



ACTUATE®

*The **BIRT** Company*™

Q4 and 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 legodo ag in January 2014 and 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, one-time termination costs, 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.



ACTUATE[®]

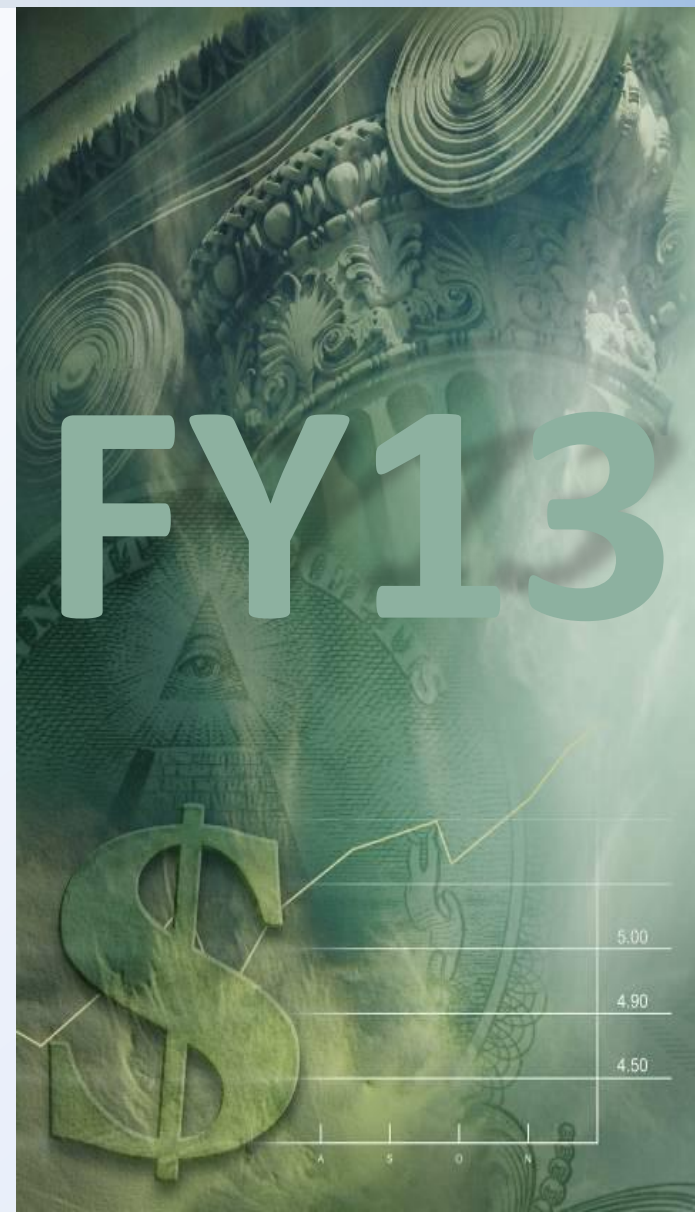
*The **BIRT** Company[™]*

Pete Cittadini

President and CEO

2013 Highlights

- Large and growing community of over 3 million BIRT developers worldwide
- Double digit growth for overall BIRT iHub and license business of 14%
- Best-in-class operating margins
- Pristine balance sheet with no debt and \$80 million in cash
- Strong OEM business with many new OEMs – more that doubled new OEM business in 2013 – attesting to the technical strengths of BIRT and BIRT iHub for developers
- Positive growth for highly differentiated BIRT Content Services



“The Age Of The Customer Changes Everything For AD&D Leaders”

“We’re entering a new age of business technology — the age of the customer — and it holds plenty of change and opportunity for application development and delivery professionals”

Forrester Research, January 23, 2014

“Gartner Top Predictions 2014: Plan for a Disruptive, but Constructive Future”

“Digital business will open new opportunities for businesses to engage customers ... IT leaders should architect to support the collection of consumer data and the use of that data to enable sales opportunities.”

