

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 fiscal quarter and fiscal year 2019; 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 ARR, ARPS, subscriptions, billings, revenue, deferred revenue, operating margins and cash flow growth; difficulty in predicting those financial and performance metrics; failure to maintain spend management; failure to successfully manage transitions to new business models and markets, including our efforts to expand in construction and manufacturing, convert customers to subscription plans, and attract customers to our cloud-based offerings; failure to successfully expand adoption of our products; and negative developments in worldwide economic 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.

AUTODESK INVESTOR DAY

MARCH 28, 2018

The Opportunity in Construction and Manufacturing

Lisa Campbell

SVP, Business Strategy and Marketing



Not Much Has Changed in Last 50 Years



Wave of Disruption Spreading Through Manufacturing⁴



The Opportunity in Construction



An aerial, top-down view of a dense urban city grid, showing a complex pattern of buildings, streets, and courtyards. The image is semi-transparent, allowing the text to be clearly visible. The text '7 BILLION' is centered horizontally and vertically across the image.

7 BILLION

Productivity Index





ARCHITECTURE & PRE-CONSTRUCTION (3rd PARTY)

ACTION>RESULTSM MAP

The Subject Matter Experts for this map include Matt Prigmore, Dallas Hughes, Chris Claytor, Debbie Consagra, Jason Mullings, Todd Lehmann, Kelly Cone, Sean (?), Jeff Ratcliff (Host), Bryce Morrow (Sponsor)

- 50% of the time we chase the wrong thing (projects instead of clients) (1)
- 75% lack of definition of pursuit budget for project team (7)

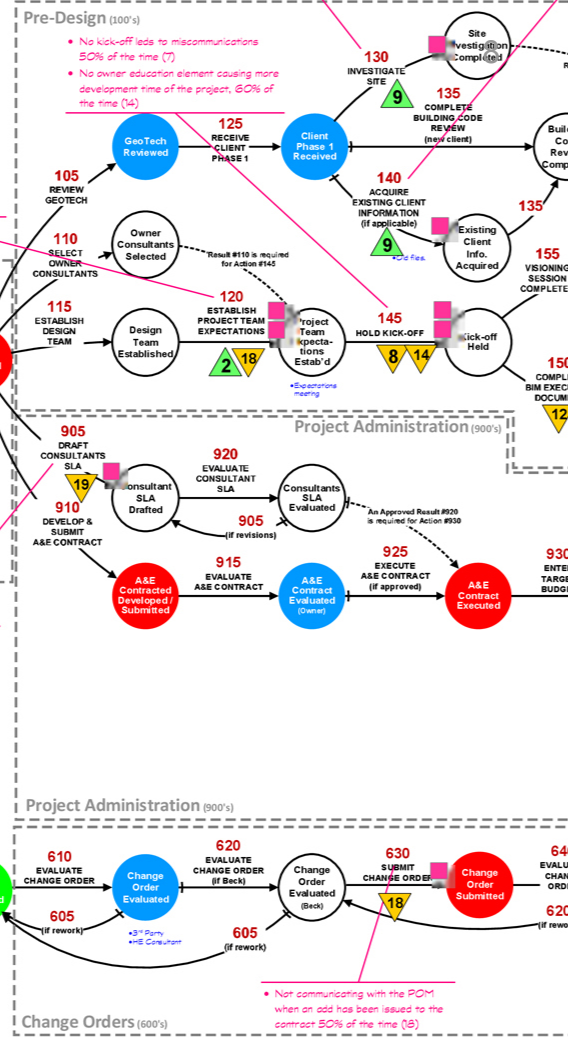
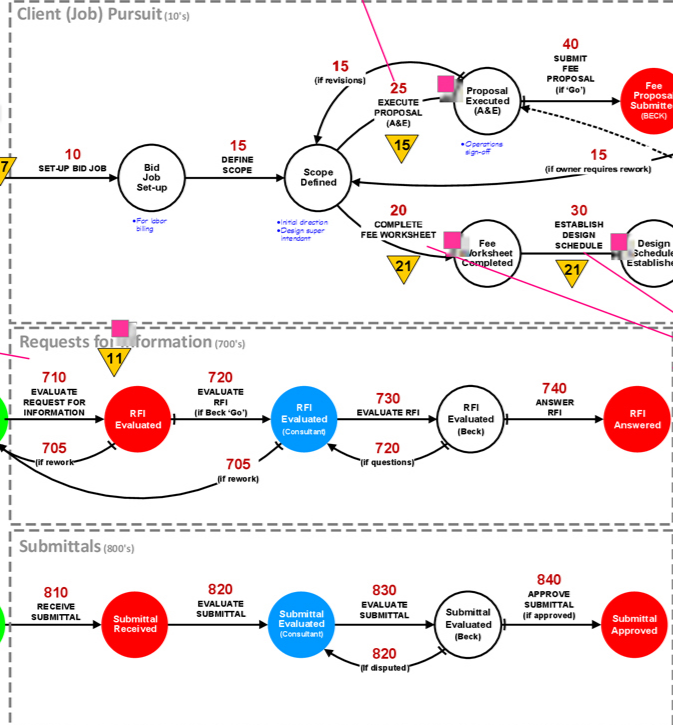
- Proposal legal review not completed 75% of the time (15)

- Time delay on getting signed contract 30% of the time (20)

- 60% of the time we have to rework less capable people's work (2)
- Construction POM's not part of the team communication wise; different language between 'Design' vs. 'Construction'; 'Add Services' vs. 'Change Orders' (18)

