



ACTUATE®

The BIRT Company™

Q2 FY2012 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.

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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 Business Intelligence, Performance Management, Rich Internet Application and Enterprise Output 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, 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 2011 Annual Report on Form 10-K filed on March 9, 2012 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 Xenos Group Inc. revenue contracts and by excluding the amortization of purchased technology and other intangible assets related to Actuate's acquisition transactions, restructuring and impairment charges, stock-based compensation expense, expenses related to idle facilities, acquisition related expenses, other one-time employee termination costs, facilities adjustments, foreign currency exchange gains and losses and an adjustment to the tax provision. 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.



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Pete Cittadini

President and CEO

Actuate's Unique Enterprise / Open Source Model is Working

- Exceptional BIRT license business in Q2'12
- BIRT driving new name business and pipeline
- Hybrid model working better than expected with 25% non-GAAP operating margin in Q2'12
- Continued business investment in engineering and sales
- \$30 million stock repurchase program

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 Xenos revenue contracts and excluding amortization of purchased technology and other intangibles related to Actuate's acquisition transactions, stock-based compensation expense, impairment charges, facilities adjustments, restructuring charges, foreign currency exchange gains and losses, and an adjustment to the income tax provision. 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 Q2'12.

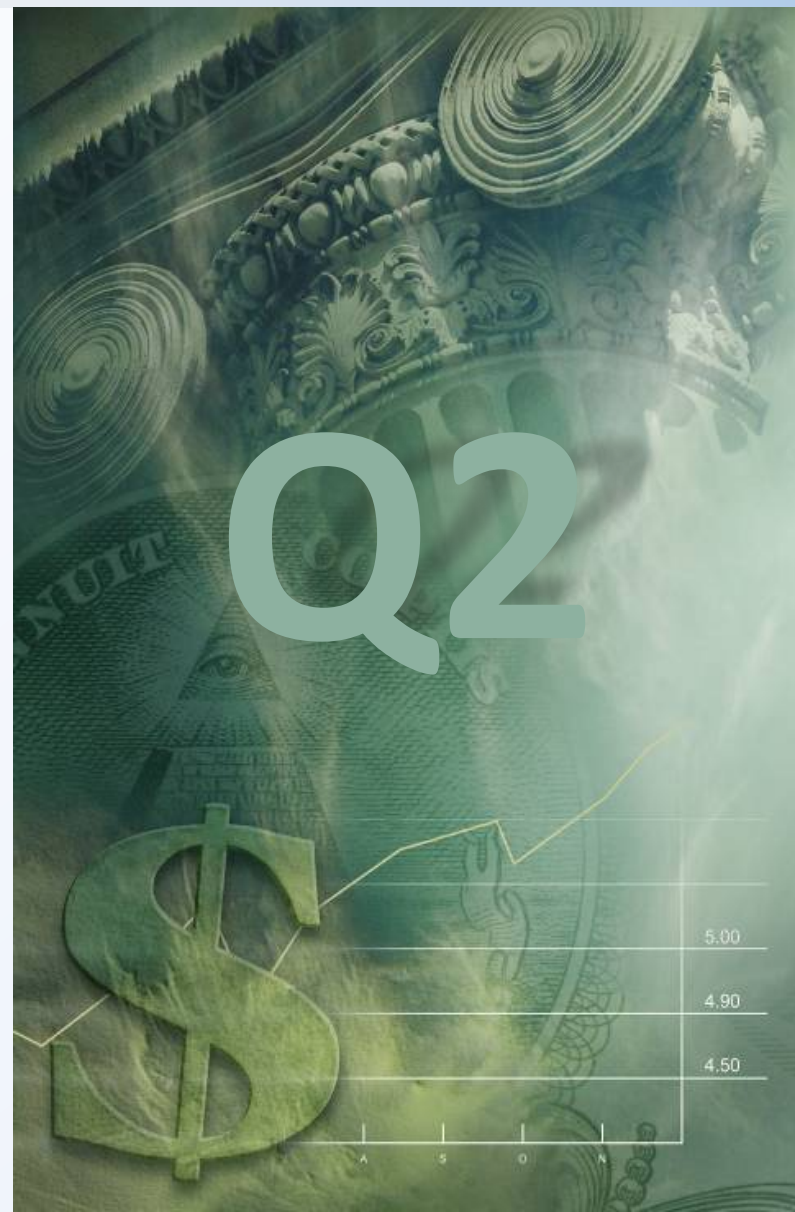


Second Quarter FY2012 Summary

Q2 FY2012

- Revenue of \$36.2 million
- License revenue of \$15.7 million
- Non-GAAP fully diluted EPS of \$0.12
- \$16.9 million cash flow from operations

