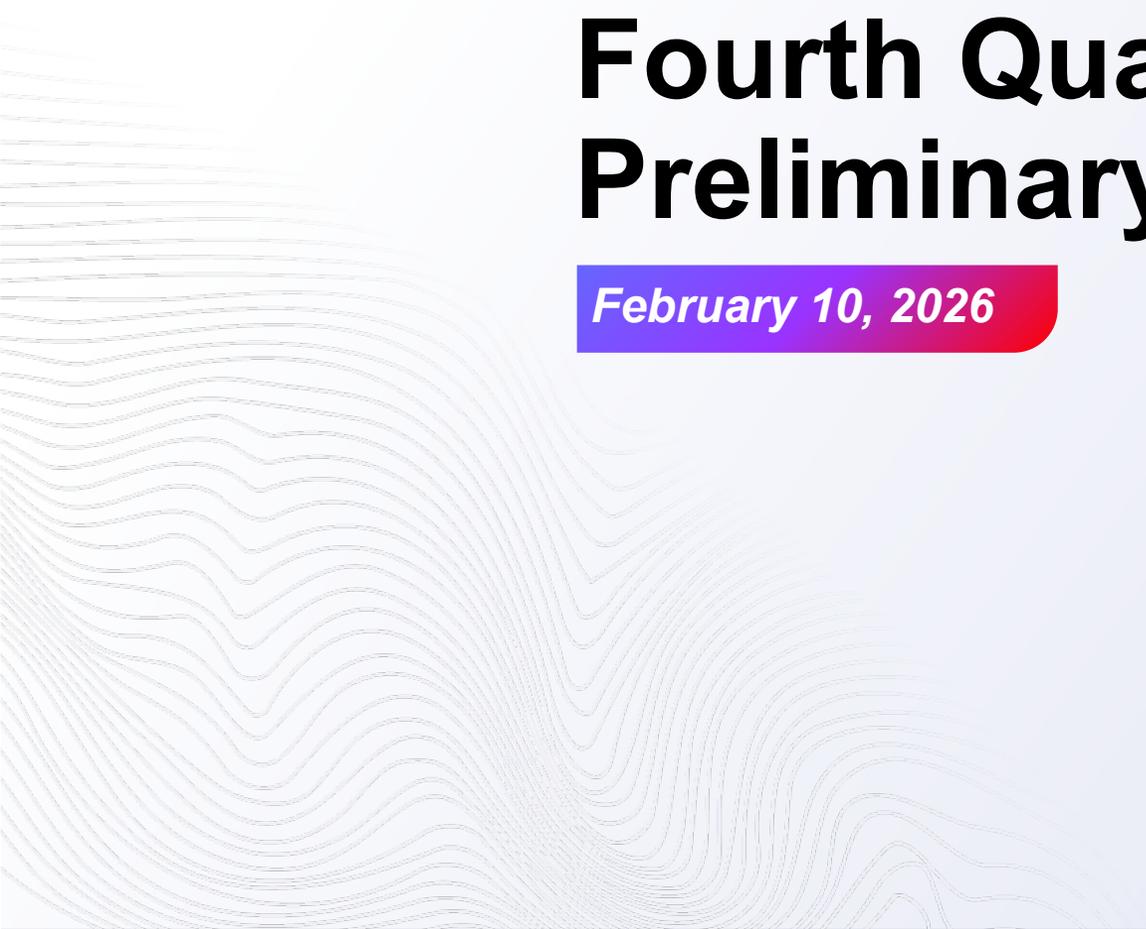


 consensus

Fourth Quarter and FY2025 Preliminary and Unaudited Results

February 10, 2026



Forward-Looking Statements and Risk Factors

Certain statements in this presentation are “forward-looking statements” within the meaning of the Private Securities Litigation Reform Act of 1995, particularly those regarding our 2025 Financial Guidance. Such forward-looking statements are subject to numerous assumptions, risks and uncertainties that could cause actual results to differ materially from those described in those statements. These forward-looking statements are based on management’s expectations or beliefs as of February 10, 2026 as well as those set forth in our Annual Report on Form 10-K filed by us on February 20, 2025 with the Securities and Exchange Commission (“SEC”) and the other reports we file from time to time with the SEC. We undertake no obligation to revise or publicly release any updates to such statements based on future information or actual results. Such forward-looking statements address the following subjects, among others, relating to our ability to:

- Sustain growth or profitability, particularly in light of an uncertain U.S. or worldwide economy and the related impact on customer acquisition and retention rates, customer usage levels and credit and debit card payment declines;
- Maintain and increase our customer base and average revenue per account;
- Generate sufficient cash flow to make interest and debt payments and reinvest in our business, and pursue desired activities and businesses plans while satisfying restrictive covenants relating to debt obligations;
- Acquire businesses on acceptable terms and successfully integrate and realize anticipated synergies from such acquisitions;
- Continue to expand our business and operations internationally in the wake of numerous risks, including adverse currency fluctuations, difficulty in staffing and managing international operations, higher operating costs as a percentage of revenues, the implementation of adverse regulations, and general economic and political conditions, including political tensions and war;
- Maintain our financial position, operating results and cash flows in the event that we incur new or unanticipated costs or tax liabilities, including those relating to federal and state income tax and indirect taxes, such as sales, value-added and telecommunication taxes;
- Accurately estimate the assumptions underlying our effective worldwide tax rate;
- Manage certain risks inherent to our business, such as costs associated with fraudulent activity, system failure or network security breach; effectively maintain and manage our billing systems; allocate time and resources required to manage our legal proceedings; or adhere to our internal controls and procedures;
- Compete with other similar providers with regard to price, service and functionality;
- Cost-effectively procure, retain and deploy large quantities of fax numbers in desired locations in the United States and abroad;
- Achieve business and financial objectives in light of burdensome domestic and international telecommunications, Internet or other regulations including data privacy, security and retention;
- Successfully manage our growth, including but not limited to our operational and personnel-related resources, and integration of newly acquired businesses;
- Successfully adapt to technological changes and diversify services and related revenues at acceptable levels of financial return;
- Successfully develop and protect our intellectual property, both domestically and internationally, including our brands, patents, trademarks and domain names, and avoid infringing upon the proprietary rights of others; and
- Recruit and retain key personnel.

Industry, Market and Other Data

Certain information contained in this presentation concerning our industry and the markets in which we operate, including our general expectations and market position, market opportunity and market size, is based on reports from various sources. Because this information involves a number of assumptions and limitations, you are cautioned not to give undue weight to such information. We have not independently verified market data and industry forecasts provided by any of these or any other third-party sources referred to in this presentation. In addition, projections, assumptions and estimates of our future performance and the future performance of the industry in which we operate are necessarily subject to a high degree of uncertainty and risk due to a variety of factors. These and other factors could cause results to differ materially from those expressed in the estimates made by third parties and by us.

Non-GAAP Financial information

Included in this presentation are certain financial measures that are not calculated in accordance with U.S. generally accepted accounting principles (“GAAP”) designed to supplement, and not substitute, Consensus’s financial information presented in accordance with GAAP. The non-GAAP measures as defined by Consensus may not be comparable to similar non-GAAP measures presented by other companies. The presentation of such measures, which may include adjustments to exclude unusual or non-recurring items, should not be construed as an inference that Consensus’ future results or leverage will be unaffected by other unusual or non-recurring items. Please see the Current Report on Form 8-K filed by Consensus on February 9, 2026 for how we define these non-GAAP measures, a discussion of why we believe they are useful to investors, and certain limitations and reconciliations thereof to the most directly comparable GAAP measures.

Third Party Information

All third-party trademarks, including names, logos and brands, referenced by the Company in this presentation are property of their respective owners. All references to third-party trademarks are for identification purposes only and shall be considered nominative fair use under trademark law.

