Investor Overview and Financial Results

DATE

August 1, 2022

Forward-Looking Statements

This presentation 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, as amended, and the Private Securities Litigation Reform Act of 1995. Forward-looking statements include all statements that are not historical facts. In some cases, you can identify these forward-looking statements by the use of words such as "outlook," "believes," "expects," "potential," "continues," "may," "will," "should," "could," "seeks," "predicts," "intends," "trends," "plans," "estimates," "anticipates," or the negative version of these words or other comparable words. Any statements in this presentation regarding future revenue, earnings, margins, financial performance, cash flow, liquidity, results of operations, free cash flow, stock based compensation expense, depreciation and amortization expense, interest expense, capital expenditures, non-GAAP tax rates, or cash tax rates (including, but not limited to, the information provided under "Financial Results Overview - 2022 Guidance" and "Guidance"), our total addressable market ("TAM"), our future investments in R&D, innovation and product offerings, the potential impact of the COVID-19 pandemic and macroeconomic conditions on our business, future product or service offerings, expected customer growth or net retention, the integration and anticipated benefits of acquisitions to us and our customers, our acquisition strategy, future plans for further international expansion, and any other statements that are not historical facts are forward-looking statements. We have based our forward-looking statements on our management's beliefs and assumptions based on information available to our management at the time the statements are made. We caution you that assumptions, beliefs, expectations, intentions and projections about future events may and often do vary materially from actual results. Therefore, actual results could differ materially from those expressed or implied by our forward-looking statements.

Factors that could cause actual results to differ from those expressed or implied by our forward-looking statements include, among other things: future economic, competitive, and regulatory conditions, the COVID-19 pandemic, the successful integration of acquired businesses, and future decisions made by us and our competitors. All of these factors are difficult or impossible to predict accurately and many of them are beyond our control. For a further list and description of these and other important risks and uncertainties that may affect our future operations, see Part I, Item 1A - Risk Factors in our most recent Annual Report on Form 10-K filed with the Securities and Exchange Commission, which we may update in Part II, Item 1A - Risk Factors in Quarterly Reports on Form 10-Q we have filed or will file hereafter. Our forward-looking statements do not reflect the potential impact of any future acquisitions, mergers, dispositions, joint ventures, investments, or other strategic transactions we may make. Each forward-looking statement contained in this presentation speaks only as of the date of this presentation, and we undertake no obligation to update or revise any forward-looking statements whether as a result of new information, future developments or otherwise, except as required by law.

Business Model

Growing TAM

$100Bn

Estimated TAM[1]

Network Effects

>100M

Contact record events daily[2]

Business Model

>10x

LTV/CAC[3][4]

Delivering Durable Growth and Profitability at Scale

Scale

$1.07B

Annualized Q2 2022 Revenue

Growth

54%

Q2 2022 YoY Revenue Growth

Retention

116%

FY 2021 Net Revenue Retention rate[6]

Cash Flow

$108M

Q2 2022 Unlevered Free Cash Flow[5]

Profitability

40%

Q2 2022 Adj. Operating Income Margin[5]

Large Customers

1,763

Customers w/ >100K ACV[2]

1. See footnote on slide 11.
2. As of or through June 30, 2022 as applicable
3. For the trailing twelve month period ended June 30, 2022
4. "LTV" is average lifetime value expected from a customer. "CAC" is our average customer acquisition cost
5. GAAP to non-GAAP reconciliations available in the non-GAAP reconciliations section of this presentation
6. For the trailing twelve month period ended December 31, 2021

Sales and Marketing is Still Inefficient

Sales reps need critical questions answered before they can sell

"Is it a parent or a subsidiary?"

"Is this company in my territory?"

"Is this company a high priority target?"

"Do they use a competitive technology?"

"Who is the decision maker?"

"How can I reach this contact?"

"What do I know about this contact?"

Constant change amplifies inefficiency

The business world is always changing

People leave their jobs

↓

Companies get acquired

↓

Teams grow and change roles

↓

New targetable companies every day

1. According to 2018 Salesforce State of Sales report

Best-of-Breed in a Unified Platform: RevOS

ZoomInfo Aligns Marketing and Sales Tech Stack in a Unified Platform

Category	zoominfo Solutions	zoominfo Market Reputation
Contact Data	220m+ Contacts	#1 for Lead Intelligence by G2
Company Data	100m+ Companies	#1 in Market Intelligence by G2
Technographics	30k+ Individual Technologies	#1 in Sales Intelligence by G2
Intent	Streaming Intent	#1 in Buyer Intent Data Tools by G2
Conversation Intelligence	Chorus	#1 in Conversation Intelligence for Enterprise by G2
Sales Engagement	Engage	A Leader in Sales Engagement Software by G2
Pipeline Forecasting	Chorus Momentum	A Leader in Sales Coaching Software by G2
Conversational Marketing	Chat	High Performer in Conversational Marketing by G2
Enrichment	Enrich	A Leader in B2B Marketing Data in Forrester Wave
Audience Solutions	Targeted Audiences	#1 for Marketing Account Intelligence Software by G2
Account-Based Marketing	ABM	A Leader in B2B Marketing Data in Forrester Wave
Data Orchestration	RingLead	A Leader in Data Quality Software by G2
Key Contact Tracking	Tracker	#1 Sales Intelligence Solution with Key Contact Tracking by G2
Site Visitor Identification	WebSights	A Leader in Visitor Identification by G2

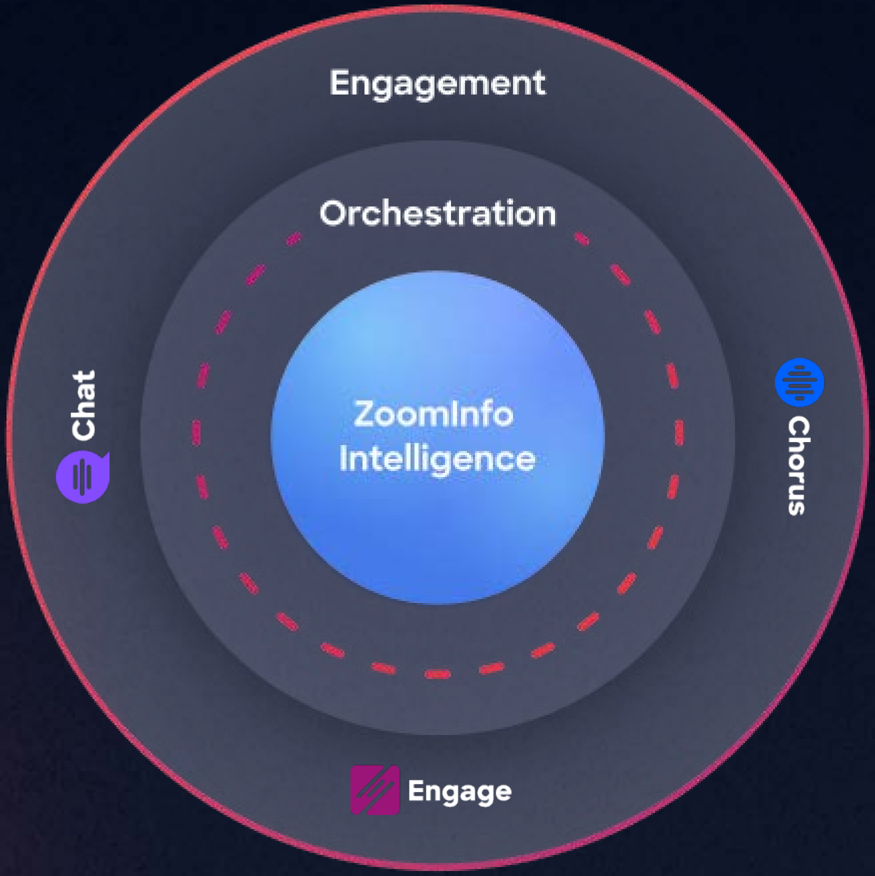
RevOS The Modern Revenue Operating System

MarketingOS

Display and Social Advertising
Account-Based Marketing
Website Chat
Form Enrichment
Abandoned Form Tracking
Audience Solutions

TalentOS

Recruitment Intelligence
Recruitment Automation
Talent Engagement
Talent Pool Management
Employer Branding
Recruitment Marketing



