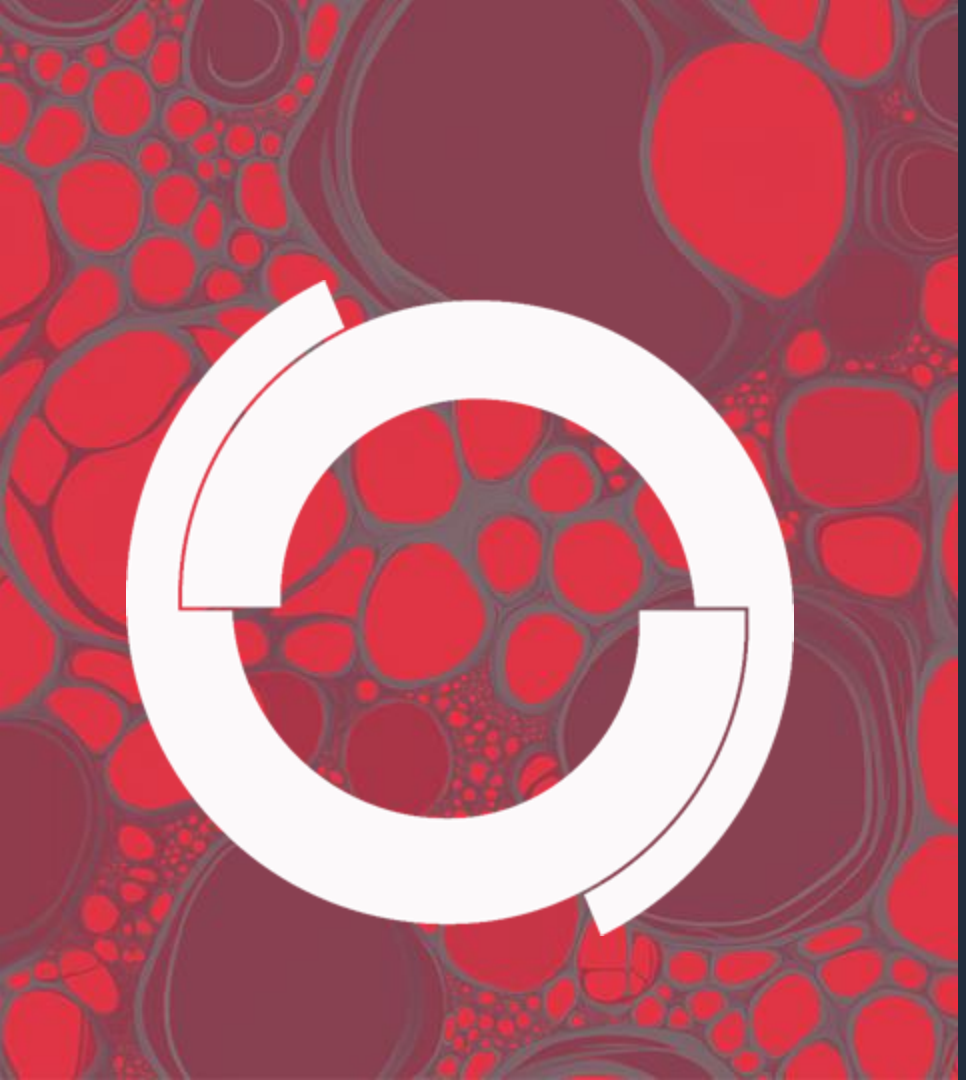

Certara

William F. Feehery, Ph.D.
Chief Executive Officer

William Blair 25th Annual Growth Stock Conference
Wednesday, June 4th, 2025

CERTARA

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.

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Forward-Looking Statements

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 29, 2024. 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 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.

Drug development needs a new model

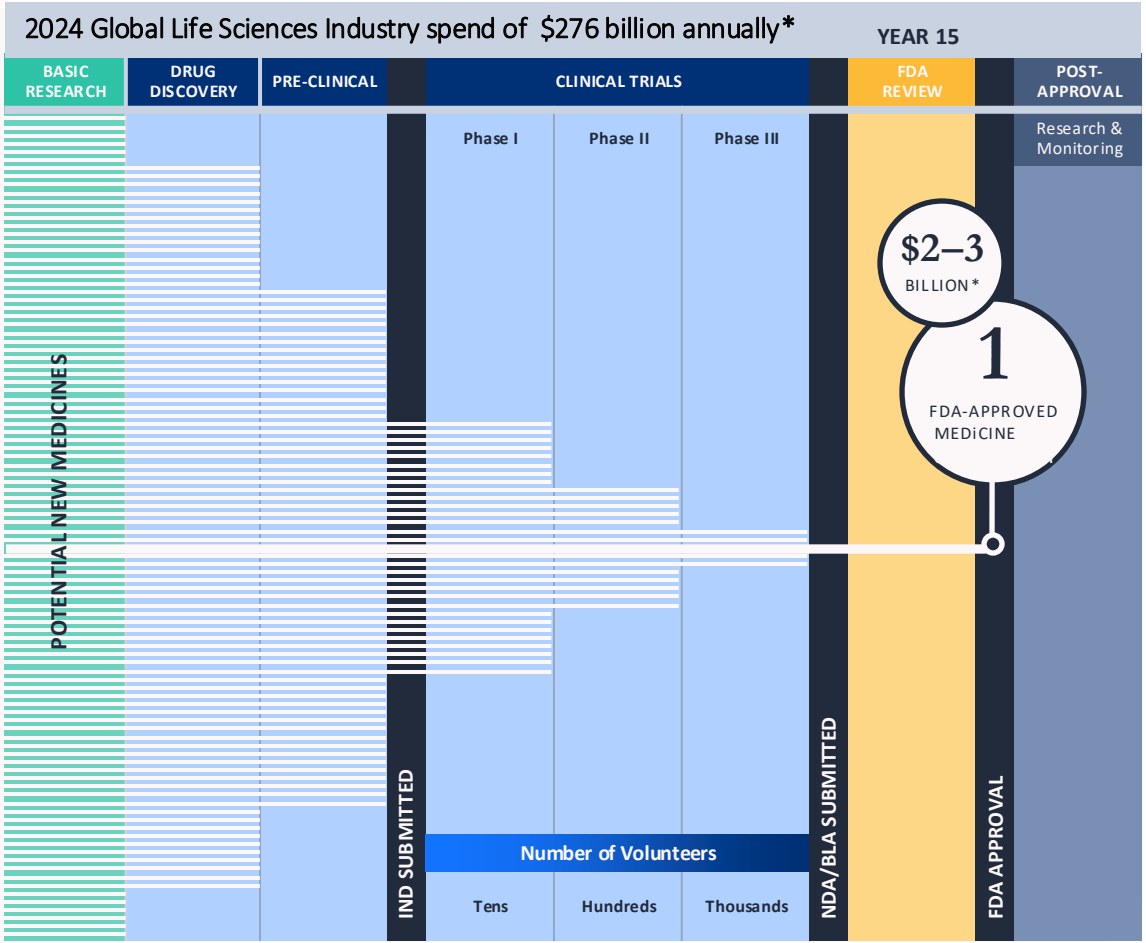
88% of new medicines that enter Clinical trials fail*

