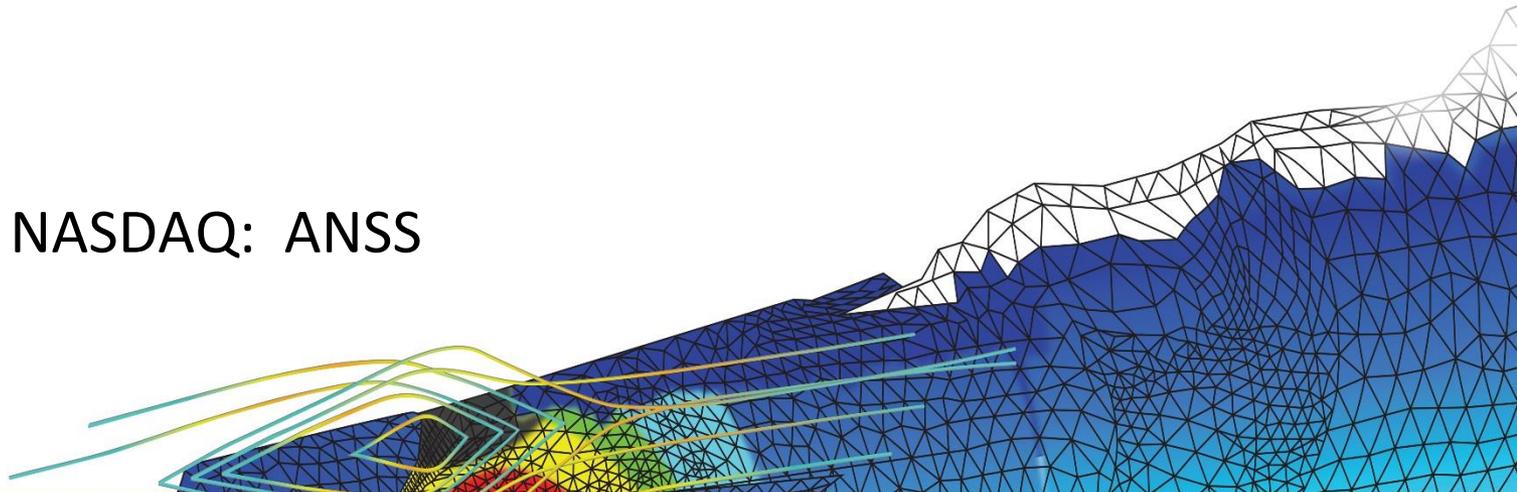




# Q4 & FY 2015 Investor Presentation

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.

# World Leader In Engineering Simulation Software

## 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

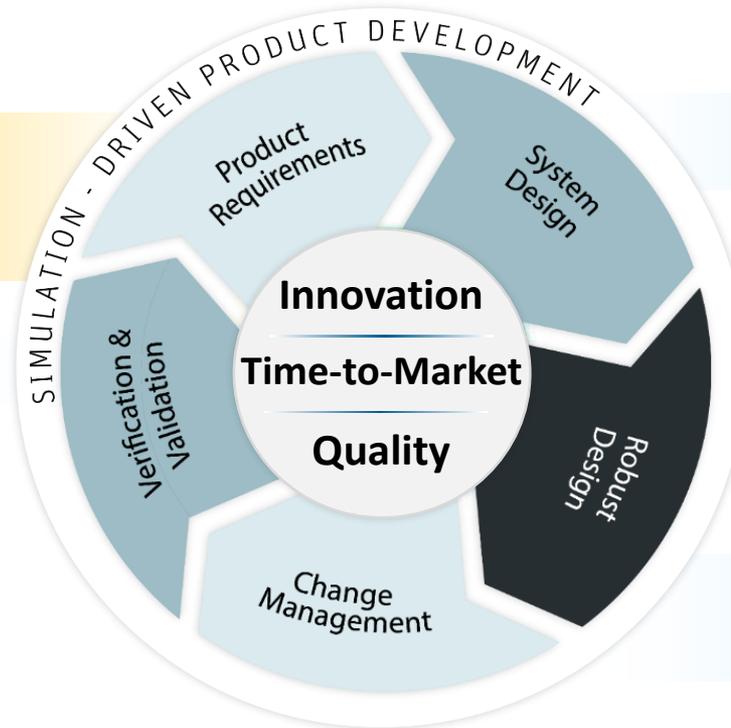
- Simulation still relatively early in the adoption cycle
- Increasing complexity of systems and “smart” products
- Evolution of the “Internet of Things”



# 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

Virtual  
Prototyping

Advanced  
Technologies

Span Organizational  
and Geographic Silos

Simulation Analytics  
“Big Data”

Knowledge  
Management

Industrial Internet  
“Internet of Things”

Democratize  
Simulation

Process Automation

Enable Best Practices

High Performance  
Computing

**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



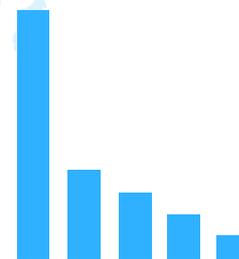
## PROVEN

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

## INDEPENDENT

Long-term financial stability  
CAD agnostic

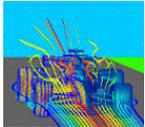
## LARGEST



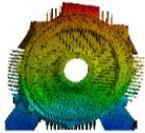
**3x** The size of our nearest competitor

