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.
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

Q2 FY11
- Suites
- Other Products

Q2 FY14
- Suites
- Other Products

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

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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

In millions

FY09  FY10  FY11  FY12  FY13

Non-Subscribers  Registered AutoCAD 360 Users
Student User Pool is Growing Rapidly

Additional untapped opportunity

<table>
<thead>
<tr>
<th>Year</th>
<th>Non-Subscribers</th>
<th>Registered AutoCAD 360 Users</th>
<th>Students</th>
</tr>
</thead>
<tbody>
<tr>
<td>FY09</td>
<td></td>
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In millions
Opportunity to Convert Non-paying Customers

Piracy rates for perpetual software remain high

70+% % Emerging

20+% % Developed
New Buyer Types
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

Q1 FY13

Q2 FY14
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
Small Business Embrace New Models

Environmental Consulting Customer
Small Business Embrace New Models

- Environmental Consulting Customer
- Architecture Customer
- Plumbing Contractor Customer

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Small Business Embrace New Models

Environmental Consulting Customer

Mechanical Engineering Customer

Architecture Customer

Plumbing Contractor Customer

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Small Business Embrace New Models

- Environmental Consulting Customer
- Industrial Design Customer
- Mechanical Engineering Customer
- Architecture Customer
- Plumbing Contractor Customer

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Small Business Embrace New Models

- MEP Consulting Customer
- Architecture and Engineering Customer
- Interior Design Customer
- Architecture Customer
- Environmental Consulting Customer
- Industrial Design Customer
- Fabrication Customer
- Building Systems Consultant Customer
- Mechanical Engineering Customer
- Mechanical Design Customer
- Interior Design Customer
- Architecture Customer
- Plumbing Contractor Customer

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$5 per month or $50 a school year...less than the price of a text book
12%
Billing CAGR FY14-FY18
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