

OpenText World

Investor Track

November 19, 2024

Investor Track Agenda

Time	Event	Speaker
9:00 - 11:00	Vision and innovations keynote: Information reimaged	Mark J. Barrenechea , Chief Executive Officer, Chief Technology Officer
11:00 - 11:25	<i>Break & Lunch</i>	
11:25 - 2:30	Greetings and Disclaimer	Greg Secord , VP Global Head of Investor Relations
	Welcome and Overview	Mark J. Barrenechea , Chief Executive Officer, Chief Technology Officer
	Product Roadmap	Muhi Majzoub , EVP, Chief Product Officer
	SaaS Overview	Sandy Ono , EVP, Chief Marketing Officer
	Cybersecurity Enterprise	Scott Richards , SVP Engineering
	Content Services	John Radko , SVP Engineering
	<i>Break</i>	
	Accelerating Cloud Growth	Todd Cione , President, Worldwide Sales
Delivering Growth Through Scaled Operations	Shannon Bell , EVP, Chief Digital Officer, Chief Information Officer	
Renewals and Expansion	Paul Duggan , President, Chief Customer Officer	
Wrap-up and Q&A		

Safe Harbor and IP Statement

This presentation contains forward-looking statements or information (forward-looking statements) within the meaning of the Private Securities Litigation Reform Act of 1995, Section 21E of the U.S. Securities Exchange Act of 1934, as amended (the Exchange Act), Section 27A of the U.S. Securities Act of 1933, as amended, and other applicable securities laws of the United States and Canada, and is subject to the safe harbors created by those provisions. All statements other than statements of historical facts are statements that could be deemed forward-looking statements. Certain statements in this presentation, including statements about OpenText Corporation (“OpenText” or “the Company”) on growth, profitability and future of Information Management, including executing on strategic programs including stronger competitive advantage, accelerating cloud growth, driving margin expansion and executing the Company’s capital allocation strategy, including expected return to shareholders; achieving Fiscal 2025 Financial Targets; level of performance through the fiscal year; cloud bookings, demand, scale and revenue growth; future organic growth initiatives and deployment of capital; innovation fueled by cloud, AI and security technologies; executing on targets and aspirations; future revenues, operating expenses, margins, free cash flows, interest expense and capital expenditures; market share of our products; innovation road map; intention to maintain a dividend program, including any targeted annualized dividend; expected size and timing of the share repurchase plan, including execution thereof; execution of our business optimization plan; the expected impact of the divestiture of the AMC business; future tax rates; renewal rates; new platform and product offerings, including OpenText AI products, and associated benefits to customers; internal automation and AI leverage, including our AI strategy, vision and growth; strategy to build shareholder value; projected financial information; and other matters, which may contain words such as “anticipates”, “expects”, “intends”, “plans”, “believes”, “seeks”, “estimates”, “may”, “could”, “would”, “might”, “will” and variations of these words or similar expressions are intended to identify forward-looking statements or information under applicable securities laws (forward-looking statements). In addition, any statements or information that refer to expectations, beliefs, plans, projections, objectives, performance or other characterizations of future events or circumstances, including any underlying assumptions, are forward-looking statements, and are 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, including statements regarding future targets and aspirations, are inherently subject to significant business, economic, competitive and other uncertainties and contingencies regarding future events and, as such, are subject to change and are not considered guidance. We can give no assurance that such estimates, beliefs and assumptions will prove to be correct. Future declarations of dividends are also subject to the final determination and discretion of the Board of Directors, and an annualized dividend has not been approved or declared by the Board. Forward-looking statements involve known and unknown risks and uncertainties such as those relating to: all statements regarding the expected future financial position, results of operations, revenues, expenses, margins, cash flows, dividends, share buybacks, financing plans, business strategy, budgets, capital expenditures, competitive positions, growth opportunities, plans and objectives of management, including any anticipated synergy benefits; incurring unanticipated costs, delays or difficulties, including as a result of the integration of Micro Focus, the divestiture of the AMC business or the execution of our business optimization plan; and our ability to develop, protect and maintain our intellectual property and proprietary technology and to operate without infringing on the proprietary rights of others. We rely on a combination of copyright, patent, trademark and trade secret laws, non-disclosure agreements and other contractual provisions to establish and maintain our proprietary rights, which are important to our success. From time to time, we may also enforce our intellectual property rights through litigation in line with our strategic and business objectives.

The actual results that OpenText achieves may differ materially from any forward-looking statements. 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.

Further, readers should note that we may announce information using our website, press releases, securities law filings, public conference calls, webcasts and the social media channels identified on the Investors section of our website (<https://investors.opentext.com>). Such social media channels may include the Company’s or our CEO’s blog, X, formerly known as Twitter, account or LinkedIn account. The information posted through such channels may be material. Accordingly, readers should monitor such channels in addition to our other forms of communication. In addition, certain non-GAAP forward-looking measures have not been reconciled to their corresponding GAAP measure due to the high variability and difficulty in making accurate forecasts and projections of such information.



Welcome and Overview

Entering a new era of human potential

Mark J. Barrenechea, OpenText CEO & CTO

Entering a new era of human potential.

Information is at the center of that potential.

