

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 2016, 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 and operating margins growth; 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 and our planned end of sale of perpetual licenses; failure to successfully expand adoption of our products, slowing momentum, or declines, in subscriptions, ARPS, billings, ARR, revenue, deferred revenue and operating margins; difficulty in predicting those financial metrics 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.

A wide-angle photograph of a modern, open-plan office space. The ceiling is high with exposed black metal beams and silver ductwork. The floor is made of light-colored wood. In the foreground, a man in a dark blue shirt is sitting at a desk, working on a computer. The desk has a laptop, a monitor, and some papers. In the background, several other people are working at their desks. A woman in a black dress is standing near a desk with a name tag that says "Renee". There are plants and various office supplies scattered throughout the space.

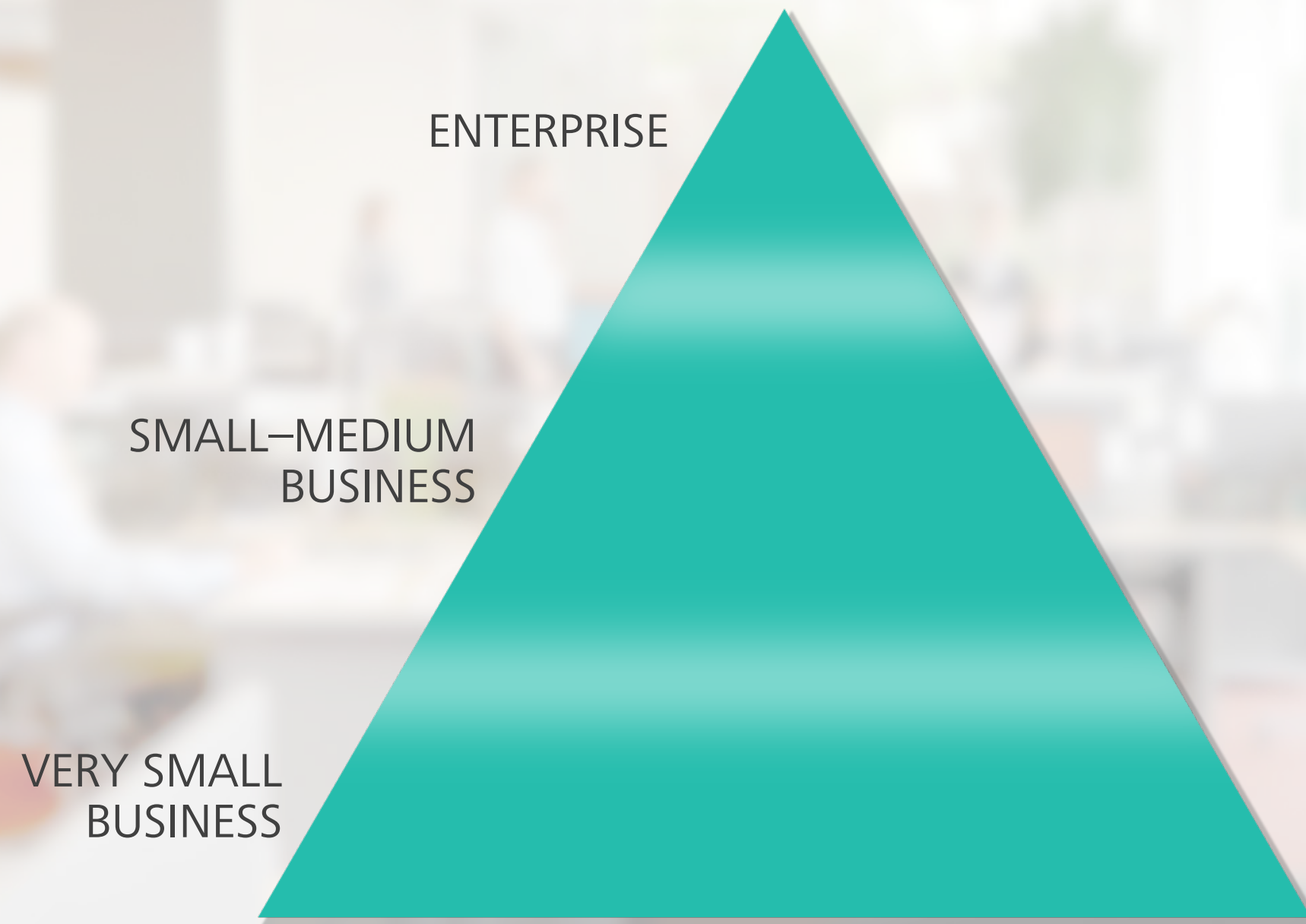
Autodesk Investor Meeting
September 29, 2015

