

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 2010 Annual Report on Form 10-K filed on March 11, 2011 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, 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*

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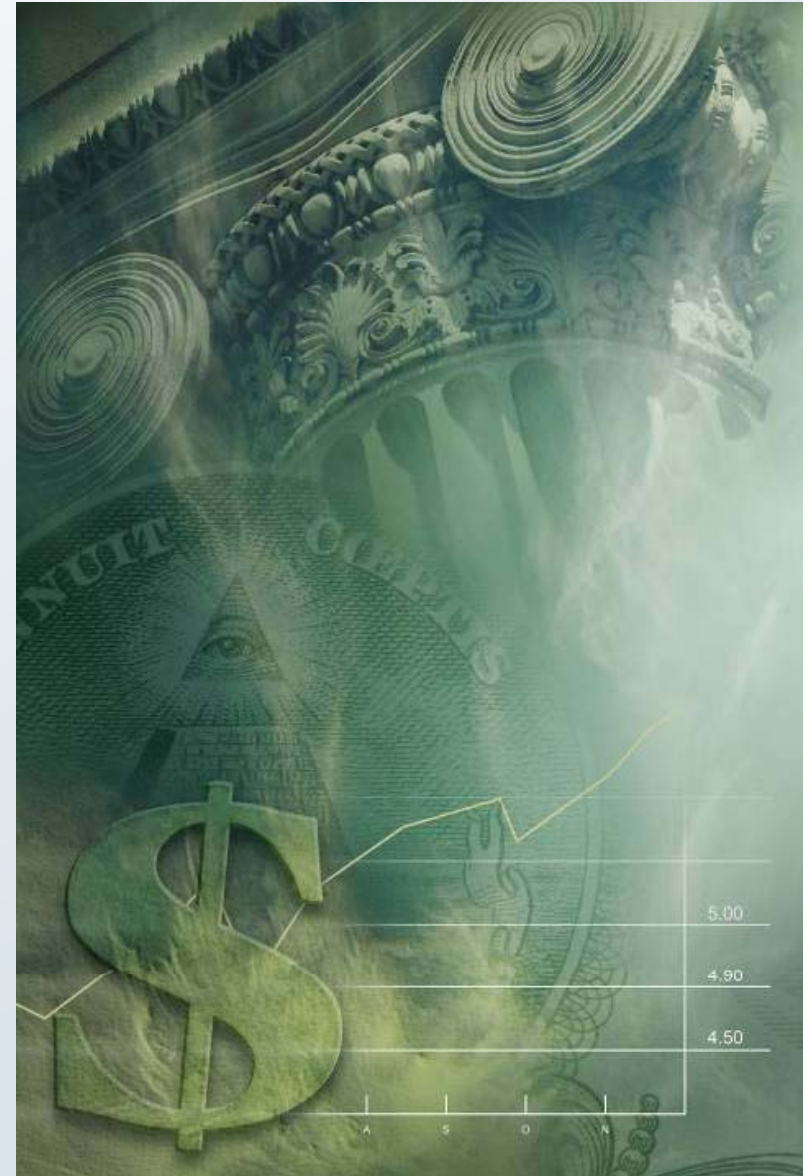
Third Quarter FY2011 Summary



Q3 FY2011

- ***Revenue of \$33.8 million***
- ***License revenue of \$11.8 million***
- ***Non-GAAP fully diluted EPS of \$0.13***
- ***\$6.5 million cash flow from operations***

Third quarter 2011 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 by excluding amortization of purchased technology and other intangibles related to Actuate's acquisition transactions, stock-based compensation expense, 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 2011 non-GAAP financial results was 20%.



