zoominfo

Investor Overview
Q3 2026 Financial Results

DATE

November 4, 2026

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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.

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The *All-In-One* AI GTM Platform

Scale

$1.2B

Annualized Q3 2026 Revenue[1]

Profitability

39%

Q3 2026 Adjusted Operating Income Margin[2]

Large Customers

1,851

Customers w/ >100K ACV[1]

1. As of September 30, 2026.
2. GAAP to non-GAAP reconciliations available in the non-GAAP reconciliations section of this presentation.

INTRODUCING

GTM One

The **Context Graph** for Go-to-Market



GTM Apps

The workspace your team works in, assembled from the same data and agents, built to match your flow

Agents & Orchestration

Automated agents carry the context through the work you define

Data Foundation

A context graph built from your data and ours

INTRODUCING

GTM One

Data Foundation. Agents. Workspace. Apps.

01

Data Foundation

A context graph built from your data and ours

OUR DATA

100M *companies*

500M *contacts*

Billions *of signals*

YOUR DATA

- Salesforce
- Hubspot
- Crunchbase
- Outreach
- PitchBook
- Snowflake
- Databricks
- Dynamics
- Marketo

02

Agents & Orchestration

Champion Tracking
Champions switches jobs, outreach follows them

Churn Detection
Renewal risk surfaced before it's too late

Cross-sell Indentification
Expansion white-space inside existing accounts

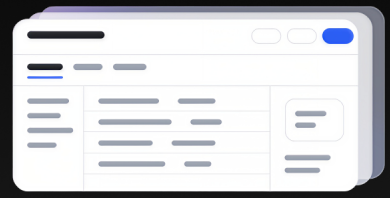
Inbound Lead Activation
Intent fires, right rep gets it instantly

Closed/Won Competitor Acceleration
Lookalikes to your last closed deal, outreach-history

03

GTM Apps

The workspace your team works in, assembled from the same data and agents.

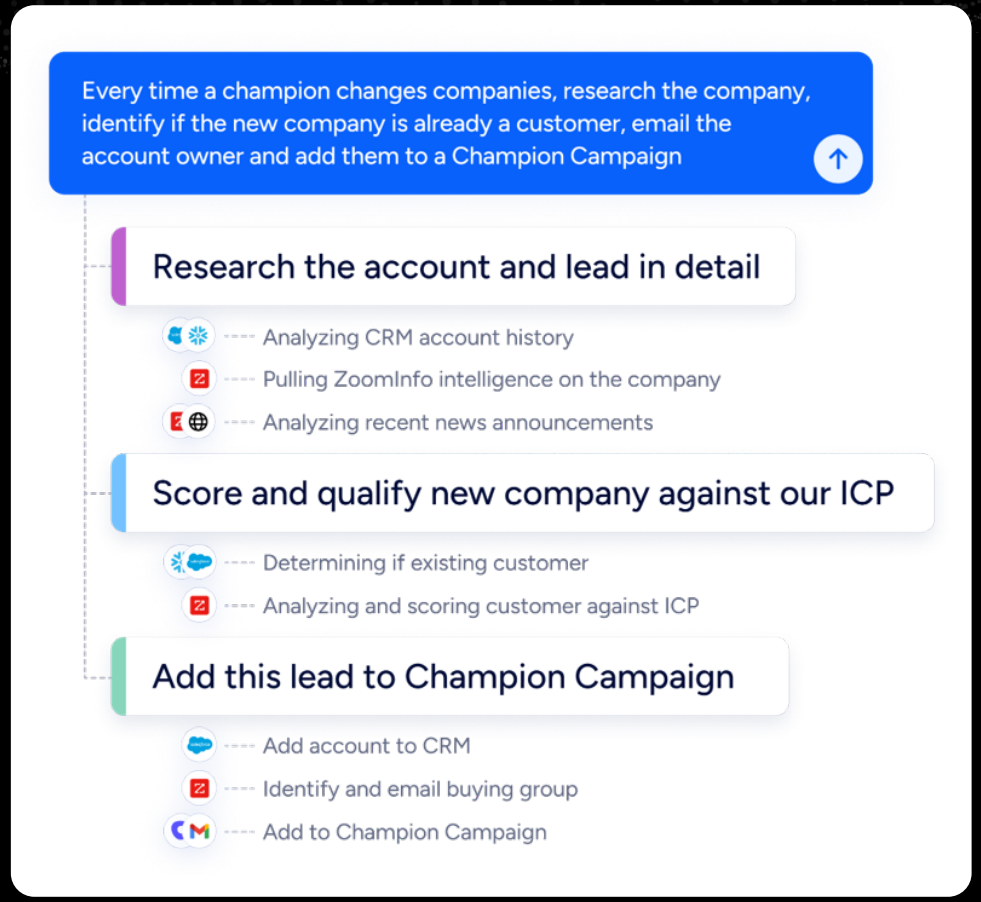


- Custom build applications that your sellers love on top of trusted data
- Vibe code managed dashboards, workspace feeds, AI agents, and more
- Build apps by vertical, segment, seller type, and niche industries

