

Investor Presentation

October 2026



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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 \$36.6 million for the second quarter of fiscal year 2027 and \$138.1 million for fiscal year 2027 and amortization of intangible assets of \$1.9 million for the second 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 \$0.46 per share for the second quarter of fiscal year 2027 and \$1.73 per share for fiscal year 2027 and amortization of intangible assets of \$0.02 per share for the second 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 Firm AI positioning

- ✓ General and practice AI are making individuals at professional firms faster, but firm-level benefits have not yet followed
- ✓ Firm AI is Intapp's category, built on 25 years of serving professional firms: AI that runs the business operations of the firm – helping them grow, improve profitability, and manage risk
- ✓ Firm AI exists as an integrated stack: expert agents and playbooks, firm data and context, trust and compliance guardrails, and compounding judgment; each necessary and none sufficient alone
- ✓ Celeste is the AI-native agentic platform that delivers Firm AI purpose-built for professional firms, with our re-architected applications becoming the capabilities, data, and guardrails its agents draw on
- ✓ Celeste is model-agnostic and token-efficient, with professional compliance and governance built into its core and enforced at the system level
- ✓ We are building the broader Celeste ecosystem across AI and data providers, extending reach and broadening adoption
- ✓ 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 compliant 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

xHg

THL

Real assets

ASANA PARTNERS

BALFOUR
PACIFIC **B**

Excel
GROUP

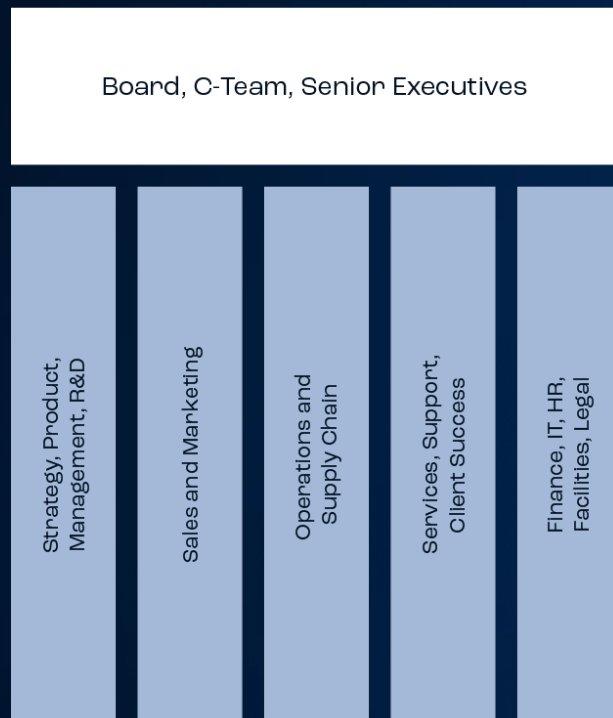
KAYNE ANDERSON

STARWOOD
CAPITAL GROUP

STERLING
ORGANIZATION

Our markets are unique in structure and how they deliver value

Typical corporate model

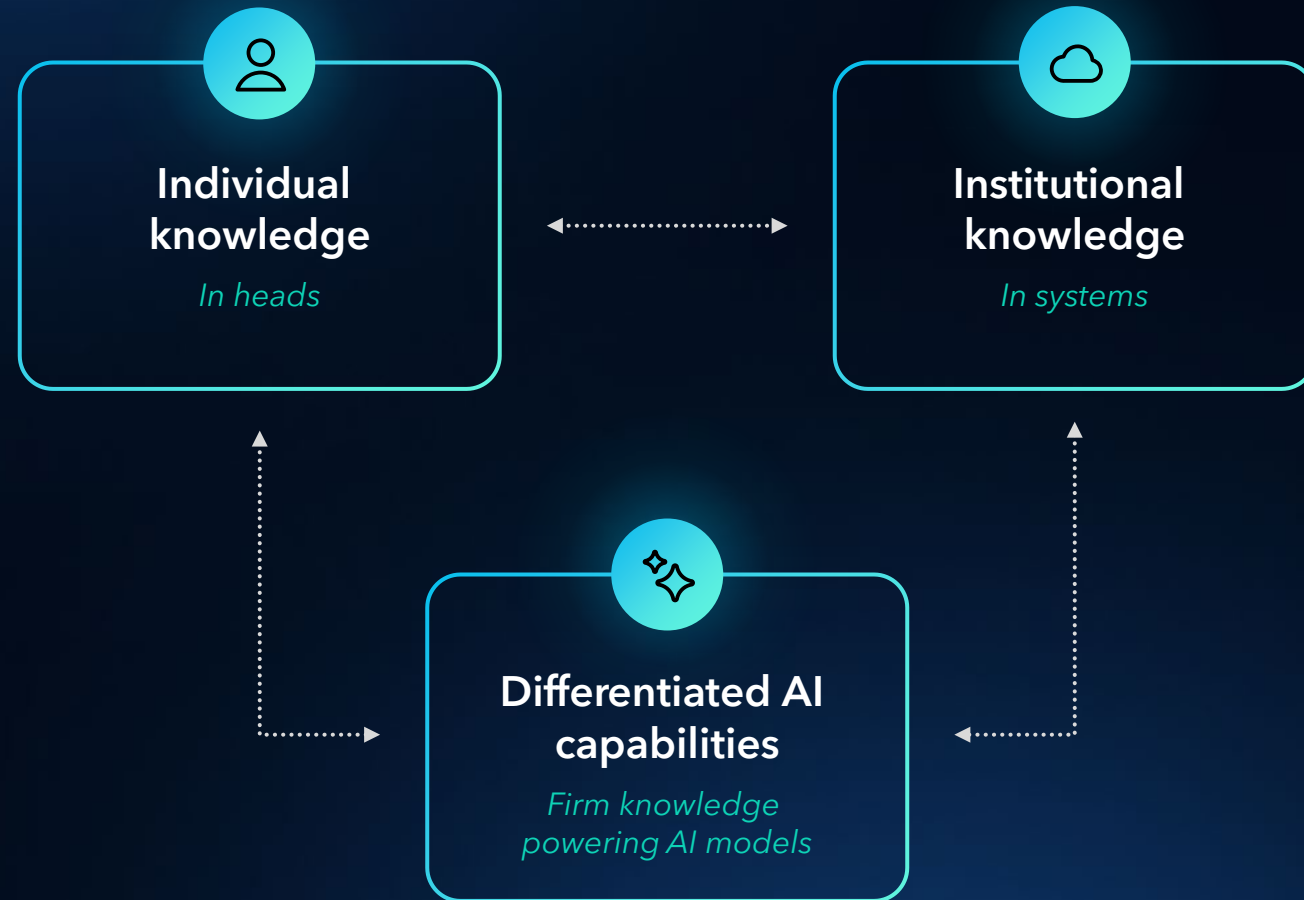


Professional firm model

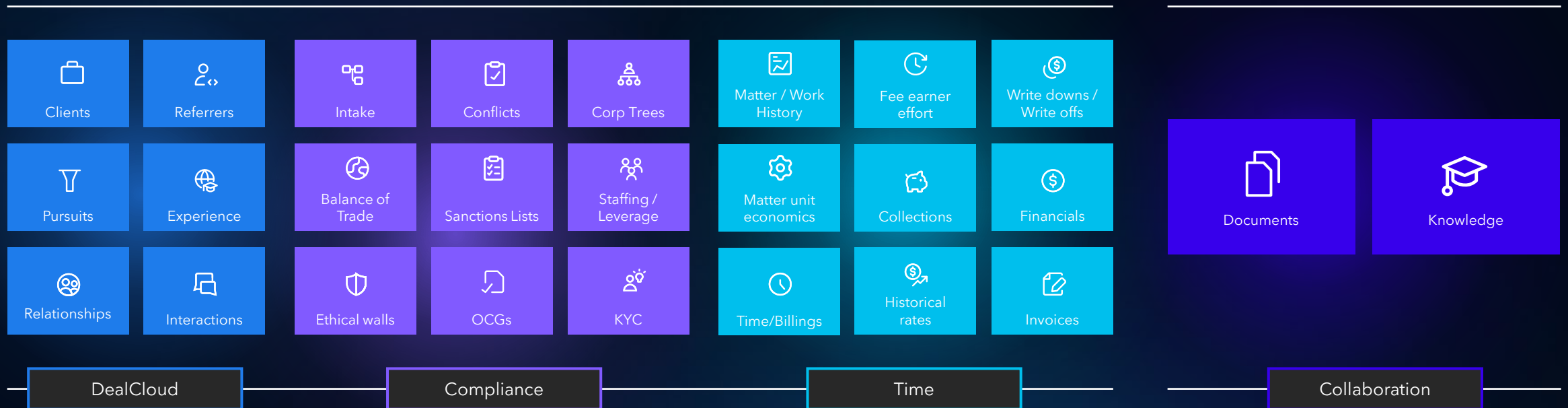


Horizontal technology has never served these firms well

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

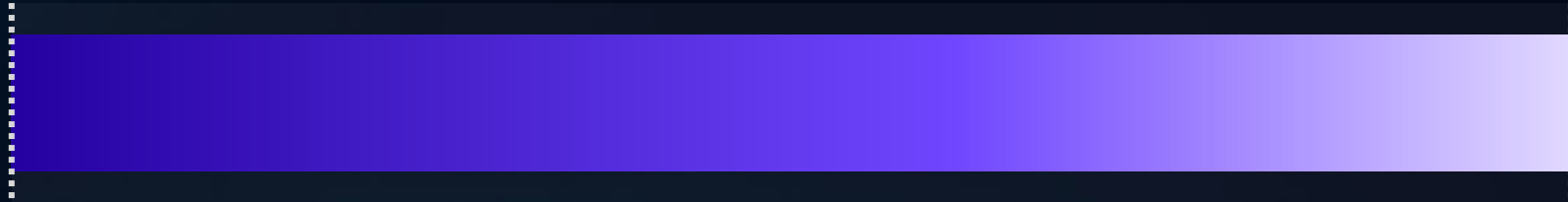
	 Legal	 Accounting	 Consulting	 Investment banking	 Private equity	 Real assets
Work structures	Client-Matter-Engagement model	Firm-Client-Engagement-Project	Client-Engagement-Workstream-Phase	Coverage-Deal-Mandate-Execution	Fund-Portfolio Co-Deal-LP Reporting	Fund-Property-Asset-Lease-Tenant
Ethical & 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

Intapp's growth driven by product innovation through the years



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"