# Our Industry Reach and Solution Offerings

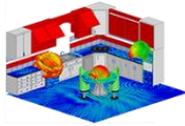
## Leading Disciplines



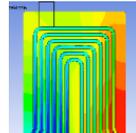
Fluids



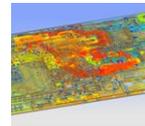
Structures



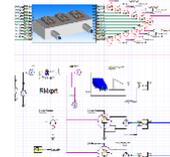
Electromagnetics



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

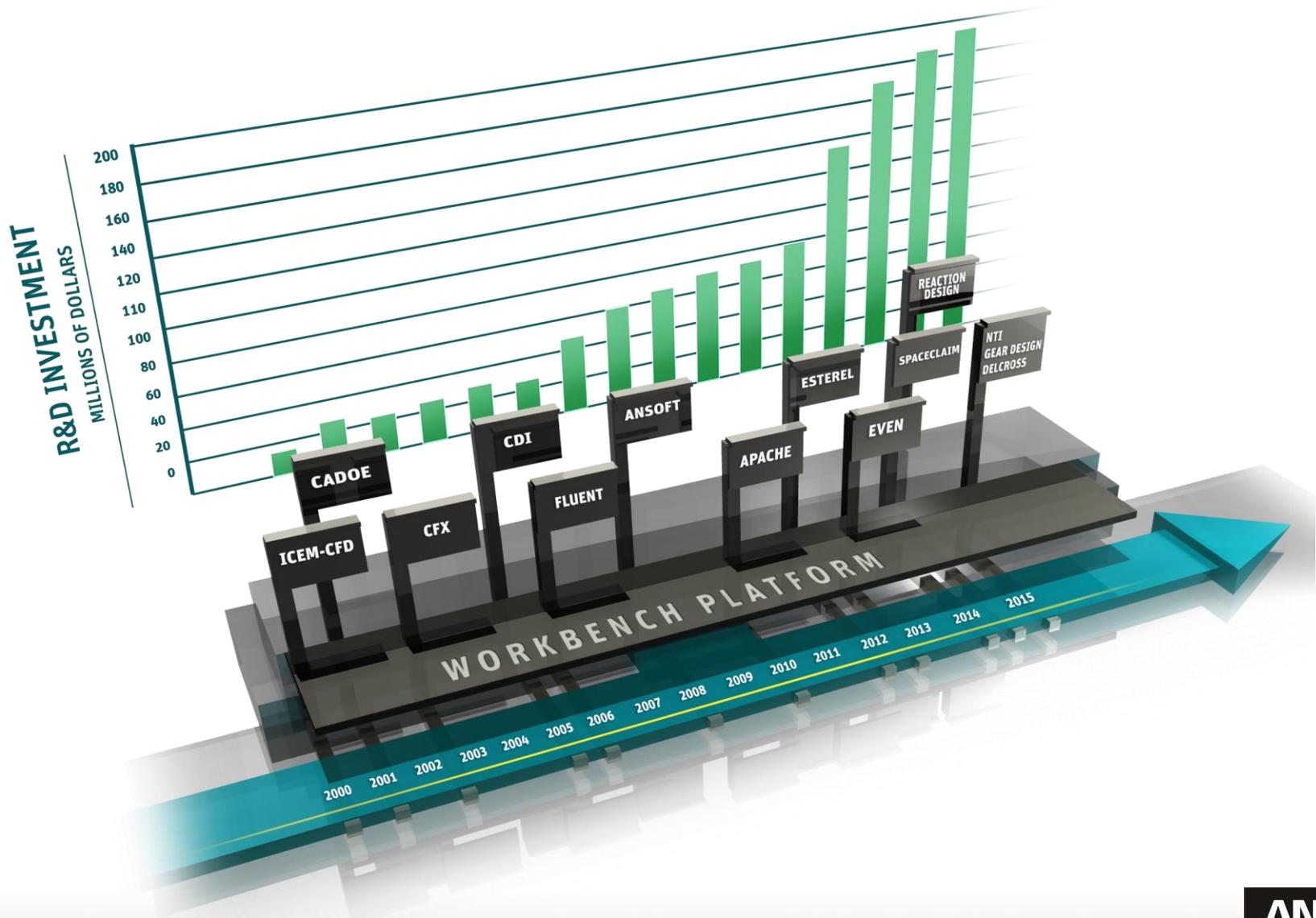


Electronics



Healthcare

# ...and financial commitment to deliver value



# Simulating The Future

## BloombergBusinessweek Technology

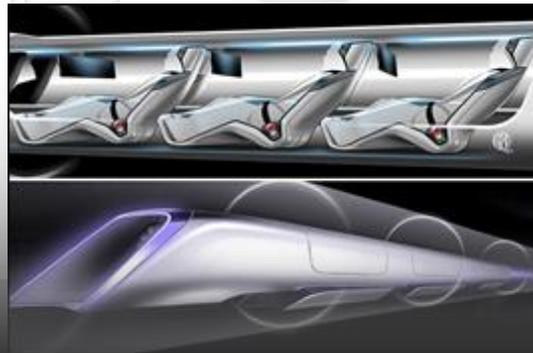
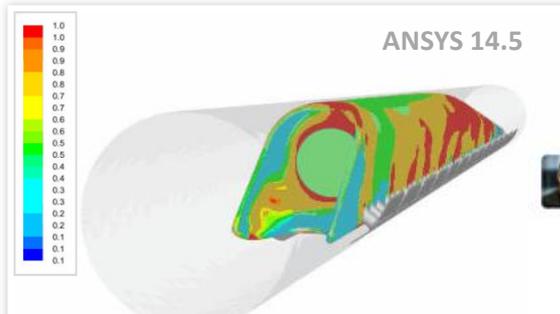
### Elon Musk's Hyperloop Will Work, Says Some Very Smart Software

By Nathan Vandenbroucke | September 18, 2015



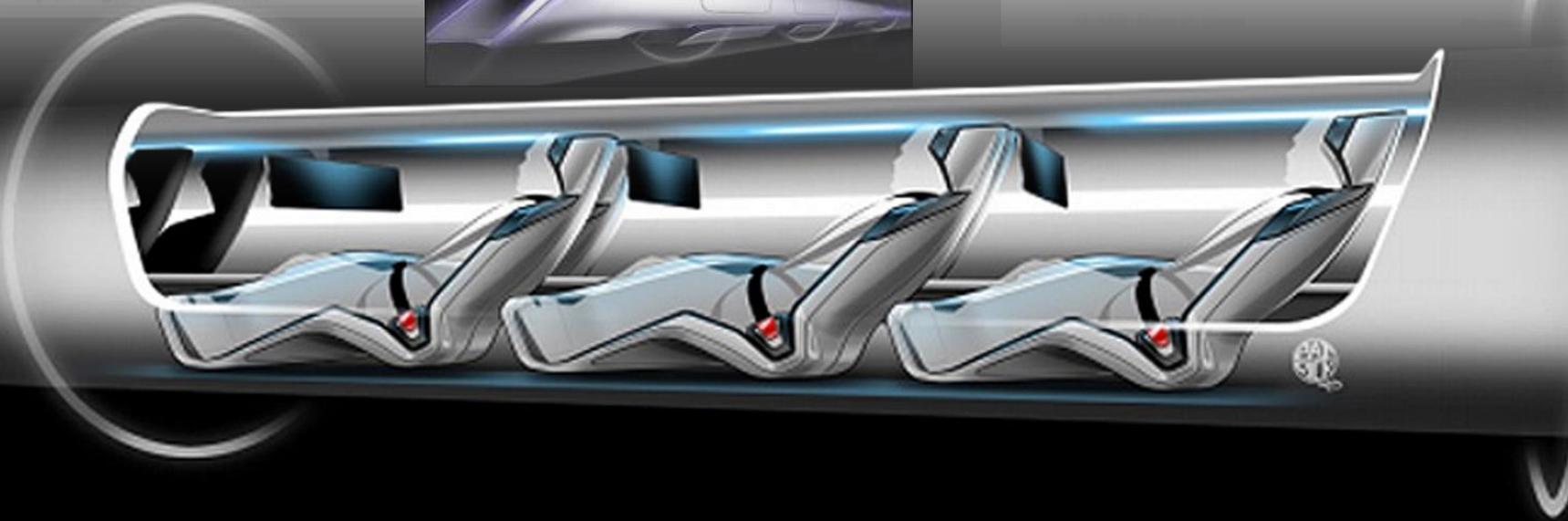
When Elon Musk revealed the Hyperloop back in August, his critics were quick to scoff at his proposal for a new, superfast mode of transportation. A number of people derided Musk's white paper as cartoonish and vague. Musk vowed to prove the naysayers wrong by building an actual physical prototype, but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

