

# Safe harbor



Each of the presentations today will contain forward-looking statements about our strategies, products, future results, performance or achievements, financial, operational and otherwise, including statements about our strategic priorities, business model transition, and guidance for the first quarter and fiscal year 2024; total addressable market (TAM), our long term financial and operational goals; our M&A strategy; our capital allocation initiatives; and our stock repurchase program. These statements reflect management's current expectations, estimates and assumptions based on the information currently available to us. These forward-looking statements are not guarantees of future performance and involve significant risks, uncertainties and other factors that may cause our actual results, performance or achievements to be materially different from results, performance or achievements expressed or implied by the forward-looking statements contained in these presentations, such as a failure to maintain subscriptions, billings, revenue, deferred revenue, margins and cash flow growth; difficulty in predicting those financial and performance metrics; failure to maintain disciplined and focused investment; failure to successfully integrate acquisitions and manage transitions to new business models and markets, including our efforts to expand in construction and manufacturing, and attract customers to our cloud-based offerings; failure to successfully expand adoption of our products; and negative developments in worldwide economic, business or political conditions.

A discussion of factors that may affect future results is contained in our most recent Form 10-K and Form 10-Q filings available at [www.sec.gov](http://www.sec.gov), including descriptions of the risk factors that may impact us and the forward-looking statements made in these presentations. The forward-looking statements made in these presentations are being made as of the time and date of their live presentation. If these presentations are reviewed after the time and date of their live presentation, even if subsequently made available by us, on our website or otherwise, these presentations may not contain current or accurate information. We disclaim any obligation to update or revise any forward-looking statement based on new information, future events or otherwise.

## **Non-GAAP Financial Measures**

These presentations include certain non-GAAP financial measures. Please see the section entitled "Reconciliation of GAAP Financial Measures to non-GAAP Financial Measures" in the Appendices attached to the presentations for an explanation of management's use of these measures and a reconciliation of the most directly comparable GAAP financial measures.



AUTODESK **INVESTOR DAY**

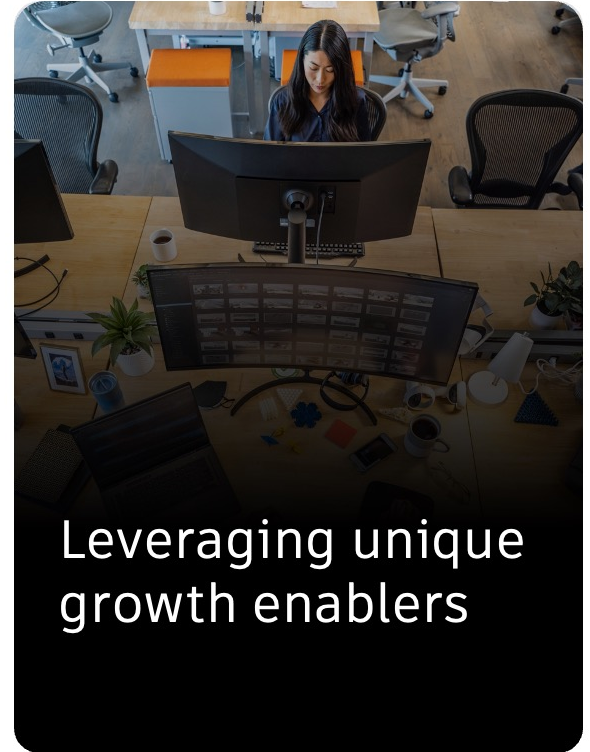
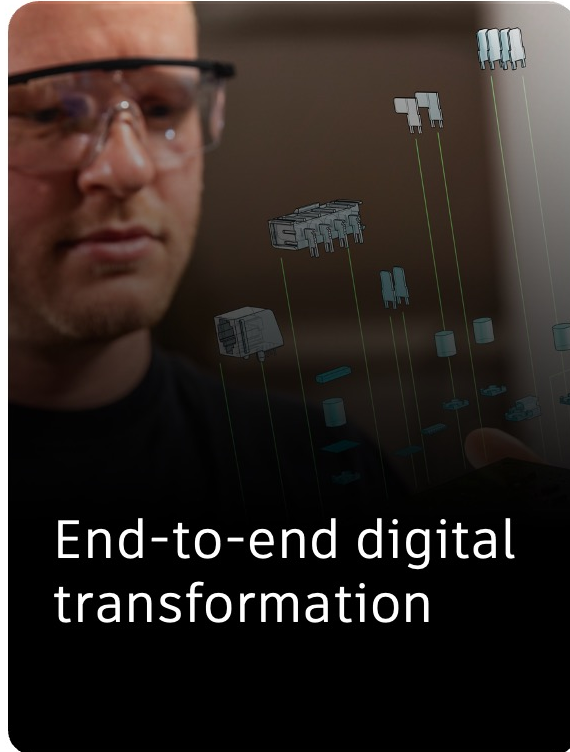
March 22, 2023

