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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**(1)
- **20+ Year** History of innovation
- **1,100+ Employees** 350+ with Ph.D.s, Pharm.D.s and M.D.s
- **16 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
- **$13B TAM growing at 12-16% CAGR**(2)

**CUSTOMERS**(3)
- **2,000+ Customers across 62 countries**
- **10+ Year** Average tenure for top 30 customers
- **299 customers with ACV > $100,000**

**2Q 2022 FINANCIALS**
- **$82.8M Revenue**
  - 21% CC YoY Growth
    (11% CC excl. Pinnacle 21)
- **Net Loss ($0.6M)**
  - PY ($2.9M)
- **$28.0M** Reported Adjusted EBITDA**(5)**
  - 9% YoY Growth
- **34% Adjusted EBITDA Margin**(5)

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(1) As of 12/31/2021
(2) Market research reports from Grand View and SpendEdge
(3) Customer data as of 12/31/2021
(4) See Appendix for reconciliation to constant currency
(5) See Appendix for reconciliation of adjusted EBITDA to net income (loss)
Biosimulation is transforming traditional drug R&D

### Traditional R&D Pain Points

- On average, it takes more than **10 years and $2B** to bring a drug to market<sup>1</sup>

- The probability of success of compounds entering **Phase I trials is only 7%**<sup>2</sup>, and even in **Phase III**, just **53%**<sup>3</sup> of drugs reach the market

- ~70% of drugs that failed in Phase II or Phase III trials<sup>4</sup> **failed due to safety and efficacy issues**

### Benefits of Biosimulation

- **In silico trials can replace human clinical trials** in certain cases, saving significant time and money

- Biosimulation helps to increase **probability of success in human clinical trials**, the most expensive part of drug development

- Biosimulation helps to **optimize dosing for different populations** for enhanced safety and efficacy

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3. EvaluatePharma. World Preview. 2020
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**

- Skin
- Lung
- Liver
- Adipose
- Gut
- Brain
- Heart
- Kidney
- Muscle
- Bone

**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 25 different virtual patient populations and mathematical models for 10 organs.
Growing industry and regulatory adoption of biosimulation

Number of Scientific Publications on Biosimulation

- PK Modeling
- PBPK

Increased Incorporation of Biosimulation with FDA Guidance

30+ FDA Guidances to Date

- Pediatric rare diseases
- Drug-drug interaction
- PBPK
- Biosimilars
- Hypertension
- Ulcerative colitis
- Multi-regional clinical trials

