

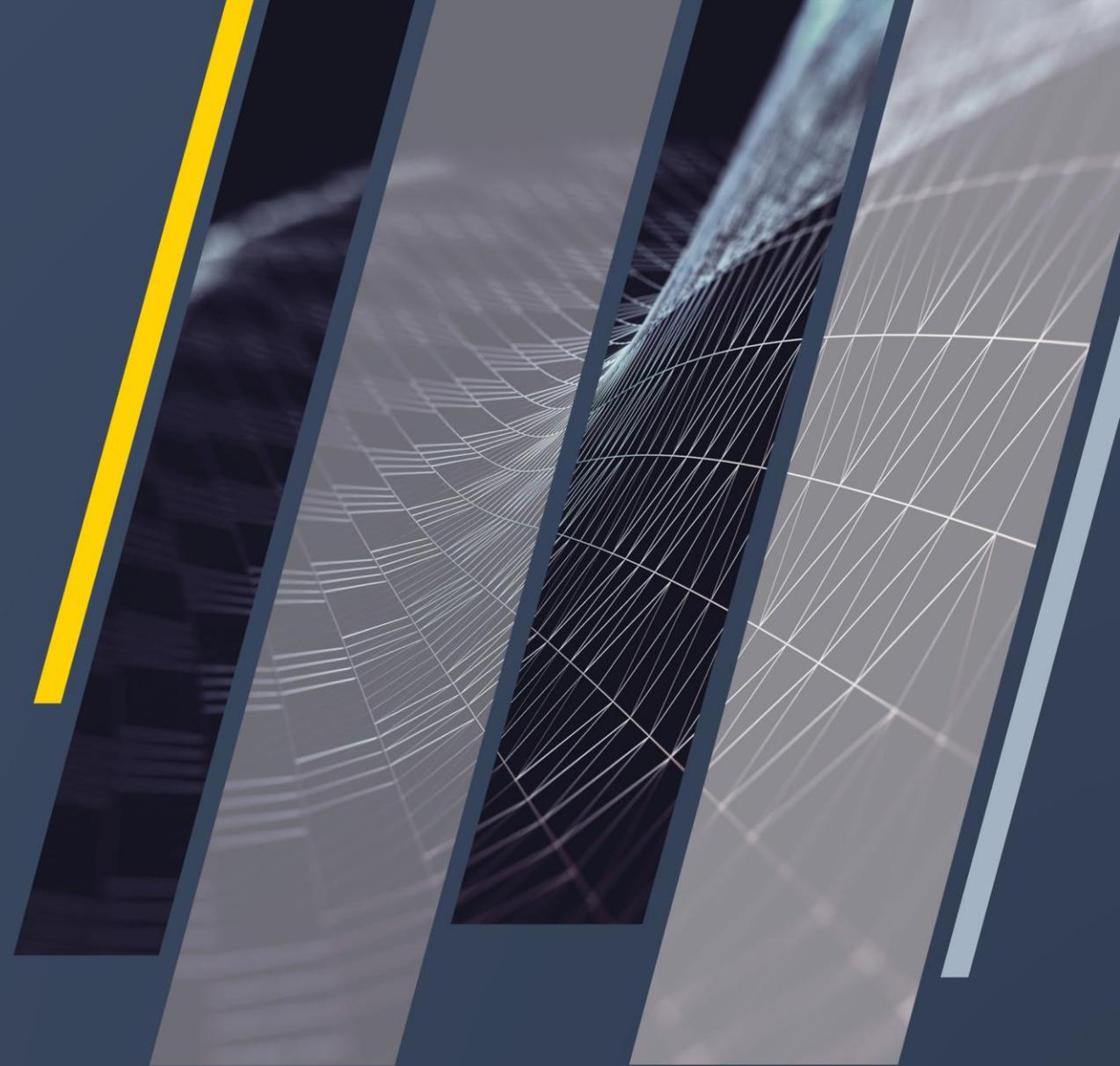


Driving Growth With Our Go-To-Market Strategy

Rick Mahoney

SVP, WW Sales and Customer Excellence

September 12, 2019



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. Forward-looking statements may 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.

