

# 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

# 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



■ Drafters ■ Mechanical Engineers ■ Electrical Engineers ■ Other

## \$20B

### Make TAM

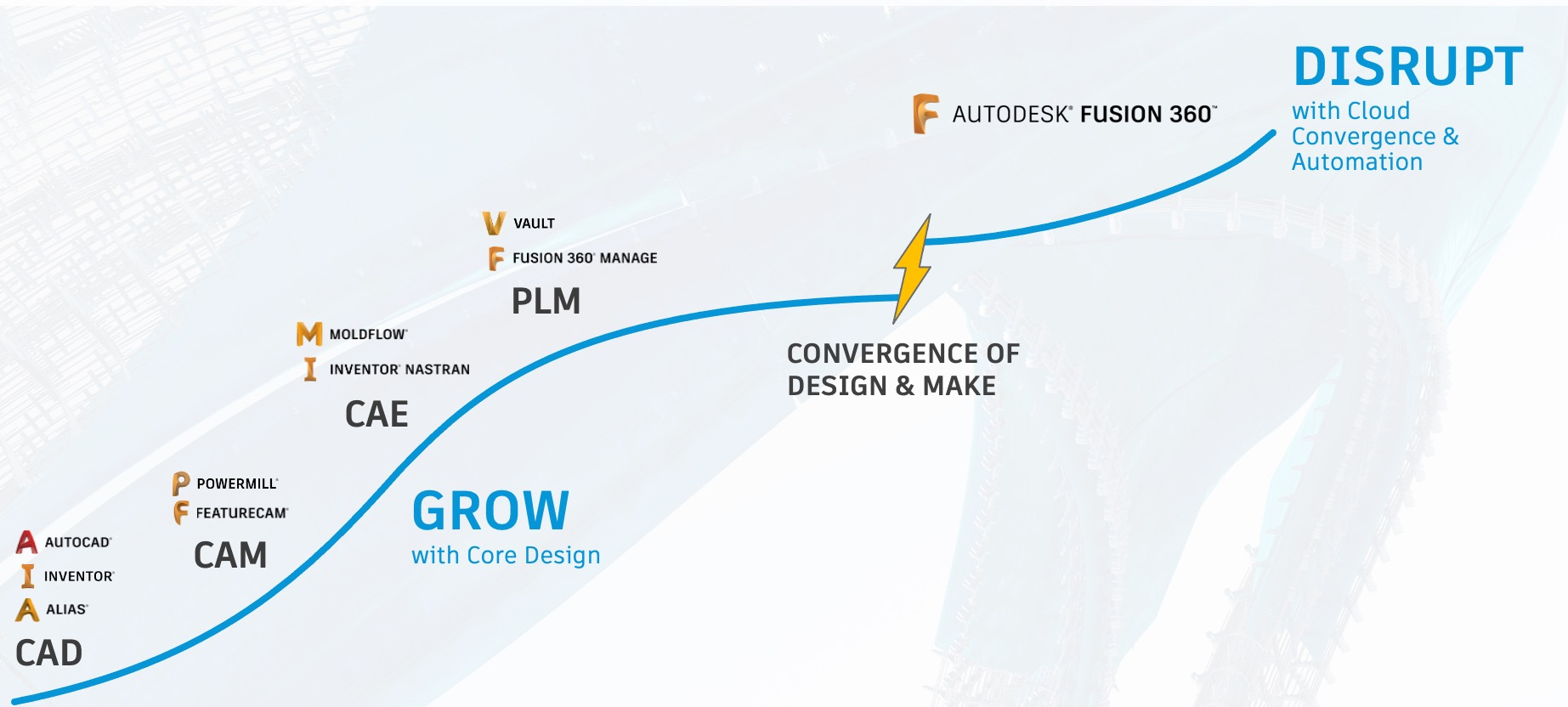


■ Tool Makers, Setters, & Operators  
■ Production & Plant Operators  
■ Manufacturing Managers

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)



