

# 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 2019; 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, operating margins and cash flow growth; difficulty in predicting those financial and performance metrics; failure to maintain spend management; failure to successfully manage transitions to new business models and markets, including our efforts to expand in construction and manufacturing, convert customers to subscription plans, 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](http://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.

AUTODESK INVESTOR DAY

MARCH 28, 2018

# Five Years & Five Outcomes

Andrew Anagnost

President & CEO | @andrew\_anagnost



New Leadership Team  
New Strategic Priorities  
Increased Executional Focus



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New Strategic Priorities  
Increased Executional Focus

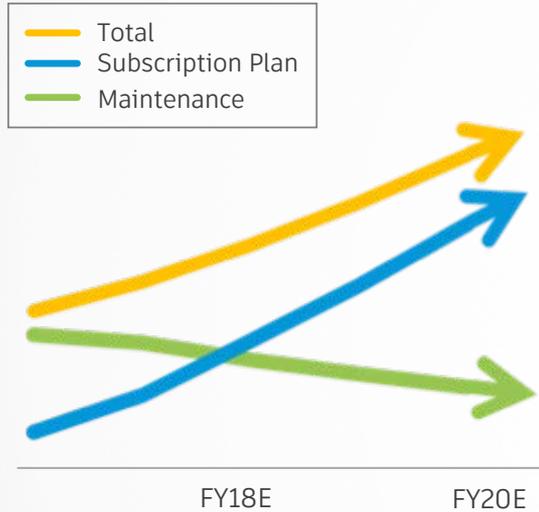


25% ARR Growth Y/Y

5% ARPS Growth Y/Y

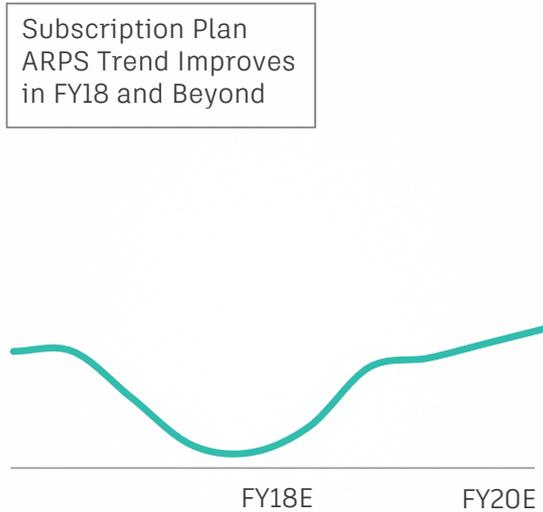
42%+ Stock Price Growth Y/Y

# Progress Since Last Investor Day



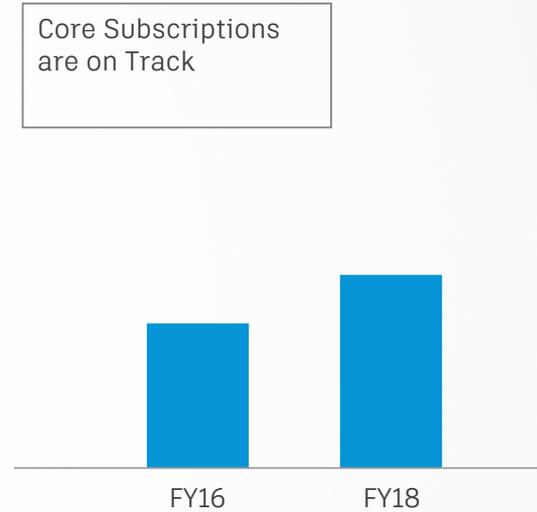
## ARR

Annualized  
Recurring Revenue



## ARPS

Annualized Revenue  
Per Subscription



## Subscriptions

Product, EBAs\*  
