

# 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 third quarter and fiscal year 2022; 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 spend management; developments in the COVID-19 pandemic and the resulting impact on our business and operations, general market, political, economic, and business conditions, 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

SEPTEMBER 1, 2021

## Accelerating Digital Transformation in Architecture & Engineering

Amy Bunszel

Executive Vice President  
Architecture, Engineering and Construction  
Design Solutions



# Architecture, Engineering & Construction



**\$35B**

DESIGN AND CONSTRUCTION  
TAM THROUGH FY26

Sources:  
Cambashi FY22 Application TAM  
Models based on Cambashi FY22 Professions Dataset and Autodesk estimates  
Global Water Intelligence 2021 figures in addition to internal estimates



**29M**

DESIGN & CONSTRUCTION  
PROFESSIONALS

# Architecture, Engineering & Construction

## \$20B

Design TAM



- Architecture
- Building Engineering
- Civil/Infra Engineering
- Industrial/U&T/Other

## \$16B

Make TAM

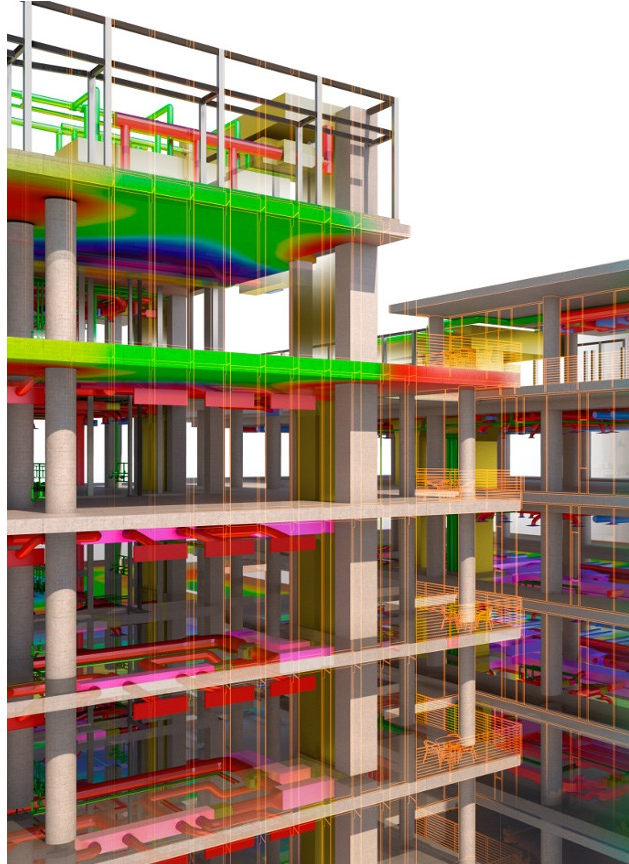


- Documentations
- Preconstruction
- Site Execution

Sources:  
Cambashi FY22 Application TAM  
Models based on Cambashi FY22 Professions Dataset and Autodesk estimates  
Global Water Intelligence 2021 figures in addition to internal estimates



DIGITAL TRANSFORMATION IN  
ARCHITECTURE & ENGINEERING



EXPANDING BIM ACROSS  
THE BUILT ECOSYSTEM



ENABLING CUSTOMERS  
WITH OUTCOME-BASED  
DESIGN & AUTOMATION



## DIGITAL TRANSFORMATION IN ARCHITECTURE & ENGINEERING

- COVID-19 accelerated trends in digital transformation
- Modern, insightful AutoCAD
- Future of BIM



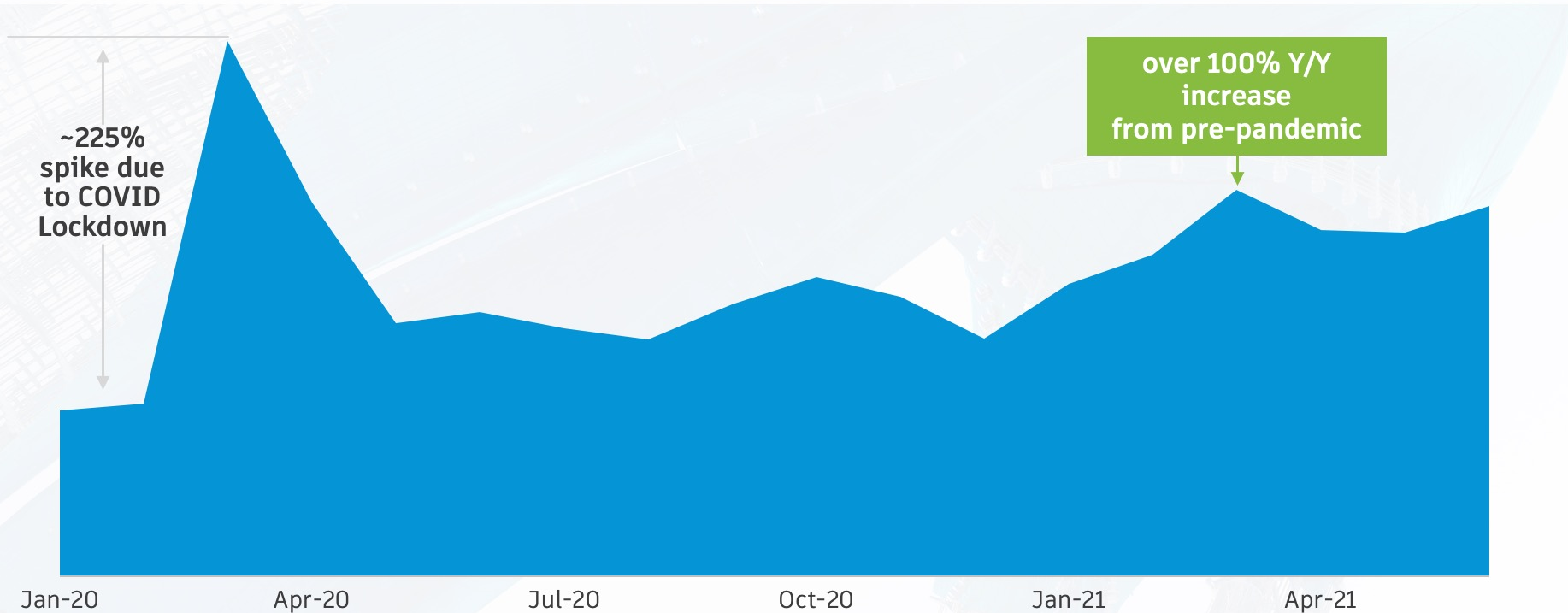
EXPANDING BIM ACROSS  
THE BUILT ECOSYSTEM



ENABLING CUSTOMERS  
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DESIGN & AUTOMATION







