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 **March 31, 2012 Quarterly Results Presentation**  
May 3, 2012

## Private Securities Litigation Reform Act of 1995 Safe Harbor For Forward-Looking Statements



This presentation contains forward-looking statements based on current expectations that involve a number of risks and uncertainties. The forward-looking statements are made pursuant to safe harbor provisions of the Private Securities Litigation Reform Act of 1995. A discussion of these forward-looking statements and risk factors that may affect them is set forth at the end of this presentation. The Company assumes no obligation to update any forward-looking statement in this presentation, except as required by law.



# Quarterly Overview

**Phil Heasley**  
Chief Executive Officer

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- Acquisition of S1 Corporation completed on February 13
  - Achieved \$33 million in annual cost savings; 10% above plan
  - \$24 million to be realized in FY 2012
- Announced combined company product strategy on April 25
- Acquisition of S1 contributes \$705 million to 60-month backlog
- Strong revenue growth due to 10% rise in organic revenues as well as S1 acquisition
- Solid Operating Income and Adjusted EBITDA excluding transaction costs



# Business Overview

**Ralph Dangelmaier**  
President, Global Markets

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## Americas

- New account with leading multi-national institution; Wholesale Banking system and Proactive Risk Manager/Anti-Money Laundering solution for international payments
- New account with Venezuelan bank – S1 Payments
- Regional U.S. Financial Institution committed to BASE24-eps upgrade
- A number of mobile deals for online banking were completed late 2011, all poised for go-lives
- Leading retailer committed to ACI's AOD offering

## Asia Pacific

- Major re-commitment and add-on signing by leading processor in Singapore
- Key new account with State - owned bank in China for international payments
- Key add-on wins in Indonesia and Thailand

## EMEA

- Significant add-on with Italian payments processor
- Two BASE24-eps migrations in Saudi Arabia and Bahrain
- Major infrastructure sale in Central Europe

- **Initial Customer Feedback**

- Americas - Viewed as a more strategic partner with expanded presence and wider breadth of product offering for customers
- EMEA - Expanded merchant retail and wholesale offerings, a more strategic partner with a substantial presence in Africa
- APAC - Expanded wholesale and merchant retailer offerings; viewed as a more strategic partner

- **Opportunity to cross-sell additional solutions – international online banking solution & international retailer solution**

- **Combined company product strategy unveiled**

- **Pipeline is strong across all geographies**



# Financial Review

**Scott Behrens**  
Chief Financial Officer

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# Key Takeaways from the Quarter



## Normal Q1 Seasonal Sales

- Q1 2011 was a record sales quarter
- Stronger add-on sales in Q1 2012

## 60-Month Backlog Growth of \$700 million; 12-month growth of ~ \$160 million

- Backlog improvement driven by the addition of S1 backlog

## Strong Revenue Quarter

- Organic revenue growth of \$10.6 million or 10%
- S1 contributed \$22.5 million in revenue for the period Feb 13- Mar 31
- Q1 revenue impacted by \$4.3 million of deferred revenue haircut
- Monthly recurring revenue comprised 66% of the quarter's revenue

## Key Takeaways from the Quarter (cont)



### Operating Expense

- Flat organic expenses
- S1 contributed \$26.4 million in expenses for the period Feb 13- Mar 31
- \$15.0 million of acquisition related one-time expenses including severance, change-in-control, investment banker fees and other professional fees

### Operating Income & Adjusted EBITDA

- Operating Income of \$13.4 million ex acquisition related one-time expenses
- Adjusted EBITDA of \$26.7 million ex acquisition related one-time expenses

### Debt & Liquidity

- Ended Q1 with \$201 million in cash
- YTD repurchased 185,800 shares of stock for approximately \$7 million
- Reduced Term Loan debt by approximately \$3 million in Q1
- As of March 2012, debt outstanding of \$366.9 million (\$170 million in revolver and \$196.9 million in term loan)

