

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 quarter and fiscal year 2024; 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 disciplined and focused investment; 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.



AUTODESK **INVESTOR DAY**

March 22, 2023

The Future of Manufacturing is Here

Jeff Kinder

Executive Vice President

Product Development & Manufacturing Solutions

What we'll cover today



1

Industry context

2

Disruption in manufacturing

Fusion growth drivers

3

Customer success stories

4

Expansion opportunities

Adjacent markets

Industry context



Design & manufacturing

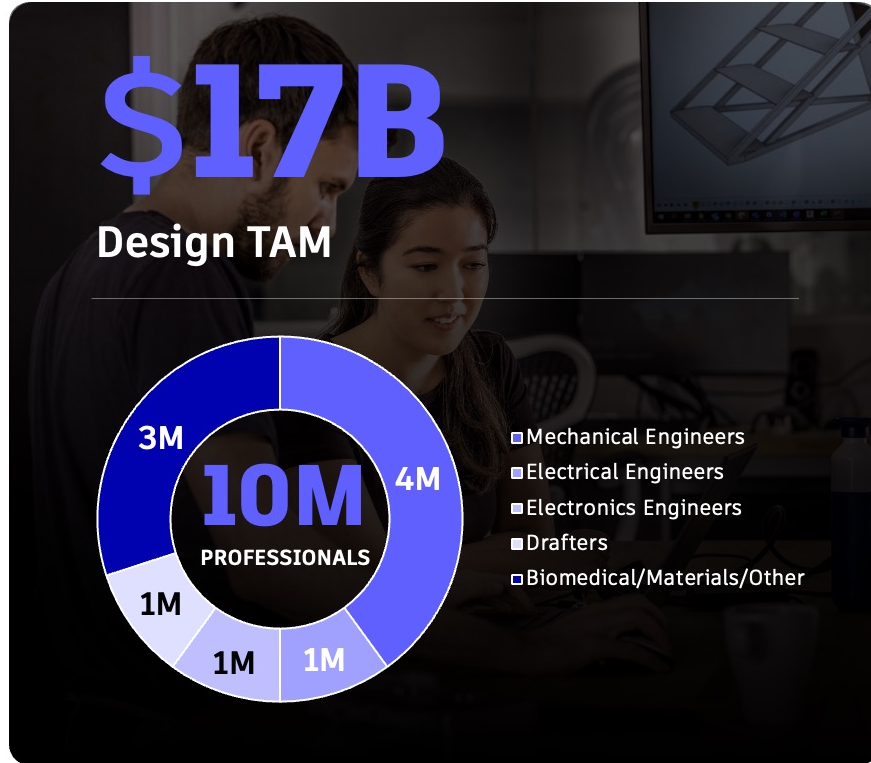


Sources:

Cambashi FY23 Application TAM

Models based on Cambashi FY23 Professions Dataset and Autodesk estimates (Totals may not sum due to rounding)

Design & manufacturing



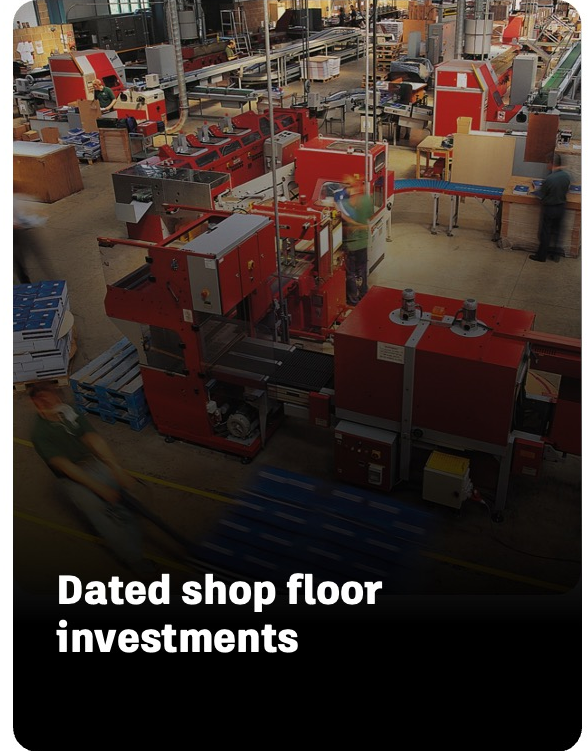
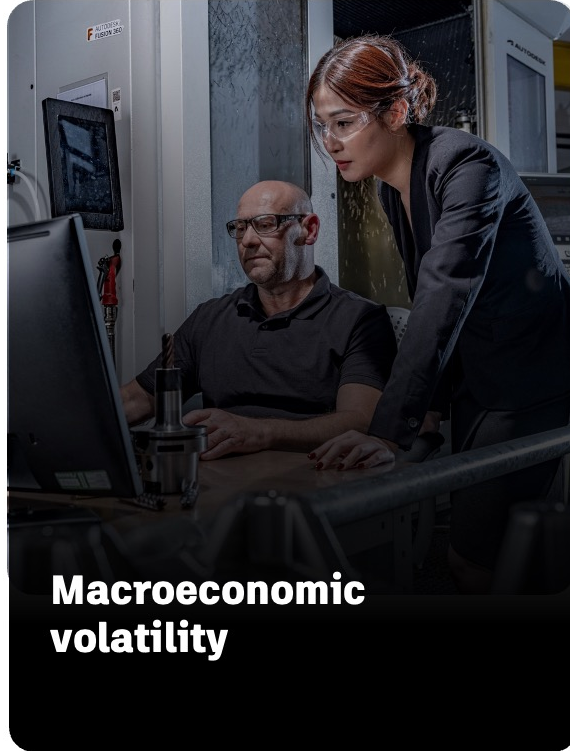
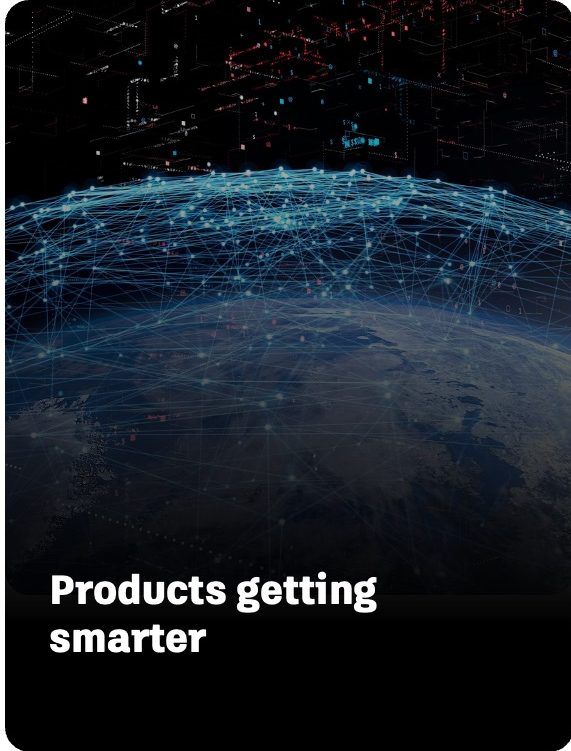
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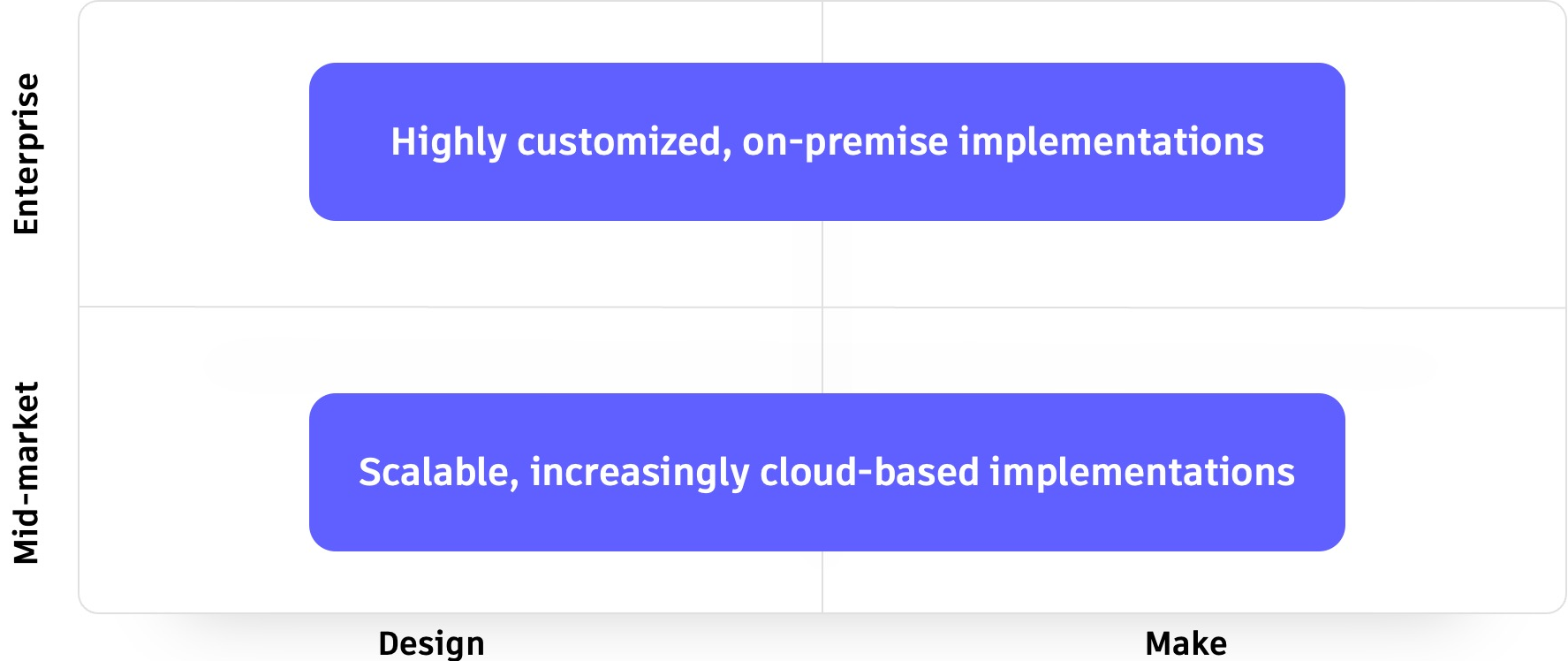
D&M external trends