and Maintenance

\*Enterprise Business Agreements



# FIVE YEARS



# DESIGN & MAKE



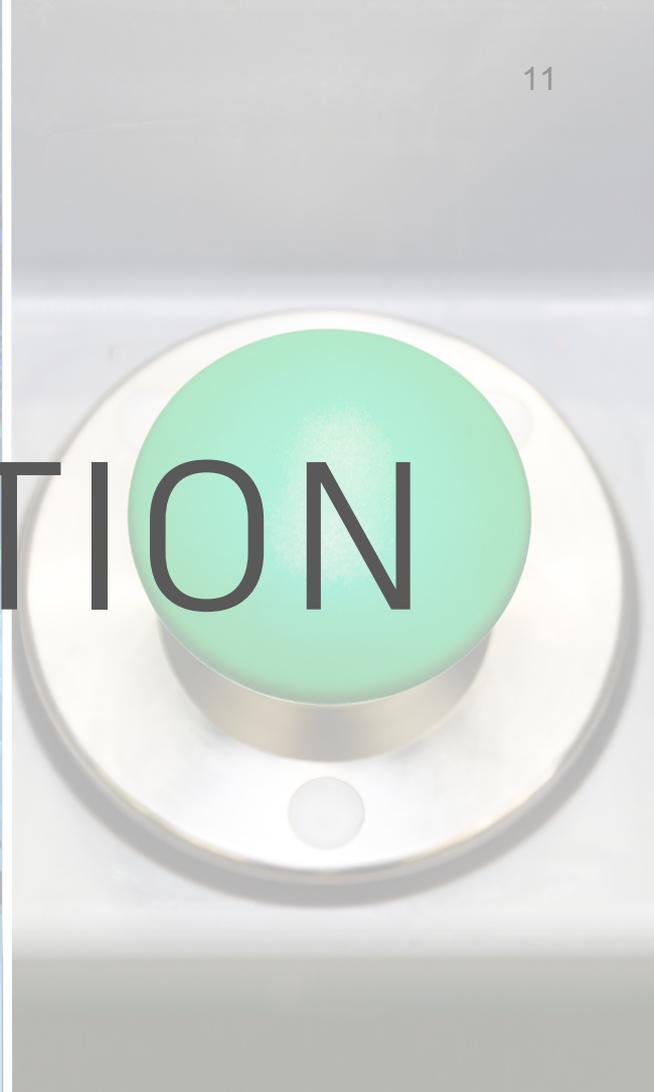


# CUSTOMER COMPANY





# CONSUMPTION

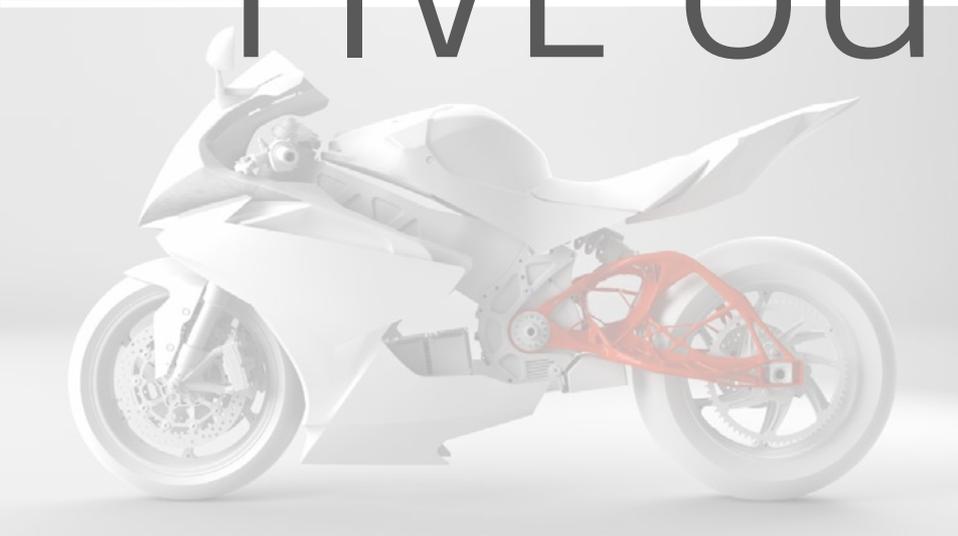


An aerial view of a city skyline at sunrise. The sun is low on the horizon, creating a warm, golden glow over the city. The skyline is filled with various buildings, including a prominent tall, thin tower on the left. The sky is filled with soft, wispy clouds. The text "MORE | BETTER | LESS" is overlaid in the center of the image in a large, bold, sans-serif font.

MORE | BETTER | LESS



# FIVE OUTCOMES





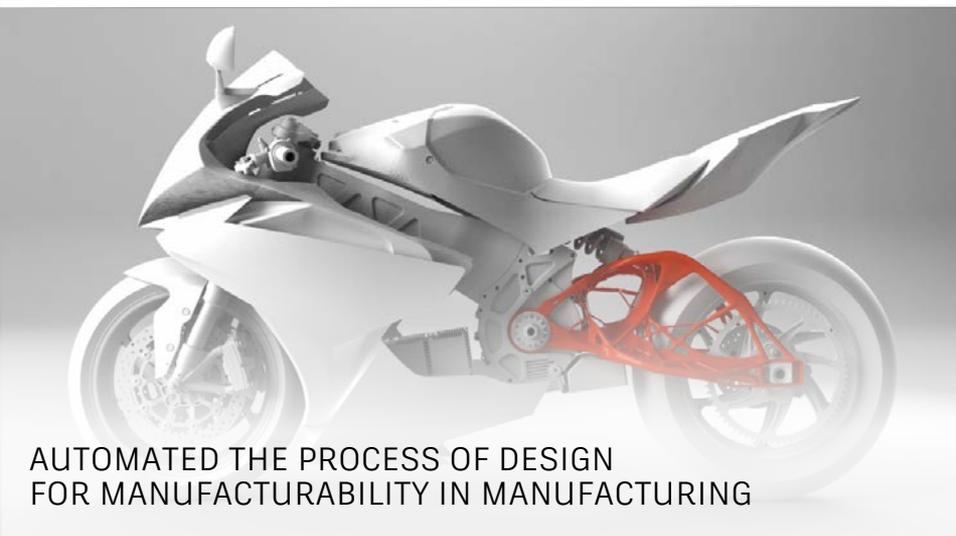
COMPLETED THE  
SUBSCRIPTION TRANSITION



DIGITIZED  
THE COMPANY



DRIVEN BIM THROUGH THE ENTIRE  
DESIGN & MAKE PROCESS FOR AEC



AUTOMATED THE PROCESS OF DESIGN  
FOR MANUFACTURABILITY IN MANUFACTURING



CONVERGED CONSTRUCTION AND  
MANUFACTURING TO A NEW PARADIGM



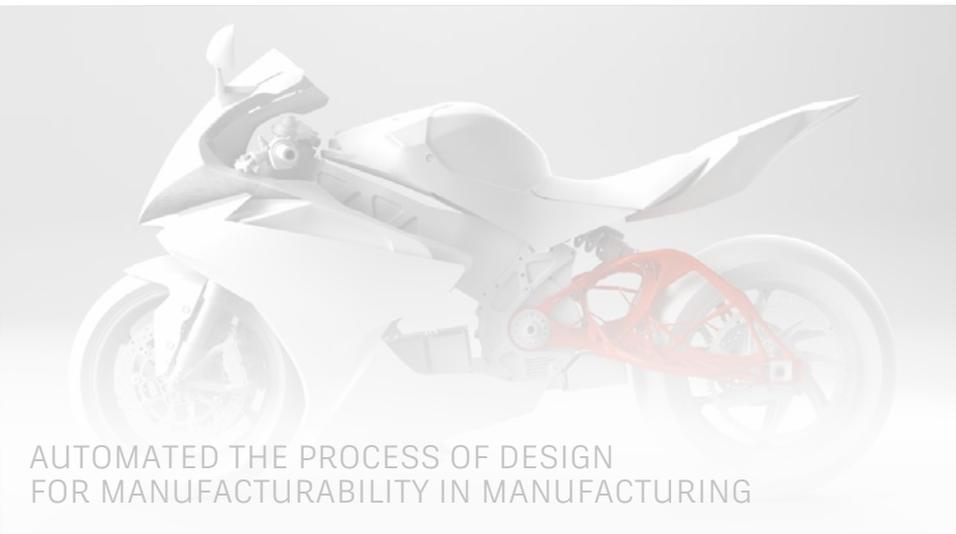
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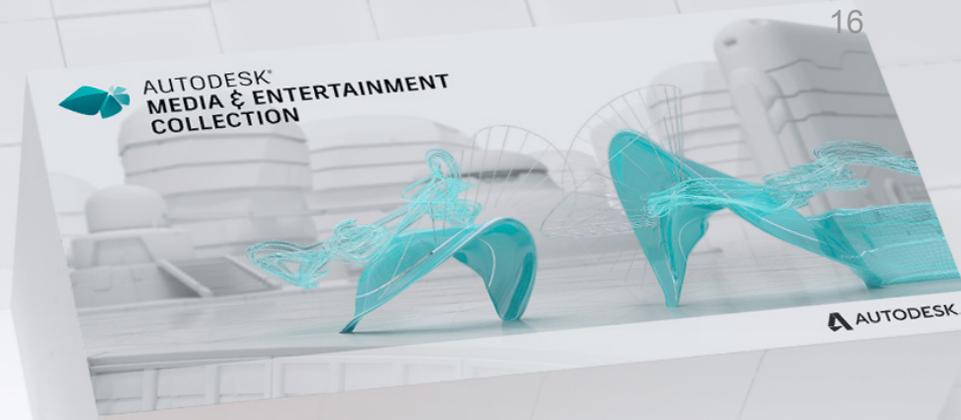
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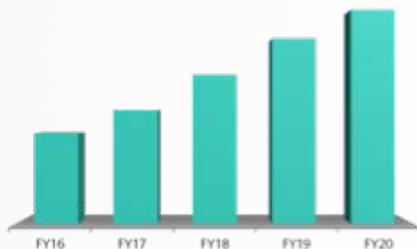
CREATING VALUE  
FOR OUR CUSTOMERS & OURSELVES



