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Forward Looking Statements

This presentation contains forward-looking statements based on WebEx's current expectations, assumptions, estimates and projections, including statements regarding future plans, financial results, and business metrics. Actual results could differ materially from those contained in such forward-looking statements. Information concerning factors that could cause our results to differ from those contained in the forward-looking statements can be found in our filings with the SEC. References to projections or estimates from third party analysts do not imply endorsement of such projections or estimates.

Agenda

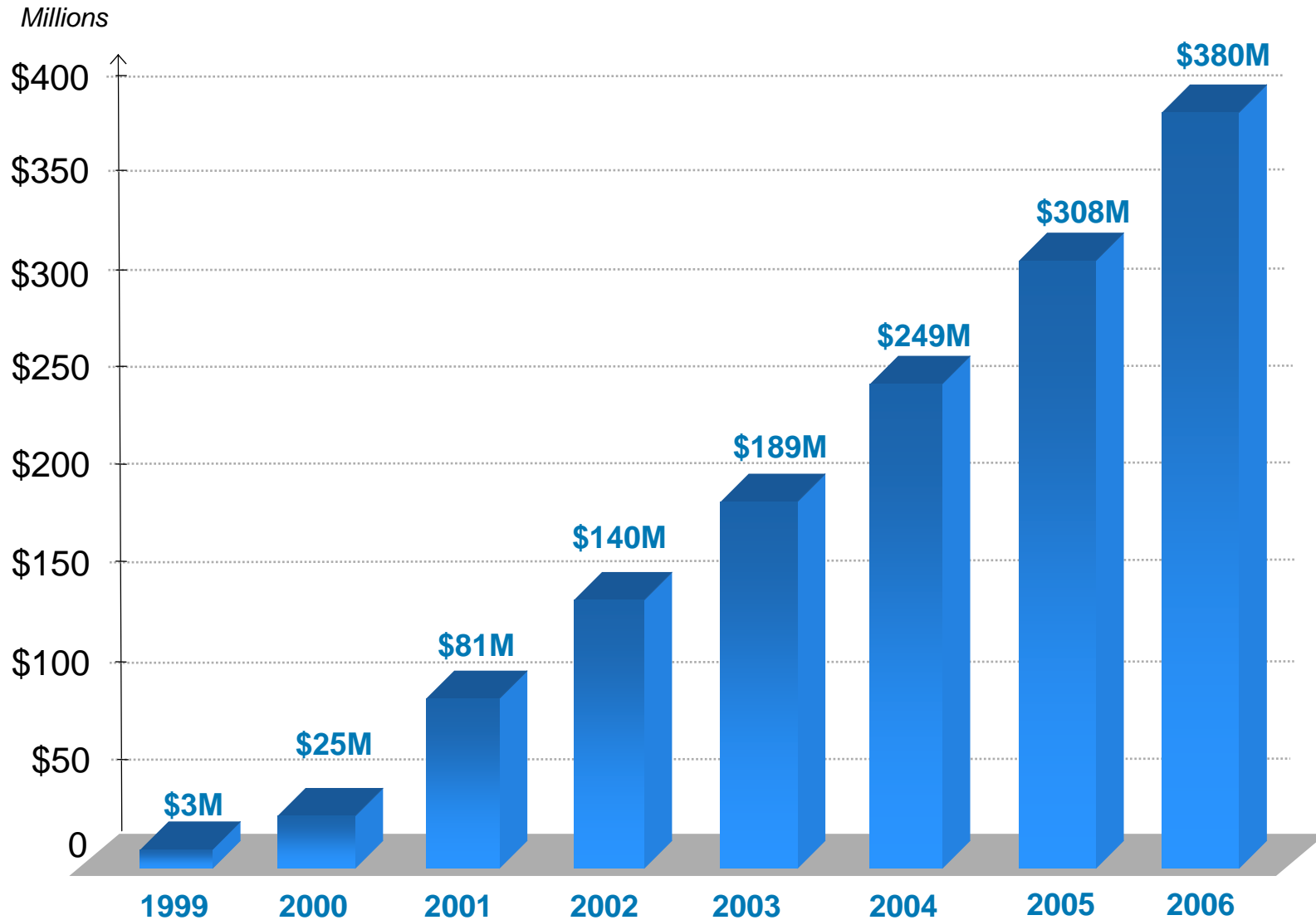
- Overview
- Strategy
- Financial Summary
- Q&A

Overview



- NASDAQ: WEBX
- Leader in on-demand web collaboration
- \$380M in annual revenue (2006)
- Customers in 85 countries
- 2.2 million registered users worldwide
- Pioneering SaaS management team
- Headquartered in Santa Clara, CA

