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Winning in Design & Manufacturing

Autodesk University 2021

Scott Reese, Executive Vice President,
Product Development and Manufacturing Solutions



\$38B

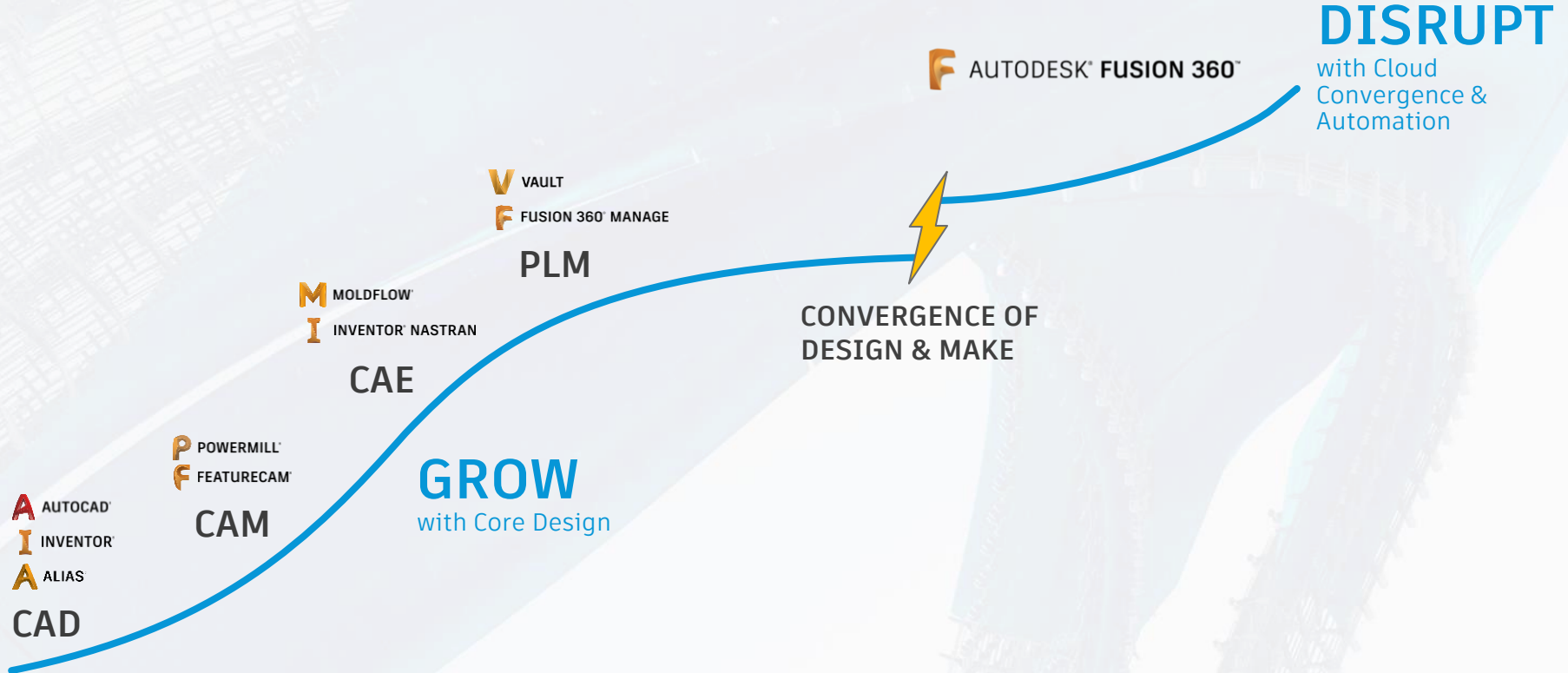
DESIGN & MANUFACTURING
TAM THROUGH FY26

Sources:

TAM Figures: "Cambashi FY22 Application TAM"

TMO Figures: "Models based on Cambashi FY22 Professions Dataset and Autodesk estimates"

