

Innovation through pervasive engineering simulation

Investor presentation

Baird Global Consumer, Technology & Services Conference

June 10, 2021

NASDAQ: ANSS



Cautionary statement regarding forward-looking and non-GAAP financial information

This presentation contains forward-looking statements within the meaning of the Private Securities Litigation Reform Act of 1995. Forward-looking statements are statements that provide current expectations or forecasts of future events based on certain assumptions. Forward-looking statements are subject to risks, uncertainties, and factors relating to our business which could cause our actual results to differ materially from the expectations expressed in or implied by such forward-looking statements. Many of these risks, uncertainties, and factors are currently amplified by, and may continue to be amplified by, the COVID-19 pandemic.

Forward-looking statements use words such as “anticipate,” “believe,” “could,” “estimate,” “expect,” “forecast,” “intend,” “likely,” “may,” “outlook,” “plan,” “predict,” “project,” “should,” “target,” or other words of similar meaning. Forward-looking statements include those about market opportunity, including our total addressable market. We caution readers not to place undue reliance upon any such forward-looking statements, which speak only as of the date they are made. We undertake no obligation to update forward-looking statements, whether as a result of new information, future events or otherwise.

The following risks, among others, could cause actual results to differ materially from those described in any forward-looking statements:

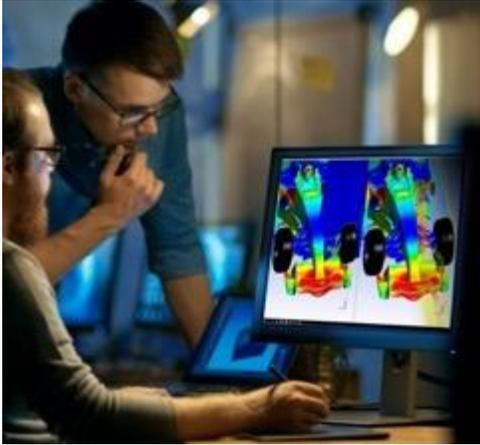
- current and potential future impacts of the COVID-19 pandemic on the global economy and our business, and consolidated financial statements; adverse changes in global economic and/or political conditions; and political, economic, regulatory and public health and safety risks and uncertainties in the countries and regions in which we operate;
- declines in our customers’ businesses resulting in adverse changes in procurement patterns; disruptions in accounts receivable and cash flow due to customers’ liquidity challenges and commercial deterioration; uncertainties regarding demand for our products and services in the future and our customers’ acceptance of new products; and delays or declines in anticipated sales due to reduced or altered sales and marketing interactions with customers;
- impacts from tariffs, trade sanctions, export license requirements or other trade barriers; disruptions in the global economy and financial markets that may limit or delay availability of credit under existing or new credit facilities, or that may limit our ability to obtain credit or financing on acceptable terms or at all; and the effect of changes in currency exchange rates or interest rates;
- our ability to protect our proprietary technology; cybersecurity threats or other security breaches, including in relation to an increased level of our activity that is occurring from remote global off-site locations; and disclosure and misuse of employee or customer data whether as a result of a cybersecurity incident or otherwise;
- the quality of our products, including the strength of features, functionality and integrated multi-physics capabilities; our ability to develop and market new products to address the industry’s rapidly changing technology; failures or errors in our products and services; and increased pricing pressure as a result of the competitive environment in which we operate;
- plans for future capital spending; the extent of corporate benefits from such spending including with respect to customer relationship management; and higher than anticipated costs for research and development or slowdown in our research and development activities;

Cautionary statement regarding forward-looking and non-GAAP financial information

