

# SAFE HARBOR

Each of the presentations today will contain forward looking statements about strategies, products, future results, performance or achievements, financial and otherwise, including statements regarding our business model transformation, guidance for the fourth quarter of fiscal year 2017, our long term financial goals, our M&A strategy, our capital allocation, 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, ARR, ARPS, billings, revenue, deferred revenue, operating margins and cash flow growth; difficulty in predicting those financial metrics from new businesses; failure to maintain spend management; failure to successfully manage transitions to new business models and markets, including the introduction of additional ratable revenue streams, our continuing efforts to attract customers to our cloud-based offerings; failure to successfully expand adoption of our products; and any worsening in the macro economy or increase in protectionism.

A discussion of factors that may affect future results is contained in our most recent SEC 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 this presentation are being made as of the time and date of its live presentation. If these presentations are reviewed after the time and date of the live presentations, 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.

INVESTOR DAY 2016

# Expanding Our Opportunity

AMAR HANSPAL

SVP, Products





Manufacturing 2.0



AUTODESK.



Construction



# Manufacturing 2.0 Opportunity



# \$13T GDP



# 31,000

New products added to the market every month

The TAM numbers presented are estimates & are likely understated given the impact of piracy rates, availability of free software, in-house development & other variables.



# \$13 Billion



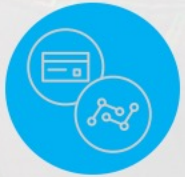
5M+

Addressable  
Users



\$9.1B

Design end user  
expenditure



\$2.8B

PLM end user  
expenditure



\$1.2B

Manufacture and  
production expenditure



The TAM numbers presented are estimates & are likely understated given the impact of piracy rates, availability of free software, in-house development & other variables.

## Dassault Systems

- 3D market leader
- Focused on high-end 3D Experience
- Solidworks install base opportunity

## Siemens

- Enterprise PLM leader
- Focused on digital factory & industry 4.0
- Solid Edge user base opportunity

## Ansys

- Simulation leader
- Focused on high end analysis
- Minimal inroads in CAD market