**Build & Launch
Products**

**Enable
Employees**

**Optimize Supply
Chains**

**Market & Win
Deals**

**Transact
Business**

**Digital
Capabilities**

Experience

**... and do this
securely**

Organizations have 2 proprietary gifts

Talent

Data

AI transforms the value of both

Protect Customer Investments and Expand Capabilities

120,000+¹

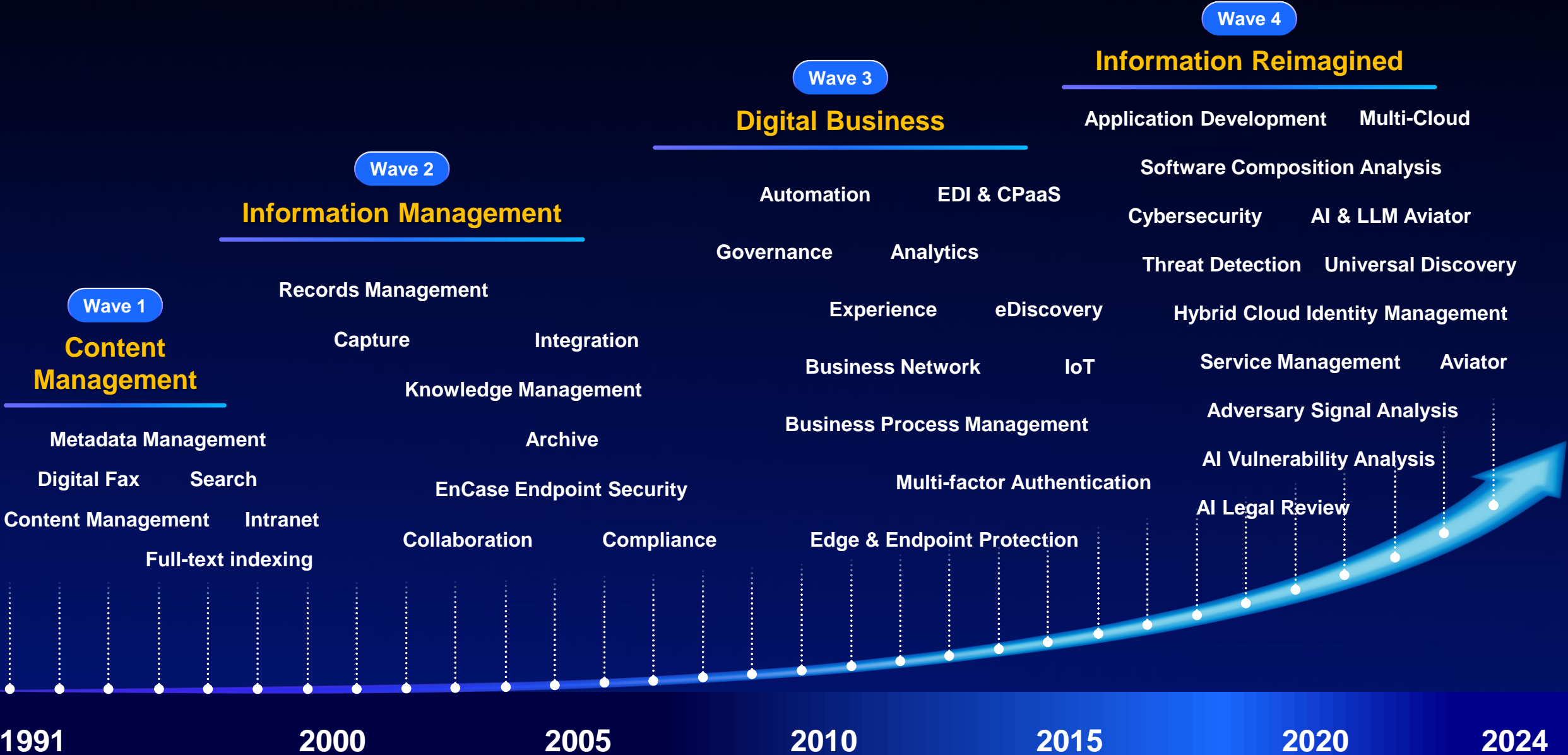
Enterprise Customers

210,000+²

SMB Customers



OpenText Pioneered Information Management



Our Strategy

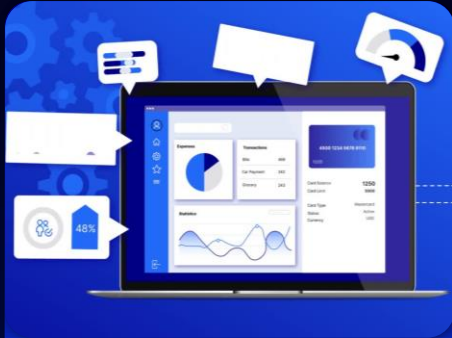
4 releases a year



Knowledge Management and Experience Cloud



Business Network Cloud



Digital Infrastructure Cloud



Security Cloud



Developer Cloud

Business AI: Aviators

AI Data Cloud: Global | Trusted | Secure

Multi-Cloud: Open | Integrated | Nature Positive

Multi-Cloud Integration

OpenText makes multi-cloud work



Applications



Infrastructure



Supply Chain



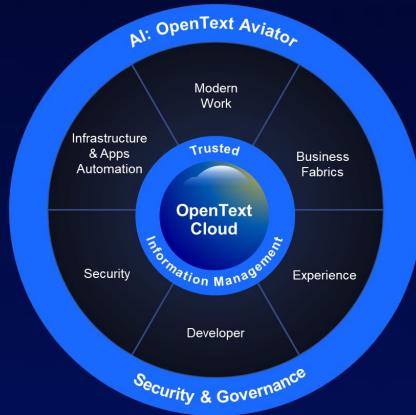
Security



OpenText enhances the power of our ecosystem partners

Titanium X is Ready

Business Clouds



Business AI

15 Aviators
100+ Agents

Autonomous
Workflow

Business Technology

Security
Thrust API Services
& Data Cloud
IoT
JATO User
Experience

We make
Multi-Cloud
Work



On-Premise



Primary Growth Drivers for F'25

Constant to 1%
Total Revenue
Growth¹

2% to 5% Cloud
Revenue Growth¹

25% Enterprise
Cloud Bookings
Growth¹

Cloud

- Business Clouds: Content | Security | Digital Infrastructure
- Platform: SAAS | Aviator | Migrations to Private Cloud

Customer Support

- Roadmap Strength | Solution Value Creation
- Premium Support | Annual Price Adjustment
- New Advance Customer Services

License

- Expansion | Regulated Industries | Compliance | ROI

Professional Services

- Practice Areas | Upgrades | Capacity Expansions

Primary Efficiency Drivers

36% to 38%
Adj EBITDA
by F'27¹

Revenue Expansion

- Higher margin SAAS offerings
- Lower costs on License / Maintenance delivery

Automation

- OpenText using OpenText at scale
- Digital Renewals | Digital Sales

AI

- Sales | Engineering | Support

Being our best

- Cloud | Centers of Excellence | Productivity

Disciplined Capital Allocation



- 1 Decade+ track record of growing capital return
- 2 F'25 to be a record year of capital return¹: \$570m+. Over the last 2 quarters, we purchased and canceled 7.72m shares.
- 3 Primary allocation of 50% of TTM Cash flows for dividends and buyback²
- 4 As the Company gets more efficient, capital return expands
- 5 Expect continued annual growth, y/y, for our dividends and buyback

Executive Leadership Team



Todd Cione

**President,
Worldwide Sales**

Apple, Microsoft, Teradata
30+ years



Paul Duggan

**President, Chief
Customer Officer**

Oracle, Siebel
25+ years



Madhu Ranganathan

**President, CFO and
Corporate Development**

[24.]7.ai, Rackable Systems
30+ years



Muhi Majzoub

EVP, Chief Product Officer

Oracle, CA Technologies
30+ years



Sandy Ono

EVP, CMO

HPE, Deloitte
20+ years



Shannon Bell

EVP, CDO & CIO

Rogers Communications,
Amdocs
20+ years



Paul Rodgers

EVP, Sales Operations

Micro Focus, Dell, IBM
25+ years



James McGourlay

**EVP, International
Sales**

OpenText
20+ years



Brian Sweeney

EVP, CHRO

Amgen, Dell,
AON Hewitt
30+ years



Michael Acedo

**EVP, CLO &
Corporate Secretary**

Skadden
20+ years



Mark J. Barrenechea

CEO & CTO

Oracle, Silicon Graphics,
CA Technologies
30+ years

What you will hear today

Titanium X is here, exciting, and bringing value to customers today

Muhi Majzoub, *Chief Product Officer*

Our SaaS platform is a key component of our next stage of growth

Sandy Ono, *Chief Marketing Officer*

Security is Job #1 – as important as Content

Scott Richards, *SVP Cybersecurity*

Titanium X is helping unlock your most valuable resources – people & data

John Radko, *SVP Engineering*

We will drive new Cloud growth, leading with our massive install base

Todd Cione, *President Worldwide Sales*

Delivering at scale and unlocking \$1B¹ of savings by using our own products

Shannon Bell, *Chief Digital Officer*

We are protecting customer investments and expanding capabilities

Paul Duggan, *President and Chief Customer Officer*



Product Roadmap

Titanium X is here, exciting, and bringing value to customers today

Muhi Majzoub, OpenText CPO

The Future Cloud Platform for Information Management

And Our Strong Track Record of Innovation

Red Oxygen (2013)

- Five new product suites
- Integration & ease of deployment

Blue Carbon (2015)

- One GTM for on-prem & cloud
- Business Network & Magellan

Cloud Editions (2020)

- Information Management on the cloud – deploy & run anywhere

Titanium (2023)

- Frictionless and integrated Information Management available in 4 ways to consume for companies of all sizes (off-cloud, public, private, API)

Titanium X (2025)

- Most Secure Information Management
- SaaS Applications
- Multi-cloud Integrations
- AI and Aviator