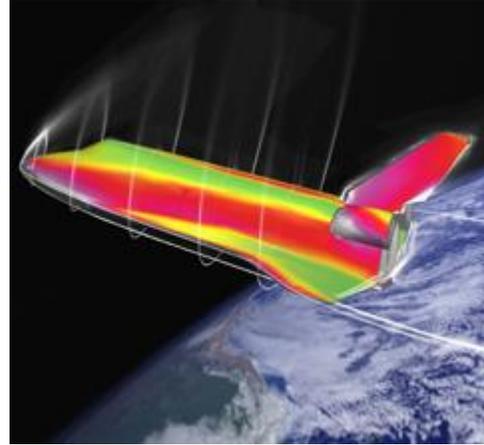
- investments in complementary companies, products, services and technologies; our ability to complete and successfully integrate our acquisitions and realize the financial and business benefits of the transactions; and the impact indebtedness incurred in connection with any acquisition could have on our operations;
- investments in global sales and marketing organizations and global business infrastructure; and dependence on our channel partners for the distribution of our products;
- our ability to recruit and retain key personnel including any delays in recruitment caused by restrictions on travel and in person interactions; and the absence of key personnel or teams due to illness or recuperation;
- increased volatility in our revenue due to the timing, duration and value of multi-year lease contracts; our reliance on high renewal rates for annual lease and maintenance contracts; the volatility of our stock price; the potential variations in our sales forecasts compared to actual sales; and the uncertainty of estimates associated with the acquisition accounting treatment of deferred revenue;
- operational disruptions generally or specifically in connection with transitions to and from remote work environments; and the failure of our technological infrastructure or those of the service providers upon whom we rely including for infrastructure and cloud services;
- our and our channel partners' ability to comply with laws and regulations in relevant jurisdictions; the outcome of contingencies, including legal proceedings, government or regulatory investigations and service tax audit cases;
- uncertainty regarding income tax estimates in the jurisdictions in which we operate; and the effect of changes in tax laws and regulations in the jurisdictions in which we operate;
- and other risks and uncertainties described in our reports filed from time to time with the Securities and Exchange Commission.

We may include non-GAAP financial information in this presentation. Reconciliations for such financial information may be found in materials on our corporate website and in our SEC filings. This information supplements our GAAP results and should not be viewed in isolation from, or as a substitute for, GAAP results. We believe that this information and the related reconciliations may be useful to investors, analysts and others to help understand and evaluate our financial results, and with respect to adjusted metrics, because we believe they better reflect the ongoing financial results and trends of our businesses and increase comparability of period-to-period results.

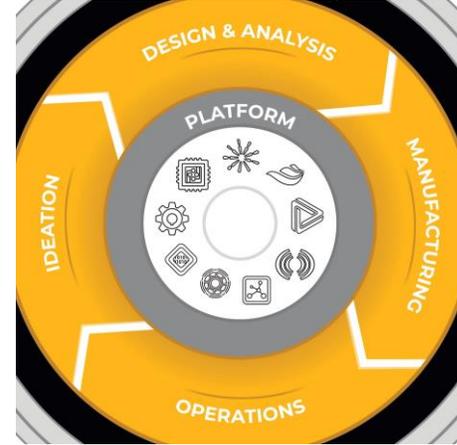
Well positioned in a growing market



**ANSYS IS THE
SIMULATION
MARKET LEADER**



**THE SIMULATION
MARKET IS STRONG
AND GROWING**



**OUR STRATEGY
CAPITALIZES ON
THIS GROWING
MARKET**



**WE HAVE A
PROVEN RECORD
OF EXECUTION**

A leader in the simulation market for 50 years

~2X THE SIZE OF OUR
NEAREST COMPETITOR

(CIMdata June 2020 Report)*

#1 IN
SIMULATION

FOCUSED
SIMULATION IS ALL WE DO

PROVEN

TECHNICAL CAPABILITIES

PRODUCT HIGHLIGHTS:

- LS-DYNA SOLVED BATTERY PACK MODEL WITH 28 TRILLION CALCULATED VARIABLES
- RTR SOLVER SHOWED 1000X+ SPEED UP TO SUPPORT AUTONOMOUS DRIVING
- REDHAWK-SC SOLVED POWER INTEGRITY MODEL ON CHIP WITH 2.6 TRILLION TRANSISTORS

