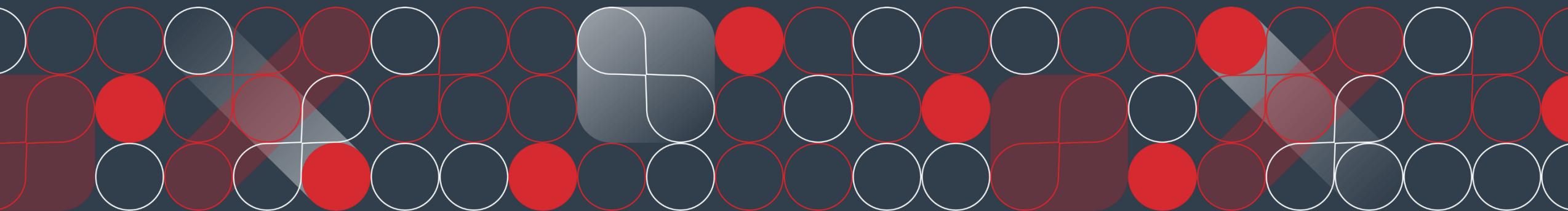




First Quarter 2025 Financial Results

May 5, 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.

Non-GAAP Financial Information

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.

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 **1,540** employees, **400** with PhDs in 33 countries; seven of the world's 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

A Trusted Life Sciences Partner

2,400+

Customers across 70 countries;
30 of the top 30 biopharma

1540+

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.

