

The Aveva logo is displayed in a bold, blue, sans-serif font. The letter 'E' is stylized with three horizontal bars. The background of the slide features a complex, light blue geometric pattern of overlapping lines.

CONTINUAL PROGRESSION

Results for Year Ended 31 March 2008

Richard Longdon

Chief Executive

Paul Taylor

Finance Director

Agenda

- Introduction
- Highlights for the year ended 31 March 2008
- Review of key markets
- Summary
- Appendix

Background

AVEVA is the world's leading engineering IT software provider to the Plant, Power and Marine industries.

Our global blue chip customer base continues to entrust us with developing lifecycle engineering data management solutions that will keep their organisations at the forefront of these rapidly expanding markets by helping to improve efficiency and productivity, where our products are used for creation, management, protection and sharing of design information from concept to operation.

AVEVA operates globally with R&D in five locations and a network of offices spanning twenty four countries.



Highlights

- Another year of record levels of revenue, profit and cash
- Growth across all our major geographies and sectors
- High levels of investment in Research and Development
- Launch of version 12 Plant and Marine products
- Retention and recruitment of the highest quality individuals to support the Group's expansion

Financial Highlights

	March 2008	March 2007	Increase
▪ Revenue	£127.6m	£94.9m	34%
▪ Gross profit	£97.8m	£67.6m	45%
▪ Adjusted profit before tax *	£47.9m	£28.1m	70%
▪ Profit before tax	£45.0m	£24.6m	83%
▪ Adjusted basic earnings per share	55.22p	31.71p	74%
▪ Basic earnings per share	50.80p	26.59p	91%
▪ Dividend per share	6.65p	4.18p	59%

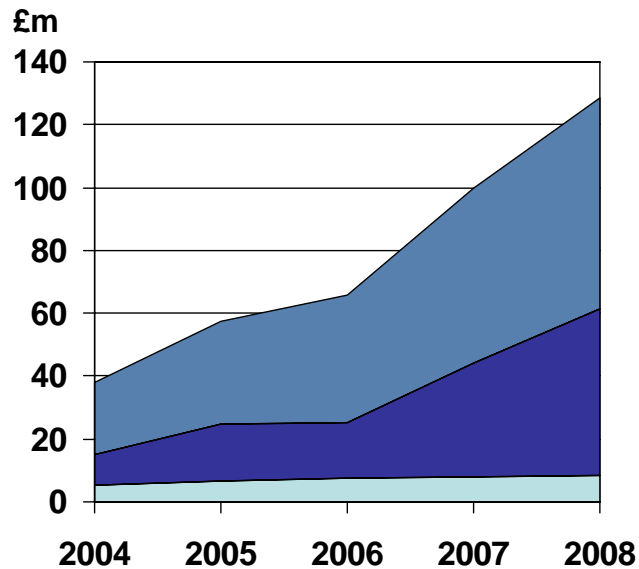
* Adjusted profit before tax is before amortisation of intangibles, share-based payments and adjustment to goodwill

Financial Highlights 2008

- Recurring revenue up 25% to £66.1m
- Continued investment in R&D, up 21% to £21.3m
- Net cash generated from operating activities amounted to £43.3m (2007 - £21.9m)
- Net cash as at 31 March 2008 amounted to £82.8m
- Increase in trade and other receivables of 18% to £43.2m
- Increase in deferred revenue of 30% to £20.0m

Revenue by Category

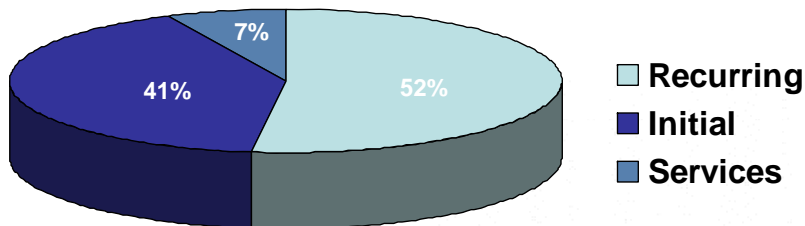
Analysis of revenue by category for years ended 31 March