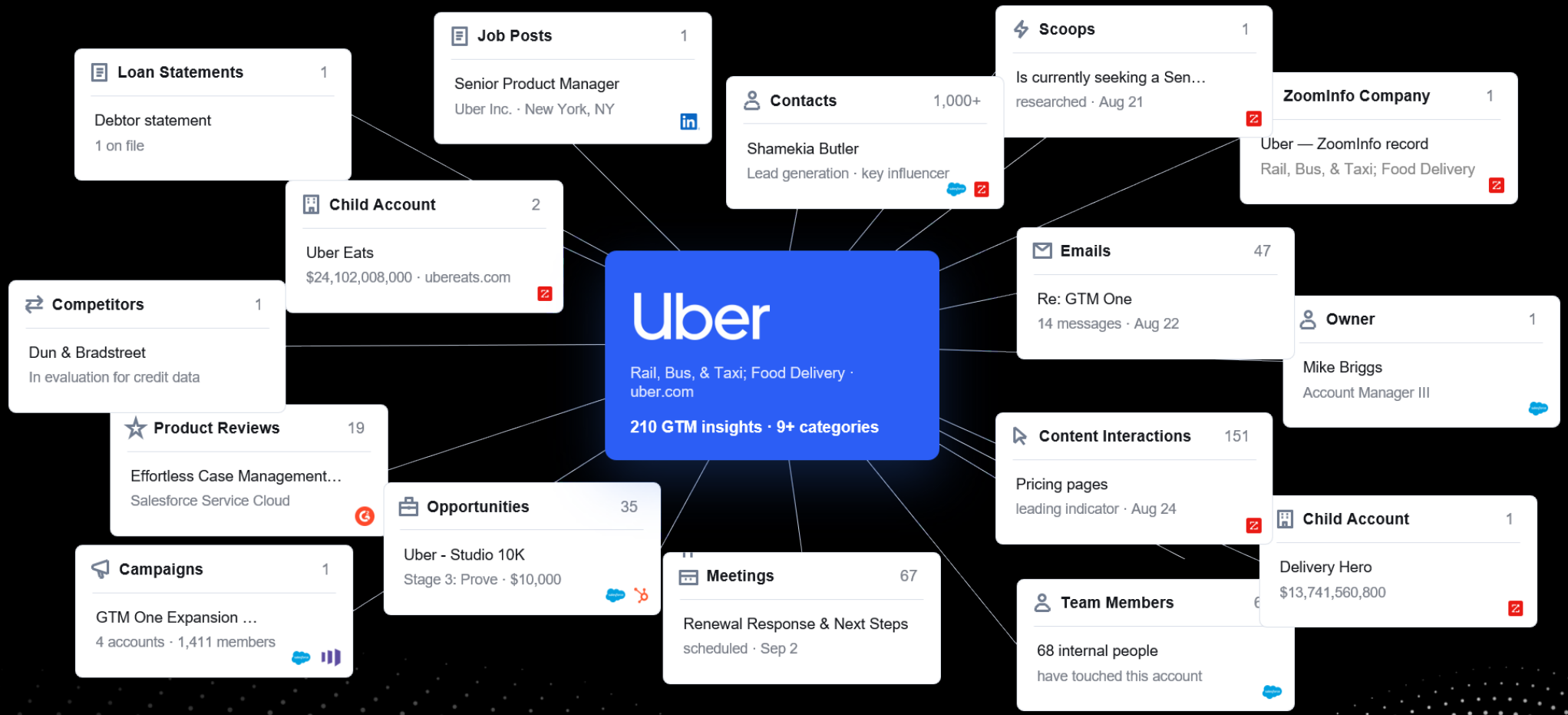
INTRODUCING

Agent Teams

The **Agentic Layer** for Go-to-Market



GTM Context Graph: The Backbone of Execution



Consuming GTM Context

GTM One

BUY

Managed GTM application

Context arrives inside the managed application

Fits teams that	Have no data science or GTM engineering capacity to spare.
You get	Resolved data foundation, agent orchestration, app builders.
You own	The plays, the thresholds and the approvals.
Time to value	Days, with no code-base to manage.

zoominfo CLI | MCP | API

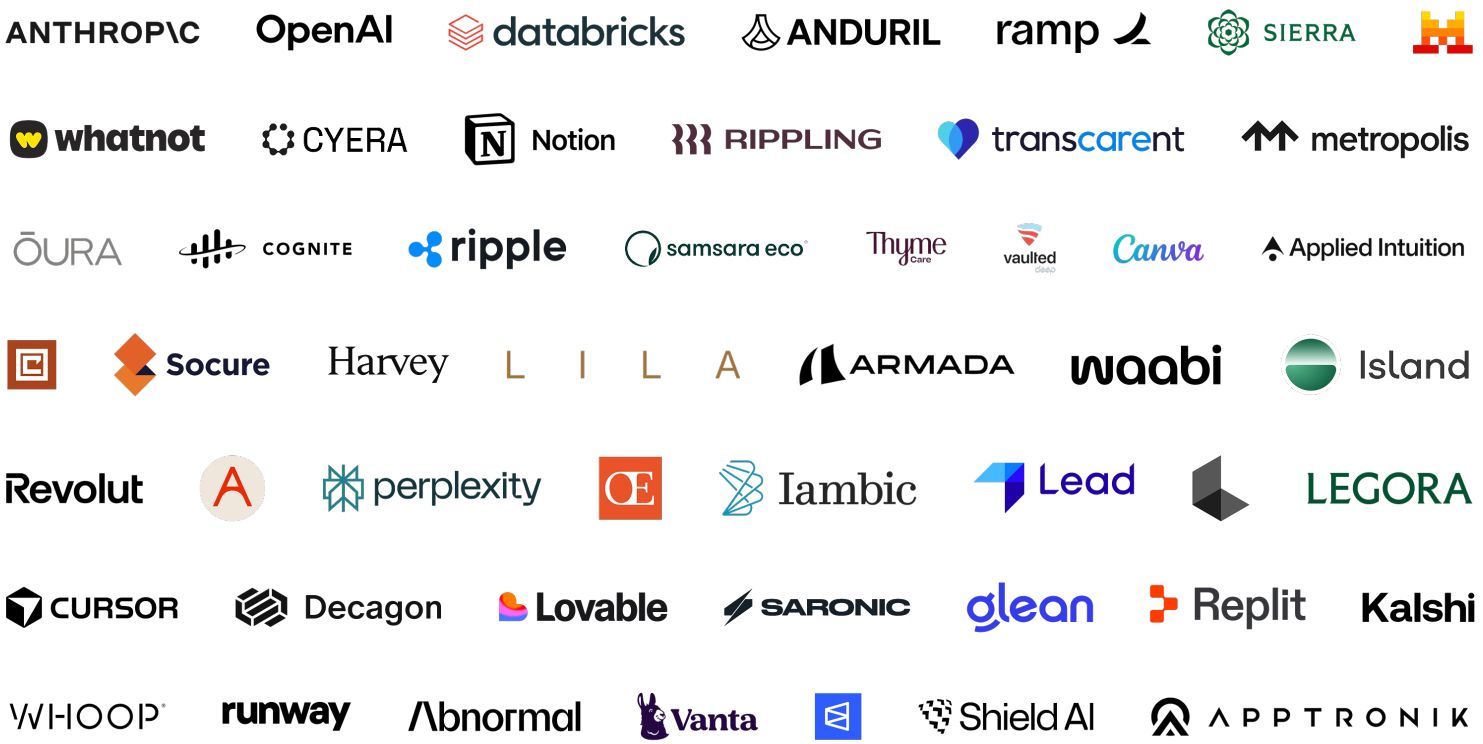
BUILD

Your own model, on our context

Context arrives in your chosen LLM (Claude, ChatGPT, Gemini) or Terminal

Fits teams that	Have GTM engineering and want the agent logic in house.
You get	The context layer through APIs, CLIs and MCP, in your own stack.
You own	Prompts, orchestration, evaluation and the running cost.
Time to value	A build cycle, with full control over behavior.

Disruptive Companies Run on ZoomInfo



All 27 B2B Companies

ON THE

CNBC DISRUPTOR LIST

use ZoomInfo

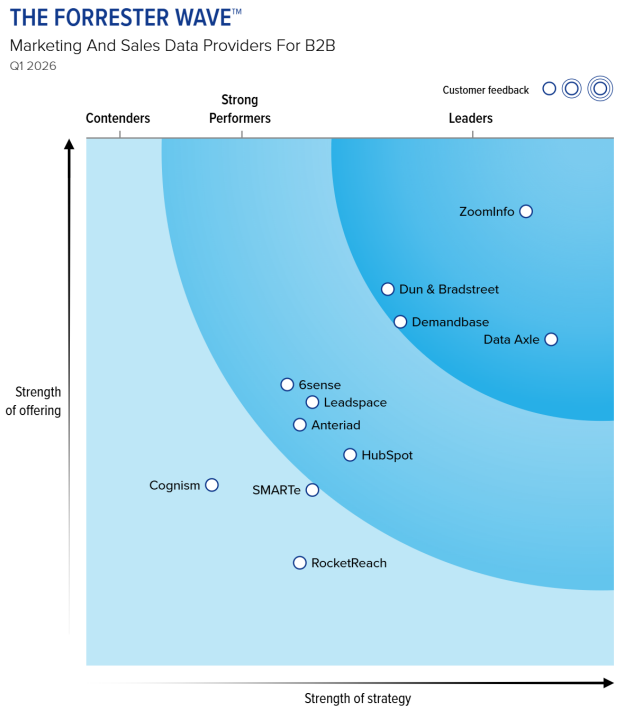
1. All logos and trademarks are property of their respective owners. Inclusion does not imply endorsement or partnership with ZoomInfo. "CNBC Disruptors 50" is an independent list compiled by CNBC. ZoomInfo customer data as of 8/5/2026.

