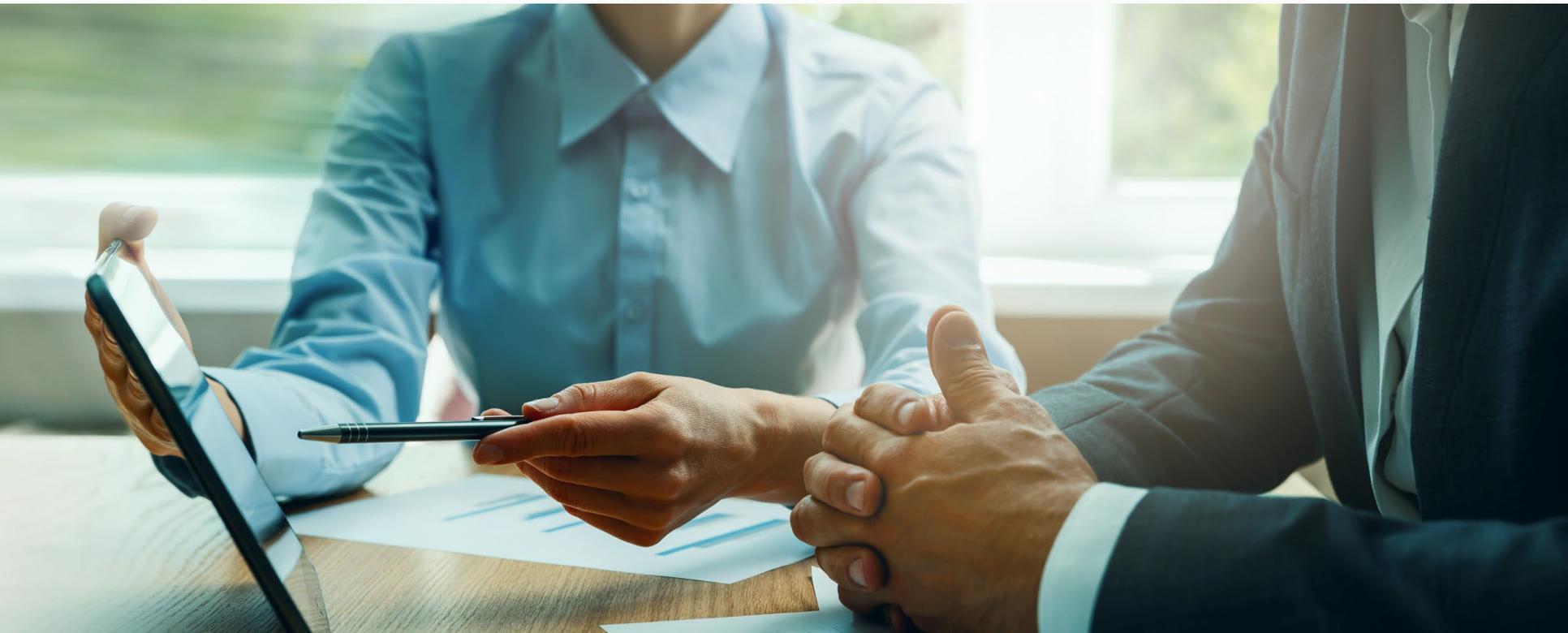




Fair Isaac Corporation

Q2 23 Financial Highlights

March 31, 2023



Q2 2023 FINANCIAL HIGHLIGHTS

Metric (In millions, except for EPS)	Q2-22	Q1-23	Q2-23	% Q/Q	% Y/Y
Scores Revenue	\$183.7	\$178.0	\$198.5	12%	8%
Software Revenue	\$173.5	\$166.9	\$181.8	9%	5%
Total Revenue as Reported	\$357.2	\$344.9	\$380.3	10%	6%
Software Revenue Divested	\$8.5	\$4.3	\$0.0	N/A	N/A
Software Revenue ex. Divestiture*	\$165.0	\$162.6	\$181.8	12%	10%
Total Revenue ex. Divestiture*	\$348.7	\$340.6	\$380.3	12%	9%
Software ARR*	\$526.0	\$582.9	\$613.5	5%	17%
Software ACV Bookings*	\$20.2	\$21.5	\$23.3	8%	15%
Non-GAAP Op. Margin**	51%	49%	49%	0%	-4%
Non-GAAP Net Margin**	35%	31%	32%	3%	-9%
Non-GAAP Diluted EPS**	\$4.68	\$4.26	\$4.78	12%	2%
Adjusted EBITDA**	\$182.0	\$173.0	\$192.1	11%	6%

