

An abstract architectural rendering featuring two large, translucent spheres. The left sphere is a vibrant red, while the right one is a muted grey. Both spheres are filled with intricate, glowing wireframe structures in yellow, blue, and green, resembling complex engineering or architectural models. The spheres are positioned against a dark, almost black background, creating a sense of depth and futuristic design.

# AEC Investor Webinar

**Jay Bhatt**

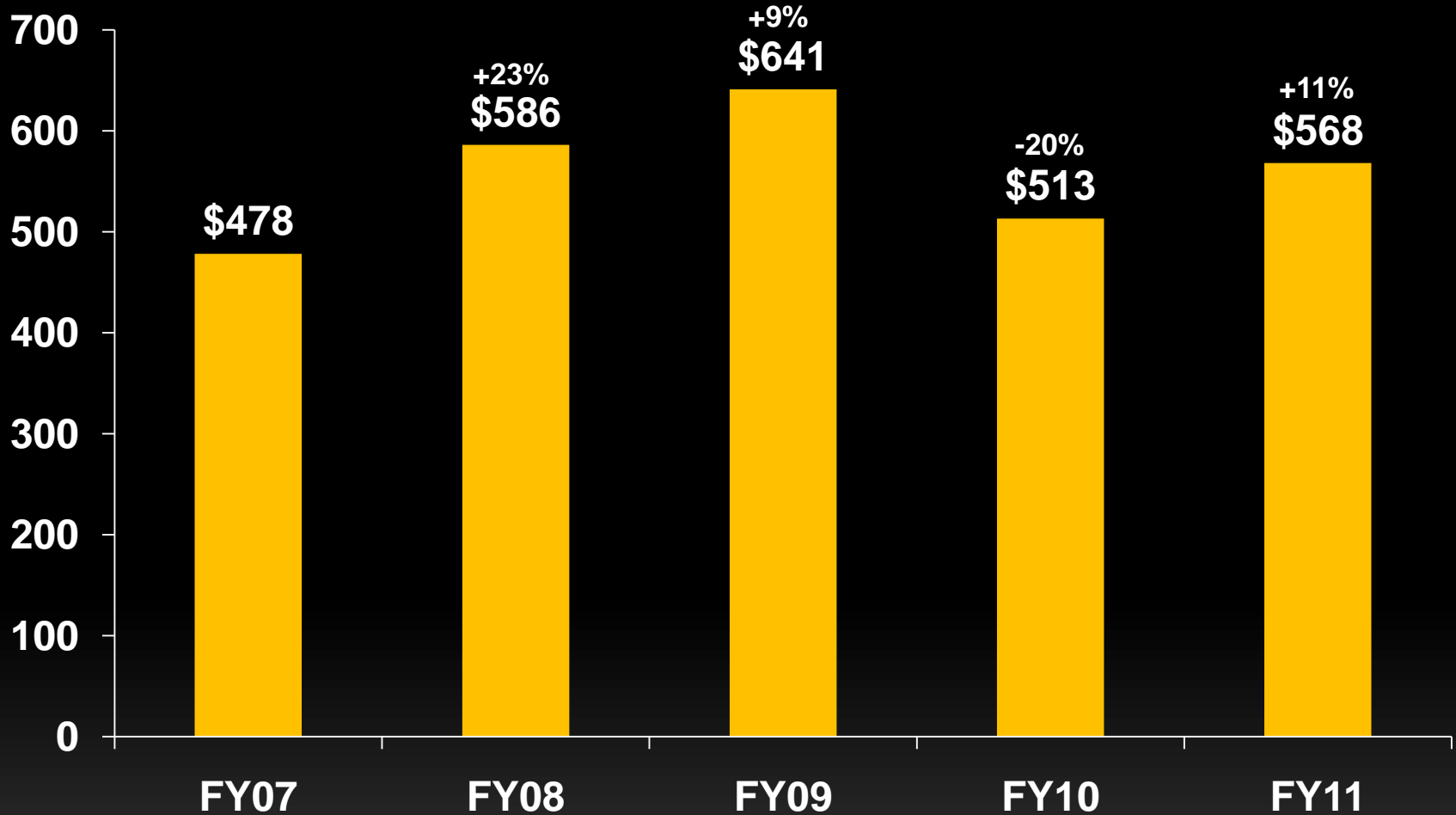
**September 14, 2011**

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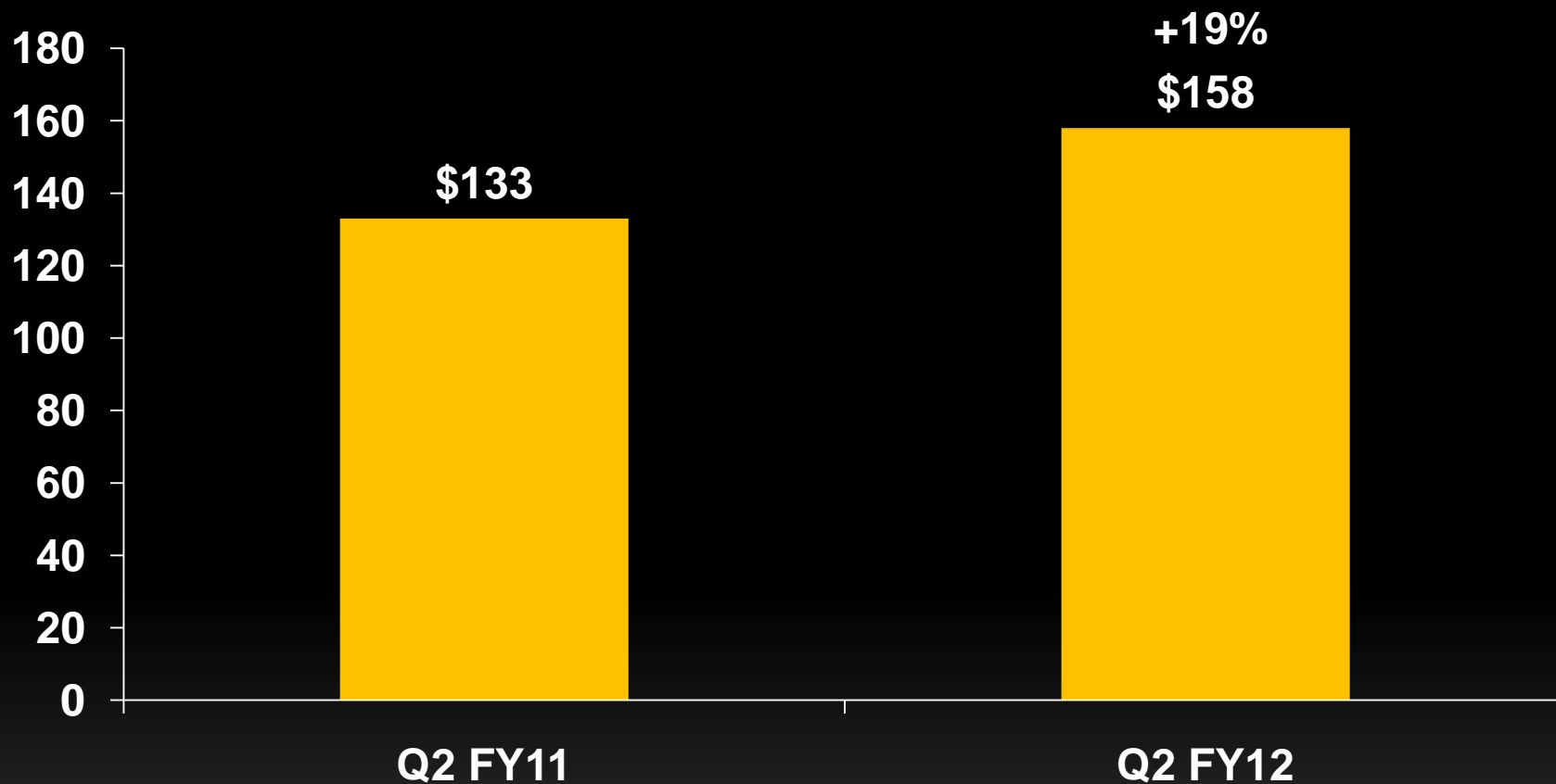
# Autodesk AEC Revenue

