



ACTUATE®

*The **BIRT** Company*™

Q3 FY2013 Earnings Call

Safe Harbor Statement



The statements contained in this presentation that are not purely historical are forward looking statements within the meaning of Section 21E of the Securities Exchange Act of 1934. These include statements regarding Actuate's expectations, beliefs, hopes, intentions or strategies regarding the future.

All such forward looking statements in this presentation are based upon information available to Actuate as of the date hereof, and Actuate disclaims any obligation to update or revise any such forward looking statements based on changes in expectations or the circumstances or conditions on which such expectations may be based. Actual results could differ materially from Actuate's current expectations.

Factors that could cause or contribute to such differences include, but are not limited to, the general spending environment for information technology products and services in general and Application Development, Business Intelligence, Business Analytics, Output Management and Customer Communications Management software in particular, quarterly fluctuations in our revenues and other operating results, our ability to expand our international operations, our ability to successfully compete against current and future competitors, the impact of acquisitions on the Company's financial and/or operating condition including the acquisition of Quiterian S.L. in October 2012, the ability to increase revenues through our indirect channels, general economic and geopolitical uncertainties and other risk factors that are discussed in Actuate's Securities and Exchange Commission filings, specifically Actuate's 2012 Annual Report on Form 10-K filed on March 8, 2013 as well as its quarterly reports on Form 10-Q.

Use of Non-GAAP Financial Measures

The non-GAAP financial measures are included in this presentation to provide an additional analytical tool for understanding the Company's financial and operating performance, and to facilitate comparability of financial results between historical financial reporting periods, among other reasons. Non-GAAP financial measures discussed in this presentation were calculated by adding back the revenue that could not be recognized due to the impact of purchase accounting on the acquired Quiterian revenue contracts and by excluding the amortization of purchased technology and other intangible assets related to Actuate's acquisition transactions, restructuring and impairment charges, one-time termination costs, professional services fees related to consideration regarding strategic alternatives, facilities charges, stock-based compensation expense, acquisition related expenses, foreign currency exchange gains and losses, an adjustment to the tax provision and other one-time charges. It is management's belief that these items are not indicative of ongoing operations and as a result, non-GAAP financial measures that exclude such items provide additional insight for investors in evaluating the Company's financial and operational performance. However, these non-GAAP financial measures should not be considered in isolation or as a substitute for the Company's GAAP results. Pursuant to the requirements of SEC Regulation G, a detailed reconciliation between the Company's GAAP and non-GAAP financial results is provided in today's press release, as well as in the investor relations section of Actuate's website at www.actuate.com. Investors are advised to carefully review and consider this information strictly as a supplement to the GAAP financial results that are disclosed in the Company's SEC filings.



ACTUATE®

*The **BIRT** Company*™

Pete Cittadini

President and CEO

Third Quarter FY2013 Summary

Q3 FY2013

- Revenue of \$32.3 million
- License revenue of \$14.3 million
- Non-GAAP fully diluted EPS of \$0.07
- Cash flow from operations of \$(2.1) million

Non-GAAP financial results were calculated by adding back the revenue that could not be recognized due to the impact of purchase accounting on the acquired Quiterian revenue contracts and excluding amortization of purchased technology and other intangibles related to Actuate's acquisition transactions, one-time termination costs, stock-based compensation expense, acquisition related costs, restructuring charges, foreign currency exchange gains and losses, an adjustment to the income tax provision and other one-time charges. All of these income and expense items are included in Actuate's GAAP results. The income tax rate used to compute non-GAAP financial results was 30% for Q3'13.



Third Quarter Transactions



UBS

ING



**LLOYDS
BANKING
GROUP**



fiserv.