Risk Factors

In addition to the information set forth above, you should carefully consider the factors discussed in Part 1, Item 1A. “Risk Factors” in our Annual Report on Form 10-K for the year ended December 31, 2024 as well as subsequent filings.

Business Overview

Operations and GTM Update

Corporate Growth

- Record revenue quarter and year
- +7.3% YoY revenue growth
- Usage per business day has grown double digits for 5 quarters
- Best Corporate growth rate since Q4'22

Enterprise Quality

- Corporate is now 64% of total revenue up from 49% in Q4'21
- Revenue Retention remains strong
- Non-eFax Protect ARPA well above \$300/month
- Multi-million dollar revenue from Clarity in 2026

Healthcare & Public Sector

- Shift from connectivity to platform and workflow
- VA exceeded 2025 target; Projected >\$9M contribution
- State/Local/Edu out-grows commercial
- Strong pipeline driven by FedRAMP mandates

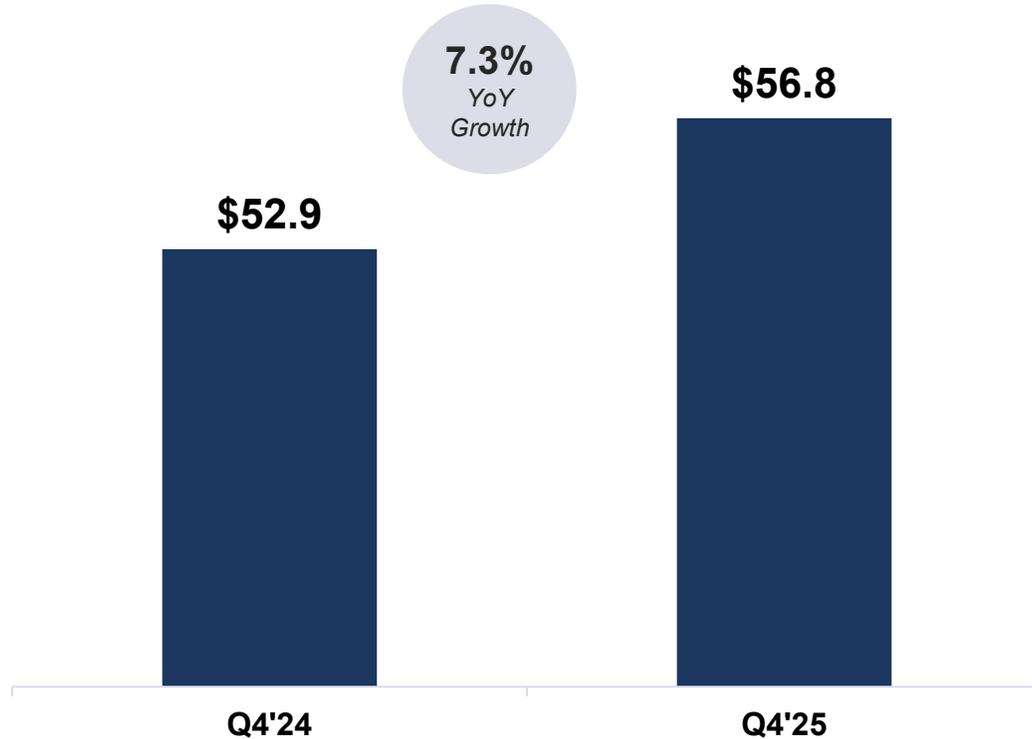
SOHO

- Revenue ahead of expectations
- Positioned as a "Strategic Cash Engine"
- Sign-up metrics improved in late Q4
- Q3 Turn Around Plan is yielding results

Fourth Quarter and FY2025 Results

Corporate Revenue Growth Accelerating

Corporate Revenue (\$ in M)



