2024 ALTAIR INVESTOR DAY

THE SCIENCE OF POSSIBILITY

March 20, 2024

ALTAIR

James R. Scapa

Founder, Chairman, and CEO

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Safe Harbor Statement

This presentation and the accompanying oral commentary may contain "forward-looking" statements that are based on our beliefs and assumptions and on information available to us as of the date of this presentation. All statements other than statements of historical facts contained in this presentation, including statements regarding our future results of operations and financial position, customer lifetime value, strategy and plans, market size and opportunity, competitive position, industry environment, potential growth opportunities and our expectations for future operations, are forward-looking statements. The words "believe," "may," "might," "objective," "ongoing," "will," "estimate," "continue," "anticipate," "design," "intend," "expect," "could," "plan," "potential," "predict," "project," "seek," "should," "would" or the negative version of these words and similar expressions are intended to identify forward-looking statements. This presentation also contains non-GAAP financial measures. We have provided a reconciliation of such non-GAAP financial measures to the most directly comparable measures prepared in accordance with U.S. GAAP in the Appendix to this presentation.

We may not actually achieve the plans, intentions or expectations disclosed in our forward-looking statements. Forward-looking statements involve known and unknown risks, uncertainties, assumptions and other factors that may cause our actual results, performance, achievements or expectations to be materially different from any future results, performance, achievements or expectations expressed or implied by the forward-looking statements. Except as required by law, we assume no obligation to update these forward-looking statements publicly, or to update the reasons why actual results could differ materially from those anticipated in the forward-looking statements, even if new information becomes available in the future.

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Agenda

Disrupt to Win

James R. Scapa, Founder, Chairman, and CEO

Unleashing the Power of AI

Sam Mahalingam, Chief Technology Officer

Winning with Marketing

Amy Messano, Chief Marketing Officer

Scaling Altair

Stephanie Buckner, Chief Operating Officer

Financial Overview

Matthew Brown, Chief Financial Officer

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Disrupt to Win

James R. Scapa
Founder, Chairman, & CEO

March 20, 2024

ALTAIR

Changing Tomorrow, Together

1985
Founded

2017
IPO

ALTR
NASDAQ Listed

16k+
Customers

$613M
FY2023 Revenue

$129M
FY2023 Adjusted EBITDA

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Altair's Vision

Computational intelligence will drive innovation for a more connected, safe, and sustainable future

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Our Focus

- Digital Enterprises
- AI-Powered Engineering and Business
- AI & Simulation-Driven Design and Optimization
- Mechanical and Electronics Systems Design

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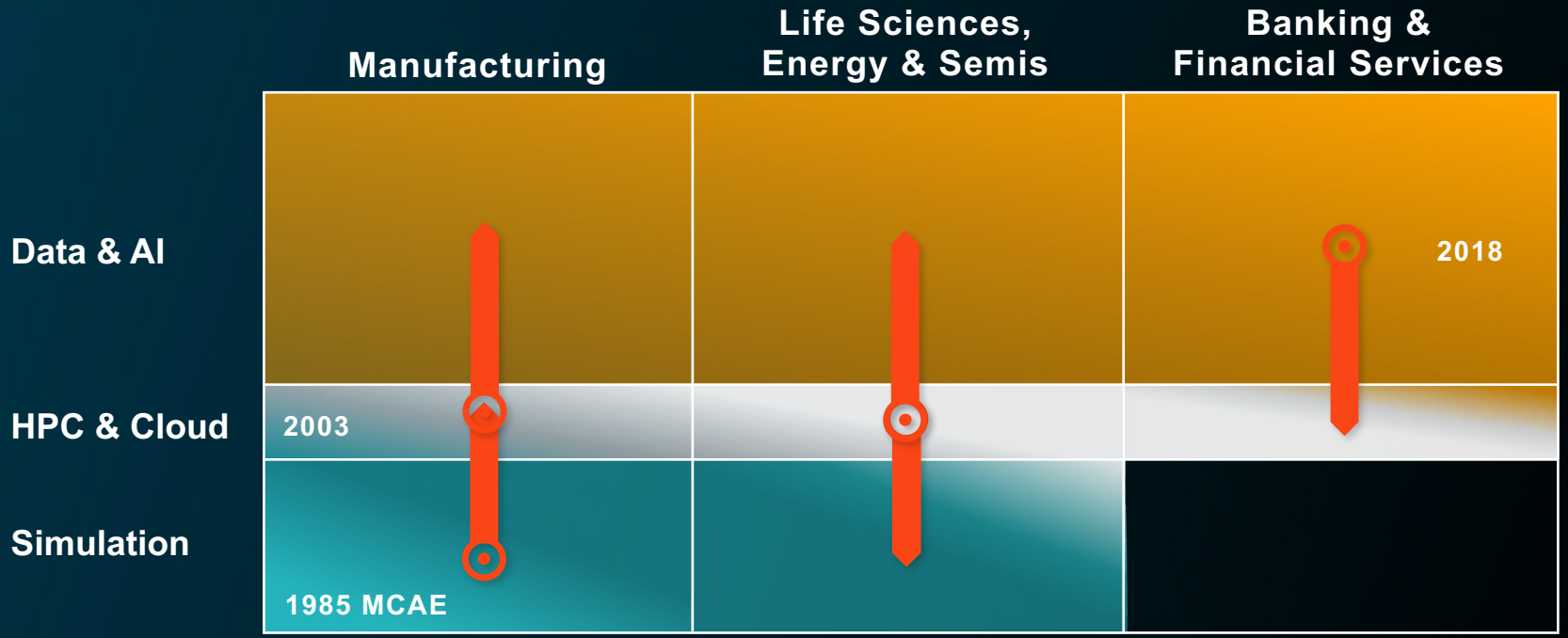
Total Addressable Market

Altair's Computational Intelligence TAM is $40B



ALTAIR

16,000+ Customers Worldwide

AUTOMOTIVE

AEROSPACE

FINANCIAL SERVICES

TECHNOLOGY

ENERGY

CIVIL ENGINEERING

GOVERNMENT & DEFENSE

HEAVY EQUIPMENT

INDUSTRIAL GOODS

LIFE & EARTH SCIENCES

EDUCATION

MATERIAL SUPPLIERS

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What Differentiates Altair

- Culture
- Business Model
- Open Solutions
- Data Science + Rocket Science™

ALTAIR

Altair Culture

Over the last 40 years we've built a culture of innovation

Envision the future

Seek original ideas

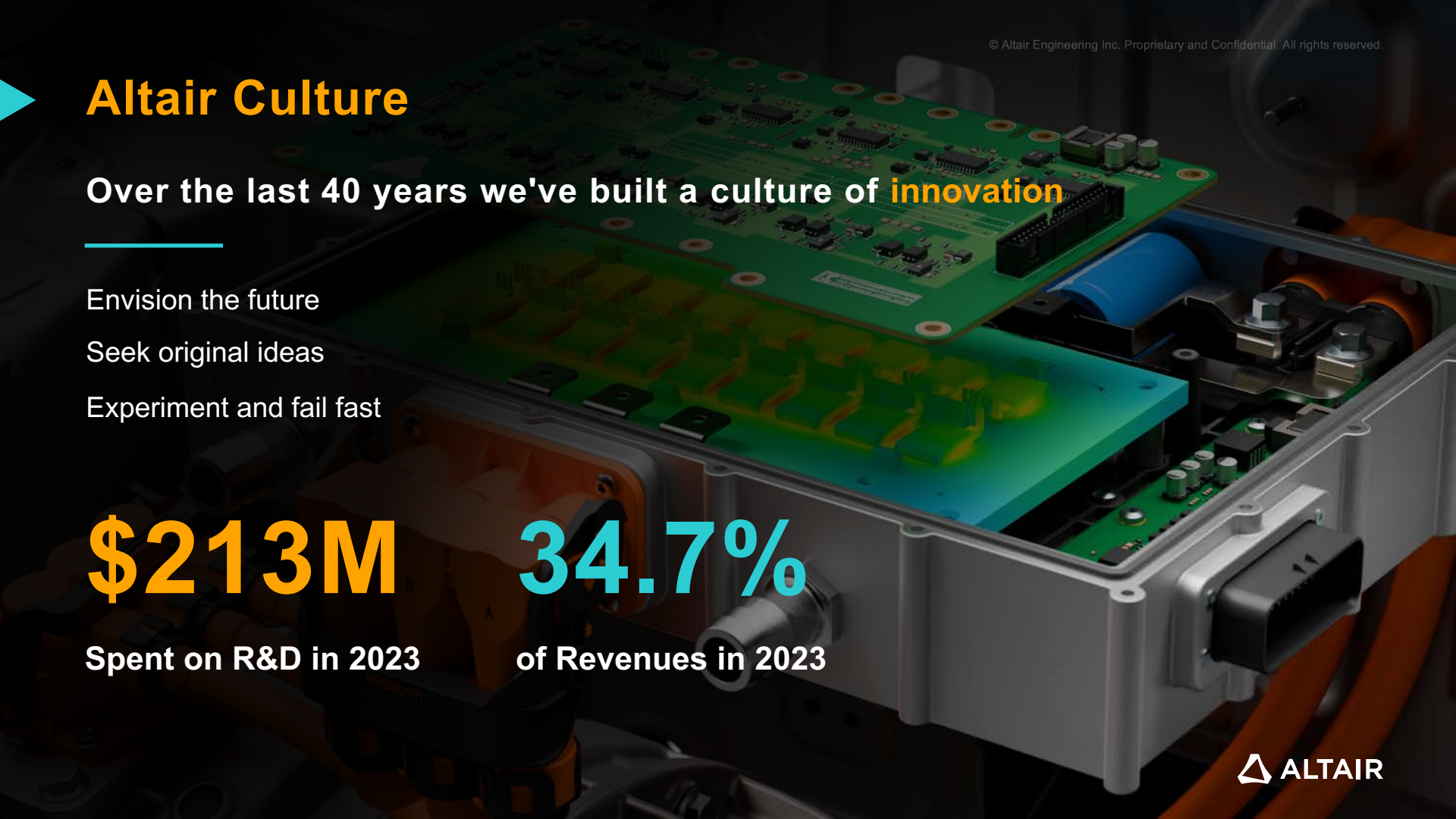
Experiment and fail fast

$213M

Spent on R&D in 2023

34.7%

of Revenues in 2023



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Altair Units

Revolutionizes Access to Software

Introduced almost 25 years ago

Low friction to land, expand and cross sell

Continues to evolve to deliver high value for customers

Pricing power grows as our offering matures

- Increasing market share
- From tools to solutions to platforms

Acquisitions

Leverage Our Business Model

53

Total Companies Acquired

$650M

Total Capital Allocated


STRUCTURAL ANALYSIS


HPC & CLOUD


ELECTROMAGNETICS


FLUIDS & THERMAL


MANUFACTURING


SYSTEMS MODELING


ELECTRONIC SYSTEM DESIGN


AEC


INTERNET OF THINGS


DATA ANALYTICS & AI

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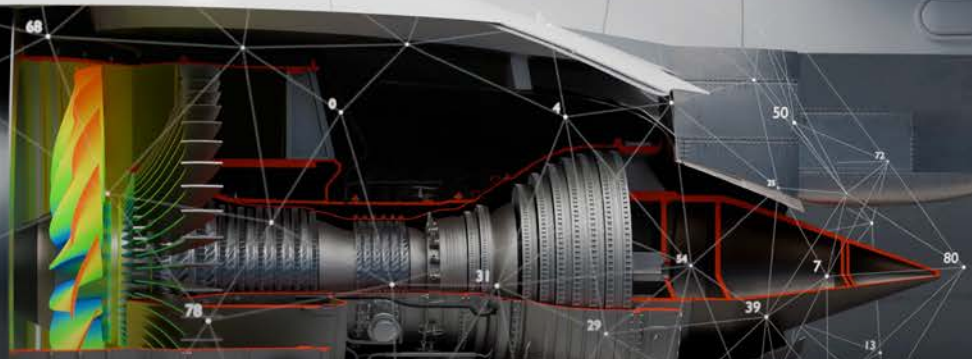

Data Science + Rocket Science™

ALTAIR ONE ALTAIR HYPERWORKS ALTAIR RAPIDMINER ALTAIR HPCWORKS

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HH
Parker
iQ
ALTAIR
NEW YORK YACHT CLUB
AMERICAN MAGIC
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Convergence is Driving Disruption

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Convergence is Driving Disruption
in Simulation

- AI is becoming Pervasive
- “Smart” data and digital threads enabling AI
- GPU acceleration & HPC cloud computing

