

BUY

Price: \$220

Target: \$263

Upside: 17%



Software Sector

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Agenda



Company Overview



Industry Overview



Investment Thesis



Catalysts



Valuation & Risks

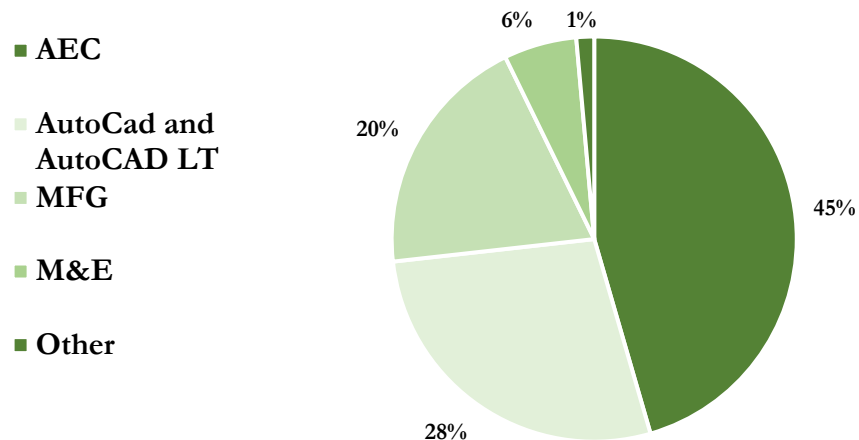
Company Overview



Overview

- Autodesk sells **editing and design software** to the media, engineering, and construction industries
- The software is sold on a **subscription-based model** in addition to annual maintenance service plans
- Their software and services allow their customers to plan, create, and **execute projects** more **effectively**
- These projects range from visual effects to consumer electronics and infrastructure projects

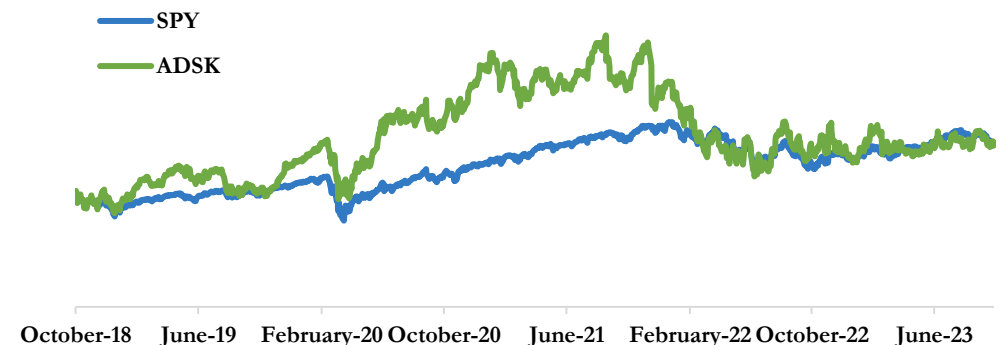
2023 Revenue Breakdown



Key Statistics

Current Share Price	\$220.45
52 Week Range	\$179 - \$232
Market Capitalization	\$47.16 Billion
Beta (5Y Daily v. SPY)	1.40
2023 EPS	\$4.02
2023 EBITDA	\$1.11 Billion

Relative to SPY (5Y Daily)



Industry Overview



SaaS Industry

- The SaaS industry is growing rapidly with a projected CAGR of 20% from 2023 to 2028
- The industry is growing globally, with high adoption in North America, particularly amongst large businesses
- Growth is being driven by the ever-increasing adoption of cloud-based software solutions by SMB

Major Players



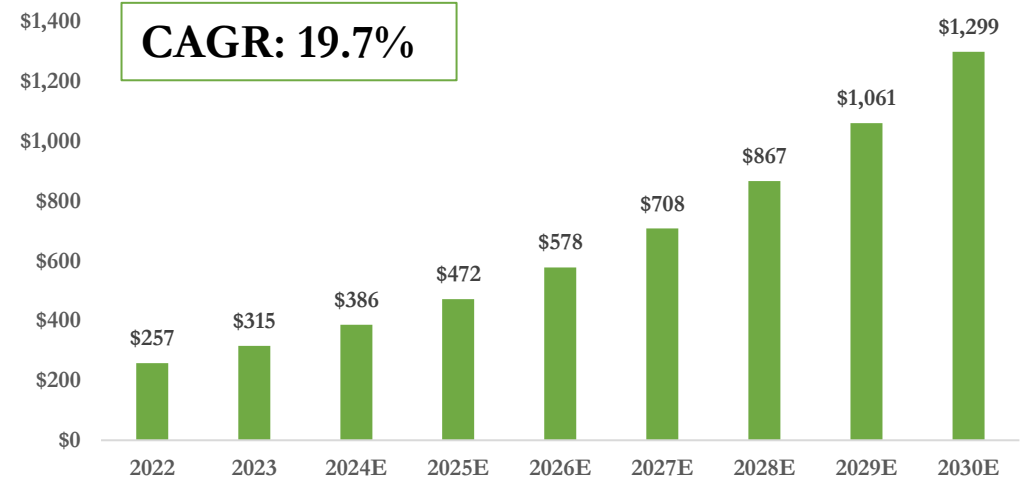
Industry Trends

AI and ML allow SaaS to be more automated and personalized

Vertical SaaS is growing due to demand for industry-specific solutions

SaaS is becoming increasingly integrated with other technologies

Global SaaS Industry (\$USD Billions)



Growth Drivers

- Cloud-based software solutions are more cost-effective, scalable, and accessible than on-site solutions
- Popularization of subscription models due to their predictability and positive effect on reducing churn
- New technologies like AI and ML are accelerating the rate of growth and innovation in SaaS firms, allowing for quicker iteration cycles and better-served customers

