CERTARA®

Accelerating Medicines, Together

Disclaimer

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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.

Our Mission

We accelerate medicines to patients
using biosimulation software, technology and services
to transform traditional drug discovery and development.

Certara at a Glance

BUSINESS

20+ Year
History of innovation

~1,400 Employees[1]

430+ with Ph.D.s, Pharm.D.s and M.D.s

21 Acquisitions
Track record of accretive, complementary acquisitions

END-TO-END PLATFORM

Software

- Biosimulation
- Regulatory & compliance
- Market access

Technology-Driven Services

- Drug discovery & development with biosimulation
- Regulatory science
- Market access

$14B TAM growing at **8-17%** CAGR[2]

CUSTOMERS[3]

~2,400
Customers across 66 countries

10+ Year
Average tenure for top 30 customers

389 customers with ACV > $100,000

63 customers with ACV > $1M

3Q 2024 FINANCIALS

$**94.8M** Revenue

11% GAAP YoY Growth
10% CC YoY Growth[4]

Net Income (**$1.4M**)
PY ($47.4M)[5]

$33.1M
Reported Adjusted EBITDA[6]
PY $28.8M

35% Adjusted EBITDA Margin[6]

(1) Employee data as of 12/31/2023
(2) Market research reports from Grand View and SpendEdge; as of 2024
(3) Customer data as of 12/31/2023
(4) See Appendix for reconciliation of GAAP revenue to constant currency (non-GAAP revenue)
(5) PY Net Income includes $47.0M Goodwill Impairment Expense
(6) See Appendix for reconciliation of net income (loss) to adjusted EBITDA

CERTARA

Biosimulation is transforming traditional drug R&D

Traditional R&D Pain Points	Benefits of Biosimulation
• On average, it takes more than **10 years and $2B** to bring a drug to market[1]	• ***In silico* trials can replace human clinical trials** in certain cases, saving significant time and money
• The probability of success of compounds entering **Phase I trials is only 7%[2],** and even in **Phase III, just 53%[3]** of drugs reach the market	• Biosimulation helps to **increase probability of success in human clinical trials**, the most expensive part of drug development
• ~70% of drugs that failed in Phase II or Phase III trials[4] **failed due to safety and efficacy issues**	• Biosimulation helps to **optimize dosing for different populations** for enhanced safety and efficacy

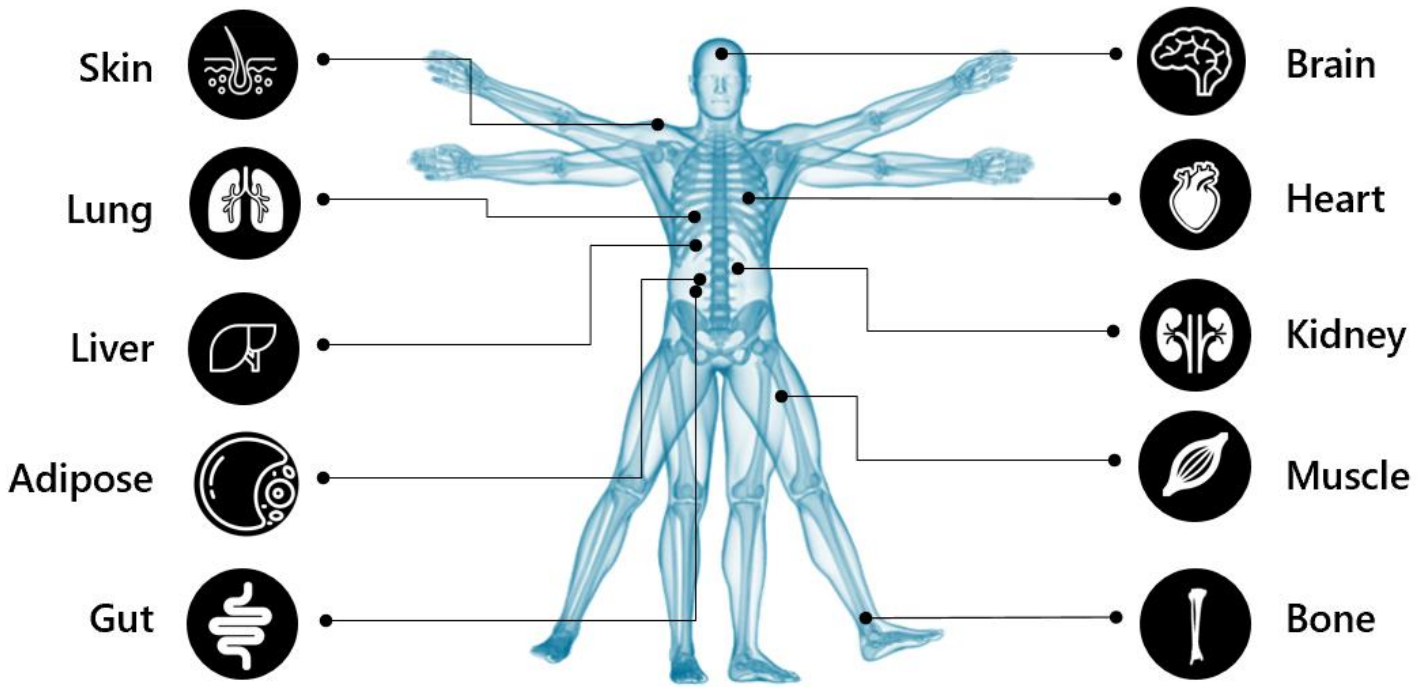
Biosimulation can deliver significant time and cost savings in drug discovery and development

1. Biopharmaceutical Research and Development: The Process Behind New Medicines. www.PhRMA.org, January 2012, Washington, US http://phrma-docs.phrma.org/sites/default/files/pdf/rd_brochure_022307.pdf
2. Dowden, H. et al. Trends in clinical success rates and therapeutic focus. *Nature Reviews Drug Discovery* 18, 495-496 (2019)
3. EvaluatePharma. World Preview. 2020
4. Harrison, R. Phase II and phase III failures: 2013 – 2015. *Nat Rev Drug Discov* 15, 817-818 (2016). https://doi.org/10.1038/nrd.2017.184

Biosimulation utilizes virtual patients to conduct *in silico* trials

Biosimulation is the computer-aided mathematical modeling of biological processes and systems to simulate and predict how the body affects the drug and how the drug affects the body

