

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 third and fourth quarters of fiscal year 2014, our long term financial goals, 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 our revenue growth and profitability; failure to maintain cost reductions; failure to successfully manage transitions to new business models and markets, including the introduction of additional ratable revenue streams and our continuing efforts to attract customers to our cloud-based offerings; failure to successfully expand adoption of our products, slowing momentum in subscription billings or revenues; and difficulty in predicting revenue and billings 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.

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 and non-GAAP operating margin. 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.

Fueling Growth with Business Model Transformation

Andrew Anagnost

Senior Vice President, Industry Strategy & Marketing

October 2, 2013



Fueling Growth



More Growth

New offerings deliver new value, new subscribers, and billings growth



More Value

New offerings fuel more value from new and existing subscribers



More Subscribers

New business models provide access to more subscribers

Fueling Growth



More Growth

New offerings deliver new value, new subscribers, and billings growth

=



More Value

New offerings fuel more value from new and existing subscribers

+



More Subscribers

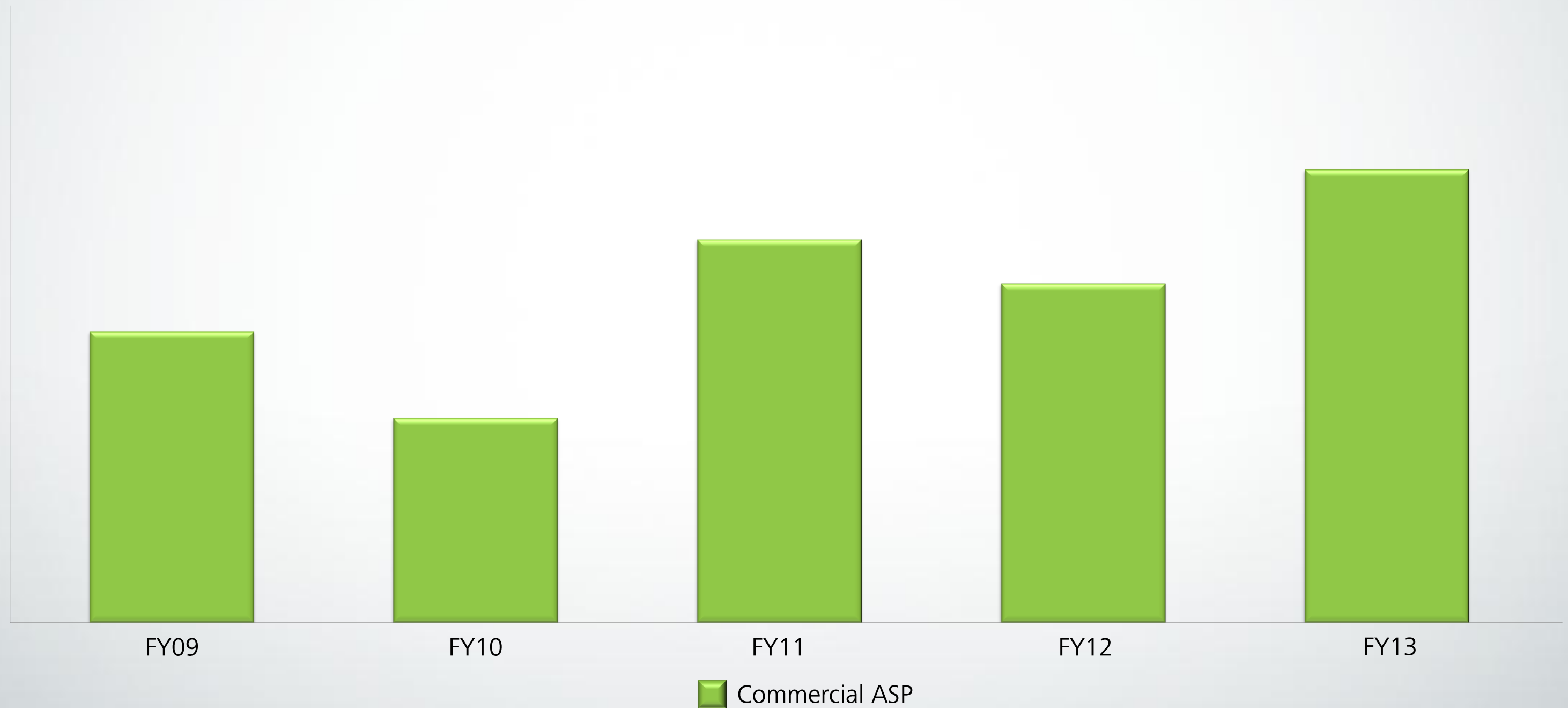
New business models provide access to more subscribers

