

WebEx Communications Inc.

Subrah Iyar
November 9, 2005

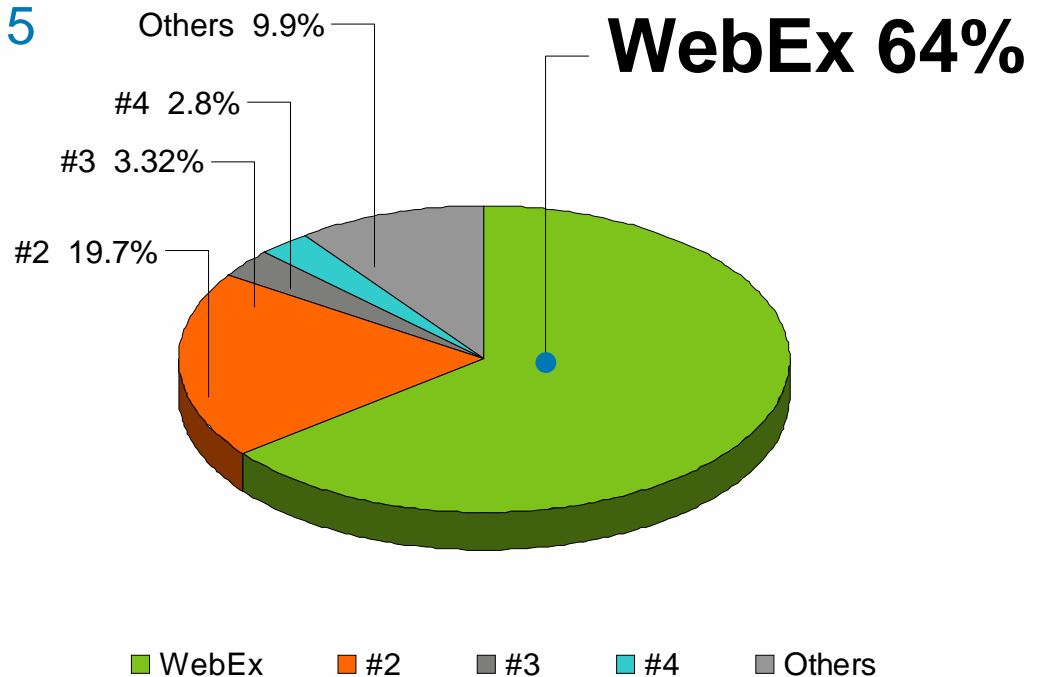


WebEx: The On-Demand Market Leader

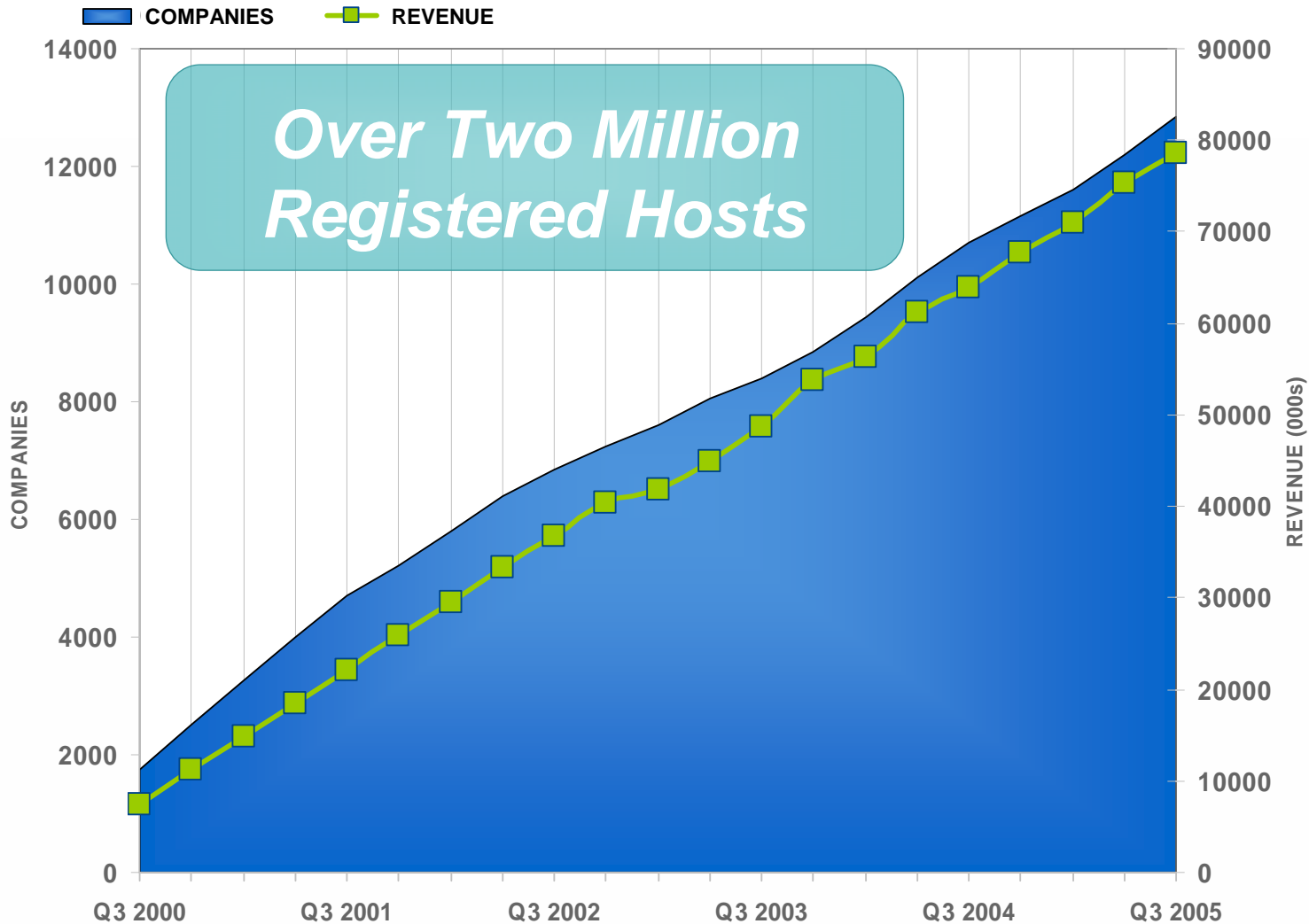
- #1 in On-Demand Market
- 24 Quarters of Increasing Revenue
- 100x Revenue Growth Over 5 Years



Over **3x** market share of closest competitor



Leading the Market in Revenue & Customers

