Third Quarter 2025 Financial Results

November 6, 2025

Disclaimer

Numerical figures in the presentation have been subject to rounding adjustments. Accordingly, numerical figures shown as totals in various tables may not be arithmetic aggregations of the figures that precede them. In addition, unless otherwise indicated, references to the "Company," "Certara," "we," "us," and "our" refer to Certara, Inc. and its consolidated subsidiaries.

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This presentation includes forward-looking statements within the meaning of the "safe harbor" provisions of the Private Securities Litigation Reform Act of 1995, that reflect the Company's current views with respect to, among other things, the Company's operations and financial performance. Forward-looking statements include information concerning possible or assumed future results of operations, including descriptions of our business plan and strategies. These statements often include words such as "anticipate," "expect," "suggest," "plan," "believe," "intend," "project," "forecast," "estimates," "targets," "projections," "should," "could," "would," "may," "might," "will," and other similar expressions. We base these forward-looking statements or projections on our current expectations, plans and assumptions, which we have made in light of our experience in the industry, as well as our perceptions of historical trends, current conditions, expected future developments and other factors we believe are appropriate under the circumstances at the time. The forward-looking statements are based on our beliefs, assumptions and expectations of future performance, taking into account the information currently available to us. These statements are only predictions based upon our current expectations and projections about future events. Actual results may differ materially from those described in the forward-looking statements and are subject to a variety of assumptions, uncertainties, risks and factors that are beyond our control, including the Company's ability to compete within its market; any deceleration in, or resistance to, the acceptance of model-informed biopharmaceutical discovery; changes or delays in relevant government regulation; increasing competition, regulation and other cost pressures within the pharmaceutical and biotechnology industries; economic conditions, including inflation, recession, currency exchange fluctuation and adverse developments in the financial services industry; trends in research and development (R&D) spending; delays or cancellations in projects due to supply chain interruptions or disruptions or delays to pipeline development and clinical trials experienced by our customers, and the other factors detailed under the captions "Risk Factors" and "Special Note Regarding Forward-Looking Statements" and elsewhere in our Securities and Exchange Commission ("SEC") filings and reports, including the Annual Report on Form 10-K filed with the SEC on February 26, 2025 and subsequent reports. New risks emerge from time to time and it is not possible for our management to predict all risks, nor can we assess the impact of all factors on our business or the extent to which any factor, or combination of factors, may cause actual results to differ materially from those contained in any forward-looking statements we may make. Any forward-looking statement made by us in this presentation speaks only as of the date of this presentation and is expressly qualified in its entirety by the cautionary statements included in this presentation. We undertake no obligation to publicly update or review any forward-looking statement, whether as a result of new information, future developments or otherwise, except as may be required by any applicable laws. You should not place undue reliance on our forward-looking statements.

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This presentation contains "non-GAAP measures" that are financial measures that either exclude or include amounts that are not excluded or included in the most directly comparable measures calculated and presented in accordance with U.S. generally accepted accounting principles ("GAAP"). Specifically, we may make use of the non-GAAP financial measures adjusted EBITDA, adjusted EBITDA margin, [adjusted net income (loss), adjusted diluted earnings per share ("EPS"), and constant currency ("CC") revenue, which are not recognized terms under GAAP and should not be considered as alternatives to net income (loss), GAAP EPS, or GAAP revenue as measures of financial performance or cash provided by operating activities as a measure of liquidity, or any other performance measure derived in accordance with GAAP. These non-GAAP measures have limitations as analytical tools and should not be considered in isolation, or as a substitute for our results as reported under GAAP. Because not all companies use identical calculations, the presentations of these measures may not be comparable to other similarly titled measures of other companies and can differ significantly from company to company.

Adjusted EBITDA represents net income (loss) excluding interest expense, provision (benefit) for income taxes, depreciation and amortization expense, intangible asset amortization, equity-based compensation expense, acquisition and integration expense and other items not indicative of our ongoing operating performance. Adjusted EBITDA margin represents adjusted EBITDA divided by revenue. [Adjusted net income] and adjusted diluted EPS exclude the effect of the same items noted above with respect to adjusted EBITDA from GAAP net income (loss) and GAAP EPS, respectively, as well as adjust the provision for income taxes for such charges. CC revenue excludes the effects of foreign currency exchange rate fluctuations by assuming constant foreign currency exchange rates used for translation. Current periods revenue reported in currencies other than U.S. dollars are converted into U.S. dollars at the average exchange rates in effect for the comparable prior periods. You should refer to the appendix at the end of this document for a reconciliation of these non-GAAP measures in specific periods to their most directly comparable financial measures calculated and presented in accordance with GAAP for those periods.