# Discontinuous Disruption Powers Opportunity



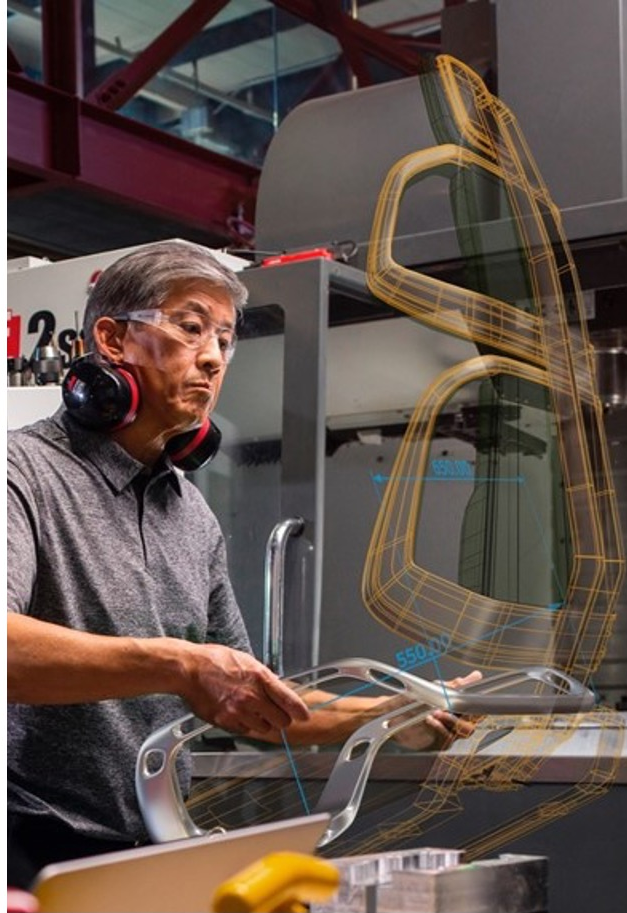




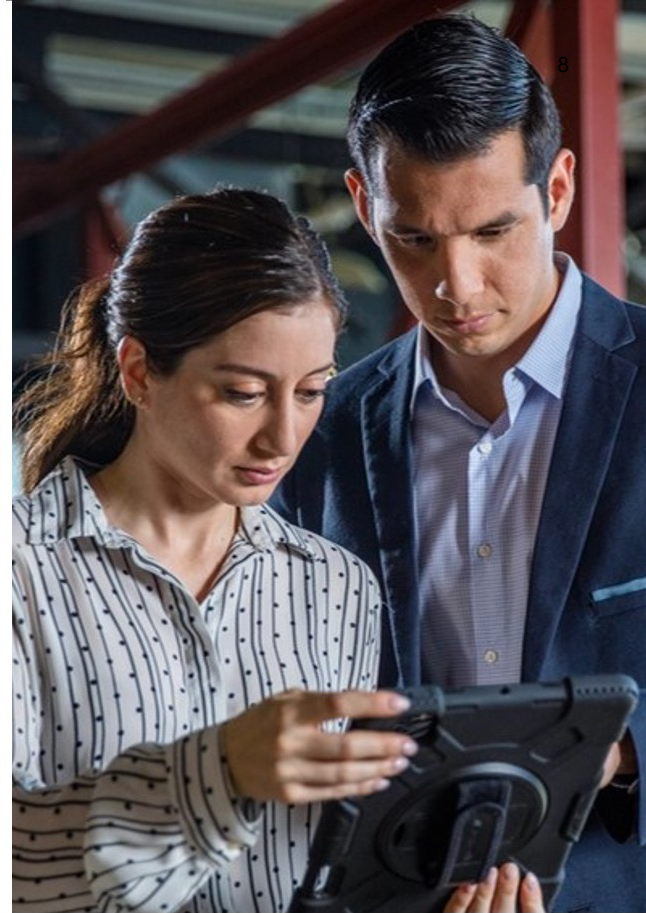




PRODUCTS ARE  
GETTING SMARTER



PROCESSES ARE  
DIGITIZING



SUPPLY CHAINS ARE  
REORGANIZING





