43rd Annual J.P. Morgan Healthcare Conference

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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 (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.

Certara

Our Mission

We use biosimulation, data, and scientific expertise to transform drug development and accelerate medicines to patients.

Biosimulation Technology Platform

More than 2,400 companies and 23 global regulatory agencies have adopted Certara technology solutions.

Scientific Leadership

20 years of industry leadership and innovation with over 1,550 employees, 430 with PhDs in 33 countries; seven of the worlds most cited scientists in their field.

Proven Results

More than 90% of all novel drugs approved by the US FDA since 2014 were supported by Certara services or technology.

A leader in model informed drug development (MIDD) from molecule to market

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A Trusted Life Sciences Partner

2,400+

Customers across 70 countries;
30 of the top 30 biopharma

1550+

Global team members in
30 countries

440+

Employees with PhDs

>90%

all novel drugs approved
by the US FDA since 2014
were supported by Certara solutions

Software adopted by

23

Global regulatory agencies

Validated by

34K+

Scientific publications with
scientists and technology

Used by

400+

Academic Institutions

10+

Year Average Tenure
for Top 30 Customers

**>100 novel drugs &
325 label claims**

were approved by global regulators using
our technology in lieu of clinical studies

Our software was used in bringing

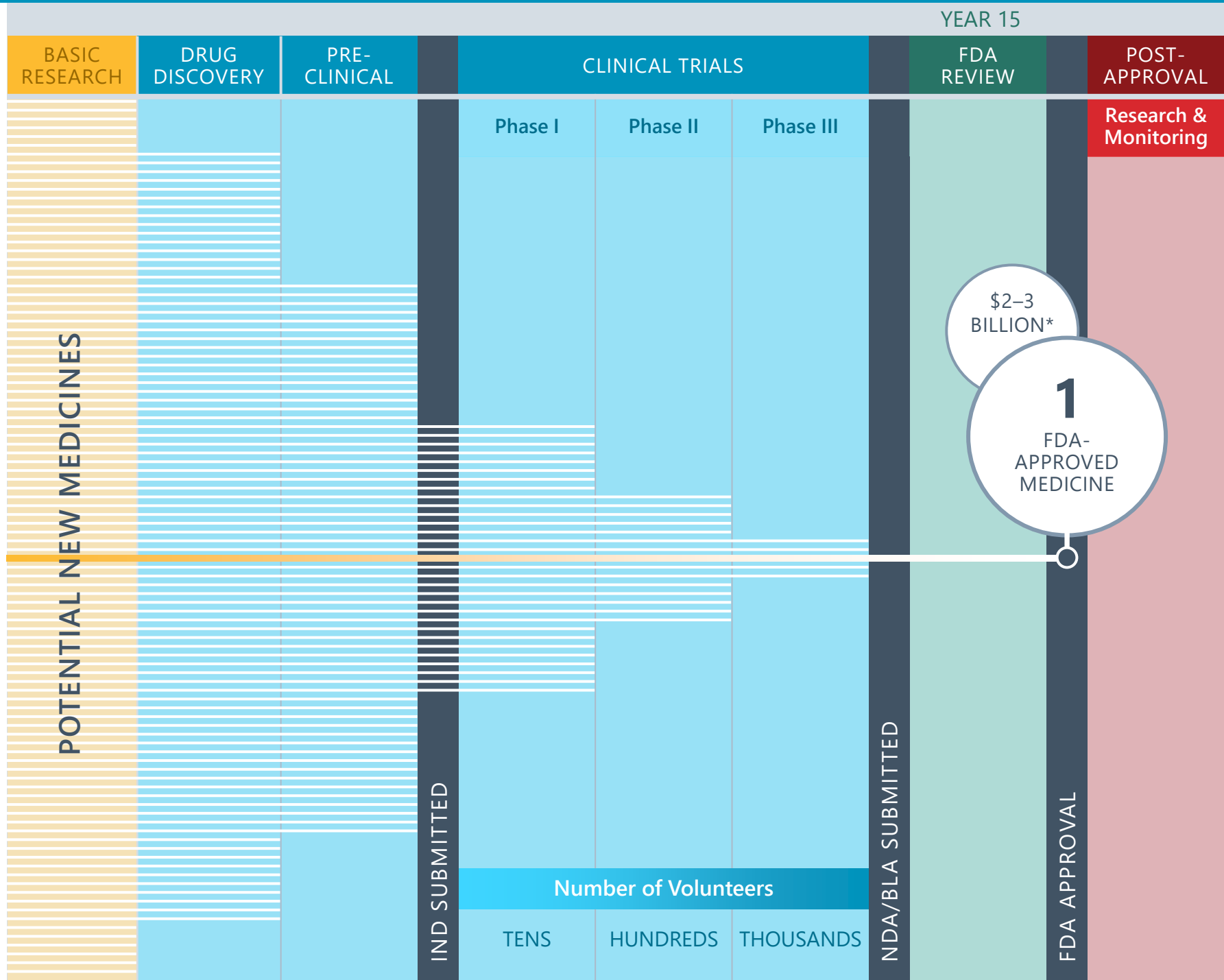
>100 rare disease treatments to market,

>380 complex biologics programs since 2020.

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/

Biosimulation and Modeling Answer Key Questions Across Every Stage of Drug Development

DISCOVERY

- Target product profiles
- Best target
- Best candidate

PRECLINICAL

- Translate animal data to human dosing
- Toxicity and risk profiles
- Persevere with approach or pivot to another

EARLY CLINICAL

- Optimal safe and effective dose strategy
- Best clinical trial designs
- Responder populations