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 Xenos revenue contracts and excluding amortization of purchased technology and other intangibles related to Actuate's acquisition transactions, stock-based compensation expense, impairment charges, facilities adjustments, restructuring charges, foreign currency exchange gains and losses, and an adjustment to the income tax provision. 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 Q2'12.



Second Quarter Transactions



ActuateOne Applications are for Everyone



Traditional BI is for just a few users



ActuateOne Applications are for Everyone



Traditional BI is for just a few users



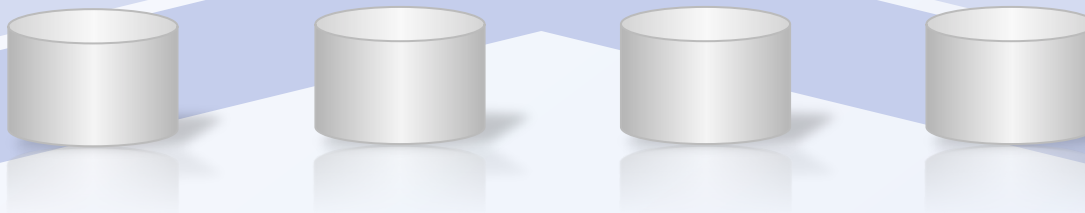
ActuateOne applications deliver
more business and consumer insights to
more people than all BI companies combined

The Perfect Storm for Actuate



Increasing consumption of data on a variety of channels
Particularly on tablets and other touch devices

Explosion of data volume, variety of data sources and velocity of data
*Hadoop, NoSQL, NewSQL, Cloud, Social Media, Enterprise Applications,
Document Archives, Print Streams, Data Warehouses, Live Data Feeds*



What's Needed to Capitalize on the Perfect Storm?