Simcyp Advanced Models for 10 Organs



Biosimulation Software Applications

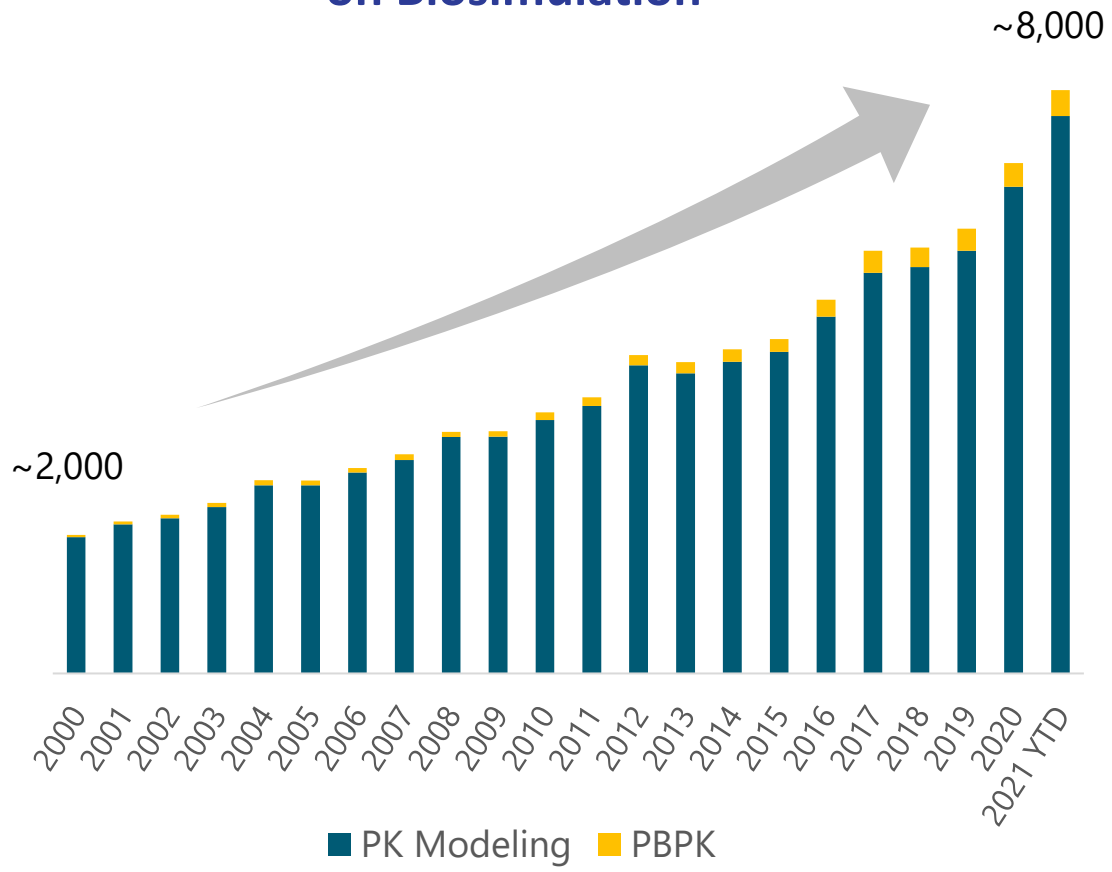
- First-in-Human Dosing
- Drug-Drug Interactions
- Clinical Study Design
- Pediatric Dosing
- Bioequivalence
- Formulation
- Renal Impairment
- Hepatic Impairment
- Reduced Cardiac Output
- Food Effect

We have created 29 different virtual patient populations and mathematical models for 10 organs

CERTARA

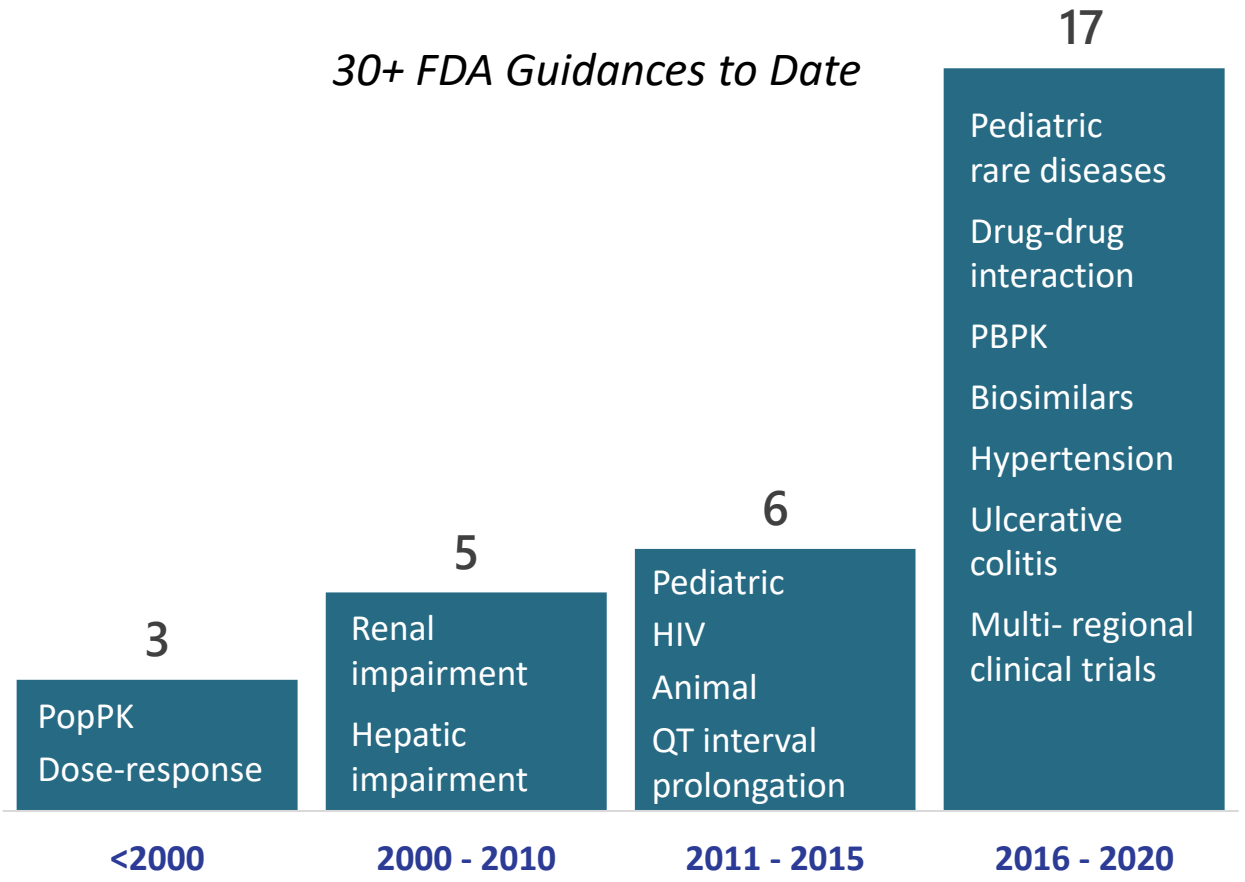
Growing industry and regulatory adoption of biosimulation

Number of Scientific Publications on Biosimulation



Increased Incorporation of Biosimulation with FDA Guidance[2]

30+ FDA Guidances to Date



1. Science Direct search for publications by key search terms
2. Model-Informed Drug Development: Current US Regulatory Practice and Future Considerations. Wang et al. Clinical Pharmacology and Therapeutics, April 2019

