Investor presentation

October 2026

Definitive Healthcare

Cautionary statement regarding forward-looking statements

This presentation includes forward-looking statements that reflect our current views with respect to future events and financial performance. Such statements are provided under the “safe harbor” protection of the Private Securities Litigation Reform Act of 1995. Forward-looking statements include all statements that do not relate solely to historical or current facts, and can generally be identified by words or phrases written in the future tense and/or preceded by words such as “should,” “may,” “anticipates,” “intends,” “plans,” “seeks,” “believes,” “estimates,” “expects,” "would," "potentially," "will," "continues," "assumes," or similar words or variations thereof, or the negative thereof, references to future periods, or by the inclusion of forecasts or projections, but these terms are not the exclusive means of identifying such statements. Examples of forward-looking statements include, but are not limited to, statements we make regarding our outlook, financial guidance, the benefits of our differentiated data and healthcare commercial intelligence solutions, our overall future prospects and growth opportunities, customer behaviors and use of our solutions, generating value for our customers and shareholders, the market, industry and macroeconomic environment, our planned investments and operational strategy, our plans to improve our operational and financial performance, our business, our market opportunity, and customer growth.

Forward-looking statements in this presentation are based on our current expectations and assumptions regarding our business, the economy and other future conditions. Because forward-looking statements relate to the future, by their nature, they are subject to inherent uncertainties, risks and changes in circumstances that are difficult to predict. As a result, our actual results may differ materially from those contemplated by the forward-looking statements. Important factors that could cause actual results to differ materially from those in the forward-looking statements include the following: our inability to achieve the anticipated cost savings, operating efficiencies or other benefits of our internal restructuring activities, global geopolitical tension and difficult macroeconomic conditions; actual or potential changes in international, national, regional and local economic, business and financial conditions, including tariffs, sanctions, trade barriers, recessions, fluctuating inflation, high interest rates, volatility in the capital markets and related market uncertainty; the impact of difficult macroeconomic conditions on our new and existing customers; our inability to acquire new customers and generate additional revenue from existing customers; our inability to generate sales of subscriptions to our platform or any decline in demand for our platform and the data we offer; the competitiveness of the market in which we operate and our ability to compete effectively; the failure to maintain and improve our platform, or develop new modules or insights for healthcare commercial intelligence; the inability to obtain and maintain accurate, comprehensive or reliable data, which could result in reduced demand for our platform; the risk that our recent growth rates may not be indicative of our future growth; the inability to achieve or sustain GAAP or non-GAAP profitability in the future as we increase investments in our business; the loss of our access to our data providers; the failure to respond to advances in healthcare commercial intelligence; an inability to attract new customers and expand subscriptions of current customers; our ability to successfully transition executive leadership, the risk of cyber-attacks and security vulnerabilities; litigation, investigations or other legal, governmental or regulatory actions; the possibility that our security measures are breached or unauthorized access to data is otherwise obtained; the risk that additional material weaknesses or significant deficiencies that will occur in the future; and the risks of being required to collecting sales or other related taxes for subscriptions to our platform in jurisdictions where we have not historically done so.

Additional factors or events that could cause our actual performance to differ from these forward-looking statements may emerge from time to time, and it is not possible for us to predict all of them. Should one or more of these risks or uncertainties materialize, or should any of our assumptions prove incorrect, our actual financial condition, results of operations, future performance and business may vary in material respects from the performance projected in these forward-looking statements.

For additional discussion of factors that could impact our operational and financial results, refer to our annual report on Form 10-K and subsequently filed quarterly reports on Form 10-Q, which are or will be available on the Investor Relations page of our website at ir.definitivehc.com and on the SEC website at www.sec.gov.

The market data and other statistical information used throughout this presentation are based on industry publications and surveys, public filings, and various government sources. Industry publications and surveys generally state that the information contained therein has been obtained from sources believed to be reliable, but there can be no assurance as to the accuracy or completeness of the included information. We have not independently verified such third-party information, nor have we ascertained the underlying economic assumptions relied upon in those sources, and we are unable to assure you of the accuracy or completeness of such information contained in this presentation. While we are not aware of any misstatements regarding our market, industry, or similar data presented herein, such data involve risks and uncertainties and are subject to change based on various factors.

