



# Investor Overview

# Q1 2026 Financial Results

DATE

May 11, 2026

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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 Q1 2026 Revenue

### Revenue

**+1.5%**

Q1 2026 YoY Change in Revenue

### Retention

**90%**

Q1 2026 Net Revenue Retention<sup>(1)</sup>

### Cash Flow

**\$120M**

Q1 2026 Unlevered Free Cash Flow<sup>(2)</sup>

### Profitability

**35%**

**+240 bps YoY**  
Q1 2026 Adjusted Operating  
Income Margin<sup>(2)</sup>

### Large Customers

**1,900**

**(-21 sequentially, +32 YoY)**  
Customers w/ >100K ACV<sup>(3)</sup>

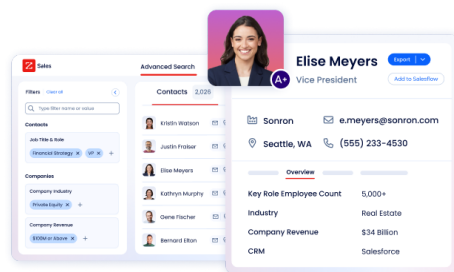
1. For the trailing twelve month period ended March 31, 2026.

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

3. As of March 31, 2026.

# ZoomInfo Solves Real Problems for GTM Leaders

## Sales

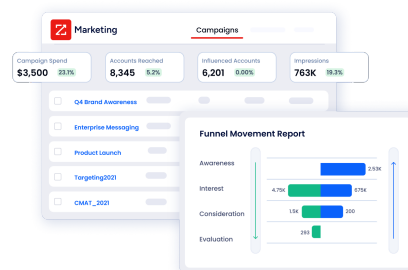


**18% higher win rate**

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

- ✓ New Logo Acquisition / Growth
- ✓ Efficient Outbound

## Marketing

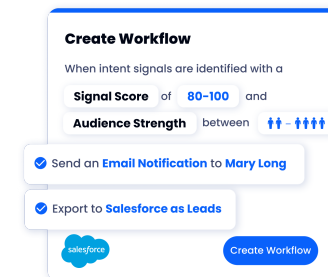


**32% more pipeline**

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

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

## Operations



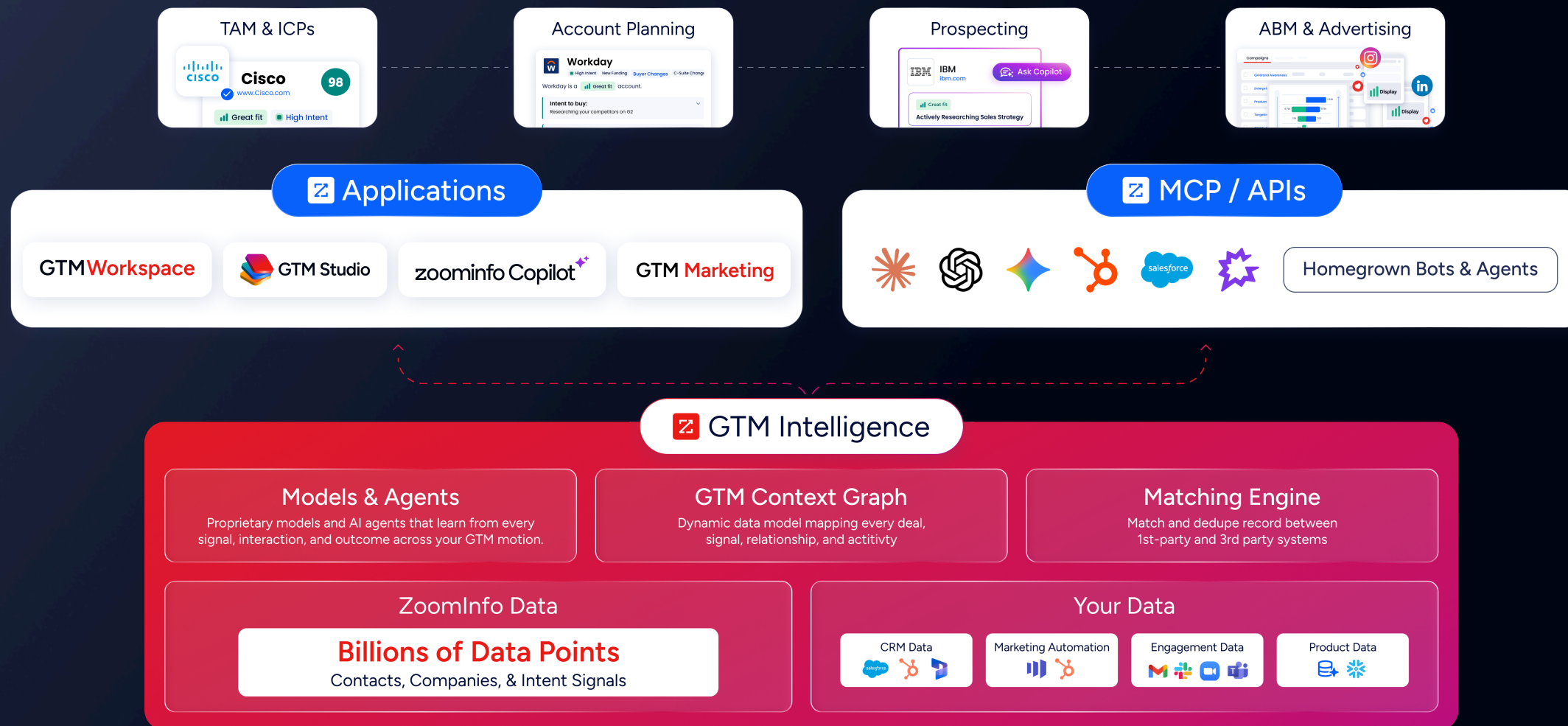
**15% faster close**

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

- ✓ Scoring and Routing Workflows
- ✓ Automated Data Enrichment



# GTM Intelligence for AI



# Multiple Avenues for Success with ZoomInfo Solutions

## BUY

### Deploy ZoomInfo Applications

Use GTM Studio and Workspace to deploy AI-driven revenue workflows immediately.