1. Science Direct search for publications by key search terms
### ONCOLOGY

<table>
<thead>
<tr>
<th>Company</th>
<th>Drug Name</th>
</tr>
</thead>
<tbody>
<tr>
<td>Agios</td>
<td>Tibsavo (vosidenib)</td>
</tr>
<tr>
<td>Amgen</td>
<td>Blincyto (blinatumomab)</td>
</tr>
<tr>
<td>Ariad</td>
<td>Alunbrig (brigatinib)</td>
</tr>
<tr>
<td>Ariad (Takeda)</td>
<td>Iclusig (ponatinib)</td>
</tr>
<tr>
<td>AstraZeneca</td>
<td>Calquence (calobrutinib)</td>
</tr>
<tr>
<td>AstraZeneca</td>
<td>Lynparza (olaparib)</td>
</tr>
<tr>
<td>AstraZeneca</td>
<td>Tapisso (osimertinib)</td>
</tr>
<tr>
<td>Beigene</td>
<td>Bruklinsa (sambrutinib)</td>
</tr>
<tr>
<td>Blueprint Medicines</td>
<td>Ayvakit (avapritinib)</td>
</tr>
<tr>
<td>Celgene</td>
<td>Inrebic (fedratinib hydrochloride)</td>
</tr>
<tr>
<td>Daiichi Sankyo</td>
<td>Turalio (pexidartinib)</td>
</tr>
<tr>
<td>Eisai</td>
<td>Enspryng (satralizumab)</td>
</tr>
<tr>
<td>Eisai</td>
<td>Epyvidy (risdiplam)</td>
</tr>
<tr>
<td>Genentech</td>
<td>Alecensa (alactinib)</td>
</tr>
<tr>
<td>Genentech</td>
<td>Cotellec (cabolomib)</td>
</tr>
<tr>
<td>Genentech</td>
<td>Pofyel (pofatuzumab vedotin-pi)</td>
</tr>
<tr>
<td>Genentech</td>
<td>Rodylent (entrectinib)</td>
</tr>
<tr>
<td>Incyte</td>
<td>Pemazyre (permatinib)</td>
</tr>
<tr>
<td>Janssen</td>
<td>Balversa (erdafitinib)</td>
</tr>
<tr>
<td>Janssen</td>
<td>Etezada (apalutamideme)</td>
</tr>
<tr>
<td>Lilly</td>
<td>Retemovi (sepoprinib)</td>
</tr>
<tr>
<td>Lilly</td>
<td>Verzenio (abemacitib)</td>
</tr>
<tr>
<td>Luxo Oncology</td>
<td>Vitraki (larotrectinib)</td>
</tr>
<tr>
<td>Novartis</td>
<td>Farydak (panobinostat)</td>
</tr>
<tr>
<td>Novartis</td>
<td>Kisgal (ribociclib succinate)</td>
</tr>
<tr>
<td>Novartis</td>
<td>Scrnilox (ascinimib)</td>
</tr>
<tr>
<td>Novartis</td>
<td>Isturisa (osilodrostat)</td>
</tr>
<tr>
<td>PTC Therapeutics</td>
<td>Emflaza (lifirazomib)</td>
</tr>
<tr>
<td>Sanofi Genzyme</td>
<td>Cerdegra (eljakastat tartrate)</td>
</tr>
<tr>
<td>Vertex</td>
<td>Symdeko (tezacaftor/ivacaftor)</td>
</tr>
<tr>
<td>Vertex</td>
<td>Trikafta (elexacaftor/ivacaftor/tezacaftor)</td>
</tr>
<tr>
<td>AbbVie</td>
<td>Rinvoq (upadacitinib)</td>
</tr>
<tr>
<td>AbbVie</td>
<td>Quipita (otogepant)</td>
</tr>
<tr>
<td>Alkermes</td>
<td>Aristada (anjiprazole lauroyl)</td>
</tr>
<tr>
<td>Alkermes</td>
<td>Lybalvi (lanzopran; samidorphan)</td>
</tr>
<tr>
<td>Global Blood Therapeutics</td>
<td>Oxbyra (oxefolotor)</td>
</tr>
<tr>
<td>Intercept</td>
<td>Onciva (obeticholic acid)</td>
</tr>
<tr>
<td>Kadman</td>
<td>Rezurock (bemulosid)</td>
</tr>
<tr>
<td>Merck</td>
<td>Weilreg (beluzumab)</td>
</tr>
<tr>
<td>Mirum</td>
<td>Livnari (maralixib)</td>
</tr>
<tr>
<td>Novartis</td>
<td>Isturisa (osilodrostat)</td>
</tr>
<tr>
<td>Novartis</td>
<td>Mayzent (siponimid fumaric acid)</td>
</tr>
<tr>
<td>UCB</td>
<td>Brivatic (brivaracetam)</td>
</tr>
<tr>
<td>Lilly</td>
<td>Reyvow (lasmiditan succinate)</td>
</tr>
<tr>
<td>Novartis</td>
<td>Mayzent (siponimid fumaric acid)</td>
</tr>
<tr>
<td>Tibotec</td>
<td>Edurant (rildivirine)</td>
</tr>
<tr>
<td>VIIV</td>
<td>Cabenuva Kit (cabegivirotir; rilpivirine)</td>
</tr>
<tr>
<td>VIIV</td>
<td>Vocabria (cabegivirotir sodium)</td>
</tr>
<tr>
<td>Gillies</td>
<td>Velkary (remdesivir)</td>
</tr>
<tr>
<td>GSK</td>
<td>Dectova (zanamivir)</td>
</tr>
<tr>
<td>Janssen</td>
<td>Olysio (simeprevir)</td>
</tr>
<tr>
<td>Merck</td>
<td>Pirelto (lolaronivine)</td>
</tr>
<tr>
<td>Merck</td>
<td>Pervynis (lmetovir)</td>
</tr>
<tr>
<td>Nabriva</td>
<td>Xenleta (lifamulin acetate)</td>
</tr>
<tr>
<td>Novartis</td>
<td>Egaten (triclabendazole)</td>
</tr>
<tr>
<td>Shionogi</td>
<td>Symporic (polmedemecine)</td>
</tr>
<tr>
<td>AstraZeneca</td>
<td>Movamtrik (maloxegol)</td>
</tr>
<tr>
<td>Helsinn</td>
<td>Aknzeno (fusnetupitant/palonosetron)</td>
</tr>
<tr>
<td>Faction</td>
<td>Symporic (polmedemecine)</td>
</tr>
<tr>
<td>AbbVie</td>
<td>Oriilisa (elagolix)</td>
</tr>
<tr>
<td>Galderma</td>
<td>Aklift (trifaroten)</td>
</tr>
<tr>
<td>Janssen</td>
<td>Invokana (canagliflozin)</td>
</tr>
<tr>
<td>Lilly</td>
<td>Olumiant (baricitinib)</td>
</tr>
<tr>
<td>Merck</td>
<td>Steglatro (ertugliflozin)</td>
</tr>
</tbody>
</table>