General AI

for everyday work

✱ Claude

📄 Copilot

OpenAI

Practice AI

for the work deliverable

Harvey

📊 Hebbia

LEGORA

ROGO

Firm AI

for the business of the firm

🔗 INTAPP

What Firm AI delivers to the firm

Grow the firm

Surface and win more opportunities

Benchmark every deal and account

Cross-sell across practices

Ramp laterals faster

Manage risk

Open matters in hours, not days

Enforce risk policies firm-wide

Take on the right business

Adopt AI without expanding risk

Maximize profits

Capture every billable hour

Improve realization

Price and staff more profitably

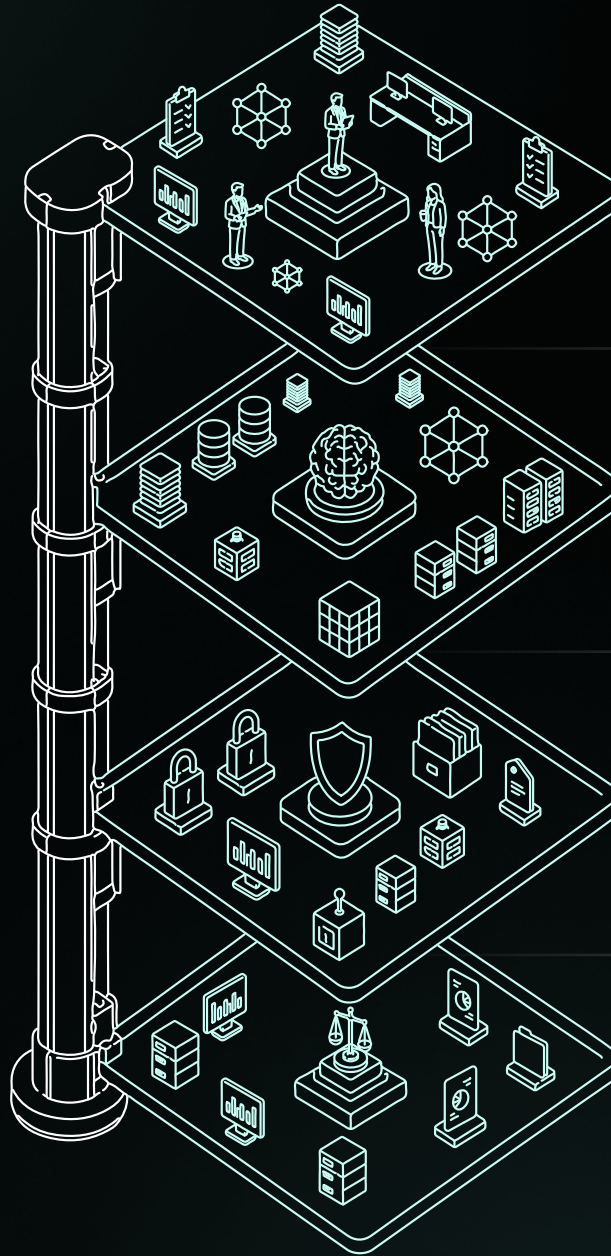
Prove ROI on AI investments

Firm AI

Each layer is necessary.

None alone is sufficient.

Firm AI exists only
as an integrated stack.



The methods of the firm, encoded into
coworker agents and playbooks

The firm's proprietary data, history, and
knowledge, **converted into context**

Embedded guardrails that ensure trust
and **professional compliance**

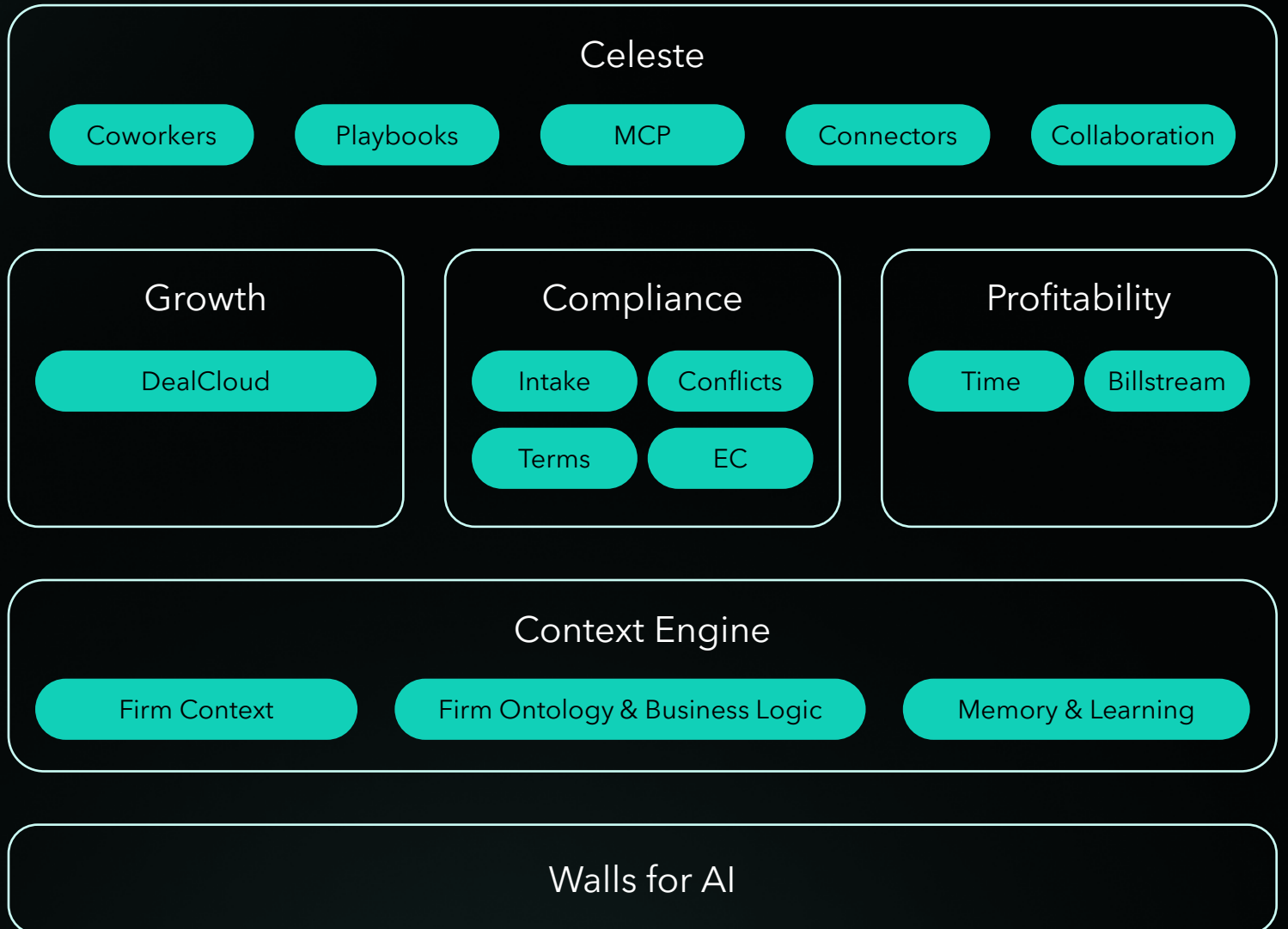
Learning and compounding judgment
after each execution



