

Our mission is to unlock actionable business information and insights to make organizations more successful.

FAST FACTS:

Company Name:
ZoomInfo Technologies Inc.

Founded:
2007

Ticker Symbol:
ZI | Nasdaq Listed

IPO Date:
June 4, 2020

Annualized Q2 2020
GAAP Revenue:
\$444 million

Q2 2020 GAAP Revenue:
\$111 million

Q2 2020 Revenue Growth
(relative to Q2 2019):
62%

OUR CUSTOMERS:

215,000
Approx. paid users

16,000+
Customers

109%
Net Annual Retention Rate
(2019)

WHAT IS ZOOMINFO?

ZoomInfo is a leading go-to-market intelligence solution for sales and marketing teams. Our integrated cloud-based platform provides highly accurate and comprehensive information on the organizations and professionals they target. This “360-degree view” enables sellers and marketers to shorten sales cycles and increase win rates by delivering the right message, to the right person, at the right time.



FOUNDER’S STORY:

About 20 years ago, Henry Schuck made a choice that dramatically changed his life. With the \$5,000 college fund that his single mother had heroically safeguarded depleted, he found himself faced with a large tuition bill due and the urgent need for a paying job to complete his education. In a serendipitous moment, he stumbled into the office of a new entrant in the SaaS go-to-market intelligence space and took a job as a marketing analyst to pay for his tuition.

Read the ZoomInfo Founder’s Letter at www.zoominfo.com/business/founders-letter.

Four years later the company sold to private equity and Schuck entered law school.

One year into law school, Schuck and his co-founder put \$25,000 on their credit cards and founded what would become ZoomInfo (then-called DiscoverOrg). In doing so, they ventured to help the millions of sales and marketing professionals who wake up every morning with one goal: hitting their number.

OUR HISTORY:

ZoomInfo, formerly known as DiscoverOrg, was co-founded in 2007 by our CEO, Henry Schuck. Over time, we developed new and innovative methods for gathering and cleansing data and insights using automated processes to scale our capabilities. In February 2019, DiscoverOrg acquired Zoom Information, Inc. and subsequently the combined business was re-branded as ZoomInfo. The acquisition combined the technologies of both companies to provide broader coverage and higher-quality insights.



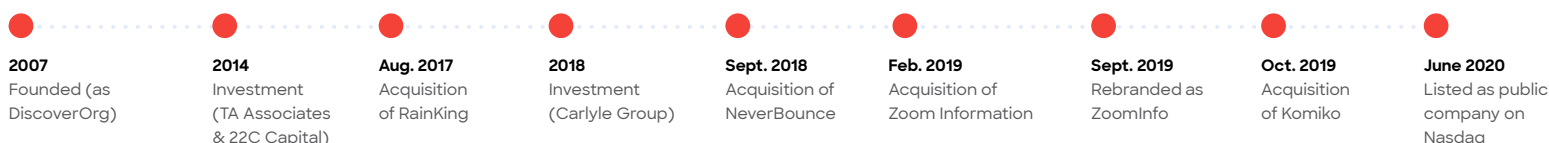
HENRY SCHUCK
Founder, CEO,
Chairman of the Board of Directors

Henry Schuck has served as Chief Executive Officer and Chairman of ZoomInfo Holdings LLC (formerly known as DiscoverOrg Holdings, LLC) since founding it in 2007. Prior to founding ZoomInfo, Mr. Schuck was VP of Research & Marketing at iProfile, a sales intelligence firm focused on the IT market. Mr. Schuck is a cum laude with honors graduate of the University of Nevada, Las Vegas with a B.S. in Business Administration and a second B.S. in Hospitality Administration and holds a J.D., cum laude, from The Ohio State University Moritz College of Law. Mr. Schuck has been named to Fortune’s “40 Under 40” Class of 2020 list.

OUR DATA:

120M+ Contact Profiles	46M+ Direct Dials	14M+ Companies	50M+ Contact Events Daily
80M+ Direct Emails	4.5M+ C-level Contacts	38M Online Sources Scanned Daily	300+ Researchers and Data Scientists

TIMELINE:



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