

# 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 first fiscal quarter and fiscal year 2020; 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 ARR, ARPS, subscriptions, billings, revenue, deferred revenue, margins and cash flow growth; difficulty in predicting those financial and performance metrics; failure to maintain spend management; 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 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

MARCH 28, 2019

# Entering the Growth Phase

Andrew Anagnost

President & CEO | @andrew\_anagnost





FIVE YEARS



FIVE OUTCOMES





# DESIGN & MAKE







# CONSUMPTION

An aerial photograph of a city built on a hillside, overlooking a river. A large, blue steel truss bridge spans the river, with a modern high-speed train crossing it. The city features numerous buildings with red-tiled roofs and a prominent stone wall on the right. The sky is bright and slightly hazy.

**MORE**  
IS INEVITABLE





LESS

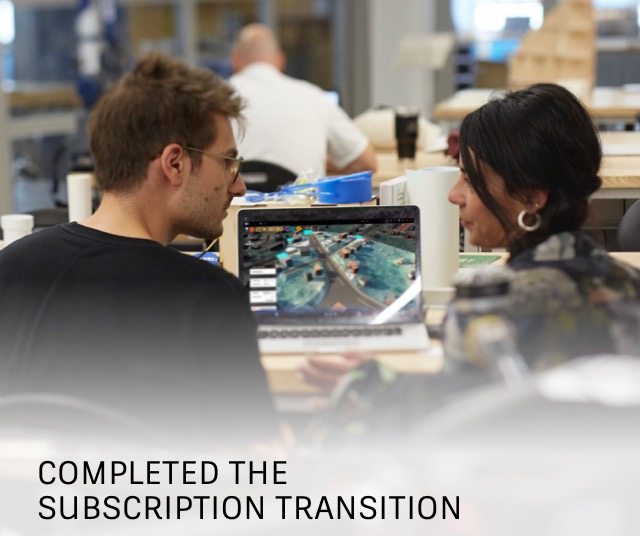
IS A REALITY



An aerial photograph of a city built on a hillside, overlooking a river. A large, light blue steel truss bridge spans the river. A yellow and blue train is crossing the bridge. The city features numerous buildings with red-tiled roofs and several churches with domes and spires. The sky is bright and slightly hazy.

# THE OPPORTUNITY OF **BETTER**

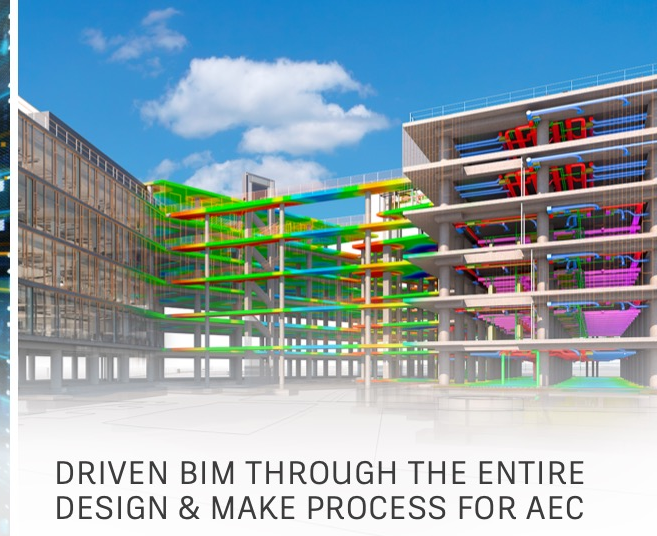




COMPLETED THE  
SUBSCRIPTION TRANSITION



DIGITIZED  
THE COMPANY



DRIVEN BIM THROUGH THE ENTIRE  
DESIGN & MAKE PROCESS FOR AEC

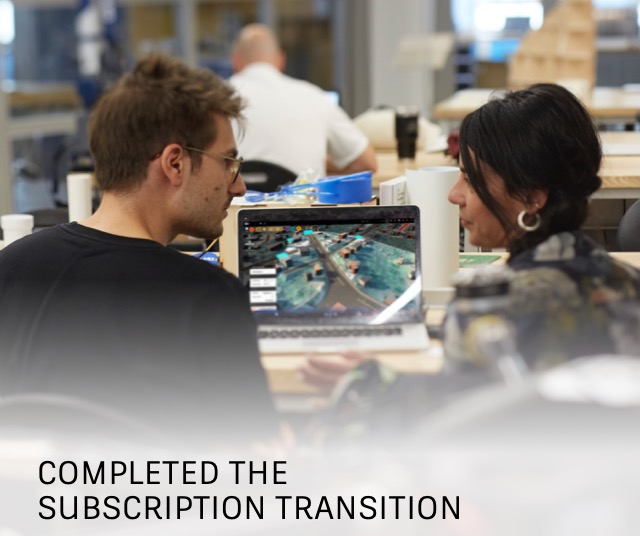


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FOR MANUFACTURABILITY IN MANUFACTURING



