zoominfo

Investor Overview
Q2 2026 Financial Results

DATE

August 5, 2026

Disclaimers and 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 - 2026 Guidance” and "Guidance"), uses of cash, our total addressable market ("TAM"), our future investments in R&D, innovation and product offerings, the potential impact of macroeconomic conditions on our business, future product or service offerings, expected customer demand, mix 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 beliefs and assumptions based on information available to us 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; potential future uses of cash; our revenue model, including our transition upmarket and our pricing structures; our ability to attract new customers, renew existing subscriptions, or expand existing subscriptions; 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 that 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.

ZoomInfo is the Go-To-Market (GTM) Intelligence Platform that empowers businesses to grow faster with AI-ready insights, trusted data, and advanced automation.

Durable Financial Model

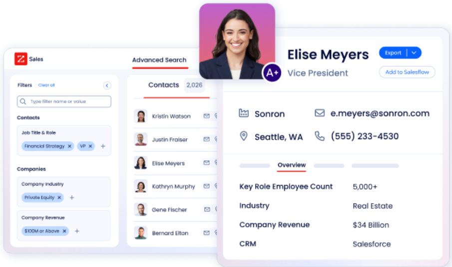
Scale	Revenue	Retention
$1.2B	**+1.2%**	**89%**
Annualized Q2 2026 Revenue	Q2 2026 YoY Change in Revenue	Q2 2026 Net Revenue Retention[1]

Cash Flow	Profitability	Large Customers
$107M	**35%**	**1,891**
Q2 2026 Unlevered Free Cash Flow[2]	**+130 bps YoY** Q2 2026 Adjusted Operating Income Margin[2]	**(-9 sequentially, +9 YoY)** Customers w/ >100K ACV[3]

1. For the trailing twelve month period ended June 30, 2026.
2. GAAP to non-GAAP reconciliations available in the non-GAAP reconciliations section of this presentation.
3. As of June 30, 2026.

ZoomInfo Solves Real Problems for GTM Leaders

Sales

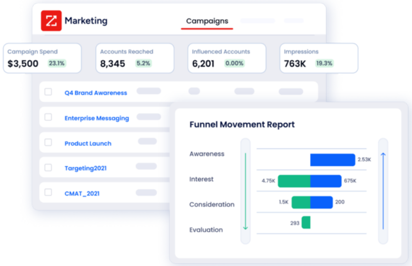


18% higher win rate

Real-time insights **help your team engage better and win smarter** by focusing on your best accounts

- ✅ New Logo Acquisition / Growth
- ✅ Efficient Outbound

Marketing

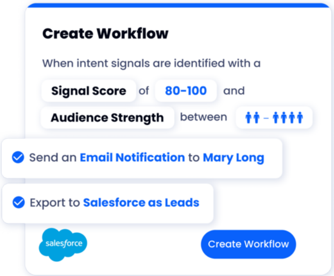


32% more pipeline

Drive growth with precise targeting, full-funnel visibility, and automation, creating **more pipeline at less cost**

- ✅ TAM, Segmentation & Audiences
- ✅ Account-based marketing (ABM)

Operations



15% faster close

Accelerate deals and **boost efficiency with lead prioritization**, account insights, and automated workflows

- ✅ Scoring and Routing Workflows
- ✅ Automated Data Enrichment

THE GTM INTELLIGENCE PLATFORM

One connected system for revenue teams

Verified data and AI orchestration power go-to-market execution.

GTM Studio

SIGNAL-TRIGGERED GTM ORCHESTRATION

- CRM sync
- Play: Champion track
- Waterfall enrich
- Intent spike
- Route to seller

GTM Workspace

NATURAL-LANGUAGE SELLER WORKSPACE

Prep me for my renewal with Acme Corp

- ✓ Pulled CRM history & call transcripts — 0.8s
- ✓ Synced live buying signals — 1.1s
- ✓ Drafted account brief + talking points

GTM CONTEXT LAYER

zoominfo Copilot ✦

AI SALES AGENT & ACCOUNT PRIORITIZATION

01	Acme Corp — VP Eng job change	94
02	Nimbus Inc — pricing page x3	88
03	Orbit Labs — funding raised	81

GTM Marketing

AI SIGNAL STACKING & MULTI-CHANNEL ACTIVATION

- DSP Display ads — open web
- @ Adaptive email sequence
- SDR Priority rep routing
- in LinkedIn + Meta activation

The headless context layer that grounds every AI agent in verified GTM data

One connection. One context graph. Every agent surface where go-to-market work happens.

VERIFIED B2B DATA

- Company & Contact Graph
- CRM Context
- Conversation History
- Buyer Intent Signals
- Business Scoops & News
- CRM Write-Back / Activation

GTM CONTEXT LAYER

GTM.AI

One orchestrated result — resolved before the agent asks

MCP | API | CLI

AGENT SURFACES

- Claude
- ChatGPT
- Microsoft Copilot
- Salesforce Agentforce
- HubSpot Breeze
- Outreach AI
- Agent Dev Platforms

USE CASES

- Build Target Account Lists
- Map Buying Committees
- Prep Account Research Briefs
- Score & Prioritize Intent
- Autonomous Prospecting

Meeting Customers Along Their AI Journey

BUY

Deploy the GTM Intelligence Platform

Use GTM Studio and Workspace, and other applications to deploy AI-driven workflows immediately.

- Faster GTM execution
- Improving targeting accuracy
- Contextual automation at scale
- No infrastructure build required

BUILD

Build Customer AI Systems Leveraging GTM.AI

Power internal AI through APIs, data cloud integrations, MCP connectors, and AI assistant integrations

- Agentic Enterprises
- Predictive opportunity systems
- Custom GTM copilots
- Data and cognition layer
- Internal revenue agents

HYBRID

Combination of the ZoomInfo Intelligence Platform and GTM.AI

Run GTM Intelligence Platform for teams while leveraging GTM.AI for operations.

- Applications for GTM teams
- Custom AI for operations
- Intelligence across all tools
- Shares GTM Context Layer

Disruptive Companies Run on ZoomInfo

ANTHROPIC OpenAI databricks ANDURIL ramp SIERRA

whatnot CYERA Notion RIPPLING transcarent metropolis

ŌURA COGNITE ripple samsara eco Thyme Care vaulted Canva Applied Intuition

Socure Harvey L I L A ARMADA waabi Island

Revolut perplexity Iambic Lead LEGORA

CURSOR Decagon Lovable SARONIC glean Replit Kalshi

WHOOP runway Abnormal Vanta Shield AI APPTRONIK

All 27 B2B Companies

ON THE

CNBC DISRUPTOR LIST

use ZoomInfo

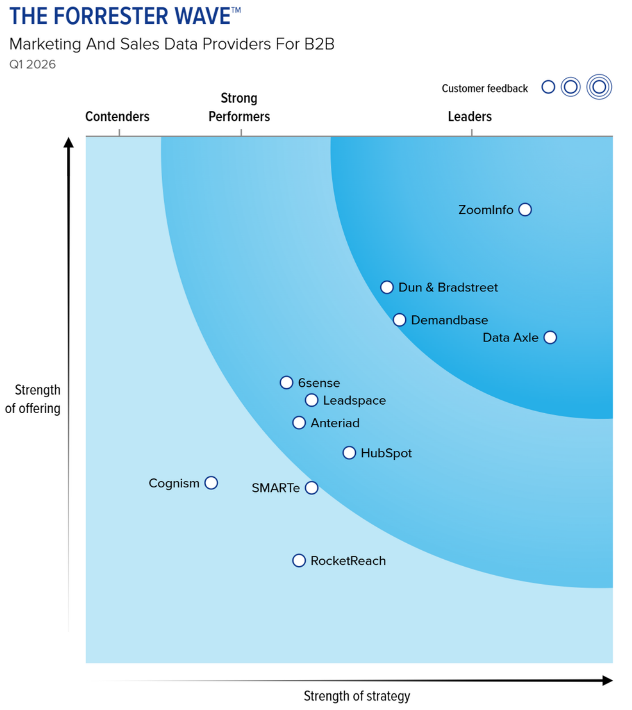
1. All logos and trademarks are property of their respective owners. Inclusion does not imply endorsement or partnership with ZoomInfo. "CNBC Disruptors 50" is an independent list compiled by CNBC. ZoomInfo customer data as of 8/5/2026.

