



Ideas Realized

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Chief Operating Officer
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Autodesk

Dramatic Changes for Our Customers

Innovation Drives Competitive Advantage

- More people. More money. More choice.
- Emerging economies
- Build, rebuild, repair.
- Sustainable design
- Digital life

Continued Strong Revenue Growth

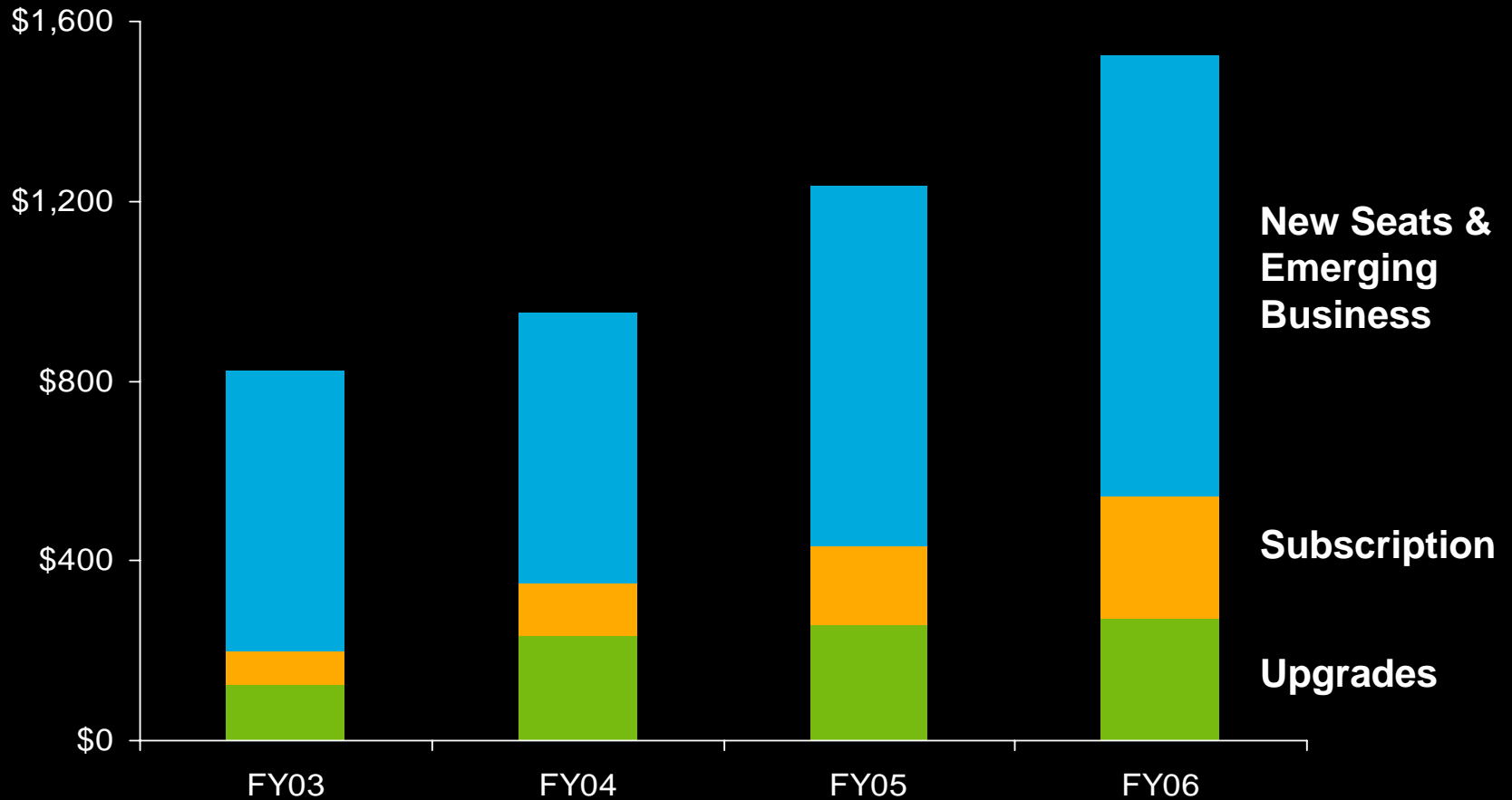
23% 3 Year Revenue CAGR

- New seats still represent ~2/3 revenue
- 2D growth remains strong
- 3D revenue is accelerating
- Subscription continues to gain traction
- Emerging economies provide significant opportunity

New Business Drives Revenue Growth

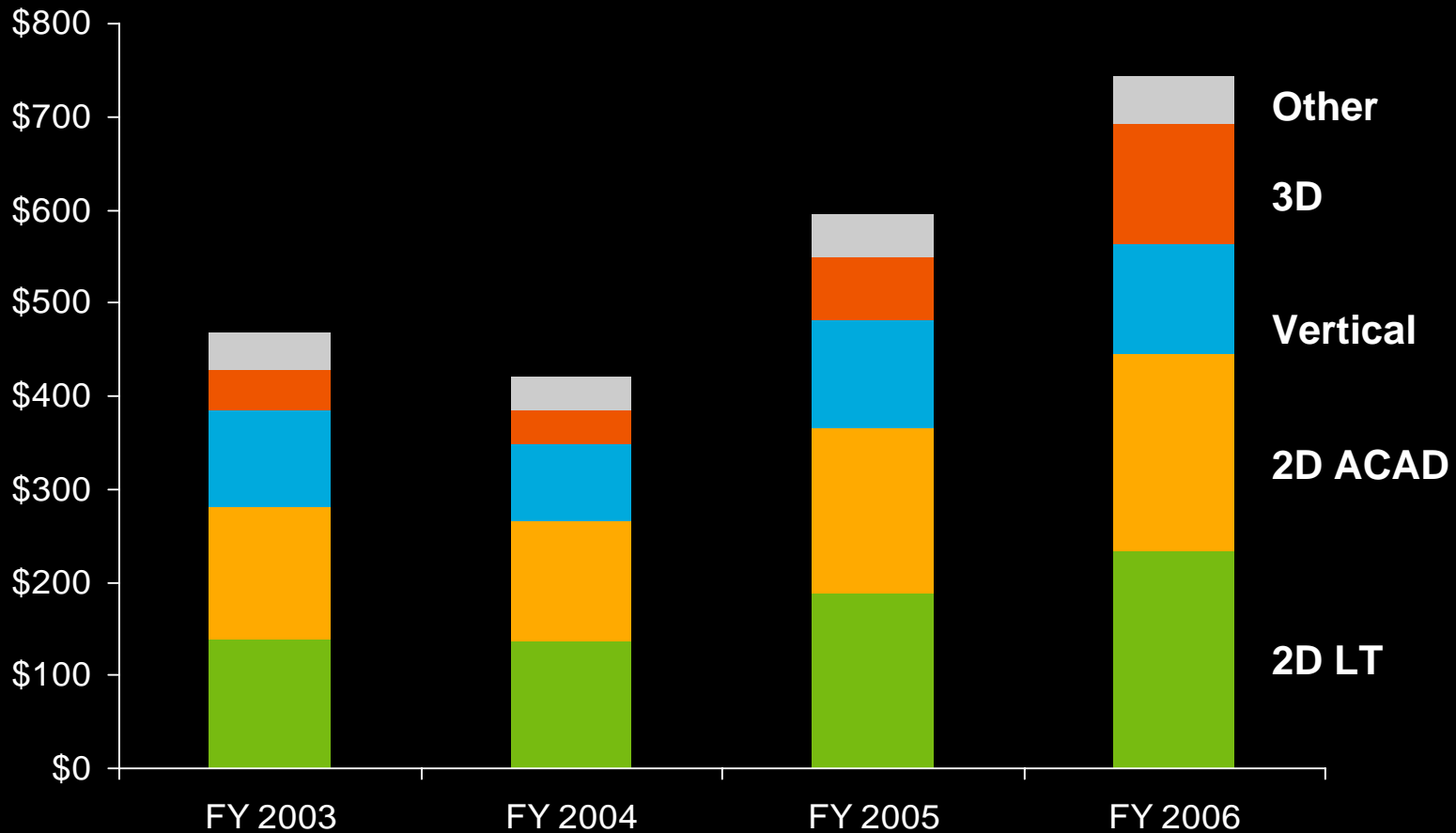
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Rev (\$M)

