



First Advantage

Q1 2023

EARNINGS PRESENTATION

May 10, 2023

FORWARD-LOOKING STATEMENTS

This presentation contains “forward-looking statements” within the meaning of the Private Securities Litigation Reform Act of 1995. These forward-looking statements reflect our current views with respect to, among other things, our operations and financial performance. Forward-looking statements include all statements that are not historical facts. These forward-looking statements relate to matters such as our industry, business strategy, goals, and expectations concerning our market position, future operations, margins, profitability, capital expenditures, liquidity and capital resources, and other financial and operating information. In some cases, you can identify these forward-looking statements by the use of words such as “anticipate,” “assume,” “believe,” “continue,” “could,” “estimate,” “expect,” “intend,” “may,” “plan,” “potential,” “predict,” “project,” “future,” “will,” “seek,” “foreseeable,” “target,” “guidance,” the negative version of these words, or similar terms and phrases.

These forward-looking statements are subject to various risks, uncertainties, assumptions, or changes in circumstances that are difficult to predict or quantify. Such risks and uncertainties include, but are not limited to, the following: negative changes in external events beyond our control, including our customers’ onboarding volumes, economic drivers which are sensitive to macroeconomic cycles, such as interest rate volatility and inflation, geopolitical unrest, uncertainty in financial markets (including as a result of recent bank failures and events affecting financial institutions), and the COVID-19 pandemic; our operations in a highly regulated industry and the fact that we are subject to numerous and evolving laws and regulations, including with respect to personal data and data security; inability to identify and successfully implement our growth strategies on a timely basis or at all; potential harm to our business, brand, and reputation as a result of security breaches, cyber-attacks, or the mishandling of personal data; our reliance on third-party data providers; due to the sensitive and privacy-driven nature of our products and solutions, we could face liability and legal or regulatory proceedings, which could be costly and time-consuming to defend and may not be fully covered by insurance; our international business exposes us to a number of risks; the timing, manner and volume of repurchases of common stock pursuant to our share repurchase program; the continued integration of our platforms and solutions with human resource providers such as applicant tracking systems and human capital management systems as well as our relationships with such human resource providers; our ability to obtain, maintain, protect and enforce our intellectual property and other proprietary information; disruptions, outages, or other errors with our technology and network infrastructure, including our data centers, servers, and third-party cloud and internet providers and our migration to the cloud; our indebtedness could adversely affect our ability to raise additional capital to fund our operations, limit our ability to react to changes in the economy or our industry, and prevent us from meeting our obligations; and control by our Sponsor, “Silver Lake” (Silver Lake Group, L.L.C., together with its affiliates, successors, and assignees), and its interests may conflict with ours or those of our stockholders.

For additional information on these and other factors that could cause First Advantage’s actual results to differ materially from expected results, please see our Annual Report on Form 10-K for the year ended December 31, 2022, filed with the Securities and Exchange Commission (the “SEC”), as such factors may be updated from time to time in our filings with the SEC, which are accessible on the SEC’s website at www.sec.gov. The forward-looking statements included in this presentation are made only as of the date of this presentation, and we undertake no obligation to publicly update or review any forward-looking statement, whether as a result of new information, future developments, or otherwise, except as required by law.

NON-GAAP FINANCIAL INFORMATION

This presentation contains “non-GAAP financial measures” that are financial measures that either exclude or include amounts that are not excluded or included in the most directly comparable measures calculated and presented in accordance with accounting principles generally accepted in the United States (“GAAP”). Specifically, we make use of the non-GAAP financial measures “Adjusted EBITDA,” “Adjusted EBITDA Margin,” “Adjusted Net Income,” “Adjusted Diluted Earnings Per Share,” “Constant Currency Revenues,” and “Constant Currency Adjusted EBITDA.”

Adjusted EBITDA, Adjusted EBITDA Margin, Adjusted Net Income, Adjusted Diluted Earnings Per Share, Constant Currency Revenues, and Constant Currency Adjusted EBITDA have been presented in this presentation as supplemental measures of financial performance that are not required by or presented in accordance with GAAP because we believe they assist investors and analysts in comparing our operating performance across reporting periods on a consistent basis by excluding items that we do not believe are indicative of our core operating performance. Management believes these non-GAAP measures are useful to investors in highlighting trends in our operating performance, while other measures can differ significantly depending on long-term strategic decisions regarding capital structure, the tax jurisdictions in which we operate, and capital investments. Management uses Adjusted EBITDA, Adjusted EBITDA Margin, Adjusted Net Income, Adjusted Diluted Earnings Per Share, Constant Currency Revenues, and Constant Currency Adjusted EBITDA to supplement GAAP measures of performance in the evaluation of the effectiveness of our business strategies, to make budgeting decisions, to establish discretionary annual incentive compensation, and to compare our performance against that of other peer companies using similar measures. Management supplements GAAP results with non-GAAP financial measures to provide a more complete understanding of the factors and trends affecting the business than GAAP results alone.