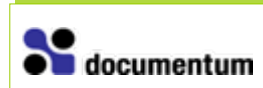


The World's Largest Companies Choose WebEx

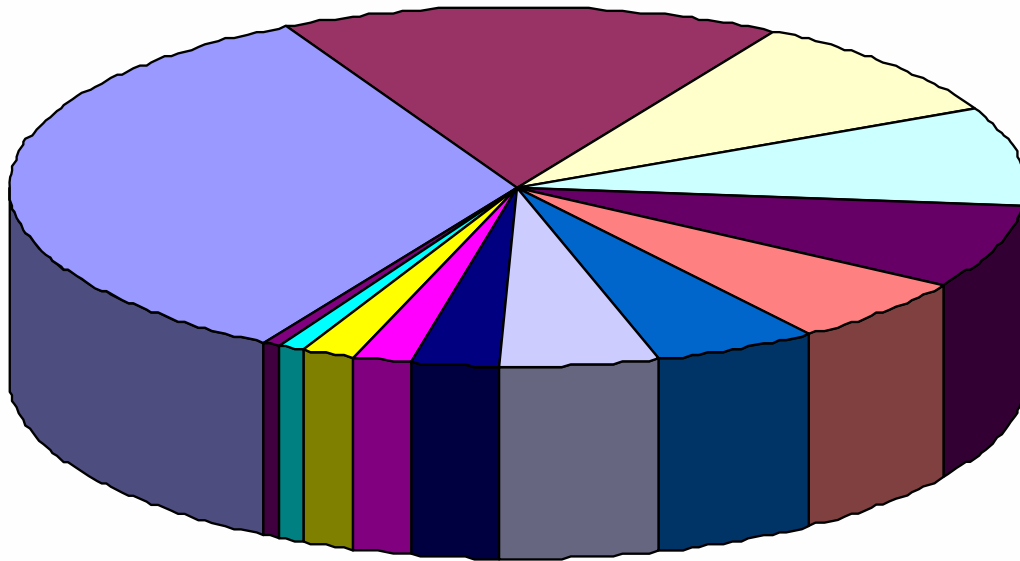


12,850 Companies Worldwide

- 12 of the top 15 largest U.S. Pharmaceutical companies
- 8 of the 10 largest U.S. Health Care companies
- 9 of the 10 largest U.S. Banks
- 14 of the top 15 U.S. Aerospace & Defense firms



