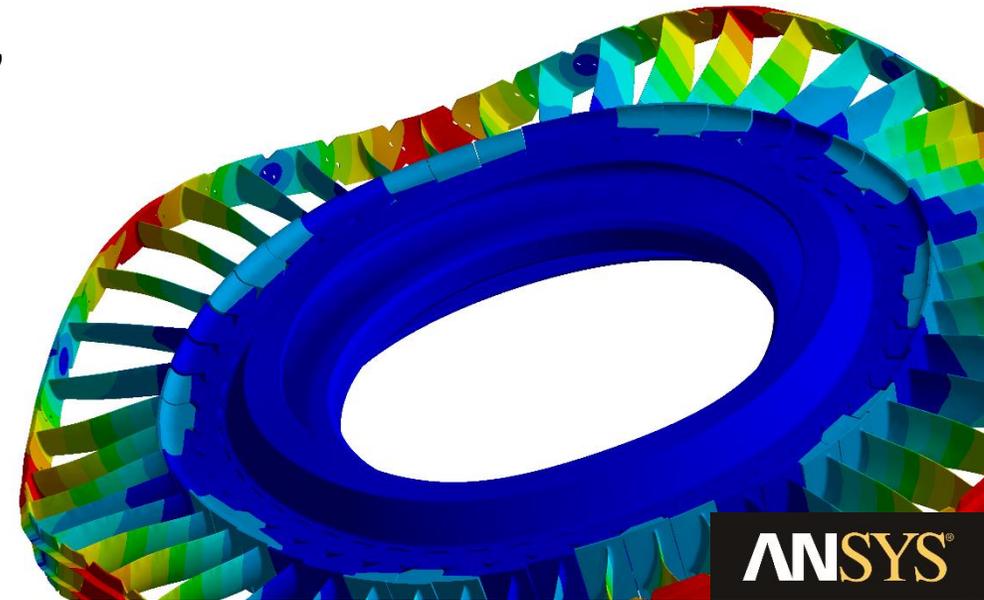




Investor Presentation

Third Quarter 2017

NASDAQ: ANSS

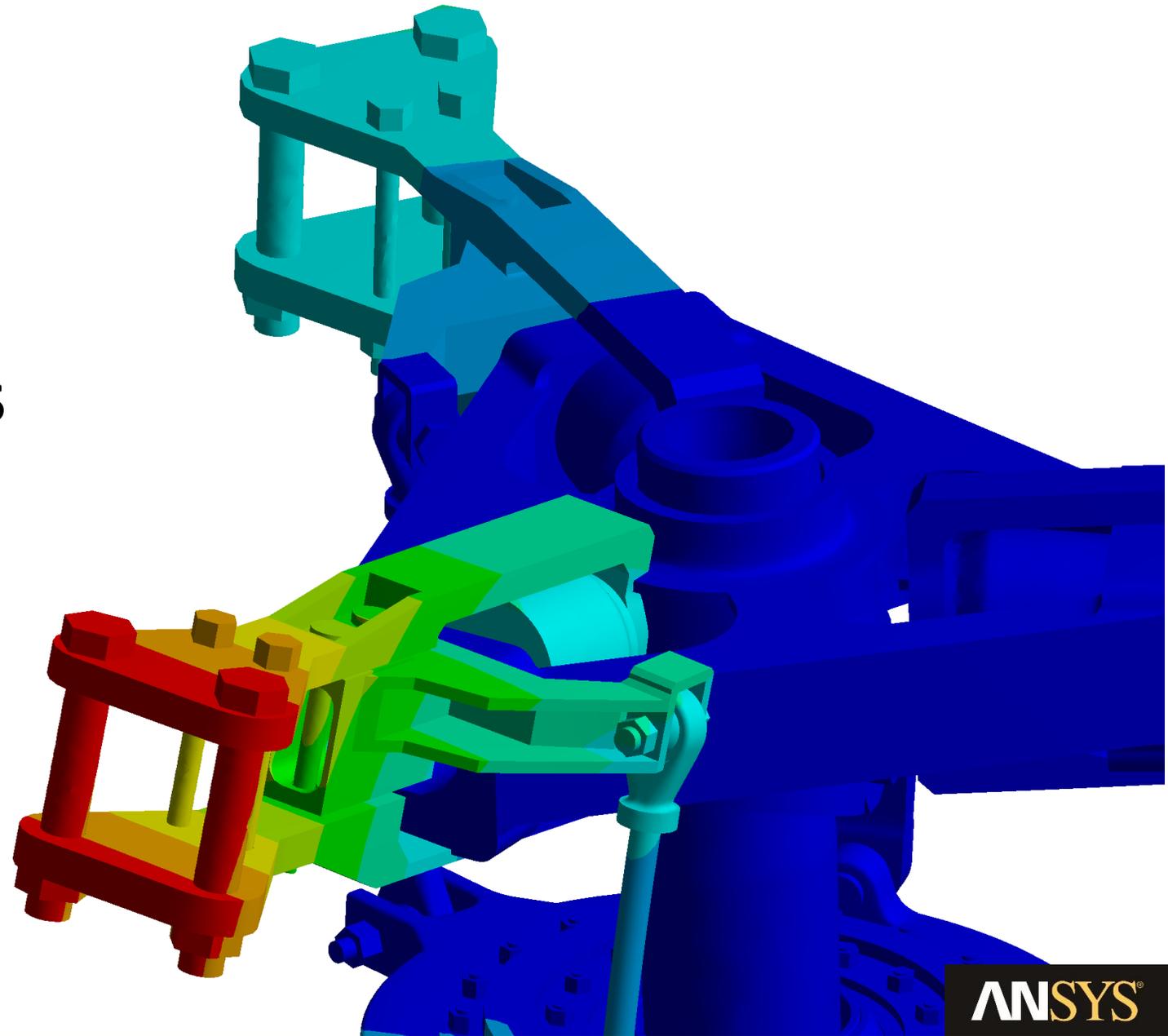


Safe Harbor

Certain statements contained in this presentation regarding matters that are not historical facts, including, but not limited to, statements regarding our projections for revenue, operating margin, effective tax rate, earning per share and operating cash flow (on a non-GAAP basis) and earnings per share for the fourth quarter 2017 and fiscal year 2017; statements about management's views concerning the Company's prospects and outlook for 2017, statements regarding our financial objectives beyond 2017, including revenue growth and operating margin targets on a non-GAAP basis, statements regarding the likelihood of obtaining those objectives and the drivers and points of impact required to reach such objectives, statements regarding the expected impact of ASC 606, the planned changes in the Company's disclosure practices, any statements regarding the Company's financial outlook utilizing the new ASC 606 framework, statements regarding the future use and pervasiveness of simulation, statements regarding our plan for investment, including the relative allocation of such investments, statements regarding the ability of our solutions to unlock the potential of additive manufacturing, statements regarding the ability of simulation to unlock significant value in digital twins, statements regarding changes in our go-to-market approach and its likelihood of success, statements regarding our European sales operations in FY 2017 and FY 2018 are "forward-looking" statements (as defined in the Private Securities Litigation Reform Act of 1995). Because such statements are subject to risks and uncertainties, actual results may differ materially from those expressed or implied by such forward-looking statements. All forward-looking statements made during this Investor Day are subject to risks and uncertainties including, but not limited to, the risk that adverse conditions in the global and domestic markets will significantly affect ANSYS' customers' ability to purchase products from the Company at the same level as prior periods or to pay for the Company's products and services, the risk that declines in the ANSYS' customers' business may lengthen customer sales cycles, the risk of declines in the economy of one or more of ANSYS' primary geographic regions, the risk that ANSYS' revenues and operating results will be adversely affected by changes in currency exchange rates or economic declines in any of the countries in which ANSYS conducts transactions, the risk that the assumptions underlying ANSYS' anticipated revenues and expenditures will change or prove inaccurate, the risk that ANSYS has overestimated its ability to maintain growth and profitability and control costs, uncertainties regarding the demand for ANSYS' products and services in future periods, uncertainties regarding customer acceptance of new products, the risk of ANSYS' products future compliance with industry quality standards and its potential impact on the Company's financial results, the risk that the Company may need to change its pricing models due to competition and its potential impact on the Company's financial results, the risk that ANSYS' operating results will be adversely affected by possible delays in developing, completing or shipping new or enhanced products, the risk that enhancements to the Company's products or products acquired in acquisitions may not produce anticipated sales, the risk that the Company may not be able to recruit and retain key executives and technical personnel, the risk that third parties may misappropriate the Company's proprietary technology or develop similar technology independently, the risk of unauthorized access to and distribution of the Company's source code, the risk of the Company's implementation of its new IT systems, the risk of difficulties in the relationship with ANSYS' independent regional channel partners, the risk of ANSYS' reliance on perpetual licenses and the result that any change in customer licensing behavior may have on the Company's financial results, the risk that ANSYS may not achieve the anticipated benefits of its acquisitions or that the integration of the acquired technologies or products with the Company's existing product lines may not be successful, the risk of periodic reorganizations and changes within ANSYS' sales organization, the risk of industry consolidation and the impact it may have on customer purchasing decisions, and other factors that are detailed from time to time in reports filed by ANSYS, Inc. with the Securities and Exchange Commission, including ANSYS, Inc.'s Annual Report and Form 10-K for the fiscal year ended December 31, 2016. 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.

MISSION

**EMPOWER OUR CUSTOMERS
TO DESIGN AND DELIVER
TRANSFORMATIONAL
PRODUCTS**

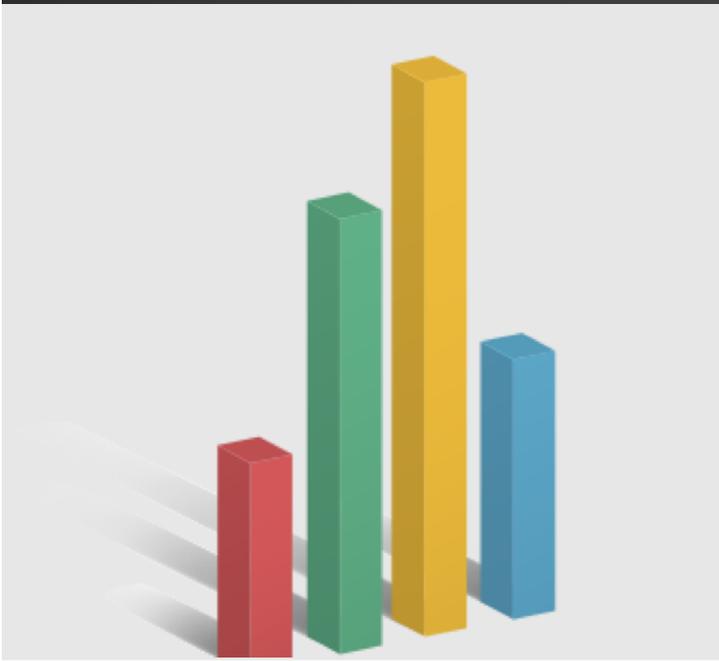


ANSYS business fundamentals are strong

Digital revolution and pervasive simulation



ANSYS uniquely positioned as a market leader



Accelerating growth via disciplined execution



The seemingly unsolvable product delivery problem

Higher CYCLE TIME
Higher COSTS

Optimizing cycle time and cost comes with tradeoffs

Lower QUALITY
Increased RISK

Optimizing for quality and risk reduction comes with tradeoffs

Drive INNOVATION
Manage COMPLEXITY

Optimizing for complexity and innovation comes with tradeoffs

THE DIGITAL REVOLUTION IS MAKING THIS PROBLEM EVEN HARDER



The technological developments of the digital revolution will have a massive economic impact on our customers

