AUTODESK

Fourth quarter fiscal 2025 earnings

February 27, 2025

Safe harbor

This presentation contains forward-looking statements that involve risks and uncertainties, including quotations from management, statements in the paragraphs under "Business Outlook" above, statements regarding reallocating internal resources, our new transaction model and sales and marketing optimization, statements about our short-term and long-term goals, statements regarding our strategies, market and product positions, performance and results, statements regarding our share repurchase programs, and all statements that are not historical facts. There are a significant number of factors that could cause actual results to differ materially from statements made in this presentation, including: our strategy to develop and introduce new products and services and to move to platforms and capabilities, exposing us to risks such as limited customer acceptance (both new and existing customers), costs related to product defects, and large expenditures; global economic and political conditions, including changes in monetary and fiscal policy, foreign exchange headwinds, recessionary fears, supply chain disruptions, resulting inflationary pressures and hiring conditions; geopolitical tension and armed conflicts, and extreme weather events; costs and challenges associated with strategic acquisitions and investments; our ability to successfully implement and expand our transaction model and our sales and marketing optimization; dependency on international revenue and operations, exposing us to significant international regulatory, economic, intellectual property, collections, currency exchange rate, taxation, political, and other risks, including risks related to the war against Ukraine launched by Russia and our exit from Russia and the current conflict between Israel and Hamas; inability to predict subscription renewal rates and their impact on our future revenue and operating results; existing and increased competition and rapidly evolving technological changes; fluctuation of our financial results, key metrics and other operating metrics; our transition from up front to annual billings for multi-year contracts; deriving a substantial portion of our net revenue from a small number of solutions, including our AutoCAD-based software products and collections; any failure to successfully execute and manage initiatives to realign or introduce new business and sales initiatives, including our new transaction model for Flex; net revenue, billings, earnings, cash flow, or new or existing subscriptions shortfalls; social and ethical issues relating to the use of artificial intelligence in our offerings; our ability to maintain security levels and service performance meeting the expectations of our customers, and the resources and costs required to avoid unanticipated downtime and prevent, detect and remediate performance degradation and security breaches; security incidents or other incidents compromising the integrity of our or our customers' offerings, services, data, or intellectual property; reliance on third parties to provide us with a number of operational and technical services as well as software; our highly complex software, which may contain undetected errors, defects, or vulnerabilities; increasing regulatory focus on privacy issues and expanding laws; governmental export and import controls that could impair our ability to compete in international markets or subject us to liability if we violate the controls; protection of our intellectual property rights and intellectual property infringement claims from others; the government procurement process; fluctuations in currency exchange rates; our debt service obligations; and our investment portfolio consisting of a variety of investment vehicles that are subject to interest rate trends, market volatility, and other economic factors. Our estimates as to tax rate are based on current interpretations of existing tax law and could be affected by changing interpretations, further guidance, and additional tax legislation.

Further information on potential factors that could affect the financial results of Autodesk are included in Autodesk's Form 10-K and subsequent Forms 10-Q, which are on file with the U.S. Securities and Exchange Commission. Autodesk disclaims any obligation to update the forward-looking statements provided to reflect events that occur or circumstances that exist after the date on which they were made.

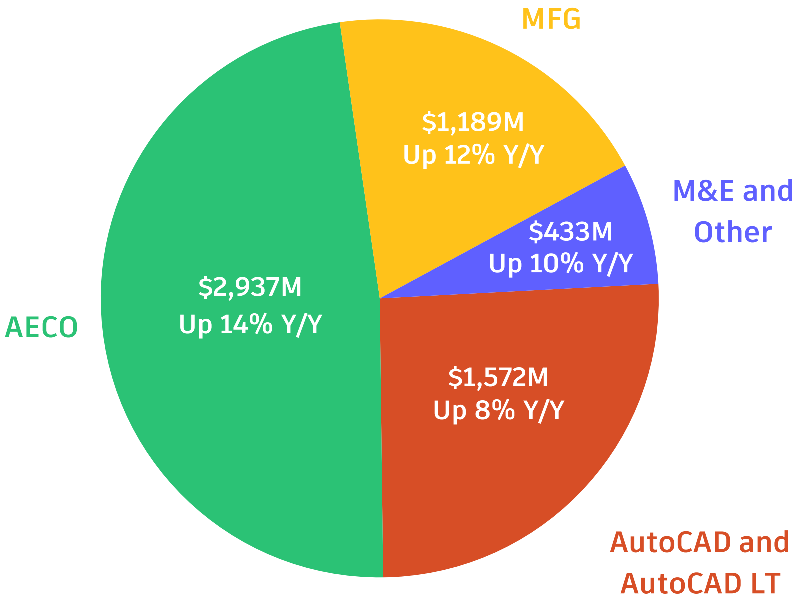
Non-GAAP Financial Measures
These presentations include certain non-GAAP financial measures. Please see the Appendices attached to the presentations for an explanation of management's use of these measures and a reconciliation of the most directly comparable GAAP financial measures.

