



# Ideas Realized

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**Autodesk**

# Safe Harbor Statement

During the course of this presentation, we may make forward-looking statements regarding future events and the expected 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. For important factors that may cause actual results to differ from those contained in our forward-looking statements, we would like to refer you to the documents we file from time to time with the SEC and specifically our Form 10K filed on June 6, 2006. We do not assume any obligation to update any forward looking statements we make to reflect events that occur or circumstances that exist after the date of this presentation.

# 23 Years of Market Leadership

## Market leader in portfolio of markets

- Manufacturing, AEC, Infrastructure, Media

## Global presence – 106 countries

- Revenue: 40% Americas, 60% International

## Enterprise customers and market leader in SMB

- Fortune 100 to 3-person architectural firms
- Ecosystem to address SMB market  
(2500 developers, 2000 resellers, 7 million registered users)



# Our Customer's World is Changing

## Innovation Drives Competitive Advantage

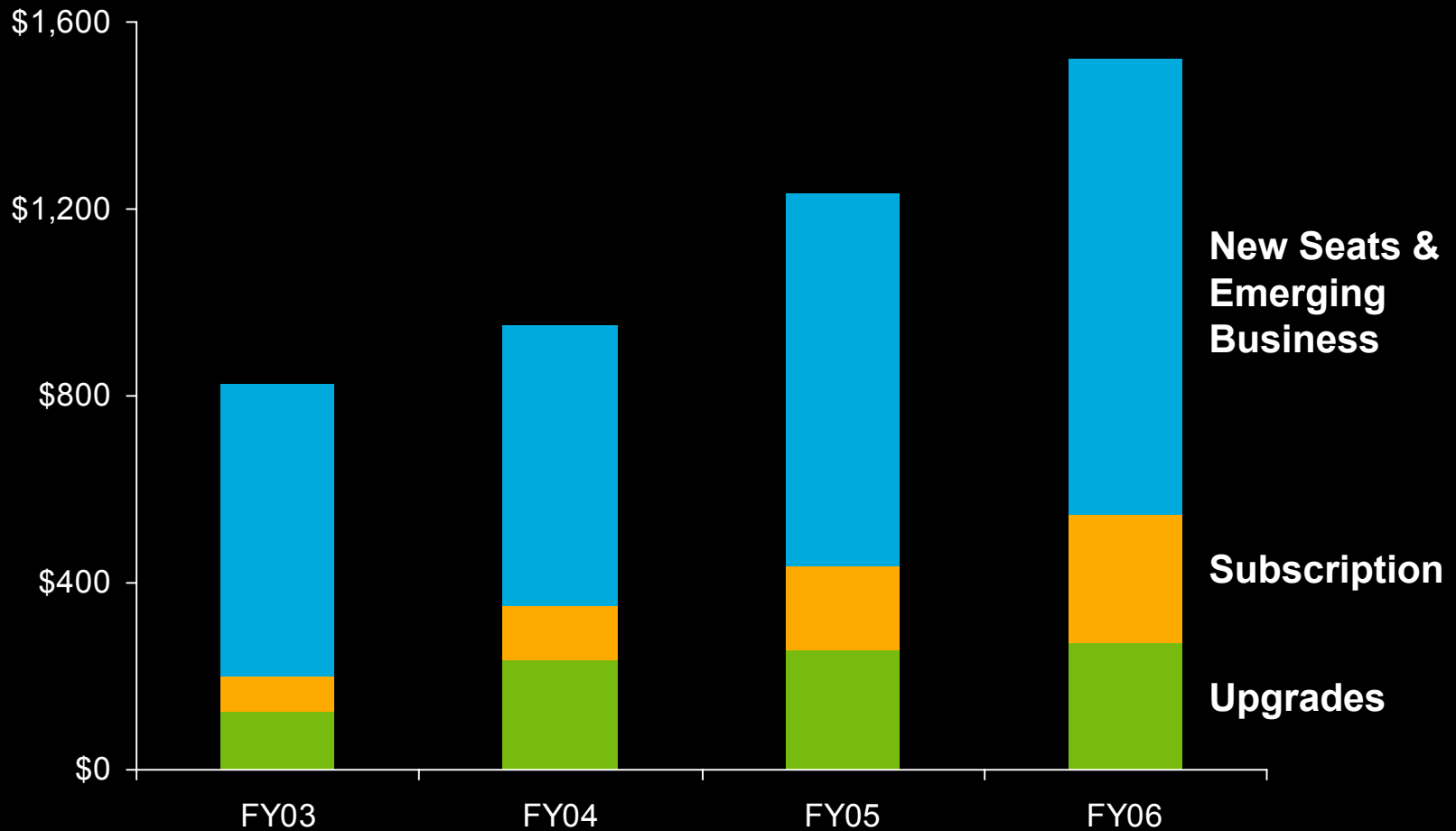
- Growing consumer class drives proliferation of design
- Emerging economies present opportunities
- Infrastructure is being built and rejuvenated worldwide
- Sustainable “green” design is becoming an economic opportunity
- Increasing movement to keep the data digital

# Key Trends Driving Our Business

- New seats still represent ~2/3 revenue
- 2D growth remains strong
- 3D revenue is accelerating
- Subscription continues to gain traction
- Emerging economies provide significant opportunity

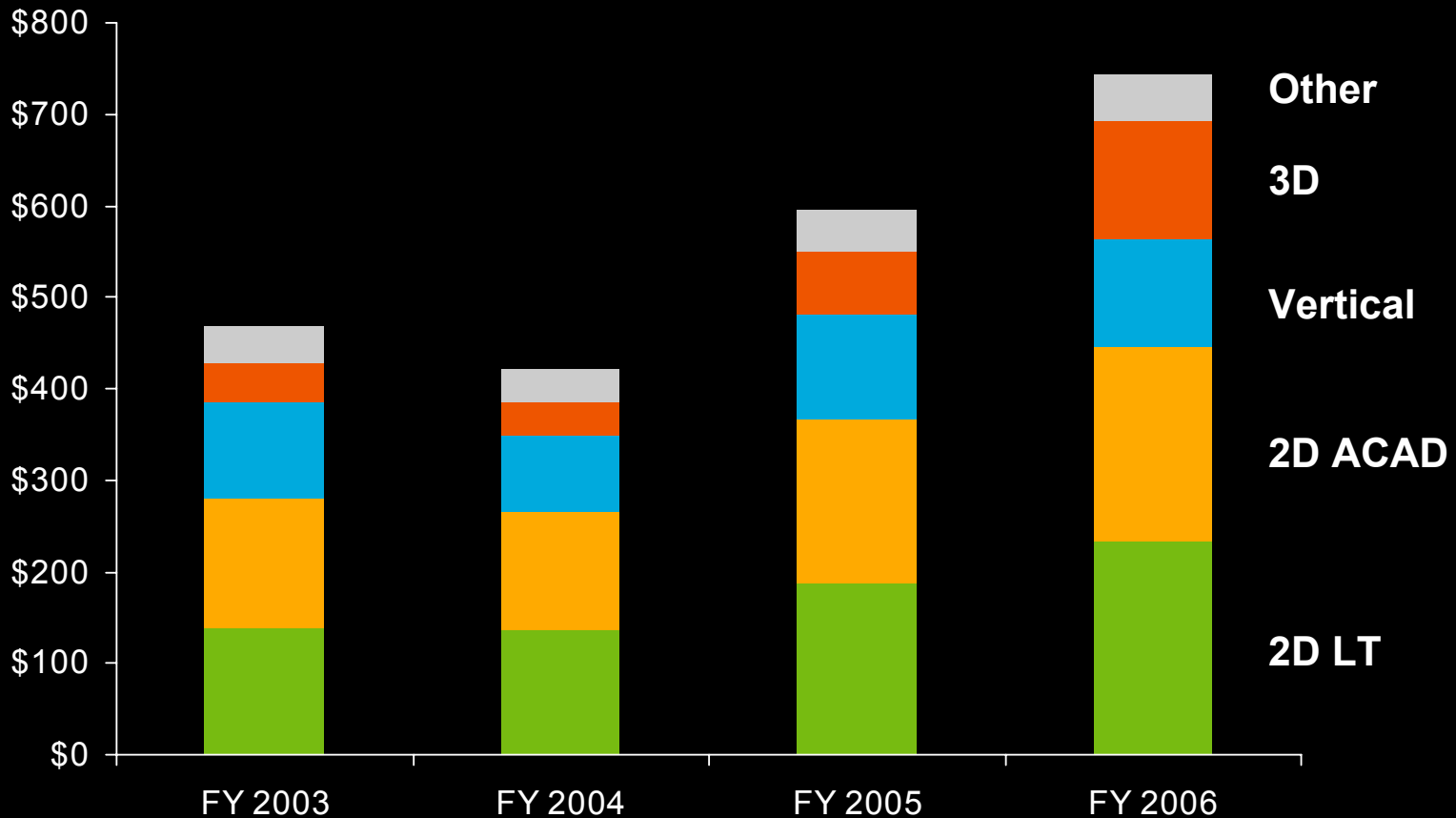
# New Business Drives Revenue Growth

Rev (\$M)

