

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, 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.

Driving digital transformation across Architecture, Engineering, Construction & Operations

Amy Bunszel

Executive Vice President
Architecture, Engineering & Construction Design Solutions



What's covered

-
- 01** Industry context
- AECO market opportunity
 - Design | Make | Operate Opportunity
 - Current trends and challenges
 - Our vision
-
- 02** Continued growth from the core portfolio
- Opportunities for BIM expansion
 - Leveraging AI to deliver more value
 - Getting more value from data
-
- 03** Unlocking new growth levers in the near term
- Construction
 - Transportation
 - Water
-
- 04** Re-imagining BIM for the Future with Forma
- Forma Vision
 - Forma Today
 - Forma Tomorrow
-
- 05** Why we win
- Longtime trusted partner
-

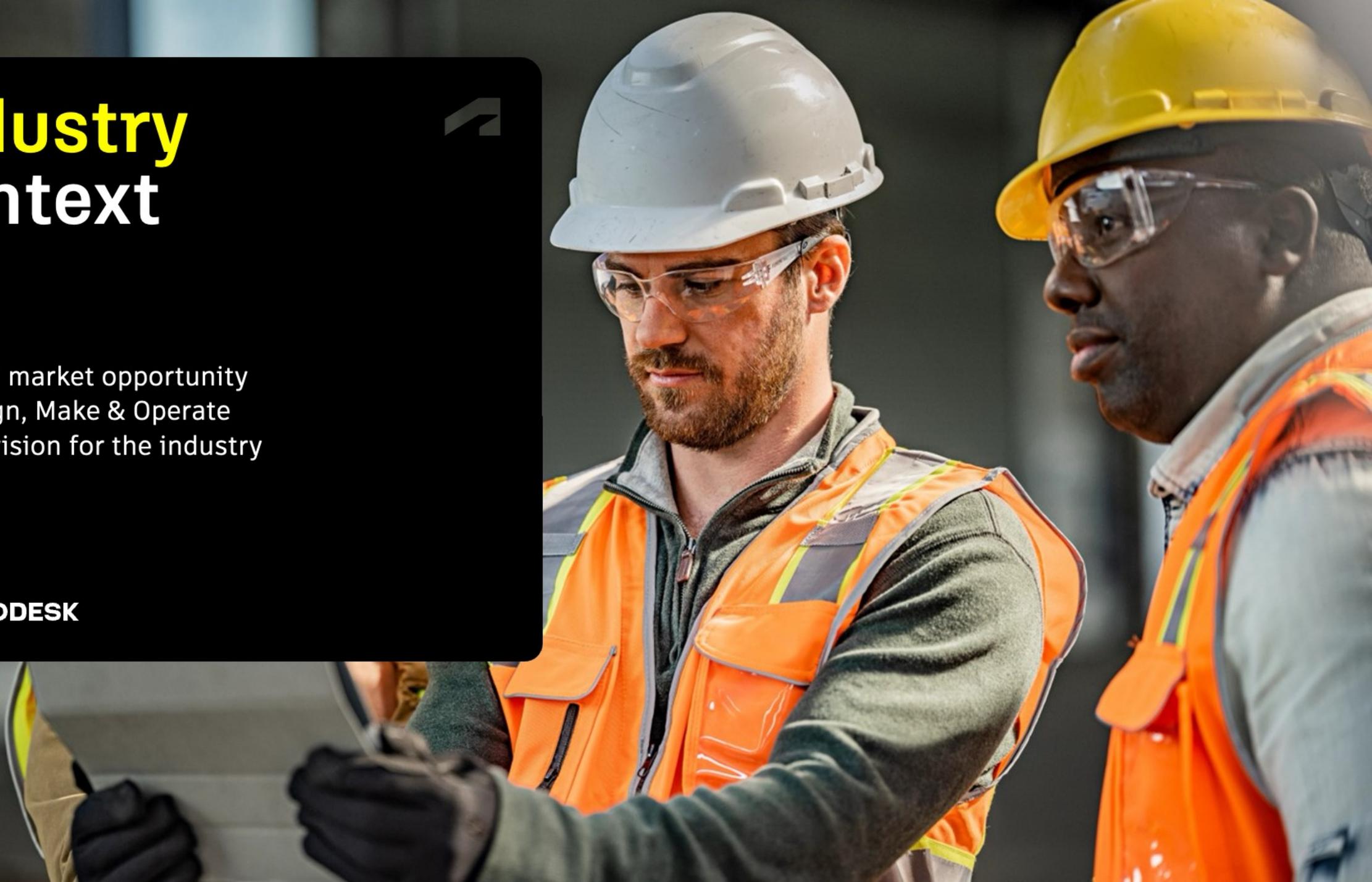


Industry context



- AECO market opportunity
- Design, Make & Operate
- Our vision for the industry

 AUTODESK



AECO market opportunity



\$51B

Design, Make & Operate
TAM through FY29

Breaking down design, make and operate

23%



Autodesk AECO Design product monthly active user growth over the past 3 years

101%

or 4 times more than Design



Autodesk Construction user growth over the past 3 years

The construction TAM has grown **21% faster** than design over the past 3 years as the industry digitizes.



\$20B

Design TAM



\$11B

Make TAM



\$20B

Operate TAM

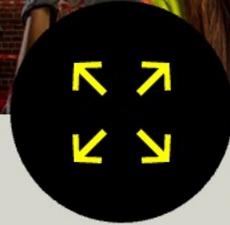
Increased challenges and new opportunities are compelling a case for change



More demand

Better assets

Enhanced outcomes

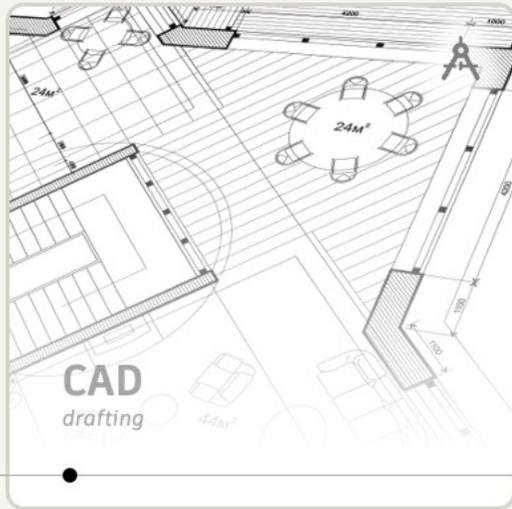


**Explosion of AI
tools and data**



**Financial
pressures**

Transformation is in our DNA

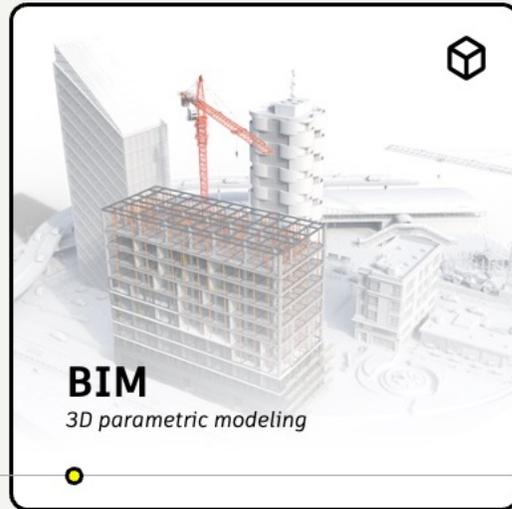


CAD
drafting

24m²
44m²

●

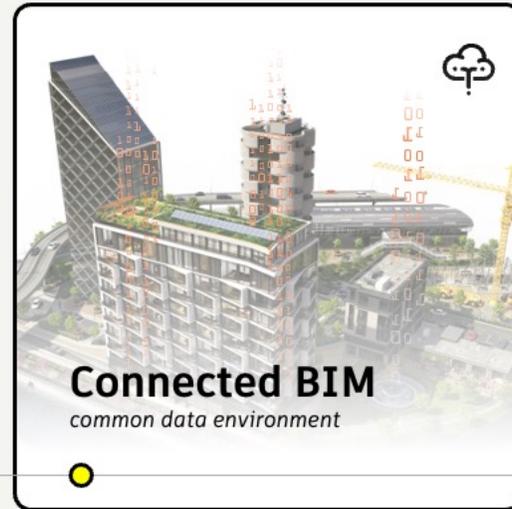
A detailed architectural floor plan showing room layouts, dimensions, and furniture placement. The text 'CAD drafting' is in the bottom left, and area measurements '24m²' and '44m²' are visible. A small black dot is at the bottom left.



BIM
3D parametric modeling

●

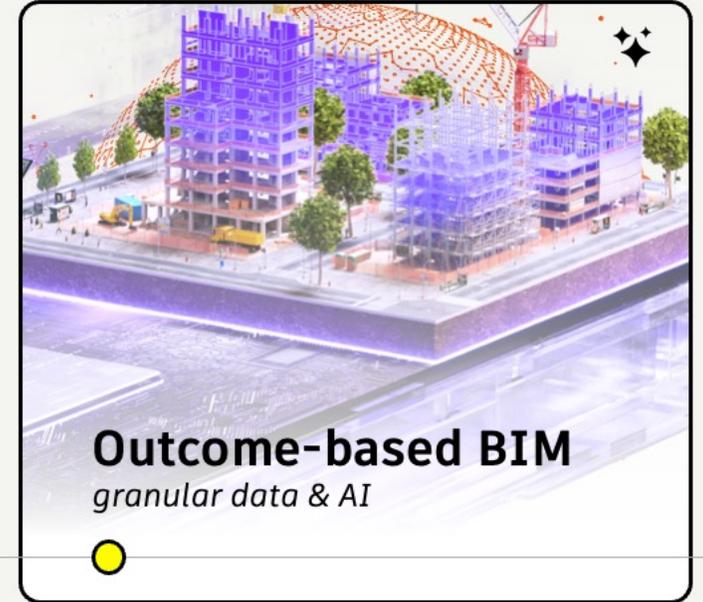
A 3D wireframe model of a building under construction with a crane. A cube icon is in the top right. A small yellow dot is at the bottom left.



