

February 25, 2026

Investor Day 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, long-term targets 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, 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. Other metrics include total annual recurring revenue ("ARR"), Cloud ARR, total net revenue retention rate ("NRR") and Cloud NRR. Total ARR represents the annualized recurring value of all active Software as a service ("SaaS") subscription and on-premise license contracts at the end of a reporting period. Cloud ARR is the portion of the annualized recurring value of our active SaaS 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. Net revenue retention rate is calculated by starting with the ARR from the cohort of all clients as of the twelve months prior to the applicable fiscal period, or prior period ARR. We then calculate the ARR from these same clients as of the current fiscal period, or current period ARR. We then divide the current period ARR by the prior period ARR to calculate the net revenue retention rate. Cloud net revenue retention rate is calculated by starting with 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 net revenue retention.

Intapp has not included a quantitative reconciliation of its long-term targets for non-GAAP gross margin, non-GAAP operating margin and free cash flow margin to their most directly comparable GAAP financial measures because certain of these reconciling items, including stock-based compensation and amortization of intangible assets 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. 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.

Introducing

David Trone

SVP, Investor Relations



Agenda

David Trone

SVP, Investor Relations

John Hall

Chairman & Chief Executive Officer

Thad Jampol

Co-Founder & Chief Product Officer

Ben Harrison

President, Industries & Founder, DealCloud

Don Coleman

Chief Operating Officer

David Morton

Chief Financial Officer

Introducing

John Hall

Chairman & Chief Executive Officer



Intapp helps the leading capital markets, legal and advisory firms grow, manage risk, and run profitably

31%

Cloud ARR YoY

124%

Cloud NRR

2,750+

Clients

Intapp is positioned to win in the agentic AI cycle

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.

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.

Today we are launching Celeste, our AI-native agentic platform for firms. Celeste is built to automate a firm's business and growth workflows with full professional compliance.

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

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

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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.

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With 2,750+ firms already on Intapp, we have major distribution and technical advantages as we bring these innovations to market.

Our market



Our market is expanding and in need of AI solutions



— \$4T global market

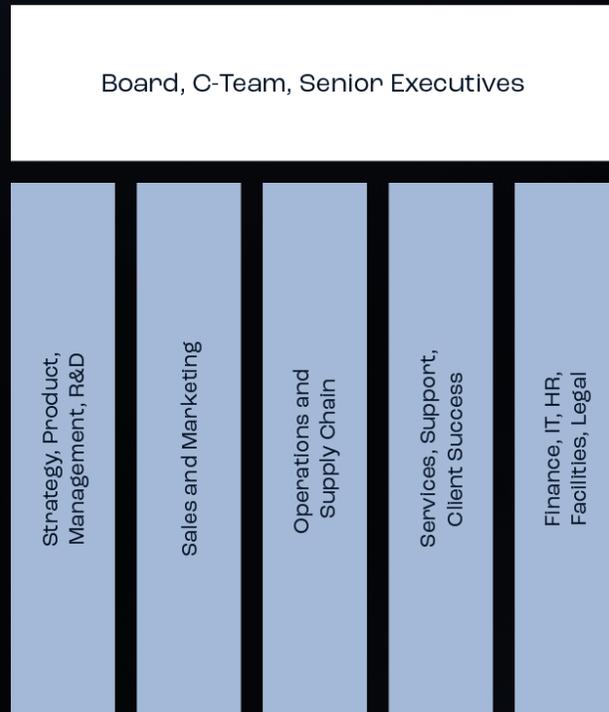
— We focus on the largest professional firms

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

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

Our markets are unique in structure and how they deliver value

Typical corporate model

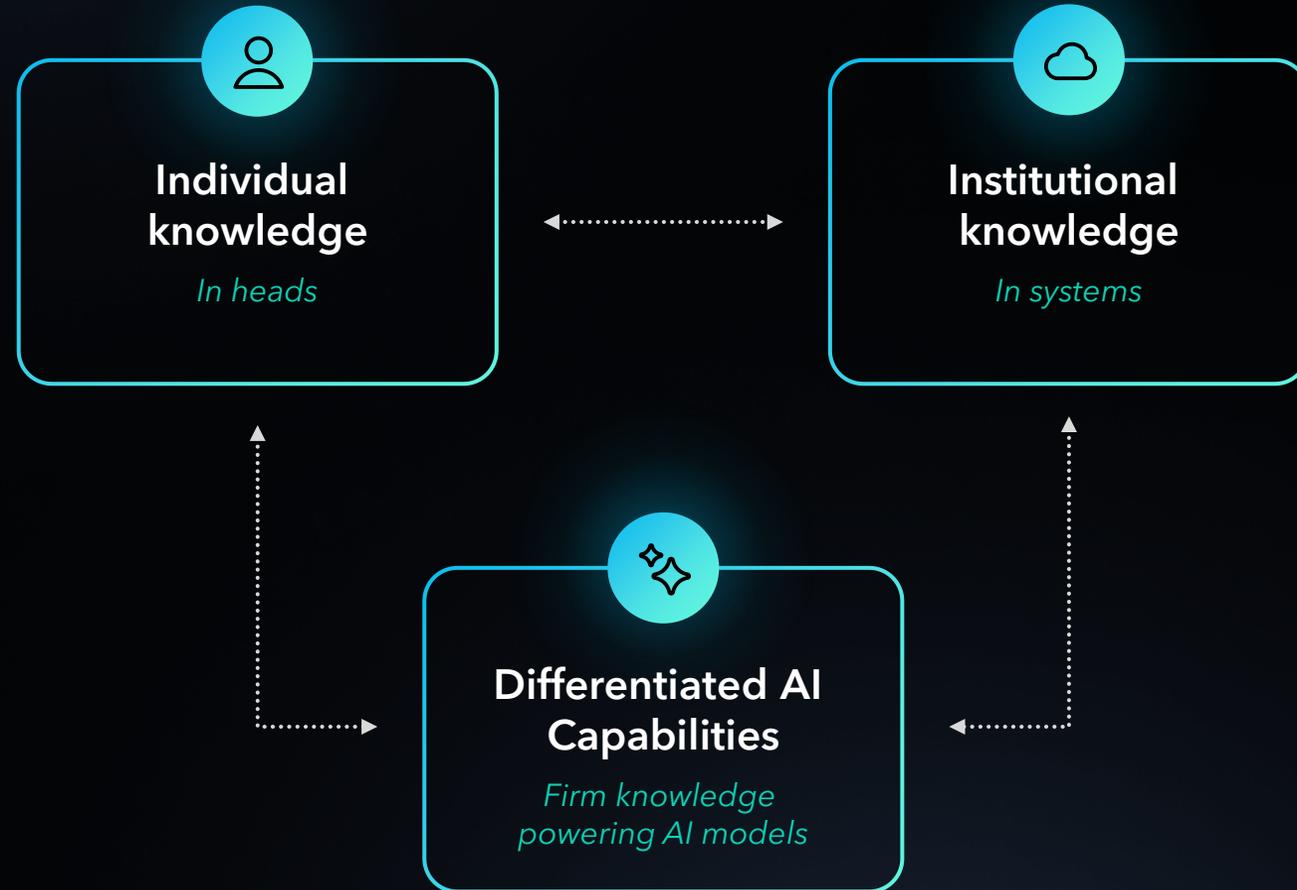


Professional firm model



Horizontal technology has never served these firms well

Firms need to differentiate with their proprietary knowledge



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

Agentic AI Strategy



With Intapp Assist, we integrated gen AI into our products

The image displays several overlapping screenshots of the Intapp Assist interface, demonstrating its AI capabilities. The background is a dark blue grid pattern.

- Quick Add:** A card titled "Powered by Intapp Assist Quick Add" with a text box containing: "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 "Verified" status and a timestamp "Generated 08/07/2024 04:18 PM". The text describes "Project Cloud" as a buyout deal by Broadwing Capital Fund II in the consumer discretionary sector, involving Grab Holdings.
- Signals:** A central card titled "Powered by Intapp Assist Signals" featuring four panels:
 - Network Activity:** Shows 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.
 - Company Acquisition:** Announces that Cvent was acquired by Blackstone, Inc. for \$4.6B.
 - Leadership Update:** Notes that Matthew O'Donohoe is now President of CAA.
- Bar Chart:** A card titled "How much time has Colleen Bauch spent on Kellogg each week since July 1, 2025?". It includes a bar chart showing "Colleen Bauch's Time Distribution in hours" for the "Merger of Kellogg and Centerpoint". The x-axis shows weeks starting from July 1, 2025, to August 11, 2025. The y-axis shows "Hours" from 0 to 8.

Introducing

Celeste

● The agentic platform for Firm AI

How we built Celeste

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

Partners and business services are underserved

Partners & senior leaders

Winning new business and clients
Managing and growing key relationships
Running their practice profitably

Business services

Marketing & business development
Conflicts, compliance and risk
Operations and practice management

Junior professionals

Research
Document drafting and review
Financial modeling and analysis

~2/3rd of expenses
as a share of revenue

Illustration: AI automation example in Business Services

40-60% of department labor cost

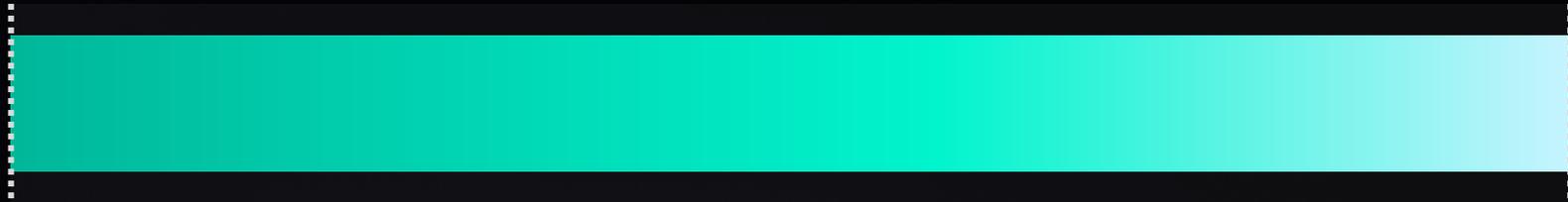
Ramping over 2-3 years

Example: Large firm 50-person business services function with 15 senior and 35 junior analysts

Celeste positions us to deliver on the next opportunity curve

Agentic AI opportunity ¹

\$30B+



core IT SAM

~\$20B

¹ Estimates based on market interviews and our historical data and experience, and Gartner "Forecast: AI Spending, Worldwide, 2024 - 2029, 4Q25"
Note: SAM stands for serviceable addressable market; estimates based on market interviews and our historical data and experience

Introducing

Thad Jampol

Co-Founder & Chief Product Officer





From standalone models to
agentic systems of work.

Relationships Precedents Institutional knowledge Partner judgment

Sector expertise Clients Playbooks Referral networks Ethical walls

Insider lists Regulatory obligations Information barriers Conflicts

Permissions **Complex industry** Ethical walls

Risk controls **requirements** Client intake

Deal origination Due diligence MNPI Business acceptance Fundraising

Independence rules Contracts Cross border Pipeline management

Engagement history Deal history Cross-selling Corporate hierarchies

Introducing

Celeste

● The agentic platform for Firm AI

Celeste differentiators

Industry-specific agents	Firm Playbooks
Knows your firm	Professional compliance built-in

Celeste makes AI models better



Expert agents

Professional compliance

Embedded firm workflows

Client systems of record

Industry market data

+ New chat

Chats

Playbooks

Spaces

Admin

Recent

Deal Screening Playbook

Summarize this company in 5...

What questions should we as...

Summarize revenue, EBITDA, a...

Estimate LTM revenue if only p...



Roger Smith



Roger, deal or no deal?

Give me something to work on...



⚡ Fast



Deal Screening Agent
Assess deals for initial IC.

10 New Matches

Deal Targets Playbook
Generate qualified prospect lists for outreach.

Maintain Relationships Playbook
Keep relationships active and strategic.

Network Insight
Losing touch with 2 of 6 intermediaries. Draft email?

Pipeline Insight
Project Granite matches 2019 Apex (3.2x). Review Deal?

Track Record Insight
Novad signed non-binding offer. Analyze data room?

Inbound Opportunity Screening

Firm's Deal Point of View

Preliminary LBO model and valuation

Morning Report | Wednesday February 25, 2026

I've flagged 10 new opportunities from last week's emails scored against your fund mandates and compared to your previous deal records in DealCloud with my recommendations for your review.

Deal Opportunity	FundFit	Deal History	Recommendation
HealthBridge Analytics Healthcare \$6.8B EBITDA - 47% CAGR	Core healthcare IT platform, 31% concentration (+40% trigger)	Deployed \$342M across 4 healthcare IT units, avg. 3.5x MOIC in 4.2 yr hold Passed on Sunand Health (2023) due to +40% customer concentration	Strong Fit Core vertical, below risk trigger
Velocity Logistics Business Services \$2.1M EBITDA - 18% CAGR	Regional 3PL platform, fragmented routes enable scale	Acquired Apex Freight Solutions (2022) to expand last-mile delivery Passed on MetroShip (2022) due to thin margins	Moderate Fit Fragmented market, margin pressure
Riverside Diagnostics Healthcare \$5.5B EBITDA - 23% CAGR	Niche lab platform, recurring tests with referral concentration	Acquired Precision Path Labs (2020) to build regional scale Passed on NovaRx (2023) due to open market	Moderate Fit Behavioral risk, payer exposure
Heritage HVAC Residential Services \$6.5B EBITDA - 19% CAGR	Local service network, seasonal demand, limited scalability	Acquired ComfortAir Group (2018) for technological scalability Passed on Coolreeze (2022) due to cyclical demand	Poor Fit

Give me something to work on...

Deal Screening Playbook

Morning Report | Wednesday February 25, 2026

I've flagged 10 new opportunities from last week's emails scored against your fund mandates and compared to your previous deal records in DealCloud with my recommendations for your review.

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I see that you're looking at **HealthBridge Analytics**.
Would you like me to:

- Create a Teams Channel
- Generate preliminary LBO model

Give me something to work on...

Deal Screening Overview

HealthBridge Analytics Strong Fit
Home Health Platform - Southeast Footprint

Deal Summary

Strong fit with firm's healthcare IT buy-and-build thesis.

High-growth, high-margin RCM platform with proven unit economics, recurring revenue, and clear expansion levers. Comparable to prior firm investments with lower concentration risk than past passes. Classic healthcare IT buy-and-build opportunity in a validated sub-sector with strong regulatory tailwinds and clear path to operational scale.

- Strategic Fit**
 - Aligns with firm vertical expertise
 - Complements MedCollect
 - Leverages partner network
- Unit Economics**
 - 29% margins vs 22% peer median
 - 18-month CAC payback
 - Low customer concentration
- Market Position**
 - \$8.5B TAM (52% CAGR)
 - CMB price transparency tailwinds
 - Fragmented landscape

1. Company Overview

Healthbridge provides AI-driven revenue cycle management (RCM) and clinical analytics software to mid-market hospitals and ambulatory surgery centers, with deep integrations into Epic and Cerner EHR systems.

Key Metrics

- Revenue (1.7M)
- EBITDA (25% margin)
- ASR
- Customers

Deal Screening Playbook

Deal Screening Overview

I see that you're looking at **HealthBridge Analytics**.
Would you like me to:

- Create Teams Channel
- Generate preliminary LBO model

Perfect - I've generated a preliminary LBO model below.
I've also updated the canvas with a new section containing **Preliminary Valuation based on the LBO model content.**

Would you like me to update the **HealthBridge Analytics Deal record** in DealCloud?

Give me something to work on...

5. Preliminary Valuation

5 Year IRR Sensitivity
Exit Multiple Assumption: 7.0x (Base Case) | Source: HealthBridge-Preliminary-LBO.xlsx

Bar chart showing 5 Year IRR Sensitivity (Exit Multiple Assumption: 7.0x (Base Case) | Source: HealthBridge-Preliminary-LBO.xlsx):

Scenario	IRR Sensitivity (x)
Low Case	1.8x
Base Case	3.2x
High Case	4.7x

Low Case: **1.8x MOIC**
18% WACC, 6.0x exit

Base Case: **3.2x MOIC**
12% WACC, 7.0x exit

High Case: **4.7x MOIC**
10% WACC, 8.0x exit

Transaction Capital Stack (\$M)

Bar chart showing Transaction Capital Stack (\$M):

50



Celeste surfaced in Copilot

view

Preliminary LBO model and valuation

...d-build thesis.

... proven unit economics, recurring revenue, and clear exit strategies with lower concentration risk than past passes. ... in a validated sub-sector with strong regulatory tailwinds ...

... economics

- margin vs 22% peer median
- month CAC payback
- customer concentration

... Market Position

- \$8.5B TAM (22% CAGR)
- CMS price transparency tailwinds
- Fragmented landscape

... management (RCM) and clinical analytics software to mid- ... with deep integrations into Epic and Cerner EHR systems.

Deal Screening Overview

5. Preliminary Valuation

5 Year IRR Sensitivity

Exit Multiple Assumption: 7.5x (Base Case) | Source: HealthBridge-Preliminary-LBO.xlsx

Case	MOIC
Low Case	1.8x
Base Case	3.2x
High Case	4.7x

Low Case: 1.8x MOIC (8% net CAGR, 6.5x exit)
Base Case: 3.2x MOIC (12% net CAGR, 7.5x exit)
High Case: 4.7x MOIC (16% net CAGR, 8.5x exit)

Transaction Capital Stack (\$M)

50

M365 Copilot

Copilot

Work Web

Auto

Agents

- Researcher
- Analyst
- Celeste

All agents
Create agent

Chats

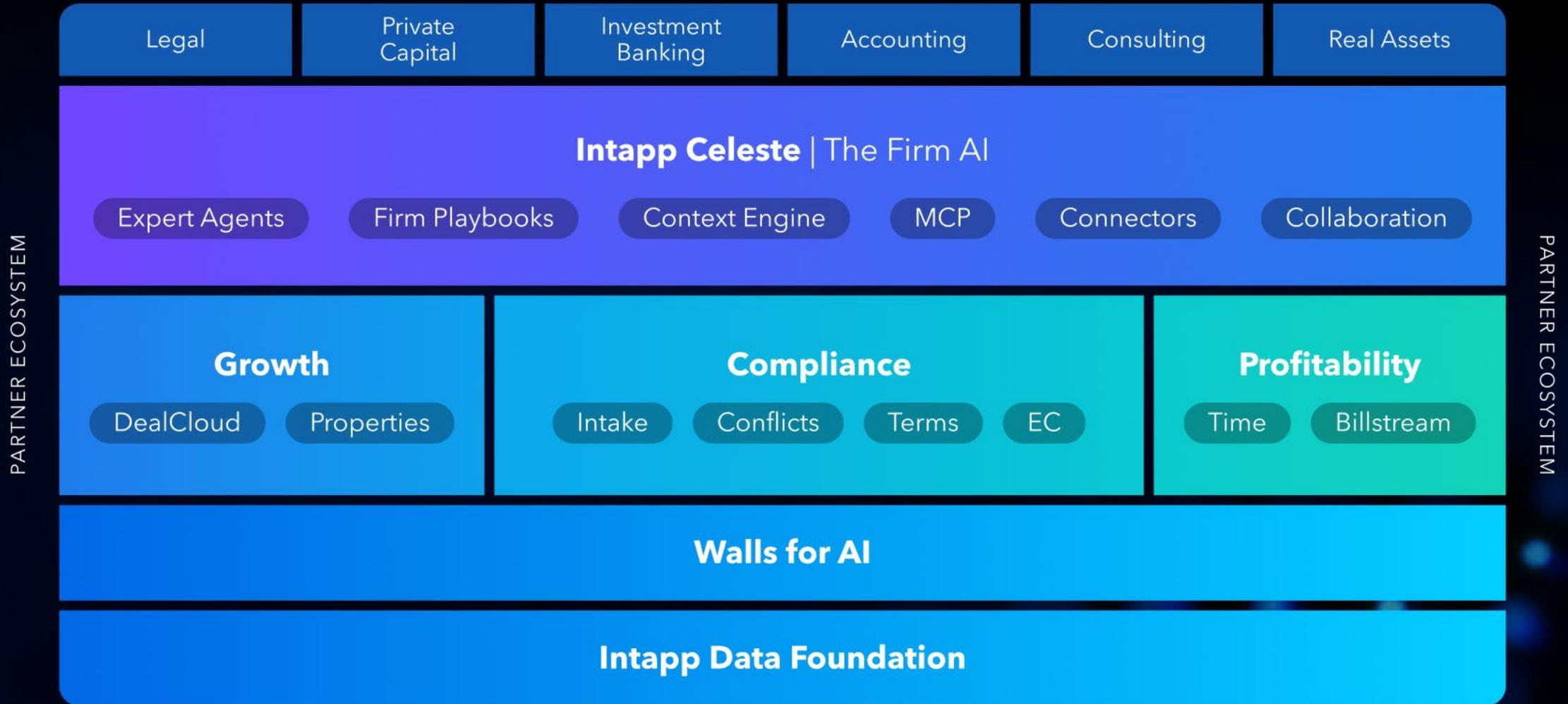
Does this deal meet our f...
Summarize this company...
What questions should w...
Summarize revenue, EBIT...
Estimate LTM revenue if...

Message Copilot

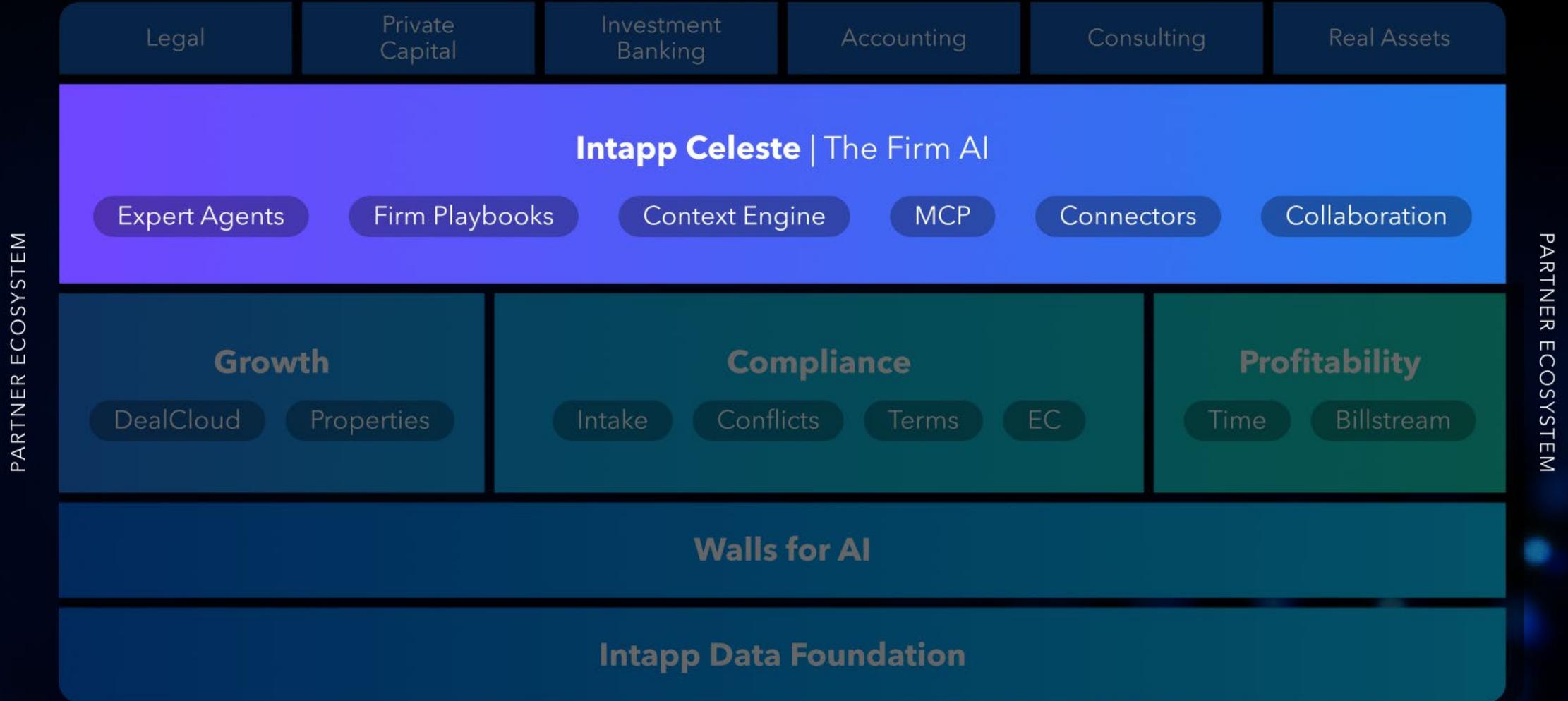
Tools

- Surface prioritized deal opportunities. Monitor M&A a...
Market Intelligence Playback
- Assess inbound deals for IC. Evaluate fit, flag risks, and su...
Deal Screening Playback
- Generate qualified prospect lists for outreach.
Deal Targets Playback

A comprehensive platform built for professional firms



A comprehensive platform built for professional firms



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

+ New chat

Chats

Playbooks

Spaces

Admin

Recent

Deal Screening Playbook

Summarize this company in 5...

What questions should we as...

Summarize revenue, EBITDA, a...