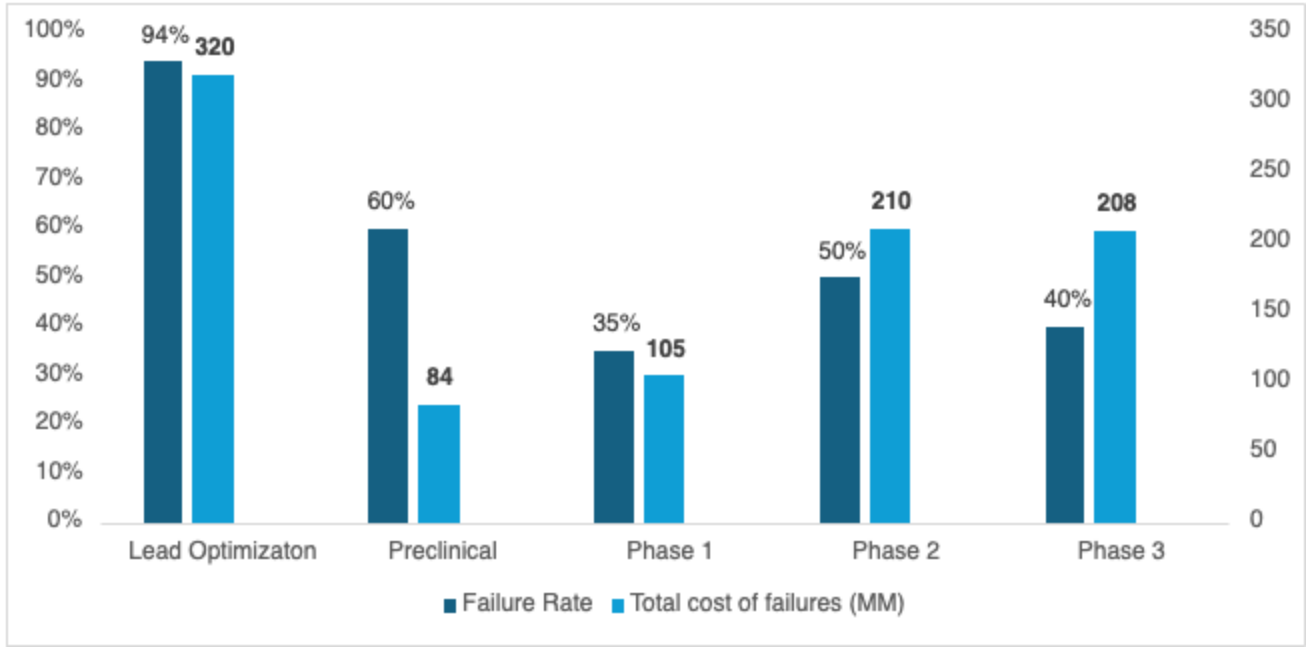
LATE CLINICAL

- Food and drug-drug interactions
- Impact on specific patient populations
- Data preparation for submission

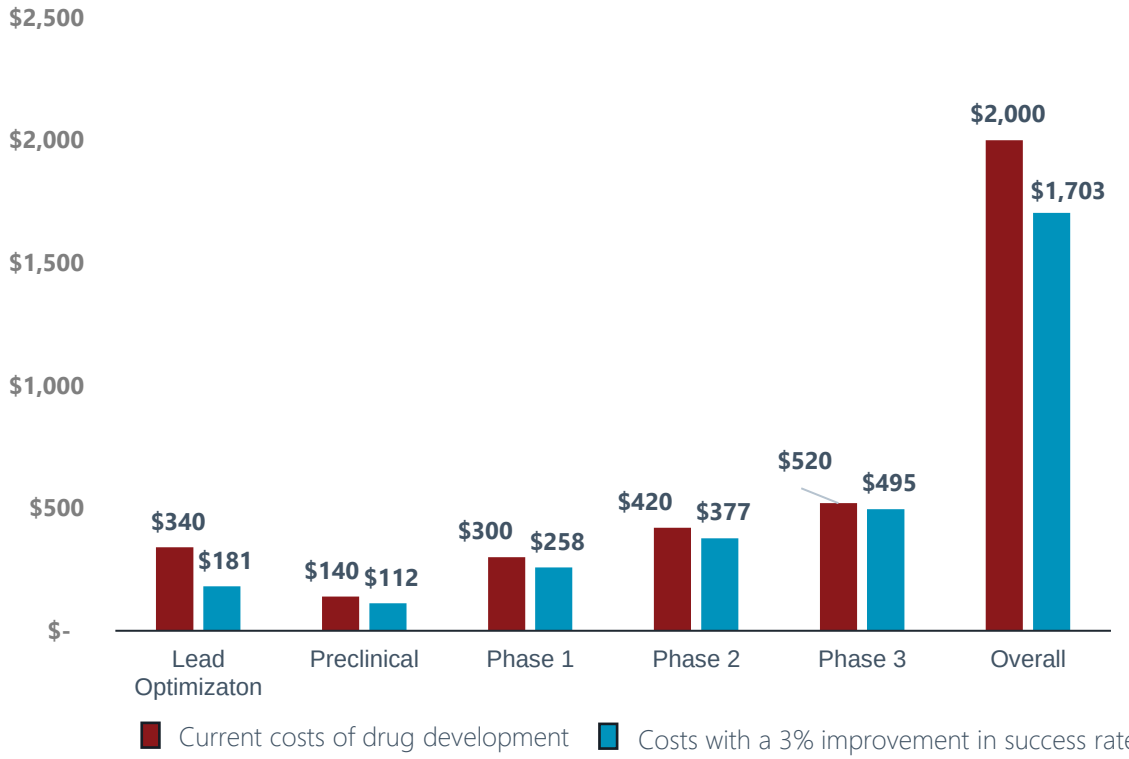
Biosimulation can Materially Change the Costs of Drug Development

Improving success rates by just three percent yields $300MM in Cost Savings

Failure Rate and Costs Wasted by Phase[1]



Cost Impact: Improving Success Rates by Three Percent [1]



[1]:Why 90% of clinical drug development fails and how to improve it https://www.ncbi.nlm.nih.gov/pmc/articles/PMC9293739/

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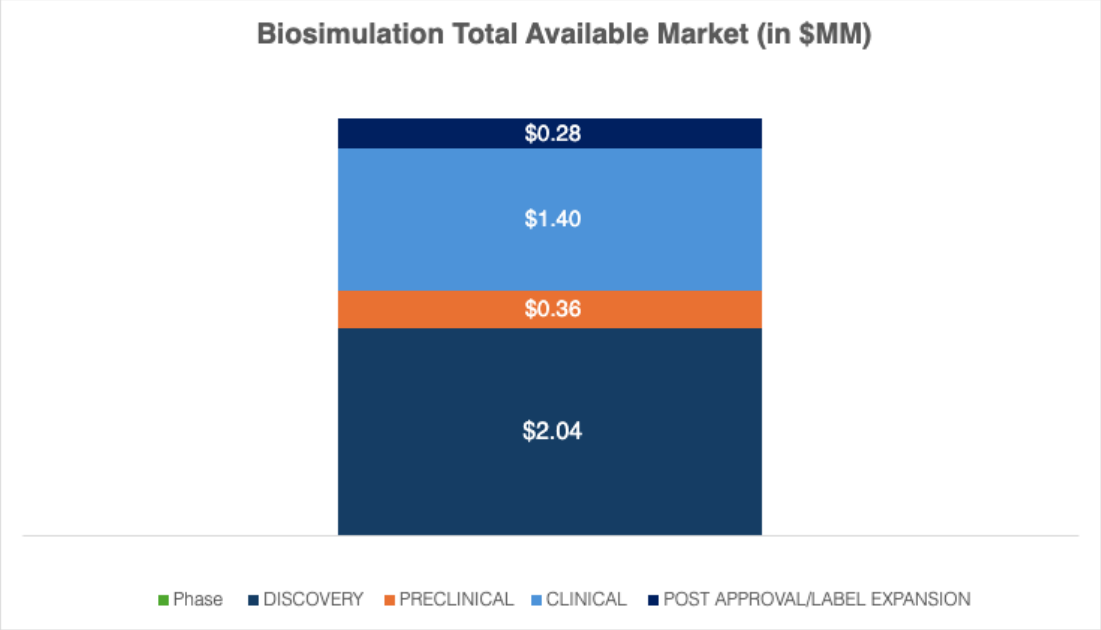
In Silico Drug Development Addressable Market