Private Cloud

Information Management

Public Cloud

AI
Security
Multi-Cloud

Titanium X - Market Trends

Zero Copy Data



Multi-Cloud Integration

Transact with Confidence



Security at the Center

Reinvent Knowledge Workers



GenAI / ML Acceleration

Machine-Led Decisions



Autonomous Agents

Disconnected Data



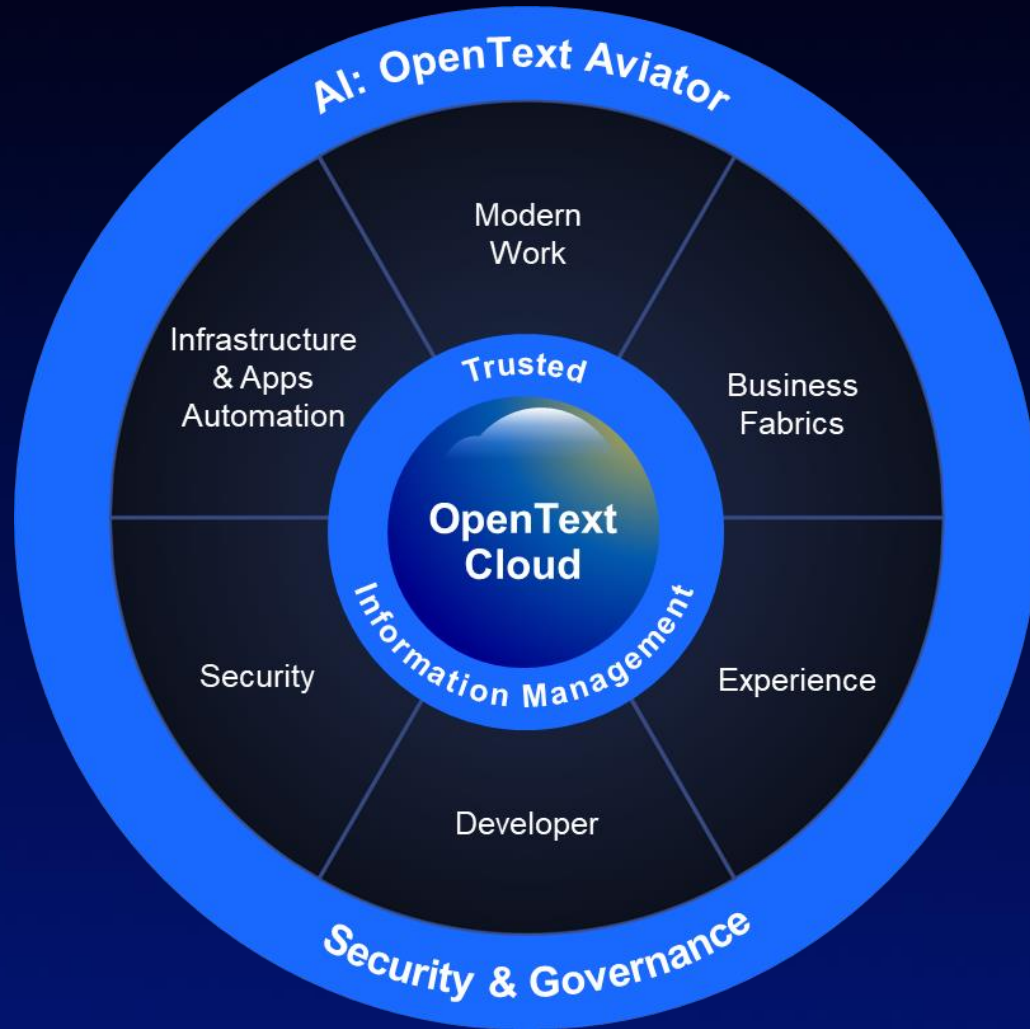
APIs for Data Orchestration

Advanced Productivity



Business Process Automation

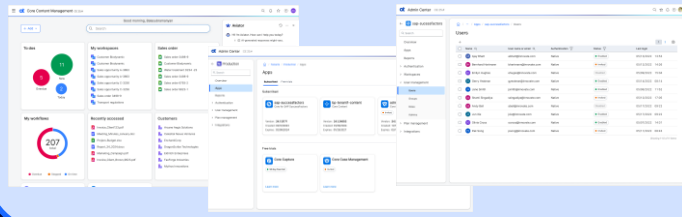
Titanium X Advances Our Customers



- **Aviator** enabling the portfolio
- **Easy** new user experience (JATO) for entire portfolio
- **Scalable** solutions with SaaS availability
- **Integrations** with major applications to automate the business processes
- **Turn-key** business solutions
- **Security** and risk management

Titanium X Product Strategy

350+ Applications



1700+ Integrations
2600+ Connectors



330k+ Customers¹



Data

Business AI: Aviators

AI Data Cloud: Global | Trusted | Secure

Multi-Cloud: Open | Integrated | Nature Positive

Protect Customer Investments and Expand Capabilities

120,000+¹

Enterprise Customers

210,000+²

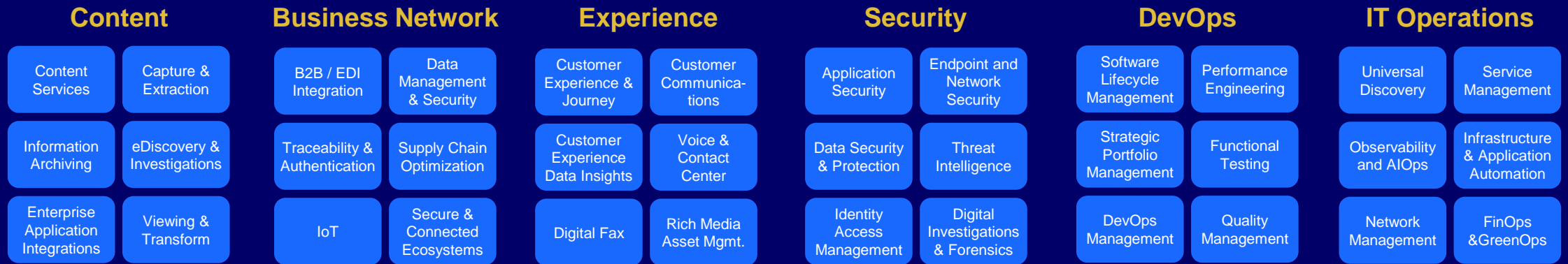
SMB Customers



Our Vision of Information Management



Business Clouds



- Content Management and Metadata Management APIs
- Communications and Business Network APIs

OpenText Thrust Services

- Secure Data Management APIs
- Threat Intelligence APIs

- Cloud delivery platform across all OpenText cloud products
- Automated deployment of services into different environments

OpenText Cloud Platform

- Unified cloud platform for cloud applications, integrations, microservices
- Single identity, simplified administration, streamlined operations

- Advisory services
- Implementation services

OpenText Services

- Advanced Customer Services
- Premium Support Services

Strategic Partners | System Integrators | Distributors | Resellers | MSPs

OpenText Ecosystem

Trading Partners | Connected Subscribers | Private Cloud Environments

Q&A





SaaS Overview

Our SaaS platform is a key component of our next stage of growth

Sandy Ono, OpenText CMO

OpenText Cloud Strategy



THE RIGHT FIT FOR CUSTOMERS

Off-Cloud

Need easy-to-deploy SW application, common terms, fast to purchase/add licenses and activate users

Private-Cloud

Need customizable solution, hybrid and on-premise data, complex app and compliance landscape

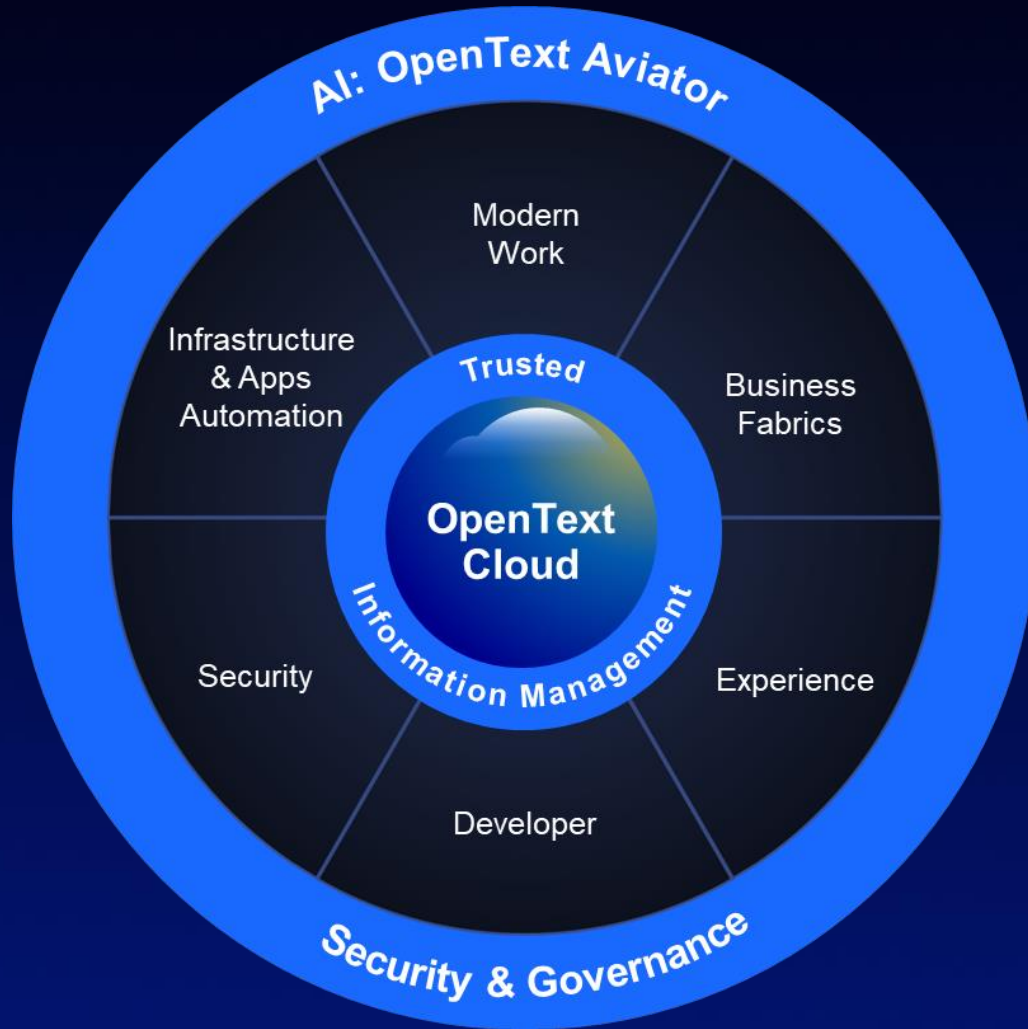
SaaS / Public-Cloud

Need solution that integrates native with current cloud systems, able to integrate with other core SaaS apps

API

Need to save on development costs and developers can use micro-services to build custom solutions

OpenText SaaS Portfolio



Modern Work

- Core Content
- Core Archive
- Core Capture

Experience

- Core Fax
- Core DAM
- Core Messaging

Business Fabrics

- Trading Grid
- B2B Integration
- Collaboration Access

Automation

- Core Service Management
- Core Universal CMDB
- Core Universal Discovery

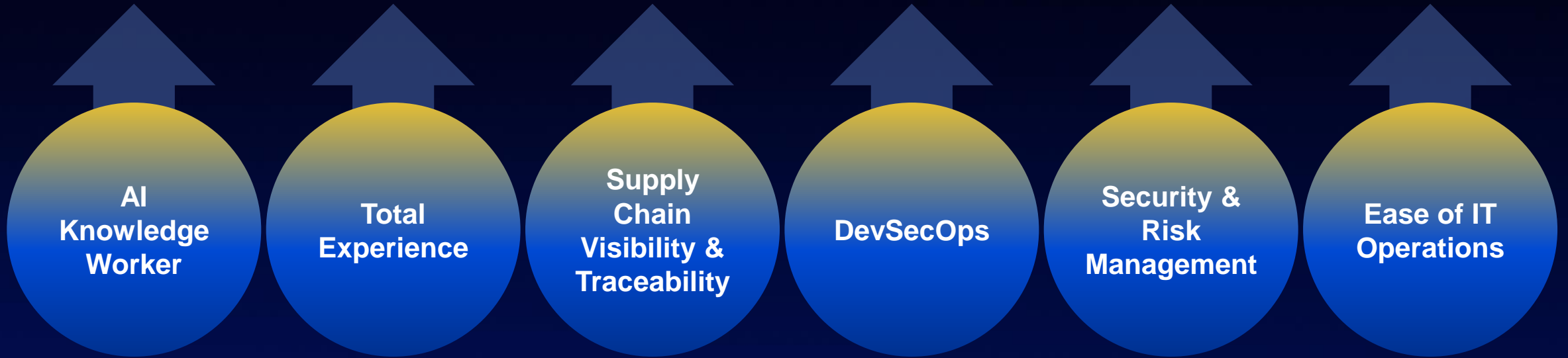
Security

- Core Application Security
- Core Identity Governance
- Core Data Discovery and Risk Insights

