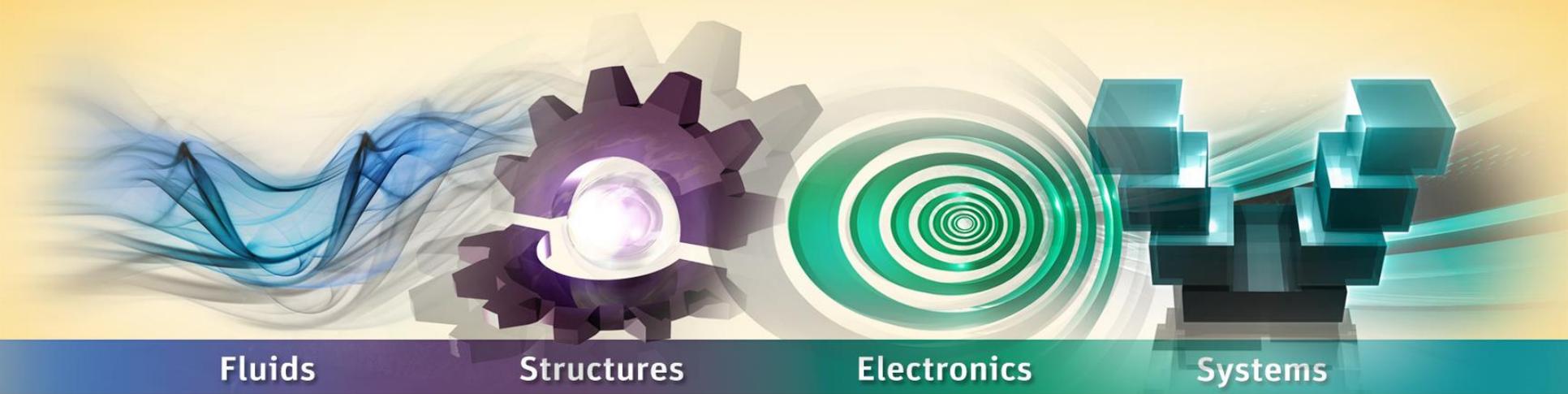# Investor Presentation

Fluids **Structures** **Electronics** **Systems**

Q1 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.

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"

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

WORKBENCH

ANSYS Proprietary Inform

ANSYS

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

World Leader In Engineering Simulation Software

Leading company in our industry

- Over 1,100 software engineers, including 600 PhD's

- 75+ locations, 40+ countries

- 75+ channel partners worldwide

- High barriers to entry for competition

- Trusted by leading edge companies

Simulating The Future

ANSYS 14.5

Industry-Leading Customers
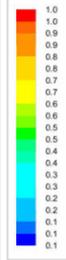
Aerospace/Defense: U.S. ARMY, LOCKHEED MARTIN, BAE SYSTEMS, BOEING, AIRBUS, Rolls-Royce

