



# Investor Presentation

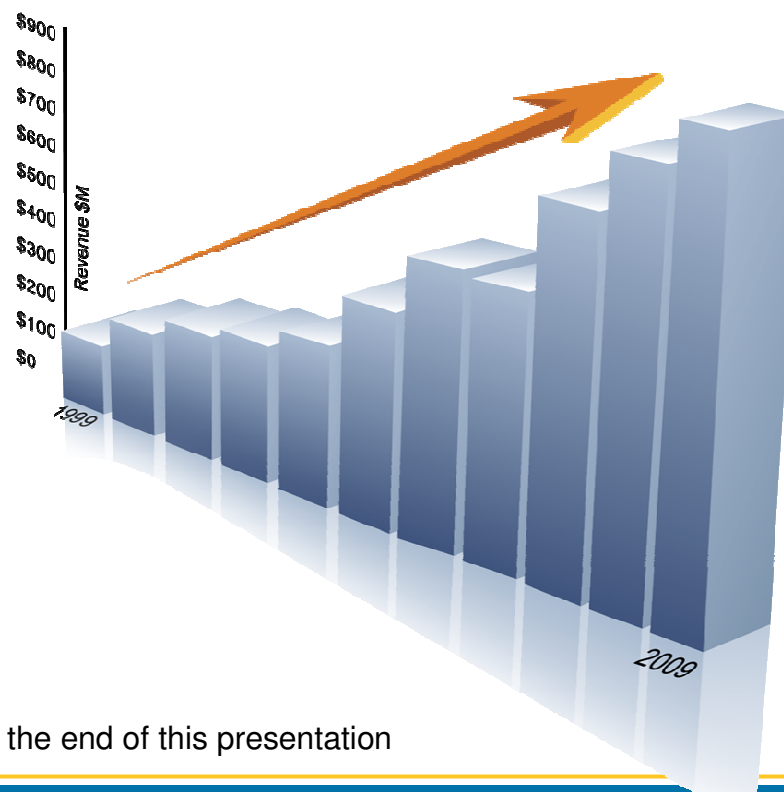
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December 2009

# Disclaimer

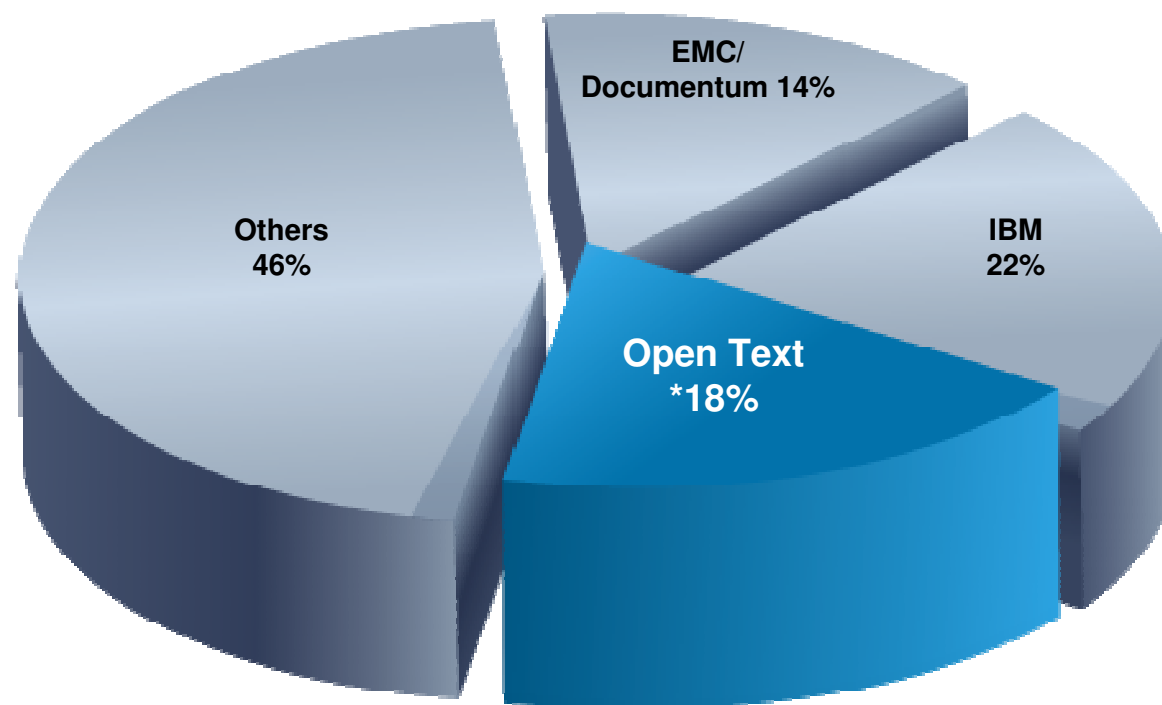
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- World's largest independent provider of Enterprise Content Management (ECM) software solutions
- \$785.7 million revenue in FY09
- Pre-tax Adjusted Operating margins of 25.2% (FY09) \*
- 24% Revenue CAGR over 10 yrs (1999 – 2009)
- Key Partnerships with SAP, MSFT and ORCL



