

Investor relations overview

Enabling the industry cloud for professional and financial services firms

September 2023

Disclaimer

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

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

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

In addition to the financials presented in accordance with U.S. generally accepted accounting principles ("GAAP"), this presentation includes the following non-GAAP metrics: non-GAAP operating profit and non-GAAP diluted net income per share. Guidance for non-GAAP financial measures excludes the impact of stock-based compensation, amortization of intangible assets, lease modification and impairment, change in fair value of contingent consideration, acquisition-related transaction costs and the income tax effect of non-GAAP adjustments 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 (loss) and non-GAAP net income (loss) 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.

Investment thesis



Global leader in software tailored to the unique needs of the professional and financial services industry



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



New cloud sales and cloud migration are improving revenue predictability



Several drivers of strong top-line growth



Years of experience in Applied AI

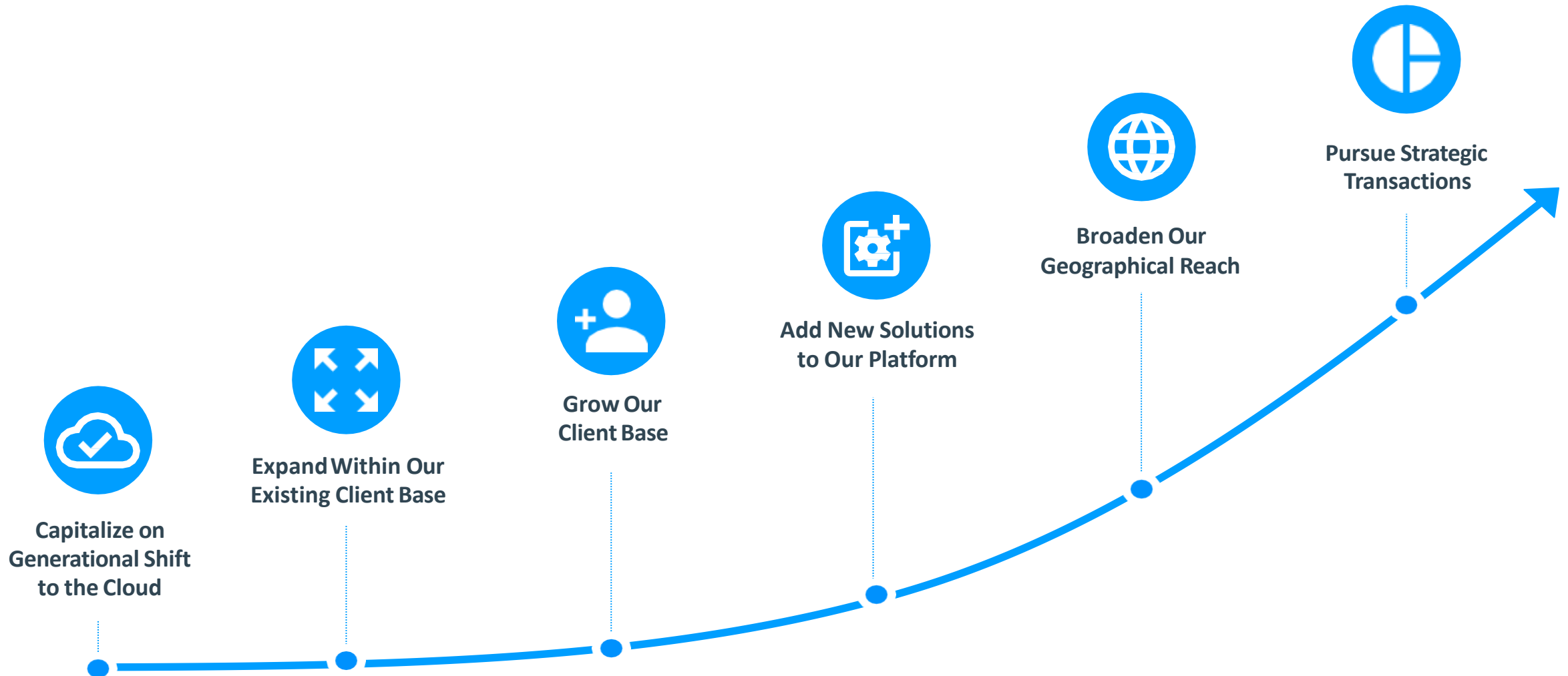


Very large total addressable market



Free cash flow positive

Multiple drivers for future growth



Professional and financial services firms require purpose-built solutions

Private capital, investment banking, legal, accounting, and consulting firms work in a **connected ecosystem, providing capital and expertise** to support the growth of the world's companies

These firms are **uniquely structured** around partners and senior professionals who **leverage knowledge, intellectual capital, and relationships to succeed**

