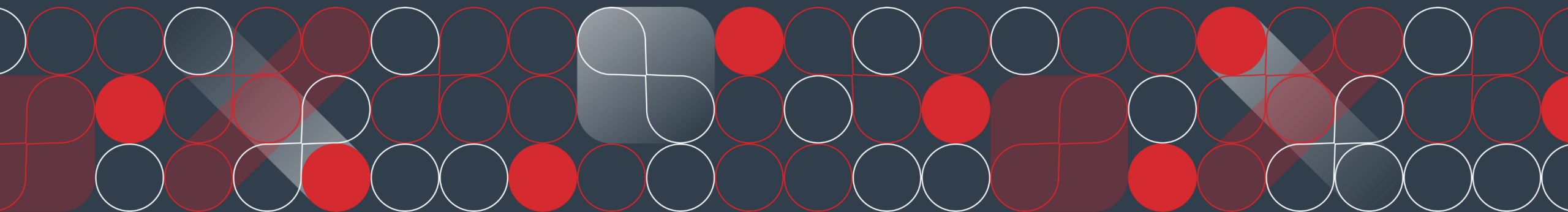




First Quarter 2026 Financial Results

May 11, 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.

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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

First Quarter 2026



1% YoY
change

PY \$4.7M

(9%) YoY
change

PY \$0.03

PY \$0.14

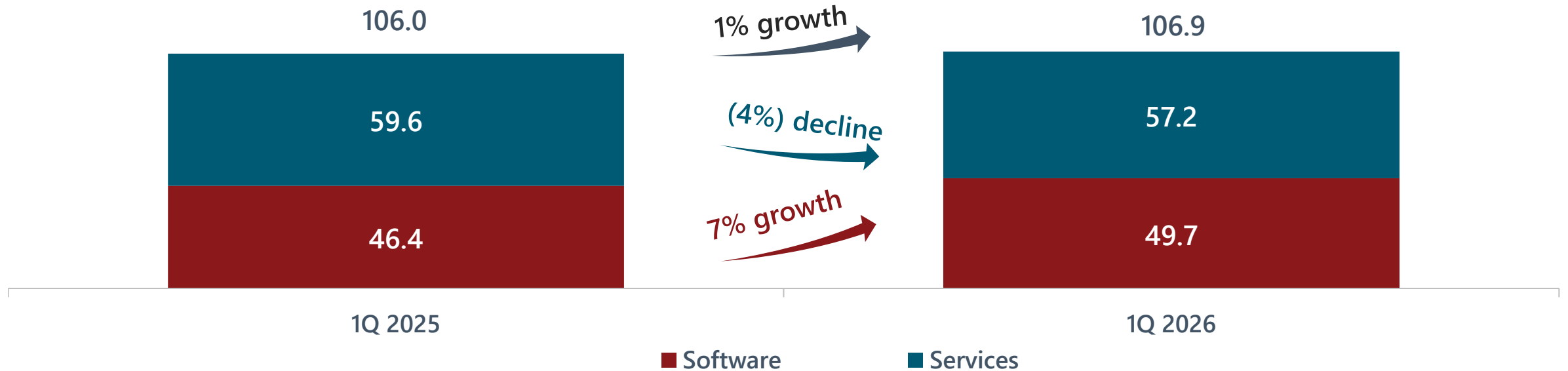
(1) See Appendix for reconciliation of net income (loss) to adjusted EBITDA

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

1Q 2026 Results - Revenue

GAAP Reported Revenue

(\$Millions)

