



Investor Overview

Q4 and FY 2025 Financial Results

DATE

February 9, 2026

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Durable Financial Model

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

Scale

\$1.25B

TTM Revenue ⁽¹⁾

Revenue

+3%

Q4 2025 YoY Change in Revenue

Retention

90%

Q4 2025 Net Revenue Retention⁽¹⁾

Cash Flow

\$455M

TTM Unlevered Free Cash Flow⁽¹⁾

Profitability

38%

Q4 2025 Adjusted Operating Income Margin⁽²⁾

Large Customers

1,921

(+34 sequentially, +54 YoY)
Customers w/ >100K ACV⁽³⁾

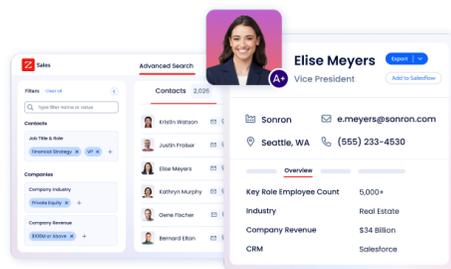
1. For the trailing twelve month period ended December 31, 2025.

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

3. As of December 31, 2025.

ZoomInfo Solves Real Problems for GTM Leaders

Sales



18% higher win rate

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

- ✓ New Logo Acquisition / Growth
- ✓ Efficient Outbound

Marketing

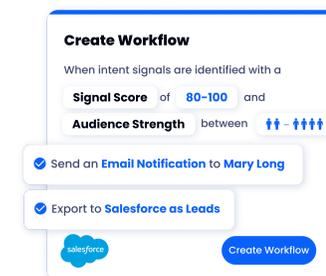


32% more pipeline

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

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

Operations



15% faster close

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

- ✓ Scoring and Routing Workflows
- ✓ Automated Data Enrichment



ZoomInfo's Comprehensive Data Universe

COMPANY DATA

Firmographics 	Technographics 	International 	Hierarchy 	Advanced Attributes
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CONTACT DATA

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

Intent Activity 	Funding 	Scoops & News 	Champion Movement 	Earnings
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CUSTOM DATA

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

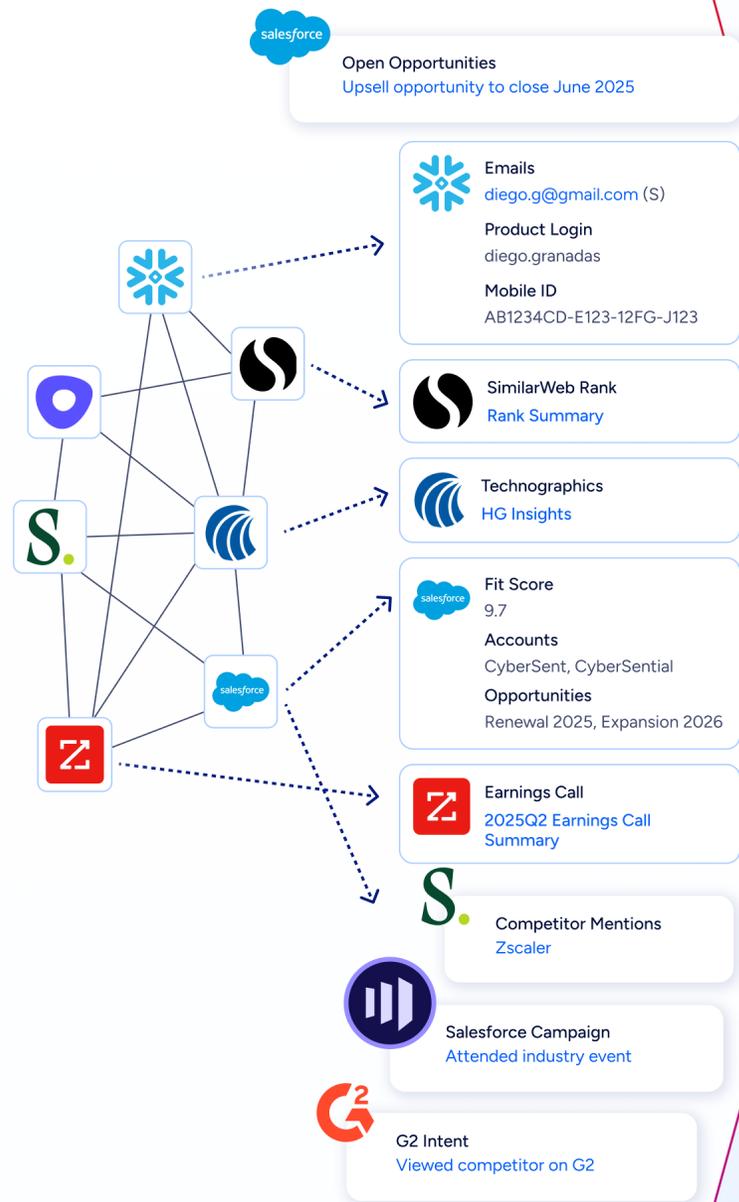
GTM Playbooks 	GTM Intelligence 	GTM Engagement 	GTM Orchestration
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100M+
Companies