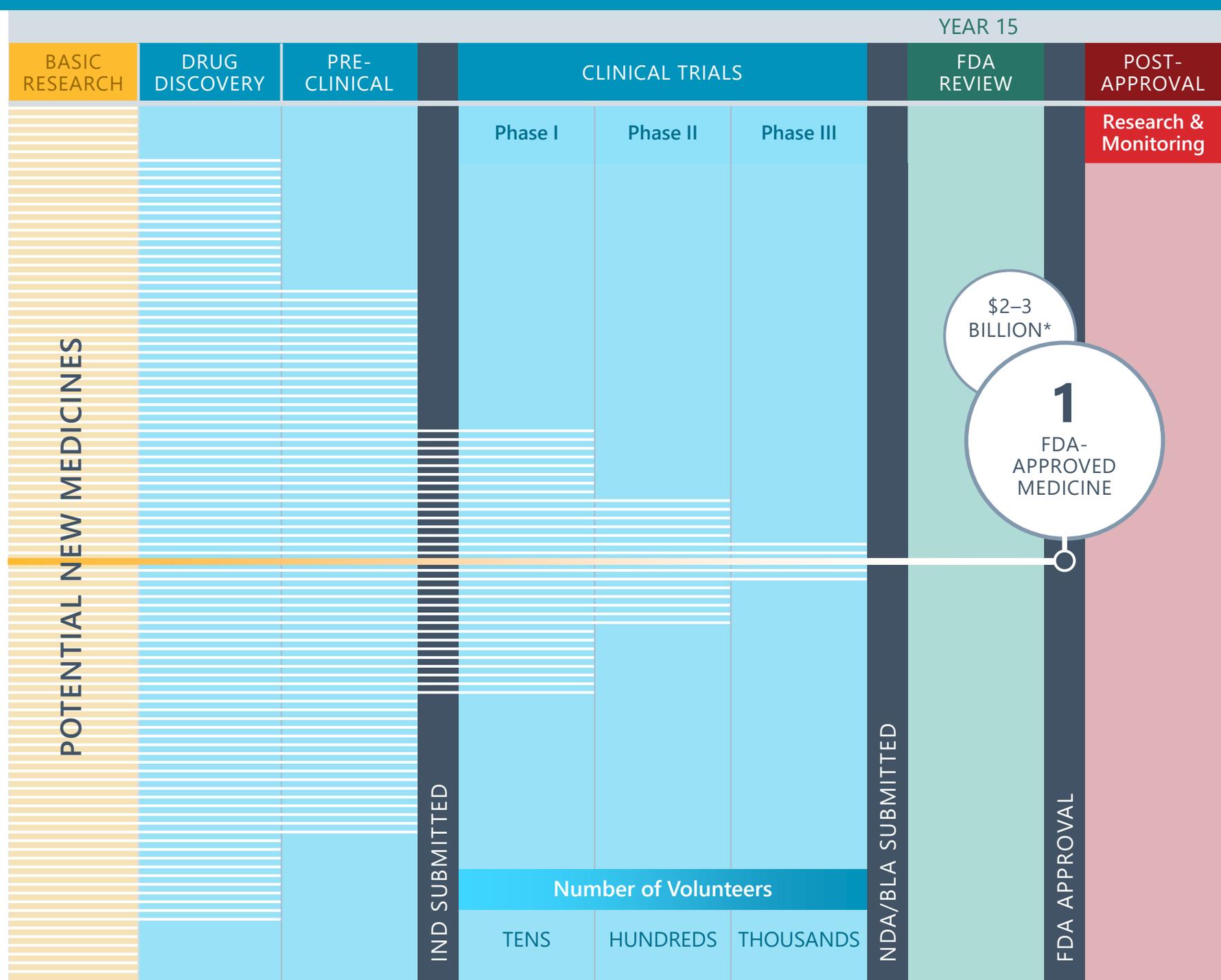
Drug Development Needs a New Model

88% OF NEW MEDICINES THAT ENTER CLINICAL TRIALS FAIL*

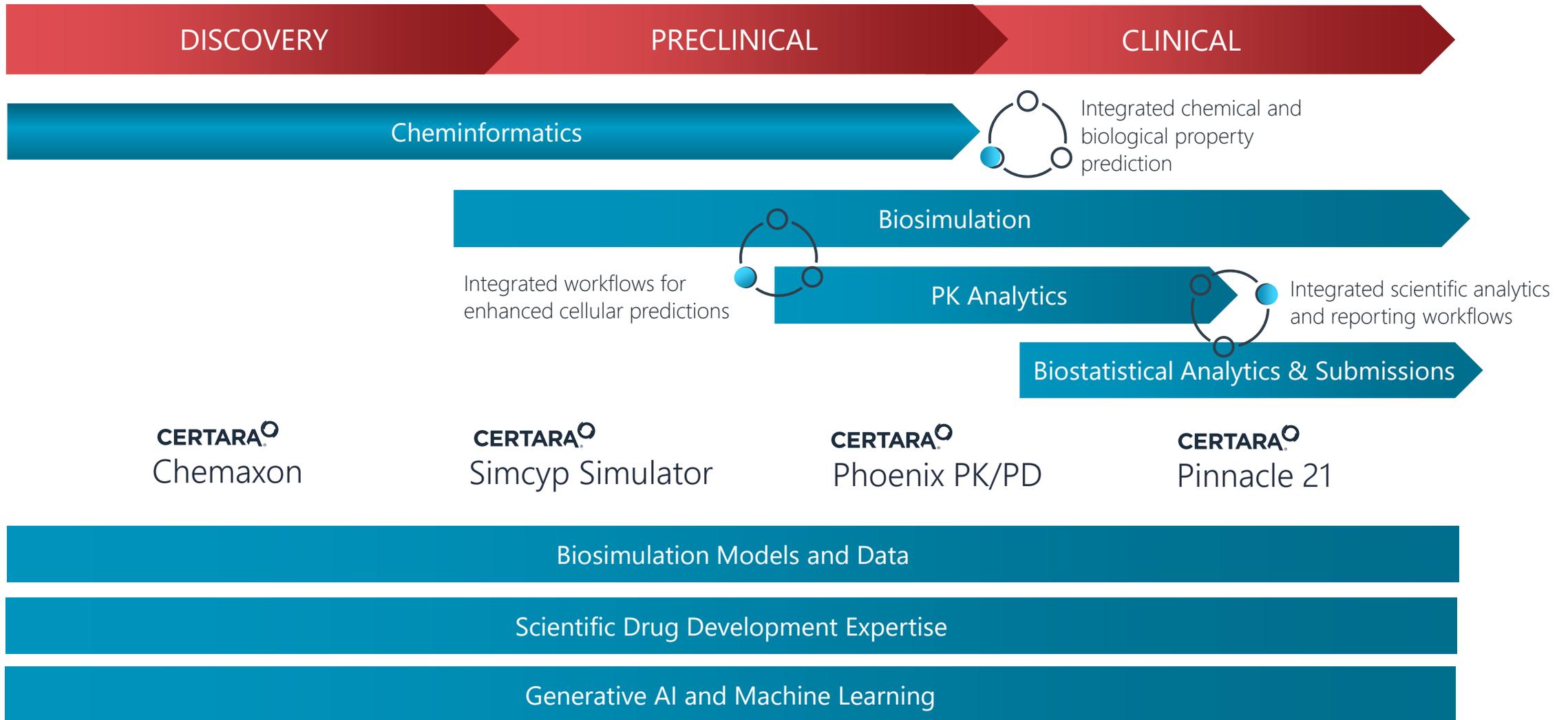
- 40–50% lack clinical efficacy
- 20–30% unmanageable toxicity
- 10–15% poor pharmacokinetic (PK) properties
- 10%+ fail due to lack of commercial viability*