# Autodesk Goals through FY20

24%

CAGR FY16-FY20



**ARR**

Annualized  
Recurring Revenue

3%

CAGR FY16-FY20



**ARPS**

Annualized Revenue  
Per Subscription

=

x

20%

CAGR FY16-FY20

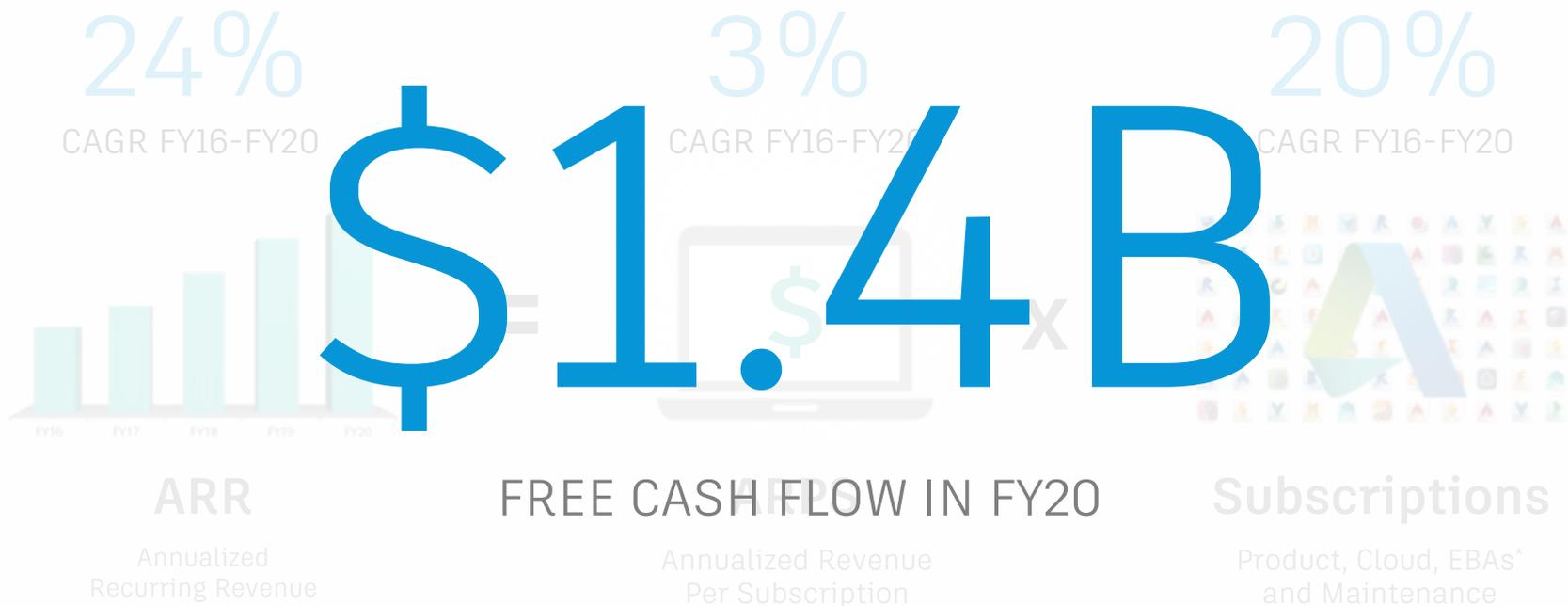


**Subscriptions**

Product, Cloud, EBAs\*  
and Maintenance

\*Enterprise Business Agreements

# Autodesk Goals through FY20



\*Enterprise Business Agreements

# Autodesk Goals through FY20

# 25%

CAGR FY16-FY20



## ARR

Annualized  
Recurring Revenue

# 6%

CAGR FY16-FY20



