zoominfo

Investor Overview and Financial Results

DATE

May 2, 2022

Forward-Looking Statements

This presentation contains forward-looking statements within the meaning of Section 27A of the Securities Act of 1933 and Section 21E of the Securities Exchange Act of 1934, as amended, and the Private Securities Litigation Reform Act of 1995. Forward-looking statements include all statements that are not historical facts. In some cases, you can identify these forward-looking statements by the use of words such as "outlook," "believes," "expects," "potential," "continues," "may," "will," "should," "could," "seeks," "predicts," "intends," "trends," "plans," "estimates," "anticipates," or the negative version of these words or other comparable words. Any statements in this presentation regarding future revenue, earnings, margins, financial performance, cash flow, liquidity, results of operations, unlevered free cash flow conversion rates, stock based compensation expense, depreciation and amortization expense, interest expense, capital expenditures, non-GAAP tax rates, or cash tax rates (including, but not limited to, the information provided under "Financial Results Overview - 2022 Guidance" and "Guidance"), our total addressable market ("TAM"), our potential opportunities within existing enterprise customers, our future investments in R&D, innovation and product offerings, the potential impact of COVID-19, future product or service offerings, expected customer growth or net retention, the anticipated benefits of previously announced acquisitions to us and our customers, our acquisition strategy, and any other statements that are not historical facts are forward-looking statements. We have based our forward-looking statements on our management's beliefs and assumptions based on information available to our management at the time the statements are made. We caution you that assumptions, beliefs, expectations, intentions and projections about future events may and often do vary materially from actual results. Therefore, actual results could differ materially from those expressed or implied by our forward-looking statements.

Factors that could cause actual results to differ from those expressed or implied by our forward-looking statements include, among other things: future economic, competitive, and regulatory conditions, the COVID-19 pandemic, the successful integration of acquired businesses, and future decisions made by us and our competitors. All of these factors are difficult or impossible to predict accurately and many of them are beyond our control. For a further list and description of these and other important risks and uncertainties that may affect our future operations, see Part I, Item 1A - Risk Factors in our most recent Annual Report on Form 10-K filed with the Securities and Exchange Commission, which we may update in Part II, Item 1A - Risk Factors in Quarterly Reports on Form 10-Q we have filed or will file hereafter. Our forward-looking statements do not reflect the potential impact of any future acquisitions, mergers, dispositions, joint ventures, investments, or other strategic transactions we may make. Each forward-looking statement contained in this presentation speaks only as of the date of this presentation, and we undertake no obligation to update or revise any forward-looking statements whether as a result of new information, future developments or otherwise, except as required by law.

Business Model

Growing TAM

$70Bn

Estimated TAM[1]

Network Effects

>100M

Contact record events daily[2]

Business Model

>10x

LTV/CAC[3][4]

zoominfo

Delivering Durable Growth and Profitability at Scale

Scale

$967M

Annualized Q1 2022 Revenue

Growth

58%

Q1 2022 YoY Revenue Growth

Retention

116%

FY 2021 Net Revenue Retention rate[6]

Cash Flow

$126M

Q1 2022 Unlevered Free Cash Flow[5]

Profitability

39%

Q1 2022 Adj. Operating Income Margin[5]

Large Customers

1,623

Customers w/ >100K ACV[2]

1. See footnote on slide 10.
2. As of or through March 31, 2022 as applicable
3. For the trailing twelve month period ended March 31, 2022
4. "LTV" is average lifetime value expected from a customer. "CAC" is our average customer acquisition cost
5. GAAP to non-GAAP reconciliations available in the non-GAAP reconciliations section of this presentation
6. For the trailing twelve month period ended December 31, 2021

Sales and Marketing is Still Inefficient

Sales reps need critical questions answered before they can sell

"Is it a parent or a subsidiary?"

"Is this company in my territory?"

"Is this company a high priority target?"

"Do they use a competitive technology?"

"Who is the decision maker?"

"How can I reach this contact?"

"What do I know about this contact?"

Constant change amplifies inefficiency

The business world is always changing

People leave their jobs

↓

Companies get acquired

↓

Teams grow and change roles

↓

New targetable companies every day

1. According to 2018 Salesforce State of Sales report

Best-of-Breed in a Unified Platform: RevOS

ZoomInfo Aligns Marketing and Sales Tech Stack in a Unified Platform

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

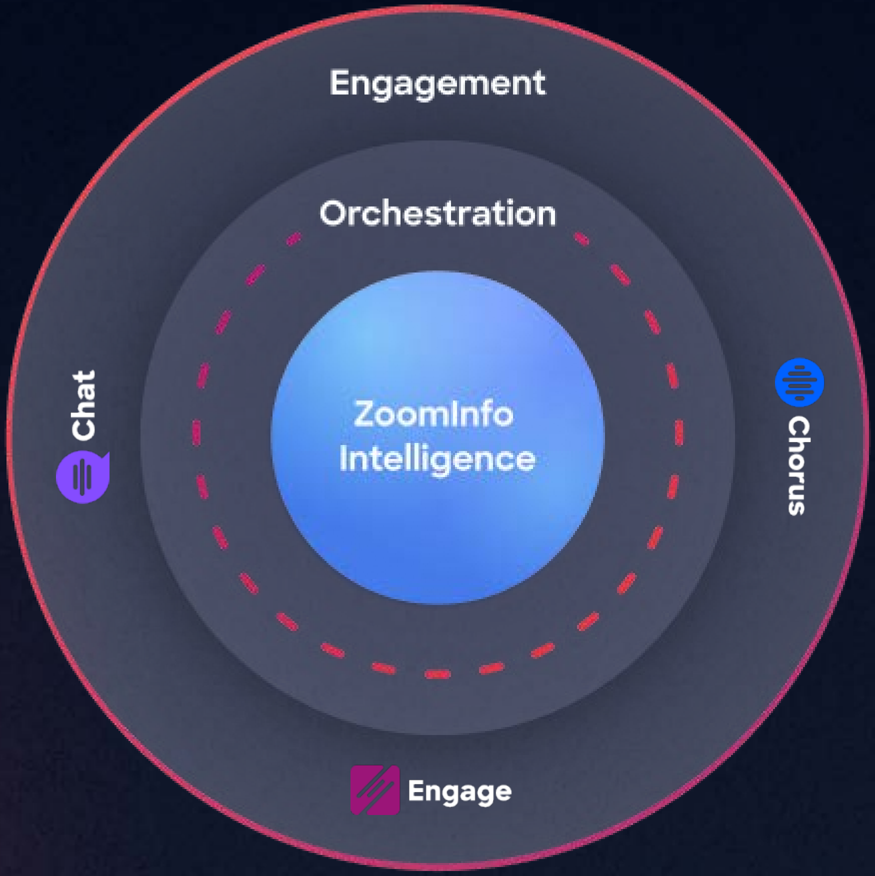
RevOS The Modern Revenue Operating System

MarketingOS

Display and Social Advertising
Account-Based Marketing
Website Chat
Form Enrichment
Abandoned Form Tracking
Audience Solutions

