



CCC INTELLIGENT SOLUTIONS HOLDINGS INC.

INVESTOR PRESENTATION

AUGUST 2023





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This presentation also includes certain projections of non-GAAP financial measures. Due to the high variability and difficulty in making accurate forecasts and projections of some of the information excluded from these projected measures, together with some of the excluded information not being ascertainable or accessible, CCC is unable to quantify certain amounts that would be required to be included in the most directly comparable GAAP financial measures without unreasonable effort. Consequently, no disclosure of estimated comparable GAAP measures is included and no reconciliation of the forward-looking non-GAAP financial measures is included for these projections.



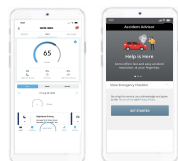
COMPANY **OVERVIEW**



CCC: THE SAAS PLATFORM FOR THE P&C INSURANCE ECONOMY



SaaS solutions to digitize **insurer** workflows and drive optimal decisions and customer outcomes



Solutions to enhance **OEM** value & customer experience across vehicle lifecycle

Integrations and data to connect **other participants** to CCC network

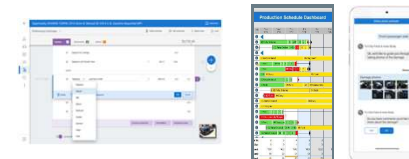
INSURERS

300⁽¹⁾⁺



REPAIR FACILITIES

29,000⁽²⁾⁺



Complete **repair facility** operating system to attract, deliver, and manage quality repairs

PARTS SUPPLIERS

4,500+



E-commerce solutions to enable **parts** sales across CCC network

OTHERS

Lenders, Fleets, Salvage, Tow, Ridesharing, Diagnostics, & more

Mission-critical
(99.95% uptime)⁽³⁾

AI-enabled

CCC Cloud

Enabling experiences for
40M+ consumers annually

35K+
companies







100% SaaS

Our platform helps customers drive revenue and profitability across >\$100 billion of transactions annually

1. Includes self-insurers and other entities processing insurance claims
2. Includes other entities that estimate damaged vehicles
3. Average uptime achieved since January 2018









CCC AT A GLANCE

 Trusted and relied upon by our customers	82 NET PROMOTER SCORE
 Mission-critical for insurers and repairers	35K+ TOTAL CUSTOMERS
 Long-term customer relationships	99% GROSS DOLLAR RETENTION ^[1]
 Demonstrated customer expansion	107% NET DOLLAR RETENTION ^[1]
 Durable, long-term organic growth	11% 2015-2022 REVENUE CAGR ^[2]
 Strong operating leverage and margins	39% 2022 ADJUSTED EBITDA MARGIN

1. As of June 30, 2023. See "Definitions" in Appendix

2. Revenue excludes Casualty 1st Party Clinical (divested 2020)

INVESTMENT HIGHLIGHTS

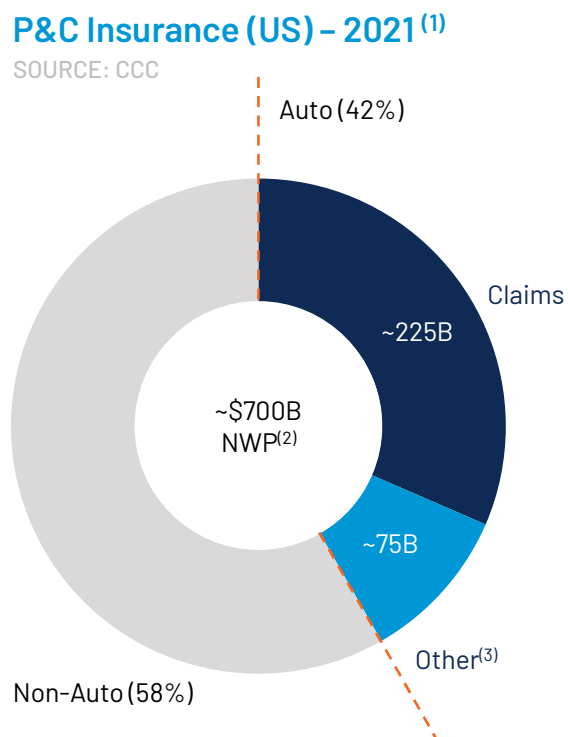
Large, resilient TAM ready for digitization	
 <p>AI-enabled SaaS platform powered by 100% multi-tenant cloud⁽¹⁾</p>	 <p>Blue chip customer base with strong account retention and ongoing growth potential</p>
 <p>Mission-critical, deeply integrated software with multiple network effects</p>	 <p>Highly recurring and visible SaaS revenue model delivered via multi-year subscriptions</p>
 <p>20+ consecutive years of Revenue growth and profitability⁽²⁾</p>	 <p>Highly experienced team delivering strong growth in equity value for 20+ years</p>

1. Solutions rely on CCC and third-party hosted storage or processing, including private and public infrastructure
 2. Excludes Casualty 1st Party Clinical (divested 2020) and discontinued Europe and Consumer Services businesses (discontinued 2001)
 Source: CCC data



BUSINESS AND PRODUCT **OVERVIEW**

CCC IS DIGITIZING THE P&C INSURANCE ECONOMY



NEARLY HALF

of entire P&C insurance market is auto

1 OF 3

P&C insurance premium dollars is spent on auto claims

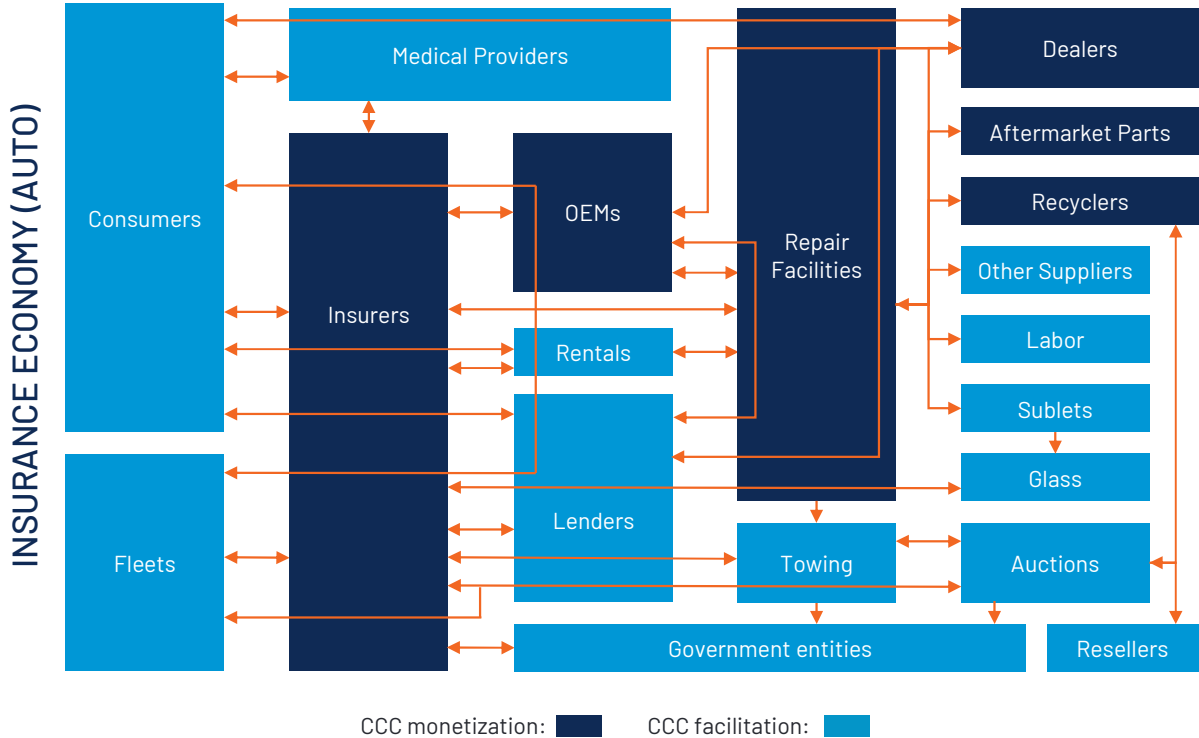
THE CCC CLOUD

powers the resulting complex economy

1. Excludes life insurance
 2. NWP: Net written premiums (2021)
 3. Includes sales and marketing, underwriting, and other costs, plus profit
 Source: CCC data, A.M. Best © A.M. Best Company – used by permission



AUTO INSURANCE ECONOMY IS COMPLEX AND INTERCONNECTED



CCC Stats

\$100B+

annual transactions

\$1T+

historical data

35K+

companies

CCC connects the many diverse participants in the insurance economy

- Large, complex, and highly interconnected ecosystem between insurers and numerous other parties
- Single event can require hundreds of micro-transactions to be resolved
- CCC generates revenue from a single event multiple times as it flows through the various participants in this economy
- Unique, hard to replicate assets powered by 100% multi-tenant cloud¹

Solutions rely on CCC and third-party hosted storage or processing, including private and public infrastructure
Source: CCC data

