



Opportunities for Growth

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Safe Harbor

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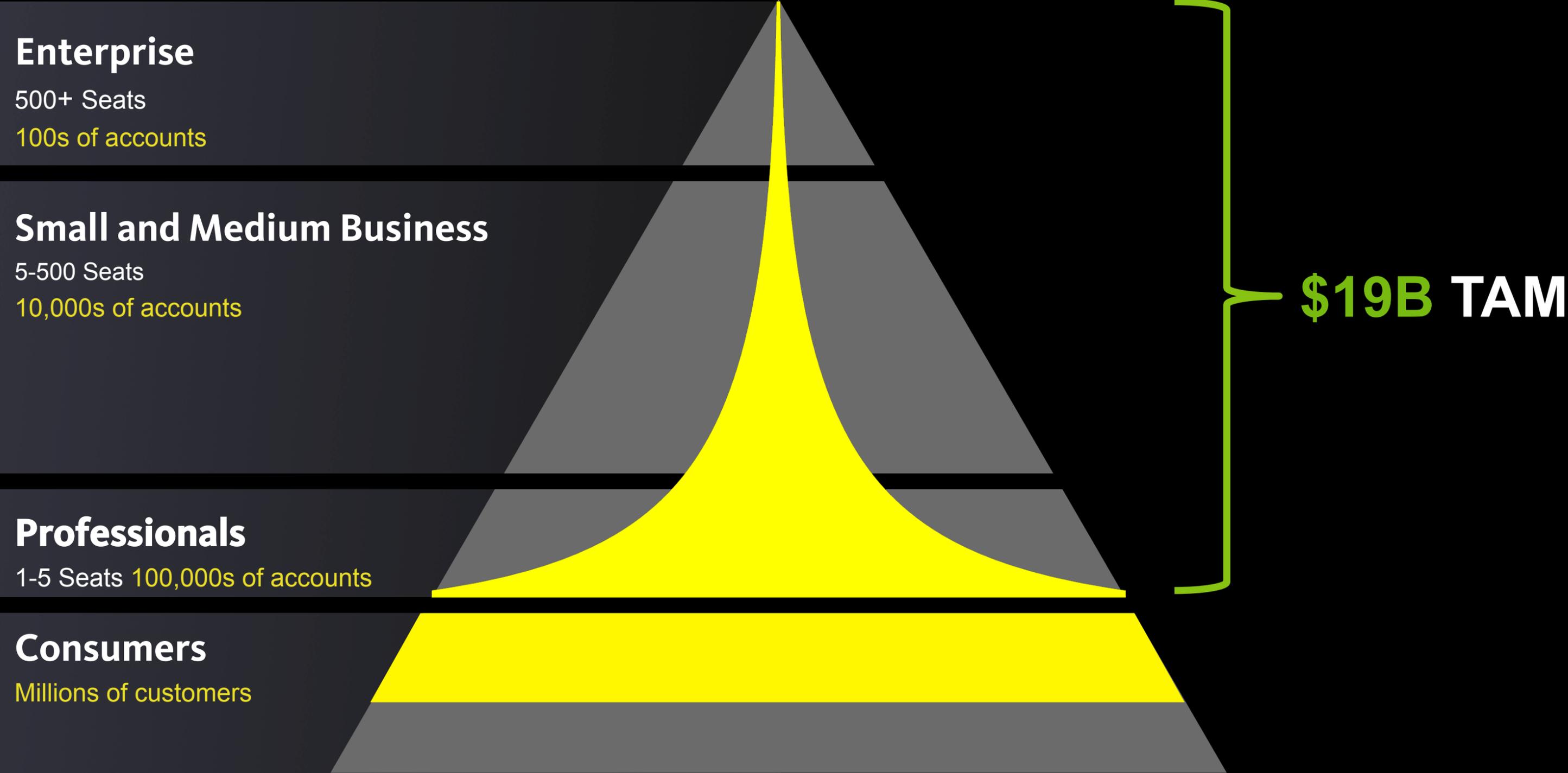
Non-GAAP Financial Measures

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 attached Appendix for an explanation of management's use of these measures and a reconciliation of the most directly comparable GAAP financial measures.

