CERTARA®

Accelerating Medicines

Second Quarter 2021 Financial Results

August 5, 2021

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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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, and adjusted diluted EPS which are not recognized terms under GAAP and should not be considered as alternatives to net income (loss) and GAAP EPS 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. The presentation of this measure has limitations as an analytical tool 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.

Management uses various financial metrics, including total revenues, income from operations, net income, 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 evaluating adjusted EBITDA, adjusted net income, and adjusted diluted EPS, 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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Certara at a Glance: A Global Leader in Biosimulation

Business

20+ Year
History of innovation

~1,000 Employees
~300 with PhDs, PharmDs and MDs

14 Acquisitions
Track record of accretive and complementary transactions

End-to-End Platform

Software
- Biosimulation
- Regulatory Submissions
- Value Communication

Tech-Enabled Services
- Drug Discovery & Development with Biosimulation
- Regulatory Science
- Market Access

$11.6B+ TAM growing at **12-15%** CAGR[1]

Customers

1,650+
Customers across 61 countries

10+ Year
Average tenure for top 30 customers

261 customers with ACV > $100,000
53 customers with ACV > $1M

Second Quarter Financials

$70.1mm
2Q 2021 Revenue
15% YoY Growth

$25.5mm
2Q 2021 Adjusted EBITDA[2]
36% Adjusted EBITDA Margin

Customer data as of 12/31/2020.
(1) Market research reports from GrandView and SpendEdge
(2) See Appendix for a reconciliation net income (loss) to adjusted EBITDA

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Acquisition of Pinnacle 21, A Leader in Data Standardization Software

- Industry leader in standards-based, validation SaaS solutions
- Software used to validate Clinical Data Interchange Standards Consortium (CDISC) compliance and increase preclinical and clinical data quality
  - CDISC standards are **required** by the US FDA and Japan's Pharmaceutical and Medical Devices Agency (PMDA) for all submission data. Pinnacle 21 has been **adopted by the FDA and PMDA.**
  - CDISC standards are also the preferred standards by China's National Medical Products Administration
- Purchase price of **$310 million** with $250 million in cash consideration and $60 million in Certara stock
- **Accretive** to revenue, revenue growth, and adjusted EBITDA margin
- Expected to close in **early Q4 2021**

PINNACLE 21

Founded in 2011, Pinnacle 21 is a privately-held, software company based in Blue Bell, Pennsylvania.

They have 57 employees, and ~70% are software developers and data standards experts.

Their software tools are used by 22 of the top 25 leading biopharmaceutical companies.

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Pinnacle 21 Software Purpose Built for Regulatory Success

- Data standards are **complex** and **increasingly challenging** to adhere to as volume of data in clinical trials and regulatory submissions grows
- An even bigger challenge in the biopharmaceutical industry is in **managing and analyzing data** that arrives from **many sources in various formats**

$300M
Total Addressable Market*
for CDISC Compliance Software
12% - 15% CAGR
(2021 – 2026)

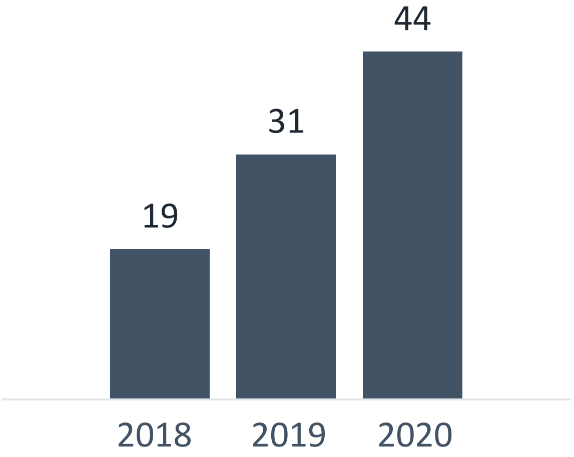
Pinnacle 21 Community Software

- Open-source software
- More than 1,000 organizations
- Helps remove barriers to entry and promote innovation
- Feedback from users provides valuable input into user needs and new features

Pinnacle 21 Enterprise Software

- Same software used by regulatory agencies
- More than 130 customers
- Average annual customer subscription value >$100k in 2020 and growing
- 94% aggregate renewal rate in 2020

Number of Customers with Annual Customer Value > $100k



*Internal estimate based off of commissioned market research

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Ideal Strategic Fit on Multiple Levels

Certara continues to invest in our end-to-end platform to accelerate and improve drug development. This acquisition expands our biosimulation and regulatory software and services to further enable informed decision-making throughout the drug development life cycle.