Connected BIM
common data environment

●

A 3D model of a building with data points and a cloud icon in the top right. A small yellow dot is at the bottom left.



Outcome-based BIM
granular data & AI

●

A futuristic 3D model of a building with a glowing blue and purple structure and a cloud icon in the top right. A small yellow dot is at the bottom left.



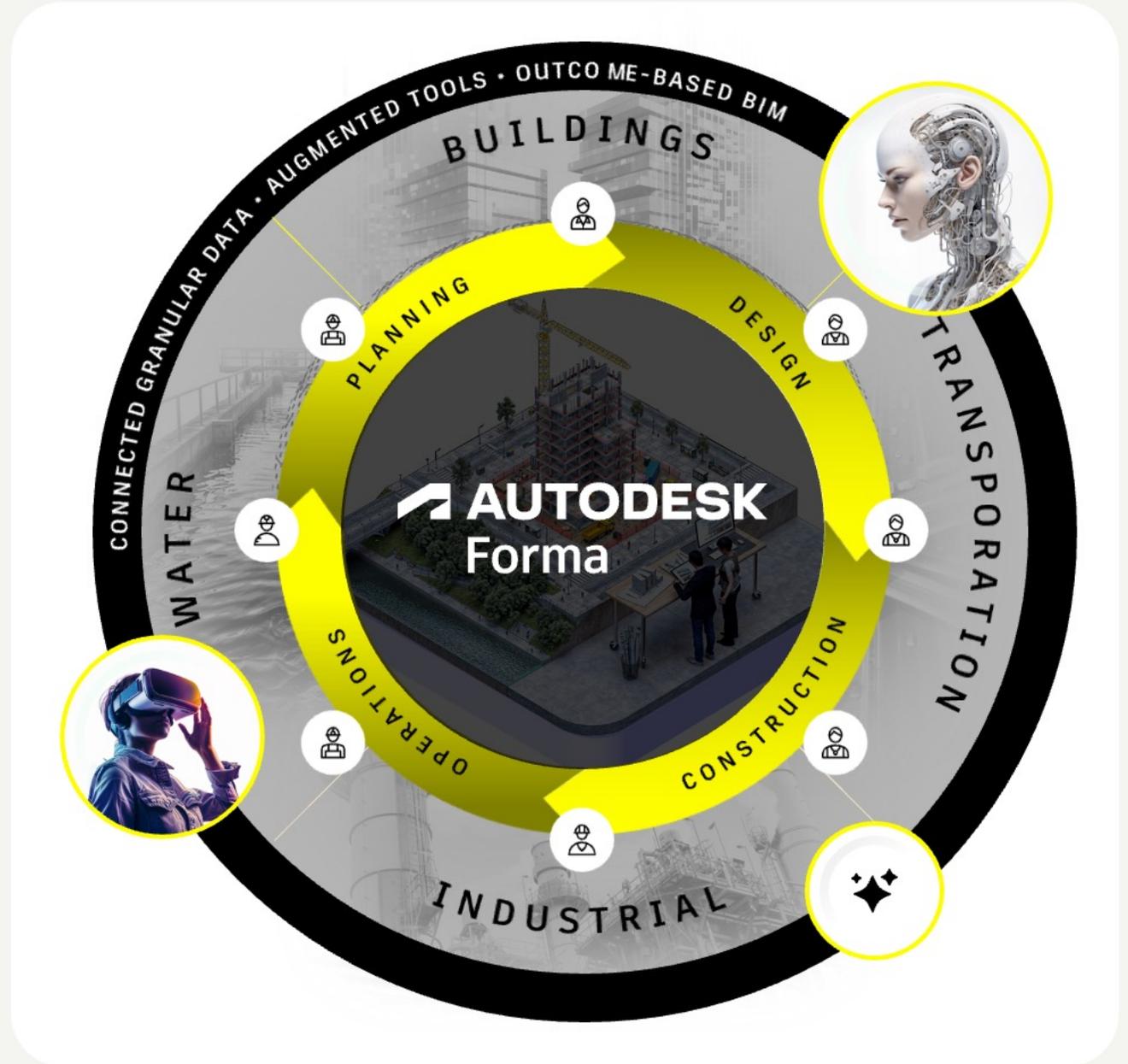
TECHNOLOGY EVOLUTION

Leading the next evolution: Forma Industry Cloud

**Autodesk
Forma**

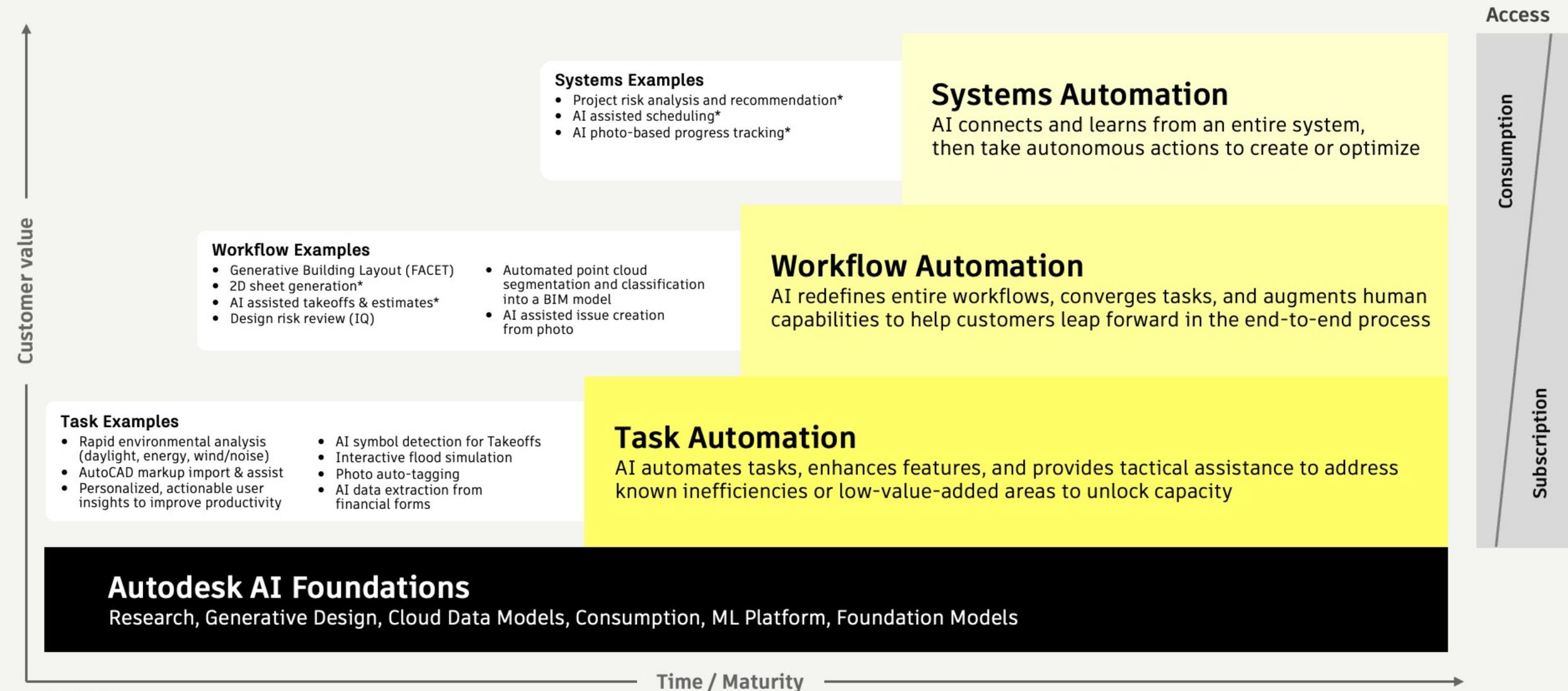


The first end-to-end industry cloud for architects, engineers, contractors, and operators.