All information in this presentation speaks only as of December 31, 2025, unless otherwise indicated. We undertake no obligation to publicly update this information, whether as a result of new information, future developments or otherwise, except as may be required by law.

Non-GAAP Financial Measures

The historical financial information in this presentation includes information that is not presented in accordance with generally accepted accounting principles in the United States (“GAAP”), such as Adjusted EBITDA, Adjusted Gross Profit, Adjusted Gross Margin, non-GAAP Sales and Marketing expense, non-GAAP Product Development expense, non-GAAP General and Administrative expense, Adjusted EBITDA Margin, Adjusted Operating Income, Adjusted Net Income, Adjusted Net Income Per Diluted Share, Unlevered Free Cash Flow and Unlevered Free Cash Flow Margin. These are supplemental financial measures of our performance and should not be considered substitutes for net (loss) income, gross profit or any other measure derived in accordance with GAAP. Non-GAAP measures in this presentation may be calculated in ways that are not comparable to similarly titled measures reported by other companies. Our presentation of these non-GAAP financial measures are intended as supplemental measures of our performance that are not required by, or presented in accordance with, GAAP. We believe that these supplemental non-GAAP financial measures are useful to investors because they allow for an evaluation of the Company with a focus on the performance of its core operations, including providing meaningful comparisons of financial results to historical periods and to the financial results of peer and competitor companies.

We do not provide a quantitative reconciliation of the forward-looking non-GAAP financial measures included in this presentation to the most directly comparable GAAP measures due to the high variability and difficulty to predict certain items excluded from these non-GAAP financial measures; in particular, the effects of stock-based compensation expense, taxes and amounts under the exchange tax receivable agreement, deferred tax assets and deferred tax liabilities, goodwill impairments and restructuring, integration and transaction expenses. We expect the variability of these excluded items may have a significant, and potentially unpredictable, impact on our future GAAP financial results. In evaluating our non-GAAP financial measures, you should be aware that in the future we may incur expenses similar to those eliminated in these presentations. See the Appendix to this presentation for a reconciliation of each non-GAAP financial measure to its most directly comparable financial measure stated in accordance with GAAP.

References in this presentation to profitability are on an Adjusted EBITDA basis.



Company overview

About Definitive Healthcare

Definitive Healthcare is a data and analytics company focused on the business side of healthcare. The healthcare market is complex — our data makes it clearer. We cut through the noise to deliver the insights our customers need to make smarter, faster, more strategic decisions. Because when our customers succeed, healthcare gets better for everyone.

		
Real Clarity	**Real Transparency**	**Real Care**
Our reliable data brings clarity to the complex healthcare market, allowing you to focus on what matters most.	No hidden data. Access to underlying data and flexible partnerships offer a wide range of options.	We're specialists in healthcare with decades of experience. We understand what's at stake and get you to real results.

About Definitive Healthcare

Premier partner for real data, real people, and real impact.

About DH

- Founded in 2011
- Public since 2021 (NASDAQ: DH)
- Global offices, HQ in Framingham, MA

Key clients

MERCK
AstraZeneca
Johnson&Johnson
amazon
Abbott
NOVARTIS
Boston Scientific
Advancing science for life™
Deloitte.
Boehringer Ingelheim

Comprehensive datasets

4.6M+
healthcare professionals & executives

340K+
healthcare organizations

16M+
global experts

330M+
unique patients

17B+
all-payor claims coverage (historical data back to 2016)

37B+
prescription claims coverage (historical data back to 2016)

Definitive Healthcare highlights

1. Large and growing $7B+ SAM[1] in healthcare market with significant expansion opportunities
2. Demonstrated strong non-GAAP profit and margin profile and significant unlevered free cash flow generation
3. Sophisticated healthcare AI and analytics create formidable competitive moat with unique proprietary data at the core
4. Flexible data delivery and integrations via mission-critical SaaS platform and easily paired via numerous CRM, MDM, and other workflow applications
5. Experienced management team with track record of disruption and innovation
6. Expert Customer Success, Value Delivery and Advanced Analytics teams maximize customer value

[1]SAM or “Serviceable Addressable Market” refers to the revenue opportunity that we believe is available for our data and analytics platform, a subset of the Global Healthcare Analytics Market.

