

The background features a complex, abstract design of glowing wireframe structures. On the left, a series of curved, overlapping planes are illuminated from within, creating a warm orange glow. These planes curve towards the center and then back out to the right. On the right side, a similar structure is shown in a cooler, blueish-grey tone. The overall effect is one of depth and dynamic movement, with the glowing lines creating a sense of perspective and architectural complexity.

# Autodesk Investor Day

**Carl Bass**

Chief Executive Officer and President

June 19, 2012

# Safe Harbor

This presentation contains forward looking statements about future results, performance or achievements, financial and otherwise, including statements regarding our guidance for the second quarter and fiscal year 2013 and statements relating to our share repurchase program. These statements reflect management's current expectations, estimates and assumptions based on the information currently available to Autodesk. These forward-looking statements are not guarantees of future performance and involve significant risks, uncertainties and other factors that may cause Autodesk's actual results, performance or achievements to be materially different from results, performance or achievements expressed or implied by the forward-looking statements contained in this presentation. A discussion of the factors that may affect future results is contained in Autodesk's most recent SEC Form 10-K and Form 10-Q filings, including descriptions of the risk factors that may impact Autodesk and the forward-looking statements made in this presentation. The forward-looking statements made in this presentation are being made as of the time and date of its live presentation. If this presentation is reviewed after the time and date of its live presentation, even if it subsequently is made available by Autodesk, on its Web site or otherwise, this presentation may not contain current or accurate information. Autodesk disclaims 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.

# Reconciliation of GAAP Financial Measures to Non-GAAP Financial Measures (In millions, except per share data)

To supplement our consolidated financial statements presented on a GAAP basis, Autodesk provides investors with certain non-GAAP measures including non-GAAP net income per share, non-GAAP operating margin and non-GAAP gross margin. These non-GAAP financial measures are adjusted to exclude certain costs, expenses, gains and losses, including stock-based compensation expense, amortization of purchased intangibles, discrete tax provision items, restructuring charges, impairment of goodwill 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, the 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 generally accepted accounting principles 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 slides accompanying this presentation.

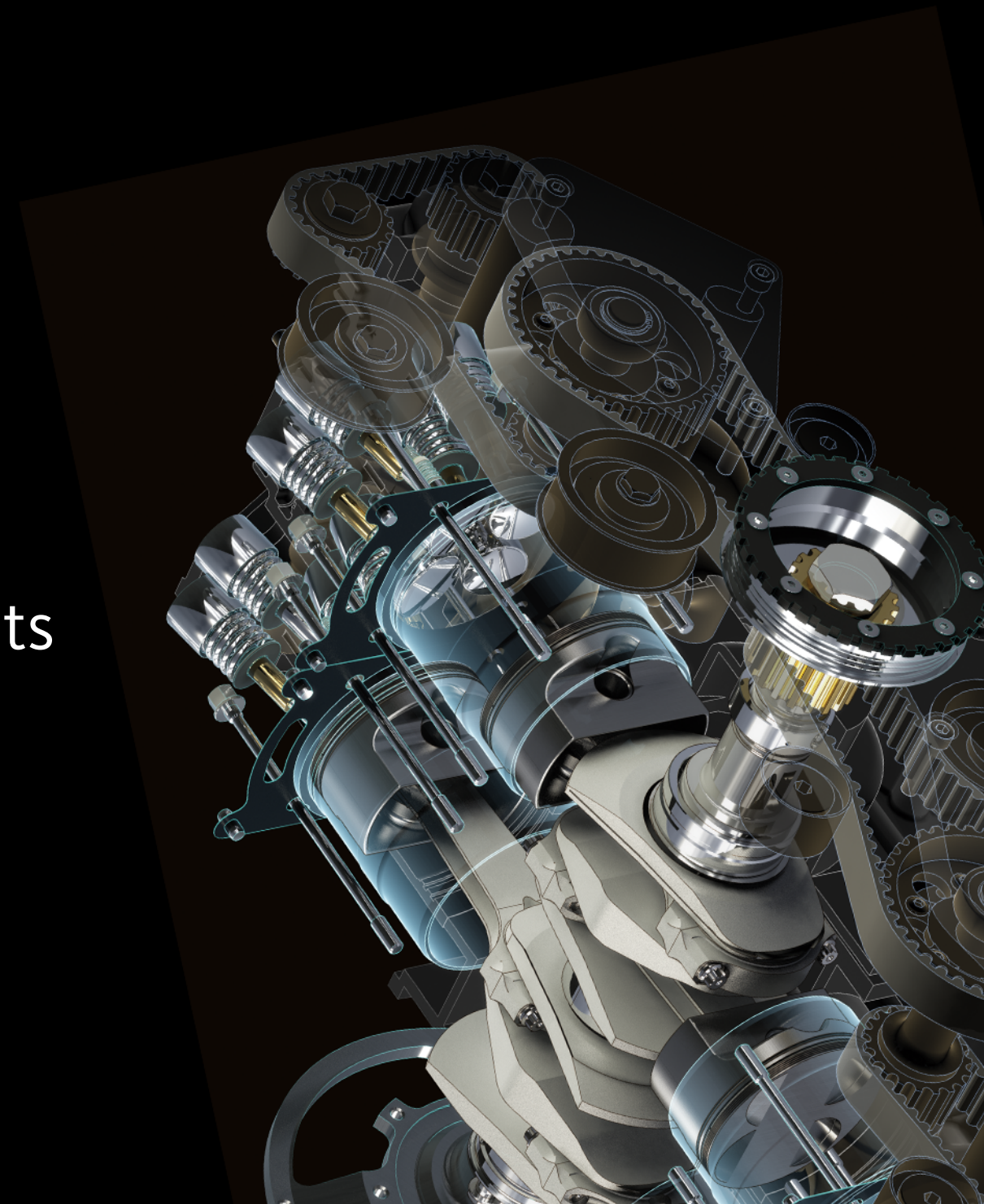
The following slides shows Autodesk's non-GAAP results reconciled to GAAP results included in this presentation.

