SaaS is now the primary growth and margin engine
- Structural competitive advantages enable durable long-term compounded growth
- Trusted to lead government clients into the AI era, providing an incremental tailwind
- Consistent strategy plus proven execution strengthens confidence in higher 2030 targets

tyler technologies

WHAT YOU WILL HEAR TODAY

1. **SaaS Growth Through a New Phase of Execution**
2. **Transactions: Embedded, Differentiated, and Growing**
3. **AI Makes Tyler a Stronger Company**
4. **Disciplined Capital Allocation Builds Long-Term Value**
5. **Financial Update and 2030 Outlook**

SaaS Growth Through a New Phase of Execution

TYLER'S CLOUD JOURNEY

Russell Gainford

CHIEF TECHNOLOGY OFFICER

AGENDA:

SaaS Growth Through a New Phase of Execution

1 **Overview and Strategy**

2 Delivering on Our Commitments: Progress on Three Pillars of Cloud Transformation

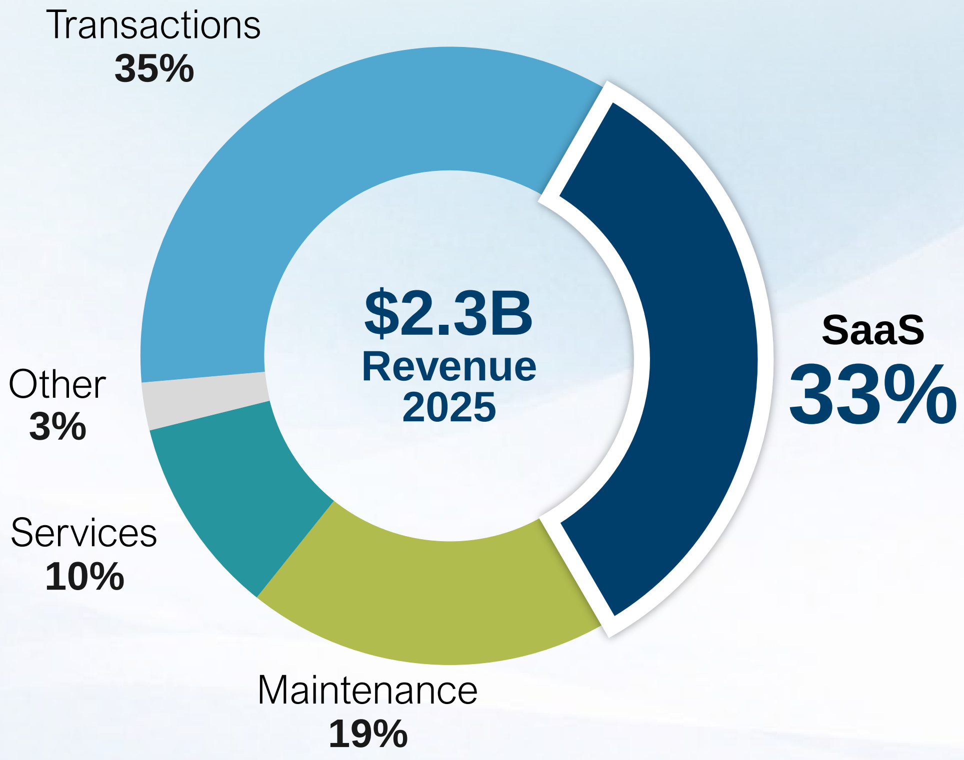
3 The Path to 2030

4 Cloud Living: Unlocking the Full SaaS Model

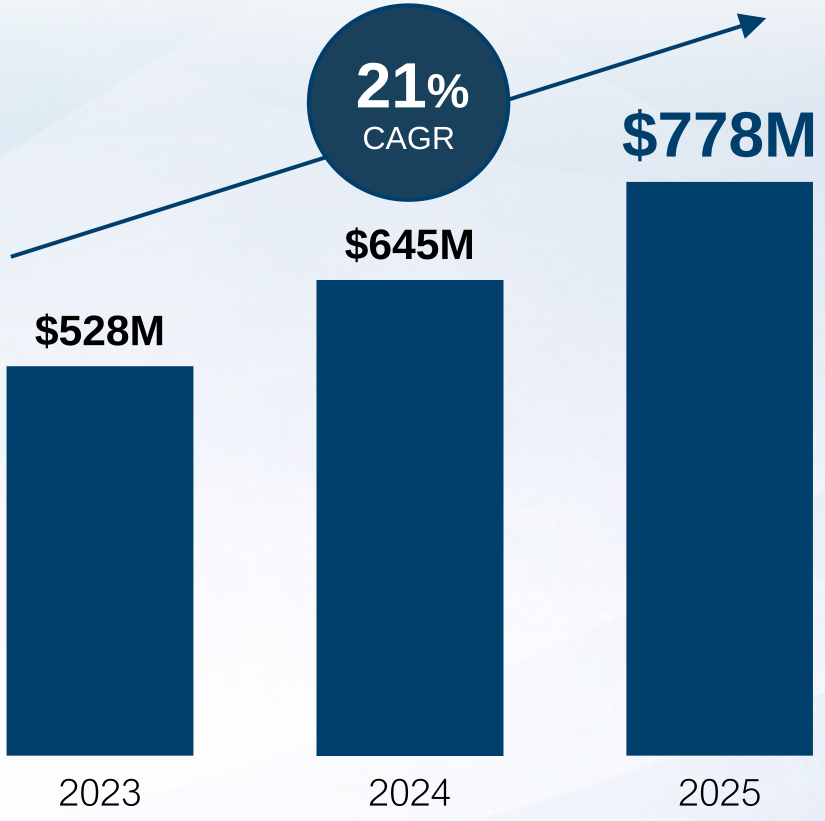
tyler technologies

SaaS – Tyler's Key Growth Driver

Tyler Revenue Mix



SaaS Revenue



Three Pillars of Cloud Transformation

1 New Clients

Goal: 100% of new client contracts are Software-as-a-Service deployed in public cloud

2 Private Cloud Clients

Goal: Tyler's private cloud data centers are completely evacuated with clients migrated to public cloud

3 On-Premises Clients

Goal: Tyler's existing on-premises clients are converted to Software-as-a-Service deployed in public cloud

tyler technologies

AGENDA:

SaaS Growth Through a New Phase of Execution

1 **Overview and Strategy**

2 **Delivering on Our Commitments: Progress on Three Pillars of Cloud Transformation**

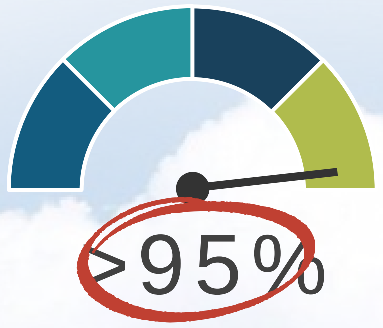
3 The Path to 2030

4 Cloud Living: Unlocking the Full SaaS Model

tyler technologies

PILLAR 1

SaaS Mix of New Clients TCV: >95%

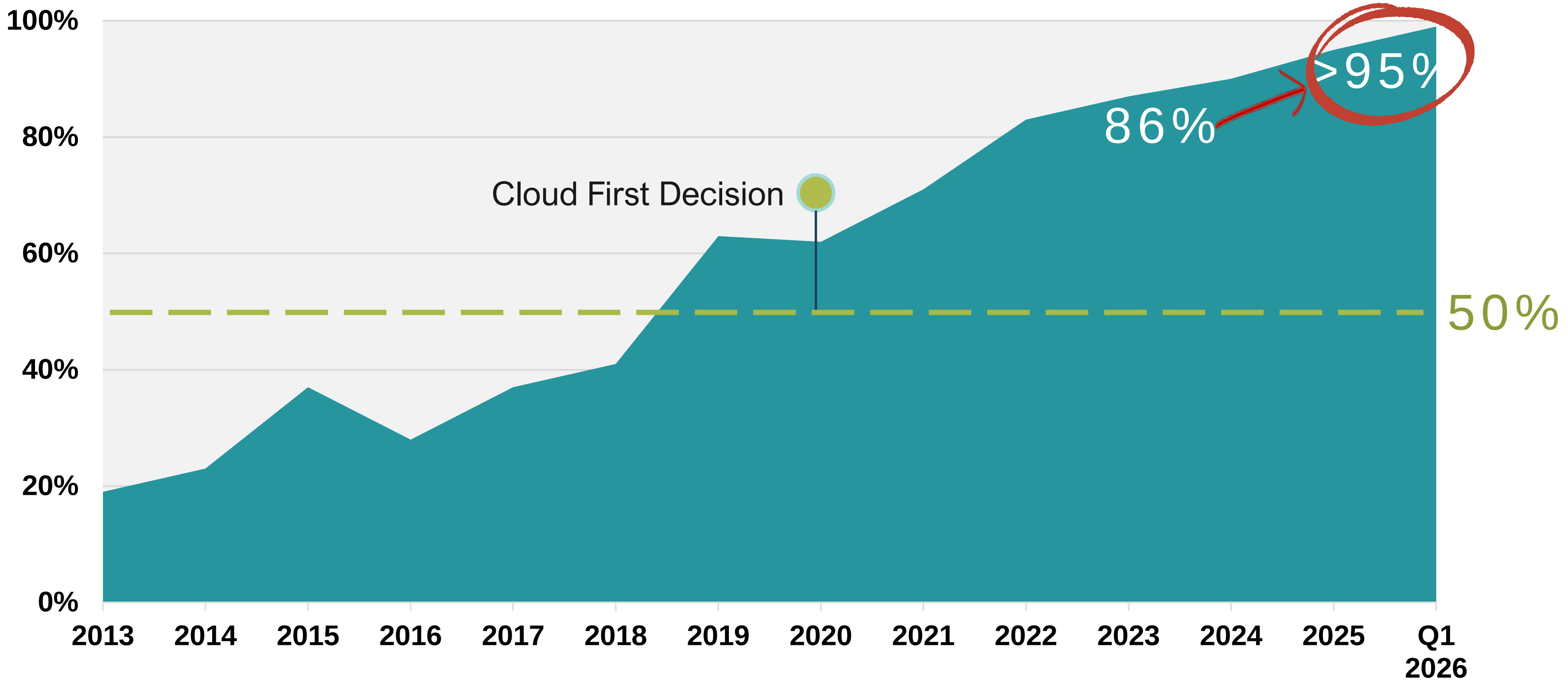


1

New Clients

Goal: 100% of new client contracts are Software-as-a-Service deployed in public cloud

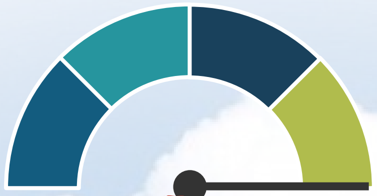
% of SaaS Contract Value



Almost all new SaaS contracts now deployed in public cloud

PILLAR 2

Private Cloud Data Center Clients Migrated to AWS on Schedule



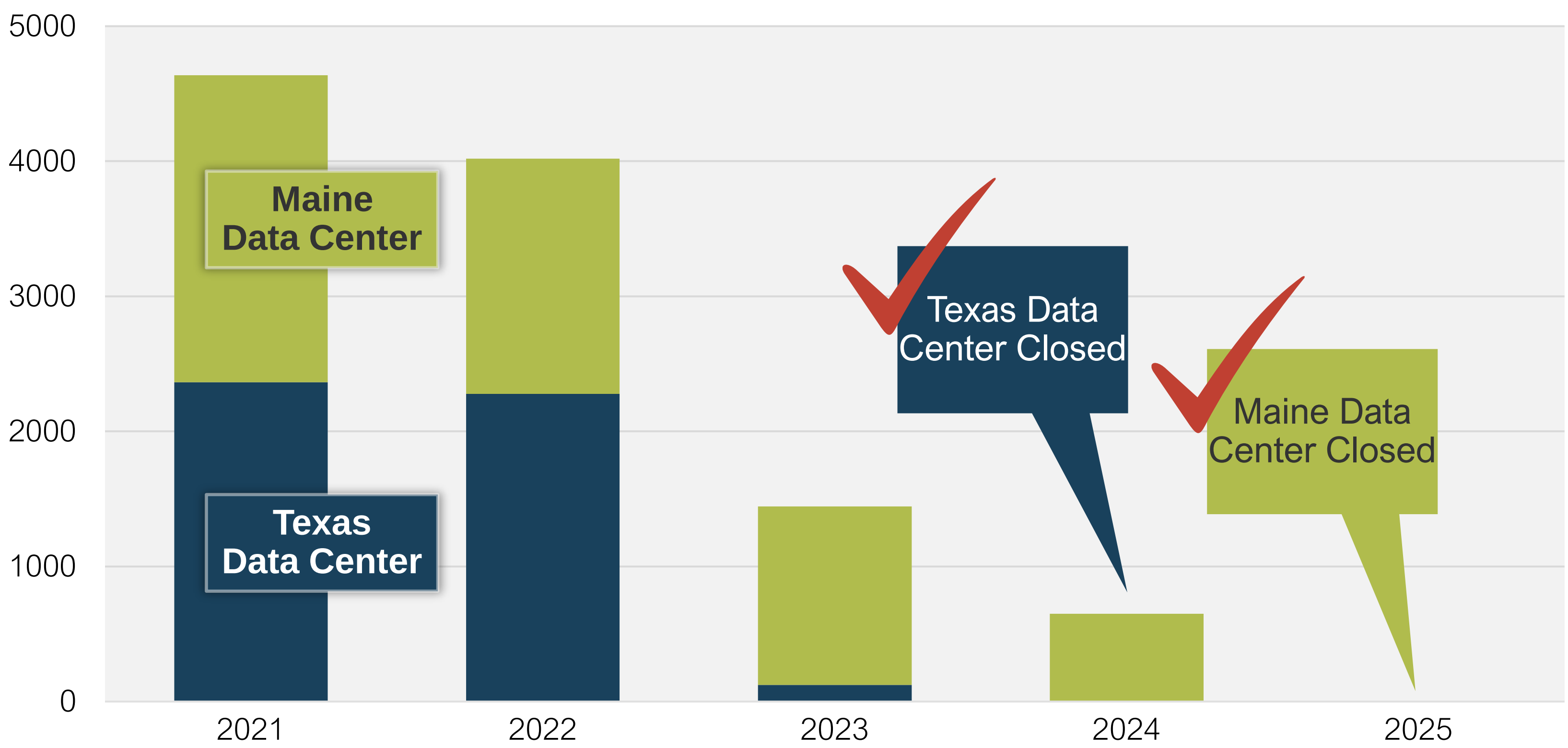
100%

2

Private Cloud Clients

Goal: Tyler's private cloud data centers are completely evacuated with clients migrated to public cloud

Private Cloud Migration to AWS Completed in 2025



tyler technologies

PILLAR 3

85% of On-Premises Clients in Cloud by 2030

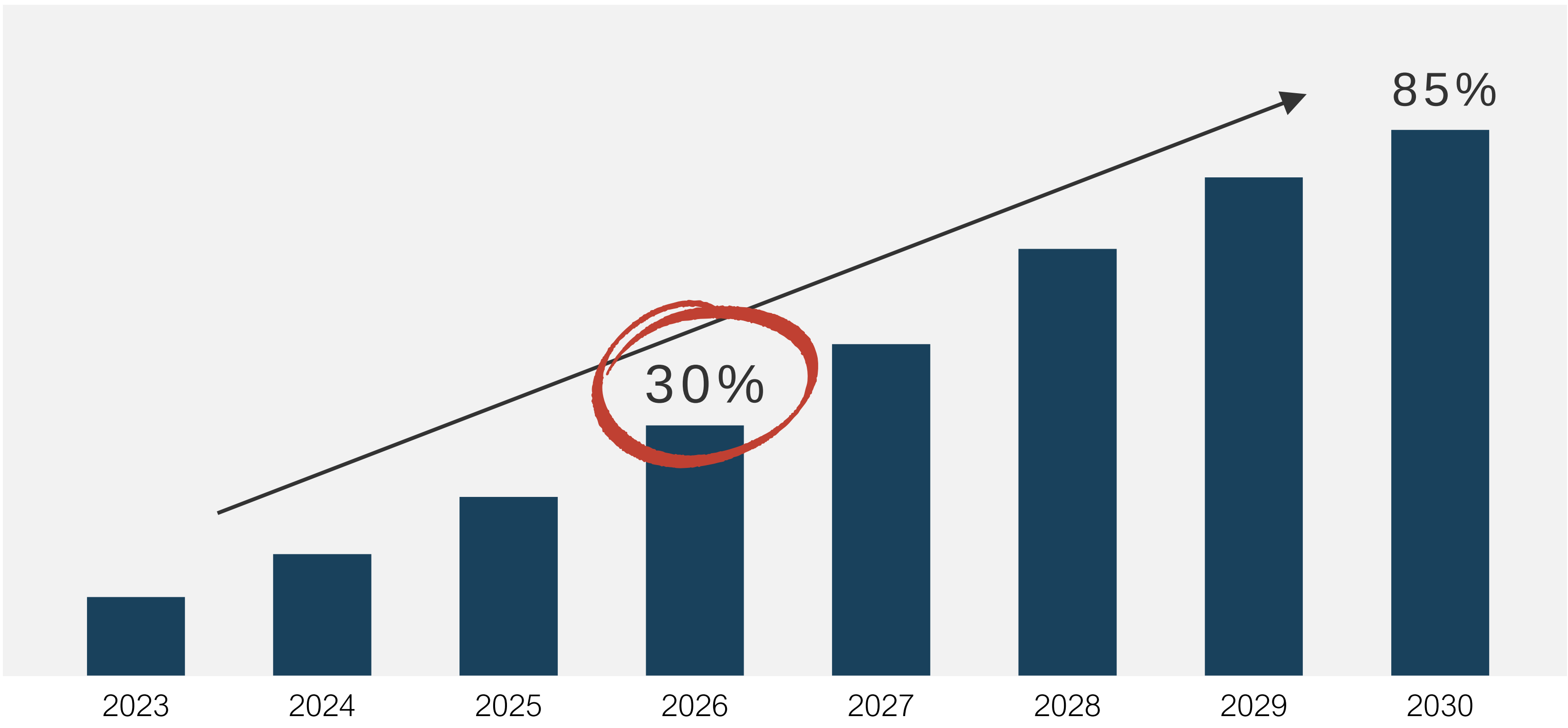
3

On-Premises Clients

Goal: Tyler's existing on-premises clients are converted to Software-as-a-Service deployed in public cloud