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

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

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

Comprehensive measurement of biopharmaceutical R&D investment



Driving Efficiency in Drug Development

≈$300 million*

Per drug, the potential savings from just a **3%** increase in process efficiency

*Modeled using data from How 90% of clinical drug development fails and how to improve it https://www.ncbi.nlm.nih.gov/pmc/articles/PMC9293739/ and management assumptions

Biosimulation: the use of modeling and simulation to predict how drugs behave in the human body.

Certara's AI enabled biosimulation platform:

- Save years of time
- Reduces costs
- Increases scientific understanding

CERTARA

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2,400+
Customers across 70 countries;

30
Of the top 30 biopharma are customers

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

Validated by

34K+
Scientific publications with scientists and technology

1550+
Global team members in
30 Countries

Mission: We use AI enabled biosimulation, data, and scientific expertise to **transform drug development** and accelerate new medicines to patients.

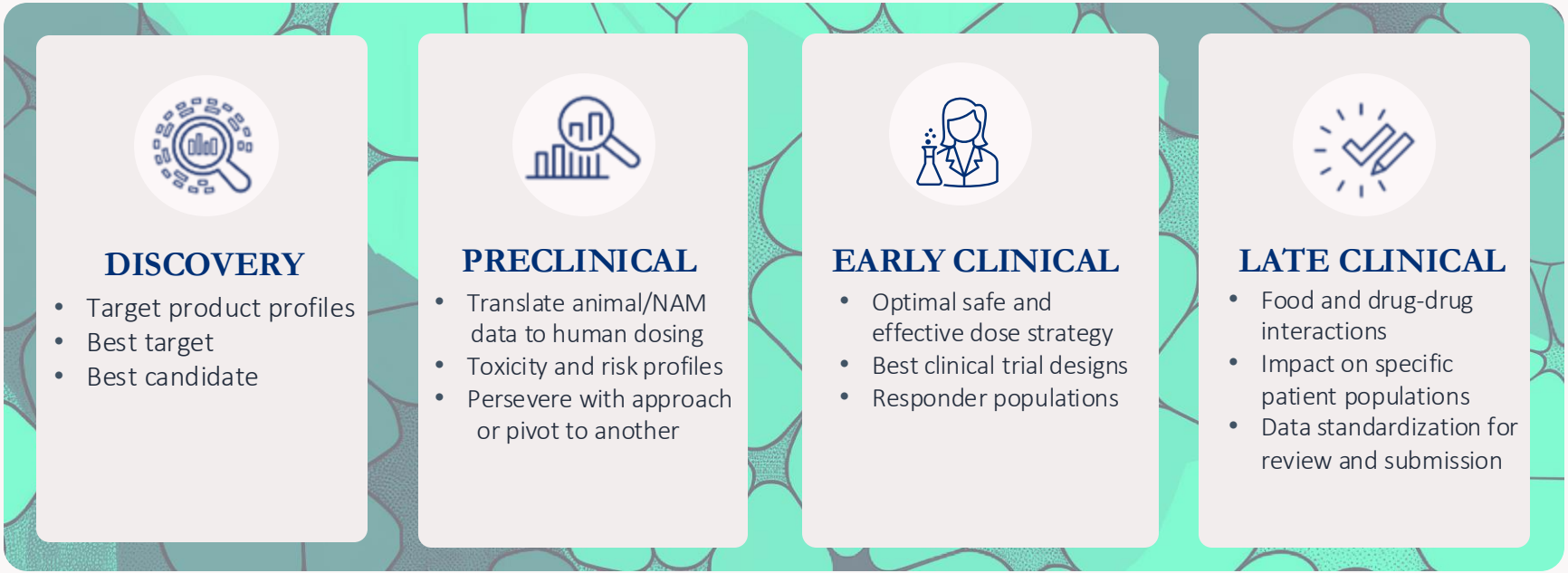
32%
Adj. EBITDA Margin in FY 2024

18%
Software growth FY 2024

>120 novel drugs
325 label claims
were approved by global regulators using Certara technology
in lieu of clinical studies