A Strong Track Record of Growth









Connecting People Across Boundaries

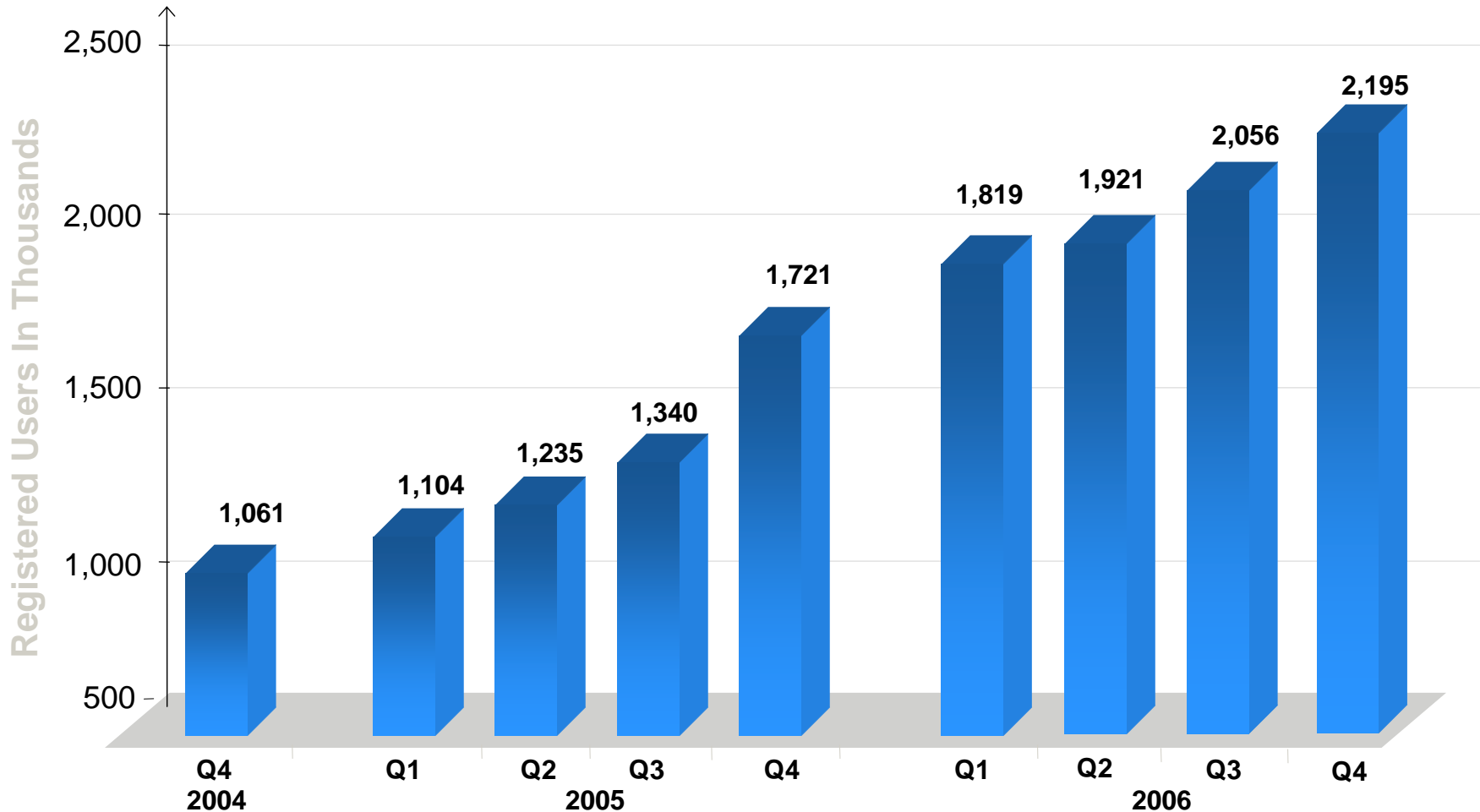


On-Demand Collaboration Suite

Software-as-a-Service

Marketing		Deliver messages broadly Broadcast your message to customers, partners or prospects
Sales		Reach markets profitably Accelerate sales cycles through sales calls and product demos online
Technical Support		Support customers Minimize unproductive downtime by resolving technical problems quickly
eLearning		Educate key personnel Train employees, customers and partners quickly
Your Organization		Collaborate anytime Run your business in an integrated, centralized place on the web
Team Coordination		Maximize global resources Remote teams work together in real time to complete projects