Software

Pinnacle 21 is complementary to our biosimulation and regulatory software

Global regulatory submissions require compliant datasets to minimize costly delays

Data standardization advances scientific research as data is collected, combined and analyzed with biosimulation and other methods

Technology-Enabled Services

We already collaborate with clients on gathering, integrating, and analyzing preclinical, clinical, and real-world data

Our drug development consultancy and regulatory science team will expand data standardization and CDISC-related offerings, powered by Pinnacle 21's software

Culture & Ongoing Synergies

We are passionate about driving innovation and efficiencies throughout the drug development life cycle using technology

Working together, we will integrate and expand features and tools to accelerate life-saving therapies to patients

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2Q 2021 Highlights

- Revenue was $70.1mm in 2Q 2021, representing year-over-year growth of 15%
- Reported net loss was ($2.9)mm in 2Q 2021, as compared to net income of $2.8mm in 2Q 2020
- Adjusted EBITDA[(1)] was $25.5mm in 2Q 2021, representing year-over-year growth of 1%

Key Financials

	Three Months Ended June 30,	
	2021	**2020**
(in millions, except per share data)		
Revenue	$70.1	$61.1
Net Income (Loss)	($2.9)	$2.8
Diluted Earnings Per Share	($0.02)	$0.02
Adjusted EBITDA[(1)]	$25.5	$25.3
Adjusted Net Income (Loss)[(1)]	$5.6	$3.8
Adjusted Diluted Earnings Per Share[(1)]	$0.03	$0.02
Cash and Cash Equivalents	$267.8	$55.7

(1) See Appendix for a reconciliation net income (loss) to adjusted EBITDA and reconciliation of net income (loss) to adjusted net income and diluted income per share to adjusted EPS

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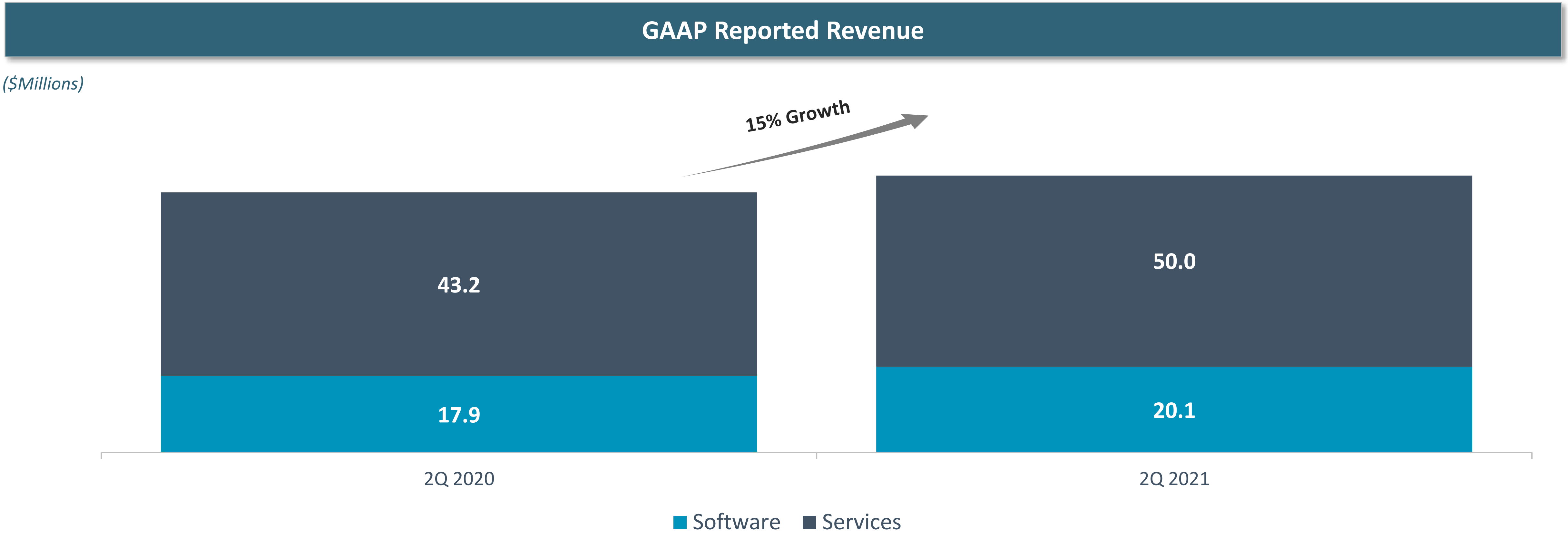
2Q 2021 Results - Revenue