Growth Opportunities

- Industries
- Named accounts
- Emerging markets
- Suites + Subscription + Autodesk 360

Customer Segmentation



Realigned Our Go-To-Market

Geos and Products



**Customers in Industries and
Emerging Markets**

Realigned Our Go-To-Market

Customers in Industries

- Become industry experts and trusted advisors
- Sell the entire portfolio
- Improve penetration into ecosystems and supply chains

Realigned to Increase Customer Penetration

AEC



Manufacturing



Engineering,
Natural Resources
and Infrastructure



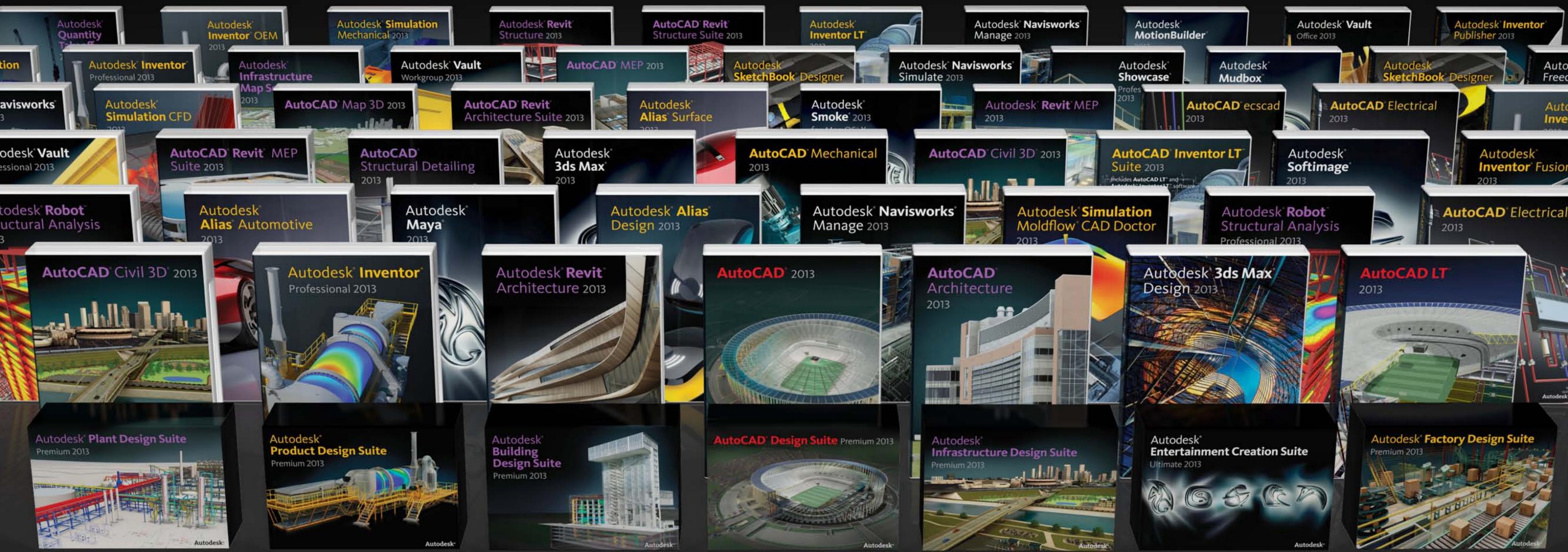
Media & Entertainment



Industry Targets

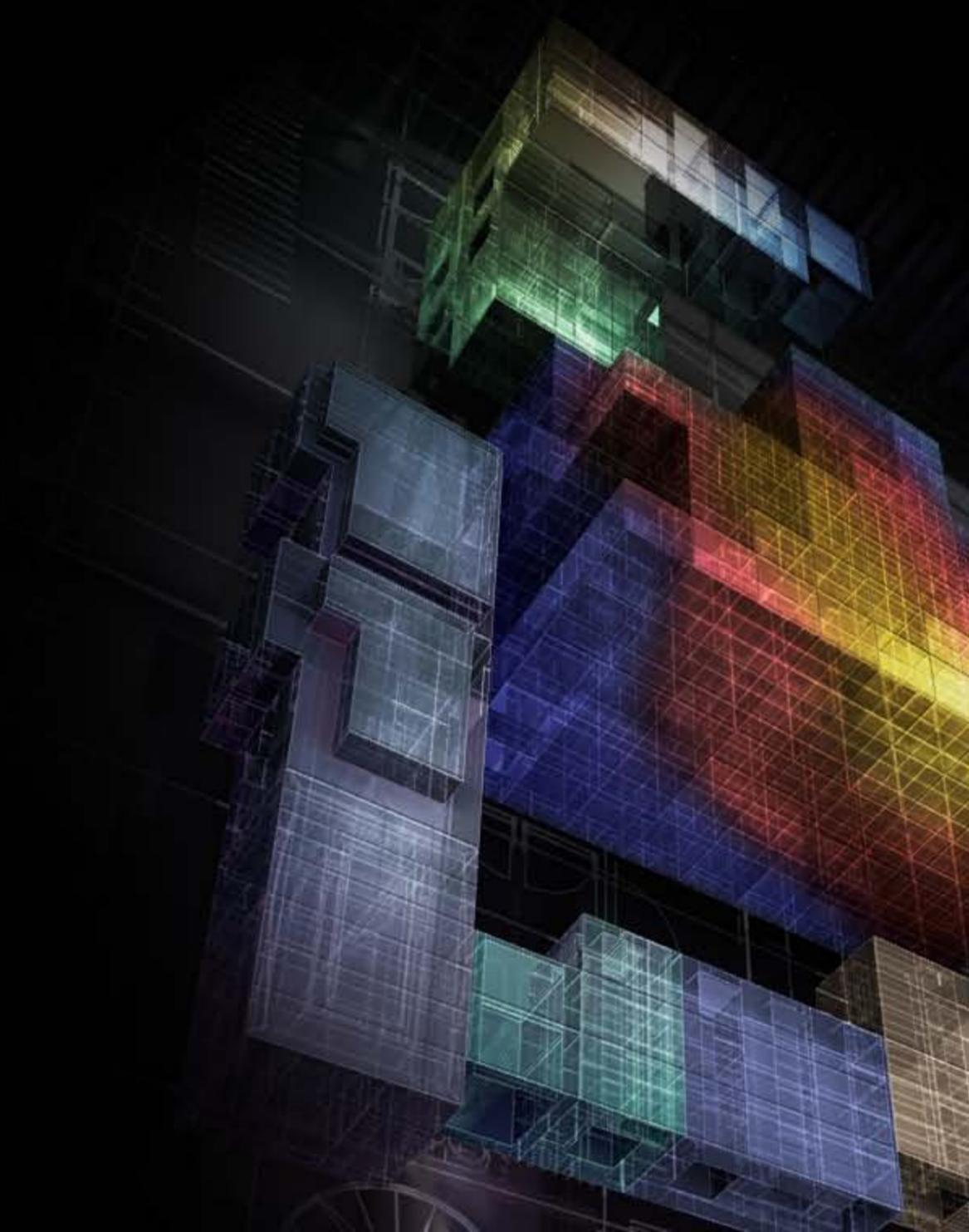
Industries	AEC	Manufacturing	Engineering, Natural Resources, and Infrastructure	Media & Entertainment
Segments	Architecture / Construction Service Providers Buildings Utilities and Telecommunications	Consumer products Industrial Machinery Building Products and Fab Auto and Transportation Life Sciences Manufacturing Aerospace / Defense Equipment Process Manufacturing	Engineering Services Providers Civil Infrastructure Oil and Gas Minerals and Mining	Film and TV Games Advertising, Publishing and Graphic Design
Sample Companies	 Stantec Balfour Beatty AECOM	  Parker	PARSONS BRINCKERHOFF  	  EA