Developer

- Core Software Delivery Platform
- Core Performance Engineering
- Core Application Quality

Growing Customer Needs

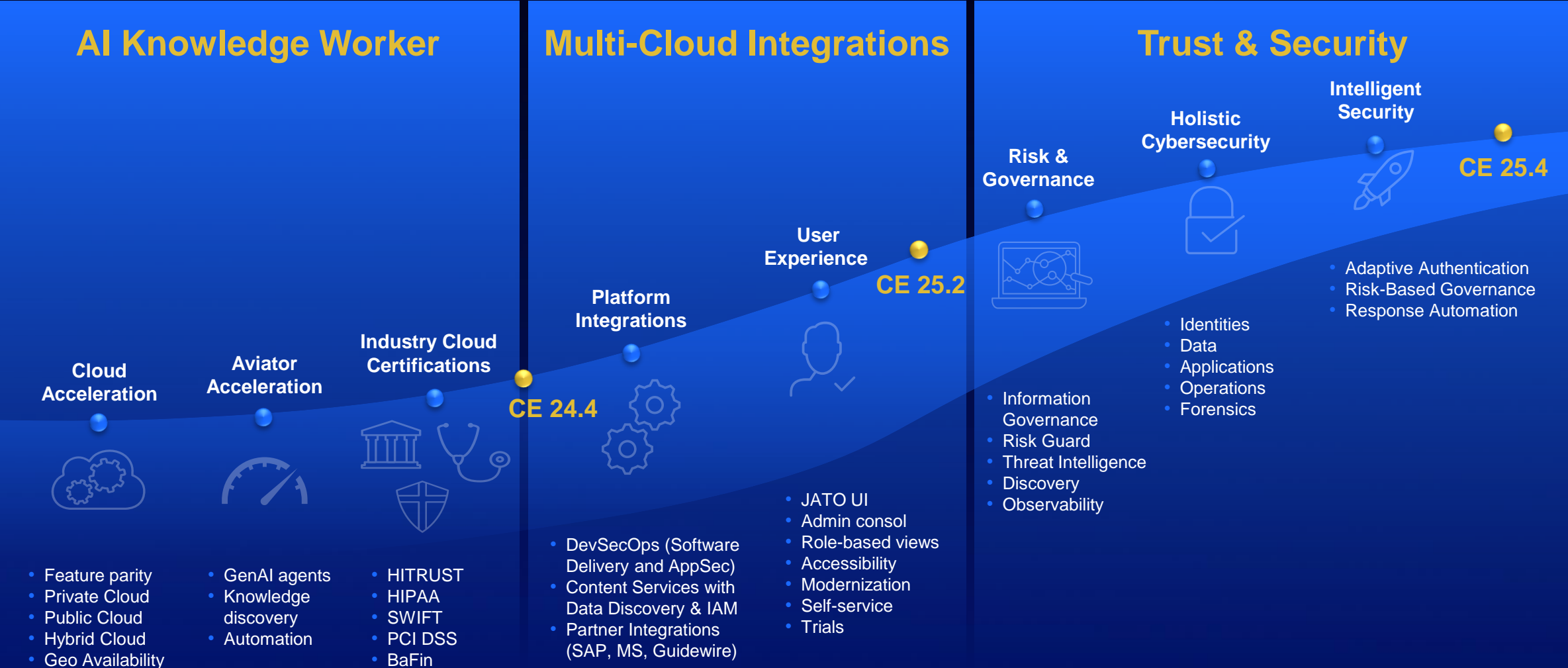


Business AI: Aviators

AI Data Cloud: Global | Trusted | Secure

Multi-Cloud: Open | Integrated | Nature Positive

OpenText SaaS Journey Next 12 Months



Q&A



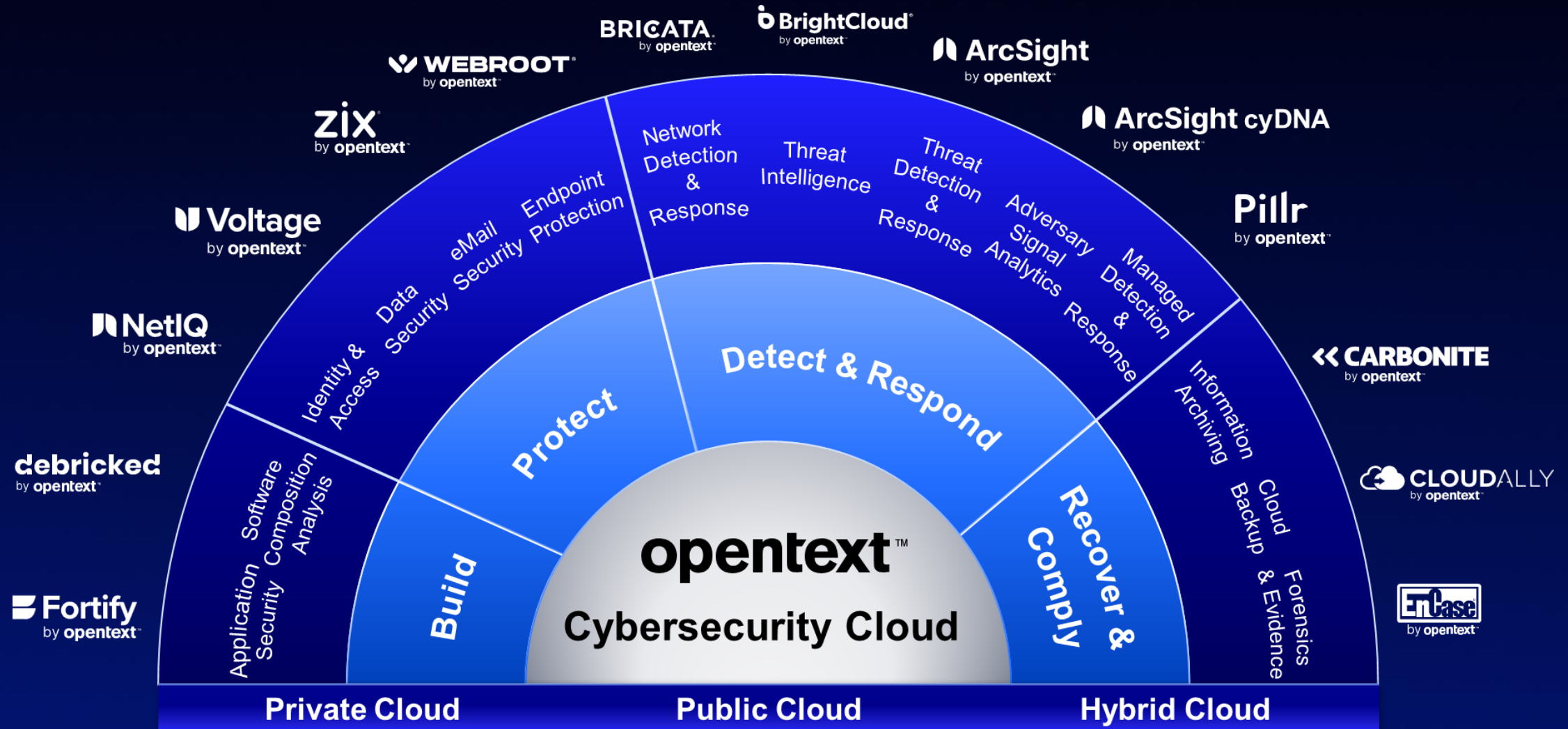


Cybersecurity Enterprise

Security is Job #1 – as important as Content

Scott Richards, SVP Engineering

End-to-End Cybersecurity



OpenText XDRaaS

OpenText Threat Detection & Response (CE 25.1)

Cutting Edge Innovation

Insider Threat Detection

User and Entity Behavioral Analytics

AI-based Threat Summarization

Threat Intelligence

Far Space Adversary Detection

Why We Win

Open XDR Architecture

Reduce Security Blind Spots

Improve Efficiency

Accelerate Response Times

AI at Scale

OpenText Application Security

Fortify Aviator (CE 24.4) – New!