Software adopted by
23
Global regulatory agencies

Certara's AI-enabled biosimulation platform uses biological systems models, technology and data to answer critical questions



Answering critical questions at every phase saving years of risk and cost

MIDD Saves ~10 months and $5M per program

New publication from Pfizer highlights impact of MIDD on Drug Development Programs

ARTICLE

Impact of Model-Informed Drug Development on Drug Development Cycle Times and Clinical Trial Cost

Vaishali Sahasrabudhe[1,*], Timothy Nicholas[1], Gianluca Nucci[2], Cynthia J Musante[2] and Brian Corrigan[3]

- MIDD includes popPK, E-R modeling, PBPK, QSP, c-QT analysis
- 42 Pfizer Drug Development Programs were assessed
  - 11 Early Dev (FIH to POC)
  - 31 Late Dev (post-POC)
- Programs spanned 5 Therapeutic/Disease areas

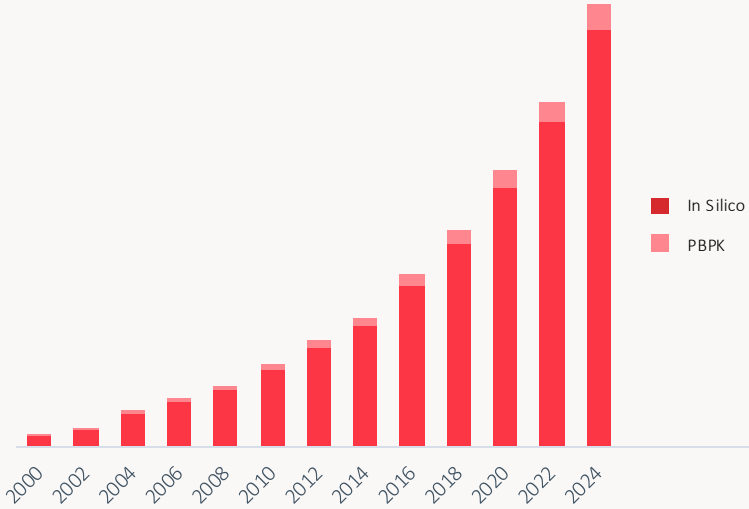
- Model-informed approaches facilitated decision making in EVERY development program with regard to:
  - Trial design
  - Dose and regimen selection
  - Extrapolation to special populations and reducing uncertainty.

"Some of the largest impacts of MIDD were related to "No-Go" decisions at the program level, which allow for reallocation of resources toward other programs with a higher probability of success."

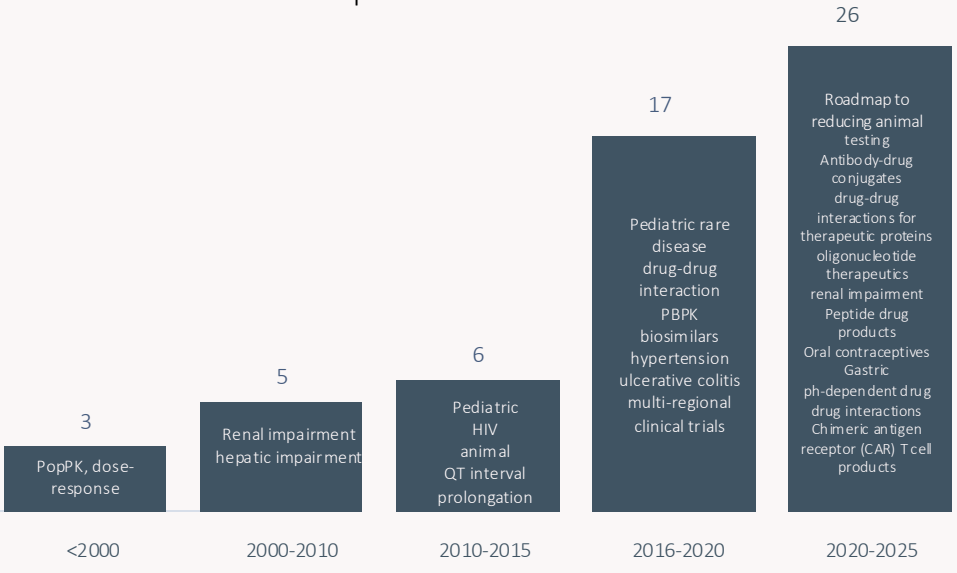
https://ascpt.onlinelibrary.wiley.com/doi/10.1002/cpt.3636?af=R

Industry and regulatory adoption of biosimulation is growing

Cumulative Scientific Publications on Biosimulation [1]



Cumulative Incorporation of Biosimulation in FDA Guidance [2]



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

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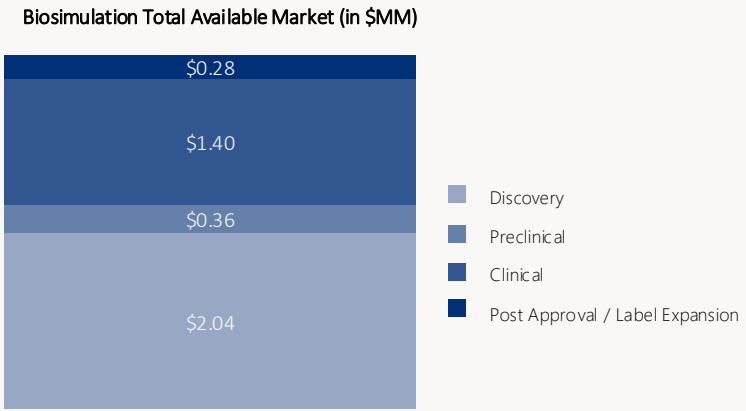
In silico drug development addressable market