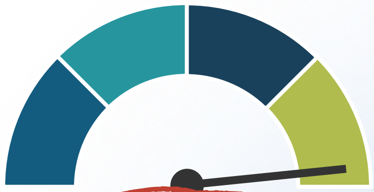
Migrations ('Flips') of On-Premises Installations

(NOT LINEAR)



IN SUMMARY

On Track With Progress on All Three Pillars

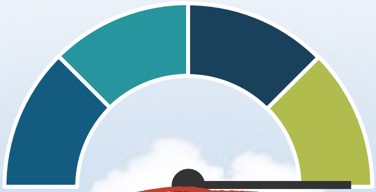


>95%

1

New Clients

Goal: 100% of new client contracts are Software-as-a-Service deployed in public cloud



100%

2

Private Cloud Clients

Goal: Tyler's private cloud data centers are completely evacuated with clients migrated to public cloud

30%

3

On-Premises Clients

Goal: Tyler's existing on-premises clients are converted to Software-as-a-Service deployed in public cloud

The Cloud Transition Is Now Beginning to Improve Scale, Client Experience, and Long-Term Economics…

Client Cloud Migrations Simplify Software Versioning

Legacy Environment

→ Multiple software versions

→ Higher support complexity

→ Slower upgrades & implementations

→ Greater client effort & friction

Cloud: Current / Future State

✓ Fewer versions, moving to single release stream

✓ Faster, repeatable updates

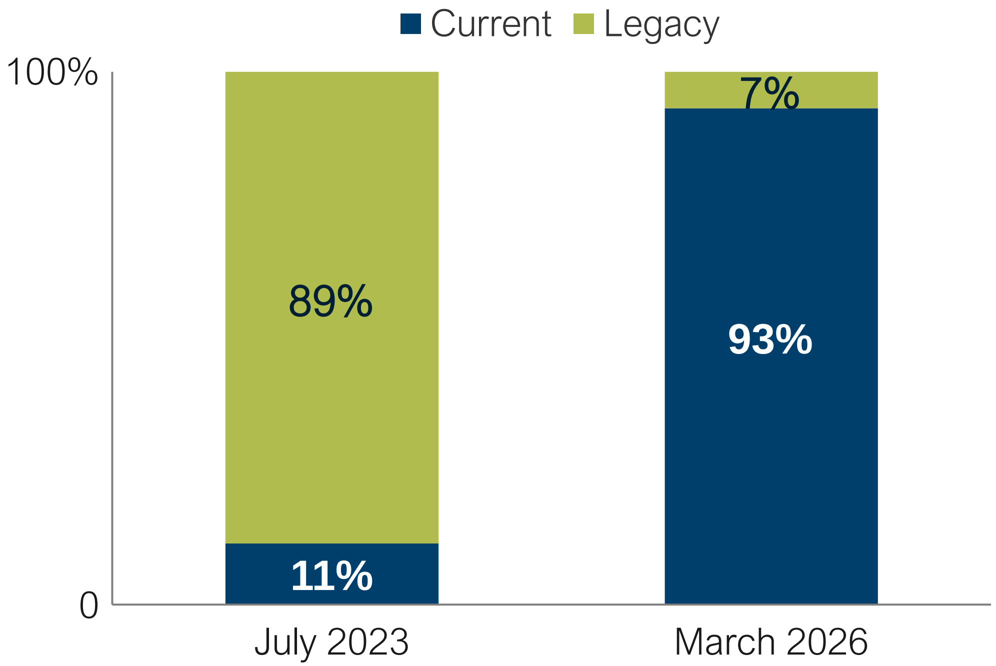
✓ Lower support burden

✓ Better client experience & time-to-value

Version simplification enables scalability, client satisfaction, and margin improvement

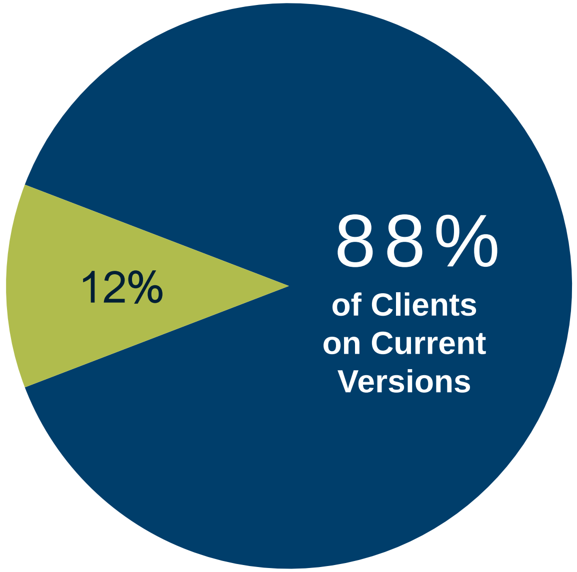
Version Consolidation Efforts Prepare Us for Peak Migration Activity

Flagship Product 1 – Three Year Progress



7% of clients remain off current versions

Flagship Product 2 – Progress To Date



12% of clients remain off current versions

Cloud Clients Already Deliver Better Outcomes

- ✓ AWS clients show higher client satisfaction (CSAT)
- ✓ Driving higher retention
- ✓ Improving add-on/cross-sell

tyler technologies

CLOUD TESTIMONIAL

CLICK TO WATCH VIDEO

AGENDA:

SaaS Growth Through a New Phase of Execution

1 **Overview and Strategy**

2 Delivering on our Commitments: Progress on Three Pillars of Cloud Transformation

3 **The Path to 2030**

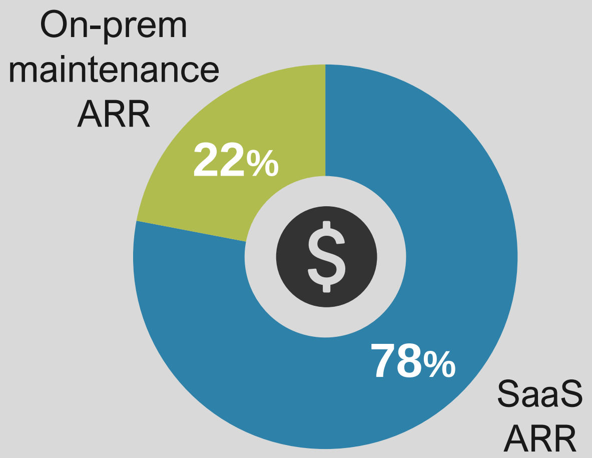
4 Cloud Living: Unlocking the Full SaaS Model

tyler technologies

The Remaining Conversion Opportunity Creates a Visible ARR Growth Tailwind Through 2030…

On-Prem Maintenance Still Represents 22% of Recurring Revenue, Leaving a Meaningful SaaS Conversion Pool

2025 Recurring Software Revenue Mix



How Maintenance Changes Over Time

- → Rate increases
- → New on-premises clients (limited)
- → Reduced by flips

Converting Maintenance to SaaS Increases Recurring Revenue by ~1.7x

On-premises Perpetual License Model

Annual maintenance

1.7×

Greater Recurring Revenue

SaaS Model

Annual subscription

Revenue Growth Potential

Expect 85% of maintenance to convert to SaaS by 2030

Incentives Will Evolve As We Convert the Remaining Maintenance

Incentives to Flip

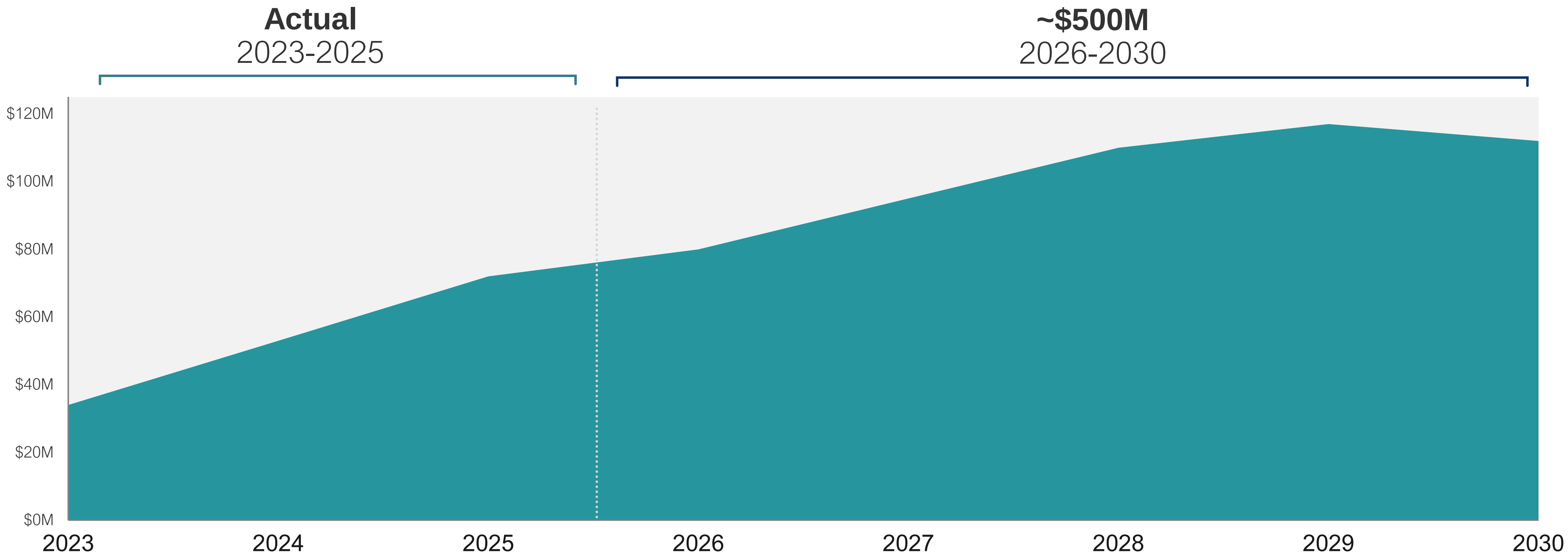
- Security
- Performance and redundancy
- Cloud only features
- AI
- Cloud Living release model
- Faster time to value
- Transition/ramped pricing to offset bubble costs with an orderly transition

Disincentives to Remain

- Security vulnerability of local environment
- Limited new features
- Reduced support phases
- Inability to implement AI
- Increased maintenance

SaaS Flip Activity Adds Meaningful ARR Growth

SaaS ARR Converted from Flips



Illustrative timing of flips - may not be linear

AGENDA:

SaaS Growth Through a New Phase of Execution

1 **Overview and strategy**

2 Delivering on our Commitments:
Progress on Three Pillars of Cloud Transformation

3 The Path to 2030

4 **Cloud Living: Unlocking the Full SaaS Model**

tyler technologies

Clients Who Have Migrated to the Cloud See Improved Benefits and Outcomes

INITIAL STATE	INTERMEDIATE STATE	FINAL END STATE
ON PREMISES	**FLIPPED TO CLOUD**	**CLOUD LIVING**
Large Disruptive Upgrades	Fewer Software Versions	Single SaaS Release Stream
Heavy Labor Interaction	Different Release Schedules	Common Platform Operations
Many Versions of Software	Scalable Environments	Seamless Product Updates
Lower Client Satisfaction	Increasing CSAT	High CSAT

As We Continue to Flip On-premises Clients, Our Parallel Journey to Cloud Living will Unlock Increasing Value

INITIAL STATE | INTERMEDIATE STATE | FINAL END STATE

ON PREMISES

Large Disruptive Upgrades

Heavy Labor Interaction

Many Versions of Software

Lower Client Satisfaction

FLIPPED TO CLOUD

Fewer Software Versions

Different Release Schedules

Scalable Environments

Increasing CSAT

CLOUD LIVING

Single SaaS Release Stream

Common Platform Operations

Seamless Product Updates

High CSAT

tyler technologies

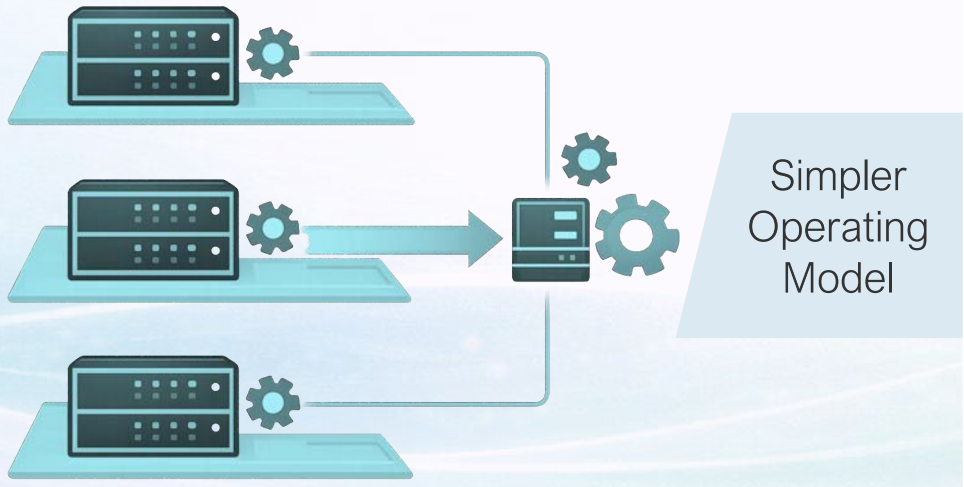
Four Priorities to Unlock the Full SaaS Model

1. **Simplify the platform** – single SaaS version
2. **Standardize delivery** – aligned release model
3. **Enable expansion** – cross-sell/upsell
4. **Strengthen competitiveness** – new logos

Version Consolidation Lowers Cost to Serve and Improves Scale

Goal: 50,000 installations, **1** SaaS version for **ALL**

Many Versions Across Product Lines



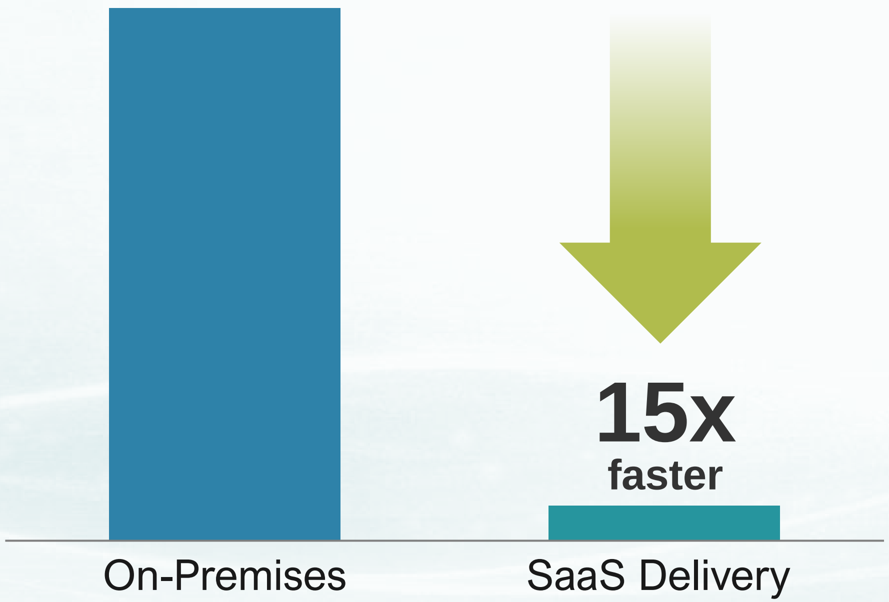
Single Software Version

- ↑ Lower cost to serve
- ↑ Faster implementations
- ↑ Higher gross margin

A Standardized SaaS Model Enables Scalable Operations

- Seasonal release-stream across client base
- Repeatable deployments and upgrades
- Pro-active support and client partnership
- Faster innovation and product delivery