\* See reconciliation of non GAAP measures to GAAP measures at the end of this presentation

# Global ECM Market Share



*Market Share: Enterprise Content Management Software, Worldwide, 2006-2008, Tom Eid and Bianca Granetto  
5 June 2009. Gartner Inc.*

*\*Gartner reported 15.3% for Open Text and 2.4% for Vignette, yielding 18% market share for Open Text as a combined entity.*

# What is ECM and Why is it Needed?

- ECM manages the entire lifecycle of unstructured data (e.g. Invoices, email, documents, spreadsheets, CAD, multimedia etc.)
- ECM solutions help corporations organize, control and access this vital business content
- ECM Market is driven by customers' needs for regulatory compliance
- ECM helps deliver fast ROI by streamlining business processes



## OPEN TEXT ECM SUITE

Document Management



Collaboration & Community Management



Web Content Management



Records Management



Email Management



Capture and Delivery



Business Process Management



Digital Asset Management



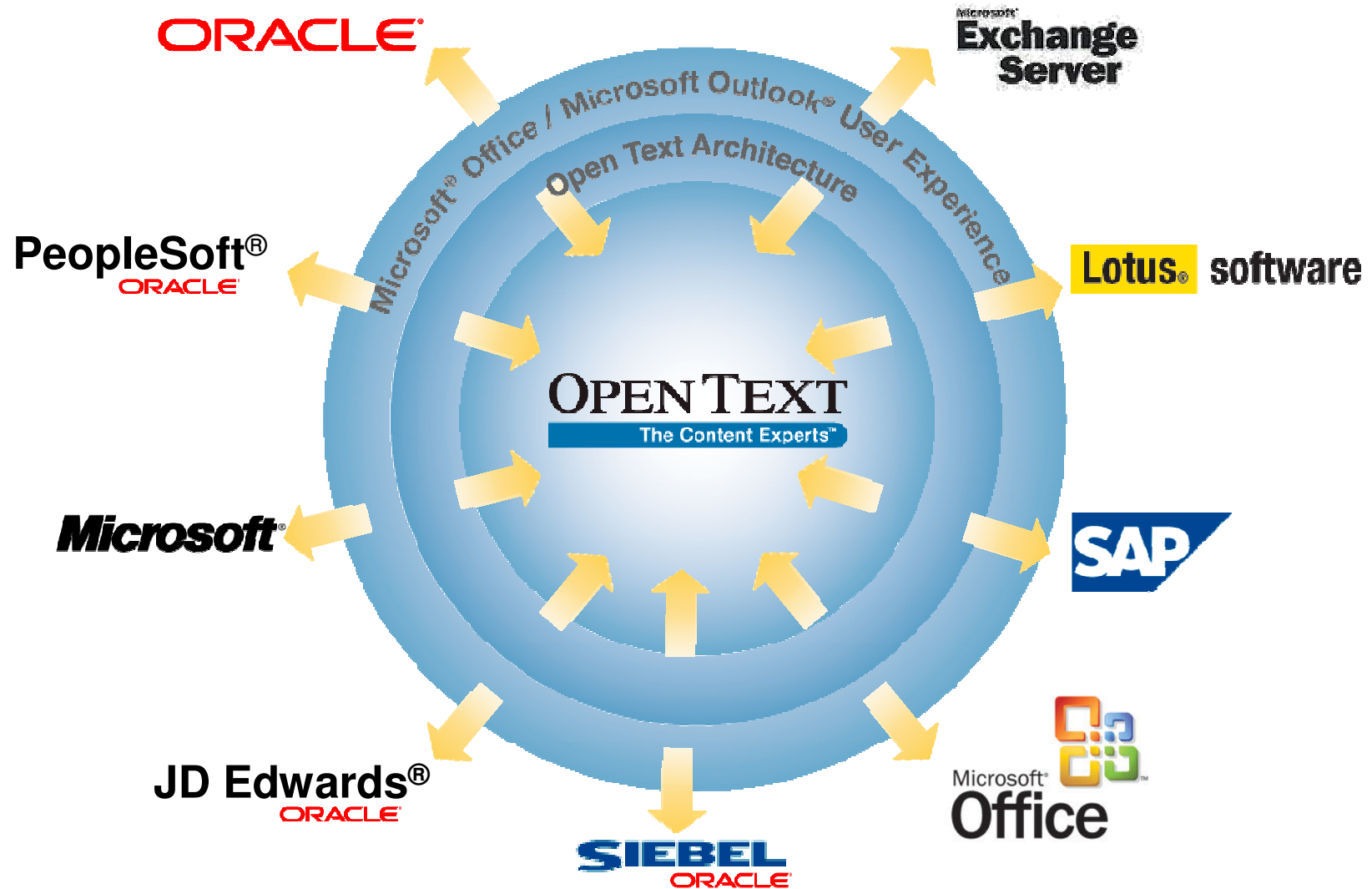
Archiving



Content Reporting

