

**Scott Borduin**  
Vice President and  
Chief Technology Officer

**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.

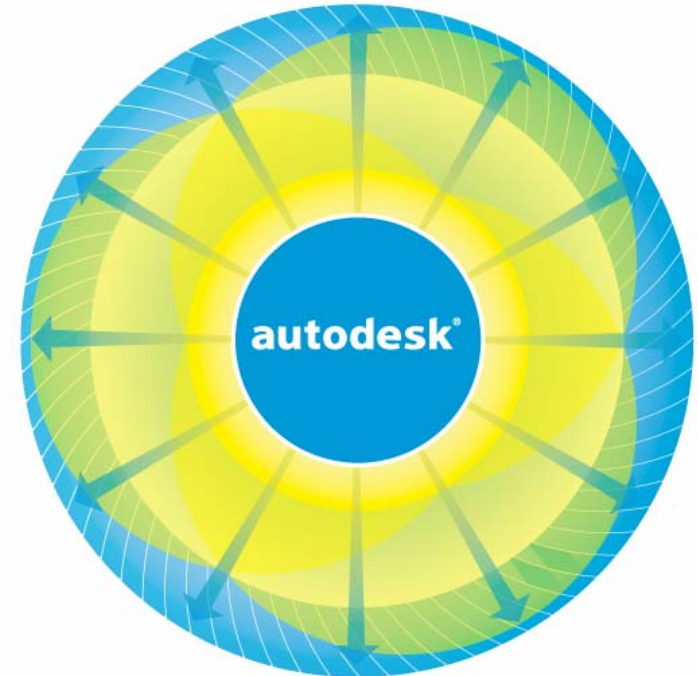
We wish to caution you that such statements reflect our best judgment based on factors currently known to us and that actual events or results could differ materially.

We would like to refer you to the documents we file from time to time with the SEC and specifically our 10-K filed for the year ended January 31, 2004 and our 10-Q for the quarter ended April 30, 2004.

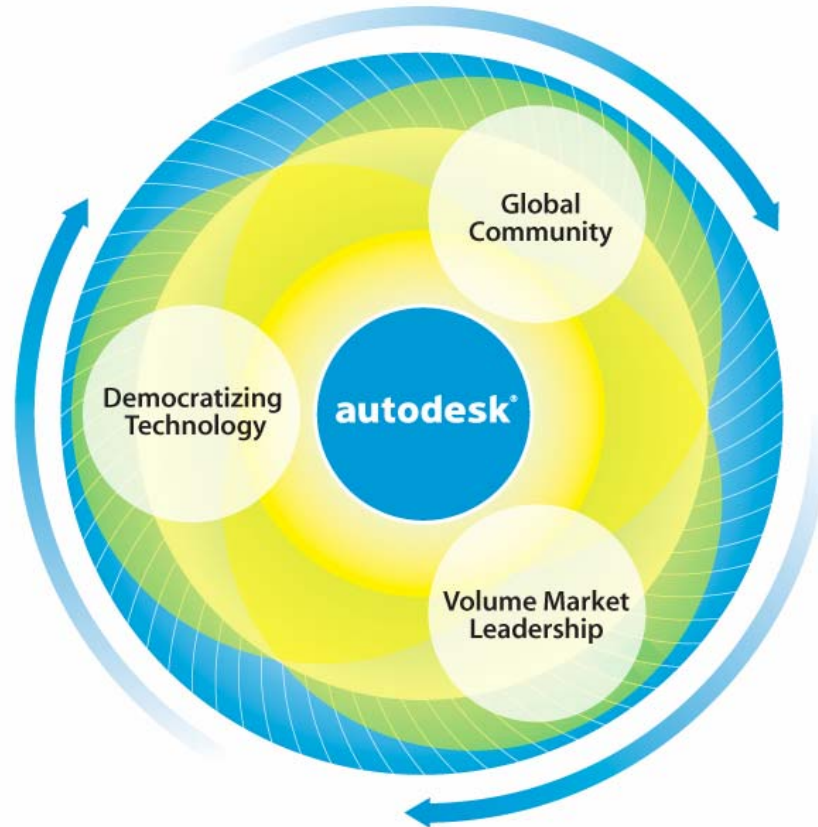
These documents contain and identify important factors that may cause the actual results to differ from those contained in our forward-looking statements.

