

Investor Presentation



Fluids

Structures

Electronics

Systems

Q2 2015

NASDAQ: ANSS

Important Factors Regarding Future Results

The Company cautions investors that its performance is subject to risks and uncertainties. Some matters that will be discussed throughout this presentation may constitute forward-looking statements that involve risks and uncertainties which could cause actual results to differ materially from those projected. These risks and uncertainties are discussed at length, and may be amended from time to time, in the Company's Annual Report to Stockholders and its filings with the SEC, including our most recent filings on Forms 10-K and 10-Q. We undertake no obligation to publicly update or revise any forward-looking statements, whether changes occur as a result of new information or future events, after the date they were made.



Critical product features

- Enable customers to design and test products and systems without building prototypes
- Enhance speed to market
- Improve product design, efficiency and competitiveness
- Avoid costly mistakes

Unique solutions that competitors cannot match

- Multiple physics applications – fluids, structures, electronics, systems
- Full system architecture testing
- Four decades of sustained technology leadership
- Competitively disruptive innovation is a core competency
- Among highest customer satisfaction rates for B2B software

Leveraging underlying growth in market

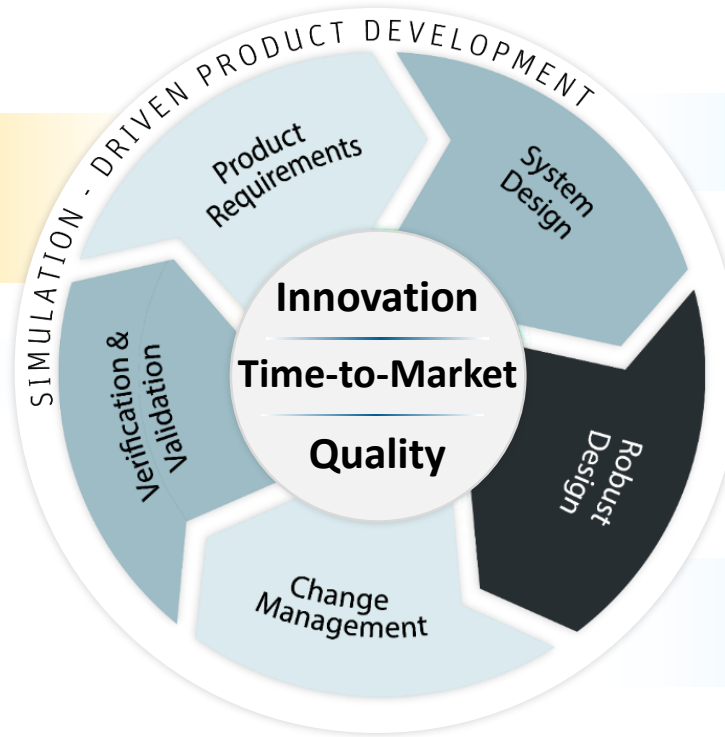
- Simulation still relatively early in the adoption cycle
- Increasing complexity of systems and “smart” products
- Evolution of the “Internet of Things”



By Using Simulation Throughout the Product Development Process

Simulation-Driven Product Development Process

Concept



Detailed Design



Physical Testing



Production

Traditional Product Development Process





Our Vision Of Simulation Driven Product Development™



Structural Mechanics

Fluids Dynamics

Explicit Dynamics

Low-Frequency
Electromagnetics

High-Frequency
Electromagnetics

Thermal Mechanics

Acoustics

Complete Systems

Simulated
Environments

Multiphysics

**Dynamic CAE
Collaboration**

**Process
Compression**

Span Organizational
and Geographic Silos

Simulation Analytics
"Big Data"

Knowledge
Management

Industrial Internet
"Internet of Things"

**Virtual
Prototyping**

Democratize
Simulation

Process Automation

Enable Best Practices

High Performance
Computing

**Advanced
Technologies**



10 million software lines of code

3 million parts

329 miles of wiring



8,000 parts

Rotor diameter greater than a football field

Can produce up to 6 megawatts



2 billion transistors

6 different wireless technologies (WiFi, BTLE, GPS, NFC, LTE, VoLTE)

Over 14 hours of talk time

4.55 ounces



50,000+ hardware parts

70 micro-computers

100 million lines of embedded software code

24-month average product development cycle



External Validation – Aberdeen Study

Companies who have consolidated their simulation platform:

24%

more likely to meet product launch targets



\$\$\$

50%

more likely to see a decrease in simulation TC0 (12 months)

37%

more likely to decrease their development time



Source: AberdeenGroup

ANSYS is the Simulation Leader

FOCUSED

This is all we do.

Leading product technologies in all physics areas

Largest development team focused on simulation



TRUSTED

96 of the top 100

FORTUNE 500 Industrials
ISO 9001 and NQA-1 certified

FORTUNE

500

CAPABLE



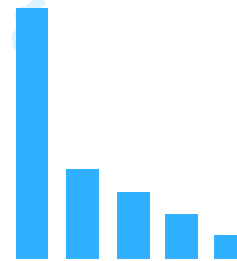
PROVEN

Recognized as one of the world's **MOST INNOVATIVE AND FASTEST-GROWING COMPANIES***