Time to Client Value
(flagship product)



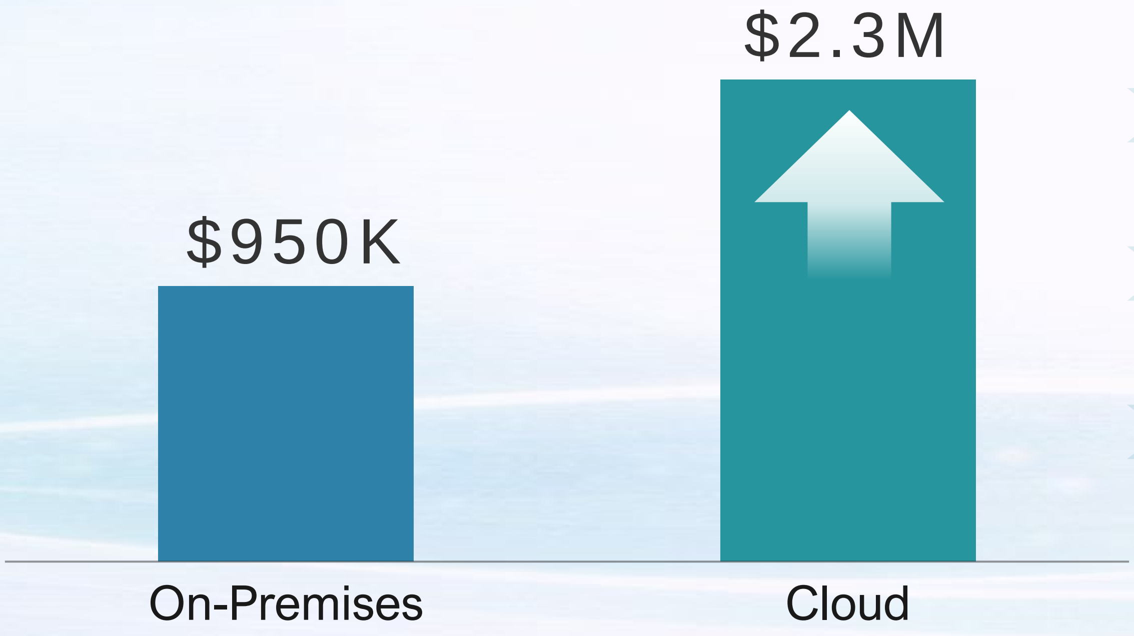
Actual flagship product delivery results

PRIORITY #3

Cloud Clients Use More Products, Supporting Higher Cross-Sell and Retention

Cloud Migration Drives New Expansion Opportunities

Large Western County



- **142%** ARR increase
- **$9.5M** Contract Value
- **1** New Product Added

A Stronger SaaS Platform Improves Tyler's Ability to Win New Business

A more modern, scalable SaaS platform expands Tyler's addressable opportunities and improves sales productivity

- **Modern cloud-native offering**
- **Faster deployment**
- **Broader integrated platform**

More Compelling Client Value Proposition

- **Higher win rates**
- **Larger deal sizes**
- **Better pipeline conversion**

OUR VISION

Delivering the Broadest Integrated SaaS Suite of Public Sector Solutions in the Market

PUBLIC ADMINISTRATION

Enterprise Resource Planning

Permitting & Licensing

Appraisal & Tax

Property & Recording

COURTS & PUBLIC SAFETY

Enterprise Justice

Public Safety

Supervision

Correction Solutions

SCHOOLS

School ERP Pro

Student Transportation

Absence & Substitute

Tyler Drive

TRANSFORMATIVE TECHNOLOGY

Data & Insights

Payments

AI Solutions

Cybersecurity

STATE & FEDERAL

Digital Solutions

Resident Engagement

Application Platform

Outdoor Recreation

tyler technologies

IN SUMMARY:

Cloud Transformation Is on Track, with Flips Creating a Meaningful Growth Tailwind through 2030

- **On target** to hit our cloud transformation timeline and metrics
- Cloud Living will make us **more competitive, more efficient, and reinforce our moat** with improved client satisfaction
- We will have converted 85%+ of our maintenance revenue by 2030 with **improved cross-sell and win-rates**

tyler technologies

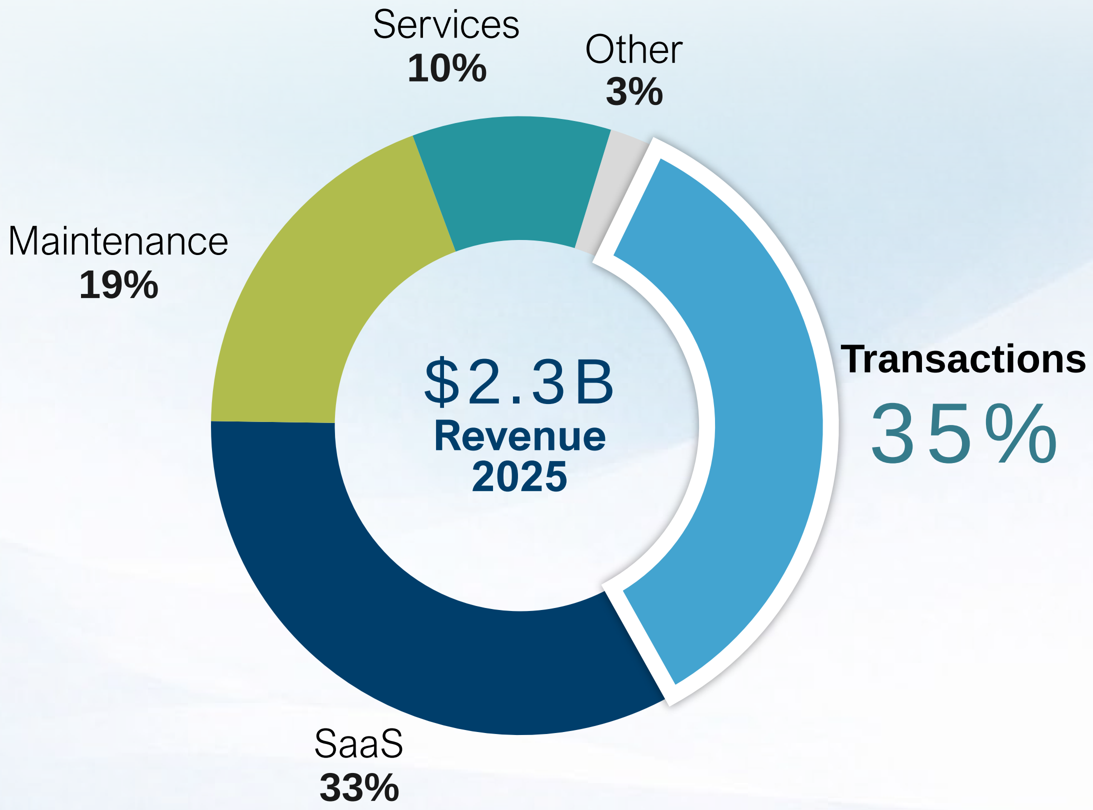
Transactions: Embedded, Differentiated, and Growing

Liz Thomas

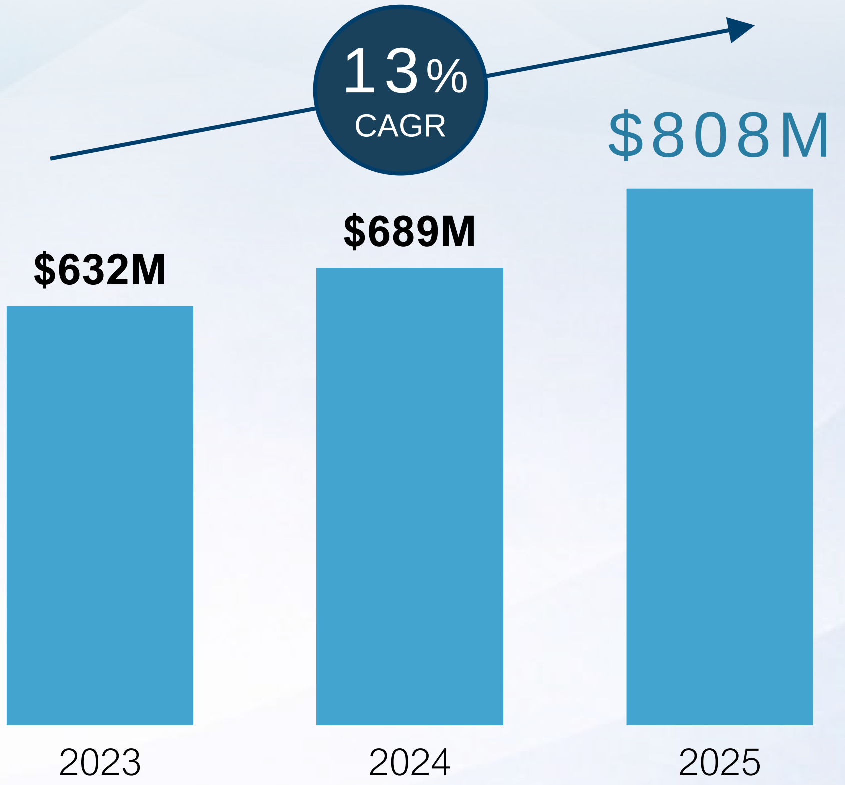
PRESIDENT,
STATE & FEDERAL

Transactions At-a-Glance – Strong Performance Record

Tyler Revenue Mix



Transactions Revenue



tyler technologies

AGENDA:

Embedded, Differentiated, and Growing

1 **Foundation: A One-of-a-Kind Transactions Platform**

2 Growth Drivers: Multiple Levers Already in Motion

Tyler Transactions: An Engine for ARR Growth

Transaction-Funded Software

- *Tyler software solution is funded based on number of transactions*
- *Transaction fees paid by users or government clients*
- *May or may not include a payment*

California Parks

Premium Payment Solutions

- *Solutions that enable a payment to government, or government to a constituent*
- *Bring together payments from multiple systems and agencies*

Riverside County, CA Enterprise Payments

Embedded Payments

- *Payments and disbursements integrated to Tyler software solutions to create a seamless end to end experience*

State of New Jersey

Progress Since Our Last Investor Day: Growth Ahead of Expectations

Revenue growth exceeded expectations	Transaction revenue CAGR at the top end of prior Investor Day outlook of 10-13%
Volume-driven scaling validated	Growth driven by higher transaction volumes, not one-time wins
Higher attach rate	Expanded attach rate within Tyler installed base and with new sales
Growth in transaction product portfolio	We continue to add new transaction-funded solutions to the Tyler portfolio

Broad Transaction Portfolio Diversifies Revenue Opportunities & Increases Client ROI

TRANSACTION-FUNDED SOFTWARE

Digital Titling & Electronic Liens

85%

Reduction in Agency Backlog

✓ *Eliminates paper-based agency workflows for agency & wait times for dealers and lenders*

PREMIUM PAYMENT SOLUTIONS

Cashiering

100%

Over the Counter

✓ *Creates state-of-the-art point of sale software solution for under-served in-person scenarios*

EMBEDDED PAYMENTS

Disbursements

$12

Saved Per Transaction

✓ *Direct cost savings + fraud reduction across every outbound payment*

PREMIUM PAYMENT SOLUTIONS

AP Automation

3×

Faster Invoice Cycle

✓ *Frees finance teams, reduces late fees, and scales with portfolio growth*

tyler technologies

Tyler's End-to-End Platform Is Difficult to Replicate

Purpose-built for state and local government – deeply embedded across workflows, data, and compliance

Core Differentiators	tyler technologies	Other Providers
Purpose-built front-end solutions to connect constituents to government services	✓	Partial
Secure, reliable systems of record	✓	Limited
End-to-end platform: collect, reconcile, disburse	✓	Primarily inbound
Ability to unify and streamline all payments for a client	✓	Fragmented
High platform stickiness (workflow, data, compliance)	✓	Lack of full suite

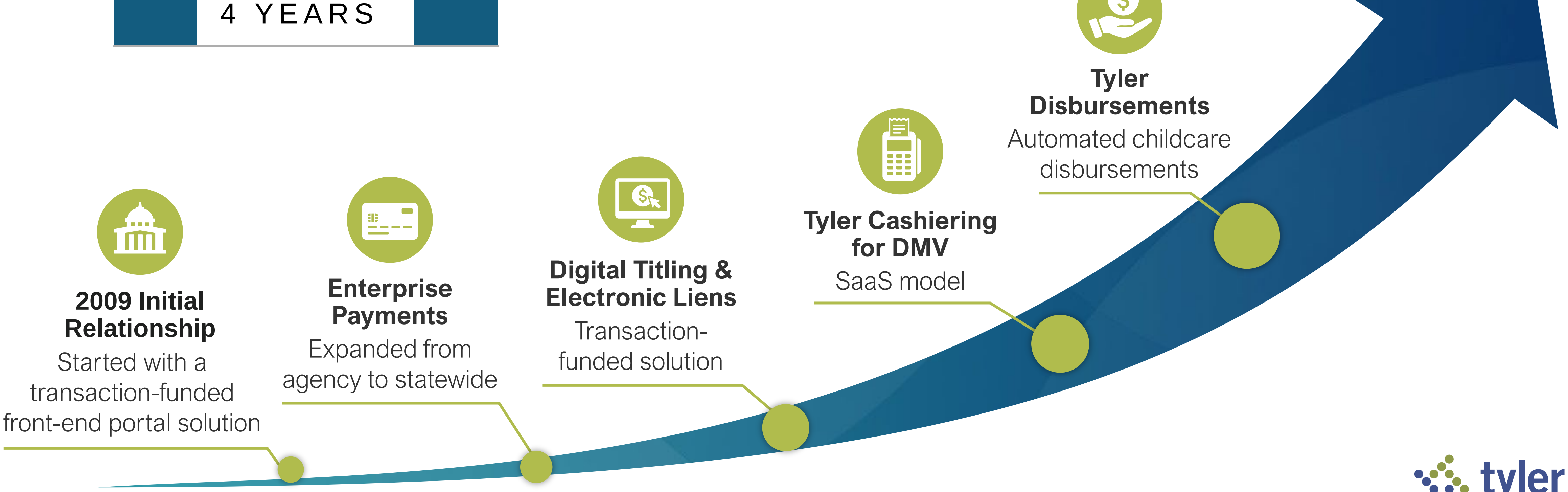
Result: ✓ Deeper integration ✓ Stronger retention ✓ Durable competitive advantage

tyler technologies

Case Study:
Tyler Doubles ARR Within Existing State Client

Revenue

A broader Tyler portfolio captures more wallet share, increases ARR, and strengthens retention



tyler technologies

PAYMENTS TESTIMONIAL

CLICK TO WATCH VIDEO

AGENDA:

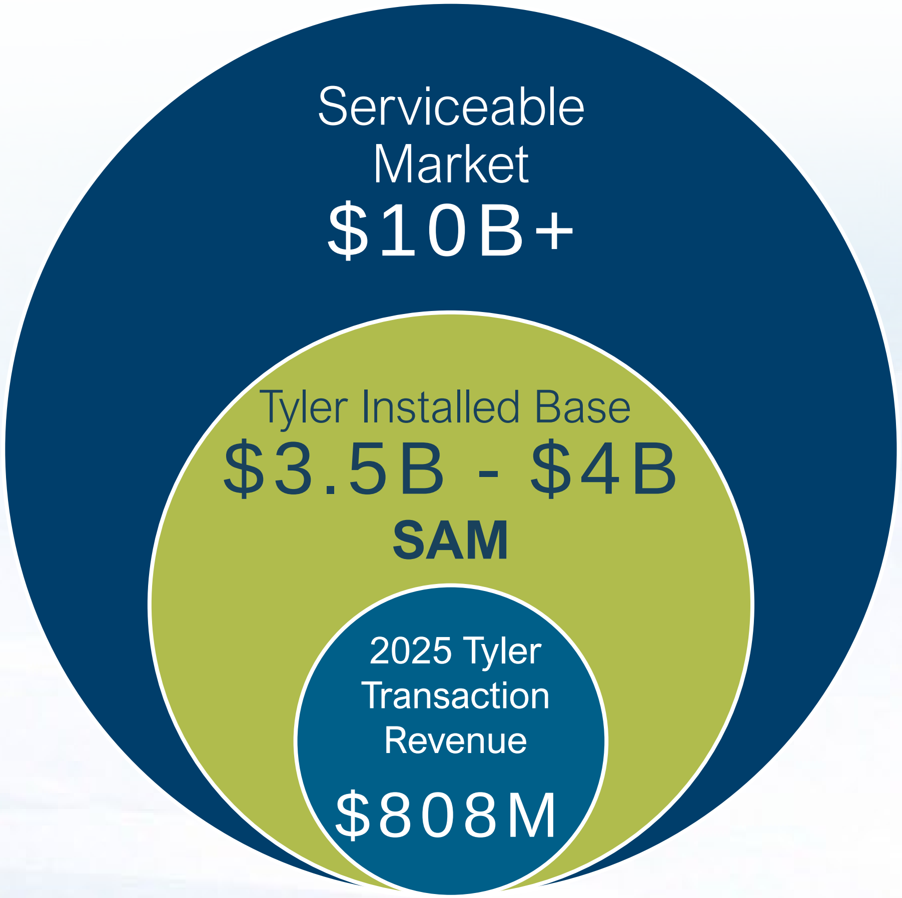
Embedded, Differentiated, and Growing

1 Foundation: A One-of-a-Kind Transactions Platform

2 **Growth Drivers: Multiple Levers Already in Motion**

tyler technologies

Significant Transaction Market Opportunity Remains



- **$10B+** reflects Tyler's current portfolio opportunity
- Captured **<30%** of Tyler installed base SAM and **<8%** of total industry SAM
- **Significant Runway** remains

Large SAM + low penetration = meaningful runway for growth

Source: Company Estimates

Transactions Growth Is Driven by Three Additive Levers

~10% CAGR

TYLER 2030

1

Grow Attach Rate

Within existing clients and new logos

2

Expand Transaction-Funded Portfolio

Add more solutions with transactions built in

3

Drive Adoption

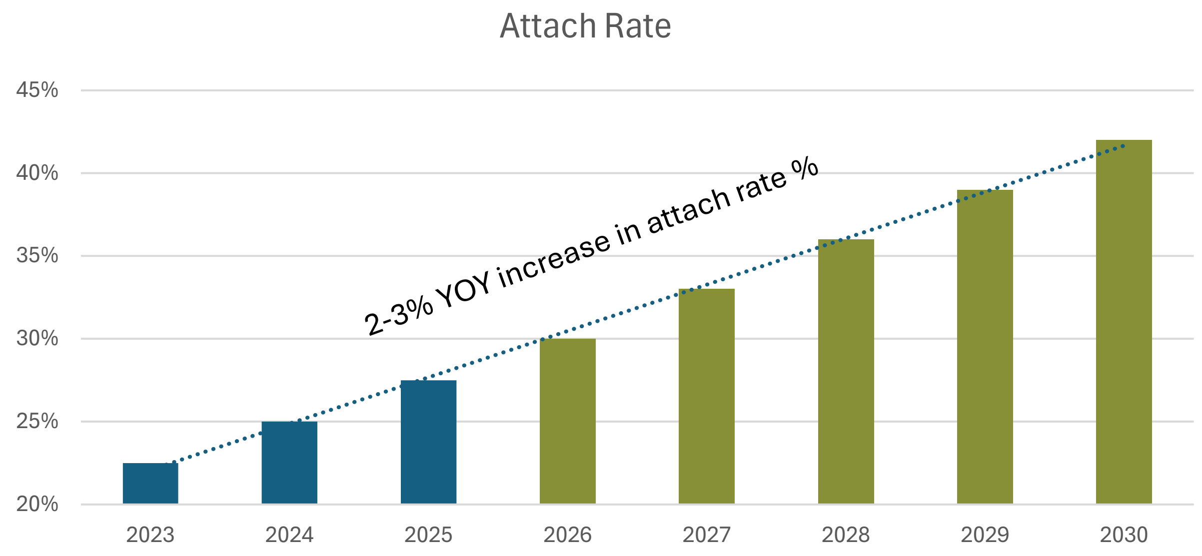
Increase transactions volume per client

GROWTH DRIVER #1

Increasing Attach Rates Represents Solid Growth

- ✓ **Proven Growth:** Demonstrated attach rate growth of 2-3% per year from dedicated inside sales efforts
- ✓ **Longer Runway:** As more products are enabled and matured, high confidence in driving attach rate growth to 40%+ by 2030

Significant Growth Opportunity Remains by Increasing Attach Rate Within Base



Case Study:
Unified Payment Solutions Increases Client ARR ~2X

BEFORE

Large California County

Payments

Records Access

ERP

1 of 2 systems connected
Payments tied only to Records

AFTER

Tyler Enterprise Payments & Cashiering

Unified payments layer

Records Access

ERP

Permitting & Licensing

Court Management

Code Compliance

5 of 5 systems connected on **one platform**
Single Tyler-owned payment surface across the county

RESULTS

2 → 5
Products

~2X
Client ARR

Broader
embedded footprint

tyler technologies

GROWTH DRIVER #2

New Products Expand TAM and Accelerate Growth

20% ARR CAGR Since 2023

Almost 2× the rate of existing products

- Digital Motor Vehicle Titling & Electronic Liens
- Cashiering
- AP Automation

New Products on the Horizon

- **Earned Wage Access**
- **AI-Led Resident Engagement**
- **Unclaimed Property Automation**
- **Transaction Security**

GROWTH DRIVER #3

Adoption Efforts Can Grow Revenue Per Client by 10%+

Higher Adoption Increases Tyler & Client ROI

Our Approach

Consultative adoption team works with government agencies to increase resident usage of digital solutions

- Agency-specific strategies
- Best practices & education
- Measurement & optimization

Examples of Results Achieved

18% increase in transactions per client

$1.7M increase in transactional revenue

15% increase in resident adoption

IN SUMMARY:

Tyler Transaction Solutions are Diversified, Embedded and Growing

- **On target** to hit our 2030 transaction revenue targets, with multiple paths for growth
- Tyler's Transactions portfolio is a **diverse mix of transaction-funded products** and **premium payment solutions**
- Tyler is uniquely positioned to provide a full end-to-end experience, **driving client satisfaction and retention**

Q & A SESSION 1

Enduring Advantage Driving Durable Growth

Lynn Moore
Executive Chair, President &
Chief Executive Officer

Brian Miller
Executive Vice President &
Chief Financial Officer

Jeff Puckett
Chief Operating Officer

Russell Gainford
Chief Technology Officer

Liz Thomas
President
State & Federal

AI Makes Tyler a Stronger Company

tyler technologies

Franklin Williams

CHIEF ARTIFICIAL INTELLIGENCE OFFICER

AI Makes Tyler More Valuable

RECURRING SOFTWARE REVENUE TODAY

$2.0B

Protected recurring base

+

AI WORLD

New TAM

The labor augmentation budget

AI strengthens it.

A new TAM we have the right to win.

tyler technologies

AGENDA:

How AI Widens Tyler's Moat and Expands its TAM

1 **AI Strengthens Our Existing Saas Products**

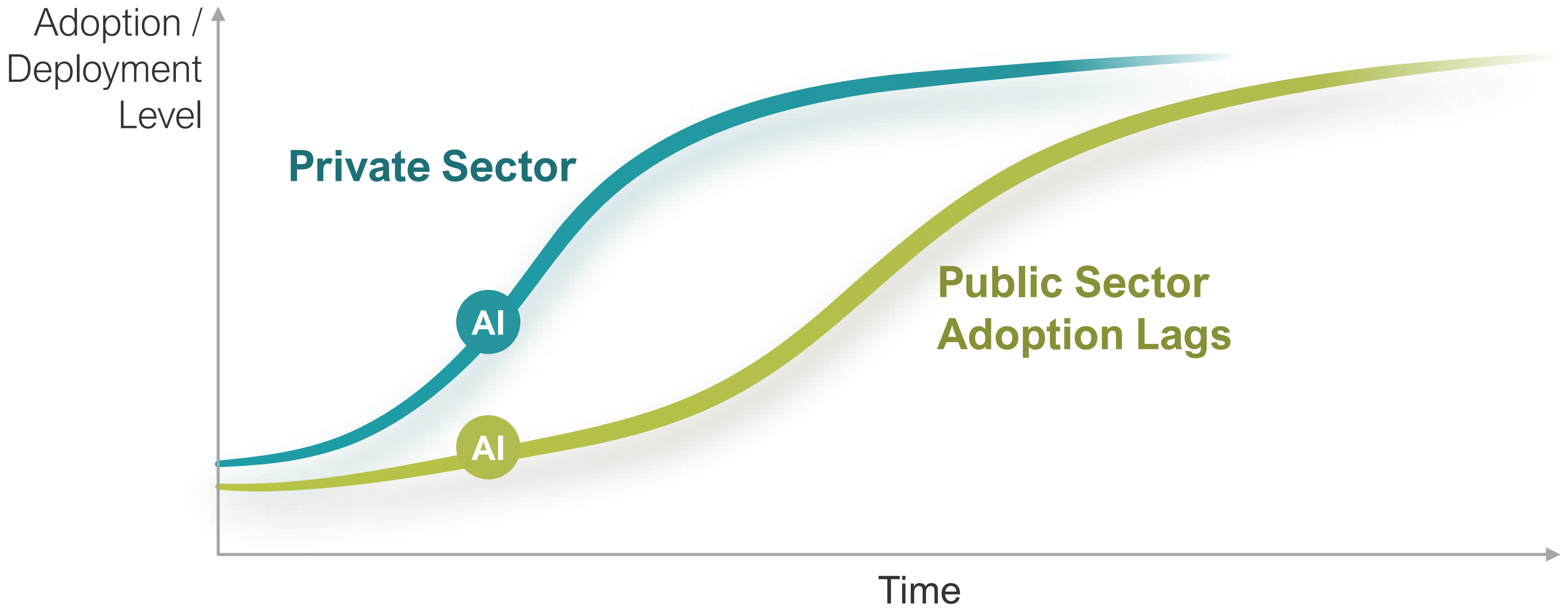
2 AI Creates a Significant New TAM That Tyler Has a Right to Win

3 How We Win

tyler technologies

Public Sector AI Adoption Follows a Different Curve – And That Works in Tyler's Favor

Illustrative Framework



Why the lag defends Tyler

- Risk-averse buyers favor trusted incumbents
- Procurement gates entrants for years
- Switching costs lock in buyers
- Critical systems rarely replaced
- Regulatory access already earned

A measured market is a key element of our moat

AI Widens the Moats Tyler Already Owns

Data
50K critical systems of record
Guarded fiercely by clients
Required by every agent
Unique, earned access

Distribution
Relationships with16K+ clients
Established sales force
Existing procurement channels
Agentic development

Every AI integration increases switching costs and makes the system of record more valuable

Distribution scales AI to thousands while new entrants are on their second procurement

tyler technologies

AGENDA:

How AI Widens Tyler’s Moat and Expands its TAM

1 AI Strengthens Our Existing Saas Products

2 **AI Creates a Significant New TAM That Tyler Has a Right to Win**

3 How We Win

tyler technologies

AI Expands Tyler's TAM Beyond Software into Government Labor Augmentation

~$44B TAM

Today: Government Software

Core systems of record and workflows

~$83B TAM ($44B existing software + $39B new)

Tomorrow: Government Labor Augmentation Workflows

- Document Processing
- Permit Review
- Reconciliations & Matching
- Resident Support
- Report Writing

New, high-value workflows powered by AI

» AI expands Tyler from a system that records outcomes to a system that helps produce outcomes, saving labor and significantly expanding our TAM

Tyler Has A Right to Win This New TAM

What "Government Grade" AI Requires	Why Tyler Is Advantaged
Trusted systems	Mission-critical systems of record for 40+ years
Critical public-sector data	The system of record holding the data agents need
Deep workflow integration	The workflows that run government, end-to-end
Public-sector domain expertise	Deep public-sector domain expertise
Governance & auditability	Compliance infrastructure already in place
Proven delivery at scale	16,000+ clients live – trusted to ship transformation
Connected portfolio	Broadest application footprint – AI unlocks workflows no one else can

"Government-grade AI" is a category, not a feature. Tyler is the only vendor built to meet all seven requirements.

Tyler Is Better Positioned Than Any Competitor

	Tyler	Horizontal SaaS	AI startups	Hyperscalers / models	Public-sector point solutions
Trusted systems	●	○	○	◐	◐
Critical public-sector data	●	○	○	○	○
Deep workflow integration	●	○	○	○	◐
Public-sector domain expertise	●	○	◐	○	◐
Governance & auditability	●	◐	○	◐	○
Proven delivery at scale	●	◐	○	◐	○
Connected portfolio	●	○	○	○	○

● strong structural position ◐ partial / partner-dependent ○ limited standalone position

No competitor checks every box – Tyler is the only player built for government-grade AI across all dimensions.

AI TESTIMONIAL

CLICK TO WATCH VIDEO

AGENDA:

How AI Widens Tyler's Moat and Expands its TAM

1 **AI Strengthens Our Existing Saas Products**

2 AI Creates a Significant New TAM That Tyler Has a Right to Win

3 **How We Win**

tyler technologies

Tyler Drives ARR Growth Through Three Levers: Embed, Price, Scale.

Embed: Introducing Transformative AI Where Our Clients Already Work

Embed AI in Core Workflows

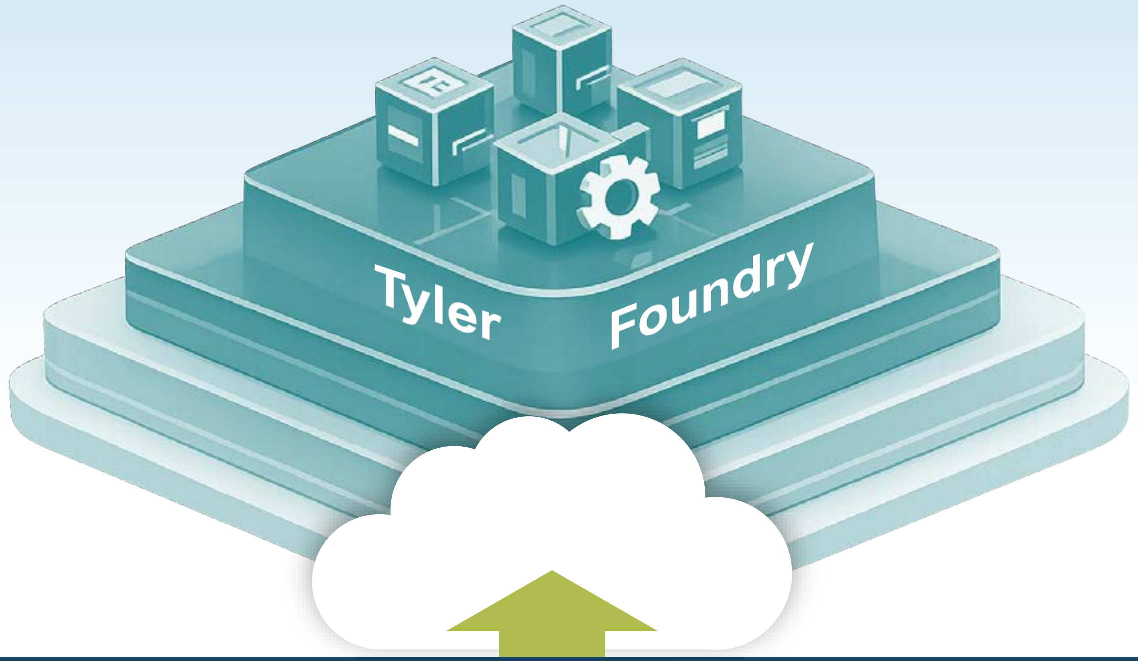
Practical, trusted AI built into mission-critical work

Flagship Products

- Focus on high-ROI use cases
- Inside core flagship products

Scale through Tyler Foundry

Standardize development, governance, and deployment



Deploy Cloud-First

2026 Milestones

100%
of flagship products with paying AI functionality

25+
production AI agents & workflows live

Guardrails • Governance • Auditability • AI Flywheels

Price: Tyler Monetizes AI as a New Revenue Layer on Top of Our SaaS Base

1. Essentials

Table-stakes or "freemium" capabilities that drive client satisfaction and future upsells

2. Subscription Uplift

Bundled AI capabilities that attach as a percentage uplift to our flagship SKUs

3. Outcome-Based

Share in measurable savings and efficiency gains

SAAS BASE

AI is additive to our recurring model and creates a long runway of growth

Scale: Scaling AI Across the Market on Tyler's Advantages

INSTALLED BASE

Enabled as a feature in the cloud — no waiting for an install, nothing separate for clients to manage.