Management uses various financial metrics, including total revenues, income from operations, net income, CC revenue and certain non-GAAP measures, including those discussed above, to measure and assess the performance of the Company's business, to evaluate the effectiveness of its business strategies, to make budgeting decisions, to make certain compensation decisions, and to compare the Company's performance against that of other peer companies using similar measures. In addition, management believes these metrics provide useful measures for period-to-period comparisons of the Company's business, as they remove the effect of certain non-cash expenses and other items not indicative of its ongoing operating performance. Management believes that these metrics are helpful to investors, analysts, and other interested parties because they can assist in providing a more consistent and comparable overview of our operations across our historical periods. In addition, these measures are frequently used by analysts, investors, and other interested parties to evaluate and assess performance. In addition, our business has operations outside the United States that are conducted in local currencies. As a result, the comparability of the financial results reported in U.S. dollars is affected by changes in foreign currency exchange rates. We use CC revenue to evaluate the underlying performance of the business, and we believe it is helpful for investors to present operating results on a comparable basis period over period to evaluate its underlying performance. In evaluating adjusted EBITDA, [adjusted net income (loss)] adjusted diluted EPS, and CC revenue, you should be aware that in the future the Company may incur expenses similar to those eliminated in this presentation and this presentation should not be construed as an inference that future results will be unaffected by unusual items.

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Certara

Our Mission

We use biosimulation, data, and scientific expertise to transform drug development and accelerate medicines to patients.

Biosimulation Technology Platform

More than 2,400 companies and 23 global regulatory agencies have adopted Certara technology solutions.

Scientific Leadership

20 years of industry leadership and innovation with over **1,550** employees, 400 with PhDs in 33 countries; seven of the worlds most cited scientists in their field.

Proven Results

More than 90% of all novel drugs approved by the US FDA since 2014 were supported by Certara services or technology.

A leader in model informed drug development (MIDD) from molecule to market

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A Trusted Life Sciences Partner

2,600+
Customers across 70 countries;
30 of the top 30 biopharma

1550+
Global team members in
30 countries

400+
Employees with PhDs

>90%
all novel drugs approved
by the US FDA since 2014
were supported by Certara solutions

Software adopted by
23
Global regulatory agencies

Validated by
34K+
Scientific publications with
scientists and technology

Used by
400+
Academic Institutions

10+
Year Average Tenure
for Top 30 Customers

>100 novel drugs &
325 label claims
were approved by global regulators using
our technology in lieu of clinical studies

Our software was used in bringing
>100 rare disease treatments to market,
>380 complex biologics programs since 2020.

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Drug Development Needs a New Model

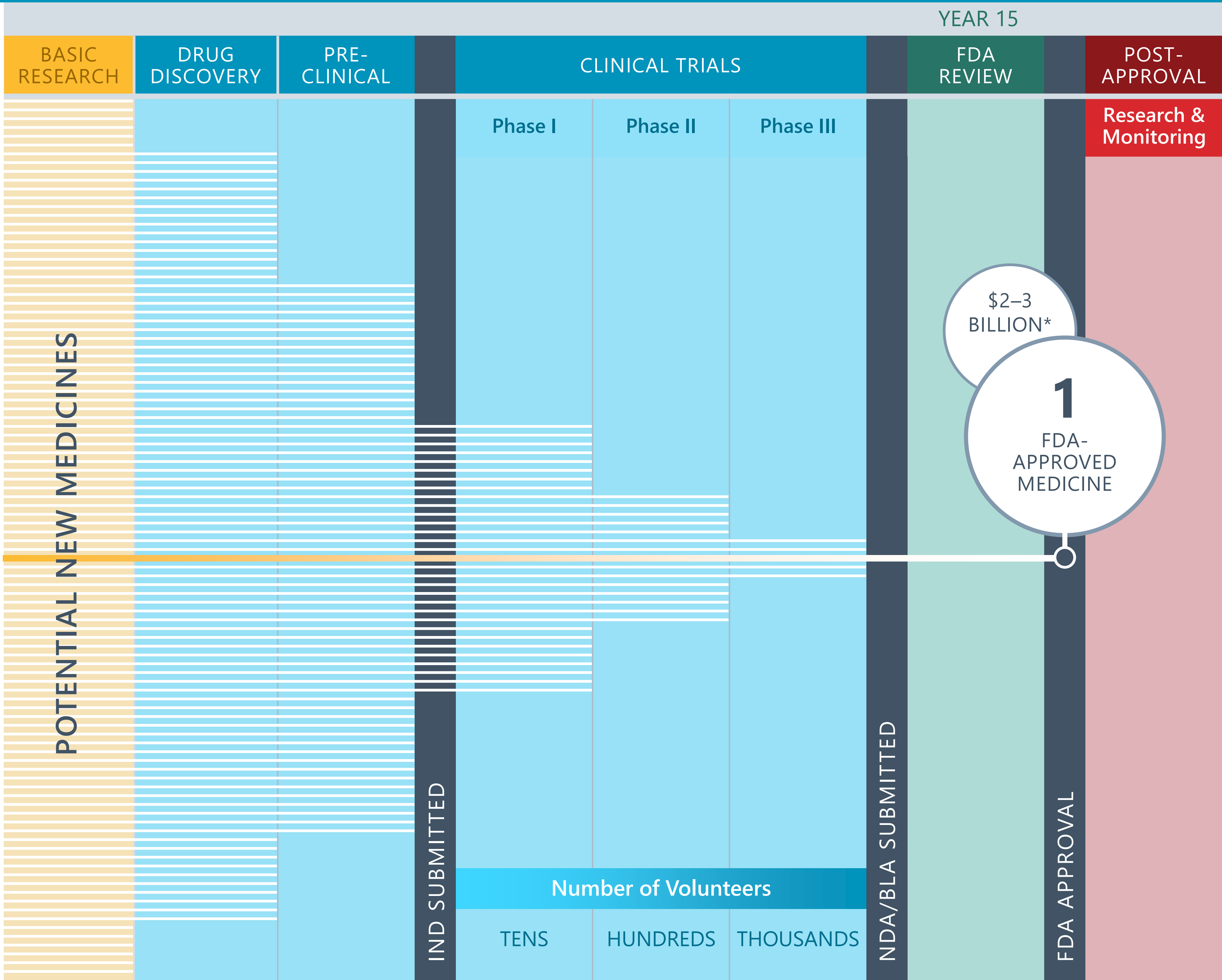
88% OF NEW MEDICINES THAT ENTER CLINICAL TRIALS FAIL*