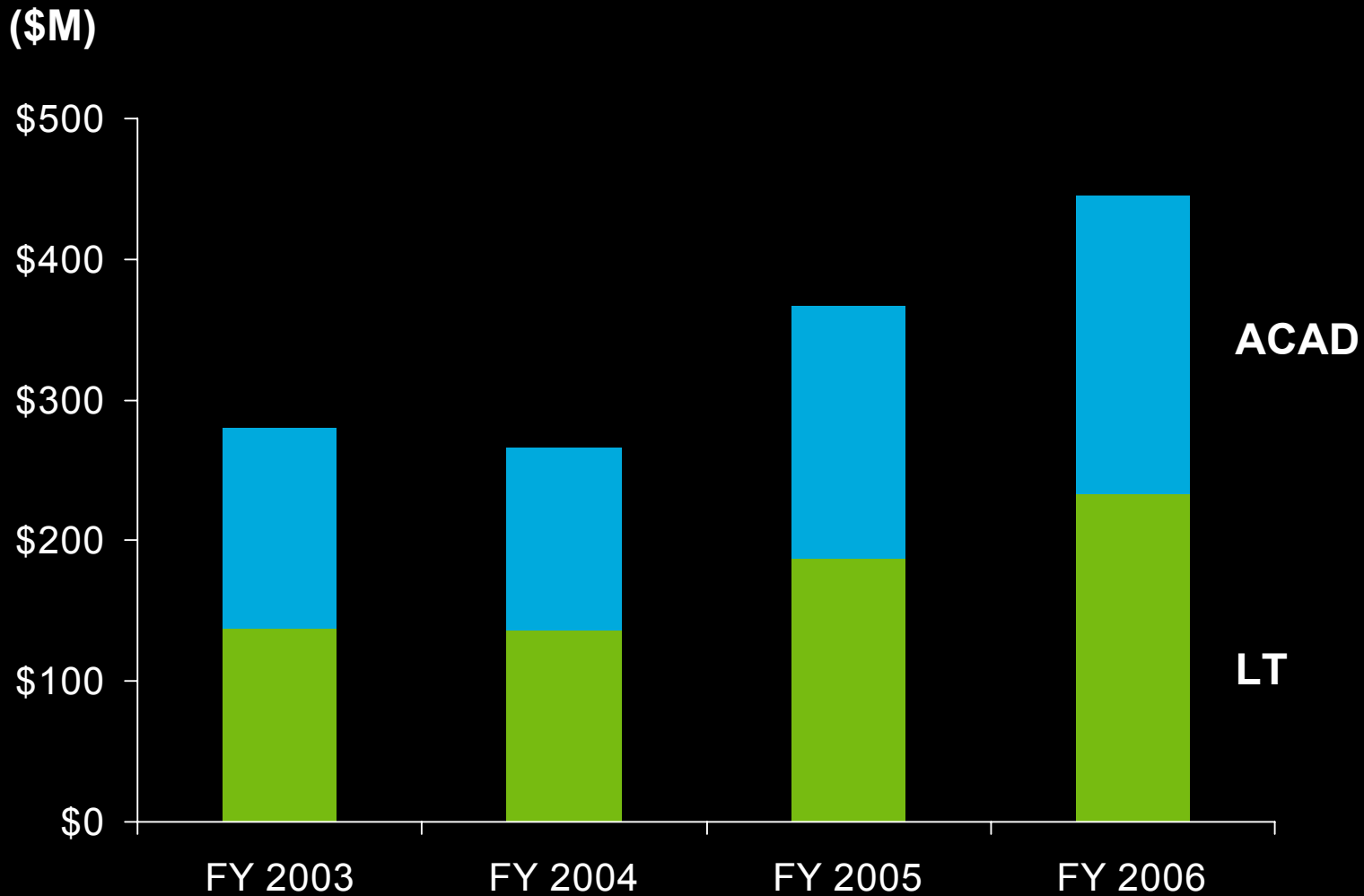


# 2D and 3D Drive New Business

Rev from New Seats (\$M)