The Certara team remained focused on execution in 2Q 2021, delivering strong revenue growth

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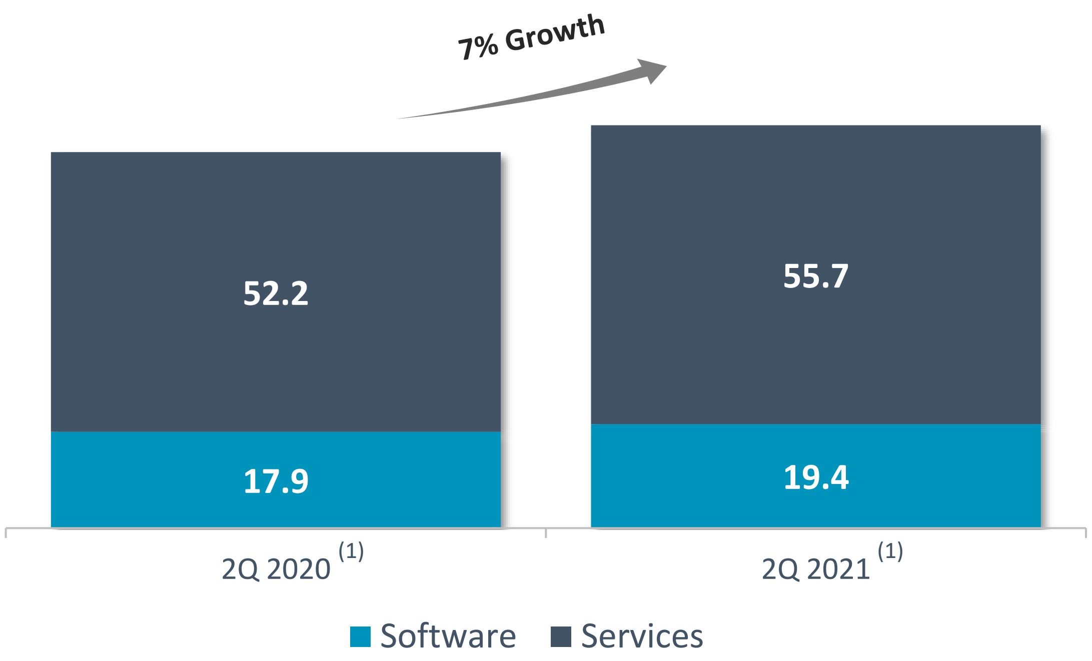
2Q 2021 Results - Net Bookings