All Industries Use WebEx



- 34% Technology & Information
- 16% Professional Services
- 9% Retail & Wholesale Trade
- 9% Manufacturing
- 7% Finance & Insurance
- 6% Business & Transportation Services
- 5% Other
- 5% Health Care

- 3% Construction & Real Estate
- 2% Education
- 2% Leisure & Entertainment
- 1% Government
- 1% Energy & Utilities

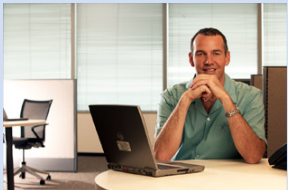
81%
of Fortune 100
Use WebEx

WebEx is Changing the Way Business is Done

3.5 Million
People Use WebEx Every Month

89%
of Users Consider **WebEx Strategic** to
Their Job

“WebEx has become a mission-critical part of our business communications. We started using WebEx Meeting Center a few years ago and we are now expanding across the organization with WebEx Enterprise Edition.”



Tom Schunk
Director of Strategic
Relationships at Emerson

Changing The Way Business is Done at LSI



- A new go-to-market approach: WebEx-enabled mortgage closing process
- First in the industry, fully integrated
- Slashed process from **~60 days to ~6 hours**

“This is the Holy Grail!”

LSI Customers



WebEx Strengths



Unique Technology Advantage

728RH	#DOW	JONES	INDUSTRIAL
487DH	#DJIA	TOPS	10000 POINT
NOU	+42.18	VOLU	76,488,400
NOP	10000.95	UVOL	48,738,500
TIL	+2.60	DVOL	19,350,800
RAH	-7.65	TRIN	.47
487DH	#DJIA	TOPS	10000 POINT
NOU	+42.18	VOLU	76,488,400
NOP	10000.95	UVOL	48,738,500

Unique Network Infrastructure



Unique Distribution Capability



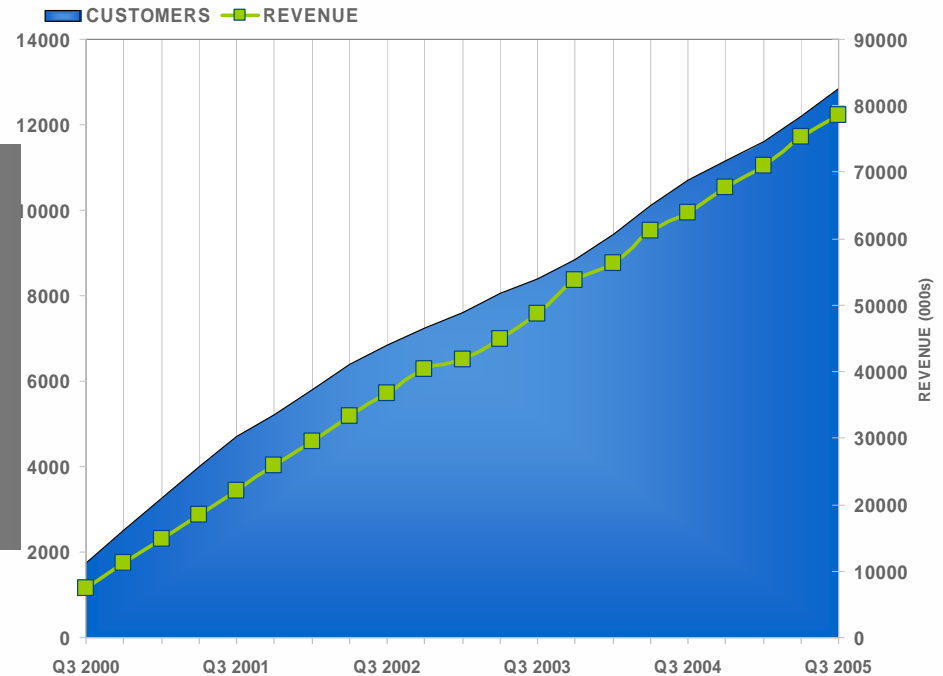
Unique Technology Advantage

- \$150 Million Invested in R&D
- Ninth Year of Technology Investment
- Currently investing Approximately 16% of Revenue in R&D
- 25 Patents awarded with Additional 40 Currently Filed
- 19 Products and Services