Meanwhile, some evidence has just appeared that shows Musk may indeed be onto something. Ansys (ANYS), a maker of very high-end simulation software used to design planes, trains, automobiles and all manner of other things, has fed the Hyperloop specifications into a computer and come away impressed. "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 solid idea."



**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...](http://nbcnews.com/technology/hyp...)  
Hide summary Reply CS Retweet Favorite Buffer 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.onNBCNews.com)  
542 308  
Facebook Twitter LinkedIn YouTube Instagram



# Industry-Leading Customers

Aerospace/  
Defense



BAE SYSTEMS



Industrial  
Equipment

SIEMENS



ABB

ALSTOM

VOLVO



Hi-Tech  
Electronics



HITACHI

DELL

Panasonic

ERICSSON

Automotive



BOSCH



DAIMLER



Energy



Technip



Consumer  
Products

Nestlé



P&G

Canon

speedo



Biomed



ThermoFisher  
SCIENTIFIC



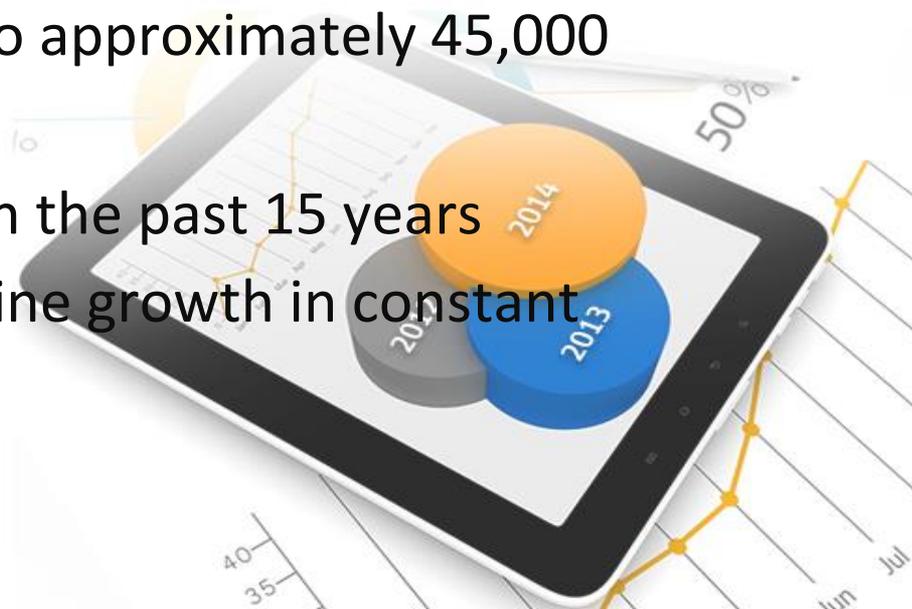
PHILIPS



# History Of Performance

## Track record of strong and consistent execution

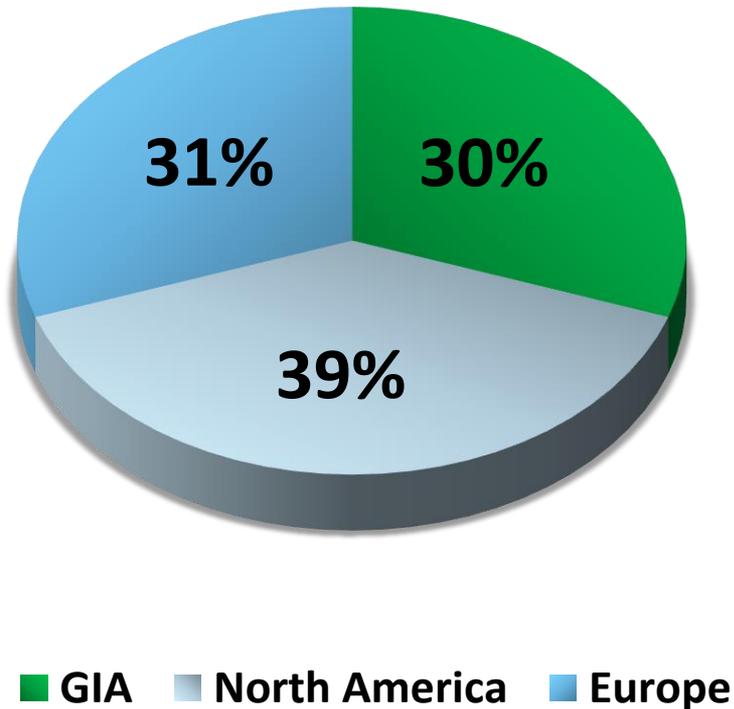
- Released ANSYS®17.0 in January 2016; ANSYS®16.1 in May 2015 and ANSYS®16.2 in August 2015 – delivering major enhancements across the Company’s entire product portfolio
- Grown the customer base to approximately 45,000 logoed companies
- Increased revenue 13 fold in the past 15 years
- Driving to double digit top line growth in constant currency
- Industry leading margins



