

# ENTERPRISE WORLD 2013

INSIGHT. INNOVATION. IMPACT.

## Enterprise World Presentation

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# Safe Harbor

Certain statements in this presentation, including statements about the focus of Open Text Corporation (“OpenText” or “the Company”) in Fiscal 2014 on growth in earnings and cash flows, creating value through investments in broader EIM capabilities, distribution, the Company’s presence in the cloud and in growth markets, its financial conditions, results of operations and earnings, and statement regarding the proposed transaction between the Company and GXS, leadership in the EIM industry and B2B data integration services, creation of the largest information exchange trading network in the world, the expected size, scope and growth of the GXS’ and the Company’s combined operations and benefits of the transaction, and other matters, are considered forward-looking statements or information under applicable securities laws. 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 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 to be realized by customers; (viii) the demand for the Company’s product and the extent of deployment of the company’s products in the EIM marketplace; (ix) the Company’s financial condition and capital requirements; and (x) all the risks related to the proposed GXS transaction and the proposed financing of the transaction set forth in the relevant press release announcing the transaction and the related Current Reports on Form 8-K filed by the Company. 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 there under; (iii) the risks associated with bringing new products 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 possibility of technical, logistical or planning issues in connection with the deployment of the Company’s products or services; (viii) the continuous commitment of the Company’s customers; and (ix) 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, recently filed Current Reports on Form 8-K, and other securities filings with the 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.

# Who Am I?

## My Background

- Oversaw 1300 sales professionals, services, and operations for 18 years at CA Technologies
- Transformed CA's sales model with new programs for enablement, and managed growth to new Cloud and Services revenue streams
- Years of understanding business value, acquisition integration,
- Pioneered a new solution-selling model that shortened cycles and achieved double-digit growth

## My Focus

- Continuous overachievement and customer satisfaction through operational execution and strategic growth
- Selling up, solution sales, intelligent positioning



# Execution

Scalable and sustainable  
management systems

Reward & Invest

Coach & Develop

Root Cause & Action Plan

Focus on the discipline, rigor,  
and daily execution of sales  
basics

Evolving the Culture

Data driven decision making

Blocking and tackling

## Team Selling

Account Executive as Quarterback

Cross Solution Specialists

Using the investments made to our  
fullest advantage

C-Level Messaging

Account Planning

## Sales Training

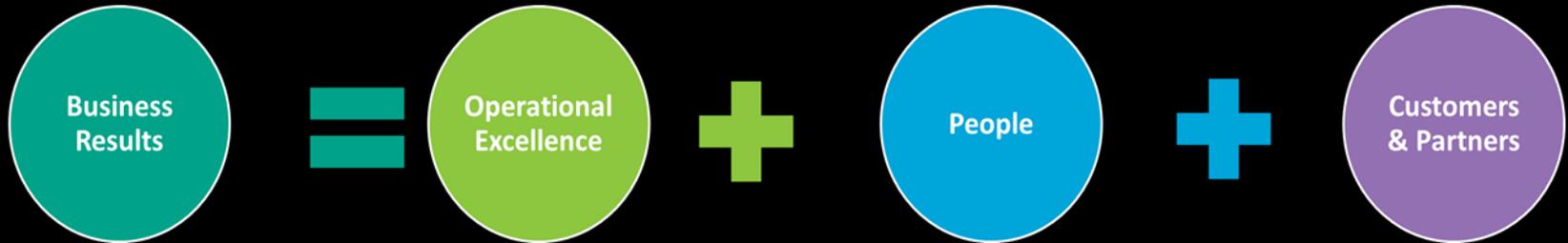
Global Account planning

New product training – Red  
Oxygen

C-Level Messaging

Role Plays

# Execution Continued



# Growth Initiatives

## New Suites

(project Red Oxygen)

Engage install-base to upgrade and extend solutions. Attract new customers

## The Developer

Attract new buyers and use cases through accelerated development and embedded work loads

## Partnerships

SAP, Oracle, Microsoft, ExactTarget, Hybris, Deloitte

## Fast Growth Markets

Expand go-to-market: Latin America, APAC, Japan, Emerging Europe, South Africa

## Established Markets

Efficiency, Coverage

## Channels

New Partner Program, SI, Value-Added Resellers, Inside Sales

**Thank You**

**Questions?**