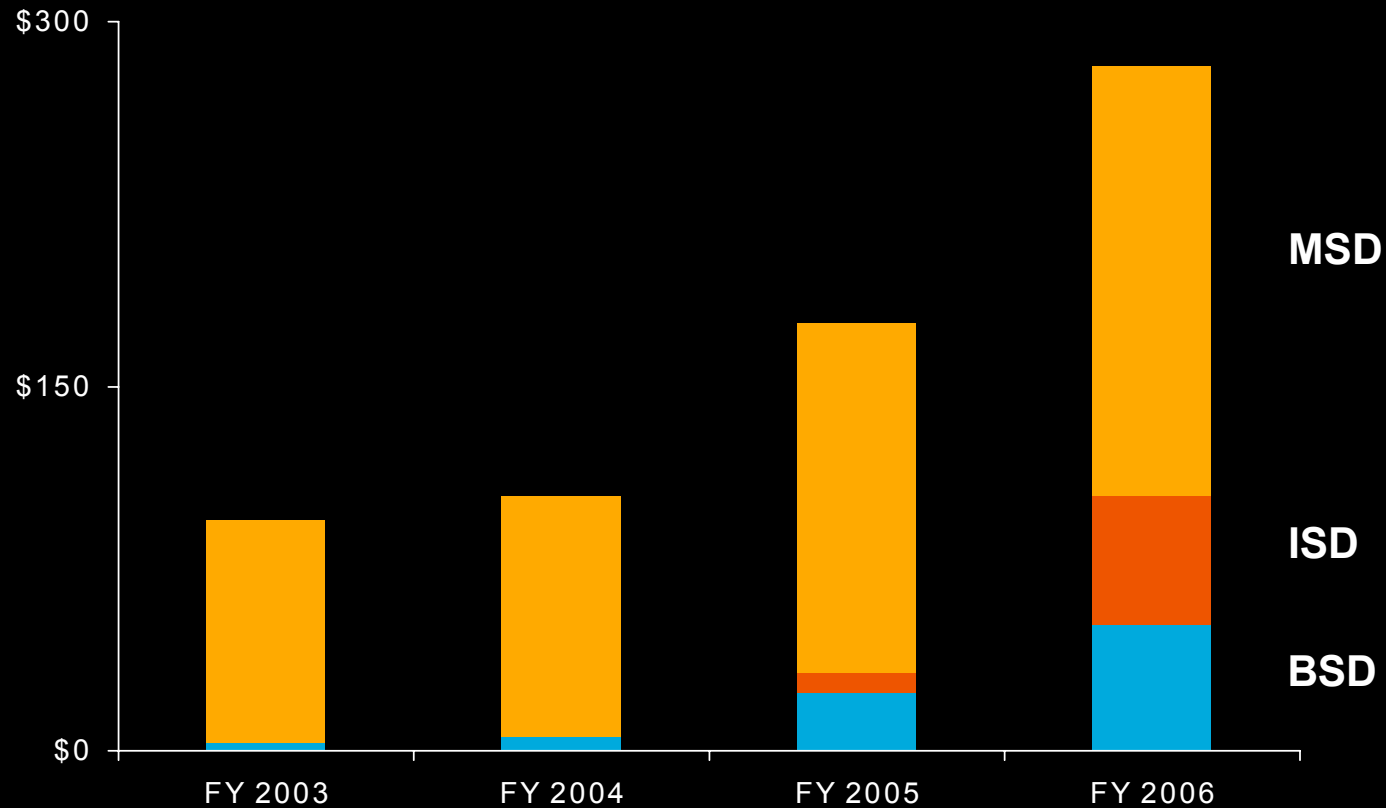


# Robust Growth in 2D Business



# 3D Revenue is Accelerating

## 3D Revenue by Division (\$M)



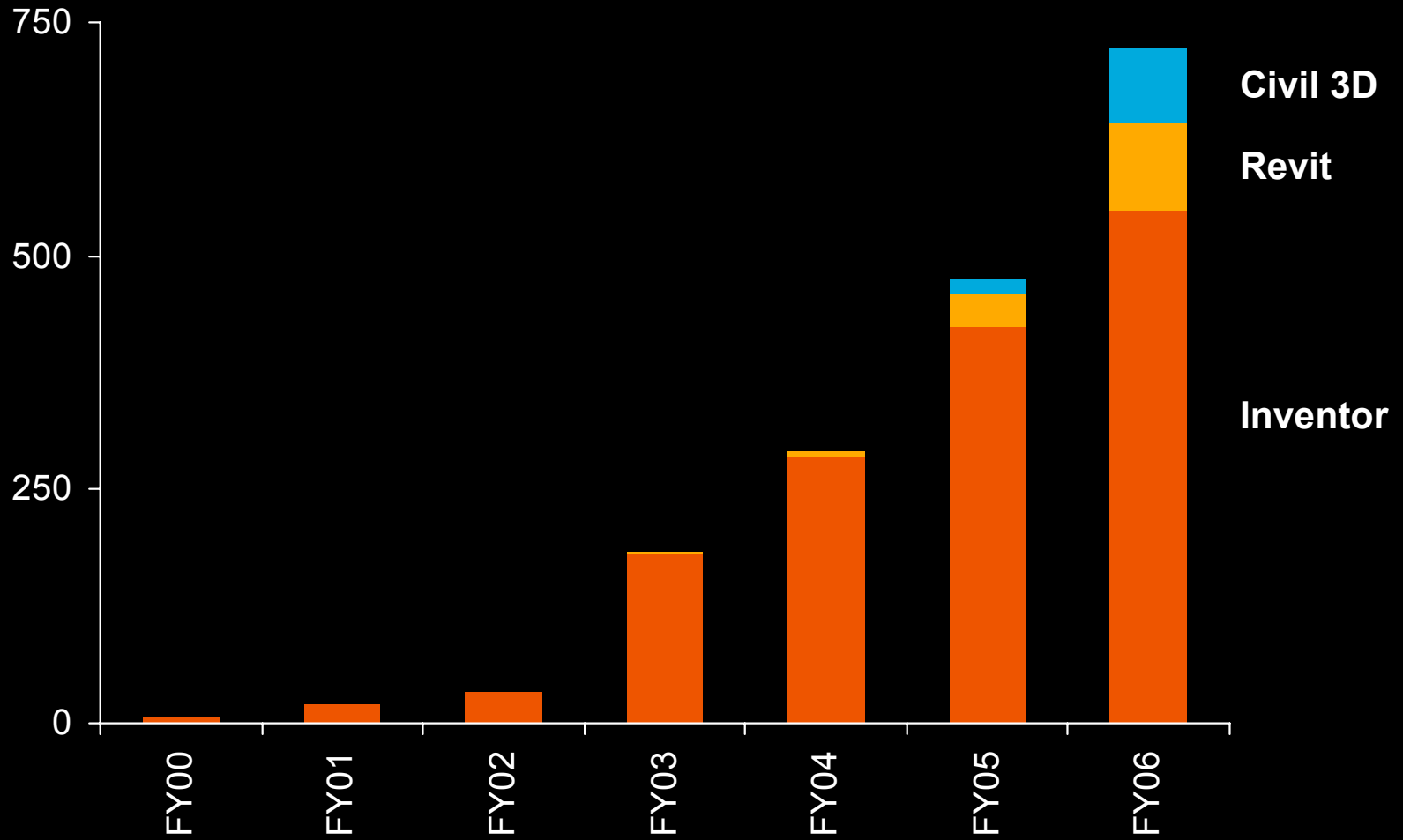
# 3D Users: More Valuable than 2D

	MSRP	Year 1	Year 2	Year 3	Year 4	Year 5	Total
<b>2D</b>	<b>AutoCAD</b>	\$3,995 + \$420	\$420	\$420	\$420	\$420	<b>\$6,095</b>
	<b>Revit Building</b>	\$4,670+ \$725	\$725	\$725	\$725	\$725	<b>\$9,020</b>
<b>3D</b>	<b>Inventor Subscription</b>	\$5,295 + \$1,095	\$1,095	\$1,095	\$1,095	\$1,095	<b>\$10,770</b>
	<b>Civil 3D</b>	\$7,495+ \$995	\$995	\$995	\$995	\$995	<b>\$12,470</b>
	<b>Inventor Professional</b>	\$7,950+ \$1,495	\$1,495	\$1,495	\$1,495	\$1,495	<b>\$15,425</b>

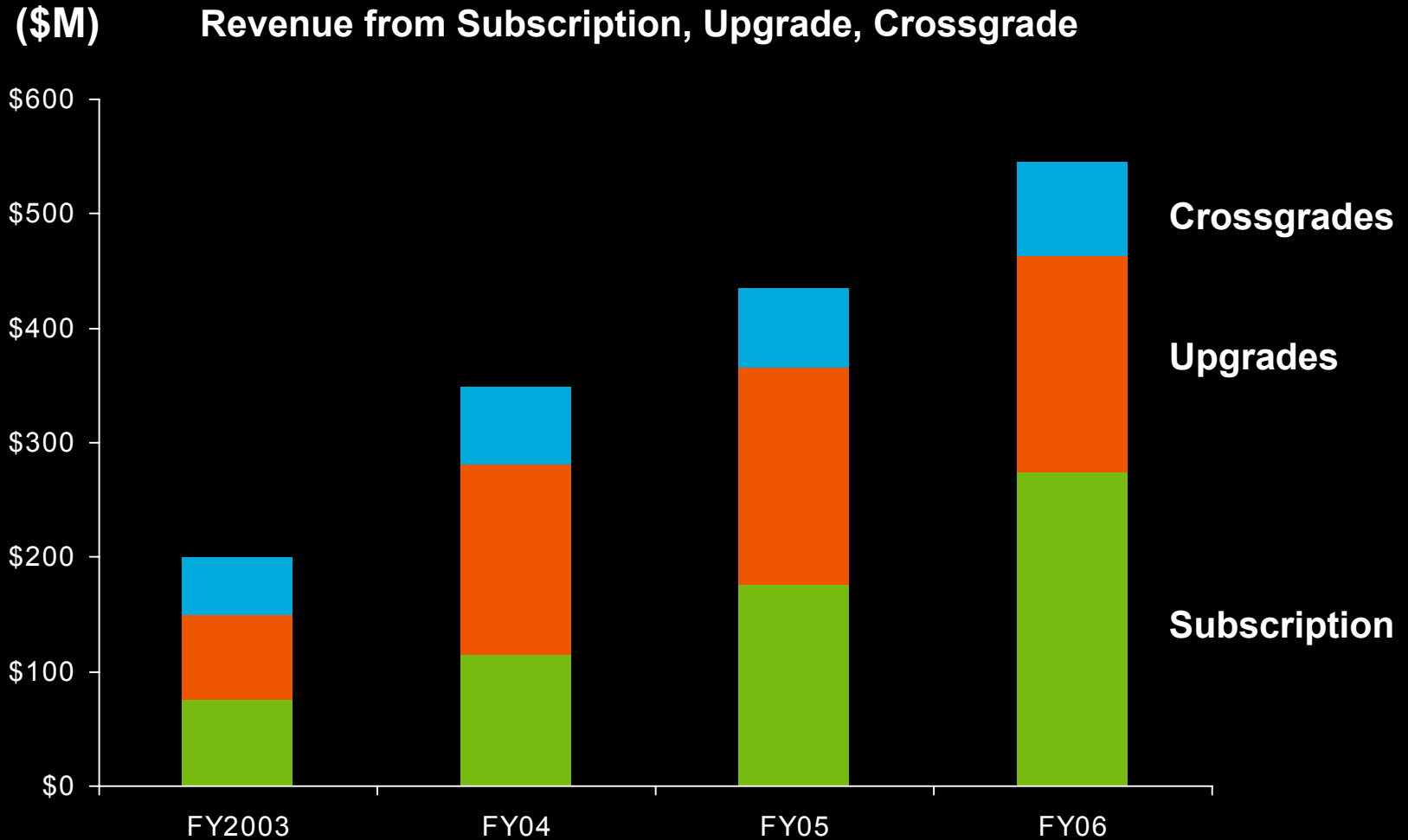
*Note: Upgrade case for revenues would be similar*

# 3D Installed Base: Adoption is Accelerating

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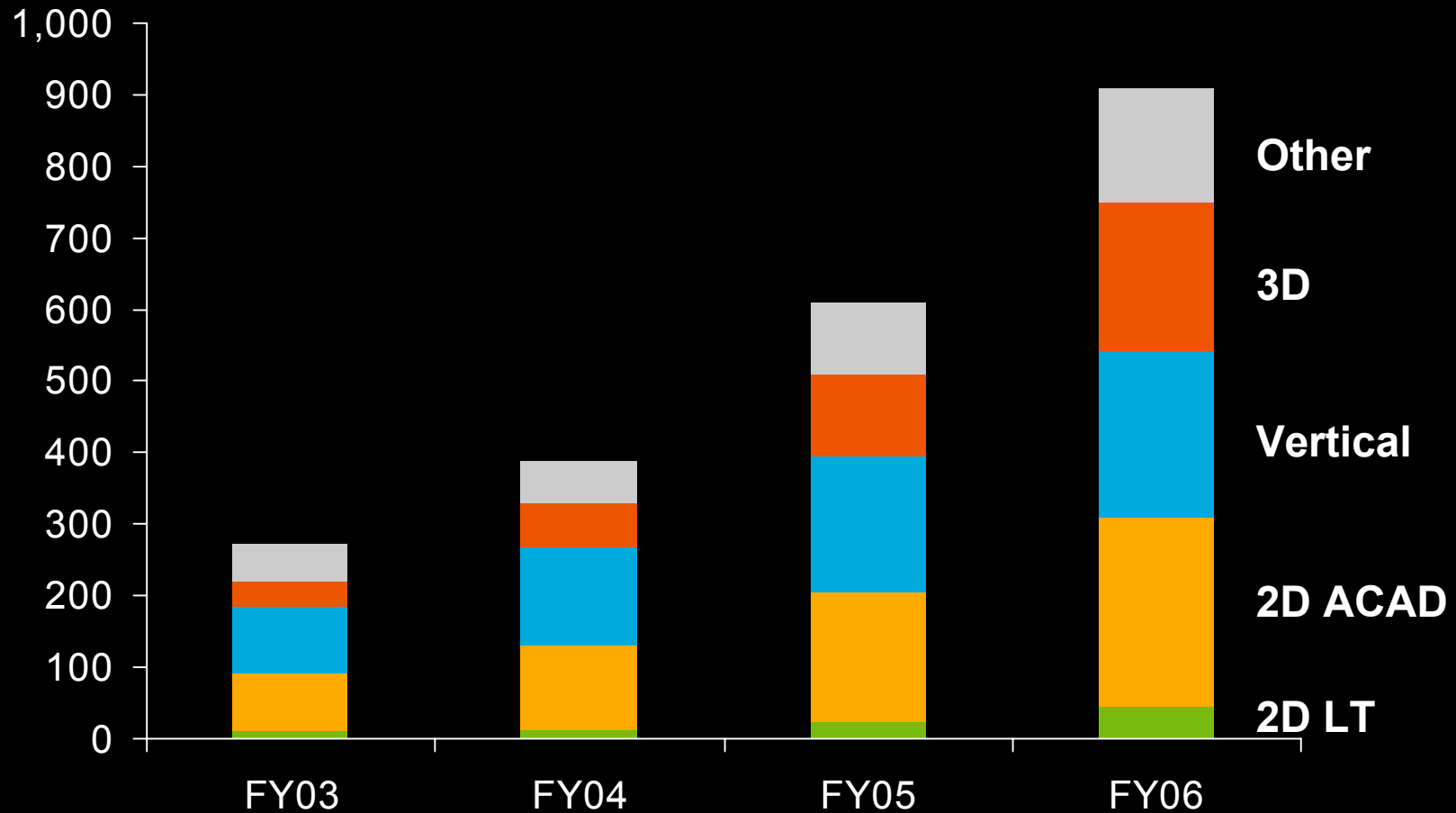