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**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**
Blue chip customer base spanning large biopharma and biotech

We have more than 2,000 customers worldwide across 62 countries, including 38 of the top 40 biopharmaceutical companies by R&D spend in 2020

<table>
<thead>
<tr>
<th>Select Customers</th>
</tr>
</thead>
<tbody>
<tr>
<td>Abbott</td>
</tr>
<tr>
<td>Astellas</td>
</tr>
<tr>
<td>AstraZeneca</td>
</tr>
<tr>
<td>Biogen</td>
</tr>
<tr>
<td>Eisai</td>
</tr>
<tr>
<td>gsk</td>
</tr>
<tr>
<td>Lilly</td>
</tr>
<tr>
<td>MERCK</td>
</tr>
<tr>
<td>Pfizer</td>
</tr>
<tr>
<td>SANOFI</td>
</tr>
<tr>
<td>ARVINAS</td>
</tr>
<tr>
<td>Biohaven</td>
</tr>
<tr>
<td>Clarus</td>
</tr>
<tr>
<td>Galderma</td>
</tr>
<tr>
<td>GalenTech</td>
</tr>
<tr>
<td>Indusra</td>
</tr>
<tr>
<td>Incyte</td>
</tr>
<tr>
<td>LEO</td>
</tr>
<tr>
<td>LexinTech</td>
</tr>
<tr>
<td>Medinio</td>
</tr>
<tr>
<td>Nektar</td>
</tr>
<tr>
<td>Ono</td>
</tr>
<tr>
<td>Osuka</td>
</tr>
<tr>
<td>Shionogi Inc.</td>
</tr>
<tr>
<td>Taggo Pharmaceuticals</td>
</tr>
<tr>
<td>VERTEX</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>Number of FDA Approvals Since 2014</th>
</tr>
</thead>
<tbody>
<tr>
<td>Orphan designation</td>
</tr>
<tr>
<td>Oncology</td>
</tr>
<tr>
<td>Infectious disease</td>
</tr>
<tr>
<td>Neurology</td>
</tr>
<tr>
<td>Hematology</td>
</tr>
<tr>
<td>Dermatology</td>
</tr>
<tr>
<td>Cardiology</td>
</tr>
<tr>
<td>Gastroenterology</td>
</tr>
<tr>
<td>Pulmonary</td>
</tr>
<tr>
<td>Diabetes</td>
</tr>
<tr>
<td>Migraine</td>
</tr>
<tr>
<td>Psychiatry</td>
</tr>
<tr>
<td>Sleep disorders</td>
</tr>
<tr>
<td>Bone</td>
</tr>
<tr>
<td>Other</td>
</tr>
</tbody>
</table>

90% of novel drug approvals were achieved by our customers

*Excludes diagnostics
Orphan designation applies across therapeutic areas

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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 12/31/2021

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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

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

<table>
<thead>
<tr>
<th>TAM Today</th>
<th>CAGR</th>
<th>2026 TAM</th>
</tr>
</thead>
<tbody>
<tr>
<td>Biosimulation</td>
<td>$2.8B+</td>
<td>~16%</td>
</tr>
<tr>
<td>Regulatory Science</td>
<td>$8.8B+</td>
<td>~12%</td>
</tr>
<tr>
<td>Market Access</td>
<td>$1.5B+</td>
<td>~12%</td>
</tr>
</tbody>
</table>

