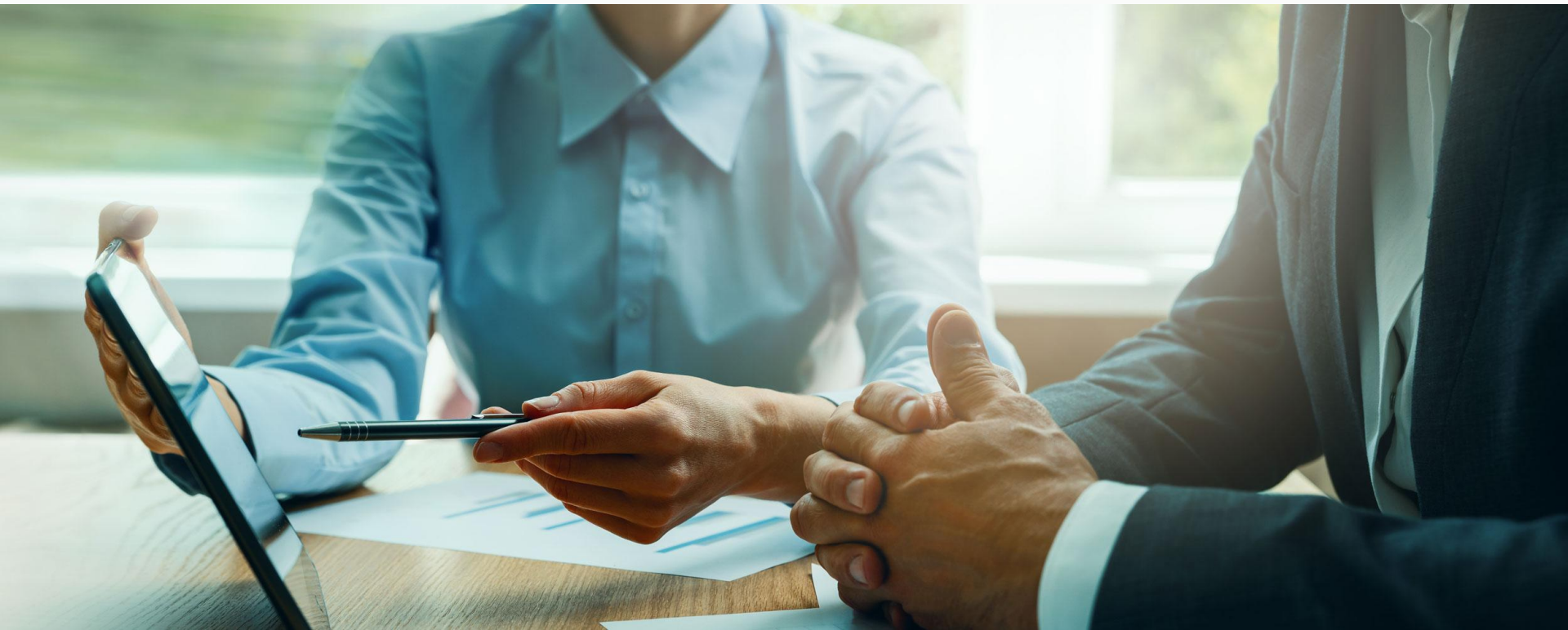




Fair Isaac Corporation

Q3 25 Financial Highlights

June 30, 2025



Q3 2025 FINANCIAL HIGHLIGHTS

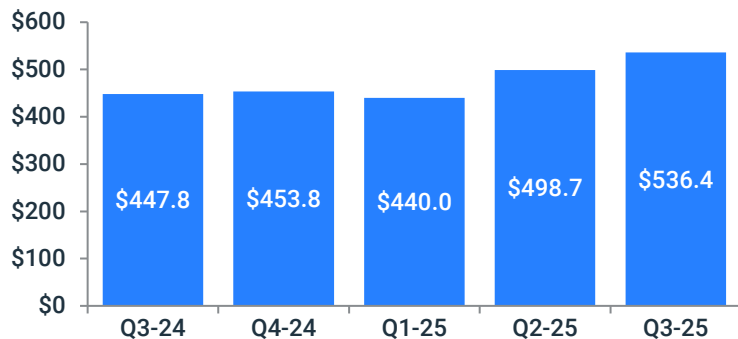
| Metric (In millions, except for EPS) | Q3-24 | Q2-25 | Q3-25 | % Q/Q | % Y/Y |
|---|---------|---------|---------|-------|-------|
| Scores Revenues | \$241.4 | \$297.0 | \$324.3 | 9% | 34% |
| Software Revenues | \$206.4 | \$201.7 | \$212.1 | 5% | 3% |
| Total Revenues | \$447.8 | \$498.7 | \$536.4 | 8% | 20% |