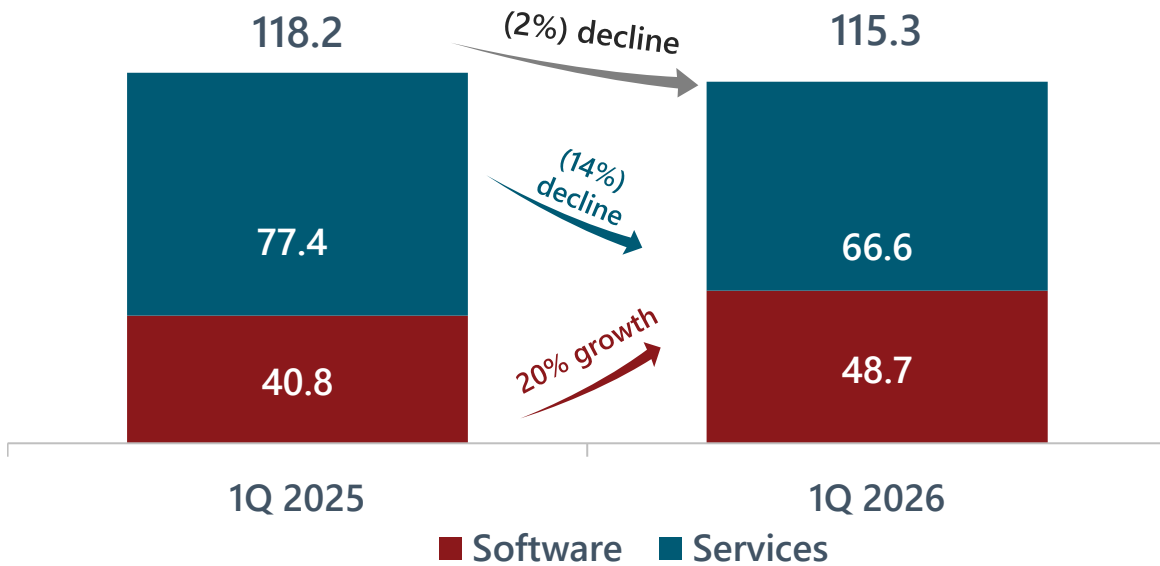


Certara reported 1% revenue growth during the first quarter

1Q 2026 and TTM Results - Net Bookings

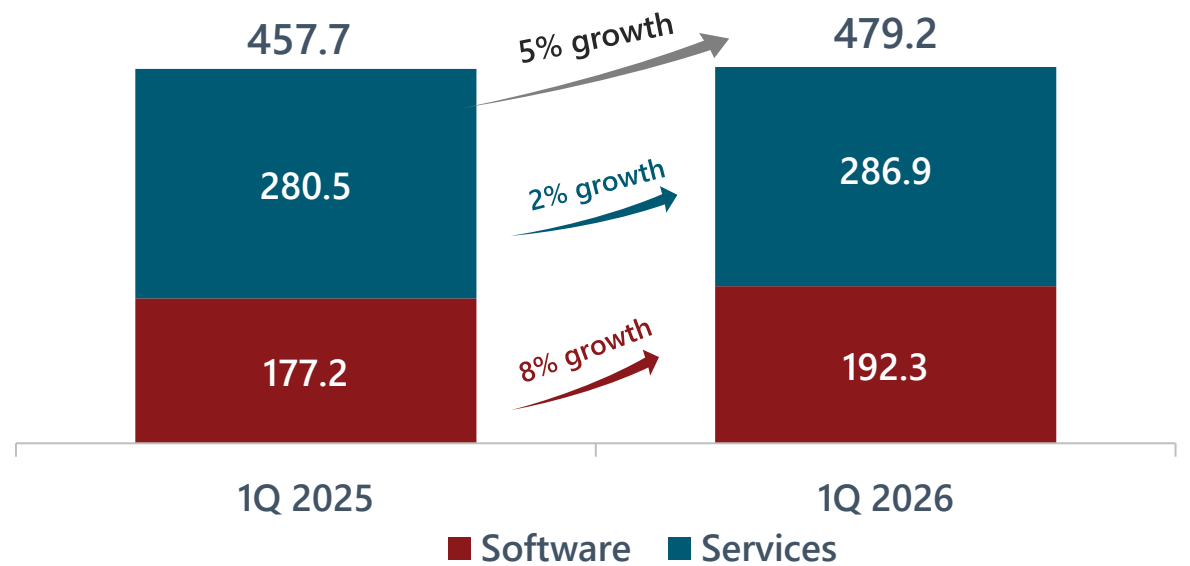
1Q Reported Net Bookings

(\$Millions)