Sources: Grand View Research, SpendEdge

1. As of 2021
## Biosimulation TAM Segmentation

<table>
<thead>
<tr>
<th>Biosimulation TAM</th>
<th>$2.8B</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Biosimulation Software</strong></td>
<td>~50%</td>
</tr>
<tr>
<td>Scientists at global pharmaceutical companies, mid-tier pharma, biotechs and CROs</td>
<td></td>
</tr>
<tr>
<td><strong>Biosimulation Services</strong></td>
<td>~50%</td>
</tr>
<tr>
<td>Drug R&amp;D programs</td>
<td></td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>Drug Discovery</th>
<th>Drug Development</th>
<th>Drug Discovery</th>
<th>Drug Development</th>
</tr>
</thead>
<tbody>
<tr>
<td>~45%</td>
<td>~55%</td>
<td>~20%</td>
<td>~80%</td>
</tr>
</tbody>
</table>

### Certara Solutions

**Quantitative Systems Pharmacology (QSP)**
- Immuno-oncology QSP
- Immunogenicity QSP

**Discovery Informatics**
- D360 Software

**PBPK**
- Simcyp Simulator

**PK/PD**
- Phoenix Software

**QSP Consulting**
- Model-based meta-analysis
- CODEx Databases

**PBPK Consulting**
- PK/PD analysis
- Model-based meta-analysis

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1. Physiologically-based pharmacokinetic (PBPK)
2. Pharmacokinetic/pharmacodynamic (PK/PD)
Differentiated scientific and technology expertise

<table>
<thead>
<tr>
<th>Software</th>
<th>Tech-driven Services</th>
</tr>
</thead>
<tbody>
<tr>
<td>✓ Industry standard built over 20 years</td>
<td>✓ Scalable service model powered by proprietary technology</td>
</tr>
<tr>
<td>✓ Adopted by 17 global regulatory agencies</td>
<td>✓ High net revenue repeat rate of 108% in 2021</td>
</tr>
<tr>
<td>✓ Embedded in customers’ R&amp;D processes – 90%+ renewal rate</td>
<td>✓ Integrated services with 90% of our top 50 customers using both biosimulation solutions and regulatory &amp; access services</td>
</tr>
<tr>
<td>✓ Validated by 34k+ scientific publications</td>
<td>✓ Renowned for key opinion leadership</td>
</tr>
<tr>
<td>✓ Used by ~400 academic institutions</td>
<td>✓ Depth and breadth of experience across every therapeutic area and modality</td>
</tr>
<tr>
<td>✓ 10+ year average tenure for top 30 customers</td>
<td></td>
</tr>
</tbody>
</table>

Our differentiated strengths enable us to win new customers and projects
Of our 1,100+ employees, 350+ hold PhD, PharmD, or MD degrees
## Certara’s Industry-Standard Software

<table>
<thead>
<tr>
<th>Biosimulation</th>
<th>Regulatory &amp; Market Access</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Phoenix</strong></td>
<td><strong>GlobalSubmit</strong></td>
</tr>
<tr>
<td>Industry-leading software for PK/PD, toxico-kinetic, and non-compartmental analyses – required for regulatory submissions</td>
<td><strong>BaseCase</strong></td>
</tr>
<tr>
<td><strong>D360</strong></td>
<td><strong>PINNACLE</strong></td>
</tr>
<tr>
<td>Leading mechanistic biosimulation platform used to predict how drugs work, without human or animal studies</td>
<td>Cloud-based software to manage regulatory compliance and submissions and value communication</td>
</tr>
<tr>
<td><strong>CODEx</strong></td>
<td><strong>Synchrogenix™ Writer</strong></td>
</tr>
<tr>
<td>55 proprietary databases for meta-analysis of a new drug’s safety and efficacy relative to other products</td>
<td></td>
</tr>
</tbody>
</table>

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**Certara Integral Repository**

**Our industry-leading software is adopted by more than 60,000 users worldwide across 62 countries**

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All statistics are as of 12/31/2021 unless noted

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Certara’s platform is built to meet clients where they are:

