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 third and fourth quarters of fiscal year 2016, 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 and operating margins growth; 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 and our planned end of sale of perpetual licenses; failure to successfully expand adoption of our products, slowing momentum, or declines, in subscriptions, ARPS, billings, ARR, revenue, deferred revenue and operating margins; difficulty in predicting those financial metrics from new businesses; and the potential impact on our financial results from changes in our business models.

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. The forward-looking statements made in these presentations are being made as of the time and date of the live presentations. If these presentations are reviewed after the time and date of the live presentations, even if subsequently made available by us, on our Web site 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 attached Appendix for an explanation of management’s use of these measures and a reconciliation of the most directly comparable GAAP financial measures.
Driving Growth with Subscription

Andrew Anagnost
Senior Vice President, Industry Strategy & Marketing
BILLINGS MODEL: FY14

12%  =  20%  +  50%

More Growth
Measured by billings CAGR

More Value
Measured by value per account

More Subscriptions
Measured by subscription growth

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BILLINGS GROWTH

Average Y/Y growth CC Q1 FY15 to Q2 FY16

17%
EXCEEDING SUBSCRIPTION GOALS
MAINTENANCE GROWTH

Subscriptions

Q1 FY15  Q2 FY15  Q3 FY15  Q4 FY15  Q1 FY16  Q2 FY16
DESKTOP SUBSCRIPTION GROWTH
CLOUD SUBSCRIPTION GROWTH
BILLINGS NO LONGER MEASURE SUCCESS DURING THE TRANSITION
SUBSCRIPTION MODEL: FY16

ARR
Annualized Recurring Revenue

= x

ARPS
Annualized Revenue per Subscription

SUBSCRIPTIONS
Desktop, Cloud, EBAs* and Maintenance

*Enterprise Business Agreements
SUBSCRIPTION MODEL: FY16

ARR
Annualized Recurring Revenue

ARPS
Annualized Revenue per Subscription

SUBSCRIPTIONS
Desktop, Cloud, EBAs* and Maintenance

*Enterprise Business Agreements
SUBSCRIPTION MIX: FY16

- Cloud Subscription
- LT Family Maintenance
- LT Family Subscription
- Standalone/Suites Maintenance
- Standalone/Suites Subscription

Conceptual only

ARPS: Average Revenue Per Subscriber

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SUBSCRIPTION MIX: FY20

Conceptual only

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SUBSCRIPTION MIX: FY20

MIX DRIVES
ARPS CAGR

Cloud Subscription
LT Family Maintenance
LT Family Subscription
Standalone/Suites Maintenance
Standalone/Suites Subscription

Low ARPS
High ARPS

Conceptual only
SUBSCRIPTION MODEL: FY16

ARR
Annualized Recurring Revenue

CAGR FY16-FY20
24%

CAGR FY16-FY20
20%

SUBSCRIPTIONS
Desktop, Cloud, EBAs* and Maintenance

*Enterprise Business Agreements
DRIVING GROWTH WITH SUBSCRIPTION

MORE NEW SUBSCRIPTIONS | MORE VALUE PER ACCOUNT
MORE NEW SUBSCRIPTIONS: CONVERTING NON-SUBSCRIBERS

2.8 Million non-subscribers
MORE NEW SUBSCRIPTIONS: PROJECT-BASED AND NON-PAYING USERS

43% Global Piracy Rate
MORE NEW SUBSCRIPTIONS: MARKET EXPANSION

100M*+
Construction Potential

18M+
Product Development & Manufacturing Potential

*Internal estimate

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MORE VALUE PER ACCOUNT: NEW CLOUD SERVICES
MORE VALUE PER ACCOUNT: NEW DESKTOP SUBSCRIPTIONS

ARR
Higher Annualized Recurring Revenue
MORE VALUE PER ACCOUNT: MIGRATING MAINTENANCE BASE

ARR
Higher Annualized Recurring Revenue
SOME PROOF POINTS FOR THE GROWTH MODEL

CURRENT LT FAMILY PERFORMANCE

OPPORTUNITY FOR AUTOCAD MIGRATING MAINTENANCE BASE
START WITH LT PRODUCTS AND FINISH WITH THE PORTFOLIO
LT FAMILY PERFORMANCE TO DATE

35% ARR Growth
Q2 FY16 Y/Y

7% ARPS Growth
Q2 FY16 Y/Y

27% Subscription Growth
Q2 FY16 Y/Y
STILL MORE TO CONVERT

40% of non-subscribers are LT
AutoCAD
WHAT IF?

20% of AutoCAD non-subscribers were converted
IMPACT ON AUTOCAD BUSINESS

45% ARR Growth
21% Subscription Growth
AUTODESK SUBSCRIPTION

- Enterprise
- Multi-User
- Single-User
- Very Small Business
- Small–Medium Business
- Enterprise
AUTODESK SUBSCRIPTION

ENTERPRISE

Enterprise
- All products; consumption-based

Multi-User
- Individual & Collections

Single-User
- Individual & Collections

SMALL–MEDIUM BUSINESS

VERY SMALL BUSINESS
MORE INCENTIVES TO MOVE TO SUBSCRIPTION
ARR GROWTH: ENTERPRISE

22 of our largest customers moved from Maintenance to Token-Flex since Q2 FY15

90% overall increase in enterprise ARR Q2 FY16 Y/Y
TYPICAL 50 SEAT ACCOUNT

1.25-1.5X increase in ARR moving from Network Maintenance to Multi-User Subscription
TYPICAL 5 SEAT ACCOUNT

1.5-2X increase in ARR moving from Maintenance to Single-User Subscription
MORE FLEXIBILITY

MORE ACCESS

BETTER EXPERIENCE
DRIVING GROWTH WITH SUBSCRIPTION

MORE NEW SUBSCRIPTIONS  |  MORE VALUE PER ACCOUNT
SUBSCRIPTION MODEL

ARR
Annualized Recurring Revenue

ARPS
Annualized Revenue per Subscription

SUBSCRIPTIONS
Desktop, Cloud, EBAs* and Maintenance

*C Enterprise Business Agreements
**ARR**
Annualized Recurring Revenue

**CAGR**
24% CAGR FY16-FY20

**SUBSCRIPTIONS**
Desktop, Cloud, EBAs* and Maintenance

*Enterprise Business Agreements
MORE VALUE PER ACCOUNT

NEW CLOUD SERVICES
NEW DESKTOP SUBSCRIPTIONS
MIGRATING MAINTENANCE BASE
MORE NEW SUBSCRIPTIONS

CONVERTING NON-SUBSCRIBERS

PROJECT-BASED AND NON-PAYING USERS

MARKET EXPANSION
THE CLOUD CHANGES EVERYTHING