



Investor Overview

Q3 2025 Financial Results

DATE

November 3, 2025

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

Durable Financial Model

Scale

\$1.3B

Annualized Q3 2025 Revenue

Revenue

+5%

Q3 2025 YoY Change in Revenue

Retention

90%

Q3 2025 Net Revenue Retention⁽¹⁾

Cash Flow

\$95M

Q3 2025 Unlevered Free Cash Flow⁽²⁾

Profitability

37%

Q3 2025 Adjusted Operating Income Margin⁽²⁾

Large Customers

1,887

(+3 sequentially, +78 YoY)
Customers w/ >100K ACV⁽³⁾

1. For the trailing twelve month period ended September 30, 2025.

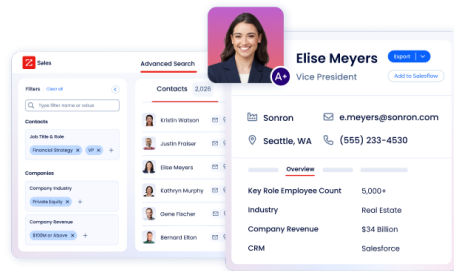
2. GAAP to non-GAAP reconciliations available in the non-GAAP reconciliations section of this presentation.

3. As of September 30, 2025.



ZoomInfo Solves Real Problems for GTM Leaders

Sales

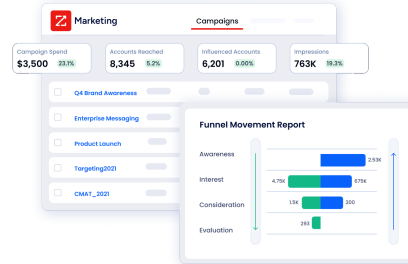


18% higher win rate

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

- ✓ New Logo Acquisition / Growth
- ✓ Efficient Outbound

Marketing

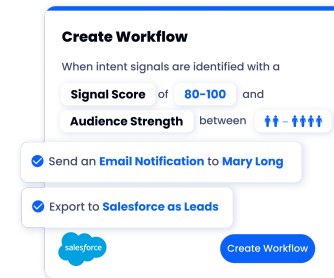


32% more pipeline

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

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

Operations








15% faster close

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

- ✓ Scoring and Routing Workflows
- ✓ Automated Data Enrichment

ZoomInfo's Comprehensive Data Universe

COMPANY DATA

Firmographics 	Technographics 	International 	Hierarchy 	Advanced Attributes 
--	---	--	--	--






CONTACT DATA

Current Role + Contact Info 	Mobile Phone Numbers 	Education History 	Job History 	Board Members 
--	---	--	--	--





SIGNALS DATA

Intent Activity 	Funding 	Scoops & News 	Champion Movement 	Earnings 
--	--	--	--	---

CUSTOM DATA

IP to Company Graph 	AI Insights Cube 	Likely-to-Engage 	Call Transcripts 	Account Scoring 
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SERVICES

GTM Playbooks 	GTM Intelligence 	GTM Engagement 	GTM Orchestration 
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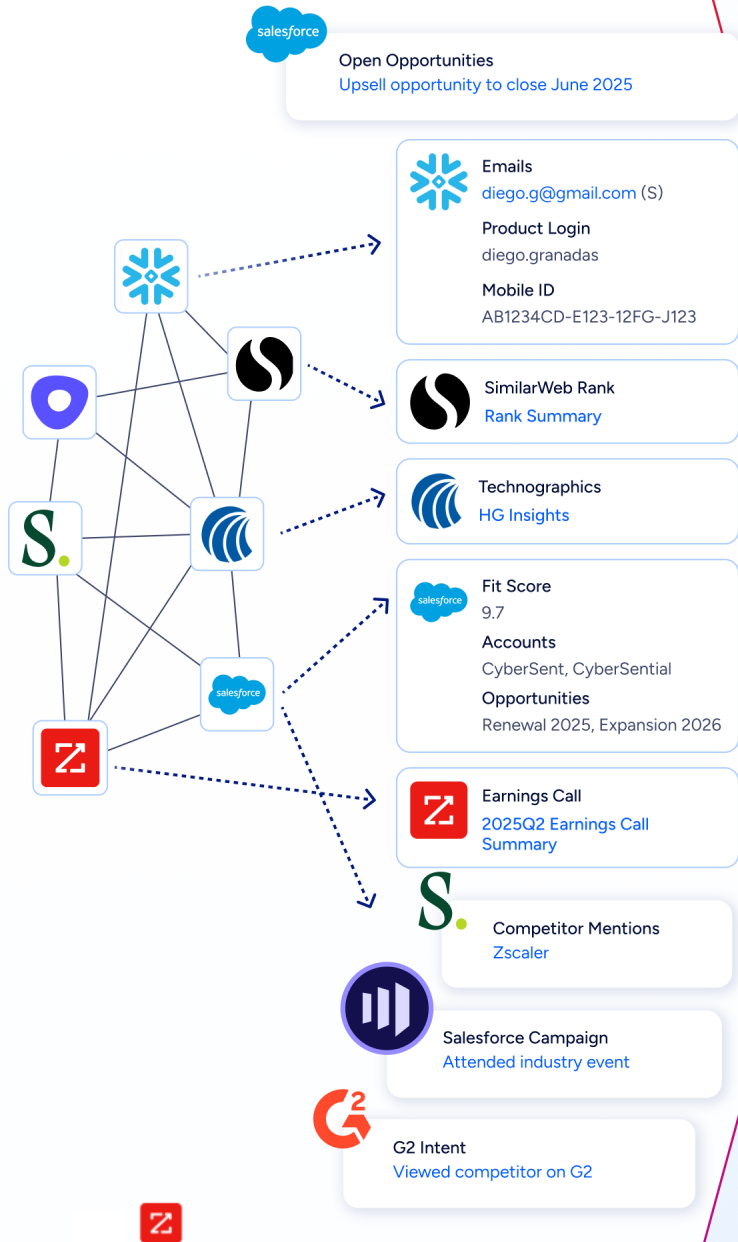
100M+
Companies

500M+
Contacts

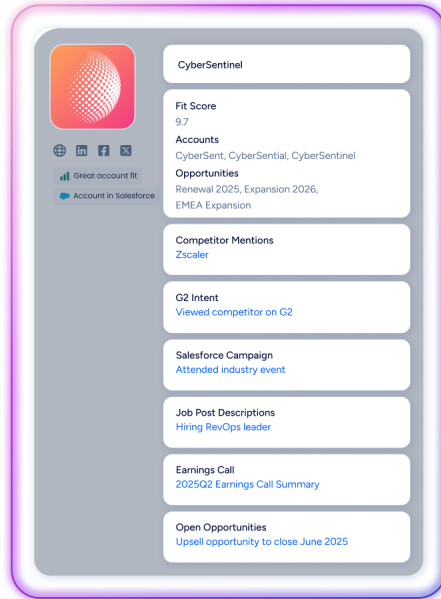
1B+
Signals



AI Context Layer Across all GTM



ZoomInfo Intelligence



Structuring data into a unified GTM Graph

Context & AI Learning



Contextualize and Refine with Business Context

GTM Context

GTM Studio: Design Your Revenue Growth

Design, Enrich, and
Activate Go-To-Market
Strategies with an AI-
Driven Data Canvas.

