

**Corporate Overview**

**autodesk®**

# Safe Harbor Statement

During the course of this presentation, we may make forward-looking statements regarding future events and the future performance of the Company.

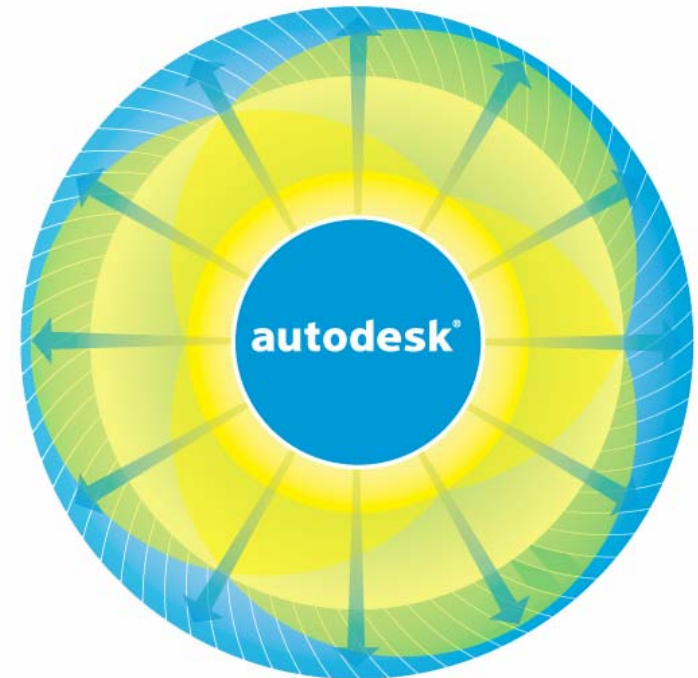
We wish to caution you that such statements reflect our best judgment based on factors currently known to us and that actual events or results could differ materially.

We would like to refer you to the documents we file from time to time with the SEC and specifically our most recently filed Form 10-K and Form 10-Q.

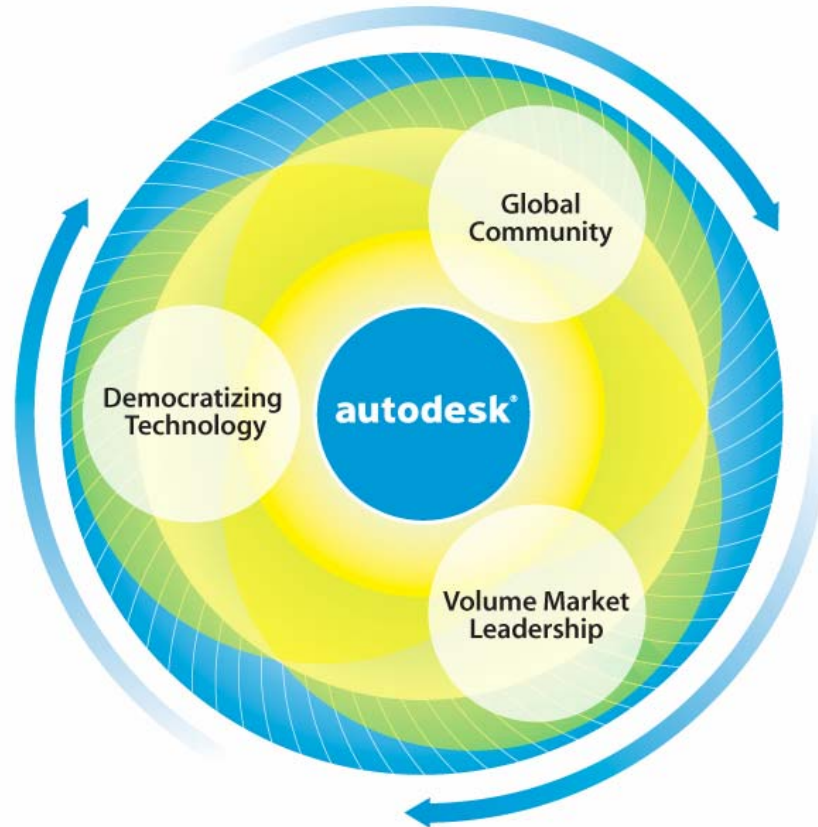
These documents contain and identify important factors that may cause the actual results to differ from those contained in our forward-looking statements.

# Agenda

- Autodesk Core Strengths
- Autodesk Growth Strategy
  - Strengthen the Core
  - Grow the Core
- Autodesk Financial Strength



# AUTODESK CORE STRENGTHS



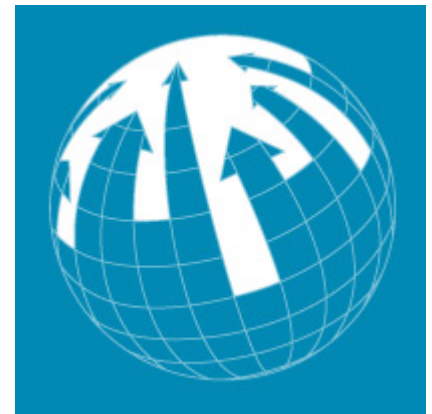
# Democratizing Technology

## ■ Autodesk's Core Technology Competence

- Innovation in existing technology categories to support volume markets
- Open architecture, easy extensibility and integration
- Rapid sales cycle
- Serial technology disruptor

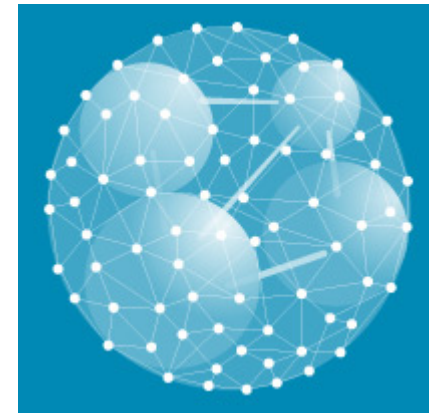
## ■ Customer Benefits

- Low total cost of deployment and ownership
- Ease of learning and use
- Rapid return on investment
- Broad availability



# Global Community

- Autodesk's vehicle to deliver technology to volume markets
  - 6 million users
  - 1700+ resellers and Autodesk system centers
  - 2500+ registered third-party developers
  - 1100+ training centers
  - Global presence in 146 countries
  - Publications and education presence
  - 22 years of service to customers
- **Customer Benefits**
  - Globally available resources for purchase, support, and training
  - Availability of trained users
  - Trusted and stable business partner



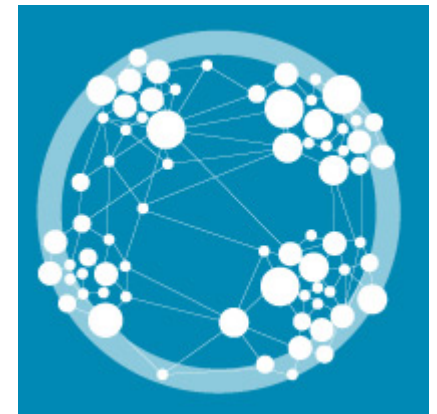
# Volume Market Leadership

## ■ Autodesk's platform for growth

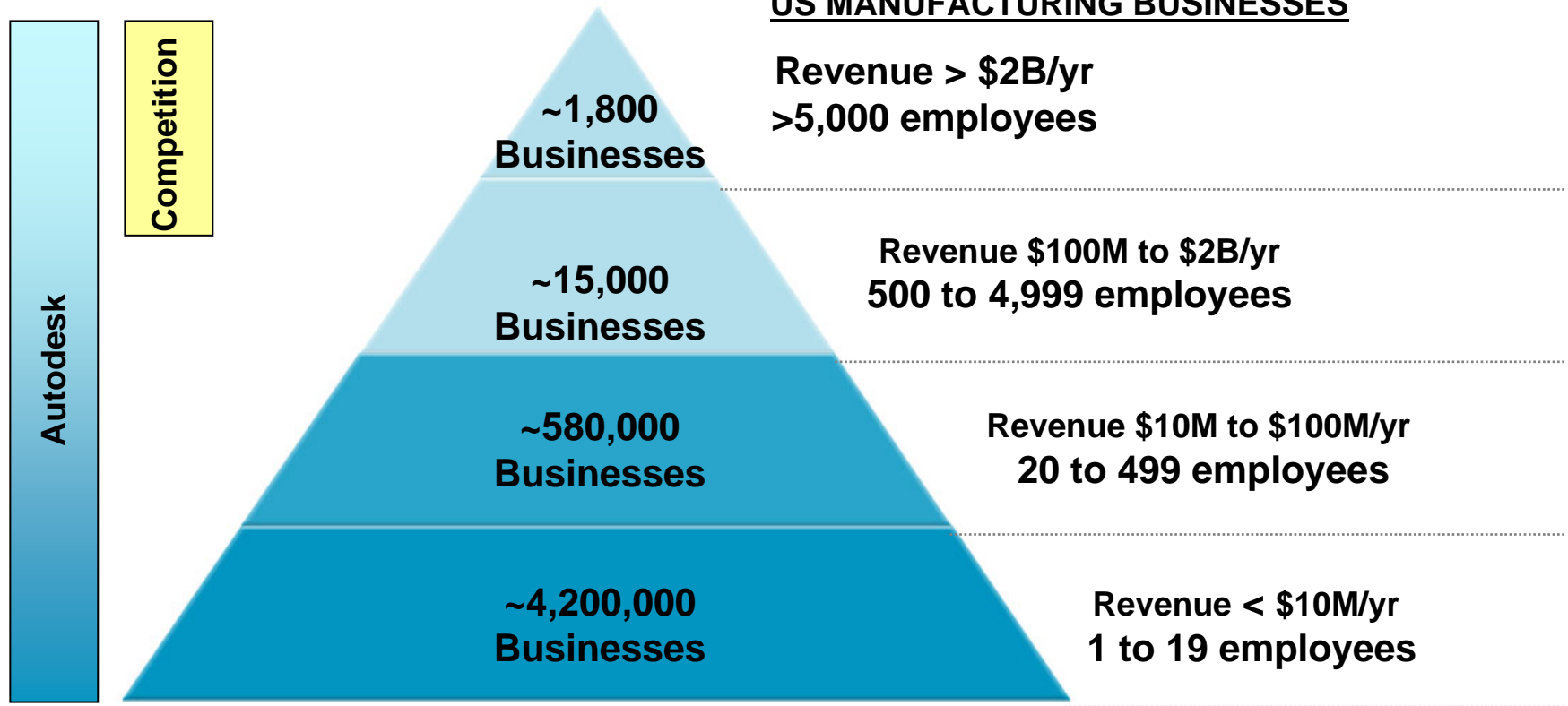
- Global presence in each vertical industry segment
- 98% of Fortune 500 and 100% of Fortune 100 are customers
- Massive amounts of mission critical data created, managed, and shared by Autodesk customers – 1 Billion+ Autodesk data files
- Cross-pollination of concepts and technologies
- Huge presence in small and mid-sized firms