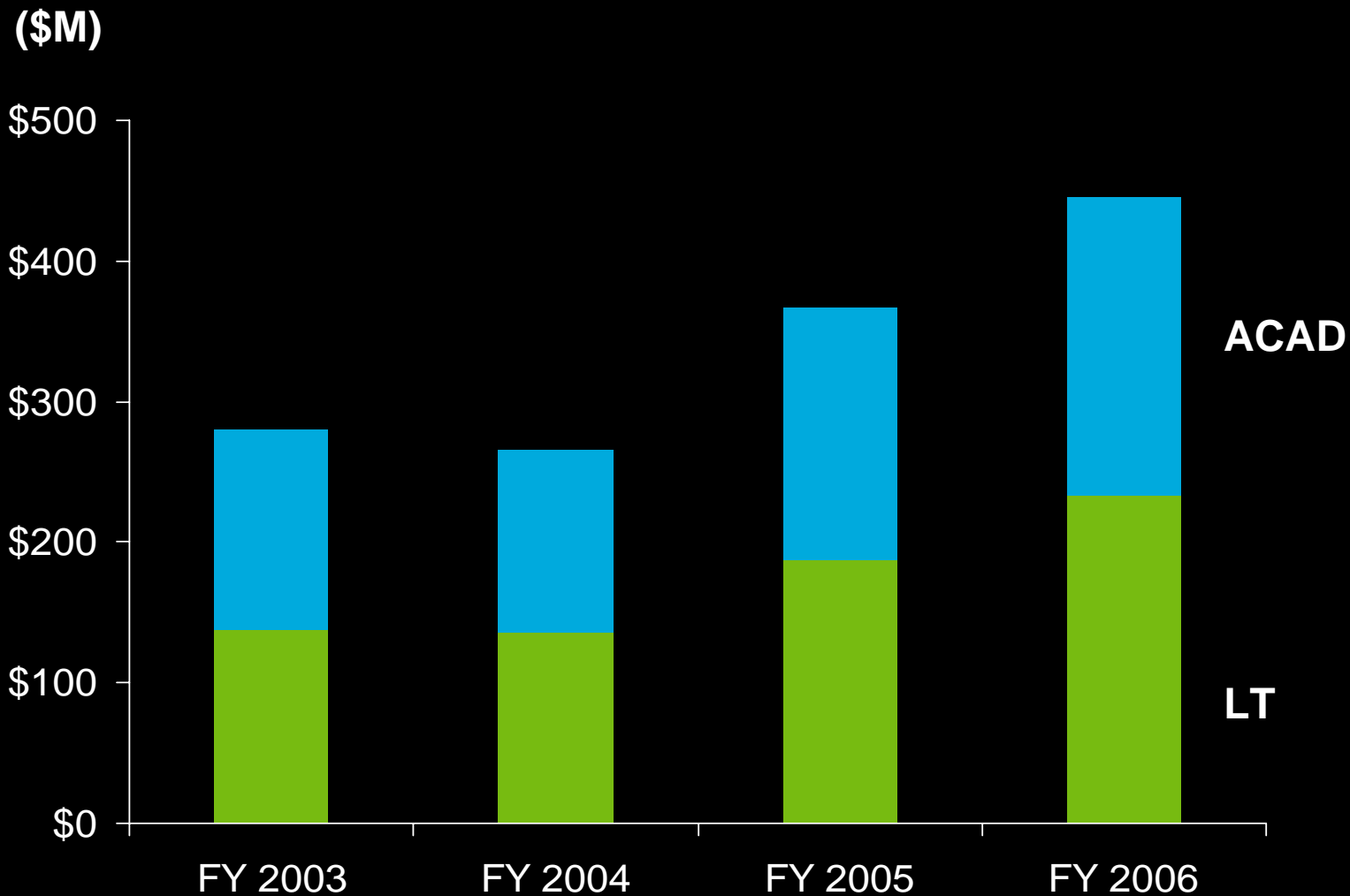


2D and 3D Drive New Business

Rev (\$M)