2008

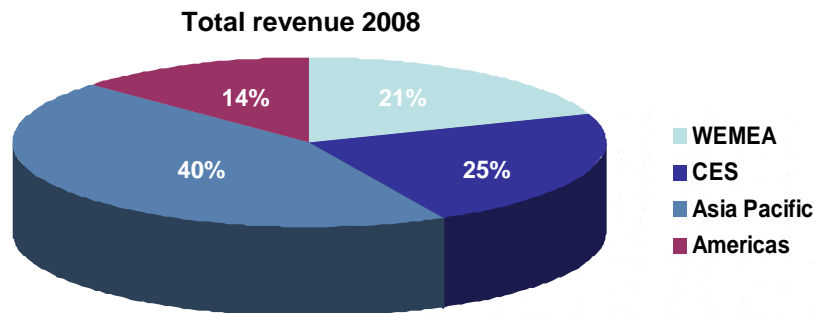
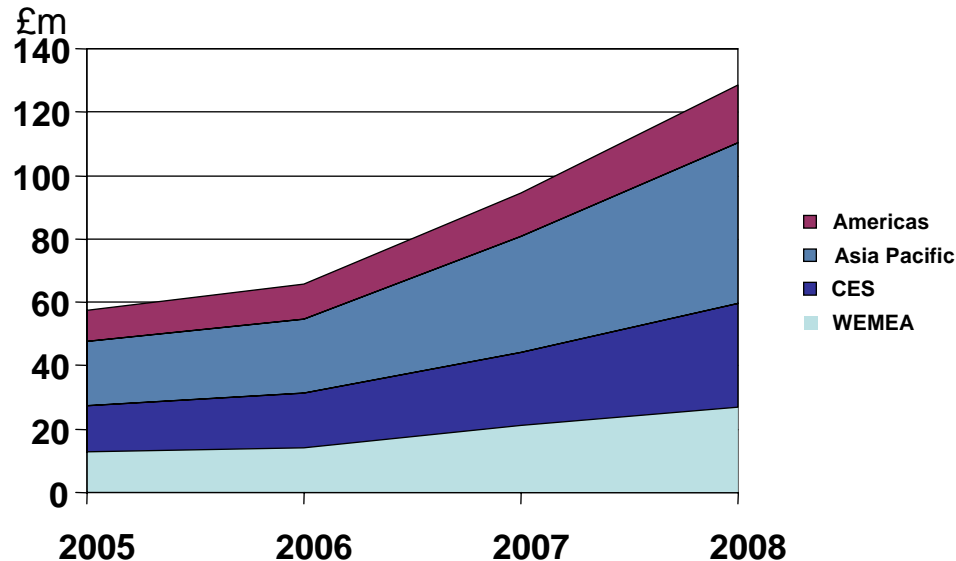
- Revenue grew by 34%
- Recurring revenue grew 25% representing 52% of total revenue
- Initial fees increased 55% driven by growth in Asia and continued long-term visibility of customer order books

Total revenue 2008



Revenue by Geography

Analysis of revenue by geography for years ended 31 March



2008

- Exceptional growth in Asia Pacific driven by Marine and developing Power markets
- Despite the impact of exchange rate, growth in the Americas was satisfactory with significant new customer wins
- Growth in WEMEA for 2008 achieved through traditional oil and gas markets, and expanding marine opportunities
- CES market buoyed by opportunities in Russia and wins from our competition

Our Commitment to Research and Development

- Our unique database remains a key differentiator
- Version 12 Plant and Marine
 - Commercially available since January 2008 + being progressively rolled-out to customers
 - Seamless upgrade and compatibility – in line with AVEVA's continual progression strategy
 - Setting new standards in design productivity with ease of use, rule-based design, automation and faster deployment
 - Offering customers the potential for further savings by extending the scope and ability to control, manage and share project information globally
- AVEVA NET
 - Strategic investment to deliver a value proposition
 - A fragmented market with huge opportunities
 - AVEVA NET Enterprise – a new, fully configurable version of the platform to be launched in June 2008

Markets Served

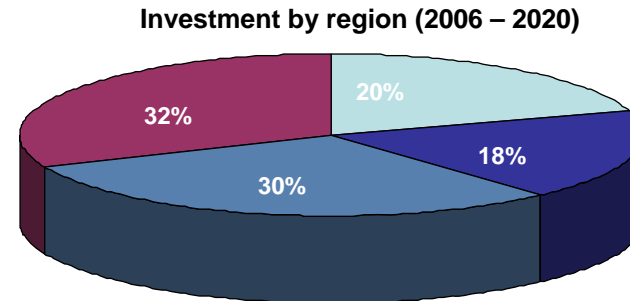
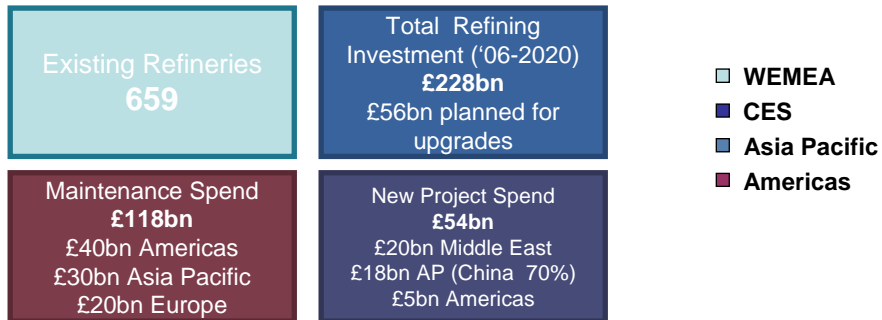
- AVEVA's Plant market comprises:
 - Oil and Gas representing approximately 35% of revenue
 - Power market representing approximately 20% of revenue
 - Other, including Paper, Pulp and Mining amount to approximately 15%
- The Marine market generates approximately 30% of revenue, predominately commercial shipbuilding, with naval markets across the world gathering pace