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."



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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.

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Industry Recognition: ZoomInfo

Gartner®

ZoomInfo Recognized as a Leader in the 2026 Gartner® Magic Quadrant™ for Account-Based Marketing Platforms, the third consecutive year[1][2][3]

Gartner evaluates vendors on Ability to Execute and Completeness of Vision. To them, ZoomInfo's position reflects its continued investment in account-based marketing (ABM), GTM Studio, and its broader strategy to connect data, intelligence, AI and workflows across the go-to-market organization.



ZoomInfo's ABM is Built for Outcomes

Recognition from Gartner is powerful, it helps validate that the platform is designed to help revenue teams move from account targeting to coordinated action across acquisition, retention, and expansion motions.

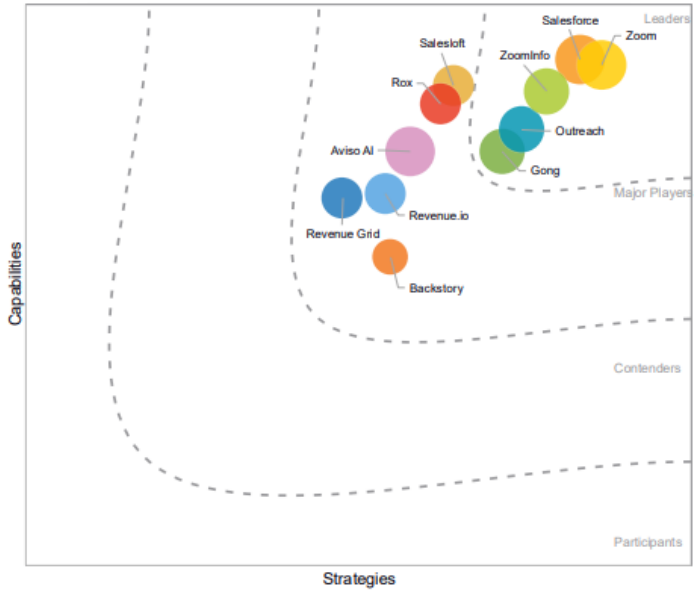
"ABM is evolving beyond static account lists and disconnected campaign execution," said Alice de Courcy, Chief Marketing Officer at ZoomInfo. "Revenue teams need trusted context that helps them understand what is happening across an account, coordinate engagement and act across the channels and systems where their teams already work. We believe our position as a Leader reflects the continued evolution of ZoomInfo's platform and our commitment to helping organizations execute more connected GTM strategies."

1. Gartner, Magic Quadrant for Account-Based Marketing Platforms, Jenifer Silverstein, Ray Pun, Chris Chandler and Upasna Chandra, 7 October 2026.
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Industry Recognition: ZoomInfo

ZoomInfo Positioned as a Leader in the IDC MarketScape for Worldwide Unified Revenue Orchestration Platforms[1]

Somewhere in the past 18 months, "revenue orchestration" stopped being a marketing phrase vendors used to justify a broader feature set and started describing something closer to what buyers were actually asking for -- a shared operating layer. That shift is worth taking seriously. It shows up in the buying criteria itself, which has moved from feature counting toward a harder question: Can a platform connect all of the GTM systems into workflows that can actually drive and prove execution.



IDC MarketScape: Worldwide Unified Revenue Orchestration Platforms[1]

How the IDC MarketScape Highlights ZoomInfo's Strengths:

Complete workflow orchestration: ZoomInfo's headless-first architecture strategy aligns with the market's broader shift toward API- and MCP-native, agentic execution layers that can be governed and iterated on in production.

Strong sales engagement orchestration: This matters strategically as the category consolidates around platforms that combine trusted data with the ability to act on it directly, rather than treating engagement as a separate layer.

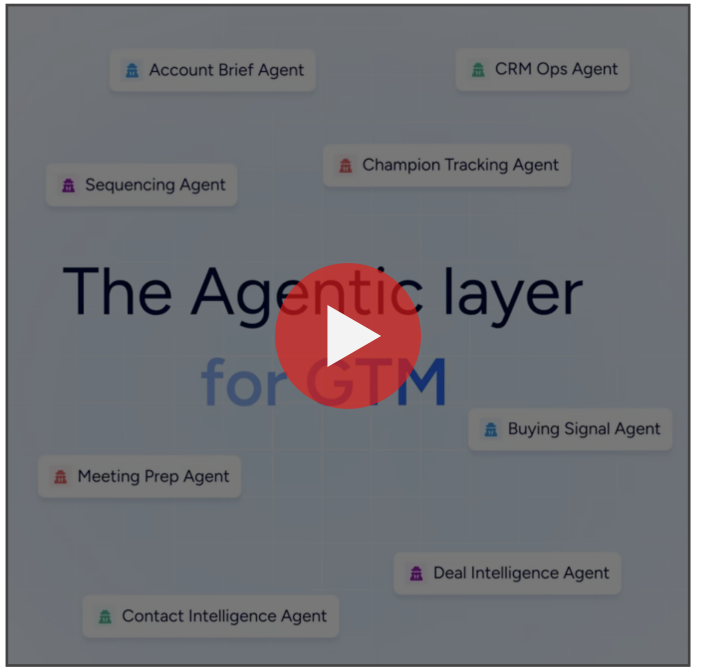
Fully Integrated Conversational Intelligence: Complete language coverage and insight extraction reflect successful integration of conversation intelligence into the broader platform.

1. Source: IDC, 2026

Video Highlights



GTM: Context Graph



GTM: Agent Teams

Customer Overview

Select Q3 Upmarket Customers

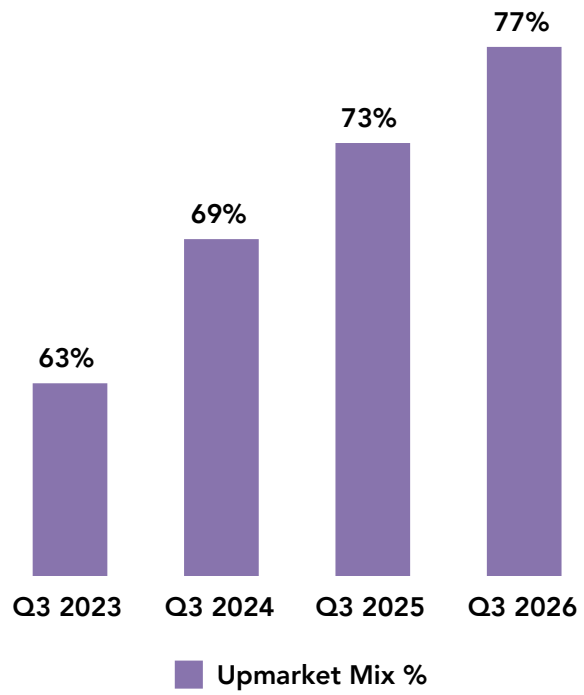
TISHMAN SPEYER

SurveyMonkey®

Audacy

garner™

Expanding Upmarket(1)



Customer Profile

1,851

Customers with > $100k in ACV(2)

70%

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 September 30, 2026.