# COVID Accelerated Trends in Digital Transformation<sup>7</sup>

## New Projects in BIM Collaborate Pro<sup>†</sup>



<sup>†</sup>New Projects created globally by Subscribers. Source: Autodesk Data Analytics Platform

# New Cloud Collaboration Offerings

<b>Customer Pain Points</b>	 <b>Disconnected Data</b>	 <b>Disconnected Teams</b>	 <b>Disconnected Workflows</b>
<b>Solutions</b>	 Access controls, secure, centralized data, monitoring dashboards	 Better project data, better predictions, more transparency	 Anytime, anywhere collaboration, Web applications, flexible solutions
<b>Outcomes</b>	<b>Operational Efficiency</b> Better team collaboration & data handover	<b>Risk Mitigation</b> Reduce errors & rework, manage complexity and client demands	<b>Business Growth</b> Improve win rate, client satisfaction, project forecasting and more



# New Cloud Collaboration Offerings

**C** AUTODESK®  
**BIM COLLABORATE PRO**

**Design  
Team**

- Designers across disciplines, model authors

**C** AUTODESK®  
**BIM COLLABORATE**

**Project  
Team**

- Project Managers, Owners, Non-authoring reviewers
- AutoCAD users

**D** AUTODESK®  
**DOCS**

**Extended  
Stakeholders**

- Adjacent business functions (planning, finance, compliance)
- Public / governmental reviewers



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EXPANDING BIM ACROSS  
THE BUILT ECOSYSTEM



ENABLING CUSTOMERS  
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DESIGN & AUTOMATION

# Modern, Insightful AutoCAD



**Stella Yee**

Stella.Yee@company.com

# Modern, Insightful AutoCAD

The screenshot shows the Autodesk Account Insights page for AutoCAD. The browser address bar shows the URL `manage.autodesk.com/insights-recommendation`. The page features a left-hand navigation menu with sections for Account, Home, Products and Services, and Reporting. The Reporting section is expanded, showing Insights and Cloud Services Usage. The main content area is titled "Insights" and includes a sub-header "About insights" with a description of the feature and a link to learn more. A second section, "We take data protection seriously", discusses data privacy and security. Below these sections is the AutoCAD logo and two recommendation cards: "Feature recommendation" (with a diagram showing a blue line with a square and a cross) and "Drawing statistics" (with a table of file sizes).

**Account**

- Home
- Products and Services
  - All Products and Services
  - Product Updates
  - Custom Install
  - Active Trials
- Reporting
  - Insights
  - Cloud Services Usage

Privacy/Cookies  
Terms of Use  
Privacy Settings  
Do not sell my personal information

## Insights

Learn about how you work and take full advantage of the products you use.

### About insights

Unlock the power of the products you use. Discover new features, commands, and workflows based on how you work and the work that you do. This feature is currently in Preview.

[Learn more about insights](#)

[Set your communication preferences](#)

### We take data protection seriously

Data is the key to providing meaningful insights. We are committed to protecting the privacy and security of your data, while being transparent about how data is collected and used.

[Visit our Trust Center and Privacy Statement to learn more.](#)

## AutoCAD

#### Feature recommendation

A diagram showing a horizontal blue line. On the left side, there is a small square icon labeled with the number "1". On the right side, there is a small cross icon labeled with the number "2".

#### Drawing statistics

Named layouts might help to better organize your files for output.

Many of your drawings may rely on model space to organize them for output. Named layouts and page setups can help to streamline repetitive output tasks.

	Your Avg	Your Top
File size	460 KB	256 MB

[?](#)



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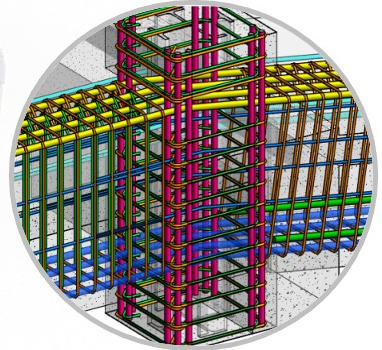
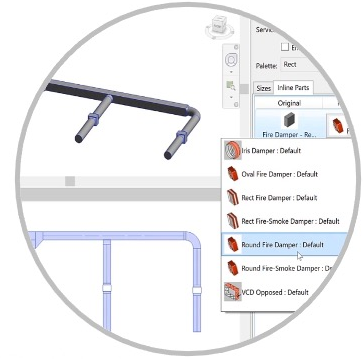
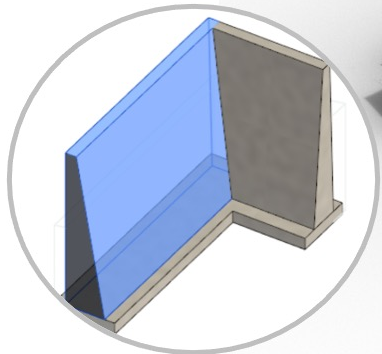
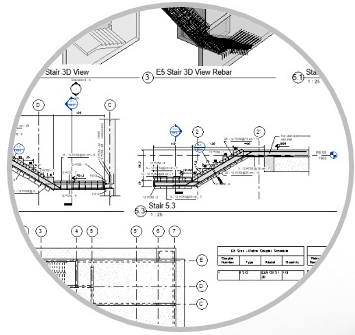
EXPANDING BIM ACROSS  
THE BUILT ECOSYSTEM



