Investor Overview and Financial Results

DATE

February 15, 2022

Forward-Looking Statements

This presentation contains "forward-looking statements" within the meaning of the Private Securities Litigation Reform Act of 1995. Actual results may differ materially from those expressed or implied by these statements. You can generally identify our forward-looking statements by the words "anticipate," "believe," "can," "continue," "could," "estimate," "expect," "forecast," "goal," "intend," "may," "might," "objective," "outlook," "plan," "potential," "predict," "projection," "seek," "should," "target," "trend," "will," "would" 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, unlevered free cash flow conversion rates, 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 - 2021 Guidance" and "Guidance"), our total addressable market ("TAM"), our potential opportunities within existing enterprise customers, our future investments in R&D, innovation and product offerings, the potential impact of COVID-19, future product or service offerings, expected customer growth or net retention, the anticipated benefits of previously announced acquisitions to us and our customers, our acquisition strategy, and any other statements that are not historical facts are forward-looking statements. We have based our forward-looking statements on our management's beliefs and assumptions based on information available to our management at the time the statements are made. We caution you that assumptions, beliefs, expectations, intentions and projections about future events may and often do vary materially from actual results. Therefore, actual results could differ materially from those expressed or implied by our forward-looking statements.

The following are some of the factors that could cause actual results to differ from those expressed or implied by our forward-looking statements: (i) the COVID-19 pandemic, including the global economic uncertainty and measures taken in response, could materially impact our business and future results of operations; (ii) larger well-funded companies shifting their existing business models to become more competitive with us; (iii) our ability to provide or adapt our platform for changes in laws and regulations or public perception, or changes in the enforcement of such laws, relating to data privacy; (iv) the effects of companies more effectively catering to our customers by offering more tailored products or platforms at lower costs; (v) adverse general economic and market conditions reducing spending on sales and marketing; (vi) the effects of declining demand for sales and marketing subscription platforms; (vii) our ability to improve our technology and keep up with new processes for data collection, organization, and cleansing; (viii) our ability to provide a highly accurate, reliable, and comprehensive platform moving forward; (ix) our reliance on third-party systems that we do not control to integrate with our system and our potential inability to continue to support integration; (x) our ability to adequately fund research and development potentially limiting introduction of new features, integrations, and enhancements; (xi) our ability to attract new customers and expand existing subscriptions; (xii) a decrease in participation in our contributory network or increased opt-out rates impacting the depth, breadth, and accuracy of our platform; (xiii) our failure to protect and maintain our brand and our ability to attract and retain customers; (xiv) our failure to achieve and maintain effective internal controls over financial reporting; (xv) our ability to successfully integrate acquired businesses, services, databases and technologies into our operations; (xvi) our ability to successfully forecast the future performance of acquired businesses, services, databases and technologies upon integration; (xvii) our substantial indebtedness, which could adversely affect our financial condition, our ability to raise additional capital to fund our operations, our ability to operate our business, our ability to react to changes in the economy or our industry, and our ability to meet our obligations under our outstanding indebtedness, and could divert our cash flow from operations for debt payments; (xviii) the parties to our stockholders agreement controlling us and their interests conflicting with ours or our other stockholders in the future; (xix) our being a "controlled company" within the meaning of the Nasdaq rules and, as a result, qualifying for exemptions from certain corporate governance requirements, as a result of which our stockholders will not have the same protections afforded to stockholders of companies that are subject to such requirements; and (xx) other factors described under "Risk Factors" in our Annual Report on Form 10-K for the fiscal year ended December 31, 2020 and in other reports we file from time to time with the SEC. These factors should not be construed as exhaustive. Should one or more of these risks or uncertainties materialize, or should any of our assumptions prove incorrect, our actual results may differ materially from those projected in our forward-looking statements. Factors or events that could cause our actual results to differ may emerge from time to time, and it is not possible for us to predict all of them. Our forward-looking statements do not reflect the potential impact of any future acquisitions, mergers, dispositions, joint ventures, investments, or other strategic transactions we may make. Each forward-looking statement contained in this presentation speaks only as of the date of this presentation, and we undertake no obligation to update or revise any forward-looking statements whether as a result of new information, future developments or otherwise, except as required by law.

Business Model

Growing TAM

$70Bn

Estimated TAM[(1)]

Network Effects

>100M

Contact record events daily[(2)]

Business Model

>10x

LTV/CAC[(3)(4)]

Delivering Durable Growth and Profitability at Scale

Scale

$889M

Annualized Q4 2021 Revenue

Growth

59%

Q4 2021 YoY Revenue Growth

Retention

116%

FY 2021 Net Revenue Retention rate[(3)]

Cash Flow

$347M

FY 2021 Unlevered Free Cash Flow[(5)]

Profitability

39%

Q4 2021 Adj. Operating Income Margin[(5)]

Large Customers

1,452

Customers w/ >100K ACV[(2)]

1. See footnote on slide 10
2. As of or through December 31, 2021 as applicable
3. For the year ended December 31, 2021
4. "LTV" is average lifetime value expected from a customer. "CAC" is our average customer acquisition cost
5. GAAP to non-GAAP reconciliations available in the non-GAAP reconciliations section of this presentation

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Sales and Marketing is Still Inefficient

Sales reps need critical questions answered before they can sell

"Is it a parent or a subsidiary?"

"Is this company in my territory?"

"Is this company a high priority target?"

"Do they use a competitive technology?"

"Who is the decision maker?"

"How can I reach this contact?"

"What do I know about this contact?"

Constant change amplifies inefficiency

The business world is always changing

People leave their jobs

↓

Companies get acquired

↓

Teams grow and change roles

↓

New targetable companies every day

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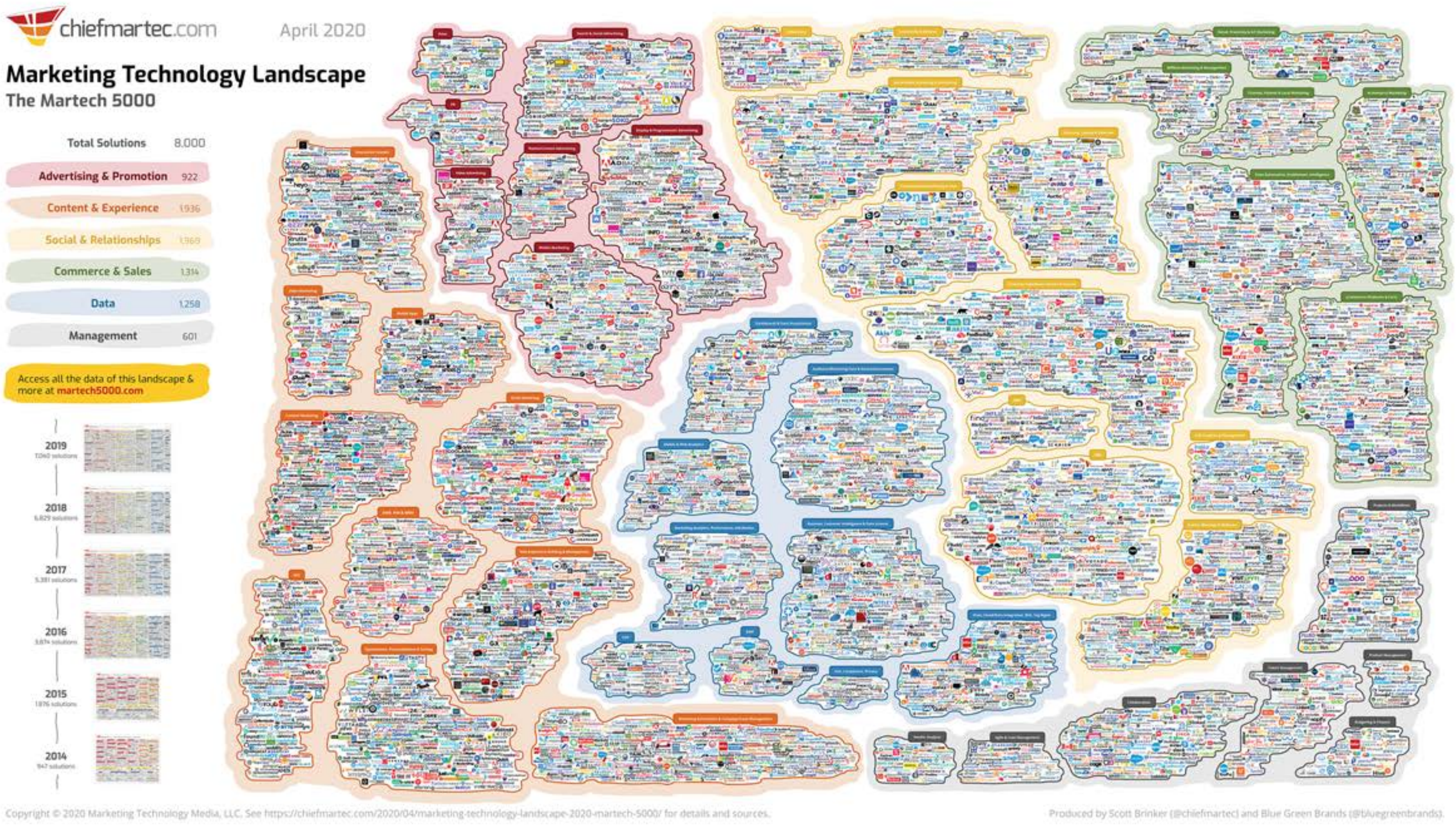
1. According to 2018 Salesforce State of Sales report