Simcyp software has informed 300+ labels for 100 novel drug approvals

ONCOLOGY	Agios — Tibsovo *(ivosidenib)*	Genentech — Cotellic *(cobimetinib)*	Novartis — Rydapt *(midostaurin)*
	Amgen — Blincyto *(blinatumomab)*	Genentech — Polivy *(polatuzumab vedotin-piiq)*	Novartis — Tabrecta *(capmatinib)*
	Amgen — Lumakras *(sotorasib)*	Genentech — Rozlytrek *(entrectinib)*	Novartis — Zykadia *(ceritinib)*
	Ariad — Alunbrig *(brigatinib)*	Incyte — Pemazyre *(pemigatinib)*	Novartis — Jakavi *(ruxolitinib)*
	Ariad (Takeda) — Iclusig *(ponatinib)*	Janssen — Balversa *(erdafitinib)*	Pfizer — Bosulif *(bosutinib)*
	AstraZeneca — Calquence *(acalabrutinib)*	Janssen — Erleada *(apalutamide)*	Pfizer — Lorbrena *(lorlatinib)*
	AstraZeneca — Lynparza *(olaparib)*	Lilly — Retevmo *(selpercatinib)*	Pharmacyclics — Imbruvica *(ibrutinib)*
	AstraZeneca — Tagrisso *(osimertinib)*	Lilly — Verzenio *(abemaciclib)*	Sanofi — Jevtana *(cabazitaxel)*
	Beigene — Brukinsa *(zanubrutinib)*	Loxo Oncology — Vitrakvi *(larotrectinib)*	Seattle Genetics — Tukysa *(tucatinib)*
	BluePrint Medicines — Ayvakit *(avapritinib)*	Mirati — Krazati *(adagrasib)*	Spectrum — Beleodaq *(belinostat)*
	Celgene — Inrebic *(fedratinib hydrochloride)*	Novartis — Farydak *(panobinostat)*	Takeda — Exkivity *(mobocertinib)*
	Daiichi Sankyo — Turalio *(pexidartinib)*	Novartis — Kisqali *(ribociclib succinate)*	Taiho — Lytgobi *(futibatinib)*
	Eisai — Lenvima *(lenvatinib)*	Novartis — Scemblix *(asciminib)*	Verastem — Copiktra *(duvelisib)*
	EMD Serono — Tepmetko *(tepotinib hydrochloride)*	Novartis — Odomzo *(sonidegib)*	
	Genentech — Alecensa *(alectinib)*	Novartis — Vijoice *(alpelisib)*	
RARE DISEASE	AkaRx (Eisai) — Doptelet *(avatrombopag maleate)*	Intercept — Ocaliva *(obeticholic acid)*	PTC Therapeutics — Emflaza *(deflazacort)*
	AstraZeneca — Koselugo *(selumetinib)*	Kadmon — Rezurock *(belumosudil)*	Sanofi Genzyme — Cerdelga *(eliglustat tartrate)*
	Aurinia — Lupkynis *(voclosporin)*	Merck — Welireg *(belzutifan)*	Vertex — Symdeko *(tezacaftor/ivacaftor)*
	Genentech — Enspryng *(satralizumab)*	Mirum — Livmarli *(maralixibat)*	Vertex — Trikafta *(elexacaftor/ivacaftor/tezacaftor)*
	Genentech — Evrysdi *(risdiplam)*	Mitsubishi Tanabe — Dysval *(valbenazyne)*	
	Global Blood Therapeutics — Oxbryta *(voxelotor)*	Novartis — Isturisa *(osilodrostat)*	
CENTRAL NERVOUS SYSTEM	AbbVie — Rinvoq *(upadacitinib)*	Eisai — Dayvigo *(lemborexant)*	Lilly — Reyvow *(lasmiditan succinate)*
	AbbVie — Qulipta *(atogepant)*	Idorsia — Quviviq *(daridorexant)*	Novartis — Mayzent *(siponimod fumaric acid)*
	Alkermes — Aristada *(aripiprazole lauroxil)*	Janssen — Ponvory *(ponesimod)*	UCB — Briviact *(brivaracetam)*
	Alkermes — Lybalvi *(olanzapine/samidorphan)*	Kyowa Kirin — Nourianz *(istradefylline)*	
INFECTIOUS DISEASE	Gilead — Veklury *(remdesivir)*	Merck — Prevymis *(letermovir)*	Tibotec — Edurant *(rilpivirine)*
	Janssen — Olysio *(simeprevir)*	Nabriva — Xenleta *(lefamulin acetate)*	ViiV — Cabenuva Kit *(cabotegravir/rilpivirine)*
	Merck — Pifeltro *(doravirine)*	Novartis — Egaten *(triclabendazole)*	
GASTROENTEROLOGY	AstraZeneca — Movantik *(naloxegol)*	Phathom — Voquezna TriplePak *(vanoprazan/amoxicillin/clarithromycin)*	Shire — Motegrity *(prucalopride)*
	Helsinn — Akynzeo *(fosnetupitant/palonosetron)*	Shionogi — Symproic *(naldemedine)*	
CARDIOVASCULAR	Actelion (J & J) — Opsumit *(macitentan)*	BMS — Camzyos *(mavacamten)*	Pfizer — Revatio *(sildenafil)*
	Bayer (and Merck) — Verquvo *(vericiguat)*	Johnson & Johnson — Xarelto *(rivaroxaban)*	
OTHER	AbbVie — Orilissa *(elagolix)*	Janssen — Invokana *(canagliflozin)*	Merck — Steglatro *(ertugliflozin)*
	Agios — Pyrukynd *(mitapivat)*	Lilly — Olumiant *(baricitinib)*	Peloton/Merck — Welireg *(belzutifan)*
	Galderma — Aklief *(trifarotene)*	Lilly — Mounjaro *(tirzepadide)*	Takeda — Livtencity *(maribavir)*

Updated Feb. 2023

We believe that our customers would have faced *millions in additional costs and significant launch delays* had they conducted human clinical trials for these drug label claims