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



## BUILD

### Build Custom AI Systems

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

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



## HYBRID

### Combine Both Approaches

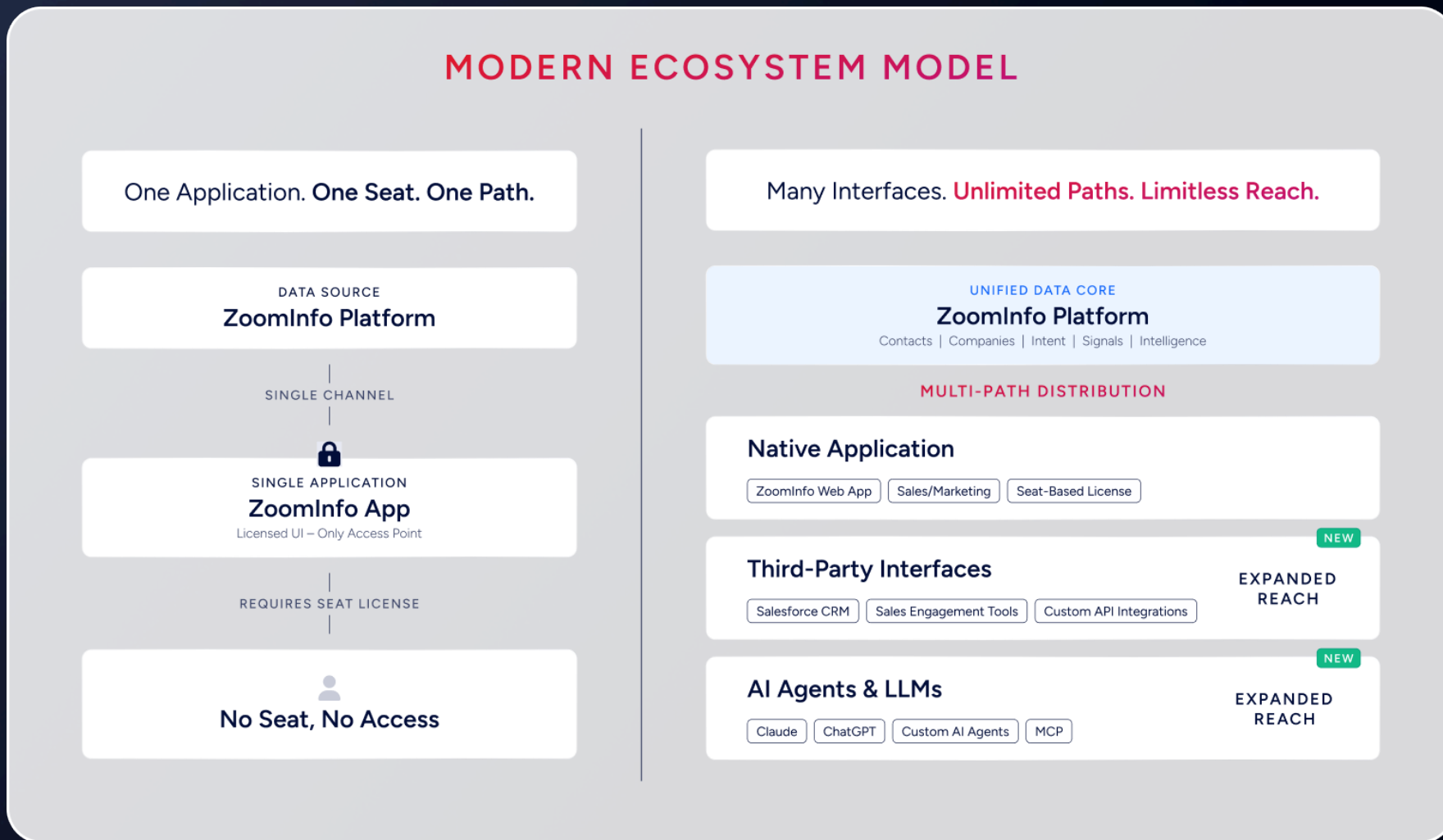
Run ZoomInfo applications for sellers while building internal AI for operations.

- Applications for GTM teams
- Custom AI for operations
- Intelligence across all tools
- Shares intelligence foundation





# New Levers to Drive Consumption





# Industry Recognition: ZoomInfo



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

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

THE FORRESTER WAVE™  
Marketing And Sales Data Providers For B2B  
Q1 2026



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### The Results

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

ZoomInfo received:

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

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

# Industry Recognition: ZoomInfo

## Gartner®

**ZoomInfo Recognized as a Leader in the 2025 Gartner® Magic Quadrant™ for Account-Based Marketing Platforms, the second consecutive year<sup>(1)(2)</sup>**