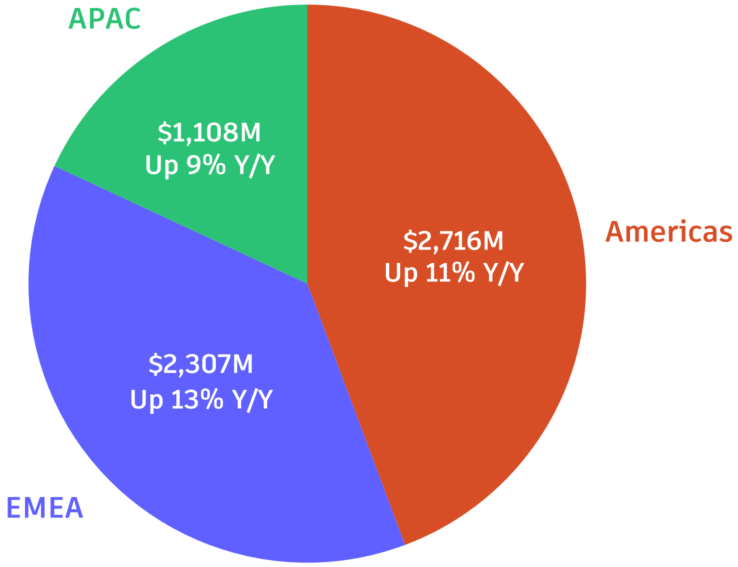
Fiscal year 2025

$6.0B	$6.1B	$1.6B	36%
Billings	Total revenue	Free cash flow	Non-GAAP operating margin

See appendix for glossary of terms and see Excel financials for additional information: investors.autodesk.com/financials/quarterly-results.

FY25 revenue mix by product family & geography





Totals may not sum due to rounding.

FY25 underlying results

Constant currency and adjusted for new transaction model

Q4 2025 Results	As Reported	Constant currency(1)	Constant currency and adjusted for new transaction model
Billings	$2,109M Up ~23%	Up ~24%	Up ~15%
Revenue	$1,639M Up ~12%	Up ~12%	Up ~9%
Non-GAAP operating margin	37.1%	36.7%	37.7%

FY 2025 Results	As Reported	Constant currency(1)	Constant currency and adjusted for new transaction model
Billings	$5,995M Up ~16%	Up ~16%	Up ~11%
Revenue	$6,131M Up ~12%	Up ~13%	Up ~11%
Non-GAAP operating margin	36.4%	36.1%	37.1%

(1) At FY24 currency rates.

Demonstrated progress on executing strategic plan

STRATEGIC INITIATIVES

- **A leader in attractive markets with strong secular growth potential:** Accelerating digital transformation in AECO, and the transition to the cloud in manufacturing and media and entertainment, are driving customers to break down siloed workflows and seamlessly connect data end to end in the cloud
- **Aggressive pursuit of strategy to realize secular opportunity:** Capitalizing on leadership by developing end-to-end solutions which expand Autodesk's addressable market, drive efficiency and sustainability for customers and Autodesk, and position us ahead of peers in cloud, platform and AI
- **Differentiated business:** Subscription business model and diversified product and customer portfolio makes Autodesk resilient
- **Disciplined and focused execution and capital deployment:** Modernization of our go-to-market approach builds direct and durable relationships with our customers and enables us to serve them more efficiently. This supports revenue, margin, and free cash flow growth and will deliver sustainable shareholder value over many years