# Diversified Revenue Model

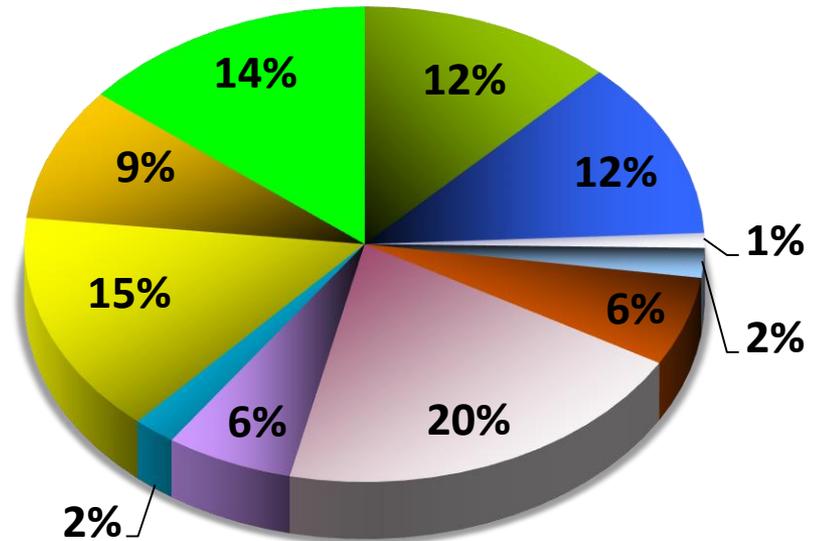
Revenue by Geography\*

2015



Sales by Industry\*\*

2015



- Automotive
- Aerospace & Defense
- Construction
- Consumer Products
- Academic
- Electronics
- Energy
- Bio-Med
- Industrial Equipment
- Materials & Chemical
- Semiconductors

