

Autodesk Fiscal 2005 Revenues Increase 30 Percent

February 22, 2005 GAAP EPS Increases 73 Percent

SAN RAFAEL, Calif., Feb 22, 2005 /PRNewswire-FirstCall via COMTEX/ -- Autodesk Inc. (Nasdaq: ADSK) today announced financial results for its fourth fiscal quarter ended January 31, 2005. For the fourth quarter, Autodesk reported net revenues of \$356 million, a 21 percent increase over \$295 million reported in the fourth quarter of the prior year.

Fourth quarter net income increased to \$66 million on a GAAP basis, compared to \$58 million in the prior year. GAAP EPS was \$0.26 per diluted share compared to \$0.24 in the prior year. Fourth quarter GAAP net income included a \$12 million pre-tax restructuring charge. In the fourth quarter of the prior year, GAAP net income included a tax benefit of \$7 million and a \$3 million pre-tax restructuring charge. Excluding these items, pro-forma net income for the fourth quarter was \$75 million, compared to \$53 million in the prior year. Pro-forma EPS per diluted share was \$0.30 in the fourth quarter, and \$0.22 in the fourth quarter of the prior year.

"Autodesk executed flawlessly again this quarter," said Carol Bartz, Autodesk chairman and CEO. "We had an outstanding year, exceeding all of our financial projections. Our results demonstrate that our strategies are working, our product portfolio is strong, and our customers are satisfied."

Autodesk's performance was driven by strong growth in revenues from new seats and subscriptions, increasing penetration of its 3D products, and continued improvement in productivity and efficiency.

Fourth quarter revenues from new commercial seats increased 46 percent over the prior year, as customers continued to respond to the innovation, quality, easy implementation, ease of use and quick ROI of Autodesk products. Revenues from new commercial seats of AutoCAD(R) increased 56 percent over the prior year.

Full year combined revenues from subscriptions and upgrades increased 26 percent over fiscal 2004. Consistent with company strategy, subscription revenues, which are labeled as maintenance on the financial statements, grew faster than upgrades, increasing 54% over last year. Upgrade revenues increased 12 percent over fiscal 2004. Combined revenues from subscriptions and upgrades continue to represent approximately one-third of total annual revenues.

The company's 3D products continue to increase their market share. In the fourth quarter of fiscal 2005, revenues from Autodesk Inventor(R)Series, Autodesk Inventor Professional, Autodesk Revit(R), Autodesk AutoCAD Revit Series, Autodesk Map(R) 3D and Autodesk Civil 3D(TM), increased 49 percent over the prior year. For the fourth consecutive year, the Inventor product line was the world's best selling mechanical design software.

Autodesk continued to demonstrate progress in improving its profitability. Fourth quarter GAAP operating margins increased 2 percentage points over the prior year to 22 percent. Pro-forma operating margins increased 4 percentage points over the prior year to 25 percent.

"We are very optimistic about the coming year and therefore are raising our guidance," said Bartz. "In March, we will launch the strongest product portfolio in the company's history, including significant new releases of all of our major products. Our 3D products continue to increase penetration and market awareness of our lifecycle management solutions is growing. We remain firmly committed to continuous improvements in productivity. I have never been more enthusiastic about Autodesk's opportunities."

Full Year Fiscal Review

Fiscal 2005 revenues increased 30 percent over last year to \$1.234 billion. Net income for fiscal 2005 increased to \$222 million on a GAAP basis, compared to \$120 million last year. GAAP EPS was \$0.90 per diluted share compared to \$0.52 for fiscal 2004. GAAP net income includes tax benefits totaling \$24 million, as well as pre-tax restructuring charges of \$27 million. Fiscal 2004 GAAP net income included tax benefits totaling \$27 million and a \$3 million pre-tax restructuring charge. Excluding these items, pro-forma net income for fiscal 2005 was \$218 million and \$96 million in the prior year. Pro-forma EPS per diluted share was \$0.88 in fiscal 2005 and \$0.42 in the prior year. Once again, GAAP net income was higher than pro-forma.

A reconciliation of the above non-GAAP net income and EPS amounts to the corresponding GAAP net income and EPS amounts is provided at the end of this press release.

Business Outlook

The following statements are forward looking statements which are based on current expectations and which involve risks and uncertainties some of which are set forth below.