DIFFERENTIATE  
WITH DATA

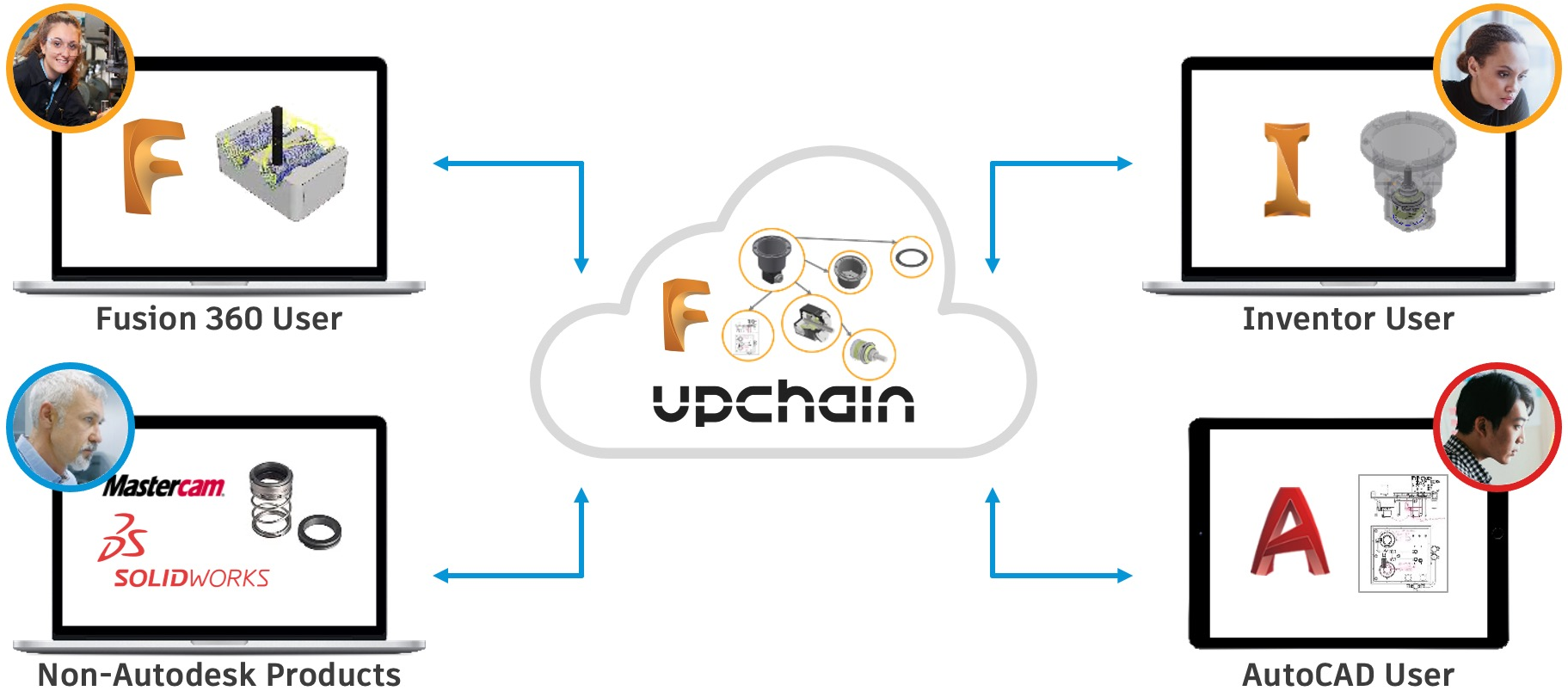


ACCELERATE CONVERGENCE  
WITH PLATFORM



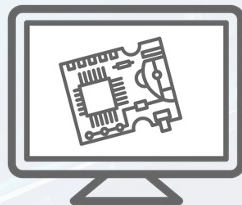
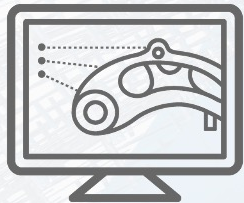
EXPAND TO  
ADJACENT MARKETS

