Capital Markets Day

8 May 2013

Copenhagen
Agenda

• Welcome – Thomas Johansen, CFO
• Reflections on SimCorp – Klaus Holse, CEO
• Dividend policy and “some accounting” – Thomas Johansen, CFO
• EMEA & Asia Pac – Jochen Müller, EVP
• Services – Henrik Schlægel, EVP

11.45 – 12.20 – Lunch

• The product and where we are heading – Marc Schröter, SVP
• North America – David Kubersky (via video), EVP

14.30 – end of day
Some reflections on SimCorp

Capital Markets Day 2013

Klaus Holse, SimCorp
CEO
Reflections

• All market units visited
• Met with more than 40 customers
• The development centre in Ukraine visited
• Overall highly positive feedback
  • Customers
  • Employees
  • Industry analysts
• The market situation
  • The general macro economic environment
  • Enterprise vs best of breed
Four strategic themes for 2013

- Revitalize software sales
- Take services to market
- Support and grow emerging markets
- Be accountable
Dividend and accounting.

Capital Markets Day 2013

Thomas Johansen, SimCorp
CFO
Dividend policy – what does it mean

• At least 50% of the net result as dividend
• A cash threshold of 10% of cost base
  • This threshold can include a EUR 10m committed credit facility – implying that on a EUR 162.5m cost base the requirement for “real” cash would be EUR 6.2m
• Surplus cash to be repaid to the shareholders in form of share buy back programmes
Dividend policy – what does it mean

• 2012 cash at EUR 58m
• Dividend EUR 20m
• 2012 free cash flow = EUR 49m

... meaning that we would have to conduct a share buy back program of EUR 77m in 2013 to get cash to a EUR 10m level – not practical doable

• Also means that we will not be at our target threshold for cash in 2013 – will be within “the next couple of years”
Accounting for initial license

- SimCorp has two contract types for new licenses
  - Perpetual
    - “1-0” and “0-1”
  - Termed
- Perpetual “1-0” is fully income recognised at signing
- Perpetual “0-1” is order book at signing and income recognition when acceptance criteria is met
- Termed is order book at signing and income recognition over the term of the contract – typically 5 years – after 5 years typically renewed at same price
Agenda

• EMEA and APAC Markets: An Overview
• Growth Opportunities in New Licence Sales
• Protect and Grow the Additional Licence Business
EMEA and APAC Markets: An Overview
EMEA and APAC Markets: New Deals

- Nordic Investment Manager (CA)
- EuroFima
- Swiss Asset Manager
- Sovereign Wealth Fund
- Western European Bank

CA: Company Announcement

13
To make the correct paragraph headlines: choose bold, in order to make it stand out.

To add bullets (use only use Home/Paragraph/Increase Decrease or use the sensitive shortcut menu that appears above highlighted text when you move the cursor upwards.

Remove bullets: Use backspace.

EMEA and APAC Markets: Size

- UK: 9.0trn
- NO: 2.2trn
- WE: 5.0trn
- CE: 2.2trn
- LX: 2.0trn
- NL: 2.0trn
- FR: 5.0trn
- AU: 2.5trn
- HK: 1.1trn
- SG: 1.0trn
EMEA and APAC Markets: An Overview
Agenda

• EMEA and APAC Markets: An Overview
• Growth Opportunities in New Licence Sales
• Protect and Grow the Additional Licence Business
Market Conditions

Market Situation

- Financial crisis hangover → cost pressure
- Fewer projects → more competition
- Decisions move up in management
- Compelling events exist but often perceived weak (Legal, Derivatives)
- Growth in stock markets might help us

Clients look for short-term tactical solutions

- No investments, direct cost cutting
- Smaller tactical ‘best-of-breed’ investments
- Apathy

Clients look for long-term strategic solutions

- Invest to save costs on the long term
- Braver solution
- Better business cases are required
Market Situation: UK (I)