Business highlights

Our business model combines scale, profitability, and visibility

Differentiated offerings in a sustainably growing market

Platform scale

$246M

Q4'25 Revenue Run Rate

Growing enterprise customer mix

69%

of ARR from enterprise customers (clients with >$100K ARR)

Early penetration of growing SAM

~$7B

SAM[2]

Strong non-GAAP Profitability

High gross margin

81%

2025 Adj. Gross Margin[1]

High profitability

29%

2025 aEBITDA margin[1]

Solid cash generation

$55M

2025 uFCF

Visibility and consistency

SaaS business model

96%

Subscription Revenue (2025)

Diversified customer base

~2,300

Total Customers as of December 31, 2025[2]

Note: Figures shown are as of or for the 3 months ended December 31, 2025, unless indicated otherwise. See Basis of Presentation for definition of Revenue Run Rate

[1] Non-GAAP measure. See Appendix for a reconciliation of the non-GAAP measure to the most directly comparable financial measure stated in accordance with GAAP

[2] SAM or "Serviceable Addressable Market" refers to the revenue opportunity that we believe is available for our data and analytics platform, a subset of the Global Healthcare Analytics Market.

Data depth that powers real growth

Leading reference and affiliation

- 3M+ HCPs
- 1.6M+ executives
- 340K+ organizations
- 7M+ affiliations
- 1.6M+ tech installations

Robust claims data

- 17B+ Hx/Mx claims
- 37B+ Rx claims
- 330M unique patients
- 9+ years of data



Deep KOL data

- 16M+ global KOL and expert profiles
- 920K+ clinical trials
- 6M+ presentations
- 32M+ publications

Rich consumer data

- 225M+ consumer profiles
- 500+ consumer health attributes
- Defined consumer segments
- Spending profiles
- SDOH data

Unmatched data combined with tenured market experience



Unique proprietary data



AI and advanced data collection techniques



Deep data science & analytics



Structured and unstructured data from hundreds of sources



Billions of claims from multiple clearinghouses



Market expertise developed over 14+ years with clients

Large and underpenetrated market opportunity

~$221M
ARR[1] as of Dec'25

→

$7B+
SAM[2]

~2,300
Customers as of Dec'25

→

100K+
Potential Customers



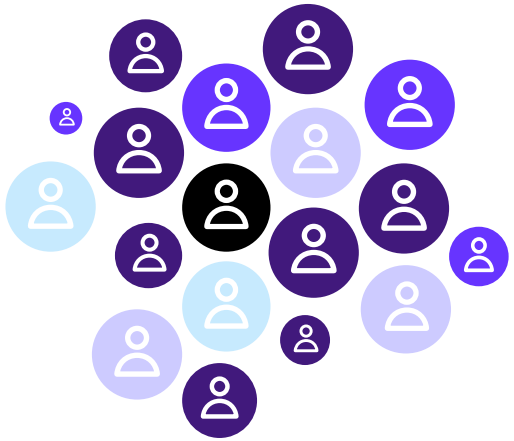
Existing customer 2025 ARR by segment

[1] ARR refers to "annual recurring revenue" as of period end. See Basis of Presentation for a full explanation of the calculation.
[2] SAM or "Serviceable Addressable Market" refers to the revenue opportunity that we believe is available for our data and analytics platform, a subset of the Global Healthcare Analytics Market. See Basis of Presentation for a full explanation of the calculation.

The Atlas Dataset delivers a truer picture of our customers' target market

At one midwestern IDN…

Physician-level claims lens alone dramatically overstates the number of unique patients



Start with 6,566
METASTATIC LUNG CANCER PATIENTS

Adding analysis based on organization-level claims refines the number of patients, but still significantly overstated



Looks like 1,294
METASTATIC LUNG CANCER PATIENTS

Mapping DH reference and affiliation data with claims provides a much more accurate estimated number of unique patients



Actually only 744
METASTATIC LUNG CANCER PATIENTS

The Atlas Dataset gets sales teams to the right locations

A pharmaceutical firm wanted to find the doctors who could prescribe their drug…

One physician group has
820 physicians

Practicing at
250 locations

Claims data alone doesn't show where the doctors actually see patients.

Due to centralized billing, **72% of claims flowed through one NPI** – which isn't even a practice location.

Using claims data alone, sales reps would have gone to a billing office – where no doctors practiced!

By matching reference and affiliation data to claims, the reps can identify almost all 250 practice locations – with addresses and specific doctors who practice there.