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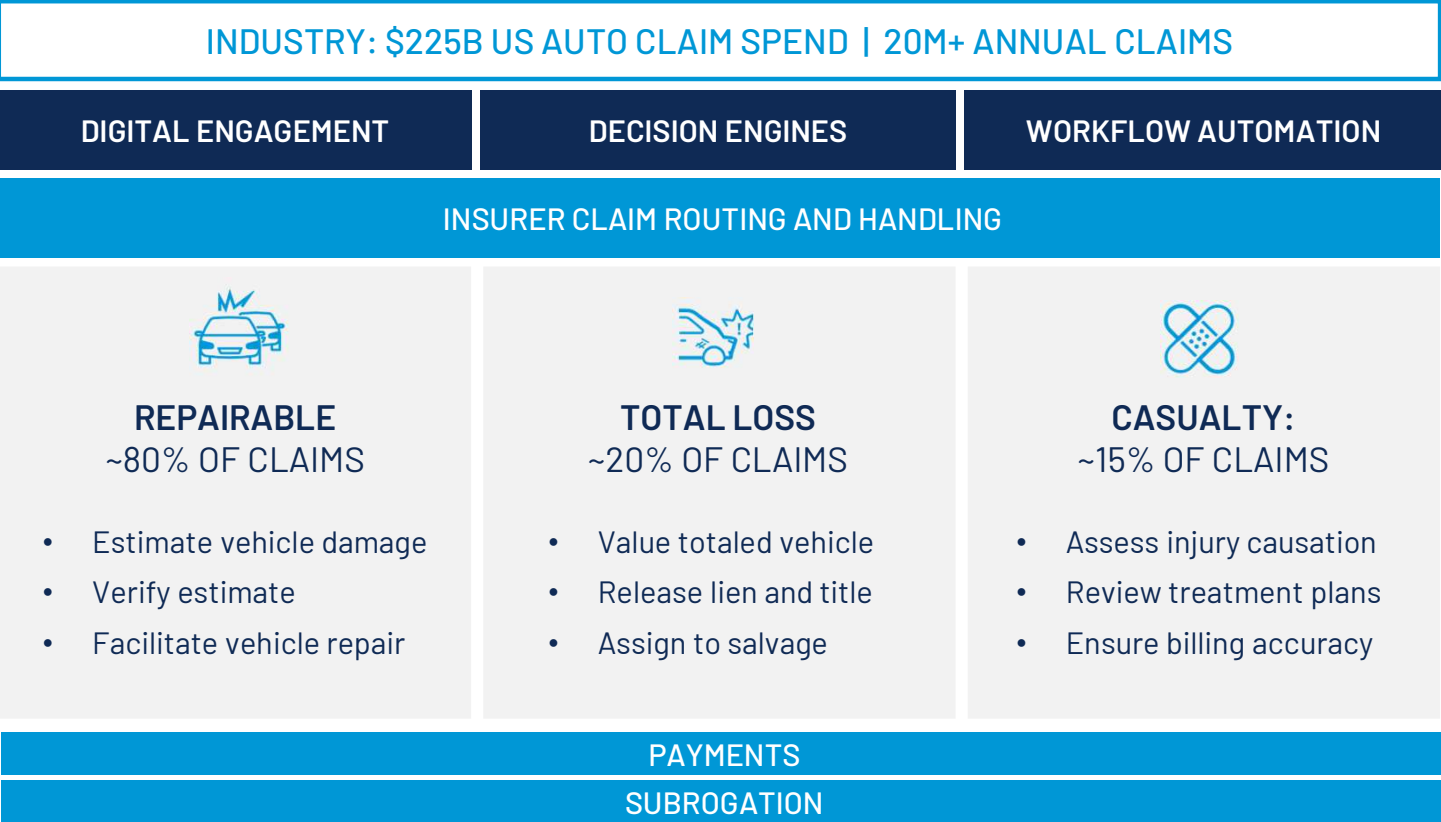
CCC SOLUTIONS ADDRESS MARKET NEEDS

	INSURANCE	REPAIR	PARTS & OTHER												
Industry Leading Solutions	<p>SaaS solutions that digitize insurer workflows to drive optimal decisions and customer outcomes</p> <ul style="list-style-type: none"> Digital engagement Decision engines Workflow automation 	<p>Complete repair facility operating system to attract, deliver, and manage quality repairs</p> <ul style="list-style-type: none"> Lead generation Repair operations Back-office functions 	<p>Integrations and data that connect OEMs, dealers, parts suppliers, lenders, TNCs, rental, tow & more</p> <ul style="list-style-type: none"> Network connections Data and analytics Workflow automation 												
Sample Solutions	<table border="0"> <tr> <th>Established</th> <th>Emerging</th> </tr> <tr> <td> <ul style="list-style-type: none"> Estimating Workflow Total Loss Casualty </td> <td> <ul style="list-style-type: none"> Estimate - STP Subrogation Payments </td> </tr> </table>	Established	Emerging	<ul style="list-style-type: none"> Estimating Workflow Total Loss Casualty 	<ul style="list-style-type: none"> Estimate - STP Subrogation Payments 	<table border="0"> <tr> <th>Established</th> <th>Emerging</th> </tr> <tr> <td> <ul style="list-style-type: none"> Estimating DRP Shop Management Engage </td> <td> <ul style="list-style-type: none"> Estimating - IQ Diagnostics Payments </td> </tr> </table>	Established	Emerging	<ul style="list-style-type: none"> Estimating DRP Shop Management Engage 	<ul style="list-style-type: none"> Estimating - IQ Diagnostics Payments 	<table border="0"> <tr> <th>Established</th> <th>Emerging</th> </tr> <tr> <td> <ul style="list-style-type: none"> Electronic Ordering Parts Promotion Parts Dashboards Recycled Parts </td> <td> <ul style="list-style-type: none"> Diagnostics Lien Release Payments </td> </tr> </table>	Established	Emerging	<ul style="list-style-type: none"> Electronic Ordering Parts Promotion Parts Dashboards Recycled Parts 	<ul style="list-style-type: none"> Diagnostics Lien Release Payments
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Revenue Model	<p>Subscription (bundled solutions)</p> <p>Recurring transaction (volume-based)</p>	<p>Subscription (tiered packages)</p> <p>Subscription Add-Ons</p>	<p>Subscription (tiered packages)</p> <p>Recurring transaction (percent of GMV)</p>												
% of Revenue ⁽¹⁾	50%	43%	6%												

1. Excluding China, as of December 31, 2022
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INSURANCE: KEY CLAIMS ACTIVITIES



INDUSTRY OVERVIEW

1,000+

AUTO INSURERS
IN THE US

- Top 30 auto insurers represent >85% of market²
- Focused on digital customer experiences, profitable growth, and AI-driven automation

CCC LEADERSHIP

300+

AUTO INSURANCE
CUSTOMERS

- 27 of top 30 insurers use CCC²
- Growth via new customers, cross-sell, ecosystem expansion, and innovation

1. Casualty claims typically accompany either a Repairable or Total Loss claim
 2. Based on 2021 Direct Written Premium
 Source: CCC data, A.M. Best © A.M. Best Company - used by permission



INSURANCE: REAL-WORLD AI DEPLOYMENT AT ENTERPRISE SCALE

100+ INSURERS USING CCC AI IN PRODUCTION

5+ YRS OF AI DEPLOYED IN MARKET

300+ AI MODELS DEVELOPED

>\$1T OF HISTORICAL DATA

INSURER CLAIM ROUTING AND HANDLING

Seamless integration of AI into CCC tools

REPAIRABLE: ~80% OF CLAIMS



CCC Estimate – STP

World's first AI touchless estimating solution in market

15 NATIONAL INSURERS
SINCE LAUNCH IN Q4 21

TOTAL LOSS: ~20% OF CLAIMS



Total Loss Routing

Computer vision and other AI for total loss routing

~5 MILLION ANNUAL
TRANSACTIONS

CASUALTY: ~15% OF CLAIMS



Injury Causation

AI and biomechanical injury analysis

30+ MILLION INJURY
ANALYSES SINCE 2020

SUBROGATION

Safekeep AI rules and workflow to digitize subrogation

1. Casualty claims typically accompany either a Repairable or Total Loss claim

INDUSTRY IN EARLY INNINGS OF AI-DRIVEN TRANSFORMATION

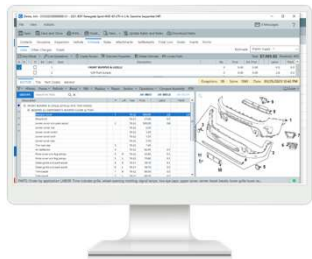


AI-DRIVEN



ELECTRONIC

Staff completes work individually via software

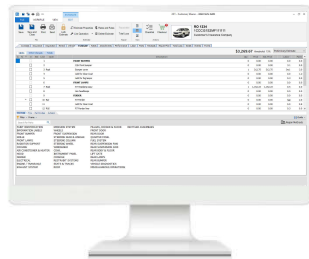


Estimating

Estimate created by staff in field

CONNECTED

Ecosystem leveraged to boost efficiency



DRP

Repair facility creates estimate via DRP tools

VIRTUAL

Functions centralized using digital tools



Mobile

Desk staff creates estimate via photos

SMART

AI-enabled hints improve productivity



Smart Estimate

Desk staff productivity improved via AI

STP

Deeply integrated AI drives full automation



Estimate - STP

AI auto-completes initial estimate

REPAIRABLE EXAMPLE

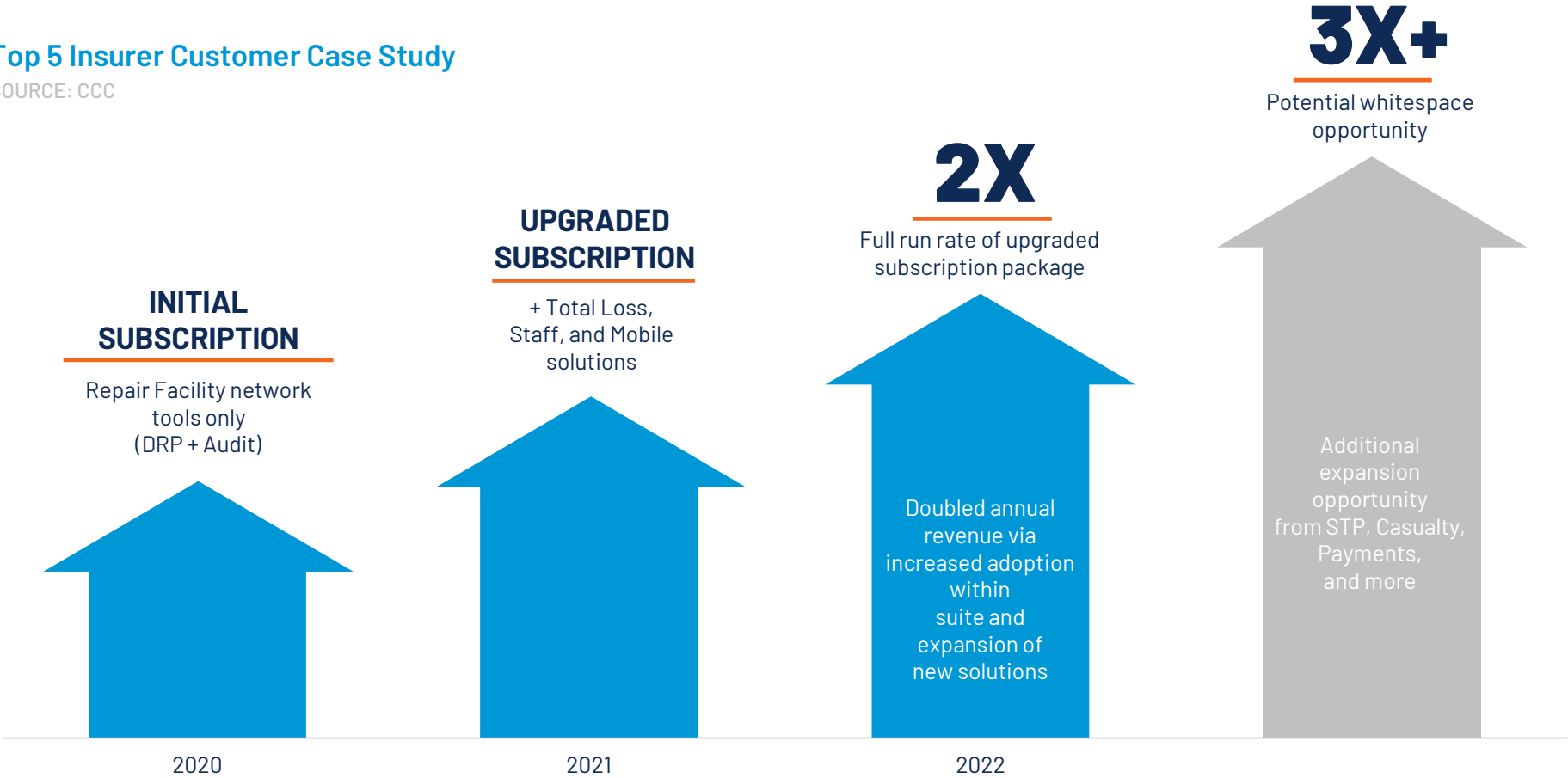
Estimating is critical first step in digitization of the P&C insurance economy via AI-powered platform and network



