## Autodesk, Inc.

## Other Supplemental Financial Information (a)

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	\$		\$	618			\$	2,512
License and Other Revenue	\$ \$	316 276	\$ \$	350 287	\$ \$	321 298	\$		\$ \$	1,341 1,171
Subscription Revenue	Ф	270	Ф	201	Ф	290	Ф	310	Ф	1,1/1
GAAP Gross Margin		87 %		86 %		86 %		87 %		86 %
Non-GAAP Gross Margin (1)(2)		89 %		89 %		89 %		89 %		89 %
CAARO	d.	470	e	400	d.	517	d.	5.01	et.	2.040
GAAP Operating Expenses GAAP Operating Margin	\$	472 7 %	\$	499 8 %	\$	517 2 %	Ф	561 2 %	Э	2,049 5 %
GAAP Net Income	\$	28	\$		\$	11	\$		\$	82
GAAP Diluted Net Income Per Share (b)	\$	0.12	\$	0.13	\$	0.05	\$	0.05	\$	0.35
N. GAARO, S. F. (1)(2)	Φ.	407	Φ.	451	Ф	167	Φ.	506	Φ.	1.050
Non-GAAP Operating Expenses (1)(3) Non-GAAP Operating Margin (1)(4)	\$	427 17 %	\$	451 18 %	\$	467 13 %	\$	506 13 %	\$	1,850 15 %
Non-GAAP Net Income (1)(5)(c)	\$	74	\$	82	\$	58	\$		\$	272
Non-GAAP Diluted Net Income Per Share (1)(6)(b)(c)	\$	0.32	\$		\$	0.25	\$		\$	1.17
					_		_			
Total Cash and Marketable Securities Days Sales Outstanding	\$	2,388 50	\$	2,169 52	\$	2,157 55	\$	2,299 63	\$	2,299
Capital Expenditures	\$	15	\$		\$	28	\$		\$	76
Cash Flow from Operating Activities	\$	219	\$		\$	136	\$		\$	708
GAAP Depreciation, Amortization and Accretion	\$	36	\$	37	\$	37	\$	36	\$	146
D. Complete Coloring December 1997	d.	0.40	e	920	d.	920	d.	027	et.	027
Deferred Subscription Revenue Balance (c)	\$	848	\$	839	\$	839	\$	937	\$	937
Revenue by Geography:										
Americas	\$	206	\$	223	\$	231			\$	898
Europe, Middle East and Africa	\$	226	\$		\$		\$		\$	980
Asia Pacific % of Total Rev from Emerging Economies	\$	161 13%	\$	170 15%	\$	149 15%	\$	154 16%	\$	634 15%
70 Of Total Rev Holl Elliciging Economics		1370		1370		1370		1070		1570
Revenue by Segment:										
Architecture, Engineering and Construction	\$	196	\$		\$	217			\$	873
Platform Solutions and Emerging Business Manufacturing	\$ \$	212 147	\$ \$		\$ \$	188 170	\$		\$ \$	797 676
Media and Entertainment	\$	38	\$		\$		\$		\$	167
Other Revenue Statistics:		#O. 44		40.44		45.00		45.00		40.04
% of Total Rev from Flagship % of Total Rev from Suites		50 % 35 %		48 % 36 %		47 % 36 %		45 % 37 %		48 % 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)			\$		\$	17
FX Impact on Operating Income	\$	(7)	\$	(2)	\$	(1)	\$	3	\$	(7)
Gross Margin by Segment:										
Architecture, Engineering and Construction	\$	176	\$	196	\$	194	\$	220	\$	786
Platform Solutions and Emerging Business	\$	191	\$		\$	167			\$	712
Manufacturing	\$	133	\$		\$	153			\$	604
Media and Entertainment	\$	29	\$	32		32			\$	127
Unallocated amounts	\$	(15)	\$	(16)	<b>3</b>	(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 (c)		1.94		2.01		2.13		2.23		2.23

- (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 the year.
- (c) Total Subscriptions consists of subscriptions from our maintenance, desktop, cloud service and enterprise license offerings that are active as of the quarter end date. For certain cloud based and enterprise license offerings, subscriptions represent the monthly average activity within the last three months of the quarter end date. Total subscriptions do not include data from education offerings, consumer product offerings, certain Creative Finishing product offerings, Autodesk Buzzsaw, Autodesk Constructware and third party products. Subscriptions acquired with the acquisition of a business are captured once the data conforms to our subscription count methodology and when added, may cause variability in the quarterly comparisons of this calculation.
- (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