\$Millions



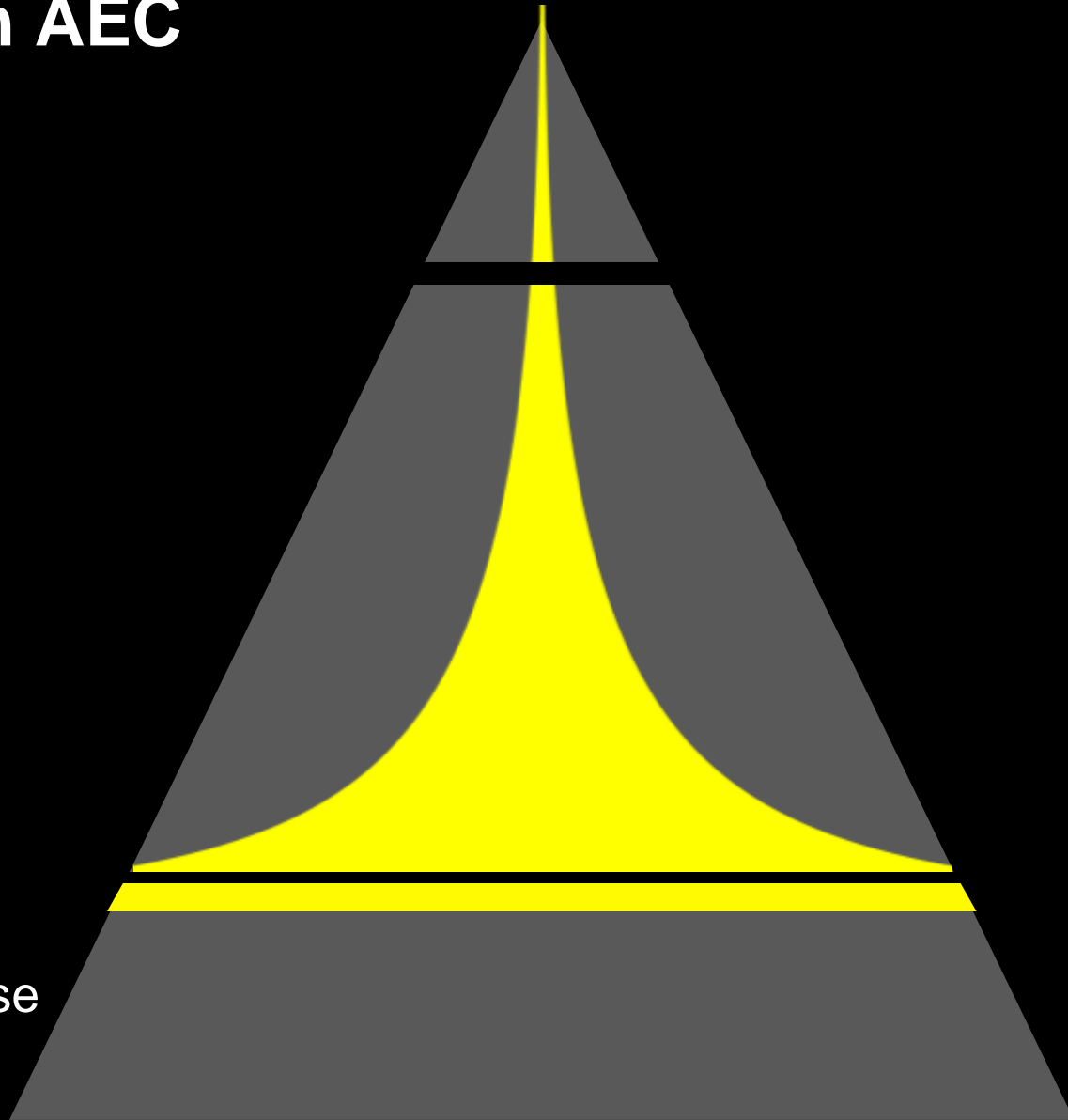
# Autodesk AEC Revenue Q2 FY12

\$Millions



# Strategic Growth in AEC

 Autodesk Customer Base



# Strategic Growth in AEC



Building Information Modeling

