SimCorp's Product Positioning

SimCorp Capital Market day 27/5 2009
Scalability – positioned for growth

Local Market Unit

Market Support
- Product Management
- Strategic Research
- Product Marketing
- Implementation Support
- Partner Development
- Business Process Solutions

Development
- Incident handling
- Test
- Documentation
- Core developer
- Technical service

QA
Know-how based development organisation

Front Office
- Portfolio Management
- Trade Order Management
- Compliance

Middle Office
- Performance Measurements
- Risk Management

Back Office
- Accounting
- Settlement
- Fund Accounting

Financial Instruments
- Data and Pricing
- Instrument Modelling

System Environment
- System Integration
- System Operation
- System architecture

February 2009
SimCorp’s clients

**Clients**
- Institutions
- HNWI
- Retail
- Sovereign
- Pension
- Insurance

**Distribution**
- Discretionary mandates
- Special funds
- Private Wealth
- Independent advisors
- Public and exchange traded funds
- Pension products
- Insurance products

**Manufacturing**
- Asset Manager
- Fund of Fund Manager
- Butiques
  - Property
  - Private
  - Hedge
  - ... 
- Third Party Administrators
- Pension and Insurance

**Processing**
- Custody
## Operating models

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<th>Back office</th>
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<td>Corporate actions, income processing</td>
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### In-house vs. Outsourced

- **In-house**
  - Front office
  - Middle office
  - Back office

- **Outsourced**
  - Front office
  - Middle office
  - Back office

### Manufacturing vs. Processing

- **Manufacturing**
  - In-house
  - Outsourced

- **Processing**
  - In-house
  - Outsourced
SimCorp Dimension product strategy

SimCorp Dimension

- Front, Middle, Back office functionality
- Modularised
- Core processing and data management platform (Extended Enterprise Data Management)

- Truly integrated, one database solution
- Wide asset class coverage
SimCorp Dimension Front - Middle – Back office solution

- Clients with front to back operations in-house
- Front office investment process
- Back office settlement and accounting process
- Middle office controlling and reporting process
- Everything based on core processing and data management

- Straight-through-processing
  - Orders and Transaction flow
  - Calculation and Reporting flow
- One platform, one vendor
- Data integrity, no duplications
- Internal integration between systems unnecessary

SimCorp Dimension

Operations and integration tools
Business logic, derived data, workflow management
Financial instruments and enterprise data
SimCorp Dimension Middle – Back office solution

- Third Party Administrators or Asset Managers with other front office solutions
- Back office settlement and accounting process
- Middle office controlling and reporting process
- Everything based on core processing and data management

- Straight-through-processing
  - Transaction flow
  - Calculation and Reporting flow (NAV)
- One platform, one vendor
- Data integrity, no duplications
- Less internal integration between systems

SimCorp Dimension

Operations and integration tools
Business logic, derived data, workflow management
Financial instruments and enterprise data
SimCorp Dimension Front – Middle office solution

- Asset Managers with outsourced back office operations
- Front office investment process
- Middle office controlling and reporting process
- Everything based on core processing and data management

- Straight-through-processing
  - Order flow
  - Calculation and Reporting flow (NAV)
- One platform, one vendor
- Data integrity, no duplications
- Additional functions compared to Best of Breed

SimCorp Dimension

- Portfolio management
- Trading
- Compliance
- Settlement
- Accounting
- Risk management
- Performance
- Fund accounting
- Reporting

Operations and integration tools
- Business logic, derived data, workflow management
- Financial instruments and enterprise data
Current major business drivers

*Risk Management*

*Legislation*

*Reporting*

*Cost*

*Source: Towergroup and others*
Current major business challenges for Asset Managers

Consolidation and consistency
Quality and transparency
Information details level
Timely information
Flexibility
Efficiency
SimCorp Dimension core processing and data management

- No matter operating model – enterprise architecture must be able to consolidate and manage information
- SimCorp Dimension core processing and data management solves problems with information details, timeliness, consolidation, consistency, quality, transparency and flexibility
SimCorp Dimension offers core processing and data management
Wide asset class coverage
Functionality for front – middle – back office
Modularised to fit each clients needs, leveraging on core
Flexibility to fit different operating models
Provides a solution for current focus areas such as Risk management, Reporting, Impending legislation and Cost efficiency