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

<https://ftlscience.com/process-costs-drug-development/>



CERTARA[®] Biosimulation Platform



Financial Highlights

First Quarter 2025



10% GAAP YoY change

10% CC YoY change⁽¹⁾

PY (\$4.7M)

20% YoY change

PY (\$0.03)

PY \$0.10

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

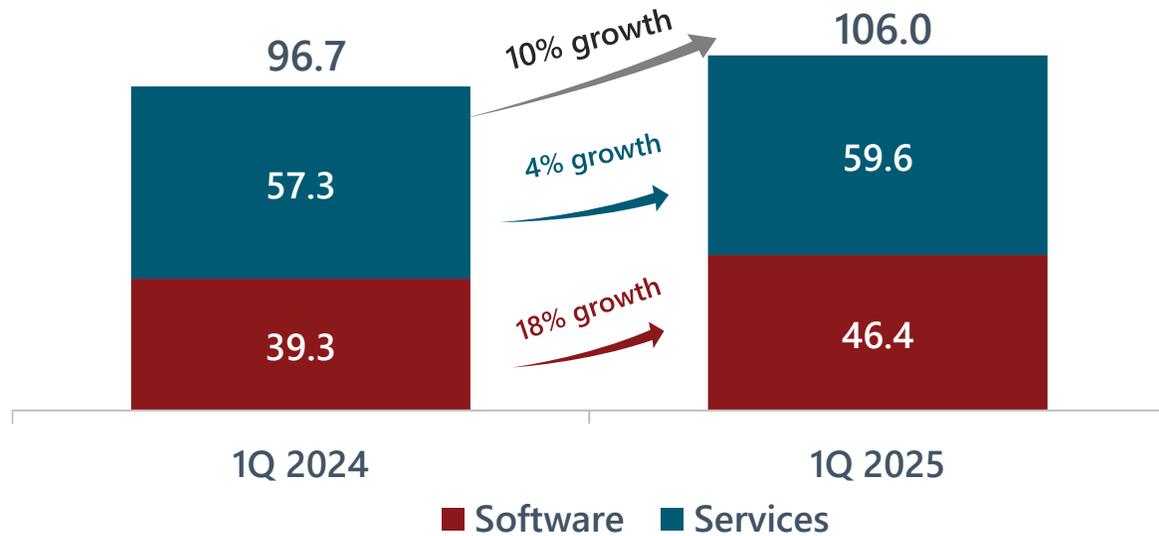
(2) See Appendix for reconciliation of net income (loss) to adjusted EBITDA

(3) See Appendix for reconciliation of Diluted Earnings Per Share to Adjusted Diluted Earnings Per Share