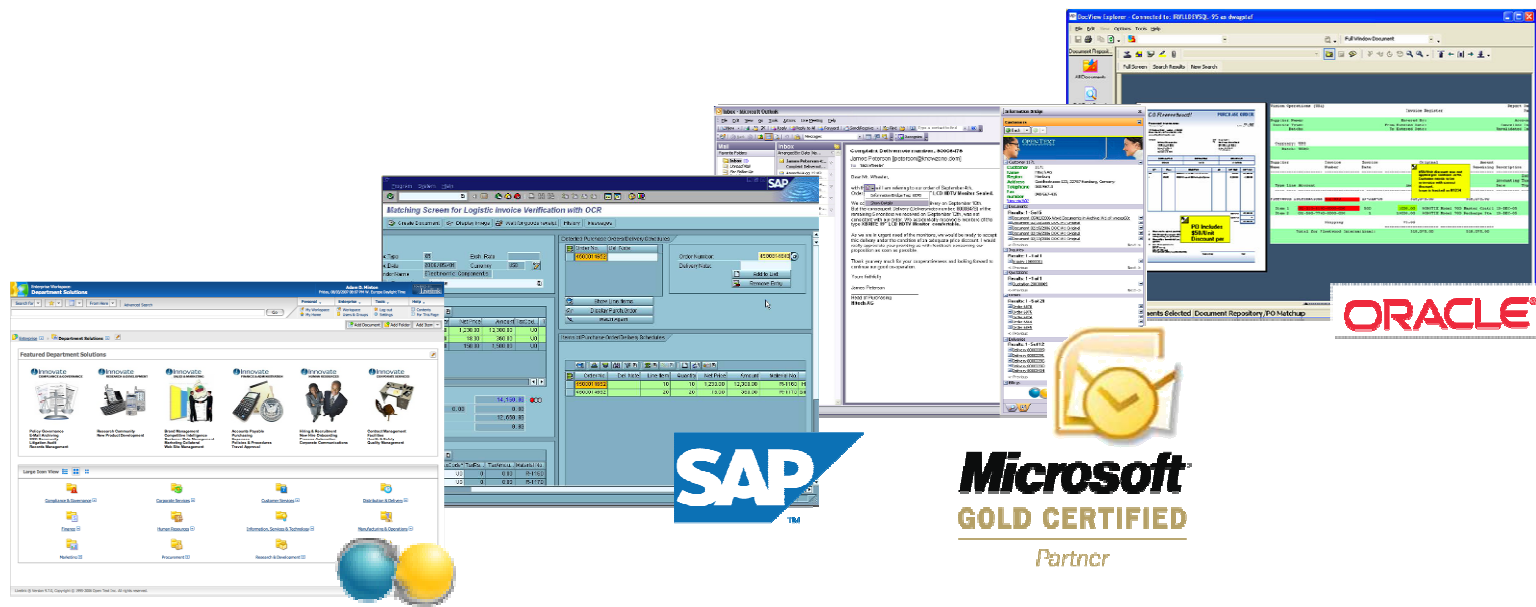


# The ECM Repository Ecosystem



# Strategic Partnerships

Open Text has strategic partnerships with the world's major infrastructure vendors: **SAP, Microsoft, and Oracle**



# Single Access for Users

The screenshot shows a Microsoft Outlook window titled "Inbox - Microsoft Outlook". The interface includes a "Folder List" on the left, an "Inbox" pane with a list of emails, a main email view, and an "Information Bridge" window on the right. The email is from "freddy.miller@moon.com" with the subject "Query with regards to cost of monitor". The "Information Bridge" window displays details for "Compu Tech" and lists various SAP-related items like invoices and contracts. External logos are overlaid on the image with arrows pointing to specific parts of the Outlook interface: "Microsoft Exchange Server" points to the folder list, "Microsoft Office" points to the bottom taskbar area, "ORACLE" points to the email body, "SAP" points to the SAP logo in the information bridge, and "OPEN TEXT The Content Experts™" points to the information bridge window.