Increasing Subscriptions and Value per Account

Steve Blum

Senior Vice President, Worldwide Sales and Services

INCREASING SUBSCRIPTIONS AND VALUE PER ACCOUNT



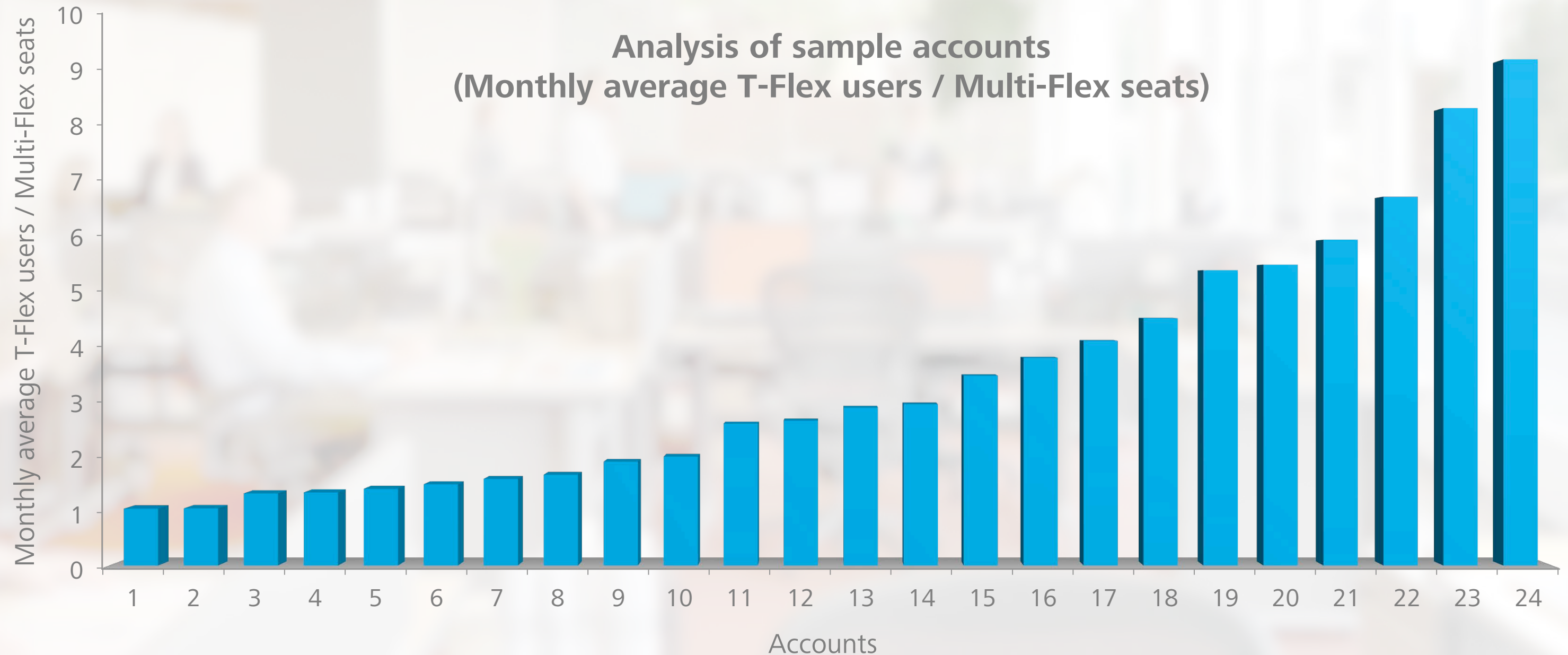
INCREASING SUBSCRIPTIONS AND VALUE PER ACCOUNT



- Autodesk-led sales approach with high-value accounts
- Dedicated consulting, adoption and support teams
- Enterprise Business Agreements (EBAs)
- Access to entire portfolio; unlimited users; consumption models
- Engagement model for value-added partners

