

# Safe Harbor Statement



Each of the presentations today will contain forward-looking statements about our strategies, products (including AI), future results, performance or achievements, financial, operational and otherwise, including: statements about our strategic priorities; guidance for the fiscal year 2026; total addressable market (TAM) and 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 new transaction model and our ability to monetize the platform and scale AI; uncertainties regarding AI technologies and its integration into our products, failure to successfully expand adoption of our products or our ability to successfully introduce new services and product features; our ability to implement our business plans 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](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.

## Non-GAAP financial measures

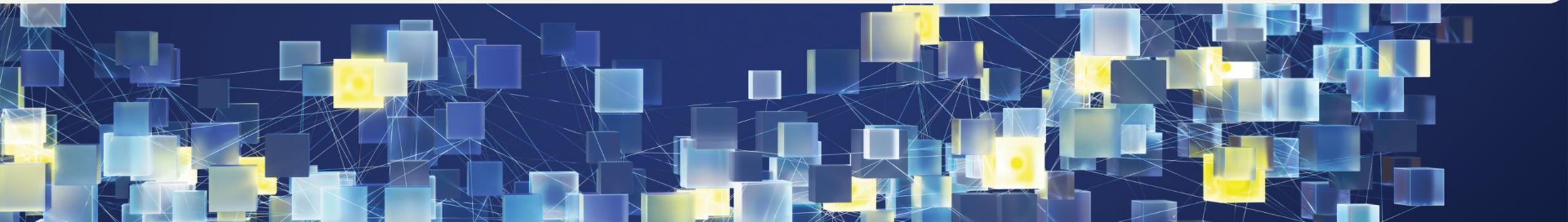
These presentations include certain non-GAAP financial measures. Please see the section entitled "Reconciliation of GAAP Financial Measures to non-GAAP Financial Measures" in the Appendices attached to the presentations for an explanation of management's use of these measures and a reconciliation of the most directly comparable GAAP financial measures.

# Transforming Design and Make through AI and Platform



**Raji Arasu**

CTO & EVP, Platform Services and Emerging Technologies



# What's covered

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**01** Context → Industry trends

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**02** AI and Platform → Customer outcomes  
→ Autodesk opportunities

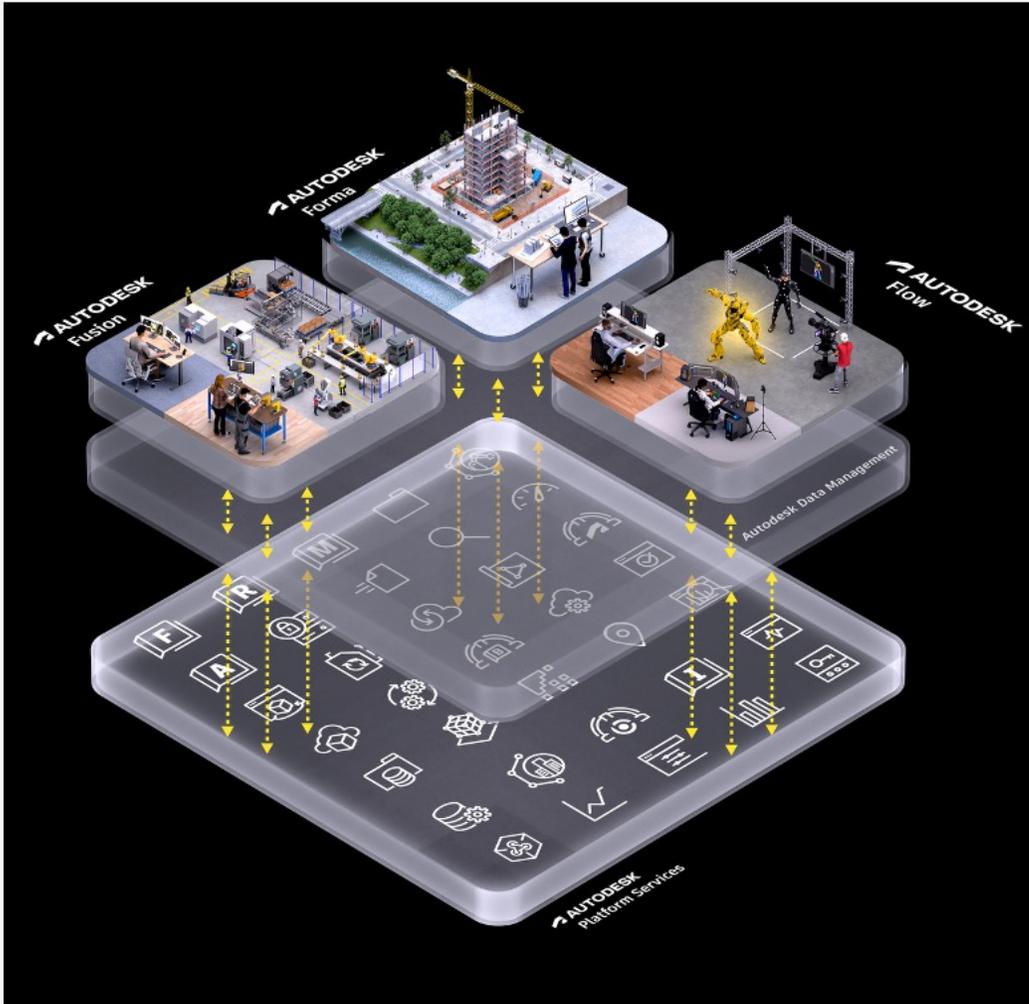
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**03** Why we win

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# Autodesk platform delivers outcomes and speed