Move from Standalone to Suites



Progress with Suites

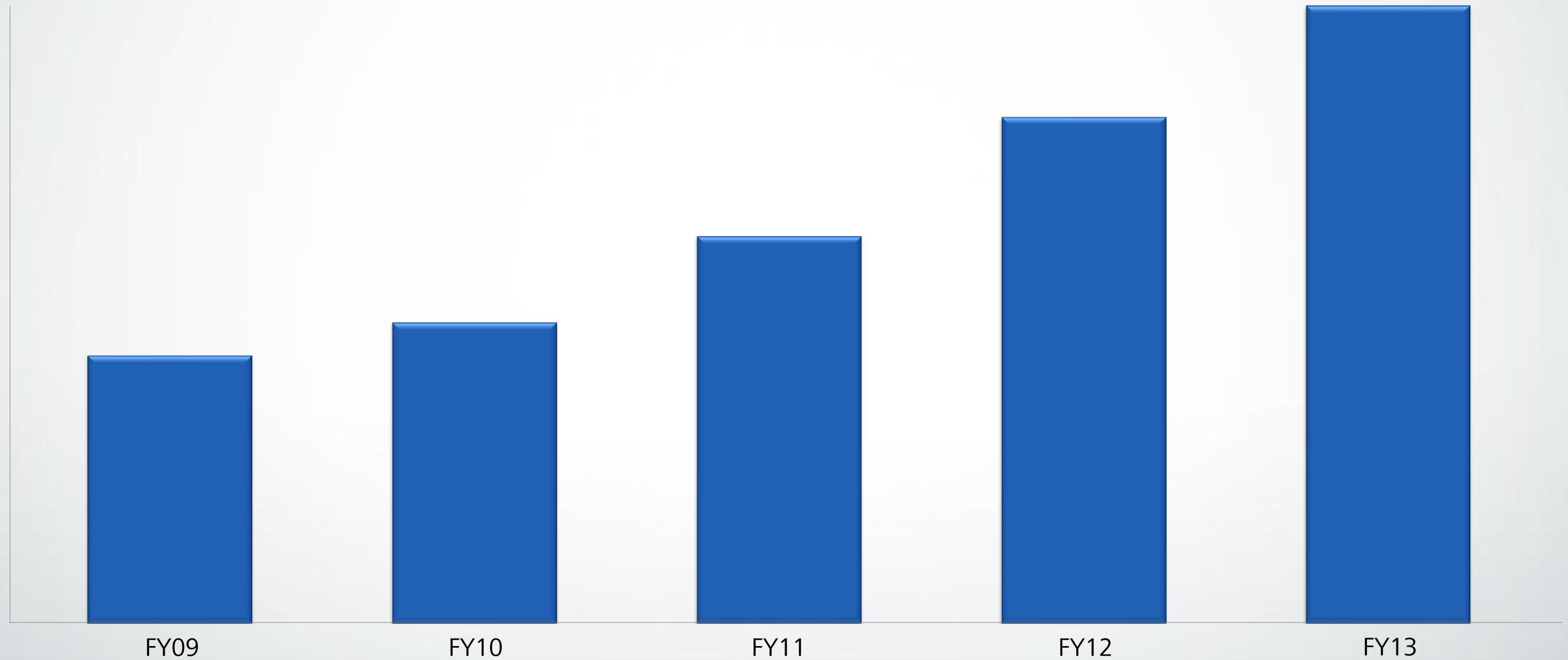
*Achieving ASP growth for new seats**



**All commercial products. Mature countries (excluding LT Family, Multi-Flex, consulting, and Sketchbook)*

Progress with Suites

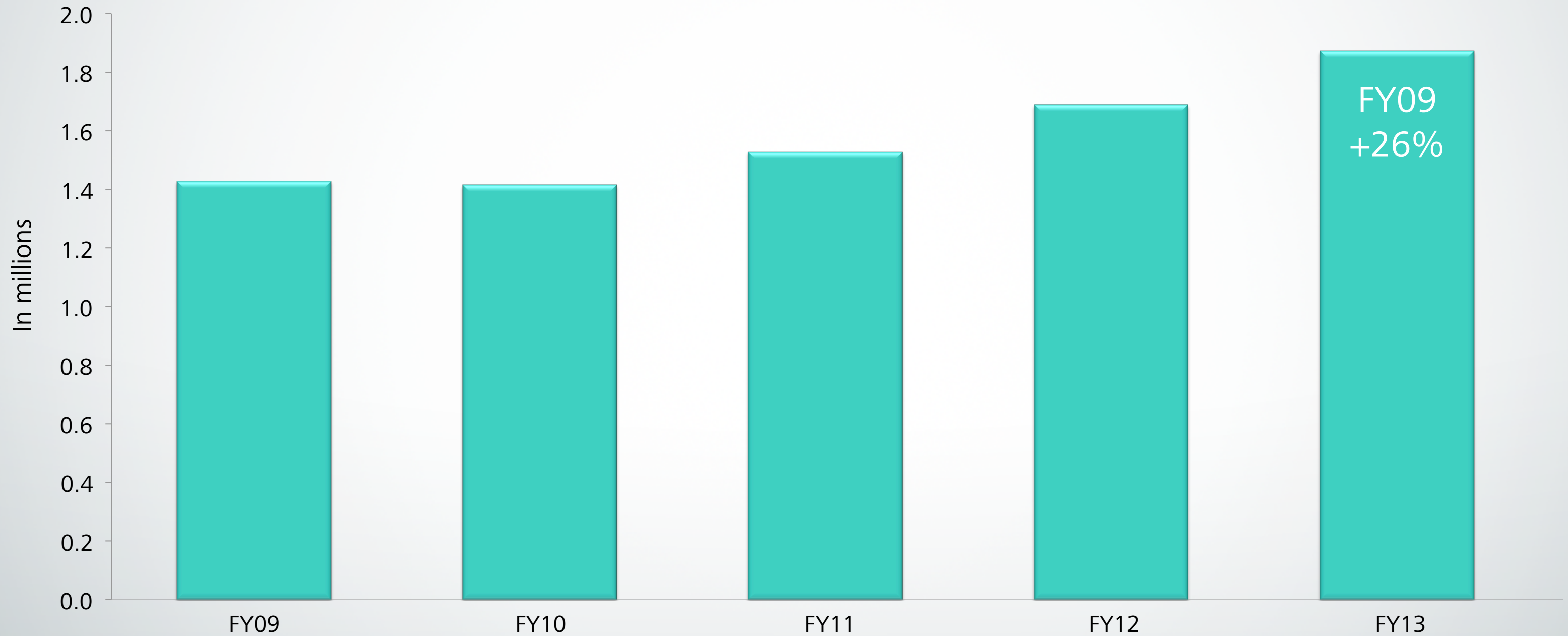
*Overachieving targets for Maintenance Subscription ASP growth**



**All commercial products. Mature countries (excluding LT Family, Multi-Flex, consulting, and Sketchbook)*

Suites Drive Subscriber Commercial Growth

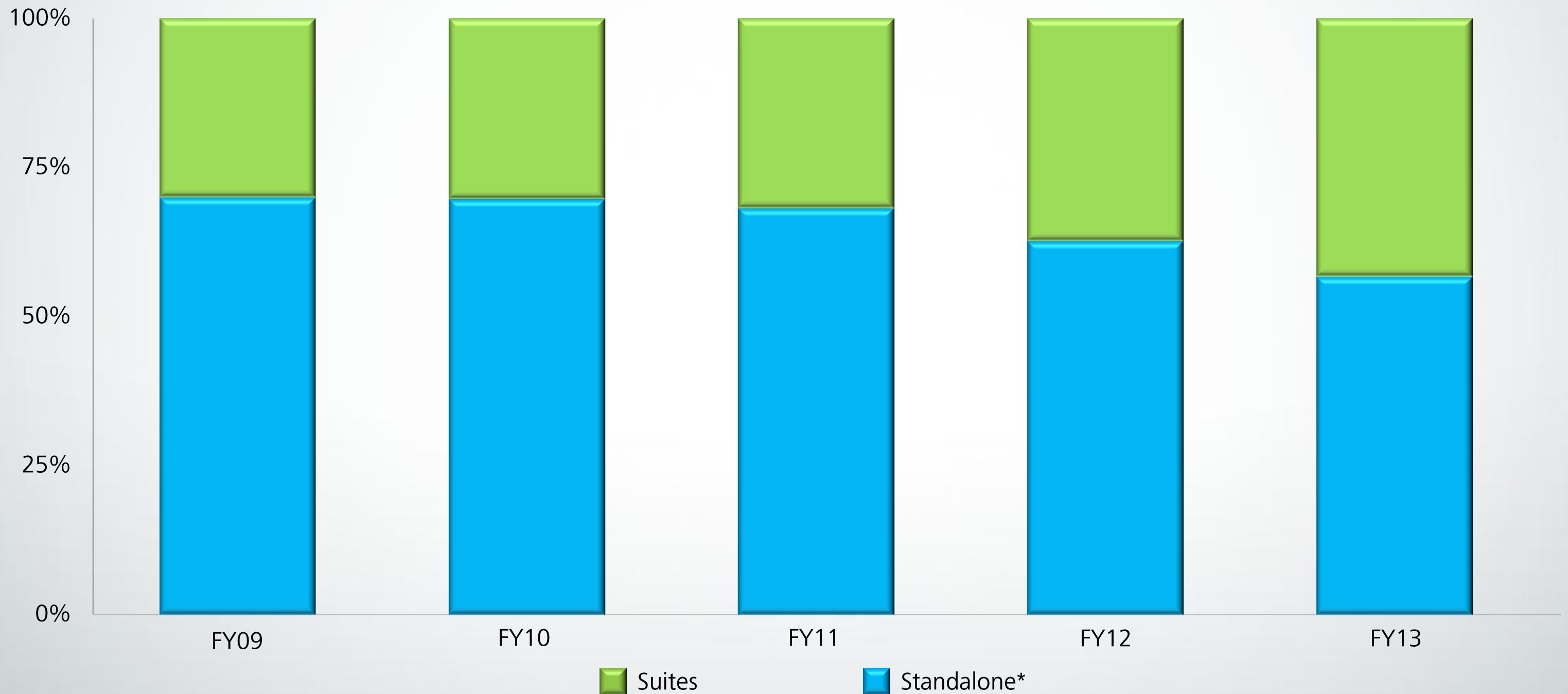
*Maintenance Subscription install base grew larger than originally modeled**



