

Investor presentation

May 2024

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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 operating profit, non-GAAP operating margin, non-GAAP diluted net income per share, free cash flow and free cash flow margin. Non-GAAP operating profit and non-GAAP operating margin exclude the impact of stock-based compensation, amortization of intangible assets, change in fair value of contingent consideration, transaction costs and restructuring costs; 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. Intapp has not included a quantitative reconciliation of its guidance for non-GAAP operating profit and non-GAAP diluted net income per share 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. 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 investment thesis



Global leader in software tailored for the professional and financial services industries



Industry-specific data architecture that has created a wide and defensible competitive moat



Years of experience in applied AI



Several drivers of strong top-line growth



Very large total addressable market



Free cash flow positive¹

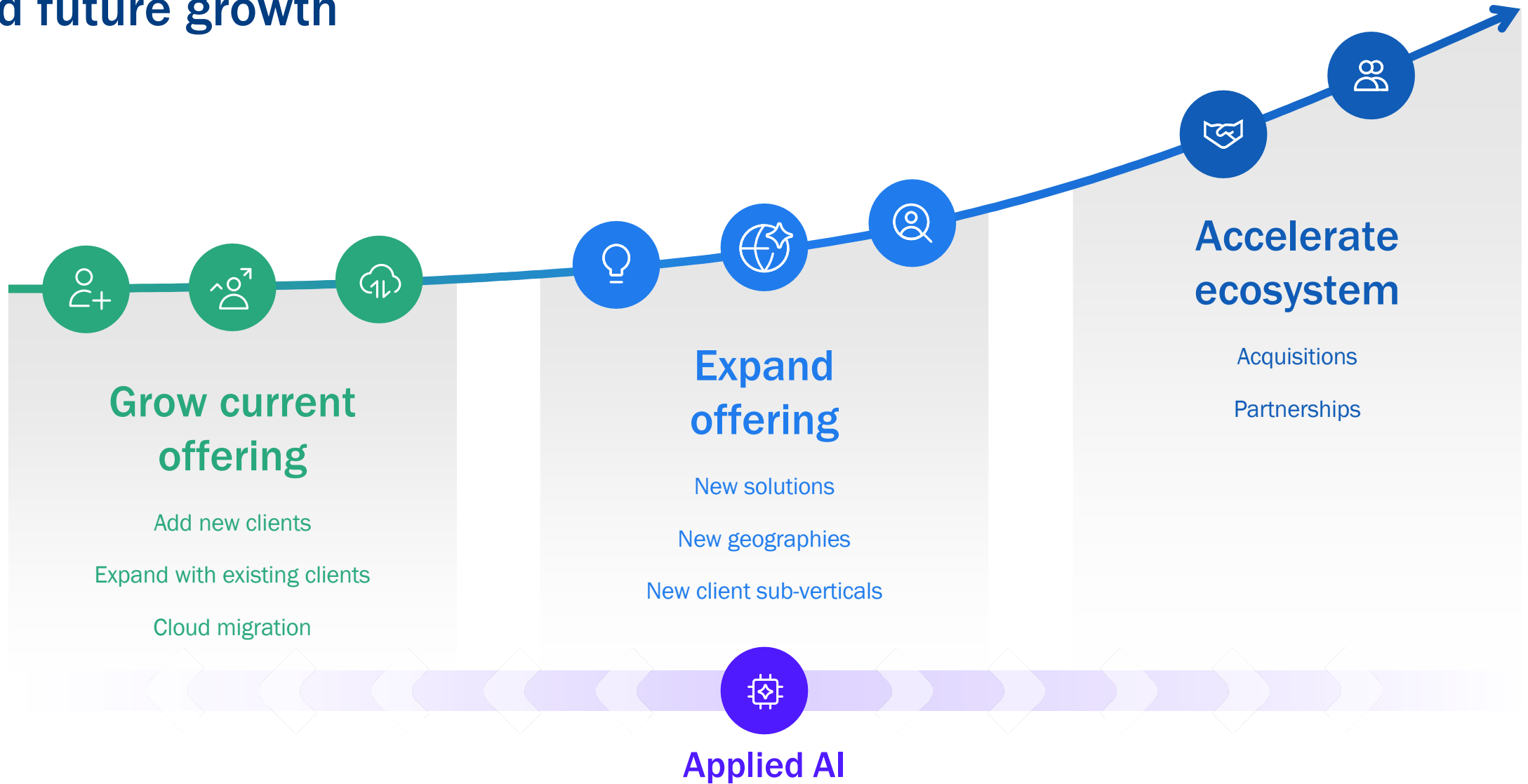
¹ Refer to “Reconciliation: Free cash flow” for a reconciliation of this measure to its most directly comparable GAAP financial measure

We continue to focus on the underserved financial and professional services sector



Note: based on internal research

Multiple drivers for current and future growth





Grow current offering Add new clients

Strong growth in “land” today...

- We’ve added new logos at a ~10% rate and serve more than 2,450 clients as of March 31, 2024
- In FY23, we grew the number of \$100K+ ARR clients at ~20% and \$1M+ ARR clients at ~30% compared to FY22, reflecting a combination of land and expand

...and well positioned for future growth

- Our clients range from global firms with 100,000s of employees to boutique investor shops with small groups of partners
- Our reputation across these markets creates positive word of mouth, complementing our marketing program to drive new clients

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

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Quadrille Capital, an independent investment manager providing global coverage of venture capital and growth equity, selected DealCloud for deal flow and pipeline management.

“

We’re delighted to have chosen DealCloud to support Quadrille in the next phase of our growth — to reach our goal of enabling efficiency at scale.”

Edouard Brunet

Chief Value Officer and Chief Financial Officer
Quadrille Capital



Grow current offering

Expand with existing clients

Attractive dollar retention

- The trailing 12 months' NRR⁽⁴⁾ has ranged from 113–117% for the past several quarters

Capturing incremental client needs

- We have built up from our initial, unique industry graph data model to create an integrated platform of industry-specific business solutions
- Solutions:
 - Deal management
 - Collaboration and content
 - Marketing and business development
 - Risk and compliance
 - Operations and finance

⁽⁴⁾ Net revenue retention rate (NRR) 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



Warner Norcross + Judd

Warner Norcross + Judd, a large, multi-practice law firm and a longtime client using Intapp Time, selected DealCloud as its relationship management platform, and added Intapp Compliance solutions.

“

DealCloud will help us facilitate growth efforts by providing relationship management, intelligence, and outreach capabilities in one platform that's easy for our attorneys to use.”

Tom Smanik

Director of Business Development and Marketing
Warner Norcross + Judd LLP



Grow current offering Cloud migration

A steady pace of cloud migration

- 72% of our ARR was cloud in Q3 FY24, up from 58% two years earlier
- 91% of our clients have some portion of their Intapp business in the cloud

Delivering key AI capabilities via our cloud-based solutions

- Intapp's applied AI capabilities in our cloud platform provide a strong incentive to migrate
- During their cloud transitions, clients often adopt additional modules at a higher rate
- COVID made firm leaders realize the value of cloud vs. on-premises software

goulston
storrs&

Goulston & Storrs, a full-service law firm known for its real estate, corporate, litigation, private client, and tax practices, migrated Intapp Risk & Compliance to the cloud.

“

Automating additional workflows using Intapp was a logical next step.”

Andrew Mulcahy
Director of IT Solutions
Goulston & Storrs



Expand offering

New solutions

Expanding capabilities with existing solutions

- Our product development roadmap delivers a steady set of new capabilities that expand the value of our platform on a quarterly basis
- For example, our DealCloud solution has added relationship management capabilities and new data provider connections, providing greater client value and increased stickiness

Potential future solutions

- Intapp has a long heritage of delivering client value by organically developing solutions that align with clients' needs
- As we deliver applied AI to each of our solution areas, we add greater value



Women's World Banking

Women's World Banking, a multi-fund asset management group that invests in businesses that enable women to achieve economic empowerment, uses DealCloud to give team members a clear, comprehensive view into potential targets.

“

We quickly realized we could also use DealCloud for portfolio monitoring. For existing portfolio companies, we can go back and see all the data points that we want to track in terms of financial performance and impact for us as an impact investor.”

