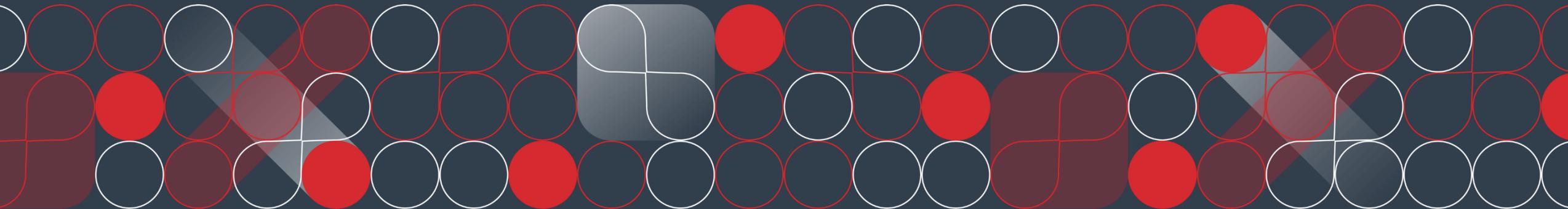




# Fourth Quarter & Full Year 2025 Financial Results

February 26, 2026



# 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. In addition, unless otherwise indicated, references to the "Company," "Certara," "we," "us," and "our" refer to Certara, Inc. and its consolidated subsidiaries.

## Trademarks and Service Marks

The Certara design logo, "Certara," and our other registered or common law trademarks, service marks or trade names appearing in this presentation are our property. Solely for convenience, our trademarks, tradenames, and service marks referred to in this presentation appear without the registered mark or trademark symbols, but those references are not intended to indicate, in any way, that we will not assert, to the fullest extent under applicable law, our rights to these trademarks, tradenames, and service marks. This presentation contains additional trademarks, tradenames, and service marks of other companies that are the property of their respective owners. We do not intend our use or display of other companies' trademarks, trade names or service marks to imply relationships with, or endorsement or sponsorship of us by, these other companies.

## 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 any deceleration in, or resistance to, the acceptance of model-informed biopharmaceutical discovery and development; the Company's ability to compete within its market; changes or delays in government regulation relating to the biopharmaceutical industry; trends in research and development spending; operational disruptions, funding constraints and policy changes at the Food and Drug Administration and other government agencies; consolidation within the biopharmaceutical industry; the Company's ability to increase successfully its customer base, expand relationships and the products and services it provides and enter new markets; , 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 26, 2026 and subsequent reports. 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 may make use of the non-GAAP financial measures adjusted EBITDA, adjusted EBITDA margin, adjusted net income (loss), adjusted diluted earnings per share ("EPS"), and constant currency ("CC") revenue, which are not recognized terms under GAAP and should not be considered as alternatives to net income (loss), GAAP EPS, or GAAP revenue as measures of financial performance or cash provided by operating activities as a measure of liquidity, or any other performance measure derived in accordance with GAAP. These non-GAAP measures have limitations as analytical tools and should not be considered in isolation, or as a substitute for our results as reported under GAAP. Because not all companies use identical calculations, the presentations of these measures may not be comparable to other similarly titled measures of other companies and can differ significantly from company to company.

Adjusted EBITDA represents net income (loss) excluding interest expense, provision (benefit) for income taxes, depreciation and amortization expense, intangible asset amortization, equity-based compensation expense, goodwill impairment, change in fair value of contingent consideration, acquisition and integration expense and other items not indicative of our ongoing operating performance. Adjusted EBITDA margin represents adjusted EBITDA divided by revenue. Adjusted net income and adjusted diluted EPS exclude the effect of the same items noted above with respect to adjusted EBITDA from GAAP net income (loss) and GAAP EPS, respectively, as well as adjust the provision for income taxes for such charges. CC revenue excludes the effects of foreign currency exchange rate fluctuations by assuming constant foreign currency exchange rates used for translation. Current periods revenue reported in currencies other than U.S. dollars are converted into U.S. dollars at the average exchange rates in effect for the comparable prior periods. You should refer to the appendix at the end of this document for a reconciliation of these non-GAAP measures in specific periods to their most directly comparable financial measures calculated and presented in accordance with GAAP for those periods.

Management uses various financial metrics, including total revenues, income from operations, net income, CC revenue and certain non-GAAP measures, including those discussed above, to measure and assess the performance of the Company's business, to evaluate the effectiveness of its business strategies, to make budgeting decisions, to make certain compensation decisions, and to compare the Company's performance against that of other peer companies using similar measures. In addition, management believes these metrics provide useful measures for period-to-period comparisons of the Company's business, as they remove the effect of certain non-cash expenses and other items not indicative of its ongoing operating performance. Management believes that these metrics are helpful to investors, analysts, and other interested parties because they can assist in providing a more consistent and comparable overview of our operations across our historical periods. In addition, these measures are frequently used by analysts, investors, and other interested parties to evaluate and assess performance. In addition, our business has operations outside the United States that are conducted in local currencies. As a result, the comparability of the financial results reported in U.S. dollars is affected by changes in foreign currency exchange rates. We use CC revenue to evaluate the underlying performance of the business, and we believe it is helpful for investors to present operating results on a comparable basis period over period to evaluate its underlying performance. In evaluating adjusted EBITDA, adjusted net income (loss), adjusted diluted EPS, and CC revenue, you should be aware that in the future the Company may incur expenses similar to those eliminated in this presentation and this presentation should not be construed as an inference that future results will be unaffected by unusual items.