Customer Case Study – asymbl.

The Results

Turning ZoomInfo MCP Into Always-On Pipeline

About the Company

Asymbl is a Workforce Orchestration Company based in Austin, Texas, that helps staffing and recruiting firms bring people, AI, and software together as one hybrid workforce. They create the software, put the AI to work, and have the consulting expertise to orchestrate it all, including:

- software that helps supply talent with predictability, cost efficiency, and speed
- an AI & Digital Labor practice that guides firms on their AI implementations in their workforce
- a Salesforce and Anthropic consultancy that designs and builds the solutions and systems of work that integrates the data underneath it all.

The Challenge

Founded a little over three and a half years ago, Asymbl has grown fast, and its own go-to-market team is a blend of people, AI agents, and digital workers. One of those workers is Teddy, a Digital Sales Development Representative, who works inside Asymbl's Salesforce instance and Slack environment, sending outbound messaging and nurturing inbound leads around the clock.

But Teddy and the broader digital workforce Asymbl has built alongside him are only as good as the information they're given.

The Solution

The core problem problem was scale and precision. Asymbl's account executives were focused on named target accounts, but that list represents only a fraction of the company's full ideal customer profile (ICP), and there was no efficient way to know when the right person, at the right company, was showing real interest.

The signals ZoomInfo surfaces now drive two parallel paths. For named target accounts, prioritized by ICP, signals on contacts flow into Salesforce and alert account executives when a meaningful action is worth taking. For the much larger population of companies in the ICP but not on the named target list, those signals feed Teddy, who nurtures the leads to eventually book meetings.

Central to that second path is ZoomInfo's MCP, which Asymbl has adopted to connect signal data into the tools its people and digital workers already use, without the overhead of building and maintaining the point-to-point API integrations.

"MCPs are far more flexible to us," Greg Symons, Asymbl's Co-Founder and President, says. "It allows us to curate the information and surface it where it should be exposed and how it should be exposed in a much, much more flexible way."



The Results

For Symons, the real differentiator is how little friction stands between having an idea and acting on it. "For us, we deeply understand the outcomes that we're looking for, and we're able to structure those outcomes using ZoomInfo very easily to ultimately deliver on what we need to deliver on as an organization," he says.

"We've actually seen [Teddy's] meeting bookings almost double from pre-MCP ZoomInfo signals," Symons says. "We haven't necessarily changed his knowledge. He's still trained on what the company does. but his ability to engage and leverage the signals and enrich the information he has available to him has just about doubled his meeting booking conversion rate, which is incredible."

Customer Case Study –

The Results

Turning Intent Into a Fortune 500 Win

About the Company

Snappy is an award-winning corporate gifting platform founded in 2015. Snappy helps organizations drive measurable business outcomes by improving employee retention, accelerating sales pipelines, and deepening customer loyalty. It is a deceptively broad value proposition, one that cuts across HR teams, sales organizations, customer success functions, and marketing departments, in virtually every industry.

The Challenge

For Elana Kathein, Director of Sales at Snappy, the core challenge was never identifying which companies to pursue. The harder problem was knowing *when* to reach them, and *who* specifically to contact inside a given organization.

Because Snappy is industry agnostic, its buying committee spans an unusually wide range of personas, HR leaders, sales executives, customer success managers, marketing directors, each with different priorities and different triggers for engagement. Without a way to surface real-time signals about what a prospect organization was actively thinking about, the team was left guessing.

The Solution

"We identified that it wasn't about just booking meetings at Snappy," Kathein says. "We wanted to book the right meetings that helped us drive pipeline generation for the company."

ZoomInfo became what Kathein describes as Snappy's "one-stop shop", the first platform the team opens when beginning any prospecting or account research workflow. With target account lists uploaded directly into ZoomInfo and intent signals surfaced, reps no longer had to piece together context from multiple disconnected tools. The intelligence was already there, organized and actionable.

"When you log into ZoomInfo, you can easily identify what the signals are, what are some of the search terms that my logos are researching around recognition and rewards," Kathein says. "And then from there, we're taking all that insight and data and we're creating a very personalized, thoughtful outreach."

What began as a deployment for the BDR and new business teams expanded rapidly. When Snappy saw the ROI and the quality of meetings being generated, leadership made the decision to extend ZoomInfo access to post-sale teams as well, account managers and customer success, unifying the go-to-market motion under a single intelligence layer.



The Results

Since implementing ZoomInfo, Snappy has doubled its book rate for qualified opportunities, the rate at which early-stage conversations convert into stamped, sales-qualified opportunities. "We saw that increase, it was closer to 30% before ZoomInfo and now we're closer to 60%," Kathein says.

But the number that perhaps best illustrates ZoomInfo's impact is not a percentage. It is a deal.

One of Snappy's top-performing BDRs noticed that a key target account in financial services was actively researching topics around branding and employee engagement. With that intelligence, she moved quickly. She used ZoomInfo to deepen her research, crafted a personalized outreach, and secured a meeting within the same week.

The result: a signed multi-year agreement with a Fortune 500 company, now using Snappy to retain top talent and drive performance across their workforce.

Q3 2026
Financial Results

zoominfo

Financial Results Overview

Henry Schuck
Chief Executive Officer



Graham O'Brien
Chief Financial Officer



Financial Results

"ZoomInfo is central to how leading GTM teams and their AI agents get work done, and our headless context layer is now grounding AI agents across dozens of platforms our customers already use," said Henry Schuck, ZoomInfo Founder and CEO. "Our largest customers continue to invest and grow with us, with our million dollar customer cohort the strongest it has ever been from an ACV and a logo perspective. We continue to prioritize a disciplined balance sheet as we have expanded our approach to capital allocation."

2026 Guidance(1)

We expect 2026 revenue in the range of $1.2235 - $1.2265 billion and Adjusted Operating Income in the range of $452 - $455 million.

For the full year 2026 we expect Unlevered Free Cash Flow in the range of $405 - $425 million.