Sales Team Represents Entire Portfolio

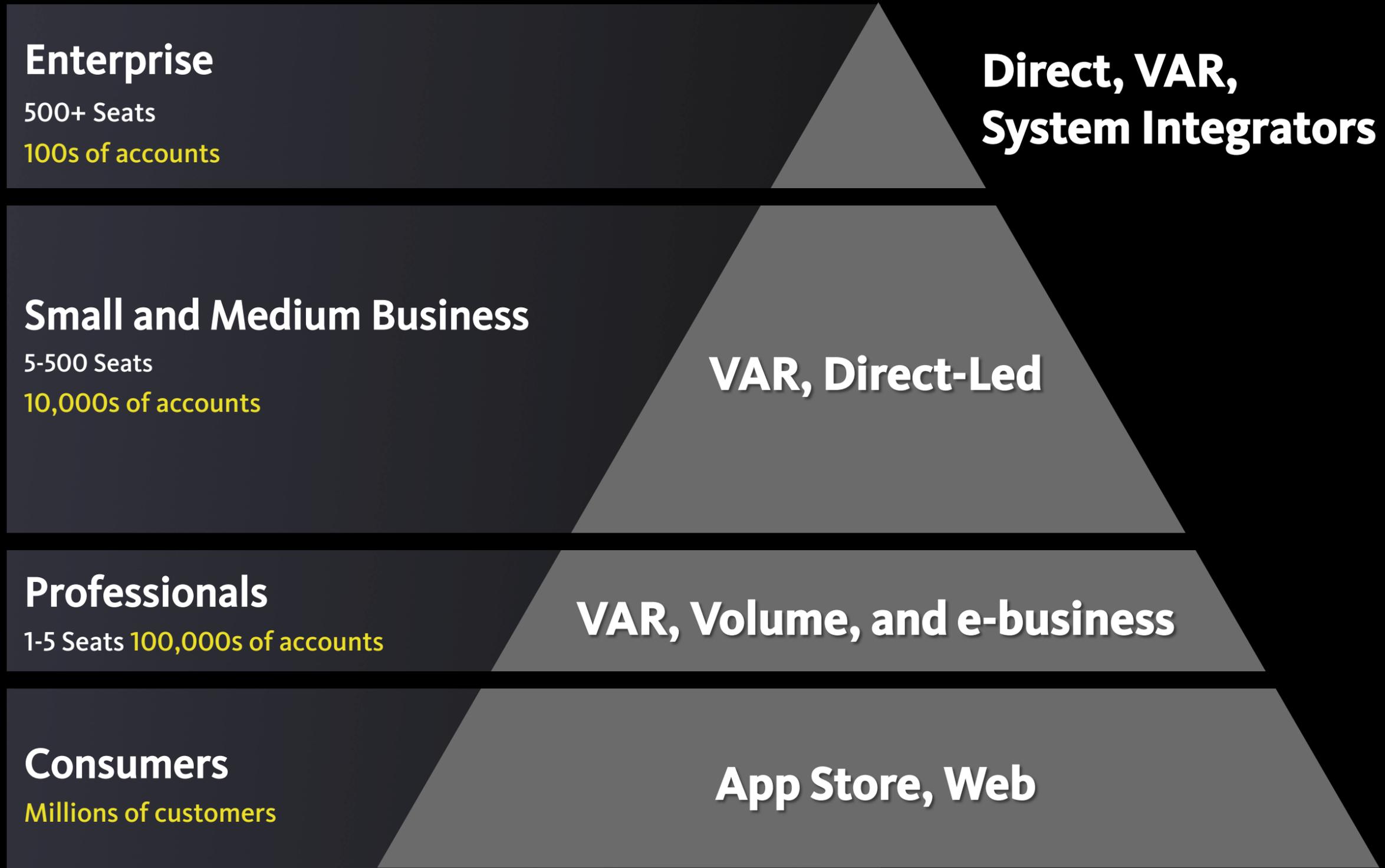


Enabled Channel Partners

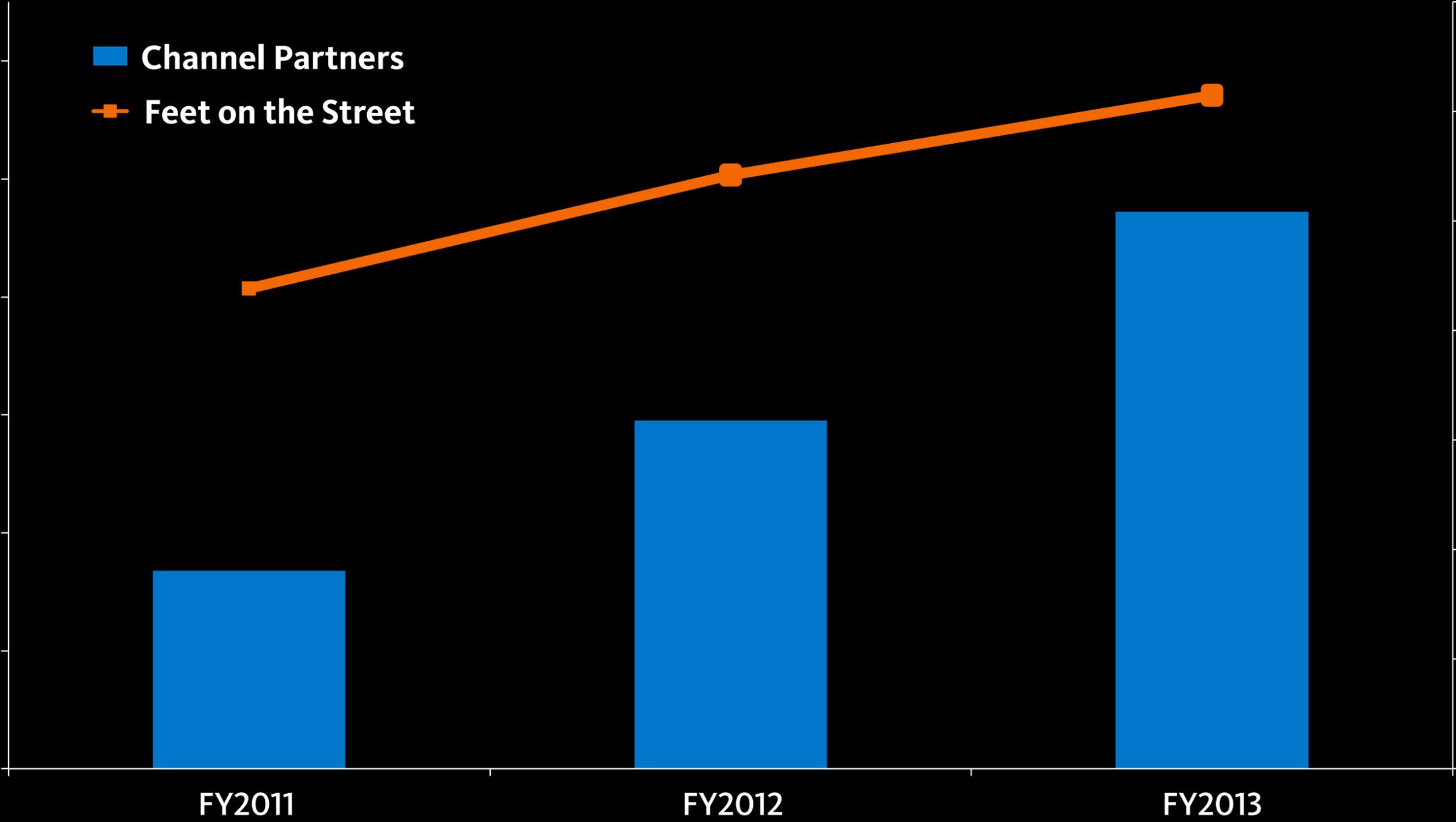
- Access to entire portfolio
- Recognition and incentive programs
 - Volume incentive rebates
 - Tiered benefits
- Specializations and certifications
- Customer engagement programs
 - Customer satisfaction
 - Deal registration