# Financial Highlights

Fourth Quarter 2025



3% GAAP YoY change  
2% CC YoY change<sup>(1)</sup>

PY \$6.6M

(3%) YoY change

PY \$0.04

PY \$0.15

(1) See Appendix for reconciliation of GAAP revenue to constant currency (non-GAAP revenue)

(2) See Appendix for reconciliation of net income (loss) to adjusted EBITDA

(3) See Appendix for reconciliation of Diluted Earnings Per Share to Adjusted Diluted Earnings Per Share

# Financial Highlights

Fiscal Year 2025



9% GAAP YoY change  
8% CC YoY change<sup>(1)</sup>

PY (\$12.1M)

10% YoY change

PY (\$0.08)

PY \$0.45

(1) See Appendix for reconciliation of GAAP revenue to constant currency (non-GAAP revenue)

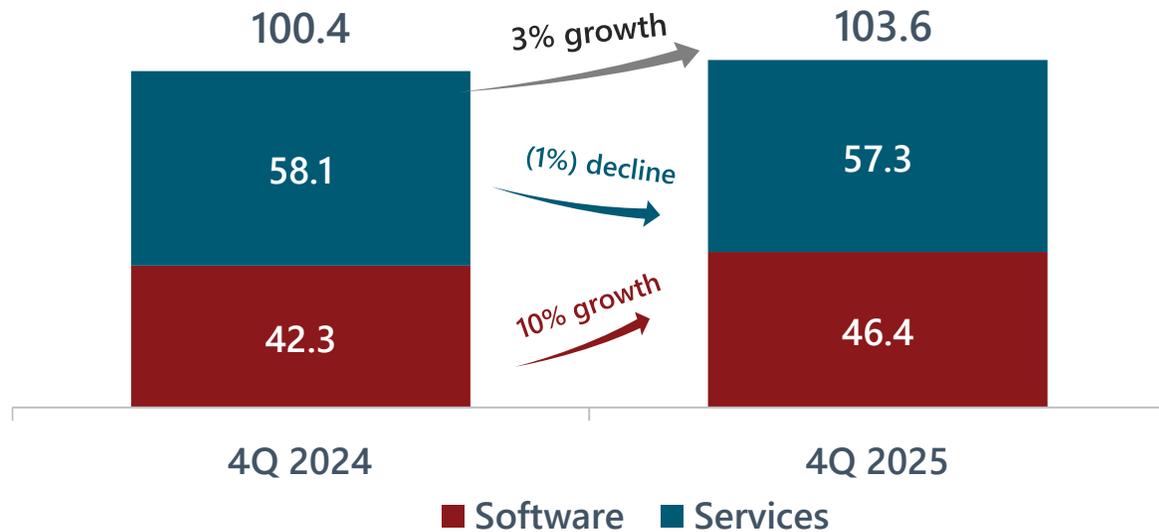
(2) See Appendix for reconciliation of net income (loss) to adjusted EBITDA

(3) See Appendix for reconciliation of Diluted Earnings Per Share to Adjusted Diluted Earnings Per Share

# 4Q 2025 Results - Revenue

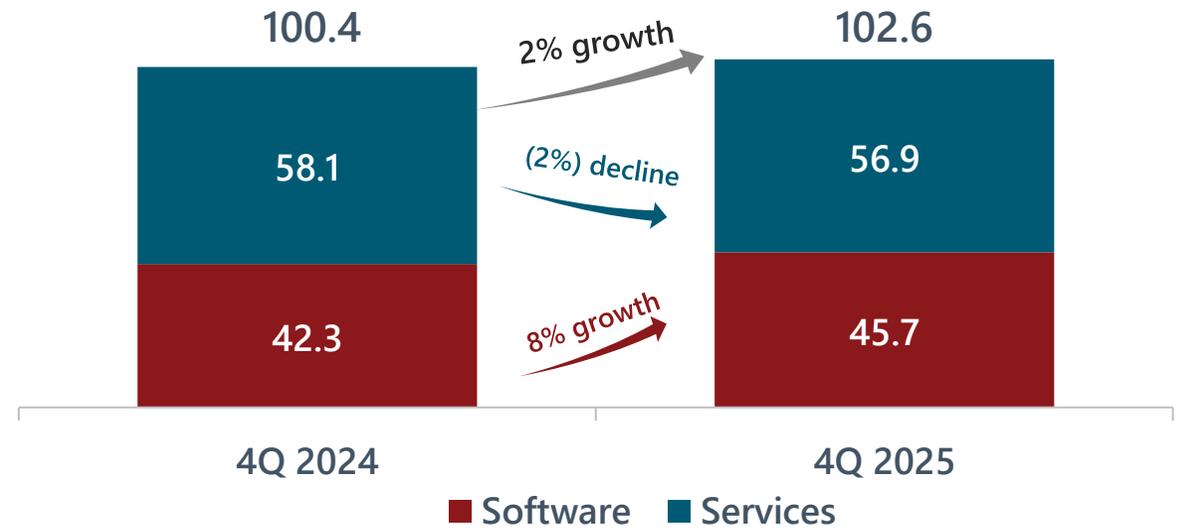
## GAAP Reported Revenue

(\$Millions)



