# ZoomInfo Technologies Inc.

**GTM**

Nasdaq; business equipment; SIC 7372, Services-Prepackaged Software; CIK 0001794515

# D/E

**on the D/E boundary of 469 graded peers in business equipm...**

rank 375 of 469; percentile 79.9; sampling error 2.3 points; lower is stronger




**D/E, the sloth**



## Scoreboard

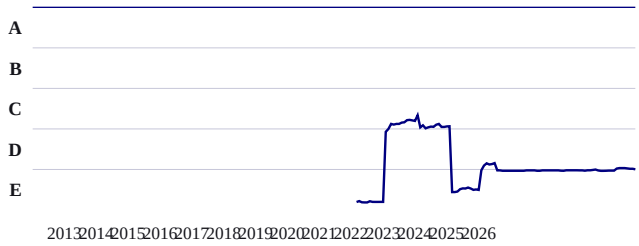
| | | |
|---|---|---|
| **Profitability** | C | percentile 56.8 |
| **Solvency** | D | percentile 77.0 |
| **Growth and financing** | C | percentile 48.1 |
| **Reliability** | 0.94 AUC | filers with over $2.67B assets; 95% interval 0.88 to 0.97; 61 events, 2020 to 2025 |
| **Peer failure rate** | 0.52% a year | Item 1.03 bankruptcies, same asset band, 2012 to 2025 |
| **Size band** | over $2.67B assets | total assets $6.4B |
| **Standard universe** | inside | revenue above $1M and assets above $10M |
| **Warnings** | none triggered | |
| **Inputs computable** | 12 of 13 | |
| **Graded from** | filings received through Feb 12, 2026 | 281 days before the rescan; latest periodic filing 10-Q received Nov 4, 2026 |
| **Last close** | $2.83 | 2026-11-19; market equity $829.0M; no price enters the letter |

**Share price, twelve months to the rescan**




*Split-adjusted close. Each lollipop is a rescan and carries the letter held then.*

**Letter at every rescan, 2012 to 2026**




*Sector percentile at each rescan, stronger toward the top; facts filed by each date only.*

## Business, in the company's words

*opening of Item 1 of the 10-K received Feb 12, 2026*

ZoomInfo is a global leader in modern go-to-market software, data, and intelligence for sales, marketing, operations, and recruiting teams. Our go-to-market intelligence platform empowers businesses with AI-ready insights, trusted data, agent-assisted selling and advanced automation providing sales, marketing, operations, and recruiting professionals accurate information and insights on the organizations and professionals they target. This enables our customers to shorten sales cycles and increase win rates by empowering sellers, marketers, and recruiters to efficiently deliver the right message to the right person at the right time in the right way.

## The thirteen inputs

*lower percentile is stronger; sleeves and inputs within a sleeve carry equal weight*

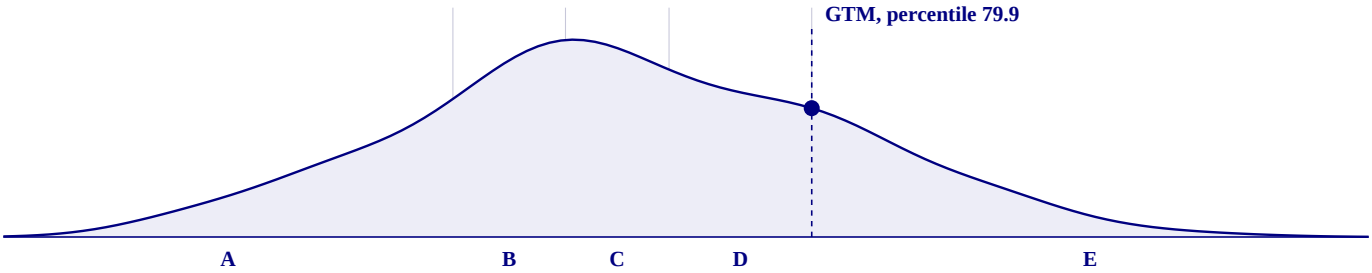
| Input | Value | Peer median | Percentile, 0 to 100 | Pct | Peers | Period end |
|---|---|---|---|---|---|---|
| **Profitability, sleeve percentile 56.8** | | | | | | |
| Gross profitability | 16.3% | 29.3% | | 71.5 | 513 | 2025-12-31 |
| Return on invested capital | 5.3% | 11.0% | | 65.0 | 124 | 2025-12-31 |
| Accruals ratio | (5.3%) | (7.3%) | | 63.1 | 567 | 2025-12-31 |

