



# Presentation of SimCorp's Financial Review, Q3 2010

# Q3 2010: Agenda

- Q3 2010 at a glance
- Financial review of 9M 2010
- Outlook





Q3 2010 at a glance



# Financial highlights Q3 2010

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- Orders
  - Order inflow for ILF is delayed
  - Order inflow (licence) of EUR 3.6m – (up EUR 1.1m y/y)
  - Order book EUR 16.2m
    - Reduced EUR 1.4m since Q2 2010
    - EUR 0.3m higher than end of Q2 2009
- Pipeline to support expected order inflow
- Number of employees is 1,128
  - Up 9 during Q3
  - Up 35 during last 12 months

## Financial highlights – 9M 2010

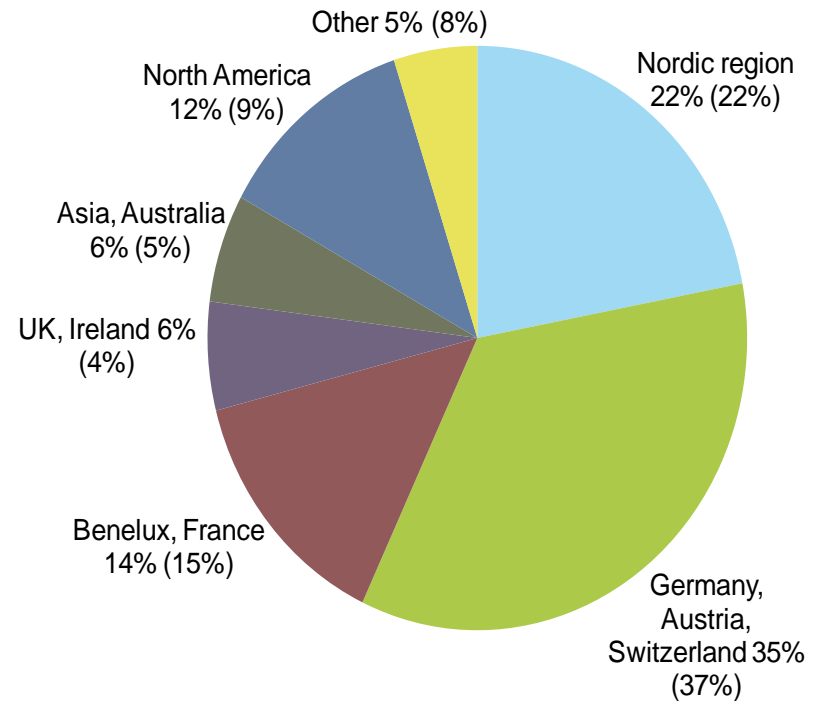
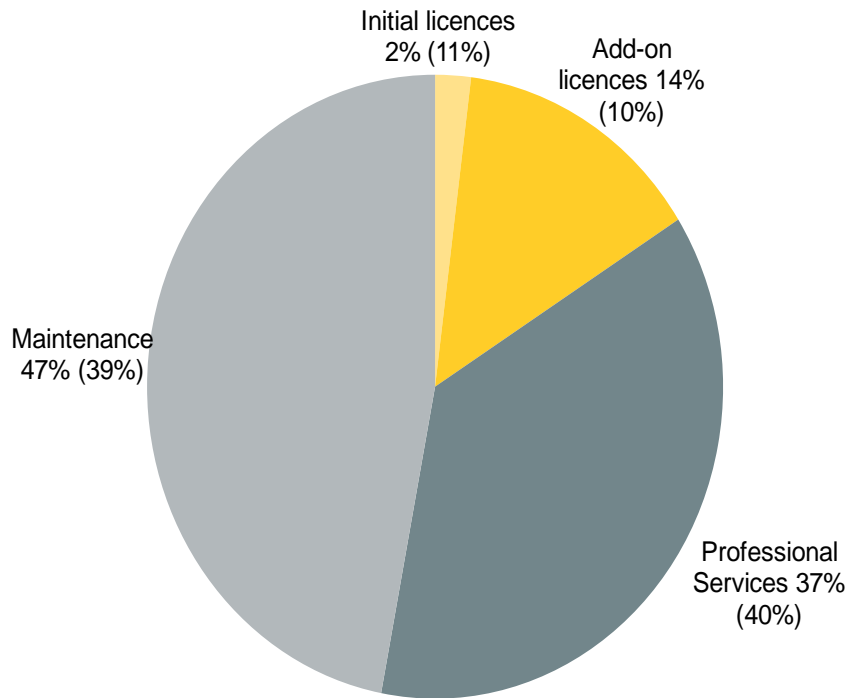
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- Top-line EUR 123.5m (unchanged y/y)
  - Maintenance EUR 57.5m (up 20% y/y)
  - Professional services EUR 43.7m (down 5% y/y)
  - Licence EUR 19.9m (down 24% y/y)
- EBIT EUR 9.4m (down EUR 9.2m y/y)
- EBIT margin 7.6% (15.0%)
- Secured on contract (FY2010) EUR 159.4m (up EUR 6.5m y/y)

