

Investor Presentation

August 2026



© 2026 Intapp. All rights reserved.

Disclaimer

This presentation has been prepared by Intapp, Inc. ("Intapp") for informational purposes only and not for any other purpose. Nothing contained in this presentation is, or should be construed as, a recommendation, promise or representation by the presenter or Intapp or any officer, director, employee, agent or advisor of Intapp. This presentation does not purport to be all-inclusive or to contain all of the information you may desire. Information provided in this presentation speaks only as of the date hereof.

This presentation includes express and implied "forward-looking statements." In some cases, you can identify forward-looking statements by terms such as "anticipate," "believe," "can," "confident," "continue," "could," "estimate," "expand," "expect," "explore," "intend," "may," "might," "objective," "ongoing," "outlook," "plan," "predict," "project," "potential," "should," "target," "will," "would," or the negative of these terms, and similar expressions intended to identify forward-looking statements. However, not all forward-looking statements contain these identifying words. These statements may relate to, among other things, our market size and growth strategy, our estimated and projected costs, margins, revenue, expenditures and growth rates, our future results of operations or financial condition, our plans and objectives for future operations, growth, initiatives, or strategies. By their nature, these statements are subject to numerous uncertainties and risks, including factors beyond our control, that could cause actual results, performance or achievement to differ materially and adversely from those anticipated or implied in the statements. These assumptions, uncertainties and risks include, among others, our ability to continue our growth at or near historical rates; our future financial performance and ability to be profitable; the effect of global events on the U.S. and global economies, our business, our employees, our results of operations, our financial condition, demand for our products, sales and implementation cycles, and the health of our clients' and partners' businesses; our ability to compete in highly competitive markets, including artificial intelligence ("AI") products; our ability to manage the implementation of AI into our products and services and to comply with U.S. and global laws and regulations regarding AI; our ability to prevent and respond to data breaches, unauthorized access to client data or other disruptions of our solutions; our ability to effectively manage U.S. and global market and economic conditions, including inflationary pressures, economic and market downturns and volatility in the financial services industry, particularly adverse to our targeted industries; the effect on our clients of the imposition of additional tariffs, duties, or taxes, changes to existing trade agreements, and other charges or barriers to trade and any resulting impact to global stock markets, foreign currency exchange rates, and existing inflationary pressures; the length and variability of our sales cycle; our ability to attract and retain clients; our ability to attract and retain talent; our ability to manage additional complexity, burdens, and volatility in connection with our international sales and operations; the successful assimilation or integration of the businesses, technologies, services, products, personnel or operations of acquired companies; our ability to incur indebtedness in the future and the effect of conditions in credit markets; the sufficiency of our cash and cash equivalents to meet our liquidity needs; our ability to maintain, protect, and enhance our intellectual property rights; and other risks and uncertainties included in our reports filed with the U.S. Securities and Exchange Commission (available on our website at www.intapp.com or the SEC's website at www.sec.gov). It is not possible for us 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 or outcomes to differ materially from those contained in any forward-looking statements we may make. You should not rely upon forward-looking statements as predictions of future events. Although our management believes that the expectations reflected in our statements are reasonable, we cannot guarantee that the future results, levels of activity, performance or events and circumstances described in the forward-looking statements will be achieved or occur. Moreover, neither we, nor any other person, assumes responsibility for the accuracy and completeness of these statements. Recipients are cautioned not to place undue reliance on these forward-looking statements, which speak only as of the date such statements are made and should not be construed as statements of fact. Except to the extent required by federal securities laws, we undertake no obligation to update any information or any forward-looking statements as a result of new information, subsequent events, or any other circumstances after the date hereof, or to reflect the occurrence of unanticipated events.

This presentation also contains estimates and other statistical data made by independent parties and by us relating to market size and growth and other data about our industry. This data involves a number of assumptions and limitations, and you are cautioned not to give undue weight to such estimates. In addition, assumptions and estimates of our future performance and the future performance of the markets in which we compete are necessarily subject to a high degree of uncertainty and risk.

In addition to the financial metrics presented in accordance with U.S. generally accepted accounting principles ("GAAP"), this presentation includes the following non-GAAP metrics: non-GAAP gross profit, non-GAAP gross margin, non-GAAP operating income, non-GAAP operating margin, non-GAAP diluted net income per share, free cash flow and free cash flow margin. Non-GAAP gross profit and non-GAAP gross margin exclude the impact of stock-based compensation, amortization of intangible assets and restructuring and other costs; Non-GAAP operating income and non-GAAP operating margin exclude the impact of stock-based compensation, amortization of intangible assets, expenses associated with acquisition-related contingent and deferred liabilities, transaction costs, restructuring and other costs and asset impairments; and free cash flow and free cash flow margin exclude the impact of purchases of property and equipment from the corresponding financial measures determined in accordance with GAAP. Stock-based compensation includes the net effects of capitalization and amortization of stock-based compensation related to capitalized internal-use software costs. The guidance regarding non-GAAP operating income excludes known pre-tax charges related to estimated stock-based compensation of \$35.0 million for the first quarter of fiscal year 2027 and \$138.4 million for fiscal year 2027 and amortization of intangible assets of \$1.9 million for the first quarter of fiscal year 2027 and \$7.4 million for fiscal year 2027. The guidance regarding non-GAAP diluted net income per share excludes known pre-tax charges related to estimated stock-based compensation of \$0.44 per share for the first quarter of fiscal year 2027 and \$1.71 per share for fiscal year 2027 and amortization of intangible assets of \$0.02 per share for the first quarter of fiscal year 2027 and \$0.09 per share for fiscal year 2027. Intapp has not included a quantitative reconciliation of its guidance for non-GAAP operating income and non-GAAP diluted net income per share to their most directly comparable GAAP financial measures, other than stock-based compensation and amortization of intangible assets, because certain of these reconciling items, including expenses associated with acquisition-related contingent and deferred liabilities, transaction costs, restructuring and other costs, foreign currency impact from dissolution of subsidiary, asset impairments and income tax effect of non-GAAP adjustments, could be highly variable and cannot be reasonably predicted without unreasonable effort. This is due to the inherent difficulty of forecasting the timing of certain events that have not yet occurred and are out of the Company's control and the amounts of associated reconciling items. Please note that the unavailable reconciling items could significantly impact the Company's GAAP operating results. Non-GAAP diluted net income per share is calculated by dividing non-GAAP net income by the estimated fully diluted weighted average shares outstanding for the period. We present non-GAAP measures when we believe that the additional information is useful and meaningful to investors. Non-GAAP financial measures do not have any standardized meaning and are therefore unlikely to be comparable to similar measures presented by other companies. The presentation of non-GAAP financial measures is not intended to be a substitute for, and should not be considered in isolation from, the financial measures reported in accordance with GAAP. We urge you not to rely on any single financial measure to evaluate our business.

Intapp positioning

- ✓ Firms are expanding but need AI that is compliant and built for how they work
- ✓ We have the distribution, data, compliance depth, and specialized domain expertise
- ✓ Celeste is our AI-native agentic platform, purpose-built for professional firms
- ✓ Celeste makes Microsoft, Anthropic and Harvey tools better
- ✓ We're rearchitecting our applications as agents, running on Celeste
- ✓ These innovations reinforce the value of our portfolio, expand our TAM, and enable us to apply consumption-based pricing

Our market is expanding and in need of AI solutions



\$4T global market

We focus on the largest professional firms

Every firm has an imperative to transform how they operate with AI

The market is consolidating, driving demand for technology to enable scale

Distribution: we have the trust of thousands of clients worldwide

Legal

BCLP.