Estimate LTM revenue if only p...



Roger Smith



Playbooks

Skills

All

Sourcing

Outreach

Due Diligence

Documents

DealCloud

Investor Relations

30 Playbooks



+ New

Search playbooks...

Deal Screening Playbook

Sourcing

Evaluate inbound opportunities against investment criteria, flag potential red flags, and generate preliminary fit scores with supporting rationale.

Edited: Jan 6, 2026 7:58 PM Runs: 5

CIM Intelligence Extraction

Due diligence

Extract key metrics, management bios, and market positioning from confidential information memorandums into structured deal summaries.

Edited: Jan 6, 2026 7:58 PM Runs: 12

IC Memo First Draft Generator

Documents

Convert diligence findings and financial models into formatted investment committee memos with standard firm language and structure.

Edited: Jan 6, 2026 7:58 PM Runs: 14

Portfolio Outreach Sequencer

Outreach

Draft personalized introduction emails to management teams with relevant firm experience, thesis hooks, and meeting scheduling logic.

Edited: Jan 6, 2026 7:58 PM Runs: 24

Post-Close Action Plan Builder

Operations

Generate 100-day plans with value creation initiatives, quick wins, and workflow owners based on diligence findings and deal thesis.

Edited: Jan 6, 2026 7:58 PM Runs: 3

DealCloud Record Enrichment

DealCloud

Auto-populate company profiles with industry classifications, financial benchmarks, and relationship history from internal notes and external sources

Edited: Jan 6, 2026 7:58 PM Runs: 16

Skills

The screenshot shows the 'Skills' management page in the Celeste application. The interface includes a sidebar with navigation options like 'New chat', 'Chats', 'Playbooks', 'Spaces', and 'Admin'. The main content area features a search bar for playbooks and a table listing 5 skills. The table columns are Name, Status, Published date, Description, Runs, and Actions. Skills listed include 'Historical Deal Template Matcher', 'Workstream Task Decomposer', 'Task Dependency Mapper', 'Critical Path Timeline Optimizer', and 'Expertise-Based Task Router'. A '+ New' button is visible in the top right of the skills list.

Name	Status	Published date	Description	Runs	Actions
Historical Deal Template Matcher	Published	Jan 8, 2026, 10:25 am	Executes vector similarity search across DealCloud deal archives to iden...	204	⋮
Workstream Task Decomposer	Draft	Dec 12, 2025, 9:22 am	Applies hierarchical task planning logic to break down high-level diligence wor...	45	⋮
Task Dependency Mapper	Published	Dec 12, 2025, 9:22 am	Constructs directed acyclic graphs to identify prerequisite relationships bet...	300	⋮
Critical Path Timeline Optimizer	Published	Dec 12, 2025, 9:22 am	Applies backward scheduling algorithms from target close dates to s...	300	⋮
Expertise-Based Task Router	Published	Sep 16 2025, 11:42 am	Matches diligence tasks to team members using skill-based routing logi...	45	⋮

Connectors

The screenshot shows the 'Connectors' management page in the Celeste application. The interface includes a sidebar with navigation options like 'New chat', 'Chats', 'Playbooks', 'Spaces', and 'Admin'. The main content area features a search bar for connectors and a list of active connectors. The connectors listed include 'DealCloud', 'Intapp Data', 'Conflicts', 'Time', 'Snowflake', and 'Web search'. A 'Deal Screening Agent' card is also visible, showing 'Assess deals for initial IC.' and '10 New Matches'. The interface is titled 'Roger, deal or no deal?' and includes a 'Fast' button.

Connector Name	Description	Status
DealCloud	Your firm's CRM, deal pipeline, and relationshi...	On
Intapp Data	Intapp's proprietary contact and company data	Off
Conflicts	Conflicts clearance for clients and matters	Off
Time	Time entries and work activity	Off
Snowflake	Your firm's centralized data warehouse	Off
Web search	Public web sources and real-time research	On

Firm
Context



Firm Ontology
and Business Logic

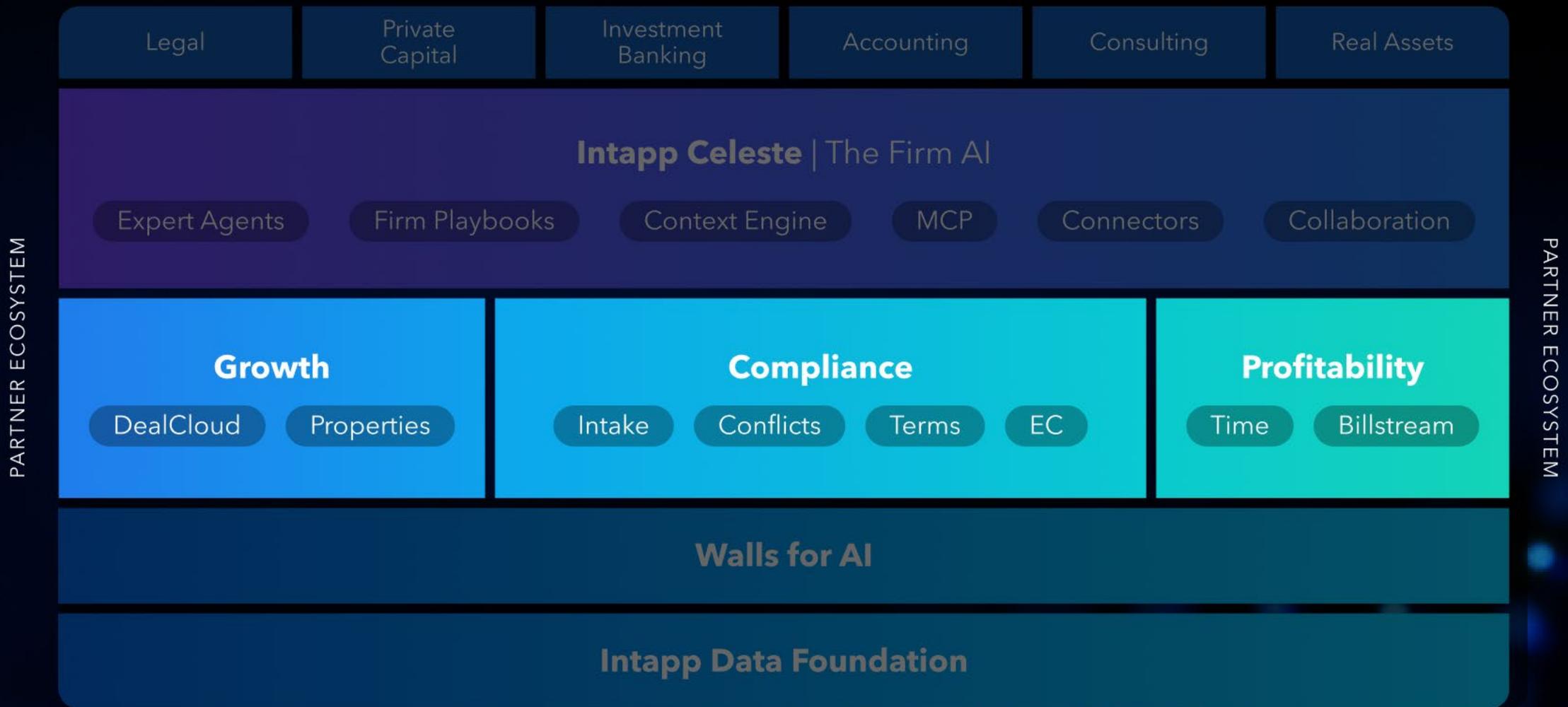


Memory and
Learning

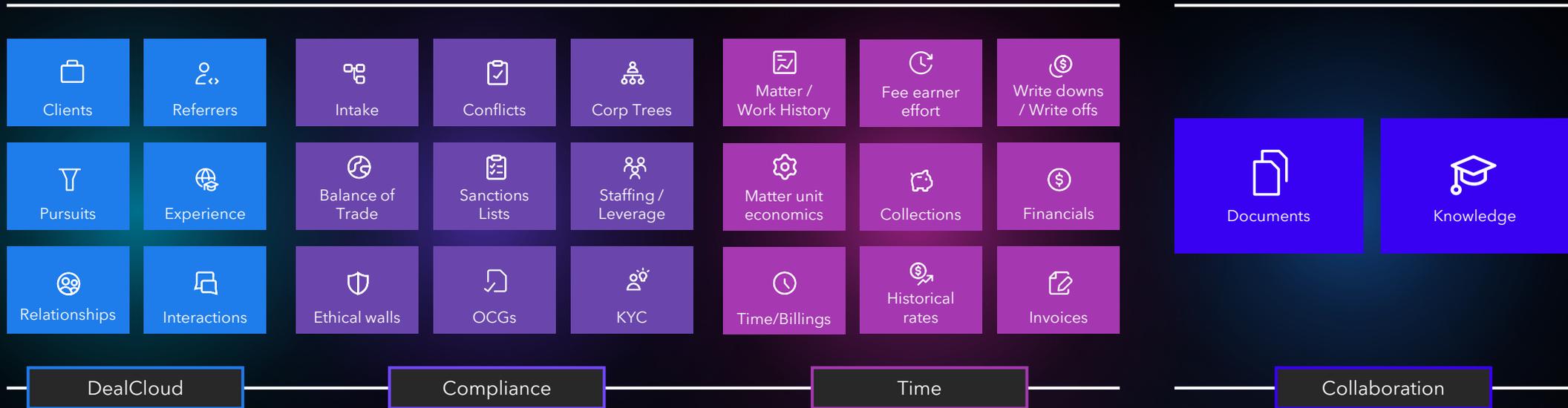


Context Engine

A comprehensive platform built for professional firms



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



DealCloud with Celeste

The screenshot shows the DealCloud interface for a deal titled "HealthBridge Analytics". The main content area is divided into several sections:

- Deal Overview:** Includes tabs for Deal Overview, Similar Deals, Deal Funding, Process Management, IC Voting, Sector Insights, Documents, and Collaboration.
- Deal overview:** A table with the following data:

Company	Active
New Deal Date	Feb 20 2026
Deal Team	Roger Smith
Transaction Type	Buyout
Source Type	Intermediary
Sector	Technology / Software
Sub-Sector	Revenue Cycle Management (RCM) Software
Fund	Fund II
- Key Metrics:** A table with the following data:

Revenue (LTM)	\$23.4M
EBITDA	\$6.8M
ARR	93% of total revenue
Customers	68 Facilities, 14 Systems
Net Revenue Retention	118%
Gross Retention	96%
Customer Concentration	60% of revenue from top 5-10 customers
- Company Description:** HealthBridge provides AI-driven revenue cycle management (RCM) and clinical analytics software to mid-market hospitals and ambulatory surgery centers, with deep integrations into Epic and Cerner.
- Deal Summary:** Strong fit with firm's healthcare IT buy-and-build thesis. High-growth, high-margin RCM platform with proven unit economics, recurring revenue, and clear expansion levers.

The Celeste overlay is titled "Celeste" and shows a "Deal Screening Playbook" with a button to "Generate preliminary LBO model". The text in the overlay reads: "Perfect — I've generated a preliminary LBO model below. I've also updated the canvas with a new section containing Preliminary Valuation based on the LBO model content." Below this, there is a file named "HealthBridge-LBO-Model.xlsx" and a question: "Would you like me to update the HealthBridge Analytics Deal record in DealCloud?".

Conflicts with Celeste

The screenshot shows the DealCloud interface for a deal titled "Underhill Lending". The main content area is divided into several sections:

- Party:** A table with the following data:

Carter Properties, Ltd.	Client	-	-
Weathertop Brokers	Neutral	-	-
Underhill Lending	Client Associated	-	1
All Search Parties		-	1
- Search Party:** Underhill Lending (Client Associated). Buttons: Add to Report Hits, Mark as Issues, Mark as N...
- Entity:** Underhill Lending. A table with the following data:

Matter	Hit Term	Hit Text	Aff
Trademark Dispute	Party: Carter Properties	Carter Properties	Adv
- Search Party:** Carter Properties, Ltd. (Client). Buttons: Add to Report Hits, Mark as Issues, Mark as N...
- Entity:** Global Holdings, Corp.

The Celeste overlay is titled "Celeste" and shows a "Conflicts Search Playbook". The text in the overlay reads: "I've constructed the search strategy, matched corporate trees, and run the search while you were away. I crafted a search strategy for 4 parties: Underhill Lending, Carter Properties, Weathertop Brokers, and Weir Properties. I found 3 results that look like issues, they're ready for you to review. I've constructed the search strategy, matched corporate trees, and run the search while you were away." Below this, there is a section titled "Search Strategy: Underhill Lending" with a table showing the search strategy details:

Affiliation	Relationship
Client Associated	Lender

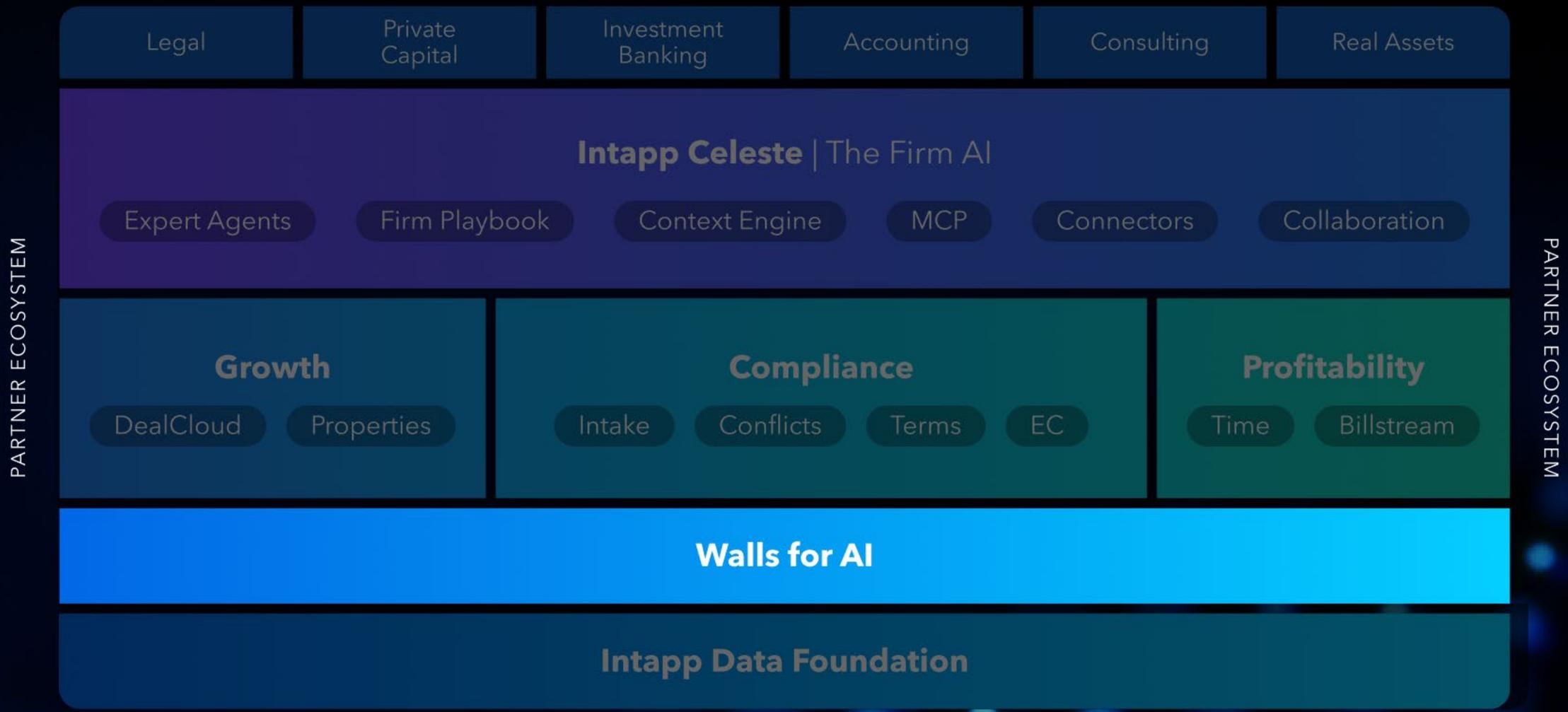
Alternate Search Terms: Underhill Lenders, Underhill Loans, Underhill Real Estate Fund. Linked Corporate Tree: [Tree structure]. Below this, there is a question: "Give me something to work on..."



Celeste surfaced in Anthropic Claude



A comprehensive platform built for professional firms



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

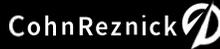
Introducing

Ben Harrison

President, Industries & Founder, DealCloud



Diversified and global client base of premier firms

Legal						
Accounting						
Consulting						
Investment banking						
Private capital						
Real assets						

Positive secular trends across
all client verticals

Legal

Accounting

Consulting

Investment banking

Private capital

Real assets

Legal

Consolidation and wallet share gains at the top of the market

Am Law 100: # of firms with \$1B+ revenue >2x in 10 years

Scale provides global reach and practice area breadth

Heightened complexity from evolving AML + KYC regulations

Urgency for tech partner: compliant cloud AI transformations

Accounting

Consulting

Investment banking

Private capital

Real assets

Accounting

Influx of private equity investment capital reshaping market

Transaction volume inflecting, 100+ deals in 2025 alone

Private-equity backed: ~1/3rd of top 30, ~1/4th of top 100

Driving scaled roll-ups and mid-size / regional consolidation

Catalyst for AI-driven compliance infrastructure modernization

Consulting

Investment banking

Private capital

Real assets

Legal

Consulting

Top firms continue to consolidate the market, largely via acquisition

Firm share: top 5 = ~40%, top 10 = ~50%, top 100 = ~80%

Combinations driven by global scale and hyper-specialization

Expansion of advisory services: AI and digital transformation

Private equity roll-ups driving compliance prioritization

Investment banking

Private capital

Real assets

Legal

Accounting

Investment banking

Bulge brackets own full-service,
healthy boutique advisory share

Top bulge brackets: ~25 - 30% of global fees historically

Boutiques: ~15 - 20% of global fees historically

2025 rebound in M&A and IPOs, mega-deals at all time-high

Secondaries a growing mechanism for liquidity unlock

Private capital

Real assets

Legal

Accounting

Consulting

Private capital

Capital concentration increasing,
longer tail of mid-small funds

Private equity: top 10 fundraising share at decade high

Secondaries: record transaction volumes

Evergreen funds: private wealth-driven inflows

Rise of multi-asset super platforms via M&A and partnerships

Real assets

Legal

Accounting

Consulting

Investment banking

Real assets

Top-heavy mix similar to private capital, with long tail of mid-small

Investors: thousands of real assets private equity firms and REITs

Heavy top 10 capital concentration across both PE and REITs

TermSheet acquisition: expanding into developers / operators

Under-served and largely behind the digitalization curve

Legal

Accounting

Consulting

Investment banking

Private capital

Translating

deep-seated vertical expertise
end-market consolidation trends
key persona and workflow knowledge
product-market positioning

into...

...Rights to win

value-oriented proposition
replicable, referenceable execution
Enterprise instrumentation
leadership-first approach

Rights to win

- 1 Complexity of private capital secondaries and continuation vehicles

- 2 Influx of PE dollars into top accounting firms, driving compliance modernization

- 3 Legal cloud migrations to leverage new cloud AI and connected firm data

- 4 Upgrade existing CRM for AI-enabled sourcing / origination and data ingestion

Rights to win

- 1 Complexity of private capital secondaries and continuation vehicles

- 2 Influx of PE dollars into top accounting firms, driving compliance modernization

- 3 Legal cloud migrations to leverage new cloud AI and connected firm data

- 4 Upgrade existing CRM for AI-enabled sourcing / origination and data ingestion

Complexity of private capital secondaries and continuation vehicles

Investment banking

Upsell across advisory business with Assist

DealCloud
PCA group

Investor Day
2024
Q2 FY24

New
client land

>6x

client spend

Investor Day
2026
Q2 FY26

Note: results shown are based on particular client case studies and may not be representative or indicative of other current or future clients. These case studies are shown for informational purposes only

Rights to win

- 1 Complexity of private capital secondaries and continuation vehicles

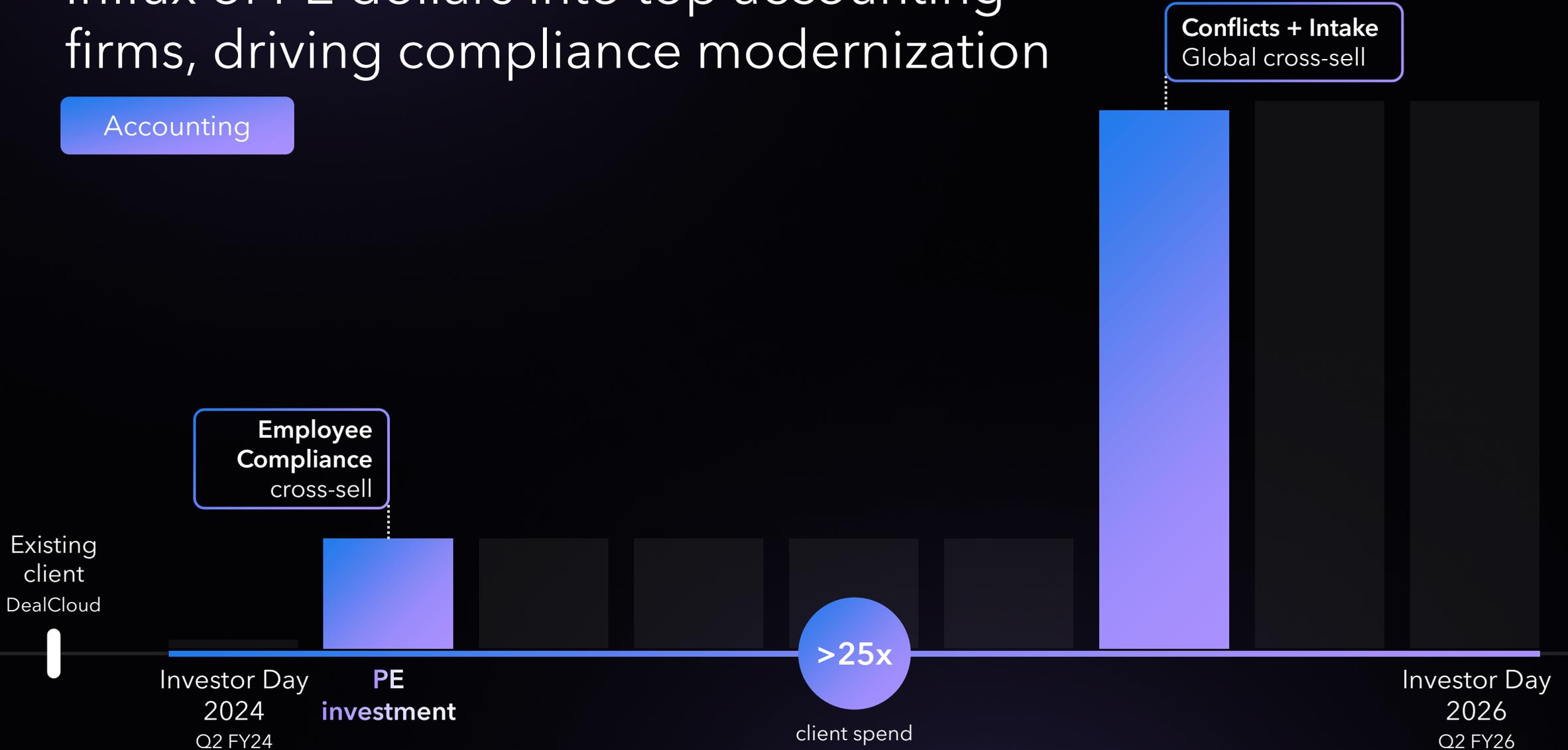
- 2** Influx of PE dollars into top accounting firms, driving compliance modernization

- 3 Legal cloud migrations to leverage new cloud AI and connected firm data

- 4 Upgrade existing CRM for AI-enabled sourcing / origination and data ingestion

