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.
Accelerating Digital Transformation in AEC

Amy Bunszel
Executive Vice President
Architecture, Engineering & Construction Design Solutions
What we’ll cover today

1. Industry context
2. Reinforcing the core
3. Expanding building information modeling
4. Forma and the future of building information modeling
Architecture, engineering & construction

$46B
Design & Make
TAM through FY27

28M
Design & Make
professionals

Source: Cambashi FY23 Application TAM; Models based on Cambashi FY23 Professions Dataset and Autodesk estimates
Architecture, engineering & construction

$30B
Design TAM

11M PROFESSIONALS
- 3M Architecture
- 3M Building Engineering
- 2M Civil/Infra Engineering
- 3M Industrial/U&I/Other

$15B
Make TAM

16M PROFESSIONALS
- 9M Documentation
- 4M Preconstruction
- 3M Site Execution

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

Unprecedented demand
- Sustainability and resiliency
- Demographic shifts
- Stimulus packages

Work has changed
- Remote work
- Material supply chain
- Industrialization

Digital transformation
- Data and tool explosion
- Digital twins requested by owners
- Automation driven by AI / ML
Digital transformation accelerates

High engagement
91% of businesses are engaged in a digital initiative
Source: Gartner

High impact
Up to 2X EBITDA impact in successful digital transformations
Source: McKinsey

Leadership focus
97% of IT decision-makers are involved in digital transformation initiatives
Source: MuleSoft
Reinforcing the core

- Connected data, teams, and workflows
- Extending core applications
- Partnerships
Reinforcing the core

Connected data, teams, and workflows
Extending core applications
Partnerships
Autodesk BIM Collaborate Pro opportunity

Demand for digital project delivery remains strong

3x

Increase in Autodesk BIM Collaborate Pro users from pre-pandemic

38%

Adoption of Autodesk BIM Collaborate Pro among Revit users globally

Usage data source: Autodesk Data Platform.
Collaboration for Civil 3D

Civil 3D and Desktop Connector updates increase workload capacity and enhance cloud collaboration

- Cloud-based document management
- Project data insights throughout the project lifecycle
- These enhancements expand our target user base by ~51%
FedRAMP offerings & strategy

Grow Autodesk’s design and construction cloud solutions for U.S. federal projects

- Launch Autodesk for Government with Authority to Operate (ATO) from the General Services Administration (GSA)

- Increase in infrastructure spend leads to more opportunities (e.g., Infrastructure Investment and Jobs Act)

FedRAMP

- FeRAMP BIM Collaborate Pro for Government
- Autodesk Docs for Government

~$382B*
Annual U.S. Gov’t cconstruction output

*Source: U.S. Census Bureau
Reinforcing the core

- Connected data, teams, and workflows
- Extending core applications
- Partnerships
NEW!
AutoCAD
Web offering

Launched August 8, 2022

$100/year
AutoCAD LT includes AutoLISP automation

AutoLISP automation

AutoLISP interacts with AutoCAD to automate and customize repetitive tasks

Now available to AutoCAD LT
Machine learning in AutoCAD

Meeting pervasive customer needs with insights and automations

**Markup Import & Assist**

Customers can now import handwritten markup from any device, and AutoCAD will import just the markup and assist them by automating the instructions within that text.

**Smart Blocks**

Customers get recommendations on the blocks that are most relevant and AutoCAD will automatically scale, rotate and place it in their drawing.
Autodesk and Rhino data exchanges
Transforming how customers work on projects together
Reinforcing the core

- Connected data, teams, and workflows
- Extending core applications
- Partnerships
Bringing BIM to electrical engineers

Schneider Electric

Reach ~1M* net-new electrical professionals world-wide

Enhance existing Revit workflows to enable advanced electrical design

Deliver unparalleled smart energy analysis tools

*Source: Cambashi FY24 Application TAM
Bringing immersive visualization to Revit customers

Epic Games

Showcase designs to clients with immersive realism

Automate real-time renderings, scenes & scenarios that previously took days to complete

Capture the look and feel of environmental conditions with immersive video-game quality

Connecting market leaders in BIM & real-time visualization to benefit our design customers

Image credit: Twinmotion from Epic Games
Digitalizing building operations to owner-operators

Eptura

Optimize costs through BIM-based maintenance and space planning

Improve comfort and safety with the fast resolution of occupant issues

Reduce carbon through visibility into carbon usage and energy benchmarking
Expanding building information modeling (BIM)
The BIM process
Overall BIM penetration