Enhance **customer outcomes**

Accelerate **employee productivity**



**Customers  
are looking  
for ways  
to increase  
capacity**



**58%**

**of Design and Make** leaders say lack of skilled talent is hindering growth

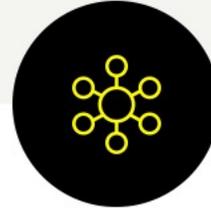


**1 of 3**

**engineering jobs** go unfilled in U.S. yearly



**Customers  
using AI are  
already doing  
more with less**

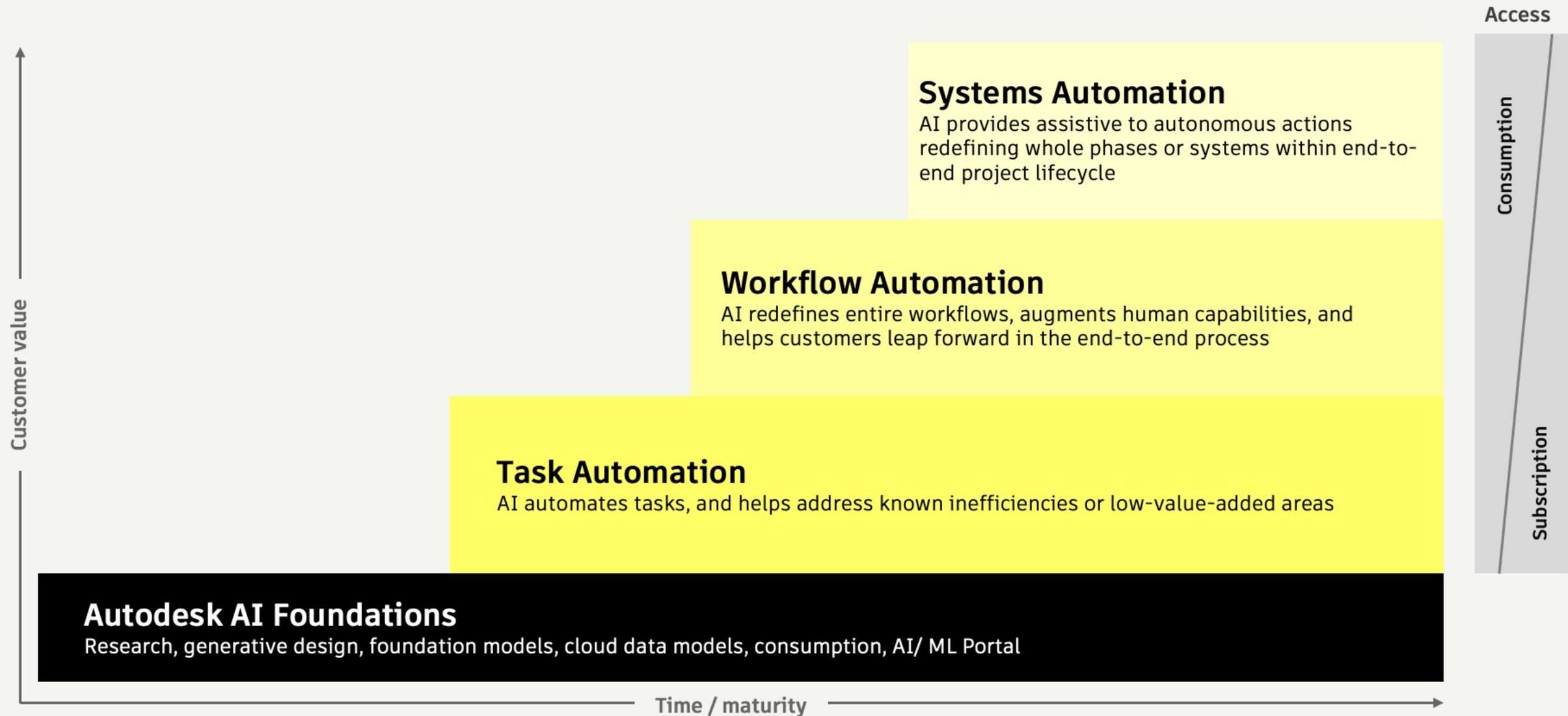


**3x**

**higher growth in  
revenue/worker in industries  
with higher AI use**

# AI's value creation trajectory in our industries

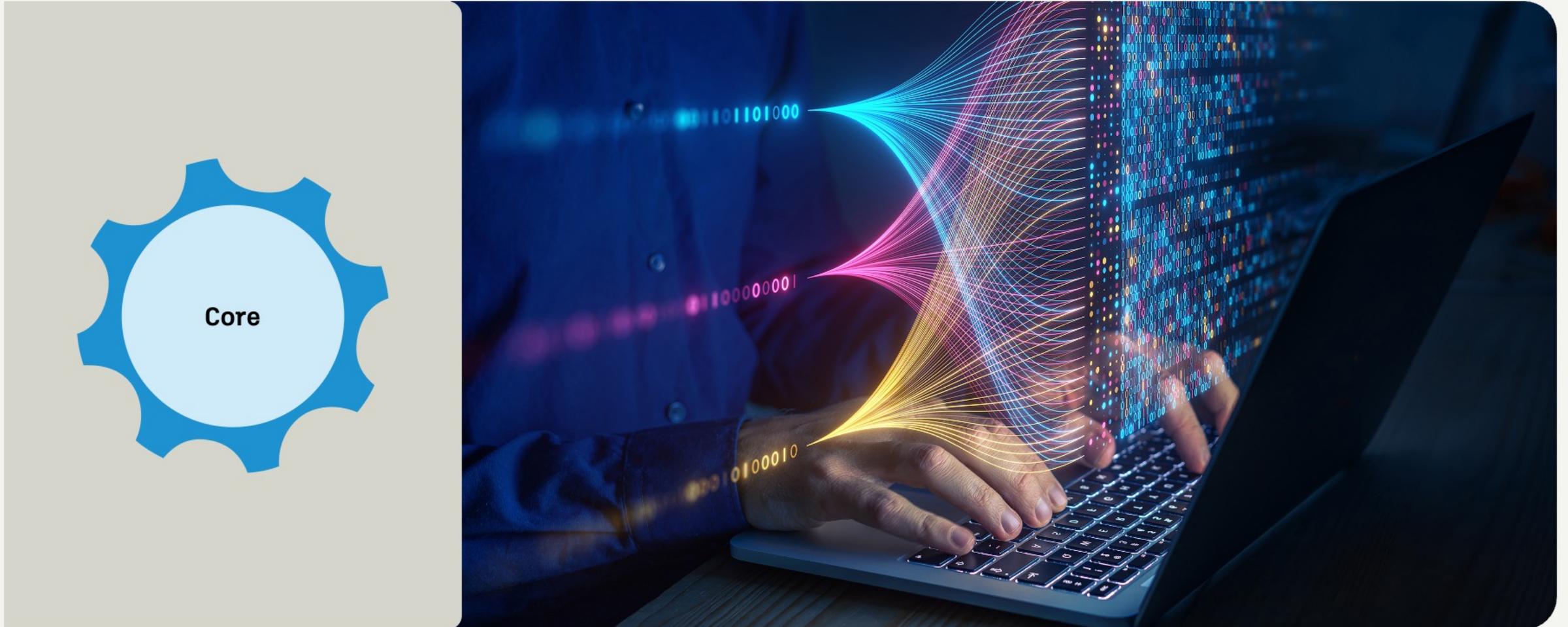
Each phase, built on earlier foundation, continues to deliver value over time



# Our strategy is built on three categories of AI

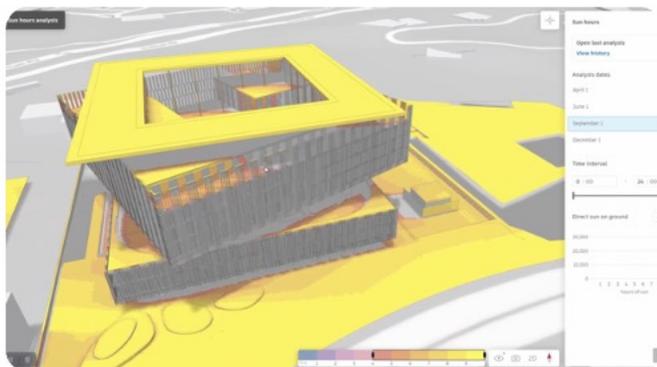


# Re-imagining traditional software development with AI



# Core AI speeds innovation, driving rapid customer value

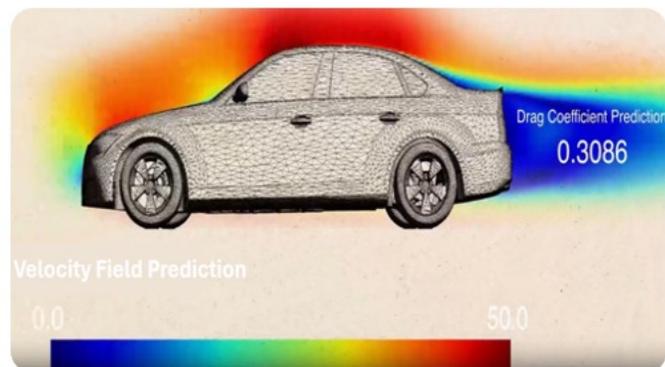
**AECO**  
*Real-Time Analysis*



“ With real-time analysis, we could track progress toward our LEED gold goal from day one on a fast-track project schedule ”



**MFG**  
*NAVPACK*



“ Together with NAVPACK, customers can train full vehicle models for multiple CFD & mechanical use cases, leading to substantial time savings across the development process ”

Major automotive manufacturer

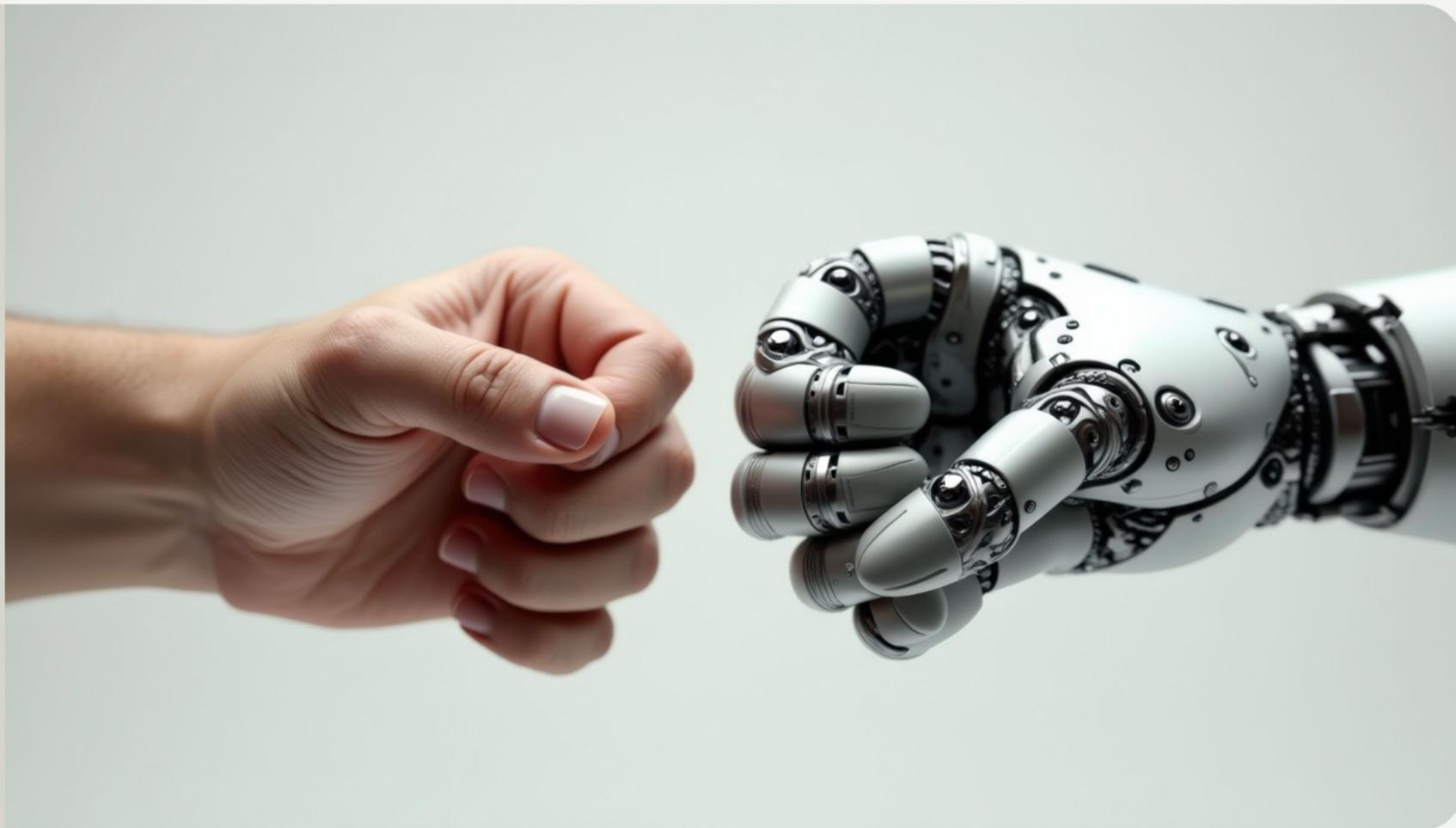
**M&E**  
*MotionMaker*



“ Maya’s MotionMaker helped me complete a project in 6 weeks that would’ve taken months – freeing me to focus on performance & story refinement ”



# Autodesk Assistant, an agentic AI partner for design and make



# Autodesk Assistant will address many use cases of automation

Example use case



**Admin**

Hi Raji, I'm Autodesk Assistant. I use AI to answer questions and recommend solutions. How can I help you today?

Can you assign Revit to these users:  
doug.ashcroft@felmstonedesigngroup.com,  
lauren.caldwell@felmstonedesigngroup.com, and  
jack.wilson@felmstonedesigngroup.com?

Yes, you currently have 5 available Revit licenses. I'll assign 3 of these to the specified users.