The screenshot displays the GTM Studio interface. On the left is a navigation sidebar with icons for home, search, design, data, and settings. The main area shows a table with 250 records, including columns for Company Name, Revenue, and Employees. A table with 12 rows is visible:

	Company Name	Revenue	Employees
1	TechTarget Inc	250 mil.	960
2	Jumio Inc	500 mil.	850
3	Talend	250 mil.	1000
4	Elinext Co	100 mil.	700
5	Serras Tech	1 bil.	
6	Uniphore	250 mil.	
7	BloomReach Inc	250 mil.	1000
8	PandaDoc Inc	250 mil.	800
9	Demandbase Inc	500 mil.	750
10	Harness Inc	250 mil.	700
11	ON24 Inc	250 mil.	462
12	Tradeshift Inc	250 mil.	800

On the right, the 'Enrich' sidebar offers various data sources to add to the workbook:

- Company Attributes: Zoominfo Company firmographic information
- Contact Attributes: Zoominfo Contact information
- Signals: Go-to-Market insights on contacts and companies
- ZoomInfo Data Agent**: Create custom AI powered insights on contacts and companies (highlighted with a hand cursor)
- Assign Owners: Dynamically assign users in your organization
- Salesforce: Integrate your CRM data
- SimilarWeb: Access behind-the-scenes analytics for every site online
- Snowflake



ZoomInfo GTM Workspace

Streamlining execution through simplification

The screenshot displays the ZoomInfo GTM Workspace interface. On the left is a vertical navigation sidebar with icons and labels for Home, Search, Views, Chats, Artifacts, and Notes. The main content area features a large heading "How do you want to GTM today?" above a search input field with the placeholder text "Ask anything about your accounts or contacts". Below the search field are three buttons: "Learn what data powers GTM Workspace", "Update Salesforce with ease", and "Find companies using plain language".

Below these elements is a section titled "Assistants" containing three cards:

- Account health analyst:** Includes a table with columns "Account", "Status", and "Next step".

Account	Status	Next step
Mercury	Green	[button]
Nutanix	Yellow	[button]
Smarteheet	Red	[button]

Run analysis
- CRM data entry assistant:** Includes a table with columns "Opportunity", "Stage", "Amount", and "Next steps".

Opportunity	Stage	Amount	Next steps
Enterprise Sales Platform	Discovery	\$ [input]	[button]
Marketing Intelligence Suit	Proposal	\$ [input]	[button]
Data Enrichment Package	Negotiation	\$ [input]	[button]

Review and sync
- Prospecting assistant:** Includes a table with columns "Contact", "Company", "Signal type", and "Last tou".

Contact	Company	Signal type	Last tou
Jessica Ross	[input]	Funding	[button]
Josh Miller	[input]	Expansion	[button]
Gregory Smith	[input]	Intent	[button]

See prospects



Industry Recognition: ZoomInfo



ZoomInfo Recognized as a Leader in both The Forrester Wave™: Intent Data Providers For B2B, Q1 2025 and The Forrester Wave™: Marketing and Sales Data Providers for B2B, Q1 2024⁽¹⁾

The Forrester Wave™: Intent Data Providers For B2B, Q1 2025 recognized ZoomInfo with the highest scores possible across eight criteria, including Collection Methodologies, Identity Resolution, Data Security & Compliance, Future Proofing Data Collection, Insight Generation and Recommended Action, Data Integration & Delivery, Roadmap, and Partner Ecosystem.



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

The Total Economic Impact™ of ZoomInfo

FORRESTER®

ZoomInfo commissioned Forrester Consulting to conduct a [Total Economic Impact™^{\(1\)}](#) study and examine the potential return on investment enterprises may realize by deploying ZoomInfo over 3 years.

The interviewees described the key results from their investment in ZoomInfo:

- Sales opportunity and **outcome improvements** for previously used approaches
- Marketing campaigns in **weeks** vs. months
- New hyperpersonalized marketing and sales opportunities with a **higher likelihood of producing additional revenue**

316%

Return on Investment⁽²⁾

<6 Months

Payback⁽²⁾

Customer Quotes:

"Our national **account managers' annual revenue has increased by over 50%** since we started using ZoomInfo."
- CSO and Sales SVP, Financial Services

"Our campaign preparation time has been reduced from **approximately five months to two to three weeks.**"
- Managing Director of Data Integration, Payment Services

"Accounts with ZoomInfo-sourced signals have **shown a 2.7x increase in deal size.**"
- Senior Manager of Revenue Technology, Technology

"ZoomInfo has **displaced two point solutions** and, to our surprise, provided us with a capability that **negated the need for a third solution.**"
- VP of Revenue Operations, Software

1. Forrester Total Economic Impact Study Commissioned By ZoomInfo, October 2025
2. For the purposes of this study, Forrester aggregated the experiences of the interviewees and combined the results into a single composite organization, a global B2B business with revenue of \$1.5 billion per year.

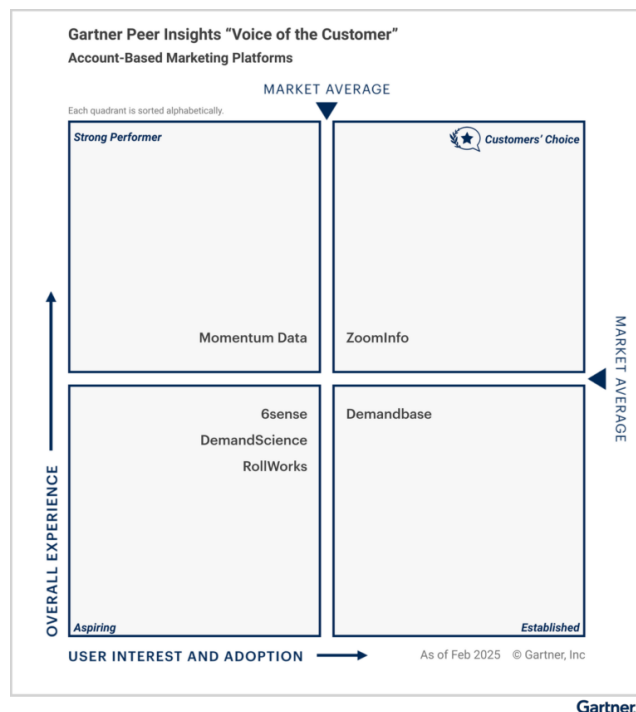


Customer Recognition: ZoomInfo



ZoomInfo has been named a Customers' Choice in the 2025 Gartner® Voice of the Customer Report for Account-Based Marketing (ABM) Platforms. ZoomInfo was the only vendor positioned in the Customers' Choice quadrant of this report.⁽¹⁾⁽²⁾

ZoomInfo generated the highest volume of reviews in the ABM category, and scored an impressive 4.7 average rating (out of 5.0) during the evaluation period. Gartner's Voice of the Customer Report is based entirely on customer reviews over an 18-month period, factoring in volume, diversity, satisfaction, and willingness to recommend.



