



BMO Technology, Media, and Telecommunications Conference

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NASDAQ/TSX: OTEX 



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OpenText's Product Categories

Content (~40% of total revenue) is our strongest business,
leading our growth in the Cloud

	Total Revenue		Cloud Revenue	
	F'25 (US\$ M)	% Growth Y/Y ⁽³⁾	F'25 (US\$M)	% Growth Y/Y
Content	\$2,136	4%	\$481	17%
Business Network	\$633	-1%	\$595	-1%
Cybersecurity (Enterprise)	\$692	-5%	\$84	-3%
Cybersecurity (SMB + Consumer)	\$543	-13%	\$494	-4%
Analytics	\$235	-10%	\$75	-20%
ITOM ⁽¹⁾	\$453	-13%	\$21	25%
ADM ^{(2),(3)}	\$476	-3%	\$106	11%
Total⁽³⁾	\$5,168	-3%	\$1,856	2%

1. ITOM or IT Operations Management also known as Observability and Service Management (OSM)

2. ADM or Application Automation also known as DevOps. ADM included our AMC business prior to the divestiture on May 1, 2024.

3. % Growth Y/Y excludes the impact of AMC Divestiture which was completed on May 01, 2024

Why Do Enterprises Need To Look At Their Own Data?



~90%

of the world's information expected to live inside organizations⁽¹⁾
(emails, documents, records, workflows, transactions, communications)

Public LLMs are trained on open internet >> not enough for **enterprise-grade, regulated insights**



Hyperscalers don't always solve for **data sovereignty, privacy, or industry specificity**



Enterprises want to **own and govern their content** >> compliance, security, competitive advantage



Agentic AI only delivers value when powered by **trusted, proprietary enterprise data**



Content Management in an AI-first world

Customer Needs

Secure IP

Information Governance

Ingestion, curation, hygiene, compliance, permissions, encryption

Search & Summarize

All Information Types

Structured + unstructured (audio, video, images, etc.) with intelligent insights

Do & Done

Autonomous Workflow Orchestration

AI-to-AI decisions across apps, functions, borders, geos – interoperable, traceable, auditable

Private Information

(within enterprise)

Financial Data (ERP)

Customer Data (CRM)

IT Operations Data

HR Data

Supply Operations Data

Engineering Code & Docs

Manufacturing Docs

Legal & Contractual Documents

Personal Emails & Documents

Service Operations Data

Secure Firewall

Public Information

(open domain)

Websites

Research

Annual Reports

Public Records

Public Images

Online Forums (Reddit)

Media (News, Social Media)

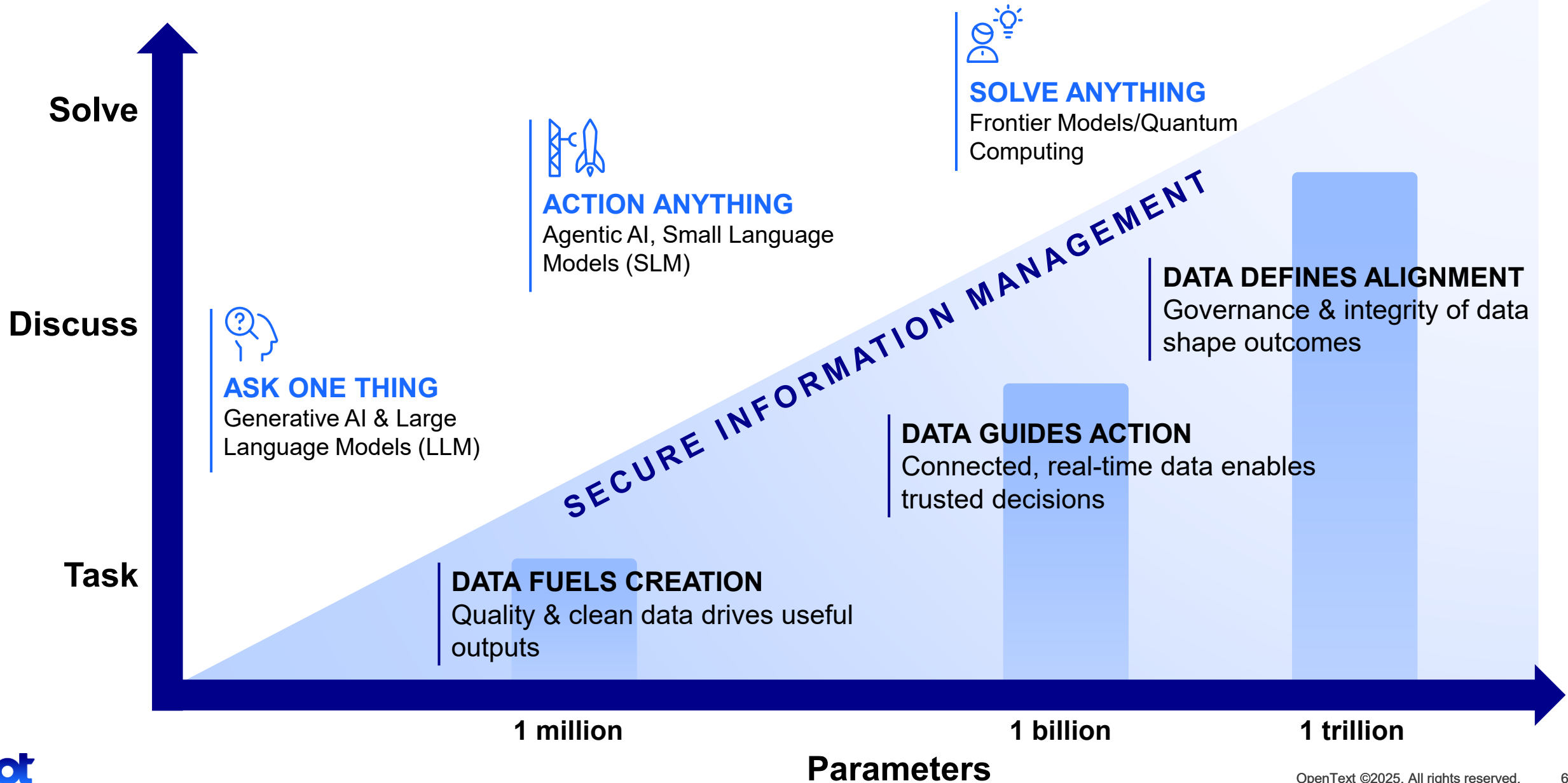
Customer Support Chats

Communities

Published Articles

Quality Enterprise Data Delivers Quality AI

Strong Data Foundations = Strong AI Outcomes



World-class Leadership Team