* Adjusted to reflect the Q1-23 divestiture

** For a detailed reconciliation, please refer to our Regulation G Disclosure

KEY OPERATING RESULTS

(In millions, except for EPS)

Revenues *



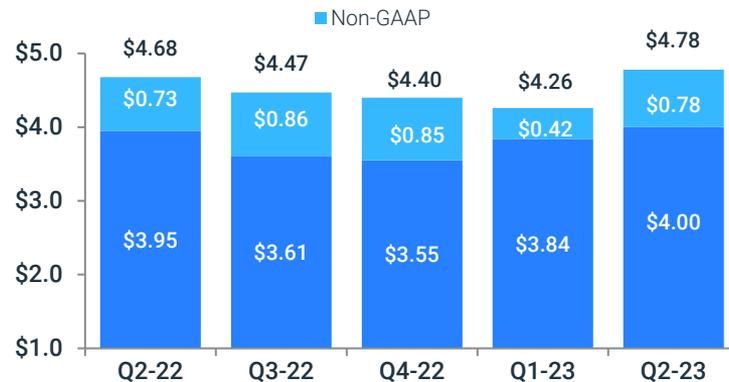
ACV Bookings *



Adjusted EBITDA



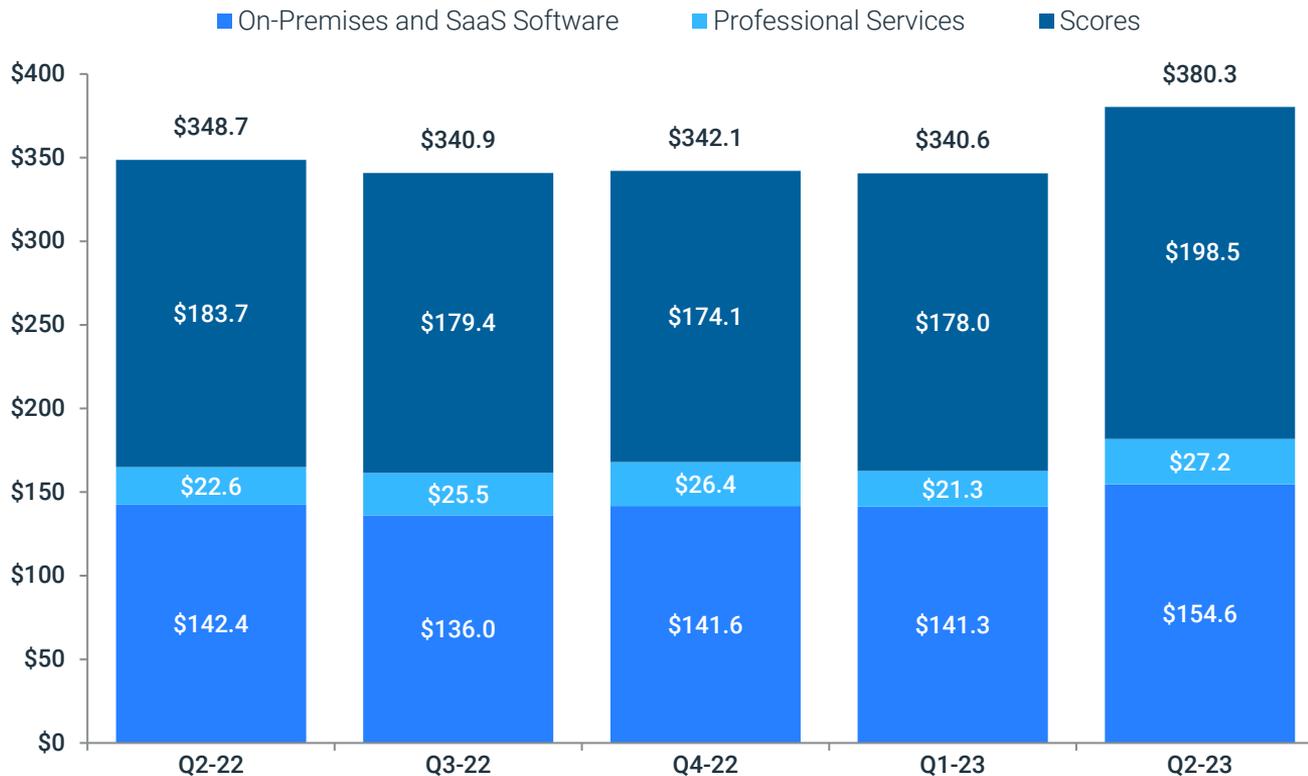
GAAP EPS



* Revenues and ACV Bookings were adjusted to reflect the Q1-23 divestiture

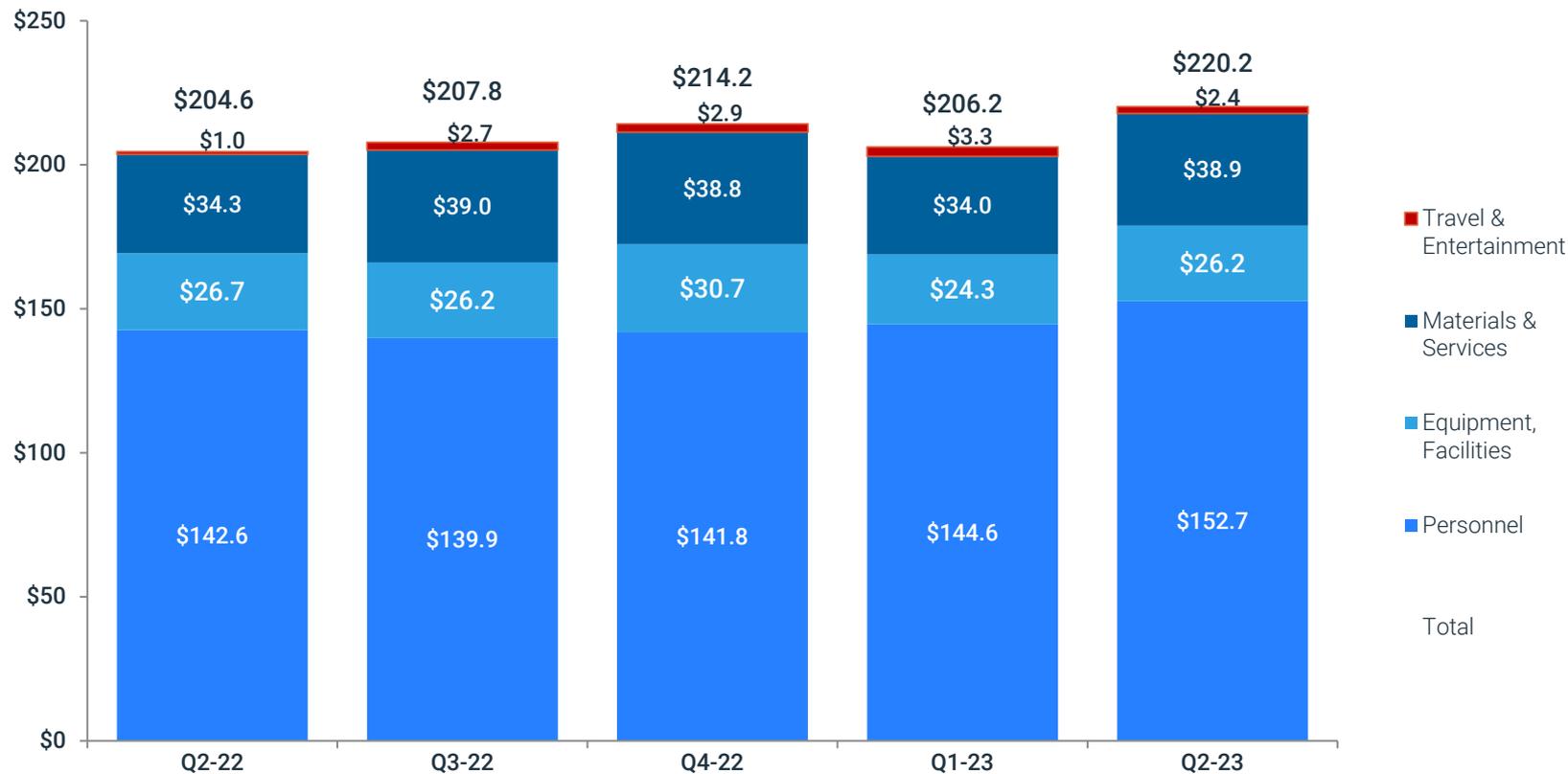
REVENUE TYPE MIX— Excluding Divestiture

(In millions)



EXPENSE REVIEW

(In millions)



SCORES HIGHLIGHTS

Total Scores revenues up 8% vs. Q2 22

B2B revenue up 16% vs. Q2 22

B2C revenue down 8% vs. Q2 22

Mortgage Originations revenues up 90% vs. Q2 22

Auto Originations revenues up 13% vs. Q2 22

Card and Personal Loan Originations revenues up 12% vs. Q2 22



SOFTWARE ARR – Excluding Divestitures

	June 30, 2021	September 30, 2021	December 31, 2021	March 31, 2022	June 30, 2022	September 30, 2022	December 31, 2022	March 31, 2023
(In millions)								