*The Perfect Storm creates an opportunity
for a technology that can...*

Access all data sources securely *without preprocessing*

Support **touch devices** spreading across the enterprise

Deliver appropriate **information** for each individual

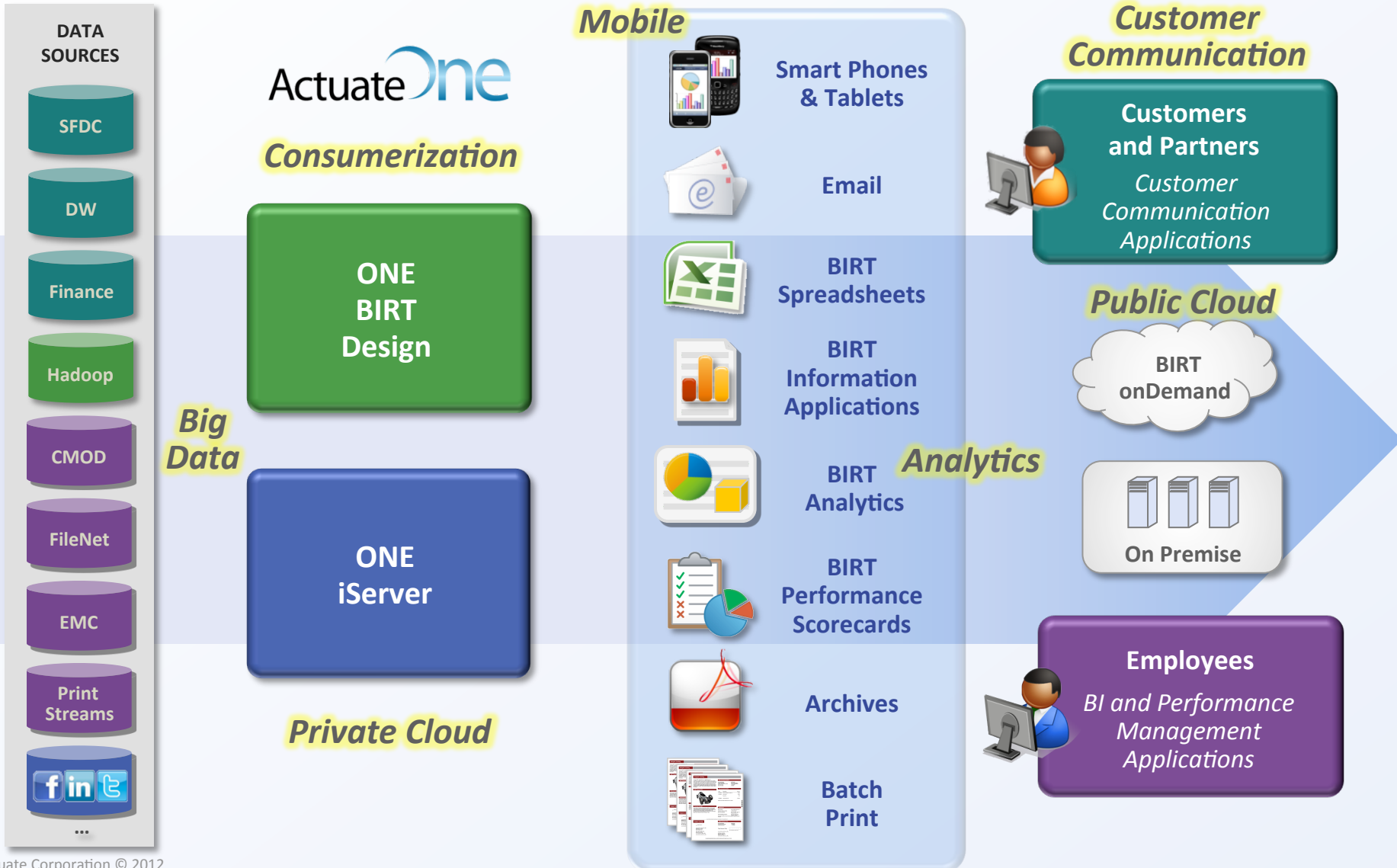
Scale to any size community

Support people **reliably** anywhere and anytime

Secure sensitive applications and data

Maintain high **performance** at all times

ActuateOne and BIRT Uniquely Meet the Requirements of the Perfect Storm



Key Open Source and Big Data Partners



Projections for FY2016: \$250M-300M Revenue and 35%-40% Non-GAAP Operating Margin



	Actual FY11	FY12	FY13	FY14	FY15	FY16 Projection		
Total Revenues	\$135.0M					\$250M - \$300M		
BIRT License Business	\$16.2M					Continued revenue growth	Accelerated revenue growth	30% - 40% CAGR
Other License Revenues	\$33.0M					Investment in business	World-class sales productivity	10% - 15% CAGR
Total License Revenues	\$49.2M					World-class operating margin	Exceptional operating margins	20% - 25% CAGR
Services Revenues	\$85.8M							6% - 10% CAGR
Non-GAAP Operating Income	\$31.9M							22% - 26% CAGR
Non-GAAP Operating Margin	24%					35% - 40%		

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 Xenos revenue contracts and excluding amortization of purchased technology and other intangibles related to Actuate's acquisition transactions, stock-based compensation expense, restructuring and impairment charges, other one-time employee termination costs, acquisition related costs, facilities adjustments, foreign currency exchange gains and losses, and an adjustment to the income tax provision. 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 20% for FY2011 and is projected at 30% for FY2012 and for future years.



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Dan Gaudreau
SVP Operations & CFO

2Q12 Non-GAAP P&L



<i>\$ Millions</i>	<i>Q2'12</i>	<i>% rev.</i>	<i>Q2'11</i>	<i>% rev.</i>	<i>V%</i>
License Revenues	\$ 15.7	43%	\$ 12.5	37%	26%
Services Revenues	<u>20.5</u>	<u>57%</u>	<u>21.3</u>	<u>63%</u>	<u>(4)%</u>
Total Revenues	36.2	100%	33.8	100%	7%
Operating Expenses	<u>27.2</u>	75%	<u>25.7</u>	76%	6%
Operating Income	9.0		8.1		11%
<i>Operating Margin</i>	<i>24.9%</i>		<i>24.0%</i>		<i>90pts</i>
Non-GAAP Tax Rate	30%		20%		
Diluted EPS	\$ 0.12		\$ 0.13		(8)%

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 Xenos revenue contracts and excluding amortization of purchased technology and other intangibles related to Actuate's acquisition transactions, stock-based compensation expense, impairment charges, facilities adjustments, restructuring charges, foreign currency exchange gains and losses, and an adjustment to the income tax provision. 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 Q2'12 and 20% for Q2'11.

