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 373 of 469; percentile 79.5; sampling error 2.3 points; lower is stronger



D/E, the sloth



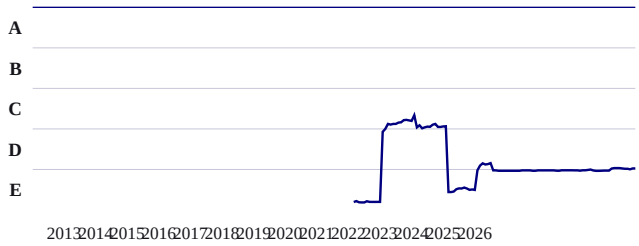
Scoreboard	
Profitability	C percentile 57.0
Solvency	D percentile 77.0
Growth and financing	C percentile 48.0
Reliability	0.94 AUC filers with over $2.67B assets; 95% interval 0.88 to 0.97; 61 events, 2020 to 2025
Peer failure rate	0.52% a year Item 1.03 bankruptcies, same asset band, 2012 to 2025
Size 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 283 days before the rescan; latest periodic filing 10-Q received Nov 4, 2026
Last close	$2.76 2026-11-20; market equity $809.9M; 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 57.0						
Gross profitability	16.3%	29.4%		71.3	513	2025-12-31
Return on invested capital	5.3%	11.2%		65.6	123	2025-12-31
Accruals ratio	(5.3%)	(7.4%)		63.4	566	2025-12-31

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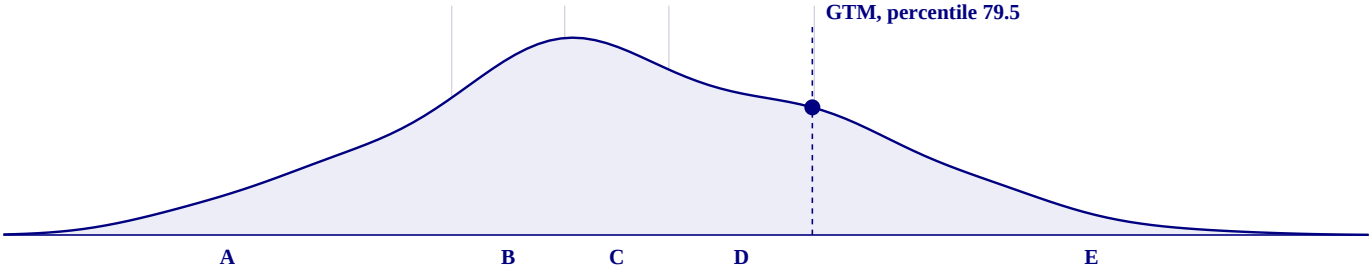
Gross margin stability, five years	1.3 pts	2.3 pts	27.7	406	2025-12-31
Solvency, sleeve percentile 77.0					
Altman Z double-prime	0.60	2.18	55.8	517	2025-12-31
Net debt to EBITDA	4.48x	1.11x	83.9	138	2025-12-31
Interest coverage	not computable	4.90x			
latest aligned inputs end 2023-12-31; latest annual assets end 2025-12-31					
Current ratio	0.72x	1.98x	91.2	600	2025-12-31
Growth and financing, sleeve percentile 48.0					
Revenue growth, three-year compound	4.4%	6.6%	56.4	503	2025-12-31
Free cash flow growth, three-year compound	0.1%	17.4%	76.6	253	2025-12-31
Reinvestment rate	47.1%	14.3%	36.8	213	2025-12-31
Asset growth, three years	(3.4%)	5.0%	69.9	519	2025-12-31
Net share issuance, one year	(10.8%)	0.5%	0.5	404	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
368	Duos Technologies Group, Inc. (DUOT)	78.4	D/E	dilution, late filer, fortress balance sheet
369	Thermo Fisher Scientific Inc. (TMO)	78.6	D/E	
370	Asure Software Inc. (ASUR)	78.8	D/E	
371	SmartRent, Inc. (SMRT)	79.1	D/E	
372	Definitive Healthcare Corp. (DH)	79.3	D/E	fortress balance sheet
373	ZoomInfo Technologies Inc. (GTM)	79.5	D/E	
374	GoDaddy Inc. (GDDY)	79.7	D/E	
375	i3 Verticals, Inc. (IIIV)	79.9	D/E	
376	Clarivate plc (CLVT)	80.1	D/E	
377	Maxlinear, Inc. (MXL)	80.3	D/E	
378	Creative Realities, Inc. (CREX)	80.6	D/E	short runway, late filer

What the price implies

at the 2026-11-20 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	(73.9%)	(41.7%)	16
EBIT to enterprise value	11.9%	2.0%	94
Free cash flow yield	48.1%	3.1%	97
Book value to price	1.05	0.31	85
Sales to price	1.54	0.35	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	0.24%	0.05%	87

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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	18 (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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