IoT / Industrial Internet

Big Data and Machine Learning

Additive Manufacturing

Autonomous Robots

Mass Customization

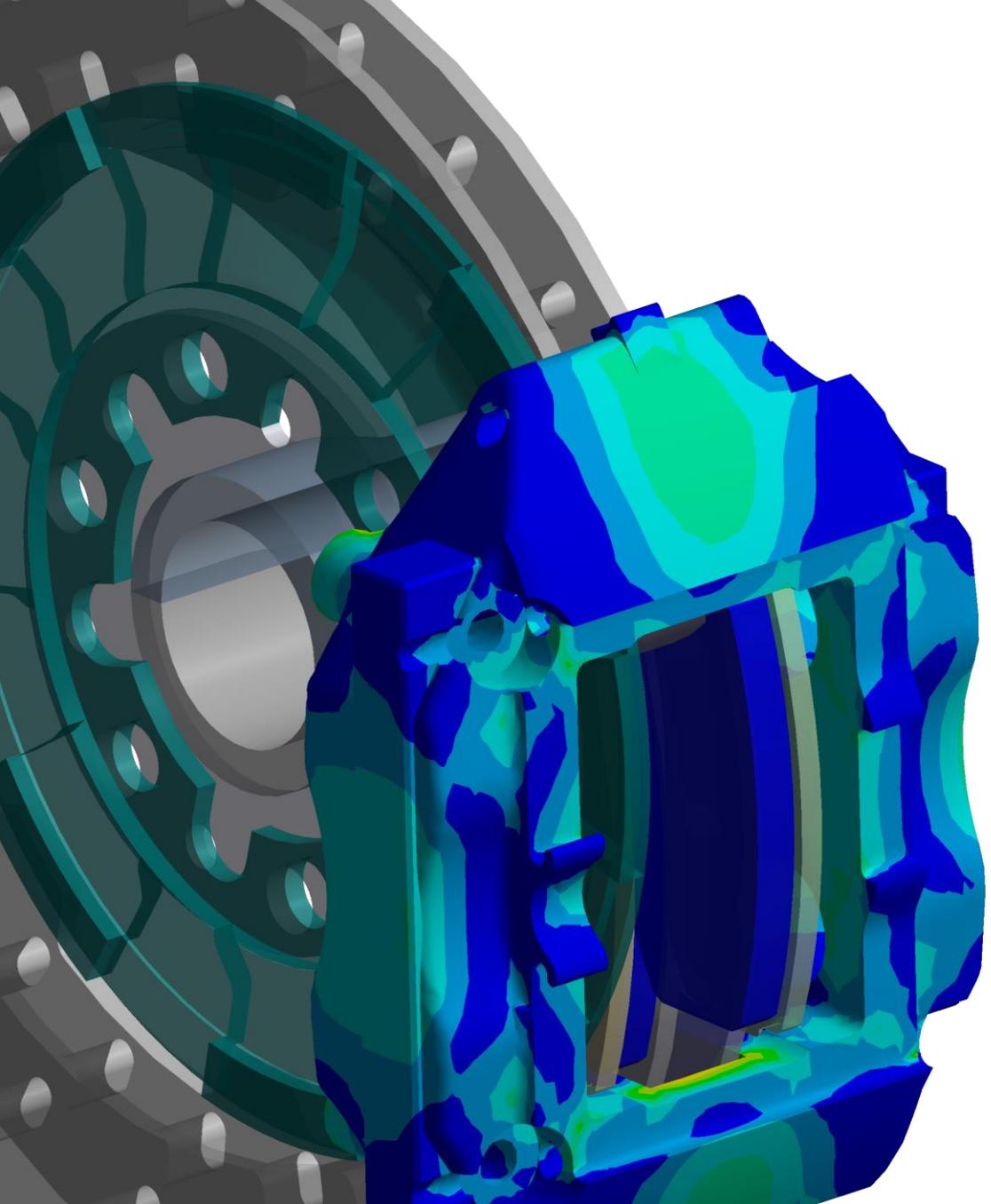
Composite Materials

Circular Economy

+\$11 trillion

POTENTIAL BY 2025

~10% of global GDP

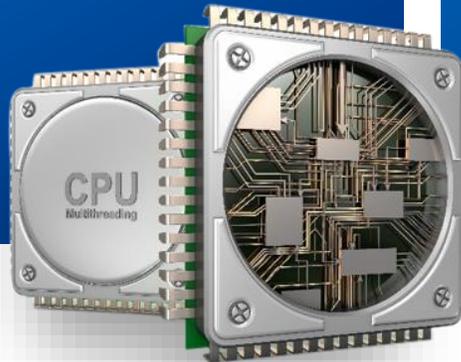


**END CUSTOMER
EXPECTATIONS ARE ALSO
SHIFTING DRAMATICALLY**

Our customers face increased pressure to deliver on the classic challenges

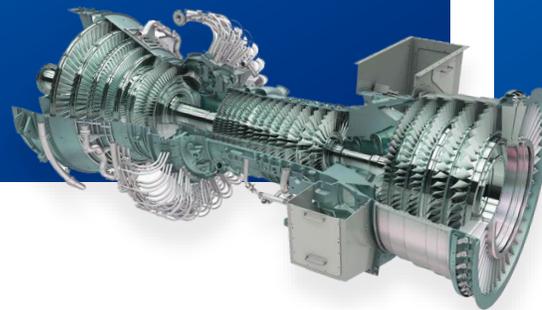
Time-to-market

↓ 30%



Cycle Times

↓ 2 years



New Product Rollouts

↑ 66%



The seemingly unsolvable product delivery problem is more challenging than ever ...

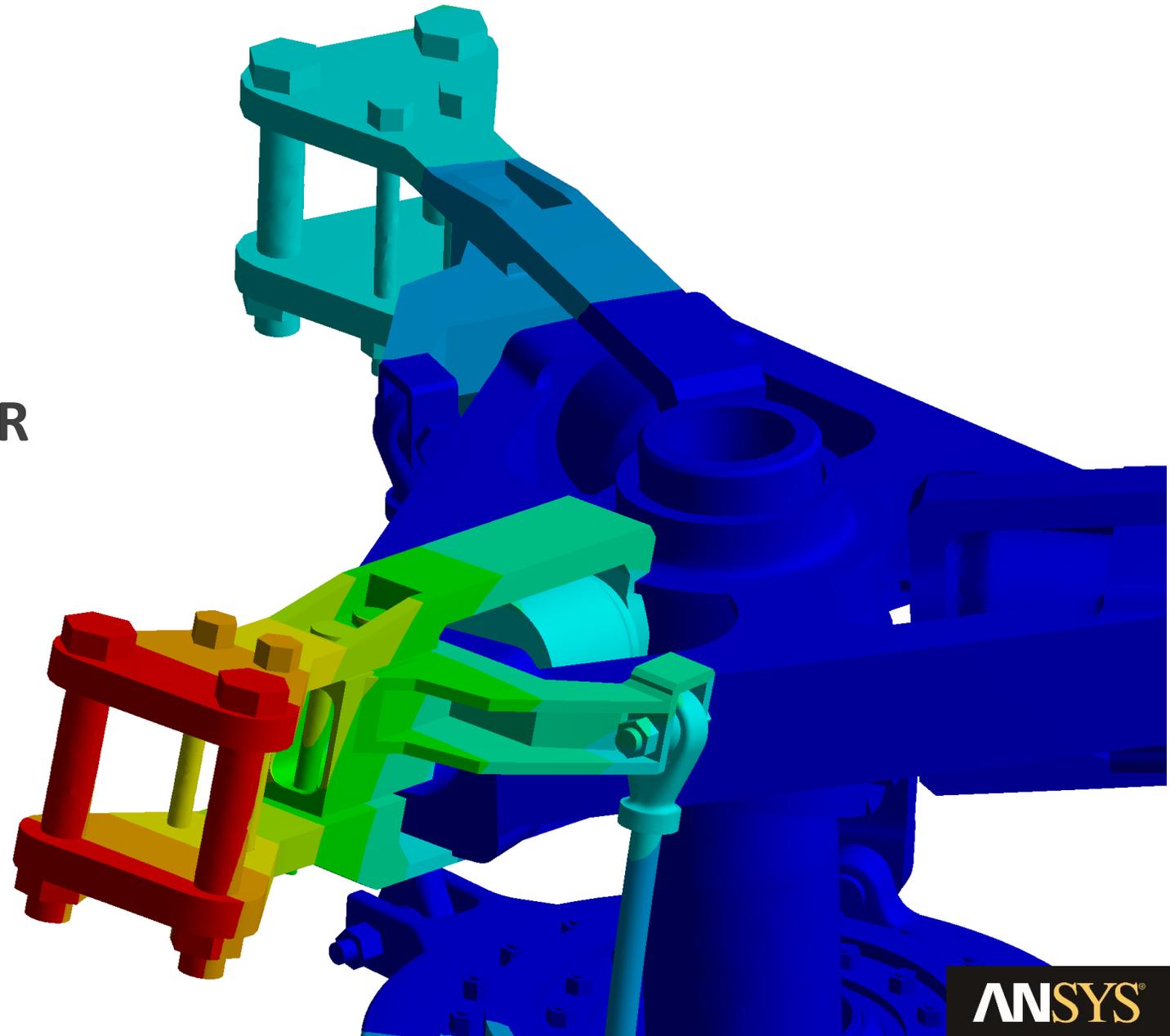
↓ 50%

“One of Callum's (Ford VP of Design) biggest goals is to shorten product development times so that a new vehicle's final designs are set closer to when it goes on sale.”

—Automotive News, 2017



SIMULATION IS THE ANSWER



ANSYS[®]

Simulation solves a seemingly unsolvable problem

SIMULATION ENABLES PRODUCT ENGINEERS TO ...