Optimized Channel Framework

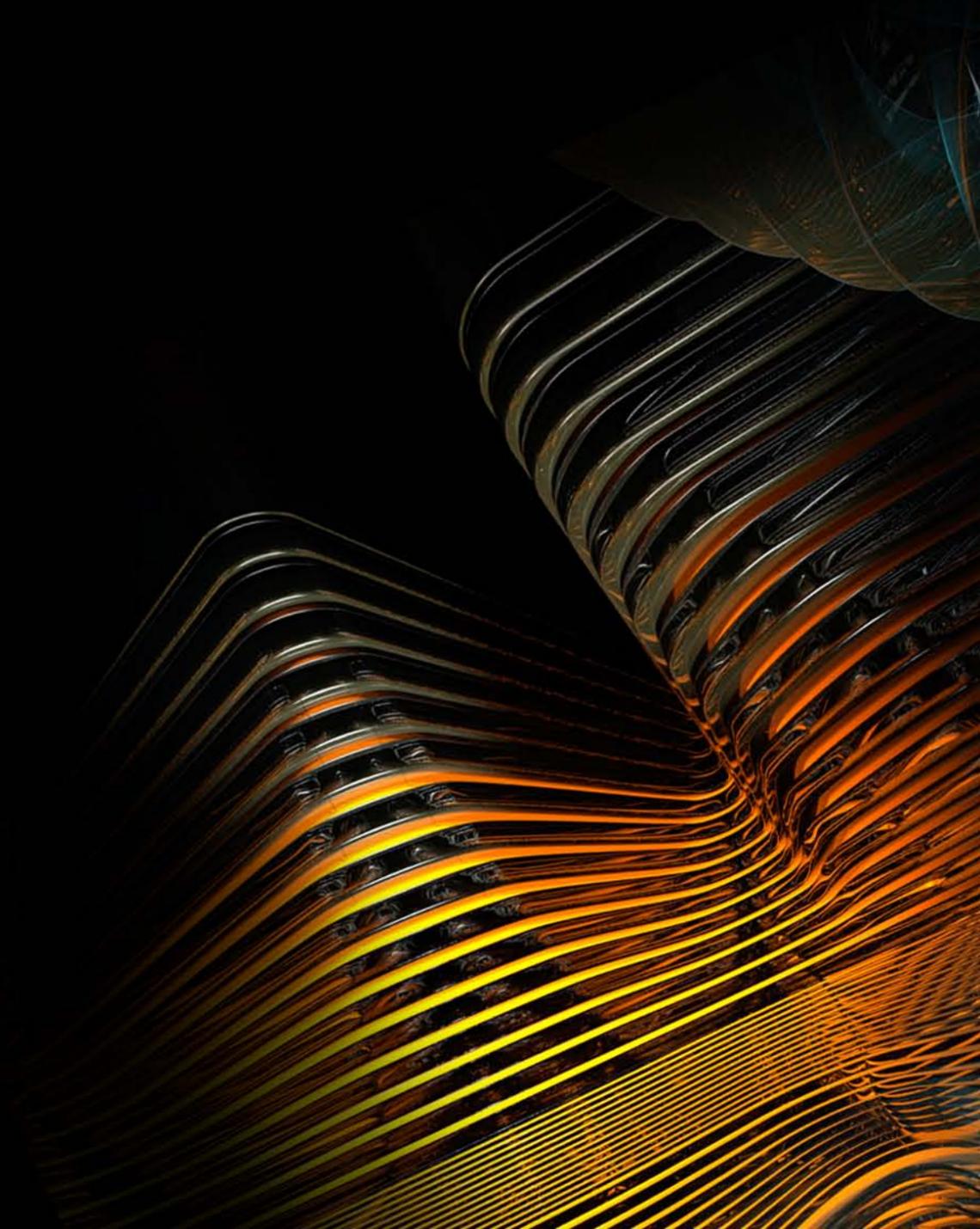


Increased Channel Partner Capacity

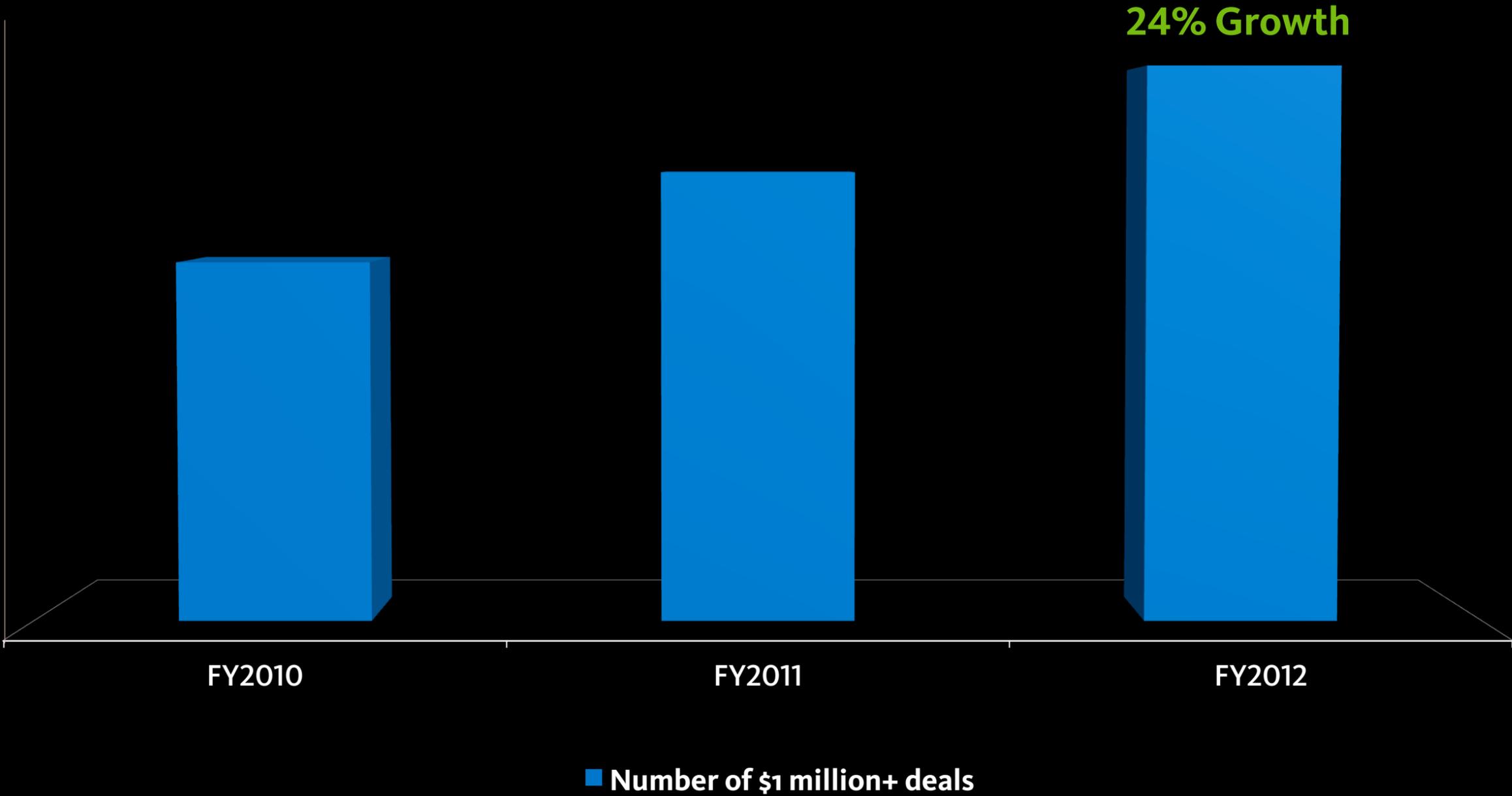


Growing Success with Named Accounts

- Industry focus
- Growth in dedicated resources
- Direct/direct-led engagements
- Partnering with channel to drive demand