Institutional Asset Managers

- Main offering is middle office, settlement, accounting or shadow accounting
- Fund accounting always outsourced, 50% have even outsourced all back office
- Investment book of records for front and middle office asset managers with outsourced back office
- Attack burning platforms: Portia (3), HiPort (10) and Pacer (2)
Market Situation: UK (II)

Global Custodians

- Very good fit for our fund accounting solution
- Few but large players
- Difficult, long and often global decision processes
Market Situation Middle East

Sovereign Wealth

- A small number of large sovereign wealth funds
- We have a good track record with these clients and two recent wins
- Usually interested in a front-to-back full service solution
- Long decision processes
Market Situation France (I)

Three Segments

- Three main segments: asset managers, insurance and asset servicers
- Excellent references in the first two segments
- Growth potential: Insurance
- Burning platforms (Chorus, GP3, Omega)
Growth Potential: Luxemburg

Fund Accounting Market

• Nine clients using a SimCorp solution for their Luxembourgish domiciled funds corresponding to a market share of 11% measured in AUM

• High awareness and highest consideration to buy ratio

• Relatively old systems, burning platforms (GP3, multi-funds)

• More and more group-level decisions

• Dedicated sales team for that market
APAC Current Focus: Australia

Australia

- Significant DST legacy base
- High SimCorp awareness but lethargy needs to be overcome
- 50% of AUM outsourced, 50% of AUM on premise
APAC Current Focus: Hong Kong

Hong Kong

- Significant Portia legacy base
- Significant AUM, some processed in home country
APAC Current Focus: Singapore and Asia

- Significant Portia, DST legacy base
- Large AUM outside of Australia, Singapore and Hong Kong
- Sovereign wealth funds, pension, insurance
Our Competitors are Providing an Opportunity

Client Vendor Loyalty

- Eagle Investment Systems: 92,857%
- SimCorp: 81,013%
- Advent: 78,571%
- Steria Mummert: 77,778%
- Charles River Development: 67,925%
- Linedata: 66,667%
- SAP: 60,000%
- Bloomberg: 57,600%
- SS&C: 56,250%
- Multifonds (Igefi): 50,000%
- Thomson Financial (Portia): 47,619%
- SunGard: 45,652%
- DST Int.: 37,500%
Burning Platform Campaign
Challenge your client, be more pro-active

**Business issues:**
- Emerging markets
- Regulations
- M&A
- Passive strategies
- Alternative inv.
- Risk/cost/growth

**System issues:**
- IBOR
- Data Mgmt.
- Derivatives

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**Awareness flow**

Unrealized legacy
Realized legacy
Realized need
Funded project
Agenda

• EMEA and APAC Markets: An Overview
• Growth Opportunities in New Licence Sales
• Protect and Grow the Additional Licence Business
Growth Potential: CE/Nordic/NL

High Market Saturation

- Mature market, highly penetrated
- Some growth possible in Swiss fund accounting market
- Focus on ALF and client retention/satisfaction
Market Conditions

Market Situation

• Financial crisis hangover → cost pressure, less user sales, less single module sales
• Fewer projects → more competition
• Decisions move up in management
• Compelling events exist and often perceived strong (Legal, Derivatives)
• Growth in stock markets might help us

Clients look for short-term tactical solutions

• No investments, direct cost cutting
• We benefit also in smaller tactical investments

Clients look for long-term strategic solutions

• Invest to save costs on the long term
• Braver solution
• Better business cases are required
Revitalize software sales, Grow emerging markets, Services
Take a pit stop to get to full speed

- Strategic Account Management
- Pricing and Packaging
- Push of Blockbuster Solutions
- Client Satisfaction (NPS)
Summary

Growth potential in UK, FR, Lux and Asia: Replace burning platforms

Focus on client satisfaction and protect ALF business in existing markets

Take services to the market
Agenda

• The SimCorp Services Framework
• SimCorp Services direction
• The Simcorp services Portfolio
• SimCorp Managed Services
SimCorp Services Framework