500M+
Contacts

1B+
Signals

AI Context Layer Across all GTM



ZoomInfo Intelligence

CyberSentinal

Fit Score
9.7

Accounts
CyberSent, CyberSentinal, CyberSentinal

Opportunities
Renewal 2025, Expansion 2026, EMEA Expansion

Competitor Mentions
Zscaler

G2 Intent
Viewed competitor on G2

Salesforce Campaign
Attended industry event

Job Post Descriptions
Hiring RevOps leader

Earnings Call
2025Q2 Earnings Call Summary

Open Opportunities
Upsell opportunity to close June 2025

Structuring data into a unified GTM Graph

Context & AI Learning



Contextualize and Refine with Business Context

GTM
Context



Industry Recognition: ZoomInfo



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

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



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

The Total Economic Impact™ of ZoomInfo

FORRESTER®

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

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

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

316%

Return on Investment⁽²⁾

<6 Months

Payback⁽²⁾

Customer Quotes:

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

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

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

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

1. Forrester Total Economic Impact Study Commissioned By ZoomInfo, October 2025

2. For the purposes of this study, Forrester aggregated the experiences of the interviewees and combined the results into a single composite organization, a global B2B business with revenue of \$1.5 billion per year.

Industry Recognition: ZoomInfo

Gartner®

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

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^{\(3\)\(4\)}](#) 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.

Multiple Growth Levers



Efficient sales-led customer acquisition Upmarket



Digital product-led customer acquisition downmarket



Increasing demand for data from broader AI adoption



GTM Intelligence Platform to create expansion opportunity and drive revenue retention



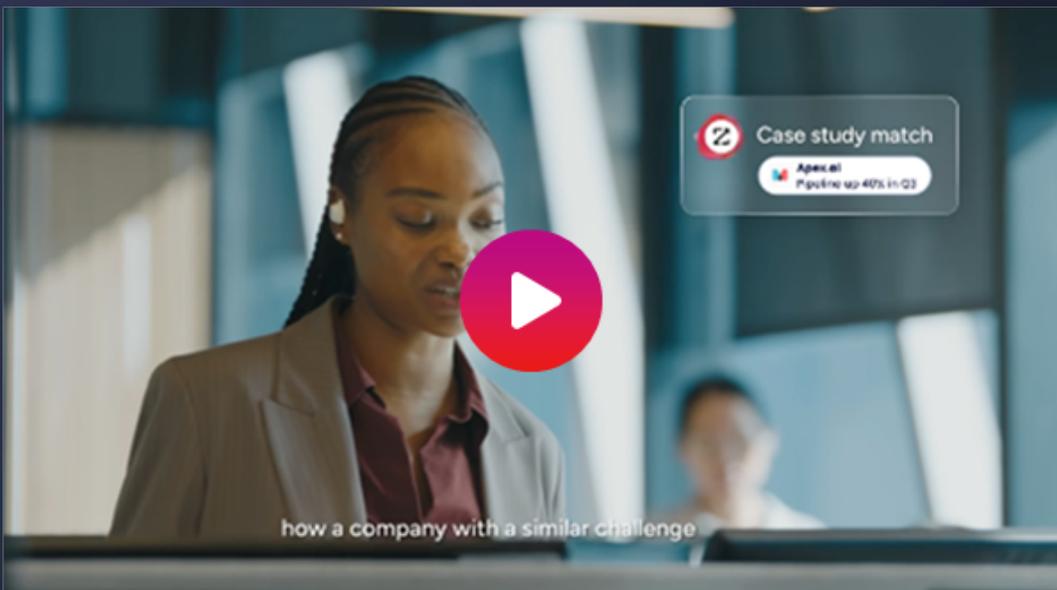
Product integration to drive platform cross-sell opportunity



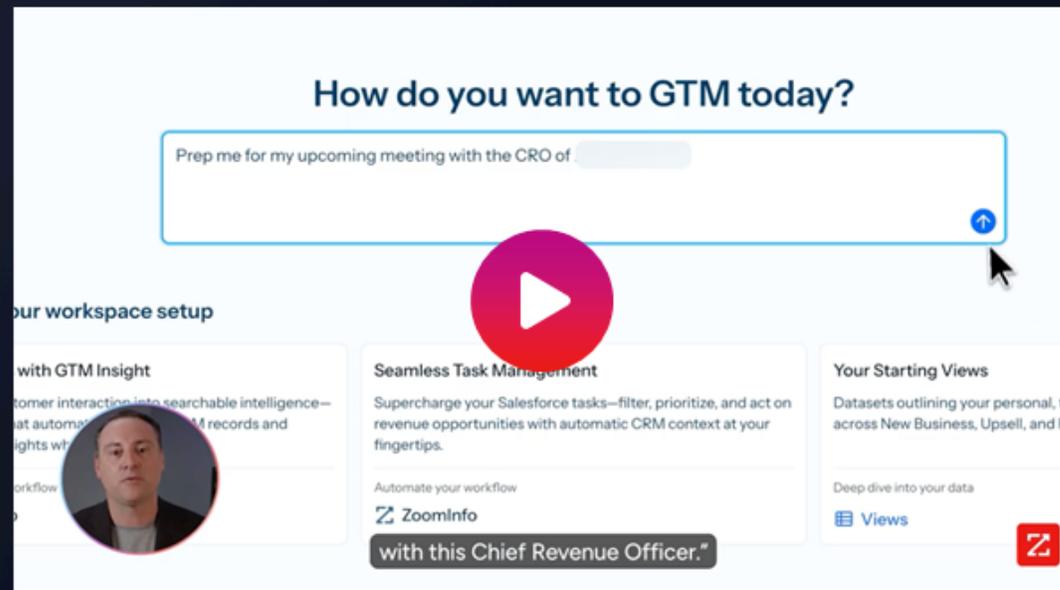
Select acquisitions to accelerate innovation and bolster data moat