Industry Recognition: ZoomInfo

FORRESTER®

ZoomInfo Recognized as a Leader in The Forrester Wave™: Marketing and Sales Data Providers for B2B, Q1 2026(1)

Forrester's report noted that ZoomInfo is "setting a technology standard for data collection and identity resolution" and that "the ongoing development of a GTM knowledge graph to support data discovery and agentic AI use cases is noteworthy…" The report's vendor profile for ZoomInfo concluded: "ZoomInfo is a top option for organizations seeking a full ecosystem provider across sales and marketing."



The Results

"Forrester's report has confirmed what our customers experience every day: we are the data backbone that modern GTM runs on," said Henry Schuck, CEO and Founder of ZoomInfo.

ZoomInfo received:

- **Highest current offering category score among all evaluated vendors.**
- **Highest possible scores in 20 of 27 criteria** including data foundation, platform and ecosystem.
- **Highest possible scores across 4 criteria evaluated within the strategy category:** Vision, Innovation, Partner Ecosystem, and Supporting Services and Offerings.

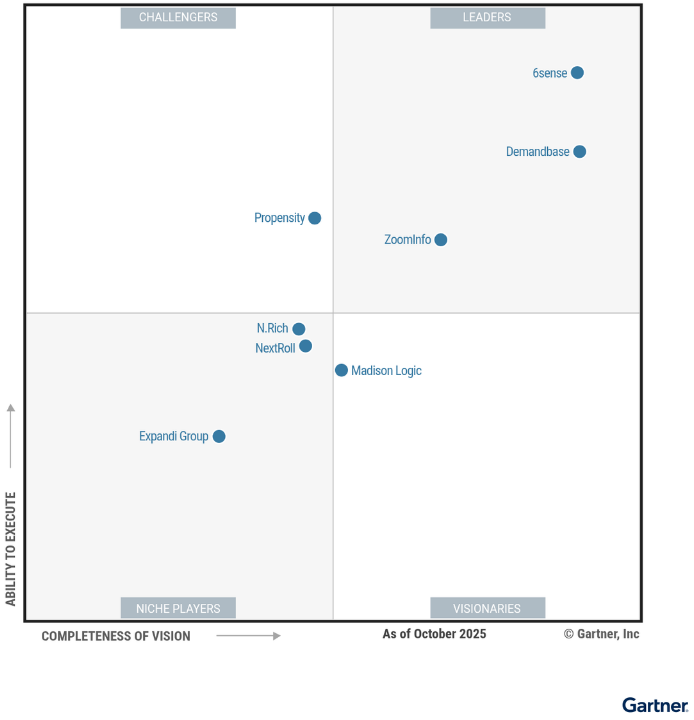
1. The Forrester Wave™ is copyrighted by Forrester Research, Inc. Forrester and Forrester Wave are trademarks of Forrester Research, Inc. The Forrester Wave is a graphical representation of Forrester's call on a market and is plotted using a detailed spreadsheet with exposed scores, weightings, and comments. Forrester does not endorse any vendor, product, or service depicted in the Forrester Wave. Information is based on best available resources. Opinions reflect judgment at the time and are subject to change.

Industry Recognition: ZoomInfo

Gartner®

ZoomInfo Recognized as a Leader in the 2025 Gartner® Magic Quadrant™ for Account-Based Marketing Platforms, the second consecutive year[(1)(2)]

Gartner evaluates vendors on Ability to Execute and Completeness of Vision. In our view, our placement in these categories reflects the momentum we've seen firsthand: more customers adopting signal-based workflows, more cross-functional teams using ZoomInfo Sales, Marketing, and Copilot to drive pipeline from day one, and more GTM operators betting big on data quality as the foundation for scalable growth.



ZoomInfo's ABM is Built for Outcomes

Recognition from Gartner is powerful, and what makes this year stand out is that we're also the only vendor recognized as a Customers' Choice for ABM, as seen in the [2025 Gartner® Voice of the Customer Report][(3)(4)] for Account-Based Marketing Platforms from Gartner Peer Insights™.

That matters. We think analyst recognition tells one part of the story. But when customers say we're getting it right in product quality, roadmap strength, and real-world results, that's what really moves the needle.

We believe this dual recognition shows we're solving for both sides of the table: the analysts tracking market direction, and the operators pushing for real outcomes.

1. Gartner, Magic Quadrant for Account-Based Marketing Platforms, Jenifer Silverstein, Ray Pun, Upasna Chandna, Chris Chandler, 6 November 2025.
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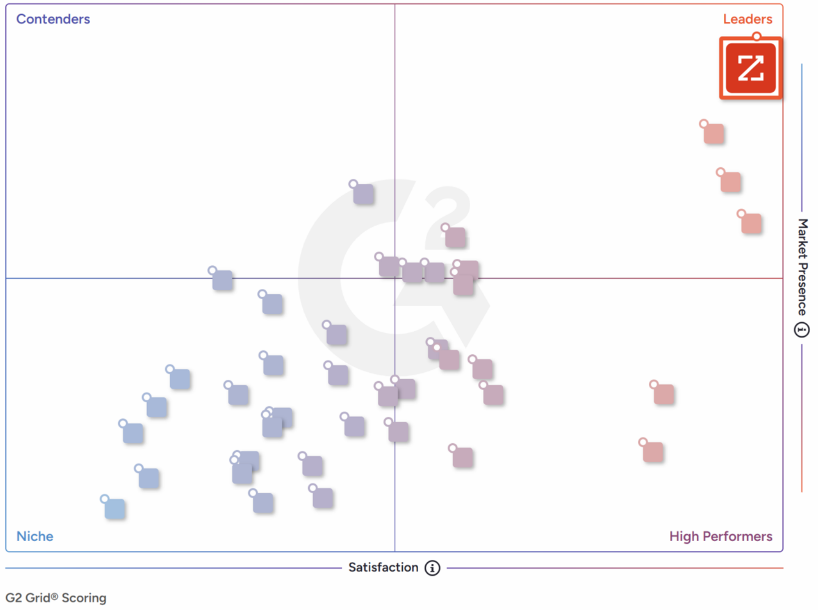
3. Gartner, Voice of the Customer for Account-Based Marketing Platforms, Peer Community Contributor, 25 June 2025. Gartner Peer Insights content consists of the opinions of individual end users based on their own experiences, and should not be construed as statements of fact, nor do they represent the views of Gartner or its affiliates. Gartner does not endorse any vendor, product or service depicted in this content nor makes any warranties, expressed or implied, with respect to this content, about its accuracy or completeness, including any warranties of merchantability or fitness for a particular purpose.
4. Gartner Subscription Required.