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



### ZoomInfo's ABM is Built for Outcomes

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

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

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

Gartner

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

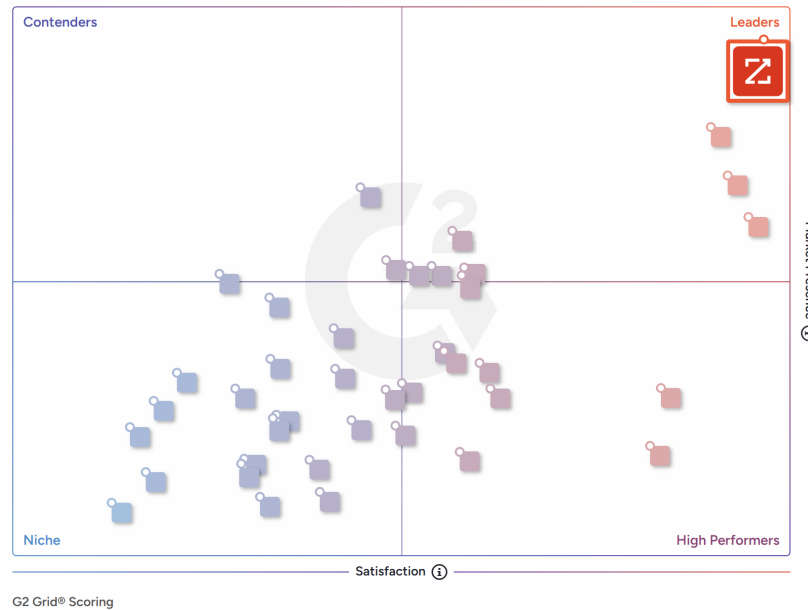


# Market Recognition: G2 Spring 2026

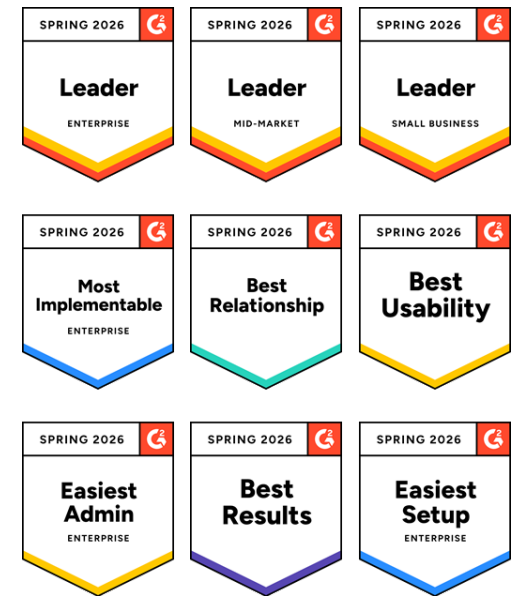
## Leader in 445 Categories



G2 Spring 2026 Market Reports  
Statistics provided by G2



G2 Grid® for Enterprise Lead Intelligence<sup>1</sup>



1. Source: G2 Enterprise Grid Report for Lead Intelligence

# Video Highlights



**How to Run ZoomInfo Inside of  
Claude and Slack**



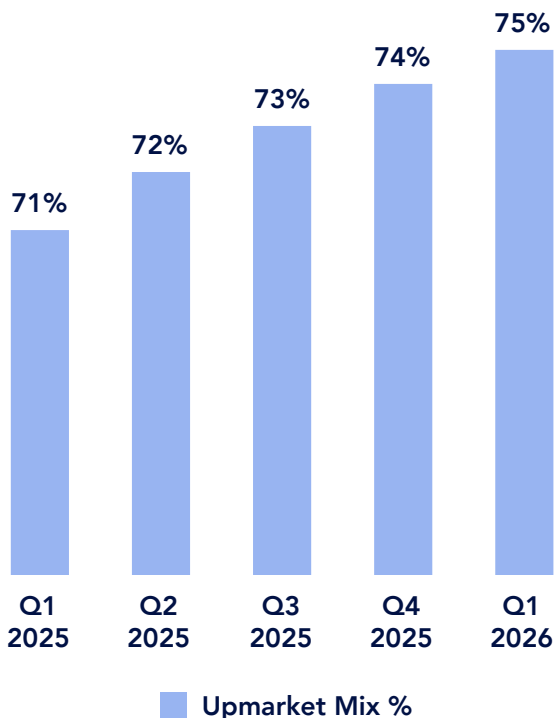
**ChatGPT Connector**

# Customer Overview

## Select Q1 Upmarket Customers



## Expanding Upmarket<sup>(1)</sup>



## Customer Profile

**+10%  
Upmarket**

Upmarket Percentage Mix Shift Over Two Years<sup>(1)(2)</sup>

**1,900**

Customers with > \$100k in ACV<sup>(2)</sup>

**72%**

Of the Fortune 50 Uses ZoomInfo<sup>(2)</sup>

1. Upmarket ACV as a percentage of ACV; Upmarket defined as customers with 100 or greater employees.  
2. As of March 31, 2026.

# Customer Case Study – paloalto® NETWORKS

## The Results

Uncovering 1,500+ Net-New Accounts Using ZoomInfo's Sales Intelligence Data

### About the Company

Palo Alto Networks is a global leader in cybersecurity, helping organizations protect their digital assets across cloud, network, and endpoint environments. Trusted by thousands of customers worldwide, the company is known for pioneering the first next-generation firewall and for continuously innovating to address today's most complex security challenges. Through a unified platform approach, Palo Alto Networks empowers security teams to prevent cyber threats with confidence while enabling secure digital transformation at scale.

### The Challenge

In the past few years, Palo Alto Networks has scaled dramatically, both in size and sophistication. Sellers want to move faster, work smarter, and connect more meaningfully with prospects.

On the other side of the company, the Data Integrity and Policy team is responsible for overseeing territory planning, account hierarchy management, and data governance. The data the team works with powers everything from quota-setting to seller experience. As Ashley Thoren Serita, Director of Sales Operations Data Integrity and Policy, works to re-architect all of Palo Alto Networks' data, they need a trusted partner to work with them to meet and exceed their operational standards.

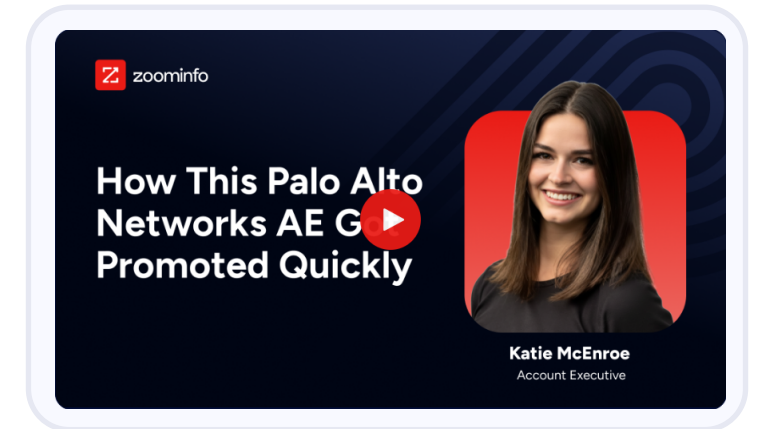
### The Solution

Rather than solving a single pain point, ZoomInfo has become a versatile and embedded platform across multiple parts of Palo Alto Networks' go-to-market (GTM) motion.

ZoomInfo's Sales and Copilot tools help accelerate outreach while keeping messaging personal and authentic. Katie McEnroe, Account Executive, relies on intent data and Scoops to help prioritize her accounts. ZoomInfo helped McEnroe demonstrate value, close pipeline, and stand out in a competitive environment and fast-tracked McEnroe's promotion from BDR to AE.

On the operations side, Thoren Serita's team uses ZoomInfo DaaS to power its foundational account data. "Company ID is transformational," Thoren Serita says. "It's a really clean approach to hierarchies and gives us a way to clearly communicate territory boundaries to our sellers."

ZoomInfo's structured company hierarchy and firmographic attributes have also helped streamline segmentation based on employee count, revenue, and industry. "We've moved from a place where sellers had to guess, to a system that makes segmentation and coverage planning clear and consistent," she adds.



### The Results

McEnroe used intent data and Scoops to land new opportunities, including one that came from a scoop about a company releasing an RFP for cloud security. "They didn't know Palo Alto Networks had cloud security," she says. "That scoop helped me jump on it and get in before anyone else."

Thoren Serita's team has used ZoomInfo to accelerate large-scale territory planning, account matching, and data enrichment. "You want to do it fast, and you want to do it accurately," she says.

Thoren Serita's team now uses ZI Operations to clean and consolidate records. "When we needed to clean up and deduplicate thousands of accounts all at once, it saved us a huge amount of time."

As Palo Alto Networks continues to scale, ZoomInfo remains a platform that supports the full spectrum from tactical execution to strategic growth. Whether enabling creative sales outreach or complex data governance, it's a tool that grows with the business.



# Customer Case Study –

## The Results

Executing Faster in a World of Constant Change

### About the Company

Vensure is one of the fastest-growing professional employer organizations (PEOs) in the United States, providing payroll, benefits, HR, and compliance services to businesses nationwide. Through nearly 100 acquisitions in recent years, Vensure has scaled rapidly into a large, complex enterprise, helping companies streamline operations and support their workforce with comprehensive HR solutions.

### The Challenge

With every acquisition, Vensure adds new teams, systems, and data sources. The result is a web of CRMs, disconnected tools, and sprawling sales motions. For William Kenimer, Vice President of Revenue Operations, the challenge is making all of it work together without slowing down, "we're all building the plane while flying it."