CONVERGED CONSTRUCTION AND  
MANUFACTURING TO A NEW PARADIGM

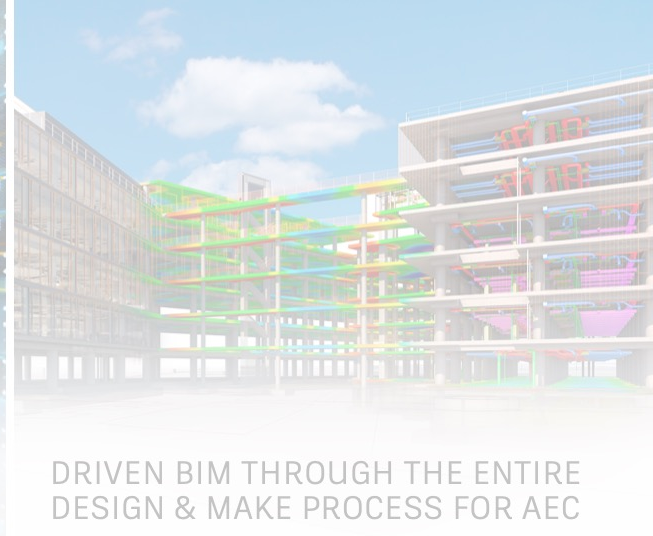




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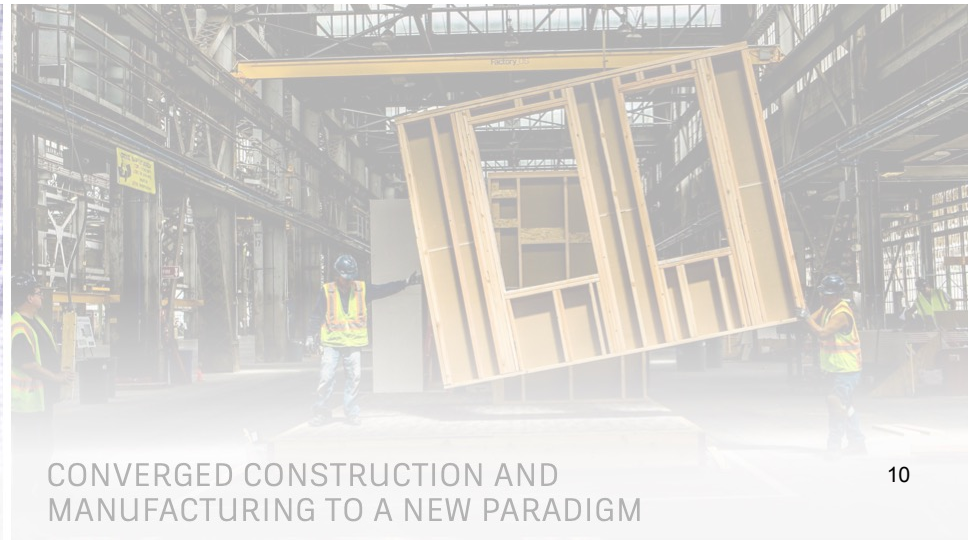
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# FY19: A Year of Execution & Milestones