INCREASING SUBSCRIPTIONS AND VALUE PER ENTERPRISE ACCOUNT

Token Flex drives 3x increase in subscriptions



INCREASING SUBSCRIPTIONS AND VALUE PER ENTERPRISE ACCOUNT

Enterprise Business Agreements drive ARR growth



22

of our largest customers moved from Maintenance to Token-Flex since Q2 FY15



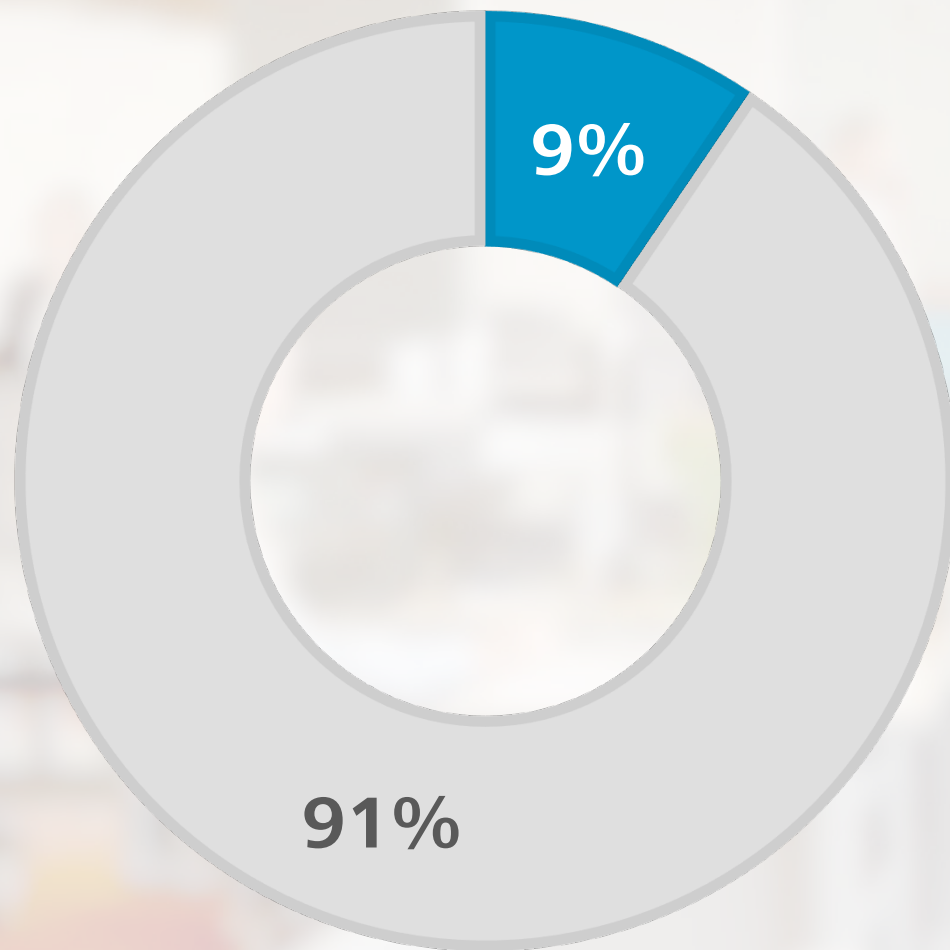
90%

overall increase in enterprise ARR Q2 FY16 Y/Y

INCREASING SUBSCRIPTIONS AND VALUE PER ENTERPRISE ACCOUNT

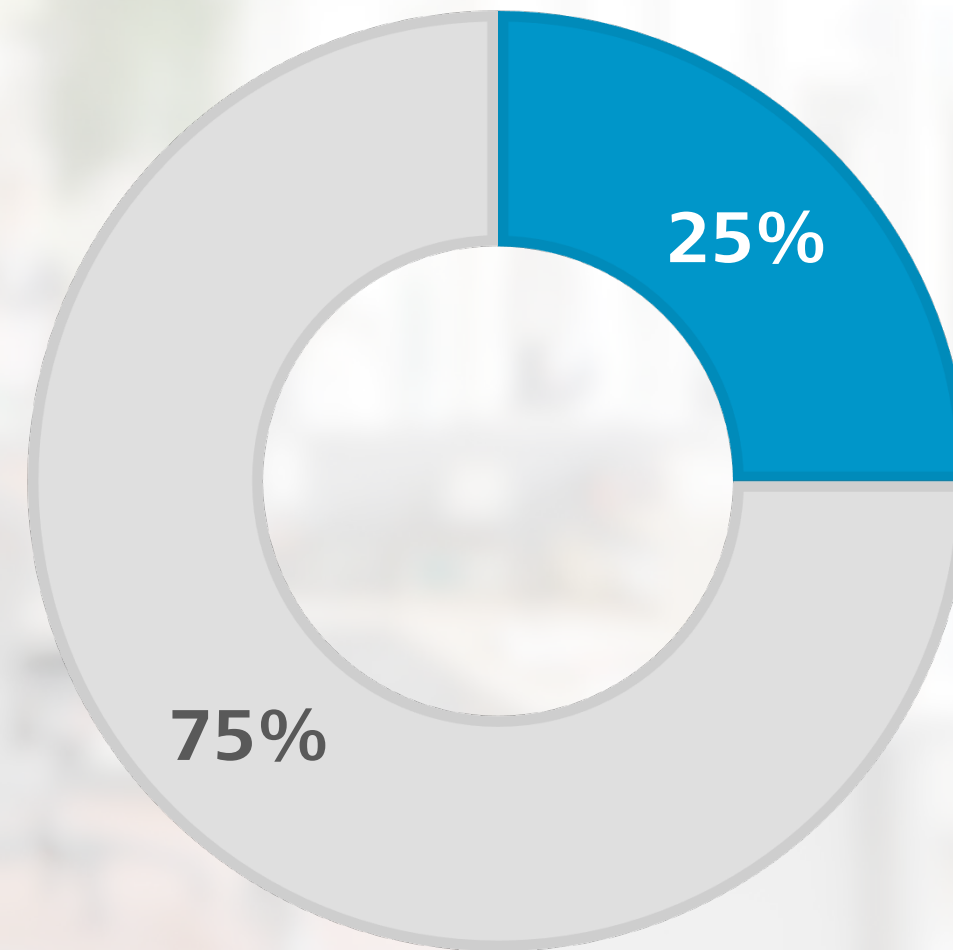
EBA drive higher billings

% of Named Accounts in FY15



- % of Named Accounts with EBAs
- % of Named Accounts without EBAs

FY15 Named Account billings



- Billings from EBAs
- Billings from non-EBAs

INCREASING SUBSCRIPTIONS AND VALUE PER ACCOUNT

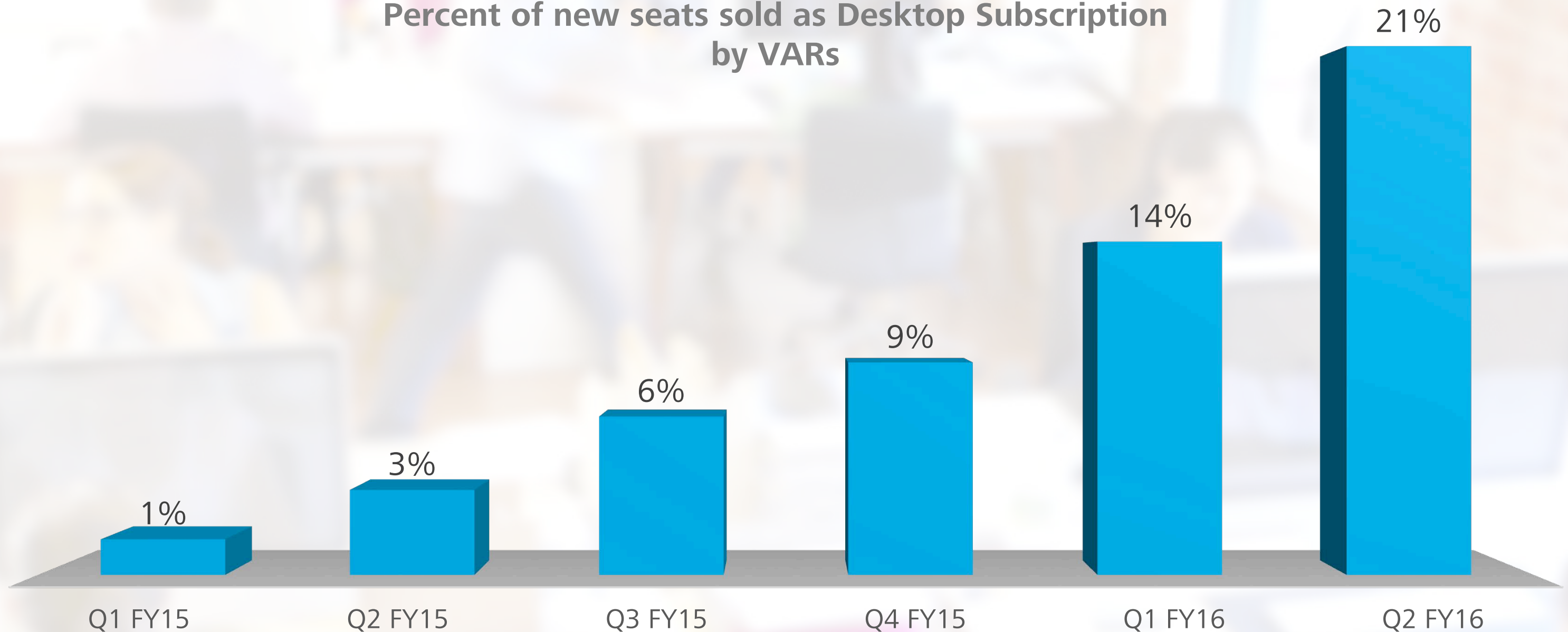


- Partner-led sales, adoption and renewal approach
- Specialized partners and sales teams focused on customer acquisition and cross-selling
- Increased margin on Desktop Subscription and lowered margin on perpetuals
- Inside sales to expand reach and customer acquisition