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| | | | | | |
|---|---|---|---|---|---|
| Gross margin stability, five years | 1.3 pts | 2.3 pts | 27.7 | 406 | 2025-12-31 |
| **Solvency, sleeve percentile 77.0** | | | | | |
| Altman Z double-prime | 0.60 | 2.19 | 55.8 | 517 | 2025-12-31 |
| Net debt to EBITDA | 4.48x | 1.08x | 83.9 | 138 | 2025-12-31 |
| Interest coverage | not computable | 4.90x | | | |
| *latest aligned inputs end 2023-12-31; latest annual assets end 2025-12-31* | | | | | |
| Current ratio | 0.72x | 1.98x | 91.2 | 601 | 2025-12-31 |
| **Growth and financing, sleeve percentile 48.1** | | | | | |
| Revenue growth, three-year compound | 4.4% | 6.6% | 56.2 | 503 | 2025-12-31 |
| Free cash flow growth, three-year compound | 0.1% | 17.5% | 76.2 | 253 | 2025-12-31 |
| Reinvestment rate | 47.1% | 16.2% | 37.6 | 214 | 2025-12-31 |
| Asset growth, three years | (3.4%) | 5.1% | 69.9 | 520 | 2025-12-31 |
| Net share issuance, one year | (10.8%) | 0.5% | 0.5 | 405 | 2026-01-31 |

## Among 469 peers

*business equipment; letters are fifths of this list*




*Composite score of every graded peer, smoothed; vertical rules are the letter band edges; stronger to the left.*

| Rank | Company | Percentile | Letter | Warnings |
|---|---|---|---|---|
| 370 | Duos Technologies Group, Inc. (DUOT) | 78.8 | D/E | dilution, late filer, fortress balance sheet |
| 371 | Thermo Fisher Scientific Inc. (TMO) | 79.1 | D/E | |
| 372 | Asure Software Inc. (ASUR) | 79.3 | D/E | |
| 373 | SmartRent, Inc. (SMRT) | 79.5 | D/E | |
| 374 | Definitive Healthcare Corp. (DH) | 79.7 | D/E | fortress balance sheet |
| 375 | ZoomInfo Technologies Inc. (GTM) | 79.9 | D/E | |
| 376 | GoDaddy Inc. (GDDY) | 80.1 | D/E | |
| 377 | Clarivate plc (CLVT) | 80.3 | D/E | |
| 378 | Maxlinear, Inc. (MXL) | 80.6 | D/E | |
| 379 | Creative Realities, Inc. (CREX) | 80.8 | D/E | short runway, late filer |
| 380 | Progress Software Corp. (PRGS) | 81.0 | D/E | |

## What the price implies

*at the 2026-11-19 close; none of these enters the grade*

| Measure | Value | Peer median | Percentile |
|---|---|---|---|
| Twelve-month price change, skipping the latest month | (66.2%) | (2.2%) | 8 |
| Distance from 52-week high | (73.3%) | (38.6%) | 15 |
| EBIT to enterprise value | 11.8% | 1.8% | 94 |
| Free cash flow yield | 46.9% | 3.0% | 97 |
| Book value to price | 1.03 | 0.29 | 85 |
| Sales to price | 1.50 | 0.33 | 81 |
| Composite equity issuance, five years | not computable | 4.3% | |
| Relative strength against the sector, log excess return | (1.35) | (0.29) | 8 |
| Twelve-month failure probability, CHS model | 0.23% | 0.05% | 86 |