Risks, uncertainties, and factors that could cause actual results to differ materially from those implied by these forward-looking statements include: adverse changes in global economic and/or political conditions; declines in our customers’ businesses resulting in adverse changes in customer procurement patterns; uncertainties regarding demand for our products and services in the future and our customers’ acceptance of new products; plans for future capital spending; investments in complementary companies, products, services and technologies; political, economic, and regulatory risks and uncertainties in the countries and regions in which we operate; impacts from tariffs, trade sanctions, export license requirements or other trade barriers; the effect of changes in currency exchange rates and changes in interest rates; potential variations in our sales forecasts compared to actual sales; the volatility of our stock price; failures or errors in our products and services; our industry’s rapidly changing technology; the quality of our products, including strength of features, functionality and integrated multi-physics capabilities; lease license volatility; the investment of more resources in research and development than anticipated; increased pricing pressure as a result of the competitive environment in which we operate; our ability to recruit and retain key personnel; our ability to protect our proprietary technology; cybersecurity threats or other security breaches; disclosure and misuse of customer data whether as a result of a cybersecurity incident or otherwise; implementation of our new IT systems; investments in global sales and marketing organizations and global business infrastructure; dependence on our channel partners for the distribution of our products; increased variability in our revenue due to the adoption of Accounting Standards Codification 606; our reliance on high renewal rates for annual lease and maintenance contracts; our ability to complete and successfully integrate our acquisitions; catastrophic events which may damage our facilities or otherwise disrupt our business; operational disruptions or the failure of our technological infrastructure; periodic reorganization of our sales force; the repatriation of previously taxed earnings in excess of working capital and capital expenditure requirements; a loss of revenue if contracts with the U.S. government or foreign governments are canceled; the outcome of contingencies, including legal proceedings and government or regulatory investigations and service tax audit cases; uncertainty regarding income tax estimates in the jurisdictions in which we operate; the effect of changes in tax laws and regulations in the jurisdictions in which we operate; changes in accounting principles or standards; the uncertainty of estimates relating to the impact on reported revenue related to the acquisition accounting treatment of deferred revenue; and other risks and uncertainties described in our reports filed from time to time with the Securities and Exchange Commission.

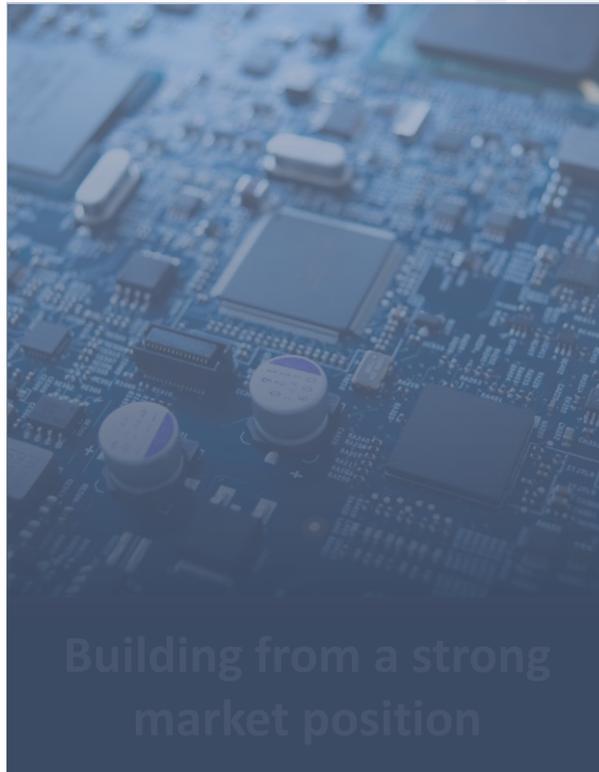
Forward-looking statements speak only as of the date they are made and we undertake no obligation to publicly update forward-looking statements, whether as a result of new information, future events or otherwise, except as required by law. We may not actually achieve the plans, intentions, or expectations disclosed in our forward-looking statements and we caution you to not place undue reliance on our forward-looking statements.

We include non-GAAP financial information in this presentation. Reconciliations for such financial information may be found in our presentation, in these slides including in the Appendix, in other 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.

