

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.



AUTODESK INVESTOR DAY

March 22, 2023

Winning in Construction

Jim Lynch

Senior Vice President & General Manager
Autodesk Construction Solutions

What we'll cover today



1

Industry context

2

Product innovation

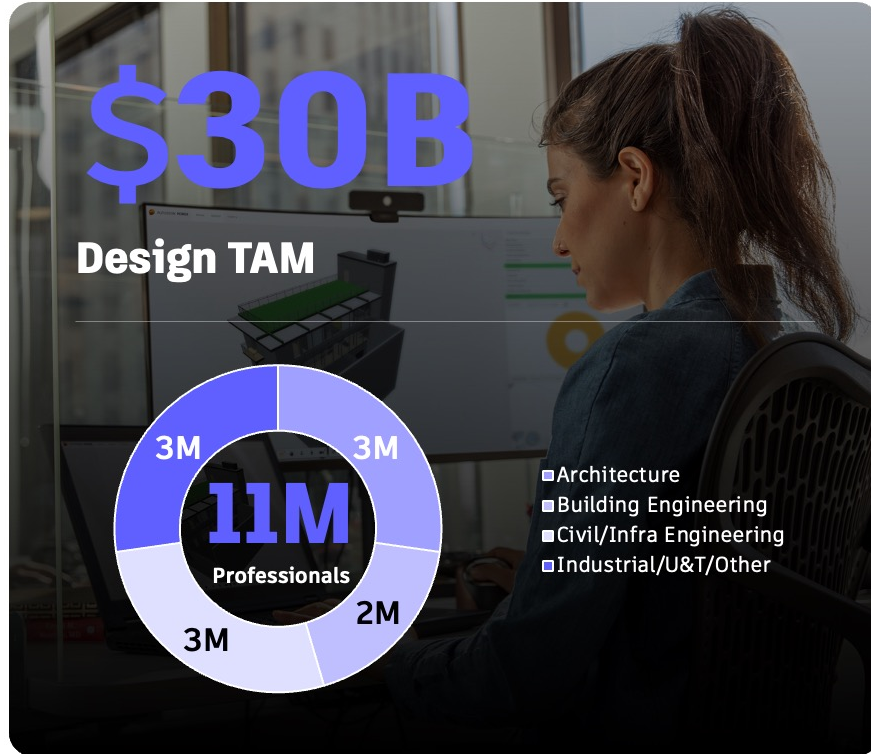
3

Go-to-market

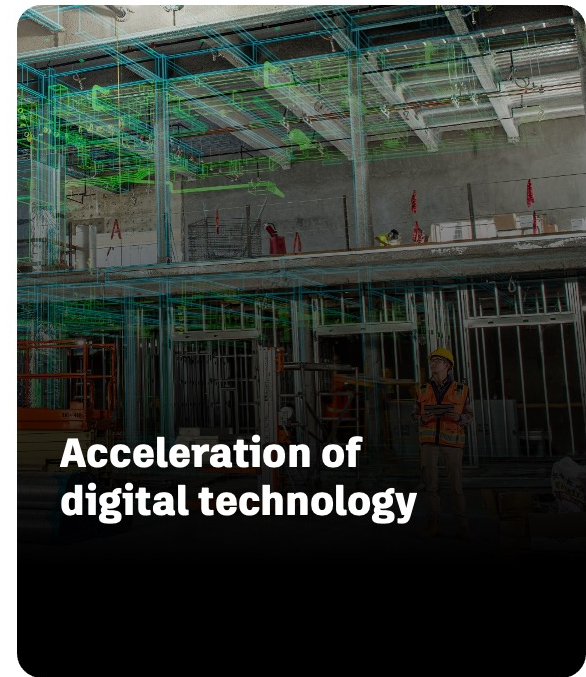
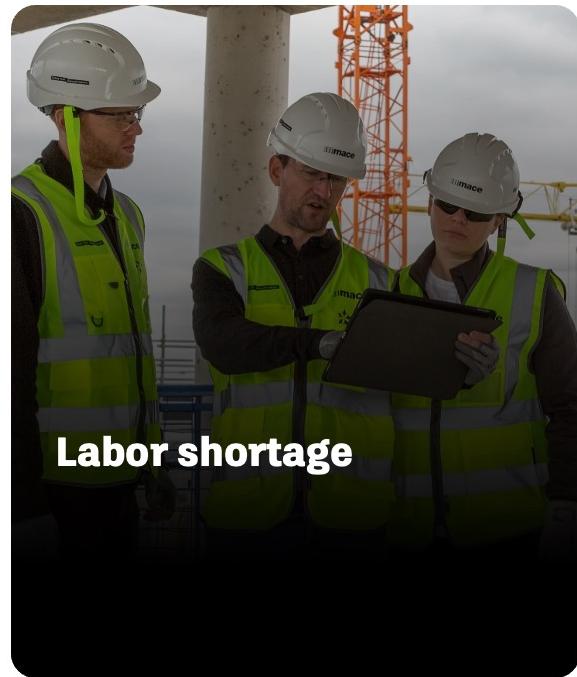
4

Customer success

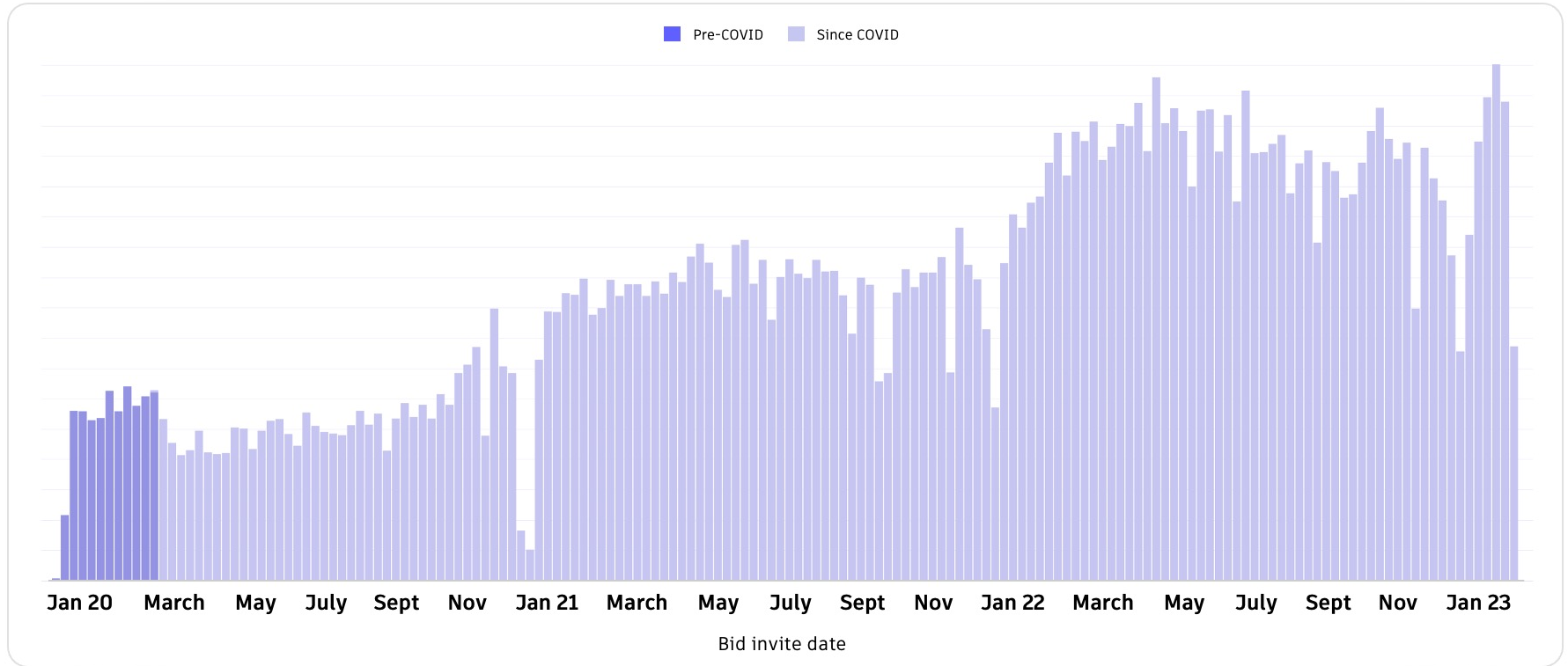
Architecture, Engineering & Construction