# Today's Agenda

- Overview
- Key product initiatives
  - Andrew Anagnost, SVP Industry Strategy and Marketing
- Go-to-market opportunities
  - Steve Blum, SVP WW Sales and Services
- Financial review
  - Mark Hawkins, CFO

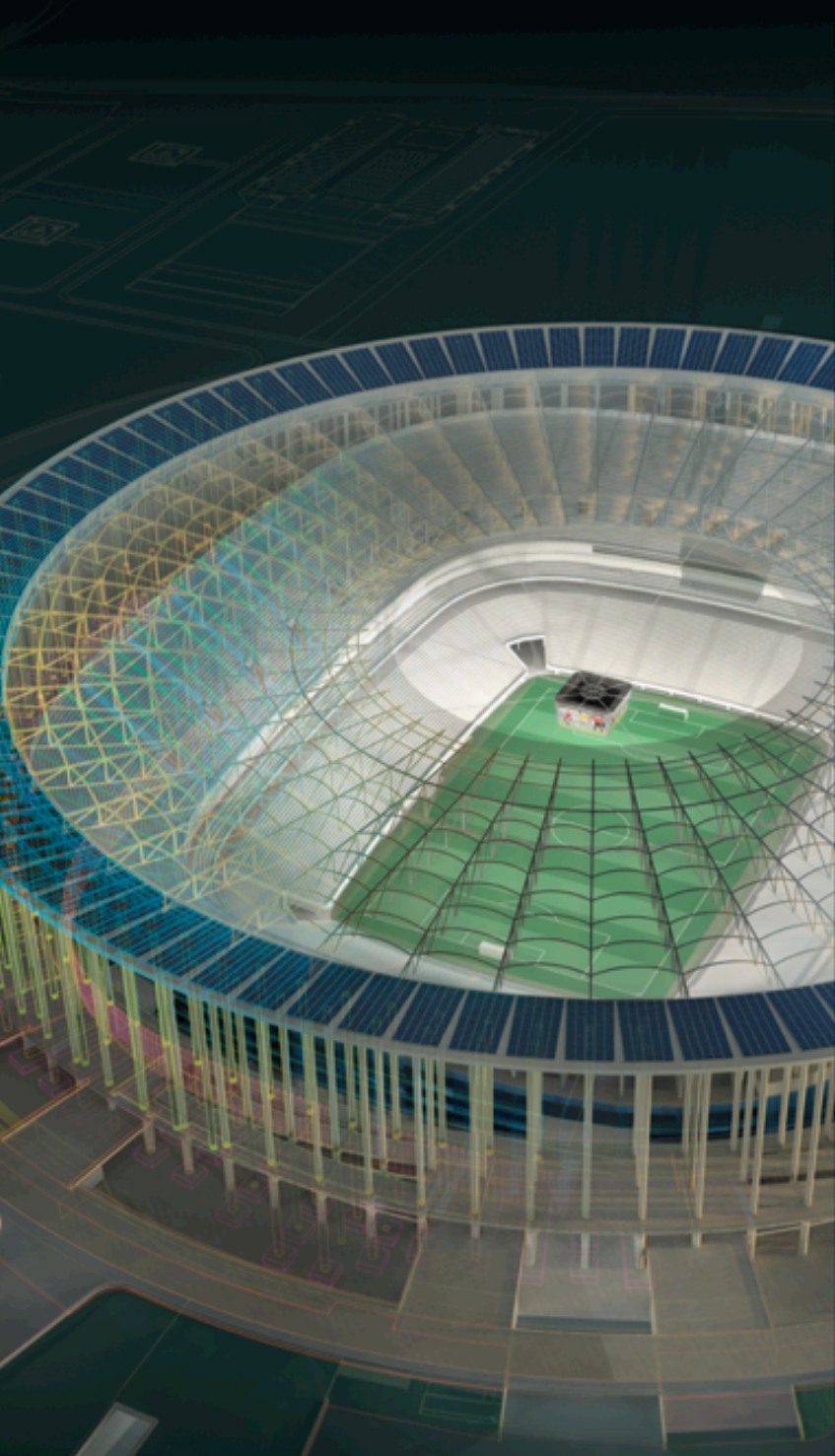
# Solid Execution in FY12

- Strong revenue growth: 14%
- Invested in future growth
- Continued focus on cost containment
- Improved profitability
  - Strong operating margin expansion: 260 basis points
  - Strong EPS growth: 32% non-GAAP

