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FY2011 and Q4 Earnings Call

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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, 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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Fourth Quarter FY2011 Summary

Q4 FY2011

- **Revenue of \$35.3 million**
- **License revenue of \$13.3 million**
- **Non-GAAP fully diluted EPS of \$0.15**
- **\$6.9 million cash flow from operations**

Fourth 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, 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%.



FY2011

- *Revenue of \$135.0 million*
- *License revenue of \$49.2 million*
- *Non-GAAP fully diluted EPS of \$0.49*
- *\$21.2 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, 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.



Fourth Quarter Transactions



Financial Services over 50% in FY11

170 New Accounts in FY11

Over 40% of applications outside of the firewall in FY11

BIRT license business of \$16.2 million in FY11

- Up 70% from FY10

205 BIRT license transactions

- Up 22 from FY10

BIRT transaction sizes increasing

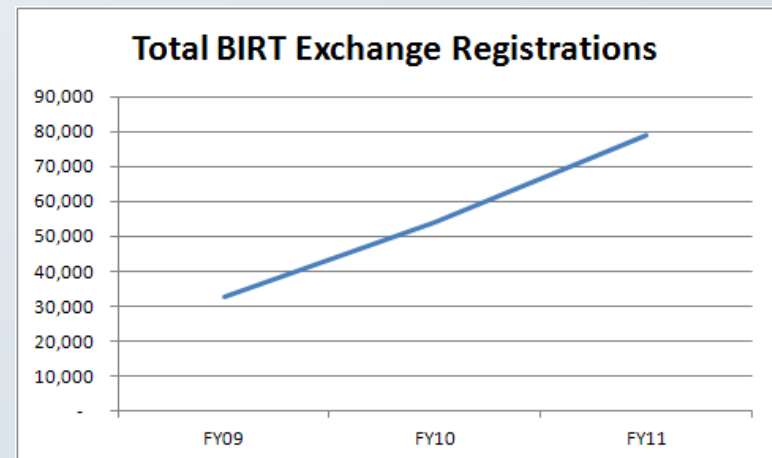
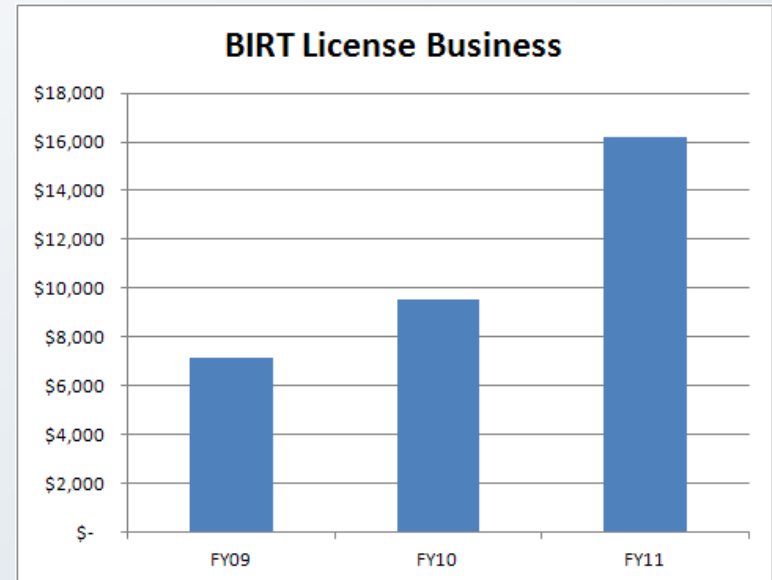
- Up 52% from FY10

Contribution to BIRT license business from open source BIRT users continues to increase

