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Third Quarter 2026 Preliminary and Unaudited Results

November 5, 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 2026 full year 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 November 5, 2026 as well as those set forth in our Annual Report on Form 10-K filed by us on February 13, 2026 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 November 5, 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, 2025 as well as subsequent filings.

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Business Overview

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Operations and GTM Update

Corporate Growth

- Achieved record Corporate revenue of $61.4M (+9.1% YoY)
- Net Revenue Retention accelerated to 104.5%, supported by stable core churn and increasing up-market ARPA
- Corporate customer base expanded to 69,000 accounts (+7.9% YoY)

Healthcare & Public Sector

- Healthcare Strategy and Solutions Group is driving the evolution of eFax Harmony.
- Strong baseline expansion across healthcare, healthcare IT, and the public sector.
- VA ECFax roll-out nearing completion; on track for >$9M in 2026 revenue.

SOHO

- Managed strictly for cash contribution
- Produced $29.6M in quarterly revenue (-6% YoY managed decline)
- eFax platform and targeted digital marketing posture driving visible eCommerce acquisition results

Focused Execution

- Consolidated revenue reached $91.0M, (+3.7% YoY)
- Secure cloud fax remains the foundation for expanding into healthcare solutions.
- Driving up-market momentum into 2027.

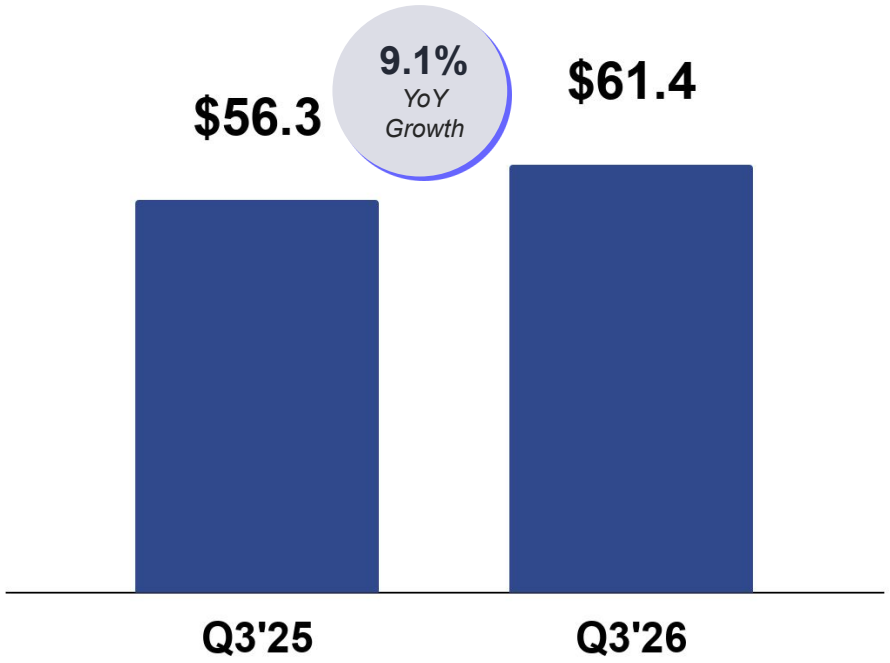
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Third Quarter 2026 Results

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Corporate Revenue

Corporate Revenue ($ in M)



Quarter Ended	Q3'25	Q3'26	YoY
Customers	64	69	7.9%
ARPA[(1)]	$300	$301	0.4%
Paid Adds (000's)	8	9	13.7%
Net Revenue Retention	101.9%	104.5%	+260 bps

Second Consecutive Quarter of +9% Year over Year Growth Amid Solid Revenue Retention Rate

(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.