Market Recognition: G2 Spring 2026

Leader in 541 Categories

G2 Summer 2026 Market Reports
Statistics provided by G2



G2 Grid® for Enterprise Lead Intelligence[1]

1. Source: G2 Enterprise Grid Report for Lead Intelligence from Spring 2026

Video Highlights

Introducing GTM.AI

GTM Studio: Would You Like Fries With That?

Customer Overview

Select Q2 Upmarket Customers

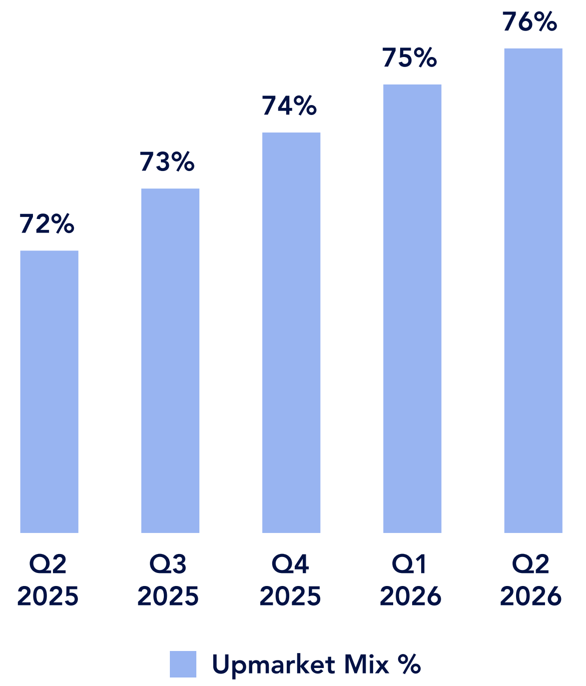
LEGORA

cohere

BMO

KORN FERRY

Expanding Upmarket[1]



Customer Profile

+8% Upmarket

Upmarket Percentage Mix Shift Over Two Years[1][2]

1,891

Customers with > $100k in ACV[2]

68%

Of the Fortune 50 Uses ZoomInfo[2]

1. Upmarket ACV as a percentage of ACV; Upmarket defined as customers with 100 or greater employees.
2. As of June 30, 2026.

Customer Case Study – nerdio

The Results

Unifying Sales and Marketing Intelligence with ZoomInfo

About the Company
Nerdio is an IT software platform that simplifies and automates the deployment, management, and cost-optimization of native Microsoft cloud technologies, particularly Azure Virtual Desktop (AVD) and Windows 365. It is designed to make complex Microsoft cloud environments easy to build and manage.

The Challenge
Nerdio helps IT departments and managed service providers get the most out of their Microsoft cloud investments. The company applies that same commitment to innovation internally, in the way it runs its own go-to-market (GTM) engine. For Amber Thompson, Marketing Operations Director, that means asking a harder question than most teams are willing to ask: not just how do we generate more pipeline, but how do we ensure every person on our go-to-market team has exactly what they need, exactly when they need it.

Until recently, the honest answer was: not well enough.

Nerdio was not lacking for data; however the data lives in silos, and the wrong people had access to the wrong pieces.

The Solution
"Our sellers and SDRs were spending a lot of time going back and forth in order to do account research," Thompson says. "The amount of context and information that they had at their fingertips to do that better was missing."

"Lightbulbs started to go off for me," she says. What she saw with GTM Studio was a way to pull conversation intelligence, intent signals, and data from across Nerdio's systems into a single unified table, and then deliver that context automatically to the people who needed it most, before they ever picked up the phone.

Using GTM Studio, Thompson's team built out account briefs that surface exactly what sellers need to know: relevant signals, suggested messaging, and key account context, all pre-assembled and ready to act on before the sprint begins.

"One of the mistakes we've always made as marketers is trying to force sellers to work exactly the way we think they should," Thompson says. "The idea is that we should be getting the data in the hands of the sellers wherever they're working. ZoomInfo follows them along the journey."

The Results
Two months into the deployment, the shift Thompson points to is less about a single metric and more about a fundamental change in how the team operates. Reps are spending less time on research and more time on outreach. Marketing and sales are collaborating earlier and more substantively. And the feedback loop between teams has tightened considerably.

"At Nerdio, we feel like we should be operating off of a central brain where all of our information is together and we are able to orchestrate plays based off of that information," she says. "And Zoominfo is a big part of that."

Looking ahead, Thompson's vision for Nerdio's GTM future is clear and ambitious: one centralized intelligence layer that orchestrates play across every team, powered by the full breadth of data the company has available.

Customer Case Study – SYNCRO

The Results

Helping Syncro Build a Go-To-Market Engine From Scratch

About the Company

Syncro is a unified IT management platform that combines Remote Monitoring and Management (RMM) and Professional Services Automation (PSA) tools. Designed specifically for Managed Service Providers (MSPs) and internal IT departments, it consolidates endpoint management, ticketing, billing, and Microsoft 365 security into a single system with flat per-technician pricing.

The Challenge

Syncro is on a mission to unify IT and security operations into a single platform, giving MSPs and corporate IT teams the tools to secure and manage their environments without the budget of a large enterprise. Syncro has a focused product in a competitive market, and when Carl Koussan-Price joined as Chief Marketing Officer, he found a go-to-market operation (GTM) that was not keeping pace with the company's ambitions.

The entire motion was inbound. Google Ads were the primary growth lever. There were no outbound plays, no signal-based campaigns, and no data vendor. Worse, the marketing team couldn't even build a target audience on its own, every list required a trip to the operations team, a round of back-and-forth, and a CSV file passed between functions.

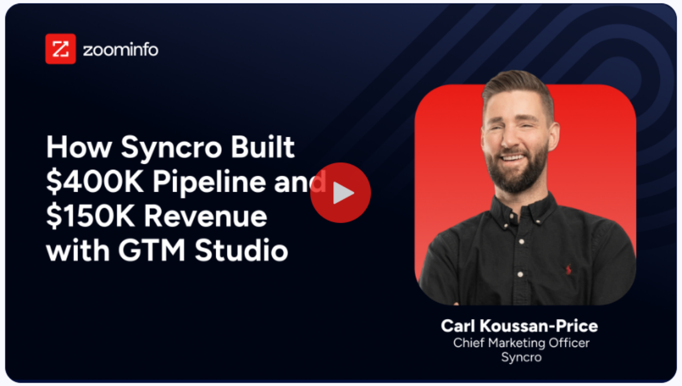
The Solution

Before Koussan-Price could launch a single outbound play, he had to solve a problem that had quietly stalled Syncro's growth for years: finding its own audience. Without a data partner, Syncro had no reliable way to identify and reach MSPs at scale.

Koussan-Price evaluated several platforms before committing to GTM Studio. With GTM Studio in place, the solution was immediately eliminating the internal bottlenecks that had slowed every previous campaign.

"The most junior people on my team - this [being] the first job they've ever had - are using GTM Studio effortlessly and frictionlessly," Koussan-Price says.

Three plays became the foundation of Syncro's new outbound engine. The first was the MSP identification campaign, finally possible at scale. The second was a closed-lost reengagement play, powered by Chorus integration, that pulled in conversation transcripts and summaries to personalize outreach. The third was a website visitor de-anonymization play using WebSiteID, targeting high-value pages like pricing, identifying the buying group, and routing them into outbound sequences automatically.



The Results

Within a couple of months of deploying GTM Studio, Syncro had launched more campaigns than the company had launched in the previous two years combined. The website visitor play alone has generated over $100k in ARR. The closed-lost play has contributed another $100k.

