

Autodesk, Inc.

Other Supplemental Financial Information (a)

Fiscal Year 2016	QTR 1	QTR 2	QTR 3	QTR 4	YTD 2016
Financial Statistics (\$ in millions, except per share data):					
Total Net Revenue:	\$ 647	\$ 610	\$ 600	\$ 648	\$ 2,504
License and Other Revenue	\$ 327	\$ 291	\$ 281	\$ 329	\$ 1,227
Subscription Revenue	\$ 320	\$ 319	\$ 319	\$ 320	\$ 1,277
GAAP Gross Margin	86%	85%	85%	85%	85%
Non-GAAP Gross Margin (1)(2)	88%	87%	87%	88%	88%
GAAP Operating Expenses	\$ 533	\$ 512	\$ 524	\$ 563	\$ 2,132
GAAP Operating Margin	3%	1%	(2)%	(1)%	—%
GAAP Net Income (Loss)	\$ 19	\$ (269)	\$ (44)	\$ (33)	\$ (326)
GAAP Diluted Net Income (Loss) Per Share (b)	\$ 0.08	\$ (1.18)	\$ (0.19)	\$ (0.15)	\$ (1.44)
Non-GAAP Operating Expenses (1)(3)	\$ 477	\$ 466	\$ 469	\$ 502	\$ 1,914
Non-GAAP Operating Margin (1)(4)	15%	11%	9%	10%	11%
Non-GAAP Net Income (1)(5)	\$ 69	\$ 44	\$ 33	\$ 48	\$ 194
Non-GAAP Diluted Net Income Per Share (1)(6)(b)	\$ 0.30	\$ 0.19	\$ 0.14	\$ 0.21	\$ 0.84
Total Cash and Marketable Securities	\$ 2,271	\$ 2,952	\$ 2,824	\$ 2,783	\$ 2,783
Days Sales Outstanding	44	59	55	92	
Capital Expenditures	\$ 13	\$ 17	\$ 12	\$ 31	\$ 72
Cash Flow from Operating Activities	\$ 87	\$ 77	\$ 80	\$ 170	\$ 414
GAAP Depreciation, Amortization and Accretion	\$ 38	\$ 36	\$ 36	\$ 36	\$ 146
Deferred Subscription Revenue Balance	\$ 930	\$ 1,004	\$ 963	\$ 1,148	\$ 1,148
Revenue by Geography:					
Americas	\$ 244	\$ 236	\$ 236	\$ 257	\$ 973
Europe, Middle East and Africa	\$ 245	\$ 226	\$ 225	\$ 238	\$ 935
Asia Pacific	\$ 157	\$ 148	\$ 139	\$ 153	\$ 597
% of Total Rev from Emerging Economies	14%	15%	15%	14%	15%
Revenue by Segment:					
Architecture, Engineering and Construction	\$ 237	\$ 233	\$ 225	\$ 254	\$ 949
Manufacturing	\$ 185	\$ 171	\$ 175	\$ 194	\$ 725
Platform Solutions and Emerging Business	\$ 185	\$ 164	\$ 161	\$ 160	\$ 670
Media and Entertainment	\$ 40	\$ 41	\$ 39	\$ 40	\$ 160
Other Revenue Statistics:					
% of Total Rev from Flagship	46%	45%	45%	46%	45%
% of Total Rev from Suites	37%	37%	36%	36%	37%
% of Total Rev from New and Adjacent	17%	18%	19%	18%	18%
% of Total Rev from AutoCAD and AutoCAD LT	25%	24%	24%	22%	24%
Favorable (Unfavorable) Impact of U.S. Dollar Translation Relative to Foreign Currencies Compared to Comparable Prior Year Period:					
FX Impact on Billings	\$ (31)	\$ (50)	\$ (36)	\$ (65)	\$ (182)
FX Impact on Total Net Revenue	\$ (22)	\$ (25)	\$ (28)	\$ (35)	\$ (110)
FX Impact on Cost of Revenue and Total Operating Expenses	\$ 22	\$ 25	\$ 24	\$ 20	\$ 91
FX Impact on Operating Income	\$ -	\$ -	\$ (4)	\$ (15)	\$ (19)
Gross Profit by Segment:					
Architecture, Engineering and Construction	\$ 217	\$ 210	\$ 202	\$ 229	\$ 857
Manufacturing	\$ 158	\$ 151	\$ 155	\$ 174	\$ 638
Platform Solutions and Emerging Business	\$ 163	\$ 138	\$ 136	\$ 134	\$ 572
Media and Entertainment	\$ 33	\$ 32	\$ 31	\$ 32	\$ 127
Unallocated amounts	\$ (16)	\$ (14)	\$ (15)	\$ (15)	\$ (61)
Common Stock Statistics:					
GAAP Common Shares Outstanding	227.6	226.2	225.1	224.4	224.4
GAAP Fully Diluted Weighted Average Shares Outstanding	231.7	227.0	225.3	224.7	226.0
Shares Repurchased	1.6	2.1	3.2	1.6	8.5
Subscriptions (in millions):					
Total Subscriptions	2.33	2.39	2.47	2.58	2.58
Annualized Recurring Revenue (ARR):					
Maintenance Model ARR	\$ 1,141	\$ 1,133	\$ 1,133	\$ 1,121	\$ 1,121
New Model ARR	\$ 180	\$ 204	\$ 221	\$ 255	\$ 255
Total ARR	\$ 1,321	\$ 1,337	\$ 1,354	\$ 1,376	\$ 1,376