The Sales and Marketing Tech Stack Needs a Platform Solution

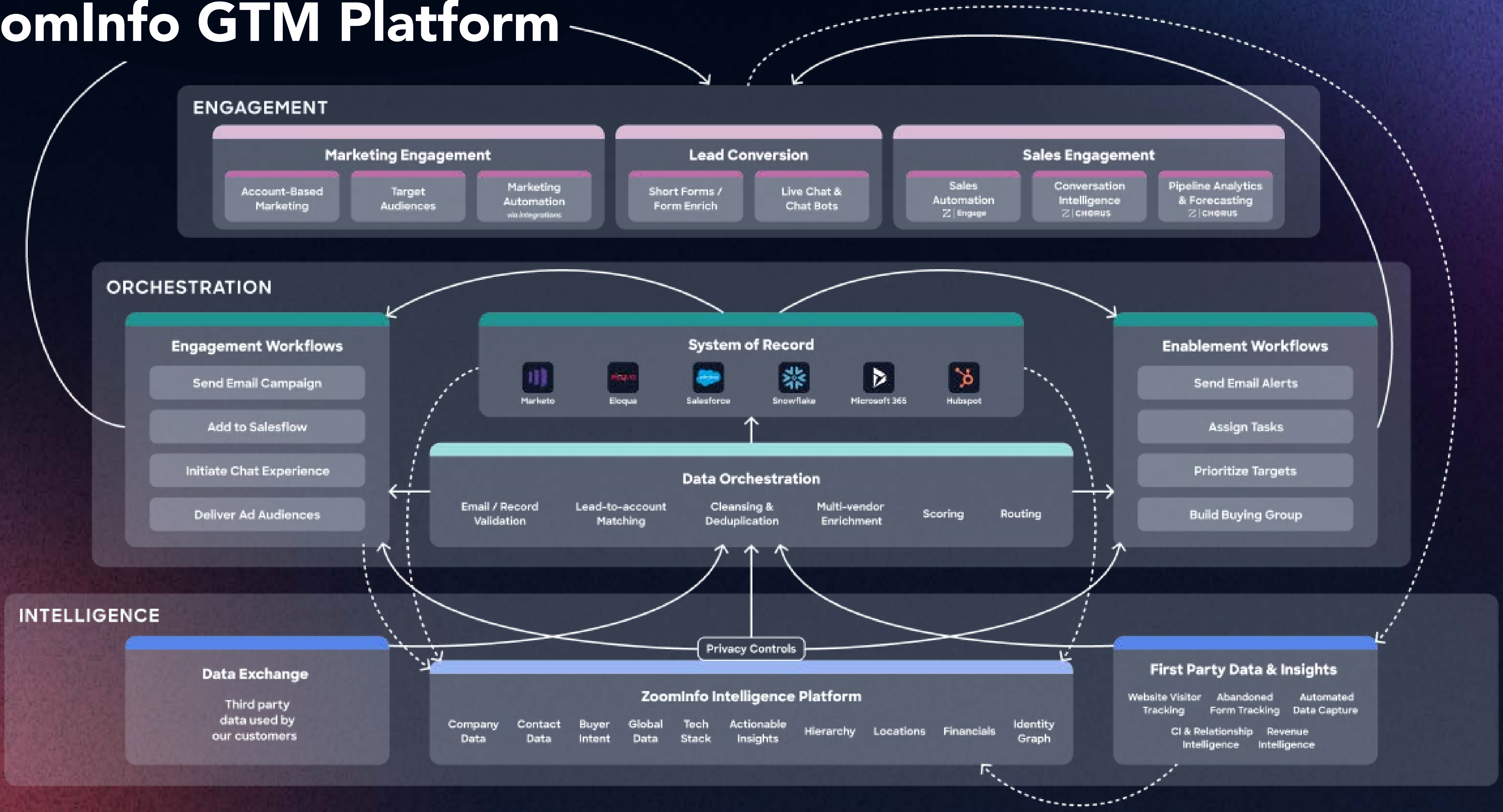


Best-of-Breed in a Unified Platform

ZoomInfo Aligns Marketing and Sales Tech Stack in a Unified Platform

Category	zoominfo Solutions	zoominfo Market Reputation
Contact Data	180m+ Contacts	Ranked #1 for Lead Intelligence by G2
Company Data	100m+ Companies	Ranked #1 in Market Intelligence by G2
Technographics	30k+ Individual Technologies	Ranked #1 in Sales Intelligence by G2
Intent	Streaming Intent	Ranked #1 in Buyer Intent Data Tools by G2
Conversation Intelligence	Chorus	Ranked #1 in Conversation Intelligence for Enterprise by G2
Sales Engagement	Engage	Ranked a Leader in Sales Engagement Software by G2
Pipeline Forecasting	Chorus Momentum	Ranked a Leader in Sales Coaching Software by G2
Conversational Marketing	Chat	Ranked a High Performer in Conversational Marketing by G2
Enrichment	Enrich	Ranked a Leader in B2B Marketing Data in Forrester Wave
Audience Solutions	Targeted Audiences	Ranked #1 for Marketing Account Intelligence Software by G2
Account-Based Marketing	ABM	Ranked a Leader in B2B Marketing Data in Forrester Wave
Data Orchestration	RingLead	Ranked a Leader in Data Quality Software by G2

ZoomInfo GTM Platform



Diverse Data Sourcing Feeds Evidence-Based AI/ML Algorithms

Data Sources

We gather data from five categories of sources

Data Types

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

Engine

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

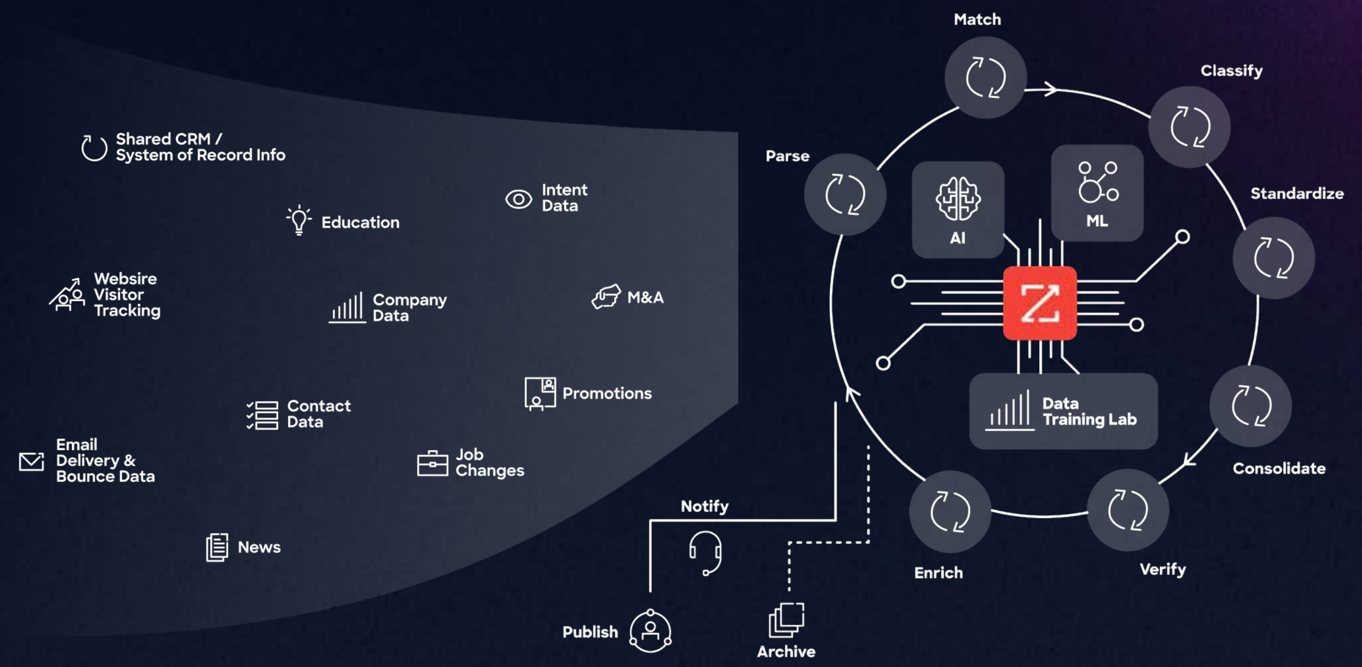
Contributory Networks
>100 Million contact record events daily

