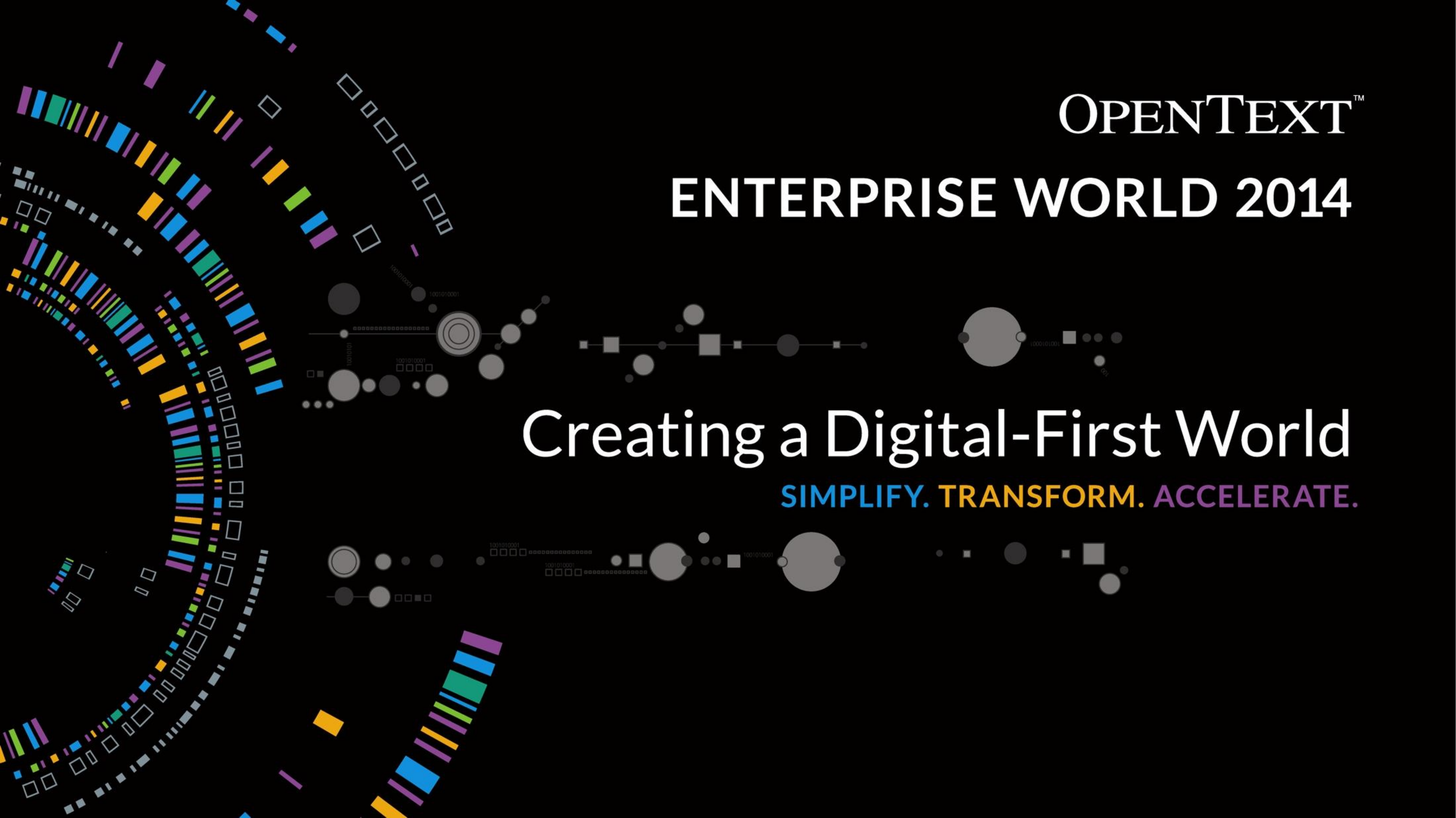

OpenText™
ENTERPRISE WORLD 2014
Creating a Digital-First World
SIMPLIFY. TRANSFORM. ACCELERATE.

Investor and Analyst Day

Wednesday, November 12, 2014



John Doolittle
Chief Financial Officer

Safe Harbor Statement

Certain statements in this presentation, including statements about the focus of Open Text Corporation (“OpenText” or “the Company”) in Fiscal 2015 on growth in earnings and cash flows, creating value through investments in broader Enterprise Information Management (EIM) capabilities, distribution, the Company's presence in the cloud and in growth markets, its financial conditions, results of operations and earnings, declaration of quarterly dividends, and other matters, may contain words such as "anticipates", "expects", "intends", "plans", "believes", "seeks", "estimates", "may", "could", "would", and other similar language and are considered forward-looking statements or information under applicable securities laws. In addition, any information or statements that refer to expectations, beliefs, plans, projections, objectives, performance or other characterizations of future events or circumstances, including any underlying assumptions, are forward-looking, and based on our current expectations, forecasts and projections about the operating environment, economies and markets in which we operate. Forward-looking statements reflect our current estimates, beliefs and assumptions, which are based on management's perception of historic trends, current conditions and expected future developments, as well as other factors it believes are appropriate in the circumstances, such as certain assumptions about the economy, as well as market, financial and operational assumptions. Management's estimates, beliefs and assumptions are inherently subject to significant business, economic, competitive and other uncertainties and contingencies regarding future events and, as such, are subject to change. We can give no assurance that such estimates, beliefs and assumptions will prove to be correct. Such forward-looking statements involve known and unknown risks, uncertainties and other factors and assumptions that may cause the actual results, performance or achievements to differ materially. Such factors include, but are not limited to: (i) the future performance, financial and otherwise, of OpenText; (ii) the ability of OpenText to bring new products and services to market and to increase sales; (iii) the strength of the Company's product development pipeline; (iv) the Company's growth and profitability prospects; (v) the estimated size and growth prospects of the EIM market; (vi) the Company's competitive position in the EIM market and its ability to take advantage of future opportunities in this market ; (vii) the benefits of the Company's products and services to be realized by customers; (viii) the demand for the Company's products and services and the extent of deployment of the Company's products and services in the EIM marketplace; and (ix) the Company's financial condition and capital requirements. The risks and uncertainties that may affect forward-looking statements include, but are not limited to: (i) integration of acquisitions and related restructuring efforts, including the quantum of restructuring charges and the timing thereof; (ii) the possibility that the Company may be unable to meet its future reporting requirements under the Securities Exchange Act of 1934, as amended, and the rules promulgated thereunder; (iii) the risks associated with bringing new products and services to market; (iv) fluctuations in currency exchange rates; (v) delays in the purchasing decisions of the Company's customers; (vi) the competition the Company faces in its industry and/or marketplace; (vii) the final determination of litigation, tax audits and other legal proceedings; (viii) the possibility of technical, logistical or planning issues in connection with the deployment of the Company's products or services; (ix) the continuous commitment of the Company's customers; and (x) demand for the Company's products. For additional information with respect to risks and other factors which could occur, see the Company's Annual Report on Form 10-K, Quarterly Reports on Form 10-Q and other securities filings with the Securities and Exchange Commission (SEC) and other securities regulators. Readers are cautioned not to place undue reliance upon any such forward-looking statements, which speak only as of the date made. Unless otherwise required by applicable securities laws, the Company disclaims any intention or obligation to update or revise any forward-looking statements, whether as a result of new information, future events or otherwise.

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Today's Agenda

Wednesday, November 12, 2014	
8:30AM – 11:55AM EST	Attend conference keynote and choice of EIM Technology track keynotes
12:00PM – 2:30PM EST Asia 1, Dolphin Hotel	Investor and Analyst Day Lunch Presentation
2:45PM – 6:00PM EST	Attend choice of breakout sessions and explore the partner pavilion
6:00PM – 6:45PM EST Shula's, Dolphin	Cocktail Reception and Dinner with: Mark J. Barrenechea, *CEO* John Doolittle, *CFO* Greg Secord and Sonya Mehan, *Investor Relations*
6:45PM – 9:00PM EST Shula's, Dolphin (private room)	

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Presentation Agenda

Speaker	Title	Time	Topic
Mark J. Barrenechea	CEO	35 mins	Company Update
Jon Hunter	EVP, WW, Field Operations	15 mins	Growth Drivers
Gary Weiss	SVP, Cloud Services	10 mins	Cloud Strategy
Muhi Majzoub	SVP, Engineering	30 mins	Innovation Update
Mark J. Barrenechea	CEO	5 mins	Wrap Up

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Investor and Analyst Day

Wednesday, November 12, 2014



Mark J. Barrenechea
President and CEO

Creating a Digital-First World



SIMPLIFY

Reduce costs, improve efficiencies and increase competitiveness



TRANSFORM

Consolidate and upgrade information and process platforms



ACCELERATE

Increase the speed of information delivery through integrated systems

“Digital leaders outperform their peers in every industry.”

Industry Demand Drivers

① Digitalization – *"Digital Leaders are growing sales at an average of 2.5 times that of their sector peers…Digital Transformation can boost the bottom line by 50% over the next 5 years."*

② Compliance – *"91% of companies plan to reorganize and reprioritize their approaches to risk management."*

③ Security – "*Loss or damage of internal records more than doubled over 2012."*

④ Cloud – *"Cloud platforms will generate $44 billion in revenue by 2020."*

⑤ Mobility – *"By 2017…mobile endpoint devices will be used as a sophisticated application delivery platform."*

⑥ New business processes – *"By 2017, 60% of Global 1000 organizations will execute on at least one revolutionary and currently unimaginable business transformation effort*."

⑦ B2B growth engines – *"The B2B market is forecast to reach nearly US$225B by 2018, with the US and China key growth markets."*

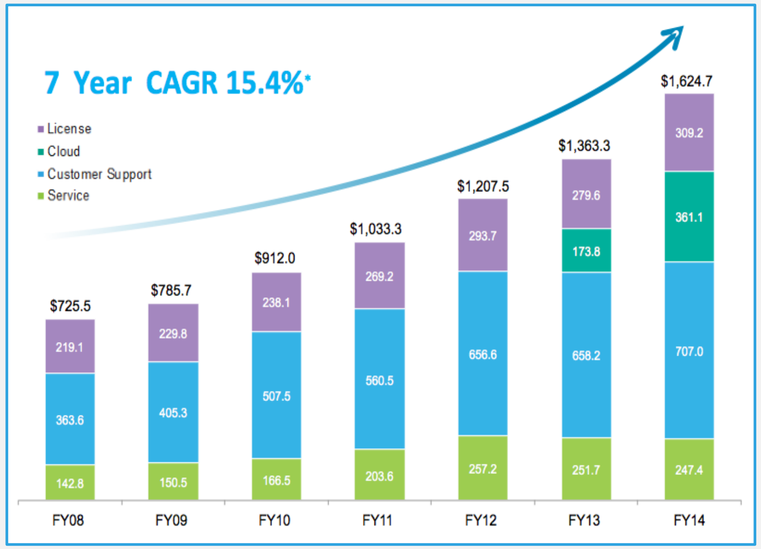
FY15 OpenText Growth Drivers

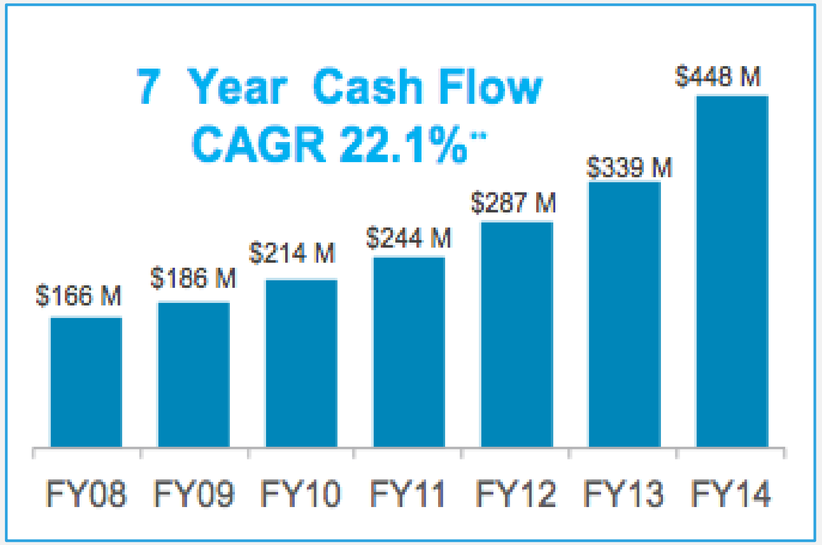
Product Innovation Core, B2B Mid Market	**Product Adoption** EIM Suites, SP1	**Compliance and Regulated Industries** More awareness
Cloud Managed Services, Core, Consumption models	**Partner & Alliances** Expanding the layers	**Markets** Established & FGM Capacity and Productivity
Competitive Replacements Free Your Data	**Operations** Systems, Training, Segmentation	**Acquisitions** $3b in capital over a few years

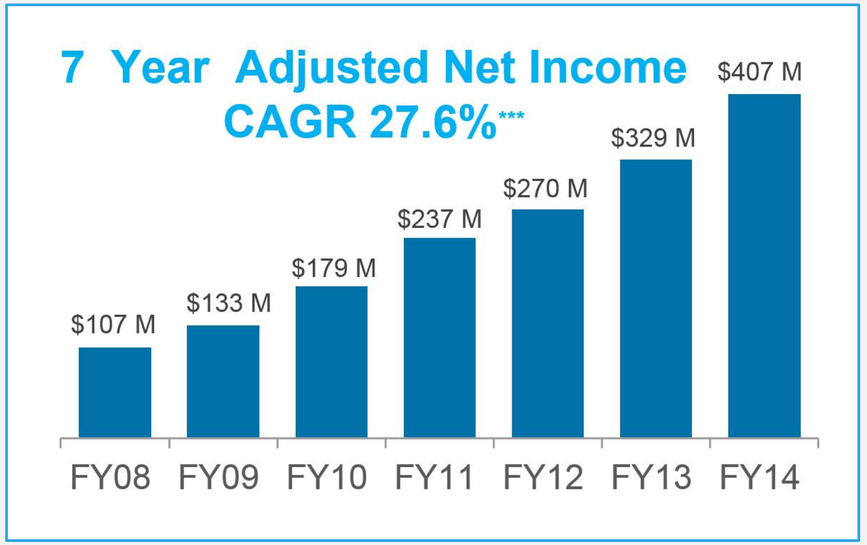
1. McKinsey: Finding your digital sweet spot (2014)
2. Deliotte: Aftershock Adjusting to the new world of risk management
3.PWC:The Global State of Information Security Survey 2014
4.Forrester: The Public Cloud Market Is Now In Hypergrowth
5.Gartner: Predicts 2014: Mobile and Wireless
6. Gartner: Predicts 2014: Business Process Reinvention Is Vital to Digital Business Transformation
7 PWC. Outlook insights: An analysis of the Global entertainment and media outlook 2014-2018

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Proven Business Model. Consistent Execution.