1Q 2025 Results - Revenue

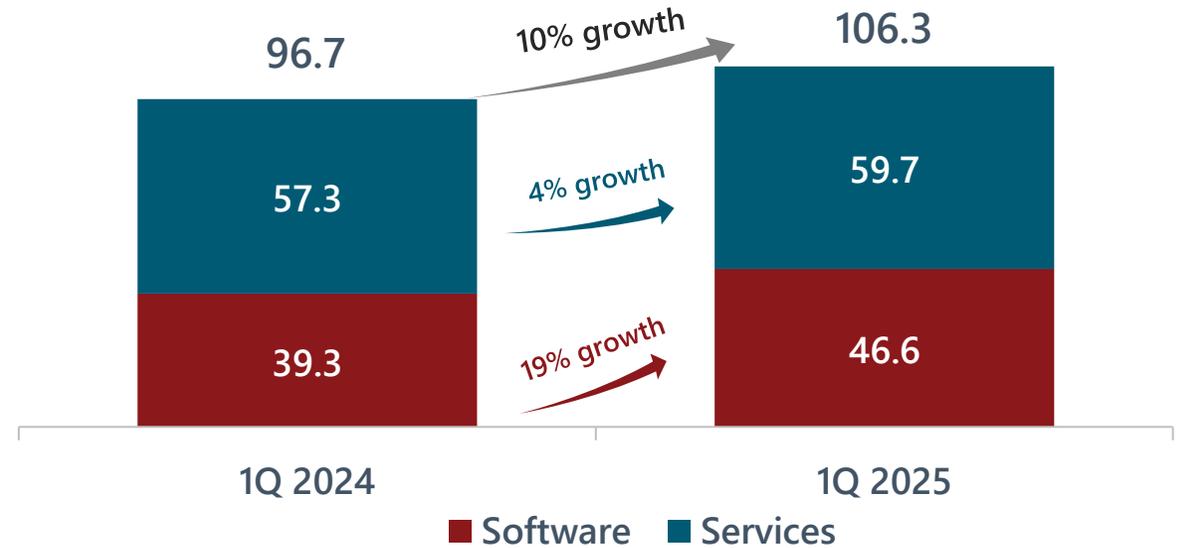
GAAP Reported Revenue

(\$Millions)



Constant Currency Revenue⁽¹⁾

(\$Millions)

