

# 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](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

JUNE 3, 2020

## Closing Remarks

Andrew Anagnost

Chief Executive Officer



# Autodesk Growth Opportunity

EXPAND IN INDUSTRIES

**\$69B**

DESIGN & MAKE  
TAM BY FY25

MONETIZE

**14M**

NON-PAYING USERS

# Fiscal 2023 Targets

Results achievable with current product portfolio

16-18%

REVENUE CAGR

\$2.4B

FREE CASH FLOW

~40%

NON-GAAP OPERATING  
MARGIN

55%-65%

REVENUE GROWTH +  
FREE CASH FLOW MARGIN



WHY WILL WE  
**DELIVER**  
IN FY23 & BEYOND?

# Why We Will Deliver in FY23 and Beyond



Ability to forecast over multi-year time frame has increased



Ability to adapt and be agile



Confidence in our long-term growth drivers



WHERE WILL  
**GROWTH**  
COME FROM?

# Long-Term Business Drivers



MONETIZING  
NON-COMPLIANT  
& LEGACY USERS



ACCELERATING  
DIGITIZATION IN AEC



CONVERGENCE OF DESIGN &  
MAKE IN MANUFACTURING



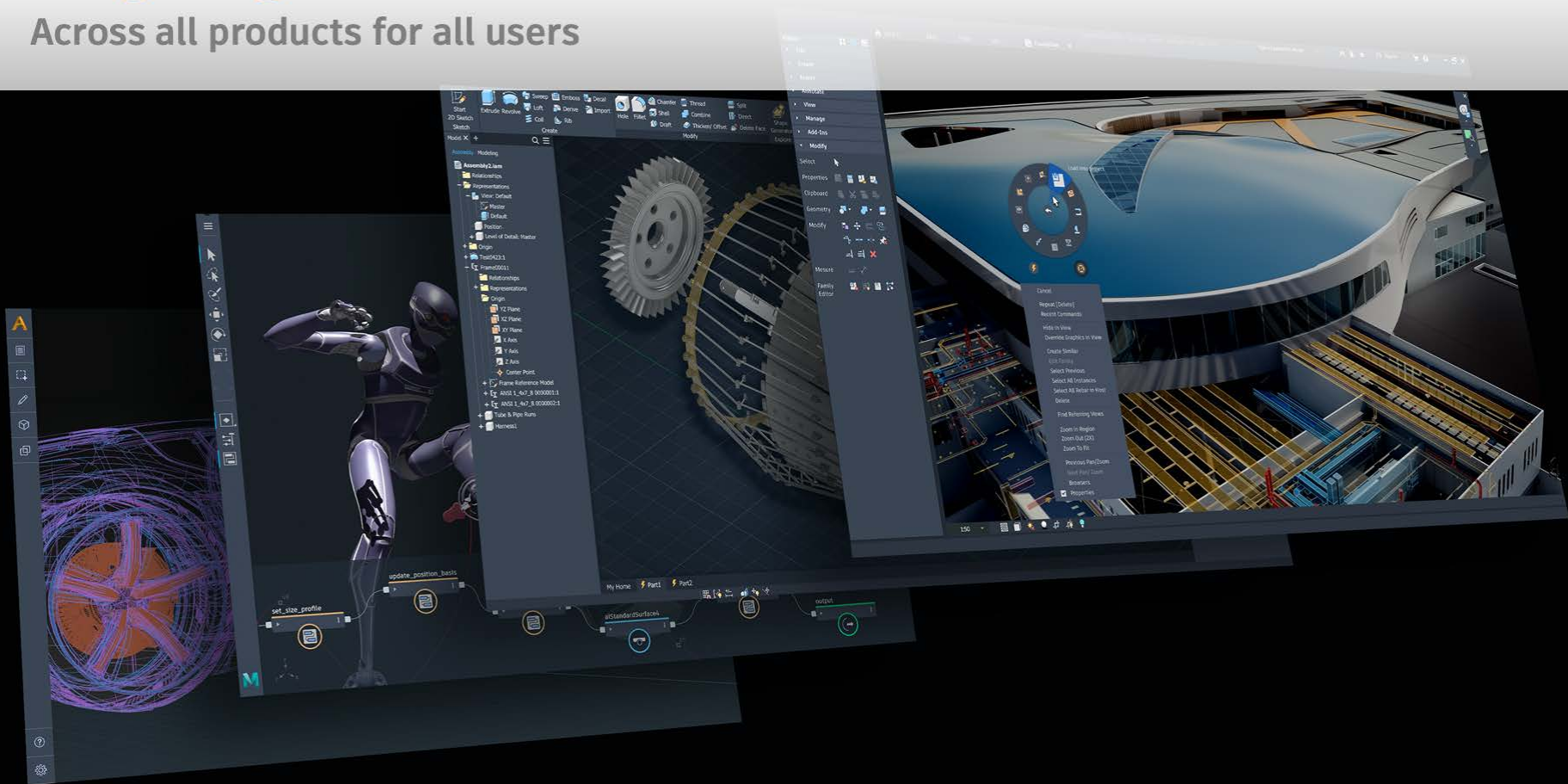
# Non-Compliant User Base

Granular perspective



# Ongoing Modernization

Across all products for all users



# Winning in Construction



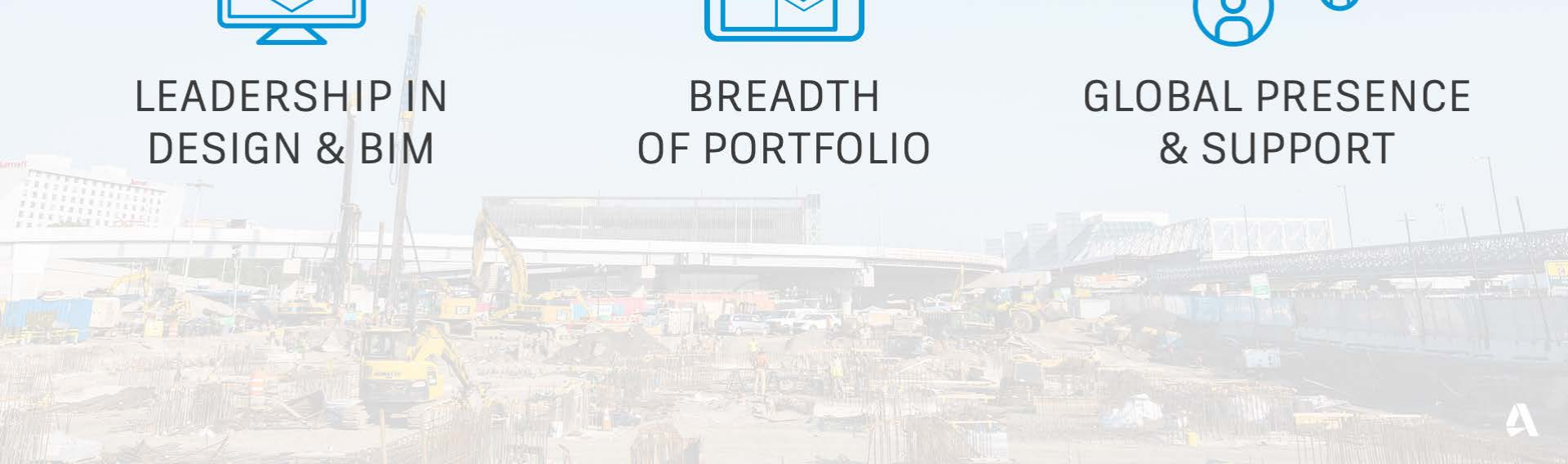
LEADERSHIP IN  
DESIGN & BIM



BREADTH  
OF PORTFOLIO

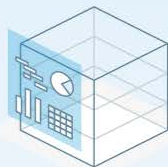


GLOBAL PRESENCE  
& SUPPORT





# AUTODESK CONSTRUCTION CLOUD™



## APPS

## DESIGN

## PLAN

## BUILD

## OPERATE

### WORKFLOWS

- Design Authoring
- Design Collaboration

- Model Conditioning
- Model Coordination
- Quantification
- Bid Management
- Qualification

- Project Management
- Field Collaboration
- Quality & Safety
- Cost Control
- Commissioning