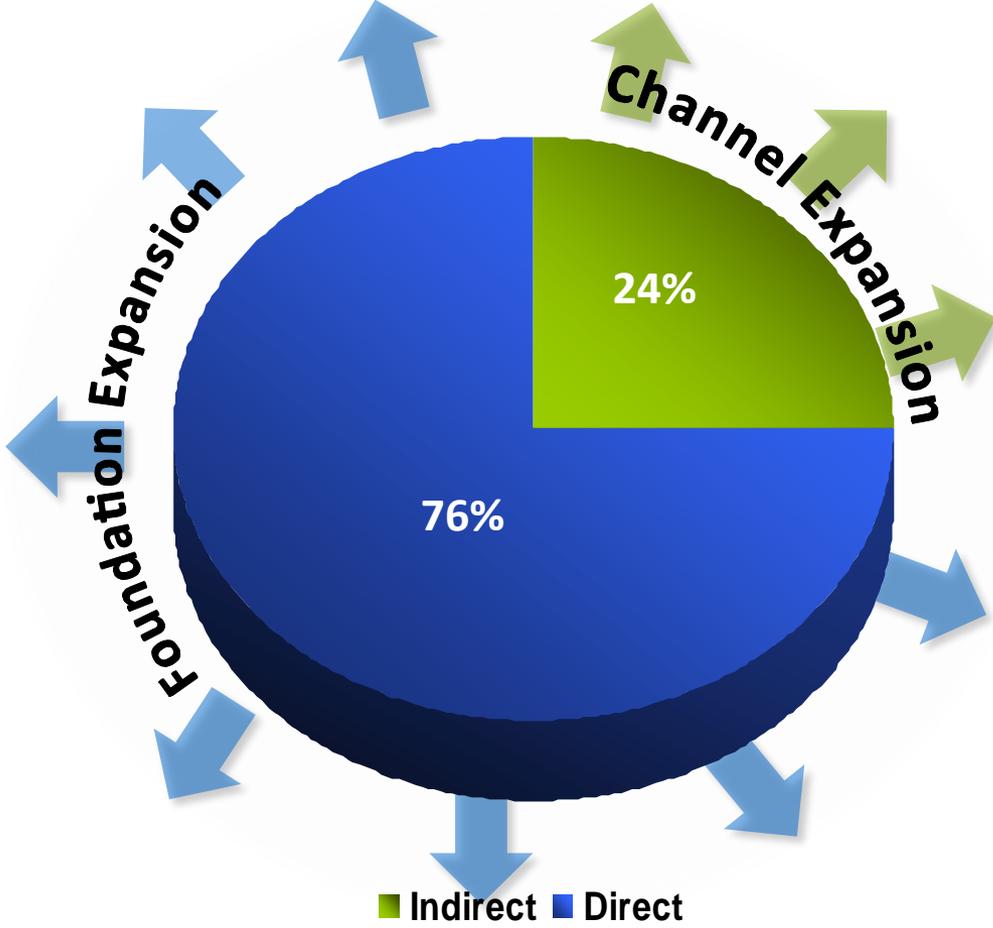
\* Non-GAAP

(Unaudited)\*\*

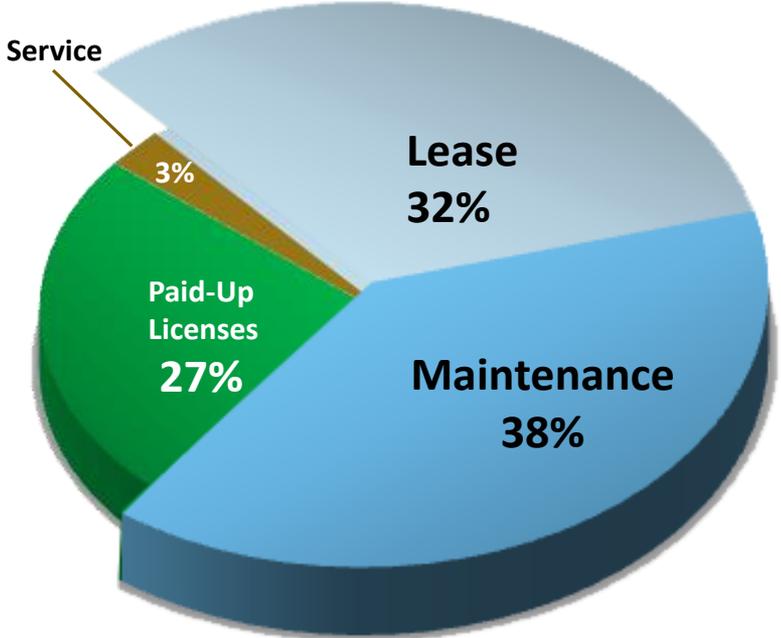


# Revenue Distribution

Q4 & FY 2015  
Revenue Distribution



Q4 2015  
Revenue Streams



Recurring Revenue = 70%

# Significant And Sustainable Growth Opportunities

## Three Dimensions of Growth Opportunity

### Increase number of users

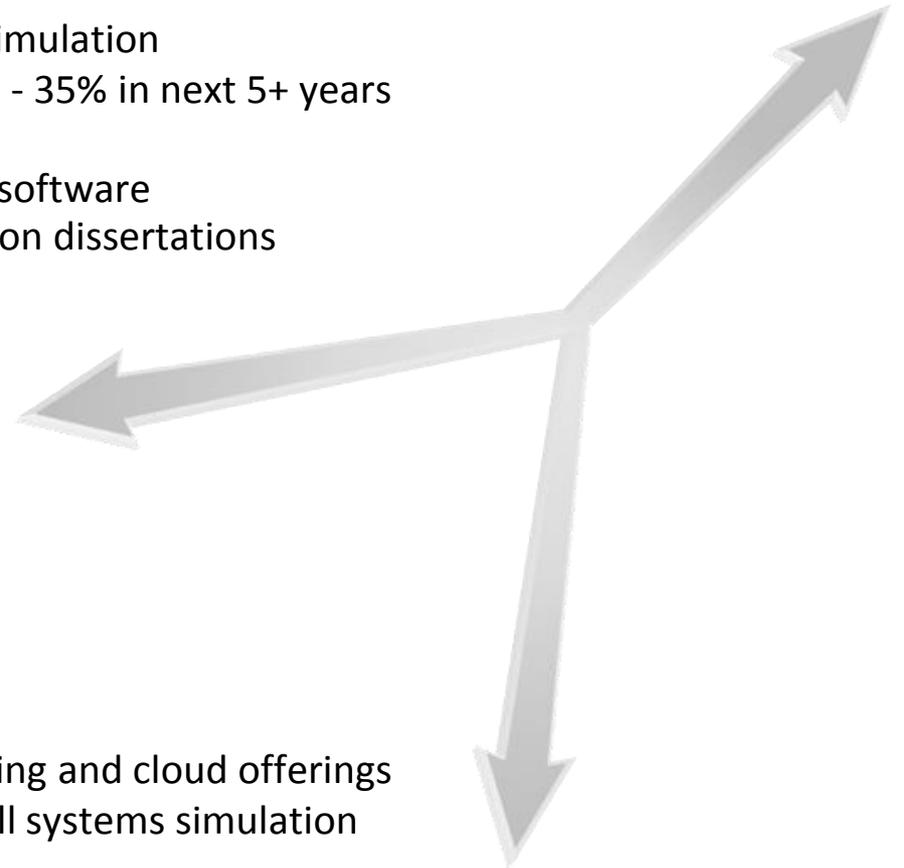
- <<10% of engineers in existing accounts use simulation
- Potential penetration rate may approach 30% - 35% in next 5+ years
- Preparing new users for the future:
  - undergraduate students trained on ANSYS software
  - Doctoral candidates using ANSYS software on dissertations
- Non-traditional users

### •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 129,000 cores and growing
  - Complexity of Systems & IoT requires complete virtual testing
  - Moving into design stage of development – reaching new classifications of engineers (design, quality, safety, etc.)