$309M (-3% YoY)
Q3 2026 GAAP Revenue

39% (+160 bps YoY)
Q3 2026 Adjusted Operating Income Margin(2)

$87M (-8% YoY)
Q3 2026 Unlevered Free Cash Flow(2)

$21M
Q3 2026 Interest Paid In Cash

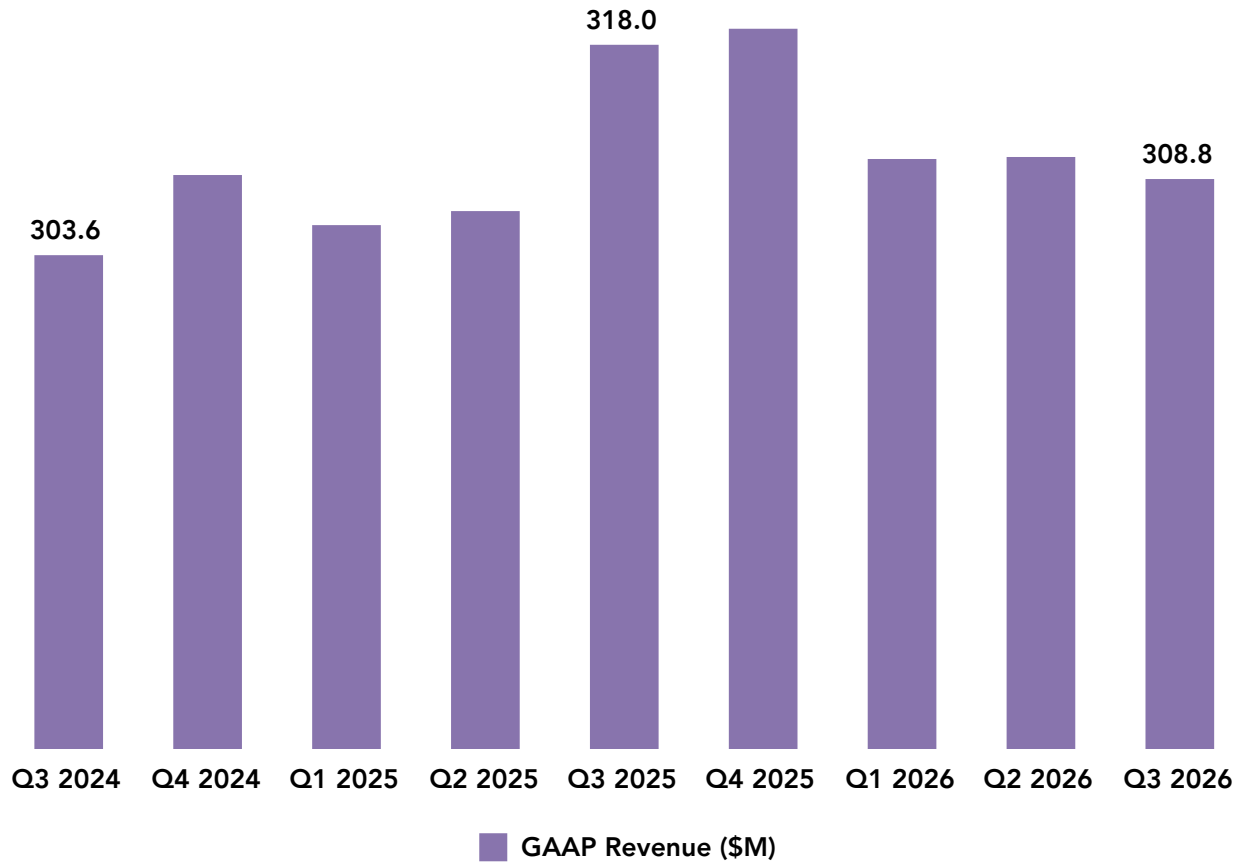
1. Guidance as of November 4, 2026. We do not provide a quantitative reconciliation of the forward-looking non-GAAP financial measures included in this presentation to the most directly comparable GAAP measures due to the high variability and difficulty to predict certain items excluded from these non-GAAP 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.

Q3 2026 Financial Summary (Unaudited)

	GAAP			Non-GAAP[1]	
($M, except per share amounts)	Quarterly Results	Change YoY		Quarterly Results	Change YoY
Revenue	**$308.8**	**(3)%**			
Operating Income	**$23.6**	**(65)%**	Adjusted Operating Income	**$119.1**	**1%**
Operating Income Margin	**8%**		Adjusted Operating Income Margin	**39%**	
Net Income Per Share (Diluted)	**$0.01**		Adjusted Net Income Per Share (Diluted)	**$0.29**	
Cash Flow from Operating Activities	**$47.4**	**(49)%**	Unlevered Free Cash Flow	**$87.2**	**(8)%**

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

GAAP Revenue ($M)