Zero new installs

SALES FORCE

An established national sales force with 16,000 client relationships.

16,000+ relationships

PROCUREMENT

An amendment to a trusted vendor's existing contract – not a 12-month start-from-scratch.

Weeks, not years

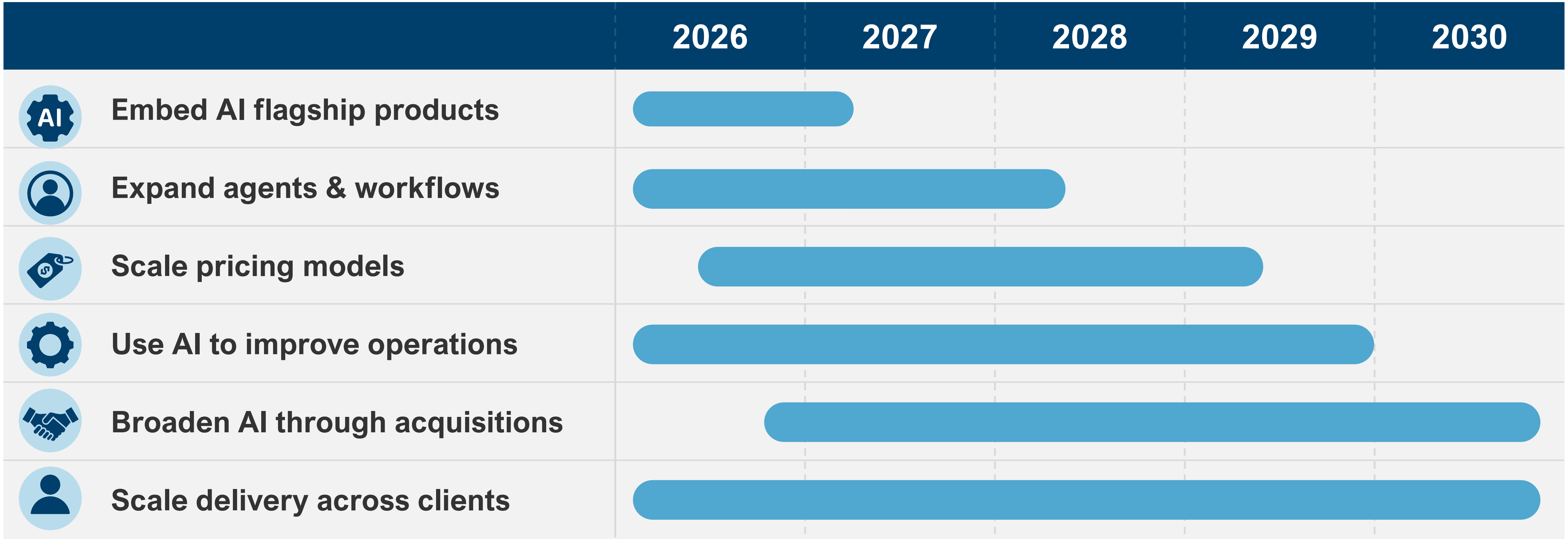
TRUSTED DELIVERY

Clients trust our delivery methodology with their mission-critical systems.

Mission-critical proven

Our Roadmap:
Scaling AI Across Products, Pricing and Delivery

A multi-year roadmap to embed, monetize and scale AI across Tyler



Tyler's AI opportunity builds over time – from product embedding to monetization and scaled delivery

Market Proof Points: Tyler's Strategy Is Working

We have the scale, trusted relationships and early proof points to drive meaningful AI revenue.

LARGE ATTACH OPPORTUNITY

16,000+

installs across U.S. state and local government

STRONG RECURRING FOUNDATION

$2.0B

recurring software revenue base to attach AI upsells

Early deals demonstrate that AI can deliver meaningful value – and become a new, incremental ARR layer on top of Tyler's existing relationships.

With tools like Tyler's Document Automation, we're starting to look at our labor budget as software budget.

TARRANT COUNTY, TEXAS

Market Proof Points: Tyler’s Strategy Is Working

We have the scale, trusted relationships and early proof points to drive meaningful AI revenue.

LARGE ATTACH OPPORTUNITY

16,000+

clients across U.S. state and local government

STRONG RECURRING FOUNDATION

$2.0B

recurring software revenue base to attach AI upsells

EARLY AI MONETIZATION EXAMPLES

Client	AI Use Case	SoR ARR (System of Record)	ARR With AI	AI Uplift
Tarrant County, TX	Document Automation	$902K	**$1.3M**	**43%**

Early deals demonstrate that AI can deliver meaningful value – and become a new, incremental ARR layer on top of Tyler’s existing relationships.

Tyler's built-in governance, security controls, configurable workflows, and future integrations, reinforce the City's commitment to investing in technology for tomorrow, not just for today.

CITY OF DORAL, FLORIDA

Market Proof Points: Tyler's Strategy Is Working

We have the scale, trusted relationships and early proof points to drive meaningful AI revenue.

LARGE ATTACH OPPORTUNITY

16,000+

clients across U.S. state and local government

STRONG RECURRING FOUNDATION

$2.0B

recurring software revenue base to attach AI upsells

EARLY AI MONETIZATION EXAMPLES

Client	AI Use Case	SoR ARR (System of Record)	ARR With AI	AI Uplift
Tarrant County, TX	Document Automation	$902K	**$1.3M**	**43%**
Doral, FL	Resident Assistant	$190K	**$230K**	**21%**

Early deals demonstrate that AI can deliver meaningful value – and become a new, incremental ARR layer on top of Tyler's existing relationships.

> *AI is only as powerful as the data behind it. Our data lives in Tyler. Our workflows live in Tyler. That's where AI needs to be.*

PLACER COUNTY, CALIFORNIA

Market Proof Points: Tyler's Strategy Is Working

We have the scale, trusted relationships and early proof points to drive meaningful AI revenue.

LARGE ATTACH OPPORTUNITY

16,000+

clients across U.S. state and local government

STRONG RECURRING FOUNDATION

$2.0B

recurring software revenue base to attach AI upsells

EARLY AI MONETIZATION EXAMPLES

Client	AI Use Case	SoR ARR (System of Record)	ARR With AI	AI Uplift
Tarrant County, TX	Document Automation	$902K	**$1.3M**	**43%**
Doral, FL	Resident Assistant	$190K	**$230K**	**21%**
Placer County, CA	Supervision Assistant	$225K	**$475k**	**111%**

Early deals demonstrate that AI can deliver meaningful value – and become a new, incremental ARR layer on top of Tyler's existing relationships.

IN SUMMARY:

AI Strengthens Tyler's Moat and Enhances the Quality and Durability of Growth

- **Market behaves differently:** government AI rewards trust, workflow integration, and proven outcomes
- **Tyler is advantaged:** trust, workflow data, installed base, and Foundry ecosystem
- **Strategy widens the moat:** differentiate, deepen stickiness, monetize labor savings, lead adoption
- **Economics improve:** SaaS mix, AI ARR, labor TAM, margin, retention

If you were designing a company from scratch to win in government AI, **you would build Tyler.**

tyler technologies

Disciplined Capital Allocation Builds Long-Term Value

Lynn Moore

EXECUTIVE CHAIR, PRESIDENT & CHIEF EXECUTIVE OFFICER

AGENDA:

Disciplined Capital Allocation Builds Long-Term Value

1 **A Sturdy Foundation for Growth: Strengthened Balance Sheet and Expanding Free Cash Flow**

2 Disciplined Capital Allocation Unlocks Growth Opportunities and Enhanced Shareholder Value

Capital Deployment Since Last Investor Day Reflects Clear Priorities

STRONG CASH FLOW 2023-Q1 2026

$1.6B*

$995M

Debt Repayment

$360M

M&A

(including Q2 2026 For The Record acquisition)

$842M

Share Repurchases

(including Q2 2026)

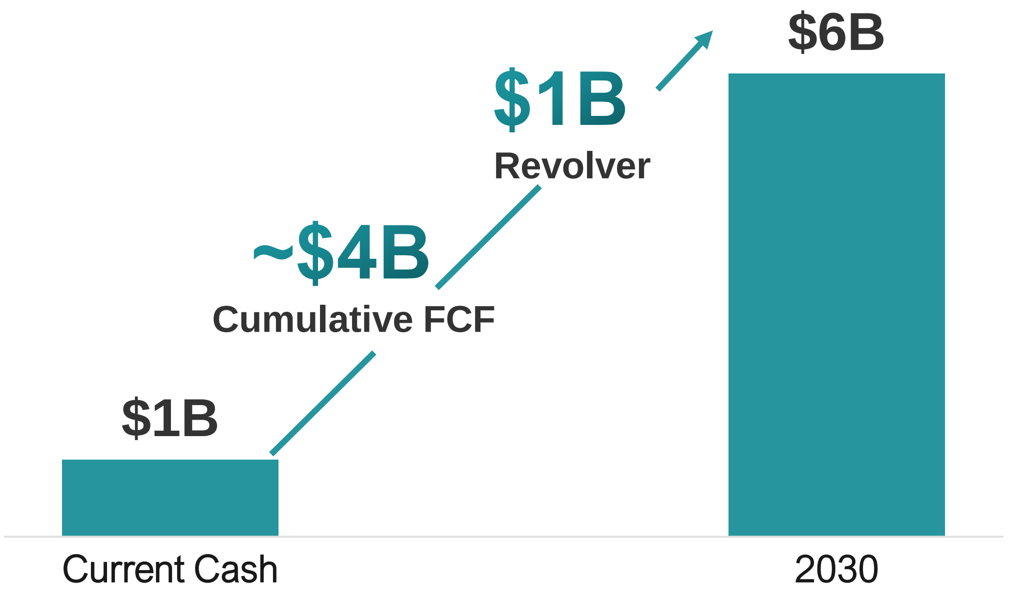
*After significant business investment

Strengthened Balance Sheet and Expanding FCF Create Significant Capital Firepower

New Capital Capacity

- Issued **$1.4B** convertible debt in May 2026 with 0.50% coupon
- Effective conversion price of **$655** after capped call option
- Extended and upsized revolving credit facility to **$1B**, providing additional cash firepower

Projected Firepower



AGENDA:

Disciplined Capital Allocation Builds Long-Term Value

1 A Sturdy Foundation for Growth: Strengthened Balance Sheet and Expanding Free Cash Flow

2 **Disciplined Capital Allocation Unlocks Growth Opportunities and Enhanced Shareholder Value**

Capital Allocation Priorities 2026 - 2030

1

Invest in organic growth

2

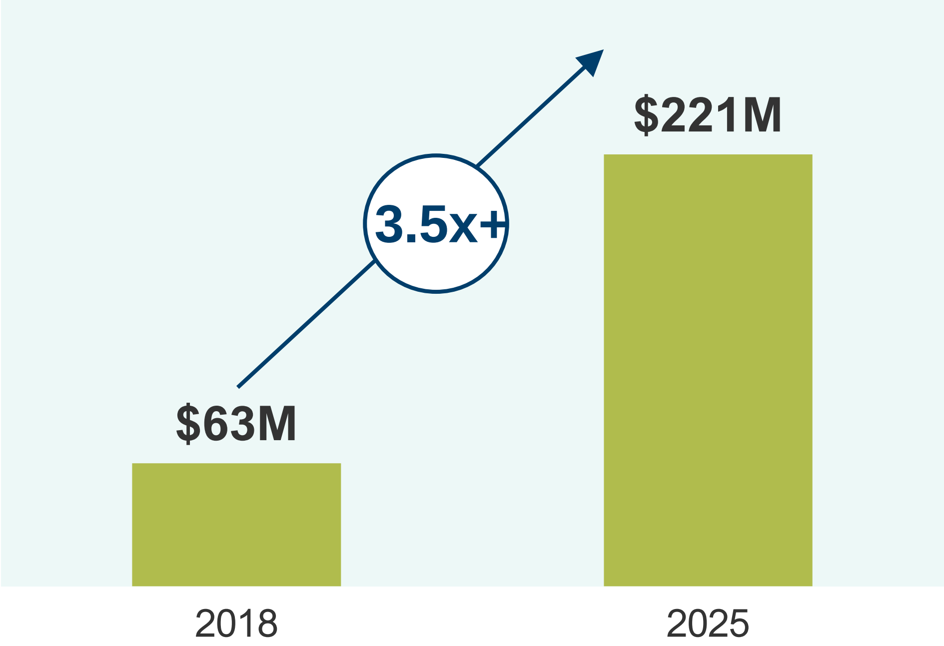
Strategic acquisitions

3

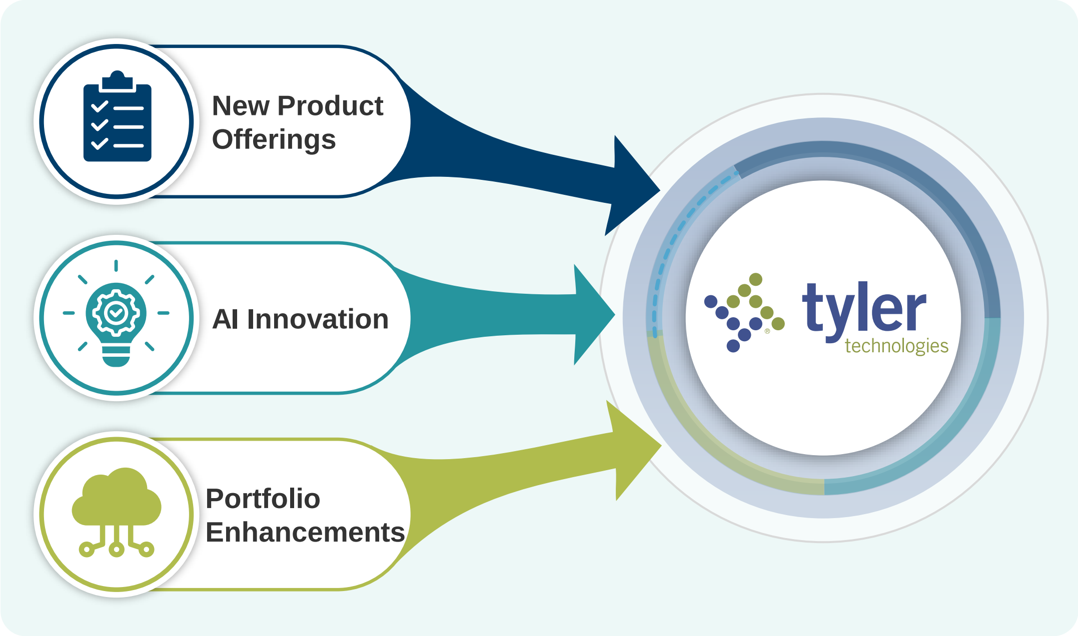
Opportunistic share repurchases

Organic Investment Supporting Durable Value Creation

R&D Capacity Expansion*



Further Strengthens the Moat



* Represents GAAP R&D expense plus capitalized software development

Platform Enhancing M&A within Clear Strategic and Financial Criteria

Strategic & Cultural Fit

- Pursue larger acquisitions and tuck-in acquisitions that deepen vertical workflows
- Broaden product portfolio and expand TAM
- Enhance AI capabilities
- Leverage transactions opportunities

Financial Discipline

- Valuation discipline – accretive to Tyler growth, earnings, and FCF within defined timeframe
- Clear, achievable synergy assumptions
- Rapid deleveraging post-transaction