Gartner, October 7, 2013

Age of the Customer

Triggers IT spending on large scale for external, customer-facing apps

Three major Actuate initiatives in 2014

- Freemium BIRT iHub
- Subscription licensing
- Focused business units

Freemium

Introducing BIRT iHub F-Type

Identify more BIRT developers and more Enterprise BIRT iHub projects

- Generate new incremental Enterprise BIRT iHub business

BIRT iHub F-Type

- Fully functioning BIRT iHub for small scale projects
- Gain ubiquity for the complete BIRT stack
- Seamless upgrade to full scale BIRT iHub for medium and large projects with flexible new licensing frameworks
- Available in Q2 2014



Move towards more subscription licensing and faster customer acquisition

- BIRT iHub F-Type can be seamlessly upgraded to a full scale iHub on an annual subscription basis
- BIRT Analytics only available on an annual subscription basis
- SME group selling only subscription licenses to OEMs and small and medium enterprises



Actuate is the leader in personalized analytics and insights

Enterprise BIRT

World-class IDE and deployment platform

Seamless integration with enterprise customer facing and OEM applications

BIRT BIRT iHub

3M+ BIRT Developers

BIRT Analytics

Visual data mining

Predict customer behavior

Rapidly analyze Big Data

BIRT Analytics

Business Analysts

Content Services

Statement design, processing, storage and delivery of accessible customer communications

***BIRT for Statements
BIRT Content Services***

ECM Architects

Completed acquisition of legodo ag on Friday, January 31, 2014

- Significantly expands CCM solution from Content Services group
- Easy and rapid generation of personalized customer correspondence
- Any communication channel including mobile touch devices
- Use information in existing ERP, CRM and other applications to create personalized communication
- Over 40,000 users with prominent companies

Strong demand for Accessible CCM

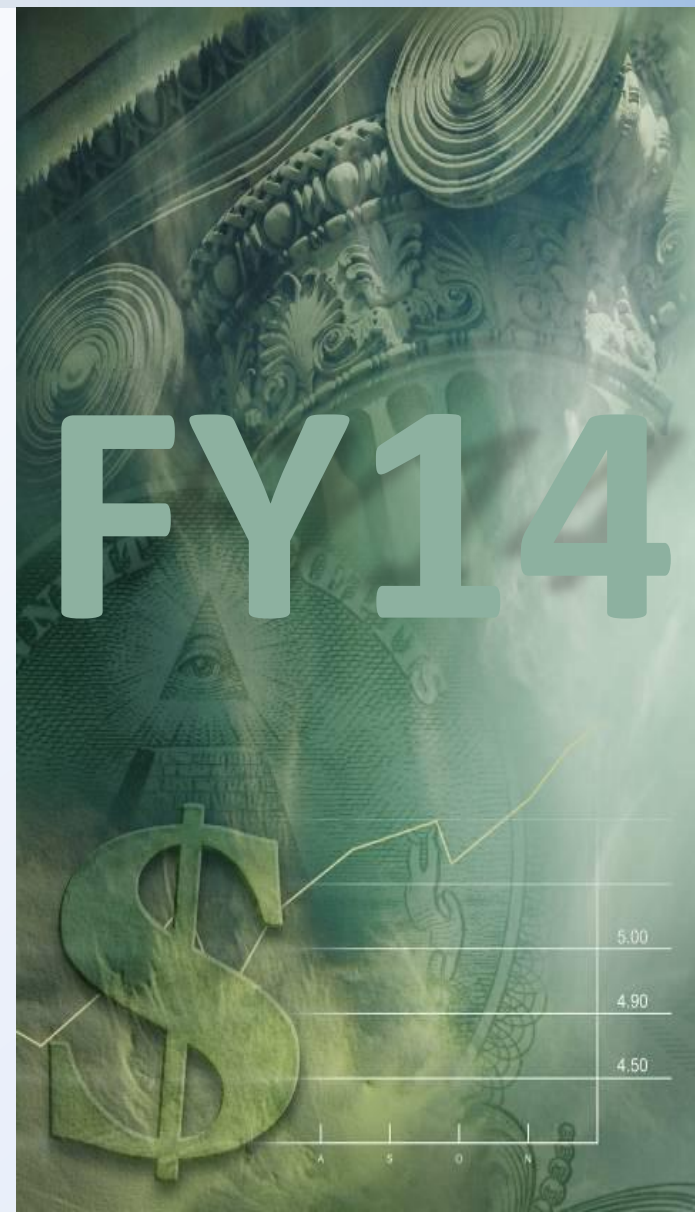
- Awarded patent for automatically transforming high volume content into accessible electronic documents



FY2014 Outlook

- BIRT iHub –based license business of approximately \$44 million
- Total BIRT iHub-based business of approximately \$82 million
- Total legacy business of approximately \$40 million
- Non-GAAP Operating margin of 16 – 20%

Non-GAAP financial results are calculated by adding back the revenue that could not be recognized due to the impact of purchase accounting and excluding amortization of purchased technology and other intangibles related to Actuate's acquisition transactions, stock-based compensation expense, restructuring and impairment charges, facilities adjustments, one-time termination costs, one-time professional service fees, acquisition related costs, foreign currency exchange gains and losses, and 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 is 30%.