(a) Totals may not agree with the sum of the components due to rounding.

(b) Net income (loss) per share were computed independently for each of the periods presented; therefore the sum of the net income (loss) per share amounts for the quarters may not equal the total for the year.

(1) To supplement our consolidated financial statements presented on a GAAP basis, Autodesk provides investors with certain non-GAAP measures including non-GAAP gross margin, non-GAAP operating expenses, non-GAAP operating margin, non-GAAP net income, non-GAAP net income per share and billings. Excluding net billings, these non-GAAP financial measures are adjusted to exclude certain costs, expenses, gains and losses, including stock-based compensation expense, restructuring charges, amortization of purchased intangibles, gain and loss on strategic investments, and related income tax expenses. In the case of billings, we reconcile to revenue by adjusting for the change in deferred revenue from the beginning to the end of the period less any deferred revenue balances acquired from business combination(s) during the period and other discounts. See our reconciliation of GAAP financial measures to non-GAAP financial measures herein. We believe these exclusions are appropriate to enhance an overall understanding of our past financial performance and also our prospects for the future, as well as to facilitate comparisons with our historical operating results. These adjustments to our GAAP results are made with the intent of providing both management and investors a more complete understanding of Autodesk's underlying operational results and trends and our marketplace performance. For example, non-GAAP results are an indication of our baseline performance before gains, losses or other charges that are considered by management to be outside our core operating results. In addition, these non-GAAP financial measures are among the primary indicators management uses as a basis for our planning and forecasting of future periods. There are limitations in using non-GAAP financial measures because the non-GAAP financial measures are not prepared in accordance with generally accepted accounting principles 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. The presentation of this additional information is not meant to be considered in isolation or as a substitute for the directly comparable financial measures prepared in accordance with GAAP in the United States. Investors should review the reconciliation of the non-GAAP financial measures to their most directly comparable GAAP financial measures as provided in the tables accompanying Autodesk's press release.

