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.
Driving Sustainable Growth

Lisa Campbell
Chief Marketing Officer
Today’s Discussion

THE MARKET OPPORTUNITY

DRIVING INDUSTRY GROWTH

MONETIZING NON-COMPLIANT USERS
Today’s Discussion

THE MARKET OPPORTUNITY

DRIVING INDUSTRY GROWTH

MONETIZING NON-COMPLIANT USERS
INDUSTRY TRENDS
<table>
<thead>
<tr>
<th>Sustainability</th>
<th>Productivity</th>
<th>Supply chain reorganization</th>
<th>Mass production and customization</th>
<th>Streaming &amp; subscription content</th>
<th>Increasing digital waste</th>
</tr>
</thead>
<tbody>
<tr>
<td>Suburbanization</td>
<td>Cloud collaboration</td>
<td>Process digitization</td>
<td>Automation</td>
<td>Real-time content creation</td>
<td>New online platforms</td>
</tr>
<tr>
<td>Asset performance</td>
<td>BIM mandates</td>
<td>Manufacturing x construction</td>
<td>Smart products</td>
<td>Cloud (production 3.0)</td>
<td>Globalization</td>
</tr>
</tbody>
</table>

**ARCHITECTURE, ENGINEERING & CONSTRUCTION**

**DESIGN & MANUFACTURING**

**MEDIA & ENTERTAINMENT**
Multi-family-house with 2-4 room apartments
Total Addressable Market

$52B  
FY21

$69B  
FY25

Sources:
Cambashi FY21 Application TAM
Models based on Cambashi FY21 Professions Dataset and Autodesk estimates
Design & Make TAM (FY25)

$40B  \quad \quad + \quad \quad $29B

DESIGN TAM  \quad \quad +  \quad \quad MAKE TAM

Sources:
Cambashi FY21 Application TAM
Models based on Cambashi FY21 Professions Dataset and Autodesk estimates
Monetizing Non-Paying Users Creates Opportunity

5M Paying Subscriptions
12M Non-Compliant Users
2M Legacy Users
Today’s Discussion

THE MARKET OPPORTUNITY

DRIVING INDUSTRY GROWTH

MONETIZING NON-COMPLIANT USERS
Exploring Our Industries

Architecture, Engineering & Construction

Design & Manufacturing

Media & Entertainment
Exploring Our Industries

- **Market Opportunity**
- **Growth Drivers**
- **Autodesk Differentiators**

**Architecture, Engineering & Construction**

**Media & Entertainment**

**Design & Manufacturing**
$31B
DESIGN AND CONSTRUCTION TAM THROUGH FY25

31M
DESIGN AND CONSTRUCTION PROFESSIONALS

Sources:
TAM Figures: “Cambashi FY21 Application TAM”
TMO Figures: “Models based on Cambashi FY21 Professions Dataset and Autodesk estimates”
Professions: “Cambashi FY21 Professions Dataset”
AEC INDUSTRY TRENDS
30x
ROAD AND RAIL ROUND
THE EARTH PER YEAR

20K
MORE BRIDGES
PER YEAR

$4T
ASSETS AT RISK

Sources:
- Roads and rail data sourced from Statista “Building the Future” report, March 2019
- Bridges data sourced from Statista, infrastructure projects 2018 – 2050
- Assets at risk data sourced from CDP
Momentum in Government BIM Initiatives

CURRENT
- United States
- Japan
- United Kingdom
- Australia
- Finland
- Denmark
- Singapore
- South Korea
- Germany
- Italy
- Chile
- Vietnam

UPCOMING
- Brazil
- Colombia
- France
- Spain
- Norway
- China
- Indonesia
- Czech Republic
- Peru
BIM Penetration

% BIM Penetration

0% 50%

35%
32%
34%
23%
14%
1%
2%
2%
14%
39%
3%
Global Construction Spend by Segment in 2020

Construction spend is the amount of spending toward new and existing construction.