| Software ARR | \$709.6 | \$714.6 | \$739.1 | 3% | 4% |
| Software ACV Bookings | \$27.5 | \$21.8 | \$26.7 | 22% | -3% |
| Non-GAAP Op. Margin* | 52% | 58% | 57% | -1% | 5% |
| Non-GAAP Net Margin* | 35% | 39% | 39% | 0% | 4% |
| Non-GAAP Diluted EPS* | \$6.25 | \$7.81 | \$8.57 | 10% | 37% |
| Adjusted EBITDA* | \$236.8 | \$287.8 | \$312.3 | 9% | 32% |

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

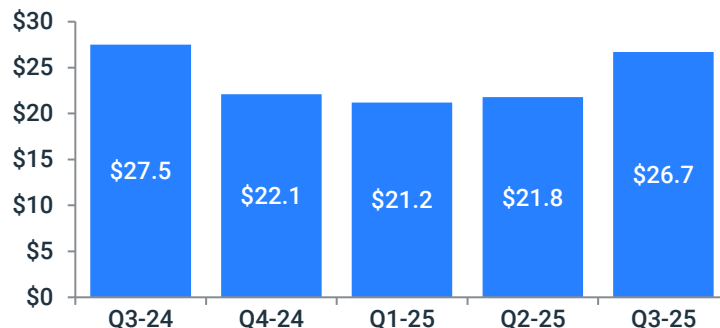
KEY OPERATING RESULTS

(In millions, except for EPS)