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

Value Creation By Development Phase

- Small percentage of success rate increase has large impact on the overall system (3%)
- Biosimulation solutions can capture 20% of value created[2]
- 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[5]

IN SILICO DRUG DEVELOPMENT TAM (2024; 4.1 $B)



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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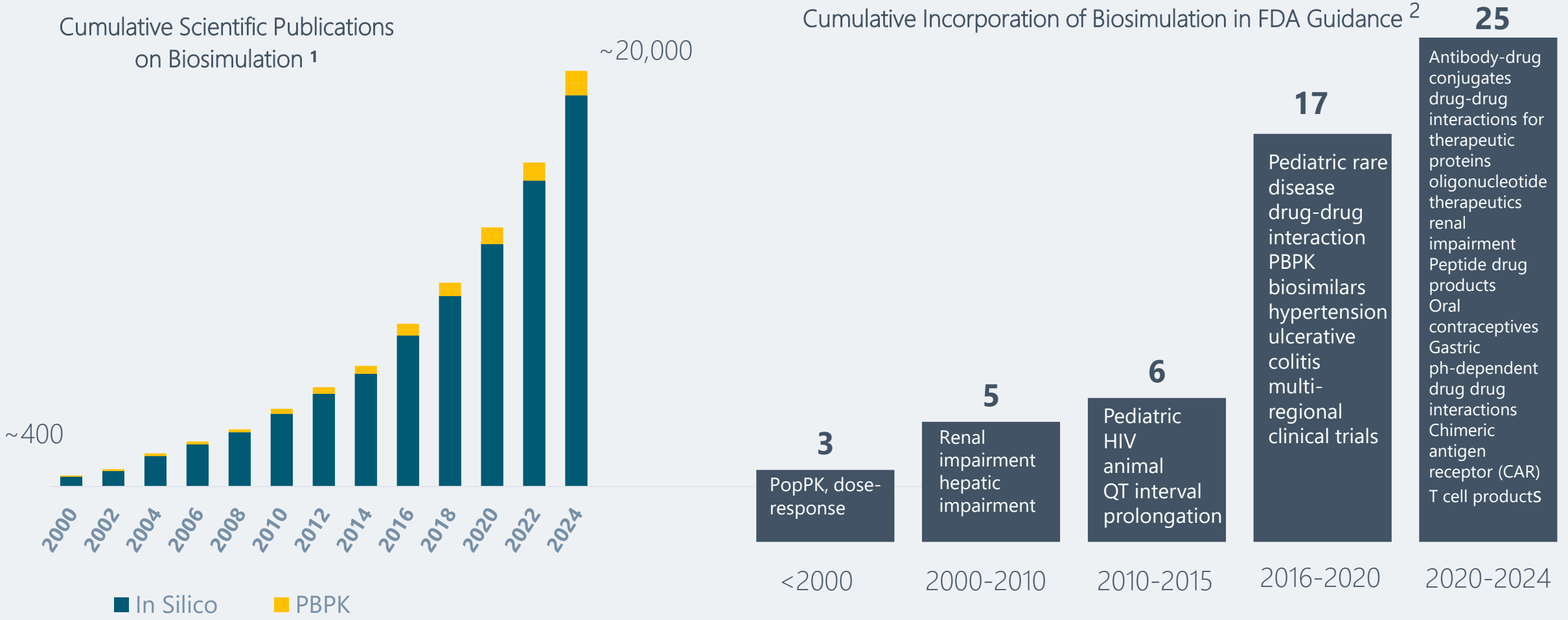
Industry and Regulatory Adoption of Biosimulation is Growing



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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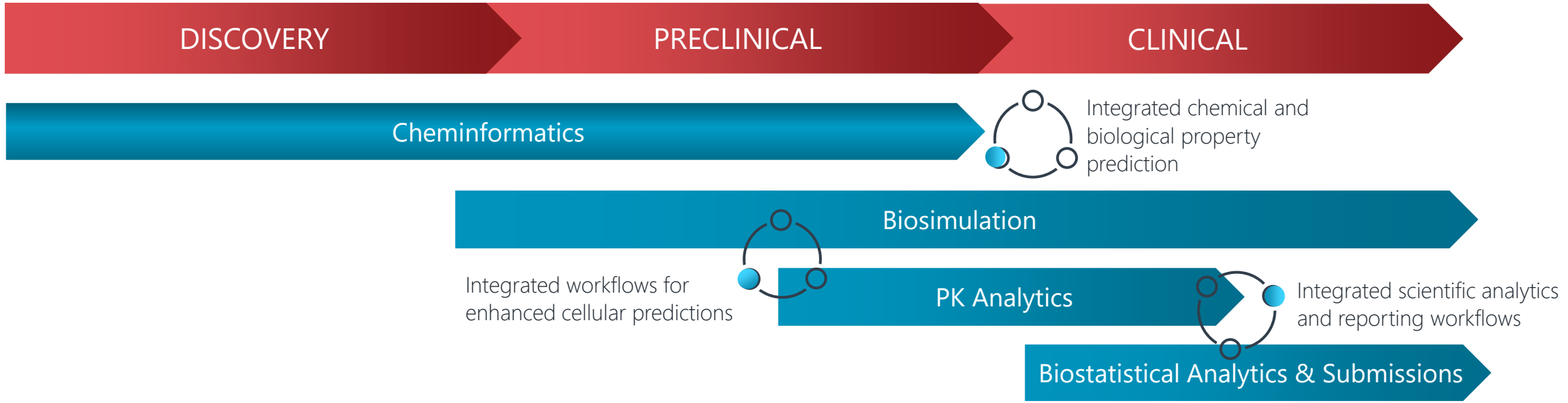
CERTARA Biosimulation Platform