But when you're operating across dozens of business units with different systems and messy data, execution gets tough. Reps lose time chasing down contacts or duplicating effort, marketing struggles to run targeted campaigns, and operations professionals are stuck cleaning up the mess.

### The Solution

Vensure partnered with ZoomInfo to bring structure and clarity to its go-to-market operations, starting with clean, accurate, and enriched data.

"ZoomInfo gives us the information we need to execute" Kenimer says. "We don't have to go through and spend our time digging. It's already there, so we can be three steps ahead."

With ZoomInfo's core data solution in place, Vensure was able to: consolidate data across systems and acquisitions, enrich records with firmographic and contact-level insights, empower sales and marketing teams with trusted, up-to-date information, and reduce time spent on manual cleanup and admin work.

This foundation has helped transform execution across the revenue team. Reps are more confident, marketing is more targeted, and the operations team has more time to focus on strategy.

"I'm not having to fight for weeks spending time in multiple spreadsheets," Kenimer says. "We always say that we wanted instant gratification, but now we're even past instant. We're just at gratification. It doesn't even take a step."



### The Results

The biggest impact goes beyond the numbers: focus and attention that Kenimer can devote to strategic projects that will ensure growth, both for Vensure and his team.

"I have more time to actually help manage and grow a team and be the kind of leader I want to be," he says. "It brings time back to our day, something we're all begging for. And it helps us reach the company's goals and get more clients faster."

While Vensure is currently focused on ZoomInfo's foundational data solutions, Kenimer is already looking ahead to how additional capabilities like GTM Studio and GTM Workspace could help unlock even more potential. He also sees a future where AI-powered insights help Vensure coach more effectively, align sales and marketing, and move even faster.

"We're at the point where we're continuing to expand and look at new tools, and ZoomInfo is talking through it with me," Kenimer says. "This is a partnership, and I look forward to watching it grow."





# Q1 2026 Financial Results



# Financial Results Overview

**Henry Schuck**  
Chief Executive Officer



## Financial Results

"In a world that is increasingly driven by AI and intelligent automation, ZoomInfo data and our go-to-market context is the ultimate competitive advantage," said Henry Schuck, ZoomInfo Founder and CEO. "We are expanding where and how customers access our differentiated data, in ways that fit seamlessly into how they operate, while at the same time structuring our business around how customers leverage that data, wherever GTM work happens."

**Graham O'Brien**  
Chief Financial Officer



## 2026 Guidance<sup>(1)</sup>

We expect 2026 revenue in the range of \$1.185 - \$1.205 billion and Adjusted Operating Income in the range of \$437 - \$447 million.

For the full year 2026 we expect Unlevered Free Cash Flow in the range of \$400 - \$420 million.

**\$310M (+1.5% YoY)**

Q1 2026 GAAP Revenue

**35% (+240 bps YoY)**

Q1 2026 Adjusted Operating Income Margin<sup>(2)</sup>

**\$120M**

Q1 2026 Unlevered Free Cash Flow<sup>(2)</sup>

**\$21M**

Q1 2026 Interest Paid In Cash

1. Guidance as of May 11, 2026. We do not provide a quantitative reconciliation of the forward-looking non-GAAP financial measures included in this presentation to the most directly comparable GAAP measures due to the high variability and difficulty to predict certain items excluded from these non-GAAP financial measures; in particular, the effects of stock-based compensation expense, taxes and amounts under the exchange tax receivable agreement, deferred tax assets and deferred tax liabilities, and restructuring and transaction expenses. We expect the variability of these excluded items may have a significant, and potentially unpredictable, impact on our future GAAP financial results.  
2. GAAP to non-GAAP reconciliations available in the non-GAAP reconciliations section of this presentation.

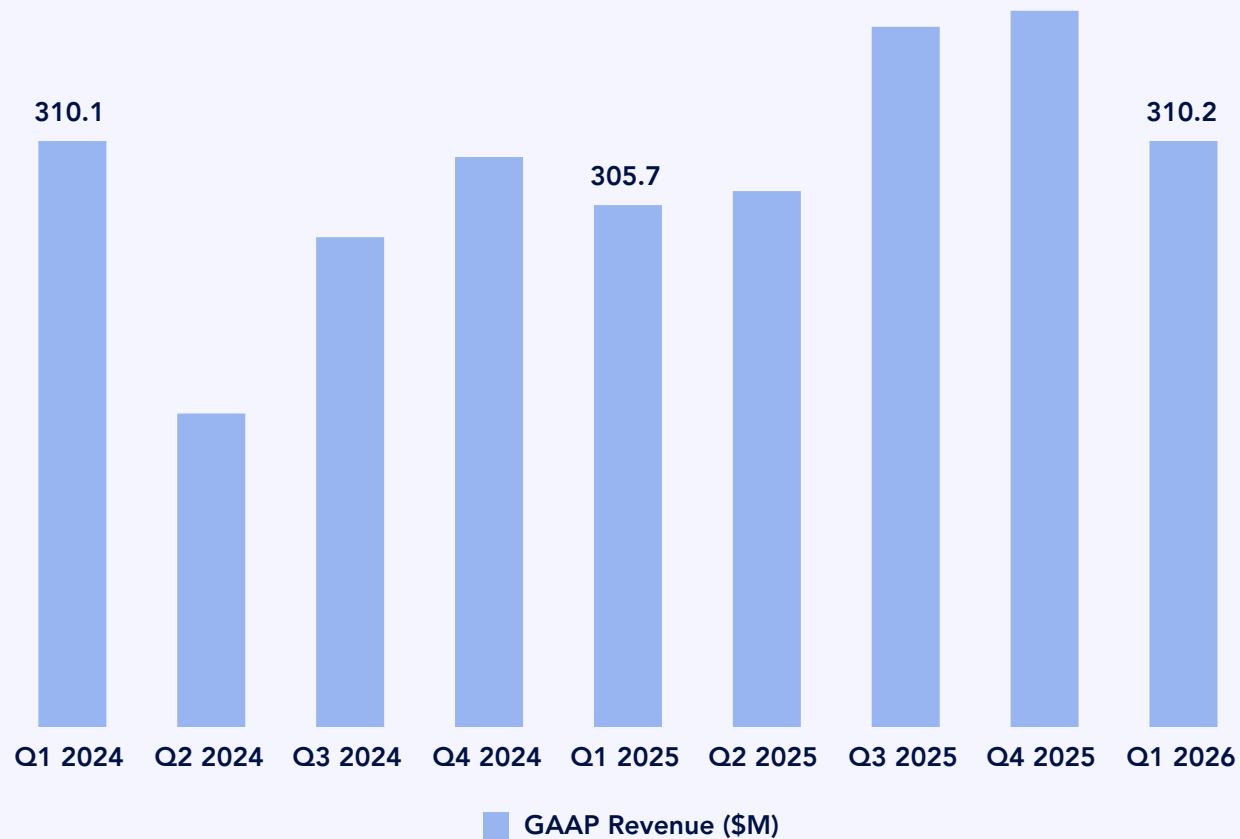
# Q1 2026 Financial Summary (Unaudited)