34%

ARR GROWTH Y/Y

4.3M

TOTAL SUBSCRIPTIONS

\$2.6B

TOTAL REVENUE

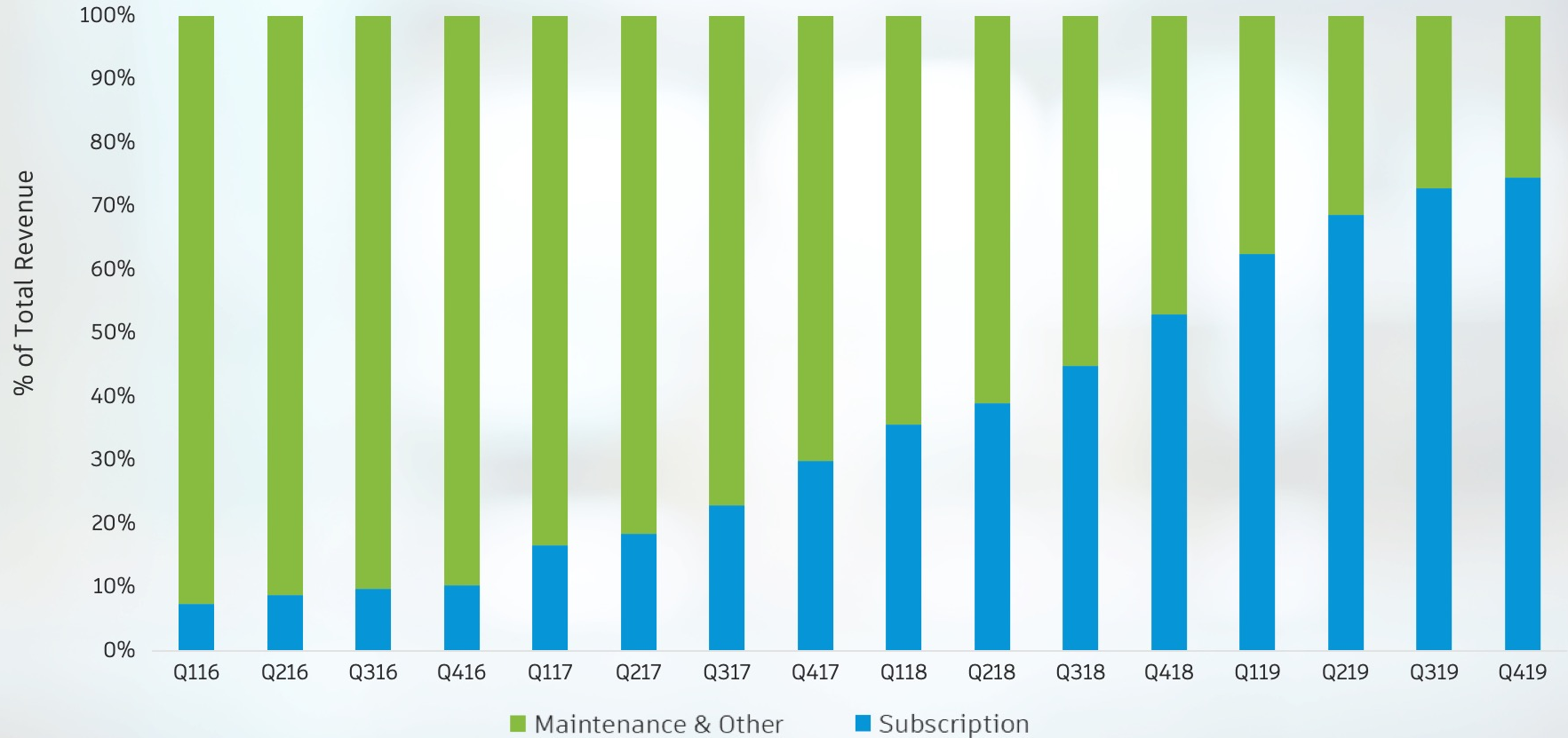
95%

RECURRING REVENUE

\$310M

FREE CASH FLOW

# Subscription Revenue Represents 75% of Total

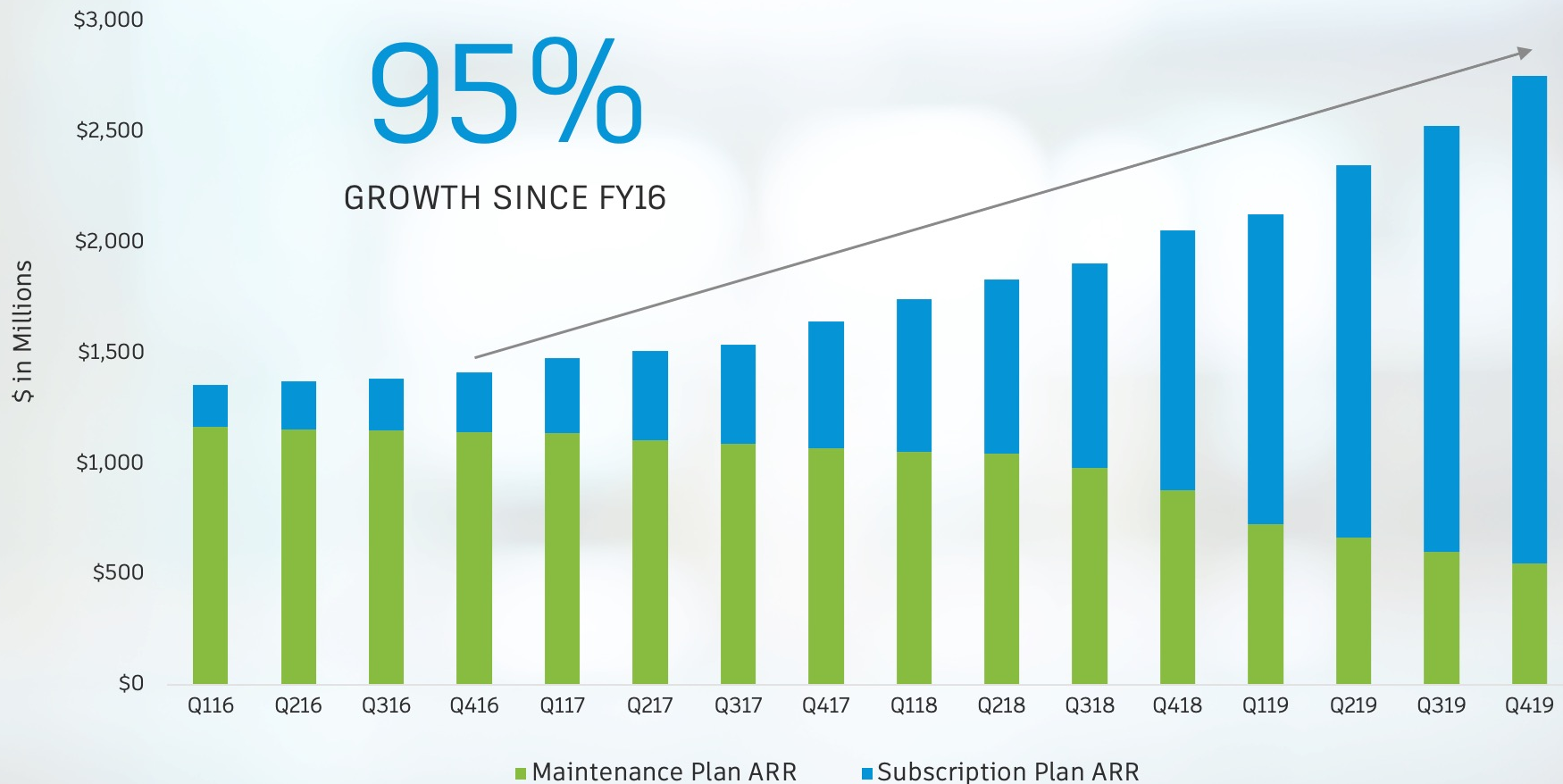




# Total ARR Continues to Grow Rapidly

95%

GROWTH SINCE FY16



# Positioned to Achieve FY20 Free Cash Flow Goal



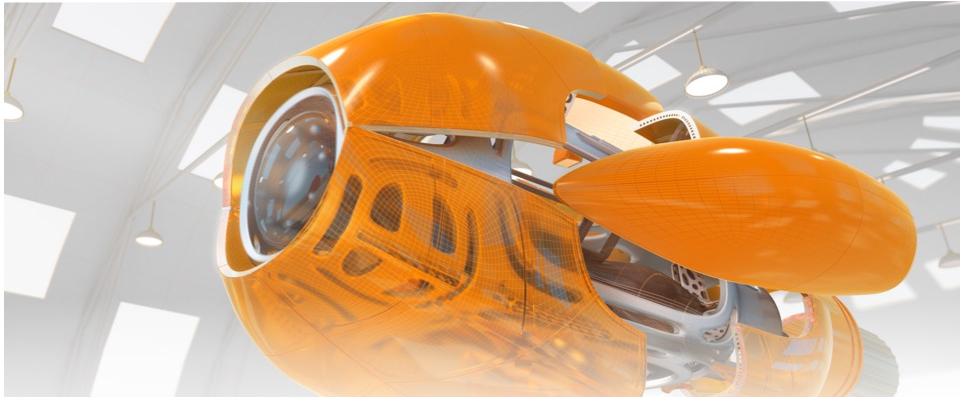
# More Value with Autodesk Subscription



**AUTODESK® ARCHITECTURE,  
ENGINEERING & CONSTRUCTION  
COLLECTION**



**AUTODESK®  
MEDIA & ENTERTAINMENT  
COLLECTION**



**AUTODESK® PRODUCT  
DESIGN & MANUFACTURING  
COLLECTION**



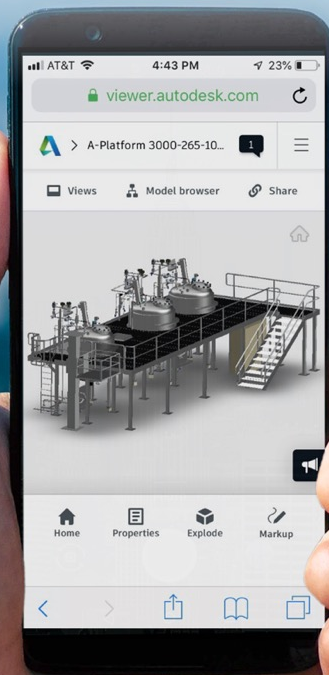
# Subscribers Can Share Any Time on Any Device

**M** AUTODESK® MOLDFLOW®

**P** AUTODESK® POWERMILL®

**V** AUTODESK® VRED™

**3** AUTODESK® 3DS MAX®



**I** AUTODESK® INVENTOR®

**V** AUTODESK® VAULT

**A** AUTODESK® AUTOCAD®

**A** AUTODESK® CIVIL 3D®

**I** AUTODESK® INFRAWORKS®

# Continuous Updates



# Multi-Platform AutoCAD





~100%

GROWTH IN COLLECTION SUBSCRIPTIONS Y/Y

**\$1.35B**

FREE CASH FLOW IN FY20E



# More Active Users than Subscriptions Today

**4M** Subscriptions

**18M** Active Users



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SUBSCRIPTION TRANSITION



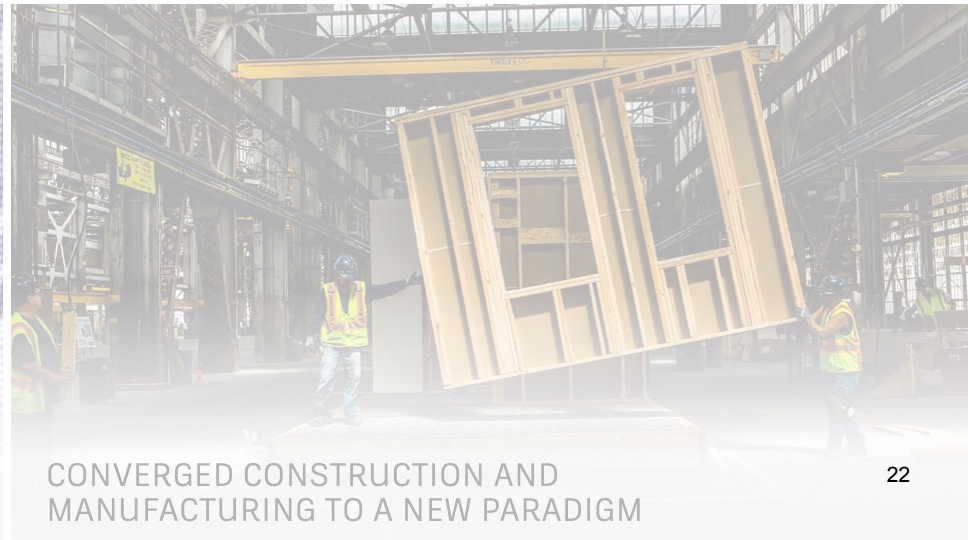
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CONVERGED CONSTRUCTION AND  
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4X