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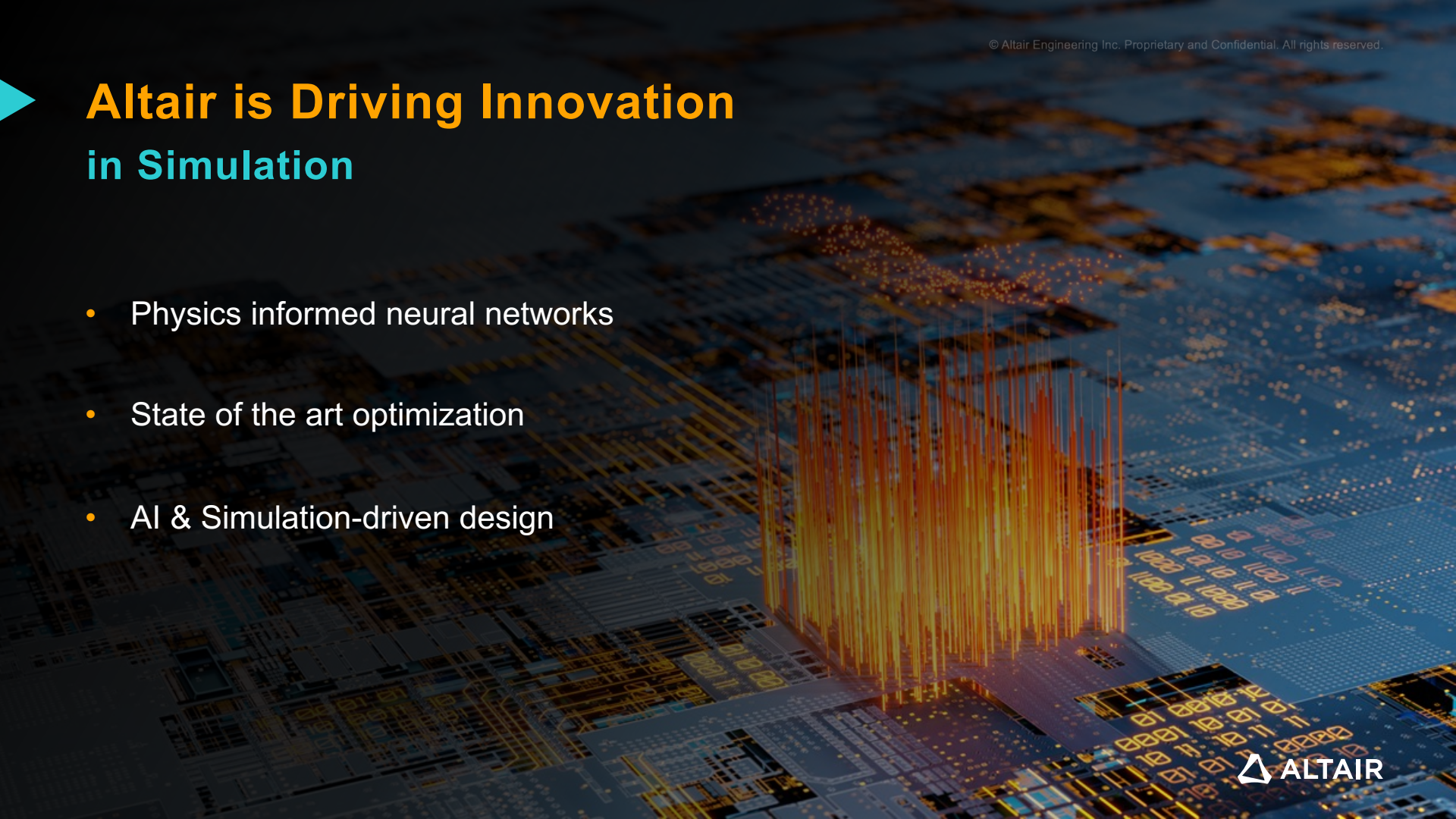
Altair is Driving Innovation
in Simulation

- Physics informed neural networks
- State of the art optimization
- AI & Simulation-driven design



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Convergence is Driving Disruption
in Data Science

- Generative AI & “Smart” data
- GPU’s and specialized hardware accelerators
- HPC cloud computing

Altair is Driving Innovation
in Data Science

- Multi-language support to accelerate modernization
- Democratizing data science and with no-code and GenAI
- Leveraging HPC to operationalize at scale

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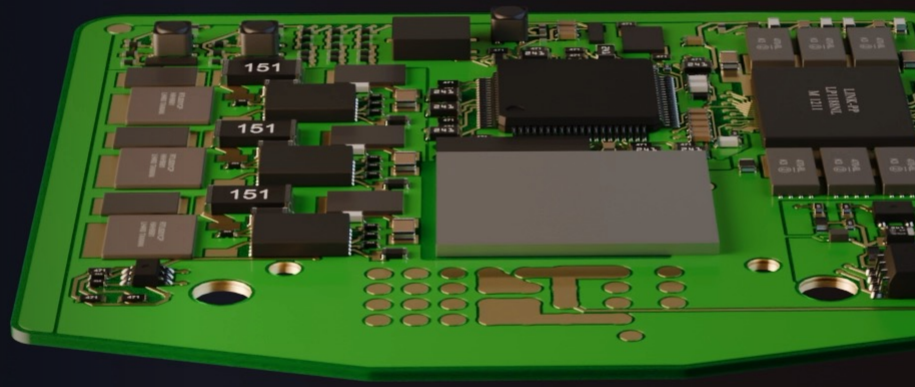
Convergence is Driving Disruption
in Electronics

- 3D-IC and chiplets require complex 3D mechanics and electronics simulation
- AI with traditional optimization
- Emerging technologies such as Quantum computing and Photonics



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Altair is Driving Innovation
in Electronics

Best-in-class 0D to 3D multi-disciplinary modeling and visualization

- Single environment to develop and validate next generation PCB and 3DIC designs
- New user experiences from code to schematics to full 3D visualization
- Supporting requirements, “smart” data, digital twins, optimization, and AI
- Antennas, sensors, electric motors, batteries, PCB’s, and IC’s

Best-in-class multi-disciplinary simulation, HPC scheduling, and workflow dependency management

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Altair is Driving Innovation

in Electronics

Altair SimSolid

Now also a revolutionary multi-disciplinary

solver for PCB's and IC's

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Altair SimSolid

A revolutionary multi-disciplinary solver for electronics

- ECAD to simulation **without** traditional time-consuming **mesh modeling**
- Huge models with **absolute resolution, no simplifications**
- Enormous dimensional disparities **(from meters to nanometers)**
- Structural, thermal, and **soon full wave electromagnetics**

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Data Science + Rocket Science™

Altair is Uniquely Positioned

The only company bringing it all together.

Huge investments over 15 years.

Exciting solutions the market is ready to embrace.

Thank You

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Sam Mahalingam

Chief Technology Officer

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Unleashing the Power of AI

Sam Mahalingam

Chief Technology Officer

March 20, 2024

Partnership for Progress

- Engineering Brilliance
- Redefining Speed to Market
- Sustainable Growth

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ALTAIR ONE ALTAIR HYPERWORKS ALTAIR RAPIDMINER ALTAIR HPCWORKS

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ALTAIR ONE

The Gateway to a Digital Enterprise

- Dynamic and collaborative access to powerful simulation and data analytics technology anytime, anywhere
- Manages your data and tracks changes throughout the entire product lifecycle
- Transparently manage and scale compute resources on-premise and in the cloud

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ALTAIR HYPERWORKS

The Platform for Simulation-Driven Innovation

- Mechanics, electronics, math, and systems
- Powerful design, modeling, meshing, and post-processing, open and native MCAD, ECAD, and solver interfaces
- High-fidelity multi-physics simulation solvers for design and manufacturing

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ALTAIR HYPERWORKS

The Platform for Simulation-Driven Innovation

- Third-party application development environment exposing all components in python or C++
- Best-in-class integration and exposure to AI, optimization, and HPC
- Modern UX, game changing graphics, and common back-end data model

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ALTAIR RAPIDMINER

The Platform for AI-Driven Innovation

- Unify AI workflows with generative, visual, coding (Python, R, SAS, etc.), and automated tools empowering everyone
- Effortless data preparation from any source, reports and PDFs, structured, unstructured, and semi-structured
- Breathe new life into existing data analytics environments like SAS language and Python
- Build and publish streaming, batch, and BI applications either on desktop, on-prem, or cloud

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ALTAIR HPCWORKS

The Platform for Compute-Driven Innovation

- Computing powerhouse that makes high-performance cloud computing fast, efficient, and productive
- Best-in-class, workload and workflow dependency management and scheduler
- Handles massively parallel, high throughput and/or storage aware I/O scheduling

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ALTAIR HPCWORKS

The Platform for Compute-Driven Innovation

- Rich set of tools to access, control, and optimize HPC on-prem or cloud resources
- Engineers can collaborate and analyze graphically leveraging our secure remote viz technology
- License monitoring and allocation for cost and performance management

ALTAIR

Our Focus

- Digital Enterprises
- AI-Powered Engineering and Business
- AI and Simulation-Driven Design and Optimization
- Mechanical and Electronics Systems Design

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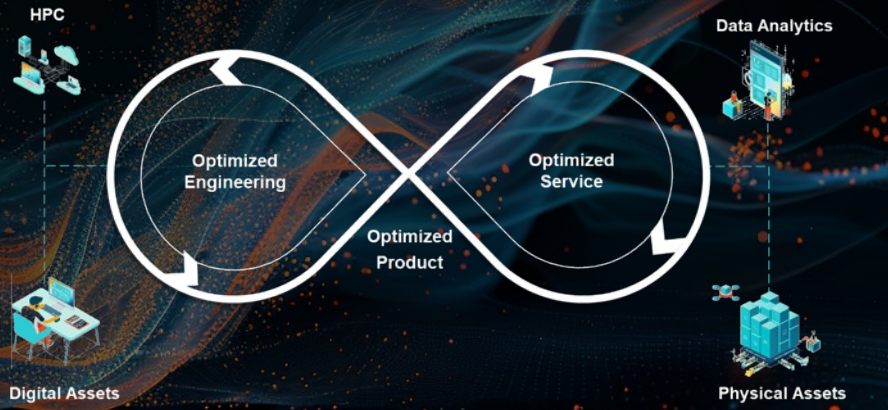
DIGITAL ENTERPRISE

Altair One: The Gateway to a Digital Enterprise

- One Total Twin – Digital Twin
- One Traceable Thread – Digital Thread
- One Source of Truth – Digital Engineering



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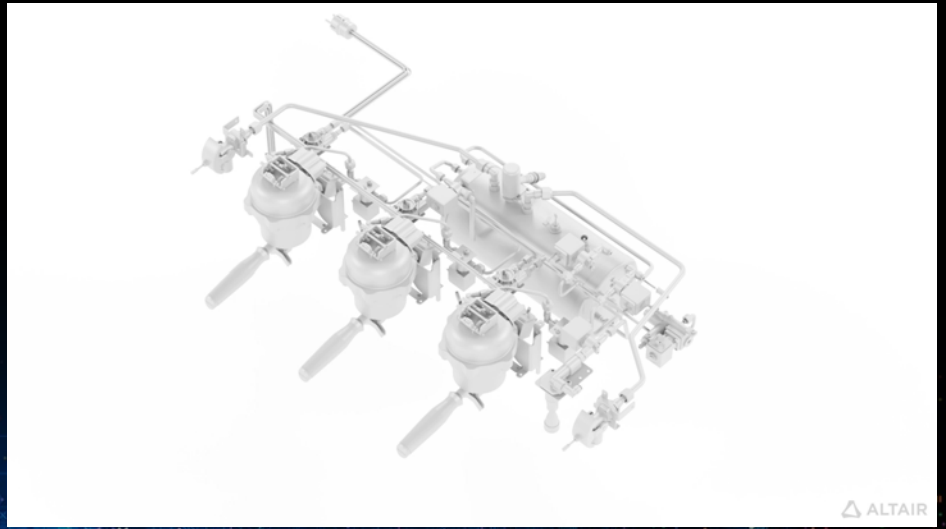
ONE TOTAL TWIN – DIGITAL TWIN

Converging Multidisciplinary System Simulation with Digital Twins

- System simulation with real-time digital twin deployment through any stage of the product lifecycle
- Model system-of-systems of any complexity
- Seamless connectivity and interoperability between multidisciplinary systems



