

Ansys, Inc.

Press reports Ansys in merger talks

Maintain Rating: UNDERPERFORM | PO: 295.00 USD | Price: 353.00 USD

Ansys in merger talks according to press reports

On 12/22, press reports stated that Synopsys (SNPS; covered by our colleague Vivek Arya) was in talks to acquire Ansys. Ansys has received indications of interest from other companies as well, according to press reports. Ansys has not commented on these press reports. We maintain our Underperform rating on ANSS given fundamental concerns around broader demand trends and lingering impact of US-China export restrictions (see our 11/14/23 downgrade note for details).

Regulatory impact set to drive slower growth in 2024

On 11/1, Ansys disclosed additional export restrictions to Chinese customers by the US Department of Commerce. Management guided for a cumulative \$35-55mn drag on annual contract value (ACV) due to these additional regulations. On 12/4, Ansys disclosed that CFO Nicole Anasenes would depart the company in 2Q24. At that time, management reaffirmed 2023 ACV guidance of 11.0-13.3% constant currency ACV growth and 2024 guidance for ~10% y/y constant currency ACV growth. China was 6% of revenue but had grown at a 30% CAGR over the past three years. The press reports have highlighted broader concerns around China export regulations for electronic design automation (EDA) software, but we believe Ansys' aerospace & defense exposure has brought a heightened level of scrutiny relative to peers.

Mixed views on EDA firms potentially considering ANSS

We maintain Buy ratings on semiconductor EDA firms SNPS and CDNS on their organic merits, specifically their strong leverage to exponentially rising chip complexity including for high performance computing/Al processors. Excluding SNPS's public plan to spin-out its software integrity (SIG) assets, neither SNPS nor CDNS have made any public comments re media reports about a potential ANSS acquisition. We note: 1) Any semis/high-tech electronics industry M&A faces high and time-consuming levels of regulatory risks especially in US and China, given ongoing trade frictions and importance of high-tech chip design capabilities and in ANSS' high US military exposure; 2) SNPS currently has a partnership with ANSS and would be incrementally more suited to potentially enhancing that relationship. However, SNPS also is going through a CEO transition; a spin of SIG assets; and executing on its plan to close the 500bps+ EBIT margin gap with its rival CDNS, so may have enough on its plate, in our view. Ansys' 40% + EBIT margins also leaves little to improve on from a synergy perspective for any external buyer, in our view. We expect SNPS to lay out its longer-term strategy at its upcoming March analyst day. 3) CDNS already has a fast-growing organic system design and analysis (SDA) division, contributing 12% of sales and growing nicely at a 20%+ annual clip. This segment overlaps with parts of ANSS business, so we are skeptical CDNS needs to consider any potentially complicated large M&A at this stage.

02 January 2024

Equity

Andrew Obin Research Analyst BofAS +1 646 855 1817 andrew.obin@bofa.com

Vivek Arya Research Analyst BofAS +1 646 855 1755 vivek.arya@bofa.com

David Ridley-Lane, CFA Research Analyst BofAS +1 646 855 2907 david.ridleylane@bofa.com

Blake Friedman Research Analyst BofAS +1 646 556 1850 blake.friedman@bofa.com

Stock Data

 Price
 353.00 USD

 Price Objective
 295.00 USD

 Date Established
 14-Nov-2023

 Investment Opinion
 B-3-9

 52-Week Range
 230.00 USD - 364.31 USD

 Mrkt Val (mn) / Shares Out
 30,666 USD / 86.9

 (mn)

 Free Float
 99.6%

 Average Daily Value (mn)
 291.98 USD

BofA Ticker / Exchange ANSS / NAS
Bloomberg / Reuters ANSS US / ANSS.OQ
ROE (2023E) 14.9%

Net Dbt to Eqty (Dec-2022A) 5.2% ESGMeter™ Medium

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EDA: electronic design automation

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Refer to important disclosures on page 4 to 7. Analyst Certification on page 3. Price Objective Basis/Risk on page 2.

Timestamp: 02 January 2024 06:16PM EST

Stocks mentioned

Prices and ratings for stocks mentioned in this report

BofA Ticker	Bloomberg ticker	Company name	Price	Rating
ANSS	ANSS US	Ansys, Inc.	US\$ 353	B-3-9
CDNS	CDNS US	Cadence	US\$ 262.9	B-1-9
SNPS	SNPS US	Synopsys	US\$ 498.97	B-1-9

Source: BofA Global Research

Price objective basis & risk

Ansys, Inc. (ANSS)

We base our \$295 price objective on a 20x EV/EBITDA multiple on our 2025 estimates. This a discount to the peer average trading at 24x on 2024 estimates. We view this as warranted given near-term slower revenue trajectory and pressured ACV growth.

