AUTODESK

Total Cost of Ownership Analysis: Actual vs. Perpetual

U.S., Europe, UK & Japan

June 2022

Actual vs Perpetual | Top Customers in the US

Actual Spend (Subscriptions)	FY18	FY19	FY20	FY21	FY22	Average 3-year	Average 4-year	Average 5-year
AutoCAD ASP	$1,243	$1,642	$2,135	$1,745	$1,713	$1,816	$1,798	$1,767
AEC Collection ASP	$1,998	$2,286	$2,502	$1,772	$1,924	$2,034	$2,083	$2,074
Blended ASP	$1,826	$2,135	$2,379	$1,762	$1,833	$1,949	$1,979	$1,964
Average Subs	247	354	471	611	760	1,842	2,196	2,443
Actual Spend	$451,110	$755,718	$1,120,667	$1,076,321	$1,393,193	$3,590,181	$4,345,899	$4,797,009

Perpetual Comparison	FY18	FY19	FY20	FY21	FY22	Average 3-year	Average 4-year	Average 5-year
ACAD License Cost	$4,510	$4,880	$4,950	$4,535	$4,390	$4,625	$4,689	$4,653
ACAD Maint. SRP	$570	$625	$750	$790	$830	$790	$749	$713
BDSP Perp. Cost	$8,425	$8,425	$8,410	$7,610	$7,365	$7,795	$7,953	$8,047
BDSP Maint. SRP	$1,075	$1,185	$1,420	$1,490	$1,565	$1,492	$1,415	$1,347
Average Cost	$6,992	$3,110	$2,749	$2,425	$2,229	$2,427	$2,537	$2,987
Average Licenses	247	354	471	611	760	1,842	2,196	2,443
Projected Spend	$1,726,964	$1,100,851	$1,294,679	$1,481,896	$1,693,981	$4,470,556	$5,571,407	$7,298,371

BDSP- Building and Design Suite Premium (middle tier B/D Suite) used as proxy for AEC Collection perpetual offerings

Notes and assumptions

- Top customers are the top 20 customers by total AEC Collections and AutoCAD IST Annual Order Values (AOV), excluding the following:
  - Government customers
  - Customers who had no active entitlements at the end of FY22
  - Customers who did not have active entitlements for at least 3 of the 5 years

- Average Selling Prices (ASP) are calculated by dividing the AOV before discounts (Net 0) by the total number of Active Subscription. The blended ASP is a weighted average of the AutoCAD and AEC Collection ASPs.

- Perpetual costs were obtained from the Published Pricelist for the last month (January) of the relevant fiscal year except for the following:
  - No perpetual license cost published in FY21 or FY22 January pricelist; assumed no change from last price
  - Prices shown are weighted averages of NLM and SLM prices, respectively using Subscription Multi-user and Single-user mix as weights
  - Maintenance plan prices not published in FY21 or FY22 January pricelist; assumed 5% YoY increase from FY20 prices

- Perpetual offerings of Suites evolved into Collections in Subscriptions; Building Design Suite Premium was used as the perpetual equivalent of an AEC Collection subscription

Actual vs Perpetual | Top Customers in Europe

Actual Spend (Subscriptions)	FY18	FY19	FY20	FY21	FY22	Average 3-year	Average 4-year	Average 5-year
AutoCAD ASP	$1,647	$1,662	$1,773	$1,652	$1,746	**$1,722**	**$1,715**	**$1,712**
AEC Collection ASP	$2,660	$2,188	$2,195	$2,427	$2,430	**$2,364**	**$2,339**	**$2,357**
Blended ASP	$2,227	$1,984	$2,002	$2,062	$2,096	**$2,059**	**$2,049**	**$2,059**
Average Subs	131	280	520	656	764	**1,940**	**2,220**	**2,351**
Actual Spend	**$291,753**	**$555,465**	**$1,040,792**	**$1,352,519**	**$1,601,095**	**$3,994,406**	**$4,549,871**	**$4,841,624**

Perpetual Comparison	FY18	FY19	FY20	FY21	FY22	Average 3-year	Average 4-year	Average 5-year
ACAD License Cost	$5,332	$5,577	$5,623	$5,384	$5,202	**$5,403**	**$5,447**	**$5,424**
ACAD Maint. SRP	$790	$870	$1,040	$1,090	$1,150	**$1,093**	**$1,038**	**$988**
BDSP Perp. Cost	$8,055	$8,130	$8,165	$7,710	$7,525	**$7,800**	**$7,883**	**$7,917**
BDSP Maint. SRP	$1,310	$1,440	$1,725	$1,815	$1,900	**$1,813**	**$1,720**	**$1,638**
Average Cost	$4,847	$3,759	$3,423	$2,218	$1,934	**$2,429**	**$1,486**	**$2,722**
Average Licenses	131	280	520	656	764	**1,940**	**3,880**	**2,351**
Projected Spend	**$634,964**	**$1,052,383**	**$1,780,183**	**$1,454,776**	**$1,477,591**	**$4,712,550**	**$5,764,933**	**$6,399,898**

