

# Innovation through pervasive engineering simulation

Investor presentation

Baird Global Consumer, Technology & Services Conference

June 10, 2021

NASDAQ: ANSS



# Cautionary statement regarding forward-looking and non-GAAP financial information

This presentation contains forward-looking statements within the meaning of the Private Securities Litigation Reform Act of 1995. Forward-looking statements are statements that provide current expectations or forecasts of future events based on certain assumptions. Forward-looking statements are subject to risks, uncertainties, and factors relating to our business which could cause our actual results to differ materially from the expectations expressed in or implied by such forward-looking statements. Many of these risks, uncertainties, and factors are currently amplified by, and may continue to be amplified by, the COVID-19 pandemic.

Forward-looking statements use words such as “anticipate,” “believe,” “could,” “estimate,” “expect,” “forecast,” “intend,” “likely,” “may,” “outlook,” “plan,” “predict,” “project,” “should,” “target,” or other words of similar meaning. Forward-looking statements include those about market opportunity, including our total addressable market. We caution readers not to place undue reliance upon any such forward-looking statements, which speak only as of the date they are made. We undertake no obligation to update forward-looking statements, whether as a result of new information, future events or otherwise.

The following risks, among others, could cause actual results to differ materially from those described in any forward-looking statements:

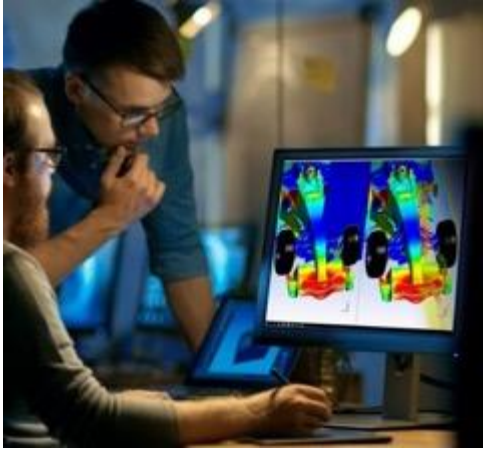
- current and potential future impacts of the COVID-19 pandemic on the global economy and our business, and consolidated financial statements; adverse changes in global economic and/or political conditions; and political, economic, regulatory and public health and safety risks and uncertainties in the countries and regions in which we operate;
- declines in our customers’ businesses resulting in adverse changes in procurement patterns; disruptions in accounts receivable and cash flow due to customers’ liquidity challenges and commercial deterioration; uncertainties regarding demand for our products and services in the future and our customers’ acceptance of new products; and delays or declines in anticipated sales due to reduced or altered sales and marketing interactions with customers;
- impacts from tariffs, trade sanctions, export license requirements or other trade barriers; disruptions in the global economy and financial markets that may limit or delay availability of credit under existing or new credit facilities, or that may limit our ability to obtain credit or financing on acceptable terms or at all; and the effect of changes in currency exchange rates or interest rates;
- our ability to protect our proprietary technology; cybersecurity threats or other security breaches, including in relation to an increased level of our activity that is occurring from remote global off-site locations; and disclosure and misuse of employee or customer data whether as a result of a cybersecurity incident or otherwise;
- the quality of our products, including the strength of features, functionality and integrated multi-physics capabilities; our ability to develop and market new products to address the industry’s rapidly changing technology; failures or errors in our products and services; and increased pricing pressure as a result of the competitive environment in which we operate;
- plans for future capital spending; the extent of corporate benefits from such spending including with respect to customer relationship management; and higher than anticipated costs for research and development or slowdown in our research and development activities;