"We've been using GTM Studio for a couple of months now, and within that time, we've launched 35 campaigns through the platform, consisting of expansion and new business, and generated around $400k of pipeline and around $150k of revenue," Koussan-Price says.

"The days of burning out your team because you're launching too much doesn't necessarily need to exist when you can just build the campaign and let it start running itself and feeding itself with new data all the time. There's nothing really limiting us anymore."

Q2 2026
Financial Results

Financial Results Overview

Henry Schuck
Chief Executive Officer

Graham O'Brien
Chief Financial Officer

Financial Results

"Our native MCP integrations with Anthropic's Claude and OpenAI's Codex ensure that AI agents are grounded in verified, real-time context rather than static, decaying data," said Henry Schuck, ZoomInfo Founder and CEO. "By embedding our high-quality data, insights, and context natively where work happens, we continue to expand from a data provider into a foundational GTM infrastructure platform.

"Our second quarter results reflect our discipline and commitment to free cash flow generation and an expanded approach to capital allocation."

2026 Guidance[1]

We expect 2026 revenue in the range of $1.207 - $1.217 billion and Adjusted Operating Income in the range of $446 - $451 million.

For the full year 2026 we expect Unlevered Free Cash Flow in the range of $403 - $423 million.

$310M (+1.2% YoY)
Q2 2026 GAAP Revenue

35% (+130 bps YoY)
Q2 2026 Adjusted Operating Income Margin[2]

$107M (+7% YoY)
Q2 2026 Unlevered Free Cash Flow[2]

$10M
Q2 2026 Interest Paid In Cash

1. Guidance as of August 5, 2026. 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.
2. GAAP to non-GAAP reconciliations available in the non-GAAP reconciliations section of this presentation.

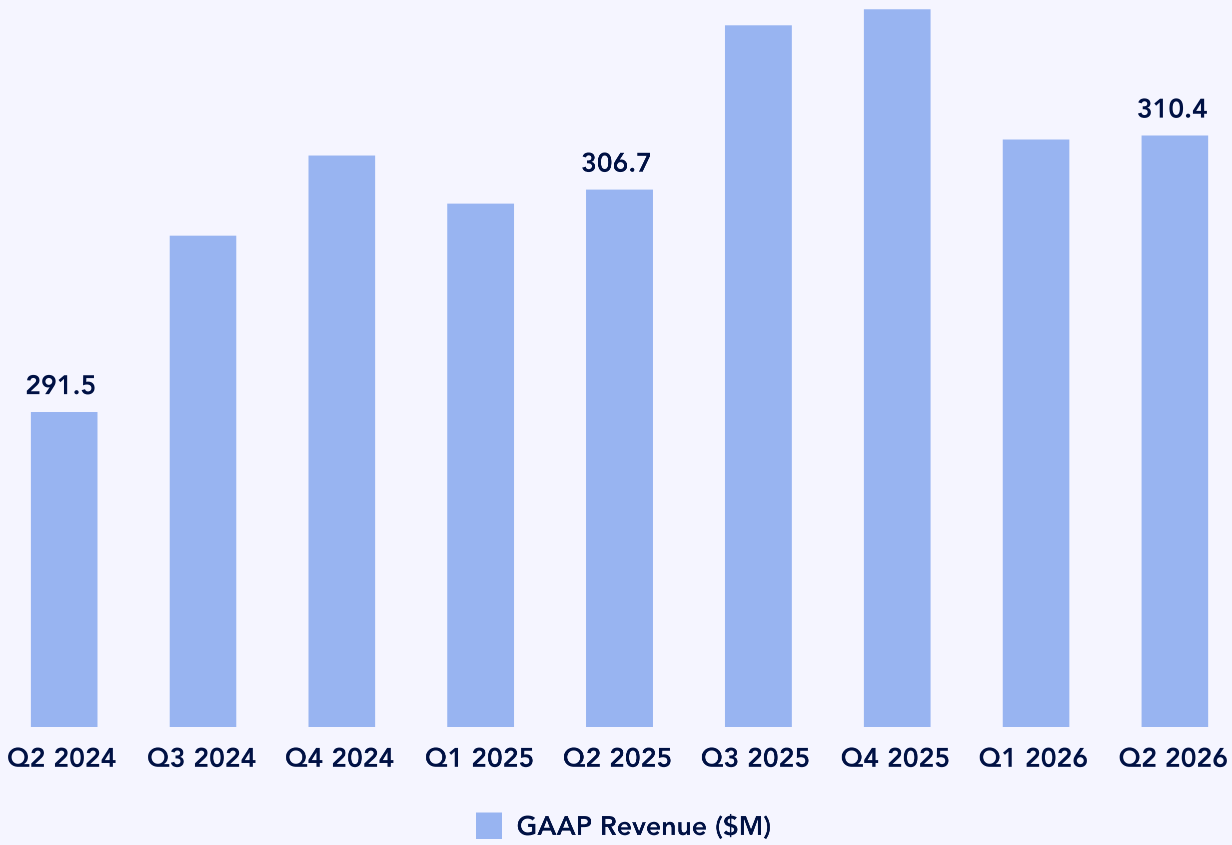
Q2 2026 Financial Summary (Unaudited)

GAAP[(1)]			Non-GAAP[(2)]		
($M, except per share amounts)	Quarterly Results	Change YoY		Quarterly Results	Change YoY
Revenue	**$310.4**	**1.2%**			
Operating Loss	**$(622.0)**	***NM**	Adjusted Operating Income	**$110.0**	**5%**
Operating Loss Margin	**(200)%**		Adjusted Operating Income Margin	**35%**	
Net Loss Per Share (Diluted)	**$(2.19)**		Adjusted Net Income Per Share (Diluted)	**$0.28**	
Cash Flow from Operating Activities	**$87.3**	**(20)%**	Unlevered Free Cash Flow	**$107.3**	**7%**

1. GAAP Quarterly Results include goodwill impairment loss of $650.5 million for the three months ended June 30, 2026,
2. GAAP to non-GAAP reconciliations available in the non-GAAP reconciliations section of this presentation.

*Change YoY as a percentage is not meaningful

GAAP Revenue ($M)



