

# 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

# The Growth Opportunity in Manufacturing

Scott Reese

Senior Vice President, Manufacturing, Cloud, & Production



A background image of industrial machinery, possibly a CNC machine, with a yellow warning sign featuring a person being struck by a falling object. The image is faded and serves as a backdrop for the text.

\$33B

DESIGN AND MANUFACTURING  
TAM THROUGH FY25

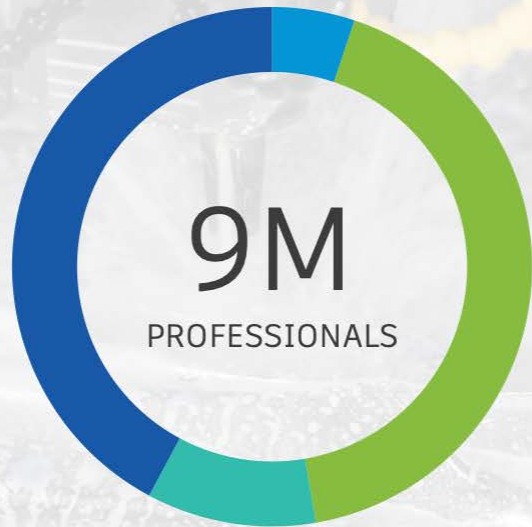
A background image of a woman with long dark hair, wearing a dark patterned sweater, sitting at a desk. She is looking down at a tablet or laptop, with her hands clasped. There are papers and a white bowl on the desk. The image is faded and serves as a backdrop for the text.