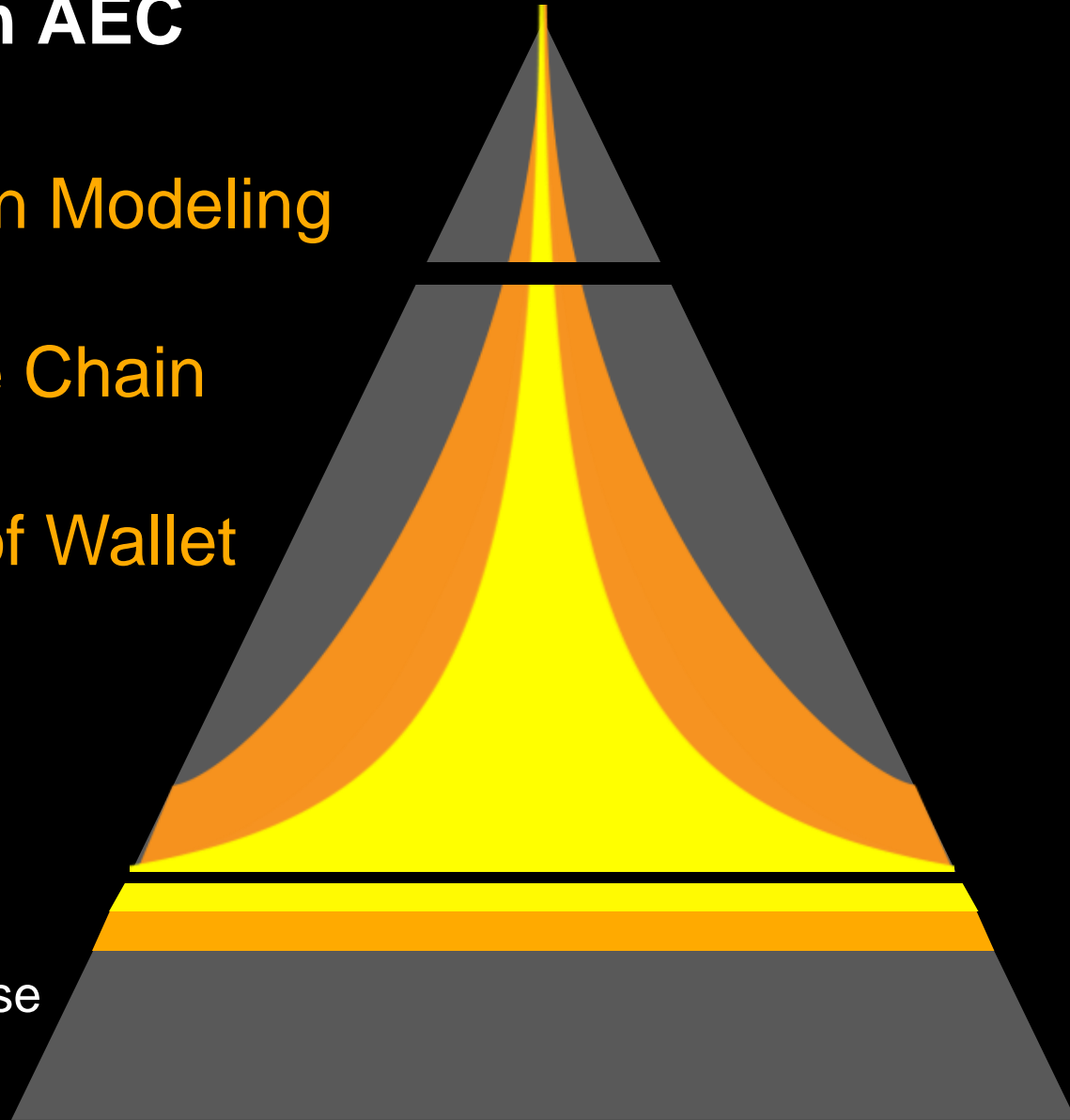
Influence the Value Chain

Expanding Share of Wallet

New Segments

Suites

-  Autodesk Customer Base
-  Expansion Opportunity