COMMITTED

OVERALL CUSTOMER SATISFACTION
GLOBALLY (2020): 89%

THOUSANDS OF CUSTOMERS GLOBALLY

CAPABLE

4,800 EMPLOYEES GLOBALLY **

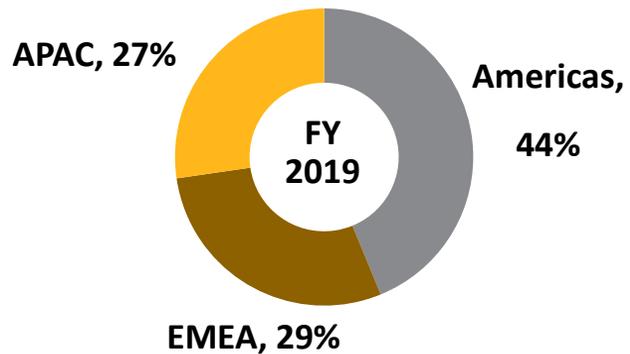
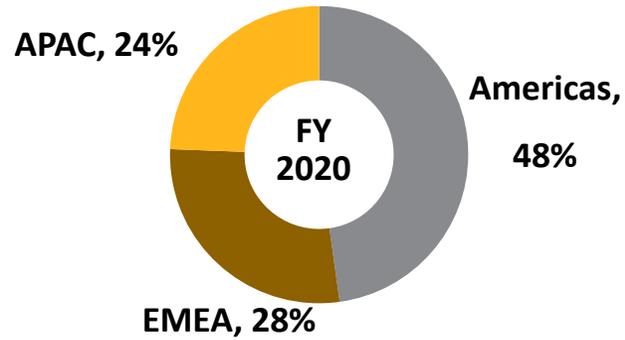
85 ANSYS OFFICES**
>150 CHANNEL PARTNERS GLOBALLY**

ConfirmIT source of customer satisfaction results. *Excludes MathWorks due to differences in product portfolio. RTR abbreviation for real-time radar. ** Metrics as of 3/31/2021