MetLife

bankdata



Broadridge®



KUEHNE+NAGEL



TEMENOS
The Banking Software Company

SaskTel



NHS

Sunderland

Clinical Commissioning Group

MSCI



RWE



South Carolina

**NAVY
FEDERAL**
Credit Union



**INDIANA
WORKFORCE**
DEVELOPMENT



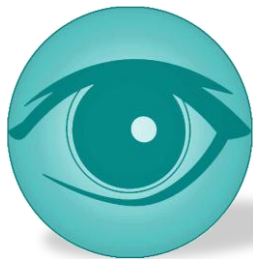
ACTUATE[®]

*The **BIRT** Company*[™]

Actuate provides software
for over 3 million BIRT developers
to deliver personalized analytics and insights
to customers, partners and employees

Actuate is the Leader in Personalized Analytics and Insights

Actuate's **scalable** solutions **save time** and improve your **brand experience** by delivering **personalized insights** to customers, partners and employees



Intuitive and
visually-engaging
experience



Unique insights
from multiple
data sources



Security across a
high volume of
users and devices



Proven
scalability to
millions of users

*Actuate applications have delivered personalized insights to
over 200 million customers, partners and employees*

Actuate is the leader in personalized analytics and insights

Customer-Facing & OEM Applications

World-class IDE and deployment platform
Seamless integration with enterprise and OEM applications

BIRT *BIRT iHub*

3M+ BIRT Developers

Big Data Analytics

Visual data mining
Predict customer behavior
Rapidly analyze Big Data

BIRT Analytics

Business Users

Content Services CCM

Statement design, processing, storage and delivery of customer communications

BIRT for Statements
BIRT Content Services

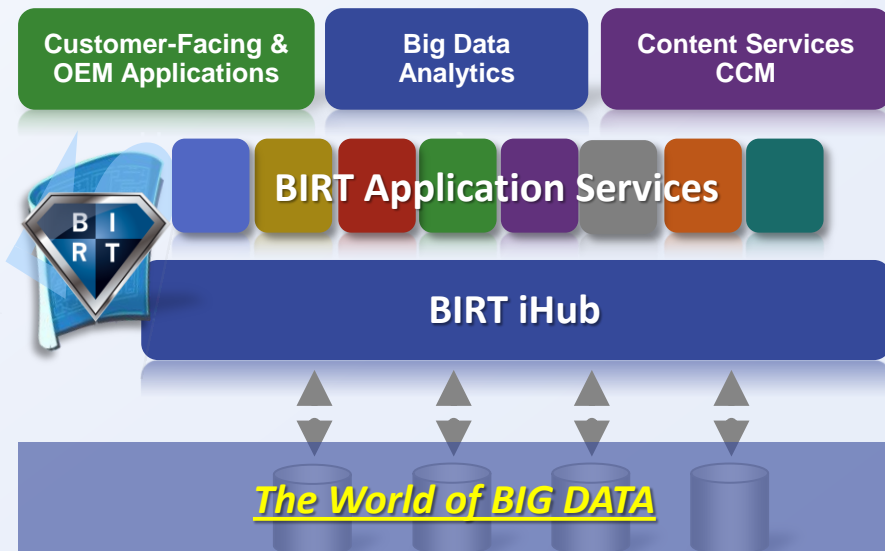
ECM Architects

BIRT iHub Business

- BIRT iHub-based license business increased 56% from Q3 FY2012
- BIRT iHub-based overall business increased 38% from Q3 FY2012

BIRT Metrics

- Over 3 million developers using BIRT worldwide
- Over 110,000 total registrations on BIRT Exchange up from 95,000 year ago





ACTUATE®

*The **BIRT** Company*™

Dan Gaudreau
SVP Operations & CFO

3Q13 Non-GAAP P&L



<i>\$ Millions</i>	<i>Q3'13</i>	<i>% rev.</i>	<i>Q3'12</i>	<i>% rev.</i>	<i>V%</i>
Lic. Revs	\$ 14.3	44%	\$ 13.3	41%	8%
Maint. Revs	16.6	51%	17.2	53%	(3)%
Serv Revs	<u>1.4</u>	<u>4%</u>	<u>1.7</u>	<u>5%</u>	<u>(18)%</u>
Total Revs	\$32.3	100%	\$32.2	100%	0%
Oper. Exp.	<u>27.2</u>	84%	<u>26.5</u>	82%	<u>3%</u>
Oper. Inc.	5.1		5.7		(11)%
Oper. Marg.	16%		18%		
Net Inc.	\$3.6	11%	\$4.0	12%	(10)%
Diluted EPS	\$0.07		\$0.08		(12)%