## ■ Customer Benefits

- Industry standard technology
- Broad range of technology solutions
- Horizontal and cross-industry solutions



# Autodesk Unique Volume Opportunity



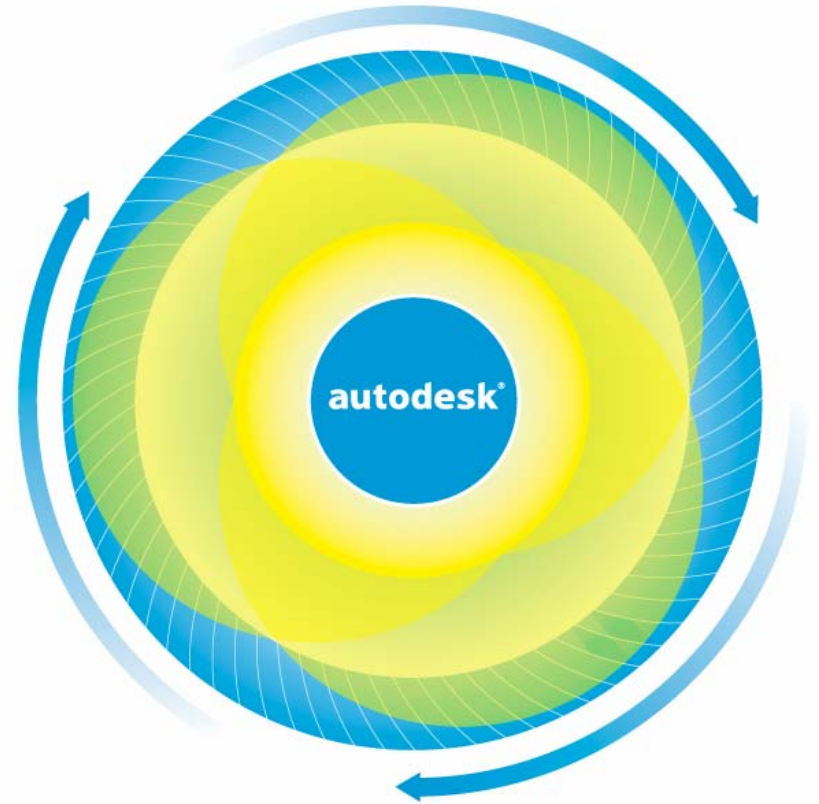
Source: Aberdeen Group and Company estimates

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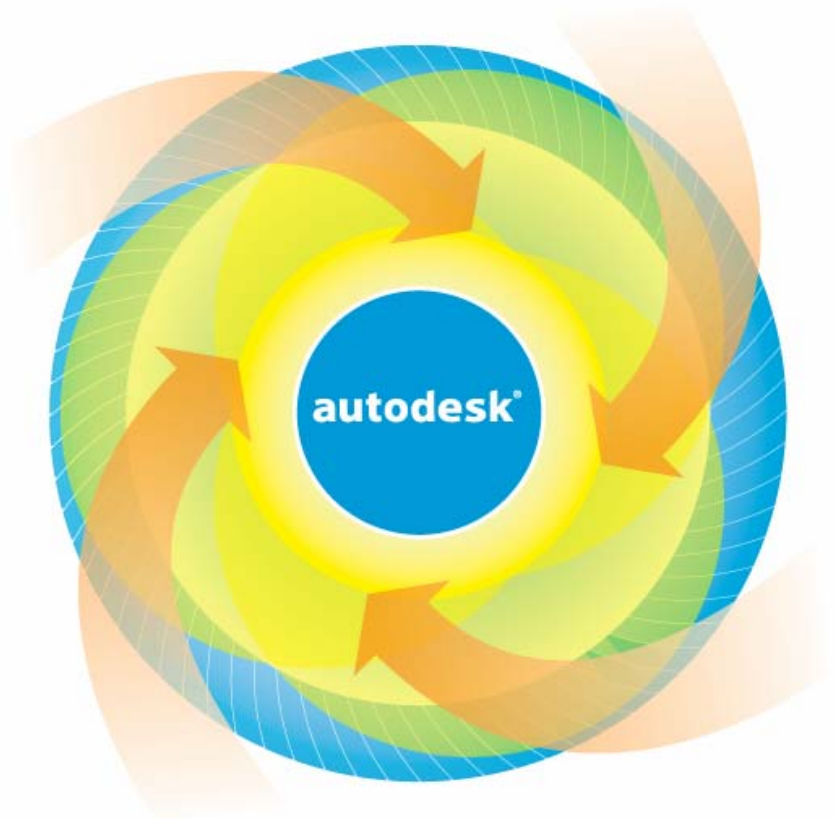
# AUTODESK GROWTH STRATEGY

- Growth through adjacency:
  - ***Strengthen*** the Core
  - ***Grow*** the Core



# STRENGTHEN THE CORE

- Increased value and productivity of desktop design tools
- Industry solutions
- 2D to 3D migration
- New products and services for existing users
- Annual release cycle and subscription
- Geographic expansion
- Improving efficiency and productivity



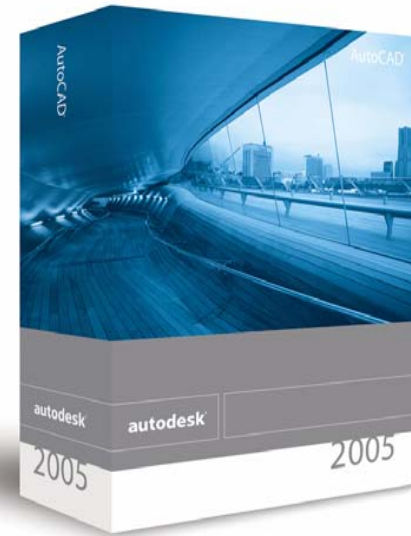
# AutoCAD 2005 Increases Productivity

## ■ Workflow

- Coordinating drawing sets
- Integrated design review
- ETransmit
- Fields

## ■ Publishing, Drafting

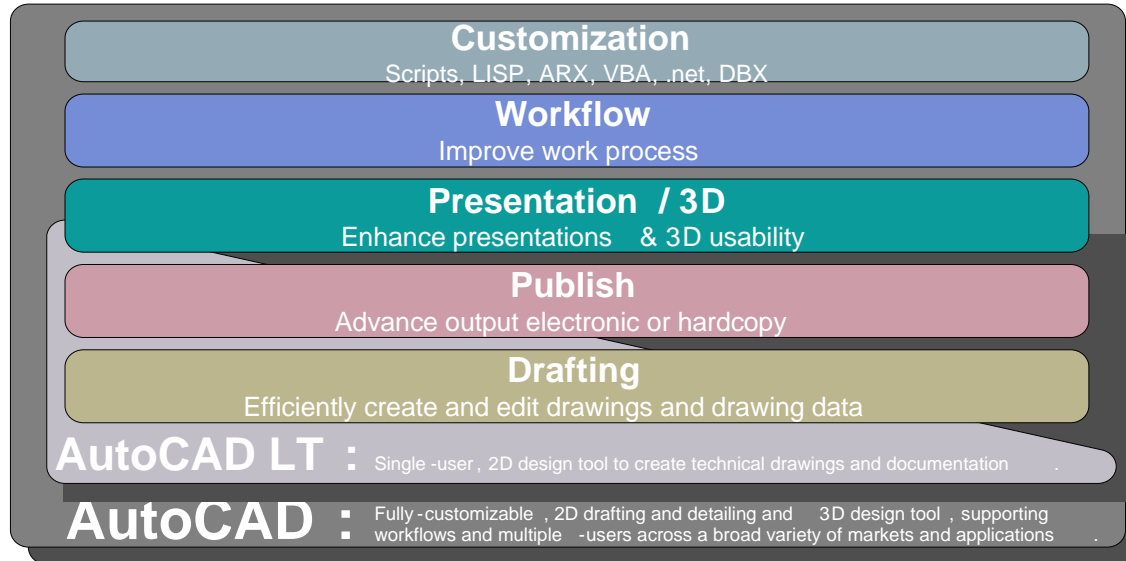
- One-click DWF
- Drawing and managing tables
- Improved drawing annotation
- And dozens of other enhancements