Lower CYCLE TIME
Reduce COSTS

**... instantly get feedback
without building anything
physical ...**

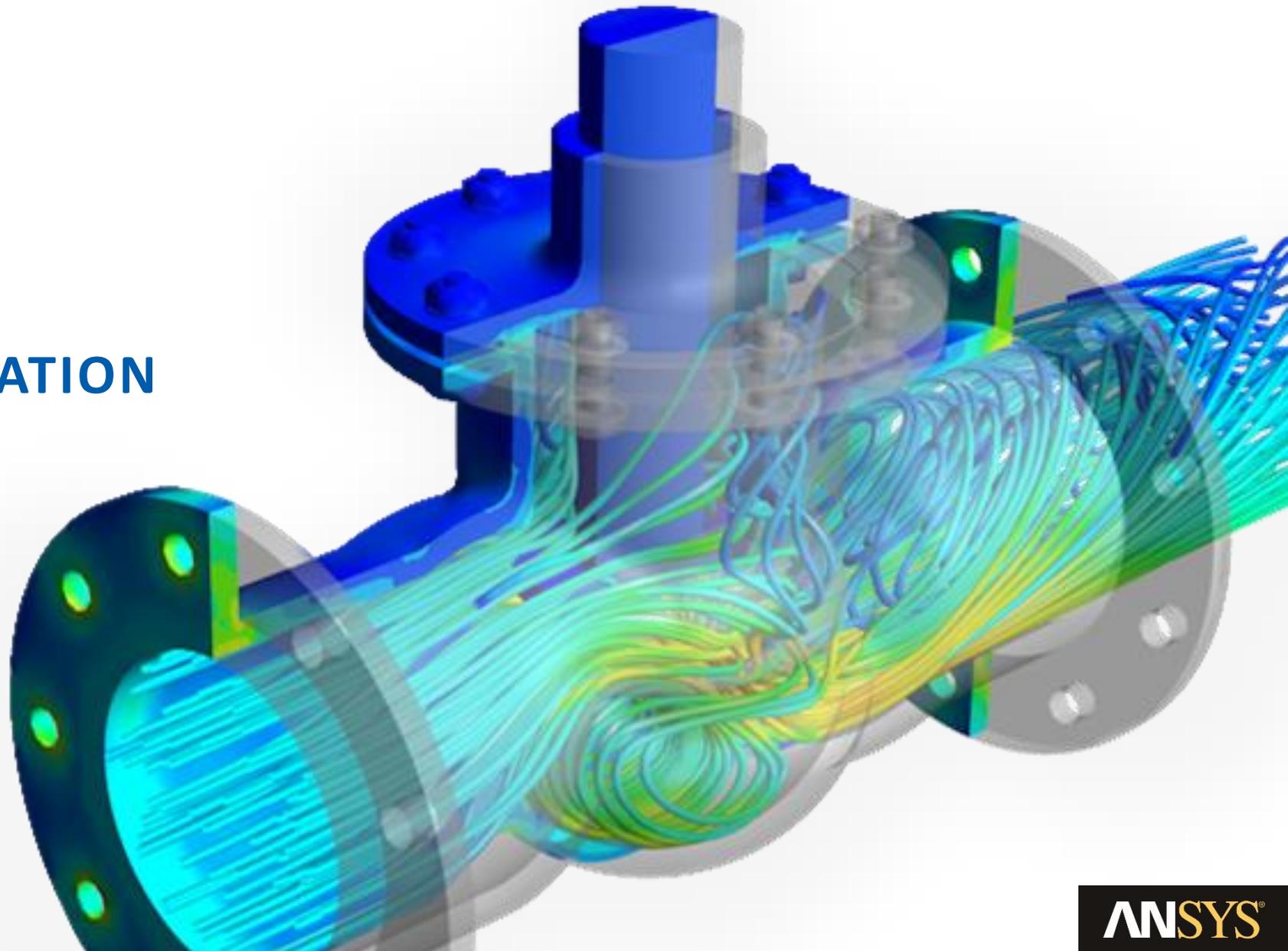
Increase QUALITY
Eliminate RISK

**... while considering
millions of design options
with real-world accuracy ...**

Drive INNOVATION
Manage COMPLEXITY

**... and taking an
unconstrained view toward
product delivery**

**WHERE DOES SIMULATION
GO FROM HERE?**

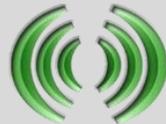


Historically, simulation has been confined to ...

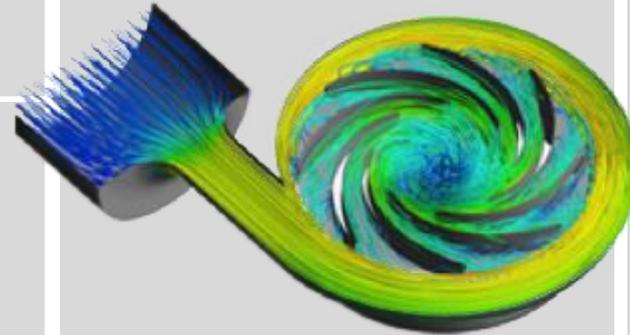
Highly engineered products



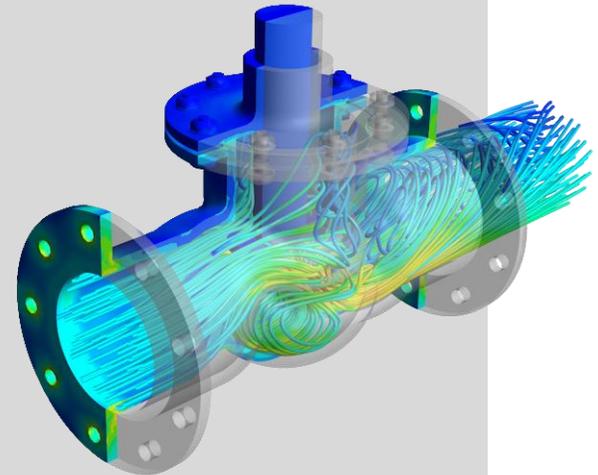
Individual physics



Design phase



Discrete analyses

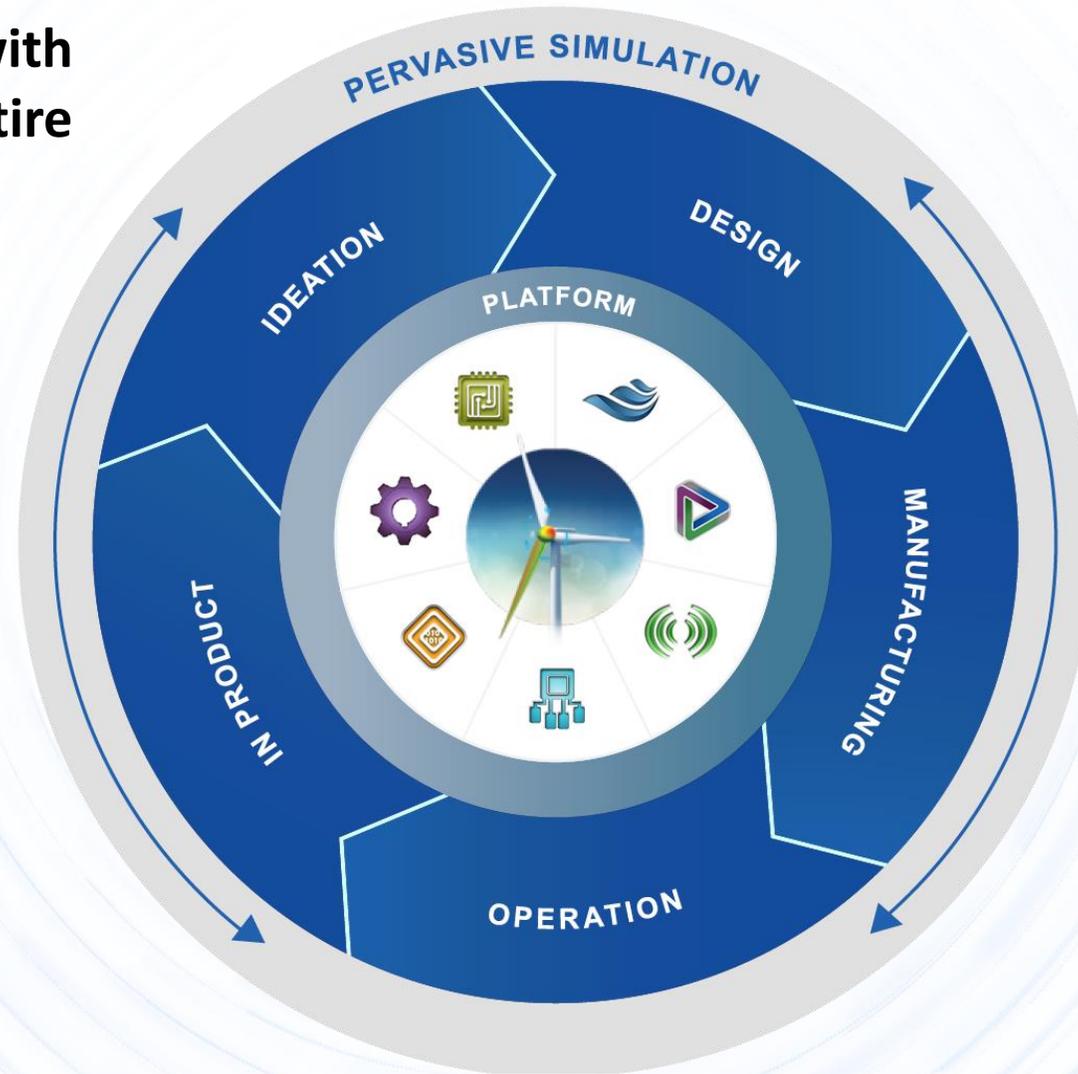


... but the future is pervasive simulation

Pervasive simulation is:
... used across all types of products



Pervasive simulation is continuous simulation with all physics across the entire lifecycle for all products



ANSYS offers the only true simulation platform with best-of-breed simulation across all major physics

Market Leader Across Individual Physics with Industry-Leading Platform



Structures



Fluids



Electromagnetics



Semiconductor
Power



Safety-critical
Embedded Software

Platform



Our portfolio breadth is unmatched

| | #1 STRUCTURES  | #1 FLUIDS  | #1 ELECTROMAGNETICS  | #1 SEMICONDUCTOR POWER  | #1 SAFETY-CRITICAL EMBEDDED SOFTWARE  |
|---------------|--|--|--|--|--|
| ANSYS | ● | ● | ● | ● | ● |
| Competitor #1 | ○ | ○ | ○ | | |
| Competitor #2 | ○ | ● | ○ | | ○ |
| Competitor #3 | ● | ○ | ● | | ○ |
| Competitor #4 | ○ | ○ | ○ | | ○ |
| Competitor #5 | ○ | ○ | | | |
| Competitor #6 | ○ | | | | |
| Competitor #7 | | | | ● | |
| Competitor #8 | | ● | | | |
| Competitor #9 | | | ● | ○ | |

● Best-of-breed offering ○ More limited offering

Source: ANSYS analysis using public data updated with internal estimates



Our platform amplifies the value of our best-of-breed solutions

| THE ANSYS PLATFORM IS... | | EXAMPLE INITIATIVES |
|---|--|--|
|  | INTEGRATION across physics | Comprehensive solutions solving multiphysics problems |
|  | SCALABLE simulation | Intel partnership to continually scale faster than Moore's law |
|  | STANDARDIZATION of data and workflows | Continuing to support broadest range of engineering formats |
|  | OPEN architecture | IoT partnerships with GE and PTC for the industrial internet |
|  | FLEXIBLE deployment | Hybrid model for all customers across private, partner and public clouds |
|  | ECOSYSTEM of apps and solutions | ANSYS app store and application builder |

Our platform amplifies the value of our best-of-breed solutions

THE ANSYS PLATFORM IS DEPLOYED
WITH EVERY PURCHASE...

Of ANSYS' top 1,000 customers:

100% Deployed Workbench

93% Use 2+ physics

91% Use high-performance computing

...AND OUR BEST CUSTOMERS THINK OF ANSYS
AS A PLATFORM COMPANY

“ANSYS offers the only true umbrella platform in which you have every **solution** you need.”

— CEO, Engineering
Solutions Company

ANSYS is the only company that can deliver on what matters most to our customers

TOP 5
CUSTOMER PRIORITIES

- 1 Accuracy**
- 2 Multiphysics**
- 3 Electronification**
- 4 Customer support**
- 5 Advanced methods**

Source: Third-party customer and market research

ANSYS[®]

Accuracy

WHY IT MATTERS

#1 PRIORITY FOR OUR CUSTOMERS

Required for better, more complex,
more innovative products

Essential to minimizing risk

WHY ANSYS

ANSYS offers the deepest,
most accurate
simulation products
across all major physics

Source: Third-party customer and market research

ANSYS[®]

Multiphysics

WHY IT MATTERS

Real-world problems do not confine themselves to single physics

All physics are required to create better products faster



WHY ANSYS



#1 in Structural



#1 in Fluids



#1 in Electronics



#1 in
Semiconductor
Power



Working together in an industry-leading multiphysics portfolio

96 of our top 100 customers purchase 3 or more major physics from ANSYS

Source: Third-party customer and market research

Electronification

WHY IT MATTERS

Electronics and software now embedded in (almost) all products



Antenna design



Integrated mobile devices



Biomedical design



Commercial platform integration



ADAS

WHY ANSYS



Only company with leading electronics, semiconductor and software simulation solutions

ANSYS partners with the world's leading electronics and software companies

ERICSSON



Microsoft

NXP



Customer support

WHY IT MATTERS

Physics is complicated

All our customers rely on ANSYS support to get the most from simulation

WHY ANSYS

750+
PHDs

Deep specialization and expertise in individual and multiphysics

ANSYS' field engineering team partners with the most innovative customers to help develop cutting-edge solutions



JOHN DEERE



Advanced methods

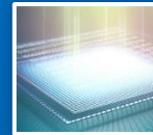
WHY IT MATTERS

Our customers increasingly solve harder and harder problems

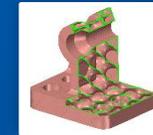
Essential to predict real-life product behavior, allowing companies to iterate designs and meet product requirements quickly

WHY ANSYS

ANSYS has years of experience using advanced methods and emerging technology to enhance the power of physics-based engineering simulation



Reduced Order Models



Additive Manufacturing



Machine Learning



Embedded Code Generation



Non-linear Analysis



Real-Time Simulation



High-Performance Computing



Functional Safety Analysis

Our customers attest to the value we deliver

“

Whirlpool automated the simulation process using ANSYS technology to provide consistent and **error-free simulation results** in an easy-to-use environment and up to **5x faster** than manual methods.