**Customer Journey**
- First Landing
- Deeper Adoption
- Cross-Sell
- Innovate

**Large Biopharma**
- Generates new biosimulation use case for novel therapy
- Adopts regulatory software to aid submission
- Increases licenses to expand use across drug programs; adopts additional biosimulation modules
- Licenses biosimulation software

**Biotech**
- Retains services for expansion of indications
- Partners to develop and execute on regulatory strategy
- Licenses software for additional development projects
- Uses services to conduct biosimulation project

Tangible cost and time savings drive renewal and retention.
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

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

We have a regular cadence of incremental and breakthrough innovations with 10 new software applications and updates in 2021
Our proven growth strategy

Innovation

Technology leader with 90%+ renewal rate

Land and Expand

Significant white space to expand with customers and add new ones

M&A

16 successful strategic acquisitions, 11 with software

Global Expansion

Track record of mid-teens top-line 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

<table>
<thead>
<tr>
<th>Regulatory Milestones</th>
<th>Product Innovation</th>
</tr>
</thead>
<tbody>
<tr>
<td>FDA CRADA for veterinary drug development</td>
<td>Phoenix v1.3</td>
</tr>
<tr>
<td>Drug comes off FDA safety hold using biosim.</td>
<td>Simcyp Cardiac Safety Simulator</td>
</tr>
<tr>
<td>• FDA grant for Simcyp dermal model</td>
<td>Launch of Pre-clinical Safety Store</td>
</tr>
<tr>
<td>• Orphan drug DDI study waived using PBPK</td>
<td>Virtual monkey for in silico animal testing</td>
</tr>
<tr>
<td>Alt. formulation approval solely using PBPK</td>
<td>Phoenix PK/PD CoEs in China and Japan</td>
</tr>
<tr>
<td>FDA grant for supersaturating drugs</td>
<td>• First immunogenicity QSP consortium</td>
</tr>
<tr>
<td>First gene therapy eCTD submission</td>
<td>• Reg. mechanistic modeling workshops</td>
</tr>
<tr>
<td>Two FDA grants for virtual bioequivalence</td>
<td>• D360 incorporating biologics</td>
</tr>
<tr>
<td>First FDA complex generic virtual bioequiv. approval</td>
<td>• First immuno-oncology QSP consortium</td>
</tr>
<tr>
<td>Acne drug approval without pediatric testing</td>
<td>Certara Integral Data Repository</td>
</tr>
<tr>
<td>Majority of new FDA drug approvals used our end-to-end platform YTD</td>
<td>Covidpharma-cology.com launch</td>
</tr>
<tr>
<td>10 new software applications and updates in 2021</td>
<td>25+ COVID-19 programs</td>
</tr>
<tr>
<td>• FDA grant for supersaturating drugs</td>
<td>Launched Version 21 of Simcyp PBPK Simulator</td>
</tr>
</tbody>
</table>

Well-positioned to continue delivering growth through organic and inorganic opportunities
Predictable bookings drive substantial revenue growth

Highly recurring revenue driven by strong renewal 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

<table>
<thead>
<tr>
<th>Products</th>
<th>Software</th>
<th>Tech-Driven Services</th>
</tr>
</thead>
<tbody>
<tr>
<td>• Simcyp</td>
<td>• GlobalSubmit</td>
<td>• Biosimulation</td>
</tr>
<tr>
<td>• Phoenix</td>
<td>• BaseCase</td>
<td>• Market Access</td>
</tr>
<tr>
<td>• D360</td>
<td>• Pinnacle 21</td>
<td>• Regulatory Science</td>
</tr>
<tr>
<td>• CODEx</td>
<td>• Integral</td>
<td></td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>Contract Type</th>
<th>Contract Term</th>
<th>Recurring Revenue</th>
<th>% of Revenue</th>
</tr>
</thead>
<tbody>
<tr>
<td>Individual or bundled licenses depending on customer</td>
<td>1 – 3 years</td>
<td>Aggregate Renewal Rate 92%</td>
<td>30%</td>
</tr>
<tr>
<td>Master Services Agreement or project specific</td>
<td>Project and program dependent</td>
<td>Net Revenue Repeat Rate 108%</td>
<td>70%</td>
</tr>
</tbody>
</table>