First Quarter Fiscal 2006

Net revenues for the first quarter of fiscal 2006 are currently expected to be in the range of \$335 million to \$345 million. GAAP earnings per diluted share are currently expected to be in the range of \$0.26 to \$0.28.

Second Quarter Fiscal 2006

Net revenues for the second quarter of fiscal 2006 are currently expected to be in the range of \$330 million to \$340 million. Operating expenses are expected to increase in the second quarter due to increasing investments in growth initiatives. GAAP earnings per diluted share are currently expected to be in the range of \$0.21 to \$0.23.

Full Year Fiscal 2006

For fiscal year 2006, net revenues are currently expected to be in the range of \$1,360 million to \$1,410 million. GAAP earnings per diluted share are currently expected to be in the range of \$1.05 to \$1.10. Guidance for fiscal year 2006 does not take into account the impact of expected required stock

option expensing.

All fiscal 2006 EPS guidance ranges are based on the new 20 percent estimated effective tax rate. The company believes its effective tax rate will revert back to the historical effective tax rate of approximately 24 percent in fiscal year 2007.

Safe Harbor Statement

This press release contains forward-looking statements that involve risks and uncertainties, including statements in the paragraphs under "Business Outlook" above, statements regarding our expected effective tax rate and other statements regarding our anticipated performance. Factors that could cause actual results to differ materially include the following: general market and business conditions, changes in accounting rules, particularly related to stock option expensing, failure to achieve sufficient sell-through in our channels for new or existing products, failure of key new applications to achieve anticipated levels of customer acceptance, pricing pressure, failure to achieve anticipated cost reductions and productivity increases, delays in the release of new products and services, failure to achieve continued success in technology advancements, changes in foreign currency exchange rates, failure to successfully integrate new or acquired businesses, the financial and business condition of our reseller and distribution channels, renegotiation or termination of royalty or intellectual property arrangements, failure to achieve continued migration from 2D products to 3D products, failure to grow lifecycle management or collaboration products, and unanticipated impact of accounting for technology acquisitions.

Further information on potential factors that could affect the financial results of Autodesk are included in the company's report on Form 10-K for the year ended January 31, 2004, and Form 10-Q for the quarter ended October 31, 2004, which are on file with the Securities and Exchange Commission.

Autodesk will host its fourth quarter earnings announcement today at 5:00 p.m. Eastern Time. The live announcement may be accessed at 800-291-9234 (passcode: 25553104). An audio webcast will also be available beginning at 5:00 p.m. Eastern Time at www.autodesk.com/investor. A replay of this webcast will be maintained on our website for at least twelve months.

About Autodesk

Autodesk, Inc. is wholly focused on ensuring that great ideas are turned into reality. With more than six million users, Autodesk is the world's leading software and services company for the building, manufacturing, infrastructure, digital media, and wireless data services fields. Autodesk's solutions help customers create, manage, and share their data and digital assets more effectively. As a result, customers turn ideas into competitive advantage by becoming more productive, streamlining project efficiency, and maximizing profits.

Founded in 1982, Autodesk is headquartered in San Rafael, California. For additional information about Autodesk, please visit www.autodesk.com.

NOTE: Autodesk, AutoCAD, Autodesk Inventor, Autodesk Map, Civil 3D and Revit are either trademarks or registered trademarks of Autodesk, Inc., in the United States and/or other countries. All other brand names, product names, or trademarks belong to their respective holders.

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Autodesk, Inc.

Consolidated Statements of Income (In thousands, except per share data)

	2005	31, 2004	Year Ended January 31, 2005 2004 (Unaudited) (Audited)		
Net revenues:					
License and other	\$303,704	\$262,119	\$1,057,108	\$836,737	
Maintenance	52,451	33,191	176,659	114,906	
Total net revenues	356,155	295,310	1,233,767	951,643	
Costs and expenses: Cost of license and other					
revenues	39,561	32,535	152,446	132,727	
Cost of maintenance revenues	4,400	4,696	16,997	15,401	
Marketing and sales	134,435	115,652	461,932	393,234	
Research and development	63,239	55,102	239,404	209,349	