Digital transformation is accelerating



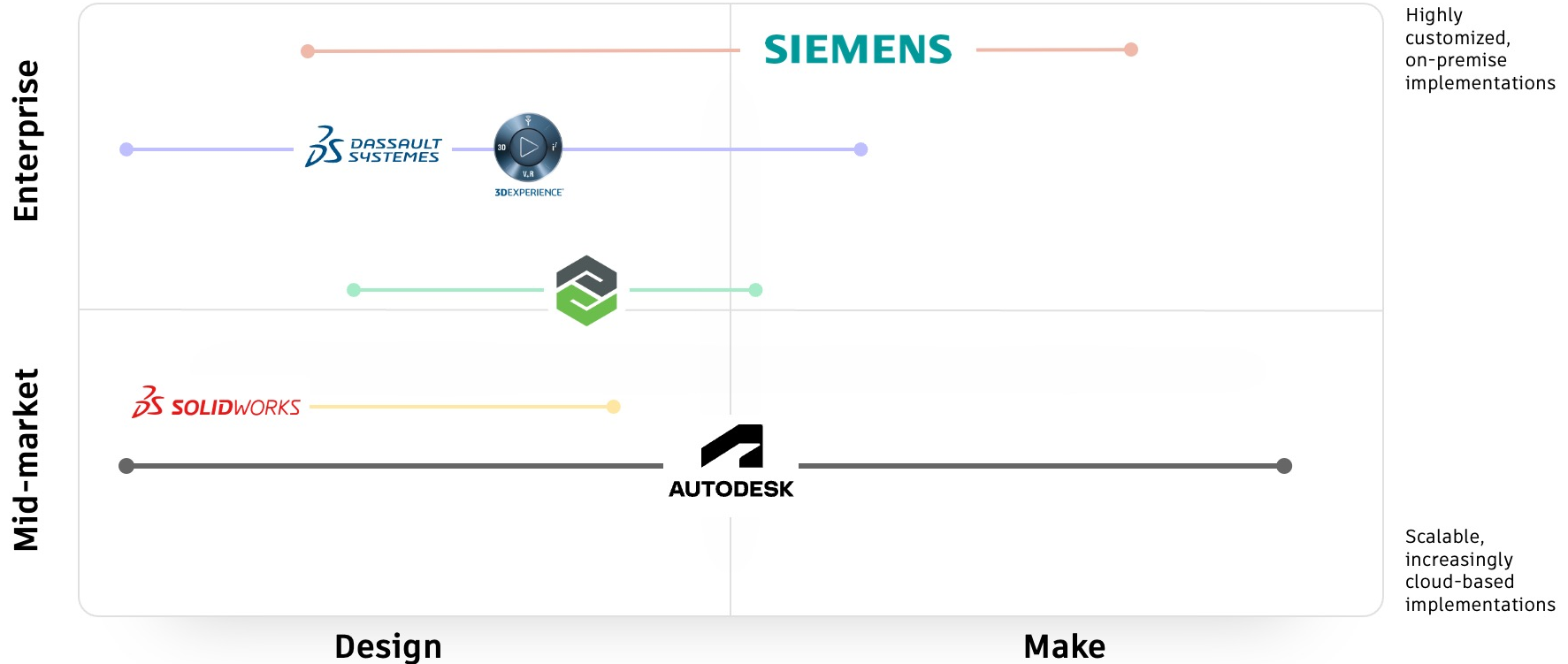
Autodesk targeting mid-market manufacturers

With scalable design & make processes in the cloud



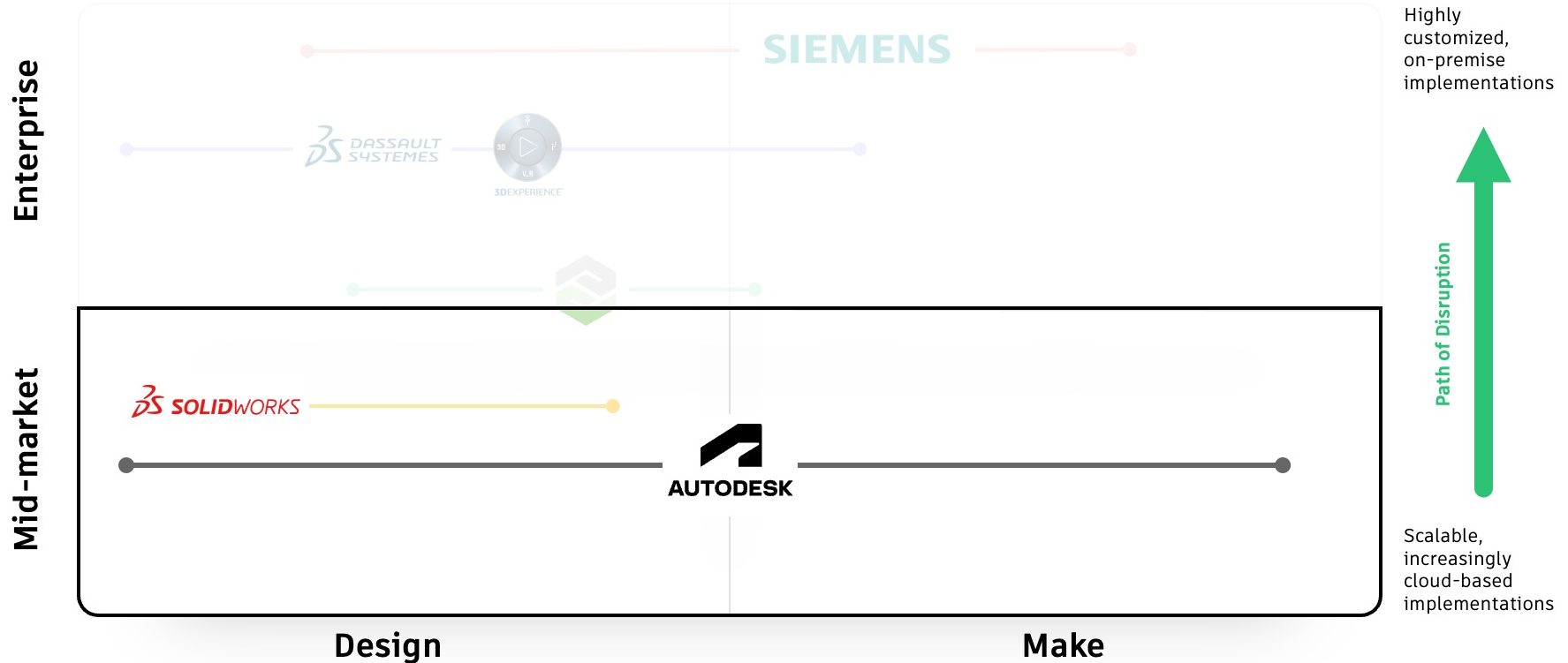
Autodesk targeting mid-market manufacturers