1. Data as of 12/31/2021
Environmental, Social, and Governance (ESG)

Certara Inaugural ESG Report
Launched April 2022

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

GENDER AND ETHNICALLY DIVERSE REPRESENTATION

<table>
<thead>
<tr>
<th>Global Female Talent Representation</th>
<th>FY20</th>
<th>FY21</th>
</tr>
</thead>
<tbody>
<tr>
<td>Female Employees</td>
<td>52%</td>
<td>54%</td>
</tr>
<tr>
<td>Female Managers and Above</td>
<td>46%</td>
<td>48%</td>
</tr>
<tr>
<td>Female New Employee Hires</td>
<td>55%</td>
<td>60%</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>U.S. Ethnically Diverse Talent Representation</th>
<th>FY20</th>
<th>FY21</th>
</tr>
</thead>
<tbody>
<tr>
<td>Ethnically Diverse</td>
<td>27%</td>
<td>28%</td>
</tr>
<tr>
<td>Ethnically Diverse Managers and Above</td>
<td>22%</td>
<td>22%</td>
</tr>
<tr>
<td>Ethnically Diverse New Employee Hires</td>
<td>34%</td>
<td>35%</td>
</tr>
</tbody>
</table>
We have a deeply experienced leadership team
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 90%+ renewal rates
- Deeply embedded scientific solutions at the core of R&D with 2,000+ customers
- Significant opportunities to expand within customer base and add new customers worldwide
- Proven track record of innovation and 16 successful strategic acquisitions
- Long track record of growth and profitability with 35%+ EBITDA margins and strong free cash flow
# Covering Analysts

<table>
<thead>
<tr>
<th>Bank</th>
<th>Analyst</th>
</tr>
</thead>
<tbody>
<tr>
<td>Baird</td>
<td>Vikram Kesavabhotla</td>
</tr>
<tr>
<td>Bank of America</td>
<td>Michael Ryskin</td>
</tr>
<tr>
<td>Barclays</td>
<td>Luke Sergott</td>
</tr>
<tr>
<td>Jefferies</td>
<td>David Windley</td>
</tr>
<tr>
<td>Morgan Stanley</td>
<td>Vikram Purohit</td>
</tr>
<tr>
<td>Piper Sandler</td>
<td>Jeff Garro</td>
</tr>
<tr>
<td>SVB Securities</td>
<td>Joy Zhang</td>
</tr>
<tr>
<td>William Blair</td>
<td>Matt Larew</td>
</tr>
</tbody>
</table>
Reconciliation of Net Income (Loss) to Adjusted EBITDA

<table>
<thead>
<tr>
<th></th>
<th>THREE MONTHS ENDED JUNE 30</th>
<th></th>
<th>SIX MONTHS ENDED JUNE 30</th>
<th></th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>2022</td>
<td>2021</td>
<td>2022</td>
<td>2021</td>
</tr>
<tr>
<td></td>
<td>(in thousands)</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Net income (loss)</td>
<td>$ (589)</td>
<td>$ (2,857)</td>
<td>$ 1,621</td>
<td>$ (1,805)</td>
</tr>
<tr>
<td>Interest expense</td>
<td>3,879</td>
<td>6,332</td>
<td>7,107</td>
<td>10,260</td>
</tr>
<tr>
<td>Interest income</td>
<td>(14)</td>
<td>(100)</td>
<td>(25)</td>
<td>(171)</td>
</tr>
<tr>
<td>Provision for income taxes</td>
<td>3,380</td>
<td>1,453</td>
<td>4,916</td>
<td>1,980</td>
</tr>
<tr>
<td>Depreciation and amortization</td>
<td>422</td>
<td>552</td>
<td>904</td>
<td>1,154</td>
</tr>
<tr>
<td></td>
<td>(a)</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Intangible asset amortization</td>
<td>12,711</td>
<td>10,125</td>
<td>25,161</td>
<td>1,154</td>
</tr>
<tr>
<td></td>
<td>(a)</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Currency (gain) loss</td>
<td>(2,558)</td>
<td>164</td>
<td>(3,263)</td>
<td>356</td>
</tr>
<tr>
<td></td>
<td>(a)</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Equity-based compensation</td>
<td>9,501</td>
<td>7,530</td>
<td>17,014</td>
<td>12,681</td>
</tr>
<tr>
<td></td>
<td>(b)</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Acquisition-related expenses</td>
<td>806</td>
<td>556</td>
<td>1,078</td>
<td>2,152</td>
</tr>
<tr>
<td></td>
<td>(d)</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Transaction-related expenses</td>
<td>111</td>
<td>937</td>
<td>128</td>
<td>1,622</td>
</tr>
<tr>
<td></td>
<td>(e)</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Loss on disposal of fixed</td>
<td>2</td>
<td>282</td>
<td>7</td>
<td>282</td>
</tr>
<tr>
<td></td>
<td>assets</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Executive recruiting expense</td>
<td>—</td>
<td>327</td>
<td>—</td>
<td>327</td>
</tr>
<tr>
<td></td>
<td>(g)</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>First-year Sarbanes-Oxley</td>
<td>308</td>
<td>233</td>
<td>961</td>
<td>340</td>
</tr>
<tr>
<td></td>
<td>implementation costs</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td>(h)</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Adjusted EBITDA</td>
<td>$ 27,959</td>
<td>$ 25,534</td>
<td>$ 55,609</td>
<td>$ 49,405</td>
</tr>
</tbody>
</table>
## Reconciliation of Net Income (Loss) to Adjusted Net Income (Loss)