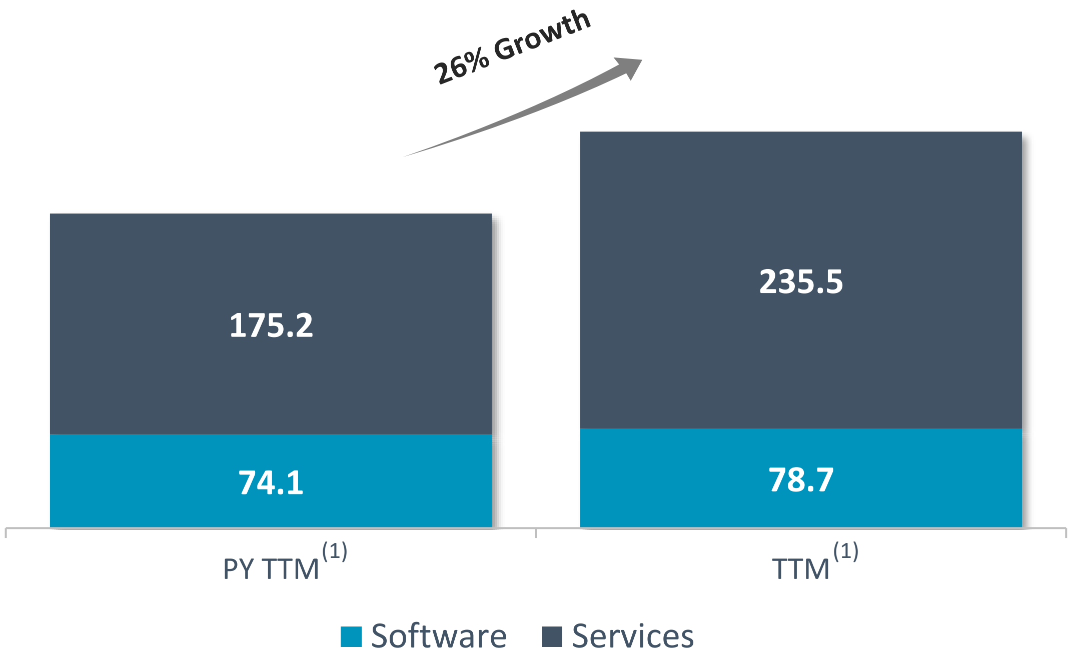
2Q 2021 Reported Net Bookings

($Millions)



TTM Reported Net Bookings

($Millions)



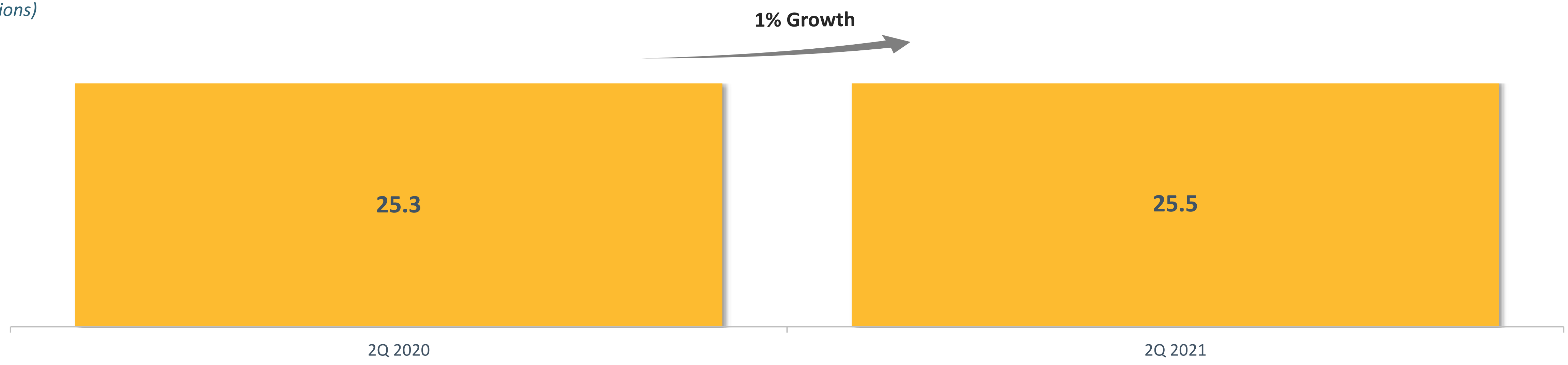
TTM bookings are highly correlated with revenue and drive strong visibility

(1) Includes software and software implementation and deployment services related to service segment bookings.