# Significant And Sustainable Growth Opportunities

## 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

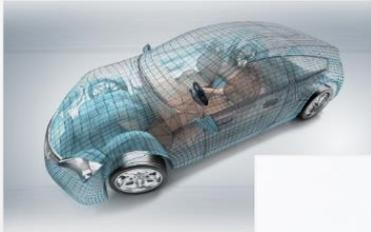
### •Increase intensity of usage

- 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

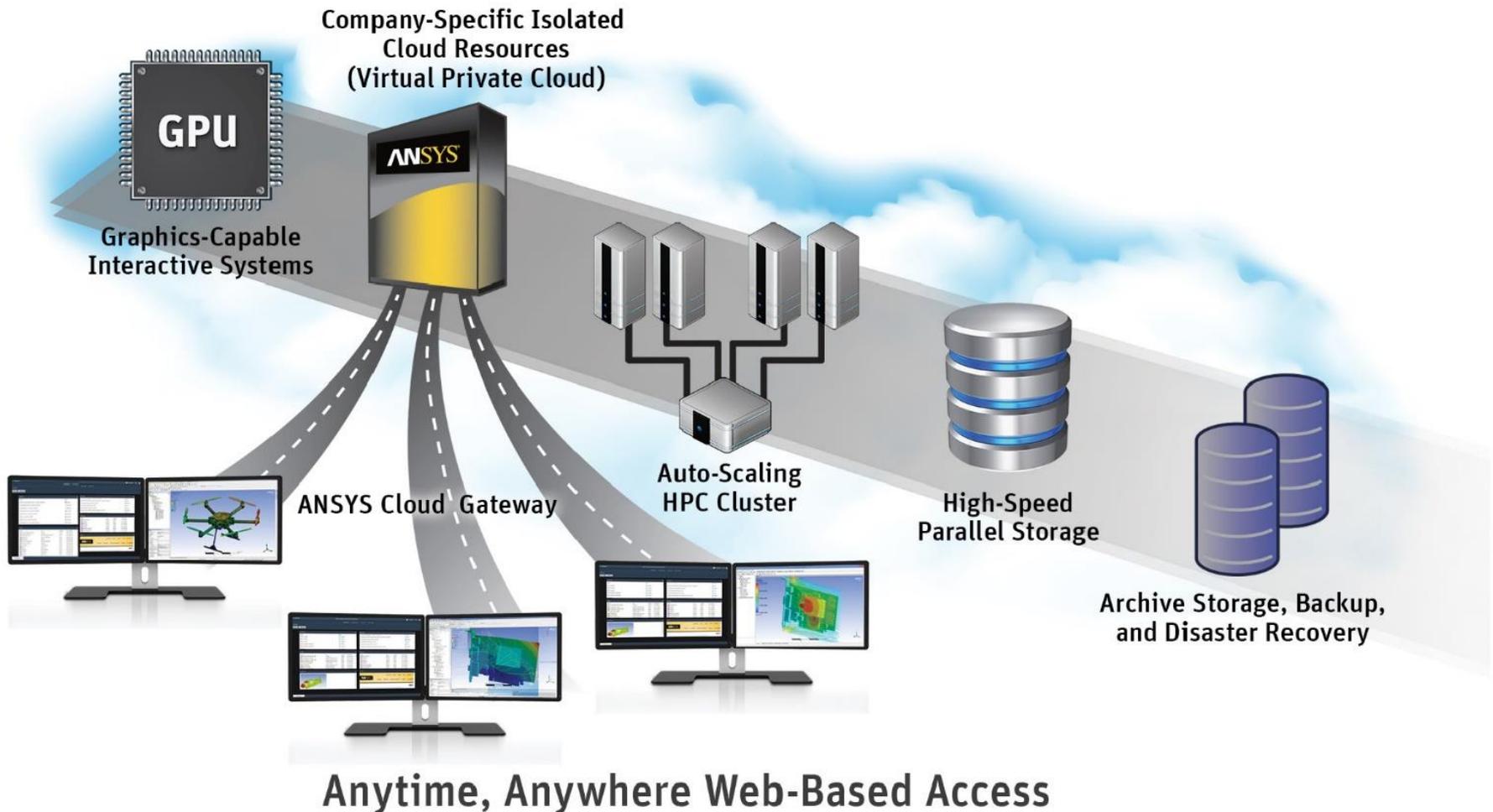


Additive  
Manufacturing



Big Data Analytics

# ANSYS Enterprise Cloud



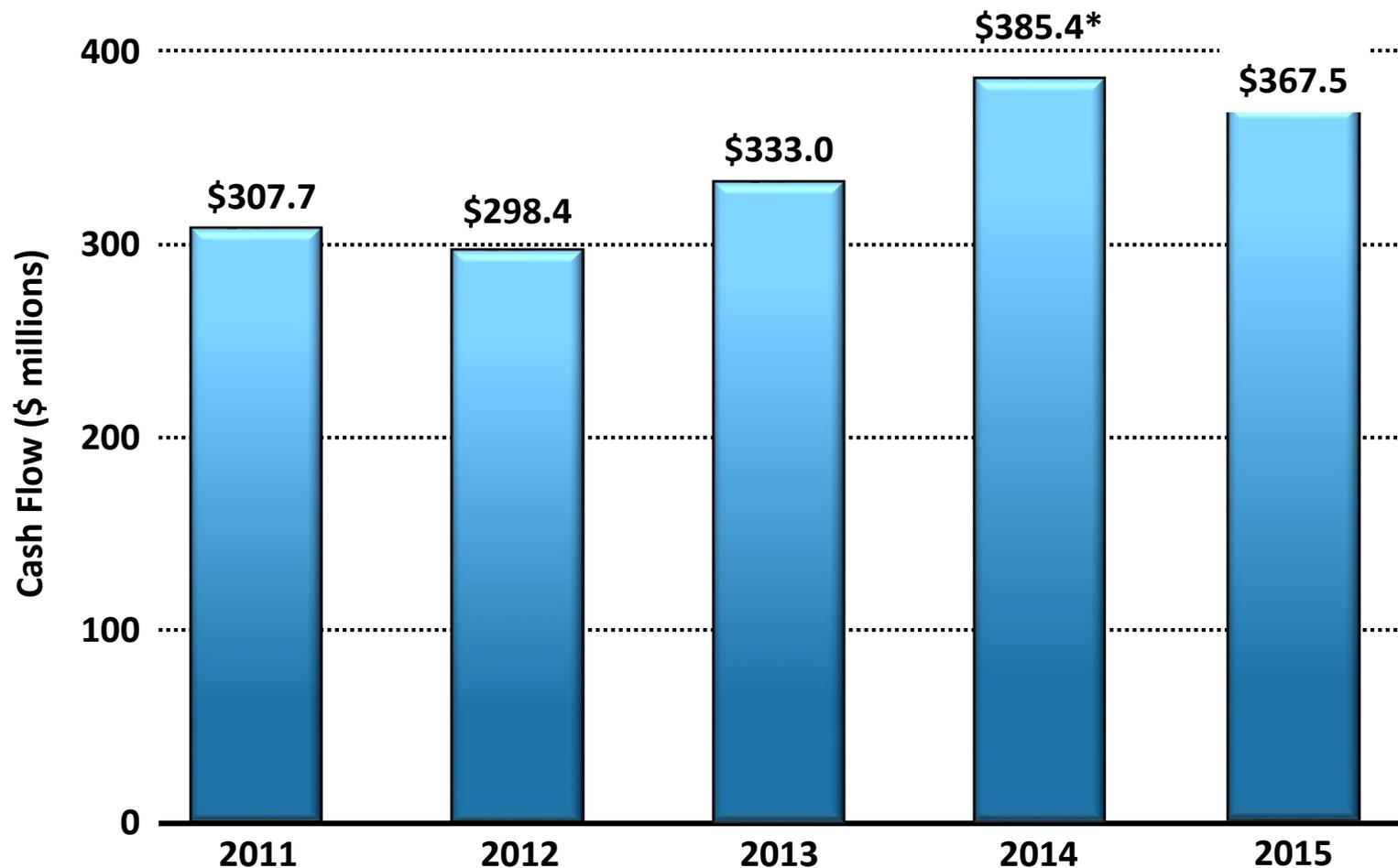
# Strong Financial Results

## 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 three times since November 2014, increasing pace of repurchase activity

