

UNITED STATES  
SECURITIES AND EXCHANGE COMMISSION  
WASHINGTON, D.C. 20549

FORM 10-Q

(Mark One)

QUARTERLY REPORT PURSUANT TO SECTION 13 OR 15(d) OF THE  
SECURITIES EXCHANGE ACT OF 1934

For the quarterly period ended September 30, 1997

OR

TRANSITION REPORT PURSUANT TO SECTION 13 OR 15 (d) OF  
THE SECURITIES EXCHANGE ACT OF 1934

Commission file number: 0-20853

ANSYS, Inc.

(exact name of registrant as specified in its charter)

DELAWARE                      04-3219960  
(State or other jurisdiction of      (IRS Employer  
incorporation or organization)      Identification No.)

275 Technology Drive, Canonsburg, PA                      15317  
(Address of principal executive offices)                  (Zip Code)

412-746-3304  
(Registrant's telephone number, including area code)

Indicate by a check mark whether the registrant (1) has filed all reports required to be filed by Section 13 or 15(d) of the Securities Exchange Act of 1934 during the preceding 12 months (or for such shorter period that the registrant was required to file such reports), and (2) has been subject to such filing requirements for the past 90 days.

Yes       No   
\_\_\_\_\_

The number of shares of the Registrant's Common Stock, par value \$.01 per share, outstanding as of November 11, 1997 was 16,284,684 shares.

ANSYS, INC. AND SUBSIDIARIES

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Trademarks used in this Form 10-Q: ANSYS(r) and DesignSpace(r) are registered trademarks of SAS IP, Inc., a wholly-owned subsidiary of ANSYS, Inc.

PART I - FINANCIAL INFORMATION

Item 1. - Financial Statements:

ANSYS, INC. AND SUBSIDIARIES  
CONDENSED CONSOLIDATED BALANCE SHEETS  
(in thousands, except share information)

	Sept.30, 1997	Dec.31, 1996
	----- (unaudited)	-----
ASSETS		
Current assets:		
Cash and cash equivalents	\$ 14,511	\$ 17,069
Short-term investments	10,441	-
Accounts receivable, less allowance for doubtful accounts of \$1,600 in 1997 and \$950 in 1996	6,573	7,307
Other current assets	1,679	350
Deferred income taxes	427	422
	-----	-----
Total current assets	33,631	25,148
Securities available for sale	370	673
Property and equipment, net	5,088	4,334
Capitalized software costs, net of accumulated amortization of \$15,441 in 1997 and \$14,328 in 1996	290	1,174
Goodwill, net of accumulated amortization of \$14,671 in 1997 and \$13,652 in 1996	-	1,019
Other intangibles, net	1,470	1,756
Deferred income taxes	9,275	9,327
	-----	-----
Total assets	\$ 50,124	\$ 43,431
	=====	=====
LIABILITIES AND STOCKHOLDERS' EQUITY		
Current liabilities:		
Accounts payable	\$ 155	\$ 486
Accrued bonuses	1,412	2,281
Accrued pension and profit sharing	825	11
Other accrued expenses and liabilities	1,764	1,690
Accrued income taxes payable	-	677
Customer prepayments	1,011	1,447
Deferred revenue	7,171	3,865
	-----	-----
Total liabilities	12,338	10,457
Stockholders' equity:		
Preferred stock, \$.01 par value, 2,000,000 shares authorized	-	-
Common stock, \$.01 par value; 50,000,000 shares authorized; 16,356,884 shares issued in 1997 and 16,228,985 shares issued in 1996	164	162
Additional paid-in capital	36,084	35,755
Less treasury stock, at cost: 74,450 shares		

held in 1997 and 71,600 shares held in 1996	(12)	(12)
Retained earnings (deficit)	1,580	(3,073)
Unrealized appreciation in securities available for sale, net	244	444
Notes receivable from stockholders	(274)	(302)
	-----	-----
Total stockholders' equity	37,786	32,974
	-----	-----
Total liabilities and stockholders' equity	\$ 50,124	\$ 43,431
	=====	=====

The accompanying notes are an integral part of the condensed consolidated financial statements.

ANSYS, INC. AND SUBSIDIARIES  
CONDENSED CONSOLIDATED STATEMENTS OF INCOME  
(in thousands, except share and per share data)  
(Unaudited)