	QTR 1	QTR 2	QTR 3	QTR 4	YTD 2016
(2) GAAP Gross Margin	86 %	85%	85 %	85 %	85 %
Stock-based compensation expense	—%	—%	—%	1 %	1 %
Amortization of developed technology	2 %	2 %	2 %	2 %	2 %
Non-GAAP Gross Margin	88 %	87 %	87 %	88 %	88 %
(3) GAAP Operating Expenses	\$ 533	\$ 512	\$ 524	\$ 563	\$ 2,132
Stock-based compensation expense	(47)	(38)	(47)	(53)	(185)
Amortization of purchased intangibles	(9)	(8)	(8)	(8)	(33)
Non-GAAP Operating Expenses	\$ 477	\$ 466	\$ 469	\$ 502	\$ 1,914
(4) GAAP Operating Margin	3 %	1 %	(2)%	(1)%	—%
Stock-based compensation expense	8 %	7 %	8 %	8 %	8 %
Amortization of developed technology	2 %	2 %	2 %	2 %	2 %
Amortization of purchased intangibles	2 %	1 %	1 %	1 %	1 %
Non-GAAP Operating Margin	15 %	11 %	9 %	10 %	11 %
(5) GAAP Net Income (Loss)	\$ 19	\$ (269)	\$ (44)	\$ (33)	\$ (326)
Stock-based compensation expense	50	41	50	56	197
Amortization of developed technology	14	12	12	12	49
Amortization of purchased intangibles	9	8	8	8	33
(Gain) loss on strategic investments	(1)	(2)	-	-	(4)
Discrete GAAP tax (provision) benefit items	(3)	4	1	(2)	1
Establishment of valuation allowance on deferred tax assets	-	231	-	-	231
Income tax effect of non-GAAP adjustments	(19)	19	6	7	13
Non-GAAP Net Income	\$ 69	\$ 44	\$ 33	\$ 48	\$ 194
(6) GAAP Diluted Net Income (Loss) Per Share	\$ 0.08	\$ (1.18)	\$ (0.19)	\$ (0.15)	\$ (1.44)
Stock-based compensation expense	0.21	0.18	0.22	0.25	0.86
Amortization of developed technology	0.06	0.05	0.05	0.05	0.21
Amortization of purchased intangibles	0.04	0.04	0.03	0.04	0.15
(Gain) loss on strategic investments	-	(0.01)	-	-	(0.01)
Discrete GAAP tax (provision) benefit items	(0.01)	0.02	-	(0.01)	-
Establishment of valuation allowance on deferred tax assets	-	1.01	-	-	1.01
Income tax effect of non-GAAP adjustments	(0.08)	0.08	0.03	0.03	0.06
Non-GAAP Diluted Net Income Per Share	\$ 0.30	\$ 0.19	\$ 0.14	\$ 0.21	\$ 0.84

Reconciliation for Billings:

	Q116	Q216	Q316	Q416	FY16
Year over year change in GAAP net revenue	9%	(4)%	(3)%	(2)%	—%
Change in deferred revenue in the current period	(11)%	10 %	(8)%	19 %	4 %
Change in hedge gain (loss) applicable to billings	4%	2%	0%	(1)%	1%
Change in acquisition related deferred revenue and other	1%	(1)%	2 %	(1)%	—%
Year over year change in billings	3%	7%	(9)%	15%	5 %

Reconciliation for Subscription Billings:

	Q116	Q216	Q316	Q416	FY16
Year-over-year change in GAAP subscription revenue	16%	11 %	7 %	3 %	9 %
Change in deferred subscription revenue	(20)%	31 %	(14)%	20 %	5 %
Change in hedge gain (loss) applicable to subscription billings	5%	4 %	1 %	(2)%	1 %
Change in acquisition related deferred subscription revenue and other	2%	6 %	—%	(2)%	1 %
Year-over-year change in subscription billings	3%	52%	(6)%	19%	16 %