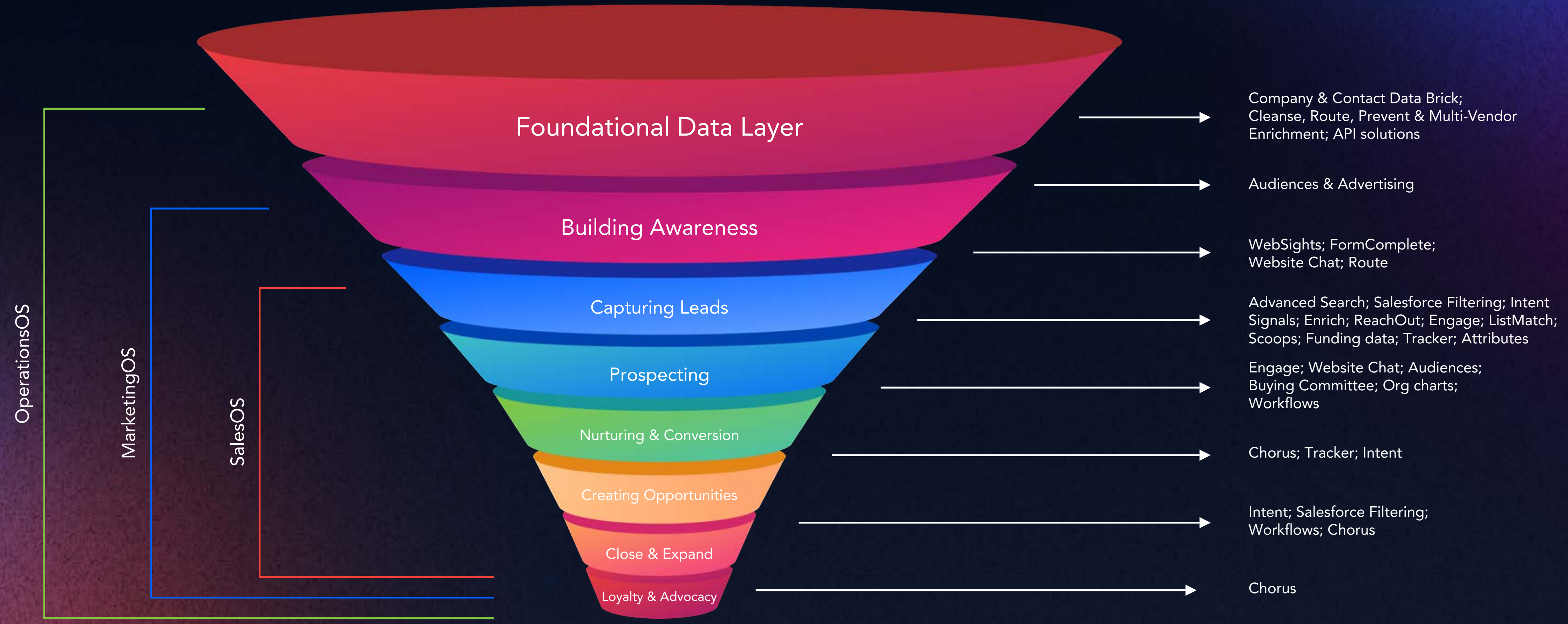
SalesOS

Sales Intelligence
Buyer Intent Data
Key Contact Tracking
Conversation Intelligence
Pipeline Forecasting
Sales Engagement
Website Chat

OperationsOS

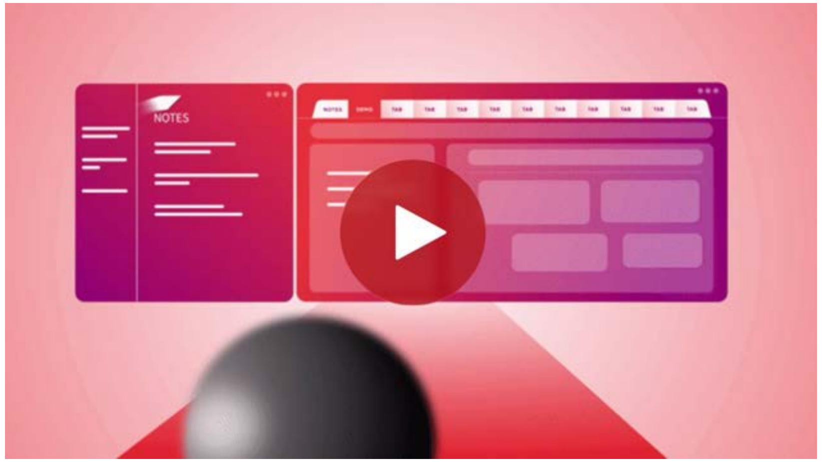
Data-as-a-Service
Data Quality Management
Lead-to-Account Matching
Enrichment
Routing
Email Verification

The Modern Revenue Operating System



Product Vision and Privacy Leadership

ZoomInfo's Product Vision



ZoomInfo's Privacy Leadership

Diverse Data Sourcing Feeds Evidence-Based AI/ML Systems

Data Sources
We gather data from multiple sources

Data Types
We gather a wide variety of intelligence on companies and business professionals

Engine
Our intelligence engine brings together, processes, verifies, and publishes intelligence

Contributory Networks
>100 Million contact record events daily

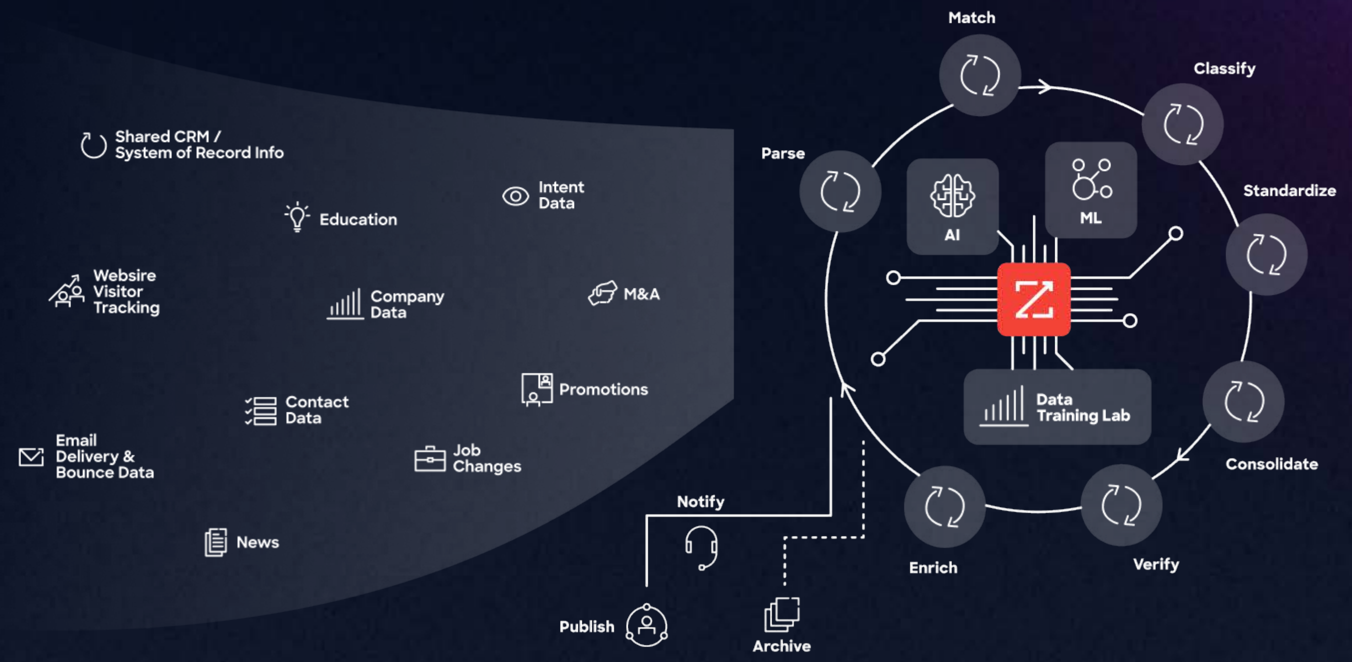
Select First Party Data & Insights
Hundreds of Millions daily

Real Time Intent Signals
>30 Million per week across >7,000 topics

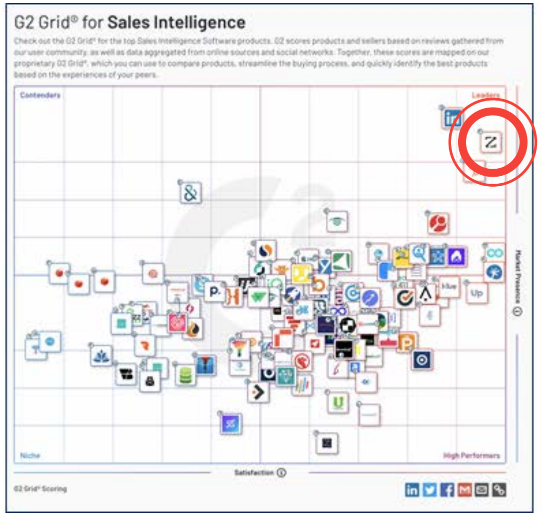
Unstructured Public Information
Billions of web pages monitored

Data Training Lab
>300 human researchers

Generally Available Information
Limited amount of acquired data



Consistently Ranked as a Product Leader



The Forrester Wave™: B2B Marketing Data Providers

ZoomInfo Technologies

Leaders in Current Offerings and Strategies

G2 Grid for Sales Intelligence

ZoomInfo Technologies

Leaders, High Performance and Satisfaction, Strong Market Presence

Sales Intelligence Software TrustMap

ZoomInfo Technologies

High Research Frequency, High Score

2021 Conversation Intelligence Data Quadrant

ZoomInfo Technologies

Leader in Product Features and Satisfaction, Vendor Experience and Capabilities

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Addressing a Large and Growing Opportunity

ZoomInfo's Global TAM

Today (5)(6)

$40B SalesOS | **$30B** OperationsOS | **$20B** MarketingOS | **$10B** TalentOS | **$100B**

As of 12/31/21 (2)(3)(4)

