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.
Core Innovations to Accelerate Growth

Amy Bunszel
Senior Vice President, Design and Creation Products
Simplified

Cloud
Hybrids

Innovation
Simplified Portfolio

Makes it easier for our customers to get the product(s) they need
From 21 Suites to 3 Industry Collections
Simplifying Offerings: One AutoCAD

Includes AutoCAD, plus specialized toolsets and web and mobile products
Media & Entertainment Collection

Subscriptions up 146% since last year
Product Design & Manufacturing Collection Customer

Now leveraging Inventor, ReCap, Fusion with Generative Design, and BIM 360
AEC Collection Customer
Now leveraging Revit, Civil3D, and Dynamo
#14

QUARTERLY SKILLS INDEX
THE TOP 20 FASTEST-GROWING SKILLS

Image courtesy of Frontop Digital Technology Co., Ltd
Value Through Frequent Updates

Continuously releasing value
More Value Through Cloud Connections
Streamlined Administrative Control and Insights
AutoCAD is Connected to 3rd Party Storage Brands
Free AutoCAD Web Viewer Provides Upsell Path

With an AutoCAD or AutoCAD LT Subscription, you get access to drafting, modifying, and markup commands. Learn More >

Already have a subscription? Get Access >
Subscribers Can Share Any Time on Any Device
Subscribers Can Securely Share Published Data
On phones and tablets
Subscription Driving Ever-Widening Gap in Value

![Graph showing the comparison between Subscription, Maintenance, and Legacy over time in terms of capability improvement.](image-url)
Estimated Total Active Legacy Non-Subscribers

1M + 0.7M = 1.7M

Known Active 5 Years Back
Estimated Active 5+ Years Back
Estimated Total Active Legacy Non-Subscribers
What Products They’re Using

1M legacy non-subscribers five years back

44% AUTOCAD LT

26% AUTOCAD FAMILY

24% AUTODESK SUITES
Original AutoCAD Core Running on New iPad Pro
AutoCAD Awards
Connected Workflows Between AEC & Manufacturing
ESRI Partnership Provides Accurate GIS Data
Augmented and Virtual Reality
Streamlining end-to-end workflow for customers working in Revit
Autodesk Domain Knowledge Makes Future Immersive Collaboration Environments Possible
INNOVATING FOR THE FUTURE
SIMPLIFIED

CLOUD HYBRIDS