Industrial Equipment: SIEMENS, GE, ABB, ALSTOM, VOLVO, GRUNDFOS

Hi-Tech Electronics: SAMSUNG, HITACHI, DELL, Panasonic, ERICSSON

Automotive: TOYOTA, Ford, BOSCH, BMW, DAIMLER, CAT

Energy: BR PETROBRAS, Technip, Westinghouse, AREVA, bp

Consumer Products: Nestlé, Whirlpool, P&G, Canon, speedo, BLACK&DECKER

**Biomed:** HeartWare, ThermoFisher SCIENTIFIC, Medtronic, PHILIPS, gsk

History Of Performance

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

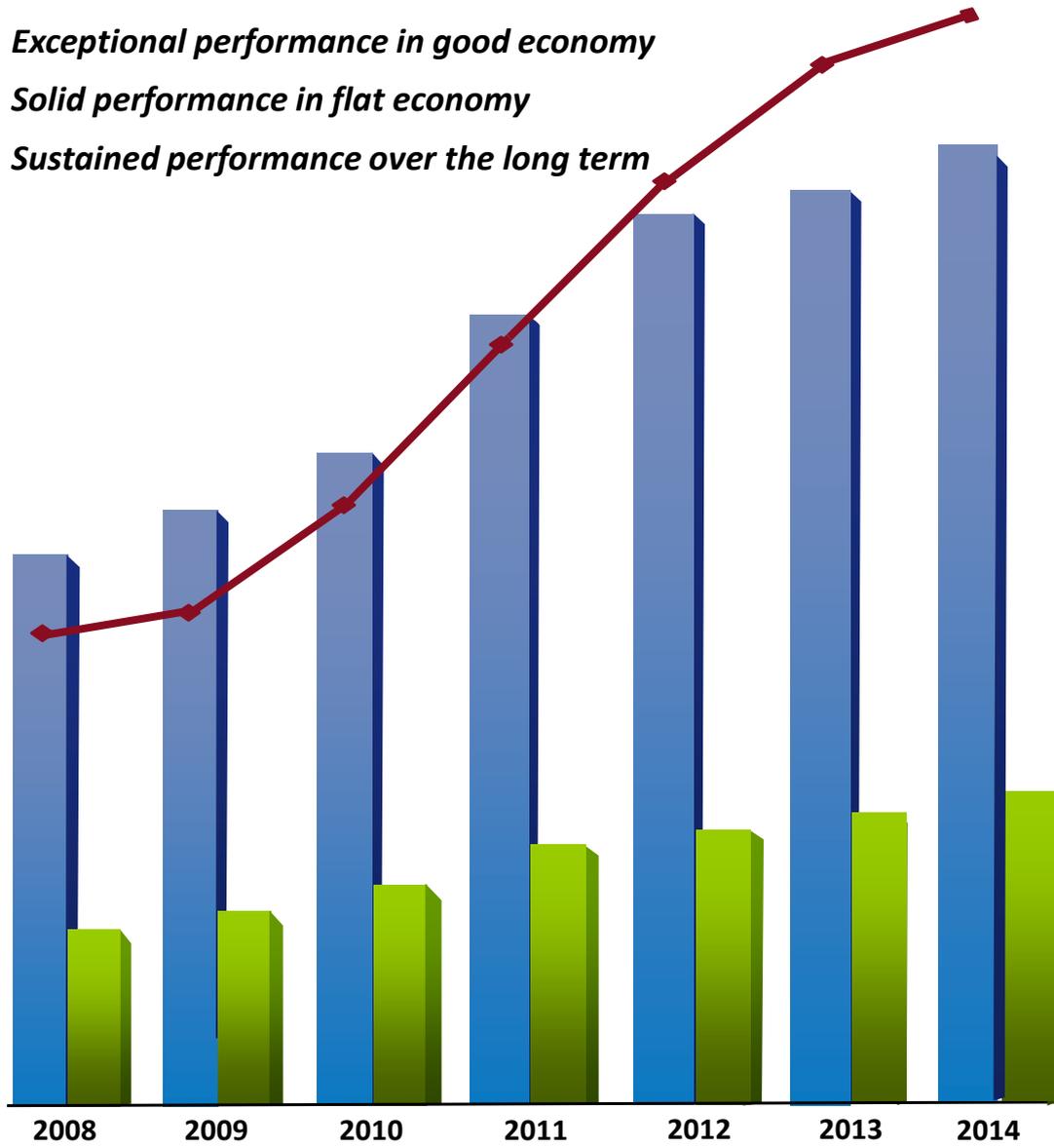   May 5, 2015   AN
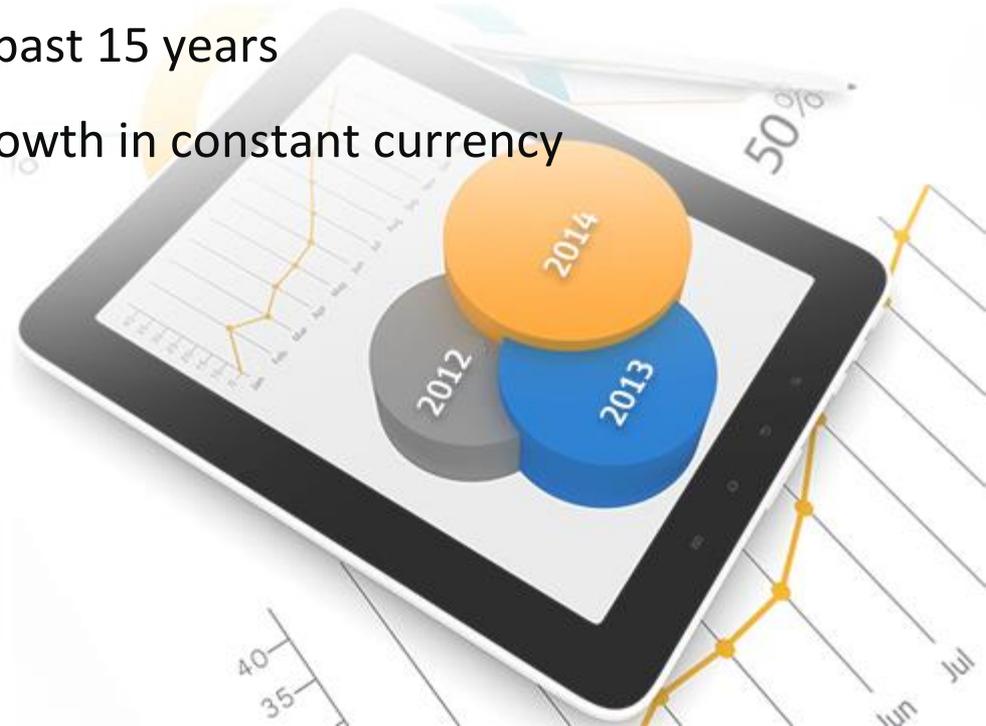
Consistent Performance

