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.
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

$42B
DESIGN & MANUFACTURING TAM THROUGH FY27

31M
DESIGN & MANUFACTURING PROFESSIONALS

Sources:
Cambashi FY23 Application TAM
Models based on Cambashi FY23 Professions Dataset and Autodesk estimates (Totals may not sum due to rounding)
Design & manufacturing

$17B
Design TAM

- Mechanical Engineers
- Electrical Engineers
- Electronics Engineers
- Drafters
- Biomedical/Materials/Other

3M
10M PROFESSIONALS
4M
1M
1M
1M

$25B
Make TAM

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

4M
21M PROFESSIONALS
10M
6M
1M
1M
1M

Sources:
Cambashi FY23 Application TAM
Models based on Cambashi FY23 Professions Dataset and Autodesk estimates (Totals may not sum due to rounding)
D&M external trends

Digital transformation is accelerating

Products getting smarter

Macroeconomic volatility

Dated shop floor investments
Autodesk targeting mid-market manufacturers

With scalable design & make processes in the cloud

Highly customized, on-premise implementations

Scalable, increasingly cloud-based implementations
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

Disrupt
Generative design and intelligent automation

Convergence of Design & Make (Discontinuous disruption)

CAD, CAM, CAE, PLM
Evolution of Design & Manufacturing

1. Cloud convergence
2. Unified cloud data
3. Automation

Disrupt
Generative design and intelligent automation

Convergence of Design & Make
(Discontinuous disruption)

AUTODESK Fusion
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

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Flexible choices based on need
Aligning value with customer usage and outcomes

- **Fusion Cloud**
  Meets end-to-end, design and make needs of machine shops
  - $545

- **Fusion Extensions**
  Deeper capabilities for more sophisticated needs
  - $545 + $1,600

- **Fusion Offerings**
  Configured extensions for specific personas and industries
  - $2,200 – $3,000
Subscriptions and billings accelerate
Adoption of extensions contributing to monetization growth

**AUTODESK Fusion**

223K

Subscriptions

~70% 5Y CAGR

~40% 5Y CAGR

- Green line: Active Subscriptions – normalized
- Blue line: Billings (4qtr running avg) – normalized
Disruption in manufacturing

FUSION GROWTH DRIVERS

Design and make

Flexible business model

Strong community
Highly engaged Fusion user community
Continued strong growth in education

**TOTAL FUSION EDUCATION USERS BY YEAR (MILLIONS CUMULATIVE)**

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**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
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

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
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

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

Smart products

Smart factories
125B connected devices by 2030

Source: IHS Markit, “The Internet of Things: a movement, not a market”
Expansion opportunities

- Smart products
- Smart factories
Factory and shop floor open up new personas
Why we win
Why we win in D&M

Unlocking breakthrough productivity gains
Disruptive, flexible business model
Industry-leading momentum