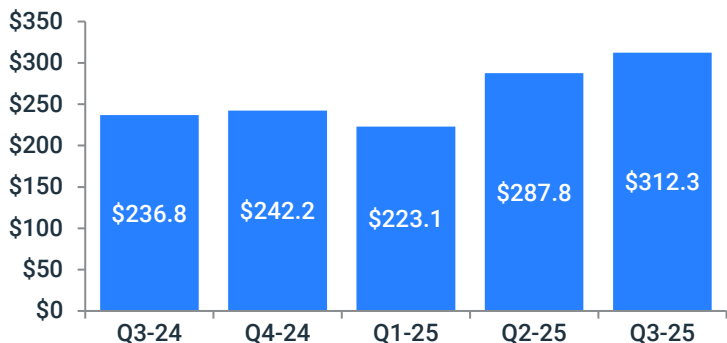
Revenues



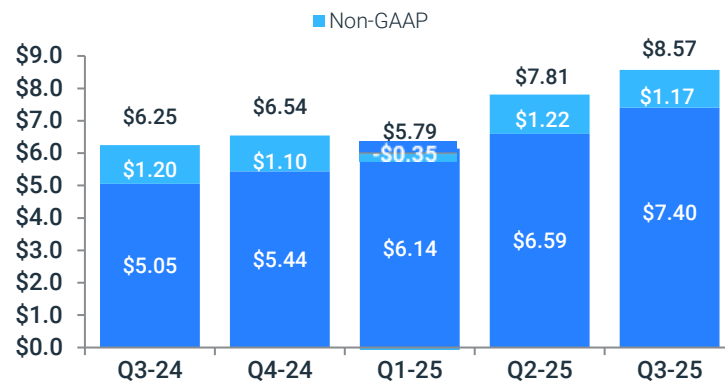
ACV Bookings



Adjusted EBITDA