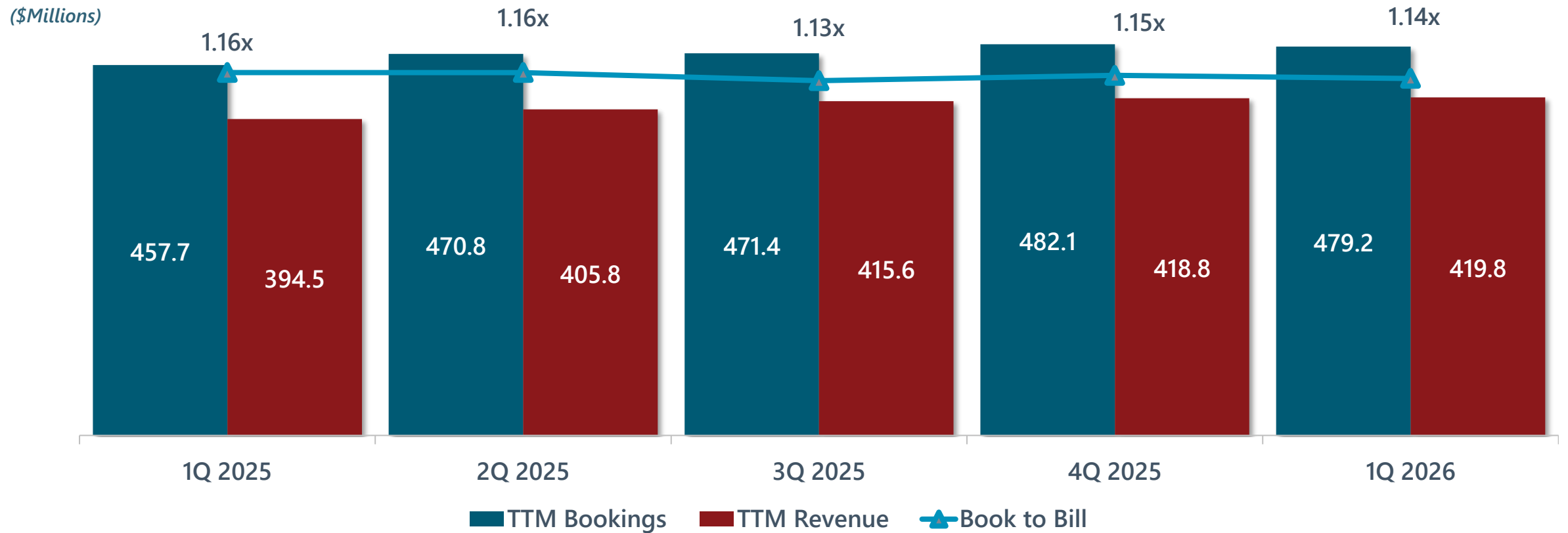
TTM Reported Net Bookings

(\$Millions)



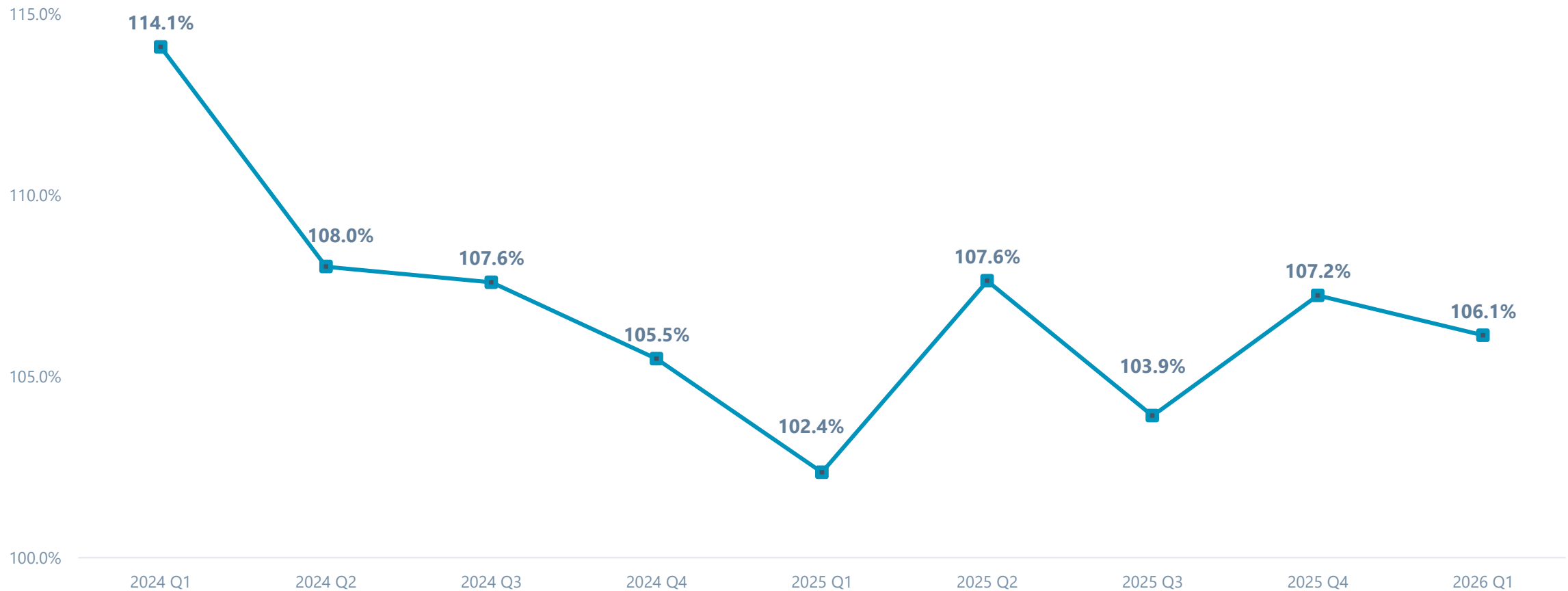
Trailing twelve-month bookings grew +5% vs. the prior year period