ENABLING CUSTOMERS  
WITH OUTCOME-BASED  
DESIGN & AUTOMATION

# Revit

## Modeling and documenting from design intent to fabrication and construction



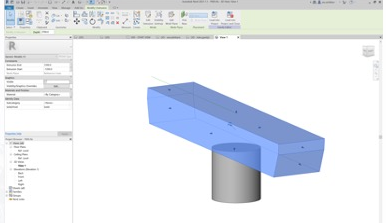
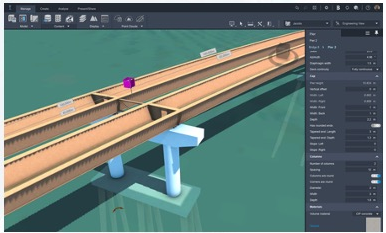
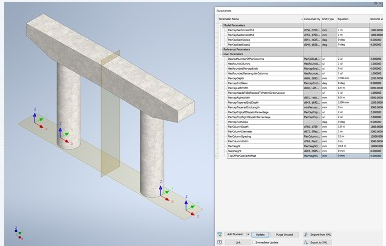
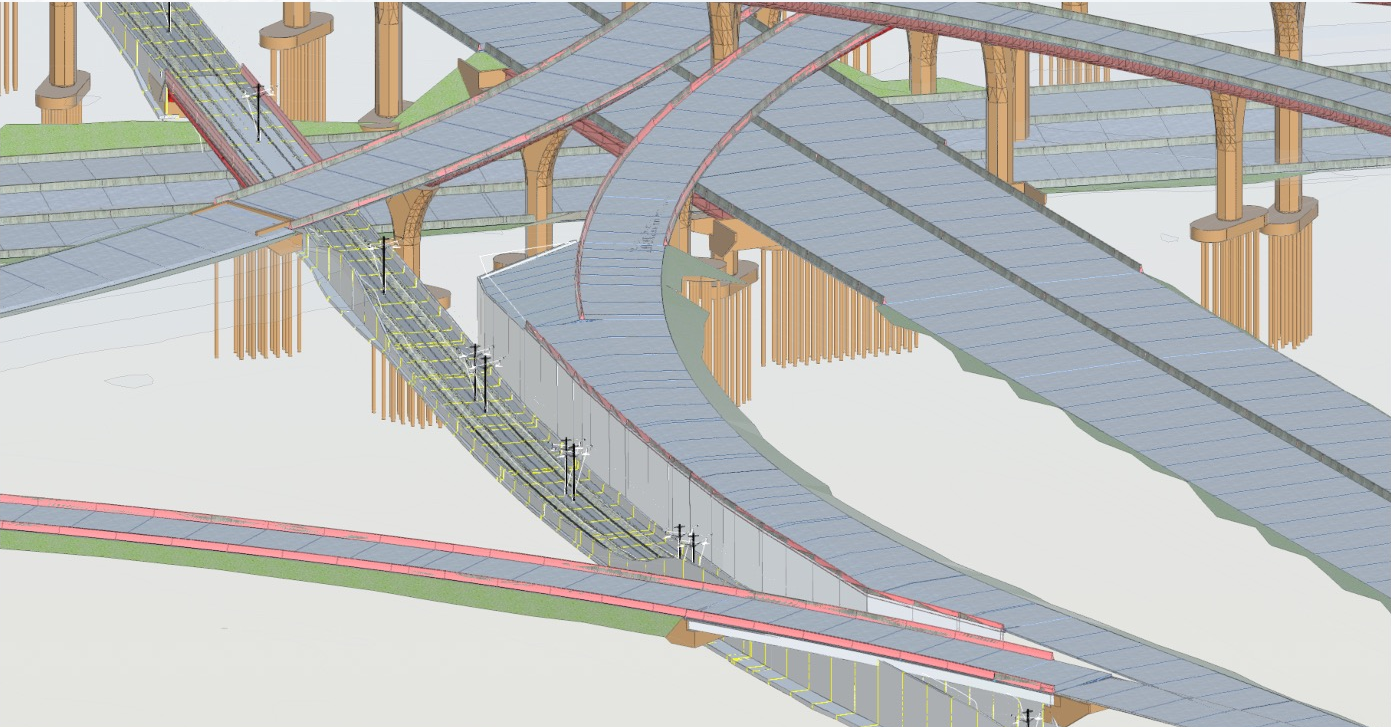
# Revit

## Schneider Electric Partnership



# Civil3D

## BIM for roads, highways and rail





# ESRI Partnership

Strategy: GIS informs BIM – BIM fuels GIS



**esri**™



**AUTODESK**®

# Grading Optimization

## Introduction of Generative Design for Infrastructure



Automate/Eliminate  
Repetitive Tasks



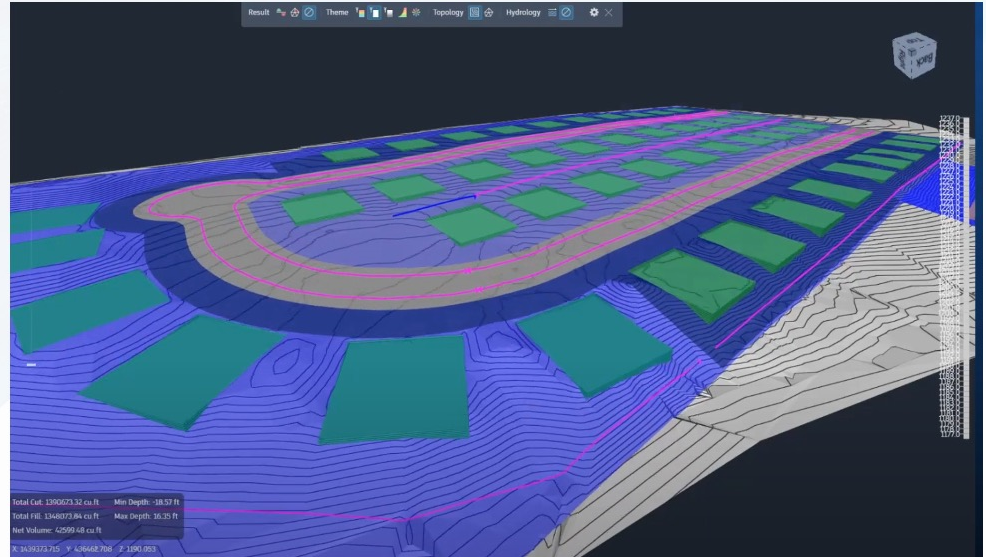
Informed Design Exploration



Manage, Reuse, and Share  
BIM Data



Maintain Design Continuity  
Throughout Workflows





DIGITAL TRANSFORMATION IN  
ARCHITECTURE & ENGINEERING

## EXPANDING BIM ACROSS THE BUILT ECOSYSTEM

- Road & rail opportunity
- Water infrastructure
- Operations



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WITH OUTCOME-BASED  
DESIGN & AUTOMATION