INCREASING SUBSCRIPTIONS AND VALUE PER SMB ACCOUNT

Desktop Subscription gains traction with VARs

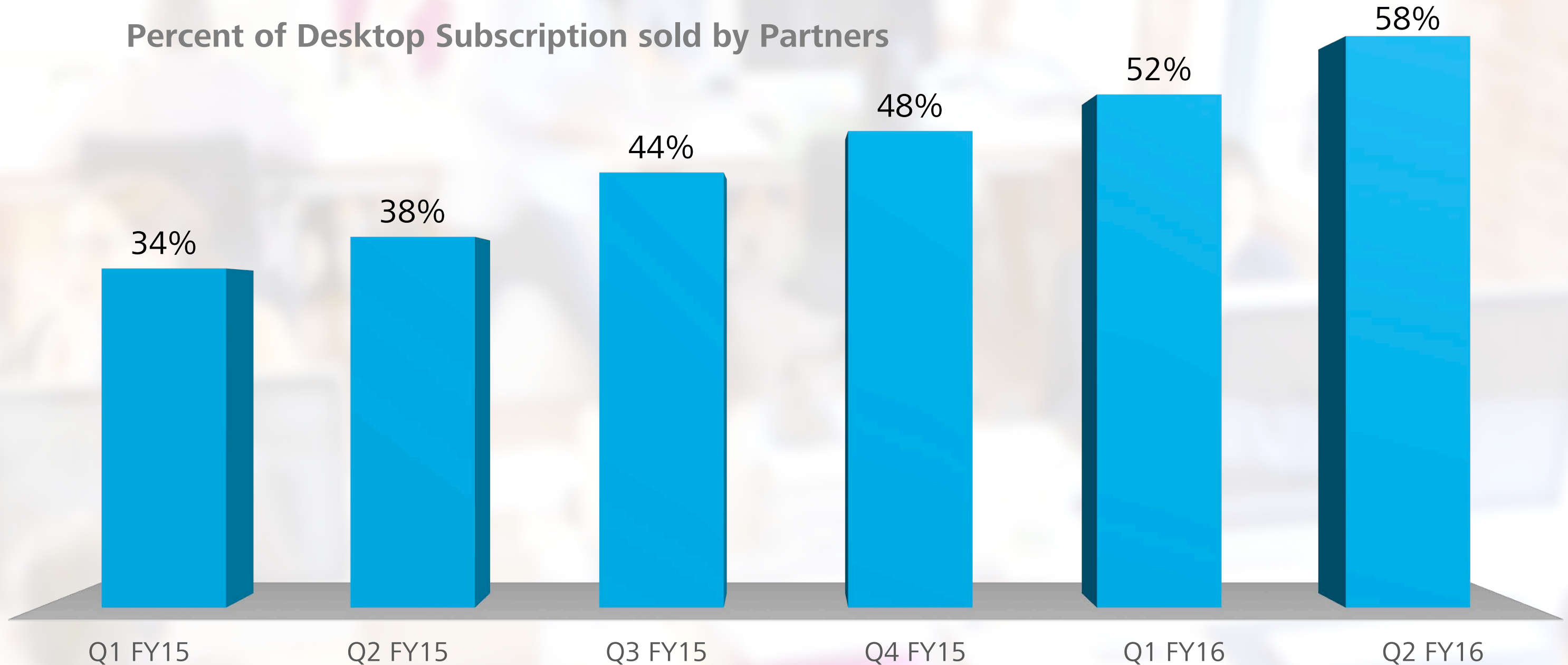
Percent of new seats sold as Desktop Subscription by VARs



INCREASING SUBSCRIPTIONS AND VALUE PER SMB ACCOUNT

Partners sold 58% of Desktop Subscriptions

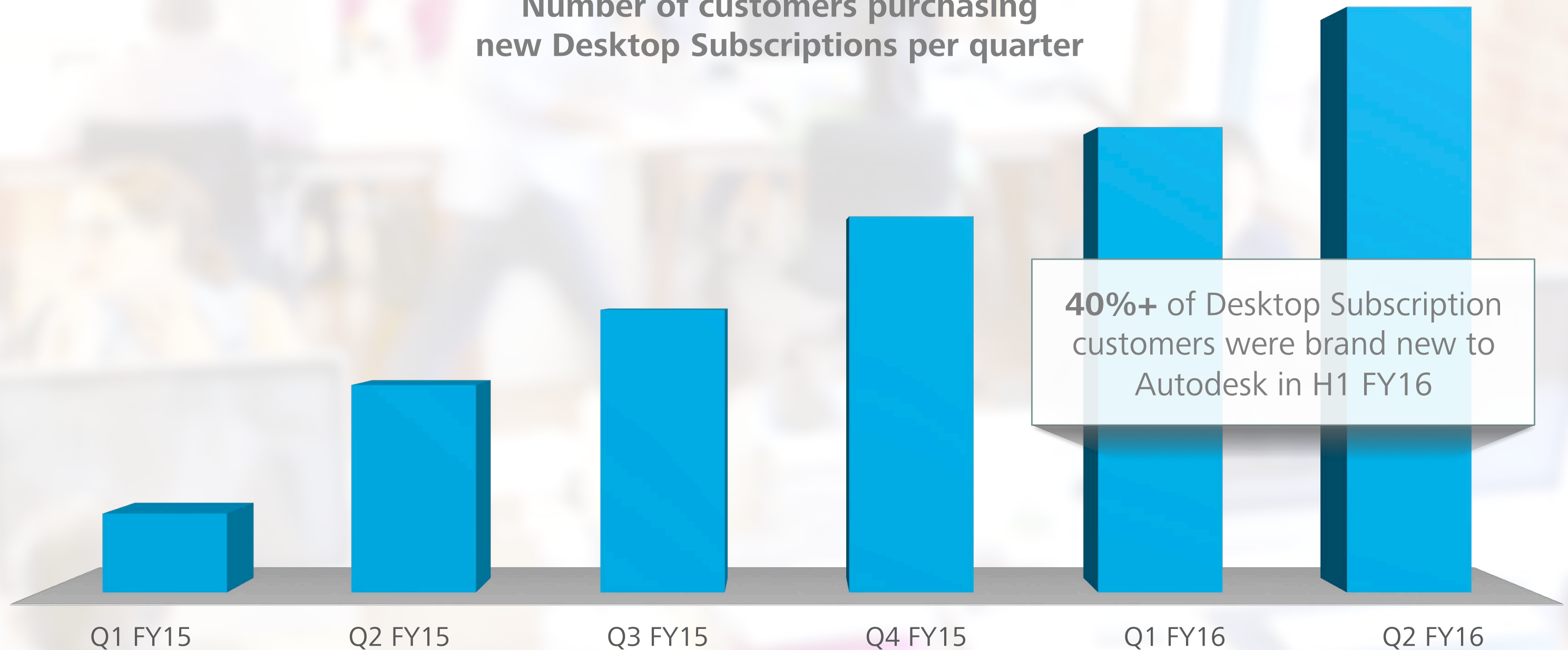
Percent of Desktop Subscription sold by Partners