ARR								
Platform	\$ 66.0	\$ 73.6	\$ 90.9	\$ 95.4	\$ 107.2	\$ 113.1	\$ 132.8	\$ 152.5
Non-Platform	425.6	427.7	433.4	430.6	432.3	437.0	450.1	461.0
Total	\$ 491.6	\$ 501.3	\$ 524.3	\$ 526.0	\$ 539.5	\$ 550.1	\$ 582.9	\$ 613.5
Percentage								
Platform	13%	15%	17%	18%	20%	21%	23%	25%
Non-Platform	87%	85%	83%	82%	80%	79%	77%	75%
Total	100%	100%	100%	100%	100%	100%	100%	100%
YoY Change								
Platform	58%	61%	71%	64%	62%	54%	46%	60%
Non-Platform	1%	0%	3%	3%	2%	2%	4%	7%
Total	6%	6%	11%	10%	10%	10%	11%	17%

ARR is defined as annualized revenue run-rate of on-premises and SaaS software agreements within a quarterly reporting period, and as such is different from the timing and amount of revenue recognized. All components of the licensing and subscription arrangements that are not expected to recur (primarily perpetual licenses) are excluded. If a customer contract contains invoicing amounts that increase over the contract term, then ARR reflects the annualized invoicing amount outlined in the contract for the current reporting period. We calculate ARR as the quarterly recurring revenue multiplied by four.

Platform software is defined as products that can run on our platform today using shared platform capabilities without the need for any custom integrations or modifications (other than what is normally required for products on the platform today).

SOFTWARE DBNRR – Excluding Divestitures

	Q3-21	Q4-21	Q1-22	Q2-22	Q3-22	Q4-22	Q1-23	Q2-23
<i>DBNRR</i>								
Platform	142%	146%	146%	144%	137%	129%	130%	146%
Non-Platform	100%	100%	102%	102%	101%	101%	103%	105%
Total	104%	105%	109%	109%	109%	109%	110%	114%

Dollar-Based Net Retention Rate (DBNRR) for any period is calculated by comparing the ARR at the end of the prior comparable quarter (base recurring revenue) to the ARR from that same cohort of customers at the end of the current quarter (retained recurring revenue); we then divide the retained recurring revenue by the base recurring revenue to arrive at the DBNRR.