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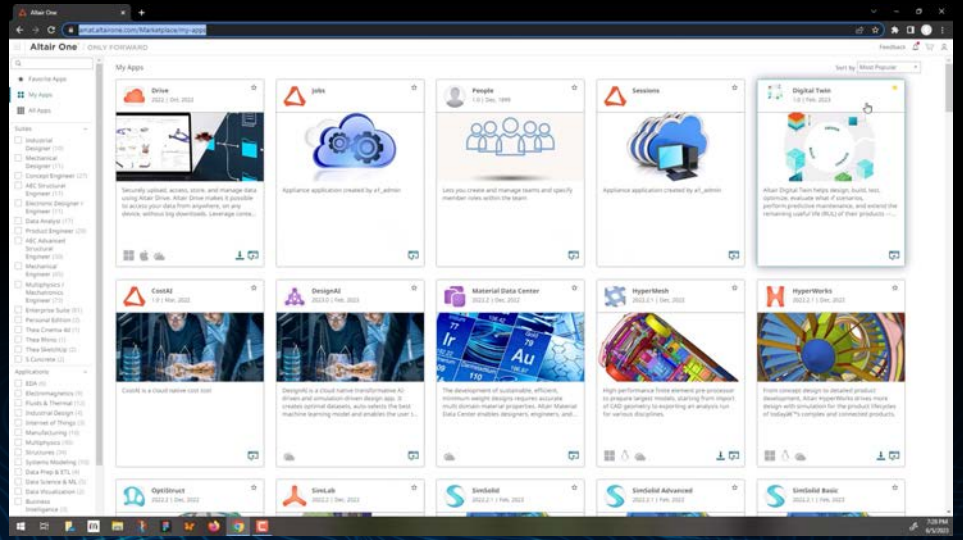
ONE TRACEABLE THREAD – DIGITAL THREAD

Integrate Simulation, Testing, and Requirements in ONE Environment

- Formalize the development, integration, and use of models for informed enterprise and program decision making
- Eliminate information silos that can arise between all product development, testing, and operations
- Open architecture, vendor-agnostic solution supports all verification methods and performs data exchange with enterprise data stores



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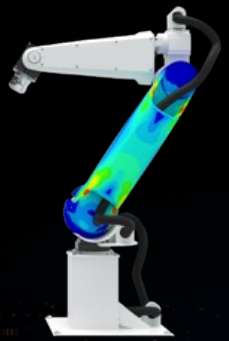
One Source of Truth – Digital Engineering



Formalize and democratize development, integration, and use of models, software, and hardware compute…

ONE TOTAL TWIN™ DIGITAL TWIN BY ALTAIR

…domain knowledge, and sensor/metrology data with an authoritative source of truth

ONE TRACEABLE THREAD™ MODEL-BASED SYSTEMS ENGINEERING BY ALTAIR

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AI-Powered Engineering and Business

- Build the data backbone for an AI enterprise
- Augment, embed, and enable AI within workflows
- Easily construct generative AI applications
- Easy collaboration between engineers and data scientists

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AI-Powered Engineering and Business

Paradigm Shift

Computer-Aided Design

Computer-Aided Engineering

Computer-Aided Manufacturing

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AI-Powered Engineering and Business

Paradigm Shift

Computer-Aided Design

Computer-Aided Engineering

Computer-Aided Manufacturing

AI-Enabled Design

AI-Embedded Engineering

AI-Augmented Manufacturing

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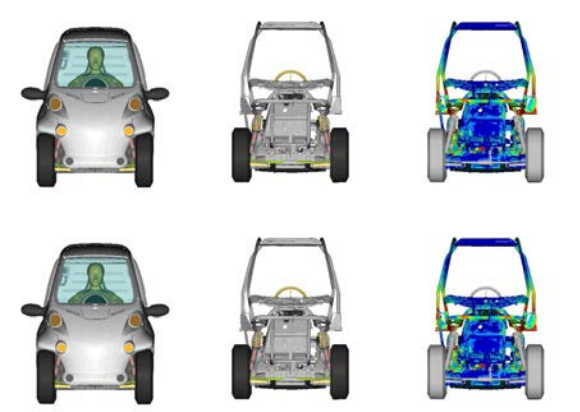
AI-Powered Engineering and Business

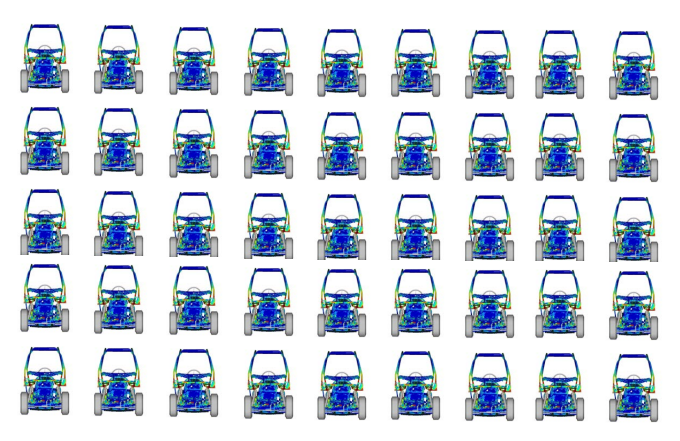
PhysicsAI Embedded into Design Tools

Few simulations in 24 hours
Access to sizable HPC compute
Very accurate



PhysicsAI
Geometric
Deep Learning

1,000's simulations in 24 hours
Access to minimal compute
Highly accurate



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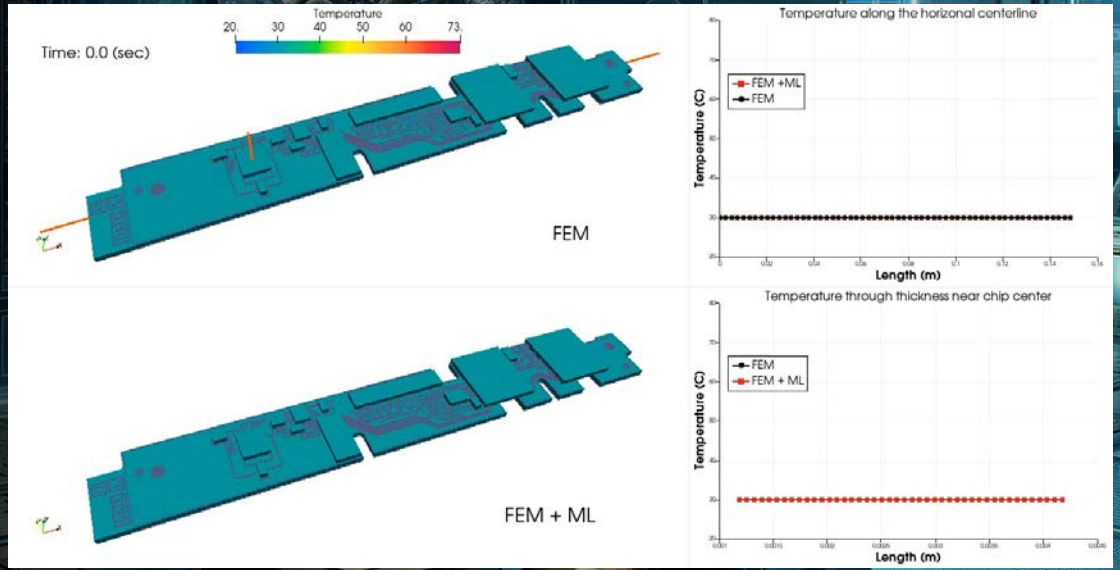
AI-Powered Engineering and Business

Solvers Accelerated with Embedded Neural Nets

- Unique hybrid AI-simulation approach
- Accuracy maintained
- 3X to 4X speed ups



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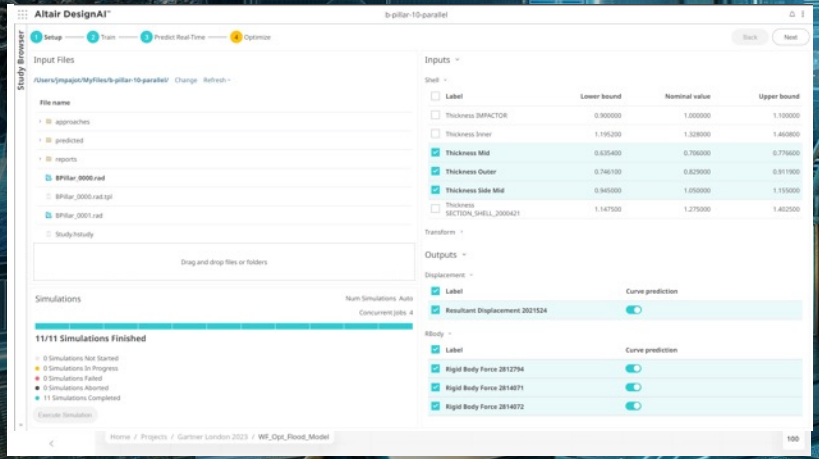
AI-Powered Engineering and Business

AI-Enablement Tools from Desktop to Cloud

- Altair PhysicsAI training and test seamlessly integrated into the design tools
- Build PhysicsAI foundational models on “smart” enterprise data with Altair DesignAI on the cloud
- Unify AI workflows with generative, visual, coding (Python, R, SAS, etc.), and automated tools empowering everyone



Altair Design AI

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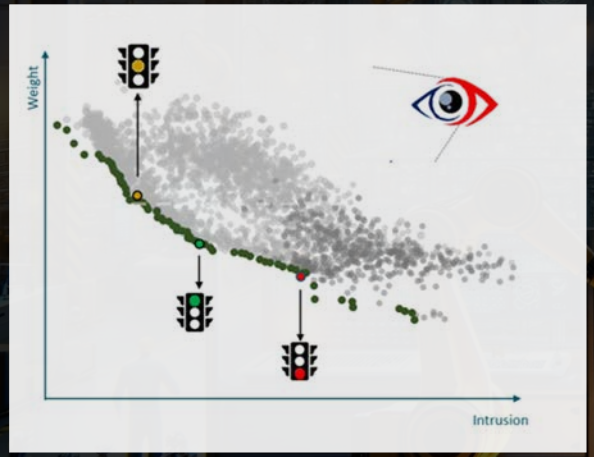
AI-Powered Engineering and Business

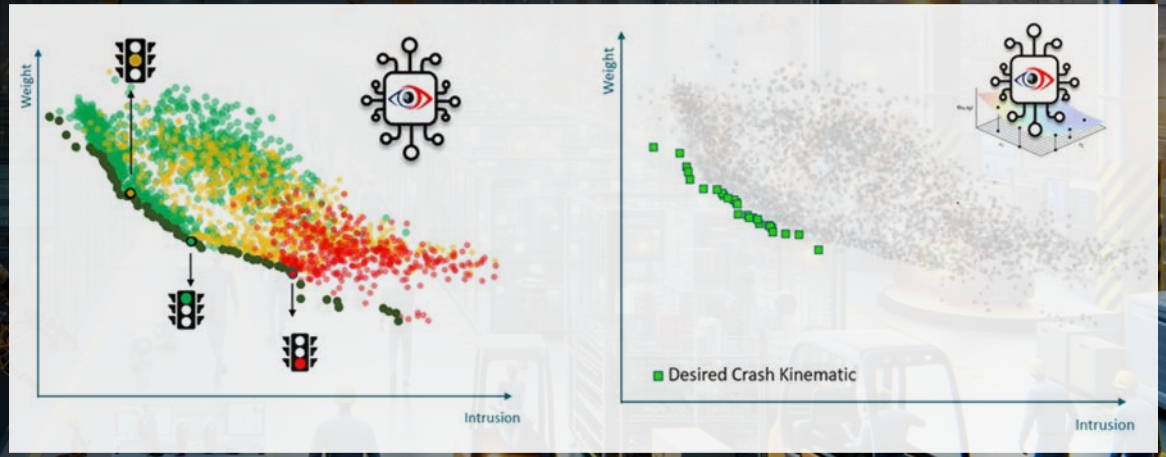
Expert-AI, Human Expertise Augmentation to AI