	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)	. ,	. ,	(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 acquisition related deferred revenue and other	(2)%	2 %	1 %	(2)%	—%
Year over year change in Billings	10%	27%	25%	13%	18%

## Reconciliation for Guidance:

The following is a reconciliation of anticipated full year fiscal 2016 GAAP and non-GAAP operating margins:

Fisc

	Fiscal 2016						
GAAP operating margin	2%	4%					
Stock-based compensation expense	8%	8%					
Amortization of purchased intangibles	3%	3%					
Non-GAAP operating margin	13%	15%					

		OTTD 4		O.T.D.		O.T.D.		O.T.D. d		7.000 Ac. 4
Fiscal Year 2014		QTR 1		QTR 2		QTR 3		QTR 4		YTD 2014
Financial Statistics (\$ in millions, except per share data):	_		6	5.60	•			505	6	2.27/
Total Net Revenue: License and Other Revenue	\$ \$	570 324	\$ \$	562 313	\$ \$		\$		\$ \$	2,274 1,255
Subscription Revenue	\$ \$	247	\$	249	\$	258				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	\$		\$	1,715
GAAP Operating Margin		14 %		15 %		12 %		9 %		13 %
GAAP Net Income GAAP Diluted Net Income Per Share (b)	\$ \$	56 0.24	\$ \$	62 0.27		58 0.25	\$		\$ \$	229 1.00
OAAI Blidted Net income for shale (b)	Ψ	0.24	Ψ	0.27	Ψ	0.23	Ψ	0.23	Ψ	1.00
Non-GAAP Operating Expenses (1)(3)	\$	378	\$	370	\$	378	\$		\$	1,539
Non-GAAP Operating Margin (1)(4)	¢.	24 %	et.	24 %	Ф	22 %	dr.	20 %	d.	22 %
Non-GAAP Net Income (1)(5)(c) Non-GAAP Diluted Net Income Per Share (1)(6)(b)(c)	\$ \$	96 0.42	\$ \$	102 0.45		94 0.41				386 1.68
Non-GAAL Diluted Net income Let Shale (1)(0)(0)(c)	φ	0.42	φ	0.43	φ	0.41	φ	0.40	φ	1.00
Total Cash and Marketable Securities	\$	2,480	\$	2,408	\$		\$		\$	2,544
Days Sales Outstanding	¢.	46	Ф	49	Ф	50	et.	66	Ф	64
Capital Expenditures Cash Flow from Operating Activities	\$ \$	26 224	\$ \$	17 65	\$ \$	12 91	\$		\$ \$	64 564
GAAP Depreciation, Amortization and Accretion	\$	33	\$	32	\$	31			\$	129
Deferred Subscription Revenue Balance (c)	\$	775	\$	736	\$	699	\$	789	\$	789
Beleffed Subscription Revenue Balance (c)	Ψ	113	Ψ	730	Ψ	0,,	Ψ	707	Ψ	707
Revenue by Geography:										
Americas	\$	202	\$	202	\$	208	\$		\$	819
Europe, Middle East and Africa Asia Pacific	\$ \$	216 152	\$ \$	202 158	\$ \$	204 143	\$		\$ \$	852 603
% of Total Rev from Emerging Economies	Ф	13%	Ф	15%	Ф	15%	Ф	15%	Ф	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			\$	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 % of Total Rev from New and Adjacent		31 % 14 %		34 % 14 %		36 % 15 %		37 % 14 %		34 % 14 %
% of Total Rev from AutoCAD and AutoCAD LT		34 %		31 %		29 %		29 %		30 %
E II (II C. III) A CHICADH TO LE DICE										
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 Margin by Segment:										
Architecture, Engineering and Construction	\$	156		161						664
Platform Solutions and Emerging Business	\$	195		180						717
Manufacturing Media and Entertainment	\$ \$	128 37	\$ \$	132 34						532 138
Unallocated amounts	\$	(12)		(12)						(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

<sup>(</sup>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 as provided in the