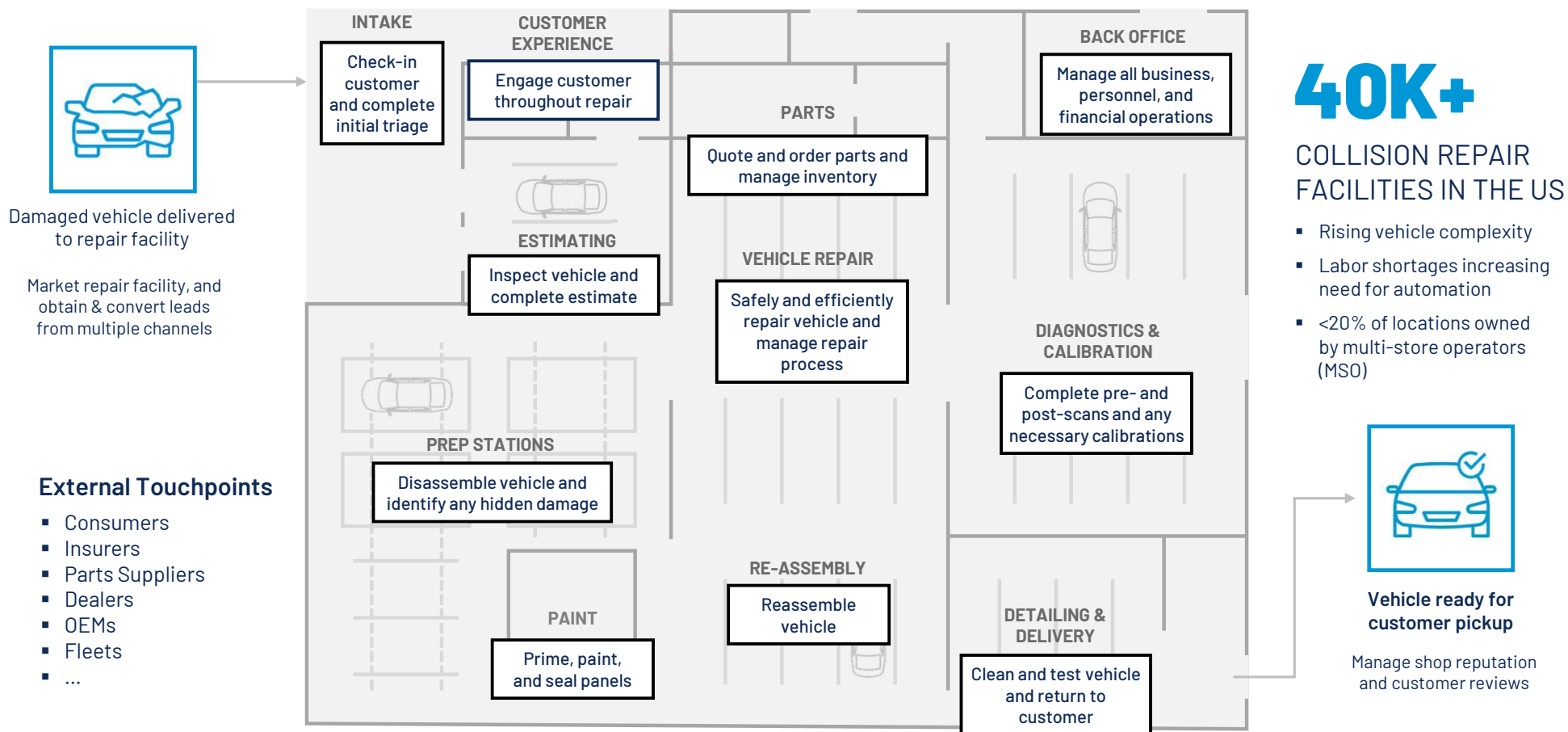
INSURANCE: PROVEN EXPANSION

Top 5 Insurer Customer Case Study

SOURCE: CCC

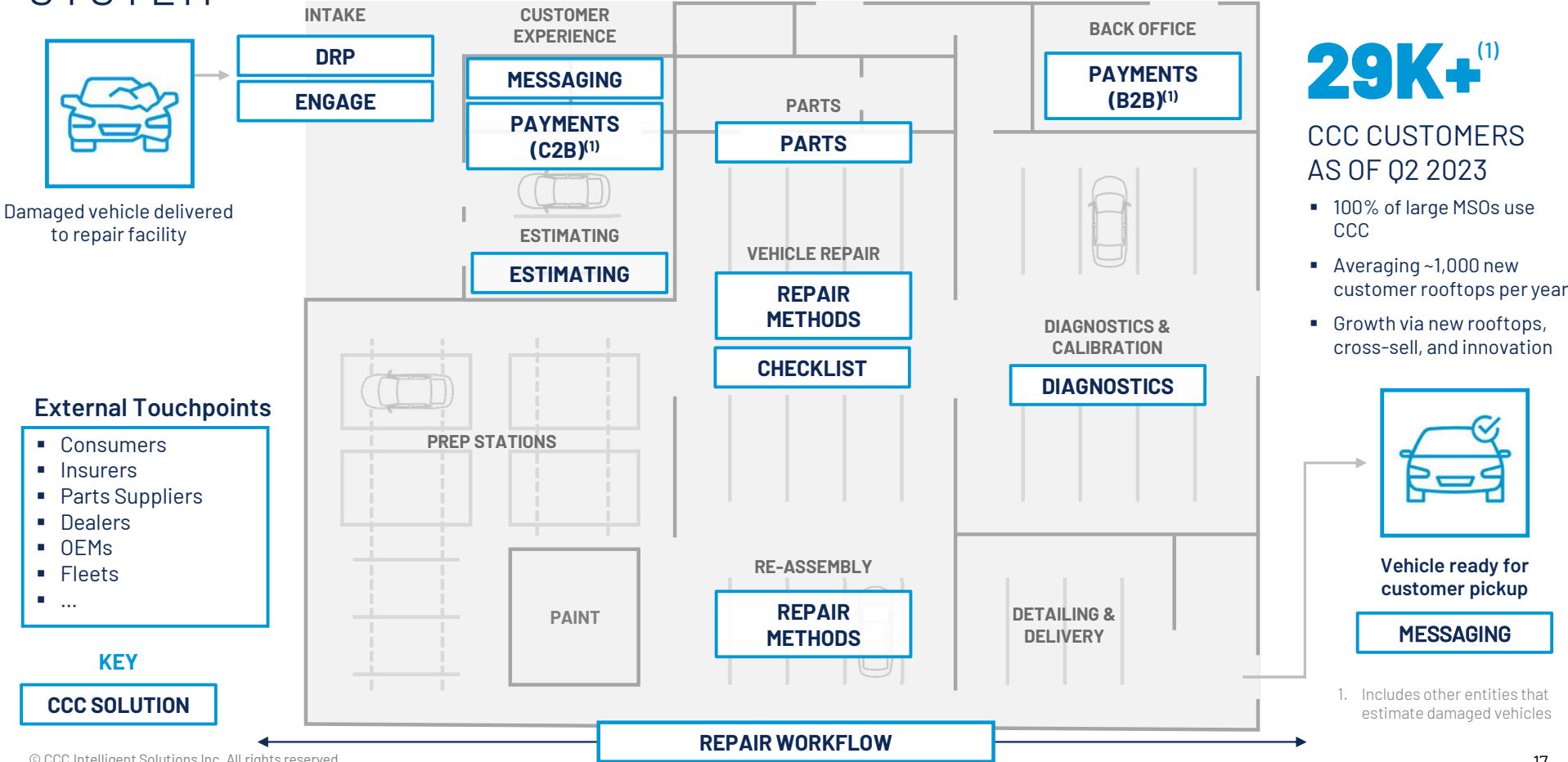


REPAIR: KEY REPAIR FACILITY ACTIVITIES





REPAIR: CCC ONE DELIVERS REPAIR FACILITY OPERATING SYSTEM

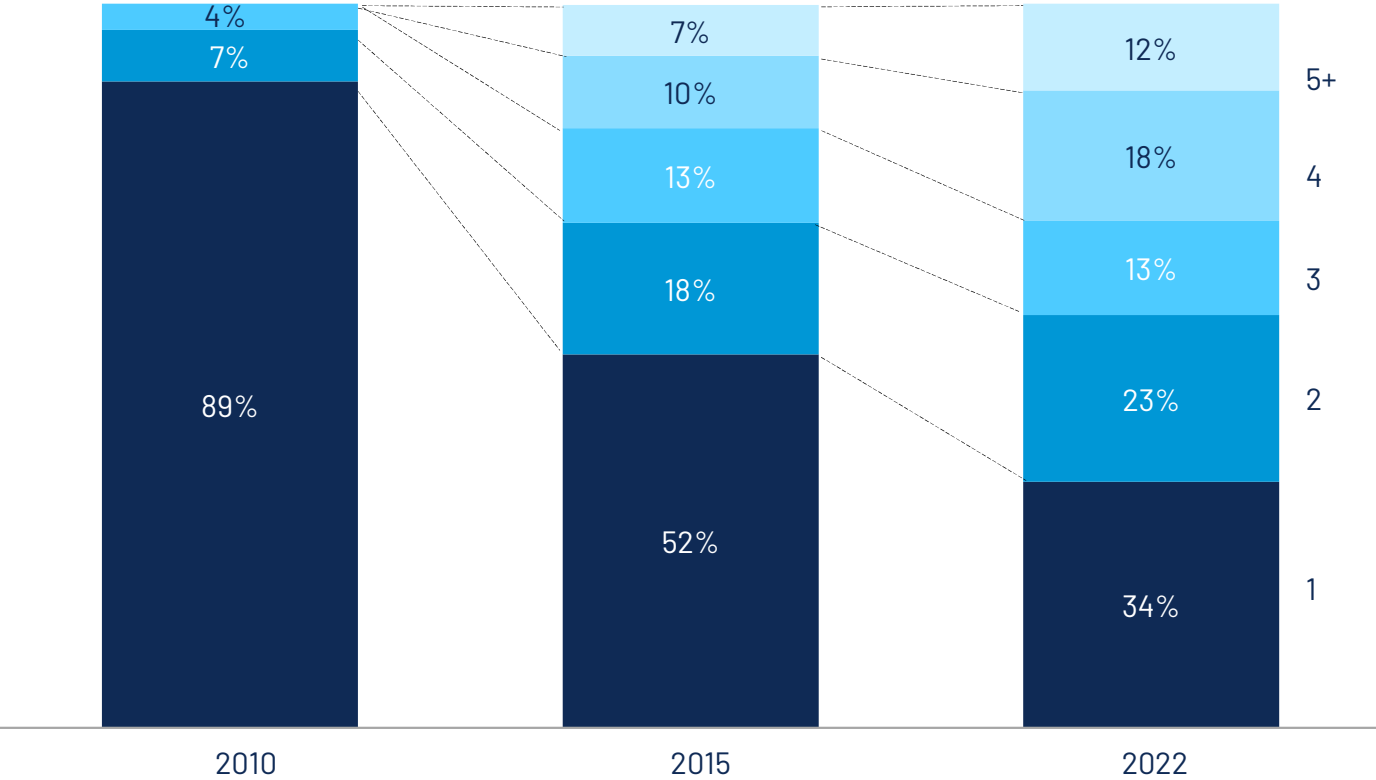




REPAIR: PROVEN EXPANSION

Share Of Repair Facility Customers By # Of Subscribed Products

SOURCE: CCC



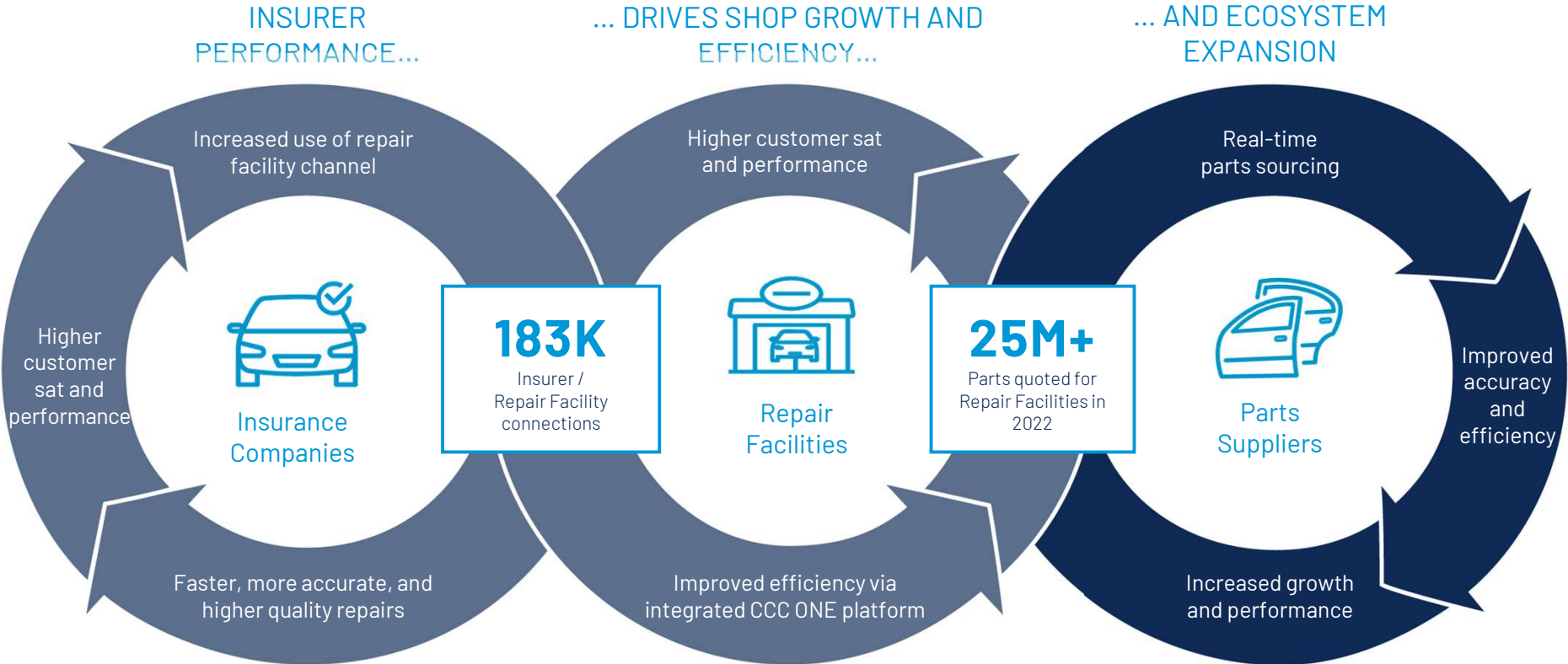