Cooley

Davis Polk

KIRKLAND & ELLIS

Linklaters

WHITE & CASE

Accounting

BDO

CBIZ

CohnReznick

EY

KPMG

MNP

Consulting

ACCORDION

AlixPartners

ankura

BRG

CRA Charles River Associates

F T I
CONSULTING

Investment banking

FIFTH THIRD

OPPENHEIMER

P / W / P
PERELLA WEINBERG
PARTNERS

PJT

RAYMOND JAMES

Stephens

Private capital

Apax

BLUE OWL

CARLYLE

CINVEN

CD&R

THL

Real assets

ASANA PARTNERS

**BALFOUR
PACIFIC**

Excel
GROUP

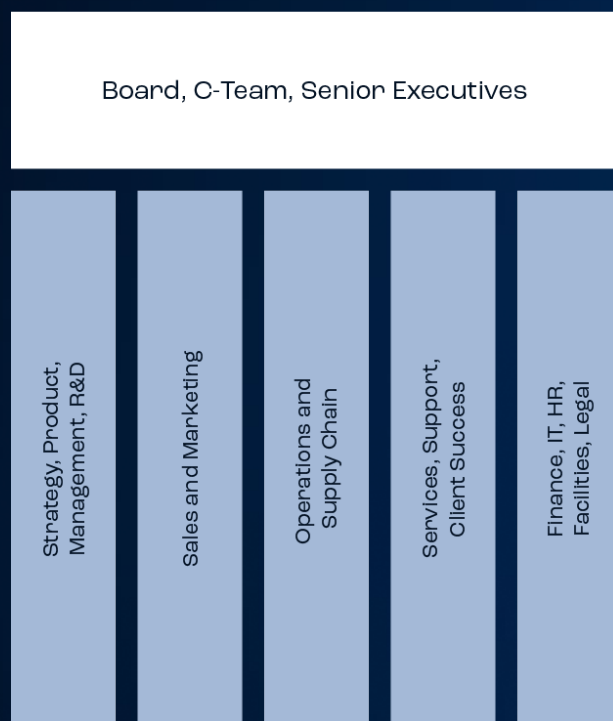
KAYNE ANDERSON

**SEALY &
COMPANY**

STERLING
ORGANIZATION

Our markets are unique in structure and how they deliver value

Typical corporate model

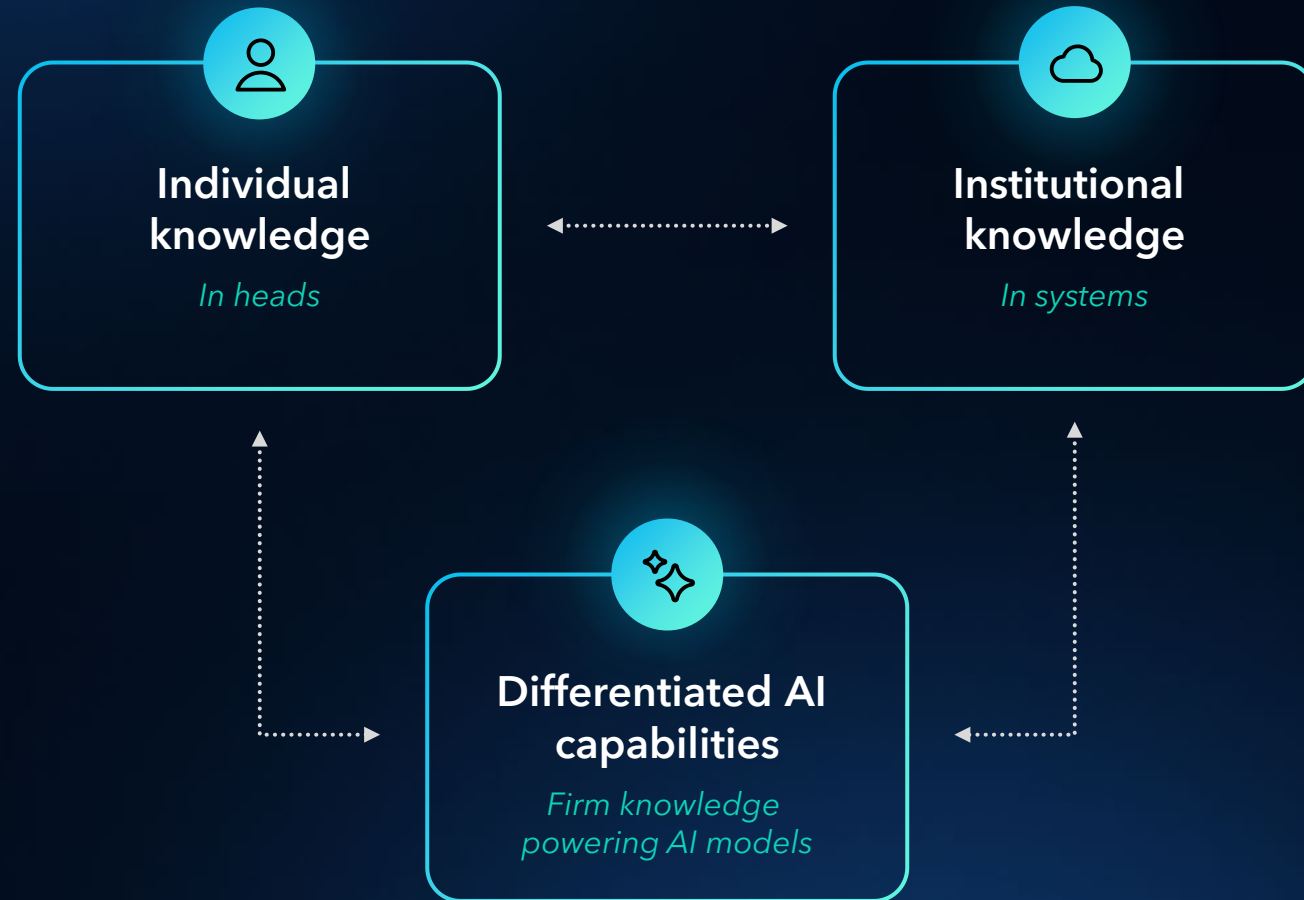


Professional firm model

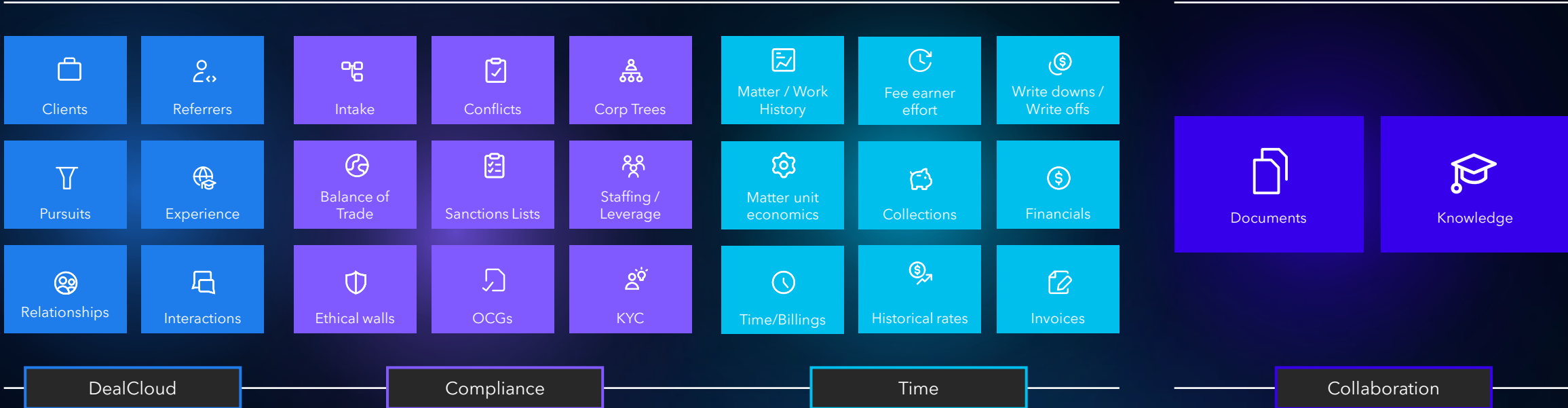


Horizontal technology has never served these firms well

Firms need to differentiate with their proprietary knowledge



We already manage the critical data and workflows that these firms rely on each day



Professional compliance is an existential concern

Firms have strict, highly specific requirements for professional compliance

	 Legal	 Accounting	 Consulting	 Investment banking	 Private equity	 Real assets
Work structures	Client-Matter-Engagement model	Firm-Client-Engagement-Project	Client-Engagement-Workstream-Phase	Coverage-Deal-Mandate-Execution	Fund-Portfolio Co-Deal-LP Reporting	Fund-Property-Asset-Lease-Tenant
Ethical & client obligations	Attorney-client privilege, ethical walls (Intapp Walls), client consent protocols	Auditor independence, rotation rules, non-audit service restrictions	NDA-driven confidentiality, client IP protections, competitor separation	MNPI controls, restricted lists, information barriers, client-side / sell-side walls	LP side letters, co-invest allocations, carried interest, fund-level confidentiality	Valuation governance, capital call controls, asset-level JV confidentiality
Example regulatory bodies	SRA Bar Associations Law Society FCA State ethics boards	PCAOB AICPA FRC IESBA SEC (auditor rules)	Client-specific policies Data sovereignty rules Sector-specific regimes	SEC FINRA FCA BaFin MiFID II MAR / insider dealing	SEC (Advisers Act) ILPA AIFMD Carry / ERISA rules	SEC INREV RICS Local property law JV operating agreements

Professional compliance scenarios



Team screens

Separation of engagement teams



Information barriers

Protect client interests



MNPI | Insiders

Highly-sensitive M&A



Confidentiality

Engagement access restrictions



Employee conflicts

Individual conflicts of interest



Independence

Firm and personal audit independence



Contractors

Temporary access



Laterals

Prior client representation



Legal holds

Information preservation obligations



Auctions

Multiple bidder representation



Cross border

Jurisdictional and sanctions



Private-public advisory

Research and trade separation