Market is large and growing as the use cases for biosimulation continue to expand

$4.1 Billion in silico TAM; 1.5% of Total R&D Industry Spend



Value Creation By Development Phase

- Small percentage of success rate increase has large impact on the overall system (3%)[1]
- Biosimulation solutions can capture 20%[2] of value created
- FDA approves an average of 64[3] novel new medicines annually across drugs and biologics
- FDA approves an average of 120[4] NDAs annually including new formulations that can benefit from biosimulation

Source: Company Research and Estimates
Footnotes:
1. https://www.ncbi.nlm.nih.gov/pmc/articles/PMC9293739/
2. Management estimates using average ranges
3. FDA CDER and CBER Approvals
4. FDA NDA approvals
5. Biosimulation estimated value capture rate estimate for post approval label expansions is 1/5th that of novel medicines

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April 10, 2025

FDA Plans to Phase out Animal Testing for Monoclonal Antibodies and Other Drugs with New Approach Methodologies (NAMs)

CERTARA

Non-Animal Navigator™

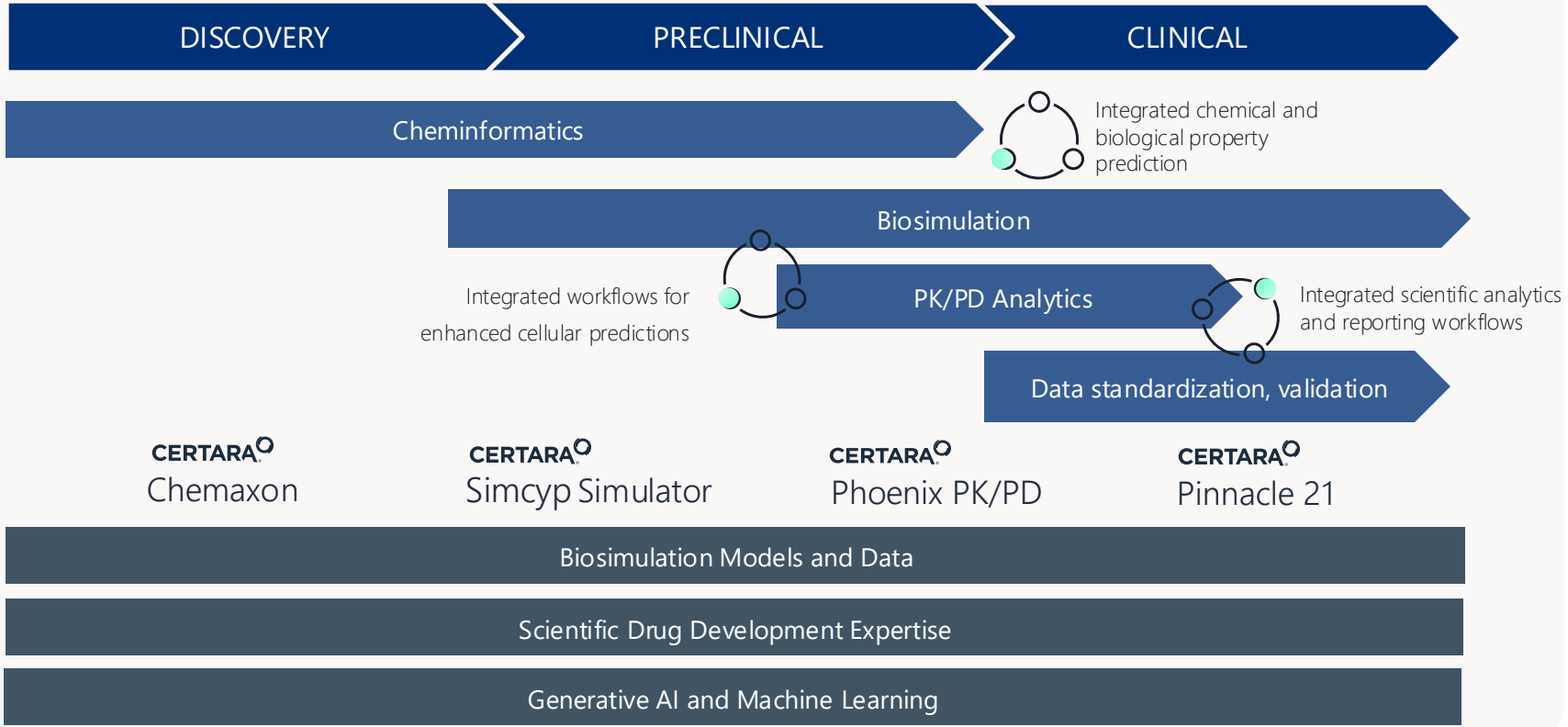
Expert strategy and AI-enabled biosimulation to reduce, refine, or replace animal studies

"Computational models can do as good a job or better, at predicting safety/toxicology" [of new medicines]"….
"Those models should be replacing animal testing,"

FDA Commissioner Marty Makary, interview with Megyn Kelly April 17th, 2025

DISCOVERY
PRECLINICAL
EARLY CLINICAL
LATE CLINICAL
MARKET ACCESS & COMMERCIAL

Certara's Biosimulation Platform



Predict with Simcyp Simulator™

Model processes and systems to predict drug-human and human-drug effects

- Simulates virtual patient populations and trials
- Determines clinical endpoints and target populations
- Consults on Quantitative Systems Physiology