With scalable design & make processes in the cloud



Autodesk targeting mid-market manufacturers

With scalable design & make processes in the cloud



Disruption in manufacturing

FUSION GROWTH DRIVERS

Design and make

Flexible business model

Strong community



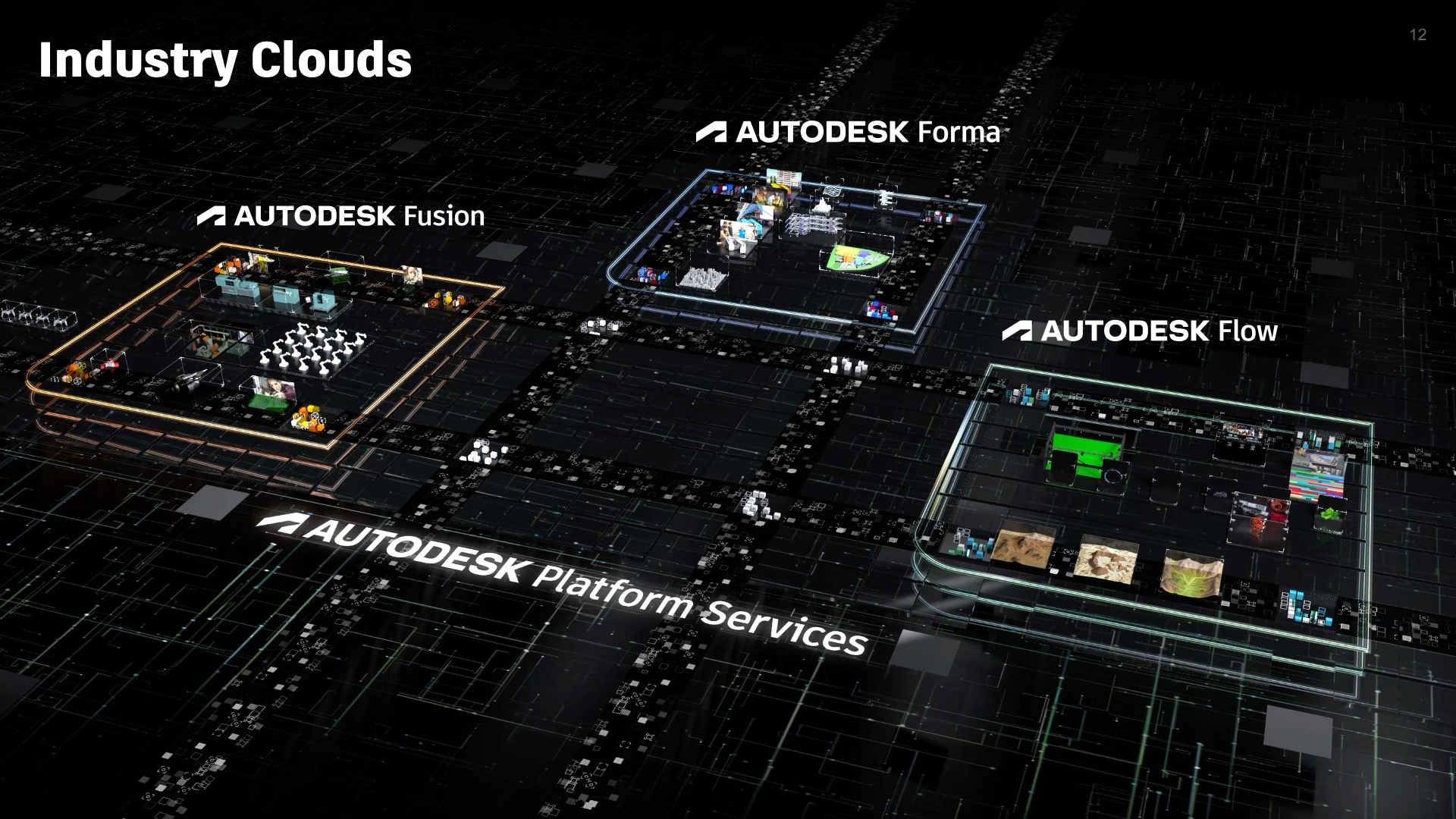
Industry Clouds

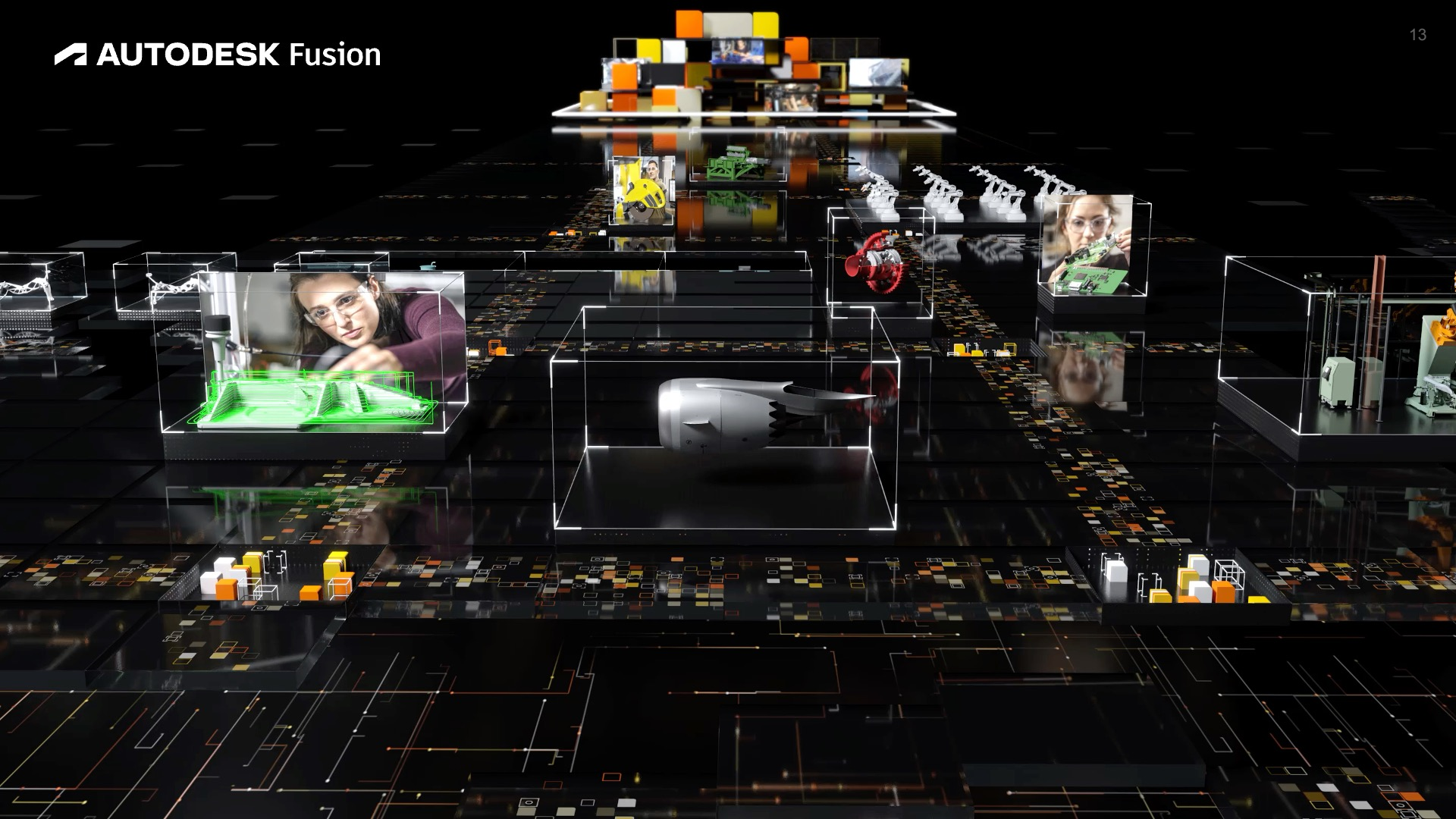
 **AUTODESK Fusion**

 **AUTODESK Forma**

 **AUTODESK Flow**

 **AUTODESK Platform Services**





Disruption in manufacturing

FUSION GROWTH DRIVERS

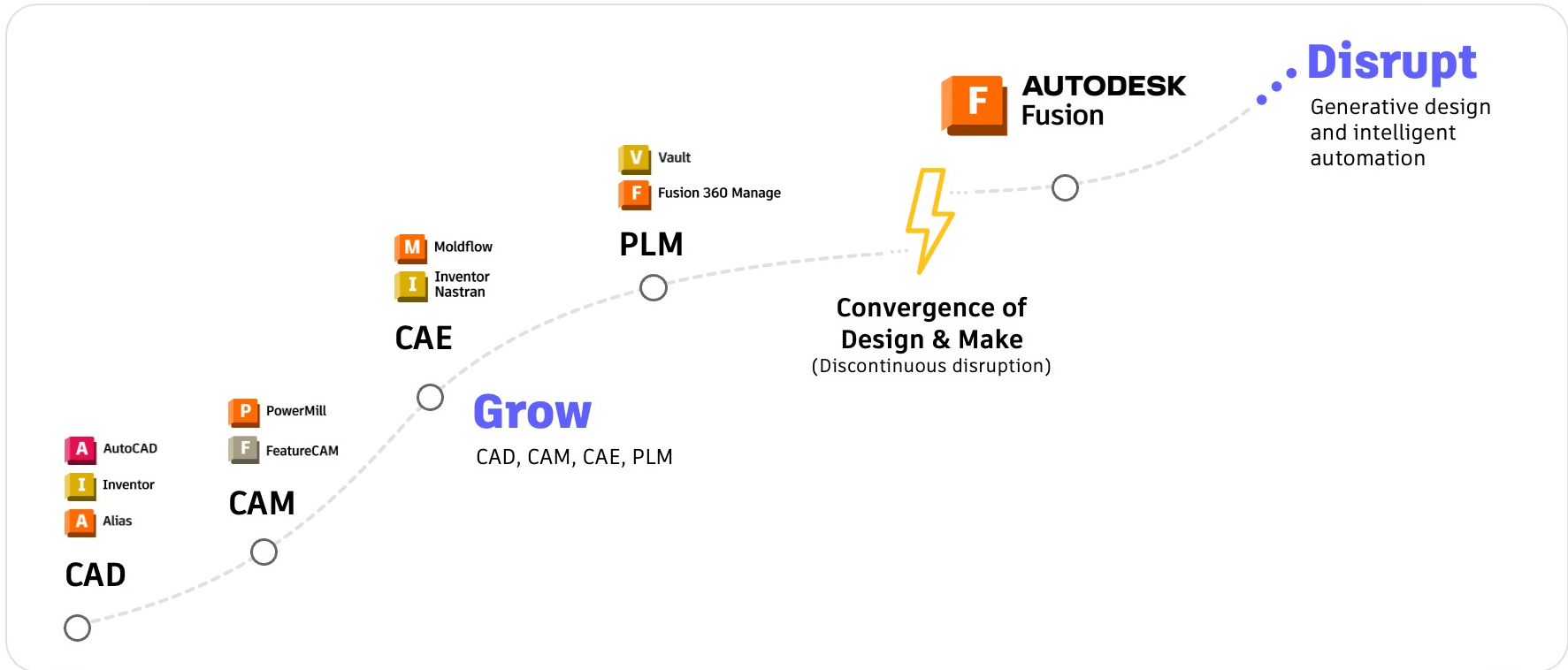
Design and make

Flexible business model

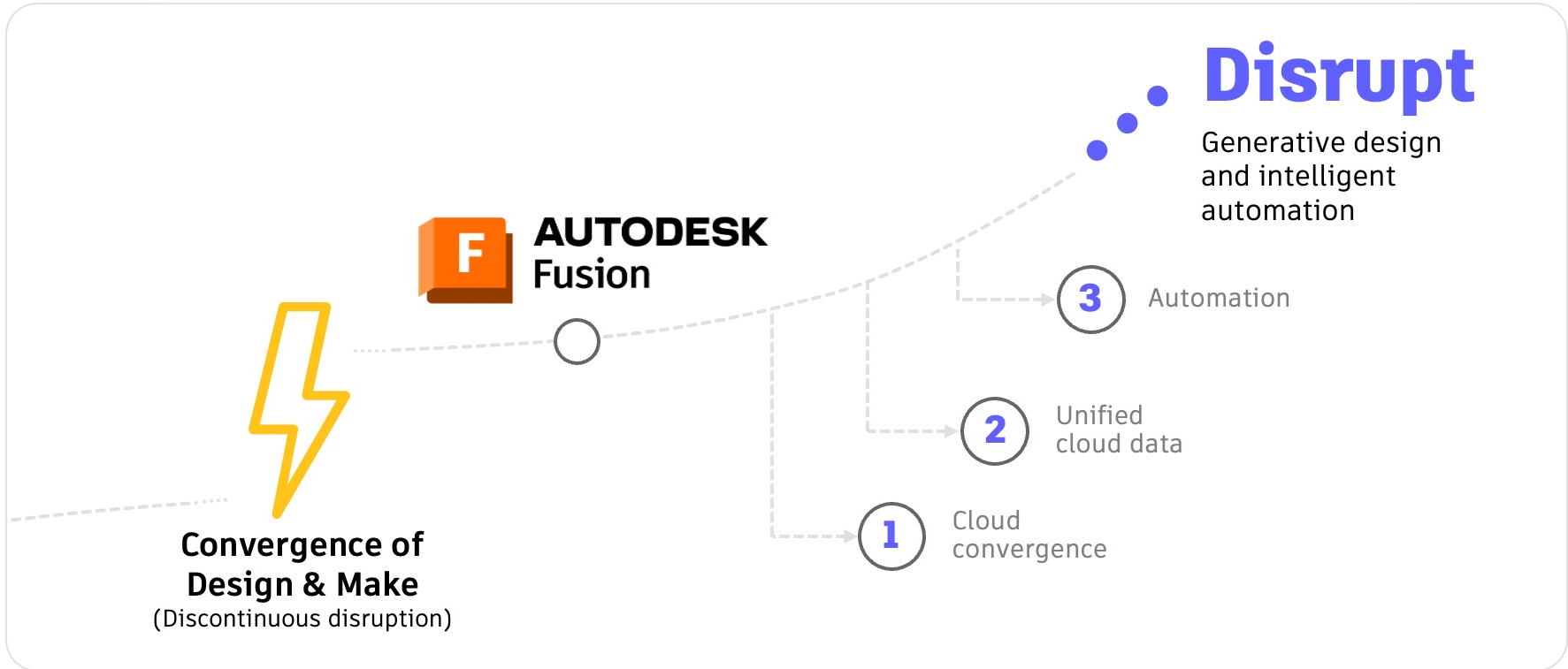
Strong community