	Three months ended		Nine months ended	
	Sept. 30, 1997	Sept. 30, 1996	Sept. 30, 1997	Sept. 30, 1996
	-----	-----	-----	-----
Revenue:				
Software licenses	\$ 7,309	\$ 10,206	\$ 25,249	\$ 27,428
Maintenance and service	4,180	2,455	10,811	7,305
	-----	-----	-----	-----
Total revenue	11,489	12,661	36,060	34,733
Cost of sales:				
Software licenses	669	828	2,024	2,310
Maintenance and service	595	575	1,757	1,827
	-----	-----	-----	-----
Total cost of sales	1,264	1,403	3,781	4,137
	-----	-----	-----	-----
Gross profit	10,225	11,258	32,279	30,596
Operating expenses:				
Selling and marketing	2,746	2,733	8,470	7,180
Research and development	2,538	2,561	8,341	7,240
Amortization	177	2,670	2,607	8,104
General and administrative	2,260	1,999	6,124	5,655
	-----	-----	-----	-----
Total operating expenses	7,721	9,963	25,542	28,179
	-----	-----	-----	-----
Operating income	2,504	1,295	6,737	2,417
Interest expense	-	-	-	(1,669)
Other income	225	406	646	561
	-----	-----	-----	-----
Income before income tax provision and extraordinary item	2,729	1,701	7,383	1,309
Income tax provision	1,010	635	2,730	485
	-----	-----	-----	-----
Net income before extraordinary item	1,719	1,066	4,653	824
Extraordinary item, net	-	-	-	(343)
	-----	-----	-----	-----
Net income	\$ 1,719	\$ 1,066	\$ 4,653	\$ 481
	=====	=====	=====	=====
Net income applicable to common stock:				
Net income	\$ 1,719	\$ 1,066	\$ 4,653	\$ 481
Redeemable preferred stock dividends	-	-	-	(236)
	-----	-----	-----	-----
	\$ 1,719	\$ 1,066	\$ 4,653	\$ 245
	=====	=====	=====	=====
Net income per common share:				
Net income before extraordinary item	\$ 0.10	\$ 0.06	\$ 0.28	\$ 0.04
Extraordinary item	\$ -	\$ -	\$ -	\$ (0.02)
	-----	-----	-----	-----
Net income	\$ 0.10	\$ 0.06	\$ 0.28	\$ 0.02
	=====	=====	=====	=====

Shares used in computing per common

share amounts	16,758,000	16,700,000	16,671,000	14,573,000
	=====	=====	=====	=====

The accompanying notes are an integral part of the condensed consolidated financial statements.

ANSYS, INC. AND SUBSIDIARIES  
CONDENSED CONSOLIDATED STATEMENTS OF CASH FLOWS  
(in thousands)  
(unaudited)

	Nine months ended	
	Sept. 30, 1997	Sept. 30, 1996
	-----	-----
Cash flows from operating activities:		
Net income	\$ 4,653	\$ 481
Adjustments to reconcile net income to net cash provided by operating activities:		
Depreciation and amortization	3,600	8,913
Extraordinary item	-	553
Deferred income taxes	150	(2,381)
Provision for bad debts	650	47
Change in operating assets and liabilities:		
Accounts receivable	85	(4,136)
Income taxes	(685)	1,497
Other current assets	(644)	(90)
Accounts payable, accrued expenses and liabilities and customer prepayments	(1,425)	20
Deferred revenue	3,305	(178)
	-----	-----
Net cash provided by operating activities	9,689	4,726
	-----	-----
Cash flows from investing activities:		
Capital expenditures	(1,935)	(1,542)
Capitalization of internally developed software costs	(229)	(117)
Purchase of short-term investments	(10,442)	-
Notes receivable from stockholders	-	32
	-----	-----
Net cash used in investing activities	(12,606)	(1,627)
	-----	-----
Cash flows from financing activities:		
Payments on long-term debt	-	(21,000)
Proceeds from issuance of restricted stock	-	326
Proceeds from issuance of common stock under employee stock purchase plan	125	-
Proceeds from exercise of stock options	206	113
Repayment of stockholder notes	28	-
Repayment of subordinated notes	-	(17,204)
Redemption of preferred stock and accumulated dividends	-	(5,128)
Purchase of treasury stock	-	(2)
Proceeds from initial public offering, net of issuance costs of \$1,250	-	41,015
	-----	-----
Net cash provided by (used in) financing activities	359	(1,880)
	-----	-----
Net (decrease) increase in cash and cash equivalents	(2,558)	1,219
Cash and cash equivalents, beginning of period	17,069	8,091
	-----	-----
Cash and cash equivalents, end of period	\$ 14,511	\$ 9,310
	=====	=====
Supplemental disclosures of cash flow information:		
Cash paid during the period for:		
Interest	-	\$2,848
Income taxes	\$3,380	1,136
Supplemental non cash investing and financing activities:		
Decrease in securities available for sale	(200)	915

The accompanying notes are an integral part of the condensed consolidated financial statements.

ANSYS, INC. AND SUBSIDIARIES  
NOTES TO CONDENSED CONSOLIDATED FINANCIAL STATEMENTS  
SEPTEMBER 30, 1997  
(UNAUDITED)

1. BASIS OF PRESENTATION

The accompanying unaudited condensed consolidated financial statements included herein have been prepared by ANSYS, Inc. (the "Company") in accordance with generally accepted accounting principles for interim financial information for commercial and industrial companies and the instructions to Form 10-Q and Rule 10-01 of Regulation S-X. The financial statements as of and for the three and nine months ended September 30, 1997 should be read in conjunction with the Company's consolidated financial statements (and notes thereto) included in the Company's Annual Report on Form 10-K for the fiscal year ended December 31, 1996. Accordingly, the accompanying statements do not include all of the information and footnotes required by generally accepted accounting principles for complete financial statements. In the opinion of management, all adjustments considered necessary for a fair presentation of the financial statements have been included, and all adjustments are of a normal and recurring nature. Operating results for the three months and nine months ended September 30, 1997 are not necessarily indicative of the results that may be expected for the year ending December 31, 1997.

