

# 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 third quarter and fiscal year 2022; 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

SEPTEMBER 1, 2021

## Closing Remarks

Andrew Anagnost

President & Chief Executive Officer  
@andrew\_anagnost



# SUSTAINABLE DOUBLE-DIGIT GROWTH



REVENUE



FREE CASH FLOW

# Digital Transformation Drives TAM Expansion



\$62B

FY22



\$78B

FY26

Source:  
Cambashi FY22 Application TAM  
Models based on Cambashi FY22 Professions Dataset and Autodesk estimates  
Global Water Intelligence 2021 figures in addition to internal estimates

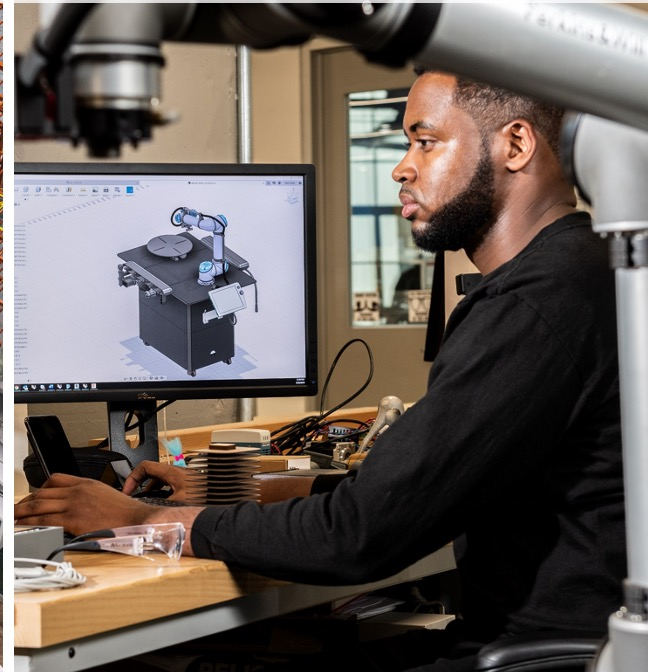
# How We Will Deliver on FY23 Goals and Beyond



DIGITAL  
TRANSFORMATION



LEVERAGING KEY  
GROWTH ENABLERS



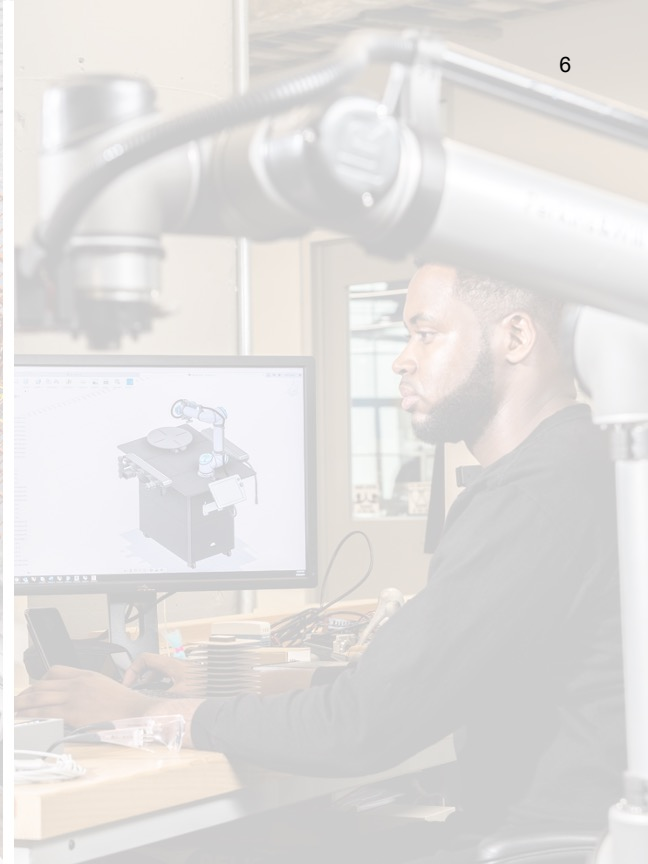
MONETIZING  
THE LONG TAIL

## DIGITAL TRANSFORMATION

- Convergence of design & build in AEC
- Convergence of design & make in manufacturing
- Integration of adjacent verticals

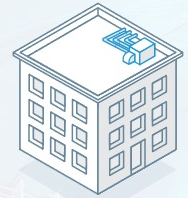
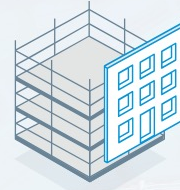
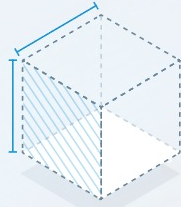