Historical TTM Book to Bill



Book to bill provides forward visibility into revenue growth

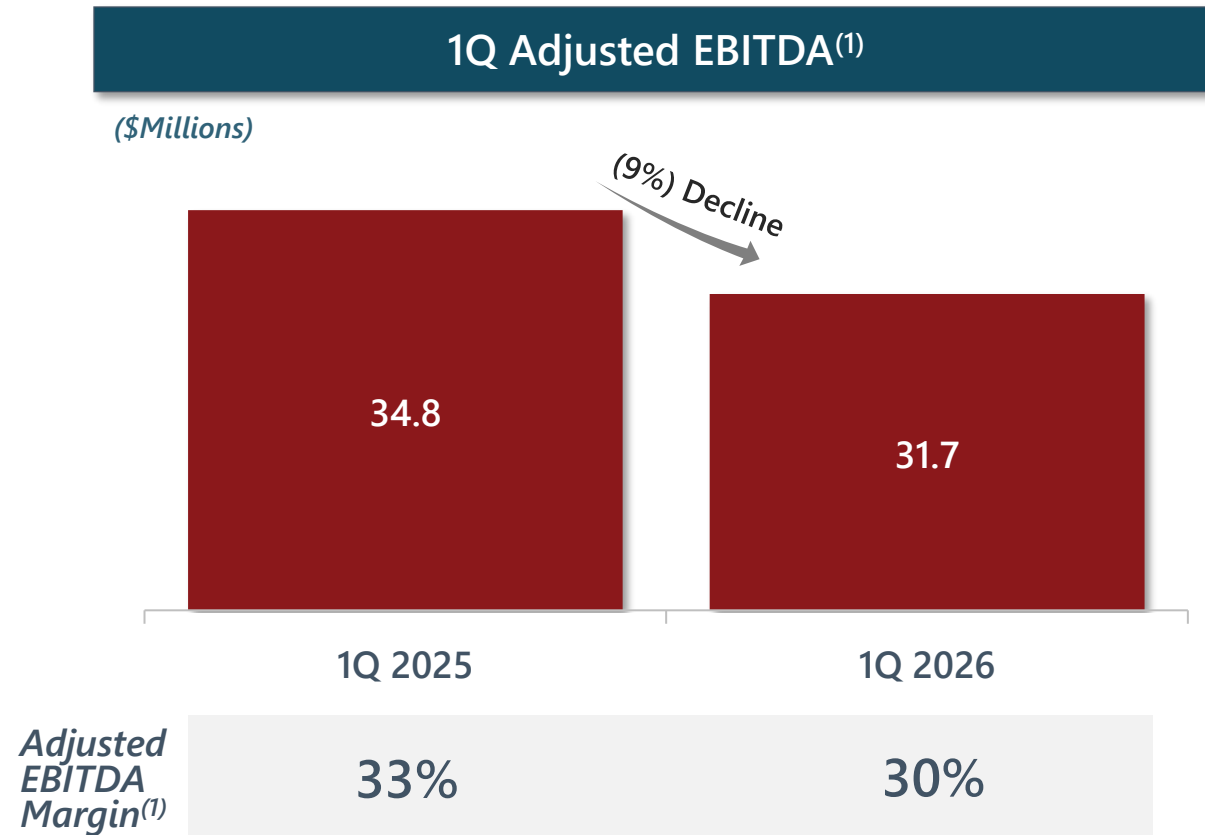
Historical Software Net Retention Rate (NRR)⁽¹⁾