AUTODESK®





# Driving Competitive Advantage



Innovation



Time to Market



Quality

# Digital Manufacturing



# Digital Manufacturing



Mass  
Customization



Supplier  
Collaboration



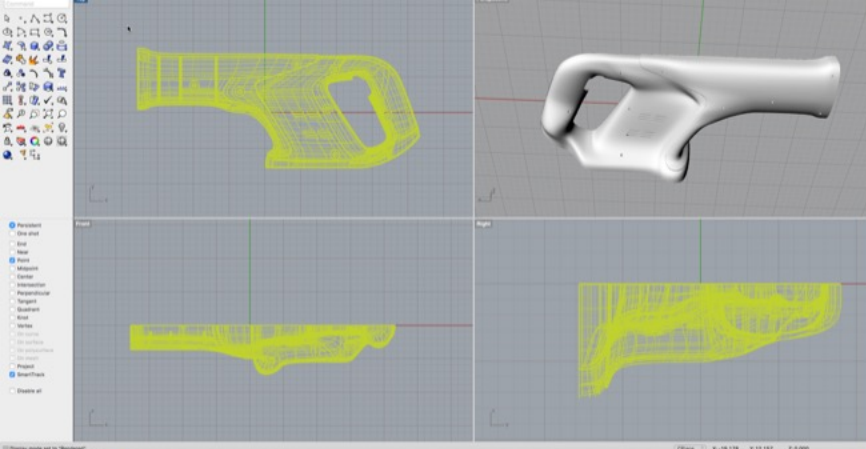
New  
Methods



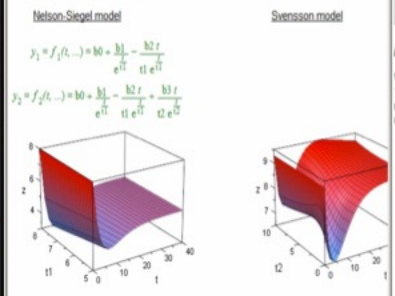
New  
Materials



On-demand  
Manufacturing

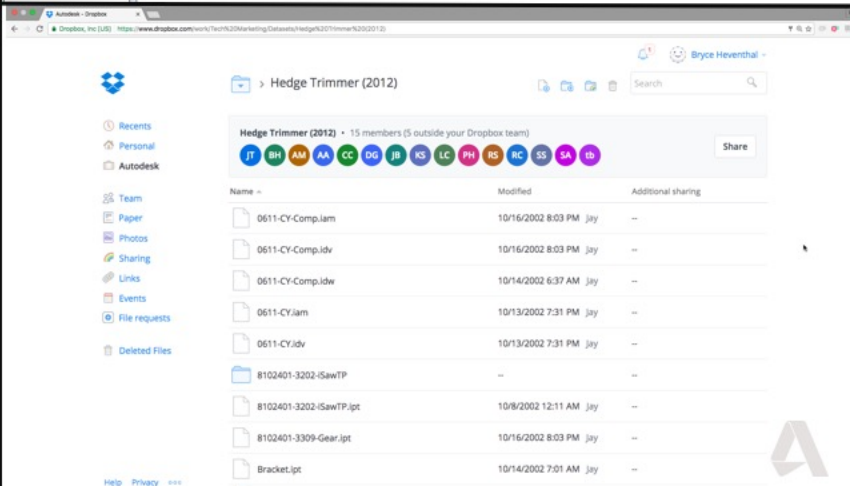
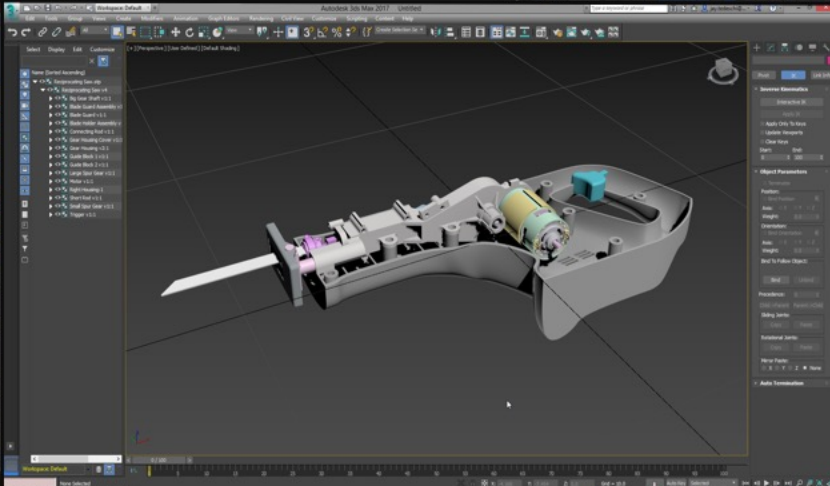
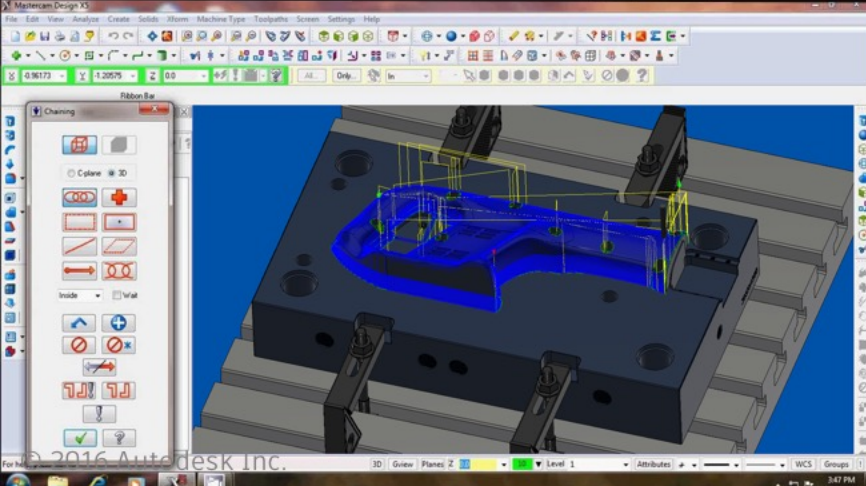
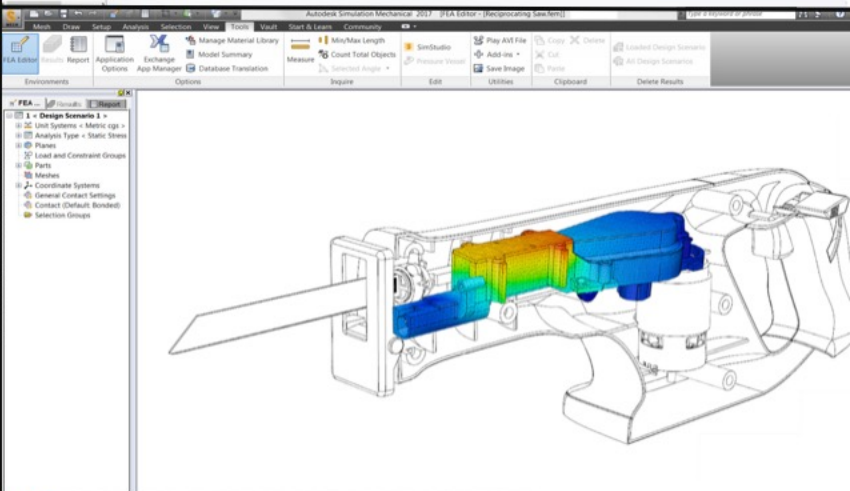
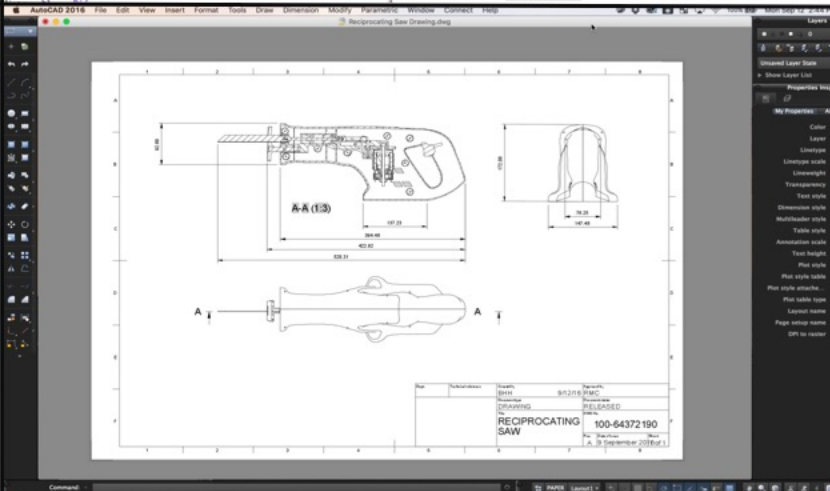
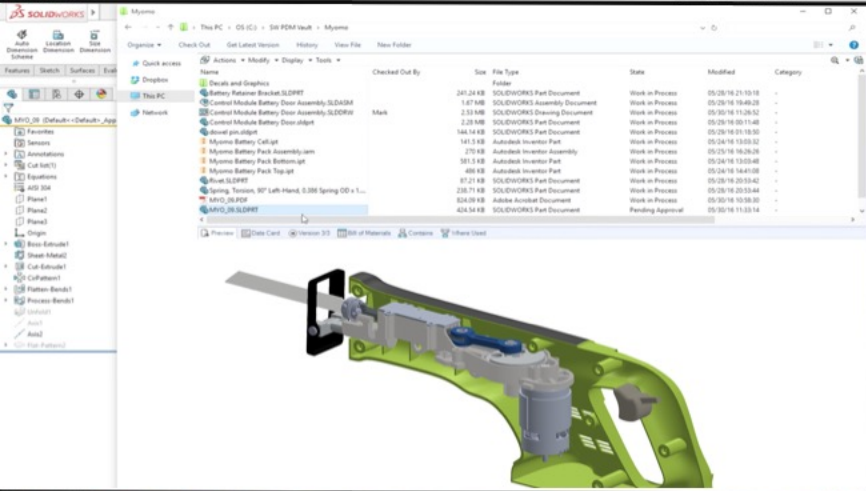
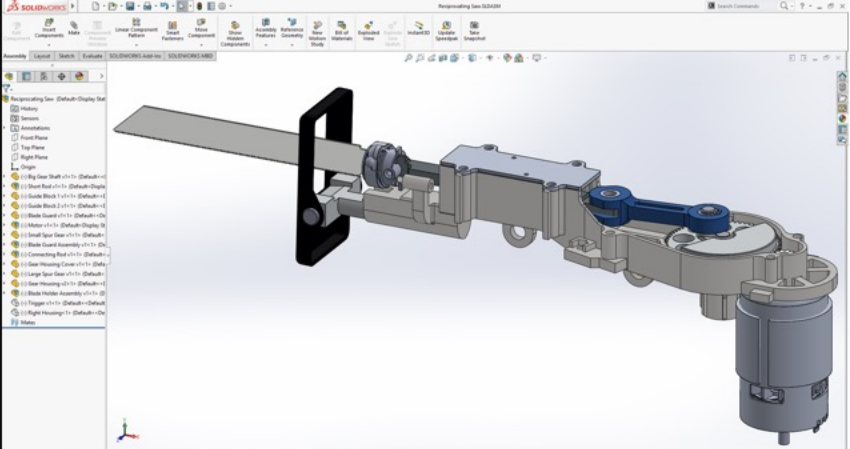
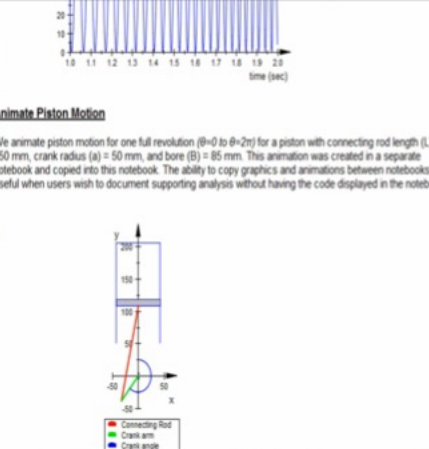


This demonstration uses Symbolic Math Toolbox to calculate Jacobian matrices of the Nelson-Siegel and Svensson models, which are commonly used for modeling bond data. The Jacobians are subsequently imported into MATLAB and used to speed up optimization of model parameters.



Note that  $t$  is the independent variable in these models, and represents time to maturity.

**I. Nelson-Siegel model**  
We begin by defining the Nelson-Siegel model equation.  
 $y_1 := b_0 + b_1 \exp(-t/\tau_1) + b_2 (-t/\tau_1) \exp(-t/\tau_1)$



- Specialized products
- Weak integration
- Minimal collaboration
- High deployment costs