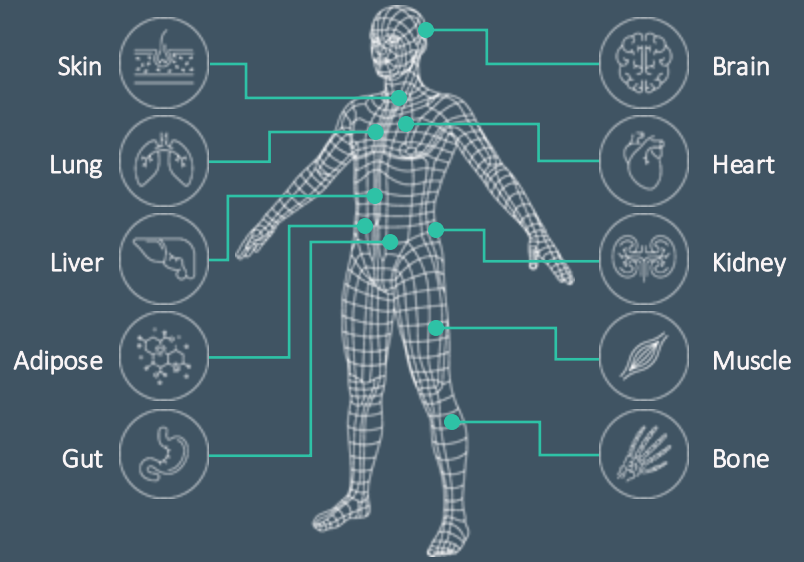
Label approvals of 120+ novel drugs **in lieu of clinical studies**, saving over 100s of millions $

3-6 months

Saved per trial by using Simcyp.*

Simcyp Simulator models

CERTARA Simcyp™



25+ virtual patient populations are available to simulate disease impact.

DISCOVERY
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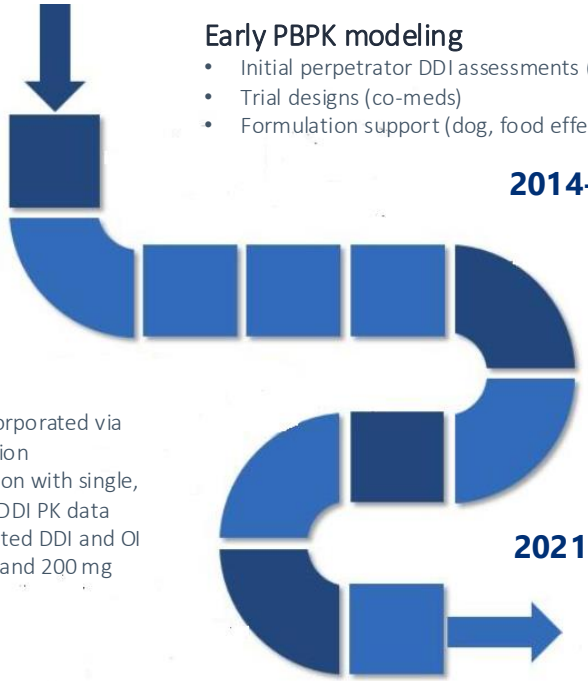
* Time based on case studies and customer feedback

Case Study: Simcyp Simulator™ support for SCEMBLEX®(asciminib)[1]



Early PBPK modeling
- Initial perpetrator DDI assessments (CYP3A DDI)
- Trial designs (co-meds)
- Formulation support (dog, food effect)

2014-2019

Refined PBPK model
- PK characterization
- Food effect (A2102)
- Support of cDDI plan (A2106, A2107) – fmCYP confirmed
- CSF to FMI support
- Support of OI studies (A2103, A2105)

2019-2020

Final PBPK model
- PK nonlinearity incorporated via transporter saturation
- Final model validation with single, multiple dose PK, cDDI PK data
- Simulation of untested DDI and OI scenarios at 80 mg and 200 mg

2021 - Now

Results: NDA submission and FDA approval

More than 15 human clinical studies waived

[1] "Championing Model Informed Drug Development using PBPK Modeling and Simulations: The Scemblix© Success Story Ioannis Loisios-Konstantinidis, Ph.D. , Novartis. Certainty Conference, Mainz, Germany October 29-30, 2024

CERTARA

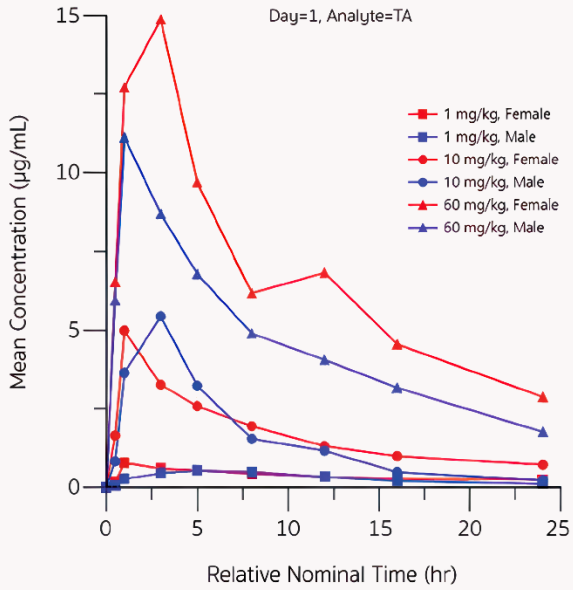
Phoenix™ PK/PD transforms data into decisions

CERTARA Phoenix™

Trusted by FDA, 10 international agencies, and over 70 of 100 top biopharma companies globally.