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

Non-GAAP

Revenue
Net Income
EPS

Diversified Revenue Model

ANSYS

Sales by Geography*

Q1 2015

- 29%
- 32%
- 39%

■ GIA ■ North America ■ Europe
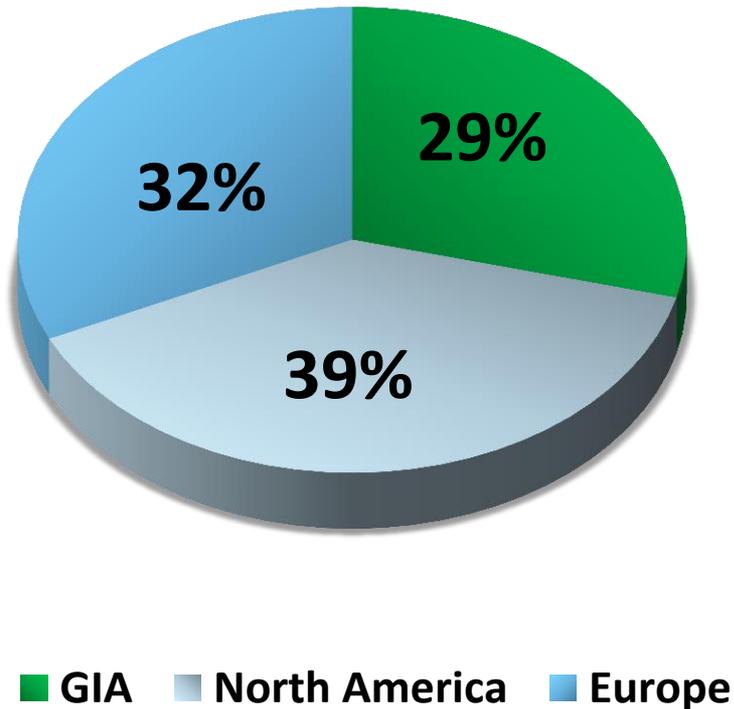
Sales by Industry*