Architecture Practice Established
• Architecture Goal

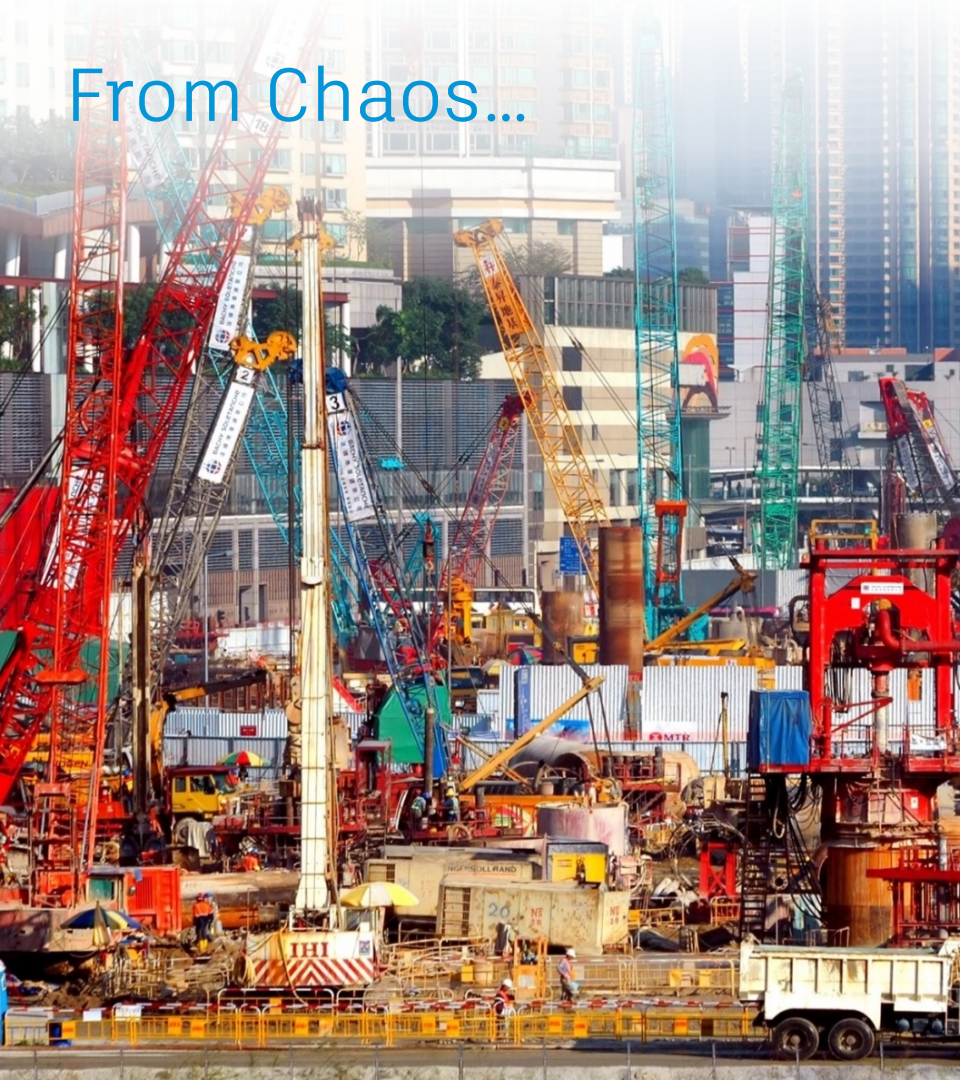
- 700s: 75% too slow, not enough info on RFI (1)



- Not communicating with the POM when an add has been issued to the contract 50% of the time (6)



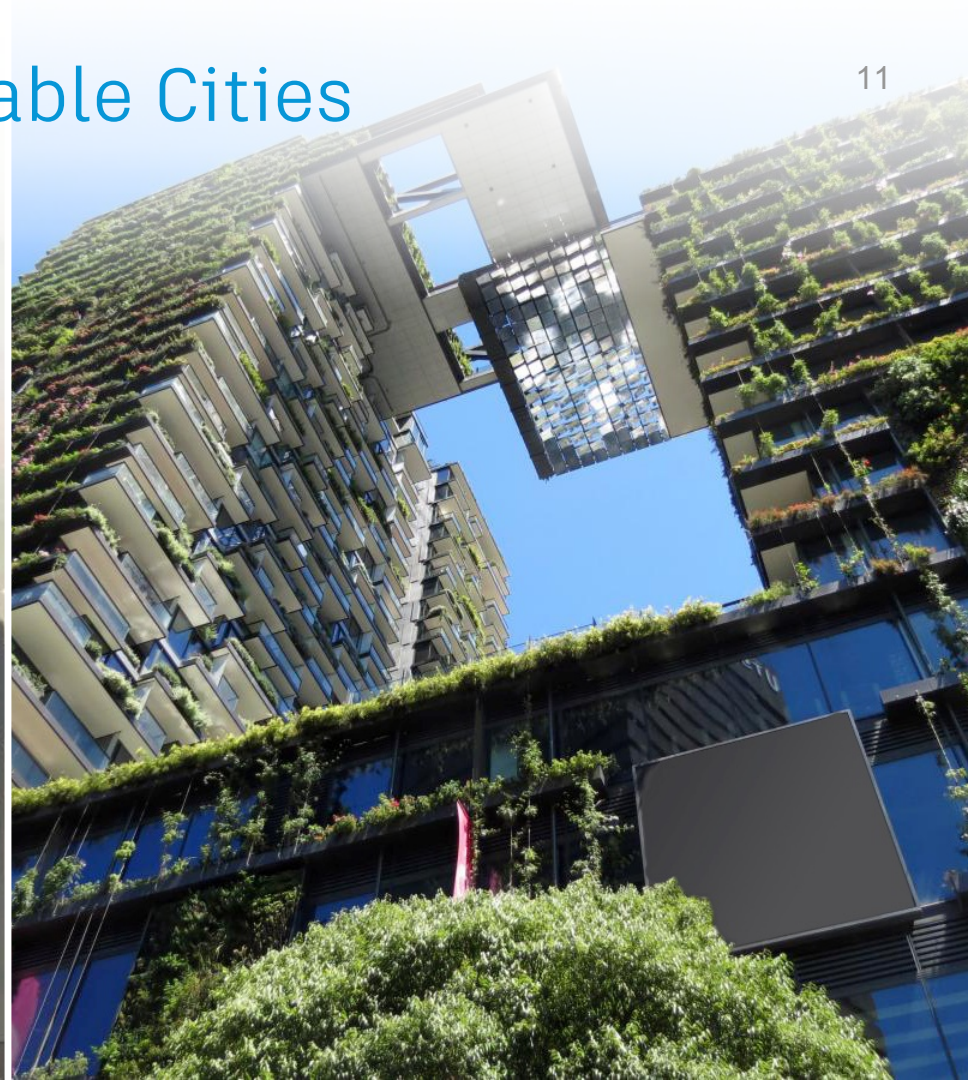
From Chaos...