# Cautionary statement regarding forward-looking and non-GAAP financial information

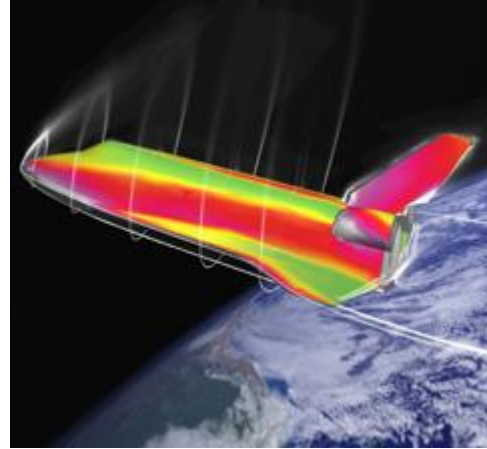
- investments in complementary companies, products, services and technologies; our ability to complete and successfully integrate our acquisitions and realize the financial and business benefits of the transactions; and the impact indebtedness incurred in connection with any acquisition could have on our operations;
- investments in global sales and marketing organizations and global business infrastructure; and dependence on our channel partners for the distribution of our products;
- our ability to recruit and retain key personnel including any delays in recruitment caused by restrictions on travel and in person interactions; and the absence of key personnel or teams due to illness or recuperation;
- increased volatility in our revenue due to the timing, duration and value of multi-year lease contracts; our reliance on high renewal rates for annual lease and maintenance contracts; the volatility of our stock price; the potential variations in our sales forecasts compared to actual sales; and the uncertainty of estimates associated with the acquisition accounting treatment of deferred revenue;
- operational disruptions generally or specifically in connection with transitions to and from remote work environments; and the failure of our technological infrastructure or those of the service providers upon whom we rely including for infrastructure and cloud services;
- our and our channel partners' ability to comply with laws and regulations in relevant jurisdictions; the outcome of contingencies, including legal proceedings, government or regulatory investigations and service tax audit cases;
- uncertainty regarding income tax estimates in the jurisdictions in which we operate; and the effect of changes in tax laws and regulations in the jurisdictions in which we operate;
- and other risks and uncertainties described in our reports filed from time to time with the Securities and Exchange Commission.

We may include non-GAAP financial information in this presentation. Reconciliations for such financial information may be found in materials on our corporate website and in our SEC filings. This information supplements our GAAP results and should not be viewed in isolation from, or as a substitute for, GAAP results. We believe that this information and the related reconciliations may be useful to investors, analysts and others to help understand and evaluate our financial results, and with respect to adjusted metrics, because we believe they better reflect the ongoing financial results and trends of our businesses and increase comparability of period-to-period results.

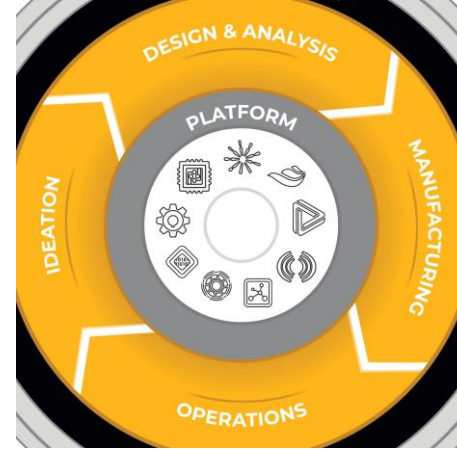
# / Well positioned in a growing market



**ANSYS IS THE  
SIMULATION  
MARKET LEADER**



**THE SIMULATION  
MARKET IS STRONG  
AND GROWING**



**OUR STRATEGY  
CAPITALIZES ON  
THIS GROWING  
MARKET**



**WE HAVE A  
PROVEN RECORD  
OF EXECUTION**

**/ A leader in the simulation market for 50 years**

**~2X** THE SIZE OF OUR  
NEAREST COMPETITOR

(CIMdata June 2020 Report)\*

**#1** IN  
SIMULATION

**FOCUSED**  
SIMULATION IS ALL WE DO

**PROVEN**  
TECHNICAL CAPABILITIES

**PRODUCT HIGHLIGHTS:**

- LS-DYNA SOLVED BATTERY PACK MODEL WITH 28 TRILLION CALCULATED VARIABLES
- RTR SOLVER SHOWED 1000X+ SPEED UP TO SUPPORT AUTONOMOUS DRIVING
- REDHAWK-SC SOLVED POWER INTEGRITY MODEL ON CHIP WITH 2.6 TRILLION TRANSISTORS