Q3 2026

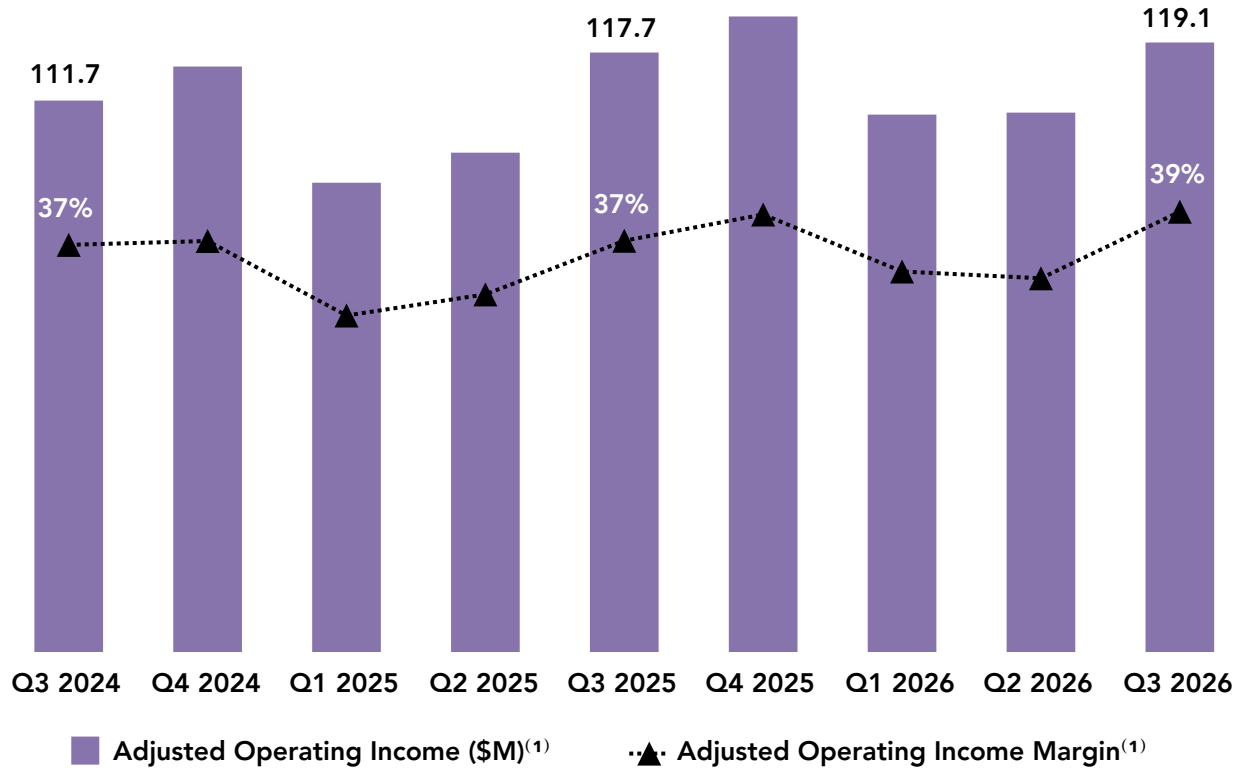
$308.8M

Q3 2026 GAAP Revenue

-3%

YoY Change in GAAP Revenue

Adjusted Operating Income ($M) and Margin



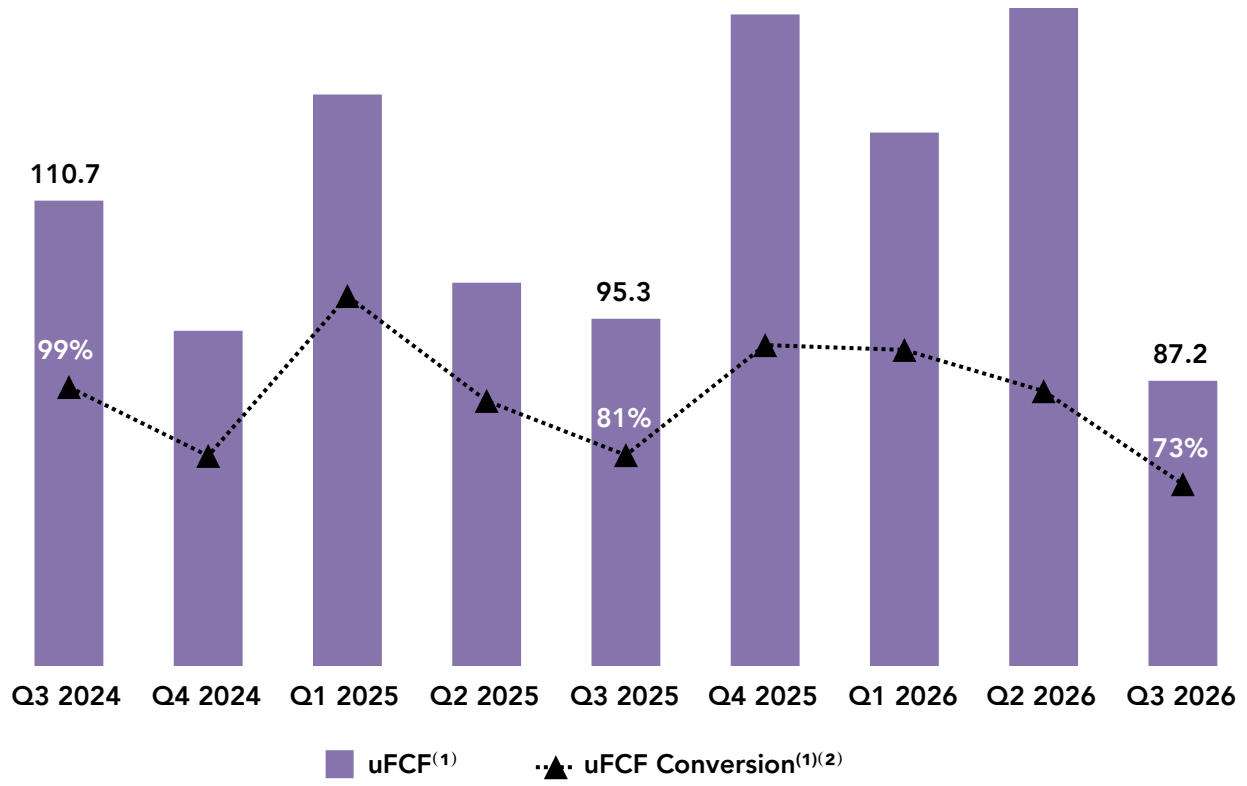
1. GAAP to non-GAAP reconciliations available in the non-GAAP reconciliations section of this presentation.
2. Adjusted Operating Income Margin defined as Adjusted Operating Income divided by GAAP Revenue.

Q3 2026

39% (+160 bps YoY)
Adjusted Operating Income Margin(1)

1%
YoY Change in Adjusted Operating Income(1)

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



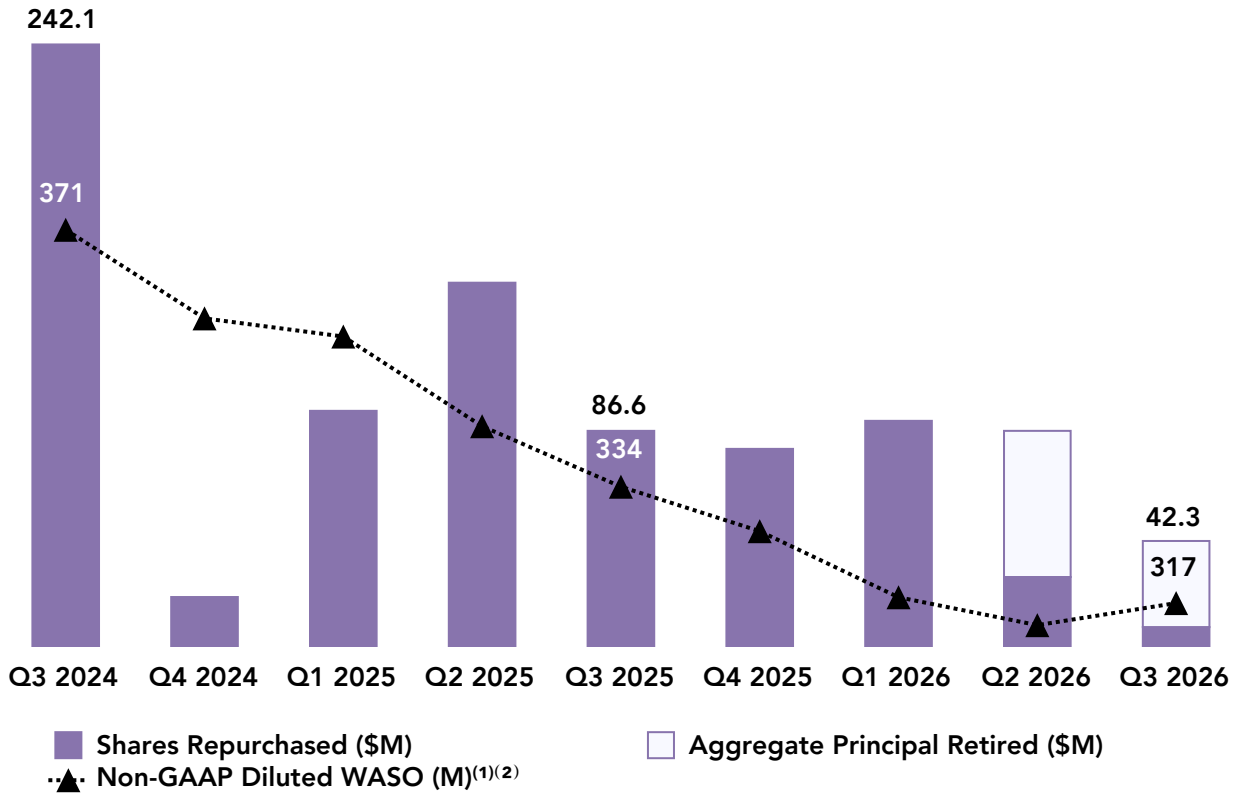
1. GAAP to non-GAAP reconciliations available in the non-GAAP reconciliations section of this presentation.
2. Unlevered Free Cash Flow Conversion defined as Unlevered Free Cash Flow divided by Adjusted Operating Income.