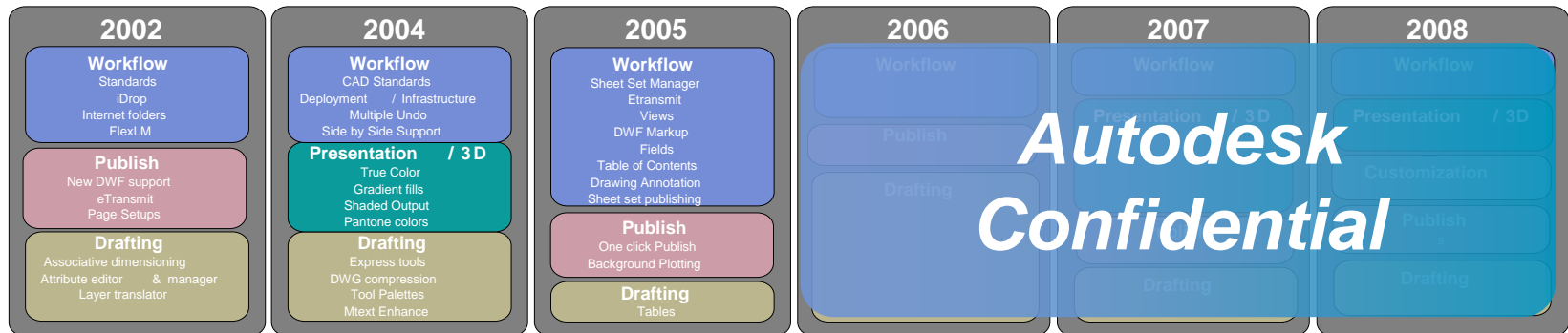
***“AutoCAD 2005 will be the new measure by which “must have” releases of AutoCAD will be measured... With the new sheet sets, fields, and all the other new features and improvements. In my opinion AutoCAD 2005 is definitely the most “MUST HAVE” release that I can remember in a long time.”***

**Robert Davis, Benchmark Group**

# AutoCAD Product Roadmap



## AutoCAD Thematic Roadmap

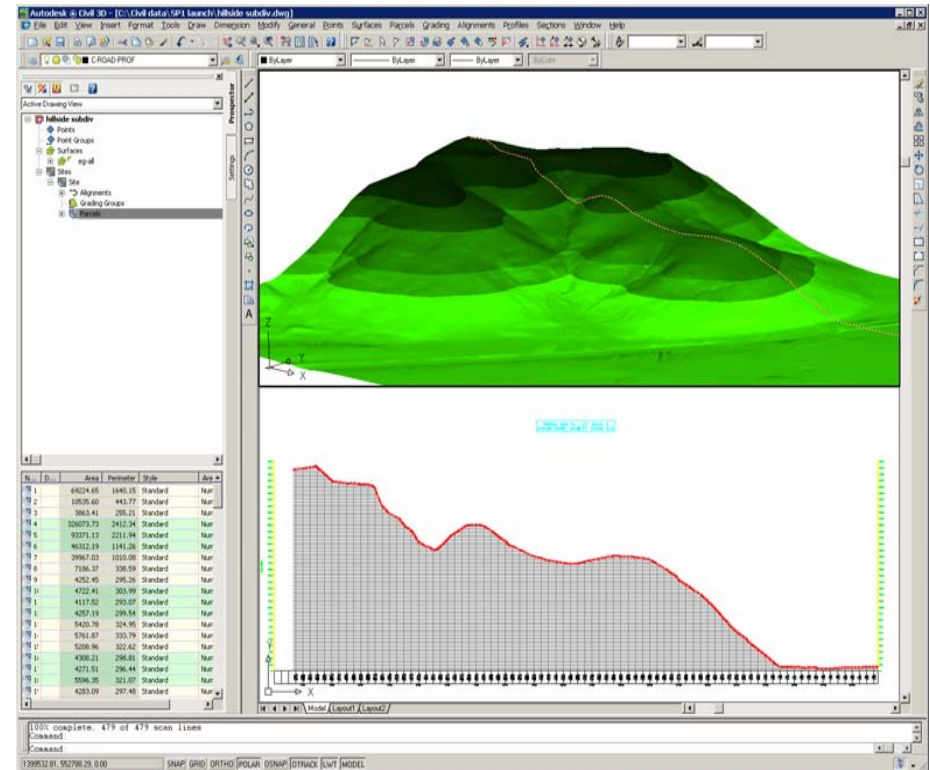


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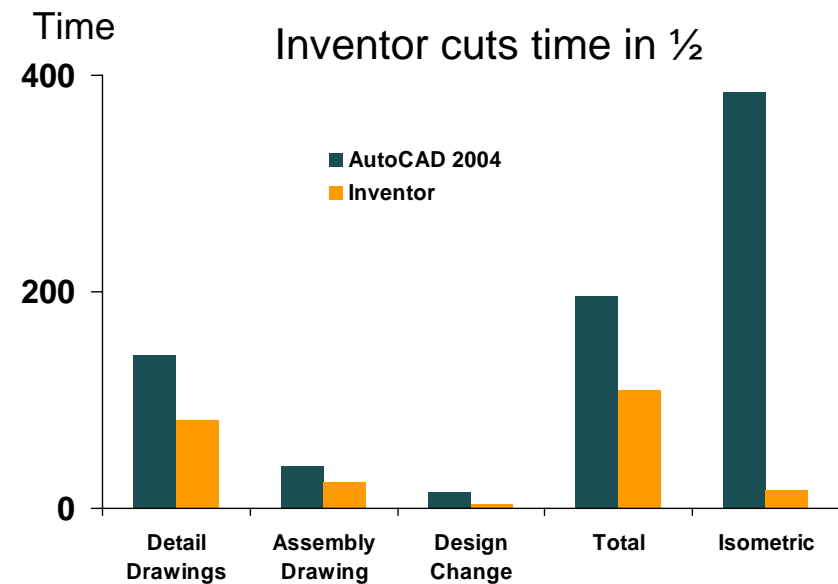
# Model Based Design: 2D to 3D Migration

- Capturing more intelligence about the physical world and the customer's work product is key
  - Faster design time
  - Reduction in design error
  - Automation of design documentation
  - Better analysis and decisions – “computable information”
- Critical for adjacent processes downstream from design
- Inventor, Revit, Civil 3D



# 2D to 3D migration – Why Autodesk?

- Inventor Series is the only mixed 2D & 3D solution
- Only comprehensive solution for the mainstream market
- Integrated data management
- Best 2D reuse
- Best engineering productivity
- Shortest learning curve



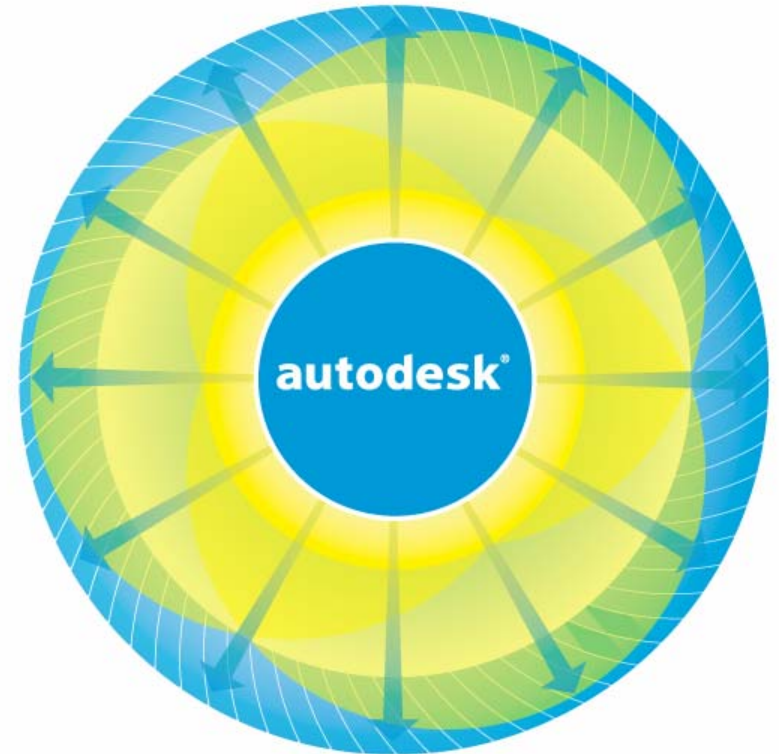
# 3D Customers are More Valuable

		Year 1	Year 2	Year 3	Year 4	Year 5	Total
2D	Subscription	\$3750 + \$420	\$420	\$420	\$420	\$420	\$5850
3D	Inventor Subscription	\$5195 + \$1095	\$1095	\$1095	\$1095	\$1095	\$10670
	Inventor Professional Subscription	\$9445	\$1495	\$1495	\$1495	\$1495	\$15425