## Constant Currency Revenue<sup>(1)</sup>

(\$Millions)

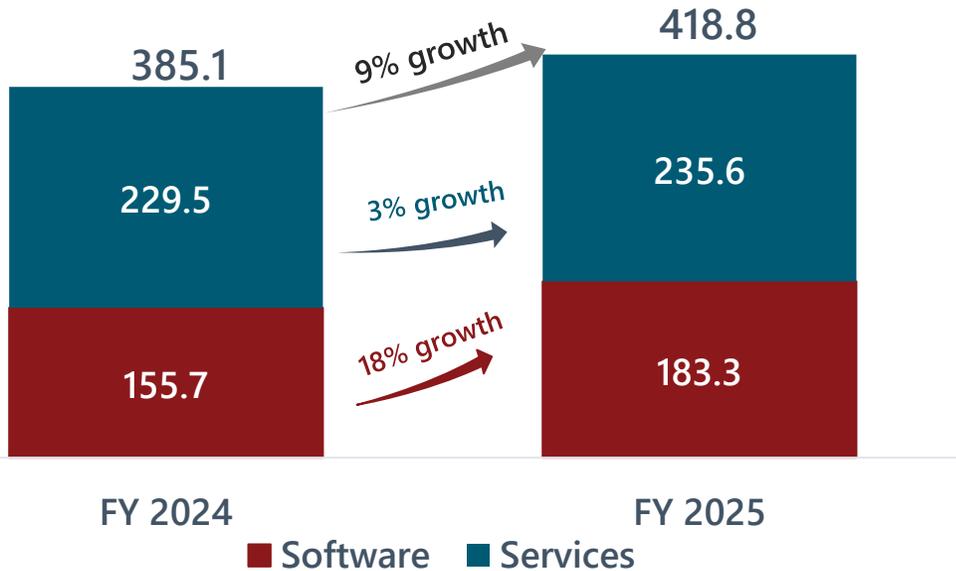


**Certara reported 2% constant currency<sup>(1)</sup> revenue growth**

# FY 2025 Results - Revenue

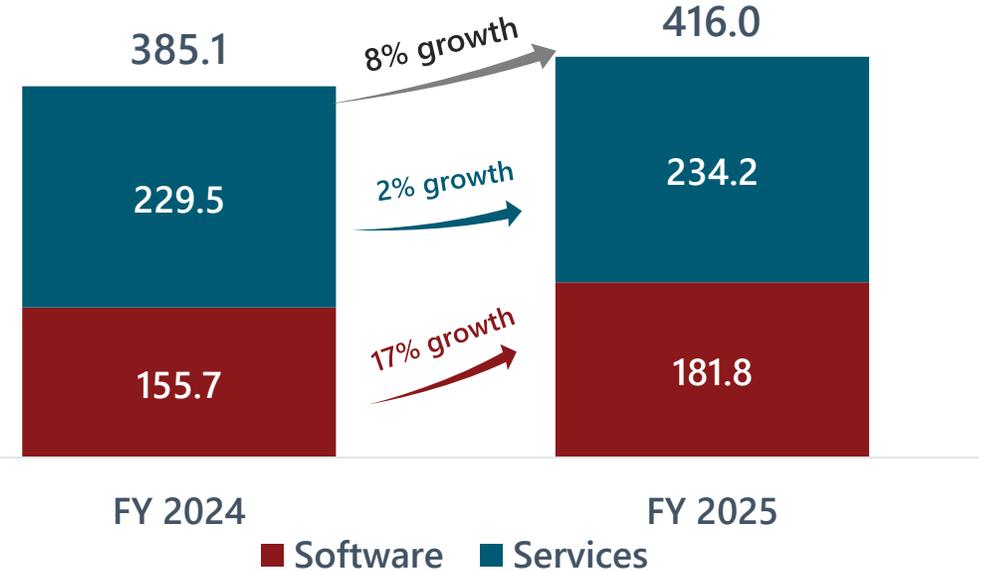
## GAAP Reported Revenue

(\$Millions)



## Constant Currency Revenue<sup>(1)</sup>

(\$Millions)