Fiscal Year 2015	QTR 1	QTR 2	QTR 3	QTR 4	YTD 2015
Financial Statistics (\$ in millions, except per share data):					
Total Net Revenue:	\$ 593	\$ 637	\$ 618	\$ 665	\$ 2,512
License and Other Revenue	\$ 316	\$ 350	\$ 321	\$ 354	\$ 1,341
Subscription Revenue	\$ 276	\$ 287	\$ 298	\$ 310	\$ 1,171
GAAP Gross Margin	87 %	86 %	86 %	87 %	86 %
Non-GAAP Gross Margin (1)(2)	89 %	89 %	89 %	89 %	89 %
GAAP Operating Expenses	\$ 472	\$ 499	\$ 517	\$ 561	\$ 2,049
GAAP Operating Margin	7 %	8 %	2 %	2 %	5 %
GAAP Net Income	\$ 28	\$ 31	\$ 11	\$ 12	\$ 82
GAAP Diluted Net Income Per Share (b)	\$ 0.12	\$ 0.13	\$ 0.05	\$ 0.05	\$ 0.35
Non-GAAP Operating Expenses (1)(3)	\$ 427	\$ 451	\$ 467	\$ 506	\$ 1,850
Non-GAAP Operating Margin (1)(4)	17 %	18 %	13 %	13 %	15 %
Non-GAAP Net Income (1)(5)	\$ 74	\$ 82	\$ 58	\$ 59	\$ 272
Non-GAAP Diluted Net Income Per Share (1)(6)(b)	\$ 0.32	\$ 0.35	\$ 0.25	\$ 0.25	\$ 1.17
Total Cash and Marketable Securities	\$ 2,388	\$ 2,169	\$ 2,157	\$ 2,299	\$ 2,299
Days Sales Outstanding	50	52	55	63	
Capital Expenditures	\$ 15	\$ 17	\$ 28	\$ 16	\$ 76
Cash Flow from Operating Activities	\$ 219	\$ 96	\$ 136	\$ 257	\$ 708
GAAP Depreciation, Amortization and Accretion	\$ 36	\$ 37	\$ 37	\$ 36	\$ 146
Deferred Subscription Revenue Balance	\$ 848	\$ 839	\$ 839	\$ 937	\$ 937
Revenue by Geography:					
Americas	\$ 206	\$ 223	\$ 231	\$ 238	\$ 898
Europe, Middle East and Africa	\$ 226	\$ 244	\$ 238	\$ 273	\$ 980
Asia Pacific	\$ 161	\$ 170	\$ 149	\$ 154	\$ 634
% of Total Rev from Emerging Economies	13%	15%	15%	16%	15%
Revenue by Segment:					
Architecture, Engineering and Construction	\$ 196	\$ 218	\$ 217	\$ 242	\$ 873
Platform Solutions and Emerging Business	\$ 212	\$ 208	\$ 188	\$ 189	\$ 797
Manufacturing	\$ 147	\$ 168	\$ 170	\$ 190	\$ 676
Media and Entertainment	\$ 38	\$ 44	\$ 43	\$ 43	\$ 167
Other Revenue Statistics:					
% of Total Rev from Flagship	50 %	48 %	47 %	45 %	48 %
% of Total Rev from Suites	35 %	36 %	36 %	37 %	36 %
% of Total Rev from New and Adjacent	14 %	16 %	17 %	18 %	16 %
% of Total Rev from AutoCAD and AutoCAD LT	32 %	29 %	27 %	25 %	28 %
Favorable (Unfavorable) Impact of U.S. Dollar Translation Relative to Foreign Currencies Compared to Comparable Prior Year Period:					
FX Impact on Total Net Revenue	\$ (9)	\$ —	\$ (4)	\$ (11)	\$ (24)
FX Impact on Cost of Revenue and Total Operating Expenses	\$ 2	\$ (2)	\$ 3	\$ 14	\$ 17
FX Impact on Operating Income	\$ (7)	\$ (2)	\$ (1)	\$ 3	\$ (7)
Gross Profit by Segment:					
Architecture, Engineering and Construction	\$ 176	\$ 196	\$ 194	\$ 220	\$ 786
Platform Solutions and Emerging Business	\$ 191	\$ 185	\$ 167	\$ 169	\$ 712
Manufacturing	\$ 133	\$ 152	\$ 153	\$ 167	\$ 604
Media and Entertainment	\$ 29	\$ 32	\$ 32	\$ 34	\$ 127
Unallocated amounts	\$ (15)	\$ (16)	\$ (15)	\$ (15)	\$ (59)
Common Stock Statistics:					
Common Shares Outstanding	227.5	227.2	227.2	227.0	227.0
Fully Diluted Weighted Average Shares Outstanding	231.6	232.4	231.5	232.2	232.4
Shares Repurchased	2.0	1.9	1.9	1.1	6.9
Subscriptions (in millions):					
Total Subscriptions	1.94	2.01	2.13	2.23	2.23
Annualized Recurring Revenue (ARR):					
Maintenance Model ARR	\$ 987	\$ 1,028	\$ 1,071	\$ 1,103	\$ 1,103
New Model ARR	\$ 79	\$ 91	\$ 110	\$ 152	\$ 152
Total ARR	\$ 1,066	\$ 1,119	\$ 1,181	\$ 1,255	\$ 1,255

