



AspenTech Grid Solutions

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Safe Harbor Statement

Statements in this presentation and our commentary and responses to questions that are not strictly historical may be “forward-looking” statements, which involve risks and uncertainties, and AspenTech undertakes no obligation to update any such statements to reflect later developments. In some cases, you can identify forward-looking statements by the following words: “may,” “will,” “could,” “would,” “should,” “expect,” “intend,” “plan,” “strategy,” “anticipate,” “believe,” “estimate,” “predict,” “project,” “potential,” “continue,” “ongoing,” “opportunity” or the negative of these terms or other comparable terminology, although not all forward-looking statements contain these words. These risks and uncertainties include, without limitation: the failure to realize the anticipated benefits of our transaction with Emerson Electric Co.; risks resulting from our status as a controlled company; the scope, duration and ultimate impacts of the COVID-19 pandemic and the Russia-Ukraine conflict; as well as economic and currency conditions, market demand (including related to the pandemic and adverse changes in the process or other capital-intensive industries such as materially reduced spending budgets due to oil and gas price declines and volatility), pricing, protection of intellectual property, cybersecurity, natural disasters, tariffs, sanctions, competitive and technological factors, and inflation; and others, as set forth in AspenTech’s most recent Annual Report on Form 10-K and subsequent reports filed with the Securities and Exchange Commission.