# Revenue from Installed Base Growing



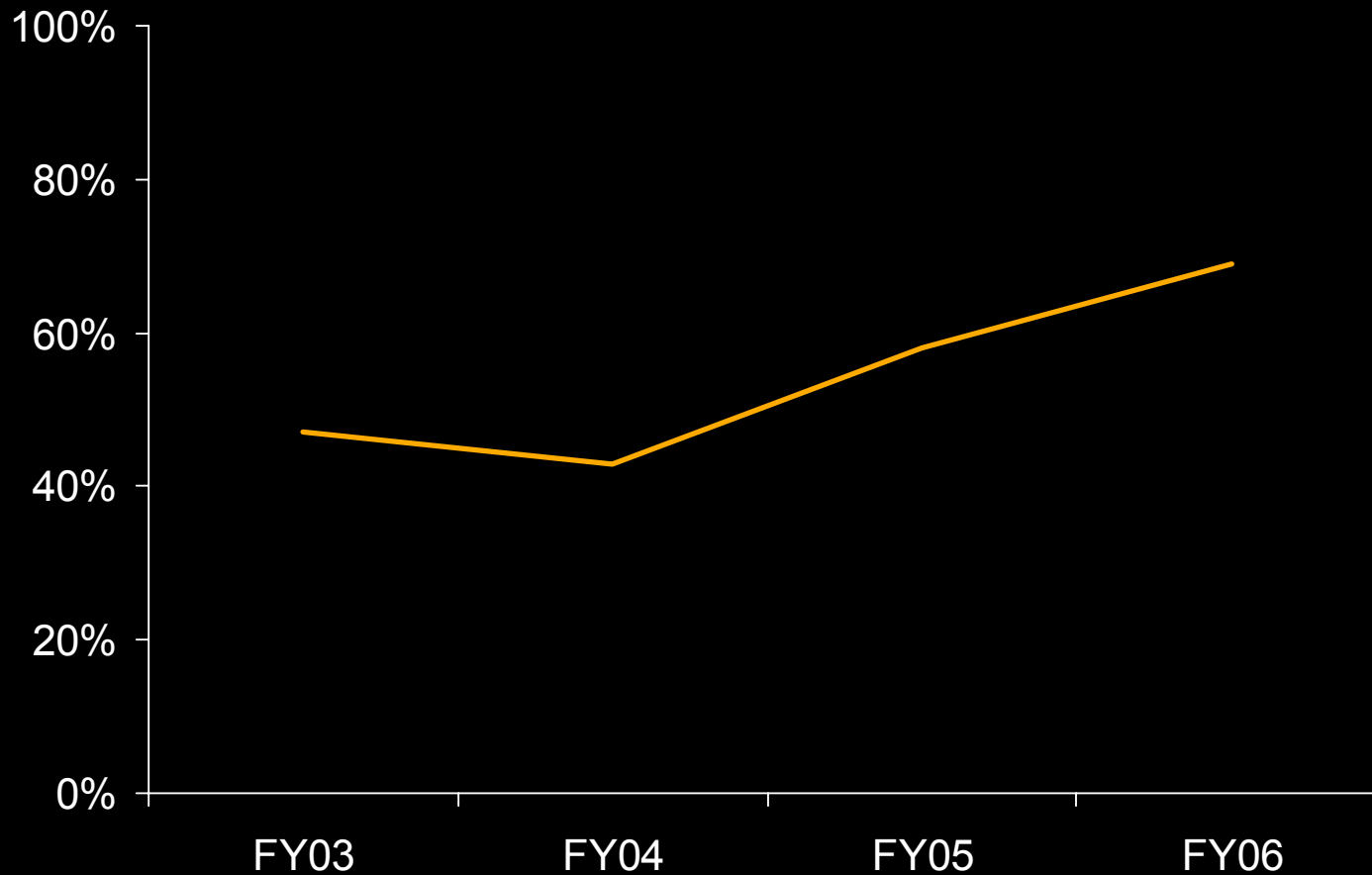
# Subscription Users

Units (000)