Evolution of Design & Manufacturing



Evolution of Design & Manufacturing



Enabling breakthrough productivity



1

Cloud convergence

- Design
- Make
- Operate



2

Unified cloud data

- No files
- Seamless flow
- Open ecosystem



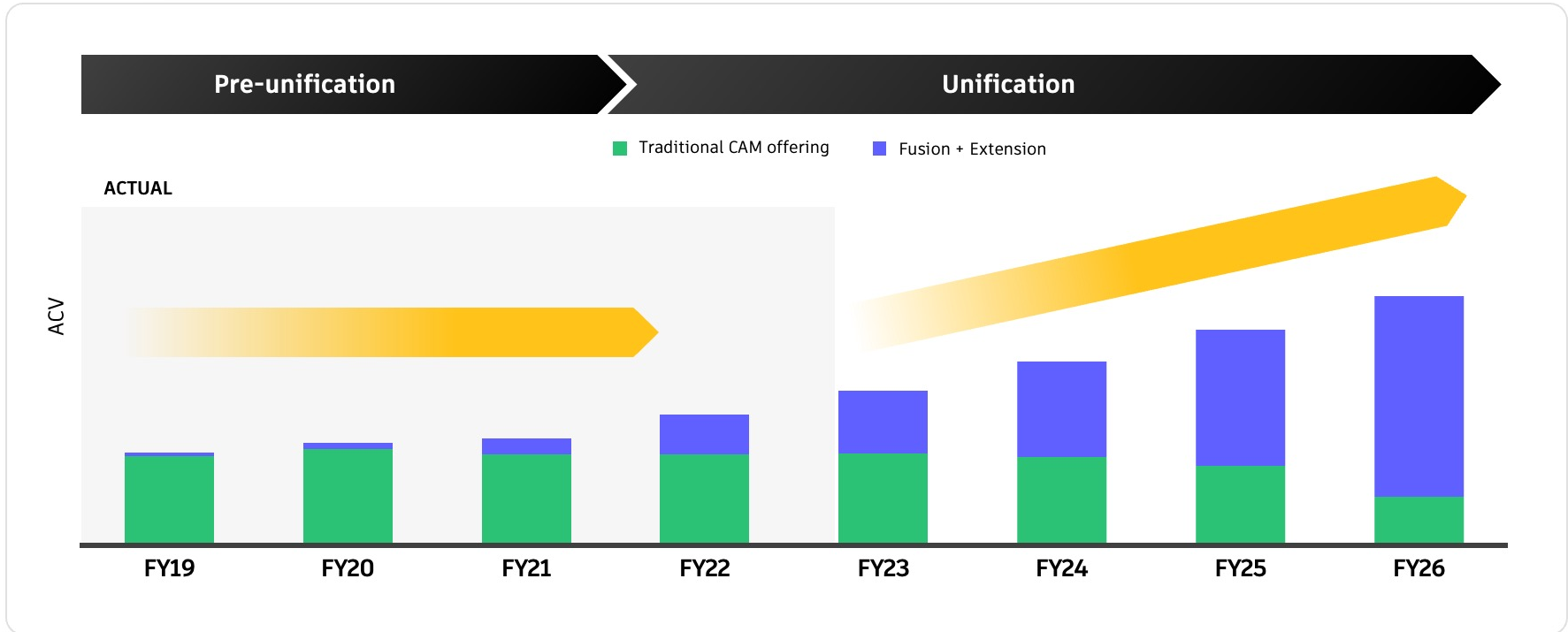
3

Automation

- Machining
- Drawing
- Modeling

Convergence driving growth

Unification has already led to share and revenue gains in CAM



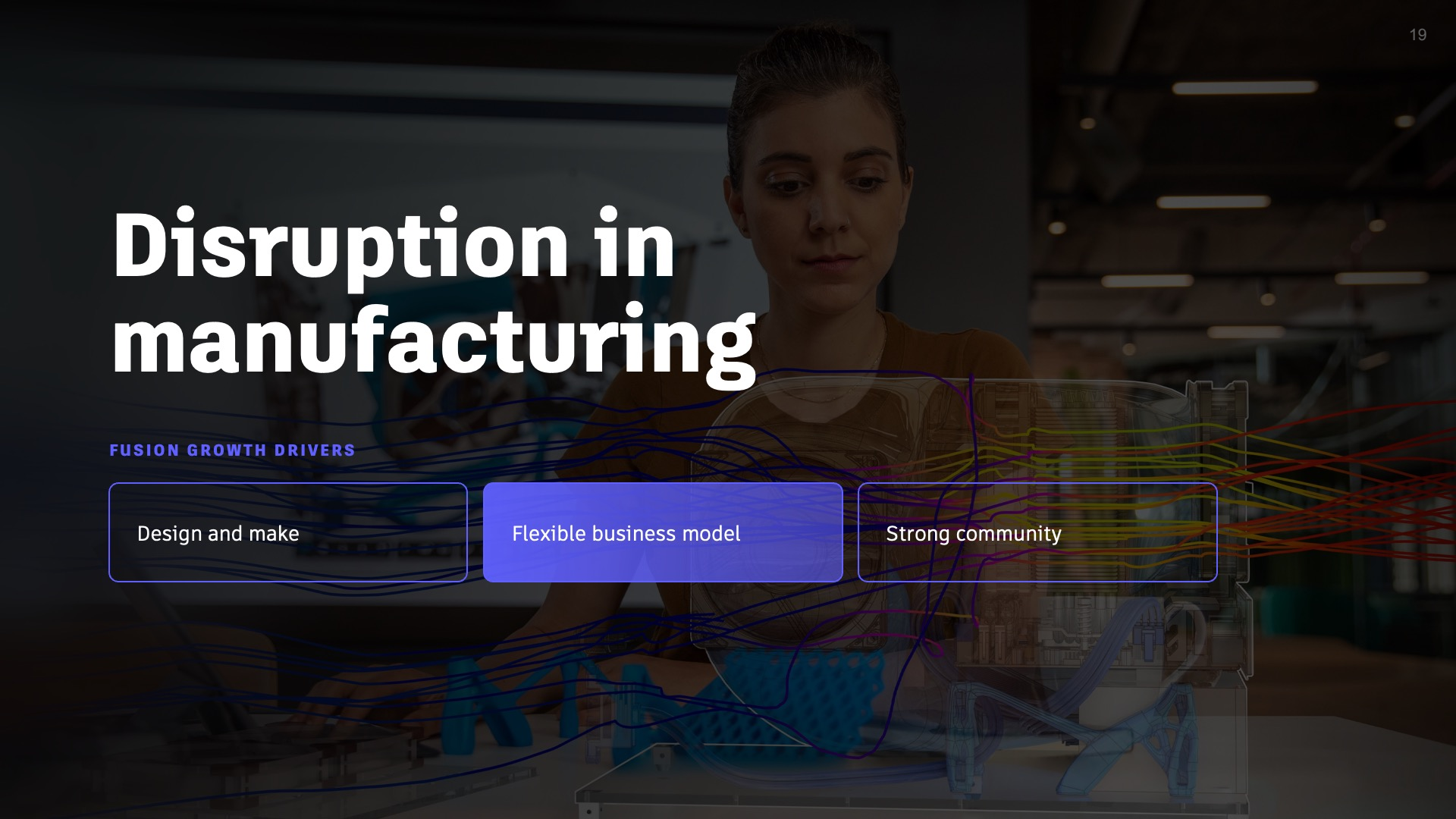
Disruption in manufacturing

FUSION GROWTH DRIVERS

Design and make

Flexible business model

Strong community



Fusion price point is disruptive

\$5,000 – \$50,000



VS