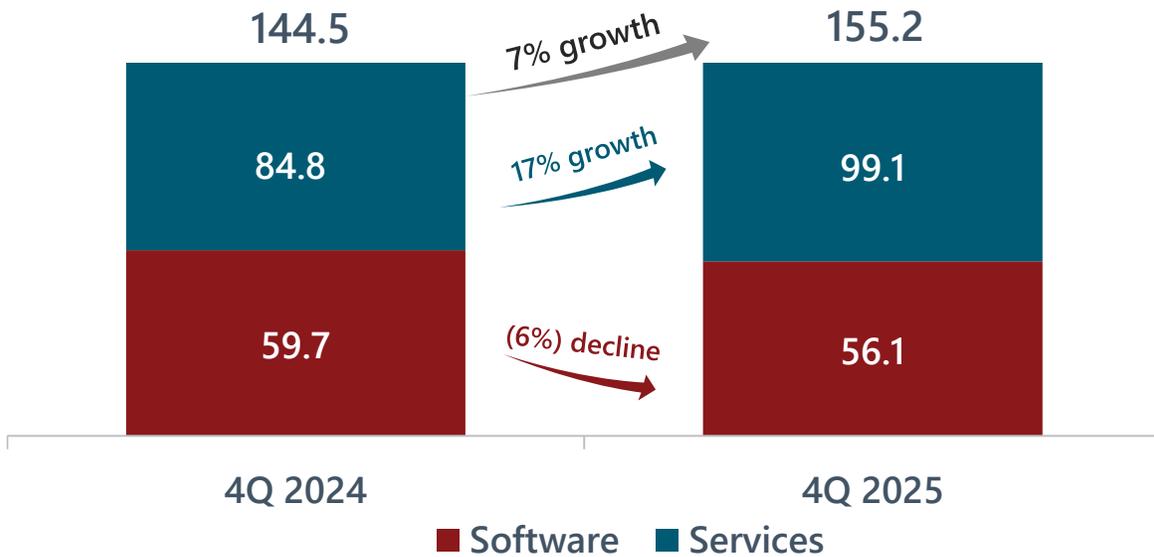


**Certara reported 8% constant currency<sup>(1)</sup> revenue growth**

# 4Q 2025 and TTM Results - Net Bookings

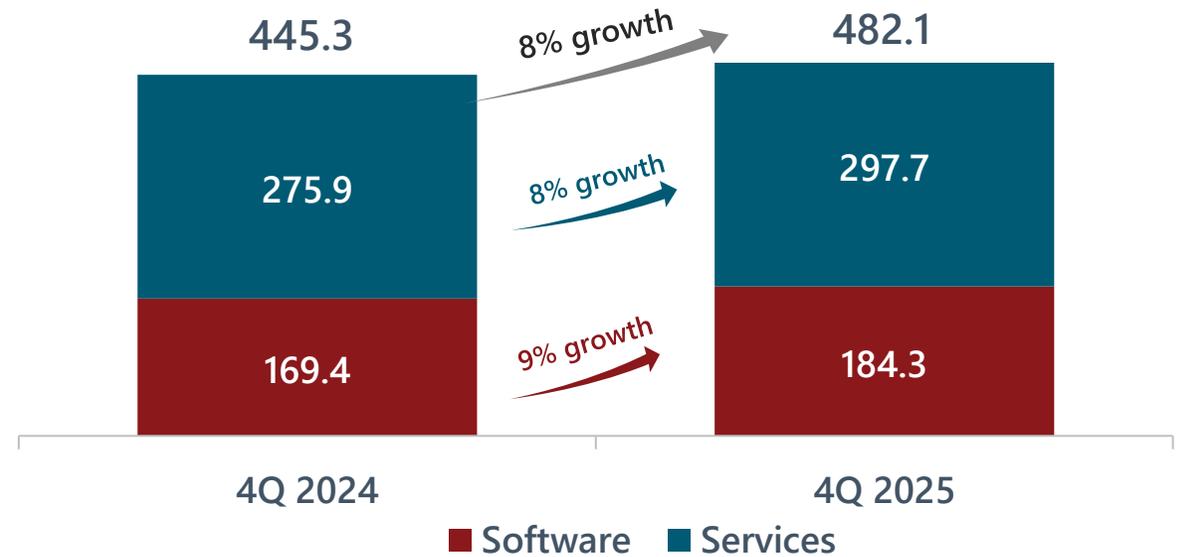
## 4Q Reported Net Bookings

(\$Millions)



## TTM Reported Net Bookings

(\$Millions)