The OpenText Intelligent Growth Business System (“OTIGS”)

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Enterprise World 2014 – Key Messages

- Unique point of view: EIM and the Digital-first agenda
- World-class leadership team
- Major Cloud Update
  - OpenText Core
  - Managed Cloud Services
  - Consumption Flexibility
  - Customer Acceleration Programs
- Trade up: competitive replacement program
- Innovations:
  - SP1: available CY15 Q1
  - TG15: available quarterly in CY15
  - Blue Carbon: available late CY15
- Strong Partner Day. Launched new programs
- Customer success case studies

1950	Attendees
464	Partners
181	Sessions
16	Countries
5	Days
1	Killer Experience

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The OpenText Executive Leadership Team



Mark J. Barrenechea
President and Chief Executive Officer, Director



John Doolittle
Chief Financial Officer



Jon Hunter
EVP, WW Field Operations



Gordon Davies
Chief Legal Officer



James McGourlay
SVP, Global Customer Service



Russ Stuebing
VP, Corporate Development



Muhi Majzoub
SVP, Engineering



Adam Howatson
Chief Marketing Officer



David Jamieson
Chief Information Officer



Lisa Zangari
Chief Human Resources Officer



Gary Weiss
SVP, Cloud Services

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The Nexus of Forces in a **Digital-First** World



DISRUPTIVE TECHNOLOGIES

Wearable Technology, 5G Networks, 3D Printing, Holographic Video, Robots



CHANGING DEMOGRAPHICS

Digital natives who have grown up with access to the Internet



MASS RE-PLATFORMING

Everything is going to change



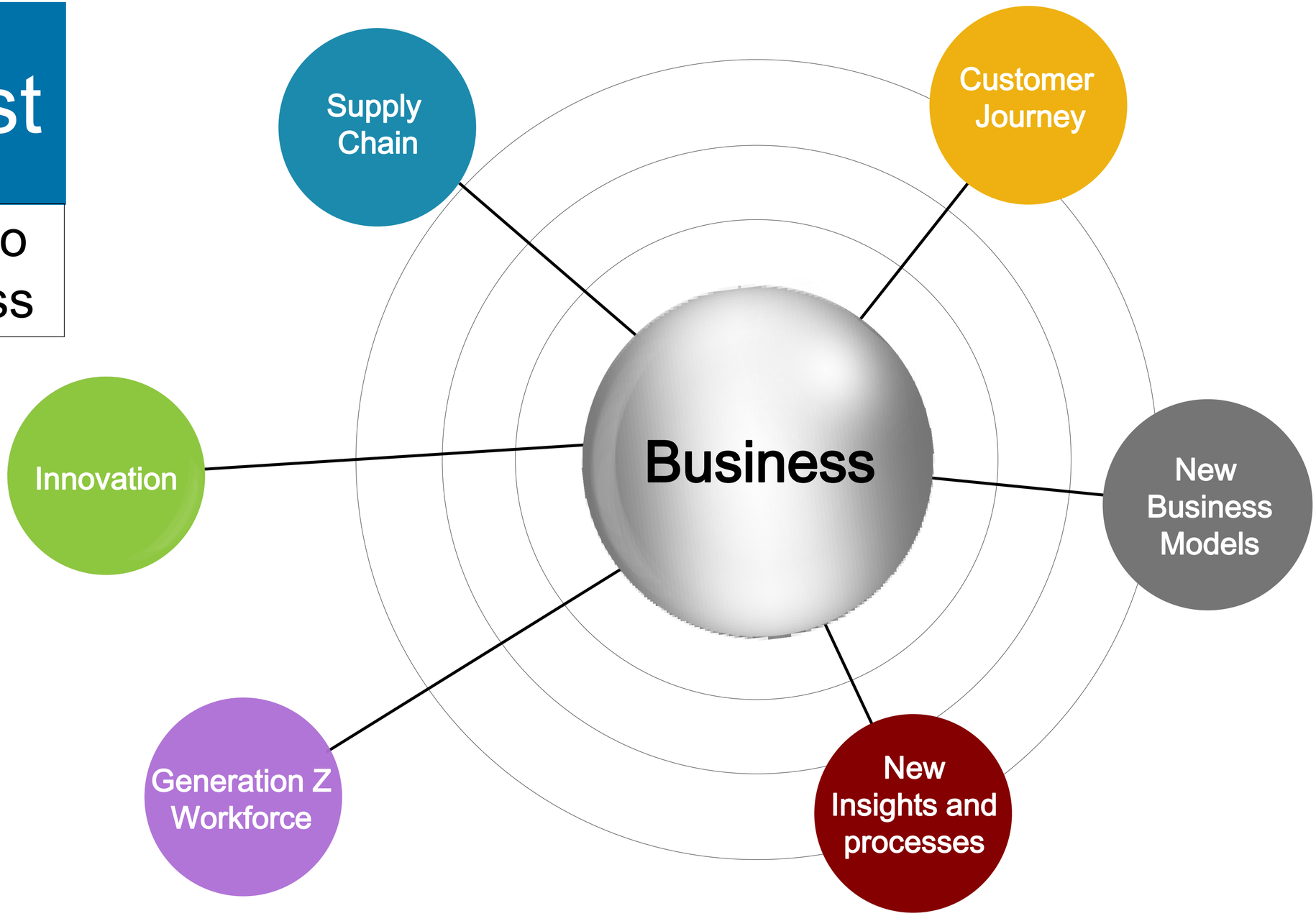
INFORMATION VOLUMES

Growth in information volume, velocity, variety and complexity

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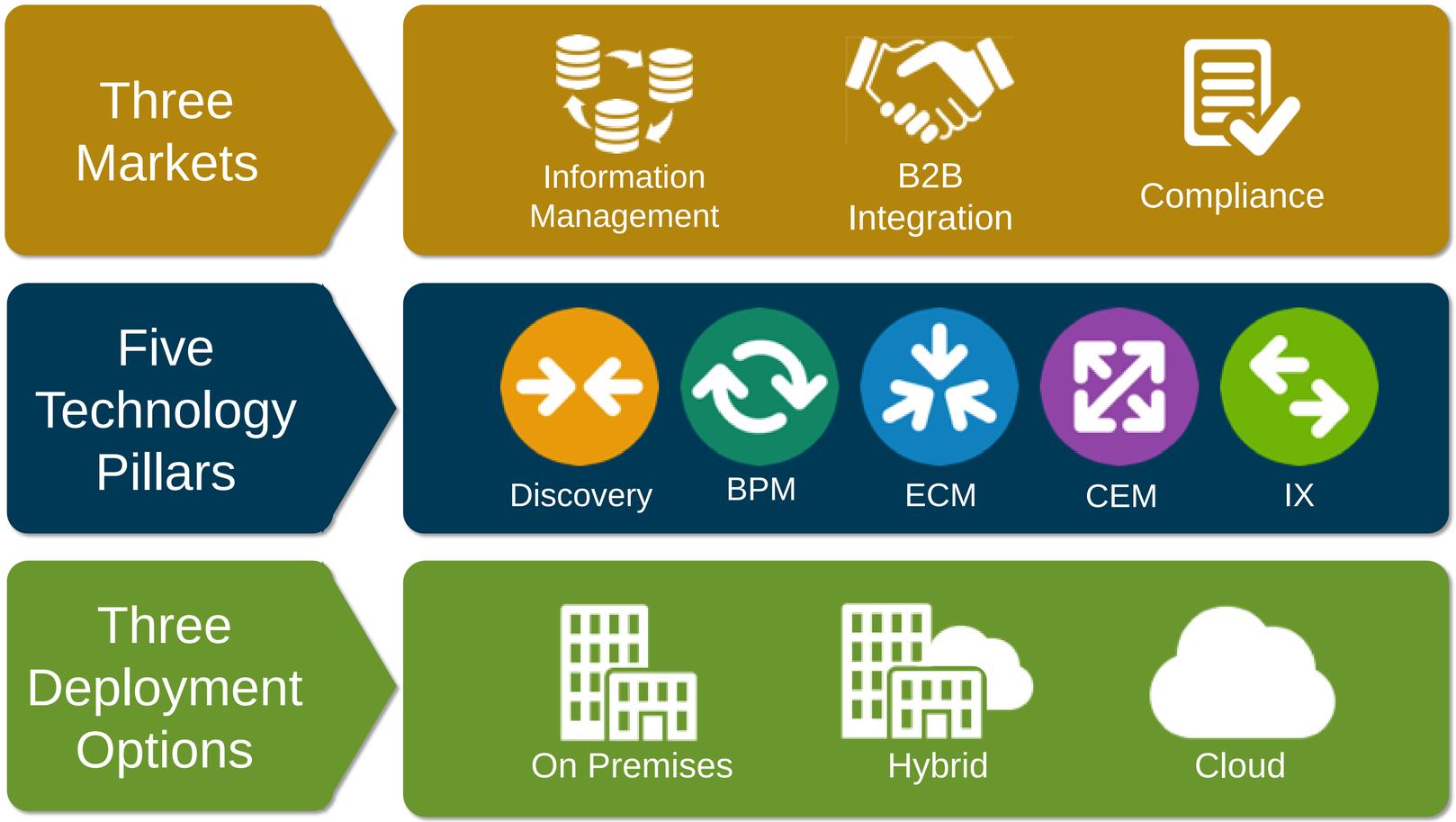
Digital-First

An opportunity to redefine business



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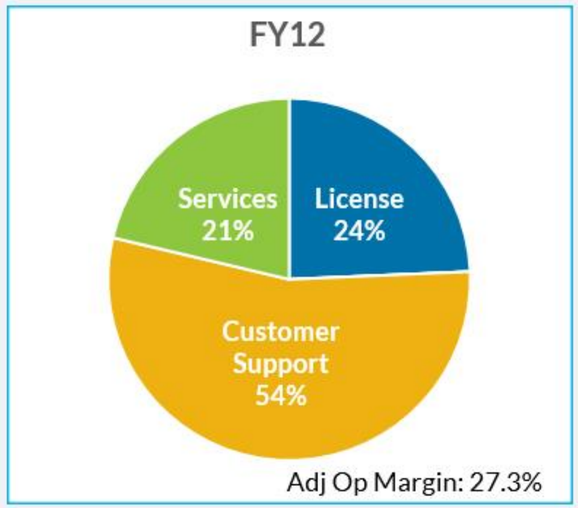
Our Key EIM Strategies

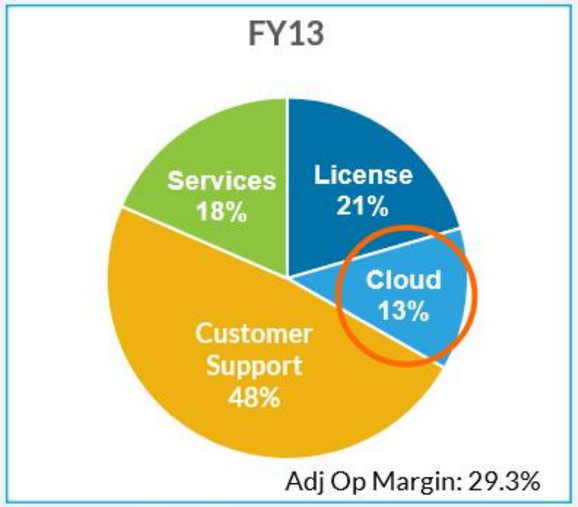


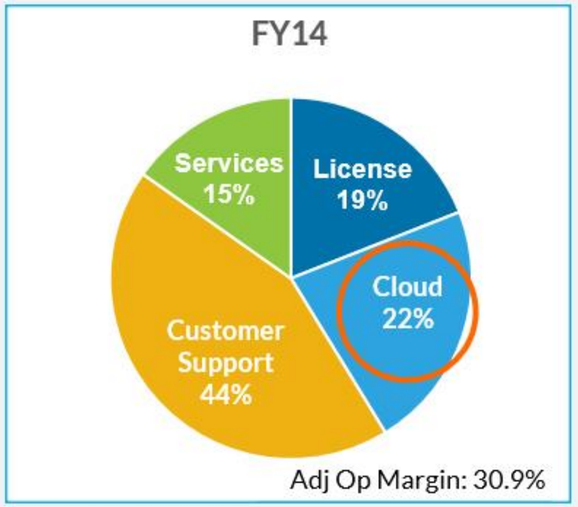
Simplify Transform Accelerate

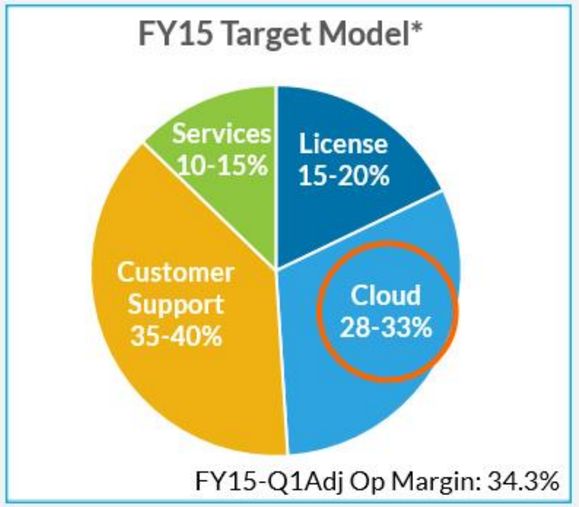
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Recurring Revenues









- The OpenText view on recurring revenues includes: Cloud Services, Professional Services, Customer Support
- We have a history of increasing recurring revenues
- Over $1B recurring revenue in FY14
- FY15 Target Model for recurring revenues: 80% to 85%
- We have grown cloud services revenues while expanding margins

*This target model is not guidance

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Our Cloud Mission



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Cloud Winning Strategy

Managed Cloud Services

- B2B Managed Services
- EIM Managed Private Cloud

870 Customers

Cloud Applications

- OpenText Core
- Active Applications
- Secure Mail
- Secure MFT
- Case Management

6,000 Customers

Cloud Platform

- Trading Grid PaaS Based Messaging Services
- EDI Value Added Network
- Fax & Notifications Network

60,000 Customers / 600,000 Trading Partners
16B Transactions/Yr.
2B Fax Pages/Yr.