E-COMMERCE SALES GROWTH FY17-FY19

# Personalized User Management: Identity Based

User Management

All users (18) 🔍 ☰ 👤





 <b>Alexandra Wilson</b> au_user_14@ssttest.net Secondary admin	 <b>Carol Kelly</b> au_user_4@ssttest.net	 <b>Claire Paige</b> au_user_10@ssttest.net
 <b>Clifford Austin</b> clcau@ssttest.net Primary admin	 <b>Edward Hemmings</b> au_user_6@ssttest.net Secondary admin	 <b>Ian Roberts</b> au_user_13@ssttest.net Secondary admin

📦 👤

FEEDBACK

User Management

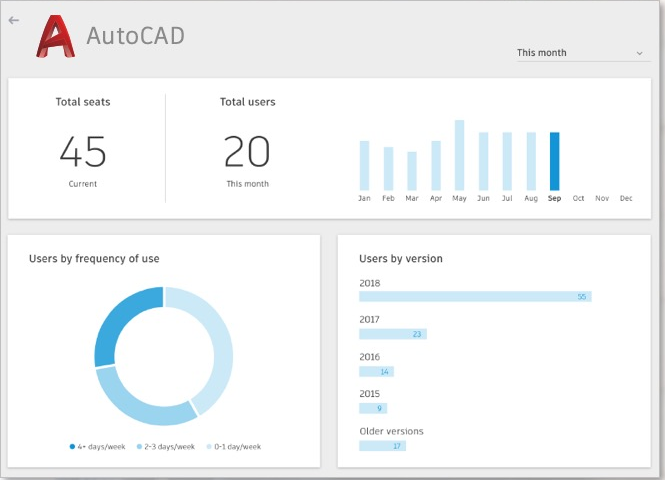
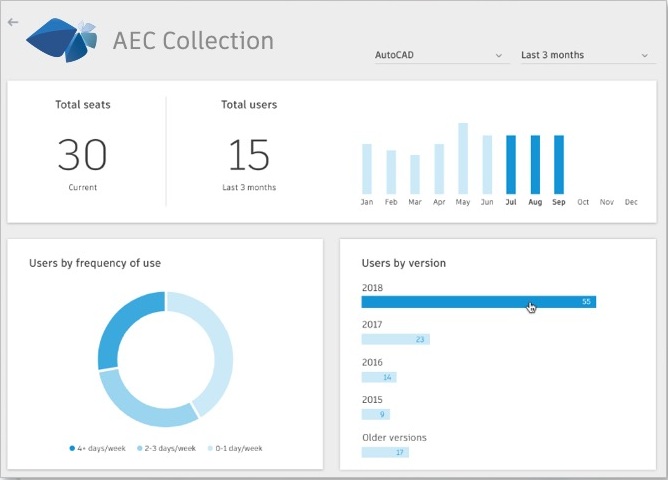
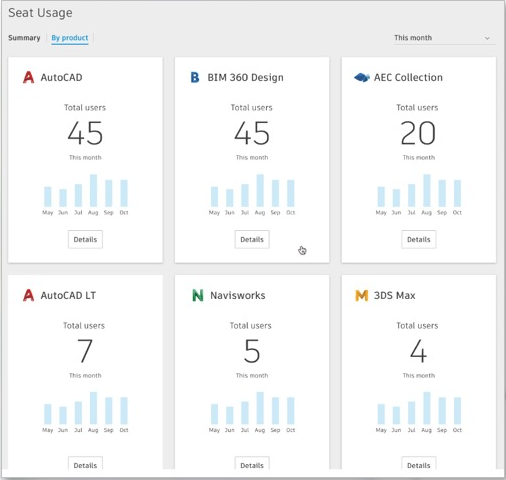
All products (4) 🔍 ☰

 <b>3dsMax</b>  4 seats available 7 users added	 <b>AEC Collection</b>  0 seats available 2 users added	 <b>AutoCAD LT</b>  0 seats available 1 user added
 <b>Revit</b>  1 seat available 2 users added		


FEEDBACK



# Greater Insight for Customers: Understanding Use



# Greater Insight for Autodesk: Non-Paying Users



00:30

## Oops! The AutoCAD license you're using is not valid.

Don't risk losing access to AutoCAD or your work.

Let's fix this, fast.

GET GENUINE SOFTWARE NOW >

Think you received this message by mistake?  
[Learn more](#)




Image courtesy of Raiden Rising

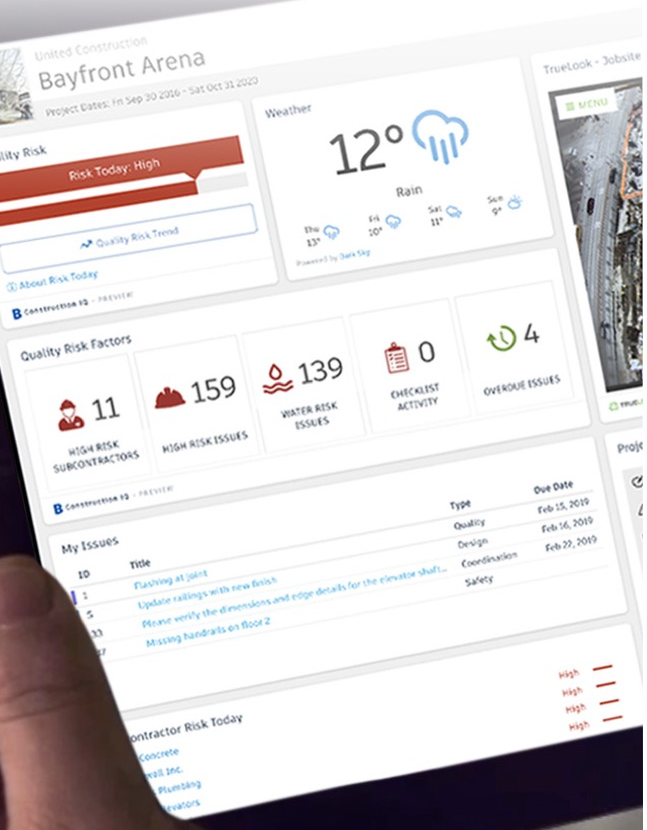
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# Unifying Our Data Platform for Greater Insights and Automation