# Deliver Common-Cloud Data & Lifecycle Management



# Digital Transformation: Design & Manufacturing

Driving data through the product lifecycle



DESIGN



MAKE



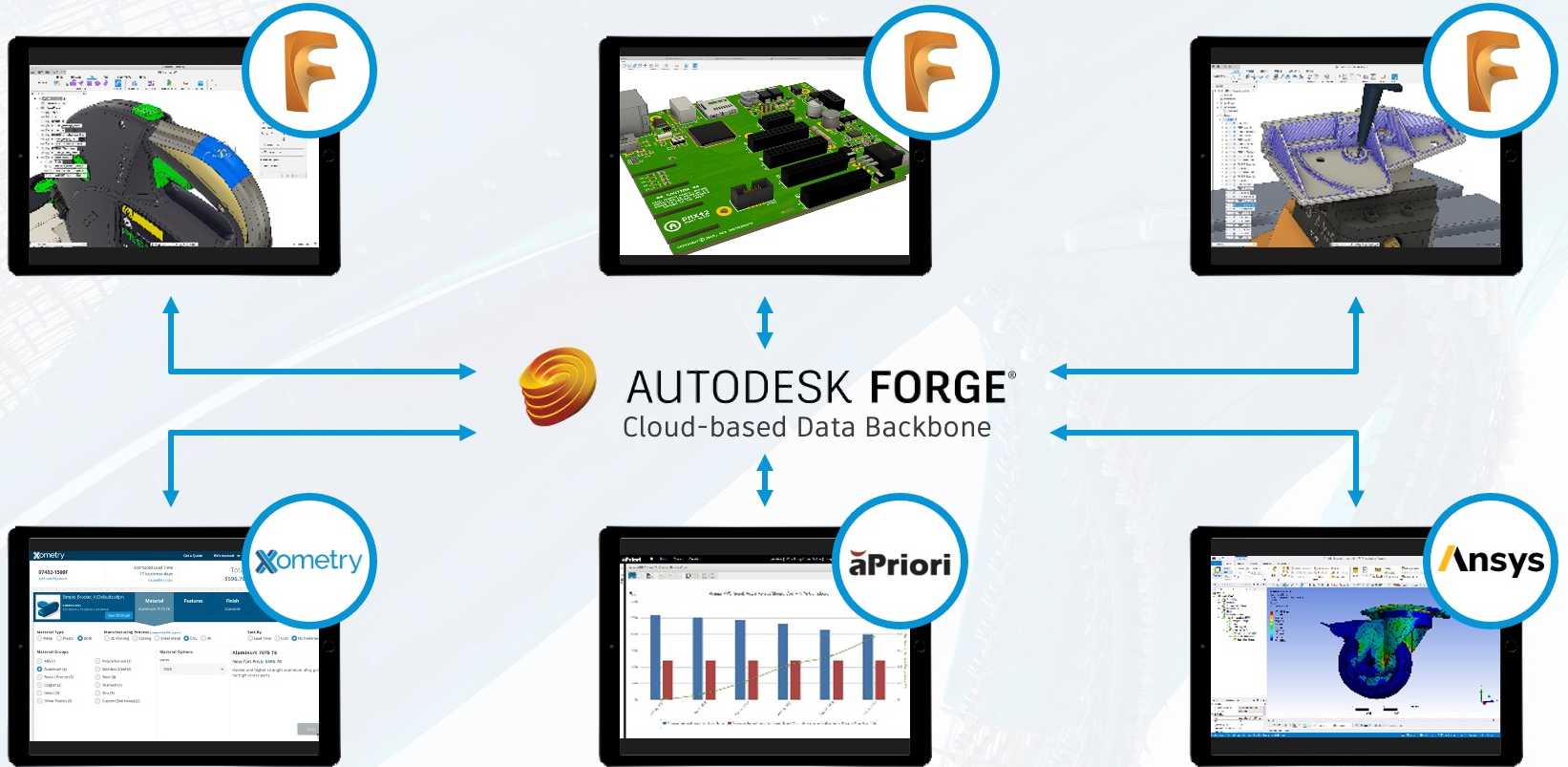
USE

## DESIGN & MAKE CONVERGENCE

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

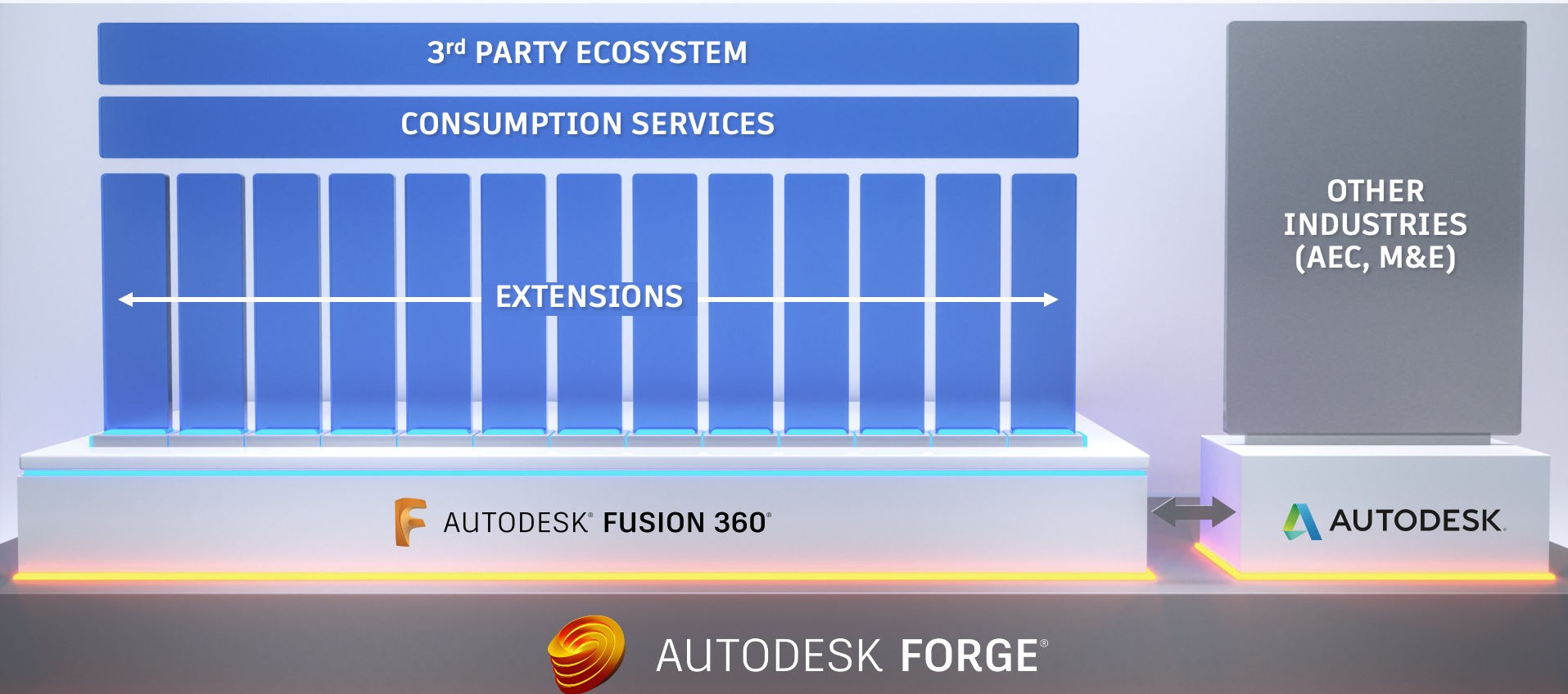


# Ignite the Partner Manufacturing Ecosystem





# Design & Manufacturing Platform



# Fusion 360 Business Model is Disruptive

\$5,000 - \$50,000

VS

\$495  
Subscription  
PER YEAR

\$495 - \$1,600  
Extension  
PER YEAR

  
3D SYSTEMS

 materialise magics  