Video Highlights



GTM Workspace: Winner's Don't Wait for Leads



GTM Workspace for Sales Executives

Customer Overview

Select Q4 Upmarket Customers



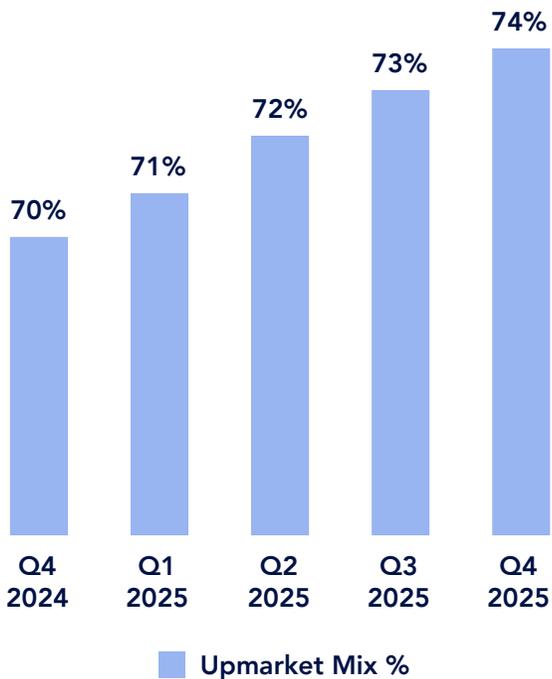
Kaseya

Hilton

randstad

Edward Jones

Expanding Upmarket⁽¹⁾



Customer Profile

+9%

Upmarket

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

1,921

Customers with > \$100k in ACV⁽²⁾

72%

Of the Fortune 50 Uses ZoomInfo⁽²⁾

1. Upmarket ACV as a percentage of ACV; Upmarket defined as customers with 100 or greater employees.
2. As of December 31, 2025.

Customer Case Study – Levanta

The Results

How Levanta Used ZoomInfo to Scale Fast and 10x ROI

About the Company

Levanta is an affiliate-led growth platform connecting e-commerce sellers with high-performing creators across Amazon, Walmart, TikTok Shop, and beyond. With a network of more than 50,000 creators, Levanta enables marketplace brands to build direct, performance-based partnerships and scale revenue through measurable affiliate relationships.

The Challenge

Levanta is redefining the affiliate marketing world, bridging the gap between fast-growing e-commerce sellers and the creators who drive measurable revenue by transforming what has been a traditionally siloed marketing channel.

When Kevin Neely joined Levanta as VP of brand partnerships, he brought a clear mandate: scale revenue and recruit top-tier brands to the platform. Like any ambitious startup in a competitive space, scaling their go-to-market (GTM) engine came with a familiar challenge: finding and engaging the right decision-makers at the right time. And for a company with a growing total addressable market, precise targeting is essential. That's where ZoomInfo came in.

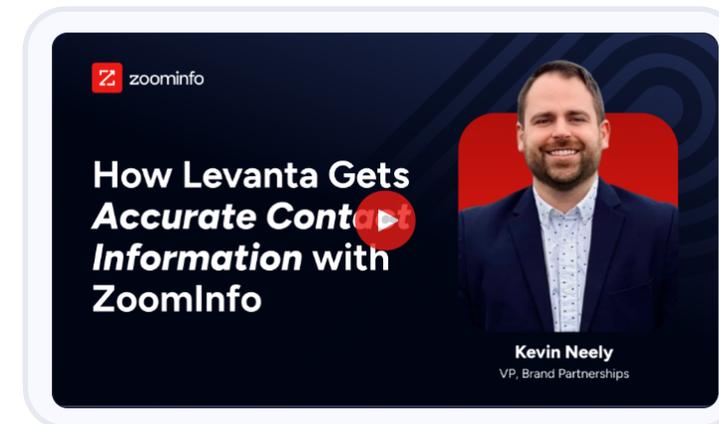
The Solution

Neely's team uses ZoomInfo's advanced filters like industry, revenue, job title to produce valuable insights they can use to GTM. There's a sweet spot: high-growth, high-revenue brands that aren't so big they get bogged down in procurement. After identifying the right prospects, ZoomInfo helps fuel Levanta's outreach.

"If I really need a decision maker's phone number or email or if I'm trying to reach company X, ZoomInfo is where I go to get that email or that phone number because they're the most accurate," says Neely.

The team also uses ZoomInfo's signals and alerts to prioritize accounts that are actively in-market. Funding announcements, leadership changes, and other real-time triggers help them time outreach more effectively.

"Getting GTM Intelligence and real-time insights, like a seller launching on Walmart or data showing that our creators are promoting a particular seller on a different affiliate channel, makes prospecting much more targeted," Ian Brodie, CEO & Co-Founder says. "Using intelligence like this helps us spot the best-fit partners and prospects much faster. And using ZoomInfo to provide these signals makes this all a lot easier."



The Results

Based on internal data, Neely found that 75% of Levanta's deals over \$20,000 in total contract value (TCV) needed calling or texting to close. And you can't do that without a solid foundation of good data. With ZoomInfo alone, Levanta's six-person team closed more than \$4 million in TCV and drove over 10x ROI.