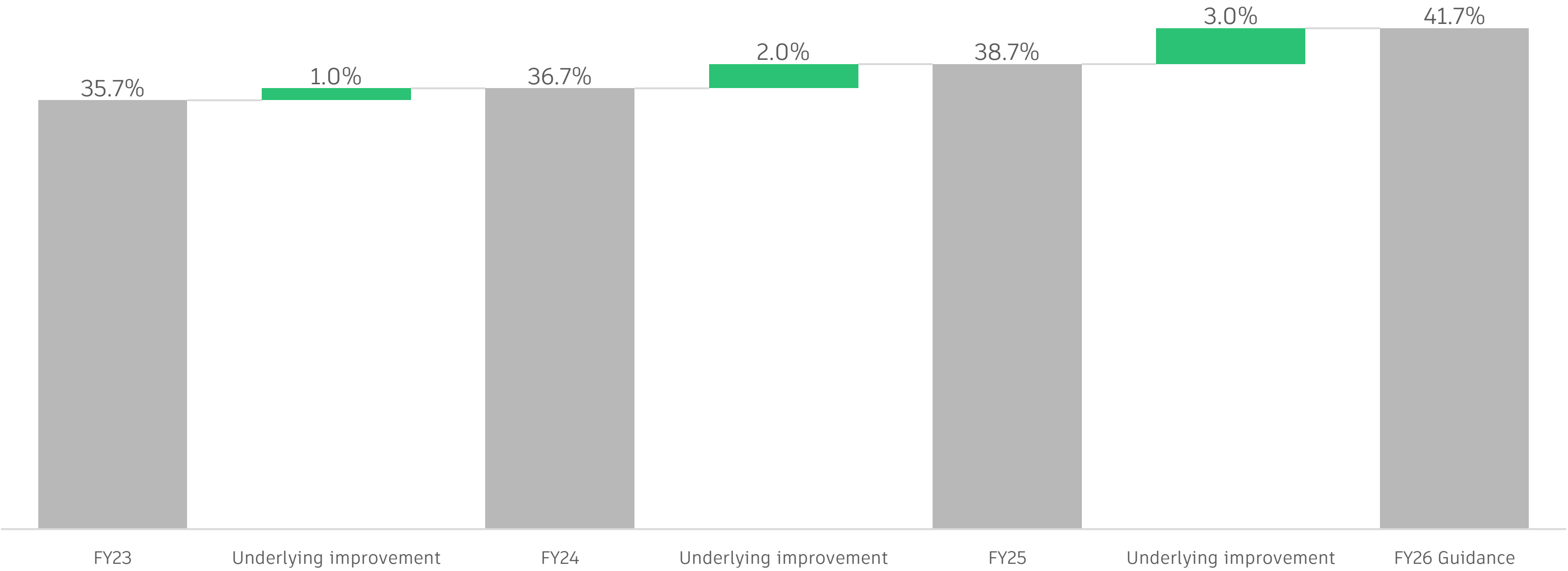
FINANCIAL HIGHLIGHTS

- **Revenue growth:** Delivered double-digit annual revenue growth at scale, >95% recurring
- **Margin enhancement:** Delivered 300 basis points of underlying margin improvement from FY23 – FY25, and expect to deliver an additional ~300 basis points of underlying margin improvement in FY26[1]
- **FCF growth:** On track to deliver $2.1B of FCF at the midpoint in FY26, ahead of our expectations
- **Returning capital to shareholders:** Repurchased about $3.8B of stock which offset dilution and reduced share count by about 5.6M shares over the last four years. Expect to buy back between approximately $1.1B and $1.2B of stock in FY26 further offsetting dilution

(1) Analysis excludes cumulative impact of currency movements and new transaction model since FY23.

FY26 underlying non-GAAP operating margin ~42%

Removing the cumulative effects on margins from FX and the new transaction model, we expect to be about 200bps above the high end of our fiscal 26 non-GAAP operating margin target of 38 to 40 percent, representing about 600 bps of improvements since fiscal 23



Please note: Analysis excludes FX impact of (~0.5 to 1pt) in FY24, FY25, and FY26 and new transaction model impact of (~1 pt) in FY25 and (~2pts) in FY26. FX impacts represent difference between as reported non-GAAP operating margin and non-GAAP operating margin when applying FY23 actual blended average FX rates.