$14B North America Intelligence | **$12B** International Intelligence | **$18B** Conversation Intelligence | **$7B** Chat | **$7B** Engage | **$6B** Data Mgt. | **$6B** Recruiter | **$70B**

At IPO (1)

$13B North America Intelligence | **$11B** International Intelligence | **$24B**

1. We calculated our TAM at IPO by estimating the total number of companies by employee size for companies with 1,000 or more employees (enterprise), companies with 100 to 999 employees (mid-market), and companies with 10 to 99 employees (SMBs) and applying the ACV to each respective company using internally generated data of actual customer spend by company size. The aggregate calculated value represents our estimated TAM. Data for numbers of companies by employee count is from our ZoomInfo platform that we have identified as relevant prospects for our platform. The ACV applied to the specifically identified number of companies by employee size is calculated by leveraging internal company data on current customer spend, which is concentrated on sales and marketing use cases today. For our companies with 1,000 or more employees, we have applied the average ACV of our top quartile of customers with 1,000 or more employees, who we believe have achieved broader implementation of our platform across their organizations. For companies with 100 to 999 employees and companies with 10 to 99 employees, we have applied an average ACV based on current spend for our customers in these bands.
2. We estimated our TAM most recently reported with our 12/31/21 earnings with the same methodology as per footnote 1 above with the following changes: 1) SMBs sized based on companies 25 to 99 employees, 2) ACV excludes Engage, Everstring and Recruiter as those TAMs are being calculated separately and 3) applying North America and International ACV to applicable company counts by assuming 45% of North America ACV for International enterprise and 75% of North America ACV for mid-market and SMBs.
3. Conversation Intelligence assumes 40% of ACV as per footnote 2 for enterprise, and 100% of ACV as per footnote 2 for mid-market and SMBs; Engage assumes 25% of ACV as per footnote 2 for enterprise, mid-market and SMBs; Data Management assumes 33% of ACV as per footnote 2 for enterprise and mid-market only; Recruiter assumes $100K ACV for enterprise (50 reps x $2,000 / rep), $8K ACV for mid-market (4 reps x $2,000 / rep), $2K ACV for SMBs (2 reps x $2,000 / rep); Chat assumes 25% of ACV as per footnote 2 for enterprise, mid-market and SMBs.
4. Company counts based on ZoomInfo platform as of 5/13/2021; ACV values as of 3/31/2021.
5. We calculated our TAM today by estimating the total number of B2B companies by employee size for companies with 1,000 or more employees (enterprise), companies with 100 to 999 employees (mid-market), and companies with 25 to 99 employees (SMBs) and applying the ACV to each respective company using internally generated data of actual customer spend by company size. The aggregate calculated value represents our estimated TAM. Data for numbers of companies by employee count is from our ZoomInfo platform that we have identified as relevant prospects for our platform. The ACV applied to the specifically identified number of companies by employee size is calculated by leveraging internal company data on current customer spend by persona as we sell today. For our companies with 1,000 or more employees, we have applied the average ACV of the top half of customers with 1,000 or more employees, who we believe have achieved broader implementation of our platform across their organizations. For companies with 100 to 999 employees and companies with 25 to 99 employees, we have applied an average ACV based on current spend for our customers in these bands. Note we have applied a haircut for International ACV to applicable company counts by assuming 45% of North America ACV for International enterprise and 75% of North America ACV for mid-market and SMBs.
6. Company counts based on ZoomInfo platform as of 3/31/2022; ACV values as of 12/31/2021.

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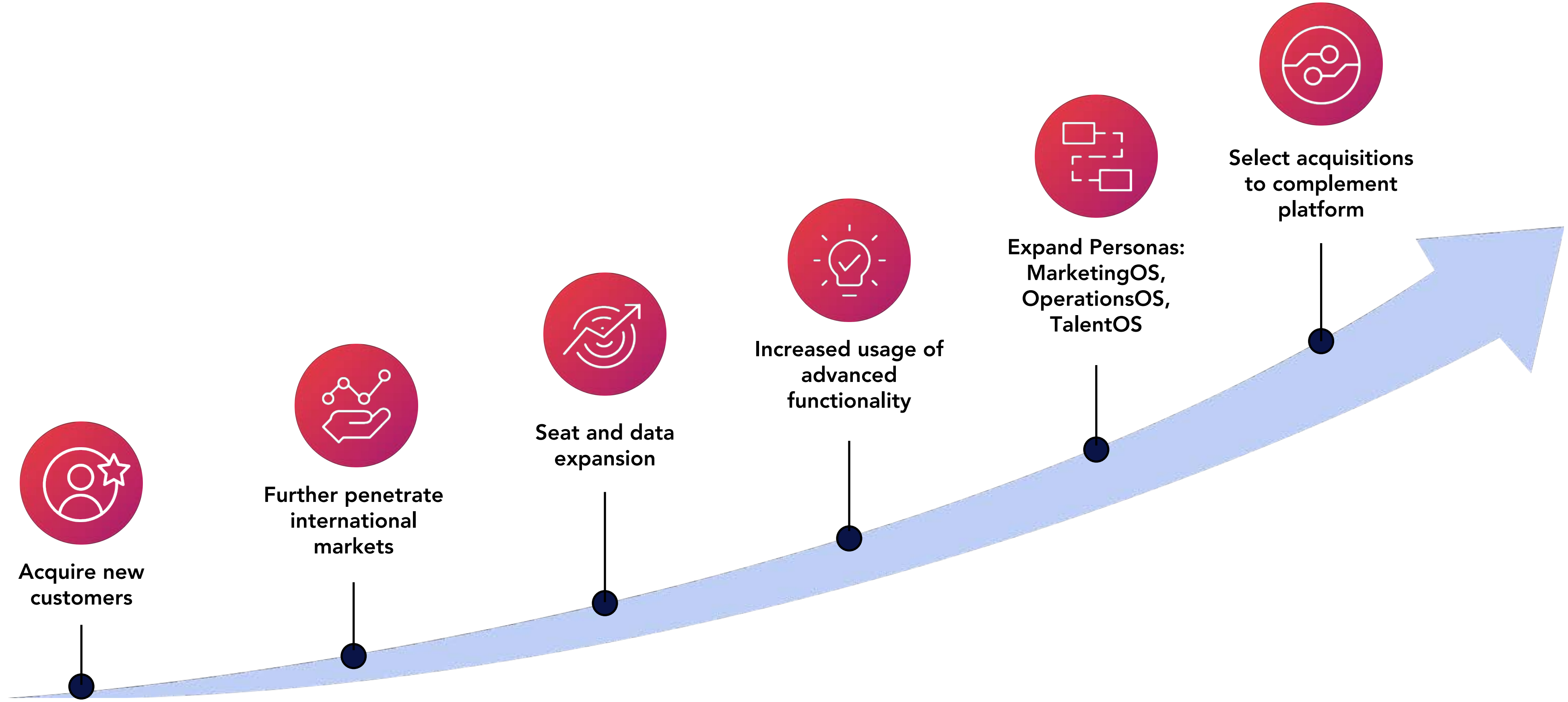
Multiple Levers for Sustained Growth



Recent New and Expansion Customers

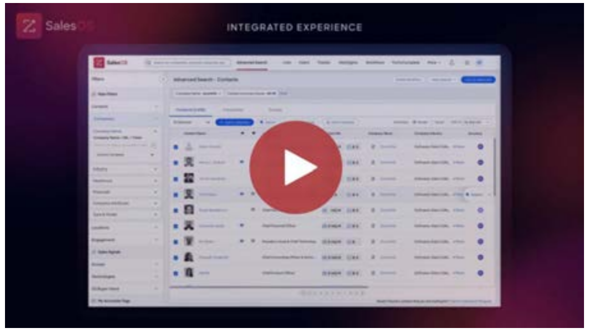
More than 30,000 Customers from Small, Mid-sized, and Large Organizations Across a Diverse Set of Industries

Kidder Mathews
PNC
snowflake
Expeditors
CAESARS ENTERTAINMENT
VISTAJET
NFL
HBK HOTTINGER BRÜEL & KJÆR
TransUnion
Canaccord Genuity Capital Markets
WINTRUST
KOHLER
logitech
ATS
Anaplan
CAS A division of the American Chemical Society
IRON MOUNTAIN
1-800-flowers.com
wework
WESCO
CROWN CASTLE
AMERICAN EXPRESS TRAVEL
EMPLOYBRIDGE
PayPal
ManpowerGroup

Recent Platform Highlights

Integrated Platform Experience

- Integrated the most powerful sales automation capabilities of Engage with our best-in-class data, targeting, and workflow capabilities in SalesOS.
- Introduced Aircover, helping drive a more integrated experience with tighter alignment between sales and marketing teams.



Integrated Platform Experience

OperationsOS

- Launched the ability for customers to connect their Snowflake instance to Ringlead, enabling their first- and third-party data stored in Snowflake to be used as an enrichment source. Combining existing orchestration capabilities with multiple sources of data stored in Snowflake enables customers to create a 360-degree view of their customer data governed by the rules they set in Ringlead.
- Launched the ability to write data to Snowflake, making Snowflake not only a source of enrichment data, but also a destination for storing fully unified, cleansed, enriched, normalized, segmented, scored, and routed data coming out of Ringlead.