Construction external trends

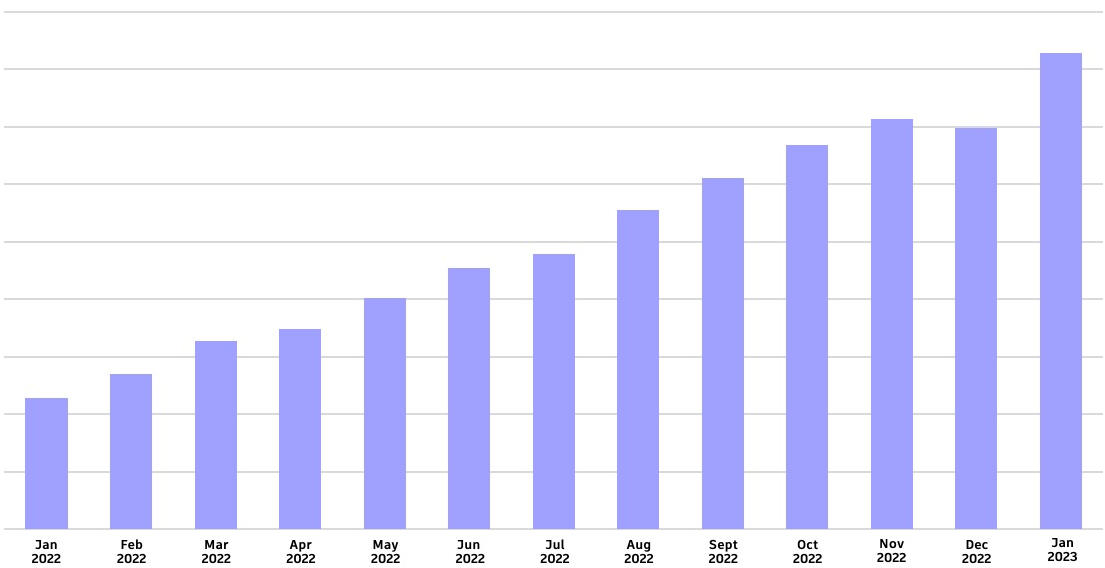


Bid activities are up ~50% YoY growth in FY23 YTD



AUTODESK Construction Cloud

~260% Y/Y increase in monthly active users



115-120%

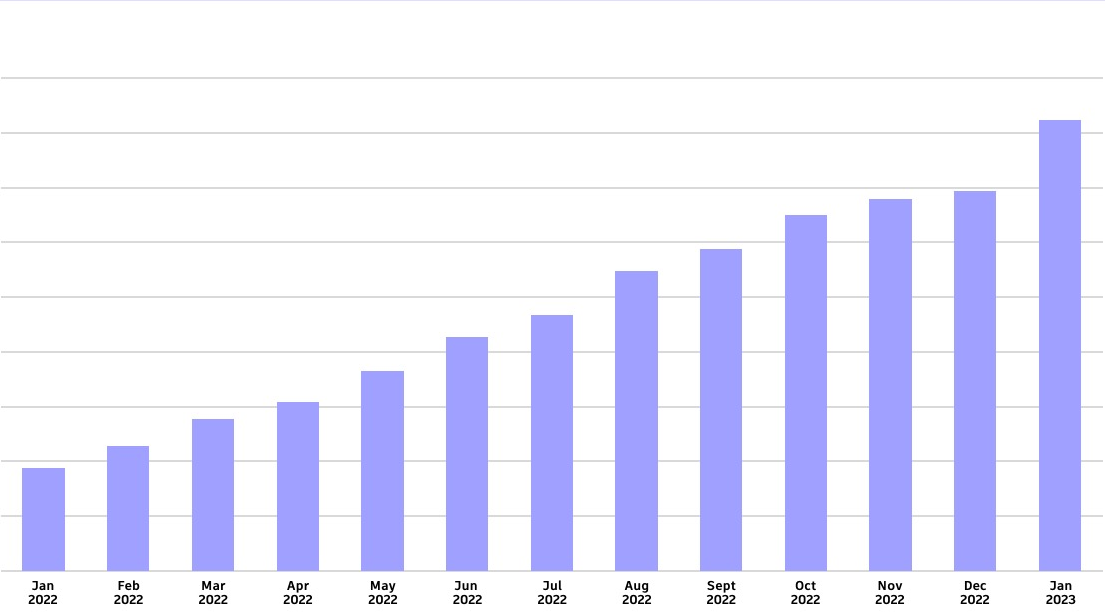
Net revenue retention rate

~1,000

New logos in Q4 FY23

Autodesk Build

~340% Y/Y increase in monthly active users



The benefit of us moving into one holistic platform, like **Autodesk Build**, is that it's helping us standardize everything across the board, as well as making it more of a consistent experience for our project teams and clients.