ACTUATE®

*The **BIRT** Company*™

Dan Gaudreau
SVP Operations & CFO

4Q13 Non-GAAP P&L

<i>\$ Millions</i>	<i>Q4'13</i>	<i>% rev.</i>	<i>Q4'12</i>	<i>% rev.</i>	<i>% V</i>
License Revenues	\$14.6	45%	\$15.5	43%	(6)%
Maint. Revenues	16.4	51%	18.2	51%	(10)%
ProServ Revenues	<u>1.4</u>	<u>4%</u>	<u>2.0</u>	<u>6%</u>	<u>(30)%</u>
Total Revenues	32.4	100%	35.7	100%	(9)%
Operating Expenses	<u>26.0</u>	80%	<u>29.0</u>	81%	<u>(10)%</u>
Operating Income	6.4		6.7		(4)%
<i>Operating Margins</i>	<i>20%</i>		<i>19%</i>		
Diluted EPS	\$0.09		\$0.09		0%

Non-GAAP financial results are calculated by adding back the revenue that could not be recognized due to the impact of purchase accounting and excluding amortization of purchased technology and other intangibles related to Actuate's acquisition transactions, stock-based compensation expense, restructuring and impairment charges, facilities adjustments, one-time termination costs, one-time professional service fees, acquisition related costs, foreign currency exchange gains and losses, and 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 is 30%.

FY 2013 Non-GAAP P&L

<i>\$ Millions</i>	<i>FY13</i>	<i>% rev.</i>	<i>FY12</i>	<i>% rev.</i>	<i>% V</i>
License Revenues	\$60.6	45%	\$57.9	42%	5%
Maint. Revenues	67.6	50%	73.5	53%	(8)%
ProServ Revenues	<u>6.4</u>	<u>5%</u>	<u>7.5</u>	<u>5%</u>	<u>(15)%</u>
Total Revenues	134.6	100%	138.9	100%	(3)%
Operating Expenses	<u>111.2</u>	83%	<u>109.0</u>	78%	<u>2%</u>
Operating Income	23.4		29.9		(22)%
<i>Operating Margins</i>	<i>17.4%</i>		<i>21.5%</i>		
Diluted EPS	\$0.32		\$0.39		(18)%

Non-GAAP financial results are calculated by adding back the revenue that could not be recognized due to the impact of purchase accounting and excluding amortization of purchased technology and other intangibles related to Actuate's acquisition transactions, stock-based compensation expense, restructuring and impairment charges, facilities adjustments, one-time termination costs, one-time professional service fees, acquisition related costs, foreign currency exchange gains and losses, and 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 is 30%.

Geographic Non-GAAP Revenue Split

<i>\$ Millions</i>		<i>N. AMER.</i>	<i>INT'L</i>	<i>Total</i>
License	2013	\$49.2	\$11.4	\$60.6
	2012	\$44.3	\$13.6	\$57.9
	V%	11%	(16)%	5%
Services (N.G.)	2013	\$57.4	\$16.6	\$74.0
	2012	\$60.5	\$20.5	\$81.0
	V%	(5)%	(19)%	(9)%
Total	2013	\$106.6	\$28.0	\$134.6
	2012	\$104.8	\$34.1	\$138.9
	V%	2%	(18)%	(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

Product Line Non-GAAP Revenue Split

<i>\$ Millions</i>		<i>Legacy iServer</i>	<i>BIRT iHUB</i>	<i>Total</i>
License	2013	\$20.4	\$40.2	\$60.6
	2012	\$22.7	\$35.2	\$57.9
	V%	(10)%	14%	5%
Services (N.G.)	2013	\$38.7	\$35.3	\$74.0
	2012	\$49.8	\$31.2	\$81.0
	V%	(22)%	13%	(9)%
Total	2013	\$59.1	\$75.5	\$134.6
	2012	\$72.5	\$66.4	\$138.9
	V%	(18)%	14%	(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