Non-GAAP financial results were calculated by adding back the revenue that could not be recognized due to the impact of purchase accounting on the acquired Quiterian revenue contracts and excluding amortization of purchased technology and other intangibles related to Actuate's acquisition transactions, one-time termination costs, stock-based compensation expense, acquisition related costs, restructuring charges, asset impairment charges, foreign currency exchange gains and losses, an adjustment to the income tax provision and other one-time charges. All of these income and expense items are included in Actuate's GAAP results. The income tax rate used to compute non-GAAP financial results was 30%.

Year-over-Year Growth Q3 2013

iHUB

License	56%
Services	20%
<i>Total</i>	<i>38%</i>

iSERVER

License	-49%
Services	-20%
<i>Total</i>	<i>-30%</i>

TOTAL

License	8%
Services	-5%
<i>Total</i>	<i>0%</i>

Other Operating Metrics

Q3 13 Revenue Related

- Q3 13 Geographic revenue split
 - *80% North America*
 - *20% International*
- Orders over \$100K with 63 customers
- Booked 2 transactions with license components greater than \$1 million

Headcount

- 596 Employees at Sept. 30, 2013
- 68 Sales Reps at Sept. 30, 2013



Balance Sheet



<i>\$ Millions</i>	<i>9/30/12</i>	<i>12/31/12</i>	<i>9/30/13</i>
Cash & Investments	\$74.6	\$66.5	\$71.9
Accounts Receivable	20.1	33.1	30.4
Goodwill & Purch. Intangibles	56.2	62.9	61.1
Other Assets	31.7	30.0	29.6
<i>Total Assets</i>	<i>\$182.6</i>	<i>\$192.5</i>	<i>\$193.0</i>
Accrued Liabilities	\$15.9	\$20.7	\$18.7
Deferred Revenue	38.4	46.4	44.0
Equity	128.3	125.4	130.3
<i>Total Liabilities/Equity</i>	<i>\$182.6</i>	<i>\$192.5</i>	<i>\$193.0</i>
DSO's	<i>58</i>	<i>85</i>	<i>87</i>
CFFO YTD	<i>\$16.6</i>	<i>\$20.3</i>	<i>\$12.0</i>

Q3 13 Key Takeaways

- Continued solid double-digit growth of total BIRT iHub-based business and iHub-based license business
- Solid year-over-year and year-to-date license revenue growth in North America and EMEA
- Maintenance revenue decline reduced to -3% year-over-year
- \$6.2M worth of stock purchased

Non-GAAP financial results were calculated by adding back the revenue that could not be recognized due to the impact of purchase accounting on the acquired Quiterian revenue contracts and excluding amortization of purchased technology and other intangibles related to Actuate's acquisition transactions, one-time termination costs, stock-based compensation expense, acquisition related costs, restructuring charges, asset impairment charges, foreign currency exchange gains and losses, an adjustment to the income tax provision and other one-time charges. All of these income and expense items are included in Actuate's GAAP results. The income tax rate used to compute non-GAAP financial results was 30% for FY2013.



Upcoming Conferences

November 7

Actuate Customer Day

Hotel Nikko

San Francisco



January 14

**Needham 16th Annual
Growth Conference**

Palace Hotel

New York



December 4

Actuate Customer Day

Sheraton Times Square

New York

Q & A



ACTUATE®

*The **BIRT** Company*™

Q3 FY2013 Earnings Call