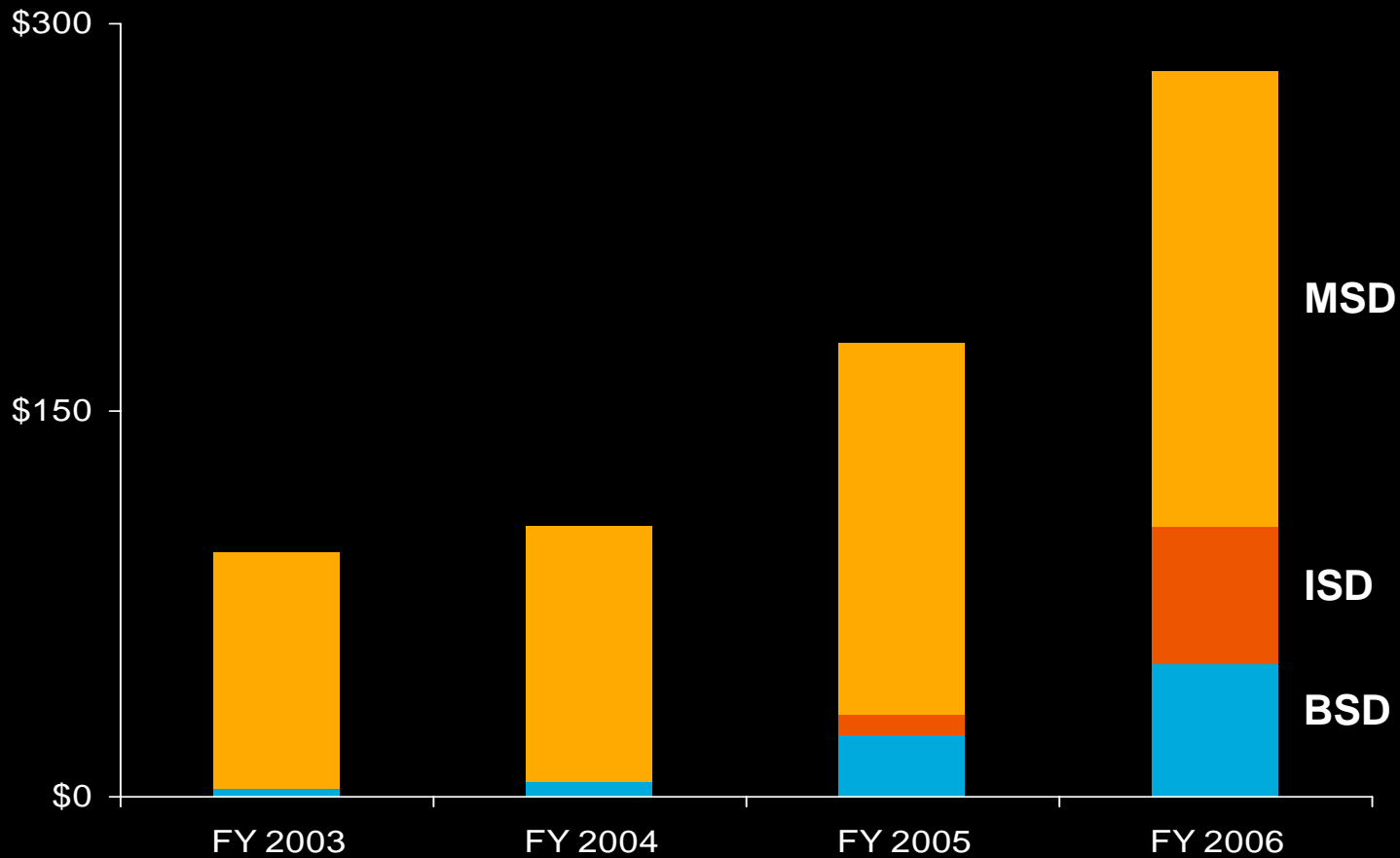


2D Revenue: Robust Growth



3D Revenue: Accelerating

3D Revenue by Division (\$M)



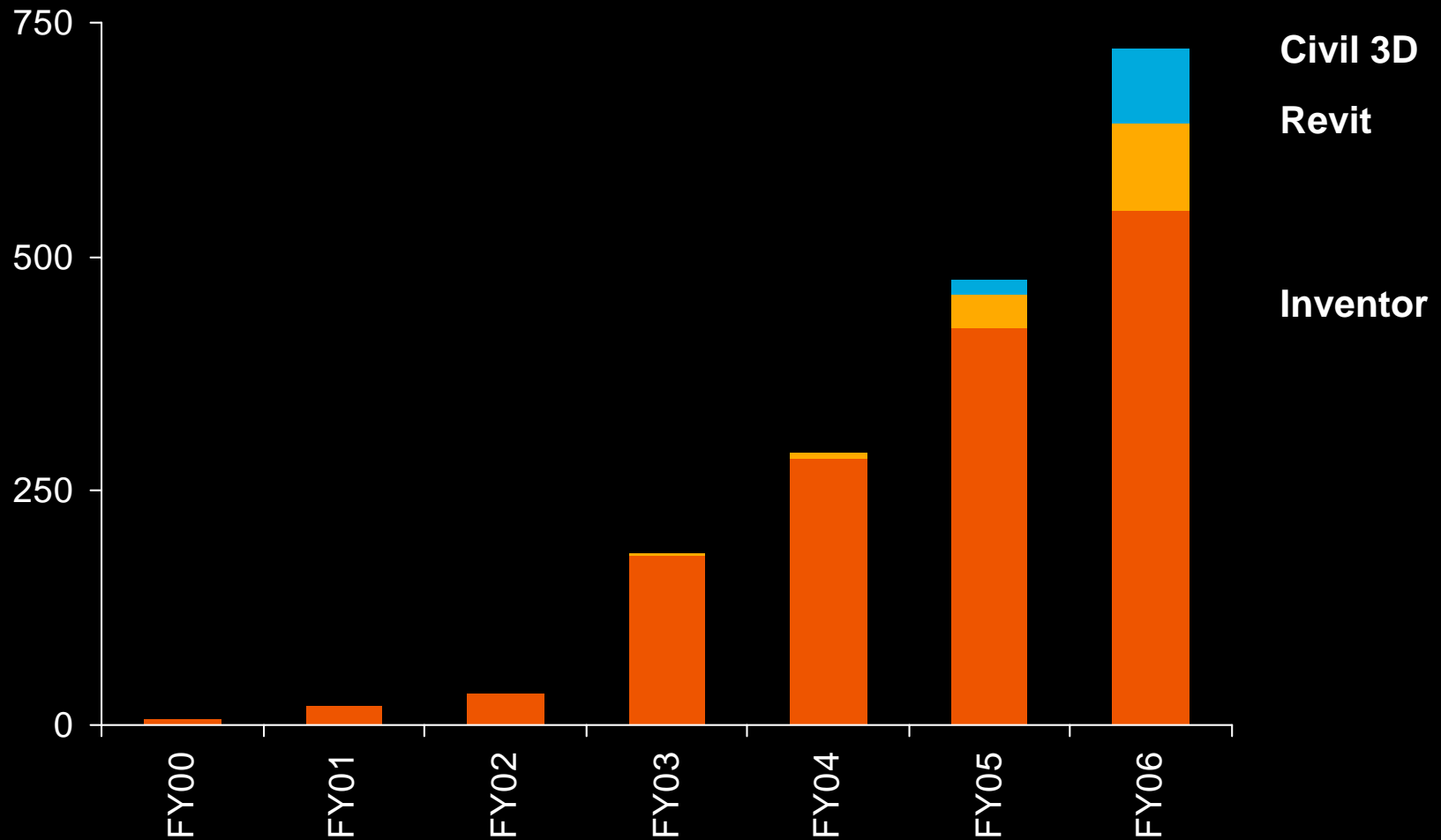
3D Users: More Valuable than 2D

	MSRP	Year 1	Year 2	Year 3	Year 4	Year 5	Total
2D	AutoCAD	\$3,995 + \$420	\$420	\$420	\$420	\$420	\$6,095
	Revit Building	\$4,670+ \$725	\$725	\$725	\$725	\$725	\$9,020
3D	Inventor Subscription	\$5,295 + \$1,095	\$1,095	\$1,095	\$1,095	\$1,095	\$10,770
	Civil 3D	\$7,495+ \$995	\$995	\$995	\$995	\$995	\$12,470
	Inventor Professional	\$7,950+ \$1,495	\$1,495	\$1,495	\$1,495	\$1,495	\$15,425