- Up double digit percentage from FY10

Over 78,800 total registrations on BIRT Exchange

- Up from 53,800 year ago



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

Ubiquity of BIRT

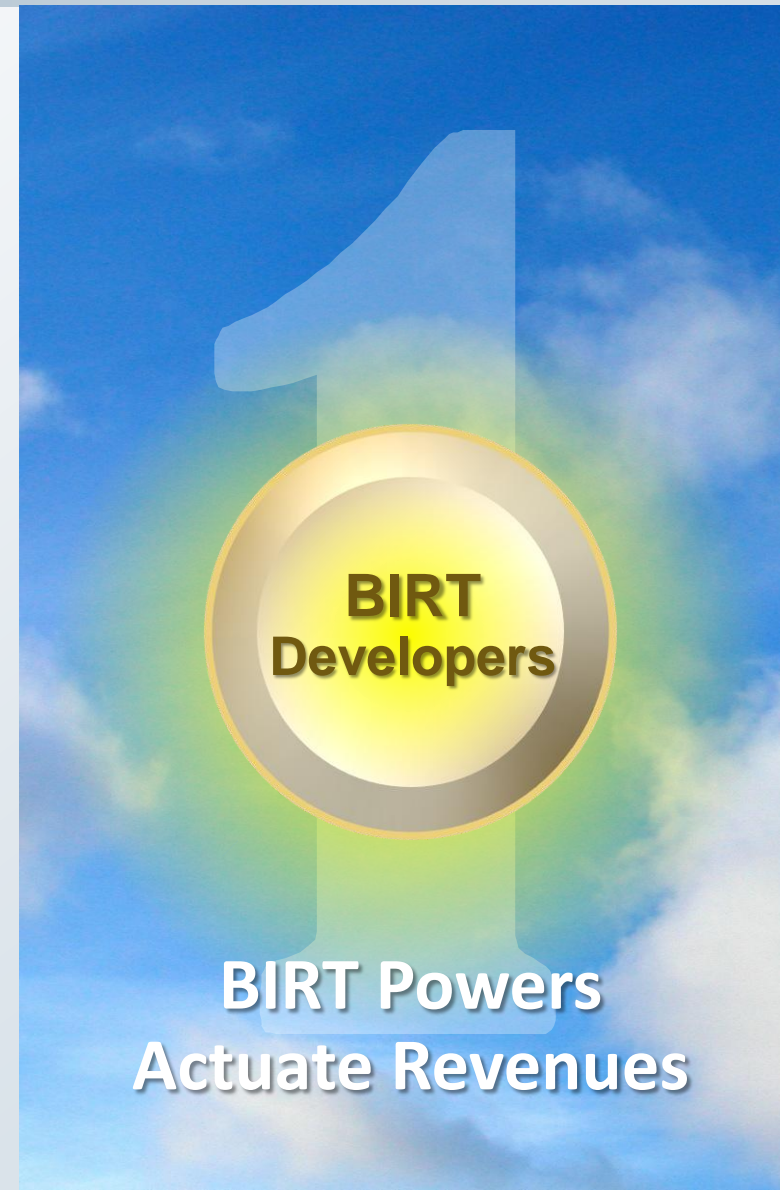
- More than 1.5 million developers currently use BIRT
- Developers across industries and geographies

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



Independent Validation of Actuate's Growth and Value in BI Market

Value

- 72% of Actuate users reported “great value” or “good value” for price paid
- 94% of Actuate users reported they would recommend Actuate

Market Growth

- In the past year, Actuate has seen a larger percentage of new deployments than any other vendor

“Spending for Business Intelligence solutions and services continues to grow. This has unleashed the demand for solutions that are easier to buy, faster to deploy and easier to use.”