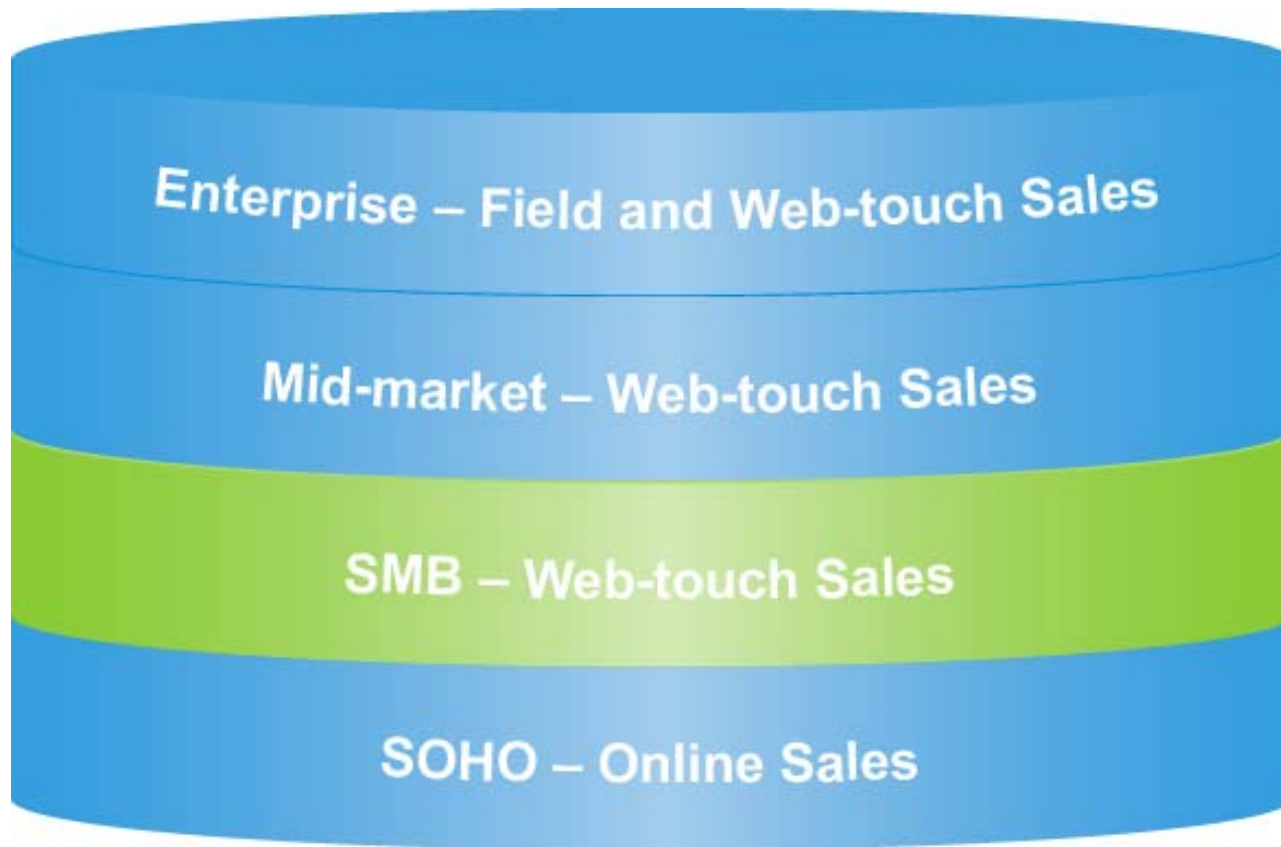
2.2 Million Registered Users



Includes paying web collaboration hosts, WebOffice members, PCNow users, system management end points and AIM Pro BE seats.

Broad Market Segment Coverage

SMB is Our Sweet Spot



Enabling SMB's to Go Multinational

**The world's most
innovative
companies use
WebEx**



Software-as-a-Service Pricing

74% of Revenue is Subscription Based

Pricing Model	Summary
Named User Subscription	<ul style="list-style-type: none">• Flat fee for one named host• Maximum number of attendees• Unlimited use by host
Concurrent User Subscription	<ul style="list-style-type: none">• Concurrent user or “port” capacity• Both hosts and attendees absorb ports• Overage for extra ports
Minutes Subscription	<ul style="list-style-type: none">• Committed “people minutes”• Use it or lose it• Overage at same rate as subscription
Uncommitted Usage	<ul style="list-style-type: none">• No commitment• Priced per “people minute” of use