Outlook

Outlook

Q1 FY26(1)

(ending April 31, 2025)

Revenue (in millions)	$1,600 - $1,610
EPS GAAP	$0.76 - $0.90
EPS non-GAAP	$2.14 - $2.17

FY26(1)

(ending January 31, 2026)

Billings (in millions)	$7,060 - $7,210
Revenue (in millions)	$6,895 - $6,965
GAAP operating margin	21% - 22%
Non-GAAP operating margin	36% - 37%
EPS GAAP	$4.74 - $5.37
EPS non-GAAP	$9.34 - $9.67
Free cash flow (in millions)(2)	$2,075 - $2,175

(1) GAAP to Non-GAAP reconciliations in the appendix.
(2) Free cash flow is cash flow from operating activities less approximately $35 million of capital expenditures, and includes restructuring and other related cash outflows of $110 to $120 million, and an anticipated discrete cash benefit of $130 to $150 million from the utilization of US deferred tax assets.

Underlying outlook

Constant currency and adjusted for new transaction model

FY26 (ending January 31, 2026)	Guidance	Constant currency[1]	Constant currency and adjusted for new transaction model
Billings	$7,060M – $7,210M Up 18% – 20% as reported	Up ~20% – 22%	Up 17% – 19%
Revenue	$6,895M – $6,965M Up 12% – 14% as reported	Up ~14% – 15%	Up 8% – 9%
Non-GAAP operating margin	36% - 37%	36% - 37%[2]	39% - 40%

(1) At FY25 currency rates.
(2) FX impact on non-GAAP operating margin ~0.3% headwind.

Non-GAAP FY26 model expectations

INCOME STATEMENT

- Other revenue to be approximately flat year over year
- Net revenue retention rate to be in the range of 100 to 110 percent for FY26 at constant currency
- Gross margins to be approximately flat year over year
- Other income and expense (net) to be approximately $3 million
- Effective tax rate of 19 percent
- Weighted average share count to be modestly lower than fiscal 25, depending on average share price for buyback

BALANCE SHEET / CASH FLOW

- Capital expenditures to be approximately $35 million
- Long-term deferred revenue as a percent of total deferred revenue to be in the high single digit percent
- Nearly two thirds of free cash flow expected in the second half of the year

Appendix

Reconciliation of GAAP financial measures to non-GAAP financial measures (in millions, except per share data)

To supplement our condensed consolidated financial statements presented on a GAAP basis, we provide investors with certain non-GAAP measures including non-GAAP operating margin, non-GAAP diluted net income per share, and free cash flow. For our internal budgeting and resource allocation process and as a means to evaluate period-to-period comparisons, we use non-GAAP measures to supplement our condensed consolidated financial statements presented on a GAAP basis. These non-GAAP measures do not include certain items that may have a material impact upon our future reported financial results. We use non-GAAP measures in making operating decisions because we believe those measures provide meaningful supplemental information regarding our earning potential and performance for management by excluding certain expenses and charges that may not be indicative of our core business operating results. For the reasons set forth below, we believe these non-GAAP financial measures are useful to investors both because (1) they allow for greater transparency with respect to key metrics used by management in its financial and operational decision-making and (2) they are used by our institutional investors and the analyst community to help them analyze the health of our business. This allows investors and others to better understand and evaluate our operating results and future prospects in the same manner as management, compare financial results across accounting periods and to those of peer companies and to better understand the long-term performance of our core business. We also use some of these measures for purposes of determining company-wide incentive compensation.

There are limitations in using non-GAAP financial measures because non-GAAP financial measures are not prepared in accordance with GAAP 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. In addition, they are subject to inherent limitations as they reflect the exercise of judgments by management about which charges are excluded from the non-GAAP financial measures. We compensate for these limitations by analyzing current and future results on a GAAP basis as well as a non-GAAP basis and also by providing GAAP measures in our public disclosures. The presentation of non-GAAP financial information is meant to be considered in addition to, not as a substitute for or in isolation from, the directly comparable financial measures prepared in accordance with GAAP. We urge investors to review the reconciliation of our non-GAAP financial measures to the comparable GAAP financial measures included in this presentation, and not to rely on any single financial measure to evaluate our business.

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

See Excel financials for additional information: https://investors.autodesk.com/financials/quarterly-results

Appendix – other financial information

In thousands (1)	**FY24**	**FY25**
Subscriptions as of the end of fiscal Q4		
Total subscriptions	7,271	7,787
Design subscriptions	5,656	5,800
Make subscriptions	1,615	1,986
M2S subscriptions	1,475	1,437
Total subscriptions adjusted for multi-user trade-in	6,712	7,183

(1) Subscriptions exclude Flex offering. For definitions, please view the Glossary of Terms later in this document.