# Robust Platforms are Becoming Inexpensive and Ubiquitous (Data, Machine Learning, AR/VR)







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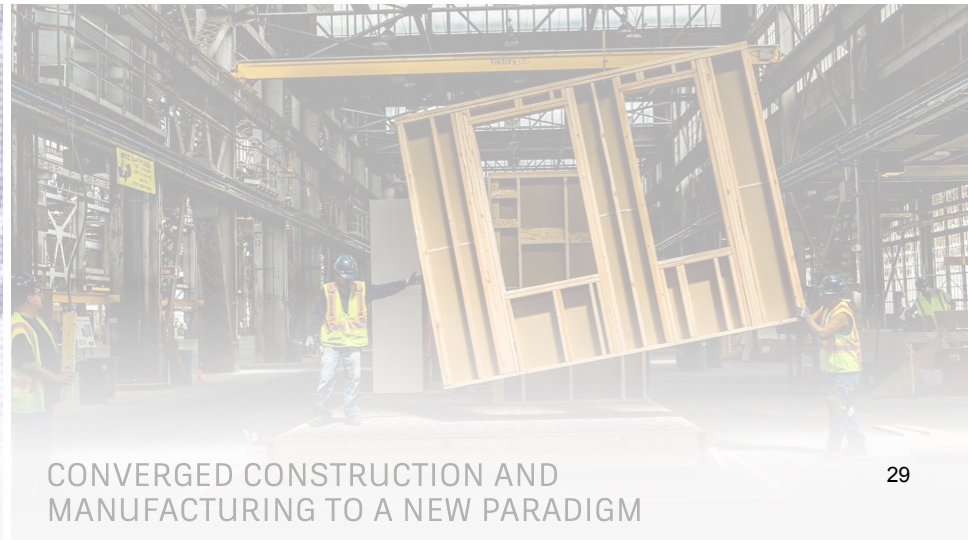
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CONVERGED CONSTRUCTION AND  
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28%

GROWTH IN REVIT  
MONTHLY ACTIVE USERS Y/Y

~ 80%

GROWTH IN BIM 360  
MONTHLY ACTIVE USERS Y/Y



# BIM Mandate Momentum



# Revit Represents Over 85% of BIM Jobs

## The 20 hottest job skills in 2019 that will get you hired

PUBLISHED TUE, FEB 12 2019 • 10:31 AM EST

10. Invision
11. Employee training
12. Kubernetes
13. OAuth
14. **Autodesk Revit**
15. App store optimization
16. App usability analysis
17. Vue.js framework
18. Learning Management Solution consulting
19. 3D scanning
20. React.js framework

**upwork**

**AUTODESK REVIT  
RANKS #14**

LinkedIn search results for 'Revit' in Worldwide. The top result is 'Revit (Arch)/BIM Technician' at Foster + Partners in London, United Kingdom. The job description mentions 'The Design Systems Technician is a key role to support the BIM & Design Systems Coordinator(s) including assisting to produce...'. Other results include 'AutoCAD/Revit Design Technician - Design/Build' at Ameresco and 'Project Architect | Revit' at DAVRON LLC.

Monster job search results for 'Revit'. The top result is 'Revit Designer' at Emcor in Martinez, CA. Other results include 'Revit CAD Designer' at Job Juncture in Saint Paul, MN, 'Electrical Designer Revit' at Davron, LLC in Charlotte, NC, and 'Revit Low Voltage Designer/Drafter' at Matrix Resources in Minneapolis, MN.

Glassdoor job search results for 'Revit'. The top result is 'Commercial Architects w/ Revit' at Peloros in San Francisco, CA, with a 4.9 rating. Other results include 'Senior Architectural Revit Modeler' at Carlyn and Company in Great Falls, VA, and 'Structural Design Engineer' at TowerPinkster in Kalamazoo, MI.