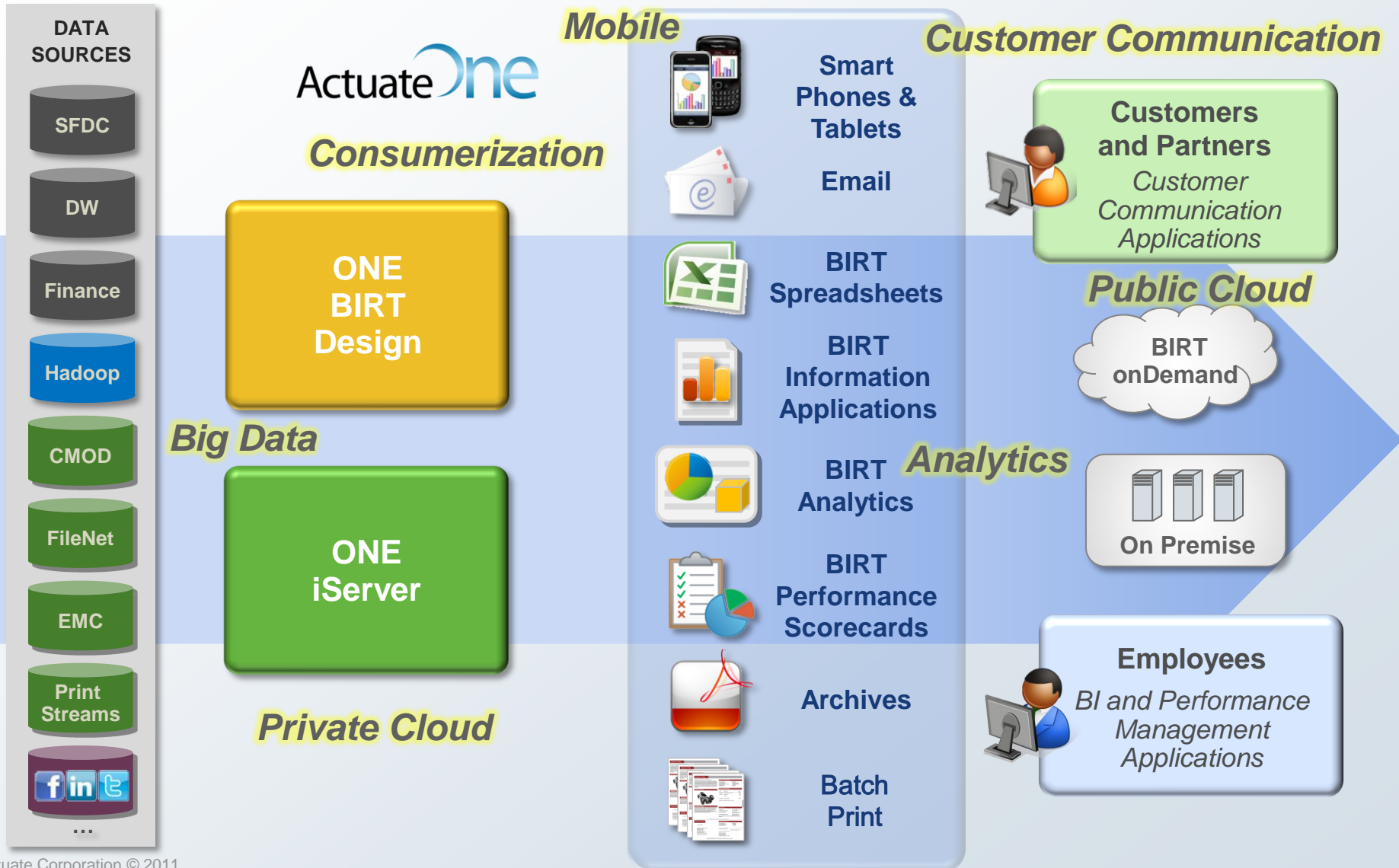
***Howard Dresner - Chief Research Officer,
Dresner Advisory Services***

