



Q4 2020 EARNINGS

February 24, 2021

General Disclaimers

Forward-Looking Statements

This presentation contains forward-looking statements that reflect the Company's current expectations and projections with respect to, among other things, its financial condition, results of operations, plans, objectives, future performance and business. These statements may be preceded by, followed by or include the words "anticipate," "estimate," "expect," "project," "plan," "intend," "believe," "may," "will," "should," "can have," "likely" and the negatives thereof and other words and terms of similar meaning. Further information on potential factors that could effect our results is included in our Annual Report on Form 10-K.

Forward-looking statements include all statements that are not historical facts. Such forward-looking statements are subject to various risks and uncertainties. For example, all statements the Company makes relating to its estimated and projected costs, expenditures, cash flows, growth rates and financial results or its plans and objectives for future operations, growth initiatives, or strategies are forward-looking statements. Accordingly, there are or will be important factors that could cause actual outcomes or results to differ materially from those indicated in these statements.

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This presentation includes information concerning economic conditions, the Company's industry, the Company's markets and the Company's competitive position that is based on a variety of sources, including information from independent industry analysts and publications, as well as Ping's own estimates and research. Ping's estimates are derived from publicly available information released by third party sources, as well as data from its internal research, and are based on such data and the Company's knowledge of its industry, which the Company believes to be reasonable. The independent industry publications used in this presentation were not prepared on the Company's behalf. While the Company is not aware of any misstatements regarding any information in this presentation, forecasts, assumptions, expectations, beliefs, estimates and projects involve risk and uncertainties and are subject to change based on various factors.

Non-GAAP Financial Measures

This presentation contains the financial measures Free Cash Flow, Unlevered Free Cash Flow, Non-GAAP Operating Expenses, Non-GAAP Gross Profit Margin, and Non-GAAP Gross Profit, which are not recognized under generally accepted accounting principles in the United States ("GAAP").

The Company believes that Non-GAAP financial information, when taken collectively, may be helpful to investors because it provides consistency and comparability with past financial performance and assists in comparisons with other companies, some of which use similar Non-GAAP financial information to supplement their GAAP results. The Non-GAAP financial information is presented for supplemental informational purposes only, and should not be considered a substitute for financial information presented in accordance with GAAP, and may be different from similarly-titled Non-GAAP measures used by other companies.

Free Cash Flow, Unlevered Free Cash Flow, Non-GAAP Operating Expenses, Non-GAAP Gross Profit Margin, and Non-GAAP Gross Profit have limitations as analytical tools, and you should not consider these measures either in isolation or as a substitute for other methods of analyzing the results as reported under GAAP. A reconciliation of Levered Free Cash Flow, Unlevered Free Cash Flow, Non-GAAP Operating Expenses, Non-GAAP Gross Profit Margin, and Non-GAAP Gross Profit to the most directly comparable GAAP financial measure can be found at the end of this presentation.



Our mission is to
secure the digital
world through

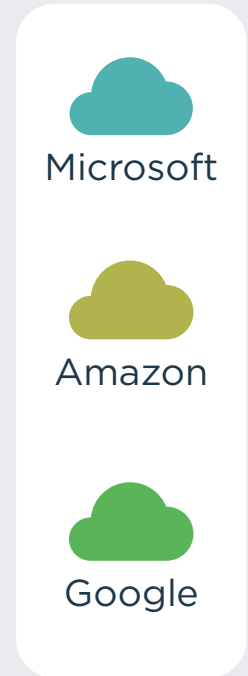
**INTELLIGENT
IDENTITY**

OUR CLOUD

AND

YOUR CLOUD

CLOUD YOUR WAY
**Flexible &
Scalable**



Powering Identity Security for the World's Largest Enterprises



60% FORTUNE 100



13 of the 15
Largest U.S. Banks⁽¹⁾



7 of the 9
Largest Healthcare Companies⁽¹⁾



8 of the 10
Largest Bio-Pharmaceuticals⁽¹⁾



5 of the 7
Largest U.S. Retailers⁽¹⁾

51 CUSTOMERS **260 CUSTOMERS**

ARR > \$1M⁽²⁾

34% YoY Growth

ARR > \$250K⁽²⁾

12% YoY Growth

¹ Cohort grouping as of December 31, 2020. See 2020 annual report on form 10-K for further detail.
² Customer ARR as of December 31, 2020



“Ping has been a true partner in our success. They worked hand in hand with us throughout implementation to ensure we were successful in the ways we expected and are getting a return on the investment of the products we purchased.”