Agenda



Progress since last
Investor Day



Building from a strong
market position



Future sales
growth drivers

Our GTM Has Changed To Deliver Greater Customer Success



Enterprise

80+ Accounts



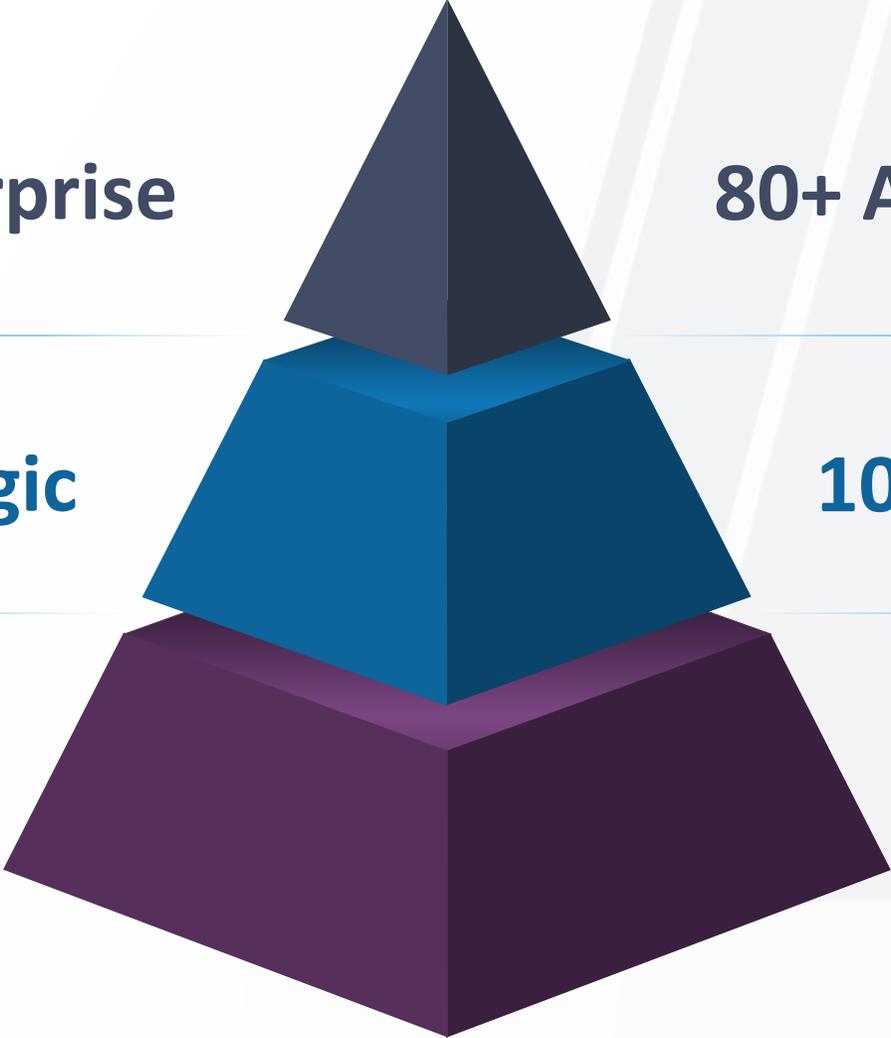
Strategic

100s of Accounts



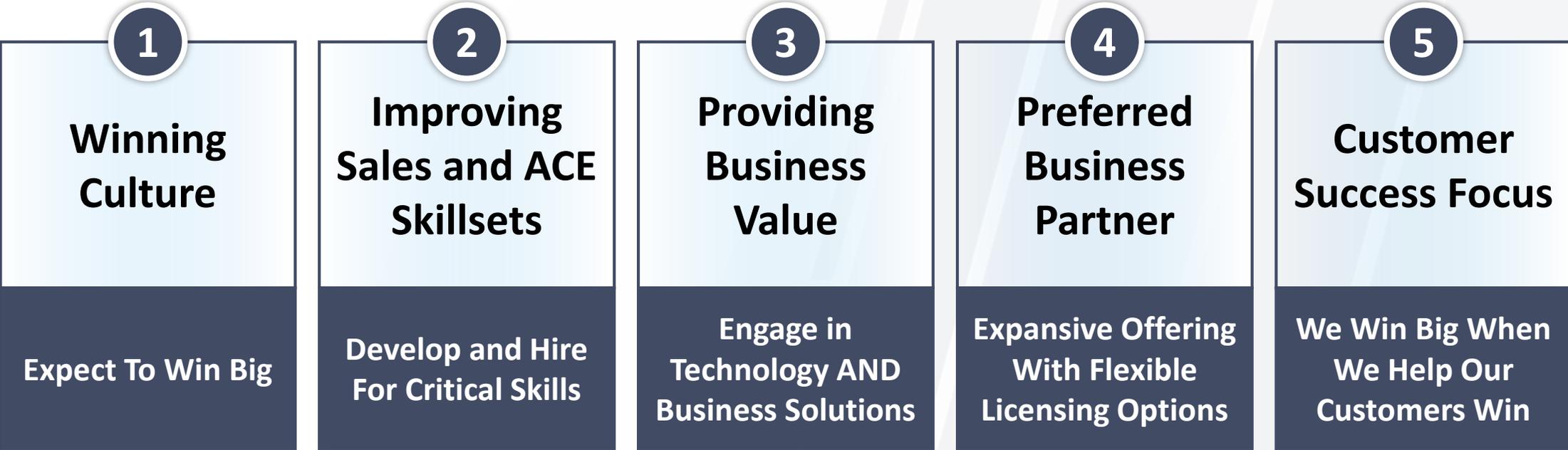
Volume

1000s of Accounts



Rapidly Progressing ANSYS GTM To Create Customer Success

Transformation Initiatives



2017 – 2019 Progress