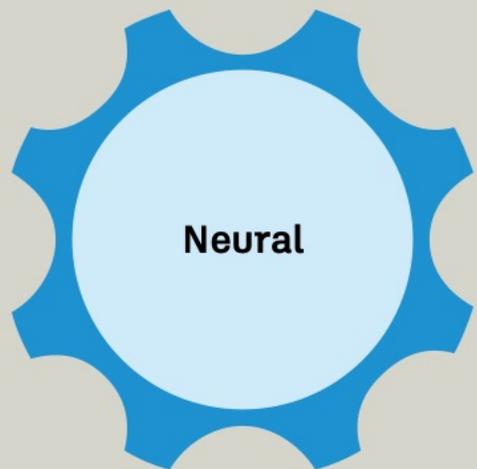
Done. The following users now have access to Revit:

- Doug Ashcroft  
(doug.ashcroft@felmstonedesigngroup.com)
- Lauren Caldwell  
(lauren.caldwell@felmstonedesigngroup.com)
- Jack Wilson  
(jack.wilson@felmstonedesigngroup.com)

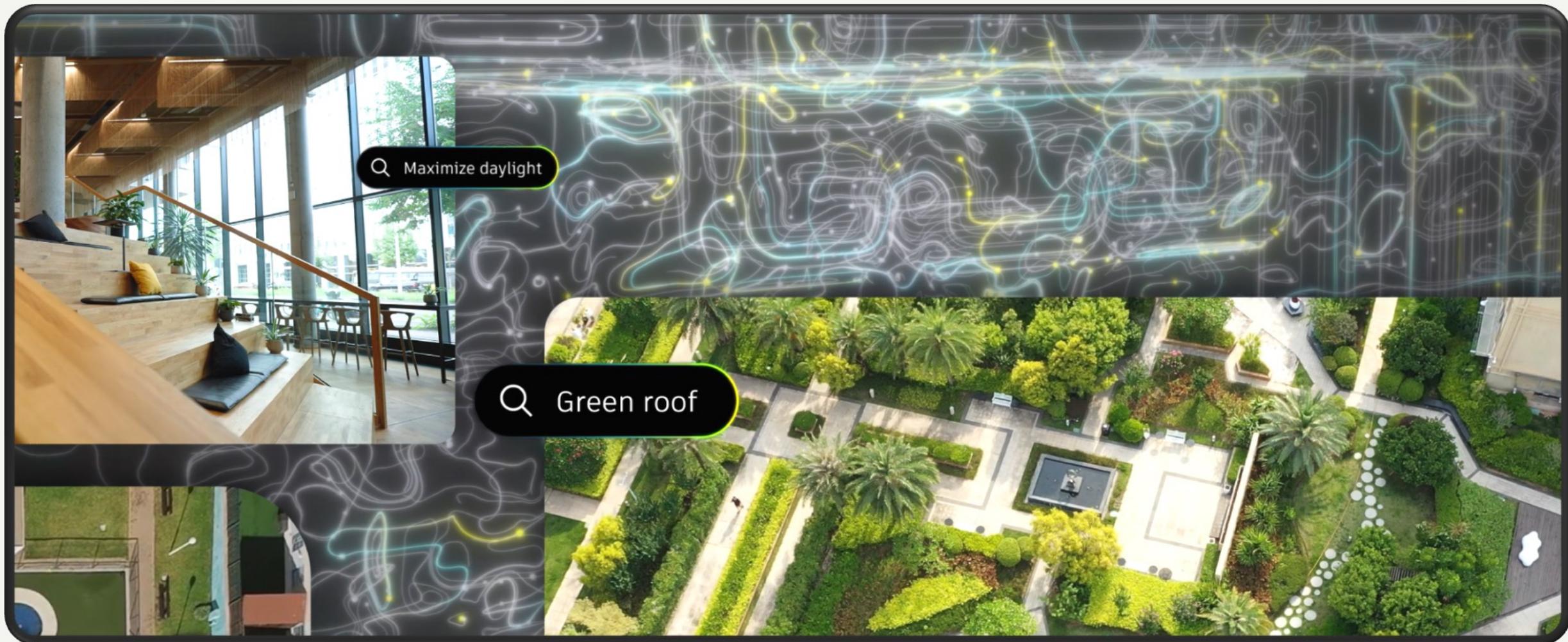
**Team insi**

➔ See all tear

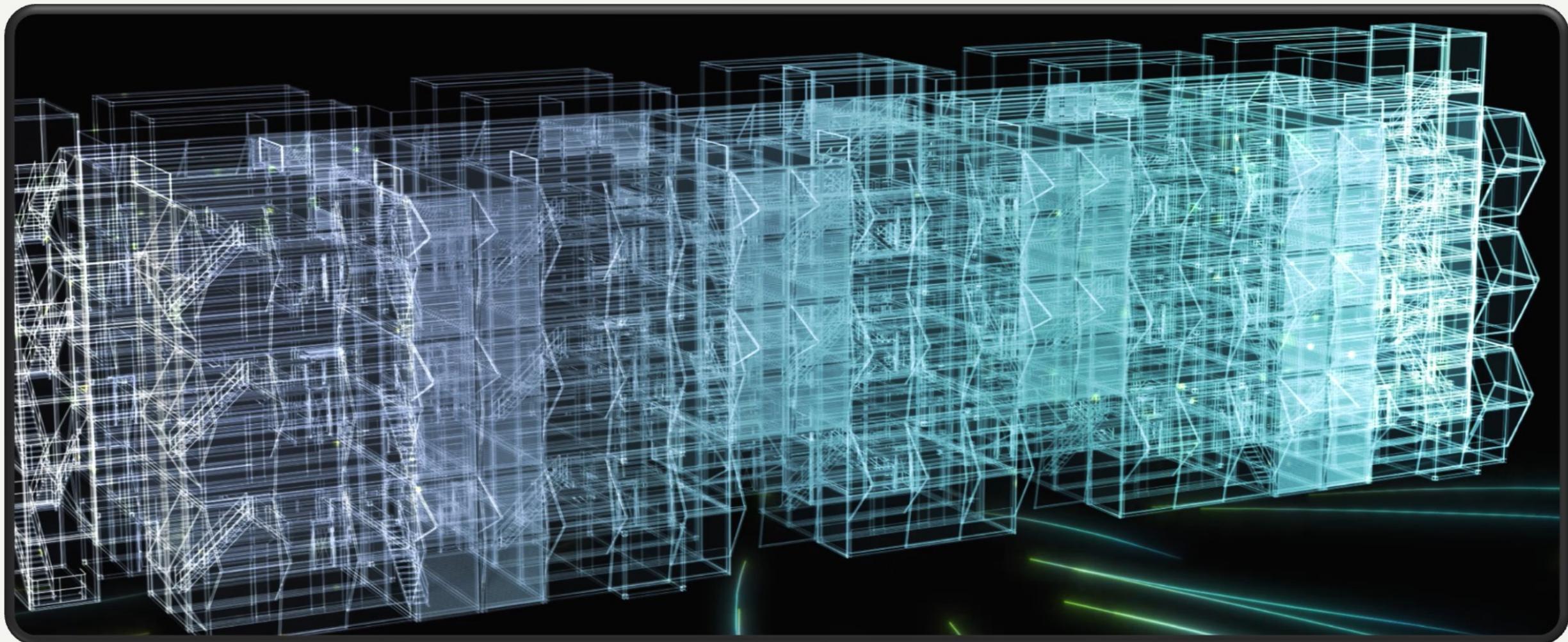
# Neural technologies are key to systems automation



# We are applying this technology to generate editable design options for complex outcomes



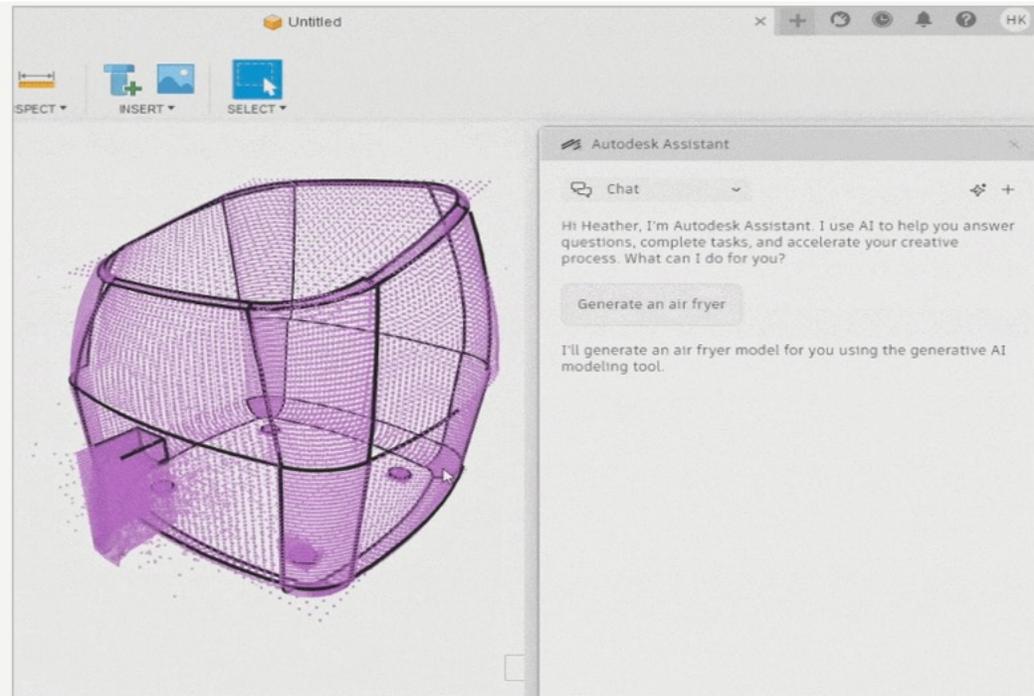
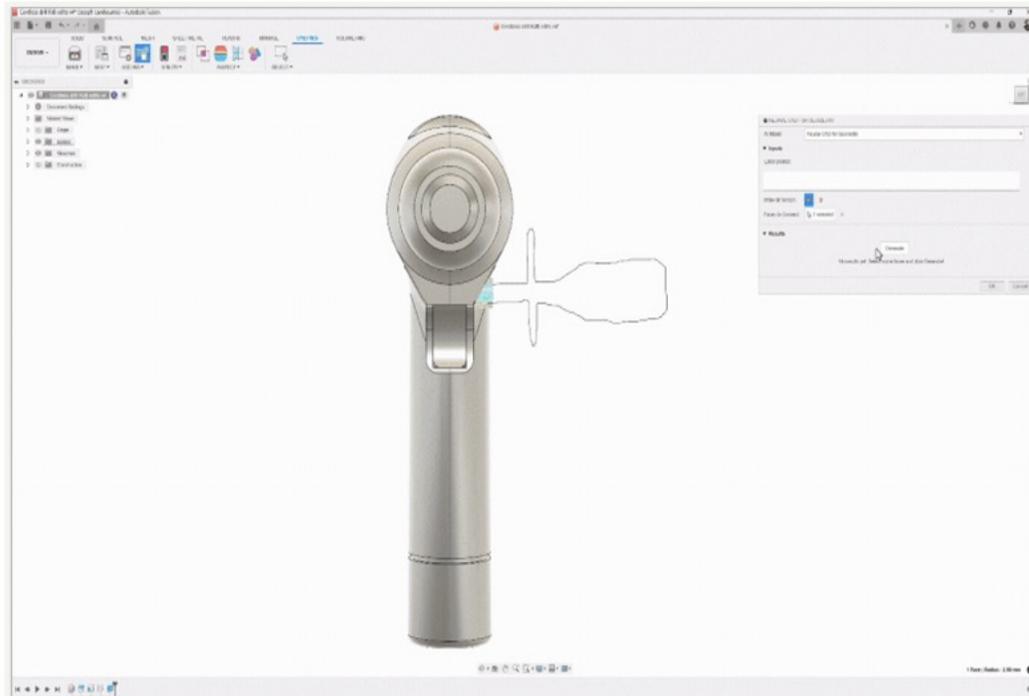
# Reimagining today's CAD engines with neural CAD