Data Privacy

- ZoomInfo has met the rigorous qualifications of ISO 27701, a privacy extension to the international information security management standard, ISO/IEC 27001, which the company attained in 2020 — ISO 27701 provides the requirements and guidance for companies to establish, implement, maintain, and continually improve their Privacy Information Management System.

Customer Case Study - Hackett Group

The Results

15% Increase in Pipeline

The Challenge

In an era where accurate and dynamic datasets are the lifeblood of modern business, The Hackett Group was in need of a unified, in-depth system of data with insights and software to drive pipeline and enable automation within their go-to-market strategy.

The marketing department at The Hackett Group was conducting a vendor review as their current contract was nearing the end. They were looking for a more robust platform with best-in-class data, more advanced features, and technology to fuel their company-wide initiatives.

“Our old provider’s database was stale and there wasn’t a way for us to automate data enrichment,” said Ileana Gheorma, Global Marketing Director of Demand Generation and Analytics at The Hackett Group. “It wasn’t a sustainable solution. We needed more than just a database.”

The Hackett Group understood that in order to meet the needs of their growing business, they would need a partner who could offer rich integrations, actionable insights, and a robust go-to-market operating system.

The Hackett Group

About the Company

The Hackett Group® is an intellectual property-based strategic consultancy and leading enterprise benchmarking firm to global companies. It offers digital transformations, which include the implementation of leading enterprise cloud applications, workflow automation and analytics that enable Digital World Class™ performance.

Customer Case Study - Hackett Group

The Results

15% Increase in Pipeline

The Solution

"After researching different providers and doing our due diligence, we decided to move forward with ZoomInfo, not just for their data quality, but also for the automation and workflows that exist within the ZoomInfo universe," explained Gheorma.

With ZoomInfo, The Hackett Group has significantly improved data hygiene within their CRM. By implementing ZoomInfo Enrich, they've been able to automate data enrichment, giving them a full view of their customers and prospects in real-time. "We no longer have to waste time or resources manually updating or verifying data," explained Gheorma. "Our sales and marketing teams are now confident that the data they are working off of is reliable and actionable."

Additionally, ZoomInfo Scoops has helped The Hackett Group's sales and marketing teams stay up-to-date on new projects and initiatives, executive hires, product launches, and major changes within their target accounts. "Scoops allows us to lead well-informed conversations and craft relevant messaging that will resonate with our target accounts. This feature has helped us tremendously," said Gheorma.

The Results

With access to ZoomInfo's suite of solutions, The Hackett Group has brought actionable company insights and contacts into their omnichannel marketing strategy.

"With the data intelligence we get from ZoomInfo, we've been able to create a successful Account-Based Marketing (ABM) structure, to ensure every prospect receives a 1:1 experience and only sees content that is most relevant to them at the moment."

"We've identified nearly 2,000 new accounts and 15,000 new contacts that fit within our ICP in just the first year and a half since we partnered with ZoomInfo. This translates to a 15% increase in our pipeline, which is amazing to see," said Gheorma.

The Hackett Group is on a strong trajectory to keep growing year over year. "Nobody can deny the impact ZoomInfo has on our teams. We're always looking for ways to consolidate our tech stack and streamline productivity, and ZoomInfo allows us to do just that."

Customer Case Study - Newswire

The Results

Frontline Teams Set Up For Success With Consolidated Tech Stack; Data Entry Time Reduced by 90%

The Challenge

Data is at the forefront of today's evolving business landscape. Kyle Metcalf, President and Chief Revenue Officer at Newswire, knew his customer-facing organizations needed to invest in a system that was not only rooted in robust insights, but would address the organization's major pain points: driving pipeline and data management/hygiene.

Newswire understood the audience it intended to reach, but it struggled with how to find and connect with those prospects. Exacerbated by today's work-from-home culture, getting a prospect or customer on the phone had become a painful challenge as the sales team continually ran into abandoned office landlines. This issue was perpetuated by Newswire's customer relationship management (CRM) system and marketing automation platform, which were both flooded with inaccurate contact and company information.

"Our Salesforce was bogged down with eight years of unattended account data and we had 311,000 leads sitting in HubSpot littered with outdated contact information," said Metcalf. "We knew where we wanted to go, but we couldn't get there quickly or effectively without accurate and consistent data fueling our sales and marketing efforts, campaigns, and outreach."

Newswire searched for a way to easily pull up current contact and company information at a moment's notice to keep its sales cycle moving. At the same time, Newswire was looking for a way to ensure clean data was collected from site visitors filling out forms.

NEWSWIRE

About the Company

Newswire is an innovative press release distribution SaaS company that helps its clients increase online visibility and drive their web presence. Newswire delivers premiere syndication to leading news outlets and empowers its clients with its industry-leading technology and its commitment to customer satisfaction. Newswire provides true value for businesses at a fraction of the cost of other solutions. Newswire is headquartered in New York, and was ranked #1 in customer satisfaction four years in a row.

Customer Case Study - Newswire

The Results

Frontline Teams Set Up For Success With Consolidated Tech Stack; Data Entry Time Reduced by 90%

The Solution

After researching ZoomInfo's SalesOS platform, Metcalf realized this solution was exactly what Newswire was looking for to jumpstart more efficient sales efforts. SalesOS ensures Newswire's team has access to the most accurate B2B contact and company information and business intelligence in order to prospect effectively and engage with the right contacts, at the right companies, at the right time.

While Newswire had a resource for identifying net new leads, it still needed to refine its data management strategy. Again, Metcalf found a solution with ZoomInfo—this time with ZoomInfo's OperationsOS suite of products that served as a proper data management solution. Through one integrated platform, Newswire transformed its entire CRM database into rich, actionable data via ZoomInfo's Enrich application and continues to keep the data clean by enriching any new data before it enters its CRM using the ZoomInfo API.

As a result, Newswire's customer-facing teams no longer waste time sifting through bad data. Metcalf adds, "I don't have someone on my team chasing down a contact for 30 minutes; instead we have the information we need in seconds. I estimate our partnership with ZoomInfo has reduced the time my team spends doing data entry from 5 hours a week to 30 minutes a week."

Newswire is also leveraging ZoomInfo's FormComplete solution to optimize web traffic and improve lead captures. "With FormComplete enriching the data, we have been able to decrease the number of fields on our web forms from eight to five and still gather more data than ever before–giving us that 360-degree view of the prospect. ZoomInfo has ultimately set our frontline teams up for success when scoring and routing these leads," shares Metcalf.

ZoomInfo's RevOS product suite has allowed Newswire to consolidate their tech stack and bring multiple solutions under one umbrella, something that has historically required several vendors.

With Chorus, ZoomInfo's conversation intelligence platform, Newswire is able to deliver a seamless sales onboarding and training experience for new reps–introducing them to best practices early and often by reviewing recorded calls, sharing insights, commenting and tagging relevant areas for feedback. After seeing such positive results, Newswire increased its Chorus licenses to empower the customer delivery and account management side of the house as well. Using Chorus to capture and analyze customer phone calls, video meetings, and email threads, Newswire can keep the voice of the customer at the forefront of every decision and interaction. "Chorus allows us to have a clear picture of the entirety of a customer's experience, and stick to our promise of delivering a premium customer support experience," said Metcalf.

The Results

Without access to ZoomInfo's RevOS product suite, Metcalf shares that "It would be painful for us to run effective marketing campaigns, customer outreach, and new product launches in a productive and efficient way." With the ability to pull insights from one unified platform, Newswire's marketing and sales team use the same underlying data to unlock true marketing and sales alignment and deliver tremendous value to the company overall.

"The biggest benefit we have received from ZoomInfo is time, which is the most valuable asset that we have; time leads to revenue. A lot of sales is limiting challenges–and I know that our investment in ZoomInfo provides my teams with access to the tools and information they need to excel in their roles."

Video Case Studies - Ascent Risk Management Group and EFI

Ascent Risk Management Group

EFI

Q2 2022
Financial Results

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Financial Results Overview

Financial Results

"Customers of all sizes and industries are leveraging ZoomInfo data, insights, automation, and workflows to drive a more efficient go-to-market motion, which is critical in any economic environment," said Henry Schuck, ZoomInfo Founder and CEO. "Our platform strategy is resonating with customers, and we delivered another record quarter, combining strong revenue growth, profitability, and free cash flow."

2022 Guidance[2]

We are increasing our financial guidance for the year. For FY 2022 we expect revenue of $1.08 - $1.09 billion and Adjusted Operating Income in the range of $433 - $437 million, up from our prior guidance of revenue in the range of $1.06 - $1.07 billion and Adjusted Operating Income in the range of $418 - $424 million.

>30,000
Paying Customers[1]

>1,763
Customers with > $100k in ACV[1]

2022 Guidance (as of 8/1/2022)

$1.08 - $1.09 billion
FY 2022 Revenue

$433 - $437 million
FY 2022 Adjusted Operating Income[2]

1. As of or through June 30, 2022 as applicable
2. Guidance as of 8/1/2022. We do not provide a quantitative reconciliation of the forward-looking non-GAAP financial measures included in this presentation to the most directly comparable GAAP measures due to the high variability and difficulty to predict certain items excluded from these non-GAAP financial measures; in particular, the effects of stock-based compensation expense, taxes and amounts under the exchange tax receivable agreement, deferred tax assets and deferred tax liabilities, and restructuring and transaction expenses. We expect the variability of these excluded items may have a significant, and potentially unpredictable, impact on our future GAAP financial results.