<table>
<thead>
<tr>
<th></th>
<th>THREE MONTHS ENDED JUNE 30</th>
<th></th>
<th>SIX MONTHS ENDED JUNE 30</th>
<th></th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>2022</td>
<td>2021</td>
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<td>2021</td>
</tr>
<tr>
<td></td>
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</tr>
<tr>
<td>Currency gain (loss)</td>
<td>(2,558)</td>
<td>164</td>
<td>(3,263)</td>
<td>356</td>
</tr>
<tr>
<td>Equity-based compensation expense</td>
<td>9,501</td>
<td>7,530</td>
<td>17,014</td>
<td>12,681</td>
</tr>
<tr>
<td>Amortization of acquisition-related intangible assets</td>
<td>11,099</td>
<td>8,475</td>
<td>21,979</td>
<td>16,903</td>
</tr>
<tr>
<td>Acquisition-related expenses</td>
<td>806</td>
<td>556</td>
<td>1,078</td>
<td>2,152</td>
</tr>
<tr>
<td>Transaction-related expenses</td>
<td>111</td>
<td>937</td>
<td>128</td>
<td>1,622</td>
</tr>
<tr>
<td>Loss on disposal of fixed assets</td>
<td>2</td>
<td>282</td>
<td>7</td>
<td>282</td>
</tr>
<tr>
<td>Executive recruiting expense</td>
<td>—</td>
<td>327</td>
<td>—</td>
<td>327</td>
</tr>
<tr>
<td>First-year Sarbanes-Oxley implementation costs</td>
<td>308</td>
<td>233</td>
<td>961</td>
<td>340</td>
</tr>
<tr>
<td>Income tax expense impact of adjustments</td>
<td>(4,063)</td>
<td>(3,821)</td>
<td>(7,979)</td>
<td>(6,607)</td>
</tr>
<tr>
<td>Adjusted Net Income</td>
<td>$ 14,617</td>
<td>$ 11,826</td>
<td>$ 31,546</td>
<td>$ 26,251</td>
</tr>
</tbody>
</table>

**Notes:**

(a) Currency gains (losses) reflect the impact of changes in exchange rates during the period.
(b) Includes the impact of the change in the fair value of stock options and stock appreciation rights.
(c) Includes the amortization of acquired intangible assets.
(d) Includes the impact of the change in the fair value of consideration paid to acquire subsidiaries.
(e) Includes the impact of the change in the fair value of acquired contingent consideration.
(f) Includes the write-off of in-process research and development.
(g) Includes the impact of the change in the fair value of equity securities.
(h) Includes the impact of the change in the fair value of convertible debt.
(i) Includes the impact of the change in the fair value of derivative instruments.