Angie Goenaga

Senior Investment Associate
Women's World Banking



Expand offering

New geographies

Our global business today

- Intapp has expanded operations to support clients across the globe, with local support in Europe and Asia-Pacific
- ~30% of our current business is non-U.S., which grew in line with the U.S. in FY23

Expanding our global reach

- Product enhancements continue to provide new functionality available across multiple languages
- Partnership with Microsoft delivers cloud services at scale on a global basis, supporting complex local regulatory and technology needs



Nishimura & Asahi, a leading Japanese law firm, is using Intapp to help modernize its operations.

“

With the move to Intapp, we're building a foundation of contemporary products that will enable us to compete on a global scale, continue our trajectory of international growth, and maximize profitability.”

Hajime Ueno

Chief Technology Officer and Partner
Nishimura & Asahi



Expand offering

New client sub-verticals

Extending our platform to support adjacent markets

- Our platform is built for professionals with expertise across a wide range of markets
- Corporate legal and corporate development teams are a new growth segment that share this need
 - Lawyers, investment bankers, and private capital professionals often move to corporate teams, bringing their experience with Intapp products

Expanding our reach into new markets

- New markets, such as corporate and real estate, leverage our core platform, limiting new product development needs
- Our existing client references and marketing are often relevant and help us win new business



Storskogen, a Stockholm-based international group of businesses, selected DealCloud to strengthen its sourcing and origination efforts.

“

We have identified DealCloud as the best-of-breed solution, and we are confident that it will provide solid end-to-end support to our core M&A process, from initial contact to deal closure.”

Alexander Bjärgård

EVP and Head of Corporate Development and M&A
Storskogen



Accelerate ecosystem Acquisitions

Strong acquisition history

- 11 acquisitions to date have primarily focused on quickly delivering new capabilities
- Our strategic acquisition of DealCloud has delivered one of our most prominent product brands and flourished since the acquisition

Inorganic expansion can supplement future growth

- Both strategic and client-led opportunities help expand platform and technology capabilities
- Market changes, such as new regulations, create new opportunities for expansion
- Strong liquidity enables Intapp to consider larger transactions



Intapp acquired Paragon Data Labs in May 2023. This acquisition expanded our compliance solution, forming the core of our Intapp Employee Compliance solution.

“

Paragon’s capabilities will let us address personal regulatory requirements such as SEC code of ethics, personal independence, and employee trade monitoring, and — in combination with our existing risk and compliance solutions — provide a comprehensive compliance solution for our clients.”

Nigel Riley
General Manager
Intapp Risk & Compliance



Accelerate ecosystem Partnerships

Microsoft partnership brings several key benefits

- Our joint innovation strategy pairs our product roadmap with Microsoft's generative AI and other innovative tech
- Clients can buy our solutions using Microsoft Azure consumption commitments and through the Azure marketplace
- Joint marketing is growing, including a recent Microsoft case study that highlights our innovative use of AI and demonstrates why we're the right partner to serve partner firms

Our broader partnership program continues to grow

- Intapp's partner program expands the value we bring to clients by increasing access to trusted technology, data, and service providers that grow clients' businesses and drive innovation
- The program has 120+ participants, including many top names in data and technology, as well as services and implementation

Microsoft Partner



Microsoft is a key strategic partner as Intapp delivers connected firm and deal management solutions on a Microsoft Azure-based industry cloud with deep integrations between its technologies, including Microsoft 365 and Intapp applications.

“

Intapp's experience with professional and financial services firms affords an opportunity to drive digital transformation and further modernize the sector.”

Tyler Bryson

Corporate Vice President

Global Partner Solutions, US, Microsoft



Applied AI

Intelligence Applied strategy, delivering vertical AI capabilities

- Leveraging over a decade of experience in Applied AI, the newly introduced capabilities include:
 - Intapp Assist for DealCloud
 - Intapp Data
 - Intapp Walls for Copilot
 - Activator experience

General availability of Intapp Assist for DealCloud

- Integrates automation into everyday workflows to help professionals make more informed decisions
- Built on top of Microsoft Azure OpenAI Services to pull from proprietary firm data within DealCloud and generate context-rich insights
- Includes four key generative AI features and capabilities:
 - Relationship signals
 - Detailed summarization
 - Narrative generation
 - Contextual email outreach



U.S. Realty Advisors, a leading commercial real estate investment and asset management firm, chose DealCloud to replace a legacy horizontal CRM, and purchased our Intapp Assist features.

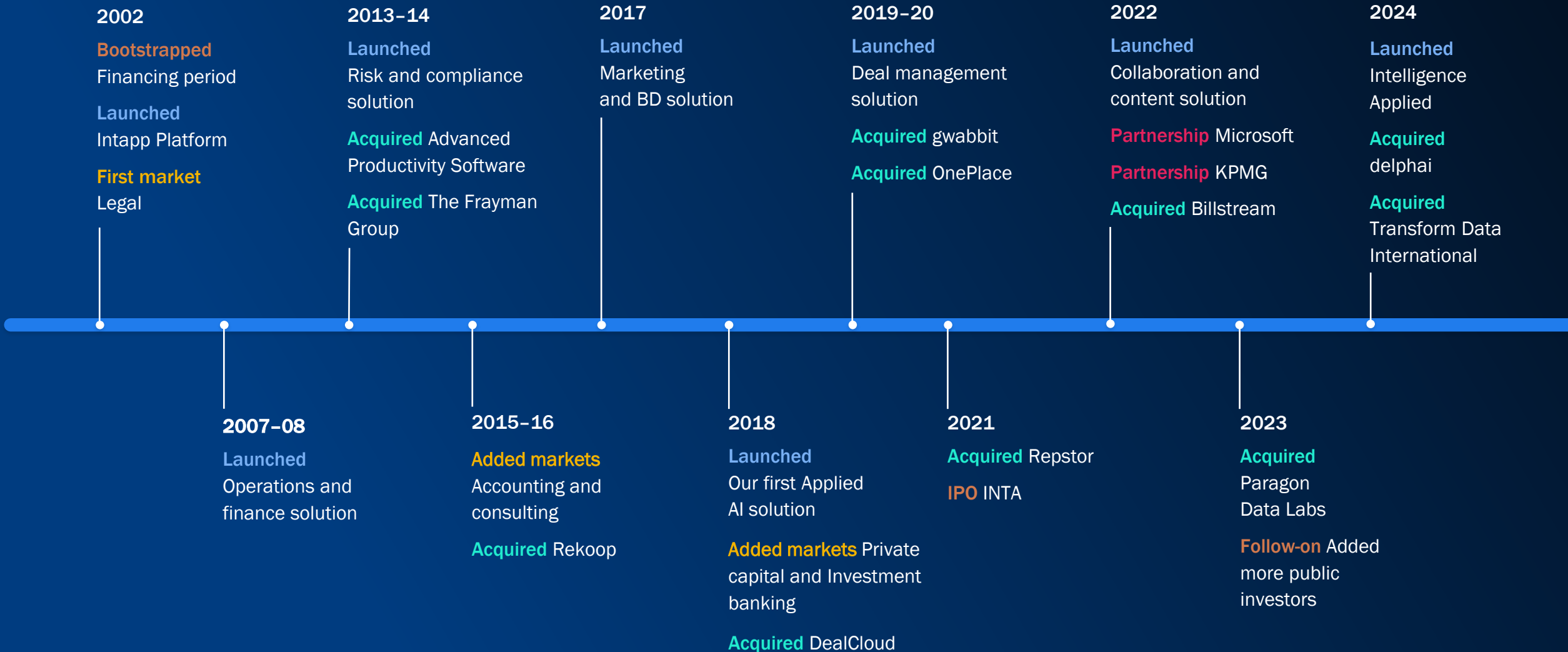
“

With DealCloud we finally have a system that is purpose built to facilitate complex real estate deal structures and improves the firm’s knowledge management abilities, while incorporating AI capabilities to minimize manual tasks and maximize key insights for the investment team.”

