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.
Winning in Construction

Jim Lynch
Senior Vice President & General Manager
Autodesk Construction Solutions
What we’ll cover today

1. Industry context
2. Product innovation
3. Go-to-market
4. Customer success
Architecture, Engineering & Construction

$30B
Design TAM
11M Professionals
- Architecture
- Building Engineering
- Civil/Infra Engineering
- Industrial/U&T/Other

$15B
Make TAM
16M Professionals
- Documentation
- Preconstruction
- Site Execution

Source: Cambashi FY23 Application TAM; Models based on Cambashi FY23 Professions Dataset and Autodesk estimates (Totals may not sum due to rounding)
Construction external trends

- Labor shortage
- Rising material costs & supply chain uncertainty
- Acceleration of digital technology
Bid activities are up ~50% YoY growth in FY23 YTD
AUTODESK Construction Cloud

~260% Y/Y increase in monthly active users

115-120% Net revenue retention rate

~1,000 New logos in Q4 FY23
~340% Y/Y increase in monthly active users

The benefit of us moving into one holistic platform, like Autodesk Build, is that it’s helping us standardize everything across the board, as well as making it more of a consistent experience for our project teams and clients.

Ted Jennings
Director, Business Transformation
Barton Malow
Product innovation

Autodesk Construction Cloud

Strategic partner network

Best-in-class technology
Connected construction

Design  Plan  Build  Operate

AUTODESK Construction Cloud
Ability to impact project outcome highest prior to construction

Source: FMI Design-Build Utilization Update, September 2021
Tightly integrating design with preconstruction

Greater opportunity to impact constructability

Reduced rework & material wastage

Increased budget accuracy

Easier conflict identification & resolution

Greater scope definition

Better inter-disciplinary collaboration
Why data federation is important
# Autodesk Construction Cloud

## Capabilities

<table>
<thead>
<tr>
<th>Design</th>
<th>Plan</th>
<th>Build</th>
<th>Operate</th>
</tr>
</thead>
<tbody>
<tr>
<td>Design authoring</td>
<td>Coordination</td>
<td>Project management</td>
<td>Facilities maintenance</td>
</tr>
<tr>
<td>Design collaboration</td>
<td>Model conditioning</td>
<td>Schedule management</td>
<td>Asset lifecycle</td>
</tr>
<tr>
<td></td>
<td>Quantification</td>
<td>Cost management</td>
<td></td>
</tr>
<tr>
<td></td>
<td>Estimating</td>
<td>Quality</td>
<td></td>
</tr>
<tr>
<td></td>
<td>Bid management</td>
<td>Safety</td>
<td></td>
</tr>
<tr>
<td></td>
<td>Qualification</td>
<td>Project closeout</td>
<td></td>
</tr>
</tbody>
</table>

## Shared data
- Models
- Drawings
- Issues
- Specifications
- RFIs
- Cost
- Assets
- As-Bulits
- Photos
- Video

## Insight
- Dashboards
- Reports
- Construction IQ
- Data connector
- Digital twin

## Network
- Builders network
Product innovation

Autodesk Construction Cloud
Strategic partner network
Best-in-class technology
Strategic investments & partnerships

- Workflow automation
- Jobsite intelligence & productivity
- Data analytics
- Project financials & payments
- Supply chain & procurement

Bridgit  eyrus  RHUMBIX  TORIC  PAYAPPS  aurigo
Building a robust ecosystem

Best of breed construction tech integrates with Autodesk Construction Cloud

240+ direct integrations to construction products

175+ integrations compatible with Autodesk Construction Cloud

~2x Y/Y increase in ACC accounts with installed integrations

ERP and accounting solution integrations now live
- Sage 300
- Sage Intacct
- Viewpoint Vista
- JD Edwards
Product innovation

- Autodesk Construction Cloud
- Strategic partner network
- Best-in-class technology
The power of a single platform
Go-to-market

- Expand to new accounts
- Grow with ACC
- Accelerate the channel
Expand to new accounts

Target net new customers and expansion with best-in-class capabilities

Displace key workflows with Autodesk Construction Cloud

Drive invited project users to paid Build licenses
ACS licensing & pricing model strategy
Industry leading licensing and pricing flexibility

Flex licenses
No use restriction on accounts or projects; BYOS
Consumption pricing

Single user licenses
No use restriction on accounts or projects; BYOS
Per user pricing

Account licenses
No use restriction on accounts or projects; BYOS
Value-based pricing
Go-to-market

Expand to new accounts

Grow with ACC

Accelerate the channel
Grow with Autodesk Construction Cloud

- 35% Increase in customers with more than one construction product
- 83% Increase in account-based licenses
- 36% Construction ACV from account-based licenses
Packaging strategy

<table>
<thead>
<tr>
<th>Free</th>
<th>Good</th>
<th>Better</th>
<th>Best</th>
</tr>
</thead>
<tbody>
<tr>
<td>Unlicensed or Unpaid capability offerings</td>
<td>Individual workflow capability offerings</td>
<td>Grouped workflow capabilities offerings</td>
<td>All workflow capabilities offering</td>
</tr>
<tr>
<td>Access to functionality from outside the platform or in limited ways within the platform that expose the platform opportunity and encourage collaboration</td>
<td>Most foundational and accessible entry points to ACC for all company types and departments</td>
<td>Enhance capabilities from “Good” offerings to demonstrate the power of the connected data platform in ways that highlight the needs for specific customer types and departments</td>
<td>Every ACC capability to unlock full lifecycle construction management</td>
</tr>
</tbody>
</table>
Go-to-market

- Expand to new accounts
- Grow with ACC
- Accelerate the channel
Strength in the channel

- Autodesk Docs
- Autodesk Collaborate
- Autodesk Docs
- Autodesk Collaborate
- Autodesk TakeOff
- Autodesk Assemble
- Autodesk Build
- Autodesk Docs
- Autodesk Collaborate
- Autodesk TakeOff
- Autodesk Assemble
- Autodesk Build
- Account-based Products
- Account-based Bundles
Channel partner wins

- Malaysia Airports
- Oberoi Realty
- BImage
- Shapoorji Pallonji Engineering & Construction
- 5 Virtual Design & Construction
Channel partner opportunity

“Construction service provider” Autodesk design customers not using construction cloud offerings
Customer success

- Customer transition to ACC
- Proactive adoption & support
- Strategic Partnership
Transition management

Transition to Autodesk Build

Existing projects

- BIM 360 / Plangrid
  Project continues

- BIM 360 / Plangrid and Autodesk Build
  Build transition staging

- Autodesk BUILD
  Transition projects to build

- BIM 360 / Plangrid
  Continue for projects 6 months from close out

AUTODESK Construction Cloud

- Autodesk BUILD
  System configuration

- Autodesk BUILD
  Pilot project | Birmingham data center

- Autodesk BUILD
  Enterprise configuration

- Autodesk BUILD
  Enterprise environment live

New projects

- BIM 360 / Plangrid
  Project starts

- BIM 360 / Plangrid and Autodesk Build
  Build transition staging

- Autodesk BUILD
  Transition projects to build
Customer success

Customer transition to ACC

Proactive adoption & support

Strategic Partnership
AUTODESK Construction Cloud

Proactive onboarding

Timeline is an approximation and not guaranteed
**Product Configuration requires services contract**
Customer success

Customer transition to ACC

Proactive adoption & support

Strategic Partnership
Messer

MAU Growth

Jan 22  Mar 22  May 22  Jul 22  Sep 22  Nov 22  Jan 23

54%
Monthly active user growth
Why we win in Construction

Connected construction Lifecycle

Global go-to-market strategy

Long-term strategic partnerships