29M

DESIGN AND MANUFACTURING  
PROFESSIONALS

# \$19B

## Design TAM



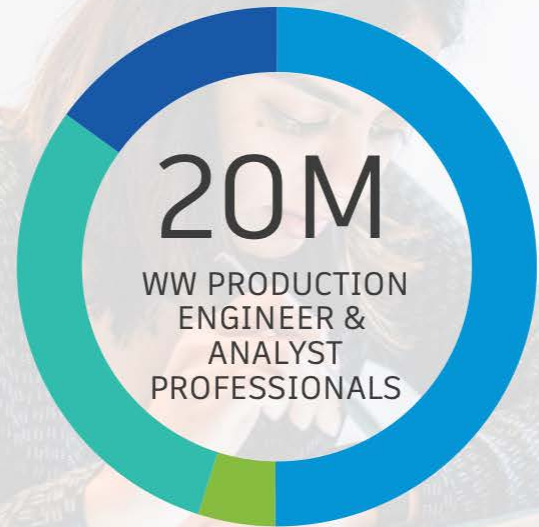
# 9M

### PROFESSIONALS

- Drafters
- Mechanical Engineers
- Electrical Engineers
- Other

# \$14B

## Manufacturing TAM



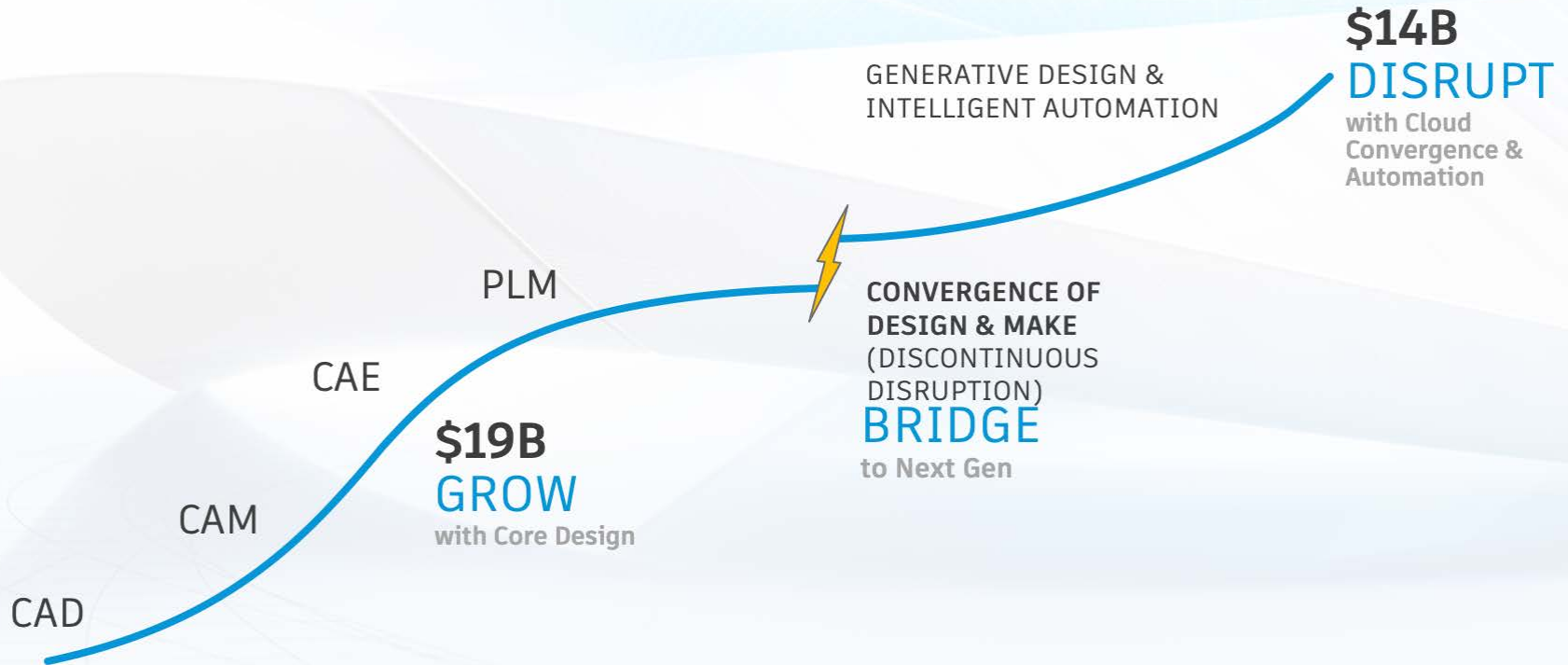
# 20M

### WW PRODUCTION ENGINEER & ANALYST PROFESSIONALS

- Tool Makers, Setters, & Operators
- Production & Plant Operators
- Manufacturing Managers
- Manufacturing Supervisors



# Discontinuous Disruption Powers Opportunity



# Grow With Core





# BASF GROWS WITH CORE

**I** INVENTOR™

**A** AUTOCAD™

**M** MOLDFLOW™

**N** NETFABB™

# AND INNOVATES WITH FUSION 360



Generative  
Design



Augmented  
Reality



Collaboration

# Grow With Core



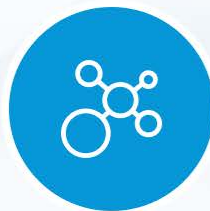


# Market is Poised for Disruption

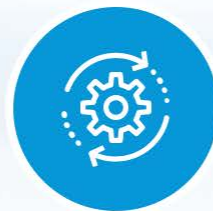
GENERATIVE DESIGN &  
INTELLIGENT AUTOMATION