Adjusted EBITDA, Adjusted EBITDA Margin, Adjusted Net Income, Adjusted Diluted Earnings Per Share, Constant Currency Revenues, and Constant Currency Adjusted EBITDA are not recognized terms under GAAP and should not be considered as an alternative to net income (loss) as a measure of financial performance or cash provided by (used in) operating activities as a measure of liquidity, or any other performance measure derived in accordance with GAAP. The presentations of these measures have limitations as analytical tools and should not be considered in isolation or as a substitute for analysis of our results as reported under GAAP. Because not all companies use identical calculations, the presentations of these measures may not be comparable to other similarly titled measures of other companies and can differ significantly from company to company.

We define Adjusted EBITDA as net income before interest, taxes, depreciation, and amortization, and as further adjusted for loss on extinguishment of debt, share-based compensation, transaction and acquisition-related charges, integration and restructuring charges, and other non-cash charges. We define Adjusted EBITDA Margin as Adjusted EBITDA divided by total revenues. We define Adjusted Net Income for a particular period as net income before taxes adjusted for debt-related costs, acquisition-related depreciation and amortization, share-based compensation, transaction and acquisition-related charges, integration and restructuring charges, and other non-cash charges, to which we then apply the related effective tax rate. We define Adjusted Diluted Earnings Per Share as Adjusted Net Income divided by adjusted weighted average number of shares outstanding—diluted. We define Constant Currency Revenues as current period revenues translated using prior-year period exchange rates. We define Constant Currency Adjusted EBITDA as current period Adjusted EBITDA translated using prior-year period exchange rates. For reconciliations of these non-GAAP financial measures to the most directly comparable GAAP measures, see the reconciliations included at the end of this presentation. Numerical figures included in the reconciliations have been subject to rounding adjustments. Accordingly, numerical figures shown as totals in various tables may not be arithmetic aggregations of the figures that precede them.

COMPANY OVERVIEW & Q1 2023 HIGHLIGHTS

Scott Staples

Chief Executive Officer



COMPANY SNAPSHOT & HIGHLIGHTS

LEADING GLOBAL PROVIDER OF
EMPLOYMENT BACKGROUND
SCREENING AND VERIFICATION
SOLUTIONS

OUR MARKET

\$13B

Total
Addressable
Market

\$7B

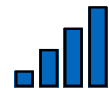
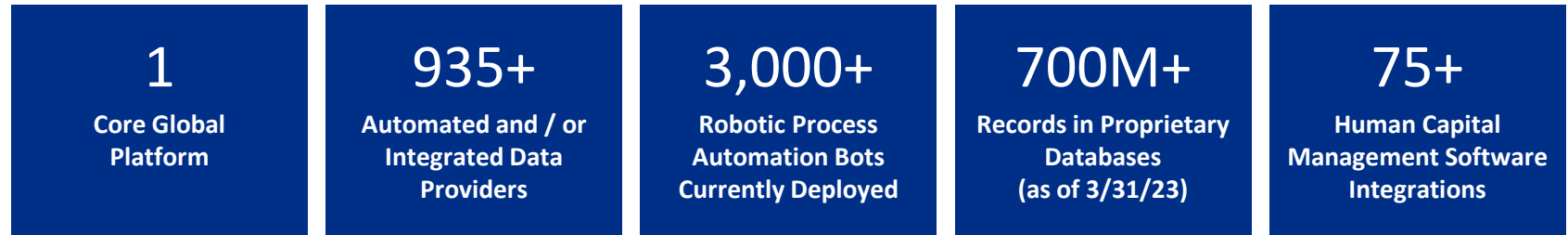
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and Attractive
Growth



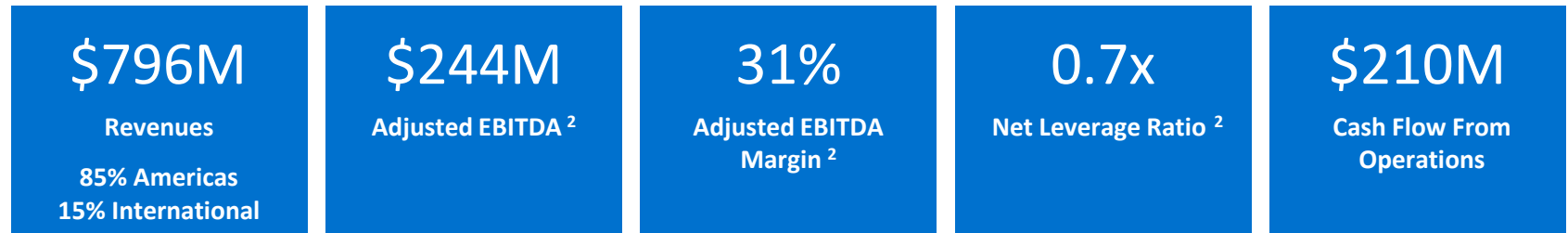
OUR CUSTOMERS ¹



OUR TECHNOLOGY



OUR LTM Q1 2023 FINANCIALS



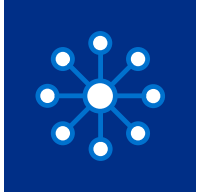
Note: All metrics are approximate; "our customers" and "our technology" metrics are as of December 31, 2022, unless otherwise noted.