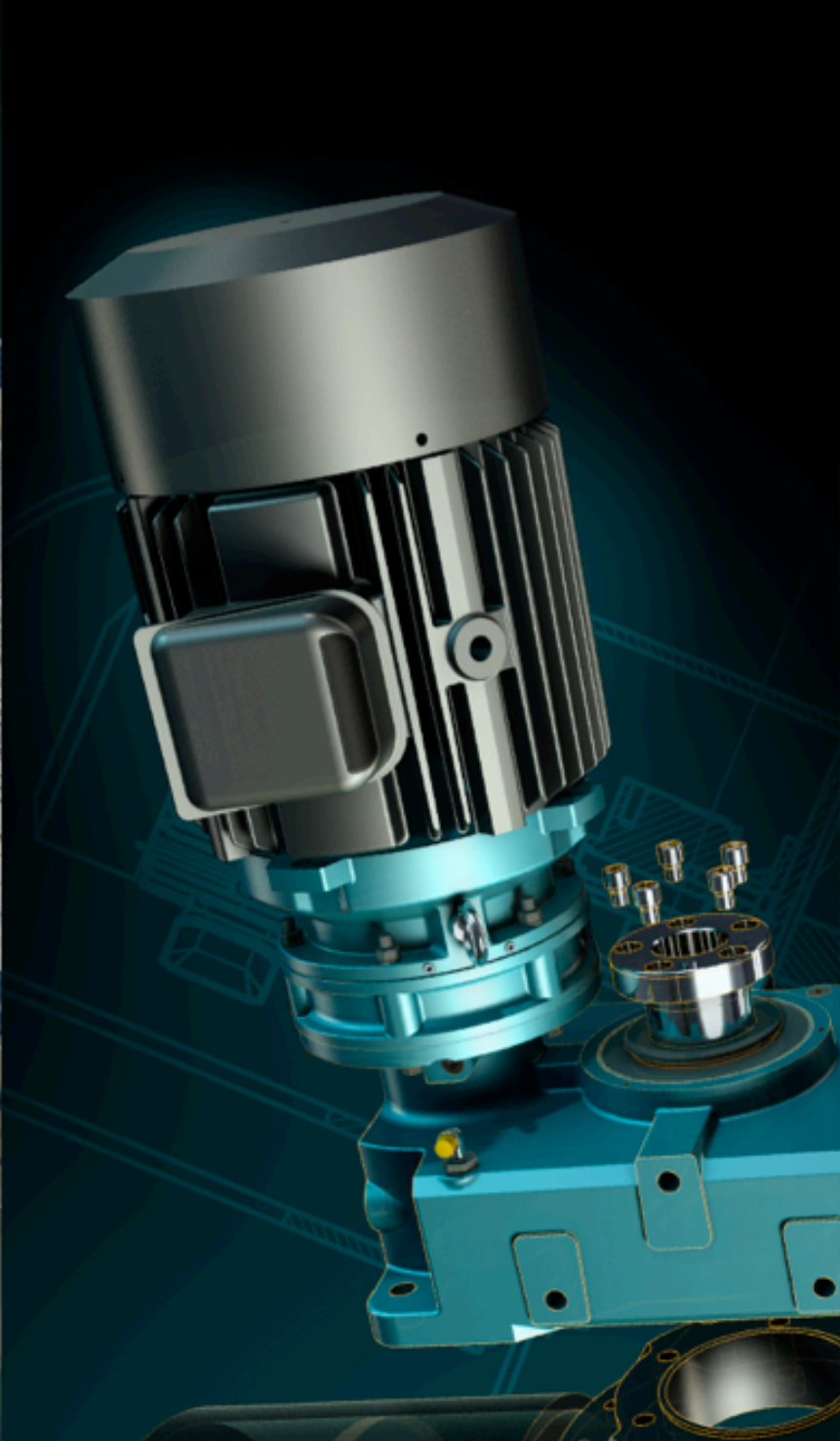


# Realigned to Increase Customer Penetration

AEC



Manufacturing