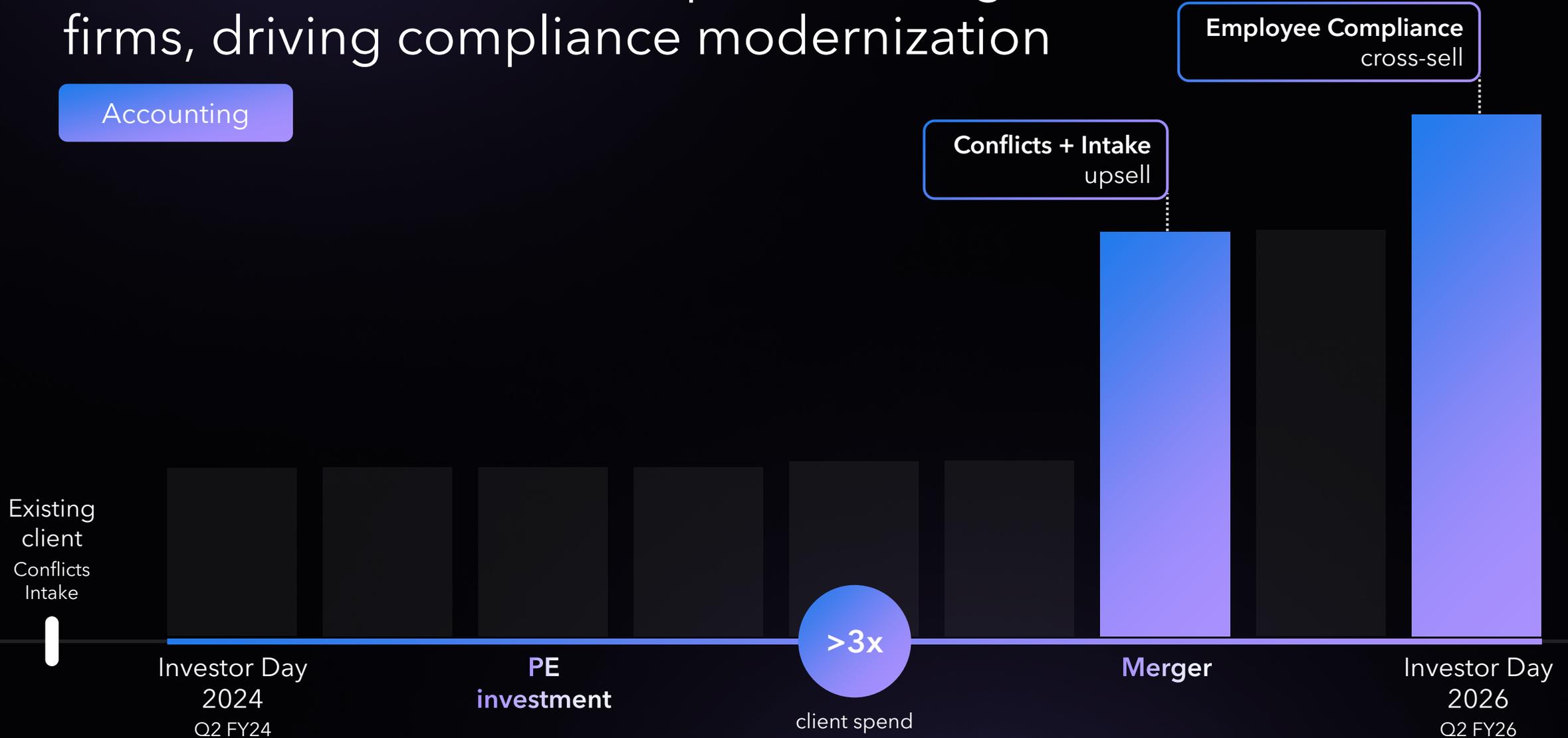
Influx of PE dollars into top accounting firms, driving compliance modernization

Accounting



Note: results shown are based on particular client case studies and may not be representative or indicative of other current or future clients. These case studies are shown for informational purposes only

Influx of PE dollars into top accounting firms, driving compliance modernization



Note: results shown are based on particular client case studies and may not be representative or indicative of other current or future clients. These case studies are shown for informational purposes only

Rights to win

- 1 Complexity of private capital secondaries and continuation vehicles

- 2 Influx of PE dollars into top accounting firms, driving compliance modernization

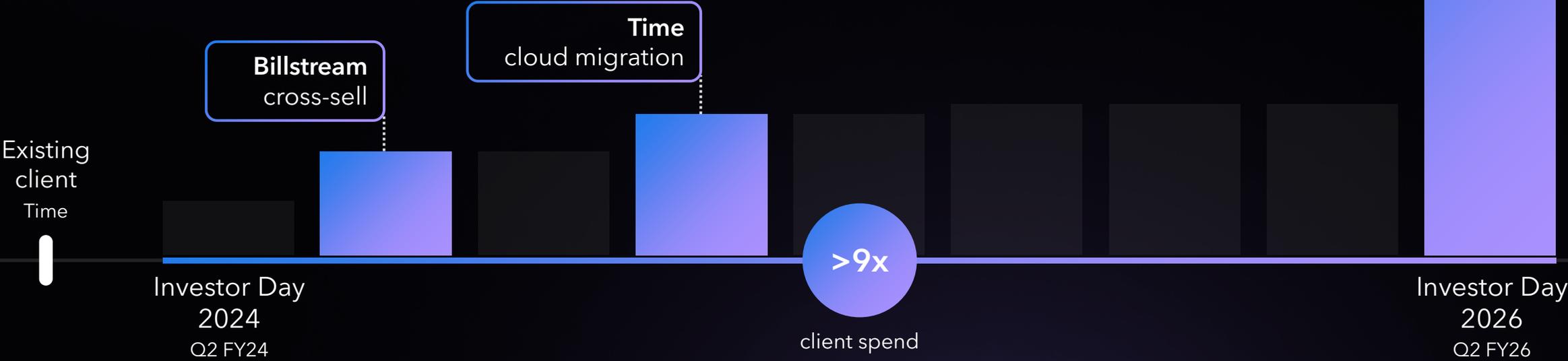
- 3** Legal cloud migrations to leverage new cloud AI and connected firm data

- 4 Upgrade existing CRM for AI-enabled sourcing / origination and data ingestion

Cloud migrations to leverage new cloud AI and connected firm data

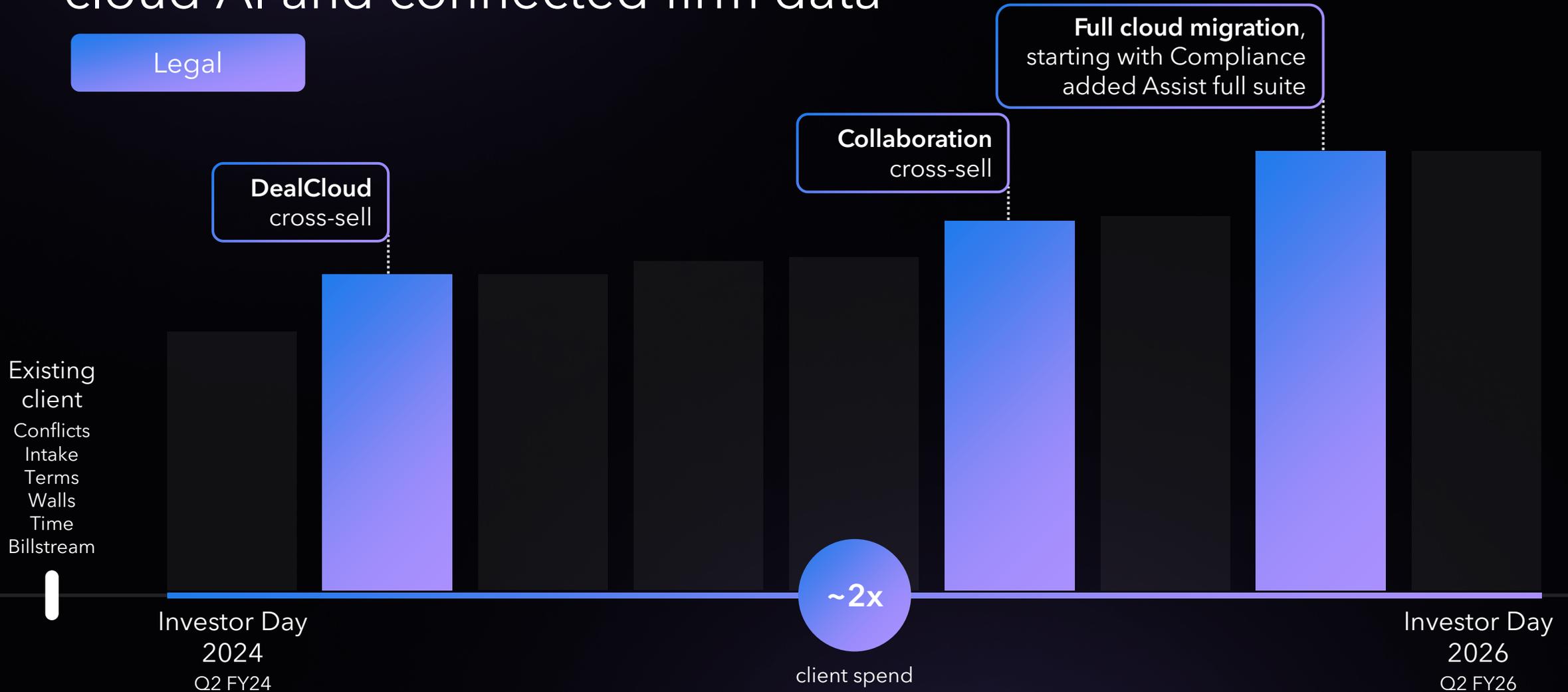
Legal

Compliance AI cross-sell
Conflicts, Intake, Terms
with Assist



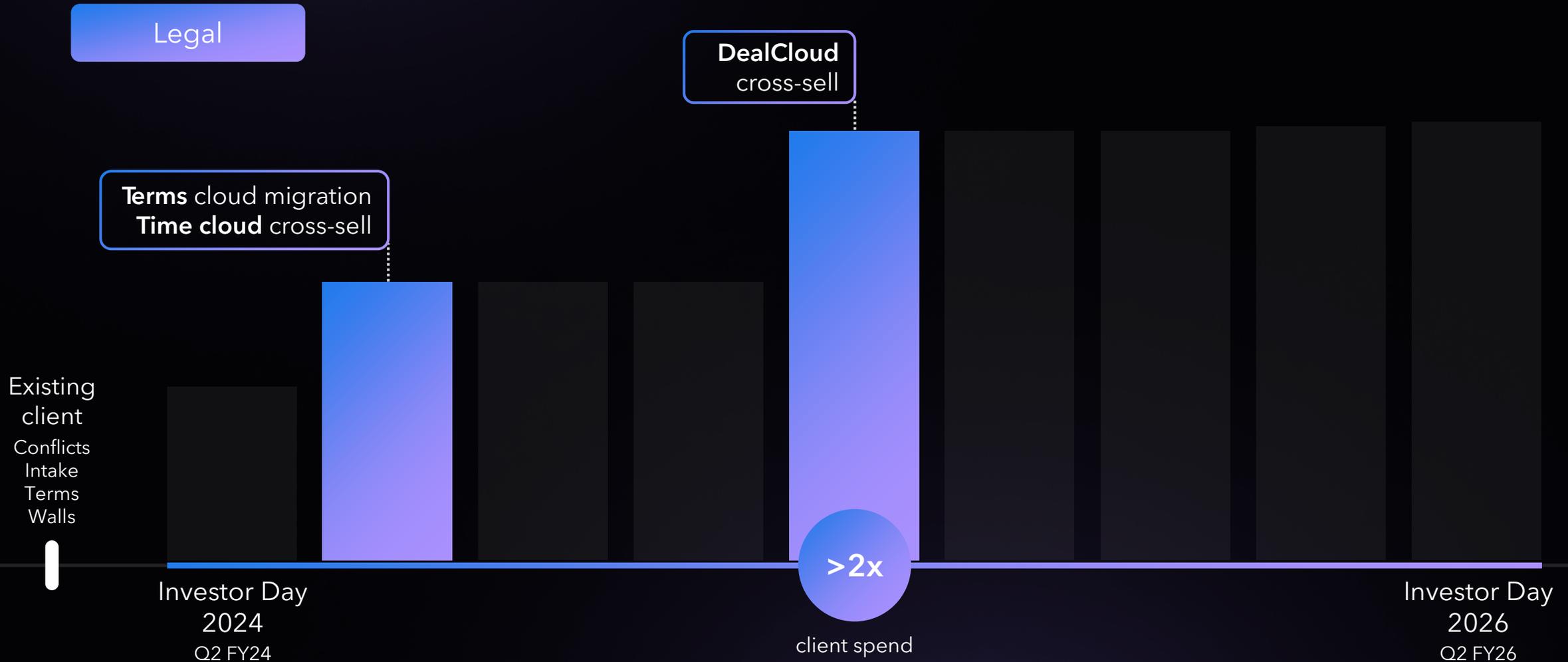
Note: results shown are based on particular client case studies and may not be representative or indicative of other current or future clients. These case studies are shown for informational purposes only

Cloud migrations to leverage new cloud AI and connected firm data



Note: results shown are based on particular client case studies and may not be representative or indicative of other current or future clients. These case studies are shown for informational purposes only

Cloud migrations to leverage new cloud AI and connected firm data



Note: results shown are based on particular client case studies and may not be representative or indicative of other current or future clients. These case studies are shown for informational purposes only

Rights to win

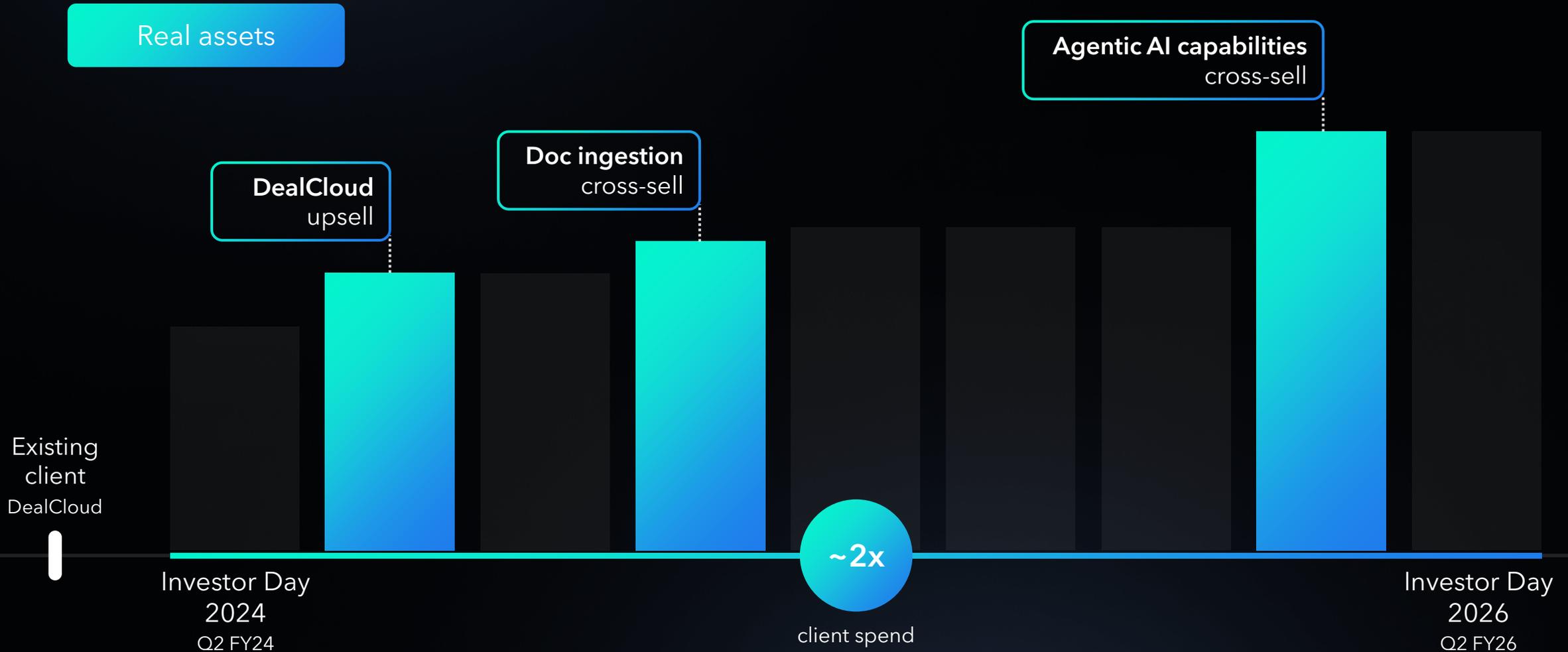
- 1 Complexity of private capital secondaries and continuation vehicles

- 2 Influx of PE dollars into top accounting firms, driving compliance modernization

- 3 Legal cloud migrations to leverage new cloud AI and connected firm data

- 4** Upgrade existing CRM for AI-enabled sourcing / origination and data ingestion

Upgrade existing CRM for AI-enabled sourcing / origination and data ingestion



Note: results shown are based on particular client case studies and may not be representative or indicative of other current or future clients. These case studies are shown for informational purposes only

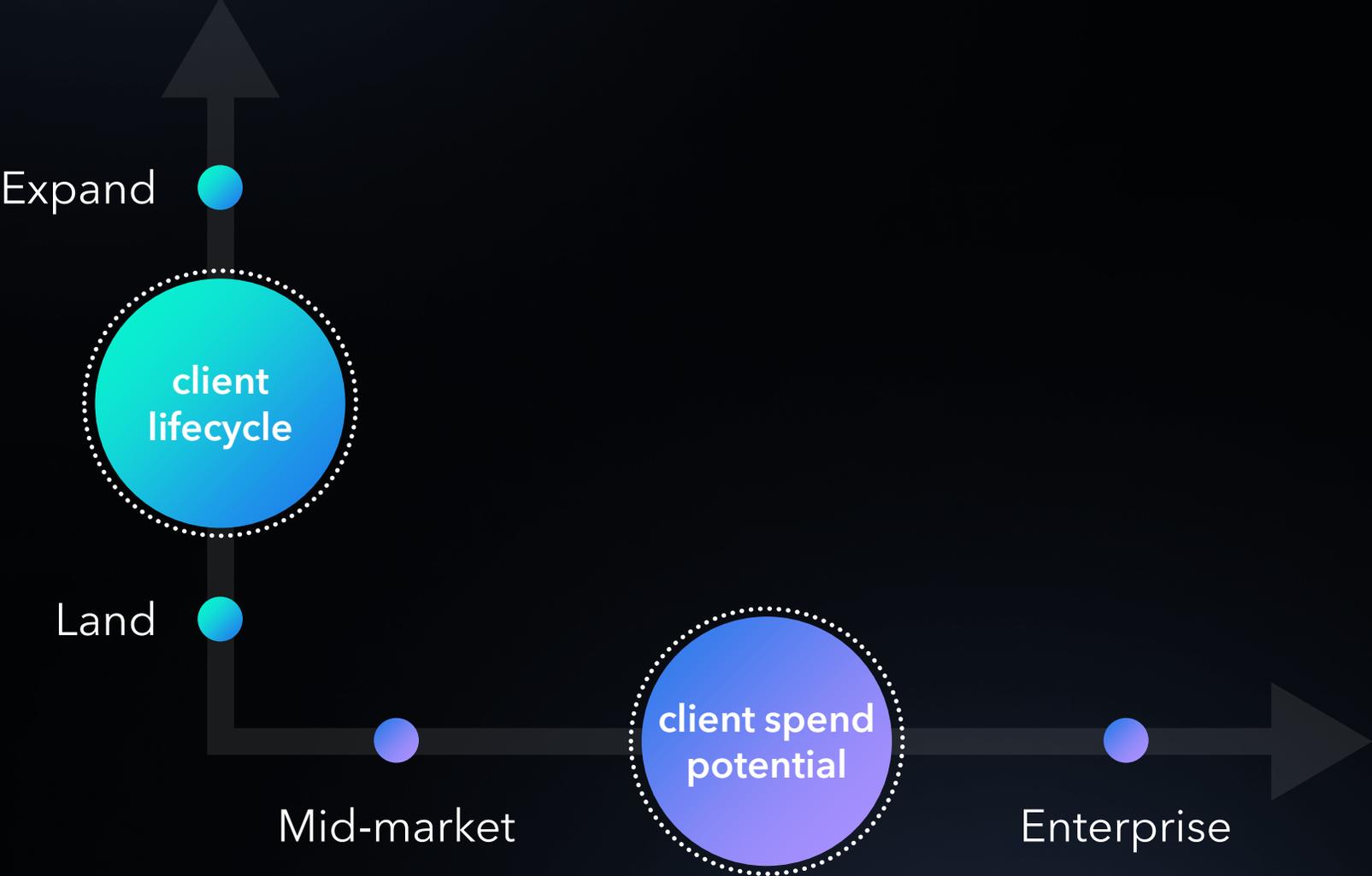
Introducing

Don Coleman

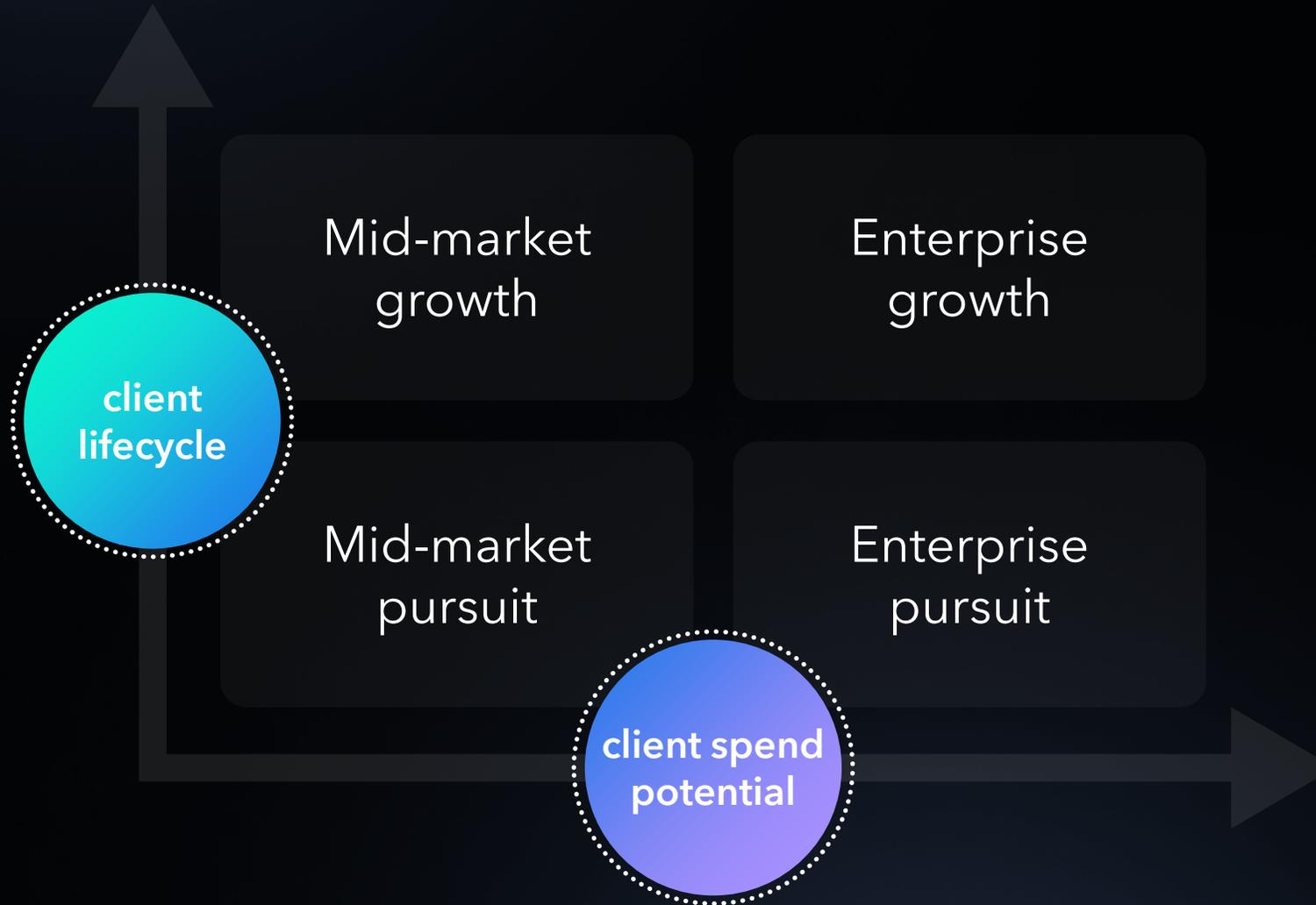
Chief Operating Officer



Our coverage model



Our coverage model



>75% of core IT SAM in
~2.8K Enterprise named accounts

\$15B+

Enterprise GTM transition is working...