Niyza Ui Haque
Deputy Manager, Whirlpool

“

Simulation via ANSYS has **saved 50 percent in development time** and **hundreds of thousands of dollars** in physical testing.

Glenn Philen
CEO, The Carbon Freight Company

“

AMD used ANSYS PowerArtist to apply a design-for-power approach at an early stage in the design flow, making it possible to **reduce power consumption** to **unprecedented** levels.

Mark Silla
Principal Member, Technical Staff, AMD

“

ANSYS software and other measures we have put in place have helped us improve reliability and **reduced** our drilling systems **non-productive time by 25** percent globally in the past 18 months.

Scott Parent
VP of Technology, Baker Hughes

ANSYS' pervasive simulation platform uniquely positions us to capitalize on customer demand today ...



Most accurate

Only true multiphysics solution

Only company with leading electronics, semiconductor and software offerings

Best customer support

Most advanced methods

... and also enables us to unlock a range of next-generation growth opportunities and expand beyond the design use case

ANSYS[®]

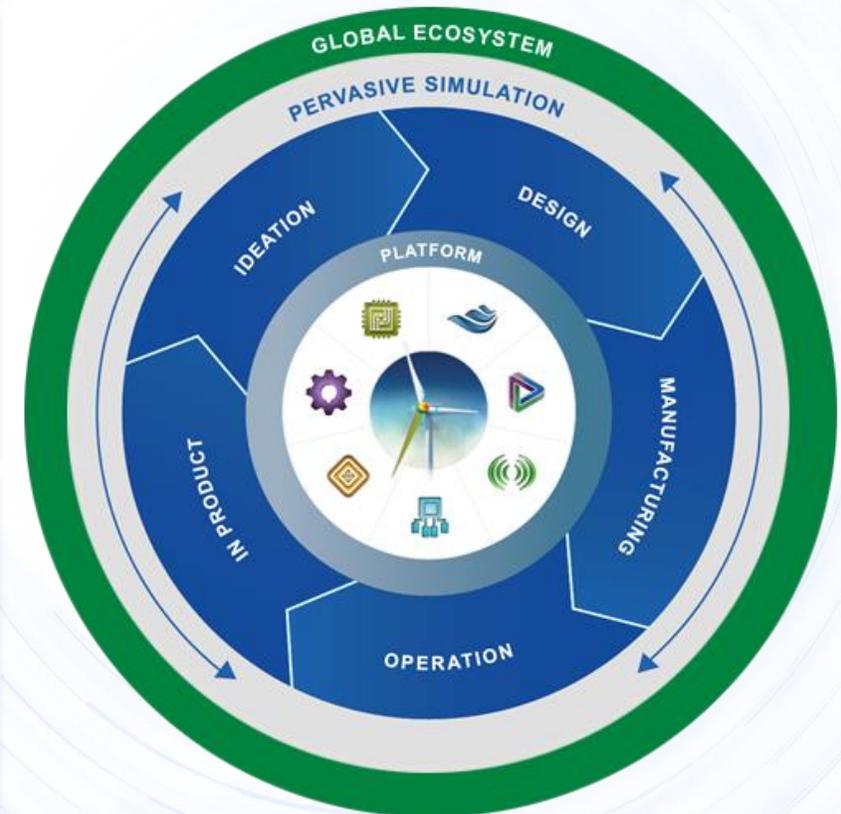
We are also accelerating growth and innovation through our world-class ecosystem

Customer Partnerships

dyson
LOCKHEED MARTIN
GRUNDFOS
Nidec
FLOWSERVE
Cummins
Microsoft
GE

Start-up Community

GREENTOWN LABS
OPTISYS
Superior System Performance
bronc
VELOX
MOTORSPORTS
LACI
alphaLab gear
LUCID



Depth Partnerships

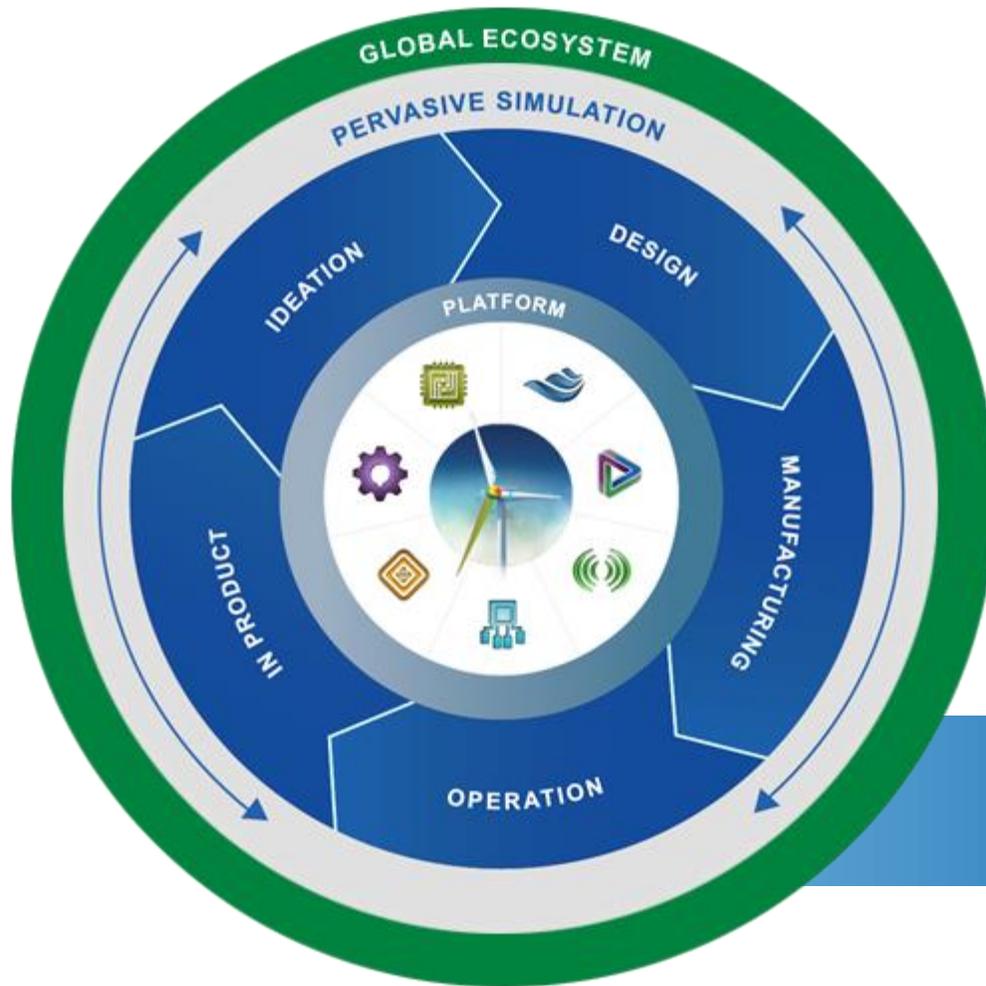
SYNOPSYS
amazon
web services
NVIDIA
IBM
cadence
ptc
intel
tsmc
lenovo
FOR THOSE WHO DO.

Academic Community

The University of Sheffield
Berkeley
UNSW SYDNEY
Cornell University
天津大学
Tianjin University
Indian Institute of Technology Bombay
University of Pittsburgh
Carnegie Mellon
Stanford University
UNIVERSITY OF WATERLOO
ÉCOLE POLYTECHNIQUE
UNIVERSITÉ PARIS-SACLAY