Investment Thesis

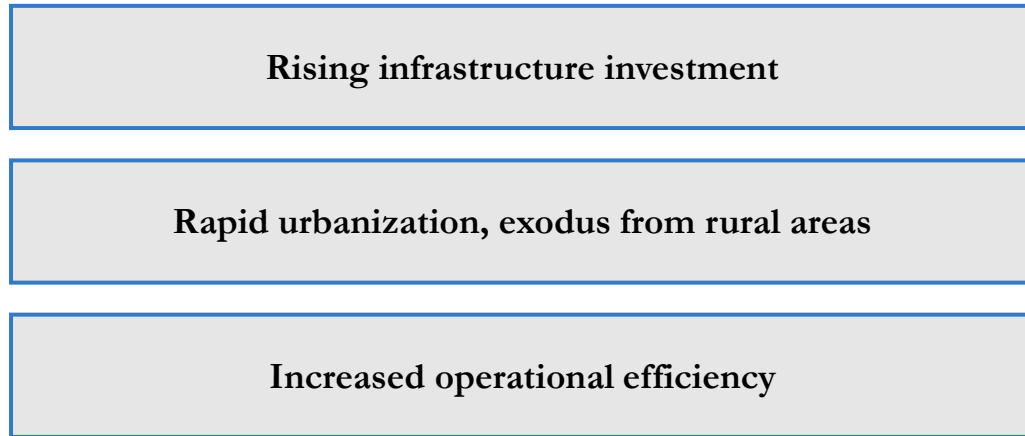


Autodesk's stock remains at 2022 tech-stock drawdown levels, despite key internal metrics improving in 2023, namely revenue, net income, and net profit margin

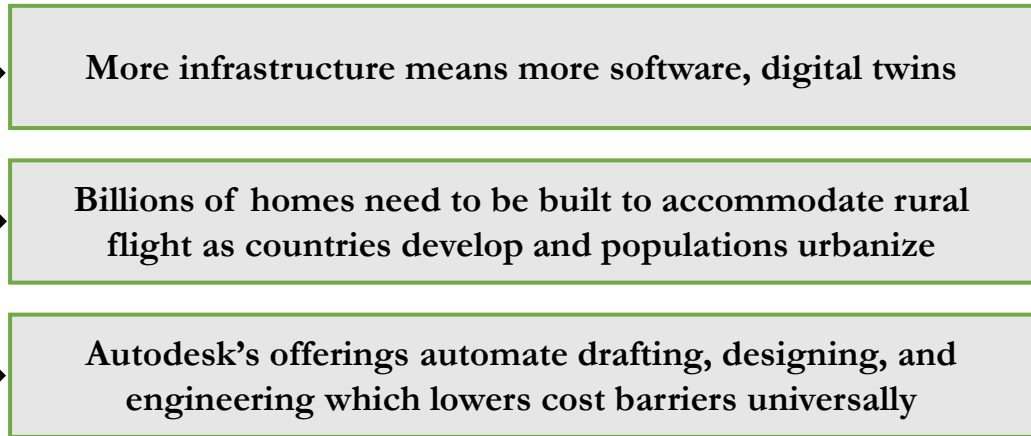
Construction Growth



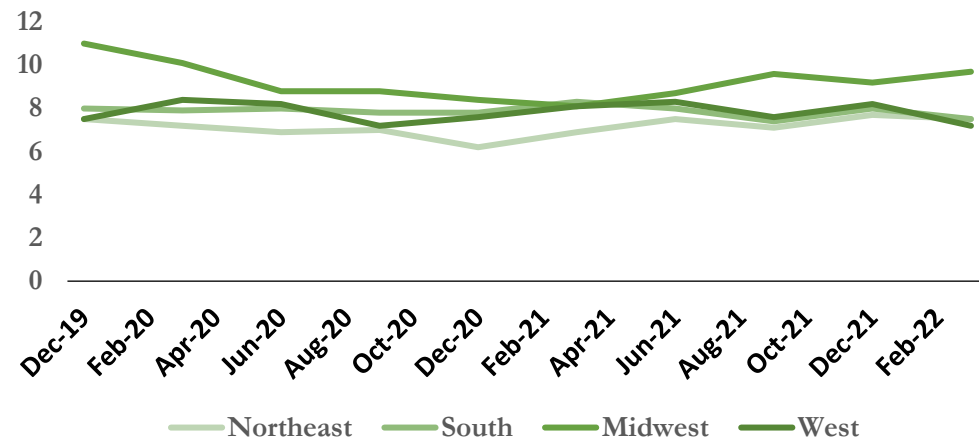
Global Growth Drivers



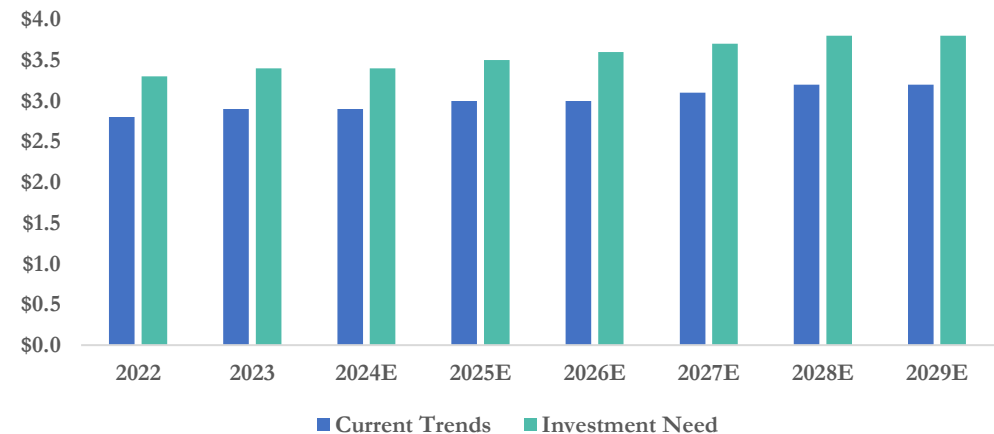
Capturing Demand



Construction Industry Backlog (Months)



Global Infrastructure Actual v. Needs (\$T)