- Facilities Maintenance
- Asset Lifecycle

### SHARED DATA

### DATA

### PLATFORM

Models · Drawings · Issues · Specifications · RFIs · Cost · Assets · As-Builts

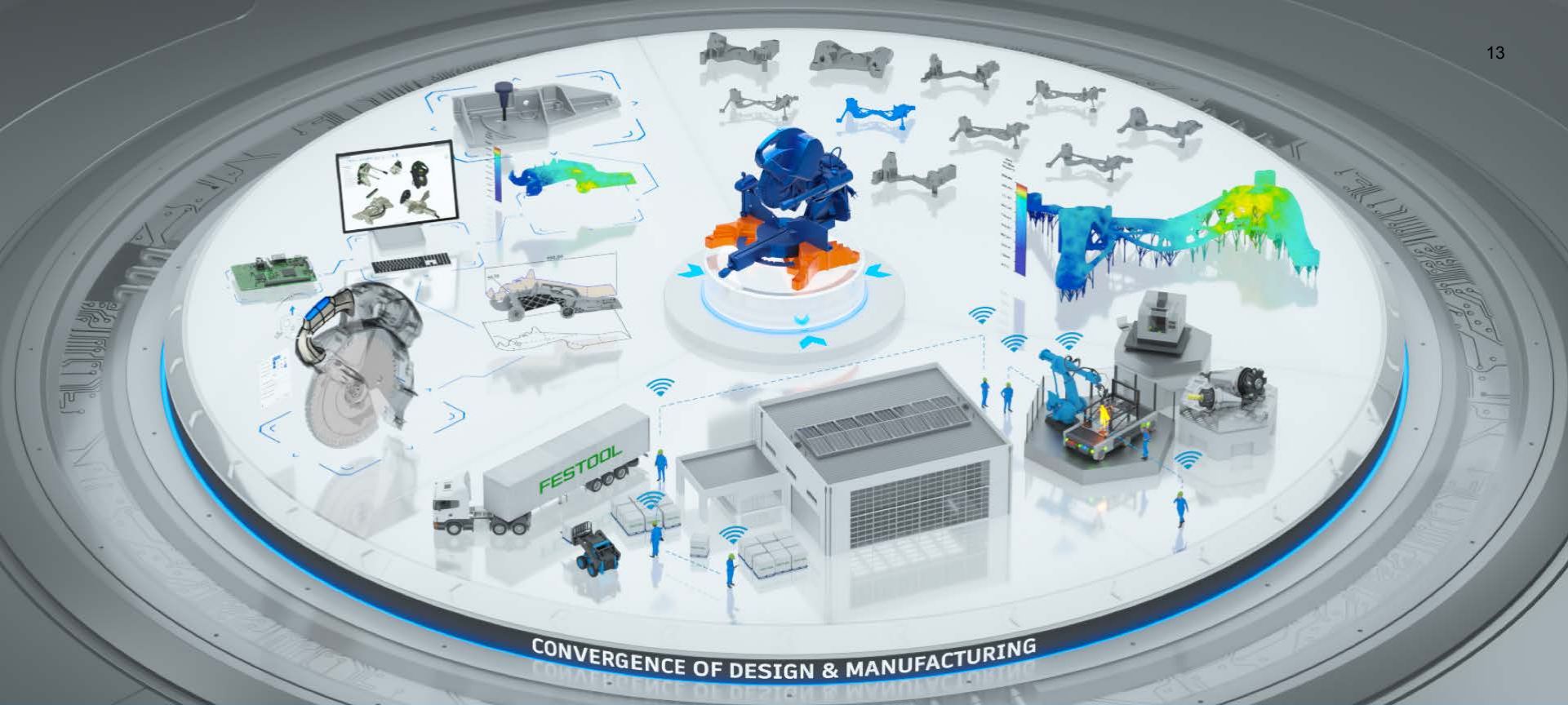
### INSIGHT

### PREDICTIVE ANALYTICS & RISK MANAGEMENT

Predictive Analytics · Benchmark Reports · Mitigation Strategies

### NETWORK

### BUILDERS NETWORK



CONVERGENCE OF DESIGN & MANUFACTURING

## DESIGN

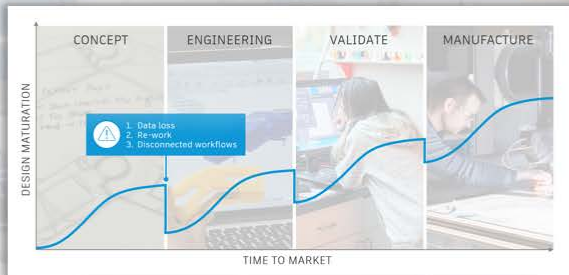
Share shift from legacy solutions to cloud-based offerings

## MAKE

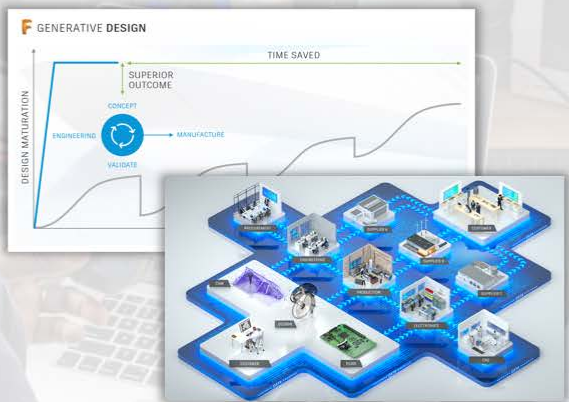
Share shift from siloed legacy products to integrated design to manufacturing

