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Third Quarter 2026 Financial Results

November 5, 2026

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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 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, goodwill impairment, change in fair value of contingent consideration, 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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Financial Highlights

Third Quarter 2026 from Continuing Operations

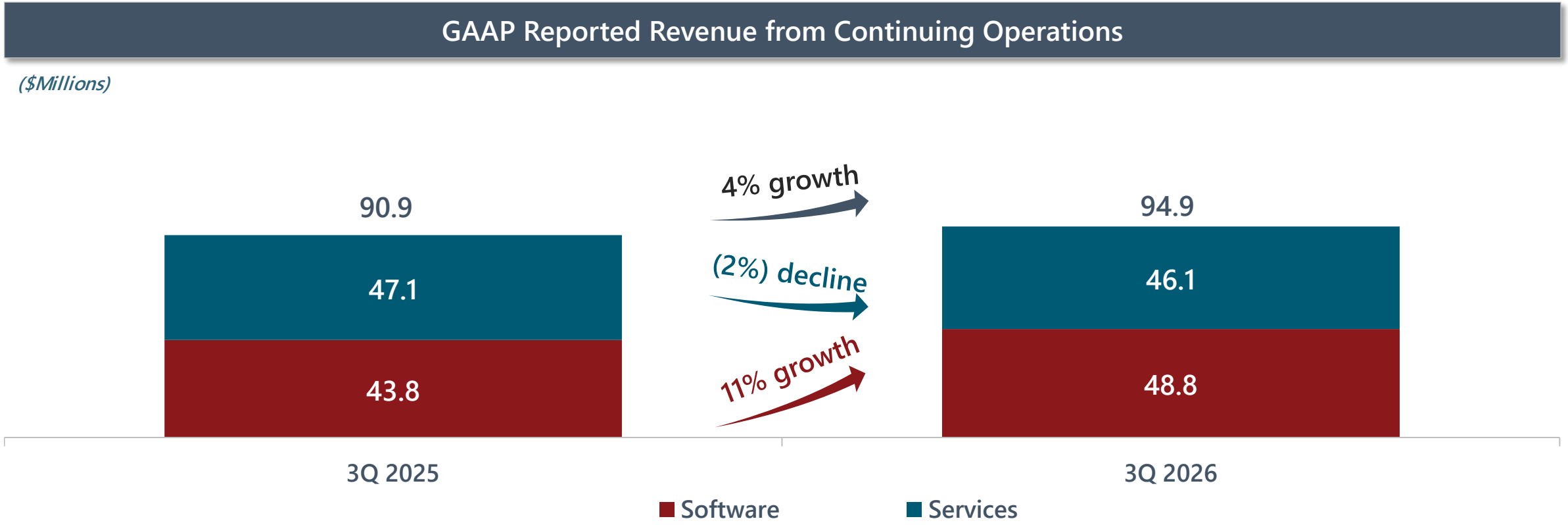


4% YoY change	PY ($4.8)M	6% YoY change	PY ($0.03)	PY $0.09

(1) See Appendix for reconciliation of net income (loss) to adjusted EBITDA
(2) See Appendix for reconciliation of Diluted Earnings Per Share to Adjusted Diluted Earnings Per Share