Growing Adoption of SaaS Offerings



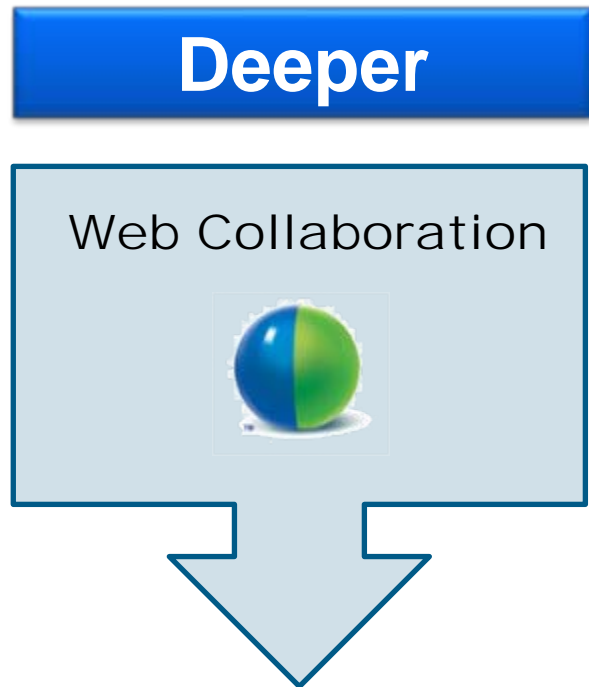
5% of New
Business Software in
2005

Growing to

25% of New
Business Software
in 5 Years

Source: Gartner Group "SaaS Delivery Challenges On-Premise Software", Sept. 2006

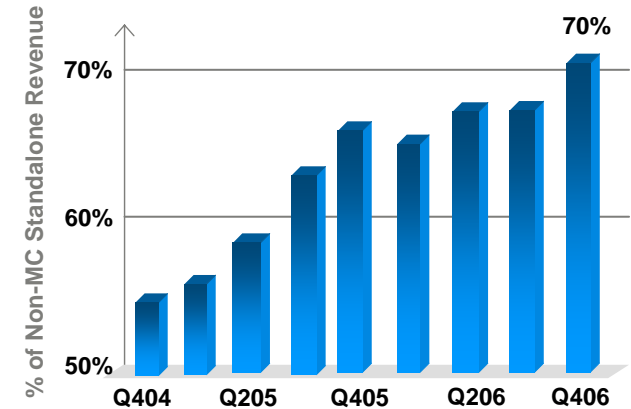
Our Two Pronged SaaS Strategy



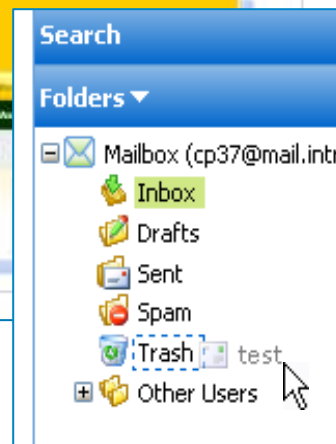
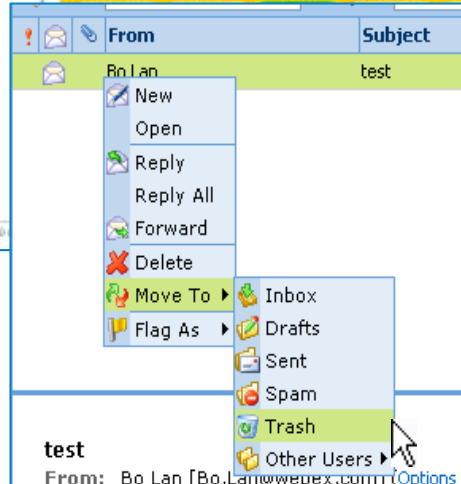
Innovation in Web Collaboration Services

- **Ease-of-use**
 - Support Center 50% faster
 - Sales Center presence-enabled
- **Functionality**
 - AIM Pro BE Advanced Auditor
 - Training Center multipoint video
- **Performance**
 - PKI for critical security requirements
 - Improved VOIP capability
- **MediaTone**
 - Increased scalability, reliability and availability

Diversified Services



webex | mail



New Customer Acquisition

WebEx provides on demand business services to over **2.2 million** knowledge workers in a worldwide market estimated at **400 – 500 million** knowledge workers.