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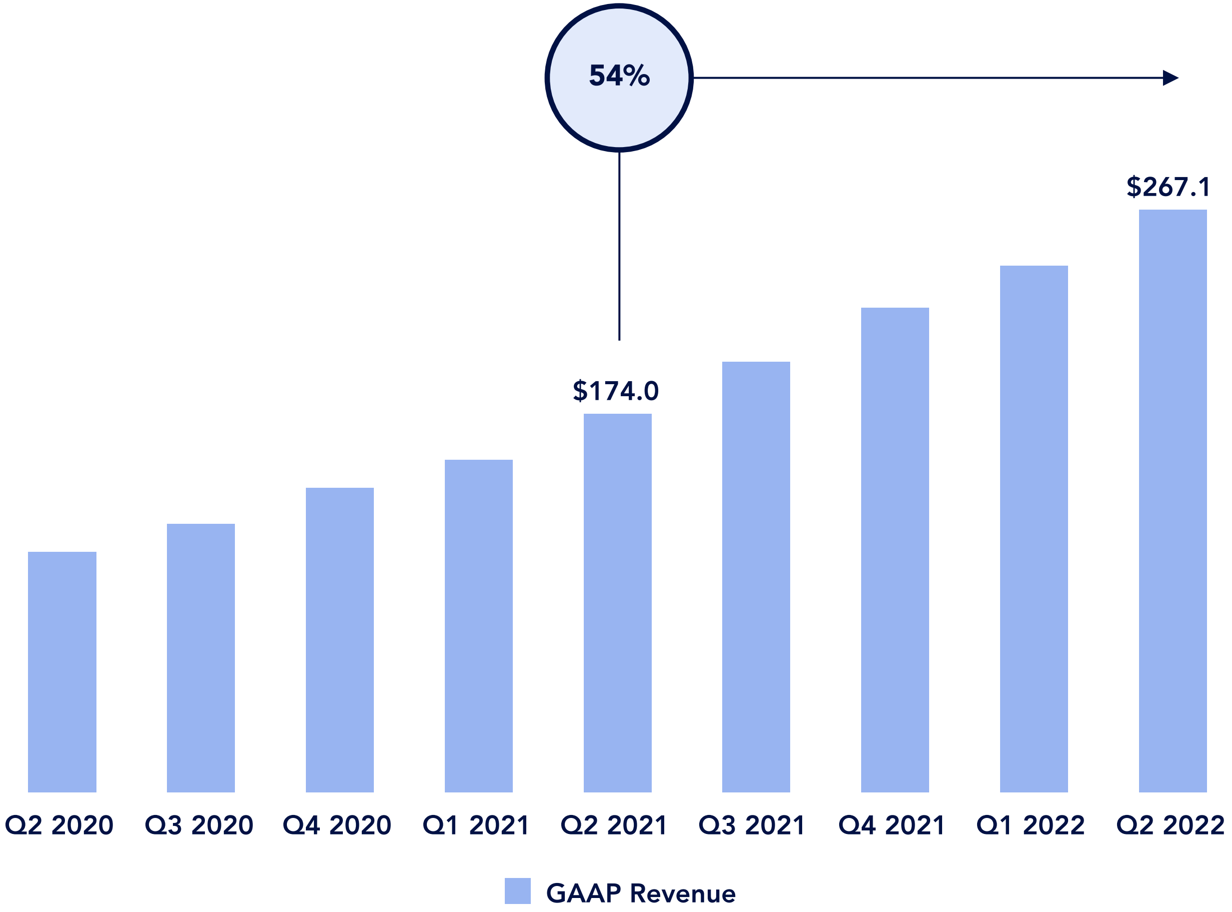
Q2 2022 Financial Summary (Unaudited)

	GAAP			Non-GAAP[1]	
($M, except per share amounts and percent figures)	Quarterly Results	Change YoY		Quarterly Results	Change YoY
Revenue	**$267.1**	**54%**			
Operating Income	**$39.5**	**(3)%**	Adjusted Operating Income	**$106.9**	**41%**
Operating Income Margin	**15%**		Adjusted Operating Income Margin	**40%**	
Net Income Per Share (Diluted)	**$0.04**		Adjusted Net Income Per Share (Diluted)	**$0.21**	
Cash Flow from Operating Activities	**$106.2**	**20%**	Unlevered Free Cash Flow	**$108.3**	**18%**

1. GAAP to non-GAAP reconciliations available in the non-GAAP reconciliations section of this presentation

GAAP Revenue Growth ($M)



Q2 2022

54%
GAAP Revenue Growth

42%
Organic Revenue Growth(1)

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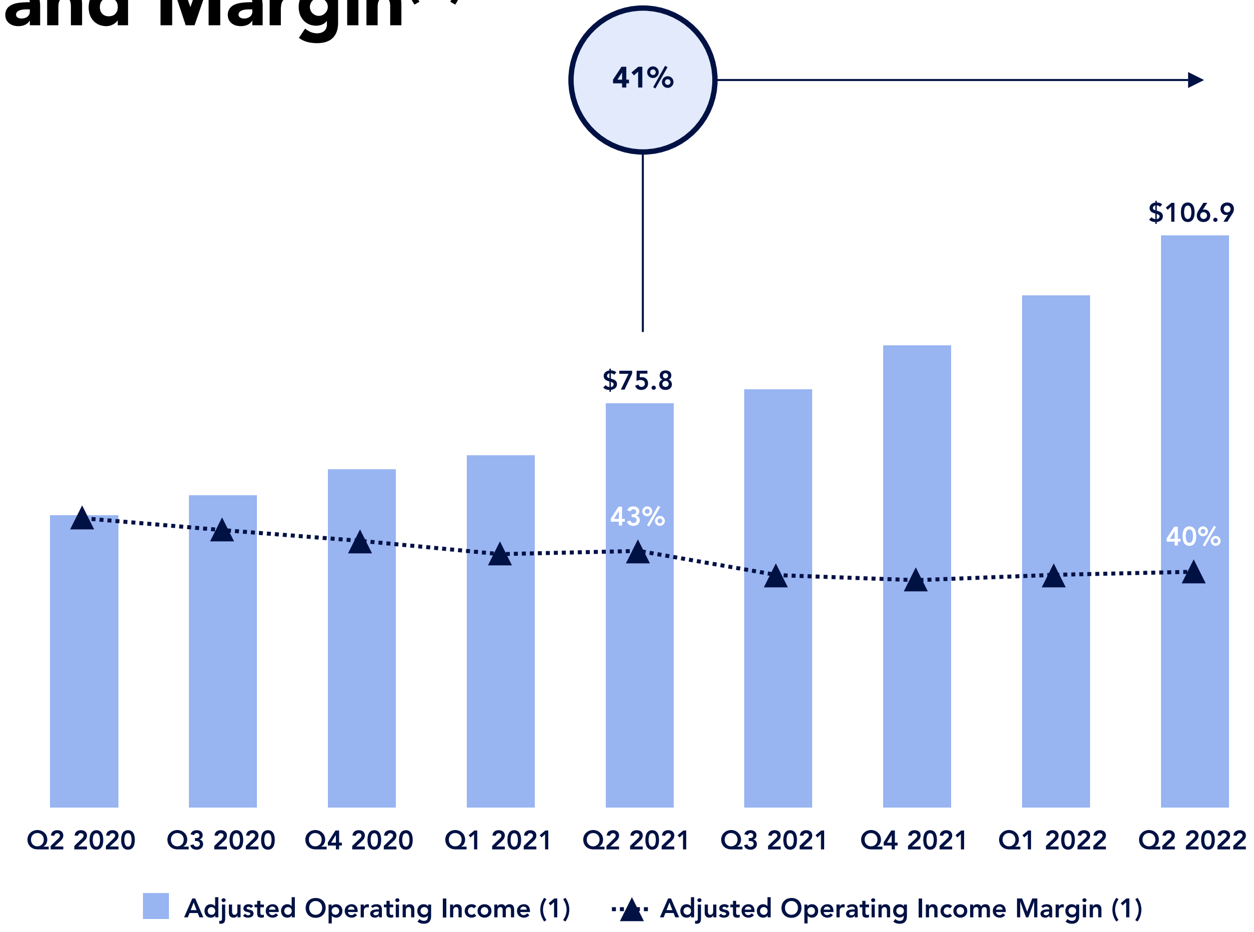
1. Organic Revenue excludes revenue from products acquired within the last 12 months. Products acquired within the last 12 months contributed $19.9 million in revenue for the three months ended June 30, 2022.

