Q2 FY2026

Board Pack · Lattice Harbor Software

Quarter in brief

Q2 FY2026 operating results

Ending ARR

$214.3M

Ahead

Net revenue retention

116%

Ahead

Gross margin

79.8%

On plan

Qualified pipeline

$31.4M

Behind

Ending ARR trend

Q3 FY25 to Q2 FY26 · +$37.9M (+21.5%)

Q3 FY25

$176.4M

USD millions

Q4 FY25

$191.2M

USD millions

Q1 FY26

$202.0M

USD millions

Q2 FY26

$214.3M

USD millions

Operating priorities

Q2 FY2026

01 Fill EMEA enterprise account-executive seats by 31 July.

02 Review top pipeline opportunities weekly.

03 **Operating context:**

Growth remains ahead of plan while capacity and cycle time require action.

Decisions and review notes

Q2 FY2026

01 Approve EMEA capacity plan —

Board, due 24 june.

02 Rationale:

Capacity is the principal constraint on new-logo bookings.

03 Confirm launch cohort —

CPO.