Cutting Edge Innovation

AI-powered Code Fix Suggestions

Highly Accurate Auditing

Contextualized Explanations

Seamless Integration

Why We Win

Shred the Security Backlog

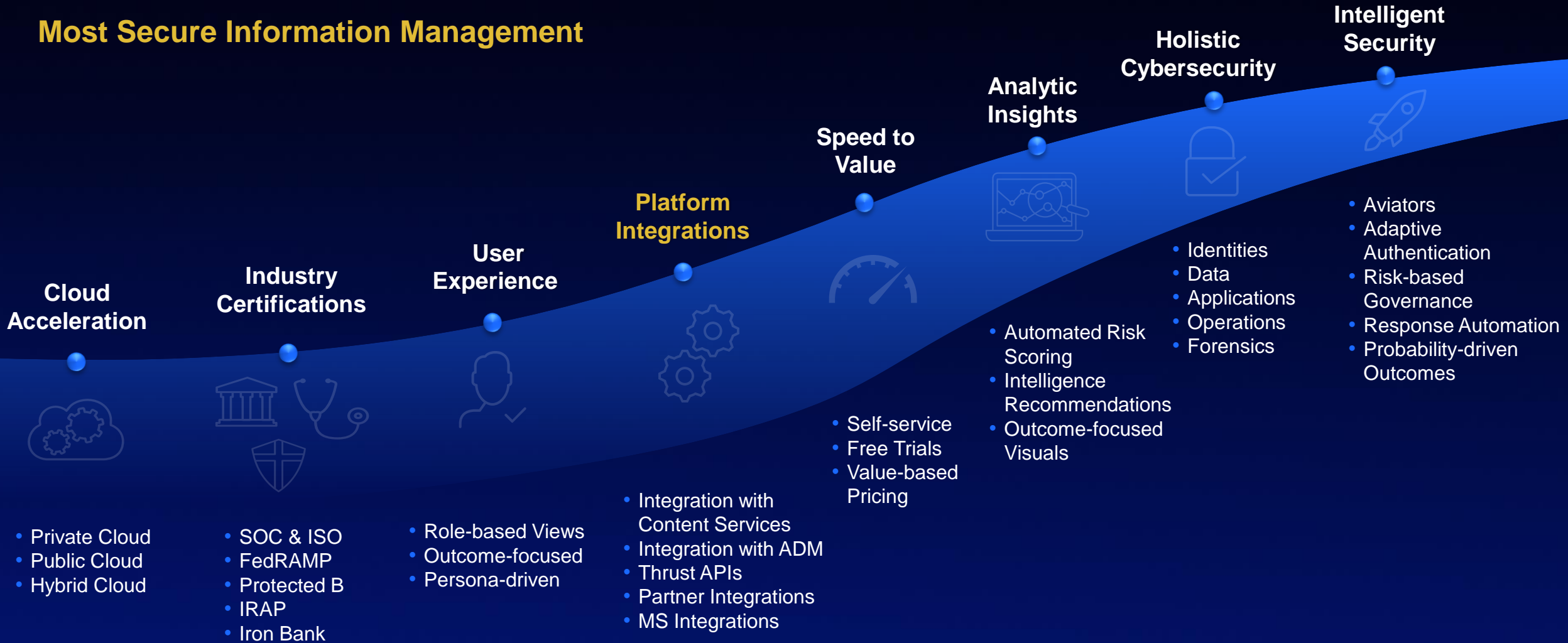
Boost Developer Productivity

Developer Enablement

Reduce Friction

Cybersecurity Journey Over Next 12 Months

Most Secure Information Management



Trusted by The World's Leading Organizations



U.S. AIR FORCE

Integrated security scanning right into the development cycle.



Future-proof data protection with referential integrity, scalability, and full regulation compliance.



Providing a single point of identity and access control.



Comprehensive threat hunting reduces alert fatigue



Consolidated email security and compliance archiving for HIPAA



Peace of mind and high-quality protection from ransomware

Q&A





Content Services

Titanium X is helping unlock your most valuable resources
– people & data

John Radko, SVP Engineering

Intelligent Content Services

Knowledge reimaged

Integrate

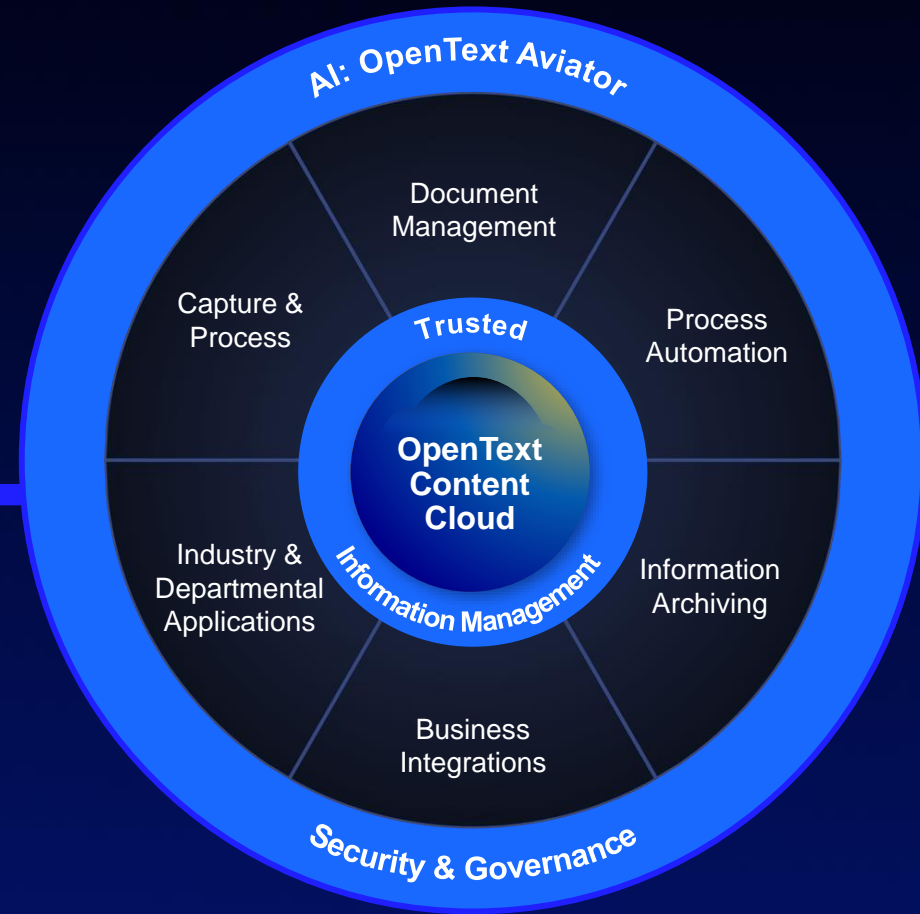
content and systems to enhance processes

Deliver

knowledge faster to drive productivity

Enhance

work with AI productivity and governance



Enterprises Face These Challenges Today

MULTI-CLOUD GOVERNANCE



Content, data, and workflows span across multiple clouds

NEXT GENERATION OF WORKERS



Knowledge workers need seamless integrations to go faster

AGENTIC AI WORKFLOWS

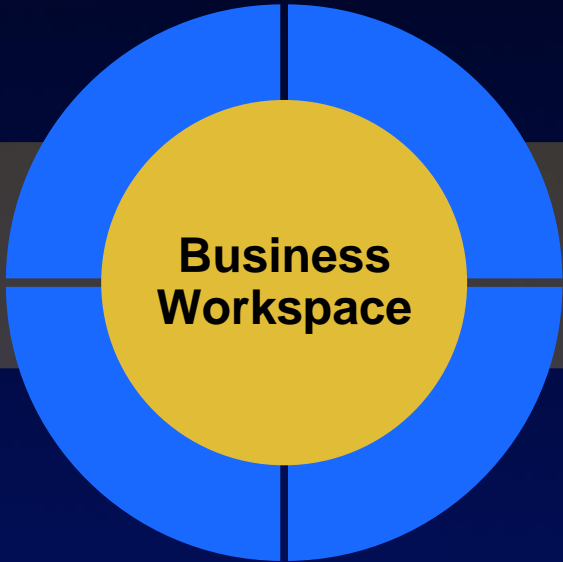


AI able to autonomously solve complex, multi-step processes

Multi-Cloud Governances Builds Trusted Information



Capture Transform Metadata Organize



Secure

Search

Synch

Share

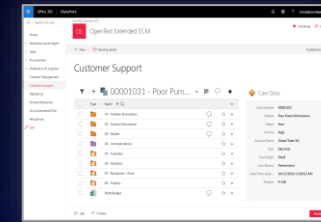
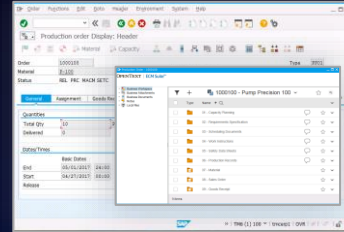
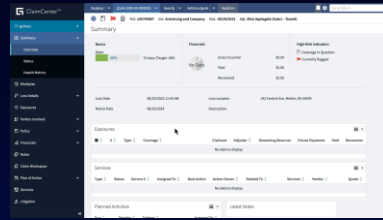
Sign