For a performance-led company like Levanta, ZoomInfo is a critical lever for smart, scalable growth. And Levanta has no plans to slow down. With a growing network of creators, an expanding set of agency partners, and new marketplaces on the roadmap, the company is building toward a unified platform for affiliate-led growth across e-commerce.

"This year we're bullish on using AI to enrich outreach and match sellers with creators." Brodie says. But AI only works if the foundation is strong. "That's why we rely on ZoomInfo to make smarter decisions faster."



Customer Case Study –



The Results

How BDO Canada Transformed Manual Intelligence Gathering into Self-Service Insights

About the Company

BDO Canada is a leading advisory firm supporting clients ranging from early-stage startups to large enterprises. With a national footprint and a focus on delivering meaningful, data-driven insights, BDO helps organizations navigate complex challenges and identify new opportunities. The firm combines deep industry expertise with modern intelligence practices to give clients clearer visibility into their markets, stronger decision-making frameworks, and more proactive strategic guidance.

The Challenge

Advisory firms run on insights. But many are still stuck in the past with manual processes, backward-looking metrics, and zero visibility into what clients want next.

For BDO Canada, a leading advisory firm serving everyone from startups to enterprise clients, market intelligence isn't just a nice-to-have. When you're competing for high-value advisory relationships, the difference between winning and losing often comes down to one thing: knowing what your clients need before they do.

The Solution

Before ZoomInfo, BDO Canada's intelligence gathering was time-consuming, ad hoc, and reactive. Time spent on data sourcing and cleaning meant that BDO's Client and Market Intelligence team wasn't giving stakeholders the real-time intelligence they needed to act at the speed of their markets.

Speeding up processes was just the start. ZoomInfo's API fundamentally changed the team's approach to market intelligence.

Here's what separates BDO Canada's approach to intelligence from other firms: they went beyond implementing new tools and built a new internal operating model.

"We've created a self-service model with the insights that we're producing," says Rachel Corvinelli, Senior Specialist on the Client and Market Intelligence Team. "We've made internal dashboards that stakeholders across the firm can access and filter the data that they're looking for to get quick, digestible insights. And ZoomInfo has played a really important role in fueling these dashboards."



The Results

Integrating ZoomInfo into their processes brought BDO Canada's intelligence team real results, fast:

- Dashboard updates that took hours are now 87% faster, freeing up analysts for strategic work instead of data wrangling
- BDO's Client Value Index now includes predictive intent signals, moving the firm from reactive to proactive client management
- Self-service dashboards democratized the distribution of intelligence across multiple internal teams

"We're passionate about helping our clients, and that really shines through in how we leverage ZoomInfo to tailor our insights," Corvinelli says. "We produce really meaningful insights for both our clients and for internal teams, influencing strategy that makes an impact. And ZoomInfo plays a really important part in how we're able to do that."





Q4 and FY 2025 Financial Results



Financial Results Overview

Henry Schuck
Chief Executive Officer



Financial Results

"In 2025 we delivered record revenue, expanded profitability, and increased free cash flow, while building the all-in-one AI platform for go-to-market teams," said Henry Schuck, ZoomInfo Founder and CEO. "In 2026, our focus is on bringing that platform to our customers at scale – putting our differentiated data, intelligence, workflow automations, and AI-powered insights directly into the hands of go-to-market teams and AI agents so they can more efficiently find, win, and grow customers."

Graham O'Brien
Chief Financial Officer



2026 Guidance⁽¹⁾

We expect 2026 revenue in the range of \$1.247 - \$1.267 billion and Adjusted Operating Income in the range of \$456 - \$466 million.

For the full year 2026 we expect Unlevered Free Cash Flow in the range of \$435 - \$465 million.

\$319M (+3% YoY)

Q4 2025 GAAP Revenue

38%

Q4 2025 Adjusted Operating
Income Margin⁽²⁾

\$135M

Q4 2025 Unlevered Free Cash Flow⁽²⁾

\$6M

Q4 2025 Interest Paid In Cash

1. Guidance as of February 9, 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.

Q4 2025 Financial Summary (Unaudited)

(\$M, except per share amounts)	GAAP		Non-GAAP ⁽¹⁾		
	Quarterly Results	Change YoY		Quarterly Results	Change YoY
Revenue	\$319.1	3%			
Operating Income	\$54.2	75%	Adjusted Operating Income	\$122.6	6%
Operating Income Margin	17%		Adjusted Operating Income Margin	38%	
Net Income Per Share (Diluted)	\$0.11		Adjusted Net Income Per Share (Diluted)	\$0.32	
Cash Flow from Operating Activities	\$143.5	32%	Unlevered Free Cash Flow	\$135.2	44%

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

FY 2025 Financial Summary (Unaudited)

(\$M, except per share amounts)	GAAP		Non-GAAP ⁽¹⁾		
	Quarterly Results	Change YoY		Quarterly Results	Change YoY
Revenue	\$1,249.5	3%			
Operating Income	\$225.7	132%	Adjusted Operating Income	\$445.9	4%
Operating Income Margin	18%		Adjusted Operating Income Margin	36%	
Net Income Per Share (Diluted)	\$0.38		Adjusted Net Income Per Share (Diluted)	\$1.09	
Cash Flow from Operating Activities	\$465.4	26%	Unlevered Free Cash Flow	\$454.9	2%

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



GAAP Revenue (\$M)