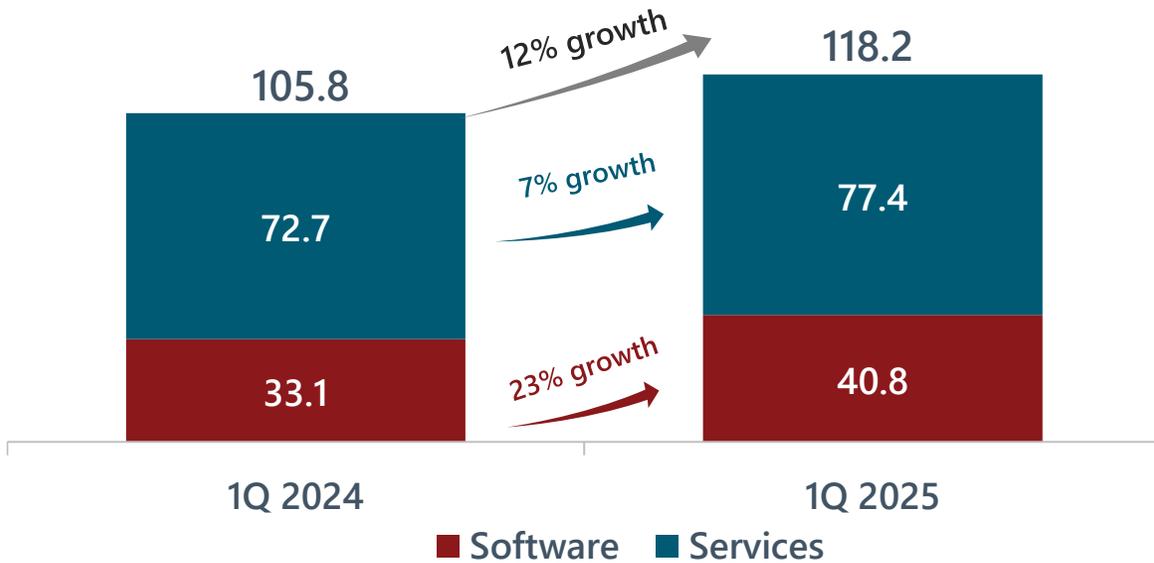


Certara reported 10% constant currency⁽¹⁾ revenue growth

1Q 2025 and TTM Results - Net Bookings

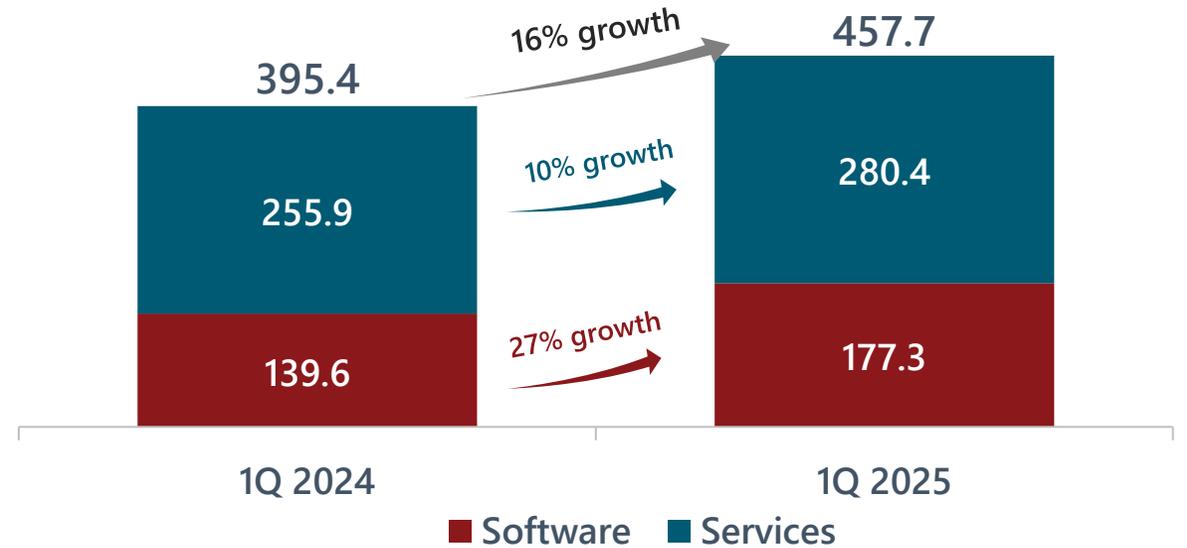
1Q Reported Net Bookings

(\$Millions)