NRR⁽¹⁾ 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.

1Q 2026 Results – Adjusted EBITDA



1Q26 Adjusted EBITDA declined (9%) vs. the prior year period

1Q26 Business Updates

Key Takeaways from First Quarter 2026:



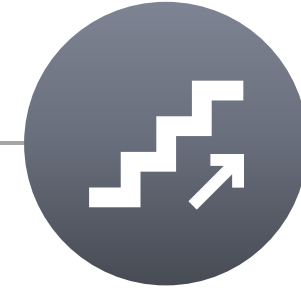
Closed Divestiture of Regulatory & Medical Writing

- Sold business to Veristat for a consideration of up to \$135M. Revenue mix now approximately 50/50 software and services.
- Divestiture will sharpen our execution in areas where we have a defined competitive and scientific advantage.



1Q Performance In-Line with Plan







- Total revenue was in-line with expectations, with software growing slightly ahead of plan, offset by mixed performance in services.
- Software bookings performance at or above plan across all three customer tiers.
- Certara scientists published nearly 100 peer-reviewed papers this year.



AI Innovation and Leadership

- Appointed Dr. Chris Bouton as our Chief AI Officer
- Strategic collaboration with NVIDIA to apply accelerated computing and AI to Certara's next generation platform.
- Created AI native teams engaging with lighthouse customers.

1Q26 Bookings YoY Trends – Pharma/Biotech Customers

Tier ¹	Software Bookings +20% y/y	Services Bookings (14%) y/y
I	 Solid growth driven by expansion among existing customers	 Decline driven by execution and go-to-market challenges
II	 Strongest area of growth driven by further adoption of biosimulation and upsell	 Decline in regulatory, offset by growth in MIDD services
III	 Strong growth driven by adoption and expansion to new customers	 Decline driven by execution and go-to-market challenges

**Software growth driven by expansion and upsell, adoption of MIDD
Services declined due to execution and go-to-market challenges**

2026 Outlook

Updating FY 2026 guidance



Key Assumptions 2026 Guidance

Regulatory and Medical Writing
revenue of ~\$18M

Ex-regulatory revenue growth of
0-4%

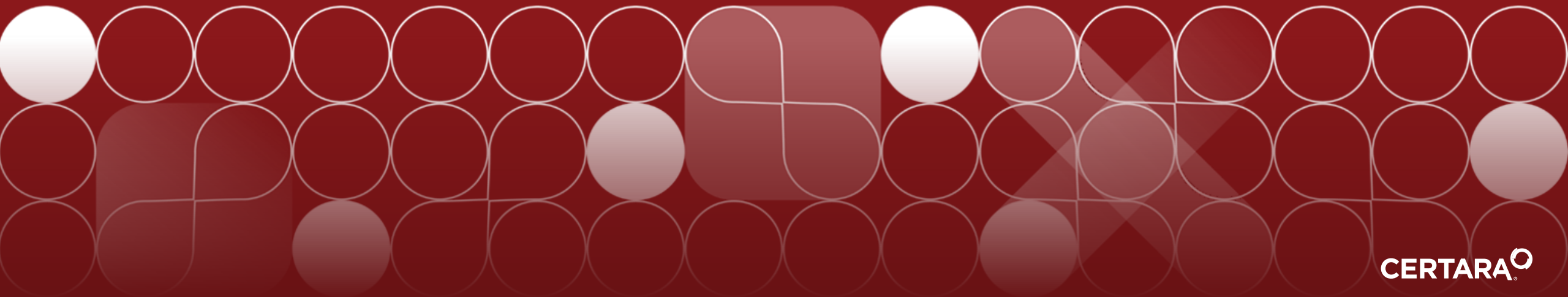
Fully diluted shares expected to be
in the range of **157-159M**

Tax rate expected to be **30%**

This financial guidance is provided as of May 11, 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



Regulatory and Medical Writing – Supplemental Information

On April 22nd, 2026, Certara announced it has entered into a definitive agreement to sell its Regulatory and Medical Writing business to Veristat for a consideration of up to \$135 million. The transaction closed on May 8th, 2026.