Select First Party Data & Insights
Hundreds of Millions daily

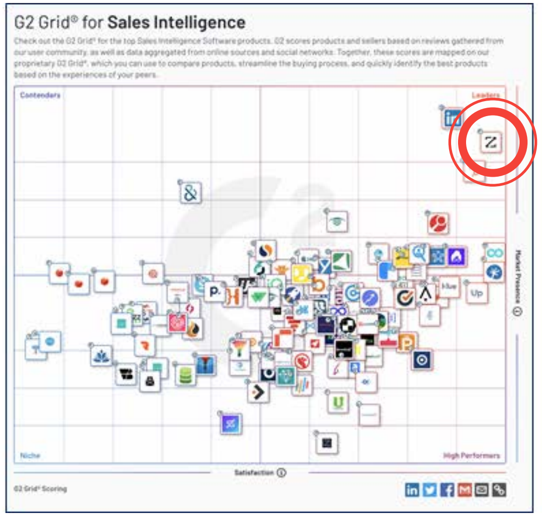
Unstructured Public Information
Billions of web pages monitored

Data Training Lab
>300 human researchers

Generally Available Information
Limited amount of acquired data



Consistently Ranked as a Product Leader



The Forrester Wave B2B Marketing Data Providers

ZoomInfo Technologies

Leaders in Current Offerings and Strategies

G2 Grid for Sales Intelligence

ZoomInfo Technologies

Leaders, High Performance and Satisfaction, Strong Market Presence

Sales Intelligence Software TrustMap

ZoomInfo Technologies

High Research Frequency, High Score

Conversation Intelligence Data Quadrant

ZoomInfo Technologies

Leader in Product Features and Satisfaction, Vendor Experience and Capabilities

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Addressing a Large and Growing Opportunity

ZoomInfo's Global TAM

Today (2)(3)(4)

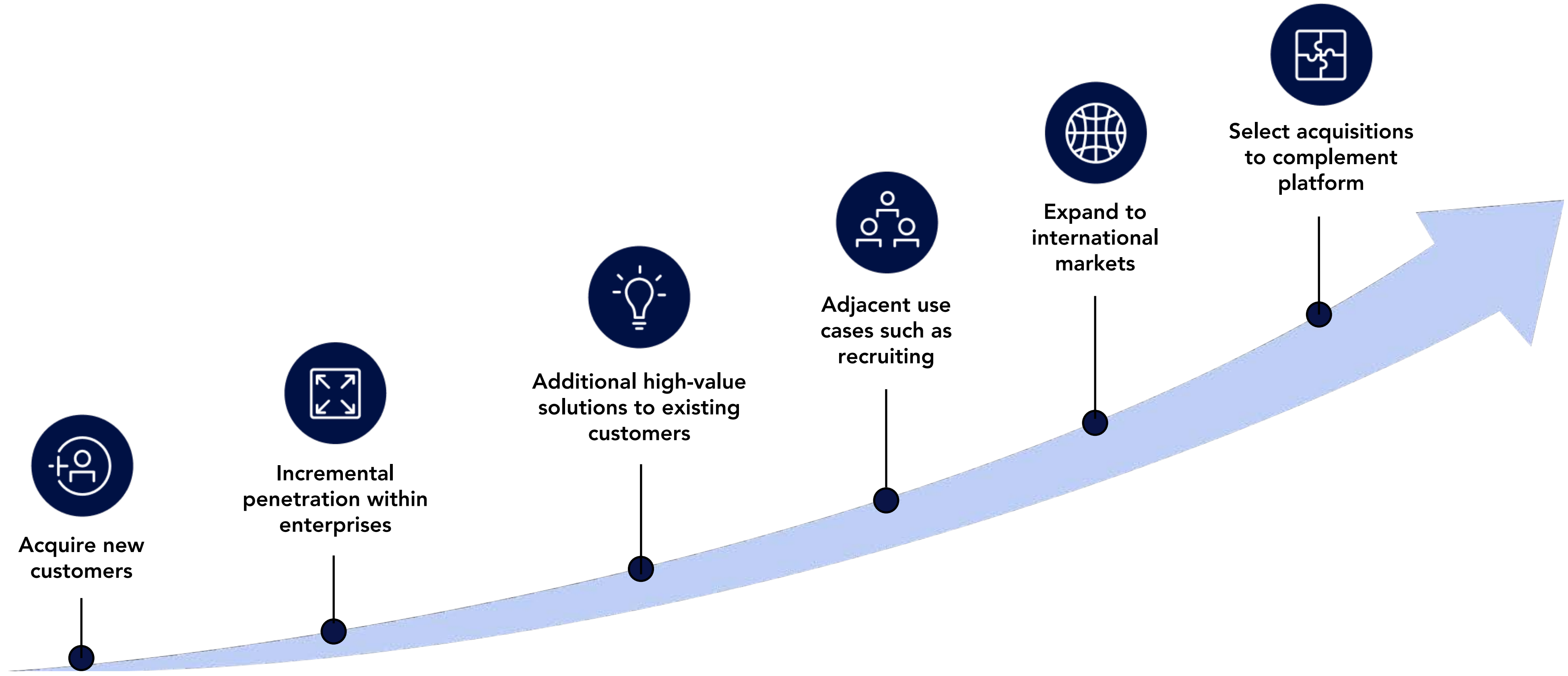
$14Bn North America Intelligence | $12Bn International Intelligence | $7Bn Engage | $6Bn Data Management | $7Bn Chat | $6Bn Recruiter | $18Bn Conversation Intelligence | **$70Bn**

At IPO (1)

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

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

We are in the Early Chapters of a $70Bn Opportunity



Recent New and Expansion Customers

More than 25,000 Customers from Small, Mid-sized, and Large Organizations Across a Diverse Set of Industries

CUSHMAN & WAKEFIELD
creditrisk monitor
PGA TOUR
wayfair
Hertz

National Association of Manufacturers
Fidelity Investments
Pratt 100% Recycled
nextgen healthcare
HIRERIGHT

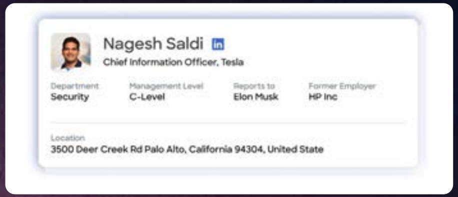
BDO
Gartner
Brown & Brown Insurance
toast
BIG M Diesel Express

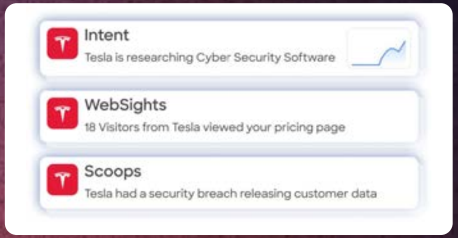
BEACON HILL Employing the Future
coupa
cue
splunk