LEVERAGING KEY  
GROWTH ENABLERS



MONETIZING  
THE LONG TAIL

# Autodesk Construction Cloud



## DESIGN

## PLAN

## BUILD

## OPERATE

### Capabilities

- Design Authoring
- Design Collaboration

- Coordination
- Model Conditioning
- Quantification
- Bid Management
- Qualification

- Project Management
- Cost Management
- Quality
- Safety
- Project Closeout

- Facilities Maintenance
- Asset Lifecycle

### Shared Data

Models · Drawings · Issues · Specifications · RFIs · Cost · Assets · As-Built · Photos · Video

### Insight

Dashboards · Reports · Construction IQ · Data Connector

### Network

Builders Network

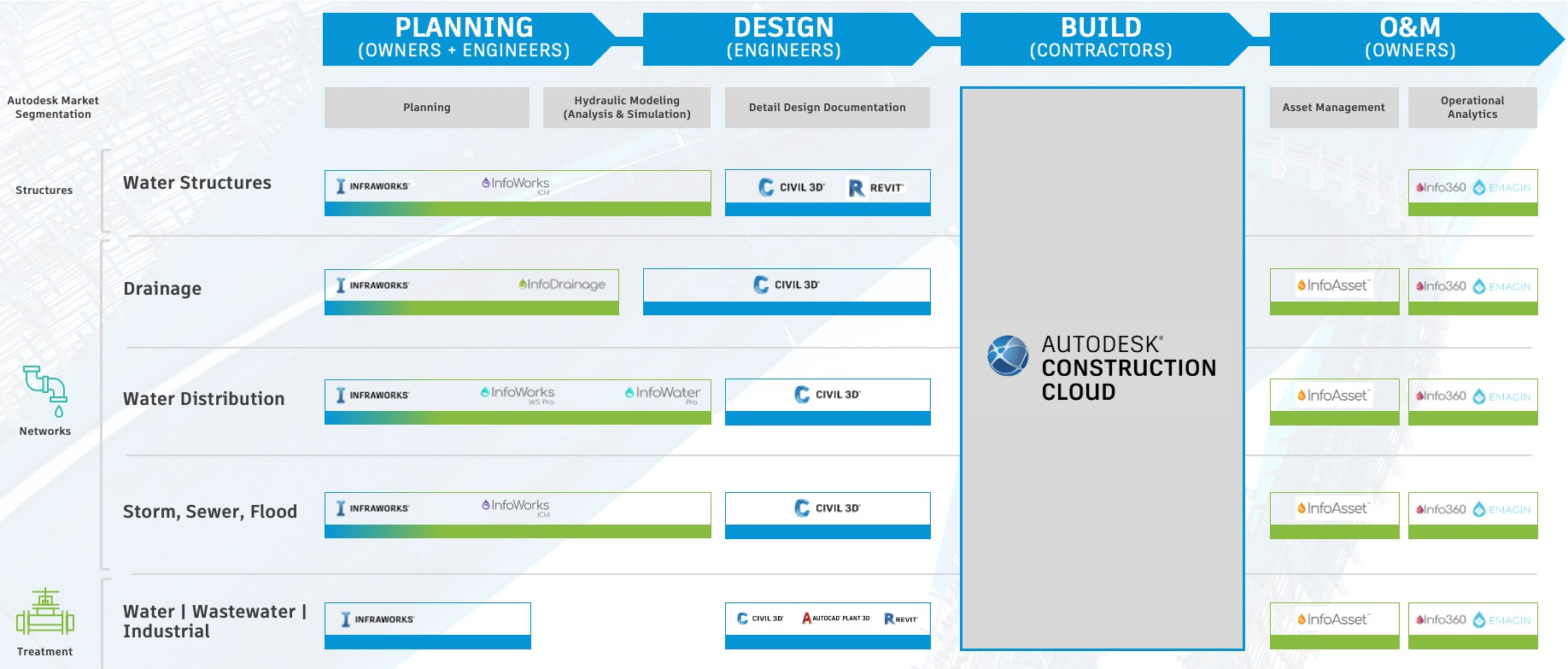
# Design & Manufacturing Platform



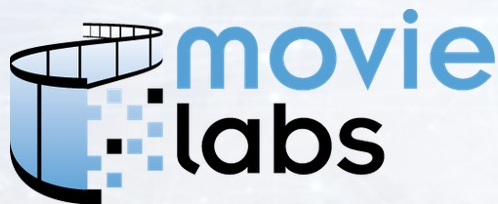
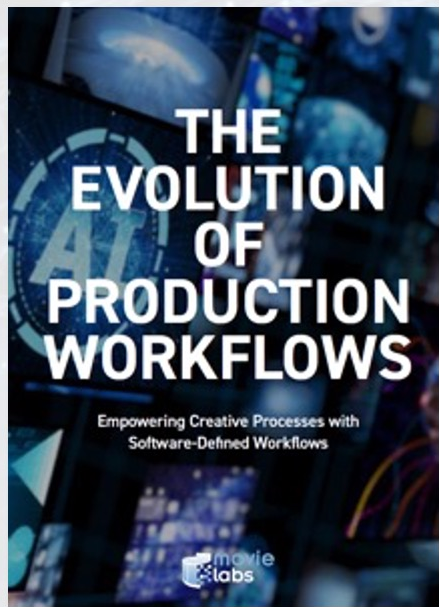


# Water Infrastructure

## End-to-end full lifecycles solutions



# M&E Production Workflows Will Move to the Cloud<sup>10</sup>



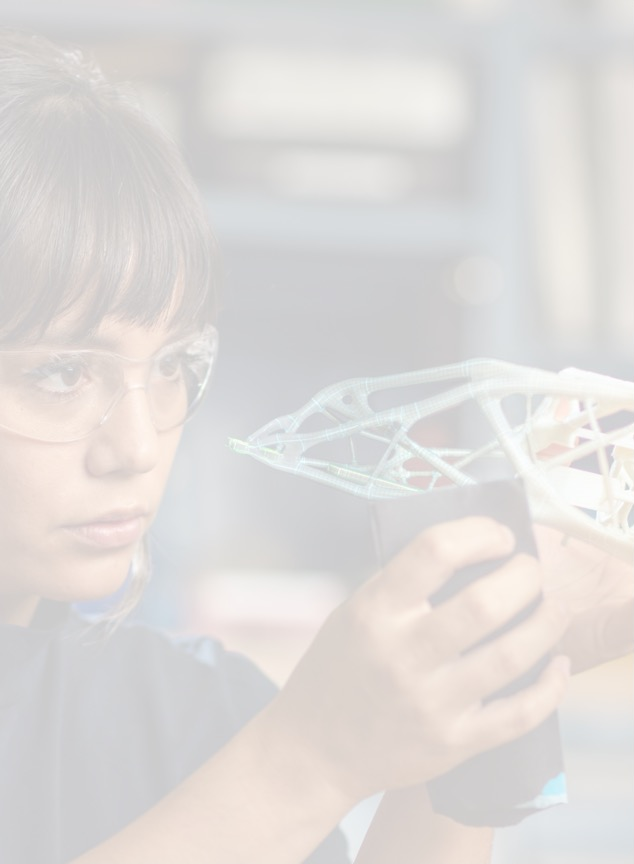
Disney

Universal Studios

Paramount

Warner Bros.