ZoomInfo's ABM is Built for Outcomes

- Speed to Value: Fast onboarding, seamless integrations, and instant visibility across your funnel.
- End-to-End Coordination: Run ads, send emails, and trigger sales outreach, all from a shared data foundation.
- Deeper Insights: Go beyond intent and surface real-time buying signals like product launches, executive hires, funding rounds, and more.
- AI-Powered Scale: Copilot's contextual recommendations allow GTM teams to act at the moment of opportunity.

1. Gartner, Voice of the Customer for Account-Based Marketing Platforms, By Peer Contributors, 25 June 2025. GARTNER is a registered trademark and service mark of Gartner, Inc. and/or its affiliates in the U.S. and internationally, PEER INSIGHTS is a registered trademark of Gartner, Inc. and/or its affiliates and are used herein with permission. All rights reserved. Gartner Peer Insights content consists of the opinions of individual end users based on their own experiences, and should not be construed as statements of fact, nor do they represent the views of Gartner or its affiliates. Gartner does not endorse any vendor, product or service depicted in this content nor makes any warranties, expressed or implied, with respect to this content, about its accuracy or completeness, including any warranties of merchantability or fitness for a particular purpose.

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Multiple Growth Levers



Efficient sales-led customer acquisition Upmarket



Digital product-led customer acquisition downmarket



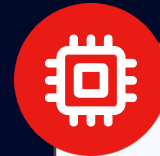
Increasing demand for data from broader AI adoption



GTM Intelligence Platform to create expansion opportunity and drive revenue retention

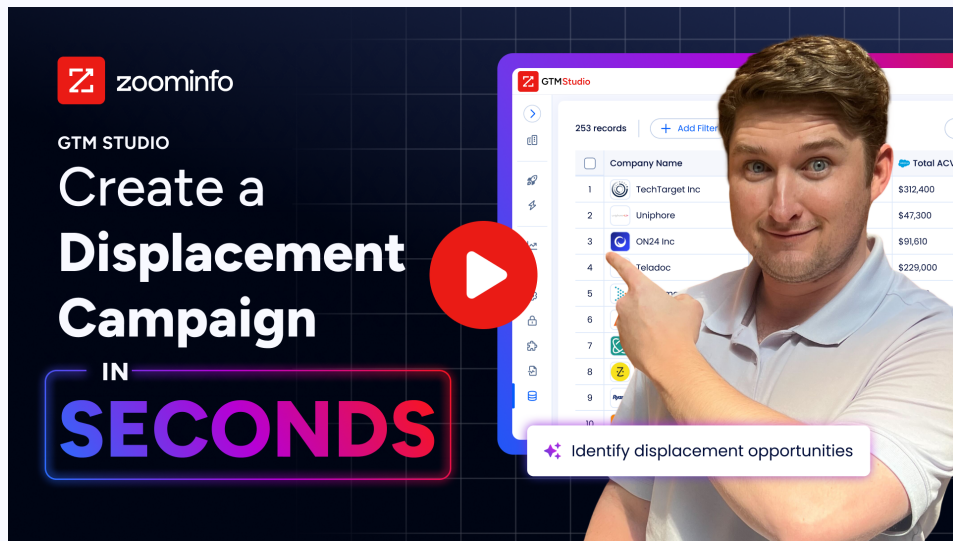


Product integration to drive platform cross-sell opportunity

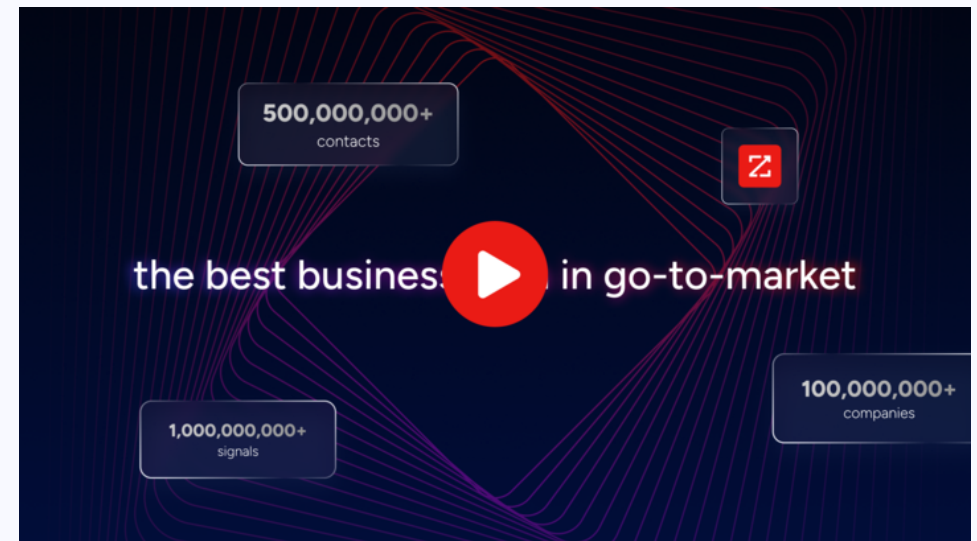


Select acquisitions to accelerate innovation and bolster data moat

Video Highlights



GTM Studio



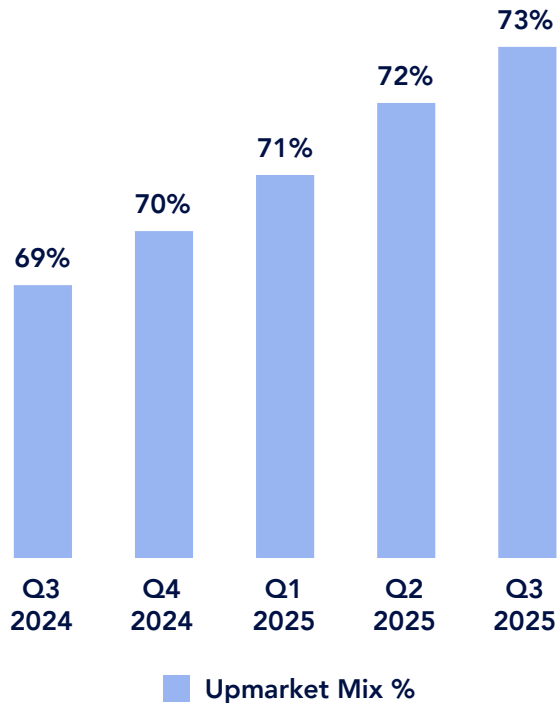
GTM Workspace

Customer Overview

Select Q3 Upmarket Customers



Expanding Upmarket⁽¹⁾



Customer Profile

+10%
Upmarket

Upmarket Percentage Mix Shift Over Two Years⁽¹⁾⁽²⁾

1,887

Customers with > \$100k in ACV⁽²⁾

72%

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, 2025.

