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The people behind BIRT™

Q1 FY2010 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 and Rich Internet Application 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 2009 Annual Report on Form 10-K filed on March 10, 2010 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 revenue contracts and by excluding the amortization of purchased technology and other intangible assets related to Actuate's acquisition transactions, restructuring charges, stock-based compensation expense, one-time professional services fees, expenses related to idle facilities, acquisition related expenses, other employee termination costs 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.

Pete Cittadini

President & CEO



First Quarter FY2010 Summary



Q1 FY2010

- ***Non-GAAP revenue of \$30.1 million***
- ***License revenue of \$9.6 million***
- ***Non-GAAP fully diluted EPS of \$0.06***
- ***\$11.4 million cash flow from operations***

First quarter 2010 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. All of these income and expense items are included in Actuate's GAAP results. The income tax rate used to compute 2010 non-GAAP financial results was 20%.



First Quarter Transactions



Morgan Stanley



NOMURA



HayGroup



FUNDWORKS



79% of Q1 business from Financial Services

65% of Q1 business from Outside the Firewall projects

BIRT Business in Q1

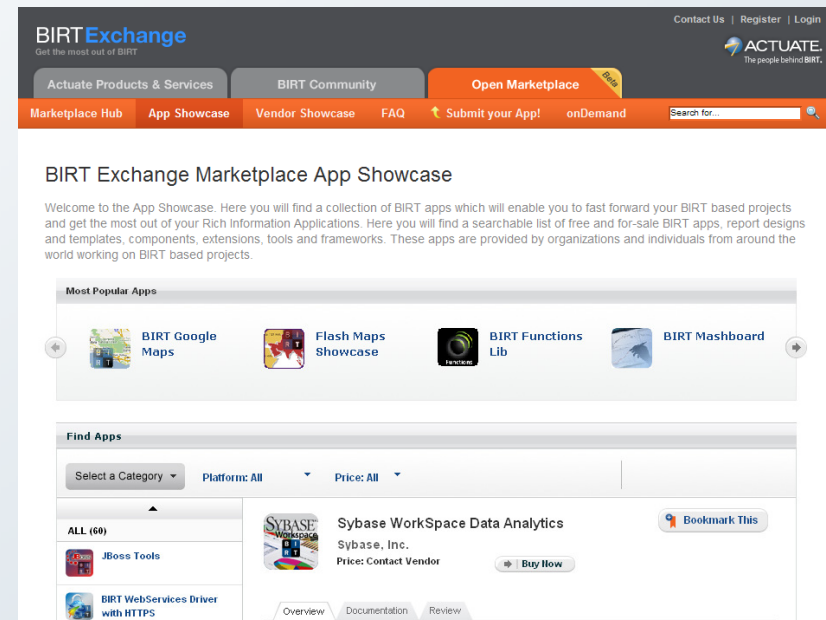
License Business up 30% from Year Ago



Over 27,800 total BIRT registrations

	Q1 10	Year-over-year increase
Average daily page views	6,600+	10%
Average monthly visitors	37,300+	16%
Unique commercial downloads	1,100+	18%

60 Apps Drive Downloads on BIRT Exchange Marketplace



BIRT-related business of \$3.8 million in Q110
up from over \$3.5 million in Q109

