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.
Reconciliation of GAAP Financial Measures to Non-GAAP Financial Measures (In millions, except per share data)

To supplement our consolidated financial statements presented on a GAAP basis, we provide investors with certain non-GAAP measures including non-GAAP net income per share, non-GAAP operating margin, non-GAAP spend and free cash flow. For our internal budgeting and resource allocation process and as a means to evaluate period-to-period comparisons, we use non-GAAP measures to supplement our consolidated financial statements presented on a GAAP basis. These non-GAAP measures do not include certain items that may have a material impact upon our future reported financial results. We use non-GAAP measures in making operating decisions because we believe those measures provide meaningful supplemental information regarding our earning potential and performance for management by excluding certain expenses and charges that may not be indicative of our core business operating results. For the reasons set forth below, we believe these non-GAAP financial measures are useful to investors both because (1) they allow for greater transparency with respect to key metrics used by management in its financial and operational decision-making and (2) they are used by our institutional investors and the analyst community to help them analyze the health of our business. This allows investors and others to better understand and evaluate our operating results and future prospects in the same manner as management, compare financial results across accounting periods and to those of peer companies and to better understand the long-term performance of our core business. We also use some of these measures for purposes of determining company-wide incentive compensation.

There are limitations in using non-GAAP financial measures because non-GAAP financial measures are not prepared in accordance with GAAP and may be different from non-GAAP financial measures used by other companies. The non-GAAP financial measures are limited in value because they exclude certain items that may have a material impact upon our reported financial results. In addition, they are subject to inherent limitations as they reflect the exercise of judgments by management about which charges are excluded from the non-GAAP financial measures. We compensate for these limitations by analyzing current and future results on a GAAP basis as well as a non-GAAP basis and also by providing GAAP measures in our public disclosures. The presentation of non-GAAP financial information is meant to be considered in addition to, not as a substitute for or in isolation from, the directly comparable financial measures prepared in accordance with GAAP. We urge investors to review the reconciliation of our non-GAAP financial measures to the comparable GAAP financial measures included below, and not to rely on any single financial measure to evaluate our business.

The following slides shows Autodesk's non-GAAP results reconciled to GAAP results included in this presentation.
Closing Remarks

Andrew Anagnost
President & CEO | @andrew_anagnost
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
On Track to Free Cash Flow of $1.4B in FY20
How We’ll Get There: FY20

**ARR**
- FY16: $1.4B
- FY20: $3.4B
- 25% CAGR

**Subscriptions**
- FY16: 2.6M
- FY20: 4.9M
- 18% CAGR

**ARPS**
- Core FY20
  - FY20E: $200-$250
- Cloud FY20
  - FY20E: $675-$725
- Total FY20
  - FY20E: $750-$800

*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
Increasing Self-Service

Median resolution time reduced from hours to minutes

Median Resolution Time

Based on Requests for Previous Version Serial Number
Digital Sales Approach
Engine of net-new and higher value sales

DIGITAL ENGINE
- e-Store
- Knowledge Network
- Chat & Info
- Webinars
- Trials

INSIDE TEAMS
- Sales
- Technical Sales
- Marketing & Nurturing
- Support
- Customer Success
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
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.

Source: Cambashi and Oxford Economics
LEADERSHIP IN BIM

CLOUD CONSTRUCTION PLATFORM

MANUFACTURING EXPERTISE

BIM DATA AT THE CENTER

END-TO-END AEC WORKFLOW

INDUSTRIALIZED CONSTRUCTION
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
$16B
Existing TAM in Design by 2020

+ $11B
New TAM in Manufacturing 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.
CONVERGENCE OF DESIGN & MAKE

REAL GENERATIVE ALGORITHMS

WINNING HEARTS & MINDS

TECHNOLOGY LEADERSHIP

SEVEN YEAR HEAD START

PLATFORM SEVEN YEAR HEAD START

CONVERGENCE OF DESIGN & MAKE
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
DESIGN & MAKE
How We’ll Get There: FY23

ARR

18% CAGR

<table>
<thead>
<tr>
<th>Year</th>
<th>Core FY23 (Product + EBA* + Maintenance)</th>
<th>Cloud</th>
<th>Total FY23</th>
</tr>
</thead>
<tbody>
<tr>
<td>FY20E</td>
<td>$3.4B</td>
<td></td>
<td>$4.9M</td>
</tr>
<tr>
<td>FY23E</td>
<td>$5.6B</td>
<td></td>
<td>$7.0M</td>
</tr>
</tbody>
</table>

Subscriptions

12% CAGR

<table>
<thead>
<tr>
<th>Year</th>
<th>Core FY23 (Product + EBA* + Maintenance)</th>
<th>Cloud</th>
<th>Total FY23</th>
</tr>
</thead>
<tbody>
<tr>
<td>FY20E</td>
<td>$5.6B</td>
<td></td>
<td>4.9M</td>
</tr>
<tr>
<td>FY23E</td>
<td>$7.0M</td>
<td></td>
<td>7.0M</td>
</tr>
</tbody>
</table>

ARPS

Core FY23 (Product + EBA* + Maintenance)

- $900-$950

Cloud FY23

- $300-$350

Total FY23

- $775-$825

*Enterprise Business Agreements