Q1 2015

- 14%
- 14%
- 11%
- 10%
- 16%
- 1%
- 6%
- 7%
- 18%
- 2%
- 1%

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

* Non-GAAP

     May 5, 2015   ANSYS Proprietary Information

ANSYS
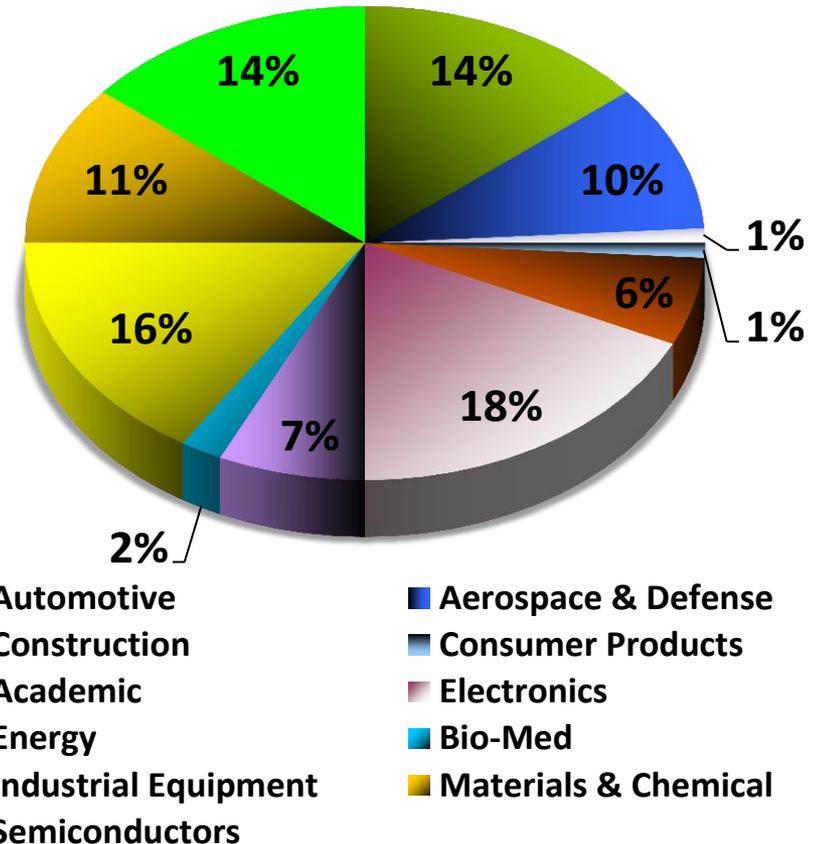
Revenue Distribution

**Q1 2015
Revenue Distribution**

**Q1 2015
Revenue Streams**

Channel Expansion

Foundation Expansion

24%

76%

■ Indirect ■ Direct

Service

2%

Lease
36%

Paid-Up
Licenses
21%

Maintenance
40%
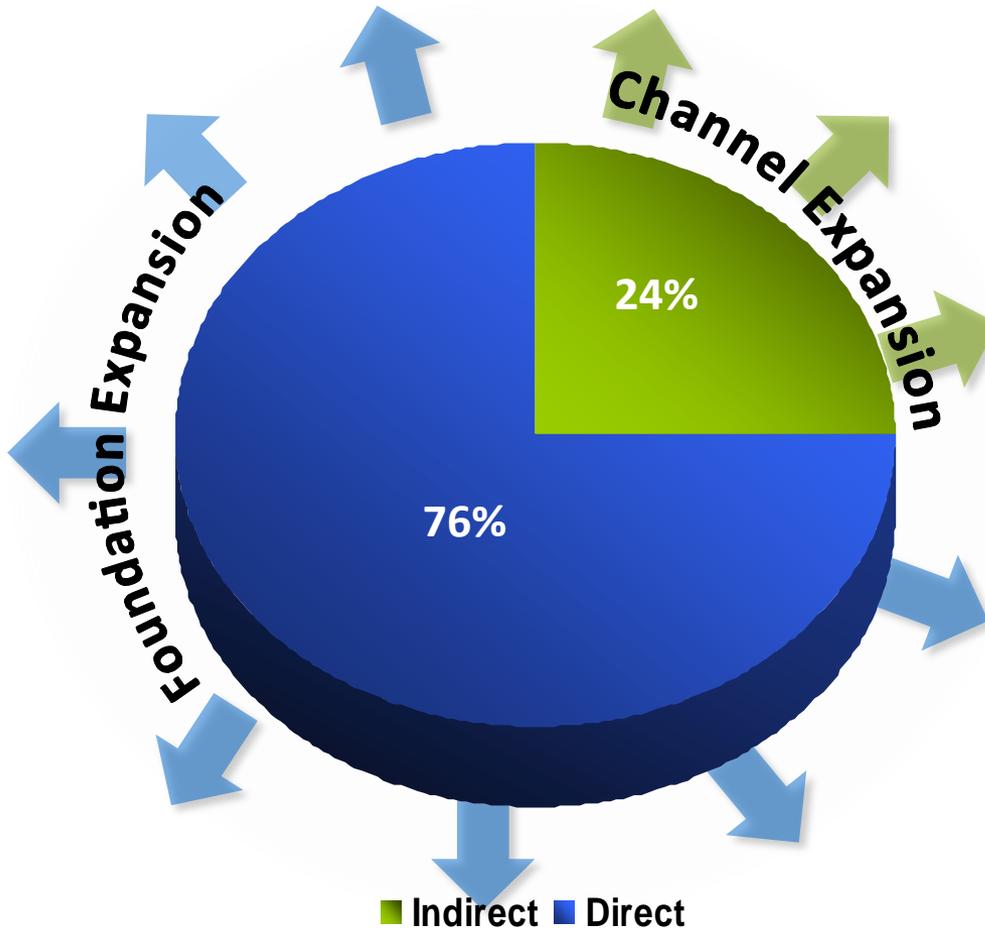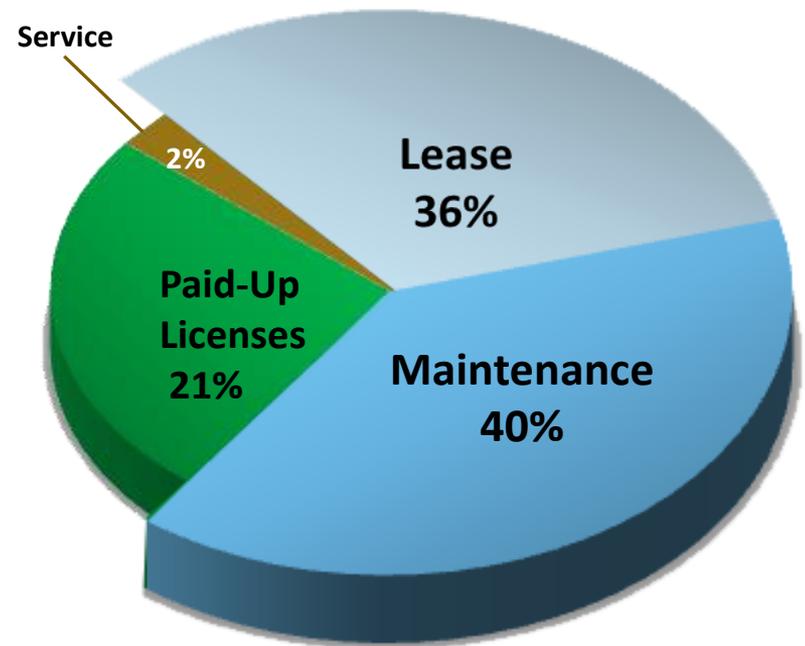
Recurring Revenue = 76%