Highest Quarterly Year Over Year Growth Rate In 2025

Quarter Ended	Q4'24	Q4'25	YoY
Accounts (000's)	59	65	11.3%
ARPA ⁽¹⁾	\$303.58	\$290.40	-4.3%
Paid Adds (000's)	4	7	53.4%
LTM Revenue Retention	100.5%	101.3%	+80 bps

Revenue Retention Continues To Expand

⁽¹⁾ Represents a monthly ARPA for the quarter or year-to-date period, calculated as follows: Monthly ARPA on a quarterly basis is calculated using our standard convention of dividing revenue for the quarter by the average of the quarter's beginning and ending customer base and dividing that amount by 3 months. Monthly ARPA on a year-to-date basis is calculated by dividing revenue for the year-to-date period by the average customer base for the applicable period and dividing that amount by the respective period. We believe ARPA provides investors an understanding of the average monthly revenues we recognize per account associated within Consensus' customer base. As ARPA varies based on fixed subscription fee and variable usage components, we believe it can serve as a measure by which investors can evaluate trends in the types of services, levels of services and the usage levels of those services across Consensus' customers.

SoHo Revenue – Performing In Line With Expectations

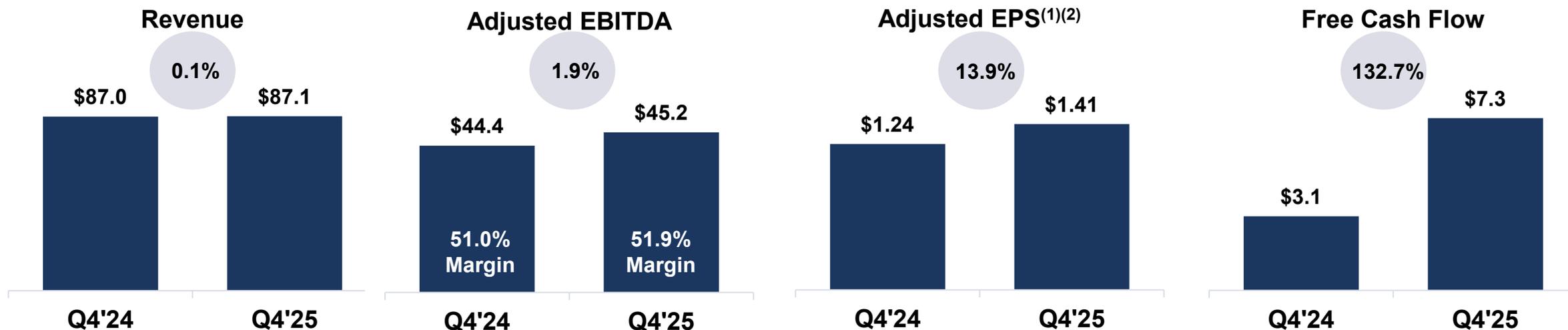
- Strategic Cash Engine
- ARPA Flat
- Churn improving by 8 bps
- Revenues down 11% to \$30.3 Million, ahead of expectations

See Appendix for all metrics

SoHo Performing Within Revenue Expectations

Q4'25 Results

(in \$M, except Adjusted EPS)



- Third consecutive quarter of Consolidated growth with Q4'25 Revenue +0.1% YoY
- Adjusted EBITDA YoY +\$0.7M delivers a solid 51.9% Adjusted EBITDA margin and ahead of expectations
- Adjusted EPS +\$0.17 on operational performance, net interest expense and depreciation and amortization
- Free cash flow Q4'25 \$7.3M, +\$4.2M vs Q4'24