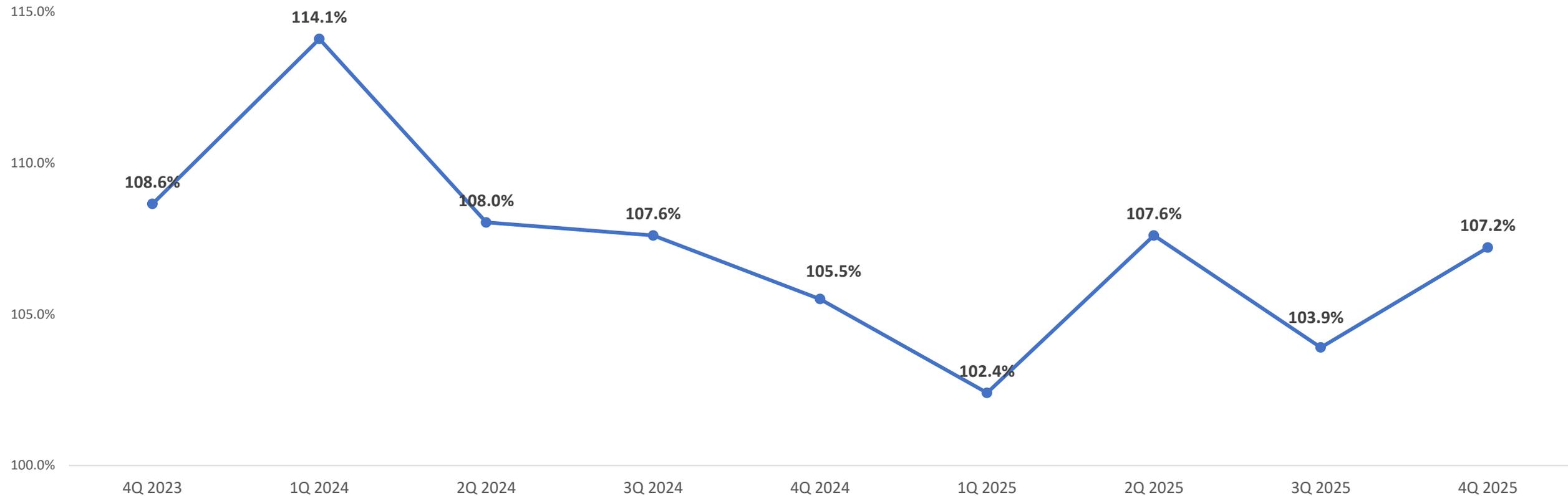
Trailing twelve months bookings are highly correlated with revenue and drive strong visibility

# Historical TTM Book to Bill



Book to bill provides forward visibility into revenue growth

# Historical Software Net Retention Rate (NRR)<sup>(1)</sup>



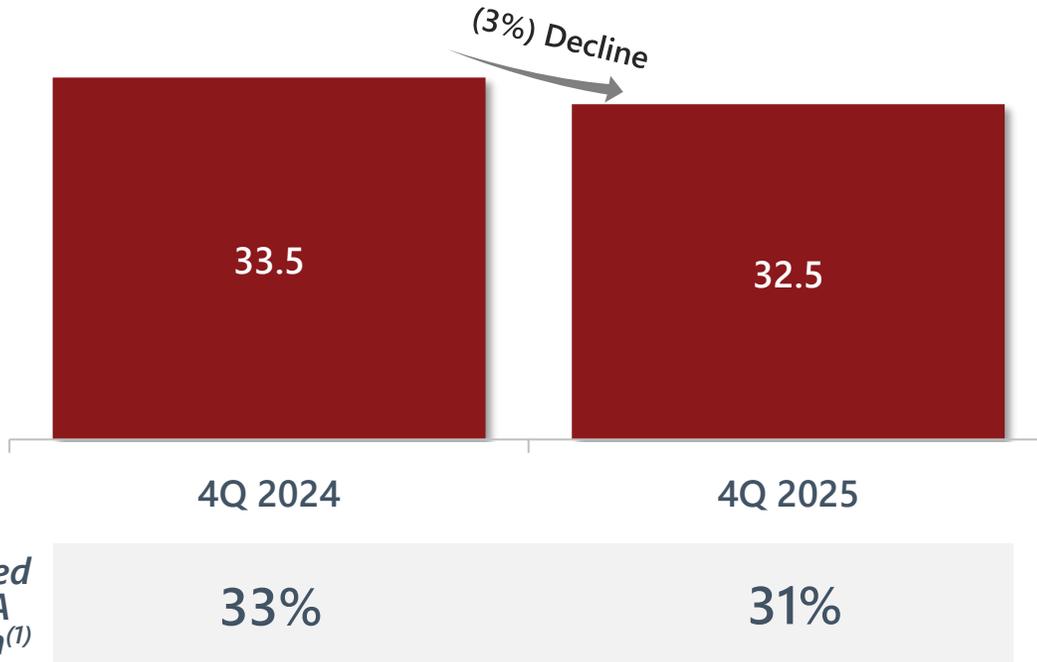
**NRR<sup>(1)</sup> provides insight into growth and retention among existing software customers**

(1) Our net retention rates measure the percentage of recurring revenue that is retained from existing software customers over a specific time period, inclusive of price increases and expansion, excluding revenue from acquisitions occurred within the past 12 months.