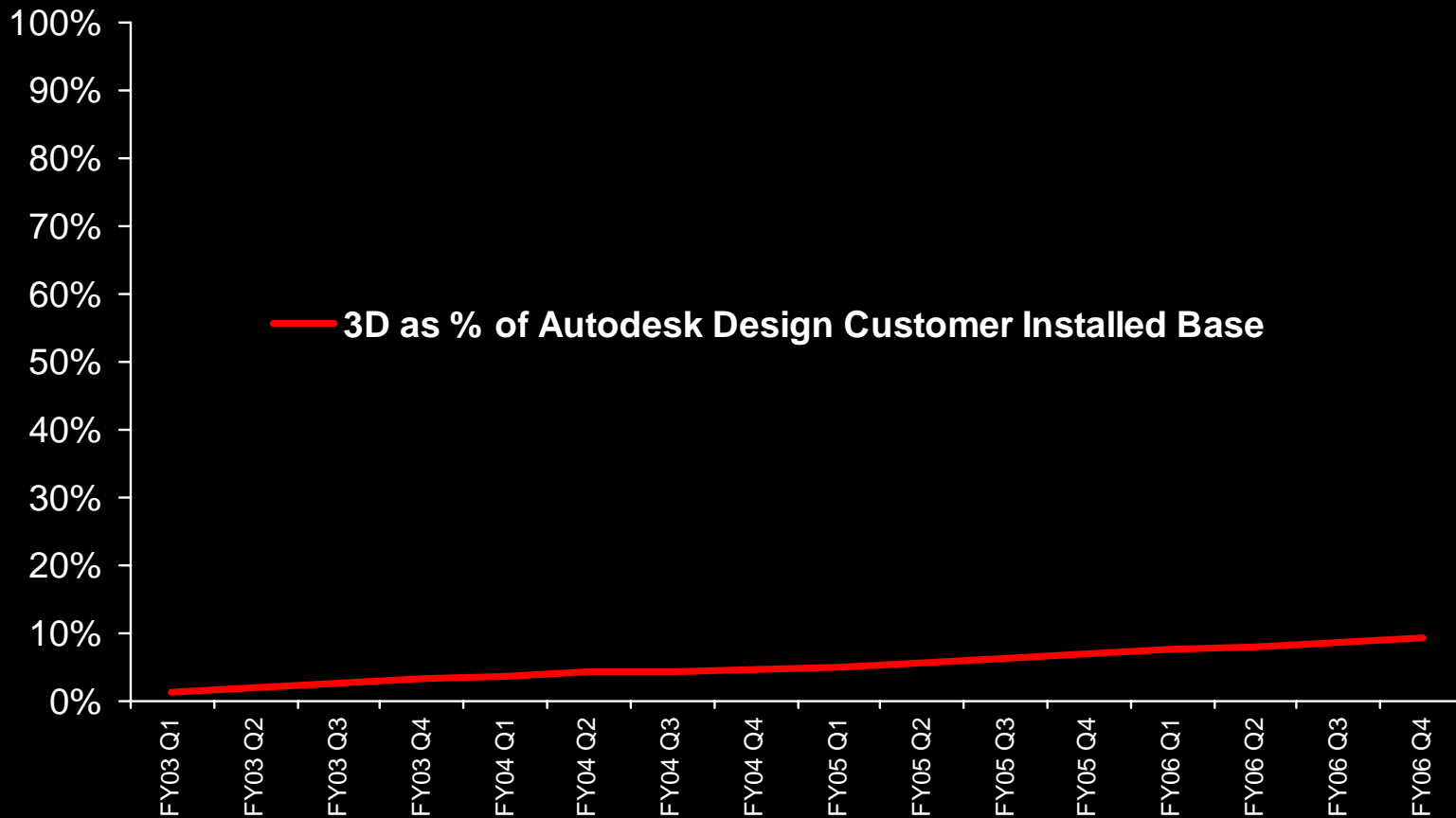
Note: Upgrade case for revenues would be similar

3D Installed Base: Adoption is Accelerating

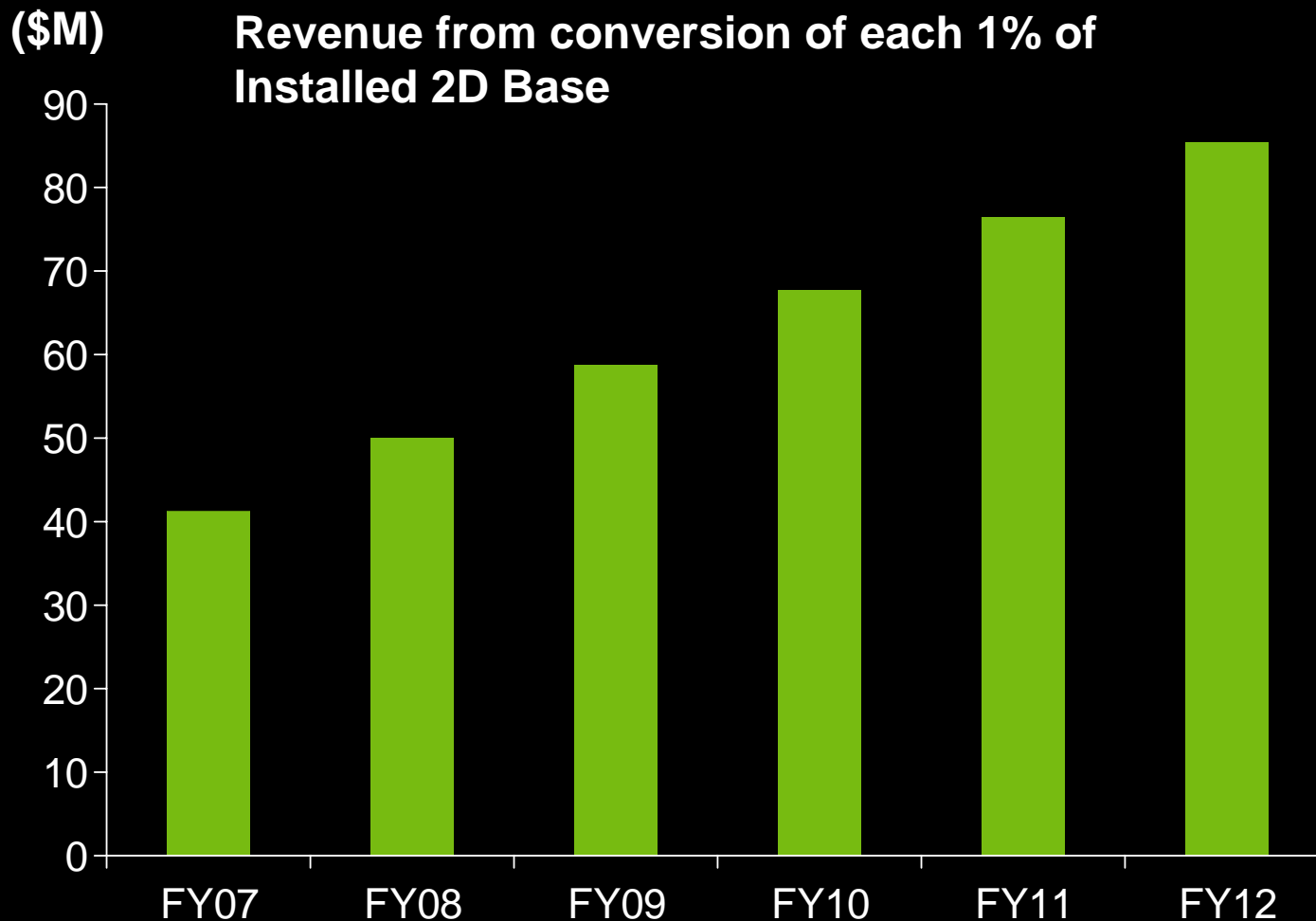
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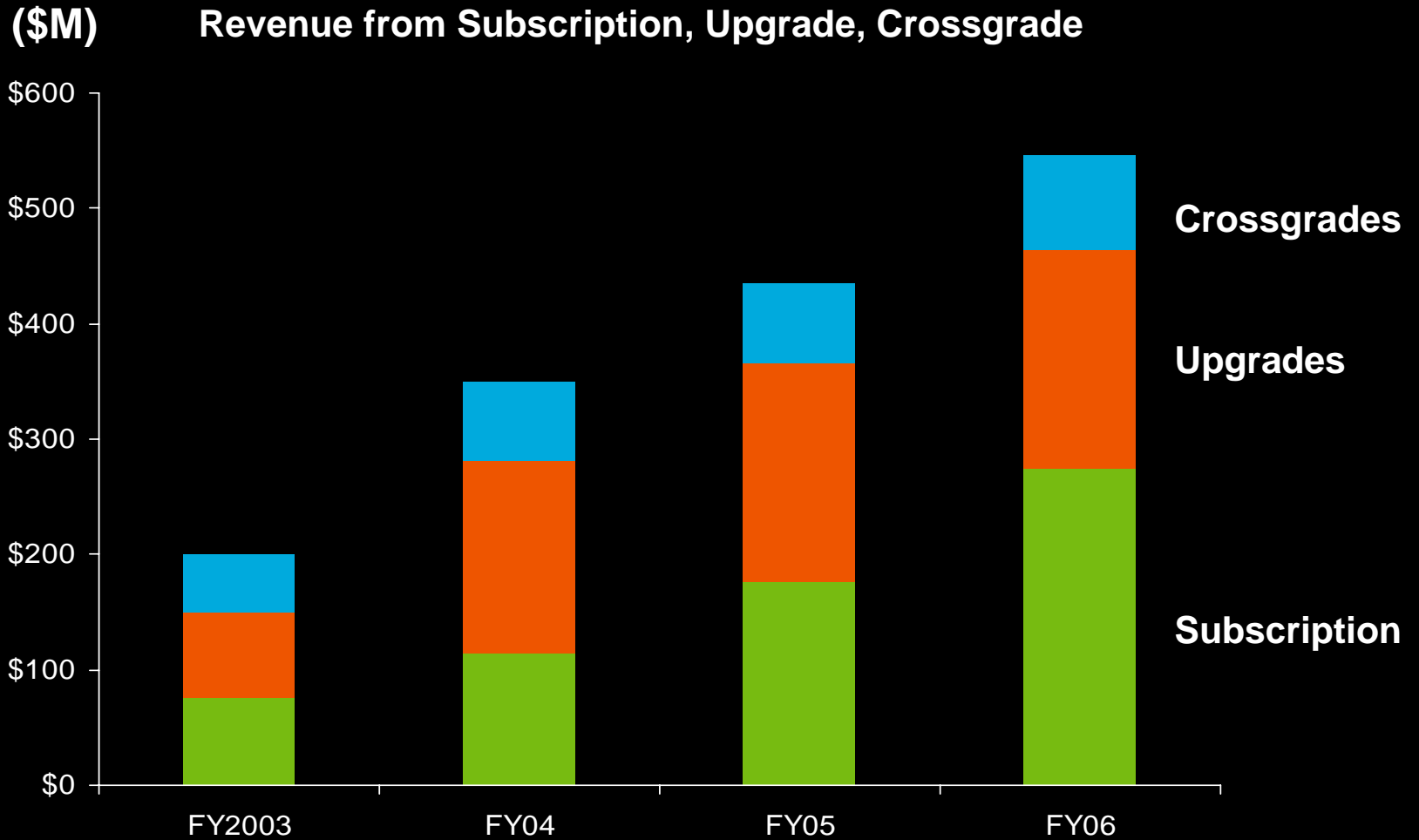
3D Penetration: Biggest Opportunity Still to Come