# From Products to Capabilities

**Andrew Anagnost**

President & Chief Executive Officer

# From products to capabilities



# Next generation technology & services

Connected data, teams  
and workflows

Real time and immersive  
experiences

Shared, extensible and  
trusted platform services



# Connected everything for our customers and industries



**CONNECTED  
DATA**

**CONNECTED  
TEAMS**

**CONNECTED  
WORKFLOWS**

**A TRUSTED PLATFORM**



- ▶ capto\_video1
- ▶ some\_video\_image
- ▶ map\_video1\_0033.mp4
- ▶ map\_video1\_0034.mp4
- ▶ map\_video1\_0035.mp4
- ▶ map\_video1\_0036.mp4
- ▶ map\_video1\_0037.mp4
- ▶ map\_video1\_0038.mp4
- ▶ map\_video1\_0039.mp4
- ▶ map\_video1\_0040.mp4
- ▶ map\_video1\_0041.mp4
- ▶ map\_video1\_0042.mp4
- ▶ map\_video1\_0043.mp4
- ▶ map\_video1\_0044.mp4
- ▶ map\_video1\_0045.mp4
- ▶ map\_video1\_0046.mp4
- ▶ map\_video1\_0047.mp4
- ▶ map\_video1\_0048.mp4
- ▶ map\_video1\_0049.mp4
- ▶ map\_video1\_0050.mp4
- ▶ map\_video1\_0051.mp4
- ▶ map\_video1\_0052.mp4
- ▶ map\_video1\_0053.mp4
- ▶ map\_video1\_0054.mp4
- ▶ map\_video1\_0055.mp4
- ▶ map\_video1\_0056.mp4
- ▶ map\_video1\_0057.mp4
- ▶ map\_video1\_0058.mp4
- ▶ map\_video1\_0059.mp4
- ▶ map\_video1\_0060.mp4
- ▶ map\_video1\_0061.mp4
- ▶ map\_video1\_0062.mp4
- ▶ map\_video1\_0063.mp4
- ▶ map\_video1\_0064.mp4
- ▶ map\_video1\_0065.mp4
- ▶ map\_video1\_0066.mp4
- ▶ map\_video1\_0067.mp4
- ▶ map\_video1\_0068.mp4
- ▶ map\_video1\_0069.mp4
- ▶ map\_video1\_0070.mp4
- ▶ map\_video1\_0071.mp4
- ▶ map\_video1\_0072.mp4
- ▶ map\_video1\_0073.mp4
- ▶ map\_video1\_0074.mp4
- ▶ map\_video1\_0075.mp4
- ▶ map\_video1\_0076.mp4
- ▶ map\_video1\_0077.mp4
- ▶ map\_video1\_0078.mp4
- ▶ map\_video1\_0079.mp4
- ▶ map\_video1\_0080.mp4
- ▶ map\_video1\_0081.mp4
- ▶ map\_video1\_0082.mp4
- ▶ map\_video1\_0083.mp4
- ▶ map\_video1\_0084.mp4
- ▶ map\_video1\_0085.mp4
- ▶ map\_video1\_0086.mp4
- ▶ map\_video1\_0087.mp4
- ▶ map\_video1\_0088.mp4
- ▶ map\_video1\_0089.mp4
- ▶ map\_video1\_0090.mp4
- ▶ map\_video1\_0091.mp4
- ▶ map\_video1\_0092.mp4
- ▶ map\_video1\_0093.mp4
- ▶ map\_video1\_0094.mp4
- ▶ map\_video1\_0095.mp4
- ▶ map\_video1\_0096.mp4
- ▶ map\_video1\_0097.mp4
- ▶ map\_video1\_0098.mp4
- ▶ map\_video1\_0099.mp4
- ▶ map\_video1\_0100.mp4