Customer Case Study –



The Results

Modernizing Field Sales to Reach Decision-Makers Fast

About the Company

Pratt Industries is the world's largest privately owned producer of 100% recycled paper packaging. With over three decades of experience, Pratt operates a nationwide network of recycling facilities, paper mills, and manufacturing plants, delivering innovative, sustainable packaging solutions to businesses across North America. Committed to quality, service, and environmental stewardship, Pratt Industries continues to drive industry growth through advanced manufacturing and a relentless focus on sustainability.

The Challenge

Before adopting ZoomInfo, Pratt Industries relied on a mix of tools, including another data provider to find prospects. But this platform wasn't cutting it — especially in manufacturing, where many decision-makers are less active on social media, and bad data quickly leads to dead ends.

"Our previous data provider was never updated. The numbers didn't work and the emails always bounced back," says Sales Representative William Bottcher.

The Solution

That all changed when Bottcher got a glimpse of ZoomInfo in action through a friend working at a different company. After seeing what it could help do, Bottcher pitched ZoomInfo to his manager and the executive team as a solution that could set Pratt on a quicker path to success.

For Bottcher and his teammates at Pratt, ZoomInfo Sales quickly became integral to the prospecting workflow. Advanced Search helps identify decision-makers. Intent data allows them to warm up cold calls by spotting signals of interest in packaging solutions. And saved lists alert them to timely triggers like executive changes or facility expansions that could spark a buying conversation.

"A part of our industry that I don't think we'll ever replace is the need to go out and do door-knocking in person. What ZoomInfo has allowed us to do is be super efficient," Bottcher says. "When doors are locked, ZoomInfo is huge — you can immediately look people up and find out who you need to call and talk to."

Pratt sellers also use ZoomInfo Intent to find in-market, qualified leads within their territories, warming up the lead lists that fuel a day of otherwise cold selling.

The Results

Since making the switch, Pratt has landed several standout deals, many of which wouldn't have been possible without ZoomInfo. Even better, many of these deals are in a key area of growth for Pratt: digital printing.

After Bottcher spotted a brand's boxes at a co-packer's facility, ZoomInfo helped him identify the buyer and bring their spend back to the U.S., generating several million dollars annually.

For those who are on the fence with ZoomInfo, his advice is simple: "Once you get a win, you'll see how awesome it is."

That growth potential is something that leaders at Pratt can see as well.

"I've been with Pratt Industries a long time, and since I've been here, our revenue has increased substantially in the United States," says Craig Bagley, a Sales Director at Pratt. "We're always looking for ways to continue to grow our business. And ZoomInfo is a tool with real potential to take our business even further on that growth journey."



Customer Case Study – SHARP

The Results

'Seeing wins every day': How Sharp Expanded Thousands of Accounts with AI

About the Company

Sharp is a global technology leader providing businesses with smart, efficient workplace solutions. Its U.S. arm—Sharp Imaging and Information Company of America—and its Sharp Business Systems division offer a comprehensive portfolio that includes copiers, printers, laptops, collaboration and digital signage displays, and IT services—all supported by a local dealer and branch network that aims to deliver what Sharp calls the “Simply Smarter Workplace.”

The Challenge

For decades, Sharp’s sales model leaned heavily on face-to-face relationships. “It was a lot of no’s, a lot of miles on the car,” says Associate Vice President of Sales Strategy Melani Patterson.

But as business evolved, and Sharp’s offerings expanded to include AV products, managed IT and document solutions, the company needed a modern strategy to keep its competitive edge. That transformation was fueled by ZoomInfo.

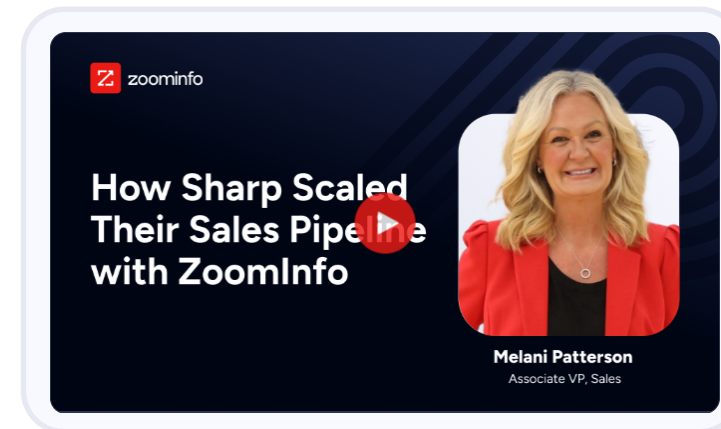
The Solution

Give anyone in sales the choice, and they’ll probably pick expanding the current customer base over chasing new business. Sharp found a way to do both with an AI-powered, intelligence-fueled update to sales processes that once relied on old-fashioned in-person outreach.

After initially using ZoomInfo to streamline their prospecting, ZoomInfo quickly evolved into a central pillar of Sharp's Go-To-Market (GTM) strategy, reviving dormant accounts, deepening customer relationships, and accelerating outreach with new prospects.

But the truly revolutionary change came with ZoomInfo's AI-fueled Copilot solution. Reps now move with precision, armed with account-fit scores, real-time intent signals, and messaging that resonates with the right stakeholders at the right moment.

And the speed and focus provided by Copilot's AI-powered account summaries and outreach recommendations allows Sharp's GTM teams to amplify their ability to connect with customers and solve thorny business problems.



The Results

Since implementing ZoomInfo, the Sharp Business Systems team has expanded a significant number of accounts to add technology services, AV products, managed IT, and more.

"We're seeing wins every day," Patterson says. "Across our sales organization, we see that high performers are also heavy users of ZoomInfo."

Sharp's journey with Copilot proves what's possible when data meets action — and when AI isn't just adopted, but operationalized. As Patterson puts it, if you're not incorporating AI tools into your daily sales operation, you're already behind.

"Bottom line, is prospecting always fun? No," she says. "But AI makes it fun by opening that door every single day."