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SoHo Update

Strategic Cash Engine

SoHo Channel continues to be managed as a **"Strategic Cash Engine"** funding our high growth corporate business

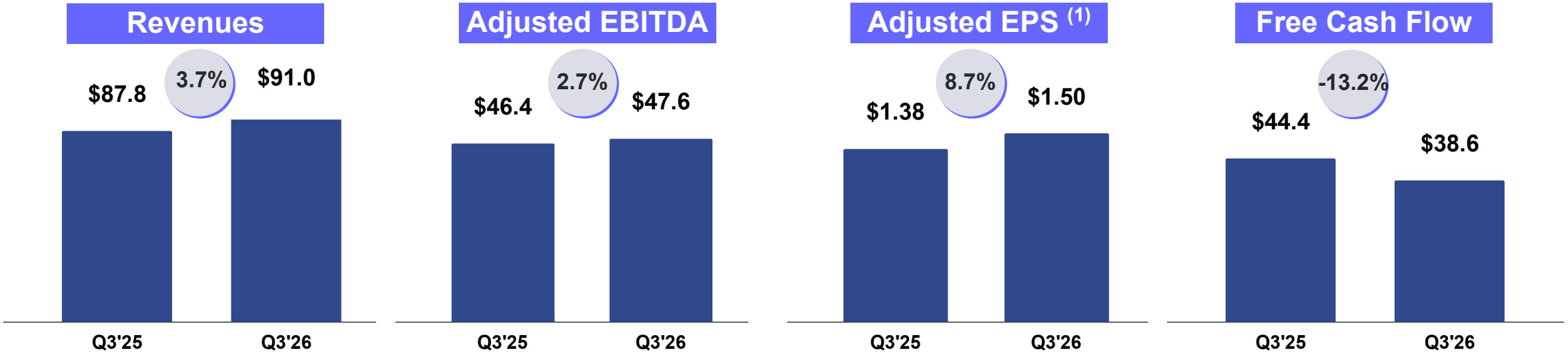
Consistent Revenue Performance

Q3 2026 SoHo Revenues $29.6M, -6.0% YoY, in-line with expectations

*See metrics in appendix

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Q3’26 Results
(in $M, except Adjusted EPS)



- Consolidated YoY revenue growth of 3.7% driven by Corporate revenue growth
- Adjusted EBITDA YoY +$1.3M or 2.7% with a solid 52.3% Adjusted EBITDA margin
- Adjusted EPS +$0.12 primarily driven by favorable YoY net interest expense and a lower tax rate
- Free cash flow Q3’26 $38.6M, -$5.8M or 13.2% primarily due to timing on current year interest and tax payments not present in Q3’25

Grew YoY Revenue, Adj. EBITDA and Adj. EPS for the 4th Consecutive Quarter

(1) Q3’26: ~19.1M shares and ~18.8% tax rate

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Capital Management

Free Cash Flow

- Q3'26: $38.6M; FY 2026 on target to hit ~$106M
- Capex: $7.0M

Equity Repurchases

- Q3 2026: ~551K shares repurchased for ~$21M
- Program to date repurchases: 3.55M shares / $102.5M
- Board approved stock buyback plan to purchase up to $200M (from $100M) of common stock ($98M remains)

Cash and Cash Equivalents

- Q3 2026 Balance: $106.5M, +$7.6M vs Q2 2026
- Cash sufficient to fund operations and capital allocation priorities

Capital Structure

- Q3 2026 Debt Balance: ~$552M
  - 6.5% Notes: $348M
  - Oct'26: callable at 101.625; Oct'27 callable at Par
  - Revolver: ~$204M (5.8%)
- Total and Net Debt to EBITDA Ratios: 2.92x and 2.35x, respectively

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2026 Financial Guidance

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2026 and Q4 2026 Guidance Provided

(in millions, except EPS)

Q4 2026 Guidance

Guidance	Low	Midpoint	High
Revenue	$88.9	**$90.9**	$92.9
Adjusted EBITDA	$44.7	**$46.2**	$47.7
Adjusted EPS[1]	$1.48	**$1.53**	$1.58

(in millions, except EPS)

2026 Full Year Guidance

Guidance	Low	High
Revenue	$360	$364
Adjusted EBITDA	$188	$192
Adjusted EPS[2]	$6.00	$6.10

2026 Full Year Guidance

- **Increasing Adjusted EPS Guidance Range**
- **Narrowing Revenue and Adjusted EBITDA to above the midpoint to high end of initial guidance**

[1] Q4'26 assumes ~19.1M shares and 11% to 13% ETR
[2] FY2026 assumes ~19.1M shares and 17% to 19% ETR