Actuate Performance



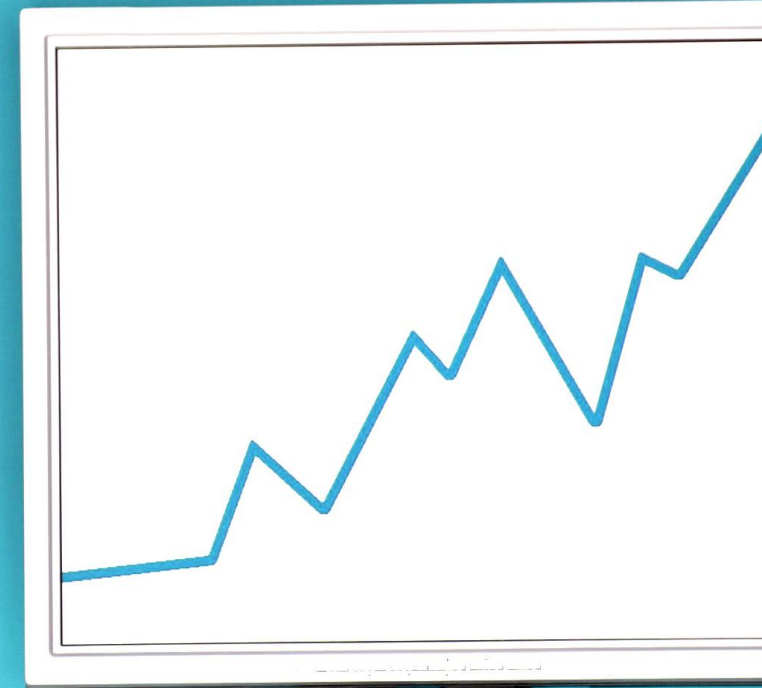
Source: Dresner Advisory Services Wisdom of Crowds BI Market Study™
Actuate Special Report, Dec, 2011

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



Comments Regarding FY2012

- ***Expect continued positive growth and increased mix of BIRT license business***
- ***Pipelines up double digit percentages from a year ago***
- ***Continued operating income growth***
- ***Improved International operations***
- ***Increased investment for growth of the business***



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					30% - 40% CAGR
Other License Revenues	\$33.0M					10% - 15% CAGR
Total License Revenues	\$49.2M					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, 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 future years.

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Dan Gaudreau

SVP Operations & CFO

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4Q11 Non-GAAP P&L

(\$ Millions)	<u>Q4'11</u>	<u>% rev.</u>	<u>Q4'10</u>	<u>% rev.</u>	<u>V%</u>
License Revs	\$ 13.3	38%	\$ 11.8	36%	13%
Maint. Revs	20.4	58	18.9	58	8%
Services Revs	<u>1.6</u>	<u>4</u>	<u>2.0</u>	<u>6</u>	(19)%
Total Revenues	35.3	100	32.7	100	8%
Oper. Expenses	<u>25.6</u>	<u>73%</u>	<u>24.8</u>	<u>76%</u>	3%
Oper. Income	9.7		7.9		23%
Oper. Margin	27.5%		24.1%		
Diluted EPS	\$ 0.15		\$ 0.12		25%