- Service Assets
- Organisation Structure
- Leadership Team
- Alliances & Partnerships
- Client Focus
- Services Portfolio
- Financial Performance
- People & Capabilities
- Business Planning
- SimCorp Services
- People & Capabilities
SimCorp Services Framework

- SimCorp Services
- Service Assets
- Organisation Structure
- Leadership Team
- Alliances & Partnerships
- Client Focus
- Financial Performance
- Business Planning
- People & Capabilities
Accelerating Client Value

SimCorp Services
SimCorp Services at a glance

Growing with the market

Client driven

“At all levels, SimCorp is a 100% dependable and trustworthy company which is always committed to finding the best possible solution for its clients.”

Claudio-Peter Prutz, Head of IT and Organisations, MEAG

Global reach

Team of Specialists and Expert Consultants
SimCorp Services - Mission

Accelerate Client Value

Accelerate client value of SimCorp Dimension products through a focused set of capabilities and a leading edge services portfolio.

Through close cooperation with clients and Product Division shorten the time to market for new products while accelerating time to value for customers
Accelerating Client Value

Global Delivery Model

- Leveraging on-shore, near-shore, on-site, off-site resources and expanding with ‘centers of excellence’. By becoming a true global delivery organisation, SimCorp will increase scalability and delivery efficiency.

Market Leading Services Portfolio

- Growing a full life-cycle services portfolio including application management and application solutions. Moving from labor-centric offerings to asset driven offerings, leveraging SimCorp specific IP. Driving increased differentiation through existing software assets and IP.

Increased Client Focus

- Increasing the services footprint with existing clients, growing the services business with the license business in core segments.
From Multi Local to True Global

- Consistency
- Leveraging the full organization
- Local Development to Global Co-development
- From re-invent to re-use
- Centralizing and decentralizing
- Speed in execution
- Accelerate value
- Scalability
- Robustness
From Multi-Local – To True Global

**LOCAL**

- Developing solutions to local MU
- Value acquired in Local markets
- Ressources sourced and delivered locally
- Organization adapted to local needs

**GLOBAL**

- Developing global solutions for local adaption
- Value acquired across markets
- Ressource sourced globally and most effectively
- Organized in ordre to deliver value across markets
The way we deliver value

Services Portfolio
Servicelines – the key vehicle for delivering value

- **Shared Purpose, Goals & Vision**
  - Common set of capabilities, common delivery approach, common go-to-market model

- **Self Contained**
  - Discrete set of services, discrete finances, discrete resources, discrete assets, minimal dependencies outside the SL

- **Comparable Size**
  - Revenue, cost, resources, complexity
Services – growing reach and range

Scope

Time

Managed Services

Business Services

Operational Services

Implementation Services

Customer Support Services

Managed Services

Business Services

Operational Services

Implementation Services

Customer Support Services

Implementation Services

Customer Support Services
Growing the Services footprint

Managed Services
- Business Services
- Application Operation
- Hosting

Business Services
- Advisory Services
- Business Consulting
- Solution Services
- Training

Operational Services
- Release & Deployment
- Validation & Test
- Incident & Problem Management
- Operational Services

Implementation Services
- Front Office
- Mid-Office
- Back-Office

Customer Services
- Reactive Support
- Advanced Support
- Extended Support
- Business Critical
Shifting toward asset driven services

Growing both customer value and Delivery Efficiency

Labor Centric Portfolio

Asset Driven Portfolio
The easy way to run SimCorp Dimension

Managed Services
Managed Services is a strategic business enabling SimCorp to deliver customers a more efficient and simple way to run and operate SimCorp Dimension.
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Positioning Matrix

Business Criticality

Complexity Level of Application
Application knowledge needed to operate

- **Micro Vertical**
  Specialised sourcing for business critical applications with high complexity level. systems are combined with services to form optimized solutions, offered by companies having deep knowledge of the application.