2. RECENT ACCOUNTING PRONOUNCEMENTS

In February 1997, the Financial Accounting Standards Board issued Statement of Financial Accounting Standards No.128, "Earnings per Share." The new standard, which is effective for financial statements issued for periods ending after December 15, 1997, establishes standards for computing and presenting earnings per share (EPS) and requires restatement of all prior-period EPS data presented. Management believes that the implementation of the standard will not have a material effect on its consolidated financial statements.

In June 1997, the Financial Accounting Standards Board issued Statement of Financial Accounting Standards No.130, "Reporting Comprehensive Income," which establishes standards for reporting and displaying comprehensive income and its components in a full set of general-purpose financial statements. This Statement, which is effective for financial statements issued for fiscal years beginning after December 15, 1997, requires that all items that are required to be recognized under accounting standards as components of comprehensive income be reported in a financial statement that is displayed with the same prominence as other financial statements. Additionally, the Financial Accounting Standards Board issued Statement of Financial Accounting Standards No.131, "Disclosures about Segments of an Enterprise and Related Information," which establishes standards for the way that public business enterprises report information about operating segments in annual financial statements and requires that those enterprises report selected information about operating segments in interim financial reports. This Statement, which is effective for financial statements for periods beginning after December 15, 1997, also establishes standards for related disclosures about products and services, geographic areas and major customers. Management is currently evaluating the implication of these statements from both an operations and financial reporting perspective.

The Financial Accounting Standards Board has approved the American Institute of Certified Public Accountants Statement of Position (SOP) on software and revenue recognition, which will be effective for transactions entered into beginning after December 15, 1997. The Company believes that it is in compliance with the provisions of the new SOP and that its adoption will not have a material impact on the financial position or results of operations of the Company.

To the Shareholders and Board of Directors of  
ANSYS, Inc. and Subsidiaries:

We have reviewed the condensed consolidated balance sheet of ANSYS, Inc. and Subsidiaries as of September 30, 1997, the related condensed consolidated statements of income for the three-month and nine-month periods ended September 30, 1997 and 1996, and condensed consolidated cash flows for the nine-month periods ended September 30, 1997 and 1996. These financial statements are the responsibility of ANSYS's management.

We conducted our review in accordance with standards established by the American Institute of Certified Public Accountants. A review of interim financial information consists principally of applying analytical procedures to financial data and making inquiries of persons responsible for financial and accounting matters. It is substantially less in scope than an audit conducted in accordance with generally accepted auditing standards, the objective of which is an expression of an opinion regarding the financial statements taken as a whole. Accordingly, we do not express an opinion.

Based on our review, we are not aware of any material modifications that should be made to the condensed consolidated financial statements referred to above for them to be in conformity with generally accepted accounting principles.

We have previously audited, in accordance with generally accepted auditing standards, the consolidated balance sheet of ANSYS, Inc. and Subsidiaries as of December 31, 1996, and the related consolidated statements of operations, stockholders' equity and cash flows for the year then ended (not presented herein). In our report dated February 7, 1997, we expressed an unqualified opinion on those consolidated financial statements. In our opinion, the information set forth in the accompanying condensed consolidated balance sheet as of December 31, 1996, is fairly stated, in all material respects, in relation to the consolidated balance sheet from which it has been derived.

/s/ Coopers & Lybrand L.L.P.

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Pittsburgh, Pennsylvania  
October 21, 1997

Item 2.

MANAGEMENT'S DISCUSSION AND ANALYSIS OF  
FINANCIAL CONDITION AND RESULTS OF OPERATIONS

ANSYS, Inc. (the "Company") is a leading international supplier of analysis and engineering software for optimizing the design of new products. The Company is committed to providing the most open and flexible analysis solutions to suit customer requirements for engineering software in today's competitive marketplace. In addition, the Company partners with leading design software suppliers to develop state-of-the-art computer-aided design ("CAD") integrated products. A global network of ANSYS Support Distributors ("ASDs") provides sales, support and training for customers. Additionally, the Company distributes its DesignSpace(r) products through its global network of ASDs, as well as a network of independent distributors and dealers (value-added resellers or "VARs") who support sales of DesignSpace(r) products to end users throughout the world. The following discussion should be read in conjunction with the attached unaudited condensed consolidated financial statements and notes thereto for the periods ended September 30, 1997 and September 30, 1996 and with the Company's audited financial statements and notes thereto for the fiscal year ended December 31, 1996.

This Form 10-Q contains forward-looking statements within the

meaning of Section 27A of the Securities Act of 1933 and Section 21E of the Securities Exchange Act of 1934, including statements which contain such words as "anticipate", "intend", "believe", "plan" and other similar expressions. The Company's actual results could differ materially from those set forth in the forward-looking statements. Certain factors that might cause such a difference include uncertainties regarding customer acceptance of new products, possible delays in developing, completing or shipping new or enhanced products, potential volatility of revenues and profit in any period due to, among other things, lower than expected demand for or the ability to complete large contracts, as well as other risks and uncertainties that are detailed in the "Management's Discussion and Analysis of Financial Condition and Results of Operations" section in the 1996 Annual Report to Shareholders, and in the statement of "Certain Factors Affecting Future Results" included herein as Exhibit 99 to this Form 10-Q.