- Tim Skinner, Manager of Cyber Security, BCBS Tennessee

Highlighted Q4 Customer Wins



Increasing Customer Satisfaction with a Better Digital Experience

SOLUTION: Long-term contract to create a single ID for their customers, incorporating Authentication, SSO, MFA, Directory.



Three Ireland: Improved Agility / Faster Time to Market

SOLUTION: Leading mobile telecom and Internet service provider in Ireland, migrated from legacy to Ping's cloud offering with SSO, Access, PingOne MFA, Directory.



SaaS Solution to Replace Legacy Identity System

SOLUTION: Suite of SaaS solutions that allow the client to reinvent the way mobile and subscription services are delivered through smart TVs.



Multi-Phased IAM Modernization Effort

SOLUTION: Legacy replacement for cost effectiveness for both workforce and customer use cases.

Key Financial Highlights – Q4 2020

ARR

\$259.1M

Ending 12/31/20

ARR Growth

15%

FY 2020

Revenue

\$63.3M

Quarter Ending 12/31/20

Attractive Margin Profile

86%

Q4'20 Subscription Gross Margin

Dollar Based Net Retention

108%

TTM as of 12/31/20

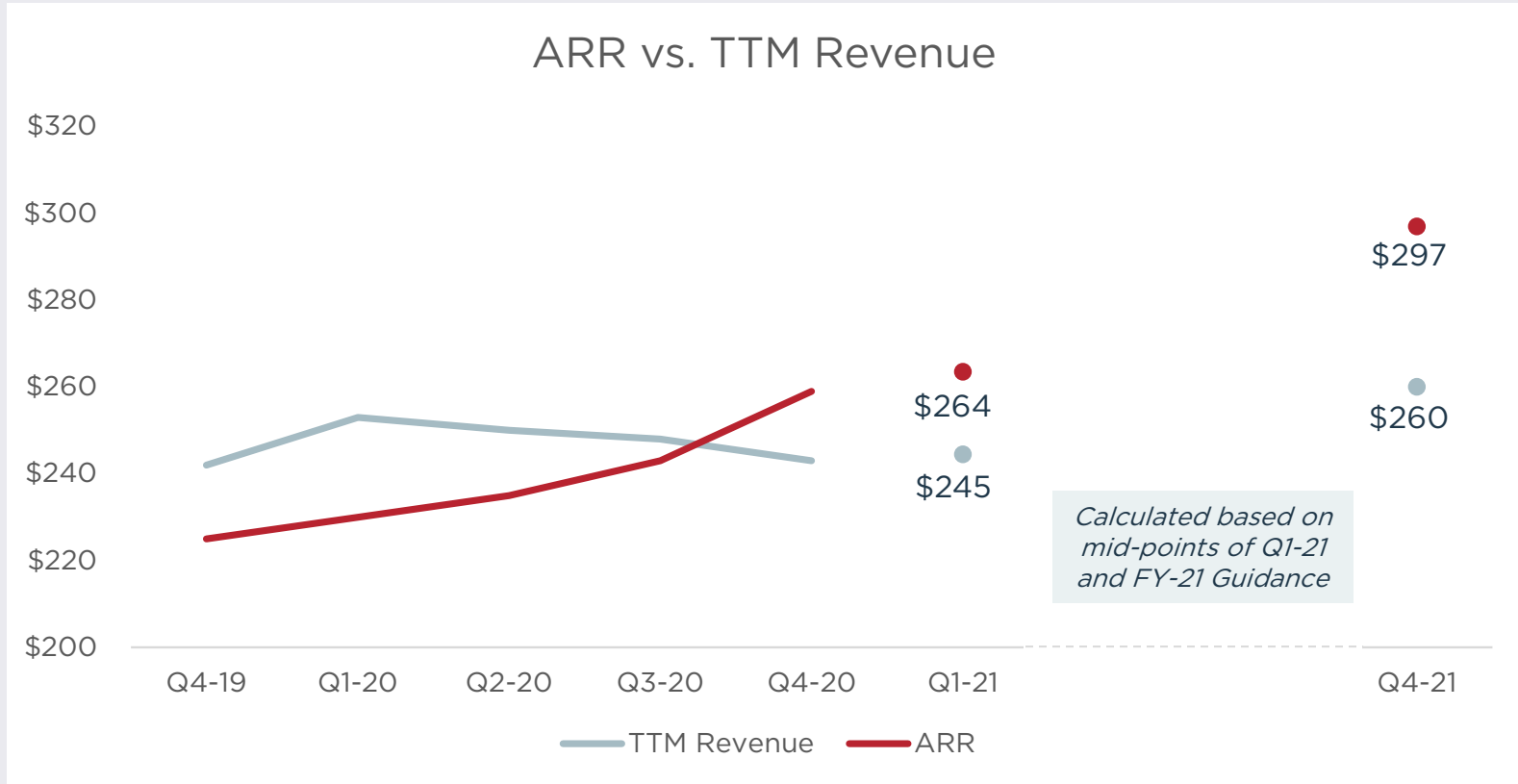
Massive Market Opportunity

\$25B+

Ping's Estimate for Enterprise IAM

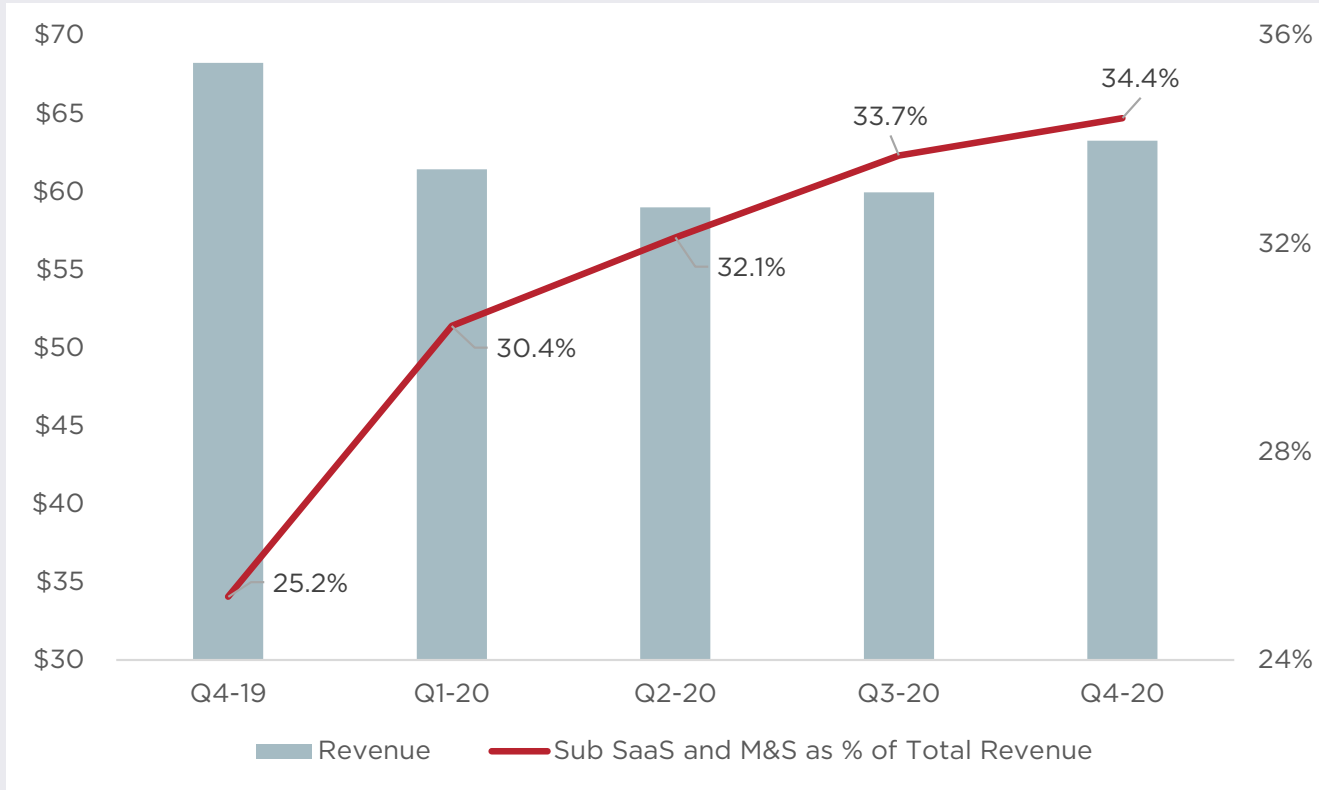
ARR Remains a Vital Indicator of Top Line Performance