Only ANSYS can meet customers' need for simulation today and in the future



Best-of-breed individual physics

+

Industry-leading simulation platform

+

Expansion into next-generation use cases

+

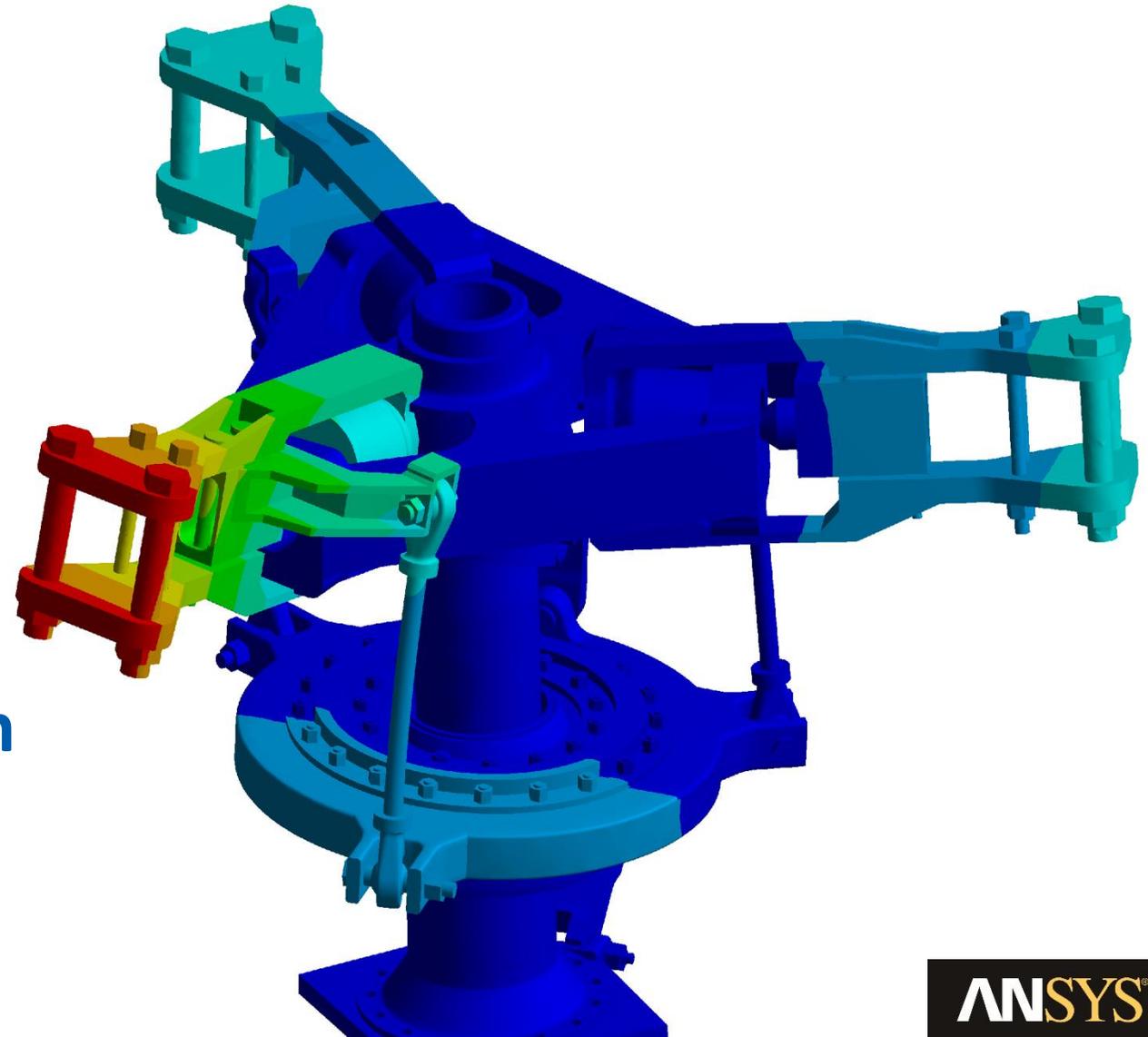
World-class ecosystem

PERVASIVE SIMULATION

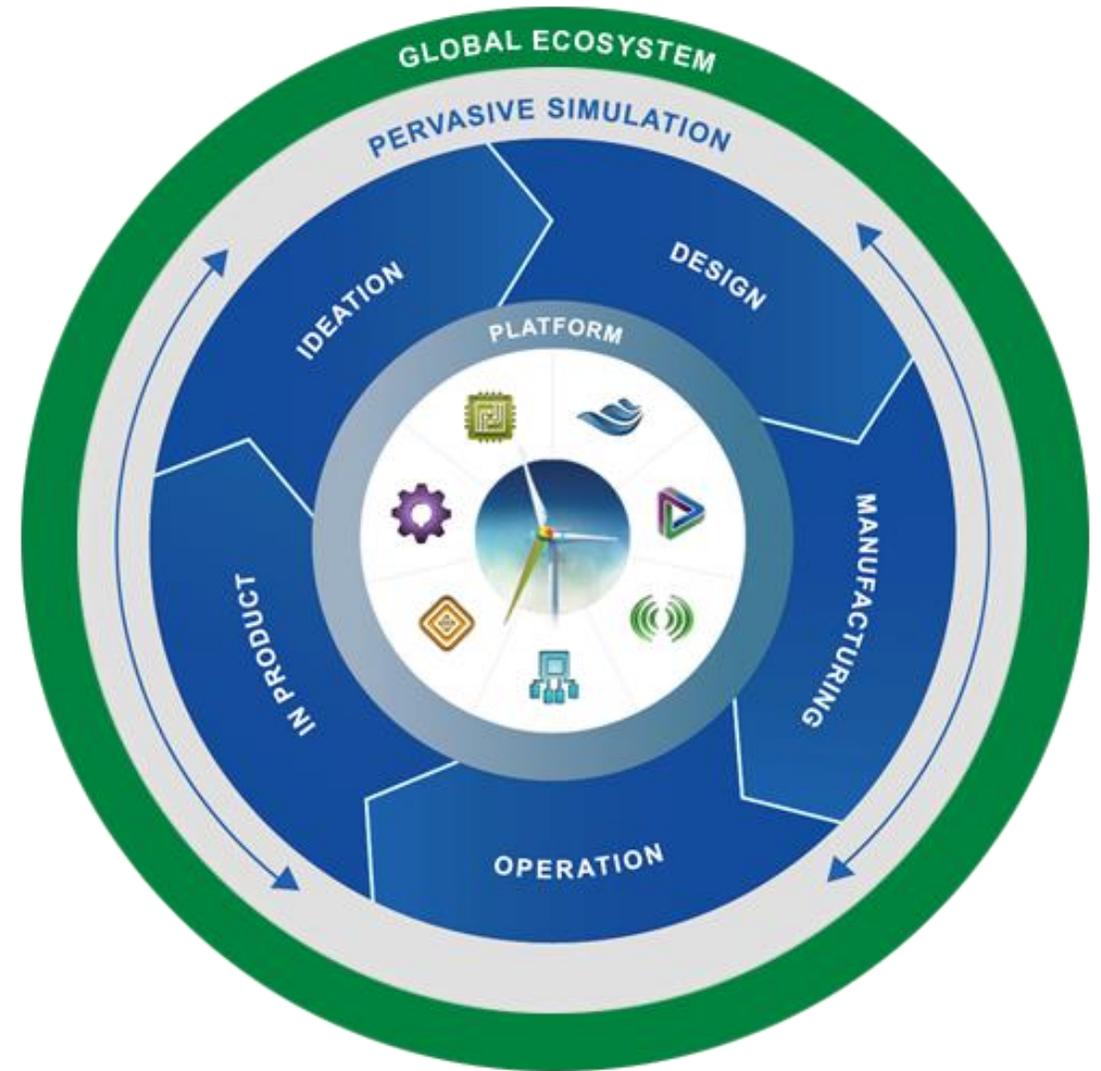
MISSION

**EMPOWER OUR CUSTOMERS
TO DESIGN AND DELIVER
TRANSFORMATIONAL
PRODUCTS**

... through pervasive simulation



Our 2020 objective is sustained double-digit organic revenue growth with continued financial discipline and industry-leading operating margins



Large, diverse, and expanding customer base that increasingly needs our help

TRADITIONAL, HIGHLY ENGINEERED



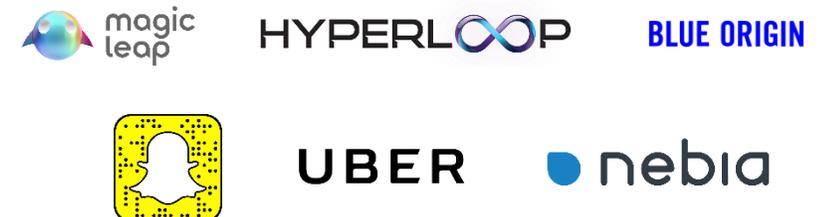
CONSUMER



ESTABLISHED TECHNOLOGY



START-UPS



A world-class GTM will enable double-digit organic revenue growth

WE USED A 'CUSTOMER FIRST' APPROACH...

**Outside-in approach:
Customer and Partner input**

**Analytics and
Data-based research**

Previous experience

...WHICH POINTED TO THE NECESSARY CHANGES

- 1 Consultative sale for Enterprise and Strategic accounts**
- 2 Expanded field technical team**
- 3 Volume sale for smaller accounts**
- 4 Expanding channel and remote sales**
- 5 Building infrastructure to scale**

Our go-forward GTM approach

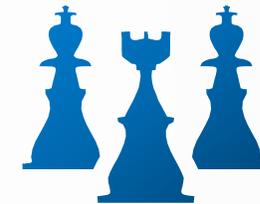
**Enterprise
accounts**

**Building value-based partnerships
that unlock immense value**



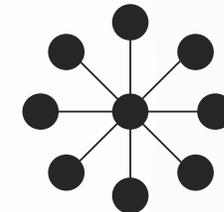
**Strategic
accounts**

**Monetizing innovation with
our strategic customers**



**Volume
accounts**

**Driving more frequent, more
productive interactions with smaller
and new-to-simulation customers**



Enterprise accounts: Building value-based partnerships that unlock immense value



**Senior executive
sponsorship**



**Helping customers gain a
competitive edge**



**Dedicated field engineer
resources**



**Transformational
partnerships instead of
transactions**



**Collaborating to drive
CUSTOMER product
roadmap**



**Co-creation with the
customer**

Strategic accounts: Monetizing innovation with our strategic customers



Increased resources and engagement



Helping customers achieve their business goals



Expanded field engineer team and capabilities



Repeatable strategic deal process



Product roadmap input and visibility



Greater collaboration between ANSYS and the customer

Expanding the field engineering team key to accelerating growth

CENTRAL TO BUILDING CUSTOMER
RELATIONSHIPS AND DRIVING GROWTH

WE ARE INVESTING TO EXPAND
CAPACITY AND TALENT

Field engineers enable ANSYS to:

Better understand the problems our
customers are trying to solve

Collaborate with our customers to solve
their most challenging problems

Further penetrate accounts and displace
competition



Volume accounts: Do more to help current and prospective customers benefit from simulation

**10,000+
ANSYS customers**

**could be getting more
out of simulation**

AND

**Thousands of
companies**

**do not take advantage of
simulation at all**

Volume accounts: Driving more frequent / productive interactions with smaller and new-to-simulation customers



Channel ecosystem



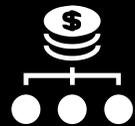
Remote sales capability



Offerings tailored to smaller customers' needs



E-commerce, low-touch model



Lower cost, higher volume support model



Increased digital footprint and online customer community

Building a world-class GTM will require investment

|  PEOPLE |  TOOLS/SYSTEMS |  PROCESSES |
|--|--|---|
| Enhanced enterprise and regional leadership teams | Industry-standard CRM capability | Customer advisory councils and strategic customer MRBs |
| Enterprise and strategic account programs | New quote-to-cash system | Formalized solutions architecture practice and function |
| Increased ratio of field engineers to sales reps | New world-class online customer community | Field/Factory interlocks for product planning and validation |
| Channel expansion and remote sales capability | Customer analytics based opportunity targeting | Data-driven resource planning and allocation |
| Robust sales operations function | Digital/E-commerce portal | Industry-standard forecasting process |
| | | Standardized deal models and quality metrics |

A person's hands are shown typing on a laptop keyboard. The image is overlaid with a futuristic digital interface featuring various data visualizations such as circular progress indicators with percentages (15%, 25%, 50%, 85%), a world map, and a line graph. The overall aesthetic is clean and professional, with a color palette of blues, greys, and oranges.

IT ALL COMES DOWN TO **EXECUTION**

Key messages

Incredible
financial strength...

...driven by years of
financial discipline

Exciting opportunity to turn
the growth dial...

...and return to sustained
double-digit organic revenue growth

Committed to
continued financial discipline...

...and
industry-leading margins

We must increase
our investment and execution...

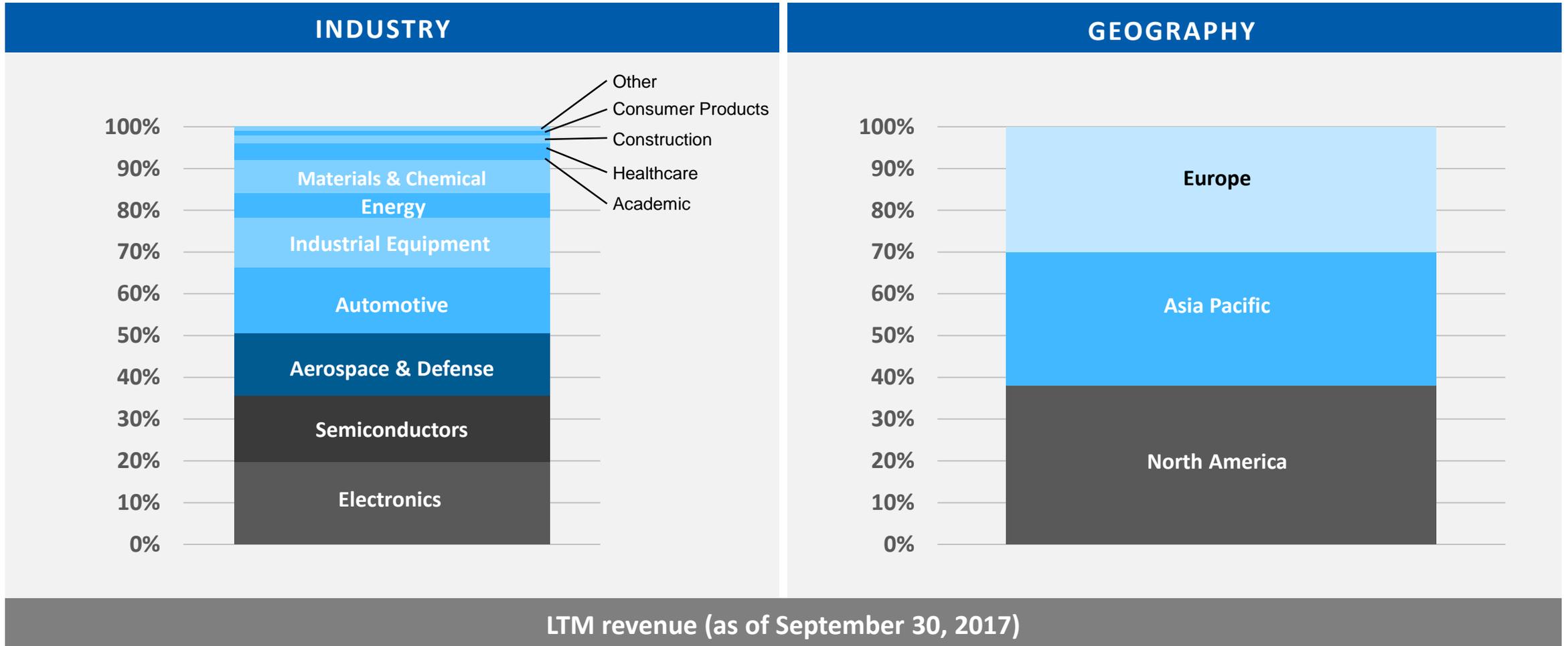
...early signs of success,
but significant work ahead