Human Expertise



Labor Intensive

AI Emulating Human Expertise



Robust and Repeatable

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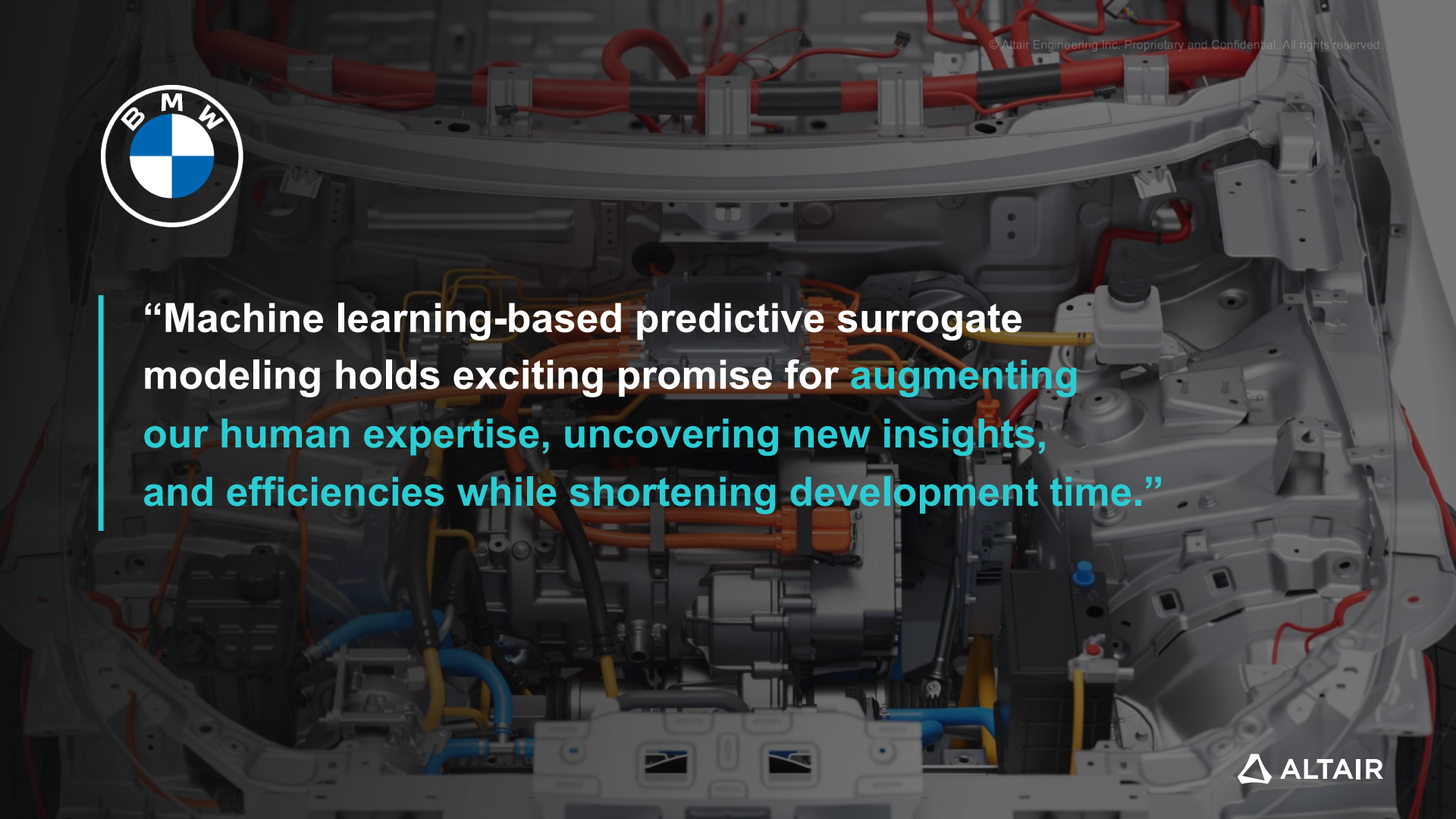
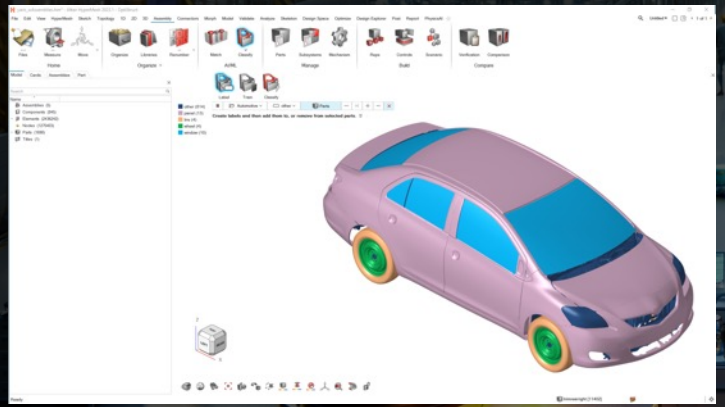


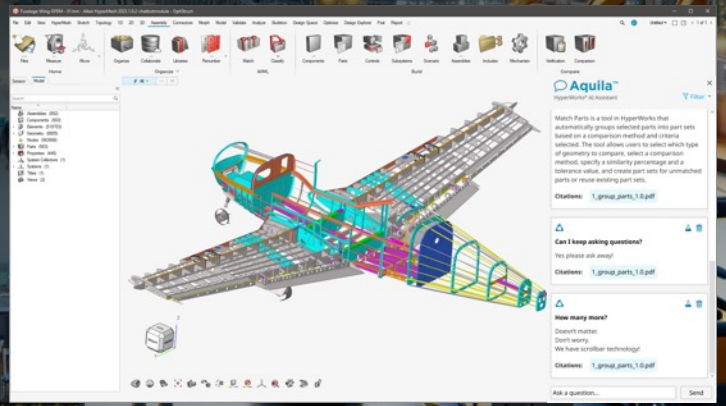
"Machine learning-based predictive surrogate modeling holds exciting promise for augmenting our human expertise, uncovering new insights, and efficiencies while shortening development time."

AI-Powered Engineering and Business

AI Augmentation to Automate End User Workflows

- Eliminate repeated nonvalue-added tasks: Search for and cluster similar shapes, classify labels for geometry
- Aquila – the AI modeling assistant





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Simulation-Driven Design and Optimization

- Leaders in generative design and optimization
- Deeply rooted expertise in manufacturing process simulation
- Integrated parametric B-Rep, Facets, PolyNurbs and Implicit geometry engines
- “Realistic” digital twins with post-manufacturing effects

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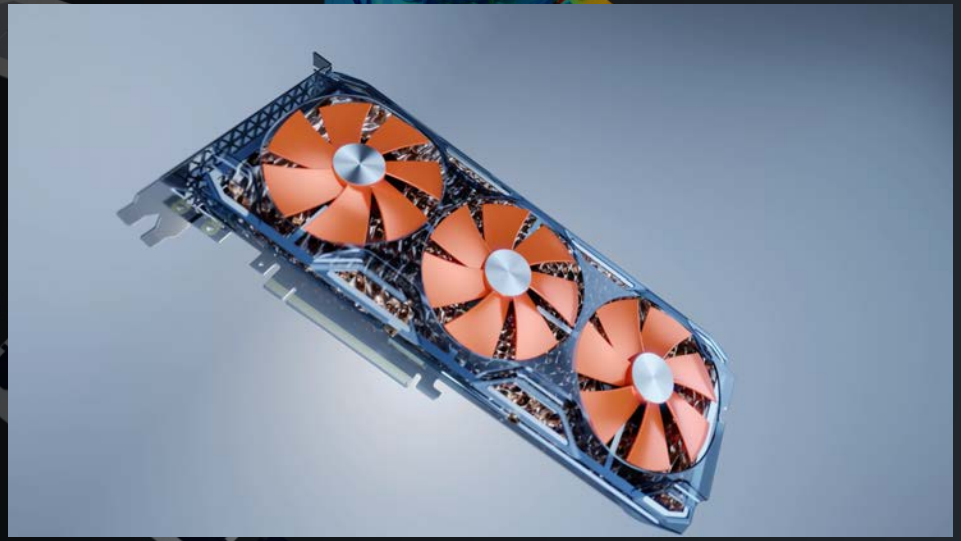
Simulation-Driven Design and Optimization

From Geometry to Manufacturing

- **Sketch to Simulation**: Start with sketch, build geometry, import existing CAD for analysis
- **Design Freedom**: Offers advanced geometry like polyNURBS and implicit modeling
- **Sim-Driven Optimization**: Structural, fluid, and motion, valuable insights upfront
- **Generative Design**: Generate designs based on performance and manufacturing constraints
- **Manufacturing Confidence**: Avoid costly mistakes with manufacturability simulations



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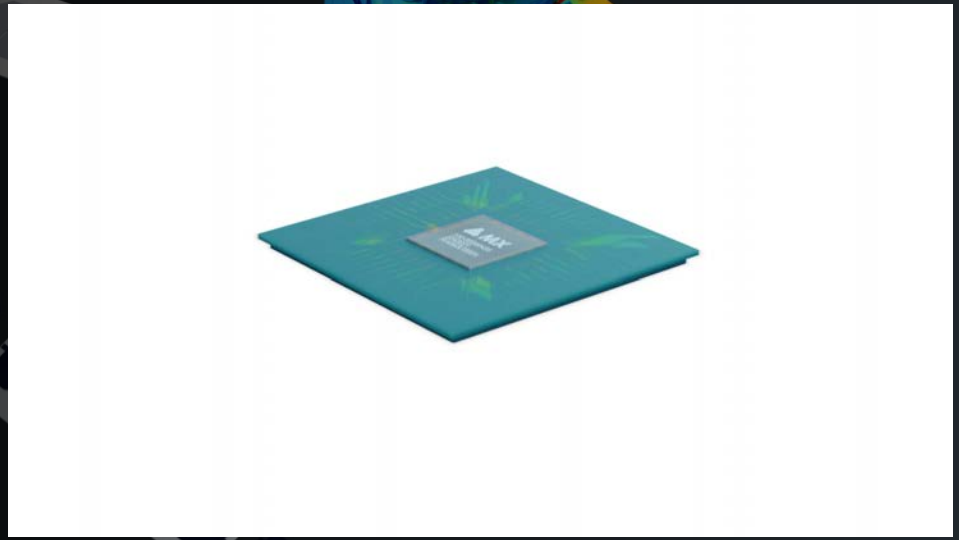
Simulation-driven Design and Optimization

Transforming Simulation for Designers

- Unparalleled performance 25 to 100x faster
- Synthesize data for PHYSICS-AI training, future of engineering insights
- Analyze high-fidelity CAD models directly, no simplification, no meshing
- Tackle large assemblies, boasts broad range of physics including nonlinear and fatigue
- Now bringing the power of SimSolid to the electronics world



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Mechanical and Electronics System Design

- Transform mechanical and ESD systems into smart, connected realities
- Build end-to-end ecosystems from requirements to embedded systems
- Leverage multidisciplinary system integration across physical, logical, and functional
- Boost design efficiency and performance with hybrid computing

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Mechanical and Electronics Systems Design

Comprehensive Pre- and Post-processing for MCAE

- Reinvented modern user experience
- Advanced CAE and model management
- AI-powered automation and design
- Next-gen design and optimization
- Wide-ranging physics
- Unparalleled performance

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Mechanical and Electronics Systems Design

Accelerate Product Development from Chip to Systems

- **Chip Level**: Streamline the design process with silicon debugging tools and cutting-edge 3-D IC multiphysics
- **Board Level**: Catch early errors for smooth manufacturing, optimize performance with simulations (SI, PI, and thermal), and boost reliability with electrothermal-mechanical simulations
- **Subsystems and Systems**: Create realistic digital twins, early software adoption, and complete system design (sensors, actuators, motors and antennas including comm coverage)

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Transforming Engineering User Experience

Democratizing Powerful Technology

- Modern user experience (UX)
- Efficient workflows
- Intuitive interfaces
- Unified experience
- AI augmented UX

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Partnership for Progress

- Engineering Brilliance
- Redefining Speed to Market
- Sustainable Growth

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Amy Messano

Chief Marketing Officer

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Winning with Marketing

Amy Messano

Chief Marketing Officer

March 20, 2024

ALTAIR

Vision

Computational intelligence will drive innovation for a more connected, safe, and sustainable future

Mission

Establish Altair as the dominant brand in simulation, HPC, and AI

Strategy

Grow the brand, tell our story, generate quality leads

Progress, Scale, and Growth

ALTAIR

Grow the Brand

FROM IPO TO 2023

Organic Traffic to Altair.com

▲ 207% increase

Paid Traffic to Altair.com

▲ 400 to 223K unique users increase

YouTube Growth

▲ 336% increase

LinkedIn Followers

▲ 21K to 172K increase*

Media Coverage

▲ 189% increase

*Among top competitors, Altair has the most growth.

ALTAIR

Create Demand

FROM IPO TO 2023

Marketing Generated Leads

+741%

Increased 58,652 to 493,454

Inbound Leads

+472%

Increased 3,897 to 22,290

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Creating Altair Users for Life

Primary Years:

- FIRST Robotics
- STEM Programs

University Years:

- 10,000+ Universities in 174 Countries
- 201,000+ Users
- 6,700+ Professors
- Scholarship Programs

Professional Years:

- Altair Ambassadors
- Continuous Training – Center of Excellence
- Engaged Altair Community
- Altair Enlighten Award

ALTAIR


Christian Appel
Chief Engineer, BEV & FCEV Truck Platforms
Nikola Motor Company
2023 Altair Enlighten Award Winner

Award-winning Culture

19 Major Awards

Over the Last 3 Years

Newsweek

Economic Times

Inc.