Building Deferred Revenue
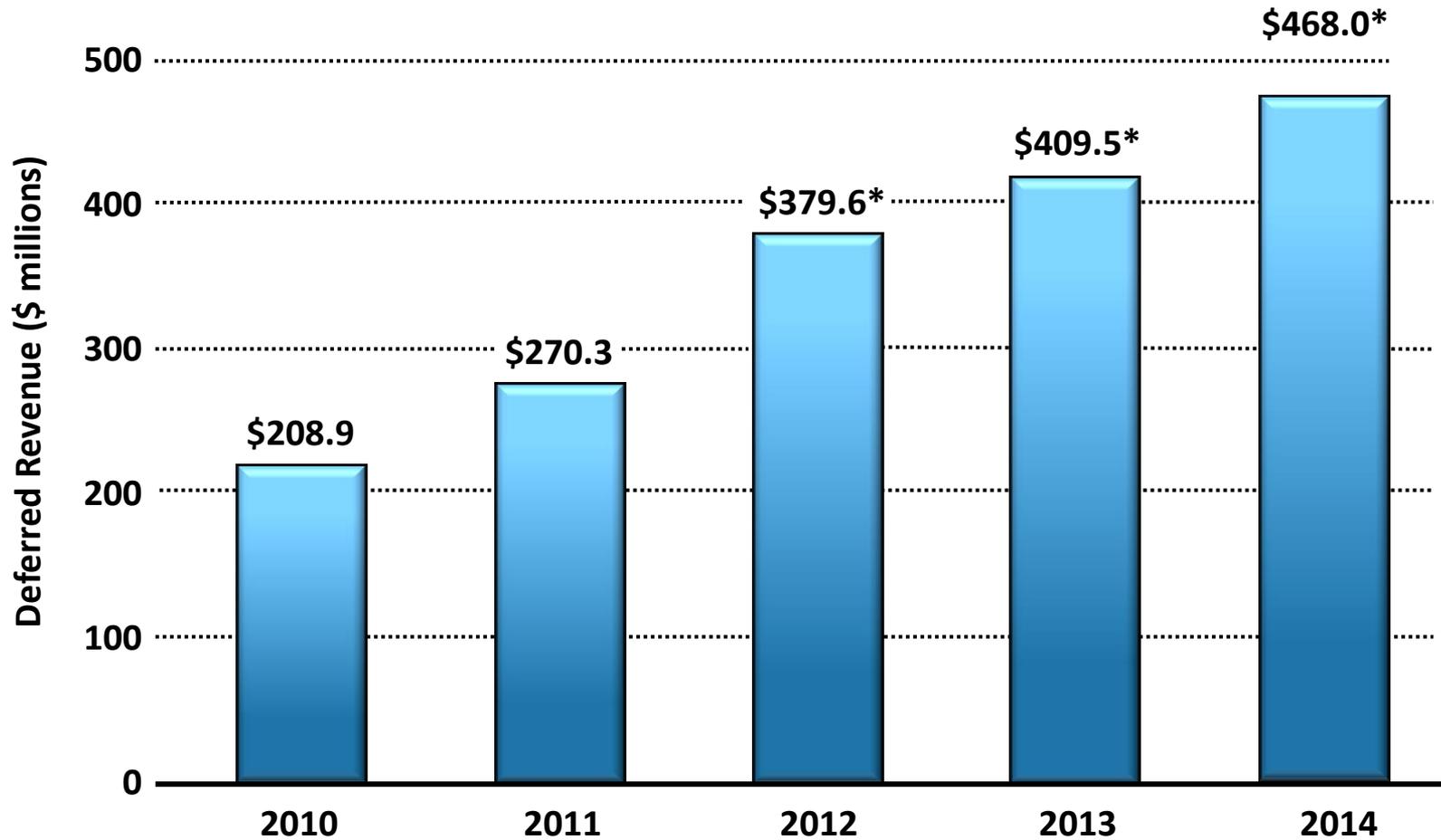
*Includes long-term deferred revenue and backlog

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
- 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
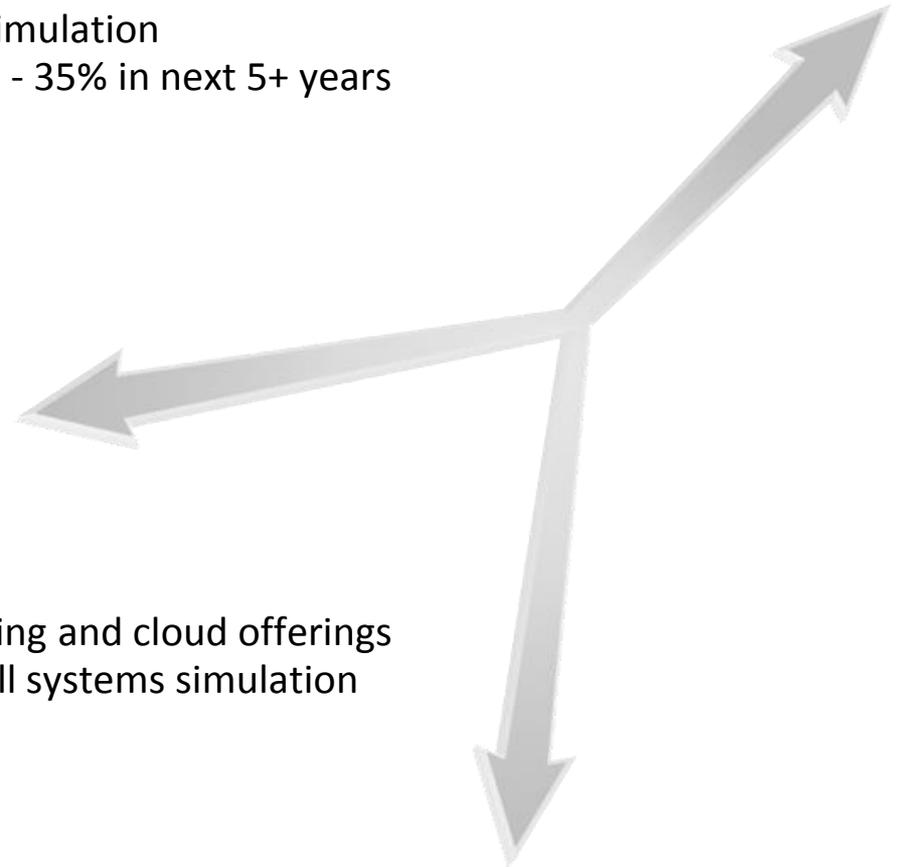
Barriers to Simulation Adoption Coming Down

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.)