AI's value creation trajectory in AECO

Each phase, built on earlier foundations, continues to deliver value overtime



Continued growth from the core portfolio

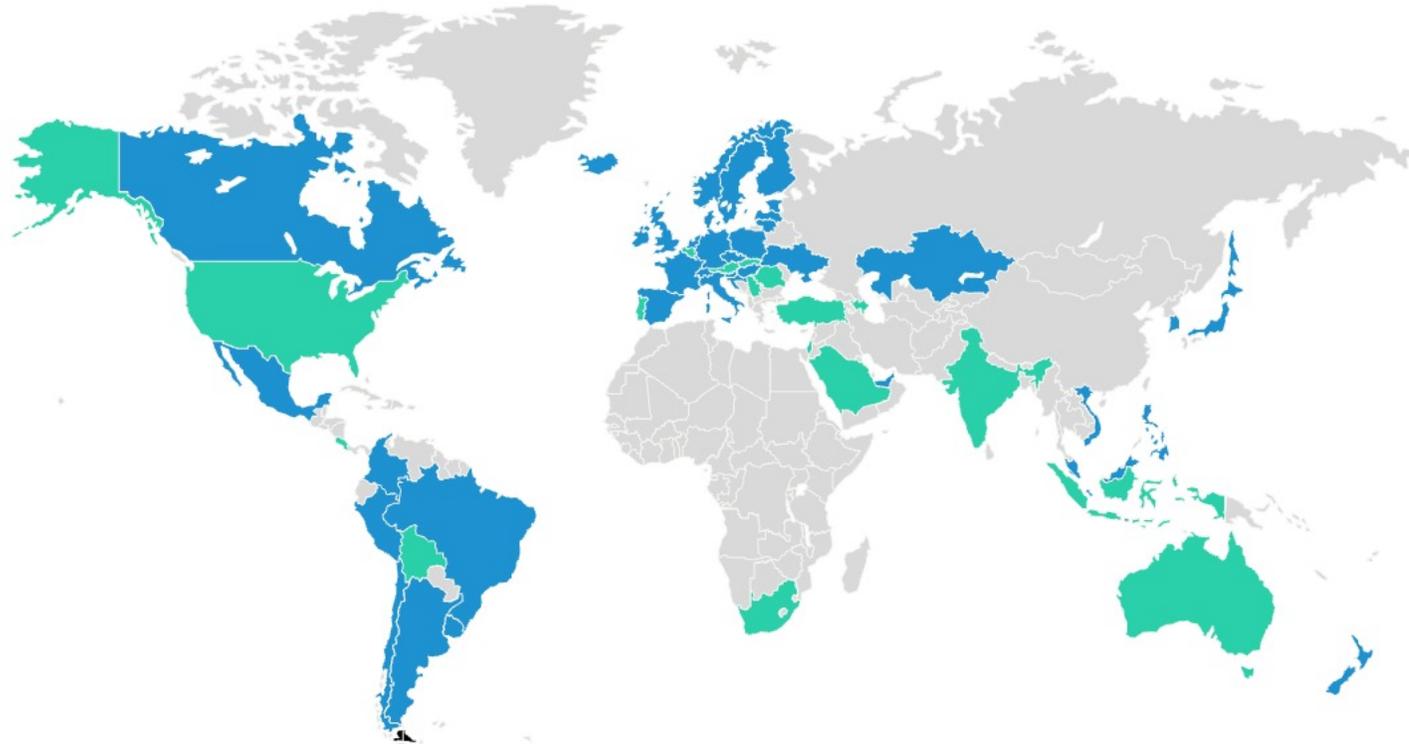
- BIM expansion opportunities
- Leveraging AI
- Getting more value from data

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28%
increase in
national BIM
policies in last
two years



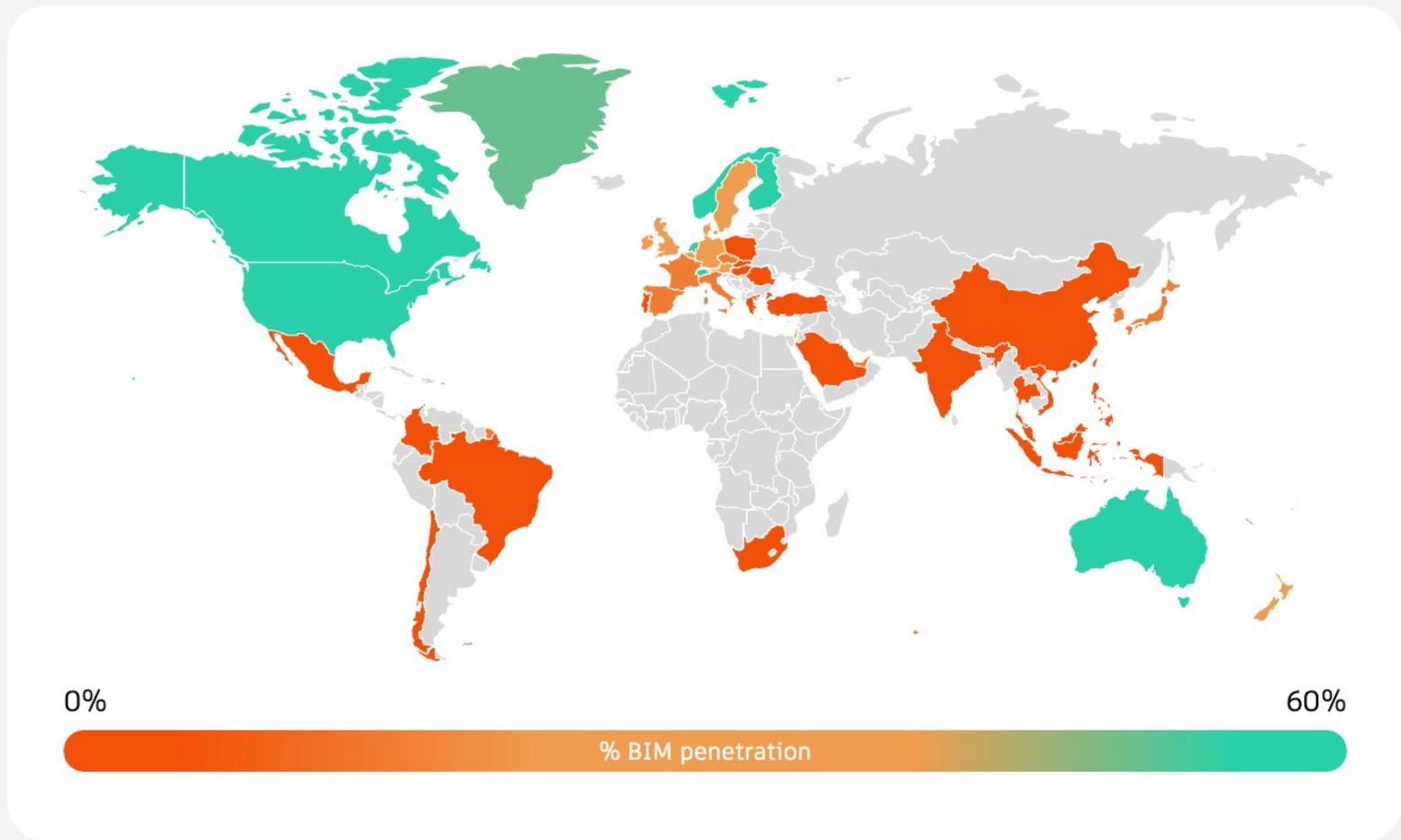
41 COUNTRIES IN 2022 → 57 COUNTRIES IN 2024