(a) Totals may not agree with the sum of the components due to rounding.

(b) Earnings per share were computed independently for each of the periods presented; therefore the sum of the earnings per share amounts for the quarters may not equal the total for

(1) To supplement our consolidated financial statements presented on a GAAP basis, Autodesk provides investors with certain non-GAAP measures including non-GAAP gross margin, non-GAAP operating expenses, non-GAAP operating margin, non-GAAP net income, non-GAAP net income per share and billings. Excluding net billings, these non-GAAP financial measures are adjusted to exclude certain costs, expenses, gains and losses, including stock-based compensation expense, restructuring charges, amortization of purchased intangibles, gain and loss on strategic investments, and related income tax expenses. In the case of billings, we reconcile to revenue by adjusting for the change in deferred revenue from the beginning to the end of the period less any deferred revenue balances acquired from business combination(s) during the period and other discounts. See our reconciliation of GAAP financial measures to non-GAAP financial measures herein. We believe these exclusions are appropriate to enhance an overall understanding of our past financial performance and also our prospects for the future, as well as to facilitate comparisons with our historical operating results. These adjustments to our GAAP results are made with the intent of providing both management and investors a more complete understanding of Autodesk's underlying operational results and trends and our marketplace performance. For example, non-GAAP results are an indication of our baseline performance before gains, losses or other charges that are considered by management to be outside our core operating results. In addition, these non-GAAP financial measures are among the primary indicators management uses as a basis for our planning and forecasting of future periods. There are limitations in using non-GAAP financial measures because the non-GAAP financial measures are not prepared in accordance with generally accepted accounting principles 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. The presentation of this additional information is not meant to be considered in isolation or as a substitute for the directly comparable financial measures prepared in accordance with GAAP in the United States. Investors should review the reconciliation of the non-GAAP financial measures to their most directly comparable GAAP financial measures as provided in the tables accompanying Autodesk's press release.

	QTR 1	QTR 2	QTR 3	QTR 4	YTD 2015
(2) GAAP Gross Margin	87 %	86%	86 %	87 %	86 %
Stock-based compensation expense	—%	—%	—%	—%	1 %
Amortization of developed technology	2 %	3 %	3 %	2 %	2 %
Non-GAAP Gross Margin	89 %	89 %	89 %	89 %	89 %
(3) GAAP Operating Expenses	\$ 472	\$ 499	\$ 517	\$ 561	\$ 2,049
Stock-based compensation expense	(32)	(38)	(41)	(46)	(157)
Amortization of purchased intangibles	(11)	(10)	(10)	(9)	(40)
Restructuring charges, net	(2)	(1)	—	—	(3)
Non-GAAP Operating Expenses	\$ 427	\$ 451	\$ 467	\$ 506	\$ 1,850
(4) GAAP Operating Margin	7 %	8 %	2 %	2 %	5 %
Stock-based compensation expense	6 %	6 %	7 %	8 %	7 %
Amortization of developed technology	2 %	2 %	2 %	2 %	2 %
Amortization of purchased intangibles	2 %	2 %	2 %	1 %	1 %
Restructuring charges, net	—%	—%	—%	—%	—%
Non-GAAP Operating Margin	17 %	18 %	13 %	13 %	15 %
(5) GAAP Net Income	\$ 28	\$ 31	\$ 11	\$ 12	\$ 82
Stock-based compensation expense	34	40	43	49	166
Amortization of developed technology	13	15	13	13	53
Amortization of purchased intangibles	11	10	10	9	40
Restructuring charges, net	2	1	—	—	3
Loss on strategic investments	4	3	1	16	23
Discrete GAAP tax provision items	(2)	(3)	(5)	(10)	(19)
Income tax effect of non-GAAP adjustments	(16)	(15)	(15)	(30)	(76)
Non-GAAP Net Income	\$ 74	\$ 82	\$ 58	\$ 59	\$ 272
(6) GAAP Diluted Net Income Per Share	\$ 0.12	\$ 0.13	\$ 0.05	\$ 0.05	\$ 0.35
Stock-based compensation expense	0.14	0.18	0.19	0.21	0.71
Amortization of developed technology	0.06	0.06	0.06	0.05	0.23
Amortization of purchased intangibles	0.05	0.04	0.04	0.04	0.17
Restructuring charges, net	0.01	—	—	—	0.01
Loss on strategic investments	0.02	0.01	—	0.07	0.10
Discrete GAAP tax provision items	(0.01)	(0.01)	(0.02)	(0.04)	(0.08)
Income tax effect of non-GAAP adjustments	(0.07)	(0.06)	(0.07)	(0.13)	(0.32)
Non-GAAP Diluted Net Income Per Share	\$ 0.32	\$ 0.35	\$ 0.25	\$ 0.25	\$ 1.17