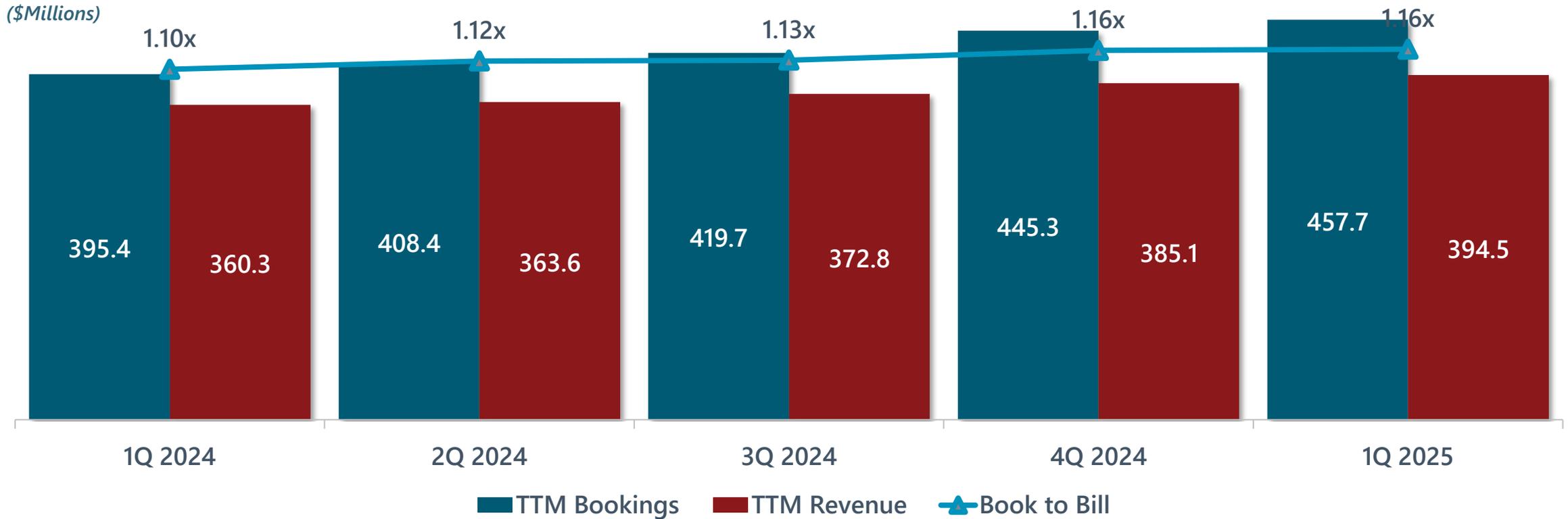
TTM Reported Net Bookings

(\$Millions)



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

Historical TTM Book to Bill



Book to bill provides forward visibility into revenue growth

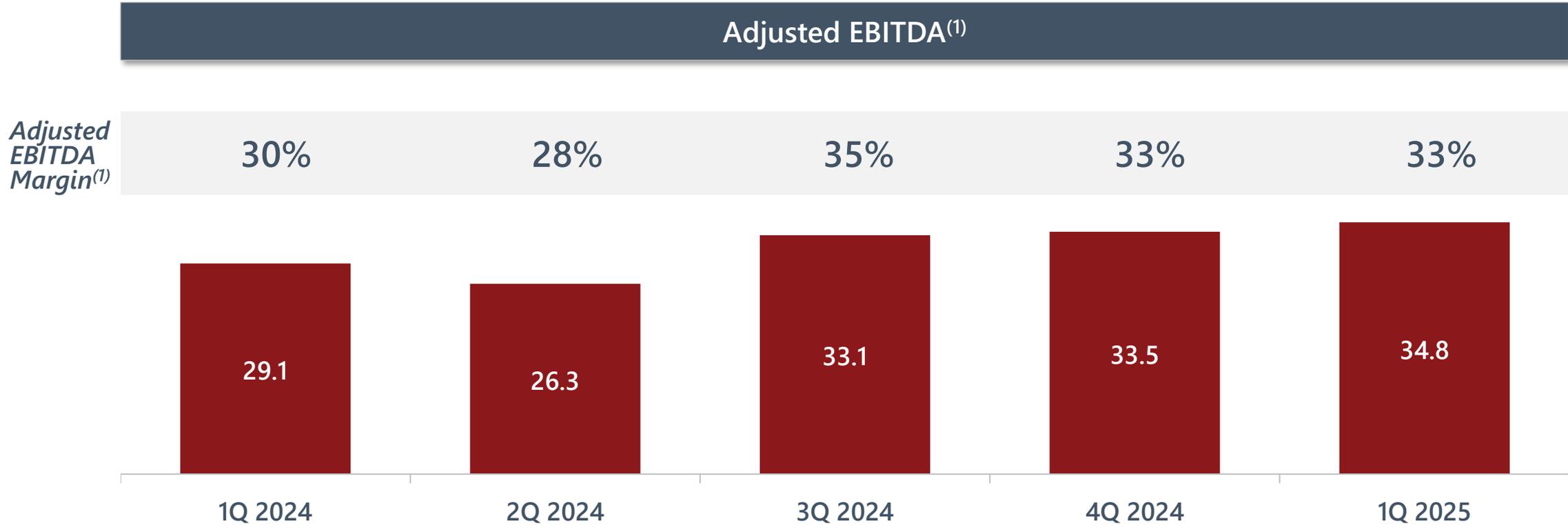
Historical Software Net Retention Rate (NRR)⁽¹⁾



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.