Plant – Key Themes

- Global Demand
 - Industrialisation of developing nations is providing a catalyst for increased energy consumption
- Oil Price
 - Visibility of projects increased with rising oil price and bolstering high returns for operating companies leading to renewed investment
- Security and Complexity
 - Political uncertainty is having a significant effect on new project and driving investments in less volatile energy sources eg oil sands in Canada, deep water West Coast Africa and Nuclear
- Green Issues
 - Nuclear power provides the opportunity to mitigate carbon emissions for national targets whilst giving security over national supply
- Manpower
 - The Plant sector has, and continues to experience record levels of growth. The growth in engineering contractor backlogs is, in many cases, exceeding the growth in available manpower

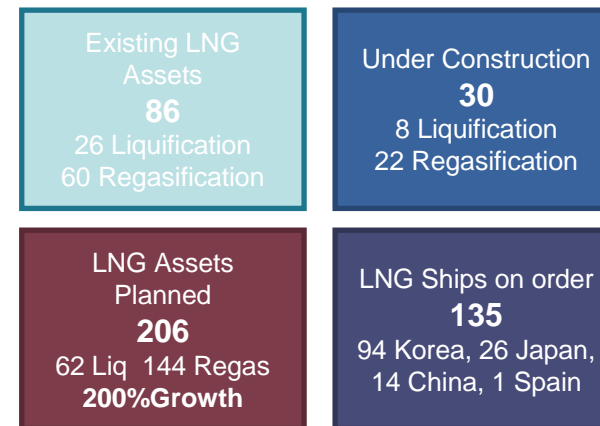
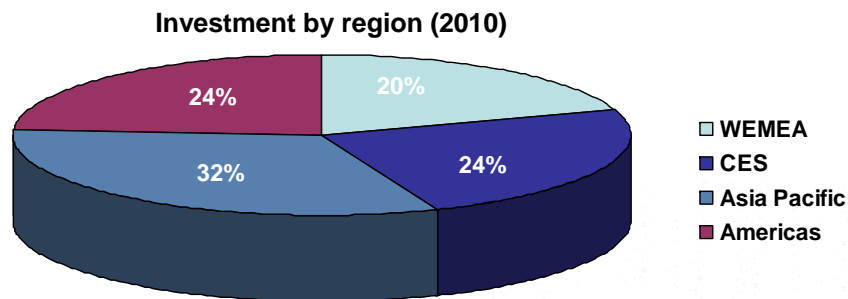
Plant Markets

Plant Refining



Sources
www.datamonitor.com World Oil Outlook- OPEC, Oil Company Annual Report

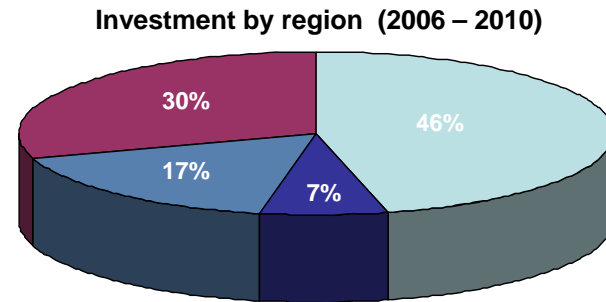
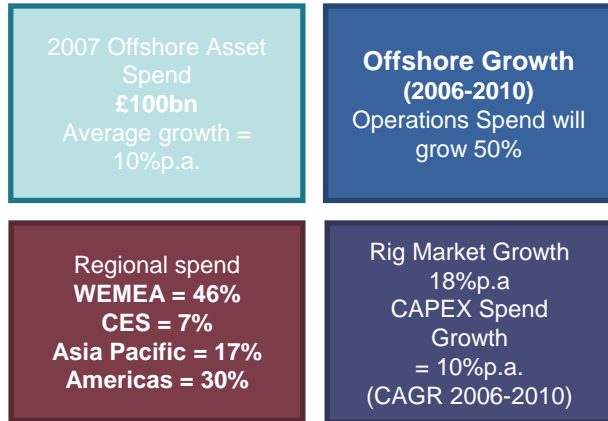
Plant LNG



