

Management Team

Guidewire Software's management team combines proven expertise building and delivering applications for *Fortune* 1000 companies with deep knowledge of, and experience in, insurance and financial institutions.

Marcus Ryu, Chief Executive Officer

Marcus Ryu is Guidewire's Chief Executive Officer and President and has overall responsibility for our operations and strategic direction. Since co-founding the company in 2001, he has held a variety of roles for the company, including securing key customer relationships, communicating our distinctive value proposition, and defining our product strategy. He serves on our Board of Directors and has managed the engineering, sales, services, and strategy departments. Marcus has considerable experience analyzing the underwriting and claims operations of insurers and is a frequent speaker to industry audiences. Before Guidewire, Marcus was Vice President of Strategy at Ariba and an Associate and Engagement Manager at McKinsey. He has an A.B. from Princeton University and a B.Phil. from New College, Oxford University, where he was a Marshall Scholar. He also serves as an independent Director of Opower.

Richard Hart, Chief Financial Officer

Richard Hart is Guidewire's Chief Financial Officer and has overall global responsibility for our Finance Operations. From March 2004 to November 2013, Richard served as Managing Director at Deutsche Bank, an investment bank. From 1999 to 2004, Richard served as an investment banker at Credit Suisse First Boston, an investment bank, most recently as Managing Director. Richard holds a J.D. degree from New York University School of Law and a B.A. in Physics from the University of Pennsylvania.

Mike Polelle, Chief Delivery Officer

Mike Polelle is Chief Delivery Officer and responsible for Guidewire's professional services including Consulting, Education, and Support. In this role he is responsible for ensuring customers obtain the maximum value and success in utilizing Guidewire solutions. Mike brings 25 years of experience of building and managing enterprise application services organizations, both in services only companies as well as end-to-end solutions providers. Prior to joining Guidewire Mike was Senior Vice President for Americas Services for JDA, a leading supplier of enterprise supply chain systems where he led the organization through several transformations including the merger with Red Prairie. Prior to JDA Mike served as Vice President of North American services for both Manugistics and QAD, and a variety of management positions at Accenture, Grant Thornton, and TDS. Mike holds a B.S. In Applied Math, Engineering, and Physics from the University of Wisconsin and an M.B.A. in Operations Management from the University of Minnesota.

Priscilla Hung, Chief Administrative Officer and Senior Vice President, Corporate Development

Priscilla Hung is responsible for Guidewire's general operations and administration, including corporate development and strategy, technology alliances, sales operations, information systems and technology, human resources, corporate services, legal, and real estate. Priscilla has extensive enterprise software experience at both startups and public companies. Before joining the company in 2005, Priscilla held several management positions at Ariba Inc. including the Director of Operations and Director of Global Channels and Alliances. Priscilla also previously held several channel, business development, and product marketing positions at Sun Microsystems, Uniface/Compuware, Pyramid/Siemens Nixdorf, and Oracle Corporation. Priscilla holds an M.Eng Industrial Engineering and Operations Research degree from Cornell University.

Brian Desmond, Senior Vice President, Marketing

Brian Desmond is responsible for the development and execution of Guidewire's global marketing efforts including demand creation, positioning, branding, and public relations. Brian joined Guidewire in 2006, and during his tenure the company has increased revenues by more than 300%, developed a customer base in 16 countries and had one of the most successful IPOs in 2012. Brian has more than 20 years' experience in the high tech industry. Prior to joining Guidewire, he served as Vice President of Marketing for PeopleSoft's Supply Chain solutions and served in a variety of marketing leadership and product marketing roles at Katera, Ariba and Tradex Technologies. Brian began his career at Accenture. He has a Bachelor of Commerce degree in Economics and Marketing from University College of Cork, Ireland.

Scott Roza, Chief Customer Officer and Senior Vice President, Worldwide Sales

As Chief Customer Officer, Scott Roza is responsible for Guidewire's worldwide customer facing team which includes sales, pre-sales consulting, value consulting, customer relationship management, and partner alliances. This team is focused on achieving alignment between Guidewire's market leading solutions and the transformation agendas of Property and Casualty insurers. Prior to Guidewire Scott served as Chief Executive Officer of Skytap, a cloud software company, which achieved 70%+ year over year growth for five consecutive years. Prior to Skytap, Scott was Vice President of Worldwide OEM and Channel Sales for Hewlett Packard/Opware's Business Service Automation business unit. Scott joined Opware when Opware acquired iConclude, an enterprise software company where Scott served as Vice President of Marketing and Business Development. Prior to iConclude, Scott served as Vice President, Sales and Marketing, for Advanced Digital Information Corporation, a public technology company, where his team more than doubled ADIC's branded business over 5 years. Scott has also worked for McKinsey and Co., Ariba, and served 5 years in the United States Navy as a submarine officer. Scott holds a B.S. degree in Marine Engineering from the United States Naval Academy, an M.S. degree in Mechanical Engineering from University of Maryland, an M.S. degree in Mechanical Engineering from Massachusetts Institute of Technology, and an M.B.A. from Massachusetts Institute of Technology's Sloan School.