2Q 2021 Results – Adjusted EBITDA

Adjusted EBITDA[1]

($Millions)



Adjusted EBITDA Margin[1]	***41%***	***36%***

Certara delivered consistent profitability on a year-over-year basis

(1) See Appendix for a reconciliation net income (loss) to adjusted EBITDA

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FY 2021 Financial Guidance

(*In millions*, except earnings per share data)	Prior FY 2021 Guidance	FY 2021 Guidance (excluding Pinnacle 21)
Revenue	$277 - $285	$283 - $289
Adjusted EBITDA[(1)]	$100 - $102	$101 - $103
Adjusted Diluted Earnings Per Share[(1)]	$0.20 - $0.24	$0.21 - $0.25

Certara expects continued mid-teens growth in revenue and adjusted EBITDA

(1) We have not reconciled the adjusted EBITDA and adjusted diluted EPS forward-looking guidance above to the most directly comparable GAAP measures because this cannot be done without unreasonable effort due to the variability and low visibility with respect to costs related to acquisitions, financings, and employee stock compensation programs, which are potential adjustments to future earnings. We expect the variability of these items to have a potentially unpredictable, and a potentially significant, impact on our future GAAP financial results.

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Appendix

Reconciliation of Net Income (Loss) to Adjusted EBITDA

	THREE MONTHS ENDED JUNE 30,	
(in thousands)	2021	2020
Net income (loss)[a]	$ (2,857)	$ 2,777
Interest expense[a]	6,332	7,023
Interest income[a]	(100)	(13)
Provision for income taxes[a]	1,453	3,725
Depreciation and amortization expense[a]	552	669
Intangible asset amortization[a]	10,125	9,918
Currency gain (loss) [a]	164	55
Equity-based compensation expense[b]	7,530	567
Acquisition-related expenses[c]	556	494
Transaction related expenses[d]	937	—
Severance expense[e]	—	16
Reorganization expense[f]	—	102
Loss on disposal of fixed assets[g]	282	—
Executive recruiting expense[h]	327	—
First-year Sarbanes-Oxley implementation costs[i]	233	—
Adjusted EBITDA	$ 25,534	$ 25,333

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

	THREE MONTHS ENDED JUNE 30,	
(in thousands, except per share data)	**2021**	**2020**
Net income (loss)[a]	$ (2,857)	$ 2,777
Currency gain (loss) [a]	164	55
Equity-based compensation expense[b]	7,530	567
Acquisition-related expenses[c]	556	494
Transaction related expenses[d]	937	—
Severance expense[e]	—	16
Reorganization expense[f]	—	102
Loss on disposal of fixed assets[g]	282	—
Executive recruiting expense[h]	327	—
First-year Sarbanes-Oxley implementation costs [i]	233	—
Income tax expense impact of adjustments[j]	(1,594)	(162)
Adjusted Net Income	$ 5,578	$ 3,849

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

	THREE MONTHS ENDED JUNE 30,	
	2021	2020
Diluted earnings per share[(a)]	$ (0.02)	$ 0.02
Currency gain (loss) [(a)]	—	—
Equity-based compensation expense[(b)]	0.05	—
Acquisition-related expenses[(c)]	—	—
Transaction related expenses[(d)]	0.01	—
Severance expense[(e)]	—	—
Reorganization expense[(f)]	—	—
Loss on disposal of fixed assets[(g)]	—	—
Executive recruiting expense[(h)]	—	—
First-year Sarbanes-Oxley implementation costs[(i)]	—	—
Income tax expense impact of adjustments[(j)]	(0.01)	—
Adjusted Diluted Earnings Per Share	$ 0.03	$ 0.02
Diluted weighted average common shares outstanding	147,485,566	132,407,786
Effect of potentially dilutive shares outstanding [(k)]	4,979,042	—
Adjusted diluted weighted average common shares outstanding	152,464,608	132,407,786

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Notes to Adjusted EBITDA Reconciliation

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

(d) Represents costs associated with our secondary offering that are not capitalized.

(e) Represents charges for severance provided to former executives and non-executives.

(f) Represents expense related to reorganization, including legal entity reorganization.

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

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

(i) Represents the 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.

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

(k) Represents potentially dilutive shares that were excluded from the Company's GAAP diluted weighted average shares outstanding because the Company had a reported net loss and therefore including these shares would have been anti-dilutive.

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