Investor's Business Daily

Fortune

Great Place to Work

ALTAIR

Only Forward

- Our foundation is built
- We move fast and evolve
- We will continue to scale and grow
- We will continue to achieve year-over-year double-digit performance growth

ALTAIR

Stephanie Buckner

Chief Operating Officer

ALTAIR

Scaling Altair

Stephanie Buckner

Chief Operating Officer

March 20, 2024

ALTAIR

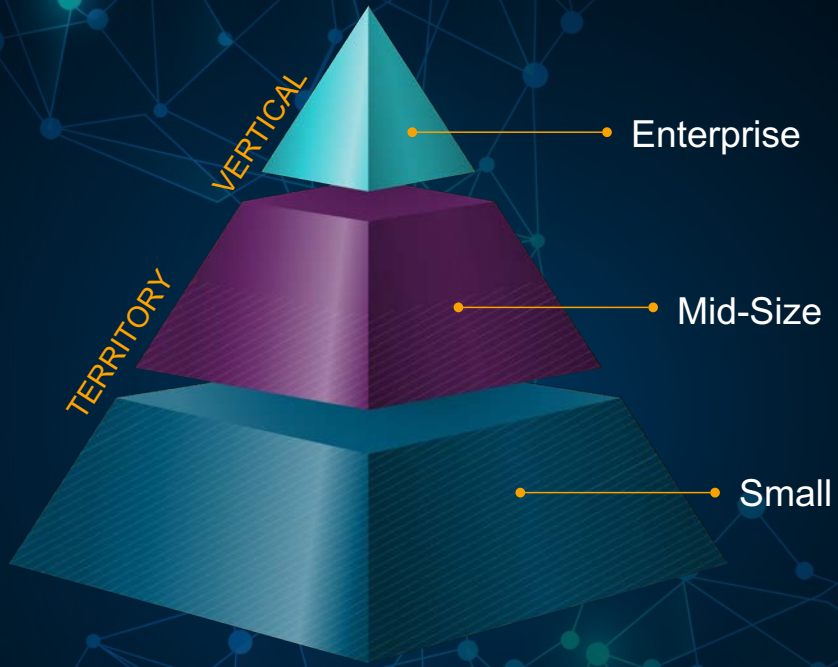
Scaling Altair

Go-To-Market Plan

- Organize into market focused teams with clear “swim lanes”
- Increase sales and presales capacity – direct and indirect
- Cross-sell against the Altair Units model and manage pricing and discounting

Market Focused Teams

- Global vertical teams
  - Senior sales executives
  - Technical account executives
- Local territory teams
  - Direct and indirect (via resellers)



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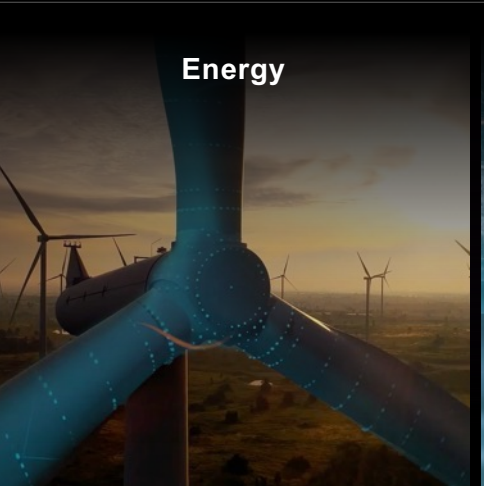
Global Vertical Teams



Technical Engagement

- Global Technical Team
  - Pre and post product support
- Technical Account Managers
  - Pre-sales industry experts
  - On-site resources
- Self Service
  - E-learning and community
  - Leveraging AI for support and onboarding

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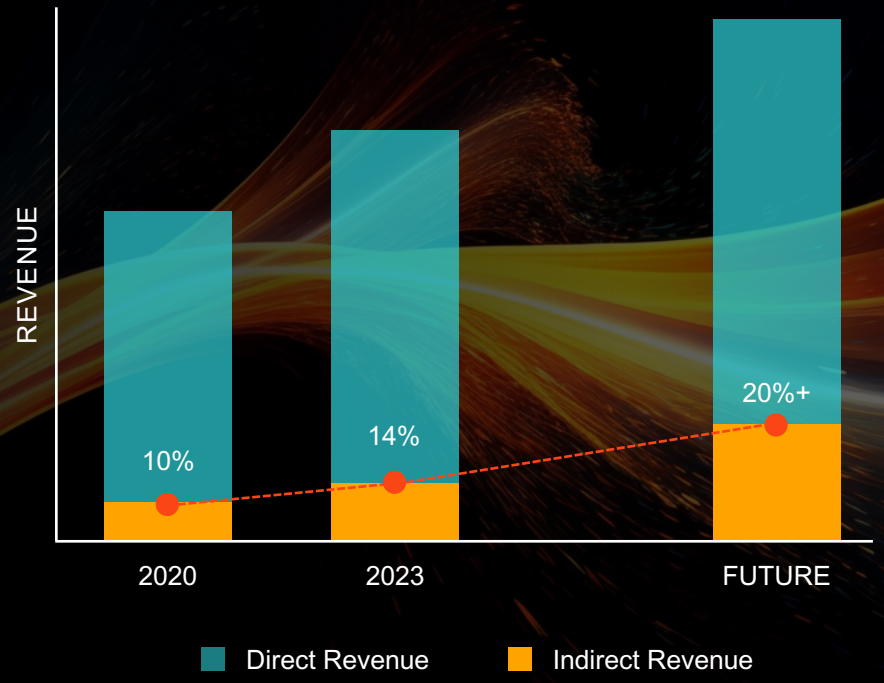
Indirect Sales

Target 20%+ of software revenue

- Invest in quality partners
- More quality partners in under-performing regions
- Increase partners for data



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Global System Integrators

- Expand enterprise accounts with Altair's digital twin and data platform
- Vertical team relationship building
- Strategic initiative alignment

Data Science + Rocket Science™

ALTAIR

Our Focus

- Digital Enterprises
- AI-powered Engineering and Business
- AI and Simulation-driven Design and Optimization
- Mechanical and Electronics Systems Design

ALTAIR

AEROSPACE & DEFENSE • DIGITAL ENTERPRISES

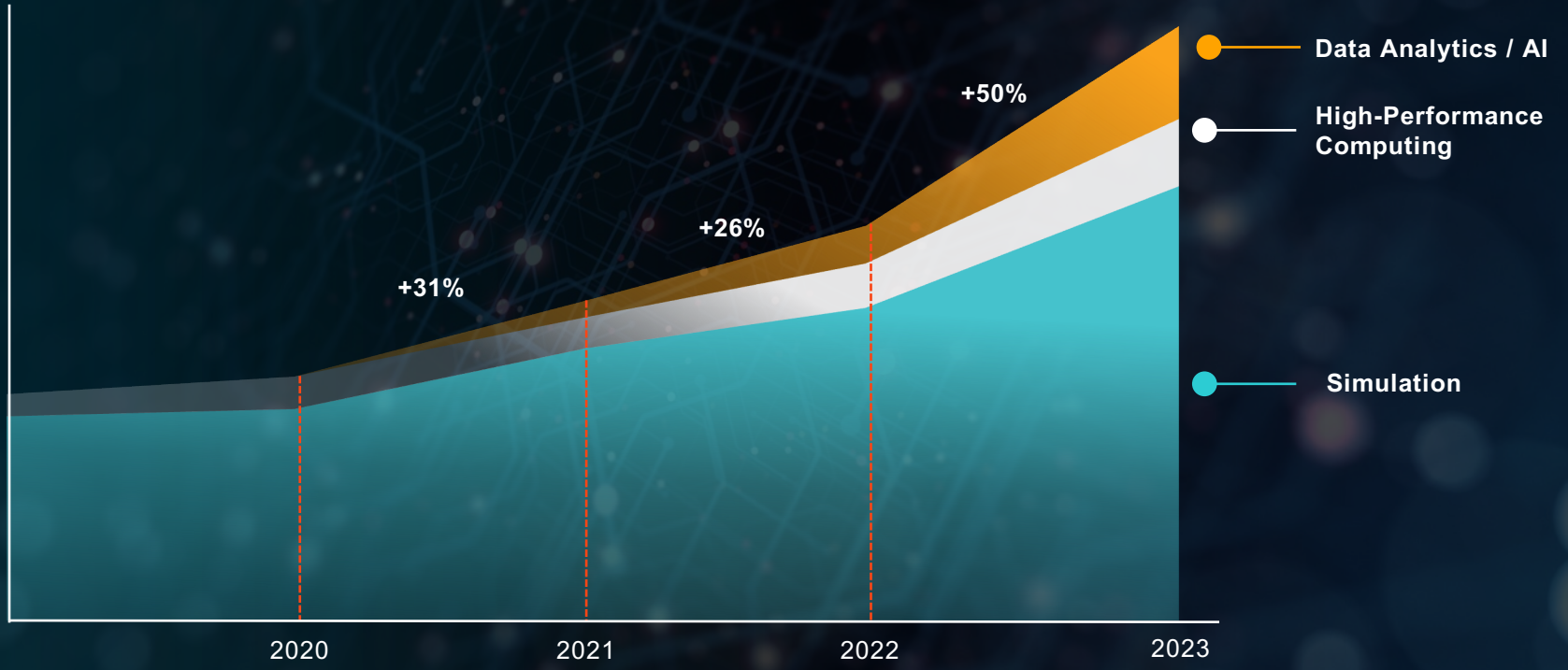
LEONARDO

“Leonardo is a global company that develops multi-domain operational capabilities in the aerospace, defense, and security sectors, with an integrated offer of high-technology solutions for military and civil applications. This is the simple reason why…Leonardo needs the best technology available…and easily…why Altair.”

Francesco Rogo, Digital Engineer Officer

ALTAIR

LEONARDO



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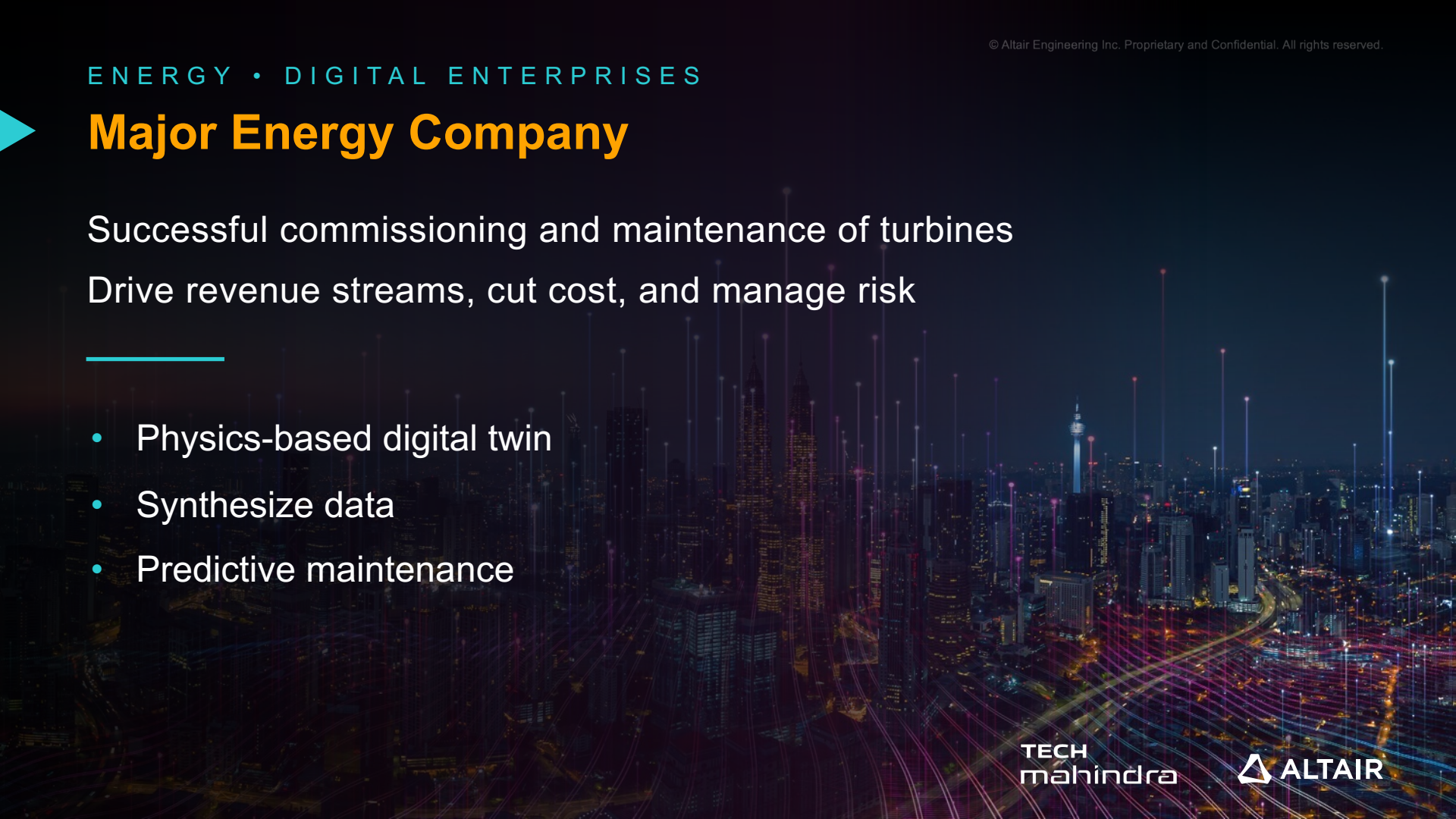
ENERGY • DIGITAL ENTERPRISES

Major Energy Company

Successful commissioning and maintenance of turbines

Drive revenue streams, cut cost, and manage risk

- Physics-based digital twin
- Synthesize data
- Predictive maintenance



TECH mahindra ALTAIR

TECHNOLOGY • DIGITAL ENTERPRISES

Semiconductor Equipment Manufacturer

Explore process behaviors, run experiments to optimize equipment

Accelerate R&D and reduce the need for physical tests

- Digital twins powered by simulation, HPC, and data analytics
- Built in the background of the interactable dashboard

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HEALTHCARE & LIFE SCIENCES • AI POWER

Global Pharmaceutical Company

Optimize quality and efficiency, reduce waste in the medicine and vaccine manufacturing process

Reduce regulatory risk and operational costs

- Data science modernization
- Simulate and predict effects of variable changes

ALTAIR

CONSUMER ELECTRONICS • AI POWER

mabe

> **“With Altair’s help, we can expand our technology solutions and leverage AI and data analytics tools to enhance our products and improve the entire customer experience.”**

Martin Ortega, Design Leader

ALTAIR

BFSI • AI POWER

CGI

“Using CGI’s TrustedFabric to protect patients privacy and Altair’s RapidMiner to discover patterns, payment integrity can unearth undiscovered patterns that might go unrecognized. This can result in millions of dollars in savings for both healthcare providers and patients.”

