The One AutoCAD Experience: Learn How to Make the Most of Your AutoCAD

Natia Golan
AutoCAD Mobile Product Manager

Nick Pasero
AutoCAD Product Manager
Natia Golan
Product Manager, AutoCAD mobile app

Nick Pasero
AutoCAD Product Manager
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 fiscal quarter and fiscal year 2020; 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 ARR, ARPS, subscriptions, billings, revenue, deferred revenue, margins and cash flow growth; difficulty in predicting those financial and performance metrics; failure to maintain spend management; 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 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 changing work environment
The AEC industry
Cloud – a necessity
“Now this happened, and we've been forced to [transition to cloud], and we're finding benefits every day. It actually helped us... I've been pleasantly surprised.”

“Now that I'm starting to work on BIM 360 projects and set them up myself, it's everything I wanted in terms of control and permissions. So, maybe the cloud isn't all I thought it was. It's better than I thought it was”

“Since the pandemic started, [cloud collaboration tools have] become the platform of communication.”
AutoCAD web app
Drafter

AutoCAD desktop user

- Preparing for a design review
- Saves a drawing to cloud storage
- Sends a link to a Senior Architect via chat
Senior Architect

AutoCAD web app user

• Does not have AutoCAD installed on his laptop
• Receives the file from the Drafter
• Edits the file using the AutoCAD web app
Drafter

AutoCAD desktop user

- Opens the file in the AutoCAD web app
- Sees feedback from the Senior Architect
- Uses “Open in Desktop”
Marked-up DWG
Collaboration with the AutoCAD web app
Collaboration with the AutoCAD web app

Architect

Collaborator
Collaboration with the AutoCAD web app

Engineer

Detailer
Collaboration with the AutoCAD web app

Student

Teacher
AutoCAD web app
Connect to Autodesk Docs & BIM 360
The new Blocks Palette
AutoCAD mobile app
AutoCAD mobile app
AutoCAD engine for iOS & soon for Android
Accurate editing with the AutoCAD crosshair
The AutoCAD command line on any device
The future of AutoCAD
Thank you!

Natia Golan

Nick Pasero