OpenText Cloud Strategy

1. **Extend Managed Cloud Services across EIM**
2. **Drive Analytics to the Trading Grid**
3. **Deliver more Services for Trading Grid usage**
4. **Deliver EIM SaaS Applications**

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More Customer Flexibility and Choice

The OpenText Cloud

On Premises

Perpetual

License the software and own the asset

Install and operate on Premises or in a 3rd party cloud

- License
- Maintenance

Term

License the software for a fixed period of time (“the term”)

- License
- Maintenance

Managed Cloud Services

Cloud Perpetual

License the software and own the asset, but Operate the software in the OpenText Cloud

Annual Hosting Fee
1 year minimum term

- License
- Maintenance
- Hosting

Cloud Subscription

License the software for a fixed period of time (“the term) in OpenText Cloud

Annual Subscription
3 year minimum term

- Cloud Services Fee

B2B Managed Services

Cloud Outsourcing Transaction Delivery and Software Operation in the OpenText Cloud

Annual Subscription
3 year minimum term

- Cloud Services Fee

Public Cloud

PaaS

Transaction Delivery and Operations services for Trading Grid and On Demand Messaging in the OpenText Public Cloud

- Cloud Services Fee based on volume

SaaS

Easily buy and use in the OpenText Public Cloud

- Cloud Services Fee based on volume

Professional Services

Cloud Assessment and Acceleration Programs

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What's New

OpenText TRADE
TRADE IN ! TRADE UP !

T G 15
S P 1

OpenText Cloud
WORLD'S LEADING BUSINESS NETWORK

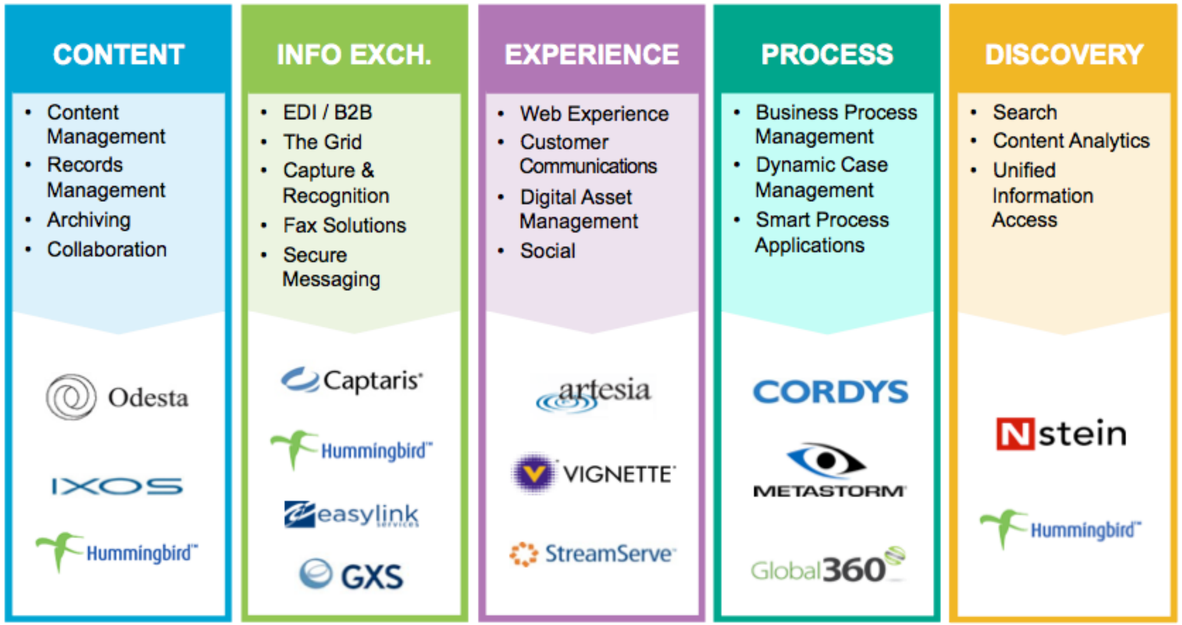
BLUE
CARBON

OpenText CORE

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Acquisitions are Core to Our Business Model

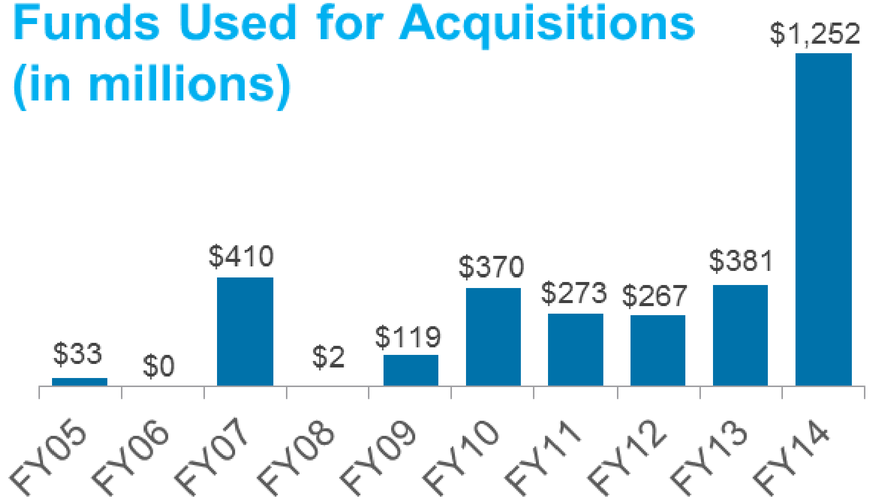
- We operate strategic platforms vs. optimizing individual assets
- Completed 48 acquisitions in 20 years using $3.4b in capital.
- We are a disciplined, value buyer, with a clear point of view on what discipline and value means
- On-board targets to our operating margin model typically within 1 to 2 years
- Cost synergies are more preferred than revenue synergies
- Cash-based return models



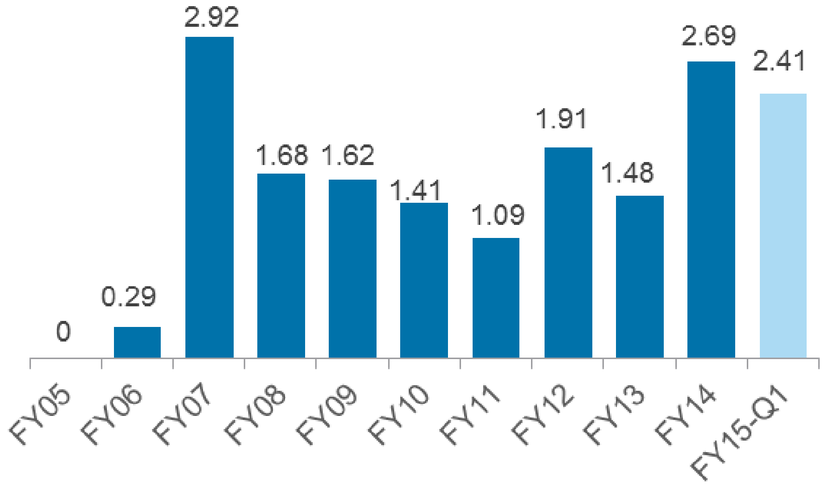
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Capital Allocation

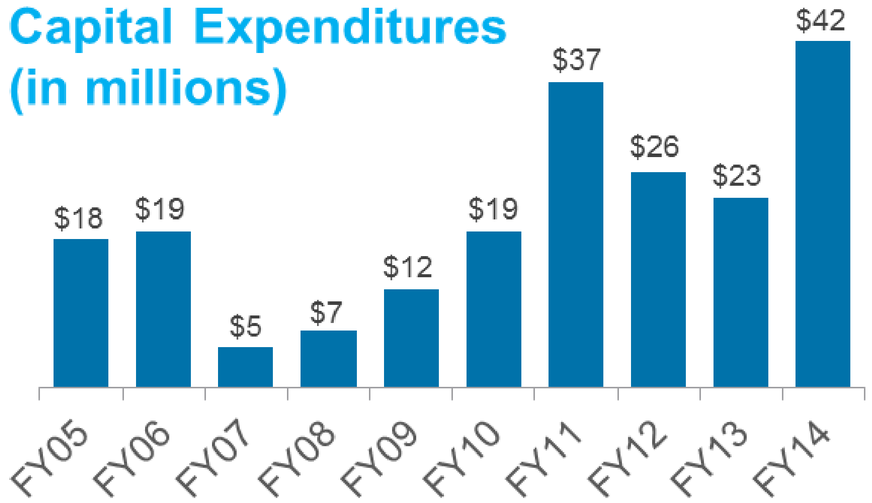
Funds Used for Acquisitions (in millions)



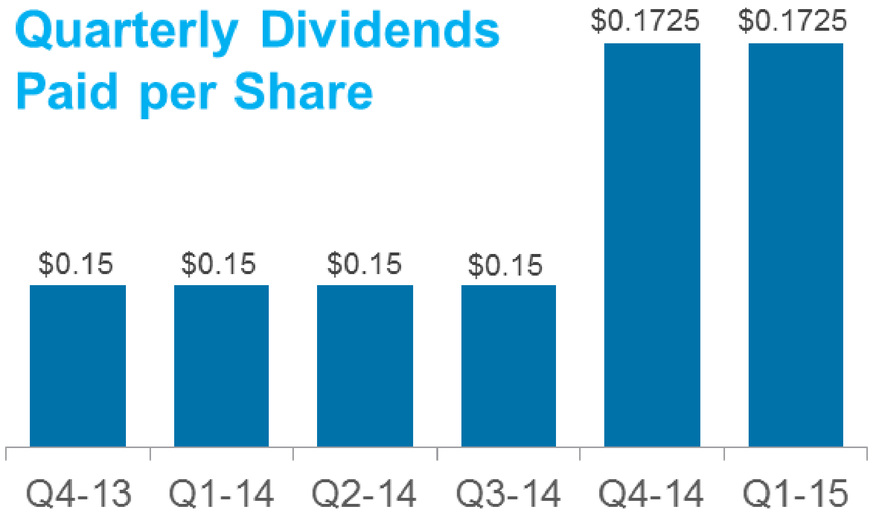
Debt to EBITDA Ratio TTM



Capital Expenditures (in millions)



Quarterly Dividends Paid per Share



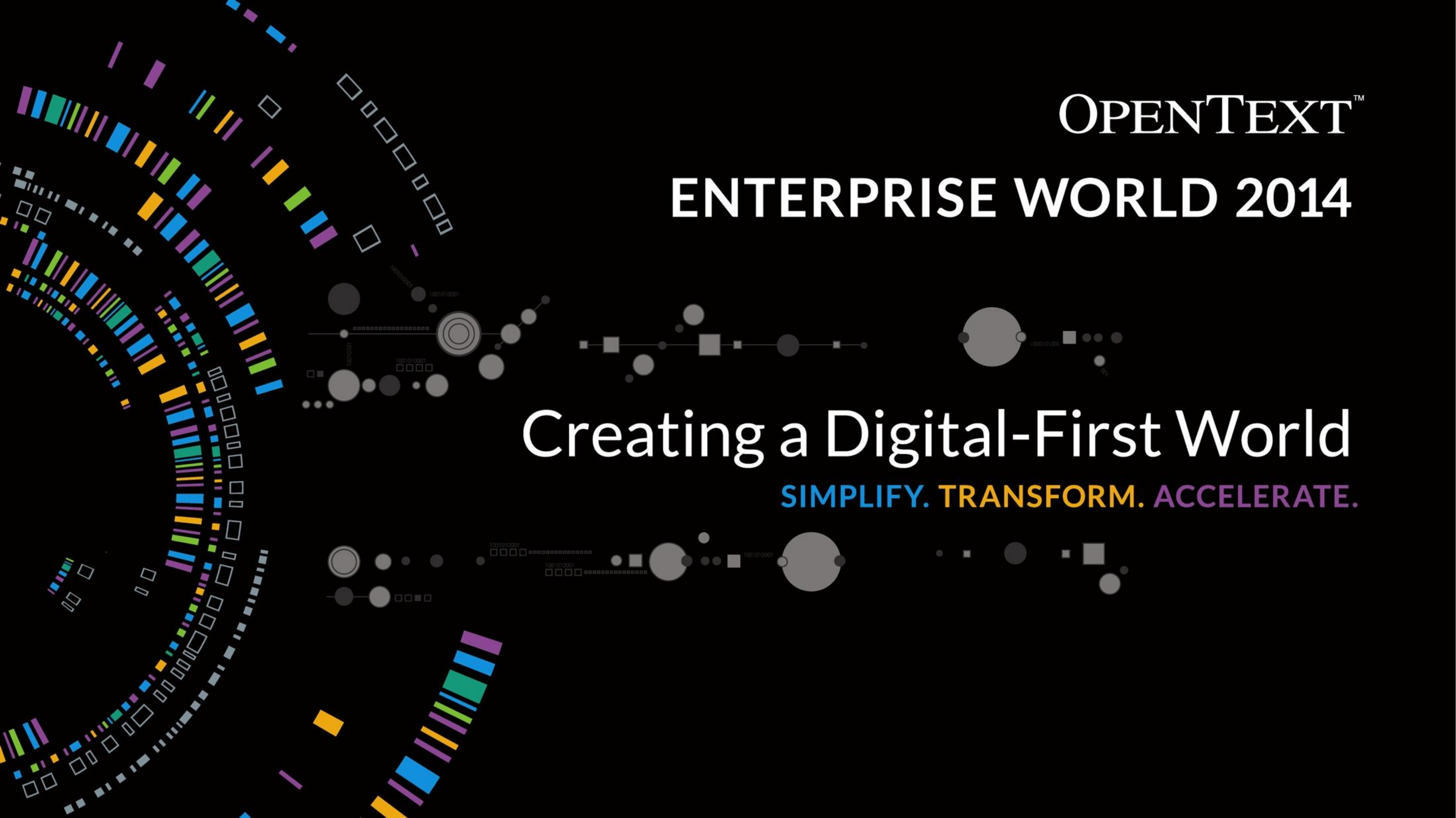
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FY15 External Target Model*