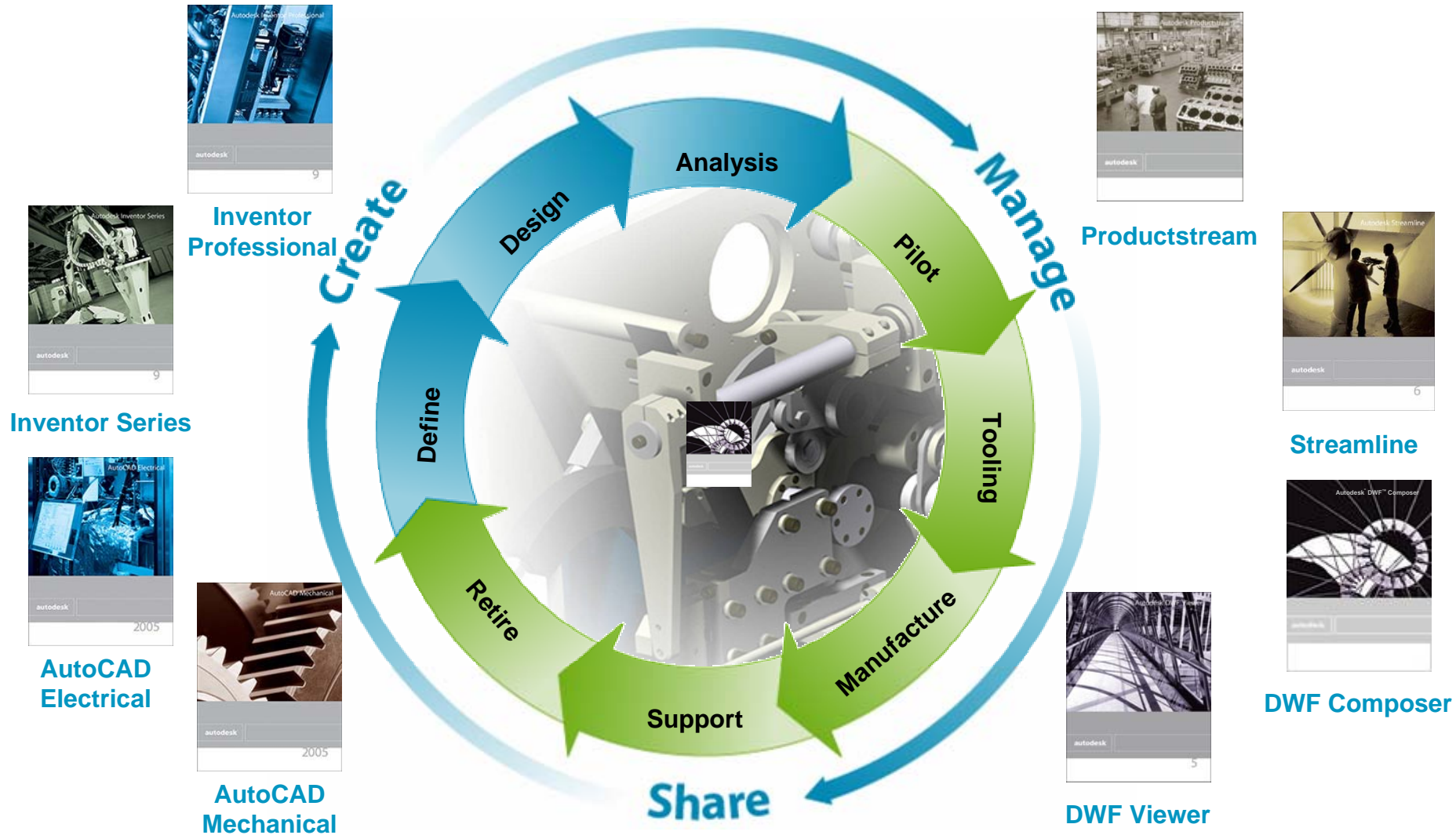
*\*Upgrade case for revenues would be similar*

# GROWING THE CORE

- New products and services for adjacent users – Lifecycle Management
- Adjacent processes and markets
  - Solve today's problem for today's user
  - Pull in new users
- Solutions for multiple markets
- **The next major Autodesk disruption is underway**



# Practical Product Lifecycle Management

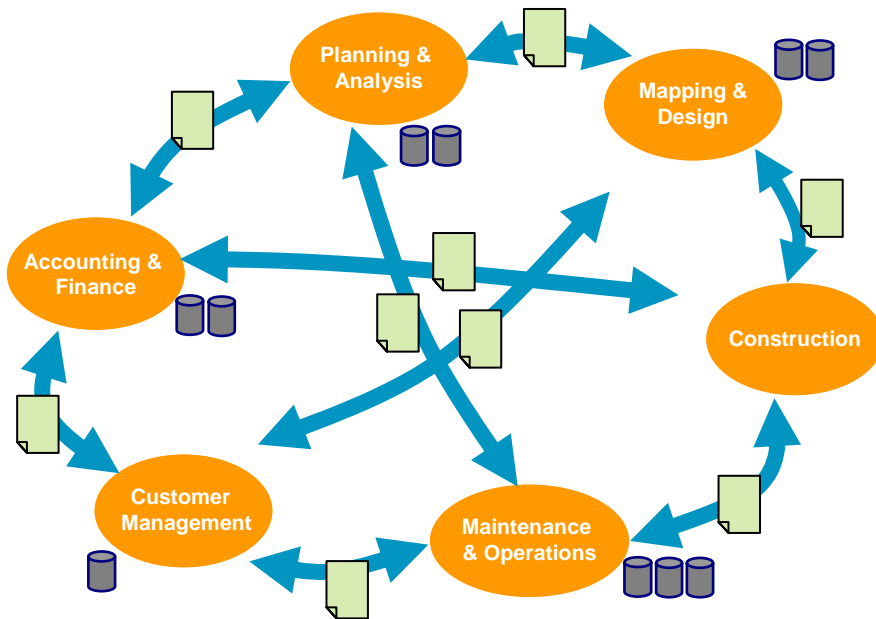


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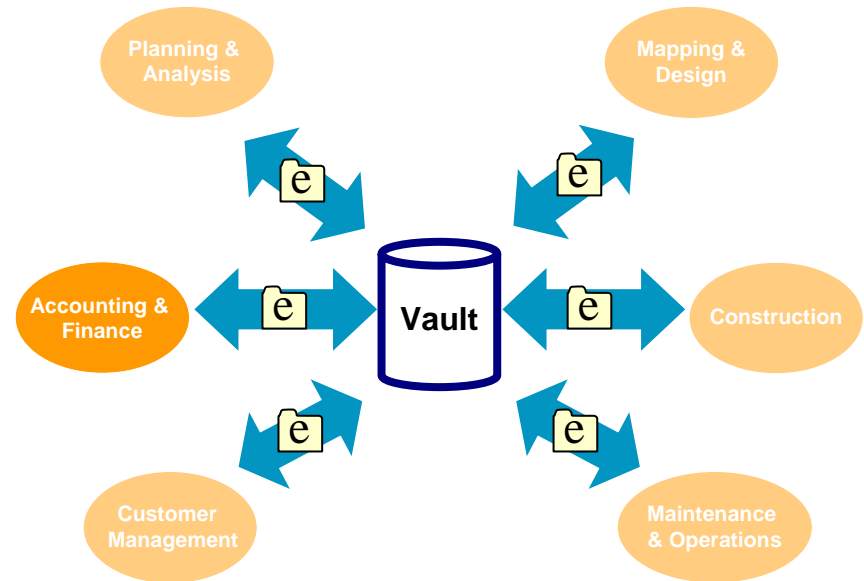
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# Practical PLM Improves Data Flow....