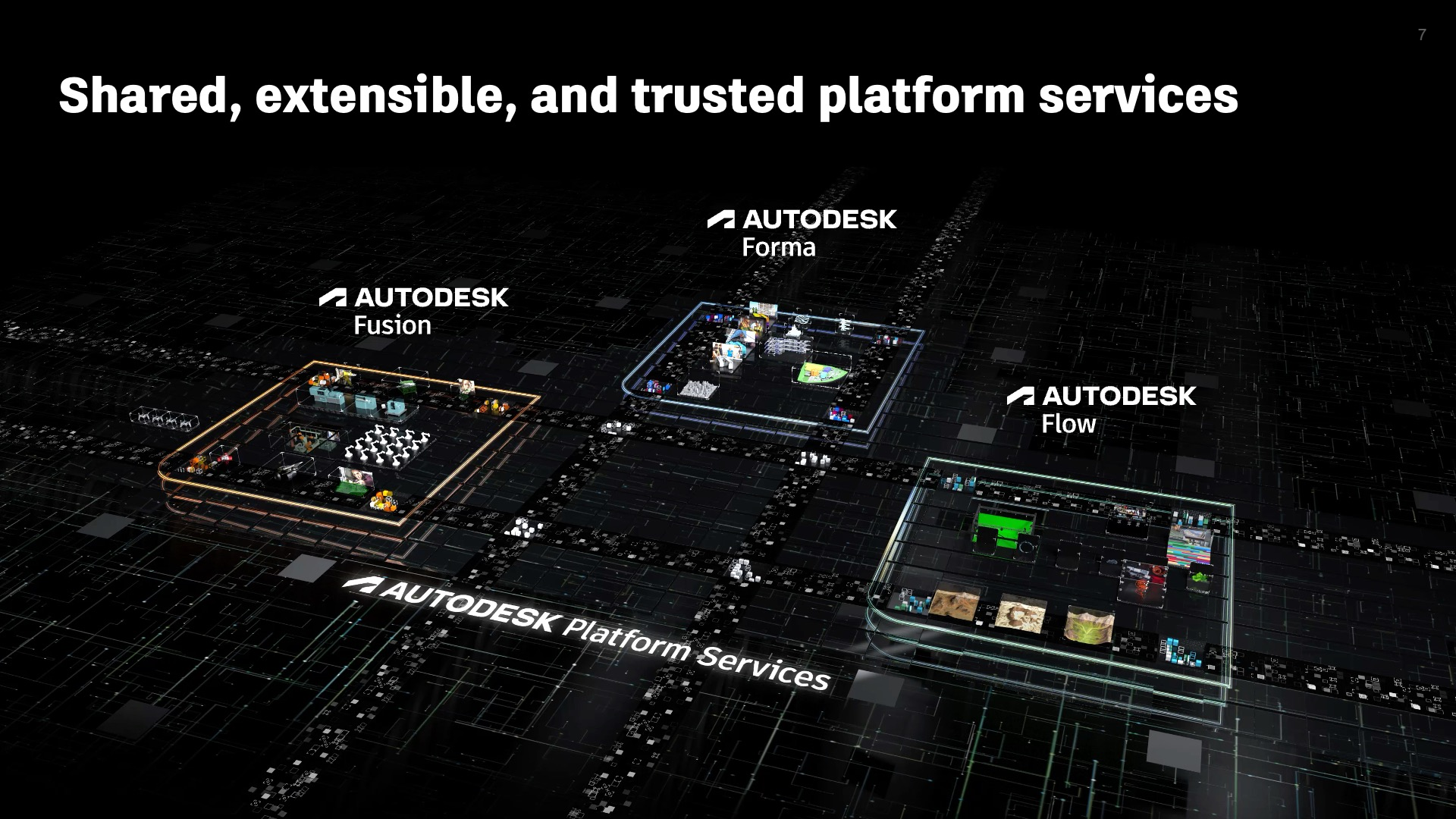
# Shared, extensible, and trusted platform services