INCREASING SUBSCRIPTIONS AND VALUE PER SMB ACCOUNT

Desktop Subscription drives gain in new customers

Number of customers purchasing new Desktop Subscriptions per quarter



40%+ of Desktop Subscription customers were brand new to Autodesk in H1 FY16

INCREASING SUBSCRIPTIONS AND VALUE PER ACCOUNT

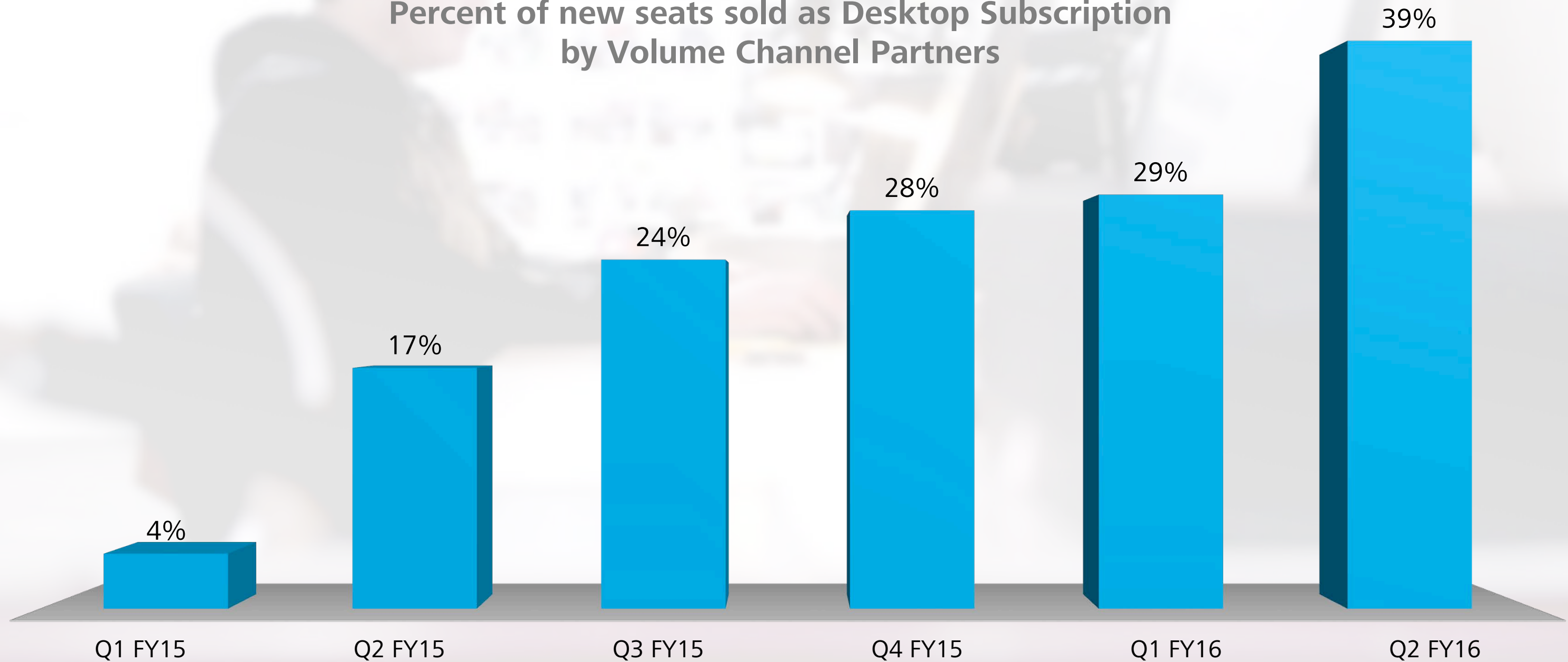


- Low touch and self-serve channels
- Marketing-driven programs provide access to new customers
- Inside sales to expand reach and customer acquisition
- Portfolio and geographic expansion of e-tail partnerships
- Electronic and self-service renewal options