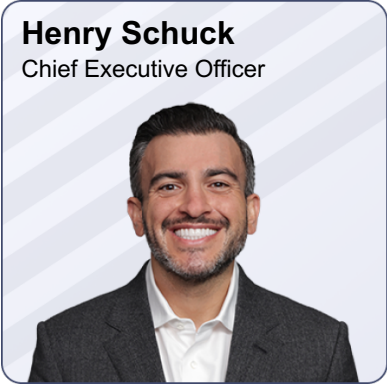


Q3 2025 Financial Results



Financial Results Overview

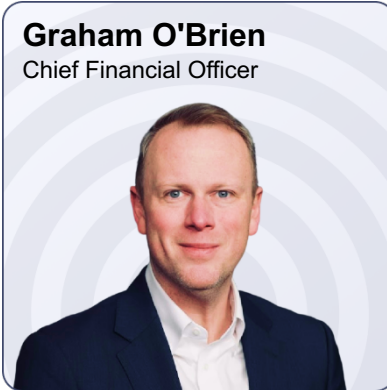
Henry Schuck
Chief Executive Officer



Financial Results

"We delivered strong Q3 results with record revenue, accelerating Upmarket momentum, and improving net revenue retention, validating our strategic focus and the value we deliver to customers," said Henry Schuck, ZoomInfo Founder and CEO. "We're building the future of go-to-market – connecting intelligence, automation, and execution in one system for go-to-market teams and the AI agents serving them."

Graham O'Brien
Chief Financial Officer



2025 Guidance⁽¹⁾

We expect 2025 revenue in the range of \$1.237 - \$1.240 billion and Adjusted Operating Income in the range of \$440 - \$443 million.

For the full year 2025 we expect Unlevered Free Cash Flow in the range of \$424 - \$444 million.

\$318M (+5% YoY)

Q3 2025 GAAP Revenue

37%

Q3 2025 Adjusted Operating
Income Margin⁽²⁾

\$95M

Q3 2025 Unlevered Free Cash Flow⁽²⁾

\$18M

Q3 2025 Interest Paid In Cash



1. Guidance as of 11/3/2025. 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.

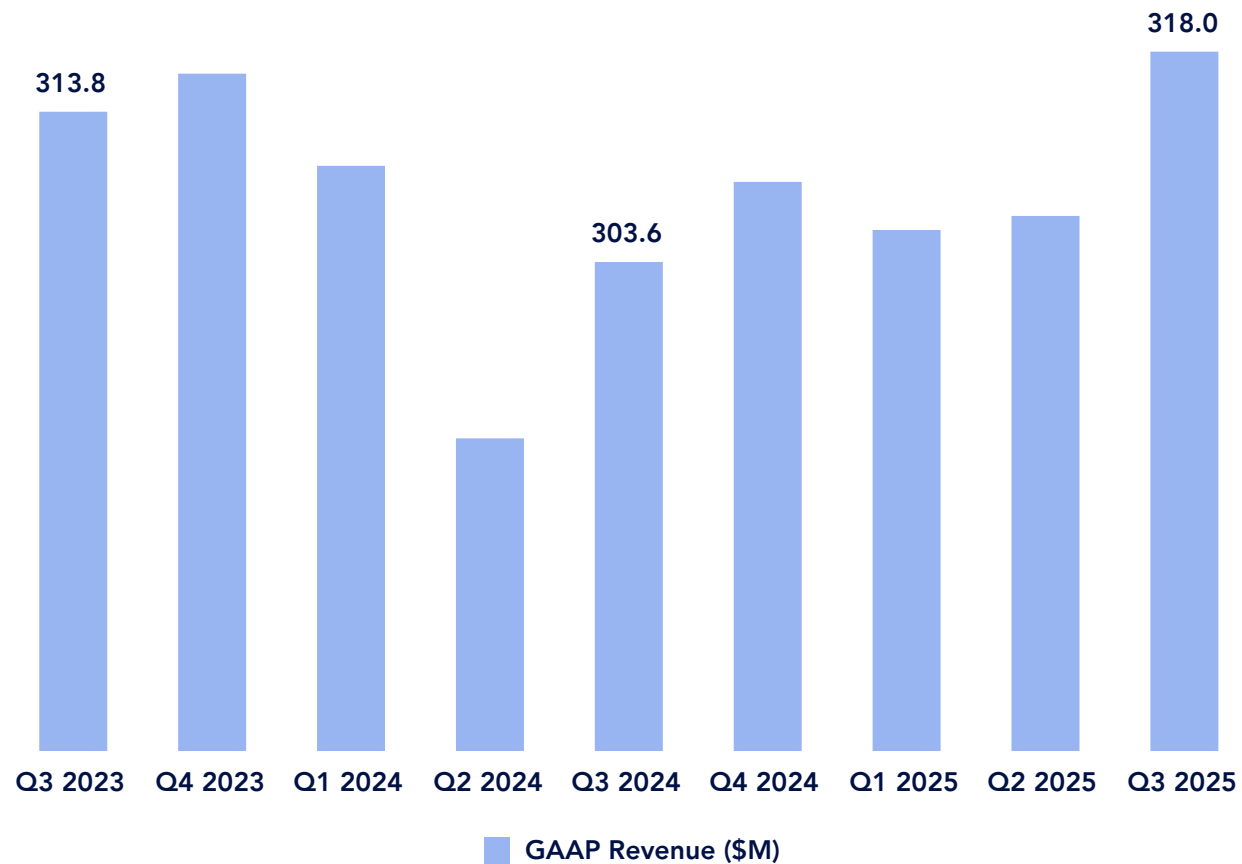
Q3 2025 Financial Summary (Unaudited)

(\$M, except per share amounts)	GAAP		Non-GAAP ⁽¹⁾		
	Quarterly Results	Change YoY		Quarterly Results	Change YoY
Revenue	\$318.0	5%			
Operating Income	\$67.5	55%	Adjusted Operating Income	\$117.7	5%
Operating Income Margin	21%		Adjusted Operating Income Margin	37%	
Net Income Per Share (Diluted)	\$0.12		Adjusted Net Income Per Share (Diluted)	\$0.28	
Cash Flow from Operating Activities	\$93.8	415%	Unlevered Free Cash Flow	\$95.3	(14)%

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



GAAP Revenue (\$M)