Reps go to the right location, prepared to have a personalized conversation with the doctor.

Experienced and innovative management team



Clay Ritchey
Chief Executive Officer
verato evariant imprivata



Casey Heller
Chief Financial Officer
IBM



Jeannine Lombardi
Chief Human Resources Officer
GINKGO BIOWORKS InfuSystem



Jonathan Paris
Chief Legal Officer
COVIDIEN Medtronic Insulet



Rebecca Marani
Chief Product Officer
evariant healthgrades. MERCURY HEALTHCARE

LEADERSHIP TEAM
that is as passionate about data and making an impact in healthcare as our customers. Leads the team with a growth-centric mindset.

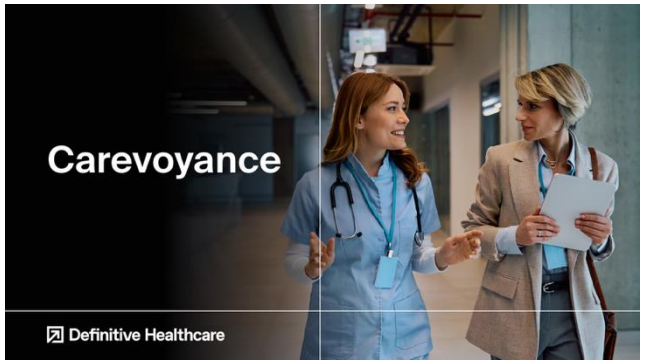
ORGANIZATION
with winning culture; received numerous workplace awards in 2024 including Built In - 100 Best Places to Work in Boston; Employer of the Year - Health Products & Services, Gold Stevie® Winner

Selected videos about Definitive Healthcare products



[Market Forecast]

(1 MINUTE)



[Carevoyance]

(2 MINUTES)



[Populi product demo]

(4 MINUTES)



[Population Intelligence]

(1 MINUTE)

Appendix

Non-GAAP reconciliations & basis of presentation

Non-GAAP Financial Measures

We define Unlevered Free Cash Flow as net cash provided by (used in) operating activities less purchases of property, equipment and data assets, plus cash interest expense, and cash payments related to transaction, integration, and restructuring related expenses, earnouts, and other non-core items. Unlevered Free Cash Flow does not represent residual cash flow available for discretionary expenditures since, among other things, we have mandatory debt service requirements.

We define EBITDA as earnings before debt-related costs, including interest expense, net and loss on extinguishment of debt, income taxes and depreciation and amortization. Adjusted EBITDA is defined as EBITDA adjusted to exclude certain items of a significant or unusual nature, including other income and expense, equity-based compensation, goodwill impairments, transaction, integration, and restructuring expenses and other non-core expenses. Adjusted EBITDA Margin is defined as Adjusted EBITDA as a percentage of revenue. Adjusted EBITDA and Adjusted EBITDA Margin are key metrics used by management and our board of directors to assess the profitability of our operations. We believe that Adjusted EBITDA and Adjusted EBITDA Margin provide useful measures to investors to assess our operating performance because these metrics eliminate non-core and unusual items and non-cash expenses, which we do not consider indicative of ongoing operational performance. We believe that these metrics are helpful to investors in measuring the profitability of our operations on a consolidated level.

We define Adjusted Gross Profit as revenue less cost of revenue (excluding acquisition-related depreciation and amortization and equity compensation costs) and Adjusted Gross Margin means Adjusted Gross Profit as a percentage of revenue. Adjusted Gross Profit differs from gross profit, in that gross profit includes acquisition-related depreciation and amortization expense and equity compensation costs. Adjusted Gross Profit and Adjusted Gross Margin are key metrics used by management and our board of directors to assess our operations. We exclude acquisition-related depreciation and amortization expenses as they have no direct correlation to the cost of operating our business on an ongoing basis. A small portion of equity-based compensation is included in cost of revenue in accordance with GAAP but is excluded from our Adjusted Gross Profit calculations due to its non-cash nature.

We define non-GAAP Sales and Marketing expense as GAAP Sales and Marketing expense less equity-compensation costs and non-core and one-time items allocated to Sales and Marketing. We define non-GAAP Product Development expense as GAAP Product Development expense less equity-compensation costs and non-core and one-time items allocated to Product Development. We define non-GAAP General and Administrative as GAAP General and Administrative expense less equity-compensation costs and non-core and one-time items allocated to General and Administrative.