...to Order



Must Build More Sustainable Cities



1 in 5 New Jobs Added in February Were in Construction

12



U.S. Adds 313,000 Jobs in February; Wage Growth Eases

Last Updated Mar 9, 2018 at 10:02 am ET

The U.S. economy added 313,000 new jobs last month, the strongest monthly gain since July 2016. The unemployment rate remained at 4.1% for the fifth straight month. Wage growth rose by 2.6% from a year earlier.

Mar 9, 2018 at 8:53 am ET

A Labor Market Bright Spot: Construction

A key bright spot in the labor market recently has been construction, where employers added 61,000 new jobs in February, the biggest increase in almost 11 years for that sector. Over the last four months, construction has added 185,000 new jobs.

Estimated Growth in Construction Jobs

Worldwide by 2030 using current spending trendlines

53M+

from spending on
BUILDINGS



34M+

from spending on
INFRASTRUCTURE

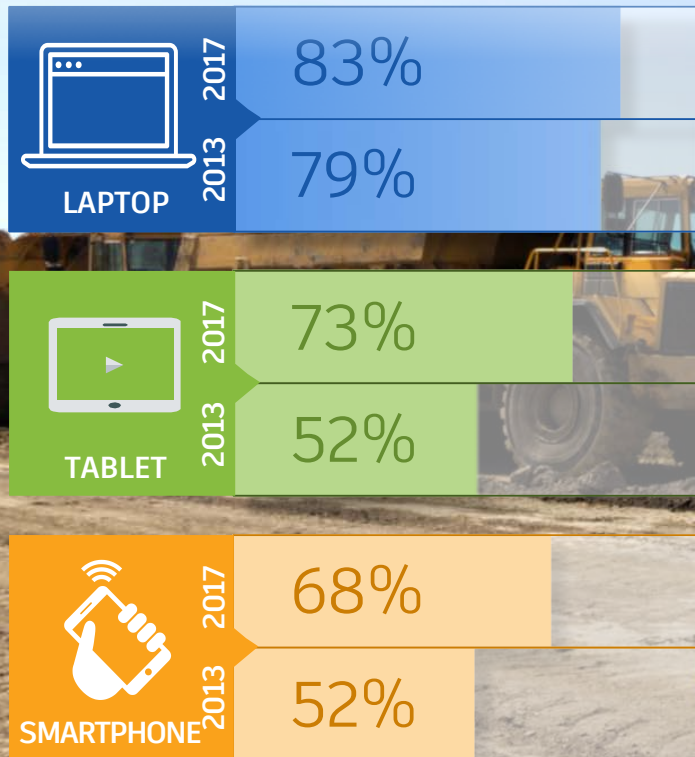


>200M

to meet expected
growth rates

Construction is at a Tipping Point in its Use of Technology¹⁴

Increasing pace of daily mobile device usage





\$12B

Existing TAM in Design by 2020

Source: Cambashi and Oxford Economics

The TAM numbers 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.



\$12B

Existing TAM in Design by 2020

+



\$10B

New TAM in Construction by 2020

Source: Cambashi and Oxford Economics

The TAM numbers 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.

A photograph of four business professionals (three men and one woman) gathered around a table in a meeting. They are looking at documents and a laptop. The image is overlaid with a semi-transparent blue filter. The text is centered over the image.

> \$1.6B

VC funding of construction
technology startups since 2016

OFFICE



TRAILER



FIELD



\$11M

Removed from
initial estimate

12

Weeks shaved
from schedule



3hrs → 1hr

Progress
inspections

10min → 1min

Logging each
issue

6hrs → 30min

Weekly quality
checks

>14K hrs

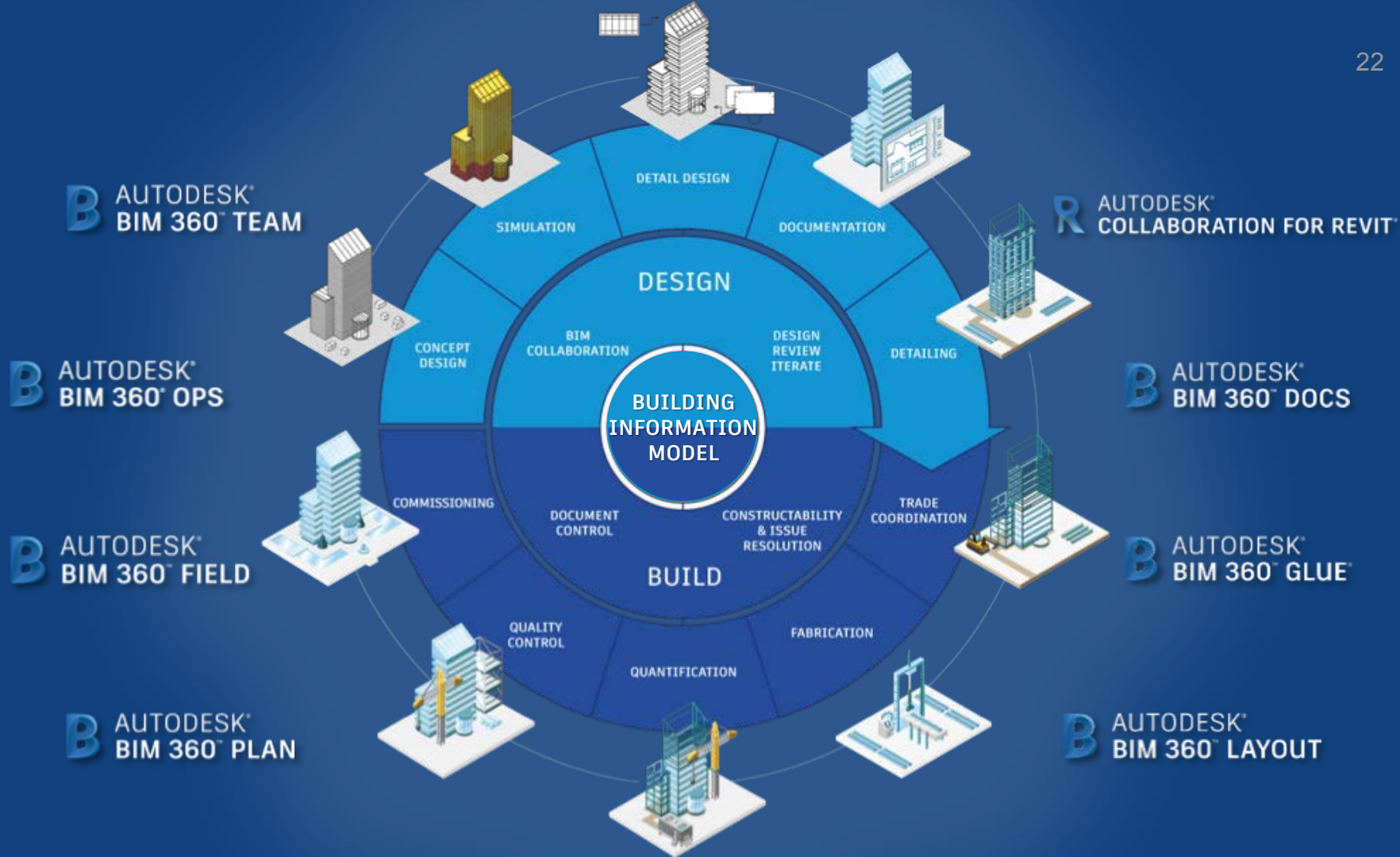
Saved per month
(70 projects)

