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 2020; 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, margins and cash flow growth; difficulty in predicting those financial and performance metrics; failure to maintain spend management; 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 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.
Entering the Growth Phase

Andrew Anagnost
President & CEO | @andrew_anagnost
FIVE YEARS
FIVE OUTCOMES
DESIGN & MAKE
MORE IS INEVITABLE
LESS IS A REALITY
THE OPPORTUNITY OF BETTER
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
FY19: A Year of Execution & Milestones

- 34% ARR GROWTH Y/Y
- 4.3M TOTAL SUBSCRIPTIONS
- $2.6B TOTAL REVENUE
- 95% RECURRING REVENUE
- $310M FREE CASH FLOW
Subscription Revenue Represents 75% of Total
Total ARR Continues to Grow Rapidly

95%

GROWTH SINCE FY16
Positioned to Achieve FY20 Free Cash Flow Goal

Free Cash Flow

FY14 FY15 FY16 FY17 FY18 FY19 FY20E

$1.5B $1.35B

$1.0B $0.5B $0.0B
More Value with Autodesk Subscription
Subscribers Can Share Any Time on Any Device

AUTODESK® MOLDFLOW®
AUTODESK® POWERMILL®
AUTODESK® VRED®
AUTODESK® 3DS MAX®

AUTODESK® INVENTOR®
AUTODESK® VAULT
AUTODESK® AUTOCAD®
AUTODESK® CIVIL 3D®
AUTODESK® INFRAWORKS®
Continuous Updates
Multi-Platform AutoCAD
~100%

GROWTH IN COLLECTION SUBSCRIPTIONS Y/Y
$1.35B
FREE CASH FLOW IN FY20E
More Active Users than Subscriptions Today

4M Subscriptions
18M Active Users
COMPLETED THE SUBSCRIPTION TRANSITION

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CONVERGED CONSTRUCTION AND MANUFACTURING TO A NEW PARADIGM
4X

E-COMMERCE SALES GROWTH FY17-FY19
Personalized User Management: Identity Based
Greater Insight for Customers: Understanding Use
Greater Insight for Autodesk: Non-Paying Users
Unifying Our Data Platform for Greater Insights and Automation

- **CUSTOMERS**
  - Usage and adoption (Autodesk Account)
  - Outcomes and predictive analytics (Construction IQ)
  - Performance against goals

- **ANALYTICS & INSIGHTS**

- **SALES & MARKETING**
  - What customers use
  - How they use it
  - How we can help

- **PRODUCTS**
  - Machine assisted, multi-discipline collaboration (Artificial Intelligence)
  - Real-time design and make options (Generative Design)
  - Removing repetitive tasks
Robust Platforms are Becoming Inexpensive and Ubiquitous (Data, Machine Learning, AR/VR)
COMPLETED THE SUBSCRIPTION TRANSITION

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CONVERGED CONSTRUCTION AND MANUFACTURING TO A NEW PARADIGM
28%

GROWTH IN REVIT
MONTHLY ACTIVE USERS Y/Y
~80% GROWTH IN BIM 360 MONTHLY ACTIVE USERS Y/Y
BIM Mandate Momentum
Revit Represents Over 85% of BIM Jobs

The 20 hottest job skills in 2019 that will get you hired

PUBLISHED TUE, FEB 12 2019 • 10:31 AM EST

10. Invision
11. Employee training
12. Kubernetes
13. OAuth
14. Autodesk Revit
15. App store optimization
16. App usability analysis
17. Vue.js framework
18. Learning Management Solution consulting
19. 3D scanning
20. React.js framework
Establishing Leadership in Construction
Establishing Leadership in Construction

AUTODESK® REVIT®

AUTODESK® BIM 360™

assemble

PlanGrid

BUILDING CONNECTED
Digital Transformation is an Imperative for the Entire AEC Industry
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
Driving Innovation on Parts & Assemblies
Optimizing Entire Systems
Enabling Innovation in Traditional Industries
~40%

GROWTH IN FUSION 360
MONTHLY ACTIVE USERS Y/Y
"\sim 360K"

FUSION 360 MONTHLY ACTIVE USERS
Generative Design is Driving a Convergence of Design and Make Decisions

Image courtesy of General Motors
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
Configuring Buildings Like Configuring Products
20% LESS EXPENSIVE  
40% LESS TIME  
40% LESS WASTE
Accelerating Growth in Industrialized Construction
Helping Manufacturers Customize More Products
Competitive Pressure is Driving Manufacturing to be More Flexible and Construction to be More Predictable
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 Business Drivers

- 4M subscriptions out of 18M active users
- Robust platforms are becoming inexpensive and ubiquitous (data, machine learning, AR/VR)
- Digital transformation is an imperative for the entire AEC Industry
- Generative design is going to drive a convergence of design and make decisions
- Competitive pressure is driving manufacturing to be more flexible and construction to be more predictable
Autodesk Investor Day 2019

Lisa Campbell, CMO
Business Strategy & Marketing
Growth Opportunities in Construction and Manufacturing

Scott Reese, SVP
Manufacturing, Cloud, and Production Products
Future of Manufacturing and Cloud

Amy Bunszel, SVP
Design & Creation Products
Core Innovations to Accelerate Growth

Steve Blum, SVP
Worldwide Field Operations
Delivering ARR Growth

Jim Lynch, VP & GM
Autodesk Construction Solutions
Positioned to Win; The Future of Construction

Scott Herren, CFO
Finance
Building Sustainable Growth