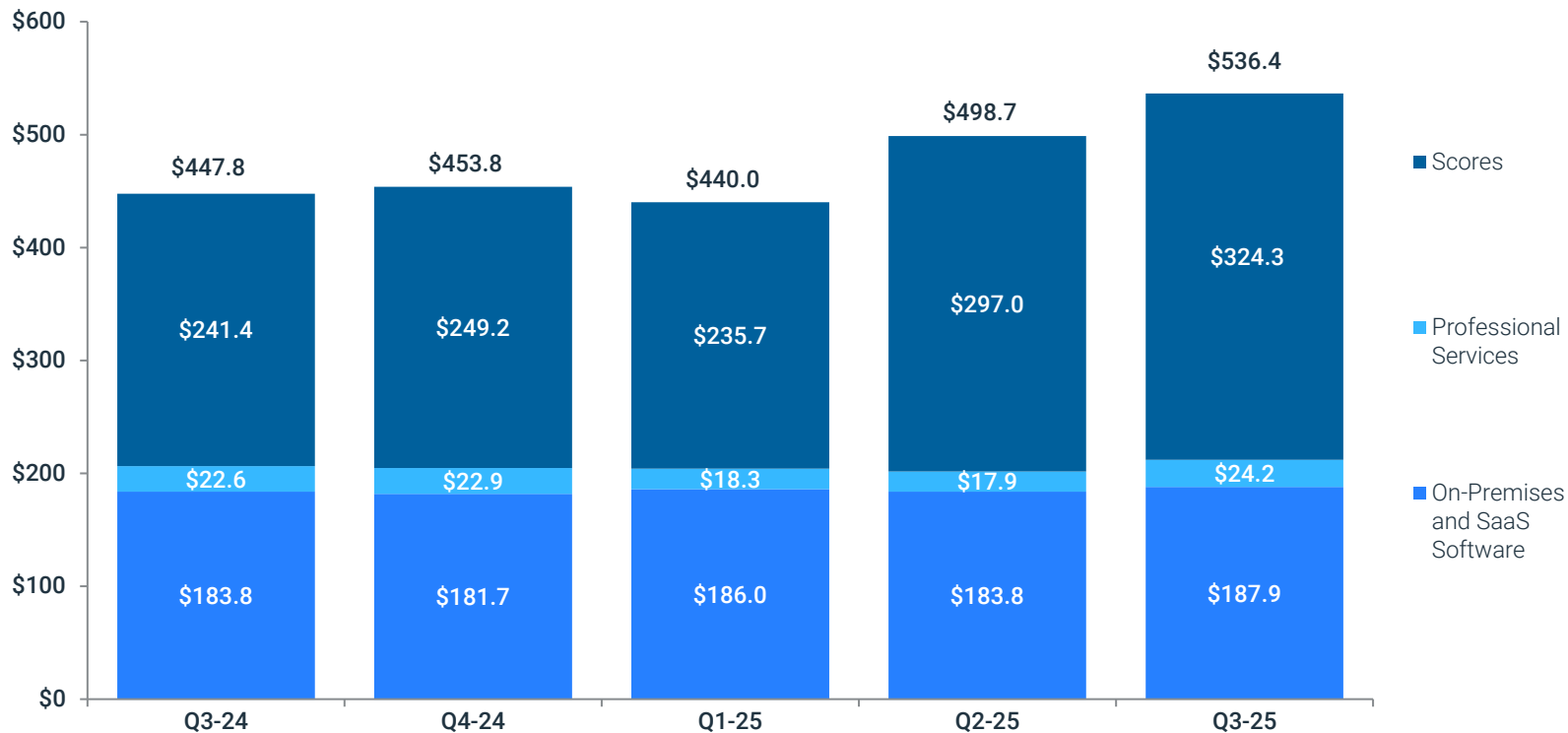


GAAP EPS



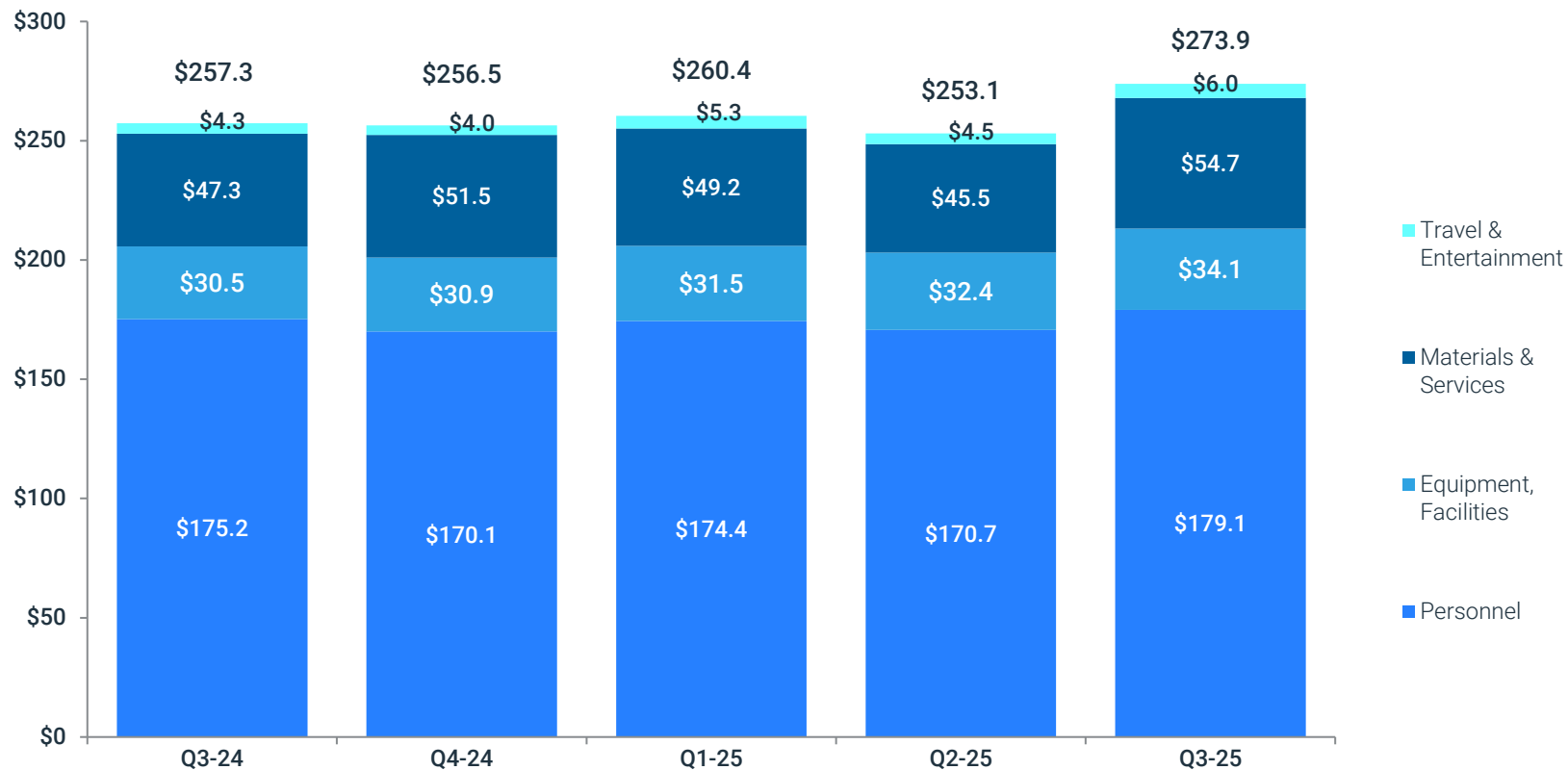
REVENUE TYPE MIX

(In millions)



EXPENSE REVIEW

(In millions)