Discontinuous Disruption Powers Opportunity





PRODUCTS ARE
GETTING SMARTER



PROCESSES ARE
DIGITIZING



SUPPLY CHAINS ARE
REORGANIZING



DIFFERENTIATE
WITH DATA

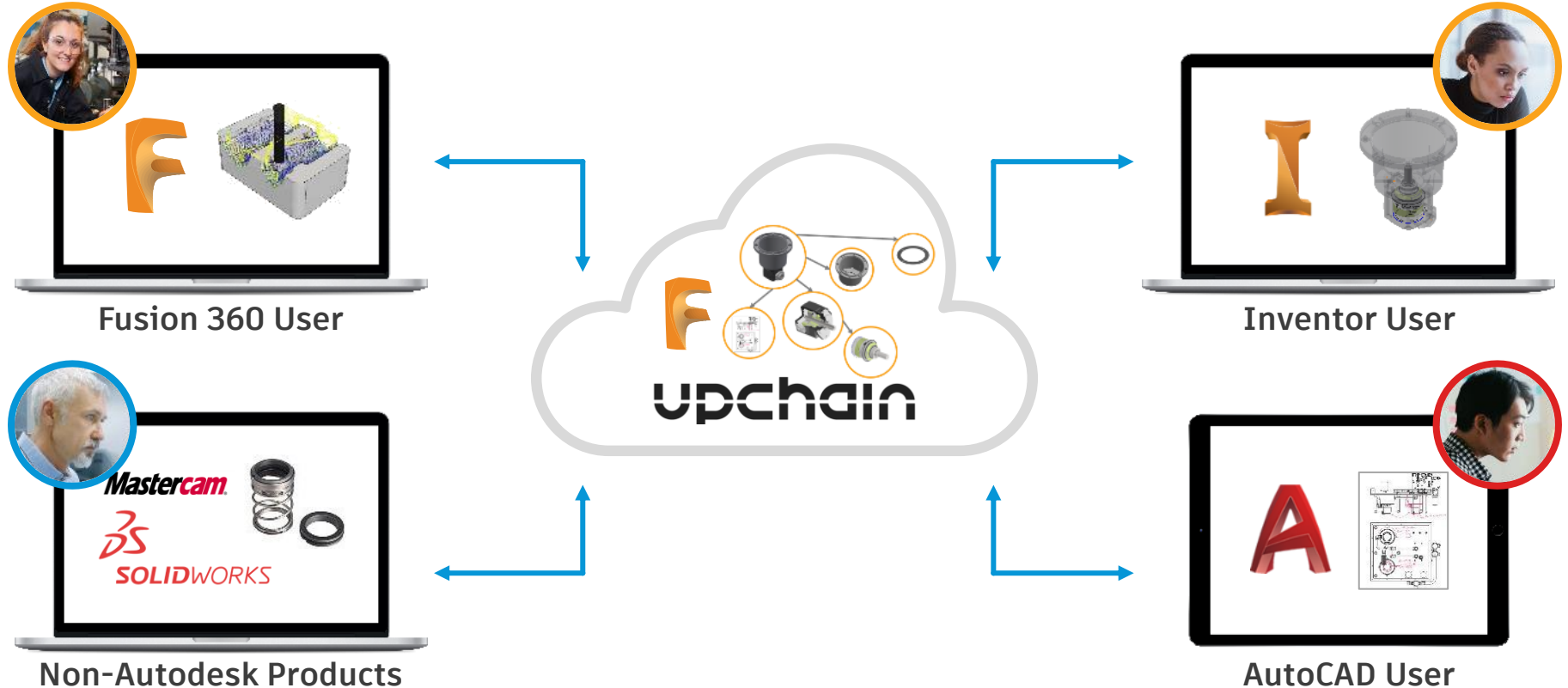


ACCELERATE CONVERGENCE
WITH PLATFORM



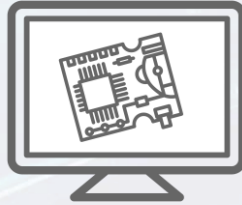
EXPAND TO
ADJACENT MARKETS

Deliver Common-Cloud Data & Lifecycle Management



Digital Transformation: Design & Manufacturing

Driving data through the product lifecycle



DESIGN



MAKE

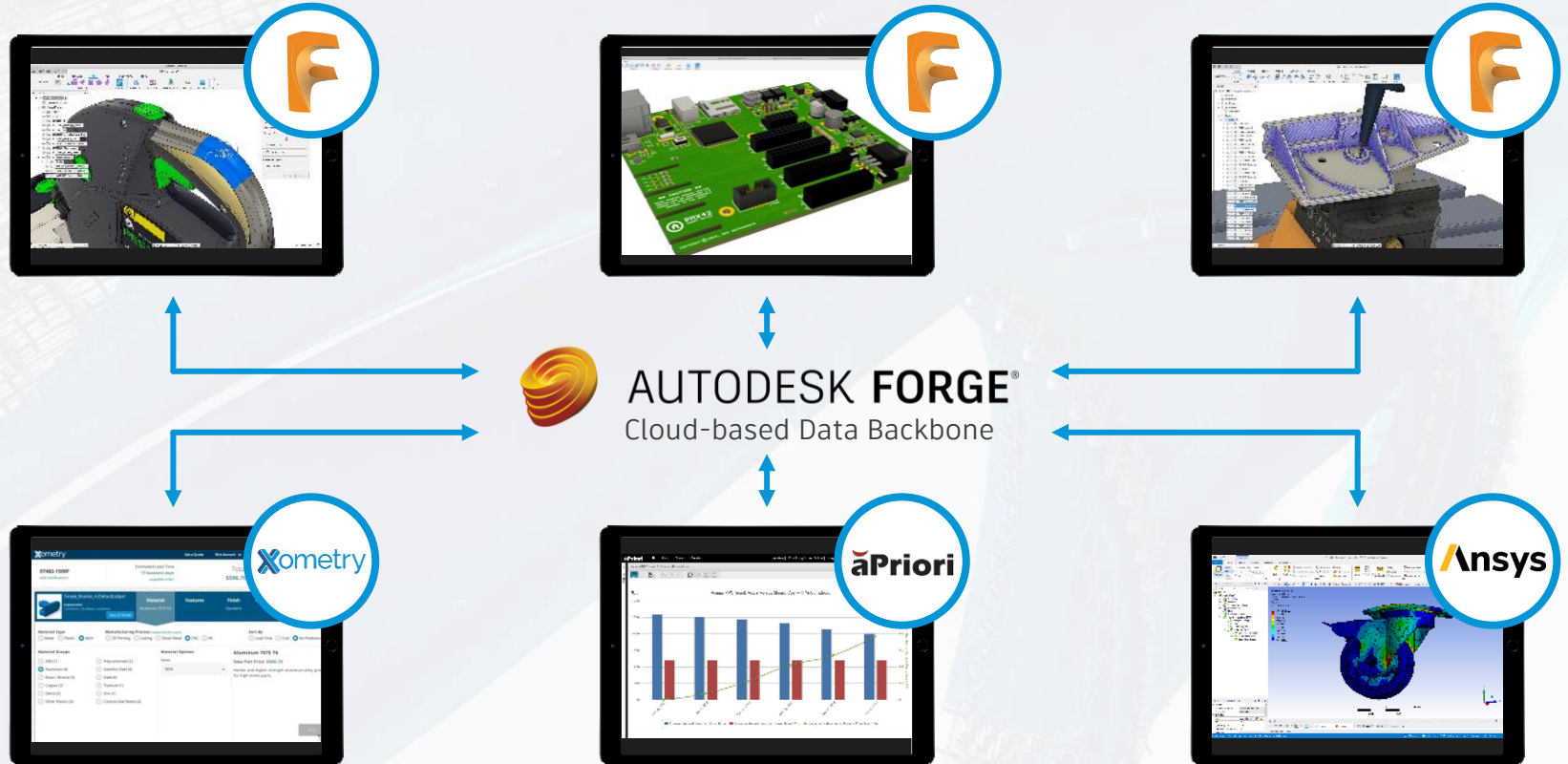


USE

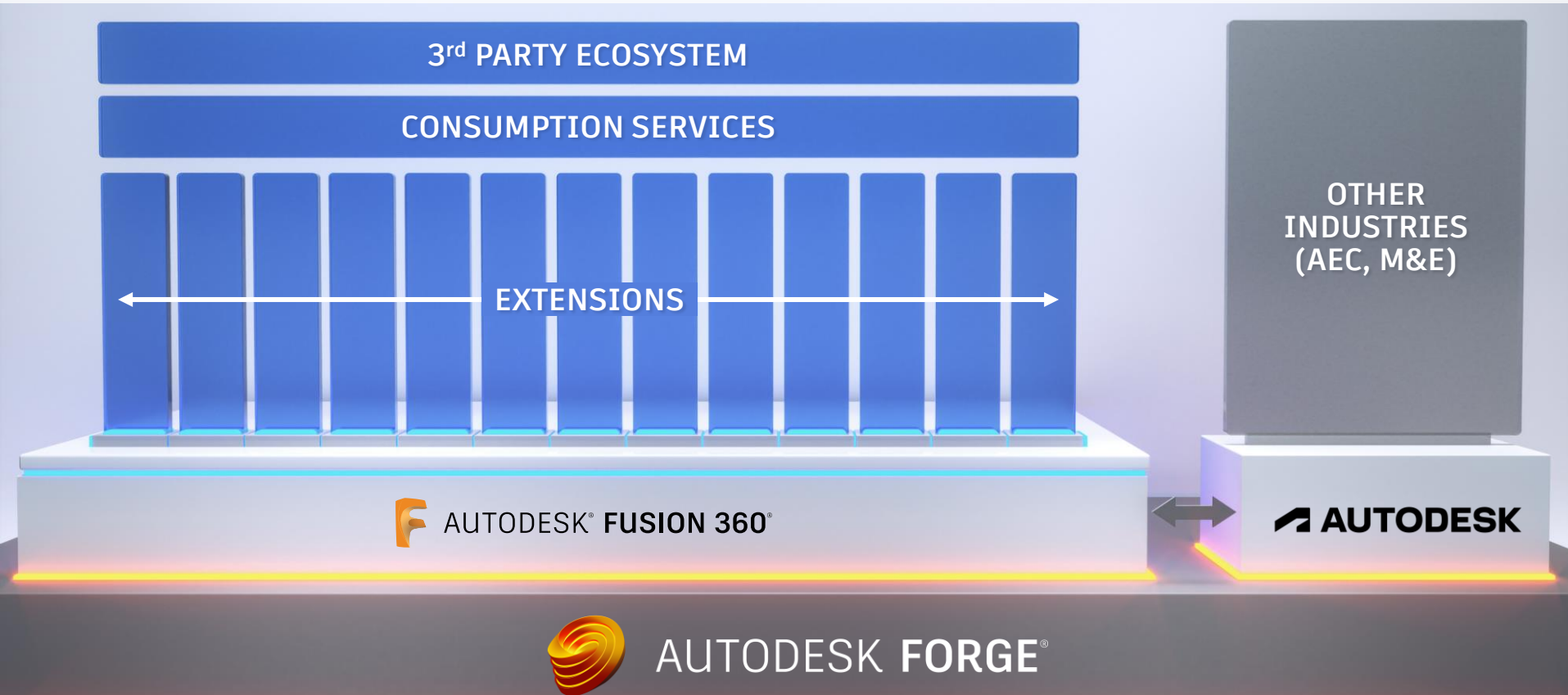
DESIGN & MAKE CONVERGENCE