## Results of Operations

Three Months Ended September 30, 1997 Compared to Three Months Ended September 30, 1996

Revenue. The Company's revenue decreased 9.3% for the 1997 quarter to \$11.5 million from \$12.7 million for the 1996 quarter. The decrease was primarily related to a decrease in the sale of domestic and international paid-up licenses, particularly from large contracts, as well as a decrease in monthly lease revenue. These decreases were partially offset by an increase in revenues from renewals and sales of leases as noncancellable annual leases, for which a portion of the annual license fee is recognized as paid-up revenue upon renewal or inception of the lease, while the remaining portion is recognized as maintenance revenue ratably over the remaining lease period. The decreases were also partially offset by an increase in maintenance revenue, which resulted from broader customer usage of maintenance and support services and the Company's continued emphasis on marketing these services.

Software license revenue decreased 28.4% for the 1997 quarter to \$7.3 million from \$10.2 million for the 1996 quarter. This decrease principally resulted from a decrease in the sale of paid-up licenses in domestic and international markets as compared to the prior year quarter. Paid-up license revenue for the 1996 quarter reflected the recognition of substantial revenue from several large contracts from customers such as General Electric, 3M and Fiat Avio. The Company believes that large contracts such as these reflect an increasing demand for enterprise wide software solutions from certain of its customers and the ability, or inability, to close large contracts during any period may increase the volatility of the Company's revenues and profit from period to period. The Company also experienced a 34.9% decrease in lease license revenue to \$2.8 million for the 1997 quarter from \$4.3 million for the 1996 quarter. This decrease was attributable to both an increase in the renewal of existing monthly leases as noncancellable annual leases, as well as the conversion of certain existing lease licenses to paid-up licenses throughout the course of the past year. The decrease in lease license revenue was partially offset by an increase in revenue attributable to the portion of the noncancellable annual license fees which are recognized as paid-up revenue upon renewal or inception of the lease. Maintenance and service revenue increased 70.3% for the 1997 quarter to \$4.2 million from \$2.5 million for the 1996 quarter, as a result of broader customer usage of maintenance and support services and the Company's increased emphasis on marketing these services, as well as an increase in the renewal and sale of noncancellable annual leases.

Of the Company's total revenue for the 1997 quarter, approximately 53.3% and 46.7%, respectively, were attributable to international and domestic sales, as compared to 45.6% and 54.4%, respectively, for the 1996 quarter.

Cost of Sales and Gross Profit. The Company's total cost of sales decreased 9.9% to \$1.3 million, or 11.0% of total revenue, for the 1997 quarter from \$1.4 million, or 11.1% of total revenue, for the 1996 quarter. The Company's cost of sales for software license revenue decreased 19.2% for the 1997 quarter to \$669,000, or 9.2% of software license revenue, from \$828,000, or 8.1% of software license revenue, for the 1996 quarter. The decrease was primarily due to reductions in the costs related to

manuals, packing supplies and media. The Company's cost of sales for maintenance and service revenue, which totaled \$595,000 and \$575,000, or 14.2% and 23.4% of maintenance and service revenue, for the 1997 and 1996 quarters, respectively, remained relatively stable.

As a result of the foregoing, the Company's gross profit decreased 9.2% to \$10.2 million for the 1997 quarter from \$11.3 million for the 1996 quarter.

**Selling and Marketing.** Selling and marketing expenses remained stable overall for the 1997 and 1996 quarters at \$2.7 million, or 23.9% and 21.6% of total revenue, respectively. During the 1997 quarter, the Company incurred increased personnel costs, including costs associated with increased headcount and compensation expenses related to building a global sales and marketing organization and establishing strategic offices in the UK, Michigan and Japan, as compared to the 1996 quarter. However, these increases were offset by decreased commissions associated with decreased revenue. The Company anticipates that it will continue to make significant investments in its global sales and marketing organization to strengthen its competitive position and to support its worldwide sales channels and marketing strategies.

**Research and Development.** Research and development expenses, which totaled \$2.5 million and \$2.6 million for the 1997 and 1996 quarters, or 22.1% and 20.2% of total revenue, respectively, also remained relatively stable from quarter to quarter. The Company has traditionally invested significant resources in research and development activities and intends to continue to make significant investments in the future.

**Amortization.** Amortization expense was \$177,000 in the 1997 quarter as compared to \$2.7 million in the 1996 quarter. This significant decrease was attributable to the full amortization of certain of the intangible assets which resulted from the acquisition of the Company in 1994 (the "1994 Acquisition"), including goodwill and capitalized software, in the first quarter of 1997.