**All commercial Maintenance Subscribers (excluding Multi-Flex)*

Progress with Suites

*Shift in billings mix from standalone to Suites**

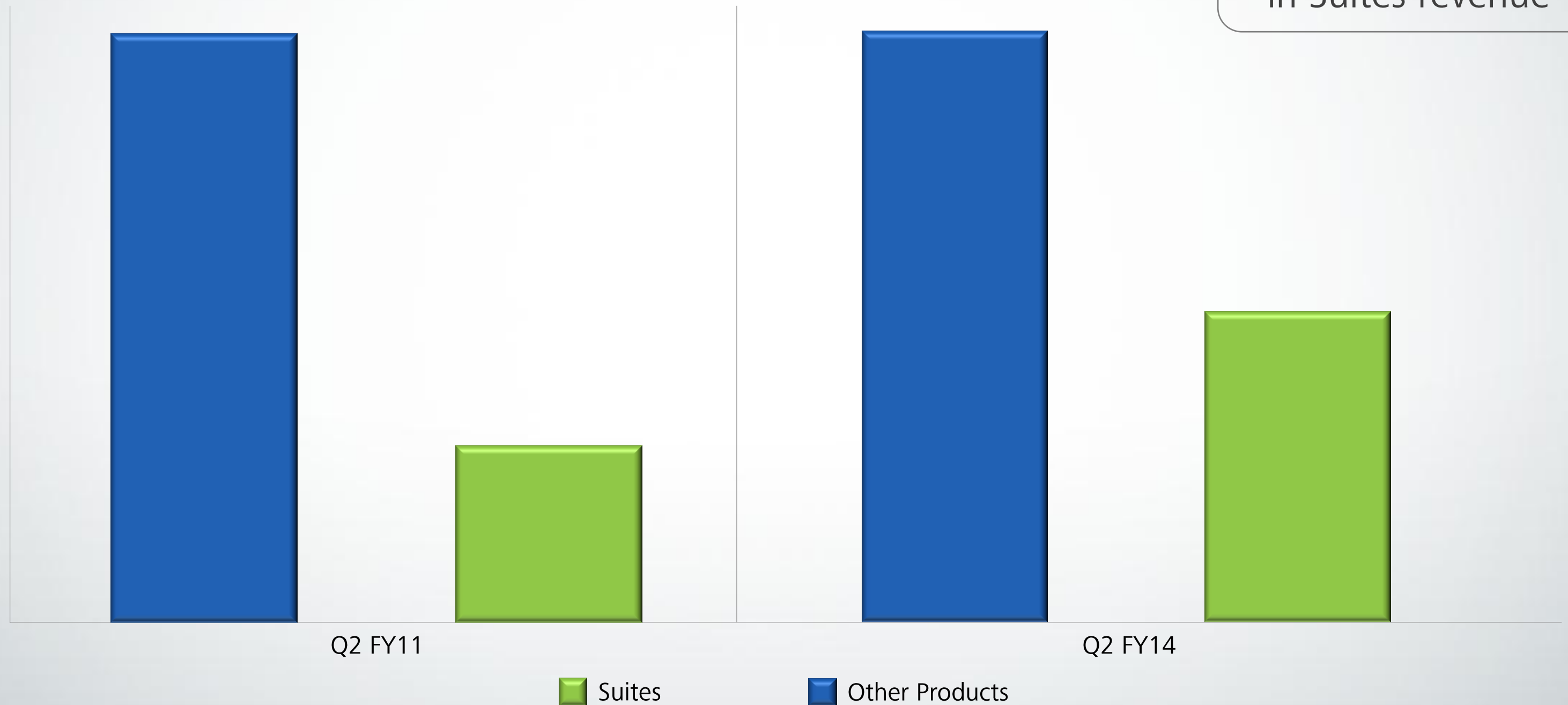


**Worldwide billing trend for Suites (excluding Education and LT Family) vs. Standalone Products (Standalone Products embedded in Suites)*

Suites Drive Revenue Growth

Suites revenue comparison

77% growth
in Suites revenue



Re-ignite Growth

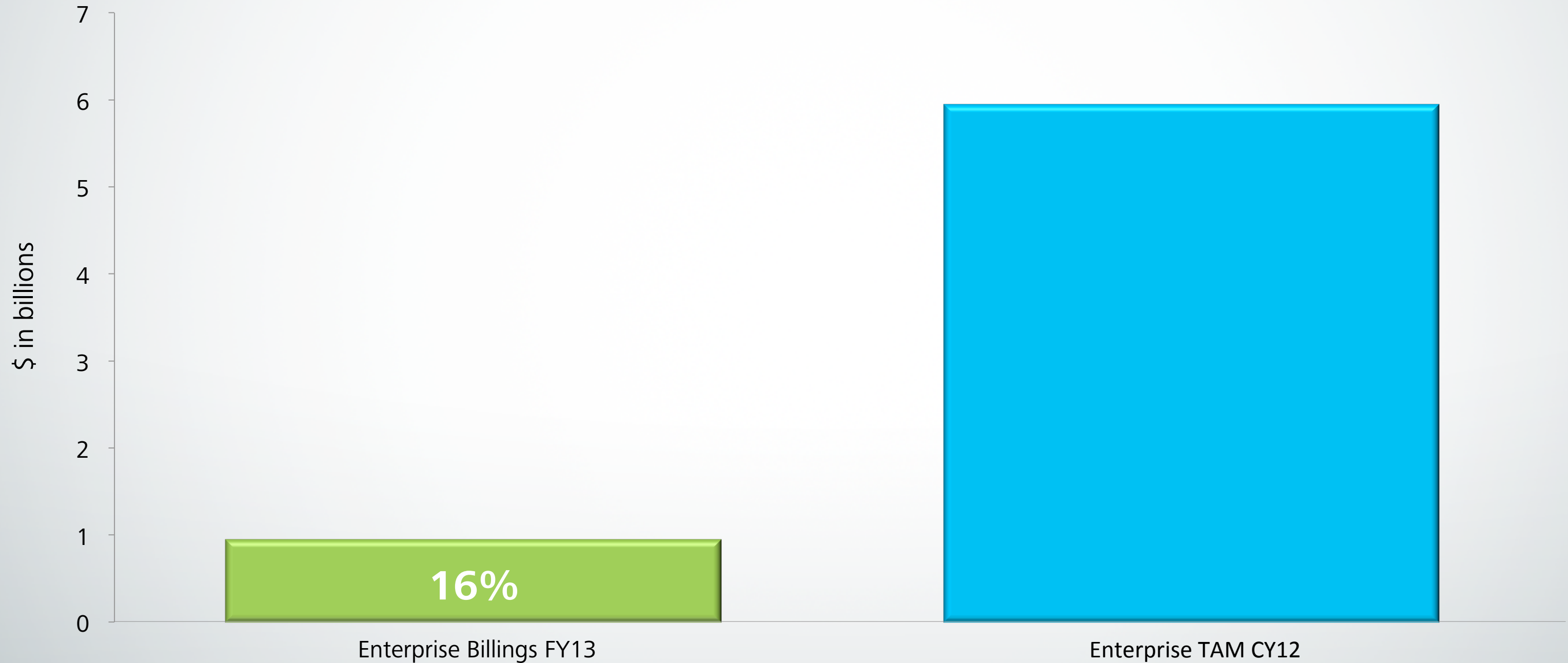


Suites Drive Increased Customer Value



More Opportunity in Existing Accounts

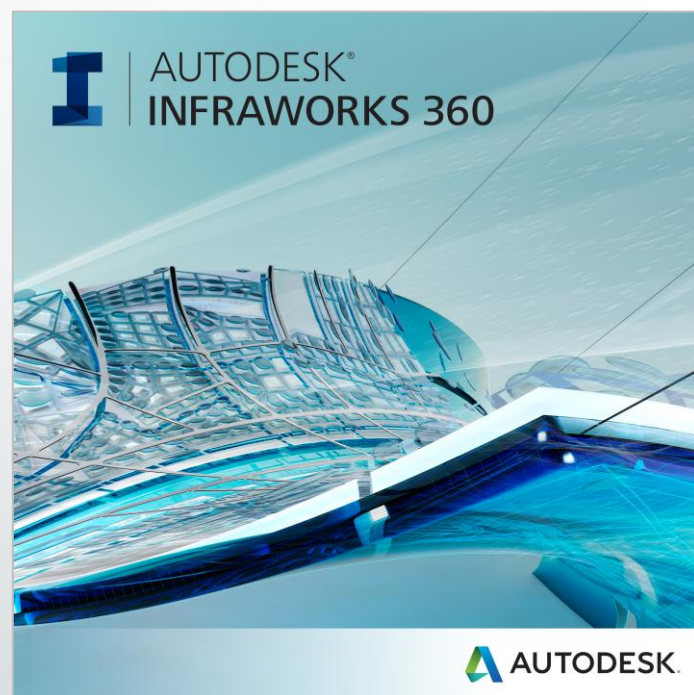
Consumption-based models drive adjacent product usage and competitive displacement