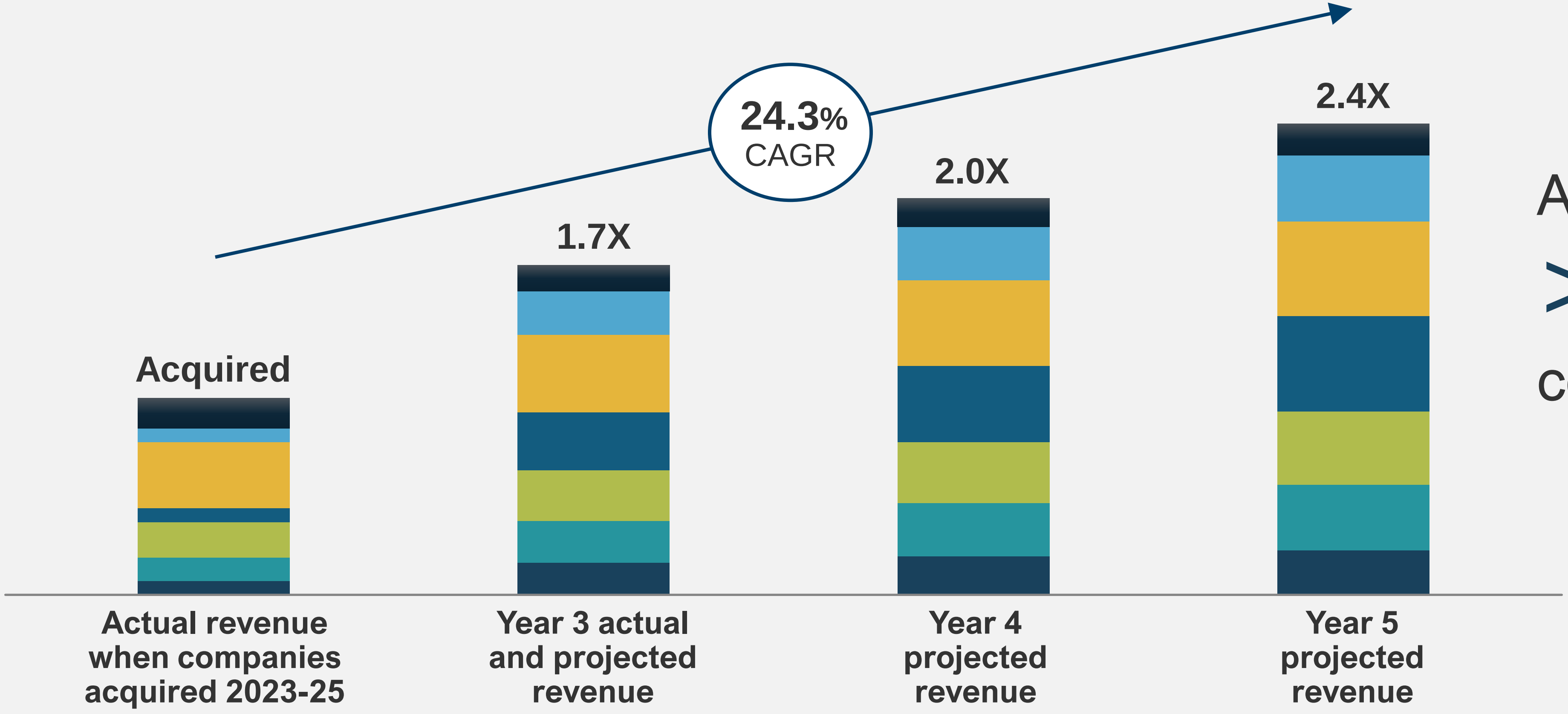
Integration Focus

- Proven integration playbook
- Retain talent and domain expertise
- Realize revenue synergies through installed base and sales organization
- Protect margin profile

PRIORITY 2

Our M&A Playbook Produces Faster-Growing, Scalable Revenue Streams

Actual and Projected Revenue of Acquisitions Completed 2023 - 2025



Acquisitions growing >2x faster than core business

PRIORITY 2

Q2 26 Acquisition of FTR Ticks All the Boxes

For The Record is a global leader in cloud-based courtroom recording and "legal-grade" speech-to-text technologies

Strategic Drivers	April 2026	Benefits
	For The Record™	
TAM Expansion	✓	• Enters digital recording + AI transcription category • Expands wallet share within existing courts • New market opportunities, incl. 3rd party data sharing, attorney access and insights, international
Strengthens the Platform	✓	• Unifies digital record + case file • Enables structured judicial intelligence • Creates a seamless courtroom ecosystem
Accelerates Growth through Installed Base & Channels	✓	• Cross-sell into Tyler's large installed base • Cross-sell Tyler suite into For The Record clients • Deepens penetration in Courts & Justice through a combined, differentiated solution set

Improved Strategic Positioning

- **Strengthens competitive moat of both solutions**
- **Embeds AI at source of data creation**
- **"Judicial Intelligence" – unifying case data with in-court proceedings**

tyler technologies

Opportunistic Repurchases Are a Disciplined Capital Allocation Tool

$1B Repurchase Authorization

$667M
spent since Feb 2026

~5%
of outstanding shares (2.1M)

$333M
authorization remaining

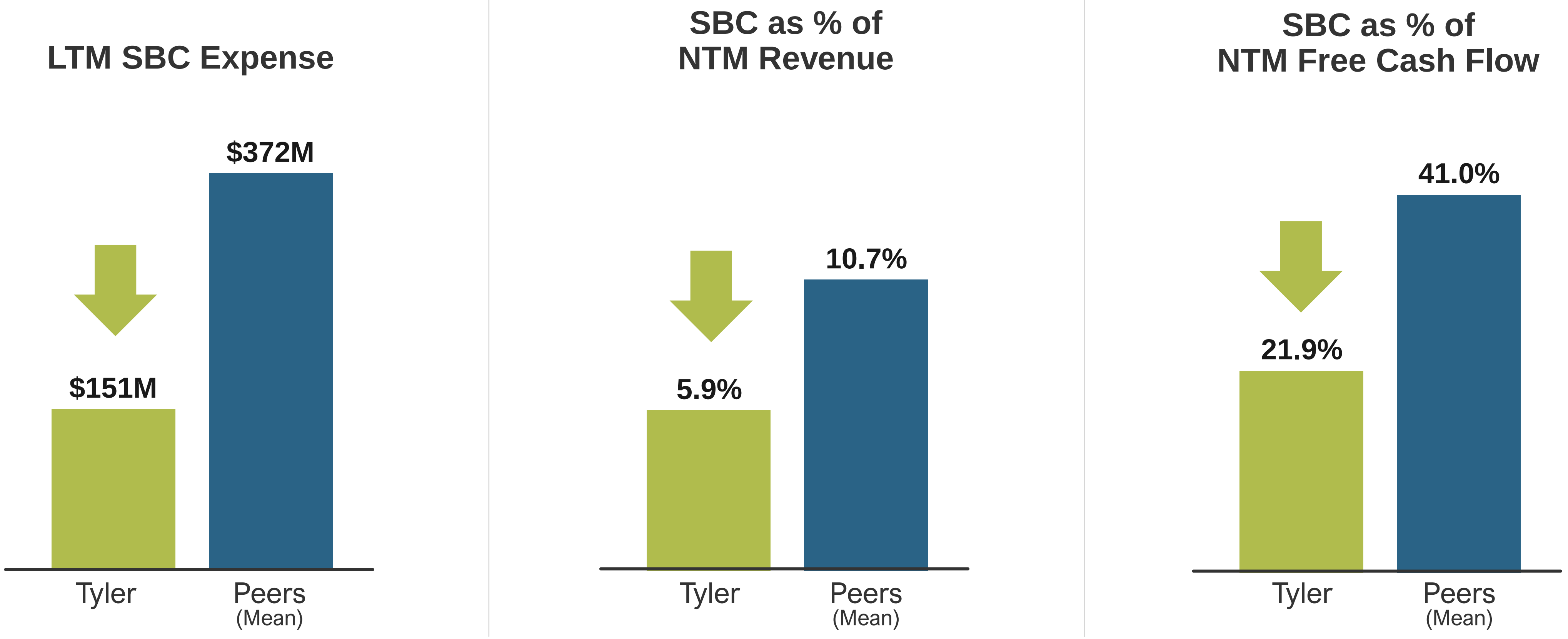
Our Approach

- Opportunistic relative to intrinsic value
- No fixed annual target
- Focused on long-term EPS accretion
- Executed through open market and 10b5-1 programs

Supports per-share growth while preserving capital allocation flexibility

Disciplined Approach to Stock-Based Compensation Stands Out Among Peers

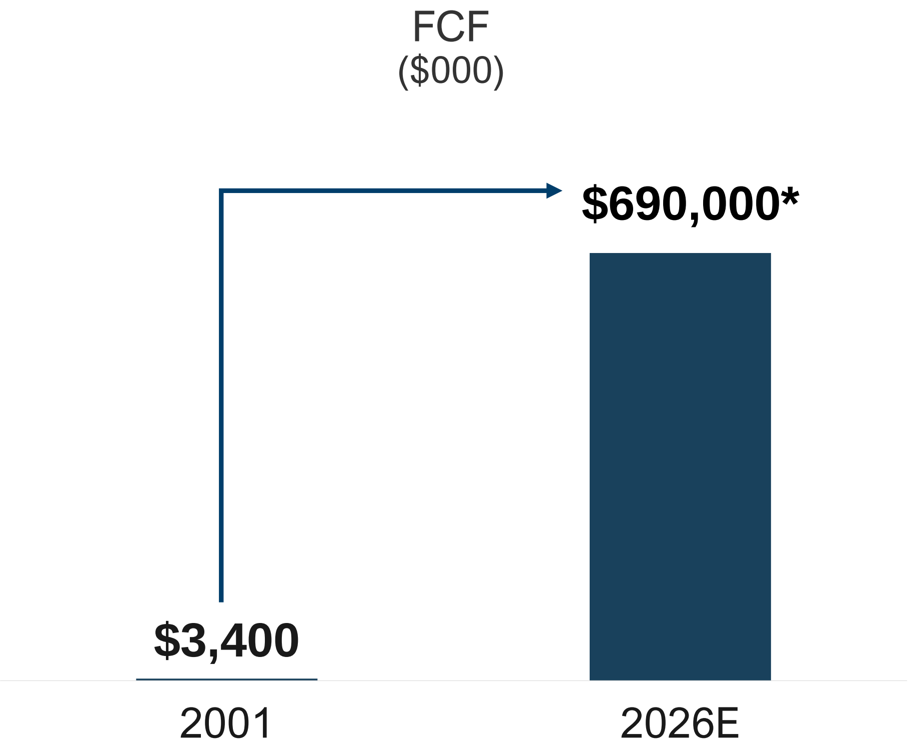
Stock-Based Compensation: Tyler vs Peers

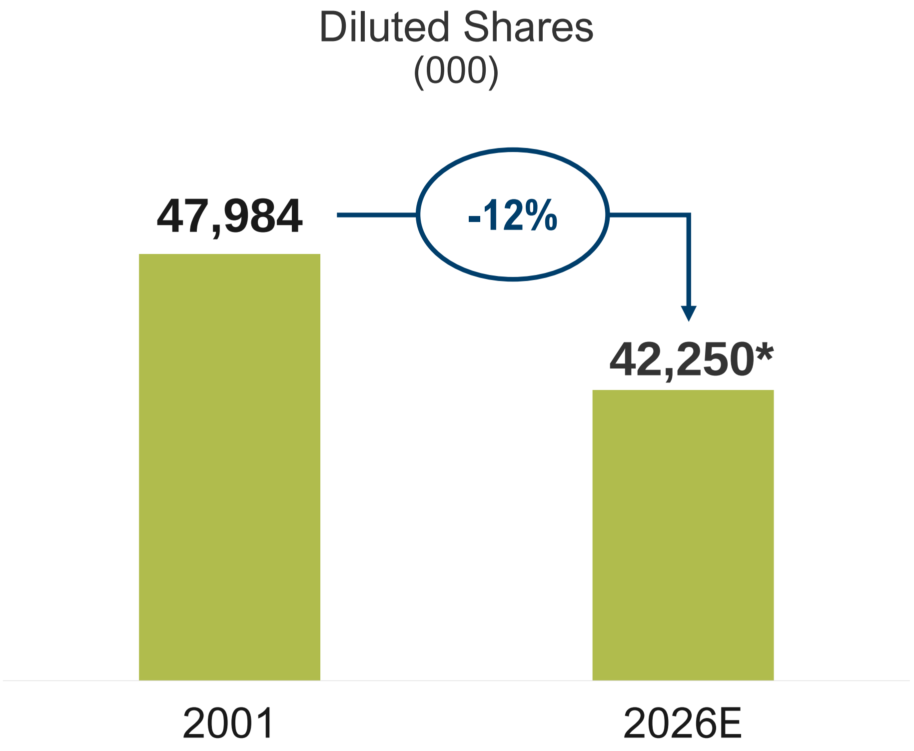


Source: FactSet. Peers include ADSK, AXON, BSY, CDNS, GWRE, MANH, PTC, VEEV

Opportunistic Share Repurchases Accelerate Shareholder Returns

Since 2001, Tyler's revenue has grown over 2000% while fully diluted shares have declined by 12%





* Represents 2026 annual guidance midpoint.

SUMMARY

Proven Capital Allocation Framework Driving Long-term Value

- Fortified balance sheet plus growing FCF engine provides flexibility across macro cycles
- Balanced use of FCF aligned to clear priorities
- Disciplined approach to equity a force multiplier for shareholder returns

Financial Update
2030 Outlook

Brian Miller

EXECUTIVE VICE PRESIDENT &
CHIEF FINANCIAL OFFICER

AGENDA:

Driving Multi-Year Growth

1 **Financial Update Since Our Last Investor Day**

2 Credible Path to Updated 2030 Targets

AGENDA:

Driving Multi-Year Growth

1 **Financial Update Since Our Last Investor Day**

2 Credible Path to Updated 2030 Targets

Execution Since Our Last Investor Day Has Strengthened Tyler's 2030 Financial Outlook

Our model is stronger, more visible, and more cash-generative

Financial Performance Tracking to Long-Term Objectives

Expanding recurring revenue
increasing durability and visibility

Margin expansion
pathway visible with cloud investment largely behind us

Advancing cloud transition
driving structural shift toward higher-quality subscription revenue

Higher FCF conversion
strengthening as cloud scale and payments leverage build

Strong SaaS growth trajectory
reinforcing long-term **10–12%** recurring revenue growth

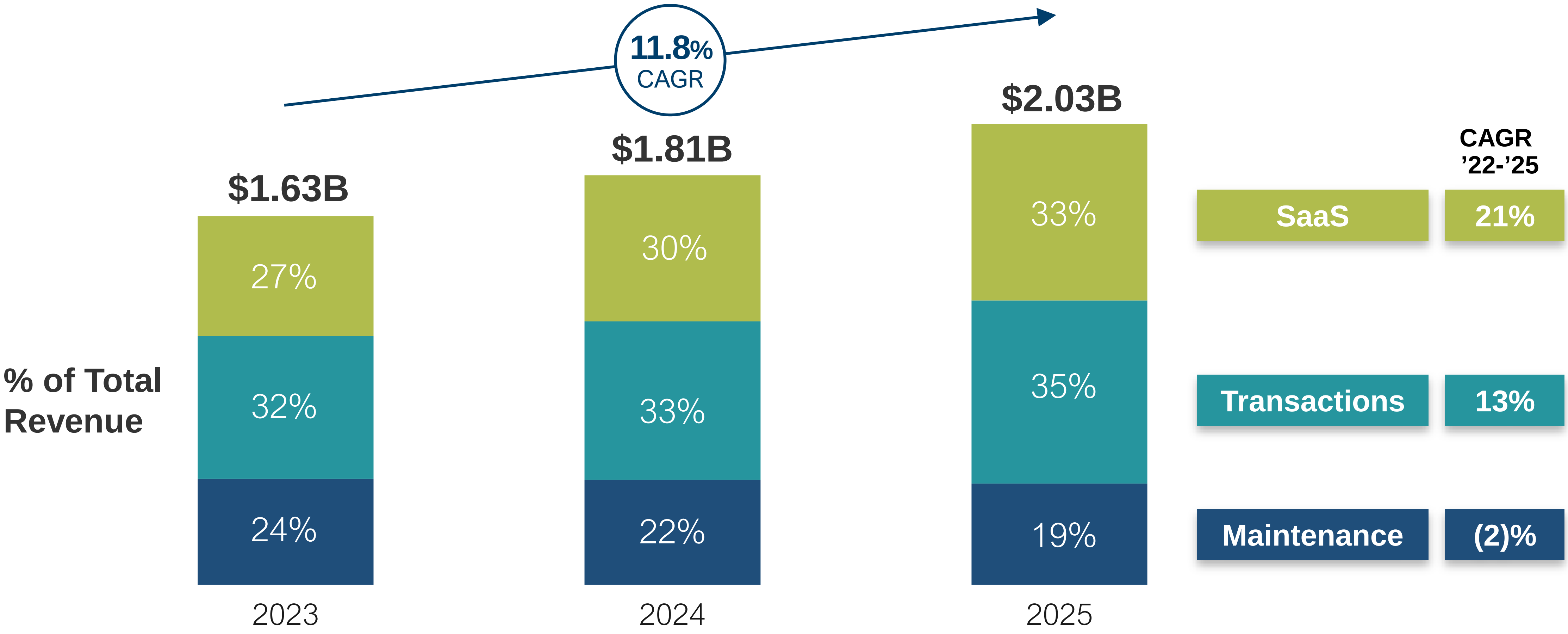
Execution since 2023 de-risks
2030 margin and $1.1B - $1.2B FCF objectives