Ryan Fitzgerald

Director, Investments and Head of Credit
U.S. Realty Advisors

Intapp through the years

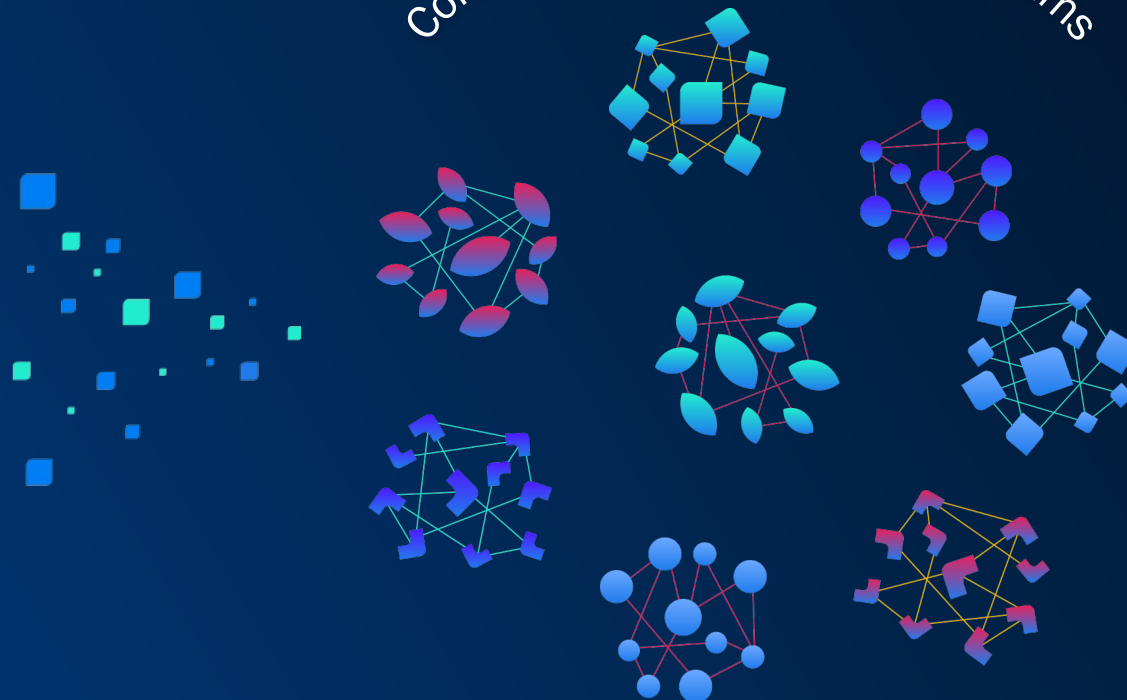


Our markets are unique in structure and how they deliver value

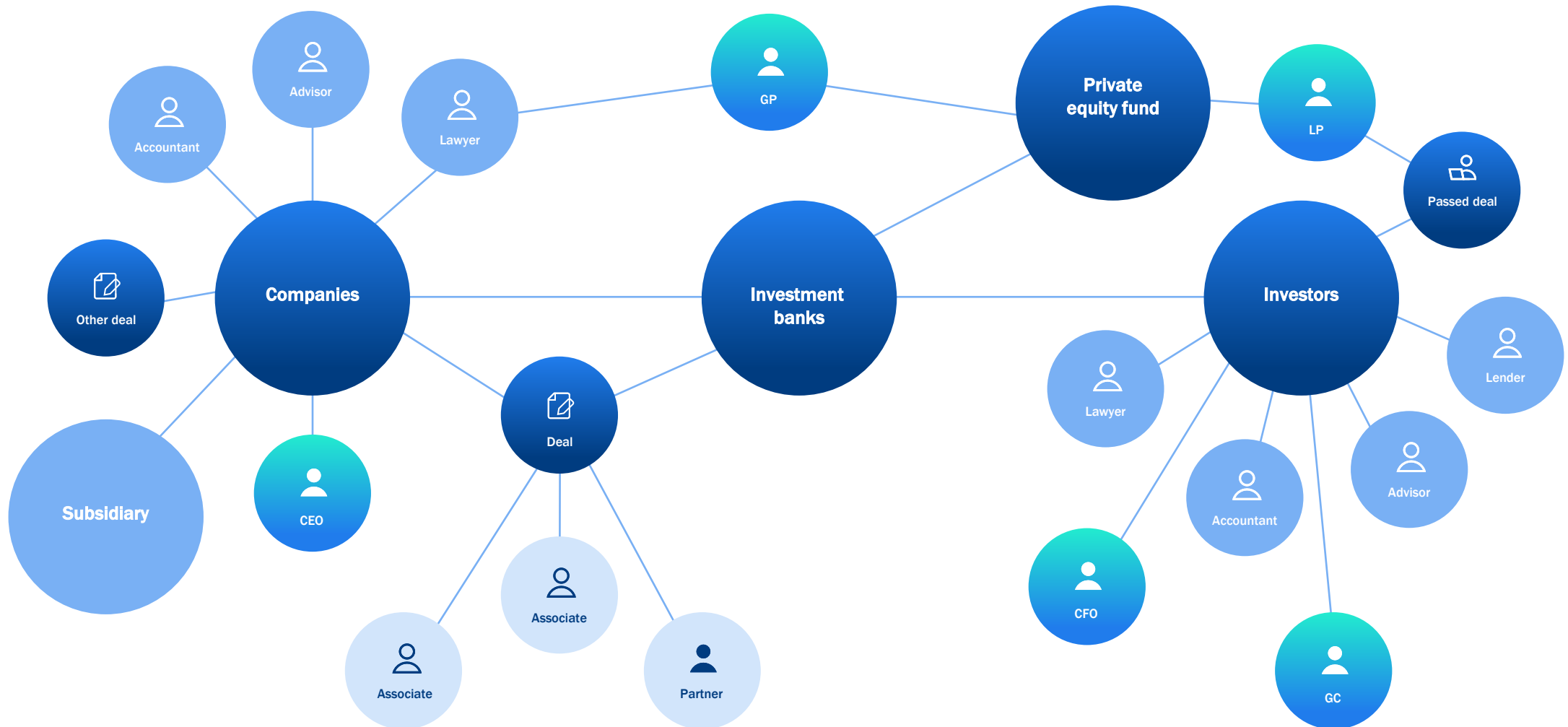
Professional and financial services model