40–50% lack clinical efficacy

20–30% unmanageable toxicity

10–15% poor pharmacokinetic (PK) properties

10%+ fail due to lack of commercial viability*



*FTL Science 2022 https://theconversation.com/90-of-drugs-fail-clinical-trials-heres-one-way-researchers-can-select-better-drug-candidates-174152

https://ftloscience.com/process-costs-drug-development/

CERTARA Biosimulation Platform

DISCOVERY | PRECLINICAL | CLINICAL

Cheminformatics

Integrated chemical and biological property prediction

Biosimulation

Integrated workflows for enhanced cellular predictions

PK Analytics

Integrated scientific analytics and reporting workflows

Biostatistical Analytics & Submissions

CERTARA Chemaxon

CERTARA Simcyp Simulator

CERTARA Phoenix PK/PD

CERTARA Pinnacle 21

Biosimulation Models and Data

Scientific Drug Development Expertise

Generative AI and Machine Learning

Financial Highlights

Third Quarter 2025

REVENUE	NET INCOME	ADJ. EBITDA[2]	DILUTED EPS	ADJUSTED DILUTED EPS[3]
$104.6M	$1.5M	$35.2M	$0.01	$0.14
10% GAAP YoY change 10% CC YoY change[1]	PY ($1.4M)	7% YoY change	PY ($0.01)	PY $0.13

(1) See Appendix for reconciliation of GAAP revenue to constant currency (non-GAAP revenue)
(2) See Appendix for reconciliation of net income (loss) to adjusted EBITDA
(3) See Appendix for reconciliation of Diluted Earnings Per Share to Adjusted Diluted Earnings Per Share

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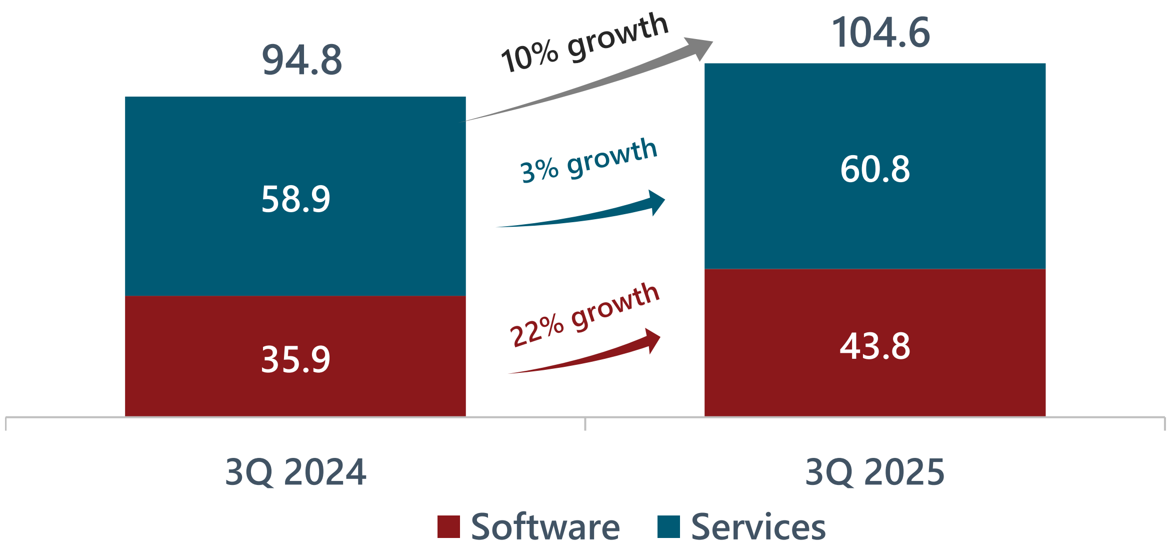
3Q 2025 Results - Revenue