Legacy and horizontal software solutions **do not** adequately address the **relationship and operational or compliance needs** of these firms

These firms require **purpose-built cloud solutions** that enable them to **institutionalize knowledge** and **leverage relationship** data across the deal lifecycle

Our mission: to enable professional and financial services firms to better connect their people, processes, and data through our AI-powered software solutions

Intapp through the years

2002

Bootstrapped
financing period

Launched
Intapp Platform

First market
Legal

2012

Private investors
Added Great Hill
Partners as our
first investor

2015 – 2016

Added markets
Accounting and
Consulting
Acquired Rekoop

2018

Launched
Our first Applied AI
solution

Added markets
Private capital and
Investment banking
Acquired DealCloud

2021

Acquired
Repstor
IPO INTA

2023

Acquired
Paragon
Data Labs
Follow-on Added
more public investors

2007 – 2008

Launched
Operations
& Finance solution

2013 – 2014

Launched
Risk & Compliance
solution
Acquired Advanced
Productivity Software
Acquired
The Frayman Group

2017

Launched
Marketing
& BD solution
Private investors
Added Temasek
as our second
investor







2019 – 2020

Launched
Deal Management
solution
Acquired gwabbit
Acquired OnePlace

2022

Launched Collaboration
& Content solution
Partnership Microsoft
Partnership KPMG
Acquired Billstream

Professional and financial services firms need an industry cloud to compete and succeed

-  Meet rising client expectations and intensifying competition
-  Achieve cloud transformation from aging on-premises software
-  Leverage collective knowledge and expertise
-  Integrate real-time internal and external market data for proprietary insights
-  Gain competitive advantage through AI
-  Compete in war for talent, acknowledging generational shift in technology use

Professional and financial services firms require a unique cloud platform to support the way they work

Unlike the typical corporate model, these firms are led and primarily resourced by a broad group of highly experienced partners and partner-track developing professionals. Partners act as cross-functional business owners, leveraging knowledge, intellectual capital, and complex, non-linear relationships to win and deliver work.