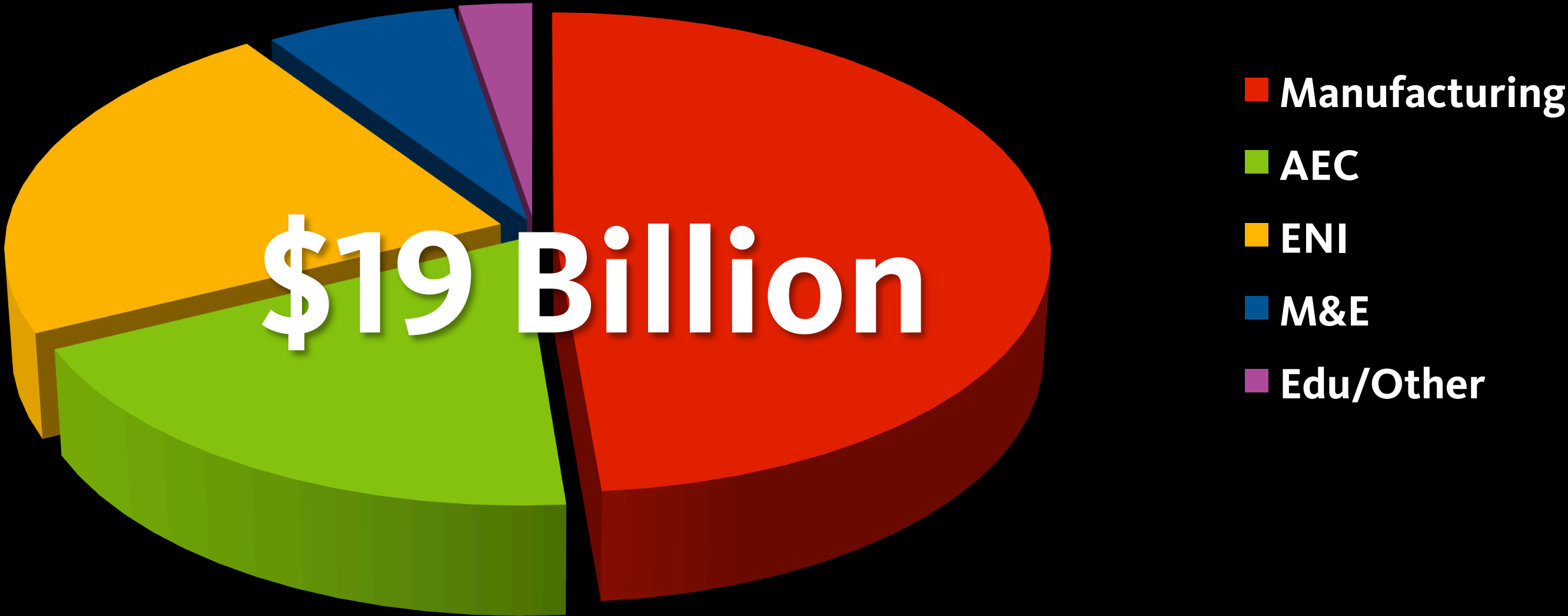
Engineering,  
Natural Resources  
and Infrastructure