MarketingOS

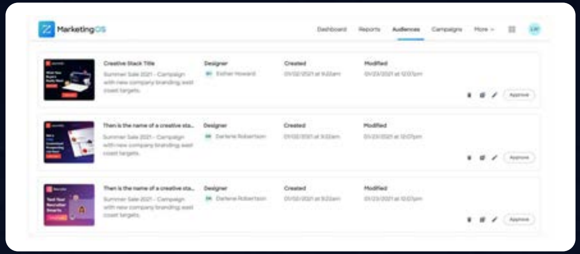
Pinpoint precision targeting
Industry leading data accuracy, depth, and breadth

The right accounts

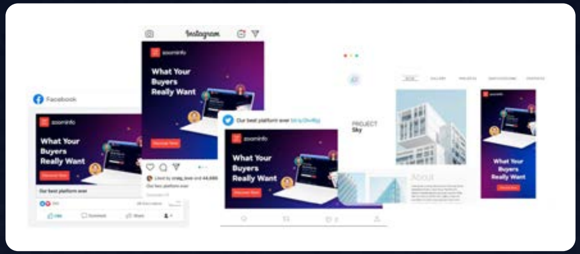

The right buyers


The right time


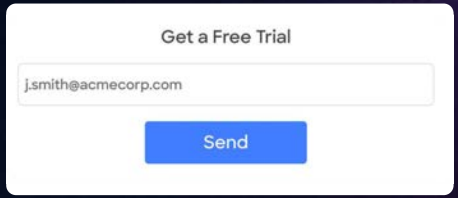
Easy-to-build campaigns
Streamline campaign management

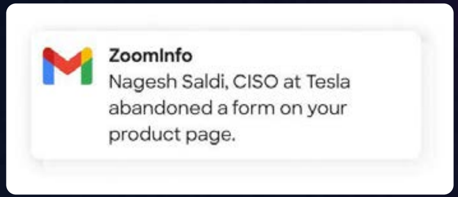
1. Add your creative


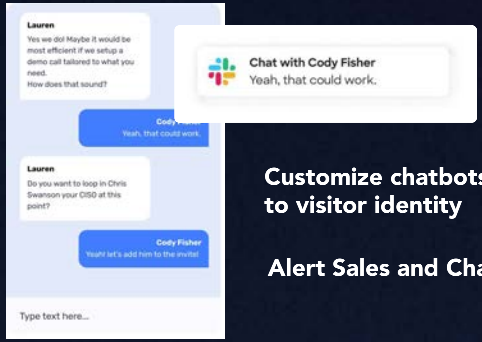
2. Add your audience or setup a workflow
3. Set your budget
4. Choose Your Channels & Launch Campaigns



Enhanced conversion
More meetings, more pipeline

Shorten and enrich forms


Identify leads who abandon forms




Customize chatbots to visitor identity

Alert Sales and Chat Live

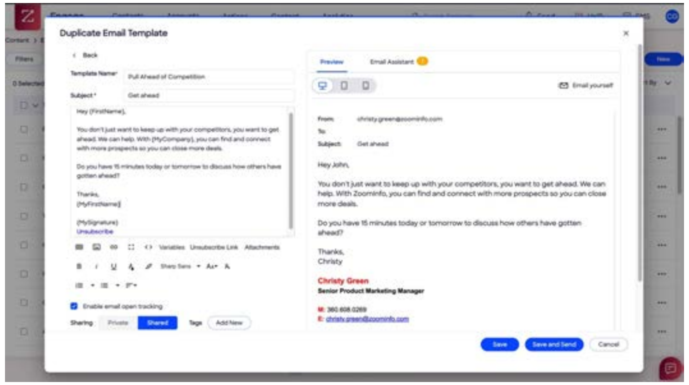
Recent Platform Highlights

Chorus.ai

- Combined ZoomInfo intelligence with Chorus Insights to create a unique view of pipeline health and deal-risk, as we continue to invest behind AE, AM, and customer success use cases, supported by new intelligence on buyer sentiment.
- Launched major upgrades to the underlying artificial intelligence, including new industry-leading transcription technology, which significantly improves accuracy and performance.
    - Improved ability to recognize accents, driving improved transcription accuracy rate
- Enhanced call analytics, now provided within seconds after the meeting ends, empowering sales reps to follow-up more quickly.
- Expanded capabilities synching insights and conversation intelligence to the CRM via custom objects, better supporting enterprise customers with advanced reporting and analytics functionality.

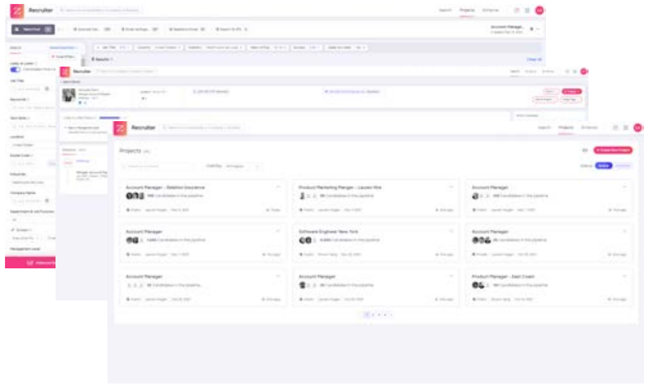
Engage

- Created a pre-built email and salesflow template library including email copy and multi-step prospecting campaigns.
- Integrated with Microsoft Dynamics to sync lead, contact, account, and activity info.
- Developed a new plug-in that enables users to leverage the power of Engage directly from within Gmail, accessing Engage email templates, variables, and email tracking.



RecruitingOS

- Continued to build features tailored to the needs of recruiters, using advanced algorithms to show similar candidates when a recruiter runs a search, including showing similar job titles when a recruiter runs a title search, or expanding similar candidates functionality.
- Introduced projects to better help recruiters manage hiring needs for different roles.



Demos of Selected Product Functionality

Tracker

[ZI Tracker]

zoominfo MarketingOS

[MarketingOS]

zoominfo RecruitingOS

[Recruiter]

Intent

[Intent]

Customer Case Study - Hudl

The Results

Hudl saves 75% more time on evaluations with Chorus

The Challenge

In a world that is centered around customer satisfaction and instant gratification, brands know how important it is to provide a world-class customer experience. A subpar experience can make or break a customer's loyalty and overall satisfaction.

Just ask Michaela Bulling, the revenue enablement supervisor at Hudl, a leading sports technology company that empowers athletic teams to find the right insights they need to achieve their goals.

"At Hudl, I am responsible for enabling our Global Support team. This means making sure our support representatives receive ample onboarding so we can guarantee every customer receives the best experience possible. This is especially important as we scale and our product catalog continues to grow," explains Bulling.

Along with this change came a need to shift many of the core processes within Hudl's Support team. Bulling realized that there was a need for change as the systems and processes being used to carry out their support function were no longer equipped to scale.

"Google Docs and Google Forms were no longer going to cut it. We needed a robust solution that would allow us to understand the voice of the customer and ensure we were delivering a world-class support experience," says Bulling.

In order to take their support strategy to the next level, Bulling and her team began looking for a solution that could help them keep a pulse on quality assurance across the Support team, appropriately route product feedback, and enable seamless cross-functional collaboration.

About the Company

Hudl is an industry leader in performance analysis revolutionizing the way coaches and athletes prepare for and stay ahead of the competition. With a global team of engineers, analysts and support, Hudl offers a complete suite of products and services that empower more than 180,000 sports teams at every level—from grassroots to professional organizations—to gather insights with video and data. 6M users across 40+ sports leverage Hudl's online tools, mobile and desktop apps, smart cameras, analytics, professional consultation and more.

Customer Case Study - Hudl

The Results

Hudl saves 75% more time on evaluations with Chorus

The Solution

After testing a few different solutions, Hudl ultimately chose Chorus.ai for its robust functionality that would directly help optimize their customer support processes, onboarding and training processes, and streamline the product feedback loop.

"After trying some different solutions, we decided that we needed a more intuitive and easy-to-use solution. I've heard of other support teams using Chorus and they've all had a wonderful experience in building out their own processes and felt their needs were supported. It was an easy decision to move forward with Chorus."

Today, Hudl leverages all aspects of Chorus' product offerings, from Scorecards that help deliver effective coaching to their support representatives, to Smart Playlists that auto-curate calls into a playlist when a specific topic is mentioned (i.e., customer feedback).