PROGRESS SINCE LAST INVESTOR DAY

Customer Success Is Our Success

**Sept
2019**

Sets record at China's Heaven's Gate

**July
2019**

Breaks 20-year-old record at Goodwood

**June
2019**

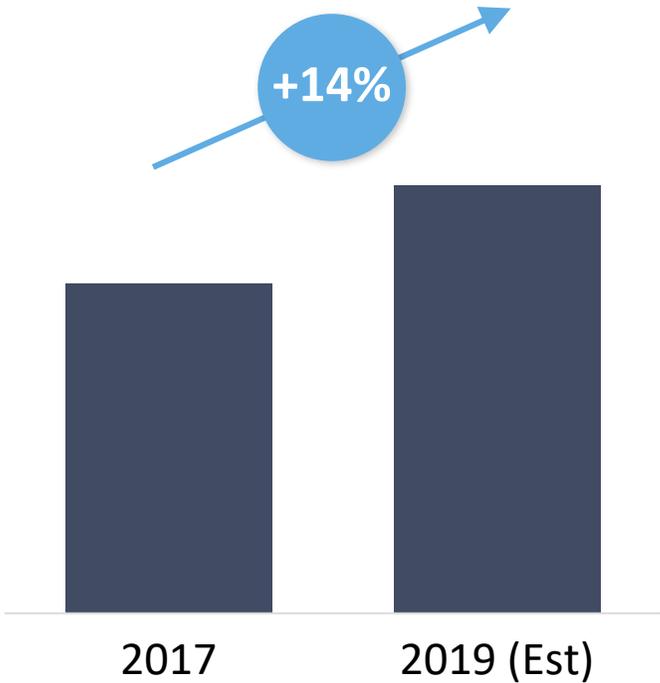
Smashes electric vehicle record at Nürburgring

**June
2018**

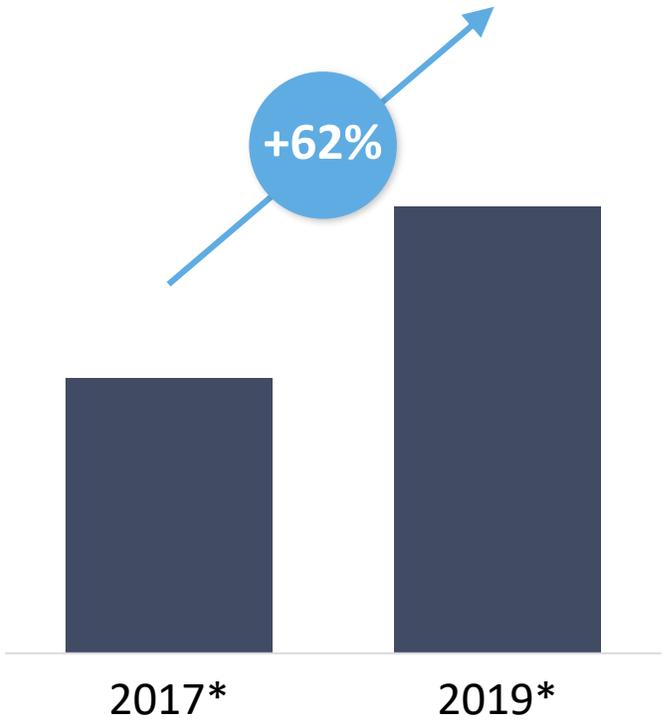
Sets record for fastest car to climb Pikes Peak

Our Underlying Performance Metrics Are Strong

Total ACV Growth (CAGR)