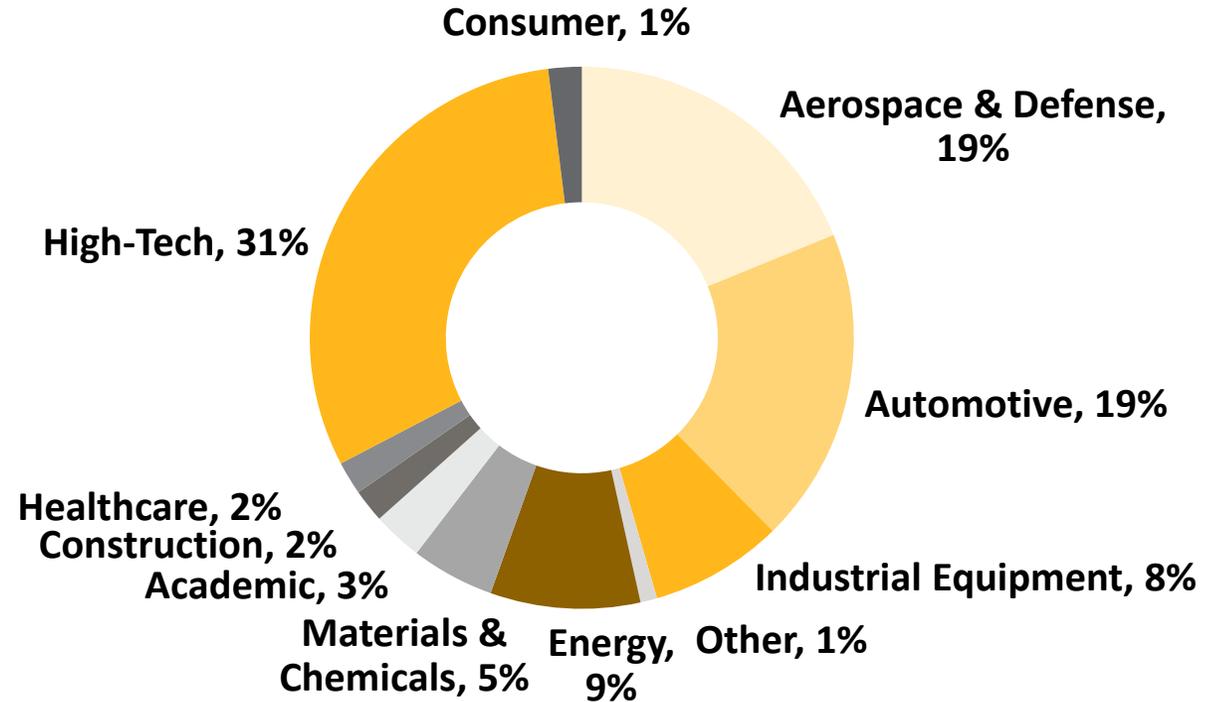


Diverse customer base

Non-GAAP revenue by geography



FY 2020 trailing twelve-month ACV by industry



World-class companies leveraging our platform

		  <small>OFFICIAL SIMULATION SOFTWARE PARTNER</small>		 Lufthansa Technik	
					 <small>BATTERY MANAGEMENT SYSTEMS</small> 
					
		  <small>OFFICIAL PARTNER</small>			 <small>INNOVATION PARTNER</small>
					
					
					
					