General and administrative	24,559	26,393	101,415	91,512
Restructuring	11,811	3,183	26,700	3,183
Total costs and expenses	278,005	237,561	998,894	845,406
Income from operations	78,150	57,749	234,873	106,237
Interest and other income, net	4,059	8,812	11,455	16,959
Income before income taxes	82,209	66,561	246,328	123,196
Provision for income taxes	(16,441)	(8,961)	(24,820)	(2,880)
Net income	\$65,768	\$57,600	\$221,508	\$120,316
Basic net income per share	\$0.29	\$0.26	\$0.98	\$0.54
Diluted net income per share	\$0.26	\$0.24	\$0.90	\$0.52
Shares used in computing basic net income per share	227,821	222,929	227,036	222,993
Shares used in computing diluted net income per share	252,674	239,674	246,977	231,304

Autodesk, Inc. Pro Forma Consolidated Statements of Income (See pro forma adjustments listed in the tables below) (In thousands, except per share data)

	2005	7 31, 2004	January 31, 2005 2004	
NT	(Unaudit	(ed	(Unaudit	ed)
Net revenues: License and other	\$303,704	\$262,119	\$1,057,108	\$836,737
Maintenance	52,451	33,191	176,659	114,906
Total net revenues	356,155	295,310	1,233,767	951,643
Costs and expenses: Cost of license and other revenues	39,561	32,535	152,446	132,727
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Marketing and sales	134,435	115,652	461,932	393,234
Research and development	63,239	55,102	239,404	209,349
General and administrative	24,559	26,393	101,415	91,512
Total costs and expenses	266,194	234,378	972,194	842,223
Income from operations	89,961	60,932	261,573	109,420
Interest and other income, net	4,059	8,812	11,455	16,959
Income before income taxes	94,020	69,744	273,028	126,379
Provision for income taxes	(18,804)	(16,739)	(54,606)	(30,332)

Pro forma net income	\$75,216	\$53,005	\$218,422	\$96,047
Basic pro forma net income per share	\$0.33	\$0.24	\$0.96	\$0.43
Diluted pro forma net income per share	\$0.30	\$0.22	\$0.88	\$0.42
Shares used in computing basic pro forma net income per share	227,821	222,929	227,036	222,993
Shares used in computing diluted pro forma net income per share		239,674	246,977	231,304
		ths Ended y 31, 2004 ted)	Year E Januar 2005 (Unaudi	y 31, 2004
A reconciliation between operation expenses on a GAAP basis and pro forma operating expenses is as follows:	ng			
GAAP costs and expenses	\$278,005	\$237,561	\$998,894	\$845,406
Restructuring	(11,811)	(3,183)	(26,700)	(3,183)
Pro forma costs and expenses	\$266,194	\$234,378	\$972,194	\$842,223
A reconciliation between income from operations on a GAAP basis and pro forma income from operat is as follows:	tions			
GAAP income from operations	\$78,150	\$57,749	\$234,873	\$106,237
Restructuring	11,811	3,183	26,700	3,183
Pro forma income from operations	\$89,961	\$60,932	\$261,573	\$109,420
A reconciliation between provisi- for income taxes on a GAAP basis and pro forma provision for income taxes is as follows:				
GAAP provision for income taxes	\$(16,441) \$(8,961)	\$(24,820)	\$(2,880)
Income tax effect on restructurin at the normalized rate	0	(765)	(5,341)	(765)
Dividends received deduction benefit for prior fiscal years			(15,540)	
Non-recurring tax benefit		(7,013)	(8,905)	(26,687)
Pro forma provision for income taxes	\$(18,804)	\$(16,739)	\$(54,606)	\$(30,332)
A reconciliation between net income on a GAAP basis and pro forma net income is as				

follows:

GAAP net income	\$65,768	\$57,600	\$221,508	\$120,316
Restructuring	11,811	3,183	26,700	3,183
Income tax effect on restructuring at the normalized rate		(765)	(5,341)	(765)
Dividends received deduction benefit for prior fiscal years			(15,540)	
Non-recurring tax benefit		(7,013)	(8,905)	(26,687)
Pro forma net income	\$75,216	\$53,005	\$218,422	\$96,047
A reconciliation between diluted net income per share on a GAAP basis and diluted pro forma net income per share is as follows	5:			
GAAP diluted net income per share	\$0.26	\$0.24	\$0.90	\$0.52
Restructuring	\$0.05	\$0.01	\$0.11	\$0.02
Income tax effect on restructuring at the normalized rate		\$	\$(0.02)	\$
Dividends received deduction benefit for prior fiscal years	\$	\$	\$(0.07)	\$
Non-recurring tax benefit	\$	\$(0.03)	\$(0.04)	(0.12)
Pro forma diluted net income per share	\$0.30	\$0.22	\$0.88	\$0.42