INDEPENDENT

Long-term financial stability
CAD agnostic

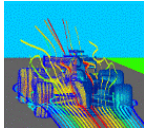
LARGEST



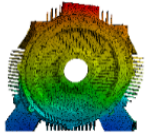
3x The size of our nearest competitor

Our Industry Reach and Solution Offerings

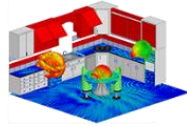
Leading Disciplines



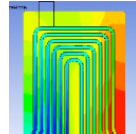
Fluids



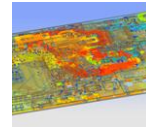
Structures



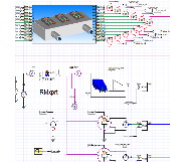
Electromagnetics



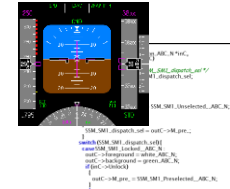
Thermal



Power Integrity



Systems



Embedded Software

Global Reach

PEOPLE

1,300+

680+

800+

2,000+
FROM CHANNEL PARTNERS

CUSTOMERS

45,000+
GLOBALLY

Industry Presence



Automotive



Academic



Consumer Goods



Energy



Industrial Equip.
& Rotating Machinery



Materials &
Chemical Processing



Semiconductors



Aerospace
& Defense



Construction

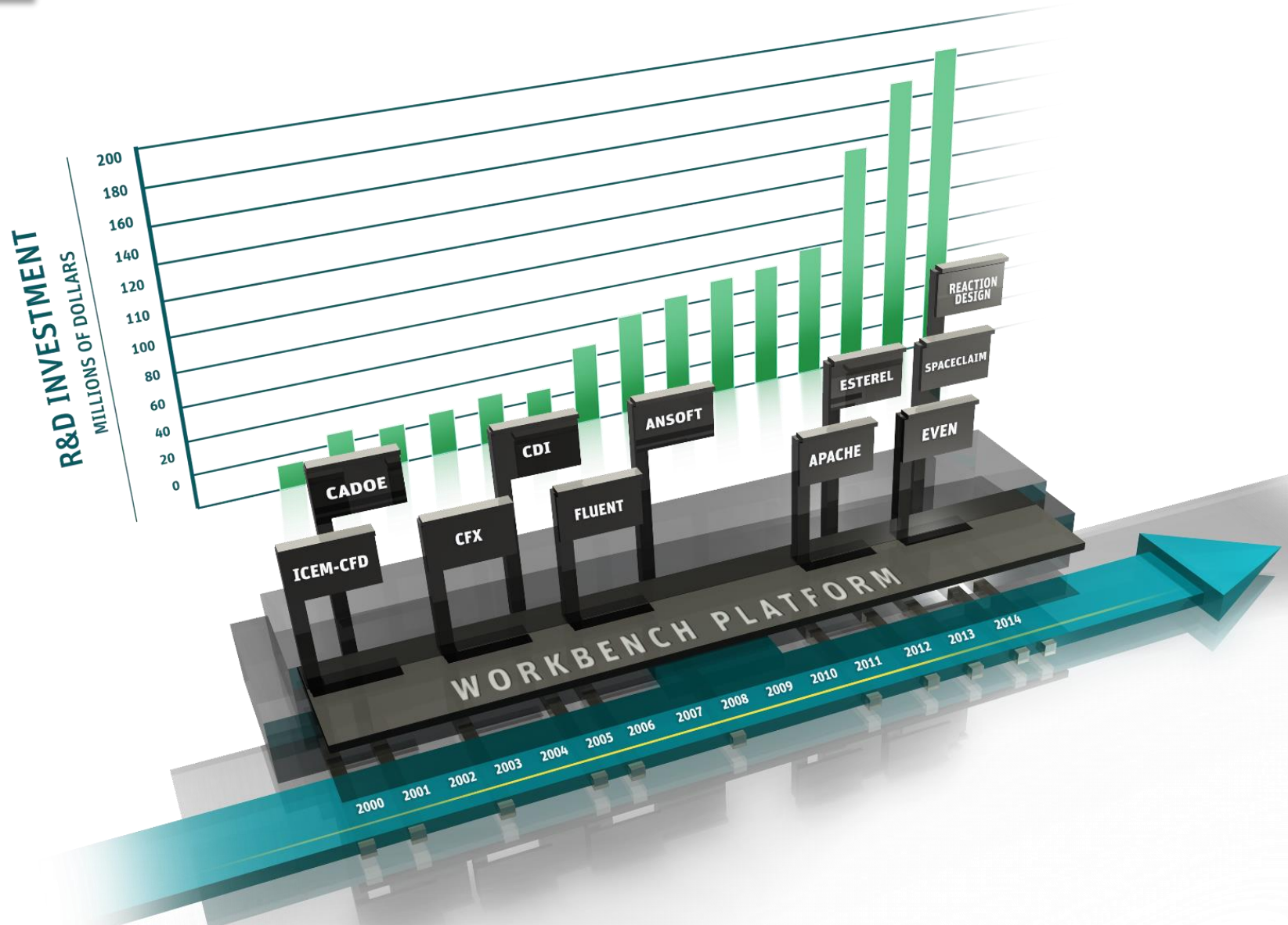


Electronics



Healthcare

...and financial commitment to deliver value



Simulating The Future

BloombergBusinessweek Technology

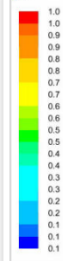
Elon Musk's Hyperloop Will Work, Says Some Very Smart Software

By Nathan Vahra September 18, 2013

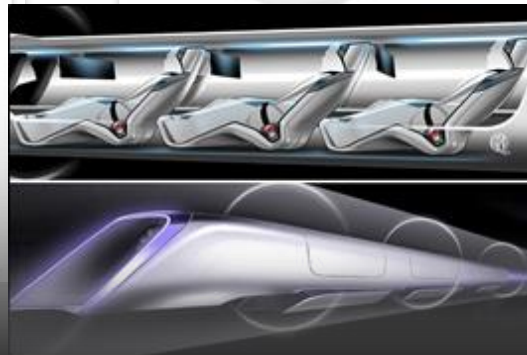
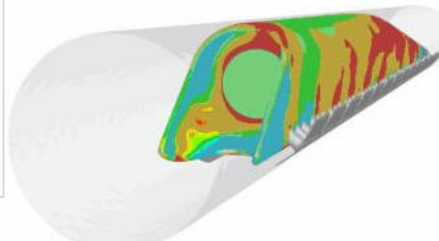


When Elon Musk revealed the Hyperloop back in August, his critics were quick to scoff at his proposal for a new, superfast mode of transportation. A number of people derided Musk's white paper as cartoonish and vague. Musk vowed to prove the naysayers wrong by building an actual physical prototype, but that's not expected to arrive for years.

Meanwhile, some evidence has just appeared that shows Musk may indeed be onto something. Ansys (NASDAQ), a maker of very high-end simulation software used to design planes, trains, automobiles and all manner of other things, has led the Hyperloop specifications into a computer and even went as far as, "I don't immediately see any red flags," says building houses, the director of land transportation strategy at Ansys. "I think it's a very viable."



ANSYS 14.5



Elon Musk @elonmusk

19 Sep

Good Hyperloop feedback from Ansys. Am excited by how much it can be improved by open src contributions!
nbcnews.com/technology/hyp...

Hide summary

Reply Retweet Favorite More

NBC News

Hyperloop sounds crazy ... but simulation says it just might work ...

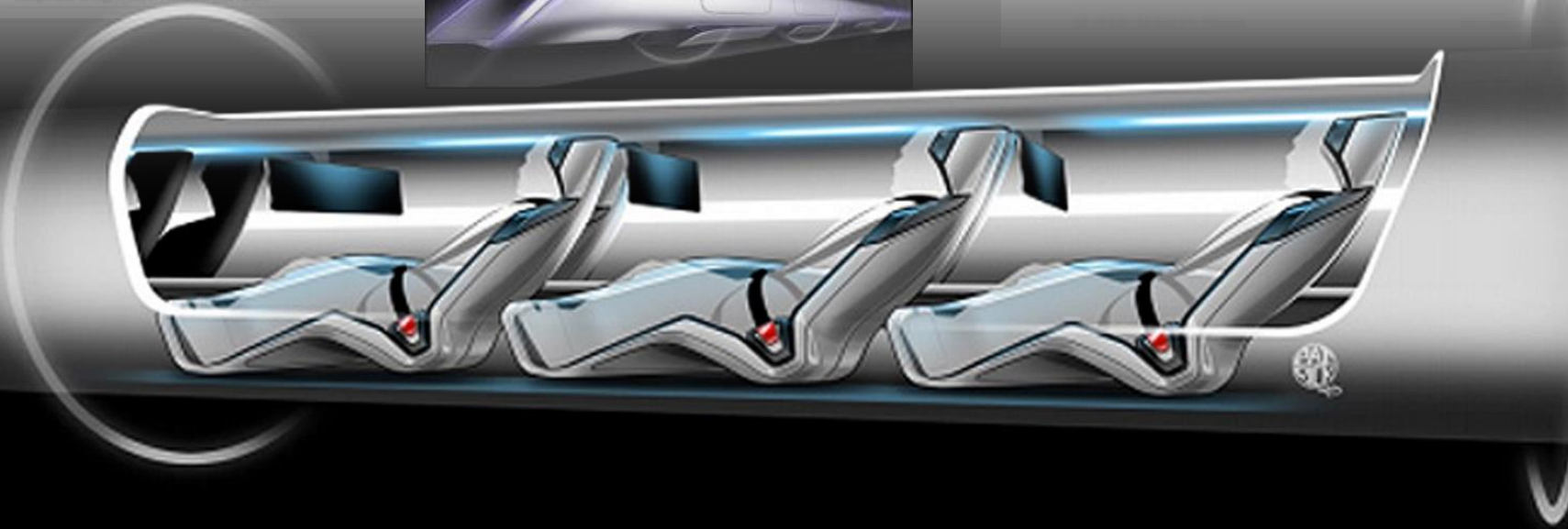
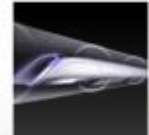
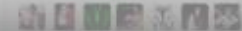
By NBC News @NBCNews

SpaceX and Tesla founder Elon Musk's plan to shunt humans through a pneumatic tube at speeds of 700+ miles per hour via a "Hyperloop" may...