Historical Regulatory and Medical Writing Revenue

1Q24	2Q24	3Q24	4Q24	FY24	1Q25	2Q25	3Q25	4Q25	FY25
\$13.2M	\$13.3M	\$14.1M	\$14.1M	\$54.7M	\$13.5M	\$11.9M	\$13.3M	\$11.7M	\$50.4M

In 2025, the Regulatory and Medical Writing business generated \$50 million in revenue, and \$17 million in adjusted EBITDA, excluding unallocated corporate expense that will remain with the company.

Reconciliation of Net Income (Loss) to Adjusted EBITDA

(IN THOUSANDS, EXCEPT PER SHARE AND SHARE DATA)	For the three months ended March 31,	
	2026	2025
Net income attributable to common stockholders of Certara, Inc.	(8,763)	4,743
Reconciliation to Adjusted EBITDA:		
Interest expense(a)	4,941	4,806
Interest income(a)	(1,126)	(1,642)
(Benefit from) provision for income taxes(a)	820	(201)
Depreciation and amortization expense(a)	19,089	18,614
Currency (gain) loss(a)	60	(62)
Equity-based compensation expense(b)	7,320	7,070
Change in fair value of contingent consideration (d)	7,230	(179)
Acquisition-related expense(e)	18	876
Integration expense(f)	-	-
Reorganization expense(g)	1,005	151
Loss on disposal of fixed assets(h)	10	6
Executive recruiting expense(i)	1,116	661
Adjusted EBITDA	31,720	34,843

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

(IN THOUSANDS, EXCEPT PER SHARE AND SHARE DATA)	For the three months ended March 31,	
	2026	2025
Net income attributable to common stockholders of Certara, Inc.	(8,763)	4,743
Reconciliation to Adjusted Net Income:		
Currency (gain) loss(a)	60	(62)
Equity-based compensation expense(b)	7,320	7,070
Amortization of acquisition-related intangible assets(c)	13,855	14,052
Change in fair value of contingent consideration (d)	7,230	(179)
Acquisition-related expense(e)	18	876
Integration expense(f)	-	-
Reorganization expense(g)	1,005	151
Loss on disposal of fixed assets(h)	10	6
Executive recruiting expense(i)	1,116	661
Income Tax expense impact of adjustments(j)	(7,349)	(5,071)
Adjusted net income	14,502	22,247

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

	THREE MONTHS ENDED MARCH 31,	
	2026	2025
Diluted earnings per share(a)	\$ (0.06)	\$ 0.03
Currency (gain) loss(a)	-	-
Equity-based compensation expense(b)	0.05	0.04
Amortization of acquisition-related intangible assets(c)	0.08	0.09
Change in contingent consideration(d)	0.05	-
Acquisition-related expenses(e)	-	0.01
Reorganization expense(f)	0.01	-
Loss (gain) on disposal of fixed assets(g)	-	-
Executive recruiting expense(h)	0.01	-
Income tax expense impact of adjustments(i)	(0.05)	(0.03)
Adjusted Diluted Earnings Per Share	\$ 0.09	\$ 0.14
Basic weighted average common shares outstanding	157,754,647	160,996,258
Effect of potentially dilutive shares outstanding (j)	269,516	354,034
Adjusted diluted weighted average common shares outstanding	158,024,163	161,350,292

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 fair value adjustment or adjustment of contingent consideration of business acquisition.
- e) Represents costs associated with mergers and acquisitions and any retention bonuses pursuant to the acquisitions.
- f) Represents expenses related to reorganization, including legal entity reorganization and lease abandonment costs associated with the evaluation of our office space footprint.
- g) Represents the gain/loss related to disposal of fixed assets.
- h) Represents recruiting, relocation expenses, and retention costs related to senior executives.
- 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.



Accelerating Medicines, Together