Q3 2026

73%
Unlevered Free Cash Flow Conversion(1)(2)

28%
Unlevered Free Cash Flow Margin(1)

Capital Allocation - Repurchases



1. GAAP to non-GAAP reconciliations available in the non-GAAP reconciliations section of this presentation.
2. Non-GAAP Diluted WASO 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.

Q3 2026

Equity

2.5M

Shares of Stock Repurchased

$2.94

Average Purchase Price

Debt

$34.8M

Aggregate Principal Retired

Balance Sheet Highlights and Net Leverage

($M)	As of September 30, 2026	As of December 31, 2025
Total contractual maturity of outstanding indebtedness	$1,234.4	$1,332.2
Cash, cash equivalents, and investments	$141.5	$179.9
Trailing Twelve Months (TTM) Adjusted EBITDA[1]	$496.6	$475.7
Trailing Twelve Months (TTM) Cash EBITDA[1]	$488.8	$484.7
Total Net Leverage Ratio (Adjusted EBITDA)[1][2]	2.2x	2.4x
Total Net Leverage Ratio (Cash EBITDA)[1][3]	2.2x	2.4x
Total Unearned Revenue	$420.8	$477.8
Current remaining performance obligations	$792.6	$887.4
Total remaining performance obligations	$1,084.3	$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 Liability is measured and recorded on an undiscounted basis. 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 September 30, 2026	As of December 31, 2025
TRA Payments made since Inception	$131.0	$129.8
Tax receivable agreements liability, Current	$—	$—
Tax receivable agreements liability, Non-Current	$2,725.4	$2,731.9

Guidance (as of November 4, 2026)(1)

	Q4 2026	Prior FY 2026	FY 2026
GAAP Revenue	$294 - $297 million	$1.207 - $1.217 billion	$1.2235 - $1.2265 billion
Adjusted Operating Income(1)	$113 - $116 million	$446 - $451 million	$452 - $455 million
Adjusted Net Income Per Share (Diluted)(1)	$0.285 - $0.295	$1.12 - $1.13	$1.125 - $1.135
Unlevered Free Cash Flow(1)	*Not Guided*	$403 - $423 million	$405 - $425 million
Weighted Average Shares Outstanding	321 million	318 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

zoominfo

Non-GAAP Financial Measures

To supplement our consolidated financial statements presented in accordance with GAAP, this presentation contains non-GAAP financial measures, including, but not limited to 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, TTM Cash EBITDA, Total 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 associated with restructuring and transaction-related expenses, 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, (i) purchases of property and equipment and other assets, plus, as applicable, (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 Total 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. Total Net Leverage Ratio should not be considered as an alternative to other ratios of GAAP earnings to indebtedness.

We define Adjusted Cost of Service as cost of service plus, as applicable, (i) equity-based compensation expense, (ii) integration and deal related compensation, and (iii) restructuring and transaction-related expenses.

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.

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.

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.

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.

Non-GAAP Financial Measures

We define Adjusted Total Operating Expenses as total operating expenses adjusted for, as applicable, (i) integration and deal related compensation expense, (ii) equity-based compensation expense, (iii) amortization of acquired technology and other acquired intangibles, (iv) restructuring and transaction-related expenses, and (v) litigation settlement.

We define Adjusted Other Income, Net as other (income) loss, net adjusted for, as applicable, (i) other (income) loss, net, and (ii) TRA liability remeasurement (benefit) expense.

We define Adjusted Income Before Income Taxes as income before income taxes, adjusted for, as applicable, (i) integration and deal related compensation expense, (ii) equity-based compensation expense, (iii) amortization of acquired technology and other acquired intangibles, (iv) restructuring and transaction-related expenses, (v) litigation settlement, (vi) other (income) loss, net, and (vii) TRA liability remeasurement (benefit) expense.

We define Adjusted Provision For Income Taxes as provision for income taxes adjusted for tax impacts of adjustments to net income (loss).

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 from Operations to Non-GAAP Adjusted Operating Income

($M Except Percent Figures)	Q3 2026	Q3 2025
Income from operations (GAAP)	**$23.6**	**$67.5**
Amortization of acquired technology	6.8	9.4
Amortization of other acquired intangibles	5.3	5.2
Equity-based compensation expense	31.1	29.9
Restructuring and transaction-related expenses	25.0	4.7
Litigation settlement	27.3	1.0
Adjusted Operating Income (Non-GAAP)	119.1	117.7
Revenue	$308.8	$318.0
Operating Income Margin (GAAP)	8%	21%
Adjusted Operating Income Margin (Non-GAAP)	39%	37%

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

($M)	Trailing Twelve Months as of September 30, 2026	Trailing Twelve Months as of December 31, 2025
Net income (loss)	**$(577.5)**	**$124.2**
Provision for income taxes	54.6	70.1
Interest expense, net	53.7	42.6
Gain on debt extinguishment	(14.4)	—
Depreciation expense[1]	35.1	29.8
Amortization of acquired technology	30.4	37.6
Amortization of other acquired intangibles	20.8	20.9
Other income, net	(2.6)	(11.2)
Goodwill impairment	650.5	—
Equity-based compensation expense	109.3	116.2
Restructuring and transaction-related expenses	95.3	40.3
Litigation settlement	41.4	5.2
Adjusted EBITDA (Non-GAAP)	**$496.6**	**$475.7**
Unearned revenue adjustment	(11.0)	(0.2)
Cash rent adjustment	2.5	8.7
Other lender adjustments	0.7	0.5
Cash EBITDA (Non-GAAP)[2]	**$488.8**	**$484.7**

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 September 30, 2026	Trailing Twelve Months as of December 31, 2025
Total contractual maturity of outstanding indebtedness	$1,234.4	$1,332.2
Less: Cash, cash equivalents, and investments	$141.5	$179.9
Net contractual maturity of outstanding indebtedness	$1,092.9	$1,152.3
Trailing Twelve Months (TTM) Adjusted EBITDA	$496.6	$475.7
Total Net Leverage Ratio (Adjusted EBITDA)	2.2x	2.4x
Trailing Twelve Months (TTM) Cash EBITDA[1]	$488.8	$484.7
Total Net Leverage Ratio (Cash EBITDA)	2.2x	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)	Q3 2026	Q3 2025
Net cash provided by operating activities (GAAP)	**$47.4**	**$93.8**
Purchases of property and equipment and other assets	(13.6)	(22.9)
Interest paid in cash	20.8	18.4
Restructuring and transaction-related expenses paid in cash	26.8	4.5
Litigation settlement payments	5.8	1.5
Unlevered Free Cash Flow (Non-GAAP)	**$87.2**	**$95.3**
Adjusted Operating Income (Non-GAAP)	$119.1	$117.7
Unlevered Free Cash Flow Conversion (Non-GAAP)	**73%**	**81%**
Revenue	$308.8	$318.0
Unlevered Free Cash Flow Margin (Non-GAAP)	**28%**	**30%**