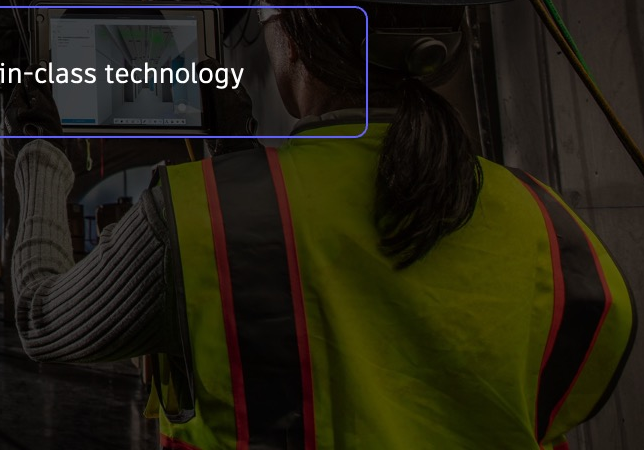
Ted Jennings
Director, Business Transformation
Barton Malow

Product innovation

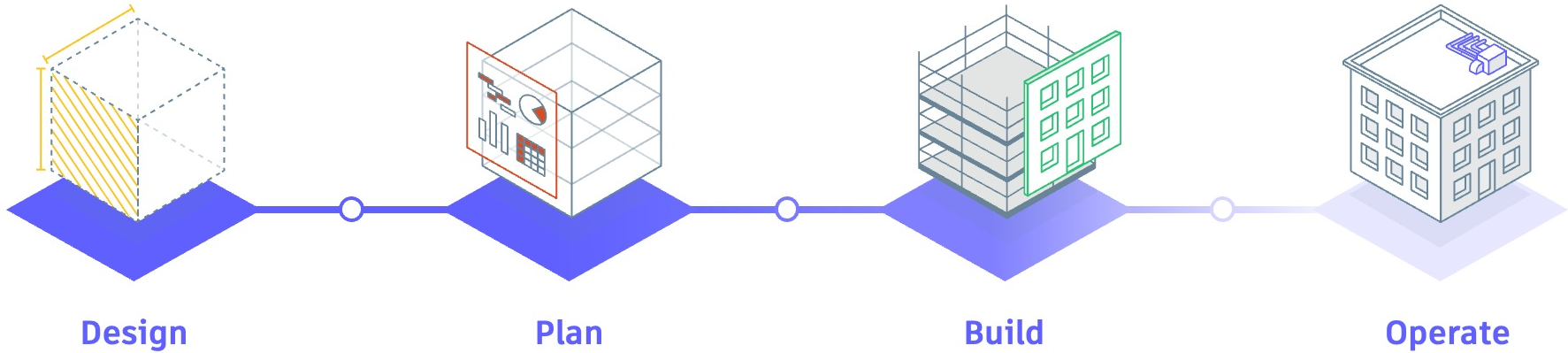
Autodesk Construction Cloud

Strategic partner network

Best-in-class technology



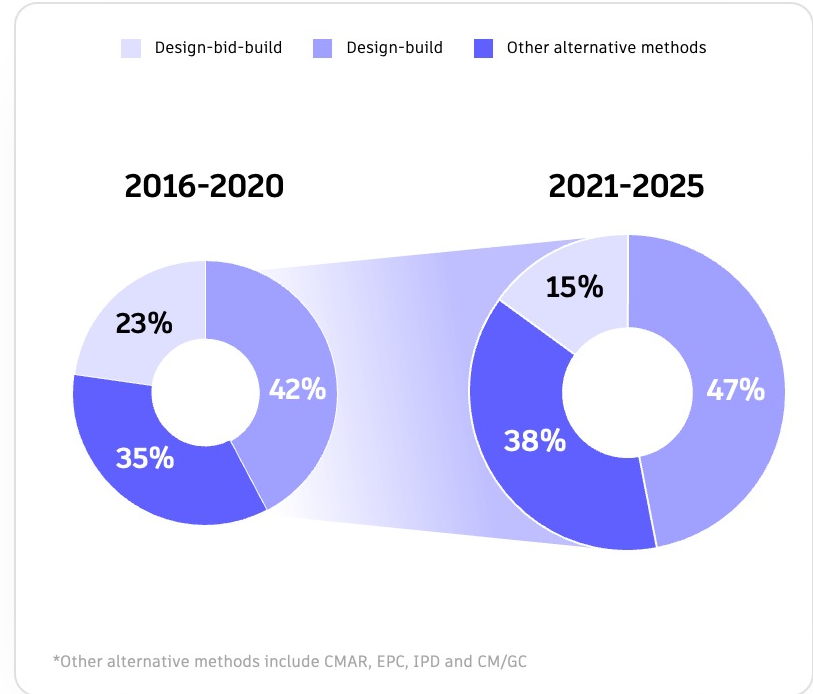
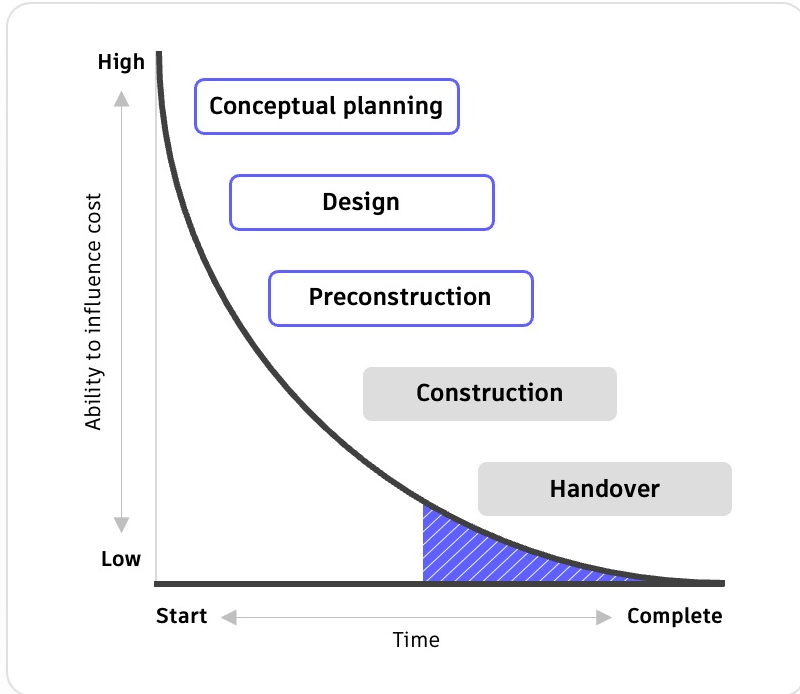
Connected construction