# AUTODESK® FUSION 360™

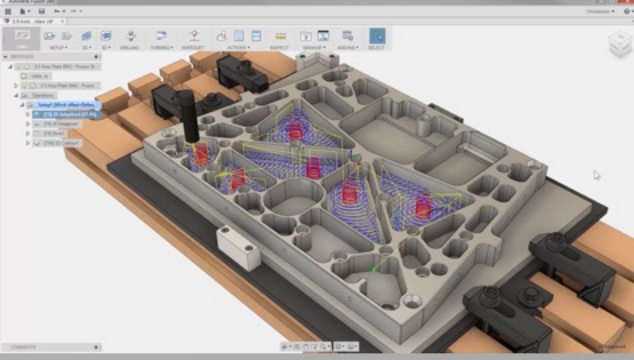
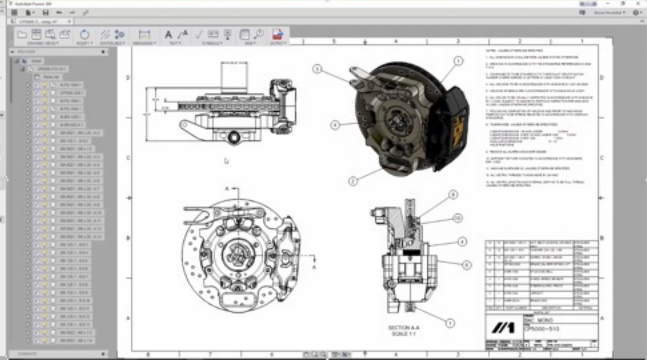
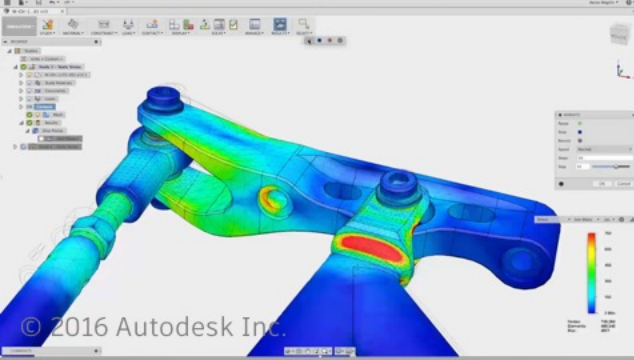
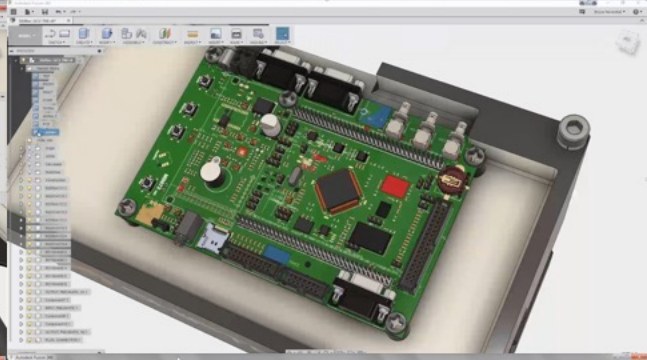
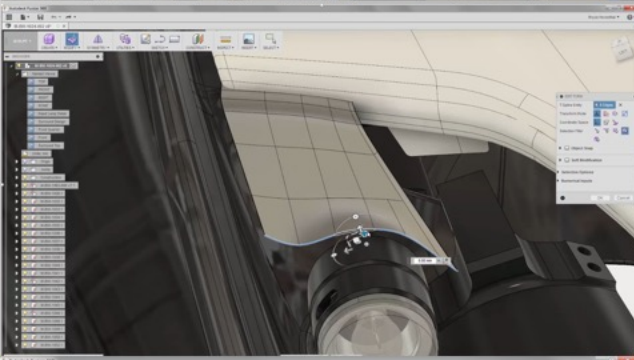
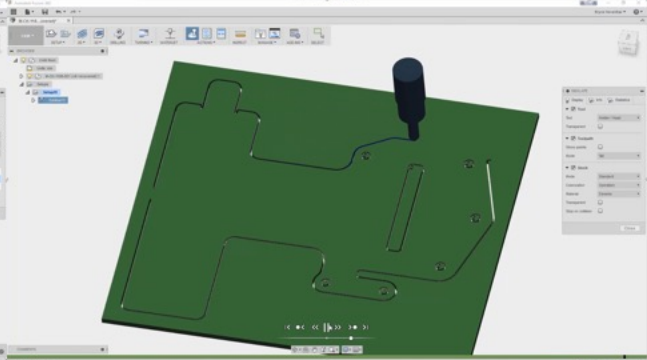
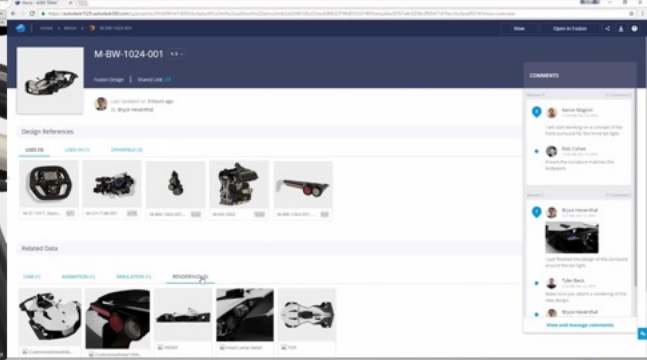
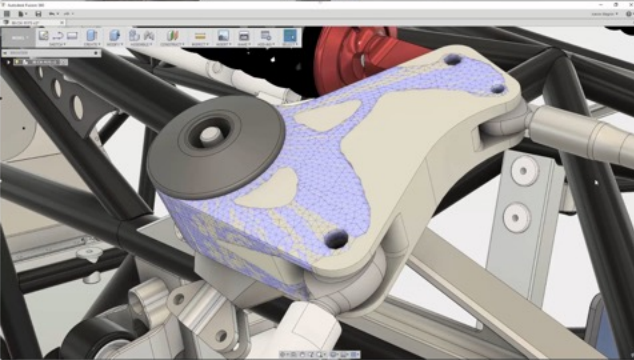
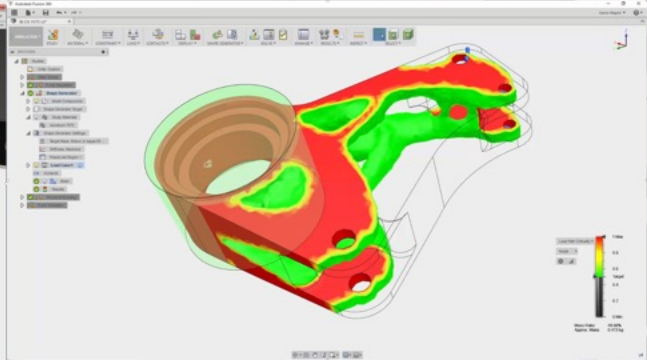
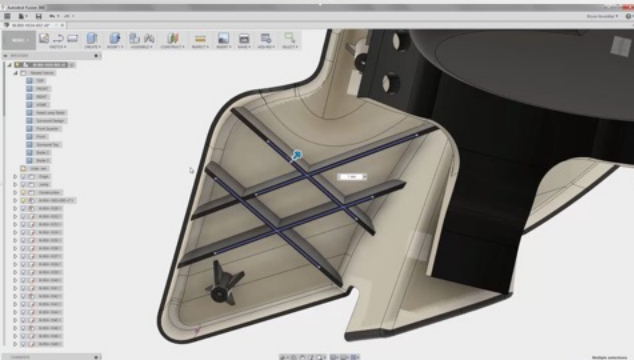
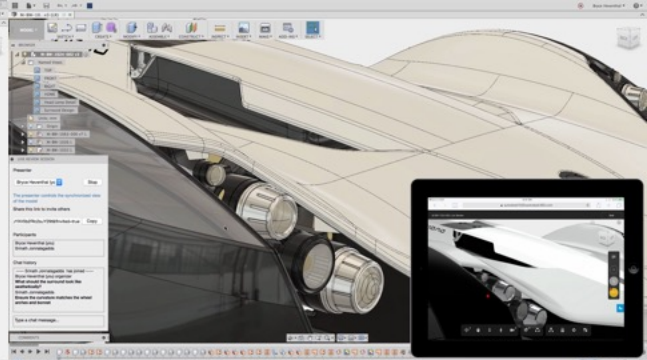
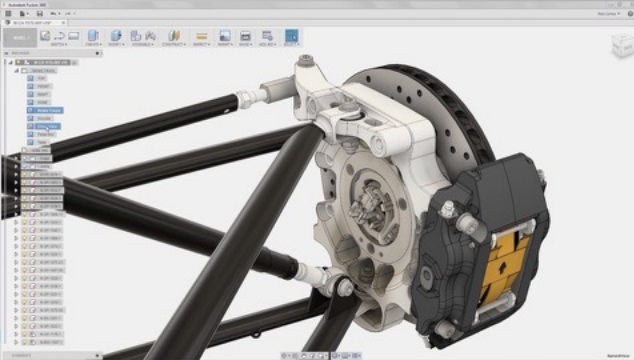
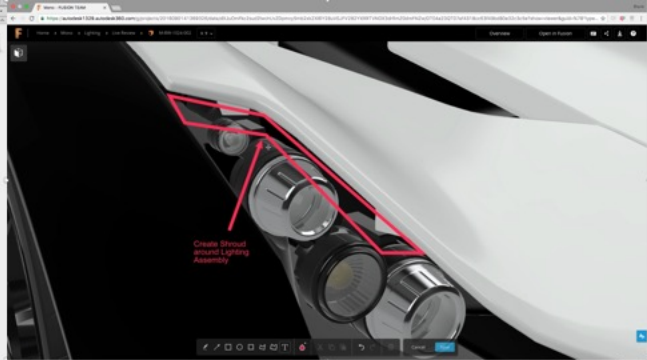