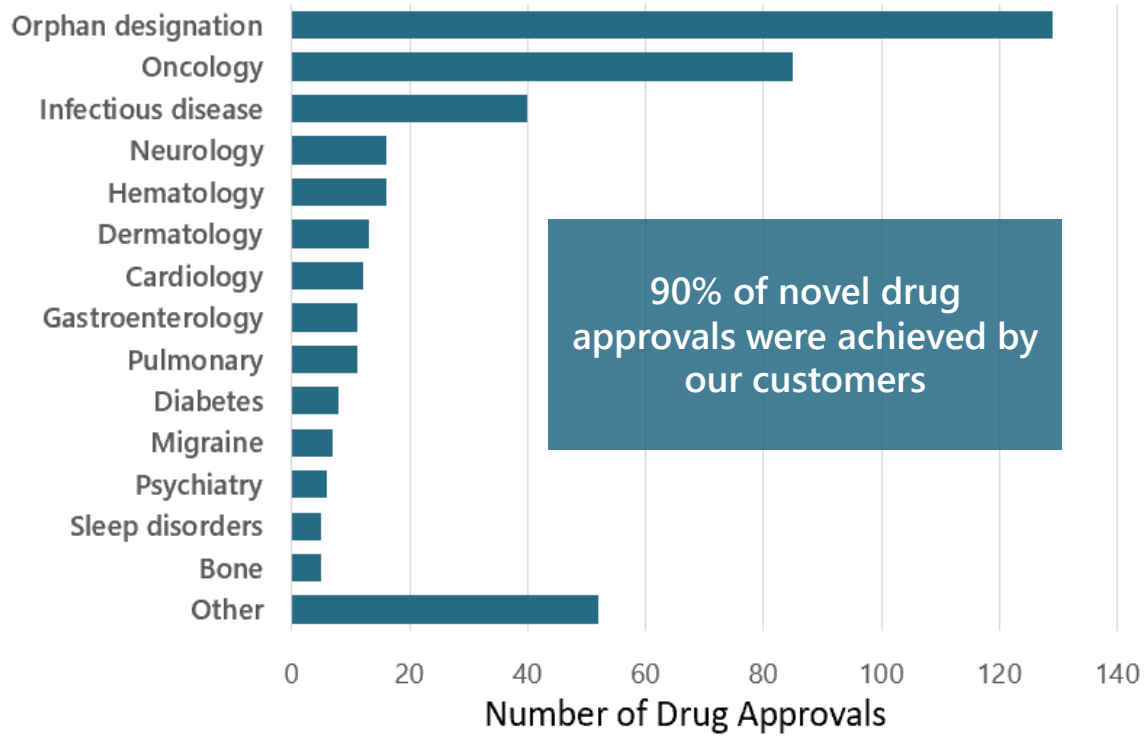
CERTARA

Blue chip customer base spanning large biopharma and biotech

Select Customers

Abbott, astellas, AstraZeneca, Biogen, Eisai, gsk, Lilly, MERCK, Pfizer, SANOFI, Sumitomo Dainippon Pharma, VERTEX, ARVINAS, biohaven pharmaceuticals, clarus THERAPEUTICS, GALDERMA, GRÜNENTHAL, idorsia, Incyte, LEO, Lundbeck, Medicines Development for Global Health, Mitsubishi Tanabe Pharma, NEKTAR, ono, Otsuka, SHIONOGI INC., TAISHO PHARMACEUTICAL, ucb

Number of FDA Approvals Since 2014

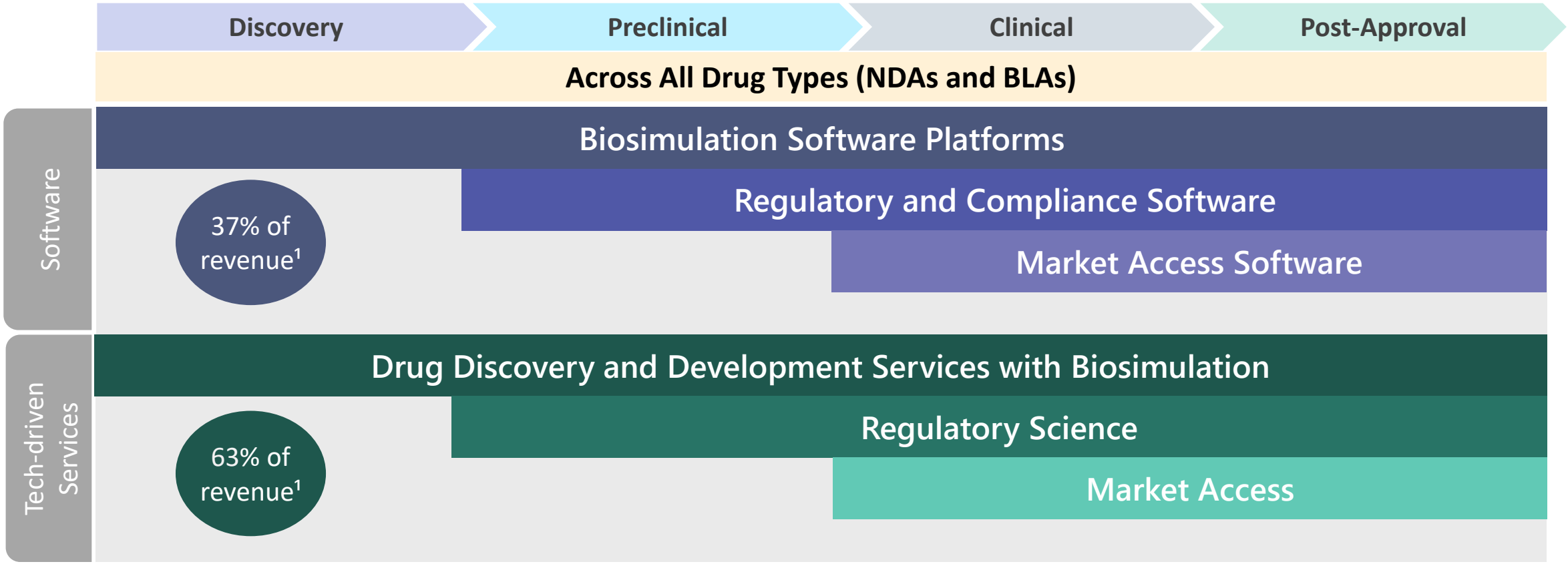


*Excludes diagnostics
Orphan designation applies across therapeutic areas

We have nearly 2,400 customers worldwide across 66 countries, including 38 of the top 40 biopharmaceutical companies by R&D spend in 2022