- Interprets PK/PD data to inform decisions
- Is the standard used by FDA for non compartmental analysis
- Widely used IVIVC module supports bioequivalence studies
- AI-enabled to select best model fit based on data

Industry gold standard for PK/PD and NCA analysis



DISCOVERY
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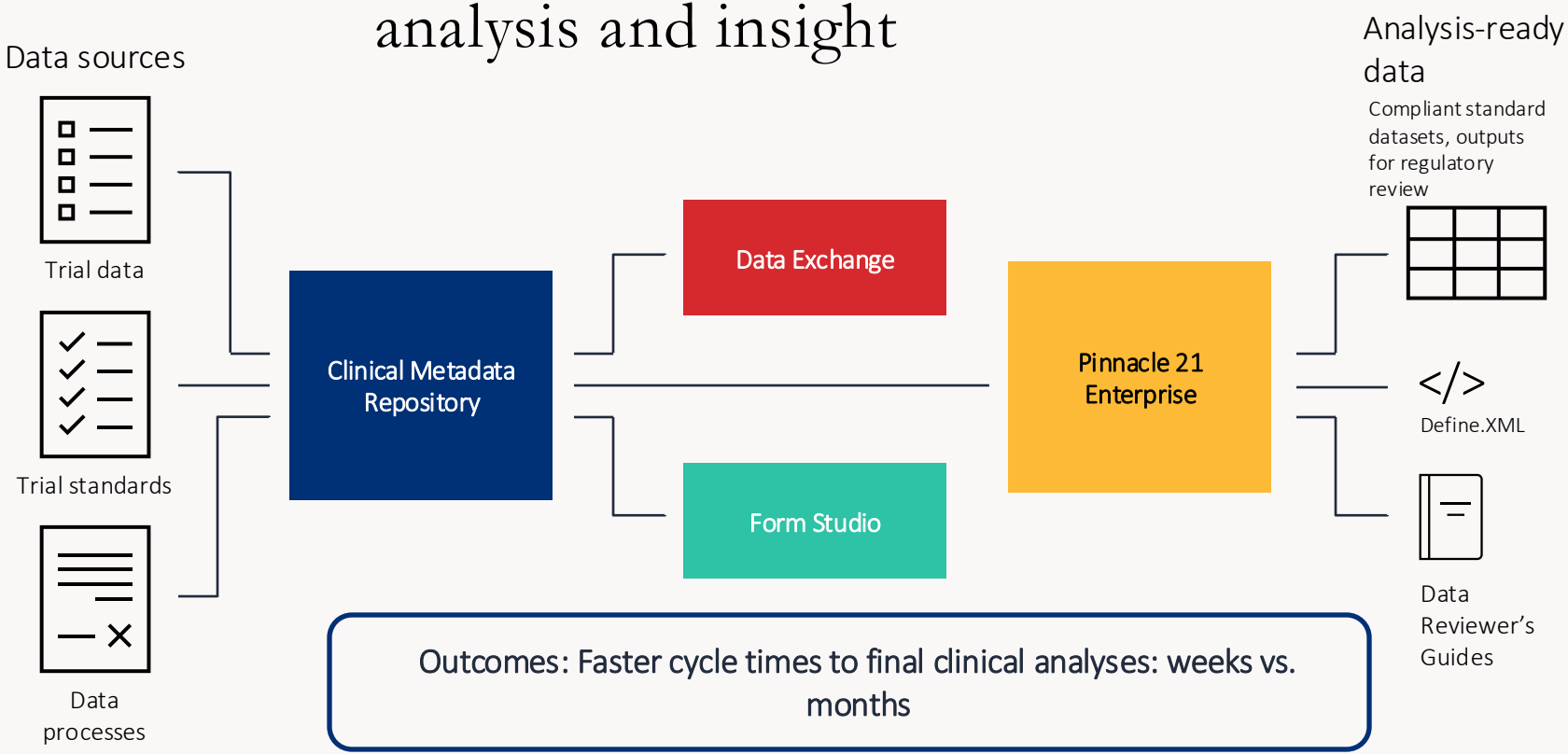
CERTARA Pinnacle 21

Pinnacle 21: Standardizing data for analysis and insight



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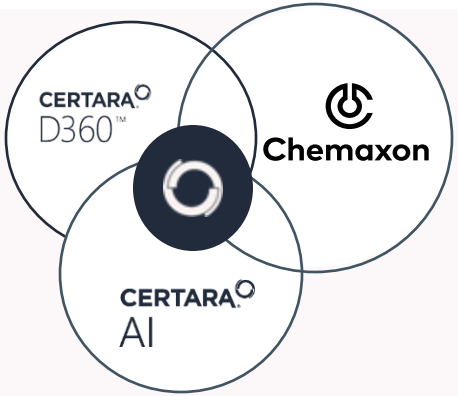


CERTARA Discovery

RADNOR, PA., October 2, 2024 — **Certara, Inc.** (Nasdaq: CERT), a global leader in model-informed drug development, today announced it has completed the acquisition of **Chemaxon.**

Closing gaps in the DMTA cycle

Leading compound design, search and prediction solutions

Integrating workflows to speed breakthroughs

New solutions to derisk drug discovery

CERTARA AI

Application of secure, specialized AI technologies including LLMs and multi-agentic frameworks driven by life science use cases with 'human in the loop' oversight and extensive domain expertise provides highly differentiated Certara AI offerings