# Two new technologies announced at Autodesk University (I/II)

**AUTODESK Fusion**

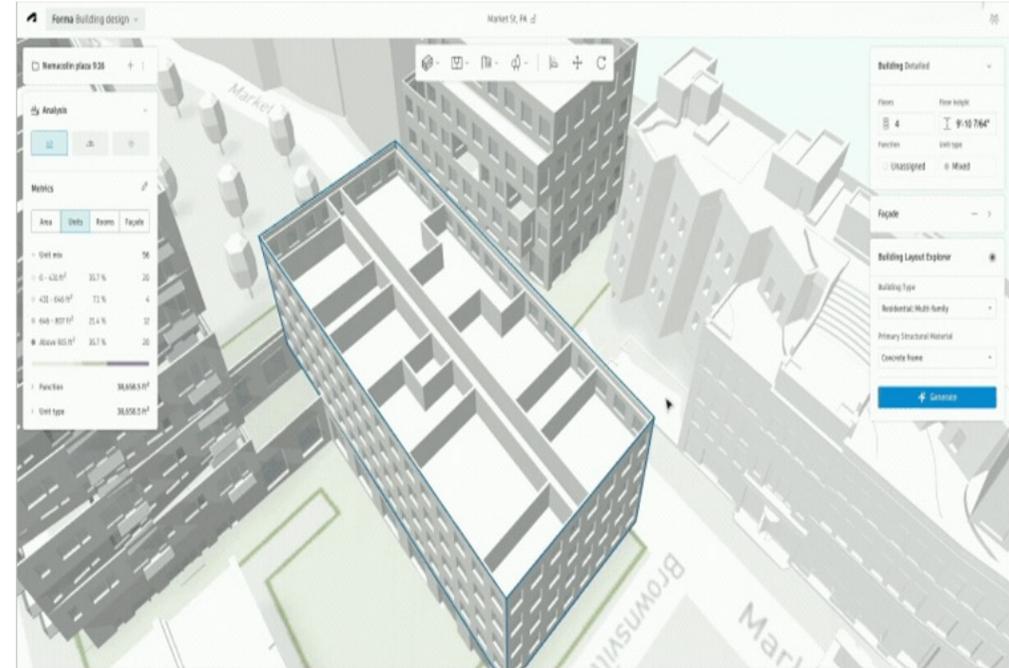
neural CAD for geometry



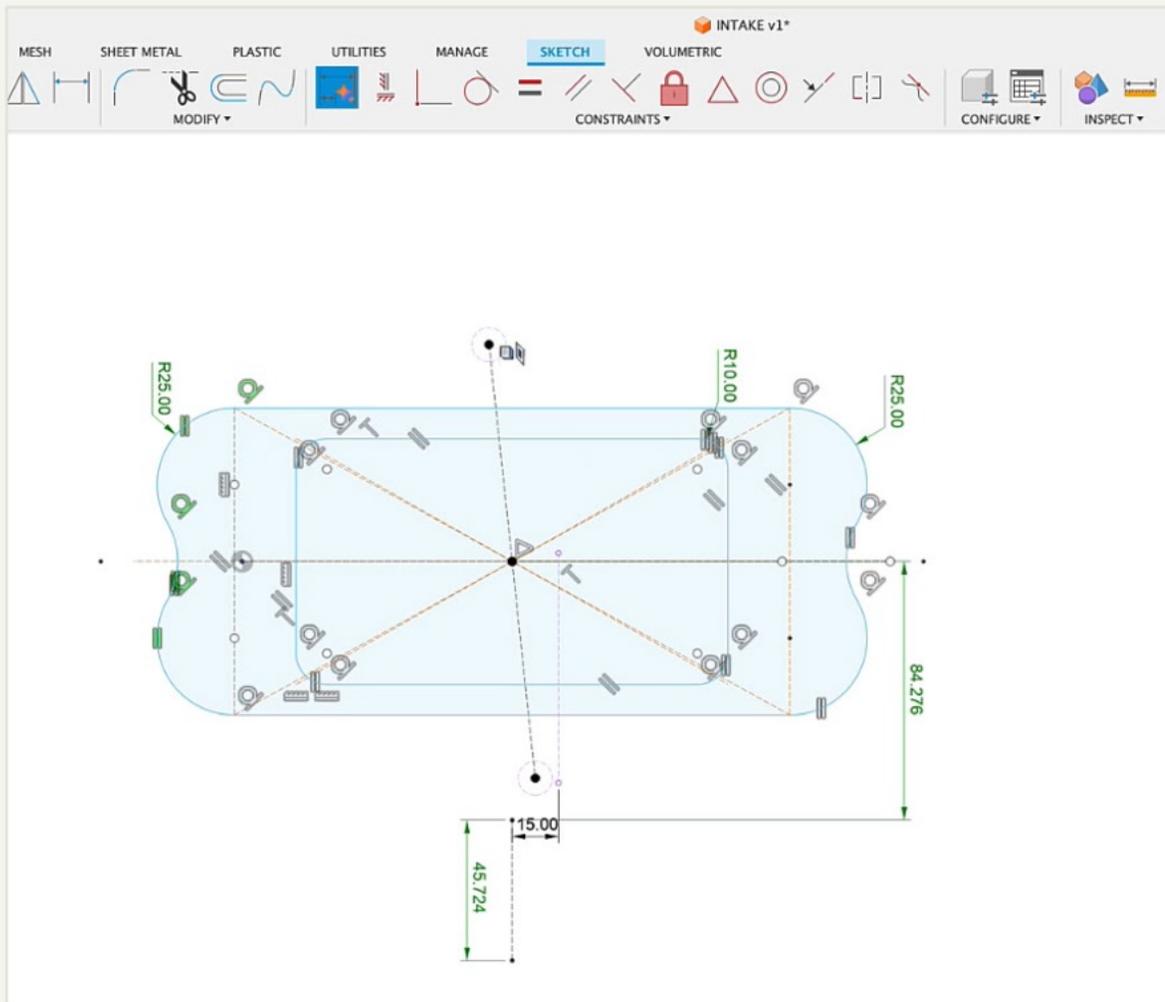
# Two new technologies announced at Autodesk University (II/II)