 **AUTODESK® FUSION 360™**



Converge



Automate



Digitize



PRODUCTS ARE  
GETTING SMARTER



PROCESSES ARE  
DIGITIZING



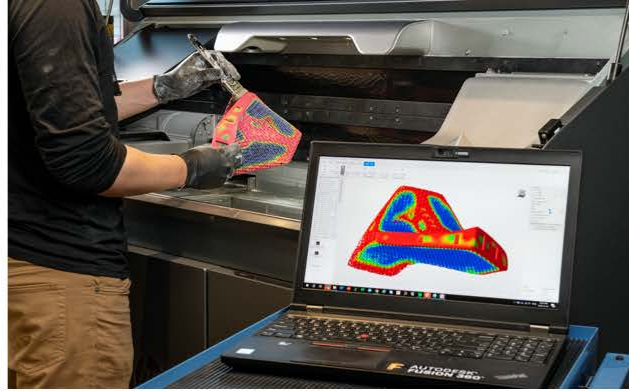
SUPPLY CHAINS ARE  
REORGANIZING



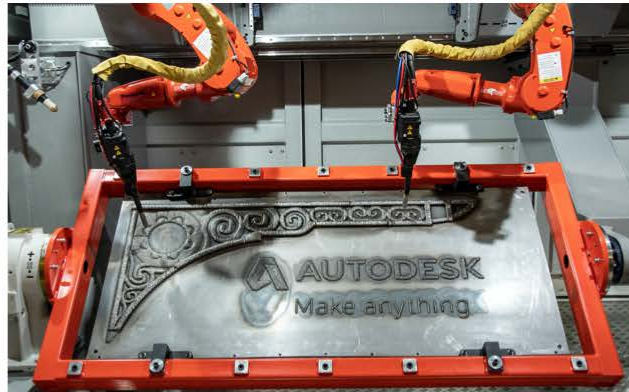
# PRODUCTS ARE GETTING SMARTER







# PROCESSES ARE DIGITIZING







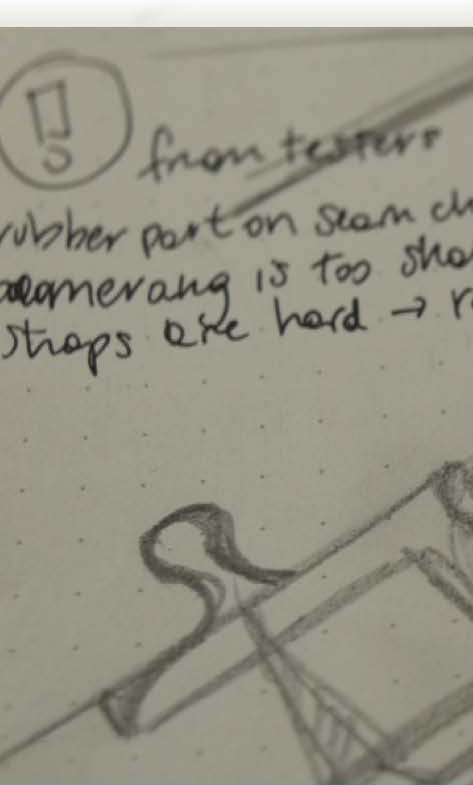
MANUFACTURING WILL LOOK  
LESS LIKE THIS