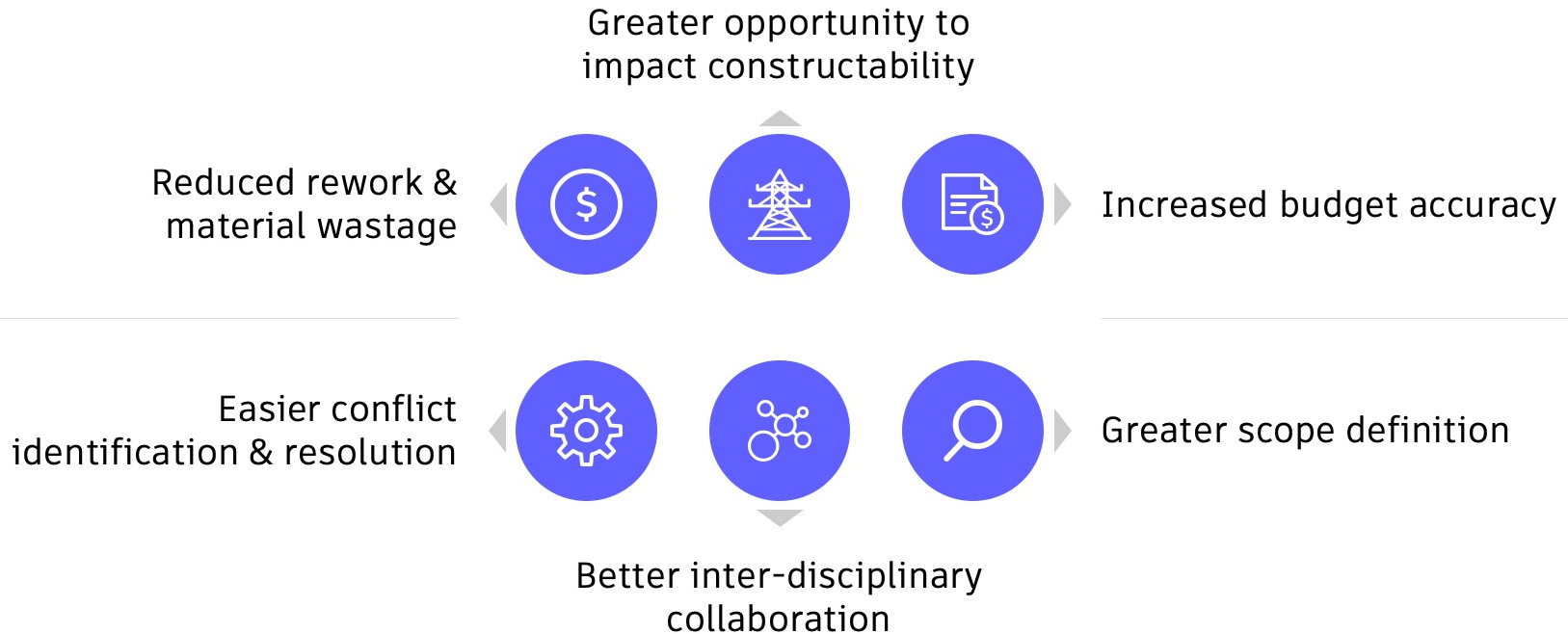
 **AUTODESK** Construction Cloud



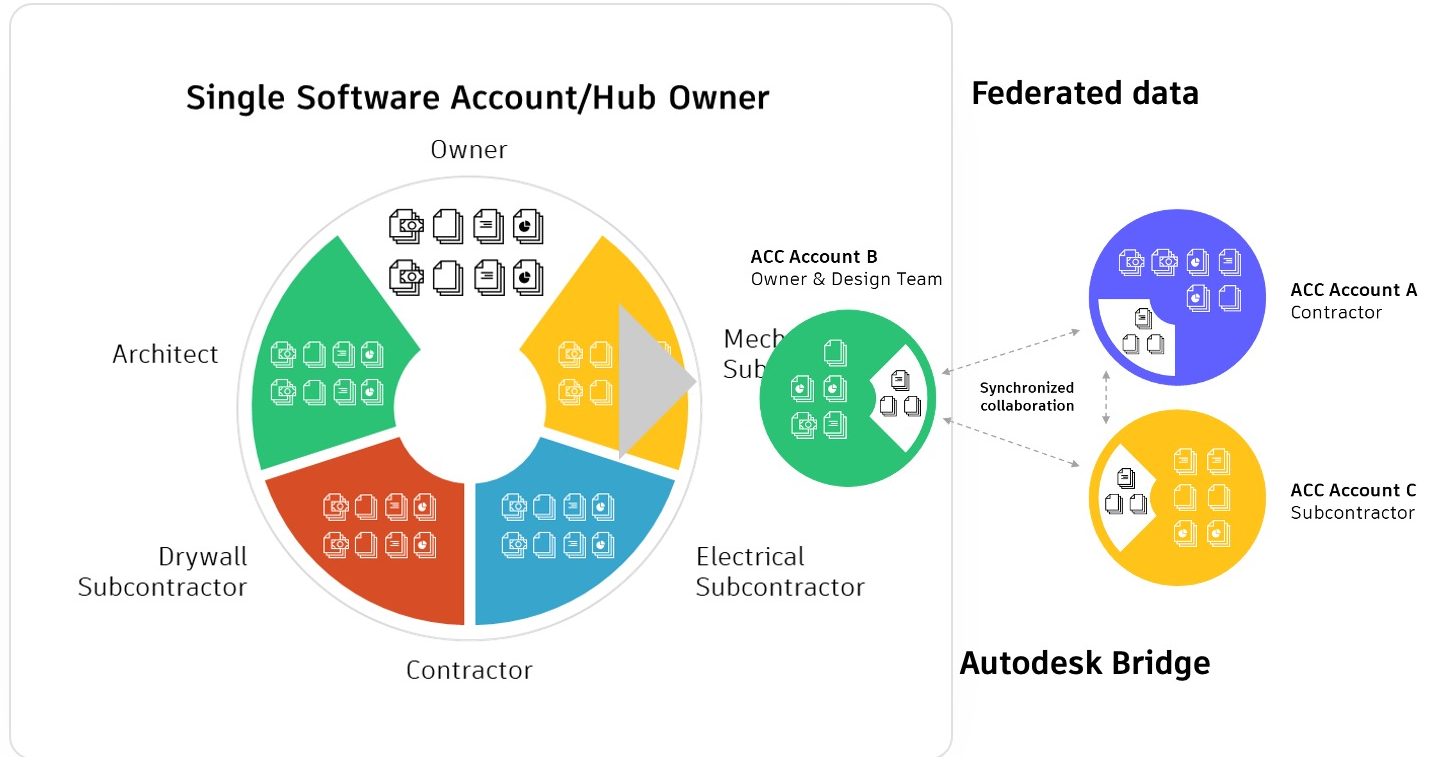
Ability to impact project outcome highest prior to construction



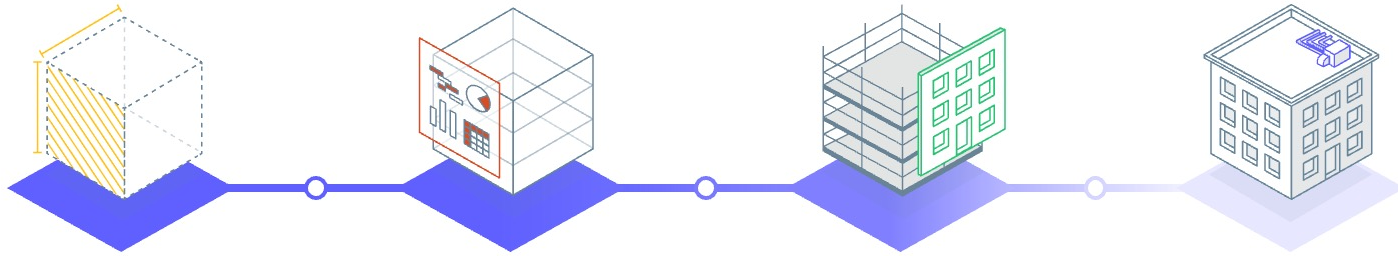
Tightly integrating design with preconstruction