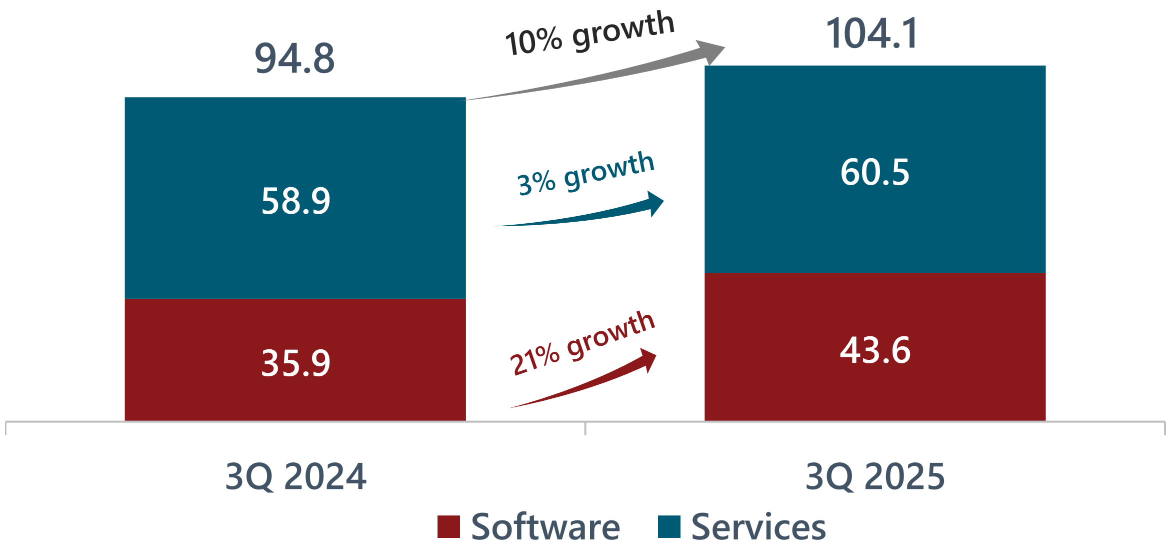
GAAP Reported Revenue

($Millions)



Constant Currency Revenue[1]

($Millions)



Certara reported 10% constant currency[1] revenue growth

(1) See Appendix for reconciliation of GAAP revenue to constant currency (non-GAAP revenue)

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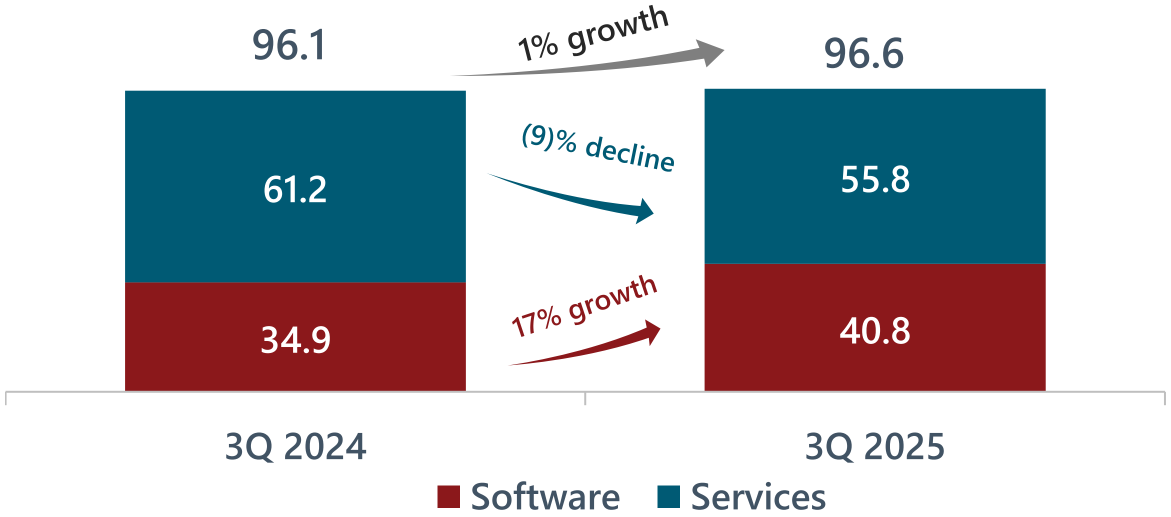
3Q 2025 and TTM Results - Net Bookings