1. Average tenure for top 100 customers as of December 31, 2022.

2. Non-GAAP measure. See appendix for reconciliation of Adjusted EBITDA and Adjusted EBITDA Margin to their most directly comparable respective GAAP measures. Net leverage calculated as (Debt – Cash) / LTM Adjusted EBITDA



Macro Environment



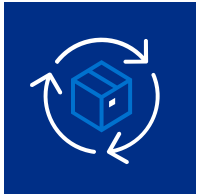
- U.S. labor market continues to show some pockets of resilience, and while activity has moderated relative to the extremely strong levels from a year ago and the degree of uncertainty remains elevated, overall hiring remains generally stable
- Meaningful, longer-term structural tailwinds remain in place

Collaborate Annual Customer Conference



- Held in April; the only background screening user conference of its kind that brings together customers, partners, and thought leaders
- Record attendance
- Keynote speaker Johnny C. Taylor Jr., CEO of Society for Human Resource Management (SHRM)

Products and Solutions



- Product bundles and capabilities → powered by our mobile-first, next-generation Profile Advantage technology; provide additional opportunities for new business and upsell/cross sell growth
- Digital Identity verification services in the U.K. → offered in partnership with Yoti; allows applicants to use fully digital process, reducing turnaround time; contracted >125 customers, >75 live in U.K. market with a strong pipeline

Proprietary Database



- Significant competitive advantage with margin enhancement potential while driving cost savings for customers
- Aggregate First Advantage database records increased to more than 700 million, with over 80 million records in Verified! database



DEDICATED TO OUR SUSTAINABILITY EFFORTS



**Sustainability
Embedded
in Our Culture**

Our commitments to advancing sustainability are through a lens of enhancing stakeholder value while continuing to be a responsible corporate citizen, an employer of choice, and a leader in the ethical treatment of a diverse employee base

Key Focus Areas

2022 Highlights

E

Resource Use & Waste Reduction
Systems & Energy Efficiency
Footprint Intentionality
Supplier Environmentalism
Climate Risk & Monitoring

- Began gathering sustainability-related data, including environmental metrics, using third-party tool
- Disclosed SASB- and TCFD-aligned data in 2022 Sustainability Report

S

Diversity, Equity & Inclusion
Employee Health & Wellbeing
Employee Engagement
Corporate Culture & Reputation
Community Action & Participation

- Focused on DE&I: added two employee resource groups, added employee training
- Provided opportunities for mentorship, community impact, and volunteerism
- Increased work-life balance resources

G

Good Governance
Supply Chain Governance
Financial Health & Performance
Cybersecurity & Data Privacy
Compliant & Ethical Conduct

- Enhanced Global Code of Conduct and Ethics
- Expanded cybersecurity program and protections
- Prepared Corporate Responsibility and Sustainability Policy, to be published in 2023



FINANCIAL RESULTS & OUTLOOK

David Gamsey

EVP, Chief Financial Officer

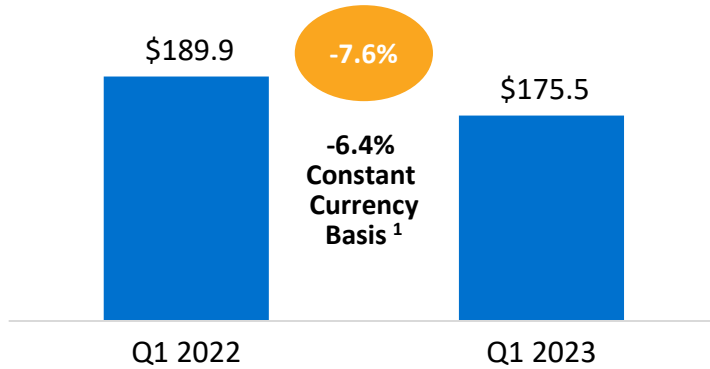




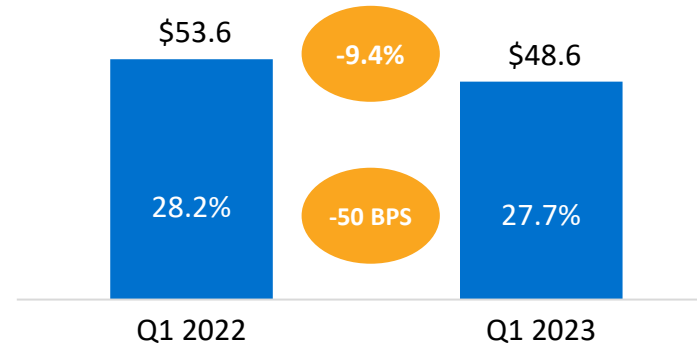
Q1 2023 FINANCIAL RESULTS

(\$ in millions, except per share data and percentages)