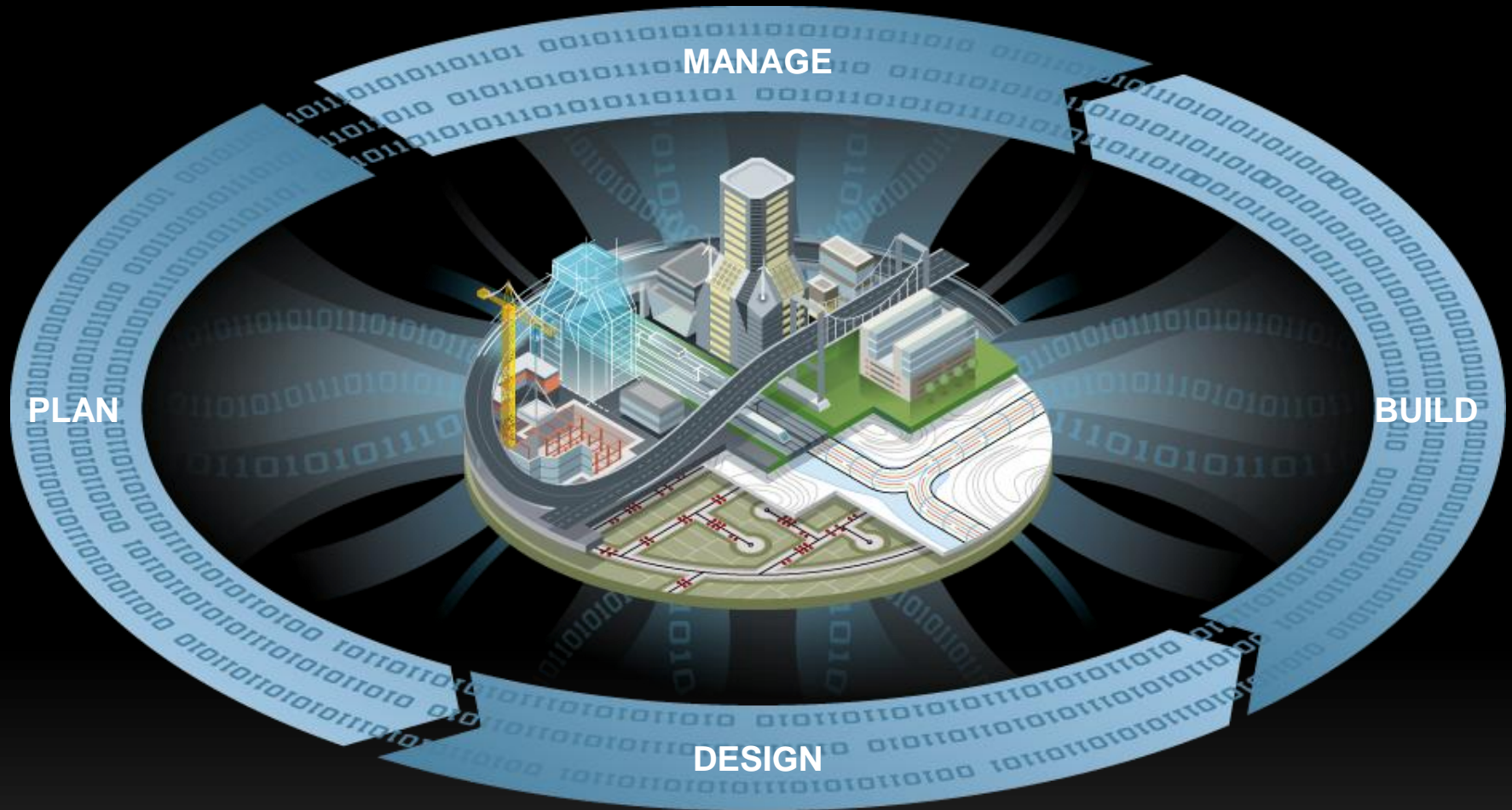


# Industry Challenges & Opportunities

- Urbanization
- Natural Resources
- Competition
- Complexity
- Technology



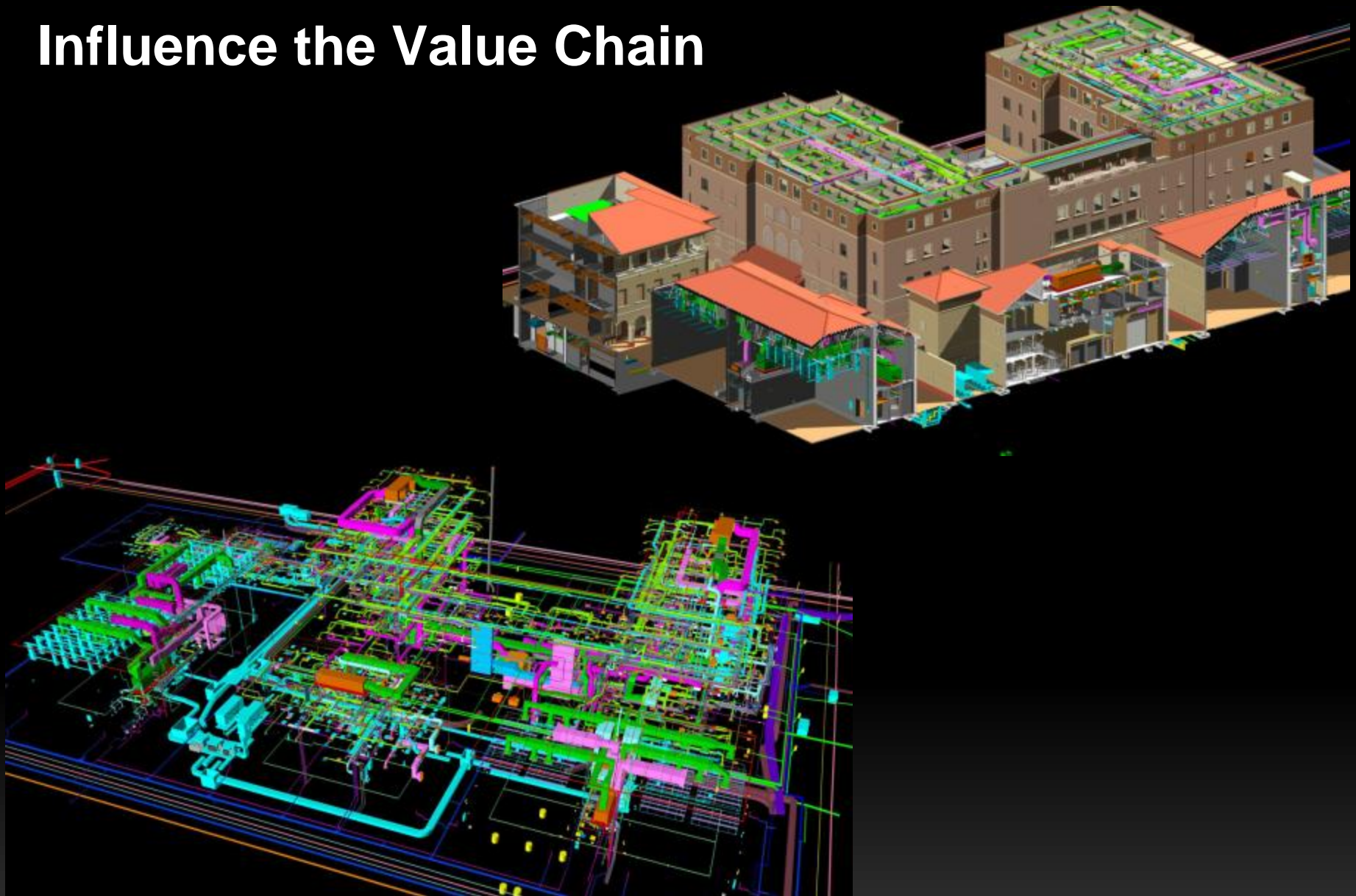