Upside risks to our PO are: 1) accretive capital deployment on share repurchases or acquisitions, 2) broader adoption of simulation software among engineers, 3) faster than expected growth in new simulation use cases.

Downside risks to our PO are: 1) acquisition integration risks, 2) trade restrictions, 3) a cyclical downturn impacting research & development budgets.

Cadence (CDNS)

Our \$315 PO is based on 46x FY25E P/E, at upper end historical 22x-52x trading range and justified in our view given the strategic importance of EDA in an increasingly fragmented global electronics supply chain.

Downside risks are: (1) Share loss in existing markets to primary competitors, (2) a broader economic downturn dampens semis R&D spending and corresponding spend on EDA tools and services, (3) escalation of US-China trade war limits CDNS' ability to sell to key customers, (4) semiconductor industry consolidation accelerates which could diminish customer spending power, (5) venture into adjacent system analysis market fails to meaningfully accelerate revenue growth and incremental investments suppress margin expansion.

Synopsys (SNPS)

Our \$650 PO is based on 40x 2025E P/E, at upper end of company's historical trading range (19x-49x), justified in our view as EDA investment accelerates as chip complexity rises.

Downside risks are: (1) Variability in IP/hardware sales creates issues in timing of revenue recognition, (2) competitors develop unique software capabilities displacing SNPS at core customers, (3) heightened geopolitical tensions lead to further restrictions on supplying firms in China with EDA technology.

Upside risks are: (1) Share gains in existing markets vs primary competitors, (2) increased government investment in semiconductor R&D and development as nations develop internal ecosystems, (3) material M&A that enables consistent margin expansion or further accelerates sales CAGR, (4) faster than expected cost improvements driving higher operating margin.



Analyst Certification

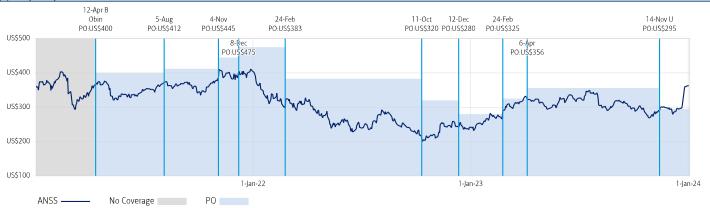
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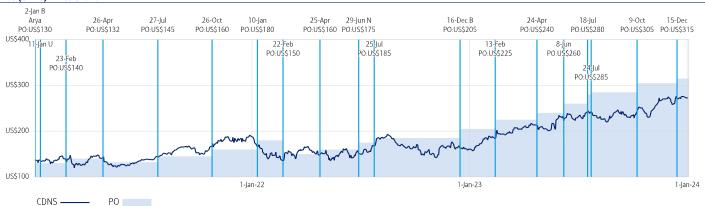
Ansys, Inc. (ANSS) Price Chart



B: Buy, N: Neutral, U: Underperform, PO: Price Objective, NA: No longer valid, NR: No Rating

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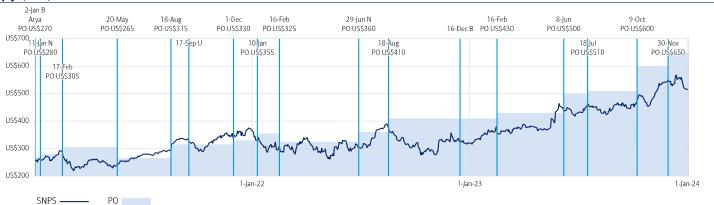
Cadence (CDNS) Price Chart



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Synopsys (SNPS) Price Chart



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Coverage Universe	Count	Percent	Inv. Banking Relationships R1	Count	Percent
Buy	215	53.09%	Buy	111	51.63%
Hold	97	23.95%	Hold	45	46.39%
Sell	93	22.96%	Sell	24	25.81%

Equity Investment Rating Distribution: Global Group (as of 31 Dec 2023)

Coverage Universe	Count	Percent	Inv. Banking Relationships ^{R1}	Count	Percent
Buy	1895	53.62%	Buy	1083	57.15%
Hold	832	23.54%	Hold	454	54.57%
Sell	807	22.84%	Sell	383	47.46%

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Investment rating Total return expectation (within 12-month period of date of initial rating) Ratings dispersion guidelines for coverage cluster^{R2}

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