



ACTUATE®

*The **BIRT** Company*™

Q4 and 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.

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 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 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 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. and 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, stock-based compensation expense, 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

Fourth Quarter FY2012 Summary

Q4 FY2012

- Non-GAAP revenue of \$35.7 million
- License revenue of \$15.5 million
- Non-GAAP fully diluted EPS of \$0.09
- Cash flow from operations of \$3.8 million

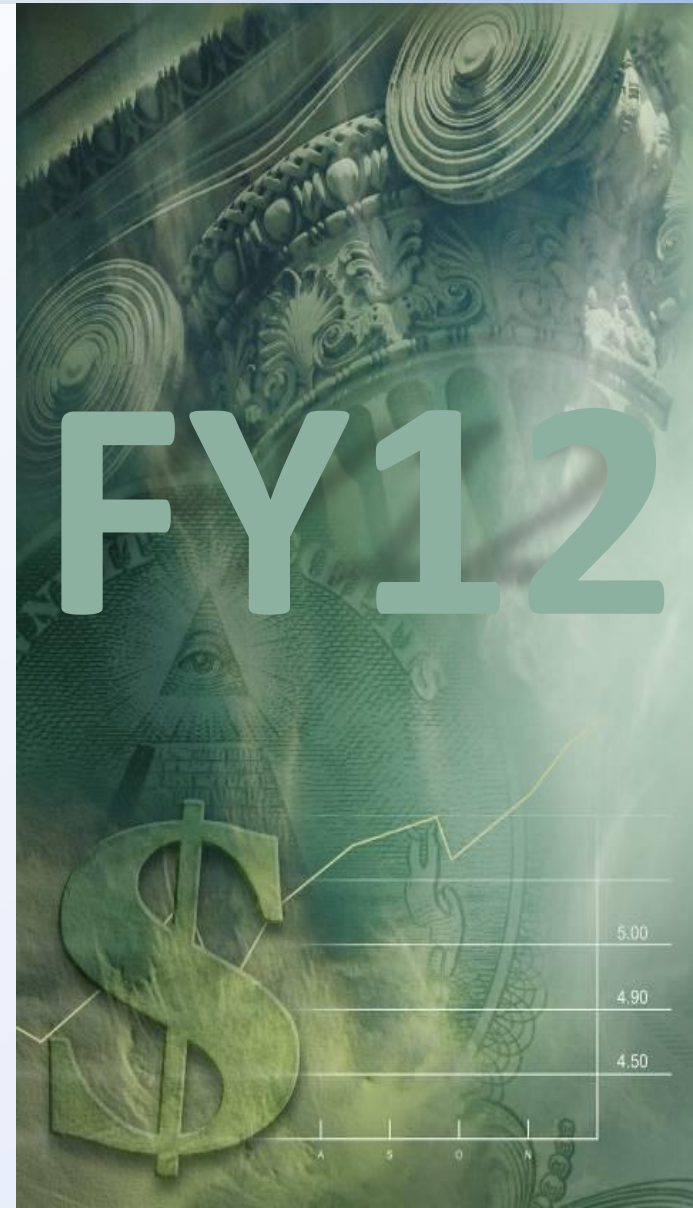
Non-GAAP financial results were calculated by adding back the revenue that could not be recognized due to the impact of purchase accounting on the acquired Xenos and Quiterian revenue contracts and excluding amortization of purchased technology and other intangibles related to Actuate's acquisition transactions, stock-based compensation expense, impairment charges, facilities adjustments, acquisition related costs, 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 Q4'12.



FY2012

- Non-GAAP revenue of \$138.9 million
- License revenue of \$57.9 million
- Non-GAAP fully diluted EPS of \$0.39
- Cash flow from operations of \$20.3 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 Xenos and Quiterian 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, acquisition related costs, 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 FY2012.