>75% of core IT SAM

~2.8K named accounts

\$15B+ opportunity



Larger

lands
expands

Higher

named account mix
spend potential

Inflection with our largest clients

Total ARR threshold for top 10, 25, 100 clients



Note: "IPO" values are defined as of the fiscal quarter ended June 30, 2021;
Refer to "Disclaimer" for a definition of total ARR

Compelling Enterprise new logo greenfield opportunity

~2.8K Enterprise named accounts



Further harnessing our Enterprise coverage in FY26

Overall density

YoY seller increase
via Enterprise

FY26 vs. FY25

Pursuit + growth

increased focus on
new logo pursuit

Professional services

Geographies

adding sellers in Middle East
and Singapore

Financial services

Supporting clients through go-live to expansion

Post-purchase

Post-go-live

Professional services

expert-led
implementation

Training services

enablement to accelerate
adoption

Account management

commercial relationship
owner and coordinator

Client success

Value realization across
client lifecycle

Data partners



Technology partners



Services partners



Intapp partner ecosystem

145+

Vertical-centric partners

co-sell

Partner-engaged
deals outperform



Deal size



Win rate

Scaling partner delivery capabilities and resources

200+

FY25

partner-led
projects

up ~45% YoY

1.2K+

Q2 FY26

services partner
certifications

up ~35% YoY



+



Microsoft

Successful FY25
with Microsoft...

co-selling

co-marketing

co-innovating

>50% of our 30 largest wins

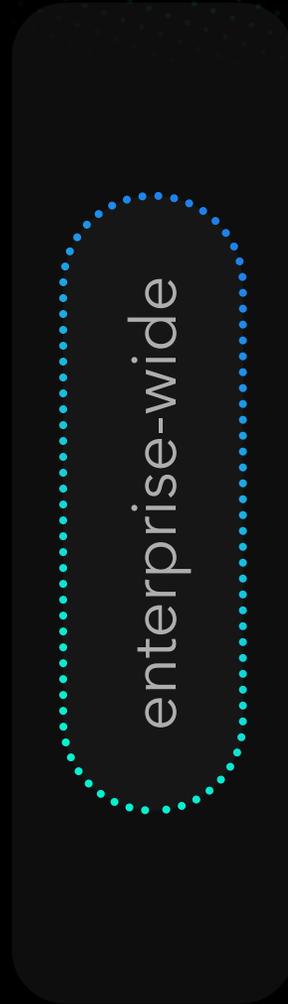
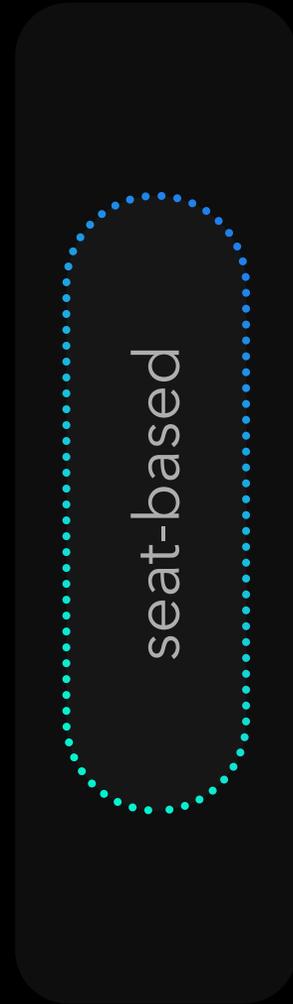
jointly executed with Microsoft

FY26 YTD

 **INTAPP** + Harvey

 **INTAPP** + **ANTHROPIC**

Varied pricing and packaging model



Introducing

David Morton

Chief Financial Officer



Intapp since inaugural Investor Day 2024

Delivering on **Growth**

Model evolution (revenue)

Cloud ARR

Enterprise

Migrations

M&A

Delivering on **Profitability**

Non-GAAP gross profit

Non-GAAP operating income

Free cash flow

Operating at **Rule of...**

~26%

Growth

Subscription revenue YoY growth

~18%

~**43%**

FY26E¹

Profitability

Non-GAAP operating margin

Note: "Rule of" defined as: YoY trailing 12-month subscription revenue growth rate plus trailing 12-month non-GAAP operating margin. Non-GAAP operating margin is based on non-GAAP operating income; refer to "Reconciliation: non-GAAP operating income (loss)" in appendix for a reconciliation of this measure to its most directly comparable GAAP financial measure. Refer to slide 96 footnote #1 for additional information regarding subscription revenue

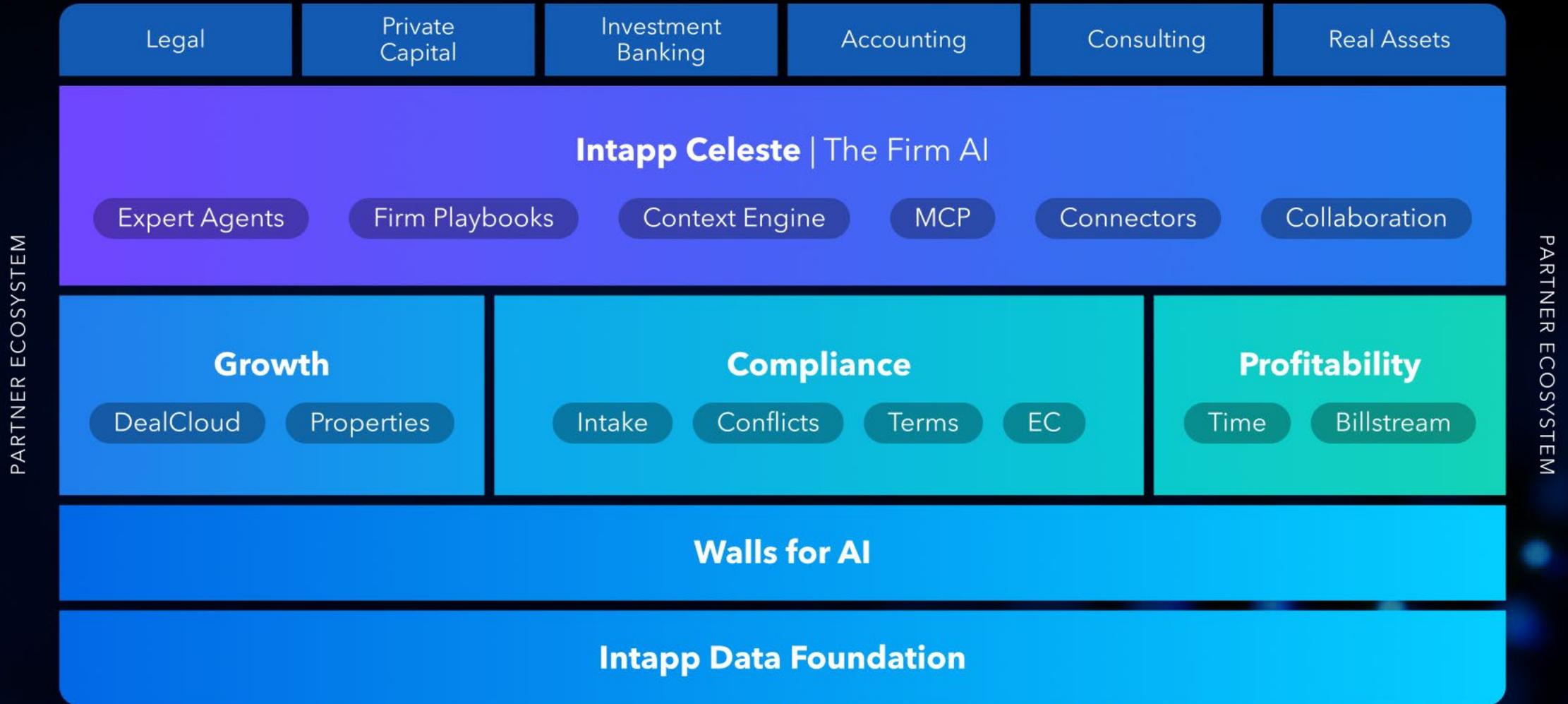
¹ FY26E metrics provided as of 2/3/26, based on midpoints of FY26 outlook, communicated in Intapp's 2/3/26 earnings release

David Morton

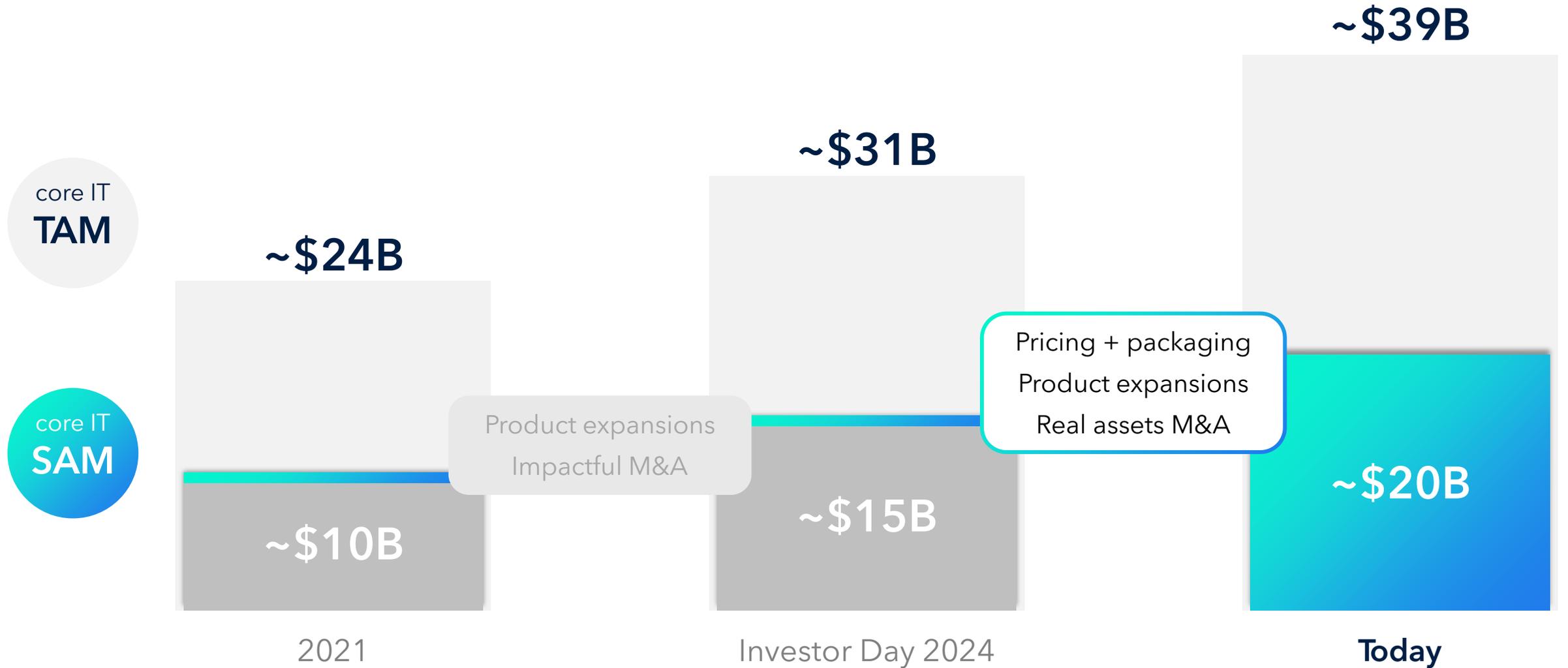
Power of the platform



A comprehensive platform built for professional firms

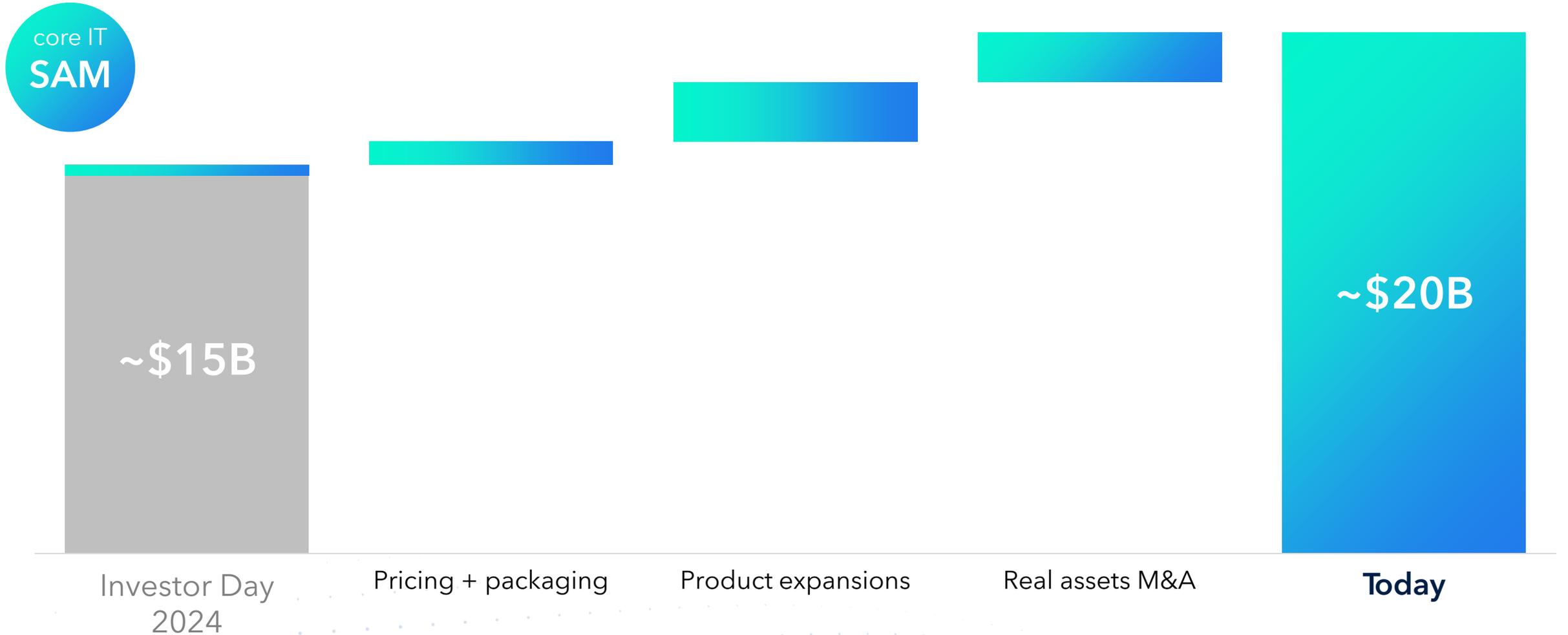


Large and expanding core market opportunity



Note: TAM stands for total addressable market; SAM stands for serviceable addressable market; estimates based on market interviews and our historical data and experience

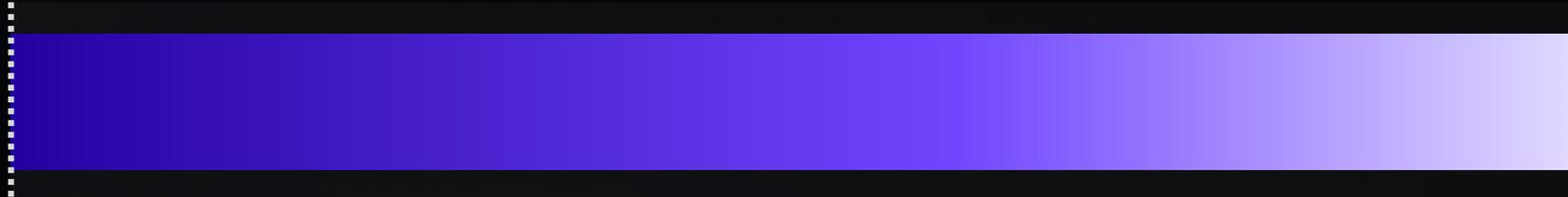
Large and expanding core market opportunity



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

Agentic is the next
opportunity curve

Agentic AI opportunity ¹
\$30B+



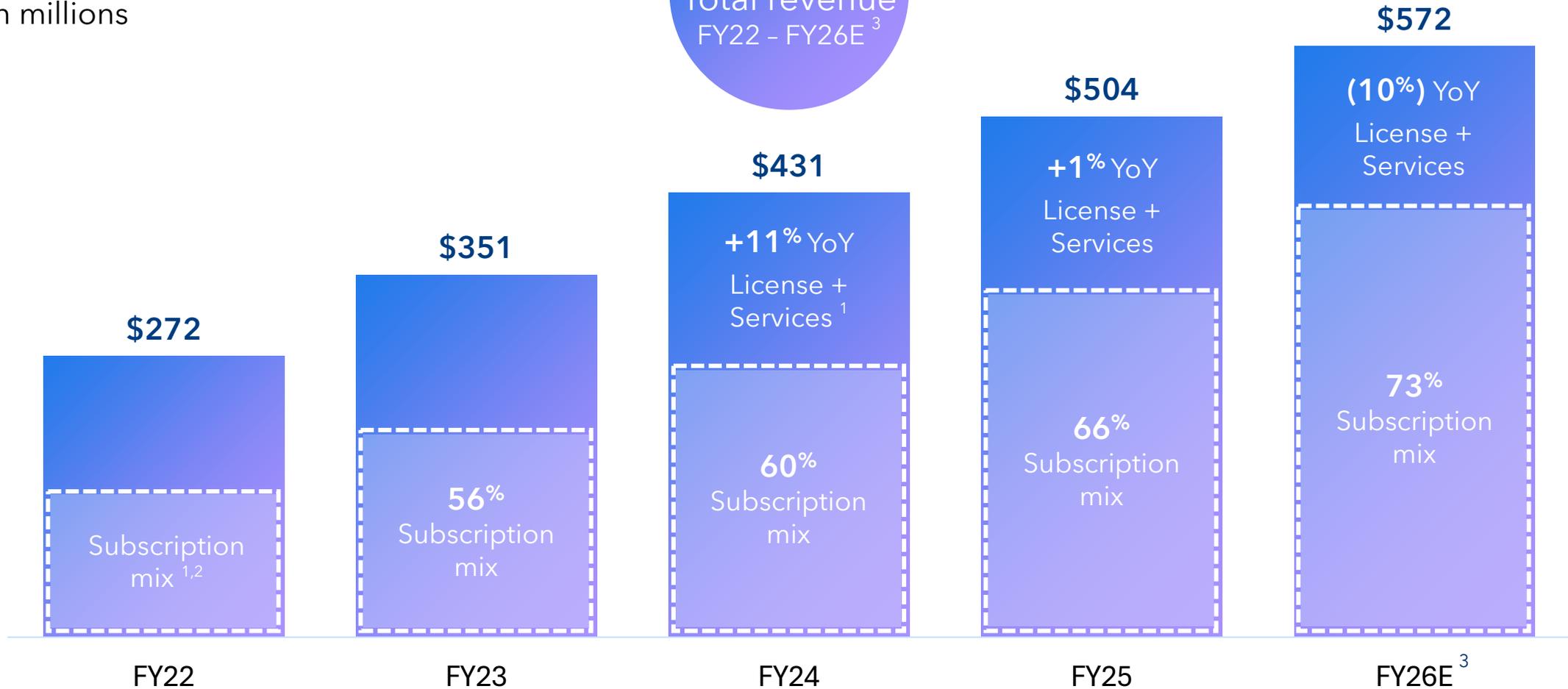
core IT SAM
~\$20B

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

Total revenue reflecting the model evolution

\$ in millions

20% CAGR
Total revenue
FY22 - FY26E³



Note: YoY growth rates and mix / CAGR 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 period(s);

"Subscription mix" defined as: subscription revenue divided by total revenue for the applicable period

¹ Throughout this presentation, the amounts of subscription revenue and services revenue are the same as the amounts of SaaS revenue and professional services revenue in our consolidated statements of operations in our quarterly and/or annual reports for the applicable time period

² Effective July 1, 2024, the Company adjusted the classification of support services related to subscription license to be included within "License" on the consolidated statements of operations. Prior to July 1, 2024, support services related to subscription license was included in a line item entitled "SaaS and Support." Accordingly, effective July 1, 2024, SaaS revenues include subscription fees from clients accessing our SaaS solutions, premium support services related to SaaS, and updates, if any, to the subscribed service during the subscription term. There was no change to the Company's revenue recognition policy, except for the change in classification noted herein

³ FY26E metrics provided as of 2/3/26, based on midpoints of FY26 outlook, communicated in Intapp's 2/3/26 earnings release

Subscription revenue strength

\$ in millions

32% CAGR
Subscription¹
FY22 - FY26E²

- Services¹
- License
- Subscription¹



Note: YoY growth rates and CAGR 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 period(s); "mix" defined as subscription revenue divided by total revenue for the applicable period

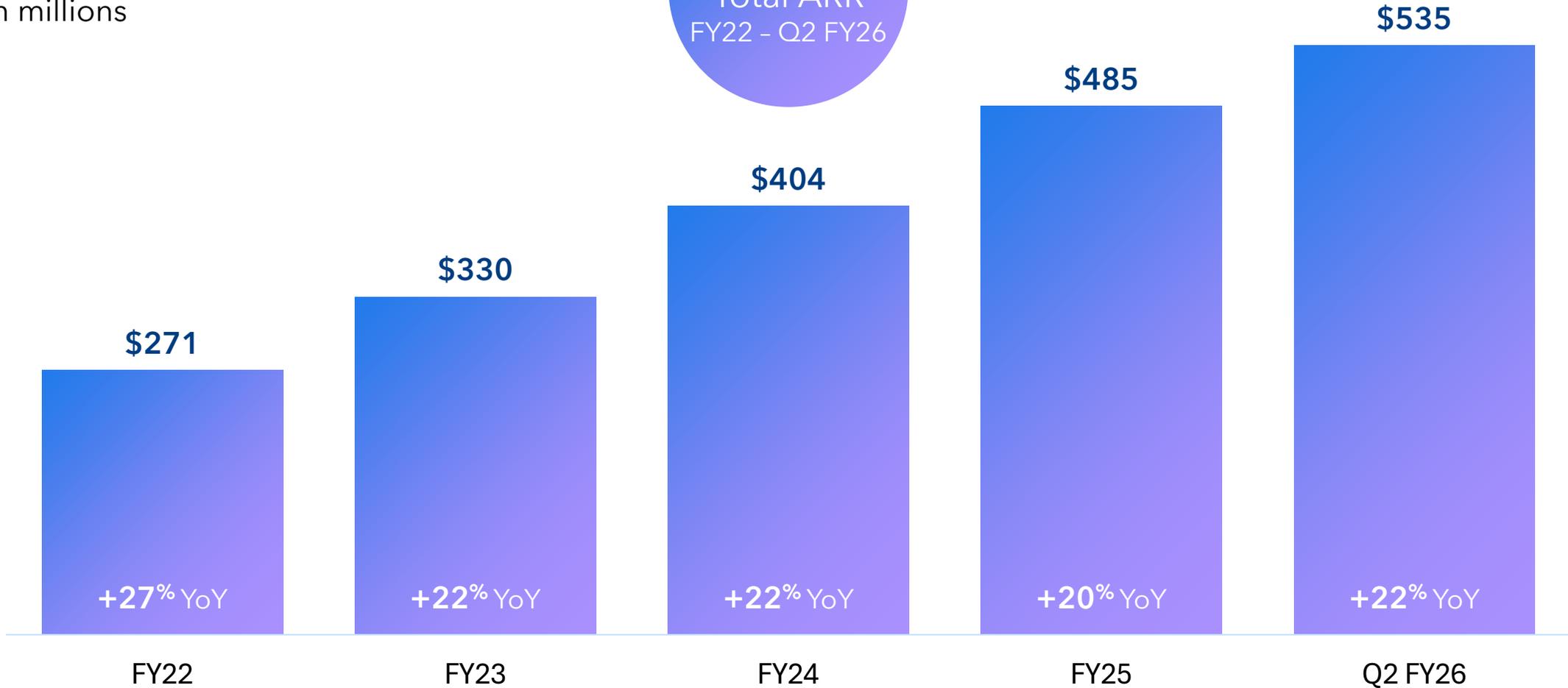
¹ Refer to slide 96 footnote #1 for additional information

² FY26E metrics provided as of 2/3/26, based on midpoints of FY26 outlook, communicated in Intapp's 2/3/26 earnings release

Over half a billion of total ARR

\$ in millions

22% CAGR
Total ARR
FY22 - Q2 FY26

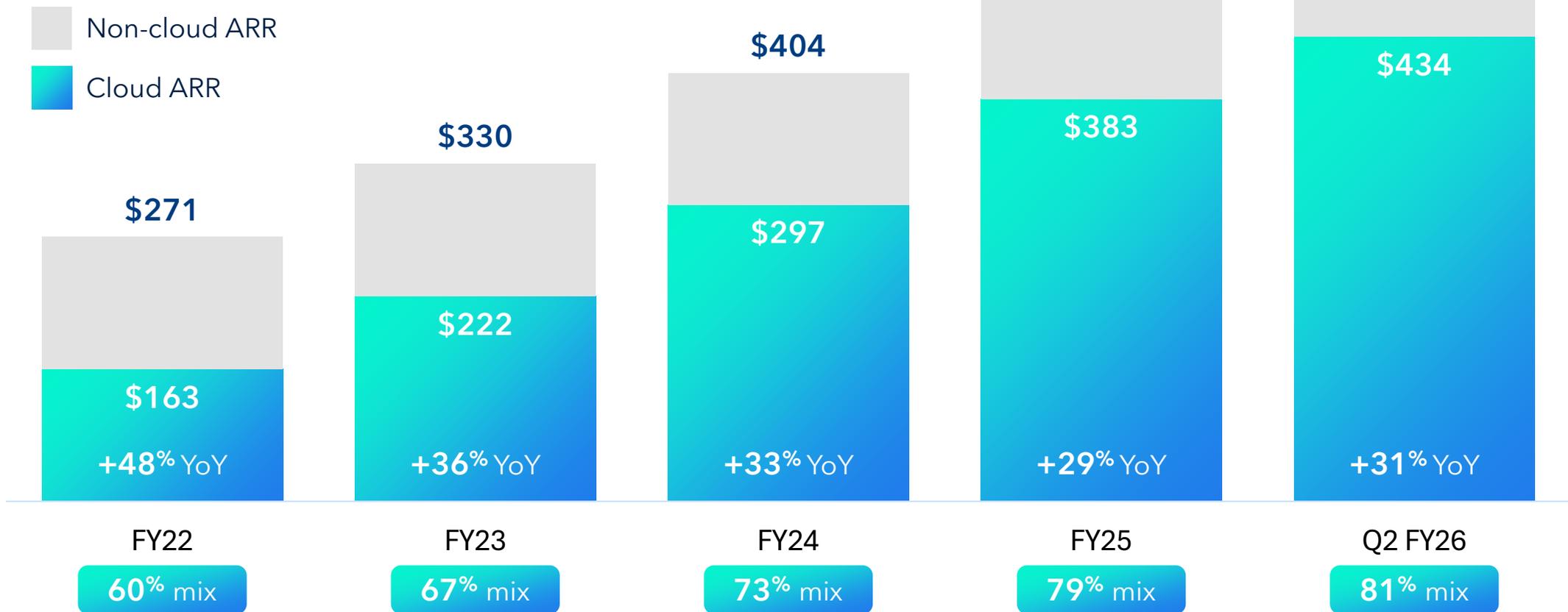


Note: YoY growth rates and CAGR calculations based on corresponding precise amounts as presented in our quarterly and/or annual reports for the applicable time period(s)