New Agreements



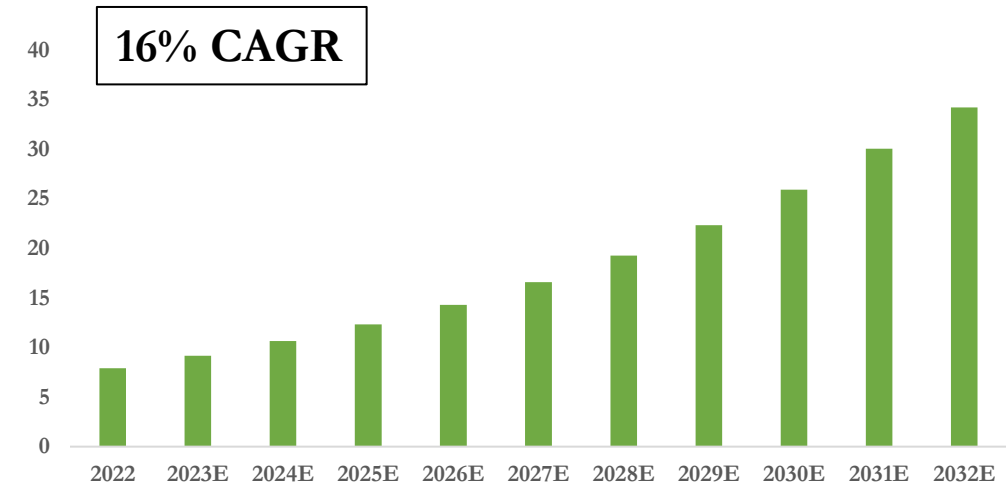
Expansion of EBA Agreements

- Autodesk signed their largest EBA agreement in Q3 and they saw record results from their construction and water EBA agreements
- Autodesk raised guidance for next quarter due to the strength of their new EBA agreements
- EBA agreements allow for long-lasting partnerships between Autodesk and its customers, and locks in crucial ARR that will enable future growth and investment

Switch to “Flex” Model

- Autodesk Flex is a pay-as-you-go, token-based model that is open to the general public
- Flex allows scalability for SMEs who can't afford the full Autodesk product suite
- Captures revenue that would otherwise go to smaller competitors, and widens the total addressable market

Building Information Modeling (USD Billions)



Autodesk Dynamic Business

- Due to a strongly diversified user base, Autodesk is less affected by cyclicalities than their more niche competitors
- Recent agreements with key industry players like Apple and Microsoft expand Autodesk's reach and grant access to new customer bases and can accelerate innovation
- Variety of applicable verticals due to Autodesk's offerings incentivize enterprise adoption due to cross-functionality

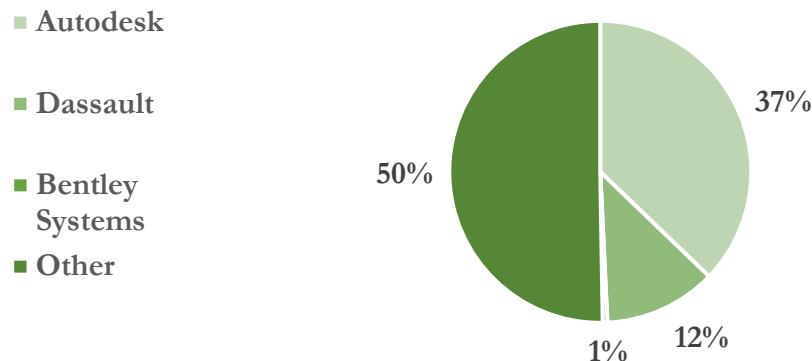
Educational Adoption



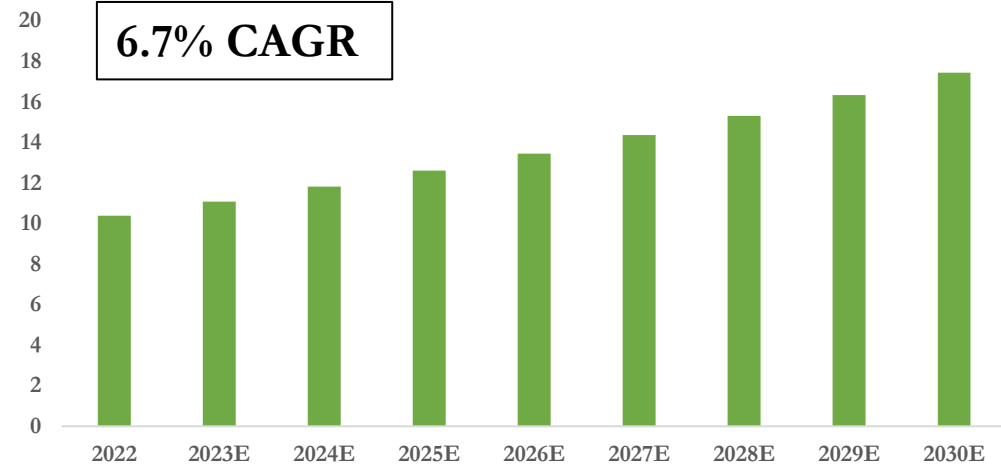
AutoCAD

- AutoCAD is becoming the industry standard for CAD, with AutoCAD experience required for most civil and mechanical engineering roles
- Education is a priority for Autodesk, and they actively market to students and universities with discounts to win market share
- Autodesk offers AutoCAD to students for free and has educational tutorials to teach students

CAD Market Share



CAD Growth (USD Billions)