Media & Entertainment

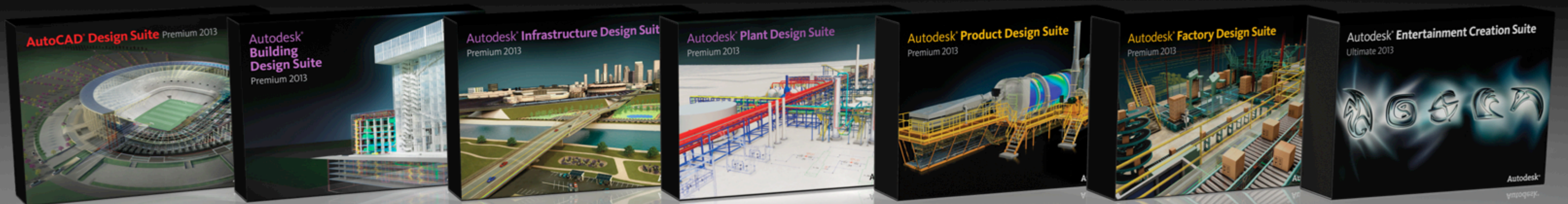


# Total Addressable Market



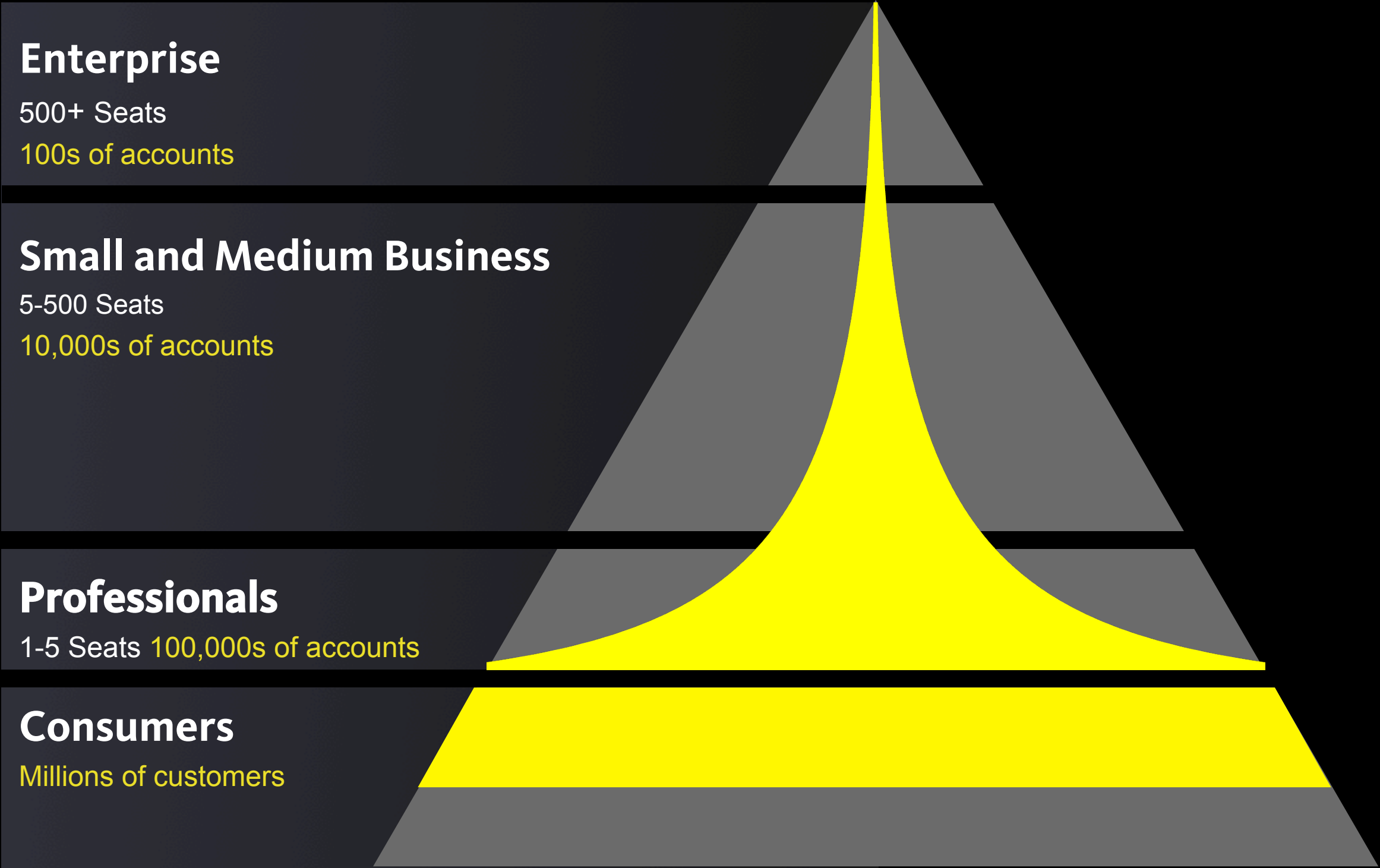
Source: Cambashi

# Autodesk Design and Creation Suites





# Go-to-Market Opportunities





**Autodesk®**

# GAAP to Non-GAAP Operating Margin Reconciliation

	FY 2010	FY 2011	FY 2012
<b>GAAP Operating Margin</b>	<b>4%</b>	<b>14%</b>	<b>16%</b>
<b>Stock-based compensation expense</b>	<b>5%</b>	<b>4%</b>	<b>5%</b>
<b>Amortization of purchased intangibles</b>	<b>4%</b>	<b>3%</b>	<b>3%</b>
<b>Restructuring</b>	<b>3%</b>	<b>0%</b>	<b>0%</b>
<b>Impairment of goodwill and intangibles</b>	<b>1%</b>	<b>0%</b>	<b>0%</b>
<b>IPR&amp;D</b>	<b>0%</b>	<b>0%</b>	<b>0%</b>
<b>Non-GAAP Operating Margin</b>	<b>17%</b>	<b>21%</b>	<b>24%</b>

# GAAP to Non-GAAP EPS Growth Reconciliation

		FY 2012 EPS	FY 2011 EPS	Y/Y Growth
	<b>GAAP diluted net income per share</b>	<b>\$1.22</b>	<b>\$0.90</b>	<b>36%</b>
	Stock-based compensation expense	0.47	0.34	
	Amortization of purchased intangibles (1)	0.30	0.24	
	Restructuring charges	(0.01)	0.05	
	Discrete tax provision items	(0.03)	(0.03)	
	Income tax effect of non-GAAP adjustments	(0.21)	(0.18)	
	<b>Non-GAAP diluted net income per share</b>	<b>1.74</b>	<b>1.32</b>	<b>32%</b>

(1) Amortization of intangibles includes amortization of purchased developed technology, customer relationships, and trade names for acquisitions subsequent to December 2005.