		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	\$ 41	0 \$	420	\$ 463	\$ 1,715
Stock-based compensation expense		(32)	(3	,	(30)	(34)	(126)
Amortization of purchased intangibles		(11)		9)	(7)	(9)	(37)
Restructuring charges, net		-		2)	(4)	(6)	(13)
Non-GAAP Operating Expenses	\$	378	\$ 37	0 \$	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	\$ 6	2 \$	58	\$ 54	\$ 229
Stock-based compensation expense		34	3	1	32	36	132
Amortization of developed technology		11	1	1	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)	(1	,	(14)	(17)	(61)
Non-GAAP Net Income	\$	96	\$ 10	2 \$	94	\$ 93	\$ 386
(6) GAAP Diluted Net Income Per Share	\$	0.24	\$ 0.2	7 \$	0.25	\$ 0.23	\$ 1.00
Stock-based compensation expense		0.15	0.1	4	0.14	0.15	0.57
Amortization of developed technology		0.05	0.0	5	0.04	0.05	0.19
Amortization of purchased intangibles		0.05	0.0	4	0.03	0.04	0.16
Restructuring charges, net		-	0.0	1	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)	(0.0)	6)	(0.06)	(0.07)	(0.26)
Non-GAAP Diluted Net Income Per Share	\$	0.42	\$ 0.4	5 \$	0.41	\$ 0.40	\$ 1.68

Fiscal Year 2013		QTR 1		QTR 2		QTR 3		QTR 4	Y	TD 2013
Financial Statistics (\$ in millions, except per share data):										
Total Net Revenue:	\$	589	\$		\$	548		607		2,312
License and Other Revenue (c)	\$	355	\$	334	\$	310	\$	365	\$	1,364
Subscription Revenue (c)	\$	233	\$	235	\$	238	\$	242	\$	948
GAAP Gross Margin		90 %		89 %		89 %		90 %		90 %
Non-GAAP Gross Margin (1)(2)		92 %		91 %		91 %		92 %		92 %
GAAP Operating Expenses	\$	436	\$	416	\$	456	\$	460	\$	1,768
GAAP Operating Margin		16 %		16 %		6 %		14 %		13 %
GAAP Net Income	\$	79	\$				\$	75		248
GAAP Diluted Net Income Per Share (b)	\$	0.34	\$	0.28	\$	0.13	\$	0.32	\$	1.07
Non-GAAP Operating Expenses (1)(3)	\$	396	\$	376	\$	355	\$	404	\$	1,531
Non-GAAP Operating Margin (1)(4)		25 %		25 %		27 %		25 %		25 %
Non-GAAP Net Income (1)(5)(c)	\$	109		111		109		121		450
Non-GAAP Diluted Net Income Per Share (1)(6)(b)(c)	\$	0.47	\$	0.48	\$	0.47	\$	0.53	\$	1.94
Total Cash and Marketable Securities	\$	1,796	\$	1,717	\$	1,737	\$	2,365	\$	2,365
Days Sales Outstanding		46		58		49		74		
Capital Expenditures	\$	12	\$	17	\$	17	\$	12	\$	56
Cash Flow from Operating Activities	\$	139	\$	107	\$	157	\$	156	\$	559
GAAP Depreciation, Amortization and Accretion	\$	29	\$	29	\$	35	\$	35	\$	128
Deferred Subscription Revenue Balance (c)	\$	658	\$	687	\$	648	\$	753	\$	753
Revenue by Geography:										
Americas	\$	208	\$	199	\$	209	\$	221	\$	836
Europe, Middle East and Africa	\$	224	\$			196		238	\$	869
Asia Pacific	\$	157	\$		\$	142	\$	148	\$	608
% of Total Rev from Emerging Economies		14 %		15 %		15 %		14 %		14 %
Revenue by Segment:										
Architecture, Engineering and Construction (c)	\$	166	\$	163	\$		\$	208	\$	701
Platform Solutions and Emerging Business (c)	\$	227	\$	216		203		197	\$	843
Manufacturing Media and Entertainment	\$ \$	146 51	\$ \$	141 49	\$ \$	132 48		155 47	\$	574 194
wedia and Entertainment	Ф	31	Ф	49	Ф	48	Ф	47	Ф	194
Other Revenue Statistics (c):		<b>50.0</b> /		57.0/		55.0/		54.0/		56.00
% of Total Rev from Flagship (d)		58 % 28 %		57 % 29 %		55 % 30 %		54 % 31 %		56 % 30 %
% of Total Rev from Suites % of Total Rev from New and Adjacent (d)		28 % 14 %		29 % 14 %		15 %		15 %		30 % 15 %
% of Total Rev from AutoCAD and AutoCAD LT		35 %		34 %		33 %		29 %		33 %
		33 70		34 70		33 70		27 70		33 70
Favorable (Unfavorable) Impact of U.S. Dollar Translation Relative to Foreign Currencies Compared to Comparable Prior Year Period:										
FX Impact on Total Net Revenue	\$	14	\$	(1)	\$	(10)		(15)	\$	(12)
FX Impact on Cost of Revenue and Total Operating Expenses	\$	(2)		6	\$	7		1	\$	12
FX Impact on Operating Income	\$	12	\$	5	\$	(3)	\$	(14)	\$	-
Gross Margin by Segment (c):										
Architecture, Engineering and Construction	\$	151		149		151		192		643
Platform Solutions and Emerging Business	\$	214	\$		\$	190		182	\$	788
Manufacturing Making and Entertainment	\$	134		130		122		145		531
Media and Entertainment Unallocated amounts	\$ \$	42	\$				\$	38	\$	157
Onanocated amounts	Э	(11)	Ф	(11)	Þ	(11)	Ф	(12)	Þ	(45)
Common Stock Statistics (in millions):		220.7		2267		224.5		222.6		202 6
Common Shares Outstanding Fully Diluted Weighted Average Shares Outstanding		229.7		226.7		224.5		223.6		223.6
Fully Diluted Weighted Average Shares Outstanding Shares Repurchased		234.1 2.5		232.1 3.4		229.9 4.0		229.6 2.6		231.7 12.5
Since reparenased		2.3		5.4		4.0		2.0		12.3