**AUTODESK** Forma

neural CAD for buildings



# Customers are seeing results from neural features released last year



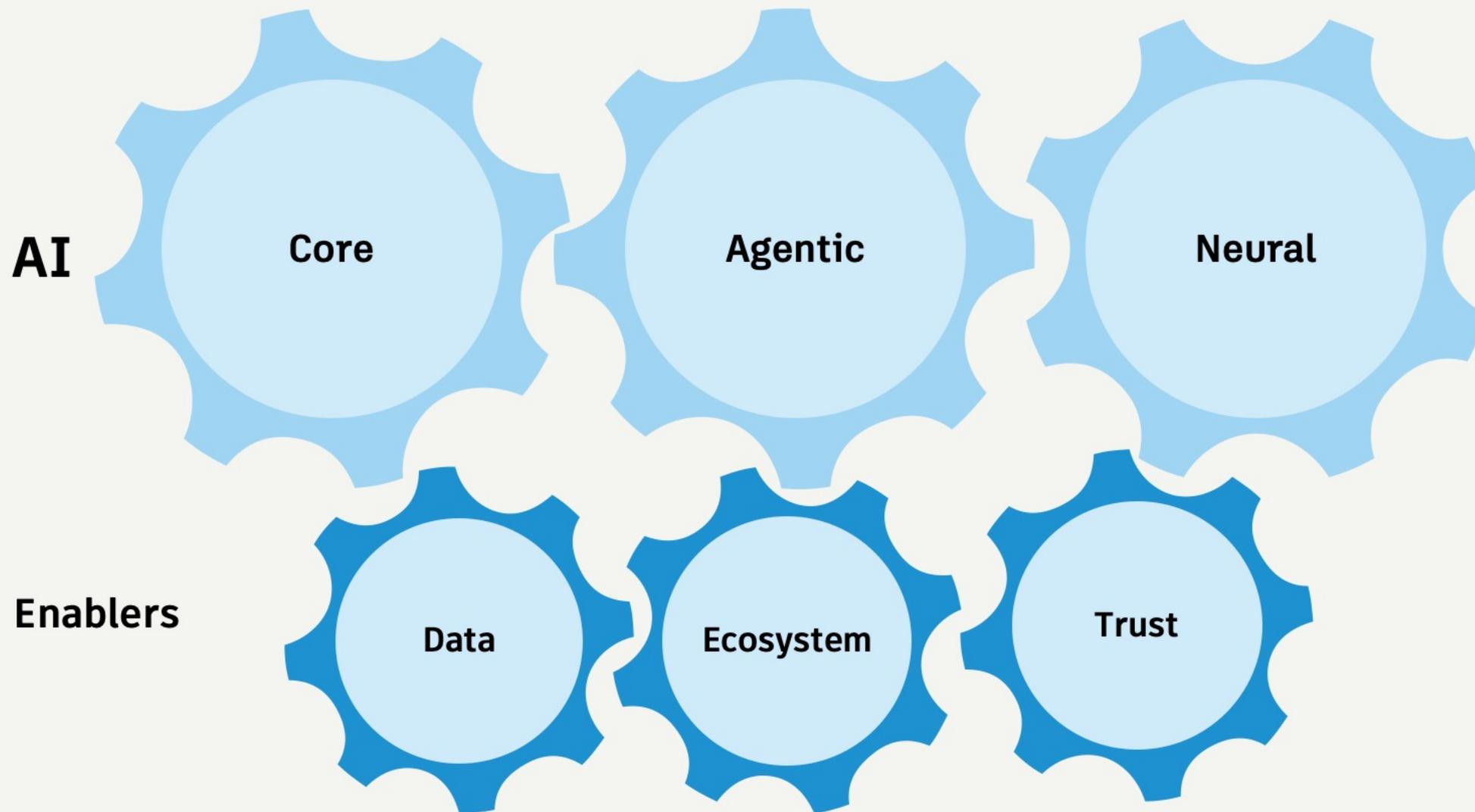
**AUTODESK Fusion**  
*AutoConstrain*

“ Utilizing AutoConstrain daily significantly streamlined our workflows - saving us valuable time and minimizing mistakes, ultimately improving our project outcomes.

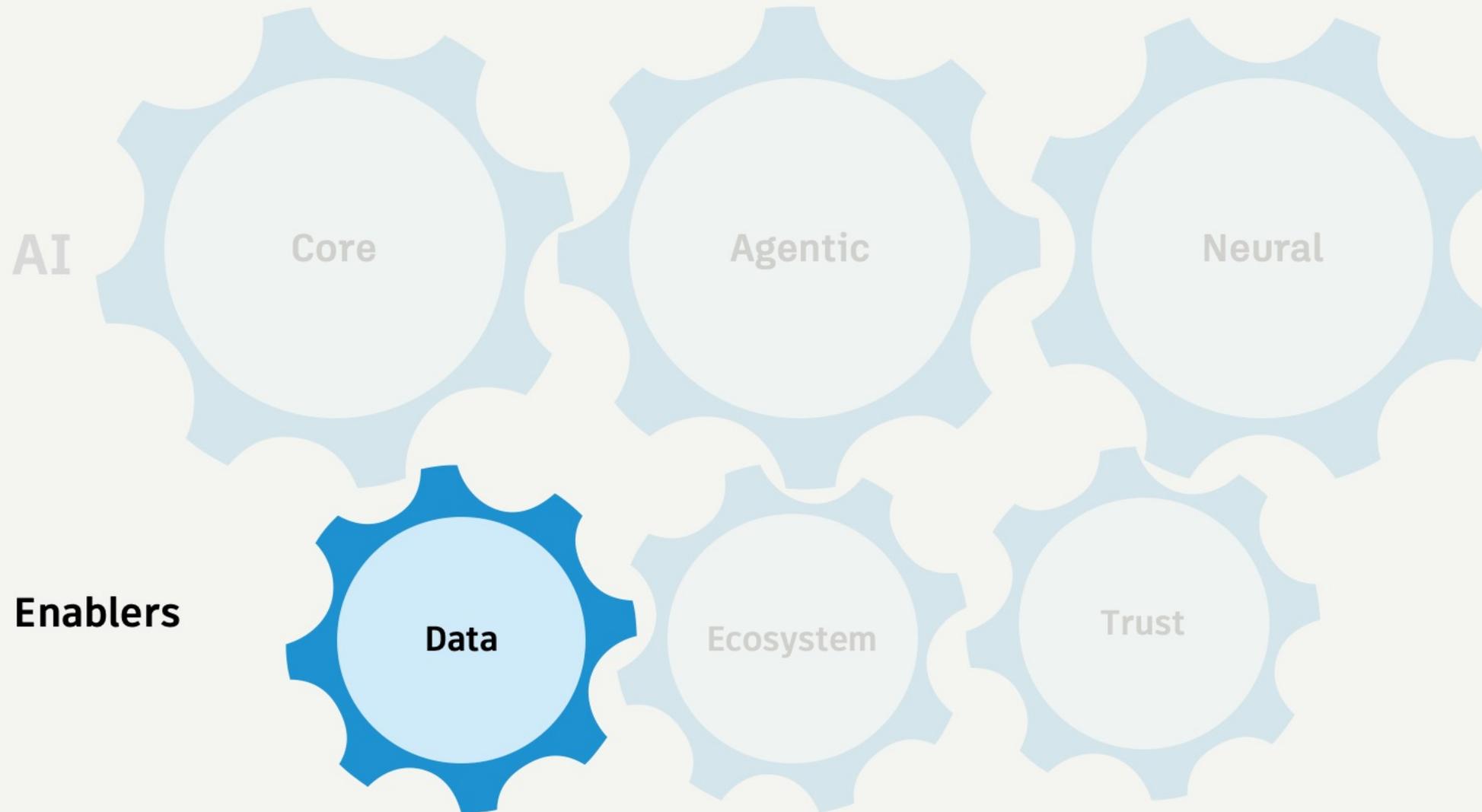
**JDD** Joint Design  
Direction

”

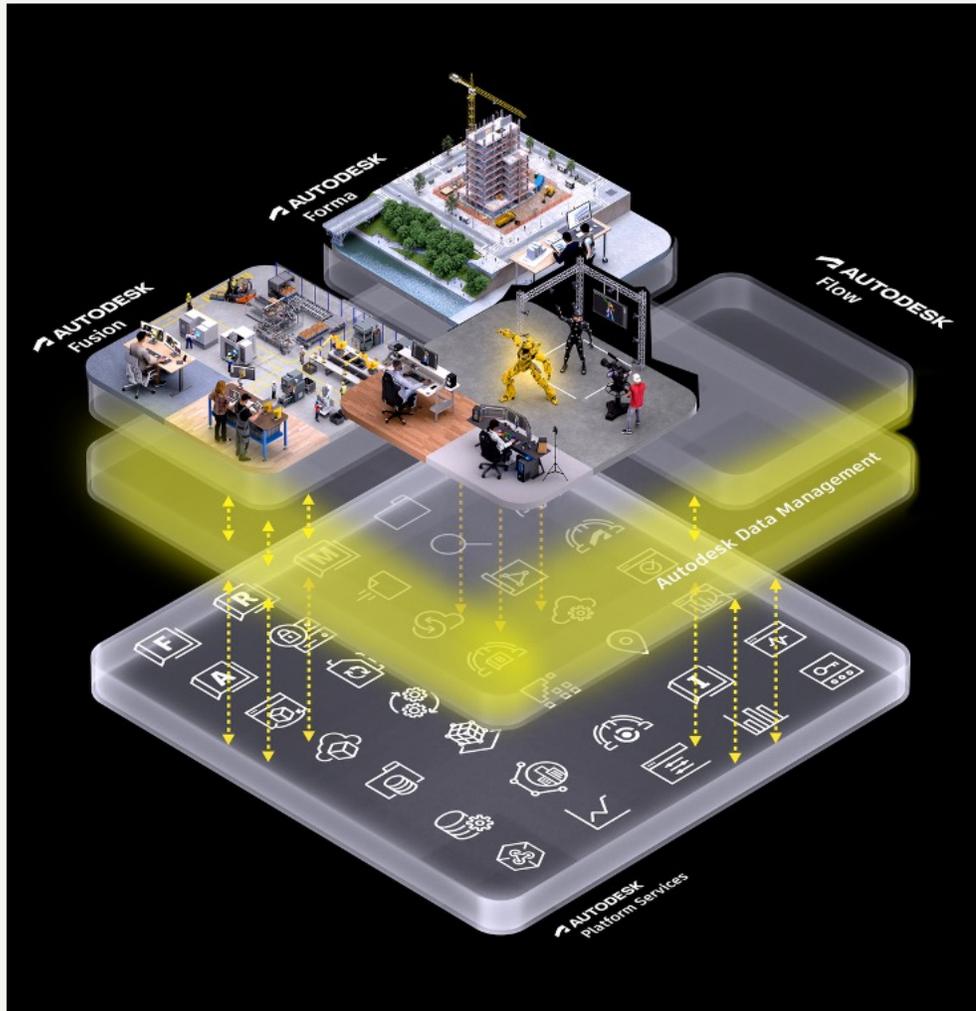
# Scaling our AI strategy through three key enablers