Typical corporate model

Board, c-team, senior executives

Strategy, product
management, R&D

Sales and marketing

Operations and
supply chain

Services, support,
client success

Finance, IT, HR,
facilities, legal

Professional and financial services model

Leadership, partners,
and professionals

Marketing
and BD

Risk and
compliance

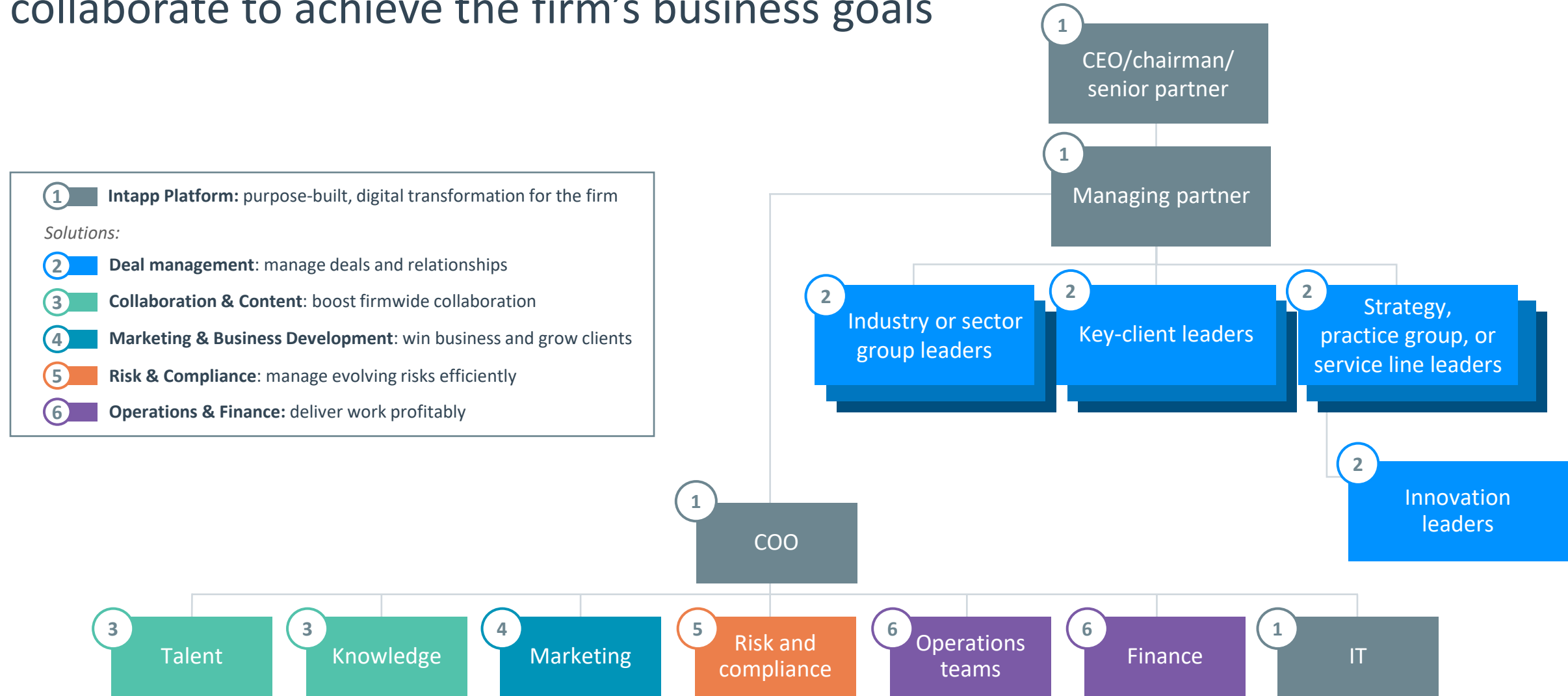
Practice
management

IT

Knowledge






HR, facilities

Intapp offers a comprehensive cloud platform that helps teams collaborate to achieve the firm's business goals



Broad portfolio of industry-specific solutions with embedded AI

Applied AI helps clients use their data to optimize critical processes and make better, faster decisions

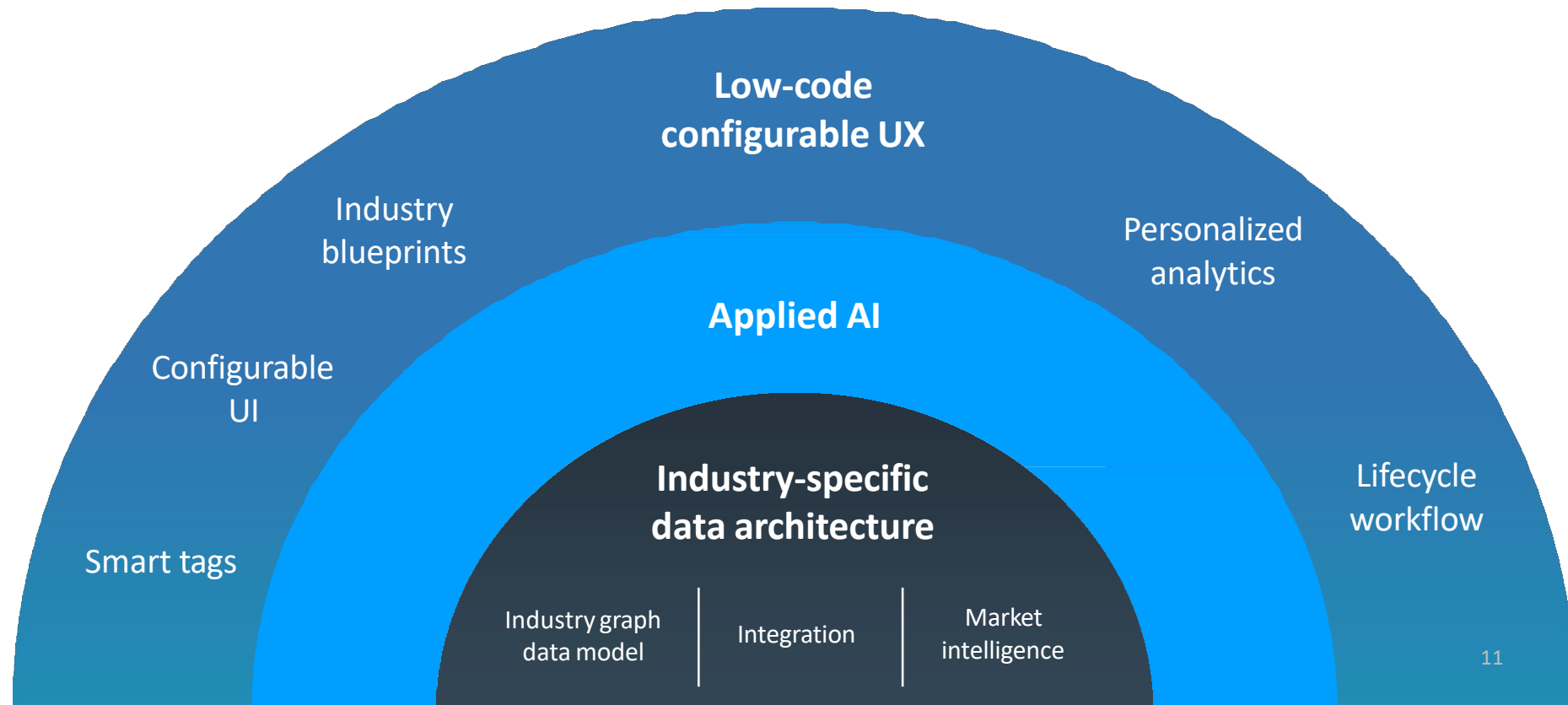
Intapp Platform					
Private capital Investment banking Legal Accounting Consulting					
Selected Applied AI Capabilities	 Deal Management Manage deals and relationships	 Collaboration & Content Boost firmwide collaboration	 Marketing & BD Win business and grow clients	 Risk & Compliance Manage evolving risks efficiently	 Operations & Finance Deliver work profitably
	Relationship Intelligence helps dealmakers harness their networks to find the right contacts to win more deals	Auto-provisioned Workspaces with engagement-specific blueprints, using Applied AI for content categorization and compliance	Self-maintaining contacts uses AI to triangulate multiple sources to keep records accurate	Terms AI keeps firm compliant with both Client and Vendor obligations	Advanced Time Capture uses AI to source and verify billing for clients

