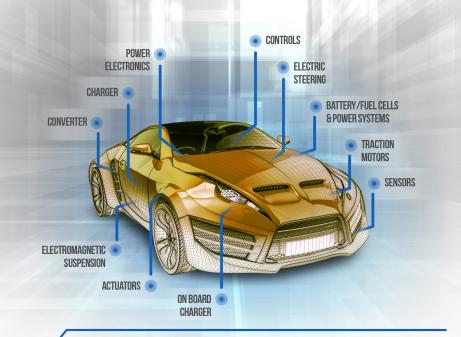


PERVASIVE ENGINEERING SIMULATION STRATEGY



## **NEXT GENERATION OF ALL ELECTRIC VEHICLES**



## **OUR VISION**

To make simulation pervasive across the product lifecycle on a single platform



**Ajei Gopal**President and
Chief Executive Officer

"We're off to an excellent start to 2019, delivering doubledigit growth in both software license and total revenue. The ANSYS strategy is working. Driven by our vision of Pervasive Simulation™, the strength of our portfolio and our excellent relationships with customers, we continue to see tremendous demand for our products and solutions."



Maria Shields
Senior Vice President
and Chief Financial Officer

"The underlying fundamentals of our business performed at or above the high end of our expectations, as evidenced by our first quarter revenue, deferred revenue and backlog, and cash flows. Earnings were also very strong for the quarter, and our operating margin was above the high end of our guidance, driven by the over-performance in revenues. As a result of our solid performance in Q1, combined with our growing business momentum, we are raising our full-year 2019 guidance."

Q1 2019 Reported Results — Strong Operating Performance							
	Revenue	Diluted EPS	Operating Margin				
GAAP	\$317.1M	\$1.01	30.2%				
Non-GAAP	\$319.9M	\$1.29	42.9%				

ACV	Deferred Revenue & Backlog	Operating Cash Flow	Lease & Maintenance Revenue
\$303.5M	\$672.6M	\$151.6M	\$253.3M

## **Business Performance Metrics**









## **Q1 Highlights**

- Completed the acquisitions of Granta Design and Helic, expanding our multiphysics portfolio.
- Signed a multi-year agreement with LG Electronics to advance their product innovation using our industy leading multiphysics simulation solutions.
- Announced a partnership agreement with Ferrari Competizioni GT to advance the aerodynamic performance of their elite race cars using ANSYS simulation solutions.
- Lease license revenue grew 45% and maintenance grew 15%, both in constant currency.
- Strong revenue performance in the Americas and APAC.
- Repurchased 0.3 million shares.

Updated FY2019 Guidance								
	Revenue	Diluted EPS	Operating Margin	Tax Rate	CFO	ACV		
GAAP	\$1,421.9 - \$1,471.9M	\$4.30 - \$4.82	32.0% - 34.0%	18.0% - 21.0%	\$470.0 - \$510.0			
Non-GAAP	\$1,430.0- \$1,480.0M	\$5.75 - \$6.10	43.0% - 44.0%	21.0% - 22.0%		\$1,425.0 - \$1,470.0		

ASC 606 revenue recognition standard adopted on January 1, 2018.

The non-GAAP financial results and the non-GAAP financial outlook for 2019 highlighted above, represent non-GAAP financial measures. Reconciliations of these measures to the appropriate GAAP measures, for the three months ended March 31, 2019 and for the 2019 financial outlook, can be found in the financial information included in the ANSYS Q1 2019 earnings release available on the ANSYS investor relations page at https://investors.ansys.com/