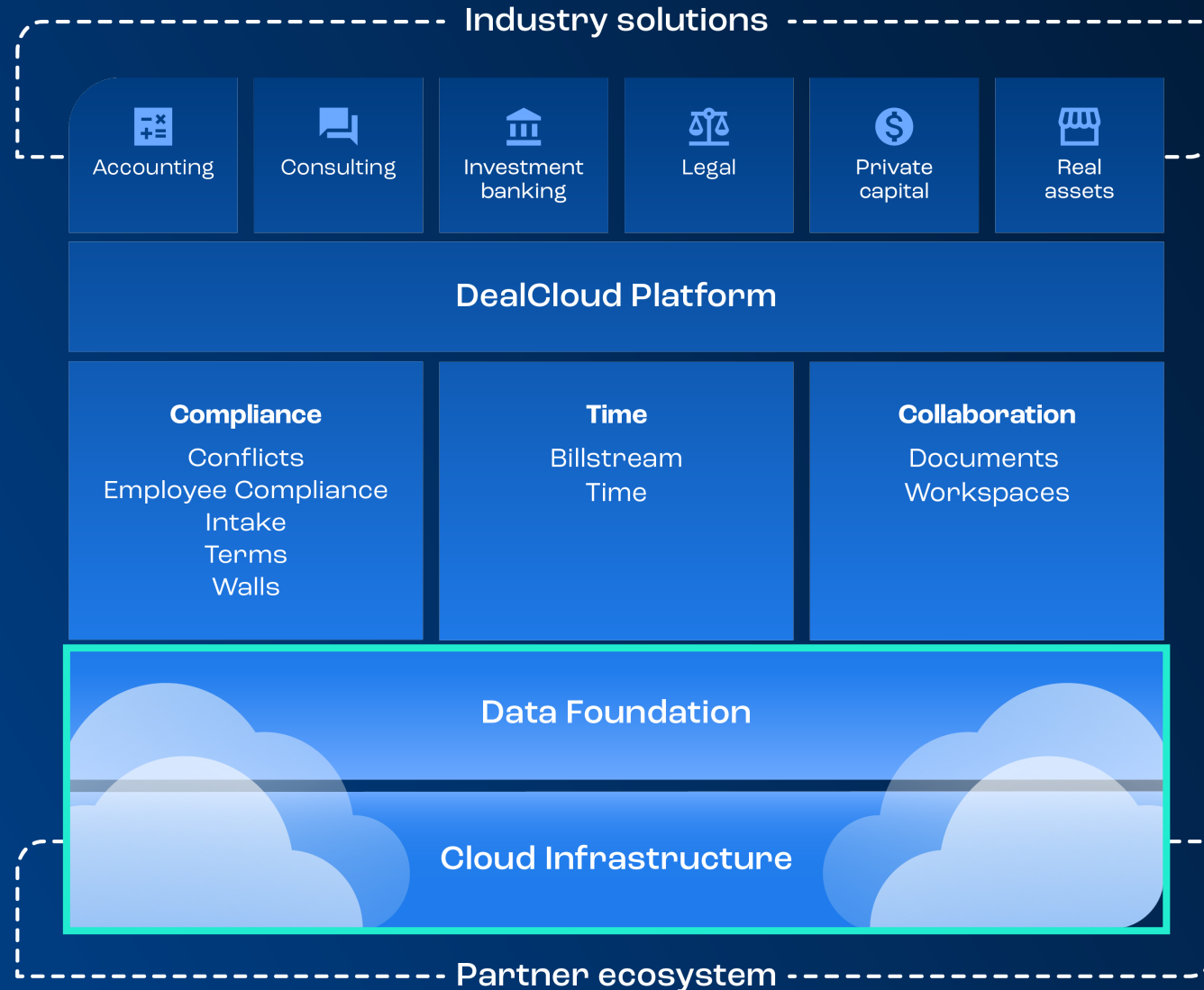
Continuous creation of expert teams



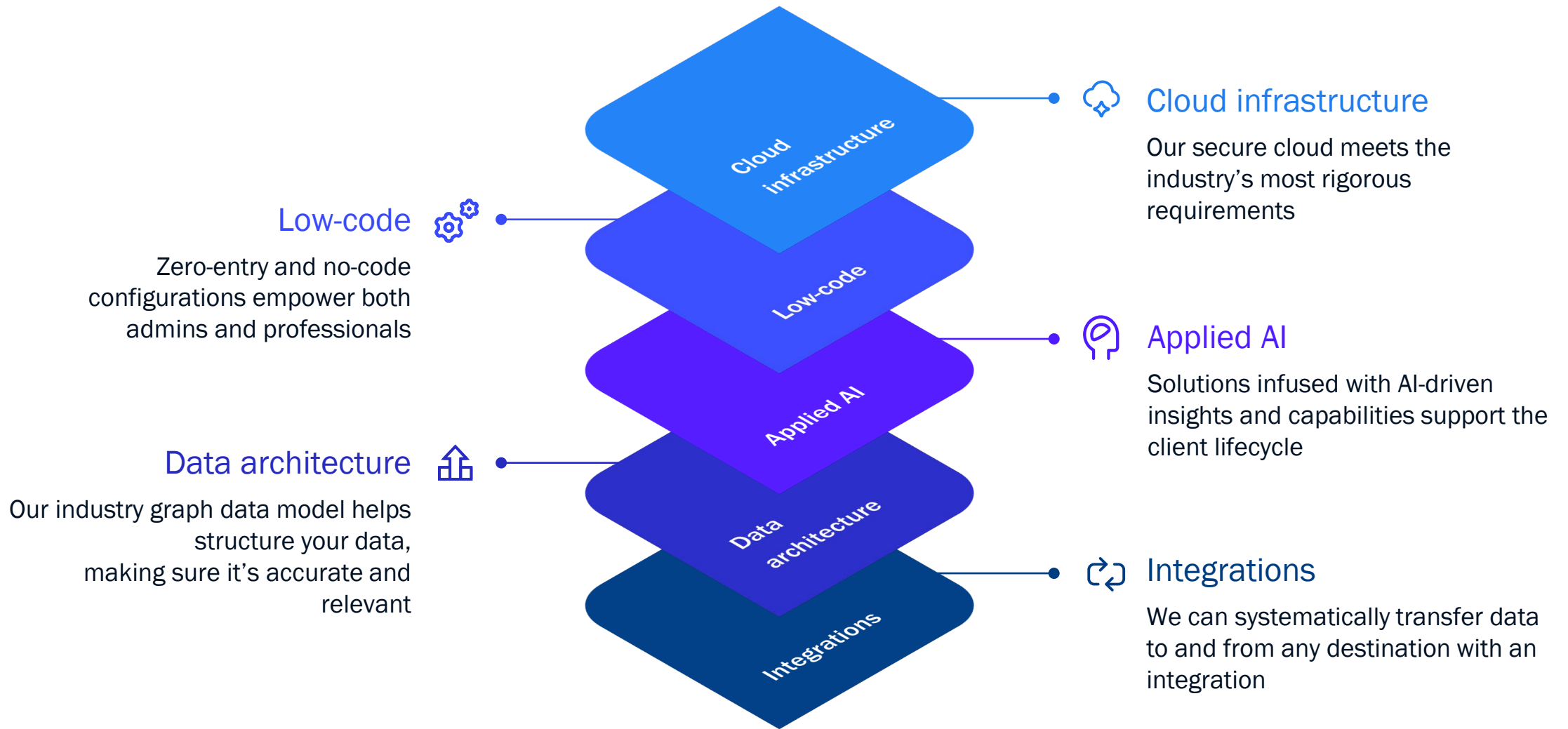
We designed our industry graph data model to meet the unique requirements of our markets



Intelligent Cloud



The Intapp technology advantage



Why Intapp wins

Traditional competitive offerings

Internally developed solutions

- Expensive to maintain
- Often lack modern features

Legacy solutions

- Aging architecture
- Limited capabilities, usability, and functionality
- Predominantly deployed on-premises

Horizontal solutions

- Require complex and expensive customization
- Fail to align with the ways professional and financial services firms operate