Q4 2025

\$319M

Q4 2025 GAAP Revenue

+3%

YoY Change in GAAP Revenue



Adjusted Operating Income (\$M) and Margin



Q4 2025

38%

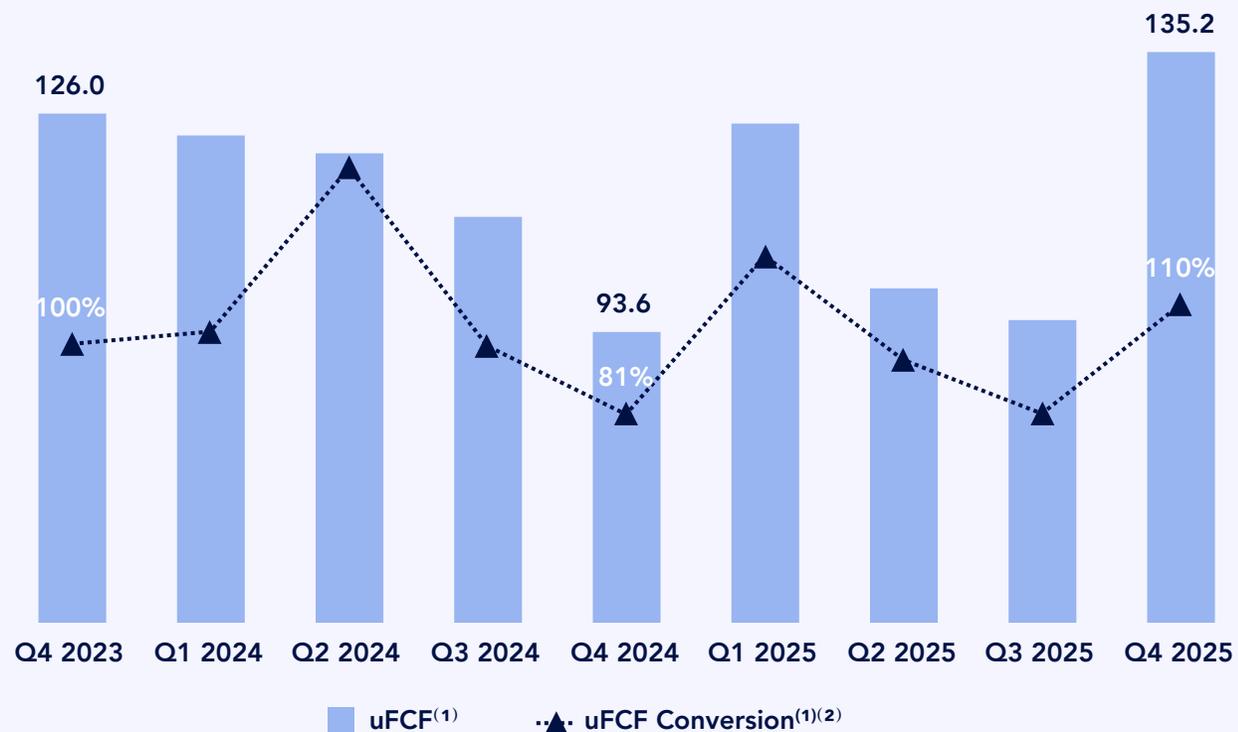
Adjusted Operating Income Margin⁽¹⁾

6%

YoY Change in Adjusted Operating Income⁽¹⁾

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

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



Q4 2025

110%

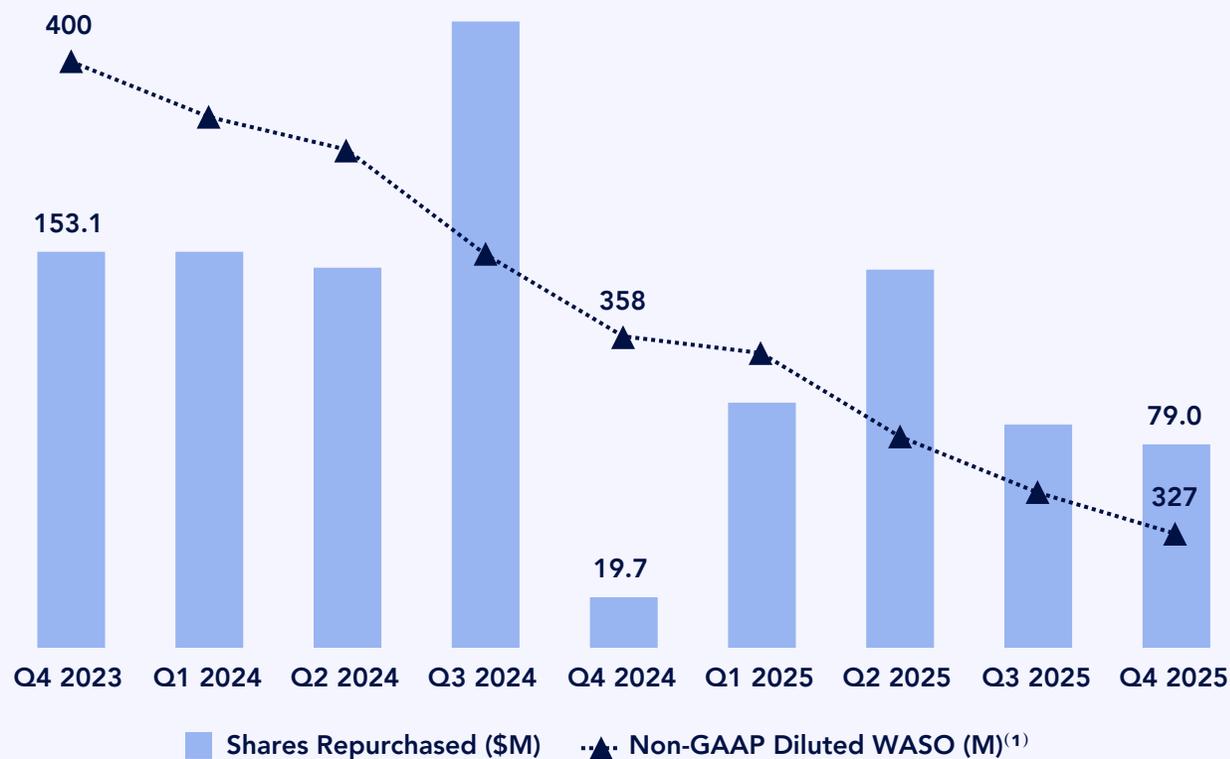
Unlevered Free Cash Flow Conversion⁽¹⁾⁽²⁾