Walls for AI

Intapp's growth driven by product innovation through the years



With Intapp Assist, we integrated gen AI into our products

The collage displays four distinct user interface elements from the Intapp Assist platform:

- Quick Add:** A card titled "Powered by Intapp Assist Quick Add" containing a text box with the sentence: "Participated in a four-hour... counsel. Reviewed and an... positions and worked tow... outstanding items."
- Deal Summary:** A card titled "Powered by Intapp Assist Deal Summary" with a status of "Unverified" and a timestamp "Generated 08/07/2024 04:18 PM". It provides a detailed overview of "Project Cloud", an investment by Broadwing Capital Fund II, and mentions key individuals like Ramesh Pulandaran, Jenna Li, and Yilin Chen.
- Signals:** A central card titled "Powered by Intapp Assist Signals" featuring four interactive panels:
 - Network Activity:** Details a meeting between David Piana and Stephen McLennan (CIO, OTTP) regarding a "New fund opportunity".
 - Company Funding:** Reports that Qualtrics received "\$500M in Post-IPO Equity Funding" and notes a contact at the company.
 - Company Acquisition:** Announces that "Cvent was acquired by Blackstone, Inc. for \$4.6B" and lists a contact at the company.
 - Leadership Update:** States that "Matthew O'Donohoe is now President of CAA" and lists a contact at the company.
- Time Distribution Graph:** A card titled "How much time has Colleen Bauch spent on Kellogg each week since July 1, 2025?". It includes a bar chart showing weekly hours and a legend for "Merger of Kellogg and Centerpoint".

Agentic is the next
opportunity curve

Agentic AI opportunity ⁽¹⁾
\$30B+



core IT SAM
~\$20B

Note: SAM estimates based on market interviews and our historical data and experience

⁽¹⁾ Estimates based on market interviews and our historical data and experience, and Gartner "Forecast: AI Spending, Worldwide, 2024 - 2029, 4Q25"

Intapp is positioned to win in the agentic AI cycle

The elite professional firms we serve are expanding, but they must transform and have unique industry requirements for AI.

We've launched Celeste, our AI-native agentic platform for firms. Celeste is built to automate a firm's business and growth workflows with full professional compliance.

Celeste complements other AI tools (e.g., Claude, CoPilot, Harvey) with expert agents, systems of record, and compliance capabilities.

To position our portfolio for the next wave of demand, we are rearchitecting all our core business applications to run as expert agents.

These innovations reinforce the value of our existing portfolio, expand our TAM with new agentic use cases, and enable us to apply consumption-based pricing.

With thousands of firms already on Intapp, we have major distribution and technical advantages as we bring these innovations to market.