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Appendix

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Consolidated Metrics

Consensus Metrics (in '000s)	2025 Q1	2025 Q2	2025 Q3	2025 Q4	2026 Q1	2026 Q2	2026 Q3
Revenue by Type							
Fixed Revenues	59,094	58,620	58,193	57,661	57,487	59,053	57,603
Variable Revenues	28,044	29,101	29,573	29,409	30,980	32,308	33,400
Total Revenues	**87,138**	**87,721**	**87,766**	**87,071**	**88,467**	**91,362**	**91,002**
Consensus Cloud Services Customers	762	743	724	701	710	704	710
Paid Customer Adds [2]	63	70	58	53	94	96	110
Average Monthly Revenue/Customer [3]	$37.68	$38.84	$39.87	$40.72	$41.80	$42.96	$42.89
Cancel Rate [4]	3.44%	3.78%	3.70%	3.49%	3.85%	4.55%	4.69%
Revenue % by Type							
Fixed Revenues	67.8%	66.8%	66.3%	66.2%	65.0%	64.6%	63.3%
Variable Revenues	32.2%	33.2%	33.7%	33.8%	35.0%	35.4%	36.7%

(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.

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Corporate Metrics

Corporate Metrics (in '000s)	2025 Q1	2025 Q2	2025 Q3	2025 Q4	2026 Q1	2026 Q2	2026 Q3
Revenue by Type							
Fixed Revenues	29,029	29,197	29,383	29,882	30,146	30,625	30,423
Variable Revenues	25,262	26,103	26,916	26,910	28,576	29,831	30,997
Total Corporate Revenues	**54,290**	**55,301**	**56,299**	**56,792**	**58,721**	**60,457**	**61,421**
Consensus Cloud Services Customers	60	61	64	64	65	67	69
Paid Customer Adds [2]	5	8	8	7	7	9	9
Average Monthly Revenue/Customer [3]	$304.50	$302.84	$300.16	$297.60	$305.59	$304.86	$301.42
Cancel Rate [4]	2.32%	2.91%	2.73%	3.33%	3.00%	3.16%	3.87%
Revenue % by Type							
Fixed Revenues	53.5%	52.8%	52.2%	52.6%	51.3%	50.7%	49.5%
Variable Revenues	46.5%	47.2%	47.8%	47.4%	48.7%	49.3%	50.5%

(1) Consensus customers are defined as paying Corporate and SoHo customer accounts. In the first quarter of 2026, we removed a nominal number of duplicate Corporate customer accounts from the base. 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.

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SoHo Metrics

SOHO Metrics (in '000s)	2025 Q1	2025 Q2	2025 Q3	2025 Q4	2026 Q1	2026 Q2	2026 Q3
Revenue by Type							
Fixed Revenues	30,066	29,422	28,810	27,779	27,341	28,428	27,179
Variable Revenues	2,783	2,998	2,657	2,499	2,404	2,477	2,402
Total SoHo Revenues	**32,848**	**32,420**	**31,467**	**30,279**	**29,745**	**30,905**	**29,582**
Consensus Cloud Services Customers	702	682	661	638	645	637	642
Paid Customer Adds [2]	58	62	50	47	86	87	101
Average Monthly Revenue/Customer [3]	$15.39	$15.62	$15.56	$15.55	$15.46	$16.06	$15.42
Cancel Rate [4]	3.52%	3.84%	3.71%	3.50%	3.92%	4.69%	4.78%
Revenue % by Type							
Fixed Revenues	91.5%	90.8%	91.6%	91.7%	91.9%	92.0%	91.9%
Variable Revenues	8.5%	9.2%	8.4%	8.3%	8.1%	8.0%	8.1%

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Net Income to Adjusted EBITDA Reconciliation

	Three Months Ended September 30,	
	2026	2025
Net income	**$ 21,980**	**$ 22,091**
Plus:		
Interest expense	8,483	8,836
Interest income	(898)	(759)
Other income, net	(269)	(128)
Income tax expense	6,273	7,890
Depreciation and amortization	6,364	4,519
EBITDA:		
Plus:		
Share-based compensation	5,731	3,966
Other	(37)	(55)
Adjusted EBITDA	**$ 47,627**	**$ 46,360**

Adjusted EBITDA as calculated above represents earnings before interest expense, interest income, other income, 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.

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