# Data granularity and interoperability are key for AI



# Data Management layer delivers two key outcomes that also benefits AI

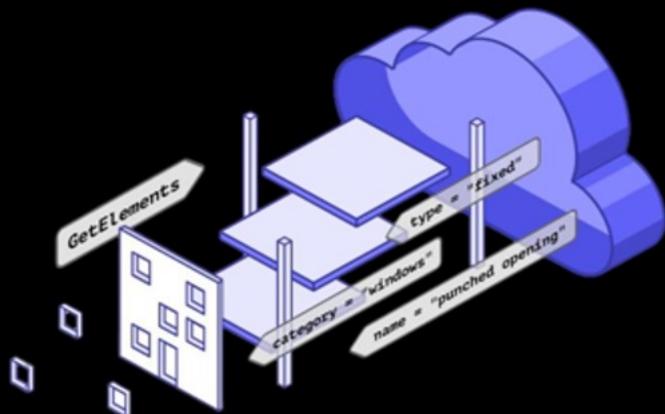


**Granularity**

**Interoperability**

# Granularity is delivered through Data Models

## Data Models



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Moving from files to granular industry cloud data models accelerates AI

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# Interoperability is delivered through Data Exchange Connectors

## Data Exchange Connectors



Data Exchange Connectors provide selective, secure, in-sync data sharing across systems

# Customers use data management layer to automate and expand capacity

## Data Model



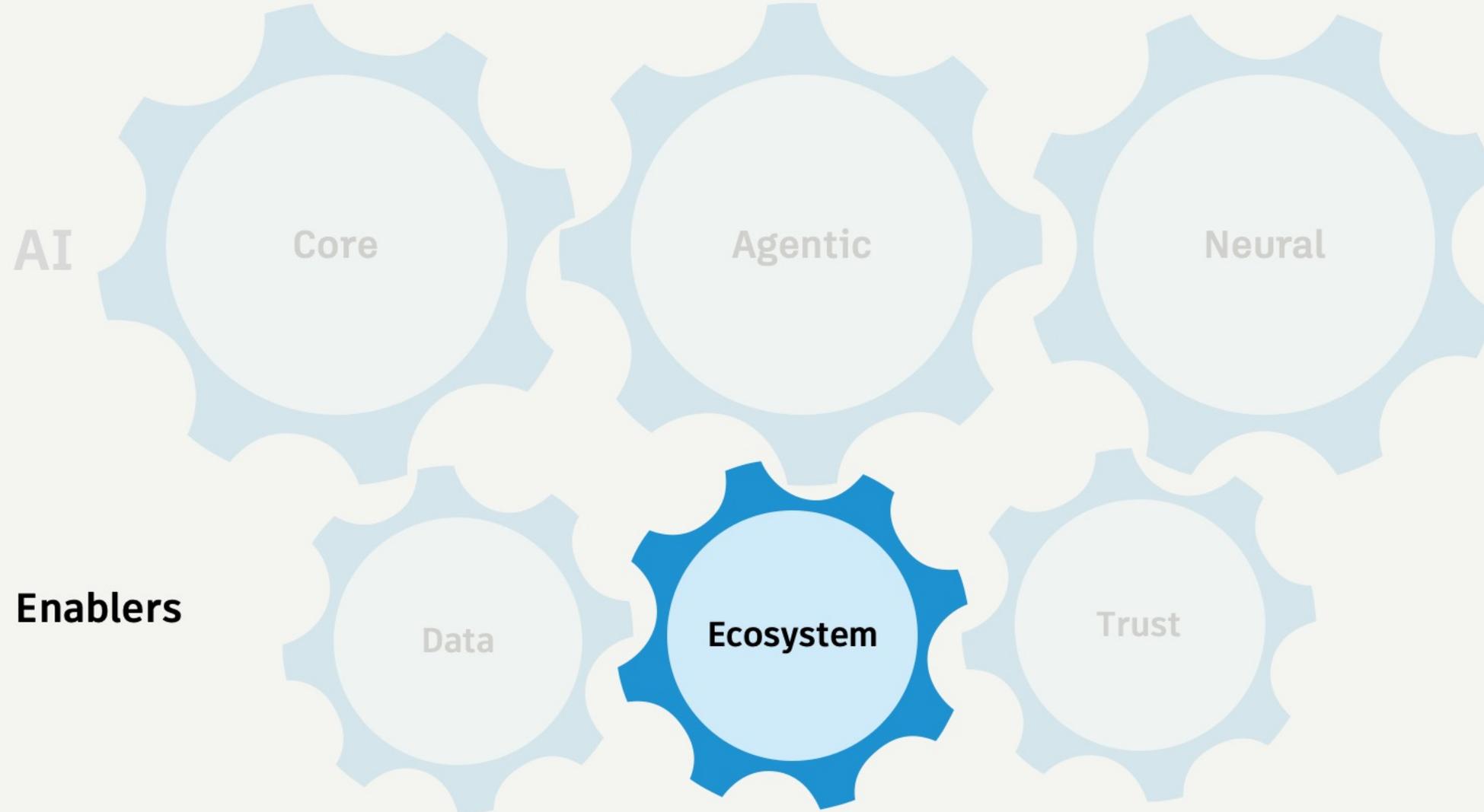
**“With Autodesk’s AEC Data Model & Autodesk Assistant, our engineers cut initial energy calculations from a week/project down to just hours”**

## Data Exchange Connectors



**“By using Autodesk Data Exchange via Navisworks, ACC Docs & Power BI, we delivered the right information to our teams efficiently & without extra tools”**

# Our ecosystem, including APIs, is integral for automation and AI





**Our ecosystem  
is growing  
rapidly**



**40%+**

YoY API usage growth

# Customer API highlights – real results today



“ Insights and connecting the data from our CDE platforms (such as ACC) are crucial to maximizing the efficiency on our projects and save time for our colleagues. ”

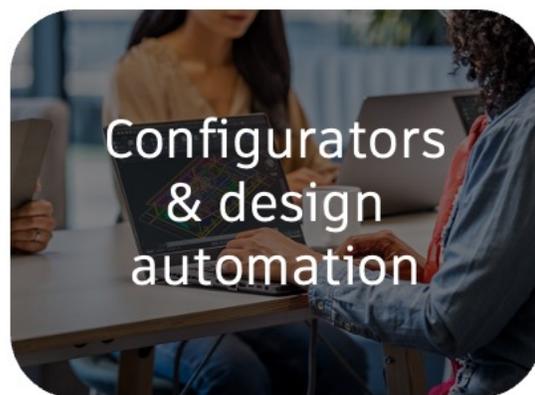
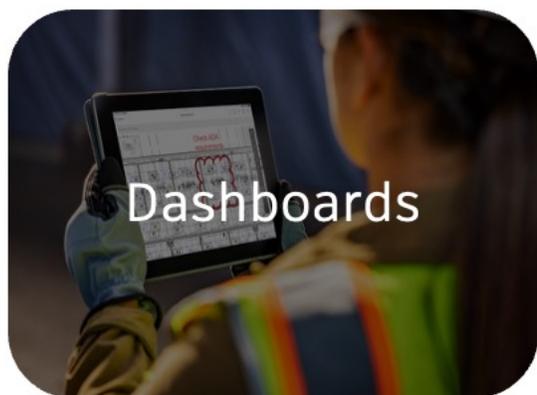
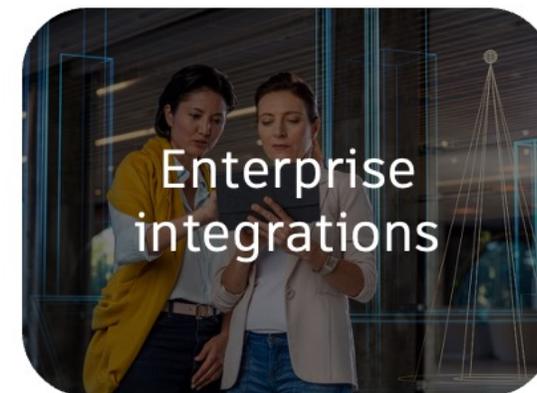
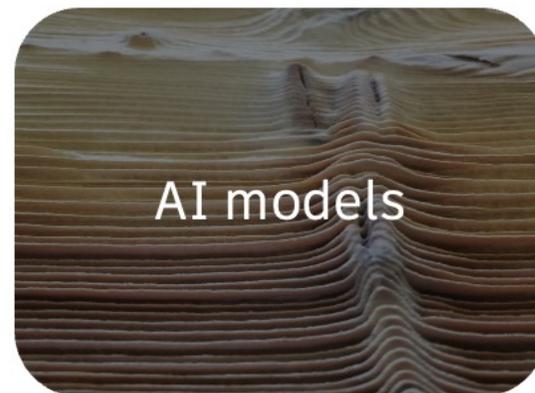
*Andrik de Jager  
Executive Director of IT, BAM Netherlands*



“ By using APS Data Exchange APIs to connect Revit & Tekla, we created integrated structural models that enabled cross-discipline collaboration in real-time, driving faster & better decisions that improved both design quality and speed. ”