2Q12 Year-to-Date Non-GAAP P&L

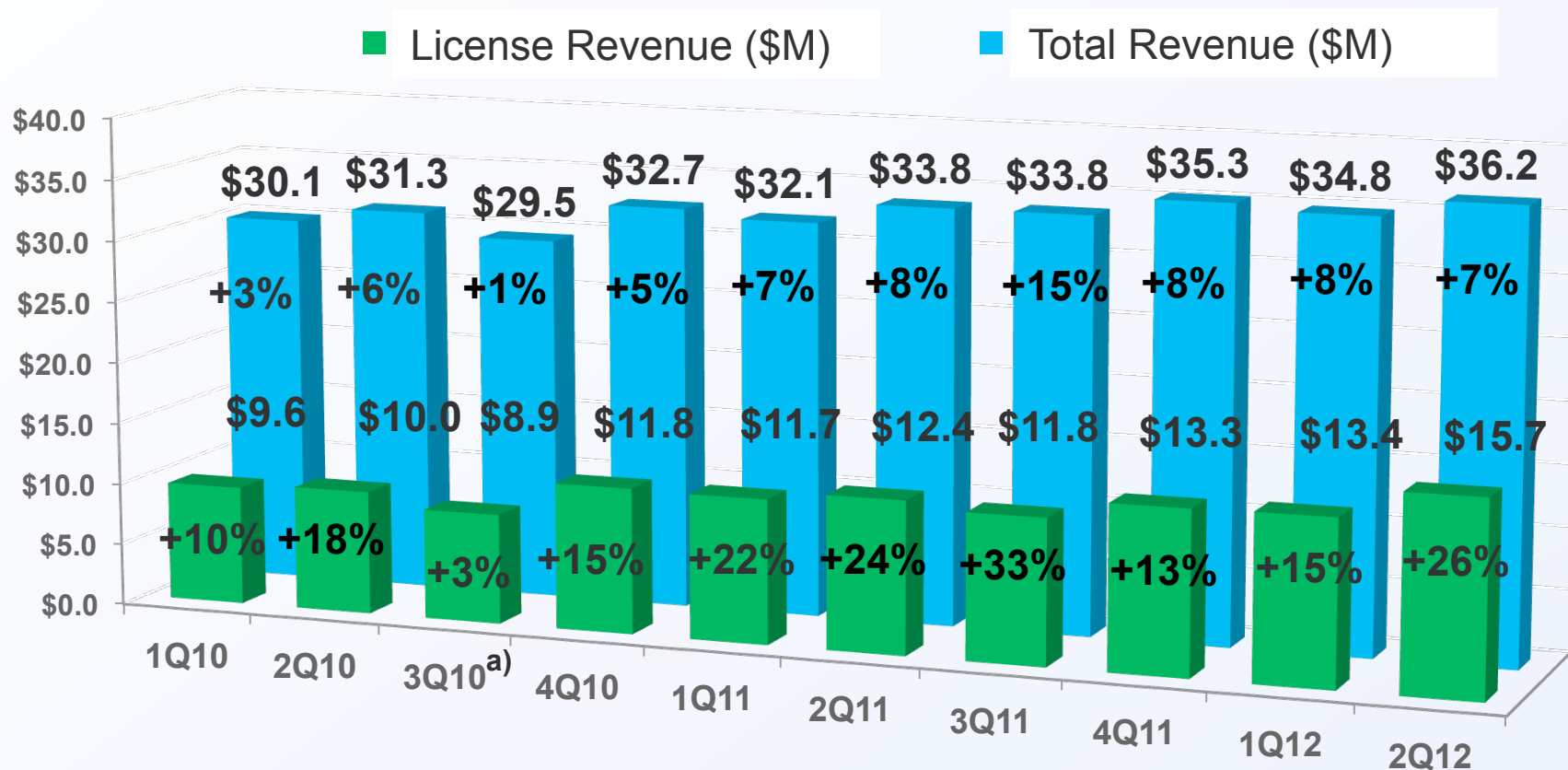


<i>\$ Millions</i>	<i>H1'12</i>	<i>% rev.</i>	<i>H1'11</i>	<i>% rev.</i>	<i>V%</i>
License Revenues	\$ 29.1	41%	\$ 24.1	37%	21%
Services Revenues	<u>42.0</u>	<u>59%</u>	<u>41.8</u>	<u>63%</u>	<u>0%</u>
Total Revenues	71.1	100%	65.9	100%	8%
Operating Expenses	<u>53.6</u>	75%	<u>52.2</u>	79%	3%
Operating Income	17.5		13.7		28%
<i>Operating Margin</i>	<i>24.7%</i>		<i>20.8%</i>		<i>390pts</i>
Non-GAAP Tax Rate	30%		20%		
Diluted EPS	\$ 0.23		\$ 0.21		10%

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 Xenos revenue contracts and excluding amortization of purchased technology and other intangibles related to Actuate's acquisition transactions, stock-based compensation expense, impairment charges, other one-time employee termination costs, facilities adjustments, restructuring charges, foreign currency exchange gains and losses, and an adjustment to the income tax provision. 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 H1'12 and 20% for H1'11.

Quarterly Non-GAAP Revenue Performance

Year-over-Year Growth



a)- Excludes \$11 million settlement in 3Q10

Non-GAAP revenue was calculated by adding back the revenue that could not be recognized due to the impact of purchase accounting on the acquired Xenos revenue contracts

Other Operating Comments

Q2' 12 Revenue Related

- Geographic revenue split
77% North America, 23% International
- Orders over \$100K with 73 customers
Up from 57 in Q2'11 and 71 in Q1'12
- Two transactions with license revenues greater than \$1 million

Q2'12 Income Related

- Non-GAAP operating margin of 24.9%
Up 90 bps year-over-year
- Non-GAAP diluted EPS of \$0.12

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Balance Sheet