Industry-specific platform, developed over multiple years,
has created a wide and defensible competitive moat

Applied AI has been part of our core product set for years and continues to be integral today

Intapp industry cloud technology

- Regulatory compliance embedded throughout the platform
- Use case-driven AI capabilities
- Architecture built from the ground up to serve the unique needs of these industries



Why professional and financial services firms choose Intapp

Traditional competitive offerings

Ongoing challenges with these solutions

Internally developed	<ul style="list-style-type: none"> • Expensive to maintain • Often lack modern features
Point solutions	<ul style="list-style-type: none"> • Aging architecture, old-tech • Limited capabilities, usability, and functionality • Predominantly deployed on-premises
Generic horizontal	<ul style="list-style-type: none"> • Require complex and expensive customization • Too generic: fail to align with the ways professional and financial services firms operate • One size doesn't fit all

Intapp industry cloud solutions

- ✓ Deep domain expertise
- ✓ Purpose-built solutions
- ✓ Comprehensive cloud-based platform
- ✓ Data-driven AI insights and capabilities
- ✓ Industry leadership and brand recognition
- ✓ Experienced management and technology team

Operating in a growing multibillion-dollar addressable market

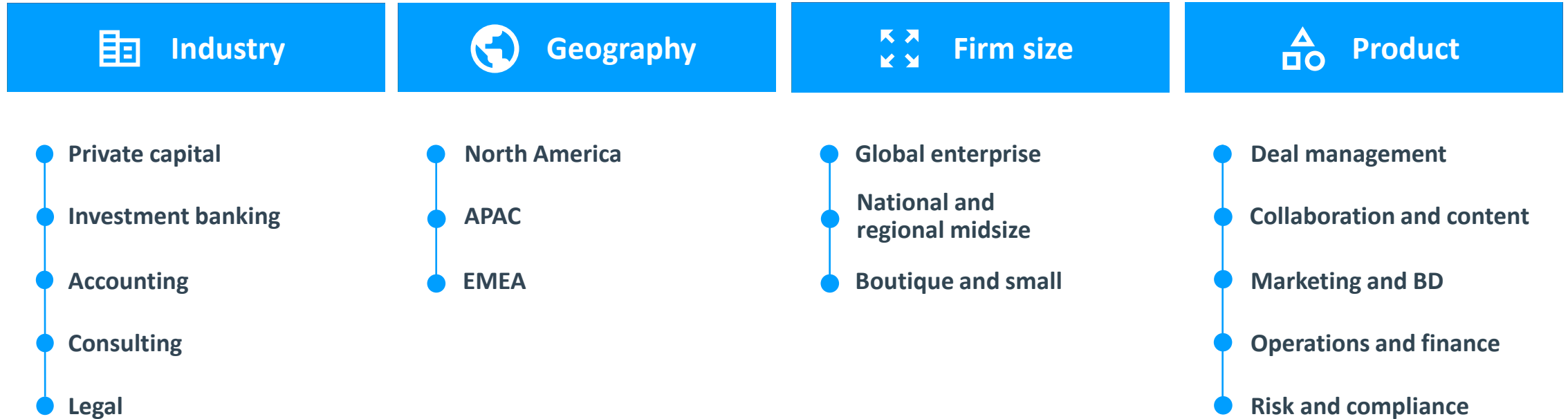


Estimates based on market interviews and our historical data and experience.

(1) Net revenue retention rate is calculated by starting with the annual recurring revenue (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.