Sources: Annual Reports, EIC Database,
www.coltoncompany.com, www.energy.ca.com

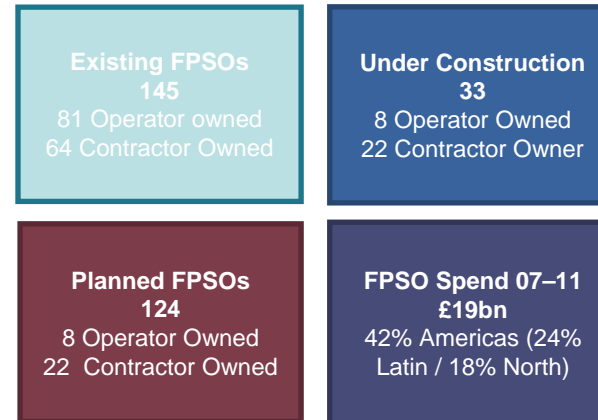
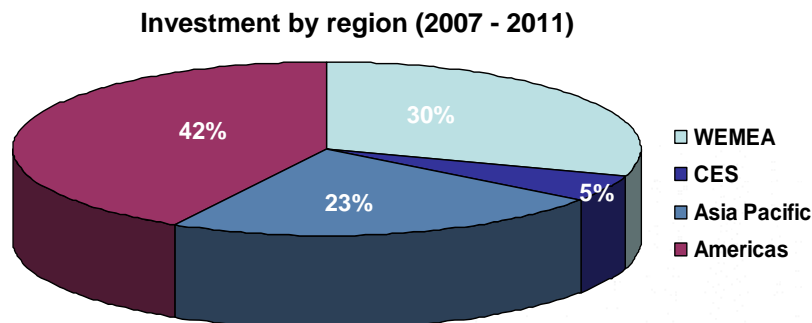
Plant Markets - continued

Plant - Offshore



Sources:
Colton Company, Rigzone, Keppel Shipyards, Oil & Gas Journal

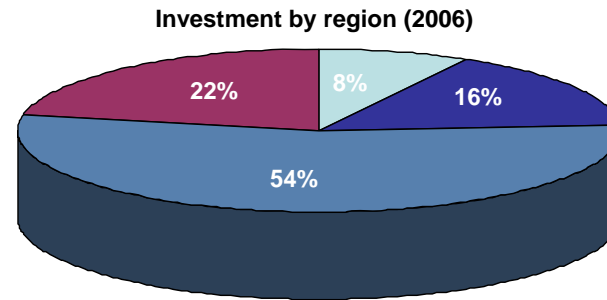
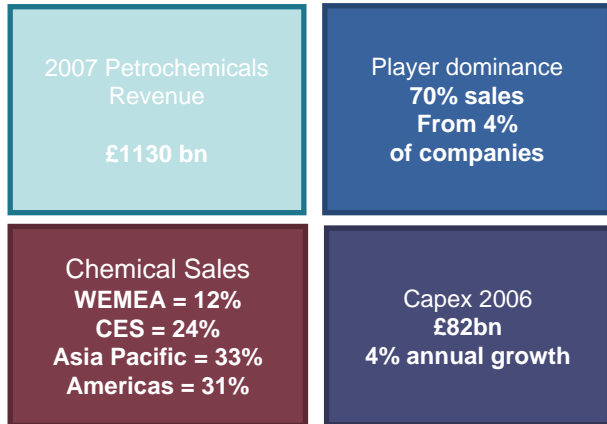
Plant – Offshore FPSOs



Sources: www.offshore-mag.com, Carnegie Securities Research Petroleum GeoServices, Wiki, Lehman Brothers