+30%

REVENUE PER REPAIR FACILITY SINCE 2020

+20%

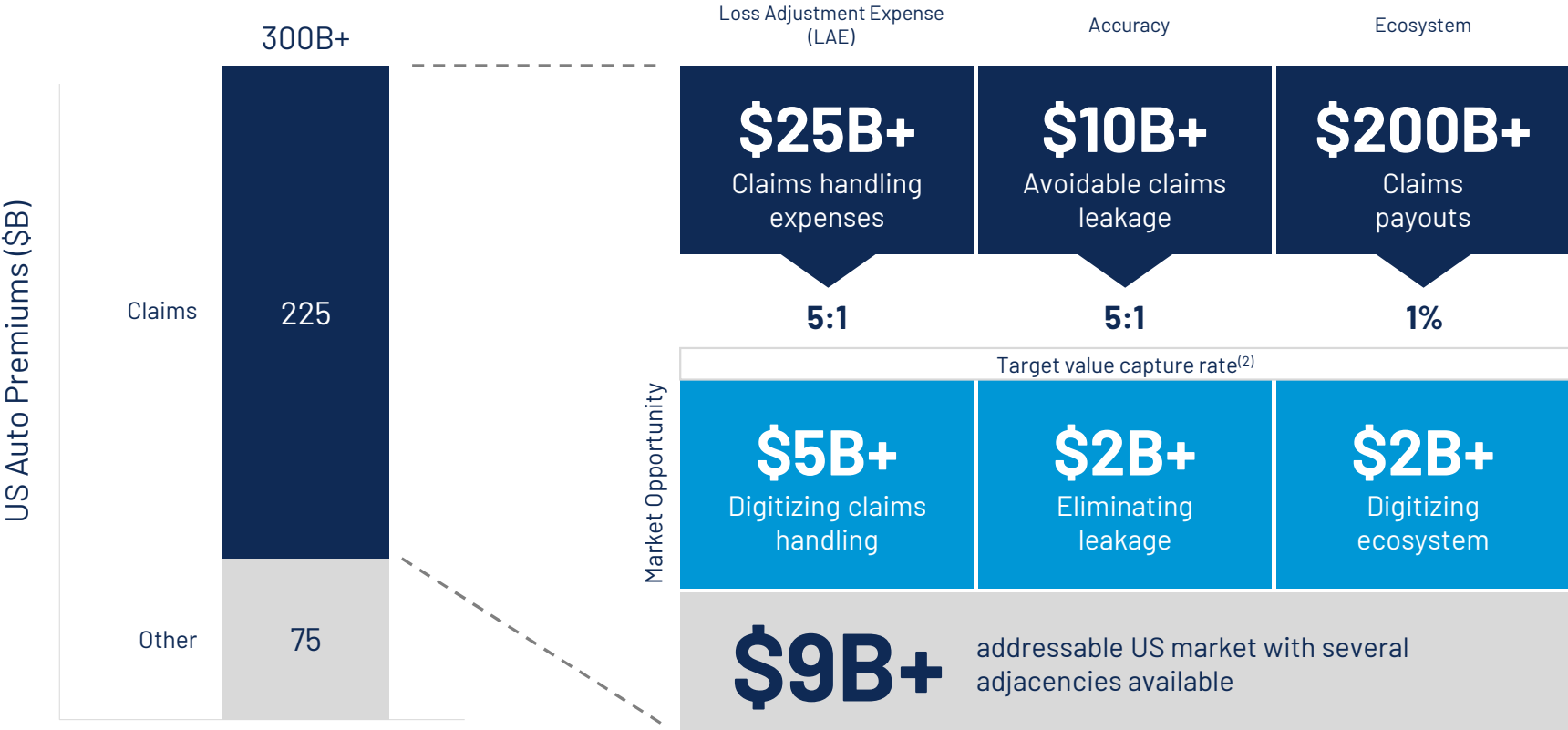
CUSTOMERS USING 4+ SOLUTIONS SINCE 2020

PARTS STRENGTHENS NETWORK EFFECT OF CCC PLATFORM





\$9B MARKET OPPORTUNITY IN US AUTO⁽¹⁾



1. Based on 2021 assessment
2. Long-run target based on accelerating industry demand for digital solutions
Source: A.M. Best © A.M. Best Company - used by permission, CCC data and management estimates, McKinsey as of April 2020