SCORES HIGHLIGHTS

Total Scores revenues up 34% vs. Q3 24

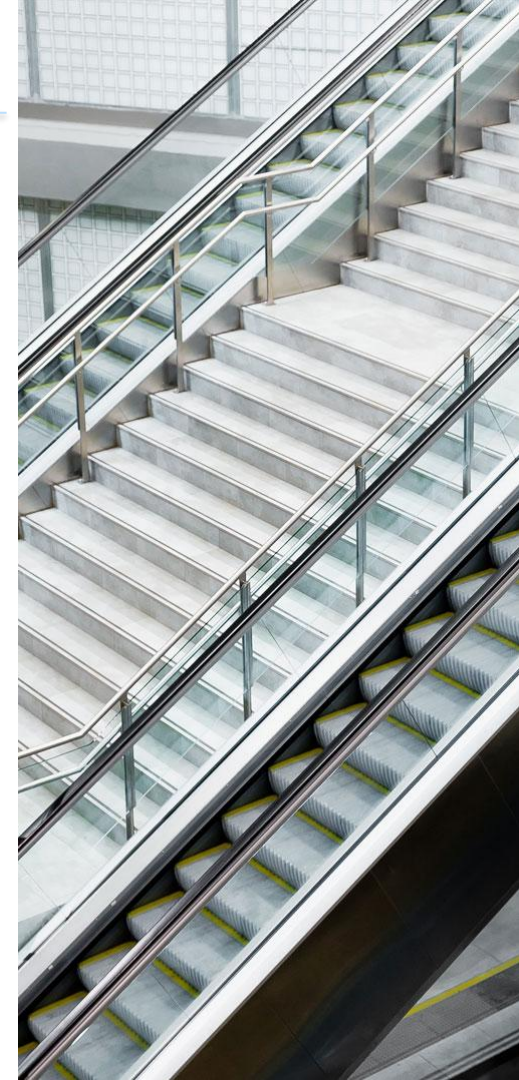
B2B revenue up 42% vs. Q3 24

B2C revenue up 6% vs. Q3 24

Mortgage Originations revenues up 53% vs. Q3 24

Auto Originations revenues up 23% vs. Q3 24

Card, Personal Loan and Other Originations revenues up 3% vs. Q3 24



SOFTWARE ARR

| | September 30, 2023 | December 31, 2023 | March 31, 2024 | June 30, 2024 | September 30, 2024 | December 31, 2024 | March 31, 2025 | June 30, 2025 |
|----------------------|-----------------------|----------------------|-------------------|------------------|-----------------------|----------------------|-------------------|------------------|
| (In millions) | | | | | | | | |
| ARR | | | | | | | | |
| Platform | \$ 173.2 | \$ 190.3 | \$ 201.4 | \$ 215.1 | \$ 227.0 | \$ 227.7 | \$ 234.7 | \$ 254.2 |
| Non-Platform | 496.2 | 497.4 | 495.6 | 494.5 | 494.2 | 501.6 | 479.9 | 484.9 |
| Total | <u>\$ 669.4</u> | <u>\$ 687.7</u> | <u>\$ 697.0</u> | <u>\$ 709.6</u> | <u>\$ 721.2</u> | <u>\$ 729.3</u> | <u>\$ 714.6</u> | <u>\$ 739.1</u> |
| Percentage | | | | | | | | |
| Platform | 26% | 28% | 29% | 30% | 31% | 31% | 33% | 34% |
| Non-Platform | 74% | 72% | 71% | 70% | 69% | 69% | 67% | 66% |
| Total | <u>100%</u> | <u>100%</u> | <u>100%</u> | <u>100%</u> | <u>100%</u> | <u>100%</u> | <u>100%</u> | <u>100%</u> |
| YoY Change | | | | | | | | |
| Platform | 53% | 43% | 32% | 31% | 31% | 20% | 17% | 18% |
| Non-Platform | 14% | 11% | 8% | 3% | 0% | 1% | -3% | -2% |
| Total | 22% | 18% | 14% | 10% | 8% | 6% | 3% | 4% |

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

| | September 30, 2023 | December 31, 2023 | March 31, 2024 | June 30, 2024 | September 30, 2024 | December 31, 2024 | March 31, 2025 | June 30, 2025 |
|---------------------|-----------------------|----------------------|-------------------|------------------|-----------------------|----------------------|-------------------|------------------|
| <i>DBNRR</i> | | | | | | | | |
| Platform | 145% | 136% | 126% | 124% | 123% | 112% | 110% | 115% |
| Non-Platform | 111% | 108% | 106% | 101% | 99% | 100% | 96% | 97% |
| Total | 120% | 114% | 112% | 108% | 106% | 105% | 102% | 103% |

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.