The agentic platform **for Firm AI**

We have
rearchitected
**our entire
platform**

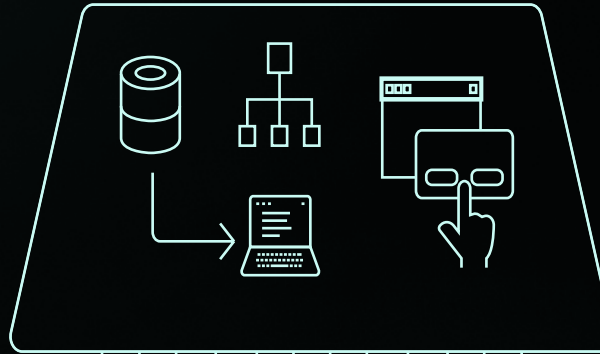
PARTNER ECOSYSTEM



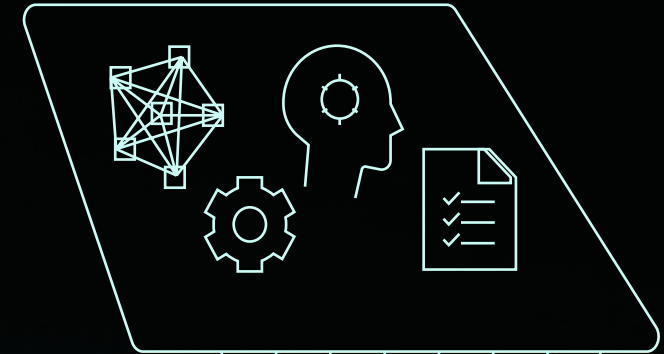
Model-agnostic



Model residency



Token-efficient





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 + Walls for AI meets professional compliance obligations



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



+



ANTHROPIC

Harvey

OpenAI

LEGORA

Data partners



Technology partners



Services partners



Intapp partner ecosystem

155

vertical-centric partners

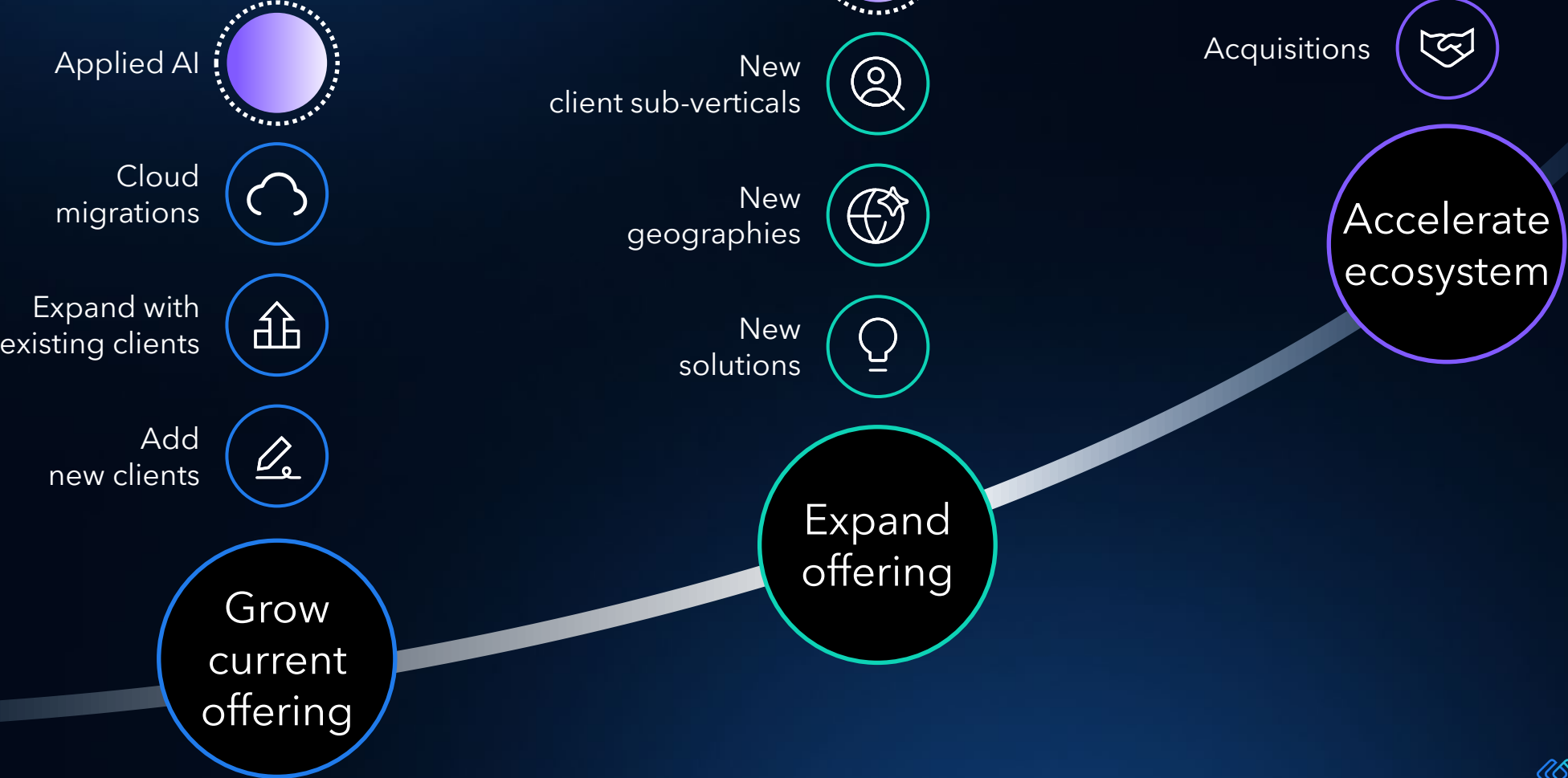
1.3K+

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 subscription and on-premises license contracts at the end of a reporting period