## Old Way



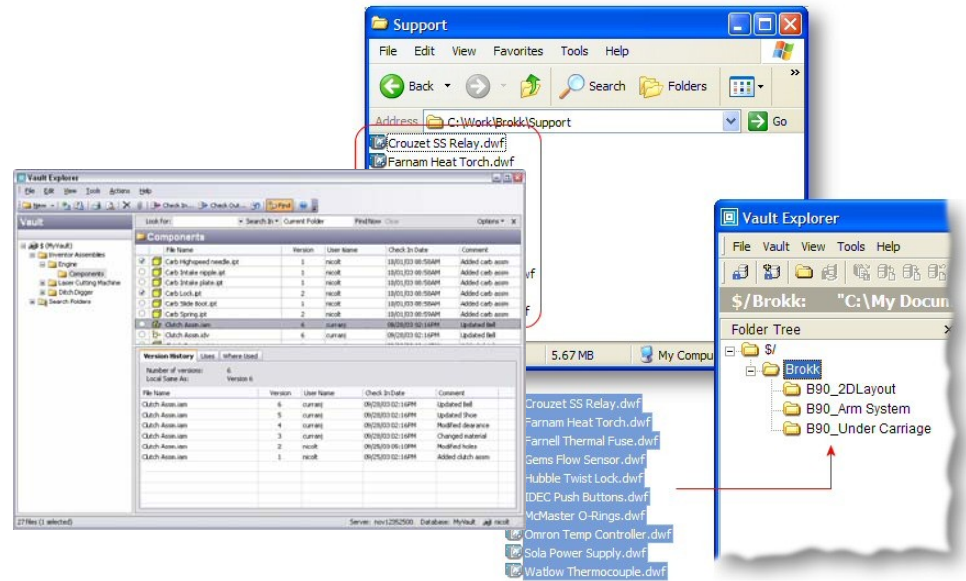
## With Autodesk Vault



# Autodesk Vault

## Work in process design data management

- Embedded with all design tools
- Check-in / Check-out
- Where used
- Secure access
- Versions
- R3 available with Inventor R9



# Autodesk Productstream

## Enterprise product data management

- Targets engineering and the extended enterprise
- Release management & state control
- Revision control
- Change management
- Secure access & workflow
- ERP link
- Based on DWF
- R2 now available
- R3 available in Q1'FY06

The screenshot shows the Autodesk Productstream software interface. The main window displays a list of items with columns for Item Number, Revision, State, Title, Type, and Unit. Below this, a detailed view of the Bill of Materials (BOM) is shown for a selected item, with columns for Item Number, Quantity, Description, Status, and Designer.

Item Number	Revision	State	Title	Type	Unit
10-2401-01	A	In Process	Carb highspeed needle	Part	each
10-2401-02	A	In Process	Carb intake nipple	Part	each
10-2401-03	C	Released	Carb intake plate	Part	each
10-2401-04	A-01	In Process	Carb lock	Part	each
10-2401-05	A-02	In Process	Carb slide boot	Part	each
10-2401-06	A	In Process	Carb spring	Purchased	each
10-2403-01	B	Released	Clutch assembly	Assembly	each
10-2403-02	B	Released	Clutch bearing	Part	each

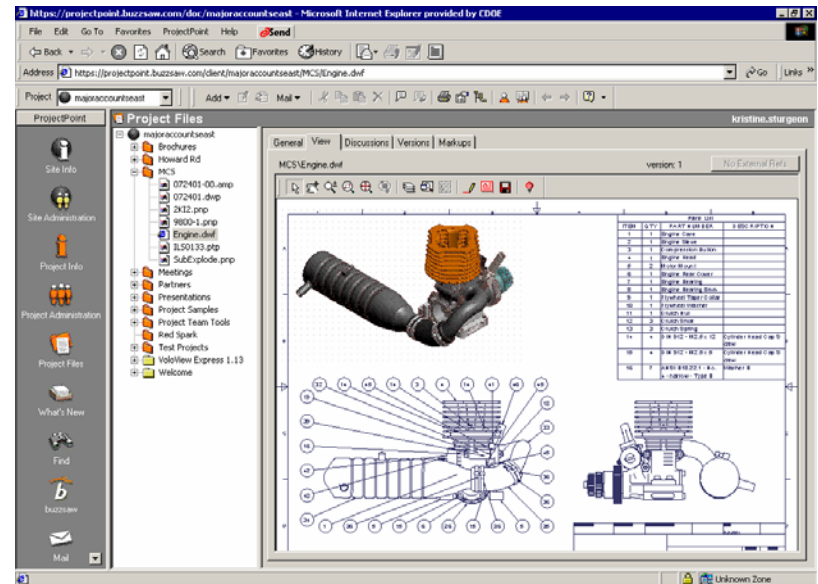
  

Item Number	Quantity	Description	Status	Designer
10-2403-02	1	Clutch Bearing	Released	smithd
10-2403-03	1	Clutch Bell	Released	smithd
10-2403-04	4	Clutch Nut	Released	smithd
10-2403-05	1	Clutch Shoe	Released	smithd
10-2403-06	1	Clutch Pad	Released	smithd
10-2403-08	2	Clutch Spring	Released	smithd
10-2403-09	1	Clutch Gear 20t	Released	rangt
10-2403-10	1	Clutch Gear 25t	Released	rangt

# Autodesk Streamline

## Supply chain collaboration

- Project management
- Central repository outside the firewall
- Secure access
- Linked with **Autodesk Vault** and **Productstream**
- Based on DWF
- Available now

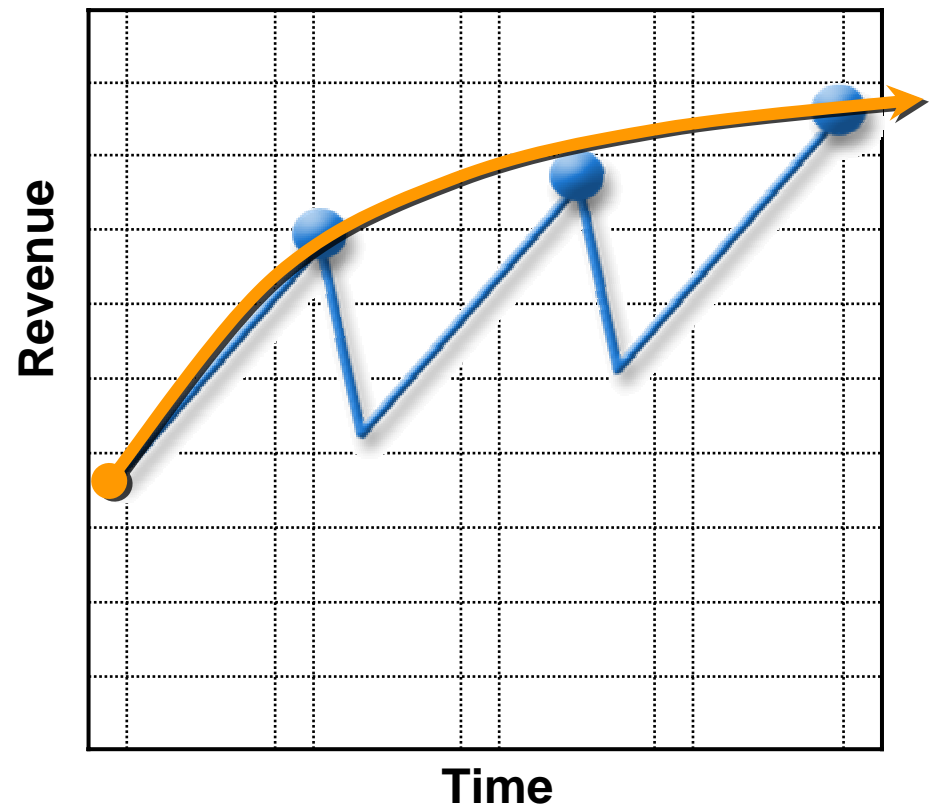


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# AUTODESK FINANCIAL STRENGTH

- Critical changes in our model past 24 months:
  - Strong annual releases
  - Subscription growth
  - 2D to 3D migration
  - Upgrade price increase
  - Anti-piracy mechanism
  - Productivity focus
  - Management changes