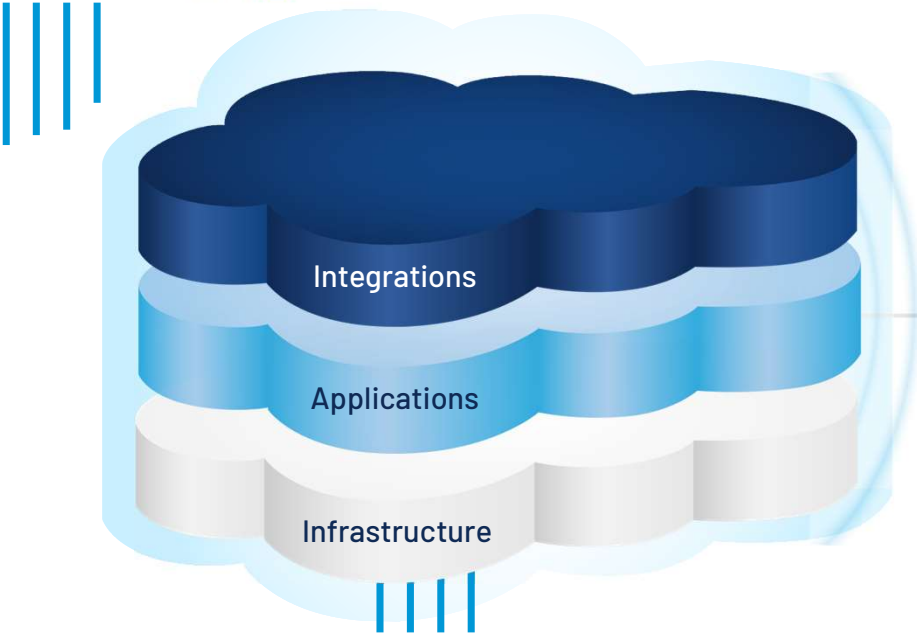
MANY EXPANSION ADJACENCIES AVAILABLE

CCC Total Addressable Market ⁽¹⁾



1. Based on 2022 assessment
2. Based on 2021 Direct Written Premium
Source: A.M. Best © A.M. Best Company – used by permission, analyst reports, CCC data and estimates as of 2021

MODERN, CLOUD-BASED PLATFORM



Multi-tenant cloud architecture | Modern UI

BENEFITS TO CUSTOMERS AND BUSINESS ⁽¹⁾

- Scalable ▶ 4.9B database txns / day
- Reliable ▶ 99.95% uptime⁽²⁾
- Continuous innovation ▶ 1,600 releases
- Rapid product expansion ▶ Extensible technology
- Mission critical ▶ 650K+ users

>\$1 BILLION of R&D Investment over the past 10 years

1. As of December 31, 2022
2. Average uptime achieved since January 2018
Source: CCC data
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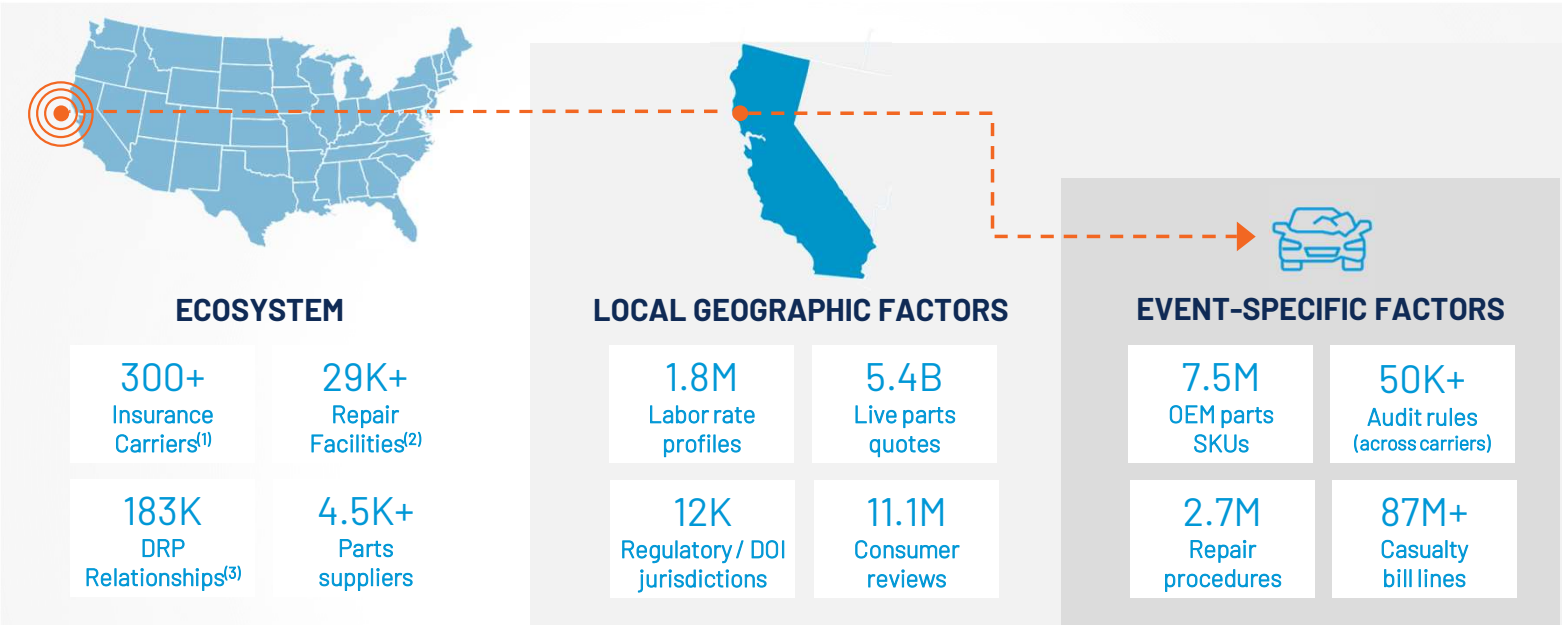


CCC CLOUD POWERS COMPLICATED, HYPER-LOCAL DECISIONS

CCC is the definitive platform for major decisions made throughout the auto insurance economy



Example Auto Collision



SAMPLE DECISIONS POWERED BY CCC

Among all available network participants, who needs to be involved in resolving this particular event?	What local rates and prices apply? What local regulations apply? Who are the best performing providers in the area?	What is the exact damage to this specific vehicle and what is needed to restore it? What injuries did or did not occur? What is the precise cost of resolution?
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- 1. Includes self-insurers and other entities processing insurance claims
- 2. Includes other entities that estimate damaged vehicles
- 3. Direct Repair Program

Source: CCC data



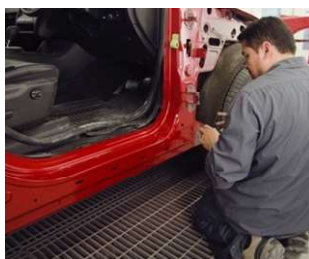
WELL-POSITIONED TO ADDRESS EVOLVING INDUSTRY DYNAMICS

TRENDS IMPACTING OUR INDUSTRY

SAMPLE CCC SOLUTIONS

Vehicle Complexity

- EVs
- Autonomous
- Car Parts



CCC Repair Methods

2.7M integrated collision repair procedures



CCC Parts Network

Integrated, real-time parts inventory sourcing and ordering

Digital Engagement and Efficiency

- Mobile
- Imaging
- Automation



CCC Mobile

Complete mobile suite to guide policyholder through claim journey

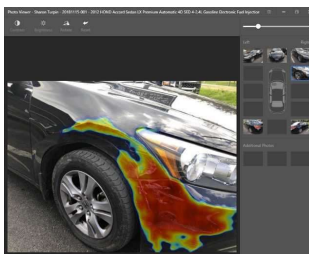


CCC Payments

Integrated electronic payments across the CCC network⁽²⁾

Emerging Technology

- AI
- Analytics
- Data



CCC AI

Industry-leading AI powered by >\$1T of historical accident-related data



CCC Diagnostics

Integrated platform to manage collision diagnostics for ADAS-enabled vehicles

1. As of December 31, 2022

2. CCC payments enables business-to-business payments through an integration with a payment processing partner.

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GROWTH LEVERS DRIVE FUTURE PERFORMANCE

 <p>Expansion within Existing Customers</p>	 <p>Add New Customers</p>	 <p>Introduce New Solutions</p>	 <p>M&A</p>
<ul style="list-style-type: none"> ▪ Increase usage of existing products ▪ Upsell package tiers ▪ Packaging innovation 	<ul style="list-style-type: none"> ▪ Add more customers within existing segments ▪ New customer segments 	<ul style="list-style-type: none"> ▪ Insurer innovation ▪ Repair facility innovation ▪ Ecosystem innovation 	<ul style="list-style-type: none"> ▪ Product capabilities ▪ Customer adjacencies ▪ Geographic expansion

FINANCIAL OVERVIEW



FINANCIAL HIGHLIGHTS

1 High Recurring Revenue	2 Durable Growth Profile	3 Expanding Margins
<ul style="list-style-type: none">• 96% recurring software revenue⁽¹⁾• 3-5 year average contract length	<ul style="list-style-type: none">• Consistent revenue growth over 20+ consecutive years⁽²⁾• 7-10% long-term target• Primarily supported by expansion opportunities	<ul style="list-style-type: none">• 77%+ adjusted gross profit margin⁽³⁾• Scaling R&D investments to drive innovation and long-term growth• Rule of 50 Company