- **Basic Hosting**
  Applications with low complexity and low business critically can be hosted with hosting partners offering generic hosting services.
## SimCorp Managed Services stack

<table>
<thead>
<tr>
<th>Business Services</th>
<th>• Services linked closely to the clients business, that will enable client to focus on selected key work tasks.</th>
</tr>
</thead>
<tbody>
<tr>
<td>Application Management</td>
<td>• Services leveraging key SimCorp capabilities in helping clients getting the full value from of the SimCorp Dimension software.</td>
</tr>
<tr>
<td>Application Operation</td>
<td>• Services built on top of operational services closely linked to the basic hosting.</td>
</tr>
<tr>
<td>Hosting</td>
<td>• Services with a high level of standard IT operations. This component is accordingly sourced from a partner.</td>
</tr>
</tbody>
</table>
Strategic Product Development

SimCorp Capital Markets Day 2013

Speakers:
Marc Schröter, SVP Head of Strategic Research
James Carter, Head of Back Office Domains
Matthew Reid, Domain Manager Order Management
Position
Statement
Position statement – target segments

Solutions for

• Asset Owners, Asset Managers and Asset Servicers

• Main operating models

• Top market tiers

In-house operations versus outsourcing

In-house

Outsourced

Asset owners
(Pension, insurance, sovereign wealth, endowments...)

Asset managers
(Institutional, retail funds, hedge funds...)

FO investments
• ALM / Asset allocation
• Investments decisions
• Order execution

MO investment controlling
• Data management
• Investment controlling
• Reporting

MO investment operations
• Transaction processing
• Asset services
• Investment accounting

BO administration
• Fund administration
• GL accounting

Asset servicers
(TPAs, custodians, fund administrators...)
### Estimated distribution of SimCorp clients

<table>
<thead>
<tr>
<th>SimCorp clients AuM</th>
<th>Target operating model</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>Inhouse operation</td>
</tr>
<tr>
<td>System Strategy</td>
<td></td>
</tr>
<tr>
<td>Integrated</td>
<td></td>
</tr>
<tr>
<td>Core + add on</td>
<td></td>
</tr>
<tr>
<td>Best of Breed</td>
<td></td>
</tr>
<tr>
<td>Total</td>
<td>88%</td>
</tr>
</tbody>
</table>

#### Distribution of clients

- Pension/Insurance: 21%
- Asset Management: 48%
- Administrators: 24%
- Other: 7%

### Asset management

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### Pension/Insurance

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<tr>
<td>Total</td>
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Estimated distribution of total market

<table>
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<tr>
<th>System Strategy</th>
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<th>Outsourced operation</th>
<th>Total</th>
</tr>
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<tr>
<td>Integrated</td>
<td></td>
<td></td>
<td>26%</td>
</tr>
<tr>
<td>Core + add on</td>
<td></td>
<td></td>
<td>33%</td>
</tr>
<tr>
<td>Best of Breed</td>
<td></td>
<td></td>
<td>32%</td>
</tr>
<tr>
<td>In-house build</td>
<td></td>
<td></td>
<td>10%</td>
</tr>
<tr>
<td><strong>Total</strong></td>
<td>72%</td>
<td>28%</td>
<td>100%</td>
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<tr>
<td>In-house build</td>
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<td></td>
<td>5%</td>
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<tr>
<td><strong>Total</strong></td>
<td>69%</td>
<td>31%</td>
<td>100%</td>
</tr>
</tbody>
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Source: SimCompass survey 2012

SimCorp clients AuM

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<tr>
<td>Integrated</td>
<td></td>
<td></td>
<td>30%</td>
</tr>
<tr>
<td>Core + add on</td>
<td></td>
<td></td>
<td>37%</td>
</tr>
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<td>Best of Breed</td>
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<td></td>
<td>32%</td>
</tr>
<tr>
<td><strong>Total</strong></td>
<td>88%</td>
<td>12%</td>
<td>100%</td>
</tr>
</tbody>
</table>

Source: CutterResearch interviews with member firms.
Position statement – Solution Scope