# Building Information Modeling



Source: McGraw-Hill Construction, 2009, 2010



# Influence the Value Chain



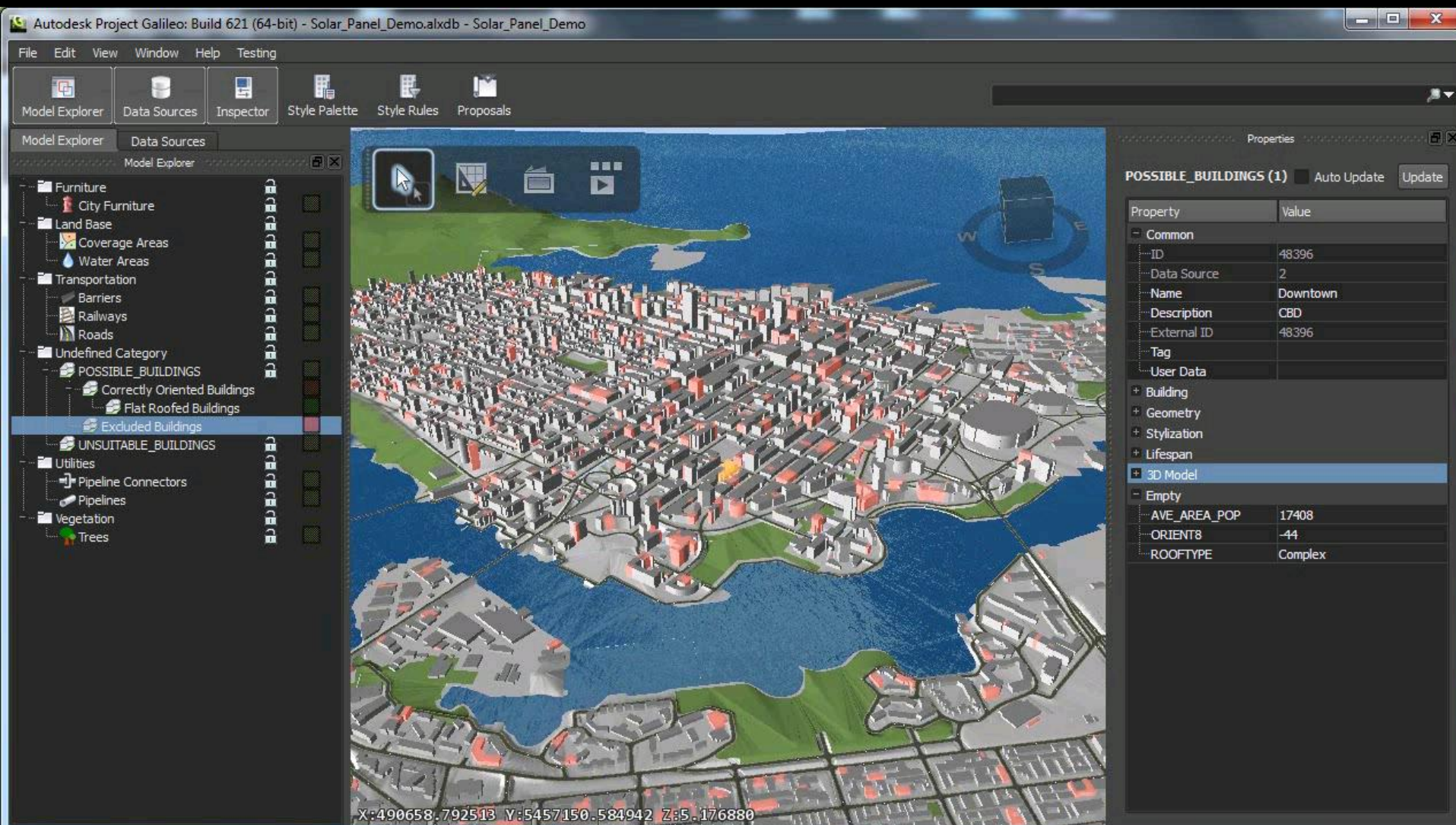