Single go-to-market organization

- Integrated demand generation programs provide consistent pipeline growth
- Industry and product experts are involved throughout the go-to-market approach



Intapp's strong organic R&D success has consistently been supplemented by select technology acquisitions

May 2023



- Added **cloud-based employee compliance** technology
- Added clients in private capital and investment banking

June 2022



- Added **prebilling automation and workflow** technology
- Added clients in global and midsize law, and legal consulting

June 2021



- Added **Microsoft Teams and Office 365** technology
- Added clients in accounting and consulting

May 2019



- Extended **marketing and CRM** technology
- Added clients in large legal firms

April 2019



- Expanded **applied AI** in relationship intelligence
- Added clients in consulting and professional services

August 2018



- Added **deal management** features and extended **low-code** technology
- Added clients in private capital and investment banking

January 2016



- Extended **cloud** technology
- Added clients in the U.K.

April 2014



- Added **compliance** technology
- Added clients in global, large, and midsize legal firms

June 2013



- Extended **applied AI** in time management
- Added clients in midsize and large legal firms

Diversified and global client base of premier firms

2,300+ clients worldwide

603 clients with \$100K+ in ARR

Private capital	Investment banking	Legal	Accounting	Consulting
      	    	       	     	     

Note: Client count as of June 30, 2023.

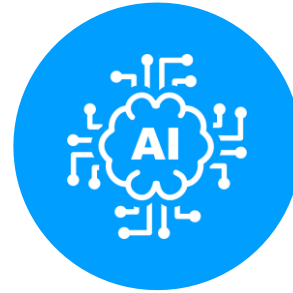
Strategic partnership with Microsoft, the preferred vendor of our client base: enables ability to remain at forefront of customer-centric innovation