• Front, middle and back office operations
• All asset classes and instruments
• Master version of position and transaction data
• Integration to other enterprise components and external parties
• Analytics and reporting
Position statement

Traditional structure
• Multiple book of records and security master files
• Multiple valuation and key ratio models
• Disrupted workflows
• Integration and reconciliation

Front office
• Portfolio construction
• Pre-trade compliance
• Order and execution management

Middle office
• Trade processing
• Asset services
• Post-trade compliance
• Risk management
• Performance measurement
• Client reporting

Back office – Accounting
• Fund NAV
• Portfolio accounting

Back office – Settlement
• Settlement

Trading book of records (TBOR)
Investment book of records (IBOR)
Accounting book of records (ABOR)
Settlement book of records (SBOR)
Position statement

SimCorp solutions

• One consistent BoR with alternative views for front office, middle office and back office

• One security master file

• One consistent valuation and key ratio model

• Integrated workflows

• No need for internal integration and reconciliation
## SimCorp Dimension solutions

<table>
<thead>
<tr>
<th>Software strategy</th>
<th>Target operating model</th>
<th>In-house operations</th>
<th>Outsourced operations</th>
<th>In-sourced operations</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td></td>
<td>FO-MO-BO</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Integrated</td>
<td></td>
<td>FO-MO</td>
<td></td>
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<tr>
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<td></td>
<td>MO-BO</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Core + add-on</td>
<td></td>
<td>FO-MO</td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td></td>
<td>MO-BO</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Best of breed</td>
<td></td>
<td>BO / ACC</td>
<td></td>
<td></td>
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- **Integrated**: 26%
- **Core + add-on**: 33%
- **Best of breed**: 32%

- **72%** for FO-MO-BO
- **28%** for MO-BO

Overview trends and priorities

- **Business challenges**
  - New products & services
  - Regulation
  - Risk management
  - Client services
  - Operational efficiency

- **Strategic features**
  - Alternatives & XpressInstr.
  - Central clearing
  - Collateral
  - Compliance
  - Data warehouse
  - Client reporting
  - Derivatives processing
  - Fund & PF STP
  - Overview & exceptions
  - System ops
  - PF rebal & execution
  - F2B integration

- **Architectural concepts**
  - OTC derivatives manager
  - Alert fwk
  - Service fwk
  - Advanced analytics & SDL
  - User experience
  - Period closure
  - Dashboard fwk
  - Data entities
Key strategic initiatives
- CCP & Derivatives processing
Why focus on derivatives processing?

**OPPORTUNITIES**

- Regulation is the driver
- Pressure on (profit) margins implies pressure to optimise costly processes

**IMPACT**

- Compelling event for central counterparty clearing solution
- Leverage exchange traded derivatives solution
- Increased Collateralisation
  - 3 fold increase in CSA agreements
  - 9 fold increase in margin events
What do our clients need to adhere to?

1. To increase transparency:
   - Register details of all OTC contracts (not only cleared) in a Trade Repositories - accessible to supervisory authorities. (Reconciliation)

2. To reduce counterparty credit risk:
   I. Capital requirements and price disclosure
   II. Mandatory CCP-clearing for **standardised** contracts (OTC Derivatives manager)
   III. Risk mitigation standards for contracts not cleared by a CCP (e.g. exchange of **collateral**)

3. To reduce operational risk:
   - Electronic and timely **confirmation** of the terms of OTC derivatives contracts. (**MarkitSERV** integration)
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Derivatives opportunity

- Securities Position Keeping
- ODM - CDS - IRS - FX NDF
- CCP, Central Counterparty Clearing
- Bilaterals
- ETDs
- Exotics (Xpress)
- Full Derivatives Processing in SCD

Instrument Coverage

Additional Functionality

Derivatives Processing

Securities

Position

Keeping

CCP, Central Counterparty Clearing

ODM - CDS - IRS - FX NDF

Bilaterals

ETDs

Exotics (Xpress)