**Deep
domain
expertise**

**Purpose-built
solutions**

**Comprehensive
cloud-based
platform**

**Applied
AI**

**Industry
leadership
and brand
recognition**

**Experienced
management
and technology
team**

Scaling our industry solutions portfolio and strategy

Corporate
development

Fund
investors

Private
credit

Private
equity

Venture
capital

Legal

Investment
banking

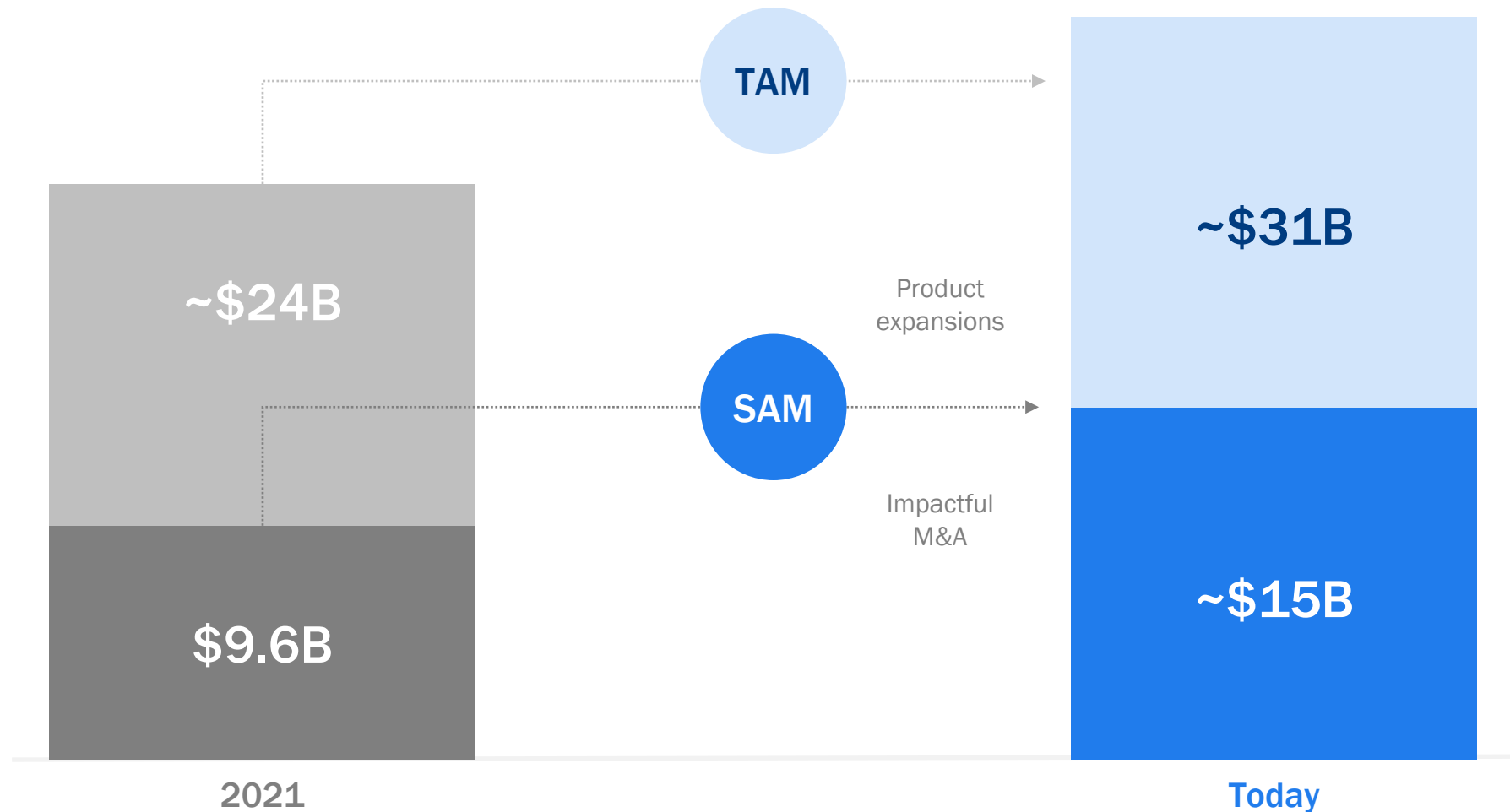
Transaction
advisory

Real
assets

Industry-specific blueprints for Intapp DealCloud

- Ready-to-go configurations
- Embedded best practices
- Accelerated deployment path
- Faster time to value
- Increased client satisfaction
- Growth driver across our sub-verticals

Operating in a growing multibillion-dollar addressable market



Private capital



Investment banking



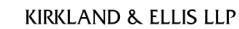
Real assets



Diversified and global client base of premier firms

2,450+ clients worldwide

Legal



Accounting



Consulting



Note: client count as of March 31, 2024

Intapp Intelligent Cloud

Our partner ecosystem

120+

vertical-centric partnerships

Data, technology, and services

partners support our growth and innovation

2,300+

Intapp-certified experts and advisory professionals

Data partners



Technology partners



Services partners



Strategic partnership with Microsoft

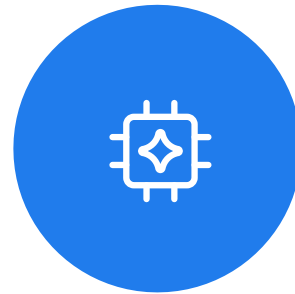
Our partnership with the preferred vendor of our client base helps us stay at the forefront of client-centric innovation



Strategic partnership agreement



Intapp solutions deployed onto **Microsoft Azure** and available on **Azure Marketplace**



Drive **co-innovation leveraging AI** and the broader **partnership ecosystem** in our targeted verticals