# 4Q & FY 2025 Results – Adjusted EBITDA

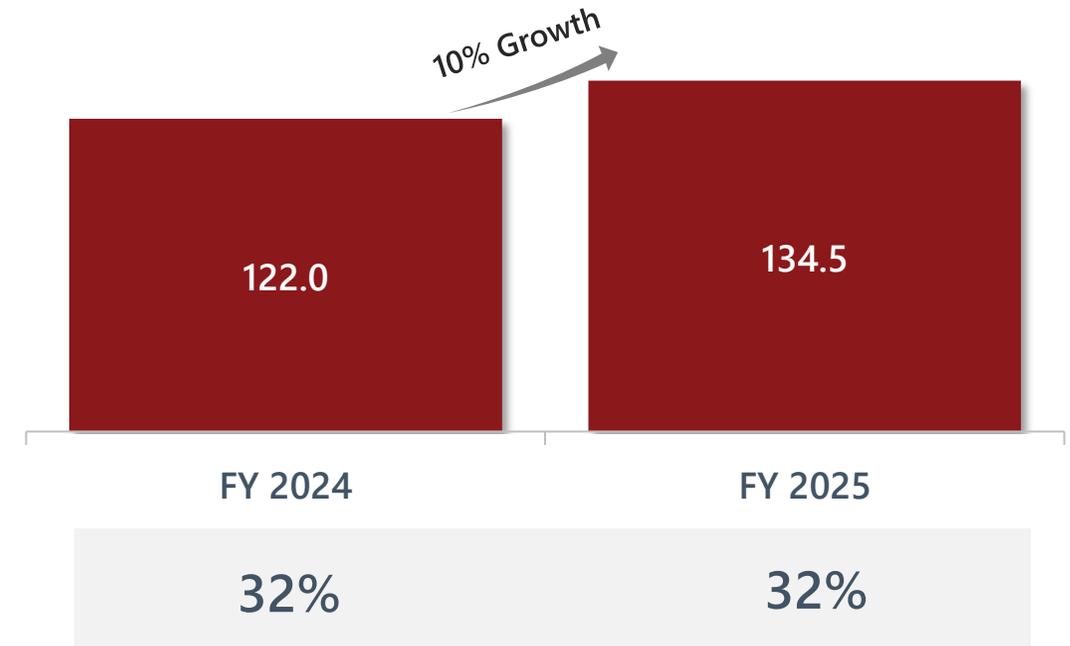
## 4Q Adjusted EBITDA<sup>(1)</sup>

(\$Millions)



## FY Adjusted EBITDA<sup>(1)</sup>

(\$Millions)



**4Q25 Adjusted EBITDA declined (3%) vs. the prior year period**  
**FY25 Adjusted EBITDA grew 10% vs. the prior year period**

# FY 2025 Results – Reconciliation of Revenue & Bookings Growth

FY 2025 Revenue	
Item	Growth Contribution
<b>Organic Software<sup>(1)</sup></b>	<b>+7%</b>
+ Chemaxon	~1080 bps
<b>Reported Software</b>	<b>+18%</b>

FY 2025 Bookings	
Item	Growth Contribution
<b>Organic Software<sup>(1)</sup></b>	<b>+1%</b>
+ Chemaxon	~790 bps
<b>Reported Software</b>	<b>+9%</b>

<b>Organic Services<sup>(1)</sup></b>	<b>+2%</b>
+ Chemaxon	~30 bps
<b>Reported Services</b>	<b>+3%</b>

<b>Organic Services<sup>(1)</sup></b>	<b>+8%</b>
+ Chemaxon	~Immaterial
<b>Reported Services</b>	<b>+8%</b>

<b>Organic Total<sup>(1)</sup></b>	<b>+4%</b>
+ Chemaxon	~450 bps
<b>Total Revenue</b>	<b>+9%</b>

<b>Organic Total<sup>(1)</sup></b>	<b>+5%</b>
+ Chemaxon	~310 bps
<b>Total Bookings</b>	<b>+8%</b>

# 4Q25 Business Updates

Key Takeaways from Fourth Quarter and January 2026:



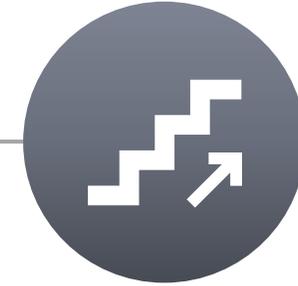
## Appointed Jon Resnick as CEO Effective January 1<sup>st</sup>, 2026

- Resnick brings over 30 years of experience working at the intersection of healthcare policy, science, and technology.
- Spent the first 50 days at Certara conducting a structured review of the business, speaking to customers, and engaging with employees at all levels.



## 4Q Performance Consistent with Plan

- Total revenue was in-line with expectations, and EBITDA was at the high end of plan driven by operational efficiencies.
- Services bookings saw strength across biosimulation and regulatory, while Software bookings were lower than expected due to external factors and execution challenges.



