Autodesk Announces Agreement to Acquire Spacemaker AI

November 17, 2020
Safe Harbor

This presentation contains forward-looking statements that involve risks and uncertainties, including statements regarding: the planned Spacemaker acquisition and the timing thereof, the impact of the acquisition on Autodesk’s short-term and long-term goals and business performance and Autodesk’s ability to serve early-stage design customers; the impact of the transaction on Autodesk's and Spacemaker's products and services capabilities, customers, and partners; and Autodesk's strategic rationale and platform expansion plans.

Factors that could cause actual results to differ materially include the following: Autodesk's ability to successfully integrate Spacemaker's business; costs related to the acquisition; whether the building infrastructure and design industry grows as anticipated; the competitive environment in the building infrastructure and design industry and competitive responses to the acquisition; Autodesk and Spacemaker's success developing new products or modifying existing products and the degree to which these gain market acceptance; general market and business conditions; unanticipated impact of accounting for acquisition; and the ability to satisfy the conditions to the completion of the acquisition on the anticipated schedule, or at all.

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 this presentation. Autodesk disclaims any obligation to update the forward-looking statements provided to reflect events that occur or circumstances that exist after the date on which they were made.
Spacemaker AI Overview

- Autodesk is acquiring Spacemaker AI for $240m net of cash.

- Spacemaker AI provides a cloud-based AI technology enabling architects, urban designers, and real estate developers to optimize and maximize the potential of a building site, especially during early-stage design.

- Early adopters are primarily Real Estate Developers, a segment not actively pursued at Autodesk today; acquisition accelerates Autodesk’s ability to serve early-stage design market
  - Significant early-stage design opportunity with strong adjacent synergy to Autodesk’s existing detailed design platform
  - Accelerates Autodesk’s strategy to deliver Outcome Based Design with design assistance

- Acquisition of Spacemaker AI will accelerate and augment internal investment in potentially disruptive technology that will serve as centerpiece for future of design.
Developers and Architects are faced with a multitude of competing requirements in early phase residential development...

More than >100 requirements to cater for...

"solved" with inefficient and/or manual processes

- Site Exploration performed by **hand** or with **software without decision support**
- Developers and Architects **working in silos**; no effective way to **explore trade-offs**
- Current methods extremely **time consuming**, with **limited opportunities** to test and iterate and find **optimal solutions**
### Spacemaker AI Product Overview

<table>
<thead>
<tr>
<th>Automated Data Capture</th>
<th>Smart Design</th>
<th>Decision Support</th>
<th>Collaboration</th>
</tr>
</thead>
<tbody>
<tr>
<td>▪ Automatic sourcing of required data (map, terrain, buildings, traffic, wind, vegetation, etc.)</td>
<td>▪ Design at site, building and apartment level</td>
<td>▪ Real time predictive analyses for iterative design backed by near real-time simulations for compliance and critical decisions</td>
<td>▪ Secure and managed access to all project assets and models in the cloud</td>
</tr>
<tr>
<td>▪ Create full digital model of project in seconds</td>
<td>▪ Leverage generative and parametric design, optimization, and predictive analyses with real-time feedback on performance</td>
<td>▪ Analyses include geometry, zoning, sun, daylight, views, noise, wind, and energy</td>
<td>▪ Full versioning, tracing and audit logs on all activity</td>
</tr>
<tr>
<td>▪ Set and manage constraints, regulations and project targets</td>
<td>▪ Digital asset library for re-use of modules and building components across projects</td>
<td>▪ Analyze on urban, site, building and apartment level</td>
<td>▪ Editor/view mode enables secure sharing with third-parties (e.g. municipalities)</td>
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Spacemaker AI Customer Value Proposition

- Helped develop concepts with **42 extra apartments**
- Helped identify solutions with **~19% more sellable area**

**Increase Volume of Development**

- Do in **1 day** what would otherwise take **weeks**
- Helped **reduce** planning time by **6-12 months**
- **Reduced** project costs by **30%**

**Save Time & Costs**

- **~10% increase** outdoor space
- **~180% improved** view
- **~90% reduction** in noise, vs. original solution

**Enhance Living Qualities**

- Helped **quantify** volume **impact** of different regulatory requirement options
- Helped **discard** many sites based on **poor** sun and noise conditions

**Reduce Risks**

**Spacemaker AI has developed an AI based site intelligence platform for real estate developers to optimize outcomes across the site acquisition and development phases of the building lifecycle**
Spacemaker AI Accelerates Autodesk’s Outcome Based Design Roadmap

**AI/ML Talent**
World Class Team

**Intact** team with significant **expertise**

**Strong** connections with leading **universities** for recruiting talent

**Technology**
Enterprise-Grade AI Software

Cloud-based AI platform for **early-stage** design

“Out of the box” and easy to use analysis tools

**Customers**
Proven Product / Market Fit

Product **resonating** with leading **developer** firms

**Faster** pace of **monetization** in new markets

“Design Better Cities With Artificial Intelligence”
Spacemaker AI Vision
## Transaction Overview

<table>
<thead>
<tr>
<th><strong>Structure</strong></th>
<th>Purchase price of $240 million net of cash for 100% of Spacemaker AI’s outstanding shares</th>
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<tr>
<td><strong>Financing</strong></td>
<td>To be financed with cash on hand</td>
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<tr>
<td><strong>Organizational Structure</strong></td>
<td>Spacemaker AI will join the Autodesk team reporting to Amy Bunszel, Senior Vice President, AEC Design Solutions, Autodesk</td>
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<tr>
<td><strong>Expected Closing</strong></td>
<td>The transaction is subject to standard closing conditions and is expected to close during Autodesk’s fourth quarter of fiscal 2021, ending January 31, 2021</td>
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