TalentOS

Recruitment Intelligence
Recruitment Automation
Talent Engagement
Talent Pool Management
Employer Branding
Recruitment Marketing



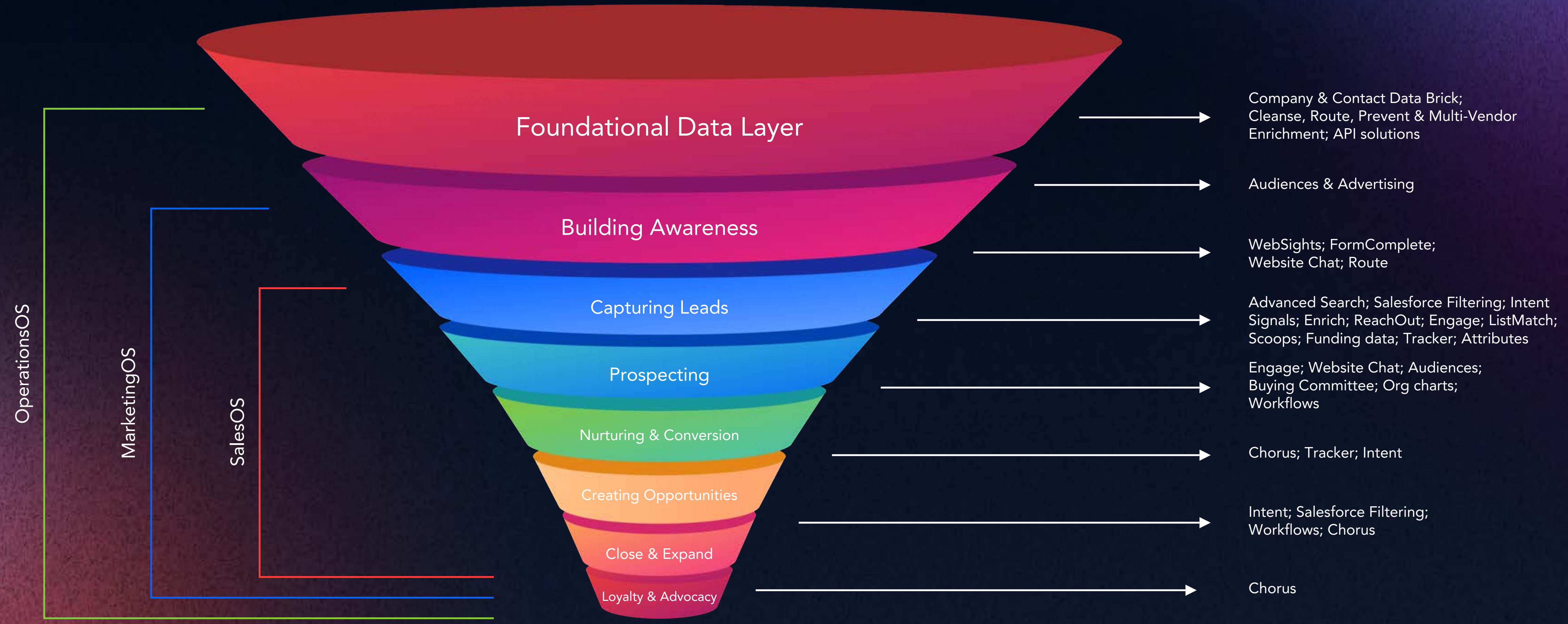
SalesOS

Sales Intelligence
Buyer Intent Data
Key Contact Tracking
Conversation Intelligence
Pipeline Forecasting
Sales Automation
Website Chat

OperationsOS

Data-as-a-Service
Data Quality Management
Lead-to-Account Matching
Enrichment
Routing
Email Verification

The Modern Revenue Operating System



Diverse Data Sourcing Feeds Evidence-Based AI/ML Algorithms

Data Sources

We gather data from five categories of sources

Data Types

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

Engine

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

Contributory Networks
>100 Million contact record events daily

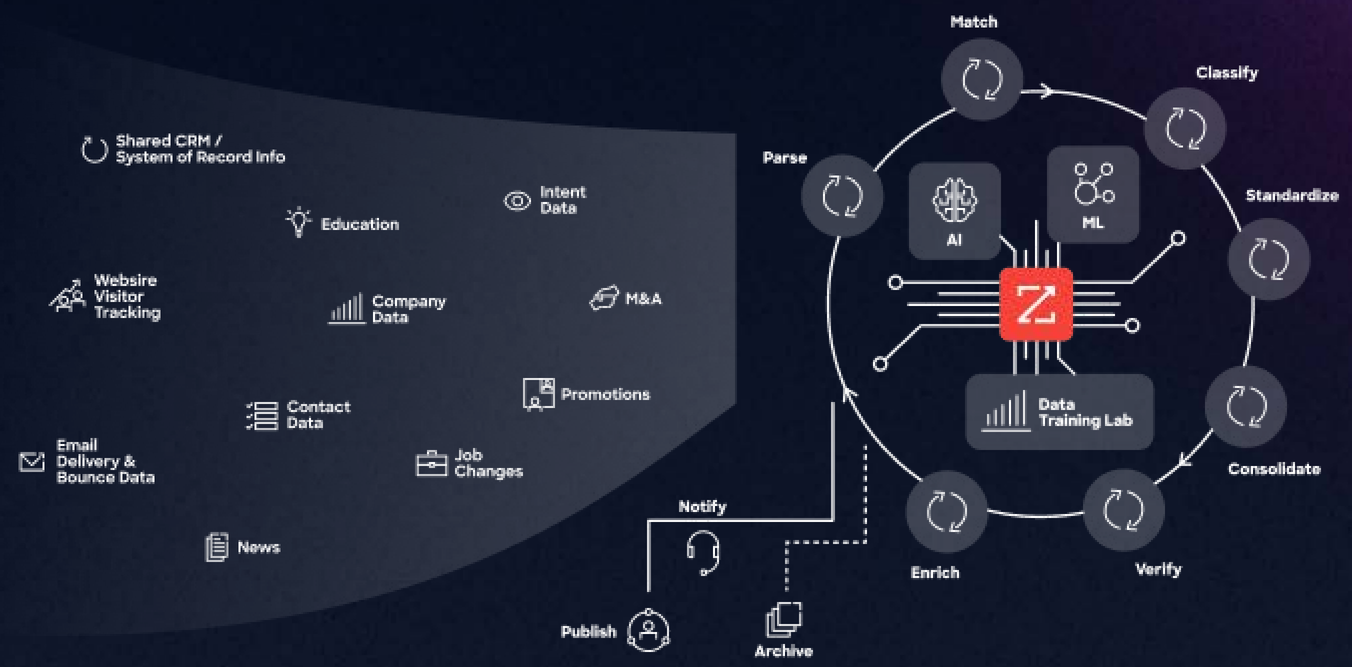
Select First Party Data & Insights
Hundreds of Millions daily