Plant Markets – continued

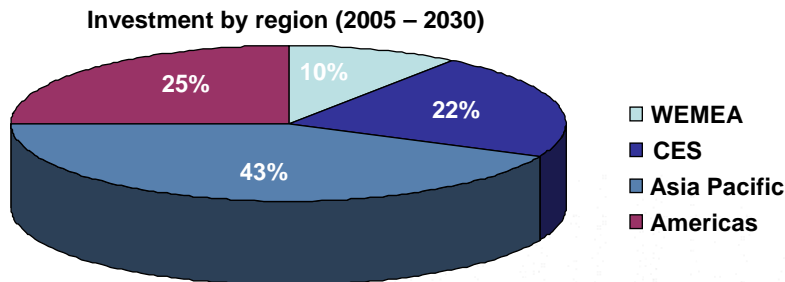
Plant Chemicals



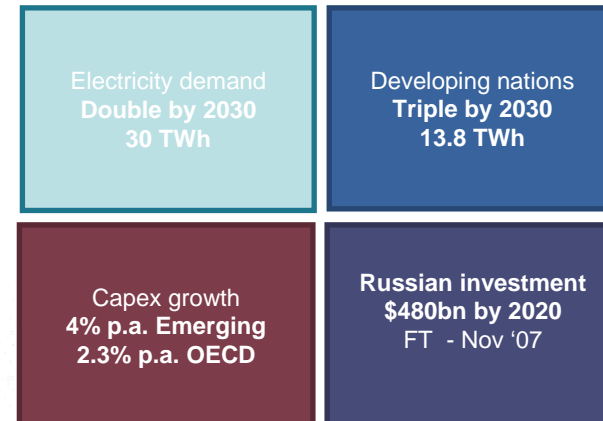
- WEMEA
- CES
- Asia Pacific
- Americas

Sources:
Colton Company, Rigzone, Keppel Shipyards, Oil & Gas Journal, Ceficl

Plant Power

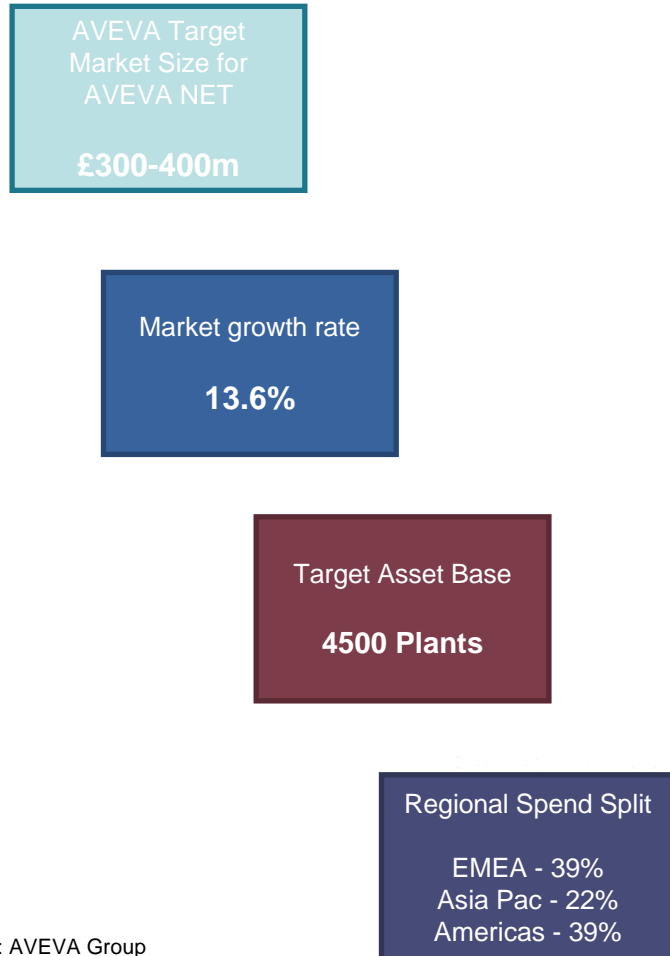


- WEMEA
- CES
- Asia Pacific
- Americas



Source: AVEVA Group

Plant Lifecycle (PLM)

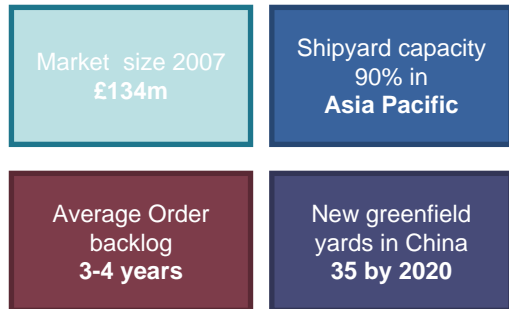


Source: AVEVA Group

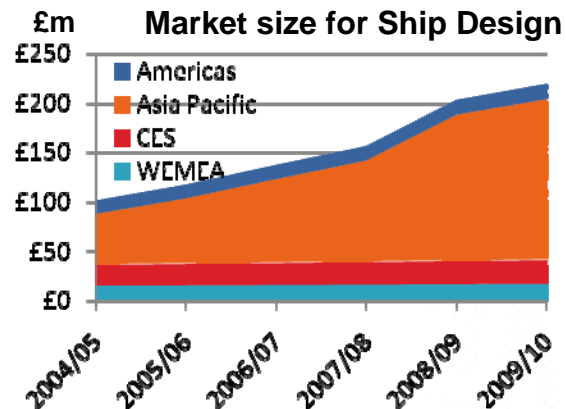
Market Characteristics

- Compliance
 - Information integrity
 - Statutory Safety (OSHA, HSE etc)
- Maintenance Support
 - Information access for general maintenance activities
 - Maintenance standards and instructions
 - Equipment and piping inspection
- Engineering Support
 - Day-to-day operations and maintenance support
 - Revamps and debottlenecking
- Operations Support
 - Shift handover
 - Permit to work
 - Work order management