Revenue Type	Fiscal 2015 Q1 actuals	Fiscal 2015 Target Model
	As a % of revenue	As a % of revenue
Product License	13%	15 - 20%
Cloud Services	33%	28 - 33%
Product Maintenance	41%	35 - 40%
Professional Services	13%	10 - 15%
Non-GAAP Gross Margin		
Product License	95%	94 - 96%
Cloud Services	61%	58 - 60%
Product Maintenance	87%	85 - 87%
Professional Services	26%	21 - 23%
Non-GAAP Gross Margin	**72%**	**69 - 72%**
Non-GAAP Operating Expenses		
Development	10%	10 - 12%
Sales & Marketing	17%	18 - 20%
General & Admin	8%	7 - 8%
Depreciation	3%	2 - 4%
Non-GAAP Operating Margin	**34%**	**28 - 32%**

*This target model is not guidance

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Jon Hunter
EVP, WW Field Operations

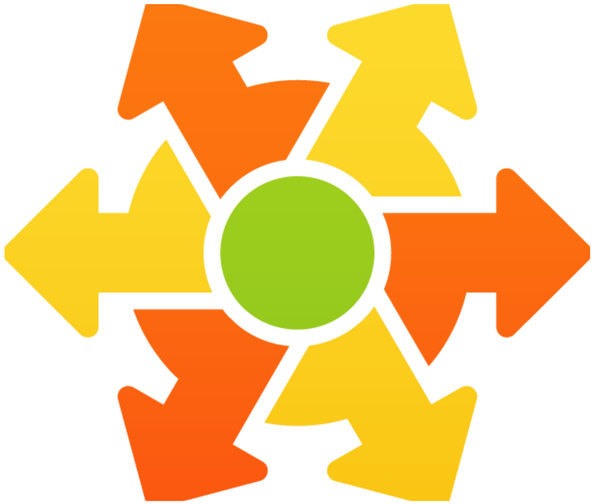
What We're Focused On



Profitable Growth



Profitable Growth



Profitable Growth

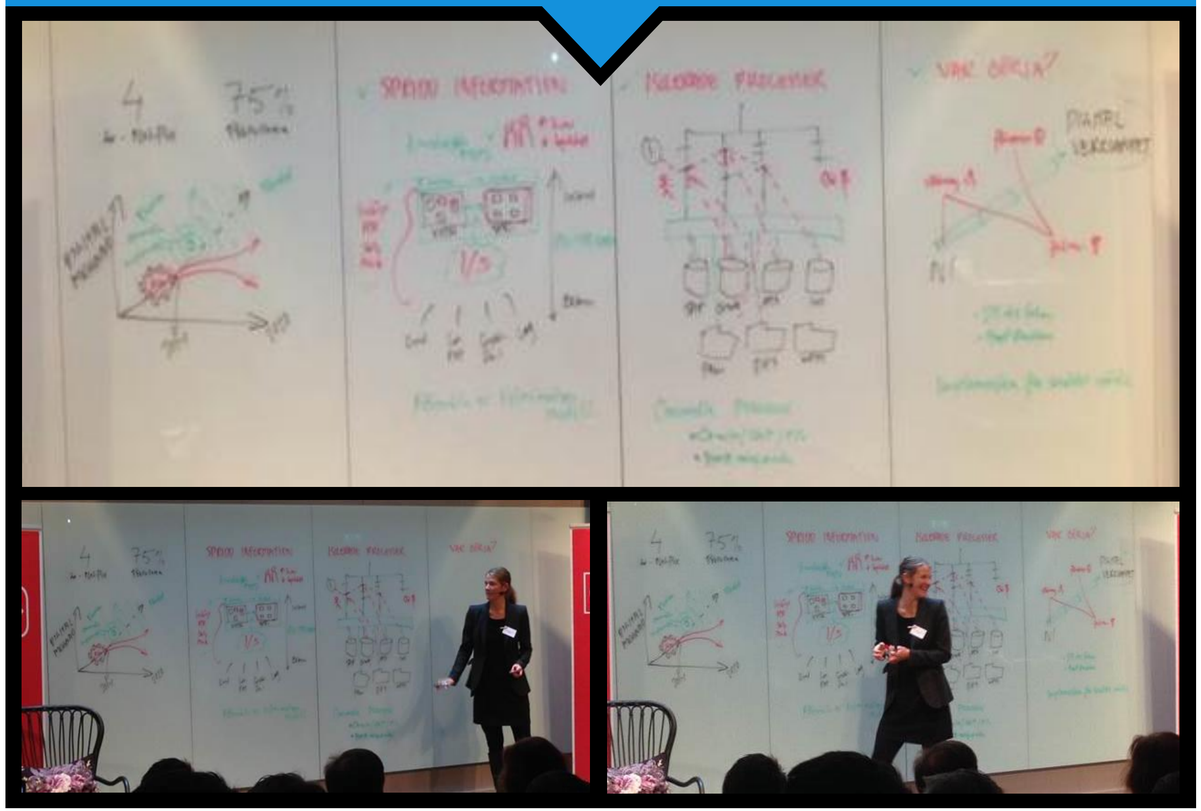
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Select Key Field Programs

Developing our Sales Leadership



Digital Transformation Point of View



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Growth Agenda

THINK BIG. PLAY BIGGER.

CONTINUE EXPANDING CLOUD SERVICES REVENUES

CONTROLLED EVOLUTION BUILDING STABILITY AND CONSISTENCY

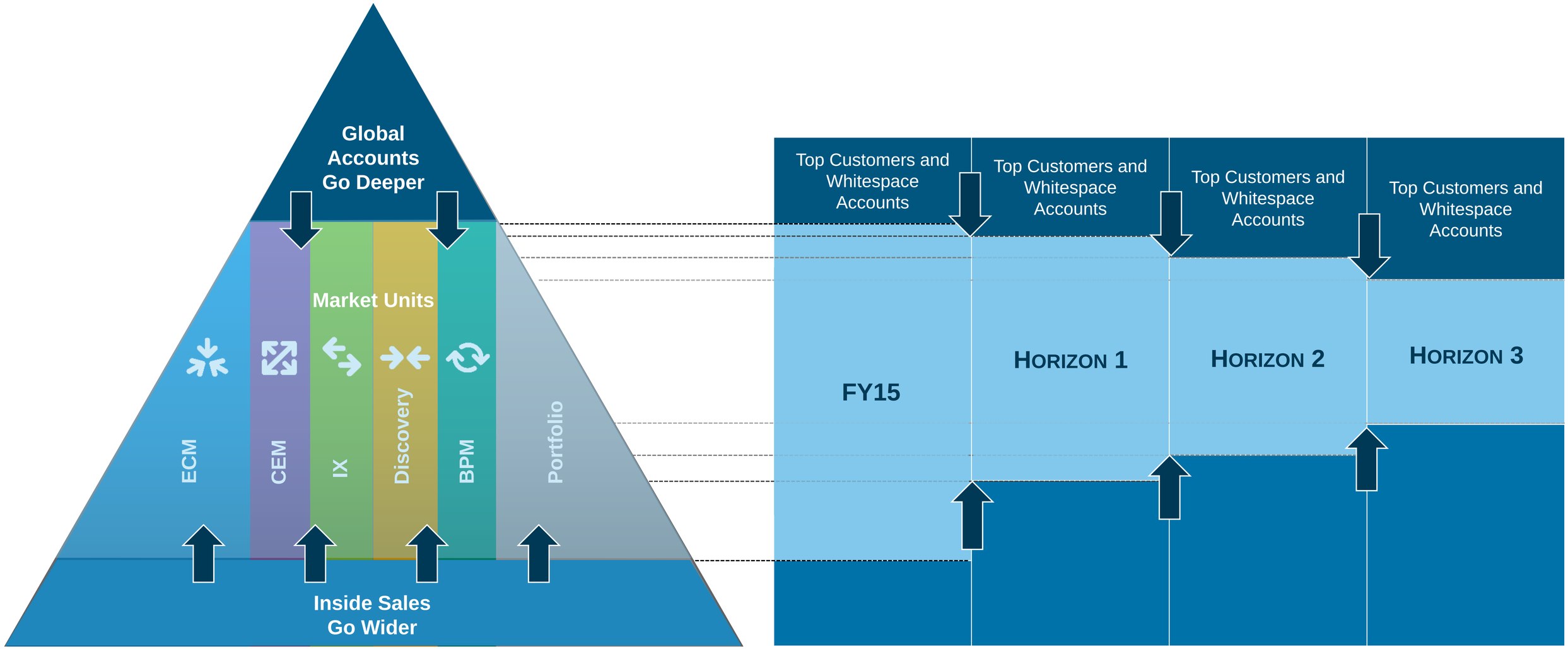
KEY PROGRAMS

AE CAPACITY	AE YIELD	SALES MANAGEMENT	GLOBAL ACCOUNTS
FAST GROWTH MARKETS	INSIDES SALES EXPANSION	GLOBAL ALLIANCES	THIRD PARTY PRODUCTS

Source: Gartner Forecast: Enterprise Software, 1Q 2014 Update

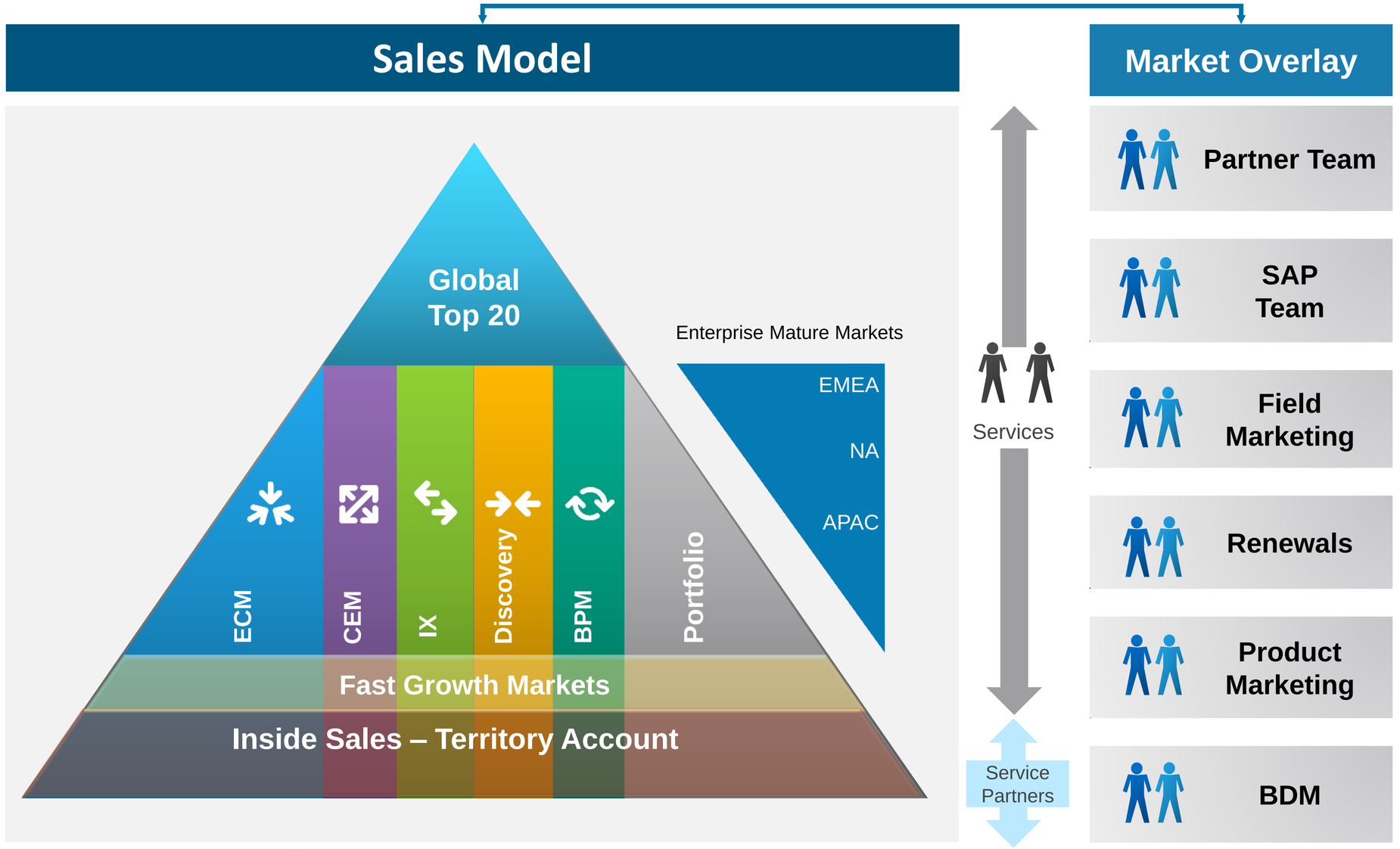
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Market Coverage Strategy



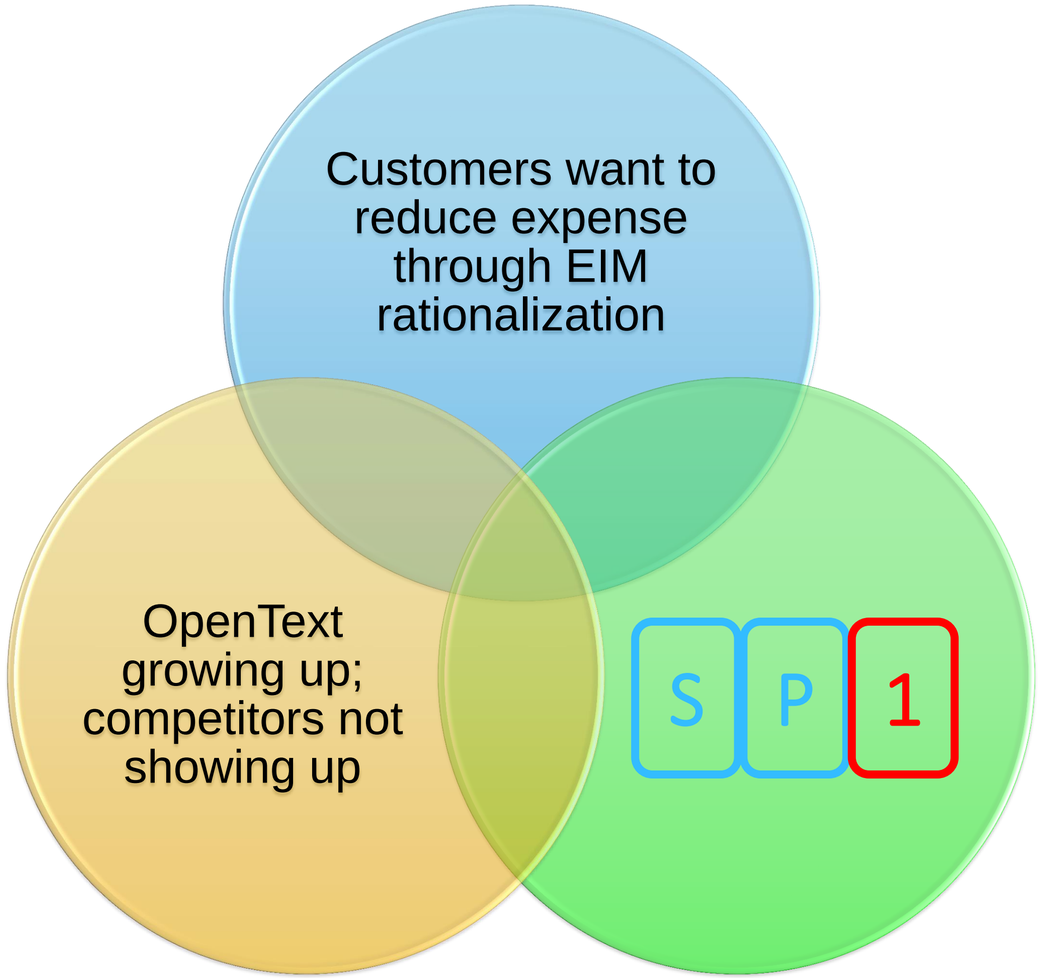
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Intelligent Deployment of Our Field Assets



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Free Your Data Program



OPENTEXT™ TRADE
TRADE IN ! TRADE UP !