## ARPS

Annualized Revenue  
Per Subscription

=

x

# 18%

CAGR FY16-FY20

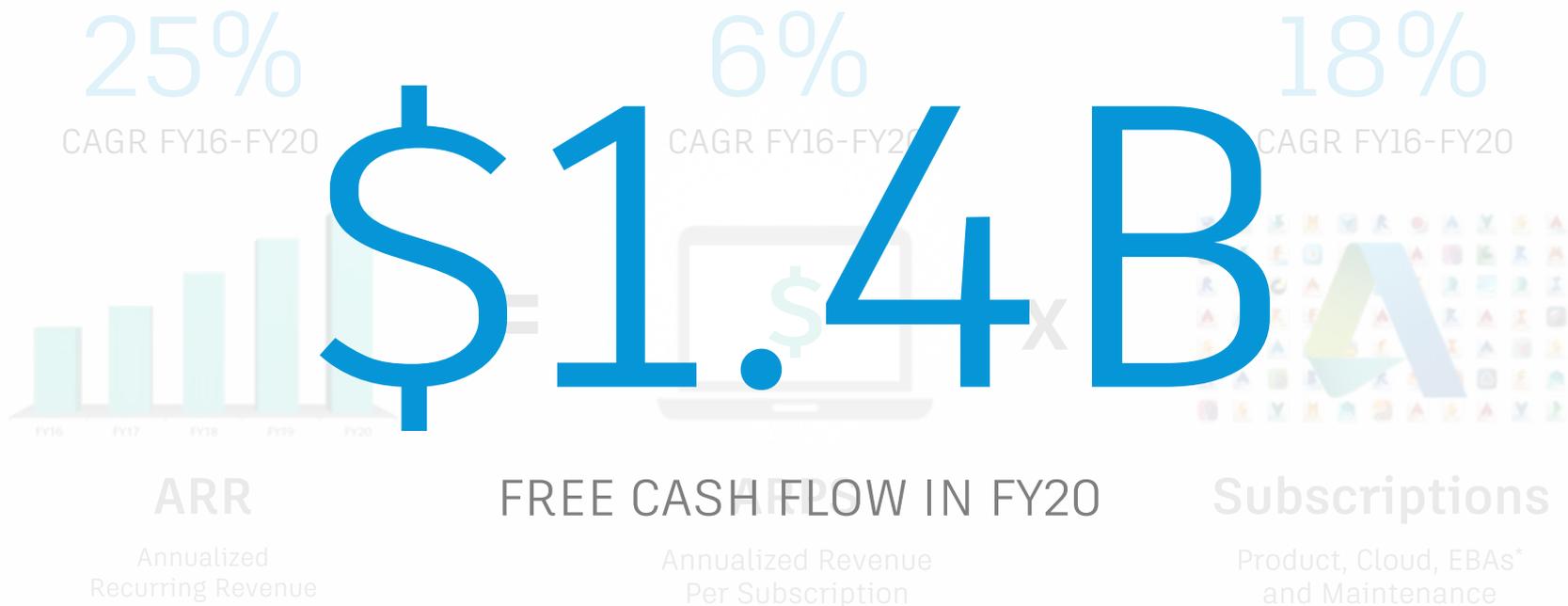


## Subscriptions

Product, Cloud, EBAs\*  
and Maintenance

\*Enterprise Business Agreements

# Autodesk Goals through FY20

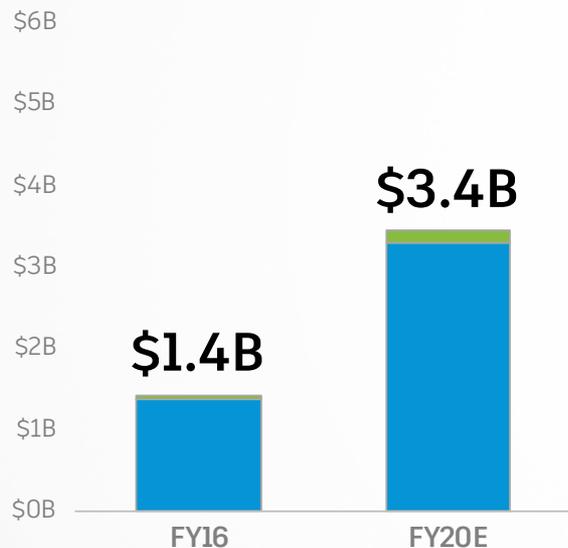


\*Enterprise Business Agreements

# How We'll Get There: FY20

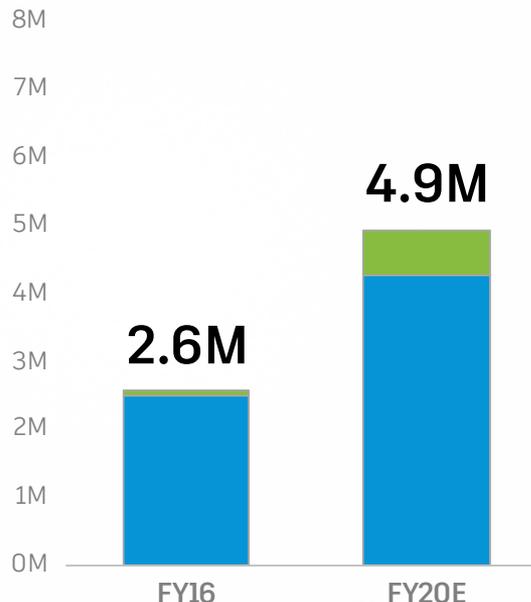
## ARR

25% CAGR



## Subscriptions

18% CAGR



## ARPS

\$750-\$800

Core FY20  
(Product + EBA\* + Maintenance)