Start Next Doc

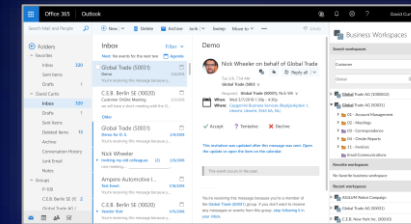
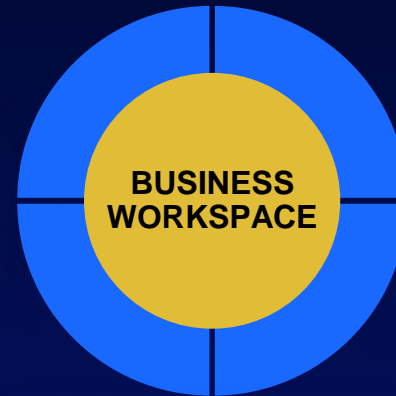
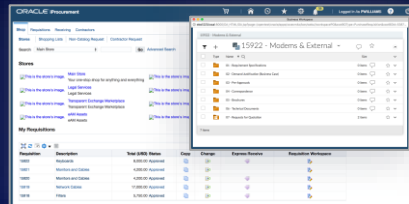
Cleanse, Mask
Govern, Synchronize
Roles & Permissions

Next Generation of Workers Need Seamless Integrations

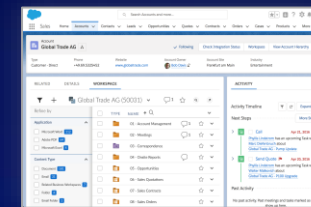
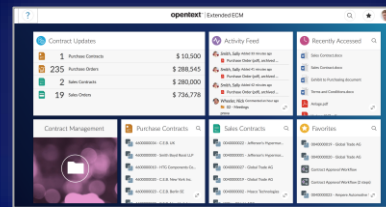
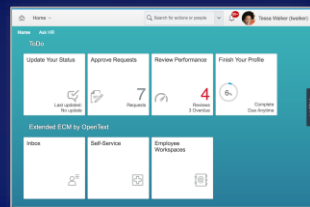
Finance



Procurement



Human Resources



SAP SuccessFactors

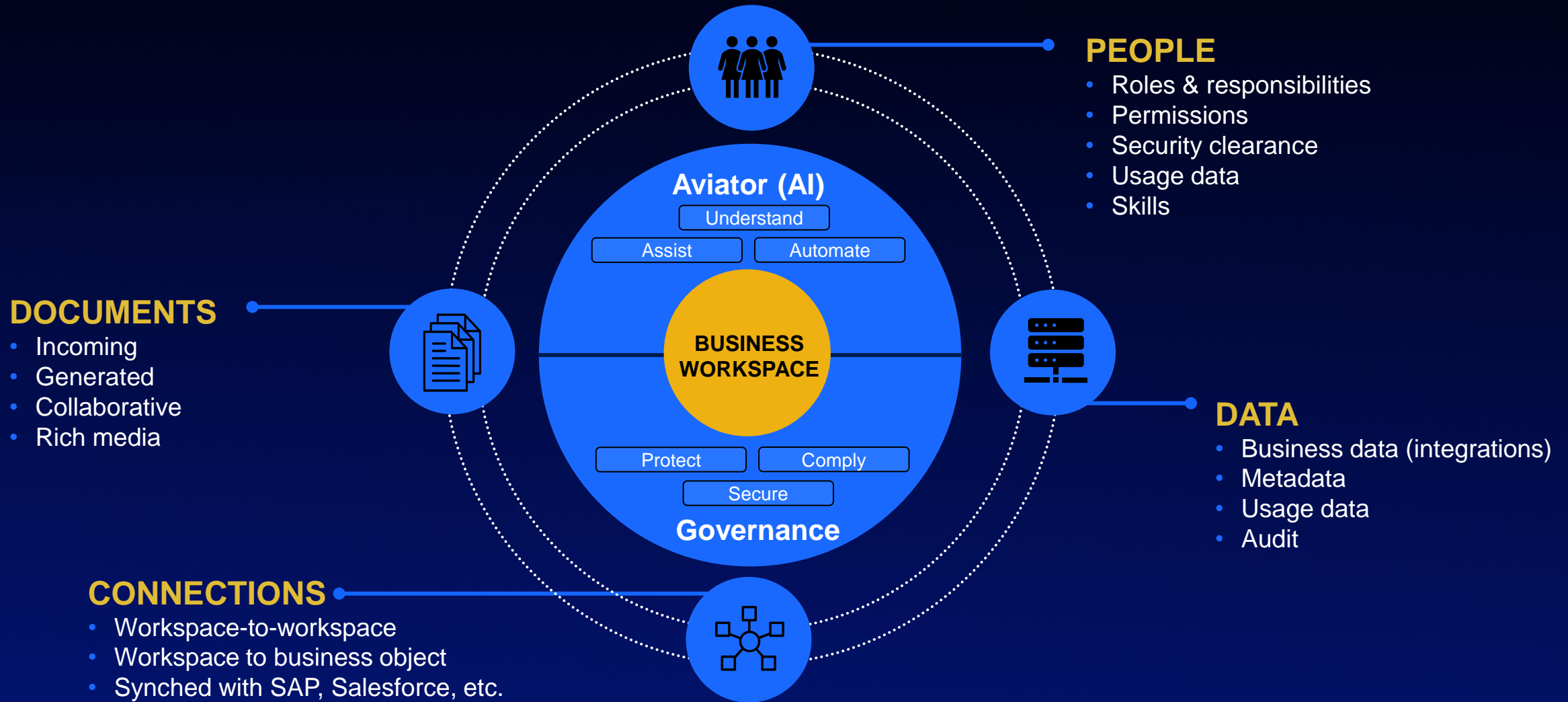


Customer Support

Solution Consultant

Account Executive

Agentic AI Workflows Possible with Content in Context



Trusted by The World's Leading Organizations



Q&A



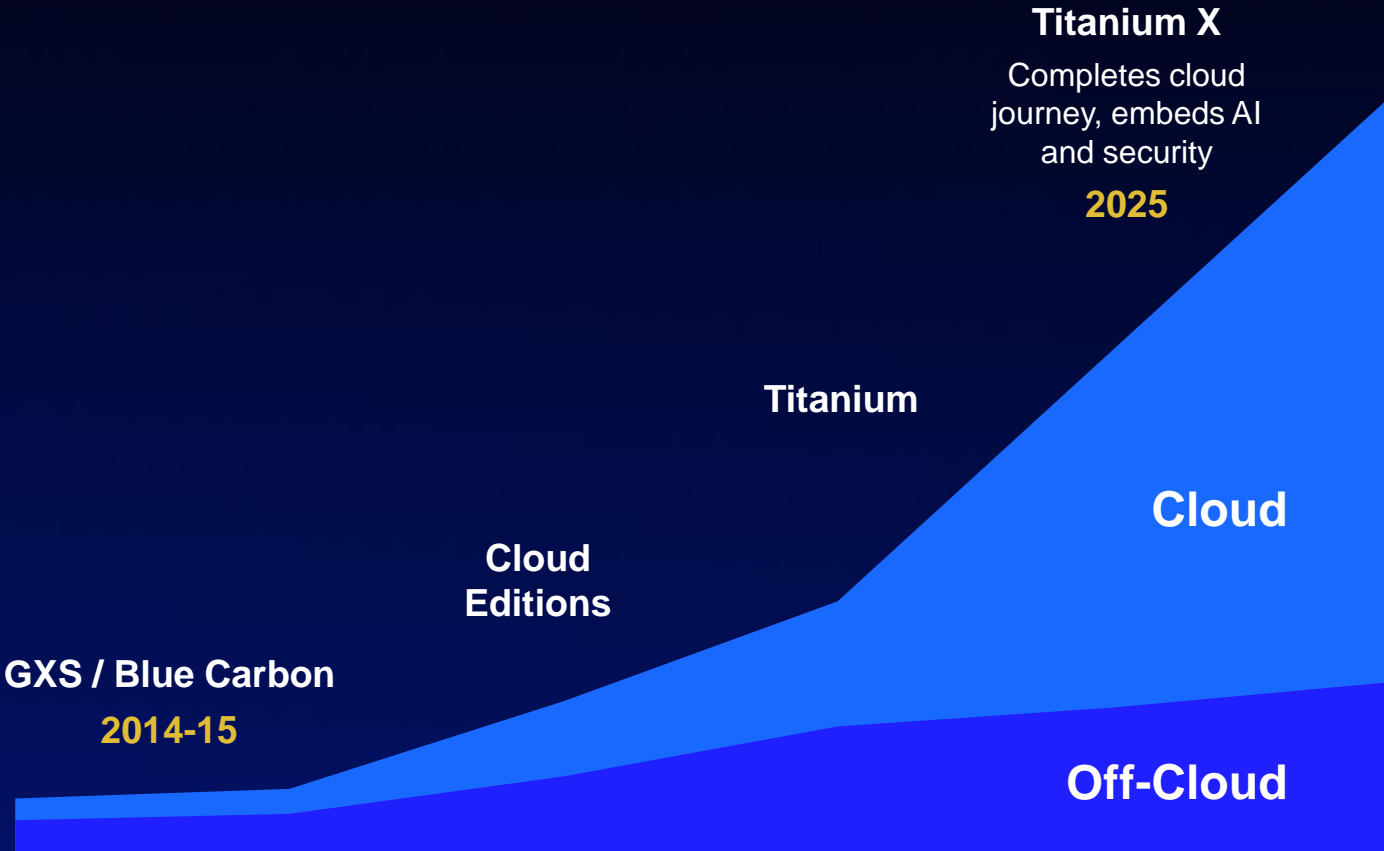


Accelerating Cloud Growth

We will drive new Cloud growth, leading with our massive install base

Todd Cione, OpenText WW President of Sales

Capturing Large, Growing Addressable Market



Addressable market of

\$200B+¹

Market growth is driven by security and AI in cloud

120K+²

enterprise customers in install base
Coverage of 5 GTM segments

Our Worldwide Sales Acceleration Program

Driving to 25% Growth in Enterprise Cloud Bookings,¹ 2% - 5% Cloud Revenue Growth¹ in F'25