Go-to-market strategy creating customer success



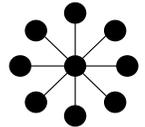
Enterprise

80+ Accounts



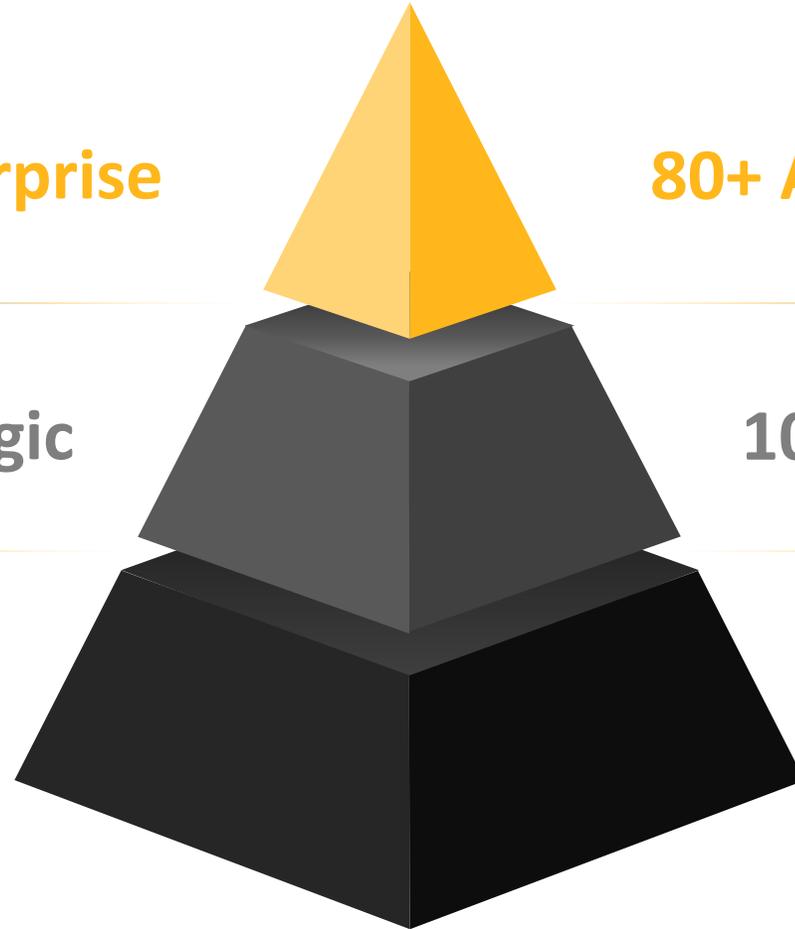
Strategic

100s of Accounts



Volume

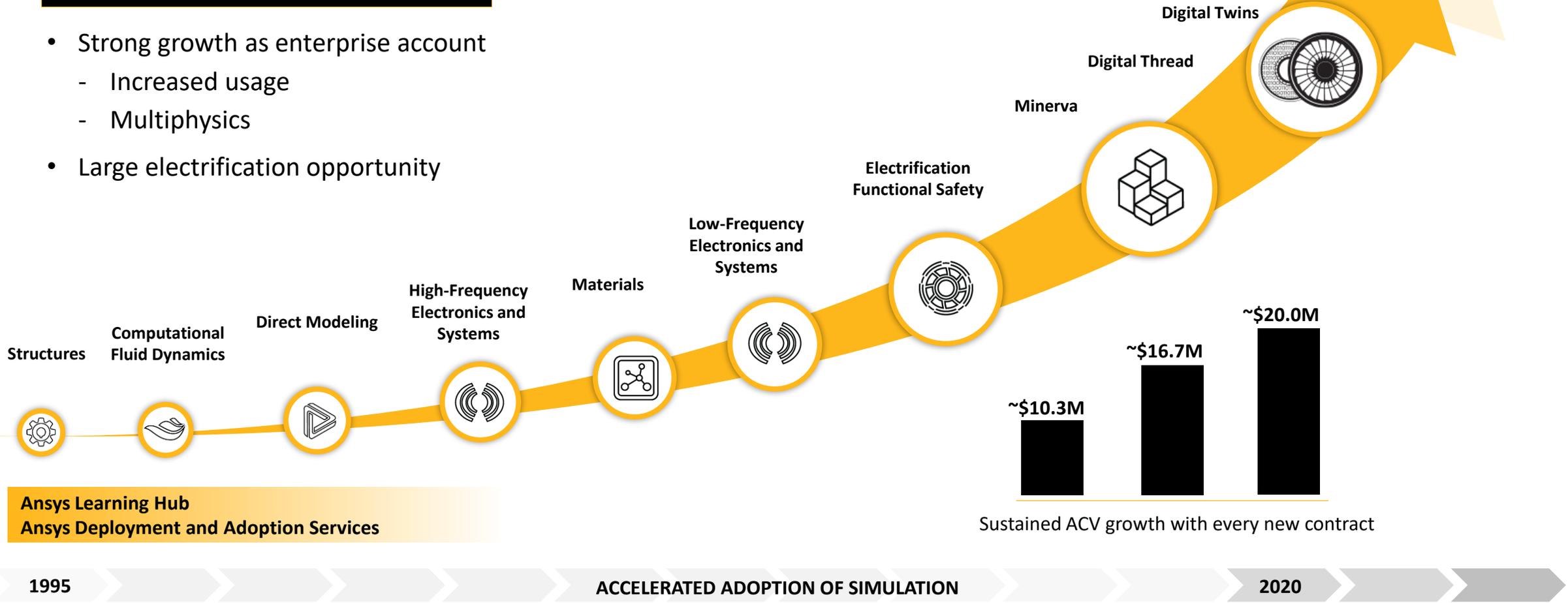
1000s of Accounts



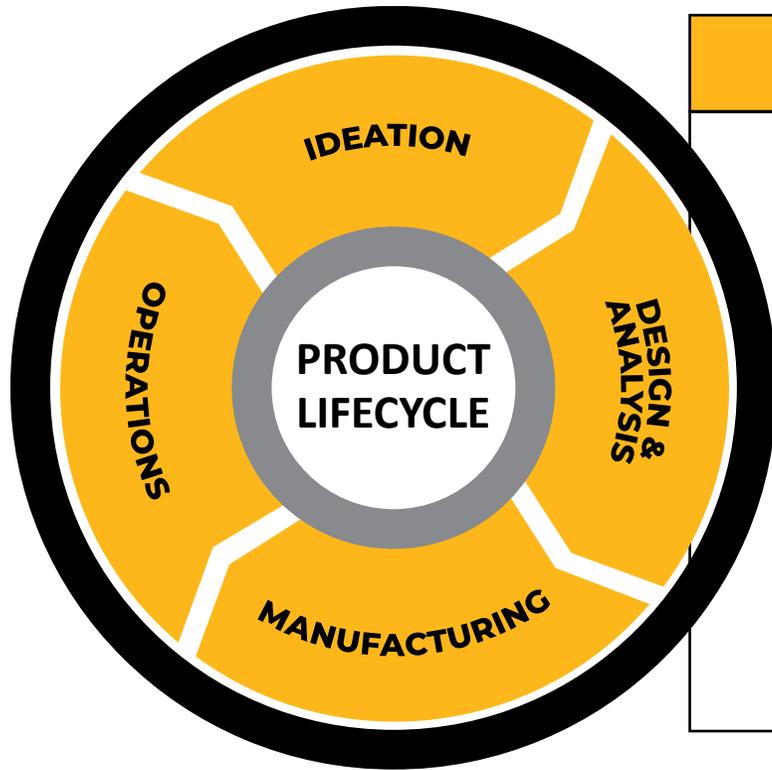
Growing customer lifetime value

U.S. multinational case example

- Strong growth as enterprise account
 - Increased usage
 - Multiphysics
- Large electrification opportunity



Ansys' simulation provides customers top-line growth and bottom-line savings



Simulation impact

- Rapid innovation
- Lower cycle time
- Reduced risks
- Increased quality
- Manage complexity