Resilience to Competition

- Microsoft bundles Netmeeting For Free (1996)
- IBM acquires Databeam
- Cisco acquires Webline
- Akamai acquires NetPodium
- Microsoft Launches Conference server
- Raindance acquires Contigo
- IBM releases web conferencing server
- Microsoft launches XP
- Genesys announces low prices
- Oracle announces iMeeting
- Microsoft Acquires Placeware
- Cisco acquires Latitude
- Macromedia announces Breeze
- Citrix acquires Expertcity
- Microsoft acquires Groove (2005)



Unique Network Infrastructure: WebEx MediaTone Network

- **4th Generation of MediaTone Architecture**
- **1500 People-Years of Effort**
- **99.99%+ Availability**
- **36 Globally Linked Collaboration Clusters**
- **2000 Servers Around the World**
- **Sessions Held in Over 70 Countries**
- **Presence on 5 Continents**

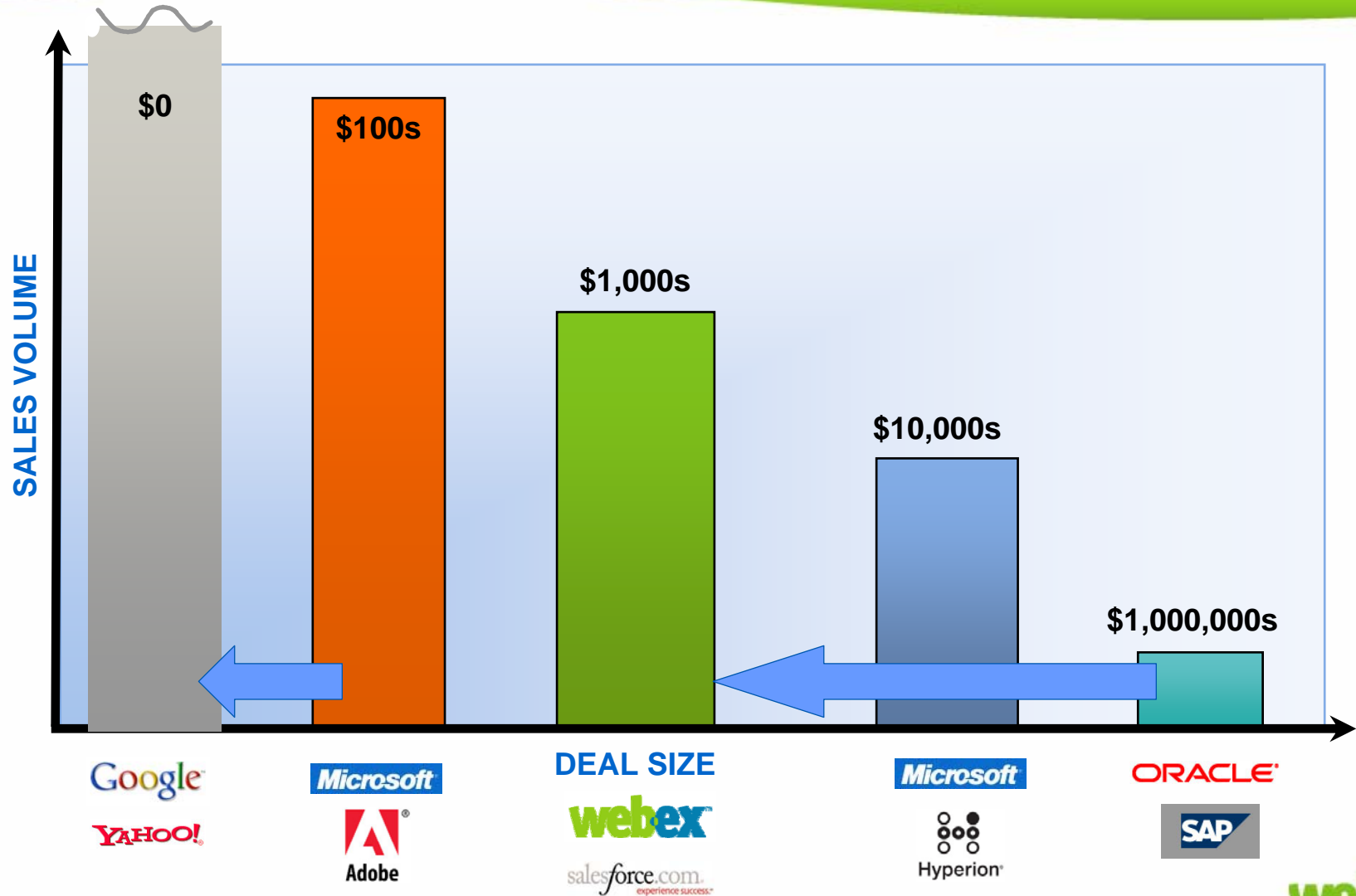
The World's Most Scalable and Dependable On-Demand Platform