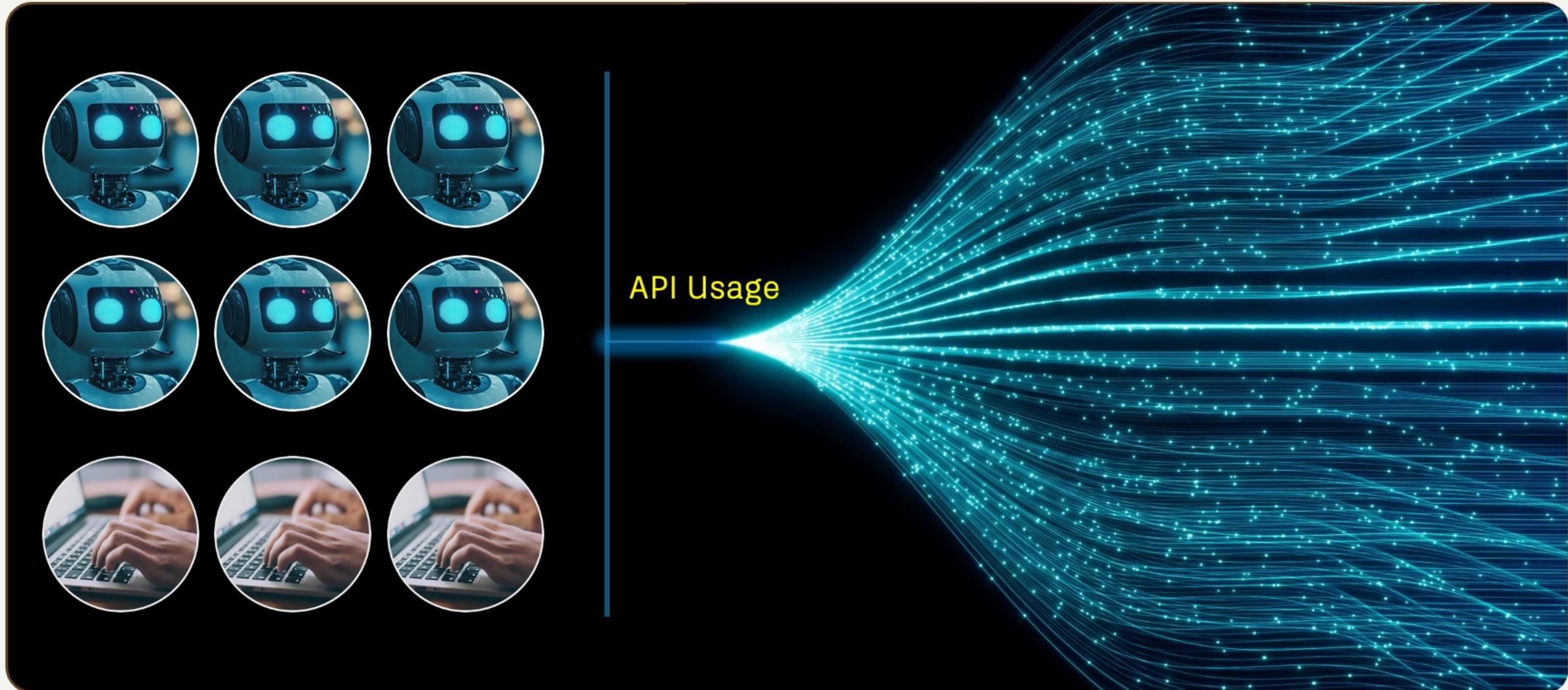
*Poul Hededal, Group Director, Technology Partnerships & Digital Transformation, Ramboll*

# Developers are already building automation/ AI solutions using APIs, and MCPs will accelerate this

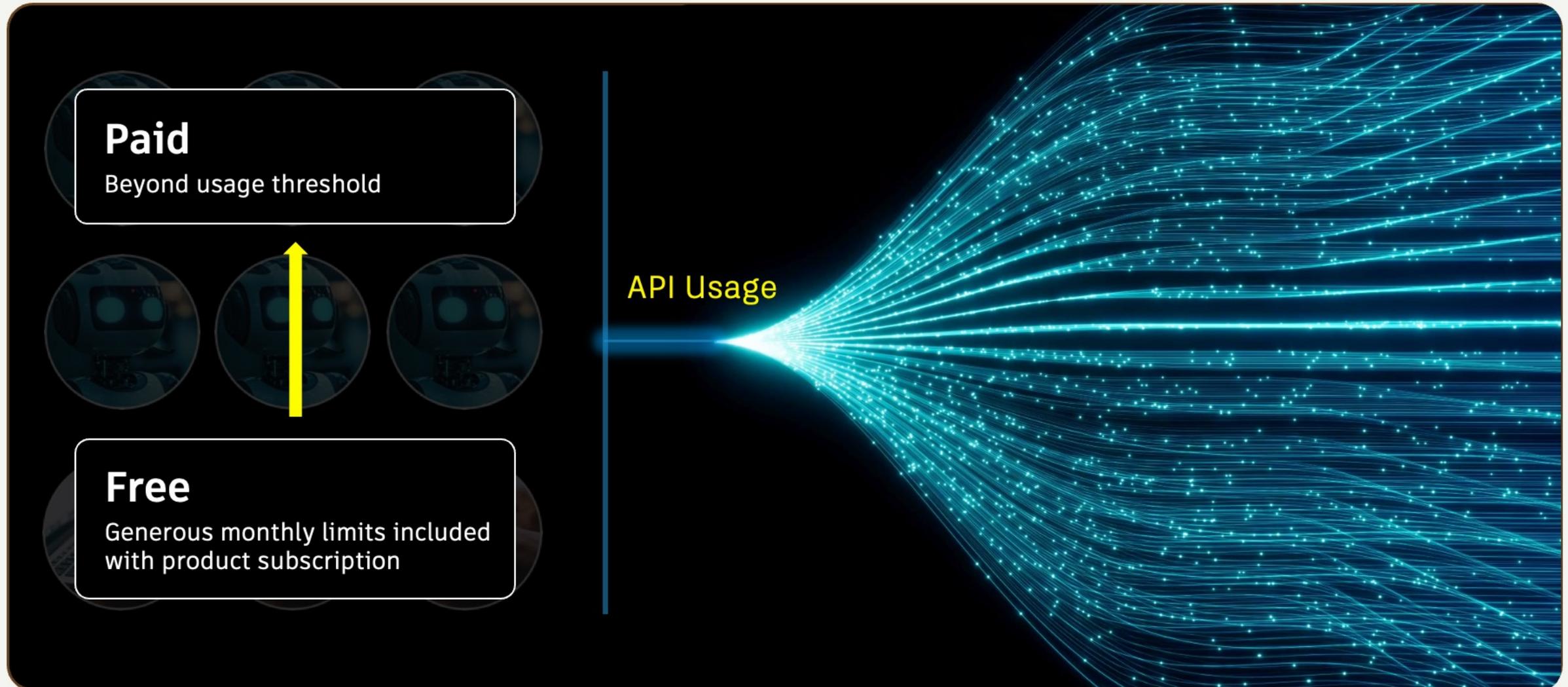


\* MCP (Model Context Protocol) is an open standard that enables AI tools to communicate with APIs

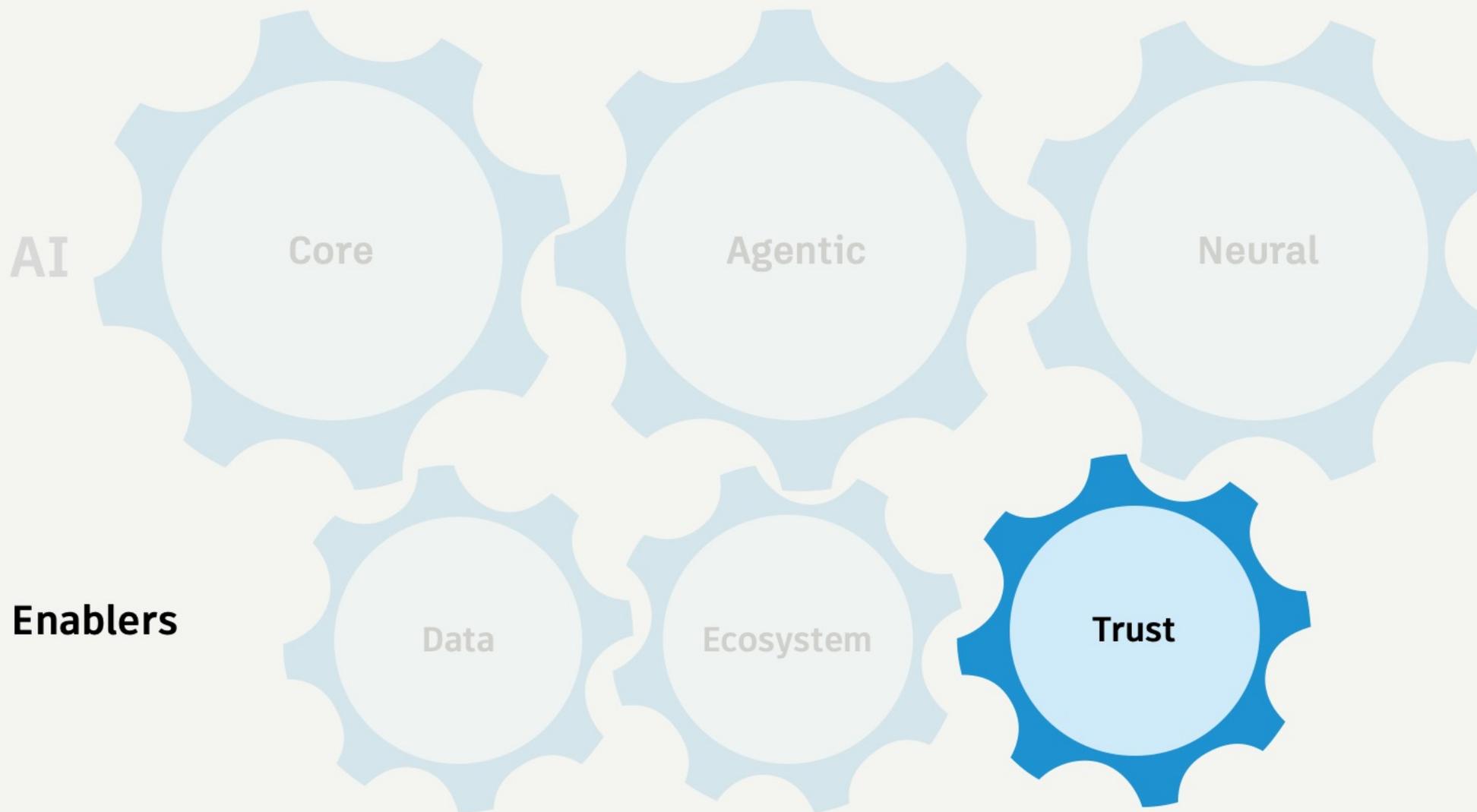
# The shift to human-agent collaboration is inevitable



# Business model evolution: API monetization



# We are committed to responsible AI & data stewardship



# Delivering enterprise-grade AI through **transparency & trust**



**AI Transparency Card**

**Autodesk Fusion**  
AutoConstrain

**AI Transparency Card**

**Autodesk Maya**  
Machine Learning Deformer

**AI Transparency Card**

**Autodesk Revit**  
Generative Design in Revit

**Description**  
A feature that works with one or more outputs in tension to evolve a Design study by providing a series of results that are optimal but have trade-offs.