CERTARA Chemaxon

CERTARA Simcyp Simulator

CERTARA Phoenix PK/PD

CERTARA Pinnacle 21

Biosimulation Models and Data

Scientific Drug Development Expertise

Generative AI and Machine Learning

Biosimulation and Modeling: Predict and Analyze

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

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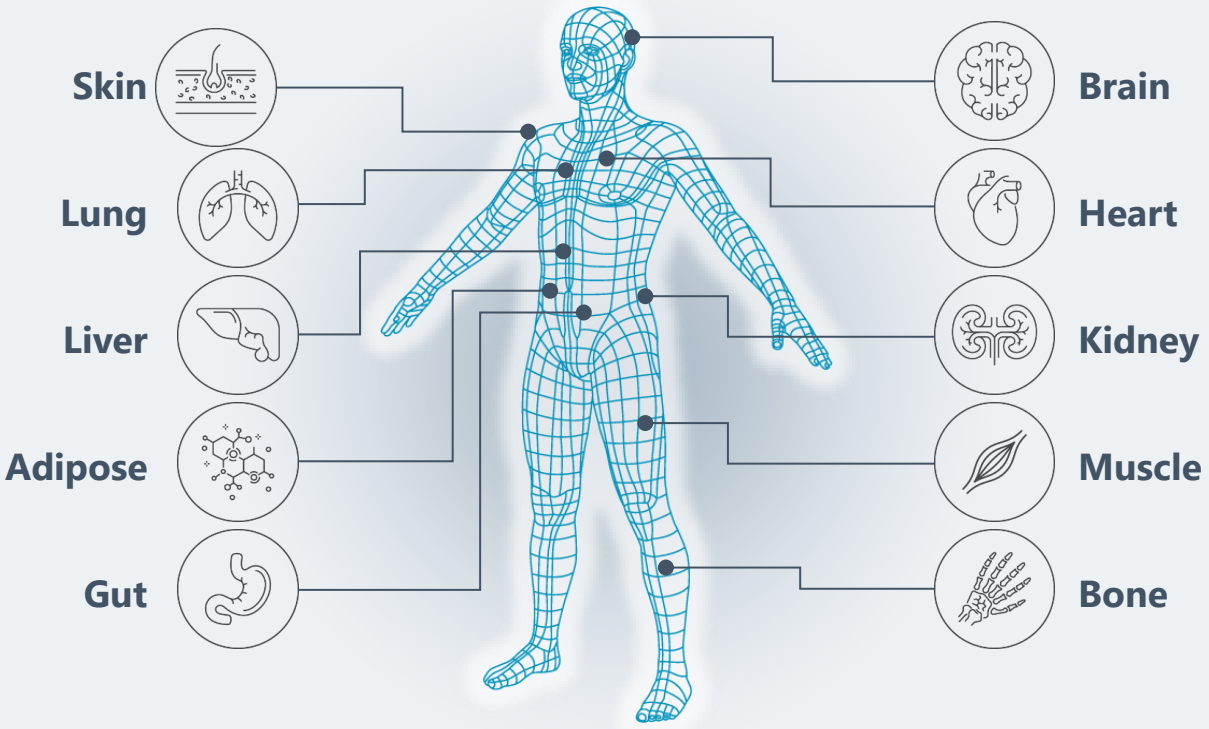
Simcyp Simulator

More than 25 different virtual patient populations are available to simulate disease impact.



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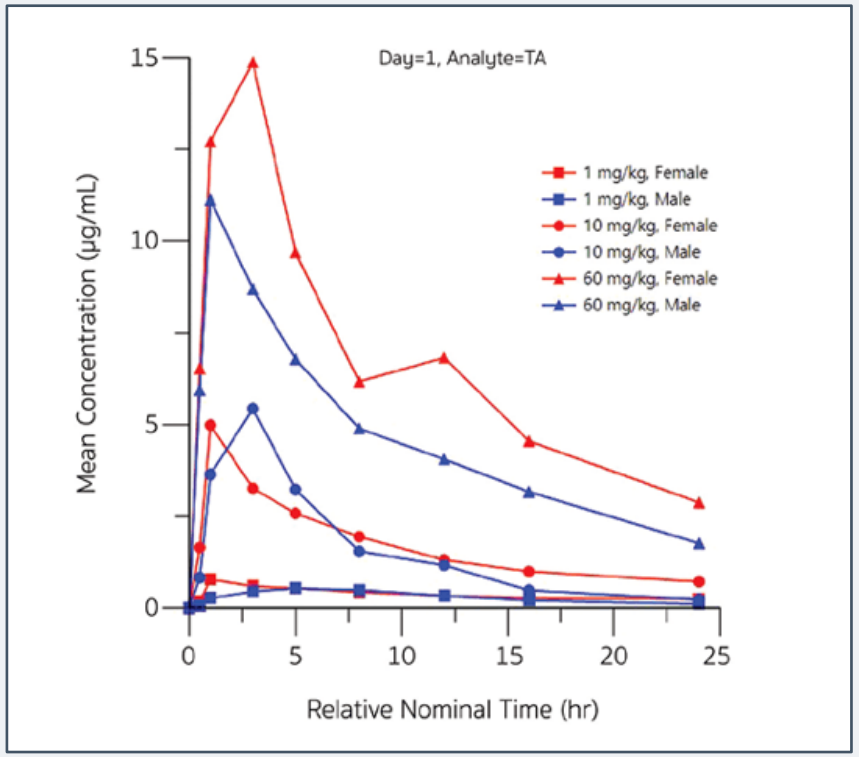
Phoenix PK/PD

Empirical biosimulation transforms experimental data into decisions.