Introducing

Celeste

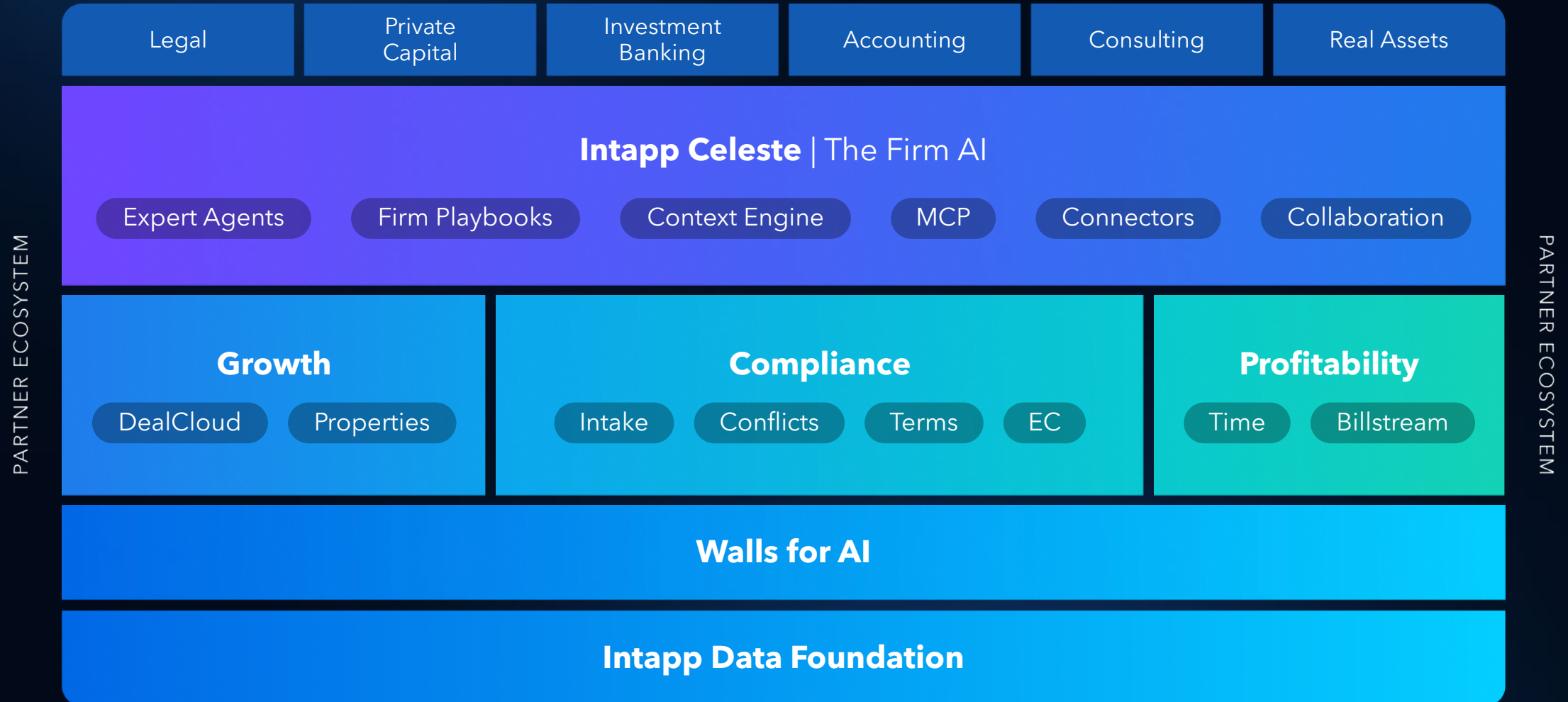


The agentic platform for Firm AI

How we built Celeste

- ✓ AI-native codebase
- ✓ Model agnostic
- ✓ New user experience paradigm
- ✓ Startup release velocity

A comprehensive platform built for professional firms



Celeste differentiators

Industry-specific
agents

Firm
playbooks

Knows
your firm

Professional
compliance built-in

Celeste automates firms' business workflows with expert agents

Investors

Fundraising

- Fund strategy & positioning
- Investor targeting & relations
- Due diligence
- LP onboarding and reporting

Investments

- Deal origination & management
- Screening and thesis development
- Deal diligence & IC review
- Execution and closing

Asset Management

- Portfolio monitoring & analytics
- Board and investor reporting
- Value planning & execution
- Exit readiness

Advisors

Business Development

- New client origination
- Recurring client growth
- Cross-selling
- Lateral integration

Business Acceptance

- Client intake & conflicts check
- Regulatory & ethical compliance
- Commercial & strategic fit
- Business selection & opening

Engagement Management

- Engagement planning
- Delivery & collaboration
- Time, billing & invoicing
- Collections & financial reporting



Celeste makes AI models better



ANTHROPIC

OpenAI

+



Expert agents

Professional compliance

Embedded firm workflows

Client systems of record

Industry market data



+



ANTHROPIC

Harvey

Data partners



Technology partners



Services partners



Intapp partner ecosystem

150+

vertical-centric partners

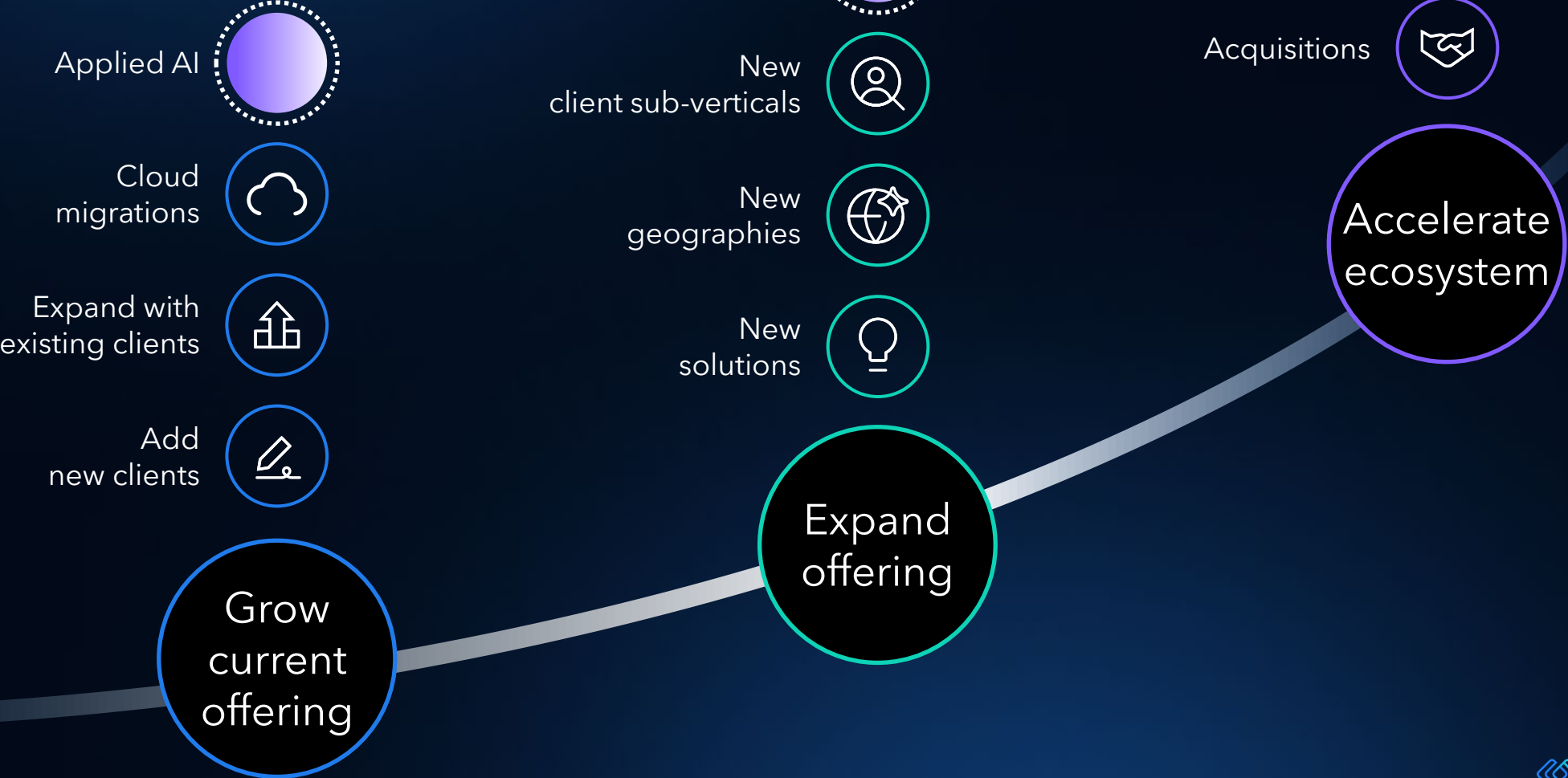
1.3K+

implementation resource certifications across services partners



Key financial highlights

Our visible path to \$1B ARR



Note: Total annual recurring revenue ("ARR") represents the annualized recurring value of all active SaaS and on-premises license contracts at the end of a reporting period