42%

Unlevered Free Cash Flow Margin⁽¹⁾

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

Share Repurchase Program



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.

FY 2025

40.5 million

Shares of Stock Repurchased

\$10.06

Average Purchase Price

Balance Sheet Highlights and Net Leverage

(\$M)	As of December 31, 2025	As of December 31, 2024
Total contractual maturity of outstanding indebtedness	\$1,332.2	\$1,238.1
Cash, cash equivalents, and investments	\$179.9	\$149.0
Trailing Twelve Months (TTM) Adjusted EBITDA ⁽¹⁾	\$475.7	\$452.4
Trailing Twelve Months (TTM) Cash EBITDA ⁽¹⁾	\$484.7	\$495.2
Total Net Leverage Ratio (Adjusted EBITDA) ⁽¹⁾⁽²⁾	2.4x	2.4x
Total Net Leverage Ratio (Cash EBITDA) ⁽¹⁾⁽³⁾	2.4x	2.2x
Total Unearned Revenue	\$477.8	\$477.9
Current remaining performance obligations	\$887.4	\$850.1
Total remaining performance obligations	\$1,252.4	\$1,156.9

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

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

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

Tax Receivable Agreement

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

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

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

The TRA deductions are generally recognized as amortization over a 15-year period. To the extent the deductions result in the Company being in a taxable loss position, the corresponding TRA payment will be reduced, as the Company will not benefit from the deduction until the year in which the net operating loss is utilized. Therefore, the amount and timing of TRA payments can be substantially influenced by the Company’s growth and profitability 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 December 31, 2025	As of December 31, 2024
TRA Payments made since Inception	\$129.8	\$106.2
Tax receivable agreements liability, Current	—	\$22.3
Tax receivable agreements liability, Non-Current	\$2,731.9	\$2,740.2



Guidance (as of February 9, 2026)⁽¹⁾

	Q1 2026	FY 2026
GAAP Revenue	\$306 - \$309 million	\$1.247 - \$1.267 billion
Adjusted Operating Income ⁽¹⁾	\$105 - \$108 million	\$456 - \$466 million
Adjusted Net Income Per Share (Diluted) ⁽¹⁾	\$0.25 - \$0.27	\$1.10 - \$1.12
Unlevered Free Cash Flow ⁽¹⁾	<i>Not guided</i>	\$435 - \$465 million
Weighted Average Shares Outstanding	322 million	325 million

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



Non-GAAP Reconciliations

Non-GAAP Financial Measures

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

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

We define Adjusted Operating Income as income (loss) from operations adjusted for, as applicable, (i) amortization of acquired technology and other acquired intangibles, (ii) equity-based compensation expense, (iii) restructuring and transaction-related expenses, (iv) integration costs and acquisition-related expenses, (v) and 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 (loss) adjusted for, as applicable, (i) loss on debt modification and extinguishment, (ii) amortization of acquired technology and other acquired intangibles, (iii) equity-based compensation expense, (iv) restructuring and transaction-related expenses, (v) integration costs and acquisition-related expenses, (vi) 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)	Q4 2025	Q4 2024	FY 2025	FY 2024
Income from operations (GAAP)	\$54.2	\$30.9	\$225.7	\$97.4
Amortization of acquired technology	9.3	9.5	37.6	38.2
Amortization of other acquired intangibles	5.2	5.4	20.9	21.6
Equity-based compensation expense	27.0	33.8	116.2	138.0
Restructuring and transaction-related expenses	25.1	34.6	40.3	101.6
Litigation settlement	1.8	1.7	5.2	31.7
Adjusted Operating Income (Non-GAAP)	\$122.6	\$115.9	\$445.9	\$428.5
Revenue (GAAP)	\$319.1	\$309.1	\$1,249.5	\$1,214.3
Operating Income Margin (GAAP)	17%	10%	18%	8%
Adjusted Operating Income Margin (Non-GAAP)	38%	37%	36%	35%