Real Time Intent Signals
Hundreds of Millions per month across >7,000 topics

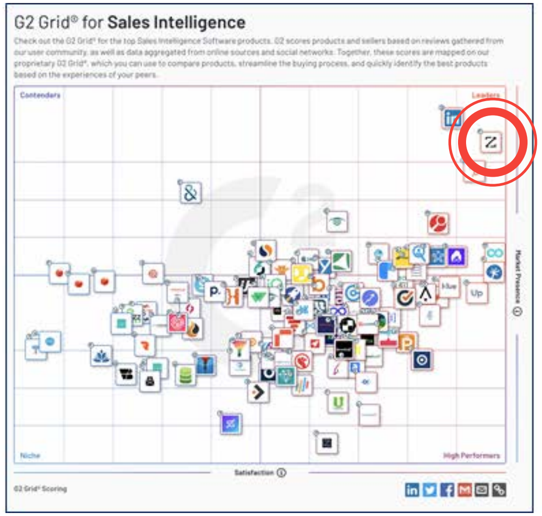
Unstructured Public Information
Billions of web pages monitored

Data Training Lab
>300 human researchers

Generally Available Information
Limited amount of acquired data



Consistently Ranked as a Product Leader



The Forrester Wave B2B Marketing Data Providers

ZoomInfo Technologies

Leaders in Current Offerings and Strategies

G2 Grid for Sales Intelligence

ZoomInfo Technologies

Leaders, High Performance and Satisfaction, Strong Market Presence

Sales Intelligence Software TrustMap

ZoomInfo Technologies

High Research Frequency, High Score

Conversation Intelligence Data Quadrant

ZoomInfo Technologies

Leader in Product Features and Satisfaction, Vendor Experience and Capabilities

zoominfo

Addressing a Large and Growing Opportunity

ZoomInfo's Global TAM

As of 2021 (2)(3)(4)

$14Bn North America Intelligence

$12Bn International Intelligence

$7Bn Engage

$6Bn Data Management

$7Bn Chat

$6Bn Recruiter

$18Bn Conversation Intelligence

$70Bn

At IPO (1)

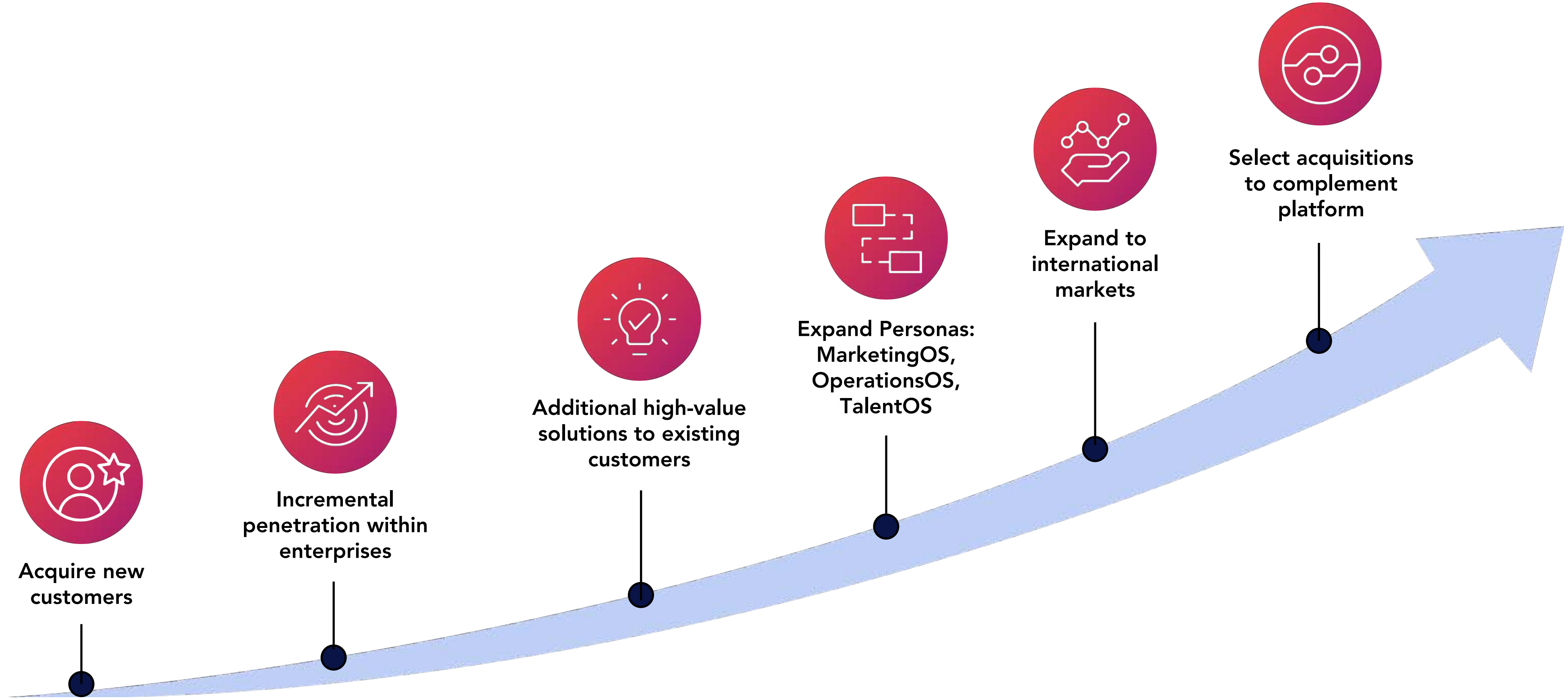
$13Bn North America Intelligence

$11Bn International Intelligence

$24Bn

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

Multiple Levers for Sustained Growth



Recent New and Expansion Customers

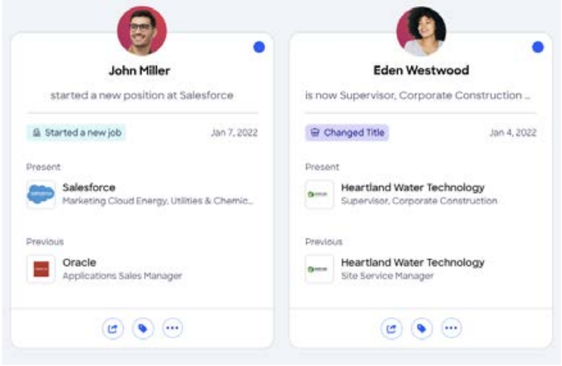
More than 25,000 Customers from Small, Mid-sized, and Large Organizations Across a Diverse Set of Industries

affirm
alteryx
AVAYA
Couchbase
curve DENTAL
cvent
eCornell
HealthEquity
KAPLAN
MASTERCLASS
mongoDB
Nasdaq
RAYMOND JAMES
S&P Global Market Intelligence
SANFORD ROSE ASSOCIATES EXECUTIVE SEARCH
Inc.
SEATTLE MARINERS
SHARP
SmartRecruiters
snyk
verizon
workday
workiva

Recent Platform Highlights

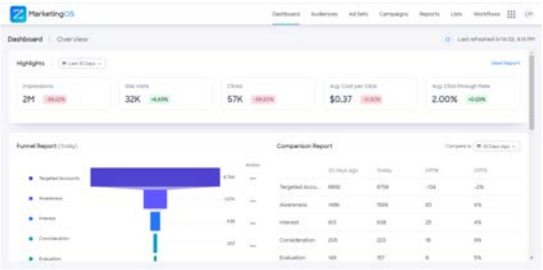
SalesOS

- Released additional features that enable tracking of key contacts and account champions as they change roles; creating automated notifications, so ZoomInfo users can be first to act on new opportunities and manage the potential impact on their existing business.
- Updated the UX for the ReachOut extension including the addition of buying committees.