INCREASING SUBSCRIPTIONS AND VALUE PER VSB ACCOUNT

Desktop Subscription gains traction with Volume Channel Partners

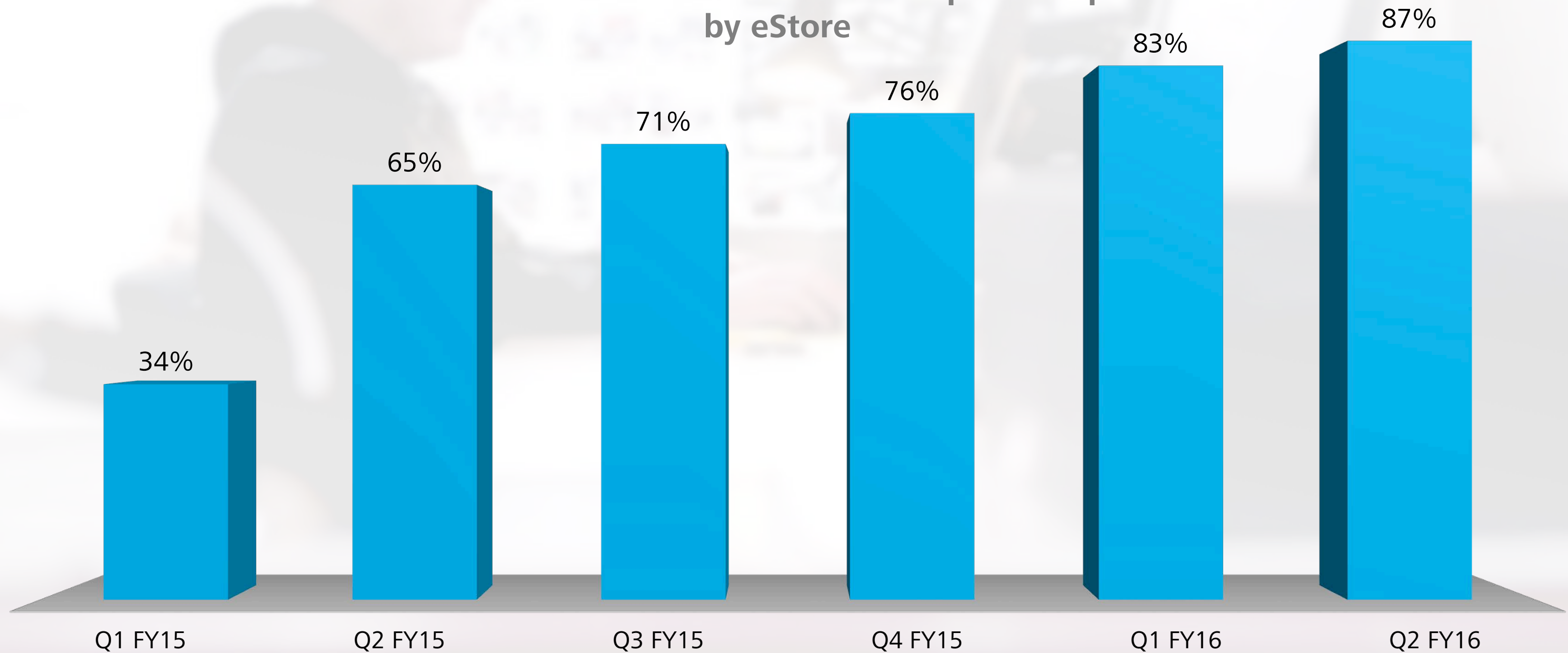
Percent of new seats sold as Desktop Subscription
by Volume Channel Partners



INCREASING SUBSCRIPTIONS AND VALUE PER VSB ACCOUNT

Most new seats sold on eStore are Desktop Subscriptions

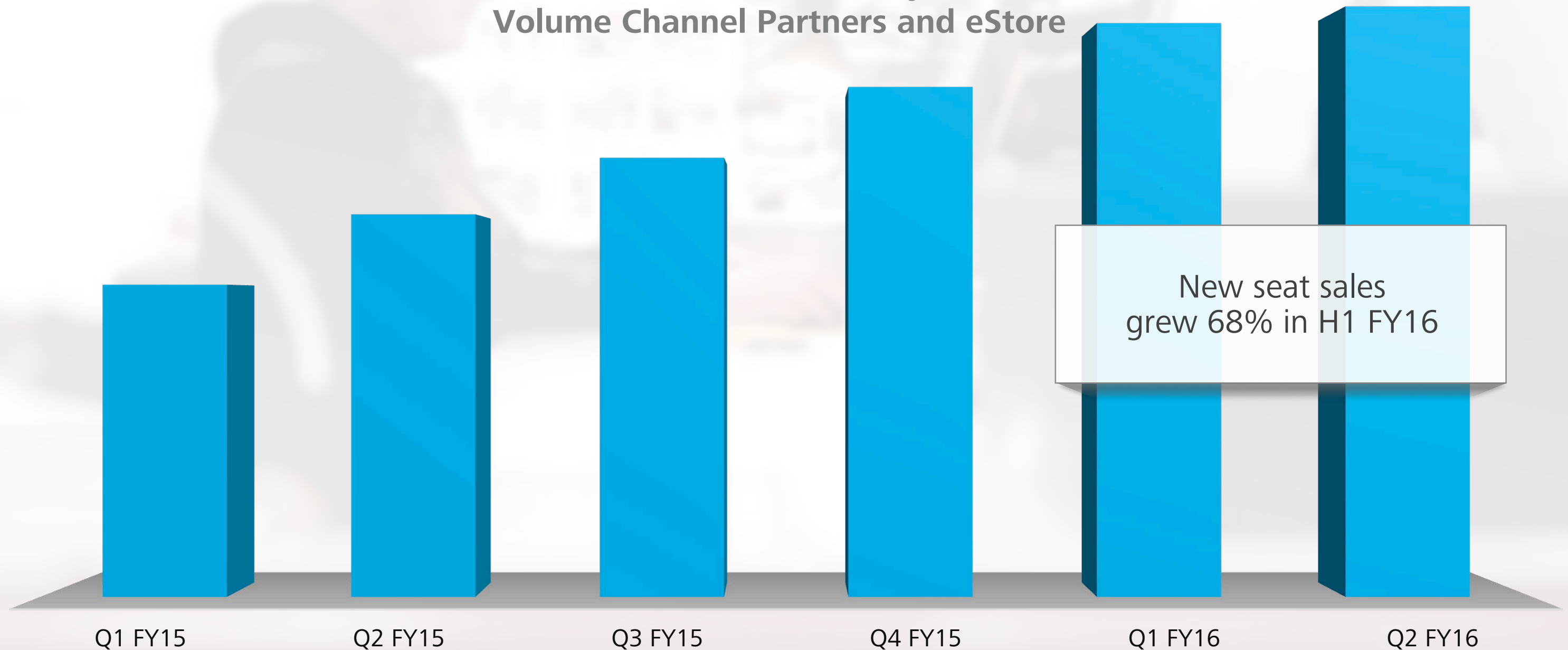
Percent of new seats sold as Desktop Subscription
by eStore