Gary Jackson, Director Consulting Expert, AI & Blockchain

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CGI

> **"If there is a program or language that you prefer, what is beautiful about using Altair, you can choose to use it. You want to use Python, R, SAS or if you don't know any code and want to use a low code solution, it's perfect for that."**

Gary Jackson, Director Consulting Expert, AI & Blockchain

ALTAIR

AUTOMOTIVE • SIMULATION-DRIVEN DESIGN

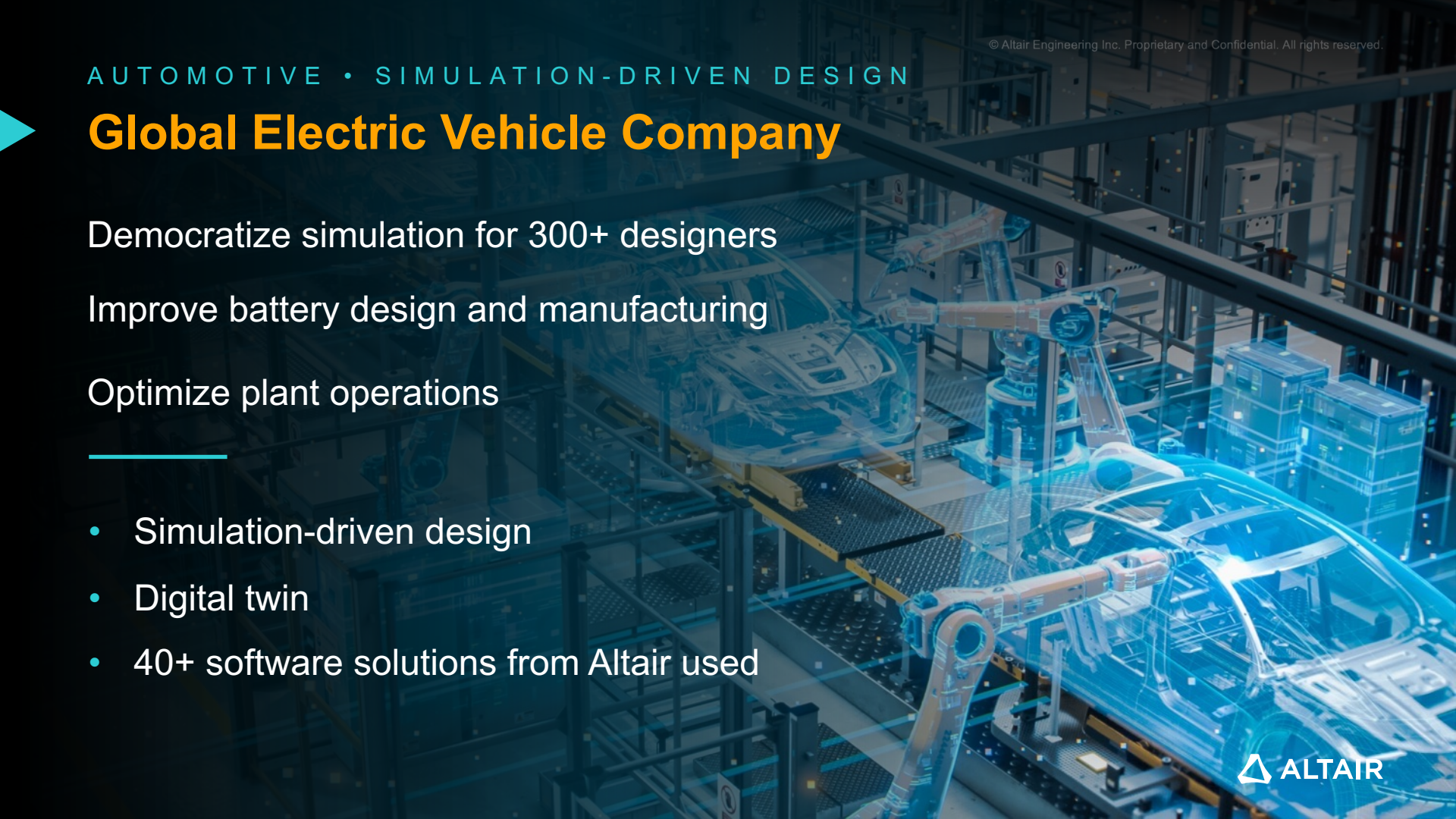
Global Electric Vehicle Company

Democratize simulation for 300+ designers

Improve battery design and manufacturing

Optimize plant operations

- Simulation-driven design
- Digital twin
- 40+ software solutions from Altair used



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AUTOMOTIVE • SIMULATION-DRIVEN DESIGN

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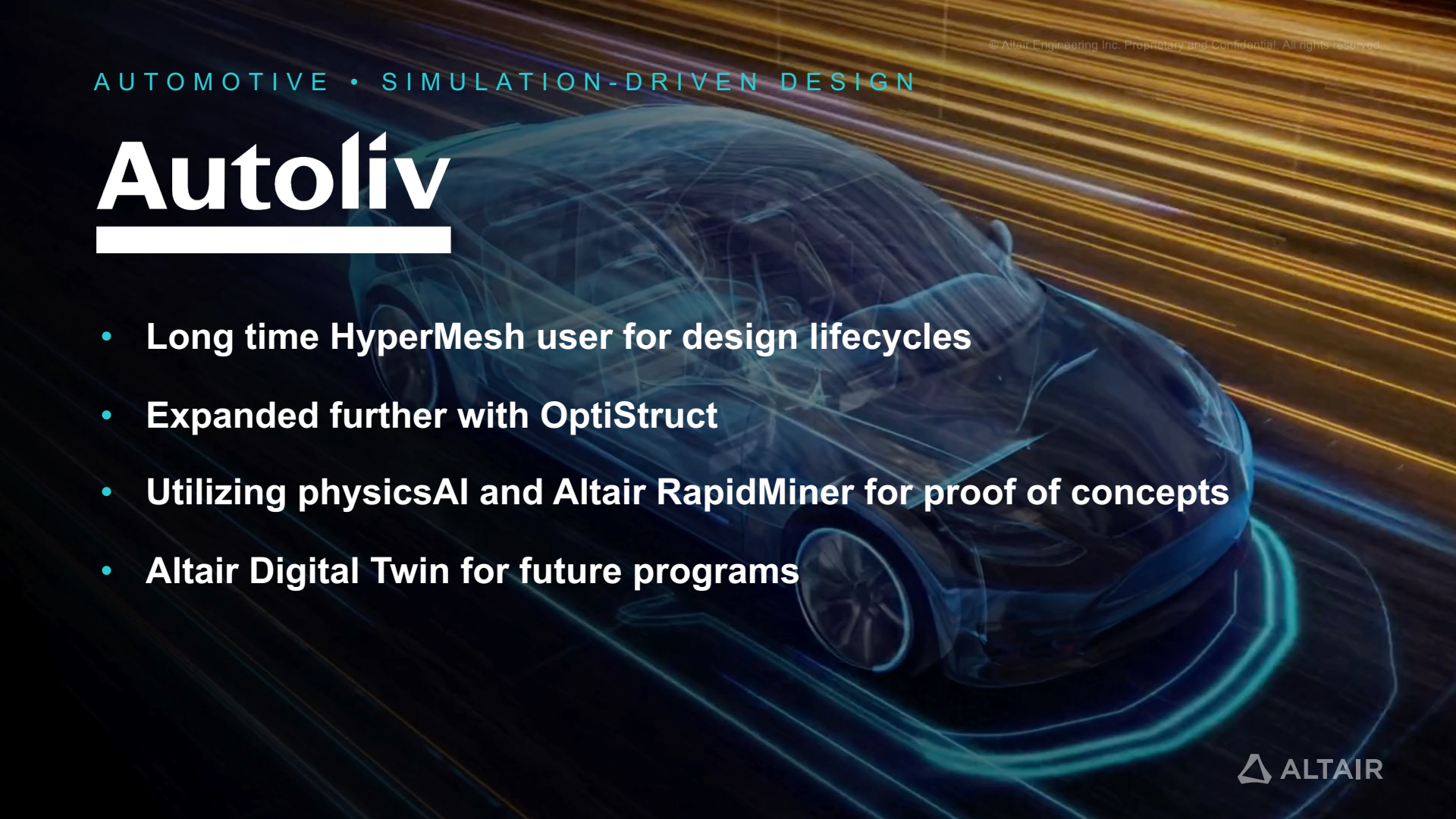

- Long time HyperMesh user for design lifecycles
- Expanded further with OptiStruct
- Utilizing physicsAI and Altair RapidMiner for proof of concepts
- Altair Digital Twin for future programs

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AUTOMOTIVE • M&E SYSTEMS

“ZF is partnering with Altair to streamline PCB design verification for fabrication and manufacturing as per ZF's DFM guideline, a move set to drastically expedite the PCB hardware development process and enhance its robustness with PollEx DFM verification. ...

Alex Vardanega

Senior Engineering Manager - CAD Services & Engineering Tools

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AUTOMOTIVE • M&E SYSTEMS

... The unwavering support from the Altair team and the smooth collaboration between our two companies strongly align with ZF's commitment to shaping a safer automotive future."

Alex Vardanega
Senior Engineering Manager - CAD Services & Engineering Tools

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Scaling Altair

- Organize into market focused teams with clear “swim lanes”
- Increase sales and presales capacity – direct and indirect
- Cross-sell against the Altair Units model and manage prices and discounts
- Laser focused execution

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Matthew Brown

Chief Financial Officer

ALTAIR

Financial Overview

Matthew Brown

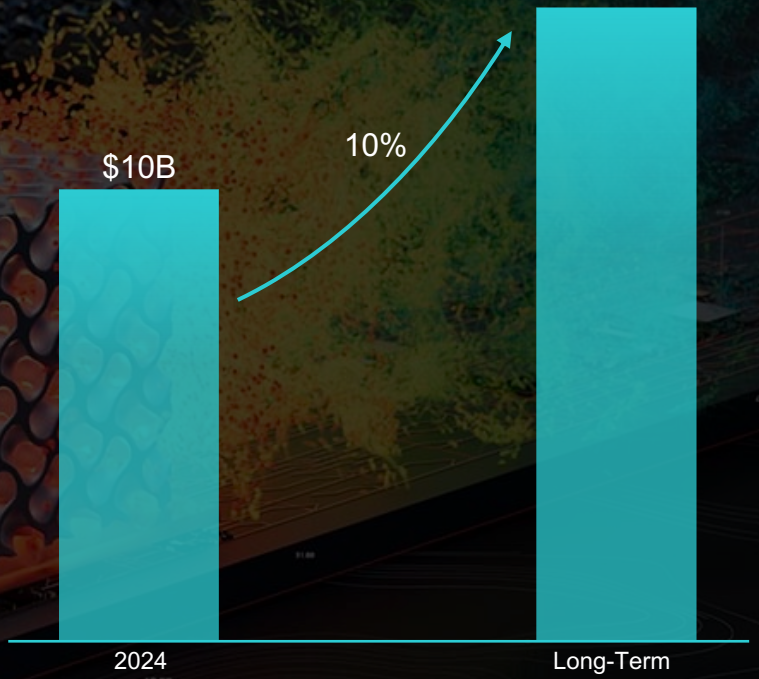
Chief Financial Officer

March 20, 2024

Simulation - Total Addressable Market

Market Tailwinds – Simulation and Analysis

- Convergence of mechanical and electronics simulation
- Embedded AI and ML
- Generative design and optimization
- Continued democratization
- Digital twin