AspenTech At-a-Glance

WORLD LEADER IN INDUSTRIAL SOFTWARE FOR ASSET-INTENSIVE INDUSTRIES

*Optimizing assets to run safer,
greener, longer and faster*

3000+

CUSTOMERS
WORLDWIDE

3800+

EMPLOYEES

40+

YEARS OF
INNOVATION

200+

ESTABLISHED
PARTNERSHIPS

Annual Customer Value Delivered

\$59B PROFIT

16Mt

* **CO₂e EMISSIONS REDUCTION**
*IN GLOBAL REFINING

Mt = million metric tons | CO₂e = CO₂ equivalent of various GHG

AspenTech with Emerson

Greater Scale for a Fast-paced, Evolving Market

Enhanced, leading, high-performance
Industrial Software company

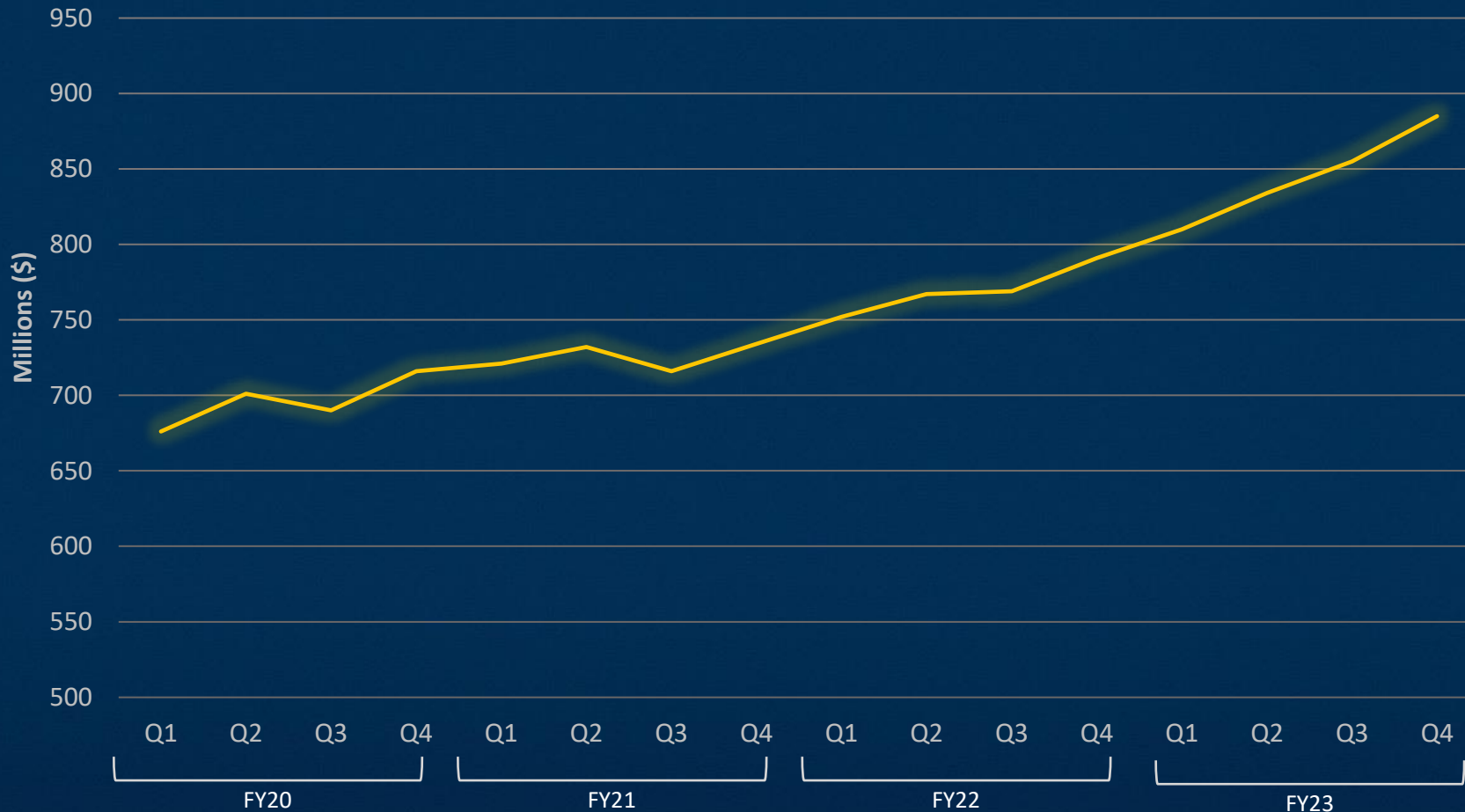
Deeper investment capacity

Expanded market expertise and
sales channels

Broader solution offerings for
greater value creation

Double-Digit ACV Growth in FY23

Grew ACV by 11.8% YoY in FY23, 30 bps above midpoint of guide



ACV trends and growth include heritage AspenTech, DGM, and SSE for all periods

Annual Contract Value (ACV)

ACV as of 6/30/23 **\$885m**

ACV as of 6/30/22 **\$791m**

FY23 ACV Growth Rate **11.8% YoY**

FY23 ACV Guidance Growth Rate **11-12% YoY**

Q4-FY23 ACV Sequential Growth Rate **3.5% QoQ**

ACV Attrition*

FY23 Attrition **5.9%**

FY23 Attrition Guidance **7-8%**

New, Expanded AspenTech Portfolio

DESIGN

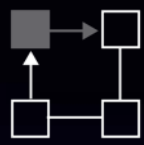
OPERATE

MAINTAIN

Pushing the Boundaries of What's Possible

Running to the Limits of Performance

Driving Uptime Through Actionable Insights



Performance
Engineering



Manufacturing &
Supply Chain



Asset Performance
Management



Subsurface Science &
Engineering



Digital Grid
Management



Industrial Data Management

Today's Focus: Digital Grid Management ("DGM")

*Software for the
management &
optimization of complex
utilities networks*



Monarch Platform Supports Four Key Utility Solutions

DGM Solutions



Advanced
Distribution &
Outage
Management

ADMS & OMS



Transmission
Management

EMS



Distributed
Energy
Management

DERMS, Microgrid & VPP



Generation
Management

GMS



FY24 Guidance: ACV & Key Assumptions

FY24 Outlook	FY24 Growth	Assumptions
Total ACV YoY Growth	$\geq 11.5\%$	<ul style="list-style-type: none"> ▪ Demand remains resilient across most end markets, excluding chemicals, consistent with FY23 ▪ Chemicals market conditions experienced in 2H23 to persist throughout FY24
HAT Growth Pt. Contribution	≥ 7.5 pts	<ul style="list-style-type: none"> ▪ MSC growth solid with ongoing strength in refining market ▪ ENG benefits from encouraging CapEx trends in upstream Energy and sustainability initiatives ▪ APM growth contribution similar to FY23
DGM Growth Pt. Contribution	≥ 2.5 pts	<ul style="list-style-type: none"> ▪ Investing in DGM sales capacity, including for international markets ▪ Benefit of full year of DGM customers adopting term license offering ▪ Increasing market demand on favorable funding tailwinds
SSE Growth Pt. Contribution	≥ 1.5 pts	<ul style="list-style-type: none"> ▪ Increased investment in upstream CapEx and growing number of sustainability opportunities ▪ Conversion of large base of perpetual SMS ACV tied to historical perpetual software deals that we plan to begin converting in FY24 through tokenization ▪ FY23 had a one-time benefit from contract transformation work that will not repeat going forward