Q2 2026

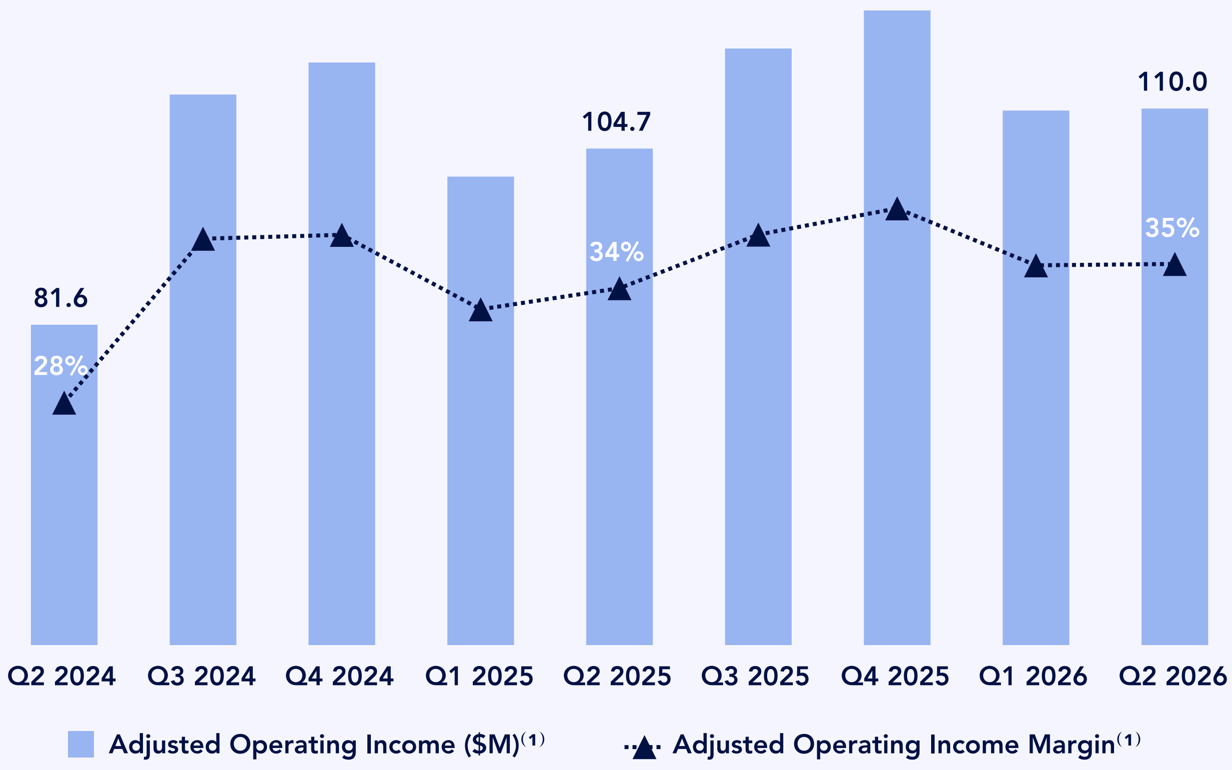
$310.4M

Q2 2026 GAAP Revenue

+1.2%

YoY Change in GAAP Revenue

Adjusted Operating Income ($M) and Margin



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

Q2 2026

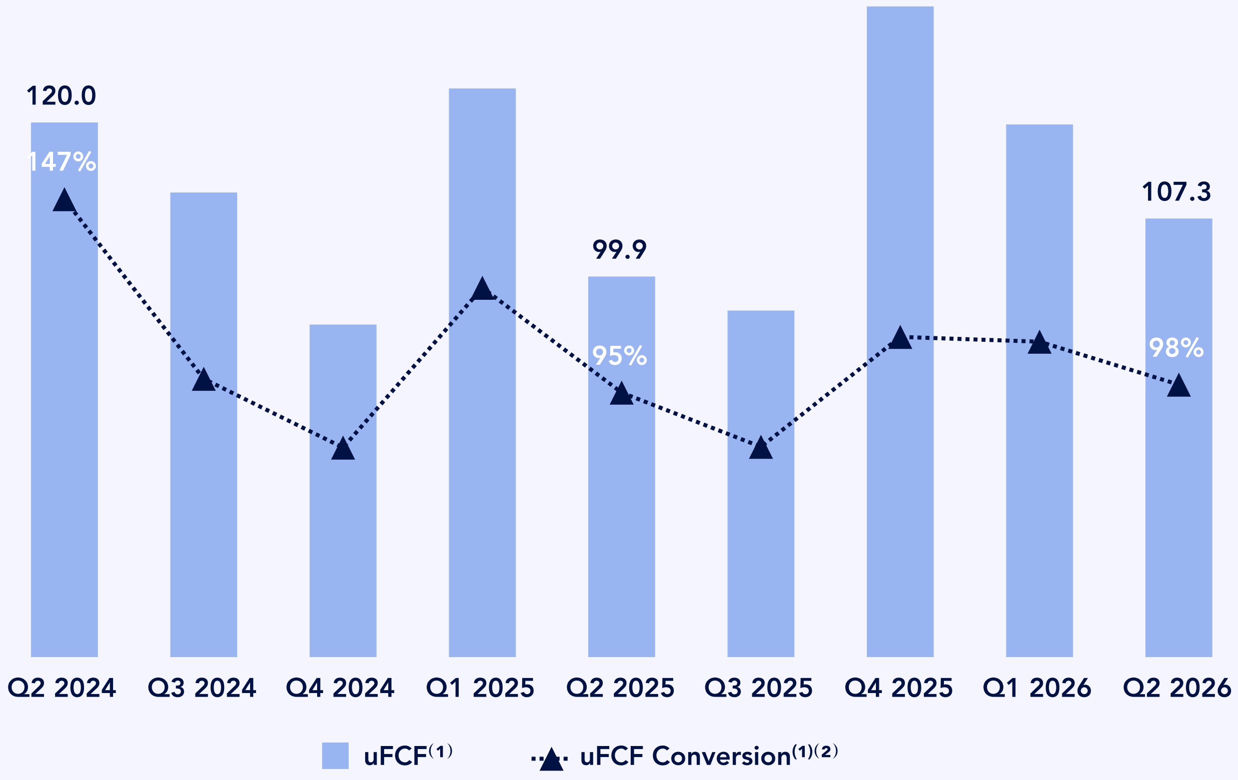
35% (+130 bps YoY)

Adjusted Operating Income Margin[1]

5%

YoY Change in Adjusted Operating Income[1]

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



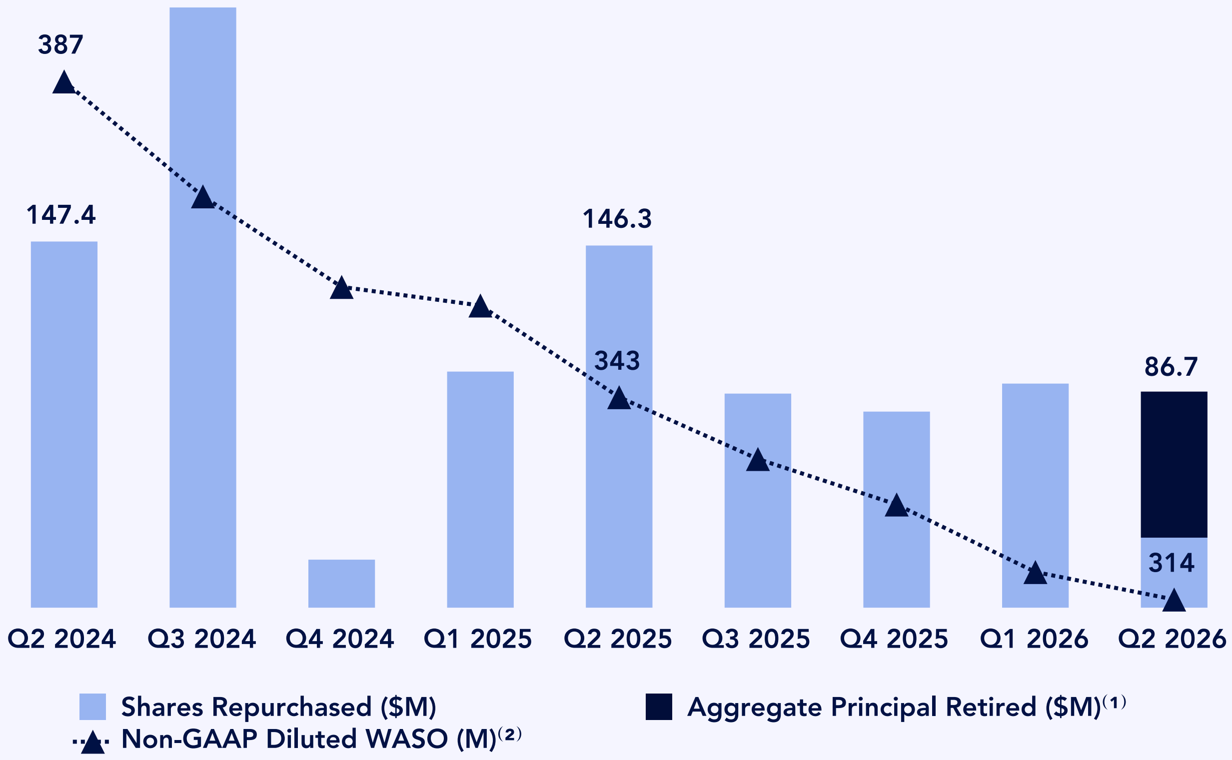
Q2 2026

98%
Unlevered Free Cash Flow Conversion[1][2]

35%
Unlevered Free Cash Flow Margin[1]

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.