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3Q 2026 Results - Revenue



Certara reported 4% revenue growth during the third quarter

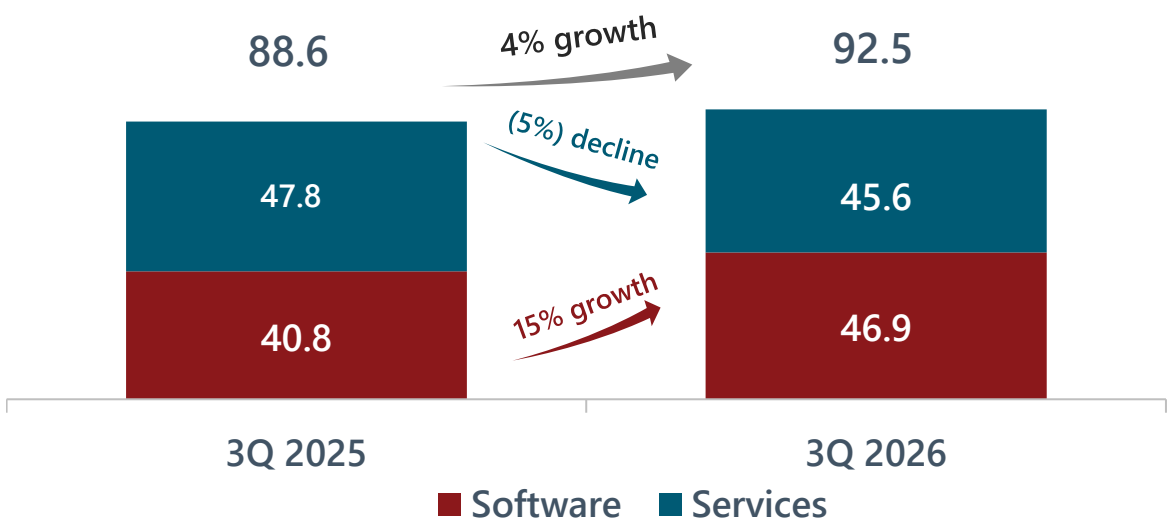
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3Q 2026 and TTM Results - Net Bookings

Excluding the Regulatory and Medical Writing Business

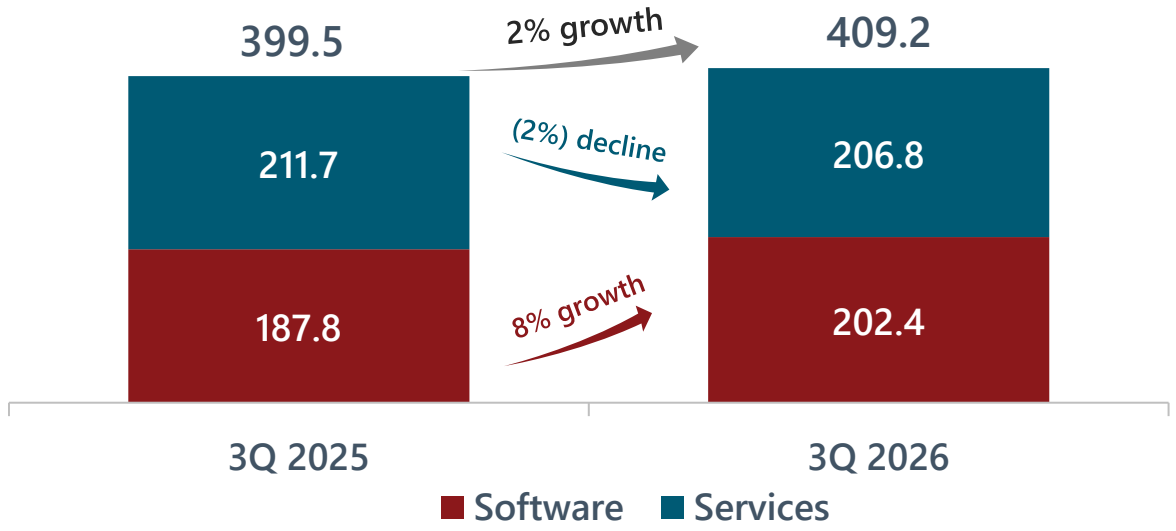
3Q Reported Net Bookings

($Millions)



TTM Reported Net Bookings

($Millions)



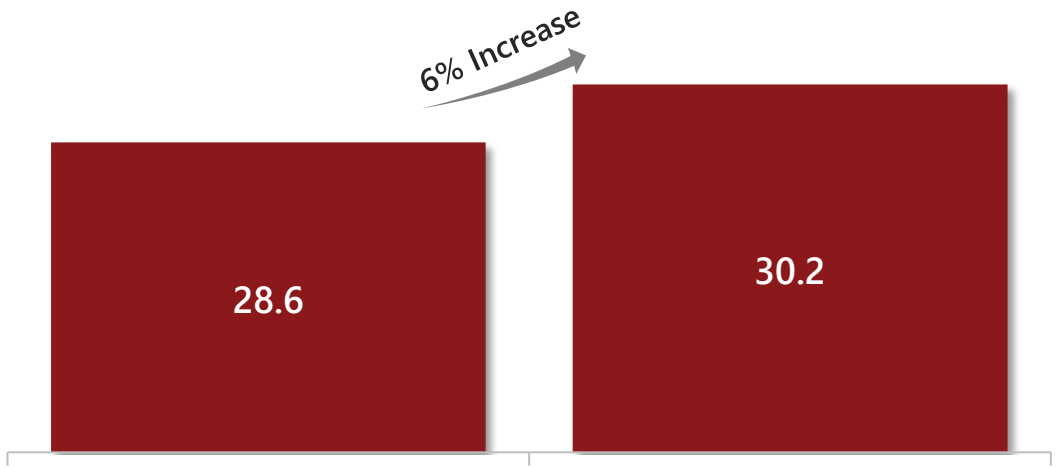
Trailing twelve-month bookings were up 2% vs. the prior year period