Q1 FY27 financial highlights

✓ Scaled vertical AI platform	\$607M Total ARR
✓ Rapidly expanding cloud business driving overall growth	+28% Cloud ARR YoY growth
✓ Highly visible and sticky recurring revenue base	123% Cloud NRR ⁽¹⁾
✓ Powerful land and expand model	908 \$100K+ ARR clients
✓ Strong non-GAAP operating income ⁽²⁾	22% Non-GAAP operating margin
✓ Expanded capital allocation levers	0.6M Shares of common stock repurchased

Note: Cloud ARR is the portion of our ARR which represents the annualized recurring value of our active subscription 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 Cloud ARR. 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

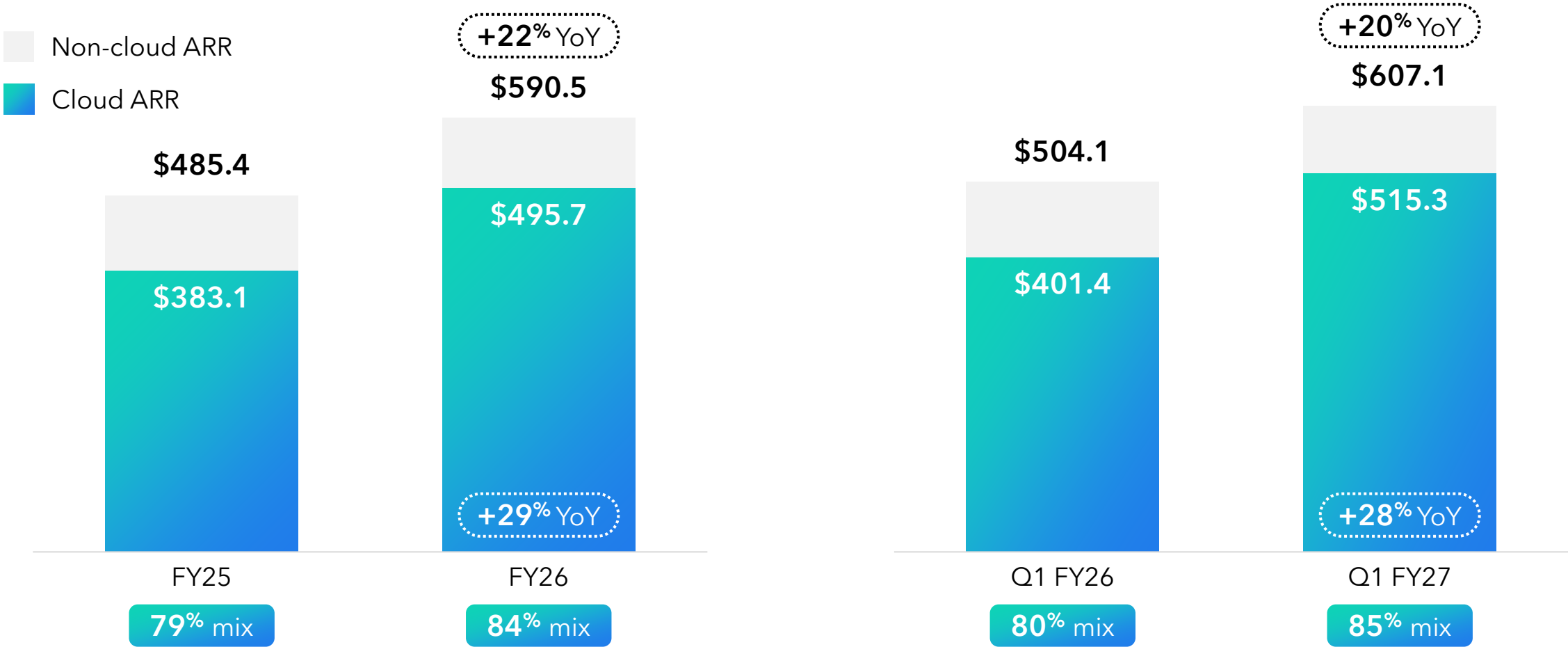
⁽²⁾ Refer to "Reconciliation: Non-GAAP operating income" for a reconciliation of this measure to its most directly comparable GAAP financial measure