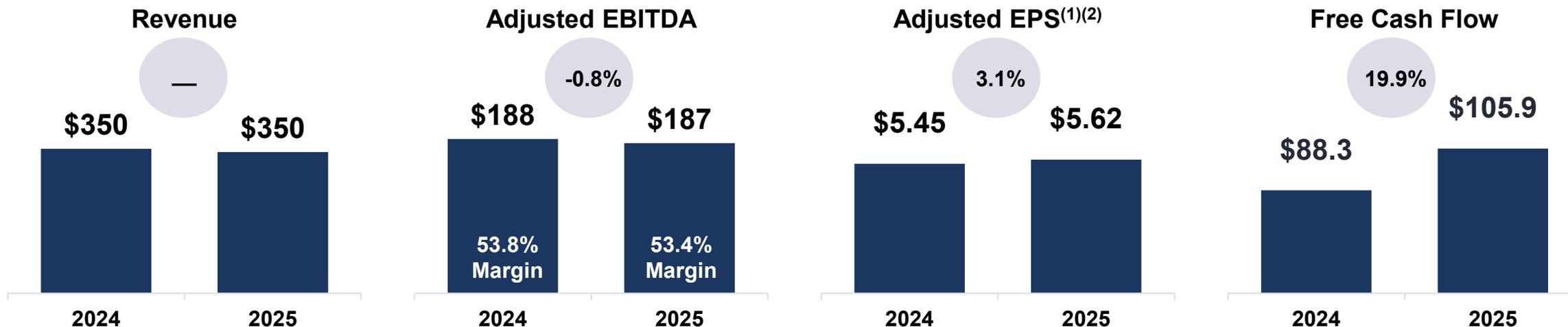
⁽¹⁾ Adjusted EPS share count ~19.6M shares in Q4'24.

⁽²⁾ For comparable purposes, Q4'24 excludes a foreign exchange gain of ~\$1.5M, net of tax or \$0.08 per share increase.

Revenues, Adjusted EBITDA and Adjusted EPS Beat Guidance

FY2025 Results

(in \$M, except Adjusted EPS)



- 2025 consolidated revenue essentially flat YoY and within 2025 full year guidance expectations
- 2025 Adjusted EBITDA of \$187M delivers a solid 53.4% margin above original February 2025 guidance range
- Adjusted EPS +\$0.17 driven primarily from operational performance and efficient capital management, ending near the top end of revised guidance range provided in Q2'25
- Free cash flow of ~\$106M, +\$18M or 20% vs 2024

⁽¹⁾ Adjusted EPS share count ~19.4M shares at FY2025 year end.

⁽²⁾ For comparable purposes, FY2024 excludes a foreign exchange gain of ~\$3.6M, net of tax or \$0.18 per share increase.

Adjusted EBITDA Margin Above Original Guidance and Adjusted EPS Exceeding Revised Guidance

Capital Management

Debt and Equity

- Debt Retirement
- Q4'25: \$14M; 2025: ~\$36M; and \$243M cumulative to date
 - Fully retired 6% Notes due October 2026 at Par (\$243M)
- Equity Repurchases
 - Q4'25 344K shares / ~\$8M; 2025 1M shares / ~\$23M; \$57.1M cumulative

Year End Capital Structure

- Current Total Debt Balance is \$562M, consisting of:
 - 6.5% Notes - \$348M (Callable: 101.625 – October 2026, Par – October 2027, mature – October 2028)
 - Delayed Draw term Loan / Revolver \$214M (current rate ~5.4%)
- 12/31/25 Leverage Ratios:
 - Total Debt to EBITDA **3.0x target achieved**; Net leverage ratio 2.6x

Capex

- Capex: 2025 \$30.2M; Q4'25 \$7.9M

Cash and Cash Equivalents

- 12/31/25 cash balance ~\$75M

Efficient Capital Management & Strong Cash Flow Supports Allocation Strategies

2026 and Quarter 1 Financial Guidance

2026 Non-GAAP Guidance Assumptions

Revenue	Range
Corporate	7.2% to 11.2%
SoHo	-12.3% to -8.3%
Total Revenue	0% to 4%

Adjusted EBITDA	Range
Adjusted EBITDA Margin	52% - 53%

Other	Range
Non-GAAP D&A	\$20M - \$22M
Share Count	~19M
Interest on Debt	\$36M
Non-GAAP Tax Rate	19.7% to 21.7%
Capex	\$32M to \$36M