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3Q 2026 Results – Adjusted EBITDA

3Q Adjusted EBITDA from Continuing Operations[1]

($Millions)



	3Q 2025	3Q 2026
Adjusted EBITDA Margin[1]	31.5%	31.8%[2]

3Q26 Adjusted EBITDA increased 6% vs. the prior year period

(1) See Appendix for a reconciliation of net income (loss) to adjusted EBITDA
(2) Adjusted EBITDA margin reflects residual shared corporate costs retained following the divestiture of the Regulatory and Medical Writing business.

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Financial Outlook

Financial guidance for Continuing Operations



Financial results of the Regulatory and Medical Writing business will be reported as discontinued operations for 2026. Through the transaction closing on May 8th, the year-to-date discontinued operations Revenue was $19.2 million.

Key Assumptions 2026 Guidance

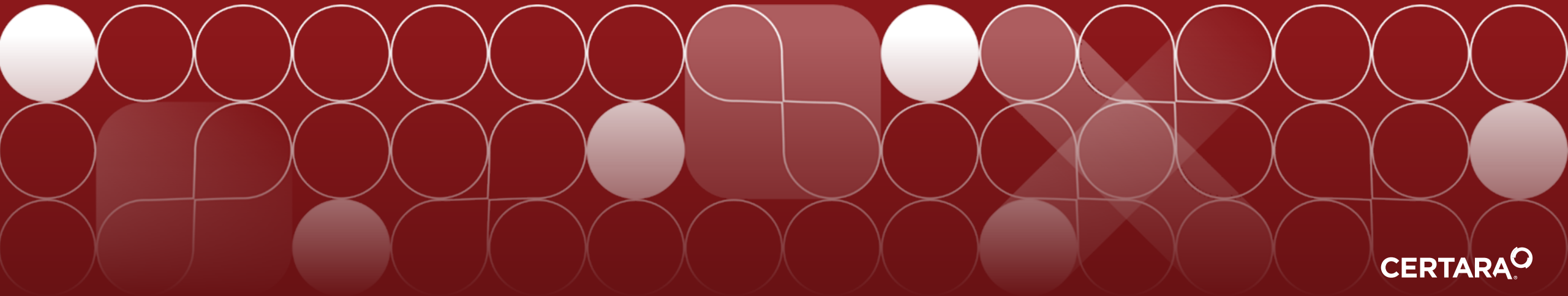
- Ex-regulatory revenue growth of **2-3%**
- Fully diluted shares expected to be in the range of **155-157M**
- Tax rate expected to be in the range of **25-30%**

This financial guidance is provided as of November 5, 2026, 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 margin 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



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Regulatory and Medical Writing – Supplemental Information

On April 22nd, 2026, Certara announced it has entered into a definitive agreement to sell its Regulatory and Medical Writing business to Veristat for a consideration of up to $135 million. The transaction closed on May 8th, 2026.

Historical Regulatory and Medical Writing Revenue

1Q24	2Q24	3Q24	4Q24	FY24	1Q25	2Q25	3Q25	4Q25	FY25
$12.9M	$13.4M	$14.9M	$14.1M	**$55.3M**	$13.9M	$12.2M	$13.7M	$12.0M	**$51.8M**

In 2025, the Regulatory and Medical Writing business generated $52 million in revenue and $17 million in adjusted EBITDA, including unallocated corporate expense that remained with the Company; excluding that unallocated corporate expense, the business's 2025 adjusted EBITDA was $23 million.