Market Trends - Growing Imperative to Upgrade Grids

Renewable Power Growth

440GW

Increase in global renewable capacity in 2023¹

Integrate Renewables

Aging Grid

70%

Percentage of US grid >25 years old²

Modernize an Aging Grid

Weather-Related Outages

78%

Rise in weather-related US power outages (2000-2010 vs. 2011-21)³

Increase Grid Resiliency (Physical)

Cyber Attacks

118%

Increase in cyber attacks on utilities from 2020 to 2022⁴

Increase Grid Resiliency (Cyber)

Critical Infrastructure Requirements

\$21.4 Trillion

Total required investment until 2050 to meet Global Net Zero⁵

Invest in Critical Infrastructure

Grid Digitalization Needs

\$5.1 Trillion

Total projected global investment until 2050 in grid management software⁵

Balance Supply and Demand

1. Renewable power on course to shatter more records as countries around the world speed up deployment, IEA, June 2023

2. White House announces \$13B to modernize the US power grid, energy.gov, Nov 2022

3. Surging Weather-related Power outages, Climate Central, Sep 2022

4. Cybersecurity for Utilities: Municipal Utilities Have Become a Major Target (bitlyft.com), Jun 2021

5. The New Energy Outlook: Grids, BloombergNEF 2023

... And Power and Utility Industry Must Evolve and Adapt to Stay Current

Current Industry Focuses



Resiliency and reliability



Renewables & Net Zero targets



Regulatory pressures to modernize



More complex security requirements



Increasing bi-directional power flow

DGM Solutions Tailored to Support Utilities in Advancing Capabilities and Accelerating Digitalization

Customer Benefits

- Improve safety, reliability & efficiency
- Enhance cybersecurity
- Reduce carbon footprint
- Respond to dynamic requirements

Illustrative Use Cases



Serves more than 1M customers with reliable electricity in the Phoenix, AZ metro area



Third largest electricity company in the world supplying energy to more than 100M people



Reliably operating the World's Second Largest Synchronous HV transmission Electric Grid for India



Largest US municipal utility serving over 645,000 Sacramento customers

Illustrative Use Cases



Serves more than 1M customers with reliable electricity in the Phoenix, AZ metro area



Third largest electricity company in the world supplying energy to more than 100M people



Reliably operating the World's Second Largest Synchronous HV transmission Electric Grid for India



Largest US municipal utility serving over 645,000 Sacramento customers

Effectively manage vertically integrated generation, transmission and distribution network

Provide visibility and management over a network covering 2800 square miles

Enable significant distributed energy resource growth including eVehicles, residential solar, batteries and more

Products: OSI Monarch SCADA, GMS, EMS, DMS, OMS, DERMS

Illustrative Use Cases



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Reliably operating the World's Second Largest Synchronous HV transmission Electric Grid for India



Largest US municipal utility serving over 645,000 Sacramento customers

A world leader in renewable energies working towards carbon neutrality in Europe by 2030, and globally by 2050

Power Generation Control Center in Madrid managing more than 26,000 MW

Delivering real-time monitoring of the electricity market, providing flexibility and reliability, and facilitating improved distributed generation and demand-side response

PRODUCTS: OSI Monarch SCADA, GMS, DERMS pilot project

Illustrative Use Cases



Serves more than 1M customers with reliable electricity in the Phoenix, AZ metro area



Third largest electricity company in the world supplying energy to more than 100M people



Reliably operating the World's Second Largest Synchronous HV transmission Electric Grid for India



Largest US municipal utility serving over 645,000 Sacramento customers

Optimizing traditional and renewable generation capacity of the grid with over 412 GW

Real-time data coordination with regional dispatch centers and cross border nations

Enterprise level Situational Awareness with integrated weather data from Indian Meteorological Dept

PRODUCTS: OSI Monarch SCADA, GMS, EMS, OTS, DSA, Situational Awareness

Illustrative Use Cases



Serves more than 1M customers with reliable electricity in the Phoenix, AZ metro area



Third largest electricity company in the world supplying energy to more than 100M people



Reliably operating the World's Second Largest Synchronous HV transmission Electric Grid for India



Largest US municipal utility serving over 645,000 Sacramento customers

Driving toward the most ambitious goal of any large utility in the US for 100% Zero Carbon by 2030

Fully integrated Distribution Management for seamless operations including advanced optimization and scheduling of DER into the CAISO energy market

Over 20,000 solar (280MW), 6,500+ eVehicles, 129+ energy storage, demand response programs and more managed from the enterprise DERMS solution