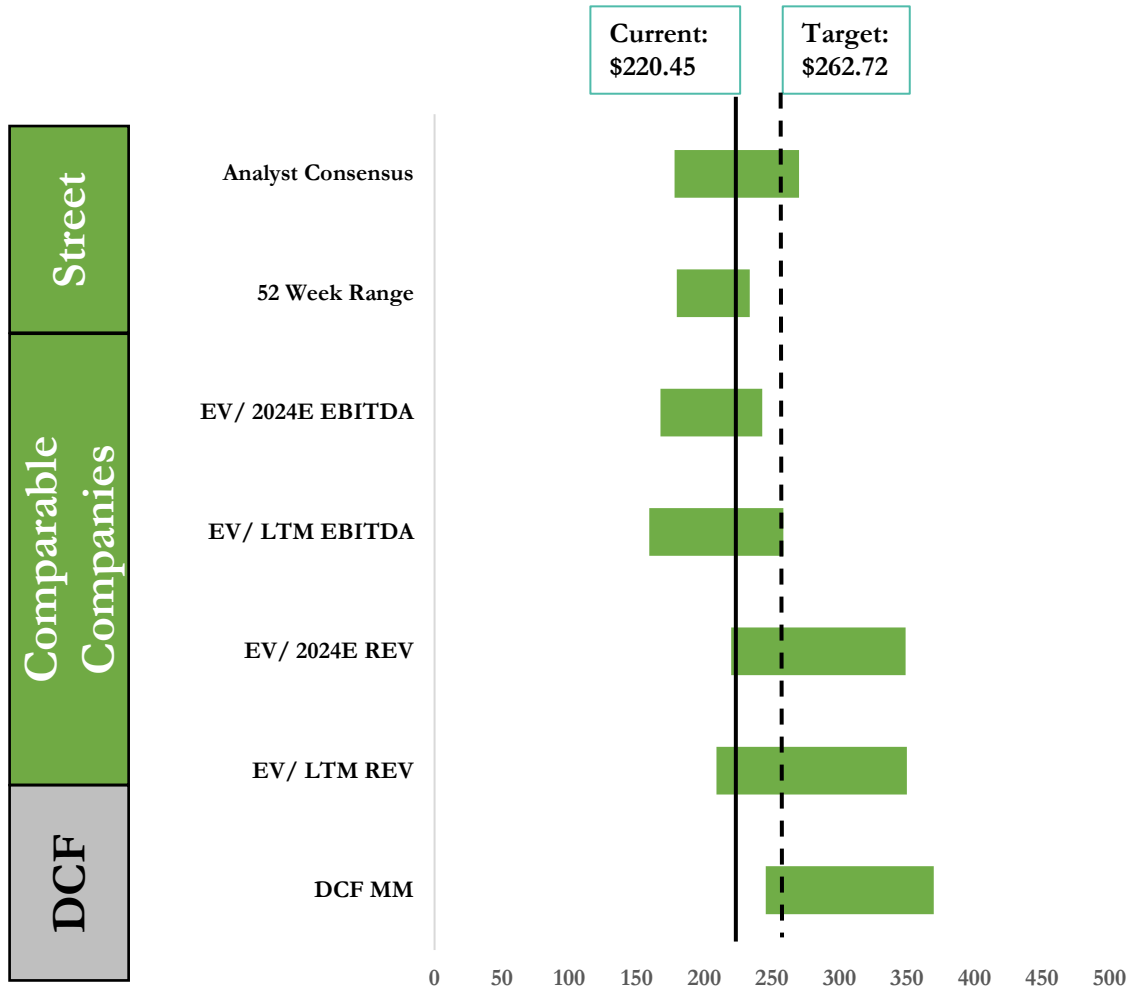
Integration of AI

- Autodesk has been investing in AI for years to help automate noncreative work and help customers analyze their data and surface insights
- AI will also companies to augment their work to make them more agile and creative
- 66% of industry leaders believe that AI will be essential for their business within 2-3 years

Valuation & Risks



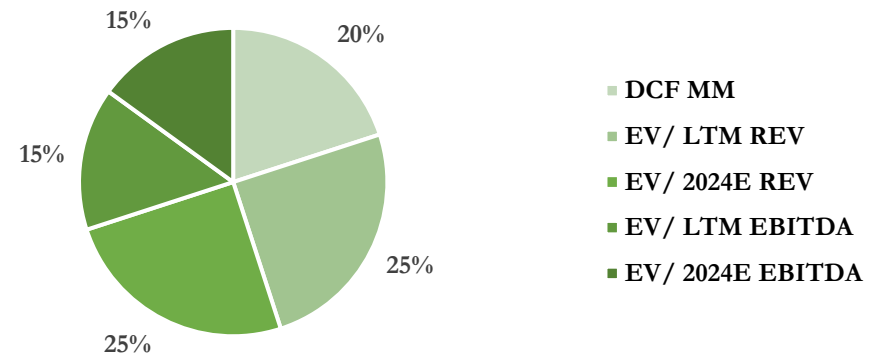
Football Field



Potential Risks

- Macroeconomic problems could have more of an effect on Autodesk's growth
- Fewer EBA agreements could be signed leading to less reoccurring revenue
- Autodesk could lose market share to their competitors as they operate in a highly competitive industry

Valuation Methodology



BUY

Price: \$220

Target: \$263

Upside: 17%

Thank you! Questions?