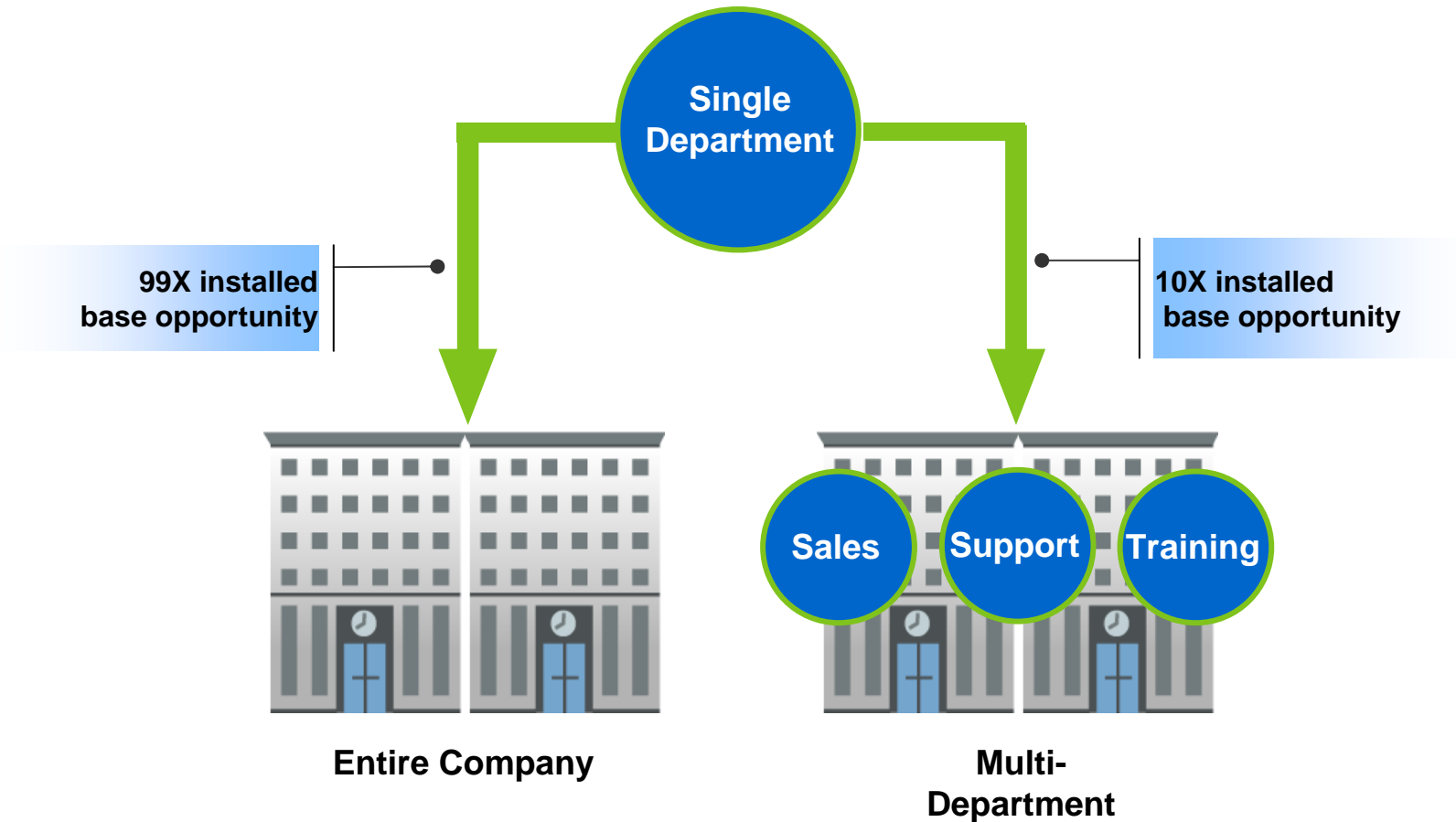


2.2 Million registered users



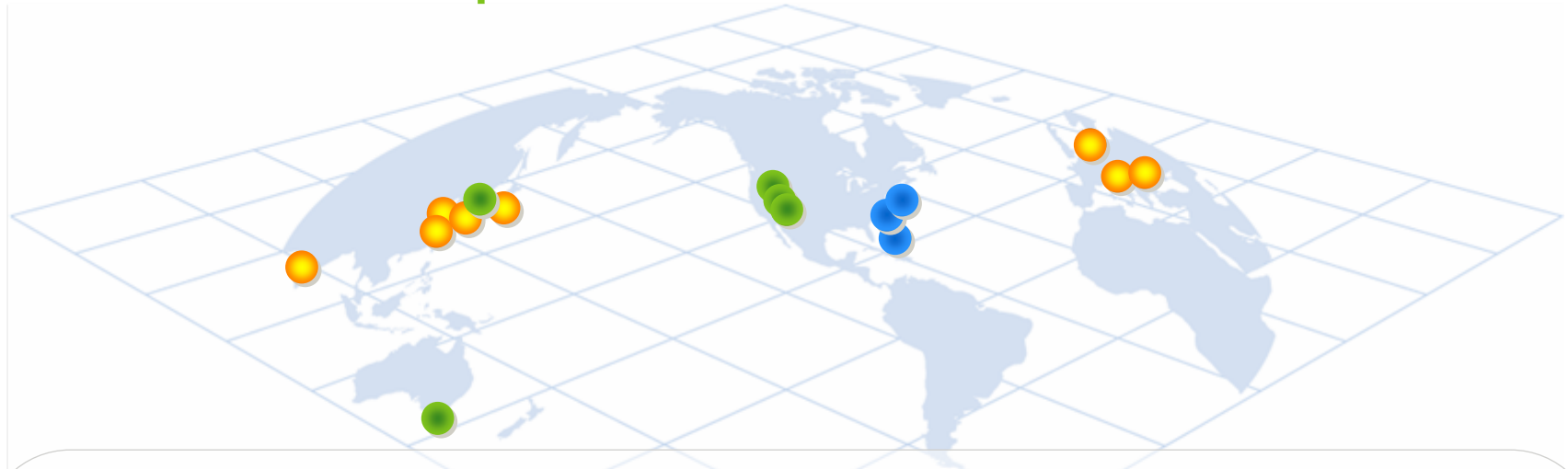
400 - 500 Million knowledge workers

Installed Base Penetration



International Expansion

54% Growth in Europe in Q4



- **Europe**
 - Increasing brand awareness
 - Web-touch sales from Holland
 - Expansion in UK and Germany
- **Asia**
 - Focus on India
 - Web-touch sales from Shanghai
 - Design opportunities in Japan
- **Latin America**
 - Focus on Mexico and Brazil

Leveraging MediaTone

Secure, Reliable, Scalable Real Time Platform



- Fifth generation of MediaTone architecture
- Tenth year of technology investment
- \$180 million invested in R&D
- 2,000 people-years of effort
- 99.999%+ availability
- 37 globally-linked collaboration clusters