We define Adjusted Operating Income as income (loss) from operations plus acquisition related amortization, equity-based compensation, goodwill impairments, transaction, integration, and restructuring expenses and other non-core expenses.

We define Adjusted Net Income as Adjusted Operating Income less interest expense, net, recurring income tax benefit, foreign currency (loss) gain, and tax effects of adjustments. We define Adjusted EPS as Adjusted Net Income divided by diluted outstanding shares.

Our use of these non-GAAP terms may vary from the use of similar terms by other companies in our industry and accordingly may not be comparable to similarly titled measures used by other companies and are not measures of performance calculated in accordance with GAAP. Our presentation of these non-GAAP financial measures are intended as supplemental measures of our performance that are not required by, or presented in accordance with, GAAP. These non-GAAP financial measures should not be considered as alternatives to net cash provided by (used in) operating activities, net cash provided by (used in) operating activities margin, (loss) income from operations, net (loss) income, net (loss) income margin, gross profit, gross margin, earnings per share or any other performance measures derived in accordance with GAAP, or as measures of operating cash flows or liquidity.

In evaluating our non-GAAP financial measures, you should be aware that in the future we may incur expenses similar to those eliminated in these presentations.



Reconciliation from GAAP gross profit and margin to adjusted gross profit and margin

	TWELVE MONTHS ENDED DECEMBER 31,			
$ THOUSANDS	**2025**	**2024**	**$**	**%**
GAAP Gross Profit	**$183,275**	**$197,469**	**($14,194)**	**(7%)**
Amortization of intangible assets resulting from acquisition-related purchase accounting adjustments	12,789	9,866	2,923	30%
Equity-based compensation	612	839	(227)	(27%)
Adjusted Gross Profit	**$196,676**	**$208,174**	**($11,498)**	**(6%)**
GAAP Gross Profit Margin	**76%**	**78%**		
Amortization of intangible assets resulting from acquisition-related purchase accounting adjustments	5%	4%		
Equity-based compensation	0%	0%		
Adjusted Gross Profit Margin	**81%**	**83%**		
Revenue	241,521	252,202	(10,681)	(4%)

Reconciliation from GAAP to Core operating expenses

$ THOUSANDS	TWELVE MONTHS ENDED DECEMBER 31, 2025	2024	$	%
GAAP Sales & Marketing	**$81,637**	**$83,807**	**($2,170)**	**(3%)**
Equity-based compensation	(4,277)	(6,235)	$1,958	(31%)
Other non-core items [1]	-	(39)	$39	(100%)
Non-GAAP Sales & Marketing	**$77,360**	**$77,533**	**($173)**	**(0%)**
GAAP Product Development	**$34,776**	**$36,518**	**($1,742)**	**(5%)**
Equity-based compensation	(7,658)	(8,579)	$921	(11%)
Other non-core items [1]	(168)	(408)	$240	(59%)
Non-GAAP Product Development	**$26,950**	**$27,531**	**($581)**	**(2%)**
GAAP General & Administrative	**$51,627**	**$49,267**	**$2,360**	**5%**
Equity-based compensation	(16,597)	(22,432)	$5,835	(26%)
Other non-core items [1]	(5,515)	1,383	($6,898)	(499%)
Non-GAAP General & Administrative	**$29,515**	**$28,218**	**$1,297**	**5%**

[1] Other non-core items represent expenses driven by events that are typically by nature one-time, non-operational and/or unrelated to our core operations. These expenses are comprised of non-core legal and regulatory costs isolated to unique and extraordinary litigation, legal and regulatory matters that are not considered normal and recurring business activity, including sales tax accrual adjustments inclusive of penalties and interest for sales taxes that we may have been required to collect from customers in certain previous years, and other non-recurring legal and regulatory matters. Other non-core items also include consulting fees and severance costs associated with strategic transition initiatives, as well as professional fees related to financing, capital structure changes, and other non-core items.