- Connected
- Integrated
- Instant-on





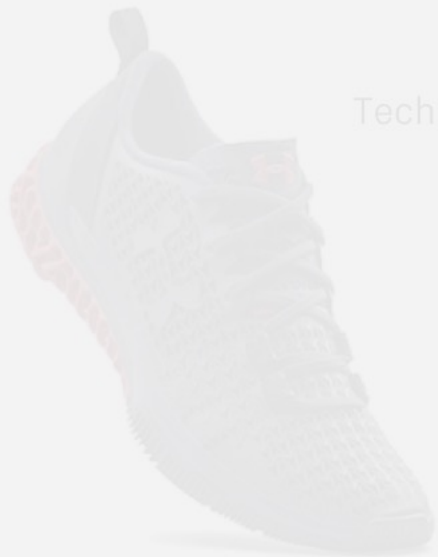






“...Fusion 360 is a radical departure from current generation systems. The result is a dramatic increase in ideation and more profound exploration of form and function...”

**Alan Guyan**  
Technical Design  
Director



# Steelcase

“In Fusion 360 we found a solution that is cross platform/cross device, that allows for creative freedom of flexibility, an enabler for rapid prototyping, developed by a team that has given thought to the future process of design.”

**John Hamilton**  
Design Director



# Boston Scientific

“...Fusion 360 allows teams to vet many more design options and ultimately make a better decision faster.”

**Ken Merdan**  
Director of Global R&D





BROWSER

- Alair v1
  - Named Views
  - Units: in
  - Origin
  - Analysis
  - Bodies
  - Canvases



COMMENTS





Boston Scientific

Highway 1

NarrowBase LLC

MatterFab

Parker

scheuch

NYC CNC

Bldg Orange

agrilution

OpenWater Power

Orphanage Guitars

GAMING THRONE

UNCHARTED PLAY

exiii

Loowatt

NISSAN

BlueSkies

LUMI7070

alphalab gear

karmic

Little Sparrows Technologies



3D HUBS

NEUVOKAS

TORMACH PERSONAL CNC



SAFE-T Wind Systems



POCKET NC



HAXLR8R

akerun SMART LOCK ROBOT

GREENTOWN LABS

hackster.io

OESH

TRANSFORMAIR

MAKO INVENT

SPROUTSIO



BRIGHT AGROTECH

Keyboardio

WEARABLE WORLD

nomiku

Steelcase

INDUSTRY

LACI

LITMOTORS

REOLLOUD TECHNOLOGY

DMM.make

mobot

StartX

OTHER OMC MACHINE CO

PianoArc

Sereneti

MODOS

danielle trofe

HoneyPoint 3D

Plethora

DAW DEARBORN MID-WEST COMPANY

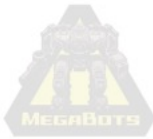


UNDER ARMOUR



wearality

FREEWIRE TECHNOLOGIES



goric



NORGREN

CEREVO

DGF TECHNOLOGIES

CROWD SUPPLY

open bionics

SAROS

Stickybones



FabShop

SNOWSHOE

Sutro

fused machines

BRCHN DESIGN HOUSE

Savvy Society

FILAMENT

OHMNILABS

asius technologies

Roving blue portable water purification

BOLT

PackedPixels



# New Users



## Start-Ups



## Next Generation





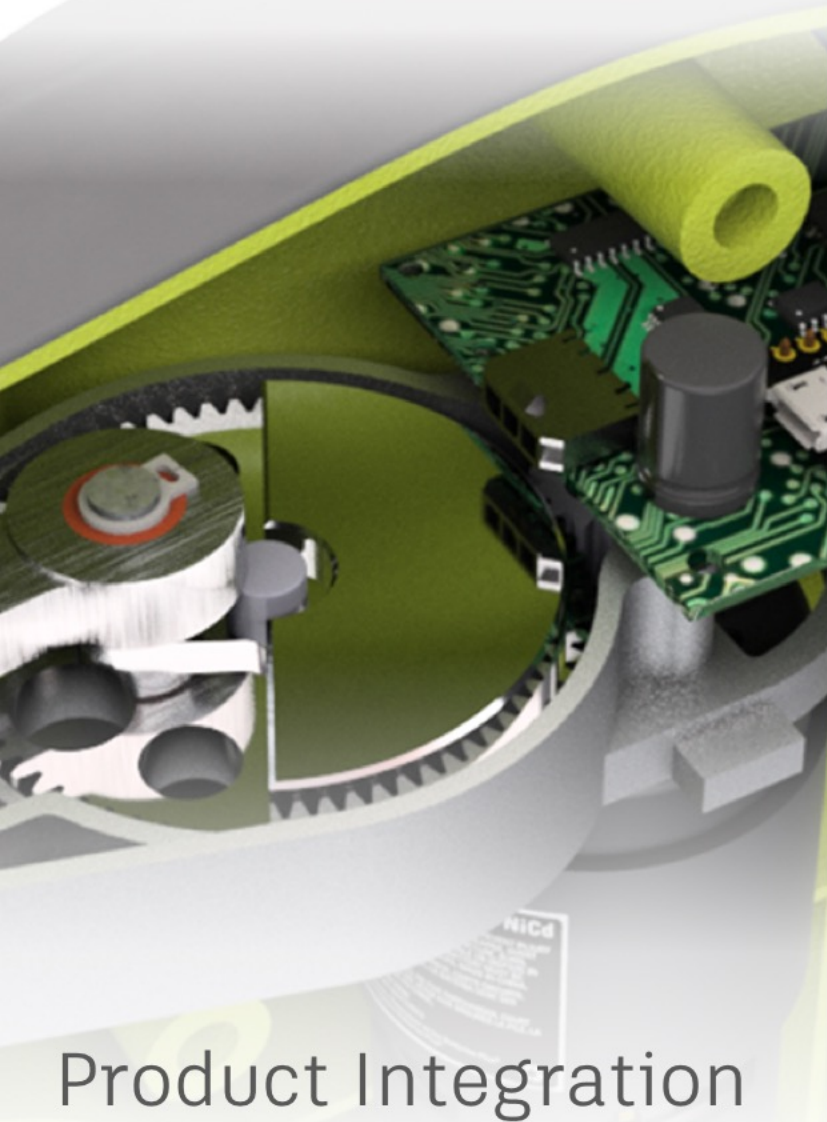
# AUTODESK<sup>®</sup> FUSION 360<sup>™</sup>