TAM informed by “CIMdata 2023 Market Analysis Report Series – Simulation & Analysis Market Report, August 2023”

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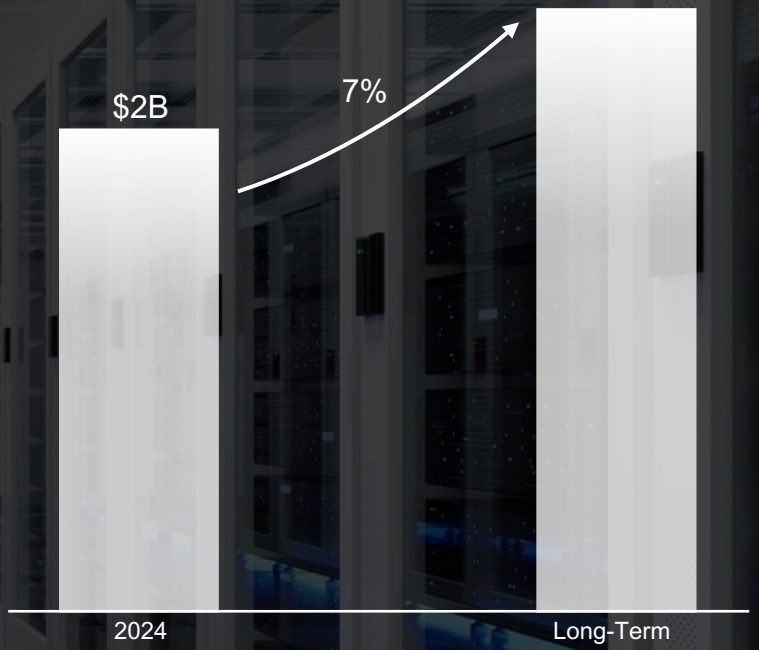
High-Performance Computing – Total Addressable Market

Market Tailwinds – Middleware Market

- Increased demand for computational capabilities
- Large, growing dataset and need for advanced analytics
- Emerging technologies



TAM informed by “HPC Market Update: HPC/AI Market Results, and High Growth Areas, SC23, Hyperion Research”

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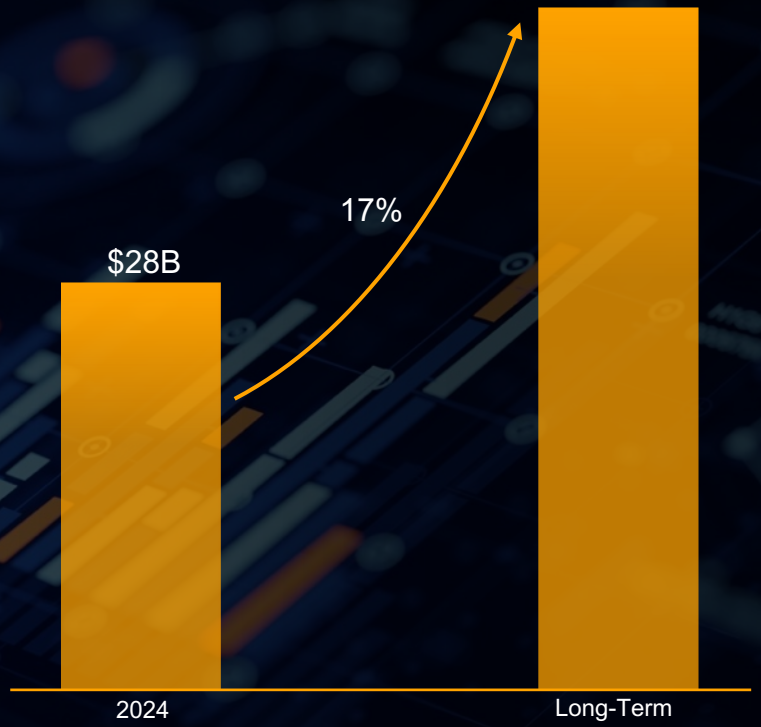
Data Analytics / AI – Total Addressable Market

Market Tailwinds – Analytics and BI, Data Science, and Data Integration

- Surging data volume
- Democratization of data science
- Enterprise modernization for data and software languages
- Data-driven decisions
- Generative AI



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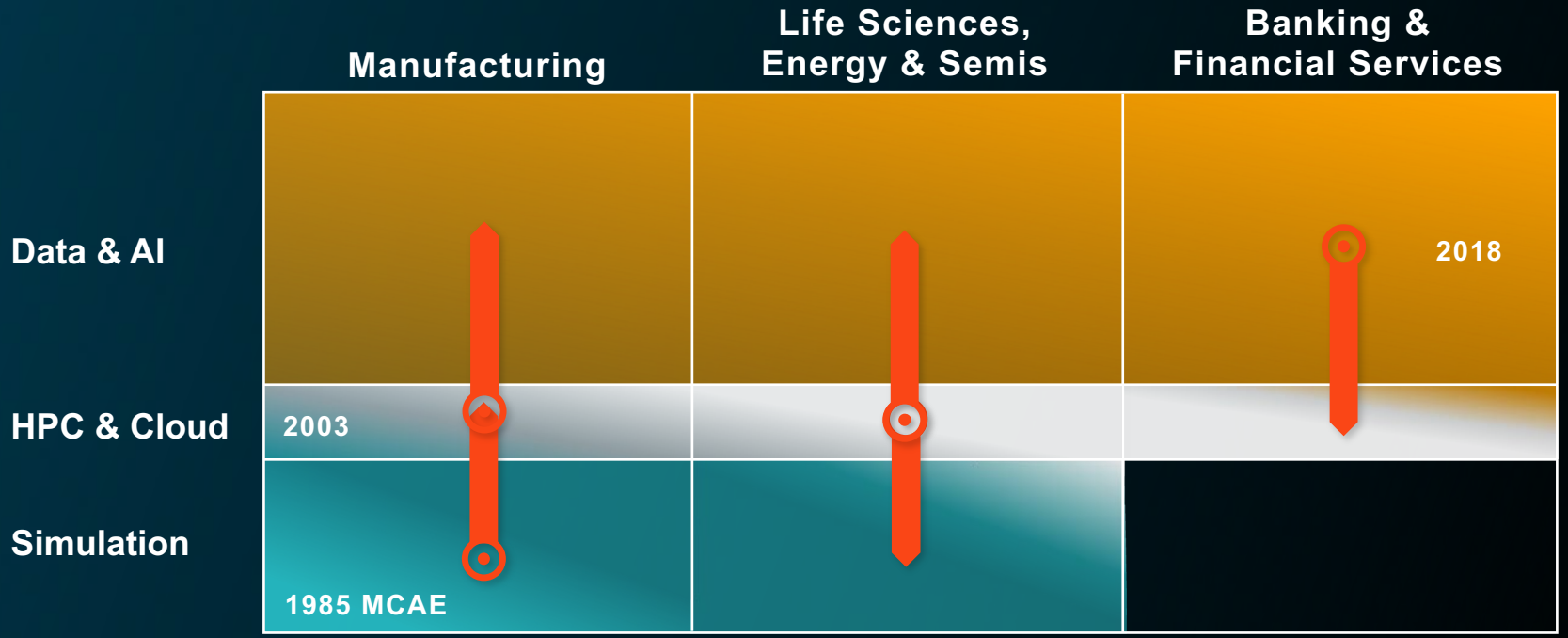
Total Addressable Market

Altair's Computational Intelligence TAM is $40B



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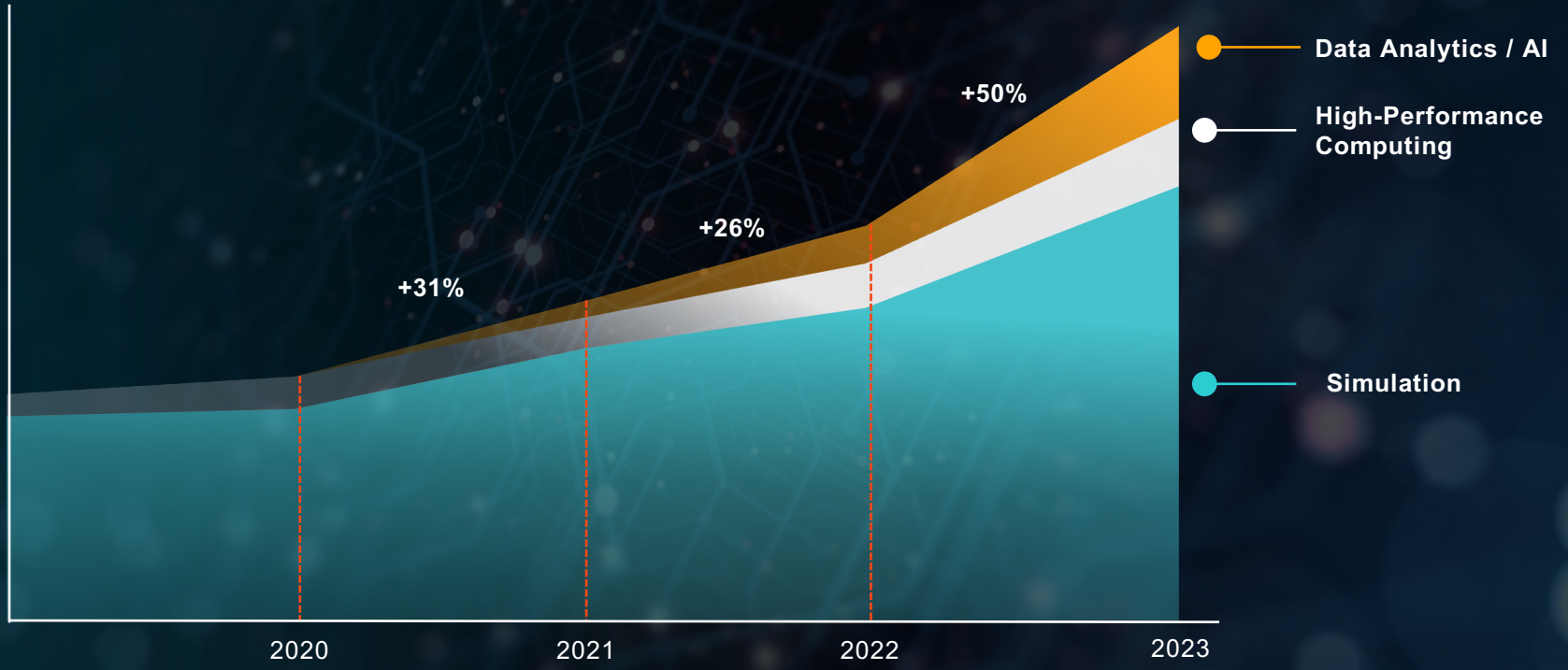

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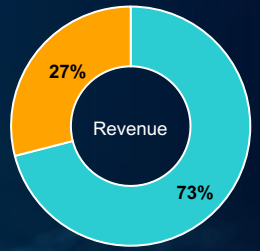
Evolution to Leader in Computational Intelligence

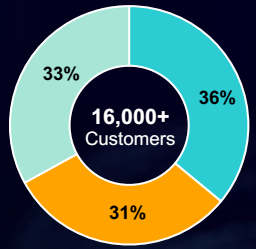
Altair at IPO (Nov. '17)

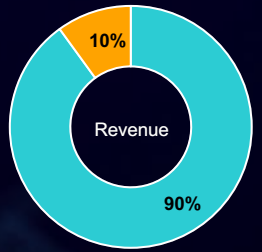


Americas EMEA APAC

Software Services & other

Altair Today





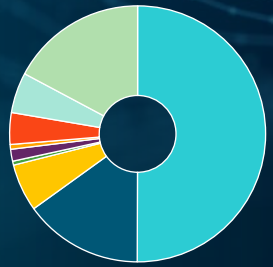
Americas EMEA APAC

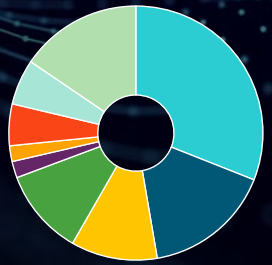
Software Services & other

Software Revenue = $245M[1]

+14.4% CAGR

Software Revenue = $550M[1]





Automotive | Aerospace & Defense | BFSI | Technology | Heavy Equipment, Truck, and Rail | Healthcare & Life Sciences | Industrial Goods | Energy | Other

[1] Software revenue of $245 million for year ended December 31, 2017. Software revenue of $550 million for year ended December 31, 2023.