Agreement to collaborate and **co-sell** and aim for **Top Tier** partner status

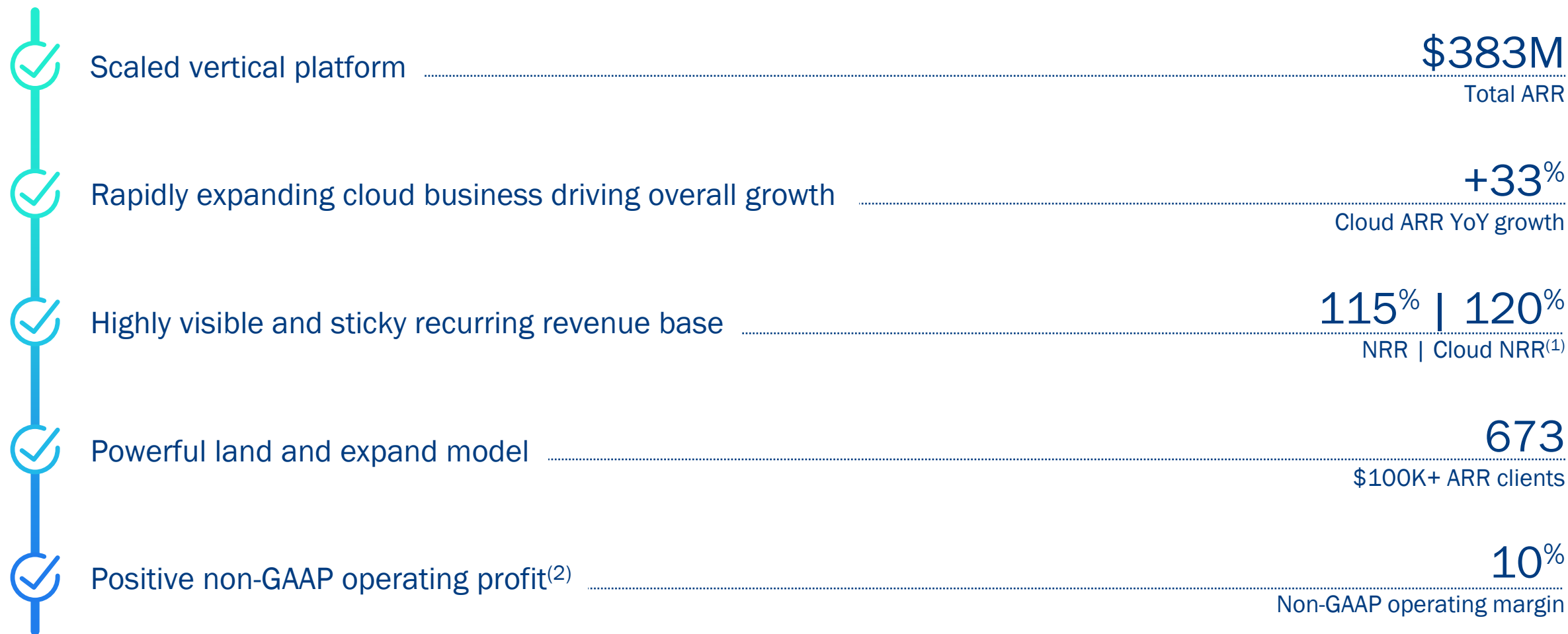


Collaborate on **co-marketing** initiatives and campaigns

May 2024

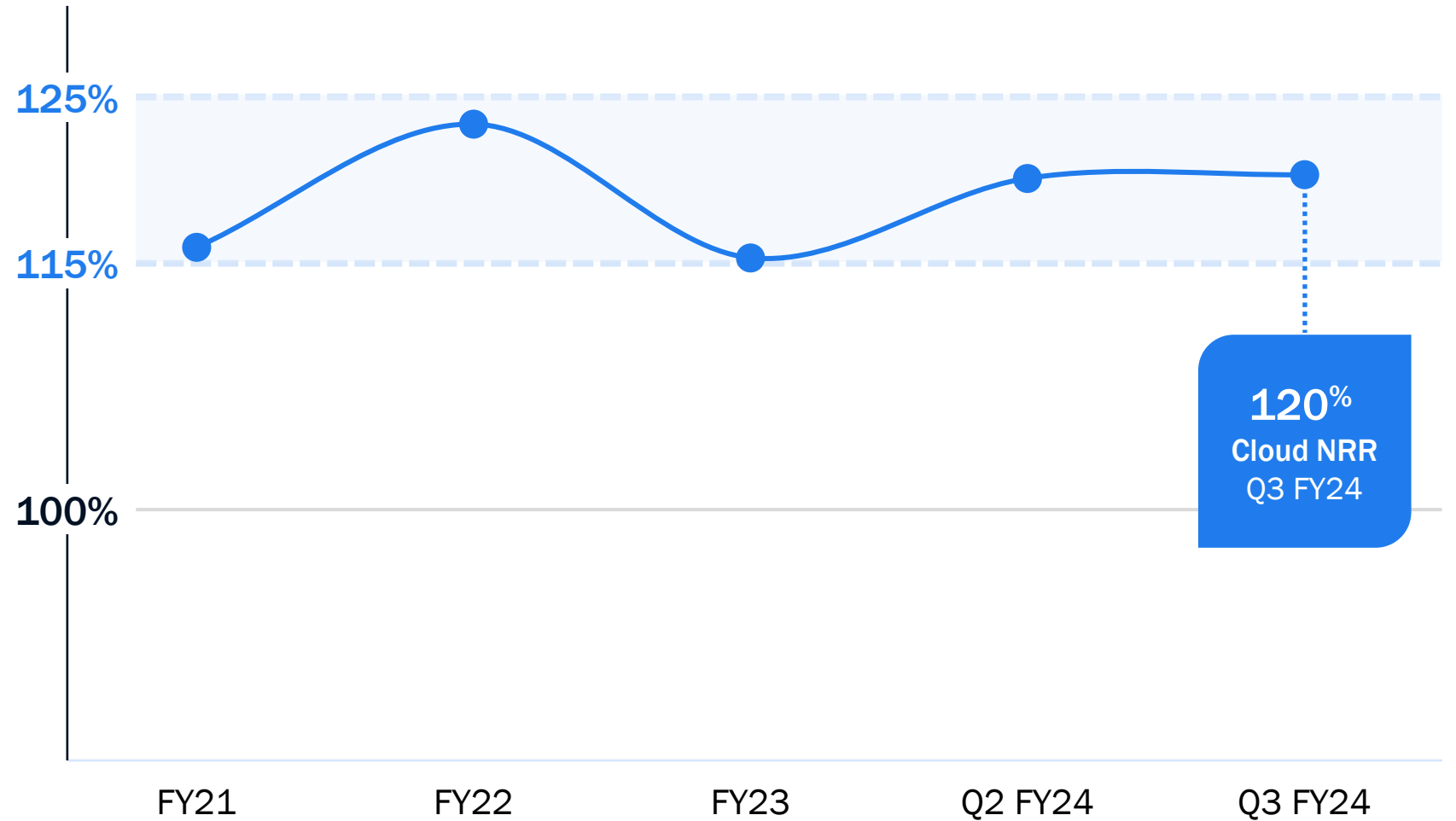
Key financial highlights

Q3 FY24 financial highlights



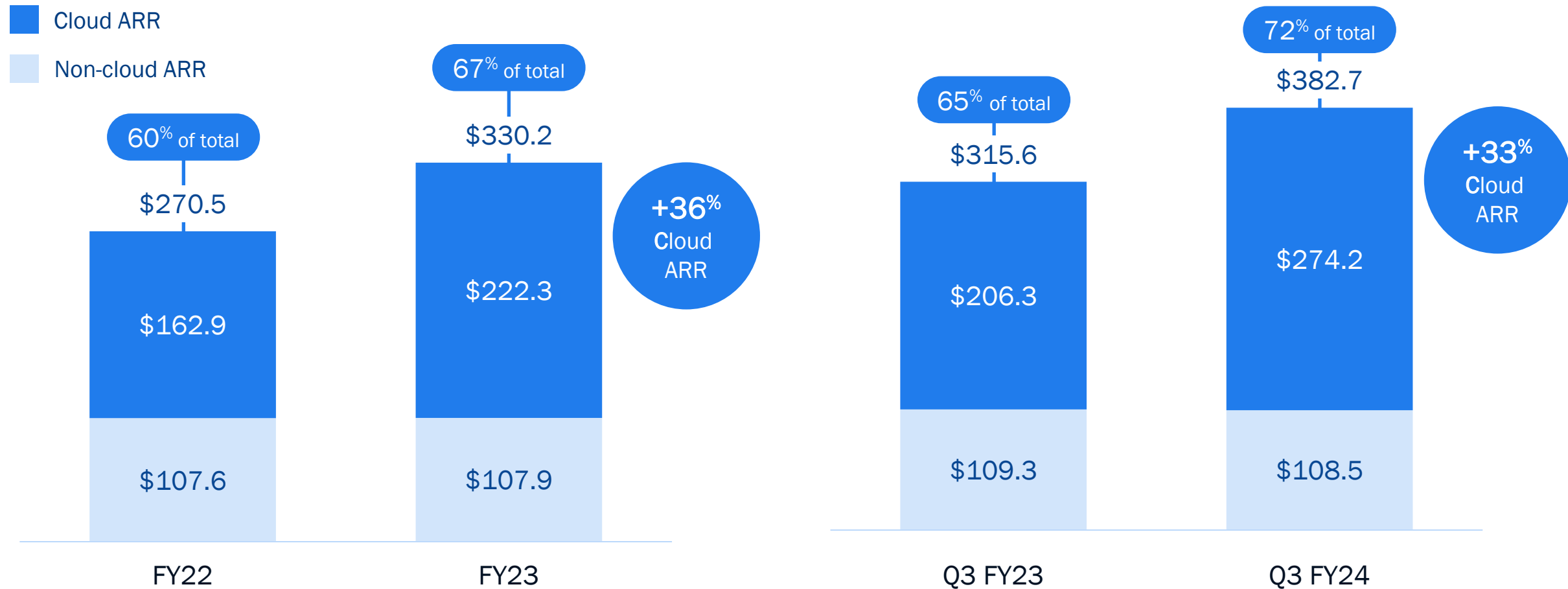
Note: Total ARR represents the annualized recurring value of all active SaaS and on-premises subscription contracts at the end of a reporting period. Cloud ARR is the portion of the annualized recurring value of our active SaaS contracts at the end of a reporting period. Contracts with a term other than one year are annualized by taking the committed contract value for the current period divided by number of days in that period, then multiplying by 365 | ⁽¹⁾ Cloud net revenue retention rate (cloud NRR) 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 rate | ⁽²⁾ Refer to “Reconciliation: Non-GAAP operating profit” for a reconciliation of this measure to its most directly comparable GAAP financial measure

Consistent cloud net retention



Continued strong cloud and total ARR growth

\$ in millions

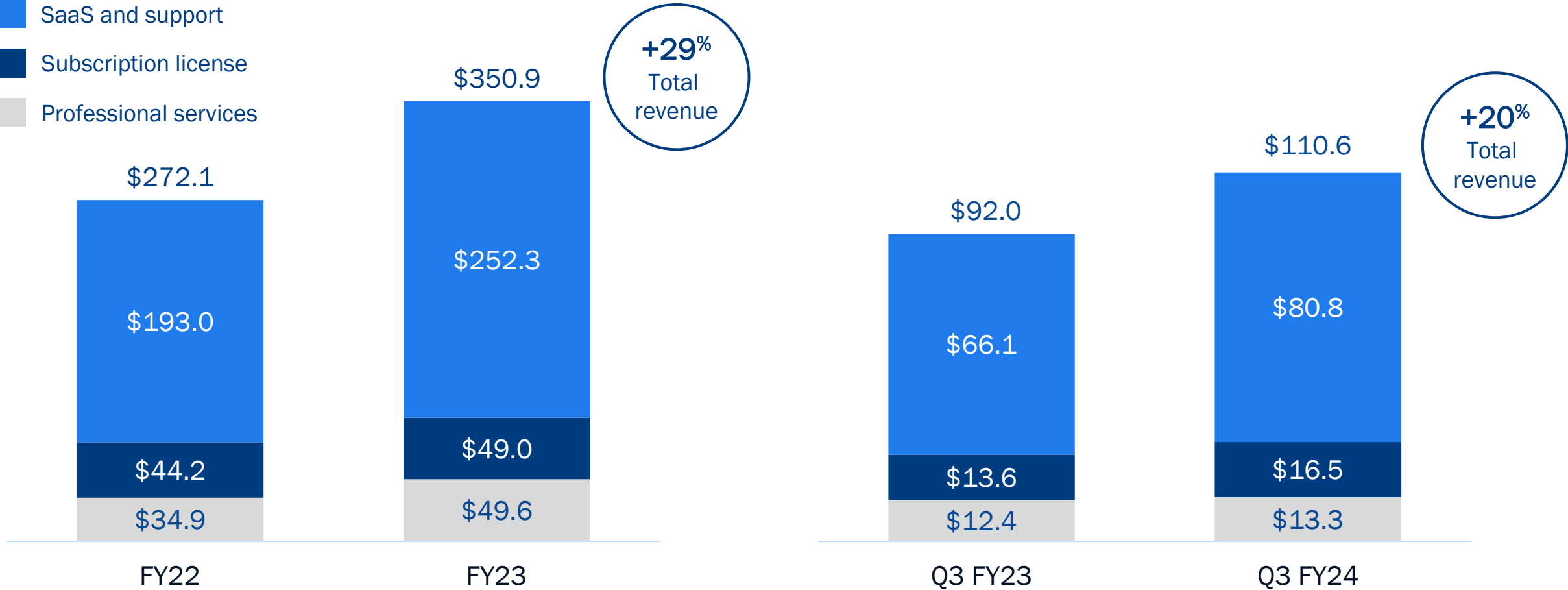


Note: Total ARR represents the annualized recurring value of all active SaaS and on-premises subscription contracts at the end of a reporting period. Cloud ARR is the portion of the annualized recurring value of our active SaaS contracts at the end of a reporting period. Contracts with a term other than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