Reconciliation for Billings:

	Q115	Q215	Q315	Q415	FY15
Year over year change in GAAP net revenue	4%	13%	11%	13%	10%
Change in deferred revenue in the current period	8%	12%	13%	2%	8%
Change in hedge gain (loss) applicable to billings (c)	(1)%	(1)%	—%	2 %	—%
Change in acquisition related deferred revenue and other	(2)%	2 %	1 %	(2)%	—%
Year over year change in billings	9%	26%	25%	15%	18%

Reconciliation for Subscription Billings

	Q115	Q215	Q315	Q415	FY15
Year-over-year change in GAAP subscription revenue	12%	15%	15%	17%	15%
Change in deferred subscription revenue	14%	14%	17%	2%	10%
Change in hedge gain (loss) applicable to subscription billings (c)	(2)%	(1)%	1 %	2 %	—%
Change in acquisition related deferred subscription revenue and other	(6)%	1 %	(1)%	(5)%	(3)%
Year-over-year change in subscription billings	18%	29%	32%	16%	22%

(c) Prior period was adjusted to conform with current period's presentation to include the effects from hedging on total net billings.

Fiscal Year 2014	QTR 1	QTR 2	QTR 3	QTR 4	YTD 2014
Financial Statistics (\$ in millions, except per share data):					
Total Net Revenue:	\$ 570	\$ 562	\$ 555	\$ 587	\$ 2,274
License and Other Revenue	\$ 324	\$ 313	\$ 298	\$ 321	\$ 1,255
Subscription Revenue	\$ 247	\$ 249	\$ 258	\$ 266	\$ 1,019
GAAP Gross Margin	88 %	88 %	88 %	88 %	88 %
Non-GAAP Gross Margin (1)(2)	90 %	90 %	90 %	90 %	90 %
GAAP Operating Expenses	\$ 422	\$ 410	\$ 420	\$ 463	\$ 1,715
GAAP Operating Margin	14 %	15 %	12 %	9 %	13 %
GAAP Net Income	\$ 56	\$ 62	\$ 58	\$ 54	\$ 229
GAAP Diluted Net Income Per Share (b)	\$ 0.24	\$ 0.27	\$ 0.25	\$ 0.23	\$ 1.00
Non-GAAP Operating Expenses (1)(3)	\$ 378	\$ 370	\$ 378	\$ 413	\$ 1,539
Non-GAAP Operating Margin (1)(4)	24 %	24 %	22 %	20 %	22 %
Non-GAAP Net Income (1)(5)(c)	\$ 96	\$ 102	\$ 94	\$ 93	\$ 386
Non-GAAP Diluted Net Income Per Share (1)(6)(b)(c)	\$ 0.42	\$ 0.45	\$ 0.41	\$ 0.40	\$ 1.68
Total Cash and Marketable Securities	\$ 2,480	\$ 2,408	\$ 2,479	\$ 2,544	\$ 2,544
Days Sales Outstanding	46	49	50	66	
Capital Expenditures	\$ 26	\$ 17	\$ 12	\$ 9	\$ 64
Cash Flow from Operating Activities	\$ 224	\$ 65	\$ 91	\$ 184	\$ 564
GAAP Depreciation, Amortization and Accretion	\$ 33	\$ 32	\$ 31	\$ 33	\$ 129