To supplement our consolidated financial statements presented on a GAAP basis, Autodesk uses pro forma measures of operating results, net income and net income per share, which are adjusted to exclude certain costs, expenses, gains and losses we believe appropriate to enhance an overall understanding of our past financial performance and also our prospects for the future. 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, the pro forma results are an indication of our baseline performance before gains, losses or other charges that are considered by management to be outside of our core operating results. In addition, these adjusted pro forma results are among the primary indicators management uses as a basis for our planning and forecasting of future periods. The presentation of this additional information is not meant to be considered in isolation or as a substitute for net income or diluted net income per share prepared in accordance with generally accepted accounting principles in the United States.

Autodesk, Inc.

Consolidated Balance Sheets (In thousands)

	January 31, 2005	January 31, 2004
	(Unaudited)	(Audited)
ASSETS:		
Current assets:		
Cash and cash equivalents	\$517,654	\$282,249
Marketable securities	15,038	81,275
Accounts receivable, net	196,827	166,816
Inventories	12,545	17,365
Deferred income taxes	14,250	25,410
Prepaid expenses and other current		
assets	25,483	24,137
Total current assets	781,797	597,252

Marketable securities		165,976
Computer equipment, software, furniture and leasehold		
improvements, at cost:		
Computer equipment, software and		
furniture	191,656	206,319
Leasehold improvements	32,586	34,526
Less accumulated depreciation	(154,676)	(174,371)
Net	69,566	66,474
Purchased technologies and		
capitalized software, net	9,319	19,378
Goodwill	166,628	160,094
Deferred income taxes, net	105,061	
Other assets	9,833	7,986
	\$1,142,204	\$1,017,160
LIABILITIES AND STOCKHOLDERS' EQUITY:		
Current liabilities:		
Accounts payable	\$46,234	\$52,307
Accrued compensation	144,145	92,830
Accrued income taxes	41,549	50,695
Deferred revenues	178,701	127,276
Other accrued liabilities	66,839	61,814
Total current liabilities	477,468	384,922
Deferred income taxes, net		7,849
Deferred revenues	15,528	
Other liabilities	1,130	2,746
Stockholders' equity:		
Preferred stock		
Common stock and additional paid-in		
capital	625,225	473,673
Accumulated other comprehensive		
loss	(2,843)	(4,754)
Deferred compensation	(269) 25,965	(451)
Retained earnings Total stockholders' equity	648,078	153,175 621,643
	\$1,142,204	\$1,017,160
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Autodesk, Inc. Condensed Consolidated Statements of Cash (In thousands)	n Flows	
	January 31,	January 31,
	2005	2004
	(Unaudited)	(Audited)
Operating Activities	4001 500	4100 D1C
Net income	\$221,508	\$120,316
Adjustments to reconcile net income to net cash provided by operating		
activities:		
Depreciation and amortization	51,949	50,292
Stock compensation expense	3,909	1,775
Net loss on fixed asset		
disposals	556	
Write-downs of cost method		
investments		596