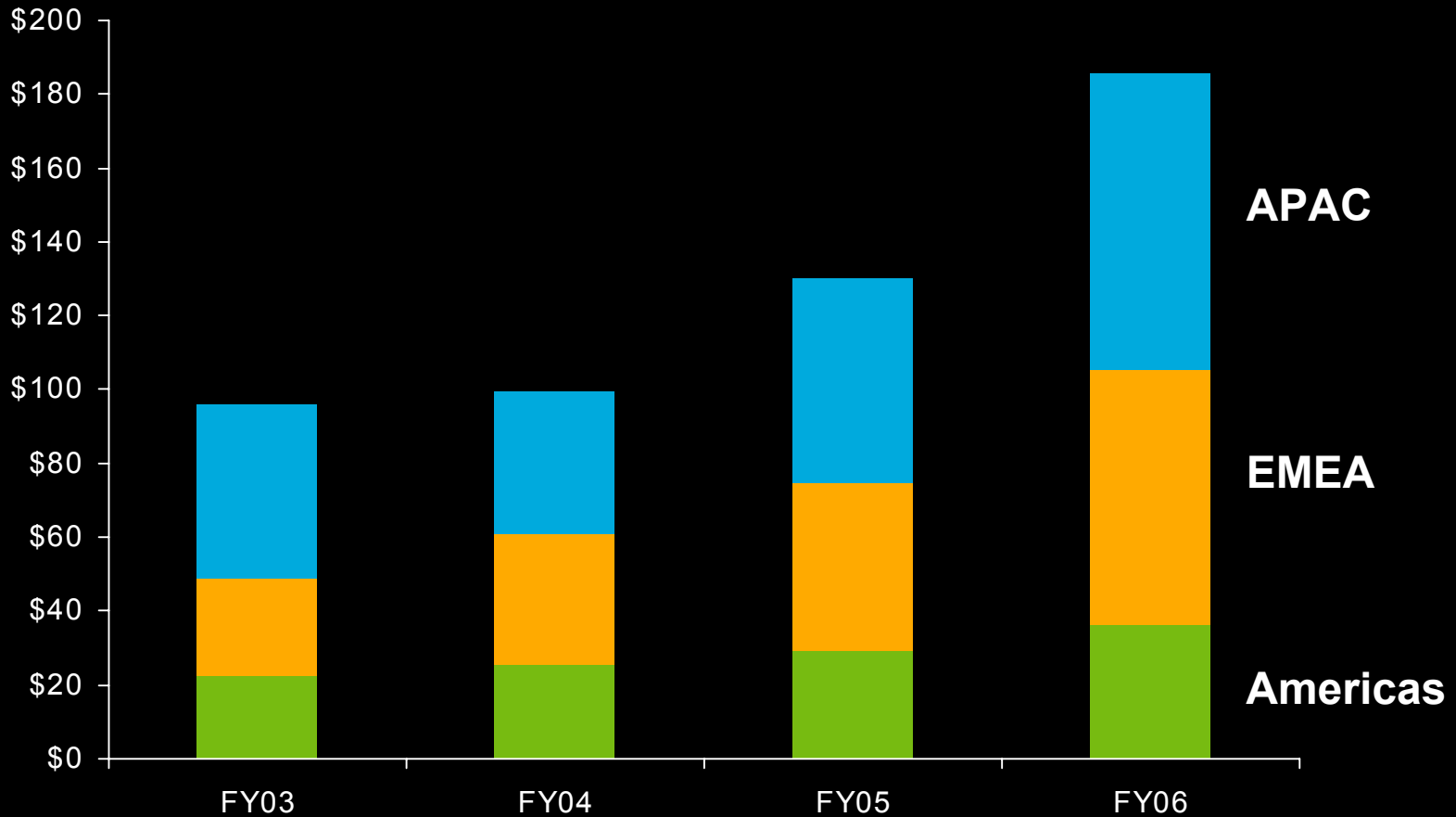


# Subscription Attach Rates Increasing as AutoCAD Customers Adopt

## Average Autodesk Subscription Attach Rate



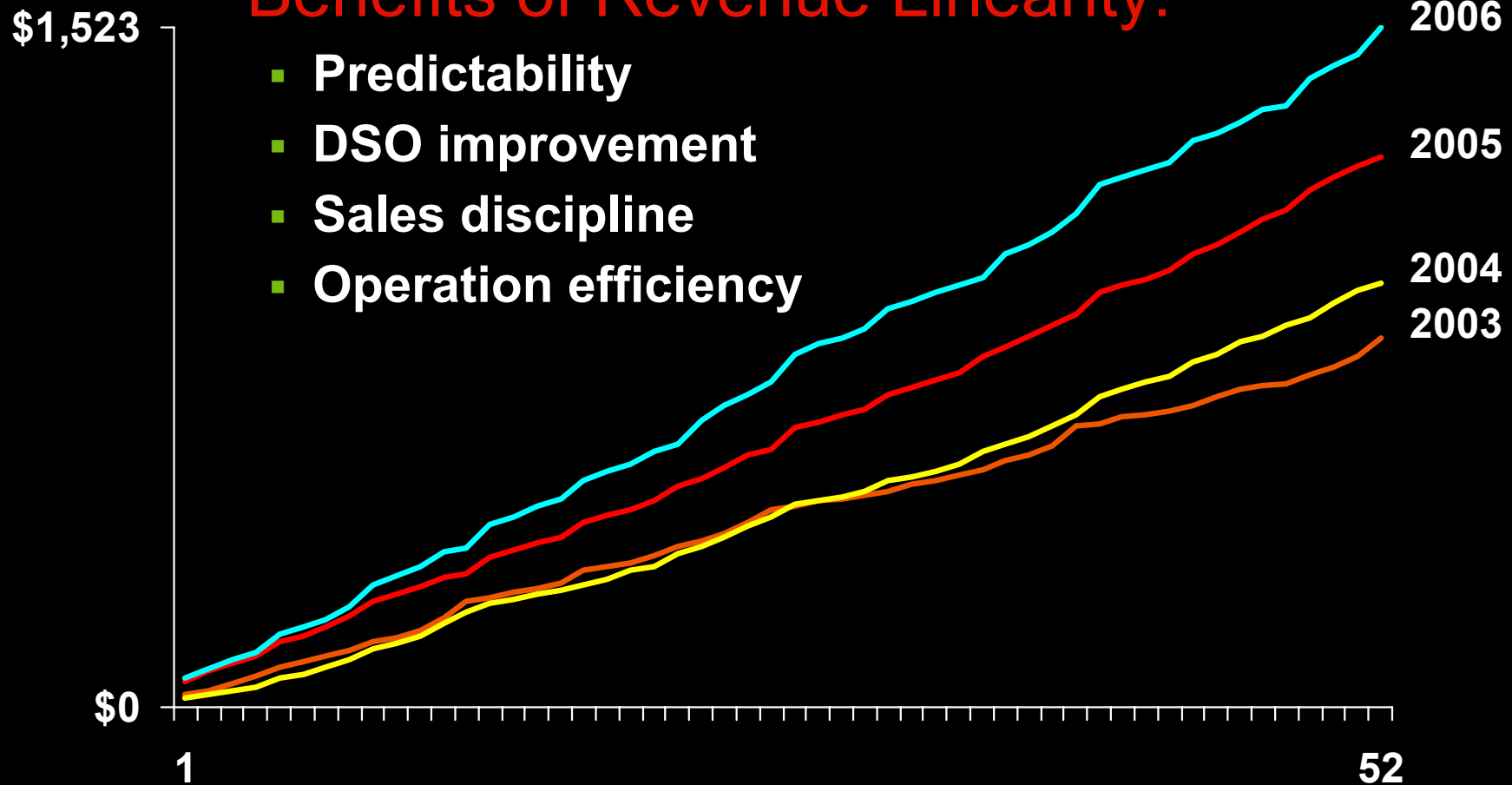
# Emerging Markets Accelerate Growth



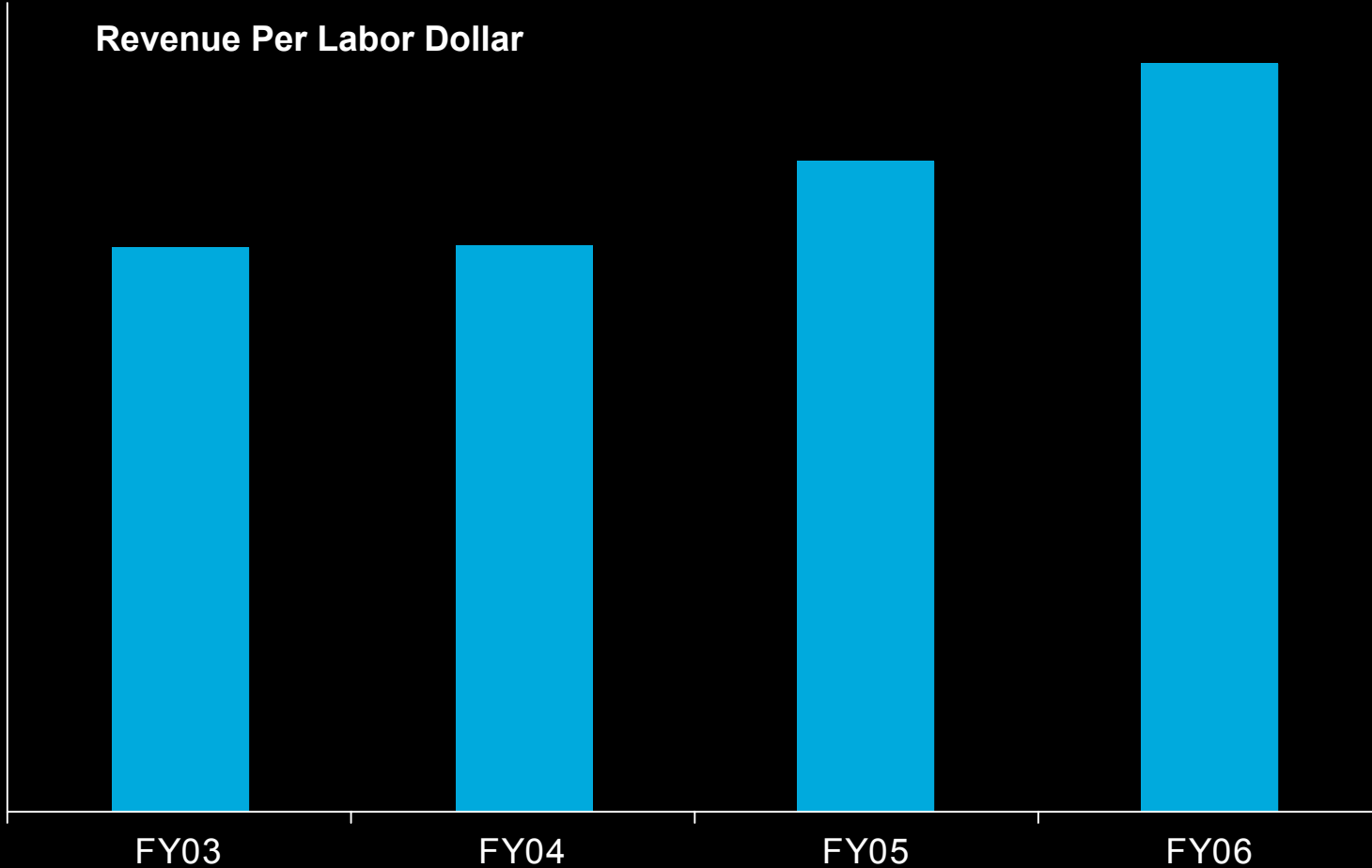
# Very Linear Revenue

## Benefits of Revenue Linearity:

- Predictability
- DSO improvement
- Sales discipline