Why data federation is important



AUTODESK Construction Cloud



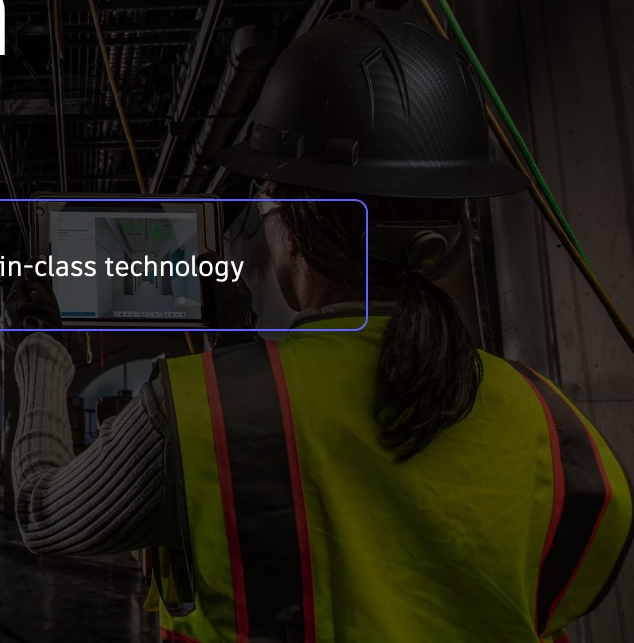
<p>Capabilities</p>	<p>Design</p> <ul style="list-style-type: none"> • Design authoring • Design collaboration 	<p>Plan</p> <ul style="list-style-type: none"> • Coordination • Model conditioning • Quantification • Estimating • Bid management • Qualification 	<p>Build</p> <ul style="list-style-type: none"> • Project management • Schedule management • Cost management • Quality • Safety • Project closeout 	<p>Operate</p> <ul style="list-style-type: none"> • Facilities maintenance • Asset lifecycle
<p>Shared data</p>	<p>Models • Drawings • Issues • Specifications • RFIs • Cost • Assets • As-Built • Photos • Video</p>			
<p>Insight</p>	<p>Dashboards • Reports • Construction IQ • Data connector • Digital twin</p>			
<p>Network</p>	<p>Builders network</p>			

Product innovation

Autodesk Construction Cloud

Strategic partner network

Best-in-class technology



Strategic investments & partnerships



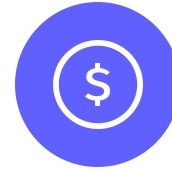
**Workflow
automation**



**Jobsite
intelligence
& productivity**



**Data
analytics**



**Project
financials
& payments**



**Supply chain &
procurement**



Building a robust ecosystem

Best of breed construction tech integrates with Autodesk Construction Cloud

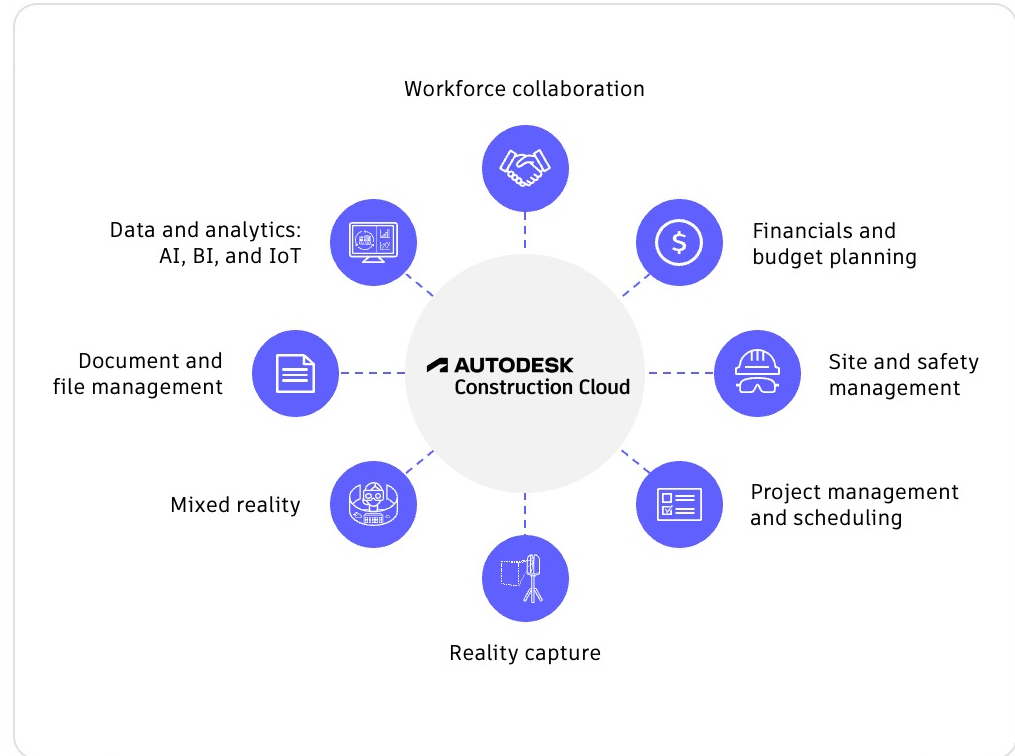
240+ direct integrations to construction products