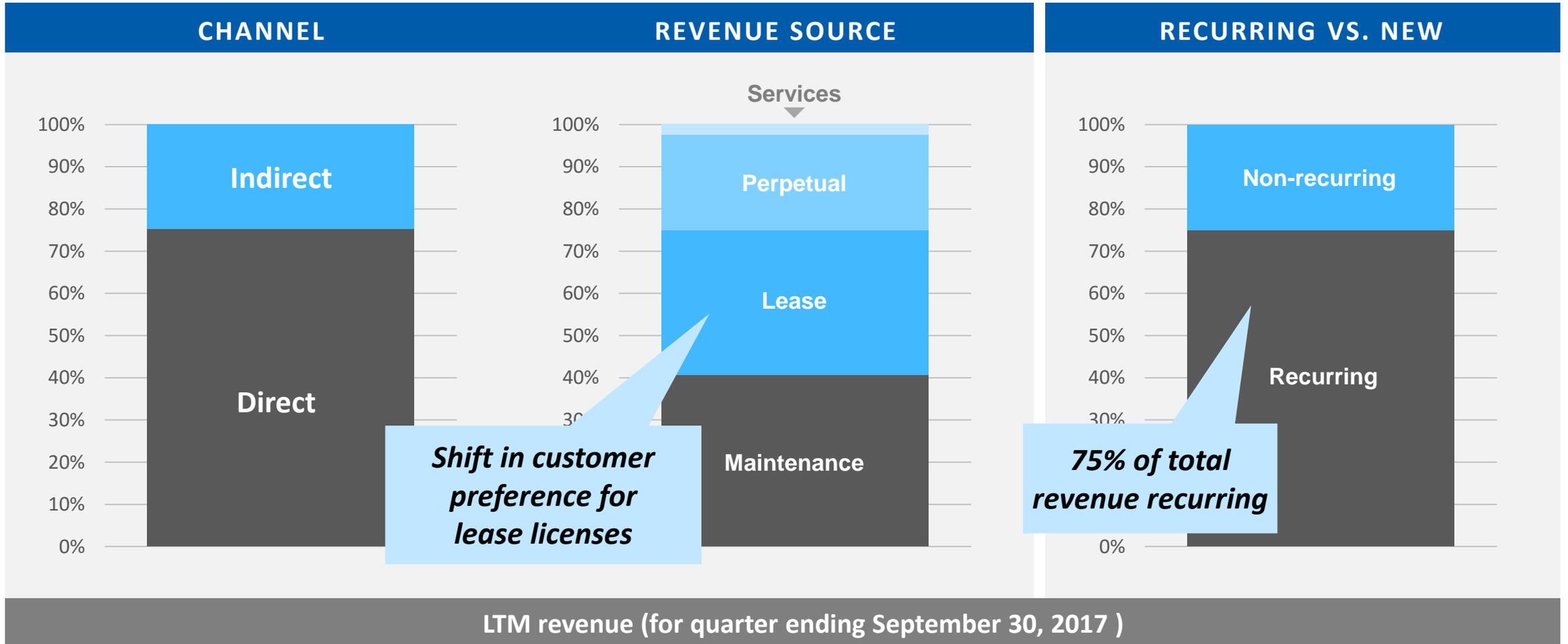
Increasingly strong financial foundation

- **Crossing the \$1B revenue threshold**
- **Diversified customer base and revenue streams**
- **High rate of recurring revenue**
- **Continuing to build deferred revenue and backlog**
- **Strong balance sheet**
- **Industry-leading margins**
- **Leveraging to inflect the growth trajectory**

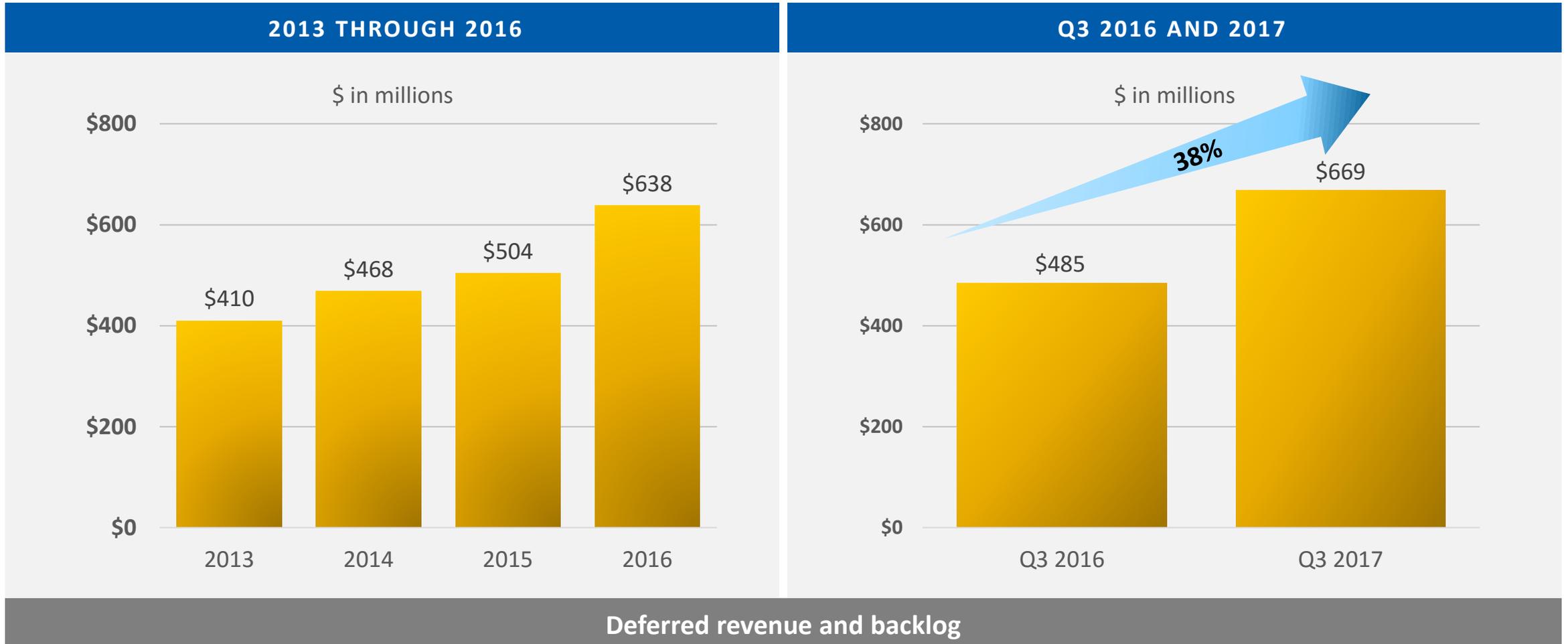
Diversified customer base



Diversified revenue streams



Continuing to build deferred revenue & backlog



Note: Includes long-term deferred revenue and backlog



Opportunity to turn the growth dial

Our 2020 target is sustained double-digit organic revenue growth...

...while maintaining financial discipline and best-in-class operating margins

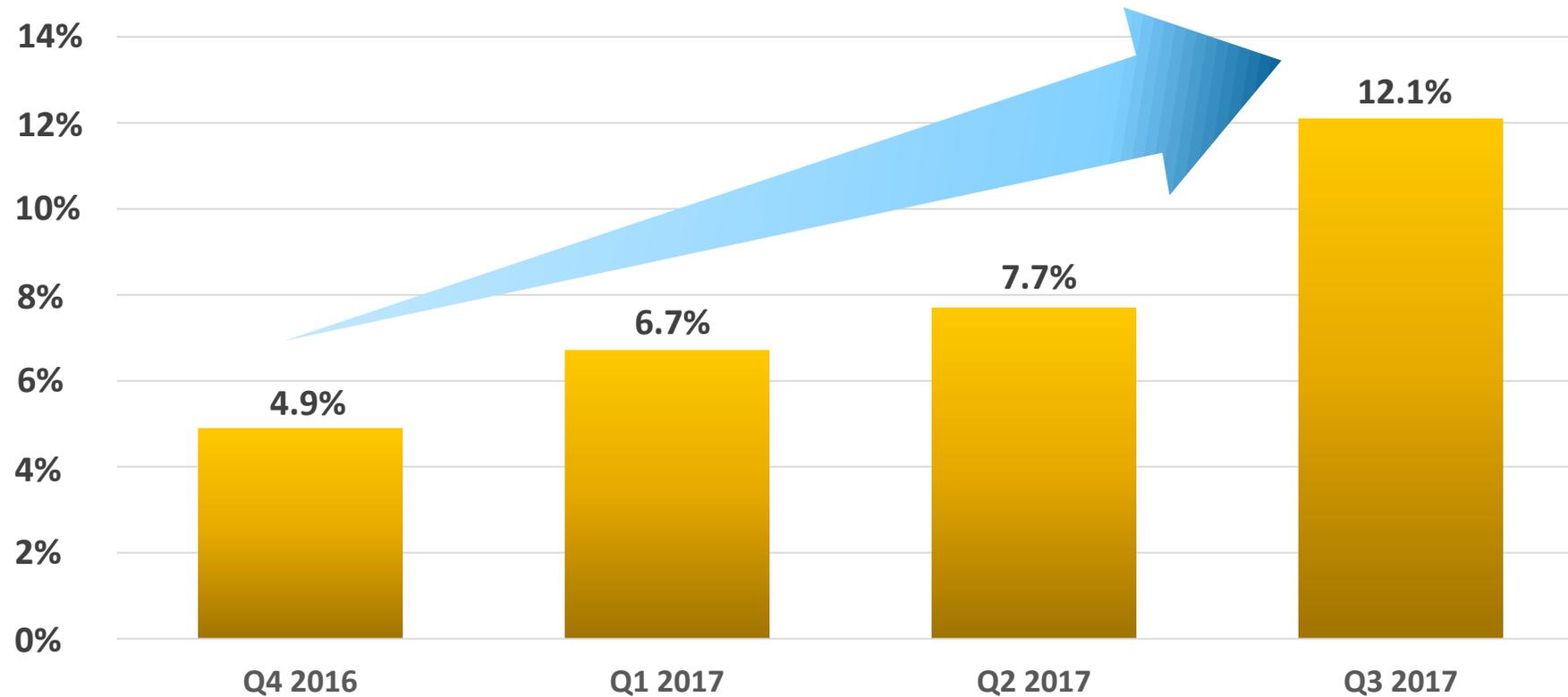


Since 2015 we have increased investment and focused on improved execution

- **Sales capacity**
- **Channel expansion**
- **ANSYS CRM**
- **European performance improvement**
- **Increased focus on making channel partners successful**

We have generated momentum...