- Operation efficiency

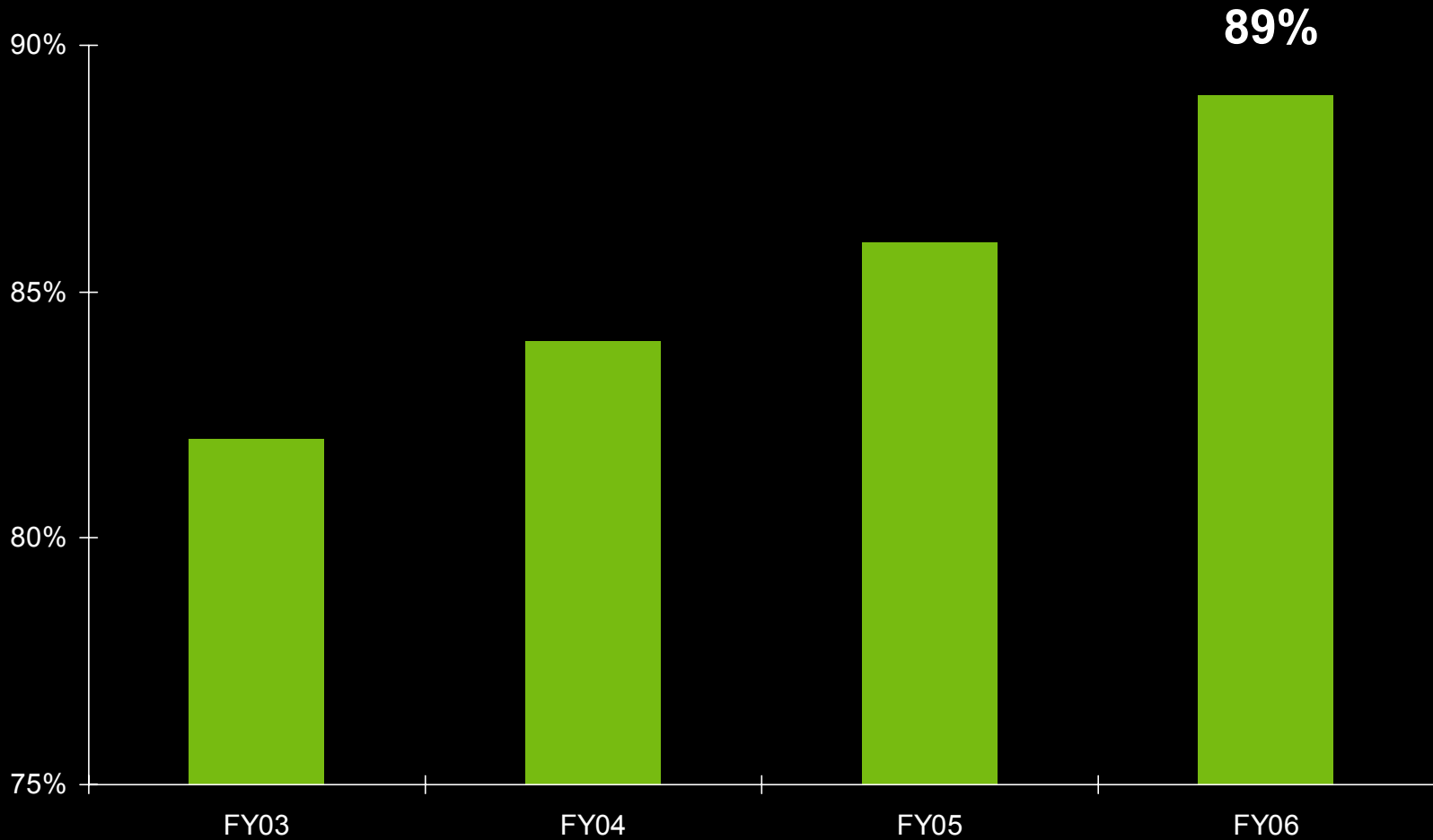


# Productivity Continues to Increase



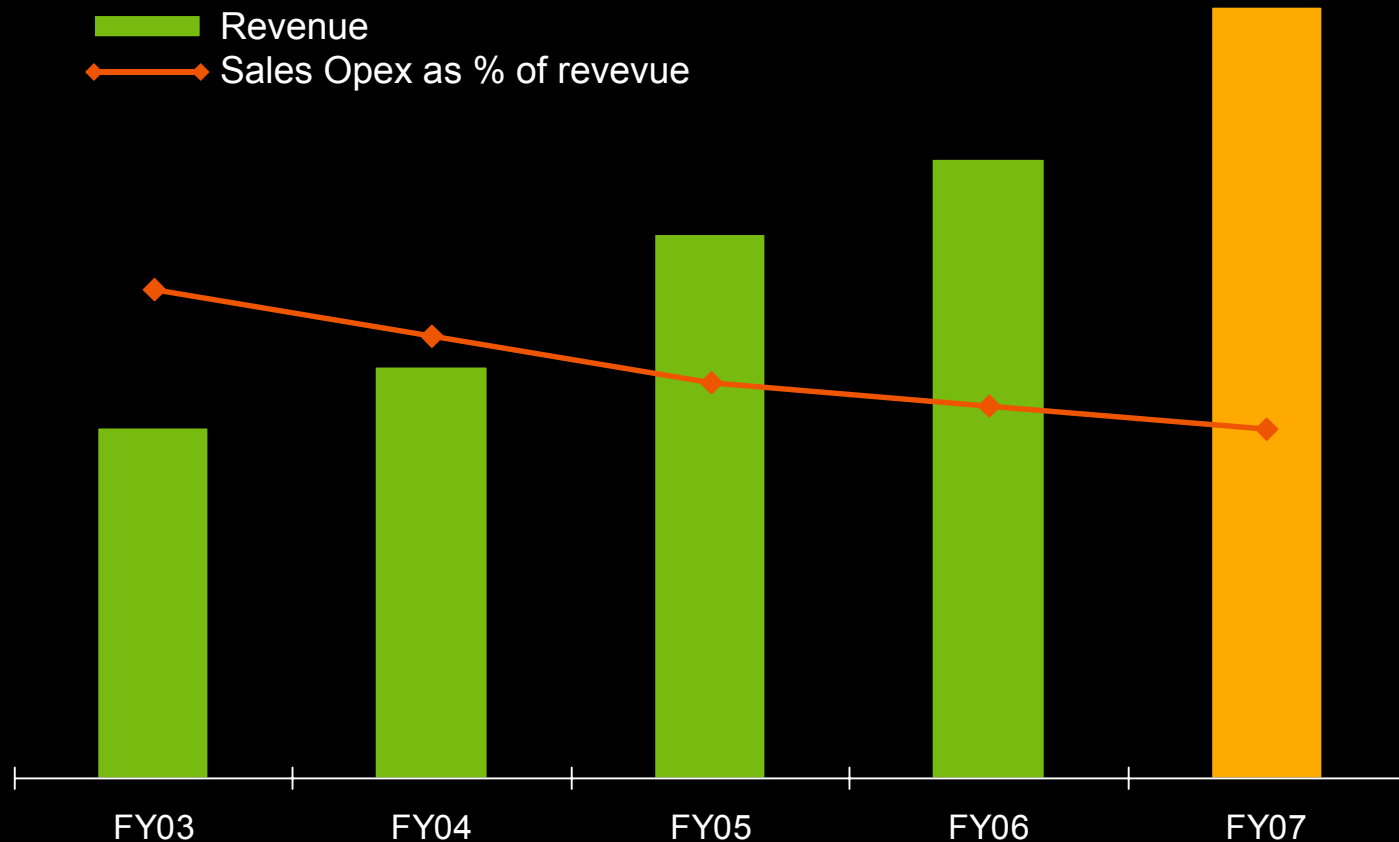
# Gross Margin Improvement

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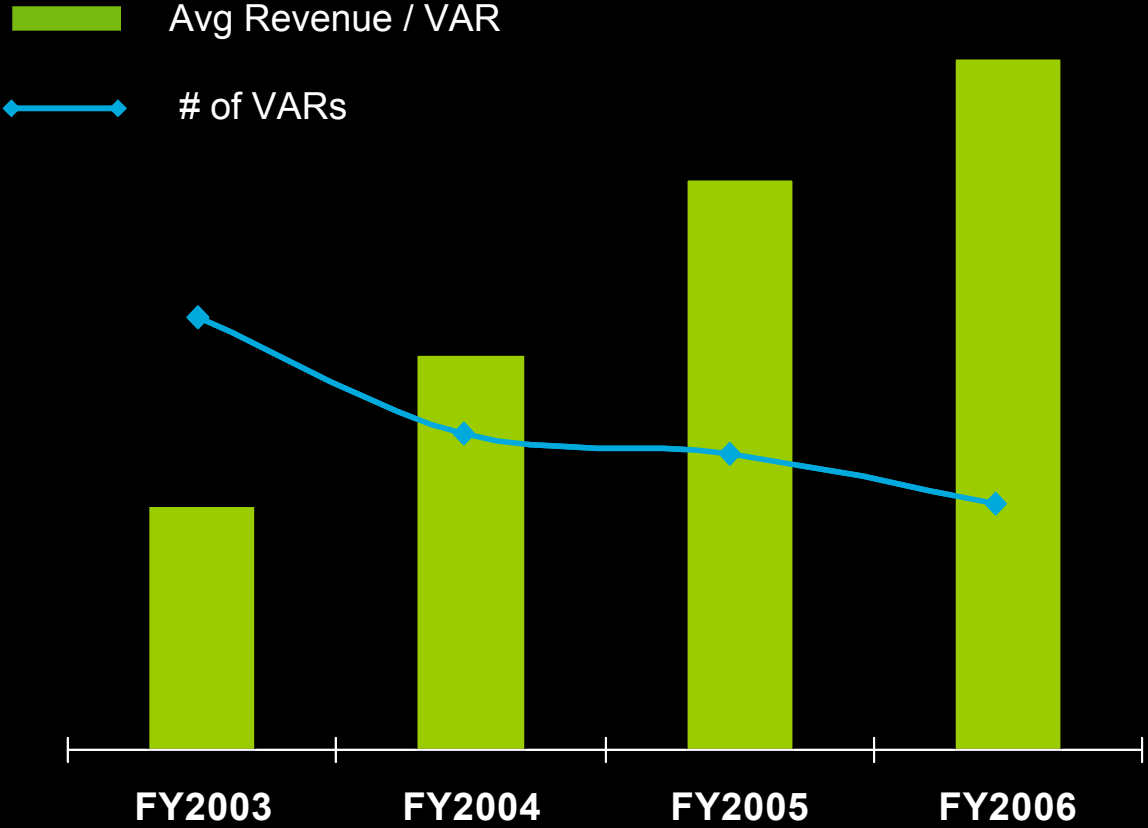


# Sales Productivity

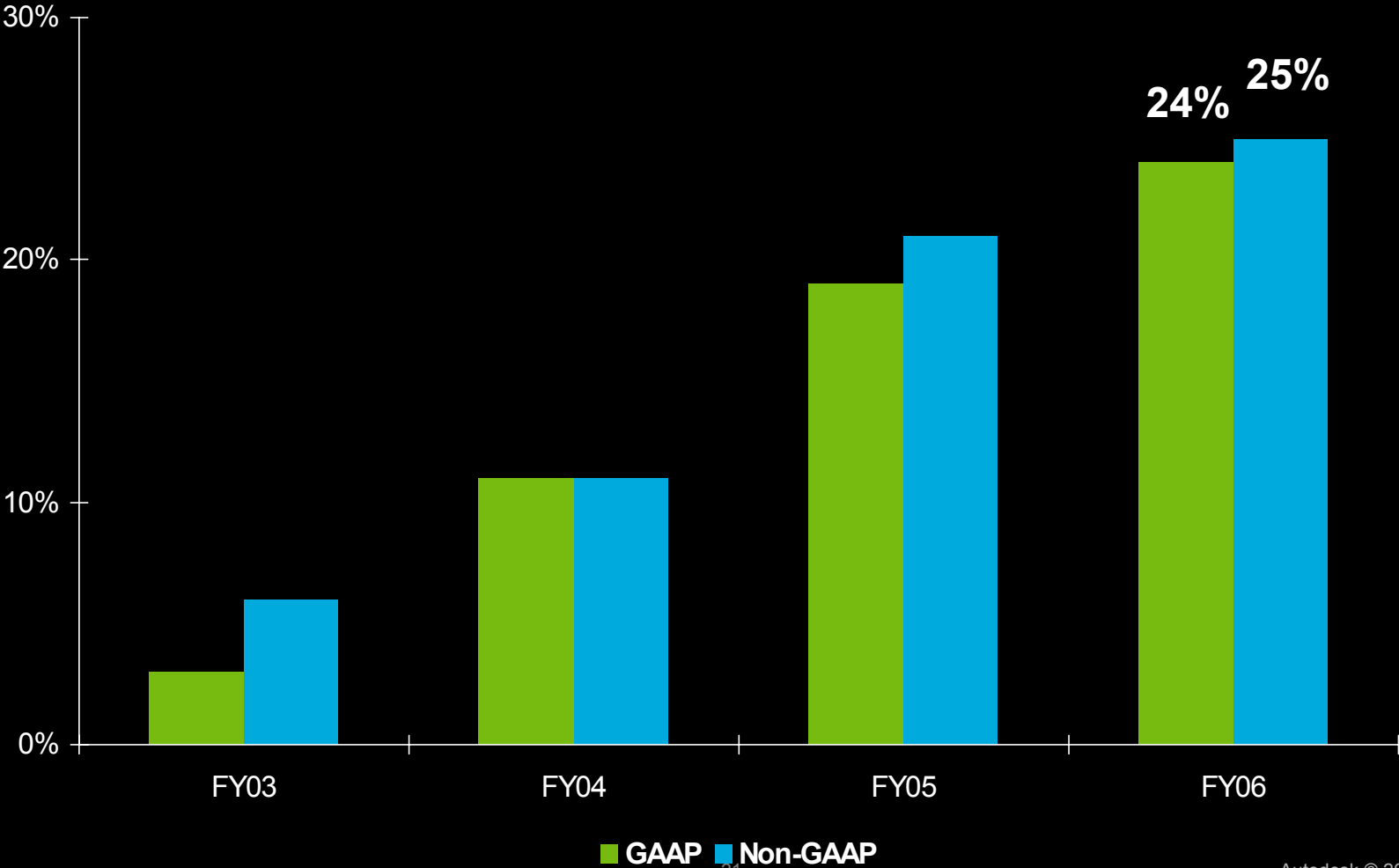
Sales affects topline and bottomline profitability