Appendix Overview



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Appendix A: Balance Sheet



Balance Sheet - USD (\$) \$ in Millions	FY2021	FY2022	FY2023	2024E	2025E	2026E	2027E	2028E
Current assets:								
Cash and cash equivalents	\$ 1,772	\$ 1,528	\$ 1,947					
Marketable securities	4	236	125					
Accounts receivable, net	643	716	961	956	1059	1166	1284	1416
Prepaid expenses and other current assets	206	284	308	329	365	401	442	488
Total current assets	2626	2,764	3,341					
Long-term marketable securities	0	45	102					
Computer equipment, software, furniture, and leasehold improvements, net	193	162	144					
Operating lease right-of-use assets	417	305	245					
Intangible assets, net	199	494	407					
Goodwill	2707	3,604	3,625					
Deferred income taxes, net	763	741	1,014					
Long-term other assets	376	492	560					
Total assets	7,280	8,607	9,438					
Current liabilities:								
Accounts payable	123	121	102	146	162	178	196	217
Accrued compensation	323	341	358	361	394	433	477	526
Accrued income taxes	43	30	33					
Deferred revenue	2501	2,863	3,203	3557	3941	4338	4775	5268
Operating lease liabilities	71.4	87	85					
Current portion of long-term notes payable, net	0	350	0					
Other accrued liabilities	195	217	219	238	260	286	315	347
Total current liabilities	3,255	4,009	4,000					
Long-term deferred revenue	859	927	1,377					
Long-term operating lease liabilities	396	346	300					
Long-term income taxes payable	16	20	164					
Long-term deferred income taxes	11	29	32					
Long-term notes payable, net	1637	2,278	2,281					
Long-term other liabilities	140	149	139					
Commitments and contingencies								
Total Liabilities	6,314	7,758	8,293					
Stockholders' equity:								
Preferred stock, \$0.01 par value; shares authorized 2; none issued or outstanding	0	0	0					
Common stock and additional paid-in capital, \$0.01 par value; shares authorized	2579	2,923	3,325					
Accumulated other comprehensive loss	(126)	(124)	(185)					
Accumulated deficit	(1,488)	(1,950)	(1,995)					
Total stockholders' equity	966	849	1,145					
Total liabilities and stockholders' equity	\$ 7,280	\$ 8,607	\$ 9,438					
Drivers								
Days Sales Outstanding	62	60	70	64	64	64	64	64
Prepaid expenses and other current assets as a % of revenue	5%	6%	6%	6%	6%	6%	6%	6%
Days Payable	12	10	7	10	10	10	10	10
Accrued compensation as a % of SG&A	12%	10%	10%	10%	10%	10%	10%	10%
Other accrued liabilities as a % of SG&A	7%	7%	6%	7%	7%	7%	7%	7%
Deferred Revenue as a % of Revenue	66%	65%	64%	65%	65%	65%	65%	65%

Appendix B: Income Statement



Income Statement - USD (\$) shares in Millions, \$ in Millions	FY2021	FY2022	FY2023	2024E	2025E	2026E	2027E	2028E
Net revenue:								
Total net revenue	\$ 3,790	\$ 4,386	\$ 5,005	5,465	6,055	6,665	7,336	8,095
Total cost of revenue	337	418	480	520	576	634	697	769
Gross profit	3,453	3,968	4,525	4,946	5,479	6,031	6,638	7,325
Operating expenses:								
Marketing and sales	1,440	1,623	1,745	1804	1938	2133	2347	2590
Research and development	933	1,115	1,219	1257	1393	1533	1687	1862
General and administrative	414	572	532	547	605	666	734	809
Total SG&A Expense	2787	3310	3496	3607	3936	4332	4768	5261
Amortization of purchased intangibles	38	40	40	44	48	53	59	65
Total operating expenses	2825	3350	3536	3651	3984	4385	4827	5326
Income from operations (EBIT)								
	628	618	989	1,295	1,495	1,646	1,812	1,999
Interest and other expense, net	(82)	(53)	(43)	(59)	(52)	(51)	(54)	(52)
Income before income taxes	547	566	946	1,235	1,443	1,594	1,757	1,946
(Provision for) benefit from income taxes	662	(68)	(123)	(96)	(109)	(102)	(106)	(104)
Net income	\$ 1,208	\$ 498	\$ 823	\$ 1,140	\$ 1,334	\$ 1,492	\$ 1,651	\$ 1,842
Earnings Per Share:								
Basic net income per share (in dollars per share)	\$ 5.52	\$ 2.26	\$ 3.81	\$ 5.28	\$ 6.18	\$ 6.91	\$ 7.65	\$ 8.53
Diluted net income per share (in dollars per share)	\$ 5.44	\$ 2.24	\$ 3.78	\$ 5.23	\$ 6.12	\$ 6.84	\$ 7.58	\$ 8.45
Weighted average shares used in computing basic net income per	219	220	216	216	216	216	216	216
Weighted average shares used in computing diluted net income per	222	222	218	218	218	218	218	218
Percentage of sales								
COGS Margin	9%	10%	10%	10%	10%	10%	10%	10%
Gross Margin	91%	90%	90%	90%	90%	90%	90%	90%
Marketing and Sales	38%	37%	35%	33%	32%	32%	32%	32%
Research and development	25%	25%	24%	23%	23%	23%	23%	23%
General and administrative	11%	13%	11%	10%	10%	10%	10%	10%
Amortization of purchased intangibles	1.01%	0.91%	0.80%	1%	1%	1%	1%	1%

Appendix C: Cash Flow Statement



Cash Flow Statement - USD (\$) \$ in Millions								
	2021	2022	2023	2024E	2025E	2026E	2027E	2028E
Operating activities:								
Net income	\$ 1,208	\$ 498	\$ 823	1140	1334	1492	1651	1842
Adjustments to reconcile net income to net cash provided by operating activities:								
Depreciation, amortization, and accretion	124	148	150	199	176	155	137	121
% of capex	136%	264%	375%	244%	195%	156%	125%	100%
Stock-based compensation expense	398	555	657					
Deferred income taxes	(779)	(8)	(277)					
Lease-related asset impairments	0	104	34					
Other operating activities	39	18	(8)					
Changes in operating assets and liabilities, net of business combinations:								
Accounts receivable	13	(66)	(247)					
Prepaid expenses and other assets	(56)	(134)	(3)					
Accounts payable and other liabilities	130	10	(5)					
Deferred revenue	344	419	798					
Accrued income taxes	16	(12)	149					
Net cash provided by operating activities	\$ 1,439	\$ 1,534	\$ 2,075					
Investing activities:								
Purchases of marketable securities	(21)	(311)	(397)					
Sales of marketable securities	0	12	152					
Maturities of marketable securities	17	26	298					
Purchases of intangible assets	(5)	(11)	(6)					
Business combinations, net of cash acquired	(246)	(1,250)	(96)					
Capital expenditures	(91)	(56)	(40)	(82)	(90)	(99)	(109)	(121)
% of sales	2.40%	1.28%	0.80%	1.49%	1.49%	1.49%	1.49%	1.49%
Other investing activities	(58)	(5)	(54)					
Net cash used in investing activities	(404)	(1,595)	(143)					
Financing activities:								
Proceeds from issuance of common stock, net of issuance costs	114	114	124					
Taxes paid related to net share settlement of equity awards	(157)	(194)	(160)					
Repurchase and retirement of common stock	(552)	(1,079)	(1,101)					
Proceeds from debt, net of discount	0	997	0					
Repayments of debt	(450)	0	(350)					
Other financing activities	(2)	(7)	0					
Net cash used in financing activities	(1,047)	(169)	(1,487)					
Effect of exchange rate changes on cash and cash equivalents	11	(11)	(22)					
Net increase (decrease) in cash and cash equivalents	(1)	(241)	423					
Cash and cash equivalents at beginning of fiscal year	1,775	1,772	1,528					
Cash and cash equivalents at end of fiscal year	1,774	1,531	1,951					
Supplemental cash flow disclosure:								
Cash paid for interest	63	58	86					
Cash paid for income taxes, net of tax refunds	93	165	241					
Non-cash investing and financing activities:								
Fair value of common stock issued to settle liability-classified restricted stock units	29	3	11					
Fair value of common stock issued related to business combination (See Note 6)	\$ 38	\$ 6	\$ 10					