# \$33B

## DESIGN & MANUFACTURING TAM



VS



**F** AUTODESK® FUSION 360™

# ~85K

## SUBSCRIBERS

LARGE OPPORTUNITY AHEAD

MARKET IS POISED FOR DISRUPTION

EXCEPTIONAL MOMENTUM

# Long-Term Business Drivers



MONETIZING  
NON-COMPLIANT  
& LEGACY USERS



ACCELERATING  
DIGITIZATION IN AEC



CONVERGENCE OF DESIGN &  
MAKE IN MANUFACTURING

# RESILIENCE



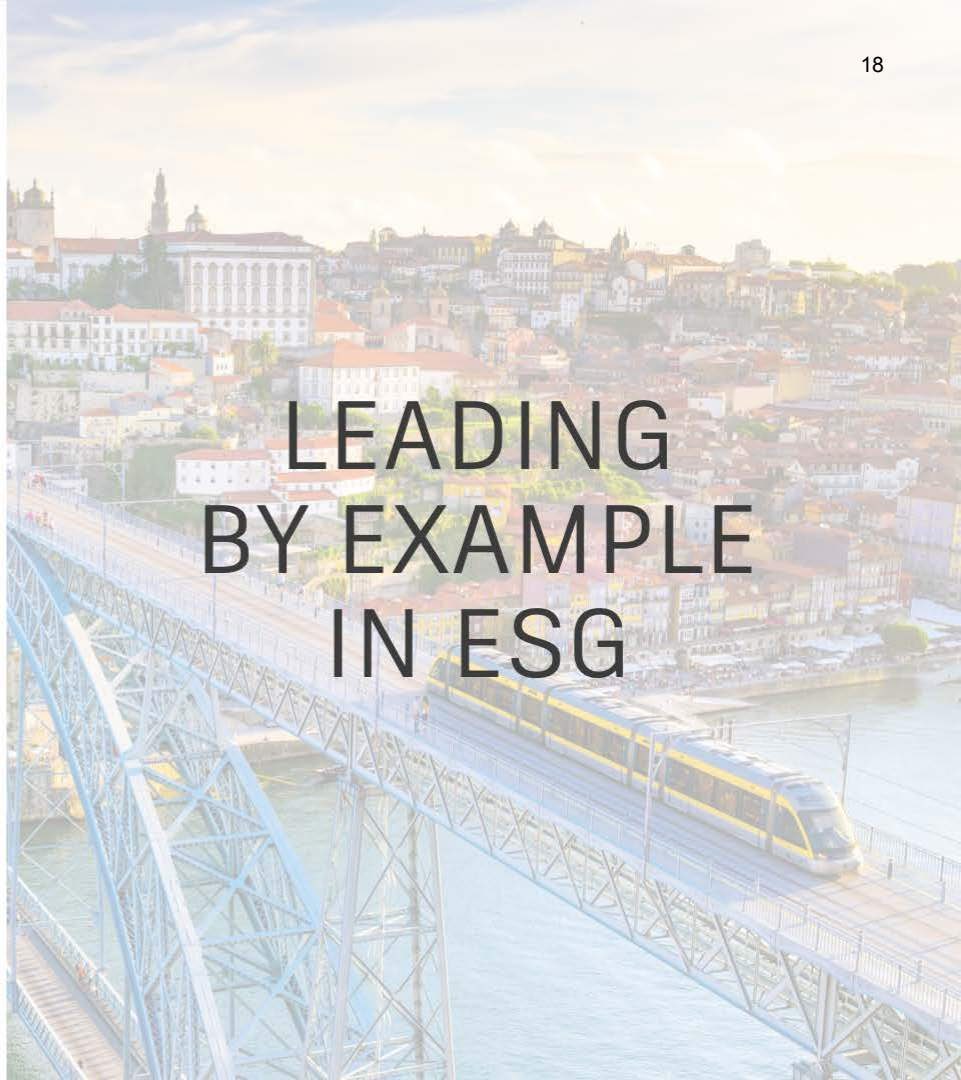


# IMPACT



An aerial, low-angle shot of a modern building's roof, featuring several large, rectangular solar panel arrays. The panels are arranged in a grid pattern and are set against a clear blue sky with a few wispy white clouds. The perspective is from above, looking down at the building's structure.

ENABLING  
CUSTOMERS  
TO DESIGN  
SUSTAINABLY

A high-speed train with a blue and yellow livery is crossing a large, blue steel truss bridge. The bridge spans a wide river. In the background, a dense city with red-tiled roofs and a prominent church spire is visible under a bright, slightly hazy sky. The scene is captured from an elevated perspective.

LEADING  
BY EXAMPLE  
IN ESG

The background is a collage of four industrial scenes. Top-left: A worker in a blue uniform and white hard hat stands in a factory. Top-right: A close-up of a white car chassis. Bottom-left: A yellow tracked loader in a dusty environment. Bottom-right: A robotic arm in a factory setting.

# THE LEADER IN DESIGN & MAKE