3D Revenue Opportunity: Migrating Significant 2D Base



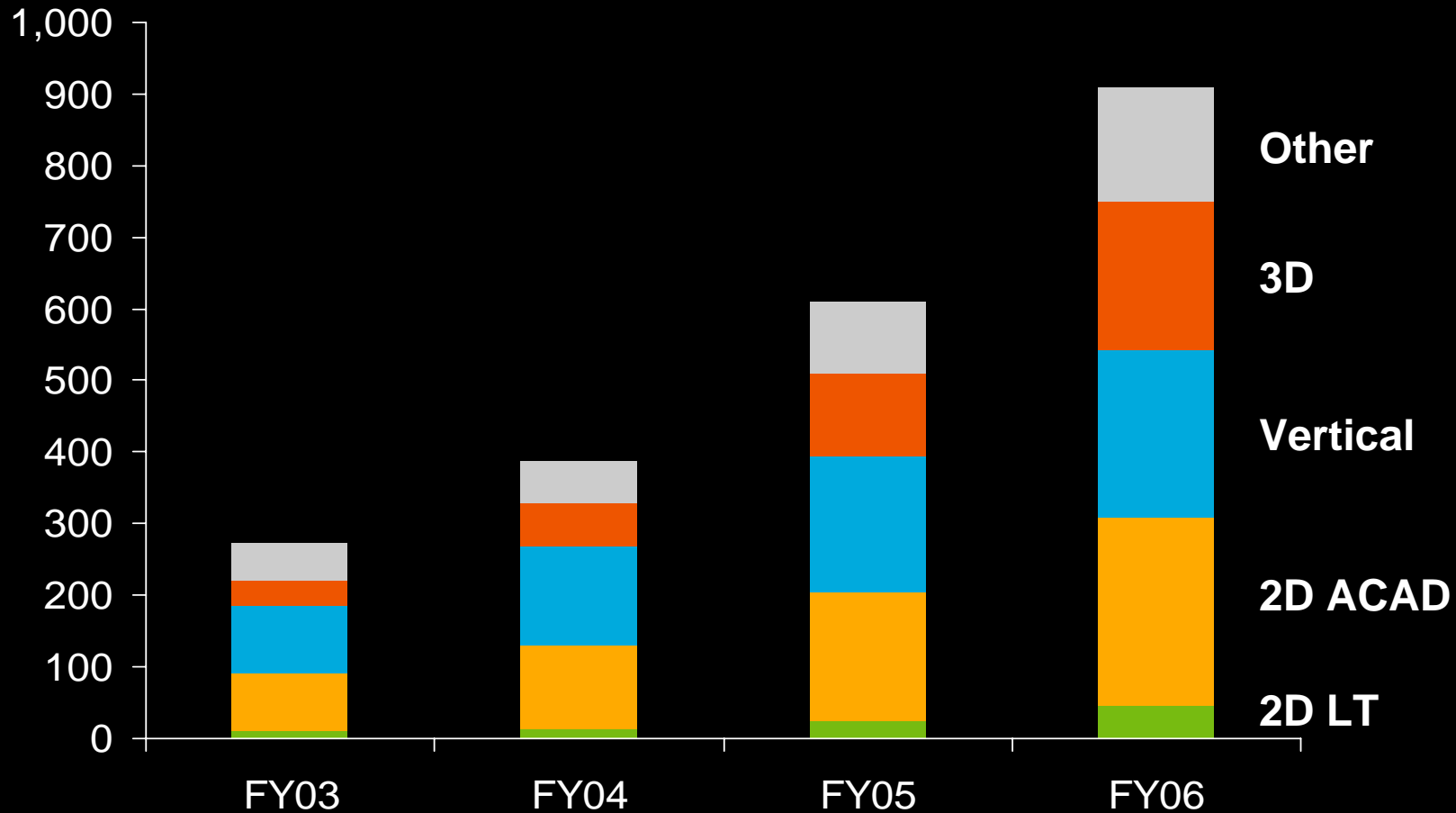
Revenue from Installed Base Growing



Subscription Users

