

# Safe Harbor

The presentations today may 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 fiscal year 2021 and beyond; our long term financial and operational goals; our M&A strategy; and our capital allocation initiatives. 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 successfully integrate acquired businesses; developments in the COVID-19 pandemic and the resulting impact on our business and operations; general market, political, economic, and business conditions; complete transitions to new business model and markets; failure of the construction industry to grow as anticipated; failure to develop new products; failure to successfully expand adoption of our products; and failure of product changes to have the desired benefits.

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](http://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.

Statements regarding planned or future development efforts for our products and services are not intended to be a promise or guarantee of future availability of products, services, or features but merely reflect our current plans and based on factors currently known to us. Purchasing decisions should not be made based upon reliance on these statements.

# Construction at Autodesk

Jim Lynch

Vice President & General Manager, Autodesk Construction Solutions  
November 18, 2020



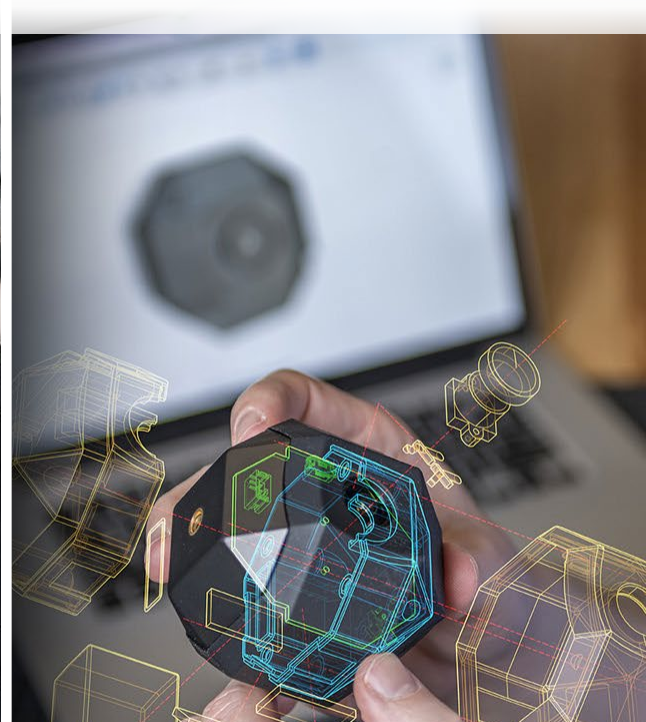
# Construction Trends



PRODUCTIVITY  
REMAINS LOW

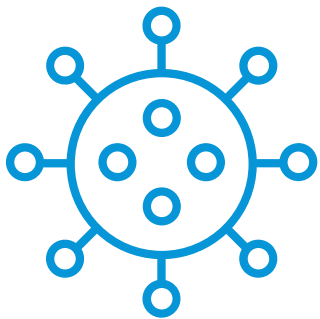


INVESTMENT & M&A IN  
CONSTRUCTION TECHNOLOGY  
REMAINS ACTIVE



TECHNOLOGY ADOPTION  
IS ACCELERATING





COVID-19



A large-scale construction site is shown in the background, featuring various pieces of heavy machinery such as excavators and cranes. The site is filled with rebar structures and construction materials. In the distance, a multi-story building with a sign that reads "Larnoff" is visible. The overall scene is a busy construction environment.

# AUTODESK CONSTRUCTION SOLUTIONS

To help construction teams meet the world's rapidly expanding building and infrastructure needs, while making construction more predictable, safe, and sustainable.