**General and Administrative.** General and administrative expenses increased 13.1% to \$2.3 million, or 19.7% of total revenue, for the 1997 quarter from \$2.0 million, or 15.8% of total revenue, for the 1996 quarter. The increase is primarily attributable to expenses incurred to increase the allowance for doubtful accounts and an increase in legal fees related to a dispute regarding the expiration of an ASD distribution agreement. Additionally, the Company has added internal legal and finance resources to support the operations of a publicly owned company.

**Income Tax Provision.** The Company accounts for income taxes in accordance with Statement of Financial Accounting Standards No. 109, "Accounting for Income Taxes." The Company's effective rate of taxation was 37.0% for the 1997 quarter as compared to 37.3% for the 1996 quarter. This percentage is less than the federal and state combined statutory rate of approximately 39.0% due primarily to the utilization of research and experimentation credits.

**Net Income.** The Company's net income in the third quarter of 1997 was \$1.7 million as compared to \$1.1 million in the third quarter of 1996. Net income per share increased to \$.10 in the 1997 quarter as compared to \$.06 in the 1996 quarter. The increase in net income per share is attributable to the increase in net income, as well as the elimination of the preferred stock dividends due to the redemption of the Redeemable Preferred Stock. The weighted average common and common equivalent shares totaled 16,758,000 and 16,700,000 in the 1997 and 1996 quarter, respectively.

**Nine Months Ended September 30, 1997 Compared to Nine Months Ended September 30, 1996**

**Revenue.** The Company's revenue increased 3.8% for the 1997 nine months to \$36.1 million from \$34.7 million for the 1996 nine months. This increase was attributable principally to an increase in revenue from renewals and sales of leases as noncancellable annual leases, for which a portion of the annual license fee is recognized as paid-up revenue upon renewal or inception of the



lease, while the remaining portion is recognized as maintenance revenue ratably over the remaining lease period. This increase, which was partially offset by decreases in monthly lease revenue and paid-up revenue, was due, in part, to the active sales and licensing of noncancellable annual leases to existing and new lease customers. The increase in revenue in the 1997 nine months was also attributable to increased maintenance revenue, which resulted from broader customer usage of maintenance and support services and the Company's continued emphasis on marketing its maintenance services.

Software license revenue decreased 7.9% for the 1997 nine months to \$25.2 million from \$27.4 million for the 1996 nine months, resulting principally from existing monthly lease customers shifting to noncancellable annual leases in connection with the renewals of their leases, as well as a decrease in the sale of paid-up licenses in the domestic market. These decreases were partially offset by an increase in revenue from renewals and sales of leases as noncancellable annual leases. Revenue from the sale of paid-up licenses, and the portion of noncancellable annual leases classified as paid-up revenue, increased 11.1% for the 1997 nine months to \$15.4 million from \$13.9 million for the 1996 nine months. The Company also experienced a 27.5% decrease in lease license revenue to \$9.8 million for the 1997 nine months from \$13.5 million for the 1996 nine months. This decrease was attributable to both an increase in the renewal of existing monthly leases as noncancellable annual leases, as well as the conversion of certain existing lease licenses to paid-up licenses throughout the course of the past year. Maintenance and service revenue increased 48.0% for the 1997 nine months to \$10.8 million from \$7.3 million for the 1996 nine months, as a result of broader customer usage of maintenance and support services and the Company's increased emphasis on marketing these services, as well as an increase in the renewal and sale of noncancellable annual leases.

Of the Company's total revenue for the 1997 nine months, approximately 53.1% and 46.9%, respectively, were attributable to international and domestic sales, as compared to 50.7% and 49.3%, respectively, for the 1996 nine months.

Cost of Sales and Gross Profit. The Company's total cost of sales decreased 8.6% to \$3.8 million, or 10.5% of total revenue, for the 1997 nine months from \$4.1 million, or 11.9% of total revenue, for the 1996 nine months. The Company's cost of sales for software license revenue decreased 12.4% for the 1997 nine months to \$2.0 million, or 8.0% of software license revenue, from \$2.3 million, or 8.4% of software license revenue, for the 1996 nine months. The decrease was due primarily to a reduction of costs related to manuals, packing supplies and media. The Company's cost of sales for maintenance and service revenue remained stable at \$1.8 million, or 16.3% and 25.0% of maintenance and service revenue, for the 1997 and 1996 nine months, respectively.

As a result of the foregoing, the Company's gross profit increased 5.5% to \$32.3 million for the 1997 nine months from \$30.6 million for the 1996 nine months.

Selling and Marketing. Selling and marketing expenses increased 18.0% for the 1997 nine months to \$8.5 million, or 23.5% of total revenue, from \$7.2 million, or 20.7% of total revenue, for the 1996 nine months. The planned increase in selling and marketing expenses resulted primarily from increased personnel costs, including costs associated with increased headcount and compensation expenses related to the establishment of a global sales and marketing organization and establishing strategic offices in the UK, Michigan and Japan.

Research and Development. Research and development expenses increased 15.2% for the 1997 nine months to \$8.3 million, or 23.1% of total revenue, from \$7.2 million, or 20.8% of total revenue, for the 1996 nine months. This increase resulted primarily from employment of additional staff and independent contractors to develop and enhance the Company's products, including a dedicated team working on the continued development of the Company's DesignSpace(r) products, as well as increased third party development and consulting costs associated with the release of ANSYS 5.4.