[View on NBCNews.com](http://View.on.NBCNews.com)

542

308





Industry-Leading Customers

Aerospace/
Defense



Industrial
Equipment



Hi-Tech
Electronics



Automotive



Energy



Consumer
Products



Biomed



Track record of strong and consistent execution

- Released ANSYS® 16.0 in January 2015 and ANSYS® 16.1 in May 2015 – delivering major enhancements across the Company's entire product portfolio
- Grown the customer base to approximately 45,000 logoed companies
- Increased revenue 13 fold in the past 15 years
- Driving to double digit top line growth in constant currency
- Industry leading margins





Consistent Performance

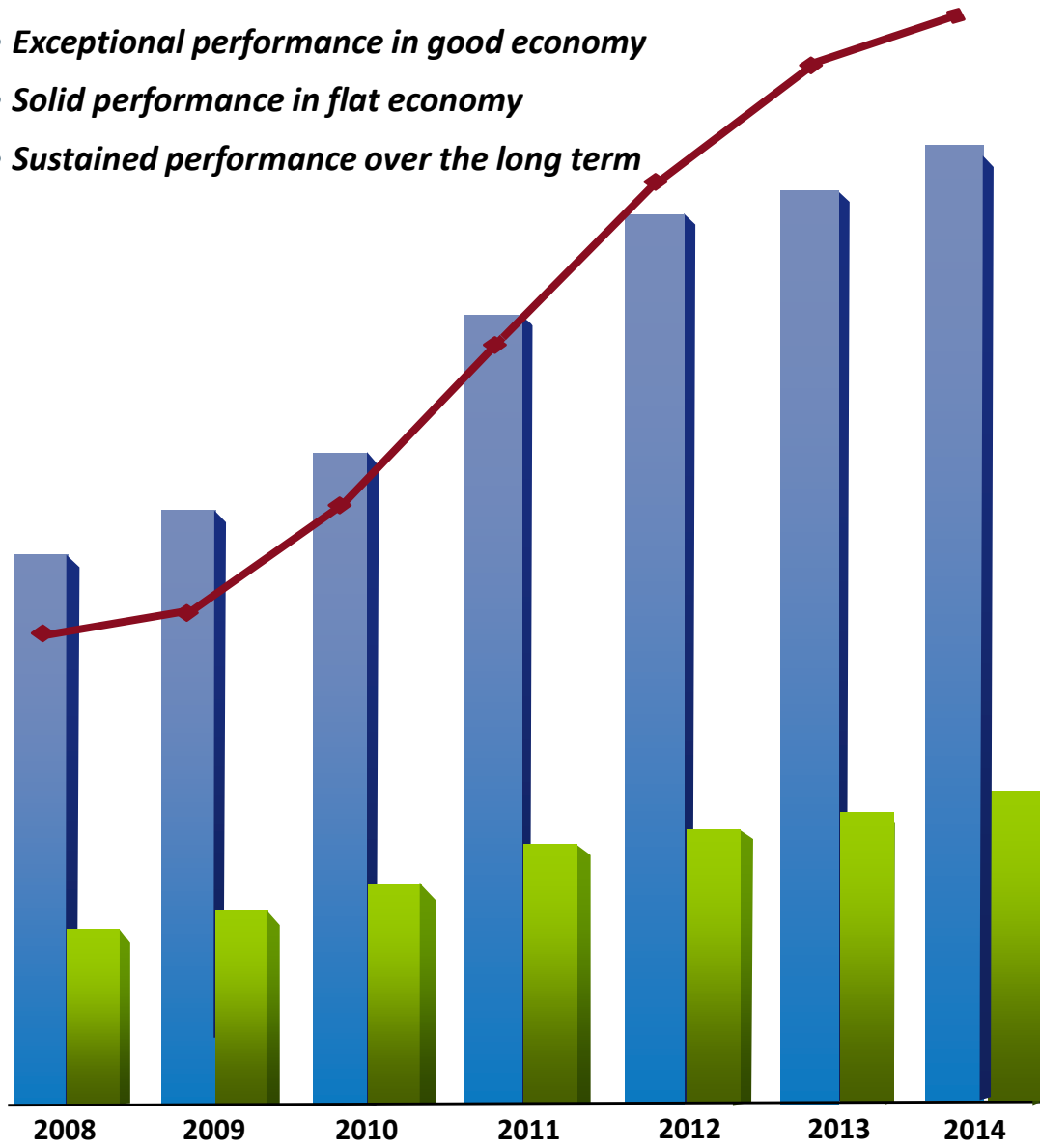
Millions

- Exceptional performance in good economy
- Solid performance in flat economy
- Sustained performance over the long term

EPS

\$1,000
\$800
\$700
\$600
\$500
\$400
\$300
\$200
\$100
\$0

— \$3.60
— \$3.40
— \$3.20
— \$3.00
— \$2.80
— \$2.60
— \$2.40
— \$2.20
— \$2.00
— \$1.80
— \$1.60
— \$1.40
— \$1.20
— \$1.00
— \$0.80
— \$0.60
— \$0.40
— \$0.20