2022

Current



Opportunities for BIM expansion



Global total average BIM penetration **22%**

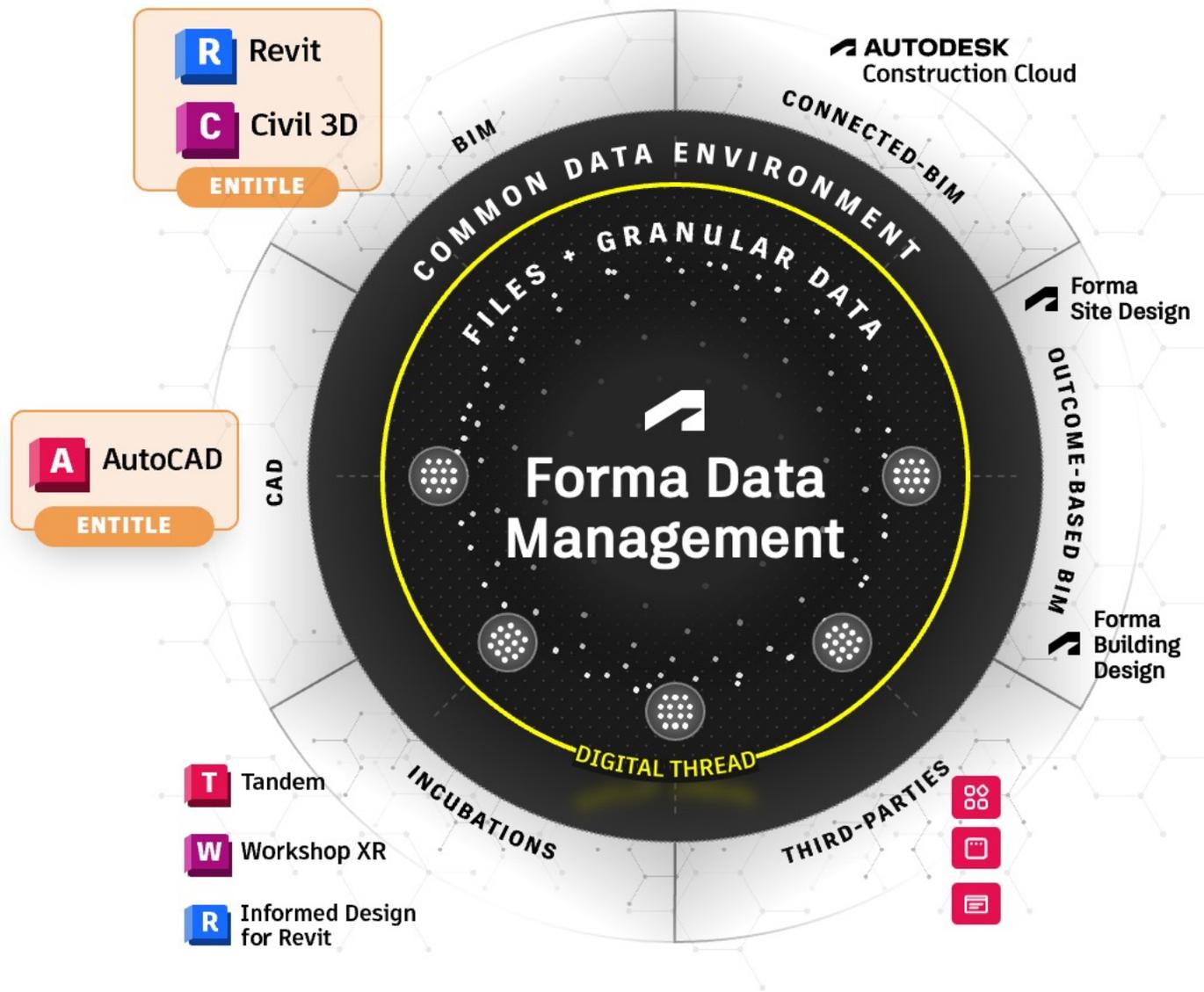
AMER 33%

EMEA 25%

APAC 12%



Unlocking the value of data



Unlocking new growth levers in the near term

- Construction
- Transportation
- Water

 AUTODESK



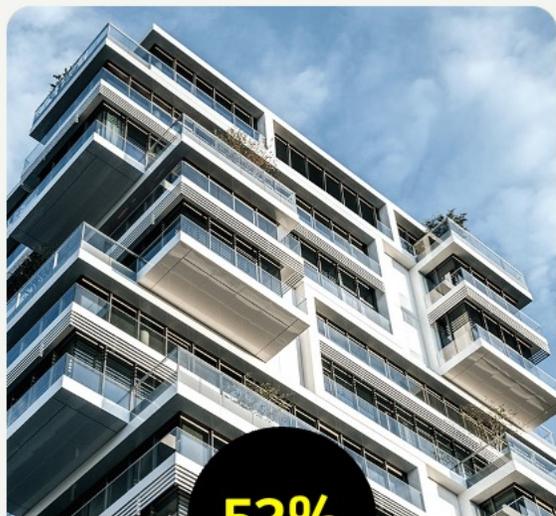
Construction



 **AUTODESK**

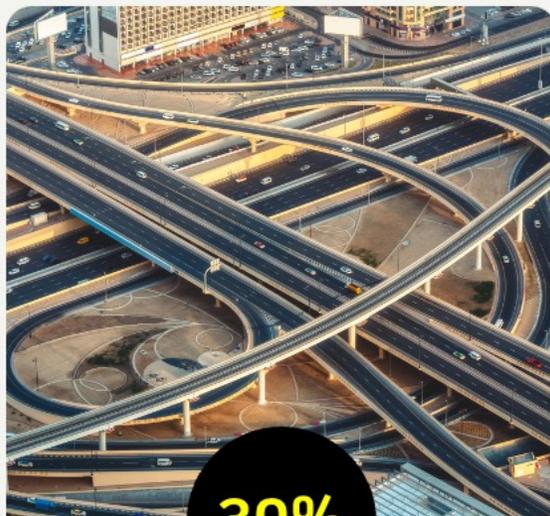


Construction opportunity



52%

Buildings
\$5.6B



30%

Infrastructure
\$3.2B



19%

Industrial
\$2B

\$10.8B
TAM

Industrial
\$2.0B

Infrastructure
\$3.2B

Buildings
\$5.6B

Construction strategy

Agentic AI



Connected workflows & unified data

Deliver industry's **most trusted source of truth by unifying data** across design, preconstruction, and the jobsite



Jobsite productivity & enablement

Unlock **field productivity** with **mobile, AI, and automation** to address labor shortages, reduce rework and accelerate project execution



Financial & risk control

Protect **margins and cash flow** by embedding **cost control, payments, and risk management** directly into project workflows

Who (customer type)



Owner



GC



Subcontractor

What (industry types)



Commercial



Industrial



Institutional



Civil

How (routes to market)



Direct-led



Channel



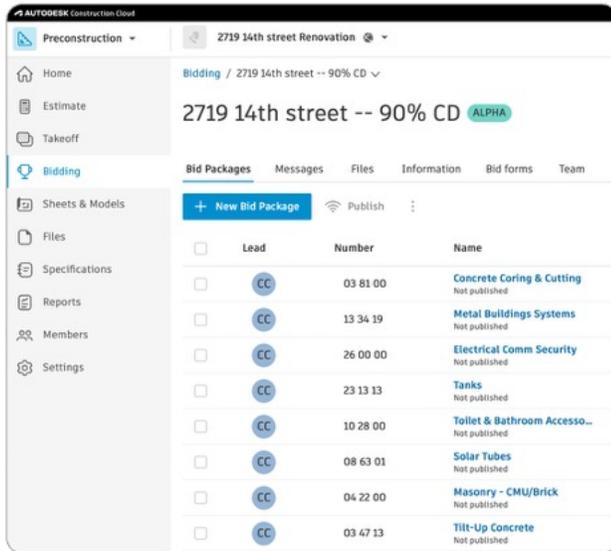
Digital



Differentiators

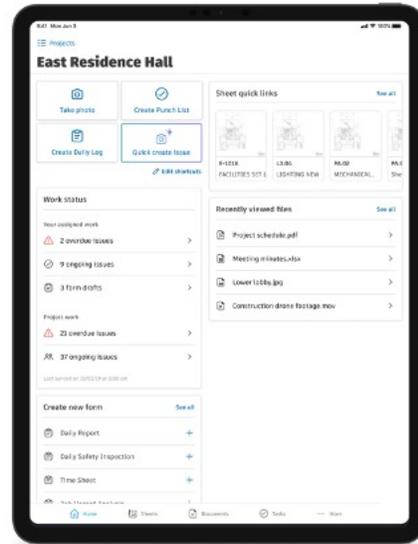
- **End-to-end** modern platform reduces risk, boosts collaboration, and drives efficiency across project lifecycle
- **Leadership in BIM** unlocks value of rich model data across construction phases driving better outcomes
- Robust **ecosystem of integration partners** enhances capabilities without workflow disruption
- Expansive and global **network of reseller partners** enables growth at scale
- **Flexible business models** aligned with industry requirements

Construction: What we are delivering



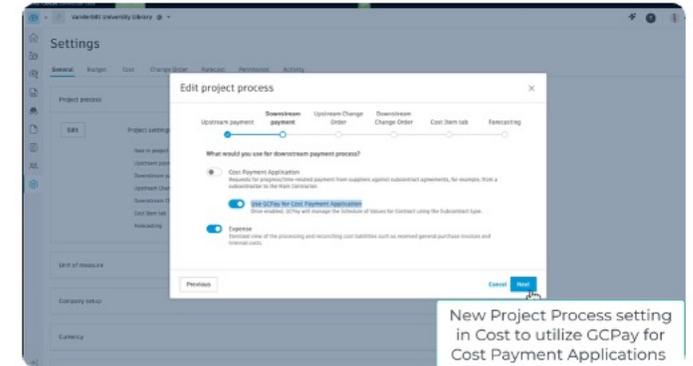
Unifying pre-construction

Bringing together Takeoff, estimating, bidding with enhanced workflows not available in point products; Construction Assistant for AI-driven estimating



New capabilities for field workers

Lighter-weight workflows that offer approachability for smaller and mid-market firms; New AI-powered features to capture progress, log issues, and more



Integrated payments

GC Pay is now integrated into Autodesk Construction Cloud for customers in North America



Construction: Notable win



CHANDOS

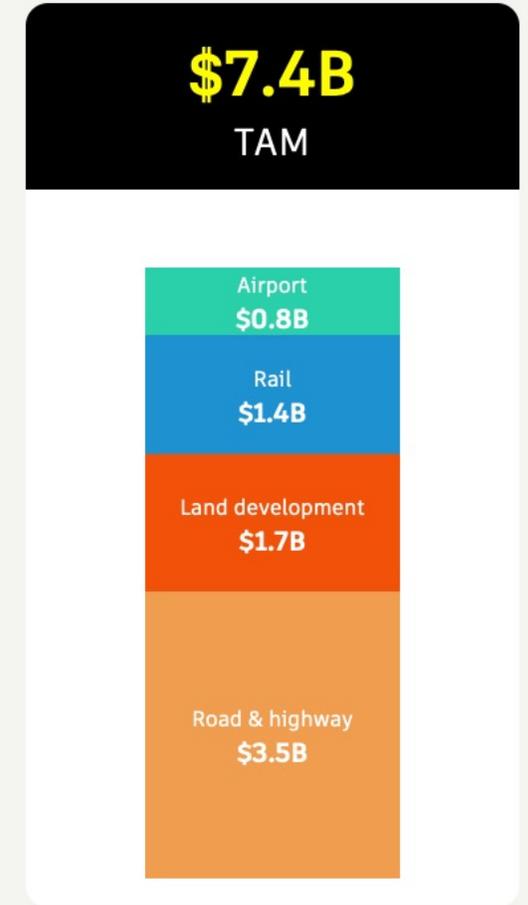
Transportation



 AUTODESK



Transportation opportunity



Transportation strategy



Accelerate BIM
in linear transportation
(R&H, rail, runway)



Expand BIM
in civil structures design
(bridges & tunnels)



Retain and grow
land development customer
base with integrated and
enhanced workflows

How

Land and
expand BIM in
transportation



Upsell/cross-sell
connected BIM (ABC-P)
in Civil3D accounts



Land new logos of
transportation owners
in focus regions



Promote scan-to-BIM
workflows to sell
ReCap Pro



Upsell
InfoDrainage to
Civil3D customers



Differentiators

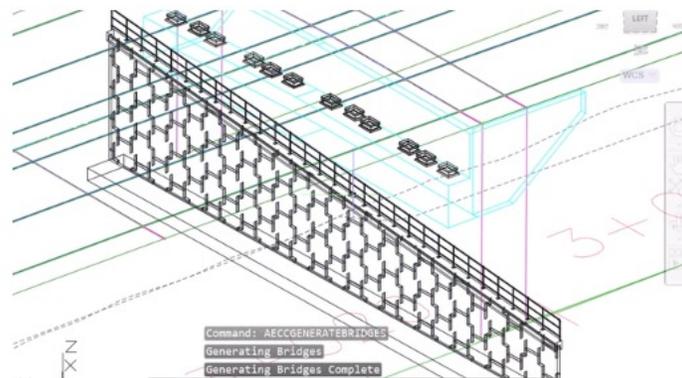
- Transportation owners are seeking new technology partners due to **customer dissatisfaction with industry competitors**
- **Esri partnership** enables BIM and GIS **data interoperability**
- **Revit and Civil3D** support **IFC workflows**
- Comprehensive **portfolio** with centralized, consistent, and **connected data**
- New **integrated and enhanced workflows** with reality capture and drainage design and analysis
- Leaders in **computational design** reduce overall costs by **automating deliverables**