BIRT-related license business up over 30% from Q109

Over 135 transactions

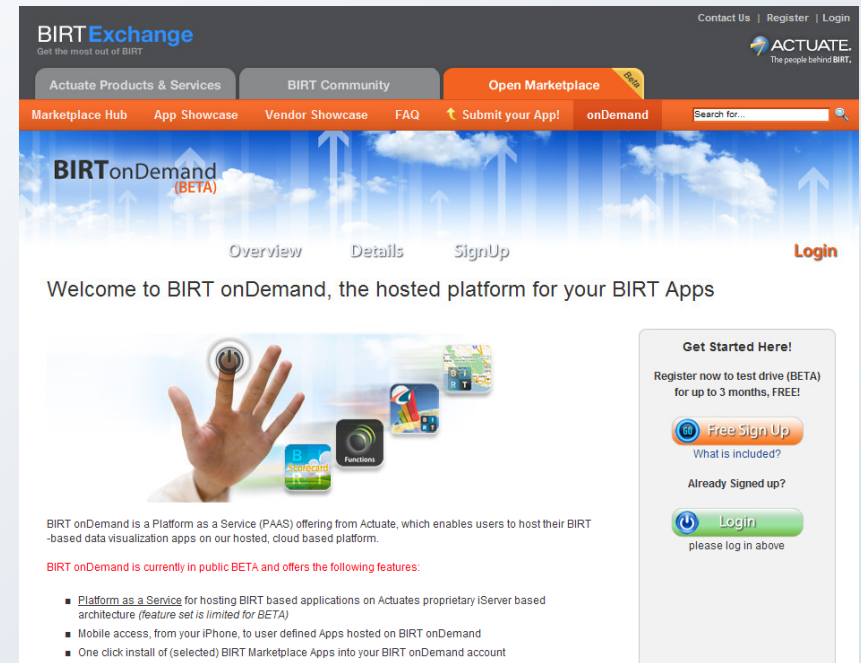
BIRT OnDemand

Platform to Easily Try Apps and Experience iServer & Mobile



Launched Feb 22^d – Results to Date

- Over 450 accounts have signed up
- Numerous active accounts using it to upload their own reports, use on mobile, etc.



Connecting the Dots from Open Source to Actuate

BIRT Roadshows with Free BIRT Training



Date	City	Attendees
2/23	Atlanta	42
2/24	Arlington	36
2/25	Hanover	20
2/9	London	37
2/11	Paris	45
2/25	Pittsburgh	20
3/2	Denver	25
3/3	Detroit	34
3/4	Toronto	33
3/11	San Mateo	72
	Total	364



- Almost 1,000 people attended roadshows in 2009
- 12 roadshows scheduled for Q2 2010

Some of the leading companies that started with Open Source BIRT



Groupe
Lafayette



LIUNA Local 183
JUSTICE • HONOUR • STRENGTH



Xenos Axess

- *First solution resulting from acquisition of Xenos Group*
- *Xenos Axess is the first and only solution to provide accessible PDFs from high-volume print streams*
- *The result: PDF documents that are accessible, using assistive technology, for visually impaired customers*



Actuate in 2010

- *Double digit percentage growth of license revenue*
- *Double digit percentage growth of BIRT-related business*
- *Continued positive cash flow from operations*
- *Continued best in class Non-GAAP operating margins*