Share shift from siloed legacy solutions
to an integrated cloud-based platform

Ignite the Partner Manufacturing Ecosystem



Design & Manufacturing Platform



Fusion 360 Business Model is Disruptive

\$5,000 - \$50,000

VS

\$495

Subscription
PER YEAR

\$495 - \$1,600

Extension
PER YEAR

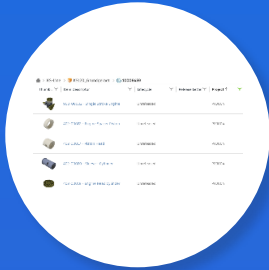


Expanded Workflows With Extensions

GENERATIVE DESIGN



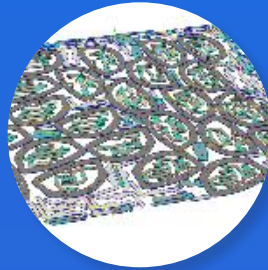
MANAGE



MACHINING



NESTING



ADDITIVE



AUTODESK® FUSION 360®

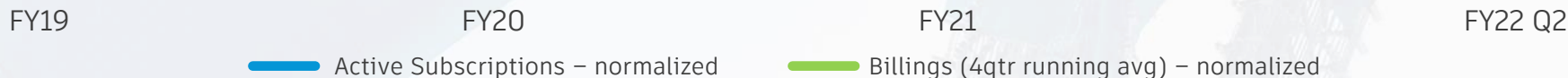
Commercial Subscriptions and Billings Accelerate



165K