Amortization. Amortization expense was \$2.6 million for the 1997

nine months and \$8.1 million for the 1996 nine months. The decrease was attributable to the full amortization of certain of the intangible assets which resulted from the 1994 Acquisition, including goodwill and capitalized software, and which were fully amortized in the first quarter of 1997.

**General and Administrative.** General and administrative expenses increased 8.3% for the 1997 nine months to \$6.1 million, or 17.0% of total revenue, from \$5.7 million, or 16.3% of total revenue, for the 1996 nine months. The increase is primarily attributable to expenses incurred to increase the allowance for doubtful accounts and an increase in legal fees related to a dispute regarding the expiration of an ASD distribution agreement. Additionally, the Company has added internal legal and finance resources to support the operations of a publicly owned company, which were offset by a significant reduction in outside consulting fees.

**Interest.** Interest expense, which was zero in the 1997 nine months, totaled \$1.7 million for the 1996 nine months. This decrease was attributable to the early repayment of all outstanding debt related to the 1994 Acquisition with the net proceeds from the Company's initial public offering in June 1996.

**Income Tax Provision.** The Company accounts for income taxes in accordance with Statement of Financial Accounting Standards No. 109, "Accounting for Income Taxes." The Company's effective rate of taxation was 37.0% for the 1997 nine months, as compared to 37.1% for the 1996 nine months. These percentages are less than the federal and state combined statutory rate of approximately 39.0% due primarily to the utilization of research and experimentation credits.

**Net Income.** The Company's net income in the nine months of 1997 totaled \$4.7 million as compared to net income before extraordinary item of \$824,000 and net income including the extraordinary item of \$481,000 in the 1996 nine months. Net income per share increased to \$.28 in the 1997 nine months as compared to net income before extraordinary item of \$.04 per share and net income including the extraordinary item of \$.02 per share in the 1996 nine months. The increase in net income per share is attributable to the increase in net income, as well as the elimination of the preferred stock dividends due to the redemption of the Redeemable Preferred Stock. The weighted average common and common equivalent shares increased to 16,671,000 in the 1997 nine month period from 14,573,000 in the 1996 nine month period, primarily as a result of the Company's initial public offering.

#### Liquidity and Capital Resources

As of September 30, 1997, the Company had cash and cash equivalents totaling \$14.5 million, \$10.4 of short-term investments and working capital of \$21.3 million, as compared to cash and cash equivalents of \$17.1 million and working capital of \$14.7 million at December 31, 1996.

The Company's operating activities provided cash of \$9.7 million for the nine months ended September 30, 1997 and \$4.7 million for the nine months ended September 30, 1996. The increase in the Company's cash flow from operations for the 1997 nine months as compared to the 1996 nine months was a result of increased earnings before the effect of depreciation and amortization, as well as improved management of working capital. Net cash generated by operating activities provided sufficient resources to fund increased headcount and capital needs to support the Company's expansion of its global sales support network and continued investment in research and development activities for the nine months ended September 30, 1997.

Cash used in investing activities totaled \$12.6 million for the nine months ended September 30, 1997 and \$1.6 million for the nine months ended September 30, 1996. The increase is principally due to the purchase of short-term investments in the nine months ended September 30, 1997, as well as the acquisition of \$1.9 million in capital equipment. The capital expenditures in 1997 were primarily related to furniture and equipment for the new corporate office facility, which the Company initially occupied in February 1997, as well as computer hardware and software to support the continued growth of the Company's development

activities and the expansion of its global sales and support infrastructure. The Company currently plans additional capital spending of approximately \$300,000 throughout the remainder of 1997, however, the level of spending will be dependent upon various factors, including growth of the business and general economic conditions.

Financing activities provided net cash of \$359,000 for the nine months ended September 30, 1997 and used net cash of \$1.9 million for the nine months ended September 30, 1996. Cash provided from financing activities for the 1996 nine month period included the receipt of \$41.0 million of net proceeds from the Company's initial public offering in June 1996. Cash provided from financing activities for the 1997 and 1996 nine month periods also included proceeds from issuance of common stock under employee stock purchase and option plans. Cash used for financing activities for the nine months ended September 30, 1996 was the result of repayment of all outstanding indebtedness related to the 1994 Acquisition and the redemption of Redeemable Preferred Stock and accumulated dividends.

## PART II - OTHER INFORMATION

### Item 1. Legal Proceedings

Not Applicable.

### Item 2. Changes in Securities

(c)The following information is furnished in connection with securities sold by the Registrant during the period covered by this Form 10-Q which were not registered under the Securities Act. The transactions constitute sales of the Registrant's Common Stock, par value \$.01 per share, upon the exercise of vested options issued pursuant to the Company's 1994 Stock Option and Grant Plan, in reliance upon the exemption from registration under Rule 701 promulgated under the Securities Act and issued prior to the Registrant becoming subject to the reporting requirements of Section 13 or 15(d) of the Exchange Act of 1934, as amended.