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

Three Months Ended September 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	**$308.8**		**$—**	**$—**	**$—**	**$—**	**$—**	**$308.8**	
Cost of service	45.1	15%	(3.1)	—	(0.9)	—	—	41.2	13%
Amortization of acquired technology	6.8	2%	—	(6.8)	—	—	—	—	
Gross profit	**$256.9**	**83%**	**$3.1**	**$6.8**	**$0.9**	**—**	**—**	**$267.6**	**87%**
Sales and marketing	101.8	33%	(9.1)	—	(3.9)	—	—	88.7	29%
Research and development	53.5	17%	(8.9)	—	(15.5)	—	—	29.1	9%
General and administrative	72.7	24%	(10.0)	—	(4.7)	(27.3)	—	30.6	10%
Amortization of other acquired intangibles	5.3		—	(5.3)	—	—	—	—	
Goodwill impairment	—		—	—	—	—	—	—	
Total operating expenses	$233.3		$(28.0)	$(5.3)	$(24.1)	$(27.3)	—	$148.4	
Income from operations	**$23.6**	**8%**	**$31.1**	**$12.1**	**$25.0**	**$27.3**	**$—**	**$119.1**	**39%**
Interest expense, net	15.0		—	—	—	—	—	15.0	
Gain on debt extinguishment	(3.4)		—	—	3.4	—	—	—	
Other loss, net	2.0		—	—	(1.6)	—	(0.3)	0.1	
Income before income taxes	**$10.0**		**$31.1**	**$12.1**	**$23.2**	**$27.3**	**$0.3**	**$104.0**	
Provision for income tax	7.8		—	—	—	—	5.1	12.9	
Net income	**$2.2**	**1%**	**$31.1**	**$12.1**	**$23.2**	**$27.3**	**$(4.8)**	**$91.1**	
Diluted net income per share	**$0.01**							**$0.29**	
Common Stock WASO – diluted (in millions)	**293**							**317**	

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

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

Nine Months Ended September 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	**$929.4**		**$—**	**$—**	**$—**	**$—**	**$—**	**$929.4**	
Cost of service	135.4	15%	(8.2)	—	(4.9)	—	—	122.4	13%
Amortization of acquired technology	21.1	2%	—	(21.1)	—	—	—	—	
Gross profit	**$772.9**	**83%**	**$8.2**	**$21.1**	**$4.9**	**—**	**—**	**$807.0**	**87%**
Sales and marketing	312.8	34%	(25.3)	—	(15.3)	—	—	272.1	29%
Research and development	152.4	16%	(23.0)	—	(35.3)	—	—	94.2	10%
General and administrative	182.1	20%	(25.8)	—	(14.8)	(39.5)	—	101.9	11%
Amortization of other acquired intangibles	15.6		—	(15.6)	—	—	—	—	
Goodwill impairment	650.5		—	—	(650.5)	—	—	—	
Total operating expenses	$1,313.4		$(74.1)	$(15.6)	$(715.9)	$(39.5)	—	$468.2	
Income (Loss) from operations	**$(540.5)**	**(58)%**	**$82.3**	**$36.7**	**$720.8**	**$39.5**	**$—**	**$338.8**	**36%**
Interest expense, net	43.2		—	—	—	—	—	43.2	
Gain on debt extinguishment	(14.4)		—	—	14.4	—	—	—	
Other income, net	(5.1)		—	—	(1.6)	—	5.2	(1.5)	
Income (Loss) before income taxes	**$(564.2)**		**$82.3**	**$36.7**	**$708.0**	**$39.5**	**$(5.2)**	**$297.1**	
Provision for income tax	48.0		—	—	—	—	(16.6)	31.3	
Net income (loss)	**$(612.2)**	**(66)%**	**$82.3**	**$36.7**	**$708.0**	**$39.5**	**$11.4**	**$265.7**	
Diluted net income (loss) per share	**$(2.07)**							**$0.84**	
Common Stock WASO – diluted (in millions)	**296**							**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 September 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	**$318.0**		**$—**	**$—**	**$—**	**$—**	**$—**	**$318.0**	
Cost of service	42.3	13%	(2.9)	—	(0.5)	—	—	38.9	12%
Amortization of acquired technology	9.4	3%	—	(9.4)	—	—	—	—	
Gross profit	**$266.3**	**84%**	**$2.9**	**$9.4**	**$0.5**	**—**	**—**	**$279.1**	**88%**
Sales and marketing	101.6	32%	(10.4)	—	(1.6)	—	—	89.6	28%
Research and development	44.1	14%	(8.5)	—	(1.0)	—	—	34.6	11%
General and administrative	47.9	15%	(8.1)	—	(1.6)	(1.0)	—	37.2	12%
Amortization of other acquired intangibles	5.2		—	(5.2)	—	—	—	—	
Total operating expenses	$198.8		$(27.0)	$(5.2)	$(4.2)	$(1.0)	—	$161.4	
Income from operations	**$67.5**	**21%**	**$29.9**	**$14.6**	**$4.7**	**$1.0**	**$—**	**$117.7**	**37%**
Interest expense, net	11.5		—	—	—	—	—	11.5	
Other (income) loss, net	(0.4)		—	—	—	—	0.8	0.4	
Income before income taxes	**$56.4**		**$29.9**	**$14.6**	**$4.7**	**$1.0**	**$(0.8)**	**$105.8**	
Provision for income tax	17.7		—	—	—	—	(6.9)	10.8	
Net income	**$38.7**	**12%**	**$29.9**	**$14.6**	**$4.7**	**$1.0**	**$6.1**	**$95.0**	
Diluted net income per share	**$0.12**							**$0.28**	
Common Stock WASO – diluted (in millions)	**317**							**334**	

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

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

Nine Months Ended September 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	**$930.4**		**$—**	**$—**	**$—**	**$—**	**$—**	**$930.4**	
Cost of service	120.2	13%	(8.5)	—	(1.2)	—	—	110.5	12%
Amortization of acquired technology	28.3	3%	—	(28.3)	—	—	—	—	
Gross profit	**$781.9**	**84%**	**$8.5**	**$28.3**	**$1.2**	**—**	**—**	**$819.9**	**88%**
Sales and marketing	313.9	34%	(33.2)	—	(4.6)	—	—	276.1	30%
Research and development	139.8	15%	(25.5)	—	(4.8)	—	—	109.5	12%
General and administrative	141.0	15%	(22.0)	—	(4.6)	(3.4)	—	111.0	12%
Amortization of other acquired intangibles	15.7		—	(15.7)	—	—	—	—	
Total operating expenses	$610.4		$(80.7)	$(15.7)	$(14.0)	$(3.4)	—	$496.6	
Income from operations	**$171.5**	**18%**	**$89.2**	**$44.0**	**$15.2**	**$3.4**	**$—**	**$323.3**	**35%**
Interest expense, net	32.0		—	—	—	—	—	32.0	
Other (income) loss, net	(13.5)		—	—	—	—	14.2	0.7	
Income before income taxes	**$153.0**		**$89.2**	**$44.0**	**$15.2**	**$3.4**	**$(14.2)**	**$290.6**	
Provision for income tax	63.5		—	—	—	—	(35.9)	27.6	
Net income	**$89.5**	**10%**	**$89.2**	**$44.0**	**$15.2**	**$3.4**	**$21.7**	**$263.0**	
Diluted net income per share	**$0.27**							**$0.76**	
Common Stock WASO – diluted (in millions)	**328**							**344**	

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