"We've set up four Scorecards that we use to measure the effectiveness of each support representative and the quality of service they are delivering to our customers," said Bulling.

Prior to Chorus, it would take about two hours for the Hudl management team to evaluate each support representative with a very manual process of analyzing calls and logging manual notes. Now, with the power of Chorus' Scorecards, Hudl's management team executes evaluations in just 30 minutes, giving them 75% more time back in their day.

"Chorus analyzes the data for us so we have a clear picture of each team member's performance. It helps us evaluate the things we care about most, like a support representative's ability to say the right thing and resolve issues in a timely manner."

Hudl has also improved cross-functional collaboration since incorporating Chrous into their tech stack.

"We set up Smart Playlists to catalogue calls whenever negative feedback is shared. This helps us to automatically track information and acts as a resource for our product managers to dig into and hear the customer's voice firsthand. Adding that human element along with the data has been huge for our product team, and ultimately helps minimize risk and mitigate churn as customer concerns are addressed in a timely manner," said Bulling.

Additionally, with Chorus' tagging feature, Hudl's support representatives are able to route specific requests to other support representatives, engineers, or product teams, where necessary.

"The ability to tag team members in specific calls has been monumental in helping our support team meet SLAs and decrease the time it takes to resolve a question or concern. For example, when a support representative needs some guidance on how to best resolve a customer's question, they can simply @mention their colleague to bring them into the conversation. This drastically helps speed up our time to resolution."

Customer Case Study - ChurnZero

The Results

ZoomInfo Chat has influenced over $2.2 million in pipeline

The Challenge

With a new round of funding and a commitment to triple headcount by EOY, ChurnZero, a Customer Success Platform that helps subscription businesses fight churn, found itself in hyper-growth mode.

“As an organization, we were looking to scale and as part of that, leadership was relying on marketing to increase pipeline, improve return on ad spend, and drive conversions,” explains Alex Weihmann, Marketing Manager at ChurnZero.

Weihmann and the ChurnZero team started to look for innovative ways to optimize their marketing programs. “ “As marketers, we put so much effort into driving visitors to our website, but our website wasn’t optimized to convert leads on their terms. This is when we started researching different conversational intelligence tools.”

Before learning about ZoomInfo Chat, ChurnZero partnered with a competing chatbot to help further its vision and goals. However, the experience quickly fell short. “It was a basic solution that was limited in terms of integrations and functionality. We weren’t able to create personalized experiences or set up predetermined criteria for lead routing. It wasn’t long before we realized it wasn’t the solution for us,” explains Weihmann.

CHURNZERO

About the Company

ChurnZero helps growing SaaS companies fight customer churn. The ChurnZero real-time customer success platform helps businesses understand how their customers use their product, assesses their health and likelihood to renew, and gives the business the means to automate and personalize the customer experience through timely and relevant touchpoints, including in-app content

Customer Case Study - ChurnZero

The Results

Leading ICT solutions firm sees 10% increase in UK customer base

The Solution

This is when ChurnZero learned about ZoomInfo Chat, a data-powered chat tool that is tech-stack friendly, easy to use, and was developed specifically to help organizations accelerate sales pipeline.

“ZoomInfo Chat checked all our boxes. With plug-and-play integrations, real-time insights, an easy-to-use conversation builder, and a live meeting scheduler, it was like we had struck gold. Not to mention, it’s fueled by ZoomInfo’s deep insights and data coverage,” explains Weihmann.

With ZoomInfo Chat, ChurnZero is now able to have context-based conversations by showing visitors relevant content based on their onsite behavior. “ZoomInfo Chat brings intelligence to the conversation. It allows us to create hyper-personalized chat flows such as booking a demo, learning more about our products, inviting them to an event, or simply assisting an existing customer,” explains Weihmann.

Rather than allowing potential buyers to consume information passively, ZoomInfo Chat engages with buyers on their own terms. To drive engagement, ChurnZero leverages ZoomInfo Chat’s A/B testing capabilities to improve their messaging and greetings. “We use the A/B Testing functionality to test which conversation flows are getting the most engagement. This allows us to optimize the visitor experience, to ensure we are doing everything in our power to drive engagement.”

“

The bottom line is, ZoomInfo Chat allows us to level up our marketing initiatives so our organization can continue to scale at a rapid pace. Compared to our previous vendor, we’re seeing 30% more engagement with ZoomInfo Chat. And, within just 5 months, ZoomInfo Chat has influenced over $2.2 million in pipeline.

Alex Weihmann
Marketing Manager, ChurnZero

Q4 and FY 2021 Financial Results

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Financial Results Overview

Henry Schuck
Founder and CEO

Financial Results

"In 2021 we delivered a leading combination of growth and profitability, significantly expanded our platform, added more new customers than ever before, and drove record customer retention," said Henry Schuck, ZoomInfo Founder and CEO. "2021 was a transformative year for ZoomInfo, and we continue to execute our vision to deliver a comprehensive revenue operating system that reimagines how businesses go-to-market."

Cameron Hyzer
CFO

2022 Guidance[2]

We expect 2022 revenue in the range of $1.01 - $1.02 billion and Adjusted Operating Income in the range of $405 - $415 million - an industry leading combination of durable revenue growth and profitability. For the full year 2022 we expect Unlevered Free Cash Flow in the range of $425 - $435 million.

>25,000
Paying Customers[1]

1,452
Customers with > $100K in ACV[1]

2022 Guidance (as of 2/15/22)

$1.01 - $1.02 billion
FY 2022 Revenue

$405 - $415 million
FY 2022 Adjusted Operating Income[2]

1. As of or through December 31, 2021 as applicable
2. Guidance as of 2/15/2022. We do not provide a quantitative reconciliation of the forward-looking non-GAAP financial measures included in this presentation to the most directly comparable GAAP measures due to the high variability and difficulty to predict certain items excluded from these non-GAAP financial measures; in particular, the effects of stock-based compensation expense, taxes and amounts under the exchange tax receivable agreement, deferred tax assets and deferred tax liabilities, and restructuring and transaction expenses. We expect the variability of these excluded items may have a significant, and potentially unpredictable, impact on our future GAAP financial results.

Q4 2021 Financial Summary (Unaudited)

	GAAP			Non-GAAP[(1)]	
($M, except per share amounts and percent figures)	Quarterly Results	Change YoY		Quarterly Results	Change YoY
Revenue[1]	**$222.3**	**59%**			
Operating Income	**$24.2**	**(18)%**	Adjusted Operating Income	**$86.4**	**36%**
Operating Income Margin	**11%**		Adjusted Operating Income Margin	**39%**	
Net Income Per Share (Diluted)	**$0.36**		Adjusted Net Income Per Share (Diluted)	**$0.18**	
Cash Flow from Operating Activities	**$71.3**	**7%**	Unlevered Free Cash Flow	**$84.4**	**10%**

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

FY 2021 Financial Summary (Unaudited)

	GAAP			Non-GAAP[(1)]	
($M, except per share amounts and percent figures)	Annual Results	Change YoY		Annual Results	Change YoY
Revenue[1]	**$747.2**	**57%**			
Operating Income	**$113.3**	**205%**	Adjusted Operating Income	**$306.6**	**36%**
Operating Income Margin	**15%**		Adjusted Operating Income Margin	**41%**	
Net Income Per Share (Diluted)	**$0.43**		Adjusted Net Income Per Share (Diluted)	**$0.57**	
Cash Flow from Operating Activities	**$299.4**	**77%**	Unlevered Free Cash Flow	**$347.0**	**42%**