# Channel Productivity

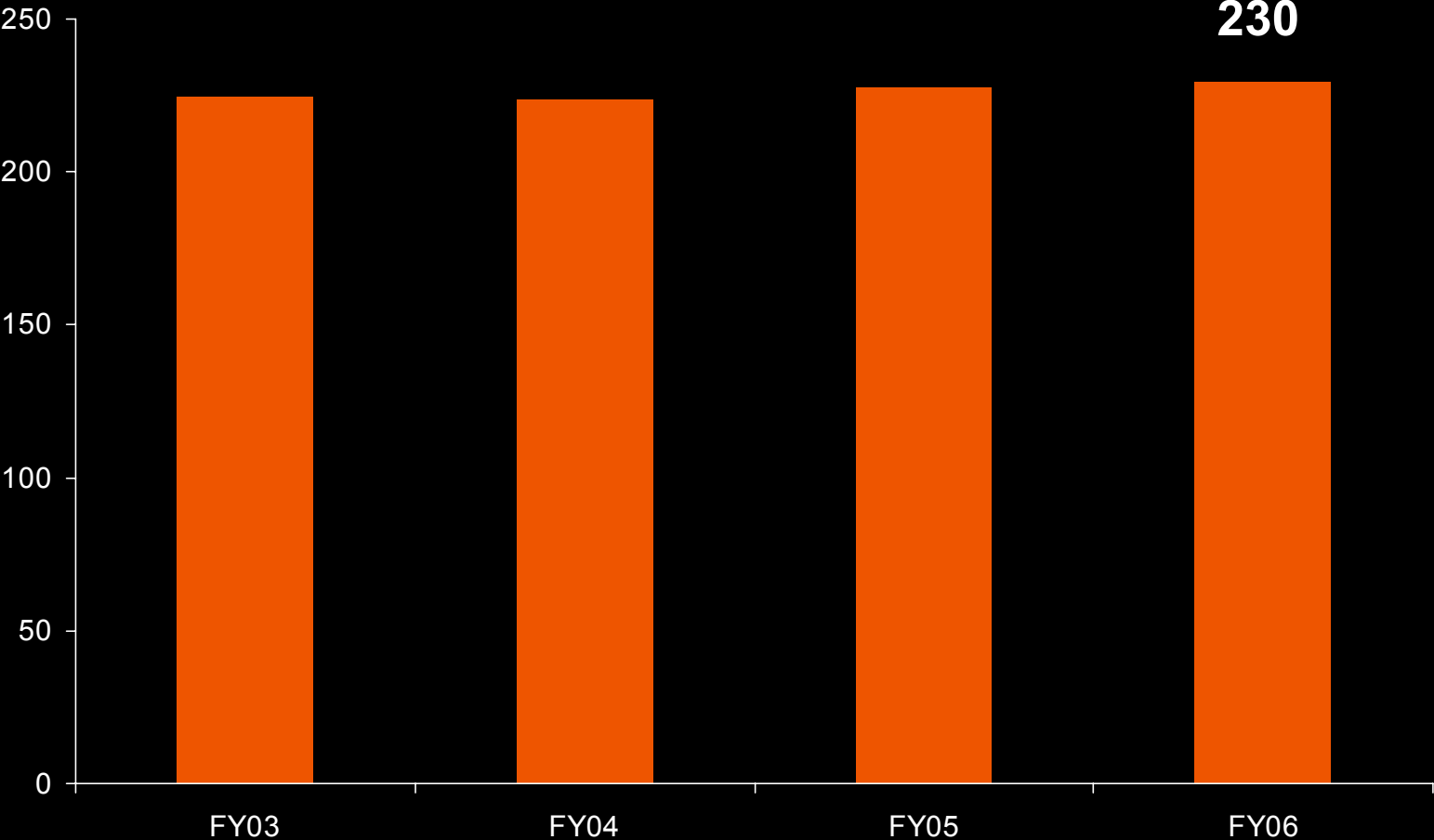


# Operating Margin Improvement

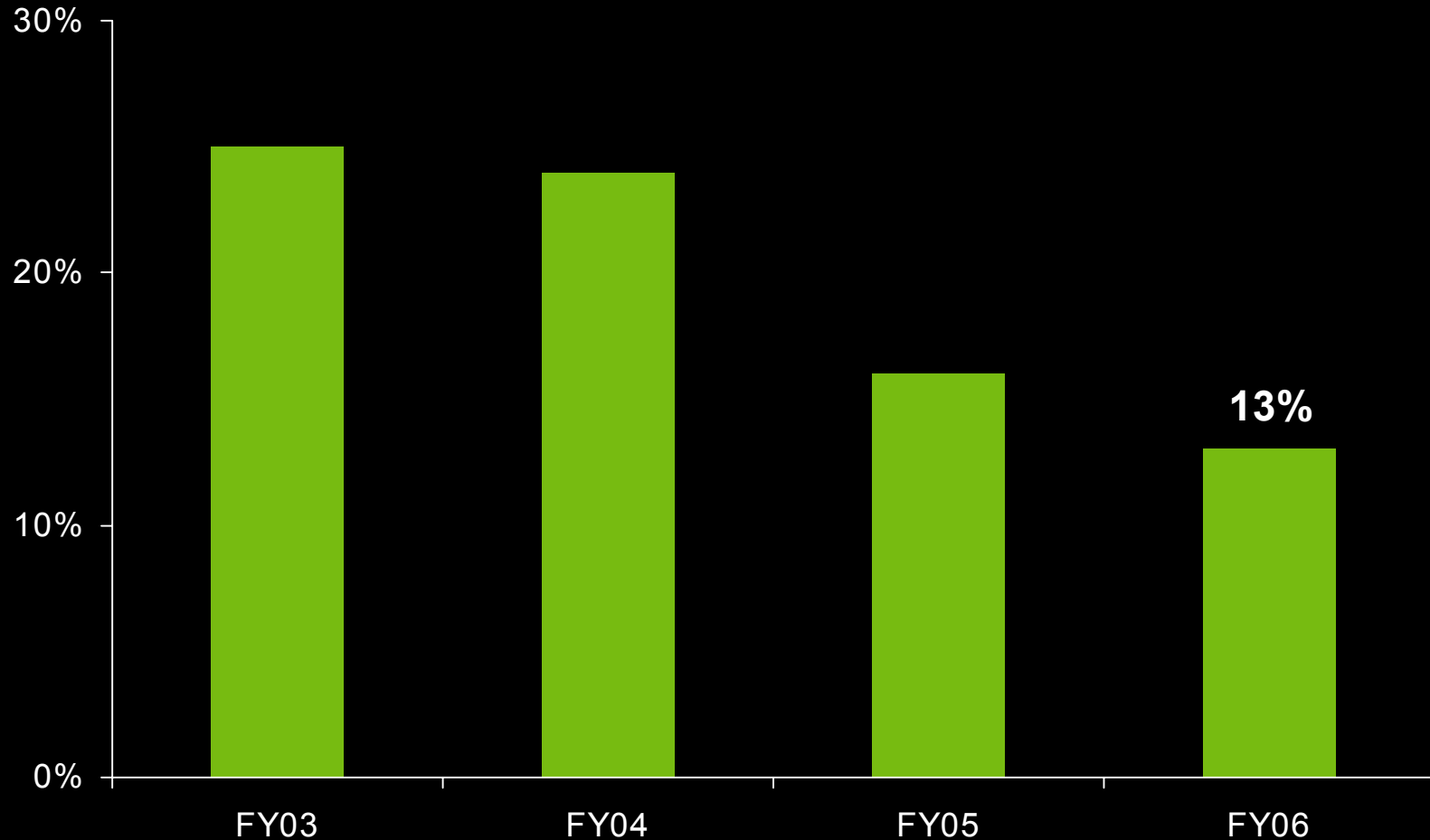


# Shares Outstanding Remain Flat

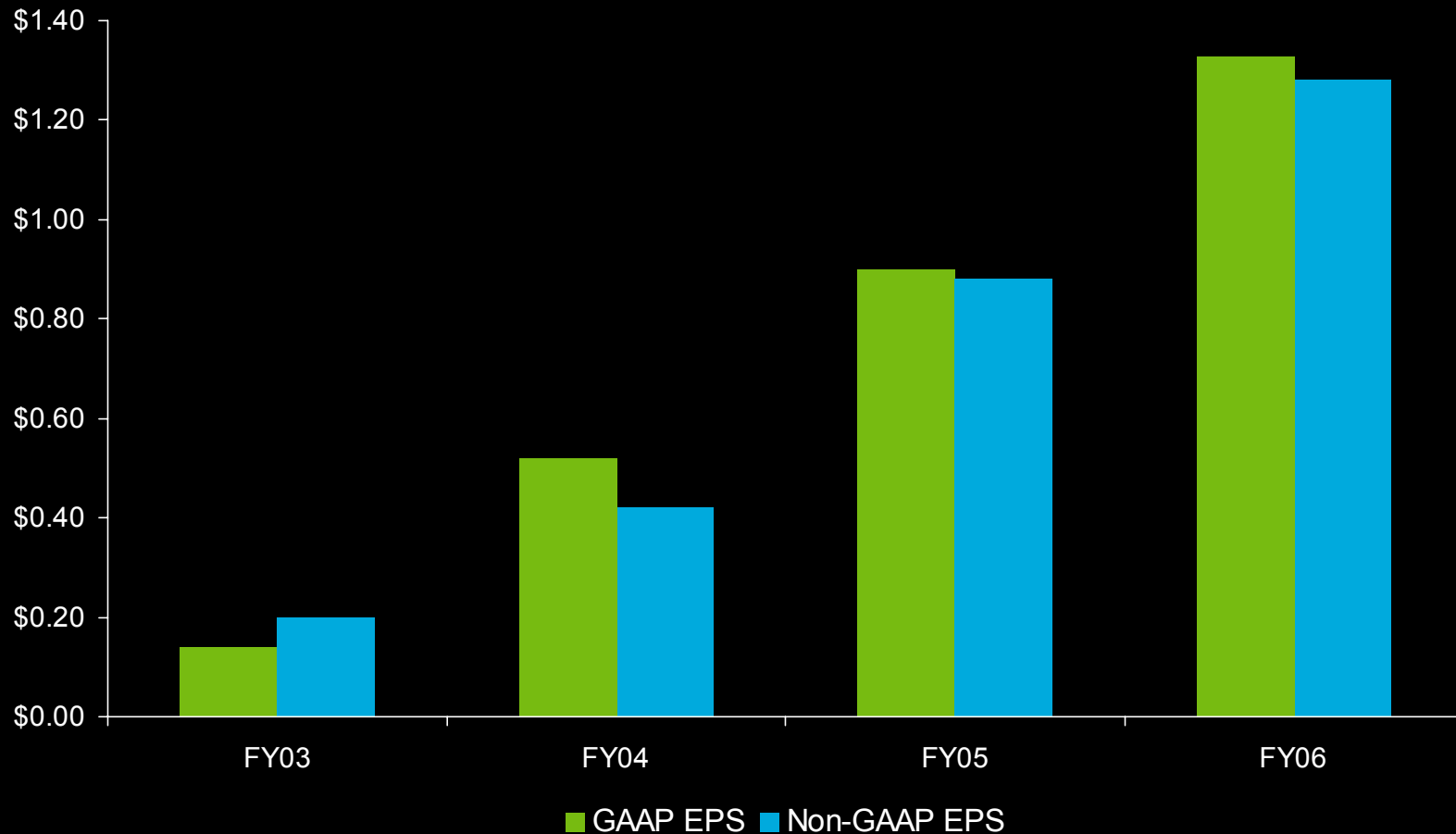
Million



# Stock Option Overhang is on Target

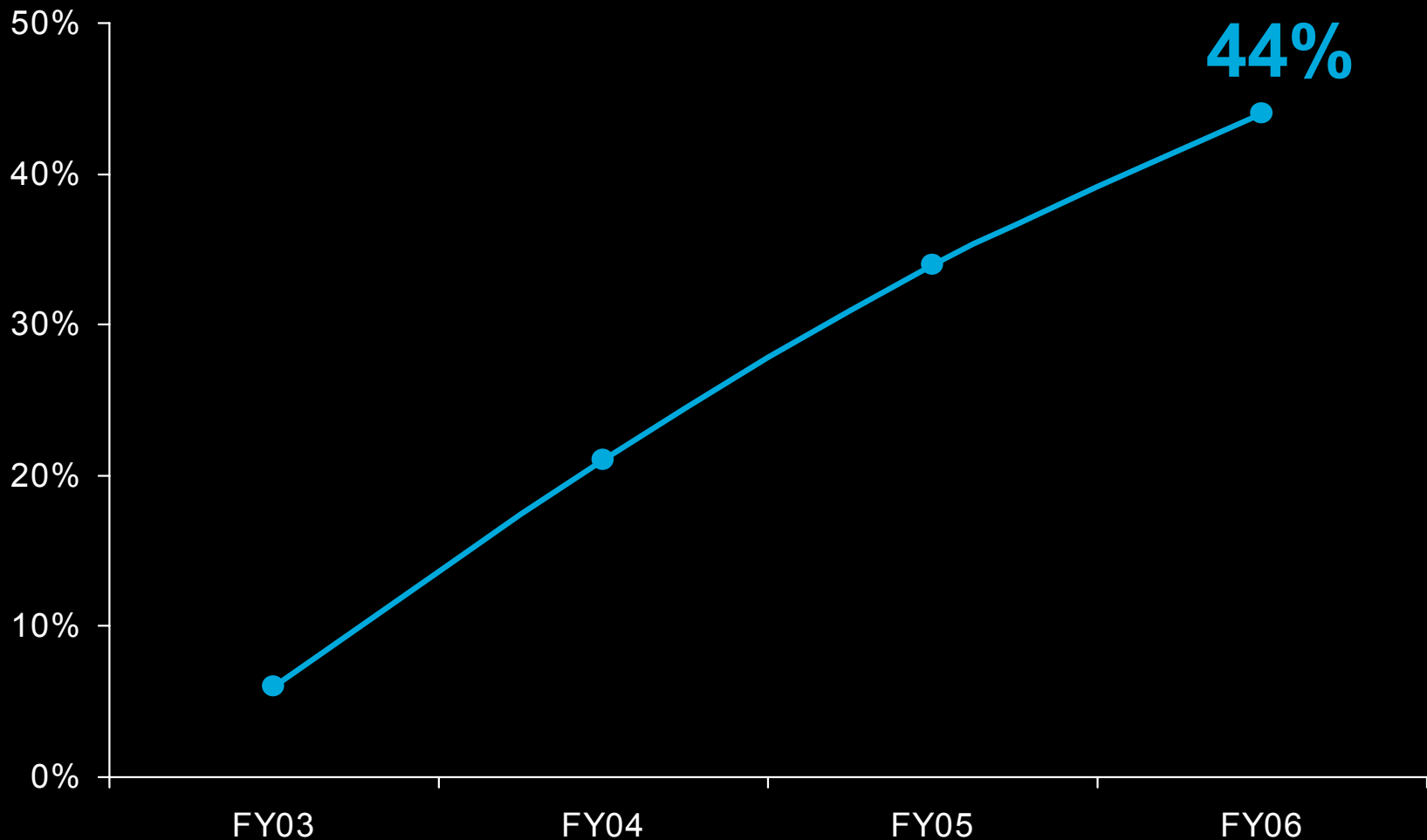