Accelerating Rate of Adoption





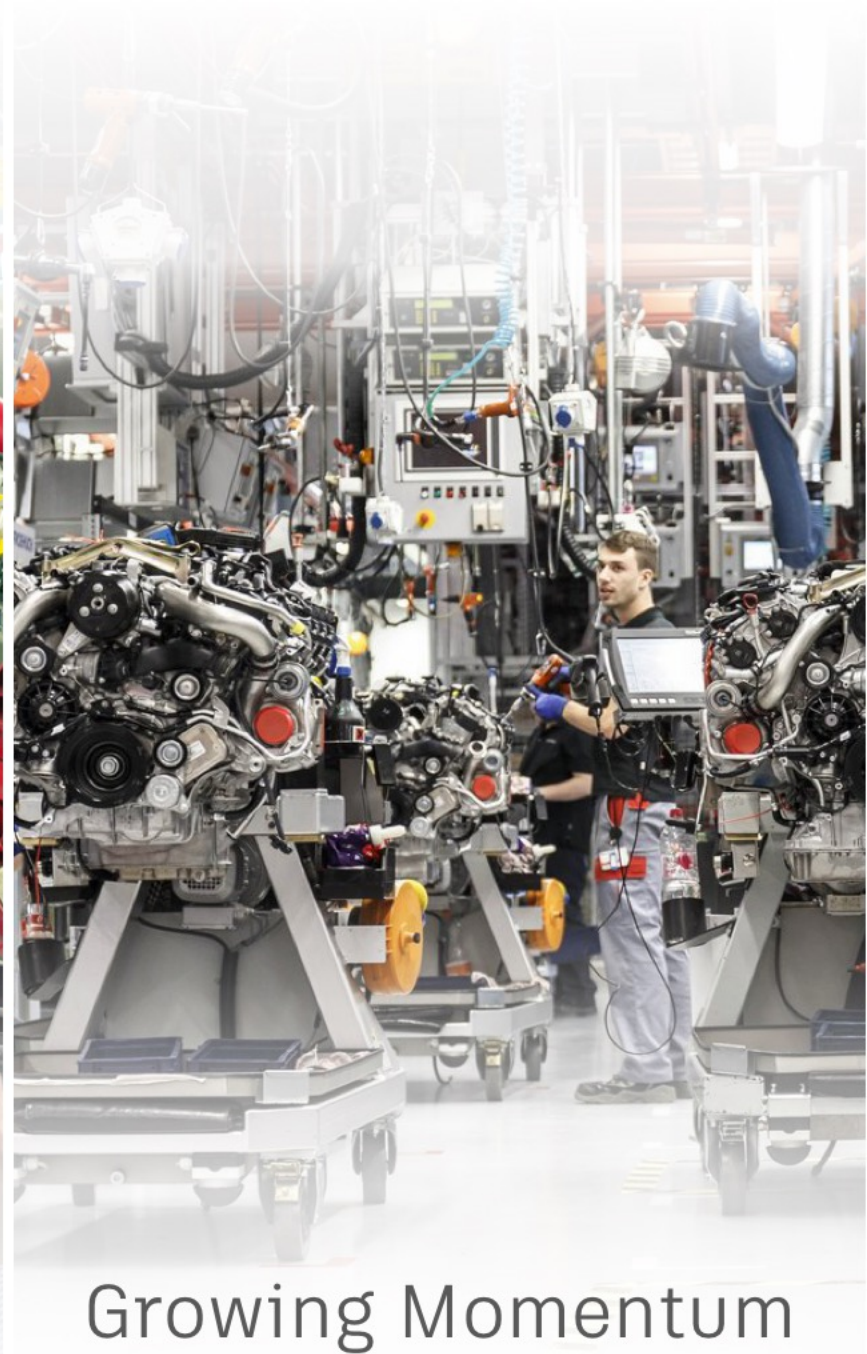
# Disrupting Manufacturing



Product Integration



First to Cloud



Growing Momentum

# Construction Opportunity





# \$10T

Global  
Economic Activity



# 1,000

Buildings per Day

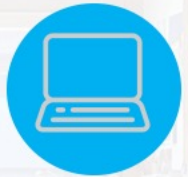
The TAM numbers presented are estimates & are likely understated given the impact of piracy rates, availability of free software, in-house development & other variables.



# \$10 Billion



220M+ Workers



1.2% of revenue on IT spend



40% of construction materials become waste



77% of projects run over schedule



The TAM numbers presented are estimates & are likely understated given the impact of piracy rates, availability of free software, in-house development & other variables.



# \$16 Billion

 300M+ Workers



1.8% of revenue on IT spend



80% Construction companies providing smartphones and laptops



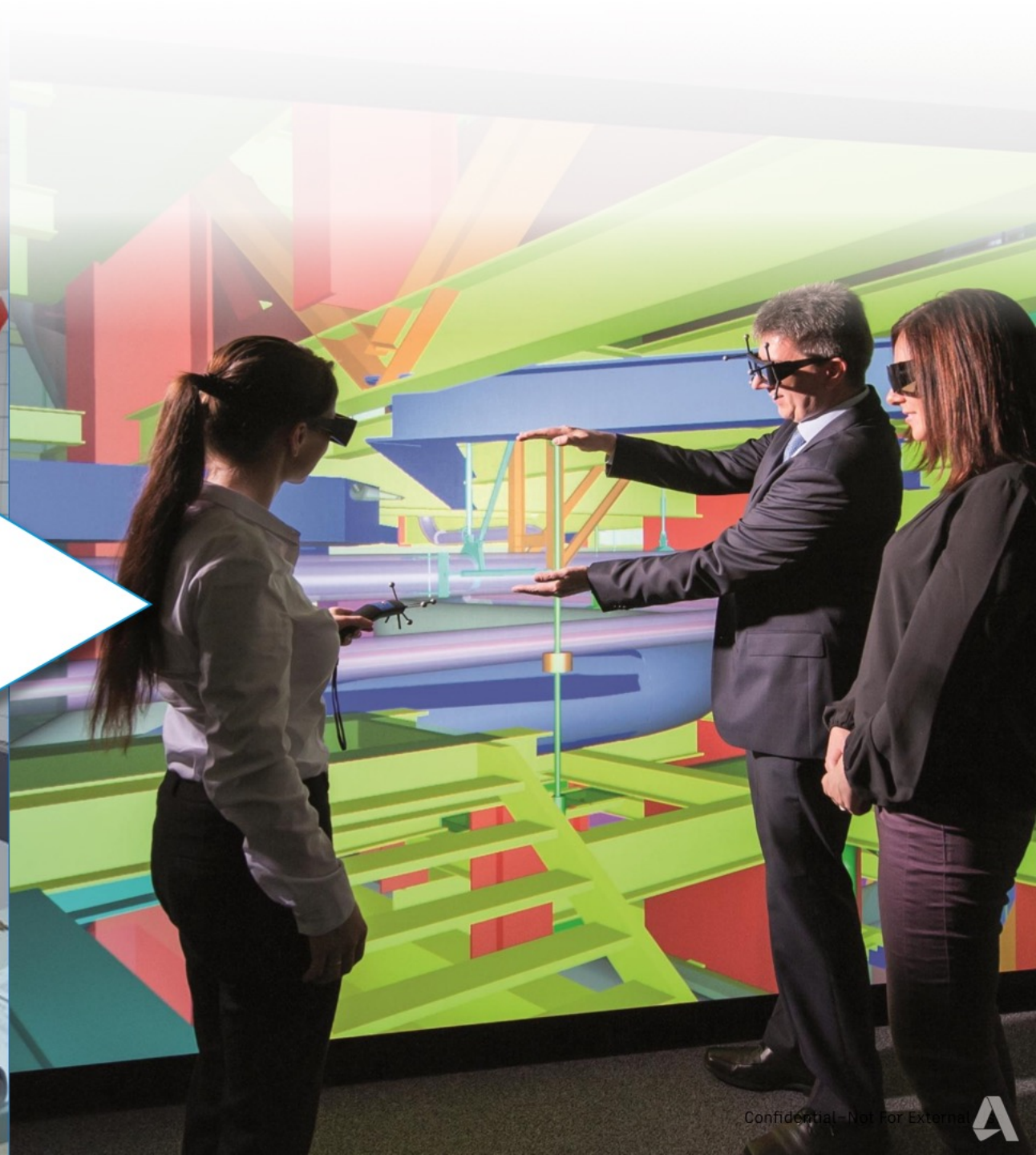
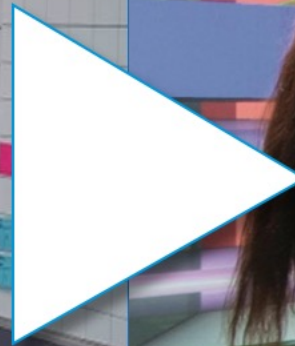
\$1.2T Yearly savings through digitalization of construction