Cloud ARR now over 80% mix

\$ in millions

32% CAGR
Cloud ARR
FY22 - Q2 FY26



Note: YoY growth rates and mix / CAGR calculations based on corresponding precise amounts as presented in our quarterly and/or annual reports for the applicable time period(s)

Cloud and total net new ARR have increased every year

\$ in millions

>1.5x

Investor Day 2024 - today (TTM)

○ Total net new ARR

○ Cloud net new ARR



Note: "net new" total ARR and "net new" cloud ARR defined as: total ARR and cloud ARR at the end of a reporting period minus total ARR and cloud ARR, respectively, at the end of the prior reporting period. "Investor Day 2024" values are defined as of the fiscal quarter ended December 31, 2023 and "today" or "Investor Day 2026" values are defined as of the fiscal quarter ended December 31, 2025; "TTM" defined as: trailing 12-month period

David Morton

Growth drivers



Operating at **Rule of...**

~26%

Growth

Subscription revenue YoY growth

~18%

~43%

FY26E¹

Profitability

Non-GAAP operating margin

Note: "Rule of" defined as: YoY trailing 12-month subscription revenue growth rate plus trailing 12-month non-GAAP operating margin. Non-GAAP operating margin is based on non-GAAP operating income; refer to "Reconciliation: non-GAAP operating income (loss)" in appendix for a reconciliation of this measure to its most directly comparable GAAP financial measure. Refer to slide 96 footnote #1 for additional information regarding subscription revenue

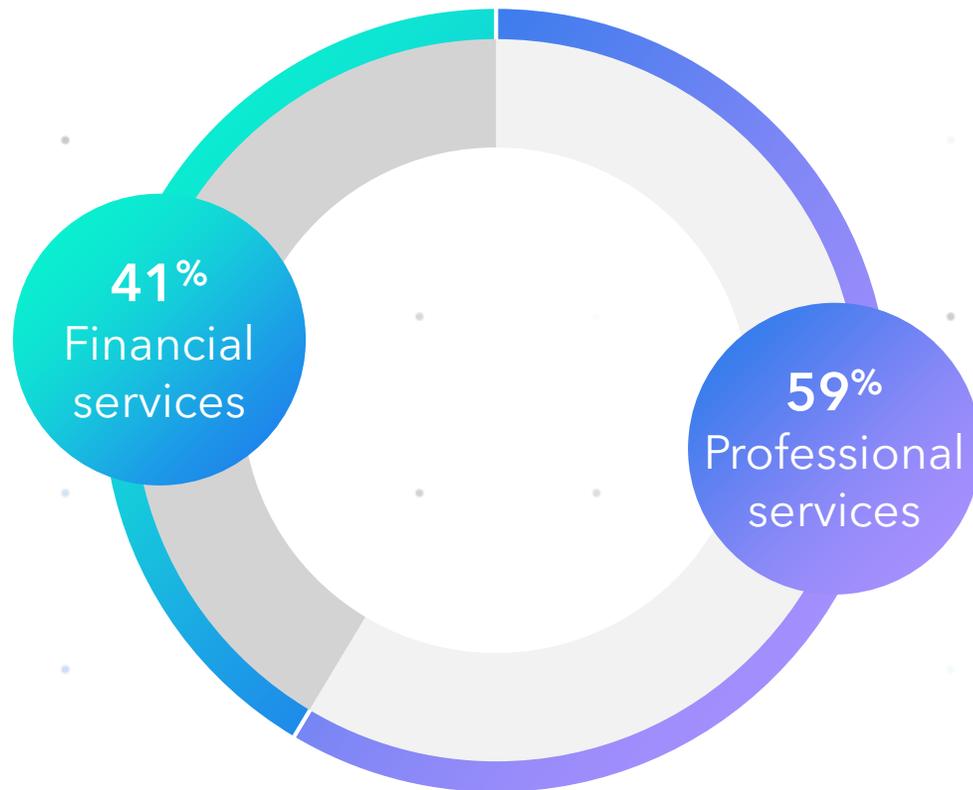
¹ FY26E metrics provided as of 2/3/26, based on midpoints of FY26 outlook, communicated in Intapp's 2/3/26 earnings release

Our visible path to \$1B

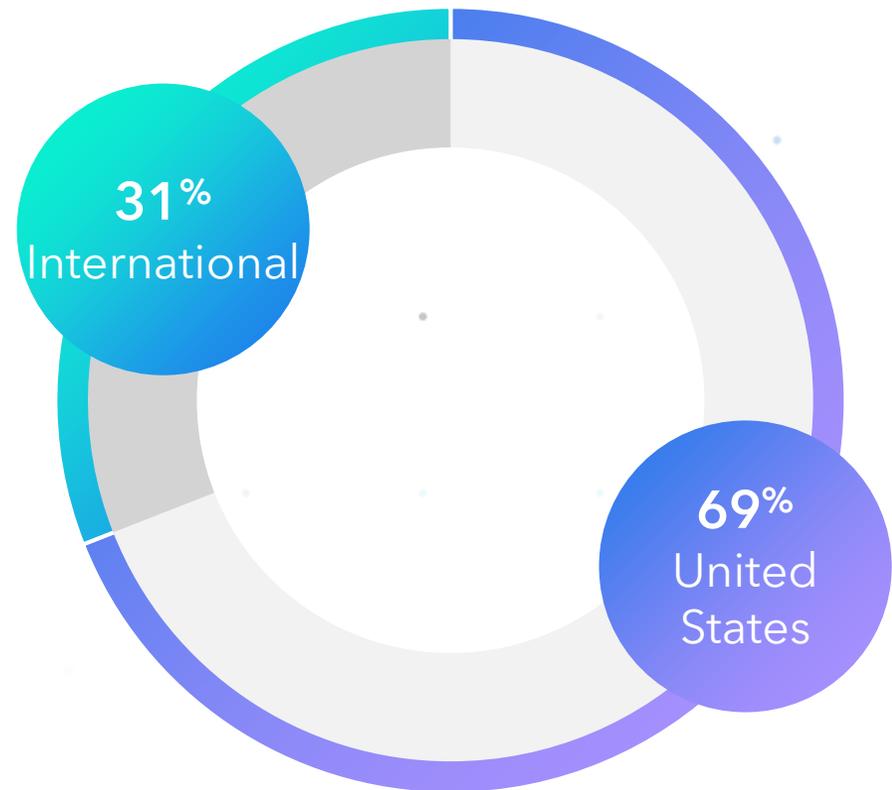


Scaling across end-markets and geographies

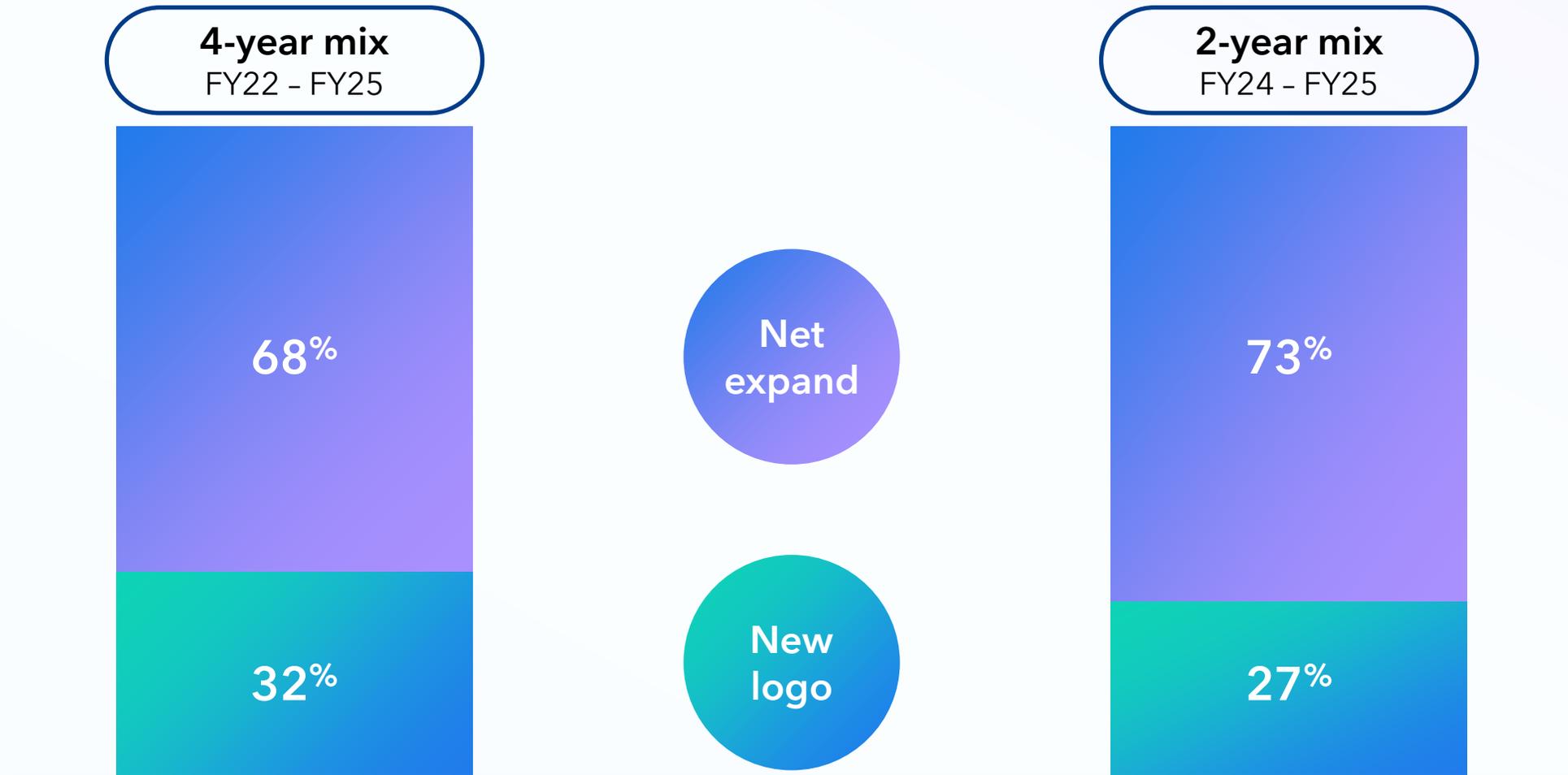
Total ARR mix by vertical
Q2 FY26



Total revenue mix by geo
Q2 FY26 (TTM)

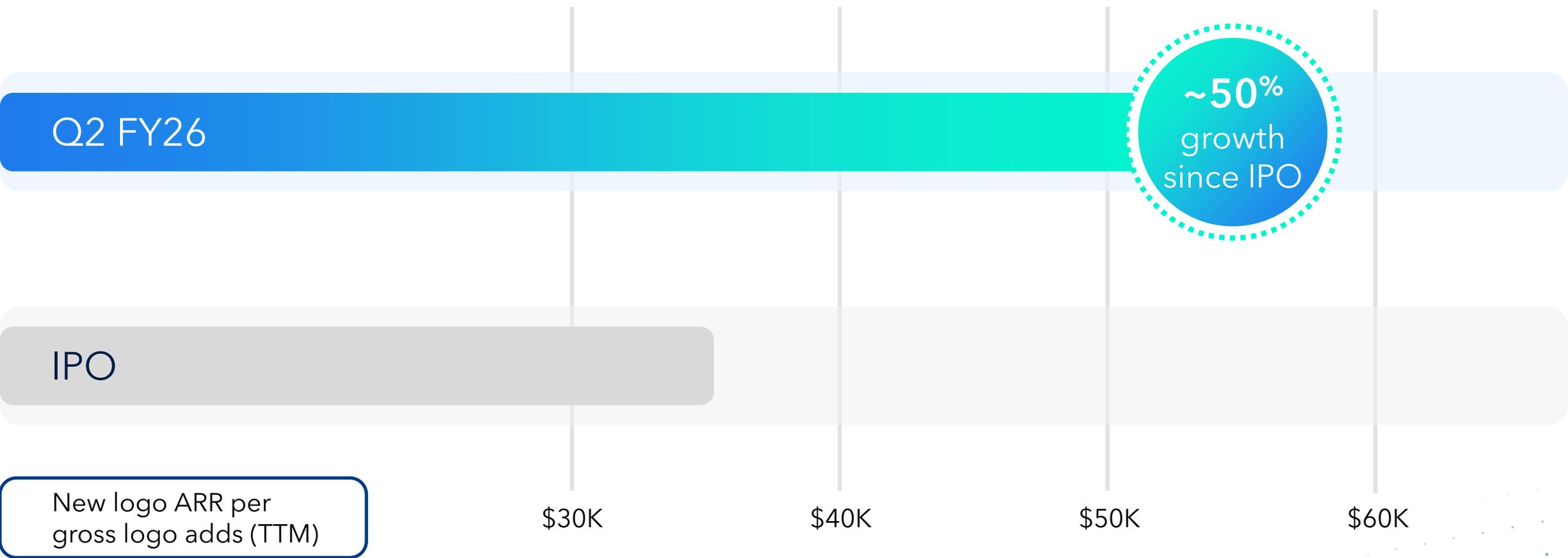


Cloud net new ARR mix: land + expand



Note: "net new" cloud ARR defined as: cloud ARR at the end of a reporting period minus cloud ARR at the end of the prior reporting period; "New logo" defined as: the portion of net new cloud ARR from existing reporting period clients that were not clients at the end of the prior reporting period; "Net expand" defined as: the portion of net new cloud ARR from existing reporting period clients that were also existing clients at the end of the prior reporting period

Client lands are getting larger



Clients are committing to longer with Intapp

~3 years

top 10 ARR client
average contract duration

>20% growth

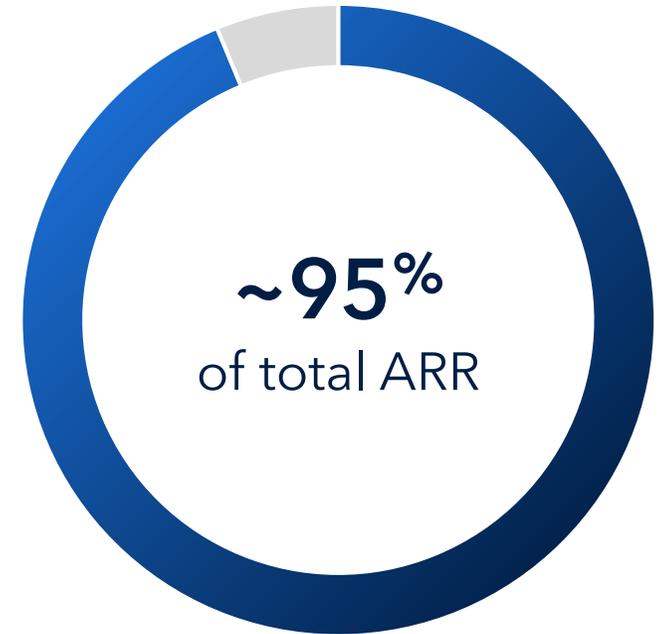
average contract duration
IPO - today at ~2 years

~10pt increase

long-term RPO mix ¹
IPO - today

¹ "RPO" defined as: remaining performance obligations; "long-term RPO mix" denotes the portion of total remaining performance obligations from which revenue is expected to be recognized after 12 months following the end of a reporting period

\$50K+ ARR clients embody the broader business momentum



vs. IPO

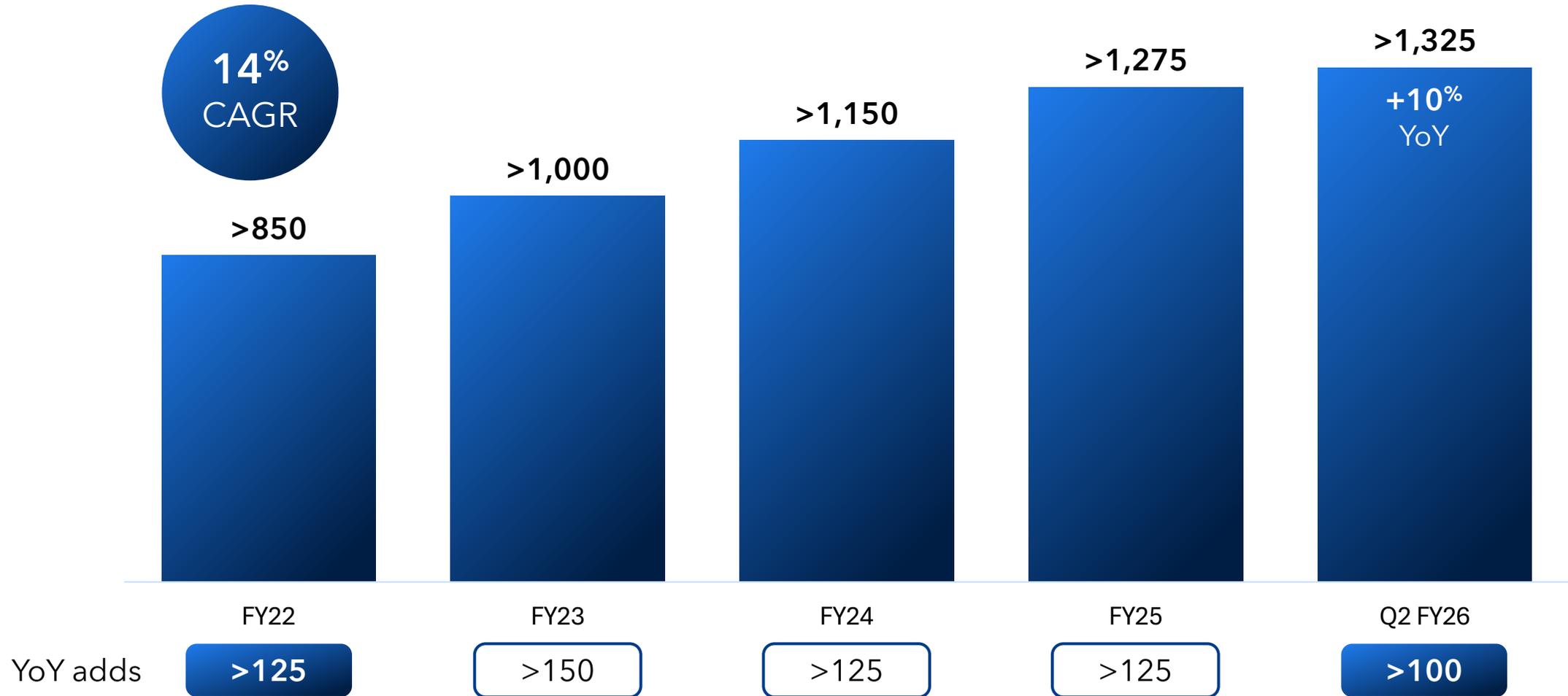
up
10+ pts

up
60+ pts

up
5+ pts

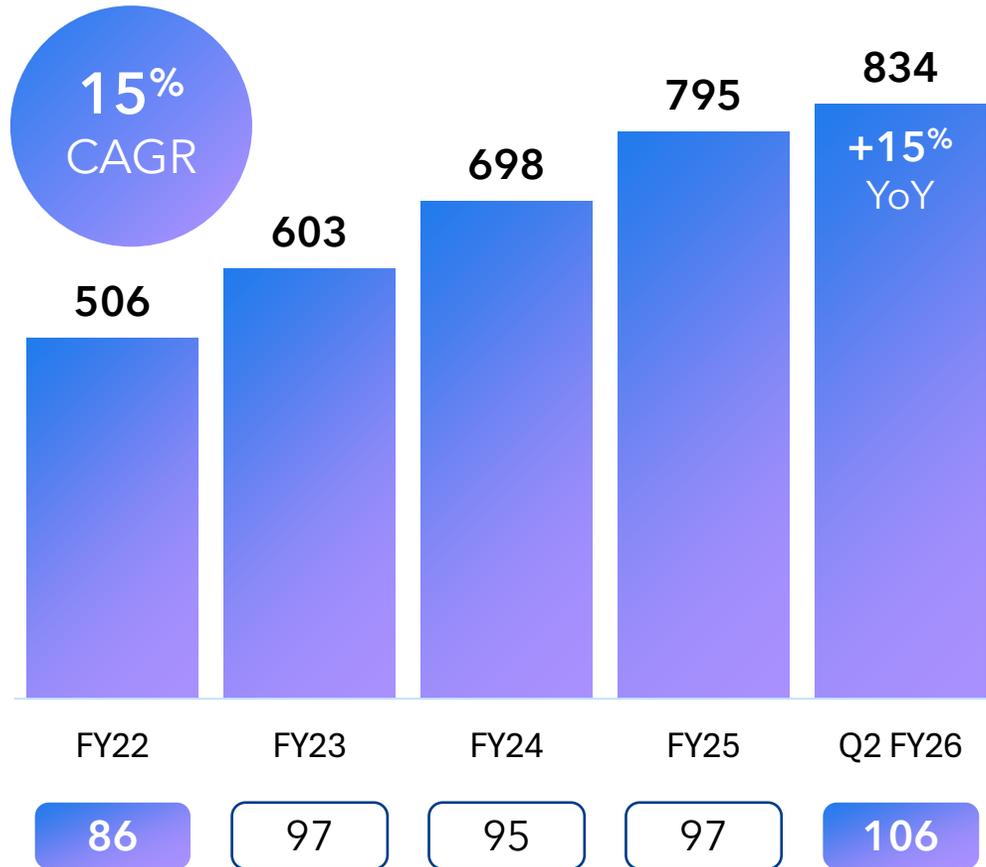
¹ \$50K+ ARR client net new logo mix defined as: the portion of net new logos represented by clients with greater than \$50,000 of ARR; "Net new logos" defined as: the difference between the number of existing clients at the end of a reporting period and the number of existing clients at the end of the prior reporting period