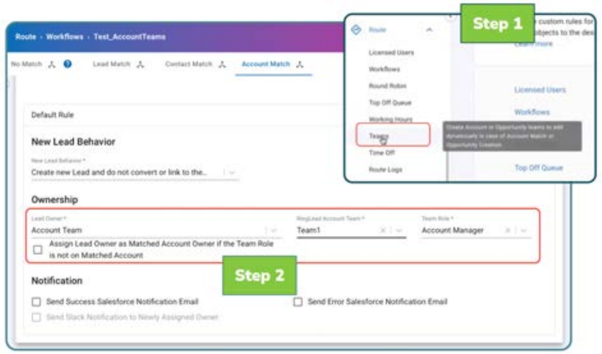
MarketingOS

- Launched MarketingOS, an account-based marketing (ABM) platform aligning sales and marketing teams in a unified system powered by ZoomInfo's world-class business-to-business data. MarketingOS helps demand generation and ABM teams target and convert leads into buyers through insight-driven orchestration and personalized engagement across multiple channels, including display and social advertising, email, and SMS.
- Added social media integrations, expanding digital advertising reach by pushing curated ZoomInfo audience to additional advertising channels.



OperationsOS

- Created Account Teams and Opportunity Teams within RingLead automatically setting the required access permissions for team members.
- Added the ability to use Territory Management rules from Salesforce to automatically create routing workflows and translate the models to apply to other objects.



zoominfo

Recent Acquisitions

Comparably

- Comparably adds a suite of popular SaaS solutions for employer branding and recruitment marketing combined with an employee review platform that reaches millions of candidates each month.
- With Comparably, TalentOS gives companies the ability to engage and hire candidates with much more sophistication and influence.
- TalentOS plus Comparably is a must have combination for any company recruiting in today’s digital, remote-first work environment.
- ZoomInfo's firmographic data and enrich data will significantly improve the overall value of landing on a Comparably page.

Dogpatch Advisors

- Dogpatch Advisors is a modern sales advisory consultancy that helps enterprises scale revenue operations, build sales playbooks, use data and insights to create and refine sales, and build outbound operations functions.
- The acquisition will enable ZoomInfo to further drive Enterprise and Strategic revenue through expanded customer playbooks that utilize more data and product categories.

Demos of Selected Product Functionality

COMPARABLY

[Comparably]

Engage

[Engage]

slack

[Workflows Slack Integration]

Chorus

[Chorus Mobile]

Customer Case Study - Demodesk

The Results

2 Hours Saved per Rep per Day

The Challenge

Demodesk's sales team was looking to build a more efficient and streamlined outbound strategy. At the time, their sales team was wasting time manually researching prospects and uploading information into their CRM. As you might imagine, this process was tedious, time-consuming, and not always accurate.

Stephen Williams, Director of Business Development at Demodesk, was looking to spearhead the process of finding a best-in-class solution to fuel his team's outbound efforts.

"At the time our SDRs were manually researching accounts and contact details which was slowing down productivity. To scale, we needed data-driven insights and buying signals that could help us quickly identify contacts at best fit companies that are looking and ready to buy."

After researching different solutions to fulfill the sales team's needs, Demodesk brought on ZoomInfo to help automate the sales processes and uncover new opportunities.

Demodesk

About the Company

Demodesk empowers every sales rep to become a top performer – by guiding sellers in real-time, automating non-selling tasks, engaging customers in the meeting and analyzing insights at scale. Demodesk automatically loads the perfect playbook into every customer meeting, so reps are equipped with the right slides or web apps to present, talk tracks and battle cards on the spot. Based in Munich, Germany, Demodesk's automation solutions are improving the lives of sales representatives across Europe, the U.K., and the United States.

Customer Case Study - Demodesk

The Results

2 Hours Saved per Rep per Day

The Solution

With ZoomInfo, Demodesk's sales representatives are now armed with actionable data and buying intelligence that allows them to seamlessly identify and strategically target accounts. As a result, Demodesk has been able to optimize and streamline their sales process, increasing the team's overall productivity.

"We're able to get very specific with the criteria we use to build targeted lists within ZoomInfo. So, not only do we now know who we should be targeting, and how to get in touch with them but we have added intelligence on these accounts which allows us to personalize our outreach and have more relevant conversations."

"And, with the added value of ZoomInfo's Intent data, we're able to understand which accounts are actively searching for a solution like ours. With this intelligence, we have a headstart against the competition and we're setting ourselves up for success by understanding which accounts to prioritize."

Additionally, Demodesk has leveraged ZoomInfo's integrations with Salesforce and their Sales Automation software in order to further automate their internal processes. "With ZoomInfo's Salesforce integration, we're able to seamlessly infuse business intelligence across our sales and marketing workflows. As a result, our teams are more aligned and have more time to sell and market more effectively with greater insights."

The Results

Partnering with ZoomInfo has enabled the teams at Demodesk to better prospect and target the right customers with the best messaging.

"Our representatives are required to upload five new accounts and 25 new contacts into our CRM every day. What once took two to three hours per sales rep, has now been reduced down to only 10 to 15 minutes. Not only have we saved a significant amount of time, but the quality of these conversations is much greater thanks to the insights we get from ZoomInfo's Scoops and Intent data."

Access to ZoomInfo's robust database has also enabled Demodesk's Marketing team to enrich trade show lists and fill in the gaps to help make their marketing campaigns much more relevant and personalized. As a result, all of the teams across the organization have more time in their day to generate, nurture, and convert more opportunities in their sales funnel.

"Since bringing on ZoomInfo, we've significantly shortened the time it takes our reps to source data. ZoomInfo has been a great way of being able to not only manage our accounts in a way of making sure they are fully enriched, but also in knowing who we should be speaking to within an organization. As we continue to use ZoomInfo, we're excited to develop an even deeper understanding of the businesses we sell," said Stephen.

Customer Case Study - Elite Interactive Solutions

The Results

30K in Recurring Revenue Every Month

The Challenge

Elite Interactive Solutions (EIS) was looking to build a go-to-market strategy that would enable them to successfully bring their products to market and make a name for themselves within the Security and Crime Prevention industries.