SUBSCRIPTIONS

107% 3Y CAGR

53% 3Y CAGR



D&M at Autodesk University 2021



D&M at Autodesk University 2021

Generative
Design for
Modeling

AI Drawing
Creation

Shop Floor
Automation

D&M at Autodesk University 2021

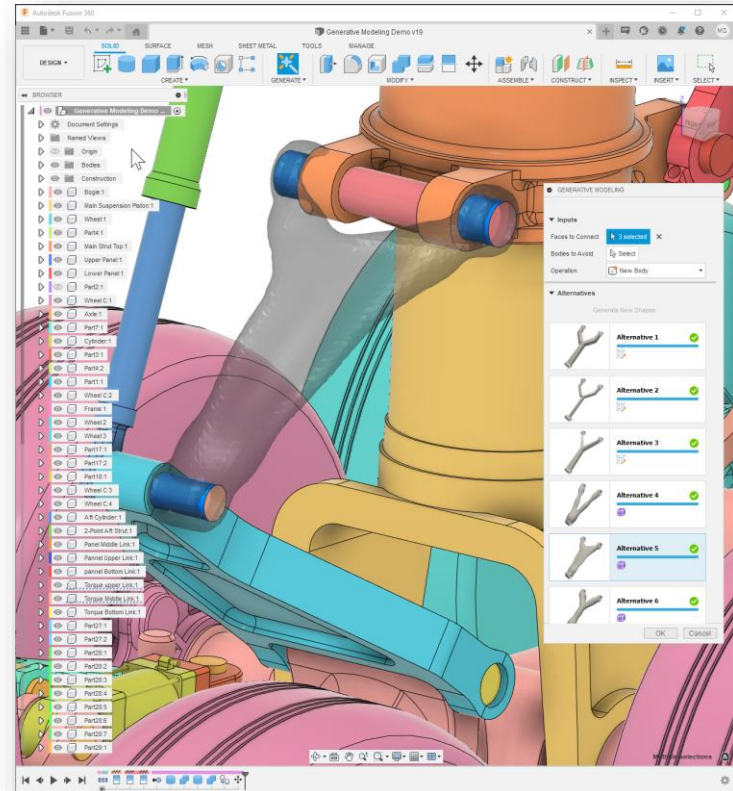
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AI Drawing
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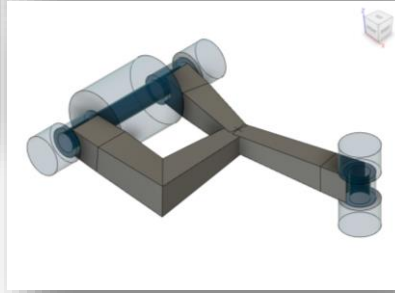
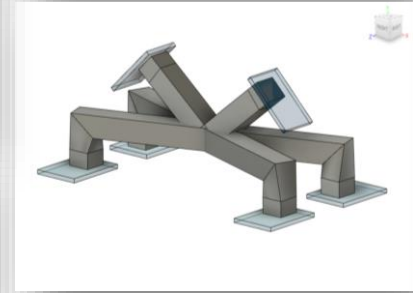
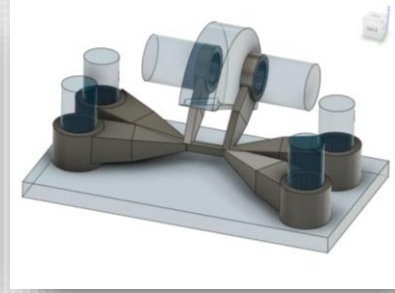
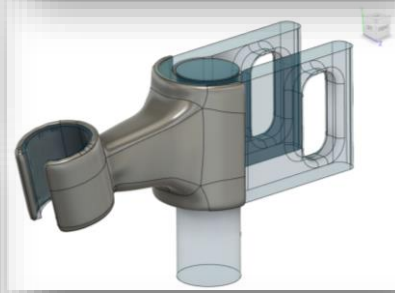
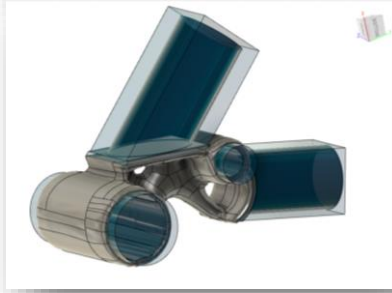
Shop Floor
Automation