<i>\$ Millions</i>	<i>6/30/11</i>	<i>3/31/12</i>	<i>6/30/12</i>
Cash & Investments	\$54.9	\$67.7	\$80.9
Accounts Receivable	24.7	27.6	16.8
Goodwill & Purch. Intangibles	59.0	57.3	56.7
Other Assets	26.1	27.4	31.7
<i>Total Assets</i>	<i>\$164.7</i>	<i>\$180.0</i>	<i>\$186.1</i>
Accrued Liabilities	\$13.5	\$12.7	\$16.8
Deferred Revenue	45.7	44.4	41.4
Equity	105.5	122.9	127.9
<i>Total Liabilities/Equity</i>	<i>\$164.7</i>	<i>\$180.0</i>	<i>\$186.1</i>

Balance Sheet / Other Comments

- DSO at 42 days at 6/30/12
Down 30 days vs. 3/31/12
Down 25 days vs. 6/30/11
- Record \$16.9 million in cash flow from operations for the quarter
- Completed \$5M stock repurchase during Q2'12
Board approved new \$30M repurchase program
- 569 employees as of 6/30/12
Up 25 from a year ago
- 62 sales reps
Up 15 or ~30% from a year ago



Comments Regarding FY2012

- Increased investment for growth of the business
Target of 65 to 70 sales reps by end of FY2012
- Expect continued positive growth and increased mix of BIRT license business
- Maintenance revenues down slightly from 2011
- Continued operating income growth
- Non-GAAP tax rate of 30%
- Non-GAAP EPS growth to be offset by tax rate increase

FY2012 non-GAAP financial results are calculated by excluding amortization of purchased technology and other intangibles related to Actuate's acquisition transactions, stock-based compensation expense, restructuring and impairment charges, foreign currency exchange gains and losses, and an adjustment to the income tax provision. 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 is 30% for FY2012.



Upcoming Conference

**Deutsche Bank Securities
dbAccess 2012
Technology Conference
September 11 at 3:30pm
Wynn Las Vegas**



Q & A



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