1. Calculated as of June 30, 2023. See "Definitions" in Appendix

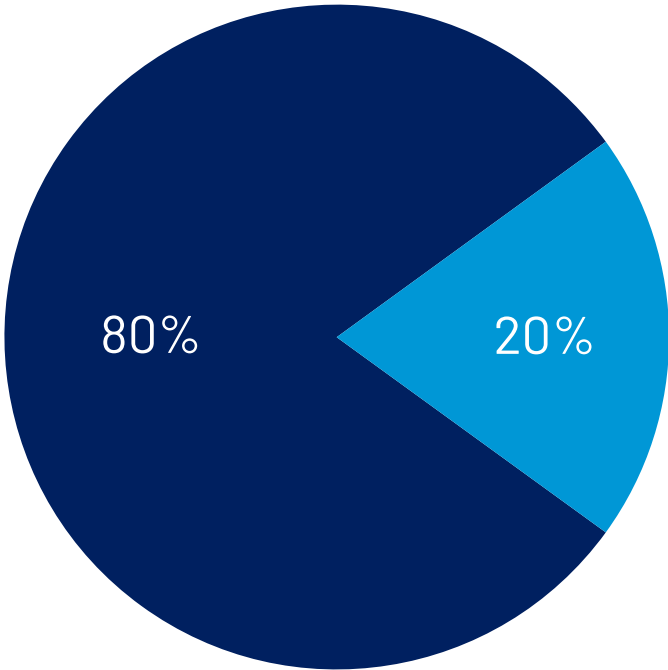
2. Revenue excludes Casualty 1st Party Clinical (divested 2020) and discontinued Europe and Consumer Services businesses (discontinued 2001)

3. Adjusted gross profit and adjusted gross profit margin are non-GAAP financial measures. Adjusted gross profit margin is calculated as Adjusted gross profit divided by Revenue, excluding divested product line. See "Disclaimer-Non-GAAP Financial Measures." 77% adjusted gross profit margin calculated as of June 30, 2023

1 HIGH RECURRING REVENUE

Subscription Revenue

- Repair
- Insurance
- Parts
- China



Transactional Revenue

- Insurance (16%)
- Parts (2%)
- Emerging Solutions (2%)

Recurring Software Revenue

96%

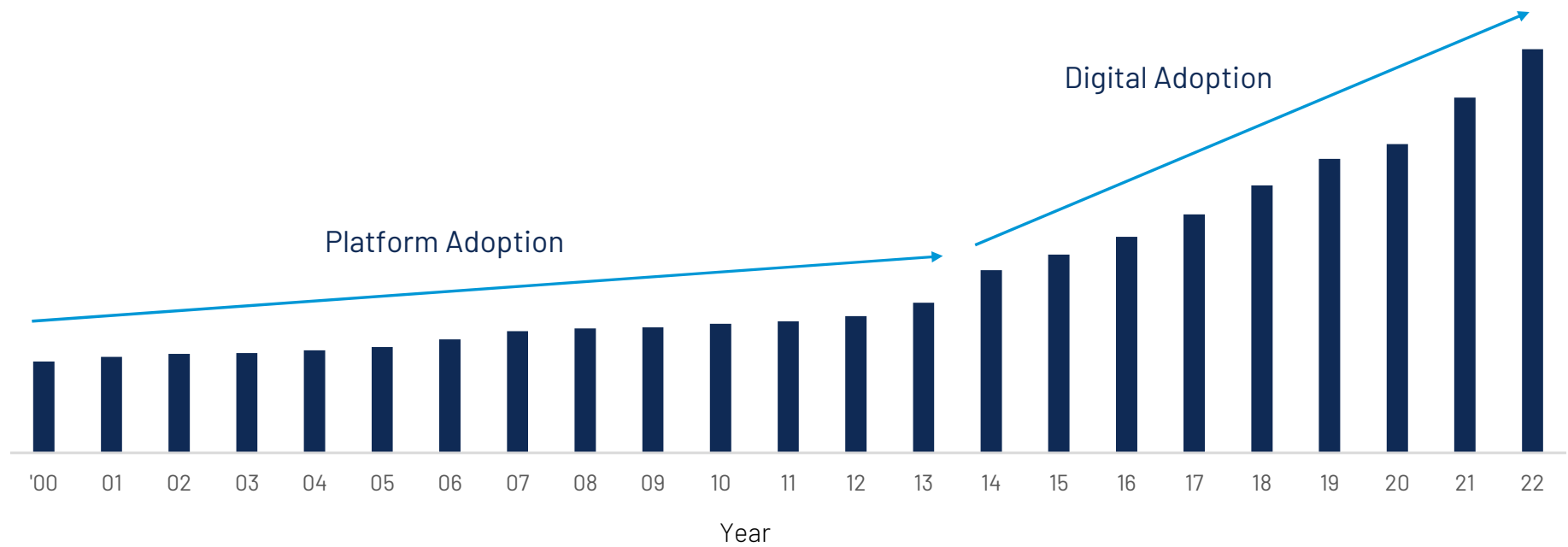
Professional Services / Other

4%

As of December 31, 2022. See "Definitions" in Appendix
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DURABLE GROWTH PROFILE

20+ Consecutive Years of Revenue Growth Across Multiple Market Cycles ⁽¹⁾

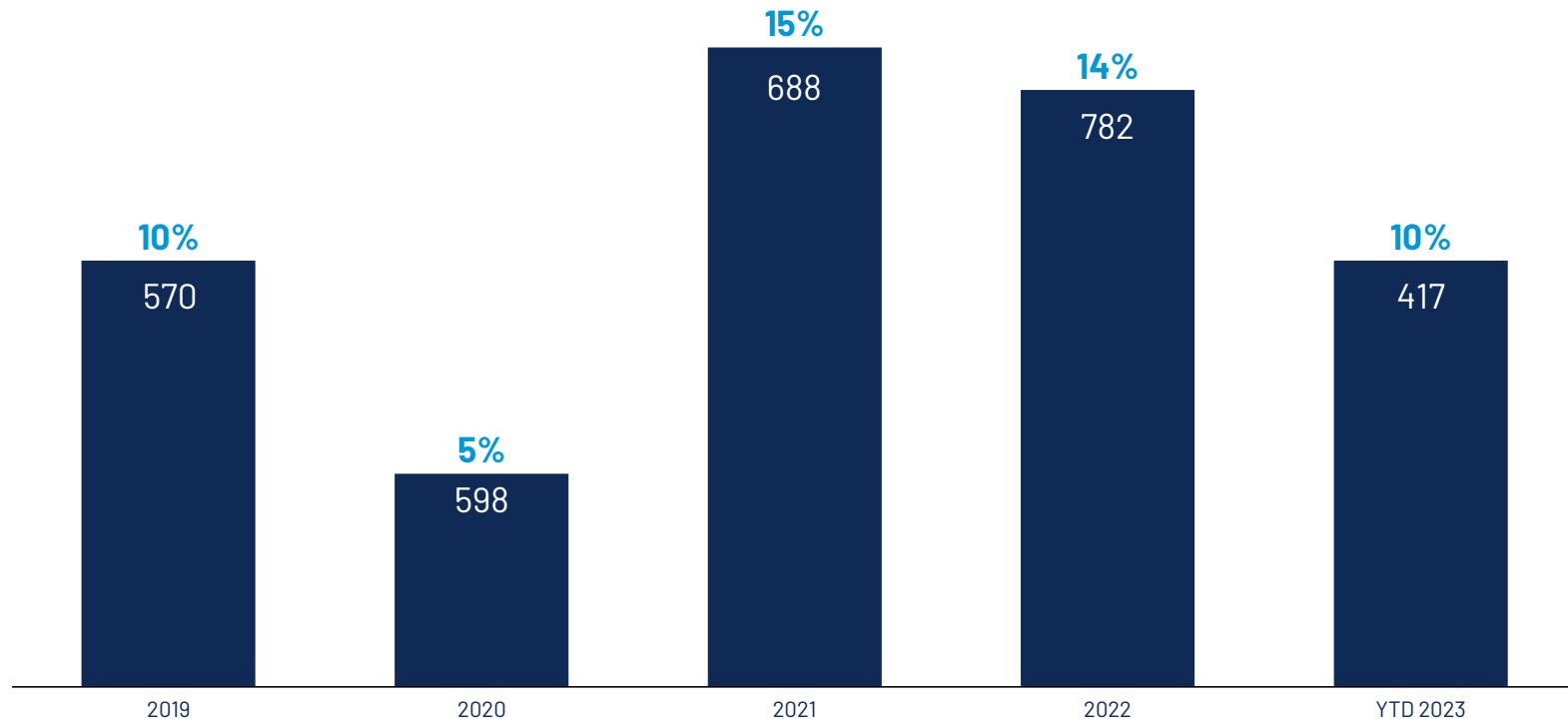


1. Revenue excludes Casualty 1st Party Clinical (divested 2020) and discontinued Europe and Consumer Services businesses (discontinued 2001)
Source: CCC data

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HISTORICAL REVENUE PERFORMANCE

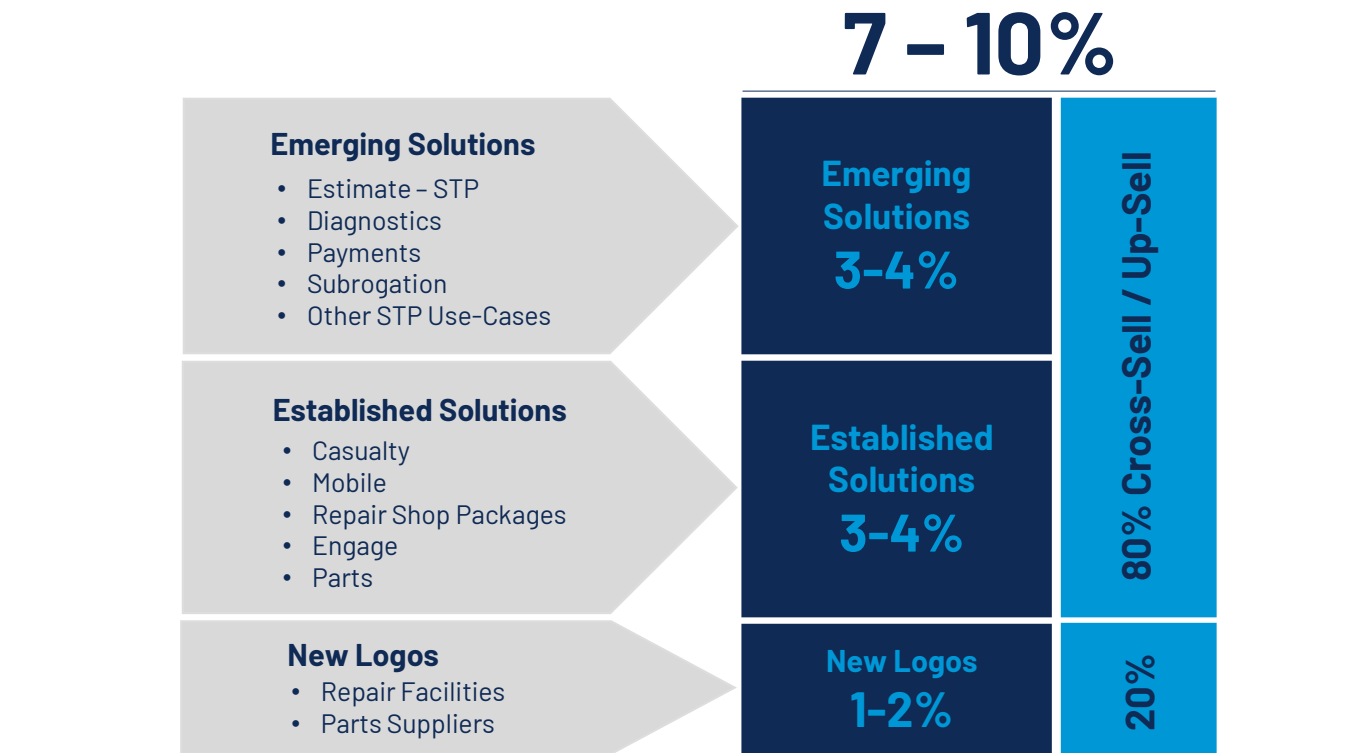
Revenue / Growth %⁽¹⁾ (\$MM/%)