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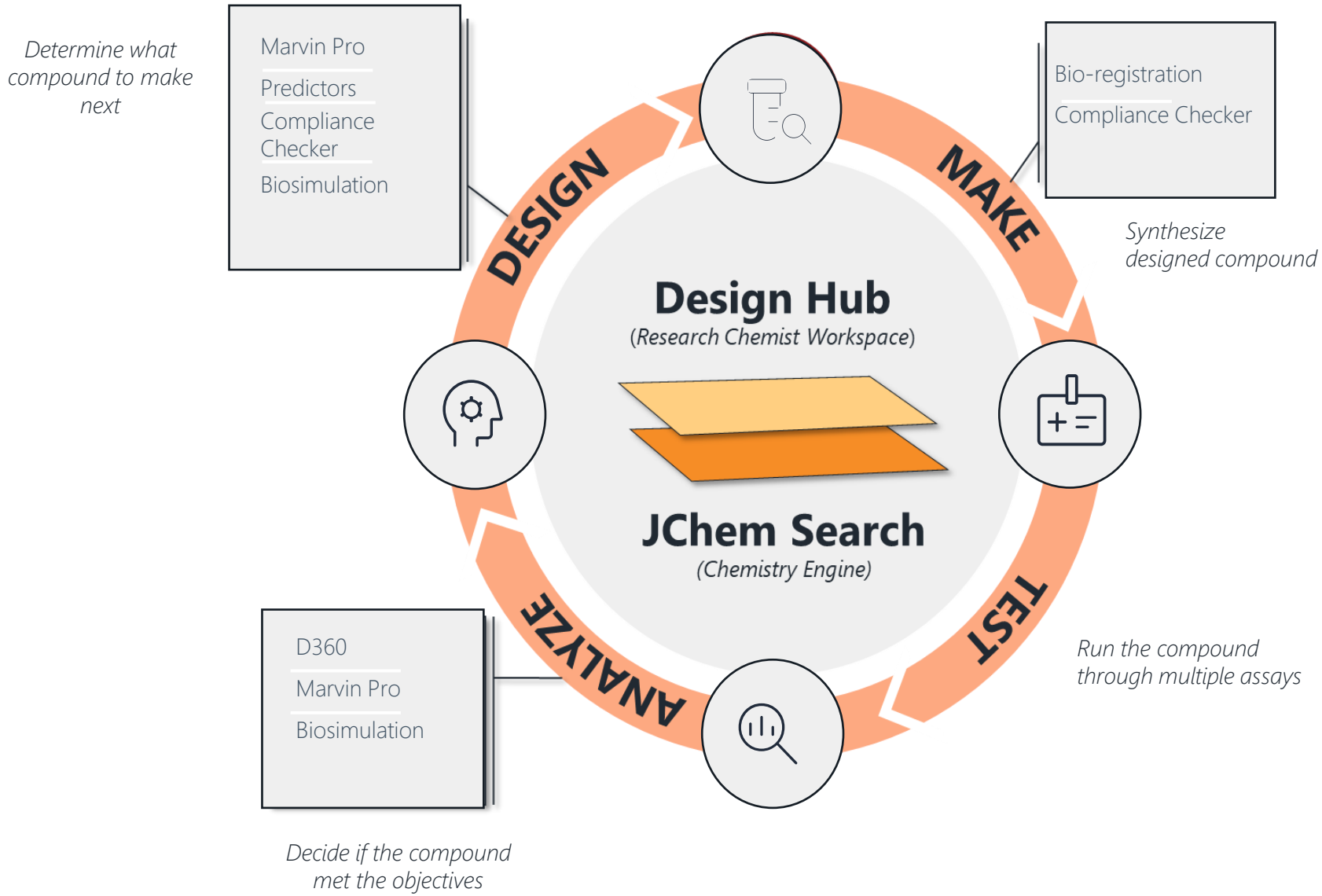
Certara Discovery: Cheminformatics, Biosimulation for Candidate Selection and Optimization



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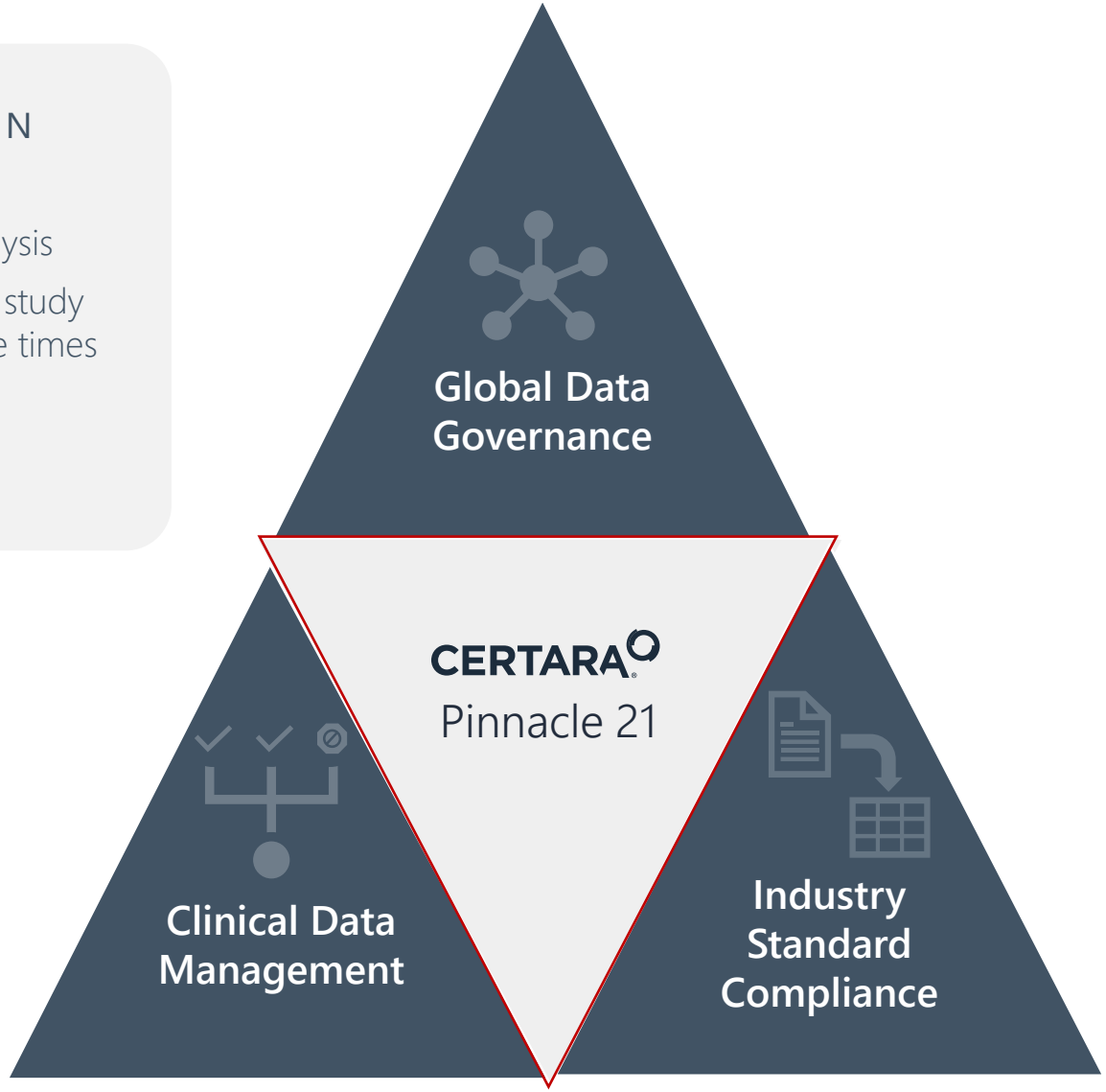
Certara Pinnacle 21: Standardizing the Path to Submission

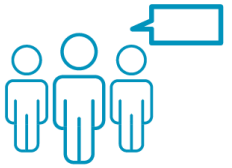
EXPANDED VALUE CREATION

- Speed time to scientific insight and analysis
- Apply standardization throughout from study design to submission to accelerate cycle times



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 Integration [2025 – 2028] Road Map
Biosimulation	Enable advanced creation, verification and validation of biosimulation approaches.	**Simcyp Simulator** Speed development of advanced approaches to PBPK modeling. **QSP** QSP mechanistic model development creation, referencing and validation. **Phoenix PK/PD** Automate model definition, creation and testing.
Submissions	Speed the creation and submission of regulatory documents.	**CoAuthor** Speed the creation regulatory documents saving >30% of time on first draft creation. **Pinnacle 21** Automated extraction of key data from submission documents & data validation with multi-agent frameworks.
Cheminformatics	Enable novel synthesis, creation and predictive analytical approaches for R&D.	**Chemaxon** Extract insights from unstructured data across sources for lead optimization. **Predictive Analytics** Apply deep learning to predictive analytics for increased accuracy and extensibility of specialized models.