FY2026 and Q1 Financial Guidance

(In millions, except EPS)

<u>GUIDANCE</u>	2026 Full Year Guidance		
	Low	Midpoint	High
Revenue	\$350.0	\$357.0	\$364.0
Adjusted EBITDA	\$182.0	\$187.5	\$193.0
Adjusted EPS ^(1,2)	\$5.55	\$5.75	\$5.95

<u>GUIDANCE</u>	Q1 2026 Guidance		
	Low	Midpoint	High
Revenue	\$85.4	\$87.4	\$89.4
Adjusted EBITDA	\$43.8	\$45.3	\$46.8
Adjusted EPS ^(1,2)	\$1.36	\$1.41	\$1.46

⁽¹⁾FY2026 and Q1 Assumes ~19M shares and 19.7% to 21.7% ETR

⁽²⁾2026 guidance and results exclude Fx gain/losses on revaluation of intercompany accounts (consistent with 2025)

Appendix

Consolidated Metrics

Consensus Metrics	2024				2025			
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
Revenue by Type								
Fixed Revenues	61,114	60,151	60,268	59,843	59,096	58,614	58,187	57,661
Variable Revenues	27,029	27,349	27,480	27,135	28,044	29,101	29,573	29,409
Fax Revenues	88,144	87,500	87,748	86,978	87,140	87,715	87,760	87,070
Total Revenues	88,146	87,500	87,752	86,984	87,138	87,721	87,766	87,071
Consensus Cloud Services Customers ⁽¹⁾	839	817	800	779	761	745	726	703
Paid Customer Adds ⁽²⁾	68	65	69	64	63	70	59	53
Average Monthly Revenue/Customer ⁽³⁾	\$34.54	\$35.24	\$36.19	\$36.72	\$37.70	\$38.82	\$39.79	\$40.63
Cancel Rate ⁽⁴⁾	3.49%	3.46%	3.46%	3.51%	3.44%	3.76%	3.69%	3.48%
Revenue % by Type								
Fixed Revenues	69.3%	68.7%	68.7%	68.8%	67.8%	66.8%	66.3%	66.2%
Variable Revenues	30.7%	31.3%	31.3%	31.2%	32.2%	33.2%	33.7%	33.8%

----- (in '000s) -----

- ⁽¹⁾ Consensus customers are defined as paying Corporate and SoHo customer accounts. The prior periods have been revised for consistency with the current period, and all metrics calculated based on the number of customer accounts (including ARPA and Monthly Churn %) are calculated based on the revised customer numbers.
- ⁽²⁾ Represents a monthly ARPA for the quarter or year-to-date period, calculated as follows: Monthly ARPA on a quarterly basis is calculated using our standard convention of dividing revenue for the quarter by the average of the quarter's beginning and ending customer base and dividing that amount by 3 months. Monthly ARPA on a year-to-date basis is calculated by dividing revenue for the year-to-date period by the average customer base for the applicable period and dividing that amount by the respective period. We believe ARPA provides investors an understanding of the average monthly revenues we recognize per account associated within Consensus' customer base. As ARPA varies based on fixed subscription fee and variable usage components, we believe it can serve as a measure by which investors can evaluate trends in the types of services, levels of services and the usage levels of those services across Consensus' customers.
- ⁽³⁾ Paid Adds represents paying new Consensus customer accounts added during the periods presented.
- ⁽⁴⁾ Monthly churn represents paid monthly SoHo and Corporate customer accounts that were cancelled during each month of the quarter or year-to-date period divided by the average number of customers during each month of the same quarter or year-to-date period (including the paid adds). The period measured is the quarter or year-to-date and expressed as a monthly churn rate over the respective period.