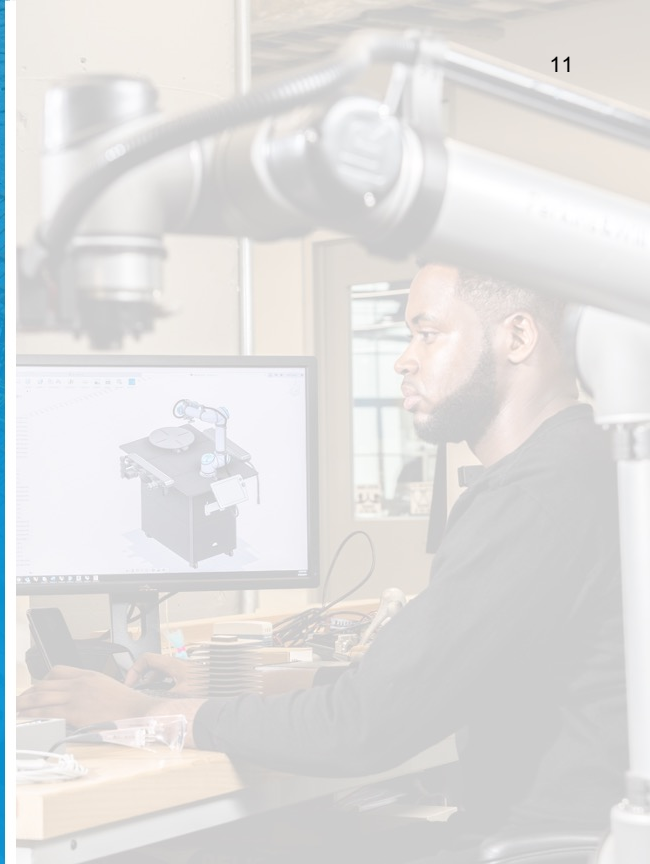
Sony Pictures



DIGITAL  
TRANSFORMATION

## LEVERAGING KEY GROWTH ENABLERS

- Business model
- Convergence of industries
- License compliance



MONETIZING  
THE LONG TAIL

# Levers of a Flexible Business Model

Configurable for go-to-market



PRODUCT

SINGLE PRODUCT

COLLECTION

PORTFOLIO



TERM

DAY

MONTH

YEAR

MULTI-YEAR



ACCESS

ASSIGNED

FLEXIBLE



PLAN

STANDARD

PREMIUM

ENTERPRISE



ADD ONS

CAM

GENERATIVE

SIMULATION

CONSULTING

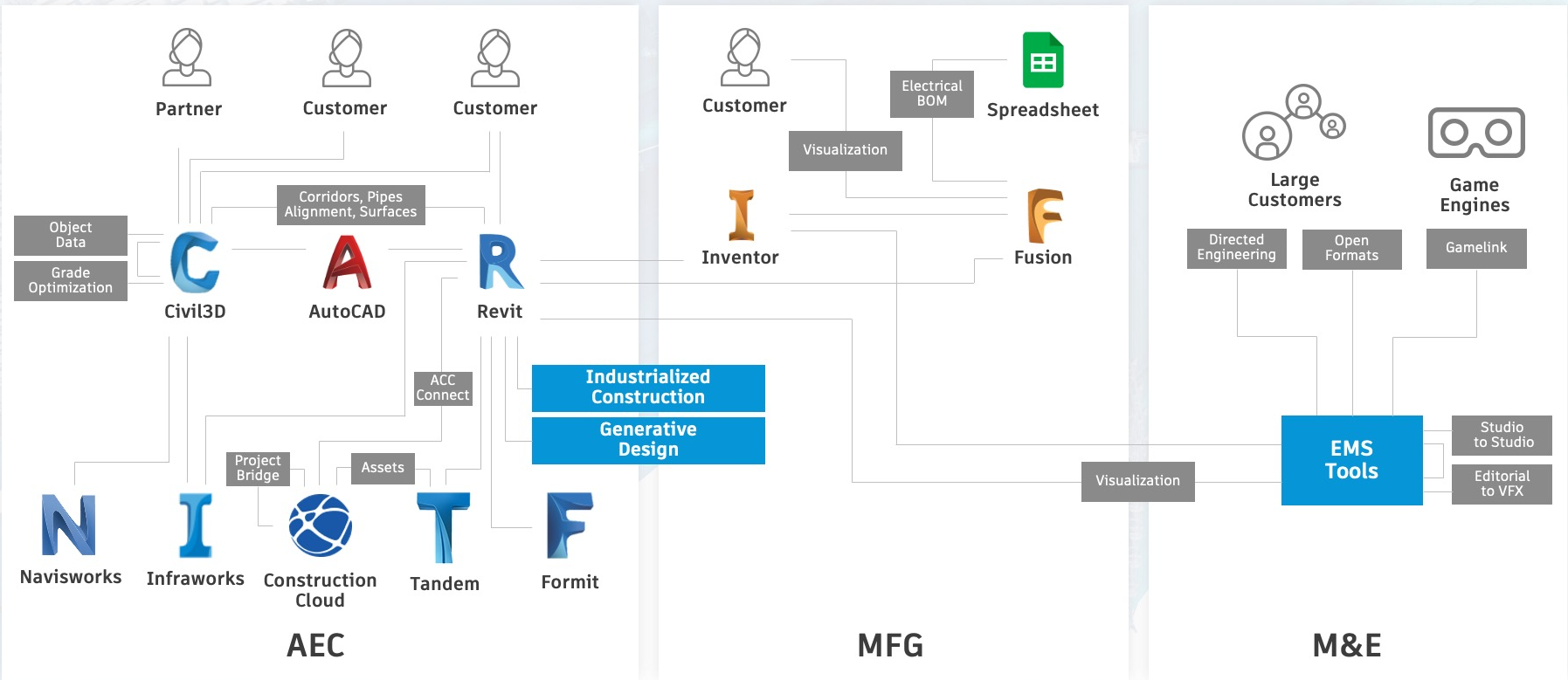


PAYMENT

CASH

TOKEN

# Driving Collaboration and Convergence with Forge-Powered Workflows



# Driving Growth

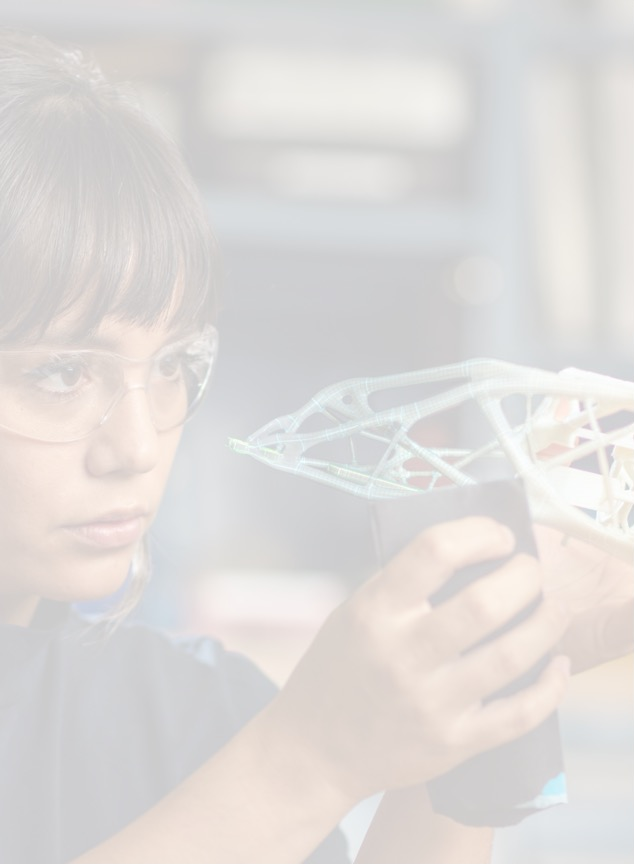
Conversion of non-compliant users

~40%

GROWTH IN TOTAL BILLINGS FROM  
NON-COMPLIANT USERS

16x

GROWTH IN NON-COMPLIANT  
BILLINGS FROM DIGITAL ENGAGEMENT