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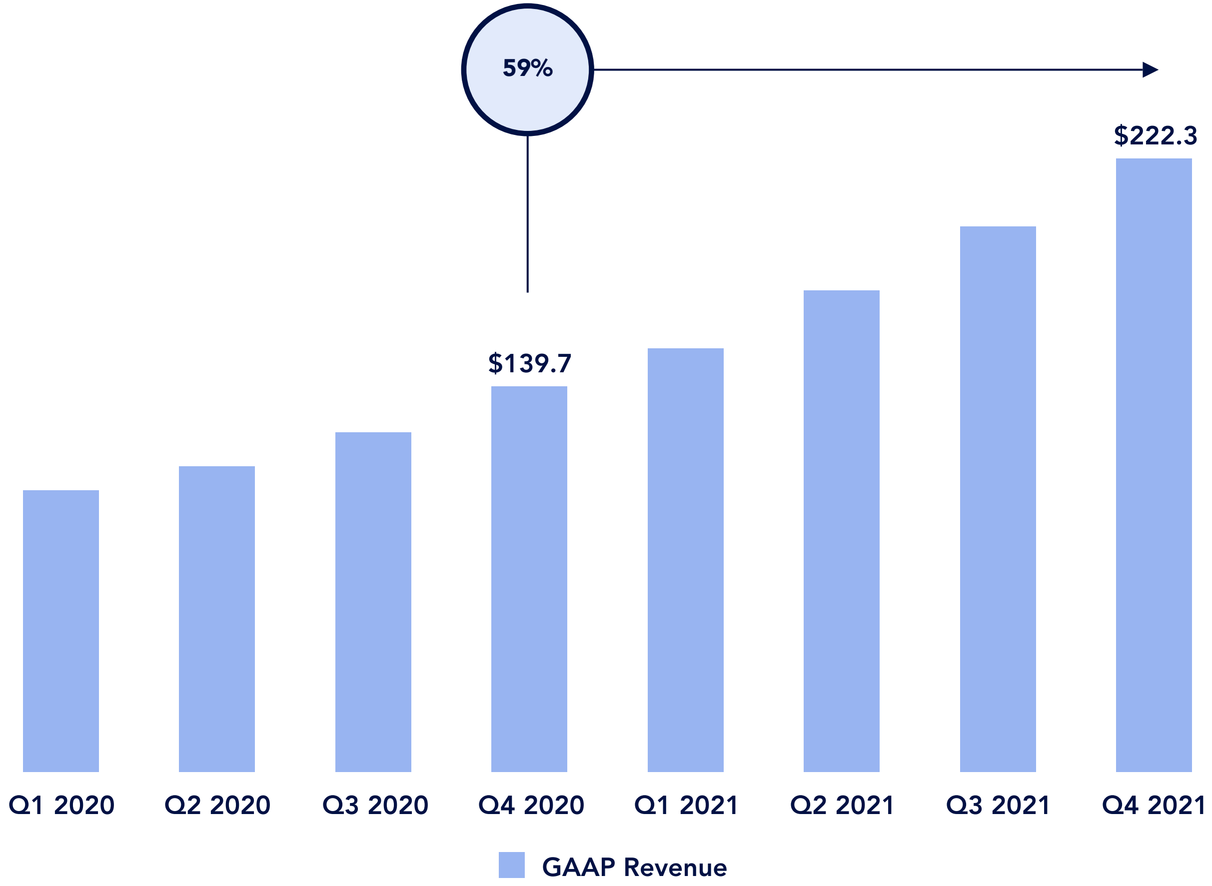
1. GAAP to non-GAAP reconciliations available in the non-GAAP reconciliations section of this presentation

GAAP Revenue Growth ($M)



Q4 2021

59%
GAAP Revenue Growth

52%
Organic Revenue Growth[1]

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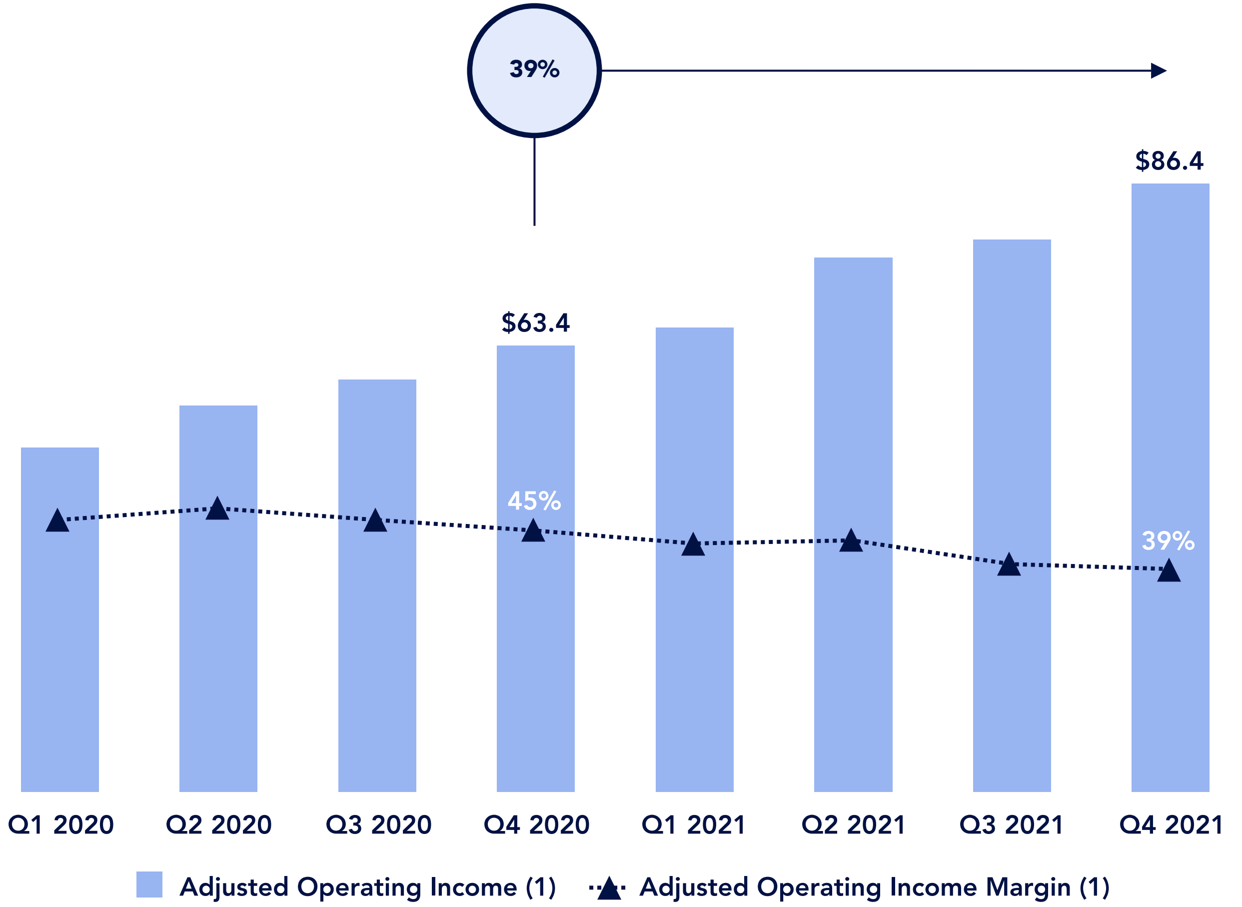
1. Organic Revenue excludes revenue from products acquired within the last 12 months. Products acquired within the last 12 months contributed $10.4 million in revenue for the three months ended December 31, 2021.