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Reconciliation of Net Income (Loss) to Adjusted EBITDA

	THREE MONTHS ENDED SEPTEMBER 30,		NINE MONTHS ENDED SEPTEMBER 30,	
	2026	2025	2026	2025
	(in thousands)			
Net income (loss) from continuing operations(a)	$ (3,579)	$ (4,838)	$ (21,485)	$ (1,837)
Interest expense(a)	5,038	5,011	14,966	14,619
Interest income(a)	(1,297)	(1,270)	(3,366)	(4,155)
(Benefit from) Provision for income taxes(a)	2,399	1,004	4,013	3,587
Intangible asset amortization and fixed assets depreciation(a)	16,317	15,543	48,659	46,814
Currency (gain) loss(a)	(105)	(534)	2,313	(1,173)
Equity-based compensation expense(b)	6,016	9,574	19,430	24,889
Change in fair value of contingent consideration(d)	—	2,689	7,230	(3,212)
Acquisition-related expenses(e)	351	1,104	237	2,408
Reorganization expense(f)	2,951	38	7,138	1,123
Severance expense(g)	590	—	590	—
Loss (gain) on disposal of fixed assets(h)	—	31	(14)	36
Executive recruiting expense(i)	1,237	—	3,088	661
Litigation expense (j)	291	246	291	246
Adjusted EBITDA	$ 30,209	$ 28,598	$ 83,090	$ 84,006

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

	THREE MONTHS ENDED SEPTEMBER 30,		NINE MONTHS ENDED SEPTEMBER 30,	
	2026	2025	2026	2025
	(in thousands)			
Net income (loss) from continuing operations(a)	$ (3,579)	$ (4,838)	$ (21,485)	$ (1,837)
Currency (gain) loss(a)	(105)	(534)	2,313	(1,173)
Equity-based compensation expense(b)	6,016	9,574	19,430	24,889
Amortization of acquisition-related intangible assets(c)	10,865	10,979	32,505	32,918
Change in fair value of contingent consideration(d)	—	2,689	7,230	(3,212)
Acquisition-related expenses(e)	351	1,104	237	2,408
Reorganization expense(f)	2,951	38	7,138	1,123
Severance expense(g)	590	—	590	—
Loss (gain) on disposal of fixed assets(h)	—	31	(14)	36
Executive recruiting expense(i)	1,237	—	3,088	661
Litigation expense (j)	291	246	291	246
Income tax expense impact of adjustments(k)	(5,085)	(5,491)	(16,217)	(12,812)
Adjusted net income	$ 13,532	$ 13,798	$ 35,106	$ 43,247

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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,	
	2026	2025	2026	2025
Diluted earnings per share from continuing operations (a)	$ (0.02)	$ (0.03)	$ (0.14)	$ (0.01)
Currency (gain) loss(a)	-	-	0.01	(0.01)
Equity-based compensation expense(b)	0.04	0.06	0.13	0.16
Amortization of acquisition-related intangible assets(c)	0.07	0.07	0.21	0.21
Change in fair value of contingent consideration(d)	-	0.02	0.05	(0.02)
Acquisition-related expenses(e)	-	0.01	-	0.01
Reorganization expense(f)	0.02	-	0.05	0.01
Severance expense(g)	-	-	-	-
Loss (gain) on disposal of fixed assets(h)	-	-	-	-
Executive recruiting expense(i)	0.01	-	0.02	-
Litigation expense (j)	-	-	-	-
Income tax expense impact of adjustments(k)	(0.03)	(0.04)	(0.10)	(0.08)
Adjusted diluted earnings per share	$ 0.09	$ 0.09	$ 0.23	$ 0.27
Basic weighted average common shares outstanding	152,694,317	160,403,011	154,916,712	160,769,603
Effect of potentially dilutive shares outstanding (l)	873,156	197,559	581,604	494,273
Adjusted diluted weighted average common shares outstanding	153,567,473	160,600,570	155,498,316	161,263,876

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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 fair value adjustment or adjustment 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 charges for severance provided to former executives.

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

(i) Represents recruiting, relocation expenses, and retention costs related to senior executives.

(j) Represents expenses related to a non-recurring litigation outside the normal course of business.

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

(l) Represents potentially dilutive shares that were included from our GAAP diluted weighted average common shares outstanding, to the extent such shares are not antidilutive.

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