# Expanding Share of Wallet – Building Engineering & Construction



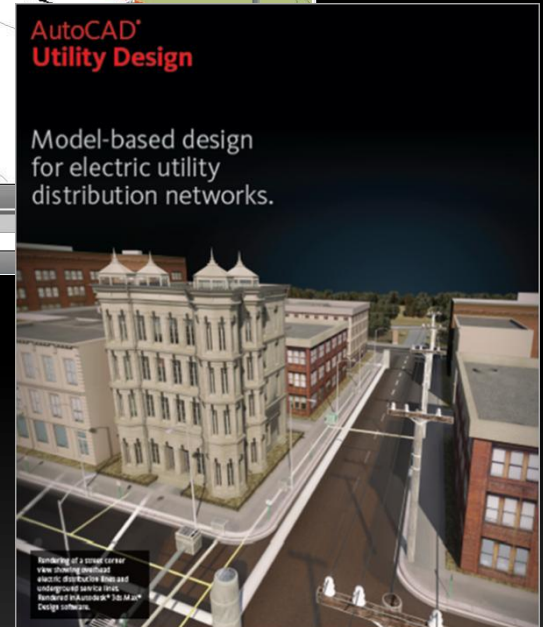
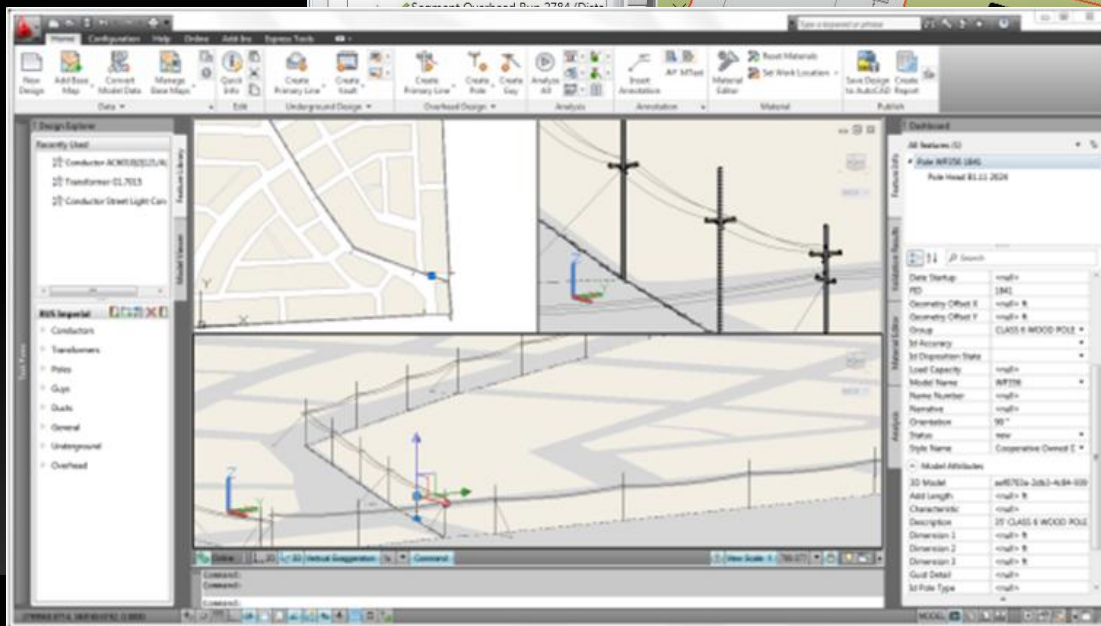
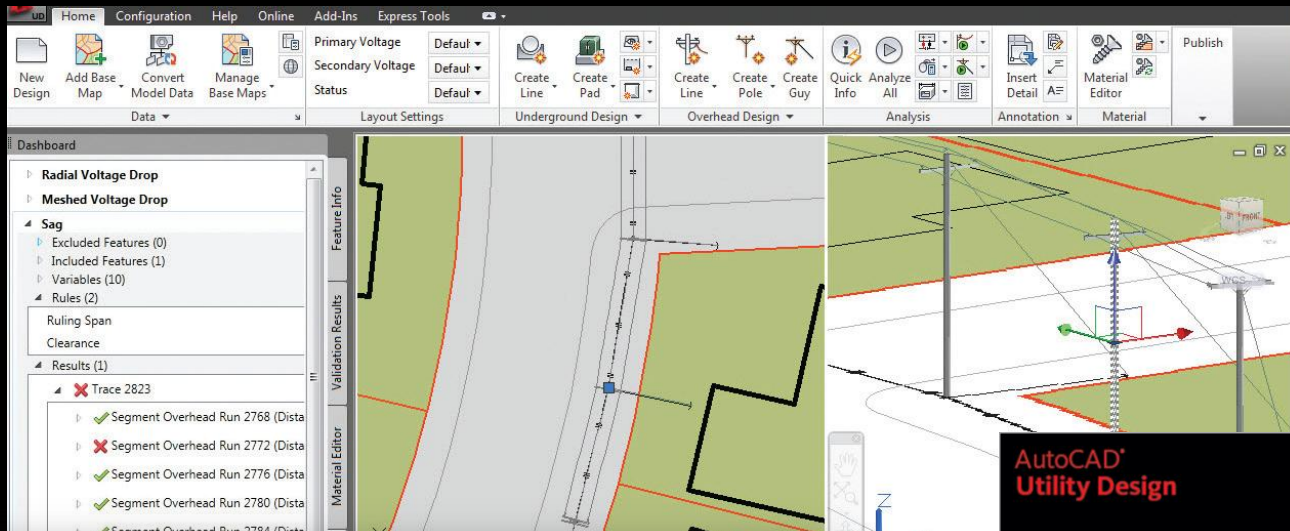
Image courtesy of ATP