Transportation: What we are delivering



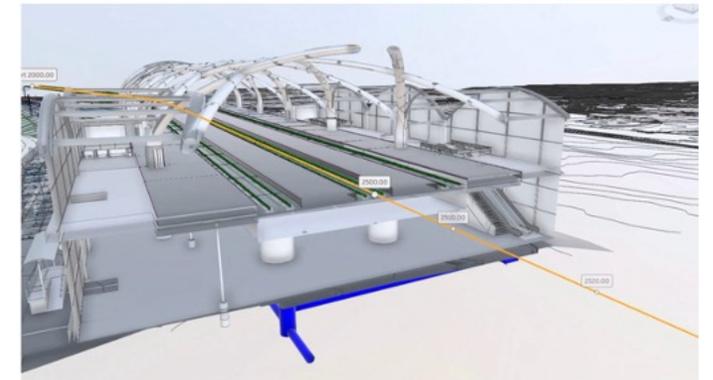
Scan to BIM

Easily and accurately extract data to design tools; Conduct AI-powered analysis for rail, roads & highways



Parametric Civil Structures

Rich and flexible BIM content; BIM modeling of bridges, tunnels & walls



Design Review and Collaboration

Aggregated models from different sources give better context for design and construction; Civil-based inquiry and reporting

Transportation notable wins

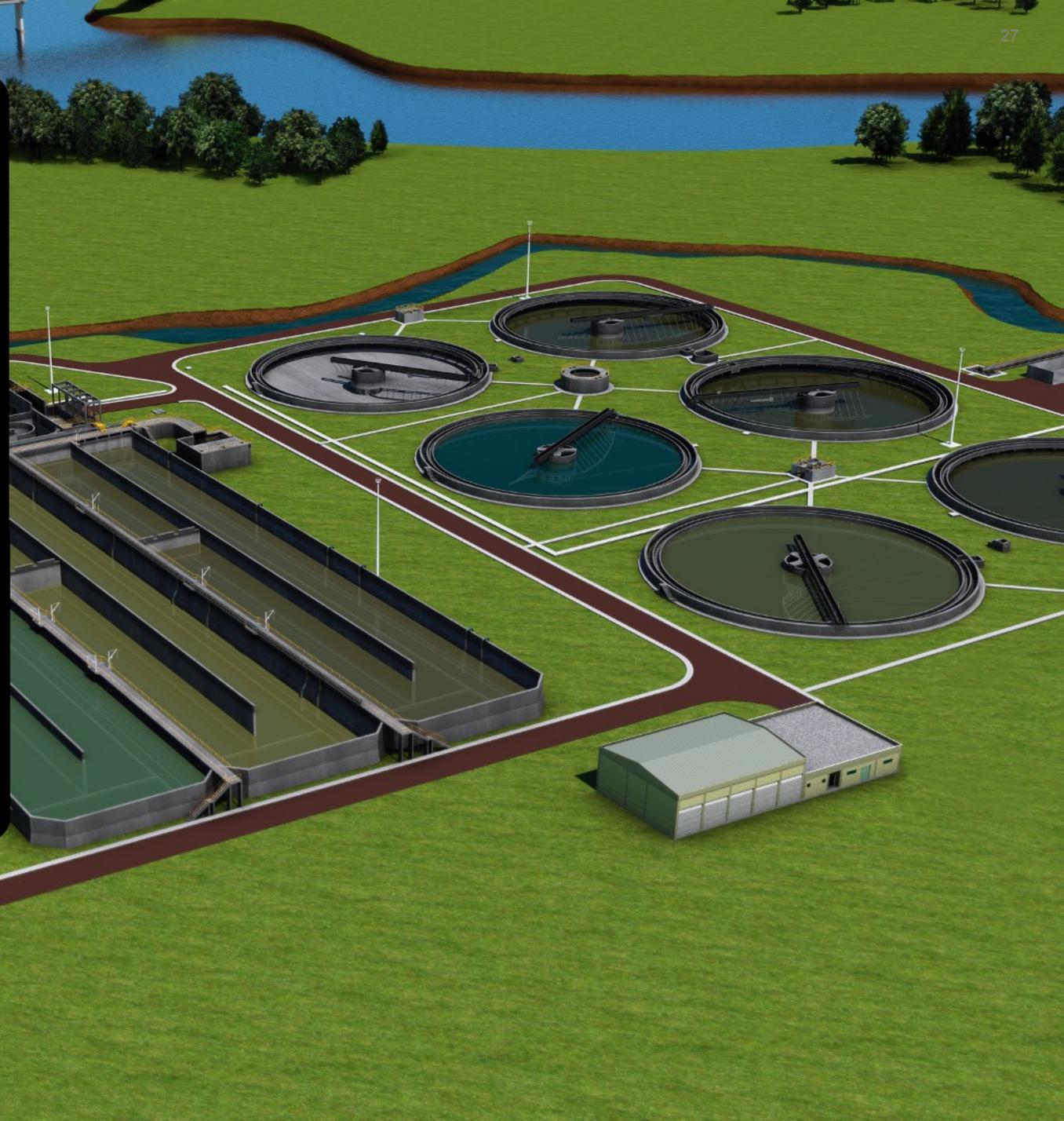
20+

U.S. State DOTs

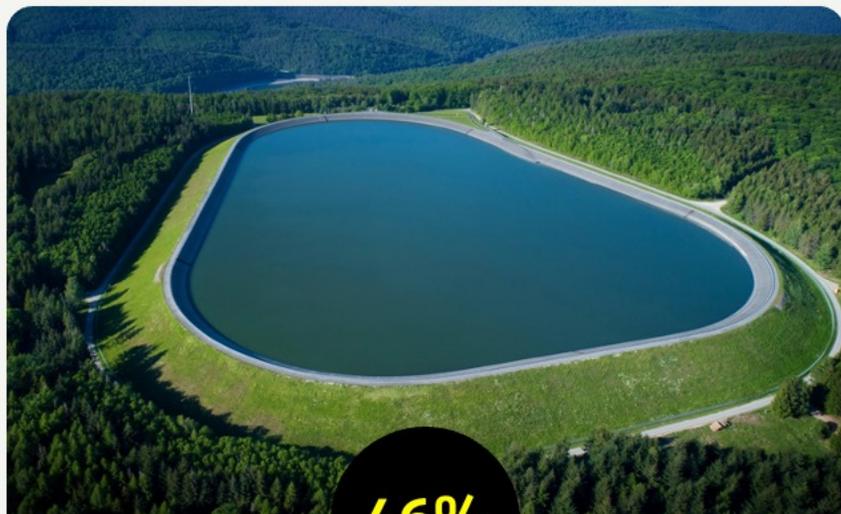
Water



 **AUTODESK**

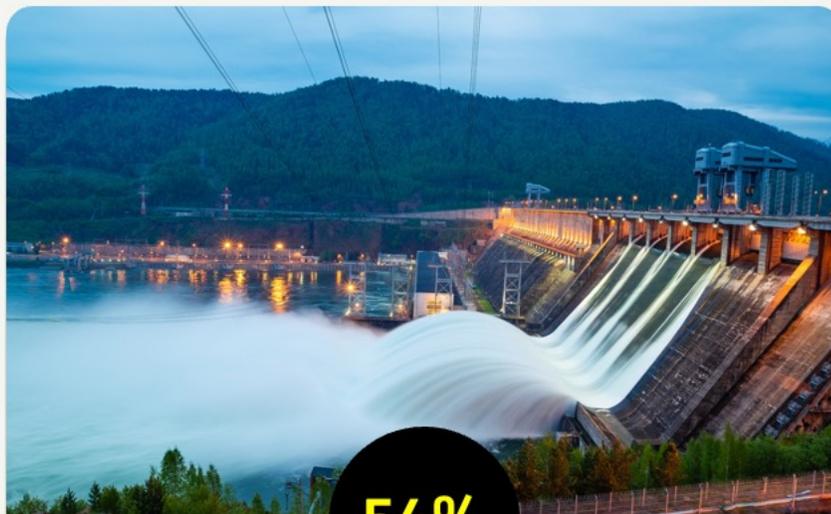


Water opportunity



46%

Water design
\$1.6B



54%

Water operations
\$1.8B

\$3.4B
TAM

Water design
\$1.6B

Water operations
\$1.8B

Water strategy



ACCELERATE

Digital project delivery

Enhanced data management for multi-discipline collaboration



OPTIMIZE

Lifecycle processes

Improve automation, simulation, analysis and Integrate workflows



ENABLE

Open ecosystem

Augment capabilities via partnerships
Improve interop & support open standards

How

Integrating BIM and hydraulic modeling



Streamline workflows, improve accuracy, decisions



Augment capabilities via partnerships



Integrate simulation, real time data and forecasting



Unparalleled digital twin for water



Differentiators

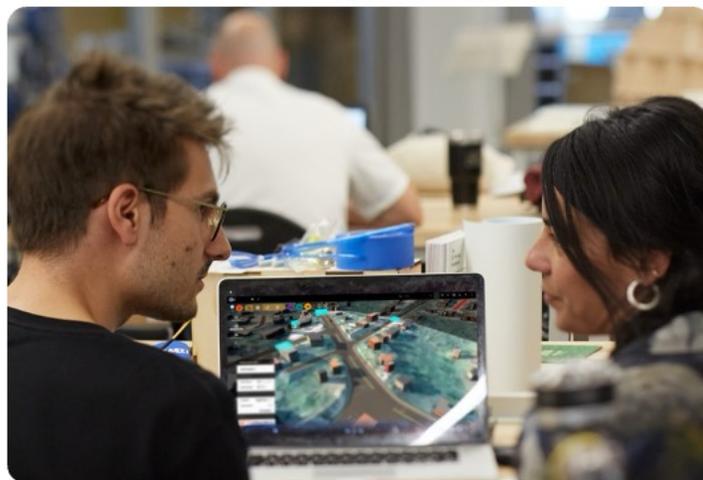
- The most **comprehensive** end-to-end portfolio across the water lifecycle and **Digital Twin for water**
- The most **advanced** water modeling, simulation and analysis capabilities in the world
- The best **collaboration** and cloud tools in the water industry
- The strongest **domain expertise** in the water industry
- Autodesk has the **deepest Esri partnership** in the industry

Water: What we are delivering



Ecosystem enablement

Native integrations with industry solutions;
Security and flexible APIs connect
seamlessly to existing workflows



Collaboration at scale

Integrating tools to enable more advanced
workflows that simplify how utilities and
engineers work across projects



Digital Twin Workstreams

Unlocking predictive insights with AI
to drive smarter decisions at every
phase of a utility lifecycle

Water: Notable win



UTILITIES



Real-time operational intelligence

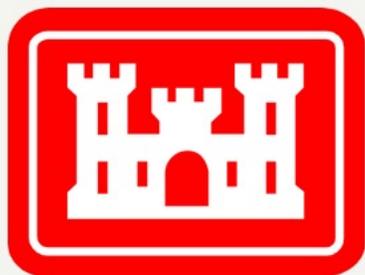
Integrating pressure monitoring and automated adjustments to reduce main breaks, enhance water quality, and ensure reliable fire protection.