AND  
MORE LIKE THIS



# Traditional Process



CONCEPT



ENGINEERING

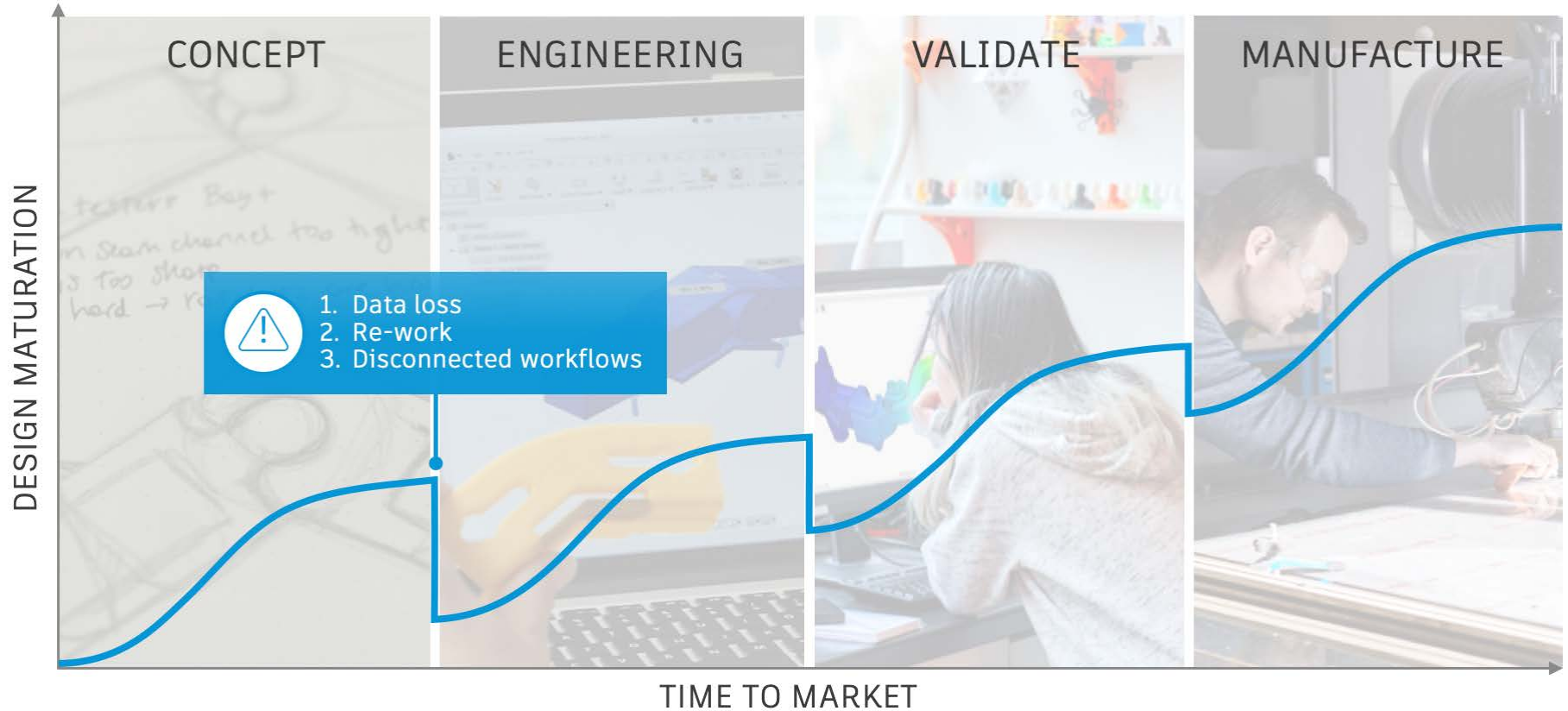


VALIDATE

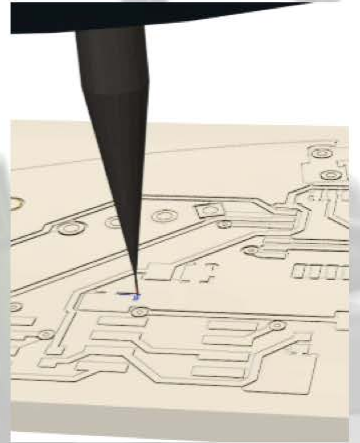
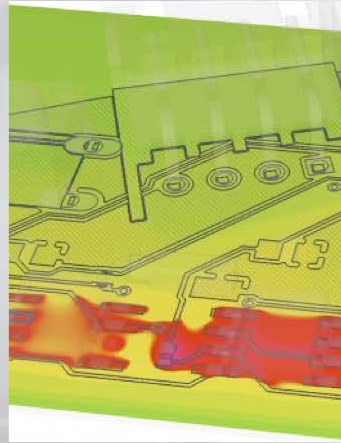
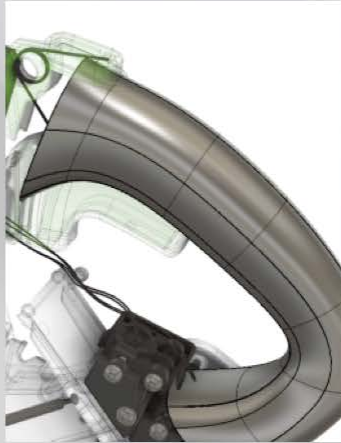