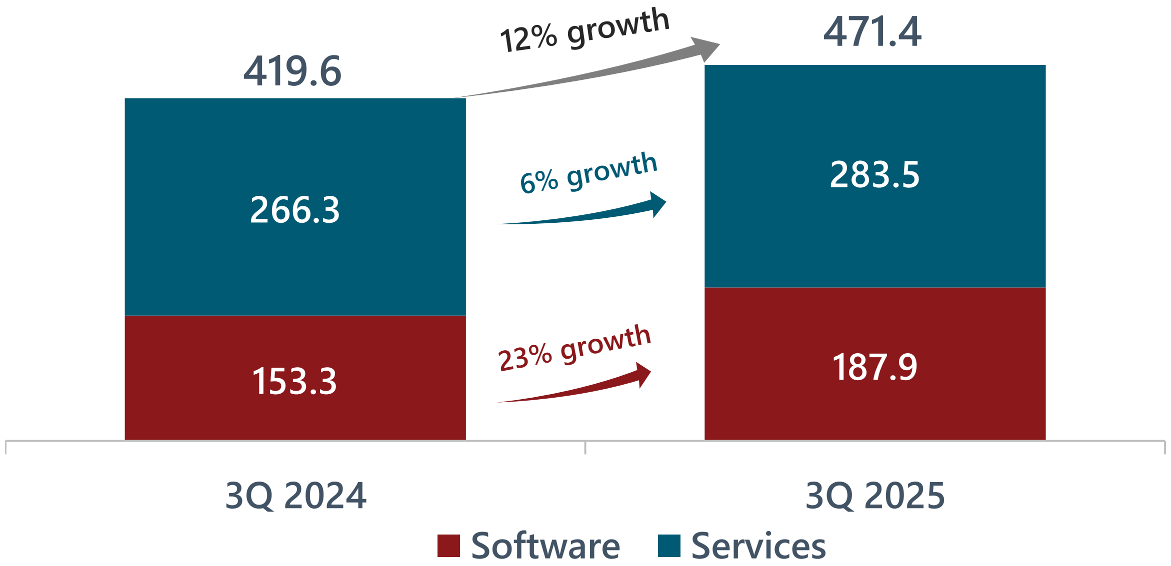
3Q Reported Net Bookings

($Millions)



TTM Reported Net Bookings

($Millions)



Trailing twelve months bookings are highly correlated with revenue and drive strong visibility

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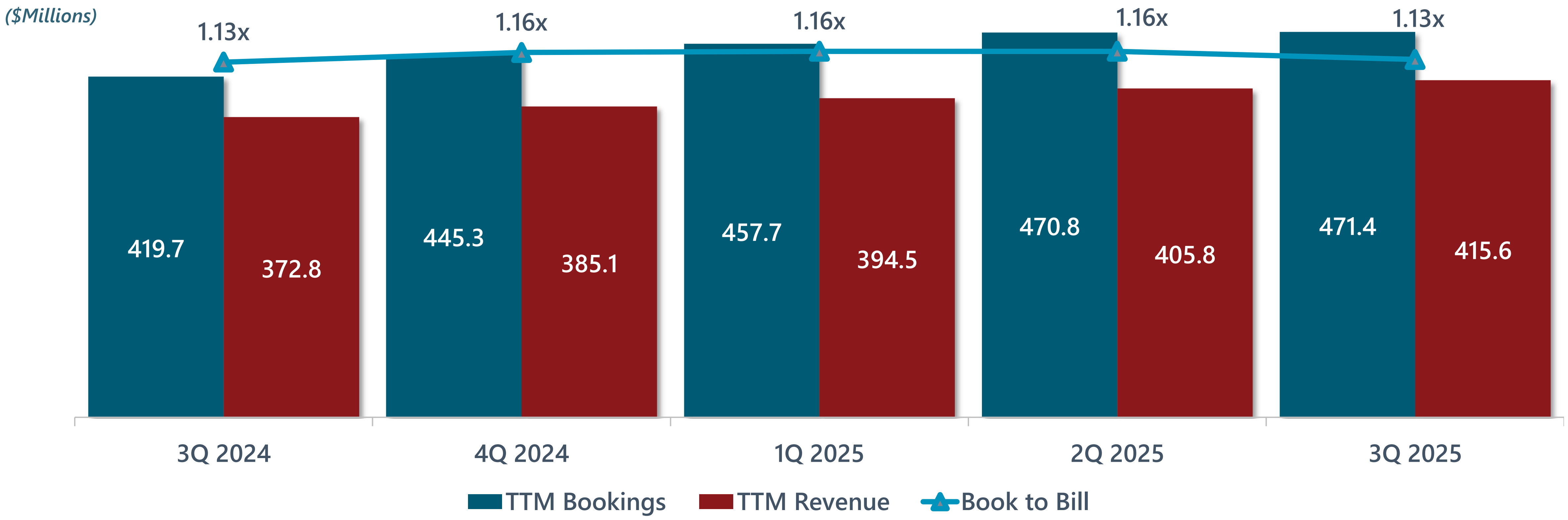
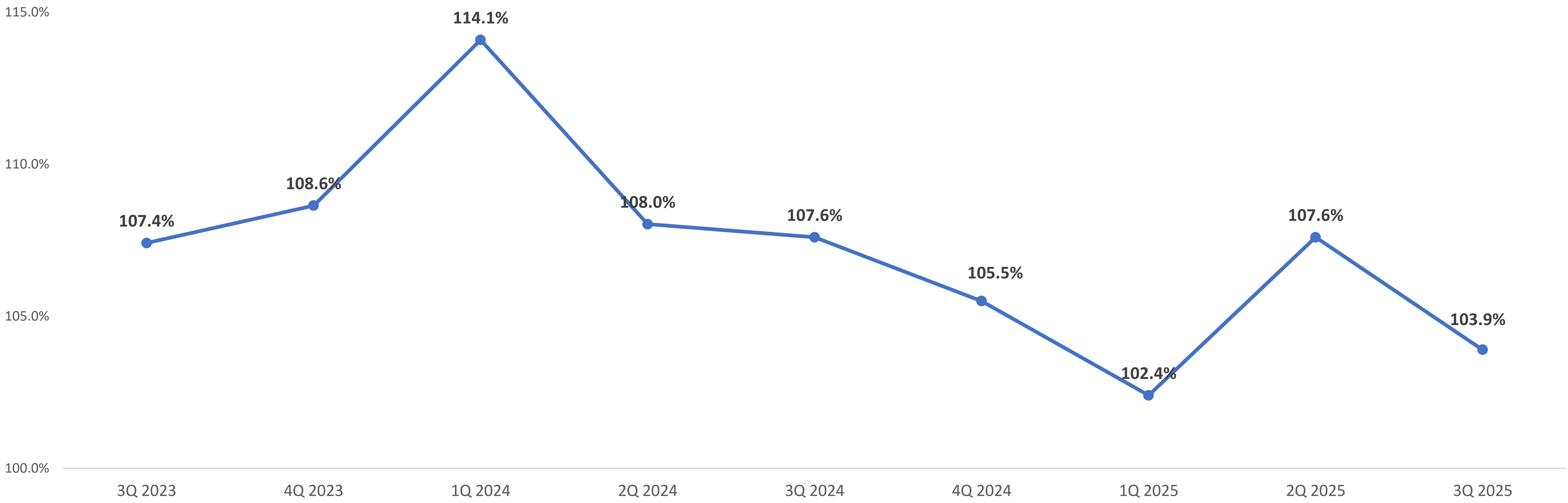
Historical TTM Book to Bill