**Feature information**

Feature functionality	Automate, Analyze
Model source	Proprietary
Primary technique	Genetic algorithm

**Trust ingredients**

User directed feature	Yes
Personal data	No
Data source(s)	N/A
Choice format	N/A
Encryption at-rest	N/A
Encryption in-transit	N/A
Other safeguards	N/A

For more information on our Trusted AI practices, consult our Trust Center.





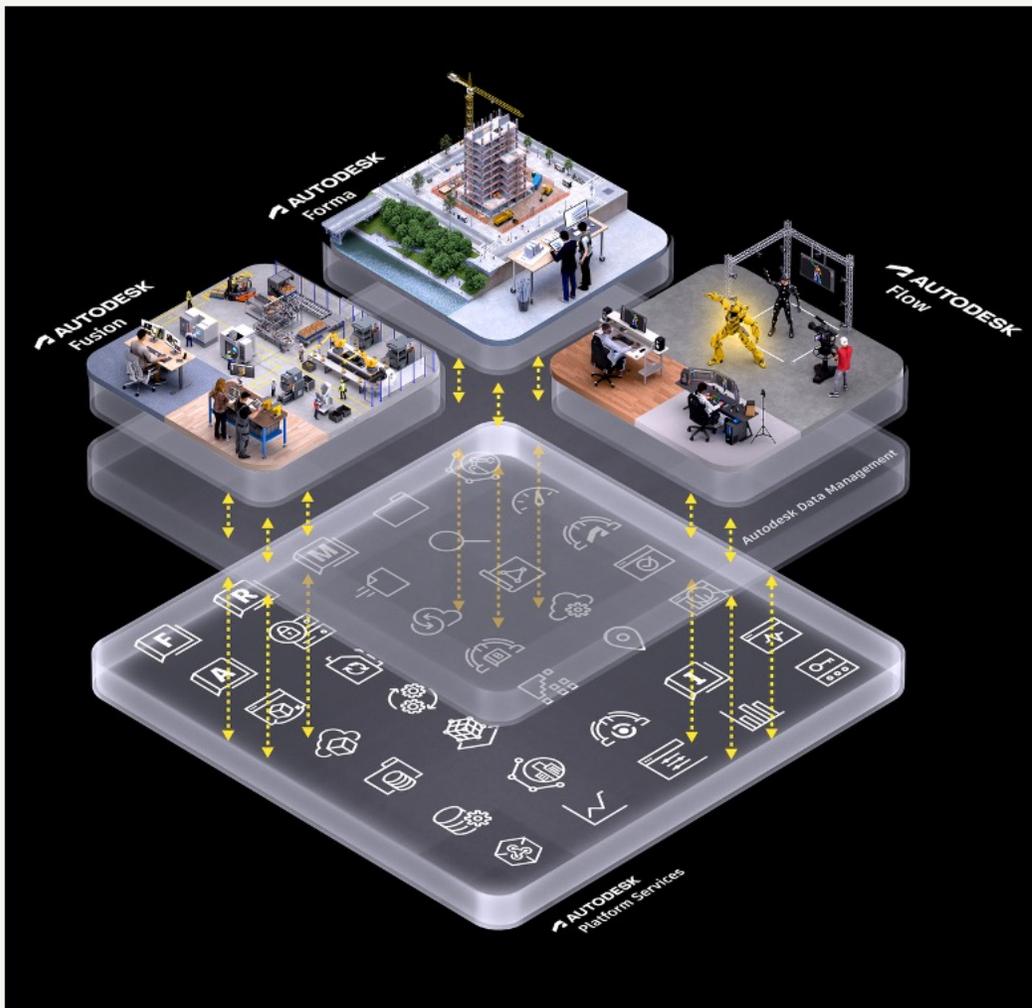
## Data regionalization

Added UK, Germany,  
Japan, Canada, India

*In-scope products* —————●



# Autodesk platform accelerates employee productivity



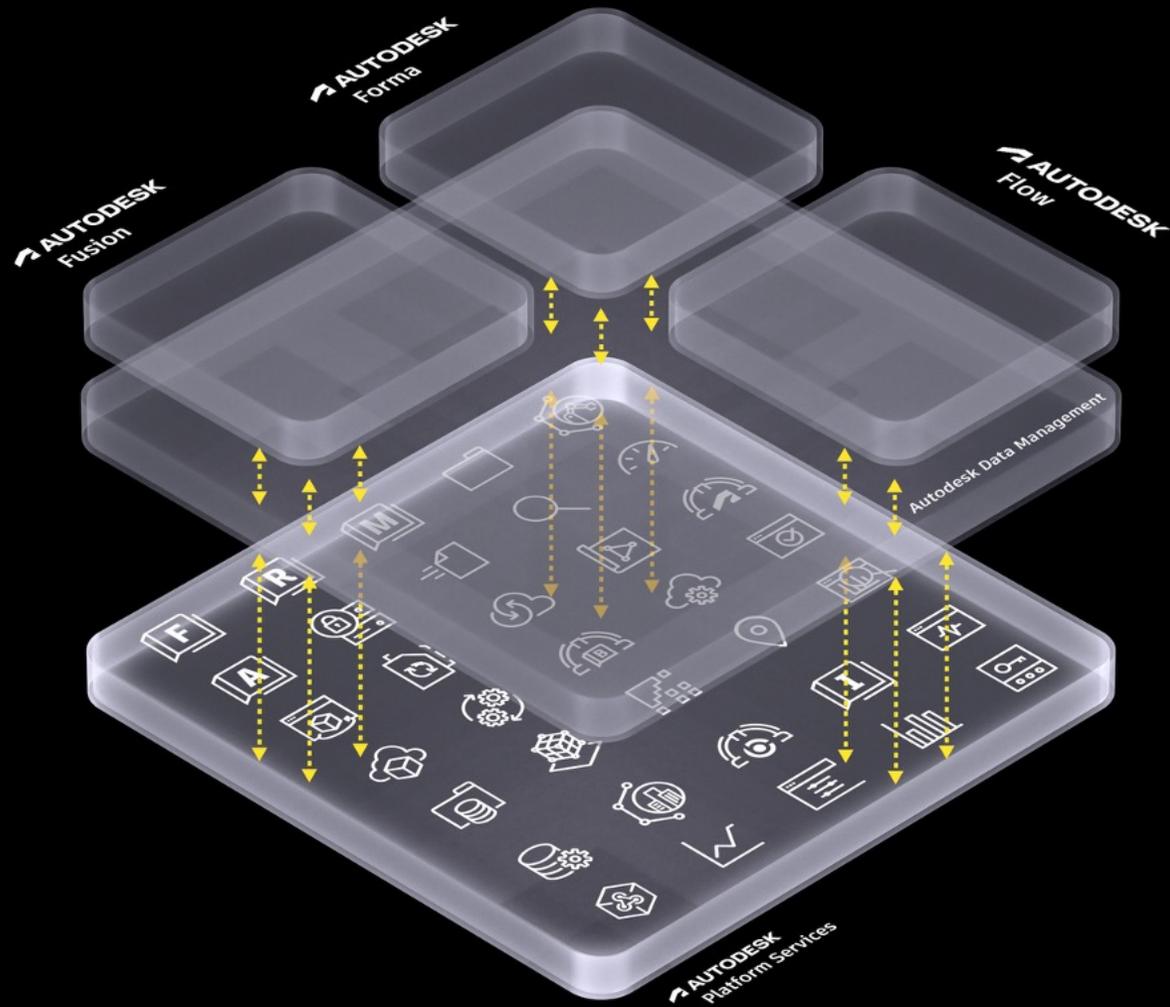
Enhance **customer outcomes**

Accelerate **employee productivity**

# Accelerate employee productivity

**Shared capabilities** across  
industries

Expanded adoption of  
**AI tools**



**Shared capabilities**  
“build once and use many times”

# Examples: We have already seen rapid improvements over past year alone



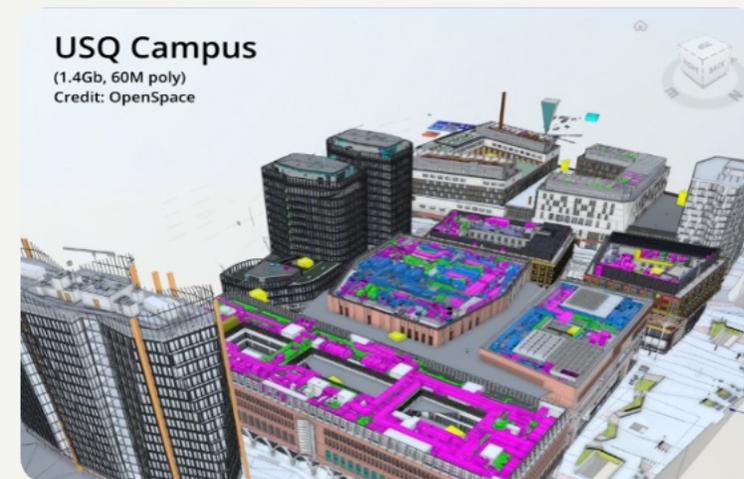
**AI/ML Portal**  
Machine Learning services



**Cloud Platform**  
Regionalized Cloud services



**Large Model Viewer**  
Shared Application services



# Accelerate employee productivity

Shared capabilities across industries

Expanded adoption of  
**AI tools**



**AI tools free  
capacity to reinvest  
in platform & AI**

## Approach to AI productivity



**Secure access**



**Enterprise-wide standards**



**Grassroots innovation**

## Examples

**Developers**



**Customer  
success**



**Marketing**



**AI tools free  
capacity to reinvest  
in platform & AI**



# Our winning formula



**AI-first approach**



**Prioritizing customer outcomes**



**Vibrant ecosystem that is AI ready**