Strategic partnership agreement



Commitment to move our solutions to **Azure**



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



September 2023

Key financial highlights

Attractive financial profile: Q4 FY23 financial highlights

Scaled Vertical Platform

\$330M

Total ARR⁽¹⁾

Rapidly Expanding Cloud Business Driving Overall Growth

36%

YoY Cloud ARR Growth⁽²⁾

Highly Visible and Sticky Recurring Revenue Base

113% - 117%

Net Revenue Retention Rate⁽³⁾

Powerful Land-and-Expand Model

603

Clients with \$100K+
ARR Contracts⁽⁴⁾

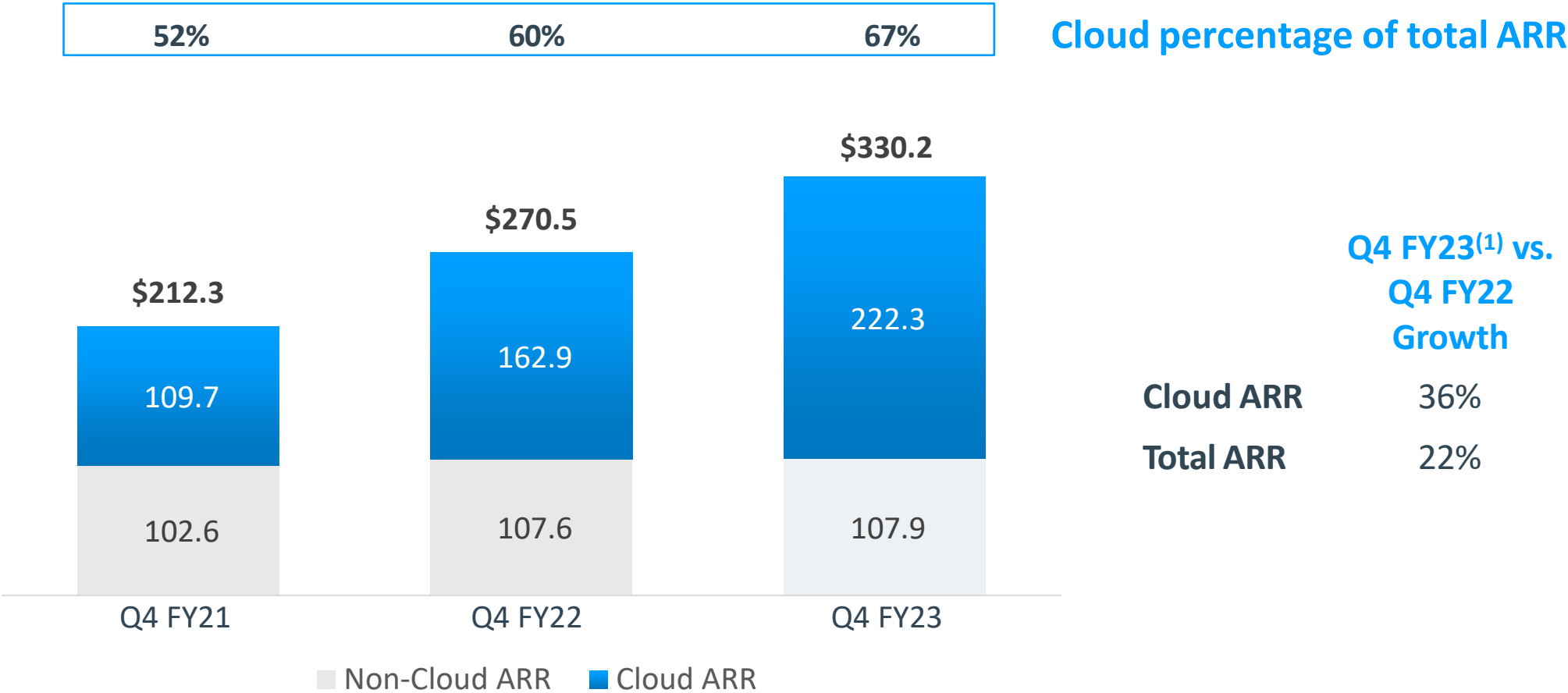
Positive Non-GAAP Operating Profit⁽⁵⁾



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) As of June 30, 2023. (2) As of June 30, 2023; represents year-over-year growth compared to Cloud ARR at the end of the fourth quarter in the prior year. (3) Net revenue retention rate is calculated by starting with the annual recurring revenue (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. (4) As of June 30, 2023; represents number of clients with contracts greater than \$100,000 of ARR. (5) We define non-GAAP operating profit as GAAP operating loss excluding stock-based compensation expense, amortization of intangible assets, lease modification and impairment, change in fair value of contingent consideration and acquisition-related transaction costs. Non-GAAP operating profit is a non-GAAP financial measure. Refer to "Disclaimer" above for a discussion of this measure and explanation that a quantitative reconciliation of this non-GAAP guidance measure to its most directly comparable GAAP financial measure is not included because certain of the reconciling items cannot be reasonably predicted without unreasonable efforts.

Continued strong cloud and total ARR growth

\$ in millions

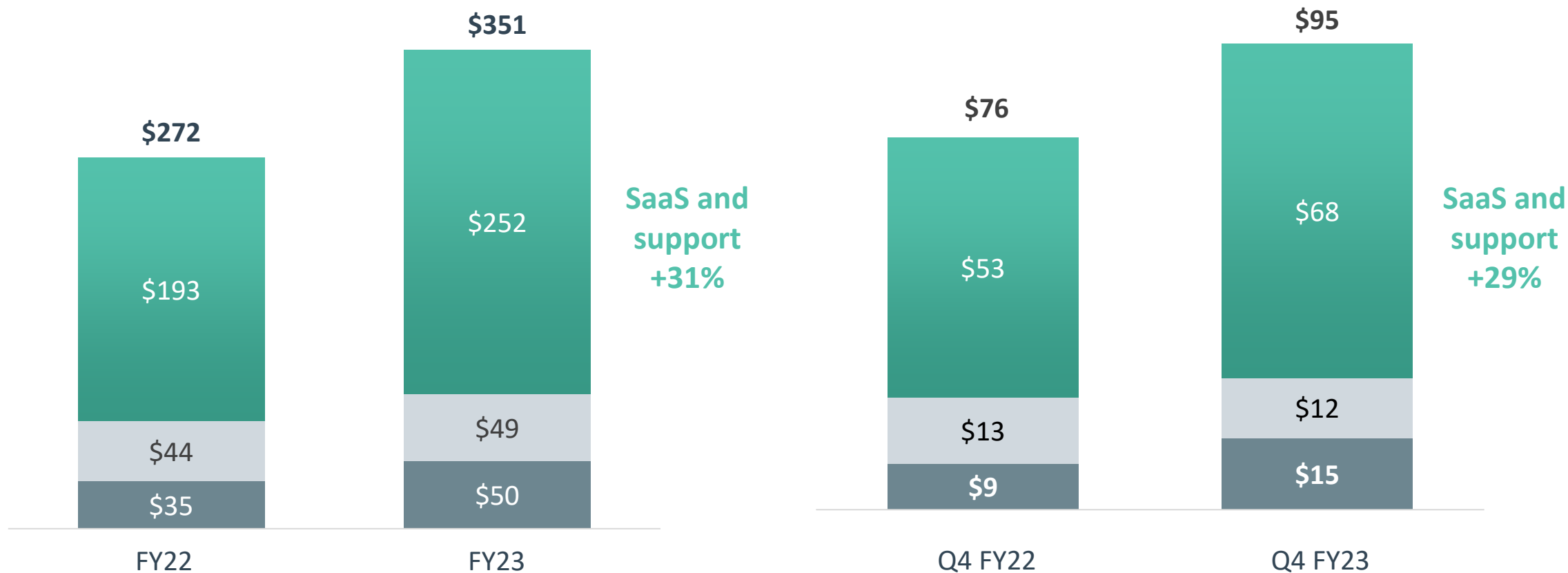


Note: Total ARR represents the annualized recurring value of all active SaaS and on-premises subscription contracts at the end of a reporting period. Cloud ARR is the portion of the annualized recurring value of our active SaaS contracts at the end of a reporting period. Contracts with a term other than 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.