(\$ in millions)



SaaS Acceleration is Driving Ratable Revenue Growth

(\$ in millions)



Financial Guidance

	Q1 2021	FY 2021
(\$ in millions)		
ARR	\$263.0 - \$264.0	\$295.5 - \$298.5
Revenue	\$61.5 - \$63.5	\$255.0 - \$265.0
Unlevered Free Cash Flow	\$12.0 - \$14.0	\$7.0 - \$11.0

Opportunity to Replace Legacy & Attack New Markets

Legacy Replacement



Greenfield Expansion



¹ Based on management's internal bottoms-up analysis on June 30, 2019. \$25bn+ market opportunity across use cases



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Appendix

Quarterly Revenue

(\$ in thousands)	Three Months Ended							
	31-Mar-2019	30-Jun-2019	30-Sep-2019	31-Dec-2019	31-Mar-2020	30-Jun-2020	30-Sep-2020	31-Dec-2020
Subscription Revenue:								
Multi-year subscription term-based licenses	\$23,431	\$28,994	\$28,497	\$32,229	\$23,988	\$21,141	\$22,974	\$18,475
One-year subscription term-based licenses	9,294	11,788	12,649	14,524	14,149	14,183	11,944	17,690
Total Subscription Term-based licenses	32,725	40,782	41,146	46,753	38,137	35,324	34,918	36,165
Subscription SaaS and maintenance and support (ratable)	14,895	15,490	16,349	17,205	18,681	18,944	20,195	21,767
Total Subscription Revenue	47,620	56,272	57,495	63,958	56,818	54,268	55,113	57,932
Professional services and other	2,818	6,188	4,270	4,277	4,594	4,713	4,828	5,323
Total Revenue	\$50,438	\$62,460	\$61,765	\$68,235	\$61,412	\$58,981	\$59,941	\$63,255

Unlevered Free Cash Flow

(\$ in thousands)	Three Months Ended		Year Ended	
	31-Dec-2020	31-Dec-2019	31-Dec-2020	31-Dec-2019
Net Cash Provided by Operating Activities	\$ 2,405	\$ (2,679)	\$ 22,375	\$ 5,795
Less:				
Purchases of Property and Equipment	(879)	(4,179)	(2,595)	(8,696)
Capitalized Software Development Costs	(3,431)	(3,200)	(13,255)	(10,460)
Free Cash Flow	\$ (1,905)	\$ (10,058)	\$ 6,525	\$ (13,361)
Add:				
Cash Paid for Interest	535	728	2,263	12,169
Unlevered Free Cash Flow	\$ (1,370)	\$ (9,330)	\$ 8,788	\$ (1,192)

Unlevered Free Cash Flow Guidance Reconciliation

(\$ in thousands)	Three Months Ended March 31, 2021		Year Ended December 31, 2021	
	Low	High	Low	High
Net Cash Provided by Operating Activities	\$ 16,135	\$ 18,135	\$ 23,915	\$ 27,915
Less:				
Purchases of Property and Equipment	(815)	(815)	(2,315)	(2,315)
Capitalized Software Development Costs	(3,675)	(3,675)	(15,750)	(15,750)
Free Cash Flow	\$ 11,645	\$ 13,645	\$ 5,850	\$ 9,850
Add:				
Cash Paid for Interest	355	355	1,150	1,150
Unlevered Free Cash Flow	\$ 12,000	\$ 14,000	\$ 7,000	\$ 11,000