Month/Year	Number of Shares	Number of Employees	Aggregate Exercise Price
July 1997	57,834	4	\$ 23,243.86
August 1997	10,563	5	\$ 7,561.58
September 1997	13,250	2	\$ 7,487.50

### Item 3. Defaults upon Senior Securities

Not Applicable.

### Item 4. Submission of Matters to a Vote of Security Holders

Not Applicable.

### Item 5. Other information

Not Applicable.

### Item 6. Exhibits and Reports Filed on Form 8-K

#### (a) Exhibits.

15 Independent Accountants' Letter Regarding Unaudited Financial Information  
 27.1 Financial Data Schedule  
 99 Certain Factors Regarding Future Results

#### (b) Reports on Form 8-K.

Not Applicable.

SIGNATURES

Pursuant to the requirements of the Securities Exchange Act of 1934, the Registrant has duly caused this report to be signed on its behalf by the undersigned, thereunto duly authorized.

ANSYS, Inc.

Date: November 7, 1997      By: /s/ Peter J. Smith  
Peter J. Smith  
Chairman, President and  
Chief Executive Officer

Date: November 7, 1997      By: /s/ John M. Sherbin II  
John M. Sherbin II  
Chief Financial Officer;  
Vice President, Finance and  
Administration; Secretary

Item 6.

EXHIBIT INDEX

Exhibit No.	
15	Independent Accountants' Letter Regarding Unaudited Financial Information
27.1	Financial Data Schedule
99	Certain Factors Regarding Future Results

5  
1,000

9-MOS

DEC-31-1997

JAN-01-1997

SEP-30-1997

14,511

10,441

8,173

1,600

0

33,631

5,088

0

50,124

12,338

0

0

0

164

37,622

50,124

25,249

36,060

2,024

3,781

25,542

0

0

7,383

2,730

4,653

0

0

0

4,653

.28

.28

Securities and Exchange Commission  
450 Fifth Street, N.W.  
Washington, D.C. 20549

RE: ANSYS, Inc. and Subsidiaries

1. Form S-8 (Registration No. 333-8613) 1996 Stock Option  
and Grant Plan Employee Stock Purchase Plan

Ladies & Gentlemen:

We are aware that our report dated October 21, 1997 on our review of the interim financial information of ANSYS, Inc. and Subsidiaries for the three-month and nine-month periods ended September 30, 1997 is incorporated by reference in the registration statement referred to above. Pursuant to Rule 436 (c) under the Securities Act of 1933, this report should not be considered a part of the registration statement prepared or certified by us within the meaning of Sections 7 and 11 of that Act.

Very truly yours,

/s/ Coopers & Lybrand L.L.P.

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## EXHIBIT 99 Certain Factors Regarding Future Results

Information provided by the Company or its spokespersons may from time to time contain forward-looking statements concerning projected financial performance, market and industry segment growth, product development and commercialization or other aspects of future operations. Such statements will be based on the assumptions and expectations of the Company's management at the time such statements are made. The Company cautions investors that its performance (and, therefore, any forward-looking statement) is subject to risks and uncertainties. Various important factors, including, but not limited to the following, may cause the Company's future results to differ materially from those projected in any forward-looking statement.

**Potential Fluctuations in Operating Results.** The Company may experience significant fluctuations in future quarterly operating results. Fluctuations may be caused by many factors, including the timing of new product releases or product enhancements by the Company or its competitors; the size and timing of individual orders, including a fluctuation in the demand for and the ability to complete large contracts; software errors or other product quality problems; competition and pricing; customer order deferrals in anticipation of new products or product enhancements; reduction in demand for the Company's products; changes in operating expenses; mix of software license and maintenance and service revenue; personnel changes; and general economic conditions. A substantial portion of the Company's operating expenses is related to personnel, facilities and marketing programs. The level of personnel and personnel expenses cannot be adjusted quickly and is based, in significant part, on the Company's expectation for future revenues. The Company does not typically experience significant order backlog. Further, the Company has often recognized a substantial portion of its revenue in the last month of a quarter, with this revenue frequently concentrated in the last weeks or days of a quarter, and increasingly is dependent upon receiving large orders of perpetual licenses involving the payment of a single up-front fee. As a result, product revenues in any quarter are substantially dependent on orders booked and shipped in the latter part of that quarter, and revenues for any future quarter are not predictable with any significant degree of accuracy.

**Stock Market Volatility.** Market prices for securities of software companies have generally been volatile. In particular, the market price of the Company's common stock has been and may continue to be subject to significant fluctuations as a result of factors affecting the Company and software industry or securities markets in general.

In addition, a large percentage of the Company's common stock is held by institutional investors. Consequently, actions with respect to the Company's common stock by certain of these institutional investors could have a significant impact on the market price for the stock.