Fourth Quarter Transactions

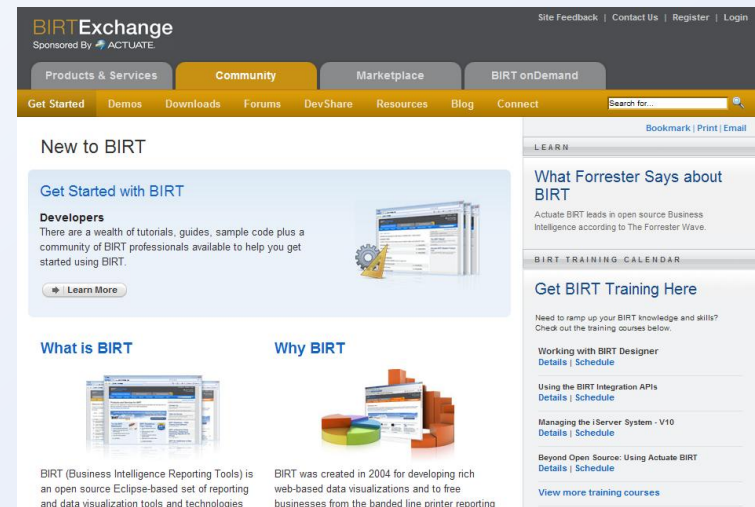


SECRETARY OF STATE
FOR DEFENCE



Actuate's Unique Enterprise Software / Open Source Model

- Exceeded \$100M in overall BIRT business to date
- Over 2 million developers using BIRT worldwide
- Over 12 million downloads of BIRT
- 99,000 total registrations on BIRT Exchange up from 78,000 year ago
- Set records for BIRT license business from open source BIRT users for four consecutive quarters in 2012
- Significantly higher average license order size from open source BIRT users in 2012

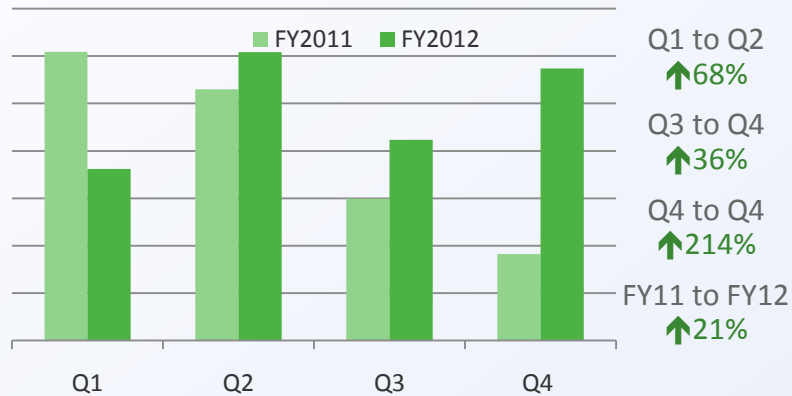


BIRT License Business

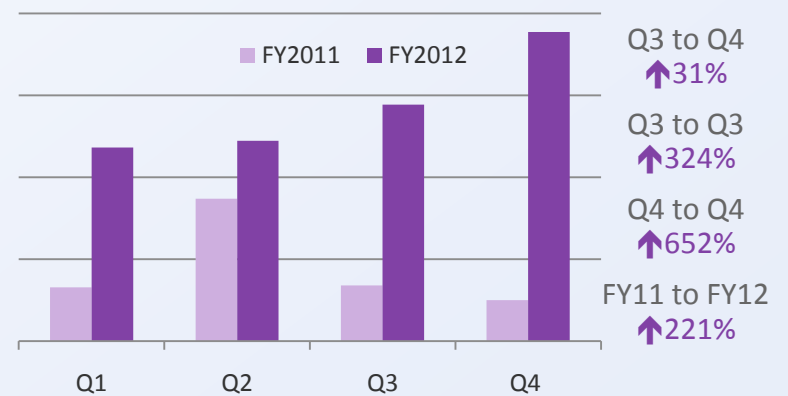


	FY2009	FY2010	FY2011	FY2012
Total BIRT Licenses Business	\$7M	\$10M	\$16M	\$20M
Y-over-Y Growth		33%	70%	21%
Y-over-Y Growth of Base Line BIRT License Business		33%	30%	40%