**COMMITTED**  
OVERALL CUSTOMER SATISFACTION  
GLOBALLY (2020): 89%

THOUSANDS OF CUSTOMERS GLOBALLY

**CAPABLE**  
4,800 EMPLOYEES GLOBALLY \*\*

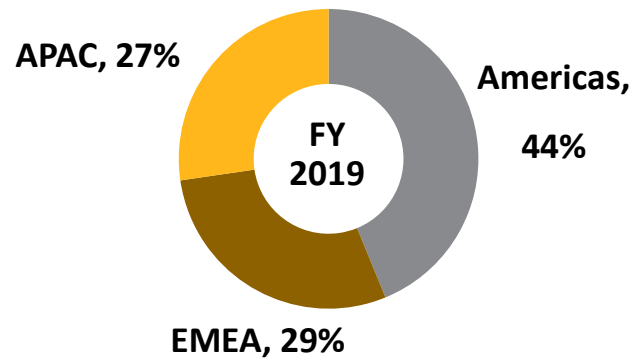
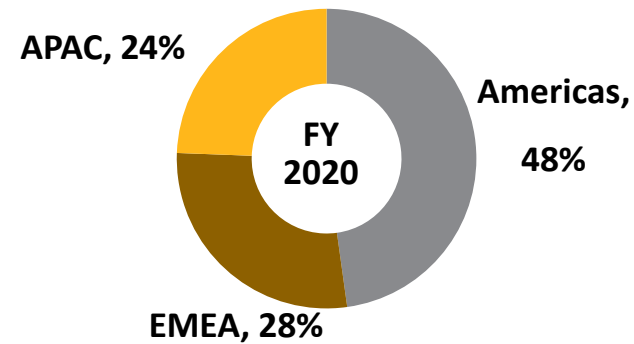
85 ANSYS OFFICES\*\*  
>150 CHANNEL PARTNERS GLOBALLY\*\*

ConfirmIT source of customer satisfaction results. \*Excludes MathWorks due to differences in product portfolio. RTR abbreviation for real-time radar. \*\* Metrics as of 3/31/2021