Tax benefits from employee stock plans		1	116,856		
Restructuring related net	-		9,212		3,183
Changes in operating a and liabilities	assets	((30,858)		43,921
Net cash provided by operation activities	ng	3	73,132		220,083
Investing Activities Net (purchases) sales and					
maturities of available-formarketable securities	or-sale		220 674		(24,020)
Capital and other expenditu			230,674 (40,835)		(24,039) (25,852)
Business combinations, net acquired	of cash	(11,750)		(5,150)
Other investing activities Net cash provided by (used in	n)		(2,449)		(3,951)
investing activities		:	175,640		(58,992)
Financing activities Proceeds from issuance of a	common				
stock, net of issuance cos			242,225		115,401
Repurchases of common stock	2		546,408)		(178,463)
Dividends paid Net cash used in financing ac			(13,566) (317,749)		(13,408) (76,470)
Net cash used in financing at	SUIVILIES		(317,749)		(70,470)
Effect of exchange rate change cash and cash equivalents	ges on		4,382		11,251
Net increase in cash and cash equivalents		2	35,405		95,872
Cash and cash equivalents at beginning of year			282,249		186,377
Cash and cash equivalents at year	end of	\$5	17,654	\$2	282,249
Supplemental cash flow infor Net cash paid (received) du year for income taxes		:	\$16,517	S	\$(19,329)
Fiscal Year 2005 Financial Statistics	QTR 1	QTR 2	QTR 3	QTR 4	YTD2005
(in millions):	4007 0	4070 C	#200 0	425C 0	41 000 0
Total net revenues License and other	\$297.9	\$279.6	\$300.2		\$1,233.8
revenues Maintenance revenues			\$254.5 \$45.7		\$1,057.1 \$176.7
Gross Margin	86%	86%	86%	88%	86%
GAAP Operating Expenses	\$202.5	\$190.0	\$202.9	\$234.0	\$829.5
GAAP Operating Margin	18%			22%	
GAAP Net Income GAAP Net Income	\$42.5	\$39.2	\$74.1	\$65.8	\$221.5
Per Share (diluted) (6)	\$0.18	\$0.16	\$0.30	\$0.26	\$0.90
Pro Forma Operating					
Expenses (1) (2)	\$194.2	\$186.3	\$ 200.0	\$ 222.2	\$802.7
Pro Forma Operating Margin (1) (3) Pro Forma Net	21%	19%	19%	25%	21%
Income (1) (4)	\$51.3	\$44.2	\$47.7	\$75.2	\$218.4

Pro Forma Net					
Income Per Share (diluted) (1) (5) (6) Total Cash and Marketable	\$0.22	\$0.18	\$0.19	\$0.30	\$0.88
Securities	\$519.4	\$571.7	\$518.0	\$532.7	\$532.7
Days Sales Outstanding	. 43	. 51	. 50	. 50	50
Capital Expenditures	\$5.9	\$9.9	\$13.5	\$11.5	\$40.8
Cash from Operations	\$55.2	\$83.5	\$90.8	\$143.7	\$373.1
GAAP Depreciation and					
Amortization	\$12.5	\$12.9	\$13.2	\$13.4	\$52.0
Revenue by Geography (in millions):					
Americas	\$121.5	\$115.1	\$137.0	\$137.3	\$510.9
Europe	\$108.8	\$98.9	\$95.8	\$140.2	\$443.7
Asia/Pacific	\$67.6	\$65.6	\$67.4	\$78.7	\$279.2
Revenue by Division (in millions):					
Design Solutions Segment	\$261.6	\$243.8	\$257.9	\$314.0	\$1,077.3
Manufacturing Solutions Division	\$44.8	\$44.2	\$50.4	\$60.1	\$199.5
Infrastructure Solutions Division	\$33.5	\$31.4	\$33.0	\$40.3	\$138.3
Building Solutions Group	\$27.2	\$28.8	\$29.1	\$39.3	\$124.3
Platform Technology	ŞZ1.Z			Ş39.3	
Group and other	\$156.1	\$139.4		\$174.3	\$615.2
Discreet Segment	\$36.1	\$35.3	\$41.6	\$41.0	\$154.1
Upgrade Revenue					
(in millions):		61C 1	<u>с</u> г о	400 O	40C1 0
Upgrade Revenue	\$66.2	\$46.4	\$55.8	\$92.9	\$261.3
Deferred Maintenance					
Revenue (in millions):					
Deferred Maintenance					
Revenue Balance	\$96.7	\$107.1	\$113.0	\$140.8	\$140.8
Operating Income (Loss)					
by Segment (in millions):					
Design Solutions			\$115.8		\$495.2
Discreet	\$1.8	-		\$9.0	
Unallocated amounts	Ş(72.5)	Ş(62.3)	\$(67.4)	\$('/9 . 5)	\$(281.7)
Headcount:					
Headcount	3,409	3,443	3,437	3,477	3,477
Common Stock Statistics (6):					
Stock Outstanding					
Pro Forma EPS					
Calcula-					
tion -					
	07,000 2	48,045,0	00 252,6	574,000	246,977,000
Stock					
Repur-					
chased 10,365,200 3,33	19,600	8,032,20	00 4,1	99,800	25,916,800
Installed					
Base					
Statistics:					
AutoCAD					
Total AutoCAD-					
based					
Installed					