| (\$M, except per share amounts)     | GAAP              |             | Non-GAAP <sup>(1)</sup>                 |                   |             |
|-------------------------------------|-------------------|-------------|-----------------------------------------|-------------------|-------------|
|                                     | Quarterly Results | Change YoY  |                                         | Quarterly Results | Change YoY  |
| Revenue                             | <b>\$310.2</b>    | <b>1.5%</b> |                                         |                   |             |
| Operating Income                    | <b>\$57.9</b>     | <b>15%</b>  | Adjusted Operating Income               | <b>\$109.7</b>    | <b>9%</b>   |
| Operating Income Margin             | <b>19%</b>        |             | Adjusted Operating Income Margin        | <b>35%</b>        |             |
| Net Income Per Share (Diluted)      | <b>\$0.10</b>     |             | Adjusted Net Income Per Share (Diluted) | <b>\$0.28</b>     |             |
| Cash Flow from Operating Activities | <b>\$114.7</b>    | <b>(4)%</b> | Unlevered Free Cash Flow                | <b>\$119.7</b>    | <b>(4)%</b> |

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



# GAAP Revenue (\$M)



## Q1 2026

### \$310.2

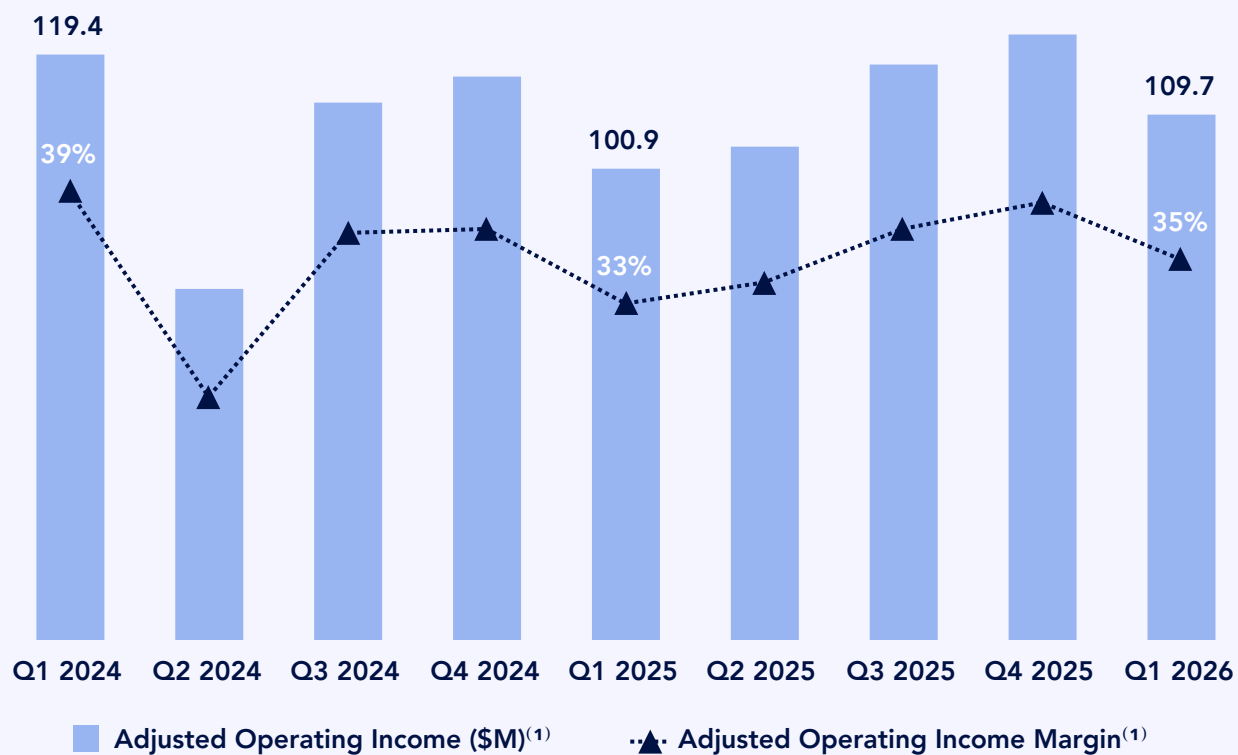
Q1 2026 GAAP Revenue

### +1.5%

YoY Change in GAAP Revenue



# Adjusted Operating Income (\$M) and Margin



## Q1 2026

### 35% (+240 bps YoY)

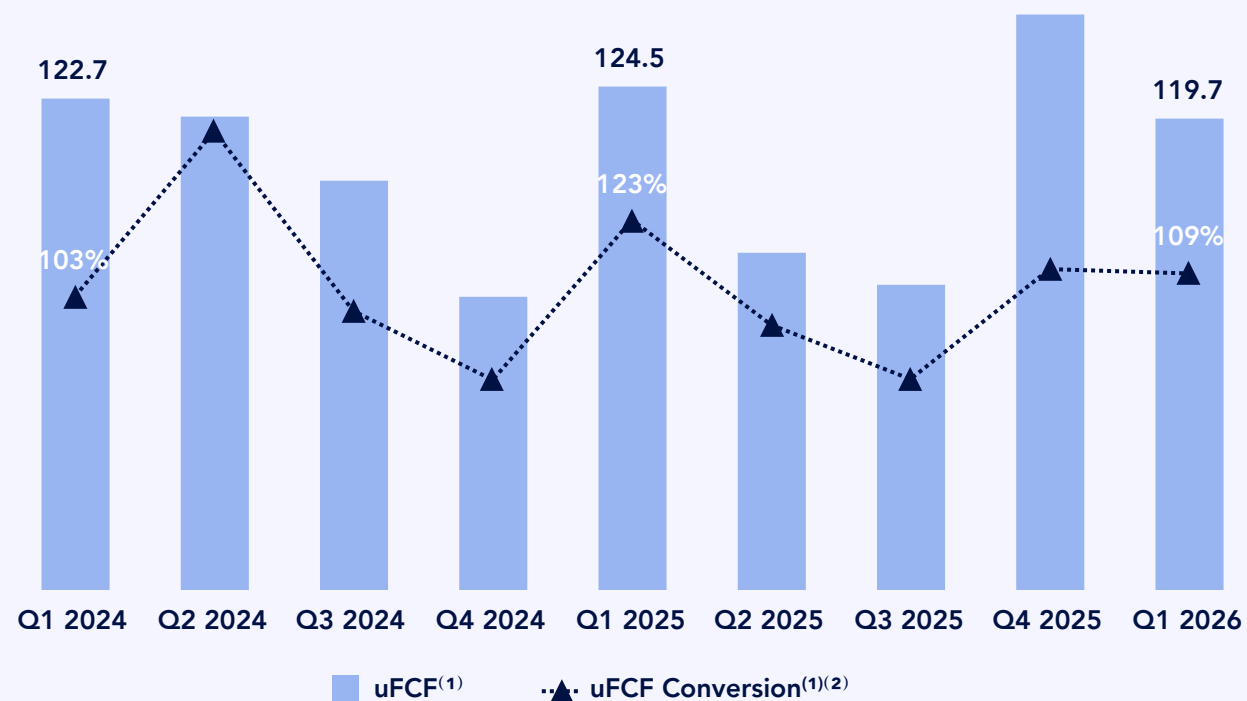
Adjusted Operating Income Margin<sup>(1)</sup>