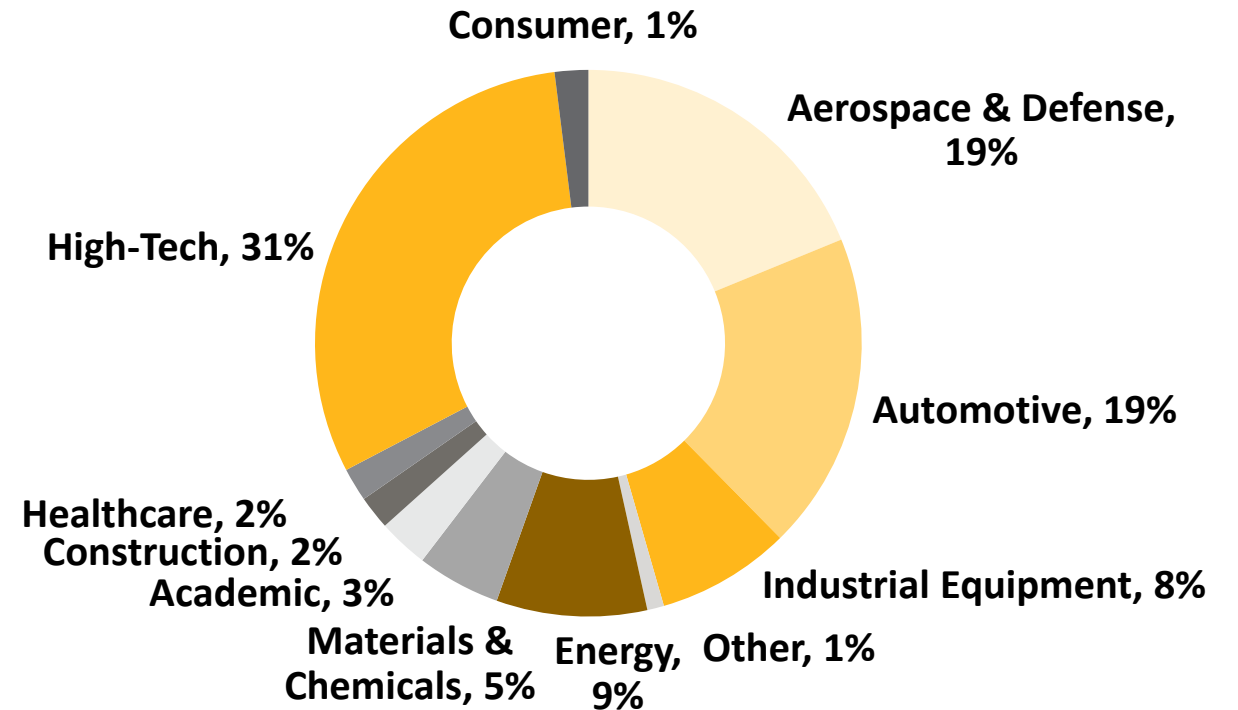


# Diverse customer base

## Non-GAAP revenue by geography



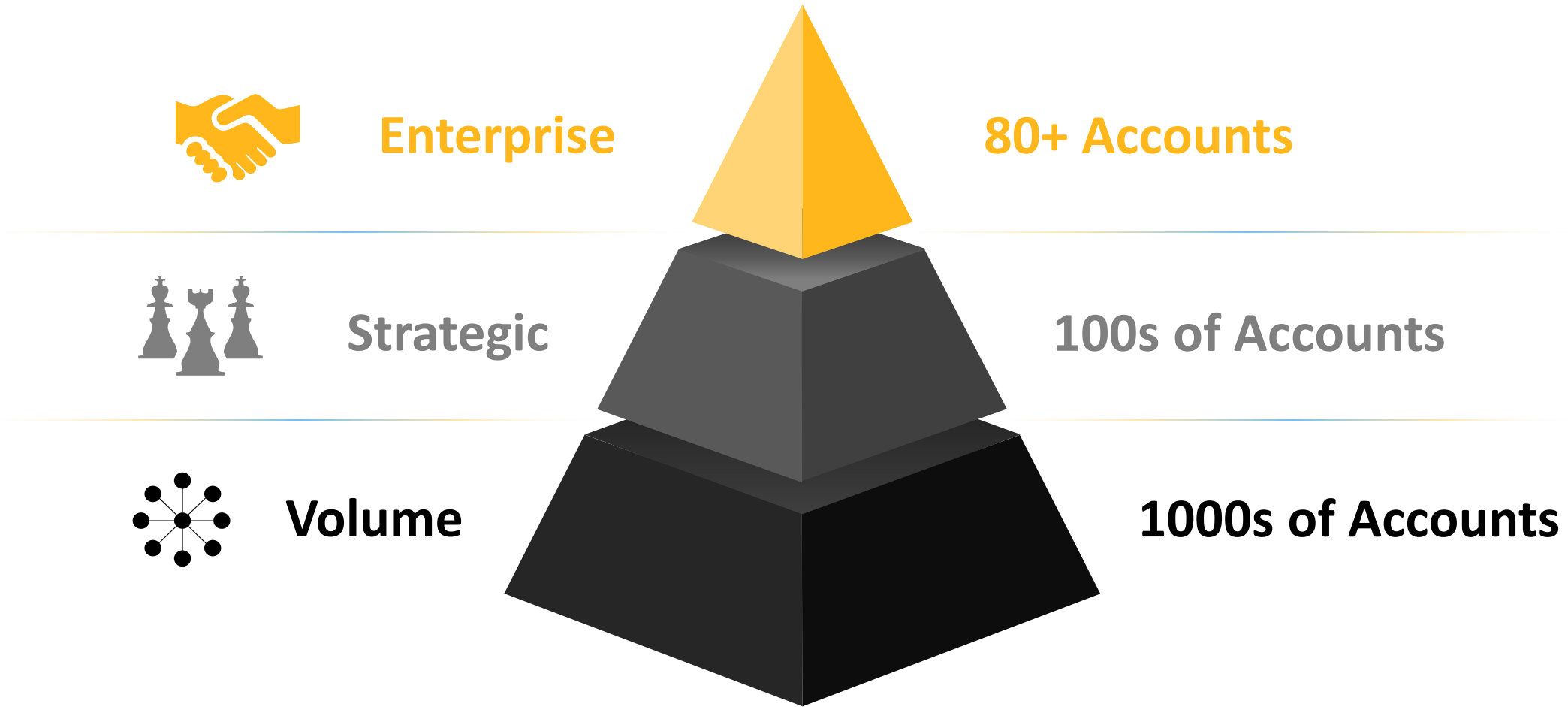
## FY 2020 trailing twelve-month ACV by industry