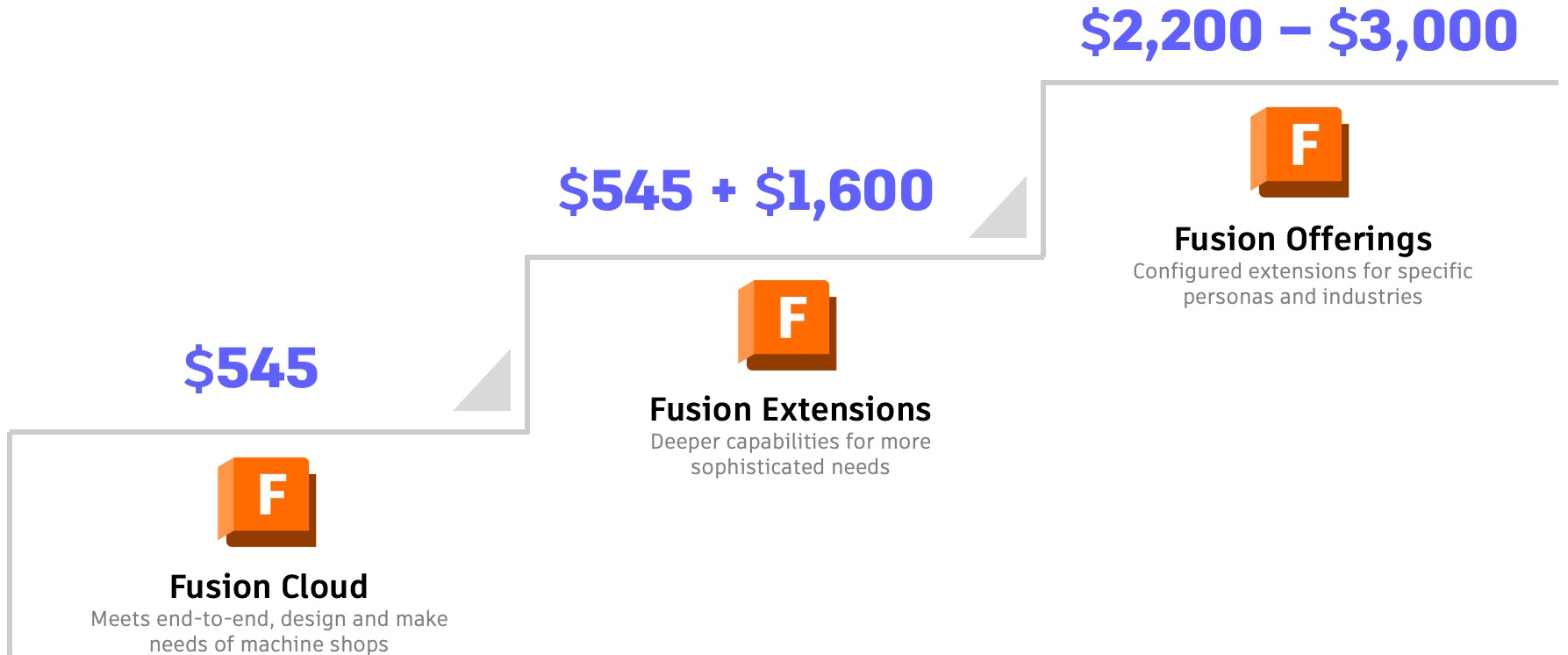
\$545

Subscription
PER YEAR



Flexible choices based on need

Aligning value with customer usage and outcomes



Subscriptions and billings accelerate

Adoption of extensions contributing to monetization growth

AUTODESK Fusion

223K

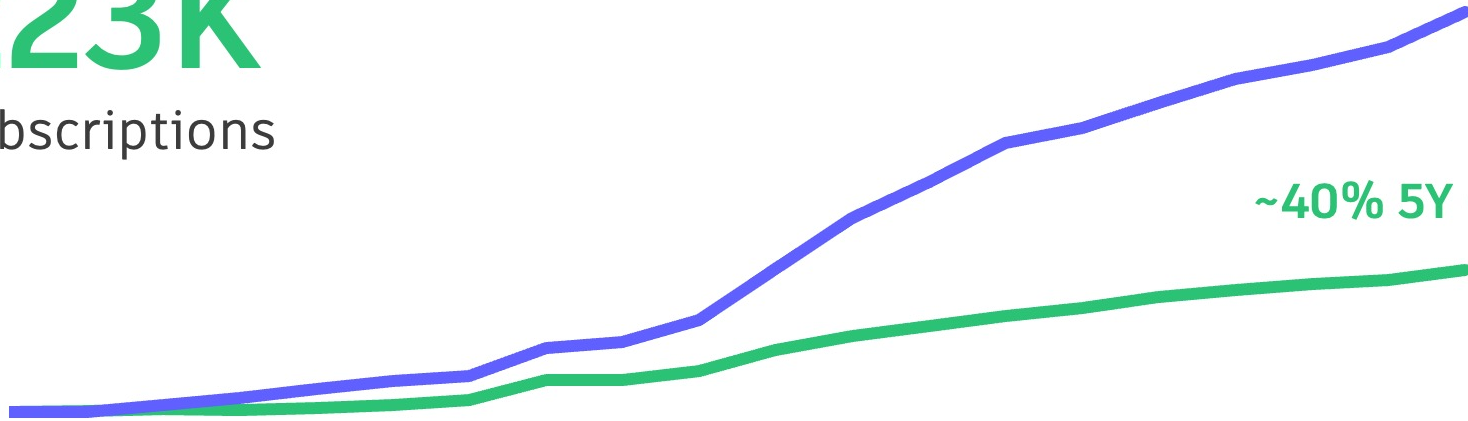
Subscriptions

~70% 5Y CAGR

~40% 5Y CAGR

Active Subscriptions – normalized

Billings (4qtr running avg) – normalized



Disruption in manufacturing

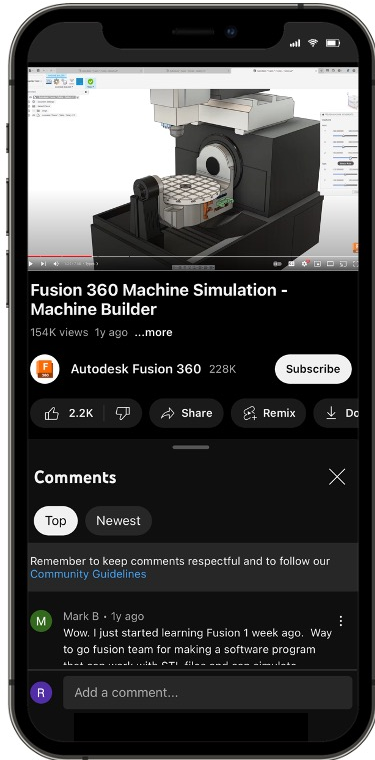
FUSION GROWTH DRIVERS

Design and make

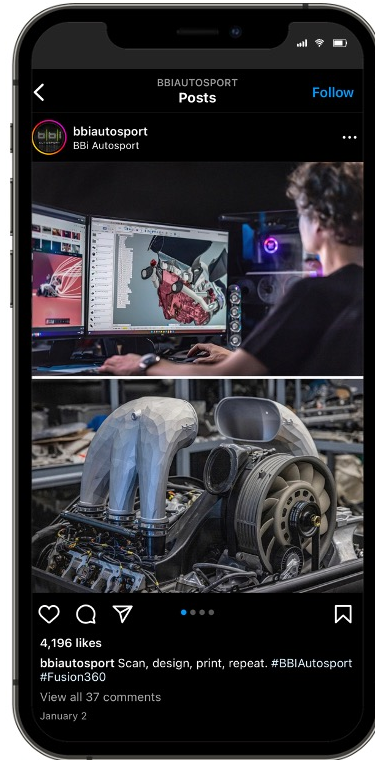
Flexible business model

Strong community

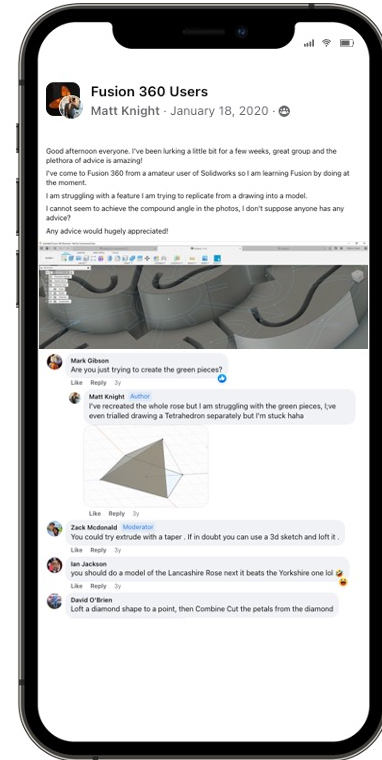
