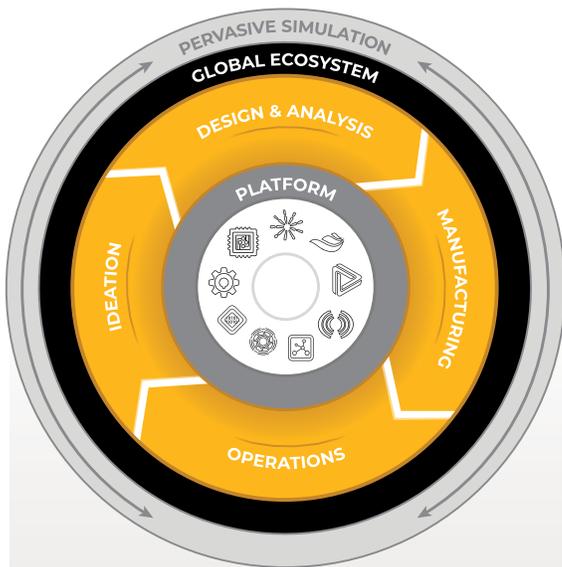




# EXECUTING OUR PERVASIVE ENGINEERING SIMULATION STRATEGY



- Integration across all physics on a single open platform
- And the injection of simulation into partner ecosystems



**Ajei Gopal**  
President and  
Chief Executive Officer

"Q2 was a very strong quarter for Ansys, highlighted by both the largest deal in our 50-year history as well as our largest sales agreement for new business. We delivered revenue, operating margins and earnings that exceeded the high end of our financial guidance, demonstrating the strength and resilience of our business. These results also illustrate the close relationships we have built with our customers, which have enabled us to close a great deal of business remotely. In light of the pandemic, we have adapted our global operations to protect our employees' well-being, while still providing outstanding support to our customers around the world. To continue building demand for our products in the second half of 2020, we hosted Simulation World, the largest virtual simulation event ever held. That was quickly followed by our recent release of Ansys 2020 R2, with enhanced functionality and innovative technologies across our simulation portfolio. R2 also significantly upgrades our cloud and platform offerings, helping our customers to generate larger, more complex designs easier and faster than ever - even when working from home."



**Maria Shields**  
Senior Vice President  
and Chief Financial Officer

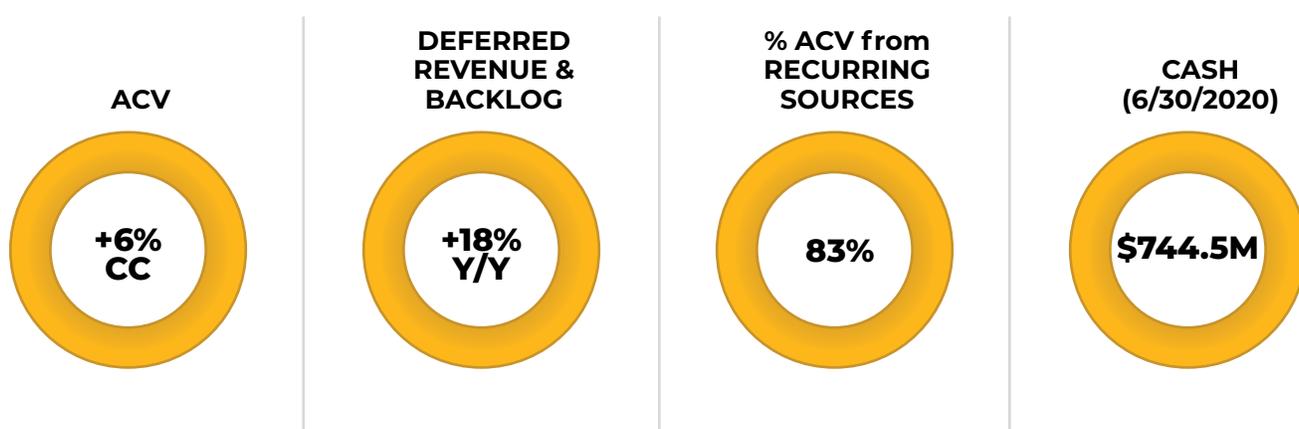
"Our continued focus and ability to adjust our execution against the real-time operating realities of the current business environment yielded strong financial results. These reflect the resiliency of both our business model and our team. Our stronger than expected revenue performance drove operating margins and earnings that were also above the high end of our guidance. Our financial results included growth in both ACV and operating cash flows, while revenue from recurring sources represented 83% of second quarter ACV. We also reported a record second quarter balance of deferred revenue and backlog of \$846 million, an increase of 18% over the second quarter of 2019. While we continue to plan for a challenging market environment in the near term, we remain confident that Ansys is very well positioned with a combination of a strong balance sheet, cash flow from operations and ample liquidity for our ongoing operations and to support future growth aspirations. As we look ahead into the second half of the year, we will continue to balance fiscal discipline with the need to continue to invest in our business to maintain our leadership and to pursue our strategy of making simulation pervasive."

## / Q2 2020 REPORTED RESULTS

	Revenue	Diluted EPS	Operating Margin
<b>GAAP</b>	\$385.7M	\$1.11	29.3%
<b>Non-GAAP</b>	\$389.7M	\$1.55	42.9%

ACV	Deferred Revenue & Backlog	Operating Cash Flow	Non-GAAP Lease & Maintenance Revenue
<b>\$344.4M</b>	\$846.5M	\$131.6M	\$320.4M

## / BUSINESS PERFORMANCE METRICS - Q2 2020



## / HIGHLIGHTS

- Closed the largest renewal lease and new business perpetual licenses in the company's history.
- We believe that our cash balance at the end of Q2, together with cash flow from operations and access to our \$500.0 million revolving credit facility, are well in excess of the cash required for our operations over the next twelve months.
- During Q2, we completed two releases: Ansys 2020 R2, with enhanced solving and collaboration capabilities and the new Ansys Discovery™, the first simulation-driven design tool to combine instant physics simulation, proven high-fidelity simulation, and interactive geometry modeling into a single design exploration application.
- Successfully hosted Ansys Simulation World and the 16th annual LS-DYNA user group. Available on demand [HERE](#).

## / FY 2020 GUIDANCE

	Revenue	Diluted EPS	Operating Margin	Tax Rate	CFO	ACV
GAAP	\$1,558.7 - \$1,633.7M	\$4.01 - \$4.70	26.0% - 29.5%	13.5% - 15.0%		
Non-GAAP	\$1,570.0 - \$1,645.0M	\$5.75 - \$6.35	40.0% - 42.0%	19.5%		
Other Metrics					\$435.0 - \$475.0M	\$1,520.0 - \$1,585.0M

This information is not intended as a full business or financial review and should be viewed in the context of all of the information made available by ANSYS, Inc. in its SEC filings. Reconciliations of non-GAAP financial metrics as well as information regarding factors that could cause future results to differ, possibly materially, from historical performance or from those anticipated in forward-looking statements can be found in the press release for Q2 2020 available at <https://investors.ansys.com>.