Appendix - net cash provided by operating activities to free cash flow reconciliation

	Three Months Ended January 31,		Fiscal Year Ended January 31,	
	2025	2024	2025	2024
	(Unaudited)			
Net cash provided by operating activities	$ 692	$ 437	$ 1,607	$ 1,313
Capital expenditures	(14)	(10)	(40)	(31)
Free cash flow	$ 678	$ 427	$ 1,567	$ 1,282

Appendix - GAAP to non-GAAP operating margin reconciliation

	Three Months Ended January 31,		Fiscal Year Ended January 31,	
	2025	2024	2025	2024
	(Unaudited)			
GAAP operating margin	22 %	21 %	22 %	21 %
Stock-based compensation expense	11 %	11 %	11 %	13 %
Amortization of developed technologies	1 %	1 %	1 %	1 %
Amortization of purchased intangibles	1 %	1 %	1 %	1 %
Acquisition-related costs	- %	1 %	1 %	1 %
Restructuring, other exit costs, and facility reductions	1 %	- %	- %	- %
Non-GAAP operating margin (1)	37 %	36 %	36 %	36 %

(1) Totals may not sum due to rounding.

Appendix - GAAP to non-GAAP diluted EPS reconciliation

	Q1FY26 Outlook
GAAP EPS	$0.76 - $0.90
Stock-based compensation expense	0.81 - 0.79
Amortization of purchased intangibles and developed technologies	0.17
Acquisition-related costs	0.03
Restructuring, other exit costs, and facility reductions	0.56 - 0.49
Income tax effect of non-GAAP adjustments	(0.19) - (0.21)
Non-GAAP EPS	$2.14 - $2.17

Appendix - GAAP to non-GAAP diluted EPS reconciliation

	FY26 Outlook
GAAP EPS	$4.74 - $5.37
Stock-based compensation expense	3.47 – 3.34
Amortization of purchased intangibles and developed technologies	0.71
Acquisition-related costs	0.13
Restructuring, other exit costs, and facility reductions	0.63 - 0.56
Income tax effect of non-GAAP adjustments	(0.34) - (0.44)
Non-GAAP EPS	$9.34 - $9.67

Appendix - GAAP to non-GAAP operating margin reconciliation

	FY26 Outlook
GAAP operating margin	21% – 22%
Stock-based compensation expense	11% - 10%
Amortization of purchased intangibles and developed technologies	2%
Restructuring, other exit costs, and facility reductions	2%
Non-GAAP operating margin (1)	36% – 37%

(1) Totals may not sum due to rounding.

Tax accounting method election for revenue recognition

- Autodesk currently subjects its revenue to U.S. taxation on a cash basis at the time of billing, creating a deferred tax asset
- This was done in FY21 to ensure utilization of certain tax attributes
- Autodesk is considering making an election to have its revenue subject to tax on an accrual basis that more closely aligns with U.S. GAAP accounting
- In FY26, this election is expected to:
  - Reduce cash taxes by an estimated $130 million to $150 million
  - Increase GAAP-only tax expense by an estimated $150 million to $170 million

Glossary of terms

In order to help better understand our financial performance we use several key performance metrics including billings, recurring revenue, and net revenue retention rate. These metrics are key performance metrics and should be viewed independently of revenue and deferred revenue as these metrics are not intended to be combined with those items. We use these metrics to monitor the strength of our recurring business. We believe these metrics are useful to investors because they can help in monitoring the long-term health of our business. Our determination and presentation of these metrics may differ from that of other companies. The presentation of these metrics is meant to be considered in addition to, not as a substitute for or in isolation from, our financial measures prepared in accordance with GAAP.

Billings: Total revenue plus the net change in deferred revenue from the beginning to the end of the period.

Cloud Service Offerings: Represents individual term-based offerings deployed through web browser technologies or in a hybrid software and cloud configuration. Cloud service offerings that are bundled with other product offerings are not captured as a separate cloud service offering.

Constant Currency (CC) Growth Rates: We attempt to represent the changes in the underlying business operations by eliminating fluctuations caused by changes in foreign currency exchange rates as well as eliminating hedge gains or losses recorded within the current and comparative periods. We calculate constant currency growth rates by (i) applying the applicable prior period exchange rates to current period results and (ii) excluding any gains or losses from foreign currency hedge contracts that are reported in the current and comparative periods.