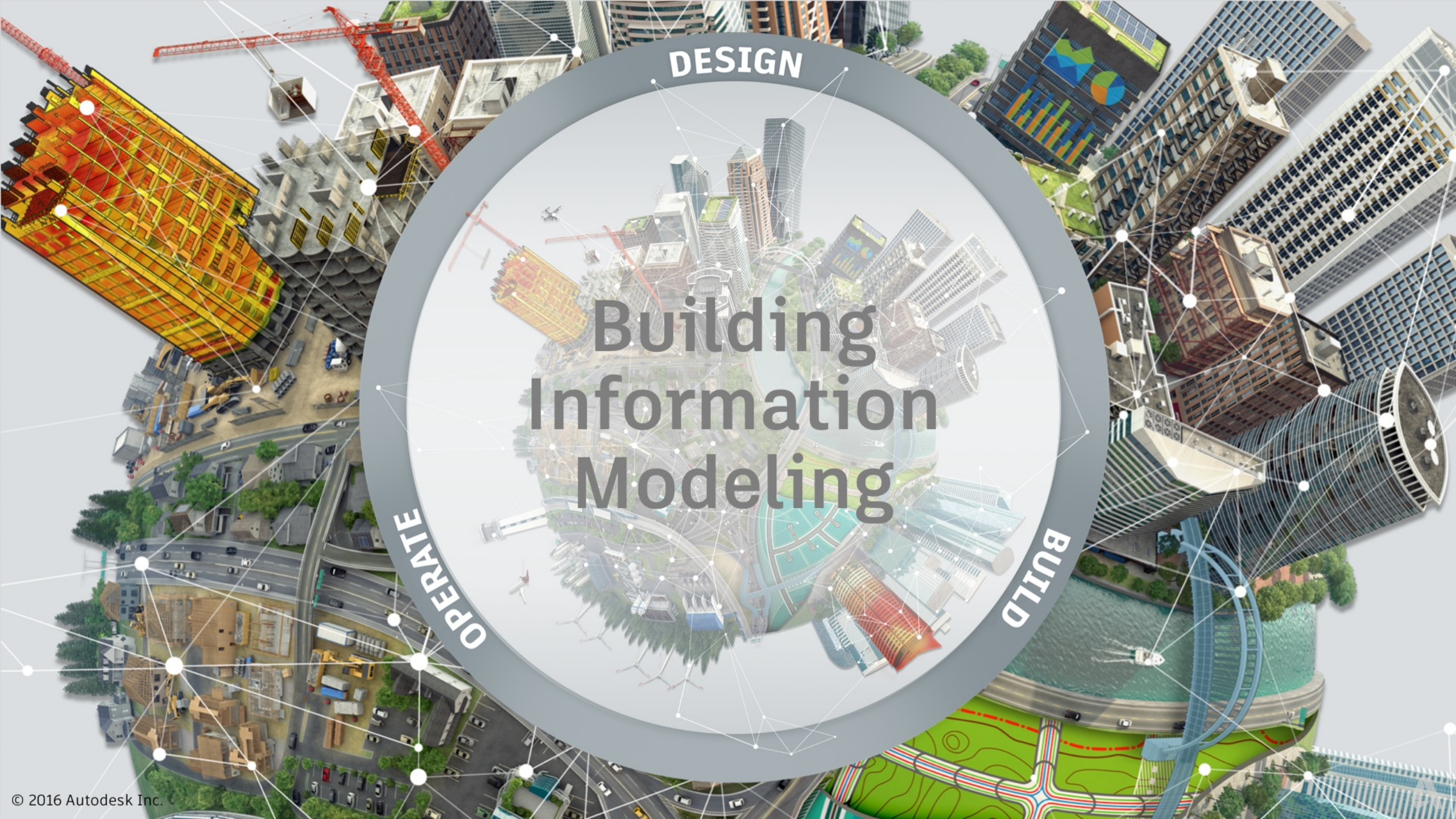


The TAM numbers presented are estimates & are likely understated given the impact of piracy rates, availability of free software, in-house development & other variables.



# Analog to Digital





DESIGN

# Building Information Modeling

OPERATE

BUILD

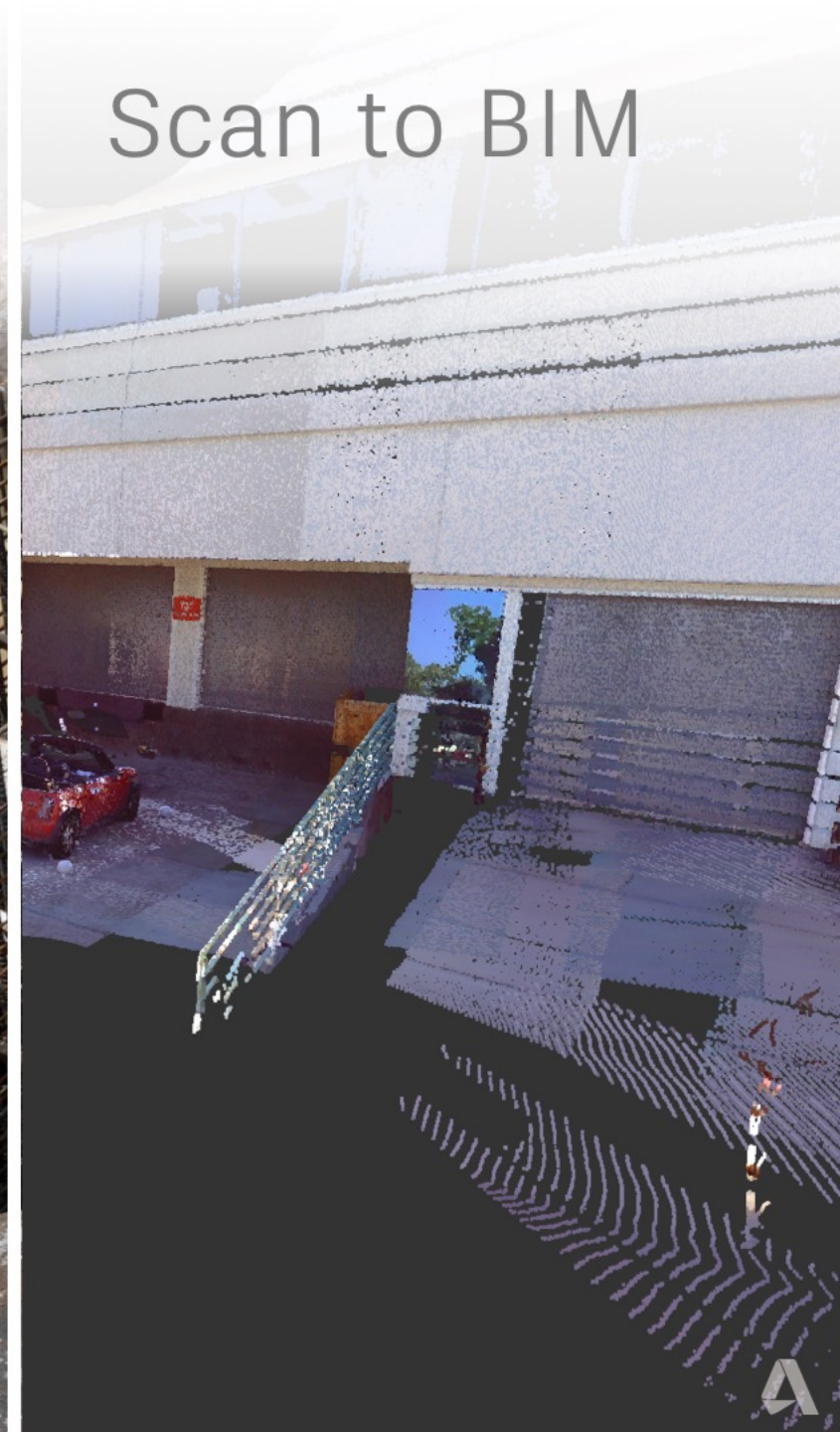
# Digital Design & Engineering



# Digital Fabrication



# Scan to BIM







DESIGN

# Cloud, Mobile & Big Data

OPERATE

BUILD

## AEC ENTERPRISE INTEGRATION & INSIGHT



Quality



Safety



Cost (Future)