3D print suite

 *SOLIDWORKS*

 Altair

 Ansys

 creo®

 FRUSTUM

*Mastercam*

nTopology

 SIEMENS NX

*solidThinking*

 CATIA

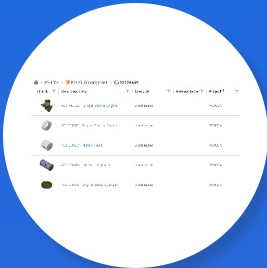
 AUTODESK®  
FUSION 360®

# Expanded Workflows With Extensions

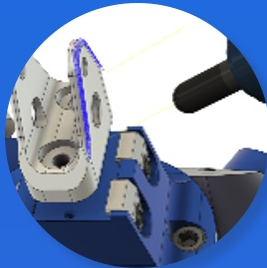
**GENERATIVE  
DESIGN**



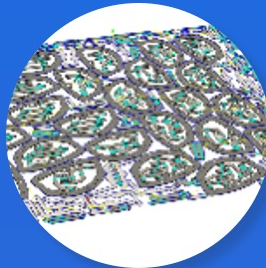
**MANAGE**



**MACHINING**



**NESTING**



**ADDITIVE**



**AUTODESK® FUSION 360®**

# Commercial Subscriptions and Billings Accelerate



# 165K

SUBSCRIPTIONS

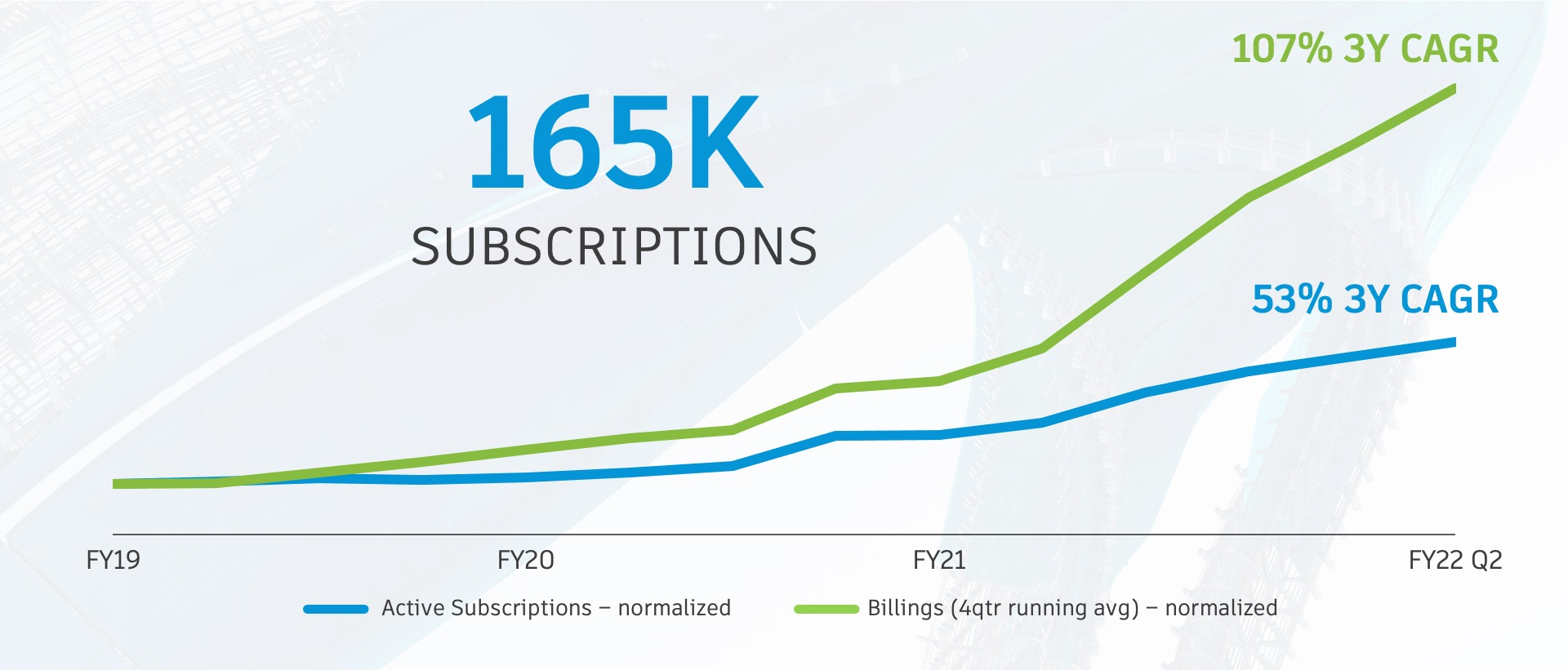
107% 3Y CAGR

53% 3Y CAGR

FY19 FY20 FY21 FY22 Q2

Active Subscriptions – normalized

Billings (4qtr running avg) – normalized







✓ **FUSION 360**  
110 Subscriptions



## THE CREATIVE ELEMENT.

• Invent - Create - Play •

✓ **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





# ATLIS

MOTOR VEHICLES

✓ **FUSION 360**  
18 Subscriptions

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✓ **ADD-ONS**  
1 Machining Extension

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✓ **FUSION 360**  
**ENGAGEMENT AMBASSADOR**



**Jules Bettler**

Lead Engineer and Bike Designer at ZugoBike  
College Station, Texas, United States