# New Segments – Autodesk Infrastructure Modeler

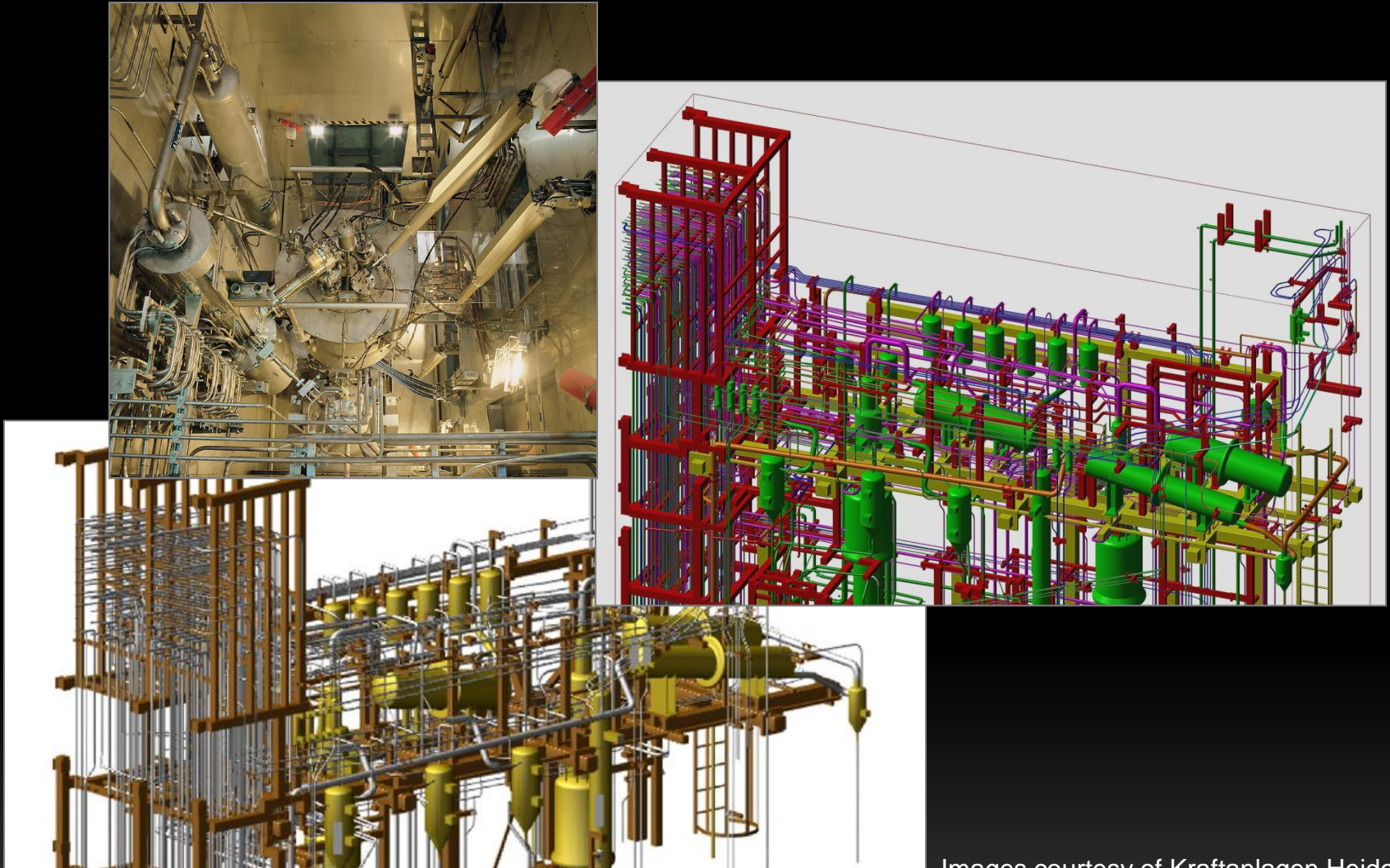


# New Segments – Autodesk Utility Design





# New Segments – Process & Plant



Images courtesy of Kraftanlagen Heidelberg

# AEC Suites

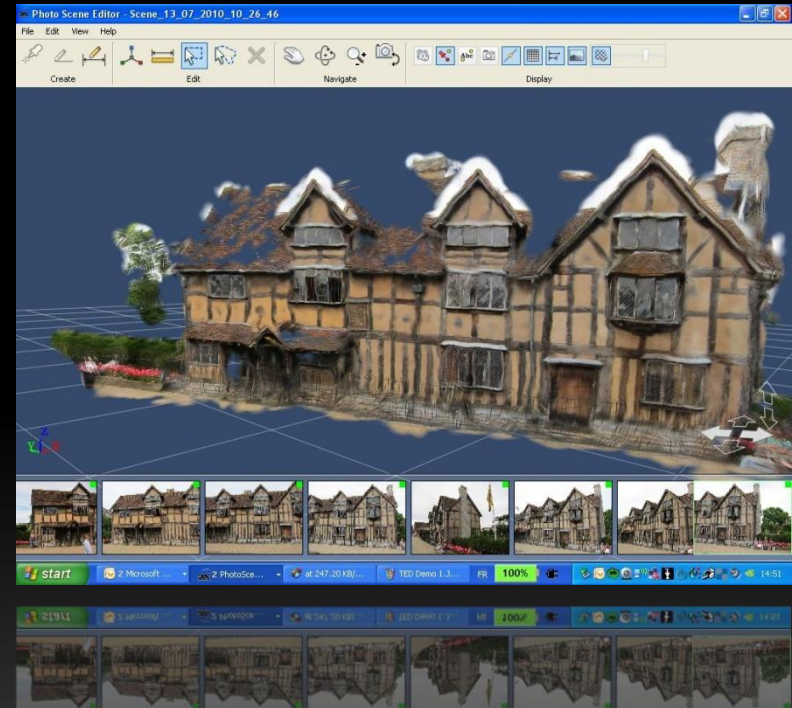
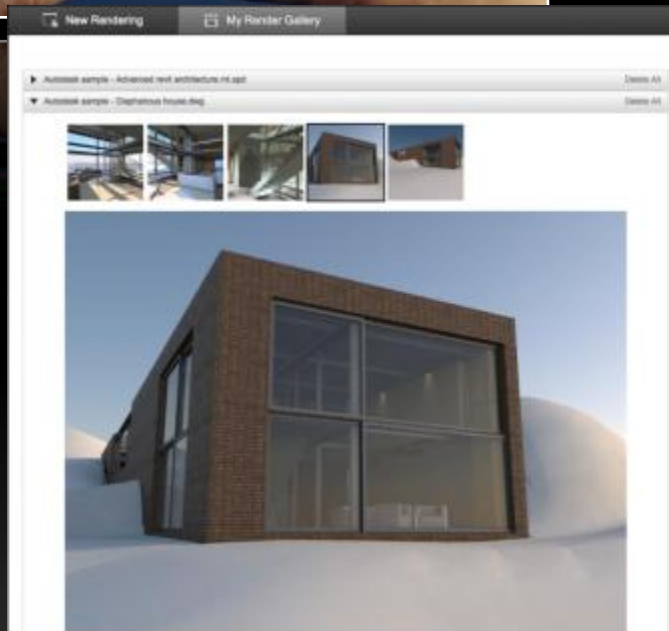




# BIM in the Future



Autodesk BIM 360



# Driving Growth in AEC

- Industry challenges represent opportunity
  - Building Information Modeling
  - Influence the Value Chain
  - Expanding Share of Wallet
  - New Segments
  - Suites



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