**Rapidly Changing Technology; New Products; Risk of Product Defects.** The markets for the Company's products are generally characterized by rapidly changing technology and frequent new product introductions that can render existing products obsolete or unmarketable. A major factor in the Company's future success will be its ability to anticipate technological changes and to develop and introduce in a timely manner enhancements to its existing products and new products to meet those

changes. If the Company is unable to introduce new products and respond to industry changes on a timely basis, its business, financial condition and results of operations could be materially adversely affected. The introduction and marketing of new or enhanced products require the Company to manage the transition from existing products in order to minimize disruption in customer purchasing patterns. There can be no assurance that the Company will be successful in developing and marketing, on a timely basis, new products or product enhancements, that its new products will adequately address the changing needs of the marketplace, or that it will successfully manage the transition from existing products. Software products as complex as those offered by the Company may contain undetected errors or failures when first introduced or as new versions are released, and the likelihood of errors is increased as a result of the Company's commitment to accelerating the frequency of its product releases. There can be no assurance that errors will not be found in new or enhanced products after commencement of commercial shipments. Any of these problems may result in the loss of or delay in market acceptance, diversion of development resources, damage to the Company's reputation, or increased service or warranty costs, any of which could have a materially adverse effect upon the Company's business, financial condition and results of operations.

**Dependence on Distributors.** The Company distributes its products principally through its global network of 36 independent, regional ANSYS Support Distributors ("ASDs"). The ASDs sell ANSYS products and other products to new and existing customers, expand installations within their existing customer base, offer consulting services and provide the first line of ANSYS technical support. The ASDs have more immediate contact with most customers who use ANSYS software than does the Company. Consequently, the Company is highly dependent on the efforts of the ASDs. Difficulties in ongoing relationships with ASDs, such as delays in collecting accounts receivable, ASDs' failure to meet performance criteria or to promote the Company's products as aggressively as the Company expects, and differences in the handling of customer relationships, could adversely affect the Company's performance. Additionally, the loss of any major ASD for any reason, including an ASD's decision to sell competing products, could have a materially adverse effect on the Company. Moreover, the Company's future success will depend substantially on the ability and willingness of its ASDs to continue to dedicate the resources necessary to promote the Company's products and to support a larger installed base of the Company's products. If the ASDs are unable or unwilling to do so, the Company may be unable to sustain revenue growth.

**Competition.** The CAD, computer-aided engineering ("CAE") and computer-aided manufacturing ("CAM") markets are intensely competitive. In the traditional CAE market, the Company's primary competitors include MacNeal-Schwendler Corporation, Hibbitt, Karlsson and Sorenson, Inc. and MARC Analysis Research Corporation. The Company also faces competition from smaller vendors of specialized analysis applications in fields such as computational fluid dynamics. In addition, certain integrated CAD suppliers such as Parametric Technology Corporation and Structural Dynamics Research Corporation provide varying levels of design analysis and optimization and verification capabilities as part of their product offerings. The entrance of new competitors would likely intensify competition in all or a portion of the overall CAD, CAE and CAM market. Some of the Company's current and possible future competitors have greater financial, technical, marketing and other resources than the Company, and some have well



established relationships with current and potential customers of the Company. It is also possible that alliances among competitors may emerge and rapidly acquire significant market share or that competition will increase as a result of software industry consolidation. Increased competition may result in price reductions, reduced profitability and loss of market share, any of which would materially adversely affect the Company's business, financial condition and results of operations.

Dependence on Senior Management and Key Technical Personnel. The Company is highly dependent upon the ability and experience of its senior executives and its key technical and other management employees. Although the Company has entered into employment agreements with two executives, the loss of these, or any of the Company's other key employees, could adversely affect the Company's ability to conduct its operations.

Risks Associated with International Activities. A significant and growing portion of the Company's business comes from outside the United States. Risks inherent in the Company's international business activities include imposition of government controls, export license requirements, restrictions on the export of critical technology, political and economic instability, trade restrictions, changes in tariffs and taxes, difficulties in staffing and managing international operations, longer accounts receivable payment cycles and the burdens of complying with a wide variety of foreign laws and regulations. Effective patent, copyright and trade secret protection may not be available in every foreign country in which the Company sells its products. The Company's business, financial condition and results of operations could be materially adversely affected by any of these risks.

Dependence on Proprietary Technology. The Company's success is highly dependent upon its proprietary technology. The Company does not have patents on any of its technology and relies on contracts and the laws of copyright and trade secrets to protect its technology. Although the Company maintains a trade secrets program, enters into confidentiality agreements with its employees and distributors and limits access to and distribution of its software, documentation and other proprietary information, there can be no assurance that the steps taken by the Company to protect its proprietary technology will be adequate to prevent misappropriation of its technology by third parties, or that third parties will not be able to develop similar technology independently. Although the Company is not aware that any of its technology infringes upon the rights of third parties, there can be no assurance that other parties will not assert technology infringement claims against the Company, or that, if asserted, such claims will not prevail.

Increased Reliance on Perpetual Licenses and Noncancellable Annual Leases. The Company has historically maintained stable recurring revenue from the sale of monthly lease licenses for its software products. While the Company has experienced an increase in customer preference for perpetual licenses that involve payment of a single up-front fee and that are more typical in the computer software industry, most recently, it has also experienced an increase in customer preference for noncancellable annual leases. Although lease license revenue currently represents a significant portion of the Company's software license fee revenue, to the extent that perpetual license and noncancellable annual lease license revenue increase as a percent of total software license fee revenue, the Company's revenue in any period will increasingly depend on sales completed during that

period.