\$200-\$250

Cloud FY20

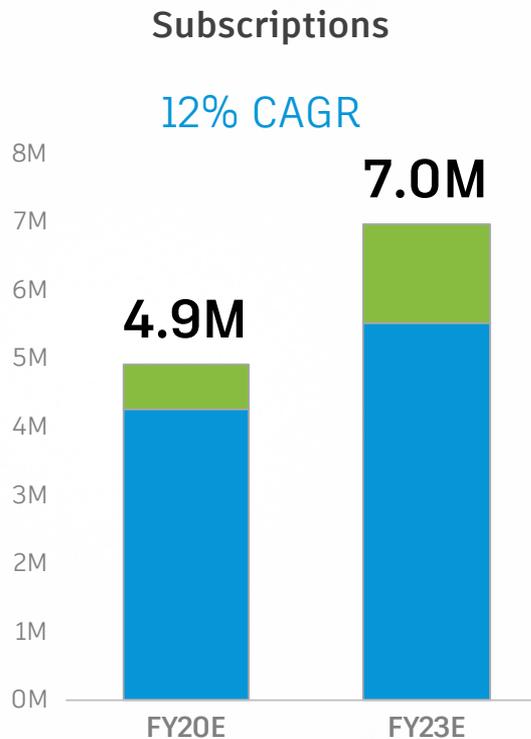
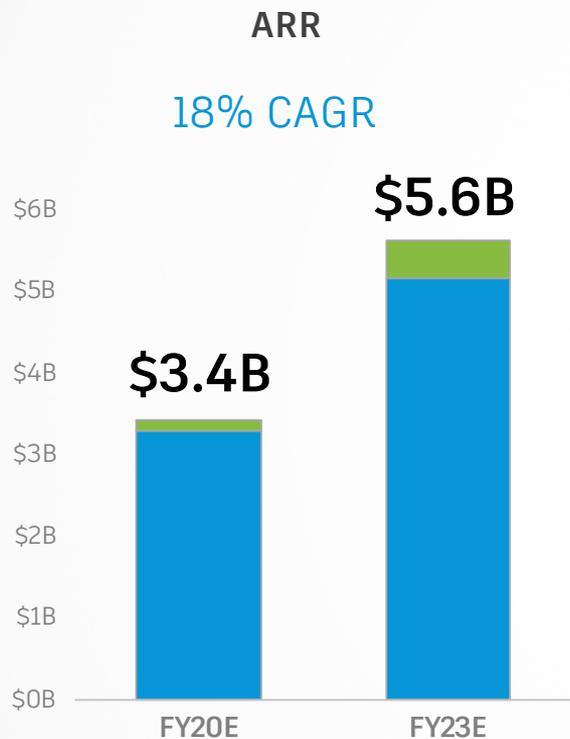
\$675-\$725

Total FY20

Cloud Core (Product + EBA\* + Maintenance)

\*Enterprise Business Agreements

# How We'll Get There: FY23



### ARPS

**\$900-\$950**  
Core FY23  
(Product + EBA\* + Maintenance)

**\$300-\$350**  
Cloud FY23

**\$775-\$825**  
Total FY23

 Cloud       Core (Product + EBA\* + Maintenance)

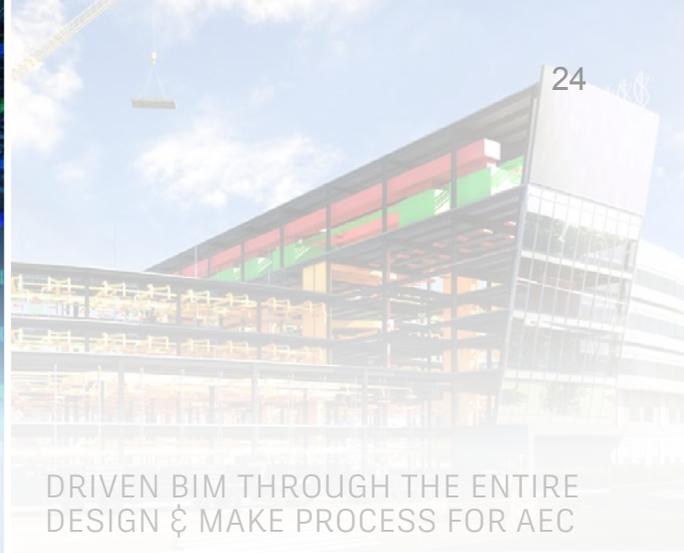
\*Enterprise Business Agreements



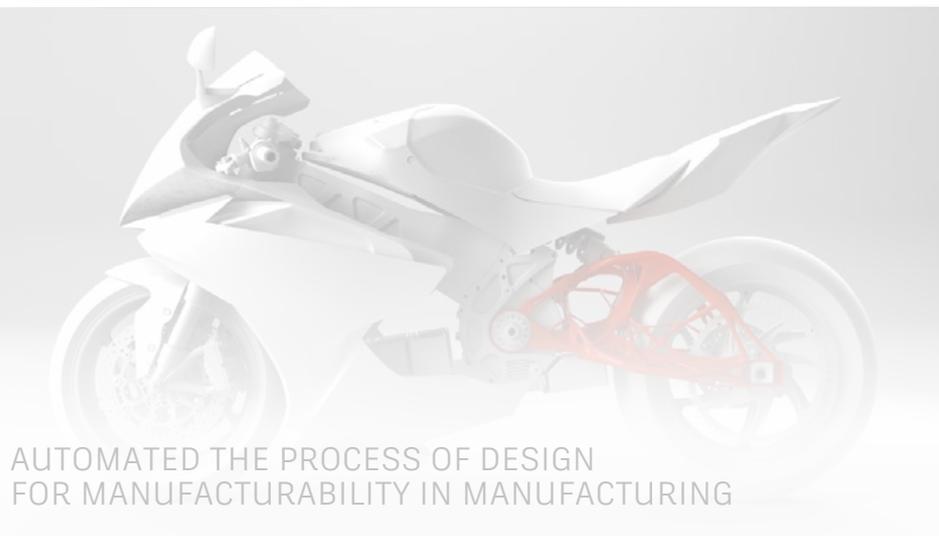
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DIGITIZED  
THE COMPANY



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CONVERGED CONSTRUCTION AND  
MANUFACTURING TO A NEW PARADIGM

## Top Products

|                               |     |
|-------------------------------|-----|
| <b>A</b> AutoCAD Architecture | 38% |
| <b>A</b> AutoCAD Map 3D       | 21% |
| <b>R</b> Revit                | 19% |

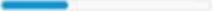
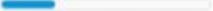
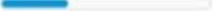
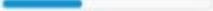
[Show more](#)

## Top Users

|   |     |
|---|-----|
|  Amanda Duncan | 18% |
|  Julie wagner  | 9%  |
|  Timothy Zales | 6%  |

[Show more](#)

## Projects (10)

|                |   |                          |
|----------------|---|--------------------------|
| Project Sierra |  | 803/2500 credits remain  |
| Seattle office |  | 902/1500 credits remain  |
| Project Kilo   |  | 64/150 credits remain    |
| NYC office     |  | 780/1500 credits remain  |
| Team Alpha     |  | 240/800 credits remain   |
| Boston office  |  | 640/1000 credits remain  |
| Project Delta  |  | 28/150 credits remain    |
| Mexico office  |  | 1343/2500 credits remain |
| Yosemite       |  | 250/1500 credits remain  |
| SF office      |  | 123/360 credits remain   |