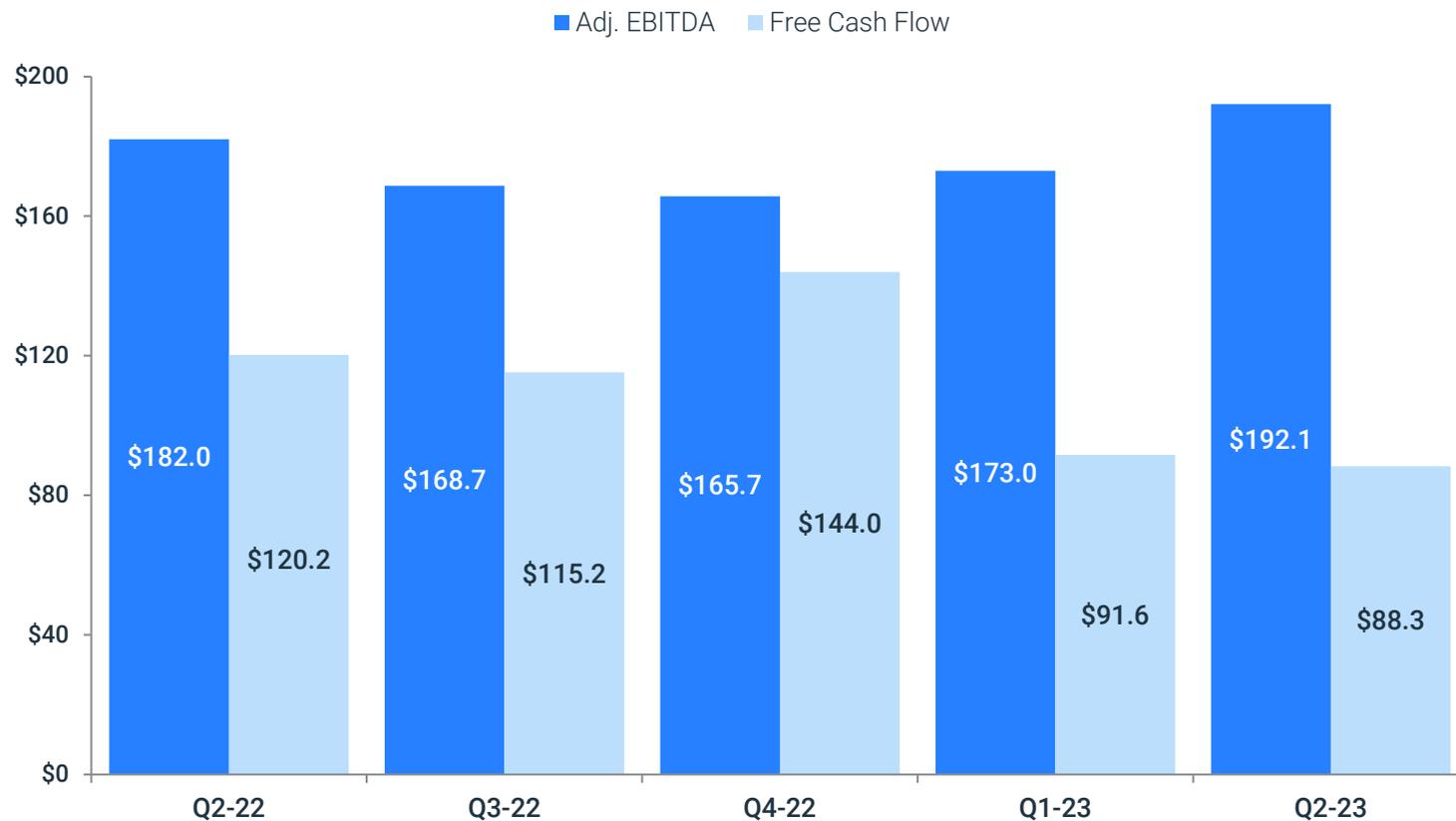
SOFTWARE ACV BOOKINGS - Excluding Divestitures

	Q3-21	Q4-21	Q1-22	Q2-22	Q3-22	Q4-22	Q1-23	Q2-23
	(In millions)							
Total ACV Bookings	\$ 11.0	\$ 24.5	\$ 16.4	\$ 20.2	\$ 18.7	\$ 29.2	\$ 21.5	\$ 23.3

Annual Contract Value Bookings (ACV Bookings) are the average annualized value of software contracts signed in the current reporting period that generate current and future on-premises and SaaS software revenue. We only include contracts with an initial term of at least 24 months and exclude perpetual licenses and other revenues that are non-recurring in nature.