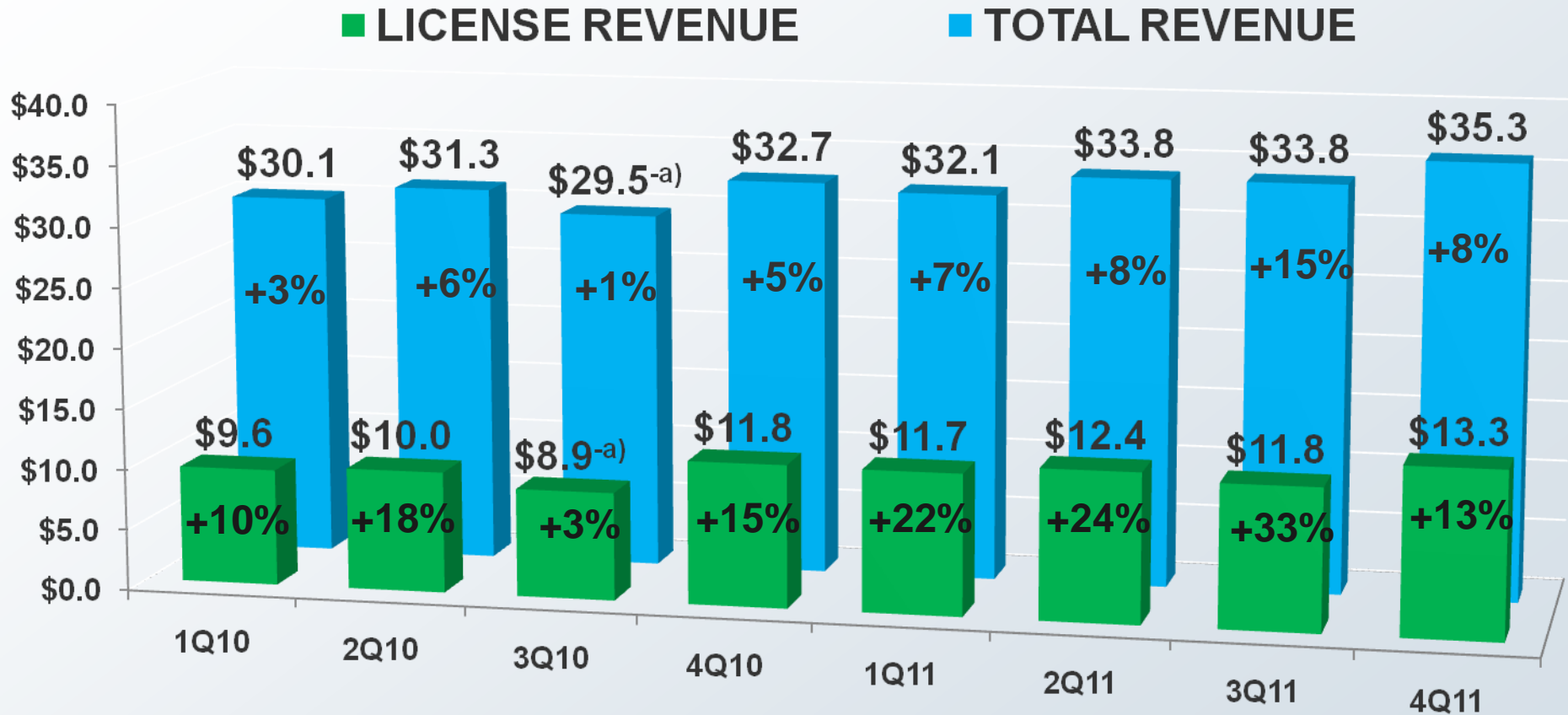
Non-GAAP financial results were calculated by adding back the revenue that could not be recognized due to the impact of purchase accounting on the acquired Xenos revenue contracts and excluding amortization of purchased technology and other intangibles related to Actuate's acquisition transactions, stock-based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

FY2011 Non-GAAP P&L

(\$ Millions)	<u>FY2011 Actual</u>	<u>FY2010 Actual</u>	<u>IBM Deal</u>	<u>FY2010 Adjust.</u>	<u>V%</u>
License Revs	\$ 49.2	\$ 49.2	\$ (8.9)	\$ 40.3	22%
Maint. Revs	78.2	77.8	(2.1)	75.7	3%
Services Revs	<u>7.6</u>	<u>7.7</u>	<u>0.0</u>	<u>7.7</u>	(1)%
Total Revenues	135.0	134.7	(11.0)	123.7	9%
Oper. Expenses	<u>103.1</u>	<u>103.6</u>	<u>(1.3)</u>	<u>102.3</u>	1%
Oper. Income	31.9	31.1	(9.7)	21.4	49%
Oper. Margin	23.7%	23.1%		17.3%	
Diluted EPS	\$ 0.49	\$ 0.48	\$ (0.16)	\$ 0.32	53%

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)



a)- Excludes \$11 million IBM transaction 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