Source: Cambashi

More Value from Existing Subscribers with the Cloud

Adjacent capabilities attached to existing design subscribers



More Value from New Subscribers with Rentals

Driving new design subscribers to rental increases lifetime value



Fueling Growth



More Growth

New offerings deliver new value, new subscribers, and billings growth



More Value

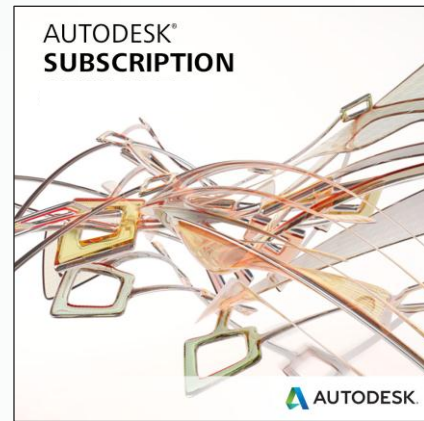
New offerings fuel more value from new and existing subscribers



More Subscribers

New business models provide access to more subscribers

What is a Subscriber?



Maintenance Subscriber



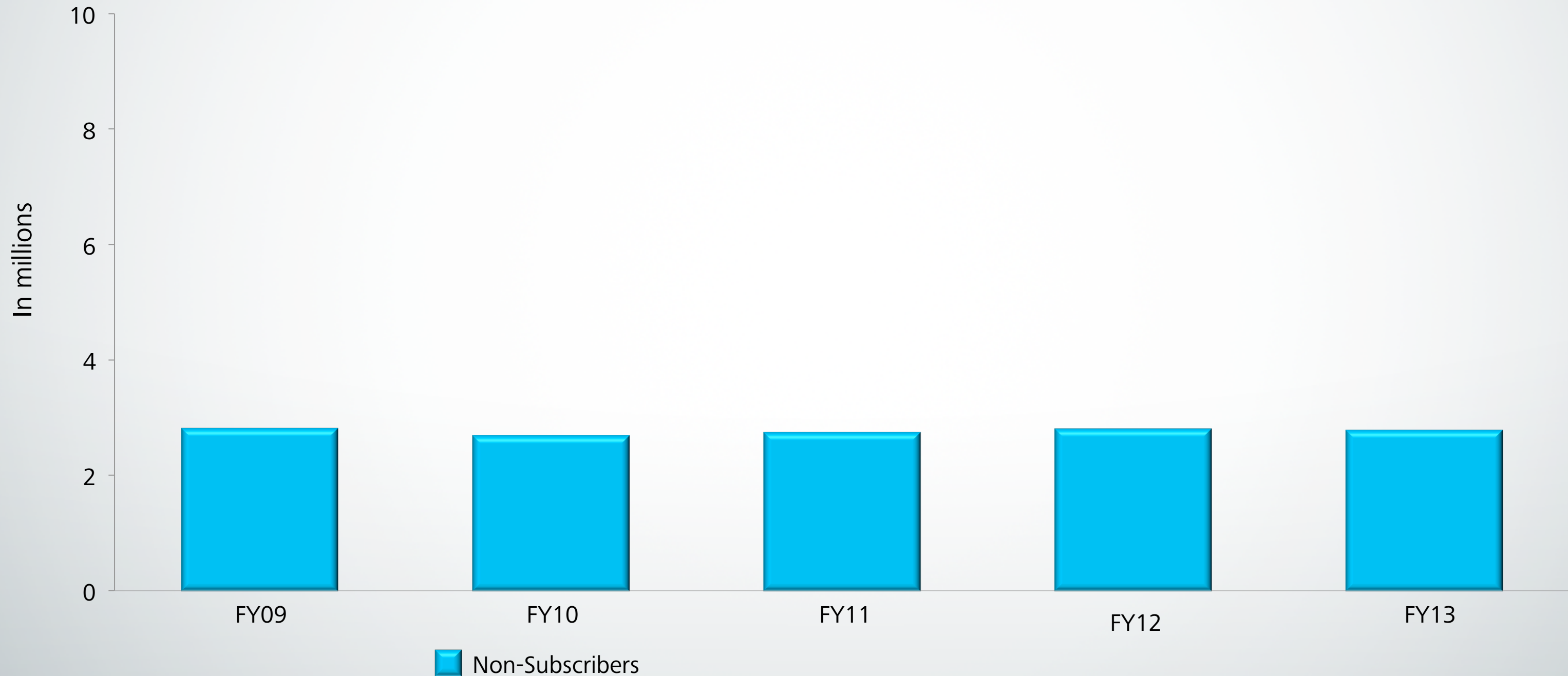
Product Subscriber



Cloud Subscriber

Pool of Commercial Non-Subscribers is Large

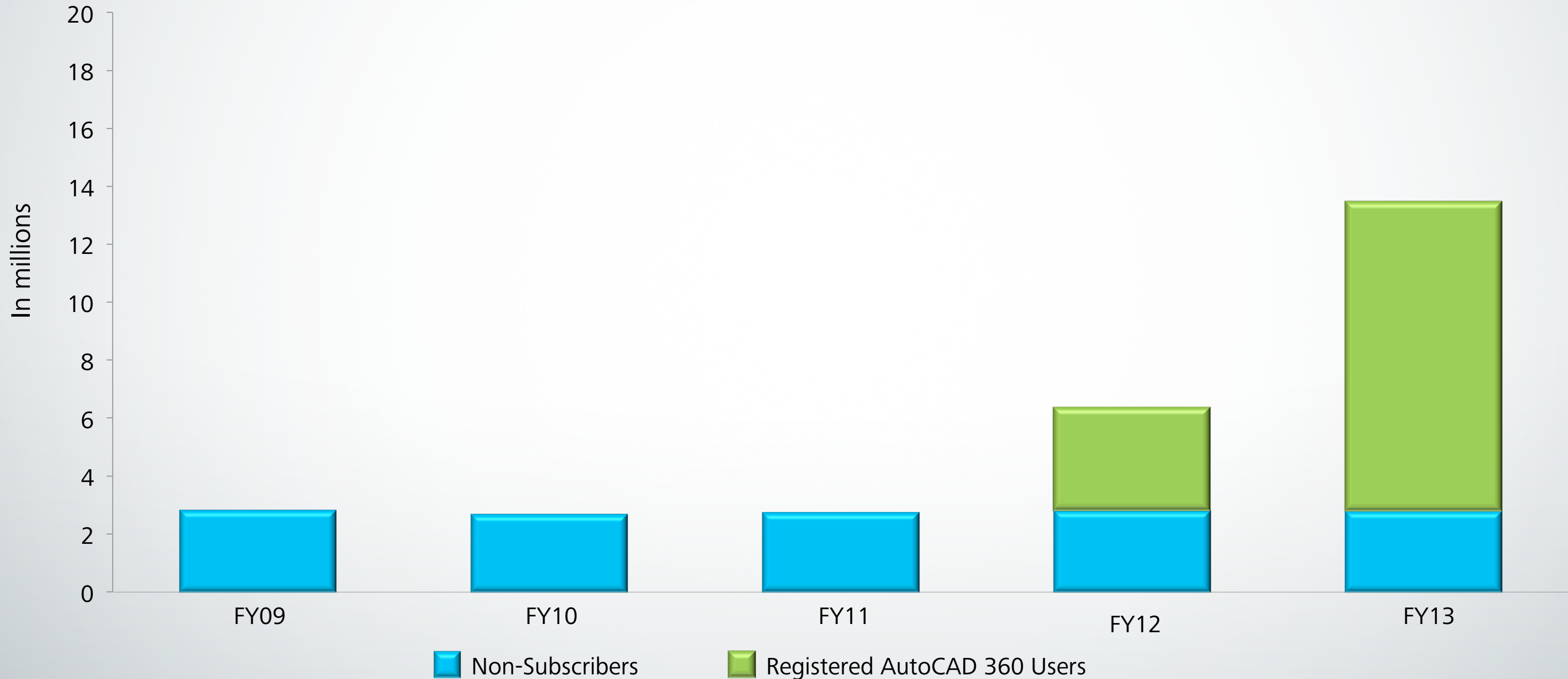
*Commercial users for desktop applications**