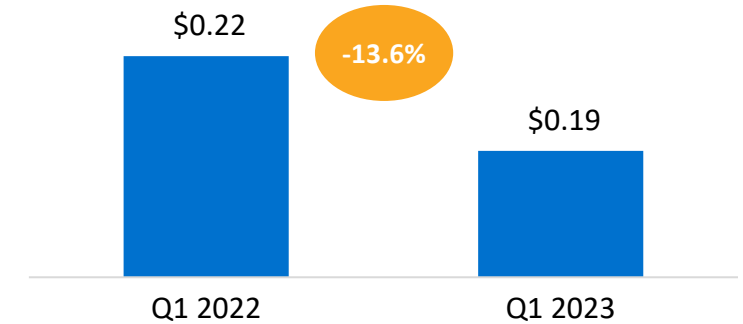
REVENUES



ADJUSTED EBITDA AND MARGIN¹



ADJUSTED DILUTED EARNINGS PER SHARE¹



- Revenues for Q1 2023 were slightly better than original expectations, with Americas segment holding up relatively well given overall market conditions
- International softness due primarily to weakness in India and APAC; more resilient European operations
- Cycling over exceptionally strong 44% revenues growth in Q1 2022
- Constant Currency Revenues¹ higher by ~120 bps, or \$2.2M

- Adjusted EBITDA declined 9.4% with Adjusted EBITDA Margin of 27.7%, consistent with typical seasonality (27.7% in Q1 2021)
- Constant Currency Adjusted EBITDA was \$49.1M¹
- Highly variable and flexible cost structure is a key differentiator

- Adjusted Diluted EPS decline due to:
 - Lower revenues
 - Higher D&A associated with investments in proprietary platform
 - Higher interest expense, partially offset by interest rate swaps and higher interest-bearing deposits

1. Non-GAAP measure. See appendix for reconciliation of Adjusted EBITDA, Adjusted EBITDA Margin, Adjusted Diluted Earnings Per Share, Constant Currency Revenues, and Constant Currency Adjusted EBITDA to their most directly comparable respective GAAP measures.



CLEAR AND CONSISTENT CAPITAL ALLOCATION PRIORITIES

Pursue Strategic M&A Opportunities

- Vertical capabilities
- International expansion
- Technology and/or data
- Enterprise Risk Services

Continue to Invest in Organic Growth

- Technology and automation
- Product innovation
- Sales

Execute Share Repurchase Program

- Repurchased 1.9M shares of common stock for \$25.3M at an average price per share of \$13.50 during Q1 2023
- Since inception through May 4, 2023, repurchased 7.4M shares of common stock for \$97.4M at an average price per share of \$13.11
- \$102.6M remaining under the program as of May 4, 2023

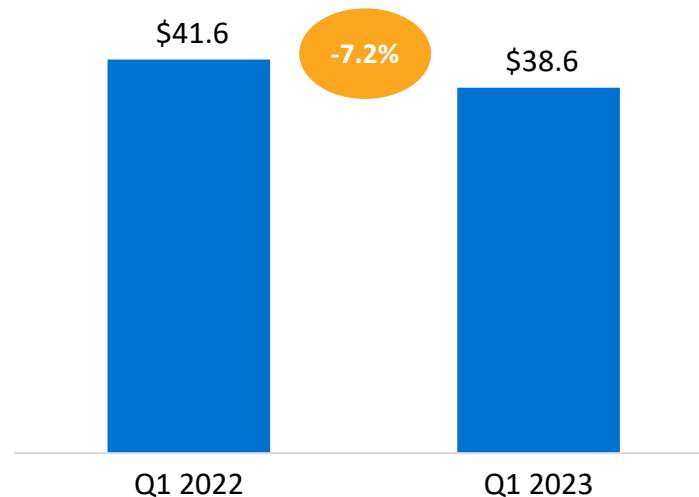
Consider Other Uses of Capital that Maximize Shareholder Value

SIGNIFICANT CASH FLOW GENERATION

- YoY cash flow from operations decline driven primarily by lower Q1 revenues
- Variable and flexible cost structure enables strong cash flow conversion
- Cash generation further enhanced by low net leverage and 70% of debt being hedged

CASH FLOW FROM OPERATIONS

(\$ in millions, except percentages)



LOW NET LEVERAGE

- Net leverage ¹ declined from 1.1x at 3/31/22 to 0.7x at 3/31/23
- Supported by robust balance sheet and strong cash flow generation

(\$ in millions)

Debt	\$565
Cash	\$400
LTM Adjusted EBITDA ¹	\$244
Net Leverage ¹	0.7x

1. Non-GAAP measure, see appendix for reconciliation of Adjusted EBITDA to its most directly comparable respective GAAP measure; net leverage calculated as (Debt – Cash) / LTM Adjusted EBITDA

