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 second quarter and fiscal year 2021; 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
Senior Vice President, Manufacturing, Cloud, & Production
$33B
DESIGN AND MANUFACTURING TAM THROUGH FY25

29M
DESIGN AND MANUFACTURING PROFESSIONALS
$19B
Design TAM
9M
PROFESSIONALS
- Drafters
- Mechanical Engineers
- Electrical Engineers
- Other

$14B
Manufacturing TAM
20M
WW PRODUCTION ENGINEER & ANALYST PROFESSIONALS
- Tool Makers, Setters, & Operators
- Production & Plant Operators
- Manufacturing Managers
- Manufacturing Supervisors
Discontinuous Disruption Powers Opportunity
BASF GROWS WITH CORE

AND INNOVATES WITH FUSION 360

Generative Design
Augmented Reality
Collaboration
Grow With Core

 WHY WE WIN

Industrial Machinery
Building Products
Process Manufacturing
Market is Poised for Disruption

GENERATIVE DESIGN & INTELLIGENT AUTOMATION

AUTODESK® FUSION 360™

Converge  Automate  Digitize
PRODUCTS ARE GETTING SMARTER

PROCESSES ARE DIGITIZING

SUPPLY CHAINS ARE REORGANIZING
PRODUCTS ARE GETTING SMARTER
PROCESSES ARE DIGITIZING
MANUFACTURING WILL LOOK LESS LIKE THIS

AND MORE LIKE THIS
Traditional Process

CONCEPT

ENGINEERING

VALIDATE

MANUFACTURE
Traditional Process is Inefficient

1. Data loss
2. Re-work
3. Disconnected workflows
Fusion 360 Converges Design and Make

[Design and Make images]
Better Products to Market Faster

AUTODESK® FUSION 360®

TIME TO MARKET

TIME SAVED

SUPERIOR OUTCOME

DESIGN MATURATION
AUTOMATE
Exponential Gains

GENERATIVE DESIGN

TIME SAVED

SUPERIOR OUTCOME

CONCEPT

ENGINEERING

VALIDATE

MANUFACTURE

TIME TO MARKET

DESIGN MATURATION
Native Cloud Data Model Breaks Barriers

MULTI-TENANT CLOUD PLATFORM
Fusion 360 Business Model is Disruptive

$5,000–$50,000 VS $495 Subscription PER YEAR $1,500 Extension

OUTCOME-BASED PRICING FOR GENERATIVE DESIGN
Monthly Active Users Continue to Grow

~645K MAUs
SEATS DISPLACED
11 SUBSCRIPTIONS

DISPLACEMENT SOURCE
PTC CREO

FUSION 360 VALUE-ADD
CAD + ECAD + CAM
SEATS DISPLACED
50 SUBSCRIPTIONS

DISPLACEMENT SOURCE
Onshape

FUSION 360 VALUE-ADD
QUICK ONBOARDING
OF NEW EMPLOYEES
SEATS DISPLACED
20 SUBSCRIPTIONS

DISPLACEMENT SOURCE
SOLIDWORKS & RHINO

FUSION 360 VALUE-ADD
CAD + ECAD
SEATS DISPLACED
118 SUBSCRIPTIONS

DISPLACEMENT SOURCE
SOLIDWORKS

FUSION 360 VALUE-ADD
CAM + DESIGN FOR ADDITIVE
STUDENT APPLICATION
HYDROGEN-POWERED OCTOCOPTER DRONE

FUSION 360 VALUE-ADD GENERATIVE DESIGN
Commercial Subscriptions Accelerate

85K PAID SUBSCRIBERS

FY15 - FY19
Forge Ecosystem

AUTODESK APPS
- FUSION 360
- BIM 360
- SHOTCUN
- AUTODESK ARCHITECTURE, ENGINEERING & CONSTRUCTION COLLECTION
- AUTODESK PRODUCT DESIGN & MANUFACTURING COLLECTION
- AUTODESK MEDIA & ENTERTAINMENT COLLECTION

CUSTOMERS
- Norconsult
- SKANSKA
- TAISEI

PARTNERSHIPS & DEVELOPERS
- ANSYS
- aPriori

Vertical SaaS Services
Multi-tenant Cloud Data Model
Forge API Calls Doubled Each of the Past Two Years

91B
Annual API Calls

FY18  FY19  FY20  FY21
WE ARE POSITIONED TO WIN
$33B
DESIGN & MANUFACTURING TAM

37

85K
PAID SUBSCRIBERS

LARGE OPPORTUNITY AHEAD

MARKET IS POISED FOR DISRUPTION

EXCEPTIONAL MOMENTUM
$33B
DESIGN & MANUFACTURING TAM

LARGE OPPORTUNITY AHEAD

CONCEPT ENGINEERING VALIDATE MANUFACTURE

TIME TO MARKET

vs

85K
PAID SUBSCRIBERS

AUTODESK® FUSION 360

MARKET IS POISED FOR DISRUPTION

EXCEPTIONAL MOMENTUM
$33B
DESIGN & MANUFACTURING TAM

LARGE OPPORTUNITY AHEAD

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85K
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EXCEPTIONAL MOMENTUM