Strong revenue growth

\$ in millions

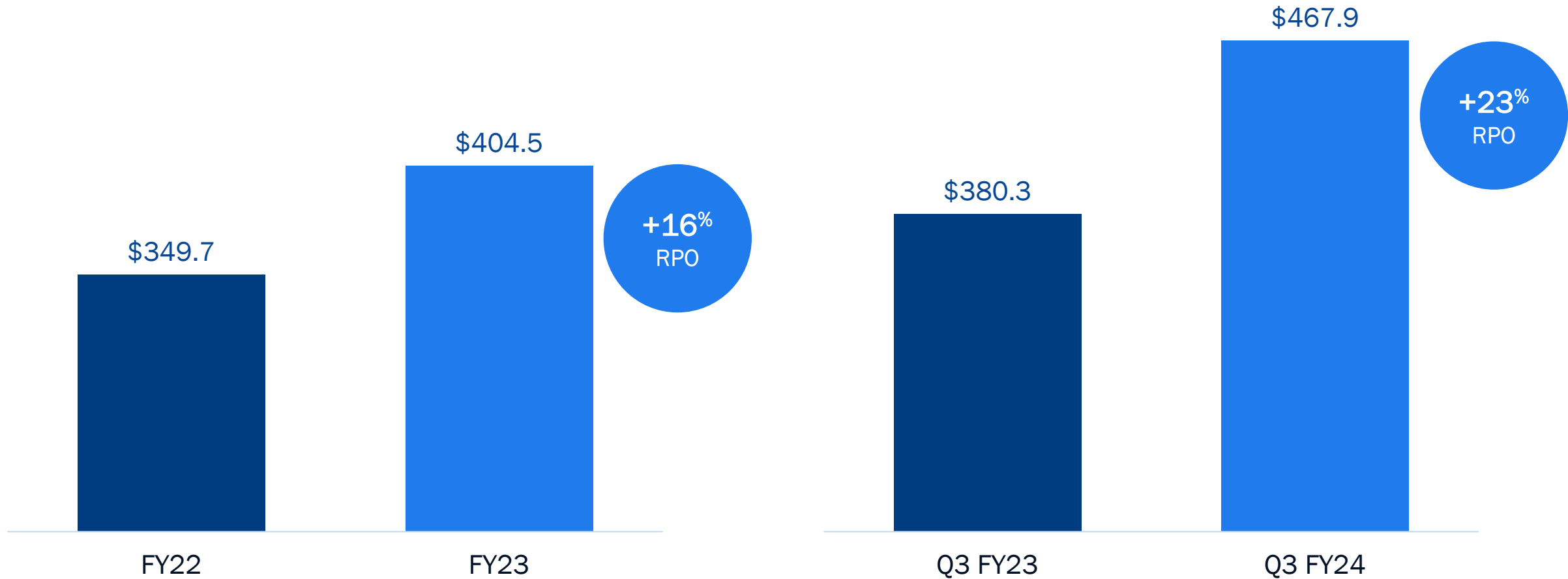
- SaaS and support
- Subscription license
- Professional services



Note: Totals may not sum due to rounding; SaaS and support YoY revenue growth rate calculations based on precise amounts in earnings release financial statements

