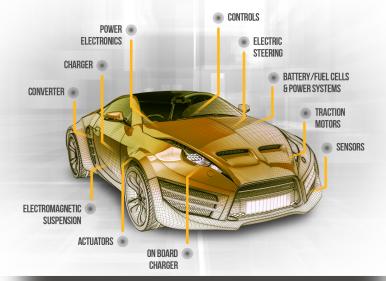


# EXECUTING OUR PERVASIVE ENGINEERING SIMULATION STRATEGY



NEXT GENERATION OF ALL ELECTRIC VEHICLES



We believe our product strategy based on **Pervasive Simulation** will continue to deliver **double-digit** growth into the future.

## Summary

- Continuing investment to extend leading positions in all physics
- Leveraging and expanding platform to drive deeper client relationships
- Selectively targeting highest-growth market opportunities
- Accelerating opportunities and growth through world-class ecosytem



**Ajei Gopal** President and Chief Executive Officer

"Q4 was an outstanding quarter concluding a stellar 2019. We grew double digits across revenue and ACV for the quarter and the year, and I am confident we are tracking towards our 2022 objective of \$2 billion in ACV. Our strong execution is a solid testament to the underlying momentum in our business and I am proud of the numerous milestones we accomplished in 2019. We extended our market and technology leadership and differentiated our multiphysics product portfolio both organically, as well as through strategic acquisitions, and expanded our partner ecosystem. Our vision of making simulation pervasive across the product lifecycle is resonating with customers and partners and we believe we are in the early innings of transformative growth and driving long-term value creation in 2020 and beyond."



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

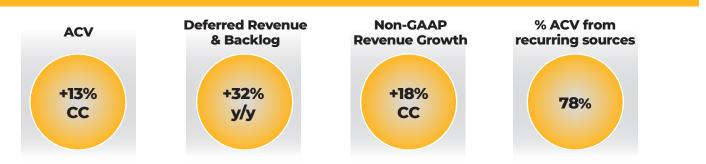
"Q4 capped a very strong year and demonstrated the strength of our business model. We set new company records across key financial metrics including our Q4 and full year 2019 revenue, ACV, earnings and operating cash flows. We also grew our deferred revenue and backlog, setting a new year-end record at \$871 million, an increase of 32% over 2018. To deliver on our growth objectives, we will continue to invest in our growth initiatives and digital transformation initiatives to scale our business. Our leadership in the simulation market continues to strengthen, giving us increasing confidence in our ability to achieve our 2022 long-term targets. In December 2019, we were added to the prestigious NASDAQ-100 Index."

# Q4 2019 Reported Results — Strong Operating Performance

	Revenue	Diluted EPS	Operating Margin	
GAAP	\$486.2M	\$1.91	38.2%	
Non-GAAP	\$492.5M	\$2.24	48.0%	

ACV	Deferred Revenue &	Operating Cash	Lease & Maintenance	
	Backlog	Flow	Revenue	
\$541.3M	\$870.7M	\$139.5M	\$371.5	

### **Business Performance Metrics – Q4 2019**



## **Q4 Highlights**

- Lease license revenue grew 32% in constant currency for the quarter.
- Announced several new partnerships, broadening our ecosystem.
- Released Ansys® 2020 R1, which streamlines product development lifecycles and boosts. product performance with enhancements across our simulation solvers.
- We were added to the NASDAQ-100 Index on December 23, 2019.

Initiates FY 2020 Guidance								
	Revenue	Diluted EPS	Operating Margin	Tax Rate	CFO	ACV		
GAAP	\$1,632.0 - \$1,692.0M	\$4.36 - \$5.02	28.0% - 31.0%	15.0% - 17.0%	\$500.0 – \$530.0M			
Non-GAAP	\$1,640.0 - \$1,700.0M	\$6.19 - \$6.71	42.0% - 43.0%	20.0% - 21.0%				
Other Metrics						\$1,605.0 - \$1,650.0M		

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 Q4 2019 available at https://investors.ansys.com.