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 fourth quarter of fiscal year 2017, 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, operating margins and cash flow growth; difficulty in predicting those financial metrics from new businesses; 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; failure to successfully expand adoption of our products; and any worsening in the macro economy or increase in protectionism.

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. If these presentations are reviewed after the time and date of the live presentations, 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.
INVESTOR DAY 2016

Go-to-Market Update

STEVE BLUM
Senior Vice President, Worldwide Sales & Services
Playing To Our Strengths
Named Accounts
Digital Direct
Channel Strategy
Named Accounts
Digital Direct
Channel Strategy
Enterprise Business Agreements

Consumption models and dedicated Autodesk support

- Enterprise-wide access to entire Autodesk portfolio
- Joint customer success planning
- Dedicated consulting and support resources
Strategic Relationships
Enterprise Business Agreements
Moving to Token Flex grows subscriptions

2.8x multiplier on subscriptions after moving to Token Flex
Customer Success Management
Targeted initiatives drive adoption and use

IMPACT OF ADOPTION SPECIALIST
ON BIM360 ACTIVE USERS

3.7x
usage multiplier over
17 month period

baseline of active
users prior to
adoption specialist

Feb 2015
June 2016
Enterprise Business Agreements
Token Flex increases lifetime customer value

3-YEAR HISTORIC ACCOUNT BILLINGS VS. EBA TOTAL CONTRACT VALUE
(New EBA Deals FY16 – FY17 YTD)

+29%

Previous Total 3-Year Spend
EBA Total Contract Value
Enterprise Business Agreements Drive Growth

~25% of Named Accounts will have EBAs by end of FY17
Named Accounts
Digital Direct
Channel Strategy
Hub Model
A great “digital direct” experience for customers
Hub Model
“Digital direct” pilot shows accelerated sales results

<table>
<thead>
<tr>
<th>CUSTOMER ROUTING</th>
<th>LIKELIHOOD TO BUY</th>
<th>SALES</th>
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<tbody>
<tr>
<td>SALES</td>
<td>∼3x more likely to transact</td>
<td>55% purchased same day</td>
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<td>SUPPORT</td>
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Digital Direct Transactions

eStore growth continues to accelerate

NEW SEATS FROM eSTORE
FY14-FY17 (Q1-Q3)

FY14 (Q1-Q3)  
FY15 (Q1-Q3)  
FY16 (Q1-Q3)  
FY17 (Q1-Q3)
Digital Direct New Customer Acquisition

eStore attracts over half of new customers
Scale and Coverage
Partners provide global scale and local expertise around the world

SALES CAPACITY

11,500 feet on the street

GLOBAL SCALE

1,600 reseller businesses

LOCAL EXPERTISE

170 countries
Added Value
Partners generate demand and support Autodesk customers

DEMAND GENERATION
~10K partner-hosted events

ADOPTION AND SUCCESS
~2M customer and tech support calls

APPLICATION DEVELOPMENT
20K+ ADN members
3.8K cloud developers
Partner Incentives
Aligned to drive subscription and ARR growth

**SUBSCRIPTION INCENTIVES**
- New subscriptions vs. renewals
- Net-new subscriptions
- Deal registration for large deals

**INVESTMENT INCENTIVES**
- Platinum and Gold tier partners
- Specialized partners
- Increased VAR program requirements
Partner Services
More opportunities for partners to deliver high value services

- Services and consulting for SMBs delivered by partners
- Programs to enable partners to deliver cloud solutions and adoption services
- Early adopters of Forge and custom-application development
- Services delivered by partners in Named Accounts where appropriate
Customer Engagement
Aligning engagement models to customer preferences

- Named Accounts with Strategic Partnerships
  - Flexible Technology Access
  - Customer Success Management

- Digital Direct with Online and Hub Model

- Channel Strategy for Scale and Added Value
Direct vs. Indirect Net Billings

Mix is changing but growing in all channels
Positioned to Achieve FY20 Goals

- Strategic, direct relationships with Named Accounts
- New digital-direct capabilities and opportunities
- Strong partner network with local relationships
- An integrated, customer-friendly, go-to-market experience