



**1. What did ANSYS announce today?**

ANSYS announced on July 11, 2017 that it has acquired Computational Engineering International, Inc. (CEI Inc.), the developer of a suite of products that helps engineers and scientists analyze, visualize and communicate their simulation data in practical and exciting ways. Traditionally this activity is known as post-processing, because the activity takes place after the solution phase.

**2. What does CEI do?**

Engineering simulation produces enormous amounts of data. EnSight, CEI's flagship product, is the premier solution for analyzing, visualizing and communicating that simulation data. By combining the largest set of features of any visualization tool on the market with exceptional performance on any size model, EnSight can help users make better decisions with their data, regardless of size and complexity of their simulations.

**3. Who is CEI used by? Who are CEI's customers?**

CEI's software is used by more than 750 companies around the world including most major automobile companies, major aircraft companies like Boeing, Airbus, Gulfstream and Embraer, and makers of jet engines around the world. EnSight's major markets are automotive, construction equipment, gas turbine engines, aerospace & defense, and energy exploration and production.

**4. What is driving change in the industry?**

Engineering simulation results are incredibly large data sets. Simulation's value lies in being able to effectively analyze and visualize these results to understand their implications – and to make engineering and business decisions based on them. By bringing together the world leader in engineering simulation with the top simulation visualization tool, we are enhancing the value to our customers as they rely more on simulation for developing the products of tomorrow.

**5. Why is this acquisition strategic?**

As the physical and the digital worlds combine, companies around the world are challenged with developing cutting-edge products that were once unimaginable. To take full advantage of the opportunities companies need fast, insightful data on the real-life performance across a vast set of design options which only engineering simulation can provide. Engineering simulation is the ultimate big data application, with results measured in terabytes, and users need to quickly analyze these answers and make the right engineering and business decisions.

Together, ANSYS and CEI uniquely enable companies to gain insight from their simulation data and quickly act upon it. ANSYS has the broadest and deepest portfolio of engineering simulation solutions, and CEI has the world's premier solution for visualizing and analyzing simulation data. ANSYS and CEI already had a strong

partnership. As a single company, we will be able to integrate the solutions even more closely, accelerate product plans and leverage ANSYS' global reach so even more customers can take advantage of the combined tools.

6. **What was the relation between ANSYS and CEI in the past?**

ANSYS and CEI have mutual customers for whom the companies would cooperate on data interfaces, and the CEI products integrated with ANSYS via the Workbench platform. But CEI has had to compete as a value-add proposition to ANSYS' existing internal post-processing capabilities.

7. **How does CEI fit into ANSYS' long-term strategy?**

CEI brings value across the ANSYS engineering simulation portfolio, making it easier for customers to easily analyze and derive insight from the simulation results across all areas of physics. With the merger of the physical and digital worlds, this insight is crucial to bring innovative products to market quickly.

8. **What are CEI's key products?**

The EnSight suite is CEI's premier solution for creating and analyzing engineering simulation data. The EnSight suite includes:

- **EnSight Free** is for students and academics
- **EnSight Desktop** is for entry-level engineers without model-size limitations
- **EnSight Standard** is the flagship version, which has all the main capabilities
- **EnSight HPC** (high-performance computing) gives EnSight the ability to run on compute clusters and visualization clusters to handle massive Computational Fluid Dynamics (CFD) datasets
- **EnSight VR** (virtual reality) gives EnSight the ability to run on high-end virtual reality systems

CEI also provides some viewer tools to help present, convert or share the results EnSight creates.

9. **How will this affect ANSYS and CEI customers?**

Customers will benefit from having improved data interfaces between EnSight and ANSYS solutions. Beginning with ANSYS CFD solutions, users will gain a new, recommended option for post-processing their CFD data. CEI legacy users will benefit by having access to ANSYS' corporate resources, including user experience specialists, large HPC clusters and industry standardized licensing systems. Additionally, existing CEI customers will have easier access to the extensive portfolio of ANSYS products.

10. **How many people does CEI employ?**

CEI employs 28 people; 20 in the US, 3 in Japan, 2 in India and 3 in Germany.

11. **Do you intend to retain CEI's employees?**

ANSYS is acquiring CEI to accelerate our development plans and to acquire key industry knowledge and competencies. CEI employs a number of thought leaders in the field, and ANSYS is making efforts to retain key employees to help grow this important segment business.

**12. How does CEI fit into the overall structure at ANSYS?**

While the specifics are still being evaluated, most of the CEI development team will integrate into ANSYS' existing product development organization. The CEI sales team will integrate into ANSYS' salesforce.

**13. Who will be responsible for the integration of the two businesses?**

As with past acquisitions, leaders from both companies will work collaboratively to plan and leverage each individual company's strengths for the benefit of the combined organization.

**14. What are the plans for integrating CEI's products with ANSYS' existing solutions?**

Each of CEI's tools add crucial technology to further build upon existing ANSYS solutions. The optimal value of solutions from both ANSYS and CEI can be fully realized by enabling the tools to operate closely with each other. While the specifics are still being decided, we intend to release as soon as possible the stand-alone version of EnSight as part of our CFD offering.

**Forward-Looking Information**

The Company cautions that its performance is subject to risks and uncertainties. Some matters discussed herein may constitute forward-looking statements that involve risks and uncertainties which could cause actual results to differ materially from those projected, including statements regarding customers relying more on simulation for developing the products of tomorrow, statements regarding the physical and the digital worlds combining, statements regarding ANSYS and CEI uniquely enabling companies to gain insight from their simulation data and to quickly act upon it, statements regarding ANSYS accelerating its development plans through the CEI acquisition, and statements regarding the integration of CEI and its products. 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.

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