ADJUSTED EBITDA & FREE CASH FLOW

(In millions)



BALANCE SHEET REVIEW

(In millions)	Q2-22	Q1-23	Q2-23	YoY Var	QoQ Var
ASSETS					
Cash & Investments	\$ 206.8	\$ 167.4	\$ 168.6	-18%	1%
Accounts Receivable & Other Current Assets	308.0	344.0	383.5	25%	11%
Goodwill & Intangibles, net	786.8	773.2	775.8	-1%	0%
Other	184.9	174.1	174.5	-6%	0%
Total Assets	\$ 1,486.5	\$ 1,458.7	\$ 1,502.4	1%	3%
LIABILITIES					
Current Liabilities	\$ 382.8	\$ 355.0	\$ 373.3	-2%	5%
Noncurrent Liabilities	1,767.1	1,905.8	1,899.9	8%	0%
Total Liabilities	2,149.9	2,260.8	2,273.2	6%	1%
Stockholders' Deficit	(663.4)	(802.1)	(770.8)	16%	-4%
Total Liabilities & Stockholders' Deficit	\$ 1,486.5	\$ 1,458.7	\$ 1,502.4	1%	3%
METRICS					
Leverage Covenant (max 3.5)	2.70	2.68	2.65	(0.05)	(0.03)
Interest Coverage Covenant (min 3.0)	12.67	8.59	7.97	(4.70)	(0.62)
Days Sales Outstanding	80 days	95 days	90 days	10 days	(5 days)

SEGMENT PROFITABILITY

	Quarter Ended March 31, 2022			
	Scores	Software	Unallocated Corporate Expenses	Total
	(In thousands)			
Segment revenues:				
On-premises and SaaS software	\$ —	\$ 149,088	\$ —	\$ 149,088
Professional services	—	24,365	—	24,365
Scores	183,742	—	—	183,742
Total segment revenues	183,742	173,453	—	357,195
Segment operating expense	(22,400)	(120,819)	(33,440)	(176,659)
Segment operating income	<u>\$ 161,342</u>	<u>\$ 52,634</u>	<u>\$ (33,440)</u>	180,536
Unallocated share-based compensation expense				(27,936)
Unallocated amortization expense				(543)
Operating income				152,057
Unallocated interest expense, net				(17,211)
Unallocated other expense, net				(2,361)
Income before income taxes				<u>\$ 132,485</u>
Depreciation expense	<u>\$ 189</u>	<u>\$ 3,807</u>	<u>\$ 28</u>	<u>\$ 4,024</u>

	Quarter Ended March 31, 2023			
	Scores	Software	Unallocated Corporate Expenses	Total
	(In thousands)			
Segment revenues:				
On-premises and SaaS software	\$ —	\$ 154,584	\$ —	\$ 154,584
Professional services	—	27,175	—	27,175
Scores	198,507	—	—	198,507
Total segment revenues	198,507	181,759	—	380,266
Segment operating expense	(23,102)	(126,892)	(43,183)	(193,177)
Segment operating income	<u>\$ 175,405</u>	<u>\$ 54,867</u>	<u>\$ (43,183)</u>	187,089
Unallocated share-based compensation expense				(27,053)
Unallocated amortization expense				(275)
Operating income				159,761
Unallocated interest expense, net				(23,897)
Unallocated other income, net				1,605
Income before income taxes				<u>\$ 137,469</u>
Depreciation expense	<u>\$ 138</u>	<u>\$ 2,723</u>	<u>\$ 20</u>	<u>\$ 2,881</u>

We have recast certain prior period amounts to conform to the way we internally managed and monitored segment performance during the current fiscal year, reflecting immaterial movements of business activities between segments and changes in cost allocations.

UPDATED FY2023 GUIDANCE

Revenue – \$1.48 billion

GAAP Net Income – \$406 million

GAAP Earnings per Share – \$16.15

Non-GAAP Net Income – \$489 million

Non-GAAP Earnings per Share – \$19.45



Fair Isaac Corporation

Q2 23 Financial Highlights

March 31, 2023