 **AUTODESK**  
Fusion

 **AUTODESK**  
Forma

 **AUTODESK**  
Flow

 **AUTODESK** Platform Services



# End-to-end digital transformations

End-to-end convergence  
within industries

Highly interactive and concurrent  
environments which start in 3D and  
end in a Digital Twin

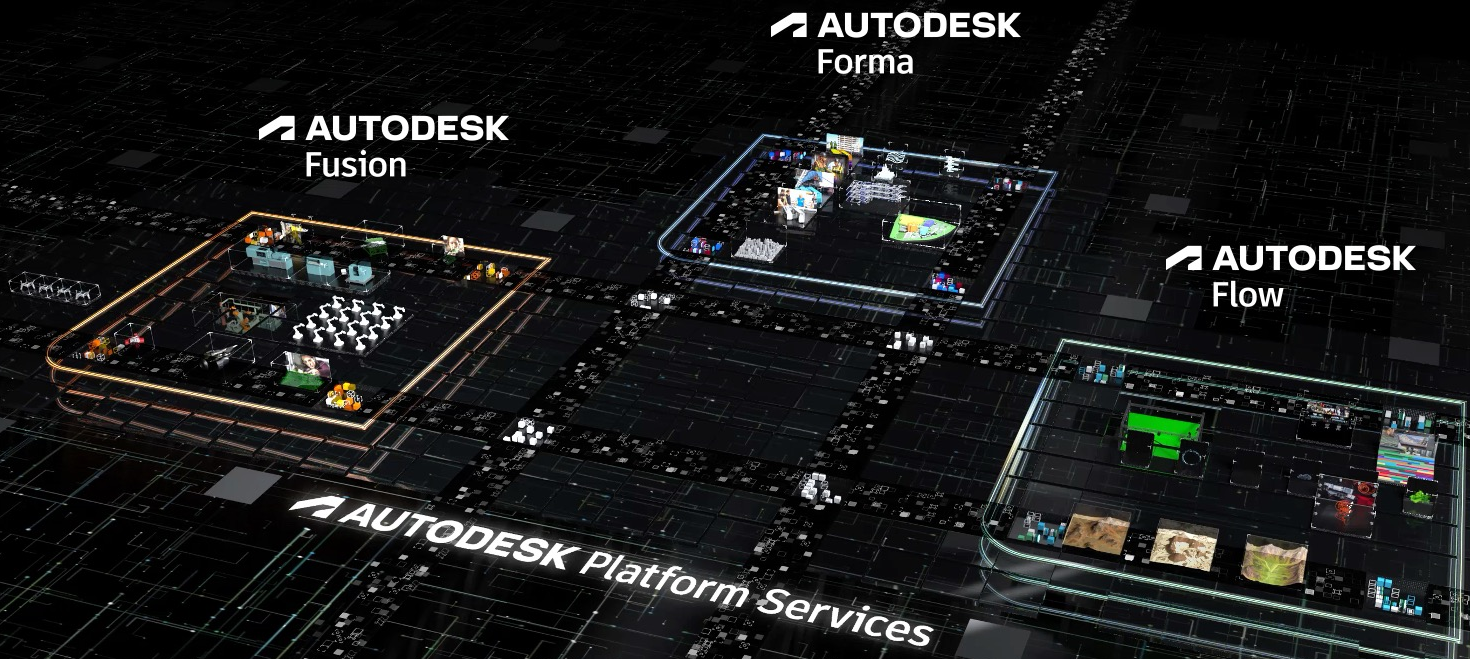
AI/ML generating more  
predictable, consistent,  
and sustainable outcomes





