

ZoomInfo Technologies Inc. (GTM)

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

ZoomInfo Technologies Inc.

GTM; business equipment

Grade

D/E

A

B

C

D

E

on the D/E boundary of 497 graded peers
percentile 80.4; sampling error 2.2 points; lower is stronger

Rank

400 of 497

Profitability

C

percentile 56.4

Solvency

D/E

percentile 79.2

Growth and financing

C

percentile 47.5

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 active

Inputs computable

13 of 14

Graded from

filings received through Feb 12, 2026
239 days before the rescans; latest periodic filing 10-Q received Aug 5, 2026

Last close

\$3.83
2026-10-08; market equity \$1.1B

Price used in grade

None



D/E, the sloth

on the D/E boundary of its sector; letters are fifths of the 497 graded peers

Share price, twelve months to the rescans

split-adjusted close; the letter is fixed at the rescans that set it



Rescans on file: E from Mar 21, 2025, D/E from Feb 21, 2026, D from Apr 21, 2026, D/E from Aug 5, 2026

Letter at every rescans

Jan 21, 2012 to Oct 9, 2026; sector percentile, stronger toward the top; facts filed by each date only

A

B

C

D

E



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.

Not investment advice. Informational and educational only. Data from SEC EDGAR, may contain errors, is not warranted. The grade ranks reported financial condition and is not a return forecast.

Assay GTM, as of Oct 9, 2026, page 1

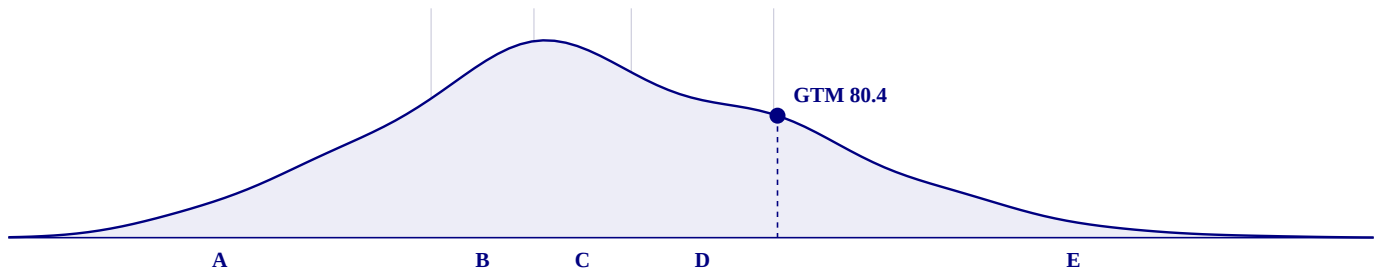
The fourteen inputs

lower percentile is stronger; equal-weighted sleeves

Input	Percentile, 0 to 100	Value	Peer median	Percentile	Peers	Period end
Profitability, sleeve percentile 56.4						
Gross profitability		16.3%	28.5%	69.3	558	2025-12-31
Return on invested capital		5.3%	10.9%	65.9	136	2025-12-31
Accruals ratio		(5.3%)	(7.4%)	63.7	621	2025-12-31
Gross margin stability, five years		1.3 pts	2.4 pts	26.6	429	2025-12-31
Solvency, sleeve percentile 79.2						
Twelve-month failure probability		0.60%	0.05%	90.0	101	2026-06-30
Altman Z double-prime		0.60	2.18	54.2	566	2025-12-31
Net debt to EBITDA		4.48x	1.11x	83.6	147	2025-12-31
Interest coverage		not computable	3.77x			latest aligned inputs end 2023-12-31; latest annual assets end 2025-12-31
Current ratio		0.72x	2.02x	89.2	666	2025-12-31
Growth and financing, sleeve percentile 47.5						
Revenue growth, three-year compound		4.4%	6.4%	54.9	538	2025-12-31
Free cash flow growth, three-year compound		0.1%	17.2%	76.0	268	2025-12-31
Reinvestment rate		47.1%	14.3%	36.9	226	2025-12-31
Asset growth, three years		(3.4%)	5.0%	68.9	563	2025-12-31
Net share issuance, one year		(10.8%)	0.5%	1.0	407	2026-01-31