Direct Average Order Size

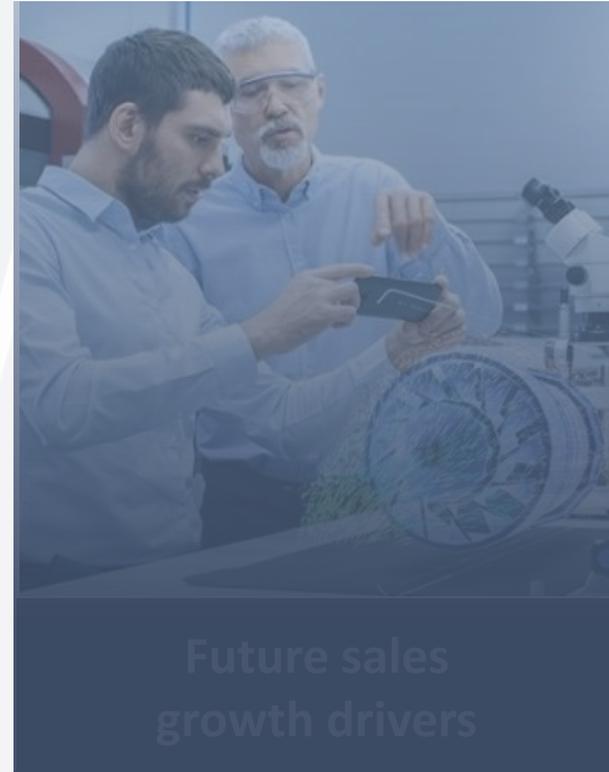
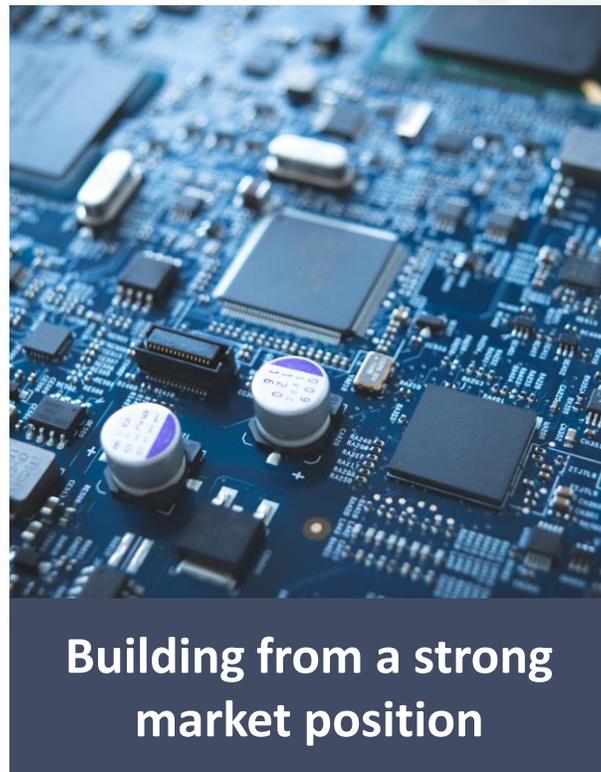
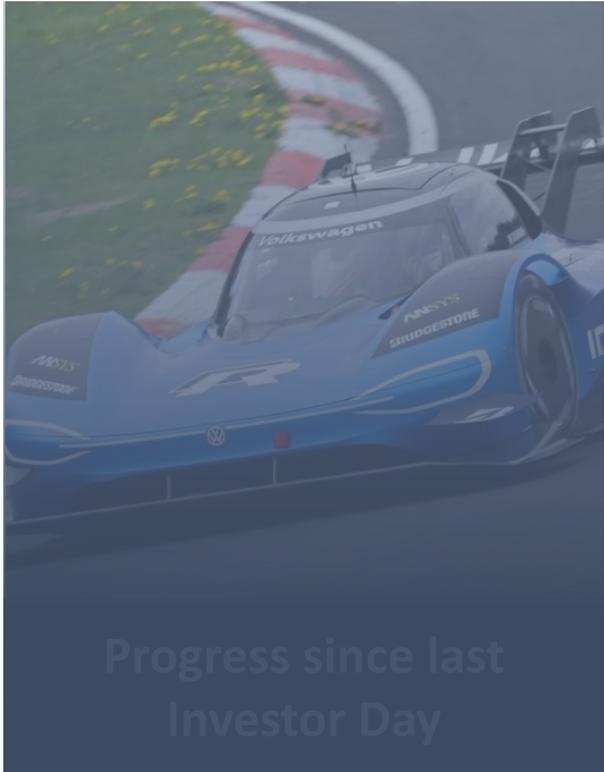