Capital Allocation - Repurchases



1. The aggregate principle retired represents purchases of the Company's Senior Notes at a discount to par of 80 cents on the dollar.
2. Diluted earnings per share is computed by giving effect to all potential weighted average Common Stock, and any securities that are convertible into Common Stock, including options and restricted stock units. The dilutive effect of outstanding awards and convertible securities is reflected in diluted earnings per share by application of the treasury stock method, excluding deemed repurchases assuming proceeds from unrecognized compensation as required by GAAP.

Q2 2026

Equity

6.3M

Shares of Stock Repurchased

$4.51

Average Purchase Price

Debt

$58.5M

Aggregate Principal Retired

Balance Sheet Highlights and Net Leverage

($M)	As of June 30, 2026	As of December 31, 2025
Total contractual maturity of outstanding indebtedness	$1,270.7	$1,332.2
Cash, cash equivalents, and investments	$150.6	$179.9
Trailing Twelve Months (TTM) Adjusted EBITDA[(1)]	$493.9	$475.7
Trailing Twelve Months (TTM) Cash EBITDA[(1)]	$489.2	$484.7
Total Net Leverage Ratio (Adjusted EBITDA)[(1)(2)]	2.3x	2.4x
Total Net Leverage Ratio (Cash EBITDA)[(1)(3)]	2.3x	2.4x
Total Unearned Revenue	$464.7	$477.8
Current remaining performance obligations	$849.3	$887.4
Total remaining performance obligations	$1,172.0	$1,252.4

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, and investments divided by TTM Adjusted EBITDA, expressed as a ratio.
3. Defined as total contractual maturity of outstanding indebtedness less, cash and cash equivalents, and investments divided by TTM Cash EBITDA (defined as Consolidated EBITDA in our Credit Agreements), expressed as a ratio.

Tax Receivable Agreement

In connection with our IPO, we entered into two Tax Receivable Agreements ("TRA") with certain former unit holders of ZoomInfo Holdings LLC (the "TRA Holders"). The conversion of these pre-IPO units to common stock created a step-up in tax basis resulting in a deferred tax asset. The TRAs generally provide for payment by the Company to the TRA Holders of 85% of the net cash savings, if any, in U.S. federal and state income taxes that the Company realizes from the step-up. The Company retains a benefit of 15% from TRA savings.

The Company's deferred tax asset balance related to the step-up reflects 100% of the benefit of entering into the TRAs not yet realized. The TRA Liability represents 85% of the benefit, which is due to the TRA holders in a future period.

The TRA and its associated deferred tax assets are remeasured quarterly to reflect the impact of changes in the Company's blended state tax rate, U.S. federal and state tax legislation, and the Company's overall financial results. The remeasurement can have a material impact on the value of the TRA from period to period.

The TRA deductions are generally recognized as amortization over a 15-year period. To the extent the deductions result in the Company being in a taxable loss position, the corresponding TRA payment will be reduced, as the Company will not benefit from the deduction until the year in which the net operating loss is utilized. Therefore, the amount and timing of TRA payments can be substantially influenced by the Company's growth and profitability as well as legislative changes in any given year. Payments to TRA holders are incorporated in the "Tax receivable agreement payments" line in the "Financing activities" section of the Consolidated Statement of Cash Flows.

($M)	As of June 30, 2026	As of December 31, 2025
TRA Payments made since Inception	$129.8	$129.8
Tax receivable agreements liability, Current	$1.2	—
Tax receivable agreements liability, Non-Current	$2,725.2	$2,731.9

Guidance (as of August 5, 2026)[1]

	Q3 2026	Prior FY 2026	FY 2026
GAAP Revenue	$298 - $301 million	$1.185 - $1.205 billion	$1.207 - $1.217 billion
Adjusted Operating Income[1]	$113 - $115 million	$437 - $447 million	$446 - $451 million
Adjusted Net Income Per Share (Diluted)[1]	$0.28 - $0.29	$1.10 - $1.12	$1.12 - $1.13
Unlevered Free Cash Flow[1]	*Not Guided*	$400 - $420 million	$403 - $423 million
Weighted Average Shares Outstanding	318 million	315 million	318 million

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

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 and Cash 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 U.S. GAAP. There are limitations to these non-GAAP financial measures because they are not prepared in accordance with U.S. 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 Adjusted Operating Income as income (loss) from operations adjusted for, as applicable, (i) amortization of acquired technology and other acquired intangibles, (ii) goodwill impairment, (iii) equity-based compensation expense, (iv) restructuring and transaction-related expenses, (v) integration costs and acquisition-related expenses, and (vi) litigation settlement. We exclude the impact of amortization of acquired technology and other acquired intangibles, goodwill impairment, as well as equity-based compensation expense, because these are non-cash expenses 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. We have also excluded charges associated with litigation settlements related to class actions because we believe it represents an extraordinary litigation expense outside of our ordinary course of business and is not indicative of our operating performance. 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. We define Adjusted Operating Income Margin as Adjusted Operating Income divided by revenue.

We define Adjusted Net Income as net income (loss) adjusted for, as applicable, (i) gain on debt extinguishment, (ii) amortization of acquired technology and other acquired intangibles, (iii) goodwill impairment, (iv) equity-based compensation expense, (v) restructuring and transaction-related expenses, (vi) integration costs and acquisition-related expenses, (vii) litigation settlement, (viii) TRA liability remeasurement (benefit) expense, (ix) other (income) loss, net and (x) tax impacts of adjustments to net income (loss). 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 (loss) or net income (loss) as indicators of operating performance. We define Adjusted Net Income Per Share as Adjusted Net Income divided by diluted weighted average shares outstanding used for Adjusted Net Income Per Share.