## Backlog as a Contributor of Quarterly Revenue



Revenue			
Revenue	Qtr Ended Mar 12	Qtr Ended Mar 11	% Growth or Decline
Revenue from Backlog	\$132,500	\$99,121	33.7%
Revenue from Sales	5,125	5,422	-5.5%
<b>Total Revenue</b>	<b>\$137,625</b>	<b>\$104,543</b>	<b>31.6%</b>
Revenue from Backlog	96%	95%	
Revenue from Sales	4%	5%	

- Backlog from monthly recurring revenues and project go-lives continues to drive current quarter GAAP revenue
- Revenue from current quarter sales consistent with prior quarters

## Reaffirmation of 2012 Guidance



Key Metrics	2012 Low	2012 High
Revenue	\$696	\$706
Operating Income*	\$99	\$104
Adjusted EBITDA*	\$165	\$170

\* Guidance excludes all S1 acquisition related one-time expenses

Original v Revised Purchase Accounting Assumptions			
<i>\$ millions</i>	Original Assumption	Revised Assumption	Margin Impact
Deferred Revenue Haircut	20 67% in 2012; 33% in 2013	20 100% in 2012	(\$8)
Intangible amortization	\$12	\$6	\$4
Synergy Savings	30 75% in 2012; 100% in 2013	33 75% in 2012; 100% in 2013	\$2
Other Valuation Adjustments			\$2
<b>Net Benefit</b>			<b>Even</b>



# Appendix

# Historic Sales By Quarter 2010-2012



Quarter-End	Total Economic Value of Sales	Sales Mix by Category		
		New Accounts / New Applications	Add-on Business inc. Capacity Upgrades &	Term Extension
3/31/2010	\$81,142	\$5,758 7%	\$35,066 43%	\$40,318 50%
6/30/2010	\$107,985	\$1,224 1%	\$68,474 63%	\$38,287 35%
9/30/2010	\$161,269	\$11,290 7%	\$89,364 55%	\$60,615 38%
12/30/2010	\$174,827	\$43,988 25%	\$59,622 34%	\$71,217 41%
3/31/2011	\$122,904	\$13,695 11%	\$50,305 41%	\$58,904 48%
6/30/2011	\$146,956	\$19,730 13%	\$54,174 37%	\$73,052 50%
9/30/2011	\$115,089	\$17,356 15%	\$57,611 50%	\$40,123 35%
12/31/11	\$171,385	\$12,906 8%	\$104,460 61%	\$54,019 32%
3/31/2012	\$108,462	\$5,958 5%	\$58,602 54%	\$43,902 40%

	Sales	New Accounts / New Applications	Add-on Business inc. Capacity Upgrades &	Term Extension
MAR YTD 12	\$108,462	\$5,958	\$58,602	\$43,902
MAR YTD 11	\$122,904	\$13,695	\$50,305	\$58,904
Variance	(\$14,441)	(\$7,737)	\$8,298	(\$15,002)

# Sales By Region by Geography and Type



Total Sales			
Channel	Qtr Ended Mar 12	Qtr Ended Mar 11	% Growth or Decline
Americas	\$71,196	\$76,699	-7.2%
EMEA	25,024	38,490	-35.0%
Asia-Pacific	12,243	7,715	58.7%
<b>Total Sales</b>	<b>\$108,462</b>	<b>\$122,904</b>	<b>-11.8%</b>

Sales Type			
Sales Type	Qtr Ended Mar 12	Qtr Ended Mar 11	% Growth or Decline
New Account / New Application	\$5,958	\$13,695	-56.5%
Add-on Business	58,602	50,305	16.5%
Term Extension	43,902	58,905	-25.5%
<b>Total Sales</b>	<b>\$108,462</b>	<b>\$122,904</b>	<b>-11.8%</b>

## Operating Free Cash Flow (\$ millions)



	Quarter Ended March 31,	
	2012	2011
<b>Net cash provided by operating activities</b>	<b>\$(12.6)</b>	<b>\$17.9</b>
<b>Adjustments:</b>		
Net after-tax payments associated with cash settlement of S1 options	10.2	
Net after-tax payments associated with S1 transaction costs	7.7	-
Net after-tax payments associated with employee-related actions	0.6	1.5
Net after-tax payments associated with IBM IT Outsourcing Transition	0.2	0.2
Less capital expenditures	(2.1)	(7.0)
Less Alliance technical enablement expenditures	-	(0.3)
<b>Operating Free Cash Flow*</b>	<b>\$4.0</b>	<b>\$12.3</b>