Channel Growth



*June 2017 TTM – June 2019 TTM

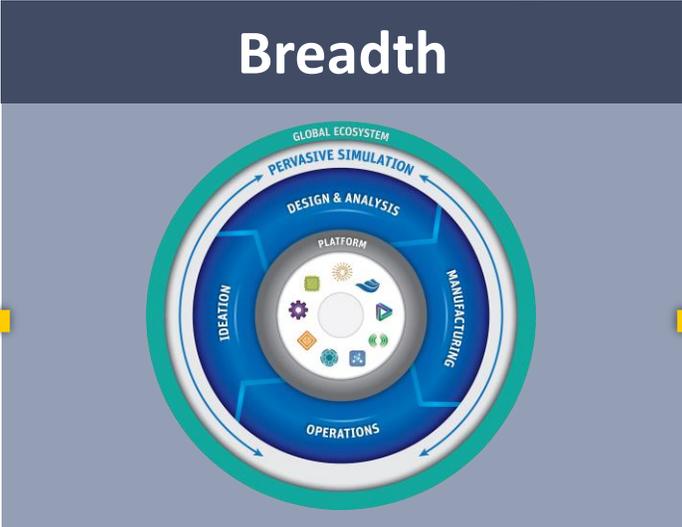
Agenda



Our Core Value Proposition Is Strong



Leading solver technologies
in every physics domain



Comprehensive solutions
across the product lifecycle

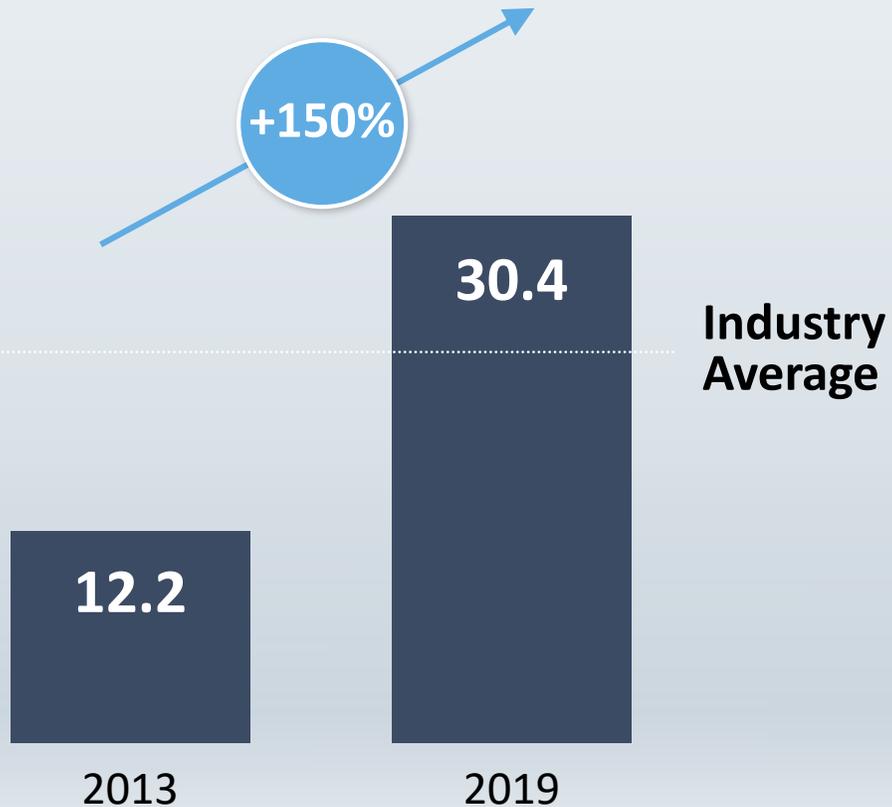


Industry expertise to
optimize customer value
from simulation

STRONG VALUE PROPOSITION

Our Customers Are Enthusiastic

Net Promoter Score (NPS)



Reviews on G2 Crowd

“ The best thing about this software is that it is very robust.

“ The ease of using the software is unmatched by any other engineering simulation tool.

“ The software is highly powerful and widely used in industries.

“ I think it's by far the best, complete CFD program out there.

“ I am very confident of the results [HFSS] produces.