Third Quarter Transactions



Financial Services over 60% in Q3
Outside the firewall business over 40% in Q3

BIRT-Related Business for Q3



BIRT-related license business of \$3.0 million in Q3FY11

- Up 31% from Q3FY10
- Up 148% for first 9 months

50 new BIRT license transactions

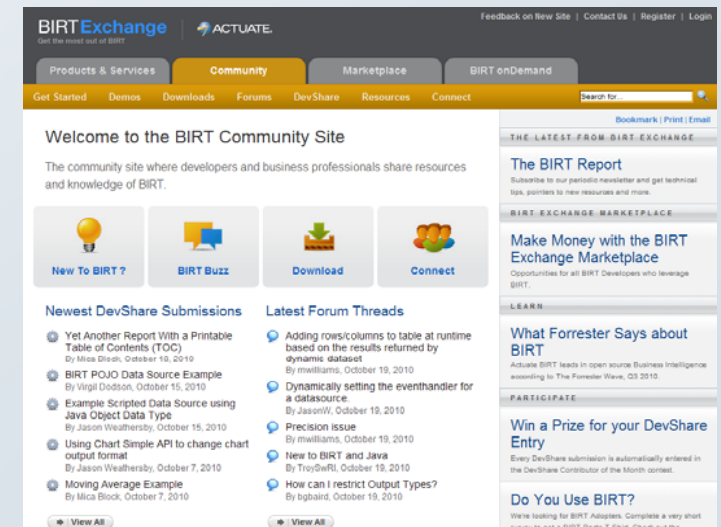
- Up 6 from Q3FY10
- Up 17 for first 9 months

Contribution to BIRT-related license business from open source BIRT users remains strong

- Up 55% for first 9 months

Over 72,800 total registrations on BIRT Exchange

- Up from 49,000 year ago



Biggest BIRT Event

2011 BIRT Roadshow in Bangalore



BIRT Roadshow Bangalore

- More than 1,700 registrations
- More than 680 attendees

Key Companies

- Wipro
- Tata
- TCS
- Infosys
- Cognizant
- HP
- Thomson Reuters
- Larsen & Toubro
- IndianOil
- Syntel
- Wells Fargo
- HSBC
- Dell

***Many Global Companies with
Development Centers in India***



***Over 50% of
developers in India
use or plan to use BIRT***

***More than 500,000
developers currently
use BIRT***

***Additional 600,000
developers plan
to use BIRT
in next 12 months***

Get Started with BIRT Plug-In Contest

Community Participation Adds Value for Customers



BIRT Data Plug-Ins

ODAs



Linked in



mongoDB



github
SOCIAL CODING

BIRT Output Types

Emitters



`<div>`

BIRT Report Items

Google translate

Numbers to Words

571 → five hundred seventy-one

Winners to be announced on November 15

Actuate's Unique Enterprise / Open-Source Model Drives Revenue and Profit Growth



Ubiquity of BIRT

- More than 10 million downloads
- More than 1.2 million developers
- Developers across industries and geographies