# Momentum in Government BIM Initiatives

## CURRENT



Australia



Austria



Brazil



Chile



China



Colombia



Finland



France



Germany



Mexico



Norway



Russia



Singapore



Spain



Sweden



UAE



United Kingdom



United States



Vietnam

## UPCOMING



Argentina



Canada



Indonesia



Italy



Japan



Netherlands

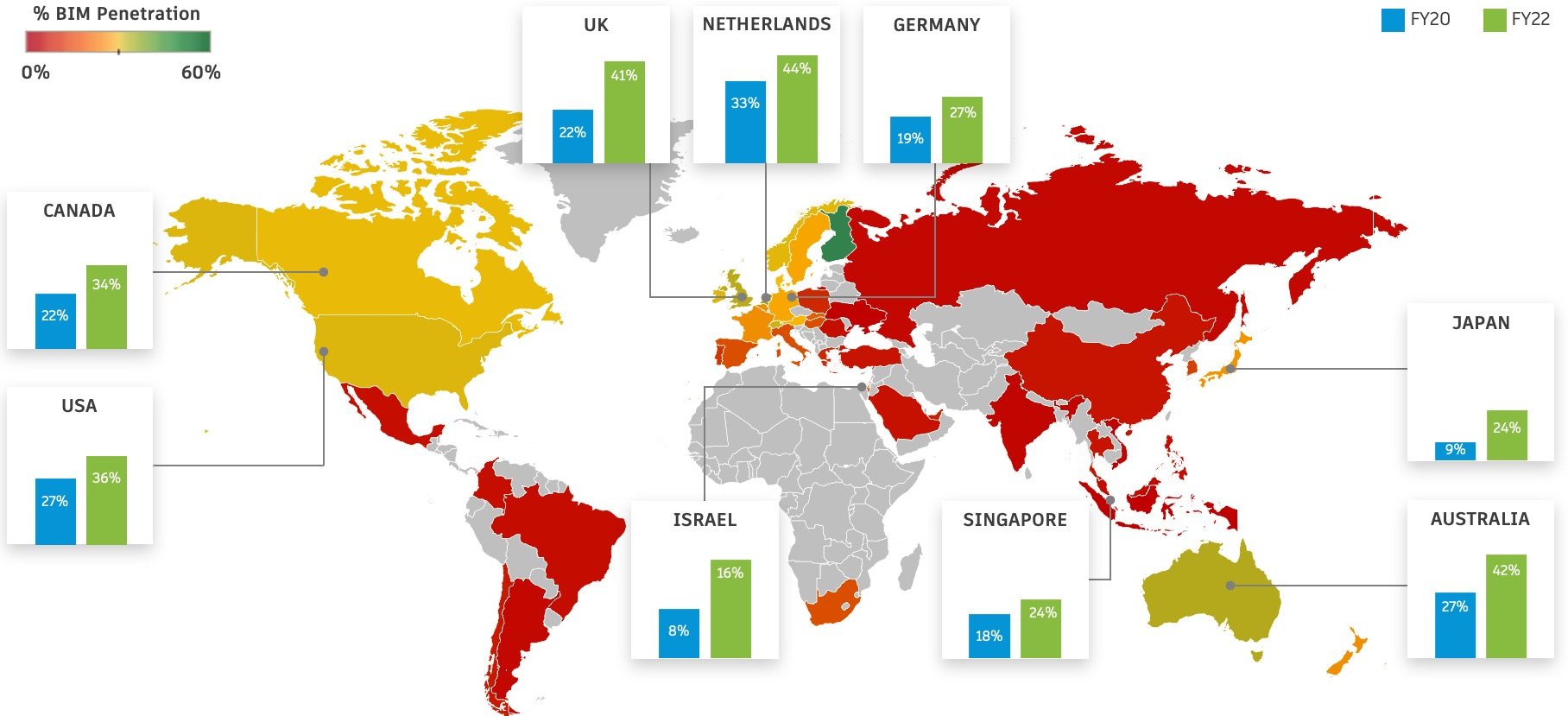


New Zealand



South Korea

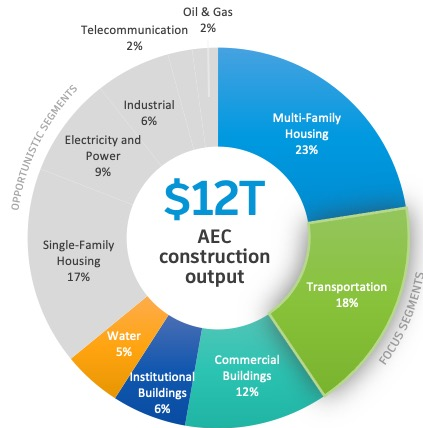
# BIM Penetration



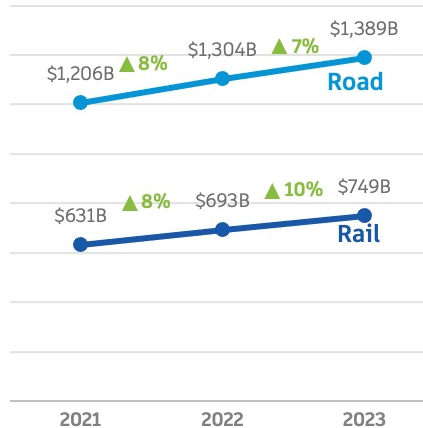
# Road & Rail Opportunity

Positioned to Win in Transportation

TRANSPORTATION  
REPRESENTS ONE OF THE  
LARGEST OPPORTUNITIES

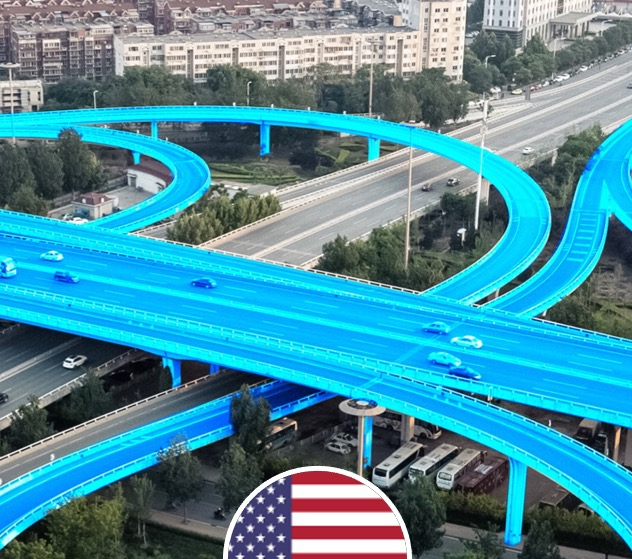


STRONG GROWTH IN  
ROAD AND RAIL  
FORECASTED



INTEGRATED BUILDING  
AND INFRASTRUCTURE  
BIM SOLUTIONS

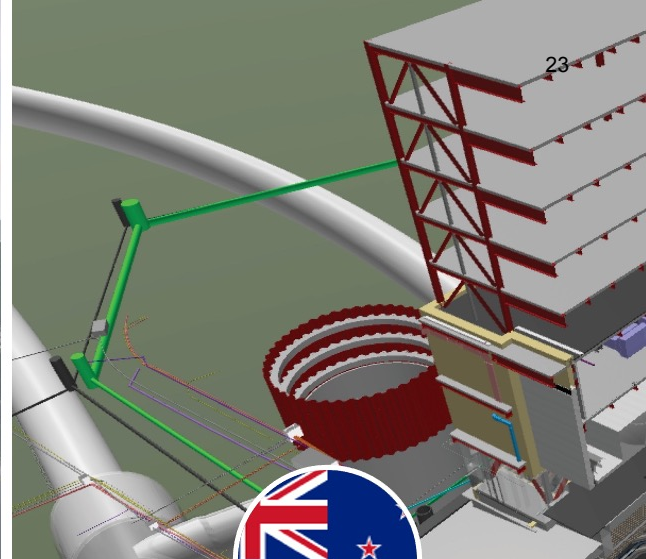




CONTRACT AWARD  
FOR DESIGN SOFTWARE



ROUTE E39



AUCKLAND CITY RAIL LINK



DIGITAL TRANSFORMATION IN  
ARCHITECTURE & ENGINEERING

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ENABLING CUSTOMERS  
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# Water is Life...