Reconciliation from GAAP Net Income to Non-GAAP Cash EBITDA

(\$M)	Trailing Twelve Months as of December 31, 2025	Trailing Twelve Months as of December 31, 2024
Net income (GAAP)	\$124.2	\$29.1
Provision for income taxes	70.1	2.2
Interest expense, net	42.6	39.3
Loss on debt modification and extinguishment	—	0.7
Depreciation expense ⁽¹⁾	29.8	23.9
Amortization of acquired technology	37.6	38.2
Amortization of other acquired intangibles	20.9	21.6
Other (income) loss, net	(11.2)	26.1
Equity-based compensation expense	116.2	138.0
Restructuring and transaction-related expenses	40.3	101.6
Litigation settlement	5.2	31.7
Adjusted EBITDA (Non-GAAP)	\$475.7	\$452.4
Unearned revenue adjustment	(0.2)	36.1
Cash rent adjustment	8.7	6.2
Other lender adjustments	0.5	0.6
Cash EBITDA (Non-GAAP)⁽²⁾	\$484.7	\$495.2

1. Excludes the accelerated depreciation associated with the Waltham Lease Restructuring.

2. Defined as Consolidated EBITDA in our Credit Agreements.

Reconciliation of Non-GAAP Leverage Ratios

(\$M except Leverage Ratios)	Trailing Twelve Months as of December 31, 2025	Trailing Twelve Months as of December 31, 2024
Total contractual maturity of outstanding indebtedness	\$1,332.2	\$1,238.1
Less: Cash and cash equivalents, and investments	\$179.9	\$149.0
Net contractual maturity of outstanding indebtedness	\$1,152.3	\$1,089.1
Trailing Twelve Months (TTM) Adjusted EBITDA	\$475.7	\$452.4
Total Net Leverage Ratio (Adjusted EBITDA)	2.4x	2.4x
Trailing Twelve Months (TTM) Cash EBITDA ⁽¹⁾	\$484.7	\$495.2
Total Net Leverage Ratio (Cash EBITDA)	2.4x	2.2x

1. Defined as Consolidated EBITDA in our Credit Agreements.

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

(\$M except percent figures)	Q4 2025	Q4 2024	FY 2025	FY 2024
Net cash provided by operating activities (GAAP)	\$143.5	\$109.0	\$465.4	\$369.4
Purchases of property and equipment and other assets	(16.4)	(23.4)	(76.1)	(64.9)
Interest paid in cash	5.6	4.4	45.8	44.0
Restructuring and transaction-related expenses paid in cash	1.4	3.5	15.5	67.0
Integration costs and acquisition-related compensation paid in cash	—	—	—	1.3
Litigation settlement payments	1.1	0.1	4.3	30.1
Unlevered Free Cash Flow (Non-GAAP)	\$135.2	\$93.6	\$454.9	\$446.9
Adjusted Operating Income (Non-GAAP)	\$122.6	\$115.9	\$445.9	\$428.5
Unlevered Free Cash Flow Conversion (Non-GAAP)	110%	81%	102%	104%
Revenue (GAAP)	\$319.1	\$309.1	\$1,249.5	\$1,214.3
Unlevered Free Cash Flow Margin (Non-GAAP)	42%	30%	36%	37%

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

Three months ended December 31, 2025 (\$M)	GAAP	Margin %	Equity-based Compensation	Amortization of Intangibles	Restructuring, Transaction, and Other	Litigation Settlement	Tax Impacts of Adjustments and TRA	As Adjusted	Adjusted Margin % ⁽¹⁾
Revenue	\$319.1		\$—	\$—	\$—	\$—	\$—	\$319.1	
Cost of service	41.8	13%	(2.6)	—	(0.2)	—	—	39.0	12%
Amortization of acquired technology	9.3	3%	—	(9.3)	—	—	—	—	
Gross profit	\$268.0	84%	\$2.6	\$9.3	\$0.2	—	—	\$280.1	88%
Sales and marketing	100.7	32%	(8.8)	—	(0.6)	—	—	91.3	29%
Research and development	42.2	13%	(7.7)	—	(0.3)	—	—	34.2	11%
General and administrative	65.7	21%	(7.9)	—	(24.0)	(1.8)	—	32.0	10%
Amortization of other acquired intangibles	5.2		—	(5.2)	—	—	—	—	
Total operating expenses	\$213.8		\$(24.4)	\$(5.2)	\$(24.9)	\$(1.8)	—	\$157.5	
Income from operations	\$54.2	17%	\$27.0	\$14.5	\$25.1	\$1.8	\$—	\$122.6	38%
Interest expense, net	10.6		—	—	—	—	—	10.6	
Other loss (income), net	2.3		—	—	(0.1)	—	(7.3)	(5.1)	
Income before income taxes	\$41.3		\$27.0	\$14.5	\$25.2	\$1.8	\$7.3	\$117.1	
Provision for income taxes	6.6		—	—	—	—	4.2	10.8	
Net income	\$34.7	11%	\$27.0	\$14.5	\$25.2	\$1.8	\$3.1	\$106.2	33%
Diluted net income per share	\$0.11							\$0.32	
Common Stock WASO – diluted (in millions)	311							327	