INCREASING SUBSCRIPTIONS AND VALUE PER VSB ACCOUNT

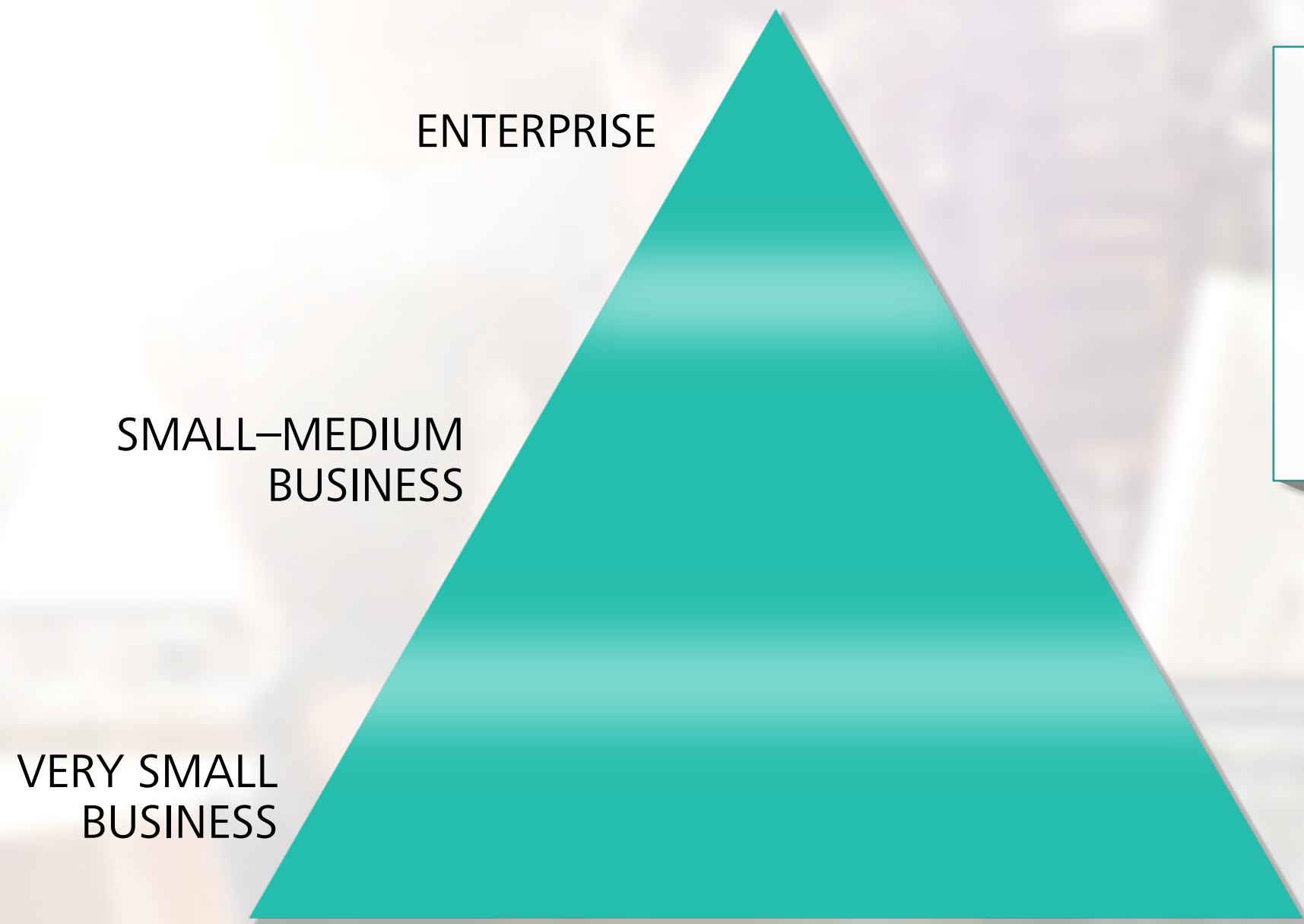
New seat sales continue to grow for Volume Channel Partners and eStore