Developing an efficient and effective go-to-market strategy requires an in-depth understanding of your total addressable market as well as a tech stack that will enable you to identify, target, and engage with key prospects. However, at the time, this was something Elite Interactive Solutions was lacking. "We didn't have a mature tech stack, nor did we have a successful outbound strategy in place," explains Brandon Crookshanks, Security Consultant at Elite Interactive Solutions. "We relied heavily on lists that we purchased from a handful of different vendors. However, they all had one thing in common and that was poor data quality."

"Not only were we looking for a way to minimize waste within our existing sales processes and build a more robust sales strategy, but we also were looking to foster greater alignment with our peers on the marketing side of the house. Bringing all of our go-to-market tools and intelligence under one roof was really important to us as an organization. Being able to support both teams with one consolidated tech stack would be critical for our success."

About the Company

Elite Interactive Solutions is an expert at Crime Prevention by transforming the security guard and asset monitoring industries by providing advanced machine learning algorithms. Elite's mission is to enhance the safety, security and bottom line of companies currently facing expensive security costs and loss. Elite's clients come from many industry verticals such as, Multi-Family Housing, Commercial Property Owners and Managers, Logistics Services, Utilities, Shopping Malls, Warehouses, Auto Dealerships, Industrial facilities, High-end Retail locations and beyond.

Customer Case Study - Elite Interactive Solutions

The Results

30K in Recurring Revenue Every Month

The Solution

"After evaluating different competitors in the space, we decided to move forward with ZoomInfo's unified system of data, insights, software, and integrations to power our go-to-market strategy," explained Brandon. By partnering with ZoomInfo, EIS has been able to unify and streamline its tech stack, create alignment amongst leadership, and drive revenue.

"We're leveraging all aspects of ZoomInfo, from their Advanced Search functionality and Buyer Intent signals to their data enrichment capabilities and their sales engagement technology," said Brandon.

Specifically, with access to ZoomInfo's Intent signals, EIS's sales and marketing teams are able to prioritize prospects searching for solutions similar to theirs. "In the past, we had struggled to create meaningful pipeline but with the Intent data and insights we get from ZoomInfo, we're able to identify accounts that are searching for solutions like ours in real-time. We went from shooting in the dark to knowing exactly who we should be targeting and when they are most primed to buy. And, with Engage we have the technology to accelerate and automate that targeted outreach."

ZoomInfo's Sales Engagement technology, Engage, combines ZoomInfo data with automation to make communication easier, faster, and more effective than ever before. "With it's auto dialing capabilities, and the ability to develop multi-touch prospecting campaigns, Engage has helped our sales reps streamline their prospecting efforts and connect with buyers at scale," explained Brandon.

By bringing their go-to-market strategy under one umbrella, Elite Interactive Solutions is now able to streamline workflows, prospect more efficiently, and ensure their CRM is up to date with the best B2B data out there.

"With Enrich, all of the data within our CRM is automatically appended and refreshed on an ongoing basis. This has helped further strengthen the alignment between sales and marketing, ensuring the data we're working off of is accurate and up to date, no matter where it originated from," explains Brandon.

The Results

With access to ZoomInfo's all-in-one operating system, Elite Interactive Solutions has completely transformed their go-to-market strategy and are experiencing impressive results.

"Over the past twelve months, we've closed an average of 1 deal per month with an average contract value of $190,000 with ZoomInfo. Of those 12 high-value deals that have closed in the last year, none of them would have closed without access to ZoomInfo," explained Brandon. "ZoomInfo is bringing in over $30,000 in recurring revenue every month for us."

Before ZoomInfo, Elite Interactive Solutions had to manually research all of the companies that they hoped to target. Now, their sales reps have the freedom to automate much of their processes and spend more time on revenue generating activities. "The biggest benefit to having ZoomInfo is knowing who to talk to, when to talk to them, and how to talk to them. It's an incredibly powerful resource."

Video Case Studies - Esker & Litmus

Esker

Litmus

Q1 2022
Financial Results

zoominfo

Financial Results Overview

Financial Results

"ZoomInfo delivered a great start to the year as reflected in our first quarter results, which include another quarter of strong revenue growth and free cash flow," said Henry Schuck, ZoomInfo Founder and CEO. "Customers are embracing the ZoomInfo RevOS platform, with more companies using the data, insights, automation and workflows to grow their business and efficiently go-to-market."

2022 Guidance[2]

We are increasing our financial guidance for the year. For FY 2022 we expect revenue of $1.06 - $1.07 billion and Adjusted Operating Income in the range of $418 - $424 million, up from our prior guidance of revenue in the range of $1.01 - $1.02 billion and Adjusted Operating Income in the range of $405 - $415 million.

>25,000

Paying Customers[1]

>1,623

Customers with > $100k in ACV[1]

2022 Guidance (as of 5/2/2022)

$1.06 - $1.07 billion

FY 2022 Revenue

$418 - $424 million

FY 2022 Adjusted Operating Income[2]

zoominfo

1. As of or through March 31, 2022 as applicable
2. Guidance as of 5/2/2022. We do not provide a quantitative reconciliation of the forward-looking non-GAAP financial measures included in this presentation to the most directly comparable GAAP measures due to the high variability and difficulty to predict certain items excluded from these non-GAAP financial measures; in particular, the effects of stock-based compensation expense, taxes and amounts under the exchange tax receivable agreement, deferred tax assets and deferred tax liabilities, and restructuring and transaction expenses. We expect the variability of these excluded items may have a significant, and potentially unpredictable, impact on our future GAAP financial results.