# Agenda

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



# AUTODESK CORE STRENGTHS



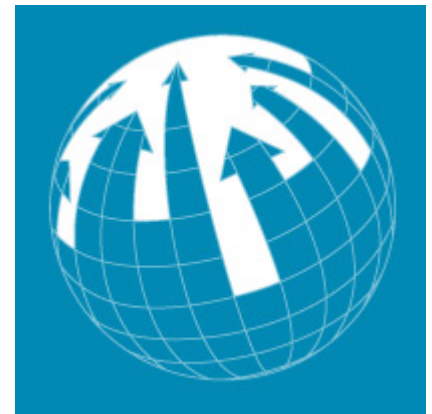
# Democratizing Technology

## ■ 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

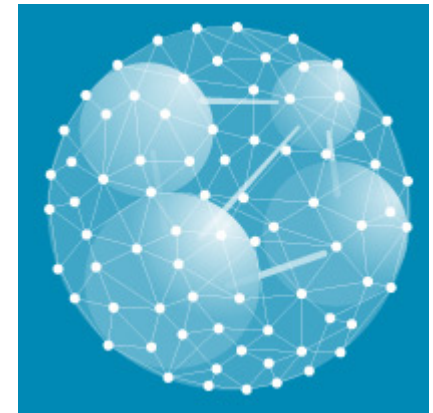
- Low total cost of deployment and ownership
- Ease of learning and use
- Rapid return on investment
- Broad availability



# 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

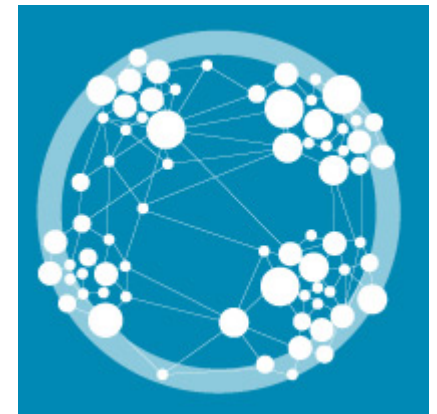
# Volume Market Leadership

## ■ Autodesk's platform for growth

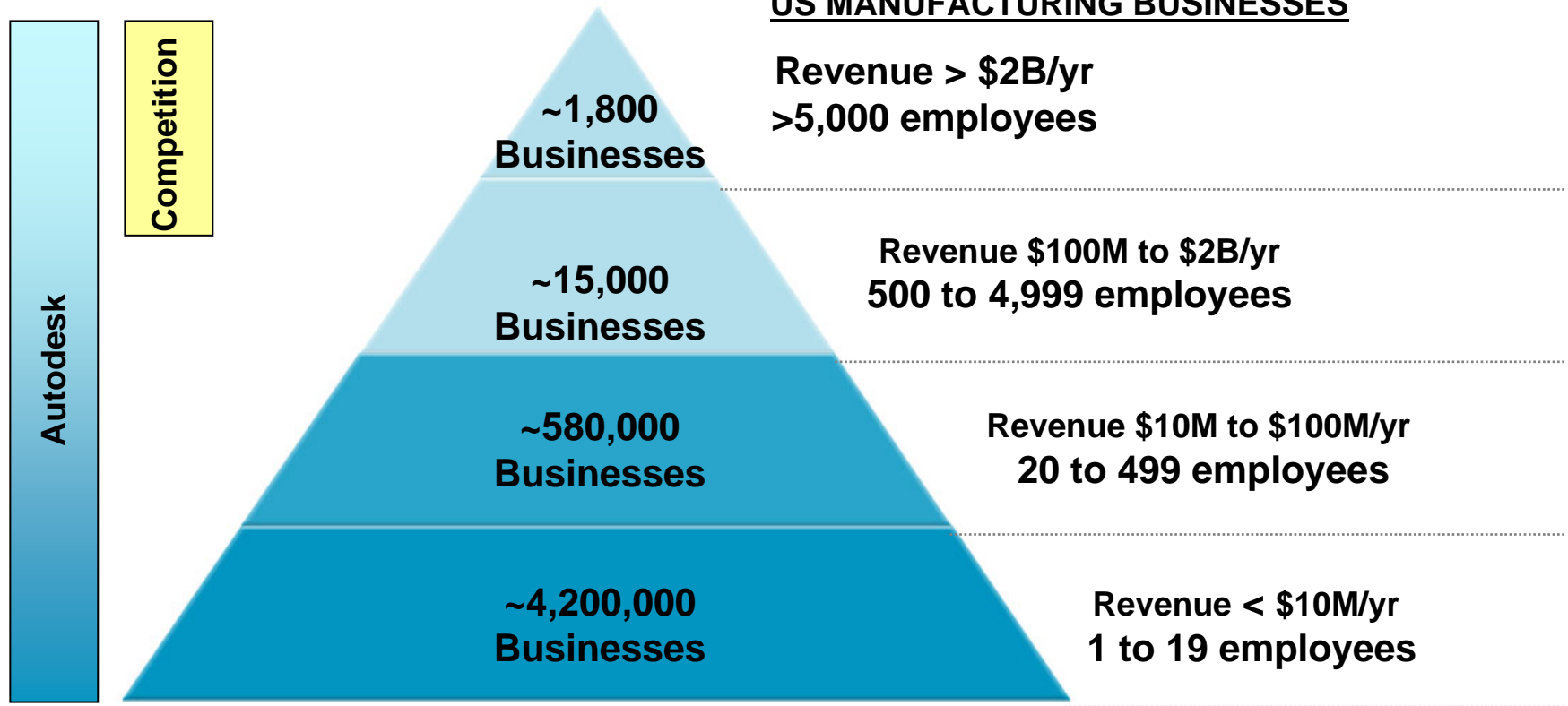
- Global presence in each vertical industry segment
- 98% of Fortune 500 and 100% of Fortune 100 are customers
- Massive amounts of mission critical data created, managed, and shared by Autodesk customers – 1 Billion+ Autodesk data files
- Cross-pollination of concepts and technologies
- Huge presence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