## 60-Month Backlog (\$ millions)



	Quarter Ended		
	March 31, 2012	December 31, 2011	March 31, 2011
<b>Americas</b>	<b>\$1,405</b>	<b>\$912</b>	<b>\$895</b>
<b>EMEA</b>	<b>669</b>	<b>514</b>	<b>526</b>
<b>Asia/Pacific</b>	<b>243</b>	<b>191</b>	<b>192</b>
Backlog 60-Month	\$2,317	\$1,617	\$1,613
<b>Deferred Revenue</b>	<b>\$207</b>	<b>\$166</b>	<b>\$175</b>
<b>Other</b>	<b>2,110</b>	<b>1,451</b>	<b>1,438</b>
Backlog 60-Month	\$2,317	\$1,617	\$1,613

## Revenues by Channel (\$ millions)



	Quarter Ended March 31,	
	2012	2011
<b>Revenues:</b>		
<b>United States</b>	\$58.8	\$ 37.5
<b>Americas International</b>	15.4	14.8
<b>Americas</b>	<b>\$74.2</b>	<b>\$52.3</b>
<b>EMEA</b>	<b>44.8</b>	<b>42.1</b>
<b>Asia/Pacific</b>	<b>18.6</b>	<b>10.1</b>
Revenues	\$137.6	\$104.5

## Monthly Recurring Revenue (\$ millions)



	Quarter Ended March 31,	
	2012	2011
<b>Monthly Software License Fees</b>	<b>\$25.5</b>	<b>\$31.2</b>
<b>Maintenance Fees</b>	<b>42.1</b>	<b>33.5</b>
<b>Processing Services</b>	<b>21.3</b>	<b>12.6</b>
Monthly Recurring Revenue	\$88.9	\$77.3

## Deferred Revenue and Expense (\$ millions)



	Quarter Ended			
	March 31, 2012	December 31, 2011	March 31, 2011	December 31, 2010
<b>Short Term Deferred Revenue</b>	<b>\$177.8</b>	<b>\$133.0</b>	<b>\$141.4</b>	<b>\$121.9</b>
<b>Long Term Deferred Revenue</b>	<b>29.5</b>	<b>32.7</b>	<b>33.2</b>	<b>31.0</b>
Total Deferred Revenue	\$207.3	\$165.7	\$174.6	\$152.9
Total Deferred Expense	\$13.3	\$12.2	\$12.0	\$11.1

# Non-Cash Compensation, Acquisition Intangibles and Software, and Acquisition-Related Expenses



	Quarter ended March 31, 2012		Quarter ended March 31, 2011	
	EPS Impact*	\$ in Millions	EPS Impact*	\$ in Millions
S1 acquisition-related one-time expense	\$0.26	\$9.8	\$0.00	\$0.00
Amortization of acquisition-related intangibles	0.04	1.5	0.03	1.0
Amortization of acquisition-related software	0.04	1.6	0.03	1.0
Non-cash equity-based compensation	0.10	3.7	0.04	1.5
<b>Total:</b>	<b>\$0.44</b>	<b>\$16.6</b>	<b>\$0.10</b>	<b>\$3.5</b>

\* Tax Effected at 35% and using hypothetical diluted weighted average share count of 38.0 million for 2012

## Other Income / Expense (\$ millions)



	Quarter Ended			
	March 31, 2012	December 31, 2011	March 31, 2011	December 31, 2010
Interest Income	\$0.2	\$0.7	\$0.2	\$0.2
Interest Expense	(\$1.9)	(\$1.0)	(\$0.6)	(\$0.5)
FX Gain / Loss	(\$0.6)	(\$0.8)	(\$0.2)	(\$0.1)
Other	\$1.5	\$0.1	(\$0.1)	\$0.0
<b>Total Other Income (Expense)</b>	(\$0.8)	(\$1.0)	(\$0.7)	(\$0.4)