REAFFIRMING FULL YEAR 2023 GUIDANCE



(\$ in millions, except per share data)	FY 2022 Actuals	FY 2023 Guidance	Y/Y % Growth
Revenues	\$810	\$770 to \$810	-5% to 0%
<i>Constant Currency Revenues</i>		<i>\$774 to \$814</i>	<i>-4% to +0.5%</i>
Adjusted EBITDA	\$249	\$240 to \$255	-4% to +2%
Adjusted Net Income	\$156	\$145 to \$155	-7% to -1%
Adjusted Diluted Earnings Per Share	\$1.03	\$1.00 to \$1.07	-3% to +4%

Note:

- Actual results may differ materially from First Advantage’s Full-Year 2023 Guidance as a result of, among other things, the factors described under “Forward-Looking Statements” in this presentation.
- A reconciliation of the foregoing guidance for the non-GAAP metrics of Adjusted EBITDA and Adjusted Net Income to GAAP net income, Adjusted Diluted Earnings Per Share to GAAP diluted net income per share, and Constant Currency Revenues to Revenues cannot be provided without unreasonable effort because of the inherent difficulty of accurately forecasting the occurrence and financial impact of the various adjusting items necessary for such reconciliation that have not yet occurred, are out of our control, or cannot be reasonably predicted. For the same reasons, the Company is unable to assess the probable significance of the unavailable information, which could have a material impact on its future GAAP financial results.
- “Y/Y% Growth” column compares “FY 2023 Guidance” column to “FY 2022 Actuals” column.
- Selected modeling assumptions include Capital expenditures, including capitalized software development costs of ~\$30M; net interest expense, excluding amortization of financing fees and fair value gains/(losses) from interest rate swaps of ~\$24M; depreciation and amortization excluding intangible amortization of ~\$25M; negative foreign currency impact on Adjusted EBITDA of ~\$1M; cash income tax payments of ~\$40M; adjusted effective tax rate of ~25%; fully diluted shares outstanding of ~145M



CLOSING REMARKS

Scott Staples

Chief Executive Officer



INVESTMENT HIGHLIGHTS

1



A **global leader** in a large, fragmented, and growing market

2



Diversified enterprise-focused customer base across **attractive industry verticals** with focus on high volume hiring

3



Digital technology, automation, and machine learning enabling customers to hire smarter and onboard faster

4



Strong cash flow generation driven by revenue growth and superior margins from attractive and resilient financial model

5



Differentiated and embedded proprietary technology providing customers with mission-critical products and solutions

6



Proprietary databases extending competitive advantage through product leadership, faster turnaround times, and cost efficiencies

7



Long-term opportunities from changing hiring behaviors and dynamics, along with our product innovation, is expected to support long-term sustainable growth