Highly engaged Fusion user community



YouTube



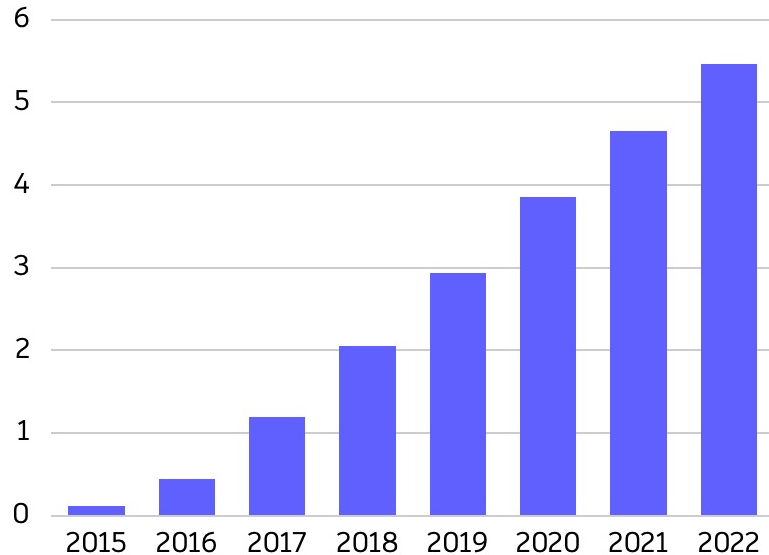
Instagram



Facebook

Continued strong growth in education

TOTAL FUSION EDUCATION USERS BY YEAR (MILLIONS CUMULATIVE)



Limbitless Solutions

- Research staff, affiliated faculty and 50+ students working to transform bionics for children
- End-to-end ecosystem at work – electronics, design, and CAM brought together

A woman in a factory setting, wearing safety glasses and a blue and red striped shirt, is working with a robotic arm. The background is dark and industrial. The text "Customer success stories" is overlaid in white, bold font.