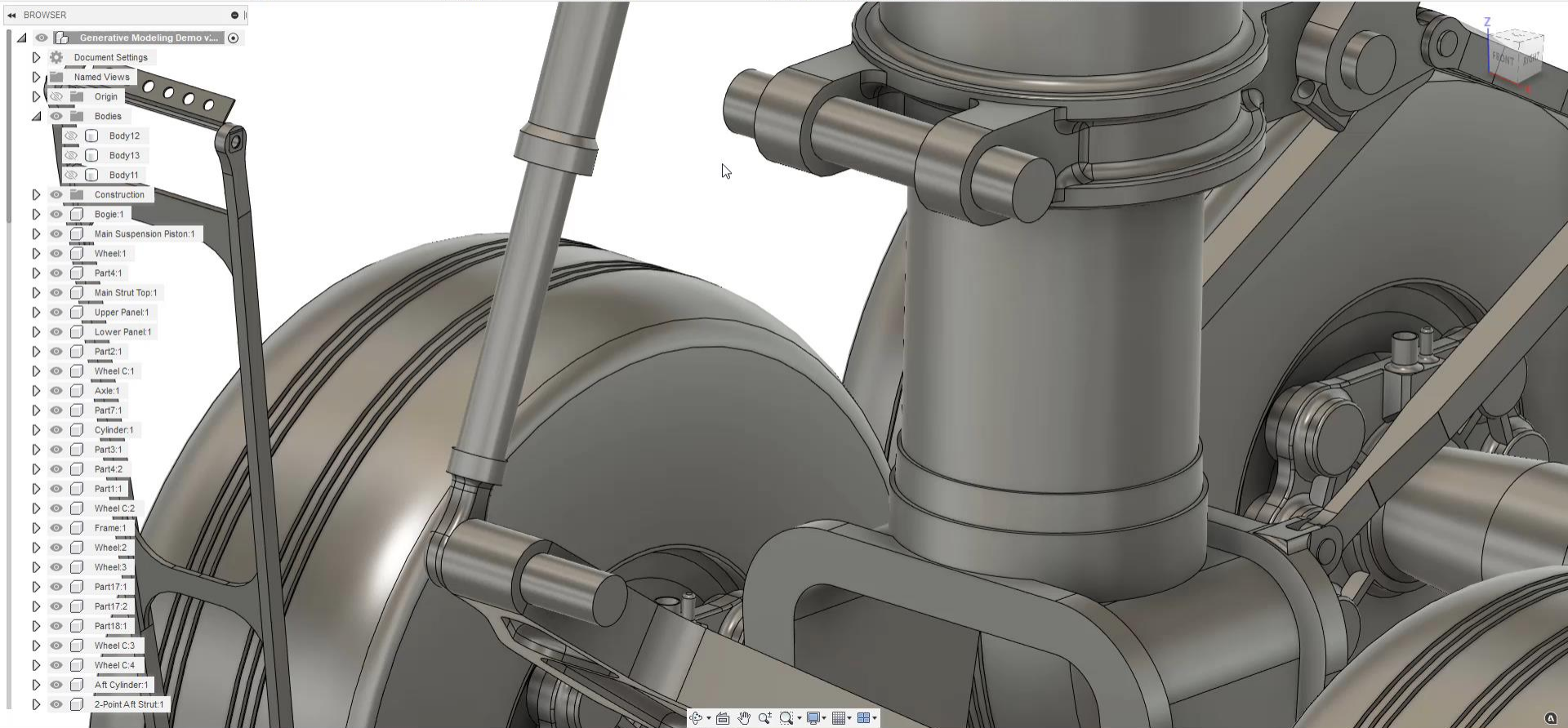
Generative Design for Modeling

- Expands the accessibility of generative design
- New workflow for rapidly exploring design alternatives focused on geometric connections
- Provides multiple shape alternatives and construction methods