Significant And Sustainable Growth Opportunities
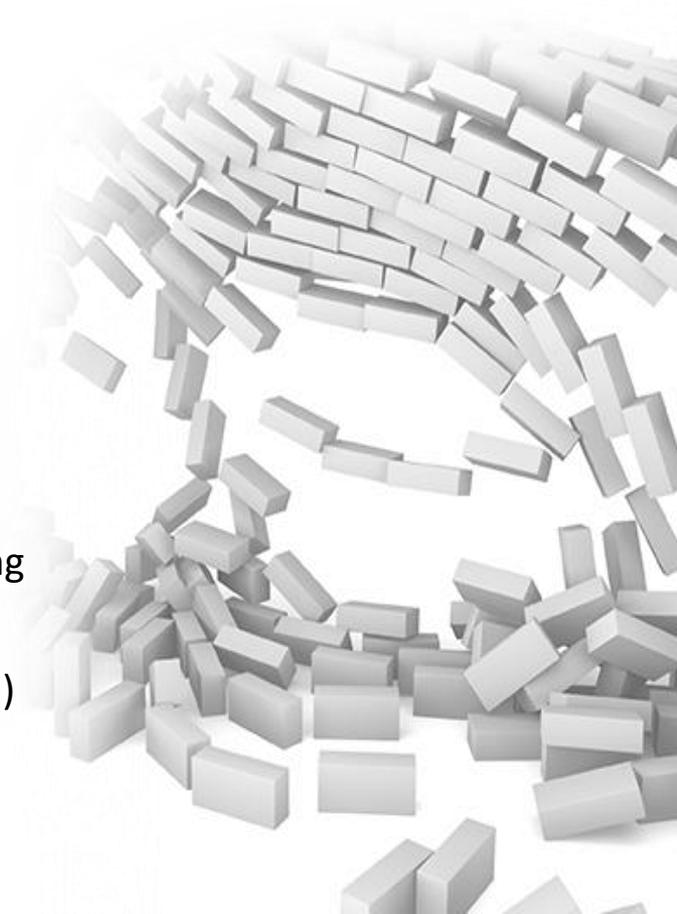
Near-Term Growth Initiatives