Floods across the US (Alabama, Colorado, Mississippi, Louisiana, Kentucky, New Mexico, New York City)



Photo Credit: Rocky Ridge Fire Department



California's largest wildfire is threatening thousands of structures

Photo Credit: Noah Berger/AP

Flash flooding in London submerged roads and train stations



Photo Credit: 9News Staff



Deadly floods in Germany floods caused \$1.5 billion damage to rail network

Photo Credit: Sebastian Schmitt/dpa via AP

Record-breaking flooding in China has left over one million people displaced



Photo Credit: Amy Cheng

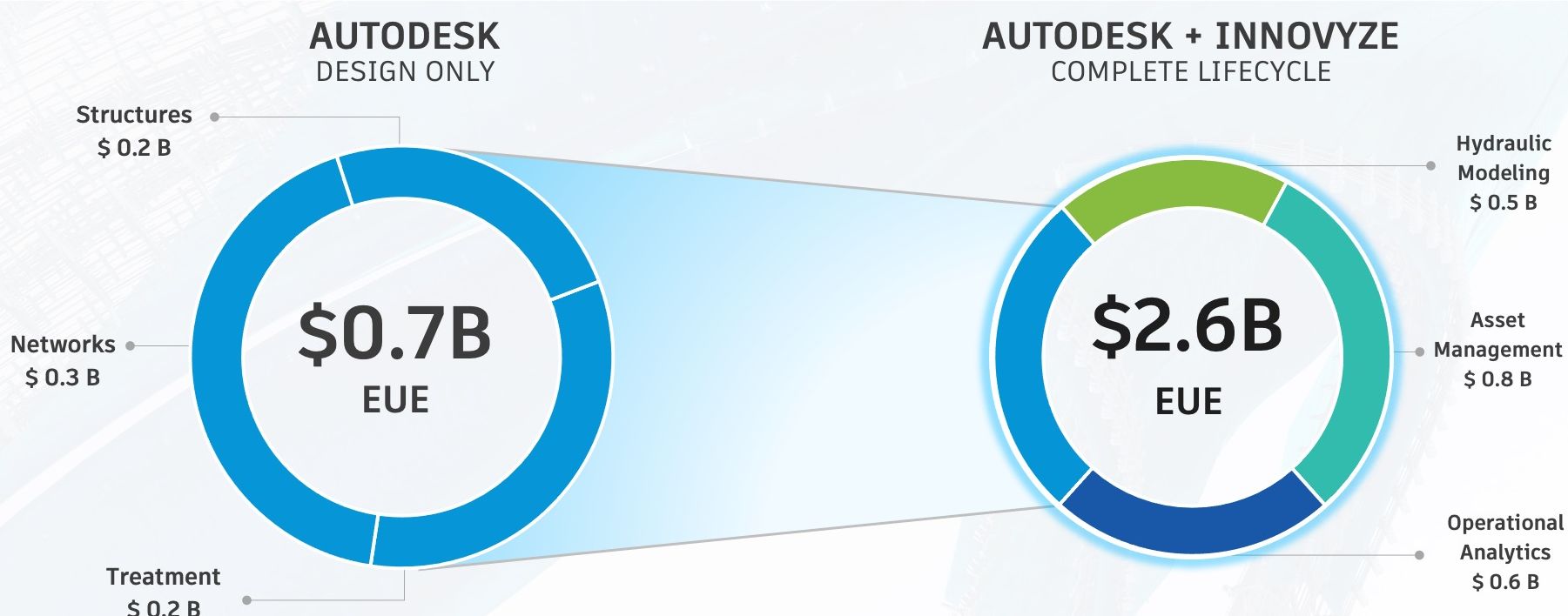


Philippines evacuates thousands as monsoon rains flood Manila

Photo Credit: Eloisa Lopez/Reuters

# Water Infrastructure

## Significantly increased available TAM in Water



Sources:  
1. Cambashi FY22 Application TAM  
2. Models based on Cambashi FY22 Professions Dataset and Autodesk estimates  
3. Global Water Intelligence 2021 figures in addition to internal estimates

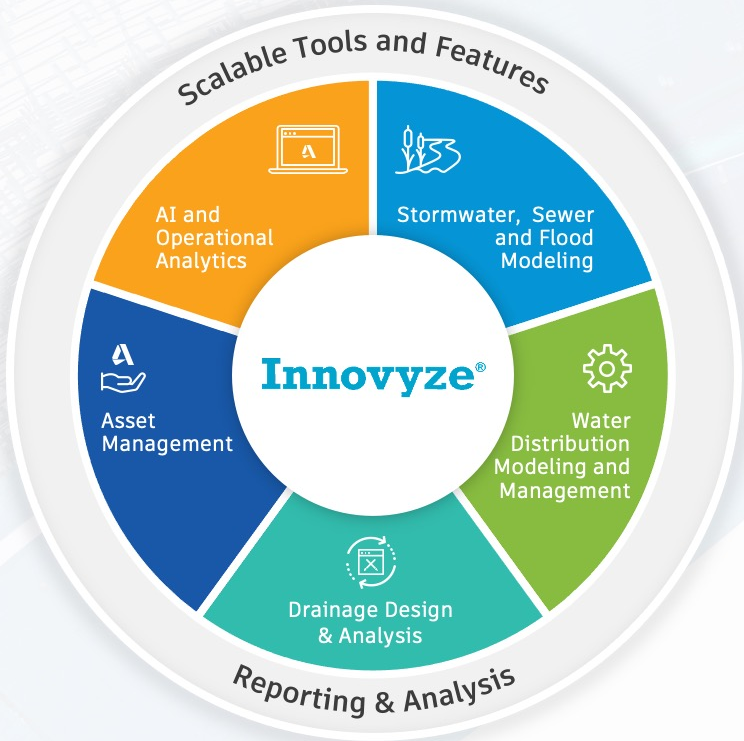
# Water Infrastructure

Expands customer types beyond engineering service providers

ENGINEERING SERVICE PROVIDERS	WATER UTILITY	SEWER UTILITY	RIVER/FLOOD AUTHORITY	PLANT OPERATORS
<ul style="list-style-type: none"><li>▪ Deliver designs and management plans to future proof infrastructure</li><li>▪ Increase team productivity</li></ul>	<ul style="list-style-type: none"><li>▪ Deliver clean water to all customers</li><li>▪ Meet regulatory requirements</li><li>▪ Reduce water loss</li></ul>	<ul style="list-style-type: none"><li>▪ Minimize overflows/pollution</li><li>▪ Meet regulatory requirements</li><li>▪ Maintain service level in highly variable weather</li></ul>	<ul style="list-style-type: none"><li>▪ Identify flood risk and forecast flooding</li><li>▪ Mitigate flood impacts</li><li>▪ Preserve water quality to meet regulatory mandates</li></ul>	<ul style="list-style-type: none"><li>▪ Optimize treatment processes</li><li>▪ Minimize energy, chemical and environmental cost and footprint</li><li>▪ Maximize production</li></ul>