Schedule



Project  
Controls



Construction  
Admin



Commissioning &  
Handover

## COMMON DATA ENVIRONMENT (CDE)

Foundation Services



Access  
Control



Big Data  
Platform



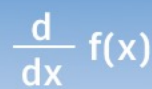
Object  
Store



Transfer  
Avoidance



Service  
Message Bus



Derivative  
Service



Translate



Machine  
Learning



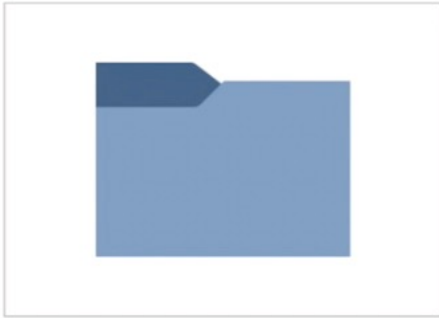
Event  
Services

**ECOSYSTEM  
INTEGRATION**

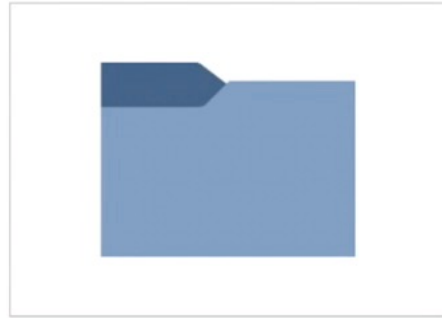




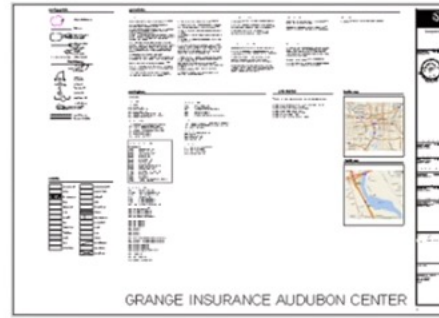
SORT BY Document Name



5. Trade Subcontractors



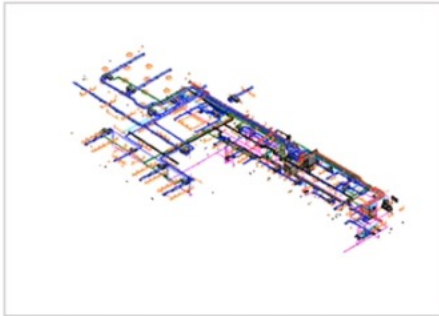
6. Permit Set



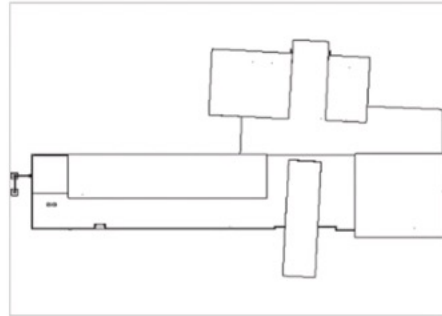
- - COVER SHEET  
Audubon\_Arch.rvt



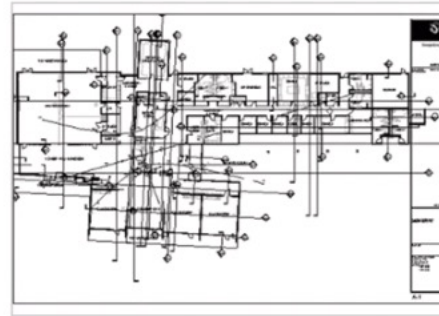
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Audubon\_Arch.rvt



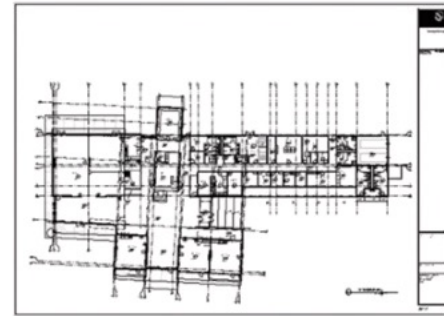
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Audubon\_MEP.rvt



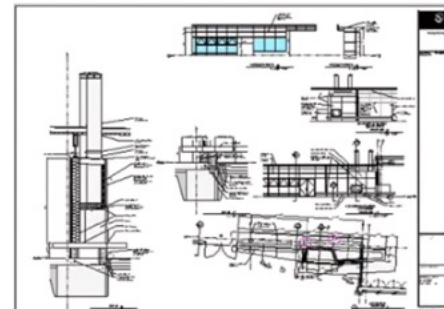
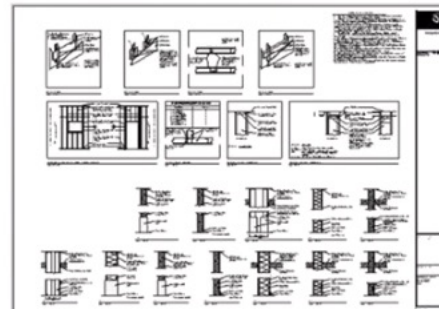
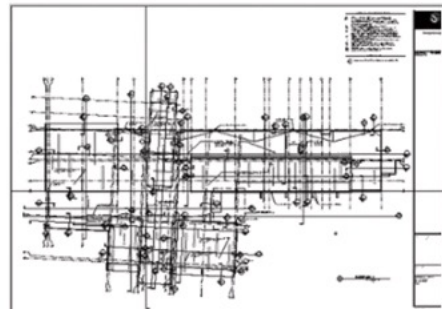
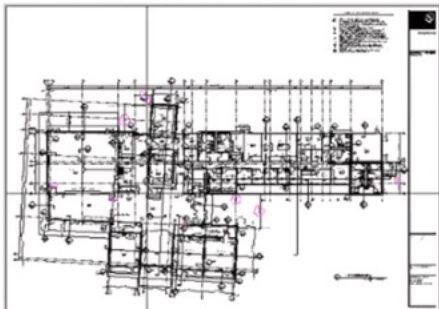
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Audubon\_Structure.rvt



A-1 - Unnamed 1 3  
Audubon\_Arch.rvt



A1-1 - FIR...OR PLAN 4 7  
Audubon\_Arch.rvt





“...BIM saves time and money. The ability to enter the 3D model helps construction teams envision exactly how to do their work and what it should look like when it’s done.”

**Eric Kelney**  
Senior Integrated  
Construction Manager



“If you can harvest the power of visualization, you can revolutionize how project teams work together, and put work in place. And that defines the future of construction.”

**John Jacobs**  
Chief Information Officer



**Austin Commercial**  
An Austin Industries Company

“Today, with schedules being slimmed and the need to get more done faster, we need to get information flowing and live with no restraints. With BIM 360... information that you used to have to wait for is now all live.”