Balfour Beatty

BIM 360 Subscriptions

Accelerating growth







BIM 360 DESIGN

BIM 360 PLAN

BIM 360 BUILD

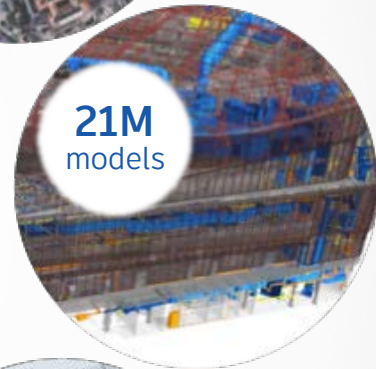
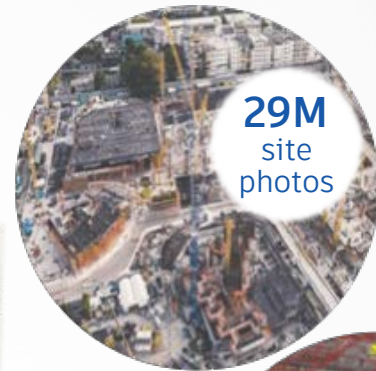
BIM 360 DOCS



BUILDING INFORMATION MODEL



Analytics & Insight



ENR Engineering News-Record TOP 250

93% of the ENR Top 250 use Autodesk BIM design solutions

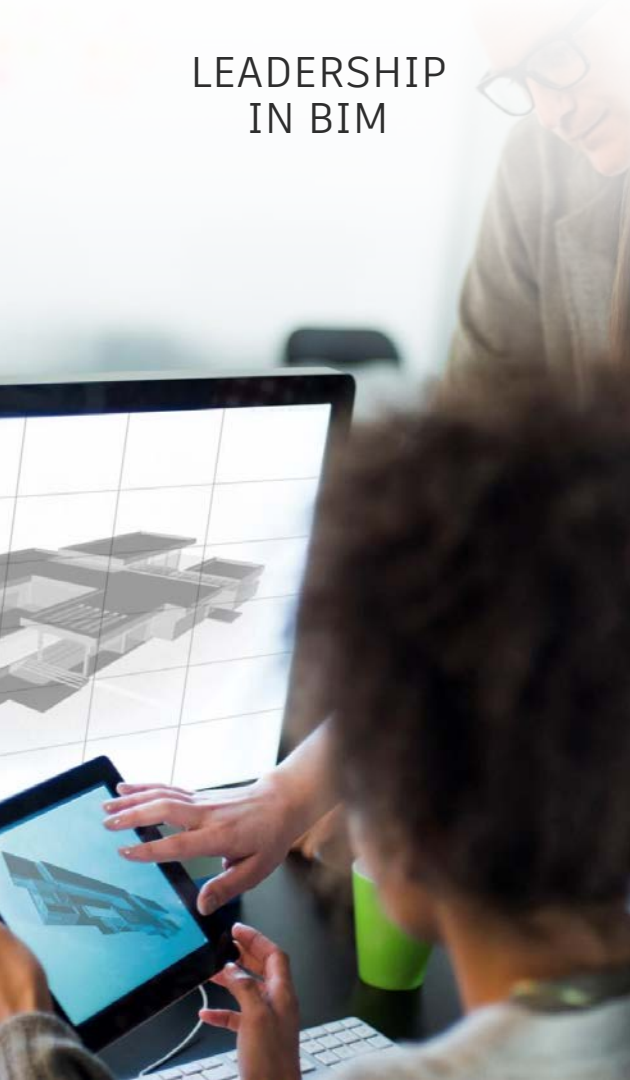
Percentage as of June 2017, including Revit