Non-GAAP Gross Profit

(\$ in thousands)	Three Months Ended		Year Ended	
	31-Dec-2020	31-Dec-2019	31-Dec-2020	31-Dec-2019
Gross Profit	\$ 44,798	\$ 52,342	\$ 175,378	\$ 187,194
Amortization Expense	5,546	4,357	20,269	16,338
Stock-Based Compensation	305	221	1,072	221
Non-GAAP Gross Profit	\$ 50,649	\$ 56,920	\$ 196,719	\$ 203,753
Non-GAAP Gross Profit Margin	80%	83%	81%	84%

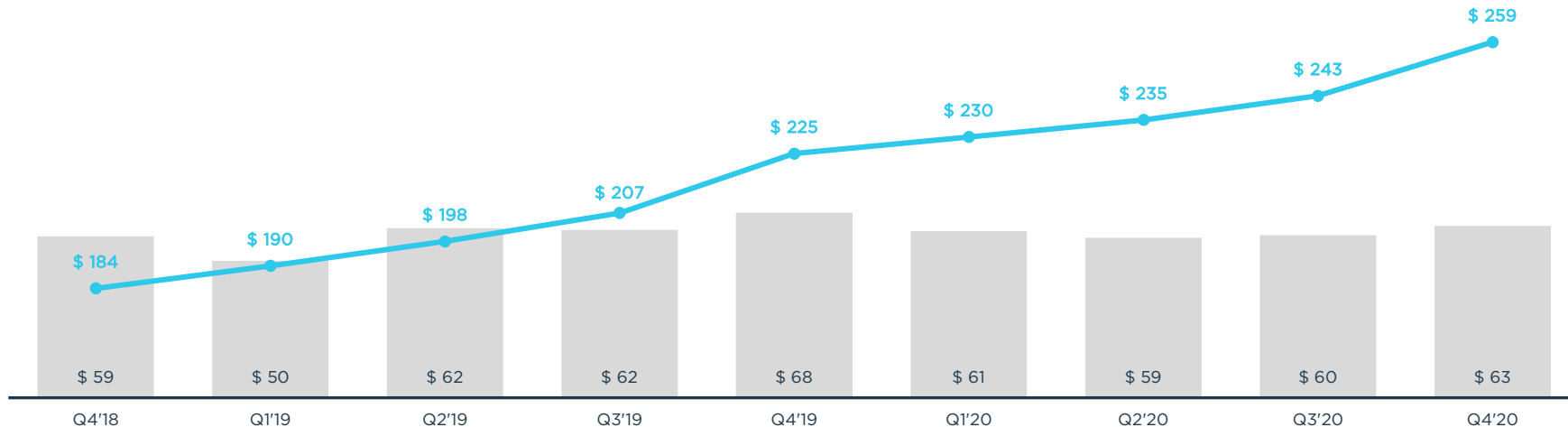
Total Non-GAAP Operating Expenses Reconciliation

(\$ in thousands)	Three Months Ended		Year Ended	
	31-Dec-2020	31-Dec-2019	31-Dec-2020	31-Dec-2019
Total Operating Expenses	\$ 55,150	\$ 52,024	\$ 202,039	\$ 179,837
Stock-Based Compensation	(4,336)	(2,314)	(15,552)	(6,111)
Acquisition Related Expenses	(1,078)	(522)	(2,197)	(3,321)
Amortization Expense	(3,412)	(3,336)	(13,453)	(13,652)
Non-GAAP Operating Expenses	\$ 46,324	\$ 45,852	\$ 170,837	\$ 156,753

ARR Remains a Vital Indicator of Top Line Performance

ARR Growth Normalizing For Contract Duration and Increase in Ratable Revenue

(\$ in millions)



■ ARR	<i>ARR Growth % (YoY)</i>	23%	23%	21%	19%	17%	15%
■ Revenue	<i>Revenue Growth % (YoY)</i>	45%	15%	12%	(6)%	(3)%	(7)%