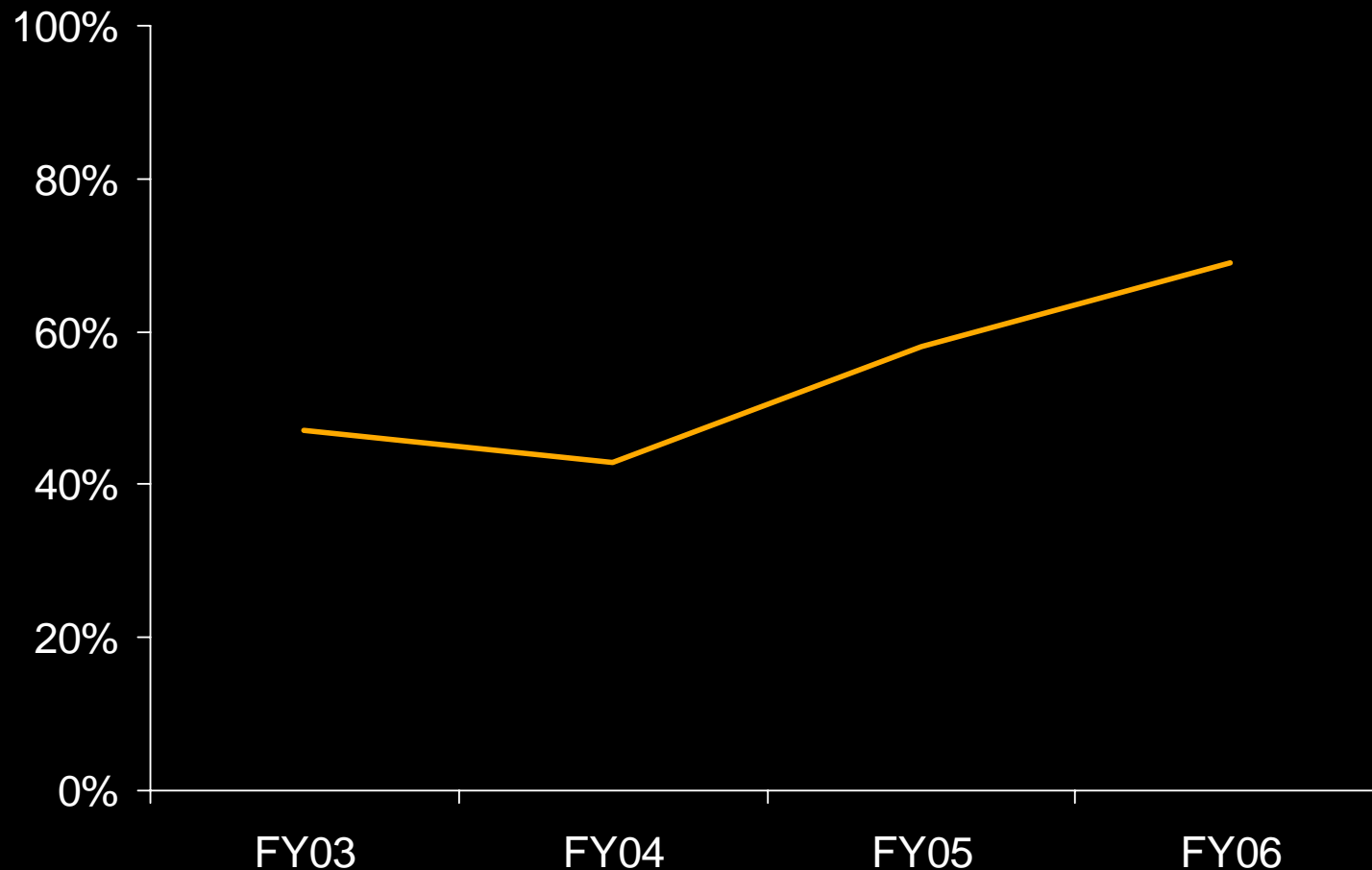
Approaching 1M

Units (000)



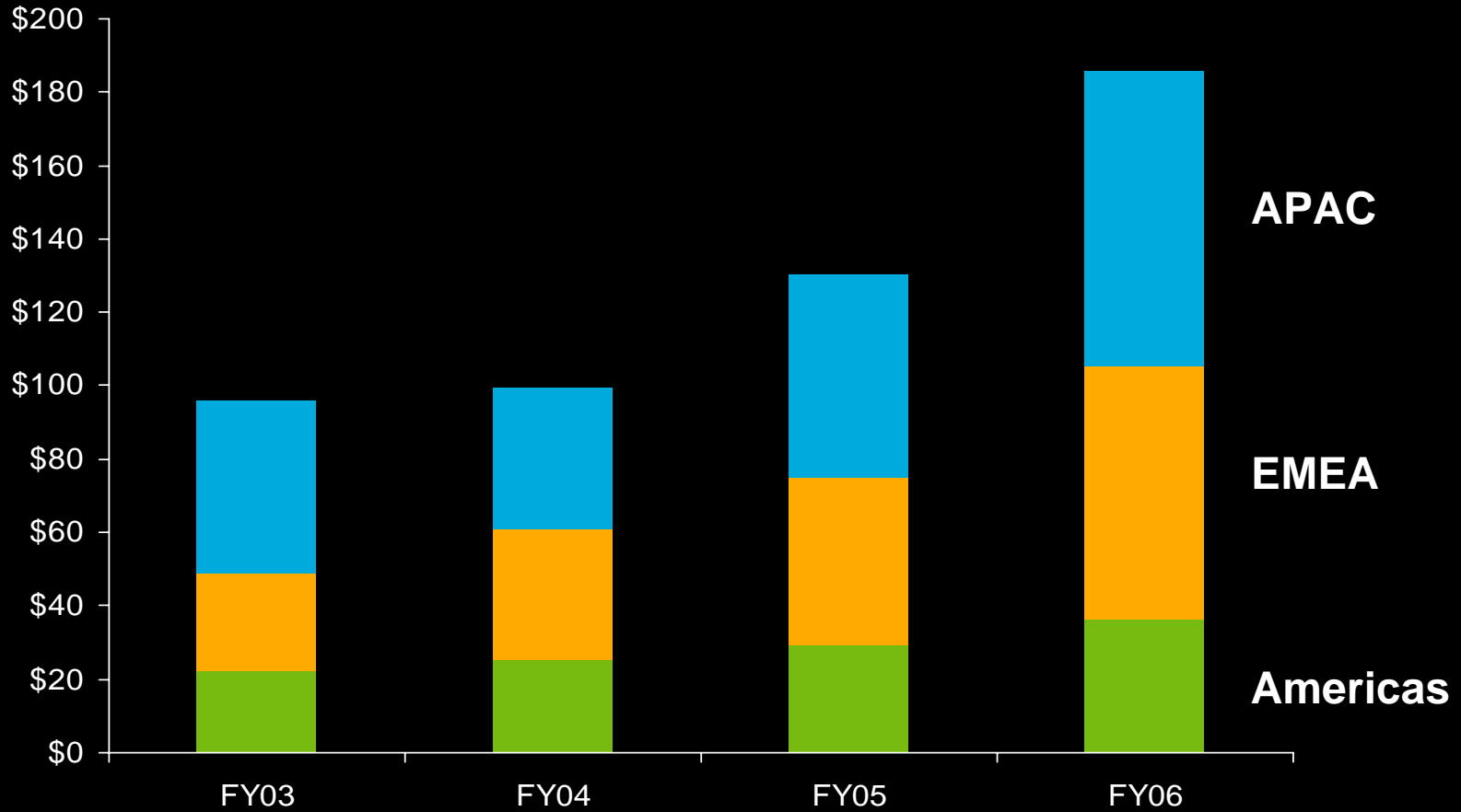
Subscription Attach Rates Increasing as AutoCAD Customers Adopt