Full Derivatives Processing in SCD
SimCorp Dimension solution

1. **Simulate Telephone Trade**
   I. Interest Rate Swap
   II. To hedge 15,000,000 EUR Exposure
   III. Buy 6 month EURIBOR for 10 years
   IV. From JP Morgan
   V. Cleared on London Clearing House
   VI. Using MarkitSERV as the electronic confirmation platform

2. **Simulate Correction to Trade**

3. **Manage Collateral Inventory**
   I. Simulate Margin call during the clearing process.
   II. Deliver additional cash collateral

---

**Buy 6M Euribor? 10 Years?**

**1.80%**
Demonstration of derivatives processing
Key strategic initiatives
- User Experience
Exception-driven user experience

SimCorp Dimension of yesterday  
System-centric

- User has to monitor for problems
- User must open multiple windows

SimCorp Dimension of tomorrow  
User-centric

- User focuses on exception handling
- User is notified of exceptions
New manager app concept

SimCorp’s solutions portfolio

Data Management
Client Relationship Management
Investment Management
Investment Controlling and Performance
Asset Services
Investment Accounting
Fund Processing
General Ledger Accounting
Reporting Management

Financial Instruments
Business Foundation
Technical Foundation

Configurable dashboard
Alerts Inbox
Solution-specific tools
Mix online operational analytics with KPIs and overview data
Key strategic initiatives
- Operational efficiency
Fund STP

• High degree of **automation**
• Fund-wise management to enable **flexibility**
• Parallel processing increases **scalability**
• Independent fund processing **increases efficiency**
• Embedded validation controls in the flow **reduces operational risk**
• Error monitor provides **better overview**

"The NAV process of the evening funds is after the implementation of the Fund STP now **ready around an hour before** the previous setup. The system runtimes for the different fund flows has been reduced in the area up to **50 pct.** The more fund-of-fund constructions, the greater the benefits".

Ulrik Modigh
Head of Asset Management Operation
Nordea, Products & Operations
Portfolio STP

Why did we do it for funds?

- Higher degree of automation
- Fund-wise management to enable flexibility
- Parallel processing increases scalability
- Independent fund processing increases efficiency
- Embedded validation flow control reduces operational risk
- Error monitor provides better overview

We will do the same for portfolios

- But the portfolio world have various structures
  - Portfolio groups
  - Portfolios
  - Portfolio segments

+ Separate INDEPENDENT workflows per day
Trade processing dashboard

USPs

• Strengthens the integrated system USP by showing **all information in one place**.
  • Across Asset Classes
  • Across Custodians/Brokers
  • Across third party settlement and matching utilities

Compelling Events

• Every existing clients will benefit from a trade processing dashboard
• Increase the target user pool to include management
  • Win credibility and trust with new clients
  • Increase loyalty with existing clients
• Remove the need for clients to build their own dashboards.

“We use 50 different Transaction Status screens – I need a consolidated overview”

– client statement at IUCM 2012
Demonstration of trade processing dashboard

Trade processing dashboards.wrf
Key strategic initiatives
- Data Warehouse & Client Reporting
Reporting Solutions

Operational reporting
Custom data selection framework for widgets
Dashboards as stand alone product
Improved export to Excel and PPT

Data warehousing
Data consolidation
Quality assurance
ETL job scheduling
Industry data models

Report Book Manager
Scheduling and monitoring
Report and dashboard design
Document management
Distribution and publication
Web reporting – Client self service
Key strategic initiatives
- Front office
Front Office

- Role based manager applications
  - Asset Manager, Order Manager and Compliance Manager
- Portfolio management, Order generation, pre-trade validation, execution, post-trade compliance
Front office timeline

- **5.0-5.1**: Pilot clients
- **5.2-5.3**: Client migrations
- **5.4-5.5**: Client migrations + Maturing
  - Workflows
  - Instruments
  - Analytics
  - Differentiators
  - Risk/performance
- **5.6-5.7**: Insurance
  - Accounting PnL
  - Tax lots
  - Instruments
  - Commissions