BIRT License Business (\$K)



Open Source-Driven BIRT License Business (\$K)



BIRT iHub Fills the Gap between Big Data and Mobile Touch Devices



*Divide between big data and touch devices
creates a necessity for a technology that can...*

Access all data sources securely ***without preprocessing***
NO NEW DATA WAREHOUSE COSTS

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

2013: The Year of BIRT iHub

One Big Data Hub for All Future ActuateOne Solutions



Big Data
Business Analytics

Customer-Facing
Applications

Customer Communications
Management

BIRT Application Services and Experiences

BIRT iHub - The Big Data Hub

BIRT Engine · Xenos Enterprise Server · Calc Engine · BIRT Analytics Engine

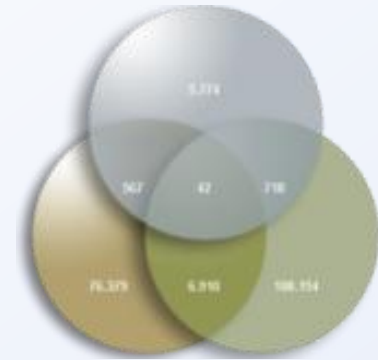
The World of BIG DATA

BIRT iHub business consists of BIRT, Xenos Customer Communications, BIRT Analytics engines, etc. which will fuel growth in 2013 and beyond as new customers come on board and existing customers start new projects using BIRT iHub

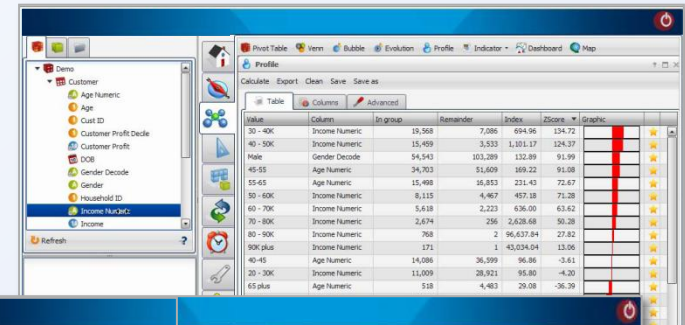
Introducing BIRT Analytics

Visual Data Mining for Business Users

Provides **analysts and business users** with advanced **visual data mining** and **predictive analytics** to make better, more timely decisions in the age of Big Data



Combines the **ease of use of data discovery tools** with the **power of sophisticated analytic products** typically reserved for data scientists.



BIRT Analytics insights feed KPIs, dashboards, reports, customer communications and mobile content, which will then be shared across the organization via the **BIRT iHub** platform.



BIRT Analytics Launch Highlights

“Long known for providing tools that make it easier to visualize data, Actuate today moved up in weight class in the *predictive analytics* space with the release of BIRT Analytics.”

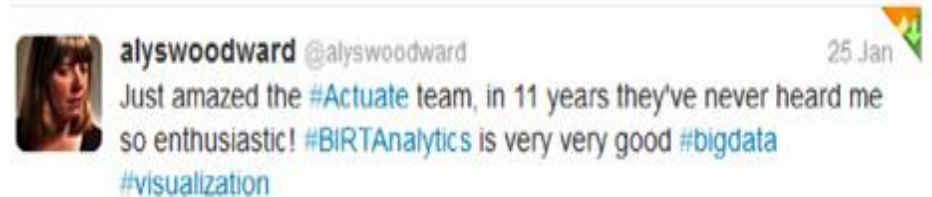
 *Michael Vizard*

“The *usability* of this tool’s analytics features is *particularly impressive*. For instance, set analysis, clustering and predictive capabilities are all part of the software, allowing analysts who aren’t necessarily data scientists to conduct *advanced data analysis*.”