Q4 FY26 financial highlights

✓ Scaled vertical platform	\$591M Total ARR
✓ Rapidly expanding cloud business driving overall growth	+29% Cloud ARR YoY growth
✓ Highly visible and sticky recurring revenue base	123% Cloud NRR ⁽¹⁾
✓ Powerful land and expand model	897 142 \$100K+ \$1M+ ARR clients
✓ Strong non-GAAP operating income ⁽²⁾	22% Non-GAAP operating margin
✓ Expanded capital allocation levers	1.1M Shares of common stock repurchased

Note: Cloud ARR is the portion of the annualized recurring value of our active SaaS contracts at the end of a reporting period. Contracts with a term other than one year are annualized by taking the committed contract value for the current period divided by number of days in that period, then multiplying by 365 | ⁽¹⁾ Cloud net revenue retention rate ("cloud NRR") is calculated by starting with the cloud ARR from the cohort of all clients as of the twelve months prior to the applicable fiscal period, or prior period. We then calculate the cloud ARR from these same clients as of the current fiscal period, or current period cloud ARR. We then divide the current period cloud ARR by the prior period cloud ARR to calculate the cloud NRR

⁽²⁾ Refer to "Reconciliation: Non-GAAP operating income" for a reconciliation of this measure to its most directly comparable GAAP financial measure

Strong cloud net revenue retention

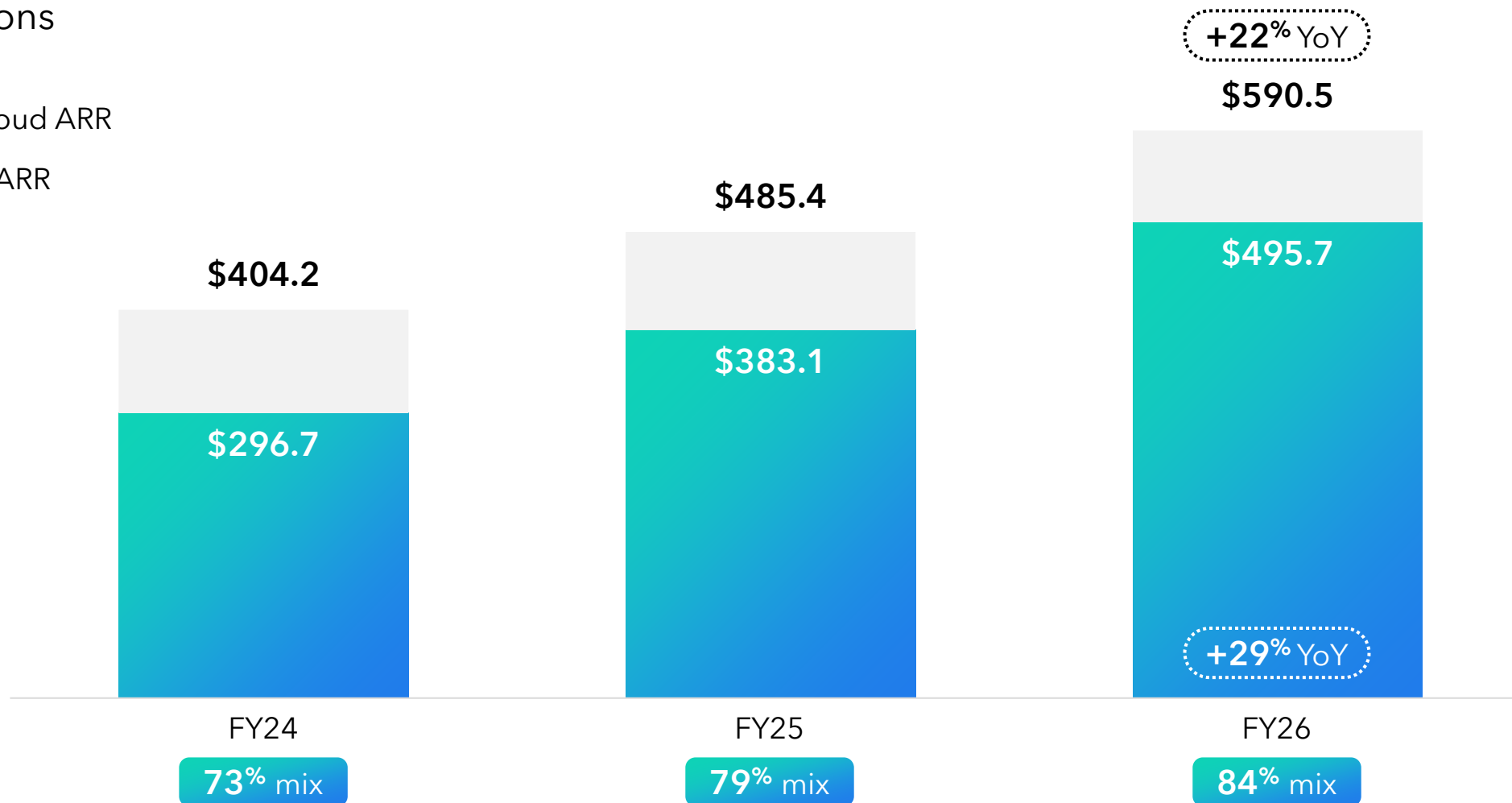


Continued strong cloud and total ARR growth

\$ in millions

Non-cloud ARR

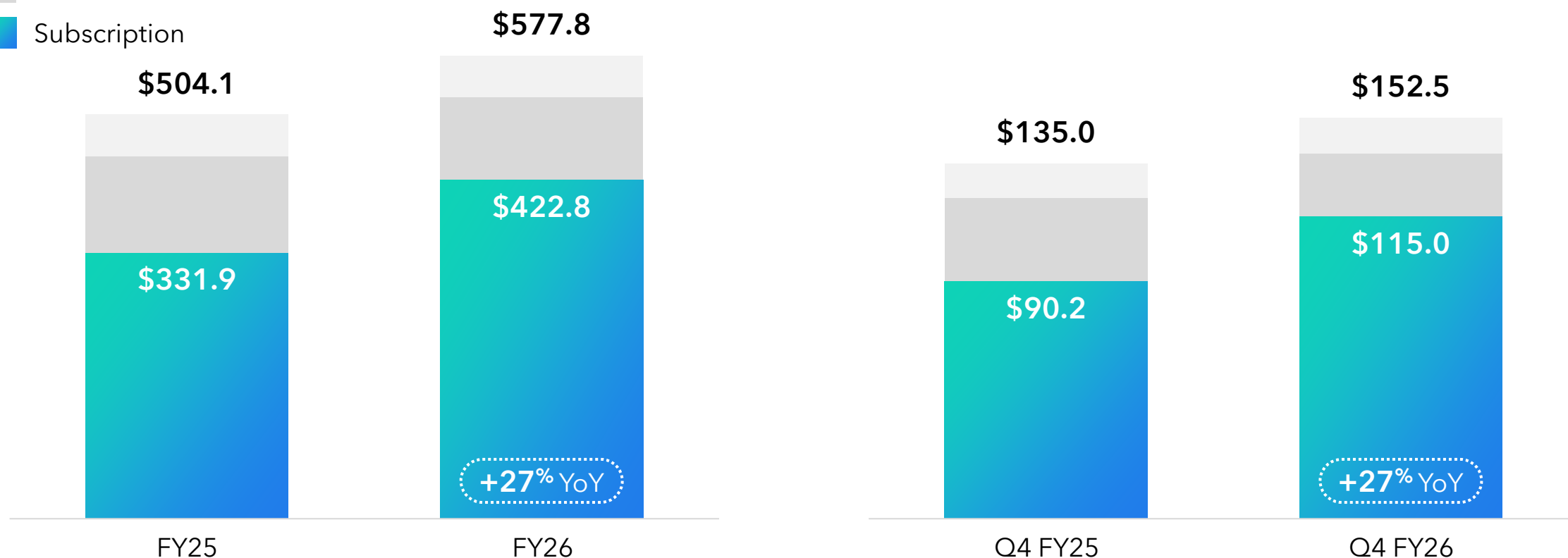
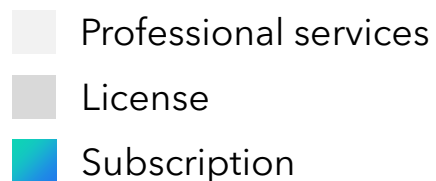
Cloud ARR