Healthy growth across our \$50K+ ARR clients

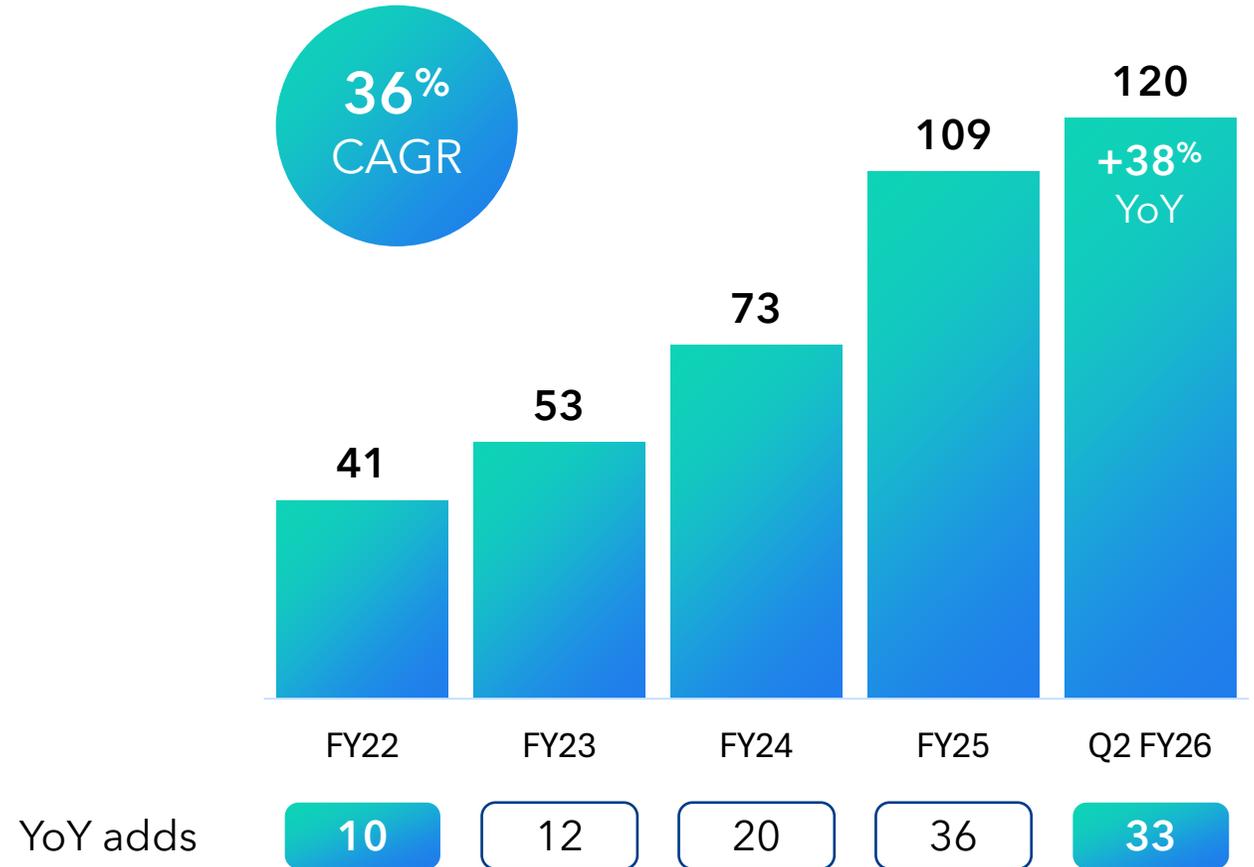


Strong growth in our large clients

\$100K+ ARR clients

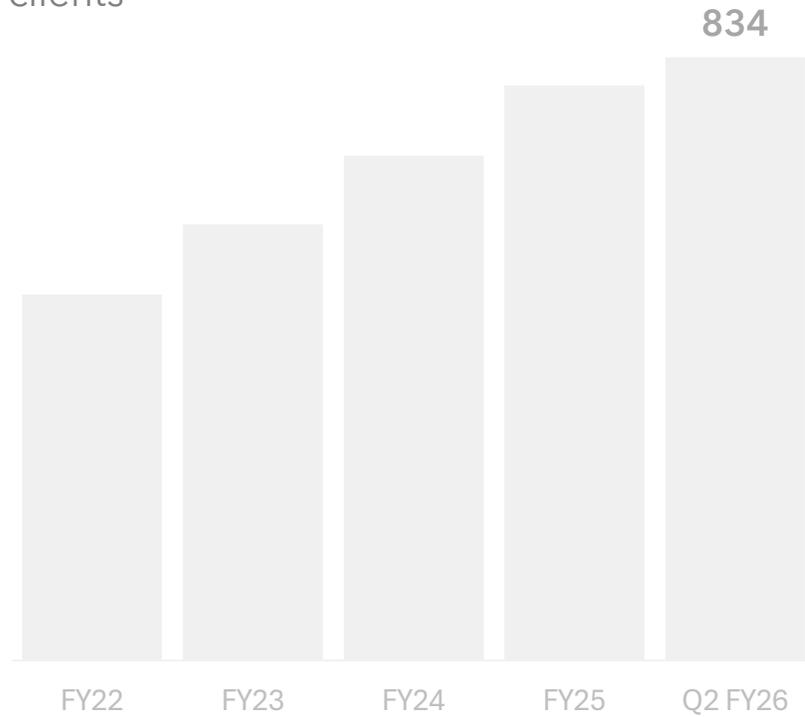


\$1M+ ARR clients

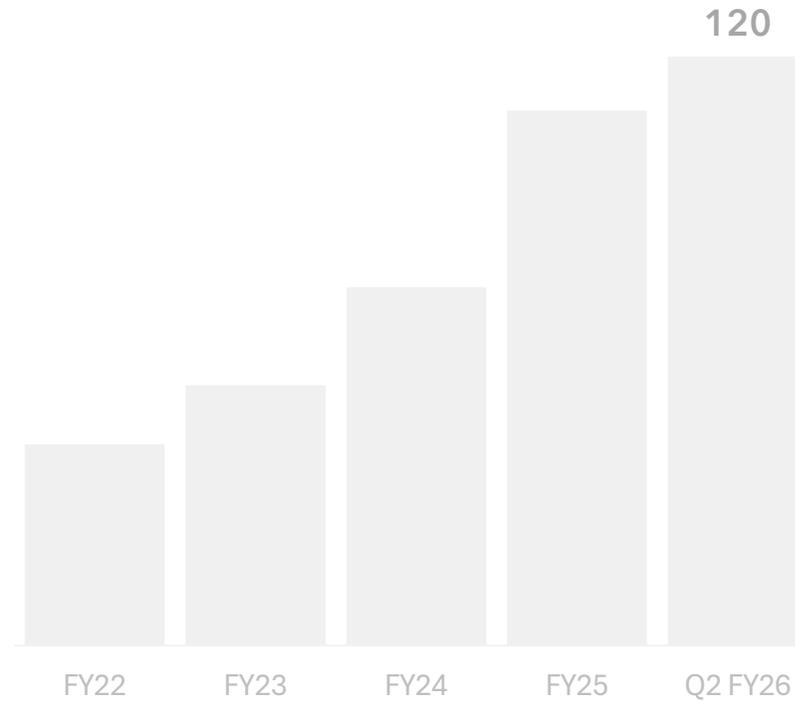


Strong growth in our large clients

\$100K+ ARR
clients



\$1M+ ARR
clients



>10 clients at
\$3M+ ARR

Progress in our \$1M+ ARR client base

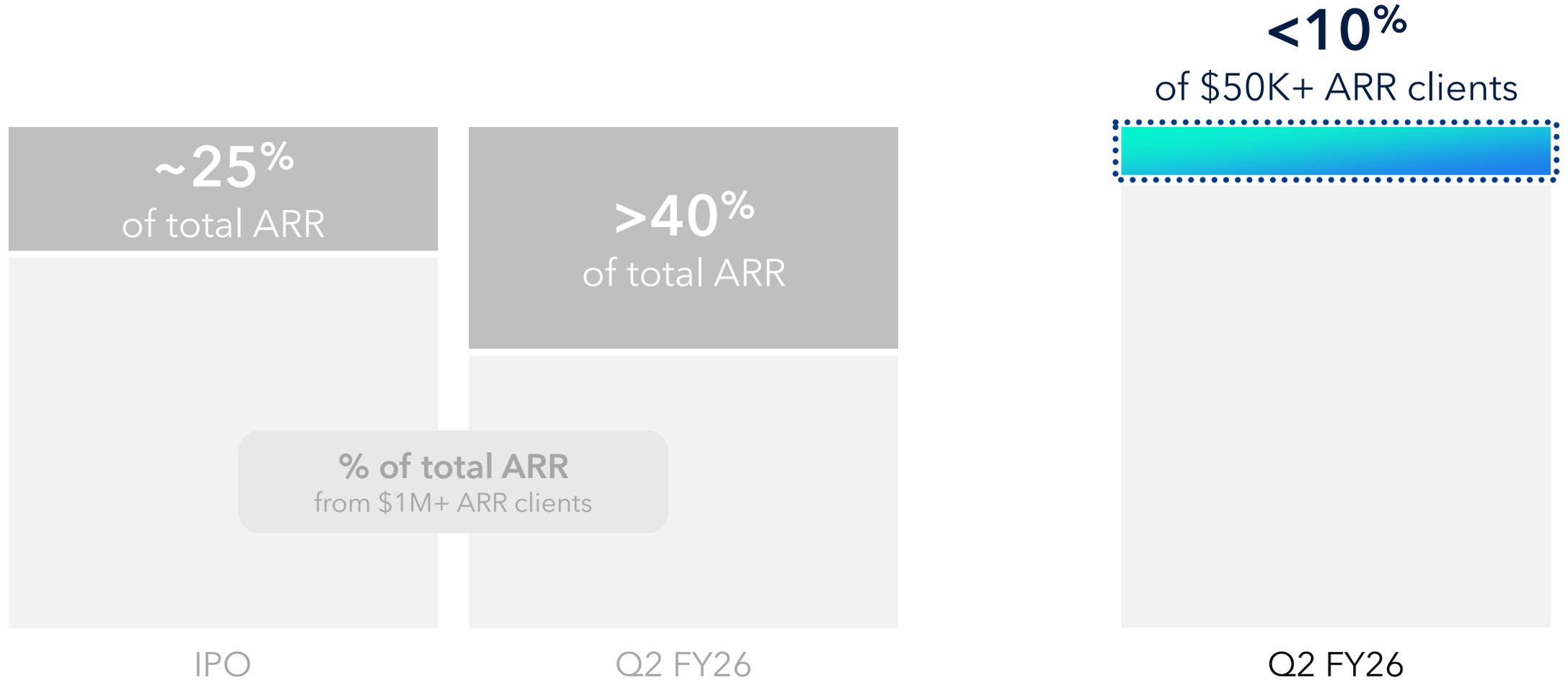


5 of 6
sub-verticals

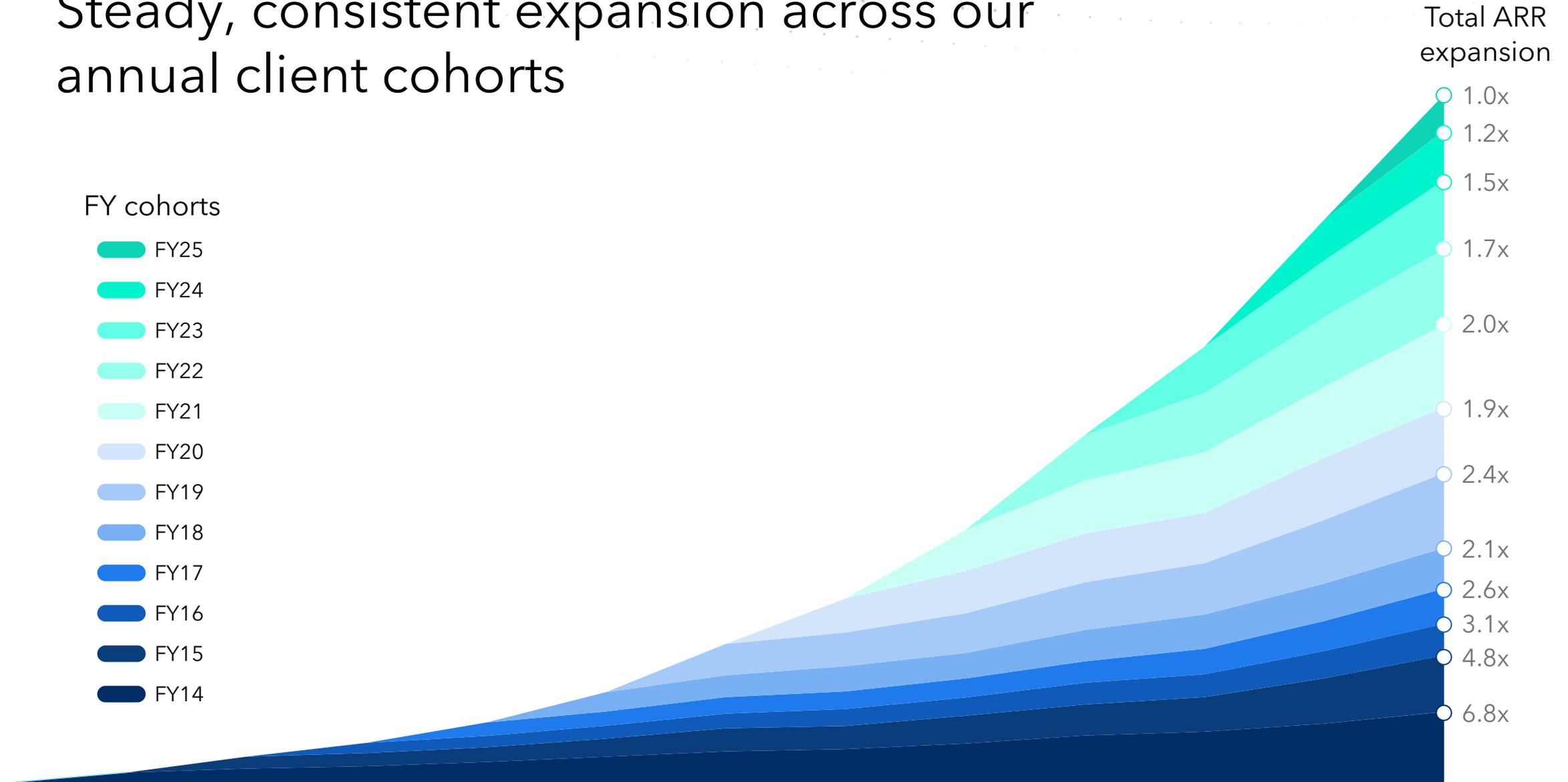
>\$225M
ARR

>4x
ARR since IPO

Progress and continued opportunity in our \$1M+ ARR client base

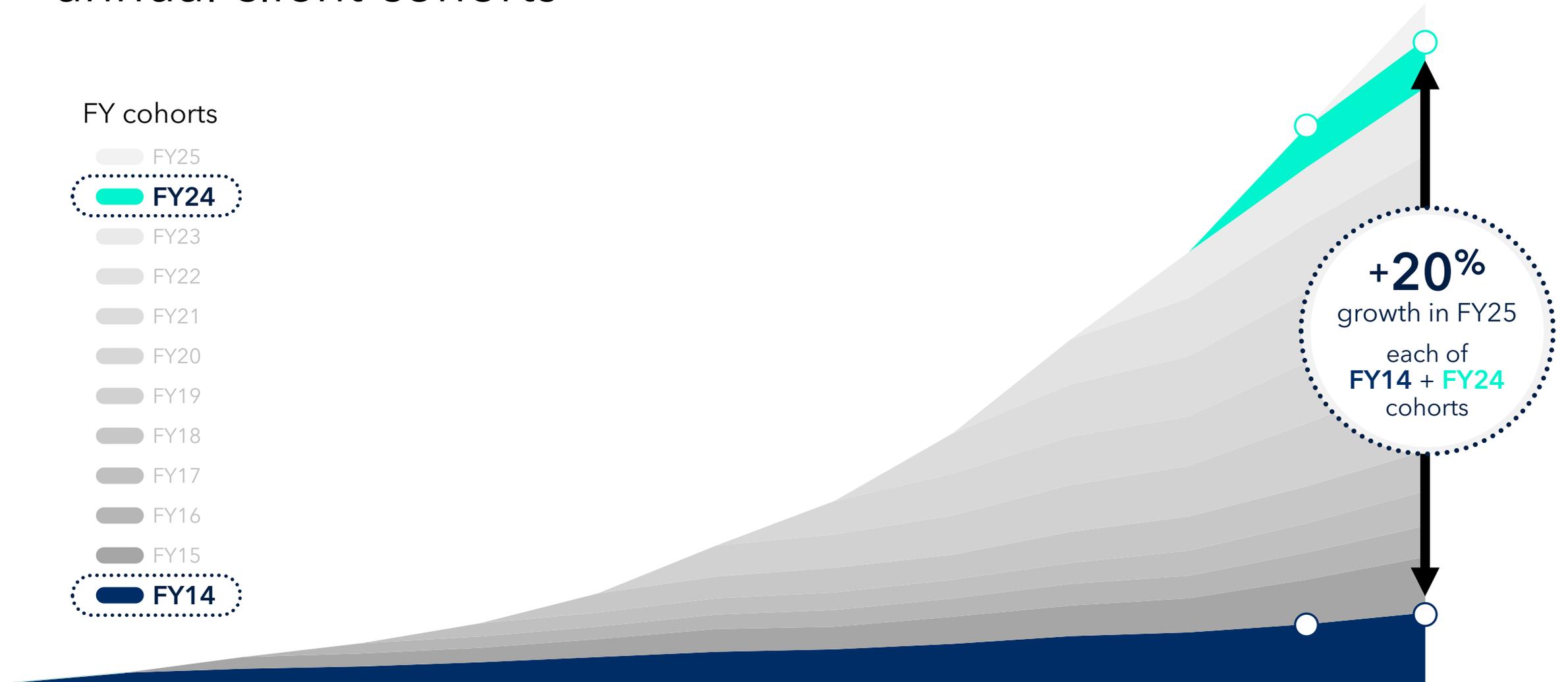


Steady, consistent expansion across our annual client cohorts



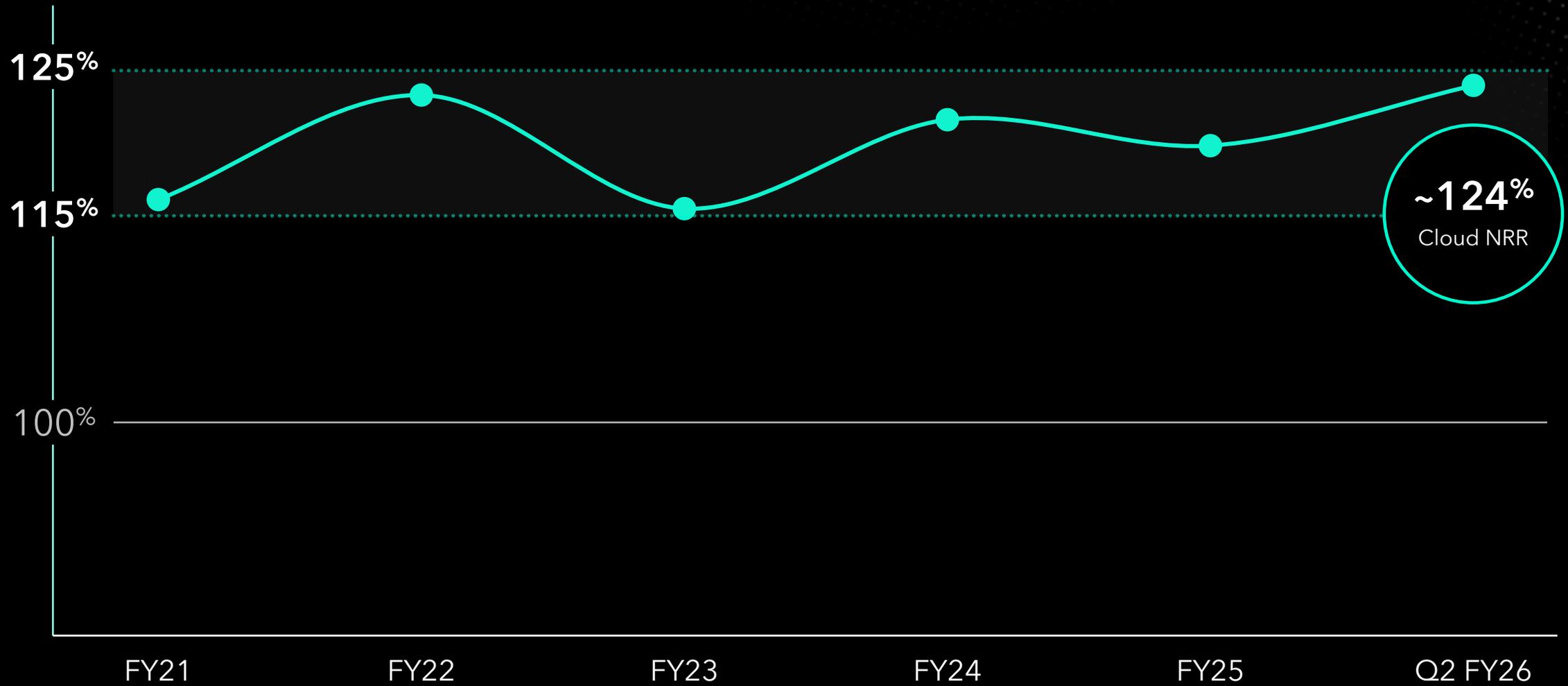
Note: chart reflects growth in total ARR over time for client cohorts based on initial contract year with Intapp. Based on fiscal year ending June 30; clients acquired through certain business acquisitions are included on a proforma basis as if such acquisition had occurred at the beginning of the applicable fiscal year

Steady, consistent expansion across our annual client cohorts

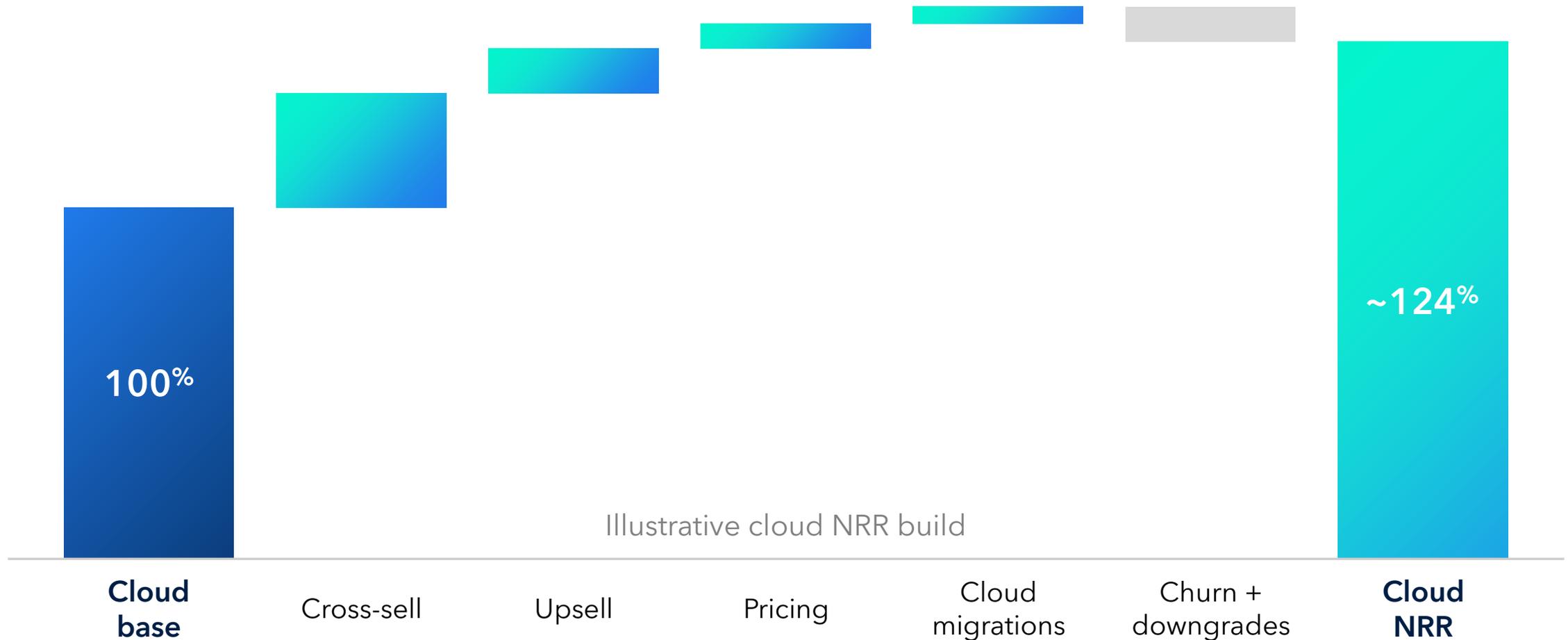


Note: chart reflects growth in total ARR over time for client cohorts based on initial contract year with Intapp. Based on fiscal year ending June 30; clients acquired through certain business acquisitions are included on a proforma basis as if such acquisition had occurred at the beginning of the applicable fiscal year