Adjusted Operating Income ($M) and Margin(1)



Q2 2022

40%

Adjusted Operating Income Margin(1)

41%

YoY Growth in Adjusted Operating Income(1)

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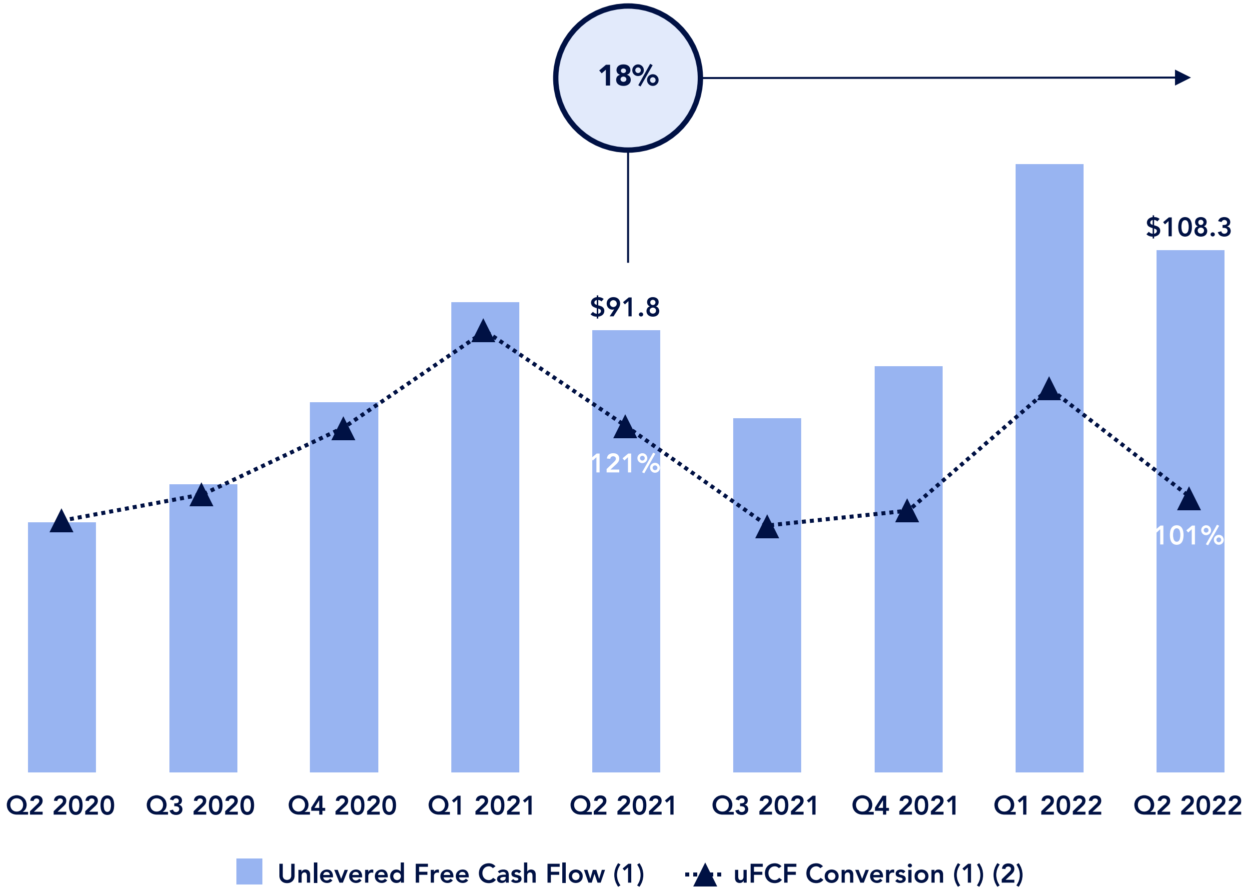
1. GAAP to non-GAAP reconciliations available in the non-GAAP reconciliations section of this presentation

Unlevered Free Cash Flow (uFCF) and uFCF Conversion[1][2]



Q2 2022

101%

Unlevered free cash flow conversion[1][2]

40%

Unlevered Free Cash Flow Margin[1]

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1. GAAP to non-GAAP reconciliations available in the non-GAAP reconciliations section of this presentation
2. Unlevered Free Cash Flow Conversion defined as Unlevered Free Cash Flow divided by Adjusted Operating Income

Balance Sheet Highlights and Net Leverage

($M, except Leverage Ratios)	As of December 31, 2021	As of June 30, 2022
Total contractual maturity of outstanding indebtedness	$1,250.0	$1,250.0
Cash, cash equivalents, restricted cash, and short-term investments	$332.5	$371.4
Trailing Twelve Months (TTM) Adjusted EBITDA(1)	$318.2	$381.5
Trailing Twelve Months (TTM) Cash EBITDA(1)	$444.6	$498.2
Total Net Leverage Ratio (Adjusted EBITDA)(1)(2)	2.9x	2.3x
Total Net Leverage Ratio (Cash EBITDA)(1)(3)	2.1x	1.8x
Total Unearned Revenue	$364.2	$411.8
Current remaining performance obligations	$671.5	$764.2
Total remaining performance obligations	$864.4	$984.7

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1. GAAP to non-GAAP reconciliations available in the non-GAAP reconciliations section of this presentation
2. Defined as total contractual maturity of outstanding indebtedness less cash and cash equivalents, restricted cash, and short-term investments divided by TTM Adjusted EBITDA, expressed as a ratio
3. Defined as total contractual maturity of outstanding indebtedness less cash and cash equivalents, restricted cash, and short-term investments divided by TTM Cash EBITDA (defined as Consolidated EBITDA in our Credit Agreements), expressed as a ratio

Guidance (as of August 1, 2022)[(1)]

	Q3 2022	FY 2022 (as of 5/2/2022)	FY 2022 (as of 8/1/2022)
GAAP Revenue	$277 - $279 million	$1.06 - $1.07 billion	$1.08 - $1.09 billion
Adjusted Operating Income[(1)]	$111 - $113 million	$418 - $424 million	$433 - $437 million
Adjusted Net Income Per Share[(1)]	$0.19 - $0.20	$0.75 - $0.77	$0.78 - $0.80
Unlevered Free Cash Flow[(1)]	*Not guided*	$435 - $445 million	$438 - $446 million
Weighted Average Shares Outstanding	412 million	411 million	411 million

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1. We do not provide a quantitative reconciliation of the forward-looking non-GAAP financial measures included in this presentation to the most directly comparable GAAP measures due to the high variability and difficulty to predict certain items excluded from these non-GAAP financial measures; in particular, the effects of stock-based compensation expense, taxes and amounts under the exchange tax receivable agreement, deferred tax assets and deferred tax liabilities, and restructuring and transaction expenses. We expect the variability of these excluded items may have a significant, and potentially unpredictable, impact on our future GAAP financial results.

Non-GAAP Reconciliations

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Non-GAAP Financial Measures

To supplement our consolidated financial statements presented in accordance with GAAP, this presentation contains non-GAAP financial measures, including Adjusted Operating Income, Adjusted Operating Income Margin, Adjusted Net Income, Adjusted Net Income Per Share, Unlevered Free Cash Flow, Unlevered Free Cash Flow Conversion, TTM Adjusted EBITDA, Net Leverage Ratio, Adjusted Gross Margin, Adjusted Sales and Marketing Expense, Adjusted Research and Development Expense, and Adjusted General and Administrative Expense. We believe these non-GAAP measures are useful to investors in evaluating our operating performance because they eliminate certain items that affect period-over-period comparability and provide consistency with past financial performance and additional information about our underlying results and trends by excluding certain items that may not be indicative of our business, results of operations, or outlook.

Non-GAAP financial measures are not meant to be considered in isolation or as a substitute for the comparable GAAP measures, but rather as supplemental information to our business results. This information should be read only in conjunction with our consolidated financial statements prepared in accordance with GAAP. There are limitations to these non-GAAP financial measures because they are not prepared in accordance with GAAP and may not be comparable to similarly titled measures of other companies due to potential differences in methods of calculation and items or events being adjusted. In addition, other companies may use different measures to evaluate their performance, all of which could reduce the usefulness of our non-GAAP financial measures as tools for comparison. A reconciliation is provided at the end of this presentation for each historical non-GAAP financial measure to the most directly comparable financial measure stated in accordance with GAAP. We do not provide a quantitative reconciliation of the forward-looking non-GAAP financial measures included in this presentation to the most directly comparable GAAP measures due to the high variability and difficulty to predict certain items excluded from these non-GAAP financial measures; in particular, the effects of stock-based compensation expense, taxes and amounts under the exchange tax receivable agreement, deferred tax assets and deferred tax liabilities, and restructuring and transaction expenses. We expect the variability of these excluded items may have a significant, and potentially unpredictable, impact on our future GAAP financial results.

We define organic revenue growth as current period revenue less revenue from products acquired within the last 12 months divided by prior period revenue. We define Adjusted Operating Income as income from operations plus (i) impact of fair value adjustments to acquired unearned revenue, (ii) amortization of acquired technology and other acquired intangibles, (iii) equity-based compensation expense, (iv) restructuring and transaction-related expenses, and (v) integration costs and acquisition-related compensation. We exclude the impact of fair value adjustments to acquired unearned revenue and amortization of acquired technology and other acquired intangibles, as well as equity-based compensation, because these are non-cash expenses or non-cash fair value adjustments and we believe that excluding these items provides meaningful supplemental information regarding performance and ongoing cash-generation potential. We exclude restructuring and transaction-related expenses, as well as integration costs and acquisition-related compensation, because such expenses are episodic in nature and have no direct correlation to the cost of operating our business on an ongoing basis. Adjusted Operating Income is presented because it is used by management to evaluate our financial performance and for planning and forecasting purposes. Additionally, we believe that it and similar measures are widely used by securities analysts and investors as a means of evaluating a company's operating performance. Adjusted Operating Income should not be considered as an alternative to operating income as an indicator of operating performance. We define Adjusted Operating Income Margin as Adjusted Operating Income divided by the sum of revenue and the impact of fair value adjustments to acquired unearned revenue.

