Autodesk Growth Strategies

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Safe Harbor

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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 attached Appendix for an explanation of management’s use of these measures and a reconciliation of the most directly comparable GAAP financial measures.
Driving Growth With New Offerings

- Expand our desktop business
- Capture larger share of existing markets
- Access new and untapped growth markets
Current Offerings

- **Autodesk PLM 360**: A true Cloud-based alternative to traditional PLM
- **Autodesk BIM 360**: Bring BIM to the Cloud
- **Autodesk SIM 360**: Powerful simulation workflows in the Cloud at a lower price point

- **Autodesk Suites and Autodesk 360**: Blended desktop and cloud workflows

Per user subscriptions & usage metering

Perpetual + maintenance
Future Offerings

- Autodesk PLM 360
- Autodesk BIM 360
- Autodesk SIM 360
- Autodesk Suites and Autodesk 360

Per user subscriptions & usage metering
Autodesk Suites Revenue Trend

- **Suites Revenue**
  - Partial Portfolio Release
  - Full Portfolio Release

$ in Millions

- Q1 2010
- Q2 2010
- Q3 2010
- Q4 2010
- Q1 2011
- Q2 2011
- Q3 2011
- Q4 2011
- Q1 2012
- Q2 2012
- Q3 2012
- Q4 2012
- Q1 2013

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Higher Return on Design and Creation Suites

Revenue per seat

AutoCAD, Revit, and Inventor product families

Design and Creation Suites

Higher Revenue Per Seat*

*New license only

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Increased Value in 2013 Design and Creation Suites

- Expanded toolsets
- Automated Suite workflows
- Access to Autodesk® 360
Higher Subscription Attach Rates* for Suites

*April 2012 snapshot of 6 month moving average
Product Usage in Design and Creation Suites

- 3+ Products
- 2+ Products
- 1 Product
More Opportunity for Design and Creation Suites

- Autodesk Subscription Install Base
- Design and Creation Suites Subscription Install Base
Autodesk 360: Customer Strategy

- Extend workflows beyond the desktop into the Cloud & mobile devices
- Access project files anytime, from anywhere
- Improve collaboration throughout the project lifecycle
- Accelerate innovation and free up resources with virtually infinite computing power
Autodesk 360: Early Adoption

- 9M downloads of business mobile apps
- 4.6M total unique users logged into one of the ADSK 360 services
- Autodesk 360 rendering since September 2011
  - 374K jobs submitted
  - 202K files uploaded weekly
  - 3.5M core rendering hours
Autodesk BIM 360: The Next Generation of BIM

- Provides platform for the expansion of 360 services
- Market expected to grow from $1.8B in 2012 to $6.5B in 2020 (17.3% CAGR*)
- Extend the benefits of BIM in the cloud to solve computational intensive tasks and immediate collaboration challenges

*Pike Research, 2012
Autodesk Simulation 360: Disrupting the Simulation Market

- Broadly applicable across multiple industries
- Cloud based access and pricing removes entry & adoption barriers and provides powerful simulation workflows to all design customers
- Leverages the power and flexibility of the cloud
Autodesk PLM 360: Expanding Reach to New Markets

- Streamlines management of data, people, and business processes
- Up and running in minutes to days - not months to years
- No hardware to install, networks to set up, or complicated licensing to decipher
Autodesk PLM 360: Expanding Reach to New Markets

90-Day Velocity

- 100+ companies actively evaluating and testing the solution in a production environment
- 5,000 users with 9,000 workspaces managing over 1.5 million items
- Community of 150,000+ engagers
Autodesk PLM 360: Customer Adoption
Autodesk SIM 360
Disrupt high-end simulation and capture new users

Autodesk BIM 360
Extend BIM leadership to construction

Autodesk PLM 360
Reach new users in the manufacturing lifecycle

Autodesk Suites and Autodesk 360
Increase revenue per customer
Increase subscription attach and renewal rate
Drive Cloud adoption

Market Expansion
1,000,000s of users

100,000s of users