## Financial Review of Q3 2010

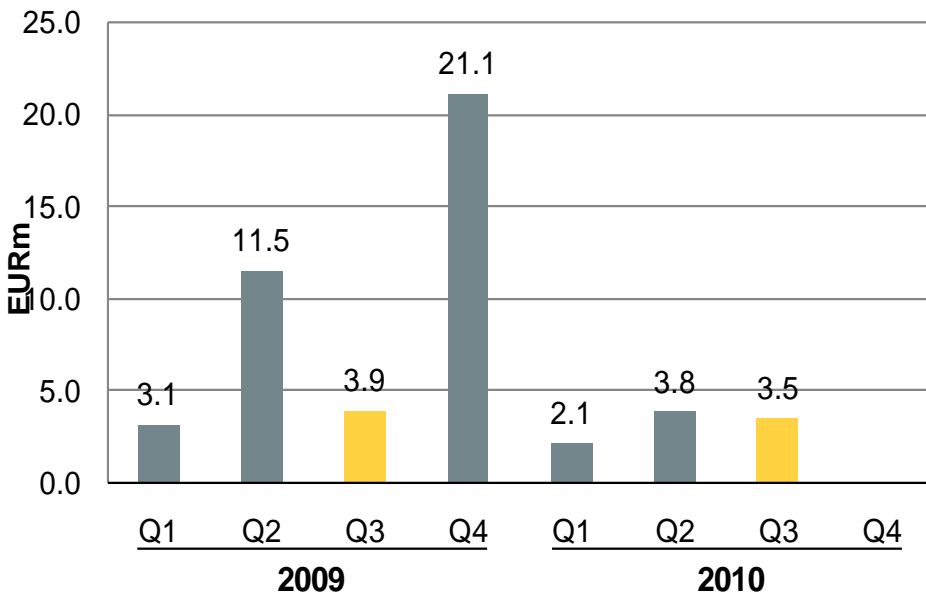


# Revenue analysis, 9M 2010 (2009)

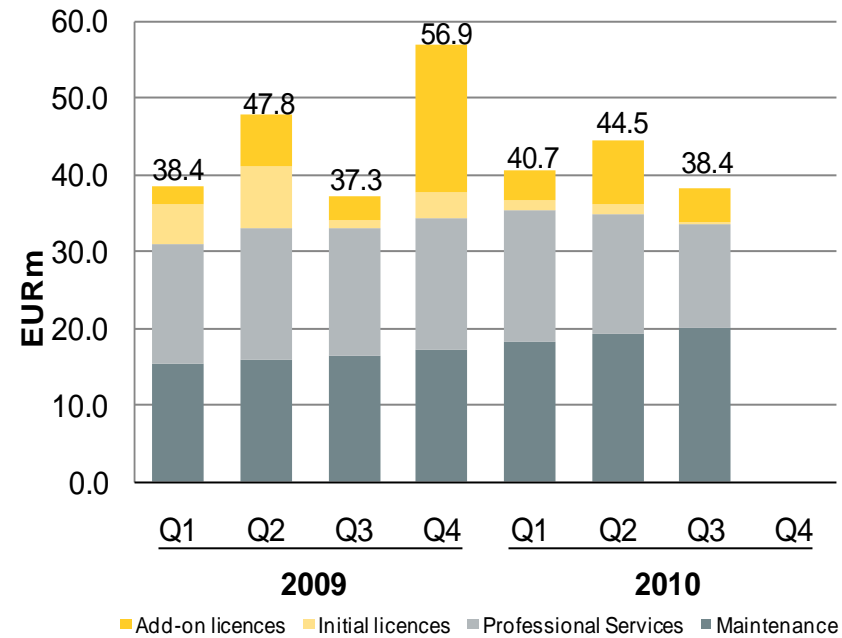


# EBIT and revenue per quarter, 2009-2010

## EBIT



## Revenue





# Customers 2010