CERTARA

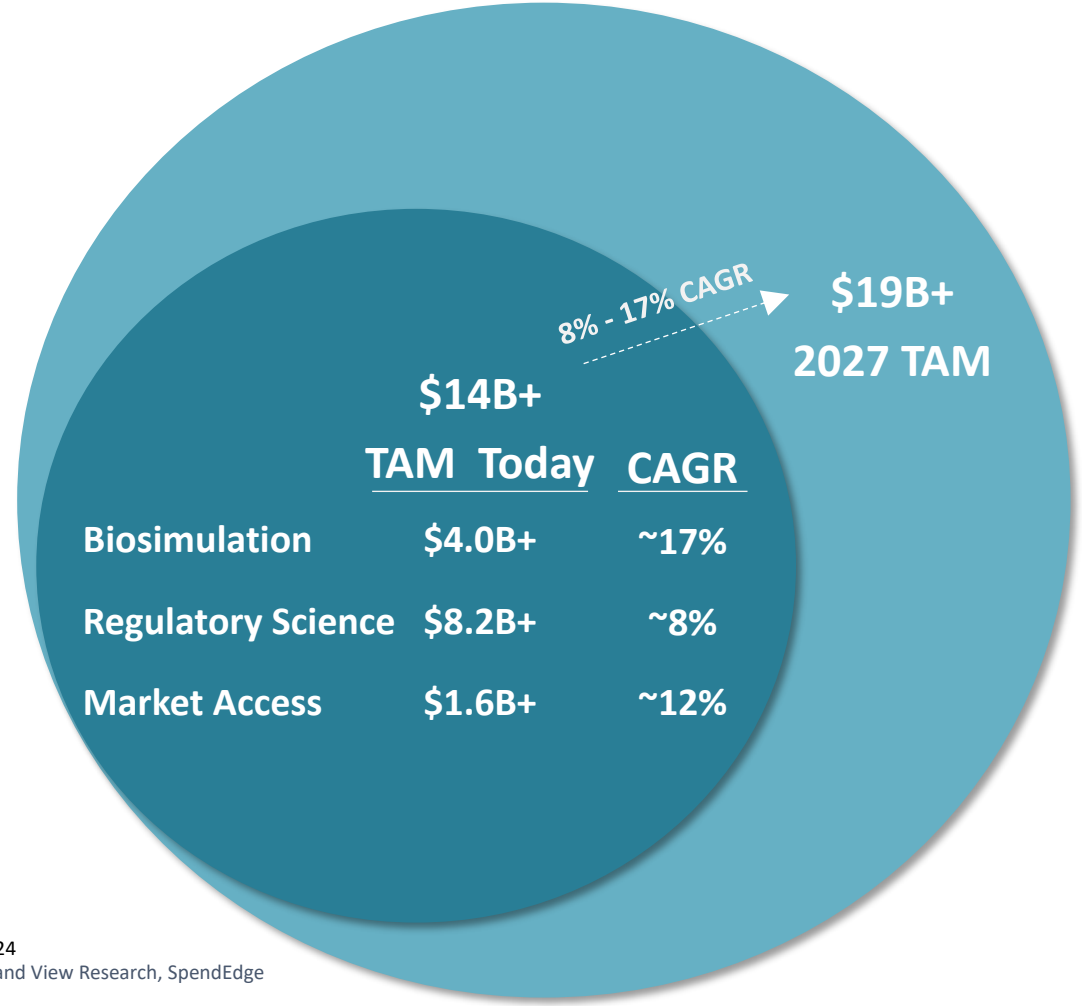
The Certara End-to-End Platform



For over 20 years, we have purpose-built and invested in our proprietary end-to-end platform with strategic acquisitions and innovation

1. As of 12/31/2023

Our end markets are large and growing



- **Drastic need for digital transformation** in $212B biopharma R&D market[1]
- Industry is in paradigm shift, with **biosimulation adoption accelerating** and increasing acceptance from regulatory agencies
- Technology and analytics-driven improvements **continue to grow exponentially** in Life Sciences

1. As of 2024

Sources: Grand View Research, SpendEdge

We use biosimulation and technology throughout R&D to reduce costs and improve outcomes

Biosimulation TAM Segmentation

Biosimulation TAM
$4.0B

Biosimulation Software ~50% Scientists at global pharmaceutical companies, mid-tier pharma, biotechs and CROs		Biosimulation Services ~50% Drug R&D programs	
Drug Discovery ~45%	**Drug Development** ~55%	**Drug Discovery** ~20%	**Drug Development** ~80%
Certara Solutions *(illustrative examples)*			
• Quantitative Systems Pharmacology (QSP) ○ *Immuno-oncology QSP* ○ *Immunogenicity QSP* • Discovery Informatics ○ *D360 Software*	• PBPK[1] ○ *Simcyp Simulator* • PK/PD[2] ○ *Phoenix Software* • Model-based meta-analysis ○ *CODEx Databases*	• QSP Consulting	• PBPK Consulting • PK/PD analysis • Model-based meta-analysis

1 Physiologically-based pharmacokinetic (PBPK)

2 Pharmacokinetic/pharmacodynamic (PK/PD)

CERTARA

Differentiated scientific and technology expertise

	Software	Tech-driven Services
Key Differentiators	✓ **Industry standard** built over 20 years ✓ Adopted by **23 global regulatory agencies** ✓ Embedded in customers' R&D processes – **105%+ net retention rate**(1) ✓ Validated by **34k+ scientific publications** ✓ Used by **~400 academic institutions** ✓ **10+ year average tenure** for top 30 customers	✓ **Scalable service model** powered by proprietary technology ✓ High **net revenue repeat rate of 96%** in 2023 ✓ Integrated services with **90% of our top 50 customers using both biosimulation solutions and regulatory & access services** ✓ Renowned for **key opinion leadership** ✓ Depth and breadth of experience across every therapeutic area and modality

Our differentiated strengths enable us to win new customers and projects

(1) Our net retention rates measure the percentage of recurring revenue that is retained from existing software customers over a specific time period of time, inclusive of price increases and expansion, for businesses that have been owned for greater than 12 months

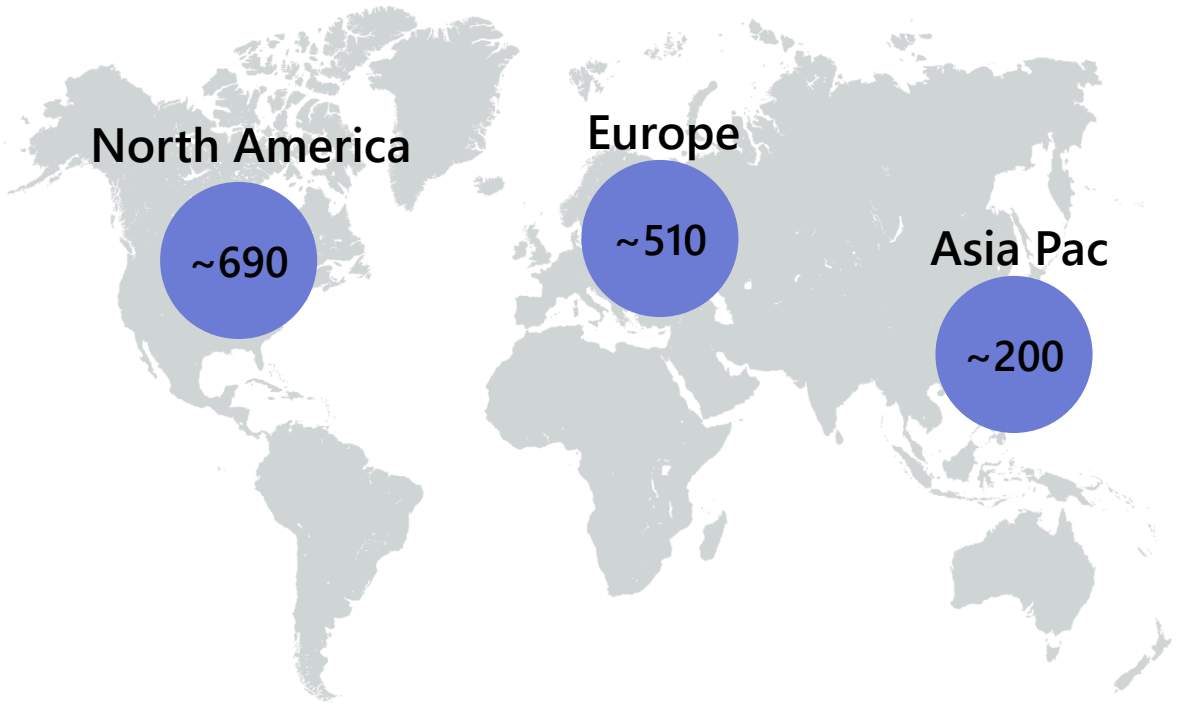
Deeply experienced leadership team and global talent footprint

~420 **Scientists**

~230 **Regulatory Experts**

~100 **Market Access Specialists**

~220 **Software Developers & Technologists**



Of our ~1,400 employees, 430+ hold PhD, PharmD, or MD degrees

CERTARA

Certara's Industry-Standard Software

Biosimulation

Simcyp

Leading mechanistic biosimulation platform used to predict how drugs work, without human or animal studies

Phoenix

Industry-leading software for PK/PD, toxico-kinetic, and non-compartmental analyses – required for regulatory submissions