Partner Extensions to Web Collaboration

Web Collaboration Platform

- On-Demand
- Cross-Company
- Business Process Oriented



WebEx Connect Benefits

For WebEx



- Enhanced revenue stream
- Increased customer retention

For our customers



- Access to new applications
- Leverage of existing software investments

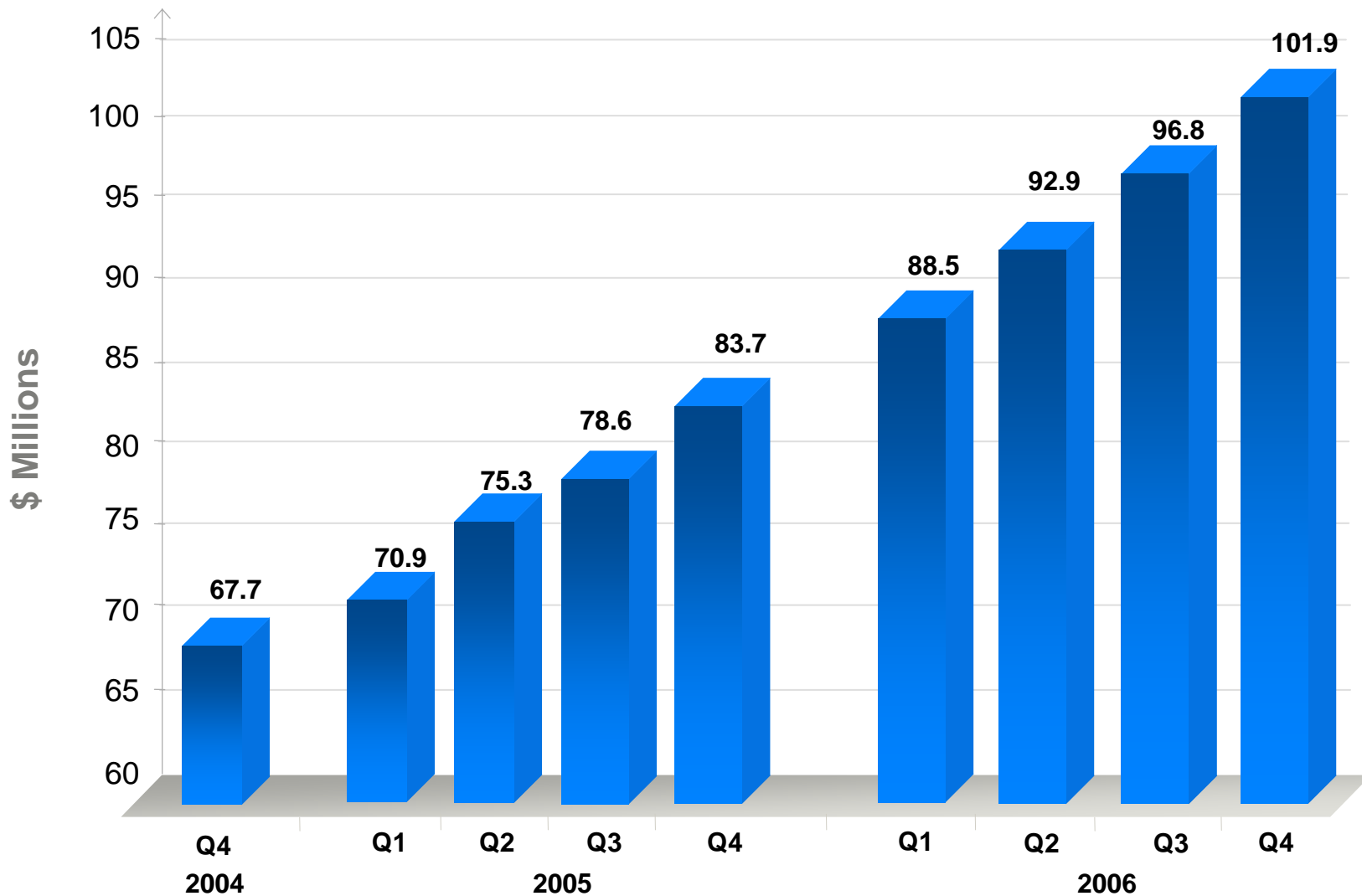
For partners



- Low cost distribution platform
- Access to 2.2 million WebEx users

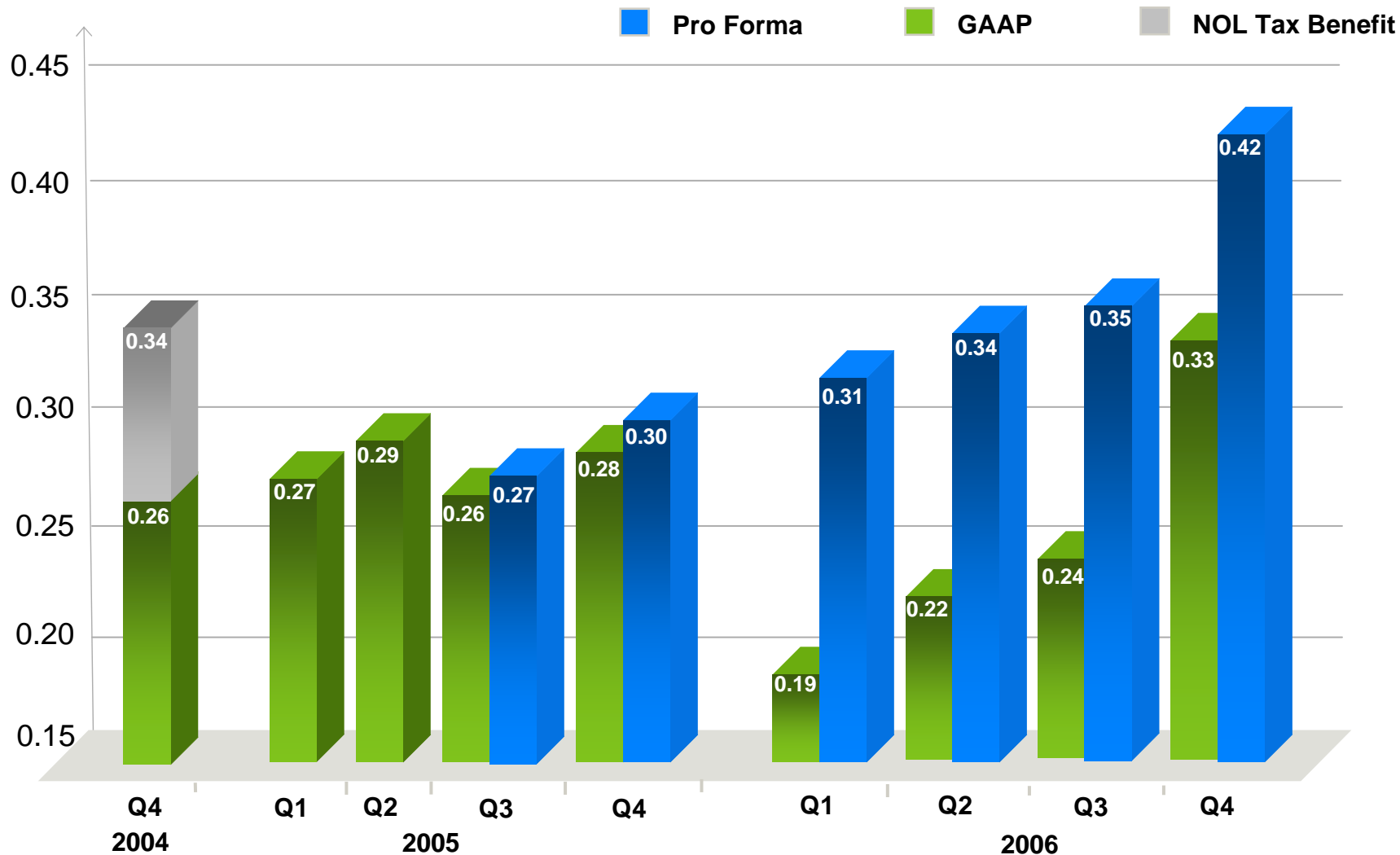
Revenue Growth

22% Increase in Q4



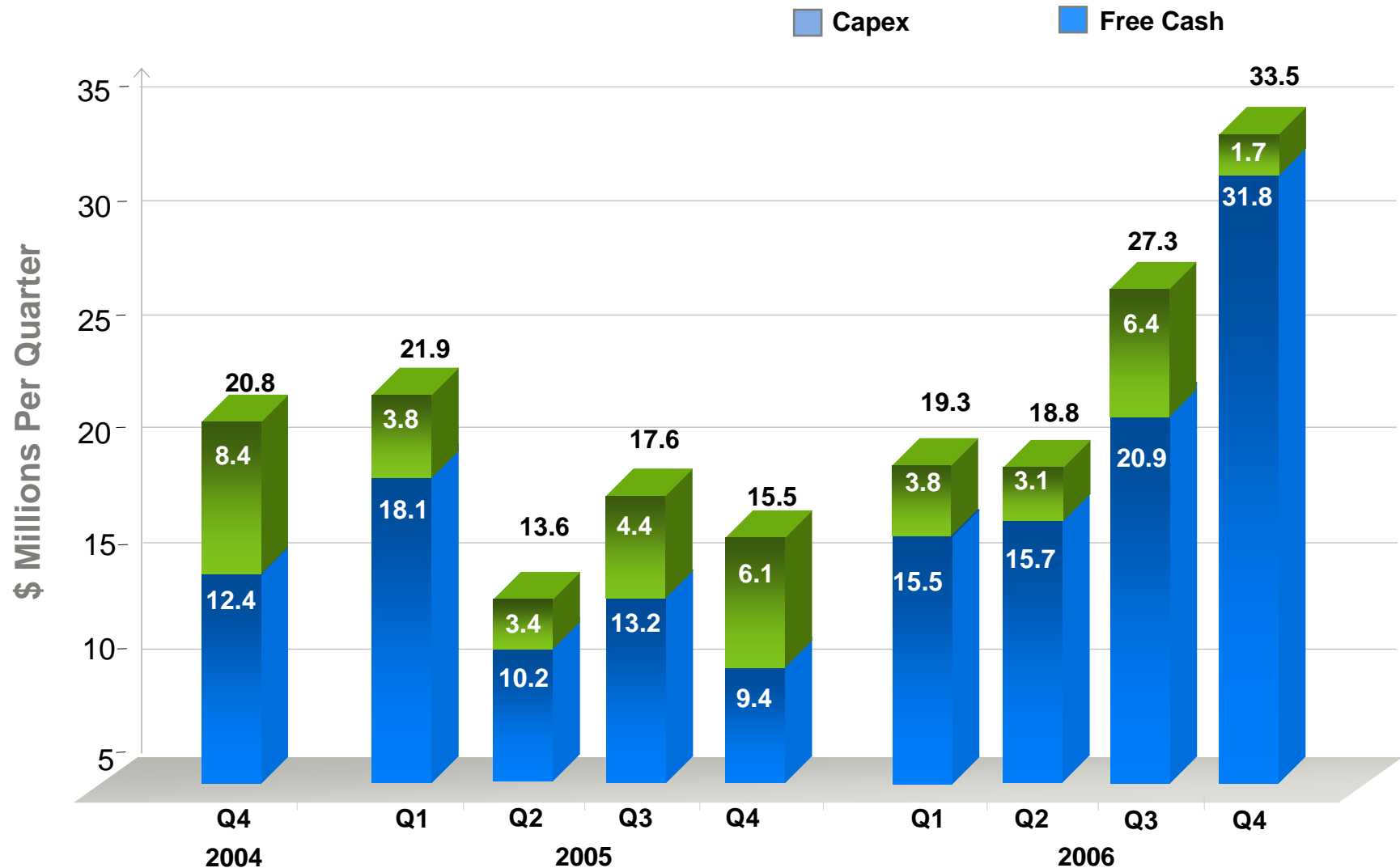