Deferred Subscription Revenue Balance (c)	\$ 775	\$ 736	\$ 699	\$ 789	\$ 789
Revenue by Geography:					
Americas	\$ 202	\$ 202	\$ 208	\$ 207	\$ 819
Europe, Middle East and Africa	\$ 216	\$ 202	\$ 204	\$ 229	\$ 852
Asia Pacific	\$ 152	\$ 158	\$ 143	\$ 150	\$ 603
% of Total Rev from Emerging Economies	13%	15%	15%	15%	15%
Revenue by Segment:					
Architecture, Engineering and Construction	\$ 172	\$ 177	\$ 186	\$ 196	\$ 731
Platform Solutions and Emerging Business	\$ 213	\$ 197	\$ 183	\$ 196	\$ 789
Manufacturing	\$ 139	\$ 144	\$ 142	\$ 154	\$ 579
Media and Entertainment	\$ 47	\$ 43	\$ 44	\$ 41	\$ 175
Other Revenue Statistics:					
% of Total Rev from Flagship	55 %	51 %	50 %	49 %	51 %
% of Total Rev from Suites	31 %	34 %	36 %	37 %	34 %
% of Total Rev from New and Adjacent	14 %	14 %	15 %	14 %	14 %
% of Total Rev from AutoCAD and AutoCAD LT	34 %	31 %	29 %	29 %	30 %
Favorable (Unfavorable) Impact of U.S. Dollar Translation Relative to Foreign Currencies Compared to Comparable Prior Year Period:					
FX Impact on Total Net Revenue	\$ (17)	\$ (17)	\$ (13)	\$ (8)	\$ (54)
FX Impact on Cost of Revenue and Total Operating Expenses	\$ 5	\$ 4	\$ 3	\$ 3	\$ 16
FX Impact on Operating Income	\$ (12)	\$ (13)	\$ (10)	\$ (5)	\$ (38)
Gross Profit by Segment:					
Architecture, Engineering and Construction	\$ 156	\$ 161	\$ 169	\$ 178	\$ 664
Platform Solutions and Emerging Business	\$ 195	\$ 180	\$ 166	\$ 176	\$ 717
Manufacturing	\$ 128	\$ 132	\$ 130	\$ 142	\$ 532
Media and Entertainment	\$ 37	\$ 34	\$ 35	\$ 32	\$ 138
Unallocated amounts	\$ (12)	\$ (12)	\$ (12)	\$ (14)	\$ (50)
Common Stock Statistics:					
Common Shares Outstanding	224.4	222.5	224.6	226.7	226.7
Fully Diluted Weighted Average Shares Outstanding	229.3	228.3	227.7	231.1	229.6
Shares Repurchased	3.2	3.1	2.0	2.2	10.5

(a) Totals may not agree with the sum of the components due to rounding.

(b) Earnings per share were computed independently for each of the periods presented; therefore the sum of the earnings per share amounts for the quarters may not equal the total for

(c) Prior amounts have been conformed to align with the current period presentation.