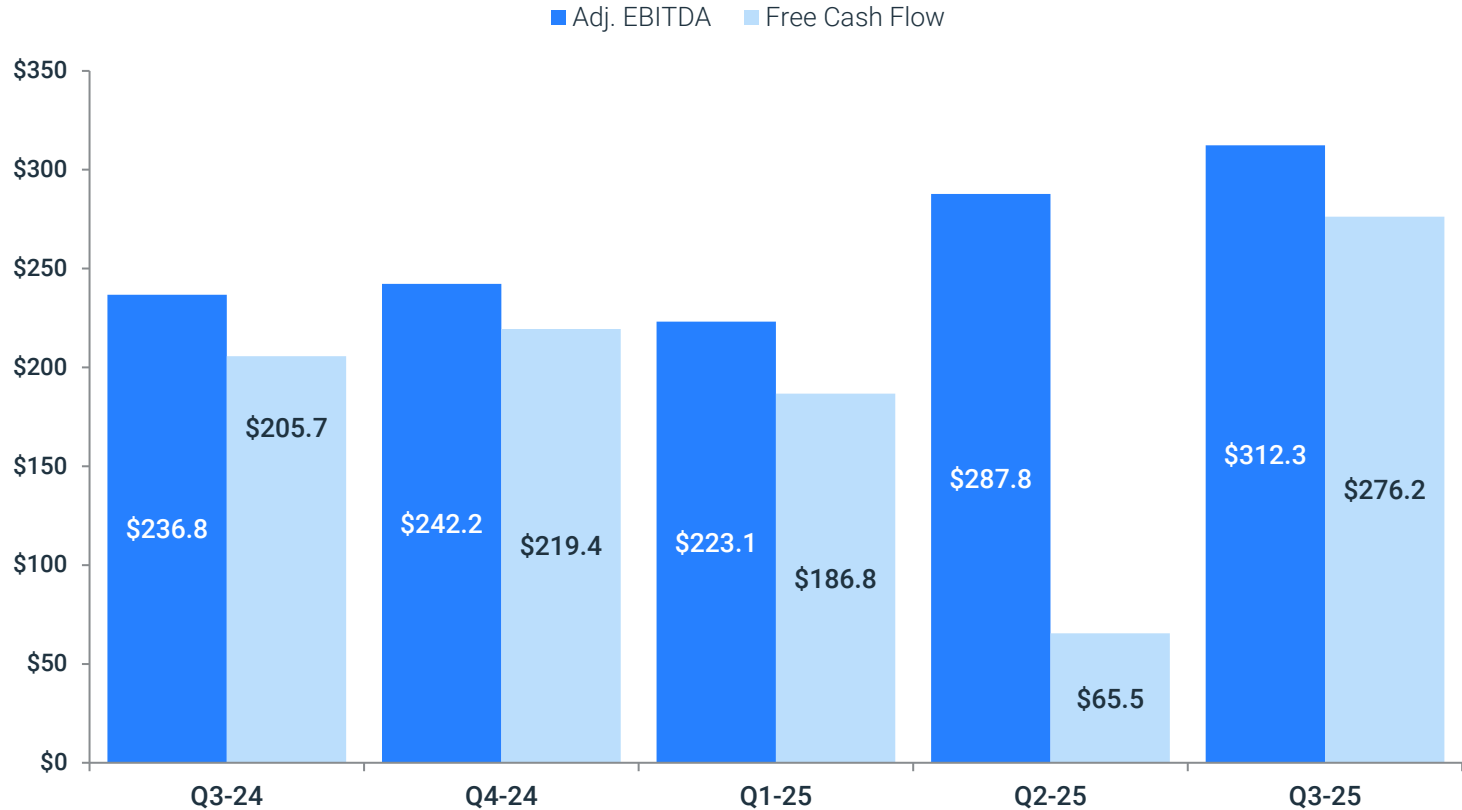
SOFTWARE ACV BOOKINGS

| | Q4-23 | Q1-24 | Q2-24 | Q3-24 | Q4-24 | Q1-25 | Q2-25 | Q3-25 |
|---------------------------|---------------|---------|---------|---------|---------|---------|---------|---------|
| | (In millions) | | | | | | | |
| Total ACV Bookings | \$ 28.0 | \$ 18.3 | \$ 16.8 | \$ 27.5 | \$ 22.1 | \$ 21.2 | \$ 21.8 | \$ 26.7 |

