

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.

AUTODESK INVESTOR DAY

MARCH 28, 2019

Closing Remarks

Andrew Anagnost

President & CEO | @andrew_anagnost



DESIGN & MAKE



Five Business Drivers

- 4M subscriptions out of 18M active users
- Robust platforms are becoming inexpensive and ubiquitous (data, machine learning, AR/VR)
- Digital transformation is an imperative for the entire AEC Industry
- Generative design is going to drive a convergence of design and make decisions
- Competitive pressure is driving manufacturing to be more flexible and construction to be more predictable

An aerial photograph of a city built on a hillside, with a large blue steel arch bridge spanning a river. A high-speed train is crossing the bridge. The text 'MORE | LESS | BETTER' is overlaid in blue. The scene is bathed in the warm light of a sunset or sunrise.

MORE | LESS | BETTER

Autodesk is Going Beyond ESG and Aligning Impact with Revenue

- Helping Customers Win Business with Sustainability
 - Over two thirds of our largest customers are trying to differentiate themselves with sustainability
 - Autodesk products help customers create net-zero buildings, simulate designs to make stronger products with less resources, and coordinate to reduce waste & rework on job sites
- Leading by Example in ESG
 - Power our business with 100% renewable energy and have been creating sustainability best practices for over 10 years
 - 26,000+ employee volunteer hours
 - Diversity & inclusion is a priority

Fiscal 2020 Targets

\$3.50B-\$3.55B

TOTAL ARR

\$1.35B

FREE CASH FLOW

67%-70%

REVENUE GROWTH
+
FREE CASH FLOW MARGIN

Fiscal 2023 Targets

\$5.6B

TOTAL ARR

\$2.4B

FREE CASH FLOW

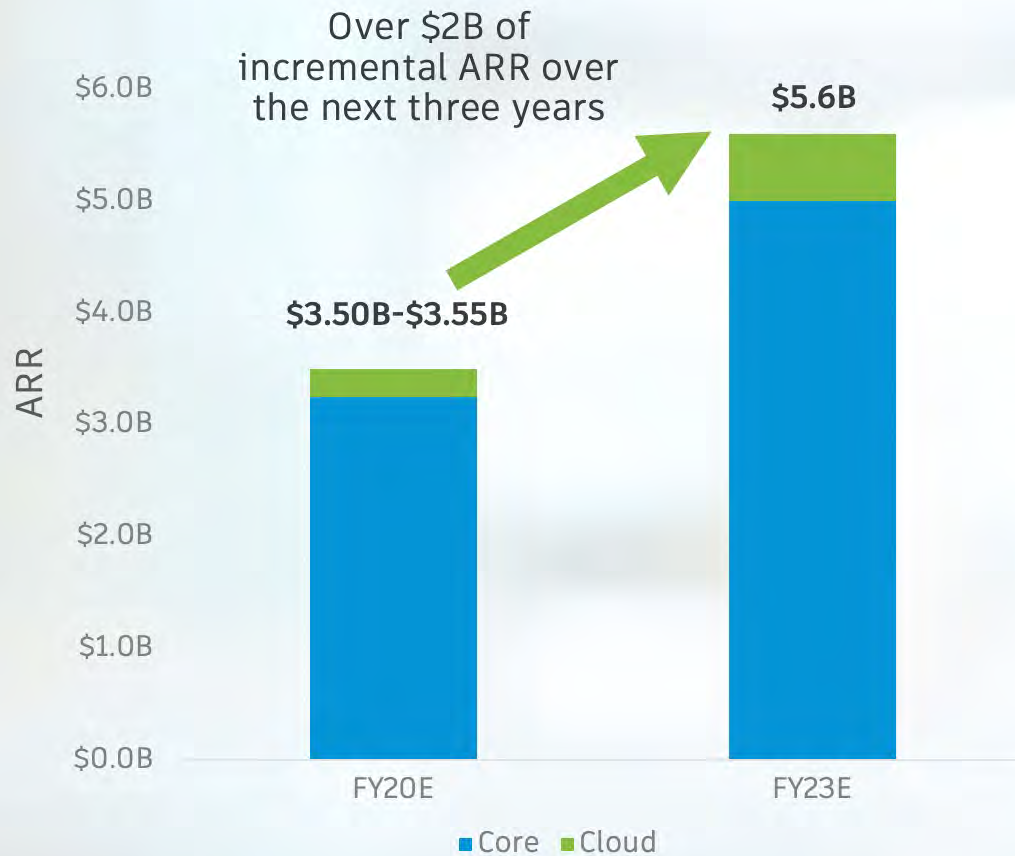
~40%

NON-GAAP
OPERATING MARGIN

55%-65%

REVENUE GROWTH
+
FREE CASH FLOW MARGIN

ARR Continues to Grow into FY23



KEY DRIVERS OF ARR INCREASE

- Growing renewal base
- Growth of Core business
- Conversion of non-paying users
- Increasing mix shift to Industry Collections
- Increasing direct sales mix
- Growing momentum in Construction



ONLY AUTODESK

Q & A



Lisa Campbell, CMO
Business Strategy & Marketing
Growth Opportunities in
Construction and Manufacturing



Scott Reese, SVP
Manufacturing, Cloud, and Production Products
Future of Manufacturing and Cloud



Amy Bunszel, SVP
Design & Creation Products
Core Innovations to Accelerate Growth



Steve Blum, SVP
Worldwide Field Operations
Delivering ARR Growth



Jim Lynch, VP & GM
Autodesk Construction Solutions
Positioned to Win; The Future of
Construction



Scott Herren, CFO
Finance
Building Sustainable Growth



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