Industrialized Construction



LEADERSHIP IN BIM



CLOUD CONSTRUCTION PLATFORM



MANUFACTURING 28 EXPERTISE

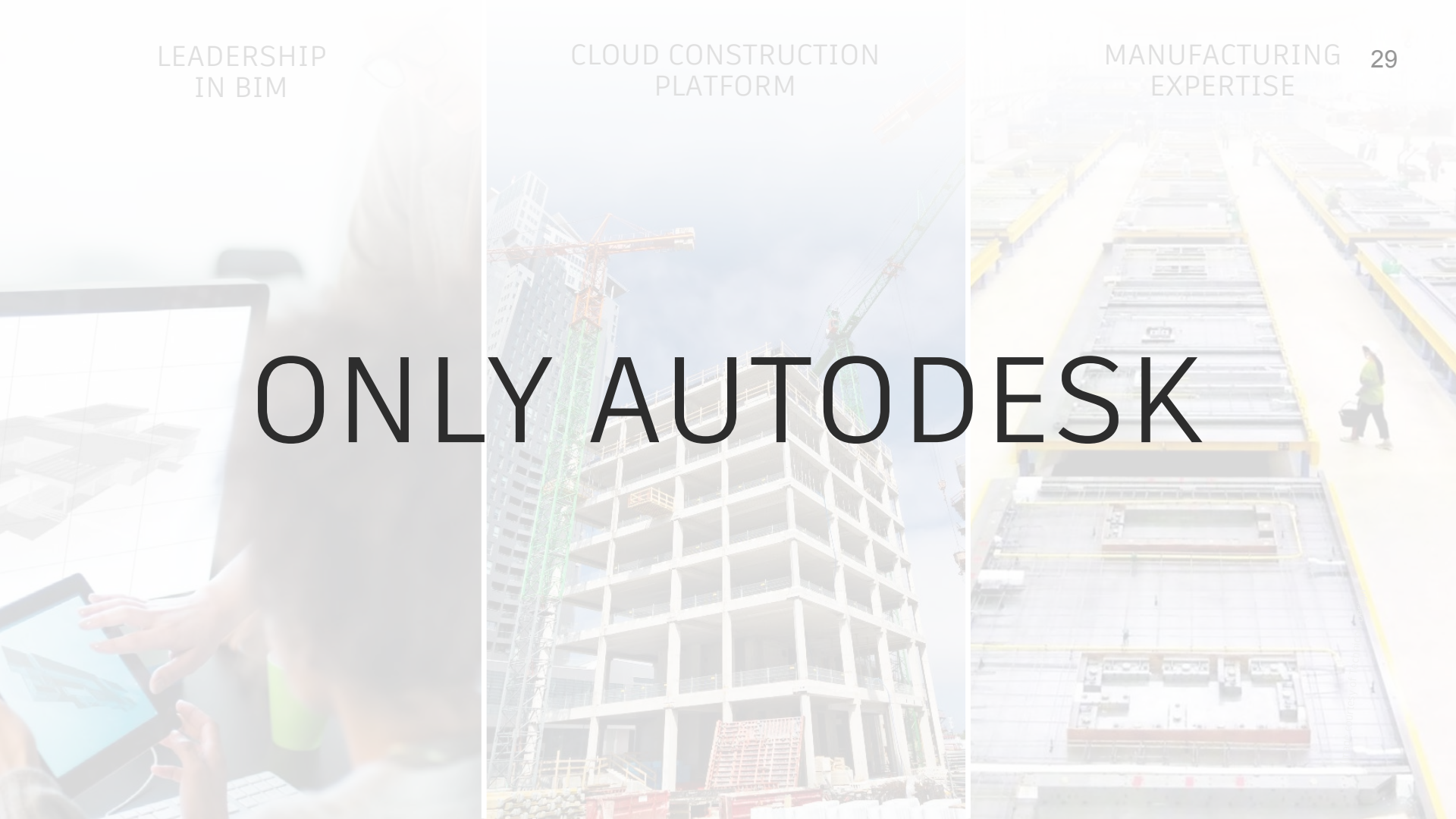


LEADERSHIP
IN BIM

CLOUD CONSTRUCTION
PLATFORM

MANUFACTURING
EXPERTISE 29

ONLY AUTODESK



The Opportunity in Manufacturing

The background features a complex, abstract design. It consists of numerous thin, light blue, curved lines that create a sense of depth and movement. A prominent diagonal line splits the image from the top right towards the bottom left. The area to the left of this line is mostly white with faint, overlapping blue shapes. The area to the right is a solid, vibrant blue, containing more defined, layered geometric forms that resemble architectural or industrial structures. The overall aesthetic is clean, modern, and technical.

More People



More Products & Customization

372K new products introduced per year

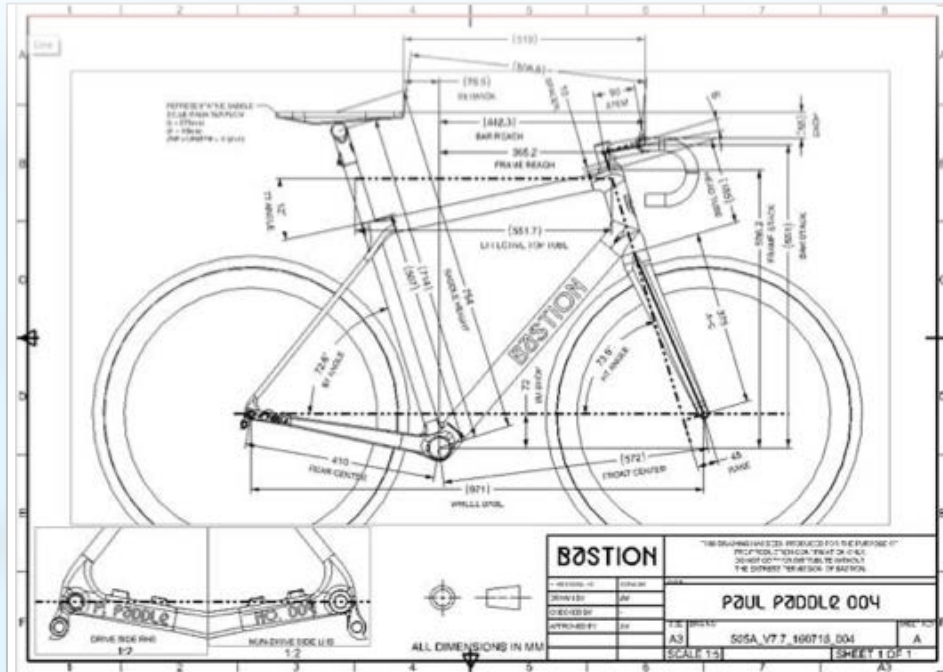


High Volume (Scale)