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

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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 twice since November 2014, increasing pace of repurchase activity
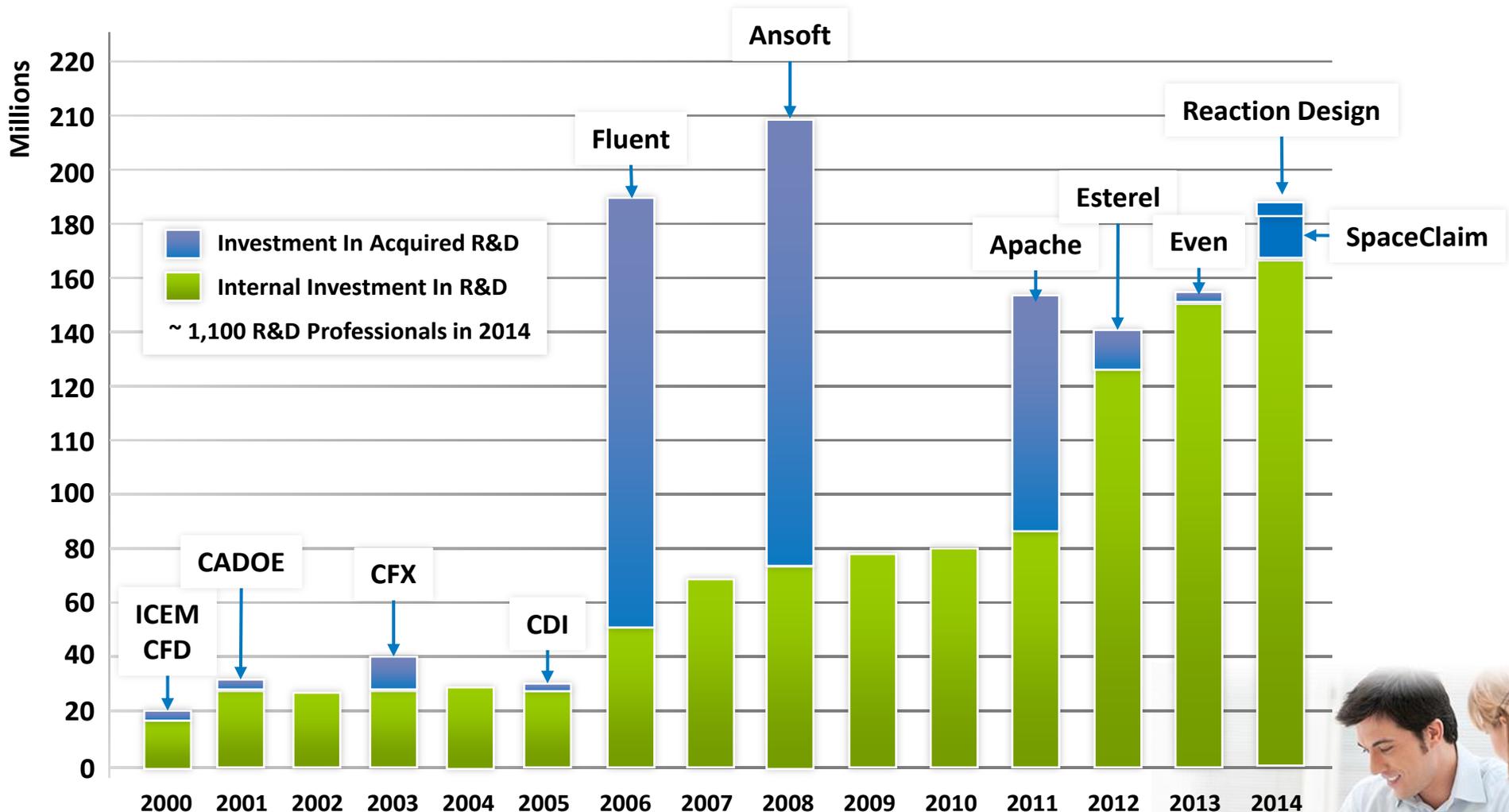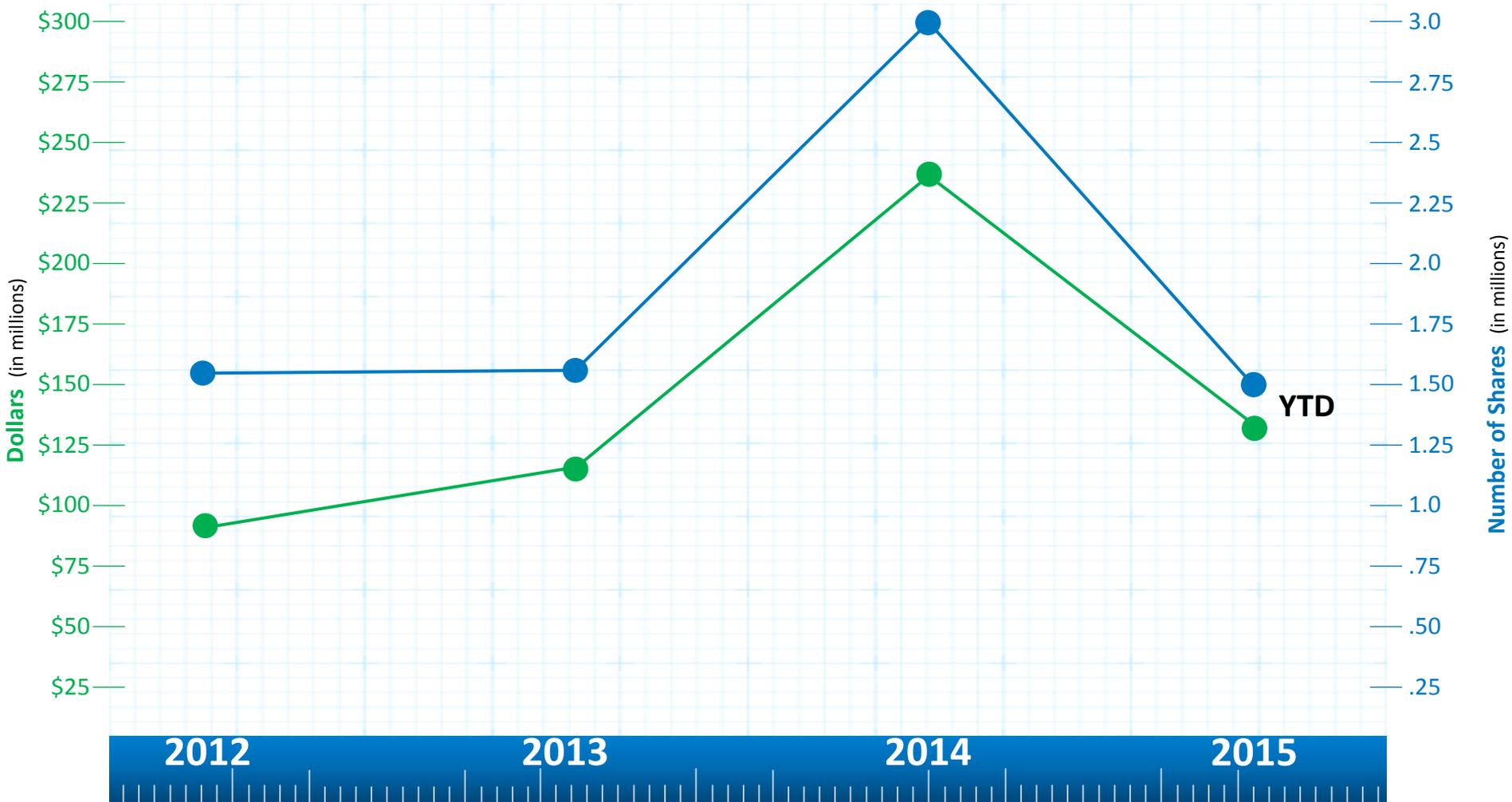
Strong Cash Flows
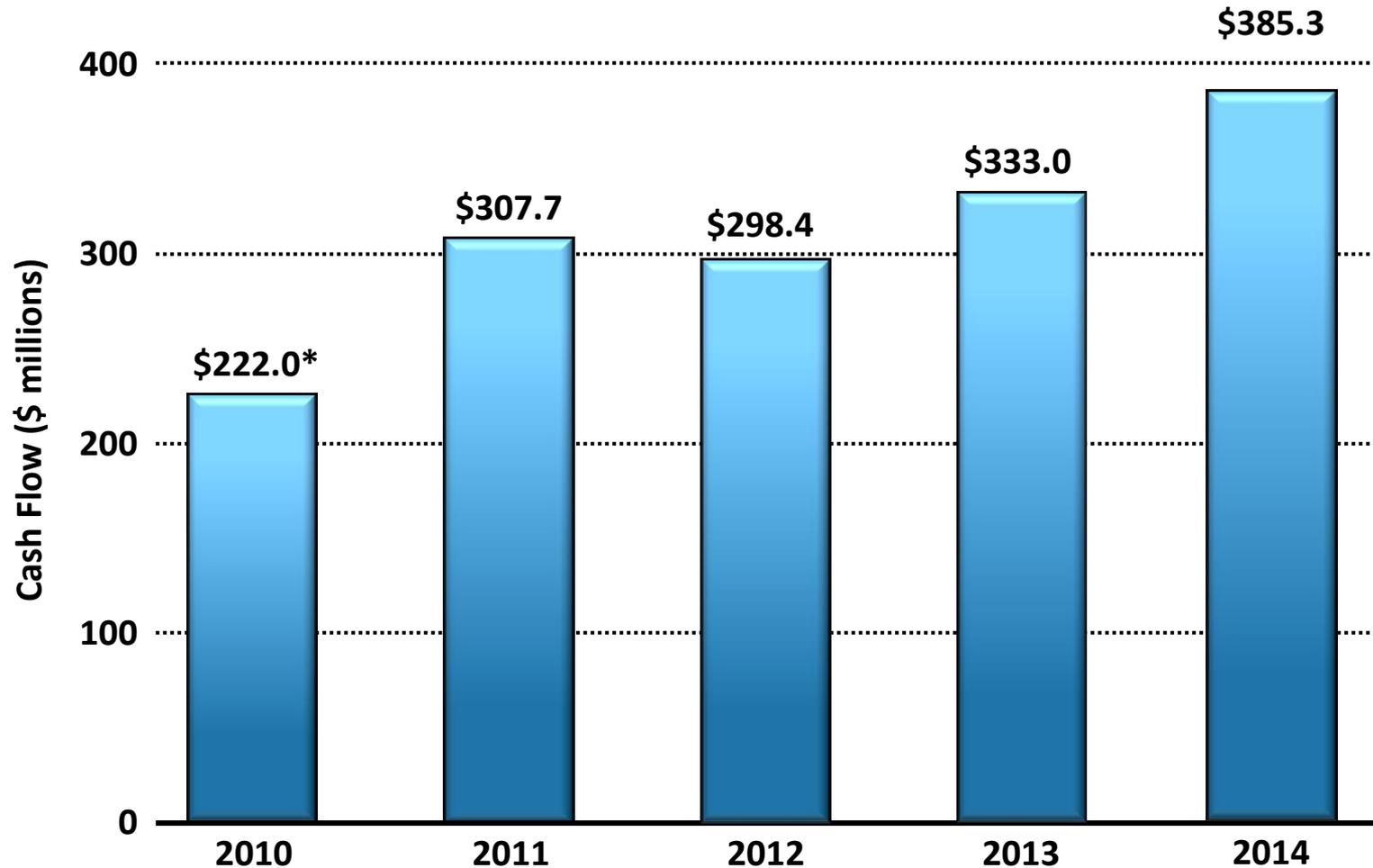
* $166.9 including the impact of the Japan restructuring tax prepayment in Q4 2010.