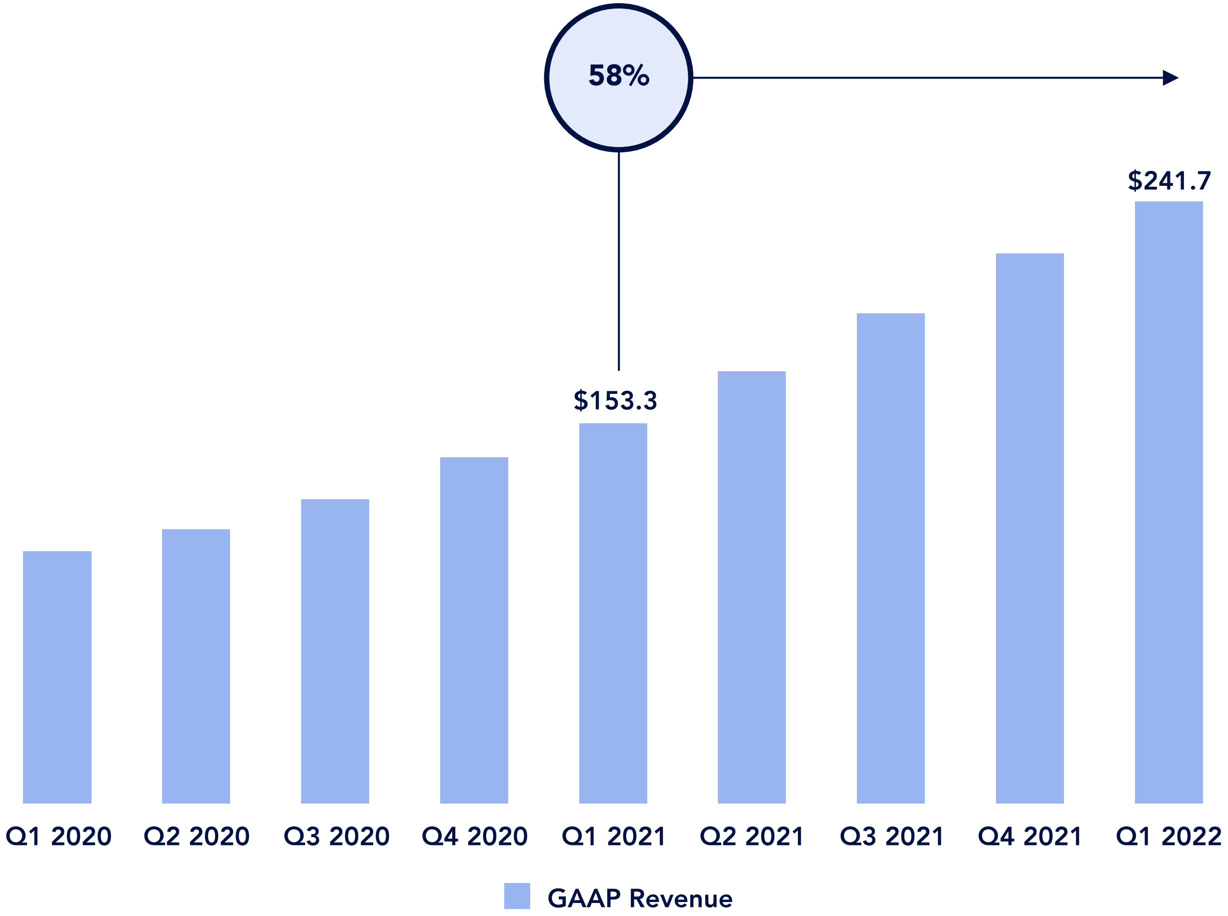
Q1 2022 Financial Summary (Unaudited)

	GAAP			Non-GAAP[1]	
($M, except per share amounts and percent figures)	Quarterly Results	Increase YoY		Quarterly Results	Increase YoY
Revenue	$241.7	58%			
Operating Income	$32.4	16%	Adjusted Operating Income	$95.7	45%
Operating Income Margin	13%		Adjusted Operating Income Margin	39%	
Net Income Per Share (Diluted)	$0.02		Adjusted Net Income Per Share (Diluted)	$0.18	
Cash Flow from Operating Activities	$105.0	13%	Unlevered Free Cash Flow	$125.9	29%

zoominfo

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

GAAP Revenue Growth ($M)



Q1 2022

58%

GAAP Revenue Growth

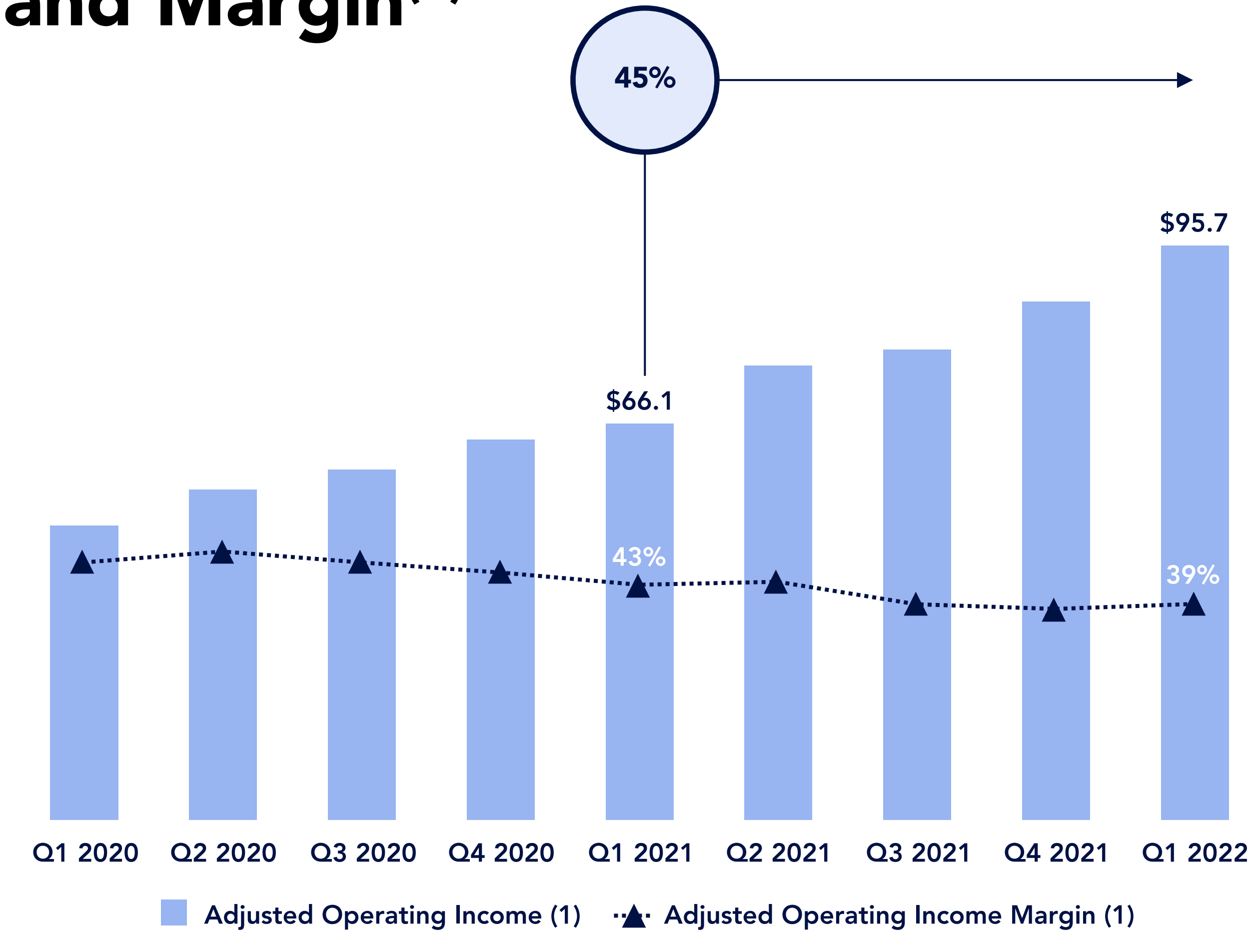
49%

Organic Revenue Growth[1]

zoominfo

1. Organic Revenue excludes revenue from products acquired within the last 12 months. Products acquired within the last 12 months contributed $13.0 million in revenue for the three months ended March 31, 2022.