CERTARA CLOUD & DATA FABRIC ARCHITECTURE

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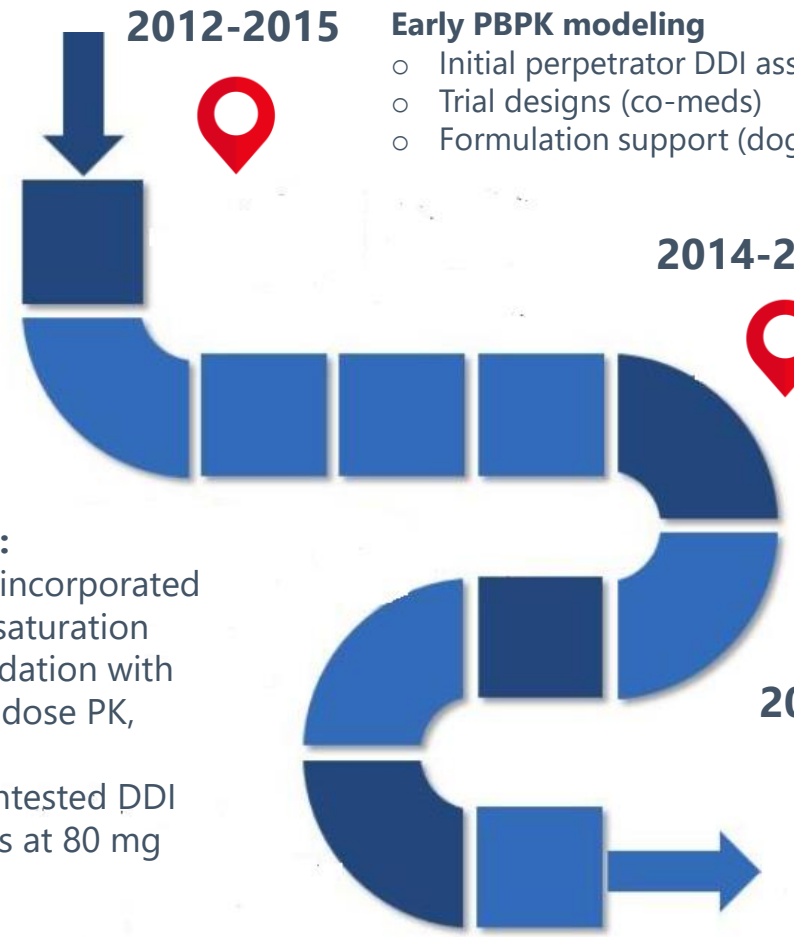
Case Study: PBPK Simcyp Simulator™ Support for SCEMBLEX®(asciminib)[1]



2012-2015

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

NDA submission and FDA approval:
- PBPK impacted USPI – positive review
- Only 1 additional clin pharm study required
- **>15 studies waived**
- **PBPK addressed 2 PMR - no request for clinical study**
- 1st time eData submission in JP – PMDA
- Pediatric dose selection & clinical study

[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

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CERTARA®

Growth Strategy

- **Expand the use cases for biosimulation**
- **Integrate the modeling and data sciences platform**
- **Embed AI Across the Platform**

Certara Preliminary 4Q and FY Financial Results

Fourth Quarter 2024:

Revenue

	($ million)	(y/y growth)
Software	41.6	+24%
Services	58.1	+7%
Total	**99.7**	**+13%**

Bookings

Software	59.7	+38%
Services	84.9	+12%
Total	**144.5**	**+22%**

Fourth quarter revenue and bookings included Chemaxon revenue of $5.9 million and bookings of $11.0 million.

Full Year 2024:

Revenue

	($ million)	(y/y growth)
Software	155.0	+18%
Services	229.4	+3%
Total	**384.4**	**+8%**