Corporate Metrics

Corporate Fax Metrics	2024				2025			
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
Revenue by Type								
Fixed Revenues	27,441	27,433	28,493	28,582	29,029	29,197	29,383	29,882
Variable Revenues	23,947	24,289	24,592	24,335	25,262	26,103	26,916	26,910
Total Corporate Revenues	51,388	51,721	53,085	52,916	54,290	55,301	56,299	56,792
Consensus Cloud Services Customers⁽¹⁾	55	56	58	59	60	63	65	65
Paid Customer Adds ⁽²⁾	4	4	5	4	5	8	8	7
Average Monthly Revenue/Customer ⁽³⁾	\$316.07	\$310.18	\$310.13	\$303.58	\$306.54	\$301.29	\$293.12	\$290.40
Cancel Rate ⁽⁴⁾	1.92%	2.29%	2.61%	2.63%	2.49%	2.86%	3.47%	3.30%
Revenue % by Type								
Fixed Revenues	53.4%	53.0%	53.7%	54.0%	53.5%	52.8%	52.2%	52.6%
Variable Revenues	46.6%	47.0%	46.3%	46.0%	46.5%	47.2%	47.8%	47.4%

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SoHo Metrics

SOHO Fax Metrics	2024				2025			
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
Revenue by Type								
Fixed Revenues	33,673	32,718	31,775	31,261	30,067	29,416	28,804	27,779
Variable Revenues	3,082	3,060	2,889	2,801	2,783	2,998	2,657	2,499
Total SOHO Revenues	36,755	35,778	34,663	34,062	32,850	32,414	31,460	30,278
Consensus Cloud Services Customers⁽¹⁾	784	760	742	721	702	682	661	638
Paid Customer Adds ⁽²⁾	63	61	64	60	58	62	50	47
Average Monthly Revenue/Customer ⁽³⁾	\$15.38	\$15.45	\$15.38	\$15.52	\$15.39	\$15.62	\$15.56	\$15.55
Cancel Rate ⁽⁴⁾	3.59%	3.55%	3.53%	3.58%	3.52%	3.84%	3.71%	3.50%
Revenue % by Type								
Fixed Revenues	91.6%	91.4%	91.7%	91.8%	91.5%	90.8%	91.6%	91.7%
Variable Revenues	8.4%	8.6%	8.3%	8.2%	8.5%	9.2%	8.4%	8.3%

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Net Income to Adjusted EBITDA Reconciliation

	Three Months Ended December 31,	
	2025	2024
Net income	\$ 20,503	\$ 18,071
Plus:		
Interest expense	9,043	9,363
Interest income	(821)	(371)
Other (income) expense, net	(68)	(1,782)
Income tax expense	7,106	8,146
Depreciation and amortization	4,465	5,548
EBITDA:		
Plus:		
Share-based compensation	5,256	5,154
Other	(275)	224
Adjusted EBITDA	\$ 45,209	\$ 44,353

*The prior year amounts have been reclassified for consistency with the current year presentation. These reclassifications had no effect on Adjusted EBITDA.

Adjusted EBITDA as calculated above represents earnings before interest expense, interest income, other income (expense), net, income tax expense, depreciation and amortization and the items used to reconcile GAAP to Adjusted non-GAAP financial measures, including (1) share-based compensation; and (2) other benefits or costs related to non-routine and other matters. The Company discloses Adjusted EBITDA as a supplemental non-GAAP financial performance measure, as it believes it is a useful metric by which to compare the performance of its business from period to period. The Company also understands that measures similar to Adjusted EBITDA are broadly used by analysts, rating agencies and investors in assessing our performance. Accordingly, the Company believes that the presentation of Adjusted EBITDA provides useful information to investors.

Adjusted EBITDA is not calculated in accordance with, or presented as an alternative to, net income, and may be different from similarly or identically named non-GAAP measures used by other companies. In addition, Adjusted EBITDA is not based on any comprehensive set of accounting rules or principles. This Adjusted non-GAAP measure has limitations in that it does not reflect all of the amounts associated with the Company's results of operations determined in accordance with GAAP.