 *Tony Cosentino*

“BIRT Analytics shines when it comes to fast, user-friendly advanced analysis on large data sets.”

the  *Krishna Roy*





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Dan Gaudreau

SVP Operations & CFO

4Q12 Non-GAAP P&L



<i>\$ Millions</i>	<i>Q4'12</i>	<i>% rev.</i>	<i>Q4'11</i>	<i>% rev.</i>	<i>V%</i>
License Revenues	\$15.5	43%	\$ 13.3	38%	17%
Services Revenues	<u>20.2</u>	<u>57%</u>	<u>22.0</u>	<u>62%</u>	<u>(8)%</u>
Total Revenues	35.7	100%	35.3	100%	1%
Operating Expenses	<u>29.0</u>	81%	<u>25.6</u>	73%	<u>13%</u>
Operating Income	6.7		9.7		(31)%
<i>Operating Margin</i>	19%		27%		
Tax Rate	30%		20%		
Diluted EPS	\$ 0.09		\$ 0.15		(40)%

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FY2012 Non-GAAP P&L



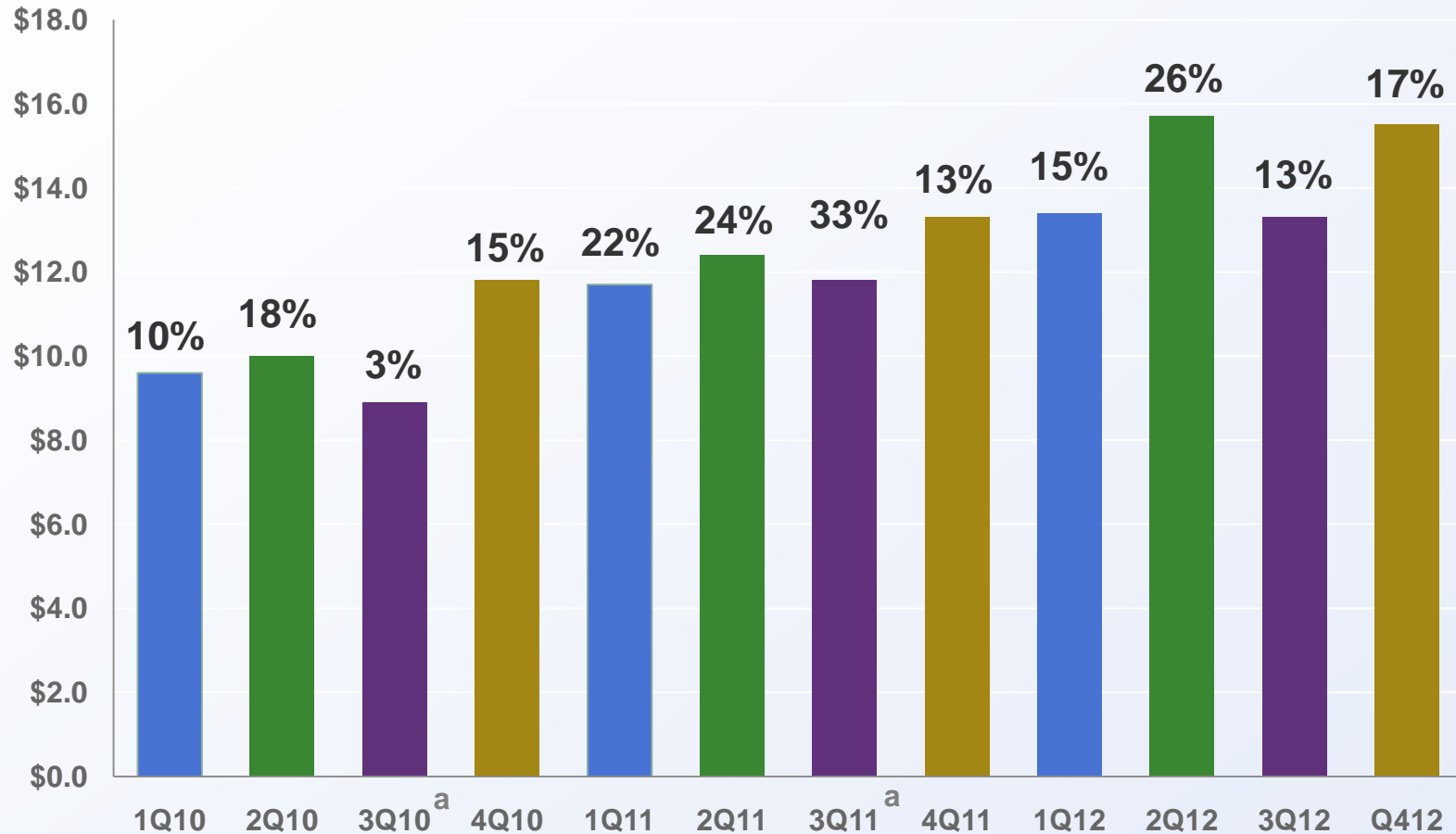
<i>\$ Millions</i>	<i>FY12</i>	<i>% rev.</i>	<i>FY11</i>	<i>% rev.</i>	<i>V%</i>
License Revenues	\$57.9	42%	\$ 49.2	36%	18%
Services Revenues	<u>81.0</u>	<u>58%</u>	<u>85.8</u>	<u>64%</u>	<u>(6)%</u>
Total Revenues	138.9	100%	135.0	100%	3%
Operating Expenses	<u>109.0</u>	79%	<u>103.1</u>	76%	<u>6%</u>
Operating Income	29.9		31.9		(6)%
<i>Operating Margin</i>	22%		24%		
Tax Rate	30%		20%		
Diluted EPS	\$0.39		\$ 0.49		(20)%