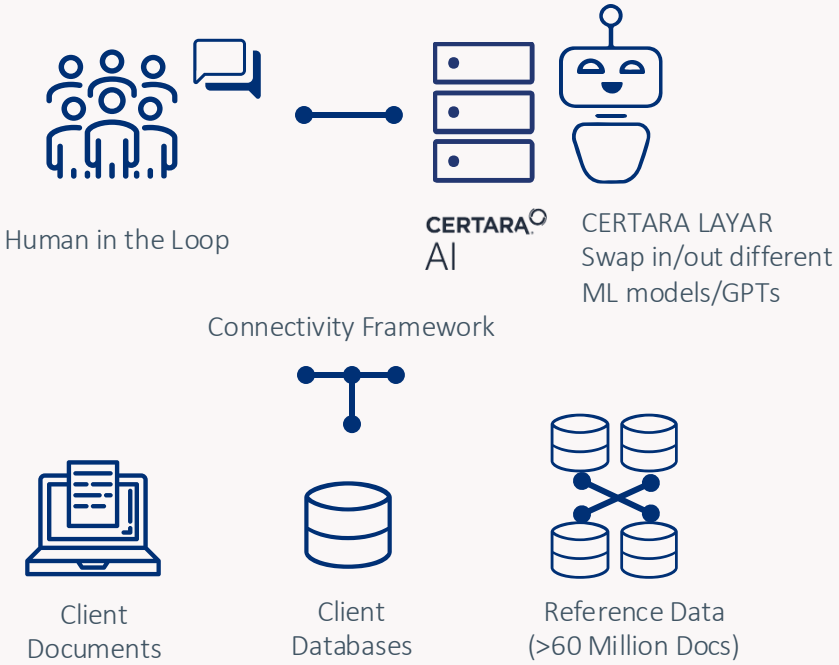
'Human in the Loop'

Use Case	Certara AI Value Creation	Certara AI Road Map		
Biosimulation	Enable advanced creation, verification and validation of biosimulation approaches.	CERTARA Simcyp Speed development of advanced approaches to PBPK modeling.	CERTARA IQ QSP mechanistic model development creation, referencing and validation.	CERTARA Phoenix PK/PD Automate model definition, creation and testing.
Submissions	Speed the creation and submission of regulatory documents.	CERTARA CoAuthor & Global Submit Speed the creation regulatory documents saving >30% of time on first draft creation. AI driven submissions efficiencies for GS.	CERTARA Pinnacle 21 AI extraction of key data from submission documents & data harmonization with multi-agent frameworks.	
Cheminformatics	Enable novel synthesis, creation and predictive analytical approaches for R&D.	CERTARA Chemaxon & D360 Extract insights from unstructured data across sources for lead optimization.	CERTARA Predictive Analytics & Libra Apply deep learning to predictive analytics for increased accuracy and extensibility of specialized models.	

CERTARA CLOUD & DATA FABRIC ARCHITECTURE

CERTARA AI

Certara's secure, modular **AI software infrastructure** enables our platform to easily integrate with other tools and tackle a variety of use cases



Choose where your source data lives (both internal/external)

- The Layar platform is secure and extensible – ML/DL/GPT models connect to data on an as-needed basis
- Layar can efficiently tackle a wide variety of use cases and slot into established workflows without significant retooling

Successful M&A execution for growth

Integrated acquisitions have delivered strong returns since the IPO

PINNACLE 21

Acquired in October 2021

Clinical data standardization software to standardize, validate, and harmonize data

Three new product introductions since acquisition expanding value and users.

applied biomath
REVOLUTIONIZING DRUG INVENTION

Acquired in December 2023

Scientific thought leadership - QSP team is the largest, most experienced in the industry

AI-enabled QSP will further accelerate growth

Chemaxon

Acquired in October 2024

A discovery platform for chemical property and structure prediction.

Strategic entry into the discovery biosimulation market at scale.

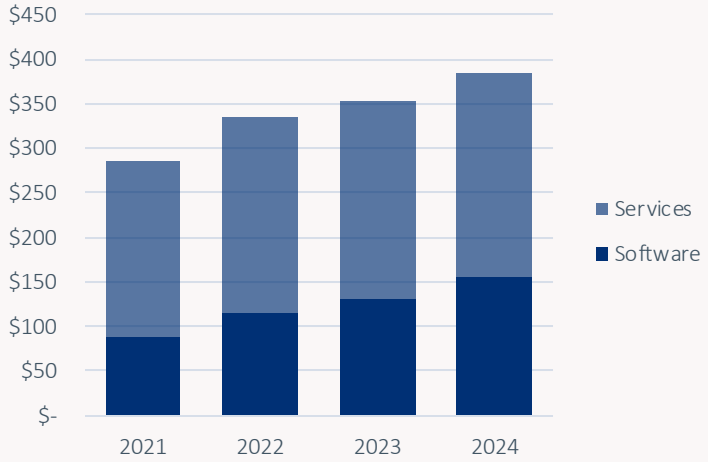
Financials

CERTARA

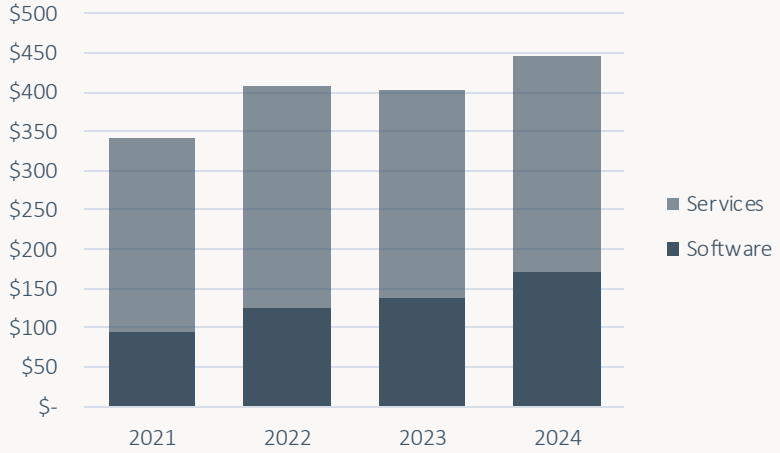
Certara's growth profile by software and services