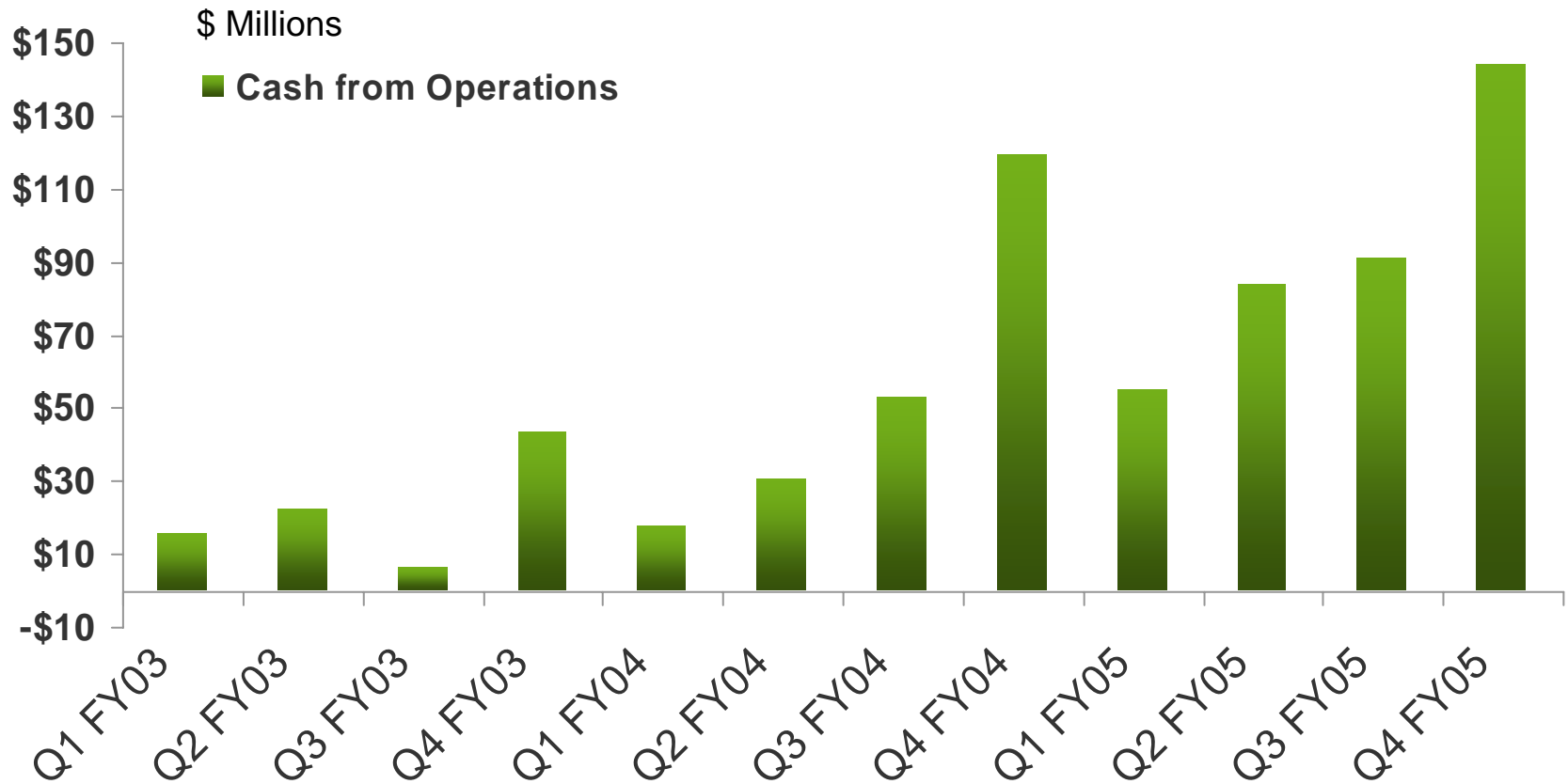
# Improving Financial Performance

	4Q-05	4Q-04	Y/Y % Change	FY2005	FY2004	Y/Y % Change
Revenue (\$M)	\$356	\$295	+21%	\$1,234	\$952	+30%
Gross Margin	88%	87%	+1pp	86%	84%	+2pp
Pro-Forma OPEX(\$M)	\$222	\$197	+13%	\$803	\$694	+16%
Pro-Forma Operating Margin	25%	21%	+4pp	21%	11%	+10pp
Pro-Forma EPS	\$0.30	\$0.22	+36%	\$0.88	\$0.42	+110%

# Improving Financial Performance

	1Q-06 Guidance	2Q-06 Guidance	FY 2006 Guidance
Revenue (\$M)	\$335M - \$345M	\$330M - \$340M	\$1.36B - \$1.41B
Gross Margin			
Pro-Forma OPEX(\$M)			
Pro-Forma Operating Margin			
Pro-Forma EPS	\$0.26 - \$0.28	\$0.21 - \$0.23	\$1.05 - \$1.10

# Strong Cash Generation



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# Uses of Cash and Securities

- FY2005
  - Stock Repurchases: \$546m
    - 26m shares
  - Acquisitions: \$12m
    - MechSoft, Inc.
    - Unreal Pictures
    - DESK, Inc.
  - Dividends: \$14m
    - \$0.015 per share per quarter

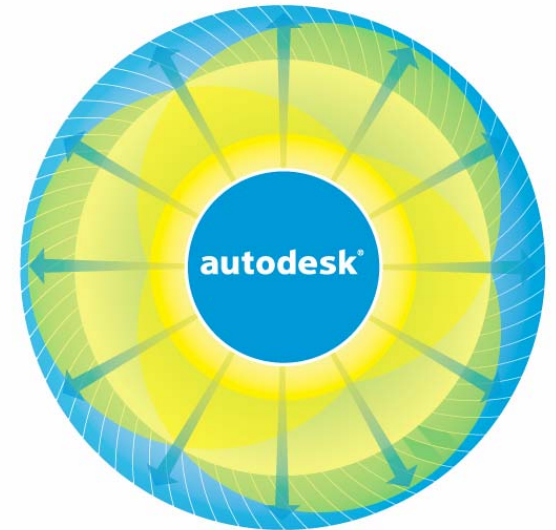
# Future Business Model

**Rule of 35% - 40%**

**Revenue Growth + Operating Margins**

# Our Investment Appeals

- Huge installed base
- Customer loyalty
- Increasing market
- Growth in recurring revenue base
- Strong balance sheet
- Strong management team
- Very efficient business model



# APPENDIX

Corporate Overview

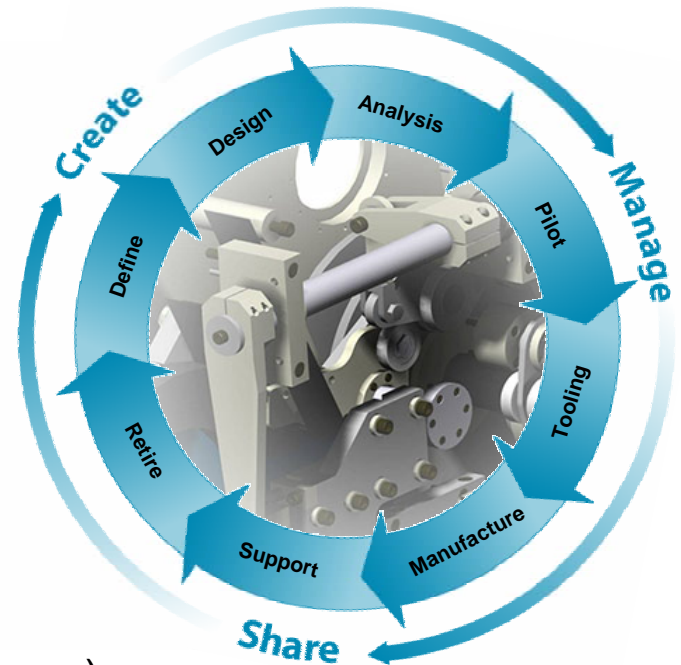
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# MSD Business Overview

Autodesk's Manufacturing Solutions Division provides today's most innovative **2D and 3D** design and **practical data management** solutions to help mainstream manufacturers accelerate the delivery of better products to market

Autodesk is the **ONLY** company that can help mainstream manufactures create, manage, and share digital design data across the entire manufacturing process in order to:

- Design better quality products and bring them to market faster (**create**)
- Accelerate product development cycles by optimizing the customer's investment in design data (**manage**)
- Achieve maximum project visibility and collaboration by integrating suppliers and customers into one extended design team (**share**)

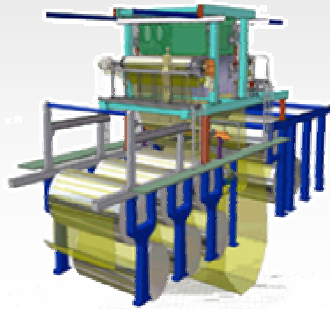


# MSD Primary Customer Segments

## Industrial Equipment

### \$1.1B Software Market

- 30% of MSD base
- Assemblies of mechanical, hydraulic and electrical parts
- Opportunity to position total design solution



## Building and Plant Equipment

### \$0.5B Market

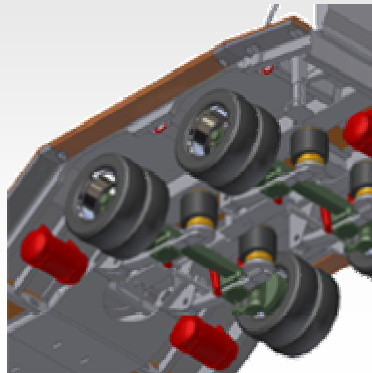
- BSD MSD integration
- Autodesk has a unique position in this market



## Transportation

### \$1.5B Software Market

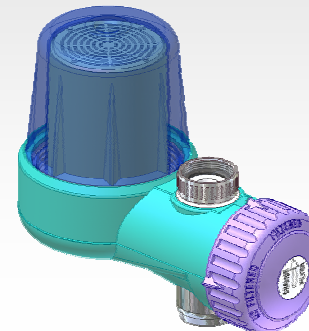
- Multi-tier supply chain provides opportunity for mainstream solution
- Adjacent growth opportunity