Customer success stories

Sandvik AB



Industry leader in solutions for manufacturing, mining & infrastructure

Fusion delivers real time tooling & cutting recommendations for Sandvik sales

Sandvik sales uses Fusion and machining extension to develop tooling assemblies



The McGee Group

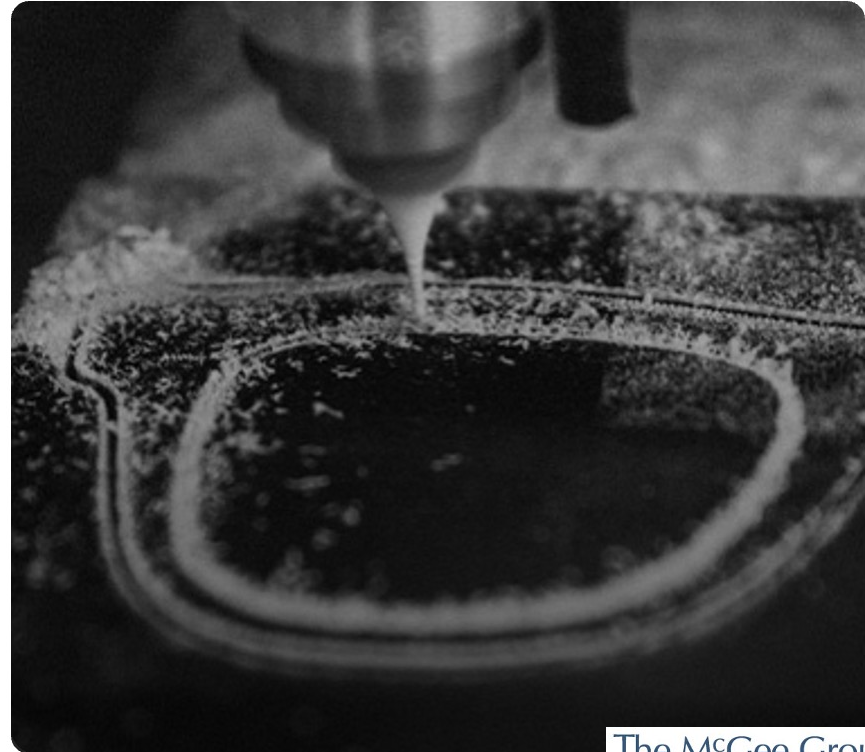
prodsmart
An AUTODESK company



Family-owned eyewear and optical design business headquartered in U.S.

Using Fusion & Prodsmart to gain market share by improving line of sight into disrupted supply chain via the Fusion Data API

Automation of new production facility is accelerating time to market



The McGee Group®

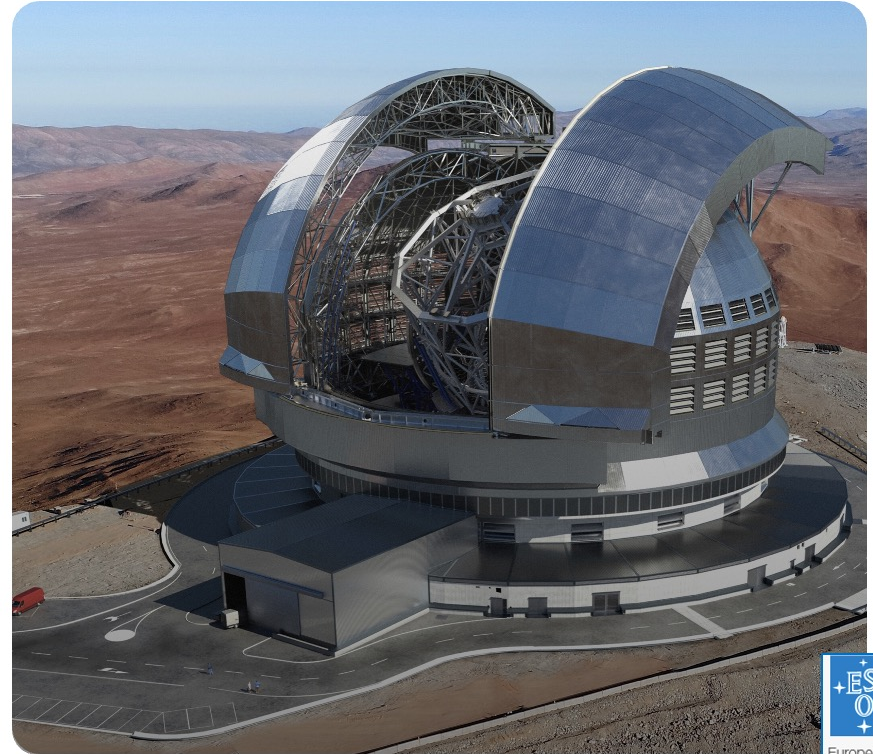
European Southern Observatory



Largest optical telescope in the world

Complex project combining civil engineering, building design, construction, and mechanical engineering

On-time delivery via global coordination at a massive scale



Logitech

Ansys



Leading manufacturer of consumer electronics

Lightest gaming headset in the market

Empowering engineers with enhanced workflows in a connected platform to improve the speed of innovation