Earnings Per Share

40% Pro Forma Increase in Q4



Pro forma excludes stock compensation expense and its on the impact on the reported tax rate, as well as Intranets amortization.

Cash Flow From Operations



Capex excludes purchases of Cyber Bazaar and Intranets.

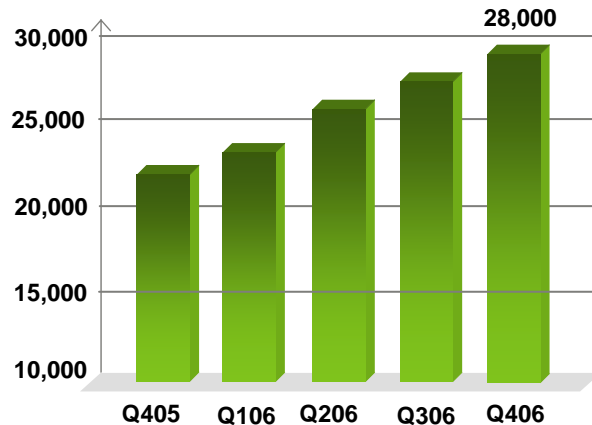
Summary Balance Sheet

\$ Millions	Dec 31, 2006
Cash and investments	\$345
Receivables	54
Property and equipment	49
Goodwill and intangibles	40
Total assets	516
Debt	--
Deferred revenue	16
Payables and accruals	30
Stockholders equity	460
Total liabilities and equity	516