Timeline:
- 2011
- 2012
- 2013
- 2014
Front Office Solution Overview

- Portfolio Management
- Embedded pre-trade compliance
- Powerful simulation tools

- Compliance officer
- Efficient rule creation
- Dashboard and alerts

- Centralised dealing desk
- Cross asset connectivity
- Broker strategies
Demonstration of front office

MTR_CapMar_Demo_Edited.wrf
Summary

Position statement
- Asset Owners
- Asset Managers
- Asset Servicers
- F2B process coverage
- All asset classes
- Book of records
- Modular

Main drivers
- New products and services
- Regulation
- Risk & Compliance
- Client services
- Processing efficiency

Key strategic features
- CCP and derivatives processing
- User experience
- Operational efficiency
- Data warehouse and client reporting
- Front office
Agenda

• The Mission
• An Update
• The Market
• Our Clients
• The Plan
• Q&A
The Mission
Strategic direction - Go west

Grow West !!!
Relative AUM by Market

![Relative AUM by Market Chart]

- **DE**: SC AuM and AuM are close to zero, with a market share of approximately 0%.
- **US**: SC AuM is around 10,000 nEUR, AuM is around 25,000 nEUR, with a market share of close to 50%.
- **UK**: SC AuM is around 10,000 nEUR, AuM is around 5,000 nEUR, with a market share of close to 20%.
- **FR**: SC AuM and AuM are close to zero, with a market share of approximately 0%.

*SimCorp*
Since last we met

- New clients
- Expanded footprint
  - Staff
  - Structure
- Successful “go-lives”
- Altered market sentiment
- Increased brand awareness
## Media share of voice 2012

<table>
<thead>
<tr>
<th>Press Coverage</th>
<th>SimCorp</th>
<th>Advent</th>
<th>Eagle</th>
</tr>
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<tbody>
<tr>
<td></td>
<td>916</td>
<td>826</td>
<td>140</td>
</tr>
</tbody>
</table>
The Market
SimCorp polls:

Creating awareness on buy-side system challenges

Can your current accounting system(s) support your entire book of business?

- Yes: 55%
- No: 45%

Are you confident that your current accounting system(s) can accurately record all events in the transaction lifecycle (including values related to OTC derivatives)?

- Confident: 44%
- Not Confident: 56%

Do you believe position data should be consolidated in a single accounting system across your entire book of business to increase accuracy and ease of client reporting?

- Yes: 90%
- No: 10%

45% indicate the entire book of business is NOT supported by their current system(s).

56% are NOT confident in the accuracy of their accounting systems.

90% believe YES, position data should be consolidated in ONE accounting system across the entire book of business.
The Market
Our Clients
Our Clients

• United States and Canada
• Cross sub vertical representation
• Geographically diverse
• Top institutions in their sector
• Key focus point
• The foundation of our future
North American User Summit
Net Promoter Score (NPS)
Healthcare of Ontario Pension Plan
Cover story, Markets Media

47.4B in AUM, 17.1 % returns, FY 2012

“We invested in a system to send and receive collateral to reduce counterparty credit exposure... If a counterparty owes us money we get collateral from them, and if we owe them money they get collateral from us. So exposure is brought down to essentially zero every day. We’ve invested in the systems and capabilities to manage very tight.”

Jim Keohane, CEO, Healthcare of Ontario Pension Plan
The Plan
The Plan

• Focus
• Qualify
• Sub verticals
• Client satisfaction & strategic engagement
• Implementation success
• Name recognition
• Staff development
SimCorp Dimension
Our Company
SimCorp’s Corporate Values

We are Determined

Enthusiastic

and Perform with Integrity

- Together
Insurance Market Share

Clients

40%  
49%  
28%  
30%

SimCorps Market Share Leads to Visible Market Saturation

*^ Market Shares by Assets under Management ^*

Funds Market Share

Clients

66%  
40%  
20%  
42%