3,571,800 3,618,000 3,469,400 3,514,600 3,618,000 Base* Stand-alone AutoCAD 2,490,000 AutoCAD Mechanical 149,400 AutoCAD Map 203,700 383,900 Architectural Desktop 109,900 Land Desktop *Includes prior period adjustment of approximately 28,000 seats AutoCAD LT Installed Base 2,677,900 Total Inventor Installed Base 306,600 349,500 388,800 422,900 422,900

(1) To supplement our consolidated financial statements presented on a GAAP basis, Autodesk uses pro forma measures of operating results, net income and net income per share, which are adjusted to exclude certain costs, expenses, gains and losses we believe appropriate to enhance an overall understanding of our past financial performance and also our prospects for the future. 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, the pro forma results are an indication of our baseline performance before gains, losses or other charges that are considered by management to be outside of our core operating results. In addition, these adjusted pro forma results are among the primary indicators management uses as a basis for our planning and forecasting of future periods. The presentation of this additional information is not meant to be considered in isolation or as a substitute for net

income or diluted net income per share prepared in accordance with generally accepted accounting principles in the United States.

(2)	GAAP	Operating
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(2)	GAAP Operating					
	Expenses	\$202.5	\$ 190.0	\$ 202.9	\$ 234.0	\$829.5
	Restructuring	\$(8.3)	\$(3.7)	\$(2.9)	\$(11.8)	\$(26.7)
	Pro Forma Operating					
	Expenses	\$194.2	\$ 186.3	\$ 200.0	\$ 222.2	\$802.7
(3)	GAAP Operating					
	Margin	18%	18%	18%	22%	19%
	Restructuring	3%	1%	1%	3%	2%
	Pro Forma					
	Operating Margin	21%	19%	19%	25%	21%
(4)	GAAP Net					
	Income	\$42.505	\$39.165	\$74.070	\$65.768 \$	221.508
	Restructuring	\$8.250	\$ 3.717	\$ 2.922	\$11.811 \$	26.700
	Income tax effect					
	on restructuring (7)	\$(1.650)	\$(0.744)	\$(0.584)	\$(2.363)	\$(5.341)
	Dividends Received					
	Deduction benefit					
	for current					
	fiscal year (7)	\$2.244	\$ 2.054	\$(4.298)	\$	\$
	Dividends Received					
	Deduction benefit					

for prior fiscal years (7) Non-recurring	\$	\$	\$(15.540)	\$	\$(15.540)
tax benefit	\$	\$	\$(8.905)	\$	\$(8.905)
Pro Forma	·		,	·	
Net Income	\$51.349	\$44.192	\$47.665	\$75.216	\$218.422
Income tax effect on					
restructuring (7)	\$(0.007)	\$(0.003) \$(0.002)	\$(0.009)	\$(0.022)
Dividends Received Deduction benefit for current					
fiscal year (7)	\$0.009	\$ 0.008	\$(0.017)	\$	\$
Dividends Received Deduction benefit for prior					
fiscal years (7)	\$	\$	\$(0.064)	\$	\$(0.063)
Non-recurring tax benefit Pro Forma Net Income Per Share	\$	\$	\$(0.036)	\$	\$(0.036)
(diluted) (6)	\$0.215	\$ 0.176	\$ 0.192	\$ 0.298	\$0.884

- (6) On November 16, 2004 the Board of Directors authorized a two-for-one stock split in the form of a stock dividend to stockholders of record as of December 6, 2004. Historical common stock statistics and per share amounts have been restated to reflect the effect of the stock split.
- (7) In the third quarter of fiscal 2005, Autodesk determined that its consolidated fiscal year effective income tax rate declined from 24% to 20%. For purposes of comparison, we have assumed the new estimated effective income tax rate of 20% in calculating our pro forma net income and pro forma earnings per share for each individual quarter of fiscal 2005.

SOURCE Autodesk Inc.

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