1. TRADE in anyone of these:

Documentum, FileNet, Interwoven, Trim, Autonomy Enterprise Search, Symantec ClearWell, Kofax, ReadSoft.

2. For one of these:



3. And you get:

1 year of free hosting, InfoFusion, 1 week free assessment

4. Act now:

Trade in for the price of maintenance. Offer expires June 30th, 2015*

*Offer subject to program terms

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Energy Customer Case Study

From EIM partner to Digital Business Enabler

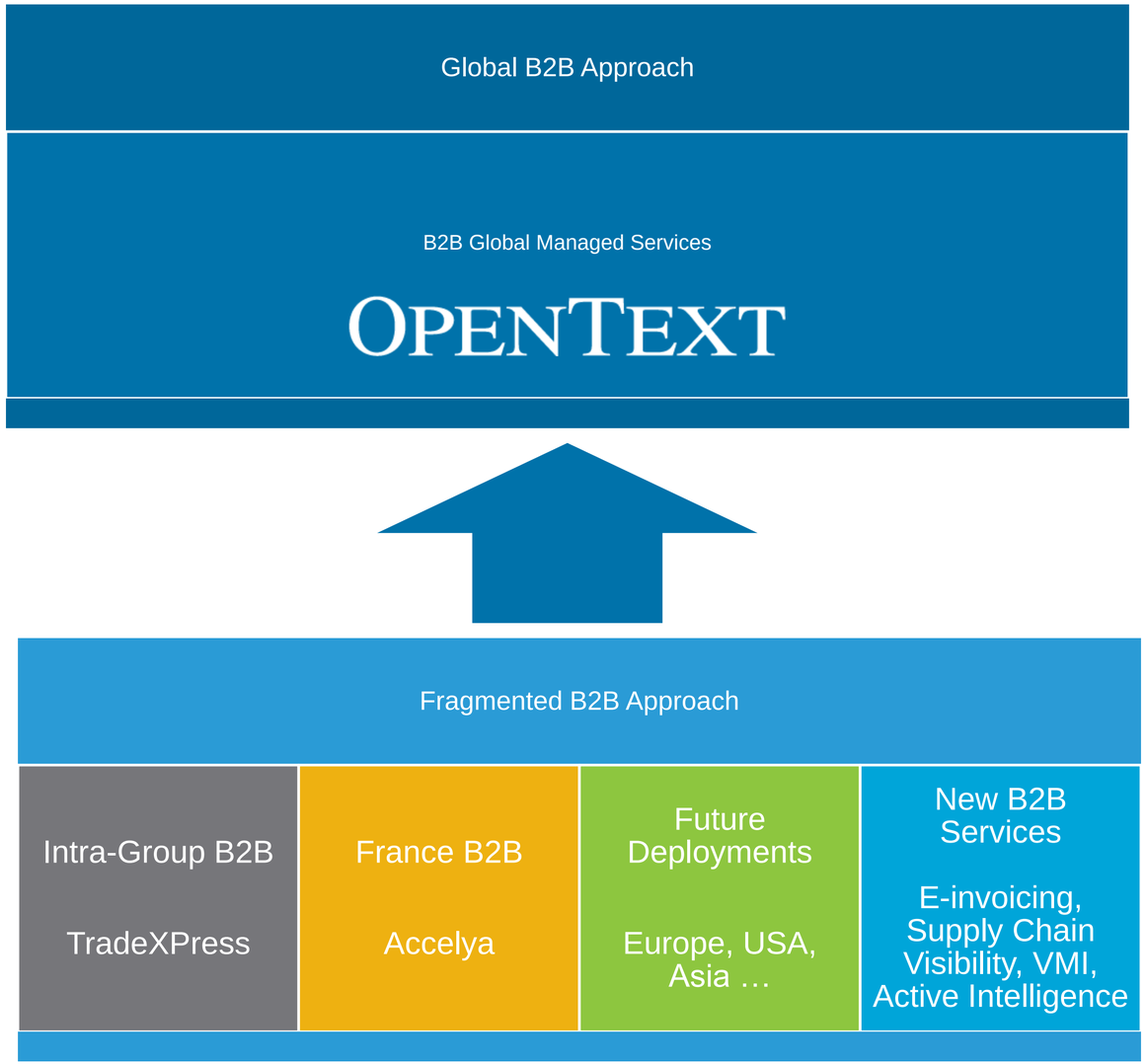
- Leading oil and gas multinational
- Relationship started in 2012 through SAP for Records Management & Compliance
- Turning points:
  - Positioning OT as a strategic partner
  - Value proposition workshop to paint the picture of a UIP (Unified Information Platform)
  - Agreement on Direct relationship between OT and Customer
  - OT “investment” with creation of an EIM Center of Excellence
- Outcome:
  - Locked out competition
  - 4 years agreement on all components of UIP with minimum quantities and maintenance lock-down



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Energy Tech Customer Case Study

- Energy optimization technology producer
- Previous relationship with Customer on a few B2B transactions
- OT did an audit of Customer B2B landscape:
  - Fragmented B2B flows
  - No global visibility
  - No SLA
  - Escalating operating costs
- Strategic Positioning:
  - Accelerating CEO Strategy for global value chain Digitization and e-Business
  - M&A Agility
  - Unification and simplification of solutions
- Expected Outcomes:
  - Reduce costs and Increase Business Productivity
  - Increase Customer Experience
  - Engage customers on demand
  - Gain agility and flexibility for adapting to changing business environment



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Distribution Model

Direct Sales Force	**AE, SC, ISR, Specialists**
Strategic Alliances	SAP
System Integrators SI / FSI	accenture, logica, Deloitte., Capgemini, Raytheon
VARs	ADVANTAGE TECHNOLOGIES, contesto, at&t, ANX, CenturyLink
Distributors	INGRAM MICRO, Tech Data, shi, CDW
OEM	ICCM Solutions, IBM, EMC², hp, Adobe, RICOH, xerox, KONICA MINOLTA, KOFAX
Technology Alliances	Microsoft, ORACLE, cadence, cisco

New Partners in Q1

15 new partners in EMEA

itelligence, SBM, uni.systems

9 new partners in NA

indra, CLEARINFO, SYNNEX CORPORATION

11 new partners in APJ

Infosys, JCS Japan Computer Services Inc., Simbus Simplifying your Business

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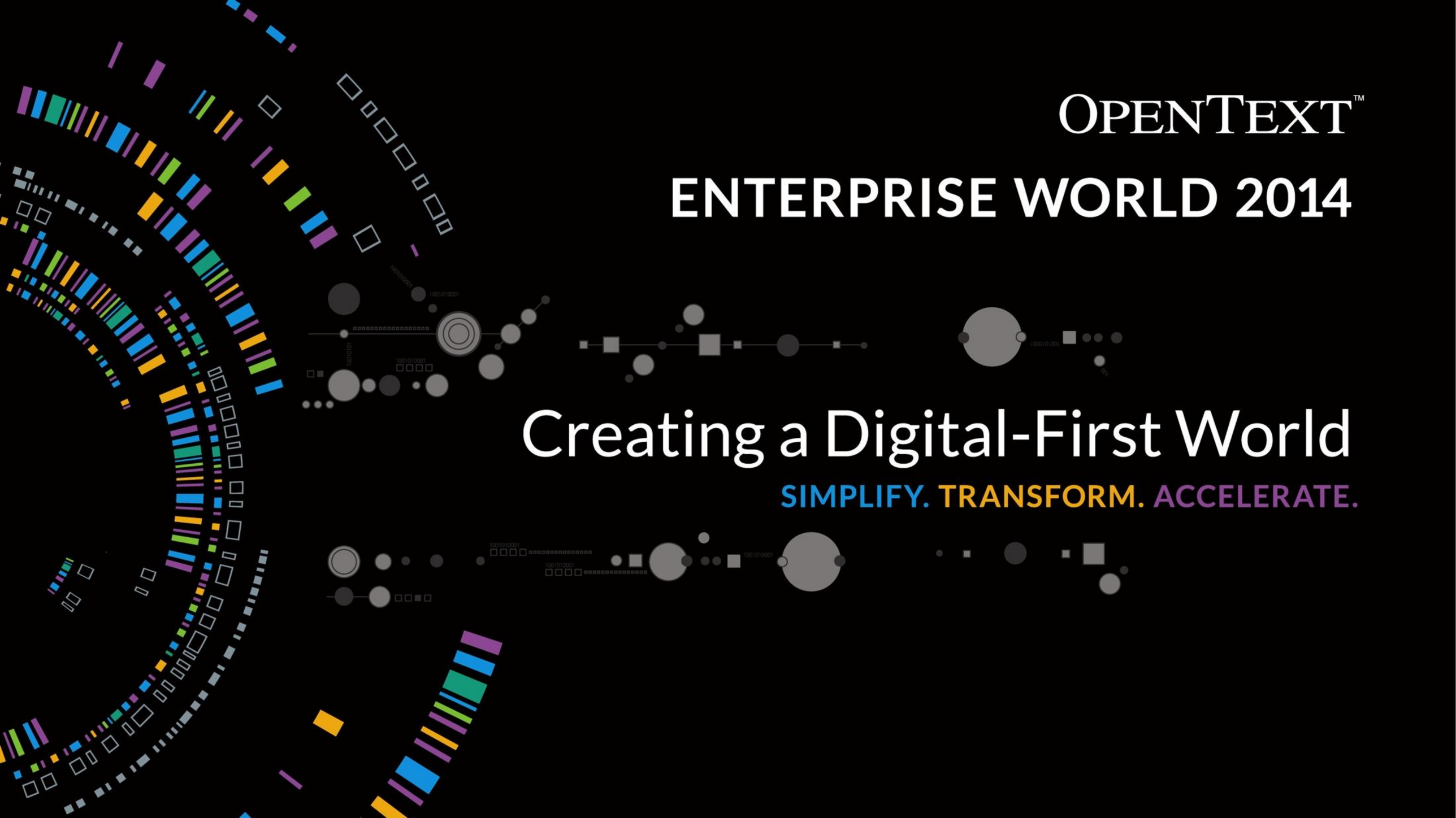
Partner Speakers







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Investor and Analyst Day

Wednesday, November 12, 2014



Gary Weiss
SVP, Cloud Services

Our Cloud Mission



Simplify Transform Accelerate

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Cloud Winning Strategy

Managed Cloud Services

- B2B Managed Services
- EIM Managed Private Cloud

870 Customers

Cloud Applications

- OpenText Core
- Active Applications
- Secure Mail
- Secure MFT
- Case Management

6,000 Customers

Cloud Platform

- Trading Grid PaaS Based Messaging Services
- EDI Value Added Network
- Fax & Notifications Network

60,000 Customers / 600,000 Trading Partners
16B Transactions/Yr.
2B Fax Pages/Yr.