Book to bill provides forward visibility into revenue growth

Historical Software Net Retention Rate (NRR)[1]



NRR[1] provides insight into growth and retention among existing software customers

(1) Our net retention rates measure the percentage of recurring revenue that is retained from existing software customers over a specific time period, inclusive of price increases and expansion, excluding revenue from acquisitions occurred within the past 12 months.

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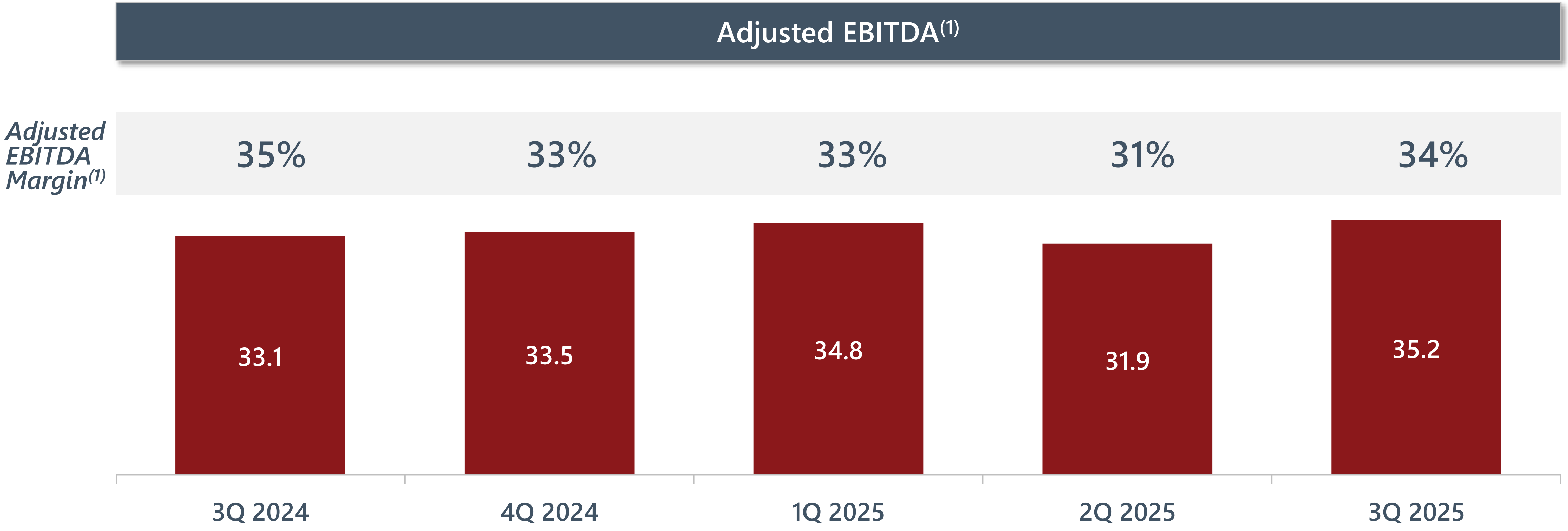
3Q 2025 Results – Adjusted EBITDA



3Q25 Adjusted EBITDA grew 7% vs. the prior year period

(1) See Appendix for a reconciliation net income (loss) to adjusted EBITDA

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3Q 2025 Results – Reconciliation of Revenue & Bookings Growth