# Water Digital Twin

Strengthening strategic relationships and partnerships



+



End-to-end water lifecycle

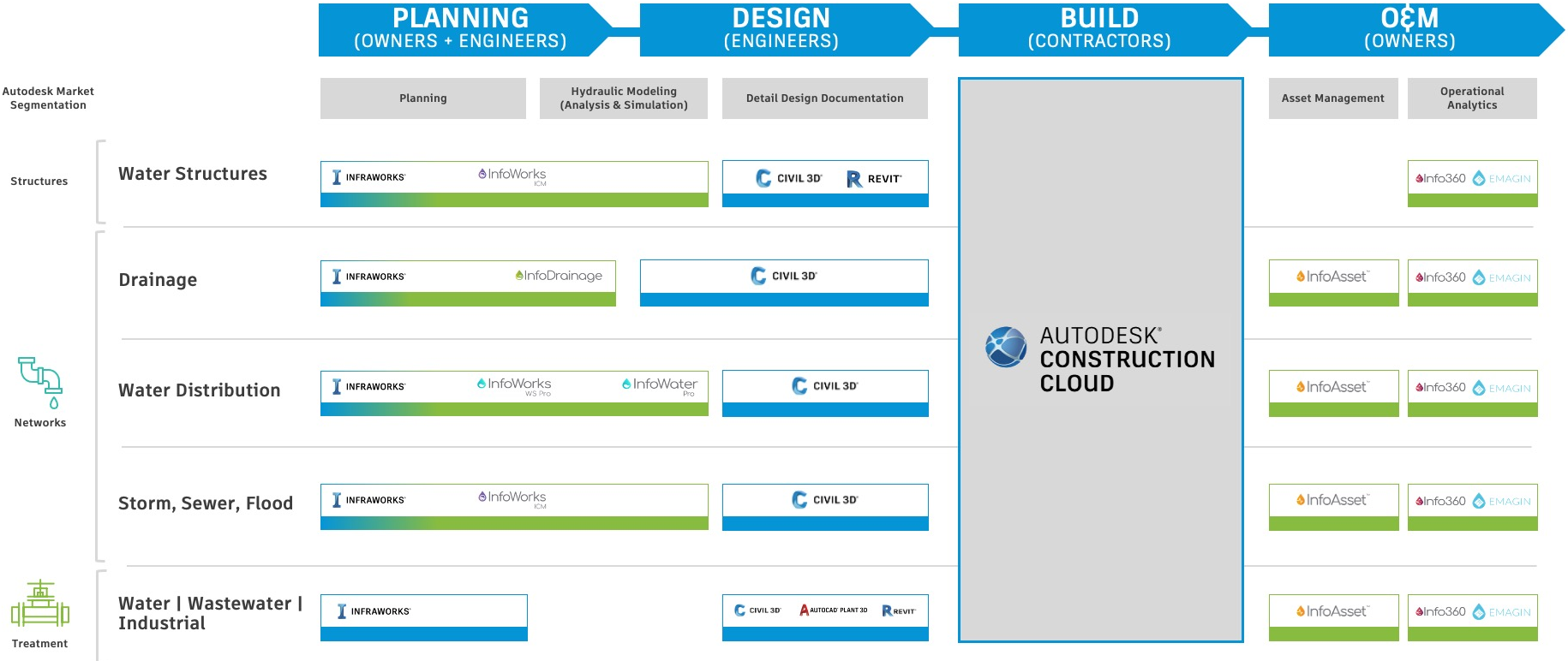
Entering water operations market with digital twin strategy