Strong cloud net retention

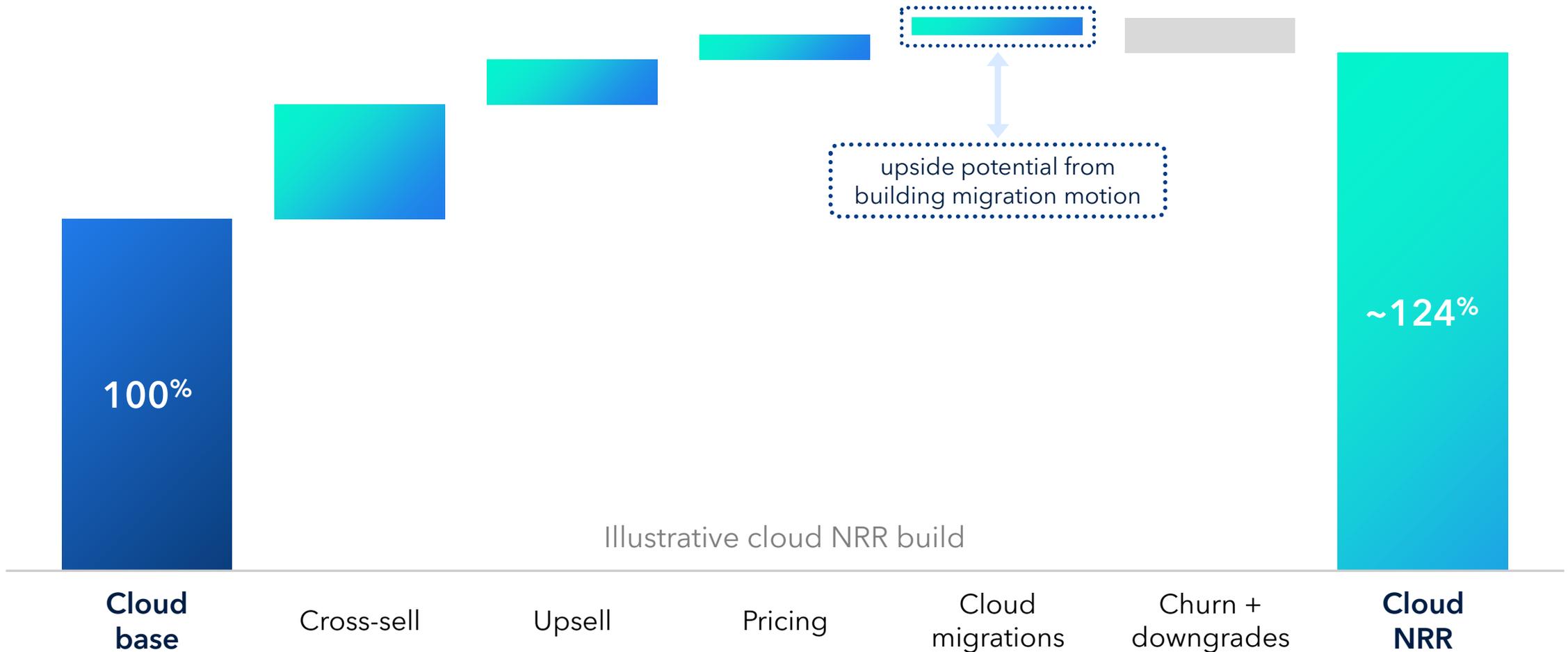


Multi-pronged cloud expand engine augments stable gross retention



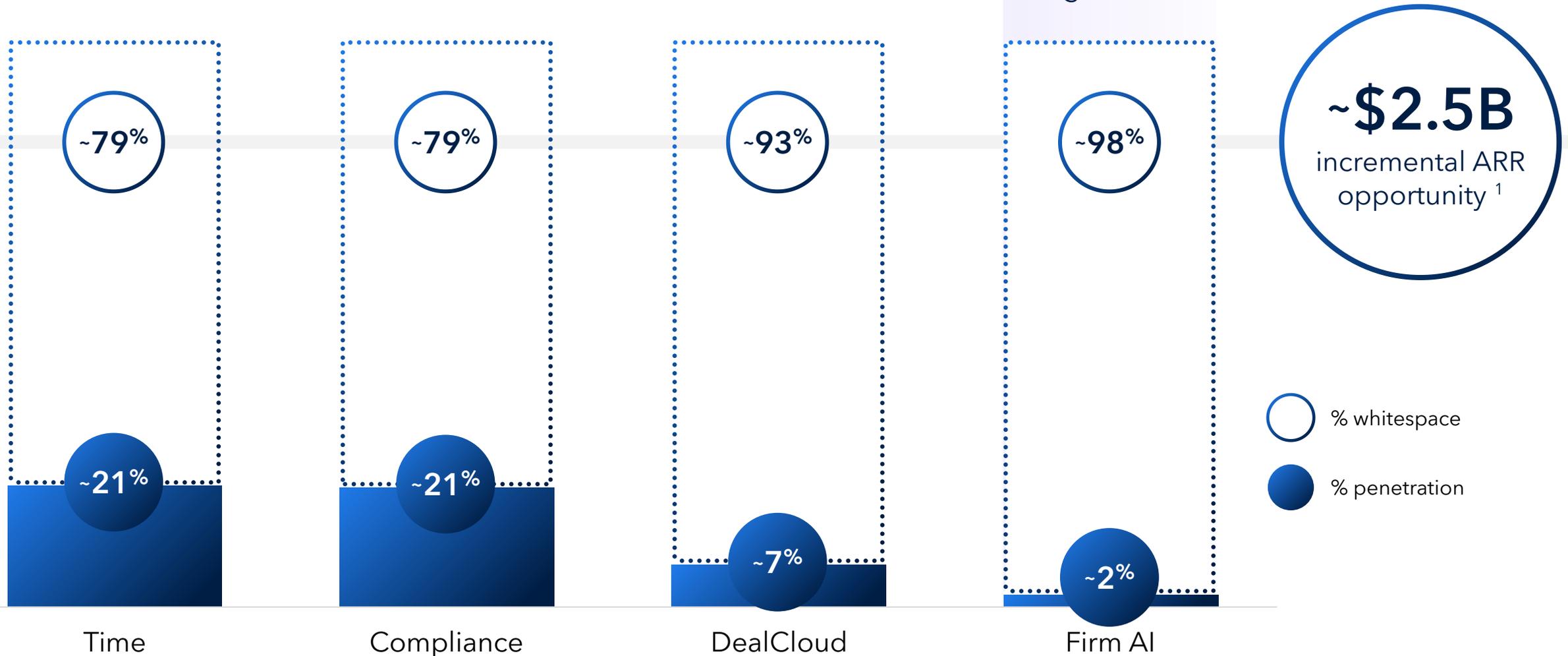
Note: chart reflects respective contribution to cloud net new client spend from shown categories for the 12 months prior to the end of the fiscal quarter ended December 31, 2025

Multi-pronged cloud expand engine augments stable gross retention



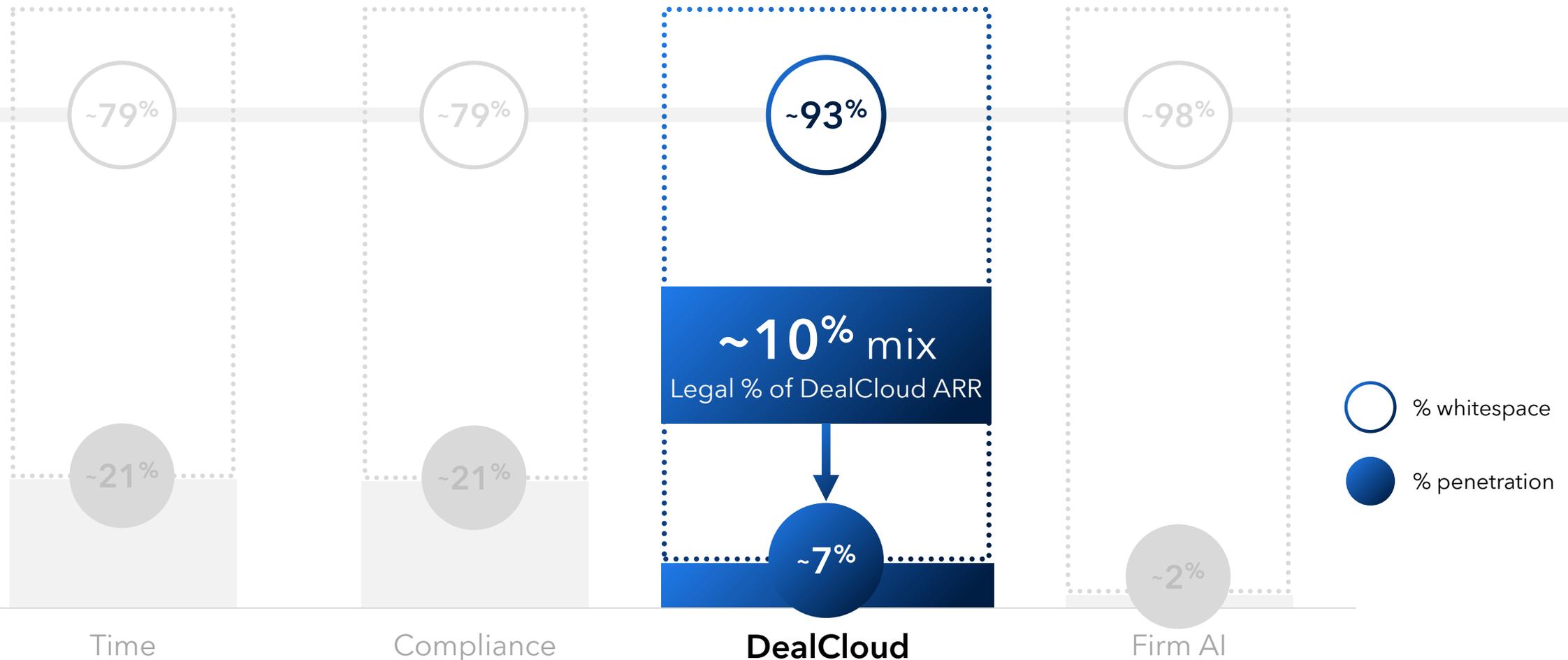
Note: chart reflects respective contribution to cloud net new client spend from shown categories for the 12 months prior to the end of the fiscal quarter ended December 31, 2025

Significant expand whitespace within core IT SAM of our top 200 clients



¹ Incremental ARR opportunity based on estimated expand potential of product portfolio within our top 200 clients (as determined by total ARR as of Q2 FY26)

Significant expand whitespace within core IT SAM of our top 200 clients



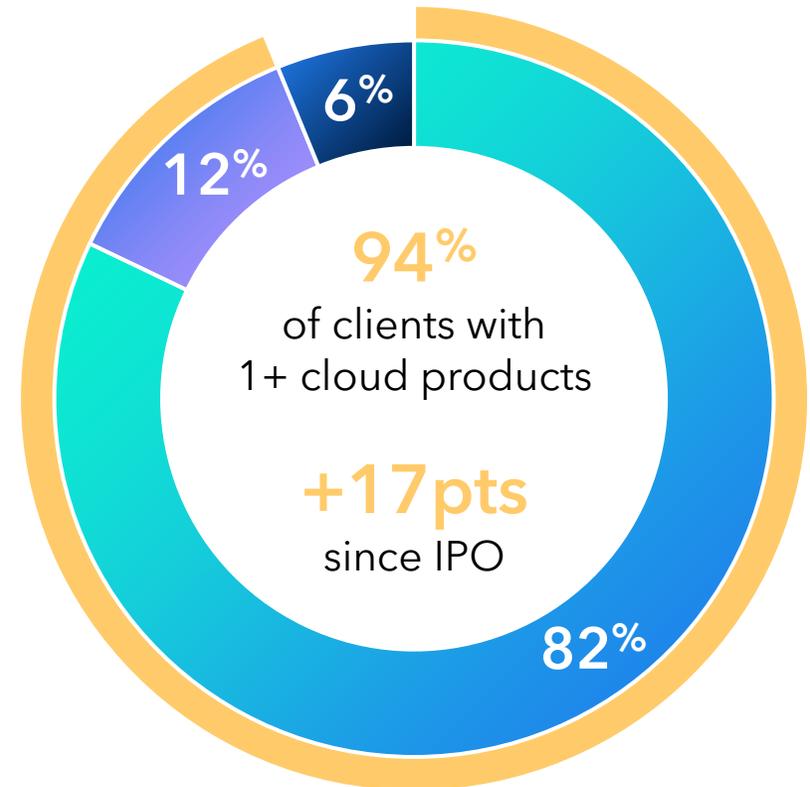
Note: whitespace is the incremental ARR opportunity based on estimated expand potential of product portfolio within our top 200 clients (as determined by total ARR as of Q2 FY26)

Cloud motion tees up the future in agentic

Client mix: **IPO**

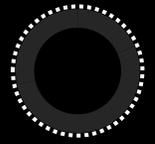


Client mix: **Q2 FY26**

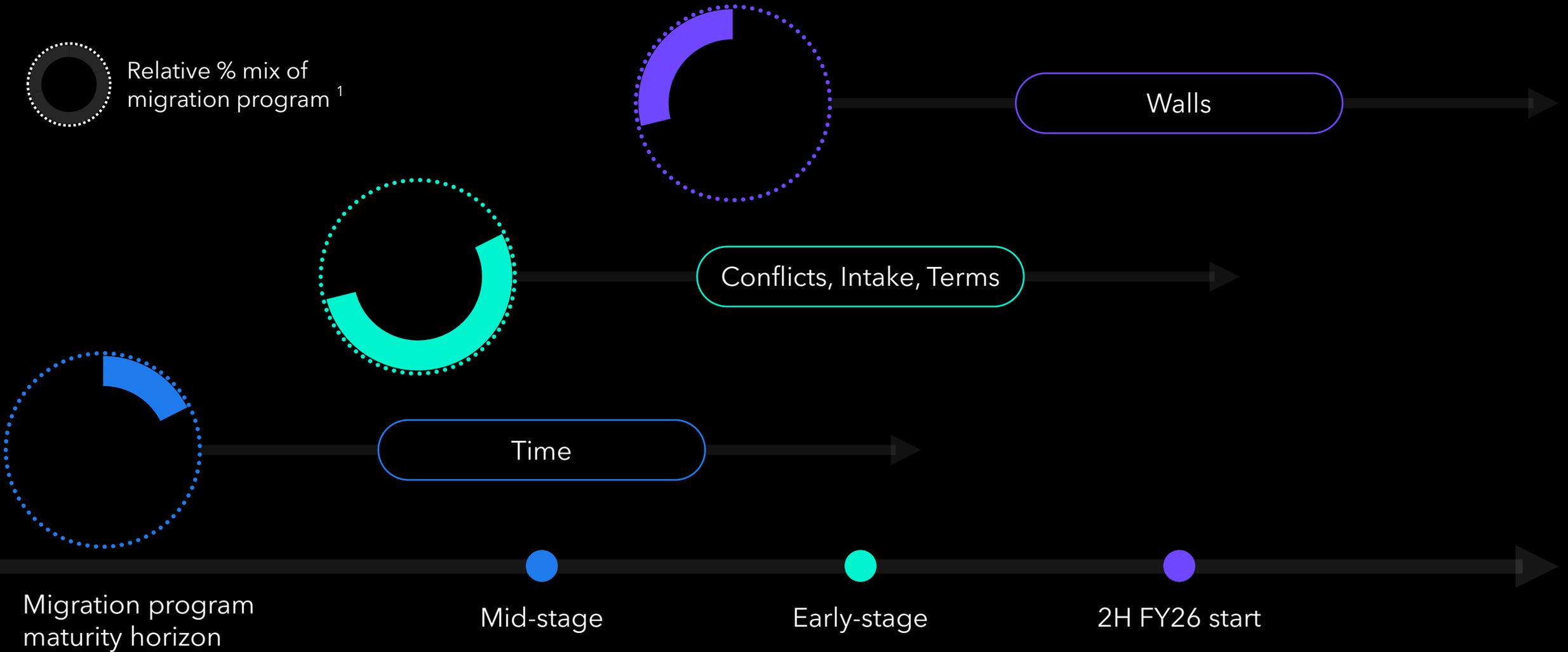


- All cloud
- Hybrid
- All on-premise

Cloud motion tees up the future in agentic



Relative % mix of migration program ¹



¹ Mix based on client spend for the on-premise deployed product families shown

Domain expertise and compliance positioning provide early signals for success into the agentic era

Q2 FY26



~10%

Assist AI % of net new client spend



Agentic AI
opportunity with
Celeste

~\$5 billion
additional SAM via M&A since IPO

~\$110 million
capital deployed since IPO ¹

Successful M&A track record



Real assets AI-based operating system



Enterprise collaboration solutions



AI-based solutions



Employee compliance



Prebilling automation and workflow



Microsoft Teams and Office 365 technology



Marketing and CRM



Relationship intelligence



Deal management



Cloud time entry



Compliance



Applied AI in time management

IPO

Note: SAM estimates based on market interviews and our historical data and experience
¹ Total consideration for acquisitions announced and/or closed subsequent to the closing of Intapp's IPO, through the end of the fiscal quarter ended December 31, 2025

David Morton

Operating leverage

Operating at **Rule of...**

~26%

Growth

Subscription revenue YoY growth

~18%

~43%

FY26E¹

Profitability

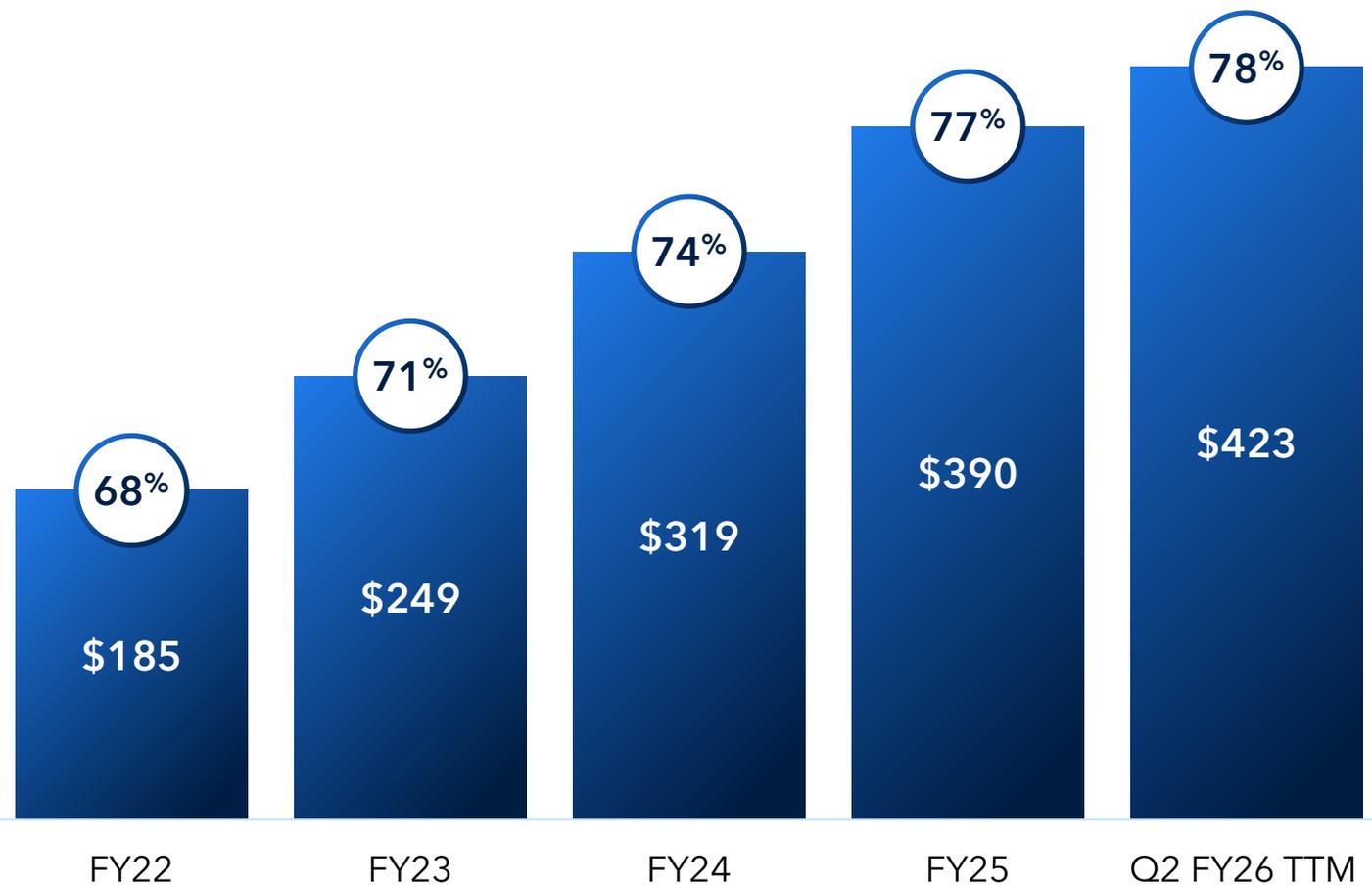
Non-GAAP operating margin

Note: "Rule of" defined as: YoY trailing 12-month subscription revenue growth rate plus trailing 12-month non-GAAP operating margin. Non-GAAP operating margin is based on non-GAAP operating income; refer to "Reconciliation: non-GAAP operating income (loss)" in appendix for a reconciliation of this measure to its most directly comparable GAAP financial measure. Refer to slide 96 footnote #1 for additional information regarding subscription revenue

¹ FY26E metrics provided as of 2/3/26, based on midpoints of FY26 outlook, communicated in Intapp's 2/3/26 earnings release

Gross margin improvement

\$ in millions



Investor Day
2026

78%
TTM

+6pts

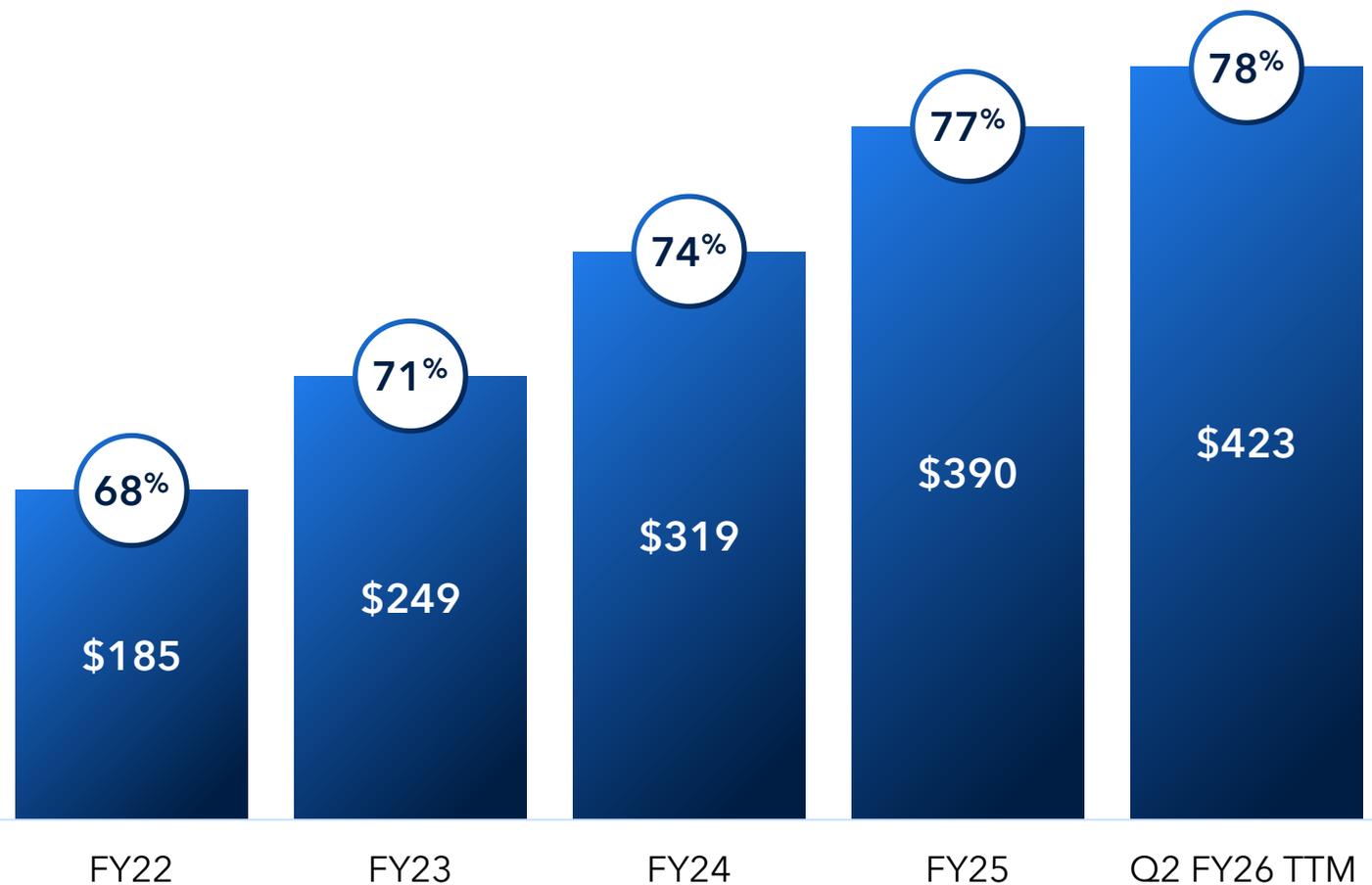
Investor Day
2024

72%
TTM

Note: non-GAAP gross profit and non-GAAP gross margin are non-GAAP financial measures; refer to "Reconciliation: non-GAAP gross profit" in appendix for a reconciliation to their most directly comparable GAAP financial measures

Gross margin improvement

\$ in millions



Subscription mix shift



Cloud economies of scale

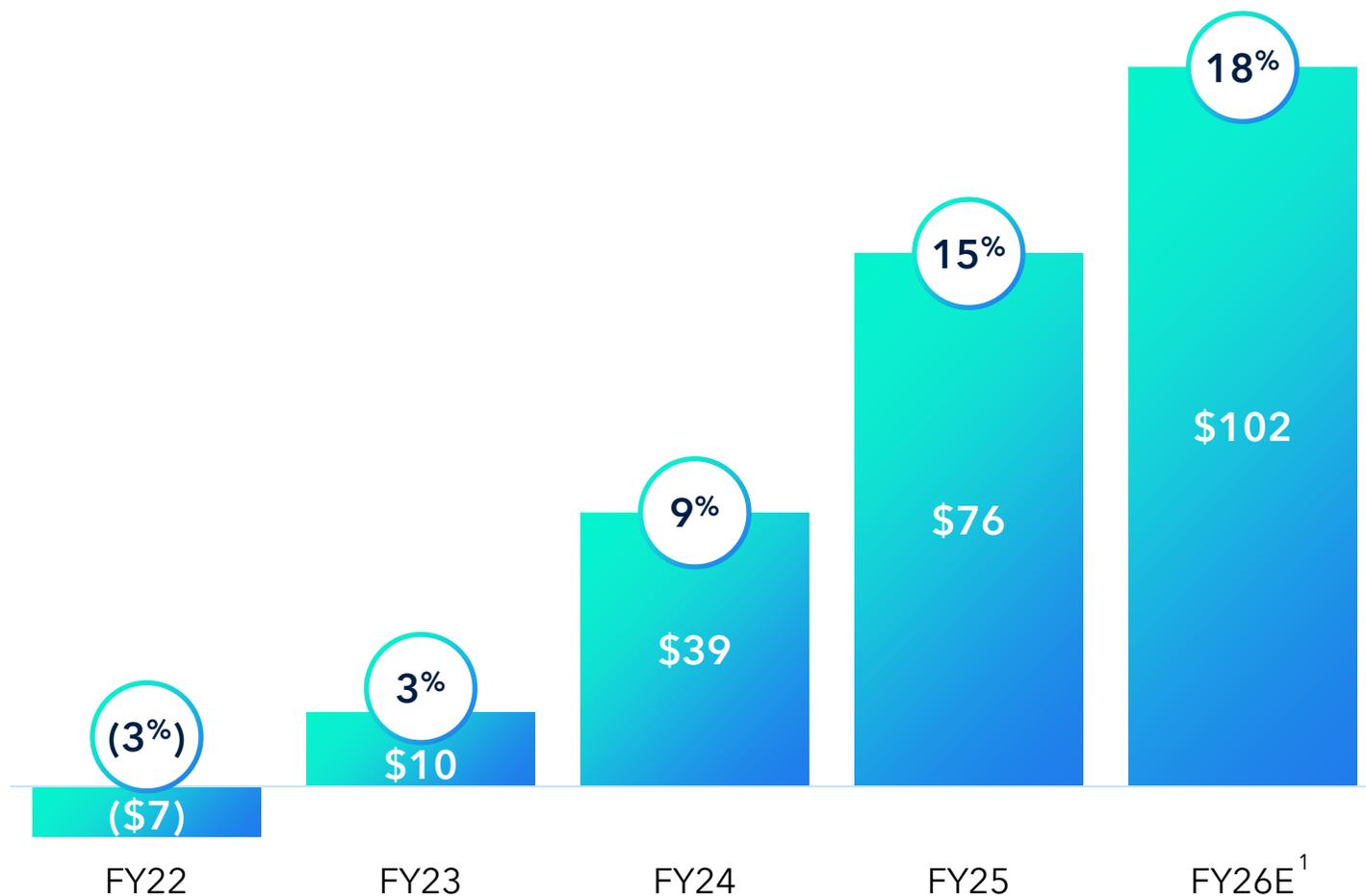


Services margin maintenance

Note: non-GAAP gross profit and non-GAAP gross margin are non-GAAP financial measures; refer to "Reconciliation: non-GAAP gross profit" in appendix for a reconciliation to their most directly comparable GAAP financial measures