**Microsoft Exchange Server**

**Microsoft Office**

**ORACLE**

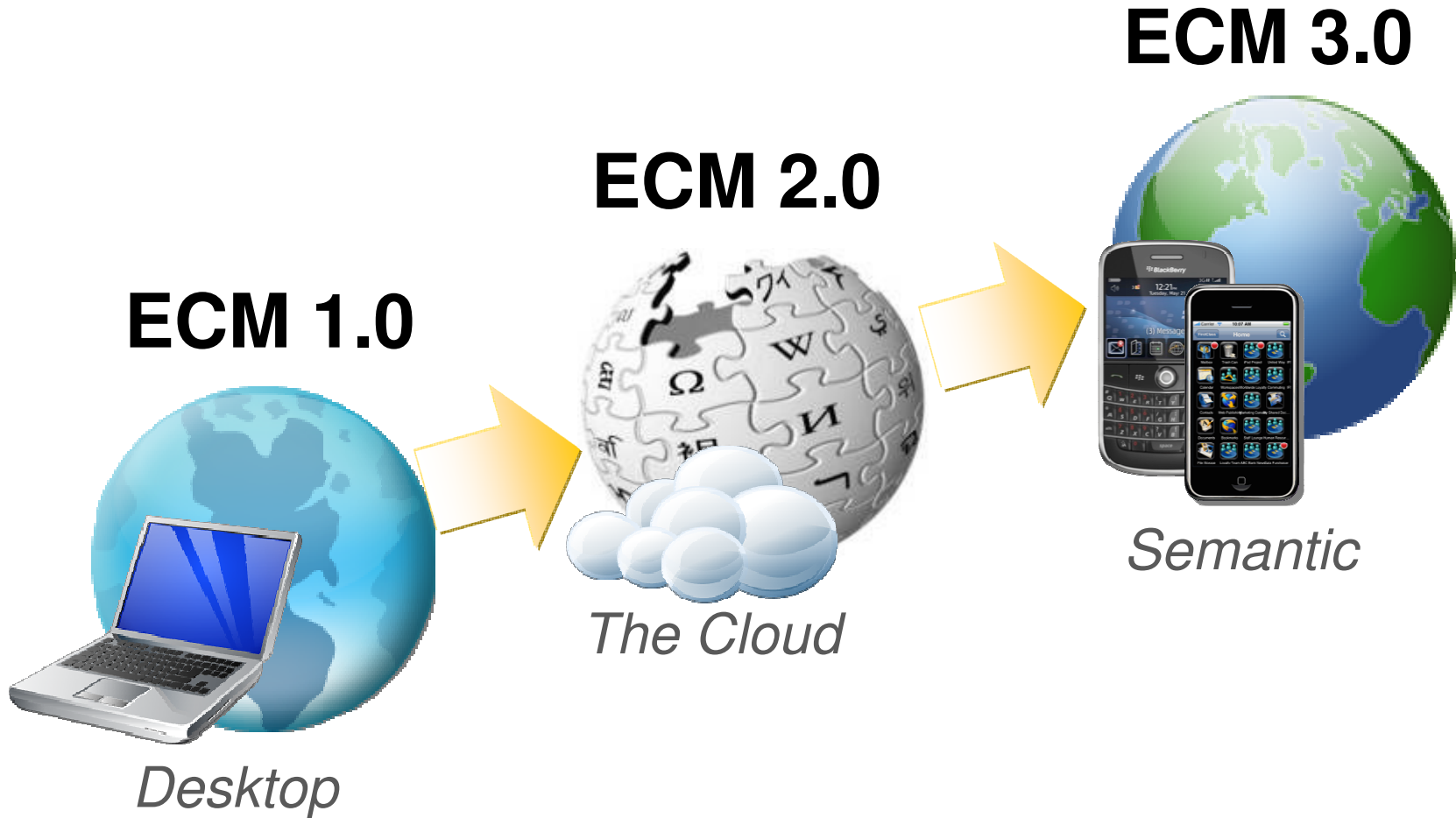
**SAP**

**OPEN TEXT**  
The Content Experts™



But there is more on the horizon ...

## Phases of the Internet Evolution



# June 2009 Social Media Product Launch

*“Open Text impressed many people with their new enterprise social media and collaboration tools. With a solid enterprise-class suite of tools, Open Text was one of the few ECM/Portal players to make a showing and a splash at the conference. Whereas many E2.0 vendors target low-tech SMBs, only some vendors have the depth of credentials to handle Enterprise 2.0 (with a capital “E”) with its many hairy concerns.”* -- **Analyst Gil Yehuda, Enterprise 2.0 Boston, June 2009**