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

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

Twelve months ended December 31, 2025 (\$M)	GAAP	Margin %	Equity-based Compensation	Amortization of Intangibles	Restructuring, Transaction, and Other	Litigation Settlement	Tax Impacts of Adjustments and TRA	As Adjusted	Adjusted Margin % ⁽¹⁾
Revenue	\$1,249.5		\$—	\$—	\$—	\$—	\$—	\$1,249.5	
Cost of service	162.0	13%	(11.1)	—	(1.4)	—	—	149.5	12%
Amortization of acquired technology	37.6	3%	—	(37.6)	—	—	—	—	
Gross profit	\$1,049.9	84%	\$11.1	\$37.6	\$1.4	—	—	\$1,100.0	88%
Sales and marketing	414.6	33%	(42.0)	—	(5.2)	—	—	367.4	29%
Research and development	182.0	15%	(33.2)	—	(5.1)	—	—	143.7	12%
General and administrative	206.7	17%	(29.9)	—	(28.6)	(5.2)	—	143.0	11%
Amortization of other acquired intangibles	20.9		—	(20.9)	—	—	—	—	
Total operating expenses	\$824.2		\$(105.1)	\$(20.9)	\$(38.9)	\$(5.2)	—	\$654.1	
Income from operations	\$225.7	18%	\$116.2	\$58.5	\$40.3	\$5.2	\$—	\$445.9	36%
Interest expense, net	42.6		—	—	—	—	—	42.6	
Other income, net	(11.2)		—	—	(0.1)	—	6.9	(4.4)	
Income before income taxes	\$194.3		\$116.2	\$58.5	\$40.4	\$5.2	\$(6.9)	\$407.7	
Provision for income taxes	70.1		—	—	—	—	(31.7)	38.4	
Net income	\$124.2	10%	\$116.2	\$58.5	\$40.4	\$5.2	\$24.8	\$369.2	30%
Diluted net income per share	\$0.38							\$1.09	
Common Stock WASO – diluted (in millions)	324							340	

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 December 31, 2024 (\$M)	GAAP	Margin %	Equity-based Compensation	Amortization of Intangibles	Restructuring, Transaction, and Other	Litigation Settlement	Tax Impacts of Adjustments and TRA	As Adjusted	Adjusted Margin % ⁽¹⁾
Revenue	\$309.1		\$—	\$—	\$—	\$—	\$—	\$309.1	
Cost of service	43.7	14%	(2.6)	—	(6.1)	—	—	35.0	11%
Amortization of acquired technology	9.5	3%	—	(9.5)	—	—	—	—	
Gross profit	\$255.9	83%	\$2.6	\$9.5	\$6.1	—	—	\$274.1	89%
Sales and marketing	114.9	37%	(12.2)	—	(18.1)	—	—	84.6	27%
Research and development	56.4	18%	(11.0)	—	(5.7)	—	—	39.7	13%
General and administrative	48.3	16%	(8.0)	—	(4.7)	(1.7)	—	33.9	11%
Amortization of other acquired intangibles	5.4		—	(5.4)	—	—	—	—	
Total operating expenses	\$225.0		\$(31.2)	\$(5.4)	\$(28.5)	\$(1.7)	—	\$158.2	
Income from operations	\$30.9	10%	\$33.8	\$14.9	\$34.6	\$1.7	\$—	\$115.9	37%
Interest expense, net	9.8		—	—	—	—	—	9.8	
Other income, net	29.6		—	—	—	—	(28.6)	1.0	
Income before income taxes	\$(8.5)		\$33.8	\$14.9	\$34.6	\$1.7	\$28.6	\$105.1	
Provision for income taxes	(23.1)		—	—	—	—	34.6	11.5	
Net income	\$14.6	5%	\$33.8	\$14.9	\$34.6	\$1.7	\$(6.0)	\$93.6	30%
Diluted net income per share	\$0.04							\$0.26	
Common Stock WASO – diluted (in millions)	343							358	

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

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

Twelve months ended December 31, 2024 (\$M)	GAAP	Margin %	Equity-based Compensation	Amortization of Intangibles	Restructuring, Transaction, and Other	Litigation Settlement	Tax Impacts of Adjustments and TRA	As Adjusted	Adjusted Margin % ⁽¹⁾
Revenue	\$1,214.3		\$—	\$—	\$—	\$—	\$—	\$1,214.3	
Cost of service	151.6	12%	(10.5)	—	(8.2)	—	—	132.9	11%
Amortization of acquired technology	38.2	3%	—	(38.2)	—	—	—	—	
Gross profit	\$1,024.5	84%	\$10.5	\$38.2	\$8.2	—	—	\$1,081.4	89%
Sales and marketing	414.1	34%	(50.3)	—	(25.2)	—	—	338.6	28%
Research and development	196.1	16%	(40.5)	—	(8.3)	—	—	147.3	12%
General and administrative	295.3	24%	(36.7)	—	(59.9)	(31.7)	—	167.0	14%
Amortization of other acquired intangibles	21.6		—	(21.6)	—	—	—	—	
Total operating expenses	\$927.1		\$(127.5)	\$(21.6)	\$(93.4)	\$(31.7)	—	\$652.9	
Income from operations	\$97.4	8%	\$138.0	\$59.8	\$101.6	\$31.7	\$—	\$428.5	35%
Interest expense, net	39.3		—	—	—	—	—	39.3	
Loss on debt modification and extinguishment	0.7		—	—	(0.7)	—	—	—	
Other income, net	26.1		—	—	2.4	—	(38.5)	(10.0)	
Income before income taxes	\$31.3		\$138.0	\$59.8	\$99.9	\$31.7	\$38.5	\$399.2	
Provision for income taxes	2.2		—	—	—	—	33.2	35.4	
Net income	\$29.1	2%	\$138.0	\$59.8	\$99.9	\$31.7	\$5.3	\$363.8	30%
Diluted net income per share	\$0.08							\$0.96	
Common Stock WASO – diluted (in millions)	362							377	

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