Growth of remaining performance obligations

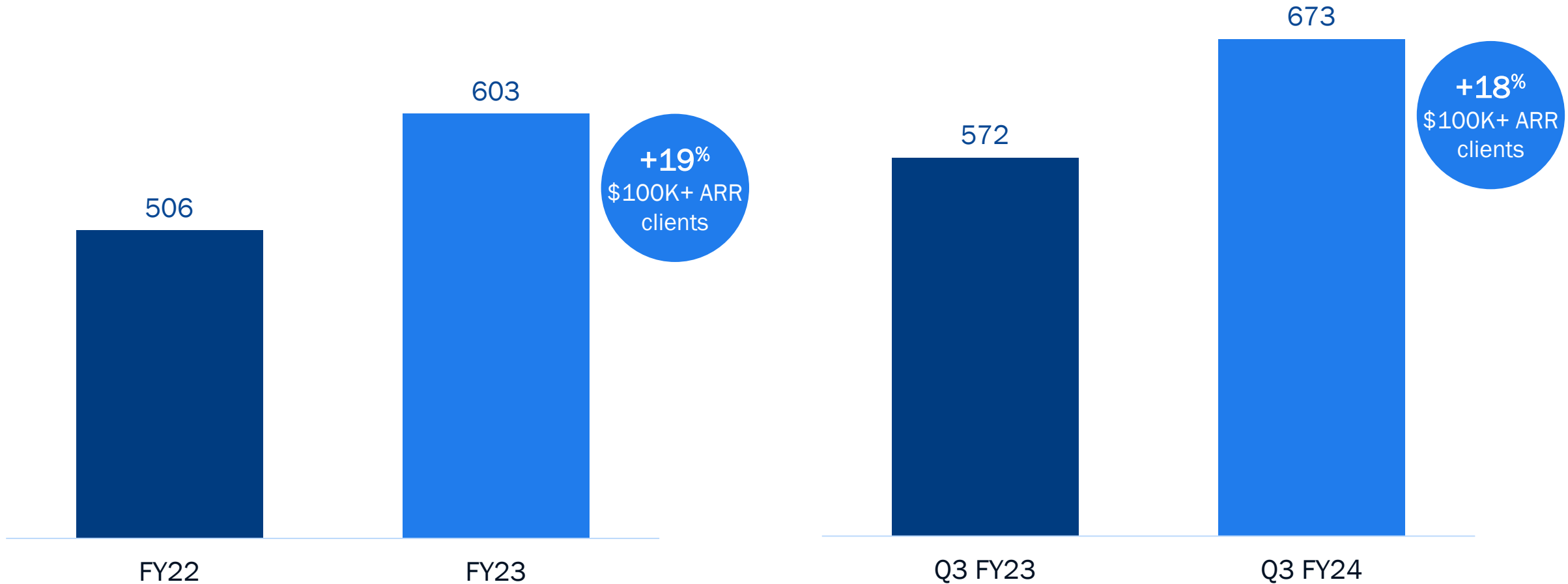
\$ in millions



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

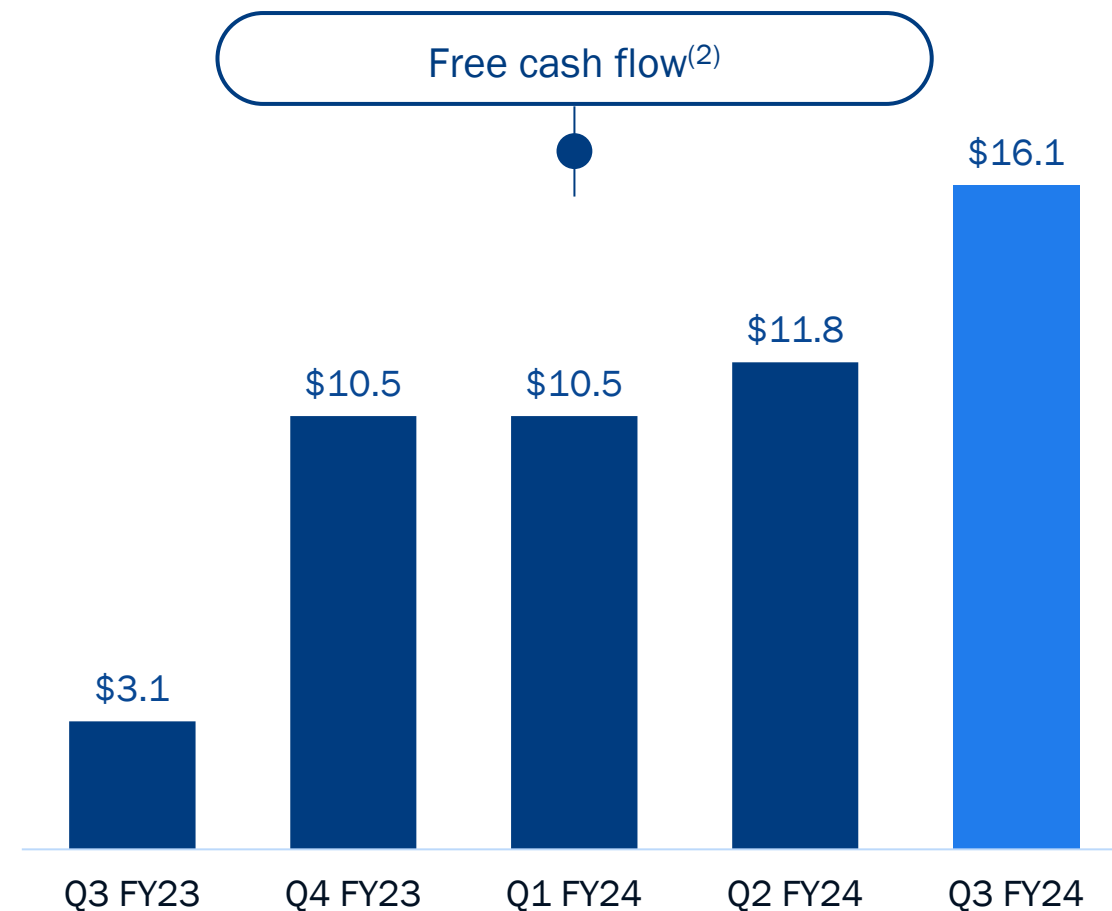
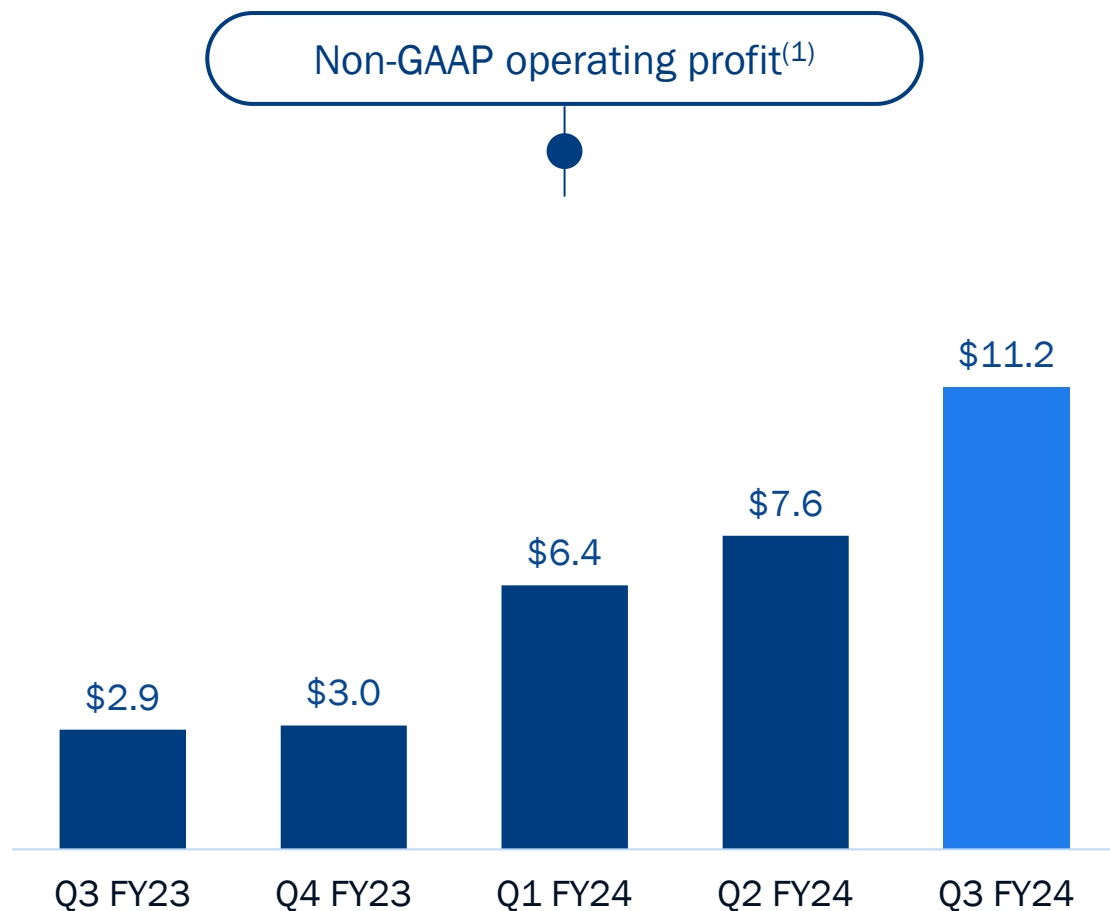
Consistent expansion of our client base

\$100K+ ARR clients



Expanding profitability and positive free cash flow

\$ in millions



⁽¹⁾ Refer to “Reconciliation: Non-GAAP operating profit” 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

Q4 FY24 and FY24 outlook

As communicated in Intapp's May 7, 2024 earnings release

	Q4 FY24	FY24
\$ in millions, except per share data		
SaaS and support revenue	\$83.5 – \$84.5	\$314.5 – \$315.5
Total revenue	\$111.0 – \$112.0	\$427.0 – \$428.0
Non-GAAP operating profit	\$10.5 – \$11.5	\$35.5 – \$36.5
Non-GAAP diluted net income per share	\$0.11 – \$0.13	\$0.42 – \$0.44

Note: Non-GAAP operating profit 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 is not included because certain of the reconciling items cannot be reasonably predicted without unreasonable efforts.

Reconciliations

Reconciliation: Non-GAAP operating profit

\$ in thousands

	Q3 FY23	Q4 FY23	Q1 FY24	Q2 FY24	Q3 FY24
GAAP operating loss	\$ (18,245)	\$ (12,442)	\$ (13,965)	\$ (11,082)	\$ (7,446)
Adjusted to exclude the following:					
Stock-based compensation	18,759	12,974	18,757	16,508	14,026
Amortization of intangible assets	2,505	2,681	2,705	2,614	2,615
Change in fair value of contingent consideration	(641)	(889)	(1,431)	(784)	490
Transaction costs ¹	502	663	328	350	1,471
Restructuring and other costs	—	—	—	—	52
Non-GAAP operating profit	\$ 2,880	\$ 2,987	\$ 6,394	\$ 7,606	\$ 11,208
GAAP operating margin	(19.8%)	(13.1%)	(13.7%)	(10.7%)	(6.7%)
Non-GAAP operating margin	3.1%	3.2%	6.3%	7.3%	10.1%

¹ Consists of acquisition-related transaction costs and costs related to certain non-capitalized offering-related expenses

Reconciliation: Free cash flow

\$ in thousands

	Q3 FY23	Q4 FY23	Q1 FY24	Q2 FY24	Q3 FY24
Net cash provided by operating activities	\$ 3,487	\$ 10,653	\$ 11,612	\$ 12,035	\$ 16,505
Adjusted for the following cash outlays:					
Purchases of property and equipment	(356)	(158)	(1,141)	(213)	(374)
Free cash flow	\$ 3,131	\$ 10,495	\$ 10,471	\$ 11,822	\$ 16,131
Free cash flow margin	3.4%	11.1%	10.3%	11.4%	14.6%

Note: Free cash flow margin calculated as free cash flow divided by total revenue

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Thank you