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) | Q3-24 | Q2-25 | Q3-25 | YoY Var | QoQ Var |
|--|-------------------|-------------------|-------------------|------------------|------------------|
| ASSETS | | | | | |
| Cash & Investments | \$ 198.8 | \$ 192.0 | \$ 239.8 | 21% | 25% |
| Accounts Receivable & Other Current Assets | 475.1 | 578.3 | 520.8 | 10% | -10% |
| Goodwill & Intangibles, net | 776.8 | 779.3 | 785.4 | 1% | 1% |
| Other | 258.1 | 286.2 | 316.0 | 22% | 10% |
| Total Assets | \$ 1,708.8 | \$ 1,835.8 | \$ 1,862.0 | 9% | 1% |
| LIABILITIES | | | | | |
| Current Liabilities | \$ 337.2 | \$ 343.2 | \$ 770.6 | 129% | 125% |
| Noncurrent Liabilities | 2,200.9 | 2,616.6 | 2,488.8 | 13% | -5% |
| Total Liabilities | 2,538.1 | 2,959.8 | 3,259.4 | 28% | 10% |
| Stockholders' Deficit | (829.3) | (1,124.0) | (1,397.4) | 69% | 24% |
| Total Liabilities & Stockholders' Deficit | \$ 1,708.8 | \$ 1,835.8 | \$ 1,862.0 | 9% | 1% |
| METRICS | | | | | |
| Leverage Covenant (max 3.5) | 2.38 | 2.49 | 2.47 | 0.09 | (0.02) |
| Days Sales Outstanding | 97 days | 95 days | 85 days | (12 days) | (10 days) |

SEGMENT PROFITABILITY

| Segment | (In Millions) | Q3-24 | Q4-24 | Q1-25 | Q2-25 | Q3-25 | QoQ \$ | QoQ % | YoY \$ | YoY % |
|-----------------|---------------------------------------|-----------------|-----------------|-----------------|-----------------|-----------------|----------------|------------|----------------|------------|
| Scores | Revenue | \$ 241.5 | \$ 249.2 | \$ 235.7 | \$ 297.0 | \$ 324.3 | \$ 27.3 | 9% | \$ 82.9 | 34% |
| | Operating Expenses | (28.5) | (29.7) | (31.9) | (32.1) | (39.6) | (7.5) | 23% | (11.1) | 39% |
| | Scores Operating Income | 213.0 | 219.5 | 203.8 | 265.0 | 284.7 | 19.7 | 7% | 71.7 | 34% |
| | Scores Operating Margin | 88% | 88% | 86% | 89% | 88% | | -1% | | 0% |
| Software | Revenue | 206.4 | 204.6 | 204.3 | 201.7 | 212.1 | 10.4 | 5% | 5.7 | 3% |
| | Operating Expenses | (136.1) | (136.7) | (143.6) | (138.4) | (144.2) | (5.8) | 4% | (8.1) | 6% |
| | Software Operating Income | 70.3 | 67.9 | 60.7 | 63.3 | 67.9 | 4.6 | 7% | (2.4) | -3% |
| | Software Operating Margin | 34% | 33% | 30% | 31% | 32% | | 1% | | -2% |
| | Total Revenue | 447.8 | 453.8 | 440.0 | 498.7 | 536.4 | 37.7 | 8% | 88.6 | 20% |
| | Total Segment Operating Expenses | (164.5) | (166.4) | (175.5) | (170.4) | (183.8) | (13.3) | 8% | (19.2) | 12% |
| | Unallocated Corporate Expense | (50.4) | (50.2) | (44.3) | (40.9) | (48.2) | (7.3) | 18% | 2.2 | -4% |
| | Total Segment Operating Income | 233.0 | 237.3 | 220.2 | 287.3 | 304.4 | 17.1 | 6% | 71.5 | 31% |
| | Total Segment Operating Margin | 52% | 52% | 50% | 58% | 57% | | -1% | | 5% |
| | Other Unallocated Expenses | | | | | | | | | |
| | Share-based Compensation | (42.4) | (40.0) | (40.7) | (41.7) | (41.9) | (0.2) | 1% | 0.5 | -1% |
| Amortization | (0.3) | (0.1) | - | - | - | - | 0% | 0.3 | -100% | |
| | Operating Income | \$ 190.3 | \$ 197.2 | \$ 179.5 | \$ 245.6 | \$ 262.5 | \$ 16.9 | 7% | \$ 72.3 | 38% |

UPDATED FY2025 GUIDANCE

Revenues – \$1.98 billion

GAAP Net Income – \$630 million

GAAP Earnings per Share – \$25.60

Non-GAAP Net Income – \$718 million

Non-GAAP Earnings per Share – \$29.15



Fair Isaac Corporation

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June 30, 2025