DELIVER THE AUTODESK  
CONSTRUCTION CLOUD



DRIVE EXPANSION



PROVIDE AN  
EXCEPTIONAL CUSTOMER  
EXPERIENCE



DELIVER THE AUTODESK  
CONSTRUCTION CLOUD



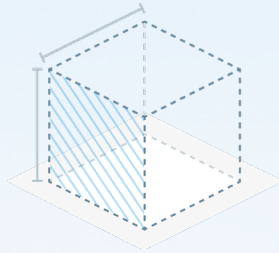
DRIVE EXPANSION



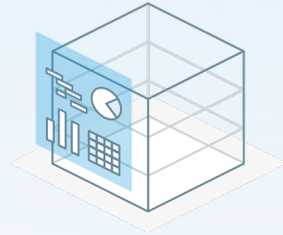
PROVIDE AN  
EXCEPTIONAL CUSTOMER  
EXPERIENCE



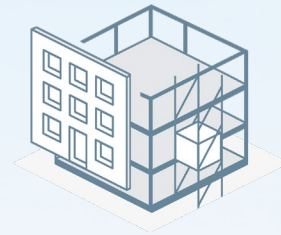
# AUTODESK CONSTRUCTION CLOUD™



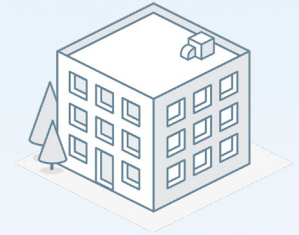
DESIGN



PLAN



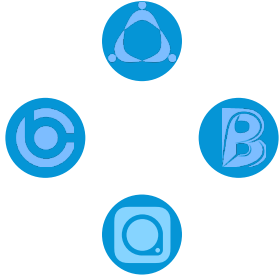
BUILD



OPERATE

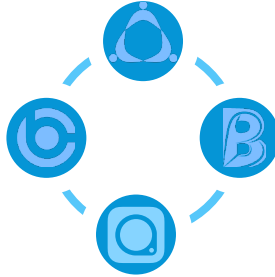


# Product Strategy



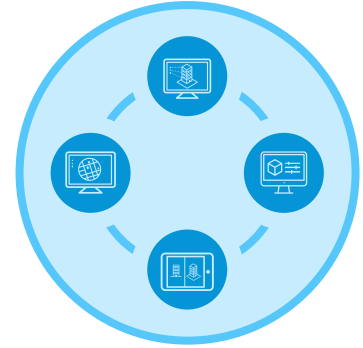
## Continued Investment

continue building and enhancing the champion features across all our core products



## Meaningful Integrations

create integrations between these products so that they may more effectively be used together



## Unification

build a unified platform where all champion features come together under a single log-in for seamless adoption of features across the full digital building lifecycle