- **BDSP-** Building and Design Suite Premium (middle tier B/D Suite) used as proxy for AEC Collection perpetual offerings
- Amounts are in Constant Currency USD

Notes and assumptions

- Top customers are the top 20 customers by total AEC Collections and AutoCAD IST Annual Order Values (AOV), excluding the following:
  - Government customers
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  - Customers who did not have active entitlements for at least 3 of the 5 years

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- Constant Currency USD converts foreign currency to USD at the same exchange rate across all the periods shown to exclude the impact of foreign exchange fluctuations from the analysis

Actual vs Perpetual | Top Customers in the UK

Actual Spend (Subscriptions)	FY18	FY19	FY20	FY21	FY22	Average 3-year	Average 4-year	Average 5-year
AutoCAD ASP	$1,729	$2,837	$2,770	$2,345	$2,508	$2,515	$2,555	$2,453
AEC Collection ASP	$2,669	$2,598	$2,623	$2,276	$2,537	$2,482	$2,505	$2,523
Blended ASP	$2,529	$2,620	$2,640	$2,286	$2,532	$2,486	$2,512	$2,514
Average Subs	87	126	162	172	208	542	668	755
Actual Spend	$219,990	$330,104	$427,658	$393,245	$526,714	$1,347,617	$1,677,721	$1,897,711

Perpetual Comparison	FY18	FY19	FY20	FY21	FY22	Average 3-year	Average 4-year	Average 5-year
ACAD License Cost	$6,108	$6,188	$6,153	$6,000	$5,540	$5,898	$5,970	$5,998
ACAD Maint. SRP	$784	$864	$1,034	$1,085	$1,142	$1,087	$1,031	$982
BDSP Perp. Cost	$9,369	$9,790	$9,818	$9,318	$9,063	$9,400	$9,497	$9,472
BDSP Maint. SRP	$1,216	$1,335	$1,602	$1,682	$1,767	$1,684	$1,597	$1,520
Average Cost	$7,254	$3,483	$2,918	$1,840	$2,571	$2,443	$2,639	$3,171
Average Licenses	87	126	162	172	208	542	668	755
Projected Spend	$631,125	$438,812	$472,658	$316,547	$534,741	$1,323,946	$1,762,757	$2,393,882

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Actual vs Perpetual | Top Customers in Japan

Actual Spend (Subscriptions)	FY18	FY19	FY20	FY21	FY22	Average 3-year	Average 4-year	Average 5-year
AutoCAD ASP	$1,332	$1,533	$1,553	$1,541	$1,426	$1,497	$1,501	$1,492
AEC Collection ASP	$2,884	$2,822	$3,054	$2,813	$2,673	$2,806	$2,808	$2,812
Blended ASP	$2,051	$2,137	$2,173	$2,096	$1,992	$2,070	$2,078	$2,076
Average Subs	81	165	304	423	538	1,265	1,430	1,511
Actual Spend	$166,098	$352,548	$660,481	$886,475	$1,071,686	$2,618,642	$2,971,190	$3,137,288

Perpetual Comparison	FY18	FY19	FY20	FY21	FY22	Average 3-year	Average 4-year	Average 5-year
ACAD License Cost	$779,653	$816,330	$801,793	$769,981	$742,363	$771,379	$782,617	$782,024
ACAD Maint. SRP	$825	$955	$1,150	$1,205	$1,270	$1,208	$1,145	$1,081
BDSP Perp. Cost	$1,319,845	$1,319,295	$1,331,950	$1,255,465	$1,167,880	$1,251,765	$1,268,648	$1,278,887
BDSP Maint. SRP	$1,110	$1,175	$1,465	$1,540	$1,615	$1,540	$1,449	$1,381
Average Cost	$5,951	$3,446	$3,048	$1,785	$1,291	$1,879	$1,164	$2,268
Average Licenses	81	165	304	423	538	1,265	2,530	1,511
Projected Spend	$482,025	$568,666	$926,620	$755,164	$694,701	$2,376,485	$2,945,151	$3,427,176

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