**All commercial users. Current version and five versions back*

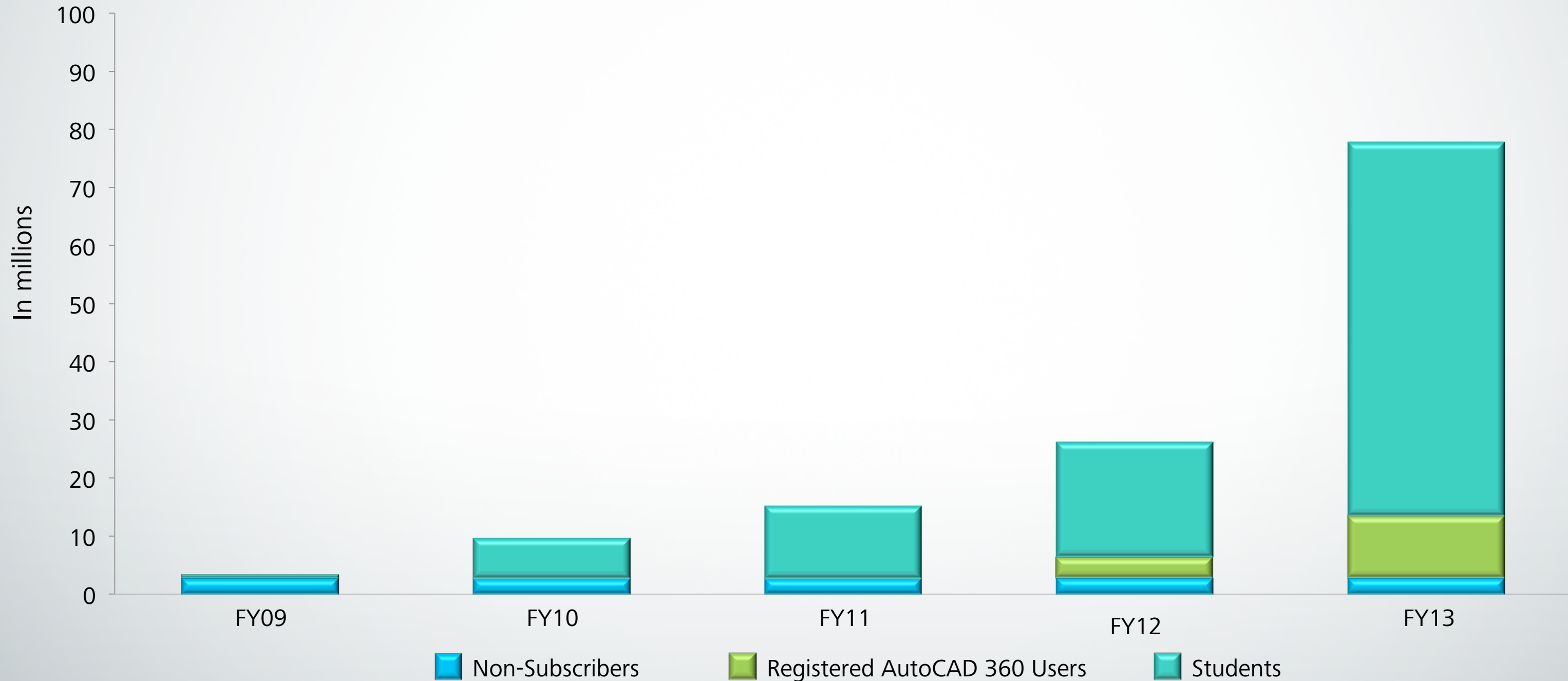
Registered AutoCAD 360 Users

New pool of cloud non-subscribers



Student User Pool is Growing Rapidly

Additional untapped opportunity



Opportunity to Convert Non-paying Customers

Piracy rates for perpetual software remain high

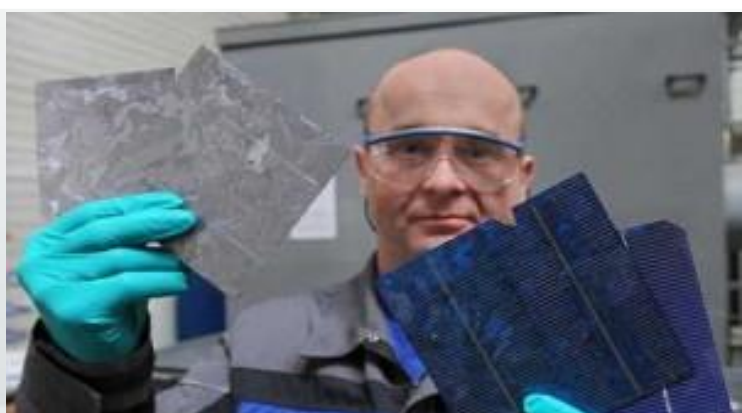
70⁺%

Emerging

20⁺%

Developed

New Buyer Types



Project-Based Users



Fueling Growth



More Growth

New offerings deliver new value, new subscribers, and billings growth

=



More Value

New offerings fuel more value from new and existing subscribers

+



More Subscribers

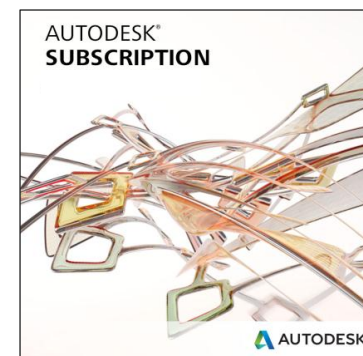
New business models provide access to more subscribers

Growth Enablers

Old Ways to Buy



Suites and Standalone Products



Maintenance Subscription



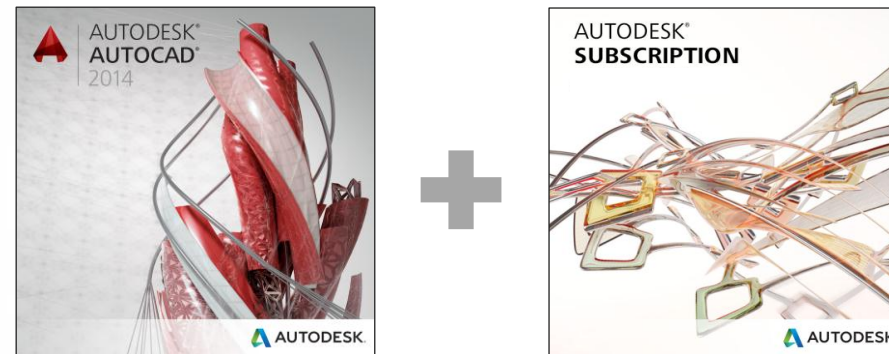
Upgrades

Growth Enablers

Old Ways to Buy



Suites and Standalone Products



Maintenance Subscription

**Not available as of
February 1, 2015
(Q1 FY16)**

Upgrades

Growth Enablers

New Ways to Buy



Desktop Rental



Cloud Services



Consumption

Why do Customers Care?