Total seats sold by
Volume Channel Partners and eStore



New seat sales
grew 68% in H1 FY16

INCREASING SUBSCRIPTIONS AND VALUE IN ALL ACCOUNTS

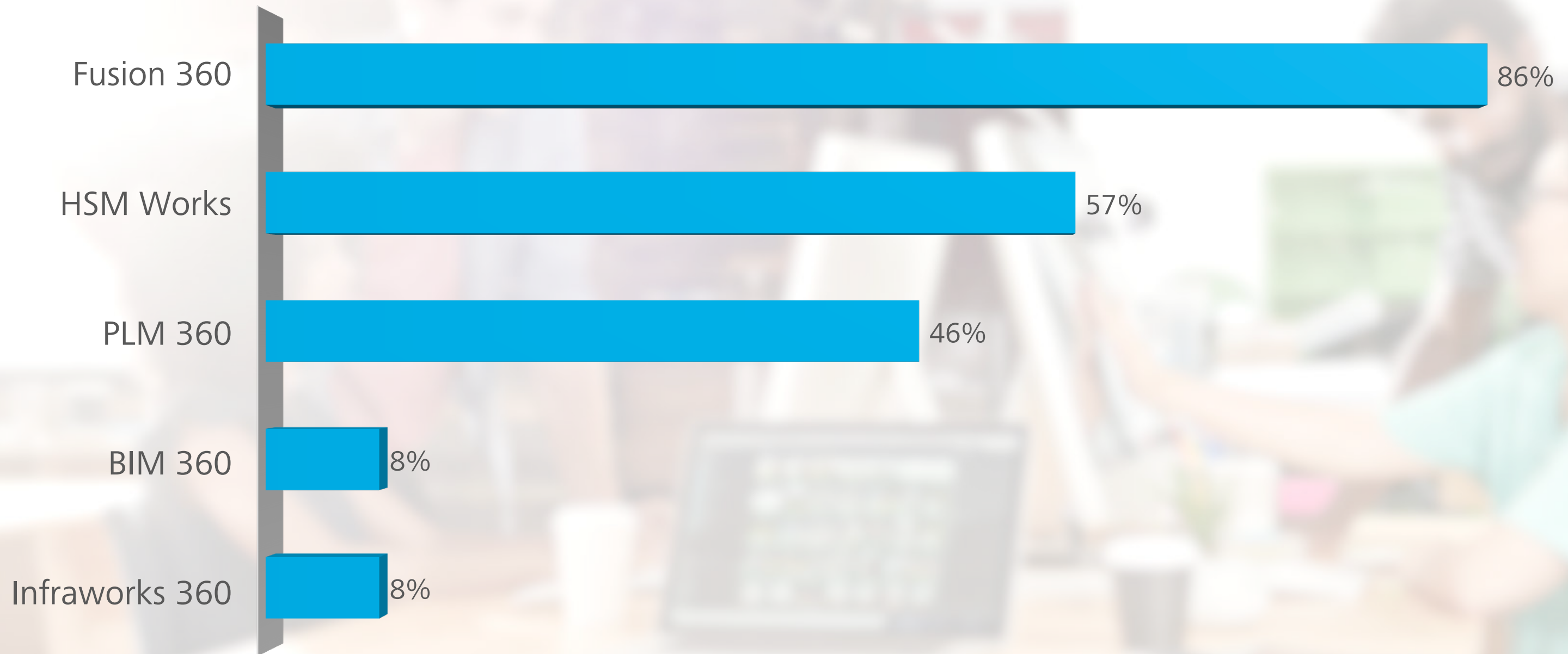


- New offerings bring in new subscriptions
- Driving growth in all channels
- Preparing for perpetual end of sales

INCREASING SUBSCRIPTIONS AND VALUE PER ACCOUNT

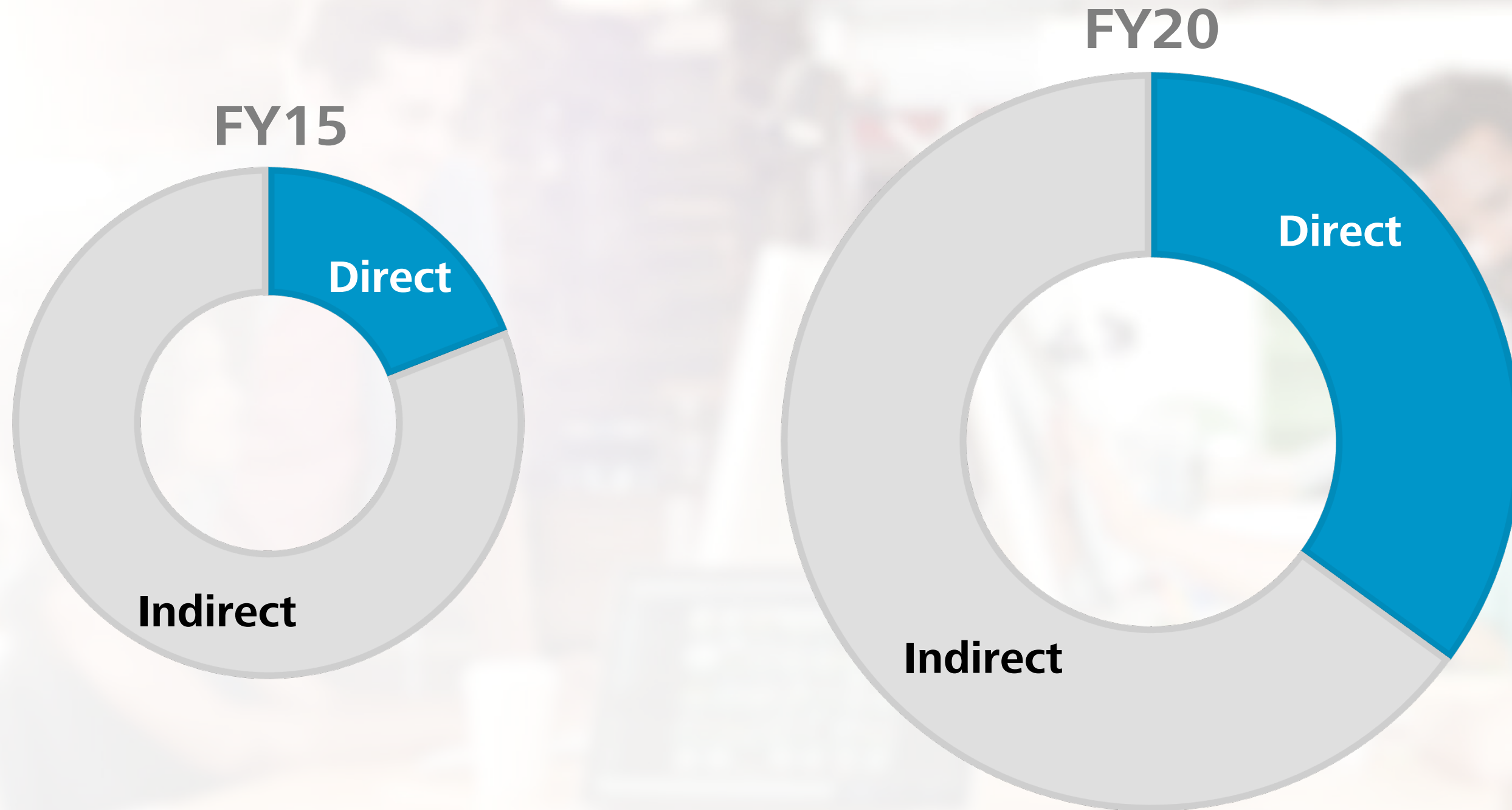
New offerings drive gain in new customers and new subscriptions

% of New customer accounts for new offerings in H1 FY16



INCREASING SUBSCRIPTIONS AND VALUE PER ACCOUNT

Mix of direct vs. indirect billings is changing but growing in all channels



Conceptual representation

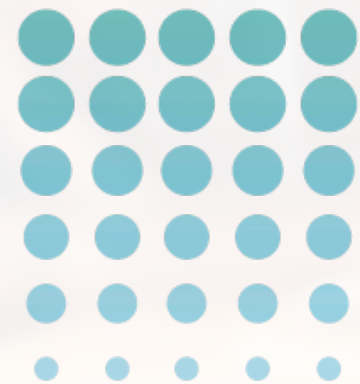
INCREASING SUBSCRIPTIONS AND VALUE PER ACCOUNT

Pilot "End of Sales" of AutoCAD LT perpetual licenses in Australia/New Zealand drove new seat sales



+19%

Y/Y growth in LT perpetual licenses and Desktop Subscriptions sold



+21%

Average net subscription gain per month since end of sales of LT perpetual



SUMMARY

- We are driving more subscriptions across all customer segments
- We are driving more value per account
- Channel strategies are working
- We are well positioned for the end of sales of perpetual licenses and sales of subscriptions



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