# World-class companies leveraging our platform

# / Go-to-market strategy creating customer success

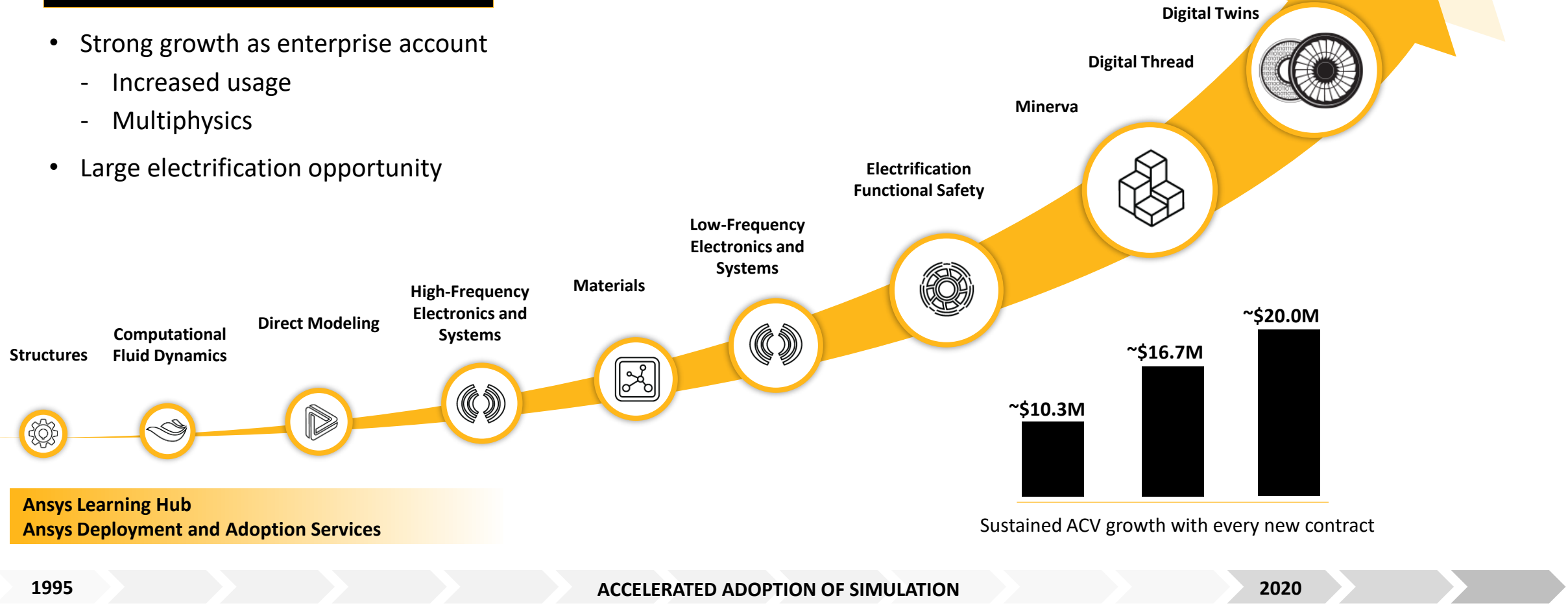




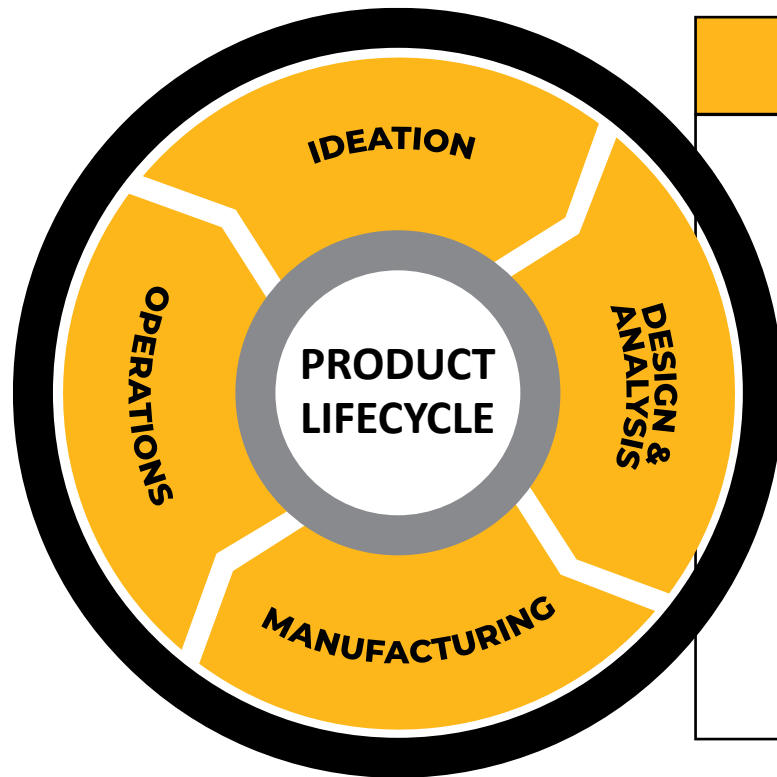
# Growing customer lifetime value

## U.S. multinational case example

- Strong growth as enterprise account
  - Increased usage
  - Multiphysics
- Large electrification opportunity



# Ansys' simulation provides customers top-line growth and bottom-line savings



## Simulation impact

- Rapid innovation
- Lower cycle time
- Reduced risks
- Increased quality
- Manage complexity