## Consumer Products

### \$0.3B Software Market

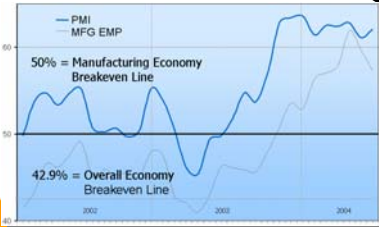
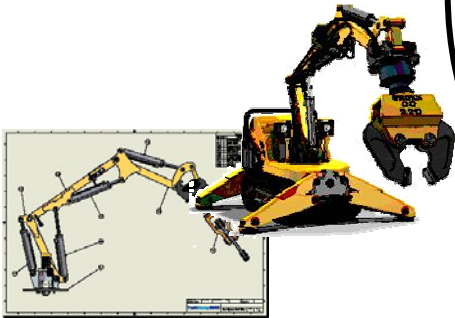
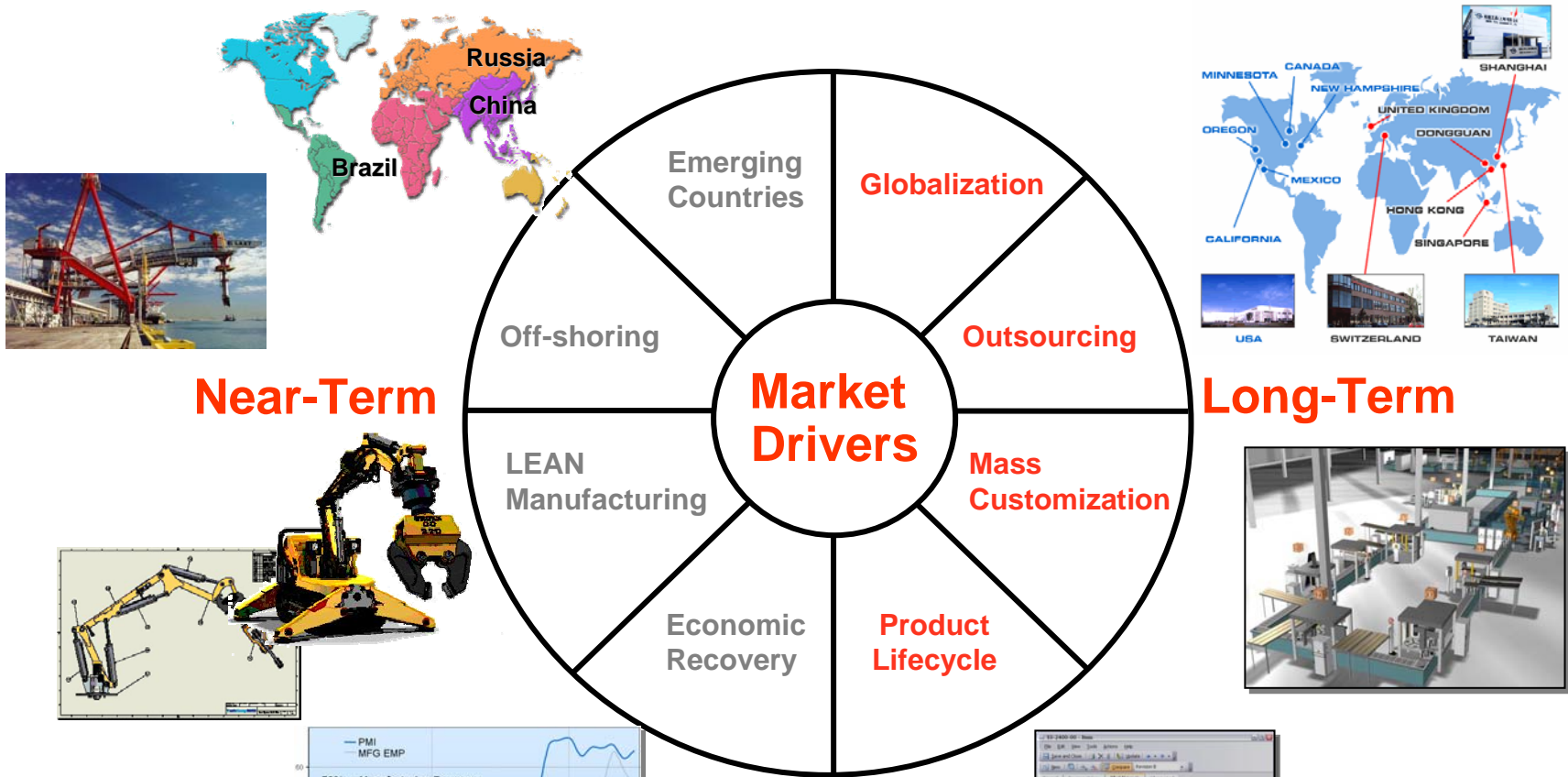
- Enables more competitive market position (via PTC/SWX)
- New market for Autodesk
- Critical APAC market
- High seat growth



# Moving from Products to a Comprehensive Solution



# Manufacturing Industry Market Drivers



Item Number	Qty	UoM	Name	Status
01-0000-00	1	Each	Assembly	Released
01-0000-01	1	Component	Sub-Assembly	Released
01-0000-02	1	Component	Sub-Assembly	Released
01-0000-03	1	Component	Sub-Assembly	Released
01-0000-04	1	Component	Sub-Assembly	Released
01-0000-05	1	Component	Sub-Assembly	Released
01-0000-06	1	Component	Sub-Assembly	Released
01-0000-07	1	Component	Sub-Assembly	Released
01-0000-08	1	Component	Sub-Assembly	Released
01-0000-09	1	Component	Sub-Assembly	Released
01-0000-10	1	Component	Sub-Assembly	Released
01-0000-11	1	Component	Sub-Assembly	Released
01-0000-12	1	Component	Sub-Assembly	Released
01-0000-13	1	Component	Sub-Assembly	Released
01-0000-14	1	Component	Sub-Assembly	Released
01-0000-15	1	Component	Sub-Assembly	Released
01-0000-16	1	Component	Sub-Assembly	Released
01-0000-17	1	Component	Sub-Assembly	Released
01-0000-18	1	Component	Sub-Assembly	Released
01-0000-19	1	Component	Sub-Assembly	Released
01-0000-20	1	Component	Sub-Assembly	Released



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# ISD Business Overview

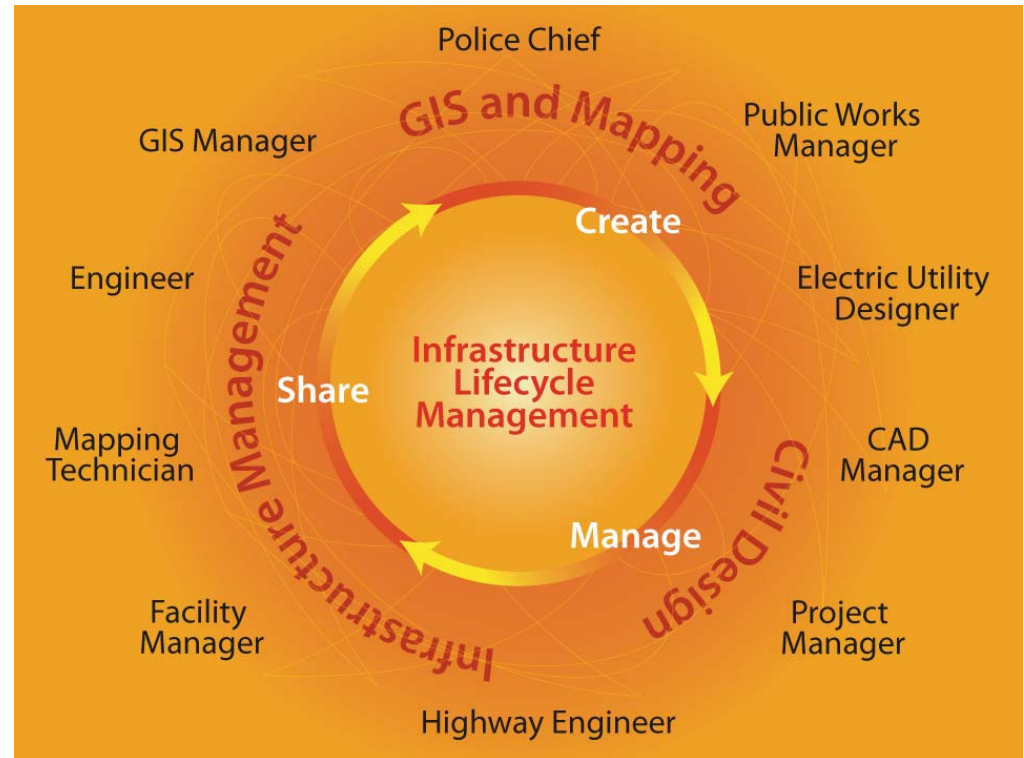
**Mission:** Increase our customers' profitability, operational efficiency, competitiveness, time to market, and client satisfaction.

## What do we do?

Deliver solutions to **mappers, civil engineers, land planners** and other professionals who provide critical services in the **utilities, communications, construction, and government** industries.

## What is our value proposition?

We address **all phases** of the workflow from planning and designing infrastructure to construction and managing physical assets.