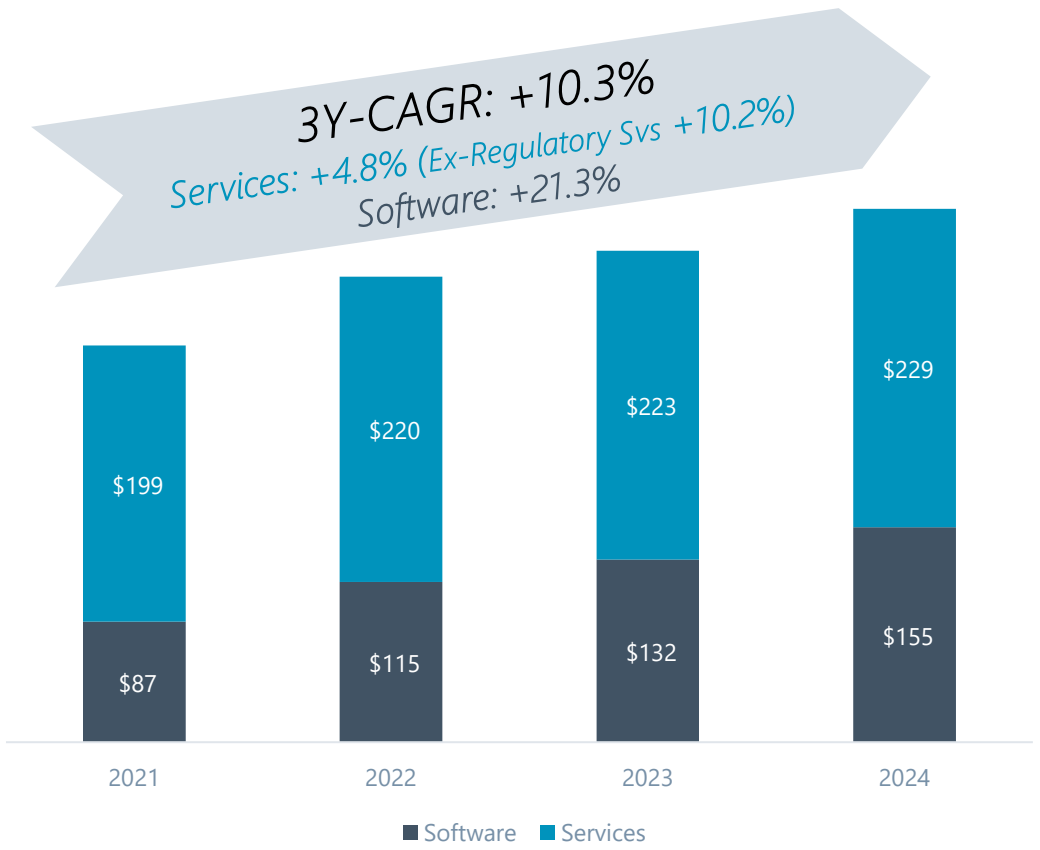
Bookings

Software	169.4	+24%
Services	275.9	+4%
Total	**445.3**	**+11%**

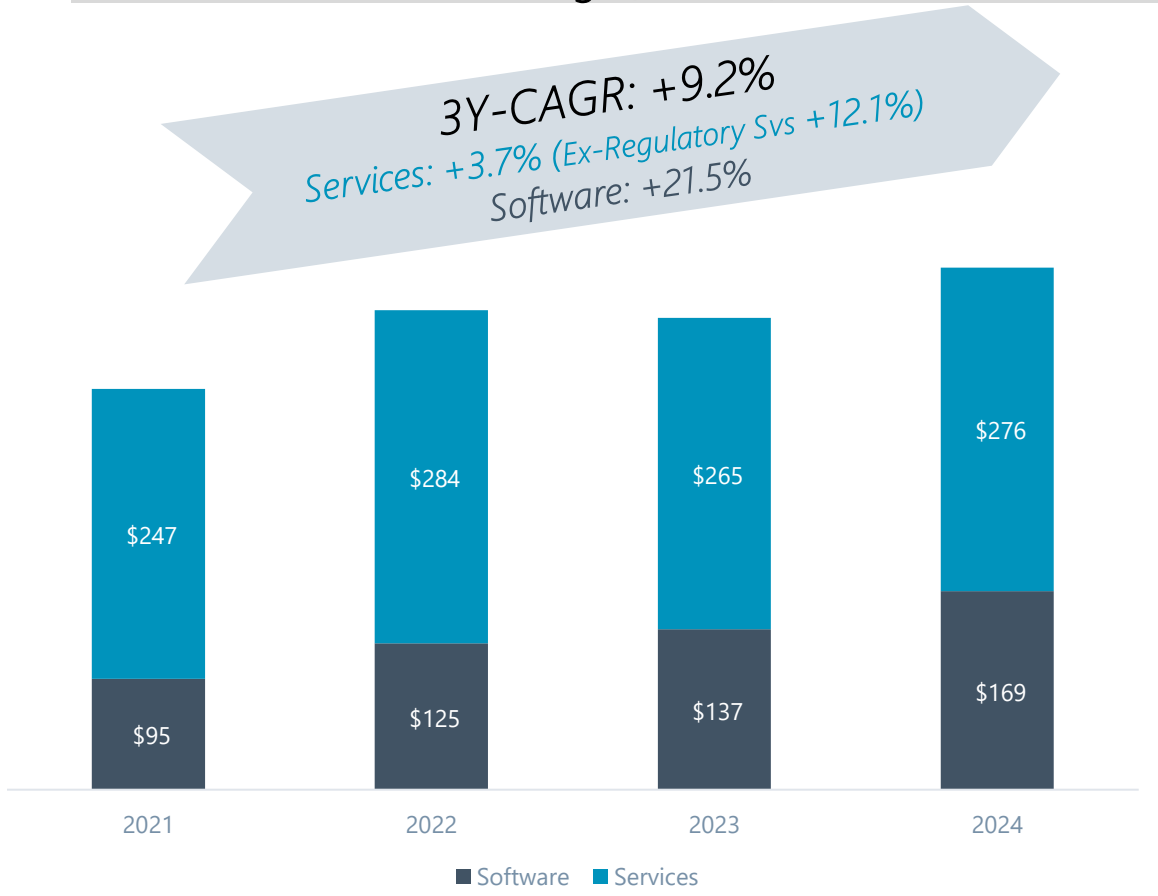
Strong performance in software and biosimulation services during 2024

Certara's Growth Profile by Software and Services

Revenue (millions)



Bookings (millions)



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

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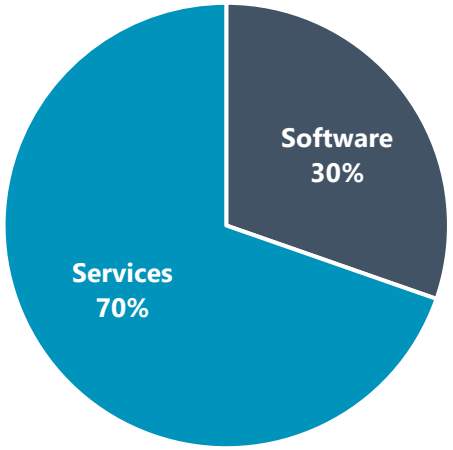
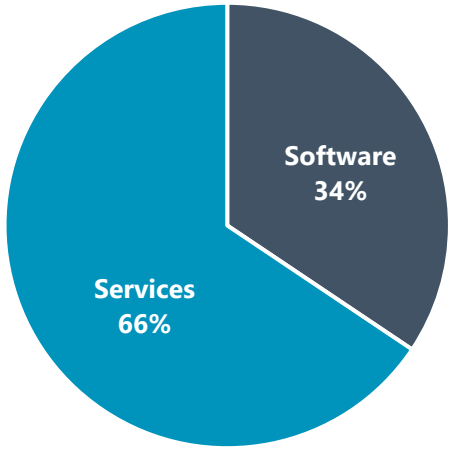
Revenue Mix Shift to Software