Desktop Rental

Lower upfront cost; quickly ramp up and scale up down; access to the latest tools



Cloud Services

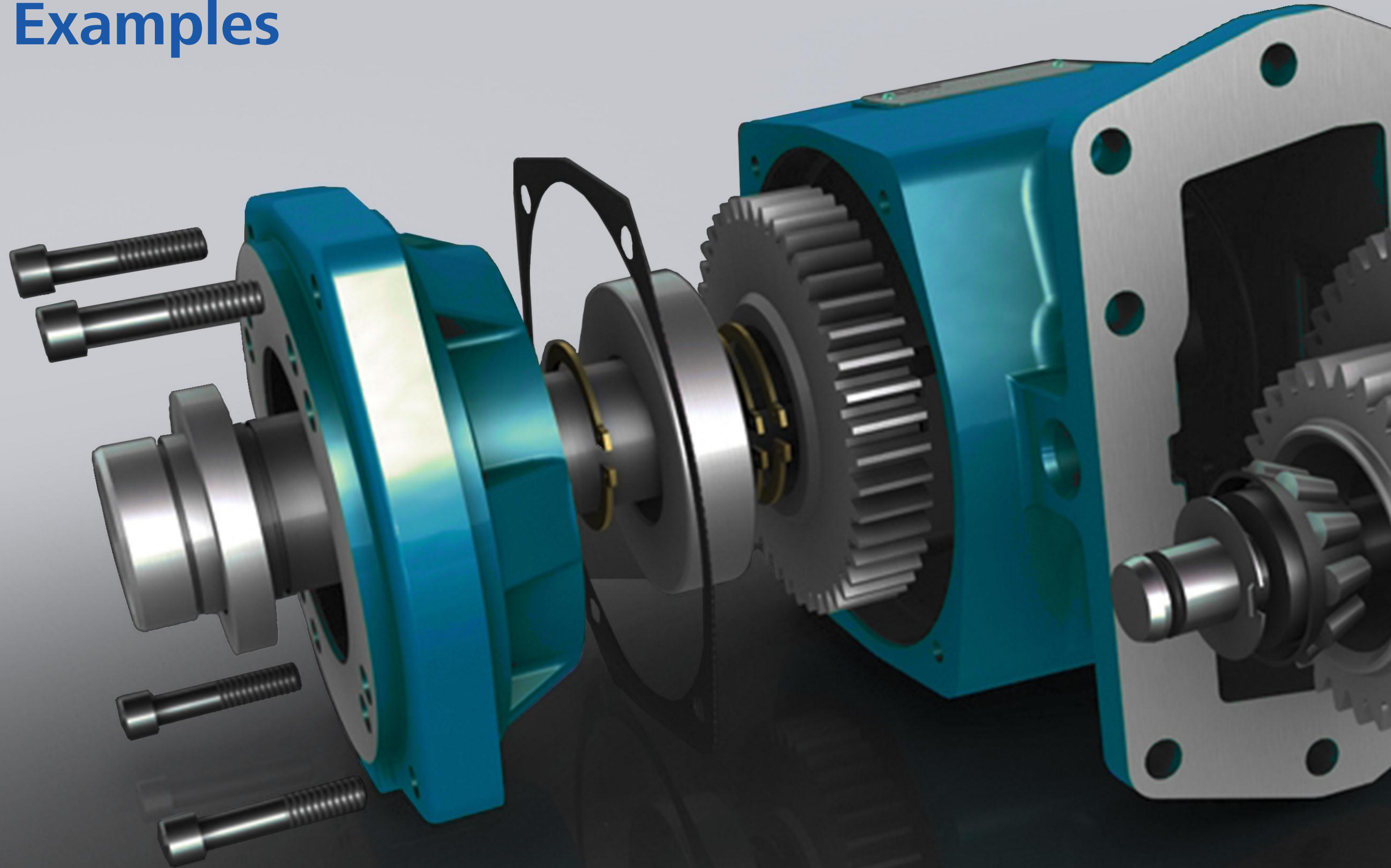
Lower up front cost; new solutions for current and future workflows