Appendix D: Revenue Build



Revenue Build - USD (\$) shares in Millions, \$ in Millions	FY2021	FY2022	FY2023	2024E	2025E	2026E	2027E	2028E
AEC	1649	1969	2278	2474	2746	3021	3319	3660
% Growth		19%	16%	9%	11%	10%	10%	10%
AutoCad and AutoCAD LT	1099	1244	1387	1506	1664	1831	2008	2211
% Growth		13%	11%	9%	11%	10%	10%	10%
MFG	799	876	978	1072	1179	1297	1425	1567
% Growth		10%	12%	10%	10%	10%	10%	10%
M&E	219	259	291	320	354	386	423	465
% Growth		18%	13%	10%	11%	9%	10%	10%
Other	24	38	71	93	112	131	160	192
% Growth		57%	85%	31%	20%	17%	23%	20%
Total Revenue	3,790	4,386	5,005	5,465	6,055	6,665	7,336	8,095
YoY % Growth		16%	14%	9%	11%	10%	10%	10%
Segments (% of revenue)								
AEC	43%	45%	46%	45%	45%	45%	45%	45%
AutoCAD and AutoCAD LT	29%	28%	28%	28%	27%	27%	27%	27%
MFG	21%	20%	20%	20%	19%	19%	19%	19%
M&E	6%	6%	6%	6%	6%	6%	6%	6%
Other	1%	1%	1%	2%	2%	2%	2%	2%
	FY 2021	FY 2022	FY 2023	FY 2024E	FY 2025E	FY 2026E	FY 2027E	FY 2028E
Revenue	3,790	4,386	5,005	5465	6055	6665	7336	8095
% Growth		16%	14%	9%	11%	10%	10%	10%

Appendix E: Net Working Capital



Net Working Capital	FY2021	FY2022	FY2023	2024E	2025E	2026E	2027E	2028E
Current assets:								
Accounts receivable, net	643	716	961	956	1059	1166	1284	1416
Prepaid expenses and other current assets	206	284	308	329	365	401	442	488
Total current assets	849	1000	1269	1285	1424	1568	1725	1904
Current Liabilities:								
Accounts payable	123	121	102	146	162	178	196	217
Accrued compensation	323	341	358	361	394	433	477	526
Deferred revenue	2501	2863	3203	3557	3941	4338	4775	5268
Other accrued liabilities	195	217	219	238	260	286	315	347
Total current liabilities	3142	3542	3882	4302	4756	5235	5763	6359
NWC	(2293)	(2542)	(2613)	(3017)	(3332)	(3668)	(4037)	(4455)
Change in NWC		(249)	(71)	(404)	(315)	(336)	(369)	(418)

Appendix F: WACC and Beta



WACC	
Market Cap	48058
Outstanding Shares	218
Stock Price	220.45
Debt	2,665
D/E Ratio	5.55%
Damodaran Spread	2.00%
Risk Free Rate	4.80%
Tax Rate	21%
Cost of Debt	6.80%
Annual Market Return	8.00%
Market Risk Premium	3.20%
Beta	1.40
Cost of Equity	9.28%
After Tax Cost of Debt	5.37%
Weight Equity	94.75%
Weight Debt	5.25%
WACC	9.08%