Q3 2025

\$318M

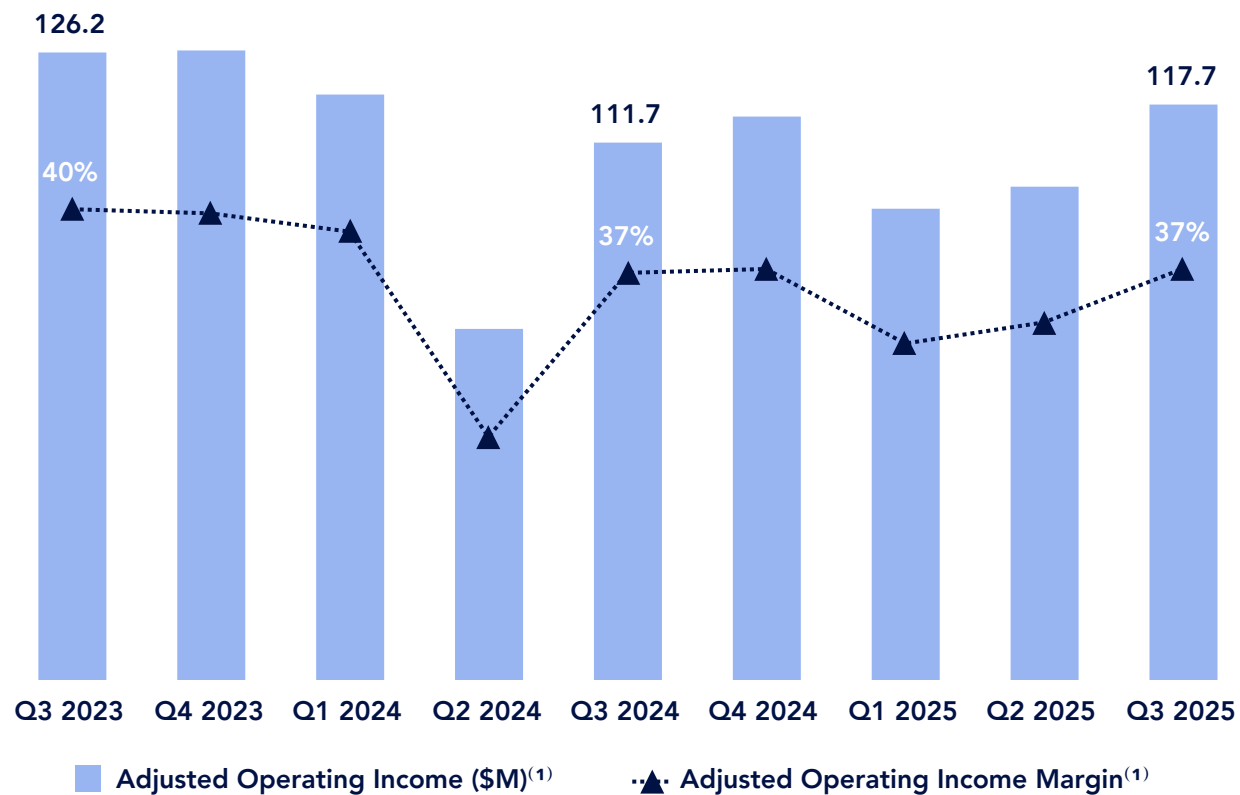
Q3 2025 GAAP Revenue

+5%

YoY Change in GAAP Revenue



Adjusted Operating Income (\$M) and Margin



Q3 2025

37%

Adjusted Operating Income Margin⁽¹⁾

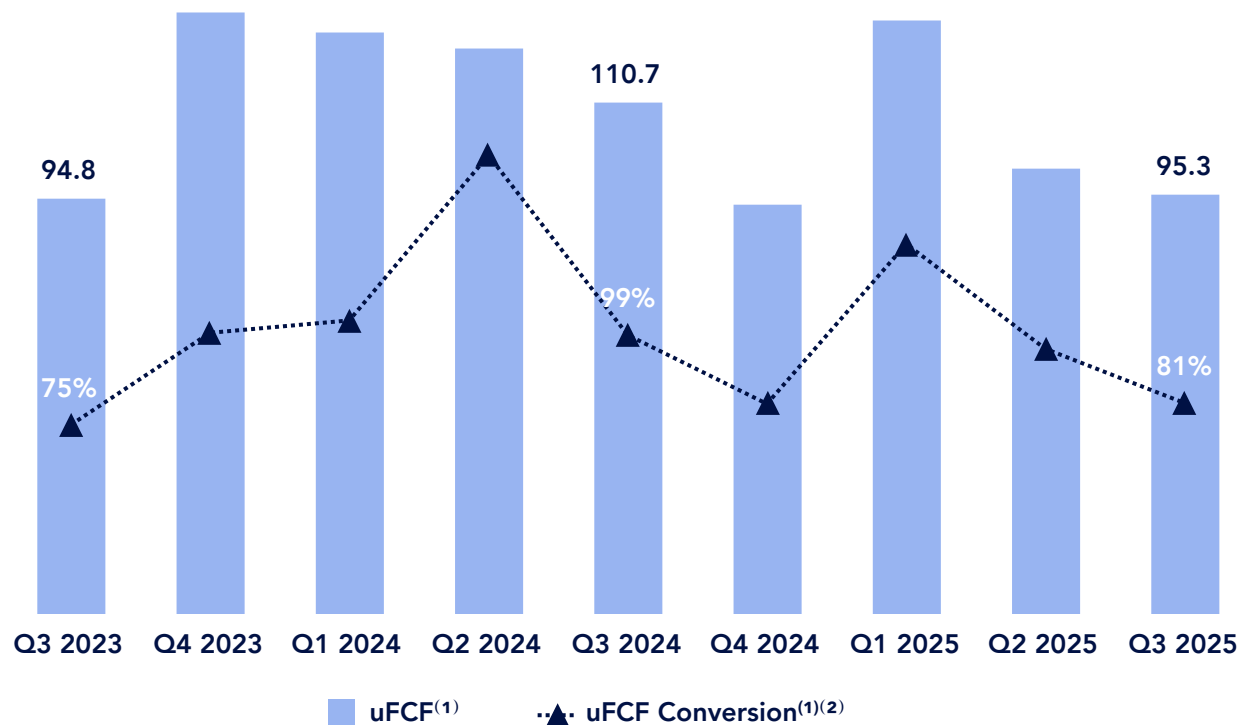
5%

YoY Change 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) (\$M) and uFCF Conversion⁽¹⁾⁽²⁾