Source: Cambashi, AEC Design TAM - The figures presented are estimates and are likely understated given the impact of piracy rates, availability of free software, in-house development, new uses and other variables
AEC industry customer engagement framework
How we are addressing customer sentiment

**Executive customer councils**
Industry thought leadership and industry business challenges

**Customer advisory boards**
Product strategy, roadmaps, prioritization, and new investments

**Industry associations**
Autodesk industry engagement
Expanding building information modeling (BIM)
Road and rail global design opportunity

Road & highway
44%
% of Infrastructure construction output

Rail
28%
% of Infrastructure construction output

Rail
$979M

Road & highway
$1,535M

$2.5B Opportunity

Source: GlobalData Construction Market Data, Cambashi 2022 Industry TAM
Disclaimer: The share figures presented are estimates and are likely understated given the impact of piracy rates, availability of free software, in-house development, new uses and other variables.
Road and rail drivers

Roadway design

Corridor modeling workflows
Increased efficiency of roadway design workflows all without custom content or supplemental geometry

Rail track design

Specialized tools for railway scenarios
New APIs enable development of custom railway workflows. Newer cloud-based point cloud workflows are critical to railway maintenance and design workflows

Civil structures design

Workflow expansion
Expanded design workflow supports parametric bridge and tunnel components created as Revit families
Road and rail sales win

Iowa DoT led pooled research initiative to evolve from CAD to BIM (20 U.S. DoTs)
Expanding building information modeling (BIM)
Water design and operations opportunity

Networks
- Drainage
- Water distribution
- Storm/sewer/flood

Treatment
- Water/wastewater
- Industrial processes

Structures
- Water retaining (dams, dikes)
- Coastal defense (seawalls, levees)
- Canals (irrigation, power, navigation)

Source: Bluefield Research, Global Water Software Forecast by Segment, 2021-2030
Water drivers

- Execute Business Model Transformation (BMT)
- Target water customers with hydraulic modeling and core design
- Accelerate adoption of cloud-based solutions in water operations
Water sales win

Driving the future of water
Expanding building information modeling (BIM)
Embodied carbon opportunity
Coming soon! Embodied carbon tech preview
Renovation opportunity
Revit, Reality Capture, and the cloud
Sustainability sales win

Advancing sustainability across their entire ecosystem
Forma and the future of building information modeling (BIM)
BIM as we know it must evolve to meet industry needs

Better connected and granular data
...to enable collaboration and drive better project outcomes

Augmented and immersive design
...to enable highly interactive and concurrent environments

Real-world context and real-time insights
...to better inform decisions earlier in the process
Forma will reimagine BIM

What is Forma?

- **Industry cloud** for architecture, engineering, construction, and operations

- **Transforms BIM** workflows from linear to concurrent across the teams that plan, design, build, and operate the built environment

- **Granular data** that flows seamlessly throughout project phases, stakeholders, and asset types (building, water, transportation)
Forma delivers better business outcomes

What will you get with Forma?

- **Optimize decisions**
  Through AI/ML assisted analysis and outcome-based design environment

- **Increase productivity**
  with AI tools providing real time insights much earlier in the process

- **Improve collaboration**
  through seamless flow of granular data across project phases, stakeholders and asset types

- **Real-time insights**
  improve cost and predictability of the project, and its sustainability and performance.
Forma and the future of building information modeling (BIM)
Forma 1.0 will initially transform early stage building design

First Forma offering will unlock value at the beginning of the project lifecycle with outcome-based design

- Contextual modelling & automated data
- Conceptual building design & design automations
- Real-time environmental analysis
- Cloud native with two-way Revit sync
Forma and the future of building information modeling (BIM)
Path to AEC data model

Monolithic Files
- Contained data file

Insights
- Right person, right data, right time

Knowledge
- Data relationships & federation

Information
- Improved data structure & quality

Granular Data
- Unleash data trapped in monolithic files

Wisdom
- One source for AEC data

Business value
- across project phases, stakeholders, and asset types

The future
Forma and the future of building information modeling (BIM)
Tandem extends digital thread to facility monitoring

**Twin building**
Harness BIM to define and build your digital twin with connections to operational systems and data

**Facility monitoring**
Inform decisions with the insight provided by your digital twin to improve efficiency and reduce cost
Why we win in AEC

Depth and breadth of portfolio

Track record of leading customers through transformation

Vast ecosystem