ANSYS' Sales GTM Plays To Emerging High-Growth Solutions

GTM Readiness

Channel
segmentation

Industry verticals

Expanded support
and consulting

High-Growth Solutions

Electrification



Autonomy



5G



IIoT



Repeatable
and reusable
solutions

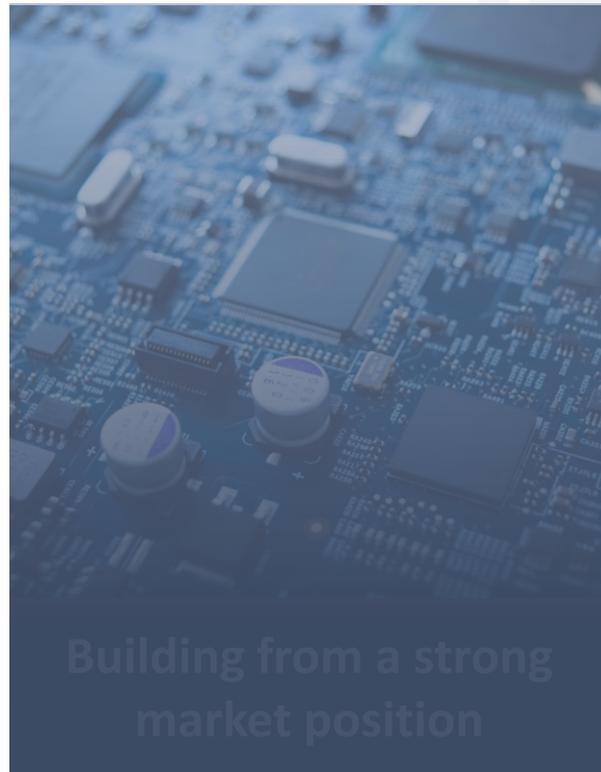
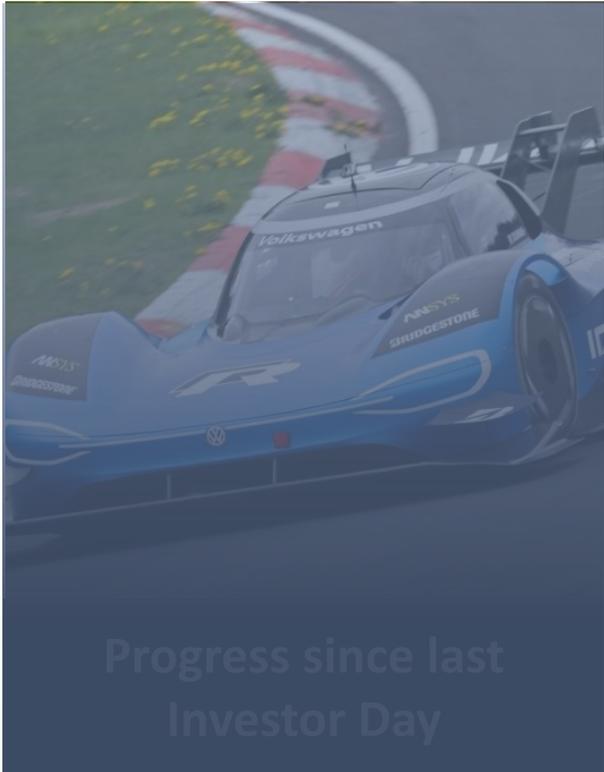
Customer Success Creates Long-Term ANSYS Growth



LG + ANSYS®

LG Electronics advances product innovation through multi-year agreement with ANSYS