Dan Gaudreau

SVP Operations & CFO



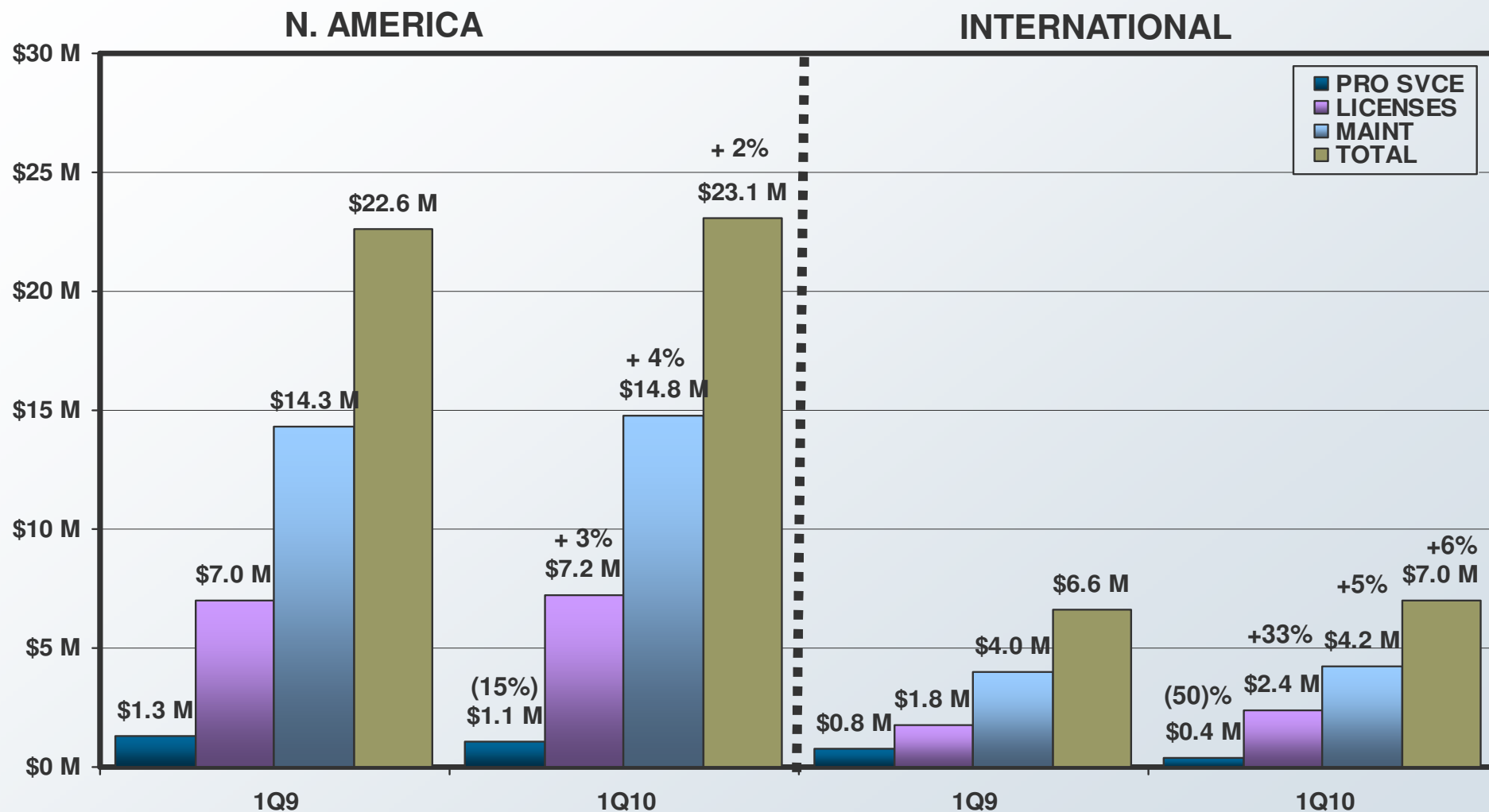
1Q10 Non-GAAP P&L



Actuate Corporation Condensed Consolidated Statements of Operations (Unaudited in thousands, except per share data)

	Three Months Ended March 31,			Three Months Ended March 31,		
	2009 Reported	Adj.	2009 Non-GAAP	2010 Reported	Adj.	2010 Non-GAAP
Revenues:						
License fees	\$ 8,753		\$ 8,753	\$ 9,592		\$ 9,592
Maintenance	18,371		18,371	17,998	1,023	19,021
Professional services	2,132		2,132	1,484		1,484
Total revenues	29,256	-	29,256	29,074	1,023	30,097
Costs and expenses:						
Cost of license fees	200	(55)	145	440	(238)	202
Cost of services	4,740	(280)	4,460	4,527	(246)	4,281
Sales and marketing	10,710	(192)	10,518	9,524	(229)	9,295
Research and development	5,050	(328)	4,722	5,922	(266)	5,656
General and administrative	5,075	(805)	4,270	6,983	(1,110)	5,873
Amortization of other intangibles	170	(170)	-	361	(361)	-
Restructuring charges	41	(41)	-	387	(387)	-
Total costs and expenses	25,986	(1,871)	24,115	28,144	(2,837)	25,307
Income from operations	3,270	1,871	5,141	930	3,860	4,790
Interest income and other income/(expense), net	472		472	(503)		(503)
Interest expense	(355)		(355)	(417)		(417)
Income before income taxes	3,387	1,871	5,258	10	3,860	3,870
Provision for (benefit from) income taxes	584	468	1,052	(1,549)	2,323	774
Net income	2,803	1,403	4,206	1,559	1,537	3,096
Diluted net income per share	\$ 0.06		\$ 0.09	\$ 0.03		\$ 0.06
Shares used in diluted per share calculation	47,556		47,571	50,214		50,726