We define Adjusted Net Income as Adjusted Operating Income less (i) interest expense, net (ii) other (income) expense, net, excluding TRA liability remeasurement expense (benefit) and (iii) income tax expense (benefit) including incremental tax effects of adjustments to arrive at Adjusted Operating Income and current tax benefits related to the TRA. Adjusted Net Income is presented because it is used by management to evaluate our financial performance and for planning and forecasting purposes. Additionally, we believe that it and similar measures are widely used by securities analysts and investors as a means of evaluating a company's operating performance. Adjusted Net Income should not be considered as an alternative to cash flows from operating activities as a measure of liquidity or as an alternative to operating income or net income as indicators of operating performance.

Non-GAAP Financial Measures

We define Unlevered Free Cash Flow as net cash provided from operating activities less (i) purchases of property and equipment and other assets, plus (ii) cash interest expense, (iii) cash payments related to restructuring and transaction-related expenses, and (iv) cash payments related to integration costs and acquisition-related compensation. We define Unlevered Free Cash Flow Margin as Unlevered Free Cash Flow divided by the sum of revenue and the amortization of the impact of fair value adjustments to acquired unearned revenue. Unlevered Free Cash Flow is presented because it is used by management to evaluate our financial performance and for planning and forecasting purposes. Additionally, we believe that it and similar measures are widely used by securities analysts and investors as a means of evaluating a company's operating performance. Unlevered Free Cash Flow should not be considered as an alternative to cash flows from operating activities as a measure of liquidity or as an alternative to operating income or net income as indicators of operating performance. Unlevered Free Cash Flow does not represent residual cash flow available for discretionary expenditures since, among other things, we have mandatory debt service requirements. We define Unlevered Free Cash Flow Conversion as Unlevered Free Cash Flow divided by Adjusted Operating Income.

We define Net Leverage Ratio to Adjusted EBITDA as total contractual maturity of outstanding indebtedness less cash and cash equivalents, restricted cash, and short-term investments, divided by trailing twelve months Adjusted EBITDA. EBITDA is defined as earnings before debt-related costs, including interest and loss on debt modification and extinguishment, provision for taxes, depreciation, and amortization. Management further adjusts EBITDA to exclude certain items of a significant or unusual nature, including other (income) expense, net, impact of certain non-cash items, such as fair value adjustments to acquired unearned revenue and equity-based compensation, restructuring and transaction-related expenses, and integration costs and acquisition-related compensation. We exclude these items because these are non-cash expenses or non-cash fair value adjustments, which we do not consider indicative of performance and ongoing cash-generation potential or are episodic in nature and have no direct correlation to the cost of operating our business on an ongoing basis. Adjusted EBITDA is presented because it is used by management to evaluate our financial performance and for planning and forecasting purposes. Additionally, we believe that it and similar measures are widely used by securities analysts and investors as a means of evaluating a company's operating performance. Adjusted EBITDA should not be considered as an alternative to cash flows from operating activities as a measure of liquidity or as an alternative to operating income or net income as indicators of operating performance. Net Leverage Ratio should not be considered as an alternative to other ratios of GAAP earnings to indebtedness.

We define Adjusted Gross Profit as gross profit plus (i) equity-based compensation expense included as part of Cost of Service, and (ii) integration and deal related compensation included as part of Cost of Service, and (iii) amortization of acquired technology. Adjusted Gross Margin is Adjusted Gross Profit divided by the sum of revenue and the impact of fair value adjustments to acquired unearned revenue.

We define Adjusted Sales and Marketing Expense as sales and marketing expense less (i) integration and deal related compensation expense, and (ii) the equity-based compensation expense included as part of sales and marketing expense. Adjusted Sales and Marketing as a percentage of Adjusted Revenue is Adjusted Sales and Marketing divided by the sum of revenue and the impact of fair value adjustments to acquired unearned revenue.

We define Adjusted Research and Development Expense as research and development expense less (i) integration and deal related compensation expense, and (ii) the equity-based compensation expense included as part of research and development expense. Adjusted Research and Development as a percentage of Adjusted Revenue is Adjusted Research and Development divided by the sum of revenue and the impact of fair value adjustments to acquired unearned revenue.

We define Adjusted General and Administrative Expense as general and administrative expense, less (i) integration and deal related compensation expense, and (ii) the equity-based compensation expense included as part of general and administrative expense. Adjusted General and Administrative as a percentage of Adjusted Revenue is Adjusted General and Administrative divided by the sum of revenue and the impact of fair value adjustments to acquired unearned revenue.

Net revenue retention is an annual metric that we calculate based on customers that were contracted for services at the beginning of the year, or, for those that became customers through an acquisition, at the time of the acquisition. Net revenue retention is calculated as: (a) the annual contract value ("ACV") for those customers at the end of the year divided by (b) ZoomInfo ACV at the beginning of the year plus the ACV of acquired companies at the time of acquisition.

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Reconciliation from GAAP Net Income (Loss) to Adjusted Operating Income

($M except percent figures)	Q2 2021	Q2 2022
Net income (loss)	**$24.5**	**$15.9**
Add (less): Expense (benefit) from income taxes	6.2	10.5
Add: Interest expense, net	10.1	11.7
Add: Loss on debt modification and extinguishment	—	—
Add (less): Other expense (income), net	0.1	1.4
Income (loss) from operations	**40.9**	**39.5**
Add: Impact of fair value adjustments to acquired unearned revenue	0.4	0.6
Add: Amortization of acquired technology	6.8	12.3
Add: Amortization of other acquired intangibles	4.8	5.6
Add: Equity-based compensation	17.1	47.0
Add: Restructuring and transaction-related expenses	2.2	1.1
Add: Integration costs and acquisition-related expenses	3.5	0.8
Adjusted Operating Income	**$75.8**	**$106.9**
Revenue	174.0	267.1
Impact of fair value adjustments to acquired unearned revenue	0.4	0.6
Revenue for adjusted operating margin calculation	174.4	267.7
Adjusted Operating Income Margin	*43%*	*40%*

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Reconciliation from GAAP Net Income (Loss) to Cash EBITDA

($M)	Trailing Twelve Months as of June 30, 2021	Trailing Twelve Months as of June 30, 2022
Net income (loss)	**$38.0**	**$126.4**
Add (less): Expense (benefit) from income taxes	52.2	(26.2)
Add: Interest expense, net	36.3	50.8
Add: Loss on debt modification and extinguishment	5.9	1.8
Add: Depreciation	12.3	14.3
Add: Amortization of acquired technology	25.6	45.4
Add: Amortization of other acquired intangibles	19.0	21.6
EBITDA	189.3	234.0
Add (less): Other expense (income), net	(15.5)	(36.5)
Add: Impact of fair value adjustments to acquired unearned revenue	2.0	5.2
Add: Equity-based compensation expense	80.9	147.2
Add: Restructuring and transaction related expenses (excluding depreciation)	5.9	20.7
Add: Integration costs and acquisition-related expenses	11.4	11.0
Adjusted EBITDA	274.0	381.5
Add: Unearned revenue adjustment	99.0	113.4
Add (less): Cash rent adjustment	(1.6)	0.6
Add (less): Pre-Acquisition EBITDA	—	1.1
Add (less): Other lender adjustments	0.9	1.6
Cash EBITDA[(1)]	**$372.3**	**$498.2**

1. Defined as Consolidated EBITDA in our Credit Agreements

Reconciliation of Non-GAAP Leverage Ratios

($M, except Leverage Ratios)	As of December 31, 2021	As of June 30, 2022
Total Net Leverage Ratio (Adjusted EBITDA)		
Total contractual maturity of outstanding indebtedness	$1,250.0	$1,250.0
Less: Cash and cash equivalents, restricted cash, and short-term investments	332.5	371.4
Net Debt	917.5	878.6
Trailing Twelve Months (TTM) Adjusted EBITDA	318.2	381.5
Total Net Leverage Ratio (Adjusted EBITDA)	2.9x	2.3x
Total Net Leverage Ratio (Cash EBITDA)		
Total contractual maturity of outstanding indebtedness	$1,250.0	$1,250.0
Less: Cash and cash equivalents, restricted cash, and short-term investments	332.5	371.4
Net Debt	917.5	878.6
Trailing Twelve Months (TTM) Cash EBITDA[1]	444.6	498.2
Total Net Leverage Ratio (Cash EBITDA)	2.1x	1.8x

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1. Defined as Consolidated EBITDA in our Credit Agreements