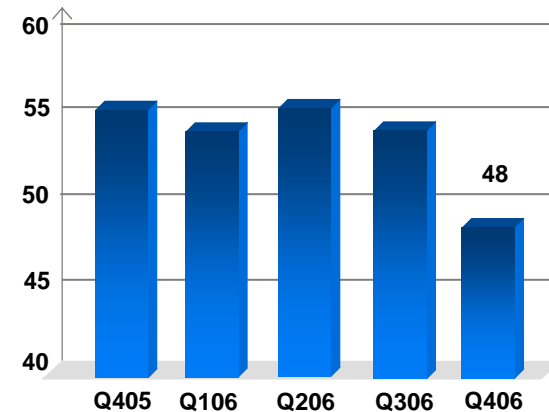
Operating Metrics

Strong Momentum

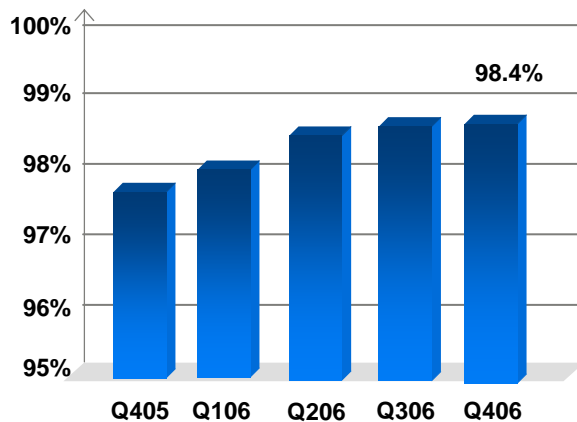
Subscribing Companies



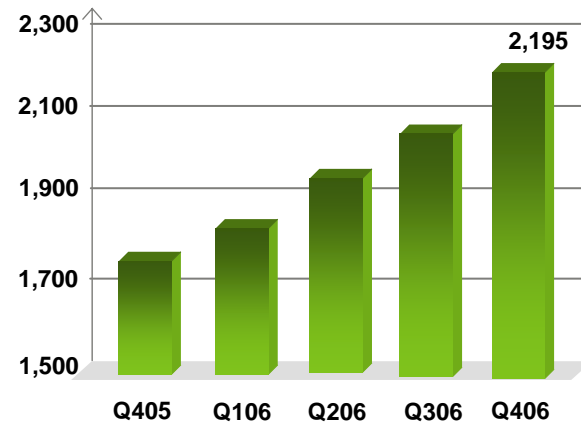
Days Sales Outstanding



Monthly Subscription Retention

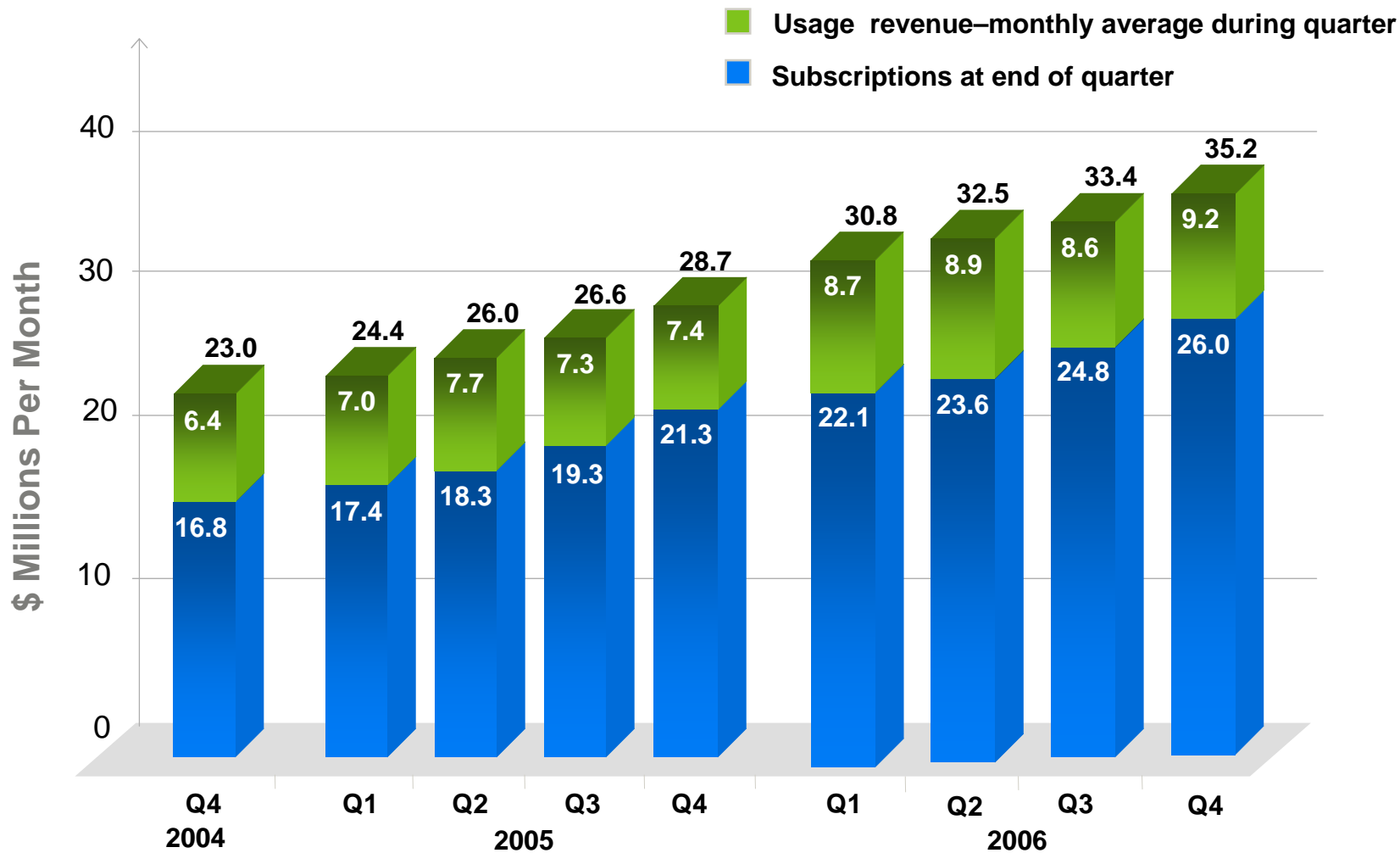


Registered Users (in thousands)



Monthly Revenue Rate Exiting Quarter

Excellent Revenue Visibility



Usage includes most channel resales, overage and pay per use.

Management Guidance

	Q1 2007	FY 2007
Revenue	\$105 – \$108M	\$450 – \$465M
Pro Forma EPS	\$0.39 – \$0.41	\$1.60 – \$1.70
Diluted GAAP EPS	\$0.29 – \$0.31	\$1.24 – \$1.34

Pro forma excludes stock compensation expense and its impact on the reported tax rate, as well as Intranets amortization.

WebEx Summary

- Pioneering Software-as-a-Service management team
- Strong financial model with high revenue visibility
- Acknowledged leader in web collaboration services
- Going deep to extend our web collaboration leadership
- Going wide with partners through the WebEx Connect platform



Thank You

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