ANSYS TTM CONSTANT CURRENCY REVENUE GROWTH¹



... but we are not satisfied—there is more work to do

Note: TTM constant currency revenue growth

ANSYS[®]



Further opportunity to drive growth will require incremental investment

Go-to-market

- People (increased ratio of field engineers to sales reps, channel expansion and remote sales capability)
- Tools/systems (quote-to-cash, low touch renewals)
- Processes (customer advisory councils, data-driven planning)

Product

- Extending core technology leadership (physics, platform)
- Investing in next-generation innovation (digital exploration, additive manufacturing, digital twin, IoT)

Scale Infrastructure

- Tools and systems (CRM, HRIS)
- Expand competencies (FP&A, pricing, M&A)
- New talent acquisition

Partnerships and Acquisitions

- Investing to build strategic partnerships
 - Customers: GE, Flowserve
 - Peers: PTC, Synopsys



2020 growth and operating margin target (non-GAAP)

Baseline (2016A)

Target 2020

**REVENUE
GROWTH (%)**

5%

10%+

**OPERATING
MARGIN (%)**

47.0%

43-45%

TARGET DELIVERS INCREMENTAL STOCKHOLDER VALUE COMPARED TO BASELINE

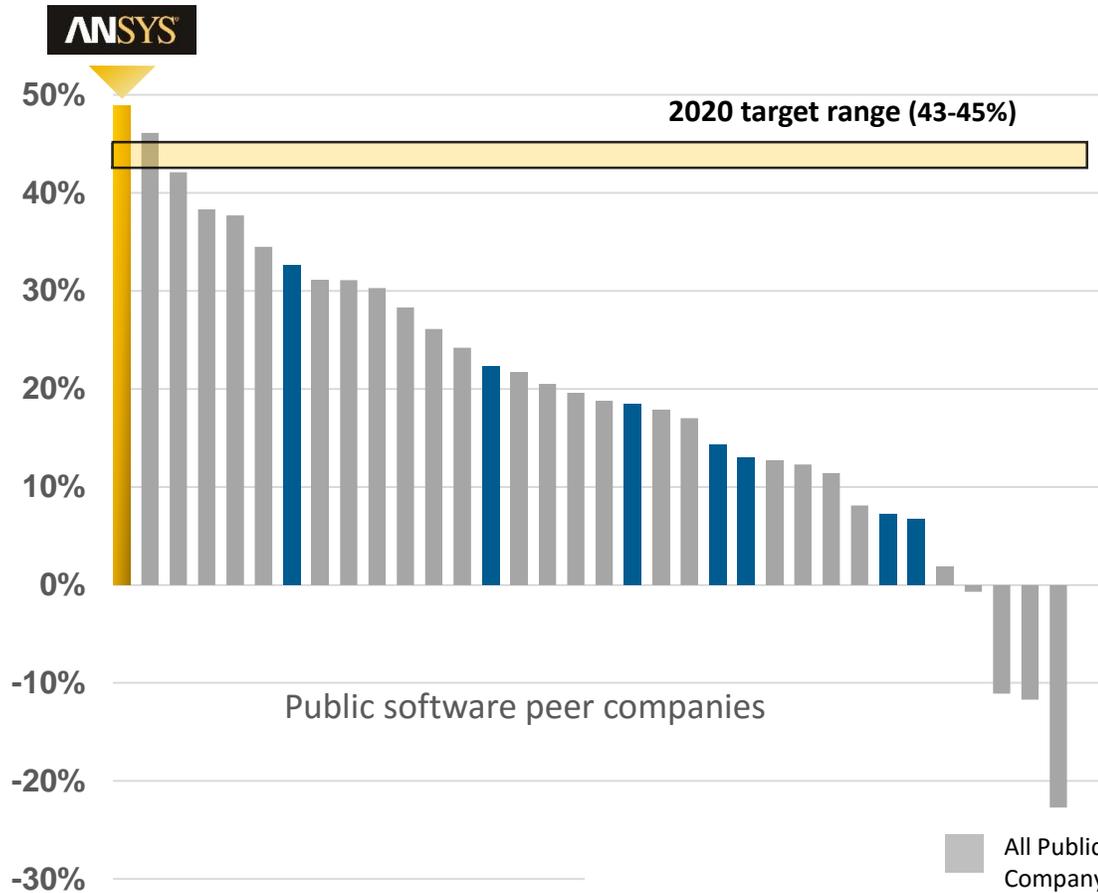
Note: Non-GAAP
Source: ANSYS Financial Statements

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We are committed to financial discipline and industry-leading margins

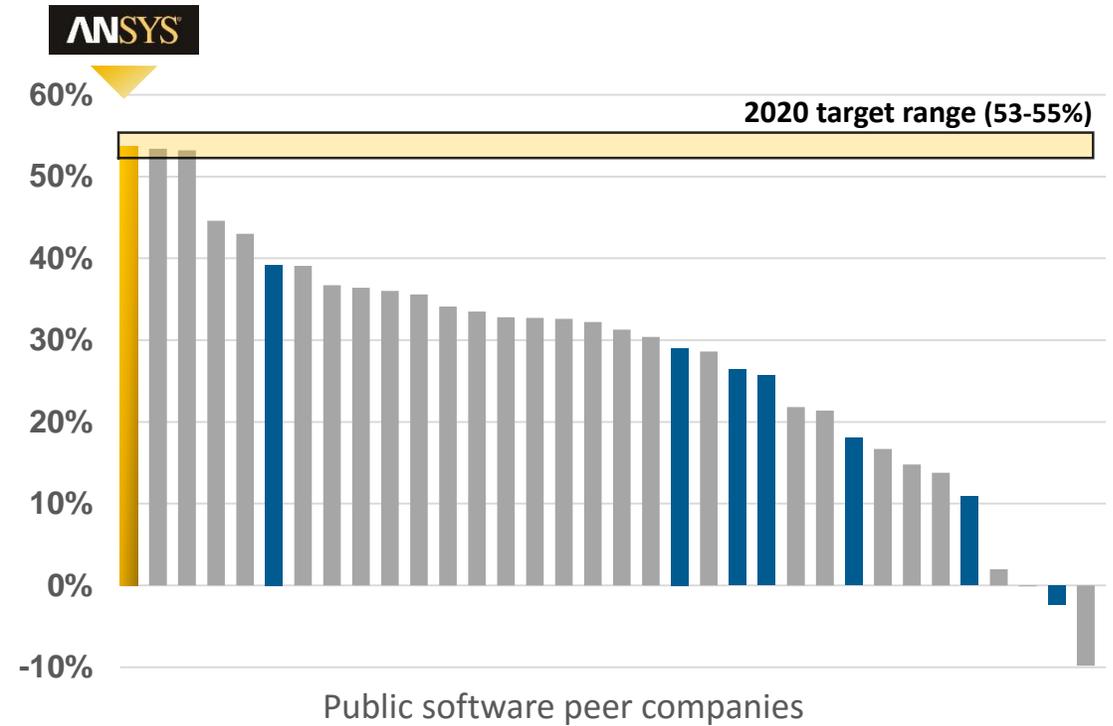


2016 MARGINS FOR ANSYS AND PEERS



Note: ANSYS data is non-GAAP operating margin. All other Public Company data is EBITDA margins.

2016 REVENUE GROWTH + 2016 MARGINS FOR ANSYS AND PEERS



Note: ANSYS data is constant-currency revenue growth plus non-GAAP operating margin. All other Public Company data is revenue growth plus EBITDA margin.





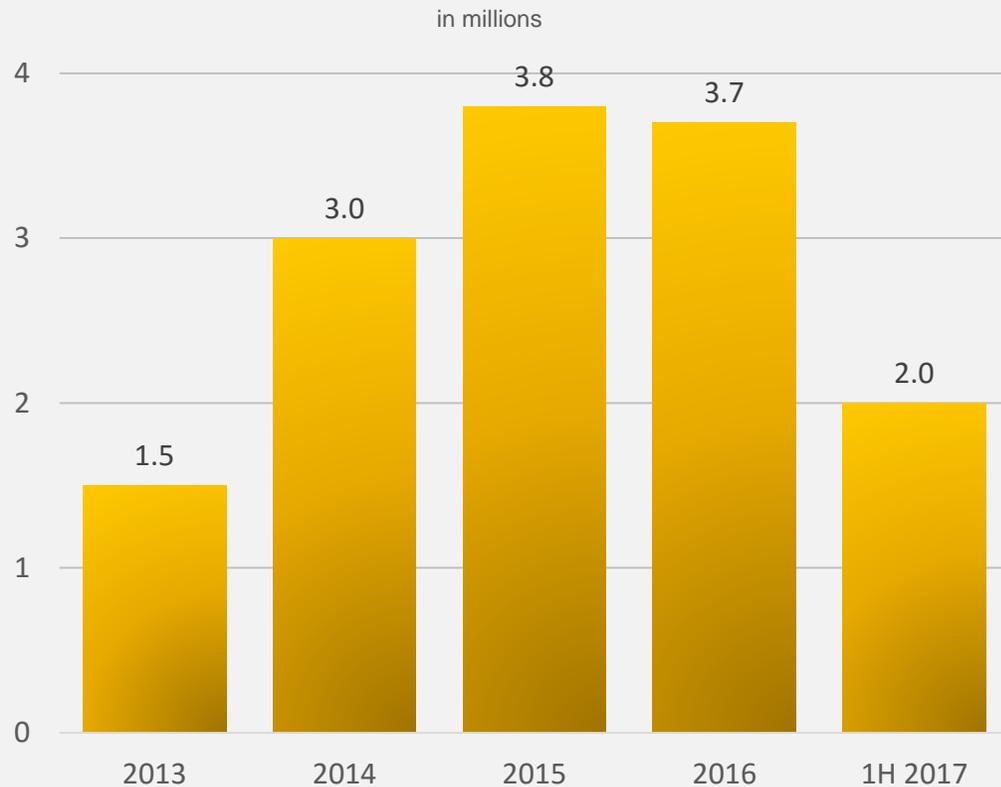
Capital allocation priorities

- **Investment in organic growth of the core business**
- **M&A to enhance growth**
 - **Size not determining factor – proven technology is key**
 - **Experienced talent**
 - **Synergy with customer base and global channel**
 - **Financially accretive within a reasonable timeframe**
- **Stock repurchase**
 - **Commitment to return excess cash to stockholders**