1

Sales Team Talent

Highest performing & most efficient sales force in the market

- Reallocate resources to where we're winning
- Talent retention & recruitment
- Performance management for top and bottom account executives

2

Customers

Earn trusted advisor status with customers

- Cloud footprint expansion within base and new logos
- Every seller is a security seller
- Double-down on vertical industry expertise

3

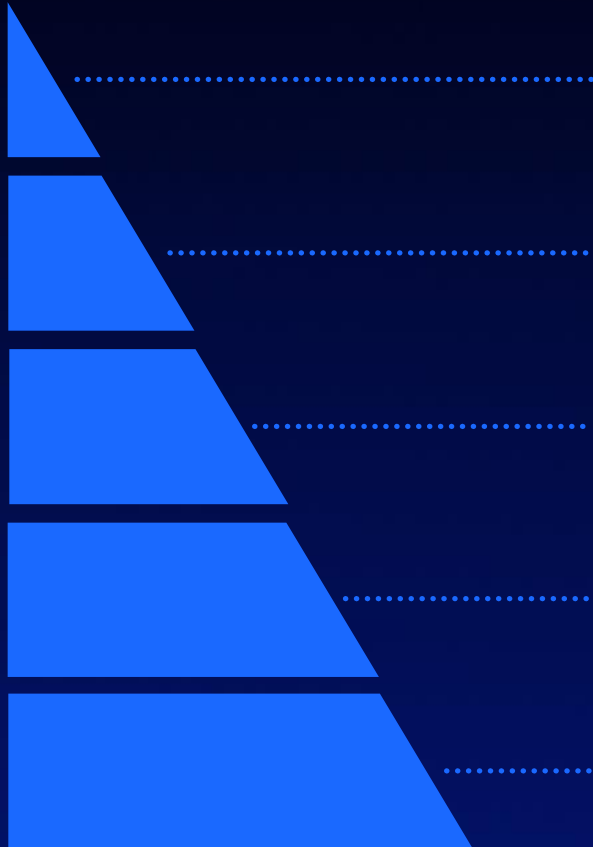
Rigor & Innovation

Modernize GTM strategy, models, processes, & tools

- Industry leading SAP partnership
- Best in class sales tools using AI and automation
- Rigorous execution to maximize time spent on selling

Scaled Go to Market

How We Segment



Strategic Accounts

Enterprise Accounts

G10k (\$1B+ Revenue)

Corporate Accounts

Mid-Market (<\$1B)

SMB Accounts

Companies with 250-1000
Employees

Home Accounts

Consumer / Prosumer

How We Organize

Global Account seller support the top ~100 accounts
Field Account Executive “specialists” sellers by Business Cloud

Field Account Executive “specialists” sellers by Business Cloud

Inside Account Executive sellers working with marketing & channel partners

SMB and Consumer sales within Cybersecurity



Strategic Partnerships:



How We Win

Simplified path to the Cloud for our customers

Industry experts and expanding footprint across verticals

Best in class **SAP partnership** to replicate and expand

Expansive cross-sell portfolio with Cybersecurity focus

Sales force enablement and A-level performance



120,000+¹

Enterprise Customers

210,000+²

SMB Customers

Q&A





Cloud Operations Overview

Delivering at scale and unlocking \$1B¹ of savings by using our own products

Shannon Bell, OpenText CDO & CIO

Operations @ OpenText

2,300 technology professionals supporting....

Corporate Systems

serving 21,800¹
internal customers

Data Platforms

supporting our internal
and external customers

Customer Cloud

supporting 2M+
customers

Cyber Security and Global Privacy and Compliance

- 2**
Network Operations
Centers
- 74**
Data Centers &
Satellite POPs
- 5**
Geographies
- 34** **49**
Regions Landing Zones



2,345
Database Instances

1.1+
Exabytes of
Storage

~11,240
Changes per month

Marquee Cloud Operations for Our Customers



Operations Strategy and Planning

- Global Operations Centre – NOC and SOC
- Change Management
- Release Management
- Customer Engagement
- Cloud Roadmap
- Expansion of Landing Zones
- Sovereign Cloud Roadmap and Certification



Cloud and Platform Engineering

- Placement Strategy
- Provisioning and Deployment
- Continuous Integration / Continuous Deployment
- Software Upgrades and Release Deployment
- Testing
- Disaster Recovery
- Service Management
- Service Resolution
- Continuity of Operations



Capacity, Performance and Optimization

- Cloud Financial Operations
- Optimization Practices
- Performance Management
- Capacity Management and Auto Scaling
- Vendor Management



Data Management and Privacy

- Data Privacy
- Data Protection
- ISO 27018
- EU:US Data Privacy Framework Participant (formerly Privacy Shield certified)



Global Information Security

- Threat Detection
- Anti-virus Malware Protection
- Identity Access Management
- Vulnerability Remediation
- Encryption & Key Management
- Logging & Monitoring
- Penetration Testing



Governance and Certifications

- ISO 27001/17
- ISO 27034
- SOC 1 Type II
- SOC 2 Type I and II
- SOC 3 Type II
- HIPAA/HITECH
- Cyber Essentials +
- TISAX
- FedRAMP (Moderate)
- TX-RAMP (Level 2)
- CCCS (Moderate)
- IRAP (Moderate)

Using 60+ OpenText Products to Run Operations

Expecting to save \$1B¹ over the next 10 years in 5 key areas

1. Digital Core

Corporate processes and information, Ollie AI, 20M business documents

2. Renewals

AppWorks, \$4B Revenue, 5M Contracts

3. Idea to Product

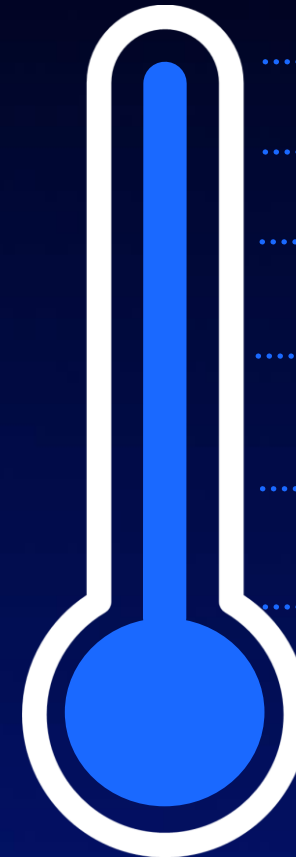
Developer Experience, Platform Thor, 10B lines of code, 10,000 Developers

4. Digital Operations

Discovery, asset management, service management, IT and HR helpdesk, 30,000 assets

5. Customer Experience

330k customers, 100,000 cases p.a.



Customer Experience Improvements

Cost Avoidance (~\$100M, 10%)

Employee Productivity and Efficiency Improvements (~\$240M, 25%)

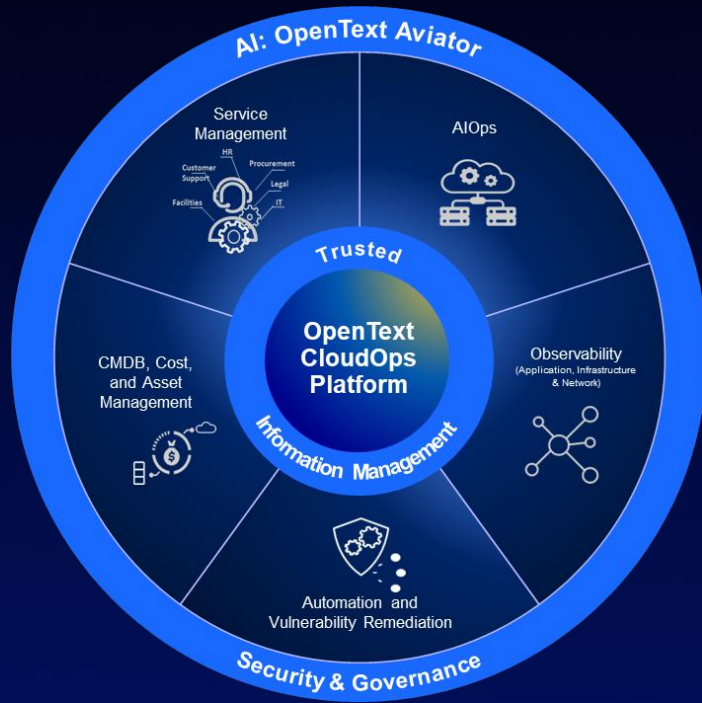
Process Improvements, Automation and AI (~\$175M, 15%)