Revenue growth

- Offer more products
- Launch right products
- Faster time to market

Cost savings

- Improved R&D efficiency
- Fewer physical prototypes
- Lower warranty costs

Strong customer trust creating high barriers to entry

Our differentiators

Degree of fidelity

Best-in-class and proven physics solutions

Advanced methods

Industry-leading platform

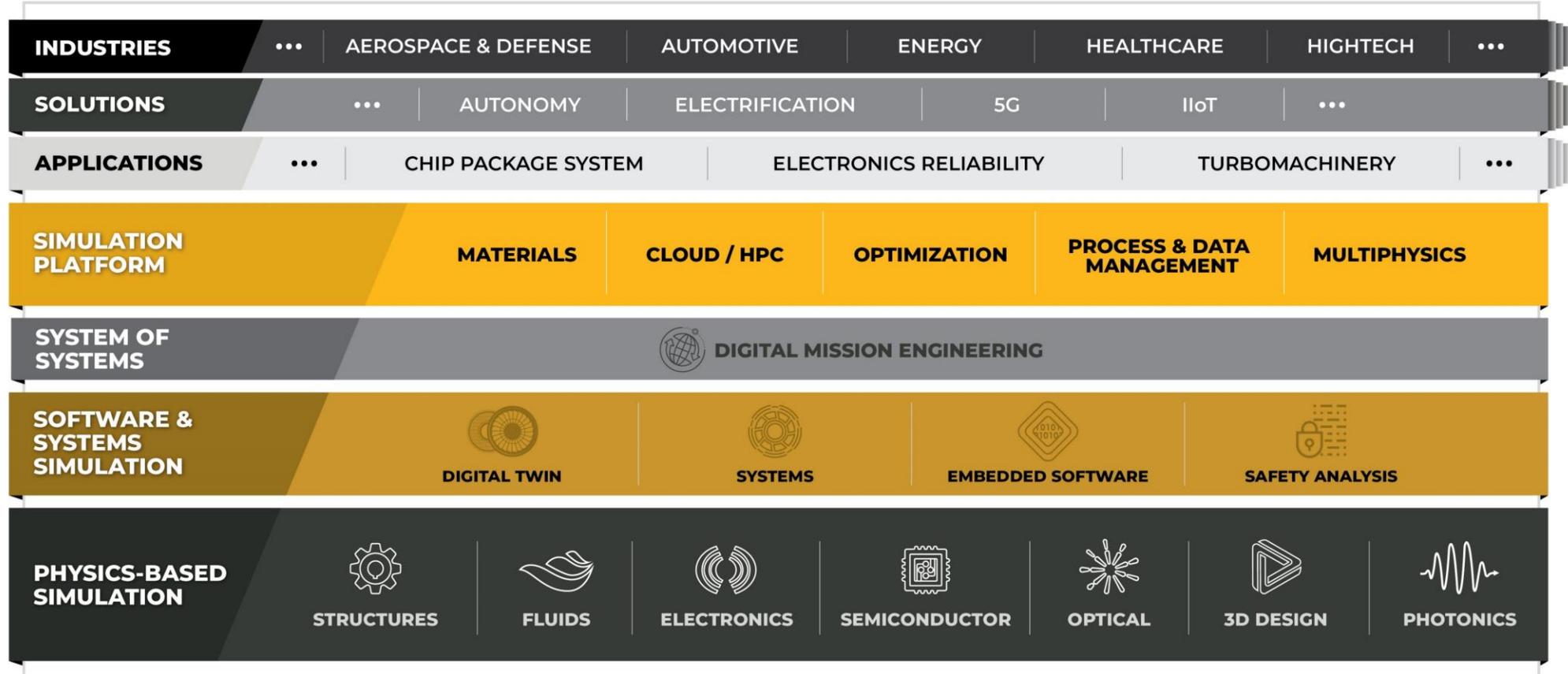
Delivered on-premises and in the cloud

Open ecosystem

World-class customer engagement

High
barriers
to
entry

ANSYS offers the only true simulation platform



Emerging high-growth solutions: cross-industry trends will accelerate growth



Play to our strengths

Disruptive market opportunities

**Large – and growing –
customer investment**

Unprecedented product complexity

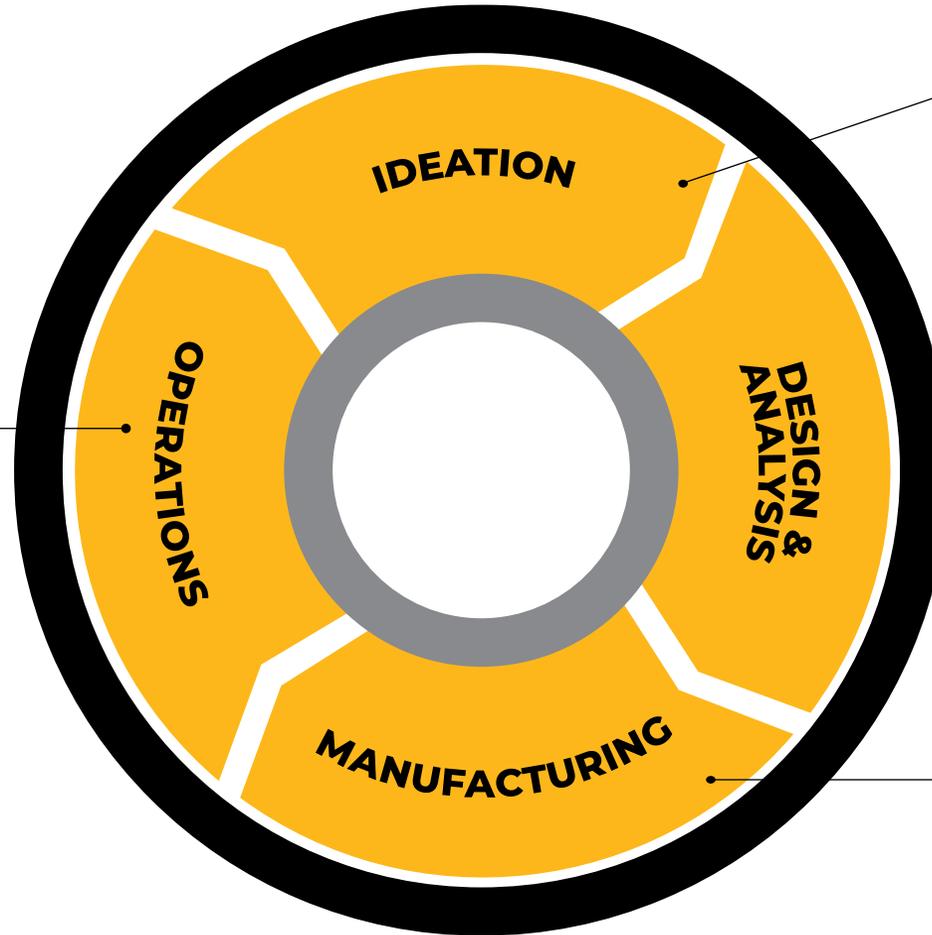
**Requires extensive use
of simulation**