**Clayton Walder**  
VDC Manager

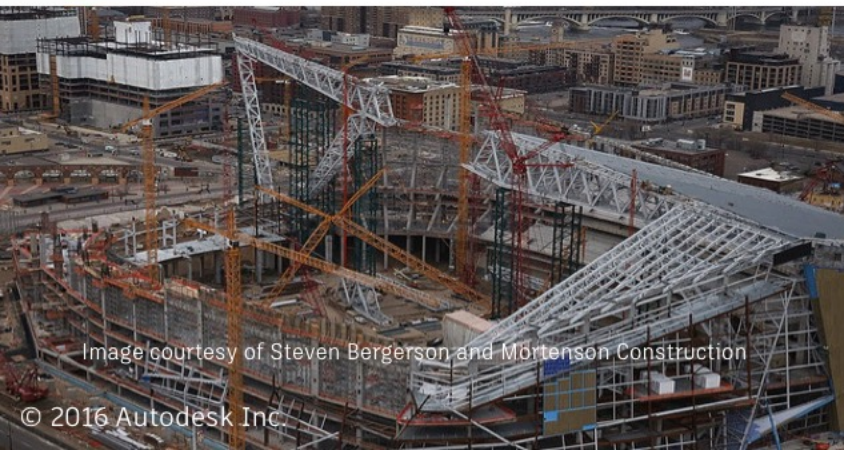


Image courtesy of Steven Bergerson and Mortenson Construction

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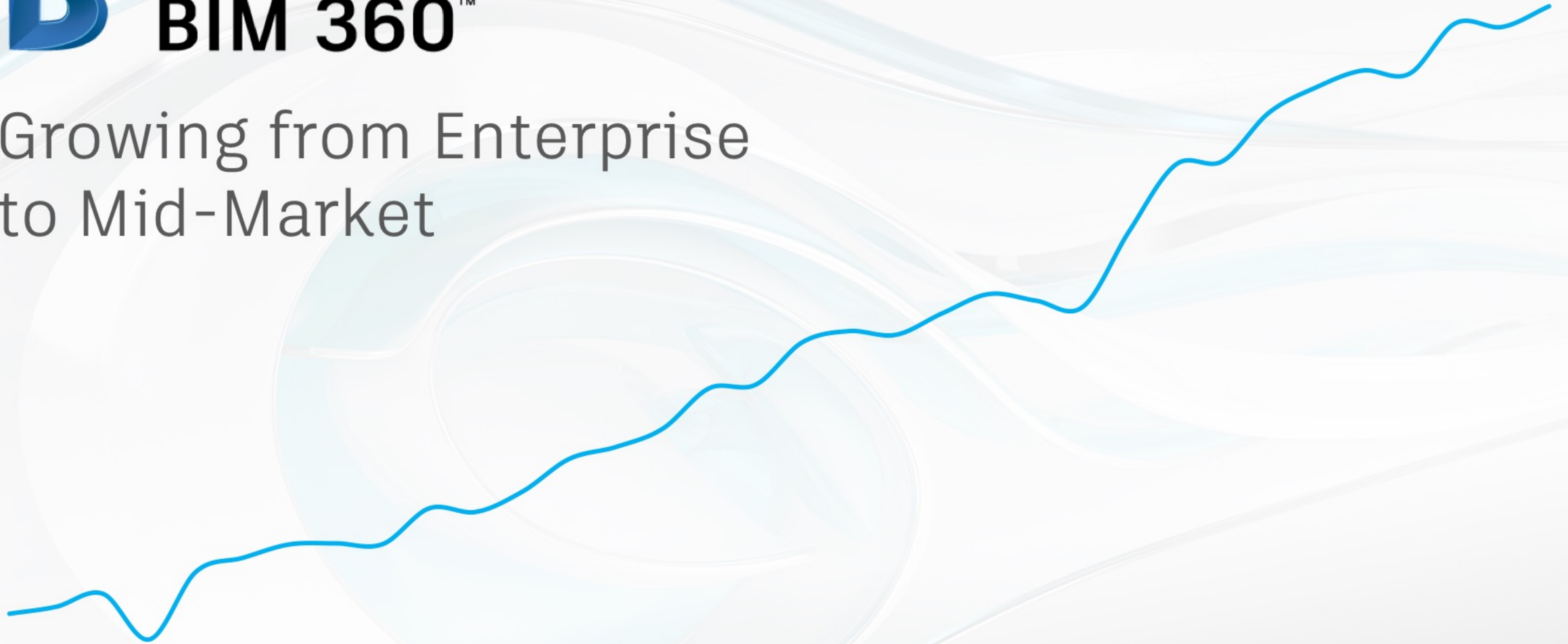






AUTODESK<sup>®</sup>  
**BIM 360<sup>™</sup>**

Growing from Enterprise  
to Mid-Market



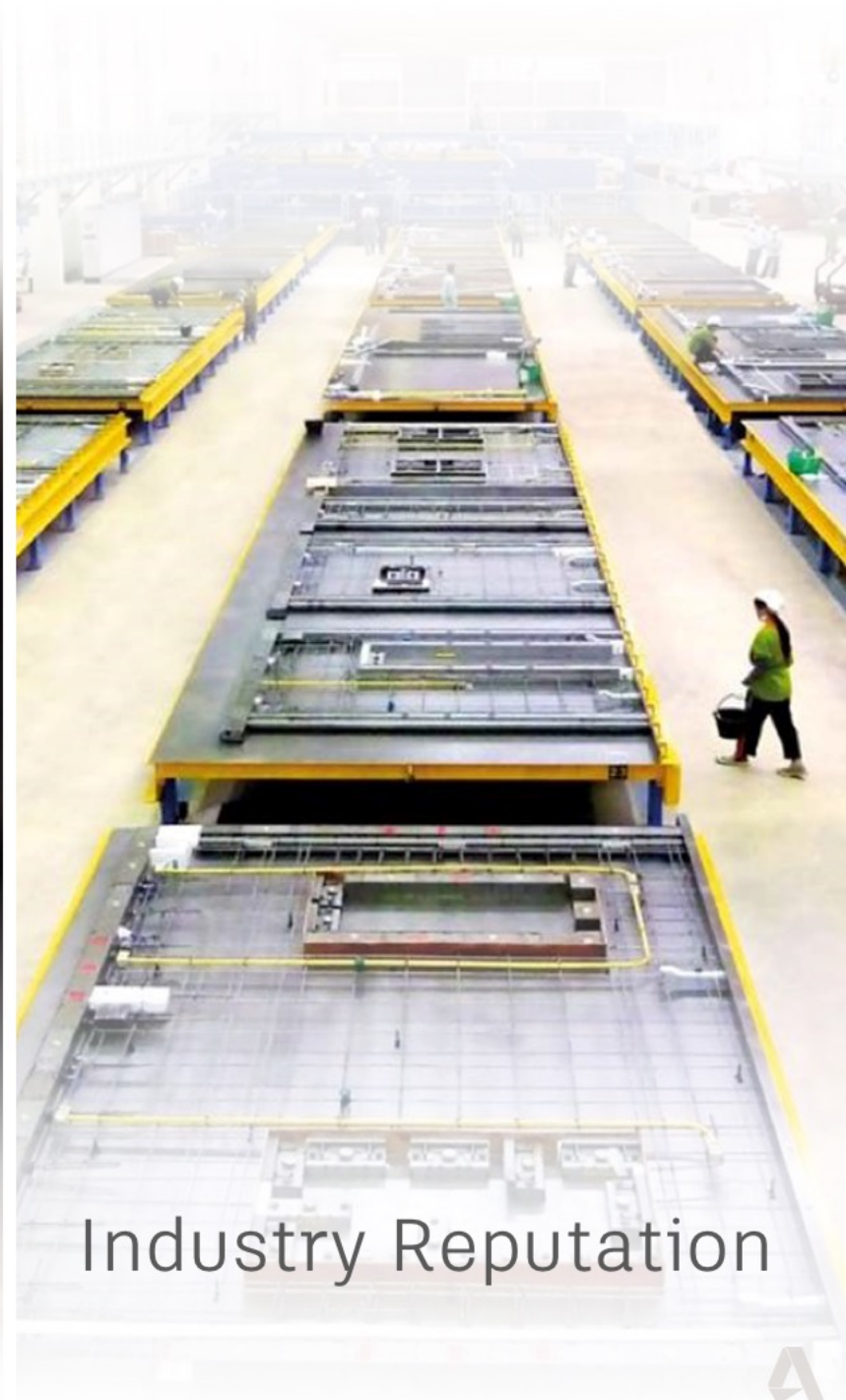
# Winning in Construction



BIM Adoption



Cloud Leadership



Industry Reputation

# Key Takeaways

- Two clear opportunities
  - Manufacturing 2.0
  - Construction
- Cloud gives Autodesk the advantage
- Building momentum & poised to win