DIGITAL  
TRANSFORMATION



LEVERAGING KEY  
GROWTH ENABLERS



## MONETIZING THE LONG TAIL

- Consumption
- Platform
- Ecosystem

# Consumption

Flex is our innovative new model that changes how people get what they need



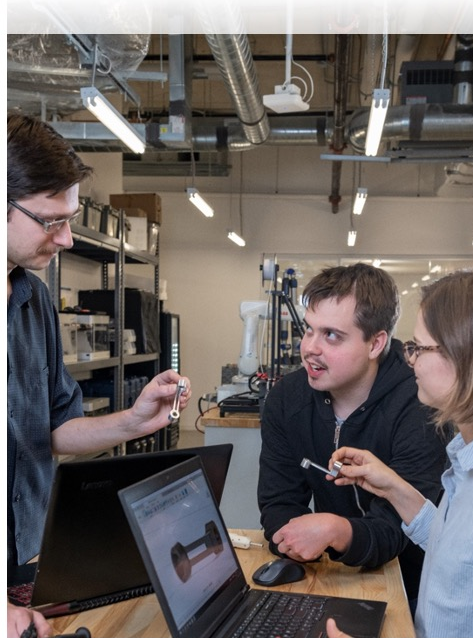
MAXIMIZE VALUE FOR OCCASIONAL USERS AND USAGE



LOWERS PRICE OF ENTRY TO TRY PRODUCTS ACROSS THE PORTFOLIO



EXPANDS ECOSYSTEM TO NEW CUSTOMERS



LEND ITSELF TO PROJECT-ORIENTED WORK



# Platform

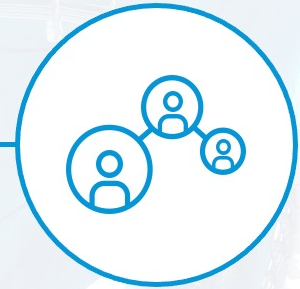
Forge powers convergence and acceleration of digital transformation



**EXTENDING  
MODERN  
CLOUD SERVICES**



**CONNECTING  
DATA  
EXPERIENCES**



**IGNITING  
DEVELOPER  
ECOSYSTEM**

# Accelerating Flywheel Effect with Open Platform

Adding value to customers, third-party developers, partners, and Autodesk