Y/Y NON-GAAP REVENUE BY REGION



Other 1Q10 Operating Comments



Revenue Related

- 1Q10 revenues did not include January for Xenos
- Orders over \$100,000 with 52 customers, down from 62 in 1Q09, but higher average order size (+4%)
- Two transactions with license component > \$1 million

Income Related

- Non-GAAP operating margin of 15.9%
- General and administrative expenses included \$2.5 million of litigation expense, or \$0.04 in fully diluted EPS
- FX on balance sheet retranslation was \$0.01 unfavorable to EPS

First quarter 2010 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. All of these income and expense items are included in Actuate's GAAP results. The income tax rate used to compute 2010 non-GAAP financial results was 20%.

Balance Sheet

(\$ Millions)	<u>12/31/09</u>	<u>3/31/10</u>	<u>Change</u>
Cash & Investments	\$75.5	\$68.2	\$(7.3)
Accounts receivable	33.2	19.7	(13.5)
Goodwill & Purch Intang.	37.0	64.4	27.4
Other assets	<u>24.1</u>	<u>26.6</u>	<u>2.5</u>
Total Assets	<u>\$169.8</u>	<u>\$178.9</u>	<u>\$9.1</u>
Accrued liabilities	\$17.5	\$16.7	\$(0.8)
Debt	30.0	40.0	10.0
Deferred revenue	46.3	45.4	(0.9)
Equity	<u>76.0</u>	<u>76.8</u>	<u>0.8</u>
Total liab/equity	<u>\$169.8</u>	<u>\$178.9</u>	<u>\$9.1</u>

Balance Sheet / Other Comments



- ***DSO at 59 days, down 39 days vs. 12/31/09, based on non-GAAP revenue***
- ***\$11.4 million cash flow from operations in Q1***
- ***Repurchased \$5.0 million of ACTU shares during Q1***
- ***572 employees as of 3/31/10, up 75 from 12/31/09***
 - ***Includes 86 employees added as part of Xenos acquisition***

First quarter 2010 non-GAAP DSO 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.

Actuate in 2010

- *Double digit percentage growth of license revenue*
- *Double digit percentage growth of BIRT related business*
- *Continued positive cash flow from operations*
- *Continued best in class Non-GAAP operating margins*



Actuate's Long Term Financial Model (Non-GAAP)



(% of Revenue)	<u>2008</u>	<u>2009</u>	<u>Long-Term</u>
Gross Margin	82%	85%	84-86%
Operating Expenses	63%	64%	51-54%
Operating Margin	19%	21%	30-35%

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 expenses, other non-recurring employee termination costs, non-recurring professional fees, operating expenses related to idle facilities, an adjustment to the income tax provision and other non-recurring items. All of these expenses are included in Actuate's GAAP results. The income tax rates used to compute 2008 and 2009 non-GAAP financial results were 30% and 20%, respectively. These non-GAAP items may change depending on changes in Actuate's business.

Upcoming Conferences



JMP Securities

Ninth Annual Research Conference

May 12

Ritz Carlton San Francisco

B. Riley

Ninth Annual Research Conference

May 25

Lowe's Santa Monica Beach Hotel



UBS

Global Technology and Services Conference

June 9-10

The Sheraton New York Hotel and Towers

Q & *A*

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