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

<table>
<thead>
<tr>
<th></th>
<th>THREE MONTHS ENDED JUNE 30</th>
<th>SIX MONTHS ENDED JUNE 30</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>2022</td>
<td>2021</td>
</tr>
<tr>
<td>Diluted earnings per share&lt;sup&gt;(a)&lt;/sup&gt;</td>
<td>$</td>
<td>—</td>
</tr>
<tr>
<td>Currency (gain) loss&lt;sup&gt;(a)&lt;/sup&gt;</td>
<td>(0.02)</td>
<td>—</td>
</tr>
<tr>
<td>Equity-based compensation expense&lt;sup&gt;(b)&lt;/sup&gt;</td>
<td>0.06</td>
<td>0.05</td>
</tr>
<tr>
<td>Amortization of acquisition-related intangible assets&lt;sup&gt;(c)&lt;/sup&gt;</td>
<td>0.06</td>
<td>0.06</td>
</tr>
<tr>
<td>Acquisition-related expenses&lt;sup&gt;(d)&lt;/sup&gt;</td>
<td>0.01</td>
<td>—</td>
</tr>
<tr>
<td>Transaction-related expenses&lt;sup&gt;(e)&lt;/sup&gt;</td>
<td>—</td>
<td>0.01</td>
</tr>
<tr>
<td>Loss on disposal of fixed assets&lt;sup&gt;(f)&lt;/sup&gt;</td>
<td>—</td>
<td>—</td>
</tr>
<tr>
<td>Executive recruiting expense&lt;sup&gt;(g)&lt;/sup&gt;</td>
<td>—</td>
<td>—</td>
</tr>
<tr>
<td>First-year Sarbanes-Oxley implementation costs&lt;sup&gt;(h)&lt;/sup&gt;</td>
<td>0.01</td>
<td>—</td>
</tr>
<tr>
<td>Income tax expense impact of adjustments&lt;sup&gt;(i)&lt;/sup&gt;</td>
<td>(0.03)</td>
<td>(0.03)</td>
</tr>
<tr>
<td>Adjusted Diluted Earnings Per Share</td>
<td>$</td>
<td>0.09</td>
</tr>
</tbody>
</table>

Diluted weighted average common shares outstanding

|                                     | 156,478,724 | 147,485,566 | 156,209,335 | 147,323,724 |

Effect of potentially dilutive shares outstanding<sup>(j)</sup>

|                                     | 2,946,216 | 4,979,042 | 3,084,027 | 4,952,002 |

Diluted weighted average common shares outstanding

|                                     | 159,424,940 | 152,464,608 | 159,293,362 | 152,275,726 |
Reconciliation of Revenues to the Revenues Adjusted for Constant Currency

### THREE MONTHS ENDED JUNE 30, 2022

<table>
<thead>
<tr>
<th></th>
<th>2022 Actual</th>
<th>2022 CC (non-GAAP)</th>
<th>2021 Actual (GAAP)</th>
<th>CHANGE</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Revenue</strong></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Software</td>
<td>$28,724</td>
<td>$29,737</td>
<td>$20,112</td>
<td>$8,612</td>
</tr>
<tr>
<td>Services</td>
<td>54,036</td>
<td>55,061</td>
<td>49,984</td>
<td>4,052</td>
</tr>
<tr>
<td><strong>Total Revenue</strong></td>
<td>$82,760</td>
<td>$84,798</td>
<td>$70,096</td>
<td>$12,664</td>
</tr>
</tbody>
</table>

### SIX MONTHS ENDED JUNE 30, 2022

<table>
<thead>
<tr>
<th></th>
<th>2022 Actual</th>
<th>2022 CC (non-GAAP)</th>
<th>2021 Actual (GAAP)</th>
<th>CHANGE</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Revenue</strong></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Software</td>
<td>$57,917</td>
<td>$59,311</td>
<td>$42,016</td>
<td>$15,901</td>
</tr>
<tr>
<td>Services</td>
<td>106,394</td>
<td>107,856</td>
<td>94,798</td>
<td>11,596</td>
</tr>
<tr>
<td><strong>Total Revenue</strong></td>
<td>$164,311</td>
<td>$167,167</td>
<td>$136,814</td>
<td>$27,497</td>
</tr>
</tbody>
</table>

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

(e) Represents costs associated with our public offerings that are not capitalized.

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

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

(h) Represents the first-year Sarbanes-Oxley costs for accounting and consulting fees related to the Company’s preparation to comply with Section 404 of the Sarbanes-Oxley Act in 2021, as well as implementing cost of ASC 842.

(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.