### 9%

YoY Change in Adjusted Operating Income<sup>(1)</sup>

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<sup>(1)(2)</sup>



## Q1 2026

### 109%

Unlevered Free Cash Flow  
Conversion<sup>(1)(2)</sup>

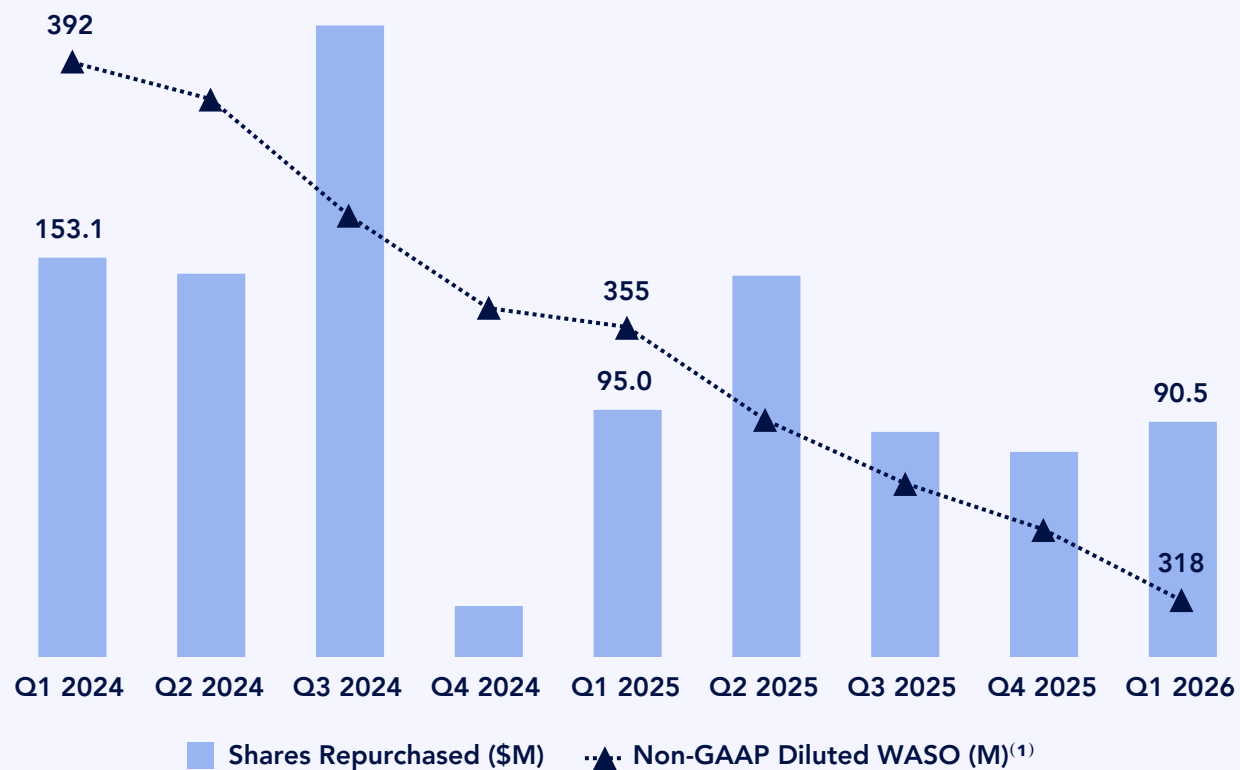
### 39%

Unlevered Free Cash  
Flow Margin<sup>(1)</sup>

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



## Q1 2026

### 13.1 million

Shares of Stock Repurchased

### \$6.91

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<br>March 31, 2026 | As of<br>December 31, 2025 |
|--------------------------------------------------------------|-------------------------|----------------------------|
| Total contractual maturity of outstanding indebtedness       | \$1,330.7               | \$1,332.2                  |
| Cash, cash equivalents, and investments                      | \$175.2                 | \$179.9                    |
| Trailing Twelve Months (TTM) Adjusted EBITDA <sup>(1)</sup>  | \$486.2                 | \$475.7                    |
| Trailing Twelve Months (TTM) Cash EBITDA <sup>(1)</sup>      | \$486.8                 | \$484.7                    |
| Total Net Leverage Ratio (Adjusted EBITDA) <sup>(1)(2)</sup> | 2.4x                    | 2.4x                       |
| Total Net Leverage Ratio (Cash EBITDA) <sup>(1)(3)</sup>     | 2.4x                    | 2.4x                       |
| Total Unearned Revenue                                       | \$479.2                 | \$477.8                    |
| Current remaining performance obligations                    | \$860.9                 | \$887.4                    |
| Total remaining performance obligations                      | \$1,183.4               | \$1,252.4                  |

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

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

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

# Tax Receivable Agreement

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

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

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

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

| (\$M)                                            | As of<br>March 31, 2026 | As of<br>December 31, 2025 |
|--------------------------------------------------|-------------------------|----------------------------|
| TRA Payments made since Inception                | \$129.8                 | \$129.8                    |
| Tax receivable agreements liability, Current     | —                       | —                          |
| Tax receivable agreements liability, Non-Current | \$2,730.4               | \$2,731.9                  |

# Guidance (as of May 11, 2026)<sup>(1)</sup>

|                                                        | Q2 2026               | Prior FY 2026             | FY 2026                   |
|--------------------------------------------------------|-----------------------|---------------------------|---------------------------|
| GAAP Revenue                                           | \$300 - \$303 million | \$1.247 - \$1.267 billion | \$1.185 - \$1.205 billion |
| Adjusted Operating Income <sup>(1)</sup>               | \$103 - \$106 million | \$456 - \$466 million     | \$437 - \$447 million     |
| Adjusted Net Income Per Share (Diluted) <sup>(1)</sup> | \$0.26 - \$0.28       | \$1.10 - \$1.12           | \$1.10 - \$1.12           |
| Unlevered Free Cash Flow <sup>(1)</sup>                | <i>Not Guided</i>     | \$435 - \$465 million     | \$400 - \$420 million     |
| Weighted Average Shares Outstanding                    | 310 million           | 325 million               | 315 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 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, and (v) litigation 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 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) litigation 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) litigation settlement payments. We define Unlevered Free Cash Flow Margin as Unlevered Free Cash Flow divided by revenue. Unlevered Free Cash Flow is presented because it is used by management to evaluate our financial performance and for planning and forecasting purposes. Additionally, we believe that it and similar measures are widely used by securities analysts and investors as a means of evaluating a company's operating performance. Unlevered Free Cash Flow should not be considered as an alternative to cash flows from operating activities as a measure of liquidity or as an alternative to operating income 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) equity-based compensation expense, and (iii) restructuring and transaction-related expenses. Adjusted Sales and Marketing as a percentage of Revenue is calculated as Adjusted Sales and Marketing divided by revenue.