Marine Commercial Shipbuilding



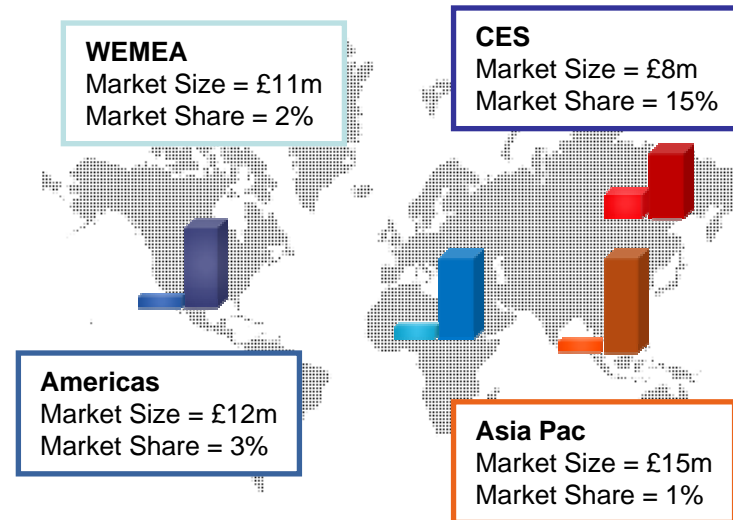
Source: Fairplay, Platou Report, World Yards, Cotton Company



- Yard Productivity Gains: South Korea particularly, and Japan are making significant efforts to improve existing yard capacity
- Staff Shortages: as with Plant, there is growing concern over a global shortage of suitable engineers and naval architects. Shortage of engineers will drive yards towards using latest and most efficient design tools
- Demand/output: demand continues to grow and order backlogs are stretching 3-4 years, all sources are forecasting no let up in output in the near future. Fairplay forecast growth of 26%, 23%, 22% for 2008, 2009 and 2010 respectively

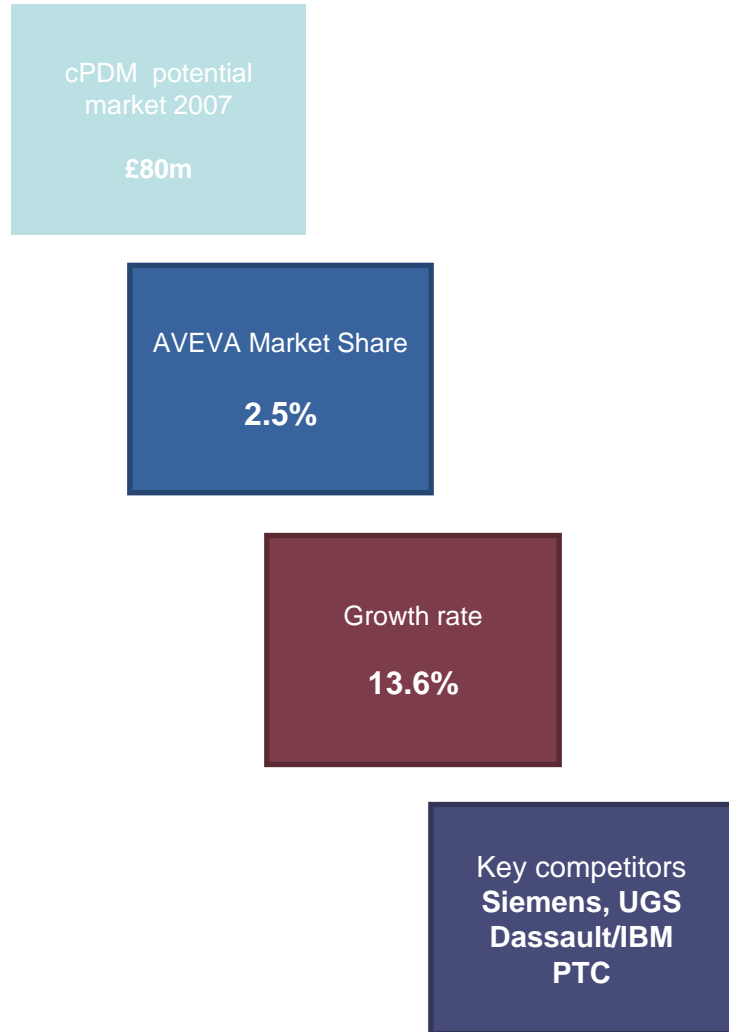
Marine Naval Shipbuilding

Market size 2007 £46m	AVEVA Market Share 2%
Growth rate Static	Regional spends WEMEA = £11m CES = £8m Asia Pac = £15m Americas = £12m