# Adjusted EBITDA



	Quarter Ended March 31, 2012	Quarter Ended March 31, 2011
Net Income (Loss)	\$(1.8)	\$1.6
Income tax expense (benefit)	(0.6)	5.2
Net Interest Expense	1.6	0.4
New Other Expense	(0.9)	0.3
Depreciation Expense	2.7	1.7
Amortization Expense	7.5	5.1
Non-Cash Compensation Expense	5.6	2.4
<b>Adjusted EBITDA</b>	<b>\$14.1</b>	<b>\$16.7</b>
Employee related actions	7.4	-
S1 acquisition related fees	4.1	-
One-time professional fees	1.1	-
<b>Adjusted EBITDA excluding one-time transaction expense</b>	<b>\$26.7</b>	<b>\$16.7</b>

## Non -GAAP Operating Income (loss)



	Quarter Ended March 31, 2012	Quarter Ended March 31, 2011
Operating Income (Loss)	\$(1.6)	\$7.5
Plus		
Accelerated share-based compensation	2.4	-
Employee related actions	7.4	-
S1 Acquisition related fees	4.1	-
One time professional fees	1.1	-
<b>Non-GAAP Operating Income (loss)</b>	<b>\$13.4</b>	<b>\$7.5</b>



# Non-GAAP Financial Measures



To supplement our financial results presented on a GAAP basis, we use the non-GAAP measure indicated in the tables, which exclude certain business combination accounting entries and expenses related to the acquisition of S1, as well as other significant non-cash expenses such as depreciation, amortization and share-based compensation, that we believe are helpful in understanding our past financial performance and our future results. The presentation of these non-GAAP financial measures should be considered in addition to our GAAP results and are not intended to be considered in isolation or as a substitute for the financial information prepared and presented in accordance with GAAP. Management generally compensates for limitations in the use of non-GAAP financial measures by relying on comparable GAAP financial measures and providing investors with a reconciliation of non-GAAP financial measures only in addition to and in conjunction with results presented in accordance with GAAP. We believe that these non-GAAP financial measures reflect an additional way of viewing aspects of our operations that, when viewed with our GAAP results, provide a more complete understanding of factors and trends affecting our business.

- Non-GAAP operating income, operating income (loss) plus deferred revenue that would have been recognized in the normal course of business by S1 if not for GAAP purchase accounting requirements and one-time expense related to the acquisition of S1. Non-GAAP operating income should be considered in addition to, rather than as a substitute for, operating income.

# Non-GAAP Financial Measures



- Adjusted EBITDA, which is defined as net income (loss) plus income tax expense, net interest income (expense), net other income (expense), depreciation, amortization and non-cash compensation, as well as deferred revenue that would have been recognized in the normal course of business by S1 if not for GAAP purchase accounting requirements and one-time expense related to the acquisition of S1. Adjusted EBITDA should be considered in addition to, rather than as a substitute for, operating income.
- ACI is also presenting operating free cash flow, which is defined as net cash provided (used) by operating activities, less net after-tax payments associated with cash settlement of S1 stock options and S1 related transaction costs, net after-tax payments associated with IBM IT outsourcing transition, capital expenditures and plus or minus net proceeds from IBM. Operating free cash flow is considered a non-GAAP financial measure as defined by SEC Regulation G. We utilize this non-GAAP financial measure, and believe it is useful to investors, as an indicator of cash flow available for debt repayment and other investing activities, such as capital investments and acquisitions. We utilize operating free cash flow as a further indicator of operating performance and for planning investing activities. Operating free cash flow should be considered in addition to, rather than as a substitute for, net cash provided by operating activities. A limitation of operating free cash flow is that it does not represent the total increase or decrease in the cash balance for the period. This measure also does not exclude mandatory debt service obligations and, therefore, does not represent the residual cash flow available for discretionary expenditures. We believe that operating free cash flow is useful to investors to provide disclosures of our operating results on the same basis as that used by our management