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

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

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

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

| (\$M except percent figures)                       | Q1 2026        | Q1 2025        |
|----------------------------------------------------|----------------|----------------|
| <b>Income from operations (GAAP)</b>               | <b>\$57.9</b>  | <b>\$50.3</b>  |
| Amortization of acquired technology                | 7.5            | 9.5            |
| Amortization of other acquired intangibles         | 5.1            | 5.2            |
| Equity-based compensation expense                  | 25.5           | 29.6           |
| Restructuring and transaction-related expenses     | 10.0           | 5.4            |
| Litigation settlement                              | 3.7            | 0.9            |
| <b>Adjusted Operating Income (Non-GAAP)</b>        | <b>109.7</b>   | <b>100.9</b>   |
| <b>Revenue (GAAP)</b>                              | <b>\$310.2</b> | <b>\$305.7</b> |
| Operating Income Margin (GAAP)                     | 19%            | 16%            |
| <b>Adjusted Operating Income Margin (Non-GAAP)</b> | <b>35%</b>     | <b>33%</b>     |

## Reconciliation from GAAP Net Income to Non-GAAP Cash EBITDA

| (\$M)                                          | Trailing Twelve Months as of March 31, 2026 | Trailing Twelve Months as of March 31, 2025 |
|------------------------------------------------|---------------------------------------------|---------------------------------------------|
| <b>Net income (GAAP)</b>                       | <b>\$126.7</b>                              | <b>\$40.9</b>                               |
| Provision for income taxes                     | 72.3                                        | 0.6                                         |
| Interest expense, net                          | 46.3                                        | 39.0                                        |
| Loss on debt modification and extinguishment   | —                                           | 0.7                                         |
| Depreciation expense <sup>(1)</sup>            | 31.5                                        | 25.5                                        |
| Amortization of acquired technology            | 35.6                                        | 38.2                                        |
| Amortization of other acquired intangibles     | 20.8                                        | 21.5                                        |
| Other (income) loss, net                       | (12.0)                                      | 23.5                                        |
| Equity-based compensation expense              | 112.1                                       | 136.4                                       |
| Restructuring and transaction-related expenses | 44.9                                        | 106.9                                       |
| Litigation settlement                          | 8.0                                         | 2.4                                         |
| <b>Adjusted EBITDA (Non-GAAP)</b>              | <b>\$486.2</b>                              | <b>\$435.5</b>                              |
| Unearned revenue adjustment                    | (5.2)                                       | 39.3                                        |
| Cash rent adjustment                           | 5.1                                         | 10.6                                        |
| Other lender adjustments                       | 0.7                                         | 0.5                                         |
| <b>Cash EBITDA (Non-GAAP)<sup>(2)</sup></b>    | <b>\$486.8</b>                              | <b>\$485.9</b>                              |

1. Excludes the depreciation associated with lease restructuring charges.

2. Defined as Consolidated EBITDA in our Credit Agreements.

## Reconciliation of Non-GAAP Leverage Ratios

| (\$M except Leverage Ratios)                            | Trailing Twelve Months as of March 31, 2026 | Trailing Twelve Months as of December 31, 2025 |
|---------------------------------------------------------|---------------------------------------------|------------------------------------------------|
| Total contractual maturity of outstanding indebtedness  | \$1,330.7                                   | \$1,332.2                                      |
| Less: Cash and cash equivalents, and investments        | \$175.2                                     | \$179.9                                        |
| Net contractual maturity of outstanding indebtedness    | \$1,155.5                                   | \$1,152.3                                      |
| Trailing Twelve Months (TTM) Adjusted EBITDA            | \$486.2                                     | \$475.7                                        |
| <b>Total Net Leverage Ratio (Adjusted EBITDA)</b>       | 2.4x                                        | 2.4x                                           |
| Trailing Twelve Months (TTM) Cash EBITDA <sup>(1)</sup> | \$486.8                                     | \$484.7                                        |
| <b>Total Net Leverage Ratio (Cash EBITDA)</b>           | 2.4x                                        | 2.4x                                           |

1. Defined as Consolidated EBITDA in our Credit Agreements.

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

| (\$M except percent figures)                                | Q1 2026        | Q1 2025        |
|-------------------------------------------------------------|----------------|----------------|
| <b>Net cash provided by operating activities (GAAP)</b>     | <b>\$114.7</b> | <b>\$119.2</b> |
| Purchases of property and equipment and other assets        | (24.1)         | (14.8)         |
| Interest paid in cash                                       | 20.6           | 16.8           |
| Restructuring and transaction-related expenses paid in cash | 7.1            | 2.1            |
| Litigation settlement payments                              | 1.4            | 1.2            |
| <b>Unlevered Free Cash Flow (Non-GAAP)</b>                  | <b>\$119.7</b> | <b>\$124.5</b> |
| Adjusted Operating Income (Non-GAAP)                        | \$109.7        | \$100.9        |
| <b>Unlevered Free Cash Flow Conversion (Non-GAAP)</b>       | <b>109%</b>    | <b>123%</b>    |
| Revenue (GAAP)                                              | \$310.2        | \$305.7        |
| <b>Unlevered Free Cash Flow Margin (Non-GAAP)</b>           | <b>39%</b>     | <b>41%</b>     |