3Q 2025 Revenue	
Item	**Growth Contribution**
Organic Software(1)	**+6%**
+ Chemaxon	~1560 bps
Reported Software	**+22%**
Organic Services(1)	**+3%**
+ Chemaxon	~40 bps
Reported Services	**+3%**
Organic Total(1)	**+4%**
+ Chemaxon	~615 bps
Total Revenue	**+10%**

3Q 2025 Bookings	
Item	**Growth Contribution**
Organic Software(1)	**+5%**
+ Chemaxon	~1210 bps
Reported Software	**+17%**
Organic Services(1)	**(9%)**
+ Chemaxon	~40 bps
Reported Services	**(9%)**
Organic Total(1)	**(4%)**
+ Chemaxon	~460 bps
Total Bookings	**+1%**

(1) Organic Growth does not include M&A contribution from businesses that were not owned for the entirety of the prior year period

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3Q25 Business Updates

Key Takeaways from Third Quarter Performance:

Solid Execution in Mixed Operating Environment

- Disciplined operating performance drove 10% y/y revenue growth, with Adj. EBITDA margin of 34%.
- T1 Services bookings impacted by spending hesitancy, with some deals pushed back into 4Q. Software bookings performance was solid in tiers 1 & 3, offsetting timing in tier 2.

Product Development Achievements

- Launched CertaraIQ and updates to Phoenix Cloud and P21 this fall, all of which have begun generating orders.
- Certara's internal QSP team has begun to execute projects using *CertaraIQ*, which has also been received positively by external parties.

Investing to Drive Sustainable Growth

- Continuing to invest in commercial and R&D teams to expand biosimulation capabilities and commercial footprint.
- Encouraged by growing interest in biosimulation use among customers in discovery and preclinical, in addition to traditional clinical work.

3Q25 Bookings y/y Trends – Pharma/Biotech Customers

Tier[1]	Software Bookings | +17% y/y	Services Bookings | (9%) y/y
I	Solid growth driven by expansion, upsell and strong renewals within existing customers	Decline driven by spending hesitancy in biosimulation, softness in regulatory
II	Declined y/y driven by timing and seasonality	Solid growth across biosimulation and regulatory, driven by commercial execution
III	Solid growth driven by further adoption of biosimulation, expansion to new customers	Double digit growth in biosimulation, offset by softness in regulatory

Software bookings driven by expansion of biosimulation to new customers and new users
Spending hesitancy impacting T1 services, partially offset by T2 & T3 biosimulation services

(1) Certara's Pharma Customer tiering is defined as follows: Tier 1 represents Biopharma customers with more than \$5B USD in Revenue, Tier 2 represents companies with revenue between \$100M and \$4.99B USD in revenue, Tier 3 represents customers with revenues less than 100M, including non-revenue generating companies.

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2025 Outlook

Updated FY 2025 guidance

REVENUE

$415-$420M

ADJUSTED EBITDA Margin(1)

~32%

ADJUSTED DILUTED EPS(1)

$0.45-$0.47

Key Assumptions 2025 Guidance

Reported revenue growth of **8-9%**

Chemaxon Revenue expected to be **$23-$25M**

Fully diluted shares expected to be in the range of **160-162M**

Tax rate expected to be **25-30%**

This financial guidance is provided as of November 6, 2025, and its inclusion in this presentation should not be construed as continued affirmation of such guidance beyond that date.

(1) We have not reconciled the adjusted EBITDA and adjusted diluted EPS forward-looking guidance above to the most directly comparable GAAP measures because this cannot be done without unreasonable effort due to the variability and low visibility with respect to costs related to acquisitions, financings, and employee stock compensation programs, which are potential adjustments to future earnings. We expect the variability of these items to have a potentially unpredictable, and a potentially significant, impact on our future GAAP financial results.

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Appendix

Reconciliation of Net Income (Loss) to Adjusted EBITDA

	THREE MONTHS ENDED SEPTEMBER 30,		NINE MONTHS ENDED SEPTEMBER 30,	
	2025	2024	2025	2024
	(in thousands)			
Net income (loss)(a)	$ 1,525	$ (1,371)	$ 4,300	$ (18,628)
Interest expense(a)	5,011	5,187	14,619	16,516
Interest income(a)	(1,270)	(2,609)	(4,155)	(7,669)
(Benefit from) Provision for income taxes(a)	(1,792)	(290)	6,226	(736)
Intangible asset amortization and fixed assets depreciation(a)	18,626	16,792	56,058	49,817
Currency (gain) loss(a)	(534)	1,546	(1,173)	2,526
Equity-based compensation expense(b)	9,574	8,187	24,889	27,043
Change in fair value of contingent consideration(d)	2,689	2,431	(3,212)	8,092
Acquisition-related expenses(e)	1,104	1,364	2,408	4,151
Transaction-related expenses (f)	—	(128)	—	2,625
Severance expense(g)	—	—	—	183
Reorganization expense(h)	38	1,730	1,123	3,944
Loss (gain) on disposal of fixed assets(i)	31	—	36	13
Executive recruiting expense(j)	—	222	661	645
Litigation and settlement expense(k)	246	—	246	—
Adjusted EBITDA	$ 35,248	$ 33,061	$ 102,026	$ 88,522