# Non-GAAP Financial Measures



- ACI also includes backlog estimates which are all software license fees, maintenance fees and services specified in executed contracts, as well as revenues from assumed contract renewals to the extent that we believe recognition of the related revenue will occur within the corresponding backlog period. We have historically included assumed renewals in backlog estimates based upon automatic renewal provisions in the executed contract and our historic experience with customer renewal rates.
- Backlog is considered a non-GAAP financial measure as defined by SEC Regulation G. Our 60-month backlog estimate represents expected revenues from existing customers using the following key assumptions:
  - Maintenance fees are assumed to exist for the duration of the license term for those contracts in which the committed maintenance term is less than the committed license term.
  - License and facilities management arrangements are assumed to renew at the end of their committed term at a rate consistent with our historical experiences.
  - Non-recurring license arrangements are assumed to renew as recurring revenue streams.
  - Foreign currency exchange rates are assumed to remain constant over the 60-month backlog period for those contracts stated in currencies other than the U.S. dollar.
  - Our pricing policies and practices are assumed to remain constant over the 60-month backlog period.
- Estimates of future financial results are inherently unreliable. Our backlog estimates require substantial judgment and are based on a number of assumptions as described above. These assumptions may turn out to be inaccurate or wrong, including for reasons outside of management's control. For example, our customers may attempt to renegotiate or terminate their contracts for a number of reasons, including mergers, changes in their financial condition, or general changes in economic conditions in the customer's industry or geographic location, or we may experience delays in the development or delivery of products or services specified in customer contracts which may cause the actual renewal rates and amounts to differ from historical experiences. Changes in foreign currency exchange rates may also impact the amount of revenue actually recognized in future periods. Accordingly, there can be no assurance that contracts included in backlog estimates will actually generate the specified revenues or that the actual revenues will be generated within the corresponding 60-month period.
- Backlog should be considered in addition to, rather than as a substitute for, reported revenue and deferred revenue.

## Non-GAAP Financial Measures



Estimates of future financial results are inherently unreliable. Our backlog estimates require substantial judgment and are based on a number of assumptions as described above. These assumptions may turn out to be inaccurate or wrong, including for reasons outside of management's control. For example, our customers may attempt to renegotiate or terminate their contracts for a number of reasons, including mergers, changes in their financial condition, or general changes in economic conditions in the customer's industry or geographic location, or we may experience delays in the development or delivery of products or services specified in customer contracts which may cause the actual renewal rates and amounts to differ from historical experiences. Changes in foreign currency exchange rates may also impact the amount of revenue actually recognized in future periods. Accordingly, there can be no assurance that contracts included in backlog estimates will actually generate the specified revenues or that the actual revenues will be generated within the corresponding 60-month period.

Backlog should be considered in addition to, rather than as a substitute for, reported revenue and deferred revenue.

# Forward-Looking Statements



This presentation contains forward-looking statements based on current expectations that involve a number of risks and uncertainties. Generally, forward-looking statements do not relate strictly to historical or current facts and may include words or phrases such as “believes,” “will,” “expects,” “anticipates,” “intends,” and words and phrases of similar impact. The forward-looking statements are made pursuant to safe harbor provisions of the Private Securities Litigation Reform Act of 1995.

Forward-looking statements in this presentation include, but are not limited to, statements regarding:

- Annual cost savings expected from the S1 acquisition;
  - Strength of our pipeline across all geographies;
  - The company’s 12-month and 60-month backlog estimates and assumptions, including our belief that backlog from monthly recurring revenues and project go-lives will continue to drive current quarter GAAP revenue and lead to predictable quarterly performance;
- and
- Expectations regarding 2012 financial guidance related to revenue, operating income and operating EBITDA.

*ACI's software underpins electronic payments throughout retail and wholesale banking, and commerce all the time, without fail.*

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The ACI logo icon is a stylized, slanted parallelogram composed of four horizontal segments in orange, red, blue, and green from top to bottom.