



ACTUATE®

*The **BIRT** Company*™

Q2 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, 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.



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Pete Cittadini

President and CEO

Second Quarter FY2013 Summary

Q2 FY2013

- Revenue of \$34.9 million
- License revenue of \$16.2 million
- Non-GAAP fully diluted EPS of \$0.09
- Cash flow from operations of \$4.5 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, stock-based compensation expense, acquisition related costs, professional services fees related to considerations regarding strategic alternatives, 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 Q2'13.



Second Quarter Transactions



Morgan Stanley



UK Secretary of
State for Defense



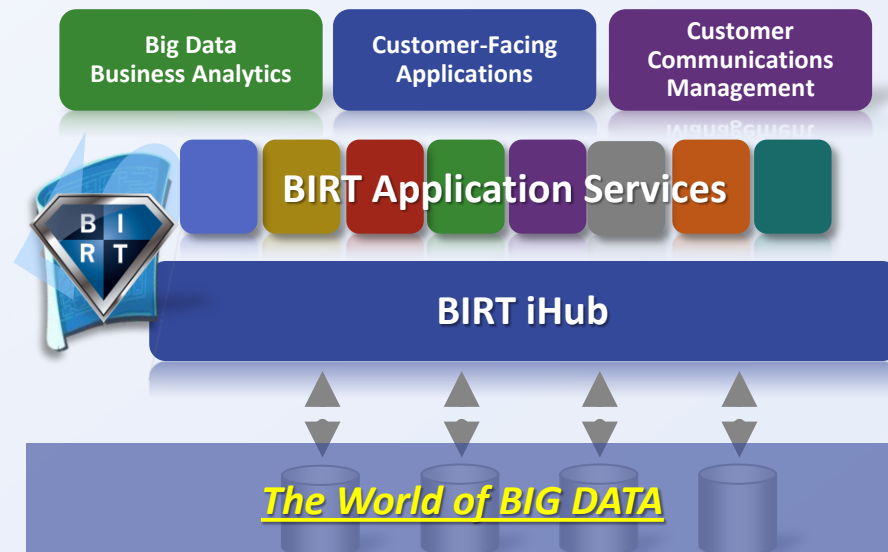
Actuate's Unique Enterprise / Open Source BIRT Model is Working

iHub Business

- Double digit growth for total BIRT iHub-based business and BIRT iHub-based license business from Q2 FY2012

BIRT Metrics

- Over 2.5 million developers using BIRT worldwide
- Record BIRT license business
- Record BIRT license business from Open Source BIRT users
- Record average license order size from Open Source BIRT users
- Over 106,500 total registrations on BIRT Exchange up from 91,000 year ago



Taking Advantage of Growing Demand for BIRT iHub

Focused Sales Forces

- Enterprise and OEM Groups
 - BIRT Developers and Application Development Managers
- BIRT Analytics Group
 - Business Users
- Content Services Group (Xenos)
 - Content Architects and Managers
- iServer Group
 - iServer Customers





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Dan Gaudreau

SVP Operations & CFO

2Q13 Non-GAAP P&L

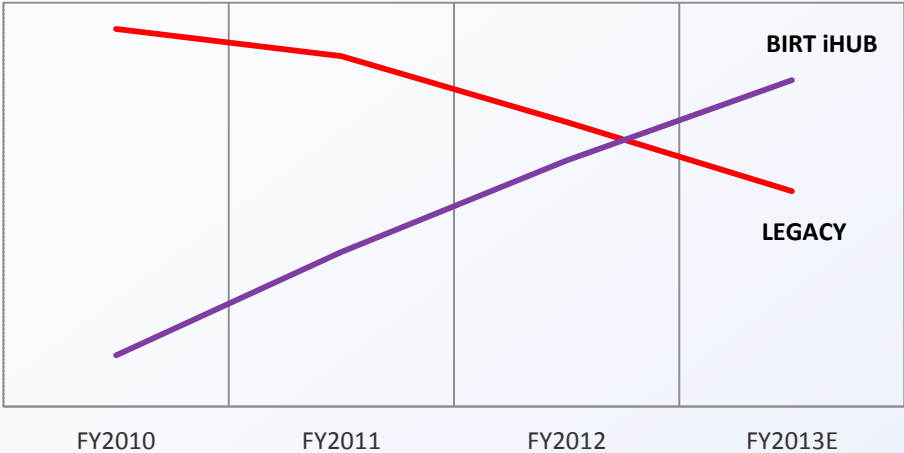


<i>\$ Millions</i>	<i>Q2'13</i>	<i>% rev.</i>	<i>Q2'12</i>	<i>% rev.</i>	<i>V%</i>
License Revenues	\$16.2	46%	\$ 15.7	43%	3%
Services Revenues	<u>18.7</u>	<u>54%</u>	<u>20.5</u>	<u>57%</u>	<u>(9)%</u>
Total Revenues	34.9	100%	36.2	100%	(4)%
Operating Expenses	<u>28.6</u>	82%	<u>27.2</u>	75%	<u>5%</u>
Operating Income	6.3		9.0		(30)%
<i>Operating Margin</i>	<i>18%</i>		<i>25%</i>		
Net Income	\$4.4	13%	\$6.3	17%	(30)%
Diluted EPS	\$ 0.09		\$ 0.12		(25)%