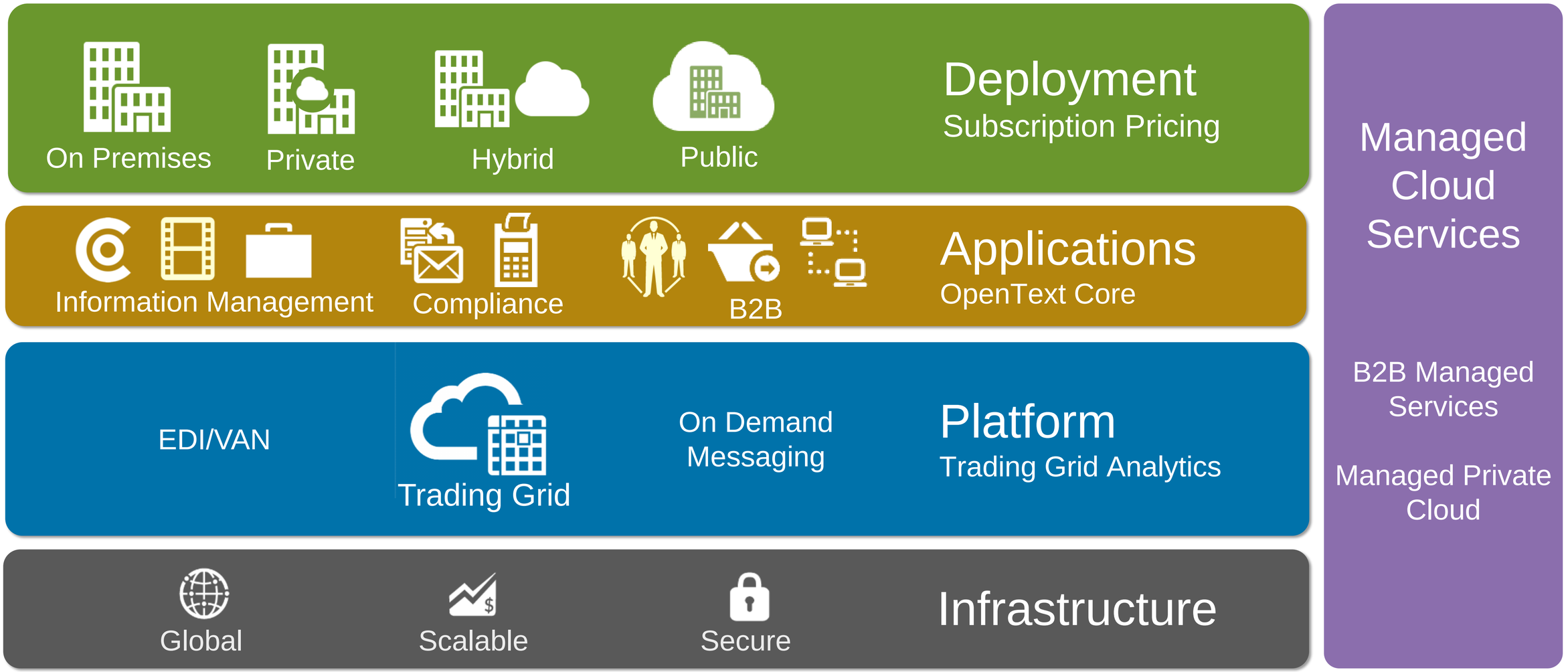


OpenText Cloud Strategy

1. **Extend Managed Cloud Services across EIM**
2. **Drive Analytics to the Trading Grid**
3. **Deliver more Services for Trading Grid usage**
4. **Deliver EIM SaaS Applications**

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The OpenText Cloud



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OpenText Cloud

WORLD'S LEADING BUSINESS NETWORK

Platform

Infrastructure

37 Core Data Centers

33 Satellite POPs

2B Faxes

60,000 Customers

43M Transactions / Day

3.5 PB Content Stored

870 Customers Hosted

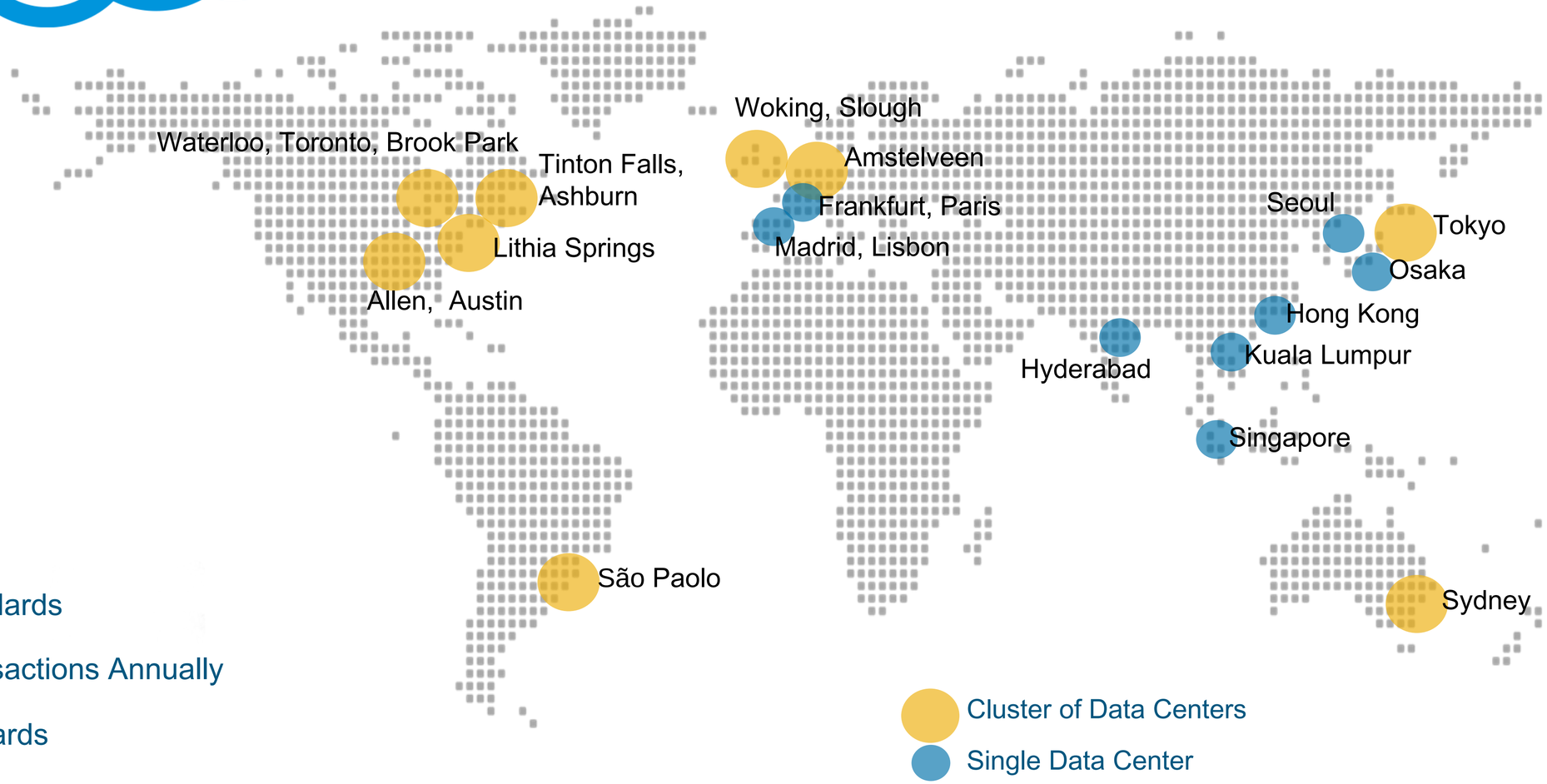
100 Registered Copyrights

14 Technical & Process Patents

40+ Data Center Regional Standards

$6.5 Trillion in Commerce Transactions Annually

80+ Industry & Technical Standards



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Accelerating Customers to the Cloud

Managed Cloud Services

Client Enablement



- ✓ Map Development, Maintenance
- ✓ Translation & Document Routing
- ✓ Application Implementation
- ✓ Trading Partner Implementation

Customer Support Services



- ✓ 24X7 Global Technical Support
- ✓ Applications & Transaction Monitoring
- ✓ 24X7 System Monitoring

Cloud Engineering



- ✓ Release Management
- ✓ Change Management
- ✓ Security and Compliance

Program Management



- ✓ Focused Delivery Manager
- ✓ Status and Scorecard Reviews
- ✓ Capture & Implement New Requests

Network Operations Center



- ✓ Cloud Alert Monitoring
- ✓ Escalation of Cloud Network Failures

Incident Management

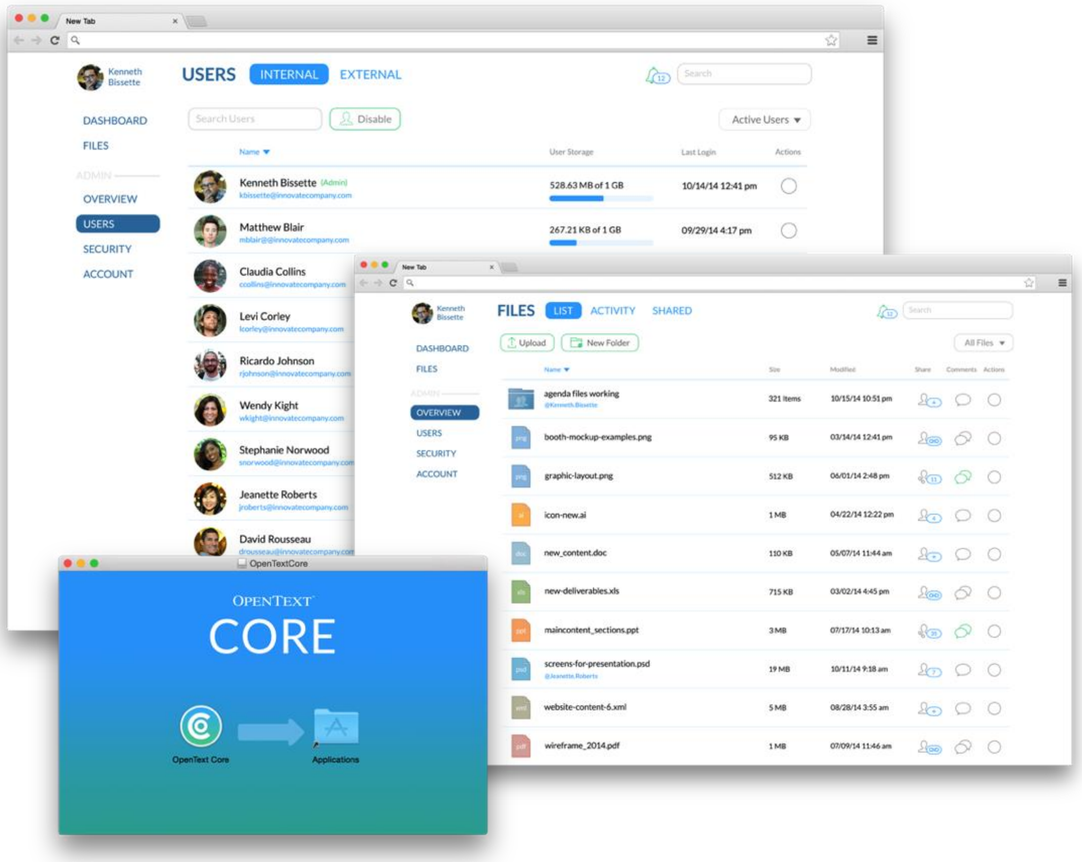


- ✓ SWAT Calls
- ✓ Production service disruption management
- ✓ Daily Quality Call reporting

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OpenText Core

Applications



Content Suite

- Single source of truth enterprise-wide
- Records management and compliance
- Work with sensitive information
- Customization or system integration
- Customized workflows

OpenText CORE

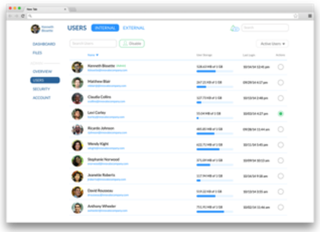
- Simplified experience
- Speed of deployment
- Lightweight and on demand
- Easy collaboration and information sharing
- Divisional/departmental

Simple, secure, smart information management powered by the OpenText Cloud

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Applications

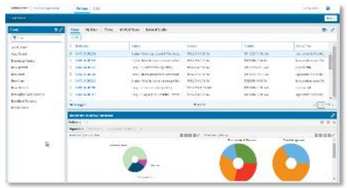
Applications



OpenText Core

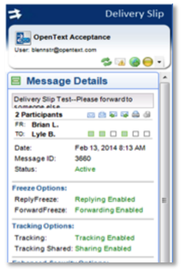


Media on Demand

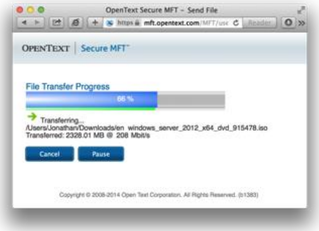


Case Framework

Information Management

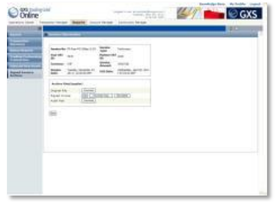


Secure Mail

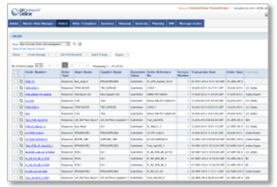


Secure MFT

Compliance



eInvoice Management



Order Management



Community Management



Transaction Management

B2B Integration

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Marquee Customers Trust the OpenText Cloud

Digitized $65B of commerce

Digitized global cash

Accelerating well being

Delivering on the best customer experience

Leading the way in direct payments

Simplified Global Treasury Management

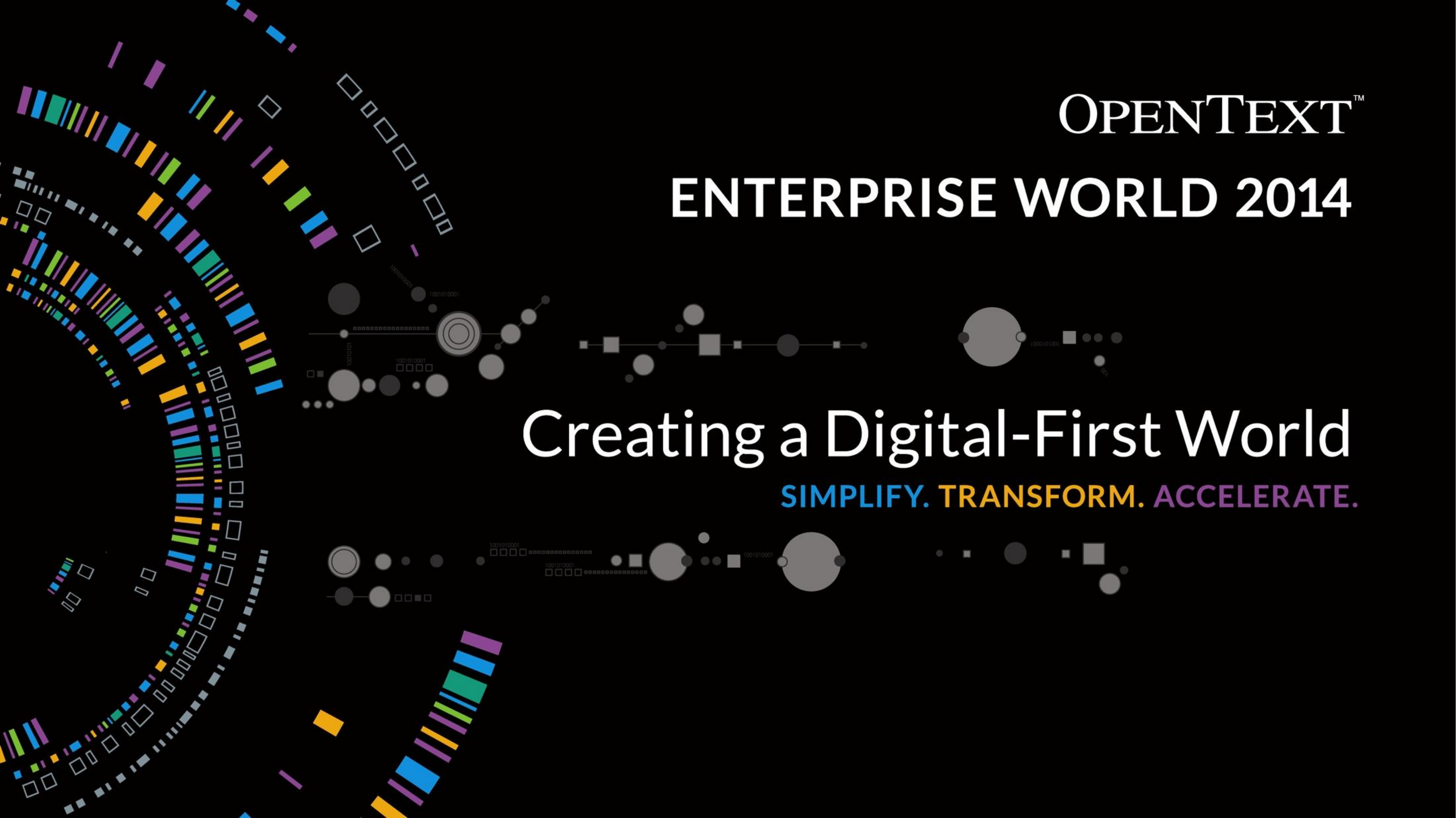
Solving the world's greatest health challenges

Every process starts and ends with a fax

The performance leader

World's largest automaker on the world's leading business network

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Creating a Digital-First World
SIMPLIFY. TRANSFORM. ACCELERATE.