175+ integrations compatible with Autodesk Construction Cloud

~2x Y/Y increase in ACC accounts with installed integrations

ERP and accounting solution integrations now live

- Sage 300
- Sage Intacct
- Viewpoint Vista
- JD Edwards

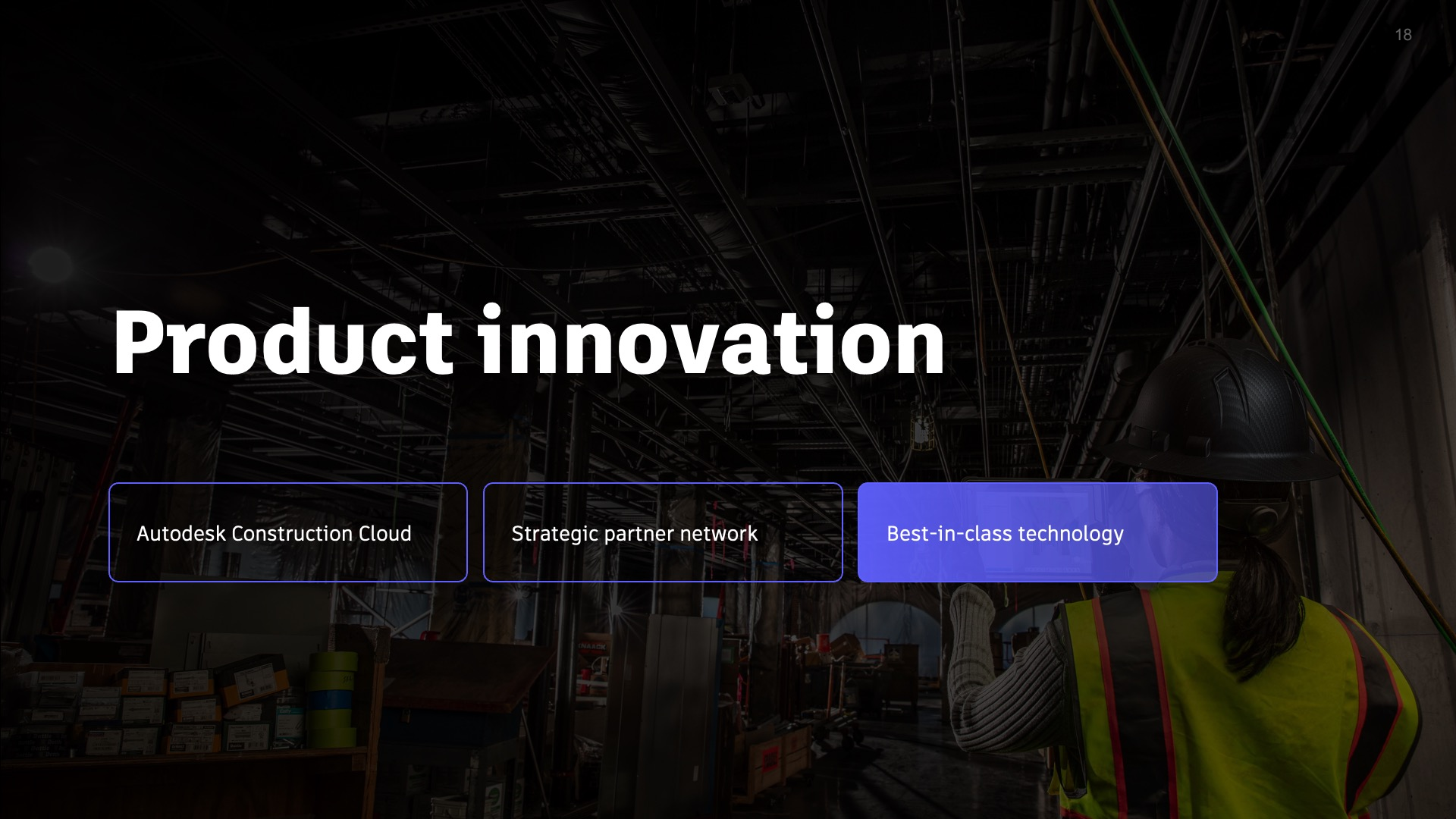


Product innovation

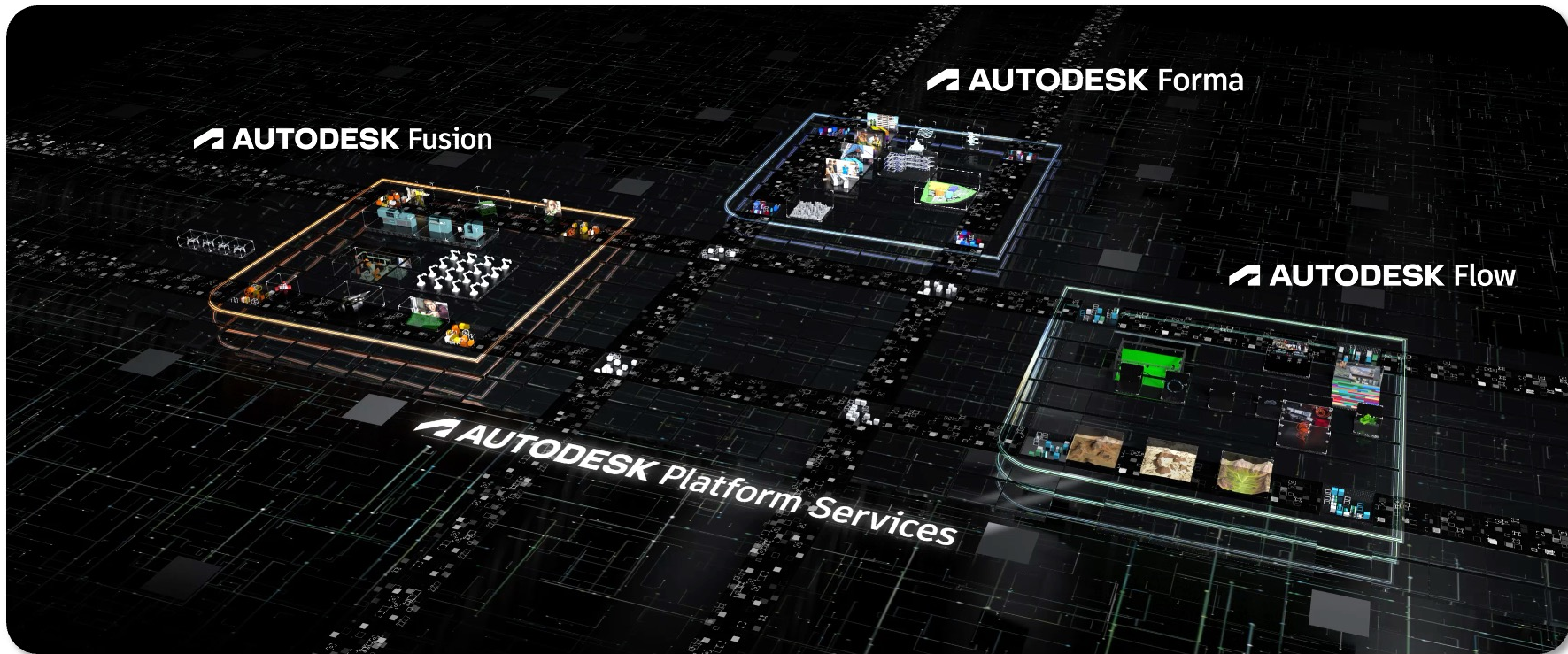
Autodesk Construction Cloud

Strategic partner network

Best-in-class technology



The power of a single platform



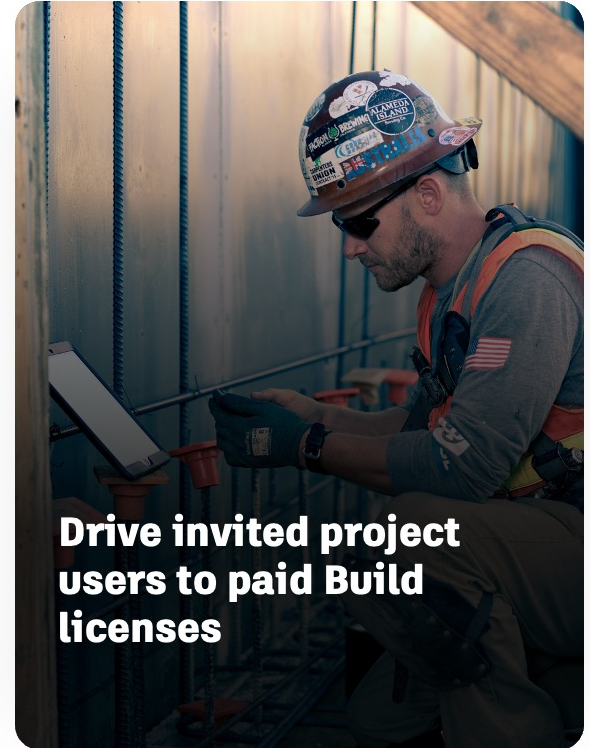
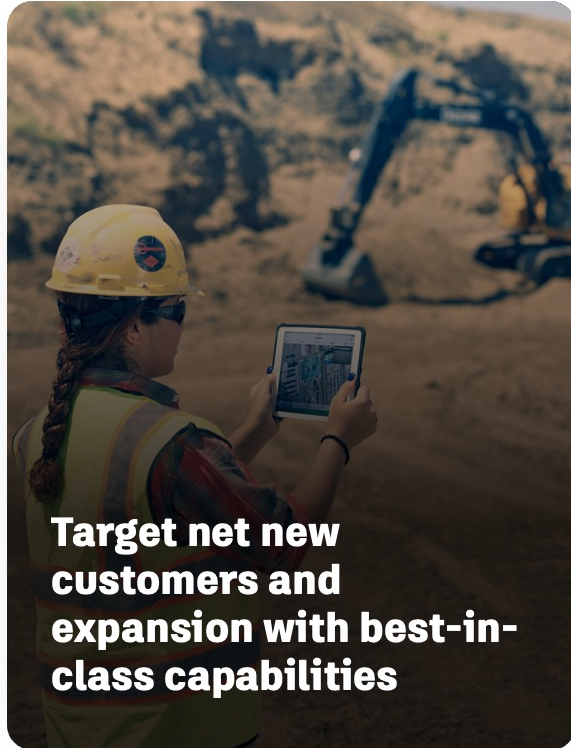
Go-to-market