## Token Usage



## Total Usage



|            |      |
|------------|------|
| Used:      | 840  |
| Remaining: | 1160 |
| Total:     | 2000 |



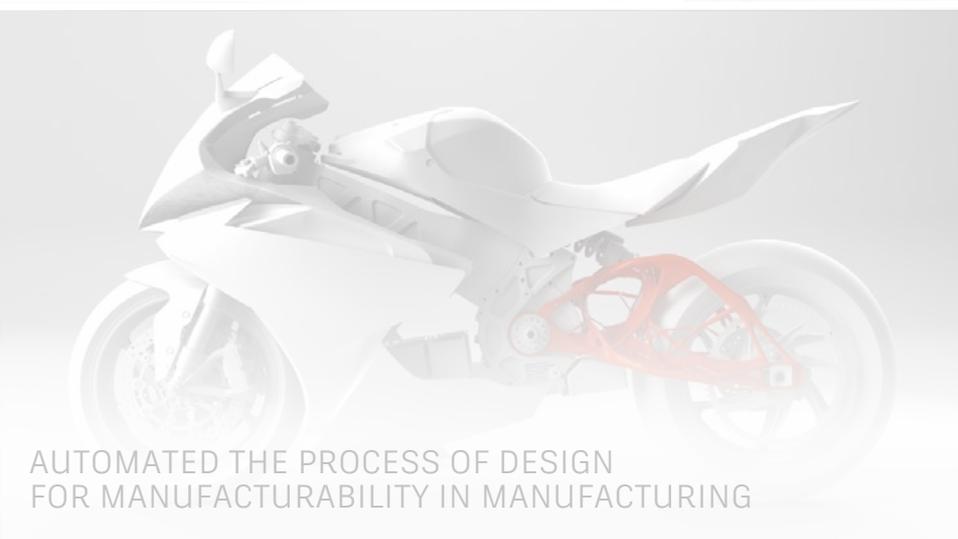
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MANUFACTURING TO A NEW PARADIGM

OPTION 1

OPTION 2

OPTION 3





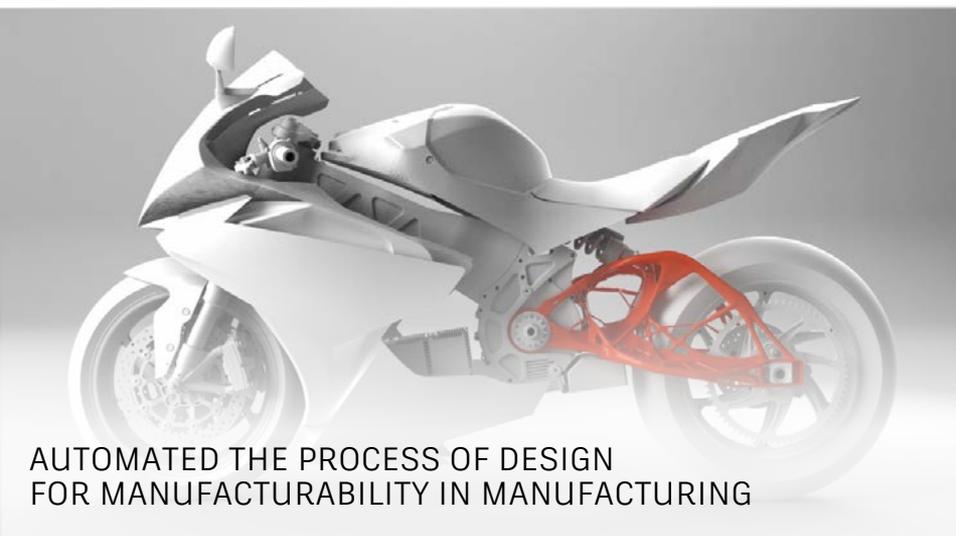
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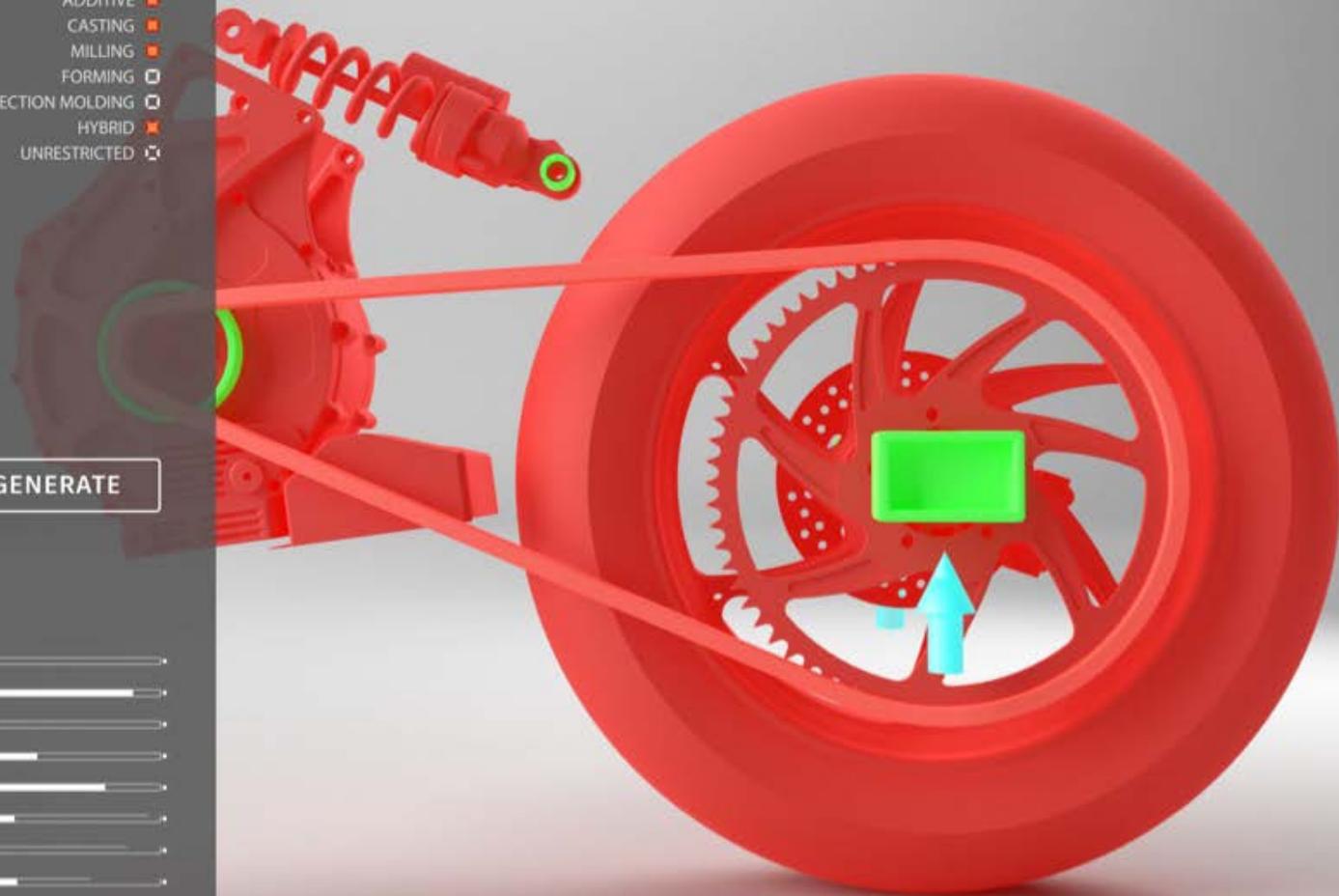
## STUDY TYPES