# Strong EPS Growth Rate

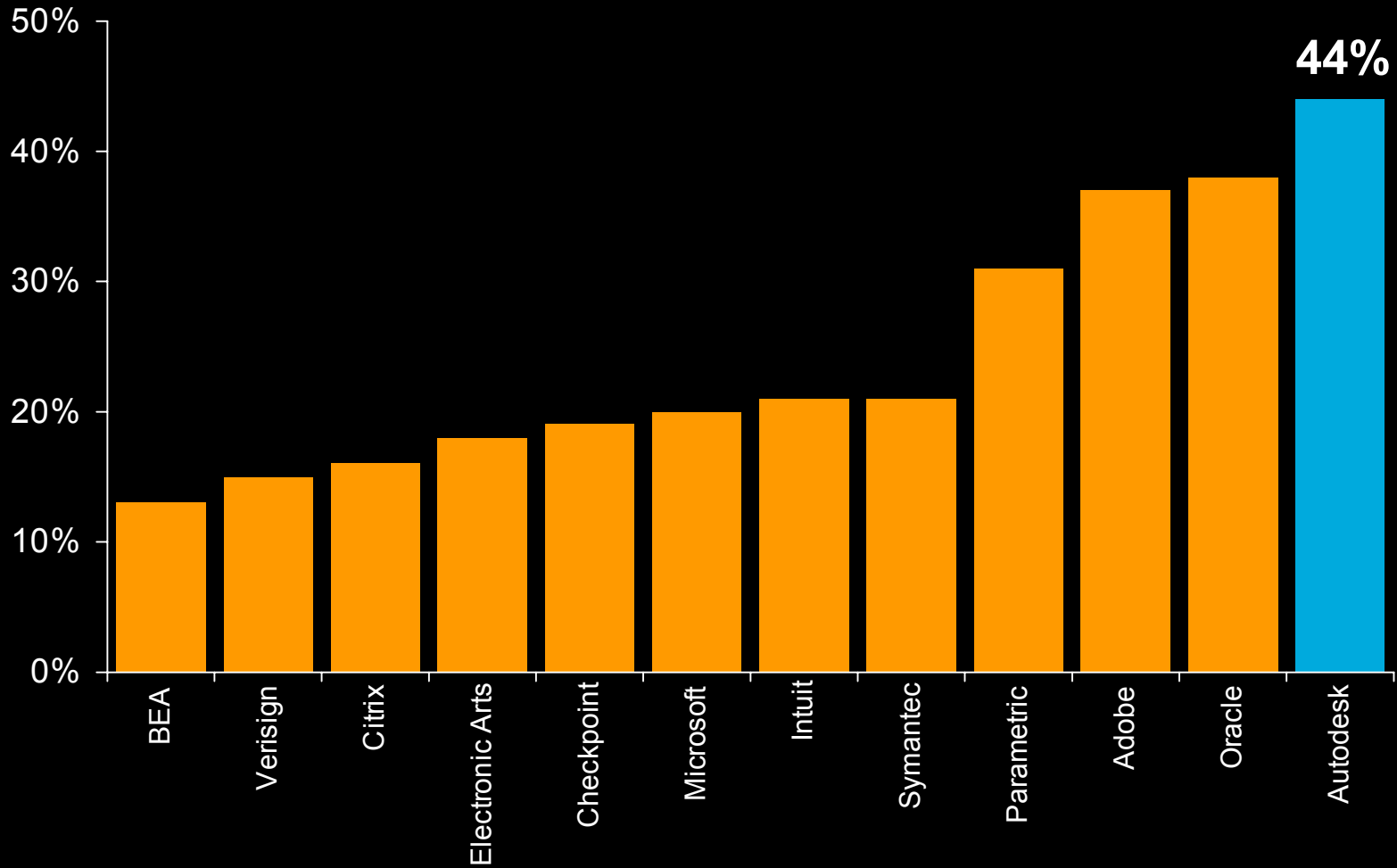


# Outstanding Return on Shareholders' Equity

Ideas Realized



# ...And Is Best of Software Peers



# Guidance Summary

## Q3 FY 2007

- Revenue \$450M - \$460M

## Fiscal FY 2007

- Revenue \$1.82B - \$1.85B

## Long Term Goal

- 15% CAGR Revenue

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