Source: GlobalData Construction Intelligence Center (CIC) database
$655M

RAIL OPPORTUNITY

Source: Cambashi EUE data sourced from Professions Dataset, Cambashi Employment Observatory, FY20
The Rail Opportunity

By FY24:

30% INCREASE IN PASSENGER KM

20% INCREASE IN FREIGHT TON KM

172K KM OF NEW RAILWAY

Sources:
- Rail freight traffic - worldwide 2005-2025, Statista
- Rail passenger traffic - worldwide 2005-2025, Statista
- Project Insight - Global Railway Construction Projects, 2020, Globaldata
Rail Footprint
Rail Growth into FY21

Existing

In Discussions
Poised to Win Rail

Convergence of Vertical and Horizontal BIM

ESRI Connection with Portfolio Strategy

Digital Project Delivery
$33B

DESIGN & MANUFACTURING TAM THROUGH FY25

29M

DESIGN & MANUFACTURING PROFESSIONALS

Sources:
TAM Figures: "Cambashi FY21 Application TAM"
TMO Figures: "Models based on Cambashi FY21 Professions Dataset and Autodesk estimates"
Professions: "Cambashi FY21 Professions Dataset"
$19B
Design TAM

9M
PROFESSIONALS

$14B
Make TAM

20M
PROFESSIONALS

Sources:
TAM Figures: "Cambashi FY21 Application TAM"
TMO Figures: "Models based on Cambashi FY21 Professions Dataset and Autodesk estimates"
Professions: "Cambashi FY21 Professions Dataset"
DESIGN & MANUFACTURING INDUSTRY TRENDS

- SUPPLY CHAIN REORGANIZATION
- MANUFACTURING X CONSTRUCTION
- AUTOMATION
- PROCESS DIGITIZATION
- MASS PRODUCTION AND CUSTOMIZATION
- SMART PRODUCTS
DESIGN & MANUFACTURING INDUSTRY TRENDS
$925M OPPORTUNITY IN BUILDING PRODUCTS MANUFACTURERS & FABRICATORS

Sources: Cambashi industry data for EUE annual spend October 2019. Does not include ADSK.
Cloud Automation Enables Highly Customizable Building Products

Leadership in Manufacturing and Construction

Integration of Products to Drive Competitive Differentiation

POSITIONED TO WIN IN BUILDING PRODUCTS MANUFACTURERS & FABRICATORS

AUTODESK® INVENTOR®

AUTODESK® REVIT®
MEDIA & ENTERTAINMENT
$5B

DESIGN TAM

Sources:
TAM Figures: "Cambashi FY21 Application TAM"
TMO Figures: "Models based on Cambashi FY21 Professions Dataset and Autodesk estimates"
Professions: "Cambashi FY21 Professions Dataset"
STREAMING & SUBSCRIPTION CONTENT

INCREASING DIGITAL WASTE

REAL-TIME CONTENT CREATION

CLOUD (PRODUCTION 3.0)

GLOBALIZATION

NEW ONLINE PLATFORMS
Increasing complexity demands more sophisticated tools and workflows
Help studios deliver faster and reduce waste at scale
Today’s Discussion

THE MARKET OPPORTUNITY

MONETIZING NON-COMPLIANT USERS

DRIVING INDUSTRY GROWTH
Monetizing Non-Paying Users Creates Opportunity

5M
PAYING SUBSCRIPTIONS

12M
NON-COMPLIANT USERS

2M
LEGACY USERS
Non-Compliant User Base

Granular perspective

- **12M** Non-compliant users
- **15M** all versions
- **11M** last five years
- **9M** last 90 days
- **7M** last seven years

**Usage in last 90 days (sessions):**
- 2+
- 4+
- 11+

**Versions:**
- All versions
- Last seven years
- Last five years
NON-COMPLIANT USERS WITHIN PAYING CUSTOMER BASE
Understanding More About Our Non-Compliant Base

DETECTED IN MORE THAN 100 COUNTRIES

50

BUYER PROFILE
Architect, Individual Business Owner

WORK RELATED
Industry: AEC | Residential Buildings
Company Name: Customer X
URL: https://www.adskcustomerx.com
Company Size: Individual/business owner
Work Product: Design and construction of sustainable residential buildings

AUTODESK SOFTWARE
Installed: Revit 2020
Genuine Mix: 100% non-valid
Purchased: Revit with 25% discount

6 KEY PRODUCTS ACCOUNT FOR 90%+ OF THE NONVALID LICENSES DETECTED
Autodesk Growth Opportunity

$69B
DESIGN & MAKE
TAM BY FY25

14M
MONETIZABLE
NON-PAYING USERS

Sources:
Cambashi FY21 Application TAM
Models based on Cambashi FY21 Professions Dataset and Autodesk estimates
Cambashi FY21 Professions Dataset