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.
Five Years & Five Outcomes

Andrew Anagnost
President & CEO | @andrew_anagnost
New Leadership Team
New Strategic Priorities
Increased Executional Focus
New Leadership Team
New Strategic Priorities
Increased Executional Focus

25% ARR Growth Y/Y
5% ARPS Growth Y/Y
42%+ Stock Price Growth Y/Y
Progress Since Last Investor Day

**ARR**
Annualized Recurring Revenue

**ARPS**
Annualized Revenue Per Subscription

**Subscriptions**
Product, EBAs* and Maintenance

*Enterprise Business Agreements
FIVE YEARS
FIVE OUTCOMES
Completed the subscription transition

Digitized the company

Driven BIM through the entire design & make process for AEC

Automated the process of design for manufacturability in manufacturing

Converged construction and manufacturing to a new paradigm
Completed the subscription transition.

Digitized the company.

Driven BIM through the entire design & make process for AEC.

Automated the process of design for manufacturability in manufacturing.

Converged construction and manufacturing to a new paradigm.
CREATING VALUE
FOR OUR CUSTOMERS & OURSELVES
Autodesk Goals through FY20

24% CAGR FY16-FY20

3% CAGR FY16-FY20

20% CAGR FY16-FY20

ARR
Annualized Recurring Revenue

ARPS
Annualized Revenue Per Subscription

Subscriptions
Product, Cloud, EBAs* and Maintenance

*Enterprise Business Agreements
Autodesk Goals through FY20

Annualized Revenue Per Subscription (ARR)

Annualized Recurring Revenue (ARR)

Product, Cloud, EBAs* and Maintenance

FREE CASH FLOW IN FY20

$1.4B

CAGR FY16-FY20

CAGR FY16-FY20

CAGR FY16-FY20

24%

3%

20%

FY16
FY17
FY18
FY19
FY20
Autodesk Goals through FY20

25% CAGR FY16-FY20

6% CAGR FY16-FY20

18% CAGR FY16-FY20

ARR
Annualized Recurring Revenue

ARPS
Annualized Revenue Per Subscription

Subscriptions
Product, Cloud, EBAs* and Maintenance

*Enterprise Business Agreements
Autodesk Goals through FY20

FREE CASH FLOW IN FY20

$1.4B

ARR
Annualized Recurring Revenue

Subscriptions
Product, Cloud, EBAs* and Maintenance

ARR
Annualized Revenue Per Subscription

CAGR
Compound Annual Growth Rate

*Enterprise Business Agreements
How We’ll Get There: FY20

ARR

25% CAGR

$1.4B

$3.4B

$6B
$5B
$4B
$3B
$2B
$1B
$0B
FY16
FY20E

Subscriptions

18% CAGR

2.6M

4.9M

$6M
$5M
$4M
$3M
$2M
$1M
$0M
FY16
FY20E

ARPS

$750-$800
Core FY20
(Product + EBA* + Maintenance)

$200-$250
Cloud FY20

$675-$725
Total FY20

*Enterprise Business Agreements
How We’ll Get There: FY23

ARR

18% CAGR

$3.4B

$5.6B

Subscriptions

12% CAGR

4.9M

7.0M

ARR

$3.4B

$5.6B

Core FY23 (Product + EBA* + Maintenance)

$900-$950

Subscriptions

$300-$350

Cloud FY23

$775-$825

Total FY23

*Enterprise Business Agreements
COMPLETED THE SUBSCRIPTION TRANSITION

DIGITIZED THE COMPANY

DRIVEN BIM THROUGH THE ENTIRE DESIGN & MAKE PROCESS FOR AEC

AUTOMATED THE PROCESS OF DESIGN FOR MANUFACTURABILITY IN MANUFACTURING

CONVERGED CONSTRUCTION AND MANUFACTURING TO A NEW PARADIGM
COMPLETED THE SUBSCRIPTION TRANSITION

DIGITIZED THE COMPANY

DRIVEN BIM THROUGH THE ENTIRE DESIGN & MAKE PROCESS FOR AEC

AUTOMATED THE PROCESS OF DESIGN FOR MANUFACTURABILITY IN MANUFACTURING

CONVERGED CONSTRUCTION AND MANUFACTURING TO A NEW PARADIGM
COMPLETED THE SUBSCRIPTION TRANSITION

DIGITIZED THE COMPANY

DRIVEN BIM THROUGH THE ENTIRE DESIGN & MAKE PROCESS FOR AEC

AUTOMATED THE PROCESS OF DESIGN FOR MANUFACTURABILITY IN MANUFACTURING

CONVERGED CONSTRUCTION AND MANUFACTURING TO A NEW PARADIGM
COMPLETED THE SUBSCRIPTION TRANSITION

DIGITIZED THE COMPANY

DRIVEN BIM THROUGH THE ENTIRE DESIGN & MAKE PROCESS FOR AEC

AUTOMATED THE PROCESS OF DESIGN FOR MANUFACTURABILITY IN MANUFACTURING

CONVERGED CONSTRUCTION AND MANUFACTURING TO A NEW PARADIGM
COMPLETED THE SUBSCRIPTION TRANSITION

DIGITIZED THE COMPANY

DRIVEN BIM THROUGH THE ENTIRE DESIGN & MAKE PROCESS FOR AEC

AUTOMATED THE PROCESS OF DESIGN FOR MANUFACTURABILITY IN MANUFACTURING

CONVERGED CONSTRUCTION AND MANUFACTURING TO A NEW PARADIGM
FIVE YEARS
Agenda

Lisa Campbell, SVP Business Strategy & Marketing
Construction & Manufacturing Opportunities

Scott Reese, SVP Manufacturing, Construction & Production
Next Generation Construction & Manufacturing Solutions

Steve Blum, SVP Worldwide Field Operations
Delivering ARR Growth

Scott Herren, Chief Financial Officer
Path to FY20 Goals & Beyond

Andrew Anagnost, President & CEO
Closing Remarks