Partnering with best-in-class partners in GIS and Cloud services

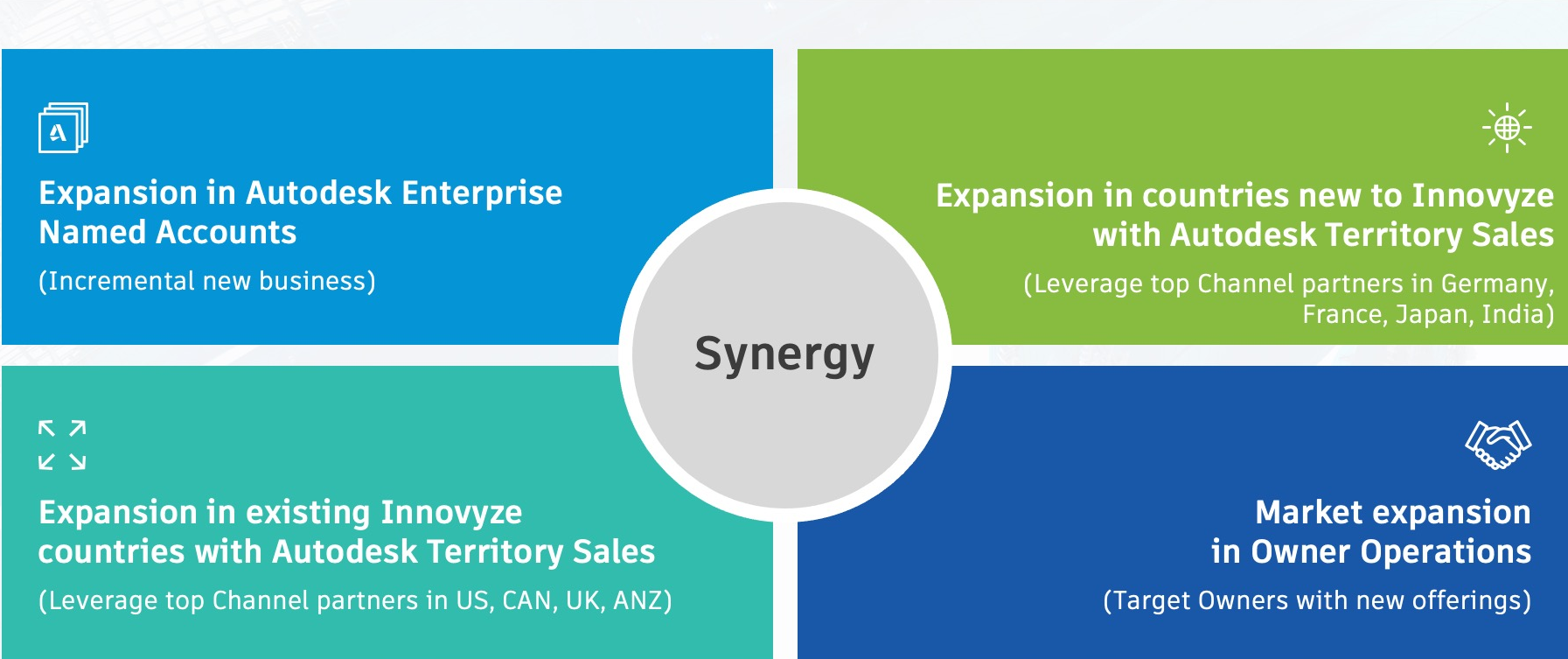
# Water Infrastructure

## End-to-end full lifecycles solutions



# Water Infrastructure

## Combined Go-To-Market





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ARCHITECTURE & ENGINEERING

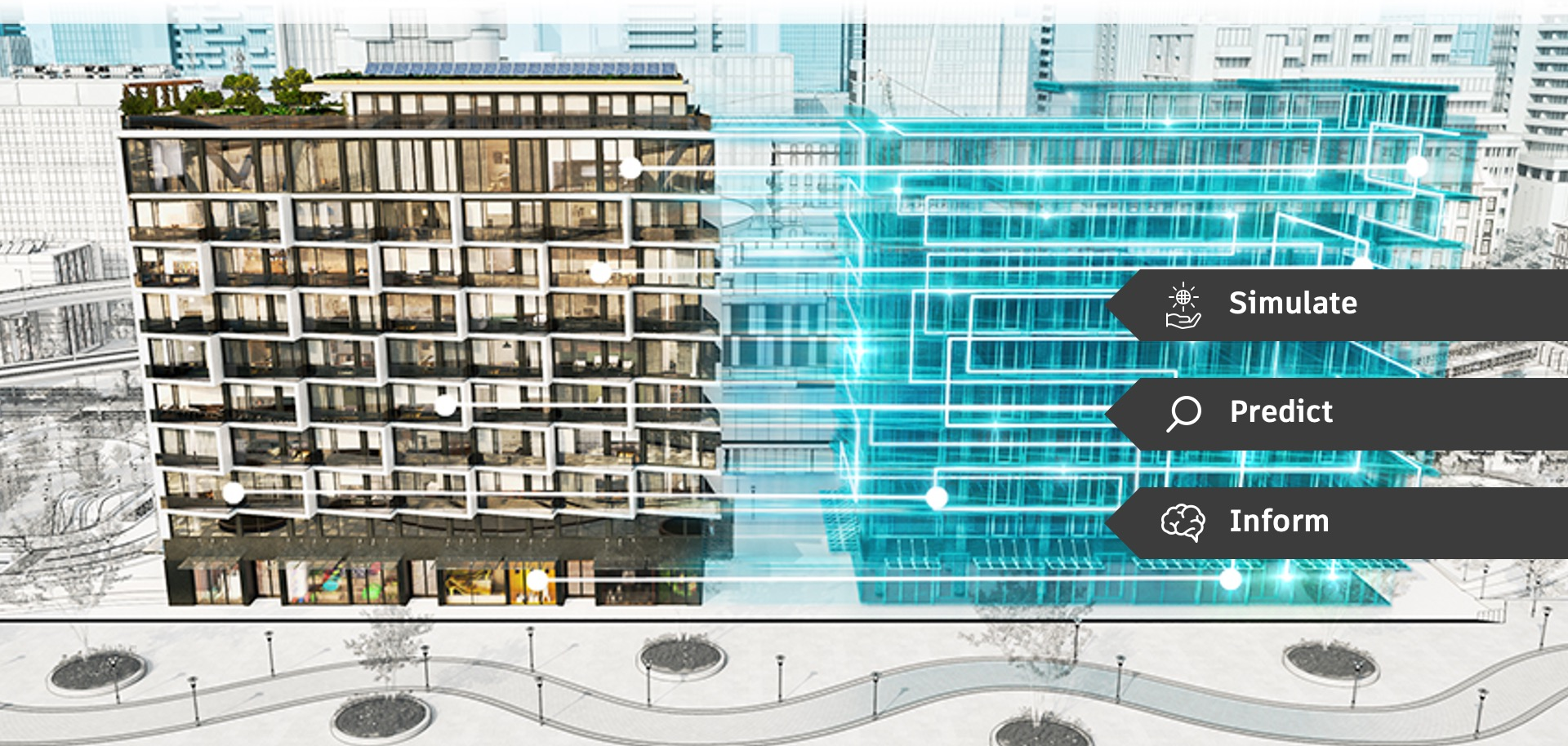
## EXPANDING BIM ACROSS THE BUILT ECOSYSTEM

- Road & rail opportunity
- Water infrastructure
- Operations



ENABLING CUSTOMERS  
WITH OUTCOME-BASED  
DESIGN & AUTOMATION

# What is a Digital Twin?







**Digital Handover**

Accelerate operational readiness by starting with the end in mind and harnessing the BIM process to handover a digital twin

**Smarter Operations**

Gain operational efficiency and improve the occupant experience by leveraging the digital twin's reflection of your assets, spaces, and systems

**Greater Insight**

Optimize your portfolio and inform future investments based on the operational knowledge and usage analytics provided by your digital twin