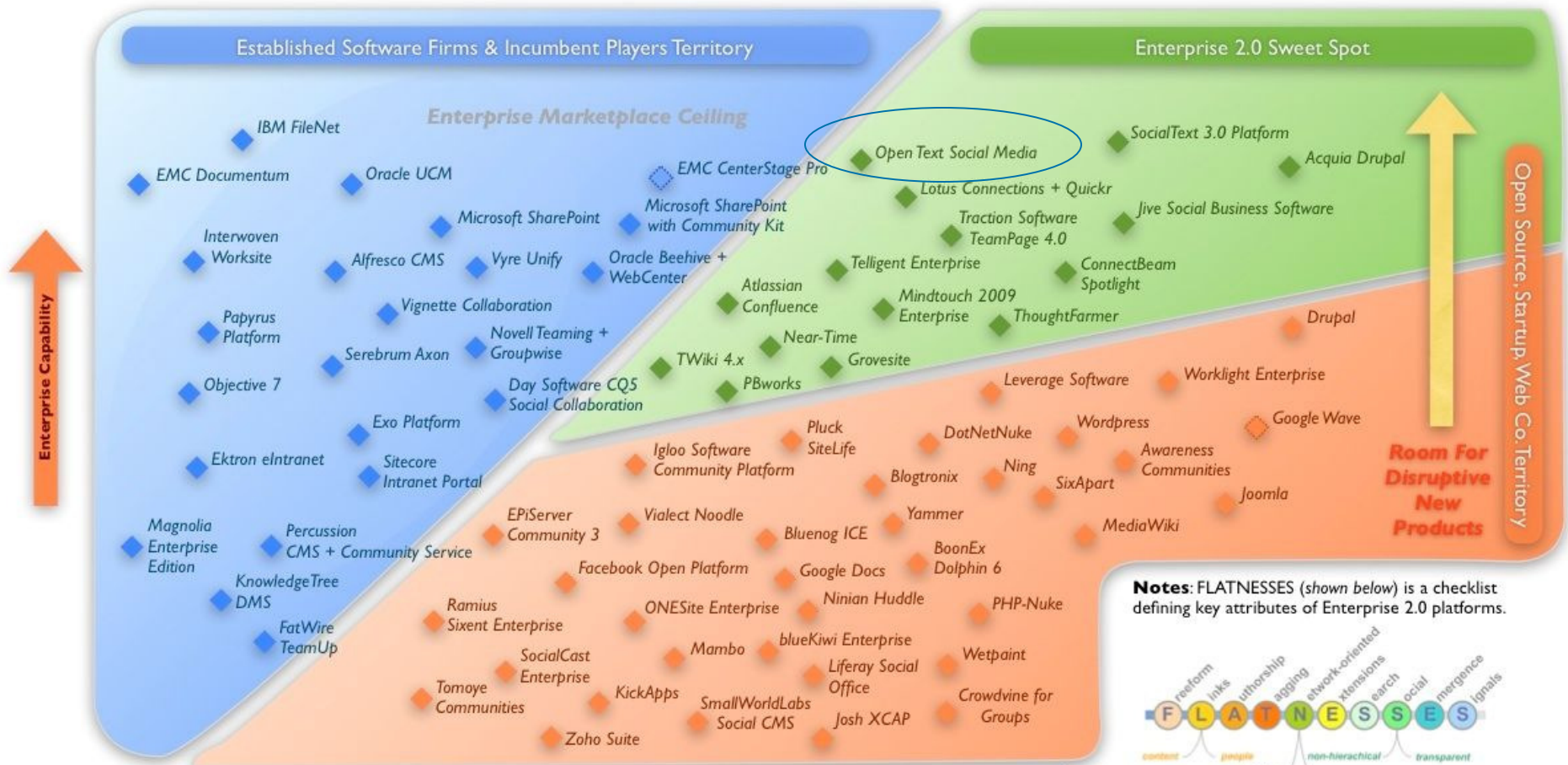


# Enterprise 2.0 - Evidence of Innovation Leadership



## Enterprise 2.0 Map of the 2009 Marketplace

"emergent, freeform, social collaboration"