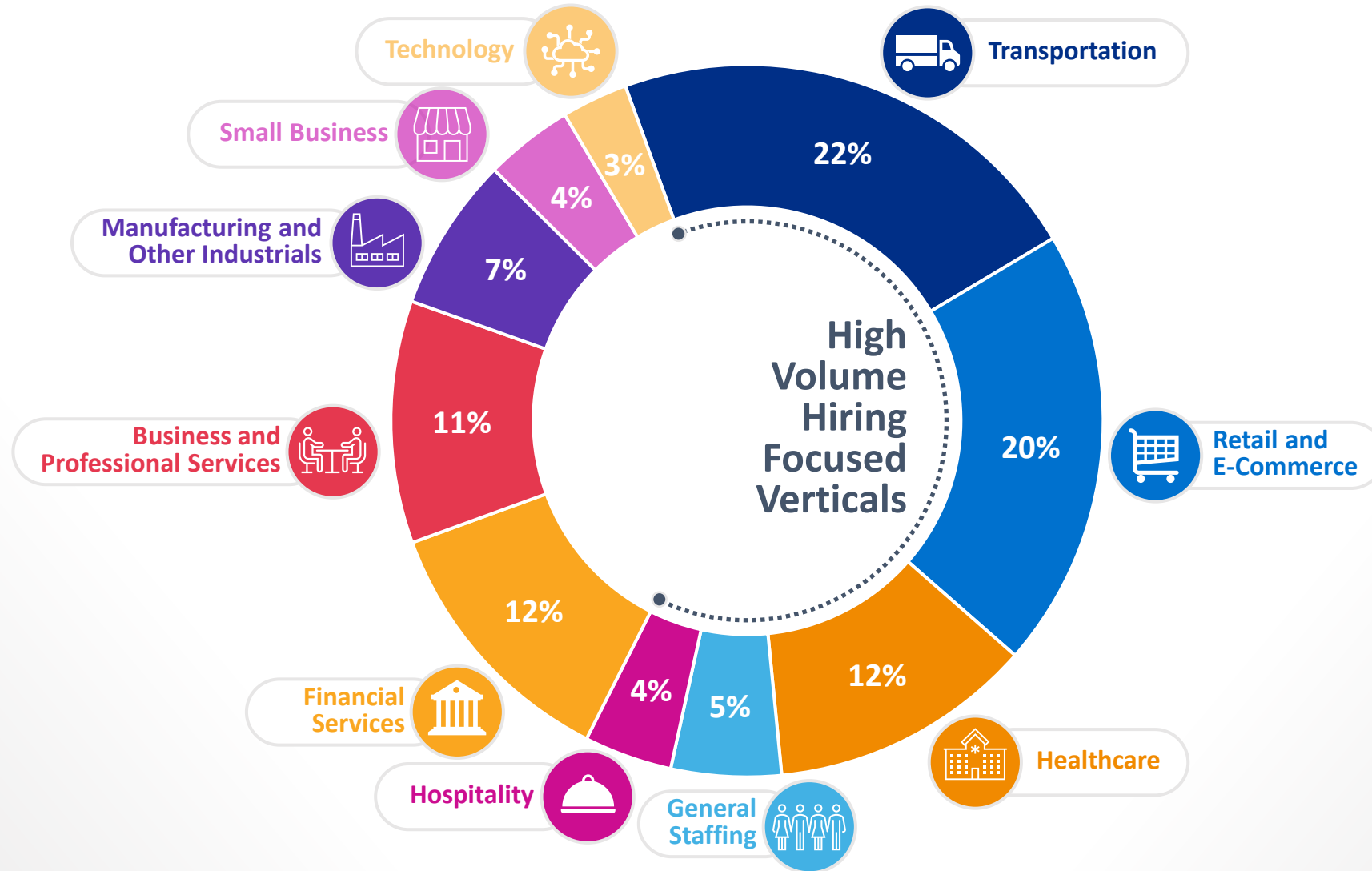
APPENDIX

Supplemental Materials and
Reconciliations to GAAP Measures



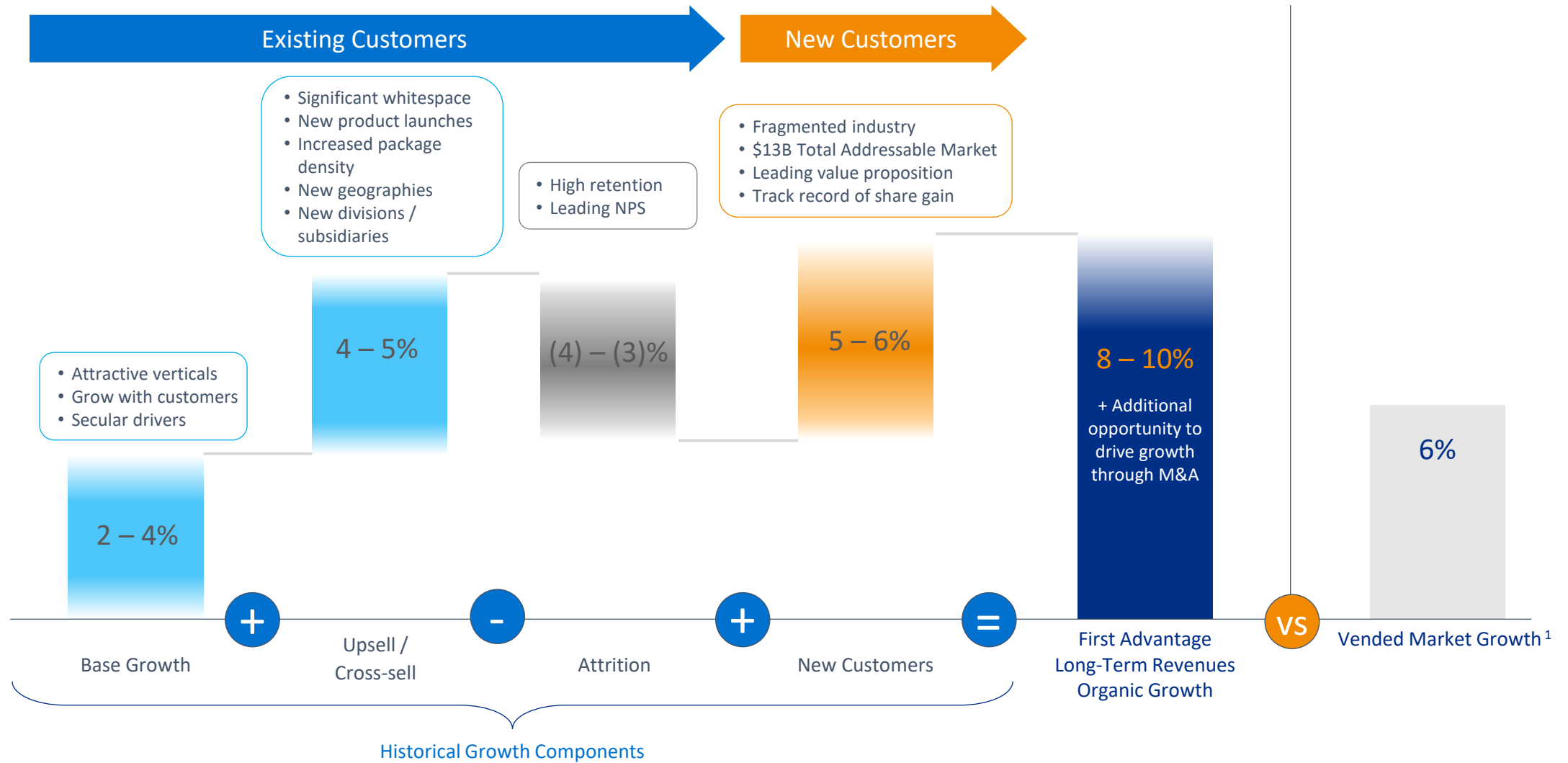


FY 2022 REVENUE BREAKDOWN BY VERTICAL



Note: Represents each vertical as an approximate percentage of FY 2022 total revenues.

PROVEN FORMULA FOR ABOVE-MARKET LONG-TERM REVENUES GROWTH



1. Reflects vended market growth rate over the next three years (through 2026).
Note: Percentages above subject to rounding.



LONG-TERM ORGANIC GROWTH TARGETS ¹

	Long-Term Organic Targets	Key Drivers
Revenues Growth	8 – 10%	<ul style="list-style-type: none">• Proven growth formula• Existing customer base growth• Upsell / cross-sell to existing customers• New customer wins• Net of existing customer attrition• Performance track record• Identified market opportunity• M&A is incremental to target
Adjusted EBITDA Growth	11 – 14%	<ul style="list-style-type: none">• Growth in revenues• Continued automation• Further operating efficiencies
Adjusted Net Income Growth	14 – 18%	<ul style="list-style-type: none">• Above factors• Leveraging non-operating expenses

1. Actual results may differ materially from First Advantage's long-term targets as a result of, among other things, the factors described under "Forward-Looking Statements" in this presentation.



ADJUSTED EBITDA

	For the Quarters Ended									LTM
	Mar 31, 2021 Q1	Jun 30, 2021 Q2	Sep 30, 2021 Q3	Dec 31, 2021 Q4	Mar 31, 2022 Q1	Jun 30, 2022 Q2	Sep 30, 2022 Q3	Dec 31, 2022 Q4	Mar 31, 2023 Q1	Mar 31, 2023
<i>(in thousands)</i>										
Net (loss) income	\$ (19,389)	\$ 3,770	\$ 16,285	\$ 15,385	\$ 13,013	\$ 14,236	\$ 17,209	\$ 20,146	\$ 1,925	\$ 53,516