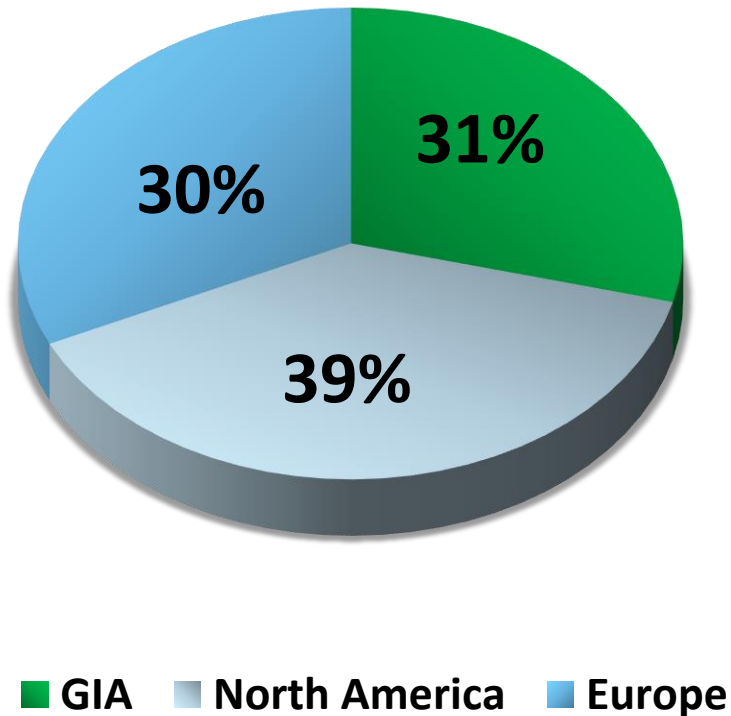
Non-GAAP

- Revenue
- Net Income
- ◆ EPS

Diversified Revenue Model

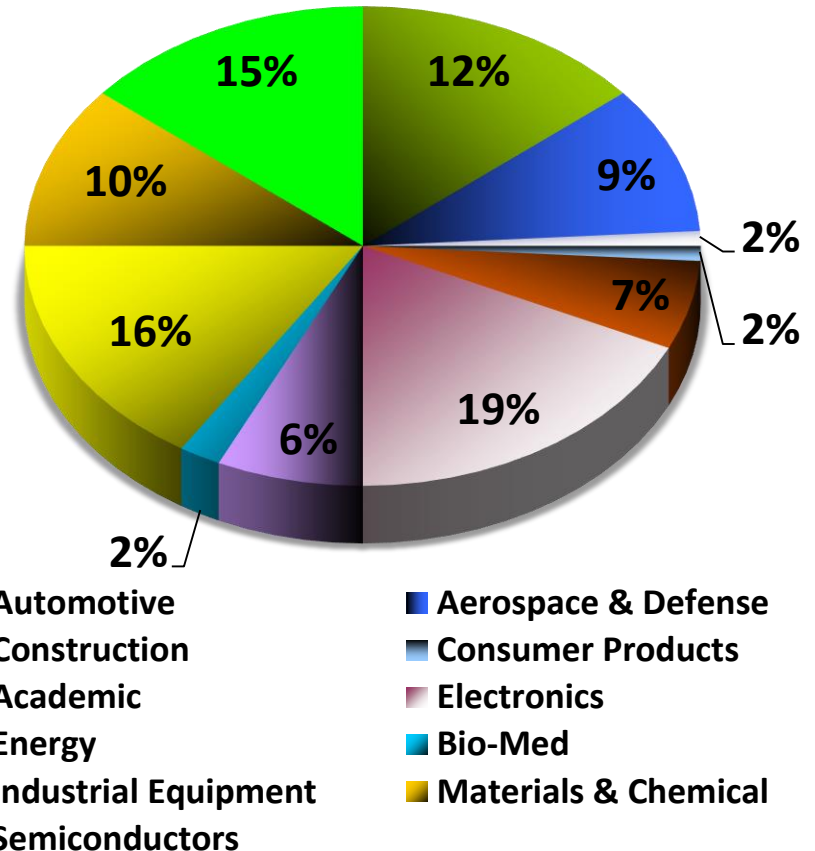
Sales by Geography*

Q2 2015



Sales by Industry*

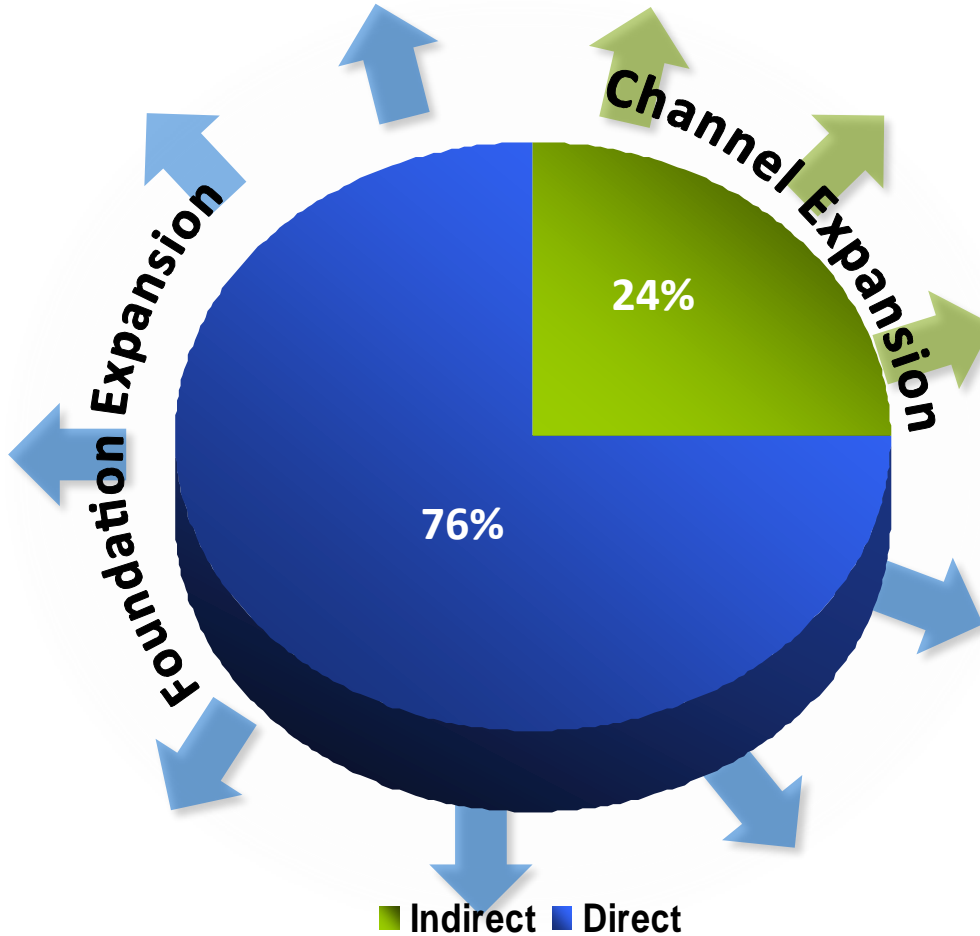
Q2 2015



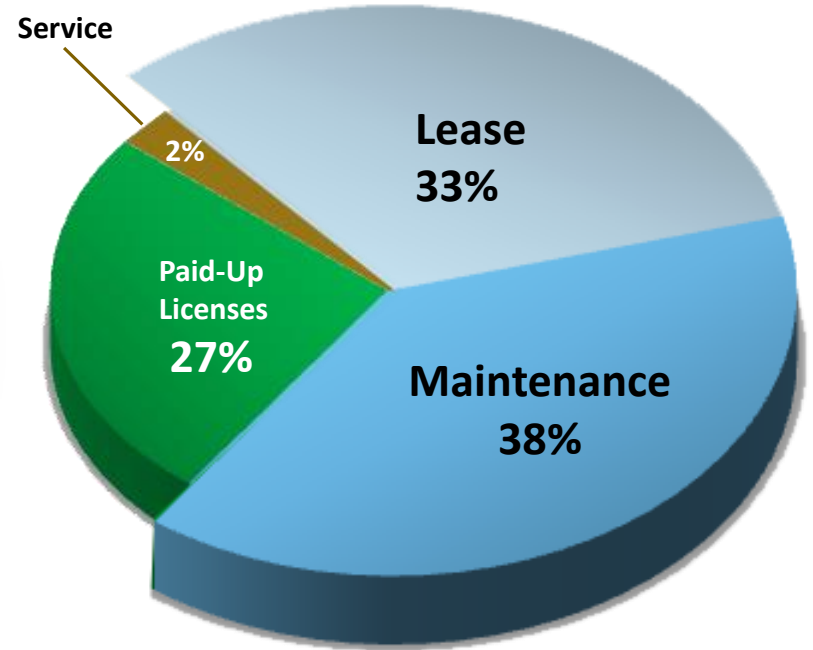
* Non-GAAP

Revenue Distribution

Q2 2015
Revenue Distribution



Q2 2015
Revenue Streams



Recurring Revenue = 71%

Three Dimensions of Growth Opportunity

Increase number of users

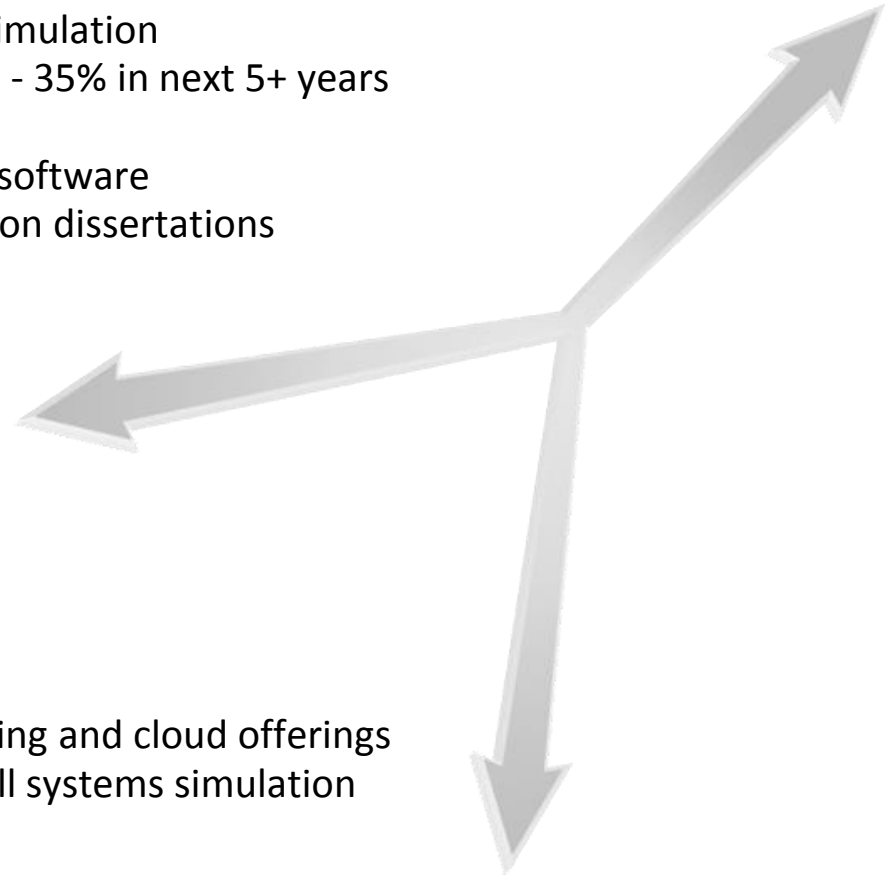
- <<10% of engineers in existing accounts use simulation
- Potential penetration rate may approach 30% - 35% in next 5+ years
- Preparing new users for the future:
 - undergraduate students trained on ANSYS software
 - Doctoral candidates using ANSYS software on dissertations
- Non-traditional users

Increase density of usage

- Long-term trend to multi-physics
- Additional modules
- Increased percentage of time using simulation

Increase intensity of usage

- Multiple licenses per user
- High performance computing, parallel processing and cloud offerings
- Increased complexity of product design and full systems simulation



Barriers to Simulation Adoption Coming Down

Historical barriers to adoption:

- Too complex and hard to learn and use
- Computers were too slow to crunch all the algorithms
- Engineers work in silos and don't need multiphysics
- Only used at back end of product development when physical prototypes failed

ANSYS is focused on breaking down the barriers

- Ease-of-use (point, click, drag, drop, wizards, templates)
- Automation of engineering processes and all solvers
- Scalability currently certified at 36,000 cores and growing
- Complexity of Systems & IoT require complete virtual testing
- Moving into design stage of development – reaching new classifications of engineers (design, quality, safety, etc.)



Near-Term Growth Initiatives

Increase number of users

- Innovating user and platform experience to support new engineers
- Increase awareness of simulation value in non-traditional industries (i.e. healthcare)
- Focus on academic customers
- Empowering channel partners

Increase density of usage

- Solution bundling
- Multiphysics roadmaps for companies to follow
- Regional user events to promote multiple physics

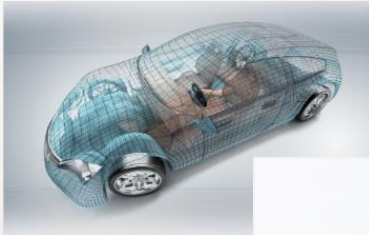
Increase intensity of usage

- High-performance computing packs
- Greater engagement with IT teams
- Opportunities in cloud computing

