Safe harbor

Each of the presentations today will 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 first quarter and fiscal year 2024; total addressable market (TAM), our long term financial and operational goals; our M&A strategy; our capital allocation initiatives; and our stock repurchase program. 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 maintain subscriptions, billings, revenue, deferred revenue, margins and cash flow growth; difficulty in predicting those financial and performance metrics; failure to maintain disciplined and focused investment; failure to successfully integrate acquisitions and manage transitions to new business models and markets, including our efforts to expand in construction and manufacturing, and attract customers to our cloud-based offerings; failure to successfully expand adoption of our products; and negative developments in worldwide economic, business or political conditions.

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 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.

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 Appendices attached to the presentations for an explanation of management’s use of these measures and a reconciliation of the most directly comparable GAAP financial measures.
Platform Capabilities
Deliver Customer Outcomes

Raji Arasu
Executive Vice President, Chief Technology Officer
What we’ll cover today

1. External context
   Emerging tech, digital transformation and changing ecosystem

2. Our opportunity
   Realized through our portfolio and shared capabilities

3. Why we win
   A flywheel enabling growth
Context

Emerging Technologies
Digital Transformation
Changing Ecosystem
Emerging technologies

Data and compute

Immersive and interactive

Content creation
Our customers’ digital transformation

- Acceleration in convergence
- Outcome-based design
- Need for automation
Changing ecosystem

IT spend  Partners  Grow TAM
External factors inform customer outcomes
Our Opportunity

- Trusted Platform
- Connected Data
- Connected Workflows
Uniquely positioned to take advantage of our portfolio

A platform-centric approach within and across industries
APS delivers cross industry acceleration
Meeting our customers’ needs across industries
APS delivers cross industry acceleration
Meeting our customers’ needs across industries
Our Opportunity

- Trusted Platform
- Connected Data
- Connected Workflows
A Trusted Platform that unlocks opportunities

Customer confidence

FedRAMP

Regionalization

Security  Privacy  Availability  Recoverability  Multi-Region
Our Opportunity

- Trusted Platform
- Connected Data
- Connected Workflows
# APS delivers cross industry acceleration

Meeting our customers’ needs across industries

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Autodesk Data Model delivers common granular data
Available anywhere, anytime, across industries
Powering insights and intelligence across the entire lifecycle
We are expanding our integration business into cloud-based scenarios. By using the Fusion Data API, we were able to access the data needed to connect Fusion and SAP.

Product Manager
APS delivers cross industry acceleration
Meeting our customers’ needs across industries
Autodesk Data Exchange connects data between Autodesk and non-Autodesk products
Realizing convergence at scale
Connectors for customers critical workflows within and across industries

**Architecture, Engineering & Construction**
- Design validation
- Estimation
- Sustainability analysis

**Product Design & Manufacturing**
- Bill of materials
- Manage product lifecycle
- Industrialized construction

**Media & Entertainment**
- Concept visualization
- Scene composition
- Editorial and VFX coordination

**Business Applications**
- Estimation takeoffs
- Project scheduling
- Quality dashboards
We explored [the Power Automate Data Exchange connector] capabilities and we were amazed! This connector allows us to extract information from a model in an automated way. [It] opens a wide range of possibilities to create no-code automated workflows for information management.

DigitalAECOM

AECOM
APS delivers cross industry acceleration
Meeting our customers’ needs across industries
Autodesk Data Access enables unified project and user access across industries.
Our Opportunity

- Trusted Platform
- Connected Data
- Connected Workflows
**APS delivers cross industry acceleration**

Meeting our customers’ needs across industries

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Critical workflows delivered through our portfolio

Expanding our portfolio of offerings through acquisitions, partnerships, in-house development
Extended workflows through APIs and SDKs
Active usage of APIs going up
Customers and third-party developers leveraging APIs to build applications

8.5 Billion
Total external API calls in FY23

48% ▲
API traffic YoY growth
"Autodesk Platform Services created automation that significantly reduced workloads from days or hours to minutes, transforming what was manual processes to now automated workflows enabled by APIs.

President

Team03"
APS features a vibrant Expert Network
Accelerating product innovation in our industries
Built by partners in our Expert Network

HELPING CUSTOMERS PLAN OUT THEIR IT SPEND AS THEY GO THROUGH DIGITAL TRANSFORMATION

APIs/SDKs
Within industries & across industries

Developer Portal & App Marketplace
Develop, publish & monetize

Expert Network
System integrators & 3rd party developers

30.5K ACTIVE CLOUD & DESKTOP DEVELOPERS
The unique features of the Carbon Cost Compass, built on the Autodesk Platform Services, is that the service provides the users with direct feedback on the climate footprint and cost [of their project] in an easy-to-use and clear web interface.

Digital Development Lead

SWECO
# APS delivers cross industry acceleration

Meeting our customers’ needs across industries

## REAL-TIME IMMERSIVE
- Visualization
- Simulation
- Digital Twins

## CONNECTED WORKFLOWS
- APIs/SDKs
- Expert Network
- Developer Portal & App Marketplace

## CONNECTED TEAMS
- Multi-device Client Platform
- Design Concurrency

## CONNECTED DATA
- Autodesk Data Model
- Autodesk Data Exchange
- Autodesk Data Access

## ACCELERATORS
- Development
- Analytical/ML
- User
- Enterprise
- Commerce
- Marketing & Sales

## A TRUSTED PLATFORM
- Security
- Privacy
- Availability
- Recoverability
- Multi-Region
Developers build & monetize on app marketplace

4,200+
Published apps

1.3M+
Downloads per year
Why we win
Taking a platform approach to deliver outcomes
Deliver customers’ outcomes, acceleration to industry clouds and future growth

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Creating a transformative environment for designers and makers
Unique opportunity driven by our portfolio
A platform-centric approach within and across industries
Why we win

Delivering growth to Autodesk and all parties