(1) Fiscal year ends June 30th.

Strong revenue growth

\$ in millions

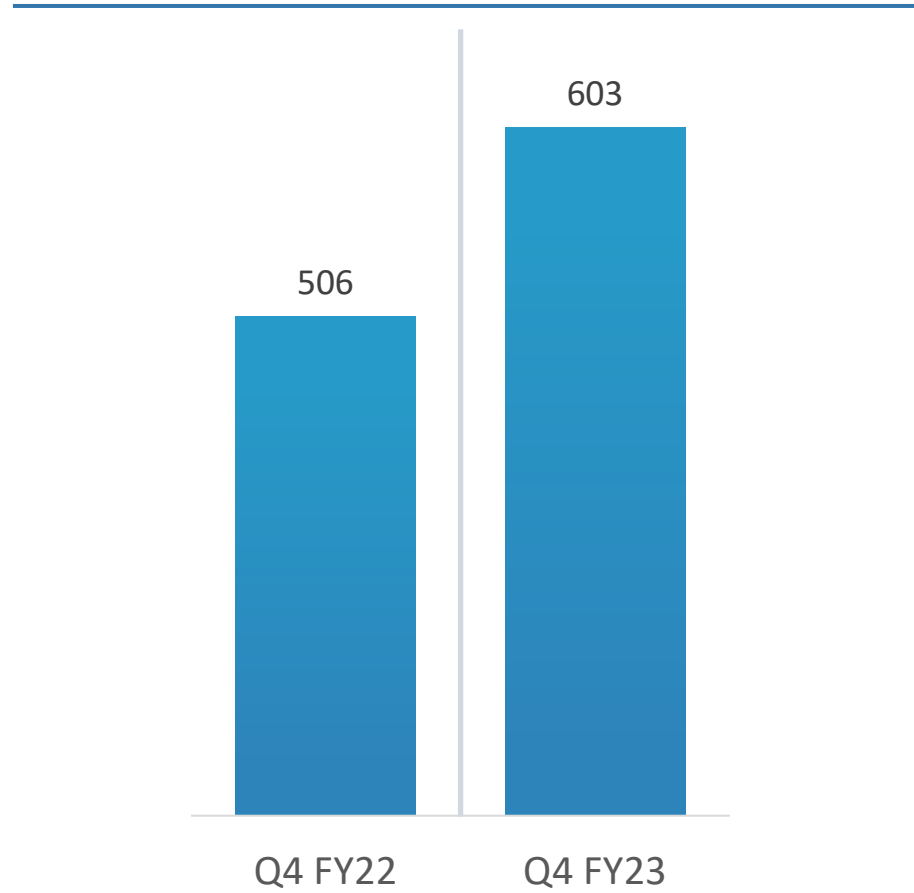


Note: Totals may not sum due to rounding; SaaS and Support YoY revenue growth rate calculations based on precise amounts in earnings release tables.

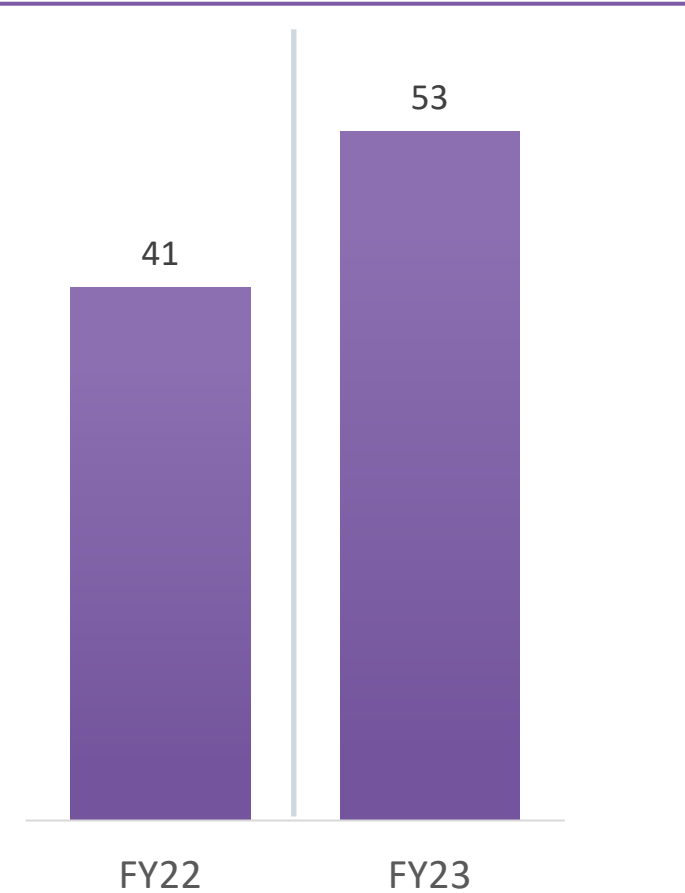
© 2023 Intapp. All rights reserved. Intapp and DealCloud are registered trademarks of Intapp or its affiliates. Other trademarks held by their respective owners.