1. Year-over-year revenue growth. Revenue excludes Casualty 1st Party Clinical (divested 2020).

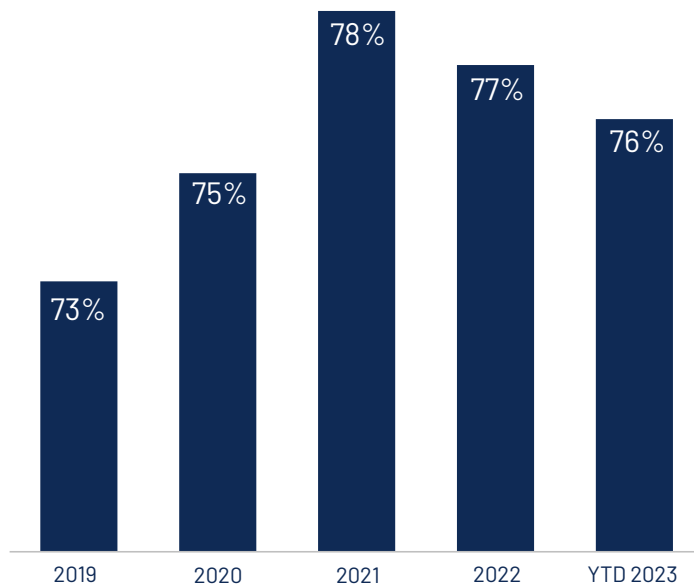
2. Source: CCC data

PATH TO ORGANIC 7-10% LONG-TERM REVENUE GROWTH

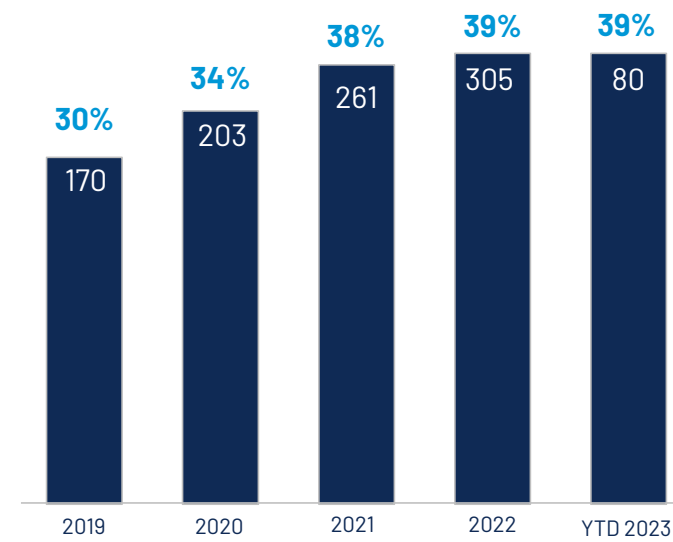


CONSISTENT MARGIN EXPANSION

Adj. Gross Profit Margin ⁽¹⁾(%)



Adj. EBITDA / Margin ⁽²⁾(\$MM/%)



Adj. EBITDA
Y/Y Growth (%)

15%	19%	29%	17%	9%
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- Adjusted gross profit and adjusted gross profit margin are non-GAAP financial measures. Adjusted gross profit margin is calculated as Adjusted gross profit divided by Revenue, excluding divested product line. See "Disclaimer-Non-GAAP Financial Measures."
- Adjusted EBITDA and adjusted EBITDA margin are non-GAAP financial measures. Adjusted EBITDA margin is calculated as Adjusted EBITDA divided by Revenue, excluding divested product line. See "Disclaimer-Non-GAAP Financial Measures" and the Appendix for a reconciliation to the most directly comparable GAAP measure

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LONG-TERM TARGETS



- Adjusted gross profit and adjusted gross profit margin are non-GAAP financial measures. Adjusted gross profit margin is calculated as Adjusted gross profit divided by Revenue, excluding divested product line. See "Disclaimer-Non-GAAP Financial Measures."
- Adjusted EBITDA and adjusted EBITDA margin are non-GAAP financial measures. Adjusted EBITDA margin is calculated as Adjusted EBITDA divided by Revenue, excluding divested product line. See "Disclaimer-Non-GAAP Financial Measures" and the Appendix for a reconciliation to the most directly comparable GAAP measure



SOLUTION SPOTLIGHT



SOLUTION SPOTLIGHT: ESTIMATE - STP

Estimate - STP is an AI-powered estimating solution able to automatically generate full line-level estimates pre-integrated into existing insurer workflows

Value Proposition

- Increases operating efficiency
- Improves cycle time and estimate writing consistency
- Enables insurers' digital vision and increases customer satisfaction

CCC's Competitive Advantages

- Industry-leading AI powered by \$1T of hyperlocal data
- Leverages existing CCC workflows with no new insurer integrations required
- Seamlessly flows into CCC's industry accepted estimates and connected network

Market Opportunity

- 18 carriers live, including 8 out of top 10
- Direct labor costs for an estimate can be \$150+ depending on the method
- \$50M+ revenue opportunity



SOLUTION SPOTLIGHT: CASUALTY

CCC Casualty Solutions is an integrated suite that supports the efficient and accurate resolution of 1st and 3rd party injuries sustained in auto collisions

Value Proposition

- Helps insurers achieve loss, expense and customer satisfaction targets
- Medical inflation & increasing number of claims in litigation are industry headwinds CCC solutions help to address
- Casualty claims average ~11 months to close vs. weeks for APD, creating a higher proportion of low-value activity CCC can address

CCC's Competitive Advantages

- Uniquely positioned to connect APD and Casualty given market presence in APD
- Realizing benefits of significant platform investments and innovation that differentiate offerings

Market Opportunity

- ~10% of overall revenue today
- ~60 customers vs. 300+ in APD
- Significant white space; represents similar size opportunity as APD (\$300M+)



SOLUTION SPOTLIGHT: SUBROGATION

CCC[®] Safekeep is an end-to-end, AI-powered solution that digitizes the identification and processing of subrogation across P&C insurance lines

Value Proposition

- Increases recovery dollars by identifying missed subrogation opportunities
- Eliminates manual steps through automated subrogation workflows
- Increases policyholder satisfaction via faster return of deductibles

CCC's Competitive Advantages

- Deep domain knowledge with award-winning AI purpose built for subrogation
- Platform integrates CCC data and workflows
- Only industry solution that includes outbound and inbound subrogation

Market Opportunity

- \$10's of billions of claims subrogated each year, costing insurers > \$2B in estimated administrative costs
- \$50M+ revenue opportunity



SOLUTION SPOTLIGHT: DIAGNOSTICS

CCC[®] Diagnostics is helping to improve consistency and transparency around the administration, reporting, and verification of diagnostic services between repairers and insurers

Value Proposition

- Reduces complexity for all parties by digitizing traditionally manual process
- Increases consistency for repairers and transparency for insurers and OEMs
- Streamlines billing between repair facilities and insurers

CCC's Competitive Advantages

- More than 29,000 repair facilities in the U.S. subscribe to CCC estimating solutions
- Already integrated with leading diagnostics services providers
- Solution seamlessly integrates with CCC tools used by insurers and OEMs

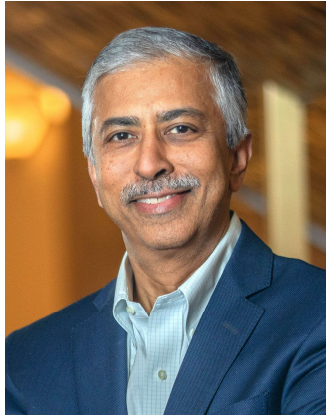
Market Opportunity

- ~\$1B industry spend on scanning today...but growing
- ~15% of repair facilities deployed, including two of the top MSOs
- \$50M+ revenue opportunity

APPENDIX



EXPERIENCED MANAGEMENT TEAM



**GITESH
RAMAMURTHY**
Chairman and Chief
Executive Officer
30 years with CCC



BRIAN HERB
Executive Vice
President, Chief
Financial Officer and
Chief Administrative
Officer
3 years with CCC



MARY JO PRIGGE
Executive Vice
President, Chief
Service Delivery
Officer
24 years with CCC



JOHN GOODSON
Executive Vice
President, Chief
Product and
Technology Officer
2 years with CCC



MIKE SILVA
Executive Vice
President, Chief
Commercial and
Success Officer
<1 year with CCC



MARC FREDMAN
Senior Vice
President, Chief
Strategy Officer
9 years with CCC



BUILDING DURABLE, DIFFERENTIATED INSURANCE PLATFORM IN CHINA

**3 of the World's Top 10
Insurers are based in
China – and all use CCC
Solutions⁽¹⁾**

**4 of China's Top 5
Insurers use the CCC
Platform⁽¹⁾**

- Generational opportunity to digitize insurance economy in China
- CCC has early leadership position with insurers and is well positioned to establish similar ecosystem as in US
- Building SaaS momentum with dealers and repairers in 100K+ location Chinese body shop market