Reconciliation from GAAP Operating Cash Flow to Unlevered Free Cash Flow

($M except percent figures)	Q2 2021	Q2 2022
Cash flow from operating activities	**$88.6**	**$106.2**
Purchases of property and equipment and other assets	(6.3)	(8.2)
Interest paid in cash	5.5	6.1
Restructuring and transaction-related expenses paid in cash	2.7	1.4
Integration costs and acquisition-related compensation paid in cash	1.3	2.8
Unlevered Free Cash Flow	**$91.8**	**$108.3**
Adjusted Operating Income	75.8	106.9
Unlevered Free Cash Flow conversion	**121%**	**101%**
Revenue	174.0	267.1
Impact of fair value adjustments to acquired unearned revenue	0.4	0.6
Revenue for uFCF margin calculation	174.4	267.7
Unlevered Free Cash Flow Margin	**53%**	**40%**

Reconciliation from GAAP Net Income (Loss) to Adjusted Net Income Per Share

Three months ended June 30, 2022 ($M)	GAAP	Margin%	Equity-based Compensation	Amortization of Acquired Intangibles and Fair Value Adjustments from Acquisitions	Transaction Related Expenses	Tax Impacts of Adjustments and TRA	As Adjusted	Adjusted Margin%
Revenue	**$267.1**		**$—**	**$0.6**	**$—**	**$—**	**$267.7**	
Cost of service	34.7	13%	(5.0)	—	(0.1)	—	29.7	11%
Amortization of acquired technology	12.3	5%	—	(12.3)	—	—	—	
Gross profit	**220.1**	**82%**	**5.0**	**12.9**	**0.1**	**—**	**238.0**	89%
Sales and marketing	95.2	36%	(20.4)	—	(0.4)	—	74.4	28%
Research and development	49.5	19%	(15.3)	—	(0.2)	—	34.0	13%
General and administrative	29.2	11%	(6.3)	—	(0.2)	—	22.7	8%
Amortization of other acquired intangibles	5.6		—	(5.6)	—	—	—	
Restructuring and transaction-related expenses	1.1		—	—	(1.1)	—	—	
Total operating expenses	180.6		(42.0)	(5.6)	(1.9)	—	131.1	
Income (loss) from operations	**$39.5**	**15%**	**$47.0**	**$18.5**	**$2.0**	**$—**	**$106.9**	**40%**
Interest expense, net	11.7		—	—	—	—	11.7	
Loss on debt modification and extinguishment	—		—	—	—	—	—	
Other (income) expense, net, excluding TRA liability remeasurement (benefit) expense	1.4		—	—	—	—	1.4	
Income (loss) before income taxes	**26.4**		**47.0**	**18.5**	**2.0**	**—**	**93.9**	
Income tax expense (benefit)	10.5		—	—	—	(0.8)	9.7	
Net income (loss)	**$15.9**	**6%**	**$47.0**	**$18.5**	**$2.0**	**$0.8**	**$84.1**	**31%**
Diluted net income (loss) per share	**$0.04**						**$0.21**	
Common Stock WASO – diluted (in millions)	403						410	

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Reconciliation from GAAP Net Income (Loss) to Adjusted Net Income Per Share

Six months ended June 30, 2022 ($M)	GAAP	Margin%	Equity-based Compensation	Amortization of Acquired Intangibles and Fair Value Adjustments from Acquisitions	Transaction Related Expenses	Tax Impacts of Adjustments and TRA	As Adjusted	Adjusted Margin%
Revenue	**$508.8**		**$—**	**$1.7**	**$—**	**$—**	**$510.5**	
Cost of service	67.5	13%	(9.6)	—	(0.2)	—	57.8	11%
Amortization of acquired technology	23.5	5%	—	(23.5)	—	—	—	
Gross profit	**417.8**	**82%**	**9.6**	**25.2**	**0.2**	**—**	**452.7**	**89%**
Sales and marketing	179.3	35%	(36.5)	—	(0.5)	—	142.3	28%
Research and development	95.1	19%	(30.9)	—	(0.5)	—	63.8	12%
General and administrative	57.0	11%	(12.5)	—	(0.2)	—	44.2	9%
Amortization of other acquired intangibles	10.9		—	(10.9)	—	—	—	
Restructuring and transaction related expenses	3.6		—	—	(3.6)	—	—	
Total operating expenses	345.9		(79.9)	(10.9)	(4.8)	—	250.2	
Income (loss) from operations	**$71.9**	**14%**	**$89.5**	**$36.1**	**$5.0**	**$—**	**$202.5**	**40%**
Interest expense, net	23.5		—	—	—	—	23.5	
Loss on debt modification and extinguishment	0.0		—	—	—	—	—	
Other (income) expense, net, excluding TRA liability remeasurement (benefit) expense	2.8		—	—	—	(0.9)	1.9	
Income (loss) before income taxes	**45.6**		**89.5**	**$36.1**	**5.0**	**0.9**	**177.1**	
Income tax expense (benefit)	23.5		—	—	—	(4.3)	19.2	
Net income (loss)	**$22.1**	**4%**	**$89.5**	**$36.1**	**$5.0**	**$5.2**	**$157.9**	**31%**
Diluted net income (loss) per share	**$0.05**						**$0.39**	
Common Stock WASO – diluted (in millions)	403						409	

Reconciliation from GAAP Net Income (Loss) to Adjusted Net Income Per Share

Three months ended June 30, 2021 ($M)	GAAP	Margin%	Equity-based Compensation	Amortization of Acquired Intangibles and Fair Value Adjustments from Acquisitions	Transaction Related Expenses	Tax Impacts of Adjustments and TRA	As Adjusted	Adjusted Margin%
Revenue	**$174.0**		**$—**	**$0.4**	**$—**	**$—**	**$174.4**	
Cost of service	23.5	14%	(3.2)	—	(0.6)	—	19.7	11%
Amortization of acquired technology	6.8	4%	—	(6.8)	—	—	—	
Gross profit	**143.7**	**83%**	**3.2**	**7.2**	**0.6**	**—**	**154.7**	**89%**
Sales and marketing	49.9	29%	(7.2)	—	(0.5)	—	42.2	24%
Research and development	24.0	14%	(3.2)	—	(1.9)	—	18.9	11%
General and administrative	21.9	13%	(3.5)	—	(0.5)	—	17.9	10%
Amortization of other acquired intangibles	4.8		—	(4.8)	—	—	—	
Restructuring and transaction related expenses	2.2		—	—	(2.2)	—	—	
Total operating expenses	102.8		(13.9)	(4.8)	(5.1)	—	78.9	
Income from operations	**$40.9**	**24%**	**$17.1**	**$12.0**	**$5.7**	**$—**	**$75.8**	**43%**
Interest expense, net	10.1		—	—	—	—	10.1	
Loss on debt modification and extinguishment	—		—	—	—	—	—	
Other (income) expense, net, excluding TRA liability remeasurement (benefit) expense	0.1		—	—	—	—	0.1	
Income (loss) before income taxes	**30.7**		**17.1**	**12.0**	**5.7**	**—**	**65.5**	
Income tax expense (benefit)	6.2		—	—	—	2.9	9.1	
Net income (loss)	**$24.5**	**14%**	**$17.1**	**$12.0**	**$5.7**	**$(2.9)**	**$56.4**	**32%**
Diluted net income (loss) per share	**$0.05**						**$0.14**	
Class A WASO – diluted (in millions)	193						404	

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Reconciliation from GAAP Net Income (Loss) to Adjusted Net Income Per Share

Six months ended June 30, 2021 ($M)	GAAP	Margin%	Equity-based Compensation	Amortization of Acquired Intangibles and Fair Value Adjustments from Acquisitions	Transaction Related Expenses	Tax Impacts of Adjustments and TRA	As Adjusted	Adjusted Margin%
Revenue	**$327.3**		**$—**	**$1.1**	**$—**	**$—**	**$328.4**	
Cost of service	44.9	14%	(6.7)	—	(1.2)	—	37.0	11%
Amortization of acquired technology	13.5	4%	—	(13.5)	—	—	—	
Gross profit	**268.9**	**82%**	**6.7**	**14.6**	**1.2**	**—**	**291.3**	**89%**
Sales and marketing	98.7	30%	(15.6)	—	(1.0)	—	82.1	25%
Research and development	44.4	14%	(5.8)	—	(3.7)	—	34.8	11%
General and administrative	40.7	12%	(7.1)	—	(1.0)	—	32.6	10%
Amortization of other acquired intangibles	9.6		—	(9.6)	—	—	—	
Restructuring and transaction related expenses	6.6		—	—	(6.6)	—	—	
Total operating expenses	200.0		(28.5)	(9.6)	(12.3)	—	149.5	
Income from operations	**$68.9**	**21%**	**$35.2**	**$24.2**	**$13.5**	**$—**	**$141.9**	**43%**
Interest expense, net	16.6		—	—	—	—	16.6	
Loss on debt modification and extinguishment	5.9		—	—	(5.9)	—	—	
Other (income) expense, net, excluding TRA liability remeasurement (benefit) expense	(0.1)		—	—	—	—	(0.1)	
Income (loss) before income taxes	**46.5**		**35.2**	**24.2**	**19.4**	**—**	**125.3**	
Income tax expense (benefit)	55.9		—	—	—	(37.7)	18.2	
Net income (loss)	**$(9.4)**	**(3)%**	**$35.2**	**$24.2**	**$19.4**	**$37.7**	**$107.1**	**33%**
Diluted net income (loss) per share	**$0.07**						**$0.27**	
Class A WASO – diluted (in millions)	400						404	

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