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 second quarter and fiscal year 2021; 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 spend management; developments in the COVID-19 pandemic and the resulting impact on our business and operations, general market, political, economic, and business conditions, 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.
Delivering Growth

Steve Blum
Senior Vice President, Worldwide Field Operations
Go-to-Market Engagement
Driving expansion through account-based sales, marketing, and customer success

<table>
<thead>
<tr>
<th>Approach</th>
<th>Named Account</th>
<th>Mid-Market Account</th>
<th>Strategic Territory Account</th>
<th>Territory Account</th>
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</thead>
<tbody>
<tr>
<td>Human Touch</td>
<td>Higher</td>
<td></td>
<td></td>
<td>Lower</td>
</tr>
<tr>
<td>Digital Touch</td>
<td>Lower</td>
<td></td>
<td></td>
<td>Higher</td>
</tr>
<tr>
<td>Sales Leads</td>
<td></td>
<td>Field Sales</td>
<td></td>
<td>Inside Sales</td>
</tr>
<tr>
<td>Partner Roles</td>
<td>Services</td>
<td></td>
<td>Sales &amp; Services at Scale</td>
<td></td>
</tr>
<tr>
<td>Digital Sales</td>
<td>Lower</td>
<td></td>
<td></td>
<td>Higher</td>
</tr>
</tbody>
</table>
Subscription Plans

Aligned to go-to-market segments and supported by customer success experts

<table>
<thead>
<tr>
<th></th>
<th>NAMED ACCOUNT</th>
<th>MID-MARKET ACCOUNT</th>
<th>STRATEGIC TERRITORY ACCOUNT</th>
<th>TERRITORY ACCOUNT</th>
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</thead>
<tbody>
<tr>
<td>Enterprise Plan</td>
<td>Customer Success Manager &amp; Designated Support Specialist</td>
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<tr>
<td>Premium Plan</td>
<td></td>
<td>On-Boarding Specialist &amp; Partner</td>
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<td></td>
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<tr>
<td>Standard Plan</td>
<td></td>
<td></td>
<td>At Scale with Partner &amp; Customer Success Specialist</td>
<td></td>
</tr>
</tbody>
</table>
Customer Success Engagement at Scale
Better, personalized outcome-based journeys throughout customer lifecycle

ONBOARDING
Up and Ready
How to Access Subscription Benefits

ADOPTION
Learning Content designed to increase user productivity and proficiency

AT-RISK
Customer Success Specialists engage proactively when a customer has an “at-risk” trigger

PERSONA-BASED EXPERIENCES
Driving Growth

Strategic relationships

- Leading global design and consultancy firm
- Provided insights on how to transition from 2D to 3D, generative design, and BIM
- Products include: Revit, Civil 3D, InfraWorks, BIM 360, and Generative Design with Fusion 360
- Digital transformation - pursuing their goal of being the digital frontrunner in their industry
- Grew billings >50% with Enterprise Plan renewal
Multi-Year Strategy
Monetizing non-compliant users

IDENTIFY (FY19)
Implemented systems to detect and track non-compliant usage of our products

TARGET (FY20)
Enhanced approach with data and analytics combined with digital and human touch

SCALE (FY21)
Increase and accelerate engagement through optimized programs
Engagement Methods
Multiples ways of engaging with users to drive conversions

- In-product messaging
- E-mail with usage data
- Self audits
- Sales outreach
Engaging Unknown, Non-Compliant Users
Enhanced in-product messaging including blocked access

Detect
NON-COMPLIANT
USER

Deliver enhanced
in-product messaging

Direct to e-store for
purchase of genuine
software

Engage partner for
purchase and upsell
to genuine software
Driving Growth | Conversions

Digital approach is gaining momentum

40

NUMBER OF COUNTRIES WHERE WE ARE MESSAGING USERS

Messaging in 6 key products, covering over 90% of non-valid licenses detected

Product mix for non-compliance sales conversions is similar to product mix for sales overall
Driving Growth | Conversions
Digital campaigns and engagements yielded results

<table>
<thead>
<tr>
<th>COMPANY</th>
<th>COUNTRY</th>
<th>TOTAL LICENSES PURCHASED</th>
<th>PRODUCTS PURCHASED</th>
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</thead>
<tbody>
<tr>
<td>Company A</td>
<td>Russia</td>
<td>100</td>
<td>AEC Collections</td>
</tr>
<tr>
<td>Company B</td>
<td>Mexico</td>
<td>50</td>
<td>AutoCAD LT</td>
</tr>
<tr>
<td>Company C</td>
<td>Australia</td>
<td>11</td>
<td>10 Revit; 1 Revit LT</td>
</tr>
<tr>
<td>Company D</td>
<td>United Kingdom</td>
<td>8</td>
<td>6 AutoCAD; 2 AEC Collections</td>
</tr>
<tr>
<td>Company E</td>
<td>United States</td>
<td>5</td>
<td>AutoCAD</td>
</tr>
</tbody>
</table>
Engaging Identifiable, Non-Compliant Accounts

More data, more insight and more leads have moved accounts to genuine software

Detect identifiable NON-COMPLIANT ACCOUNT

Deliver email with license usage information

Engage in value selling for very large opportunities

Educate customers on value of genuine software

Direct small opportunities to e-store for genuine software purchase
Driving Growth | Conversions

Increased investments in FY20 delivered results

~3x
Increase in transactions over $500K

~25%
Increase in sales headcount focused on non-compliant users

~30%
Reduction in average sales cycle
Driving Growth | Conversions

Sales interventions yielded results

$2.8M IN BILLINGS

Major company in China

Collaboration with the customer

Protect customer IP by ensuring everyone is working on genuine software

Sold 3-year subscriptions to AutoCAD, 3ds Max, and Maya
Partner Strategy | One Global Framework

- Programs that focus on growth and investments
- Increased focus on customer success
- Transactional and value-based incentives
Performance Incentives

Rewarding new business growth and high revenue retention rates

- More to back-end incentives
  - Includes quarterly growth targets
  - Encourages value-added activities
  - Provides progressive payouts

- No more back-end payment on maintenance

- Payments on premium plans

- Co-funding of strategic investments

- Total dollars in ecosystem continue to grow
Partner Enablement

Building capabilities to drive adoption and use

- Quarterly workshops on core consulting skills (e.g. discovery and BIM deployment)
- Partner services hub with downloadable consulting IP
- Skills training for specializations based on industry workflows
New Services Partners

Adding new types of partners to deliver high-value consulting capabilities

- Global systems integrator – services only partner
- Built a business on Forge-based solutions, system integrations, and digital transformations
- Includes their Reflect\textsuperscript{IoD} cloud-enabled platform for building and infrastructure operators
- Adding resources to grow their Autodesk business
Scale and Coverage
Partners provide global scale, coverage, and local expertise around the world

~1,300
Reseller businesses providing global scale and coverage

~175
Number of countries in which we do business each year

~3.5x
Partner to every Autodesk sales and customer success person
Summary

DRIVING GROWTH

- Leveraging account-based sales, marketing, customer success
- Monetizing non-compliant users and accounts
- Focusing partners on expansion and retention