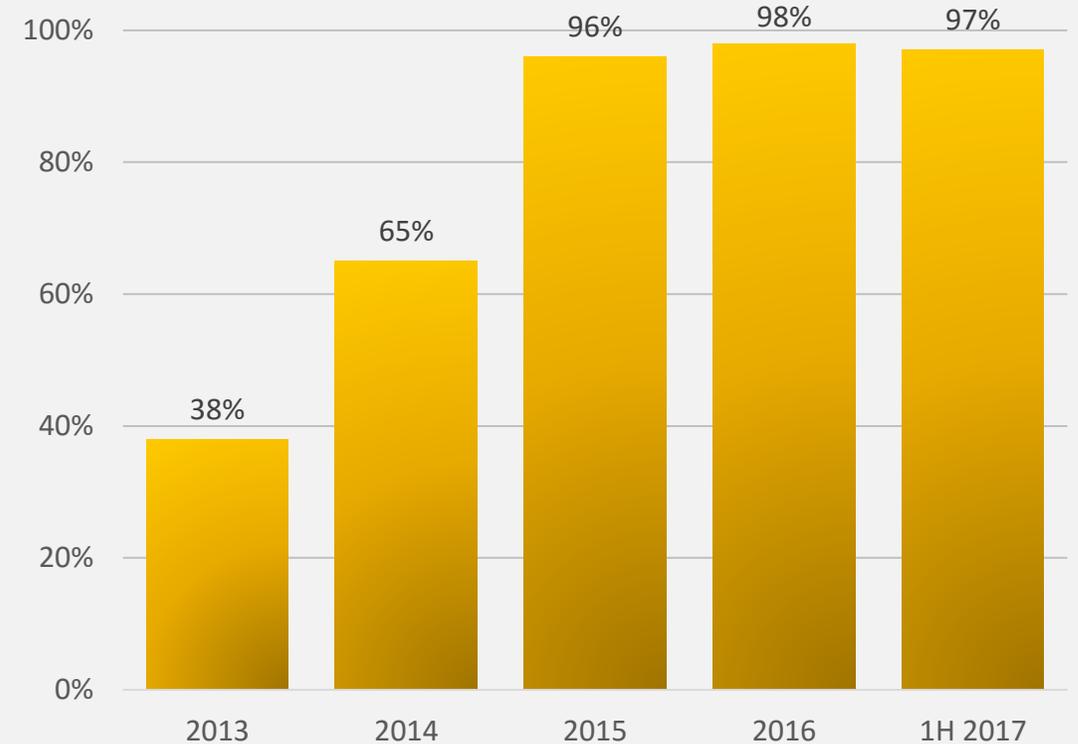
Return of excess capital to stockholders



NUMBER OF SHARES REPURCHASED



% OF FREE CASH FLOW SPENT ON SHARE REPURCHASES



Note: Free Cash Flow (FCF) defined as Operating Cash Flow – Capital Expenditures

Key messages for 606

- **Providing results under new and old standard will maximize comparability**
- **Minimal impact on future comparability for the vast majority of business volume**
- **Will see volatility going forward based on timing of large, multi-year deals (minority of the business volume)**
- **Will provide a new metric (Annualized Contract Value - ACV) to give more clarity into the ongoing health of our business**
- **No material change in accounting for sales commissions**
- **Cash flow from operations will be adversely affected in 2018 for the tax effects of revenue that is accelerated under ASC 606 but not reported in the financial statements**

ASC 606 requires three primary changes relative to current practice

Immediate license revenue recognition
(including the license portion embedded in a lease)

1

Revenue allocation based on estimated selling price rather than Vendor-Specific Objective Evidence (VSOE)

2

Increased financial statement disclosures
(including unbilled receivables, and the expected rollout of deferred revenue and backlog)

3

Overview of ASC 606 impact

YEAR 1 IMPACT

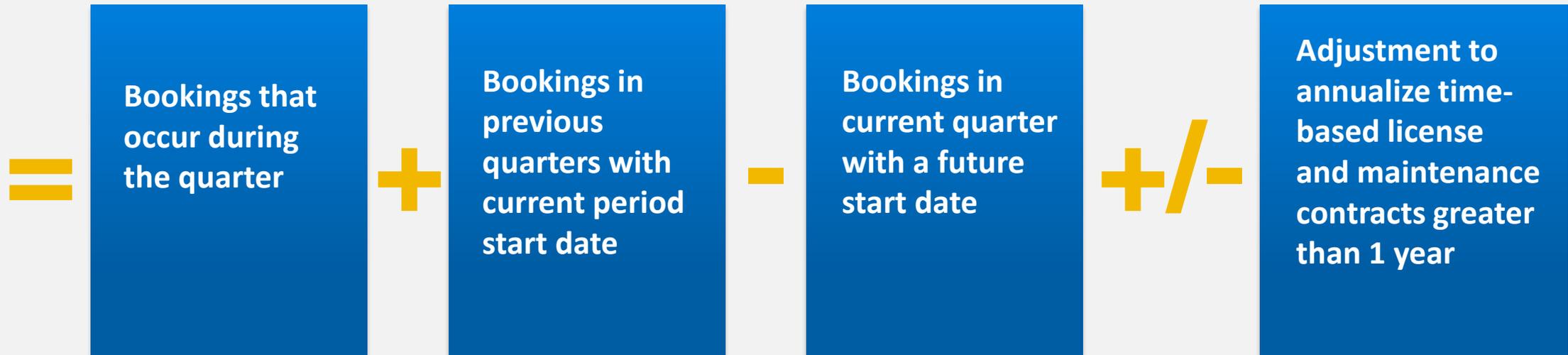
- Revenue recognition change will accelerate revenue
- Large, multi-year deals will create some volatility depending on timing (minority of the business)
- Modified retrospective implementation approach will provide disclosure of results under current rules for the first year
- Cash-flow impact for tax consequences of accelerated revenue
- No material change in accounting for sales commissions

GO-FORWARD IMPACT

- Minimal impact on future comparability for the vast majority of business volume
- Large, multi-year deals will create some volatility depending on timing (minority of the business)
- Impact likely to decrease over time as predictability increases
- ACV metric will provide clarity into business health
- No material change in accounting for sales commissions unless plan structure changes

New ACV metric will provide increased clarity into business health

NEW ANNUALIZED CONTRACT VALUE (ACV) METRIC



- We will continue to report and provide guidance on the same key financial metrics as we do today (revenue, operating margin, EPS, tax rate, etc.)
- We will begin disclosing fiscal year guidance on **operating cash flow, free cash flow and ACV**

Q3 2017 (non-GAAP) – as of September 30, 2017

| | |
|----------------|-----------------|
| Revenue | \$276.8M |
|----------------|-----------------|

| | |
|-------------------------|--------------|
| Operating margin | 48.7% |
|-------------------------|--------------|

| | |
|-----------------|--------------|
| Tax rate | 33.2% |
|-----------------|--------------|

| | |
|------------|---------------|
| EPS | \$1.05 |
|------------|---------------|

| | |
|---------------------------------------|-----------------|
| Deferred Revenue & Backlog | \$669.3M |
|---------------------------------------|-----------------|

2017 YTD (non-GAAP) – as of September 30, 2017

| | |
|----------------|-----------------|
| Revenue | \$794.7M |
|----------------|-----------------|

| | |
|-------------------------|--------------|
| Operating margin | 47.8% |
|-------------------------|--------------|

| | |
|-----------------|--------------|
| Tax rate | 33.4% |
|-----------------|--------------|

| | |
|------------|---------------|
| EPS | \$2.94 |
|------------|---------------|

| | |
|---|-------------------|
| Operating cash flow projected for 2017 | \$400-425M |
|---|-------------------|

Financial reporting changes for FY2018

1

Provide FY2018 outlook in February 2018

2

Provide 2018 revenue under 2017 existing revenue rules for comparability during ASC 606 transition year

3

Provide additional financial metrics to measure business performance

Annualized contract value, operating and free cash flow, expected rollout of deferred revenue and backlog

Closing thoughts

**Double organic revenue growth rate
from 5% to 10%+ by 2020...**

**Continue to maintain industry-leading
operating margins...**

**...Combination will drive significantly higher
stockholder value over the long term**

Appendix

Appendix

ANSYS, INC. AND SUBSIDIARIES

Reconciliation of Non-GAAP Measures (Unaudited)

| <i>(in thousands, except percentages and per share data)</i> | Three Months Ended | | | | | |
|--|--------------------|---------------|---------------------|--------------------|---------------|---------------------|
| | September 30, 2017 | | | September 30, 2016 | | |
| | As Reported | Adjustments | Non-GAAP Results | As Reported | Adjustments | Non-GAAP Results |
| Total revenue | \$ 275,585 | \$ 1,181 (1) | \$ 276,766 | \$ 245,862 | \$ — | \$ 245,862 |
| Operating income | 106,183 | 28,711 (2) | 134,894 | 100,099 | 21,885 (4) | 121,984 |
| Operating profit margin | 38.5 % | | 48.7 % | 40.7 % | | 49.6 % |
| Net income | \$ 73,630 | \$ 17,638 (3) | \$ 91,268 | \$ 69,557 | \$ 14,638 (5) | \$ 84,195 |
| Earnings per share – diluted: | | | | | | |
| Earnings per share | \$ 0.85 | | \$ 1.05 | \$ 0.78 | | \$ 0.95 |
| Weighted average shares | 86,588 | | 86,588 | 88,676 | | 88,676 |

- 1) Amount represents the revenue not reported during the period as a result of the acquisition accounting adjustment associated with the accounting for deferred revenue in business combinations.
- 2) Amount represents \$14.8 million of stock-based compensation expense, \$12.3 million of amortization expense associated with intangible assets acquired in business combinations, \$0.5 million of restructuring charges, and the \$1.2 million adjustment to revenue as reflected in (1) above.
- 3) Amount represents the impact of the adjustments to operating income referred to in (2) above, adjusted for the related income tax impact of \$11.0 million and rabbi trust income of \$0.1 million.
- 4) Amount represents \$12.7 million of amortization expense associated with intangible assets acquired in business combinations and \$9.0 million of stock-based compensation expense and \$0.2 million of transaction expenses related to business combinations.
- 5) Amount represents the impact of the adjustments to operating income referred to in (4) above, adjusted for the related income tax impact of \$7.2 million.

Appendix

ANSYS, INC. AND SUBSIDIARIES

Reconciliation of Non-GAAP Measures (Unaudited)

| <i>(in thousands, except percentages and per share data)</i> | Nine Months Ended | | | | | |
|--|--------------------|---------------|---------------------|--------------------|---------------|---------------------|
| | September 30, 2017 | | | September 30, 2016 | | |
| | As Reported | Adjustments | Non-GAAP Results | As Reported | Adjustments | Non-GAAP Results |
| Total revenue | \$ 792,914 | \$ 1,748 (1) | \$ 794,662 | \$ 717,837 | \$ 103 (4) | \$ 717,940 |
| Operating income | 290,049 | 89,985 (2) | 380,034 | 279,276 | 62,990 (5) | 342,266 |
| Operating profit margin | 36.6 % | | 47.8 % | 38.9 % | | 47.7 % |
| Net income | \$ 206,666 | \$ 48,480 (3) | \$ 255,146 | \$ 195,653 | \$ 41,145 (6) | \$ 236,798 |
| Earnings per share – diluted: | | | | | | |
| Earnings per share | \$ 2.38 | | \$ 2.94 | \$ 2.19 | | \$ 2.65 |
| Weighted average shares | 86,902 | | 86,902 | 89,355 | | 89,355 |

- 1) Amount represents the revenue not reported during the period as a result of the acquisition accounting adjustment associated with the accounting for deferred revenue in business combinations.
- 2) Amount represents \$39.4 million of stock-based compensation expense, \$36.4 million of amortization expense associated with intangible assets acquired in business combinations, \$11.7 million of restructuring charges, \$0.7 million of transaction expenses related to business combinations and the \$1.7 million adjustment to revenue as reflected in (1) above.
- 3) Amount represents the impact of the adjustments to operating income referred to in (2) above, adjusted for the related income tax impact of \$41.4 million and rabbi trust income of \$0.1 million.
- 4) Amount represents the revenue not reported during the period as a result of the acquisition accounting adjustment associated with the accounting for deferred revenue in business combinations.
- 5) Amount represents \$38.1 million of amortization expense associated with intangible assets acquired in business combinations and \$24.6 million of stock-based compensation expense, \$0.2 million of transaction expenses related to business combinations and the \$0.1 million adjustment to revenue as reflected in (4) above.
- 6) Amount represents the impact of the adjustments to operating income referred to in (5) above, adjusted for the related income tax impact of \$21.8 million.



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