1Q 2025 Results – Adjusted EBITDA



1Q25 Adjusted EBITDA grew 20% vs. the prior year period

1Q 2025 Results – Reconciliation of Revenue & Bookings Growth

1Q 2025 Revenue	
Item	Growth Contribution
Organic Software⁽¹⁾	+4%
+ Chemaxon	~1410 bps
Reported Software	+18%

1Q 2025 Bookings	
Item	Growth Contribution
Organic Software⁽¹⁾	+9%
+ Chemaxon	+1340 bps
Reported Software	+23%

Organic Services⁽¹⁾	+3%
+ Chemaxon	~50 bps
Reported Services	+4%

Organic Services⁽¹⁾	+6%
+ Chemaxon	~60 bps
Reported Services	+7%

Organic Total⁽¹⁾	+4%
+ Chemaxon	~610 bps
Total Revenue	+10%

Organic Total⁽¹⁾	+7%
+ Chemaxon	~460 bps
Total Bookings	+12%

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

1Q25 Business Updates

Key Takeaways from First Quarter Performance:



Strong First Quarter Performance

- Solid performance across the portfolio drives 10% y/y revenue growth, 12% y/y bookings growth.
- Software growth strong across Tier 1 & Tier 3, while softness in Tier 1 biosimulation services was offset by strength from Tiers 2 & 3.



Evolving Opportunity for Certara in Preclinical

- FDA plan to phase out animal testing requirement for mAbs and other drugs presents an opportunity for PBPK & QSP Modeling in preclinical.
- Recently launched *Non-animal Navigator*, a hybrid software & services solution to help customers understand our alternatives to animal testing.



Investing in the Biosimulation Market Opportunity

- Certara remains focused on internal investment in biosimulation capabilities and strategic M&A to drive long-term growth
- \$100M share repurchase authorization reflects BOD's confidence in the company's investments and provides additional capital allocation flexibility.

1Q25 Bookings y/y Trends – Pharma/Biotech Customers

Tier ¹	Software Bookings +23% y/y	Services Bookings +7% y/y
I	 Strongest area of y/y growth driven by expansion & upsell within existing customers	 Softness due to cautious customer spending, with strength in regulatory
II	 Declined y/y due to timing of renewals	 Strong growth driven by commercial execution across biosimulation and regulatory
III	 Strong y/y growth in software bookings, driven by further adoption of biosimulation	 Strong growth driven by commercial execution across biosimulation and regulatory

Software bookings driven by expansion of biosimulation to new customers and new users
Slowness in T1 biosim services, with strength in regulatory services & across T2 & T3

2025 Outlook

Reiterated FY 2025 guidance



This financial guidance is provided as of May 5, 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.

