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OpenText Buys Catalyst Repository Systems, Inc.

January 31, 2019

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About Catalyst Repository Systems, Inc.

A leading provider of eDiscovery



Private company
founded in
2000



150+
Employees



Global
enterprise
customer base



Headquartered in
Denver,
Colorado

Catalyst designs, develops and supports market-leading cloud eDiscovery software. Catalyst helps corporate clients and law firms control their litigation and regulatory costs and increase their effectiveness.

<https://catalystsecure.com/>

Catalyst Key Products

Insight Legal Hold & Collect

Cloud-based platform brings cost control, defensibility and repeatability to holds and preservation

Insight Predict

Technology Assisted Review (TAR) 2.0 based on continuous active learning reduces review costs and time



Insight Search & Review

Document review with search, advanced analytics, automated workflow and visualization

Insight Business Intelligence

Cross-matter reporting on custodians, collections, review progress, budget, outside counsel spend

Catalyst Adds to OpenText eDiscovery Leadership

Catalyst will be integrated into OpenText's eDiscovery Solutions, helping customers further leverage their technology investments and benefit from OpenText's continued innovation.

- **Multi-matter document** support
- Marquee **Enterprise Customers**
- Legal Hold and Hold Order Management
- Proven workflows, reports and **best practices**
- **New** geographic coverage, **languages** and sales executives
- **Subject Matter Experts** in eDiscovery Managed Services

The Bigger Legal Technology Opportunity

With the addition of Catalyst, OpenText becomes a global leader in legal technology

eDiscovery & Investigations

Contract Analysis

Automated Workflow & Collaboration

opentextTM
For Legal

Collection & Preservation

Enterprise Search

Enterprise Information Management

Analytics and Machine Learning will Disrupt the eDiscovery Market

OpenText is even better positioned to help its customers take advantage of this disruption.

- **Enterprises** will take control of their eDiscovery processes and costs
- **Law firms** will provide superior and differentiated services for their customer

Analytics and Machine Learning (ML) improves the Discovery process.

- **Find what matters** faster with search, metadata, and analytics
- Apply ML to **minimize review**, find more key content and perform QA
- Real-time reporting on performance to **manage costs and resources more effectively** and improve workflow.

OpenText and Catalyst

The Catalyst product line complements OpenText's current eDiscovery portfolio:

- Subject matter expertise in eDiscovery Managed Services
- Catalyst + Recommind + eDocs puts OpenText in a leading position to address the Legal vertical

The graphic illustrates the integration of OpenText and Catalyst for Technology Assisted Review (TAR). On the left, a monitor displays the OpenText logo and a network diagram showing connections between 'clintonemail.com' and 'state.gov'. On the right, a monitor displays the Catalyst logo and a dashboard with various charts and data tables, including 'Document Population Overview', 'Document Population Over Time', 'Top Outlines', 'Top Doc Types', 'Review Projects Breakdown', 'Review Metrics', and 'Production Metrics'. Below the monitors is the text 'Technology Assisted Review (TAR)'.

Customer Case Study

Fortune 20 Company Cuts Outside Counsel Costs by 80%



Catalyst was able to tailor its automated eDiscovery platform to handle what may be the leading litigation of this decade.



Overview

One of the world's largest litigants has to efficiently manage discovery across 125 active patent, trademark and regulatory matters involving 300 million documents and counsel at 60 of the world's leading law firms.

Challenges

Discovery at this scale presents significant challenges. Deadlines loom constantly and billions of dollars are at stake.

Why Catalyst Was Chosen

The Company uses Catalyst's eDiscovery platform as a central hub to manage millions of documents across multiple cases. Hosting its litigation documents in a central repository allows the Company to control discovery across all matters with consistency and defensibility. Duplication is eliminated because the platform enables the use of a single document across multiple matters, saving time and money at every step of the eDiscovery process.

Result

The Company has been able to take command of its eDiscovery in ways that deliver real value. Key benefits for the company include consistency across all its cases, substantial cost and time savings, elimination of redundant effort, assurance of best practices, and full control.

Customer Case Study

Multinational Medical Device Company Resolves Anti-corruption Investigations in Asia and Europe



Using Catalyst's Insight Discovery, the company fashioned a unique approach for investigating tips that allowed it to quickly assess their merits and dig deeper into those that warranted further investigation.



Overview

The multinational medical device company faced a workflow challenge of global scale.

Challenges

In an era of escalating anti-corruption enforcement and with sales representatives operating throughout the world, this multinational medical device company needed to tightly monitor compliance and rapidly investigate potential violations. In order to do that, the Company wanted a standardized system that would enable it to quickly triage any suspected violations and determine which required more in-depth investigation.

Why Catalyst Was Chosen

By using the powerful administration and search capabilities of Insight Discovery, Catalyst's advanced search and analytics platform, the Company found the answer to its problem. Insight's integrated processing software enabled the company to easily submit multi-language files directly into Insight.

Result

Insight's lightning-fast, multi-language search and analytics enabled the Company to quickly assess the merits of a tip. And Insight's user controls gave each region the ability to manage the process while enabling the company to centrally monitor its compliance investigations worldwide.

Customer Case Study

Digital Entertainment Company Uses Catalyst's TAR Platform in Government Investigation



Insight Predict not only cut the time and cost of review, but also protected privileged documents from inadvertent exposure.



Overview

A digital entertainment company was under government investigation.

Challenges

This government investigation required review of about 60,000 documents. Although the document population was relatively small, the case was highly sensitive. For that reason, the legal team wanted to manually review every document that might go out the door, including not only responsive documents, but also family members of those documents that were likely unresponsive. At the same time, the team wanted to keep the time and cost of the review as low as possible.

Why Catalyst Was Chosen

The Company chose Catalyst's Insight Predict, Catalyst's advanced Technology Assisted review (TAR) platform based on continuous active learning.

Result

Insight Predict not only cut the time and cost of the review, but it also served as a critical check and balance on the process. It enabled the company's legal team to eliminate 40% of the document population from eyes-on review yet still be highly confident of the thoroughness of the production. At the same time, Predict provided a safety net that prevented the inadvertent production of privileged documents.

Customer Case Study

Japanese Multinational Involved in International Patent Dispute Cuts Review Costs by Over 85%



Catalyst's review platform and its ability to support continuous active learning enabled the Company to cut the time and cost of review by over 85%.



Overview

A multinational Japanese company was facing a large document production in an international patent dispute.

Challenges

The review collection grew to 3.6 million documents. Facing millions in review costs, the Company sought an alternative to linear review. Their goal was to finish the review in four weeks. The documents were primarily in Japanese, with some English in the mix, and many involved highly technical subject matter.

Why Catalyst Was Chosen

The Company used Catalyst's Insight Predict, a TAR 2.0 engine that uses continuous active learning and continuous ranking. There was no issue adding new documents during the review.

Result

Ultimately, the total review effort was about 500,000 documents, out of 3.6 million scheduled for review. Predict allowed the review team to achieve the requisite recall after reviewing only a small fraction of the population, which met the client's needs for both speed and efficiency. The team is now using Predict to help organize the review of all in-bound productions from other parties.

Transaction Overview

Date	January 31, 2019: OpenText announced its acquisition of Catalyst Repository Systems
Purchase Price	Approx. \$75 million in an all-cash transaction
Revenue	Approx. \$45 million in TTM revenue Expect first year revenues to be down 15%-20% (\$7-\$9M) due to PPA and typical integration activities Approx. \$14M expected for remainder of FY'19
Integration	To be on OpenText operating model within first 12 months

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The Information Company™