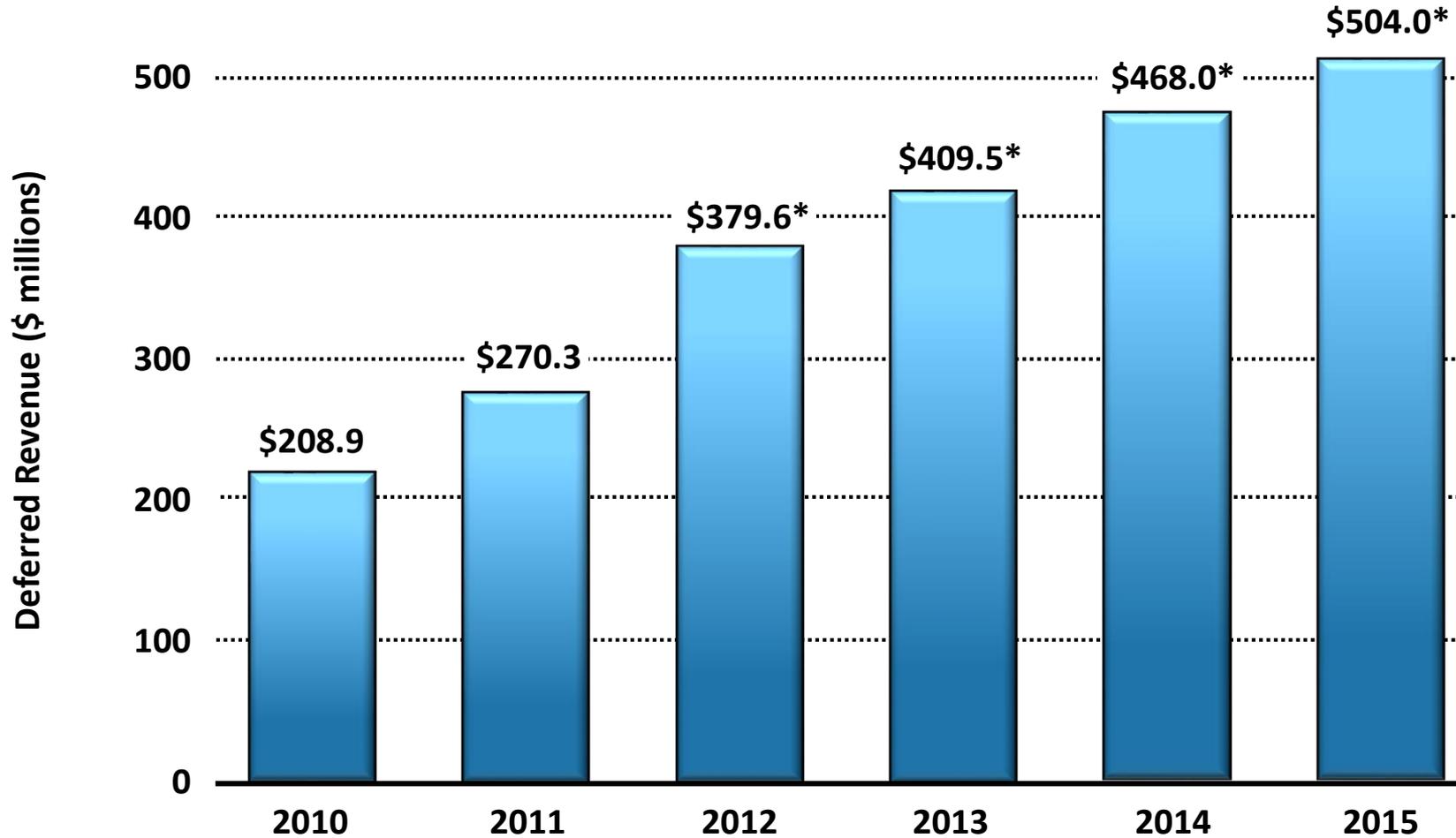


# Strong Cash Flows



\*Includes an income tax refund of approximately \$27 million in the first quarter of 2014 that did not recur in 2015.

# Building Deferred Revenue



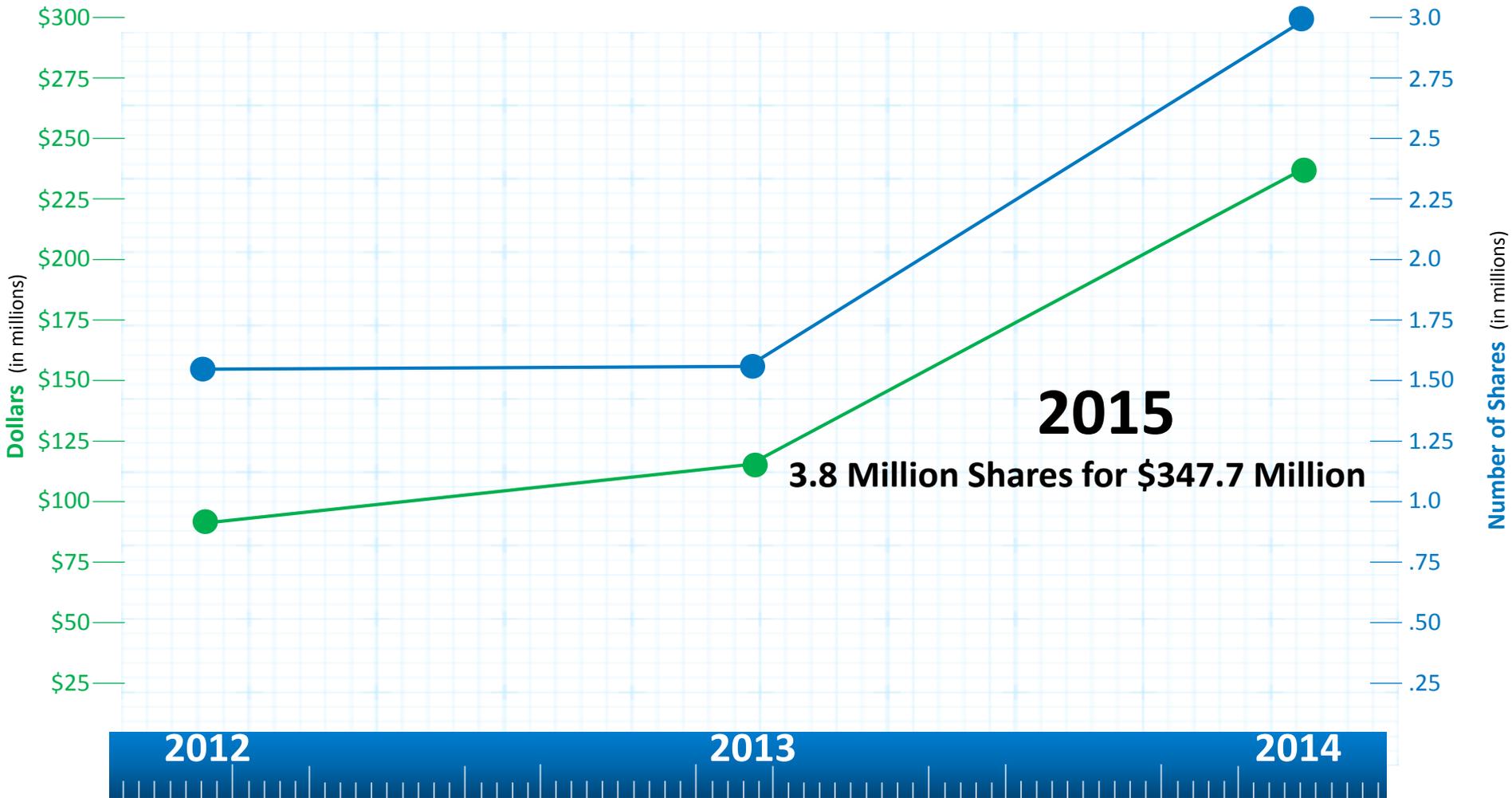
\*Includes long-term deferred revenue and backlog