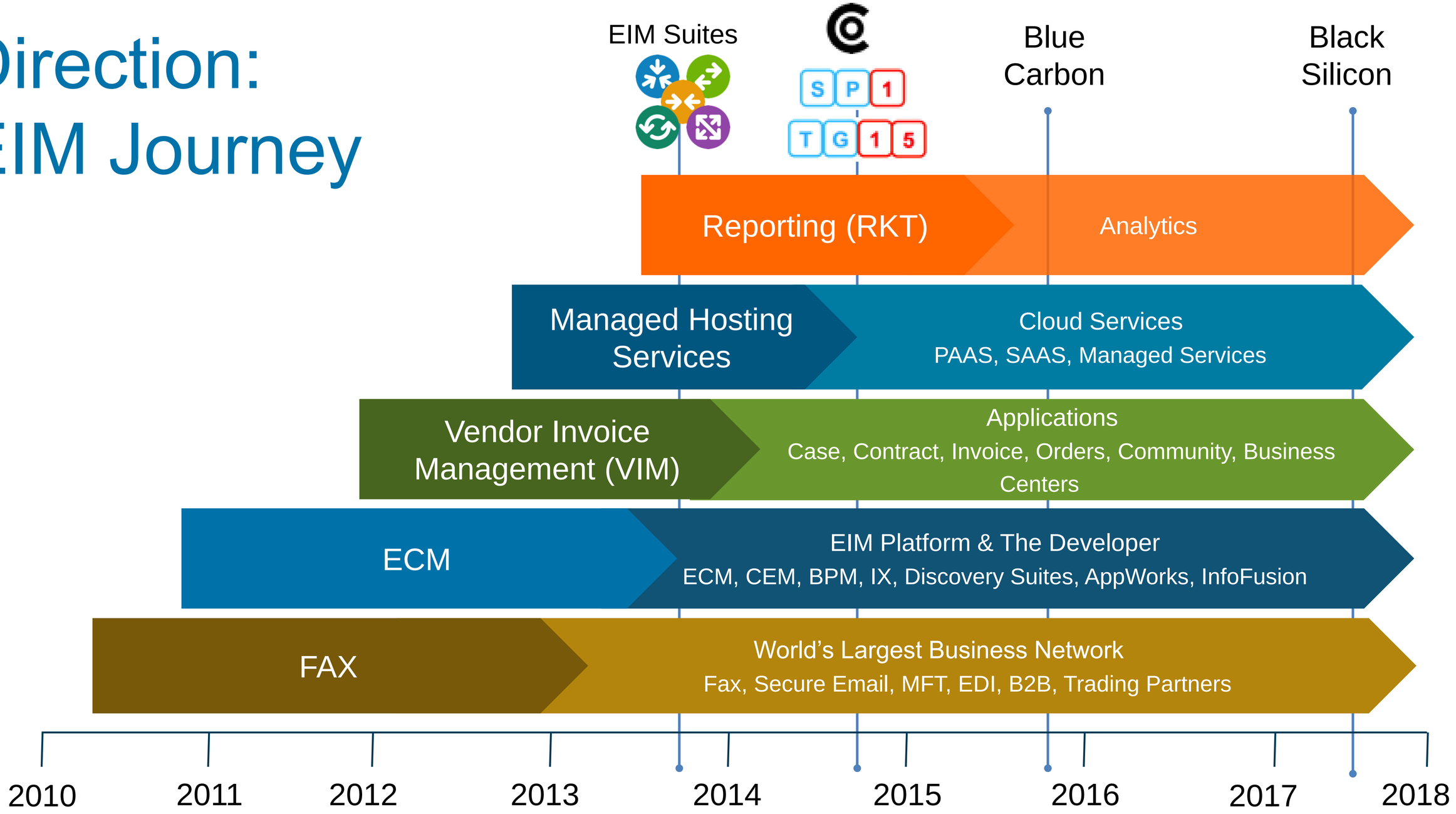
Investor and Analyst Day

Wednesday, November 12, 2014



Muhi Majzoub
SVP, Engineering

Direction: EIM Journey



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S P 1









Great User Experience

- Seamless Interaction with Unstructured Data
- Enriched Search Engine
- Simplified Designer Experience
- Extended Cloud Enablement
- Contract Management App
- HTML5 Doc Viewing
- Role-Based UIs
- UI Widgets and Rest API Extensions
- Adaptive for Multiple Devices / Tablets
- Enhanced Media Management

Reduced TCO

- Heightened Classification
- Improved Extractions
- More Supported Platforms, Connections & Integrations
- New Approval Engine
- Guided, Model-Driven CLM (Authoring, Red-lining)
- Discovery Integrations
- Simplified Administration and Installation
- RM, Ecosystem, and Cluster Management Enhancements
- Improved CCM Integrations with Content and Process Suite
- Improved File Handling

Insightful Analytics

- Built-in Reports and Data Visualization Tools
- Improved Dashboards
- Visual Tasks & Checklist Improvements
- Account and Project Management Features
- RM Dashboards and Reporting
- Charting Wizards
- Monetate Integration for A/B Multivariate Testing
- Enhanced Administration (File Management, Versions, Permissions, WEM System Center)

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TG15



B2B Integration

Trading Grid:
- Expanded Archive
- New Communication Protocols
- API Expansion
- Data Sovereignty
- Canonical Maps

Active Documents
- Seamless User Interface
- Status Alerts Services
- Reports, Dashboards & Analytics

Active Orders
- Order Management
- Vendor Managed Inventory
- Reports, Dashboards & Analytics

Active Invoice w/ Compliance
- Expanded Validations & Countries
- Self Service & Reports

Active Intelligence
- Mobile Deduction Management

Active Community
- Reports & Dashboards

On Demand Messaging

RightFax
- New Data Sovereignty Options
- New Web Services APIs
- UI Enhancements & Mobile App
- Expanded Certifications
- MFD Connector Expansion
- RFC Hybrid Solution

Fax2Mail:
- New Data Sovereignty Options
- Improved Reporting & Analytics
- Updated Portal Experience
- Mobile App

Notifications
- Improved Reporting & Analytics
- Improved Voice Engine

Secure MFT
- Unified Cloud/On-premise Features
- Outlook Folder Send Feature
- New Web Admin Console

Secure Mail
- New Data Sovereignty Options
- New Web App Client
- Delivery Dispensation

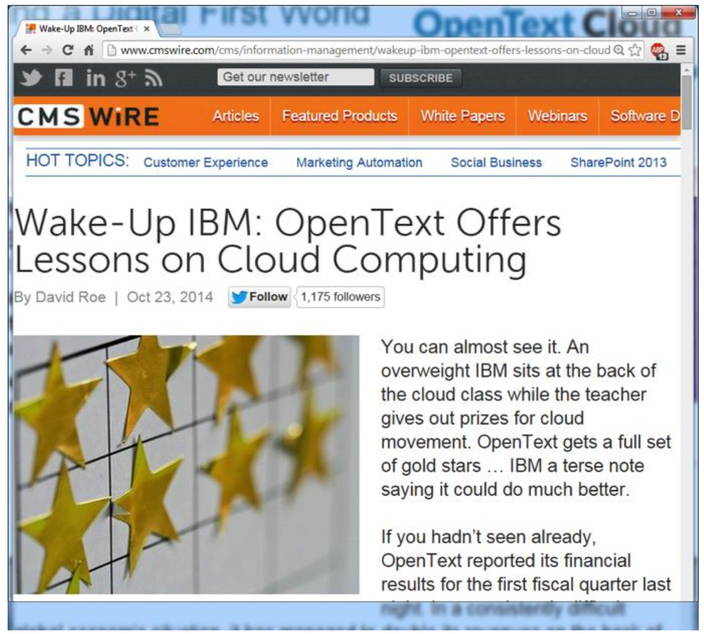
B2B Software

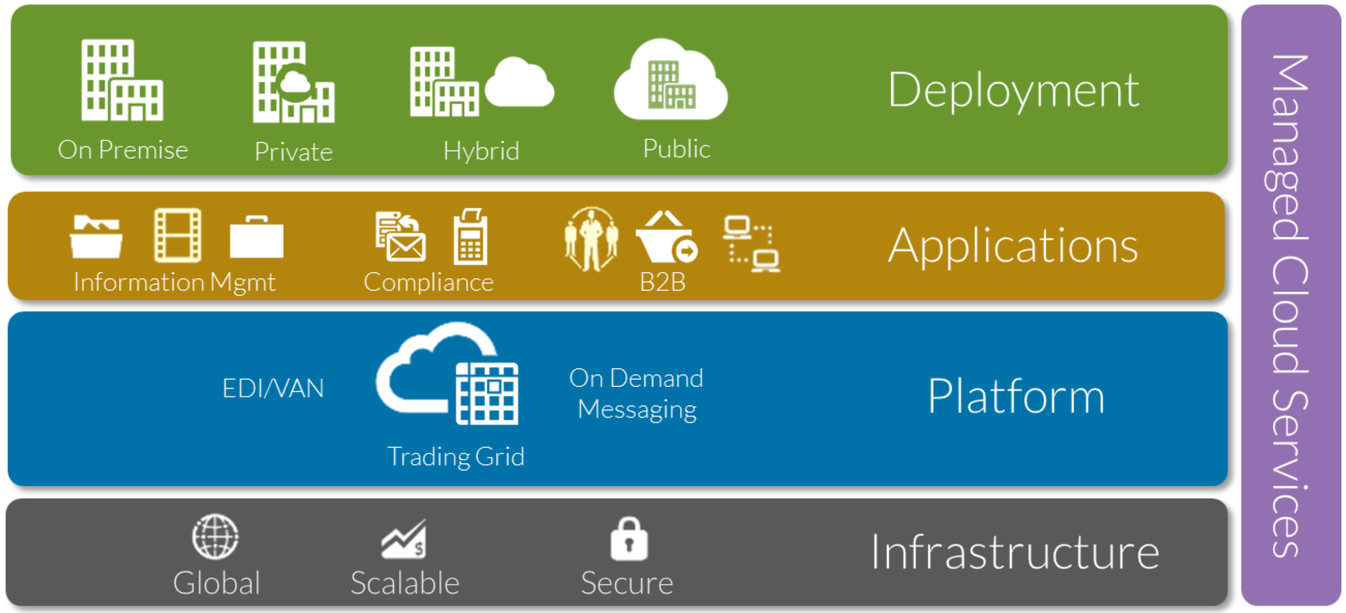
BizManager:
- New Communications Protocols
- SAP-certified ALE Integration
- Enhanced Monitoring & Diagnostics
- Additional Platform Support

TLi
- Analytics & Management Tools
- Improved Report Filtering
- Revised Visual Mapping

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The Strength of the OpenText Cloud