Reconciliation from net loss to adjusted operating income and adjusted net income

	TWELVE MONTHS ENDED DECEMBER 31,			
$ THOUSANDS	**2025**	**2024**	**$**	**%**
GAAP Net loss	**($199,297)**	**($591,446)**	**$392,149**	**(66%)**
Interest expense (income), net	4,337	245	4,092	>100%
Income tax benefit	(9,959)	(42,299)	32,340	(76%)
Loss from extinguishment of Debt	507	-	507	100%
Other income, net	(19,859)	(77,320)	57,461	(74%)
GAAP Operating loss	**($224,271)**	**($710,820)**	**$486,549**	**(68%)**
Transaction, integration, and restructuring expenses	7,624	12,225	(4,601)	(38%)
Equity-based compensation	29,144	38,085	(8,941)	(23%)
Goodwill impairment	196,064	688,854	(492,790)	(72%)
Other non-core items	5,683	(936)	6,619	>(100%)
Amortization of intangible assets acquired through business combinations	45,304	45,239	65	0%
Adjusted Operating Income	**$59,548**	**$72,647**	**($13,099)**	**(18%)**
Interest expense (income), net	(4,337)	(245)	(4,092)	>100%
Recurring income tax (provision) benefit	(1,720)	669	(2,389)	>(100%)
Foreign currency (loss) gain	(1,847)	411	(2,258)	>(100%)
Tax impacts of adjustments to net loss	(16,722)	(18,341)	1,619	(9%)
Adjusted Net Income	**$34,922**	**$55,141**	**($20,219)**	**(37%)**

Reconciliation from net loss to adjusted EBITDA

	TWELVE MONTHS ENDED DECEMBER 31,			
$ THOUSANDS	**2025**	**2024**	$	%
GAAP Net loss	**($199,297)**	**($591,446)**	**$392,149**	**(66%)**
Interest expense, net	4,337	245	4,092	>100%
Income tax provision	(9,959)	(42,299)	32,340	(76%)
Loss from extinguishment of Debt	507	-	507	100%
Depreciation & amortization	56,110	51,667	4,443	9%
Transaction, integration and restructuring expenses	7,624	12,225	(4,601)	(38%)
Goodwill impairment	196,064	688,854	(492,790)	(72%)
Equity-based compensation	29,144	38,085	(8,941)	(23%)
Other income, net	(19,859)	(77,320)	57,461	(74%)
Other non-core items	5,683	(936)	6,619	>(100%)
Adjusted EBITDA	**$70,354**	**$79,075**	**($8,721)**	**(11%)**
Revenue	241,521	252,202	(10,681)	(4%)
Adjusted EBITDA margin	**29%**	**31%**		

Reconciliation from cash flow from operations to unlevered free cash flow

	TWELVE MONTHS ENDED DECEMBER 31,			
$ THOUSANDS	**2025**	**2024**	**$**	**%**
Cash Flow from Operations	**$53,777**	**$58,196**	**($4,419)**	**(8%)**
Cash interest expense	10,800	14,196	($3,396)	(24%)
Transaction, integration, and restructuring expenses paid in cash[1]	3,118	12,766	($9,648)	(76%)
Payment of earnout in cash from operations[1]	-	602	($602)	(100%)
Other non-core Items[1]	3,899	(936)	$4,835	(517%)
Purchases of property, equipment and data assets	(16,720)	(12,344)	($4,376)	35%
Unlevered Free Cash Flow	**$54,874**	**$72,480**	**($17,606)**	**(24%)**
Revenue	241,521	252,202	(10,681)	(4%)
Unlevered Free Cash Flow Margin	**23%**	**29%**		

[1]Transaction and integration expenses paid in cash primarily represent legal, accounting, and consulting expenses related to our acquisitions; restructuring expenses paid in cash relate to our restructuring plans announced in the first quarter of 2024 and first and third quarters of 2023 and exit costs related to office relocations; non-core items represent expenses driven by events that are typically one-time, non-operational in nature, and unrelated to our core operations.