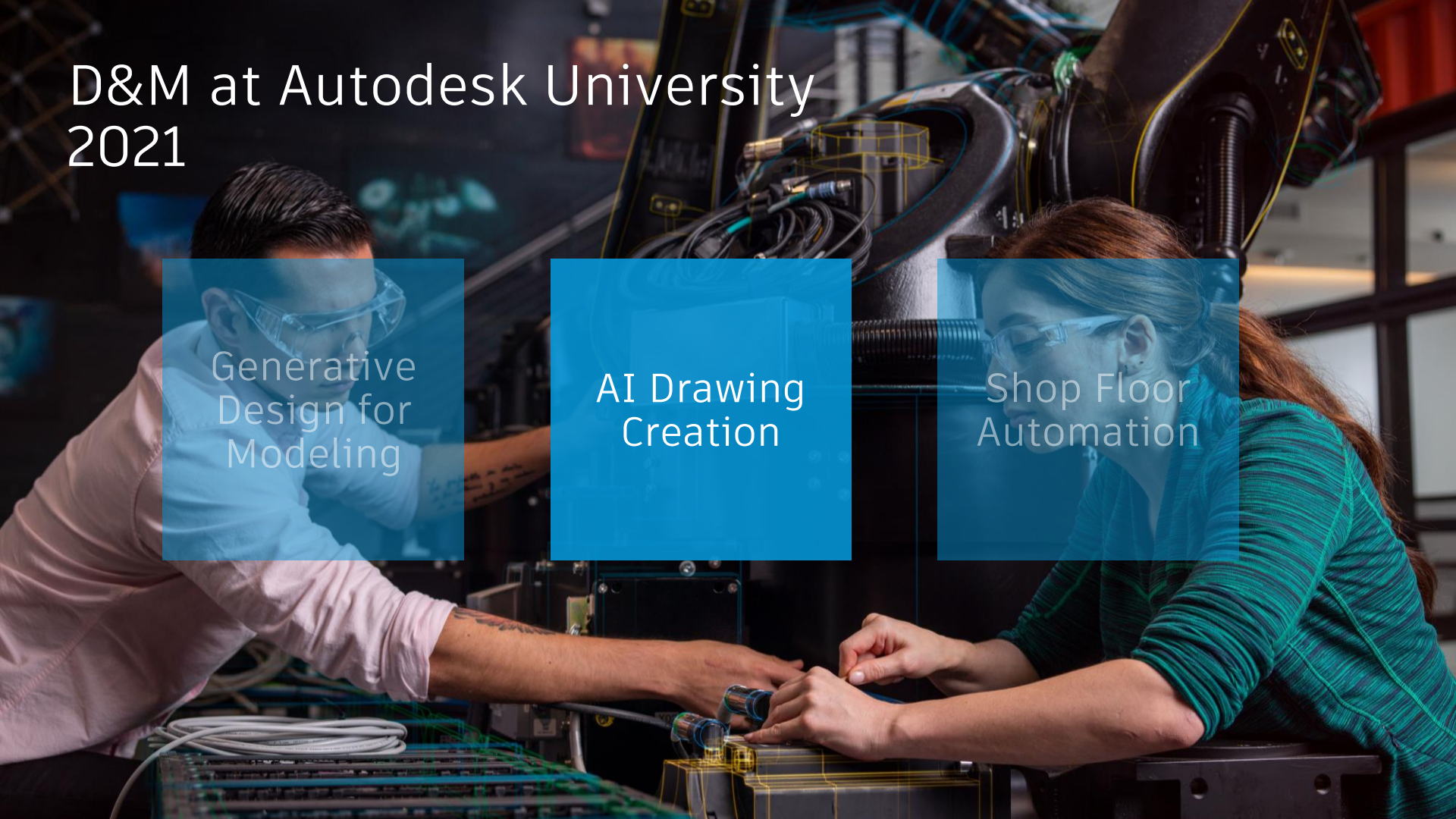


Generative Design for Modeling – Use Cases





D&M at Autodesk University 2021

A man and a woman are working on a robotic assembly line. The man, on the left, is wearing a light pink shirt and safety glasses. The woman, on the right, is wearing a green shirt and safety glasses. They are both focused on their work. In the background, a large robotic arm is visible. Overlaid on the image are three blue rectangular boxes containing text. The first box on the left contains the text 'Generative Design for Modeling'. The middle box contains the text 'AI Drawing Creation'. The third box on the right contains the text 'Shop Floor Automation'. The background image shows a complex industrial setting with various cables, pipes, and mechanical components. The overall tone is professional and technical.