# End-to-end convergence within industries

Driving data across the asset life cycle



# Leveraging unique growth enablers

Business model evolution

Customer experience evolution

Convergence between industries

# Business model evolution

Business model evolution enables more customers to access our ecosystems



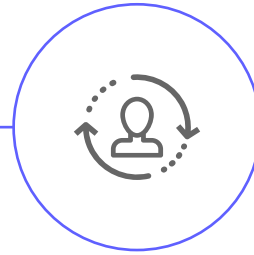
## Perpetual

Customers pay significant upfront price for license and maintenance



## Subscription

Customers have flexibility with subscriptions to match their budget and needs



## Tiered plans

Customers get further flexibility for support and administration




## Consumption

Customers have pay-per-use model for occasional users for new customers trying Autodesk products

Retired


Core

# Evolving customer experiences



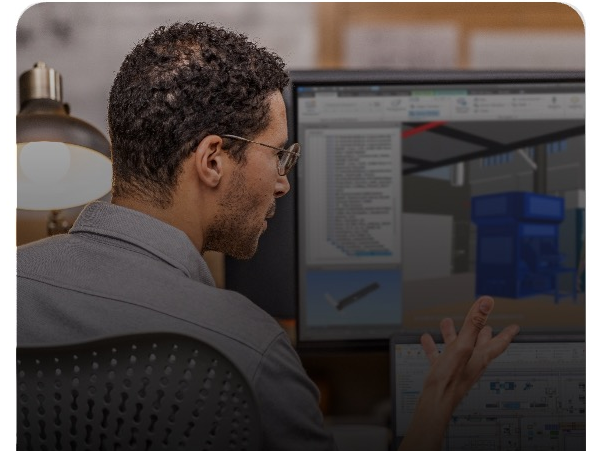
**Outcomes & value**

Improve the value we deliver through a focus on customer outcomes



**Self service**

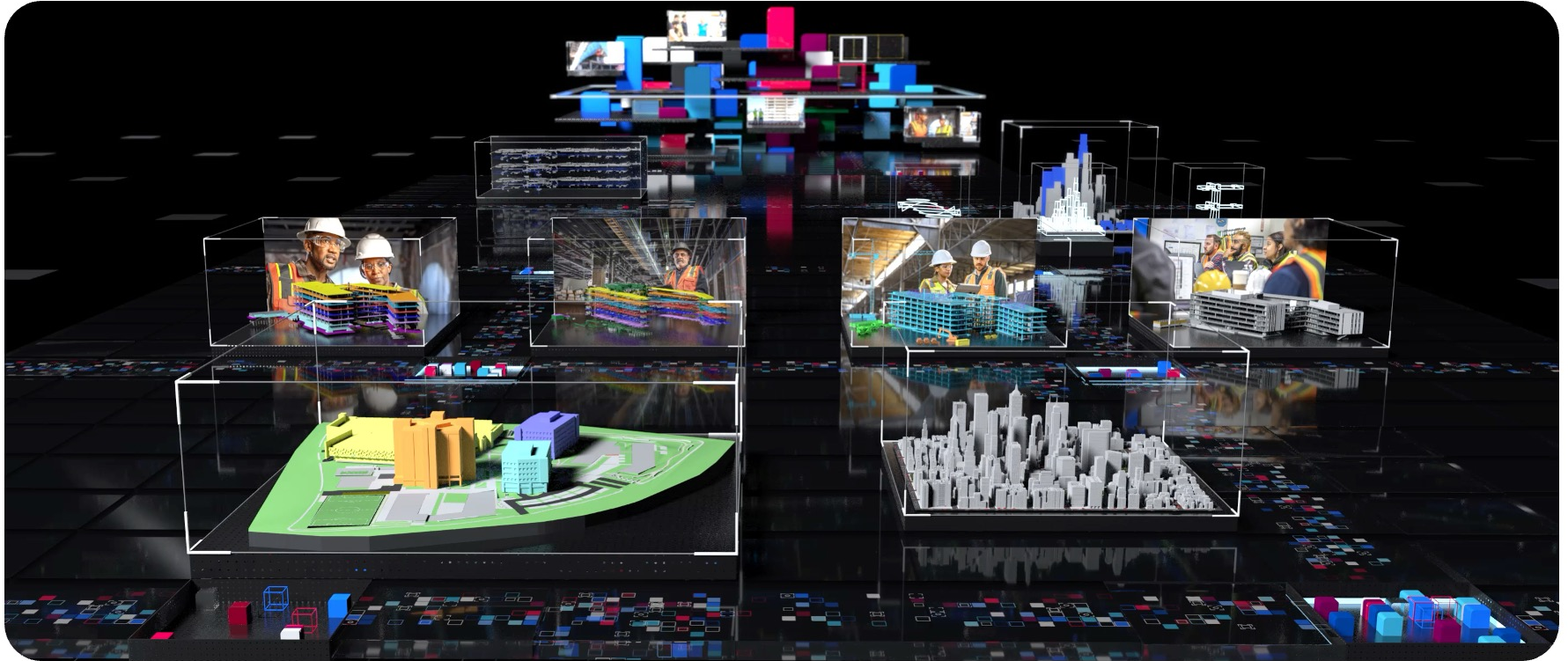
Empower our customers to address their own needs