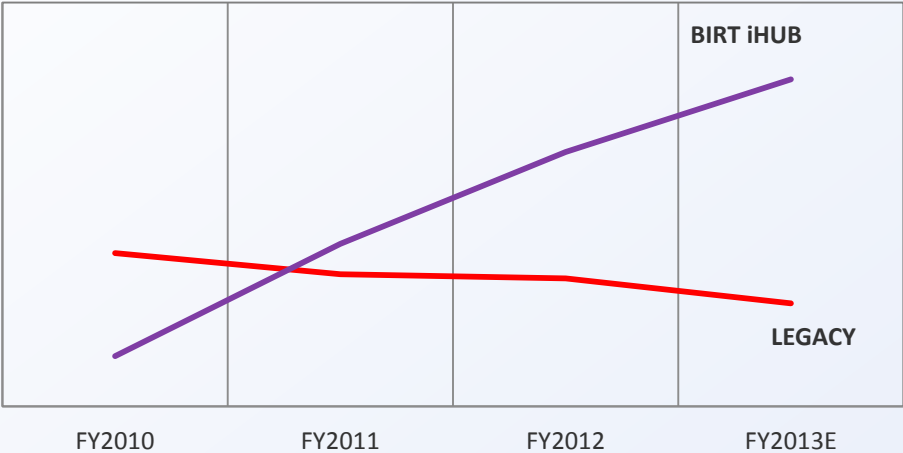
Non-GAAP financial results were calculated by adding back the revenue that could not be recognized due to the impact of purchase accounting on the acquired Quiterian revenue contracts and excluding amortization of purchased technology and other intangibles related to Actuate's acquisition transactions, professional services fees related to consideration regarding strategic alternatives, facilities adjustments, 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%.

BIRT iHUB vs eReports Transition

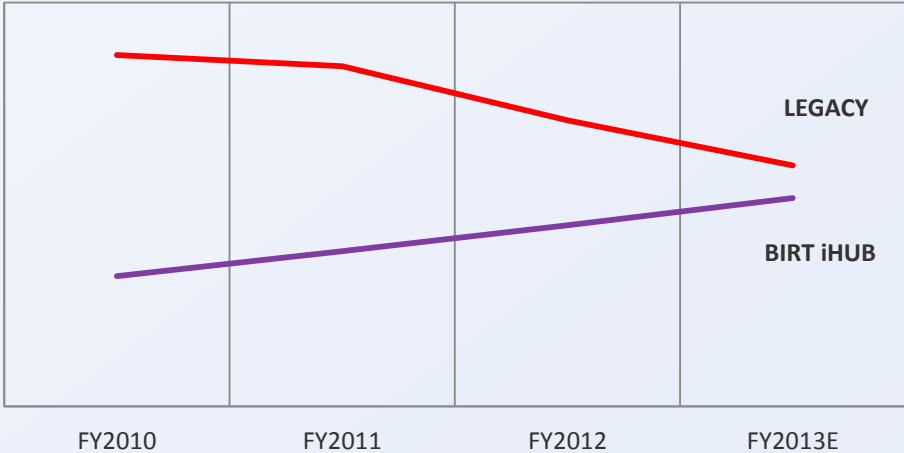
Total Revenue



License Revenue



Services Revenue



Other Operating Metrics

Q2 13 Revenue Related

- Q2 13 Geographic revenue split
 - *77% North America*
 - *23% International*
- Orders over \$100K with 71 customers
- Booked 3 transactions with license components greater than \$1 million

Headcount

- 624 Employees at June 30, 2013
- 72 Sales Reps at June 30, 2013



Balance Sheet



<i>\$ Millions</i>	<i>6/30/12</i>	<i>12/31/12</i>	<i>6/30/13</i>
Cash & Investments	\$80.9	\$66.5	\$74.0
Accounts Receivable	16.8	33.1	26.6
Goodwill & Purch. Intangibles	56.7	62.9	61.5
Other Assets	31.8	30.0	29.4
<i>Total Assets</i>	<i>\$186.2</i>	<i>\$192.5</i>	<i>\$191.5</i>
Accrued Liabilities	\$16.9	\$20.7	\$20.6
Deferred Revenue	41.4	46.4	44.3
Equity	127.9	125.4	126.6
<i>Total Liabilities/Equity</i>	<i>\$186.2</i>	<i>\$192.5</i>	<i>\$191.5</i>
DSO's	<i>42</i>	<i>85</i>	<i>69</i>
FFO YTD	<i>\$18.6</i>	<i>\$20.3</i>	<i>\$14.1</i>

Comments Regarding 2013

- Investing in Sales Reps and R&D to drive growth
- Double digit percentage license revenue growth
- Maintain best in class annual operating margins (Non-GAAP) of 20%
- Continued legacy business declines
- Announced a \$40M share repurchase program

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Upcoming Conference

Oppenheimer

16th Annual Technology, Internet & Communications Conference

August 14th

Four Seasons Hotel Boston



Q & *A*



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