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, 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.
The Growth Opportunity in Manufacturing

Scott Reese
Executive Vice President
Product Development & Manufacturing Solutions
Design & Manufacturing

$38B

DESIGN & MANUFACTURING TAM THROUGH FY26

31M

DESIGN & MANUFACTURING PROFESSIONALS

Sources:
TAM Figures: "Cambashi FY22 Application TAM"
TMO Figures: "Models based on Cambashi FY22 Professions Dataset and Autodesk estimates"
Professions: "Cambashi FY22 Professions Dataset"
(Totals may not sum due to rounding)
Design & Manufacturing

$18B

Design TAM

10M PROFESSIONALS

4M

0.5M

4M

1M

Sources:
TAM Figures: "Cambashi FY22 Application TAM"
TMO Figures: "Models based on Cambashi FY22 Professions Dataset and Autodesk estimates"
Professions: "Cambashi FY22 Professions Dataset"
(Totals may not sum due to rounding)

$20B

Make TAM

21M PROFESSIONALS

4M

6M

10M

1M

Tool Makers, Setters, & Operators
Production & Plant Operators
Manufacturing Managers
Discontinuous Disruption Powers Opportunity

CONVERGENCE OF DESIGN & MAKE

GROW with Core Design

CAD

CAM

POWERMILL
FEATURECAM

INVENTOR
ALIAS

MOLDFLOW
INVENTOR NASTRAN

VAULT

PLM

FUSION 360 MANAGE

AUTODESK FUSION 360

DISRUPT
with Cloud Convergence & Automation
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

Fusion 360 User

Inventor User

Non-Autodesk Products

AutoCAD User
Digital Transformation: Design & Manufacturing

Driving data through the product lifecycle

DESIGN & MAKE CONVERGENCE
Share shift from siloed legacy solutions to an integrated cloud-based platform
Ignite the Partner Manufacturing Ecosystem

AUTODESK FORGE®
Cloud-based Data Backbone
Fusion 360 Business Model is Disruptive

$5,000 - $50,000 VS $495 Subscription PER YEAR $495 - $1,600 Extension PER YEAR

3D SYSTEMS
materialise magics 3D print suite
SOLIDWORKS
Altair
Ansys
creo
FRUSTUM
Mastercam
nTopology
SIEMENS NX
solidThinking
CATIA
Expanded Workflows With Extensions

- Generative Design
- Manage
- Machining
- Nesting
- Additive
Commercial Subscriptions and Billings Accelerate

AUTODESK® FUSION 360®

165K
SUBSCRIPTIONS

107% 3Y CAGR
53% 3Y CAGR

FY19 FY20 FY21 FY22 Q2

Active Subscriptions – normalized
Billings (4qtr running avg) – normalized
FUSION 360
15 Subscriptions

COMPETITIVE DISPLACEMENT
- SolidWorks
- Sketchup
FUSION 360
12 Subscriptions

COMPETITIVE DISPLACEMENT
- Onshape

ADD-ONS
4 Machining Extensions
3 Manage Extensions
1 Generative Design Extension
FUSION 360
12 Subscriptions

ADD-ONS
5 Machining Extensions
FUSION 360
18 Subscriptions

ADD-ONS
1 Machining Extension
FUSION 360 ENGAGEMENT AMBASSADOR

Jules Bettler
Lead Engineer and Bike Designer at ZugoBike
College Station, Texas, United States
WORKFORCE DEVELOPMENT
TRAINING PROGRAM
Integrated Fusion 360 Curriculum
$38B DESIGN & MANUFACTURING TAM

165K SUBSCRIPTIONS

LARGE OPPORTUNITY AHEAD

EXCEPTIONAL MOMENTUM
$38B
DESIGN & MANUFACTURING TAM

165K
SUBSCRIPTIONS

WHY WE WIN:

STRENGTH IN CORE DESIGN & MAKE

BRIDGE SILOS WITH DATA

CONVERGE WITH PLATFORM