Monetize Large Enterprises and ISVs

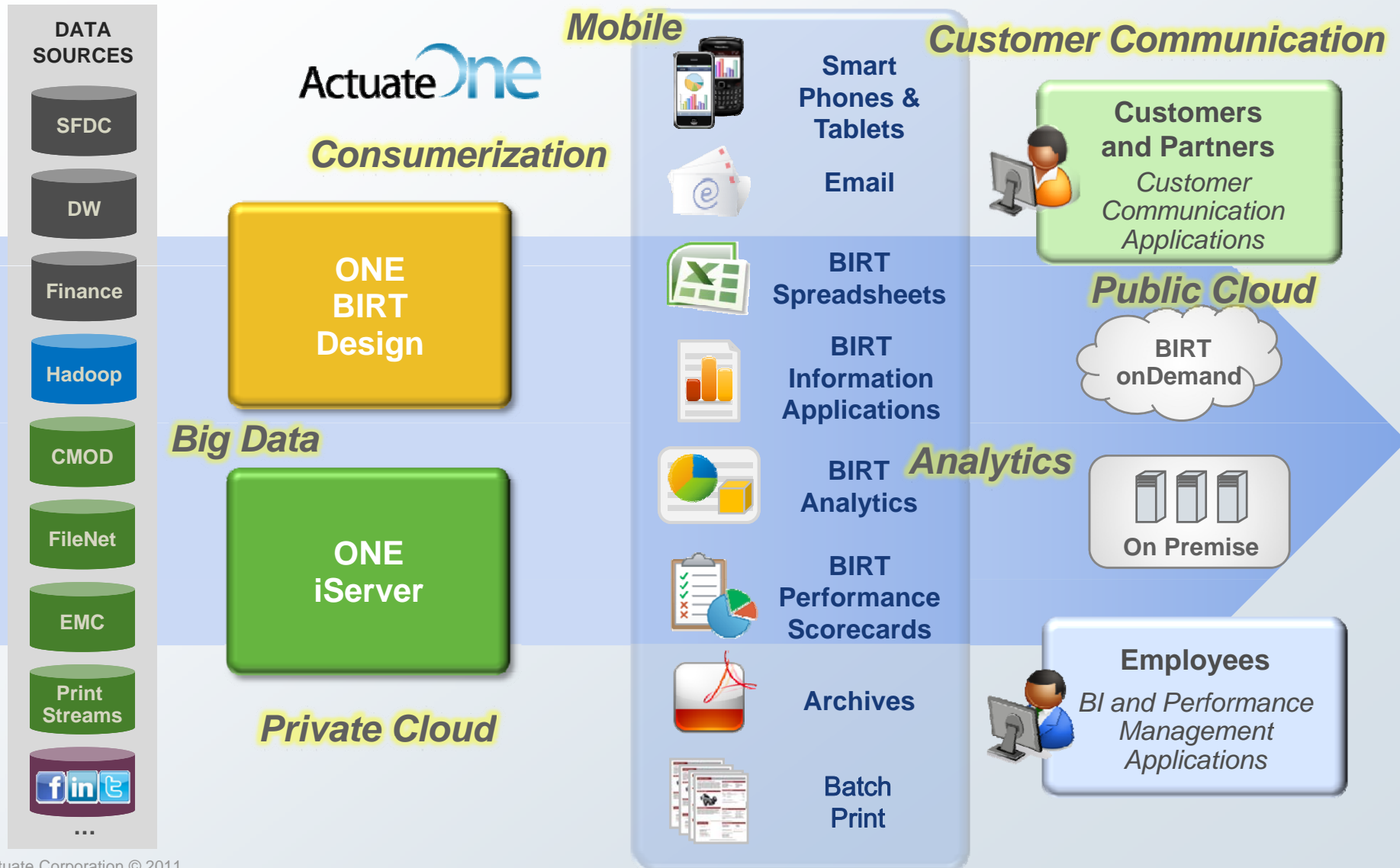
- Focus on G9K companies and government agencies using BIRT to land and expand
- Focus on ISVs to embed value added ActuateOne products or BIRT onDemand

BIRT Model Drives Growth

- BIRT-related license business is growing with larger deal size
- Adding G9K accounts in new industries
- Completing larger OEM transactions



ActuateOne and BIRT Uniquely Meet the Requirements of a Rapidly Changing Market



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Dan Gaudreau
SVP Operations & CFO

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3Q11 Non-GAAP P&L



(\$ Millions)	Q3'11 <u>Actual</u>	Q3'10 <u>Actual</u>	IBM <u>Deal</u>	Q3'10 <u>Adjust</u>	<u>V%</u>
License Revs	\$ 11.8	\$ 17.8	\$ (8.9)	\$ 8.9	33%
Maint. Revs	19.8	20.8	(2.1)	18.7	6%
Services Revs	<u>2.2</u>	<u>1.9</u>	<u>0.0</u>	<u>1.9</u>	16%
Total Revenues	33.8	40.5	(11.0)	29.5	15%
Oper. Expenses	<u>25.3</u>	<u>26.0</u>	<u>(1.3)</u>	<u>24.7</u>	2%
Oper. Income	8.5	14.5	(9.7)	4.8	77%
Oper. Margin	25.1%	35.8%		16.3%	
Diluted EPS	\$ 0.13	\$ 0.23	\$ (0.16)	\$ 0.07	86%

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, 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 all periods presented.