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



Q4 2021

39%

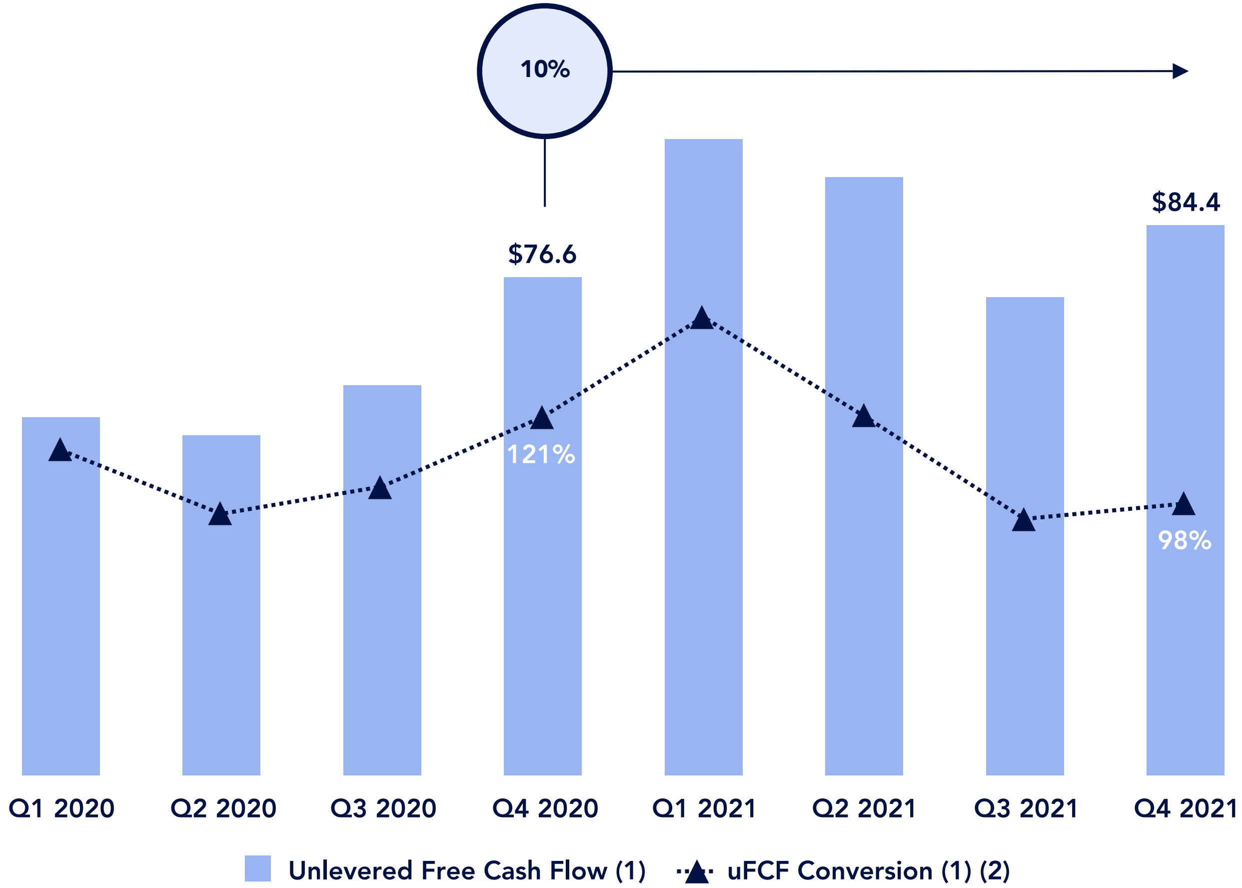
Adjusted Operating Income Margin[1]

36%

YoY Growth in Adjusted Operating Income[1]

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

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



Q4 2021

98%

Unlevered free cash flow conversion(1)(2)

38%

Unlevered Free Cash Flow Margin(1)

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

Balance Sheet Highlights and Net Leverage

($M, except Net Leverage Ratio)	As of December 31, 2020	As of December 31, 2021
Cash, cash equivalents, restricted cash, and short-term investments	$301.6	$332.5
Total contractual maturity of outstanding indebtedness	$756.4	$1,250.0
Trailing Twelve Months (TTM) Adjusted EBITDA(1)	$234.8	$318.2
Trailing Twelve Months (TTM) Cash EBITDA(1)	$291.5	$444.6
Total Net Leverage Ratio (Adjusted EBITDA)(2)	1.9x	2.9x
Total Net Leverage Ratio (Cash EBITDA)(3)	1.6x	2.1x
Total Unearned Revenue	$222.7	$364.2
Current remaining performance obligations	$432.2	$671.5
Total remaining performance obligations	$559.0	$864.4

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

Guidance (as of February 15, 2022)[1]

	Q1 2022	FY 2022
GAAP Revenue	$226 - $228 million	$1.01 - $1.02 billion
Adjusted Operating Income[1]	$86 - $88 million	$405 - $415 million
Adjusted Net Income Per Share[1]	$0.14 - $0.15	$0.71 - $0.73
Unlevered Free Cash Flow[1]	*Not guided*	$425 - $435 million
Weighted Average Shares Outstanding	408 million	410 million

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

Non-GAAP Reconciliations

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Non-GAAP Financial Measures

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

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

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

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

Non-GAAP Financial Measures

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

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

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

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

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

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

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

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

($M)	Q4 2020	Q4 2021	FY 2020	FY 2021
Net income (loss)	**$36.3**	**$145.2**	**$(36.4)**	**$94.9**
Add (less): Expense (benefit) from income taxes	(5.1)	(95.3)	4.7	6.1
Add: Interest expense, net	10.0	13.4	69.3	43.9
Add: Loss on debt modification and extinguishment	—	—	14.9	7.7
Add (less): Other expense (income), net	(11.6)	(39.1)	(15.4)	(39.3)
Income (loss) from operations	**29.6**	**24.2**	**37.1**	**113.3**
Add: Impact of fair value adjustments to acquired unearned revenue	0.7	1.9	2.6	4.6
Add: Amortization of acquired technology	6.6	11.1	23.3	35.3
Add: Amortization of other acquired intangibles	4.8	5.3	18.7	20.3
Add: Equity-based compensation	17.4	33.3	121.6	93.0
Add: Restructuring and transaction-related expenses	1.5	6.1	13.8	23.7
Add: Integration costs and acquisition-related expenses	3.0	4.4	9.0	16.4
Adjusted Operating Income	**$63.4**	**$86.4**	**$226.0**	**$306.6**
Revenue	139.7	222.3	476.2	747.2
Impact of fair value adjustments to acquired unearned revenue	0.7	1.9	2.6	4.6
Revenue for adjusted operating margin calculation	140.4	224.3	478.8	751.8
Adjusted Operating Income Margin	*45%*	*39%*	*47%*	*41%*

Reconciliation from GAAP Net Income (Loss) to Cash EBITDA

($M)	Trailing Twelve Months as of December 31, 2020	Trailing Twelve Months as of December 31, 2021
Net income (loss)	**$(36.4)**	**$94.9**
Add (less): Expense (benefit) from income taxes	4.7	6.1
Add: Interest expense, net	69.3	43.9
Add: Loss on debt modification and extinguishment	14.9	7.7
Add: Depreciation	8.9	13.7
Add: Amortization of acquired technology	23.3	35.3
Add: Amortization of other acquired intangibles	18.7	20.3
EBITDA	**$103.4**	**$222.0**
Add (less): Other expense (income), net	(15.4)	(39.3)
Add: Impact of fair value adjustments to acquired unearned revenue	2.6	4.6
Add: Equity-based compensation expense	121.6	93.0
Add: Restructuring and transaction related expenses (excluding depreciation)	13.8	21.6
Add: Integration costs and acquisition-related expenses	9.0	16.4
Adjusted EBITDA	**$234.8**	**$318.2**
Add: Unearned revenue adjustment	56.2	126.7
Add: Pro forma cost savings	0.3	3.4
Add (less): Cash rent adjustment	(0.7)	1.5
Add (less): Pre-Acquisition EBITDA	0.0	(6.1)
Add (less): Other lender adjustments	0.9	0.8
Cash EBITDA[1)]	**$291.5**	**$444.6**

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1. Defined as Consolidated EBITDA in our Credit Agreements

Reconciliation from GAAP Operating Cash Flow to Unlevered Free Cash Flow

($M)	Q4 2020	Q4 2021	FY 2020	FY 2021
Cash flow from operations	**$66.8**	**$71.3**	**$169.6**	**$299.4**
Purchases of property and equipment and other assets	(4.9)	(7.8)	(16.8)	(23.6)
Interest paid in cash	9.7	7.0	66.5	33.3
Restructuring and transaction-related expenses paid in cash	1.4	4.9	13.1	24.2
Integration costs and acquisition-related compensation paid in cash	3.7	9.0	11.3	13.7
Unlevered Free Cash Flow	**$76.6**	**$84.4**	**$243.7**	**$347.0**
Adjusted Operating Income	63.4	86.4	226.0	306.6
Unlevered Free Cash Flow conversion	**133%**	**98%**	**108%**	**113%**
Revenue	139.7	222.3	476.2	747.2
Impact of fair value adjustments to acquired unearned revenue	0.7	1.9	2.6	4.6
Revenue for uFCF margin calculation	140.4	224.3	478.8	751.8
Unlevered Free Cash Flow Margin	**55%**	**38%**	**51%**	**46%**