**Data & insight**

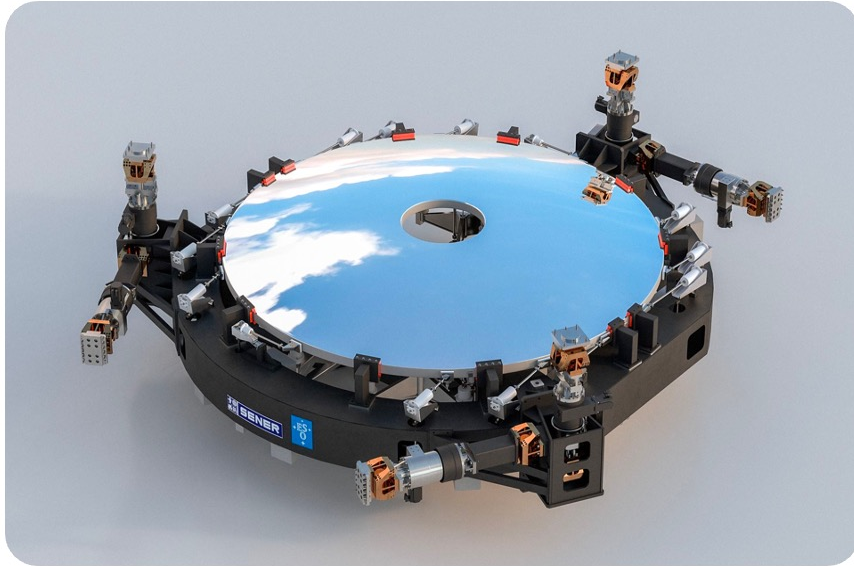
Leverage data and insight to optimize customer experiences

# Convergence within and between industries



# Convergence within and between industries

Combining civil engineering, building design, construction, and mechanical engineering