# 2016 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**



# Share Repurchases Over Time

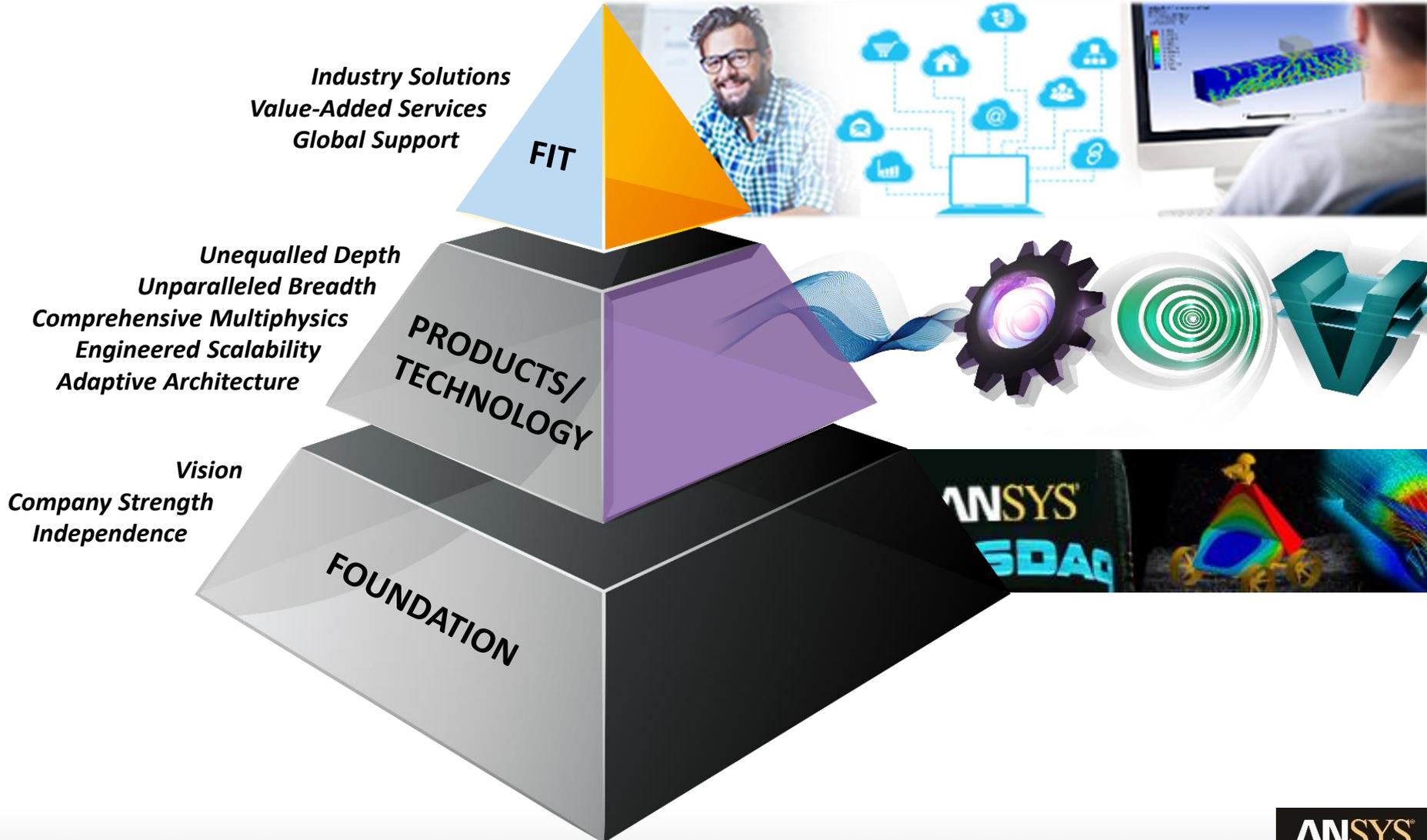


# ANSYS: Well Positioned For Continued Value Creation

- 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 December 31, 2015**  
(in millions, except per share data)  
(unaudited)

	As Reported	Adjustments	Non-GAAP Results
Total revenue	\$251.6	\$0.4 <sup>(1)</sup>	\$252.0
Operating income	\$96.9	\$22.8 <sup>(2)</sup>	\$119.7
Operating profit margin	38.5%		47.5%
Net income	\$68.0	\$14.4 <sup>(3)</sup>	\$82.4
EPS – diluted	\$0.75		\$0.91
Weighted avg. shares-diluted	90.5		90.5

- (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 \$14.2 million of amortization expense associated with intangible assets acquired in business combinations, \$8.2 million charge for stock-based compensation, and \$0.4 million adjustment to revenue as reflected in (1) above and \$0.4 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 \$8.4 million.

# Reconciliation Of Non-GAAP

**ANSYS, INC. AND SUBSIDIARIES**  
**Reconciliation of Non-GAAP Measures**  
**For the twelve months ended December 31, 2015**  
(in millions, except per share data)  
(unaudited)

	As Reported	Adjustments	Non-GAAP Results
Total revenue	\$942.8	\$1.7 <sup>(1)</sup>	\$944.5
Operating income	\$353.7	\$94.7 <sup>(2)</sup>	\$448.4
Operating profit margin	37.5%		47.5%
Net income	\$252.5	\$60.9 <sup>(3)</sup>	\$313.4
EPS – diluted	\$2.76		\$3.42
Weighted avg. shares-diluted	91.5		91.5

- (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 \$58.1 million of amortization expense associated with intangible assets acquired in business combinations, \$34.0 million charge for stock-based compensation, and \$1.7 million adjustment to revenue as reflected in (1) above and \$0.8 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 \$33.8 million.



## For More Information, Contact:

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Global Investor Relations Officer  
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Website: [www.ansys.com](http://www.ansys.com)

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