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# ISD Primary Customer Segments

## Engineering & Construction



- Civil engineering and construction firms
- CEO, CTO/CIO, division VPs, financial officers, project managers, designers, and engineers

## Government



- Federal, national, state, local agencies – land planning, military, natural resources, public safety, public works, and census
- CTO/CIO, finance managers, public work directors, administrators, engineers, designers/planners, and map managers

## Communications & Utilities



- Utilities and communications firms
- CEO, CTO/CIO, engineers, network designers, map managers, field office managers, and operations managers

# Unique Business Value: Breadth of Offerings

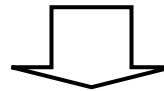
## Engineering Dept

- Civil Engineers
- Public works
- Drafting
- Data creation
- High precision
- Small datasets

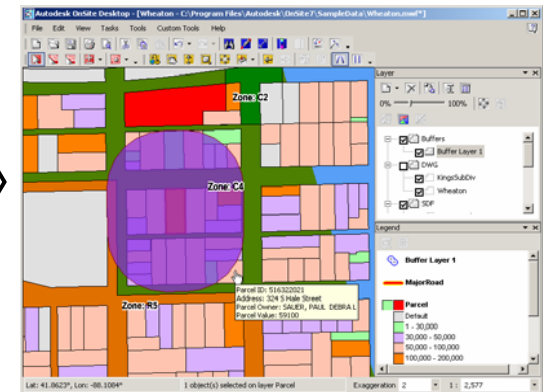
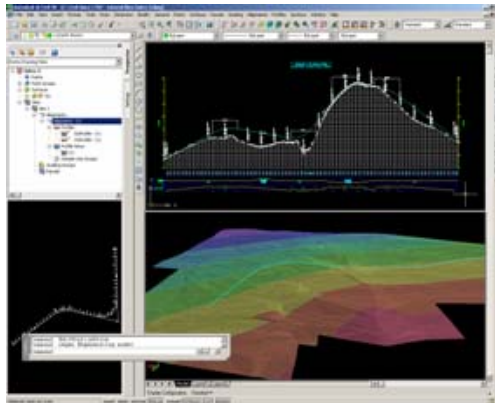
## GIS Department

- Geographers
- Urban planning
- Cartography
- Data analysis
- Less precision
- Massive database

*Location-Based  
Information*



Enterprise  
Spatial  
Information



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# Infrastructure Market Drivers

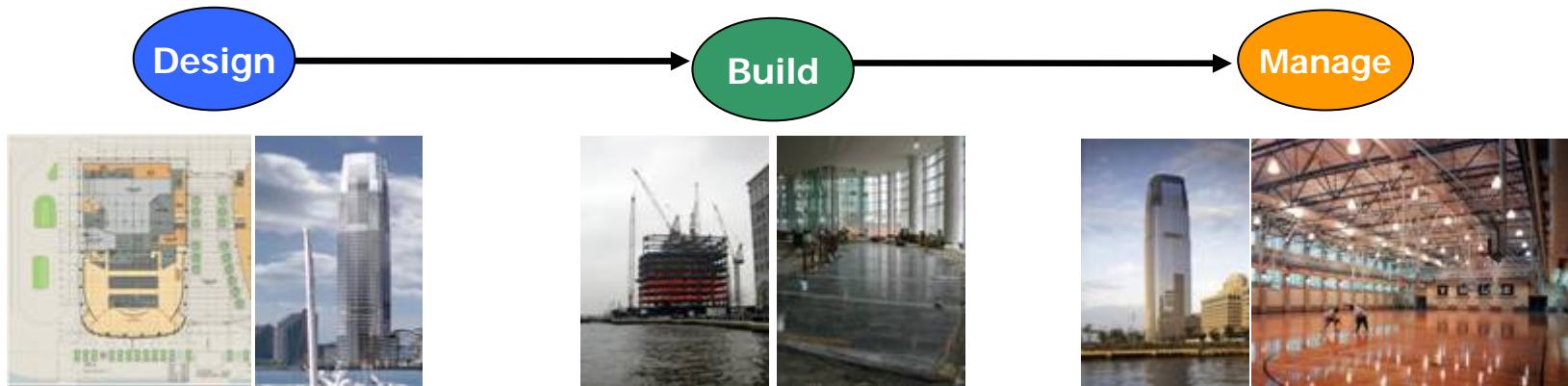


**Corporate Overview**

PROGRESS REPORT	
America's Infrastructure	
DATE 2003	
Roads	D+ ↓
Bridges	C ↔
Transit	C- ↓
Aviation	D ↔
Schools	D- ↔
Drinking Water	D ↓
Wastewater	D ↓
Dams	D ↓
Solid Waste	C+ ↔
Hazardous Waste	D+ ↔
Navigable Waterways	D+ ↓
Energy	D+ ↓
America's Infrastructure GPA <b>D+</b>	
Total Investment Needs (estimated five-year need)	<b>\$1.6 Trillion</b>

# BSD Business Overview

- Mission:**
1. Dramatically improve productivity across the entire building lifecycle from conception through construction and management
  2. Monetize the above improvement in productivity so BSD achieves 15-20% annual sales growth and 65-75% contribution margins



## What do we do?

Provide software and services to **architects, engineers, contractors** and **owners/operators** in the building industry

## What is our value proposition?

Deliver the best, most widely-adopted technology solutions for **authoring, creation** and **asset management** in the building industry

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# BSD Primary Customer Segments

## Architect



- Small, medium, and large **Arch & A/E Firms** (Owner, Principal, Partner, CFO, CIO, Associates, and CAD Managers)

## MEP Engineer



- **MEP Engineers** working in the building industry (Engineering/Construction, Engineering/Architectural, and Design/Build-Owner)

## Structural Engineer



- Medium to large **Structural Engineering and Architectural Engineering firms** (CEO, CTO/CIO, Division VP, Principal, Chief engineer, Financial Officer)

## Contractor/ Cost Estimator



- **Contractors and Cost Estimators** within the commercial building construction industry

## Client/ Owner



- **Large Enterprises with 10,000+ employees & 7 million sq. ft of space** (financial services, high-tech, and pharma CXOs) that are looking for a Facilities solution

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# Unique Business Value: Most Complete Solutions

Architect



## Architecture

MEP Engineer



## Engineering

Structural Engineer



Contractor +  
Cost Estimator



## Construction + Operation

Client/  
Owner



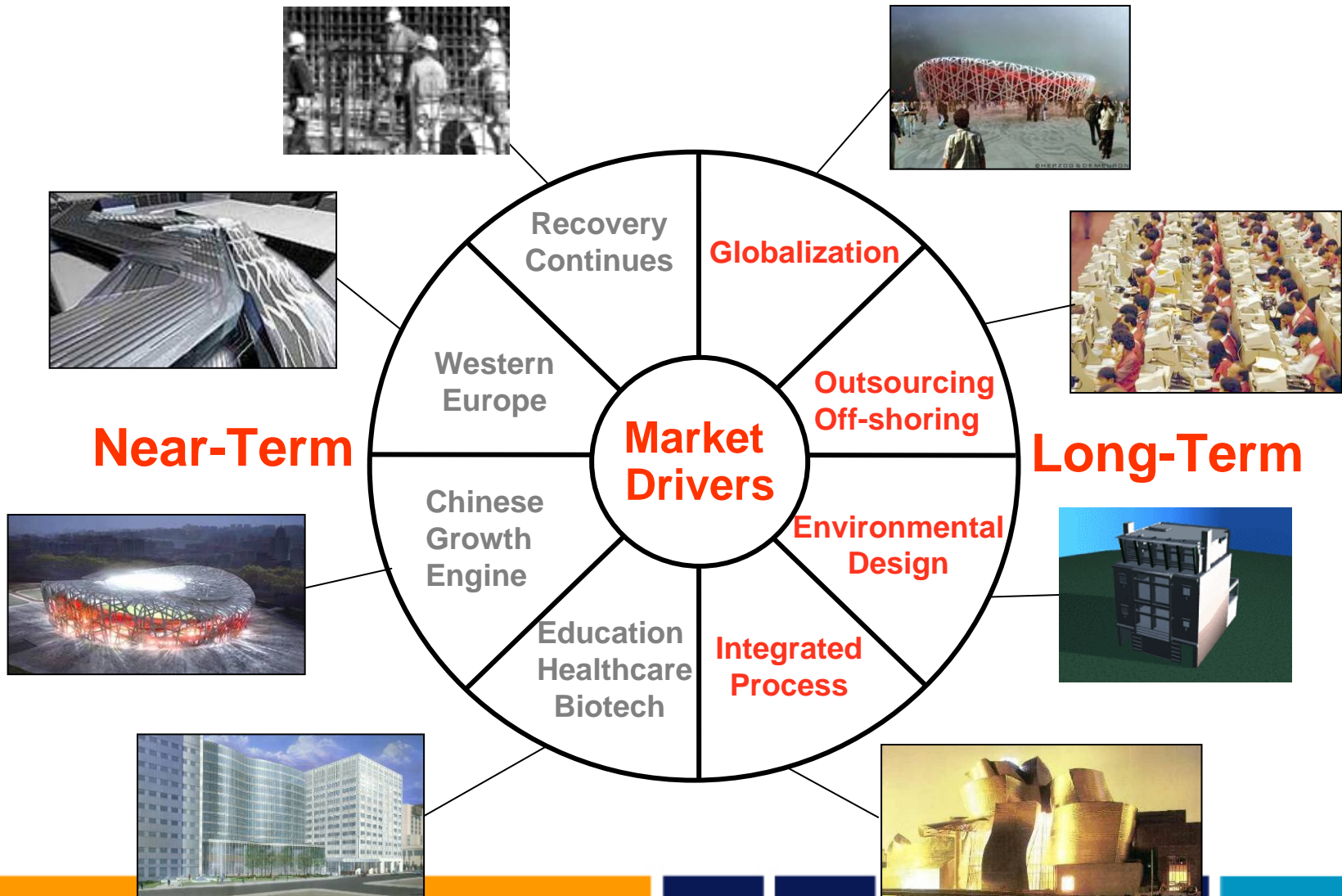
## Building Information Modeling



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# Building Industry Market Drivers



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[www.autodesk.com/investor](http://www.autodesk.com/investor)

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