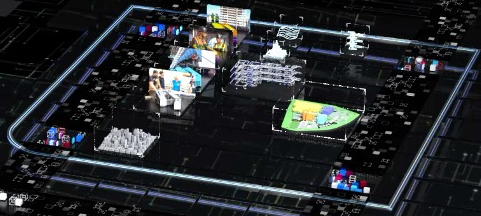


 **AUTODESK**  
Fusion

 **AUTODESK**  
Forma

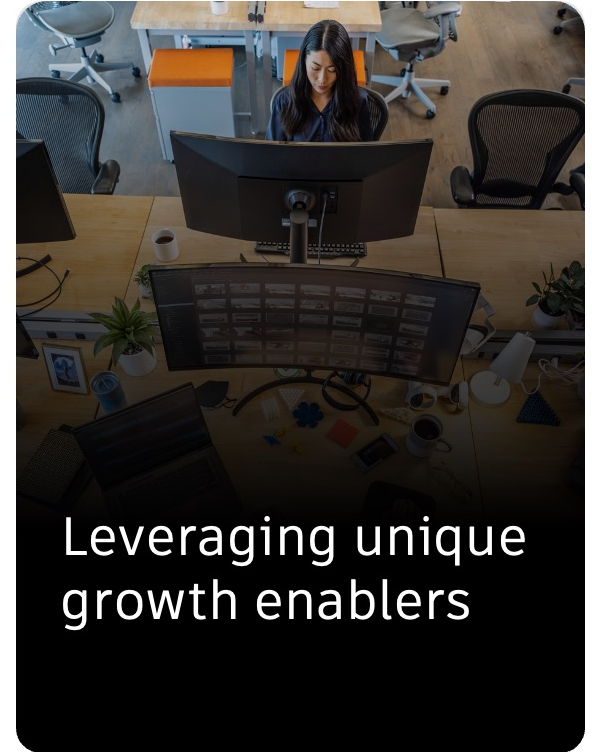
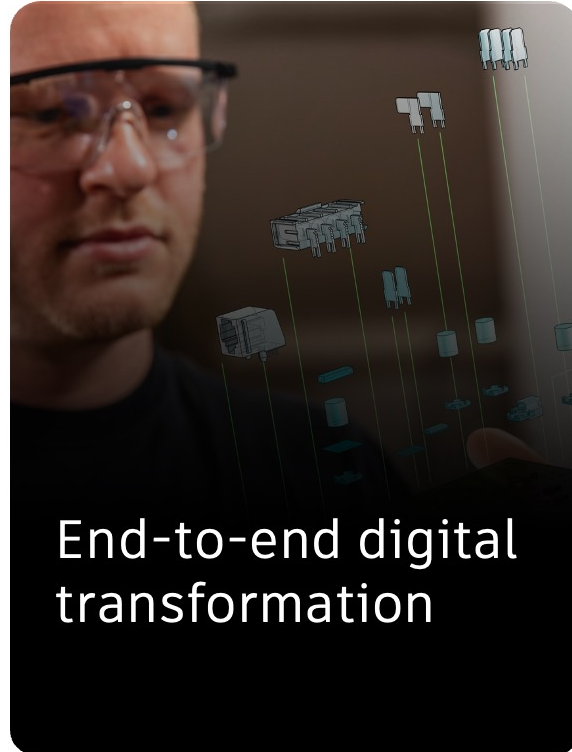
 **AUTODESK**  
Flow

 **AUTODESK Platform Services**





# From products to capabilities

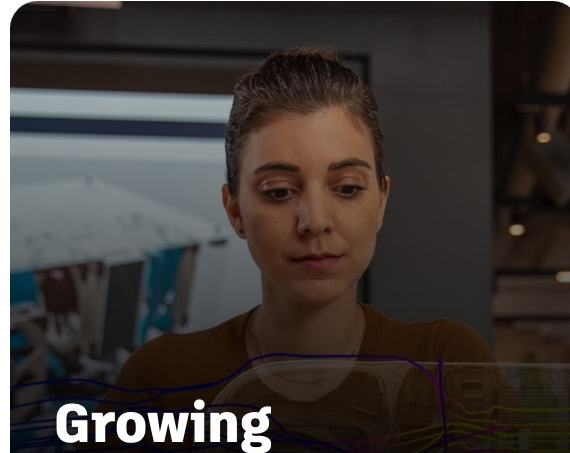


# Expanding opportunities




**Expanding TAM**

Digital transformation drives TAM expansion



**Growing ecosystems**

Enabling growth for Autodesk by adding value to customers, third-party developers, and partners globally



**Compounding growth**

Balanced volume and pricing drive compounding growth

# Autodesk Investor Day 2023



**Raji Arasu**

EVP & Chief  
Technology Officer



**Jeff Kinder**

EVP, Product Development &  
Manufacturing Solutions



**Diana Colella**

SVP, Media & Entertainment  
Solutions



**Amy Bunszel**

EVP, Architecture,  
Engineering and Construction  
Design Solutions



**Jim Lynch**

SVP & General Manager,  
Autodesk Construction  
Solutions



**Steve Blum**

EVP & Chief  
Operating Officer



**Debbie Clifford**

Chief Financial Officer