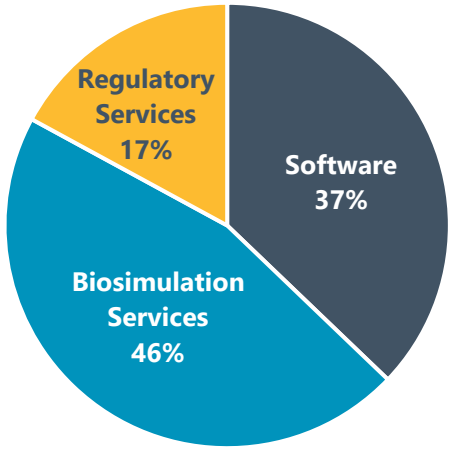
2021 Revenue: $286M



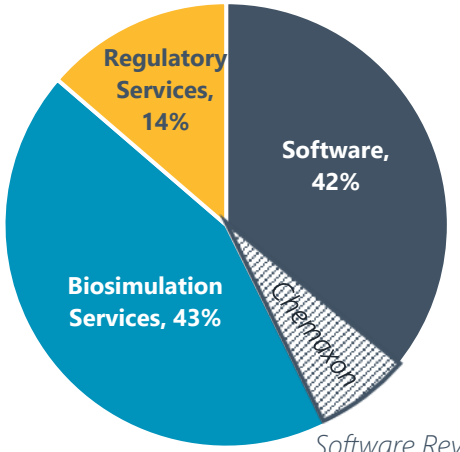
2022 Revenue: $336M



2023 Revenue: $354M



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



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

Regulatory Services Business Under Strategic Review

Revenue of $54.7M 2024 and $60.5M in 2023

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

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

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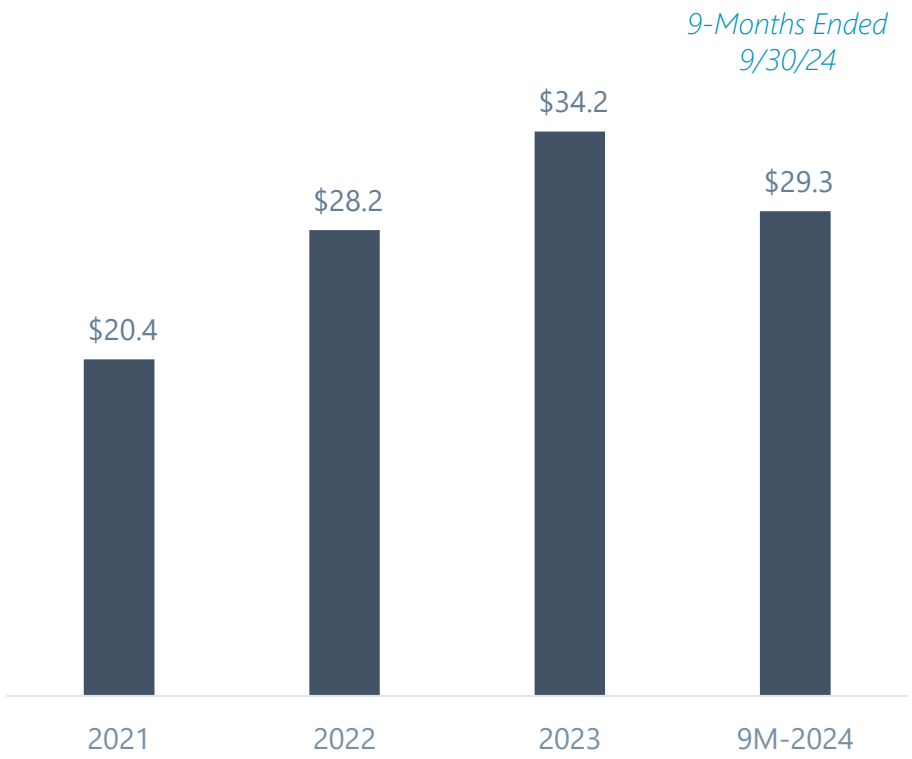
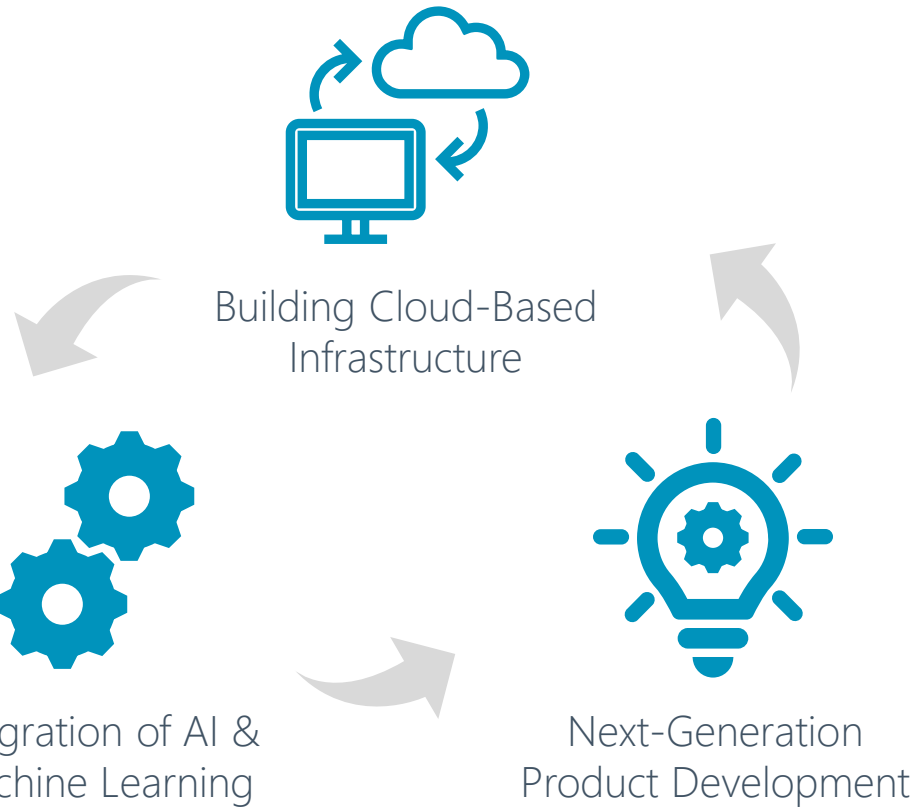
Investing in Software Business to Drive Sustainable Growth

Research and Development Cost





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

Disciplined M&A Strategy Supporting Growth & Innovation

Certara successfully integrated acquisitions that deliver strong returns since the IPO:

	Expands Software Moat	Enhances Services Expertise	Expands Customer Footprint	Cross-Selling Opportunity	Accretive to Revenue
PINNACLE 21	✓		✓	✓	✓
VYASA	✓		✓	✓	✓
INDS	✓	✓	✓	✓	✓
formedix	✓		✓	✓	✓
applied biomath revolutionizing drug invention		✓	✓	✓	✓
Chemaxon	✓		✓	✓	✓

Disciplined capital allocation strategy focused on M&A and organic investments to drive growth

CERTARA

Vision

- Leading the industry in biosimulation
- Trusted partner to the global biopharmaceutical industry
- Integrated software platform embedded across all phases of drug development
- Most effective medicines to patients faster
- Material impact on the drug development process

Transforming drug development from molecule to market

CERTARA

Q & A