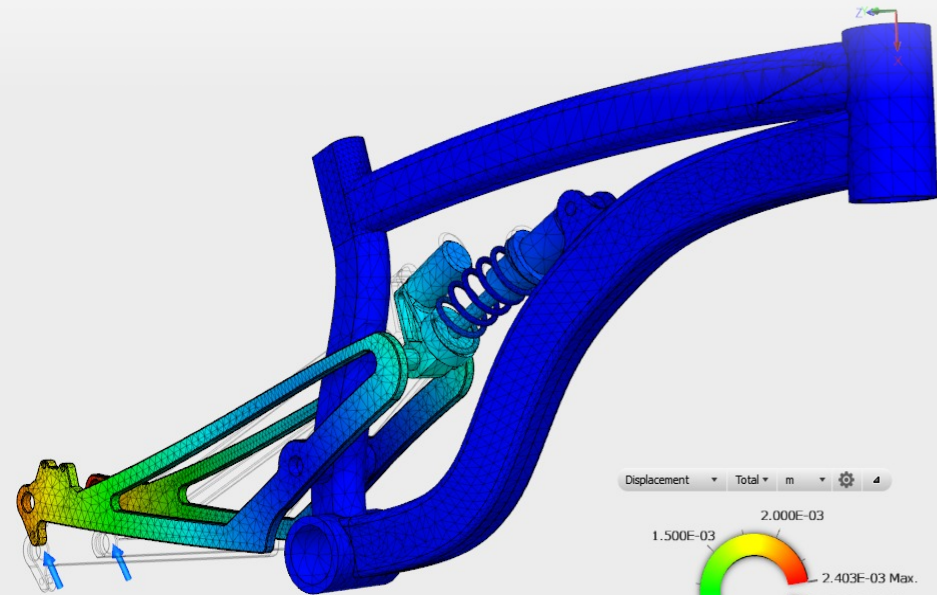


Low Volume (Scope)

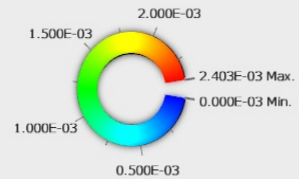




3D Model



Displacement Total m

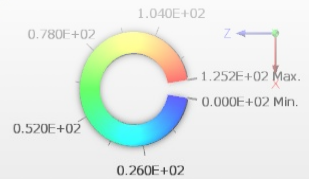


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Elements: 94519

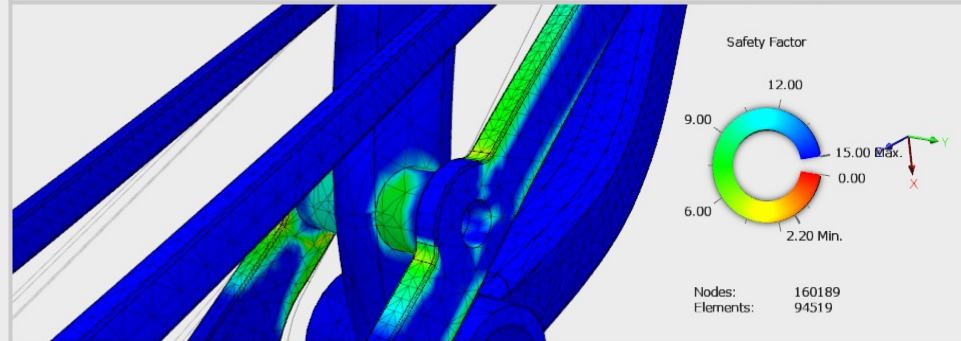


35

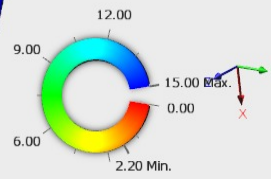
Stress, Von Mises (MPa)