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



Q1 2022

39%

Adjusted Operating Income Margin[1]

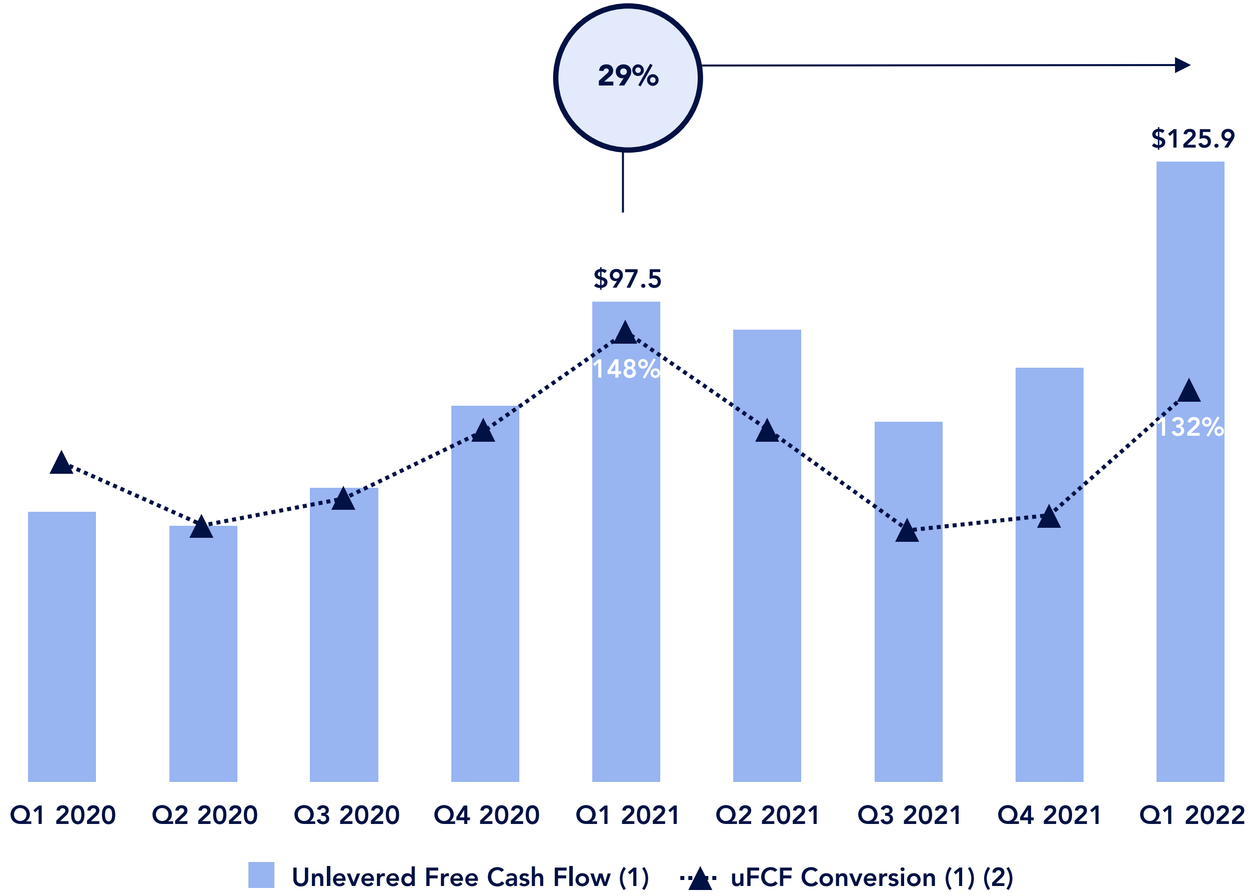
45%

YoY Growth in Adjusted Operating Income[1]

zoominfo

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

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



Q1 2022

132%

Unlevered free cash flow conversion(1)(2)

52%

Unlevered Free Cash Flow Margin(1)

zoominfo

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

Balance Sheet Highlights and Net Leverage

($M, except Leverage Ratios)	As of December 31, 2021	As of March 31, 2022
Total contractual maturity of outstanding indebtedness	$1,250.0	$1,250.0
Cash, cash equivalents, restricted cash, and short-term investments	$332.5	$412.6
Trailing Twelve Months (TTM) Adjusted EBITDA[1]	$318.2	$348.6
Trailing Twelve Months (TTM) Cash EBITDA[1]	$444.6	$475.6
Total Net Leverage Ratio (Adjusted EBITDA)[1][2]	2.9x	2.4x
Total Net Leverage Ratio (Cash EBITDA)[1][3]	2.1x	1.8x
Total Unearned Revenue	$364.2	$406.1
Current remaining performance obligations	$671.5	$715.0
Total remaining performance obligations	$864.4	$917.6

zoominfo

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

Guidance (as of May 2, 2022)[1]

	Q2 2022	FY 2022 (as of 2/15/2022)	FY 2022 (as of 5/2/2022)
GAAP Revenue	$253 - $255 million	$1.01 - $1.02 billion	$1.06 - $1.07 billion
Adjusted Operating Income[1]	$98 - $100 million	$405 - $415 million	$418 - $424 million
Adjusted Net Income Per Share[1]	$0.17 - $0.18	$0.71 - $0.73	$0.75 - $0.77
Unlevered Free Cash Flow[1]	*Not guided*	$415 - $435 million	$435 - $445 million
Weighted Average Shares Outstanding	410 million	410 million	411 million

zoominfo

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

Non-GAAP Reconciliations

zoominfo

Non-GAAP Financial Measures

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

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

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

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

Non-GAAP Financial Measures

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

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

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

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

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

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

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

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

($M except percent figures)	Q1 2021	Q1 2022
Net income (loss)	**$(33.9)**	**$6.2**
Add (less): Expense (benefit) from income taxes	49.7	13.0
Add: Interest expense, net	6.5	11.8
Add: Loss on debt modification and extinguishment	5.9	—
Add (less): Other expense (income), net	(0.2)	1.4
Income (loss) from operations	**28.0**	**32.4**
Add: Impact of fair value adjustments to acquired unearned revenue	0.6	1.1
Add: Amortization of acquired technology	6.7	11.2
Add: Amortization of other acquired intangibles	4.8	5.3
Add: Equity-based compensation	18.1	42.5
Add: Restructuring and transaction-related expenses	4.4	2.5
Add: Integration costs and acquisition-related expenses	3.4	0.6
Adjusted Operating Income	**$66.1**	**$95.7**
Revenue	153.3	241.7
Impact of fair value adjustments to acquired unearned revenue	0.6	1.1
Revenue for adjusted operating margin calculation	154.0	242.8
Adjusted Operating Income Margin	*43%*	*39%*