MANUFACTURE

# Traditional Process is Inefficient



# Fusion 360 Converges Design and Make



DESIGN



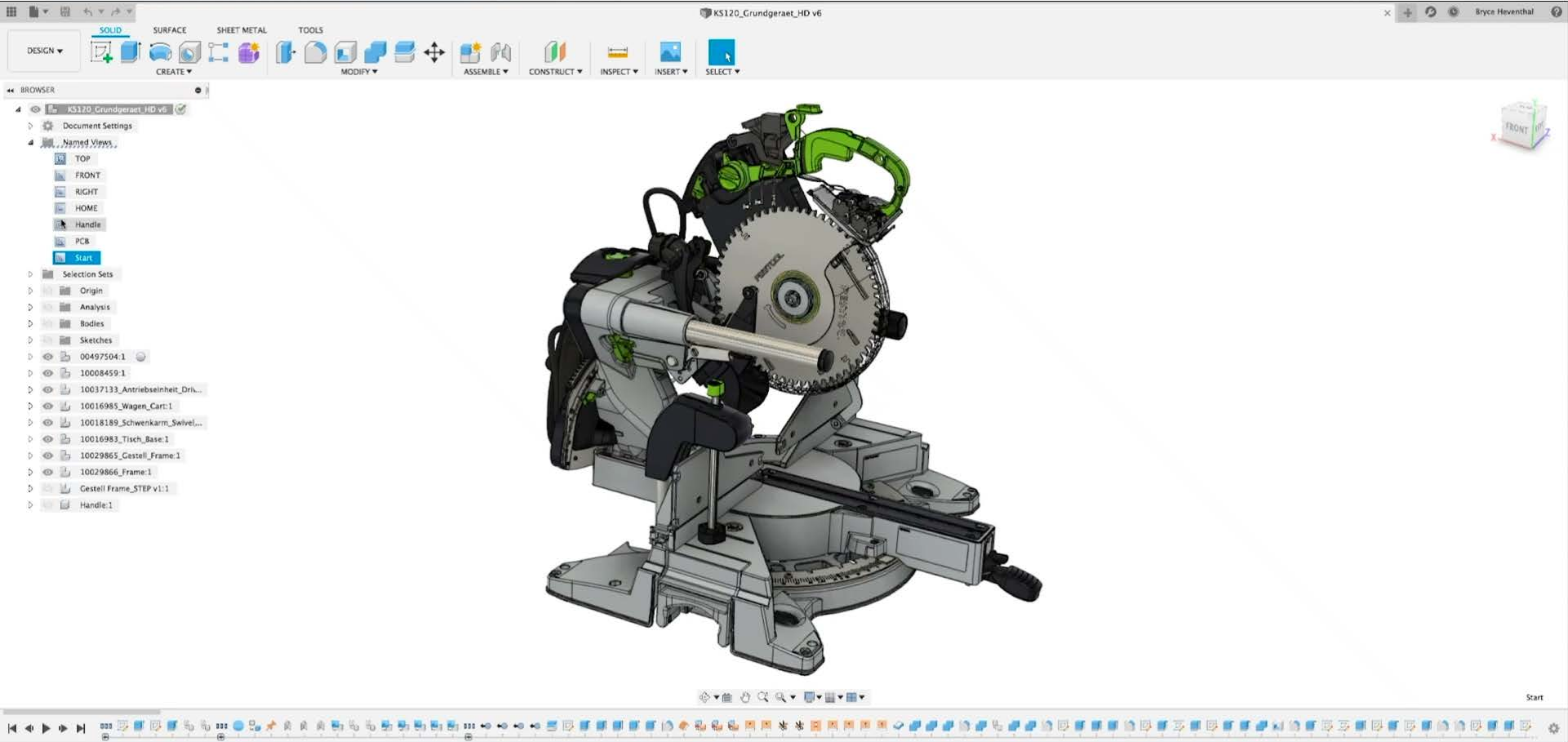
MAKE



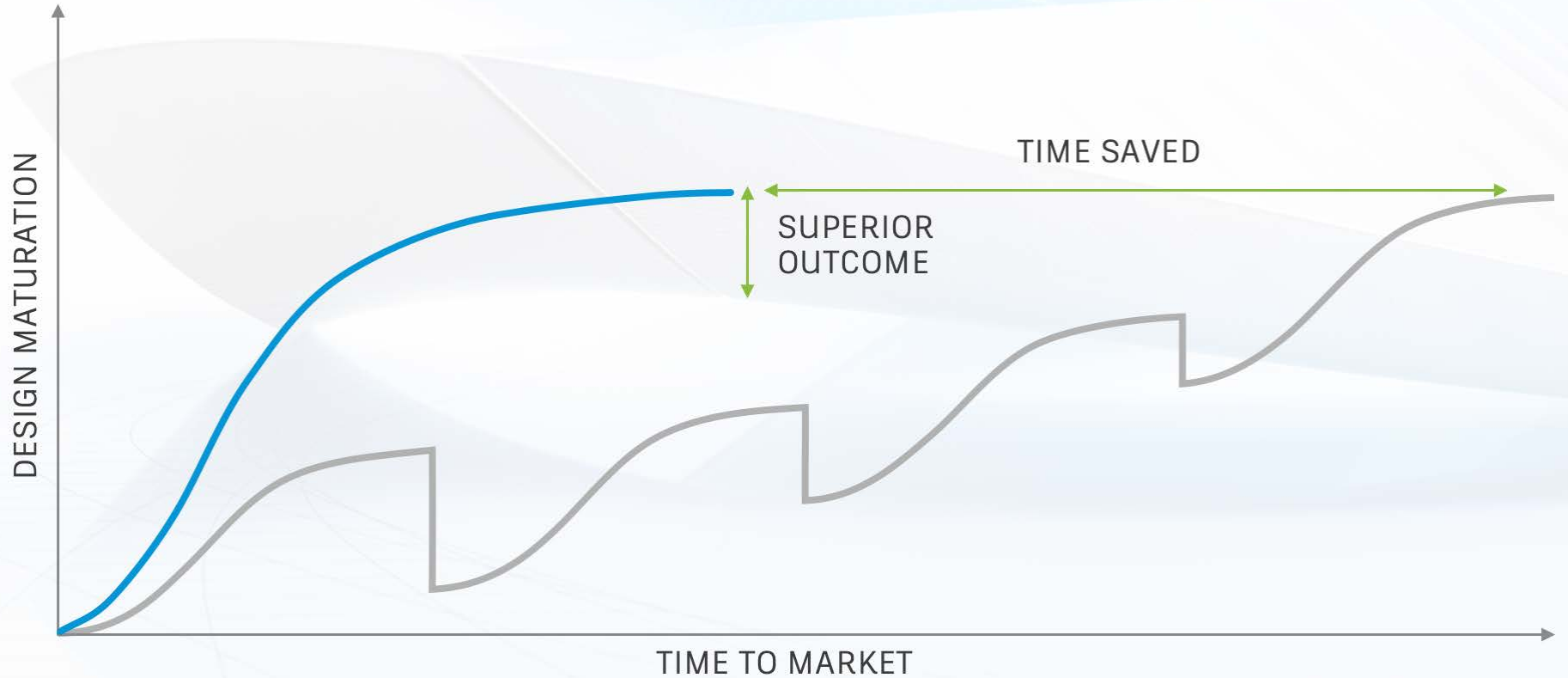


CONVERGENCE OF DESIGN & MANUFACTURING