MANUFACTURING  
METHOD

- ADDITIVE
- CASTING
- MILLING
- FORMING
- INJECTION MOLDING
- HYBRID
- UNRESTRICTED

GENERATE

## OBJECTIVES





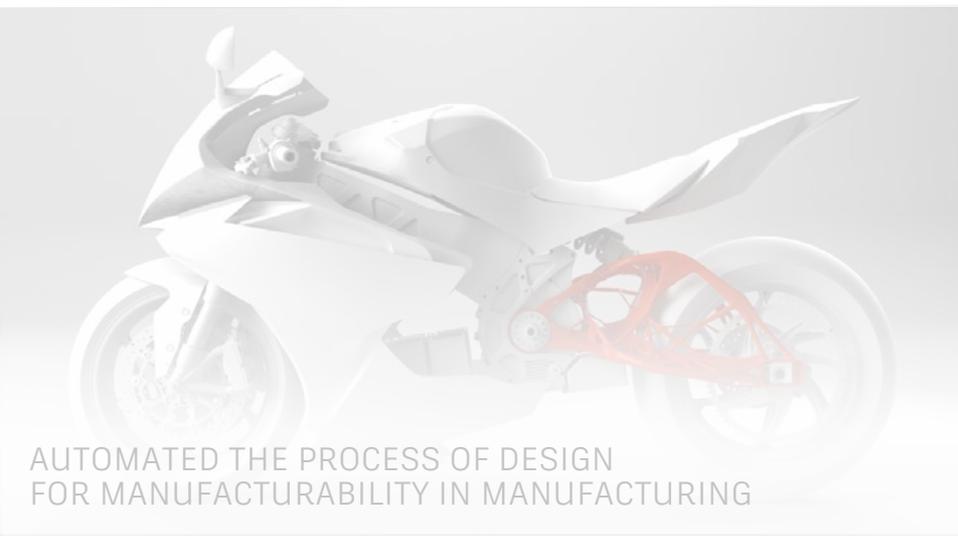
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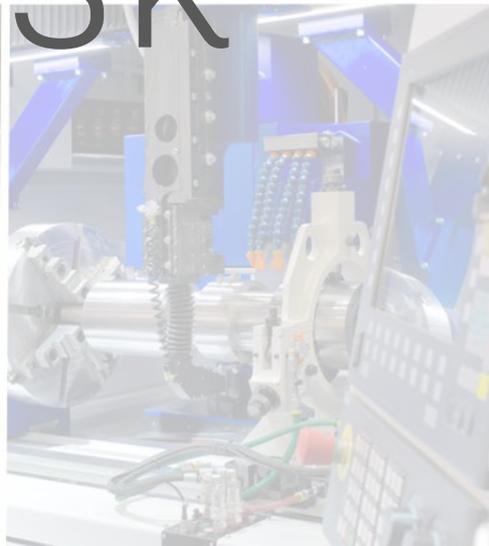
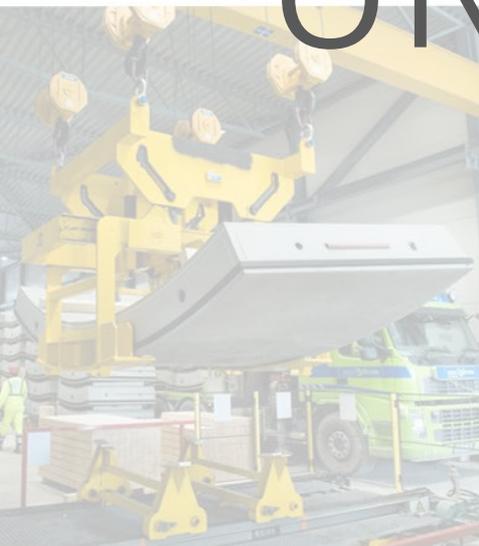
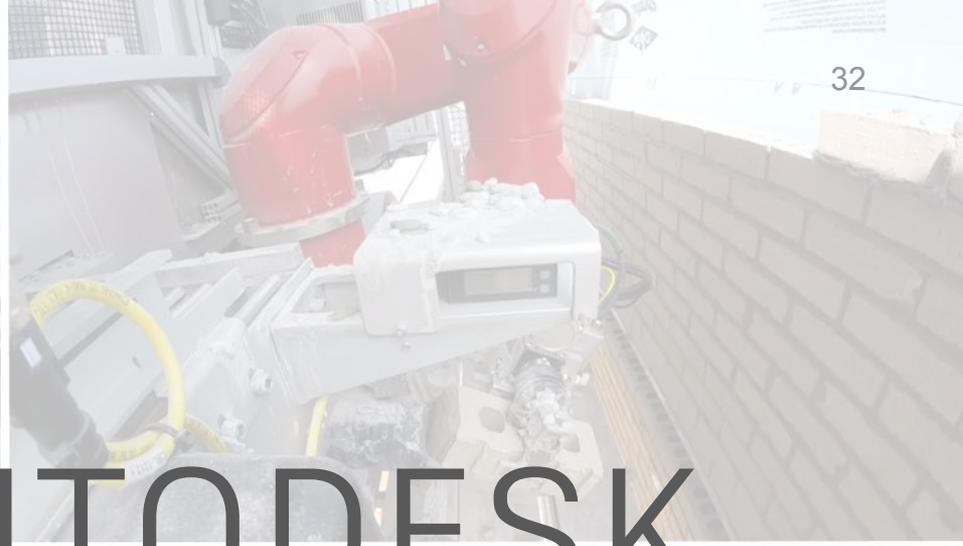
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# ONLY AUTODESK

