OpenText Appoints Jonathan Hunter as Executive Vice President of Worldwide Field Operations

Transformational Enterprise Sales Executive to Lead OpenText's Global Sales and Services

Waterloo, ON – August 15, 2013 – OpenText™ (NASDAQ: OTEX, TSX: OTC), the global leader in Enterprise Information Management (EIM), today announced that industry veteran Jonathan Hunter has joined the company as executive vice president of worldwide field operations. In this role, Hunter will be responsible for leading OpenText's global sales, service, and channel expansion in the EIM market. As a member of OpenText's Executive Leadership Team, Hunter will report directly to OpenText President and CEO, Mark J. Barrenechea.

"Jon is a transformational leader who will drive our global expansion and new enterprise opportunities around our pioneering EIM and Cloud offerings," said OpenText CEO Mark J. Barrenechea. "Jon brings passion, energy, and deep experience building world-class field organizations to accelerate both new revenue and customer success. He comes to OpenText as we gear up for an exciting agenda of product innovation. With Jon, I'm looking forward to capitalizing on our new innovations and product leadership to build on our momentum and propel our 2014 Intelligent Growth strategy."

"The time is now for enterprises to secure competitive advantage in a new digital economy by investing in EIM and investing in OpenText," said Hunter. "Information is the lifeblood of an organization. It gives insight to drive innovation across product development, marketing, sales, and services to drive new growth and bottom-line business impact. OpenText's vision and suite of EIM solutions is perfectly aligned with the need for today's enterprise to drive an agenda of innovation through the power of information. And, with OpenText's global scale and channel strength, I couldn't be more bullish about our opportunity in 2014."

Most recently, Jon was senior vice president and general manager of North America at CA Technologies. In that role, Hunter oversaw over 1,300 sales professionals, marketing, and services in CA's largest multi-billion dollar division. Hunter transformed CA's sales model with a new program of sales enablement, customer executive relationships, and a focus on business outcomes rather than technology. During his tenure, Hunter re-ignited new growth, accelerating license revenue and CA's transition to new revenue sources in managed services and the Cloud.

He was the pioneer of a new solution-selling model that increased sales productivity, shortened cycles, and achieved double-digit sales growth. His 18-year career at CA was marked by continuous overachievement for his teams and regions, with extreme focus on customer satisfaction and operational excellence.

To learn more about OpenText EIM:
- Read the blog of Mark Barrenechea, OpenText's CEO
- Visit the OpenText EIM Resource Center, where you can review the latest customer videos, whitepapers and more
- Register to attend OpenText Enterprise World 2013 in Orlando, Florida, November 17-21
- Follow OpenText on Twitter @opentext, LinkedIn (www.linkedin.com/company/OpenText) and Facebook (www.facebook.com/opentext)

About OpenText
OpenText provides Enterprise Information Management software that helps companies of all sizes and industries to manage, secure and leverage their unstructured business information, either in their data center or in the cloud. Over 50,000 companies already use OpenText solutions to unleash the power of their information. To learn more about OpenText (NASDAQ: OTEX; TSX: OTC), please visit: www.opentext.com.

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