Design Business: Represents the combination of maintenance, product subscriptions, and all EBAs. Main products include, but are not limited to, AutoCAD, AutoCAD LT, Industry Collections, Revit, Inventor, Maya and 3ds Max. Certain products, such as our computer aided manufacturing solutions, incorporate both Design and Make functionality and are classified as Design.

Glossary of terms

Enterprise Business Agreements (EBAs): Represents programs providing enterprise customers with token-based access to a broad pool of Autodesk products over a defined contract term.

Flex: A pay-as-you-go consumption option to pre-purchase tokens to access any product available with Flex for a daily rate.

Free Cash Flow: Cash flow from operating activities minus capital expenditures.

Industry Collections: Autodesk Industry Collections are a combination of products and services that target a specific user objective and support a set of workflows for that objective. Our Industry Collections consist of: Autodesk Architecture, Engineering and Construction Collection, Autodesk Product Design and Manufacturing Collection, and Autodesk Media and Entertainment Collection.

Maintenance Plan: Our maintenance plans provide our customers with a cost effective and predictable budgetary option to obtain the productivity benefits of our new releases and enhancements when and if released during the term of their contracts. Under our maintenance plans, customers are eligible to receive unspecified upgrades when and if available, and technical support. We recognize maintenance revenue over the term of the agreements, generally one year.

Make Business: Represents certain cloud-based product subscriptions. Main products include, but are not limited to, Assemble, Autodesk Build, BIM Collaborate Pro, BuildingConnected, Fusion, and Flow Production Tracking. Certain products, such as Fusion, incorporate both Design and Make functionality and are classified as Make.

Glossary of terms

Net Revenue Retention Rate (NR3): Measures the year-over-year change in Recurring Revenue for the population of customers that existed one year ago ("base customers"). Net revenue retention rate is calculated by dividing the current quarter Recurring Revenue related to base customers by the total corresponding quarter Recurring Revenue from one year ago. Recurring Revenue is based on USD reported revenue, and fluctuations caused by changes in foreign currency exchange rates and hedge gains or losses have not been eliminated. Recurring Revenue related to acquired companies, one year after acquisition, has been captured as existing customers until such data conforms to the calculation methodology. This may cause variability in the comparison.

Other Revenue: Consists of revenue from consulting, and other products and services, and is recognized as the products are delivered and services are performed.

Product Subscription: Provides customers a flexible, cost-effective way to access and manage 3D design, engineering, and entertainment software tools. Our product subscriptions currently represent a hybrid of desktop and cloud functionality, which provides a device-independent, collaborative design workflow for designers and their stakeholders.

Recurring Revenue: Consists of the revenue for the period from our traditional maintenance plans, our subscription plan offerings, and certain Other revenue. It excludes subscription revenue related to third-party products. Recurring revenue acquired with the acquisition of a business is captured when total subscriptions are captured in our systems and may cause variability in the comparison of this calculation.

Glossary of terms

Remaining Performance Obligations (RPO): The sum of total short-term, long-term, and unbilled deferred revenue. Current remaining performance obligations is the amount of revenue we expect to recognize in the next twelve months.

Solution Provider: Solution Provider is the name of our channel partners who primarily serve our new transaction model customers worldwide. Solution Providers may also be resellers in relation to Autodesk solutions.

Spend: The sum of cost of revenue and operating expenses.

Subscription Plan: Comprises our term-based product subscriptions, cloud service offerings, and EBAs. Subscriptions represent a combined hybrid offering of desktop software and cloud functionality which provides a device-independent, collaborative design workflow for designers and their stakeholders. With subscription, customers can use our software anytime, anywhere, and get access to the latest updates to previous versions.

Subscription Revenue: Includes our cloud-enabled term-based product subscriptions, cloud service offerings, and flexible EBAs.

Unbilled Deferred Revenue: Unbilled deferred revenue represents contractually stated or committed orders under early renewal and multi-year billing plans for subscription, services, and maintenance for which the associated deferred revenue has not been recognized. Under FASB Accounting Standards Codification ("ASC") Topic 606, unbilled deferred revenue is not included as a receivable or deferred revenue on our Condensed Consolidated Balance Sheet.