3Y-CAGR	Services	Software	3Y-CAGR	Services	Software
+10.3%	+4.8% (Ex-Regulatory Svs +10.2%)	+21.5%	+9.2%	+3.7% (Ex-Regulatory Svs +12.0%)	+21.5%

Revenue (millions)



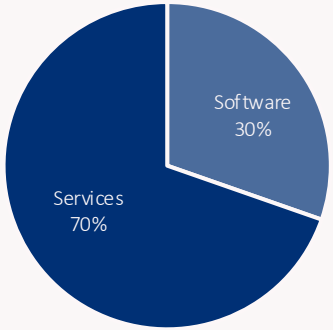
Bookings (millions)



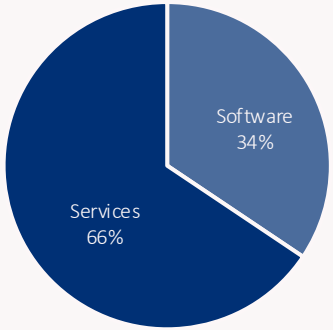
Certara's performance has been driven by strong software growth as customers accelerate the use of biosimulation.

Revenue mix shift to software

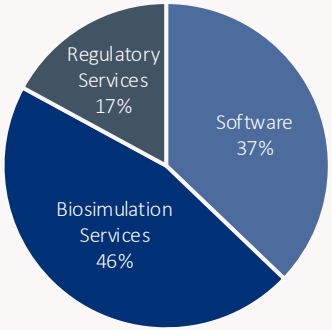
2021 Revenue
$286M



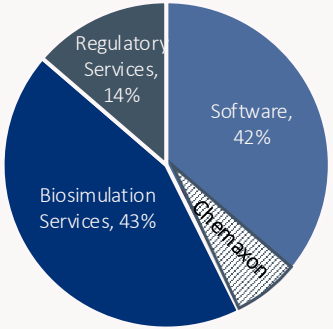
2022 Revenue
$336M



2023 Revenue
$354M



2024 Revenue
$384M
(2024 Proforma-Revenue $401M)*



*Pro forma revenues reflect Certara's FY24 Revenues had the acquisition of Chemaxon closed on January 1, 2024

Regulatory Services Business Under Strategic Review
Revenue of $54.7M 2024 and $60.5M in 2023

Software Revenue Mix includes pro-forma 2024 Chemaxon Revenue of $22.9M

With the addition of Chemaxon, Certara's revenue mix has seen a 1300 bp shift towards software since 2021

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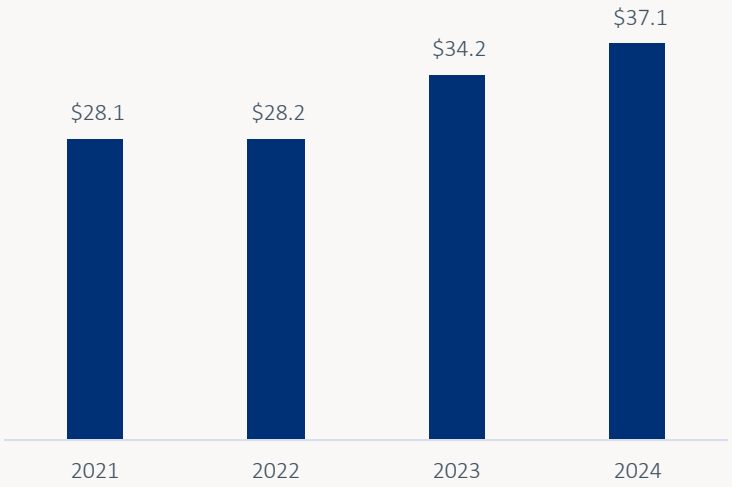
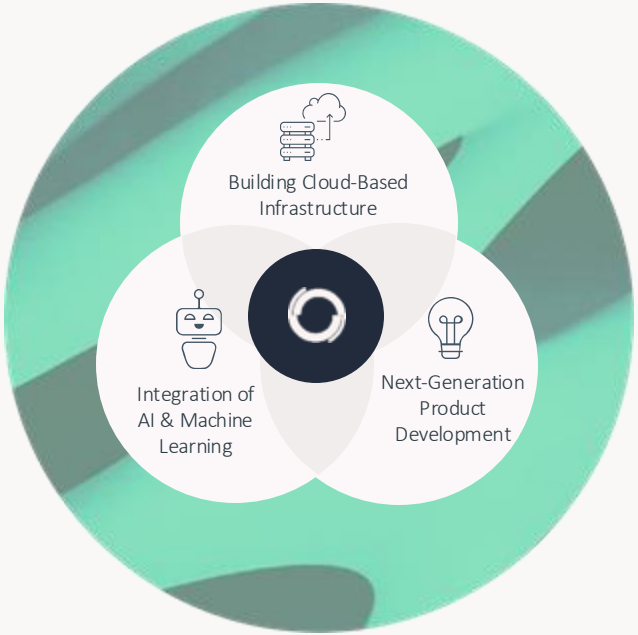
Investing in software business to drive sustainable growth

Research and Development Expense





Continued level of R&D investment during 2025 will support software innovation and growth

SUMMARY

- Leading the industry in biosimulation
- Investing in an AI-enabled integrated software platform embedded across all phases of drug development
- Saving years of time and risk

Transforming drug development from molecule to market

CERTARA