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## Diagnostics

*shown on every report; none enters the grade*

| Measure | Value |
|---|---|
| **Piotroski F-score 7 of 9, period end 2025-12-31** | |
| Return on assets above zero | pass |
| Operating cash flow above zero | pass |
| Return on assets improved | pass |
| Operating cash flow exceeds net income | pass |
| Long-term leverage fell | fail |
| Current ratio improved | pass |
| No new shares issued | pass |
| Gross margin improved | fail |
| Asset turnover improved | pass |
| **Cash, filings, liquidity** | |
| Cash and equivalents | $139.5M |
| Operating cash flow, four quarters | $392.9M |
| Months of runway | not finite |
| Days since last periodic filing | 16 (10-Q received Nov 4, 2026) |
| Median daily dollar volume, 63 sessions | $17.9M |

## Sources

*every fact behind the inputs; each row links to its filing index on sec.gov*

| # | Concept | XBRL tag | Value | Period end | Received | Form | Accession |
|---|---|---|---|---|---|---|---|
| 1 | gross profit | us-gaap:GrossProfit | $1.0B | 2025-12-31 | 2026-02-12 | 10-K | 26-000012 |
| 2 | assets | us-gaap:Assets | $6.4B | 2025-12-31 | 2026-02-12 | 10-K | 26-000012 |
| 3 | operating income | us-gaap:OperatingIncomeLoss | $225.7M | 2025-12-31 | 2026-02-12 | 10-K | 26-000012 |
| 4 | pretax income | us-gaap:IncomeLossFromContinuingOperationsBeforeInc... | $194.3M | 2025-12-31 | 2026-02-12 | 10-K | 26-000012 |
| 5 | income tax | us-gaap:IncomeTaxExpenseBenefit | $70.1M | 2025-12-31 | 2026-02-12 | 10-K | 26-000012 |
| 6 | total debt | us-gaap:LongTermDebt | $1.3B | 2025-12-31 | 2026-02-12 | 10-K | 26-000012 |
| 7 | book equity | us-gaap:StockholdersEquity | $1.5B | 2025-12-31 | 2026-02-12 | 10-K | 26-000012 |
| 8 | cash | us-gaap:CashAndCashEquivalentsAtCarryingValue | $175.9M | 2025-12-31 | 2026-02-12 | 10-K | 26-000012 |
| 9 | total debt | us-gaap:LongTermDebt | $1.2B | 2024-12-31 | 2026-02-12 | 10-K | 26-000012 |
| 10 | book equity | us-gaap:StockholdersEquity | $1.7B | 2024-12-31 | 2026-02-12 | 10-K | 26-000012 |
| 11 | cash | us-gaap:CashAndCashEquivalentsAtCarryingValue | $139.9M | 2024-12-31 | 2026-02-12 | 10-K | 26-000012 |
| 12 | net income | us-gaap:NetIncomeLoss | $124.2M | 2025-12-31 | 2026-02-12 | 10-K | 26-000012 |
| 13 | operating cash flow | us-gaap:NetCashProvidedByUsedInOperatingActivities | $465.4M | 2025-12-31 | 2026-02-12 | 10-K | 26-000012 |
| 14 | assets | us-gaap:Assets | $6.5B | 2024-12-31 | 2026-02-12 | 10-K | 26-000012 |
| 15 | revenue | us-gaap:RevenueFromContractWithCustomerExcludingA... | $1.2B | 2025-12-31 | 2026-02-12 | 10-K | 26-000012 |
| 16 | gross profit | us-gaap:GrossProfit | $1.0B | 2024-12-31 | 2026-02-12 | 10-K | 26-000012 |
| 17 | revenue | us-gaap:RevenueFromContractWithCustomerExcludingA... | $1.2B | 2024-12-31 | 2026-02-12 | 10-K | 26-000012 |
| 18 | gross profit | us-gaap:GrossProfit | $1.1B | 2023-12-31 | 2026-02-12 | 10-K | 26-000012 |
| 19 | revenue | us-gaap:RevenueFromContractWithCustomerExcludingA... | $1.2B | 2023-12-31 | 2026-02-12 | 10-K | 26-000012 |
| 20 | gross profit | us-gaap:GrossProfit | $909.3M | 2022-12-31 | 2025-02-25 | 10-K | 25-000045 |
| 21 | revenue | us-gaap:RevenueFromContractWithCustomerExcludingA... | $1.1B | 2022-12-31 | 2025-02-25 | 10-K | 25-000045 |
| 22 | gross profit | us-gaap:GrossProfit | $610.5M | 2021-12-31 | 2024-02-15 | 10-K | 24-000016 |
| 23 | revenue | us-gaap:RevenueFromContractWithCustomerExcludingA... | $747.2M | 2021-12-31 | 2024-02-15 | 10-K | 24-000016 |
| 24 | current assets | us-gaap:AssetsCurrent | $454.0M | 2025-12-31 | 2026-02-12 | 10-K | 26-000012 |
| 25 | current liabilities | us-gaap:LiabilitiesCurrent | $632.9M | 2025-12-31 | 2026-02-12 | 10-K | 26-000012 |
| 26 | retained earnings | us-gaap:RetainedEarningsAccumulatedDeficit | $436.6M | 2025-12-31 | 2026-02-12 | 10-K | 26-000012 |
| 27 | liabilities | us-gaap:Liabilities | $4.9B | 2025-12-31 | 2026-02-12 | 10-K | 26-000012 |
| 28 | depreciation amortization | us-gaap:Depreciation | $30.3M | 2025-12-31 | 2026-02-12 | 10-K | 26-000012 |
| 29 | operating income | us-gaap:OperatingIncomeLoss | $259.5M | 2023-12-31 | 2026-02-12 | 10-K | 26-000012 |
| 30 | interest expense | us-gaap:InterestExpense | $45.2M | 2023-12-31 | 2024-02-15 | 10-K | 24-000016 |
| 31 | capital expenditure | us-gaap:PaymentsToAcquireProductiveAssets | $76.1M | 2025-12-31 | 2026-02-12 | 10-K | 26-000012 |