Expand to new accounts

Grow with ACC

Accelerate the channel

Expand to new accounts



ACS licensing & pricing model strategy

Industry leading licensing and pricing flexibility



Flex licenses

No use restriction on accounts
or projects; BYOS

Consumption pricing



Single user licenses

No use restriction on accounts
or projects; BYOS

Per user pricing



Account licenses

No use restriction on accounts
or projects; BYOS

Value-based pricing

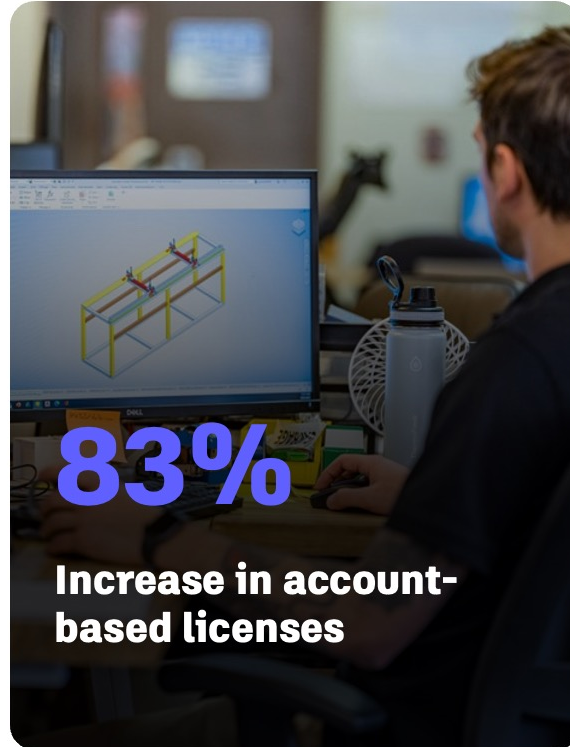
Go-to-market

Expand to new accounts

Grow with ACC

Accelerate the channel

Grow with Autodesk Construction Cloud



Packaging strategy

Free

Good

Better

Best

Unlicensed or Unpaid capability offerings

Access to functionality from outside the platform or in limited ways within the platform that expose the platform opportunity and encourage collaboration

Individual workflow capability offerings

Most foundational and accessible entry points to ACC for all company types and departments

Grouped workflow capabilities offerings

Enhance capabilities from “Good” offerings to demonstrate the power of the connected data platform in ways that highlight the needs for specific customer types and departments

All workflow capabilities offering

Every ACC capability to unlock full lifecycle construction management

Go-to-market

Expand to new accounts

Grow with ACC

Accelerate the channel

Strength in the channel

 **AUTODESK**
Reseller

- Autodesk Docs
- Autodesk Collaborate

 **AUTODESK**
Construction specialized reseller

- Autodesk Docs
- Autodesk Collaborate
- Autodesk TakeOff
- Autodesk Assemble
- Autodesk Build

 **AUTODESK** Construction Cloud
Elite partner

- Autodesk Docs
- Autodesk Collaborate
- Autodesk TakeOff
- Autodesk Assemble
- Autodesk Build
- Account-based Products
- Account-based Bundles