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## New customers 2010

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Q1  'UK Asset Manager'

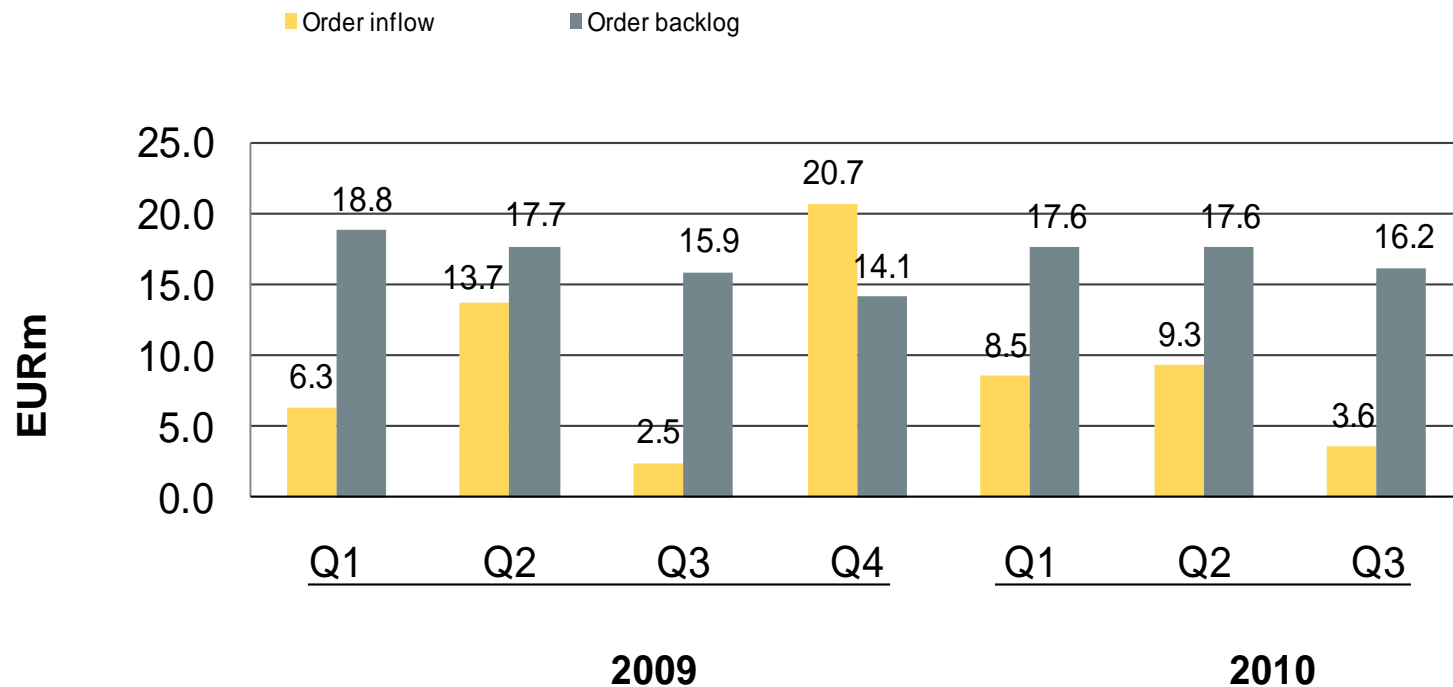
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Q2  'US Asset Manager'