From <http://blogs.zdnet.com/Hinchcliffe>

# Global Customer Base

## Government



## Energy



## Pharmaceutical



## Financial



## Manufacturing



## Legal



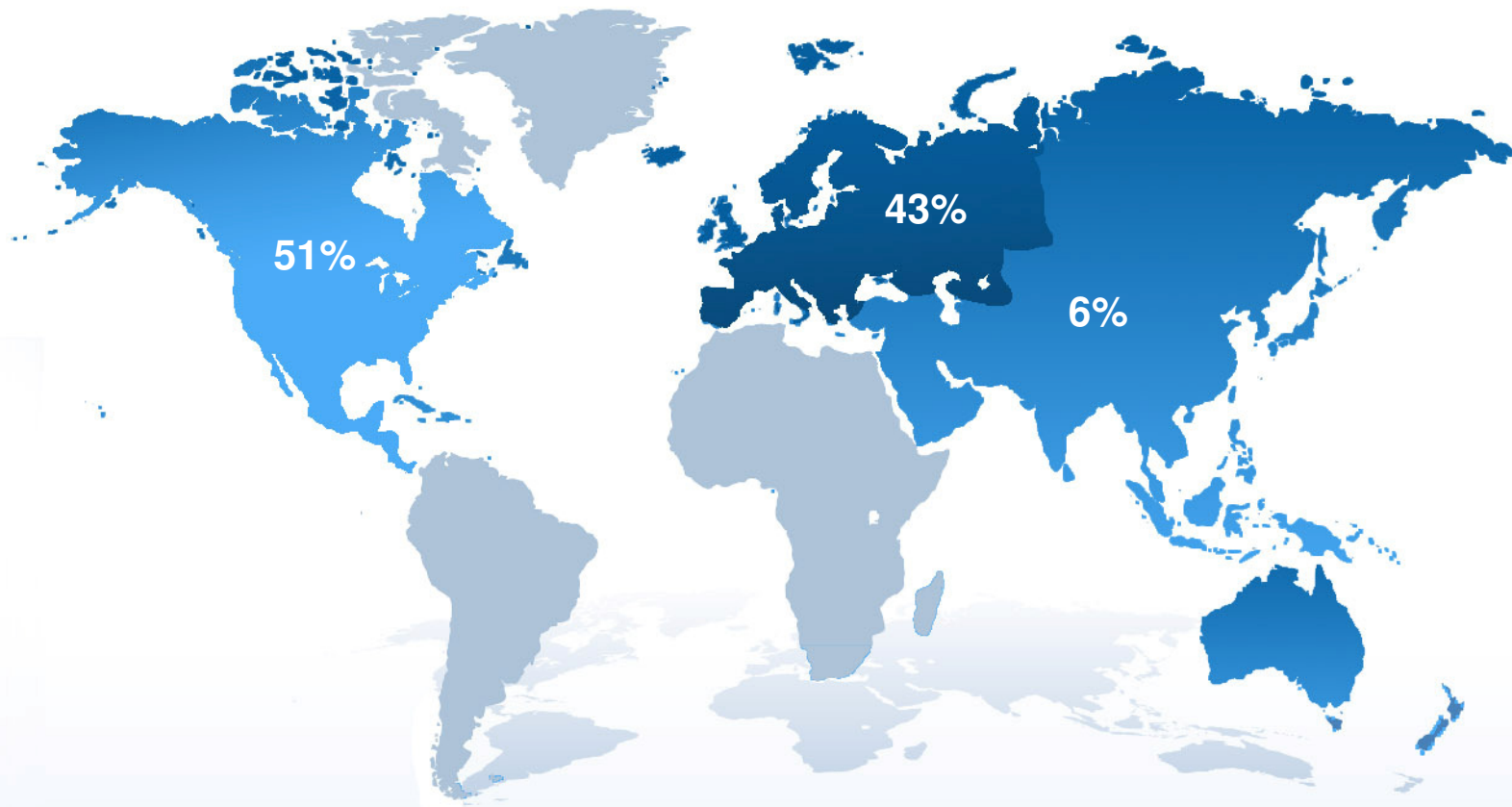
## Telecoms



## Insurance



# Q1 FY2010 Global Revenue Mix



**North America – 51%**

**Europe – 43%**

**EMEA – 6%**

# FY2010 Q1 Highlights

- Revenue \$211.4 million, up 16% (1Q10 vs.1Q09)
- License revenue \$47.3 million, down 6% (1Q10 vs.1Q09)
- Adjusted EPS \$0.58, up 16% \* (1Q10 vs.1Q09)
- Pre –tax Adjusted operating margin 22.7% down from 23.7%\* (1Q10 vs. 1Q09)
- Operating cash flow \$4.5 :million
- Cash and cash equivalents: \$212.2 million
- Acquisition of Vignette

\* See reconciliation of Non-GAAP measures to GAAP measures at the end of this presentation

# Revenue Mix & Margin Target Model

## Revenue Type

- Product License 25-30%
- Product Maintenance 50-55%
- Professional Services 20-25%

## Overall Gross Margin

- Development 14-16%
- Sales & Marketing 24-26%
- General & Admin 9-10%
- Depreciation 2%

## Pre-tax Adj. Ops Margin

**22-27%**

# Summary

- World's largest independent provider of Enterprise Content Management (ECM) software solutions