Channel partner wins



Channel partner opportunity



~75K

**"Construction service provider" Autodesk design
customers not using construction cloud offerings**

Customer success

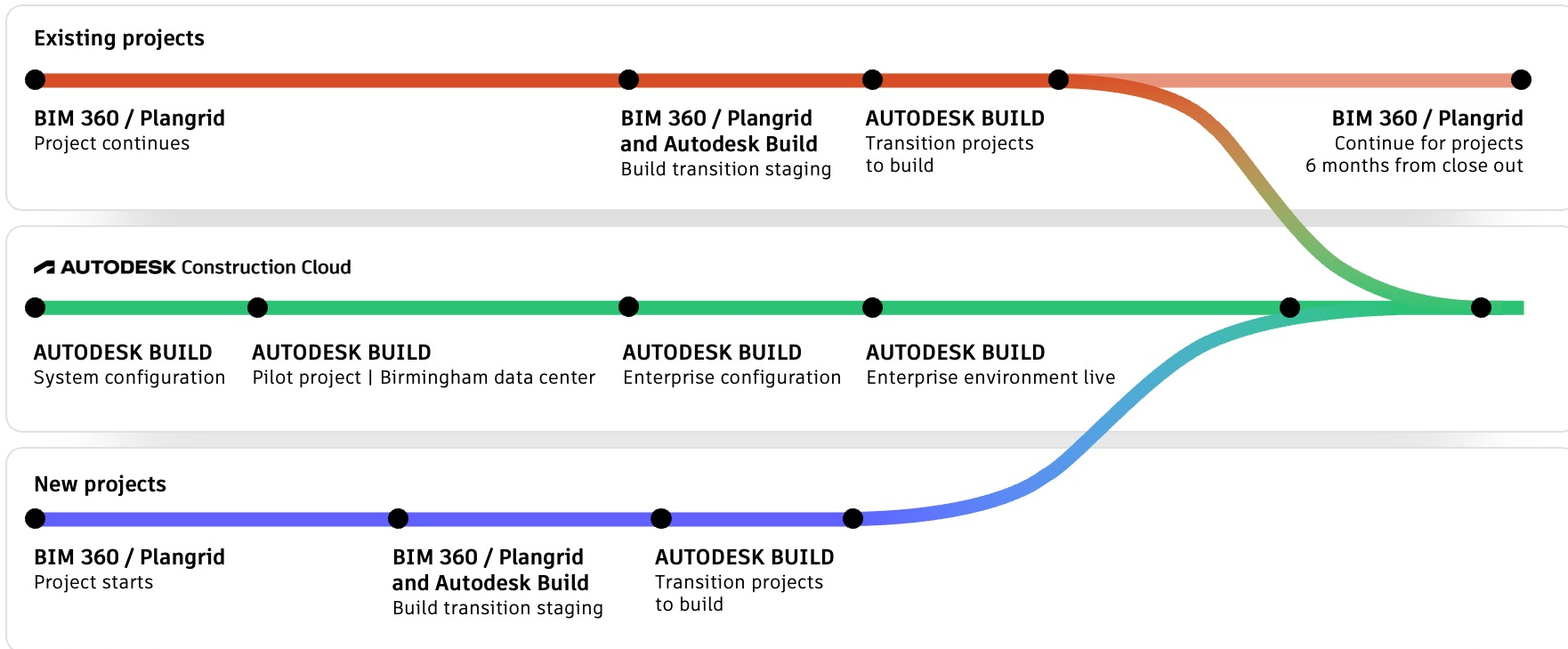
Customer transition to ACC

Proactive adoption & support

Strategic Partnership

Transition management

Transition to Autodesk Build



Customer success

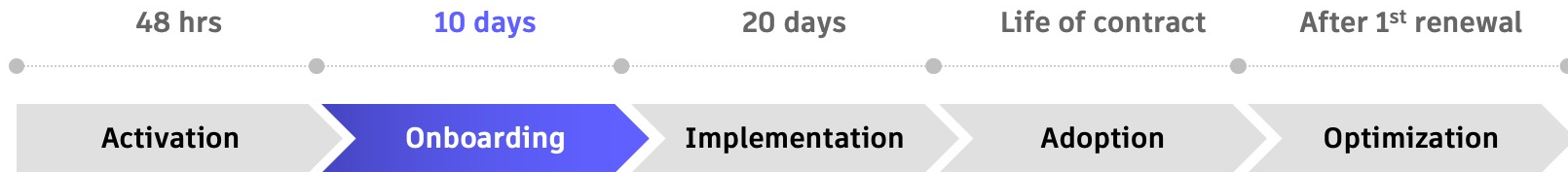
Customer transition to ACC

Proactive adoption & support

Strategic Partnership

AUTODESK Construction Cloud

Proactive onboarding



Objective

Seamless activation

Scaling deployment

Product configuration

Measure success

Processes refinement

Free entitlements for all customers

Always-on support

eLearning

Experience and feedback

Timeline is an approximation and not guaranteed

**Product Configuration requires services contract

Customer success

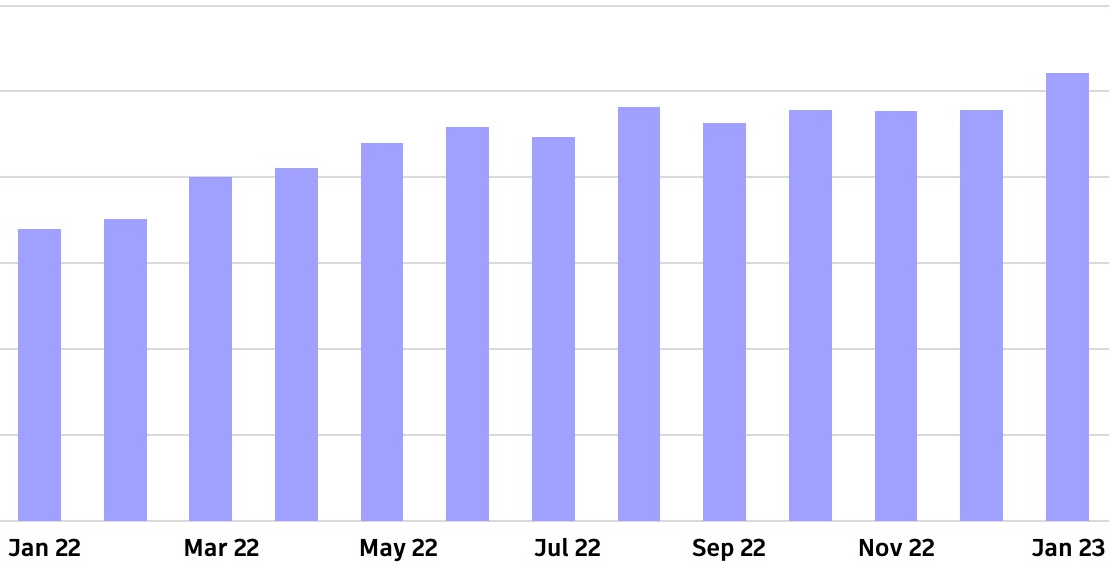
Customer transition to ACC

Proactive adoption & support

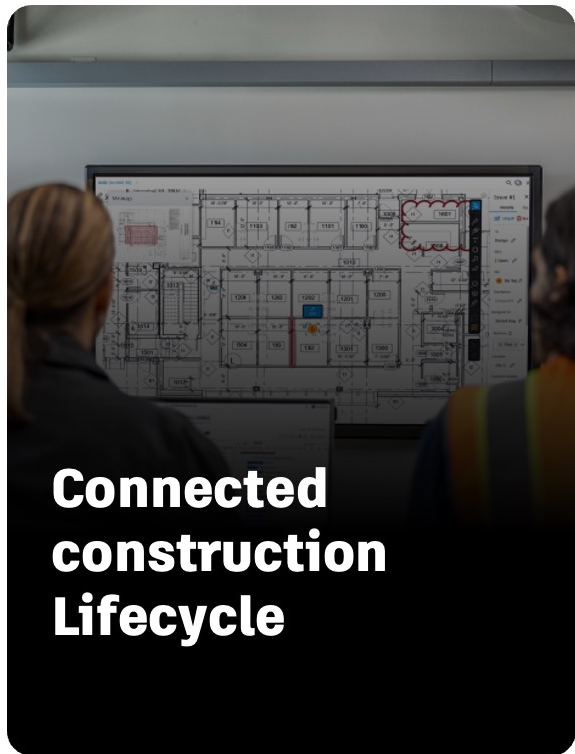
Strategic Partnership

Messer

MAU Growth



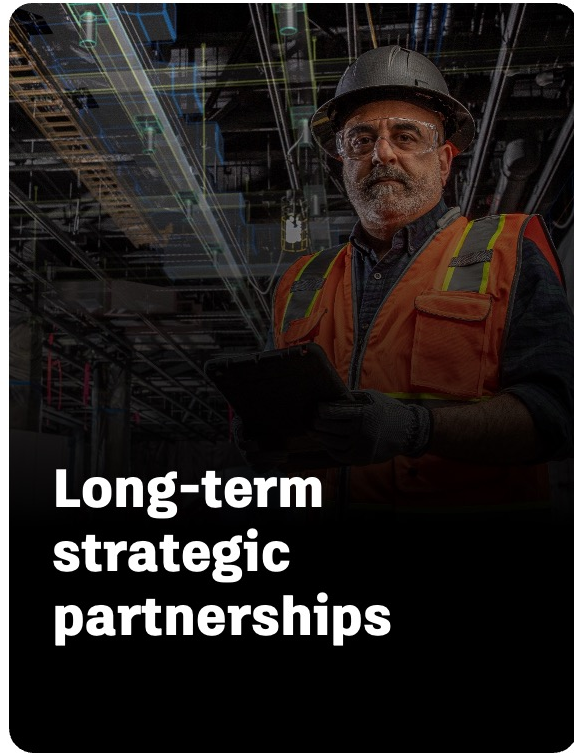
Why we win in Construction



**Connected
construction
Lifecycle**



**Global go-to-
market strategy**



**Long-term
strategic
partnerships**