PRODUCTS: OSI Monarch D-SCADA, ADMS, OMS, DERMS

Strong User Community of 400+ Customers Worldwide

*Over 30 years of growth
and leadership in OT*

Utilities Customers Served



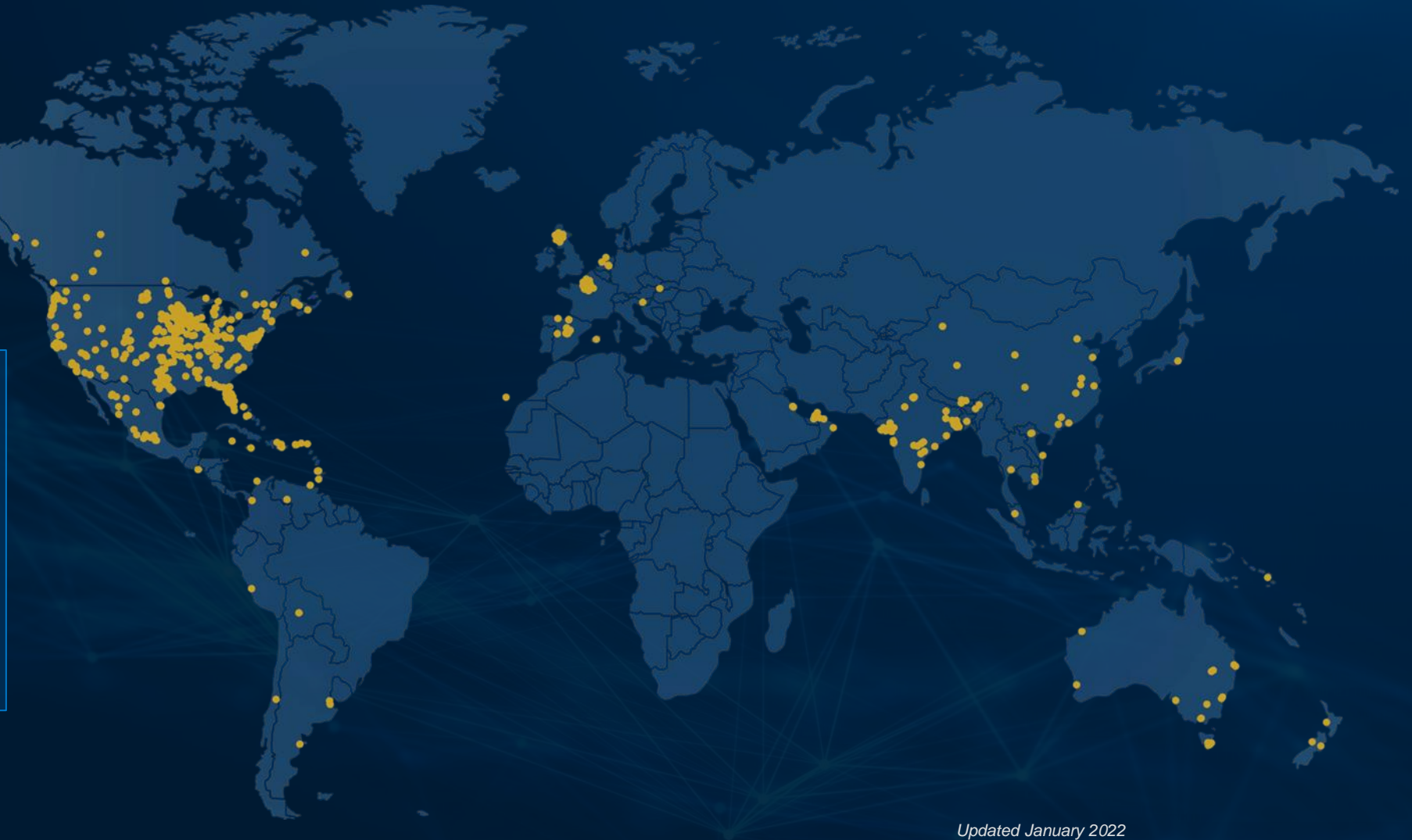
Electric



Water



Midstream & Gas



Updated January 2022

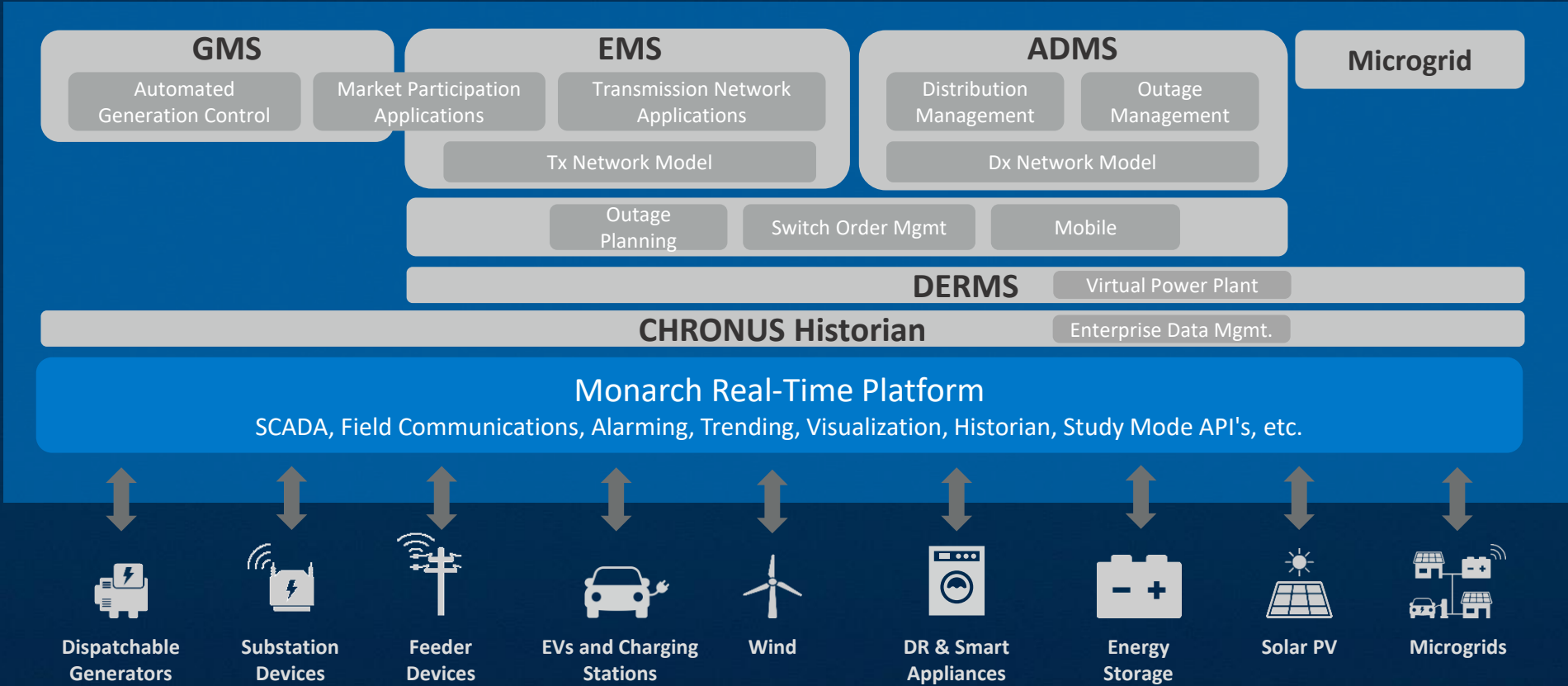
DGM Products and Tech Stack



Purpose-Built Control Applications

Flexible Platform

Grid Device Communication



Cloud Enabled

Cyber Security

A person is seen from behind, standing with their arms raised, holding a large, glowing digital globe. The globe is composed of a network of white lines and dots, with a bright sun setting behind it, creating a warm, golden glow. The background is a blue sky with various scientific and technological icons, including a cloud, a flask, a globe, a leaf, a CO2 molecule, and a laptop, all connected by a network of lines. The overall scene conveys a sense of global connectivity and technological advancement.

Thank You!

Appendix



Glossary of Terms / Definitions

- **Annual Contract Value (“ACV”)** – is an estimate of the annual value of our portfolio of term license software maintenance and support (SMS) contracts, the annual value of SMS agreements purchased with perpetual licenses and the annual value of standalone SMS agreements purchased with certain legacy term license agreements, which have become an immaterial part of our business. ACV is calculated by summing the most recent annual invoice value of each of our active term license and SMS contracts. We believe comparing ACV for different dates can provide insight into the growth and retention rates of our business.
- **ACV Attrition** – is the period over period reduction in ACV, driven by a customers’ non-renewal of an agreement, a customers’ reduction in entitlement, or bad debt write offs. Attrition is adjusted for any conversion of perpetual SMS agreements to term license contracts.
- **Growth in ACV (“GACV”)** – net change in ACV on a period-over-period basis. Presented on a U.S. dollars basis.