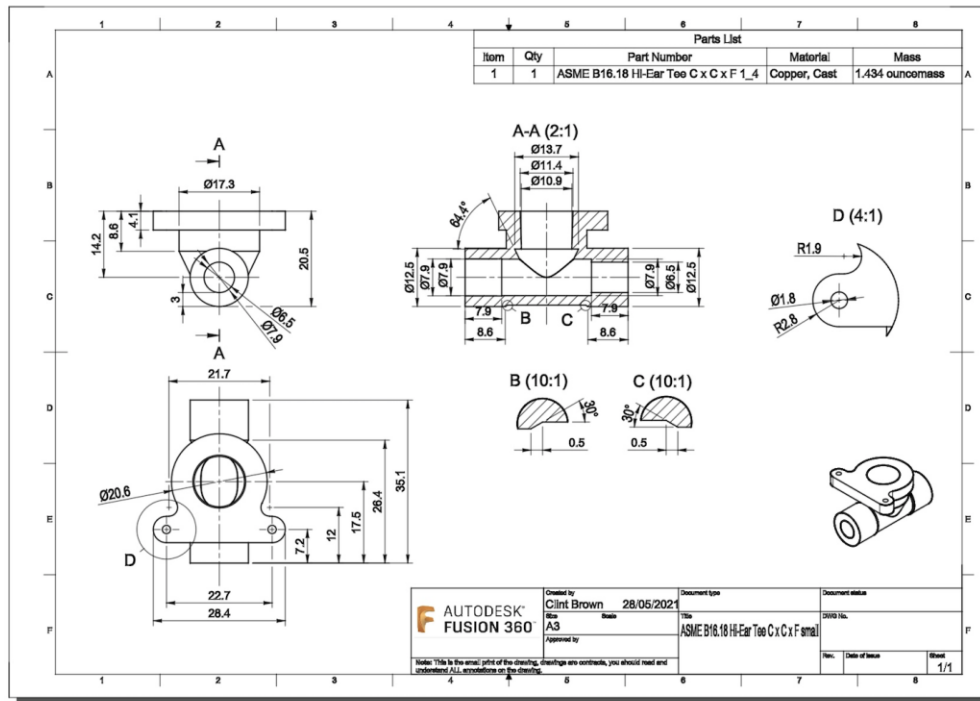
Generative
Design for
Modeling

AI Drawing
Creation

Shop Floor
Automation

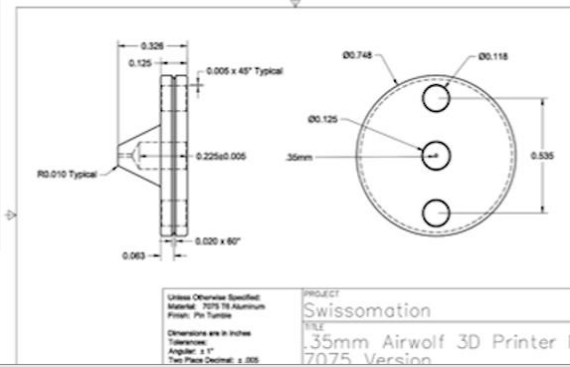
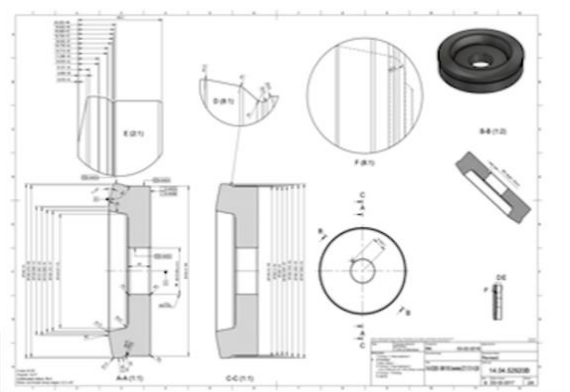
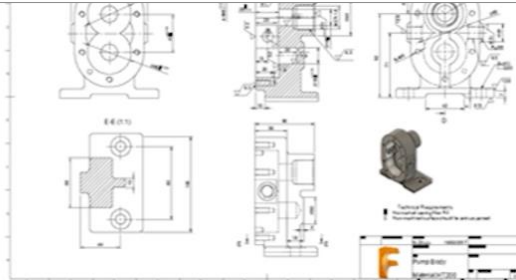
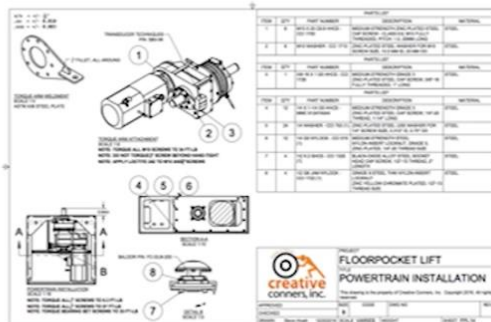
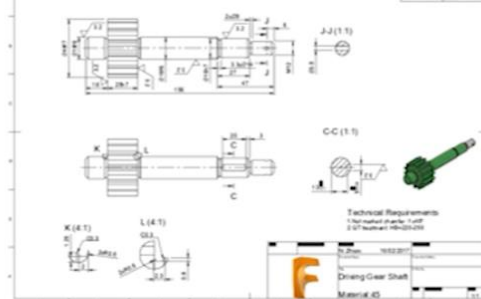
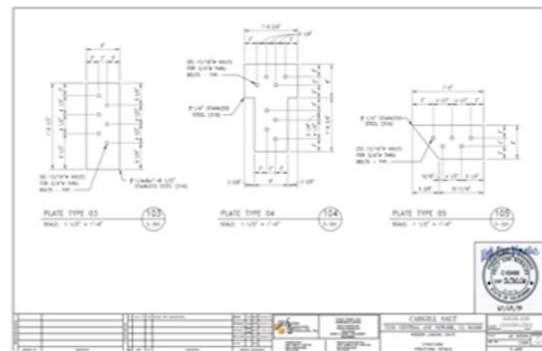
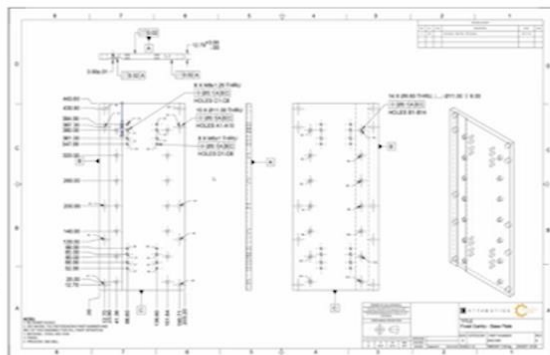
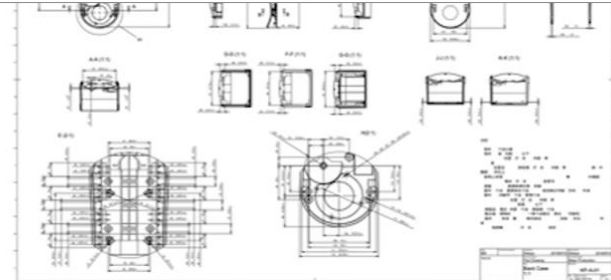
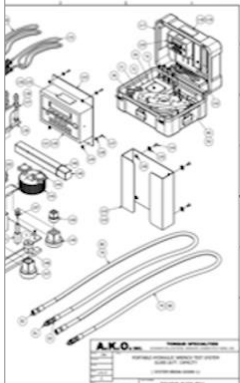
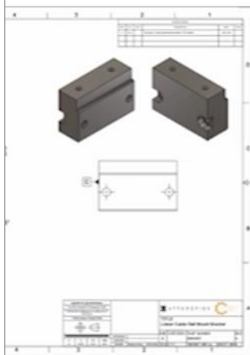
Artificial Intelligence Drawing Creation