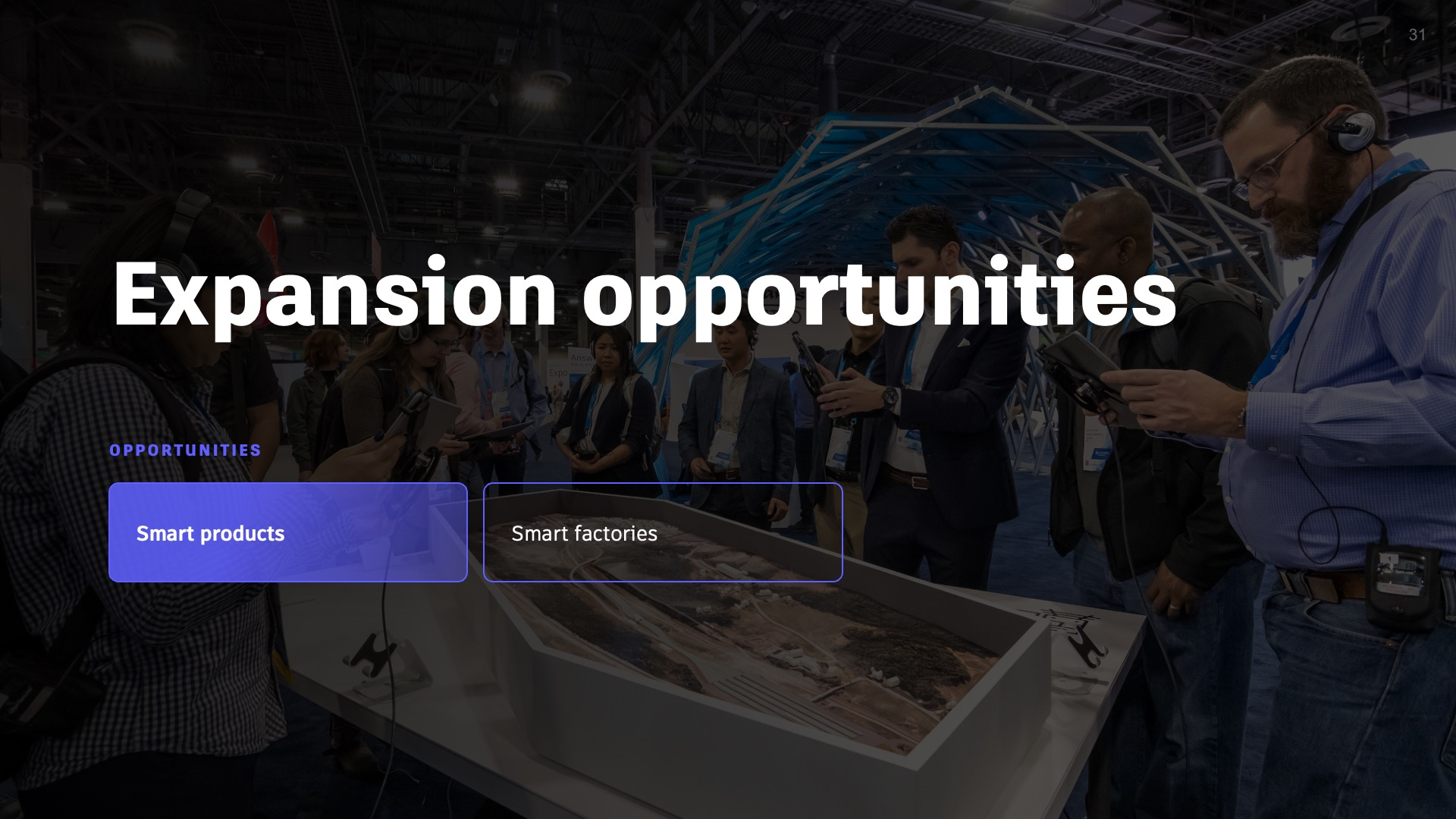


Expansion opportunities

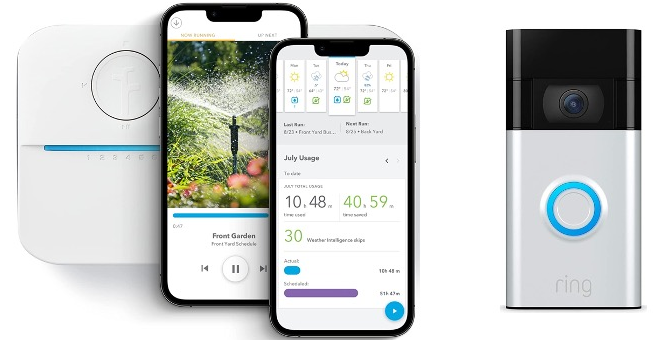
OPPORTUNITIES

Smart products

Smart factories



125B
connected
devices by 2030

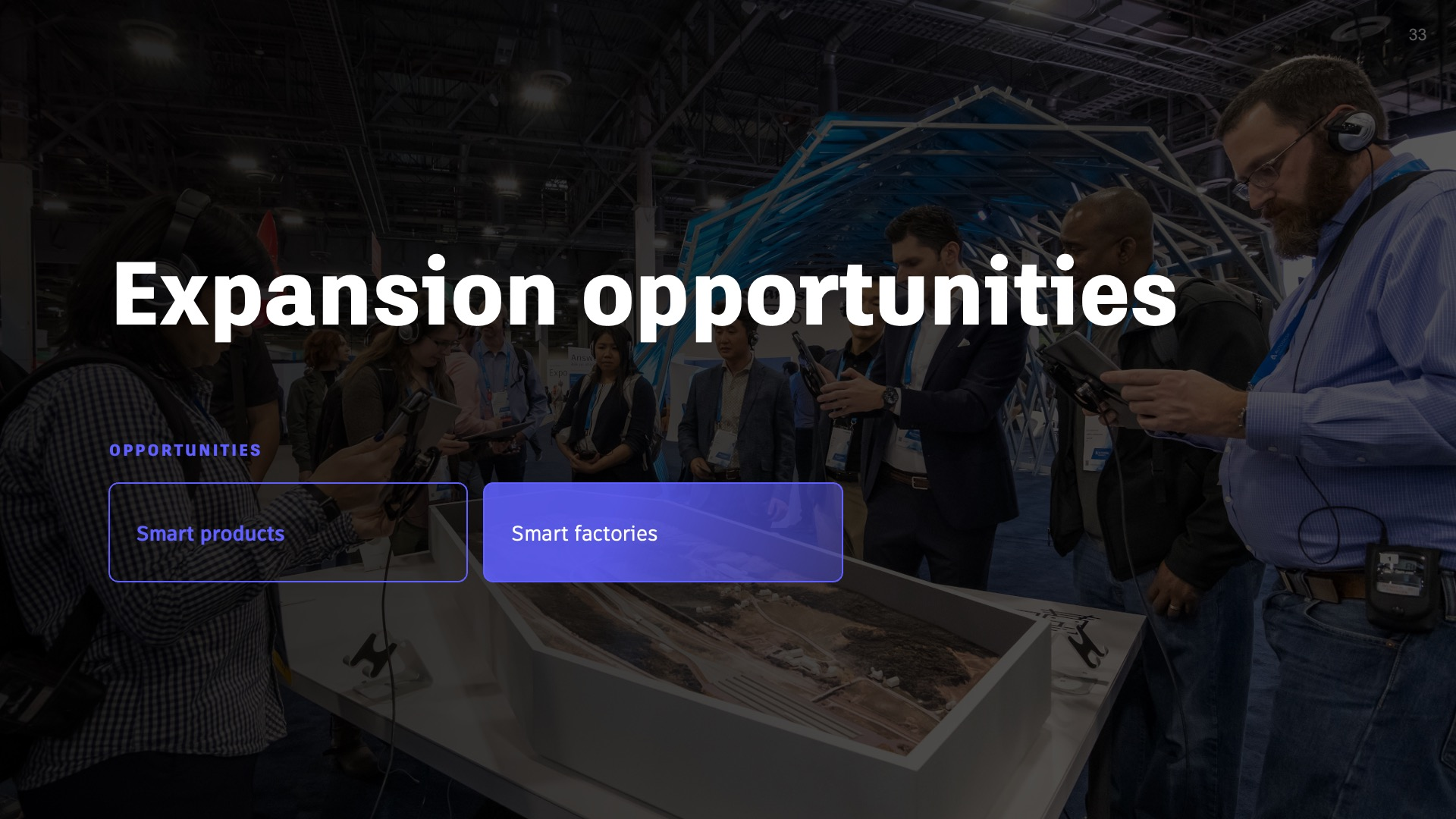


Expansion opportunities

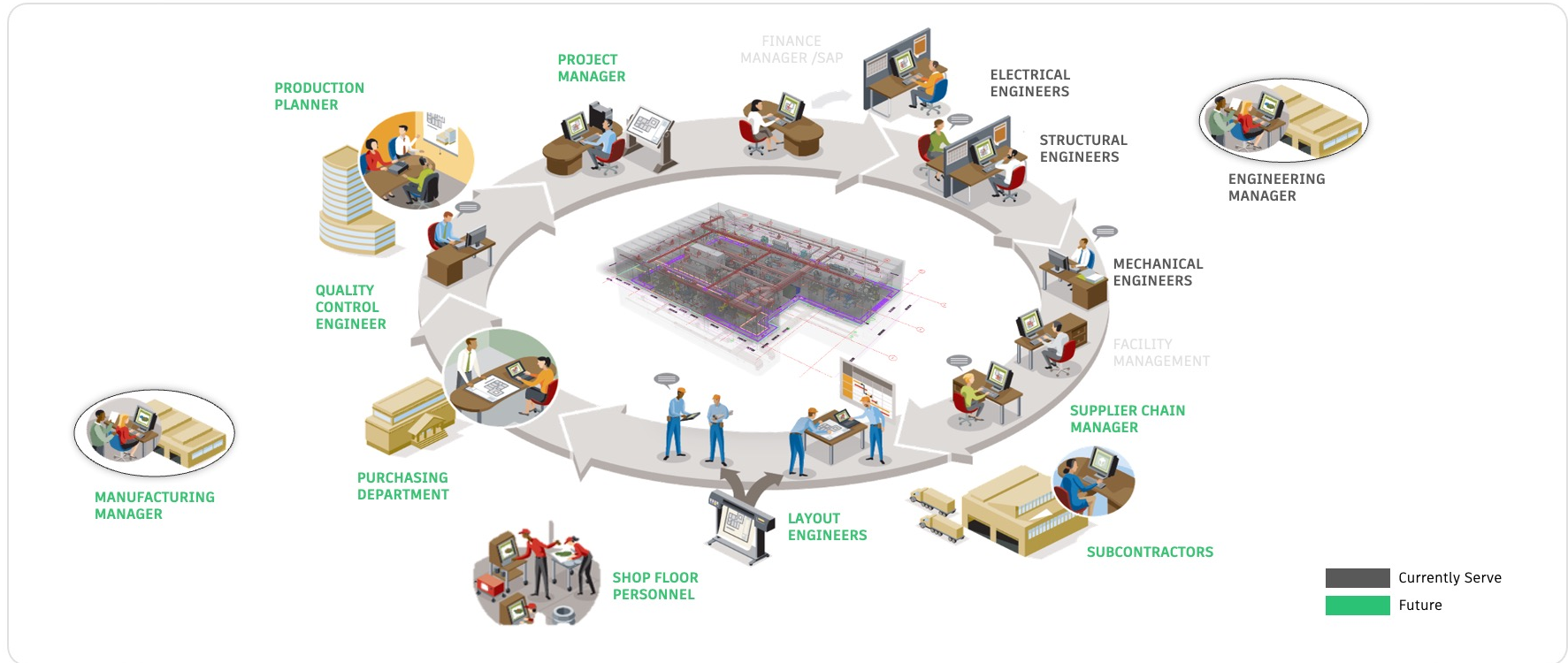
OPPORTUNITIES

Smart products

Smart factories



Factory and shop floor open up new personas





Why we win

KURT

Why we win in D&M