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| | | | | | | | | |
|---|---|---|---|---|---|---|---|---|
| 32 | operating cash flow | us-gaap:NetCashProvidedByUsedInOperatingActivities | $369.4M | 2024-12-31 | 2026-02-12 | 10-K | 26-000012 |
| 33 | capital expenditure | us-gaap:PaymentsToAcquireProductiveAssets | $64.9M | 2024-12-31 | 2026-02-12 | 10-K | 26-000012 |
| 34 | operating cash flow | us-gaap:NetCashProvidedByUsedInOperatingActivities | $434.9M | 2023-12-31 | 2026-02-12 | 10-K | 26-000012 |
| 35 | capital expenditure | us-gaap:PaymentsToAcquireProductiveAssets | $26.5M | 2023-12-31 | 2026-02-12 | 10-K | 26-000012 |
| 36 | operating cash flow | us-gaap:NetCashProvidedByUsedInOperatingActivities | $417.0M | 2022-12-31 | 2025-02-25 | 10-K | 25-000045 |
| 37 | capital expenditure | us-gaap:PaymentsToAcquireProductiveAssets | $28.9M | 2022-12-31 | 2025-02-25 | 10-K | 25-000045 |
| 38 | current assets | us-gaap:AssetsCurrent | $451.0M | 2024-12-31 | 2026-02-12 | 10-K | 26-000012 |
| 39 | current liabilities | us-gaap:LiabilitiesCurrent | $652.1M | 2024-12-31 | 2026-02-12 | 10-K | 26-000012 |
| 40 | assets | us-gaap:Assets | $6.9B | 2023-12-31 | 2025-02-25 | 10-K | 25-000045 |
| 41 | assets | us-gaap:Assets | $7.1B | 2022-12-31 | 2024-02-15 | 10-K | 24-000016 |
| 42 | shares outstanding | dei:EntityCommonStockSharesOutstanding | 305,294,644 | 2026-01-31 | 2026-02-12 | 10-K | 26-000012 |
| 43 | shares outstanding | dei:EntityCommonStockSharesOutstanding | 342,292,205 | 2025-01-31 | 2025-02-25 | 10-K | 25-000045 |

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