

# 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 third quarter and fiscal year 2022; 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](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.



AUTODESK INVESTOR DAY

SEPTEMBER 1, 2021

# Winning in Construction

Jim Lynch

Senior Vice President & General Manager  
Autodesk Construction Solutions





# AUTODESK CONSTRUCTION CLOUD™

# Architecture, Engineering & Construction

## \$20B

### Design TAM



- Architecture
- Building Engineering
- Civil/Infra Engineering
- Industrial/U&T/Other

## \$16B

### Make TAM



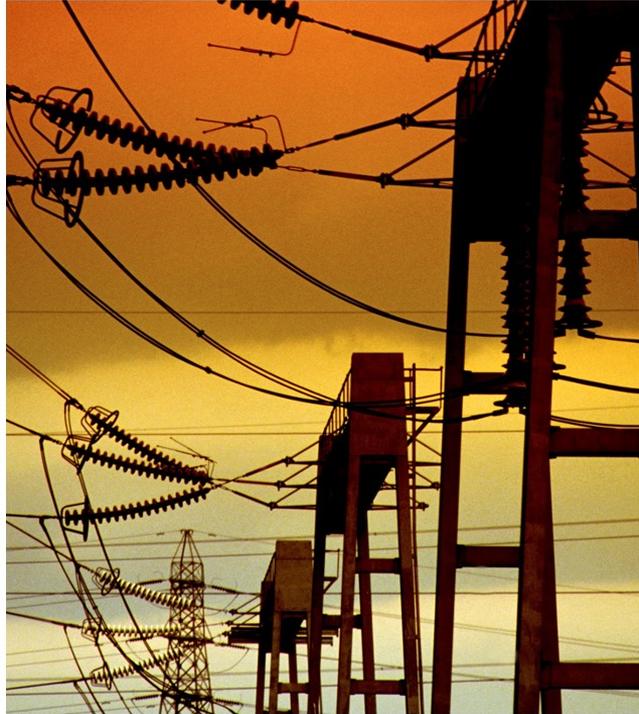
- Documentations
- Preconstruction
- Site Execution

Source:  
Cambashi FY22 Application TAM  
Models based on Cambashi FY22 Professions Dataset and Autodesk estimates  
Global Water Intelligence 2021 figures in addition to internal estimates

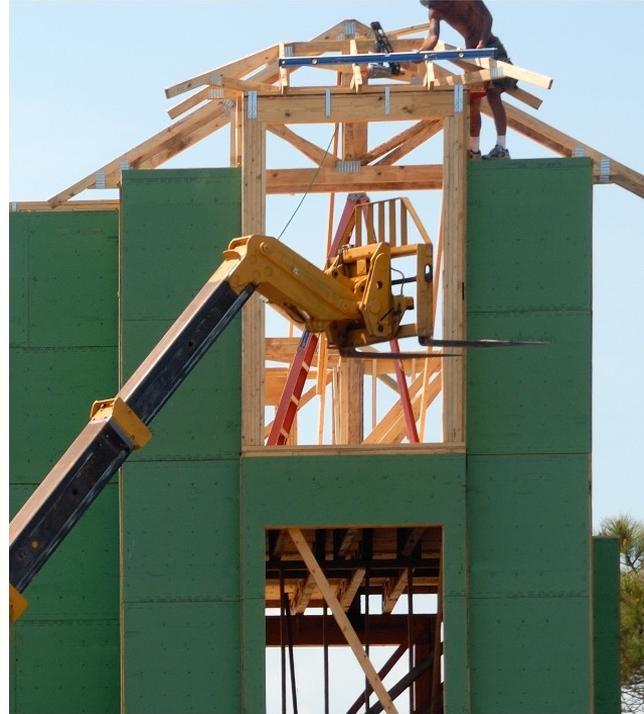
# Changing Demands in Construction Industry