Beta	
Covariance	0.000257
Variance	0.000183
Beta	1.400155

Appendix G: Comps



Autodesk																							
Comparable Companies Analysis (in millions, except per share data)																							
Company	Ticker	Price	Market Cap	Cash	Debt	EV	LTM REV	2024E REV	LTM EBIT	2024E EBIT	LTM EBITDA	2024E EBITDA	LTM EPS	2024E EPS	EV/LTM REV	EV/2024E REV	EV/LTM EBIT	EV/2024E EBIT	EV/LTM EBITDA	EV/2024E EBITDA	LTM P/E	2024E P/E	
Autodesk	ADSK	224.93	48058	2292	2,665	48431	5212	6,055	1,012	1,495	1221	1,671	4.03	6.12	9.29	8.00	47.86	32.39	39.67	28.98	55.75	36.75	
Adobe	ADBE	619.5	250374	7516	4096	246954	18886	21840.4	6531	9893.9	7396	10237	11.11	13.41	13.08	11.31	37.81	24.96	33.39	24.12	55.76	46.20	
Dassault Systemes	DSY	42.62	52537	3653	3268	52153	6117	6470	1285	2025	1904	2340	0.77	0.92	8.53	8.06	40.57	25.76	27.39	22.28	55.35	46.33	
Bentley Systems	BSY	52.26	17458	82.7	1681.8	19057	1166.4	1366	233.2	456.8	328.9	480.5	0.49	0.7	16.34	13.96	81.72	41.72	57.94	39.66	106.65	74.66	
ANSYS Inc	ANSS	296.5	26460.9	478	882.2	26865	2174.4	2527	619	1059.3	768.4	1131.4	6	6.6	12.36	10.63	43.40	25.36	34.96	23.75	49.42	44.92	
PTC Inc	PTC	154.92	17054.9	281.5	1933.1	18707	2058.4	2369	502.7	859.9	623.1	855.5	2.57	2.97	9.09	7.90	37.21	21.75	30.02	21.87	60.28	52.16	
Minimum															8.53	7.90	37.21	21.75	27.39	21.87	49.42	44.92	
Quartile 1															8.81	7.98	37.51	23.36	28.71	22.08	52.38	45.56	
Median															12.36	10.63	40.57	25.36	33.39	23.75	55.76	46.33	
Quartile 3															14.71	12.63	62.56	33.74	46.45	31.89	83.47	63.41	
Maximum															16.34	13.96	81.72	41.72	57.94	39.66	106.65	74.66	
Minimum															202.13	217.65	171.03	147.50	151.72	165.94	199.37	274.93	
Quartile 1															208.85	219.91	172.43	158.49	159.08	167.54	211.34	278.82	
Median															293.68	293.52	186.64	172.23	185.30	180.34	224.96	283.51	
Quartile 3															349.91	349.13	288.71	229.68	258.46	242.81	336.74	388.06	
Maximum															388.91	385.92	377.65	284.43	322.82	302.37	430.28	456.89	

Comparable Companies EV/LTM Revenue

Autodesk	8.86x
Adobe	13.08x
Dassault Systemes	8.53x
Bentley Systems	16.34x
ANSYS Inc	12.36x
PTC Inc	9.09x
Median	12.36x

Appendix H: DCF (Bear)



Discounted Cash Flow								
Fiscal Year Ended	FY 2021	FY 2022	FY 2023	2024E	2025E	2026E	2027E	2028E
<i>(in millions, except per share data)</i>								
Free Cash Flow:								
Revenue	3790	4386	5005	5,361	5,707	6,111	6,532	6,977
EBIT	628	618	989	723	769	824	881	941
Taxes	662	(68)	(123)	(96)	(109)	(102)	(106)	(104)
NOPAT	(34)	686	1,112	818	879	926	987	1,045
D&A	124	148	150	199	176	155	137	121
Capex	(91)	(56)	(40)	(82)	(90)	(99)	(109)	(121)
Changes in NWC		249	71	404	315	336	369	418
FCFF	(1)	1,027	1,293	1,339	1,280	1,318	1,383	1,462
Discount Factor				0.5	1.5	2.5	3.5	4.5
PV of Cash Flows				1282	1124	1061	1021	989

Terminal Value Calculation			
Growth Rate		Multiple Method	
Terminal Cash Flow	1,462	Terminal Value	6,977
WACC	9.07%	WACC	9.07%
Terminal Growth Rate	2%	EV/Revenue	10.63
Terminal Value	21097	Terminal Value	74165
PV of Terminal Value	14274	PV of Terminal Value	50179
Enterprise Value	19751	Enterprise Value	55656
Debt	2,665	Debt	2,665
Cash	2292	Cash	2292
Equity Value	19378	Equity Value	55283
Diluted Shares Outstanding	218	Diluted Shares Outstanding	218
Price per share	88.89	Price per share	253.59

Sensitivity Analysis						
		Gordon Growth				
	88.89	1.50%	1.75%	2%	2.25%	2.50%
8.07%	97.05	100.13	103.46	107.08	111.02	
8.57%	90.20	92.81	95.62	98.65	101.93	
WACC	9.07%	84.26	86.50	88.89	91.45	94.22
	9.57%	79.06	80.99	83.05	85.24	87.60
	10.07%	74.46	76.15	77.93	79.83	81.85
		Multiple Method				
	253.59	8.63	9.63	10.63	11.63	12.63
8.07%	218.76	241.33	263.90	286.47	309.04	
8.57%	214.47	236.58	258.69	280.79	302.90	
WACC	9.07%	210.29	231.95	253.60	275.26	296.91
	9.57%	206.21	227.43	248.64	269.86	291.07
	10.07%	202.24	223.02	243.80	264.59	285.37

Appendix I: DCF (Bull)



Discounted Cash Flow								
Fiscal Year Ended	FY 2021	FY 2022	FY 2023	2024E	2025E	2026E	2027E	2028E
<i>(in millions, except per share data)</i>								
Free Cash Flow:								
Revenue	3790	4386	5005	5,745	6,546	7,470	8,570	9,835
EBIT	628	618	989	1,712	1,950	2,226	2,553	2,930
Taxes	662	(68)	(123)	(96)	(109)	(102)	(106)	(104)
NOPAT	(34)	686	1,112	1,807	2,060	2,328	2,659	3,034
D&A	124	148	150	199	176	155	137	121
Capex	(91)	(56)	(40)	(82)	(90)	(99)	(109)	(121)
Changes in NWC		249	71	404	315	336	369	418
FCFF	(1)	1,027	1,293	2,328	2,461	2,719	3,056	3,452
Discount Factor				0.5	1.5	2.5	3.5	4.5
PV of Cash Flows				2229	2160	2189	2255	2335

Terminal Value Calculation			
Growth Rate		Multiple Method	
Terminal Cash Flow	3,452	Terminal Value	9,835
WACC	9.07%	WACC	9.07%
Terminal Growth Rate	2.5%	EV/Revenue	10.63
Terminal Value	53853	Terminal Value	104546
PV of Terminal Value	36437	PV of Terminal Value	70735
Enterprise Value	47605	Enterprise Value	81904
Debt	2,665	Debt	2,665
Cash	2292	Cash	2292
Equity Value	47232	Equity Value	81531
Diluted Shares Outstanding	218	Diluted Shares Outstanding	218
Price per share	216.66	Price per share	373.99