Consumption

Pay for what you use; measure usage and bill back; access to the latest tools

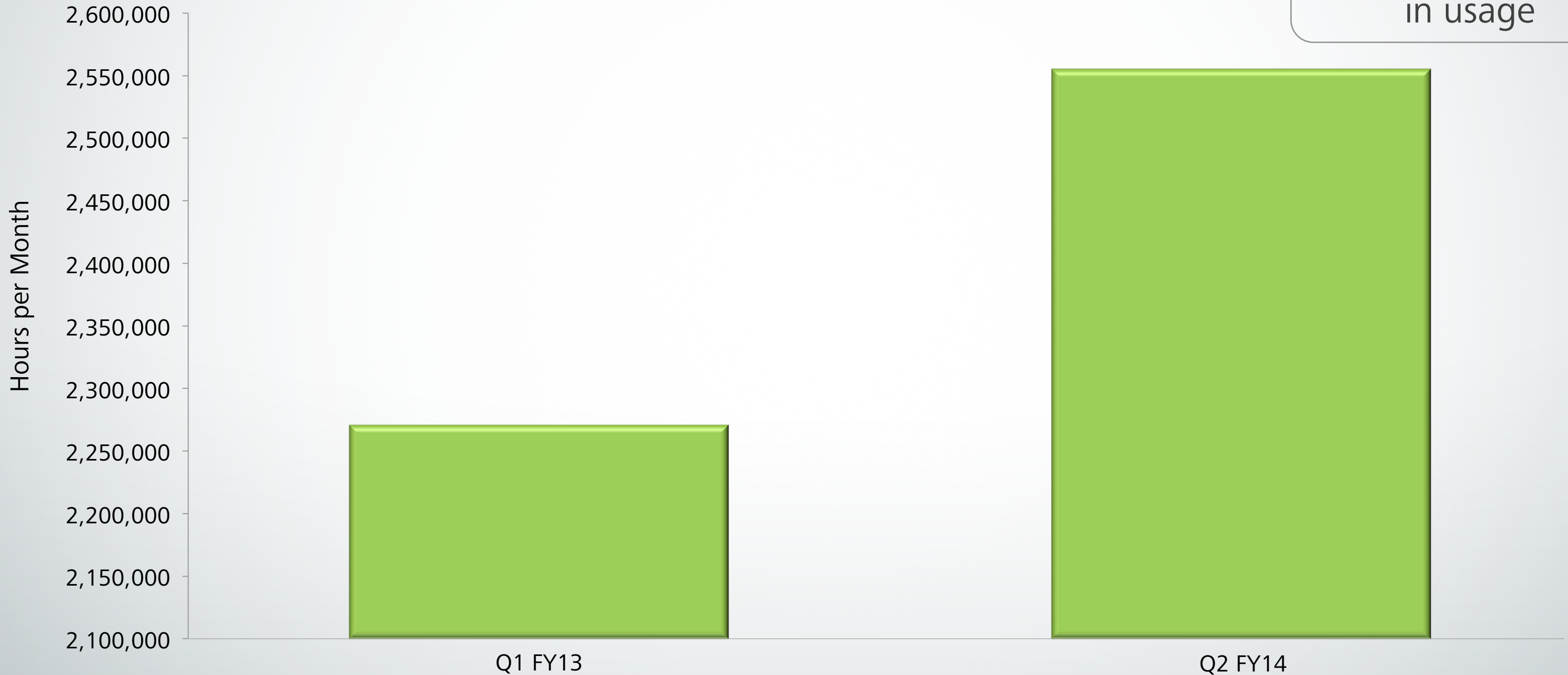
Customer Examples



Global Manufacturer of Automotive Parts

Value and access drive usage and competitive displacement

13% increase
in usage

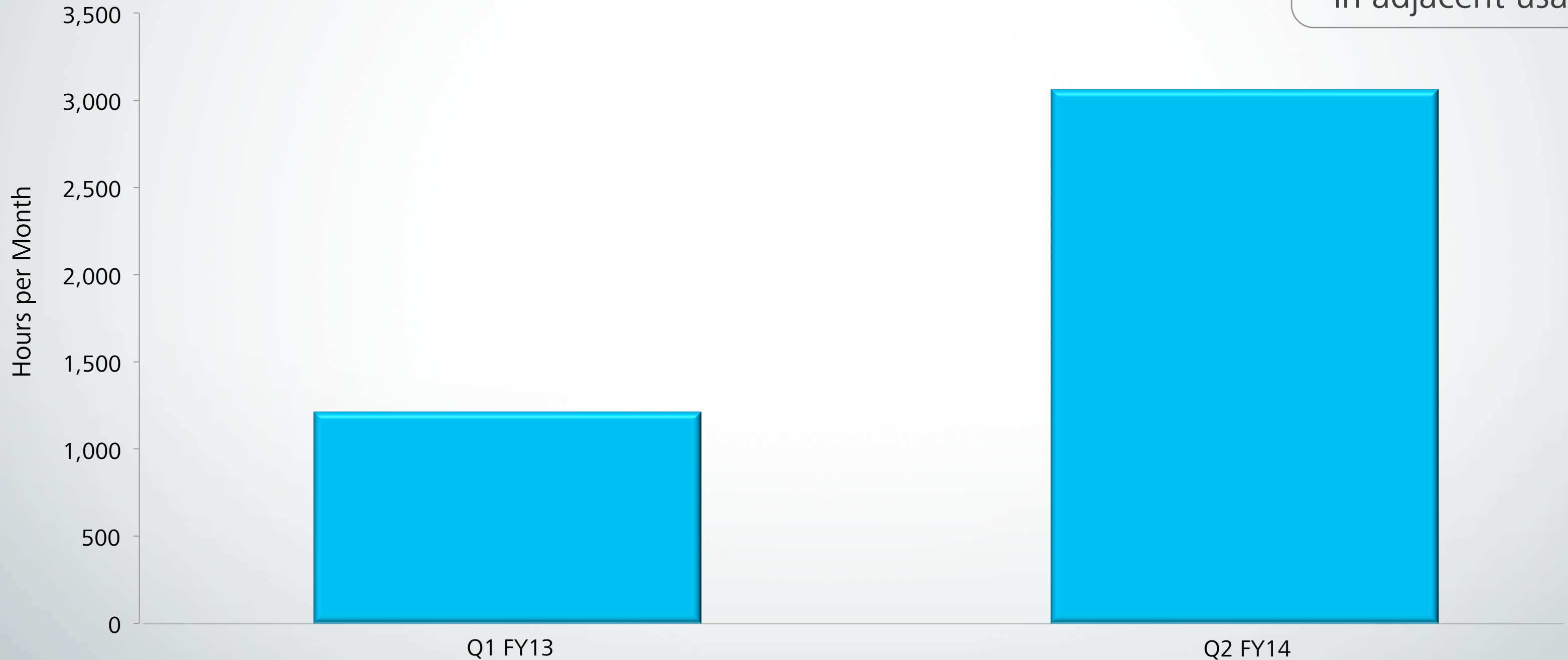


Annualized usage: February 2012 - July 2013

Global Manufacturer of Automotive Parts

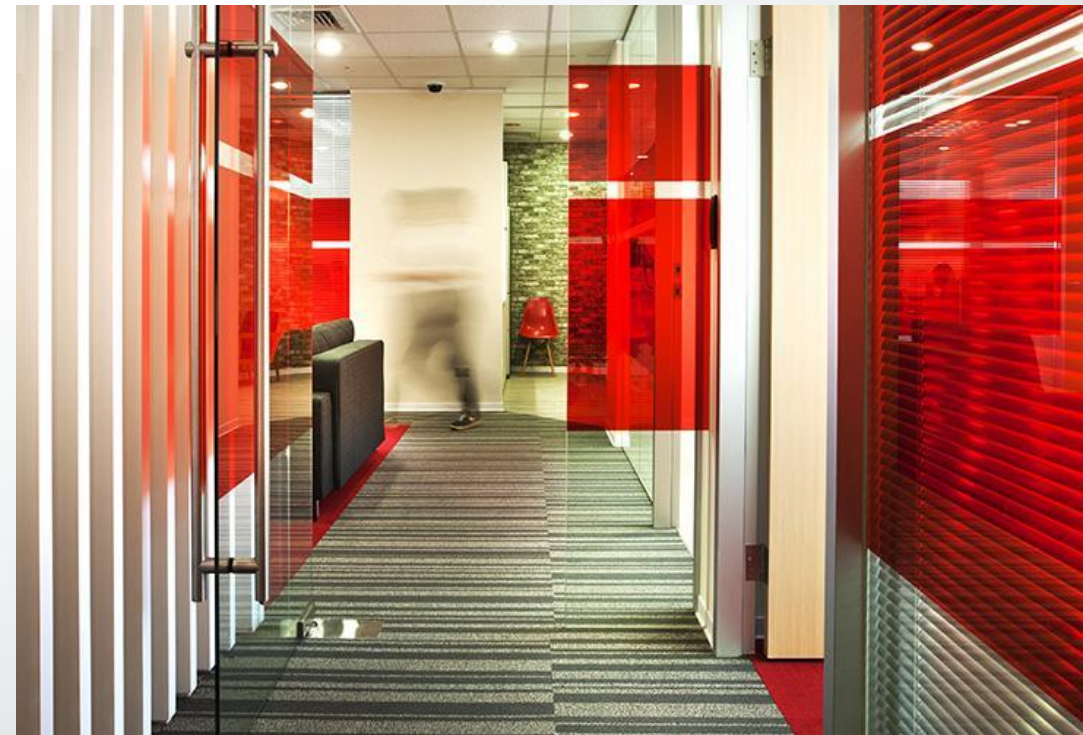
Value and access drive usage and competitive displacement

2.5x increase
in adjacent usage



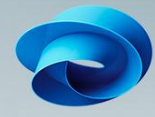
Adjacent usage: February 2012 - July 2013

Global AEC Firm Specializing in Workplace Design



Global Manufacturer of Industrial Centrifuges





AUTODESK®
360 PRO

AUTODESK.