Technology Directions Promise a New Era of Great Products

**Workbench
Platform**

IoT



Cloud & Collaboration



System Engineering

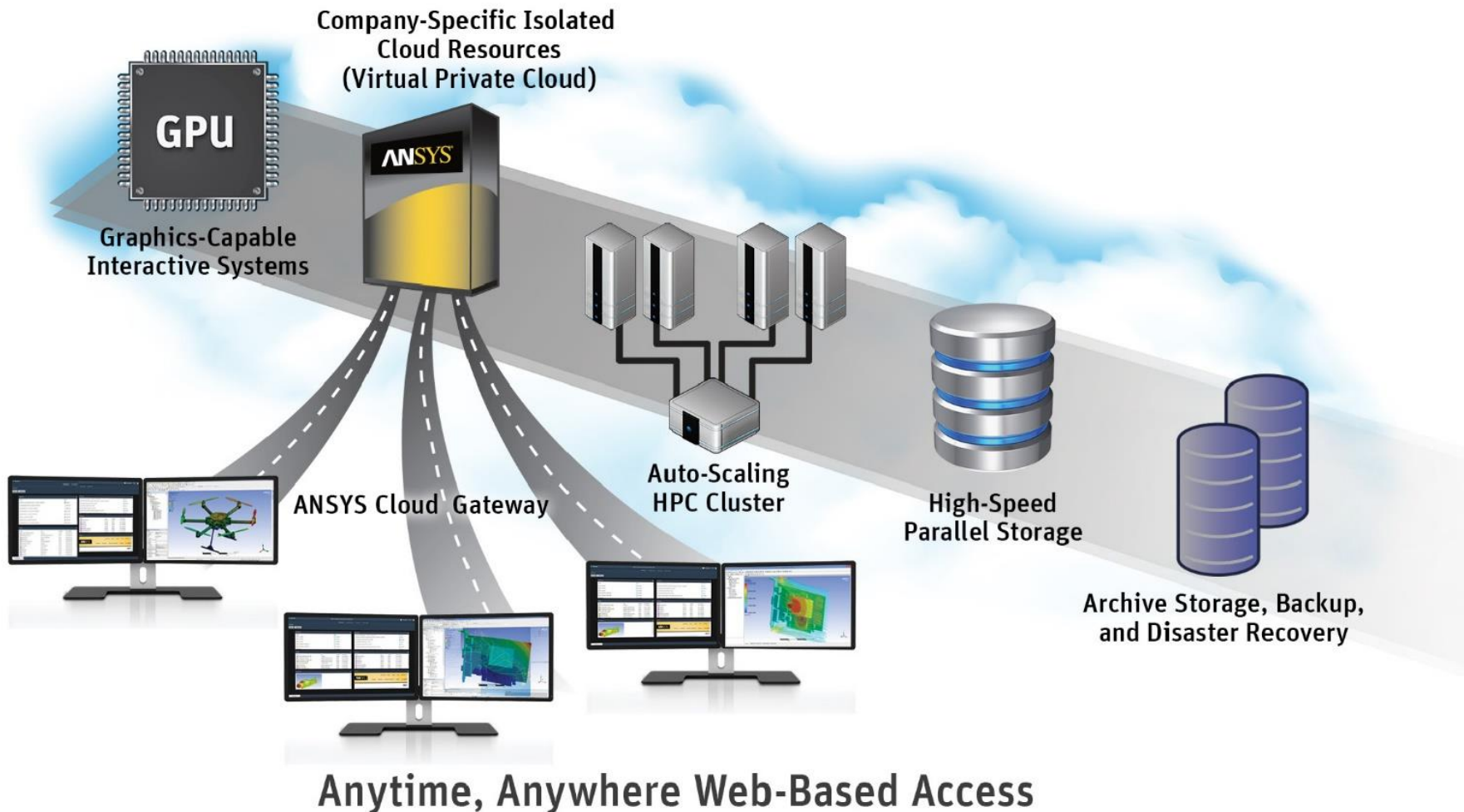


**Additive
Manufacturing**



Big Data Analytics

ANSYS Enterprise Cloud

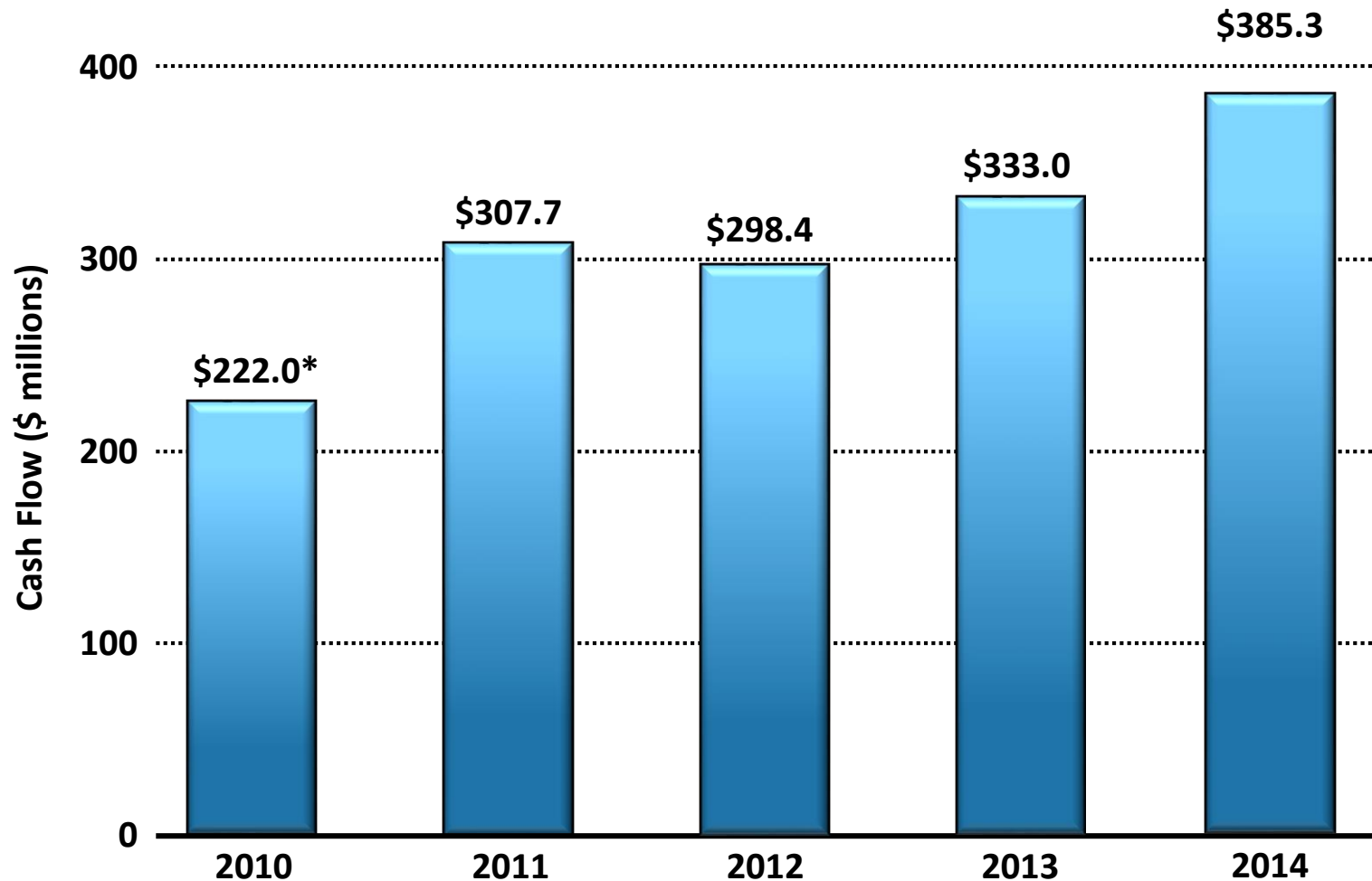


Benchmarks of Success

- Strong and consistent cash flows
- High margins
- Strong Balance Sheet
- Significant liquidity
 - Committed investment in R&D – approximately 15% - 16% of non-GAAP revenue annually
 - Bolt-on acquisitions – strategic and opportunistic approach to augmenting technological capabilities that will accelerate our innovation and growth
 - Share repurchase – Authorization increased to 5 million shares twice since November 2014, increasing pace of repurchase activity