Agenda



Future Sales Growth Drivers: 2019 To 2022



1. Optimize Organization To Grow Big Deals

**Invest in
field engineers
globally**



**Align sales
headcount with
growth opportunities**



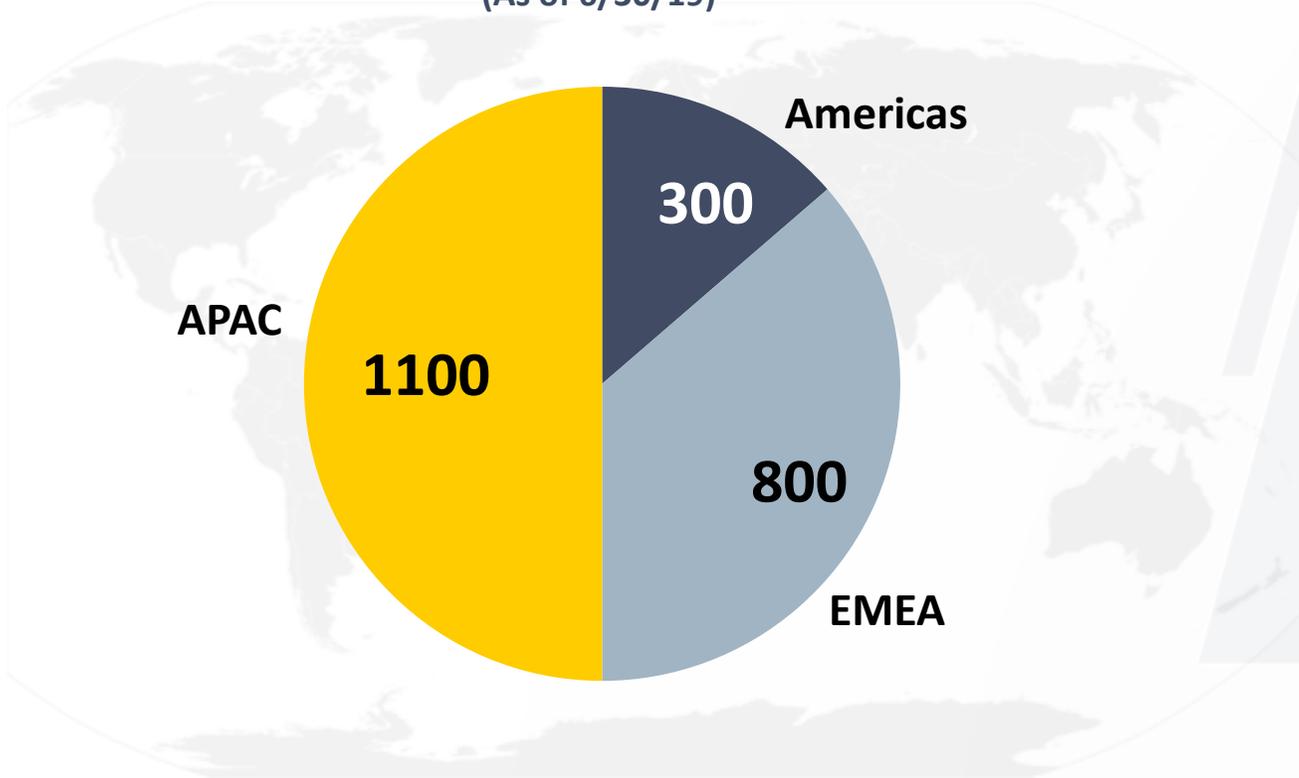
**Evolve
organizational
structure**



GROW BIG DEALS

2. Address Whitespace Through Channel Growth

Regional Channel Sales/Support Resources
(As of 6/30/19)



Complementing direct sales team

Expand partner coverage in all geographies

+

Develop partners products / capabilities

+

Establish sub-distributor network

3. Invest In Marketing To Optimize Brand Awareness

Platform infrastructure



Global digital reach



Marketing automation



Brand awareness



4. Leverage Acquisitions And Ecosystem

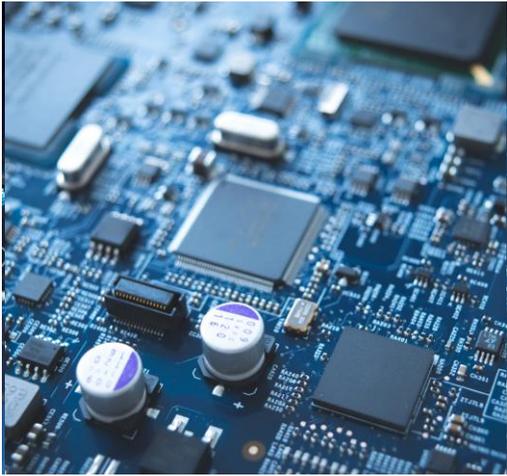
Expand Customer Relationships With Acquisitions

Cross sell	
Upsell	
Renewal	

Penetrate New Markets With Strategic Ecosystem

 Supply chain enablement	 Academic
 Technology OEM	 Industry experts

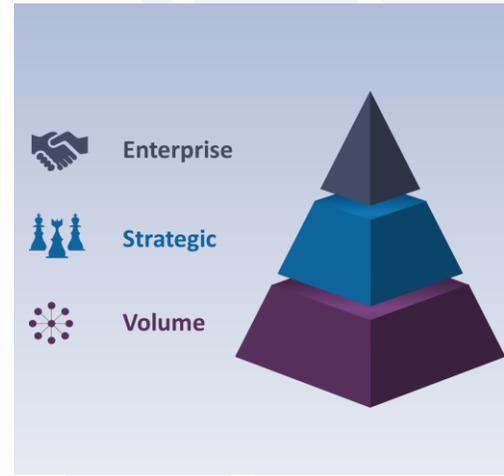
Positioned To Deliver Double-Digit Growth



Strong market position AND value proposition



Clear strategic priorities to drive growth



GTM model investments are delivering strong results



“Expect to Win Big” Sales Culture