INFRASTRUCTURE

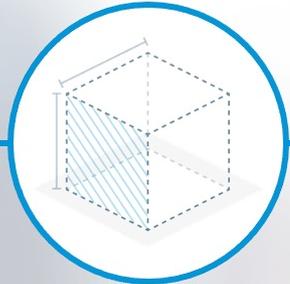


ENERGY & UTILITIES



RESIDENTIAL

# CONNECTED CONSTRUCTION



**DESIGN**



**PLAN**



**BUILD**



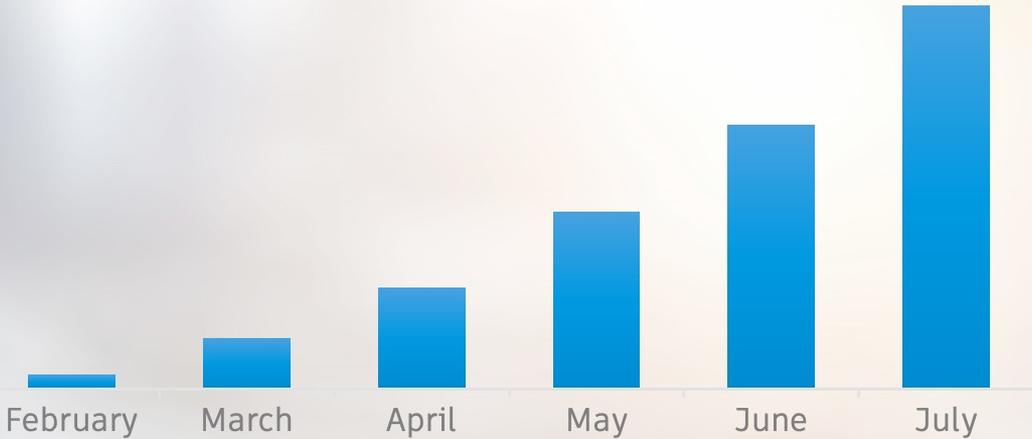
**OPERATE**

# Launch of Autodesk Build, Takeoff & BIM Collaborate <sup>7</sup>

**B** AUTODESK®  
**BUILD**

**T** AUTODESK®  
**TAKEOFF**

**C** AUTODESK®  
**BIM COLLABORATE**



**11,000+**  
AUTODESK BUILD  
ACTIVE PAID PROJECTS

# Autodesk Build Customers



**Collaboration has been instantly improved using Autodesk Build.** Whilst we collaborated well internally and externally before, we've been able to take this one step further by incorporating our workflows that we conduct on site."

**Werner Herbots, CEO, Polytek**

# Strength in Project Management



# Construction Products Highlights

> 35%

Y/Y INCREASE IN  
MONTHLY ACTIVE USERS

2x

INCREASE IN ENTERPRISE  
USAGE OF CONSTRUCTION  
PRODUCTS

6x

INCREASE IN CUSTOMERS  
WITH MULTIPLE  
CONSTRUCTION PRODUCTS



STRENGTHEN & SCALE  
AUTODESK  
CONSTRUCTION CLOUD



GLOBAL EXPANSION  
& RETENTION



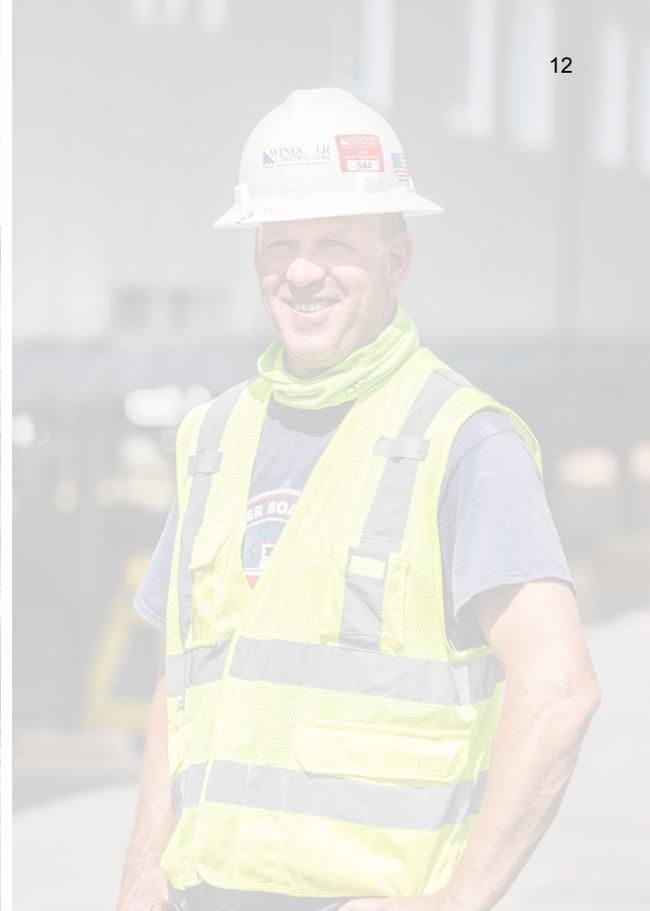
OPTIMIZE CUSTOMER  
EXPERIENCE



STRENGTHEN & SCALE  
AUTODESK  
CONSTRUCTION CLOUD



GLOBAL EXPANSION  
& RETENTION



OPTIMIZE CUSTOMER  
EXPERIENCE



# AUTODESK CONSTRUCTION CLOUD™



**UNIFICATION  
EFFORTS**

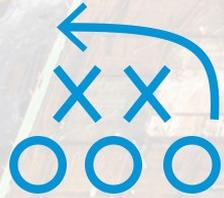


**ISO  
19650**

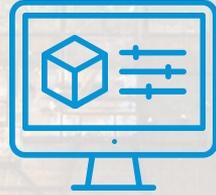


**AUTODESK  
DOCS**

# Construction Data Strategy



CORE  
WORKFLOW



DESIGN APP  
INTEGRATION



FEDERATION  
OF DATA

# Pype

**8**

**12**

**C3a**

**K4f**

110D/1 Privacy Room 110D

110C/1 Privacy Room 110C

110B/1 Privacy Room 110B

110A/1 Perk's Cafe

138B/1 Privacy Room 138B

Shaft X5.1

7A5/14

7A5/15 Sim

4 EQ. SPACES = 34'-3"

13'-4"