U.S. General Services Administration

GSA BIM Guidelines for  
Revit: Data Submittal

# Establishing Leadership in Construction



assemble



**PlanGrid**



**BUILDINGCONNECTED**



# Establishing Leadership in Construction



AUTODESK® **REVIT**®



AUTODESK® **BIM 360**™



assemble



**PlanGrid**



**BUILDINGCONNECTED**

# Digital Transformation is an Imperative for the Entire AEC Industry



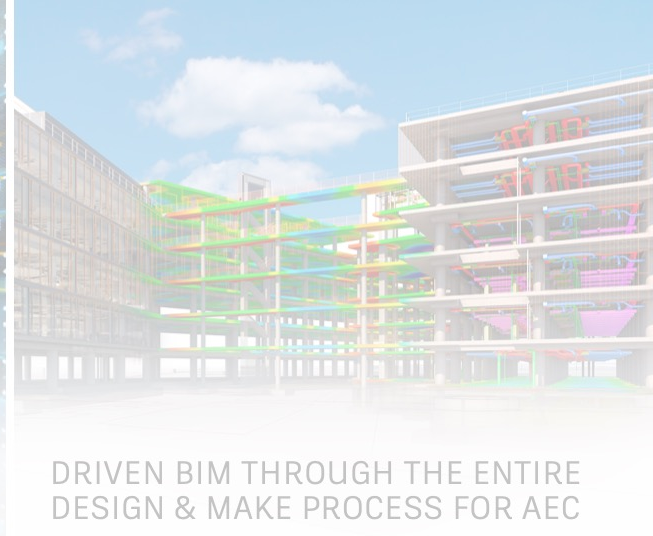




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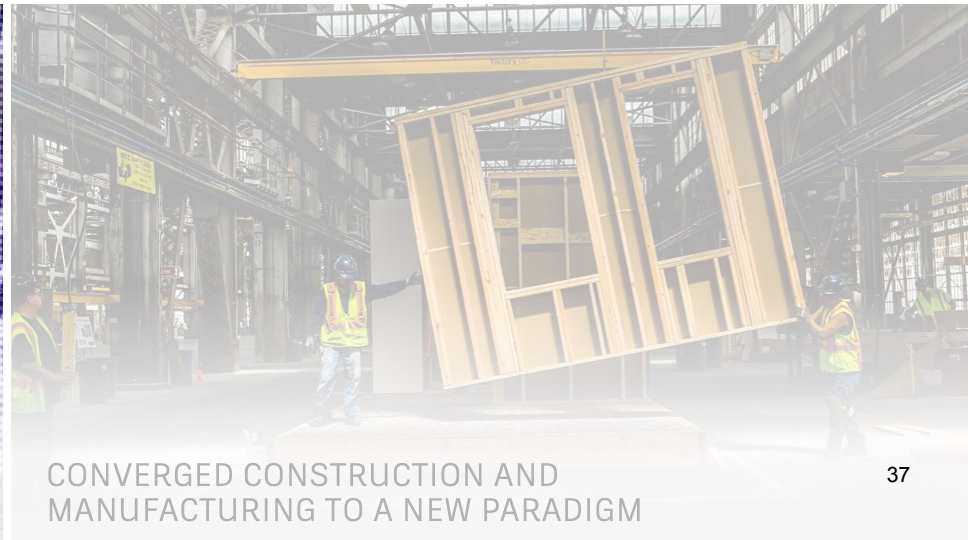
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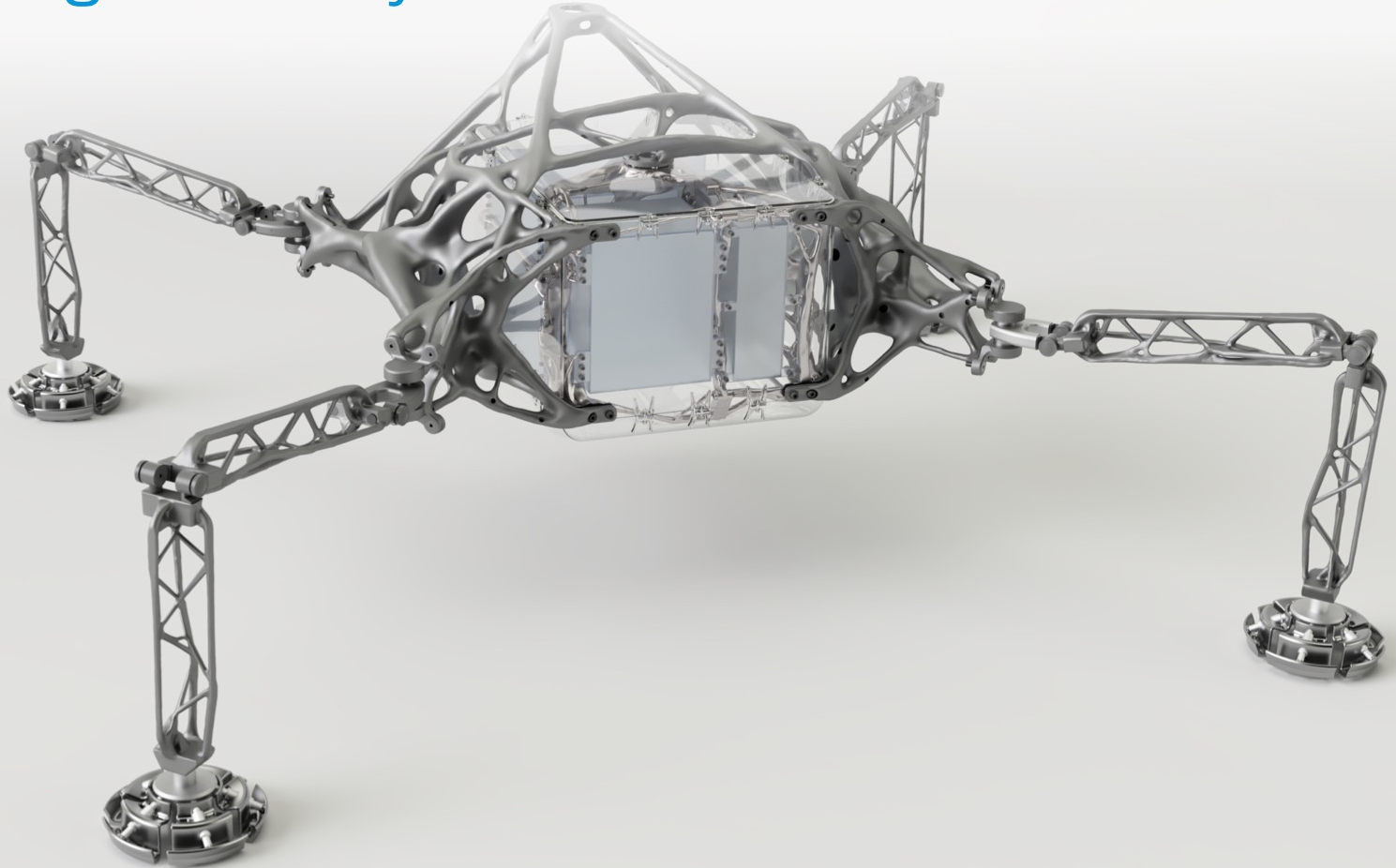
CONVERGED CONSTRUCTION AND  
MANUFACTURING TO A NEW PARADIGM