Operating margin improvement

\$ in millions



Note: non-GAAP operating income (loss) and non-GAAP operating margin are non-GAAP financial measures; refer to "Reconciliation: non-GAAP operating income (loss)" in appendix for a reconciliation to their most directly comparable GAAP financial measures

¹ FY26E metrics provided as of 2/3/26, based on midpoints of FY26 outlook, communicated in Intapp's 2/3/26 earnings release

Investor Day
2026

17%
TTM

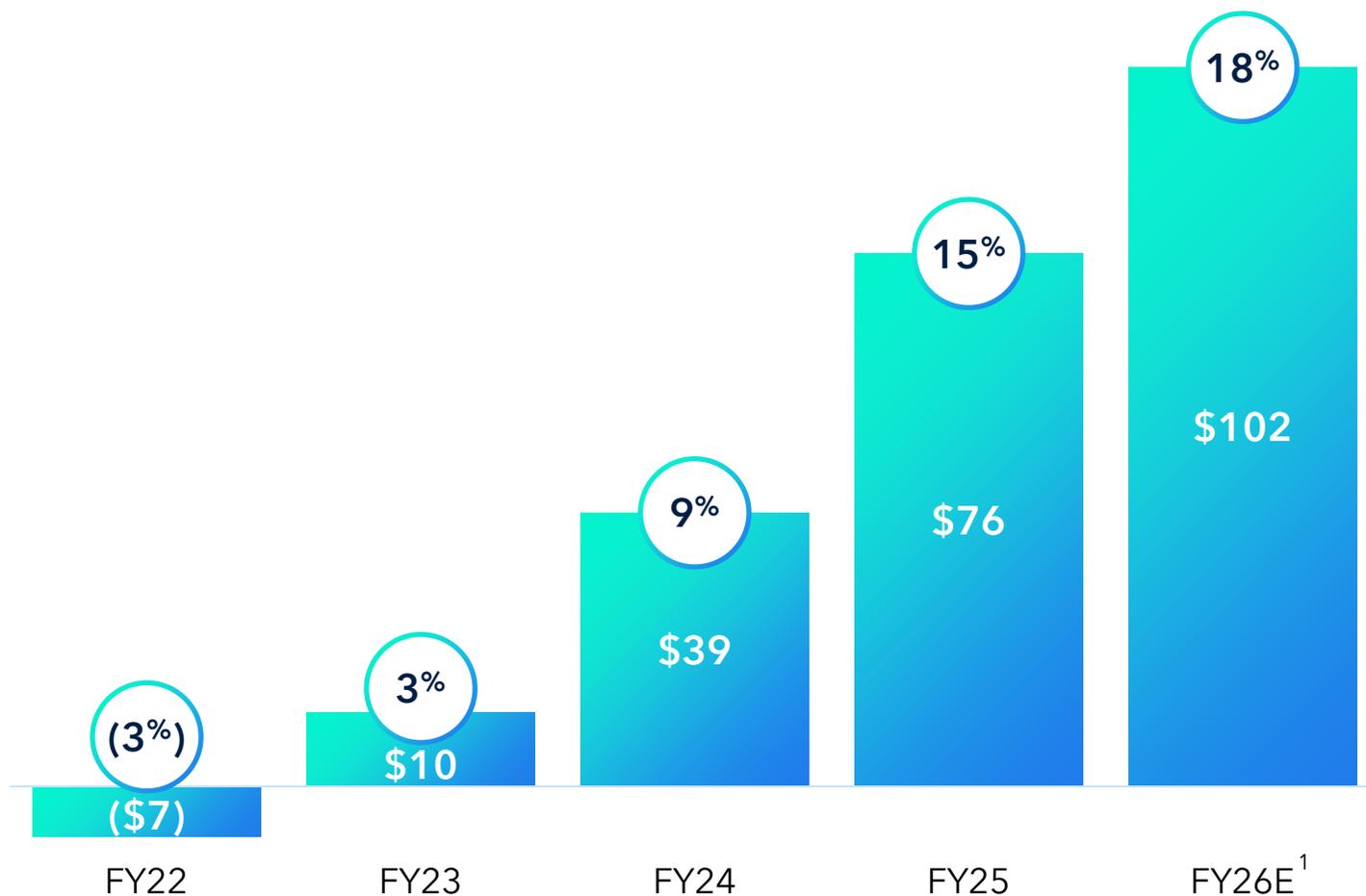
+12pts

Investor Day
2024

5%
TTM

Operating margin improvement

\$ in millions



Note: non-GAAP operating income (loss) and non-GAAP operating margin are non-GAAP financial measures; refer to "Reconciliation: non-GAAP operating income (loss)" in appendix for a reconciliation to their most directly comparable GAAP financial measures

¹ FY26E metrics provided as of 2/3/26, based on midpoints of FY26 outlook, communicated in Intapp's 2/3/26 earnings release



Gross margin:
subscription mix shift



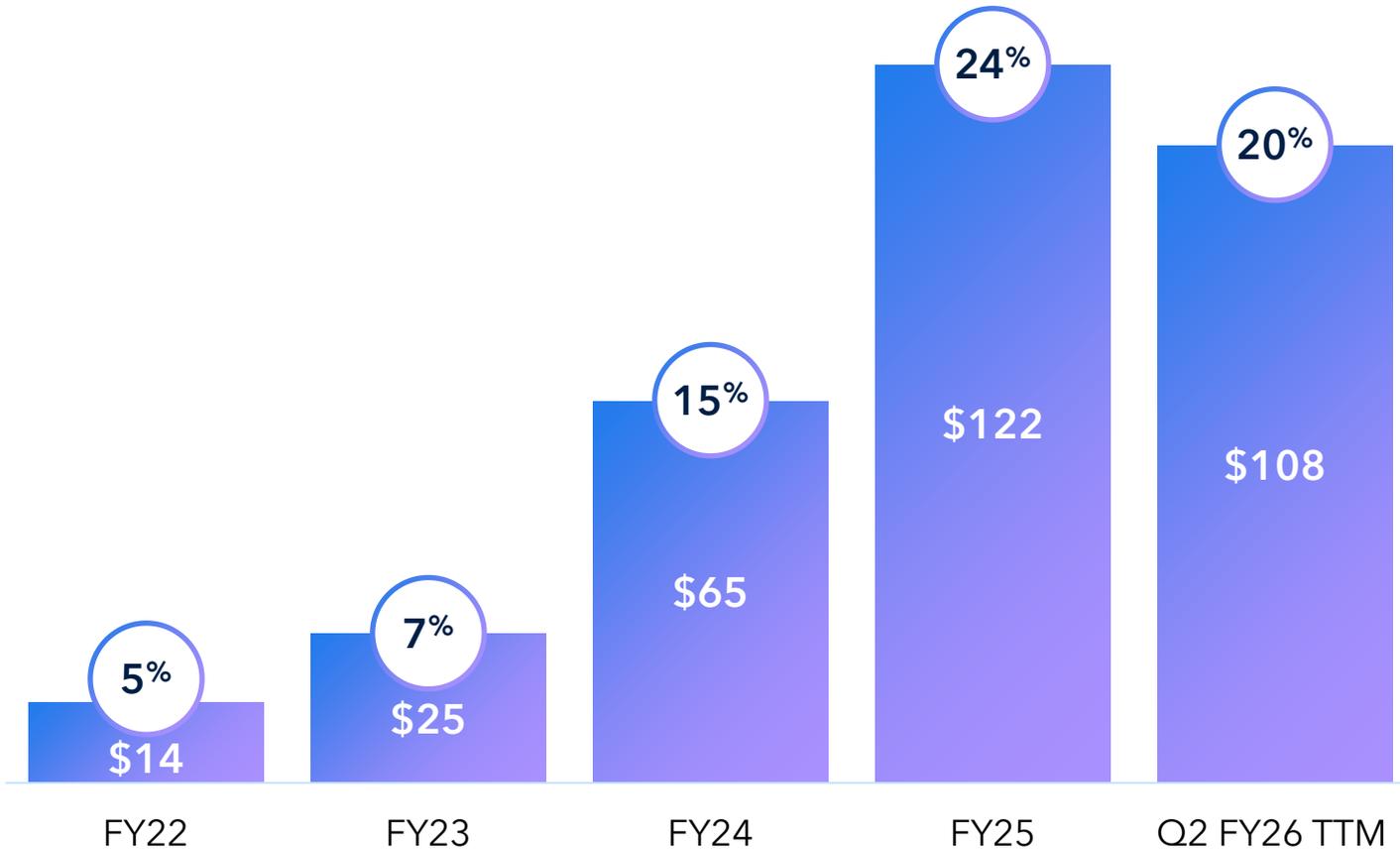
S&M: sales productivity,
partner economy,
blueprints



G&A: economies of
scale, process
automation

Free cash flow margin improvement

\$ in millions



Gross margin and OpEx leverage



Working capital management



Operational efficiency optimization

Note: free cash flow and free cash flow margin are non-GAAP financial measures; refer to "Reconciliation: free cash flow" in appendix for a reconciliation to their most directly comparable GAAP financial measures

Inflection in free cash flow since Investor Day 2024



Capital allocation framework

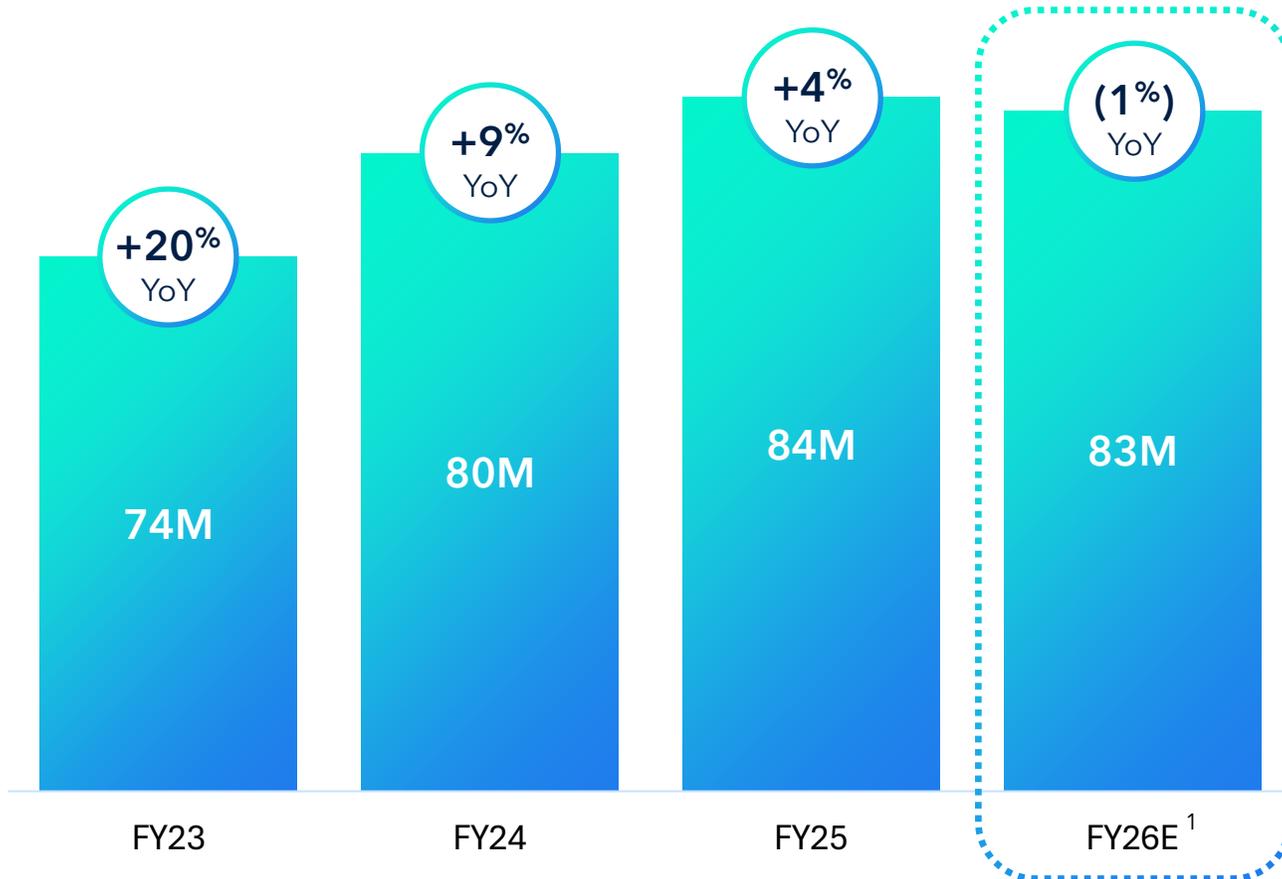
Strong cash flow
drives optionality



¹ Additional information regarding our share repurchase programs may be found in our Quarterly Report on Form 10-Q for the fiscal quarter ended December 31, 2025

Managing equity dilution

Non-GAAP weighted-average shares



<0% net dilution

FY26E
with share repurchases
as of Q2 FY26

Note: net dilution calculated as: year-over-year percentage change in diluted weighted-average shares used to compute non-GAAP net income per share

¹ Based on expectation for FY26E diluted shares, communicated in Intapp's 2/3/26 earnings release

David Morton

Financial framework



Headlines to define Intapp's financial model on the path to \$1B

Cloud growth...

NRR strength and deeper penetration of named account universe

\$50K+ ARR clients...

to continue guiding go-forward new logo trajectory

Subscription mix progression...

should show tighter track with total and subscription revenue growth

AI ecosystem...

participation and monetization

Driving client satisfaction...

and stickiness with partners and services delivery

Sustained leverage commitment...

continued cash generation and margin expansion

Capital allocation discipline...

share repurchases to manage dilution

The model progression...

	IPO FY21	Investor Day 2024 Q2 FY24 (TTM)
Total ARR	\$212 million	\$365 million
Cloud % of total ARR	52%	70%
Non-GAAP gross margin	69%	72%
Non-GAAP operating margin	4%	5%
Free cash flow margin	(6%)	9%

Note: non-GAAP gross margin, non-GAAP operating margin, and free cash flow margin are based on non-GAAP financial measures. Refer to "Reconciliations" in appendix for a reconciliation of these measures to their most directly comparable GAAP financial measures

The model progression...

	IPO FY21	Investor Day 2024 Q2 FY24 (TTM)	Investor Day 2026 Q2 FY26 (TTM)
Total ARR	\$212 million	\$365 million	\$535 million
Cloud % of total ARR	52%	70%	81%
Non-GAAP gross margin	69%	72%	78%
Non-GAAP operating margin	4%	5%	17%
Free cash flow margin	(6%)	9%	20%

Note: non-GAAP gross margin, non-GAAP operating margin, and free cash flow margin are based on non-GAAP financial measures. Refer to "Reconciliations" in appendix for a reconciliation of these measures to their most directly comparable GAAP financial measures

Targeting \$1 billion in total ARR...

	IPO FY21	Investor Day 2024 Q2 FY24 (TTM)	Investor Day 2026 Q2 FY26 (TTM)	FY29 target
Total ARR	\$212 million	\$365 million	\$535 million	\$1 billion
Cloud % of total ARR	52%	70%	81%	90%+
Non-GAAP gross margin	69%	72%	78%	80%+
Non-GAAP operating margin	4%	5%	17%	28% - 30%
Free cash flow margin	(6%)	9%	20%	25% - 30%

Note: FY29 amounts reflect our operating priorities, not specific targets or guidance. This data involves a number of assumptions and limitations, and are necessarily subject to a high degree of uncertainty and risk; Non-GAAP gross margin, non-GAAP operating margin, and free cash flow margin are based on non-GAAP financial measures. Refer to "Reconciliations" in appendix for a reconciliation of these measures to their most directly comparable GAAP financial measures

...and GAAP profitability

	Investor Day 2026 Q2 FY26 (TTM)	FY29 target
Total ARR	\$535 million	\$1 billion
Cloud % of total ARR	81%	90%+
Non-GAAP gross margin	78%	80%+
GAAP operating margin	Positive GAAP operating income FY28 target	
Non-GAAP operating margin	17%	28% - 30%
Free cash flow margin	20%	25% - 30%

Note: FY28 and FY29 amounts reflect our operating priorities, not specific targets or guidance. This data involves a number of assumptions and limitations, and are necessarily subject to a high degree of uncertainty and risk; Non-GAAP gross margin, non-GAAP operating margin, and free cash flow margin are based on non-GAAP financial measures. Refer to "Reconciliations" in appendix for a reconciliation of these measures to their most directly comparable GAAP financial measures

Investor Day 2026

Thank you



Our unique advantages

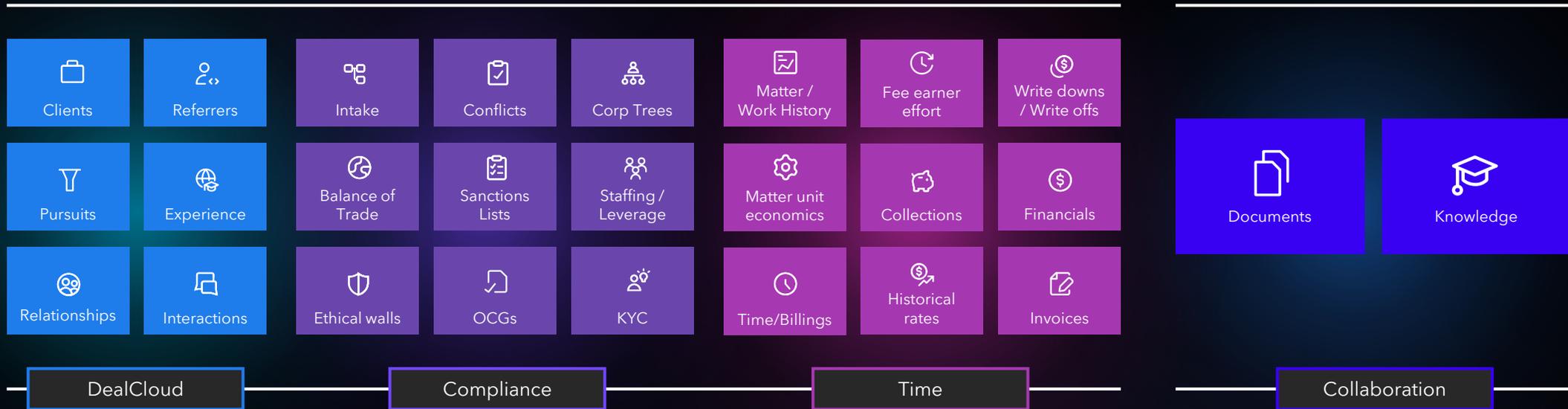


Distribution: we have the trust of 2,750+ clients worldwide

Legal						
Accounting						
Consulting						
Investment banking						
Private capital						
Real assets						

Note: client count as of December 31, 2025

Data and workflows: we already manage the critical data and workflows that these firms rely on each day



Professional compliance: Intapp is the industry leader



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

Data partners



Technology partners



Services partners



Intapp partner ecosystem

145+

Vertical-centric partners

~\$5 billion
additional SAM via M&A since IPO

~\$110 million
capital deployed since IPO ¹

Successful M&A track record

-  **TermSheet** Real assets AI-based operating system
-  **transformdata** Enterprise collaboration solutions
-  **delphai** AI-based solutions
-  **Paragon** Employee compliance
-  **billstream** Prebilling automation and workflow
-  **repstor** Microsoft Teams and Office 365 technology
-  **ONEPLACE** Marketing and CRM
-  **gwabbit** Relationship intelligence
-  **DealCloud** Deal management
-  **Rekoop** Cloud time entry
-  **FRAYMAN** Compliance
-  **Advanced Productivity** Applied AI in time management

IPO

Note: SAM estimates based on market interviews and our historical data and experience
¹ Total consideration for acquisitions announced and/or closed subsequent to the closing of Intapp's IPO, through the end of the fiscal quarter ended December 31, 2025

Team: Our industry expertise and client focus set us apart

Vertical expertise

Silicon Valley engineering

Founder-led

Client obsessed

Summary

- ✔ Firms are expanding but need AI that is compliant and built for how they work
- ✔ Celeste is our AI-native agentic platform, purpose-built for professional firms
- ✔ We partner with Microsoft, Anthropic and Harvey; Celeste makes their 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
- ✔ We have the distribution, data, compliance depth, and team to win

Thank you



Reconciliations



Reconciliation: non-GAAP gross profit

\$ in millions

	FY21	FY22	FY23	FY24	FY25	Q2 FY24 TTM	Q2 FY26 TTM
GAAP gross profit	\$140	\$173	\$239	\$307	\$373	\$270	\$406
Adjusted to exclude the following:							
Stock-based compensation	1	4	6	7	10	7	10
Amortization of intangible assets	7	8	4	5	7	4	7
Non-GAAP gross profit	\$148	\$185	\$249	\$319	\$390	\$281	\$423
<i>GAAP gross margin</i>	65%	64%	68%	71%	74%	69%	75%
<i>Non-GAAP gross margin</i>	69%	68%	71%	74%	77%	72%	78%

Reconciliation: non-GAAP operating income (loss)

\$ in millions

	FY21	FY22	FY23	FY24	FY25	Q2 FY24 TTM	Q2 FY26 TTM
GAAP operating loss	\$(23)	\$(99)	\$(69)	\$(32)	\$(27)	\$(56)	\$(32)
Adjusted to exclude the following:							
Stock-based compensation	19	77	68	60	88	67	101
Amortization of intangible assets	11	14	11	11	12	11	12
Lease modification	–	–	1	–	–	–	–
Expenses related to acquisition related contingent and deferred liabilities ¹	–	(1)	(2)	(3)	1	(4)	6
Transaction costs ²	1	2	1	3	1	2	1
Restructuring and other costs	–	–	–	–	1	–	1
Asset impairments ³	–	–	–	–	–	–	1
Non-GAAP operating income (loss)	\$8	\$(7)	\$10	\$39	\$76	\$20	\$90
<i>GAAP operating margin</i>	<i>(11%)</i>	<i>(37%)</i>	<i>(20%)</i>	<i>(7%)</i>	<i>(5%)</i>	<i>(14%)</i>	<i>(6%)</i>
<i>Non-GAAP operating margin</i>	<i>4%</i>	<i>(3%)</i>	<i>3%</i>	<i>9%</i>	<i>15%</i>	<i>5%</i>	<i>17%</i>

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 acquisition-related transaction costs, acquisition termination costs, costs related to a legal settlement incurred in connection with an acquisition and costs related to certain non-capitalized offering-related expenses

³ Consists of impairment costs related to capitalized cloud computing implementation costs from our digital transformation initiative

Reconciliation: free cash flow

\$ in millions

	FY21	FY22	FY23	FY24	FY25	Q2 FY24 TTM	Q2 FY26 TTM
Net cash (used in) provided by operating activities	\$(10)	\$14	\$27	\$67	\$124	\$38	\$111
Adjusted for the following cash outlay:							
Purchases of property and equipment	(2)	–	(2)	(2)	(2)	(2)	(3)
Free cash flow	\$(12)	\$14	\$25	\$65	\$122	\$36	\$108
<i>Free cash flow margin</i>	<i>(6%)</i>	<i>5%</i>	<i>7%</i>	<i>15%</i>	<i>24%</i>	<i>9%</i>	<i>20%</i>

Note: beginning with the quarter ended December 31, 2023, we have excluded capitalized internal-use software costs from the calculation of our free cash flow, which we believe better aligns with industry standard. Our free cash flow for prior periods presented were recast to conform to the updated methodology and are reflected herein for comparison purposes