9 Months 2011 Non-GAAP P&L



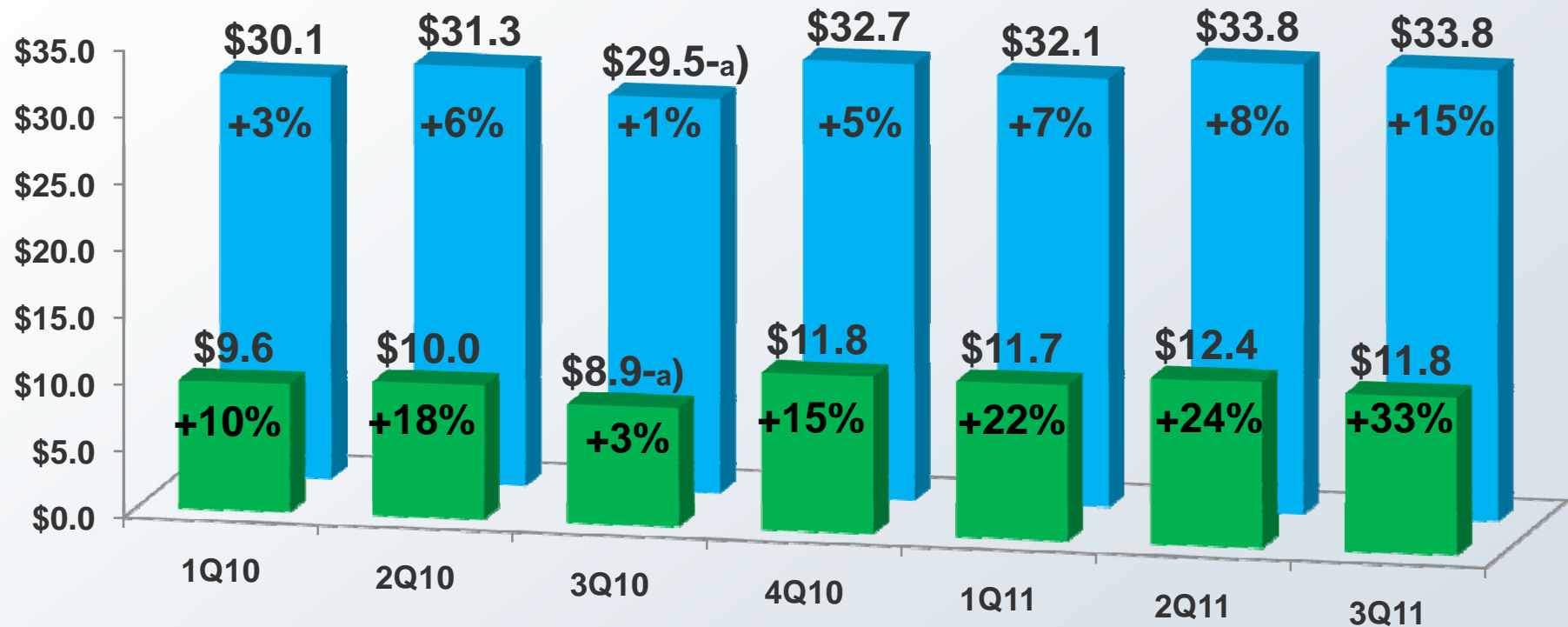
(\$ Millions)	9 Months 2011 <u>Actual</u>	9 Months 2010 <u>Actual</u>	IBM <u>Deal</u>	9 Months 2010 <u>Adjust.</u>	<u>V%</u>
License Revs	\$ 35.9	\$ 37.4	\$ (8.9)	\$ 28.5	26%
Maint. Revs	57.8	58.9	(2.1)	56.8	2%
Services Revs	<u>6.0</u>	<u>5.7</u>	<u>0.0</u>	<u>5.7</u>	5%
Total Revenues	99.7	102.0	(11.0)	91.0	10%
Oper. Expenses	<u>77.5</u>	<u>78.8</u>	<u>(1.7)</u>	<u>77.1</u>	0%
Oper. Income	22.2	23.2	(9.3)	13.9	60%
Oper. Margin	22.2%	22.7%		15.3%	
Diluted EPS	\$ 0.34	\$ 0.36	\$ (0.15)	\$ 0.21	62%