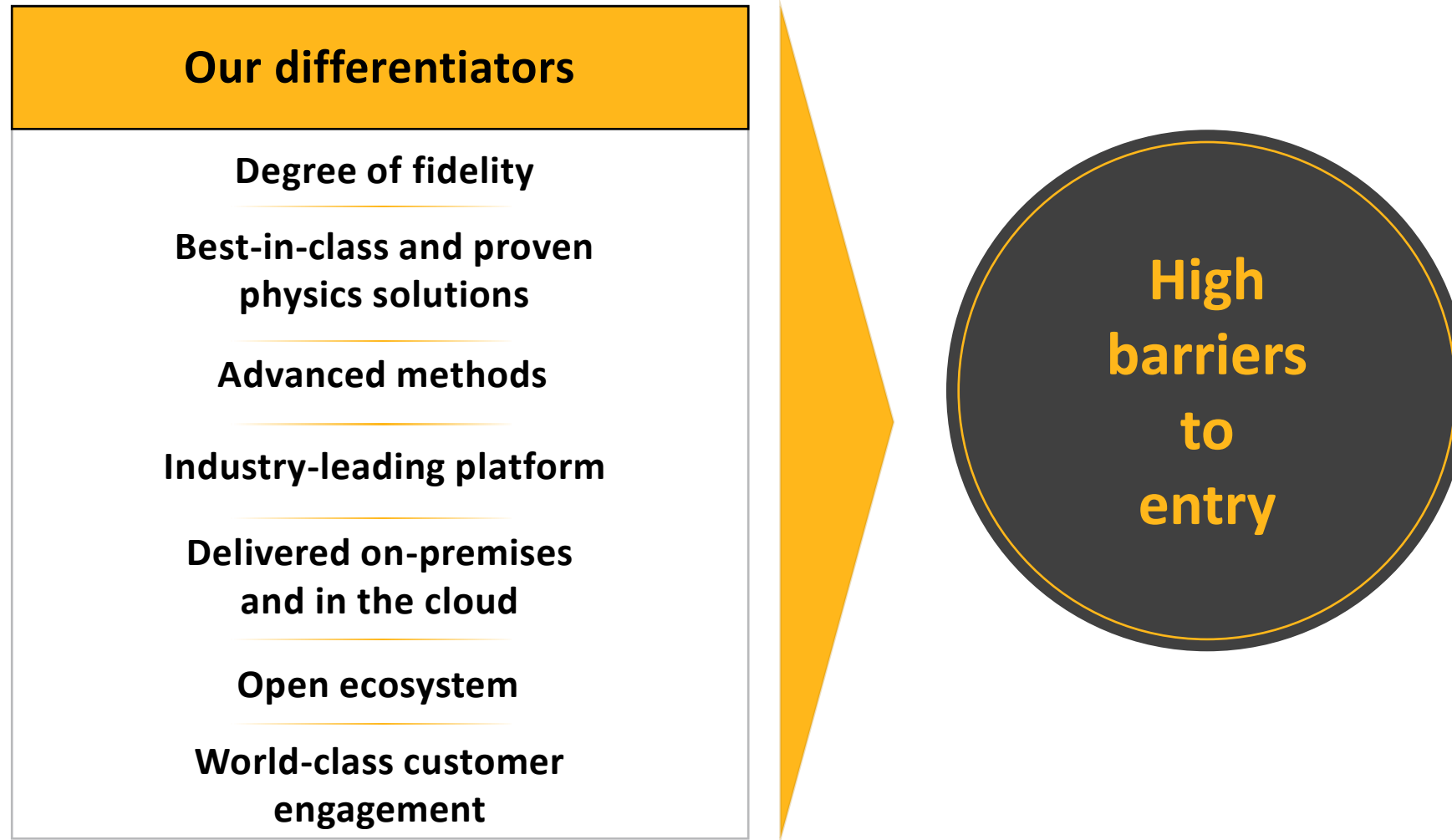
## Revenue growth

- Offer more products
- Launch right products
- Faster time to market

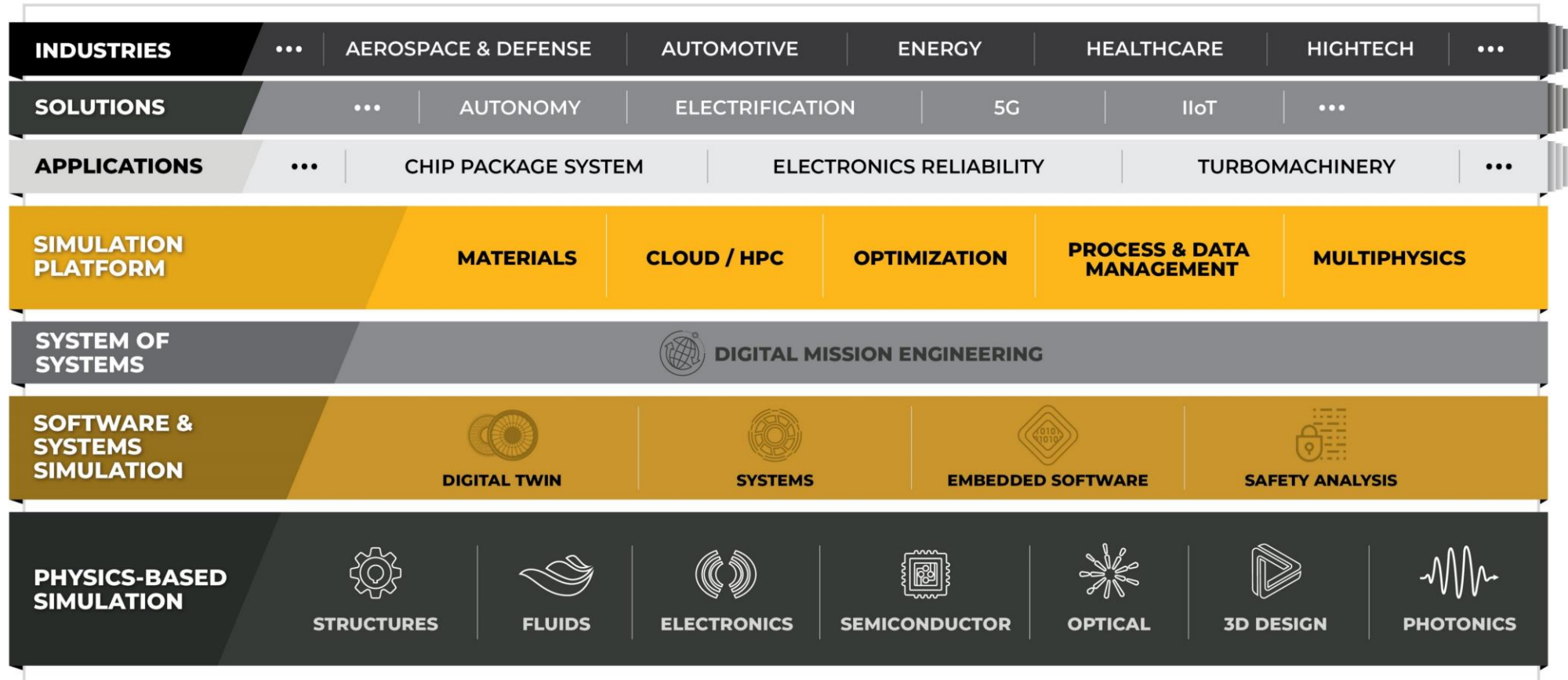
## Cost savings

- Improved R&D efficiency
- Fewer physical prototypes
- Lower warranty costs

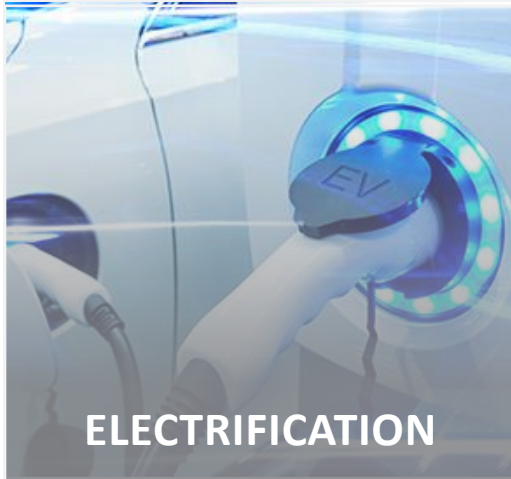
# Strong customer trust creating high barriers to entry



# / Ansys offers the only true simulation platform



# Emerging high-growth solutions: cross-industry trends will accelerate growth



**Play to our strengths**

**Disruptive market opportunities**

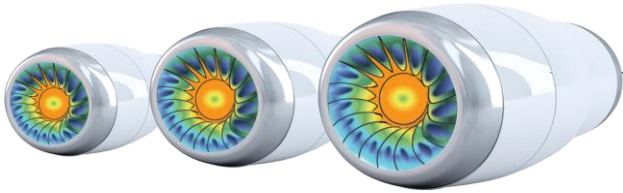