Note: Total ARR represents the annualized recurring value of all active SaaS and on-premises license contracts at the end of a reporting period. Cloud ARR is the portion of the annualized recurring value of our active SaaS contracts at the end of a reporting period. Contracts with a term other than one year are annualized by taking the committed contract value for the current period divided by number of days in that period, then multiplying by 365

Subscription revenue strength

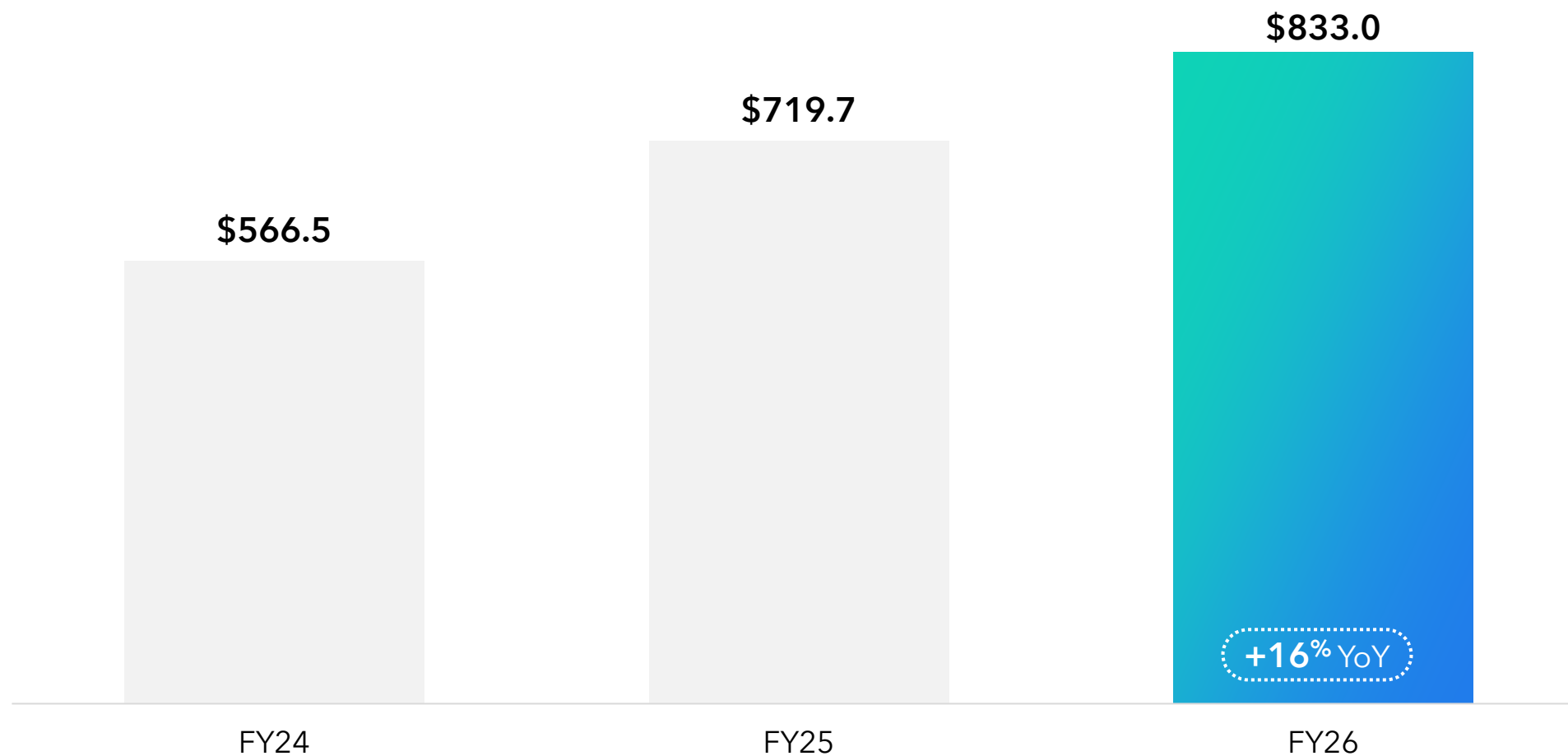
\$ in millions



Note: The amounts of Subscription revenue are the same as the amounts of SaaS revenue in our consolidated statements of operations in our quarterly and/or annual reports for the applicable time periods; YoY revenue growth rate calculations based on corresponding precise amounts as presented in our consolidated statements of operations in our quarterly and/or annual reports for the applicable time periods