## Near-Term Objectives to Improve Business Performance

- Focused strategy anchored in customer needs, scientific rigor, innovation & disciplined investment
- Emphasis on customer centricity, deeper engagement and senior level involvement
- Sharpen pricing, improve delivery and drive higher ROI on investments

# 4Q25 Bookings YoY Trends – Pharma/Biotech Customers

Tier <sup>1</sup>	Software Bookings   (6%) y/y	Services Bookings   +17% y/y
I	 Slowness due to customer reprioritization, slower trial completions, pipeline conversion	 Growth driven by strength in regulatory, offset by biosimulation
II	 Growth driven by further adoption of biosimulation, expansion to new customers	 Strongest area of growth, led by both biosimulation and regulatory
III	 Strongest area of software growth, driven by adoption, expansion to new customers	 Strong growth, driven by strength in biosimulation, offset by regulatory

**Software impacted by customer reprioritization, slower trial completions and pipeline conversion in T1  
Services delivered strong growth across T2 & T3, and T1 regulatory**

# 2026 Outlook

Initiating FY 2026 guidance

REVENUE GROWTH

**0-4%**

ADJUSTED  
EBITDA MARGIN<sup>(1)</sup>

**30-32%**

ADJUSTED  
DILUTED EPS<sup>(1)</sup>

**\$0.44-\$0.48**

## Key Assumptions 2025 Guidance

Reported revenue growth of  
**0-4%**

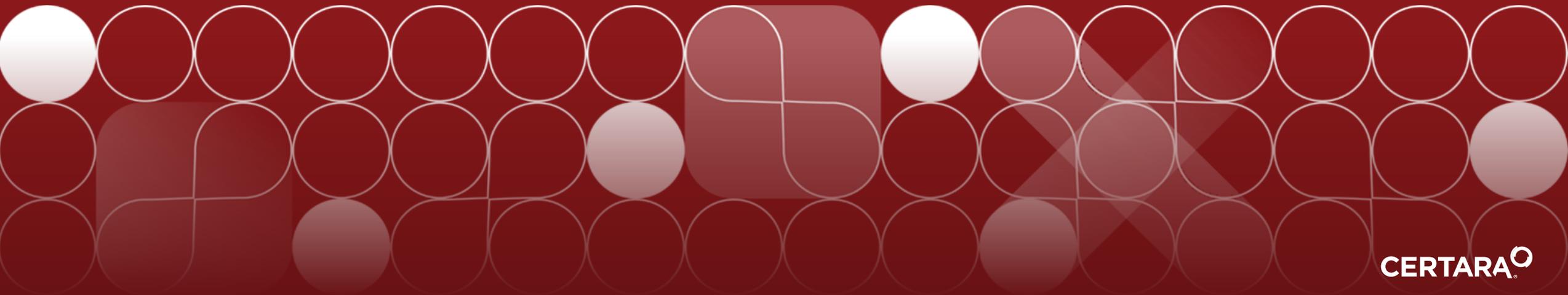
Fully diluted shares expected to be  
in the range of **160-162M**

Tax rate expected to be **30%**

*This financial guidance is provided as of February 26, 2026, and its inclusion in this presentation should not be construed as continued affirmation of such guidance beyond that date.*

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

# Appendix



# Reconciliation of Net Income (Loss) to Adjusted EBITDA

	THREE MONTHS ENDED DECEMBER 31,		TWELVE MONTHS ENDED DECEMBER 31,	
	2025	2024	2025	2024
	(in thousands)			
Net income (loss)(a)	\$ (5,895)	\$ 6,577	\$ (1,595)	\$ (12,051)
Interest expense(a)	5,119	5,004	19,738	21,520
Interest income(a)	(1,565)	(1,365)	(5,720)	(9,034)
(Benefit from) Provision for income taxes(a)	2,985	(4,397)	9,211	(5,133)
Depreciation and amortization expense(a)	19,104	18,216	75,162	68,033
Currency (gain) loss(a)	282	(182)	(891)	2,344
Equity-based compensation expense(b)	8,190	7,731	33,079	34,774
Change in fair value of contingent consideration(d)	(385)	(3)	(3,597)	8,089
Acquisition-related expenses(e)	1,435	1,275	3,843	5,426
Integration expense(f)	150	—	150	—
Transaction-related expenses(g)	928	—	928	2,625
Severance expenses(h)	2,190	—	2,190	183
Reorganization expense(i)	116	279	1,239	4,223
Loss on disposal of fixed assets(j)	(60)	388	(24)	401
Executive recruiting expense(k)	—	1	661	646
Litigation and settlement expense(l)	(127)	—	119	—
Adjusted EBITDA	\$ 32,467	\$ 33,524	\$ 134,493	\$ 122,046