Digital twin foundation

Leveraging Autodesk to unify hydraulic modeling and operational data in a common environment that supports smarter utility management

**Winning across
construction,
transportation & water**



**US Army Corps
of Engineers®**



Re-imagining BIM for the future with Forma

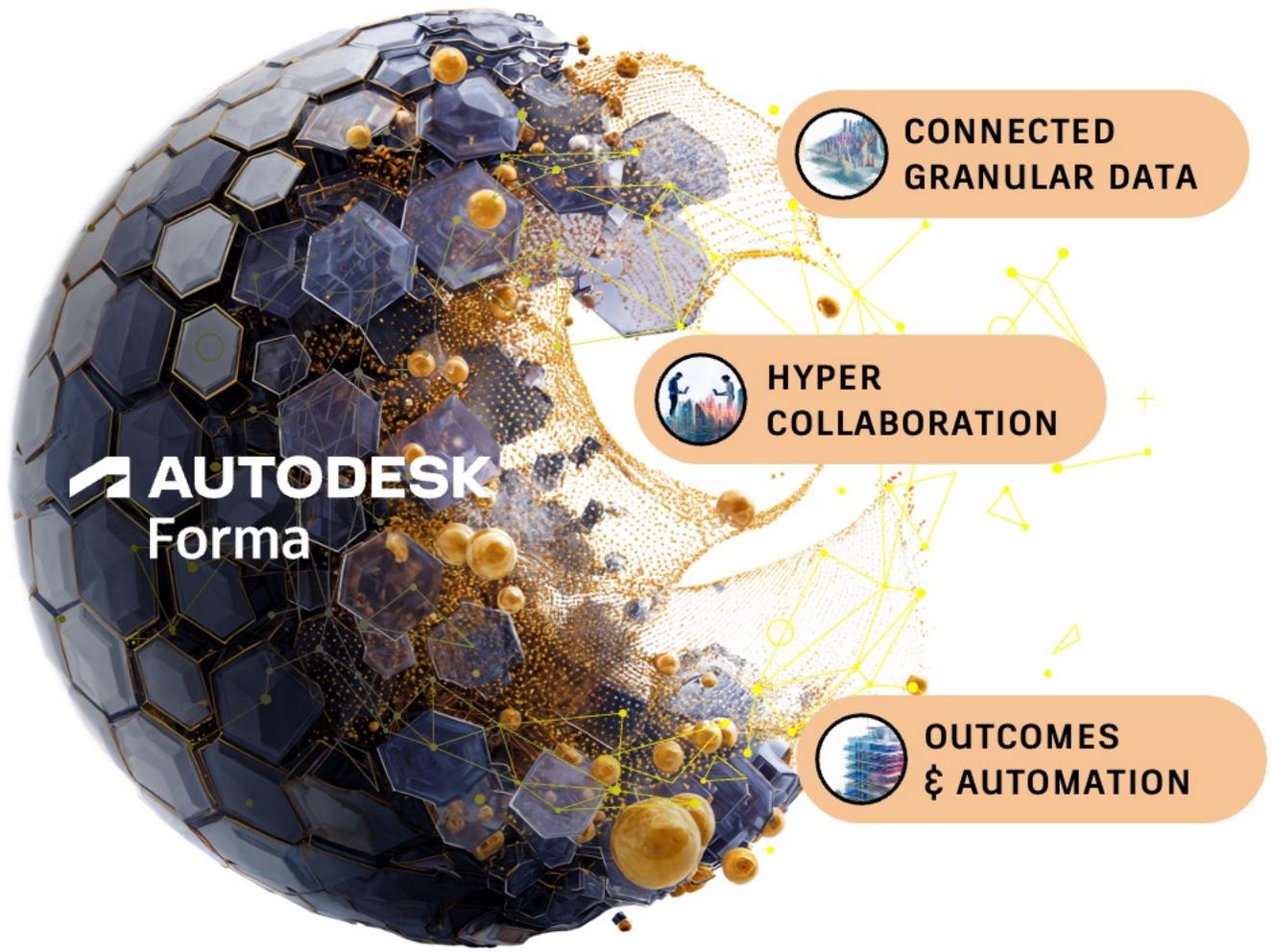
- Our vision for Forma
- Forma Today
- Forma Tomorrow