# AUTODESK® BUILD



# AUTODESK<sup>®</sup> BUILD

Project Management

Cost Management

Quality

Safety

Project Closeout

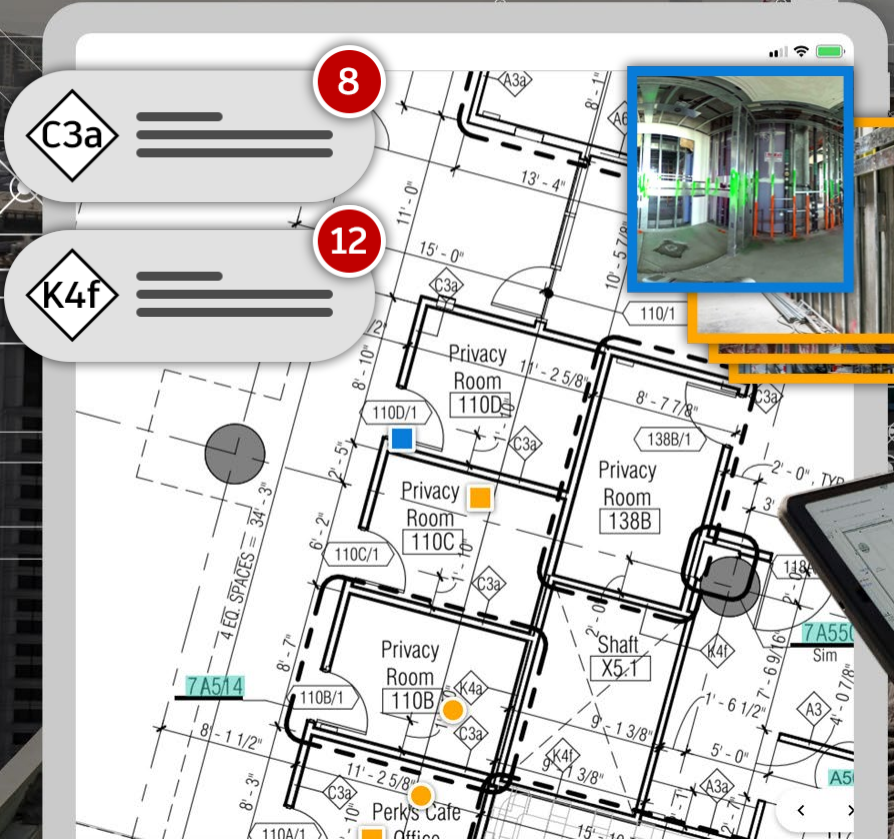


AUTODESK<sup>®</sup>  
QUANTIFY

AUTODESK<sup>®</sup>  
BIM COLLABORATE



# Pype





# AUTODESK CONSTRUCTION CLOUD™

## DESIGN

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**AEC COLLECTION**

**AUTODESK  
BIM COLLABORATE**

## PLAN

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**AUTODESK  
QUANTIFY**

**BUILDING  
CONNECTED**

## BUILD

---

**AUTODESK  
BUILD**

**AUTODESK  
COST**

## OPERATE

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**BUILDING  
OPS**

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## AUTODESK DOCS

Models · Drawings · Issues · Specifications · RFIs · Cost · Assets · As-Builts · Photos · Videos

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## INSIGHTS

Executive Dashboards · Reports · Construction IQ · Data Connector

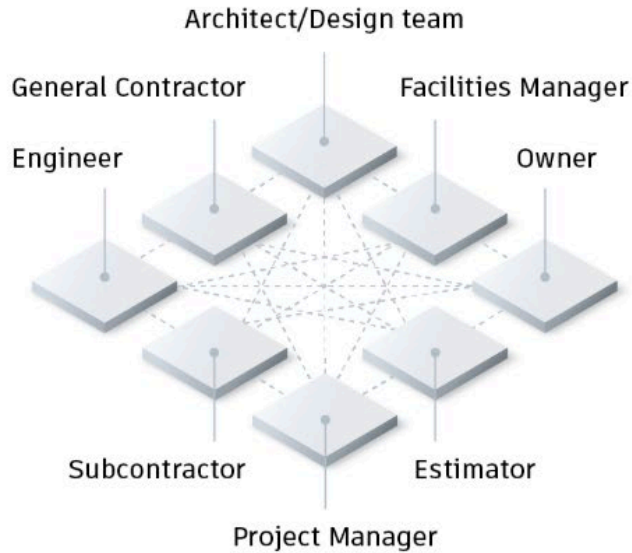
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## ADMINISTRATION

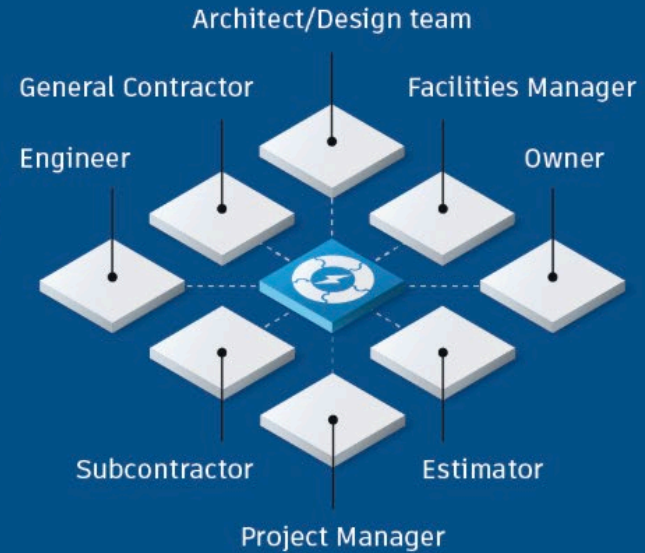
User Management · Autodesk ID · Project Administration