D360

Integrated informatics platform with self-service access and analytics to help manage discovery projects

CODEx

55 proprietary databases for meta-analysis of a new drug's safety and efficacy relative to other products

Regulatory & Market Access

GlobalSubmit

BaseCase

PINNACLE 21

Synchrogenix™ Writer

Cloud-based software to manage regulatory compliance and submissions and value communication

Certara Integral Repository

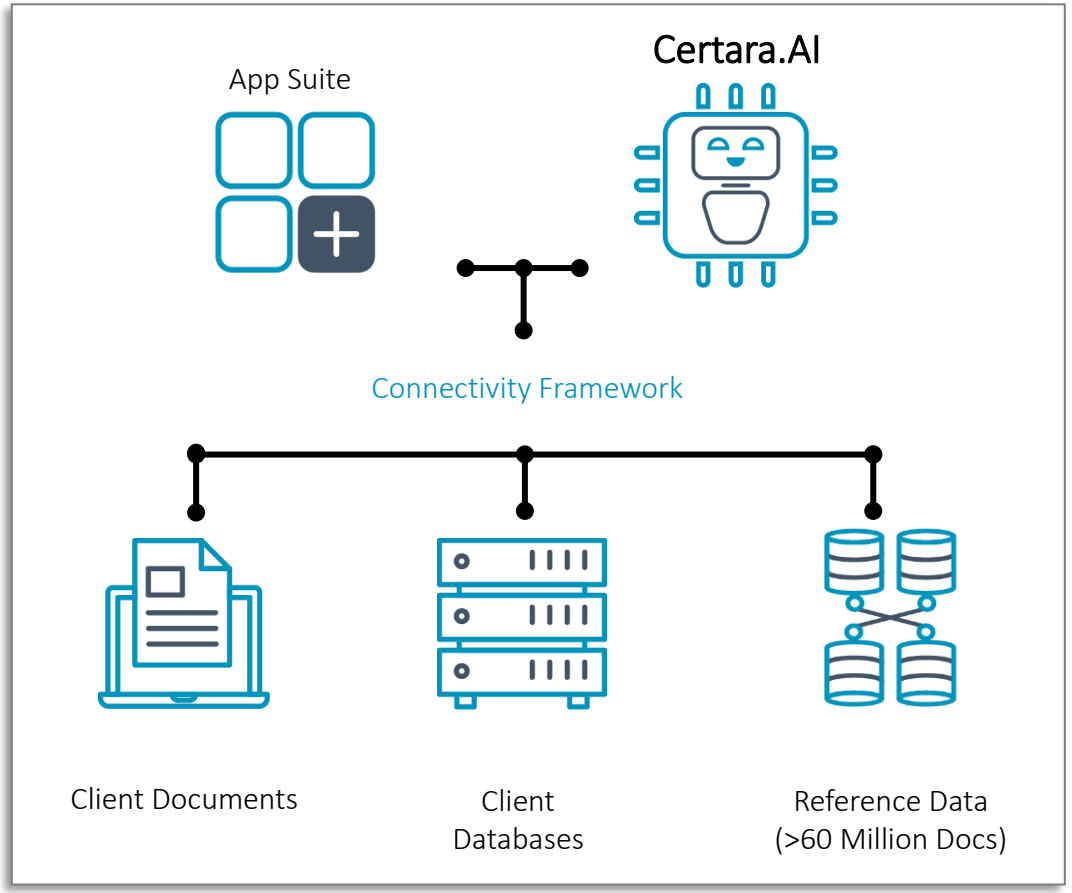
Our industry-leading software is adopted by more than 57,000 users worldwide across 66 countries

All statistics are as of 12/31/2023 unless noted

Certara.AI Platform

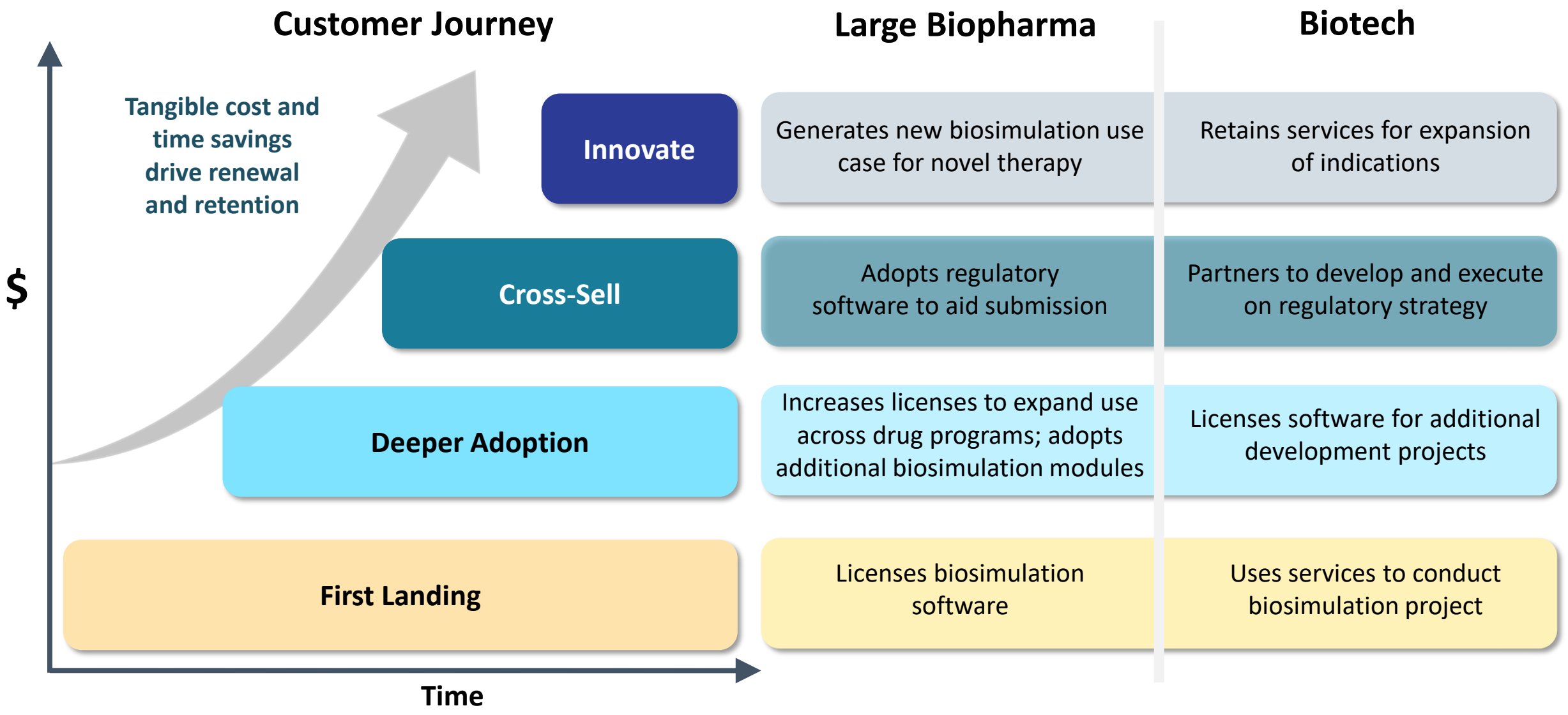
Secure, flexible platform for deploying life science specific GPTs across organizational data

- ✓ **Purpose-Built GPTs:** Trained specifically on biomedical data, GPTs within Certara.AI are purpose-built to understand scientific concepts enabling highly specific, validated responses.
- ✓ **GPT Referencing:** By securely connecting to customer data, Certara.AI provides direct access to internal documents and files to enable referencing of GPT responses.
- ✓ **Up to Date Information:** Indexes data in real-time, ensuring GPTs have access to up-to-date insights required for life science analytics.
- ✓ **Scalability:** Has a scalable architecture allowing expansion to new data environments and deployment to new GPT models without interfering with existing workflows.
- ✓ **Trained on Customer Data:** GPT models within Certara.AI train on customer data, allowing for organization specific GPT models that understand use cases and terminology.
- ✓ **Pre-Analyzed Library of Public Life Science Content:** Features a library of over 60 million life science research documents.