Balance Sheet/Cash Flow

<i>\$ Millions</i>	<i>12/31/12</i>	<i>9/30/13</i>	<i>12/31/13</i>
Cash & Investments	\$66.5	\$71.9	\$79.9
Accounts Receivable	33.1	30.4	27.4
Goodwill & Purch. Intangibles	62.9	61.1	60.6
Other Assets	30.0	29.6	28.2
<i>Total Assets</i>	\$192.5	\$193.0	\$196.1
Accrued Liabilities	\$20.7	\$18.7	\$19.4
Deferred Revenue	46.4	44.0	47.9
Equity	125.4	130.3	128.8
<i>Total Liabilities/Equity</i>	\$192.5	\$193.0	\$196.1
DSO's	85	87	78
CFFO YTD	\$20.3	\$12.0	\$24.5

Acquisition of legodo ag

- **Location:** Karlsruhe, Germany
- **Technology:** Customer Communication Management software
- **Markets:** Telco, Financial Services, Utilities
- **Terms of Transaction:** Not disclosed
- **Employees:** 40
- **P&L Impact:** Revenues not material to Actuate's results; neutral to accretive over the next 12 months



Comments Regarding 2014

- Minimum 10% iHUB license and total revenue growth
- Subscription business increasing
- Continued legacy business declines
- Maintain stability in the salesforce and increase productivity
- Non-GAAP operating margin of 16%-20%
- Continued stock buy-backs

Non-GAAP financial results are calculated by adding back the revenue that could not be recognized due to the impact of purchase accounting and excluding amortization of purchased technology and other intangibles related to Actuate's acquisition transactions, stock-based compensation expense, restructuring and impairment charges, facilities adjustments, one-time termination costs, one-time professional service fees, acquisition related costs, foreign currency exchange gains and losses, and 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 is 30%.



Upcoming Conferences

February 11

UBS SMID Cap Symposium

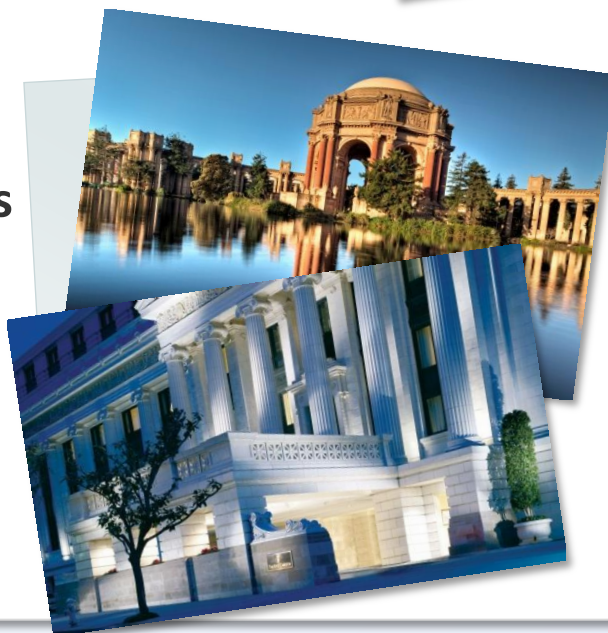
InterContinental Boston



March 3

**JMP Securities
Technology
Conference**

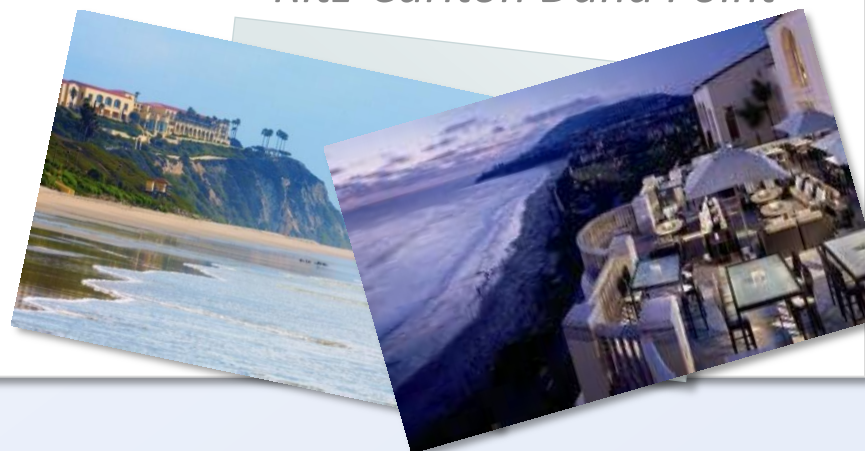
*Ritz-Carlton
San Francisco*



March 10

26th Annual ROTH Conference

Ritz-Carlton Dana Point



Q & A



ACTUATE®

*The **BIRT** Company*™

Q4 and FY2013 Earnings Call