Key Assumptions 2025 Guidance

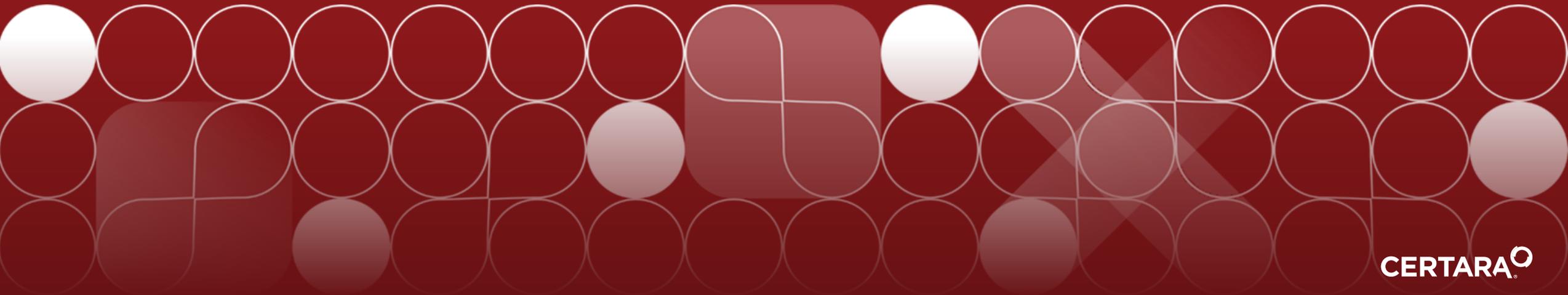
Reported revenue growth of
8-10%

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

Fully diluted shares expected to
be in the range of **162-164M**

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

Appendix



Reconciliation of Net Income (Loss) to Adjusted EBITDA

	THREE MONTHS ENDED	
	MARCH 31,	
	2025	2024
	(in thousands)	
Net income (loss)(a)	\$ 4,743	\$ (4,683)
Interest expense(a)	4,806	5,751
Interest income(a)	(1,642)	(2,574)
Benefit from income taxes(a)	(201)	(751)
Depreciation and amortization expense(a)	873	432
Intangible asset amortization(a)	17,741	15,996
Currency (gain) loss(a)	(62)	876
Equity-based compensation expense(b)	7,070	9,073
Change in fair value of contingent consideration(d)	(179)	2,878
Acquisition-related expenses(e)	876	1,714
Reorganization expense(f)	151	51
Loss on disposal of fixed assets(g)	6	—
Executive recruiting expense(h)	661	380
Adjusted EBITDA	<u>\$ 34,843</u>	<u>\$ 29,143</u>

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

	THREE MONTHS ENDED	
	MARCH 31,	
	2025	2024
	(in thousands)	
Net income (loss) (a)	\$ 4,743	\$ (4,683)
Currency (gain) loss(a)	(62)	876
Equity-based compensation expense(b)	7,070	9,073
Amortization of acquisition-related intangible assets(c)	14,052	13,348
Change in fair value of contingent consideration(d)	(179)	2,878
Acquisition-related expenses(e)	876	1,714
Reorganization expense(f)	151	51
Loss on disposal of fixed assets(g)	6	—
Executive recruiting expense(h)	661	380
Income tax expense impact of adjustments(i)	(5,071)	(7,089)
Adjusted net income	<u>\$ 22,247</u>	<u>\$ 16,548</u>

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

	THREE MONTHS ENDED	
	MARCH 31,	
	2025	2024
	(In thousands except share and per share data)	
Diluted earnings per share(a)	\$ 0.03	\$ (0.03)
Currency (gain) loss(a)	—	0.01
Equity-based compensation expense(b)	0.04	0.05
Amortization of acquisition-related intangible assets(c)	0.09	0.08
Change in fair value of contingent consideration(d)	—	0.02
Acquisition-related expenses(e)	0.01	0.01
Reorganization expense(f)	—	—
Loss on disposal of fixed assets(g)	—	—
Executive recruiting expense(h)	—	—
Income tax expense impact of adjustments(i)	(0.03)	(0.04)
Adjusted Diluted Earnings Per Share	\$ 0.14	\$ 0.10
Basic weighted average common shares outstanding	160,996,258	159,524,270
Effect of potentially dilutive shares outstanding (k)	354,034	889,094
Adjusted diluted weighted average common shares outstanding	161,350,292	160,413,364

Reconciliation of Revenues to the Revenues Adjusted for Constant Currency

	THREE MONTHS ENDED MARCH 31,			Change			
	2025	2024	2024	\$	%	\$	%
	Actual (GAAP)	CC (non-GAAP)	Actual (GAAP)	Actual (GAAP)	Actual (GAAP)	CC Impact (non-GAAP)	(non-GAAP)
(in thousands except percentage)							
Revenue							
Software	\$ 46,369	\$ 46,624	\$ 39,307	\$ 7,062	18%	\$ 255	19%
Services	59,635	59,695	57,347	2,288	4%	60	4%
Total Revenue	\$ 106,004	\$ 106,319	\$ 96,654	\$ 9,350	10%	\$ 315	10%

Notes to Reconciliations

- a) Represents amounts as 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 expenses related to reorganization, including legal entity reorganization and lease abandonment costs associated with the evaluation of our office space footprint.
- g) Represents the gain/loss related to disposal of fixed assets.
- h) Represents recruiting and relocation expenses related to hiring senior executives.
- i) Represents the income tax effect of the non-GAAP adjustments calculated using the applicable statutory rate by jurisdiction.
- j) Represents potentially dilutive shares that were included from our GAAP diluted weighted average common shares outstanding.



Accelerating Medicines, Together