Schedule of transaction, integration and restructuring expense and other non-core items

$ THOUSANDS	TWELVE MONTHS ENDED DECEMBER 31, 2025	2024
Merger and acquisition due diligence and transaction costs	$4,915	$3,329
Integration costs	6,056	1,115
Fair value adjustment for contingent consideration	(3,970)	(1,780)
Restructuring charges for severance and other separation costs	28	8,097
Office closure and relocation restructuring charges and impairments	595	1,464
Total transaction, integration and restructuring expense	**$7,624**	**$12,225**

$ THOUSANDS	TWELVE MONTHS ENDED DECEMBER 31, 2025	2024
Non-core legal and regulatory	$3,031	($3,439)
Consulting and severance costs for strategic transition initiatives	1,671	$2,219
Other non-core expenses	981	$284
Total other non-core items	**$5,683**	**($936)**

Basis of presentation

Enterprise Customers: Customers generating more than $100,000 in ARR

Annual Recurring Revenue (ARR): Refers to annual recurring revenue as of period end, which is calculated by aggregating annual subscription revenue from committed contractual amounts for all existing customers during that period. ARR may also include, in rare circumstances, existing customers with expired contracts who have provided oral or written commitments to renew.

Net Dollar Retention Rate (NDR): Refers to net dollar retention rate, which we calculate as the percentage of ARR retained from existing customers across a defined period, after accounting for upsell, down-sell, pricing changes and churn. We calculate net dollar retention as beginning ARR for a period, plus (i) expansion ARR (including, but not limited to, upsell and pricing increases), less (ii) churn (including, but not limited to, non-renewals and contractions), divided by (iii) beginning ARR for a period.

Revenue: GAAP revenue

Organic revenue growth: is calculated as performance as if we had owned an acquired business in the same period a year ago

Adjusted Gross Profit: is calculated as revenue less cost of revenue (excluding acquisition-related depreciation and amortization) and equity based compensation

Gross Profit: is revenue less cost of revenue.

Gross Margin: is calculated as Gross Profit divided by GAAP Revenue

Adjusted Gross Margin: is calculated as Adjusted Gross Profit divided by GAAP Revenue

Non-GAAP Sales and Marketing: is calculated as GAAP Sales and Marketing expense less equity-compensation costs and non-core & one-time items allocated to Sales and Marketing

Non-GAAP Product Development: is calculated as GAAP Product Development expense less equity-compensation costs and non-core & one-time items allocated to Product Development

Non-GAAP General & Administrative: is calculated as GAAP General & Administrative expense less equity-compensation costs and non-core & one-time items allocated to General & Administrative

cRPO: Represents the amount of contracted future revenue that has not yet been recognized, including both deferred revenue and non-cancelable contracted amounts that will be invoiced and recognized as revenue within the next twelve months. cRPO is not necessarily indicative of future revenue growth.

RPO: Represents the amount of contracted future revenue that has not yet been recognized, including both deferred revenue and non-cancelable contracted amounts that will be invoiced and recognized in the future. RPO is not necessarily indicative of future revenue growth.

Goodwill Impairment: Represents a non-cash, pretax, impairment charge of goodwill due to a decline in market capitalization in which the fair value of our single reporting unit was lower than its carrying value.

EBITDA: Defined as earnings before debt-related costs, including interest expense, net and loss on extinguishment of debt, income taxes and depreciation and amortization.

Adjusted EBITDA: Defined as EBITDA adjusted to exclude certain items of a significant or unusual nature, including other income and expense, equity-based compensation, goodwill impairments, transaction, integration and restructuring expenses and other non-core expenses

Adjusted EBITDA Margin: defined as Adjusted EBITDA divided by GAAP Revenue

Adjusted Operating Income: defined as GAAP loss from operations plus acquisition-related amortization, equity-based compensation, goodwill impairments, transaction, integration, and restructuring expenses and other non-core expenses.

Adjusted Net Income: defined as Adjusted Operating Income less interest expense, net recurring income tax benefit, foreign currency (loss) gain, and tax effects of adjustments to arrive at Adjusted Operating Income.

Adjusted EPS: defined as Adjusted Net Income divided by weighted-average diluted shares outstanding

Unlevered Free Cash Flow (uFCF): Defined as net cash provided by (used in) operating activities less purchases of property, equipment and data assets, plus cash interest expense and cash payments related to transaction, integration and restructuring related expenses, earnouts and other non-core items. Unlevered Free Cash Flow does not represent residual cash flow available for discretionary expenditures since, among other things, we have mandatory debt service requirements

Unlevered Free Cash Flow Margin: Calculated as Unlevered Free Cash Flow divided by GAAP Revenue

Financial Audits: Core metrics and historical financials shown throughout the presentation should be considered unaudited

Rounding: In some instances, rounding has occurred throughout the presentation