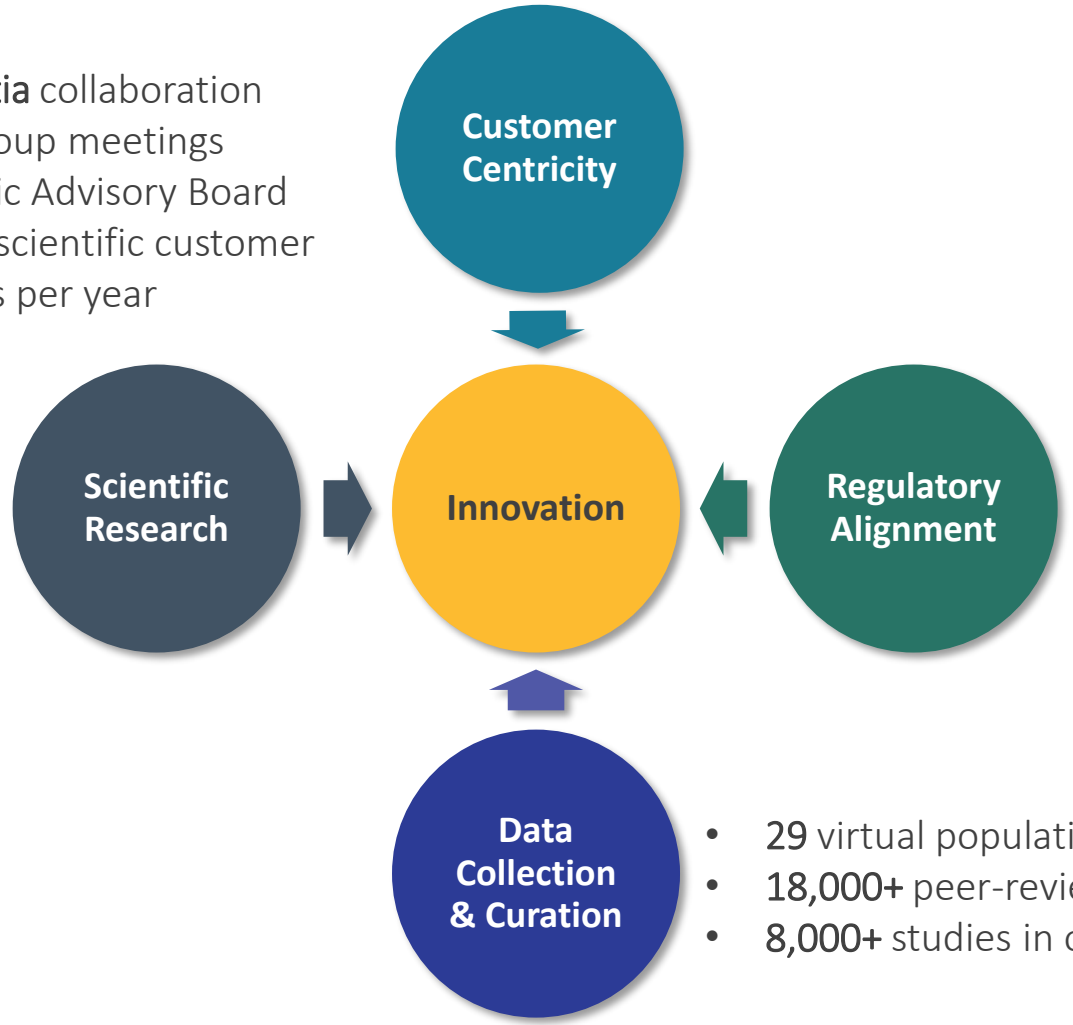
Certara.AI is being integrated across Certara's end-to-end product suite in discovery, clinical, and regulatory

Certara's platform is built to meet clients where they are



Our R&D framework advances innovation in biosimulation

- **Consortia** collaboration
- User group meetings
- Scientific Advisory Board
- **1,000+** scientific customer projects per year



- Collaboration with **120+** academic institutions
- **5,000+** peer-reviewed articles
- **34,000** Google Scholar citations

- Regulatory guidances
- Regulatory workshops
- Regulatory meetings for customer programs

- **29** virtual populations
- **18,000+** peer-reviewed manuscripts
- **8,000+** studies in our databases

We have a regular cadence of incremental and breakthrough innovations with new software applications and updates

CERTARA

Our proven growth strategy

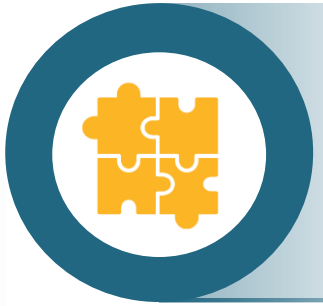
Innovation

Technology leader with **105%+ net retention rate**

Land and Expand

Significant white space to **expand** with customers and **add new** ones

M&A



21 successful strategic acquisitions, **14 with software**

Global Expansion

Track record of **mid-teens** topline growth with EBITDA margins in **mid- to high-30s**

People

An employer of choice, attracting **leading experts**

Long history of innovation driven by investment in our platform

Product Innovation

2012 → 2019
- Phoenix v1.3
- Simcyp Cardiac Safety Simulator
- Pre-clinical safety score
- Virtual monkey for in silico animal testing
- Immunogenicity QSP Consortium
- D360 incorporating biologics
- Phoenix PK/PD CoEs in China and Japan
- Immuno-ocology QSP Consortium
- Certara Integral Data repository
- Reg. Mechanistic modeling workshops

2020
- Covidpharma-cology.com
- 25+ COVID-19 Programs

2021
- Simcyp PBPK Simulator Version 21

2022
- Immunogenicity (IG), Immuno-oncology (IO) and Vaccine Simulator
- Simcyp Discovery Simulator
- Pinnacle 21 Data Exchange Module

2023
- Simcyp PBPK Simulator Version 22
- AI enhancements across product portfolio
- Simcyp Biopharmaceutics
- Phoenix Hosted