 AUTODESK





Forma: Vision for the future

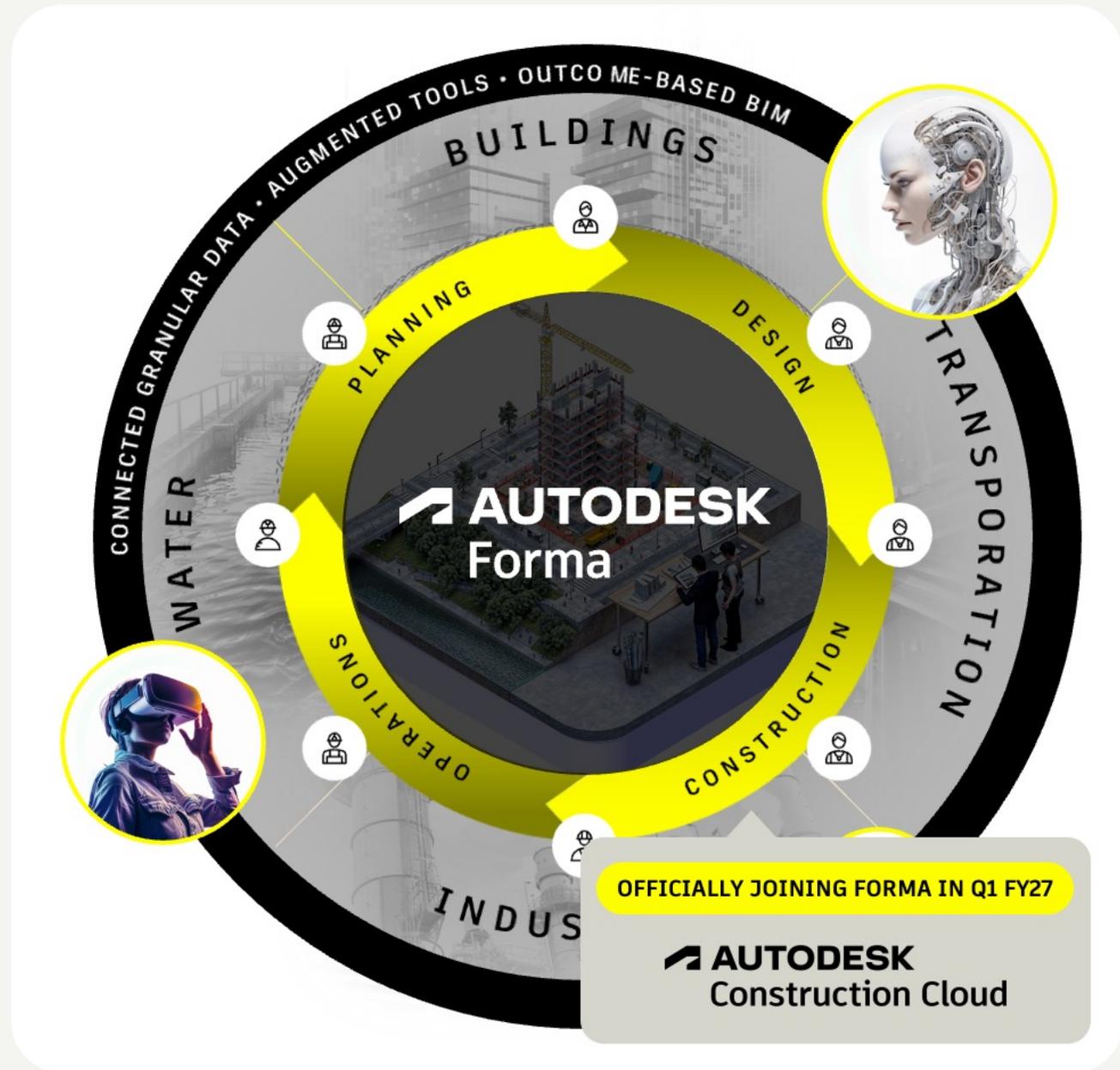


Forma Industry Cloud

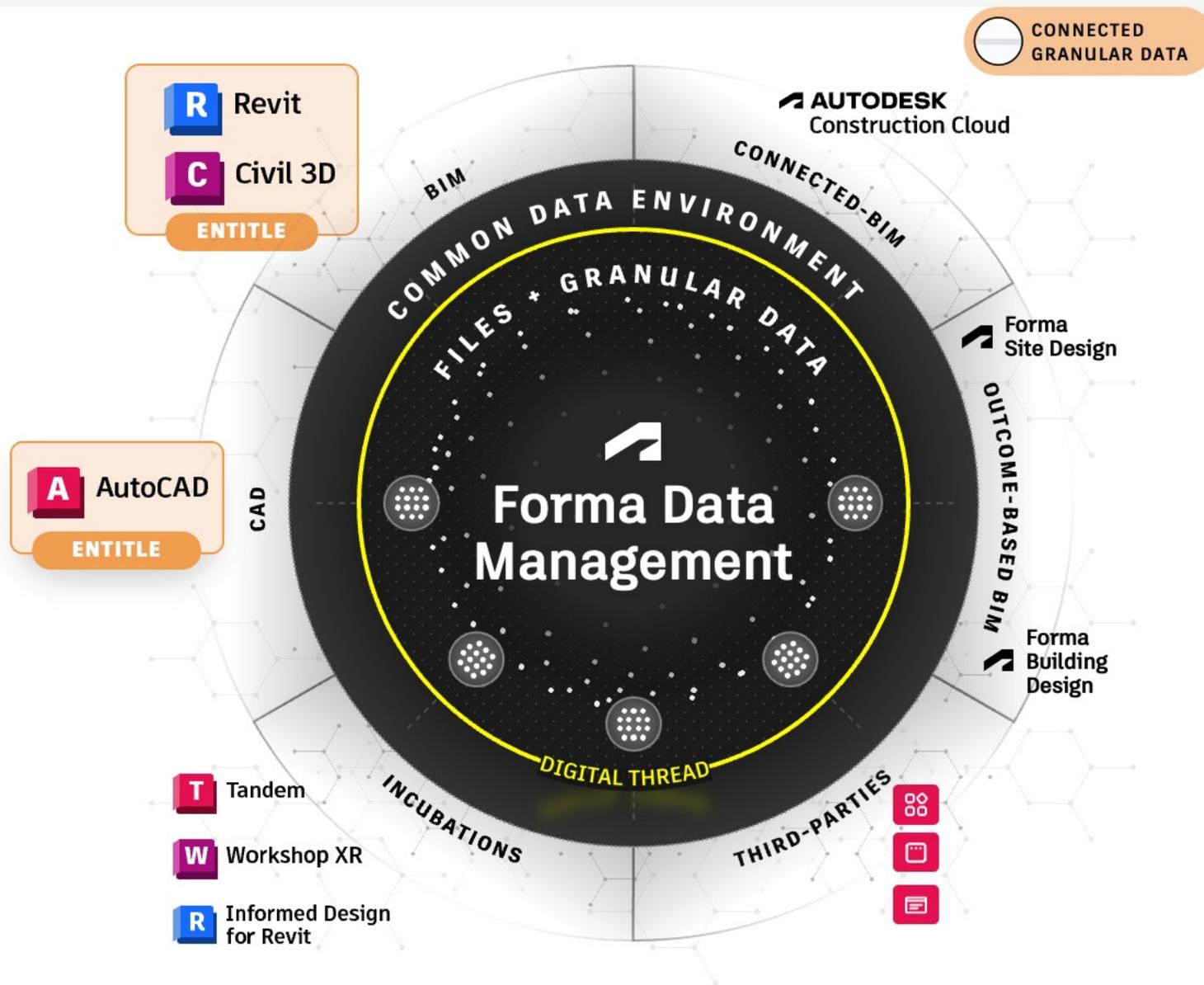
**Autodesk
Forma**



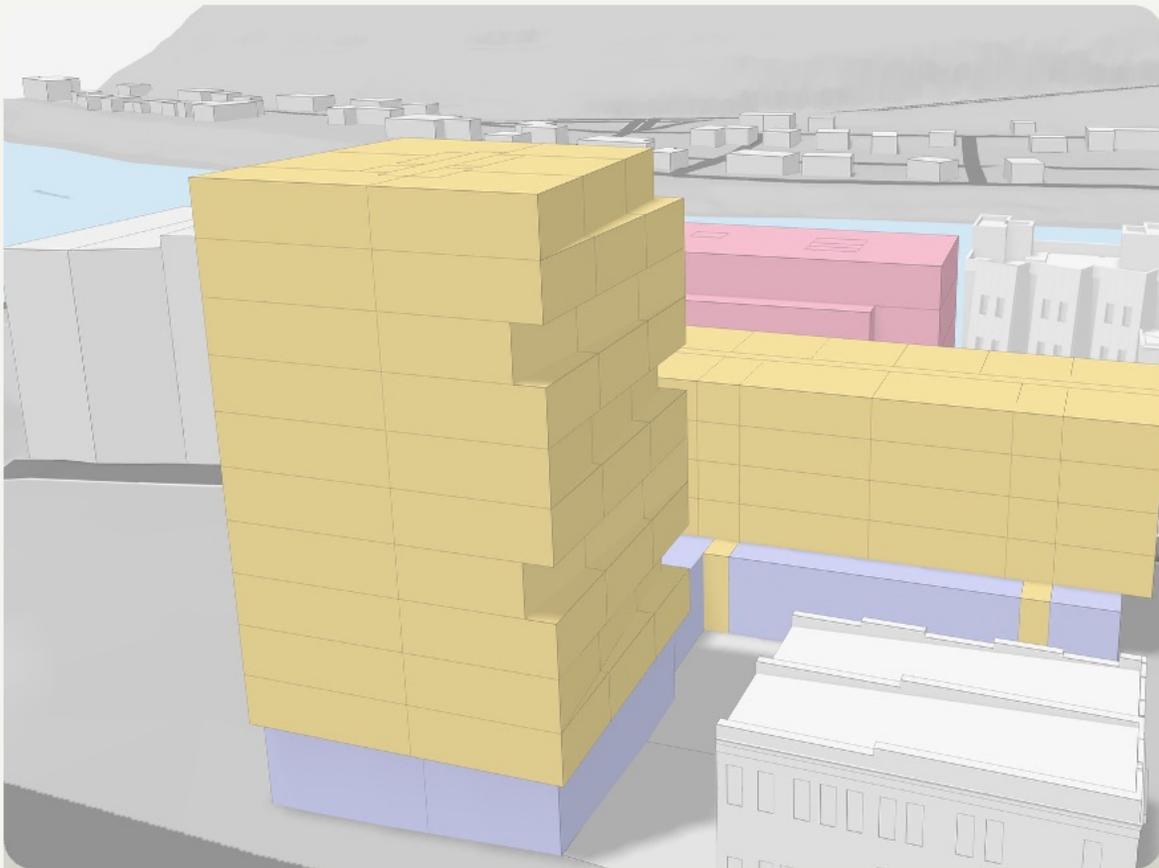
The first end-to-end industry cloud for architects, engineers, contractors, and operators.



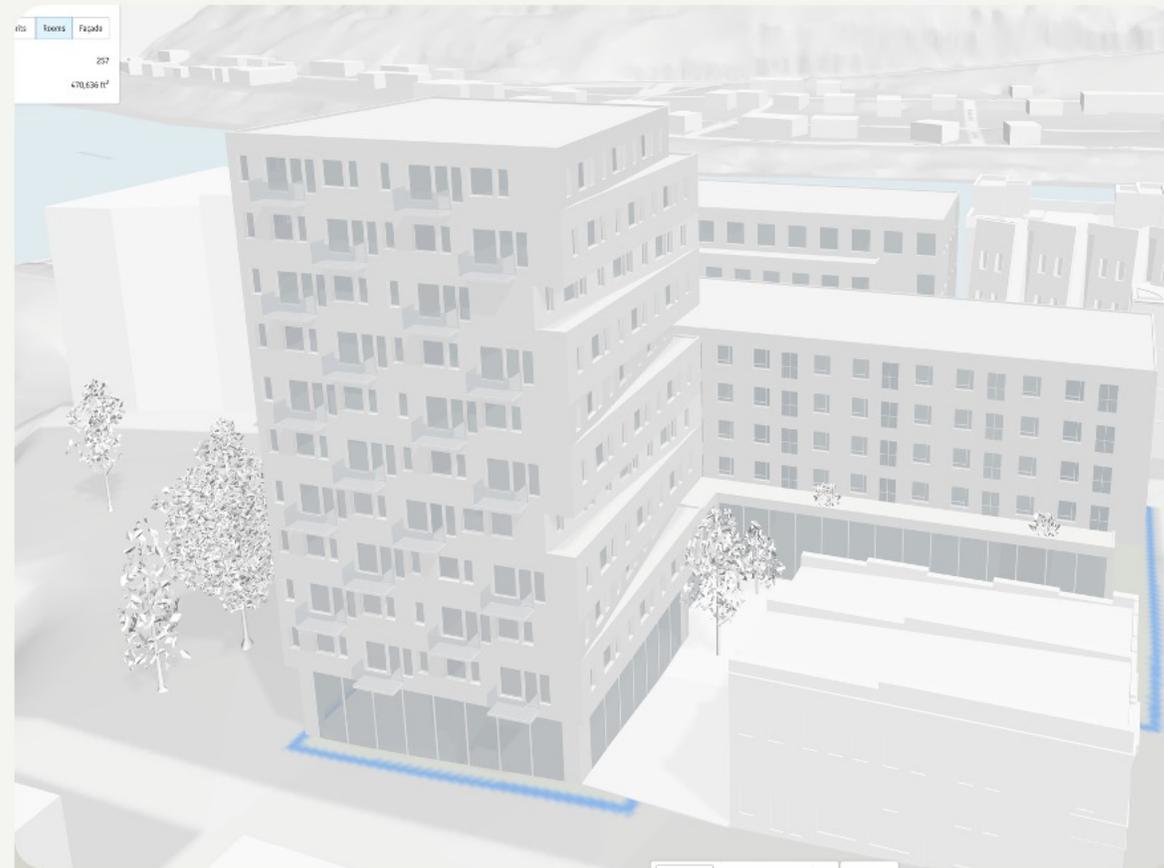
Connected granular data enhances hybrid workflows