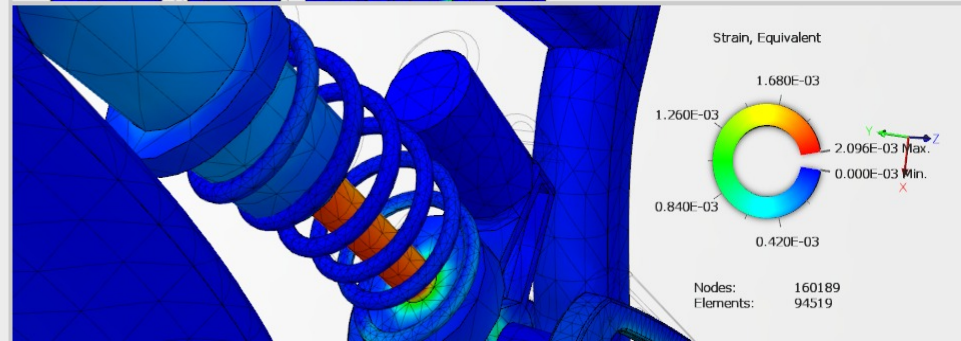
Nodes: 160189
Elements: 94519



Safety Factor



Nodes: 160189
Elements: 94519

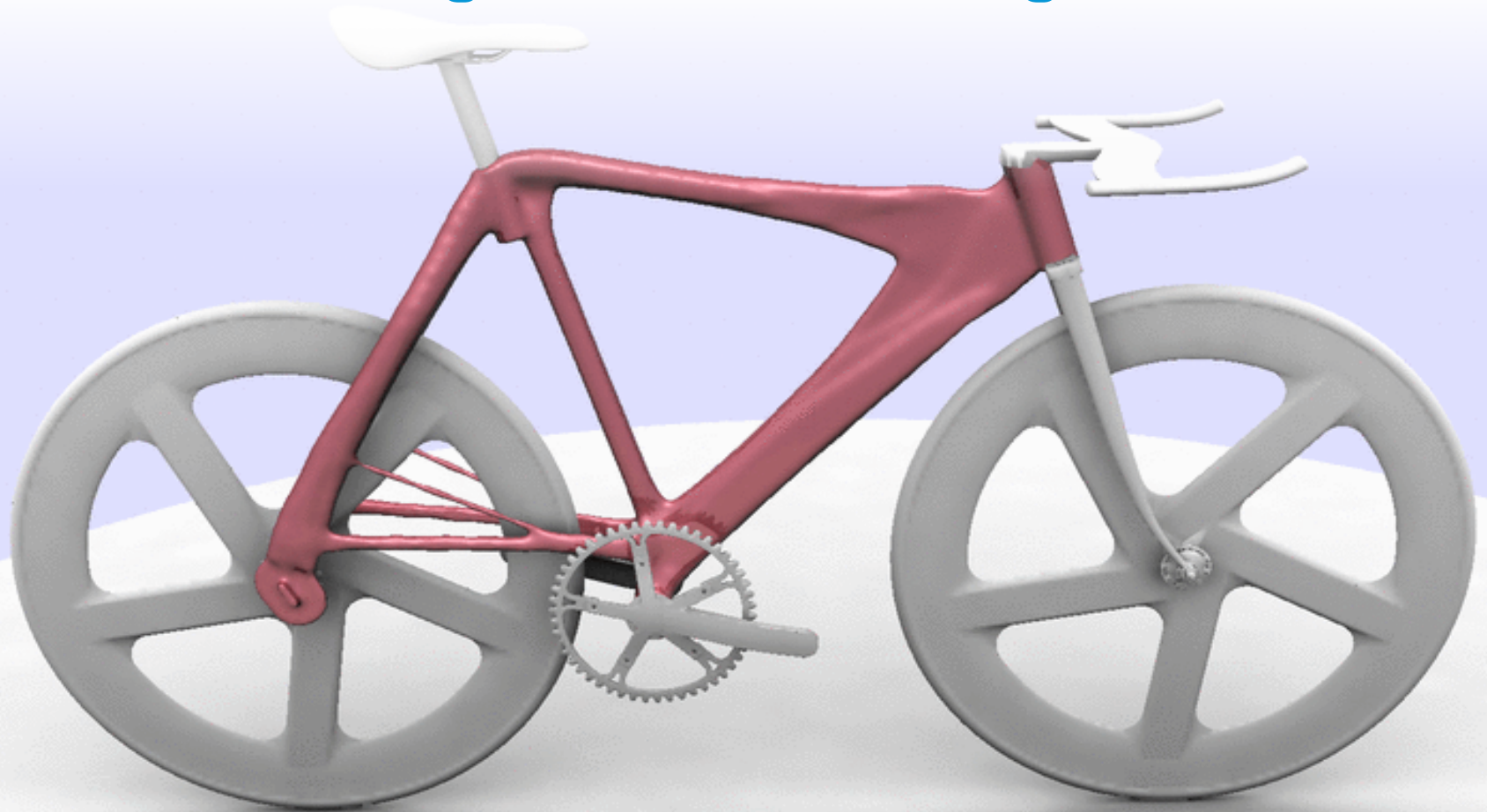


Strain, Equivalent



Nodes: 160189
Elements: 94519

Generative Design & Manufacturing





\$16 B

Existing TAM in Design by 2020



\$16B

Existing TAM in Design by 2020



+ \$11B

New TAM in Manufacturing by 2020

> \$32B

New funds announced for
hardware startups since 2016

1/2

Component weight with
same capacity engine

50%

Faster time to
market

“Fusion 360 allows us to replace our traditionally siloed CAD, CAM and data management tools with one single connected platform that’s capable of supporting generative design and manufacturing workflows.”

Jay Tedeschi, Project Engineer



1M lbs.

Sheet metal processed
every month

100%

Unique orders

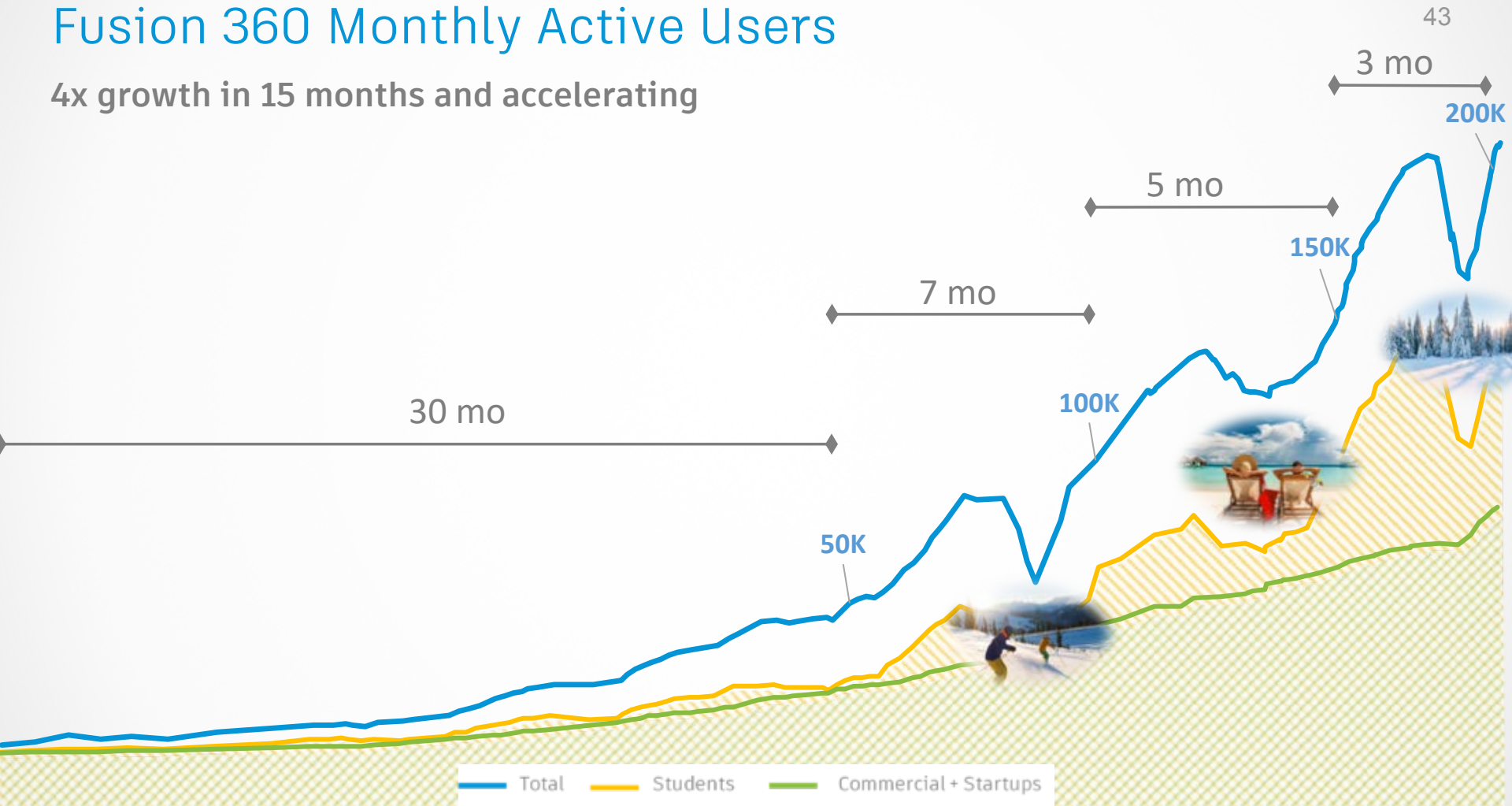
“Autodesk allows us to automate not just one function in our business but the entire sales, design, and manufacturing process. It’s about creating sustainable growth and expansion in the markets that we serve.”