Among 497 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
395	Creative Realities, Inc. (CREX)	79.4	D/E	late filer
396	GoDaddy Inc. (GDDY)	79.6	D/E	
397	Blend Labs, Inc. (BLND)	79.8	D/E	fortress
				balance sheet
398	Trimble Inc. (TRMB)	80.0	D/E	late filer
399	Quanterix Corp. (QTRX)	80.2	D/E	late filer,
				fortress
				balance sheet
400	ZoomInfo Technologies Inc. (GTM) <	80.4	D/E	
401	Precipio, Inc. (PRPO)	80.6	D/E	fortress
				balance sheet
402	Definitive Healthcare Corp. (DH)	80.8	D/E	fortress
				balance sheet
403	FiEE, Inc. (FIEE)	81.0	D/E	late filer
404	Array Technologies, Inc. (ARRY)	81.2	D/E	

What the price implies

at the 2026-10-08 close; none enters the grade

Measure	Value	Peer median	Percentile
Twelve-month price change, skipping the latest month	(61.1%)	2.2%	8
Distance from 52-week high	(67.5%)	(30.0%)	12
EBIT to enterprise value	10.1%	1.5%	94
Free cash flow yield	34.9%	2.7%	97
Book value to price	0.74	0.23	83
Sales to price	1.12	0.30	79
Composite equity issuance, five years	not computable	3.9%	
Relative strength against the sector, log excess return	(1.23)	(0.26)	8

Diagnostics

not in 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	\$147.6M
Operating cash flow, four quarters	\$439.3M
Months of runway	not finite
Days since last periodic filing	65 (10-Q received Aug 5, 2026)
Median daily dollar volume, 63 sessions	\$21.1M

Sources

each row links to the 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	0001794515-26-000012
2	assets	us-gaap:Assets	\$6.4B	2025-12-31	2026-02-12	10-K	0001794515-26-000012
3	operating income	us-gaap:OperatingIncomeLoss	\$225.7M	2025-12-31	2026-02-12	10-K	0001794515-26-000012
4	pretax income	us-gaap:IncomeLossFromContinuingOperationsBeforeIncomeTaxesExtraordinaryItemsNoncontrollingInterests	\$144.3M	2025-12-31	2026-02-12	10-K	0001794515-26-000012
5	income tax	us-gaap:IncomeTaxExpenseBenefit	\$70.1M	2025-12-31	2026-02-12	10-K	0001794515-26-000012
6	total debt	us-gaap:LongTermDebt	\$1.3B	2025-12-31	2026-02-12	10-K	0001794515-26-000012
7	book equity	us-gaap:StockholdersEquity	\$1.5B	2025-12-31	2026-02-12	10-K	0001794515-26-000012
8	cash	us-gaap:CashAndCashEquivalentsAtCarryingValue	\$175.9M	2025-12-31	2026-02-12	10-K	0001794515-26-000012
9	total debt	us-gaap:LongTermDebt	\$1.2B	2024-12-31	2026-02-12	10-K	0001794515-26-000012
10	book equity	us-gaap:StockholdersEquity	\$1.7B	2024-12-31	2026-02-12	10-K	0001794515-26-000012
11	cash	us-gaap:CashAndCashEquivalentsAtCarryingValue	\$139.9M	2024-12-31	2026-02-12	10-K	0001794515-26-000012
12	net income	us-gaap:NetIncomeLoss	\$124.2M	2025-12-31	2026-02-12	10-K	0001794515-26-000012
13	operating cash flow	us-gaap:NetCashProvidedByUsedInOperatingActivities	\$465.4M	2025-12-31	2026-02-12	10-K	0001794515-26-000012
14	assets	us-gaap:Assets	\$6.5B	2024-12-31	2026-02-12	10-K	0001794515-26-000012
15	revenue	us-gaap:RevenueFromContractWithCustomerExcludingAssessedTax	\$1.2B	2025-12-31	2026-02-12	10-K	0001794515-26-000012
16	gross profit	us-gaap:GrossProfit	\$1.0B	2024-12-31	2026-02-12	10-K	0001794515-26-000012
17	revenue	us-gaap:RevenueFromContractWithCustomerExcludingAssessedTax	\$1.2B	2024-12-31	2026-02-12	10-K	0001794515-26-000012
18	gross profit	us-gaap:GrossProfit	\$1.1B	2023-12-31	2026-02-12	10-K	0001794515-26-000012
19	revenue	us-gaap:RevenueFromContractWithCustomerExcludingAssessedTax	\$1.2B	2023-12-31	2026-02-12	10-K	0001794515-26-000012
20	gross profit	us-gaap:GrossProfit	\$909.3M	2022-12-31	2025-02-25	10-K	0001794515-25-000045