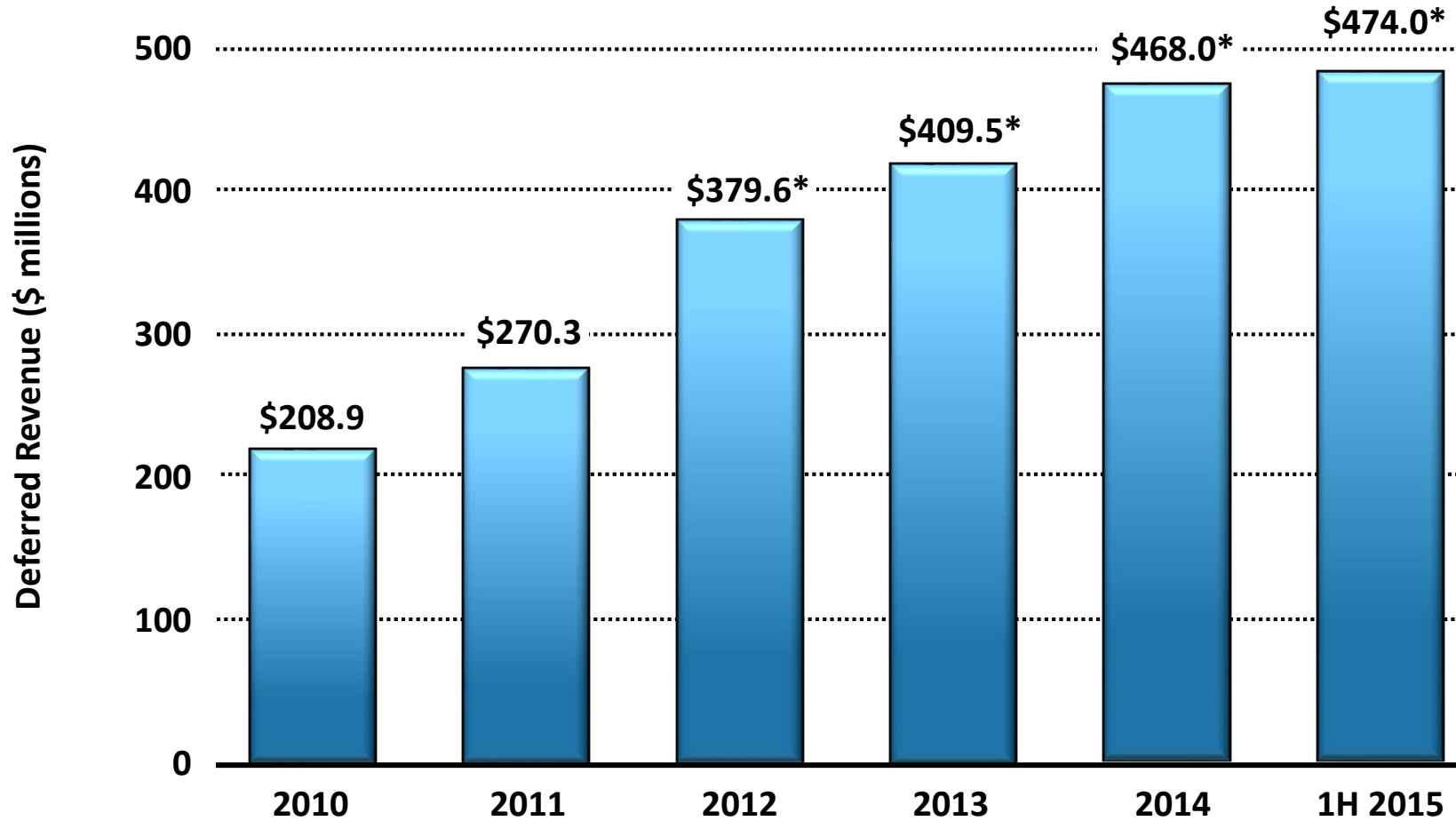


Strong Cash Flows



* \$166.9 including the impact of the Japan restructuring tax prepayment in Q4 2010.

Building Deferred Revenue



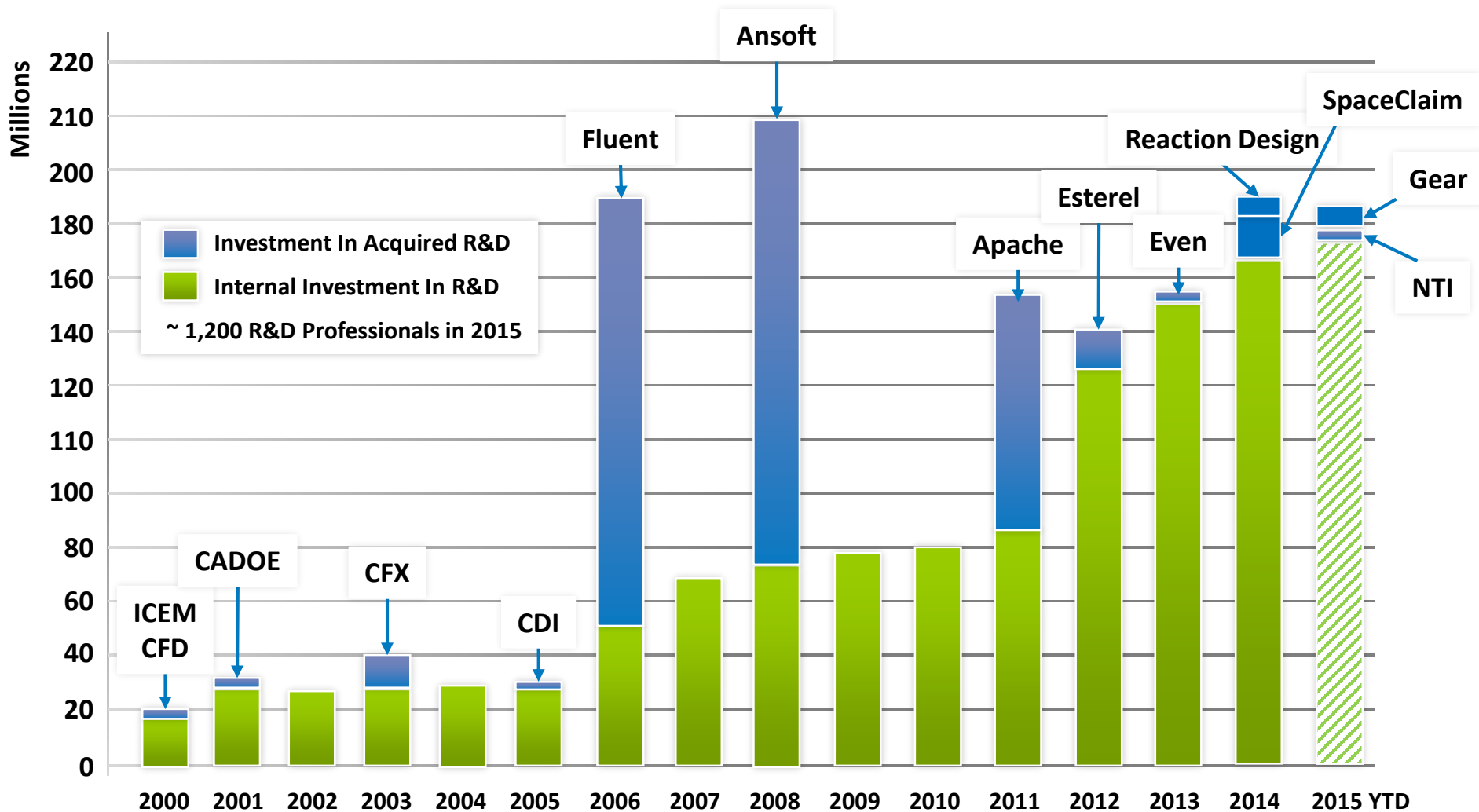
*Includes long-term deferred revenue and backlog

2015 Capital Allocation

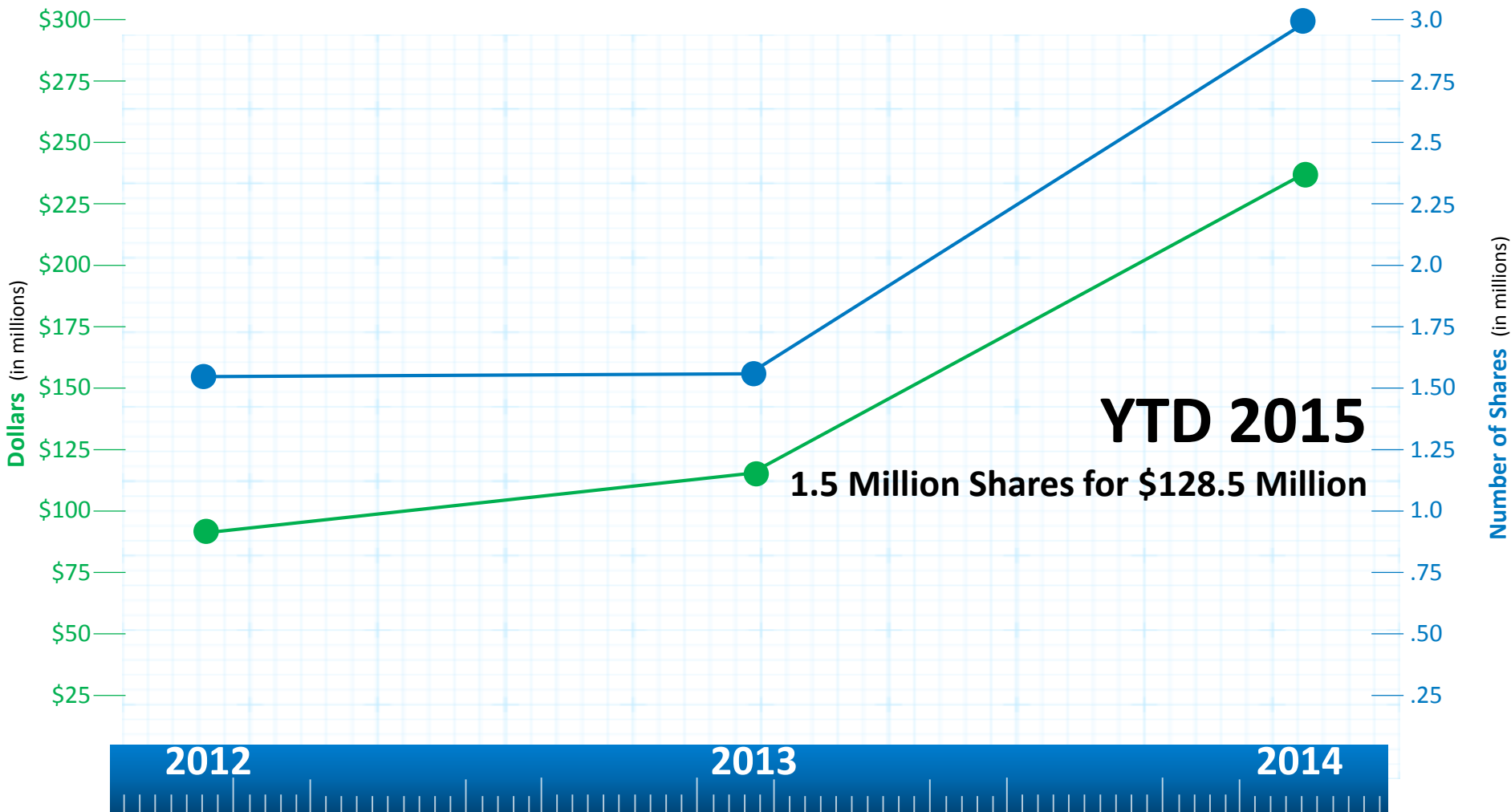
- **Investment in Organic Growth of the Business**
- **M&A to Enhance Growth**
 - **Size Not Determining Factor – Proven Technology is Key**
 - **Experienced Talent**
 - **Synergy With Customer Base and Global Channel**
 - **Financially Accretive Within a Reasonable Timeframe**
- **Stock Repurchase**
 - **Commitment to Return Excess Cash to Stockholders**
 - **Reduce Total Share Count Over Time**