## ■ Customer Benefits

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



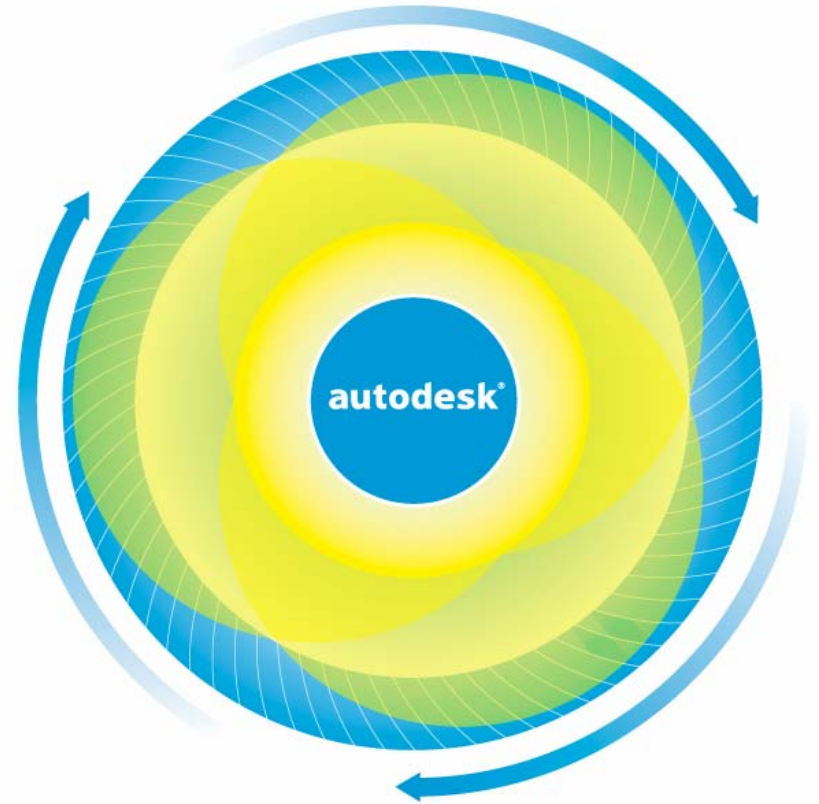
# Autodesk Unique Volume Opportunity



Source: Aberdeen Group and Company estimates

# AUTODESK GROWTH STRATEGY

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



# Strong Financial Performance

	FY2004	2Q-05	Y/Y % Change	3Q-05 Guidance	FY 2005 Guidance
Revenue (\$M)	\$952	\$280	+32%	~ Flat with 2Q FY05	\$1.167B - \$1.177B
Gross Margin	84%	86%	+3pp		
Pro-Forma OPEX(\$M)	\$697	\$53	+19%		
Pro-Forma Operating Margin	12%	18%	+11pp		
Pro-Forma EPS	\$0.83	\$0.34	+209%	~ Flat with 2Q FY05	\$1.60 - \$1.64

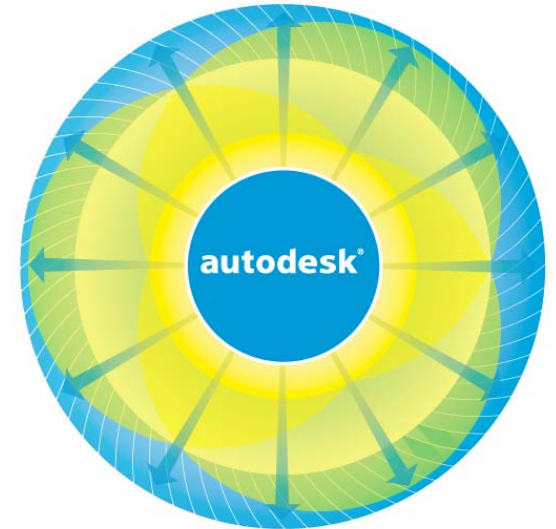
# Future Business Model

## 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



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415-507-6705