- Opportunity lies in edging out incumbent major vendors and conversion from less sophisticated CAD systems. All major Naval design and build activity is in the home territory of the commissioning country for security and other nationalistic reasons
- Top navies include: USA, Russia, China, Japan, UK and France
- There is also likely to be a preference to work with a local vendor
- By far the largest market is the US. Very long sales cycles

Marine Shipbuilding Lifecycle (cPDM)



- cPDM shipbuilding market is currently at an early stage
- Competition within the market will increase as the potential is better understood
- Current market addressed by discrete solutions. AVEVA is well placed to develop its products and customer relationships to offer broader enterprise implementations

Summary and Outlook

- Another exceptional year of growth and investment
- Existing markets look set for continued growth
- Opportunity of BRIC markets
- AVEVA NET beginning to gain traction in the “early stage” PLM market
- We therefore look forward to the Group’s continued progress

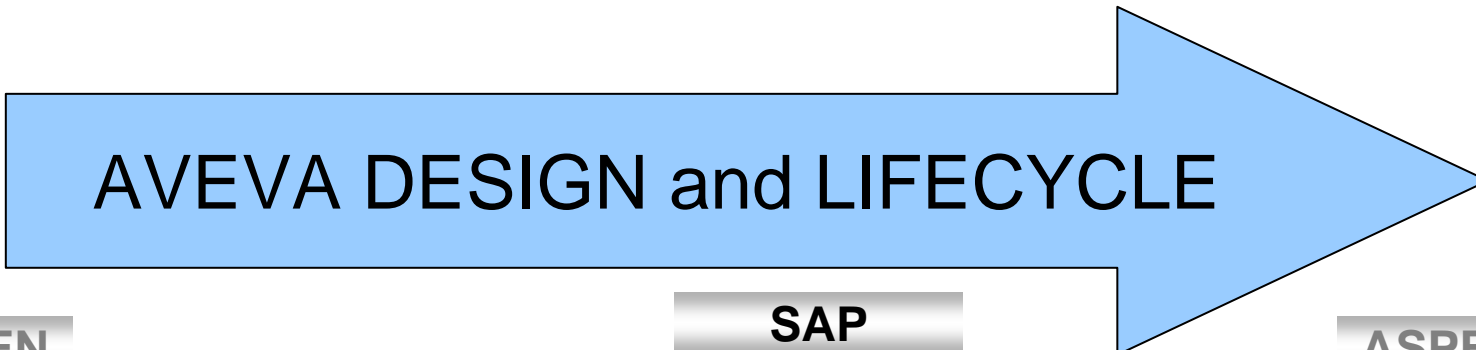
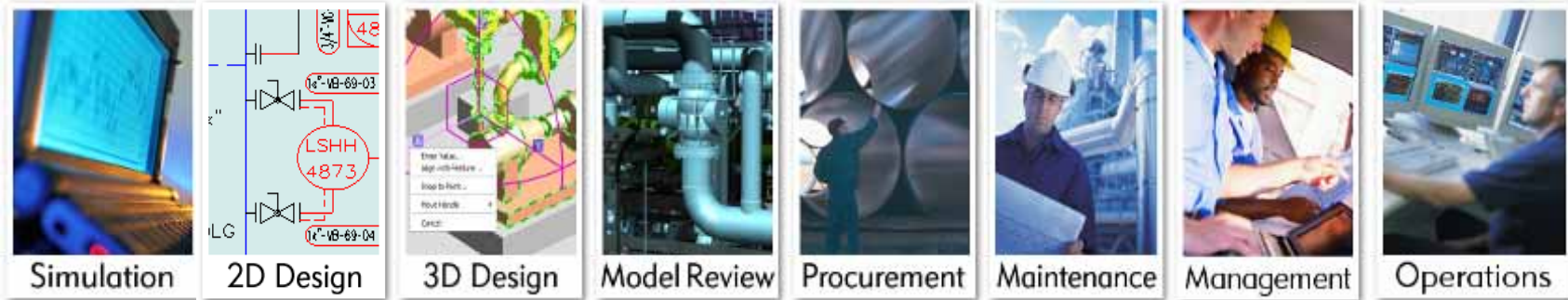
Appendix

A large, stylized blue logo of the word "AVEVA" is centered on the page. The letters are bold and blocky. Behind the logo is a complex wireframe structure of blue lines that forms a sphere, with lines radiating outwards from the center, creating a sense of depth and motion. The background of the entire page is white with a faint, light blue grid pattern.