Q3 2025

81%

Unlevered Free Cash Flow Conversion⁽¹⁾⁽²⁾

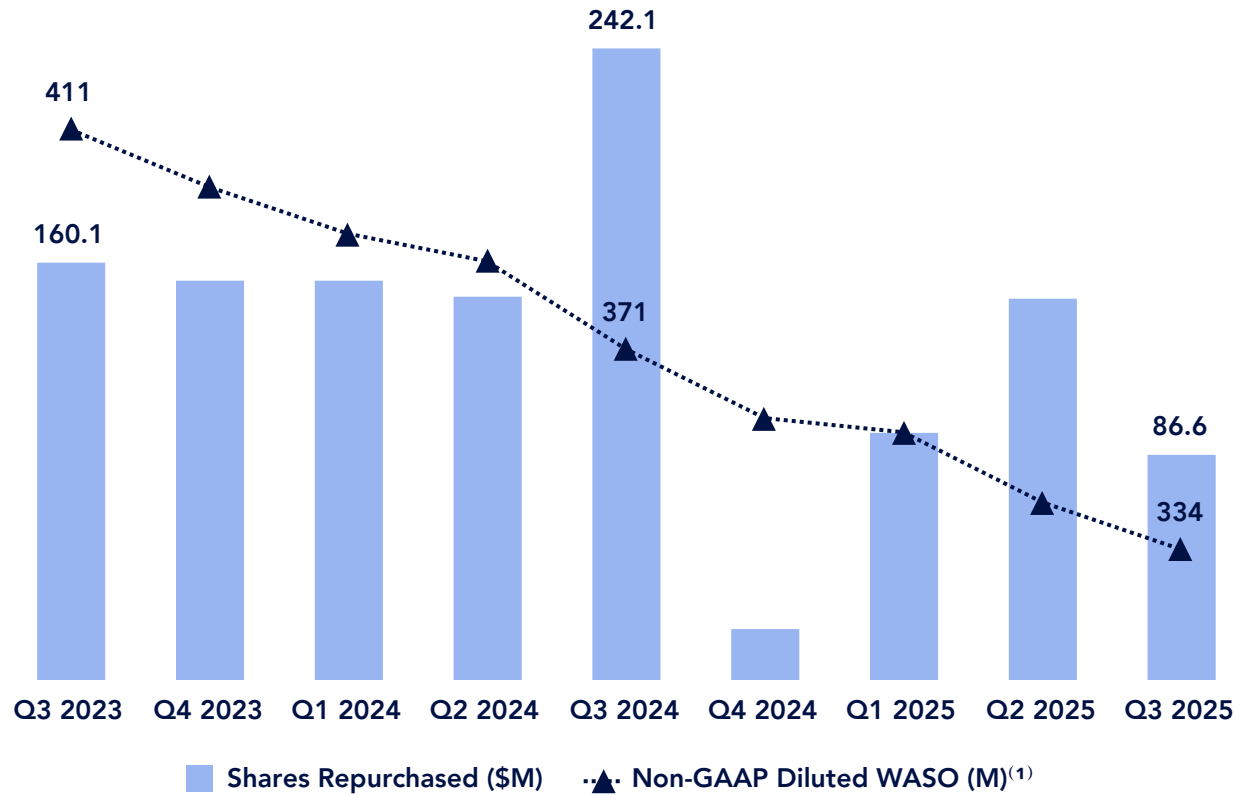
30%

Unlevered Free Cash Flow Margin⁽¹⁾



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

Share Repurchase Program



Q3 2025

8.3 million

Shares of Stock Repurchased

\$10.46

Average Purchase Price



1. Diluted earnings per share is computed by giving effect to all potential weighted average Common Stock, and any securities that are convertible into Common Stock, including options and restricted stock units. The dilutive effect of outstanding awards and convertible securities is reflected in diluted earnings per share by application of the treasury stock method, excluding deemed repurchases assuming proceeds from unrecognized compensation as required by GAAP.

Balance Sheet Highlights and Net Leverage

(\$M)	As of September 30, 2025	As of December 31, 2024
Total contractual maturity of outstanding indebtedness	\$1,333.6	\$1,238.1
Cash, cash equivalents, and investments	\$135.5	\$149.0
Trailing Twelve Months (TTM) Adjusted EBITDA ⁽¹⁾	\$467.3	\$452.4
Trailing Twelve Months (TTM) Cash EBITDA ⁽¹⁾	\$490.7	\$495.2
Total Net Leverage Ratio (Adjusted EBITDA) ⁽¹⁾⁽²⁾	2.6x	2.4x
Total Net Leverage Ratio (Cash EBITDA) ⁽¹⁾⁽³⁾	2.4x	2.2x
Total Unearned Revenue	\$431.9	\$477.9
Current remaining performance obligations	\$823.7	\$850.1
Total remaining performance obligations	\$1,165.4	\$1,156.9



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

2. Defined as total contractual maturity of outstanding indebtedness less cash, and cash equivalents, and investments divided by TTM Adjusted EBITDA, expressed as a ratio.

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

Tax Receivable Agreement

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

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

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

The TRA deductions are generally recognized as amortization over a 15-year period. To the extent the deductions result in the Company being in a taxable loss position, the corresponding TRA payment will be reduced, as the Company will not benefit from the deduction until the year in which the net operating loss is utilized. Therefore, the amount and timing of TRA payments can be substantially influenced by the Company’s growth and profitability 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, 2025	As of December 31, 2024
TRA Payments made since Inception	\$129.3	\$106.2
Tax receivable agreements liability, Current	\$0.5	\$22.3
Tax receivable agreements liability, Non-Current	\$2,724.6	\$2,740.2



Guidance (as of November 3, 2025)⁽¹⁾

	Q4 2025	Prior FY 2025	FY 2025
GAAP Revenue	\$307 - \$310 million	\$1.215 - \$1.225 billion	\$1.237 - \$1.240 billion
Adjusted Operating Income ⁽¹⁾	\$117 - \$120 million	\$433 - \$437 million	\$440 - \$443 million
Adjusted Net Income Per Share (Diluted) ⁽¹⁾	\$0.27 - \$0.29	\$0.99 - \$1.01	\$1.04 - \$1.06
Unlevered Free Cash Flow ⁽¹⁾	<i>Not Guided</i>	\$422 - \$442 million	\$424 - \$444 million
Weighted Average Shares Outstanding	331 million	346 million	341 million



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

Non-GAAP Reconciliations

Non-GAAP Financial Measures

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

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

We define Adjusted Operating Income as income (loss) from operations adjusted for, as applicable, (i) amortization of acquired technology and other acquired intangibles, (ii) equity-based compensation expense, (iii) restructuring and transaction-related expenses, (iv) integration costs and acquisition-related expenses, (v) and legal settlement. We exclude the impact of amortization of acquired technology and other acquired intangibles, 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 operative 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) loss on debt modification and extinguishment, (ii) amortization of acquired technology and other acquired intangibles, (iii) equity-based compensation expense, (iv) restructuring and transaction-related expenses, (v) integration costs and acquisition-related expenses, (vi) legal settlement, (vii) TRA liability remeasurement (benefit) expense, (viii) other (income) loss, net and (ix) 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 or net income 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 (used in) 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, (iv) cash payments related to integration costs and acquisition-related compensation, and (v) legal 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 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, 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, loss on debt modification and extinguishment, impact of certain non-cash items, such as 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 or net income as indicators of operating performance. We define Net Leverage Ratio to Cash EBITDA (defined as Consolidated EBITDA in our Credit Agreements) as total contractual maturity of outstanding indebtedness less cash, cash equivalents, and investments (as applicable), divided by trailing twelve months Cash EBITDA. Cash EBITDA is defined as Adjusted EBITDA adjusted for the unearned revenue adjustment, cash rent adjustment, and other lender adjustments. Net Leverage Ratio should not be considered as an alternative to other ratios of GAAP earnings to indebtedness.

We define Adjusted Gross Profit as gross profit plus (i) amortization of acquired technology, and as included within Cost of service, (ii) equity-based compensation expense, (iii) integration and deal related compensation, and (iv) restructuring and transaction-related expenses. Adjusted Gross Margin is calculated as Adjusted Gross Profit divided by revenue.