Strong cloud net revenue retention



Continued strong cloud and total ARR growth

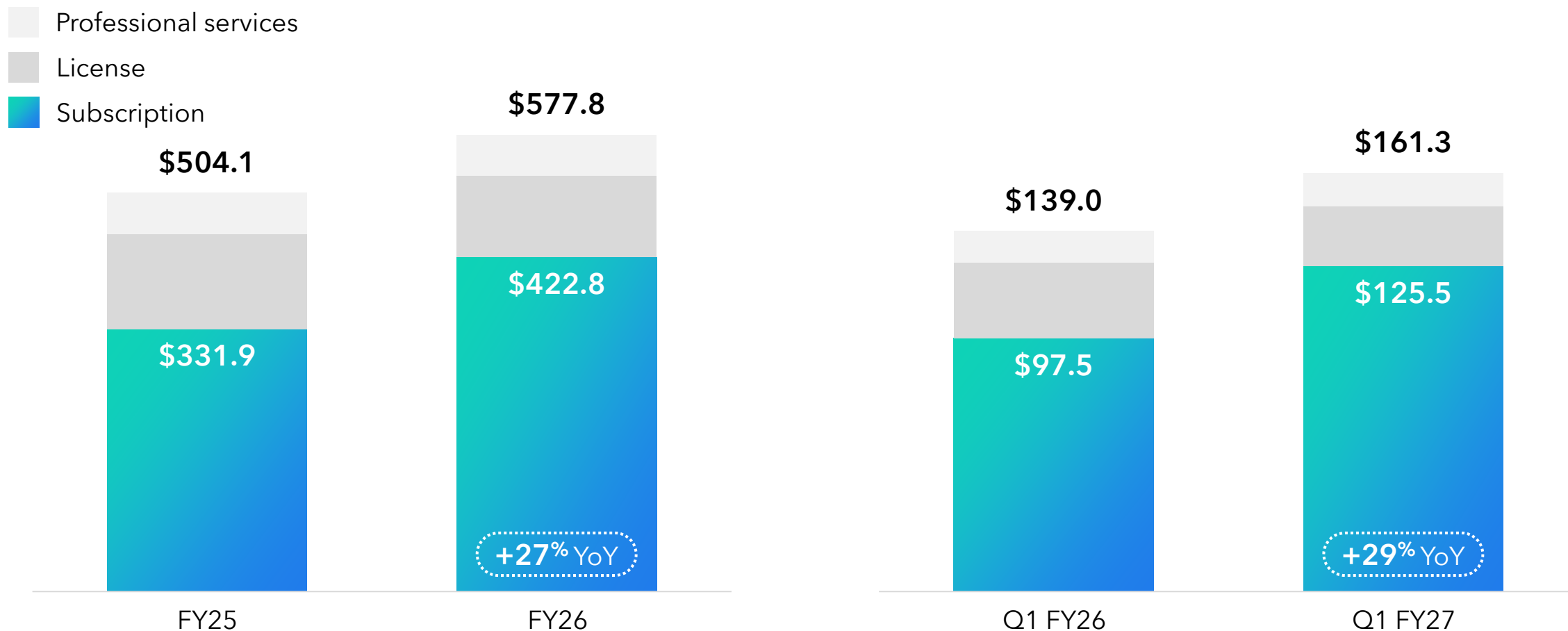
\$ in millions



Note: Total ARR represents the annualized recurring value of all active subscription and on-premises license contracts at the end of a reporting period. Cloud ARR is the portion of our ARR which represents the annualized recurring value of our active subscription 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

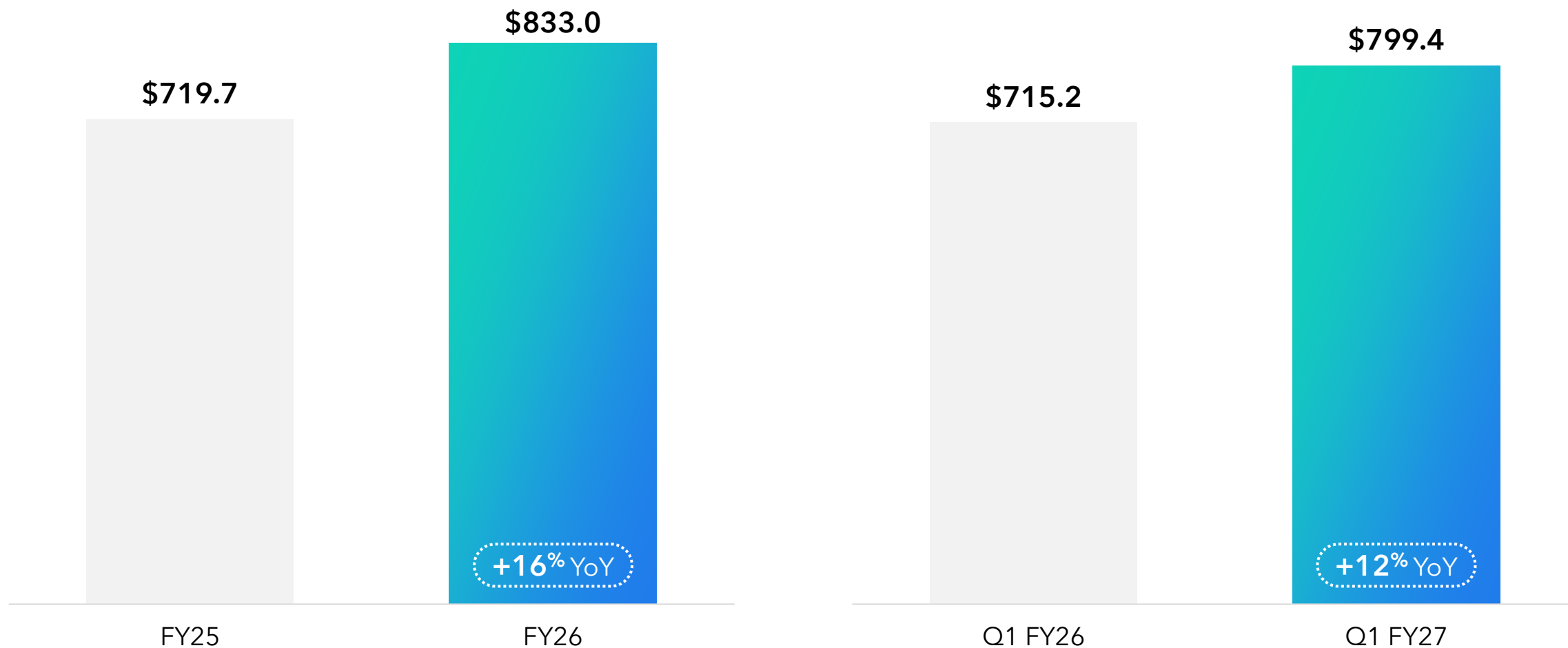
\$ in millions



Note: Effective July 1, 2026, the Company adjusted the naming of "SaaS revenue" to be "subscription revenue" on our unaudited condensed consolidated statements of operations. There was no change to the Company's revenue recognition policy, except for the change in naming noted herein; 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