Reconciliation of Net Income (Loss) to Adjusted Net Income (Loss)

	THREE MONTHS ENDED SEPTEMBER 30,		NINE MONTHS ENDED SEPTEMBER 30,	
	2025	2024	2025	2024
	(in thousands)			
Net income (loss) (a)	$ 1,525	$ (1,371)	$ 4,300	$ (18,628)
Currency (gain) loss(a)	(534)	1,546	(1,173)	2,526
Equity-based compensation expense(b)	9,574	8,187	24,889	27,043
Amortization of acquisition-related intangible assets(c)	14,050	13,351	42,120	40,041
Change in fair value of contingent consideration(d)	2,689	2,431	(3,212)	8,092
Acquisition-related expenses(e)	1,104	1,364	2,408	4,151
Transaction-related expenses (f)	—	(128)	—	2,625
Severance expense(g)	—	—	—	183
Reorganization expense(h)	38	1,730	1,123	3,944
Loss (gain) on disposal of fixed assets(i)	31	—	36	13
Executive recruiting expense(j)	—	222	661	645
Litigation and settlement expense(k)	246	—	246	—
Income tax expense impact of adjustments(l)	(6,477)	(7,079)	(15,348)	(22,442)
Adjusted net income	$ 22,246	$ 20,253	$ 56,050	$ 48,193

19

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Reconciliation of Diluted Earnings Per Share to Adjusted Diluted Earnings Per Share

	THREE MONTHS ENDED SEPTEMBER 30,		NINE MONTHS ENDED SEPTEMBER 30,	
	2025	2024	2025	2024
Diluted earnings per share(a)	$ 0.01	$ (0.01)	$ 0.03	$ (0.12)
Currency (gain) loss(a)	-	0.01	-	0.02
Equity-based compensation expense(b)	0.06	0.05	0.16	0.17
Amortization of acquisition-related intangible assets(c)	0.08	0.08	0.26	0.25
Change in fair value of contingent consideration(d)	0.02	0.02	(0.02)	0.05
Acquisition-related expenses(e)	0.01	0.01	0.01	0.03
Transaction-related expenses (f)	-	-	-	0.02
Severance expense(g)	-	-	-	-
Reorganization expense(h)	-	0.01	0.01	0.02
Loss (gain) on disposal of fixed assets(i)	-	-	-	-
Executive recruiting expense(j)	-	-	-	-
Litigation and settlement expense(k)	-	-	-	-
Income tax expense impact of adjustments(l)	(0.04)	(0.04)	(0.10)	(0.14)
Adjusted Diluted Earnings Per Share	$ 0.14	$ 0.13	$ 0.35	$ 0.30
Basic weighted average common shares	160,403,011	160,642,052	160,769,603	160,225,375
Effect of potentially dilutive shares outstanding (m)	197,559	323,745	494,273	723,301
Adjusted diluted weighted average common	160,600,570	160,965,797	161,263,876	160,948,676

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Reconciliation of Revenues to the Revenues Adjusted for Constant Currency

	THREE MONTHS ENDED SEPTEMBER 30,			Change			
	2025	2025	2024	$	%	$	%
	Actual (GAAP)	CC (non-GAAP)	Actual (GAAP)	Actual (GAAP)	Actual (GAAP)	CC Impact (non-GAAP)	(non-GAAP)
				(in thousands except percentage)			
Revenue							
Software	$ 43,830	$ 43,551	$ 35,912	$ 7,918	22%	$ (279)	21%
Services	60,786	60,504	58,908	1,878	3%	(282)	3%
Total Revenue	$ 104,616	$ 104,055	$ 94,820	$ 9,796	10%	$ (561)	10%

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Notes to Reconciliations

a) Represents a measure determined under GAAP.

b) Represents expense related to equity-based compensation. Equity-based compensation has been, and will continue to be for the foreseeable future, a recurring expense in our business and an important part of our compensation strategy.

c) Represents amortization costs associated with acquired intangible assets in connection with business acquisitions.

d) Represents expense associated with remeasuring fair value of contingent consideration of business acquisition.

e) Represents costs associated with mergers and acquisitions and any retention bonuses pursuant to the acquisitions.

f) Represents costs associated with our public offerings that are not capitalized, as well as debt issuance costs that are not deferred or treated as a contra-liability directly deducted from the carrying value of the associated debt liability.

g) Represents charges charges for severance provided to former executives.

h) Represents expenses related to reorganization, including legal entity reorganization and lease abandonment costs associated with the evaluation of our office space footprint.

i) Represents the gain/loss related to disposal of fixed assets.

j) Represents recruiting and relocation expenses related to hiring senior executives.

k) Represents expense related to employment litigation and settlement.

l) Represents the income tax effect of the non-GAAP adjustments calculated using the applicable statutory rate by jurisdiction.

m) Represents potentially dilutive shares that were included from our GAAP diluted weighted average common shares outstanding.

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Accelerating Medicines, Together