Average Autodesk Subscription Attach Rate



Emerging Markets Accelerate Growth

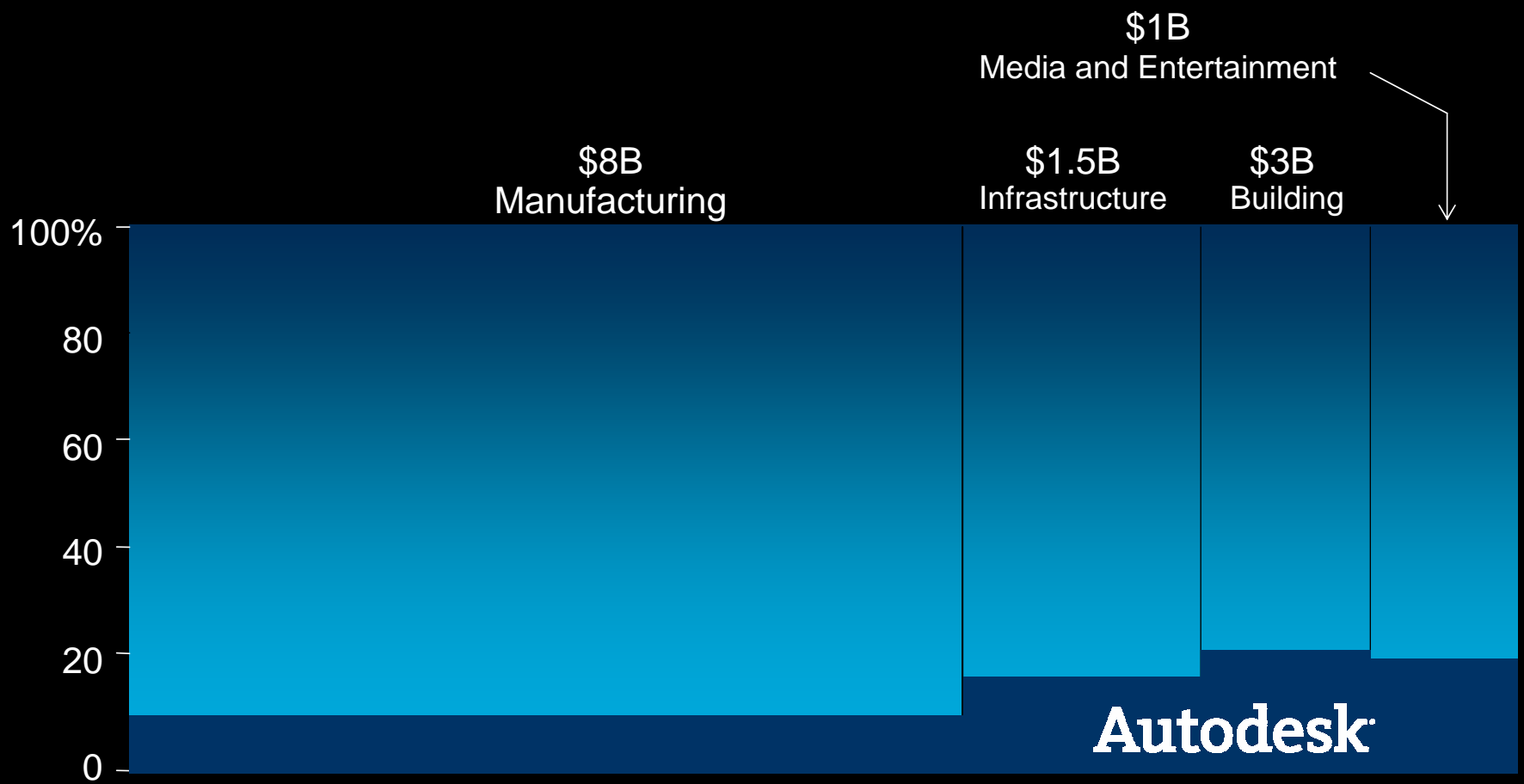
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Large Addressable Market Opportunity

\$14B

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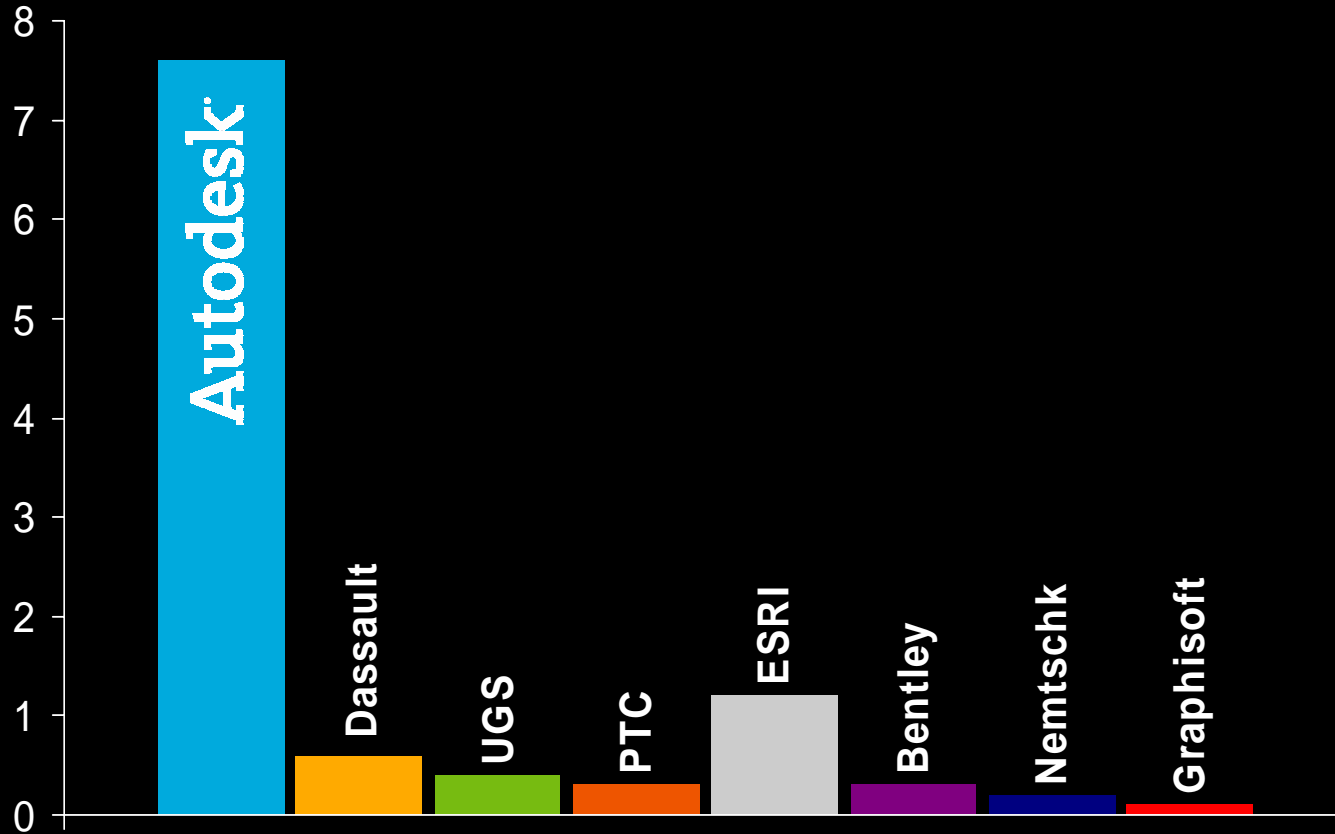