Committed Investment In R&D

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Share Repurchases Over Time

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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

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Reconciliation Of Non-GAAP

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

	As Reported	Adjustments	Non-GAAP Results
Total revenue	$217.8	$0.6 (1)	$218.4
Operating income	$80.1	$23.1(2)	$103.2
Operating profit margin	36.8%		47.3%
Net income	$56.1	$14.7 (3)	$70.8
EPS – diluted	$0.61		$0.77
Weighted avg. shares-diluted	92.1		92.1

(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 $14.4 million of amortization expense associated with intangible assets acquired in business combinations, $7.8 million charge for stock-based compensation, and $0.6 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 $8.5 million.

For More Information, Contact:
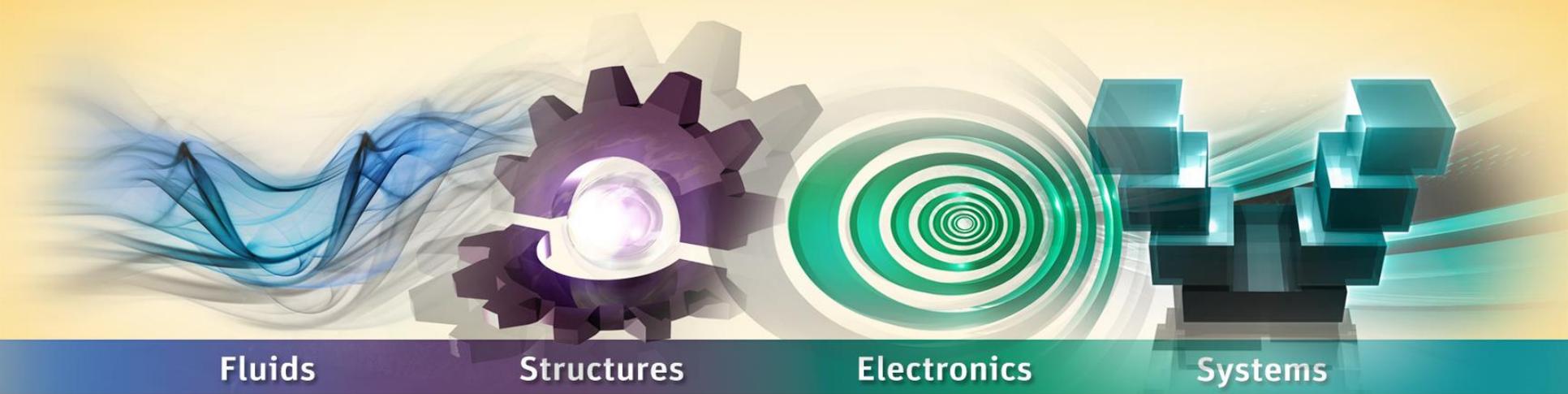
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