Expanding Forma to detailed building design



Forma Site Design offers intuitive design tools for concept massing and geometrical analysis for 3D models



Forma Building Design will support the AI-driven creation of advanced details for structural elements and even floor plans

Forma Board for enhanced collaboration



Connecting
upstream
design and
planning
with
downstream
workflows

Forma Board

2024 - Forma GSDS Demo - Boston Waterfront - Boston, MA, USA / AU Board Demo

Intro

Site design

Docs

Site Context and History

Review the boundary extent on this frame

Massing 1 Analysis

Design view

Massing Building

Design view

Massing 1.2

Massing Exploration

Edit presentation

Present Select frames

Intro

Frame 1

Frame 2

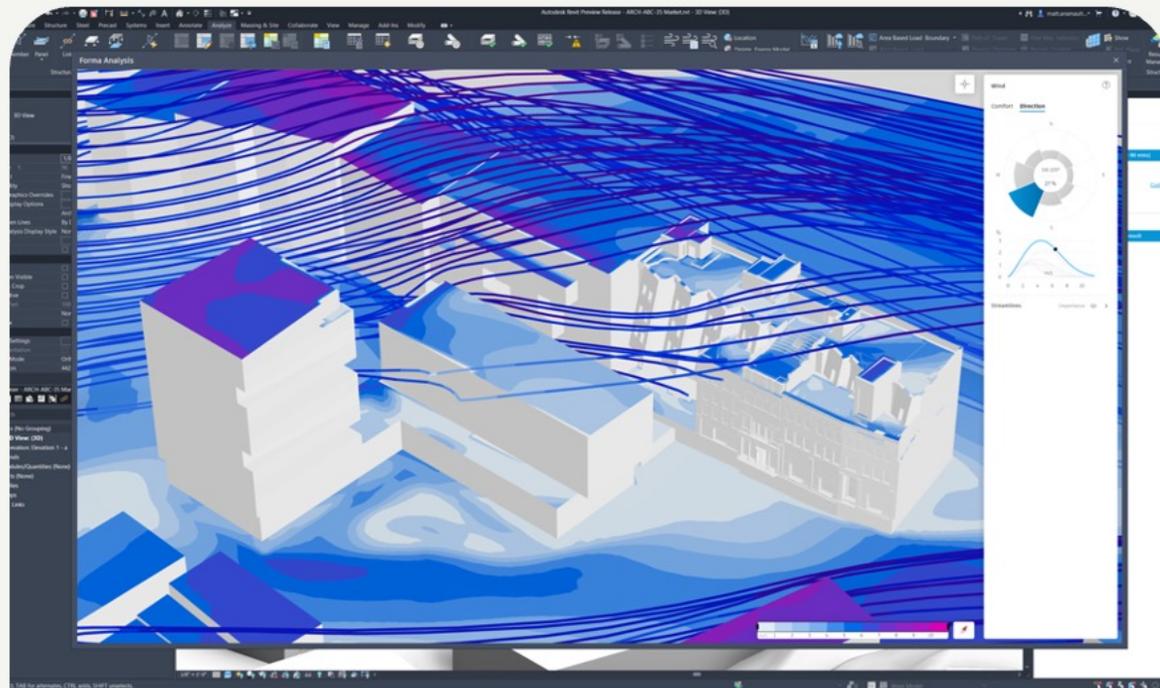
Frame 4

47%

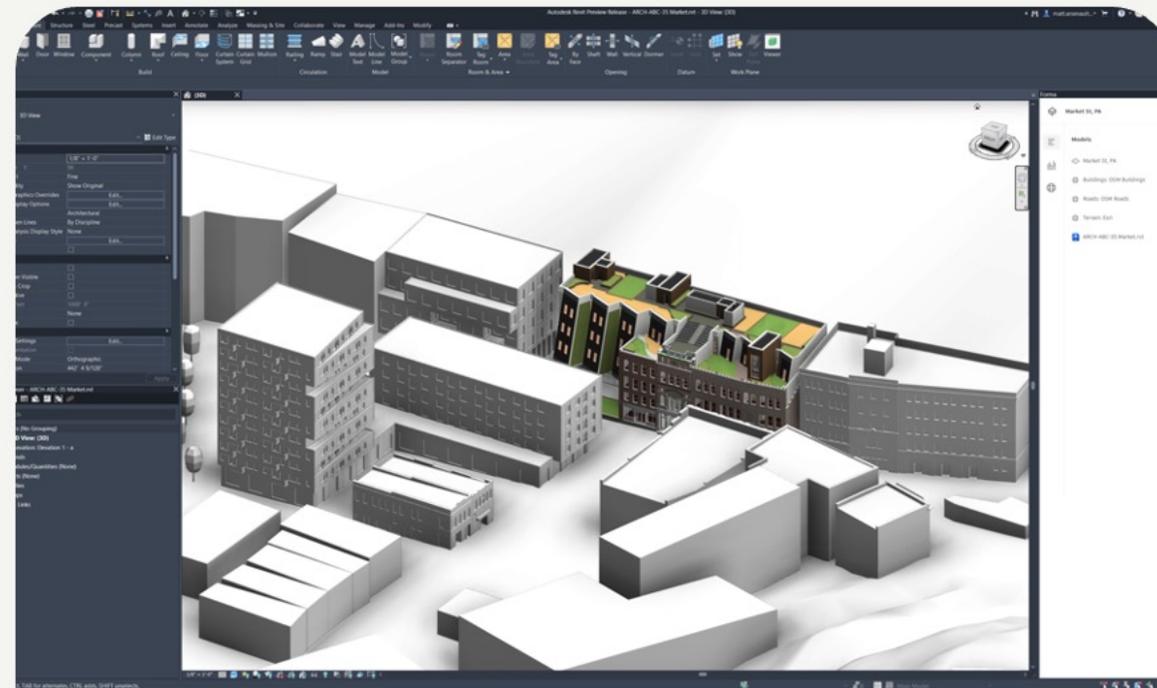
Forma Connected Clients



Revit to be first to integrate, with AutoCAD and Civil3D to follow



Bridging desktop and cloud, creating a unified environment where data flows effortlessly across current and future generation tools

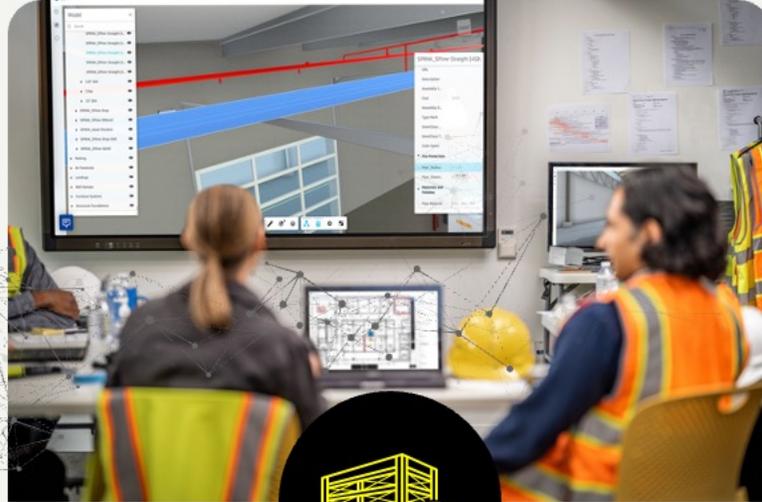


Revit will be the first desktop application to integrate as a forma connected client, bringing Revit users directly to Forma

Forma: Opportunity today and tomorrow



New value to AEC
Collection



New onramp for AutoCAD
and competitive accounts



Embedding early with
universities and students

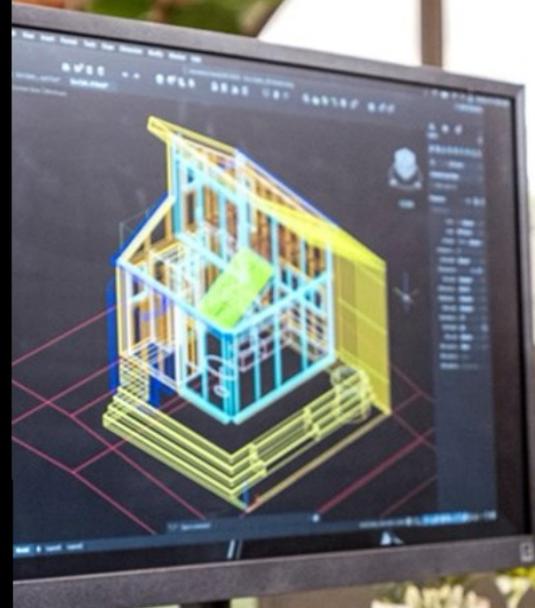
API Monetization

AI

Why we win in AECO



 AUTODESK



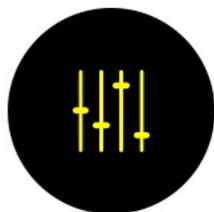


**Longtime
trusted
partner**



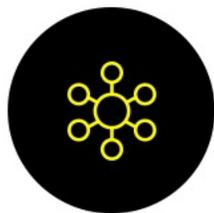
Our portfolio is unmatched in depth and breadth

Investing in AI and automation to secure our place—and our customers' place—in the future



Expanding our reach with our vast ecosystem

Driving value through strategic partners, 3rd party developers, and channel partners



Delivering the future with Forma

Creating the first-ever end-to-end AI-native industry cloud for AECO