New adjacencies: drive simulation across the entire product lifecycle

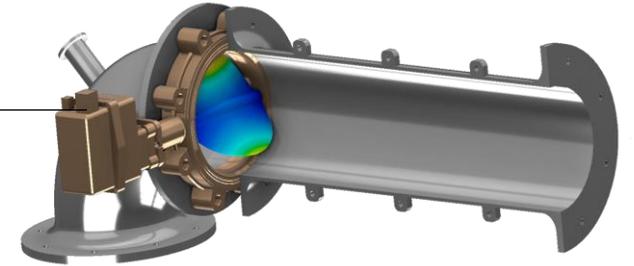
DIGITAL TWINS



Ansys Twin Builder – 2018



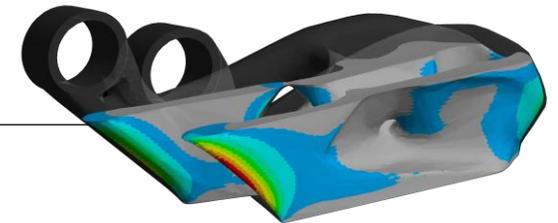
DIGITAL EXPLORATION



Ansys Discovery Live – 2018
Creo Simulation Live – 2019
Creo Ansys Simulation – 2020



ADDITIVE MANUFACTURING

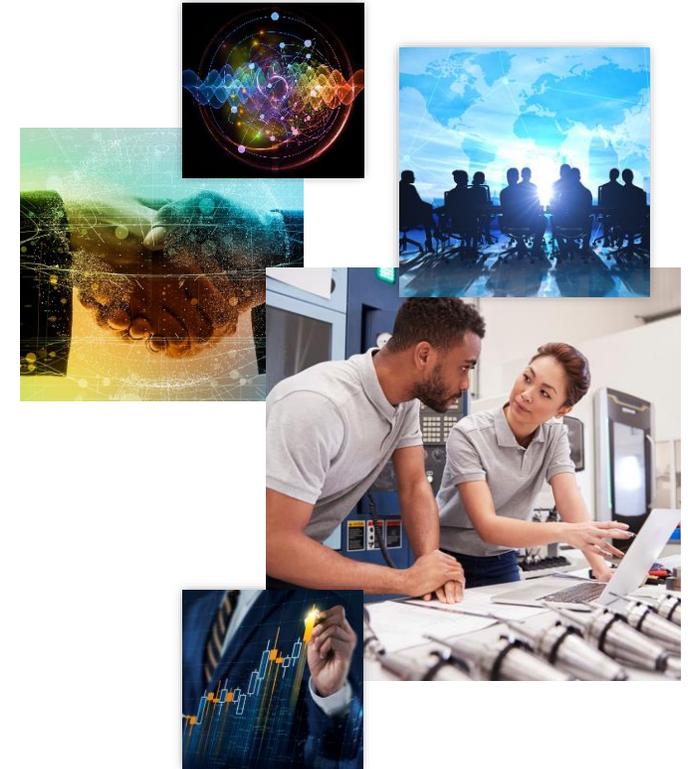


Ansys Additive Suite – 2018



Continued delivery on strategy through disciplined execution

- 1 Reinforce and extend leadership in the core**
- 2 Capture upside in high-potential adjacencies**
- 3 Programmatically pursue strategic acquisitions**
- 4 Forge partnerships to embed Ansys into other ecosystems**
- 5 Build a winning culture with a commitment to ESG
(based on people, planet, practices, and product)**



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