11'-0"

15'-0"

10'-5 7/8"

8'-7 7/8"

11'-2 5/8"

8'-7 7/8"

2'-0" Typ

2'-5"

6'-2"

8'-7"

8'-11 1/2"

8'-3"

11'-2 5/8"

9'-1 3/8"

5'-0"

1'-6 1/2"

7'-6 9/16"

4'-0 7/8"

3/8"

3"





STRENGTHEN & SCALE  
AUTODESK  
CONSTRUCTION CLOUD



GLOBAL EXPANSION  
& RETENTION



OPTIMIZE CUSTOMER  
EXPERIENCE

# Global Expansion



# Construction Specialized Partners

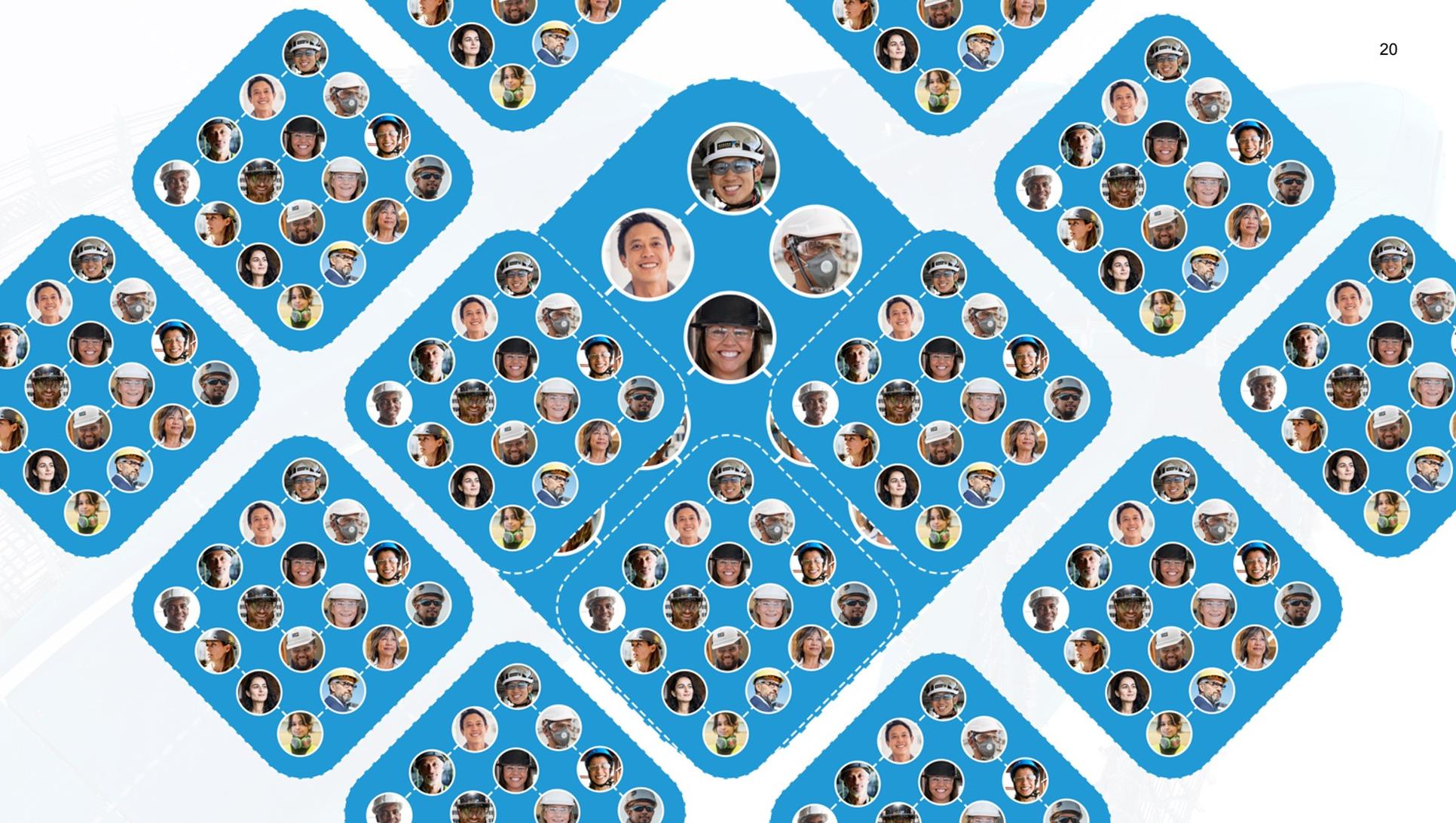


~20%

INCREASE IN CONSTRUCTION  
SPECIALIZED PARTNERS

# Innovative Business Models







STRENGTHEN & SCALE  
AUTODESK  
CONSTRUCTION CLOUD



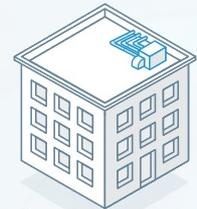
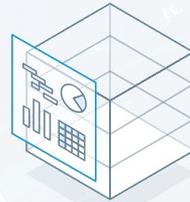
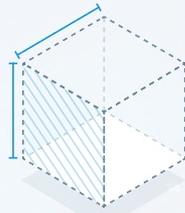
GLOBAL EXPANSION  
& RETENTION



OPTIMIZE CUSTOMER  
EXPERIENCE



# AUTODESK CONSTRUCTION CLOUD™



	DESIGN	PLAN	BUILD	OPERATE
Capabilities	<ul style="list-style-type: none"><li>▪ Design Authoring</li><li>▪ Design Collaboration</li></ul>	<ul style="list-style-type: none"><li>▪ Coordination</li><li>▪ Model Conditioning</li><li>▪ Quantification</li><li>▪ Bid Management</li><li>▪ Qualification</li></ul>	<ul style="list-style-type: none"><li>▪ Project Management</li><li>▪ Cost Management</li><li>▪ Quality</li><li>▪ Safety</li><li>▪ Project Closeout</li></ul>	<ul style="list-style-type: none"><li>▪ Facilities Maintenance</li><li>▪ Asset Lifecycle</li></ul>