DIGITAL TRANSFORMATION IN  
ARCHITECTURE & ENGINEERING

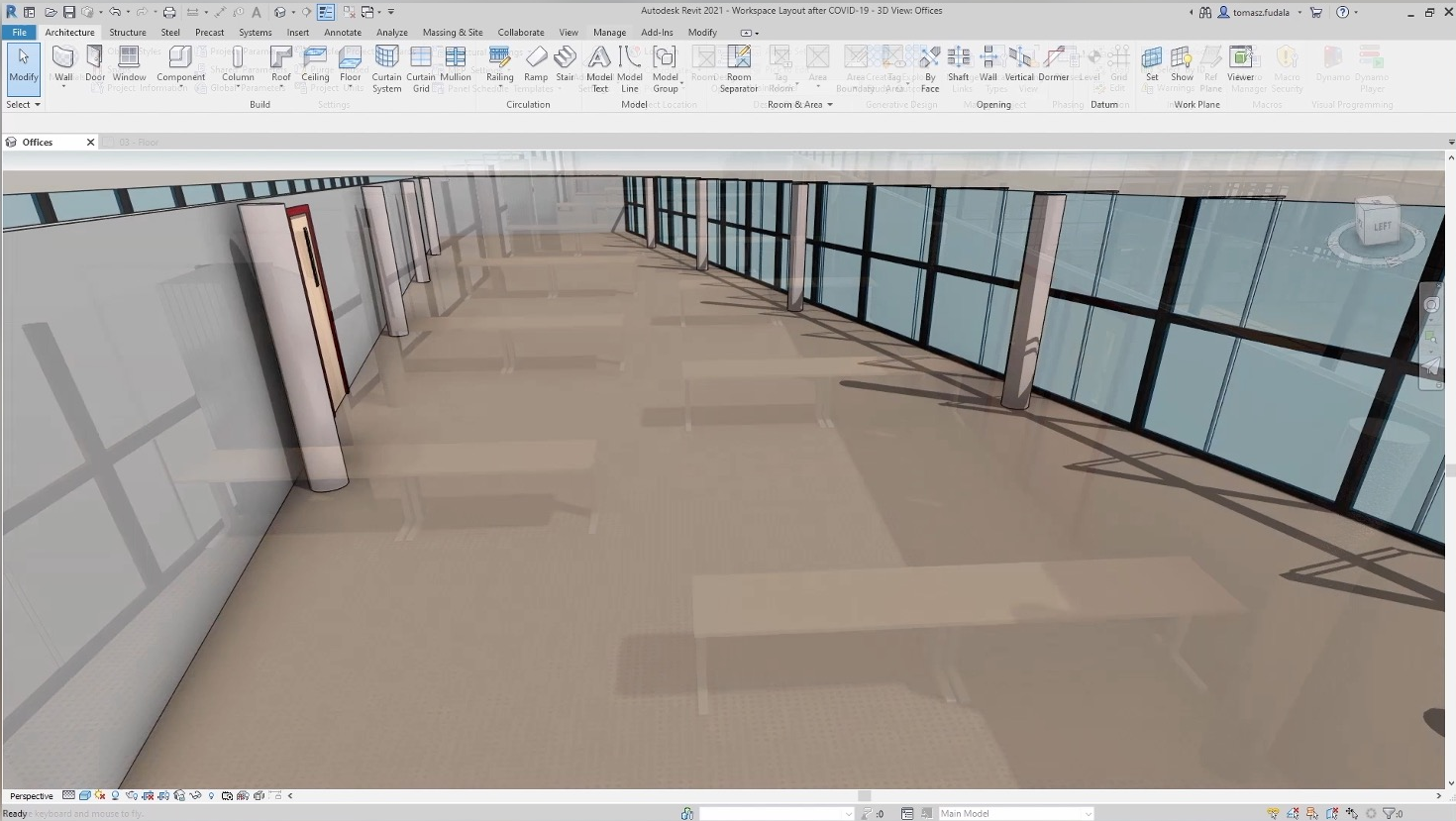


EXPANDING BIM ACROSS  
THE BUILT ECOSYSTEM

## ENABLING CUSTOMERS WITH OUTCOME-BASED DESIGN & AUTOMATION

- Reconfiguring spaces post COVID-19
- AI on your shoulder
- Sustainability

# Reconfiguring Spaces Post-COVID





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# Spacemaker

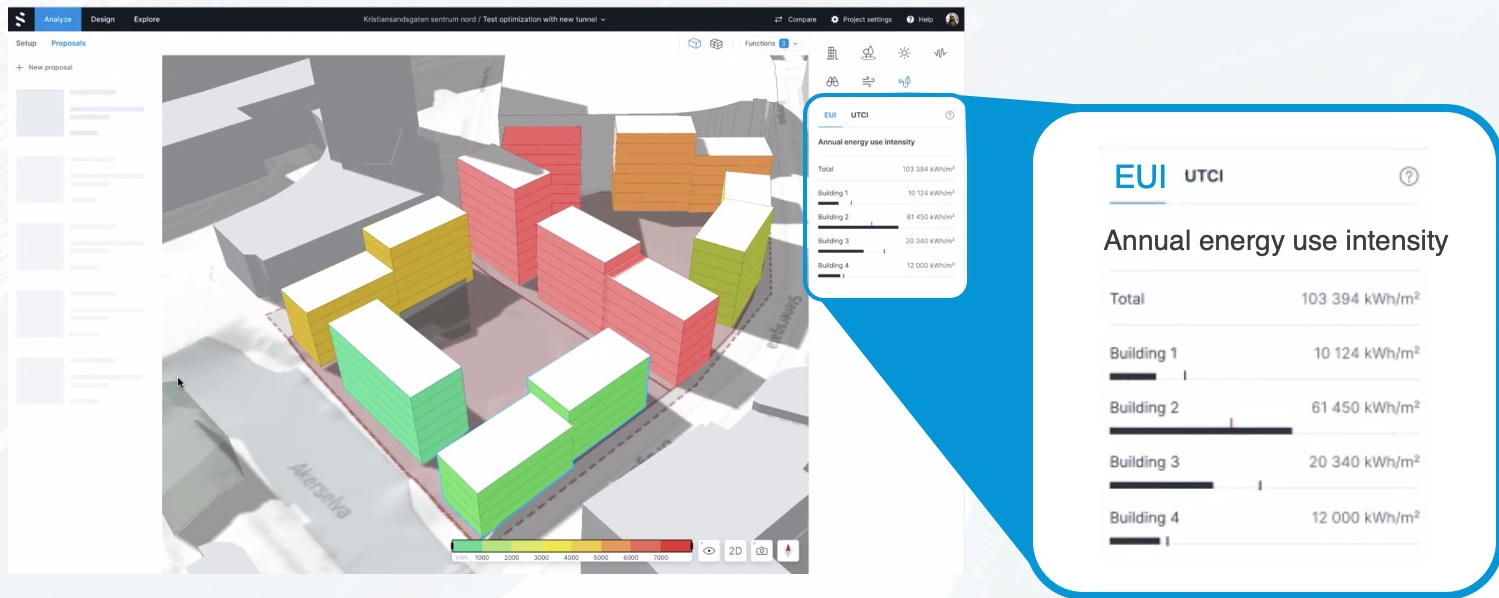
Evaluate site feasibility and development options



Lendager Group, Sweco, NREP

# Machine Learning for Analysis

## Energy Use Intensity in Spacemaker



Provide customers with a real-time **energy analysis service** during **early-stage conceptual design**



DIGITAL TRANSFORMATION IN  
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## ENABLING CUSTOMERS WITH OUTCOME-BASED DESIGN & AUTOMATION

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# Opportunity for Positive Impact is Enormous



CLIMATE CHANGE  
& CARBON  
EMISSIONS



NET ZERO GOALS



AEC ~40%



R

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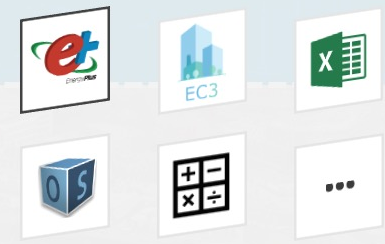
F

I

DATA



**AUTODESK<sup>®</sup>  
INSIGHT**



Water is at the core of sustainable development and is critical for socio-economic development, energy and food production, healthy ecosystems and for human survival itself.

- UNITED NATIONS 2010

## UN Sustainable Development Goals Targeted by Innovyze

**6** CLEAN WATER  
AND SANITATION



**9** INDUSTRY, INNOVATION  
AND INFRASTRUCTURE



**13** CLIMATE  
ACTION



# Why We Win in Architecture and Engineering



Technology leader  
in AEC



Spanning the entire  
project ecosystem for  
multiple industries



Vast ecosystem

**BY BRINGING OUR STRENGTHS TOGETHER**