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

	THREE MONTHS ENDED DECEMBER 31,		TWELVE MONTHS ENDED DECEMBER 31,	
	2025	2024	2025	2024
	( in thousands)			
Net income (loss) (a)	\$ (5,895)	\$ 6,577	\$ (1,595)	\$ (12,051)
Currency (gain) loss(a)	282	(182)	(891)	2,344
Equity-based compensation expense(b)	8,190	7,731	33,079	34,774
Amortization of acquisition-related intangible assets(c)	14,104	14,390	56,224	54,431
Change in fair value of contingent consideration(d)	(385)	(3)	(3,597)	8,089
Acquisition-related expenses(e)	1,435	1,275	3,843	5,426
Integration expense(f)	150	—	150	—
Transaction-related expenses(g)	928	—	928	2,625
Severance expenses(h)	2,190	—	2,190	183
Reorganization expense(i)	116	279	1,239	4,223
Loss on disposal of fixed assets(j)	(60)	388	(24)	401
Executive recruiting expense(k)	—	1	661	646
Litigation and settlement expense(l)	(127)	—	119	—
Income tax expense impact of adjustments(m)	(6,060)	(5,778)	(21,408)	(28,220)
Adjusted net income	<u>\$ 14,868</u>	<u>\$ 24,678</u>	<u>\$ 70,918</u>	<u>\$ 72,871</u>

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

	THREE MONTHS ENDED DECEMBER 31,		TWELVE MONTHS ENDED DECEMBER 31,	
	2025	2024	2025	2024
Net income (loss) (a)	\$ (0.04)	\$ 0.04	\$ (0.01)	\$ (0.08)
Currency (gain) loss(a)	-	-	(0.01)	0.02
Equity-based compensation expense(b)	0.05	0.05	0.21	0.22
Amortization of acquisition-related intangible assets(c)	0.09	0.09	0.35	0.34
Change in fair value of contingent consideration(d)	-	-	(0.02)	0.05
Acquisition-related expenses(e)	0.01	0.01	0.02	0.03
Integration expense(f)	-	-	-	-
Transaction-related expenses(g)	0.01	-	0.01	0.02
Severance expenses(h)	0.01	-	0.01	-
Reorganization expense(i)	-	-	0.01	0.03
Loss on disposal of fixed assets(j)	-	-	-	-
Executive recruiting expense(k)	-	-	-	-
Litigation and settlement expense(l)	-	-	-	-
Income tax expense impact of adjustments(m)	(0.04)	(0.04)	(0.13)	(0.18)
Adjusted Diluted Earnings Per Share	\$ 0.09	\$ 0.15	\$ 0.44	\$ 0.45
Basic weighted average common shares	159,281,100	160,891,458	160,394,418	160,392,805
Effect of potentially dilutive shares outstanding (n)	518,071	374,192	500,271	635,547
Adjusted diluted weighted average common	159,799,171	161,265,650	160,894,689	161,028,352

# Reconciliation of Revenues to the Revenues Adjusted for Constant Currency

	THREE MONTHS ENDED DECEMBER 31,			Change			
	2025	2025	2024	\$	%	\$	%
	Actual (GAAP)	CC (non-GAAP)	Actual (GAAP)	Actual (GAAP)	Actual (GAAP)	CC Impact (non-GAAP)	(non-GAAP)
	(in thousands except percentage)						
Revenue							
Software	\$ 46,381	\$ 45,695	\$ 42,270	\$ 4,111	10%	\$ (686)	8%
Services	57,267	56,885	58,091	(824)	-1%	(382)	-2%
<b>Total Revenue</b>	<b>\$ 103,648</b>	<b>\$ 102,580</b>	<b>\$ 100,361</b>	<b>\$ 3,287</b>	<b>3%</b>	<b>\$ (1,068)</b>	<b>2%</b>

	TWELVE MONTHS ENDED DECEMBER			Change			
	2025	2025	2024	\$	%	\$	%
	Actual (GAAP)	CC (non-GAAP)	Actual (GAAP)	Actual (GAAP)	Actual (GAAP)	CC Impact (non-GAAP)	(non-GAAP)
	(in thousands except percentage)						
Revenue							
Software	\$ 183,275	\$ 181,795	\$ 155,696	\$ 27,579	18%	\$ (1,480)	17%
Services	235,563	234,213	229,452	6,111	3%	(1,350)	2%
<b>Total Revenue</b>	<b>\$ 418,838</b>	<b>\$ 416,008</b>	<b>\$ 385,148</b>	<b>\$ 33,690</b>	<b>9%</b>	<b>\$ (2,830)</b>	<b>8%</b>

# Notes to Reconciliations

- a) Represents a measure determined under GAAP.
- b) Represents expense related to equity-based compensation. Equity-based compensation has been, and will continue to be for the foreseeable future, a recurring expense in our business and an important part of our compensation strategy.
- c) Represents amortization costs associated with acquired intangible assets in connection with business acquisitions.
- d) Represents expense associated with remeasuring fair value of contingent consideration of business acquisition.
- e) Represents costs associated with mergers and acquisitions and any retention bonuses pursuant to the acquisitions.
- f) Represents integration costs related to post-acquisition integration activities.
- g) 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.
- h) Represents charges for severance provided to former executives.
- i) Represents expenses related to reorganization, including legal entity reorganization and lease abandonment costs associated with the evaluation of our office space footprint.
- j) Represents the gain/loss related to disposal of fixed assets.
- k) Represents recruiting and relocation expenses related to hiring senior executives.
- l) Represents expense related to a non-recurring employment litigation and settlement outside the normal course of business.
- 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.



Accelerating Medicines, Together