Shared Data	Models · Drawings · Issues · Specifications · RFIs · Cost · Assets · As-Builts · Photos · Video			
Insight	Dashboards · Reports · Construction IQ · Data Connector			
Network	Builders Network			



**PLAN**



**SETUP**

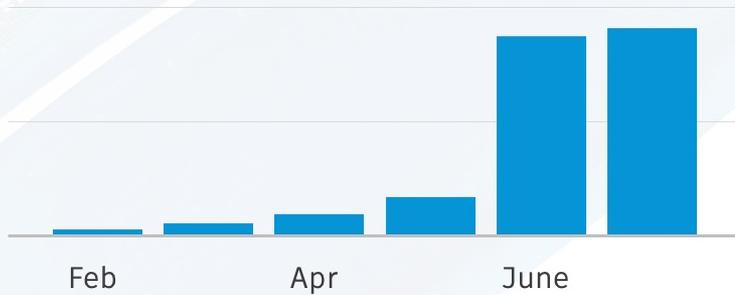


**TRAIN**

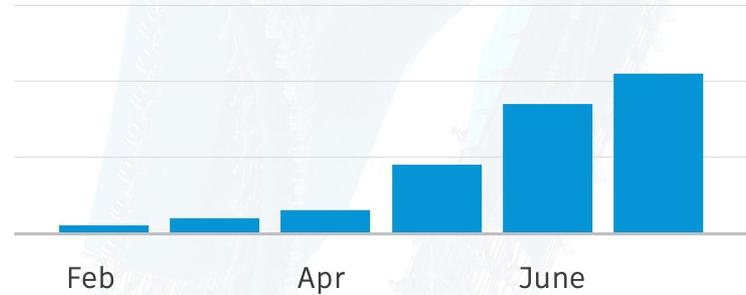


**ADOPT**

**MONTHLY ACTIVE USERS**



**MONTHLY ACTIVE PROJECTS**



# Onboard New Customers to Autodesk Build



## Educational Content

- Online help center
- Certification program
- In-product messaging



## Adoption Support

- Entitled training services (1:many, 1:1)
- Customer Success Planning for larger accounts
- Partner enablement



## Product Usability

- Ease of use, intuitive UX
- Rapid iteration on feedback from customers



STRENGTHEN & SCALE  
AUTODESK  
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OPTIMIZE CUSTOMER  
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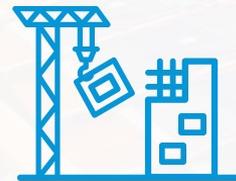
# Why We Win



AUTODESK  
CONSTRUCTION  
CLOUD & DATA  
STRATEGY



GO-TO-MARKET  
STRATEGY



FUTURE OF  
CONSTRUCTION