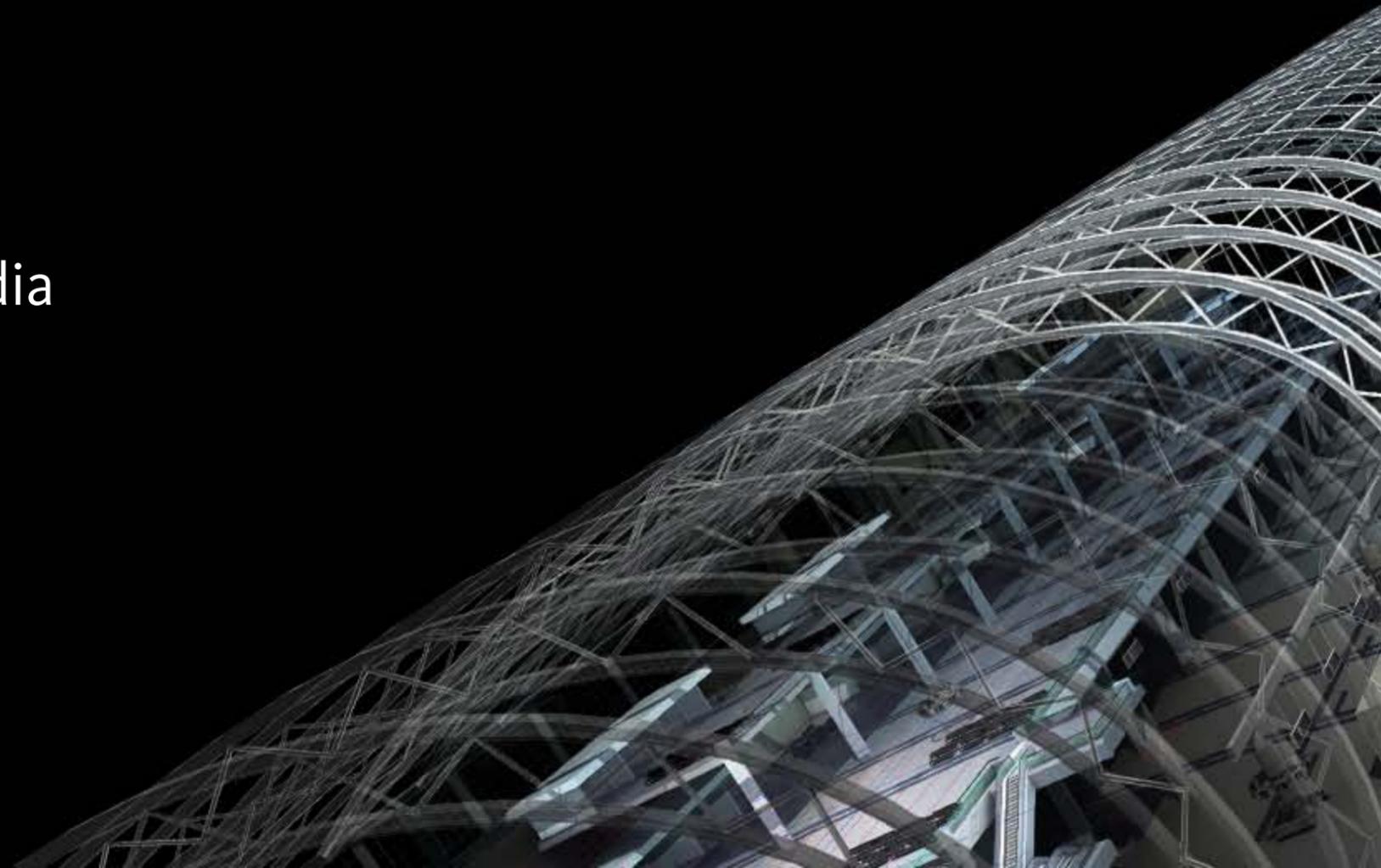


Growing Number of Large Transactions



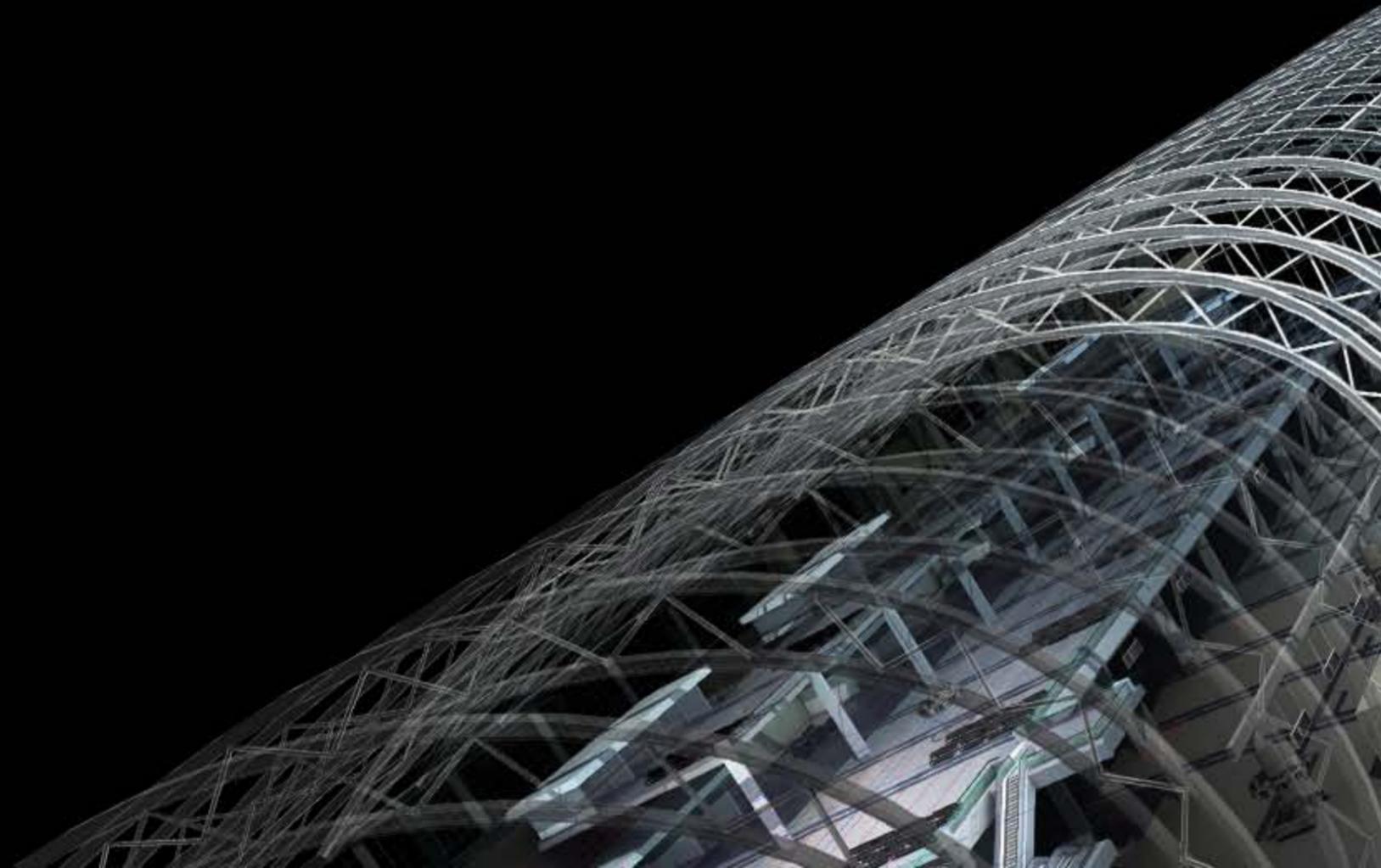
Emerging Markets: Opportunity for Long-term Growth

- Long-term prospects
 - Urbanization
 - Infrastructure requirements
 - Growing consumer economies
 - Higher macro and industry growth rates
- Short-term challenges
 - Slowing economic growth in China and India
 - Volatile exchange rates
 - Availability of financing
 - Geo-political uncertainties



Emerging Markets: Plans for Growth

- Comprehensive 3-year country plans
- Government
- Education
- Named accounts
- Tailored offerings and pricing
- License compliance



Summary

- Go-to-market focus on customers in industries and emerging markets
- Sell the entire portfolio
 - Suites
 - Subscription
- Become mission-critical partners
- Drive long-term, sustainable growth



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