Reconciliation from GAAP Net Income (Loss) to Cash EBITDA

($M)	Trailing Twelve Months as of March 31, 2021	Trailing Twelve Months as of March 31, 2022
Net income (loss)	**$(64.4)**	**$135.0**
Add (less): Expense (benefit) from income taxes	54.8	(30.6)
Add: Interest expense, net	51.2	49.2
Add: Loss on debt modification and extinguishment	18.6	1.8
Add: Depreciation	10.9	13.2
Add: Amortization of acquired technology	24.4	39.8
Add: Amortization of other acquired intangibles	18.9	20.8
EBITDA	114.5	229.2
Add (less): Other expense (income), net	(15.5)	(37.6)
Add: Impact of fair value adjustments to acquired unearned revenue	1.9	5.0
Add: Equity-based compensation expense	128.4	117.3
Add: Restructuring and transaction related expenses (excluding depreciation)	14.0	21.0
Add: Integration costs and acquisition-related expenses	9.4	13.7
Adjusted EBITDA	252.6	348.6
Add: Unearned revenue adjustment	83.3	128.9
Add: Pro forma cost savings	—	1.9
Add (less): Cash rent adjustment	1.0	(0.3)
Add (less): Pre-Acquisition EBITDA	—	(4.7)
Add (less): Other lender adjustments	(1.1)	1.2
Cash EBITDA[1]	**$335.7**	**$475.6**

zoominfo

1. Defined as Consolidated EBITDA in our Credit Agreements

Reconciliation of Non-GAAP Leverage Ratios

($M, except Leverage Ratios)	As of December 31, 2021	As of March 31, 2022
Total Net Leverage Ratio (Adjusted EBITDA)		
Total contractual maturity of outstanding indebtedness	$1,250.0	$1,250.0
Less: Cash and cash equivalents, restricted cash, and short-term investments	332.5	412.6
Net Debt	917.5	837.4
Trailing Twelve Months (TTM) Adjusted EBITDA	318.2	348.6
Total Net Leverage Ratio (Adjusted EBITDA)	2.9x	2.4x
Total Net Leverage Ratio (Cash EBITDA)		
Total contractual maturity of outstanding indebtedness	$1,250.0	$1,250.0
Less: Cash and cash equivalents, restricted cash, and short-term investments	332.5	412.6
Net Debt	917.5	837.4
Trailing Twelve Months (TTM) Cash EBITDA[1]	444.6	475.6
Total Net Leverage Ratio (Cash EBITDA)	2.1x	1.8x

1. Defined as Consolidated EBITDA in our Credit Agreements

Reconciliation from GAAP Operating Cash Flow to Unlevered Free Cash Flow

($M except percent figures)	Q1 2021	Q1 2022
Cash flow from operating activities	**$93.0**	**$105.0**
Interest paid in cash	6.8	19.5
Purchases of property and equipment and other assets	(4.7)	(6.6)
Restructuring and transaction-related expenses paid in cash	1.1	8.0
Integration costs and acquisition-related compensation paid in cash	1.3	0.0
Unlevered Free Cash Flow	**$97.5**	**$125.9**
Adjusted Operating Income	66.1	95.7
Unlevered Free Cash Flow conversion	**148%**	**132%**
Revenue	153.3	241.7
Impact of fair value adjustments to acquired unearned revenue	0.6	1.1
Revenue for uFCF margin calculation	153.9	242.8
Unlevered Free Cash Flow Margin	**63%**	**52%**

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

Three months ended March 31, 2022 ($M)	GAAP	Margin%	Equity-based Compensation	Amortization of Acquired Intangibles and Fair Value Adjustments from Acquisitions	Transaction Related Expenses	Tax Impacts of Adjustments and TRA	As Adjusted	Adjusted Margin%
Revenue	**$241.7**		**$—**	**$1.1**	**$—**	**$—**	**$242.8**	
Cost of service	32.8	14%	(4.6)	—	(0.1)	—	28.1	12%
Amortization of acquired technology	11.2	5%	—	(11.2)	—	—	—	
Gross profit	**197.7**	**82%**	**4.6**	**12.3**	**0.1**	**—**	**214.7**	**88%**
Sales and marketing	84.1	35%	(16.1)	—	(0.1)	—	67.8	28%
Research and development	45.6	19%	(15.6)	—	(0.3)	—	29.8	12%
General and administrative	27.8	12%	(6.2)	—	(0.1)	—	21.5	9%
Amortization of other acquired intangibles	5.3		—	(5.3)	—	—	—	
Restructuring and transaction related expenses	2.5		—	—	(2.5)	—	—	
Total operating expenses	165.3		(37.9)	(5.3)	(3.0)	—	119.1	
Income (loss) from operations	**$32.4**	**13%**	**$42.5**	**$17.6**	**$3.1**	**$—**	**$95.7**	**39%**
Interest expense, net	11.8		—	—	—	—	11.8	
Loss on debt modification and extinguishment	0.0		—	—	—	—	—	
Other (income) expense, net, excluding TRA liability remeasurement (benefit) expense	1.4		—	—	—	(0.9)	0.6	
Income (loss) before income taxes	**19.2**		**42.5**	**$17.6**	**3.1**	**0.9**	**83.3**	
Income tax expense (benefit)	13.0		—	—	—	(3.5)	9.5	
Net income (loss)	**$6.2**	**3%**	**$42.5**	**$17.6**	**$3.1**	**$4.4**	**$73.8**	**30%**
Diluted net income (loss) per share	**$0.02**						**$0.18**	
Class A WASO – diluted (in millions)	403						409	

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

Three months ended March 31, 2021 ($M)	GAAP	Margin%	Equity-based Compensation	Amortization of Acquired Intangibles and Fair Value Adjustments from Acquisitions	Transaction Related Expenses	Tax Impacts of Adjustments and TRA	As Adjusted	Adjusted Margin%
Revenue	**$153.3**		**$—**	**$0.6**	**$—**	**$—**	**$153.9**	
Cost of service	21.4	14%	(3.5)	—	(0.5)	—	17.4	11%
Amortization of acquired technology	6.7	4%	—	(6.7)	—	—	—	
Gross profit	**125.2**	**82%**	**3.5**	**7.3**	**0.5**	**—**	**136.5**	**89%**
Sales and marketing	48.8	32%	(8.4)	—	(0.6)	—	39.9	26%
Research and development	20.4	13%	(2.6)	—	(1.8)	—	16.0	10%
General and administrative	18.8	12%	(3.6)	—	(0.5)	—	14.7	10%
Amortization of other acquired intangibles	4.8		—	(4.8)	—	—	—	
Restructuring and transaction related expenses	4.4		—	—	(4.4)	—	—	
Total operating expenses	97.2		(14.6)	(4.8)	(7.3)	—	70.6	
Income from operations	**$28.0**	**18%**	**$18.1**	**$12.1**	**$7.8**	**$—**	**$66.1**	**43%**
Interest expense, net	6.5		—	—	—	—	6.5	
Loss on debt modification and extinguishment	5.9		—	—	(5.9)	—	—	
Other (income) expense, net, excluding TRA liability remeasurement (benefit) expense	(0.2)		—	—	—	—	(0.2)	
Income (loss) before income taxes	**15.8**		**18.1**	**12.1**	**13.7**	**—**	**59.8**	
Income tax expense (benefit)	49.7		—	—	—	(40.6)	9.1	
Net income (loss)	**$(33.9)**	**(22)%**	**$18.1**	**$12.1**	**$13.7**	**$40.6**	**$50.7**	**33%**
Diluted net income (loss) per share	**$0.02**						**$0.13**	
Class A WASO – diluted (in millions)	192						404	