2024
- Certara Cloud
- Phoenix Version 8.5
- CoAuthor

Private Equity Owned | *Public Company*

SIMCYP, synchrogenix, d3 MEDICINE, Great Lakes Drug Development, Inc., ClinGenuity, Quantitative Solutions, XenologiQ, GlobalSubmit, PIRANA, BASECASE, FASER ANALYTICA, ISB, IN SILICO BIOSCIENCES, author, Insight MEDICAL WRITING, INDS, PINNACLE 21, VYASA, DIDB®, formedix, applied biomath, Chemaxon

Well-positioned to continue delivering growth through organic and inorganic opportunities

CERTARA

Certara Financial Highlights

- Predictable bookings drive substantial revenue growth
- Highly recurring revenue driven by strong retention rates supports significant visibility
- Robust margins with attractive free cash flow conversion
- Investment in platform to drive future growth opportunities
- Long term potential for accelerated adoption of biosimulation solutions

Our Business Models

	Software	Tech-Driven Services
Products	• Simcyp • Phoenix • D360 • CODEx • GlobalSubmit • BaseCase • Pinnacle 21 • Integral	• Biosimulation • Regulatory Science • Market Access
Contract Type	Individual or bundled licenses depending on customer	Master Services Agreement or project specific
Contract Term	1 – 3 years	Project and program dependent
Recurring Revenue[1]	Net Retention Rate[(2)] 109%	Net Revenue Repeat Rate 96%
% of Revenue[1]	37%	63%

(1) Data as of 12/31/2023
(2) Our net retention rates measure the percentage of recurring revenue that is retained from existing software customers over a specific time period of time, inclusive of price increases and expansion, for businesses that have been owned for greater than 12 months

Environmental, Social and Governance (ESG)

Certara Inaugural ESG Report

Issued April 2022

- **Accelerating crucial medicines to patients**
- **Advancing scientific thought leadership and knowledge sharing**
- **Increasing engagement with employees**

$28.1M
2021 R&D SPEND (10% OF REVENUE)

10
NEW PRODUCTS AND PRODUCT UPDATES IN 2021

1,200+
DRUG PROGRAMS ADVANCED IN 2021

250+
REGULATORY SUBMISSIONS IN THE PAST 4 YEARS

IN THE top 25%
IN ENGAGEMENT EMPLOYEE NET PROMOTER SCORE AMONG LIFE SCIENCE COMPANIES IN 2021

150+
SCIENTIFIC PUBLICATIONS, POSTERS AND PRESENTATIONS IN 2021

3,000+
SCIENTISTS TRAINED IN OUR SOFTWARE IN 2021

GENDER AND ETHNICALLY DIVERSE REPRESENTATION

GLOBAL FEMALE TALENT REPRESENTATION	FY20	FY21
FEMALE EMPLOYEES	52%	54%
FEMALE MANAGERS AND ABOVE	46%	48%
FEMALE NEW EMPLOYEE HIRES	55%	60%

U.S. ETHNICALLY DIVERSE TALENT REPRESENTATION	FY20	FY21
ETHNICALLY DIVERSE	27%	28%
ETHNICALLY DIVERSE MANAGERS AND ABOVE	22%	22%
ETHNICALLY DIVERSE NEW EMPLOYEE HIRES	34%	35%

We have a deeply experienced leadership team

William F. Feehery, PhD
Chief Executive Officer

DuPont · BCG · West

John Gallagher
Chief Financial Officer

cue · BD

Leif E. Pedersen
President, Chief Commercial Officer

Dassault Systèmes · Siemens · Oracle

Patrick F. Smith
President, Drug Development Solutions

Roche

Robert Aspbury, PhD
President, Certara Scientific Software

Covance

Rona Anhalt
Chief Human Resources Officer

EQRx · Celgene

Sheila Rocchio
Chief Marketing Officer

PHT

Ron DiSantis
SVP, Corporate Development

IQVIA · Vishay

Daniel Corcoran
General Counsel

nexthink · Marchex

Certara investment highlights

- Attractive end markets growing in mid-teens driven by R&D efficiency demand and global adoption
- Technology leader with highly predictable business model with 105%+ net retention rates
- Deeply embedded scientific solutions at the core of R&D with ~2,400 customers
- Significant opportunities to expand within customer base and add new customers worldwide
- Proven track record of innovation and 21 successful strategic acquisitions
- Long track record of growth and profitability with 35%+ EBITDA margins and strong free cash flow

Covering Analysts

Bank	Analyst
Baird	Joe Vruwink
Bank of America	Michael Ryskin
Barclays	Luke Sergott
Jefferies	David Windley
JMP Securities	Constantine Davides
KeyBank	Scott Schoenhaus
Leerink	Michael Cherny
Morgan Stanley	Vikram Purohit
Stephens	Jeff Garro
UBS	Dan Leonard
William Blair	Max Smock

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Accelerating Medicines

Reconciliation of Net Income (Loss) to Adjusted EBITDA

	THREE MONTHS ENDED SEPTEMBER 30,		NINE MONTHS ENDED SEPTEMBER 30,	
	2024	2023	2024	2023
	(in thousands)			
Net income (loss)(a)	$(1,371)	$(48,965)	$(18,628)	$(42,901)
Interest expense(a)	5,187	5,903	16,516	17,046
Interest income(a)	(2,609)	(2,864)	(7,669)	(6,428)
(Benefit from) Provision for income taxes(a)	(290)	(4,644)	(736)	142
Depreciation and amortization expense(a)	439	367	1,322	1,139
Intangible asset amortization(a)	16,353	13,813	48,495	40,099
Currency (gain) loss(a)	1,546	(2,179)	2,526	(165)
Equity-based compensation expense(b)	8,187	8,645	27,043	20,798
Change in fair value of contingent consideration(d)	2,431	8,757	8,092	11,316
Goodwill impairment expense(e)	—	46,984	—	46,984
Acquisition-related expenses(f)	1,364	1,392	4,151	3,276
Integration expense(g)	—	33	—	190
Transaction - related expenses (h)	(128)	—	2,625	—
Severance expense(i)	—	—	183	—
Reorganization expense(j)	1,730	1,602	3,944	1,602
Loss on disposal of fixed assets(k)	—	—	13	29
Executive recruiting expense(l)	222	—	645	396
Adjusted EBITDA	$33,061	$28,844	$88,522	$93,523

Reconciliation of Revenues to the Revenues Adjusted for Constant Currency

	THREE MONTHS ENDED SEPTEMBER 30,			Change			
	2024	2024	2023	$	%	$	%
	Actual (GAAP)	CC (non-GAAP)	Actual (GAAP)	Actual (GAAP)	Actual (GAAP)	CC Impact (non-GAAP)	Adjust for CC (non-GAAP)
	(in thousands except percentage)						
Revenue							
Software	$ 35,912	$ 35,632	$ 31,331	$ 4,581	15 %	$ (280)	14 %
Services	58,908	58,654	54,245	4,663	9 %	(254)	8 %
Total Revenue	$ 94,820	$ 94,286	$ 85,576	$ 9,244	11%	$ (534)	10%

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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 expense associated with goodwill impairment charge.

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

(g) Represents integration costs related to post - acquisition integration activities.

(h) 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.

(i) Represents charges for severance provided to former executives.

(j) Represents expense related to reorganization, including legal entity reorganization and lease abandonment cost associated with the evaluation of our office space footprint

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

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

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

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

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Accelerating Medicines, Together