Small Business Embrace New Models



Environmental
Consulting Customer

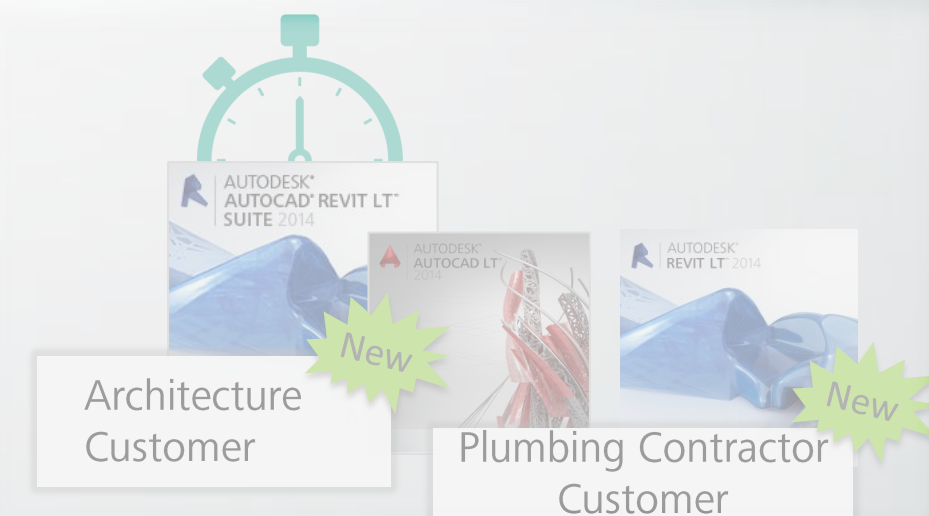
Small Business Embrace New Models



Small Business Embrace New Models



Mechanical Engineering Customer



Small Business Embrace New Models



Environmental Consulting Customer

Industrial Design Customer



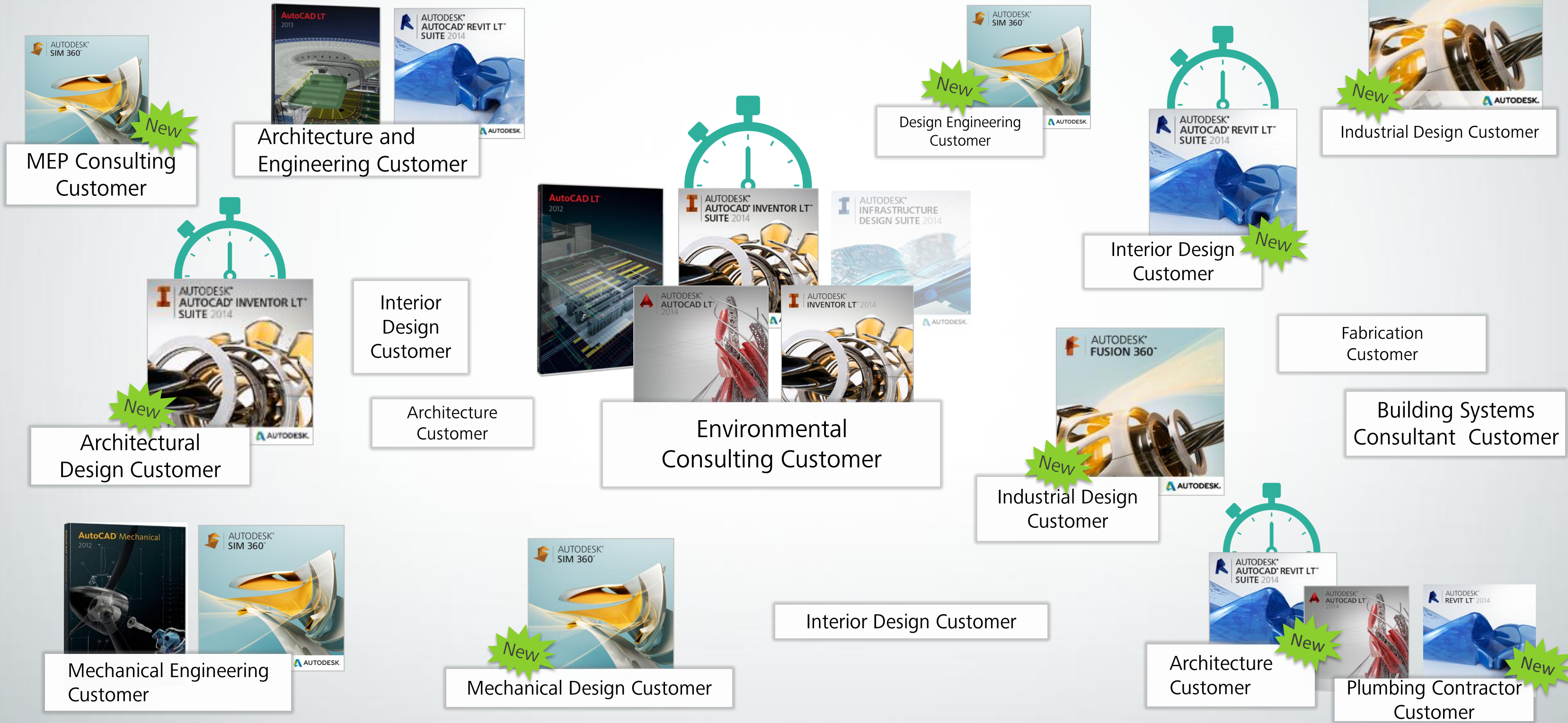
Mechanical Engineering Customer



Architecture Customer

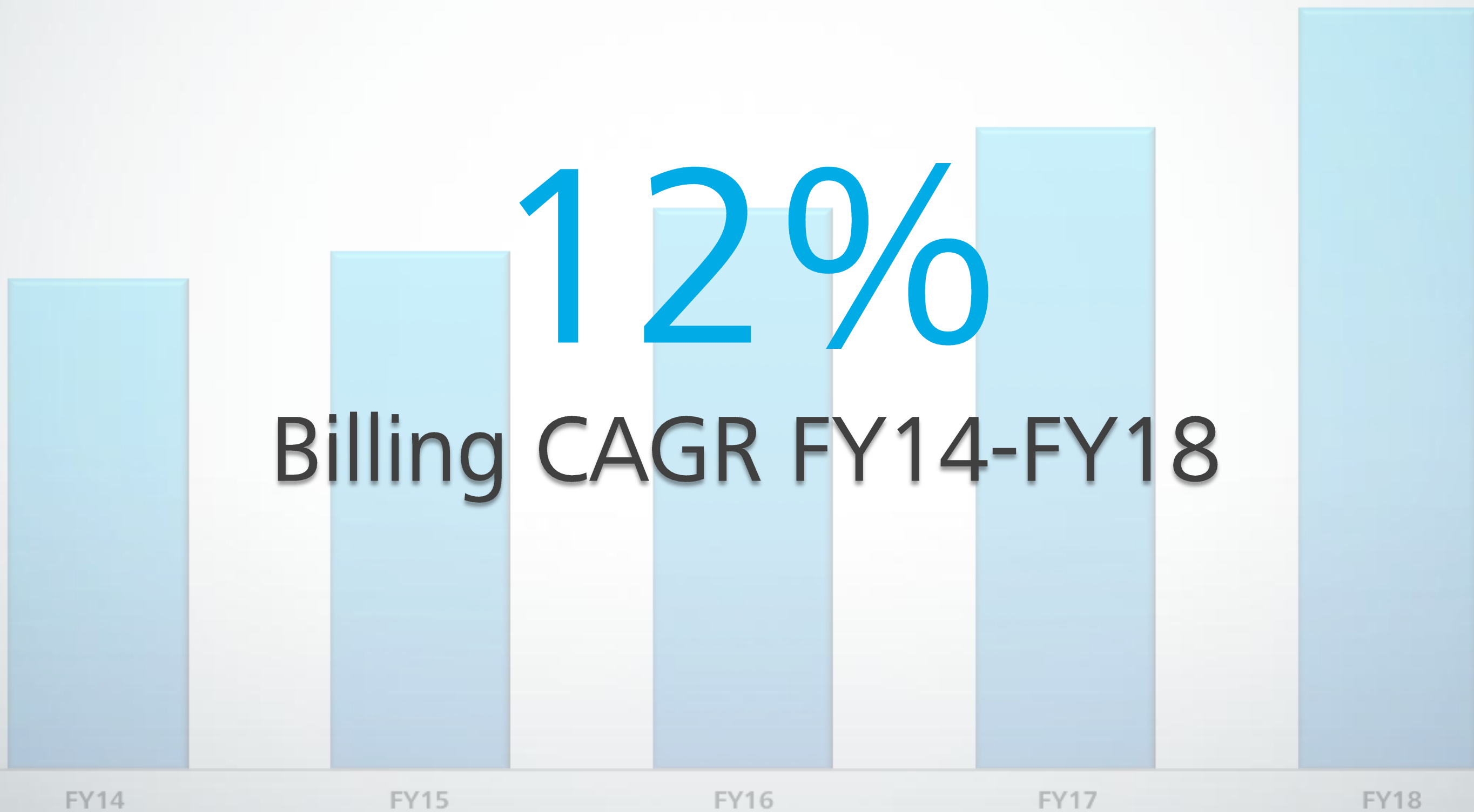
Plumbing Contractor Customer

Small Business Embrace New Models



\$5 per month or **\$50** a school year
...less than the price of a text book







20%

More Value from
New and Existing Subscribers



50%

Subscriber Growth

Fueling Growth

12%

20%

50%



=



+



More Growth

New offerings deliver new value, new subscribers, and 12% billings CAGR by FY18

More Value

New offerings fuel 20% more value from new and existing subscribers

More Subscribers

New business models provide access to more subscribers; growing base 50% by FY18