Interest expense (income), net	6,717	10,452	4,706	3,097	(850)	3,112	1,740	5,197	8,681	18,730
(Benefit) provision for income taxes	(4,435)	3,063	3,397	6,837	4,935	5,432	6,709	3,399	681	16,221
Depreciation and amortization	34,763	35,918	35,812	36,322	34,034	34,407	34,744	35,061	31,866	136,078
Loss on extinguishment of debt	13,938	—	—	—	—	—	—	—	—	—
Share-based compensation	562	2,664	1,343	4,961	1,859	1,943	2,022	2,032	2,058	8,055
Transaction and acquisition-related charges ^(a)	3,984	382	2,144	2,804	1,498	1,179	1,908	1,433	1,071	5,591
Integration, restructuring, and other charges ^(b)	450	73	257	32	(889)	525	(144)	3,020	2,278	5,679
Adjusted EBITDA	\$ 36,590	\$ 56,322	\$ 63,944	\$ 69,438	\$ 53,600	\$ 60,834	\$ 64,188	\$ 70,288	\$ 48,560	\$ 243,870
Revenues	132,070	174,826	192,867	212,532	189,881	201,561	205,986	212,595	175,520	795,662
Net (loss) income margin	(14.7)%	2.2%	8.4%	7.2%	6.9%	7.1%	8.4%	9.5%	1.1%	6.7%
Net (loss) income Year/Year Growth	(54.4)%	(123.0)%	(571.8)%	(362.5)%	(167.1)%	277.6%	5.7%	30.9%	(85.2)%	10.4%
Adjusted EBITDA Margin	27.7%	32.2%	33.2%	32.7%	28.2%	30.2%	31.2%	33.1%	27.7%	30.6%
Adjusted EBITDA Year/Year Growth	34.5%	77.9%	47.7%	55.5%	46.5%	8.0%	0.4%	1.2%	(9.4)%	0.2%

(a) Represents charges incurred related to acquisitions and similar transactions, primarily consisting of change in control-related costs, professional service fees, and other third-party costs. Additionally includes incremental professional service fees incurred related to the initial public offering, subsequent one-time compliance efforts, the registered common stock offering by certain selling stockholders in November 2021, and a transaction bonus expense related to one of the Company's 2021 acquisitions.

