



## Company

Actuate Corporation is dedicated to increasing the richness, interactivity and effectiveness of enterprise data, for everyone, everywhere. Actuate delivers the next generation RIA-ready information platform for both customer and employee-facing applications. The Actuate platform boasts unmatched scalability, high-performance, reliability and security. Its proven RIA capabilities and highly collaborative development architecture are backed by the world's largest open source information application developer community, grounded in BIRT, the Eclipse Foundation's only top level Business Intelligence and reporting project.

## Customers

Over 4,200 customers with strong presence across a number of industries including Banking (e.g. Bank of America, Citigroup, HSBC, State Street, UBS), Insurance (e.g. MetLife, Safeco Insurance), Capital Markets (e.g. Lehman Brothers, Legg Mason), Government (e.g. US Army, US Navy, FDIC, Australia Post), Aerospace (e.g. Boeing, Lockheed Martin), Utilities (e.g. Cal-ISO, NSTAR) and High Technology (e.g. IBM, BEA). OEM partners include Oracle, IBM, CA, S1 and Deltek.

## Products

Actuate offers a portfolio of products to meet 100% of your Enterprise Reporting, Performance Management and Java Reporting needs. The Actuate product line assures that 100% of users - inside and outside the firewall - gain value from all your enterprise information assets. A variety of intuitive, personalized and easy to use Business Intelligence, Performance Management and Reporting applications present data integrated from all relevant sources. Flexible deployment options support all your projects, no matter how small or large.

**Enterprise Reporting** - Actuate provides a complete suite of Enterprise Reporting products that provide interactive web reports, brochure-quality reporting, business analytics, spreadsheet reporting and ad-hoc query. These capabilities are delivered within an easy-to-use integrated application experience to maximize user adoption.

**Performance Management** - The Actuate Performance Suite of products engages the entire organization in improving performance - from Metrics Management to provide management with visibility into key measures of performance, to Activity Management that helps manage the execution of day-to-day activities that drive performance.

**Java Reporting** - Java reporting products from Actuate provide API-driven embeddable Java components for automating reporting and spreadsheet processes in applications. The products provide a visual report designer and a Java engine for deployment within a Java application server or desktop application. Actuate Java Reporting products include Web Reporting (Actuate BIRT) and Spreadsheet Reporting.

## Services

Services include design, consulting, development and integration services, as well as customer support and training.

## Partnerships

Partnerships include Strategic Alliance Partners (e.g. IBM, BEA, Eclipse Foundation, SAP, Oracle) and Systems Integrators (e.g. Accenture, IBM Global Services and Wipro Technologies).

## Revenue

Q308 \$37.7 million, FY07 \$140.6 million.

## Employees Worldwide

554 as of September 30, 2008.

## Executives

Nico Nierenberg, Chairman and Chief Architect; Pete Cittadini, President and CEO; Steve Fluin, SVP and General Manager, Performance Management Group; Mark Coggins, SVP of Engineering; Dan Gaudreau, SVP Operations and CFO; Nobby Akiha, SVP Marketing; Rich Guth, SVP and General Manager, Java Group; Tom McKeever, General Counsel and VP of Corporate Development; Bernie Skomra: VP and General Manager, Customer Service Group.

## Directors

Nico Nierenberg, Chairman; Pete Cittadini; George Beitzel; Arthur Patterson, Accel Partners; Steven Whiteman, and Kenneth Marshall, Extraprise.

## Financials

Founded in 1993, Actuate is a publicly held corporation listed on the Nasdaq National Market under ACTU.

## Headquarters

San Mateo, California with branches in Toronto, Singapore (Asia Pacific), France, Germany, Japan, Switzerland, China and the UK.