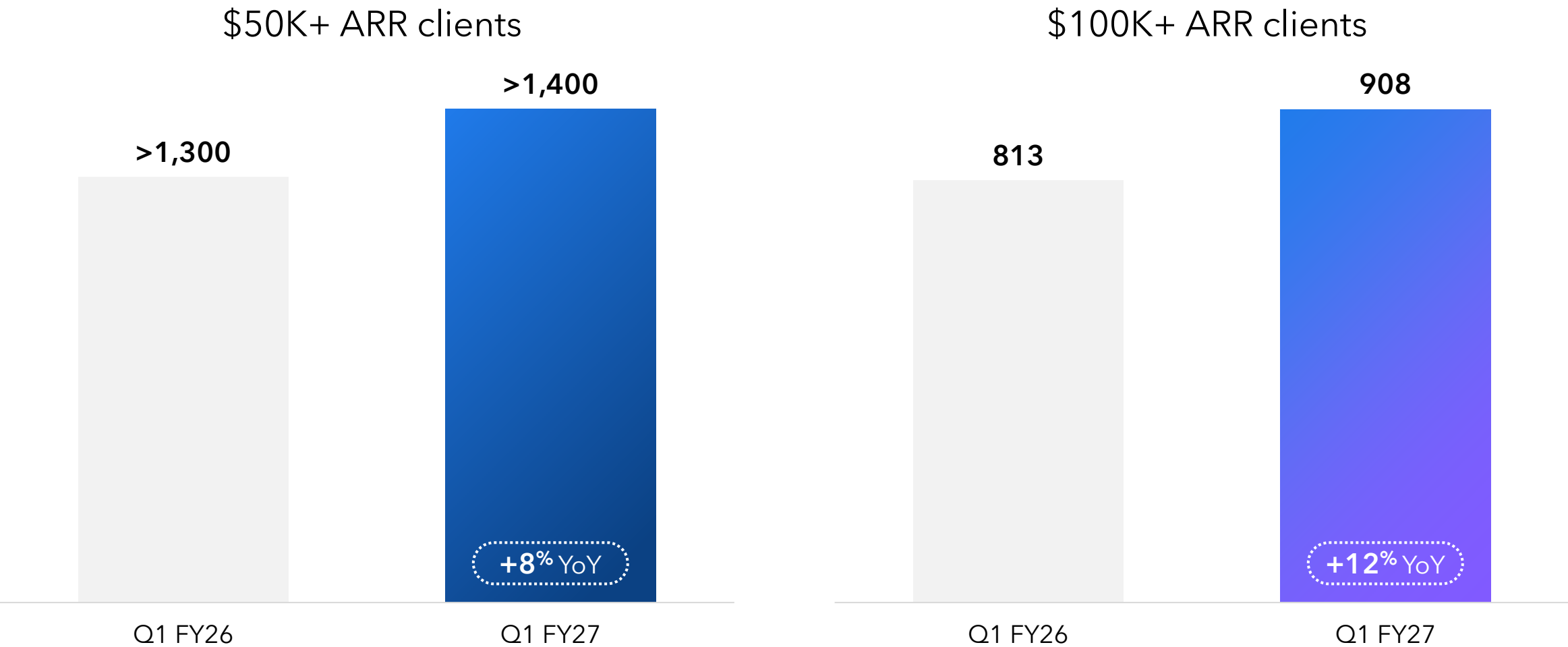
Growth of remaining performance obligations