# CONVERGE



# Better Products to Market Faster





CONVERGENCE OF DESIGN & MANUFACTURING

# AUTOMATE



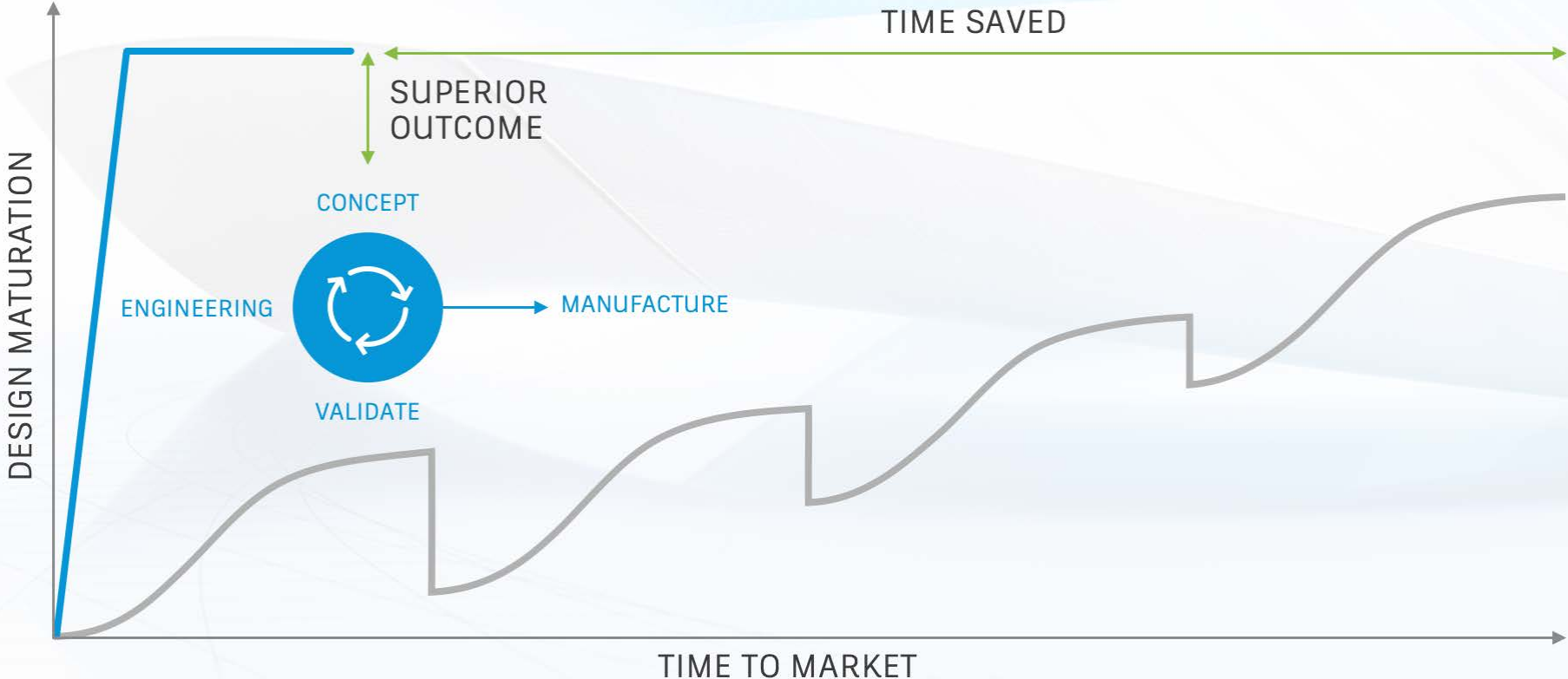


- BROWSER
- Assembly\_R v3
    - Document Settings
    - Named Views
    - Origin
    - 10007801\_Schmiege\_Bevel:1
    - 10008459:1
    - 10037133\_Antriebseinheit\_Dri...
    - 10016985\_Wagen\_Cart:1
    - 10018189\_Schwenkarm\_Swivel...
    - 10016983\_Tisch\_Base:1
    - 10029865\_Gestell\_Frame:1
    - 10029866\_Frame:1
    - 10029955\_PS:1