# Common Data Environment

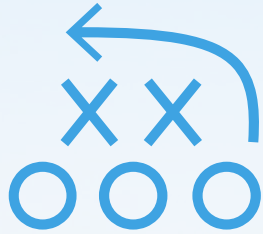
## Traditional



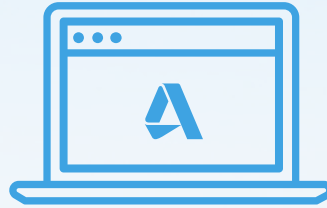
## Common Data Environment (CDE)



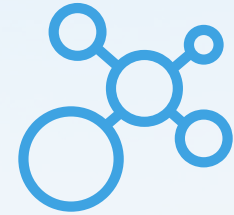
# Common Data Environment Pillars



Core  
Workflow



Design App  
Integration



Federation  
of Data



**AUTODESK CONSTRUCTION CLOUD™**



“The unified platform has the potential to solve the fragmentation of construction not only by unifying data and workflows, but also by changing how people work and collaborate with each other on teams, across projects and throughout entire organizations.”

*Hung Nguyen  
Senior Virtual Design Construction Process Manager  
Herrero Builders*



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# Growing Our Builders Network





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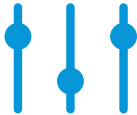
# Customer Success



Consultative  
Partner



Discovery  
Mindset



Data  
Driven





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CONSTRUCTION CLOUD



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EXCEPTIONAL CUSTOMER  
EXPERIENCE

# How We Win



LEADERSHIP IN  
DESIGN & BIM



# How We Win



LEADERSHIP IN  
DESIGN & BIM



BREADTH  
OF PORTFOLIO

# How We Win



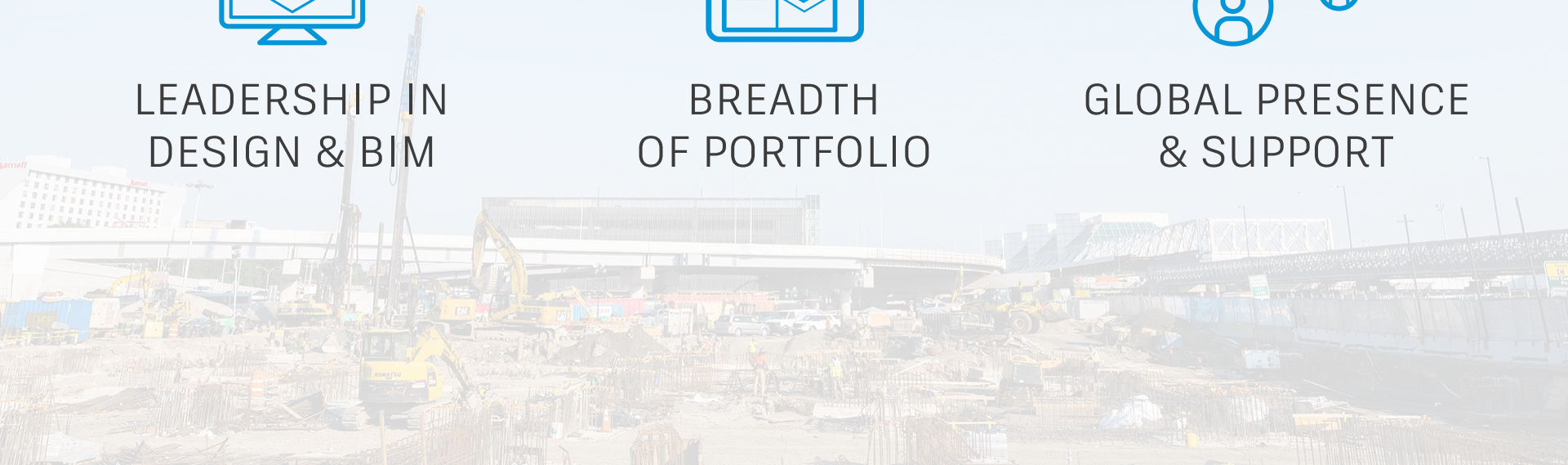
LEADERSHIP IN  
DESIGN & BIM



BREADTH  
OF PORTFOLIO



GLOBAL PRESENCE  
& SUPPORT





**AUTODESK®**

Make anything™