Non-GAAP Financial Measures

We define Unlevered Free Cash Flow as net cash provided by operating activities less, as applicable, (i) purchases of property and equipment and other assets, plus (ii) cash interest expense, (iii) cash payments related to restructuring and transaction-related expenses, (iv) cash payments related to integration costs and acquisition-related compensation, and (v) litigation settlement payments. We define Unlevered Free Cash Flow Margin as Unlevered Free Cash Flow divided by 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 (loss) or net income (loss) 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, cash equivalents, and investments (as applicable), divided by trailing twelve months Adjusted EBITDA. EBITDA is defined as earnings before interest, taxes, depreciation, and amortization. Management further adjusts EBITDA to exclude certain items of a significant or unusual nature, including, as applicable, other (income) expense, net, gain on debt extinguishment, impact of certain non-cash items, such as goodwill impairment, equity-based compensation expense, restructuring and transaction-related expenses, integration costs and acquisition-related expenses, and litigation settlement. We exclude these items because these are either non-cash expenses 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 (loss) or net income (loss) as indicators of operating performance. We define Net Leverage Ratio to Cash EBITDA (defined as Consolidated EBITDA in our Credit Agreements) as total contractual maturity of outstanding indebtedness less cash, cash equivalents, and investments (as applicable), divided by trailing twelve months Cash EBITDA. Cash EBITDA is defined as Adjusted EBITDA adjusted for the unearned revenue adjustment, cash rent adjustment, and other lender adjustments. 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) amortization of acquired technology, and as included within Cost of service, (ii) equity-based compensation expense, (iii) integration and deal related compensation, and (iv) restructuring and transaction-related expenses. Adjusted Gross Margin is calculated as Adjusted Gross Profit divided by revenue.

We define Adjusted Sales and Marketing Expense as sales and marketing expense less, as included within sales and marketing expense, (i) integration and deal related compensation expense, (ii) equity-based compensation expense, and (iii) restructuring and transaction-related expenses. Adjusted Sales and Marketing as a percentage of Revenue is calculated as Adjusted Sales and Marketing divided by revenue.

We define Adjusted Research and Development Expense as research and development expense less, as included within research and development expense, (i) integration and deal related compensation expense, (ii) equity-based compensation expense, and (iii) restructuring and transaction-related expenses. Adjusted Research and Development as a percentage of Revenue is calculated as Adjusted Research and Development divided by revenue.

We define Adjusted General and Administrative Expense as general and administrative expense less, as included within general and administrative expense, (i) integration and deal related compensation expense, (ii) equity-based compensation expense, (iii) restructuring and transaction-related expenses, and (iv) litigation settlement. Adjusted General and Administrative as a percentage of Revenue is calculated as Adjusted General and Administrative divided by revenue.

Net revenue retention is a metric that we calculate based on customers of ZoomInfo at the beginning of the twelve-month period, and is calculated as: (a) the total annual contract value ("ACV") for those customers at the end of the twelve-month period, divided by (b) the total ACV for those customers at the beginning of the twelve-month period.

Reconciliation from GAAP Income (Loss) from Operations to Non-GAAP Adjusted Operating Income

($M except percent figures)	Q2 2026	Q2 2025
Income (Loss) from operations (GAAP)	**$(622.0)**	**$53.7**
Amortization of acquired technology	6.8	9.4
Amortization of other acquired intangibles	5.2	5.3
Goodwill impairment	650.5	—
Equity-based compensation expense	25.7	29.7
Restructuring and transaction-related expenses	35.3	5.1
Litigation settlement	8.5	1.5
Adjusted Operating Income (Non-GAAP)	110.0	104.7
Revenue (GAAP)	$310.4	$306.7
Operating Income Margin (GAAP)	(200)%	18%
Adjusted Operating Income Margin (Non-GAAP)	35%	34%

Reconciliation from GAAP Net Income (Loss) to Non-GAAP Cash EBITDA

($M)	Trailing Twelve Months as of June 30, 2026	Trailing Twelve Months as of June 30, 2025
Net income (loss)	**$(541.0)**	**$89.2**
Provision for income taxes	64.5	33.8
Interest expense, net	50.3	39.9
Gain on debt extinguishment	(11.0)	—
Depreciation expense[1]	33.9	26.3
Amortization of acquired technology	33.0	38.0
Amortization of other acquired intangibles	20.7	21.3
Other (income) loss, net	(5.2)	15.5
Goodwill impairment	650.5	—
Equity-based compensation expense	108.1	129.7
Restructuring and transaction-related expenses	75.1	61.9
Litigation settlement	15.0	3.9
Adjusted EBITDA (Non-GAAP)	**$493.9**	**$459.4**
Unearned revenue adjustment	(7.6)	31.8
Cash rent adjustment	2.2	12.6
Other lender adjustments	0.7	0.6
Cash EBITDA (Non-GAAP)[2]	**$489.2**	**$504.5**

1. Excludes the depreciation associated with lease restructuring charges.
2. Defined as Consolidated EBITDA in our Credit Agreements.

Reconciliation of Non-GAAP Leverage Ratios

($M except Leverage Ratios)	Trailing Twelve Months as of June 30, 2026	Trailing Twelve Months as of December 31, 2025
Total contractual maturity of outstanding indebtedness	$1,270.7	$1,332.2
Less: Cash and cash equivalents, and investments	$150.6	$179.9
Net contractual maturity of outstanding indebtedness	$1,120.1	$1,152.3
Trailing Twelve Months (TTM) Adjusted EBITDA	$493.9	$475.7
Total Net Leverage Ratio (Adjusted EBITDA)	2.3x	2.4x
Trailing Twelve Months (TTM) Cash EBITDA[1]	$489.2	$484.7
Total Net Leverage Ratio (Cash EBITDA)	2.3x	2.4x

1. Defined as Consolidated EBITDA in our Credit Agreements.

Reconciliation from GAAP Operating Cash Flow to Non-GAAP Unlevered Free Cash Flow

($M except percent figures)	Q2 2026	Q2 2025
Net cash provided by operating activities (GAAP)	**$87.3**	**$108.9**
Purchases of property and equipment and other assets	(17.6)	(22.0)
Interest paid in cash	9.9	5.0
Restructuring and transaction-related expenses paid in cash	23.4	7.5
Litigation settlement payments	4.3	0.5
Unlevered Free Cash Flow (Non-GAAP)	**$107.3**	**$99.9**
Adjusted Operating Income (Non-GAAP)	$110.0	$104.7
Unlevered Free Cash Flow Conversion (Non-GAAP)	**98%**	**95%**
Revenue (GAAP)	$310.4	$306.7
Unlevered Free Cash Flow Margin (Non-GAAP)	**35%**	**33%**

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

Three months ended June 30, 2026 ($M)	GAAP	Margin %	Equity-based Compensation	Amortization of Intangibles	Restructuring, Transaction, and Other	Litigation Settlement	Tax Impacts of Adjustments and TRA	As Adjusted	Adjusted Margin %[1]
Revenue	**$310.4**		**$—**	**$—**	**$—**	**$—**	**$—**	**$310.4**	
Cost of service	46.8	15%	(2.5)	—	(3.5)	—	—	40.8	13%
Amortization of acquired technology	6.8	2%	—	(6.8)	—	—	—	—	
Gross profit	**$256.8**	**83%**	**$2.5**	**$6.8**	**$3.5**	**—**	**—**	**$269.6**	**87%**
Sales and marketing	107.7	35%	(8.1)	—	(8.5)	—	—	91.1	29%
Research and development	56.8	18%	(7.0)	—	(18.3)	—	—	31.5	10%
General and administrative	58.6	19%	(8.1)	—	(5.0)	(8.5)	—	37.0	12%
Amortization of other acquired intangibles	5.2		—	(5.2)	—	—	—	—	
Goodwill impairment	650.5		—	—	(650.5)	—	—	—	
Total operating expenses	$878.8		$(23.2)	$(5.2)	$(682.3)	$(8.5)	—	$159.6	
Income (Loss) from operations	**$(622.0)**	**(200)%**	**$25.7**	**$12.0**	**$685.8**	**$8.5**	**$—**	**$110.0**	**35%**
Interest expense, net	14.7		—	—	—	—	—	14.7	
Gain on debt extinguishment	(11.0)		—	—	11.0	—	—	—	
Other income, net	(7.2)		—	—	—	—	4.1	(3.1)	
Income (Loss) before income taxes	**$(618.5)**		**$25.7**	**$12.0**	**$674.8**	**$8.5**	**$(4.1)**	**$98.4**	
Provision for income tax	25.2		—	—	—	—	(13.9)	11.3	
Net income (loss)	**$(643.7)**	**(207)%**	**$25.7**	**$12.0**	**$674.8**	**$8.5**	**$9.8**	**$87.1**	**28%**
Diluted net income (loss) per share	**$(2.19)**							**$0.28**	
Common Stock WASO – diluted (in millions)	**295**							**314**	