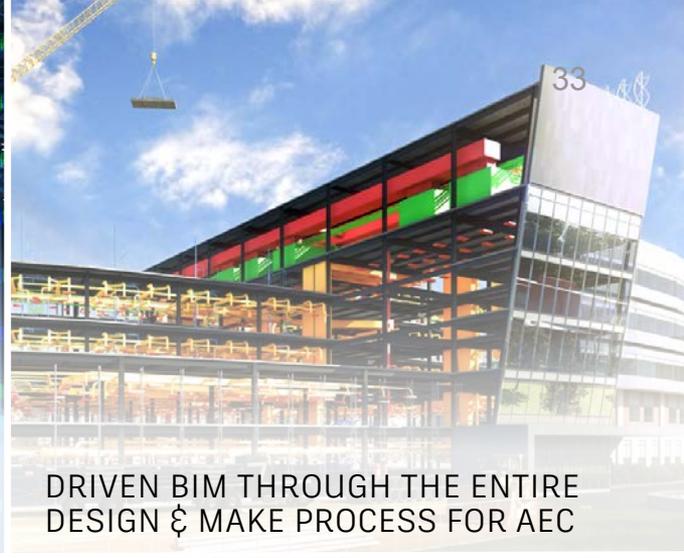




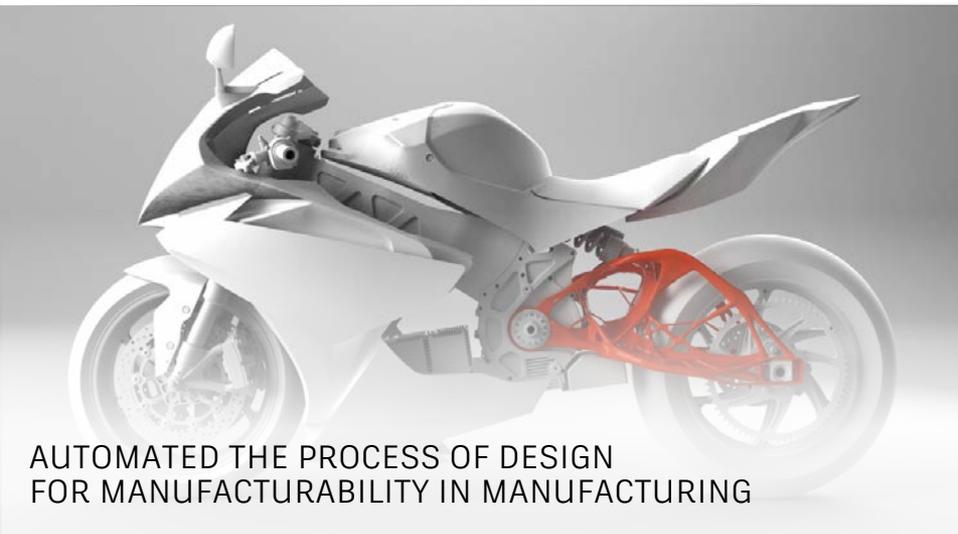
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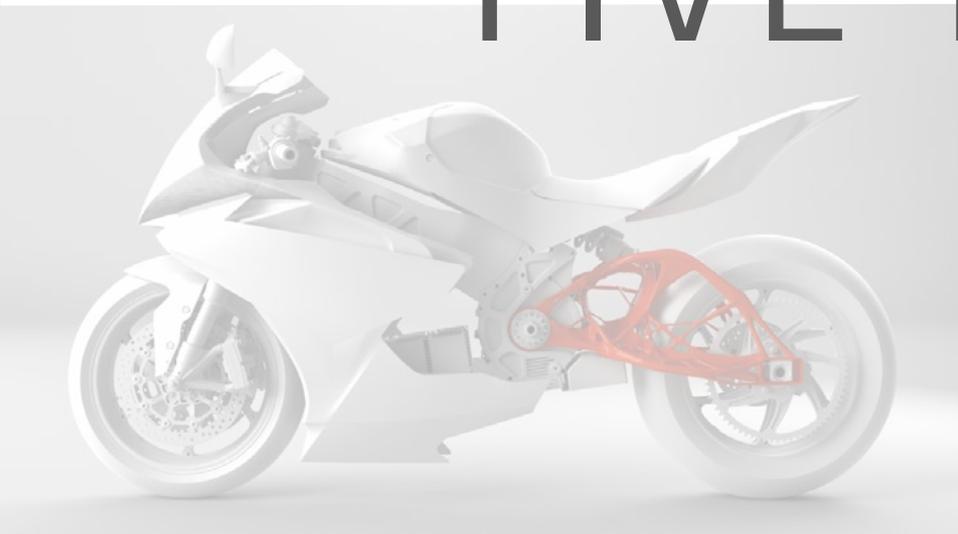
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# FIVE YEARS



# DESIGN & MAKE



# Agenda

**Lisa Campbell, SVP Business Strategy & Marketing**

Construction & Manufacturing Opportunities

**Scott Reese, SVP Manufacturing, Construction & Production**

Next Generation Construction & Manufacturing Solutions

**Steve Blum, SVP Worldwide Field Operations**

Delivering ARR Growth

**Scott Herren, Chief Financial Officer**

Path to FY20 Goals & Beyond

**Andrew Anagnost, President & CEO**

Closing Remarks