(1) To supplement our consolidated financial statements presented on a GAAP basis, Autodesk provides investors with certain non-GAAP measures including non-GAAP gross margin, non-GAAP operating expenses, non-GAAP operating margin, non-GAAP net income, and non-GAAP net income per share. These non-GAAP financial measures are adjusted to exclude certain costs, expenses, gains and losses, including stock-based compensation expense, restructuring charges, amortization of purchased intangibles, gain and loss on strategic investments, and related income tax expenses. See our reconciliation of GAAP financial measures to non-GAAP financial measures herein. We believe these exclusions are appropriate to enhance an overall understanding of our past financial performance and also our prospects for the future, as well as to facilitate comparisons with our historical operating results. These adjustments to our GAAP results are made with the intent of providing both management and investors a more complete understanding of Autodesk's underlying operational results and trends and our marketplace performance. For example, non-GAAP results are an indication of our baseline performance before gains, losses or other charges that are considered by management to be outside our core operating results. In addition, these non-GAAP financial measures are among the primary indicators management uses as a basis for our planning and forecasting of future periods. There are limitations in using non-GAAP financial measures because the non-GAAP financial measures are not prepared in accordance with generally accepted accounting principles 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. The presentation of this additional information is not meant to be considered in isolation or as a substitute for the directly comparable financial measures prepared in accordance with GAAP in the United States. Investors should review the reconciliation of the non-GAAP financial measures to their most directly comparable GAAP financial measures as provided in the tables

	QTR 1	QTR 2	QTR 3	QTR 4	YTD 2014
(2) GAAP Gross Margin	88 %	88 %	88 %	88 %	88 %
Stock-based compensation expense	—%	—%	—%	—%	—%
Amortization of developed technology	2 %	2 %	2 %	2 %	2 %
Non-GAAP Gross Margin	90 %	90 %	90 %	90 %	90 %
(3) GAAP Operating Expenses	\$ 422	\$ 410	\$ 420	\$ 463	\$ 1,715
Stock-based compensation expense	(32)	(30)	(30)	(34)	(126)
Amortization of purchased intangibles	(11)	(9)	(7)	(9)	(37)
Restructuring charges, net	-	(2)	(4)	(6)	(13)
Non-GAAP Operating Expenses	\$ 378	\$ 370	\$ 378	\$ 413	\$ 1,539
(4) GAAP Operating Margin	14 %	15 %	12 %	9 %	13 %
Stock-based compensation expense	6 %	6 %	6 %	6 %	6 %
Amortization of developed technology	2 %	2 %	2 %	2 %	2 %
Amortization of purchased intangibles	2 %	1 %	1 %	2 %	1 %
Restructuring charges, net	—%	—%	1 %	1 %	—%
Non-GAAP Operating Margin	24 %	24 %	22 %	20 %	22 %
(5) GAAP Net Income	\$ 56	\$ 62	\$ 58	\$ 54	\$ 229
Stock-based compensation expense	34	31	32	36	132
Amortization of developed technology	11	11	11	12	44
Amortization of purchased intangibles	11	9	7	9	37
Restructuring charges, net	-	2	4	6	13
Loss on strategic investments	1	-	-	1	2
Discrete GAAP tax provision items	(1)	1	(3)	(8)	(10)
Income tax effect of non-GAAP adjustments	(15)	(14)	(14)	(17)	(61)
Non-GAAP Net Income	\$ 96	\$ 102	\$ 94	\$ 93	\$ 386
(6) GAAP Diluted Net Income Per Share	\$ 0.24	\$ 0.27	\$ 0.25	\$ 0.23	\$ 1.00
Stock-based compensation expense	0.15	0.14	0.14	0.15	0.57
Amortization of developed technology	0.05	0.05	0.04	0.05	0.19
Amortization of purchased intangibles	0.05	0.04	0.03	0.04	0.16
Restructuring charges, net	-	0.01	0.02	0.03	0.06
Loss on strategic investments	-	-	-	-	-
Discrete GAAP tax provision items	-	-	(0.01)	(0.03)	(0.04)
Income tax effect of non-GAAP adjustments	(0.07)	(0.06)	(0.06)	(0.07)	(0.26)
Non-GAAP Diluted Net Income Per Share	\$ 0.42	\$ 0.45	\$ 0.41	\$ 0.40	\$ 1.68