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

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

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

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

Reconciliation from GAAP Income from Operations to Non-GAAP Adjusted Operating Income

(\$M except percent figures)	Q3 2025	Q3 2024
Income from operations (GAAP)	\$67.5	\$43.5
Amortization of acquired technology	9.4	9.6
Amortization of other acquired intangibles	5.2	5.4
Equity-based compensation expense	29.9	36.6
Restructuring and transaction-related expenses	4.7	16.8
Litigation settlement	1.0	(0.2)
Adjusted Operating Income (Non-GAAP)	\$117.7	\$111.7
Revenue (GAAP)	318.0	303.6
Operating Income Margin (GAAP)	21%	14%
Adjusted Operating Income Margin (Non-GAAP)	37%	37%

Reconciliation from GAAP Net Income to Non-GAAP Cash EBITDA

(\$M)	Trailing Twelve Months as of September 30, 2025	Trailing Twelve Months as of September 30, 2024
Net income (GAAP)	\$104.1	\$9.0
Provision for income taxes	40.4	237.4
Interest expense, net	41.8	40.9
Loss on debt modification and extinguishment	—	2.8
Depreciation expense ⁽¹⁾	28.2	22.5
Amortization of acquired technology	37.8	38.2
Amortization of other acquired intangibles	21.1	21.5
Other (income) loss, net	16.1	(153.1)
Impact of fair value adjustments to acquired unearned revenue	—	—
Equity-based compensation expense	123.0	144.9
Restructuring and transaction-related expenses	49.8	67.4
Litigation settlement	5.1	30.0
Adjusted EBITDA (Non-GAAP)	\$467.3	\$461.6
Unearned revenue adjustment	12.6	16.1
Cash rent adjustment	10.2	4.3
Other lender adjustments	0.6	0.4
Cash EBITDA (Non-GAAP)⁽²⁾	\$490.7	\$482.4



1. Excludes the accelerated depreciation associated with the Waltham Lease Restructuring.
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, 2025	Trailing Twelve Months as of December 31, 2024
Total contractual maturity of outstanding indebtedness	\$1,333.6	\$1,238.1
Less: Cash, cash equivalents, and investments	\$135.5	\$149.0
Net contractual maturity of outstanding indebtedness	\$1,198.1	\$1,089.1
Trailing Twelve Months (TTM) Adjusted EBITDA	\$467.3	\$452.4
Total Net Leverage Ratio (Adjusted EBITDA)	2.6x	2.4x
Trailing Twelve Months (TTM) Cash EBITDA ⁽¹⁾	\$490.7	\$495.2
Total Net Leverage Ratio (Cash EBITDA)	2.4x	2.2x



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 2025	Q3 2024
Net cash provided by operating activities (GAAP)	\$93.8	\$18.2
Purchases of property and equipment and other assets	(22.9)	(17.6)
Interest paid in cash	18.4	19.3
Restructuring and transaction-related expenses paid in cash	4.5	61.4
Litigation settlement payments	1.5	29.3
Unlevered Free Cash Flow (Non-GAAP)	\$95.3	\$110.7
Adjusted Operating Income	117.7	111.7
Unlevered Free Cash Flow Conversion (Non-GAAP)	81%	99%
Revenue	\$318.0	\$303.6
Unlevered Free Cash Flow Margin (Non-GAAP)	30%	36%

Reconciliation from GAAP Net Income to Non-GAAP Adjusted Net Income 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	30%
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 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	28%
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.



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

Three months ended September 30, 2024 (\$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	\$303.6		\$—	\$—	\$—	\$—	\$—	\$303.6	
Cost of service	37.7	12%	(2.7)	—	(1.3)	—	—	33.7	11%
Amortization of acquired technology	9.6	3%	—	(9.6)	—	—	—	—	
Gross profit	\$256.3	84%	\$2.7	\$9.6	\$1.3	—	—	\$269.8	89%
Sales and marketing	99.1	33%	(12.3)	—	(4.2)	—	—	82.5	27%
Research and development	47.7	16%	(10.5)	—	(1.3)	—	—	35.9	12%
General and administrative	60.6	20%	(11.1)	—	(10.0)	0.2	—	39.7	13%
Amortization of other acquired intangibles	5.4		—	(5.4)	—	—	—	—	
Total operating expenses	\$212.8		\$(33.9)	\$(5.4)	\$(15.5)	\$0.2	—	\$158.1	
Income from operations	\$43.5	14%	\$36.6	\$15.0	\$16.8	\$(0.2)	\$—	\$111.7	37%
Interest expense, net	9.6		—	—	—	—	—	9.6	
Other income, net	(1.0)		—	—	(0.2)	—	(0.7)	(1.9)	
Income before income taxes	\$34.9		\$36.6	\$15.0	\$17.0	\$(0.2)	\$0.7	\$104.0	
Provision for income tax	11.1		—	—	—	—	(10.8)	0.3	
Net income	\$23.8	8%	\$36.6	\$15.0	\$17.0	\$(0.2)	\$11.5	\$103.7	34%
Diluted net income per share	\$0.07							\$0.28	
Common Stock WASO – diluted (in millions)	355							371	

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



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

Nine months ended September 30, 2024 (\$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	\$905.2		\$—	\$—	\$—	\$—	\$—	\$905.2	
Cost of service	107.9	12%	(7.9)	—	(2.1)	—	—	97.9	11%
Amortization of acquired technology	28.7	3%	—	(28.7)	—	—	—	—	
Gross profit	\$768.6	85%	\$7.9	\$28.7	\$2.1	—	—	\$807.3	89%
Sales and marketing	299.2	33%	(38.1)	—	(7.2)	—	—	254.0	28%
Research and development	139.7	15%	(29.5)	—	(2.6)	—	—	107.6	12%
General and administrative	247.0	27%	(28.7)	—	(55.1)	(30.0)	—	133.1	15%
Amortization of other acquired intangibles	16.2		—	(16.2)	—	—	—	—	
Total operating expenses	\$702.1		\$(96.3)	\$(16.2)	\$(64.9)	\$(30.0)	—	\$494.7	
Income from operations	\$66.5	7%	\$104.2	\$44.9	\$67.0	\$30.0	\$—	\$312.6	35%
Interest expense, net	29.5		—	—	—	—	—	29.5	
Loss on debt extinguishment	0.7		—	—	(0.7)	—	—	—	
Other income, net	(3.5)		—	—	2.5	—	(9.9)	(10.8)	
Income before income taxes	\$39.8		\$104.2	\$44.9	\$65.2	\$30.0	\$9.9	\$294.0	
Provision for income tax	25.3		—	—	—	—	(1.4)	23.8	
Net income	\$14.5	2%	\$104.2	\$44.9	\$65.2	\$30.0	\$11.3	\$270.2	30%
Diluted net income per share	\$0.04							\$0.71	
Common Stock WASO – diluted (in millions)	369							383	

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