(b) Represents charges from organizational restructuring and integration activities, non-cash, and other charges primarily related to legal exposures inherited from legacy acquisitions, foreign currency (gains) losses, and (gains) losses on the sale of assets.



CONSTANT CURRENCY REVENUES

<i>(in thousands)</i>	For the Quarter Ended Mar 31, 2023			
	Americas	International	Eliminations	Total revenues
Revenues, as reported (GAAP)	\$ 152,056	\$ 24,848	\$ (1,384)	\$ 175,520
Foreign currency translation impact ^(a)	20	2,077	53	2,150
Constant currency revenues	\$ 152,076	\$ 26,925	\$ (1,331)	\$ 177,670
Inorganic revenues	—	—	—	—
Organic constant currency revenues	\$ 152,076	\$ 26,925	\$ (1,331)	\$ 177,670
Organic constant currency revenues growth	(5.0)%	(15.2)%	(31.7)%	(6.4)%

(a) Constant currency revenue is calculated by translating current period amounts using prior-year period exchange rates.

CONSTANT CURRENCY ADJUSTED EBITDA

<i>(in thousands)</i>	For the Quarter Ended	
	Mar 31, 2023	Q1
Adjusted EBITDA, as reported	\$ 48,560	
Foreign currency translation impact ^(a)		524
Constant currency Adjusted EBITDA	\$ 49,084	

(a) Constant currency Adjusted EBITDA is calculated by translating current period amounts using prior-year period exchange rates.



ADJUSTED NET INCOME

(in thousands)	For the Quarters Ended	
	Mar 31, 2022	Mar 31, 2023
	Q1	Q1
Net income	\$ 13,013	\$ 1,925
Provision for income taxes	4,935	681
Income before provision for income taxes	17,948	2,606
Debt-related charges ^(a)	(4,815)	4,468
Acquisition-related depreciation and amortization ^(b)	29,115	25,485
Share-based compensation	1,859	2,058
Transaction and acquisition-related charges ^(c)	1,498	1,071
Integration, restructuring, and other charges ^(d)	(889)	2,278
Adjusted Net Income before income tax effect	44,716	37,966
Less: Income tax effect ^(e)	11,219	9,602
Adjusted Net Income	\$ 33,497	\$ 28,364

- (a) Represents non-cash interest expense related to the amortization of debt issuance costs for the Company's First Lien Credit Facility. Beginning in 2022, this adjustment also includes the impact of the change in fair value of interest rate swaps. This adjustment, which represents the difference between the fair value gains or losses and actual cash payments and receipts on the interest rate swaps, was added as a result of the increased interest rate volatility observed in 2022.
- (b) Represents the depreciation and amortization expense related to intangible assets and developed technology assets recorded due to the application of ASC 805, *Business Combinations*. As a result, the purchase accounting related depreciation and amortization expense will recur in future periods until the related assets are fully depreciated or amortized, and the related purchase accounting assets may contribute to revenue generation.
- (c) Represents charges incurred related to acquisitions and similar transactions, primarily consisting of change in control-related costs, professional service fees, and other third-party costs. Additionally includes incremental professional service fees incurred related to the initial public offering and subsequent one-time compliance efforts. The three months ended March 31, 2023 and 2022 include a transaction bonus expense related to one of the Company's 2021 acquisitions.
- (d) Represents charges from organizational restructuring and integration activities, non-cash, and other charges primarily related to legal exposures inherited from legacy acquisitions, foreign currency (gains) losses, and (gains) losses on the sale of assets.
- (e) Effective tax rates of approximately 25.3% and 25.1% have been used to compute Adjusted Net Income and Adjusted Diluted Earnings Per Share for the three months ended March 31, 2023 and 2022, respectively. As of December 31, 2022, we had net operating loss carryforwards of approximately \$11.0 million for federal income tax purposes available to reduce future income subject to income taxes. As a result, the amount of actual cash taxes we may pay for federal income taxes differs significantly from the effective income tax rate computed in accordance with GAAP and from the normalized rate shown above.

ADJUSTED DILUTED EARNINGS PER SHARE

	For the Quarters Ended	
	Mar 31, 2022	Mar 31, 2023
	Q1	Q1
Diluted net income per share (GAAP)	\$ 0.09	\$ 0.01
<i>Adjusted Net Income adjustments per share</i>		
Income taxes	0.03	0.00
Debt-related charges ^(a)	(0.03)	0.03
Acquisition-related depreciation and amortization ^(b)	0.19	0.17
Share-based compensation	0.01	0.01
Transaction and acquisition related charges ^(c)	0.01	0.01
Integration, restructuring, and other charges ^(d)	(0.01)	0.02
Adjusted income taxes ^(e)	(0.07)	(0.07)
Adjusted Diluted Earnings Per Share (Non-GAAP)	\$ 0.22	\$ 0.19
Weighted average number of shares outstanding used in computation of Adjusted Diluted Earnings Per Share:		
Weighted average number of shares outstanding—diluted (GAAP and Non-GAAP)	152,348,806	147,031,866