- Key Partnerships with SAP, MSFT and ORCL
- \$785.7 million revenue in FY09, profitable, financially solid



# Reconciliation of Adjusted Operating Margin to GAAP Net Income

(in '000s USD)	FY 2009	FY 2009 Q1	FY 2010 Q1
Non GAAP adjusted operating margin (25.2% for FY09, 23.7% for Q1 of FY09 and 22.7% for Q1 of FY2010, respectively)	\$ 198,042	\$ 43,362	\$ 47,948
Less:			
Special charges	14,434	-	18,589
Amortization	80,992	18,962	23,059
Share-based compensation	5,032	1,423	1,508
Income from operations	97,584	22,977	4,792
Other income (expense)	(3,187)	729	3,440
Interest expense, net	(13,620)	(2,994)	(3,046)
Income before income taxes	80,777	20,712	5,186
Provision for income taxes	23,788	5,932	3,456
Minority interest	51	119	-
GAAP Net income for the period	\$ 56,938	\$ 14,661	\$ 1,730

# Reconciliation of GAAP based EPS to Non GAAP based EPS (on a diluted basis)

	FY 2010 Q1
GAAP based EPS	\$ 0.03
Special charges	0.33
Amortization	0.41
Share-based compensation	0.03
Other income (expense)	(0.06)
Tax impact on above	(0.16)
Non GAAP based adjusted EPS	\$ 0.58



**Thank You**