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, 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 all periods presented.

Quarterly Non-GAAP Revenue Performance (Year-Over-Year Growth)



■ LICENSE REVENUE ■ TOTAL REVENUE



- 7 QUARTERS OF YEAR-OVER-YEAR QUARTERLY REVENUE GROWTH
- 6 OUT OF 7 QUARTERS WITH 10%+ LICENSE REVENUE 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



Revenue Related

- N. Amer/Int'l revenue split at 77%/23%, respectively
- BIRT-related license business of \$3.0 million in Q3'11, up 31% Y/Y and up 148% YTD
- Orders over \$100,000 with 57 customers, same as Q3'10
 - Average order size significantly higher than a year ago
- Two transactions with license component > \$1 million

Income Related

- Non-GAAP operating margin of 25% and non-GAAP EPS of \$0.13
- Non-GAAP tax rate may need to be increased for FY2012

Third quarter 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, 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 all periods presented.

Balance Sheet



(\$ Millions)	<u>9/30/10</u>	<u>12/31/10</u>	<u>9/30/11</u>
Cash & Investments	\$73.5	\$79.3	\$63.5
Accounts Receivable	20.6	28.6	22.0
Goodwill & Purch Intang	62.7	61.9	58.4
Other Assets	<u>24.7</u>	<u>25.8</u>	<u>26.5</u>
Total Assets	<u>\$181.5</u>	<u>\$195.6</u>	<u>\$170.4</u>
Accrued Liabilities	\$15.5	\$17.1	\$11.5
Debt	40.0	40.0	0.0
Deferred Revenue	40.3	45.9	45.4
Equity	<u>85.7</u>	<u>92.6</u>	<u>113.5</u>
Total Liab/Equity	<u>\$181.5</u>	<u>\$195.6</u>	<u>\$170.4</u>

Balance Sheet / Other Comments



- ***DSO at 60 days, down 22 days vs. 12/31/10, and up 13 days vs. 9/30/2010 based on non-GAAP revenue***
- ***\$6.5 million in cash flow from operations Q3'11 and \$14.3 million for first 9 months of 2011***
- ***Completed \$5M stock repurchase during Q3'11***
- ***541 employees as of 9/30/11***
- ***52 sales reps currently; goal is 55 – 60 by year end***

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.

Q3 and 2011 YTD Summary

- **33% Y/Y growth in license revenue; 26% YTD license growth**
- **31% BIRT license growth in Q3; 148% YTD BIRT license growth**
- **15% Q3 total non-GAAP revenue growth; 10% YTD total non-GAAP revenue growth**
- **Continued best in class non-GAAP operating margins**
- **Solid balance sheet with no debt**
- **Low relative valuation – good value**

Note: Excludes \$11 million settlement in Q3 2010
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.



Upcoming Investor Lunches



ActuateOne

LIVE!



San Francisco Nov 3 | New York Nov 9 | Paris Nov 15 | London Nov 16 | Frankfurt Nov 17 | Singapore Dec 1

November 3 *Hotel Nikko San Francisco*



November 9 *Grand Hyatt New York*



Q & *A*