# Driving Innovation on Parts & Assemblies



# Optimizing Entire Systems





# Enabling Innovation in Traditional Industries



CLAUDIUS PETERS



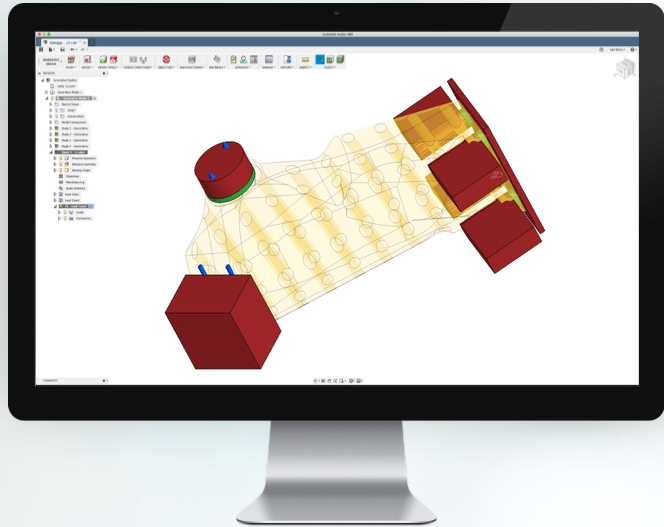
~ 40%

GROWTH IN FUSION 360  
MONTHLY ACTIVE USERS Y/Y

~360K

FUSION 360 MONTHLY ACTIVE USERS

# Generative Design is Driving a Convergence of Design and Make Decisions



UNCONSTRAINED



ADDITIVE



CAST



5-AXIS CNC



3-AXIS CNC



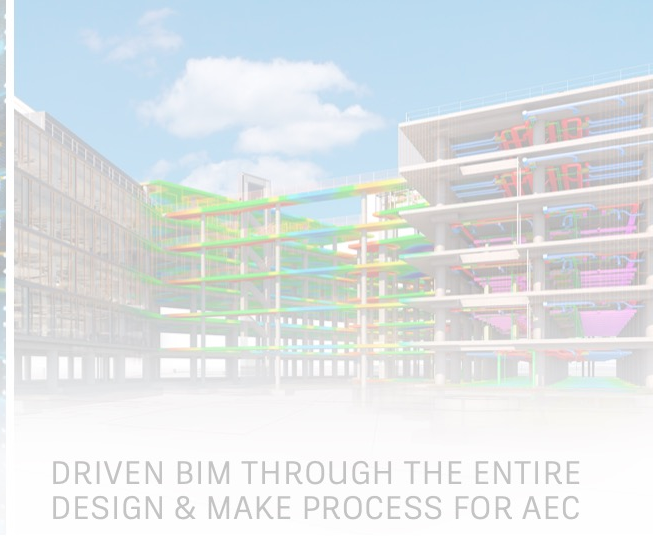




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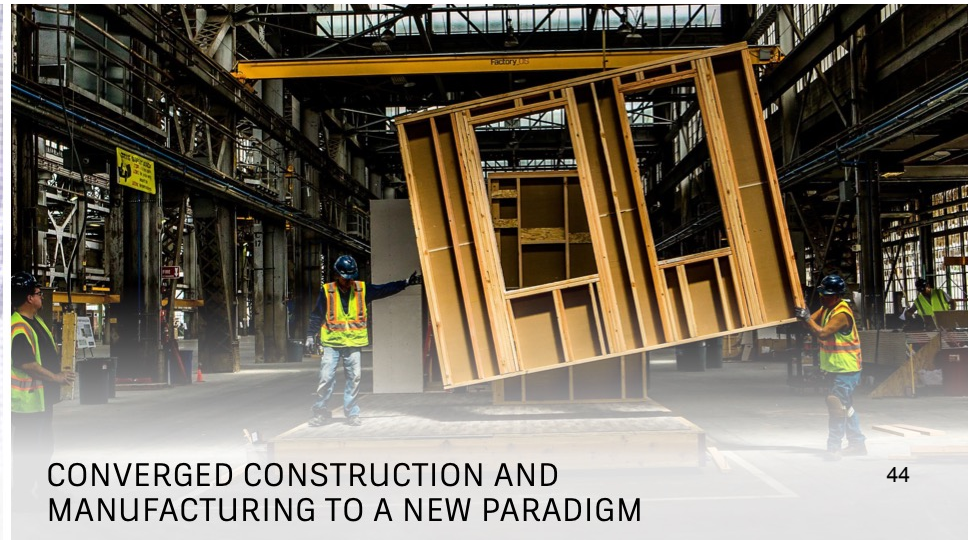
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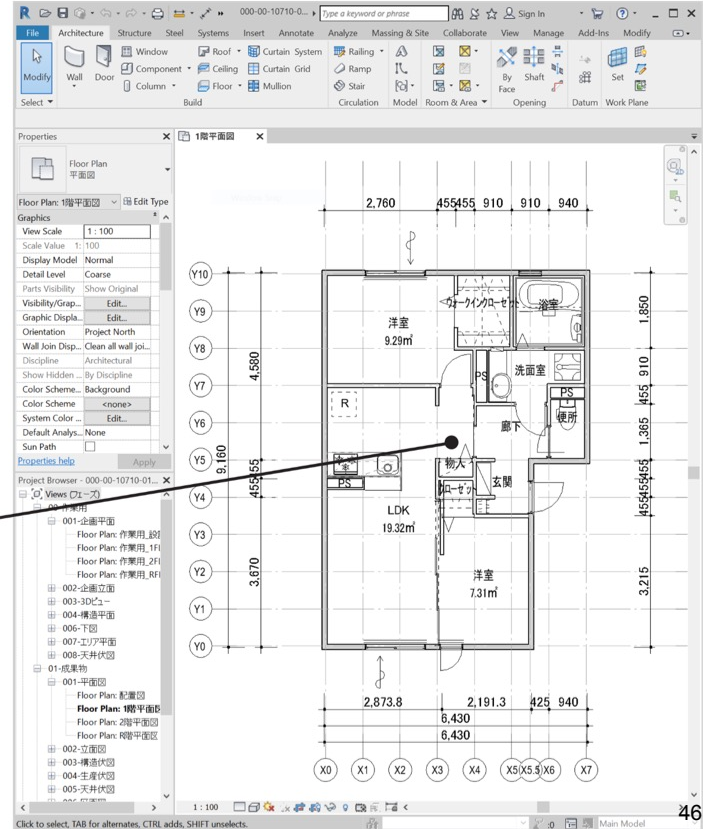
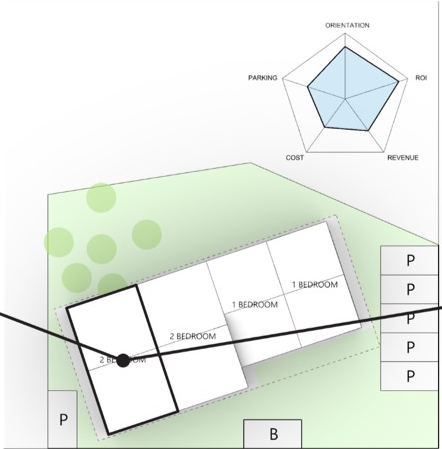
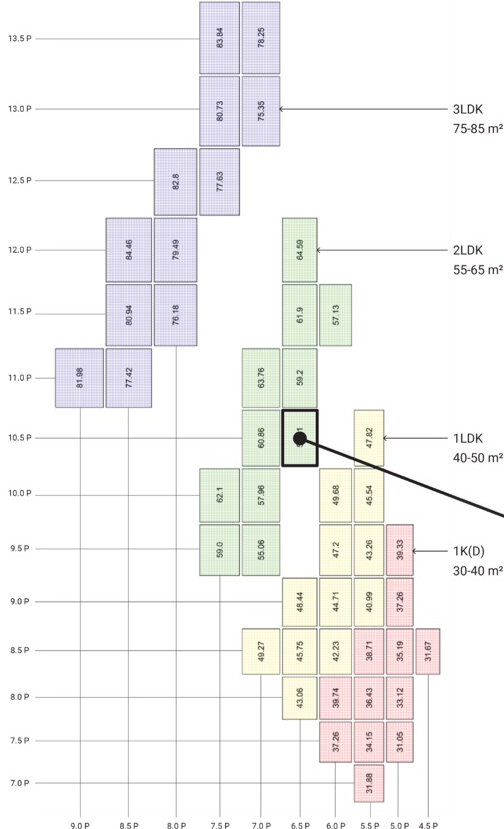