Tony Rossi, VP Marketing & Strategy

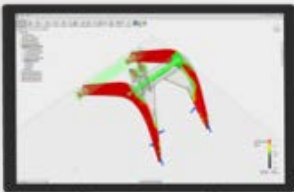


Fusion 360 Monthly Active Users

4x growth in 15 months and accelerating



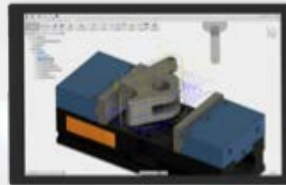




Fusion 360



Fusion Lifecycle



Fusion Production



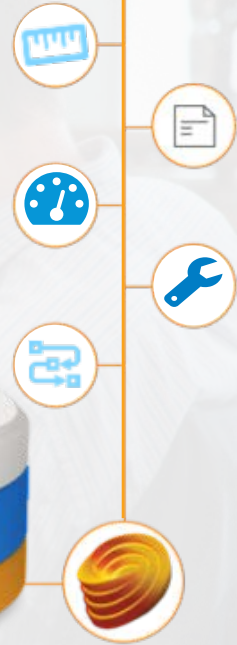
PRODUCT MODEL



AUTODESK® PRODUCT DESIGN COLLECTION



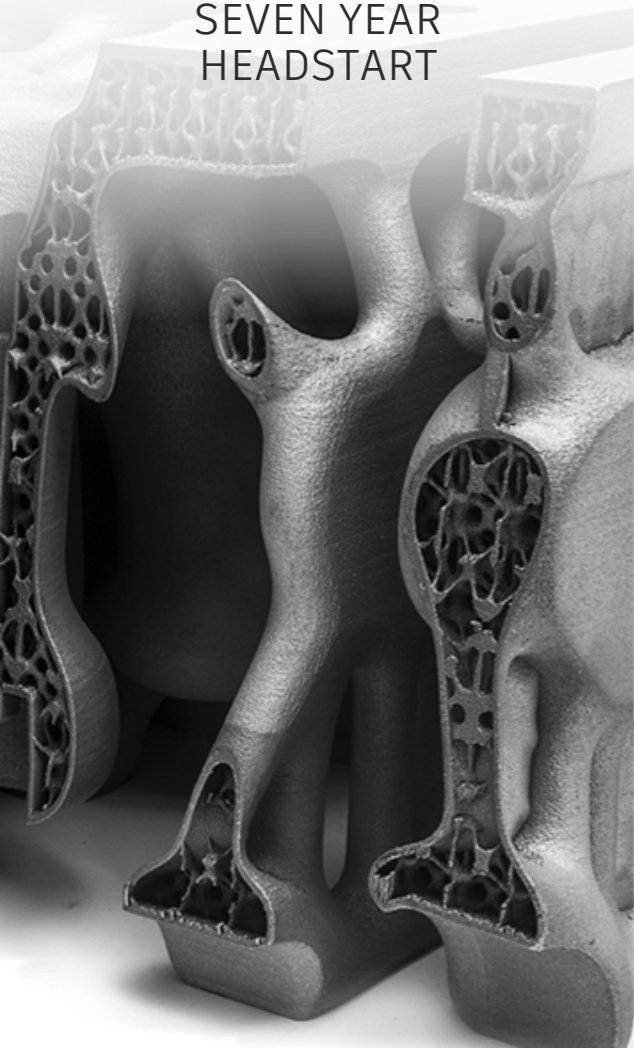
3RD PARTY
APPLICATIONS



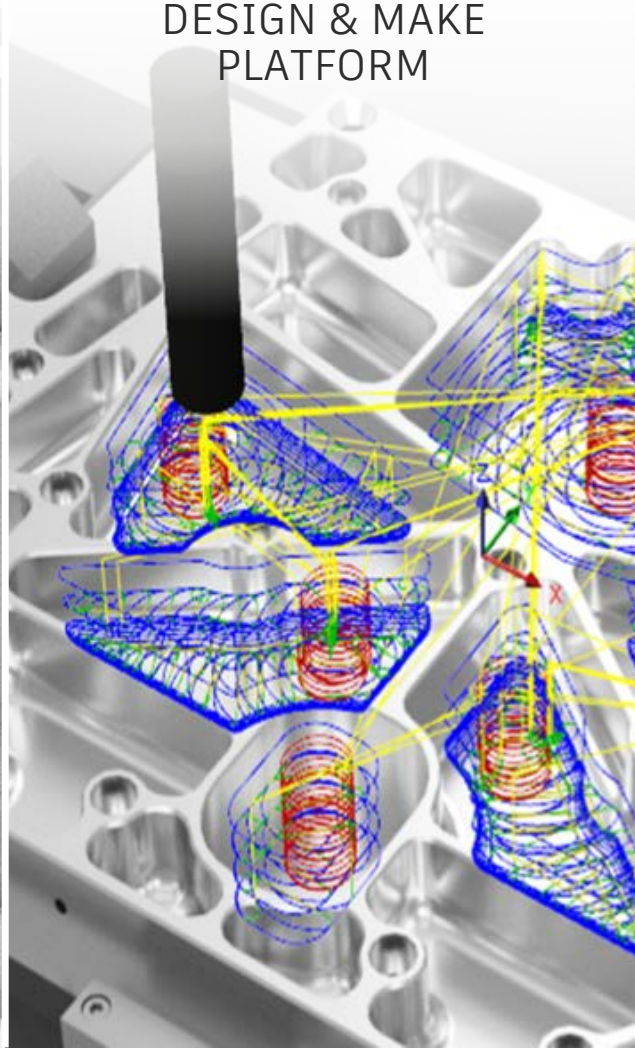
Winning Manufacturing



SEVEN YEAR
HEADSTART



DESIGN & MAKE
PLATFORM



WINNING
HEARTS & MINDS ⁴⁸



SEVEN YEAR
HEADSTART

DESIGN & MAKE
PLATFORM

WINNING
HEARTS & MINDS 49

ONLY AUTODESK