Achieved All Key Metrics Outlined at Last Investor Day Ahead of 2025 Plan

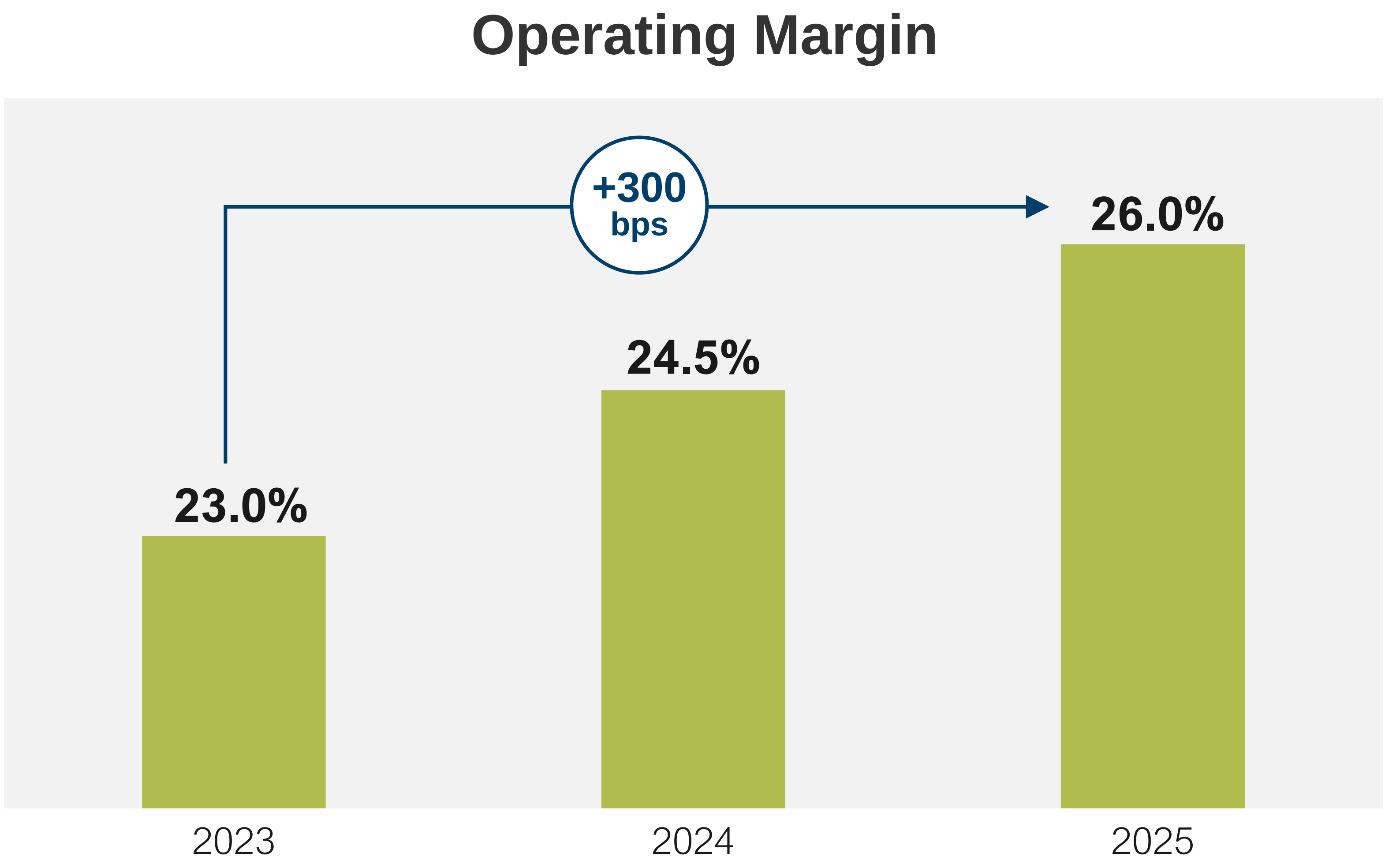
Revenue	2025E Last ID	Actual 2025	
Total Revenue	$2.3-2.4B	$2.33B	✓
% Recurring	86-87%	87%	✓
Total Recurring Revenue	$2.0-$2.1B	$2.03B	✓
Margin Profile	**2025E Last ID**	**Actual 2025**	
Revenue	100%	100%	✓
Non-GAAP Gross Margin	47-48%	49.6%	✓
S&M % of Revenue	~7%	6%	✓
G&A % of Revenue	~11%	10%	✓
R&D % of Revenue	~5%	8% [1]	✓
Non-GAAP Operating Margin	~25%	26%	✓
Free Cash Flow Margin	17-19%	27%	✓

1. Includes shift of headcount from COS to R&D and reduced capitalization of software development. Normalized for these changes, gross margin is 47.9% and R&D as a % of revenue is 5.8%.

Recurring Revenue Mix Shift Driving Higher-Quality Growth



Disciplined Growth Model Expanding Operating Margins



- Expanding recurring revenues
- Significant progress on cloud transition
- Leverage from expense discipline

Updated 2026 Annual Guidance – Raised

POST CONVERTIBLE DEBT OFFERING

Non-GAAP Diluted Earnings Per Share

Prior Annual Guidance Range
AS OF APRIL 29, 2026

$12.50 – $12.75

+$0.30
EPS increase

Updated Annual Guidance Range
AS OF JUNE 9, 2026

$12.80 – $13.05

Expected 2026 EPS Linearity

1H ~47%	2H ~53%

AGENDA:

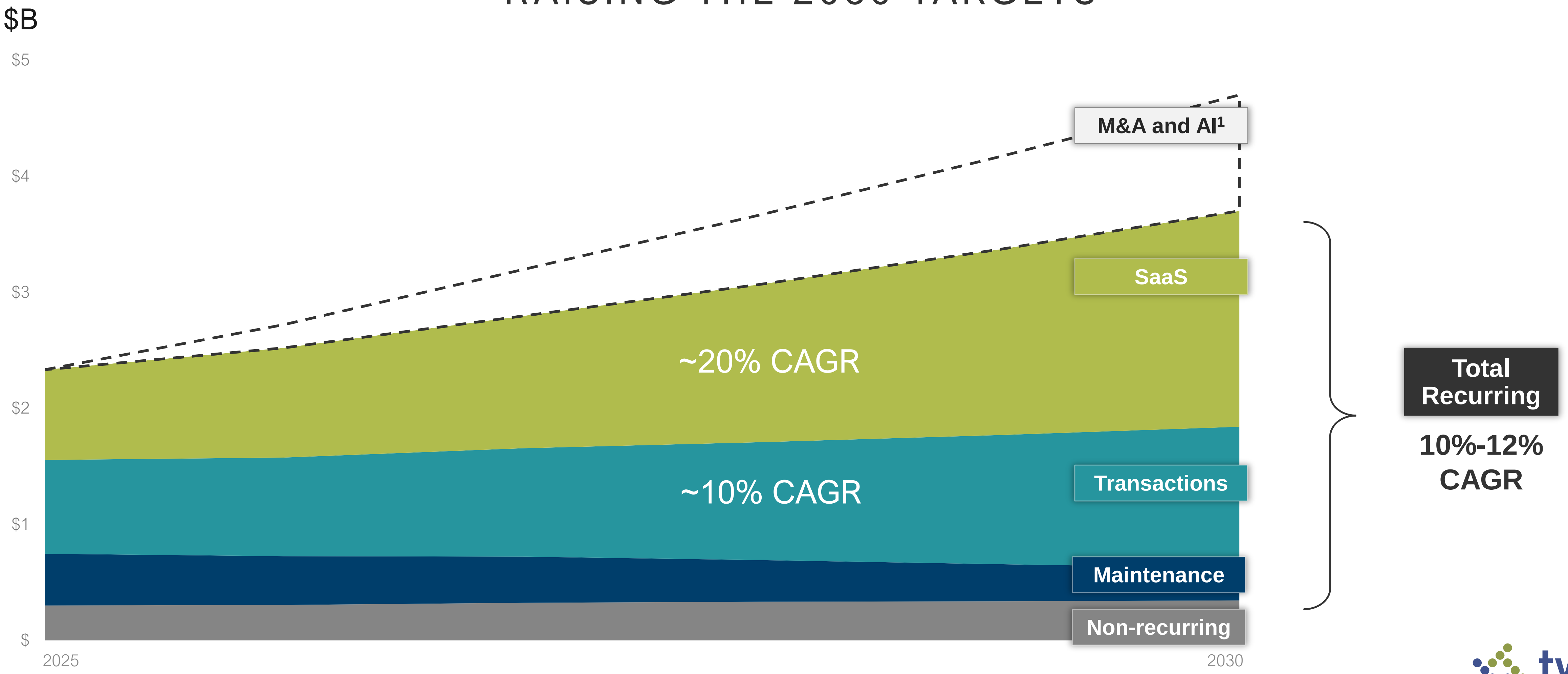
Driving Multi-Year Growth

1 Financial Update Since the Last Investor Day

2 **Credible Path to Updated 2030 Targets**

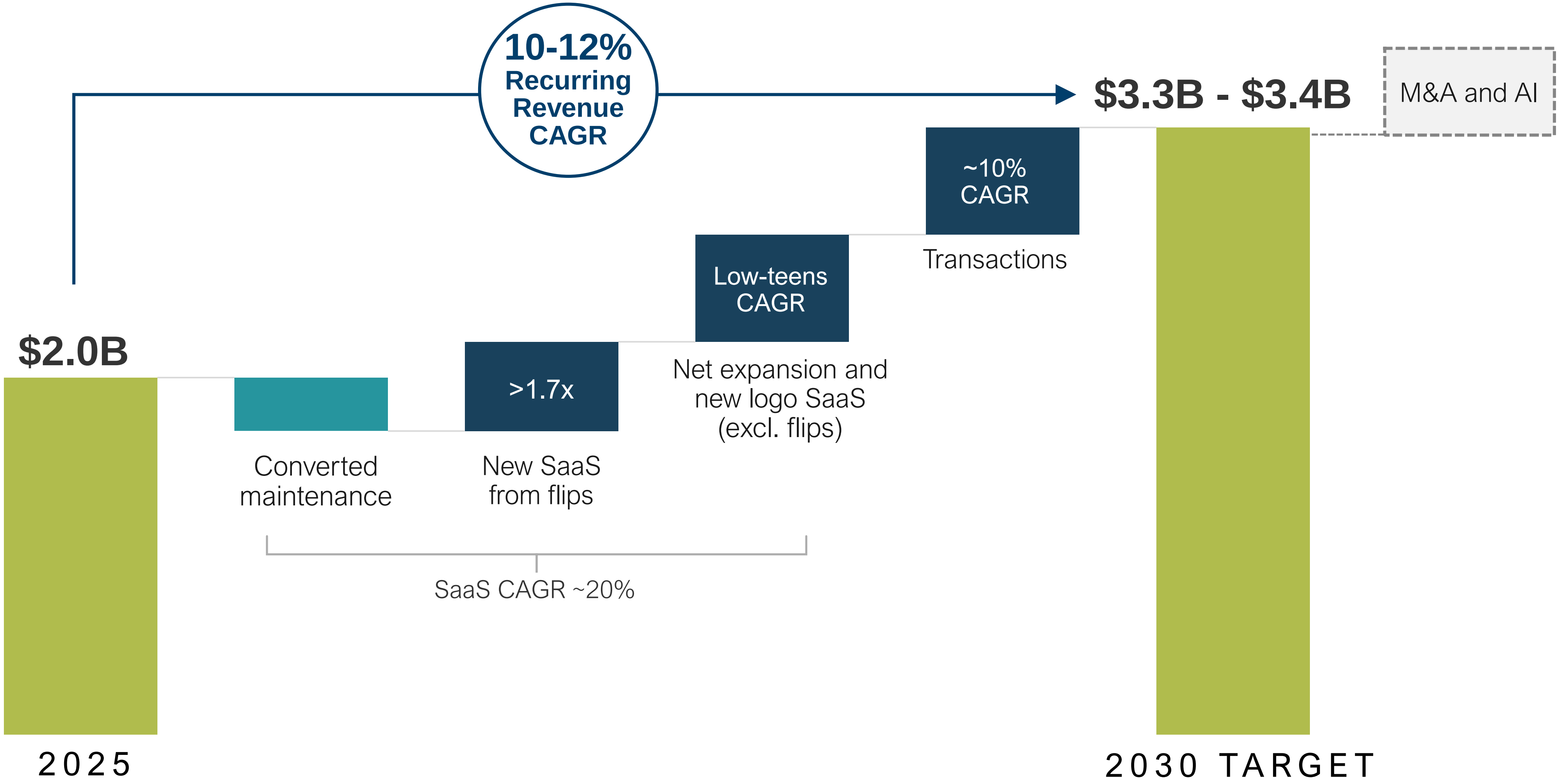
Recurring Revenue Momentum Continues With Double-Digit Growth

RAISING THE 2030 TARGETS

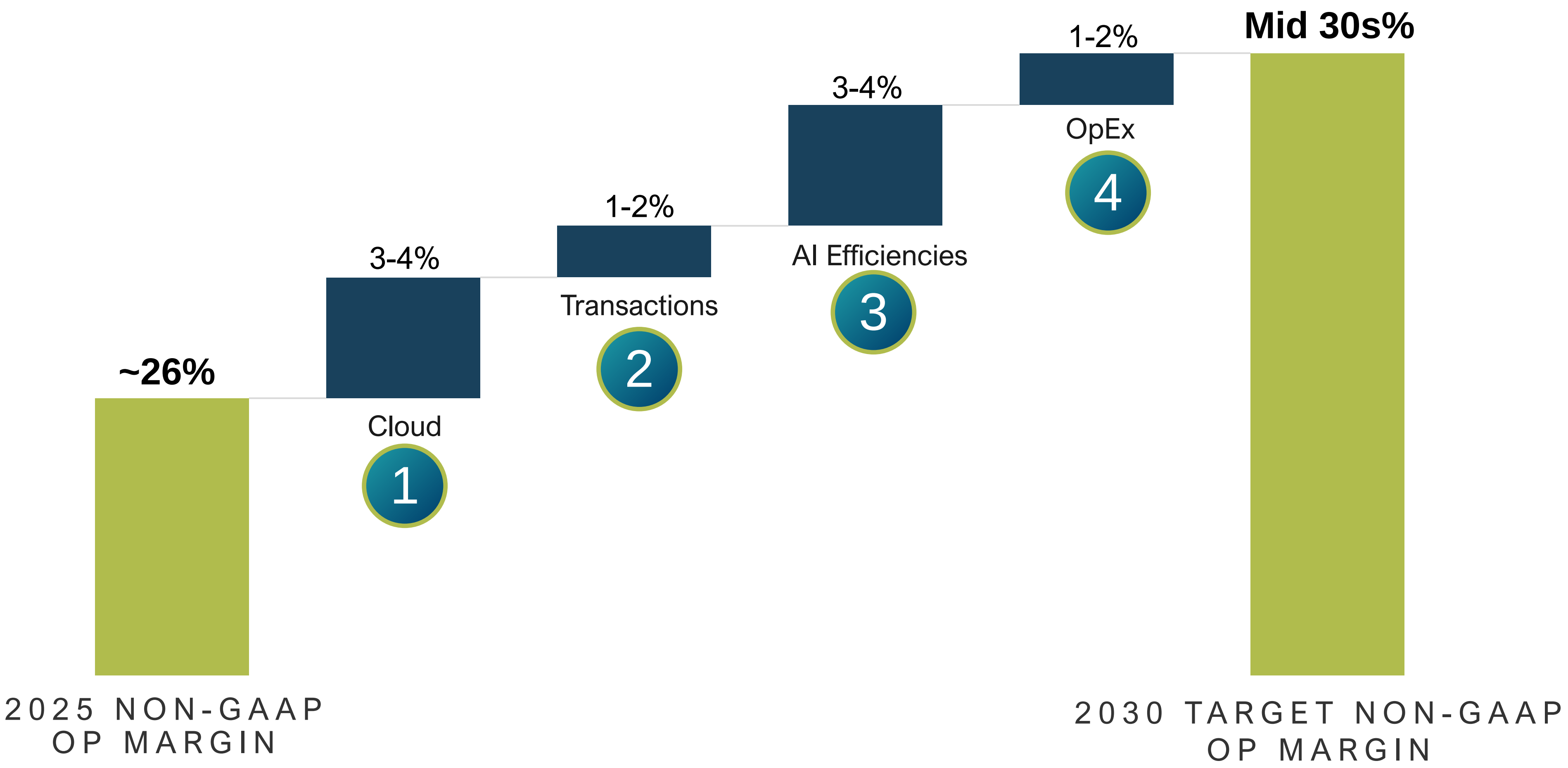


1. For illustrative purposes only.

The 10-12% Recurring Revenue Growth Algorithm Is Supported by Three Visible Drivers