System, Tool, and Hardware Rationalization (~\$375M, 35%)

Data Center Consolidation and Cloud Optimization (~\$160M, 15%)

Path to \$1B¹

Faster, More Efficient Customer Cloud Deployment



- Enabling rapid deployment of customers into their cloud of choice
- Automation turns SaaS customers on in minutes, private cloud in hours
- Over 50 multi-cloud landing zones and regions up and running in weeks
- Over 143 certifications constantly monitored and updated
- Scaling automated to support dynamic capacity requirements
- AIOps supporting highest level requirements of SLAs

OpenText Multi-Cloud: Applications | Infrastructure | Supply Chain | Security



- Private Cloud Landing Zones
- Public Cloud Landing Zones
- BN Cloud and Notification Landing Zones



- Private Cloud Landing Zones
- Public Cloud Landing Zones



- Private Cloud Landing Zones
- Public Cloud Landing Zones



- Private Cloud Landing Zones

Q&A





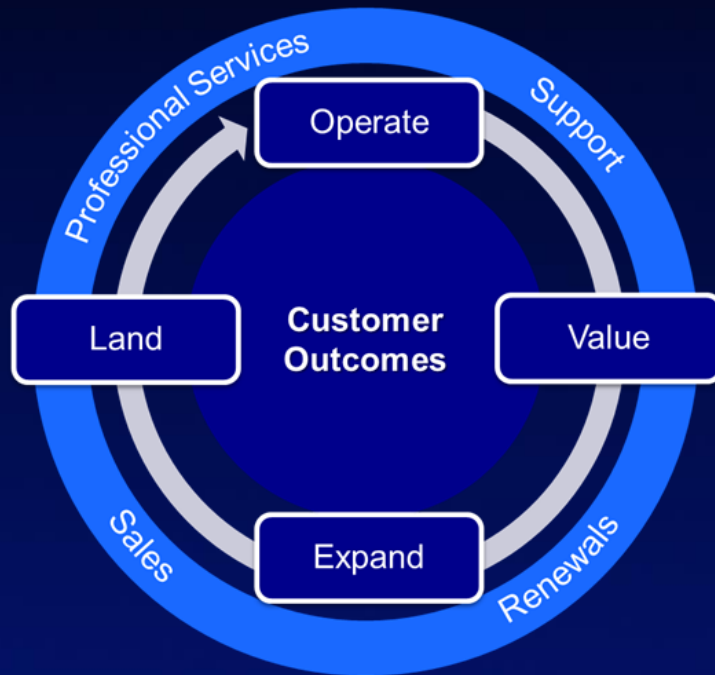
Renewals & Expansion

We are protecting customer investments and expanding capabilities

Paul Duggan, OpenText CCO

Our Approach to Customer Success

Structured for L.O.V.E.



Trust. Value. Results.

Success at Scale



Protect & Grow the Base

- Retention Programs
- Expansion & Lead Pass
- Digital Renewal Center
- Cloud Success Offerings
- Advanced Customer Services

Renewals At OpenText

One Team

500
Renewal
Professionals

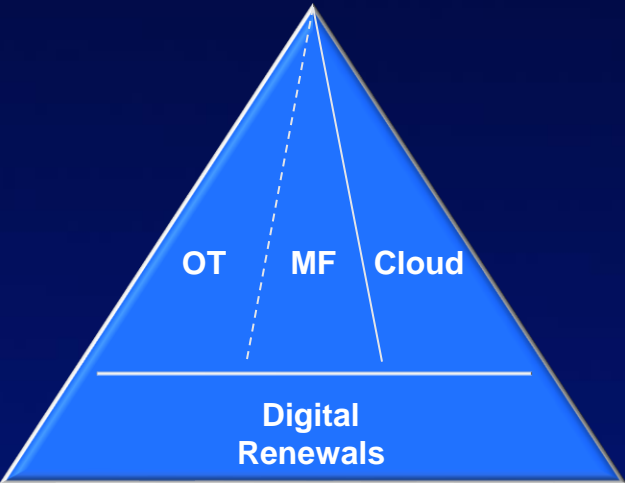
400K
Renewal
Transactions

3
Digital Renewal
Centers (DRC)

Structuring for Transformative Engagement

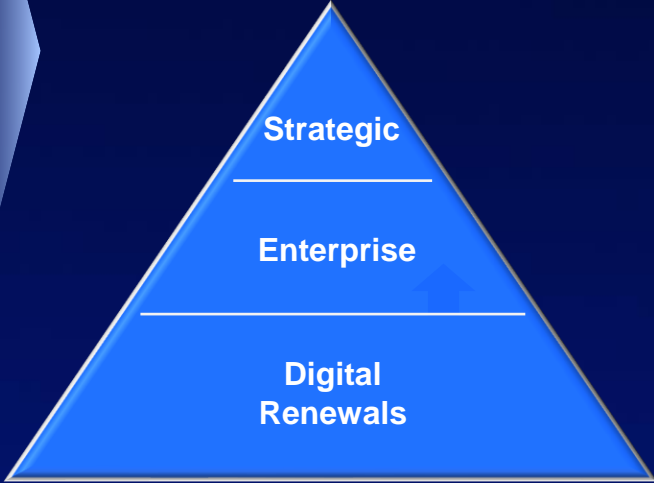
Automate the process...

Higher Touch & Transactional
Off Cloud v Cloud Orientation
Segmented by Product Heritage
Upsell Growth



... so humans can add more value

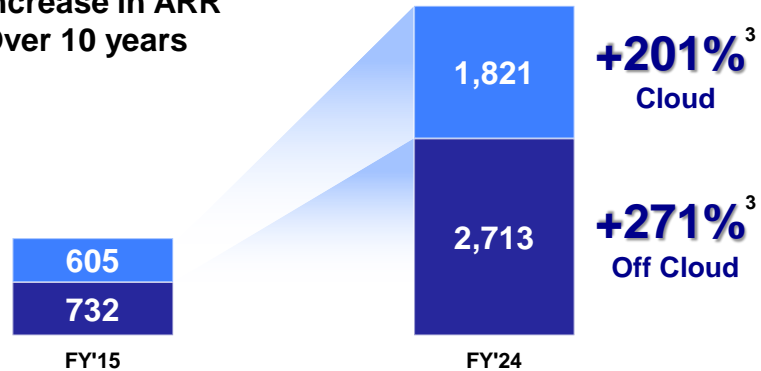
Lower Touch & Relational
Expansion Orientation
Segmented by Growth Potential
Upsell + Cross Sell Growth



The Flywheel for Growth

Growing and Predictable Base^{1,2}

Increase in ARR
Over 10 years



17 QTRS

Mid 90s
Renewal Rates⁶

60%

Processed in Digital
Renewal Center

Driving to 2%-5% in Cloud Revenue Growth⁴

- Proactive monitoring and outreach on usage, recontract at higher commit and longer-terms
- New Customer Success Service offerings, for the initial year and beyond
- Lead pass programs, interlocked closely with Sales and extending reach into accounts

Transitioning to Growth in Support

- Micro Focus in double-digit⁵ declines at acquisition, stabilizing in F24/F25; support is a lagging indicator
- Cyber, ITOM on the rise; ADM needs more work, improve renewal rates into the 90s
- Bandwidth and focus increasingly shifting to a significant pipeline of growth opportunities...

1. For FY'24, please see Open Text Corporation Form 10-K for the year ended June 30, 2024.

2. For FY'15, please see Open Text Corporation Form 10-K for the year ended June 30, 2015.

3. Calculated growth rate between FY'15 to FY'24

4. See the company's investor presentation dated October 31, 2024 for the quarter ended September 30, 2024, available at investors.opentext.com for more information.

5. Please see public filings from Micro Focus International PLC for the year ending October 31, 2022

6. Please see Open Text Corporation Form 10-Q and 10-K from periods ending December 31, 2019 to December 31, 2023, inclusive.

We Will Grow Off Cloud Support Revenue

Focus Now

ADM
Renewal Rates

Annual Price
Adjustment

Premium
Support

Return to
Support

Lead Pass

Retention & Risk Programs

Operational Excellence

Focus Next

Advanced
Customer
Services

- Premium Support + services
- Fixed Scope and T&M offerings
- Security, patching, upgrades, go-live

Cloud
Migration

- Titanium X / SaaS
- Professional Services packages
- Universal Credit programs

Cross-sell
Programs

- AI and Earn Your Wings
- Customer Success Services
- Training and Certification

And We Are Just Getting Started

When We L.O.V.E. our customers...

BOMBARDIER



... It Opens New Doors to Protect & Grow

Deliver on outcomes

→ Monetize Customer Success

Influence Product Roadmap

→ Sell more capacity

Reduce Support tickets

→ Increase retention & CSAT

Attach New Services

→ Drive Long Term Consumption

Q&A





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