- (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 the year.
- (c) Prior amounts have been conformed to align with the current period presentation.
- (d) The first three quarters of 2013 percentages have been updated to reflect an adjustment implemented after we reported our results of operations for the third quarter of fiscal 2013.
- (e) Starting in 1Q fiscal 2014, Autodesk will discontinue reporting revenue from upgrades and crossgrades and will report only total license revenue and total maintenance revenue.
- (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 to their most dire

	Q'	TR 1	QTR 2	QTR 3	QT	R 4	YT	D 2013
(2) GAAP Gross Margin		90 %	89 %	89 %		90 %		90 %
Stock-based compensation expense		%	%	%		%		%
Amortization of developed technology		2 %	2 %	2 %		2 %		2 %
Non-GAAP Gross Margin		92 %	91 %	91 %		92 %		92 %
(3) GAAP Operating Expenses	\$	436	\$ 416	\$ 456	\$	460	\$	1,768
Stock-based compensation expense		(32)	(32)	(51)		(36)		(151)
Amortization of purchased intangibles		(8)	(8)	(14)		(13)		(42)
Restructuring charges, net		-	-	(37)		(7)		(44)
Non-GAAP Operating Expenses	\$	396	\$ 376	\$ 355	\$	404	\$	1,531
(4) GAAP Operating Margin		16 %	16 %	6 %		14 %		13 %
Stock-based compensation expense		6 %	6 %	10 %		6 %		7 %
Amortization of developed technology		2 %	2 %	2 %		2 %		1 %
Amortization of purchased intangibles		1 %	1 %	2 %		2 %		2 %
Restructuring charges, net		%	%	7 %		1 %		2 %
Non-GAAP Operating Margin		25 %	25 %	27 %		25 %		25 %
(5) GAAP Net Income	\$	79	\$ 65	\$ 29	\$	75	\$	248
Stock-based compensation expense		33	34	52		38		156
Amortization of developed technology		10	10	10		10		40
Amortization of purchased intangibles		8	8	14		13		42
Restructuring charges, net		-	-	37		7		44
(Gain) loss on strategic investments (7)		(1)	5	-		-		4
Discrete GAAP tax provision items		(6)	3	(16)		(8)		(27)
Income tax effect of non-GAAP adjustments		(14)	(12)	(17)		(14)		(57)
Non-GAAP Net Income	\$	109	\$ 111	\$ 109	\$	121	\$	450
(6) GAAP Diluted Net Income Per Share	\$	0.34	\$ 0.28	\$ 0.13	\$	0.32	\$	1.07
Stock-based compensation expense		0.14	0.15	0.23		0.16		0.67
Amortization of developed technology		0.04	0.04	0.04		0.05		0.18
Amortization of purchased intangibles		0.03	0.03	0.06		0.05		0.18
Restructuring charges, net		_	_	0.15		0.03		0.18
(Gain) loss on strategic investments (7)		_	0.02	_		_		0.02
Discrete GAAP tax provision items		(0.03)	0.01	(0.07)		(0.02)		(0.12)
Income tax effect of non-GAAP adjustments		(0.05)	(0.05)	(0.07)		(0.06)		(0.24)
Non-GAAP Diluted Net Income Per Share	\$	0.47	\$ 0.48	\$ 0.47	\$	0.53	\$	1.94

(7) Effective in the second quarter of fiscal 2013, Autodesk began excluding gains and losses on strategic investments for purposes of its non-GAAP financial measures. Prior period non-GAAP interest and other income (expense), net, net income and earnings per share amounts have been revised to conform to the current period presentation.