Daiwa House



# Configuring Buildings Like Configuring Products







Factory\_OS™





20%

LESS EXPENSIVE

40%

LESS TIME

40%

LESS WASTE

# Accelerating Growth in Industrialized Construction

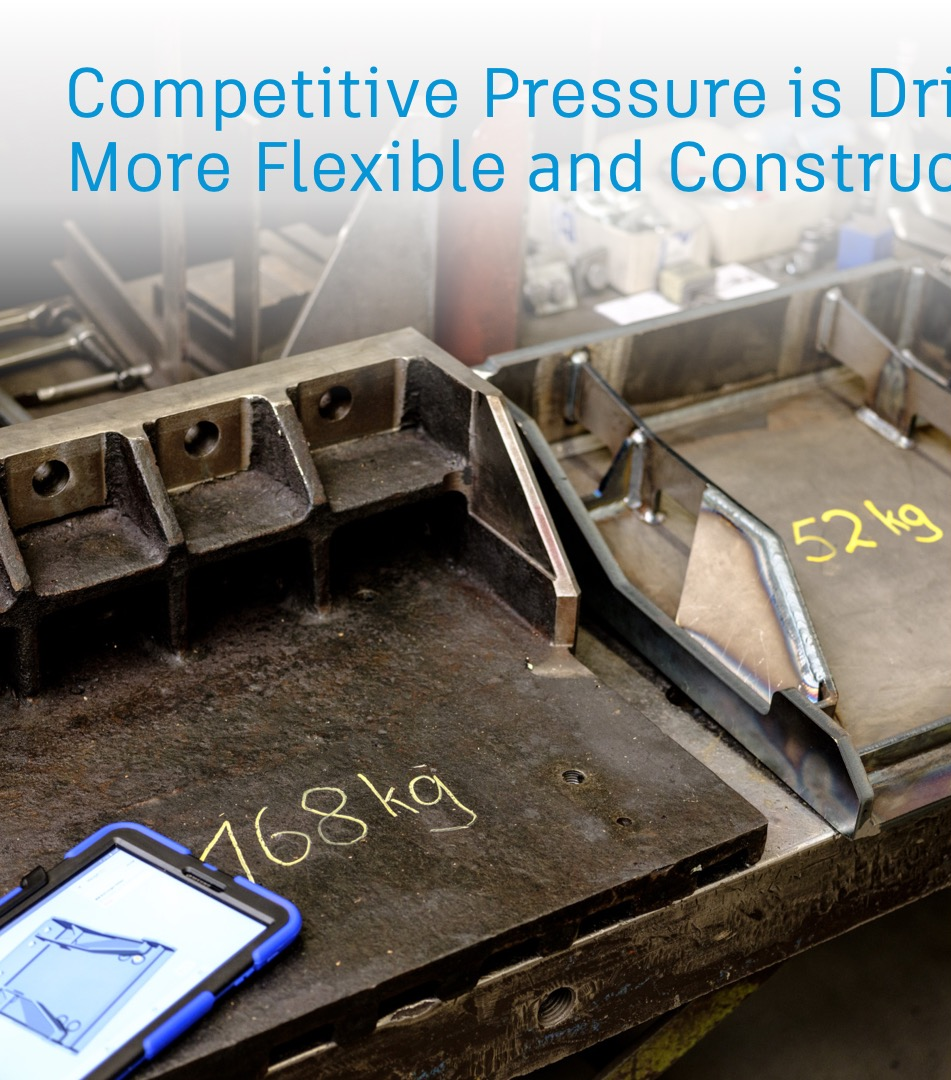




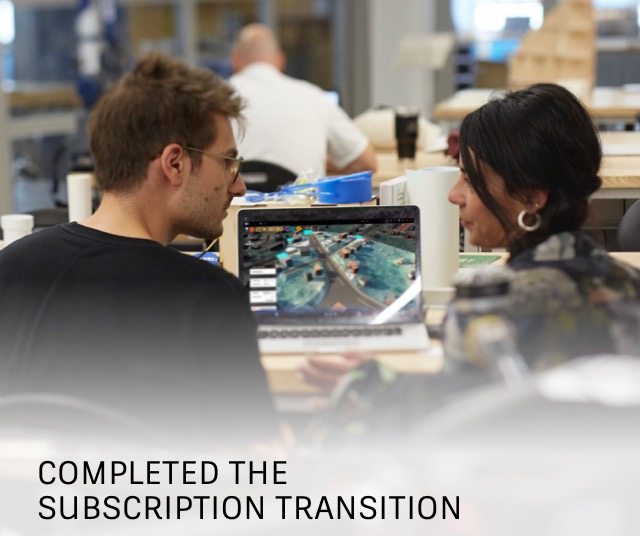
# Helping Manufacturers Customize More Products



# Competitive Pressure is Driving Manufacturing to be More Flexible and Construction to be More Predictable



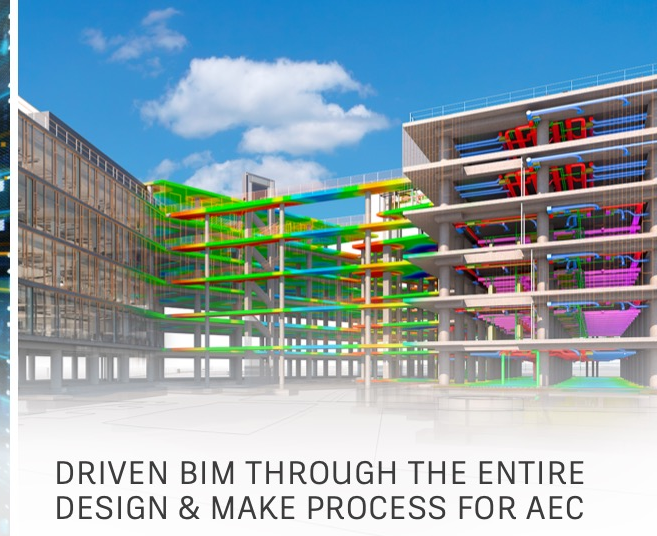




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# Five Business Drivers

- 4M subscriptions out of 18M active users
- Robust platforms are becoming inexpensive and ubiquitous (data, machine learning, AR/VR)
- Digital transformation is an imperative for the entire AEC Industry
- Generative design is going to drive a convergence of design and make decisions
- Competitive pressure is driving manufacturing to be more flexible and construction to be more predictable



# ONLY AUTODESK



# DESIGN & MAKE



# Autodesk Investor Day 2019



**Lisa Campbell, CMO**  
**Business Strategy & Marketing**  
Growth Opportunities in  
Construction and Manufacturing



**Scott Reese, SVP**  
**Manufacturing, Cloud, and Production Products**  
Future of Manufacturing and Cloud



**Amy Bunszel, SVP**  
**Design & Creation Products**  
Core Innovations to Accelerate Growth



**Steve Blum, SVP**  
**Worldwide Field Operations**  
Delivering ARR Growth



**Jim Lynch, VP & GM**  
**Autodesk Construction Solutions**  
Positioned to Win; The Future of  
Construction



**Scott Herren, CFO**  
**Finance**  
Building Sustainable Growth





**AUTODESK®**

Make anything™