AVEVA

CONTINUAL PROGRESSION

AVEVA Products and Competitive Landscape



ASPEN

SAP

ASPEN

BENTLEY

Primavera

INTERGRAPH

PTC

DASSAULT

IBM/DASSAULT

SIEMENS (UGS)

IN-HOUSE SYSTEMS

Consolidated Income Statement

	2008 £000	2007 £000
Revenue	127,561	94,906
Cost of sales	(29,793)	(27,269)
Gross profit	97,768	67,637
Operating expenses		
Selling and distribution costs	(39,025)	(30,541)
Administrative expenses	(15,582)	(13,061)
Total operating expenses	(54,607)	(43,602)
Profit from operations	43,161	24,035
Finance revenue	3,785	2,297
Finance costs	(1,979)	(1,682)
Profit before tax	44,967	24,650
Analysis of profit before tax		
Profit before tax, share-based payments, amortisation and goodwill adjustment	47,949	28,083
Share-based payments	(315)	(177)
Adjustment to carrying value of goodwill in respect of utilisation of tax losses	(391)	(1,136)
Amortisation of intangibles (excluding other software)	(2,276)	(2,120)
Profit before tax	44,967	24,650
Income tax expense	(10,721)	(6,844)
Profit for the year attributable to equity holders of the parent	34,246	17,806
Earnings per share (pence)		
– basic	50.80p	26.59p
– diluted	50.38p	26.32p

Consolidated Statement of Recognised Income and Expense

	2008 £000	2007 £000
Tax on items recognised directly in equity	(389)	1,979
Exchange differences arising on translation of foreign operations	5,782	(1,872)
Actuarial gain/ (loss) on defined benefit pension schemes	3,427	(2,694)
Net income/(loss) recognised directly in equity	8,820	(2,587)
Profit for the year	34,246	17,806
Total recognised income and expense relating to the year attributable to equity holders of the parent	43,066	15,219

Consolidated Balance Sheet

	2008 £000	2007 £000
Non-current assets		
Goodwill	16,689	15,062
Other intangible assets	10,806	12,028
Property, plant and equipment	5,403	4,752
Deferred tax assets	2,743	3,628
Other receivables	737	261
	36,378	35,731
Current assets		
Trade and other receivables	43,184	36,546
Current tax assets	751	258
Cash and cash equivalents	82,849	41,287
	126,784	78,091
Total assets	163,162	113,822

Consolidated Balance Sheet - continued

Equity		
Issued share capital	2,250	2,245
Share premium	26,522	26,381
Other reserves	8,527	2,745
Retained earnings	68,447	33,941
Total equity	105,746	65,312
Current liabilities		
Trade and other payables	45,223	33,259
Financial liabilities	1,048	168
Current tax liabilities	7,488	6,907
	53,759	40,334
Non-current liabilities		
Deferred tax liabilities	2,065	3,105
Financial liabilities	–	128
Retirement benefit obligations	1,592	4,943
	3,657	8,176
Total equity and liabilities	163,162	113,822

Consolidated Cash Flow Statement

	2008 £000	200 £0007
Cash flows from operating activities		
Profit for the year	34,246	17,806
Income tax	10,721	6,844
Net finance revenue	(1,806)	(615)
Depreciation of property, plant and equipment	1,243	1,254
Amortisation of intangible assets	2,336	2,167
Loss/(profit) on disposal of non-current assets	14	(12)
Share-based payments	315	177
Difference between pension contributions paid and amounts recognised in income statement	135	(1,902)
Adjustment to carrying value of goodwill	391	1,136
Changes in working capital:		
Trade and other receivables	(6,475)	(9,298)
Trade and other payables	12,632	9,193
Fair value of forward contracts	874	7
Cash generated from operating activities before tax	54,626	26,757
Income taxes paid	(11,325)	(4,810)
Net cash generated from operating activities	43,301	21,947

Consolidate Cash Flow Statement - continued

Cash flows from investing activities		
Purchase of property, plant and equipment	(1,781)	(1,241)
Interest received	1,772	547
Proceeds from disposal of property, plant and equipment	34	85
Purchase of intangible assets	(136)	(1,056)
Net cash used in investing activities	(111)	(1,665)
Cash flows from financing activities		
Interest paid	(13)	(43)
Proceeds from the issue of shares	146	1,048
Payment of finance lease liabilities	(133)	(157)
Dividends paid to equity holders of the parent	(3,093)	(1,992)
Net cash flows from financing activities	(3,093)	(1,144)
Net increase in cash and cash equivalents	40,097	19,138
Net foreign exchange difference	1,465	(1,354)
Opening cash and cash equivalents	41,287	23,503
Closing cash and cash equivalents	82,849	41,287