



**opentext**<sup>TM</sup>

# OpenText Buys HighTail

Investor Relations

February 14, 2018



# Safe Harbor Statement

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# About Hightail



**HIGHTAIL™**

- Founded in 2004 as YouSendIt; rebranded Hightail in 2013
- Approximately 5.5 million global customers
- Headquartered in Campbell, California

Hightail's **file sharing** solution allows customers to store, send, and sync large multimedia files securely through an intuitive, easy to use process.

Hightail's **creative collaboration** solution allows users to streamline and manage how teams collaborate, review, improve, and approve creative and visual content.

[www.hightail.com](http://www.hightail.com)

# Transaction Overview

- On February 14, 2018, OpenText announced the acquisition of Hightail, formerly known as YouSendIt, a leading cloud service provider for file sharing and creative collaboration.
- The transaction was funded with cash on hand and the transaction details have not been disclosed.
- Hightail is not expected to contribute significant revenue to OpenText's results for the fiscal third quarter ending March 31, 2018.

# Strategic Rationale

- Hightail is a leading cloud service provider for file sharing and creative collaboration with approximately 5.5 million global customers.
- Hightail is expected to complement and grow the OpenText Enterprise Information Management (EIM) portfolio, particularly its cloud offerings providing users with the ability to share files and collaborate on rich media content.
- Hightail will strengthen hybrid workloads for OpenText content management customers, allowing them to seamlessly share information with external collaborators.
- The acquisition underscores OpenText's commitment to delivering differentiated cloud solutions and innovative products.



# What OpenText Purchased – Key Products



## File Sharing

File sharing features include sharing files of any type of up to 100GB.

Get instant access and view high resolution previews and streams.

Robust access permissions and protection.

Custom branded experience throughout.

Store, send and sync large, multi-media files securely through an intuitive, easy to use process



## Creative Collaboration

PipPoint™ gives users ability to leave in-line feedback on images & videos.

Clients can contribute ideas without needing an account.

Version control carousel.

Real-time conversations, all in one place, as they happen.

Streamline and manage how teams collaborate, review, improve, and approve content

## Integrated

- Easy IT deployment
- No “rip & replace”
- No training required
- Best-in-class support

## Easy to Use

- Rapid adoption
- Seamless mobile experience
- Integrates with enterprise applications such as Outlook, SharePoint, and Salesforce.com

## Secure

- Enterprise grade control and compliance as well as user security

# Global Enterprise Customer Base

Hightail has approximately 5.5 million customers with over 1,100 active enterprise accounts coming from a wide range of industries and geographies.



# Customer Case Studies



## HZDG

### SITUATION

- Multi-media campaign assets made review process inconsistent. Feedback on creative was slow. Low-adoption of project management platform.

### SOLUTION

- Hightail Creative Collaboration.

### RESULTS

- Immediately made review process quicker.
- Clients began using Hightail to make edits and comments.
- Time savings resulted in campaigns closing faster.



## HistoryNet

### SITUATION

- Redesign of all their magazines required input and oversight from various contributors in different locations.

### SOLUTION

- Hightail Creative Collaboration.
- Used Space™ feature to share visual media and make real-time comments.

### RESULTS

- Sped up the redesign project
- Reduced the need for conference calls and email exchanges.



## SocialEnvi

### SITUATION

- Client feedback was miscommunicated. Lack of visibility into the status of tasks.

### SOLUTION

- Hightail Creative Collaboration.
- Features used include high resolution image previews, commenting, and visual versions.

### RESULTS

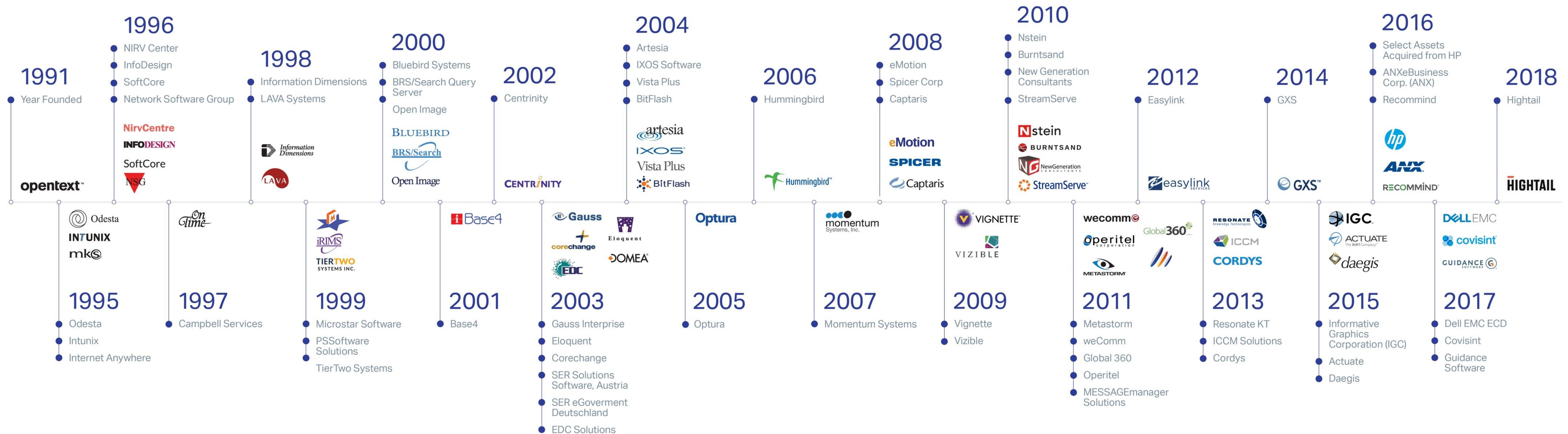
- Cut time spent on reviews from hours to minutes.
- Created team-wide transparency and increased individual responsibility.



# OpenText Overview

- Global leader in Enterprise Information Management software and cloud services
- FY'17 Total Revenue of approx. \$2.3 billion, 41% of sales outside Americas
- Listed on the Nasdaq (since 1996) and TSX (since 1998)
- Long track record of creating significant value for shareholders through the OpenText Business System
- Proven ability to deploy capital on value-enhancing acquisitions
- High-quality and expanding Annual Recurring Revenue (ARR) base<sup>(1)</sup>
- Committed to expanding Adjusted Operating Margin and Cash Flow
- Strong, experienced management team

# History of Integration and Diversity<sup>(1)</sup>



# opentext™

The Information Company™