Y/Y Non-GAAP Revenue by Region

(\$ millions)	<u>3 MOS. ENDED</u>			<u>12 MOS. ENDED</u>		
	<u>12/31/10</u>	<u>12/31/11</u>	<u>V%</u>	<u>12/31/10</u>	<u>12/31/11</u>	<u>V%</u>
<u>N. AMERICA</u> ^{-a)}						
LICENSE REVS	7.4	12.3	67%	30.8	41.4	34%
MAINT/SUPP REVS	14.6	15.6	7%	58.7	59.7	2%
SERVICES REVS	<u>1.3</u>	<u>1.1</u>	(16)%	<u>5.3</u>	<u>5.3</u>	0%
TOTAL	23.3	29.0	25%	94.8	106.4	12%
<u>INTERNATIONAL</u>						
LICENSE REVS	4.4	1.0	(78)%	9.5	7.8	(18)%
MAINT/SUPP REVS	4.3	4.8	11%	17.0	18.5	9%
SERVICES REVS	<u>0.7</u>	<u>0.5</u>	(24)%	<u>2.4</u>	<u>2.3</u>	(4)%
TOTAL	9.4	6.3	(33)%	28.9	28.6	(1)%

a)- Excludes \$11 million IBM transaction in 3Q10

* Non-GAAP revenues 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.

Revenue Related

- BIRT license business up 70% for the fiscal year to \$16.2 million
- Booked over 50 BIRT-related license transactions in Q4 and 205 for all of 2011
- Orders over \$100,000 with 73 customers, up 16 from 57 in Q3'11
- 3 transactions with license component > \$1 million

Income Related

- Record FY Non-GAAP EPS of \$0.49, up 53% year-over-year ^{-a)}
- Record FY Non-GAAP operating margin of 23.7%

a)- Excludes \$11 million IBM transaction in 3Q10

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.







Balance Sheet

(\$ Millions)	<u>12/31/10</u>	<u>9/30/11</u>	<u>12/31/11</u>
Cash & Investments	\$79.3	\$63.5	\$67.4
Accounts Receivable	28.6	22.0	26.8
Goodwill & Purch Intang	61.9	58.4	58.4
Other Assets	<u>25.8</u>	<u>26.5</u>	<u>24.9</u>
Total Assets	<u>\$195.6</u>	<u>\$170.4</u>	<u>\$177.5</u>
Accrued Liabilities	\$17.1	\$11.5	\$15.2
Debt	40.0	0.0	0.0
Deferred Revenue	45.9	45.4	44.8
Equity	<u>92.6</u>	<u>113.5</u>	<u>117.5</u>
Total Liab/Equity	<u>\$195.6</u>	<u>\$170.4</u>	<u>\$177.5</u>

- DSO at 70 days, down 11 days vs. 12/31/10 based on Non-GAAP revenue
- \$21.2 million in cash flow from operations for FY2011
- Completed \$10 million stock repurchase during 2nd half of 2011
- Paid off debt balance of \$40 million
- 552 employees as of 12/31/11, down 21 from a year ago
- Ended 2011 with 55 sales reps

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.

Scorecard for FY2011

- *Expect continued positive growth and increased mix of BIRT license revenues* 
- *New management and a dedicated sales force in our Performance Management Group create a positive revenue driver* 
- *Compliance transaction the size of IBM is not forecasted for 2011* 
- *Maintenance revenue growth metrics should improve 2H11 due primarily to growth in license revenues* 
- *Non-GAAP EPS will continue to grow* 
- *CFFO will increase due to higher profitability and reduced lease payments* 

FY2011 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, acquisition related costs and an adjustment to the income tax provision. The income tax rate used to compute FY2011 non-GAAP financial results was 20%.

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**
- **MR growth rate to be similar to 2011 in the low single digits**
- **Continued operating income growth**
- **Non-GAAP tax rate of 30%**
- **Non-GAAP EPS growth from operations to be offset by tax rate increase**

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, 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 30% for FY2012.



Upcoming Conferences

UBS Small Cap One-on-One Symposium

February 28-29

Intercontinental Boston



Roth Capital Partners

24th Annual OC Growth Stock Conference

March 11-14

Ritz Carlton, Laguna Niguel



B. Riley & Co.

13th Annual Investor Conference

May 22-23

Lowe's Santa Monica Beach Hotel

Q & *A*

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FY2011 and Q4 Earnings Call

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