21	revenue	us-gaap:RevenueFromContractWithCustomerExcludingAssessedTax	\$1.1B	2022-12-31	2025-02-25	10-K	0001794515-25-000045
22	gross profit	us-gaap:GrossProfit	\$610.5M	2021-12-31	2024-02-15	10-K	0001794515-24-000016
23	revenue	us-gaap:RevenueFromContractWithCustomerExcludingAssessedTax	\$747.2M	2021-12-31	2024-02-15	10-K	0001794515-24-000016
24	current assets	us-gaap:AssetsCurrent	\$454.0M	2025-12-31	2026-02-12	10-K	0001794515-26-000012
25	current liabilities	us-gaap:LiabilitiesCurrent	\$632.9M	2025-12-31	2026-02-12	10-K	0001794515-26-000012
26	retained earnings	us-gaap:RetainedEarningsAccumulatedDeficit	\$436.6M	2025-12-31	2026-02-12	10-K	0001794515-26-000012
27	liabilities	us-gaap:Liabilities	\$4.9B	2025-12-31	2026-02-12	10-K	0001794515-26-000012
28	depreciation amortization	us-gaap:Depreciation	\$30.3M	2025-12-31	2026-02-12	10-K	0001794515-26-000012
29	operating income	us-gaap:OperatingIncomeLoss	\$259.5M	2023-12-31	2026-02-12	10-K	0001794515-26-000012
30	interest expense	us-gaap:InterestExpense	\$45.2M	2023-12-31	2024-02-15	10-K	0001794515-24-000016
31	capital expenditure	us-gaap:PaymentsToAcquireProductiveAssets	\$76.1M	2025-12-31	2026-02-12	10-K	0001794515-26-000012
32	operating cash flow	us-gaap:NetCashProvidedByUsedInOperatingActivities	\$369.4M	2024-12-31	2026-02-12	10-K	0001794515-26-000012
33	capital expenditure	us-gaap:PaymentsToAcquireProductiveAssets	\$64.9M	2024-12-31	2026-02-12	10-K	0001794515-26-000012
34	operating cash flow	us-gaap:NetCashProvidedByUsedInOperatingActivities	\$434.9M	2023-12-31	2026-02-12	10-K	0001794515-26-000012
35	capital expenditure	us-gaap:PaymentsToAcquireProductiveAssets	\$26.5M	2023-12-31	2026-02-12	10-K	0001794515-26-000012
36	operating cash flow	us-gaap:NetCashProvidedByUsedInOperatingActivities	\$417.0M	2022-12-31	2025-02-25	10-K	0001794515-25-000045
37	capital expenditure	us-gaap:PaymentsToAcquireProductiveAssets	\$28.9M	2022-12-31	2025-02-25	10-K	0001794515-25-000045
38	current assets	us-gaap:AssetsCurrent	\$451.0M	2024-12-31	2026-02-12	10-K	0001794515-26-000012
39	current liabilities	us-gaap:LiabilitiesCurrent	\$652.1M	2024-12-31	2026-02-12	10-K	0001794515-26-000012
40	assets	us-gaap:Assets	\$6.9B	2023-12-31	2025-02-25	10-K	0001794515-25-000045
41	assets	us-gaap:Assets	\$7.1B	2022-12-31	2024-02-15	10-K	0001794515-24-000016
42	shares outstanding	dei:EntityCommonStockSharesOutstanding	305,294,644	2026-01-31	2026-02-12	10-K	0001794515-26-000012
43	shares outstanding	dei:EntityCommonStockSharesOutstanding	342,292,205	2025-01-31	2025-02-25	10-K	0001794515-25-000045