Alex Naddaff, Senior Vice President, Programs

In his role as Senior Vice President, Programs, Alex Naddaff leads Guidewire's Market Insight and Delivery team which works directly with customers to understand market needs and is responsible for Guidewire's go-to-market product execution. Alex has served as Guidewire's Vice President of Professional Services from 2002 - 2014, building the group from a one person operation into a 500+ person strong global organization working in over 21 countries. He has played a key role in designing technology solutions for the insurance industry and ensuring successful customer implementations. Alex brings more than 20 years of experience building, implementing, and managing mission-critical systems for major financial institutions. As Vice President of Claims Technology at Hartford Financial Services, Alex established a multi-year strategic direction and led the implementation of claim technology for more than 6,000 claims people supporting the auto, property, general liability, and workers' compensation business lines. Prior to the Hartford, he was First Vice President of Credit Systems at MBNA America, where he developed systems for credit line management, credit application processing, and imaging. He was previously a Vice President at J. P. Morgan. Alex has a B.S. from Wagner College.

Steven Sherry, Group Vice President, Americas Sales

Steven Sherry has a successful track record of enterprise application sales management at large enterprise software companies. As Guidewire's Group Vice President, Americas Sales, Steve manages the Company's sales activities throughout the United States, Canada and South America. Prior to his role at Guidewire, Steve served as Area Vice President for Oracle Corporation. Steve spent nine years in sales management at Oracle with a very successful track record. Prior to Oracle, Steve served as Vice President, Worldwide Sales for Siemens Corporation. While at Siemens, Steve ran sales for a \$350 million software division. Steve has a B.S. in Marketing and Business from Arizona State University.

Ian Tavener, Vice President, Asia Pacific

Ian Tavener has lead Guidewire's operations in Asia Pacific since joining the company in 2004. He has been responsible for Guidewire's entry into the APAC markets, growing our customer base and building our teams in Sydney, Hong Kong, Beijing and Tokyo. He is responsible for sales and market entry strategy and is a passionate advocate at Guidewire headquarters for the needs of insurance companies in the region. Prior to Guidewire, Ian has been responsible for APAC operations of Xchange Inc. (formerly Exchange Applications), and ANZ operations of MRO Software (formerly PSDI). Ian holds a BSc. and MEng. in Electrical and Electronic Engineering from the University of Bath.

Keith Stonell, Managing Director, EMEA

Keith Stonell joined Guidewire in January 2013 as the new Managing Director of EMEA. Keith is based in our London office and has the very important task of leading the next phase of investment to further develop the EMEA business for Guidewire. Keith joined Guidewire from Temenos Software where he led a portion of their European and Emerging Markets Operations. Previous to Temenos, Keith acted as the managing Director for EMEA for the Financial Services Division of Misys PLC. Both Temenos and Misys are large enterprise software companies selling core systems to the financial services industry. Prior to this, Keith has run Software operations in Asia Pacific. He has a BSc Econ from Southampton University.

Neil Betteridge, Vice President, Strategy

As Guidewire's Vice President of Strategy, Neil Betteridge is responsible for shaping Guidewire's strategic direction. Previously, Neil held the role of Guidewire's Director of Product Marketing where he was instrumental in the marketing strategy, positioning, and direction of Guidewire's product suite. Neil has over 25 years of professional experience with the last two decades focused on development, implementation, marketing and management of technology solutions in the insurance industry. Prior to Guidewire, Neil was with Skywire Software (now Oracle), as Vice President of Product Management. Neil also served as Vice President of Marketing with InSystems. Earlier in his insurance industry career, Neil held a variety of marketing and technical positions at other software providers. In addition to his professional experience, Neil holds a Bachelor of Science in Mathematics and Computer Science from McGill University.

Ali Kheirloom, Chief Product Officer

Ali Kheirloom is Guidewire's Chief Product Officer and is responsible for Guidewire's development organization. Ali joins Guidewire from Serena Software where he was responsible for product development and product strategy. Prior to Serena, Ali was co-founder and Vice President of Development/Chief Technology Officer for Avinon where he oversaw the development of the company's highly regarded NetScenario software for Web services application assembly. Before Avinon, he was Vice President of Product Management at Mosaix. There he defined the company's product strategy and was the driving force behind the development of its leading-edge process automation product, which subsequently became the foundation for the CRM initiative at Lucent Technologies (now Avaya, Inc.). Ali is a past recipient of *ComputerWorld* Premier 100 IT Leaders and Premier 20 Innovators awards. Ali holds a BS in Computer Engineering from the University of California in Santa Cruz.

Winston King, General Counsel and Secretary

Winston King is responsible for Guidewire's legal and corporate matters as General Counsel. Prior to Guidewire, Winston served as EVP, General Counsel & Secretary at Infogroup Inc., a multinational data, marketing services and research firm. Before going in-house, Winston was with WilmerHale, an international law firm, where he worked primarily in the corporate, M&A and securities enforcement areas. He also served as a clerk to Judge Bruce Selya on the US First Circuit Court of Appeals. Winston is a graduate of the Vanderbilt University School of Law, where he was elected to the Order of the Coif, and earned an economics degree with honors from Duke University.

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