Consistent expansion of our client base

Clients with more than \$100K of ARR



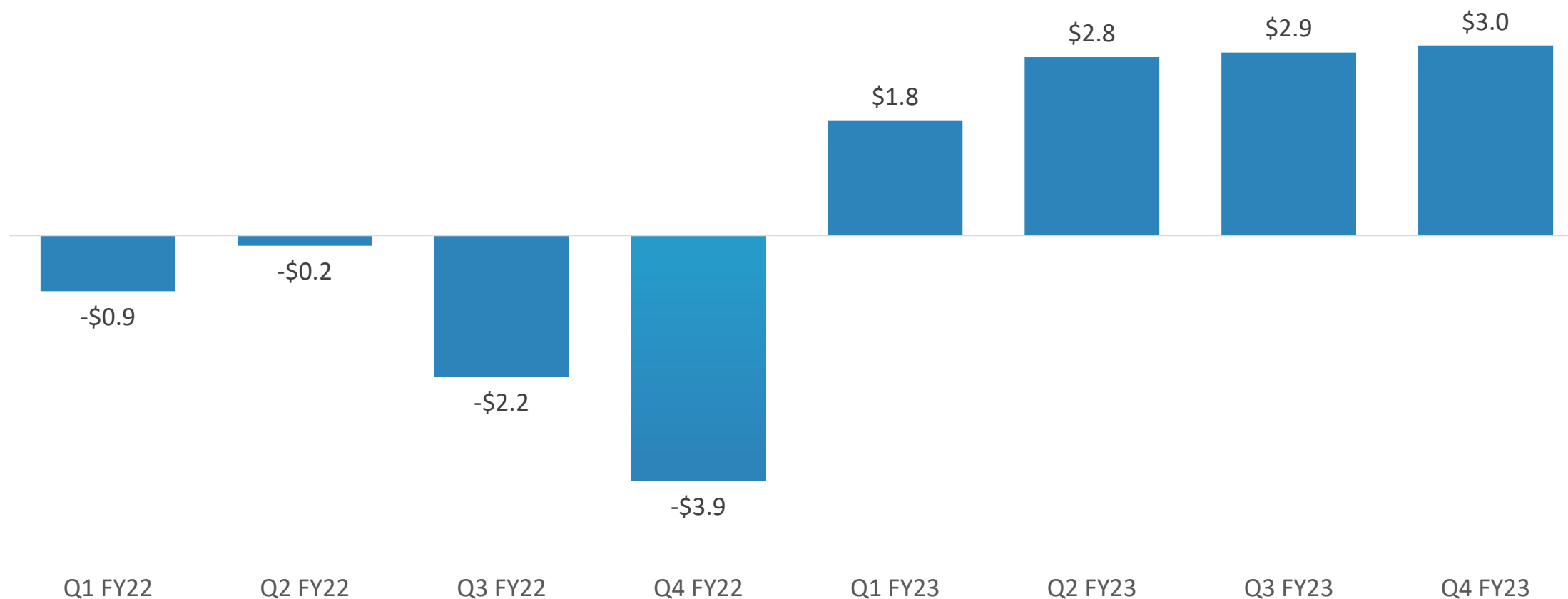
Clients with more than \$1M of ARR



Emerging profitability

\$ in millions

Non-GAAP Operating Profit¹



1. Non-GAAP operating profit is a non-GAAP financial measure. Refer to "Disclaimer" above for a discussion of this measure and explanation that a quantitative reconciliation of this non-GAAP guidance measure to its most directly comparable GAAP financial measure is not included because certain of the reconciling items cannot be reasonably predicted without unreasonable efforts.

Q1 FY24 and FY24 outlook

(as communicated in the earnings release September 6, 2023)

	Q1 FY24	FY24
SaaS and support revenue <i>in millions</i>	\$70.0 to \$71.0	\$306.0 to \$310.0
Total revenue <i>in millions</i>	\$96.0 to \$97.0	\$419.0 to \$423.0
Non-GAAP operating profit ¹ <i>in millions</i>	\$2.5 to \$3.5	\$20.0 to \$24.0
Non-GAAP diluted net income per share ¹	~\$0.03	\$0.20 to \$0.24

1. 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.



Investor relations overview

Thank you