- AI tool that will help to speed up drawing creation by automating the placement of views & dimensions in your manufacturing drawings
- Automatically creating drawing sheets and laying out views of components
- Adding some dimensions and annotations, based on an AI algorithm



SUBJECT
Swissomation
12.125 Knurl Holder

CODE DWG NO. REV
1.5 WEIGHT SHEET 1/1 A



D&M at Autodesk University 2021

Generative
Design for
Modeling

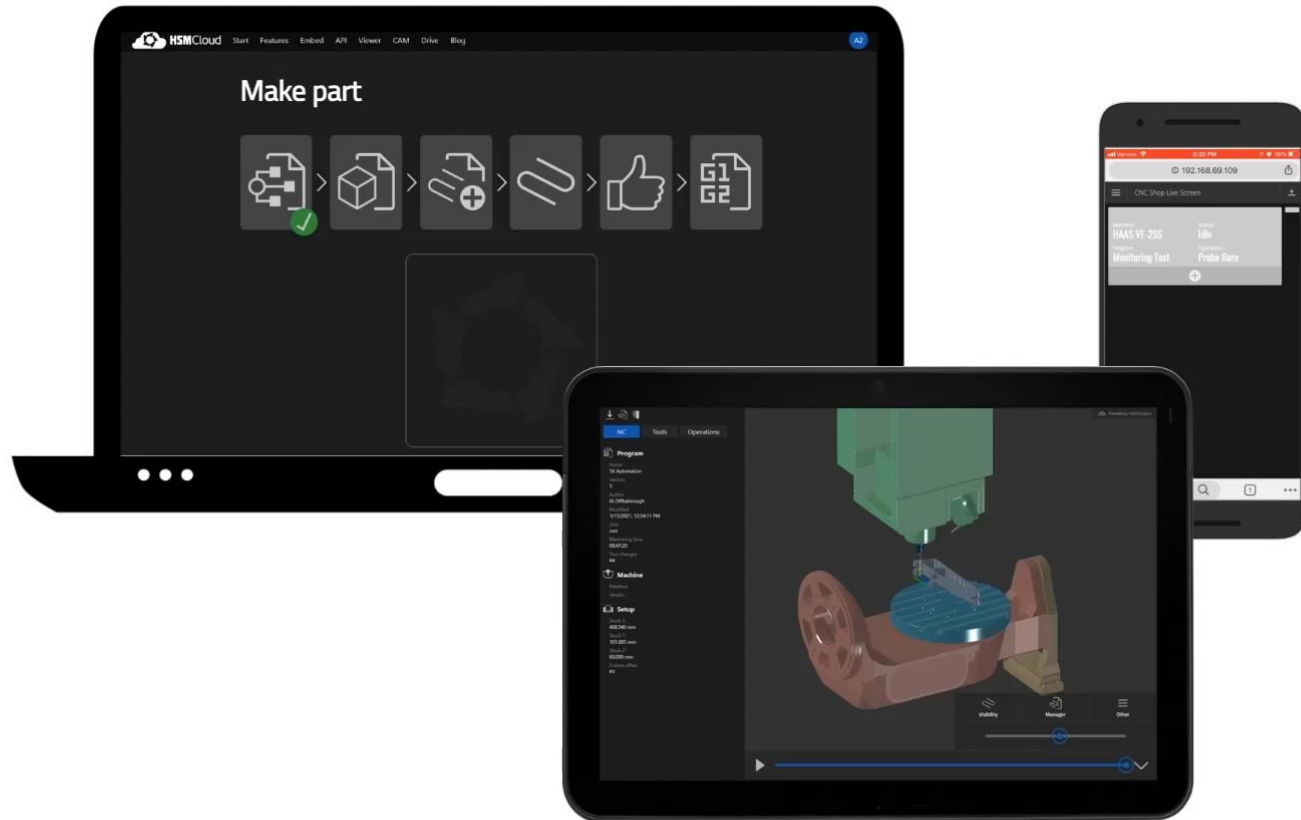
AI Drawing
Creation

Shop Floor
Automation

Shop Floor Automation

- Digitizing historically analogue processes
- Automatically generate machine code to drive CNC equipment
- Extend our target market to machine operators & improve ratio of operators to machines








\$38B

DESIGN &
MANUFACTURING TAM

 AUTODESK[®] FUSION 360[™]

165K

SUBSCRIPTIONS

WHY WE WIN:

STRENGTH IN
CORE DESIGN
& MAKE

BRIDGE SILOS
WITH DATA

CONVERGE
WITH PLATFORM