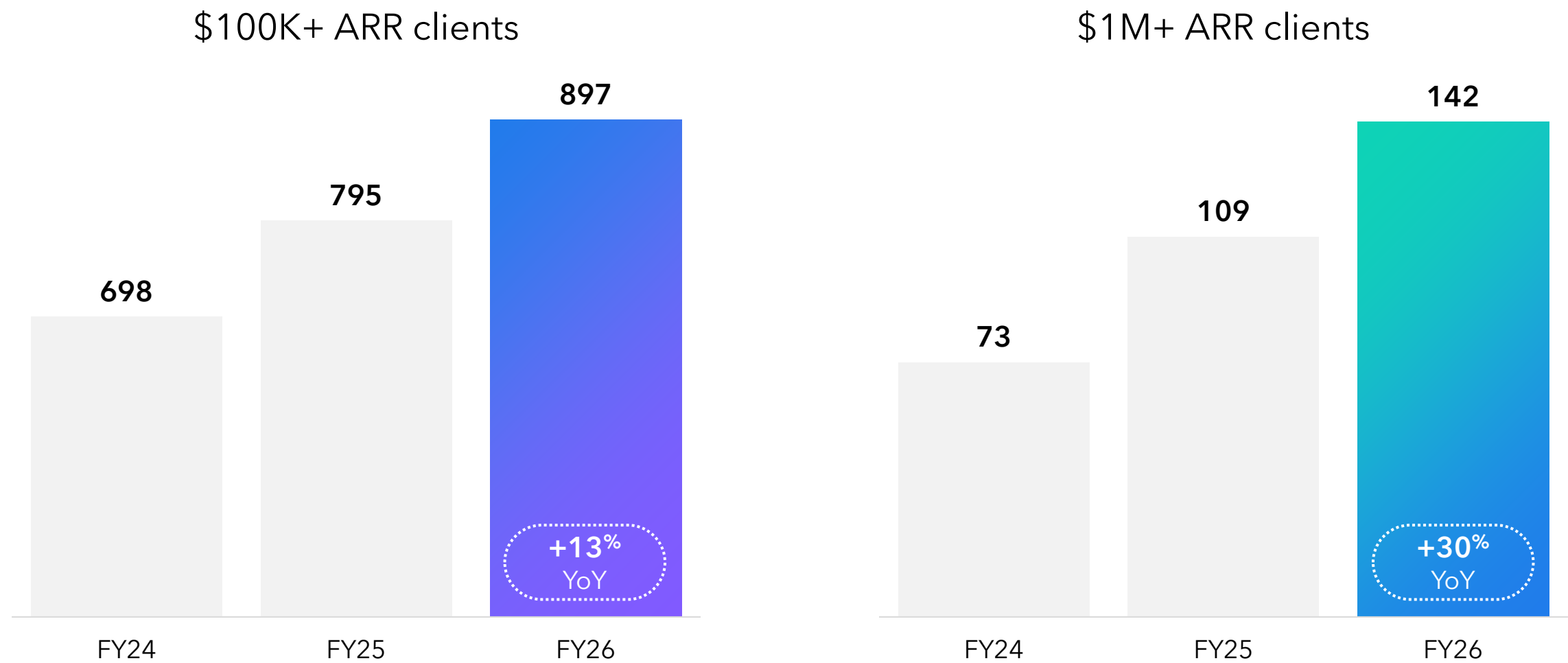
Growth of remaining performance obligations

\$ in millions



Note: Remaining performance obligations (RPO) represent non-cancellable contracted revenues that have not yet been recognized, which includes deferred revenue and amounts that will be invoiced and recognized as revenues in future periods

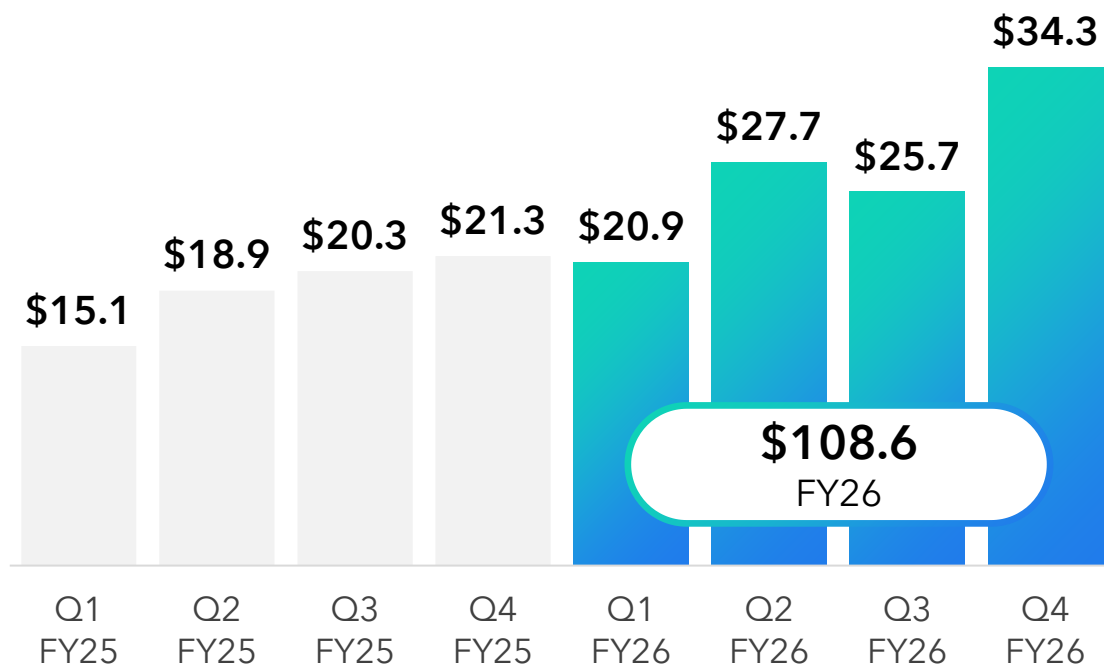
Consistent expansion of our client base



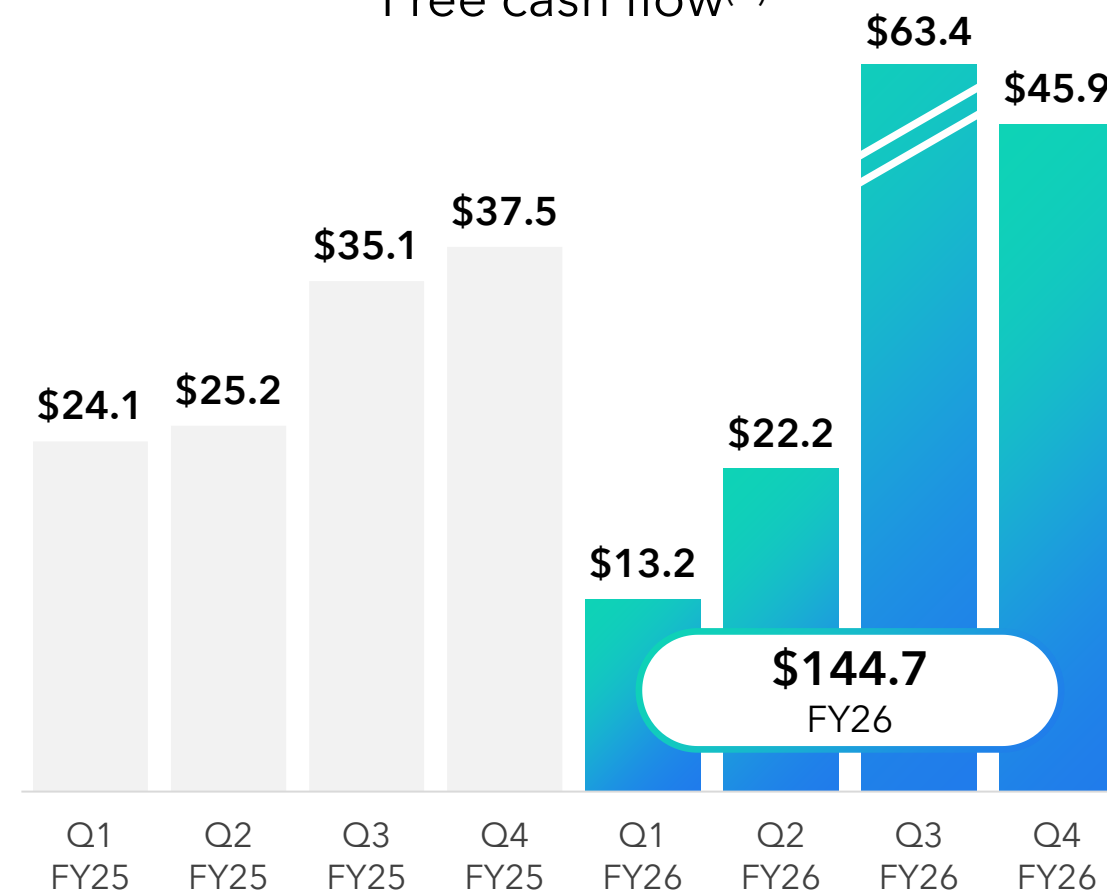
Expanding profitability and free cash flow