Committed Investment In R&D



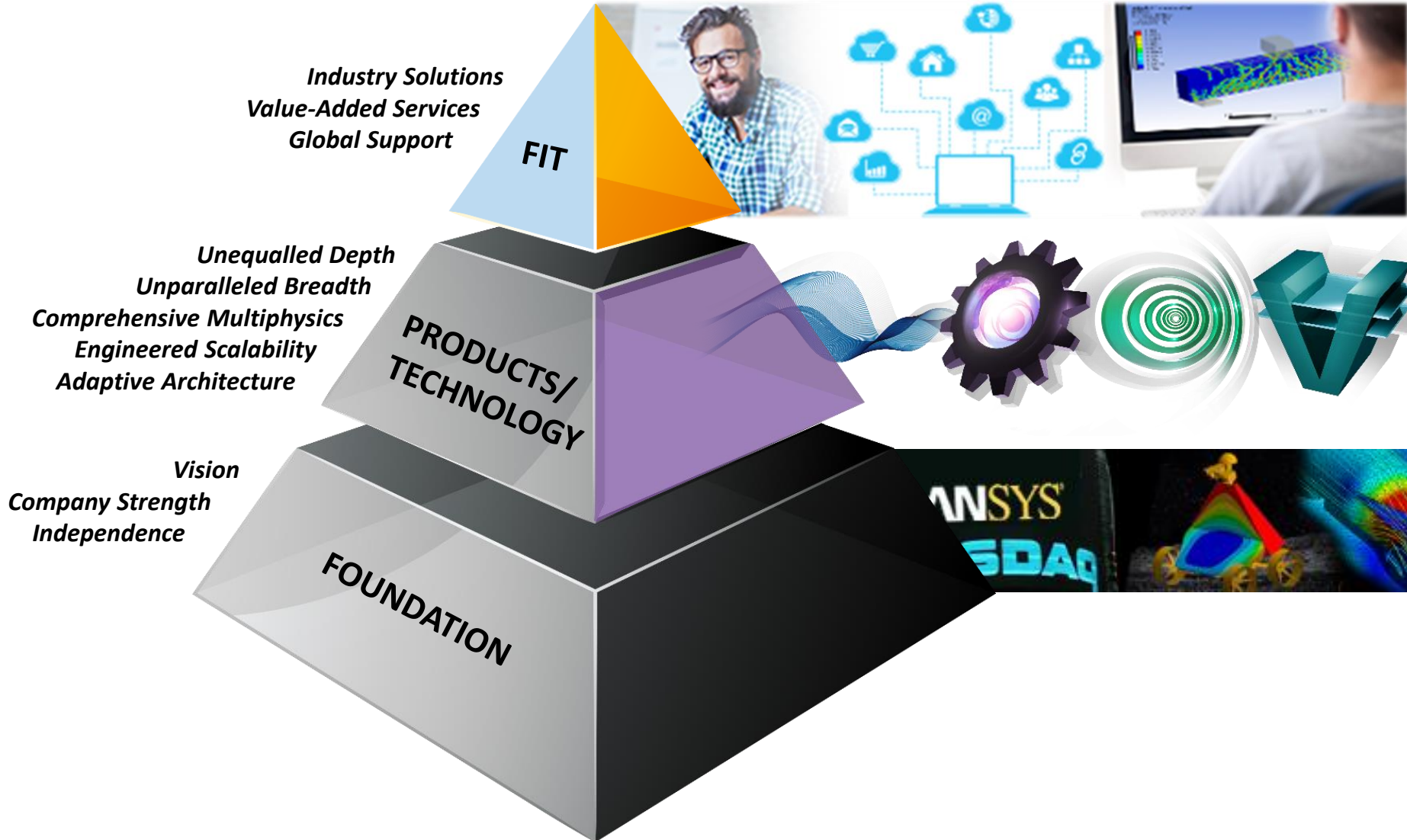
Share Repurchases Over Time



ANSYS: Well Positioned For Continued Value Creation

- Unique customer value proposition
- Innovation leader focused on engineering simulation
- Investing in future growth: people, marketing initiatives, infrastructure
- Large and growing market opportunity
- Capitalizing on key global trends in engineering and compute environments (increased power and capacity)
- Broad customer base of leaders in their field
- Diverse portfolio across industries and geographies
- Proven financial track record
- Solid balance sheet

ANSYS: The Engineering Simulation Standard



Reconciliation Of Non-GAAP

ANSYS, INC. AND SUBSIDIARIES
Reconciliation of Non-GAAP Measures
For the three months ended June 30, 2015
(in millions, except per share data)
(unaudited)

	As Reported	Adjustments	Non-GAAP Results
Total revenue	\$235.5	\$0.4 (1)	\$235.9
Operating income	\$86.5	\$24.5(2)	\$111.0
Operating profit margin	36.7%		47.1%
Net income	\$62.3	\$15.8 (3)	\$78.1
EPS – diluted	\$0.68		\$0.85
Weighted avg. shares-diluted	91.7		91.7

- (1) Amount represents the revenue not reported during the period as a result of the acquisition accounting adjustment associated with accounting for deferred revenue in business combinations.
- (2) Amount represents \$14.8 million of amortization expense associated with intangible assets acquired in business combinations, \$9.0 million charge for stock-based compensation, and \$0.4 million adjustment to revenue as reflected in (1) above and \$0.3 million of transaction expenses related to business combinations.
- (3) Amount represents the impact of the adjustments to operating income referred to in (2) above, adjusted for the related income tax impact of \$8.7 million.

For More Information, Contact:



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