1. As of December 31, 2022
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RECONCILIATION

(US \$ in millions)¹

	<u>2019</u>	<u>2020</u>	<u>2021</u>	<u>2022</u>	<u>YTD 2023</u>
Net Income (Loss)	(\$210)	(\$17)	(\$249)	\$38	(\$95)
Interest Expense	89	77	59	39	28
Interest Income	0	0	0	(1)	(7)
Income tax provision (benefit)	(67)	(5)	(26)	11	(3)
Depreciation and Amortization	128	116	123	127	67
EBITDA	(\$61)	\$172	(\$93)	\$215	(\$10)
Stock-based compensation expense and related employer payroll tax	8	11	262	112	67
Lease abandonment	0	0	3	6	0
Contract termination costs	0	0	0	3	0
M&A and integration costs	0	0	0	2	0
Lease overlap costs	0	0	4	1	0
Business combination transaction and related costs	0	1	12	1	0
Litigation costs	0	0	0	1	3
Change in fair value of contingent consideration	0	0	0	(0)	0
Net (income) costs related to divestiture	0	0	2	(1)	0
Gain on sale of cost method investment	0	0	0	(4)	0
Impairment of acquired technologies - Cost of revenue	0	0	0	0	0
Impairment of goodwill	0	0	0	0	77
Impairment of intangible assets	0	0	0	0	5
Change in fair value of derivative instruments	22	13	(8)	(6)	(1)
Change in fair value of warrant liabilities	0	0	65	(26)	19
Loss on early extinguishment of debt	0	9	15	0	0
Private equity deal costs	0	0	0	0	0
Impairment charge	207	0	0	0	0
First Party Clinical Services - Revenue	(46)	(35)	0	0	0
First Party Clinical Services - Cost of Revenue	40	31	0	0	0
Adjusted EBITDA - Non-GAAP	\$170	\$203	\$261	\$305	\$160
Adjusted EBITDA Margin	30%	34%	38%	39%	39%

1. Adjusted EBITDA and adjusted EBITDA margin are non-GAAP financial measures. Adjusted EBITDA margin is calculated as Adjusted EBITDA divided by Revenue, excluding divested product line. See "Disclaimer-Non-GAAP Financial Measures."



RECONCILIATION (CONTINUED)

(US \$ in millions)¹

	<u>2019</u>	<u>2020</u>	<u>2021</u>	<u>2022</u>	<u>YTD 2023</u>
Adjusted Gross Profit Calculation:					
Gross Profit	\$390	\$424	\$493	\$569	\$300
Amortization of acquired technologies	28	26	26	27	13
Impairment of acquired technologies	0	0	0	0	0
Stock-based compensation and related employer payroll tax	0	0	14	6	4
Contract termination costs	0	0	0	3	0
Business combination transaction costs	0	0	1	0	0
Impairment of acquired technologies	6	0	0	0	0
First Party Clinical Services – Gross Profit	(6)	(3)	0	0	0
Adjusted Gross Profit¹	\$419	\$448	\$534	\$605	\$319
Gross Profit Margin	63%	67%	72%	73%	72%
Adjusted Gross Profit Margin¹	73%	75%	78%	77%	76%

1. Adjusted gross profit and adjusted gross profit margin are non-GAAP financial measures. Adjusted gross profit margin is calculated as Adjusted gross profit divided by Revenue, excluding divested product line. See "Disclaimer-Non-GAAP Financial Measures."

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DEFINITIONS

Term	Definition
Net Dollar Retention	Calculated by dividing (a) annualized software revenue recorded in the last month of the measurement period for unique billing accounts that generated revenue during the corresponding month of the prior year by (b) Software annualized software revenue as of the corresponding month of the prior year. The calculation includes changes for these billing accounts, such as additional solutions purchased, changes in pricing and transaction volume, but does not reflect revenue for new customer billing accounts added. The calculation excludes: 1) one-time revenue related to volume true-ups and professional services (including implementation and consulting revenue), and 2) annualized software revenue for smaller customers with annualized software revenue below the threshold of \$100,000 for carriers and \$4,000 for shops.
Gross Dollar Retention	Calculated by dividing (a) annualized software revenue recorded in the last month of the measurement period in the prior year, reduced by annualized software revenue for unique billing accounts that are no longer customers as of the current period end by (b) annualized software revenue as of the corresponding month of the prior year. The calculation reflects only customer losses and does not reflect customer expansion or contraction for these billing accounts and does not reflect revenue for new customer billing accounts added. The calculation excludes: 1) changes in estimates for one-time revenue related to volume true-ups and professional services (including implementation and consulting revenue), and 2) annualized software revenue for smaller customers with annualized software revenue below the threshold of \$100,000 for carriers and \$4,000 for shops.
Recurring Software Revenue	Software subscriptions and hosted services are recognized over time and provide customers with the right to use the hosted software over the contract period without taking possession of the software and are billed on either a subscription or transaction basis. Software revenues are billed on a subscription or transaction basis under multi-year contracts for services.
Other Revenue	Comprised of professional services, implementation fees and other non-software services. Implementation fee revenue is recognized ratably over the contract period while other non-software services revenue is recognized in the period the service is performed.



Diluted Share Count at Various Prices – Excluding Restricted Stock Unit Grants under 2021 Equity Incentive Plan

(US \$ in millions, shares in millions)

Trading Price Per Share	\$10.00	\$11.00	\$12.00	\$13.00	\$14.00	\$15.00	\$16.00	\$17.00	\$18.00	\$19.00	\$20.00
Common Shares Outstanding											
Issued and outstanding @ 6-30-23 (excluding Sponsor Earnout)	623.4	623.4	623.4	623.4	623.4	623.4	623.4	623.4	623.4	623.4	623.4
Management Equity Compensation											
Options ¹	26.5	27.5	28.3	29.0	29.6	30.2	30.6	31.0	31.4	31.7	32.0
Warrants											
Sponsor Warrants ²	0.0	0.0	0.7	2.1	3.2	4.2	5.0	5.8	6.4	7.0	7.6
Earnouts											
Sponsor Earnout ³	0.0	0.0	0.0	8.6	8.6	8.6	8.6	8.6	8.6	8.6	8.6
CCC Shareholder Earnout ⁴	0.0	0.0	0.0	0.0	0.0	15.0	15.0	15.0	15.0	15.0	15.0
Fully Diluted Shares Outstanding⁵	649.8	650.8	652.4	663.1	664.8	681.3	682.6	683.8	684.8	685.7	686.6
Equity Value	\$ 6,498	\$ 7,159	\$ 7,829	\$ 8,620	\$ 9,307	\$ 10,219	\$ 10,922	\$ 11,624	\$ 12,326	\$ 13,029	\$ 13,731
(+) Net Debt ⁶ June 30, 2023	\$ 384	\$ 384	\$ 384	\$ 384	\$ 384	\$ 384	\$ 384	\$ 384	\$ 384	\$ 384	\$ 384
Enterprise Value	\$ 6,882	\$ 7,543	\$ 8,213	\$ 9,004	\$ 9,691	\$ 10,603	\$ 11,306	\$ 12,008	\$ 12,710	\$ 13,413	\$ 14,115

- As of June 30, 2023, 37.5mm total options outstanding under the 2021 Equity Incentive Plan; dilution calculated using Treasury Stock Method with a weighted average strike price of \$2.95 per option.
- Sponsor warrants of 17.8mm are private warrants with strike price of \$11.50 held by an affiliate of Dragoneer Investment Group, LLC (“Sponsor”).
- Sponsor earnout shares of 8.6mm are issued and outstanding, subject to restrictions and cancellation if target price of \$13.00 is not achieved within 10 years of closing of the business combination agreement between Dragoneer Growth Opportunities Corp. and Cypress Holdings Inc. on July 30, 2021.
- Existing shareholder earnout shares of 15.0mm are composed of a single tranche with target price of \$15.00 per share.
- Fully diluted shares excludes the impact of future restricted stock unit grants under the 2021 Equity Incentive Plan and future purchases under the 2021 Employee Stock Purchase Plan.
- As of June 30, 2023, net debt consists of Term Loan B of \$788mm less cash balance of \$404mm.



Diluted Share Count – 2021 Equity Incentive Plan – Unvested Restricted Stock Unit Grants

(US \$ in millions, shares in millions)

Year Granted	2021	2022	2023	Total
<u>Management Equity Compensation</u> ¹	15.6	11.1	11.6	38.3
Restricted Stock Units ("R/S") – Time Vesting ²	5.0	9.7	10.0	24.7
R/S – Revenue Performance ³	5.3	0.7	0.8	6.8
R/S – EBITDA Margin Performance ⁴	–	–	0.8	0.8
R/S – Total Shareholder Return ⁵	5.3	0.7	–	6.0

1. Table outlines, as of June 30, 2023, the total unvested restricted stock units granted and outstanding under the 2021 Equity Incentive Plan by year since July 30, 2021 when the business combination agreement between Dragoneer Growth Opportunities Corp. and Cypress Holdings Inc. was consummated.
2. As of June 30, 2023, 24.7mm of restricted stock unit grants with time-based vesting; which generally vest over 4 years from the grant date.
3. As of June 30, 2023, 6.8mm of restricted stock unit grants with cliff vesting based on the achievement of CCC's compound annual revenue growth rate percentage, and for 2021 and 2022 grants, a minimum adjusted EBITDA margin. Expected vesting in Q1 2024 for 2021 grants, Q1 2025 for 2022 grants and Q1 2026 for 2023 grants. Amount assumes 100% vesting at target achievement.
4. As of June 30, 2023, 0.8mm of restricted stock unit grants with cliff vesting based on the achievement of CCC's cumulative adjusted EBITDA margin performance. Expected vesting in Q1 2026 for 2023 grants. Amount assumes 100% vesting at target achievement.
5. As of June 30, 2023, 6.0mm of restricted stock unit grants with cliff vesting based on the achievement of CCC's total shareholder return during a specified performance period. Expected vesting in Q1 2024 for 2021 grants and Q1 2025 for 2022 grants. Amount assumes 100% vesting at target achievement.