\$ in millions

Non-GAAP operating income⁽¹⁾



Free cash flow⁽²⁾



⁽¹⁾ Refer to "Reconciliation: Non-GAAP operating income" for a reconciliation of this measure to its most directly comparable GAAP financial measure

⁽²⁾ Refer to "Reconciliation: Free cash flow" for a reconciliation of this measure to its most directly comparable GAAP financial measure

Q1 FY27 and FY27 outlook

As communicated in Intapp's August 4, 2026 earnings release

	Q1 FY27	FY27
\$ in millions, except per share data		
Subscription revenue	\$123.7 – \$124.7	\$528.7 – \$532.7
Total revenue	\$159.3 – \$160.3	\$656.5 – \$660.5
Non-GAAP operating income	\$33.4 – \$34.4	\$134.7 – \$138.7
Non-GAAP diluted net income per share	\$0.39 – \$0.41	\$1.58 – \$1.62

Note: Subscription revenue, also referred to as SaaS revenue on the condensed consolidated statements of operations for fiscal years 2026 and 2025; Non-GAAP operating income and Non-GAAP diluted net income per share are non-GAAP financial measures. Refer to "Disclaimer" above for a discussion of these measures and explanation that a quantitative reconciliation of these non-GAAP guidance measures to their most directly comparable GAAP financial measures, other than stock-based compensation and amortization of intangible assets, is not included because certain of the reconciling items cannot be reasonably predicted without unreasonable efforts.



Reconciliations

Reconciliation: Non-GAAP gross profit

\$ in thousands

	Q1 FY25	Q2 FY25	Q3 FY25	Q4 FY25	FY25	Q1 FY26	Q2 FY26	Q3 FY26	Q4 FY26	FY26
GAAP gross profit	\$ 86,871	\$ 88,738	\$ 96,406	\$ 100,957	\$ 372,972	\$ 103,831	\$ 105,138	\$ 110,511	\$ 118,370	\$ 437,850
Adjusted to exclude the following:										
Stock-based compensation	2,232	2,702	2,619	2,356	9,909	2,388	2,647	2,648	1,869	9,552
Amortization of intangible assets	1,571	1,509	1,509	1,952	6,541	1,711	1,710	1,711	861	5,993
Restructuring and other costs ⁽¹⁾	10	53	40	21	124	74	-	139	(4)	209
Non-GAAP gross profit	\$ 90,684	\$ 93,002	\$ 100,574	\$ 105,286	\$ 389,546	\$ 108,004	\$ 109,495	\$ 115,009	\$ 121,096	\$ 453,604
GAAP gross margin	73.1 %	73.2 %	74.7 %	74.8 %	74.0 %	74.7 %	75.0 %	75.7 %	77.6 %	75.8 %
Non-GAAP gross margin	76.3 %	76.7 %	77.9 %	78.0 %	77.3 %	77.7 %	78.1 %	78.8 %	79.4 %	78.5 %

⁽¹⁾ Consists of employee severance and related benefits and other costs primarily in connection with deferred consideration and contingent consideration as a result of acceleration and waiver of certain service and performance conditions. This also consists of reclassification of outstanding prior year accrual that was previously not included as a non-GAAP adjustment

Reconciliation: Non-GAAP operating income

\$ in thousands

	Q1 FY25	Q2 FY25	Q3 FY25	Q4 FY25	FY25	Q1 FY26	Q2 FY26	Q3 FY26	Q4 FY26	FY26
GAAP operating loss	\$ (7,254)	\$ (10,186)	\$ (5,702)	\$ (4,215)	\$ (27,357)	\$ (14,455)	\$ (7,177)	\$ (14,246)	\$ (4,219)	\$ (40,097)
Adjusted to exclude the following:										
Stock-based compensation	19,989	25,411	22,715	19,971	88,086	27,287	30,697	31,111	30,888	119,983
Amortization of intangible assets	3,002	2,940	2,709	3,202	11,853	2,868	2,869	2,868	1,978	10,583
Expenses related to acquisition related contingent and deferred liabilities ⁽¹⁾	(1,004)	-	-	1,485	481	2,655	1,267	2,029	1,129	7,080
Transaction costs ⁽²⁾	134	530	394	297	1,355	569	(8)	63	312	936
Restructuring and other costs ⁽³⁾	230	230	137	548	1,145	608	85	3,879	2,994	7,566
Asset impairments ⁽⁴⁾	-	-	-	-	-	1,351	-	-	1,218	2,569
Non-GAAP operating income	\$ 15,097	\$ 18,925	\$ 20,253	\$ 21,288	\$ 75,563	\$ 20,883	\$ 27,733	\$ 25,704	\$ 34,300	\$ 108,620
GAAP operating margin	(6.1)%	(8.4)%	(4.4)%	(3.1)%	(5.4)%	(10.4)%	(5.1)%	(9.8)%	(2.8)%	(6.9)%
Non-GAAP operating margin	12.7 %	15.6 %	15.7 %	15.8 %	15.0 %	15.0 %	19.8 %	17.6 %	22.5 %	18.8 %

⁽¹⁾ Consists of incremental costs, which may include, fair value adjustments on contingent liabilities and compensation expenses related to compensation arrangements entered into concurrent with the closing of an acquisition that will become payable, if at all, only upon the achievement of certain performance milestones

⁽²⁾ Consists of costs related to a legal settlement incurred in connection with an acquisition, acquisition-related transaction costs and acquisition termination costs

⁽³⁾ Consists of employee severance and related benefits and other costs primarily in connection with deferred consideration and contingent consideration as a result of acceleration and waiver of certain service and performance conditions. This also consists of reclassification of outstanding prior year accrual that was previously not included as a non-GAAP adjustment

⁽⁴⁾ Consists of impairment costs related to capitalized cloud computing implementation costs from our digital transformation initiative and certain trade name intangible assets in connection with strategic rebranding initiatives

Reconciliation: Free cash flow

\$ in thousands

	Q1 FY25	Q2 FY25	Q3 FY25	Q4 FY25	FY25	Q1 FY26	Q2 FY26	Q3 FY26	Q4 FY26	FY26
Net cash provided by operating activities	\$ 24,446	\$ 25,239	\$ 35,501	\$ 38,343	\$ 123,529	\$ 13,795	\$ 22,881	\$ 63,916	\$ 46,254	\$ 146,847
Adjusted for the following cash outlay:										
Purchases of property and equipment	(354)	(62)	(379)	(878)	(1,673)	(558)	(664)	(562)	(356)	(2,140)
Free cash flow	\$ 24,092	\$ 25,177	\$ 35,122	\$ 37,465	\$ 121,856	\$ 13,237	\$ 22,217	\$ 63,354	\$ 45,898	\$ 144,707
Free cash flow margin	20.3 %	20.8 %	27.2 %	27.7 %	24.2 %	9.5 %	15.8 %	43.4 %	30.1 %	25.0 %



Thank you