Aggregate International Internet Capacity (Gbps)

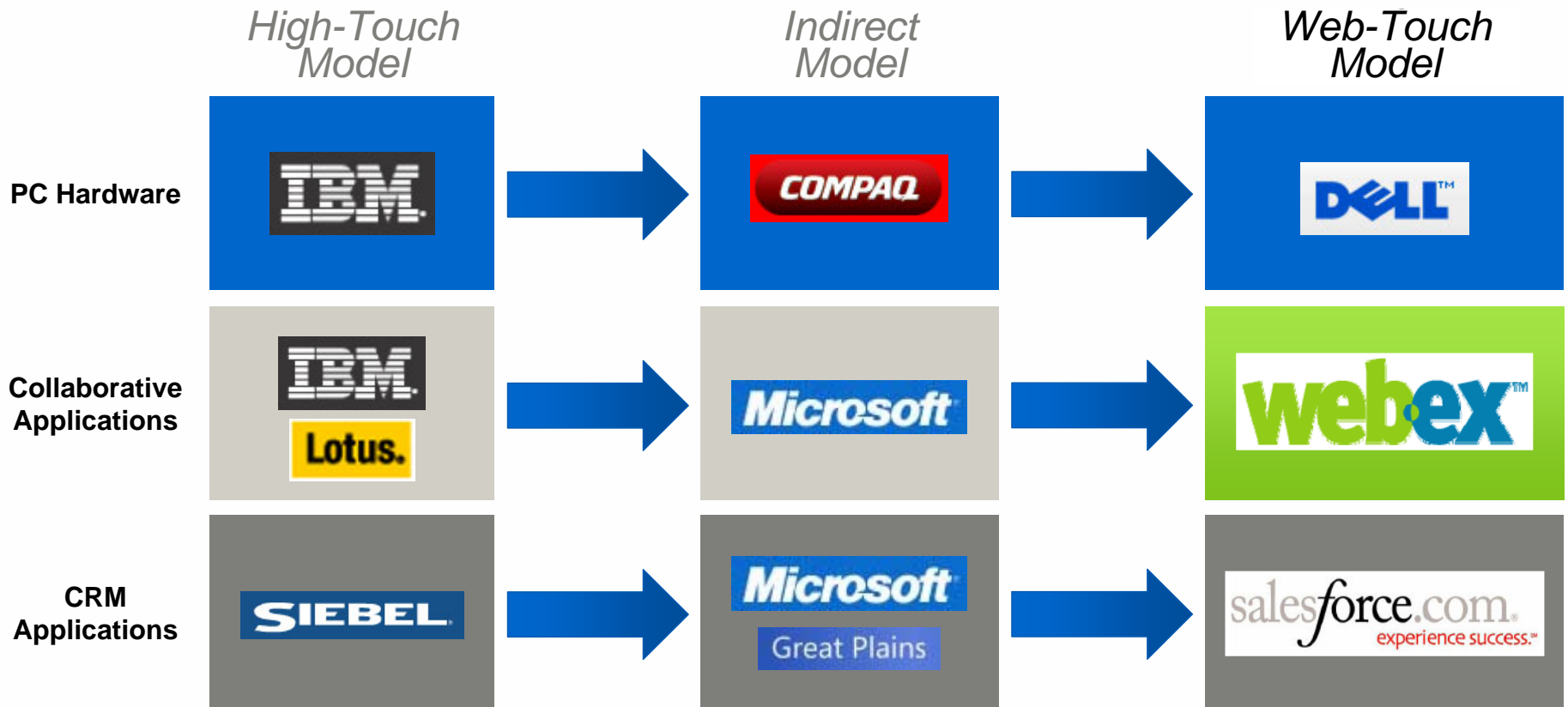
150 50 15

 MediaTone Hub
 MediaTone Network

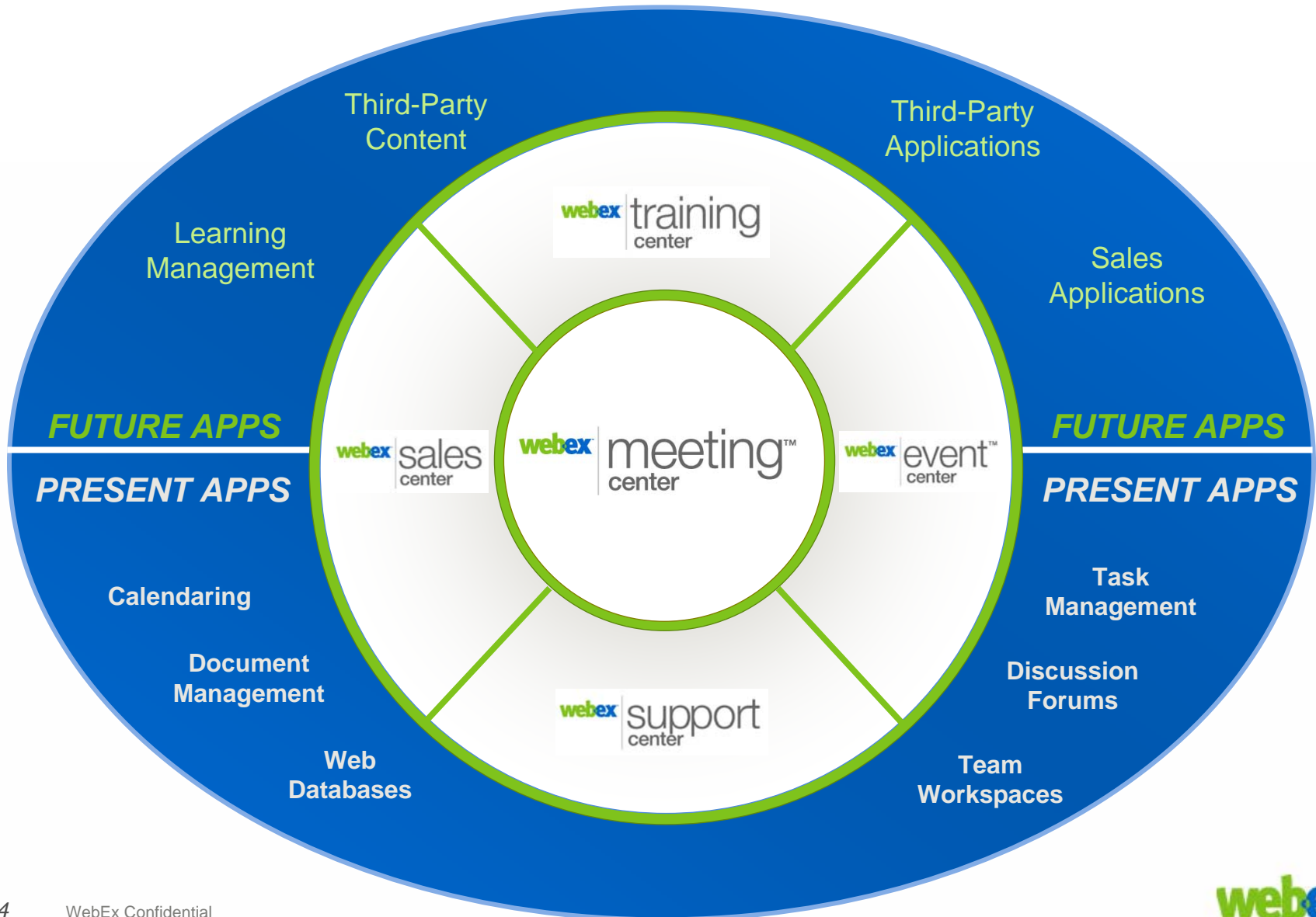
Evolution of the Software Industry



Unique Distribution Capability: Exploiting the Internet to Optimize Business Velocity



Speeding Into the Future



Partners Play an Important Role

Business Software Solutions



Expanding Opportunities with WebEx WebOffice

WebOffices



Support
Center

Training
Center

Event
Center

Sales
Center

New WebEx
Application

New WebEx
Application

3rd Party
Application

Real-Time + Asynchronous = *All Time Collaboration*



Thank You