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 revenue contracts and excluding amortization of purchased technology and other intangibles related to Actuate's acquisition transactions, stock-based compensation expense, impairment charges, acquisition related costs, 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% FY2012 and 20% for FY2011.

Quarterly License Performance

Year-over-Year Growth

License Revenues



a)- Excludes \$8.9 million settlement in 3Q10

Product Line Non-GAAP Revenue Split

<i>\$ Millions</i>		<i>Legacy</i>	<i>BIRT iHub</i>	<i>Total</i>
License	2012	\$22.7	\$35.2	\$57.9
	2011	23.1	26.1	49.2
	V%	(2)%	35%	18%
Services (N.G.)	2012	49.6	31.4	81.0
	2011	59.2	26.6	85.8
	V%	(16)%	18%	(6)%
Total	2012	72.3	66.6	138.9
	2011	82.3	52.7	135.0
	V%	(12)%	26%	3%

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 revenue contracts

Other Operating Comments

FY 2012 Revenue Related

- FY 2012 Geographic revenue split
 - *76% North America, 24% International*
 - *License revenue growth in all regions*
- Orders over \$100K with 291 customers
Up from 249 in 2011
- 10 transactions with license revenues greater than \$1 million

FY 2012 Income Related

- Non-GAAP operating margin of 22%
- Non-GAAP diluted EPS of \$0.39

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Balance Sheet/Cash Flow



<i>\$ Millions</i>	<i>12/31/11</i>	<i>9/30/12</i>	<i>12/31/12</i>
Cash & Investments	\$67.4	\$74.6	\$66.5
Accounts Receivable	26.8	20.1	33.1
Goodwill & Purch. Intangibles	58.4	56.2	62.9
Other Assets	24.9	31.7	30.0
<i>Total Assets</i>	\$177.5	\$182.6	\$192.5
Accrued Liabilities	\$15.2	\$15.9	\$20.7
Deferred Revenue	44.8	38.4	46.4
Equity	117.5	128.3	125.4
<i>Total Liabilities/Equity</i>	\$177.5	\$182.6	192.5
DSO's	70	60	85
CFFO	\$21.2		\$20.3

Comments Regarding 2013

- Investing in Sales Reps and R&D to drive growth
- Double digit percentage license revenue growth
- Maintain best in class operating margins (Non-GAAP) of 20%
- Continued legacy business declines
- Continued stock buy-back

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Upcoming Conferences

Barclays Big Data Conference

February 11

*Stanford Court Renaissance Hotel
San Francisco*



**Roth Capital Partners
25th Annual OC
Growth Stock Conference
March 17-20
*Ritz Carlton Laguna Niguel***



Q & A



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