**HUMANMADE**

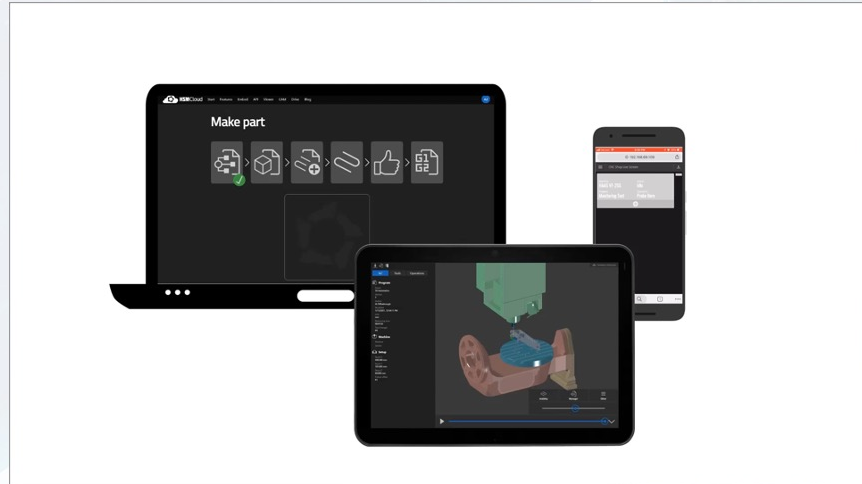
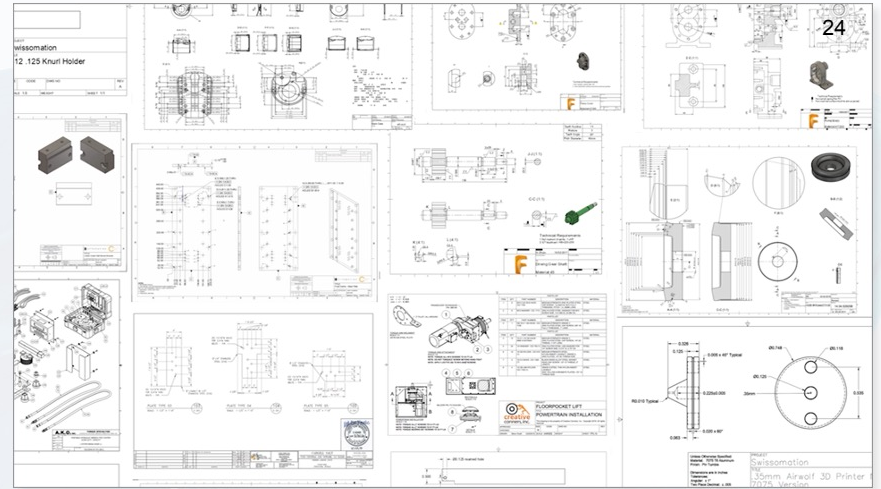
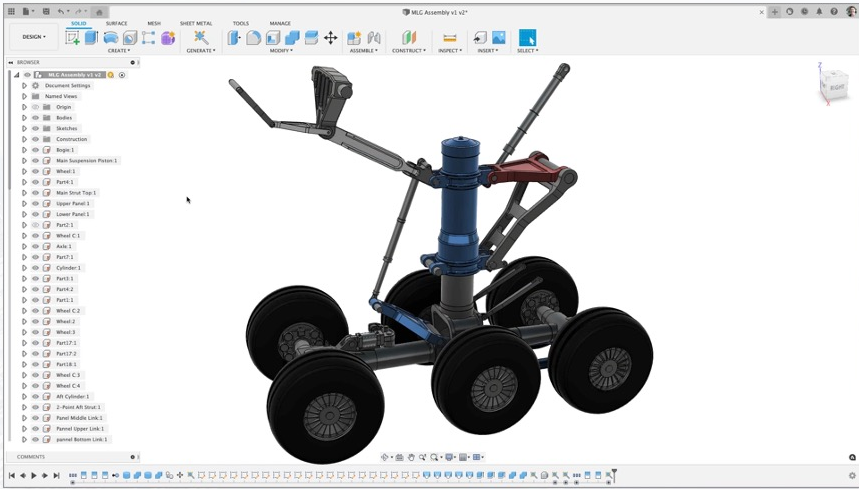


## **WORKFORCE DEVELOPMENT TRAINING PROGRAM**

**Integrated Fusion 360 Curriculum**







\$38B

DESIGN &  
MANUFACTURING TAM

LARGE  
OPPORTUNITY AHEAD

 AUTODESK® FUSION 360™

165K

SUBSCRIPTIONS

EXCEPTIONAL  
MOMENTUM

\$38B

DESIGN &  
MANUFACTURING TAM

AUTODESK FUSION 360

165K

SUBSCRIPTIONS

WHY WE WIN:

STRENGTH IN  
CORE DESIGN  
& MAKE

BRIDGE SILOS  
WITH DATA

CONVERGE  
WITH PLATFORM



