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## Actuate Corporation Q1 2009 Earnings Call Transcript

### Question-and-Answer Session

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#### Operator

(Operator Instructions) Your first question comes from Andrew Lee for Nathan Schneiderman - Roth Capital Partners.

#### Andrew Lee for Nathan Schneiderman - Roth Capital Partners

Could you explain why G&A expenses were up so much in Q1? Were there any one-time expenses we should know about?

#### Daniel A. Gaudreau

It's primarily a timing issue on accounting fees. They were much higher back-end loaded I would say, so they hit in Q1. Accounting and Sarbannes-Oxley fees.

Also, our legal fees are up year-over-year as we continue to pursue non-compliant customers legally.

#### Andrew Lee for Nathan Schneiderman - Roth Capital Partners

Why was the maintenance down sequentially? Could you also break out the FX impact on the maintenance revenue line item?

#### Daniel A. Gaudreau

I believe the FX impact was about \$600,000 on maintenance alone. It's not unusual to be down sequentially from a Q4.

#### Andrew Lee for Nathan Schneiderman - Roth Capital Partners

So you were expecting the sequential decline in maintenance?

#### Daniel A. Gaudreau

Yes. You should expect, like we said before it will on a year-over-year annualized basis, it should grow.

#### Andrew Lee for Nathan Schneiderman - Roth Capital Partners

How is the linearity in the quarter. How much of as a percentage of the license revenue was book in January, February, and March, and also how does the month of April look so far?

**Daniel A. Gaudreau**

We experienced normal linearity. I don't have the exact number but it's probably 20/20/60.

**Andrew Lee for Nathan Schneiderman - Roth Capital Partners**

Could you share the size of the million dollar license deals and how large was the largest deal.

**Daniel A. Gaudreau**

No, we don't do that. We only tell you how many million-plus. We don't quantify the exact size, nor do we mention the customer.

**Operator**

Your next question comes from Kevin Liu – B. Riley & Company.

**Kevin Liu – B. Riley & Company**

Typically Q1 has been one of the weaker quarters for license revenues so should we expect that seasonal trend to hold where Q2 is actually stronger than Q1?

And also, as you look at the pipeline, entering this quarter, how does it compare to what you saw coming into Q1?

**Peter I. Cittadini**

Really, the pipeline is the only thing we can comment on since we're not giving a license forecast. And you have known us for quite a number of years and pipelines have always more than adequate to accomplish what we need to accomplish from a business plan standpoint and that's the way I would characterize pipelines.

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