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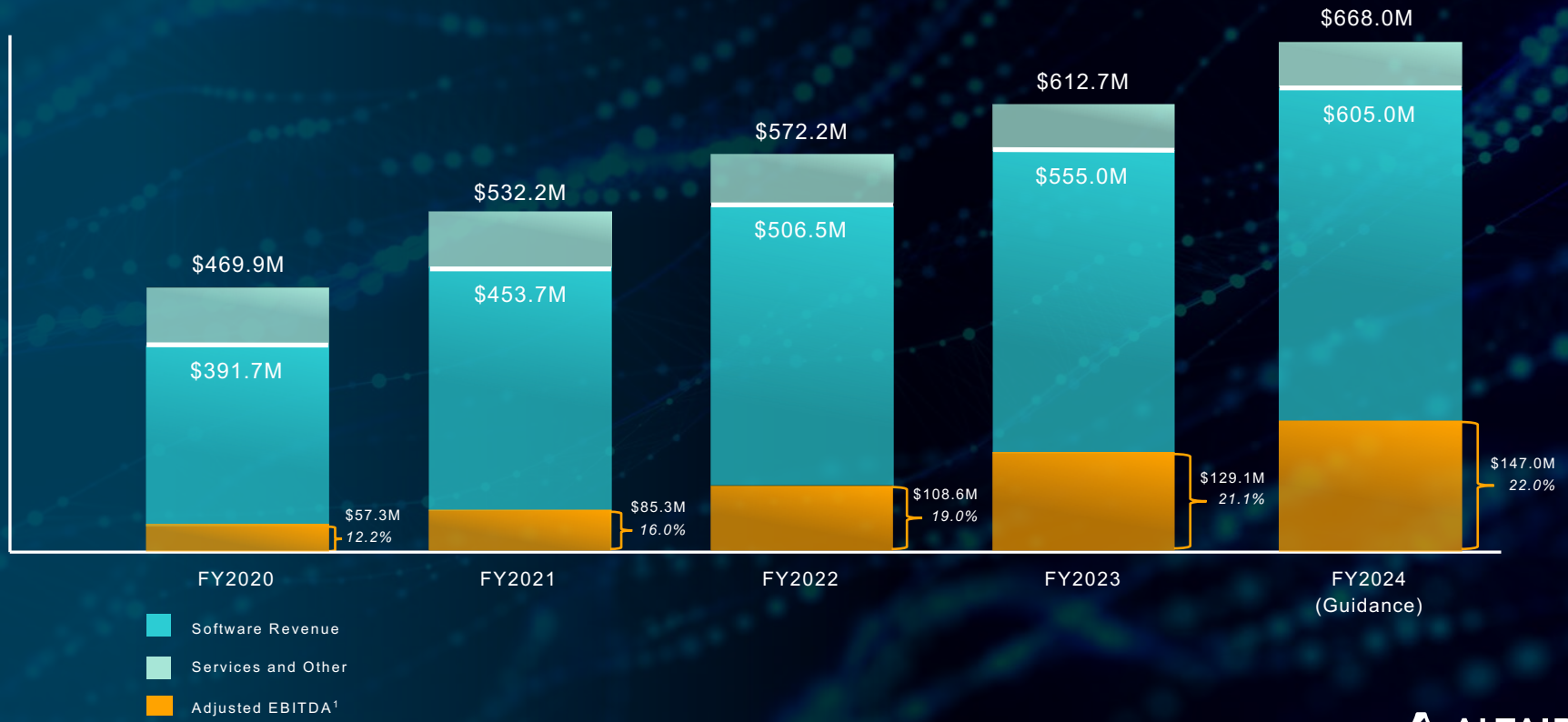
Strong Financial Performance and Execution



1 Reconciliation tables of the most comparable GAAP financial measures to the non-GAAP financial measures used in this presentation are included in the appendix at the end of this presentation

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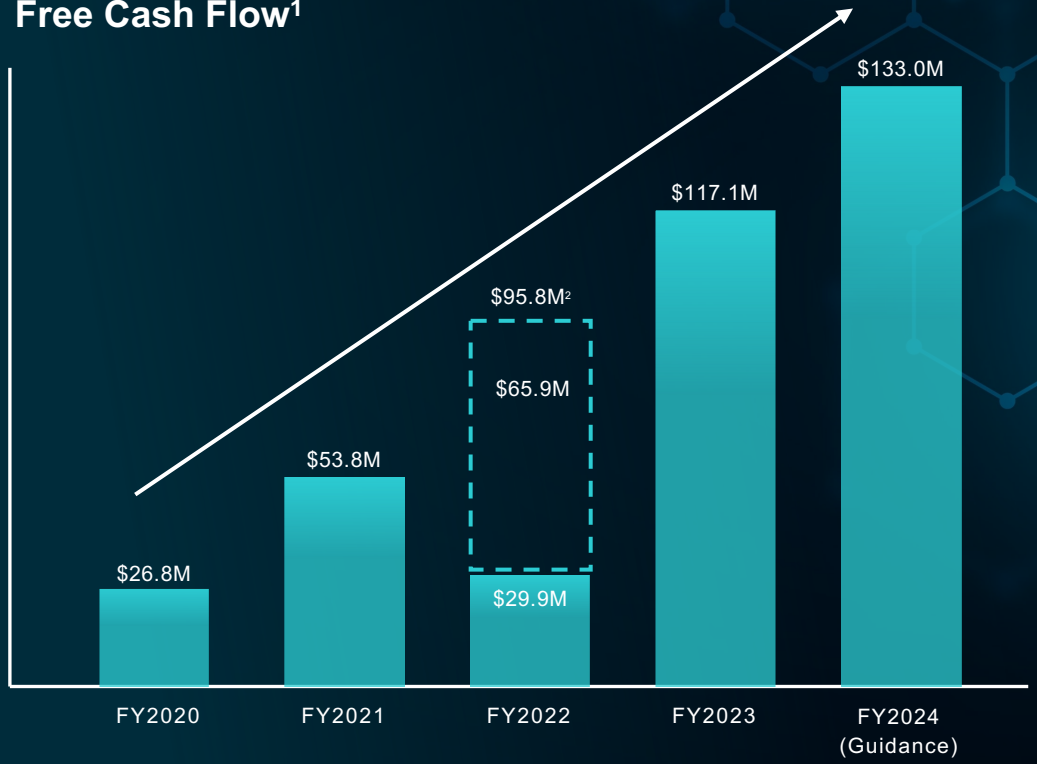
Significant Free Cash Flow Generation and Growth

Free Cash Flow[1]



Strong Balance Sheet Position

- Cash and cash equivalents balance of $467 million as of 12/31/23
- Access to $200 million under revolving credit facility
- Anticipate settling 2024 convertible notes par value in cash of $82 million and premium in shares
- Free cash flow at 90%+ of adjusted EBITDA

1 Reconciliation tables of the most comparable GAAP financial measures to the non-GAAP financial measures used in this presentation are included in the appendix at the end of this presentation
2 Includes $65.9 million payment in January 2022 for legal judgement acquired as part of the World Programming acquisition

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Mid-Term Targets

	FROM MAY 2021 INVESTOR DAY		ACHIEVED	NEW TARGETS
	FY20[1]	FY23 TARGET	FY23[1]	FY26
Software % of total revenue	**83.4%**	**85%+**	**89.8%**	**~92%**
Non-GAAP Gross Margin	**74.7%**	**75%+**	**81.8%**	**~85%**
Research and Development	28.5%		29.2%	~28-29%
Sales and Marketing	24.1%		24.1%	~23-24%
General and Administrative	12.3%		9.4%	~8-9%
Other	(0.6)%		(0.9)%	~(0.5)%
Non-GAAP Operating Margin	**10.4%**		**20.0%**	**~26%+**
Adjusted EBITDA Margin	**12.2%**	**20%+**	**21.1%**	**~27%+**

1 Reconciliation tables of the most comparable GAAP financial measures to the non-GAAP financial measures used in this presentation are included in the appendix at the end of this presentation

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Q & A

James R. Scapa
Founder, Chairman, and CEO

Sam Mahalingam
Chief Technology Officer

Amy Messano
Chief Marketing Officer

Stephanie Buckner
Chief Operating Officer

Matthew Brown
Chief Financial Officer

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Appendix

GAAP to Non-GAAP Reconciliation

($000's), except %'s	Twelve Months Ended December 31,				Guidance
	2020	2021	2022	2023	2024
Net loss	(10,500)	(8,794)	(43,429)	(4,289)	33,850
Income tax expense	12,532	8,506	15,216	15,761	17,850
Stock-based compensation	21,355	44,549	84,787	85,581	74,500
Interest expense	11,598	12,065	4,377	6,116	(16,600)
Depreciation and amortization	23,806	25,644	35,504	39,124	37,400
Restructuring expense	—	5,053	—	—	—
Special adjustments, interest income and other [1]	(1,503)	(1,770)	12,145	(14,302)	—
Adjusted EBITDA	**57,288**	**85,253**	**108,600**	**127,991**	**147,000**
Adjusted EBITDA Margin	12.2%	16.0%	19.0%	20.9%	22.0%

[1] The twelve months ended December 31, 2020, includes $1.1 million of interest income, $1.0 million of proceeds from settlements related to an historical acquisition, and $0.6 million of severance expense. The twelve months ended December 31, 2021, includes $1.2 million currency gains on acquisition-related intercompany loans, and $0.5 million of interest income. The twelve months ended December 31, 2022, includes $16.6 million expense on the repurchase of convertible senior notes, $6.8 million currency losses on acquisition-related intercompany loans, a $7.2 million gain from the mark-to-market adjustment of contingent consideration associated with the World Programming acquisition, and $4.1 million of interest income. The twelve months ended December 31, 2023, includes $16.9 million of interest income, $3.2 million currency gains on acquisition-related intercompany loans, and a $5.7 million loss from the mark-to market adjustment of contingent consideration associated with the World Programming acquisition.

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GAAP to Non-GAAP Reconciliation

($000's), except %'s	Twelve Months Ended December 31,			
	2020	2021	2022	2023
Gross profit	348,617	402,512	449,332	490,910
Stock-based compensation expense	2,473	5,619	8,351	10,095
Restructuring expense	23	1,025	—	—
Non-GAAP gross profit	**351,113**	**409,156**	**457,683**	**501,005**
Gross margin	74.2%	75.6%	78.5%	80.1%
Non-GAAP gross margin	74.7%	76.9%	80.0%	81.8%

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GAAP to Non-GAAP Reconciliation

($000's)	Twelve Months Ended December 31,				Guidance
	2020	2021	2022[1]	2023	2024
Net cash provided by operating activities	32,882	61,623	39,570	127,307	144,000
Capital expenditures	(6,093)	(7,849)	(9,648)	(10,193)	(11,000)
Free Cash Flow	**26,789**	**53,774**	**29,922**	**117,114**	**133,000**

(1) Includes $65.9 million payment in January 2022 for legal judgement acquired as part of the World Programming acquisition

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GAAP to Non-GAAP Reconciliation

(000's, except %)	FY20						
	US GAAP[1]	Stock-based compensation expense	Amortization	Severance expense	Legal settlement	Non-GAAP	Non-GAAP %
Total Gross Margin	**$ 348,616**	**$ 2,473**	**$ -**	**$ 23**	**$ -**	**$ 351,112**	**74.7%**
Research and Development	$ 142,287	$ (8,372)	$ -	$ (3)	$ -	$ 133,912	28.5%
Sales and Marketing	$ 120,002	$ (6,423)	$ -	$ (544)	$ -	$ 113,035	24.1%
General and Administrative	$ 61,664	$ (4,087)	$ -	$ (8)	$ -	$ 57,569	12.3%
Other	$ (3,426)	$ -	$ -	$ -	$ 950	$ (2,476)	-0.6%
Operating Margin	**$ 11,713**	**$ 21,355**	**$ 16,376**	**$ 578**	**$ (950)**	**$ 49,072**	**10.4%**

[1] Includes the reclassification of certain indirect IT, facilities, and depreciation expenses that were previously reported primarily in General and administrative expense. These indirect costs have now been reclassified to Research and development, Sales and marketing, and General and administrative expenses based on global headcount.

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GAAP to Non-GAAP Reconciliation

(000's, except %)	FY23					
	US GAAP	Stock-based compensation expense	Amortization	Loss on mark-to-market	Non-GAAP	Non-GAAP %
Total Gross Margin	**$ 490,910**	**$ 10,095**	**$ -**	**$ -**	**$ 501,005**	**81.8%**
Research and Development	$ 212,645	$ (33,842)	$ -	$ -	$ 178,803	29.2%
Sales and Marketing	$ 176,138	$ (28,376)	$ -	$ -	$ 147,762	24.1%
General and Administrative	$ 70,887	$ (13,268)	$ -	$ -	$ 57,619	9.4%
Other	$ 146	$ -	$ -	$ (5,706)	$ (5,560)	-0.9%
Operating Margin	**$ 243**	**$ 85,581**	**$ 30,851**	**$ 5,706**	**$ 122,381**	**20.0%**

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