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

| Three months ended March 31, 2026 (\$M)          | GAAP           | Margin %   | Equity-based Compensation | Amortization of Intangibles | Restructuring, Transaction, and Other | Litigation Settlement | Tax Impacts of Adjustments and TRA | As Adjusted    | Adjusted Margin % <sup>(1)</sup> |
|--------------------------------------------------|----------------|------------|---------------------------|-----------------------------|---------------------------------------|-----------------------|------------------------------------|----------------|----------------------------------|
| <b>Revenue</b>                                   | <b>\$310.2</b> |            | <b>\$—</b>                | <b>\$—</b>                  | <b>\$—</b>                            | <b>\$—</b>            | <b>\$—</b>                         | <b>\$310.2</b> |                                  |
| Cost of service                                  | 43.5           | 14%        | (2.6)                     | —                           | (0.5)                                 | —                     | —                                  | 40.4           | 13%                              |
| Amortization of acquired technology              | 7.5            | 2%         | —                         | (7.5)                       | —                                     | —                     | —                                  | —              |                                  |
| <b>Gross profit</b>                              | <b>\$259.2</b> | <b>84%</b> | <b>\$2.6</b>              | <b>\$7.5</b>                | <b>\$0.5</b>                          | <b>—</b>              | <b>—</b>                           | <b>\$269.8</b> | <b>87%</b>                       |
| Sales and marketing                              | 103.3          | 33%        | (8.1)                     | —                           | (2.9)                                 | —                     | —                                  | 92.3           | 30%                              |
| Research and development                         | 42.1           | 14%        | (7.1)                     | —                           | (1.5)                                 | —                     | —                                  | 33.5           | 11%                              |
| General and administrative                       | 50.8           | 16%        | (7.7)                     | —                           | (5.1)                                 | (3.7)                 | —                                  | 34.3           | 11%                              |
| Amortization of other acquired intangibles       | 5.1            |            | —                         | (5.1)                       | —                                     | —                     | —                                  | —              |                                  |
| Total operating expenses                         | \$201.3        |            | \$(22.9)                  | \$(5.1)                     | \$(9.5)                               | \$(3.7)               | —                                  | \$160.1        |                                  |
| <b>Income from operations</b>                    | <b>\$57.9</b>  | <b>19%</b> | <b>\$25.5</b>             | <b>\$12.6</b>               | <b>\$10.0</b>                         | <b>\$3.7</b>          | <b>\$—</b>                         | <b>\$109.7</b> | <b>35%</b>                       |
| Interest expense, net                            | 13.5           |            | —                         | —                           | —                                     | —                     | —                                  | 13.5           |                                  |
| Other loss, net                                  | 0.1            |            | —                         | —                           | —                                     | —                     | 1.4                                | 1.5            |                                  |
| <b>Income before income taxes</b>                | <b>\$44.3</b>  |            | <b>\$25.5</b>             | <b>\$12.6</b>               | <b>\$10.0</b>                         | <b>\$3.7</b>          | <b>\$(1.4)</b>                     | <b>\$94.7</b>  |                                  |
| Provision for income tax                         | 15.0           |            | —                         | —                           | —                                     | —                     | (7.8)                              | 7.2            |                                  |
| <b>Net income</b>                                | <b>\$29.3</b>  | <b>9%</b>  | <b>\$25.5</b>             | <b>\$12.6</b>               | <b>\$10.0</b>                         | <b>\$3.7</b>          | <b>\$6.4</b>                       | <b>\$87.5</b>  | <b>28%</b>                       |
| <b>Diluted net income per share</b>              | <b>\$0.10</b>  |            |                           |                             |                                       |                       |                                    | <b>\$0.28</b>  |                                  |
| <b>Common Stock WASO – diluted (in millions)</b> | <b>302</b>     |            |                           |                             |                                       |                       |                                    | <b>318</b>     |                                  |

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 March 31, 2025<br>(\$M)       | GAAP           | Margin %   | Equity-based<br>Compensation | Amortization of<br>Intangibles | Restructuring,<br>Transaction, and<br>Other | Litigation<br>Settlement | Tax Impacts of<br>Adjustments and<br>TRA | As Adjusted    | Adjusted<br>Margin % <sup>(1)</sup> |
|--------------------------------------------------|----------------|------------|------------------------------|--------------------------------|---------------------------------------------|--------------------------|------------------------------------------|----------------|-------------------------------------|
| <b>Revenue</b>                                   | <b>\$305.7</b> |            | <b>\$—</b>                   | <b>\$—</b>                     | <b>\$—</b>                                  | <b>\$—</b>               | <b>\$—</b>                               | <b>\$305.7</b> |                                     |
| Cost of service                                  | 37.8           | 12%        | (2.8)                        | —                              | (0.4)                                       | —                        | —                                        | 34.6           | 11%                                 |
| Amortization of acquired technology              | 9.5            | 3%         | —                            | (9.5)                          | —                                           | —                        | —                                        | —              |                                     |
| <b>Gross profit</b>                              | <b>\$258.4</b> | <b>85%</b> | <b>\$2.8</b>                 | <b>\$9.5</b>                   | <b>\$0.4</b>                                | <b>—</b>                 | <b>—</b>                                 | <b>\$271.1</b> | <b>89%</b>                          |
| Sales and marketing                              | 106.0          | 35%        | (11.4)                       | —                              | (1.4)                                       | —                        | —                                        | 93.2           | 30%                                 |
| Research and development                         | 51.1           | 17%        | (8.6)                        | —                              | (2.3)                                       | —                        | —                                        | 40.1           | 13%                                 |
| General and administrative                       | 45.8           | 15%        | (6.8)                        | —                              | (1.3)                                       | (0.9)                    | —                                        | 36.9           | 12%                                 |
| Amortization of other acquired intangibles       | 5.2            |            | —                            | (5.2)                          | —                                           | —                        | —                                        | —              |                                     |
| Total operating expenses                         | \$208.1        |            | \$(26.8)                     | \$(5.2)                        | \$(5.0)                                     | \$(0.9)                  | —                                        | \$170.2        |                                     |
| <b>Income from operations</b>                    | <b>\$50.3</b>  | <b>16%</b> | <b>\$29.6</b>                | <b>\$14.7</b>                  | <b>\$5.4</b>                                | <b>\$0.9</b>             | <b>\$—</b>                               | <b>\$100.9</b> | <b>33%</b>                          |
| Interest expense, net                            | 9.8            |            | —                            | —                              | —                                           | —                        | —                                        | 9.8            |                                     |
| Other loss, net                                  | 0.9            |            | —                            | —                              | —                                           | —                        | (1.2)                                    | (0.3)          |                                     |
| <b>Income before income taxes</b>                | <b>\$39.6</b>  |            | <b>\$29.6</b>                | <b>\$14.7</b>                  | <b>\$5.4</b>                                | <b>\$0.9</b>             | <b>\$1.2</b>                             | <b>\$91.5</b>  |                                     |
| Provision for income tax                         | 12.8           |            | —                            | —                              | —                                           | —                        | (3.2)                                    | 9.5            |                                     |
| <b>Net income</b>                                | <b>\$26.8</b>  | <b>9%</b>  | <b>\$29.6</b>                | <b>\$14.7</b>                  | <b>\$5.4</b>                                | <b>\$0.9</b>             | <b>\$4.4</b>                             | <b>\$81.9</b>  | <b>27%</b>                          |
| <b>Diluted net income per share</b>              | <b>\$0.08</b>  |            |                              |                                |                                             |                          |                                          | <b>\$0.23</b>  |                                     |
| <b>Common Stock WASO – diluted (in millions)</b> | <b>341</b>     |            |                              |                                |                                             |                          |                                          | <b>355</b>     |                                     |

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