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

Three months ended December 31, 2021 ($M)	GAAP	Margin%	Equity-based Compensation	Amortization of Acquired Intangibles and Fair Value Adjustments from Acquisitions	Transaction Related Expenses	Tax Impacts of Adjustments and TRA	As Adjusted	Adjusted Margin%
Revenue	**$222.3**		**$—**	**$1.9**	**$—**	**$—**	**$224.2**	
Cost of service	29.3	13%	(3.7)		(0.3)	—	25.3	11%
Amortization of acquired technology	11.1	5%	0.0	(11.1)	—	—	—	
Gross profit	**181.9**	**82%**	**3.7**	**13.0**	**0.3**	**—**	**199.0**	89%
Sales and marketing	77.1	35%	(13.1)	—	(3.2)	—	60.8	27%
Research and development	40.9	18%	(11.1)	—	(0.4)	—	29.5	13%
General and administrative	28.3	13%	(5.4)	—	(0.6)	—	22.3	10%
Amortization of other acquired intangibles	5.3		—	(5.3)	—	—	—	
Restructuring and transaction related expenses	6.1		—	—	(6.1)	—	—	
Total operating expenses	157.7		(29.6)	(5.3)	(10.3)	—	112.6	
Income (loss) from operations	**$24.2**	**11%**	**$33.3**	**$18.3**	**$10.6**	**$—**	**$86.4**	**39%**
Interest expense, net	13.4		—	—	—	—	13.4	
Loss on debt modification and extinguishment	0.0		—	—	—	—	—	
Other (income) expense, net, excluding TRA liability remeasurement (benefit) expense	(39.1)		—	—	—	39.2	0.2	
Income (loss) before income taxes	**49.9**		**33.3**	**18.3**	**10.6**	**(39.2)**	**72.8**	
Income tax expense (benefit)	(95.3)		—	0.0	—	94.8	(0.5)	
Net income (loss)	**$145.2**	**65%**	**$33.3**	**$18.3**	**$10.6**	**$(134.0)**	**$73.2**	**33%**
Diluted net income (loss) per share	**$0.36**						**$0.18**	
Class A WASO – diluted (in millions)	403						407	

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

Twelve months ended December 31, 2021 ($M)	GAAP	Margin%	Equity-based Compensation	Amortization of Acquired Intangibles and Fair Value Adjustments from Acquisitions	Transaction Related Expenses	Tax Impacts of Adjustments and TRA	As Adjusted	Adjusted Margin%
Revenue	**$747.2**		**$—**	**$4.6**	**$—**	**$—**	**$751.8**	
Cost of service	101.4	14%	(13.2)	—	(2.1)	—	86.0	11%
Amortization of acquired technology	35.3	5%	0.0	(35.3)	—	—	—	
Gross profit	**610.5**	**82%**	**13.2**	**39.9**	**2.1**	**—**	**665.8**	89%
Sales and marketing	241.1	32%	(38.2)	—	(6.1)	—	196.8	26%
Research and development	119.7	16%	(24.3)	—	(5.8)	—	89.7	12%
General and administrative	92.4	12%	(17.3)	—	(2.4)	—	72.7	10%
Amortization of other acquired intangibles	20.3		—	(20.3)	—	—	—	
Restructuring and transaction related expenses	23.7		—	—	(23.7)	—	—	
Total operating expenses	497.2		(79.8)	(20.3)	(38.0)	—	359.2	
Income (loss) from operations	**$113.3**	**15%**	**$93.0**	**$60.2**	**$40.1**	**$—**	**$306.6**	**41%**
Interest expense, net	43.9		—	—	—	—	43.9	
Loss on debt modification and extinguishment	7.7		—	—	(7.7)	—	—	
Other (income) expense, net, excluding TRA liability remeasurement (benefit) expense	(39.3)		—	—	—	39.5	0.3	
Income (loss) before income taxes	**101.0**		**93.0**	**$60.2**	**47.8**	**(39.5)**	**262.5**	
Income tax expense (benefit)	6.1		—	—	—	25.3	31.4	
Net income (loss)	**$94.9**	**13%**	**$93.0**	**$60.2**	**$47.8**	**$(64.8)**	**$231.1**	**31%**
Diluted net income (loss) per share	**$0.43**						**$0.57**	
Class A WASO – diluted (in millions)	394						405	

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

Three months ended December 31, 2020 ($M)	GAAP	Margin%	Equity-based Compensation	Amortization of Acquired Intangibles and Fair Value Adjustments from Acquisitions	Transaction Related Expenses	Tax Impacts of Adjustments and TRA	As Adjusted	Adjusted Margin%
Revenue	**$139.7**		**$—**	**$0.7**	**$—**	**$—**	**$140.4**	
Cost of service	20.0	14%	(3.6)	—	(0.1)	—	16.4	12%
Amortization of acquired technology	6.6	5%	—	(6.6)	—	—	—	
Gross profit	**113.1**	**81%**	**3.6**	**7.3**	**0.1**	**—**	**124.0**	**88%**
Sales and marketing	45.2	32%	(9.0)	—	(1.0)	—	35.4	25%
Research and development	14.5	10%	(1.7)	—	(1.1)	—	11.7	8%
General and administrative	17.5	12%	(3.1)	—	(0.8)	—	13.5	10%
Amortization of other acquired intangibles	4.8		—	(4.8)	—	—	—	
Restructuring and transaction related expenses	1.5		—	—	(1.5)	—	—	
Total operating expenses	83.5		(13.8)	(4.8)	(4.4)	—	60.6	
Income (loss) from operations	**$29.6**	**21%**	**$17.4**	**$12.1**	**$4.5**	**$—**	**$63.4**	**45%**
Interest expense, net	10.0		—	—	—	—	10.0	
Loss on debt modification and extinguishment	—		—	—	—	—	—	
Other (income) expense, net, excluding TRA liability remeasurement (benefit) expense	(11.6)		—	—	—	11.8	0.2	
Income (loss) before income taxes	**31.2**		**17.4**	**12.1**	**4.5**	**(11.8)**	**53.3**	
Income tax expense (benefit)	(5.1)		—	—	—	10.1	5.0	
Net income (loss)	**$36.3**	**26%**	**$17.4**	**$12.1**	**$4.5**	**$(21.9)**	**$48.3**	**34%**
Diluted net income (loss) per share	**$0.14**						**$0.12**	
Class A WASO – diluted (in millions)	386						403	

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

Twelve months ended December 31, 2020 ($M)	GAAP	Margin%	Equity-based Compensation	Amortization of Acquired Intangibles and Fair Value Adjustments from Acquisitions	Transaction Related Expenses	Tax Impacts of Adjustments and TRA	As Adjusted	Adjusted Margin%
Revenue	**$476.2**		**$—**	**$2.6**	**$—**	**$—**	**$478.8**	
Cost of service	84.2	18%	(27.4)	—	(0.4)	—	56.5	12%
Amortization of acquired technology	23.3	5%	—	(23.3)	—	—	—	
Gross profit	**368.7**	**77%**	**27.4**	**25.9**	**0.4**	**—**	**422.4**	**88%**
Sales and marketing	184.9	39%	(62.6)	—	(3.5)	—	119.0	25%
Research and development	51.4	11%	(13.6)	—	(4.1)	—	33.7	7%
General and administrative	62.8	13%	(18.0)	—	(1.1)	—	43.7	9%
Amortization of other acquired intangibles	18.7		—	(18.7)	—	—	—	
Restructuring and transaction related expenses	13.8		—	—	(13.8)	—	—	
Total operating expenses	331.6		(94.2)	(18.7)	(22.5)	—	196.4	
Income (loss) from operations	**$37.1**	**8%**	**$121.6**	**$44.6**	**$22.9**	**$—**	**$226.0**	**47%**
Interest expense, net	69.3		—	—	—	—	69.3	
Loss on debt modification and extinguishment	14.9		—	—	(14.9)	—	—	
Other (income) expense, net, excluding TRA liability remeasurement (benefit) expense	(15.4)		—	—	—	15.7	0.3	
Income (loss) before income taxes	**(31.7)**		**121.6**	**44.6**	**37.8**	**(15.7)**	**156.4**	
Income tax expense (benefit)	4.7		—	—	—	13.5	18.2	
Net income (loss)	**$(36.4)**	**(8)%**	**$121.6**	**$44.6**	**$37.8**	**$(29.2)**	**$138.2**	**29%**
Diluted net income (loss) per share	**$(0.11)**						**$0.34**	
Class A WASO – diluted (in millions)	175						403	

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