SAFE HARBOR

Each of the presentations today will contain forward looking statements about strategies, products, future results, performance or achievements, financial and otherwise, including statements regarding our business model transformation, guidance for the fourth quarter of fiscal year 2017, our long term financial goals, our M&A strategy, our capital allocation, 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, ARR, ARPS, billings, revenue, deferred revenue, operating margins and cash flow growth; difficulty in predicting those financial metrics from new businesses; failure to maintain spend management; failure to successfully manage transitions to new business models and markets, including the introduction of additional ratable revenue streams, our continuing efforts to attract customers to our cloud-based offerings; failure to successfully expand adoption of our products; and any worsening in the macro economy or increase in protectionism.

A discussion of factors that may affect future results is contained in our most recent SEC 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 this presentation are being made as of the time and date of its live presentation. If these presentations are reviewed after the time and date of the live presentations, 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.
Expanding Our Opportunity

AMAR HANSPAL
SVP, Products
Manufacturing 2.0 Opportunity
$13T GDP

The TAM numbers presented are estimates & are likely understated given the impact of piracy rates, availability of free software, in-house development & other variables.

31,000 New products added to the market every month
$13 Billion

5M+ Addressable Users

$9.1B Design end user expenditure

$2.8B PLM end user expenditure

$1.2B Manufacture and production expenditure

The TAM numbers presented are estimates & are likely understated given the impact of piracy rates, availability of free software, in-house development & other variables.
Dassault Systems

- 3D market leader
- Focused on high-end 3D Experience
- Solidworks install base opportunity

Siemens

- Enterprise PLM leader
- Focused on digital factory & industry 4.0
- Solid Edge user base opportunity

Ansys

- Simulation leader
- Focused on high end analysis
- Minimal inroads in CAD market
Driving Competitive Advantage

Innovation  Time to Market  Quality
Digital Manufacturing

- Mass Customization
- Supplier Collaboration
- New Methods
- New Materials
- On-demand Manufacturing
- Specialized products
- Weak integration
- Minimal collaboration
- High deployment costs
- Connected
- Integrated
- Instant-on
“...Fusion 360 is a radical departure from current generation systems. The result is a dramatic increase in ideation and more profound exploration of form and function...”

Alan Guyan
Technical Design Director

John Hamilton
Design Director

“In Fusion 360 we found a solution that is cross platform/cross device, that allows for creative freedom of flexibility, an enabler for rapid prototyping, developed by a team that has given thought to the future process of design.”

Ken Merdan
Director of Global R&D

“...Fusion 360 allows teams to vet many more design options and ultimately make a better decision faster.”
New Users

Start-Ups

Next Generation

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Accelerating Rate of Adoption
Disrupting Manufacturing

Product Integration

First to Cloud

Growing Momentum

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Construction Opportunity
$10T
Global Economic Activity

1,000
Buildings per Day

The TAM numbers presented are estimates and are likely underestimated given the impact of piracy rates, availability of free software, in-house development & other variables.
$10 Billion

220M+ Workers

1.2% of revenue on IT spend

40% of construction materials become waste

77% of projects run over schedule

The TAM numbers presented are estimates and are likely underestimated given the impact of piracy rates, availability of free software, in-house development, and other variables.
$16 Billion

300M+ Workers

1.8% of revenue on IT spend

80% Construction companies providing smartphones and laptops

$1.2T Yearly savings through digitalization of construction

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Analog to Digital
Building Information Modeling
Cloud, Mobile & Big Data
“...BIM saves time and money. The ability to enter the 3D model helps construction teams envision exactly how to do their work and what it should look like when it’s done.”

Eric Kelney  
Senior Integrated Construction Manager

“If you can harvest the power of visualization, you can revolutionize how project teams work together, and put work in place. And that defines the future of construction.”

John Jacobs  
Chief Information Officer

“Today, with schedules being slimmed and the need to get more done faster, we need to get information flowing and live with no restraints. With BIM 360... information that you used to have to wait for is now all live.”

Clayton Walder  
VDC Manager
Growing from Enterprise to Mid-Market
Winning in Construction

BIM Adoption  Cloud Leadership  Industry Reputation

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Key Takeaways

- Two clear opportunities
  - Manufacturing 2.0
  - Construction
- Cloud gives Autodesk the advantage
- Building momentum & poised to win