# Exponential Gains

## F GENERATIVE DESIGN





# DIGITIZE



# Native Cloud Data Model Breaks Barriers

**F** AUTODESK® FUSION 360™



MULTI-TENANT CLOUD PLATFORM

# Fusion 360 Business Model is Disruptive



AUTODESK® FUSION 360™

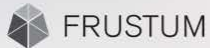
\$5,000–\$50,000

VS

\$495  
Subscription

\$1,500  
Extension

PER YEAR



OUTCOME-BASED PRICING FOR  
GENERATIVE DESIGN

# Monthly Active Users Continue to Grow





# FESTOOL

SEATS DISPLACED  
11 SUBSCRIPTIONS

DISPLACEMENT SOURCE  
PTC CREO

FUSION 360 VALUE-ADD  
CAD + ECAD + CAM





FLOORS

**SEATS DISPLACED**  
**50 SUBSCRIPTIONS**

**DISPLACEMENT SOURCE**  
**Onshape**

**FUSION 360 VALUE-ADD**  
**QUICK ONBOARDING**  
**OF NEW EMPLOYEES**





**Gibson**

**SEATS DISPLACED  
20 SUBSCRIPTIONS**

**DISPLACEMENT SOURCE  
SOLIDWORKS & RHINO**

**FUSION 360 VALUE-ADD  
CAD + ECAD**







# FAST RADIUS

**SEATS DISPLACED**  
**118 SUBSCRIPTIONS**

**DISPLACEMENT SOURCE**  
**SOLIDWORKS**

**FUSION 360 VALUE-ADD**  
**CAM + DESIGN FOR ADDITIVE**

# AIRBUS

STUDENT APPLICATION  
HYDROGEN-POWERED  
OCTOCOPTER DRONE

FUSION 360 VALUE-ADD  
GENERATIVE DESIGN



# Commercial Subscriptions Accelerate



85K

PAID SUBSCRIBERS







# AUTODESK® FORGE



# Forge Ecosystem

## AUTODESK APPS

**F** FUSION 360™ **B** BIM 360™ **SHOTGUN**

 AUTODESK® ARCHITECTURE,  
ENGINEERING & CONSTRUCTION  
COLLECTION

 AUTODESK® PRODUCT  
DESIGN & MANUFACTURING  
COLLECTION

 AUTODESK®  
MEDIA & ENTERTAINMENT  
COLLECTION

## CUSTOMERS

Norconsult 

**SKANSKA**

  
TAISEI

## PARTNERSHIPS & DEVELOPERS

**ANSYS**®

**āPriori**

 AUTODESK® FORGE

Vertical SaaS Services

Multi-tenant Cloud Data Model

# Forge API Calls Doubled Each of the Past Two Years <sup>35</sup>

91B

Annual API Calls



FY18

FY19

FY20

FY21

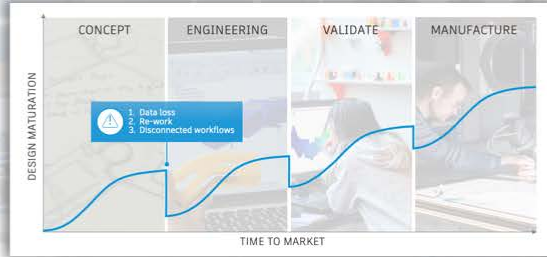


A photograph of two scientists in a laboratory setting. They are both wearing safety goggles and looking at a laptop screen. The scientist on the left is a woman with a necklace, and the scientist on the right is a man. The background shows lab equipment and shelves. The text 'WE ARE POSITIONED TO WIN' is overlaid on the image.

WE ARE POSITIONED  
**TO WIN**

# \$33B

## DESIGN & MANUFACTURING TAM



VS



**F** AUTODESK® FUSION 360™

# 85K

## PAID SUBSCRIBERS

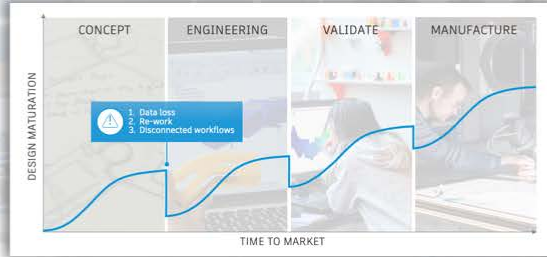
LARGE OPPORTUNITY AHEAD

MARKET IS POISED FOR DISRUPTION

EXCEPTIONAL MOMENTUM

# \$33B

## DESIGN & MANUFACTURING TAM



VS



**F** AUTODESK® FUSION 360™

# 85K

## PAID SUBSCRIBERS

LARGE OPPORTUNITY AHEAD

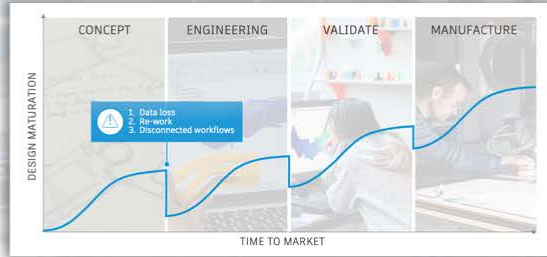
MARKET IS POISED FOR DISRUPTION

EXCEPTIONAL MOMENTUM



# \$33B

## DESIGN & MANUFACTURING TAM



VS



**F** AUTODESK® FUSION 360™

# 85K

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