Four Structural Drivers Support the Path to Higher Margins



DRIVER #1

Cloud Scale Unlocks Significant Margin Expansion

Key Margin Drivers

Higher-value recurring mix
as SaaS grows and maintenance converts

Lower infrastructure cost
from data center exit and AWS scale economics

Reduced complexity
from version consolidation and lower support burden

1

2026–2030 Margin Impact

+3-4 pts

from cloud scale and SaaS mix shift

DRIVER #1

Cloud Scale Unlocks Significant Margin Expansion

Key Margin Drivers

Higher-value recurring mix
as SaaS grows and maintenance converts

Lower infrastructure cost
from data center exit and AWS scale economics

Reduced complexity
from version consolidation and lower support burden

1

2026–2030 Margin Impact

+3-4 pts

from cloud scale and SaaS mix shift

Transactions Drive Margin Improvement

Key Margin Drivers

Higher transaction volume
as processed volume continues to scale

Better margin mix
from reduced low-margin commodity payments

Improved economics
through interchange optimization
and premium services

2

2026–2030 Margin Impact

+1-2 pts

from scale, optimization and mix improvement

DRIVER #3

AI Drives Efficiencies in Development & Delivery

Key Margin Drivers

Higher developer productivity
from agentic coding and shorter development cycles

Faster deployment and migration
through lower-effort implementations and faster time to value

Lower support cost
from AI-enabled resolution and higher first-contact close rates

3

2026–2030 Margin Impact

+3-4 pts

from productivity gains, faster delivery and lower cost to serve

tyler technologies

Leverage Across Operating Expenses

Key Margin Drivers

Lower incremental sales cost
as additional products are sold into the installed base

Scalable G&A infrastructure
across an expanding recurring revenue base

Growth without proportional headcount
through internal AI and existing back-office scale

4

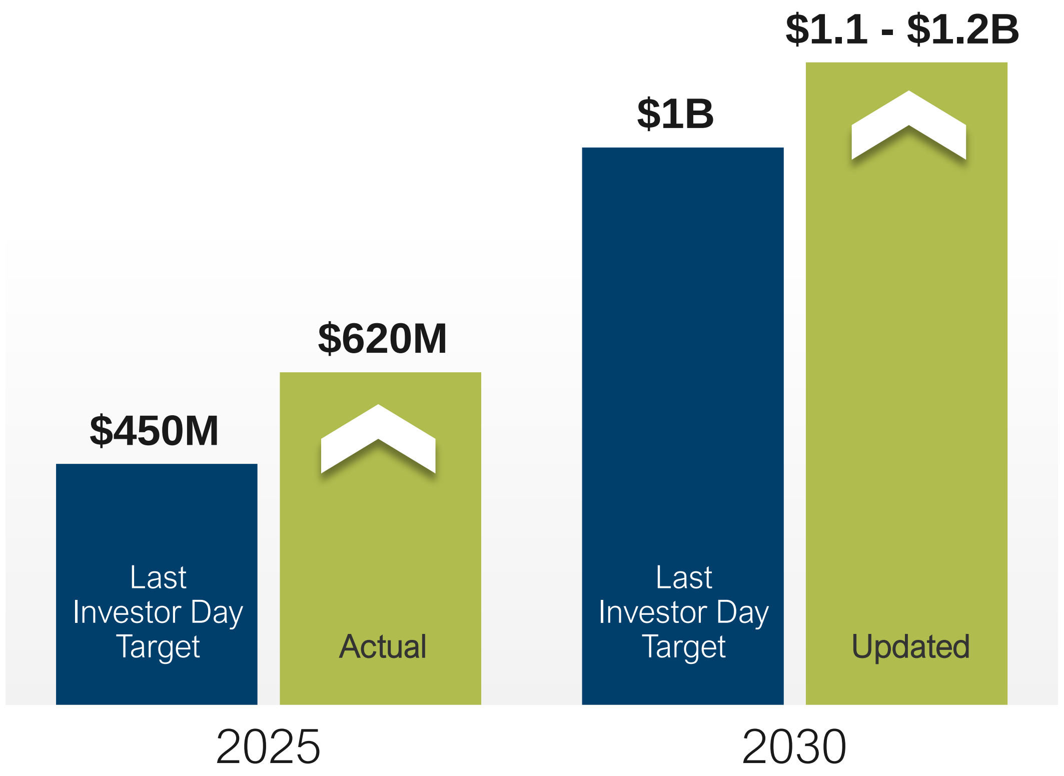
2026–2030 Margin Impact

+1-2 pts

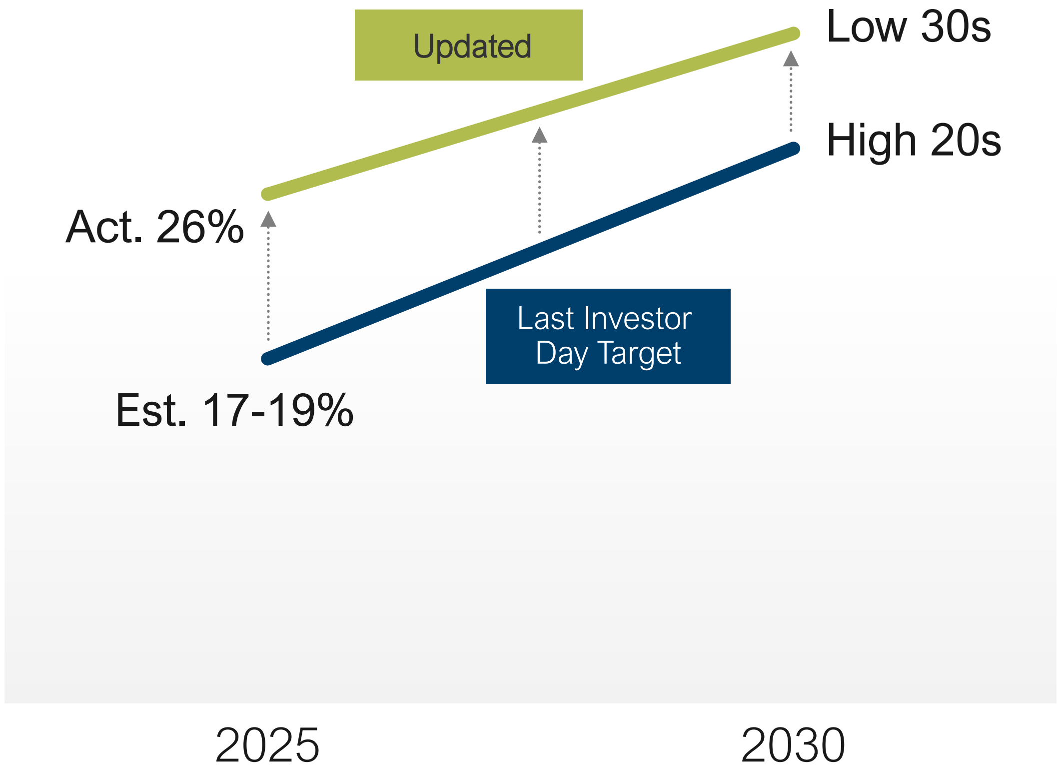
from installed-base leverage, scale and lower incremental cost

Tyler’s 2030 Model Now Delivers More Cash at Higher Margins

Free Cash Flow $



Free Cash Flow Margin



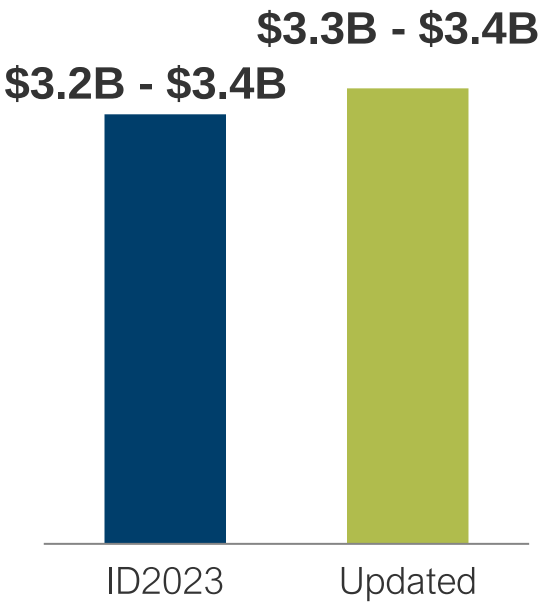
Tyler's 2030 Financial Targets

Revenue	2030E Last ID	Updated 2030E	Change from Last Investor Day
Total Recurring Revenue	$3.2-3.4B	$3.3-3.4B	Increased
% Recurring	~90%	90+%	Increased
Total Revenue	$3.6-3.8B	$3.6-3.7B	Within Range
Margin Profile			
Revenue	100%	100%	
Non-GAAP Gross Margin	53-55%	59-60%	Improved
S&M % of Revenue	6-7%	~6%	Improved
G&A % of Revenue	9-10%	~9%	Improved
R&D % of Revenue	~5%	~10%	Improved
Non-GAAP Operating Margin	30+%	Mid 30s%	Improved
Free Cash Flow Margin	High 20s	Low 30s	Improved

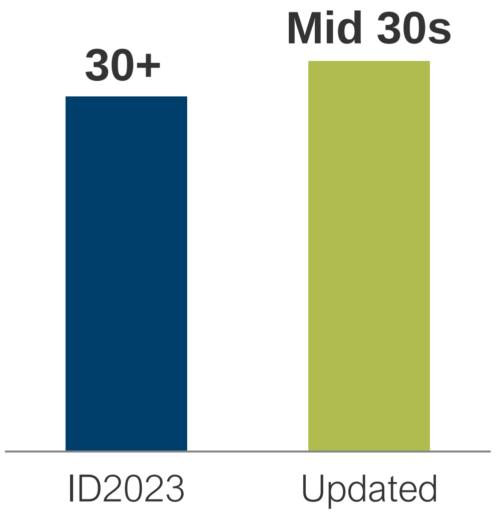
tyler technologies

Execution Since 2023 Supports Higher 2030 Outcomes

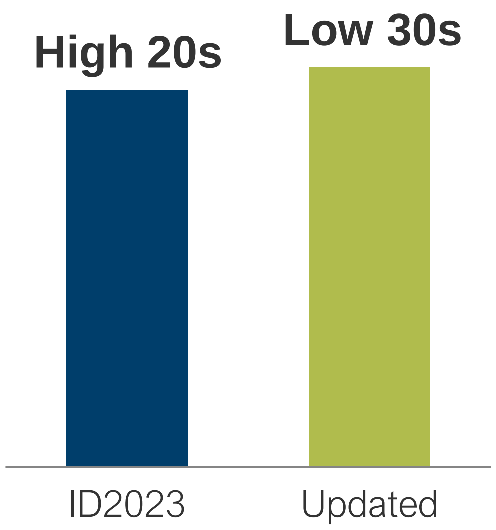
2030 Recurring Revenue



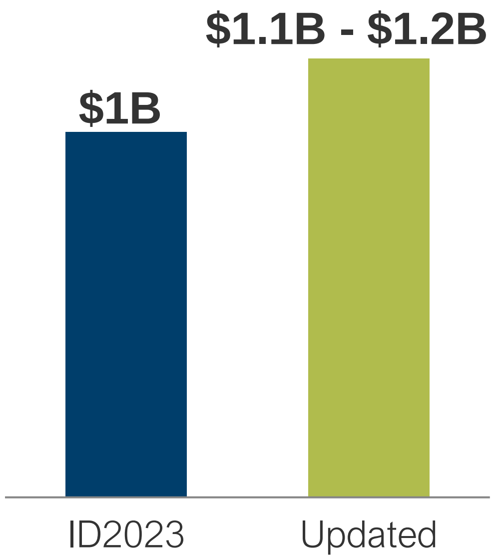
2030 Operating Margin (%)



2030 Free Cash Flow Margin (%)



2030 Free Cash Flow



How Success Will Be Measured Going Forward

Recurring Revenue

10-12%
organic CAGR

>90%
recurring revenue mix by 2030

Free Cash Flow

Low 30s%
FCF margin

$1.1B - $1.2B
FCF by 2030

SUMMARY

Financial Discipline and Execution Underpin Refreshed 2030 Targets

- Credible path to updated 2030 targets with clear growth and margin expansion drivers
- Continued success measured by growth in recurring revenue and cash flow

tyler technologies

Q & A SESSION 2

Enduring Advantage Driving Durable Growth

Lynn Moore
Executive Chair, President &
Chief Executive Officer

Brian Miller
Executive Vice President &
Chief Financial Officer

Jeff Puckett
Chief Operating Officer

Franklin Williams
Chief Artificial Intelligence Officer

Rusty Smith
Group President
Local Government & Schools

TYLER HAS BECOME A STRUCTURALLY STRONGER COMPANY

1. **Durable market:** Mission-critical public-sector demand remains strong
2. **Defensible position:** Tyler's breadth, trust, installed base difficult to replicate
3. **Visible growth:** SaaS, Transactions, AI, M&A create multiple growth levers
4. **Model shift:** Recurring revenue, margins, and FCF structurally higher
5. **Higher confidence:** Execution since 2023 – path to stronger 2030 outcomes

tyler technologies

Feedback on Today's Event

Thank you for joining us for our 2026 Investor Day. We hope you found it informative.

Your feedback is important to us, so we would appreciate it if you could complete a brief survey. It should take only 2-3 minutes. All responses are anonymous.

The survey will be available online for the next 5 days, so please complete it as soon as possible. We will then tabulate the results and share them with our management team.

Here is the link to the survey.

Tyler Investor Day Fast Feedback – Fill out form

SCAN THIS QR CODE

Thank You

Appendix

Non-GAAP Reconciliations

Reconciliation of non-GAAP gross profit and margin	2025
GAAP gross profit	1,083,700
Non-GAAP adjustments:	
Add: Share-based compensation expense included in cost of revenues	36,129
Add: Amortization of acquired software	37,435
Non-GAAP gross profit	1,157,264
GAAP gross margin	46.5%
Non-GAAP gross margin	49.6%

Reconciliation of non-GAAP operating profit and margin	2025	2024	2023
GAAP operating profit	357,676	299,526	218,537
Non-GAAP adjustments:			
Add: Share-based compensation expense	151,276	122,813	108,338
Add: Employer portion of payroll tax related to employee stock transactions	2,966	3,606	1,873
Add: Acquisition-related costs	714	29	409
Add: Restructuring costs and other	165	1,250	8,220
Add: Amortization of acquired software	37,435	36,964	36,062
Add: Amortization of other intangibles	56,419	59,627	74,632
Non-GAAP operating profit	606,651	523,815	448,071
GAAP operating margin	15.3%	14.0%	11.2%
Non-GAAP operating margin	26.0%	24.5%	23.0%

Detail of share-based compensation expense	2025	2024	2023
Cost of revenues	36,129	31,322	26,607
Sales and marketing expense	14,772	12,840	10,118
General and administrative expense	83,713	78,651	71,613
Research and development expense	16,662	-	-
Total share-based compensation expense	151,276	122,813	108,338

Reconciliation of free cash flow and margin	2025	2024	2023	2001
Net cash provided by operating activities	653,543	624,633	380,440	12,744
Less: additions to property and equipment	(16,015)	(20,535)	(20,519)	(3,101)
Less: investments in software development	(16,778)	(29,401)	(32,490)	(6,225)
Free cash flow	620,750	574,697	327,431	3,418
Free cash flow margin	26.6%	26.9%	16.8%	2.9%

Reconciliation of non-GAAP sales and marketing expense and percent of revenue	2025
GAAP sales and marketing expense	148,570
Non-GAAP adjustments:	
Less: Share-based compensation expense	(14,772)
Non-GAAP sales and marketing expense	133,798
GAAP sales and marketing expense percent of revenue	6%
Non-GAAP sales and marketing expense percent of revenue	6%

Reconciliation of non-GAAP general and administrative expense and percent of revenue	2025
GAAP general and administrative expense	316,447
Non-GAAP adjustments:	
Less: Share-based compensation expense	(83,713)
Less: Employer portion of payroll tax related to employee stock transactions	(2,966)
Less: Acquisition-related costs	(714)
Less: Restructuring costs and other	(165)
Non-GAAP general and administrative expense	228,889
GAAP general and administrative expense percent of revenue	14%
Non-GAAP general and administrative expense percent of revenue	10%

Reconciliation of non-GAAP research and development expense and percent of revenue	2025
GAAP research and development expense	204,588
Non-GAAP adjustments:	
Less: Share-based compensation expense	(16,662)
Non-GAAP research and development expense	187,926
GAAP research and development expense percent of revenue	9%
Non-GAAP research and development expense percent of revenue	8%