Sensitivity Analysis						
		Gordon Growth				
	216.66	2.00%	2.25%	2.5%	2.75%	3.00%
8.07%	238.38	246.92	256.22	266.41	277.59	
8.57%	219.92	227.07	234.81	243.21	252.37	
WACC	9.07%	204.08	210.14	216.66	223.70	231.31
9.57%	190.35	195.54	201.09	207.05	213.47	
10.07%	178.32	182.80	187.58	192.69	198.16	
		Multiple Method				
	373.99	8.63	9.63	10.63	11.63	12.63
8.07%	325.32	357.13	388.95	420.77	452.59	
8.57%	319.06	350.22	381.39	412.55	443.71	
WACC	9.07%	312.96	343.48	374.01	404.53	435.06
9.57%	307.00	336.91	366.81	396.71	426.62	
10.07%	301.19	330.49	359.79	389.08	418.38	

Appendix J: Income Statement (Bull)



Income Statement - USD (\$) shares in Millions, \$ in Millions	FY2021	FY2022	FY2023	2024E	2025E	2026E	2027E	2028E
Net revenue:								
Total net revenue	\$ 3,790	\$ 4,386	\$ 5,005	5,745	6,546	7,470	8,570	9,835
Total cost of revenue	337	418	480	546	622	710	815	935
Gross profit	3,453	3,968	4,525	5,199	5,924	6,760	7,755	8,900
Operating expenses:								
Marketing and sales	1,440	1,623	1,745	1724	1964	2241	2571	2951
Research and development	933	1,115	1,219	1149	1309	1494	1714	1967
General and administrative	414	572	532	575	655	747	857	984
Total SG&A Expense	2787	3310	3496	3447	3927	4482	5142	5901
Amortization of purchased intangibles	38	40	40	40	46	52	60	69
Total operating expenses	2825	3350	3536	3487	3973	4534	5202	5970
Income from operations (EBIT)								
	628	618	989	1,712	1,950	2,226	2,553	2,930
Interest and other expense, net	(82)	(53)	(43)	(59)	(52)	(51)	(54)	(52)
Income before income taxes	547	566	946	1,652	1,898	2,174	2,499	2,878
(Provision for) benefit from income taxes	662	(68)	(123)	(96)	(109)	(102)	(106)	(104)
Net income	\$ 1,208	\$ 498	\$ 823	\$ 1,557	\$ 1,789	\$ 2,072	\$ 2,393	\$ 2,774
Earnings Per Share:								
Basic net income per share (in dollars per share)	\$ 5.52	\$ 2.26	\$ 3.81	\$ 7.21	\$ 8.28	\$ 9.59	\$ 11.08	\$ 12.84
Diluted net income per share (in dollars per share)	\$ 5.44	\$ 2.24	\$ 3.78	\$ 7.14	\$ 8.21	\$ 9.50	\$ 10.98	\$ 12.72
Weighted average shares used in computing basic net income per	219	220	216	216	216	216	216	216
Weighted average shares used in computing diluted net income per	222	222	218	218	218	218	218	218
Percentage of sales								
COGS Margin	9%	10%	10%	10%	10%	10%	10%	10%
Gross Margin	91%	90%	90%	90%	90%	90%	90%	90%
Marketing and Sales	38%	37%	35%	30%	30%	30%	30%	30%
Research and development	25%	25%	24%	20%	20%	20%	20%	20%
General and administrative	11%	13%	11%	10%	10%	10%	10%	10%
Amortization of purchased intangibles	1.01%	0.91%	0.80%	1%	1%	1%	1%	1%

Appendix L: Revenue Build (Bull)



Revenue Build - USD (\$) shares in Millions, \$ in Millions	FY2021	FY2022	FY2023	2024E	2025E	2026E	2027E	2028E
AEC	1649	1969	2278	2665	3065	3525	4077	4698
% Growth		19%	16%	17%	15%	15%	16%	15%
AutoCad and AutoCAD LT	1099	1244	1387	1553	1740	1949	2182	2444
% Growth		13%	11%	12%	12%	12%	12%	12%
MFG	799	876	978	1086	1205	1338	1485	1648
% Growth		10%	12%	11%	11%	11%	11%	11%
M&E	219	259	291	335	382	435	497	567
% Growth		18%	13%	15%	14%	14%	14%	14%
Other	24	38	71	107	154	224	328	478
% Growth		57%	85%	50%	45%	45%	47%	46%
Total Revenue	3,790	4,386	5,005	5,745	6,546	7,470	8,570	9,835
YoY % Growth		16%	14%	15%	14%	14%	15%	15%
Segments (% of revenue)								
AEC	43%	45%	46%	46%	47%	47%	48%	48%
AutoCAD and AutoCAD LT	29%	28%	28%	27%	27%	26%	25%	25%
MFG	21%	20%	20%	19%	18%	18%	17%	17%
M&E	6%	6%	6%	6%	6%	6%	6%	6%
Other	1%	1%	1%	2%	2%	3%	4%	5%

Appendix N: BIM Penetration by Region



BIM Penetration by Region	FY 2020	FY 2021	FY 2022
Canada	22%	34%	42%
US	27%	36%	41%
UK	22%	41%	34%
Netherlands	33%	44%	51%
Germany	19%	27%	31%
Japan	9%	24%	20%
Israel	8%	16%	25%
Singapore	18%	24%	25%
Australia	27%	42%	40%

Building Information Modeling (BIM) technology is a powerful and innovative approach to the planning, design, construction, and management of buildings and infrastructure. It involves creating digital representations of the physical and functional characteristics of a facility. Furthermore, BIM software can be integrated with cost estimation tools, allowing real-time cost analysis during the design phase. This helps with accurate budgeting and cost control throughout the project lifecycle. Moreover, BIM technology assists in creating construction schedules and sequencing plans. Contractors can visualize the construction process, optimize workflows, and identify potential bottlenecks, leading to more efficient construction operations.