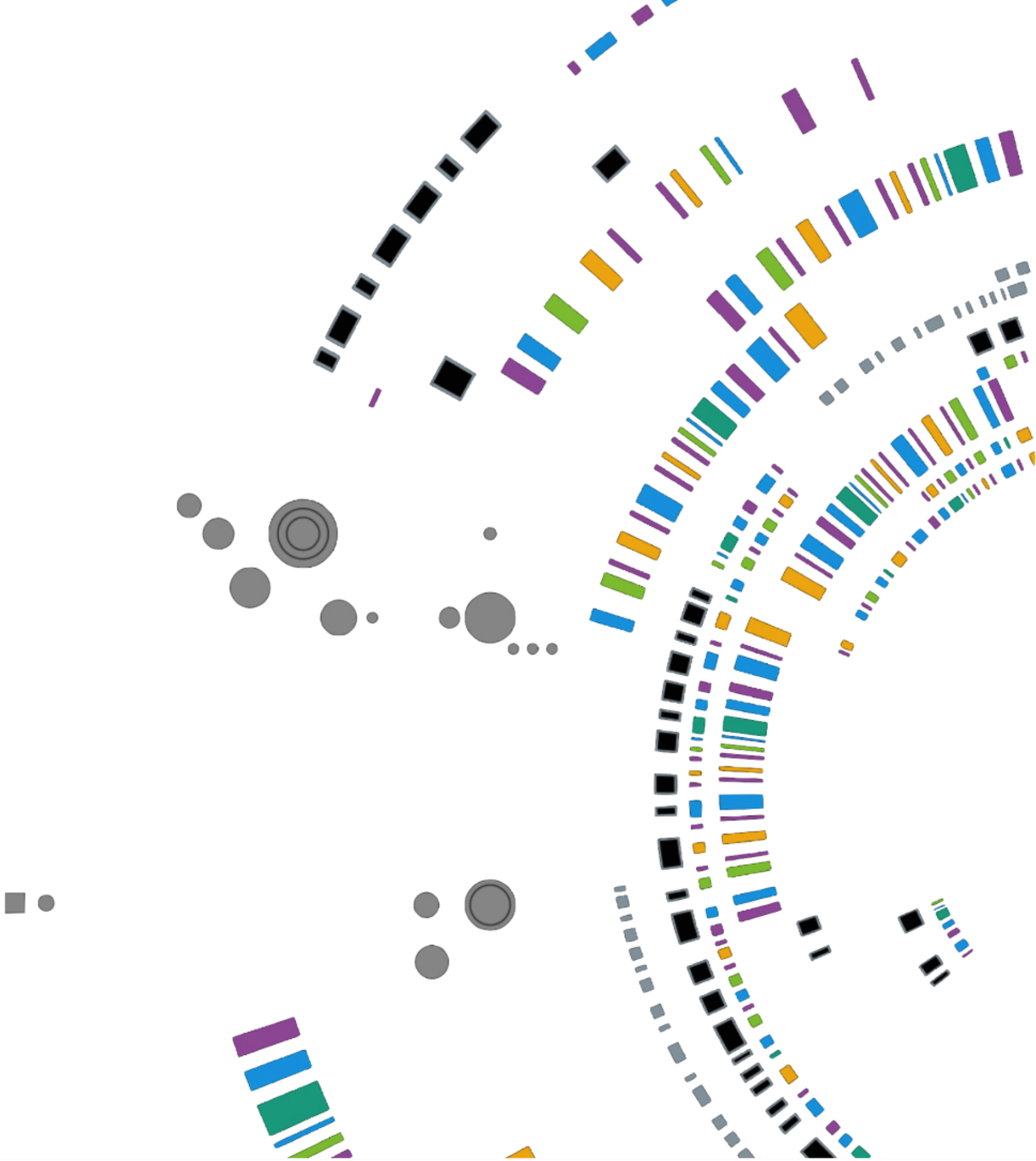


Simplify Transform Accelerate

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Demo

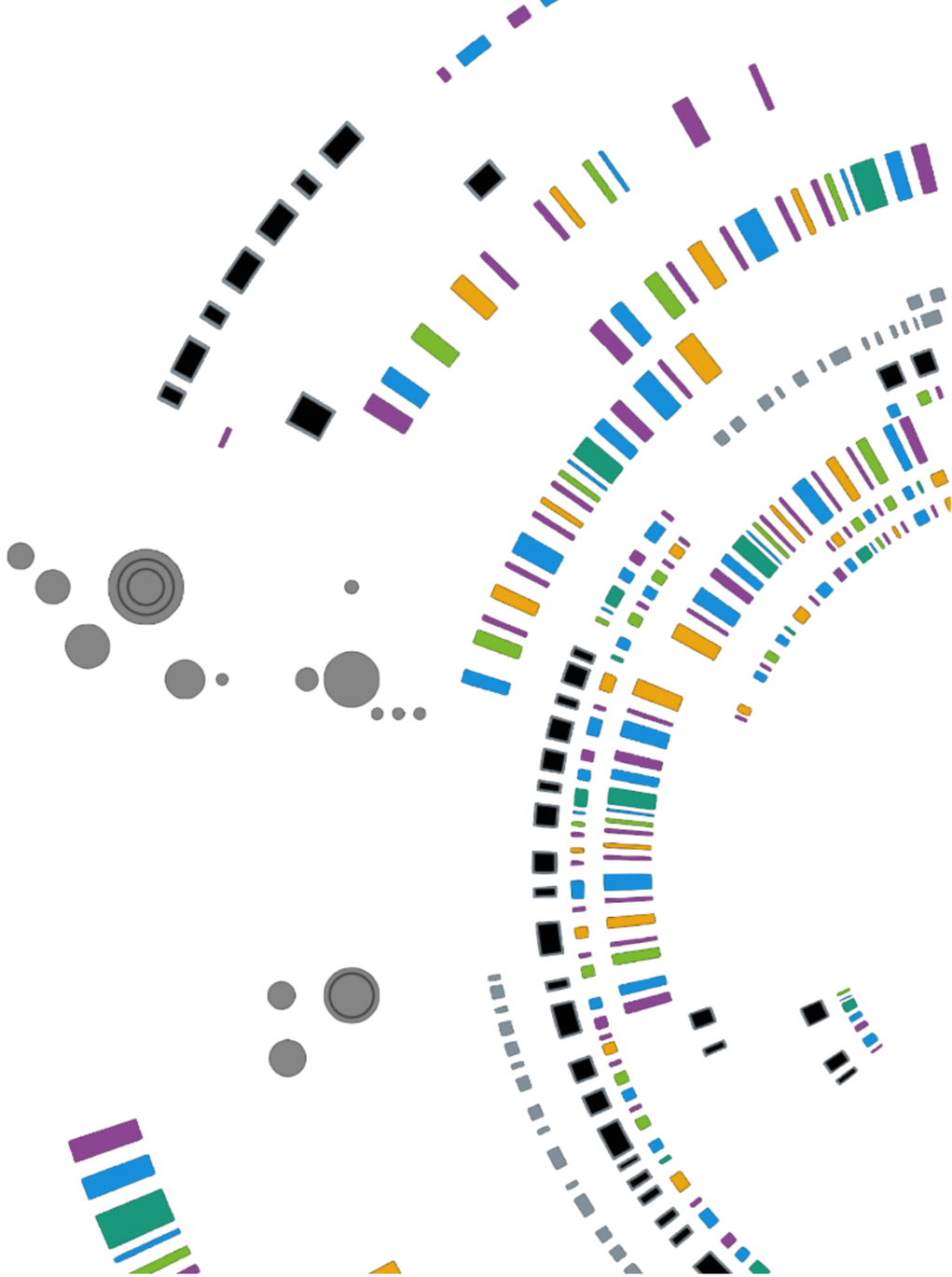
Media Management



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Demo

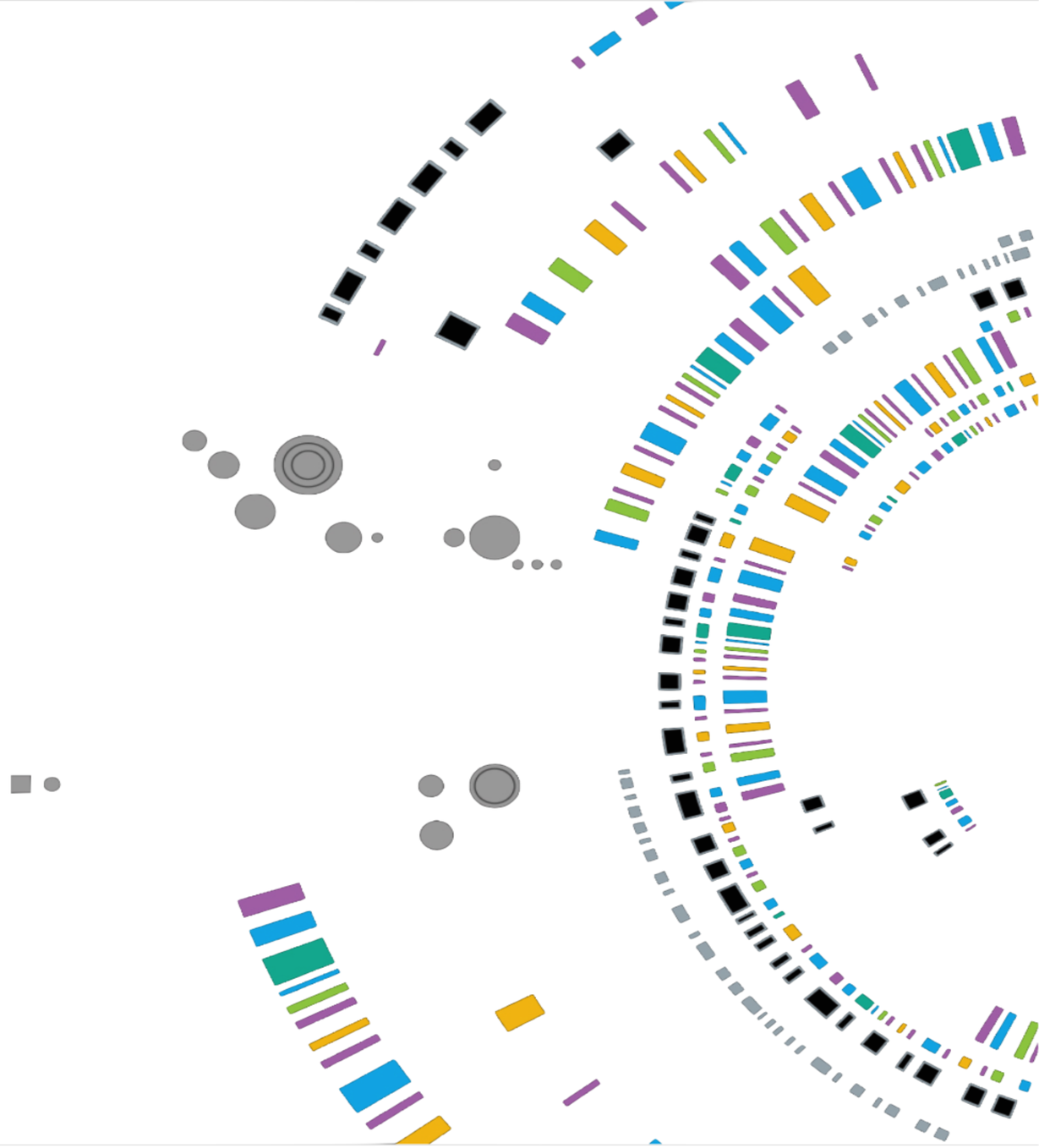
InfoFusion CIO Dashboard



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Demo

OpenText Core



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The Transition to Blue Carbon



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Sneak Preview of Blue Carbon

Information Management



- Capture to Archive Flow
- Total Cost of Ownership
- xECM Applications
- UI Widgets
- Deeper Integration

B2B Network



- Procurement to Pay
- Mining the Grid
- Mobility
- Integration to OpenText Core
- Integration to Process Suite

Compliance



- Incident to Resolution Flow
- Incident Management
- Vendor Management
- Policy Management
- Threat Management

Cloud



- Private Cloud
- Record Management
- Archive Center
- Core Legal
- Core Spaces and Collaboration

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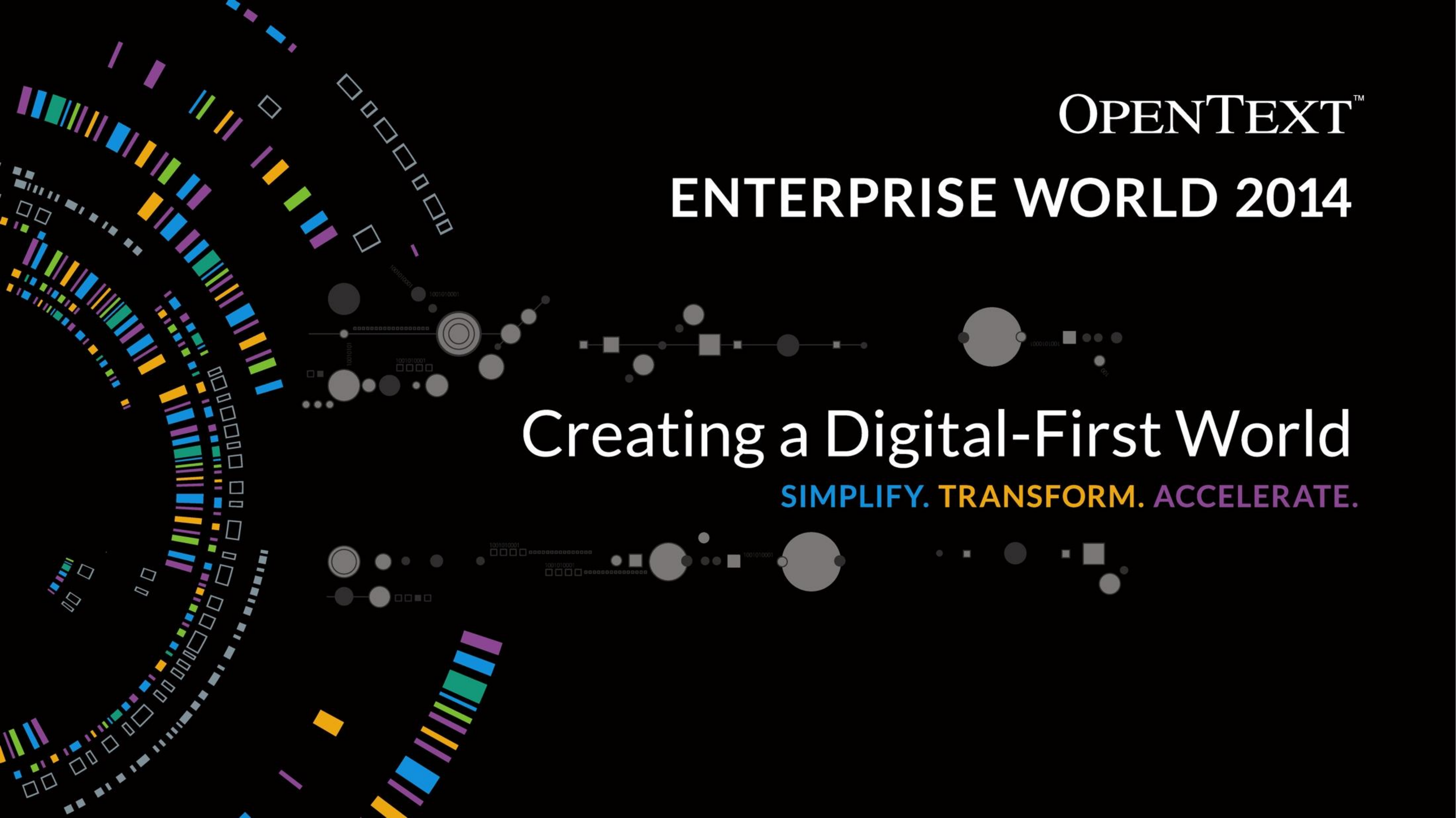


Mark J. Barrenechea
President and CEO

Wrap Up

- Differentiated market strategy
- Experienced leadership team
- Proven business model
- Clear growth strategy for FY15
- New product cycles with Cloud, Core, SP1, TG15
- Adding significant cloud services revenues while expanding margins
- Focus on value: operating margin, net income, cash-flows
- New “Trade Up” program

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