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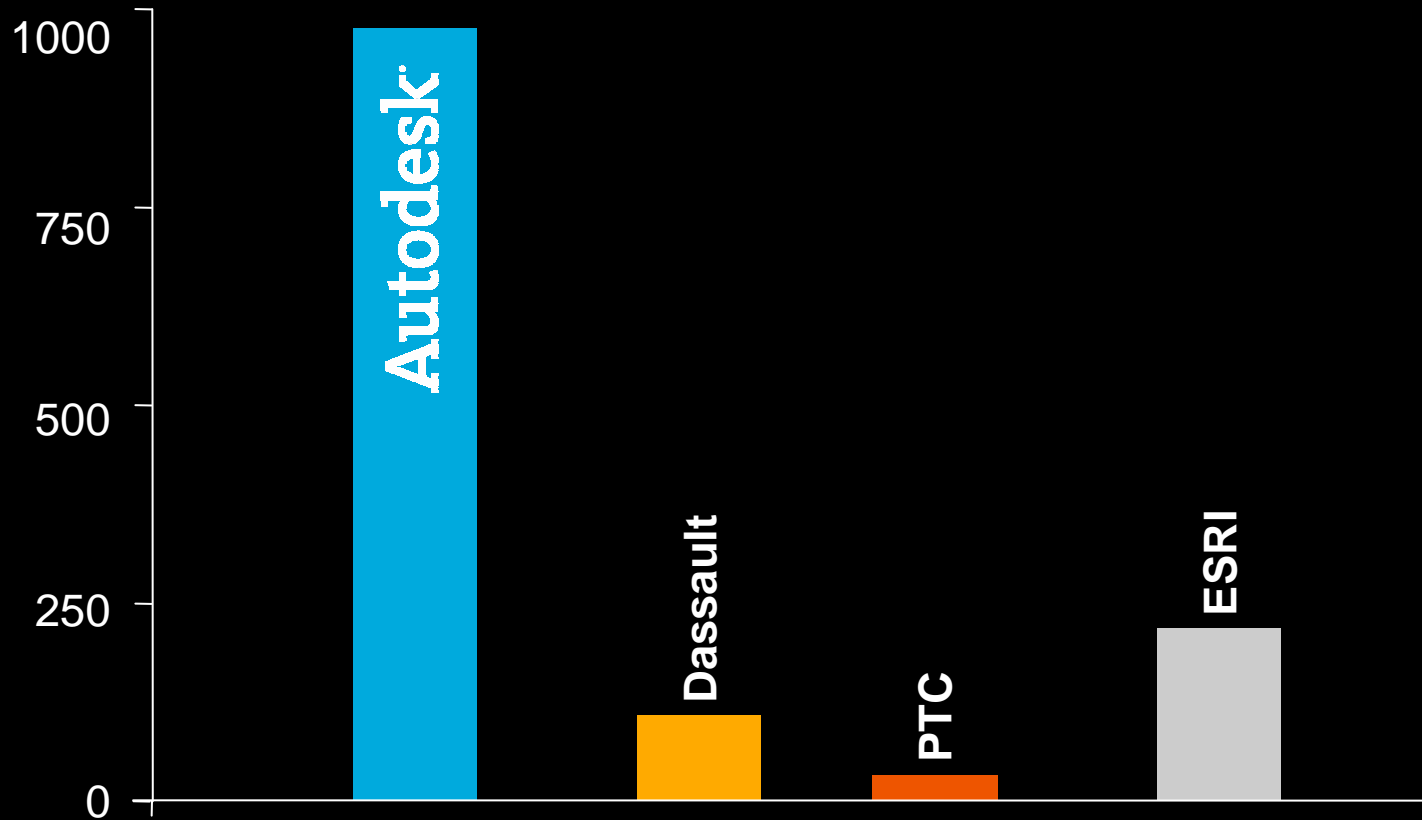
Autodesk User Community is the World's Largest...

Users (M)



...And Autodesk is the Fastest Growing

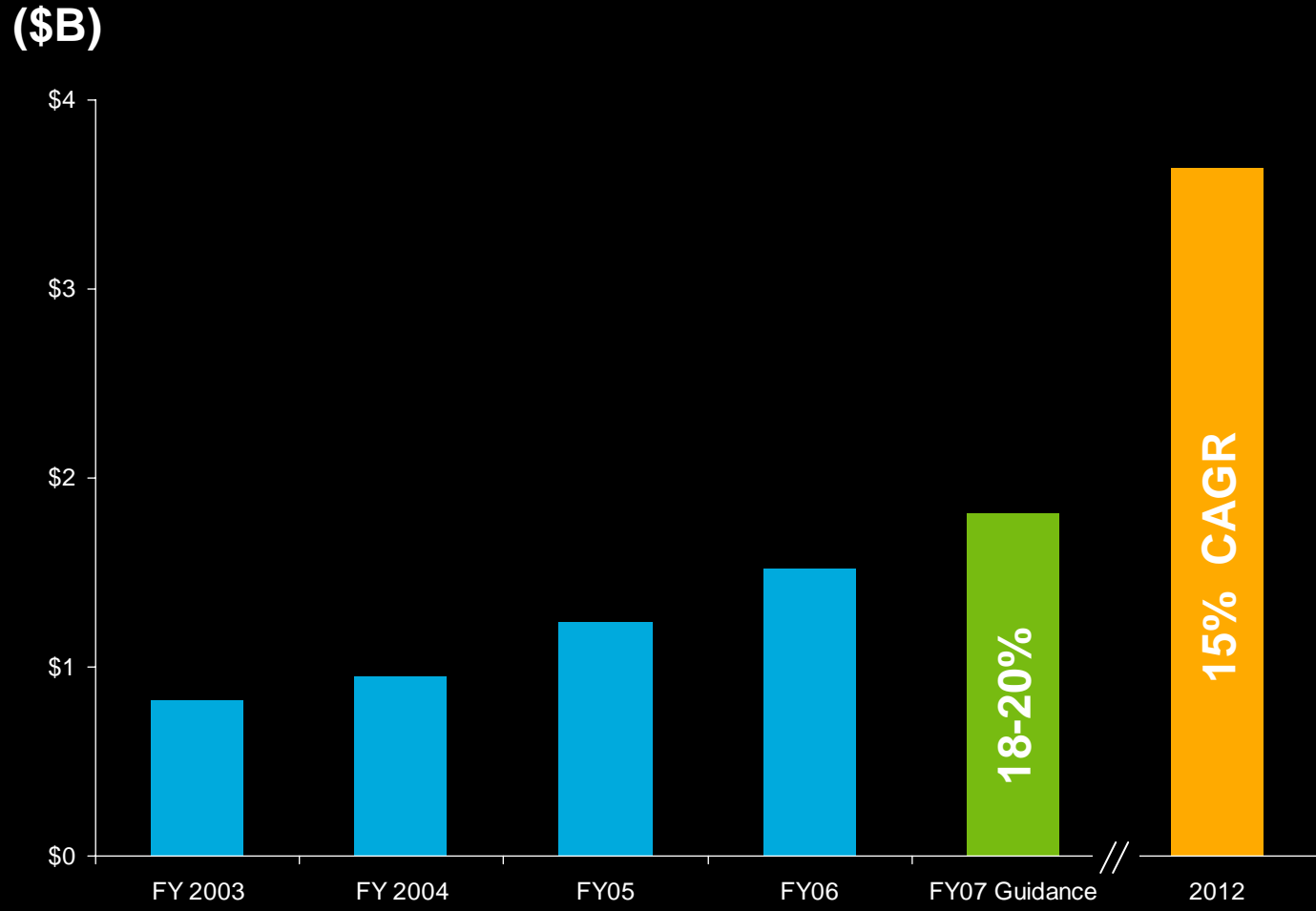
New Seats (000's)



Positioned for Strong Long-term Growth

15% Compound Revenue Growth Target

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