1. Adjusted Margin % is As Adjusted Column divided by Revenue.

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

Six months ended June 30, 2026 ($M)	GAAP	Margin %	Equity-based Compensation	Amortization of Intangibles	Restructuring, Transaction, and Other	Litigation Settlement	Tax Impacts of Adjustments and TRA	As Adjusted	Adjusted Margin %[1]
Revenue	**$620.6**		**$—**	**$—**	**$—**	**$—**	**$—**	**$620.6**	
Cost of service	90.3	15%	(5.1)	—	(4.0)	—	—	81.2	13%
Amortization of acquired technology	14.3	2%	—	(14.3)	—	—	—	—	
Gross profit	**$516.0**	**83%**	**$5.1**	**$14.3**	**$4.0**	**—**	**—**	**$539.4**	**87%**
Sales and marketing	211.0	34%	(16.2)	—	(11.4)	—	—	183.4	30%
Research and development	98.9	16%	(14.1)	—	(19.8)	—	—	65.0	10%
General and administrative	109.4	18%	(15.8)	—	(10.1)	(12.2)	—	71.3	11%
Amortization of other acquired intangibles	10.3		—	(10.3)	—	—	—	—	
Goodwill impairment	650.5		—	—	(650.5)	—	—	—	
Total operating expenses	$1,080.1		$(46.1)	$(10.3)	$(691.8)	$(12.2)	—	$319.7	
Income (Loss) from operations	**$(564.1)**	**(91)%**	**$51.2**	**$24.6**	**$695.8**	**$12.2**	**$—**	**$219.7**	**35%**
Interest expense, net	28.2		—	—	—	—	—	28.2	
Gain on debt extinguishment	(11.0)		—	—	11.0	—	—	—	
Other income, net	(7.1)		—	—	—	—	5.5	(1.6)	
Income (Loss) before income taxes	**$(574.2)**		**$51.2**	**$24.6**	**$684.8**	**$12.2**	**$(5.5)**	**$193.1**	
Provision for income tax	40.2		—	—	—	—	(21.7)	18.5	
Net income (loss)	**$(614.4)**	**(99)%**	**$51.2**	**$24.6**	**$684.8**	**$12.2**	**$16.2**	**$174.6**	**28%**
Diluted net income (loss) per share	**$(2.06)**							**$0.55**	
Common Stock WASO – diluted (in millions)	**298**							**316**	

1. Adjusted Margin % is As Adjusted Column divided by Revenue.

Reconciliation from GAAP Net Income to Non-GAAP Adjusted Net Income Per Share

Three months ended June 30, 2025 ($M)	GAAP	Margin %	Equity-based Compensation	Amortization of Intangibles	Restructuring, Transaction, and Other	Litigation Settlement	Tax Impacts of Adjustments and TRA	As Adjusted	Adjusted Margin %[1]
Revenue	**$306.7**		**$—**	**$—**	**$—**	**$—**	**$—**	**$306.7**	
Cost of service	40.1	13%	(2.8)	—	(0.3)	—	—	37.0	12%
Amortization of acquired technology	9.4	3%	—	(9.4)	—	—	—	—	
Gross profit	**$257.2**	**84%**	**$2.8**	**$9.4**	**$0.3**	**—**	**—**	**$269.7**	**88%**
Sales and marketing	106.3	35%	(11.4)	—	(1.6)	—	—	93.3	30%
Research and development	44.6	15%	(8.4)	—	(1.5)	—	—	34.7	11%
General and administrative	47.3	15%	(7.1)	—	(1.7)	(1.5)	—	37.0	12%
Amortization of other acquired intangibles	5.3		—	(5.3)	—	—	—	—	
Total operating expenses	$203.5		$(26.9)	$(5.3)	$(4.8)	$(1.5)	—	$165.0	
Income from operations	**$53.7**	**18%**	**$29.7**	**$14.7**	**$5.1**	**$1.5**	**$—**	**$104.7**	**34%**
Interest expense, net	10.7		—	—	—	—	—	10.7	
Other (income) loss, net	(14.0)		—	—	—	—	14.6	0.6	
Income before income taxes	**$57.0**		**$29.7**	**$14.7**	**$5.1**	**$1.5**	**$(14.6)**	**$93.4**	
Provision for income tax	33.0		—	—	—	—	(25.8)	7.2	
Net income	**$24.0**	**8%**	**$29.7**	**$14.7**	**$5.1**	**$1.5**	**$11.2**	**$86.1**	**28%**
Diluted net income per share	**$0.07**							**$0.25**	
Common Stock WASO – diluted (in millions)	**327**							**343**	

1. Adjusted Margin % is As Adjusted Column divided by Revenue.

Reconciliation from GAAP Net Income to Non-GAAP Adjusted Net Income Per Share

Six months ended June 30, 2025 ($M)	GAAP	Margin %	Equity-based Compensation	Amortization of Intangibles	Restructuring, Transaction, and Other	Litigation Settlement	Tax Impacts of Adjustments and TRA	As Adjusted	Adjusted Margin %[1]
Revenue	**$612.4**		**$—**	**$—**	**$—**	**$—**	**$—**	**$612.4**	
Cost of service	77.9	13%	(5.6)	—	(0.7)	—	—	71.6	12%
Amortization of acquired technology	18.9	3%	—	(18.9)	—	—	—	—	
Gross profit	**$515.6**	**84%**	**$5.6**	**$18.9**	**$0.7**	**—**	**—**	**$540.8**	**88%**
Sales and marketing	212.3	35%	(22.8)	—	(3.0)	—	—	186.5	30%
Research and development	95.7	16%	(17.0)	—	(3.8)	—	—	74.9	12%
General and administrative	93.1	15%	(13.9)	—	(3.0)	(2.4)	—	73.8	12%
Amortization of other acquired intangibles	10.5		—	(10.5)	—	—	—	—	
Total operating expenses	$411.6		$(53.7)	$(10.5)	$(9.8)	$(2.4)	—	$335.2	
Income from operations	**$104.0**	**17%**	**$59.3**	**$29.4**	**$10.5**	**$2.4**	**$—**	**$205.6**	**34%**
Interest expense, net	20.5		—	—	—	—	—	20.5	
Other (income) loss, net	(13.1)		—	—	—	—	13.4	0.3	
Income before income taxes	**$96.6**		**$59.3**	**$29.4**	**$10.5**	**$2.4**	**$(13.4)**	**$184.8**	
Provision for income tax	45.8		—	—	—	—	(29.0)	16.8	
Net income	**$50.8**	**8%**	**$59.3**	**$29.4**	**$10.5**	**$2.4**	**$15.6**	**$168.0**	**27%**
Diluted net income per share	**$0.15**							**$0.48**	
Common Stock WASO – diluted (in millions)	**334**							**349**	

1. Adjusted Margin % is As Adjusted Column divided by Revenue.