\$ 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

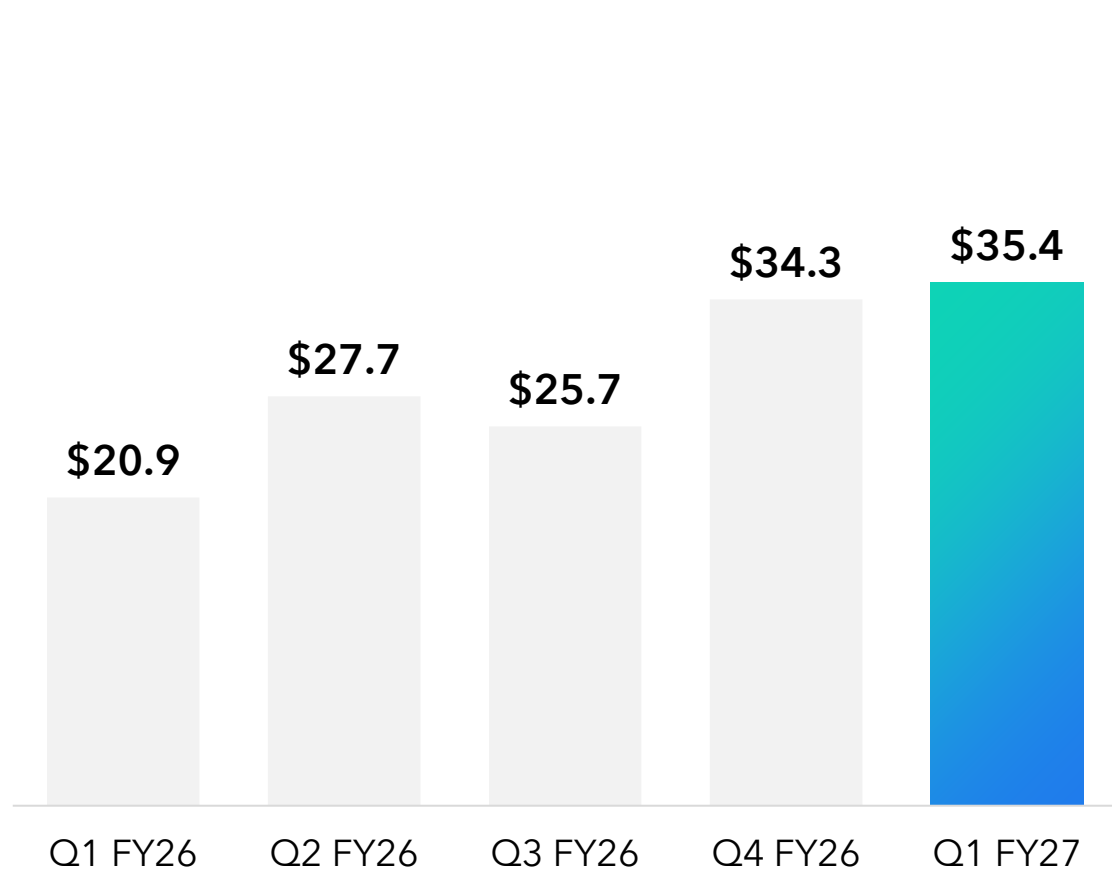
Consistent expansion of our client base



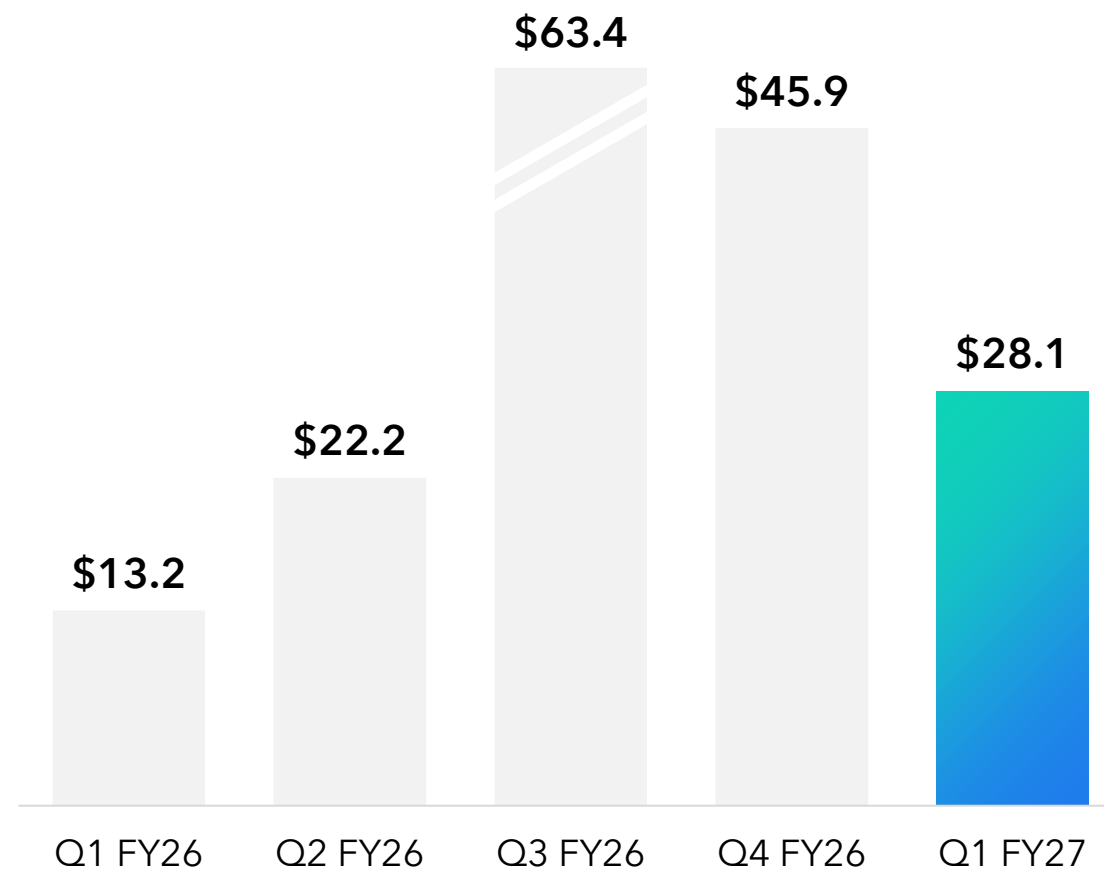
Expanding profitability and free cash flow

\$ 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

Q2 FY27 and FY27 outlook

As communicated in Intapp's October 27, 2026 earnings release

\$ in millions, except per share data	Q2 FY27	FY27
Subscription revenue	\$129.1 – \$130.1	\$530.5 – \$534.5
Total revenue	\$158.8 – \$159.8	\$658.2 – \$662.2
Non-GAAP operating income	\$31.8 – \$32.8	\$136.8 – \$140.8
Non-GAAP diluted net income per share	\$0.37 – \$0.39	\$1.64 – \$1.68

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 FY26	Q2 FY26	Q3 FY26	Q4 FY26	Q1 FY27
GAAP gross profit	\$ 103,831	\$ 105,138	\$ 110,511	\$ 118,370	\$ 125,606
Adjusted to exclude the following:					
Stock-based compensation	2,388	2,647	2,648	1,869	3,020
Amortization of intangible assets	1,711	1,710	1,711	861	860
Restructuring and other costs ⁽¹⁾	74	-	139	(4)	185
Non-GAAP gross profit	\$ 108,004	\$ 109,495	\$ 115,009	\$ 121,096	\$ 129,671
GAAP gross margin	74.7 %	75.0 %	75.7 %	77.6 %	77.9 %
Non-GAAP gross margin	77.7 %	78.1 %	78.8 %	79.4 %	80.4 %

⁽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 FY26	Q2 FY26	Q3 FY26	Q4 FY26	Q1 FY27
GAAP operating loss	\$ (14,455)	\$ (7,177)	\$ (14,246)	\$ (4,219)	\$ (1,062)
Adjusted to exclude the following:					
Stock-based compensation	27,287	30,697	31,111	30,888	33,080
Amortization of intangible assets	2,868	2,869	2,868	1,978	1,859
Expenses associated with acquisition-related contingent and deferred liabilities ⁽¹⁾	2,655	1,267	2,029	1,129	985
Transaction costs ⁽²⁾	569	(8)	63	312	-
Restructuring and other costs ⁽³⁾	608	85	3,879	2,994	567
Asset impairments ⁽⁴⁾	1,351	-	-	1,218	-
Non-GAAP operating income	\$ 20,883	\$ 27,733	\$ 25,704	\$ 34,300	\$ 35,429
GAAP operating margin	(10.4)%	(5.1)%	(9.8)%	(2.8)%	(0.7)%
Non-GAAP operating margin	15.0 %	19.8 %	17.6 %	22.5 %	22.0 %

⁽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 FY26	Q2 FY26	Q3 FY26	Q4 FY26	Q1 FY27
Net cash provided by operating activities	\$ 13,795	\$ 22,881	\$ 63,916	\$ 46,254	\$ 28,419
Adjusted for the following cash outlay:					
Purchases of property and equipment	(558)	(664)	(562)	(356)	(330)
Free cash flow	\$ 13,237	\$ 22,217	\$ 63,354	\$ 45,898	\$ 28,089
Free cash flow margin	9.5 %	15.8 %	43.4 %	30.1 %	17.4 %



Thank you