**Large – and growing –  
customer investment**

**Unprecedented product complexity**

**Requires extensive use  
of simulation**

# New adjacencies: drive simulation across the entire product lifecycle

## DIGITAL TWINS



Ansys Twin Builder – 2018



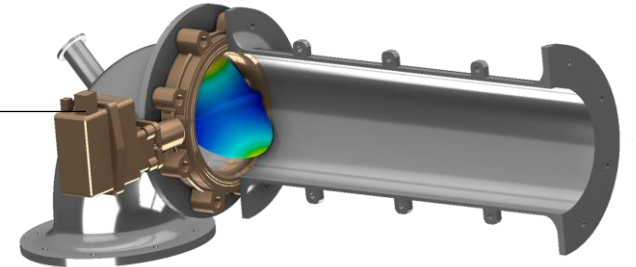
IDEATION

OPERATIONS

DESIGN & ANALYSIS

MANUFACTURING

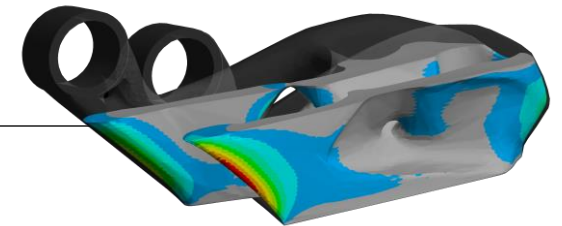
## DIGITAL EXPLORATION



Ansys Discovery Live – 2018  
Creo Simulation Live – 2019  
Creo Ansys Simulation – 2020



## ADDITIVE MANUFACTURING



Ansys Additive Suite – 2018





# Continued delivery on strategy through disciplined execution

- 1 Reinforce and extend leadership in the core
- 2 Capture upside in high-potential adjacencies
- 3 Programmatically pursue strategic acquisitions
- 4 Forge partnerships to embed Ansys into other ecosystems
- 5 Build a winning culture with a commitment to ESG (based on people, planet, practices, and product)



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