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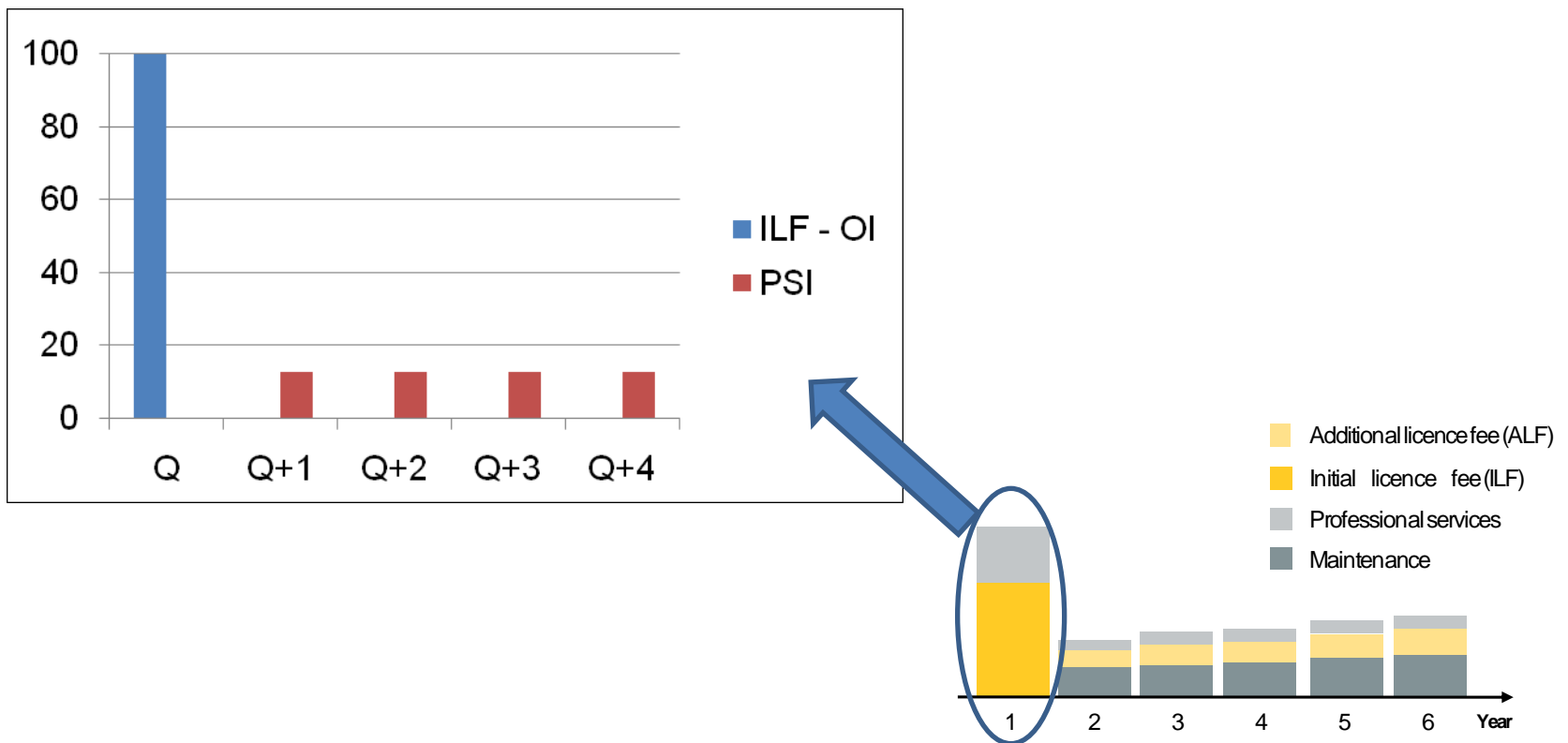
Q3

# Licence, order inflow and order backlog

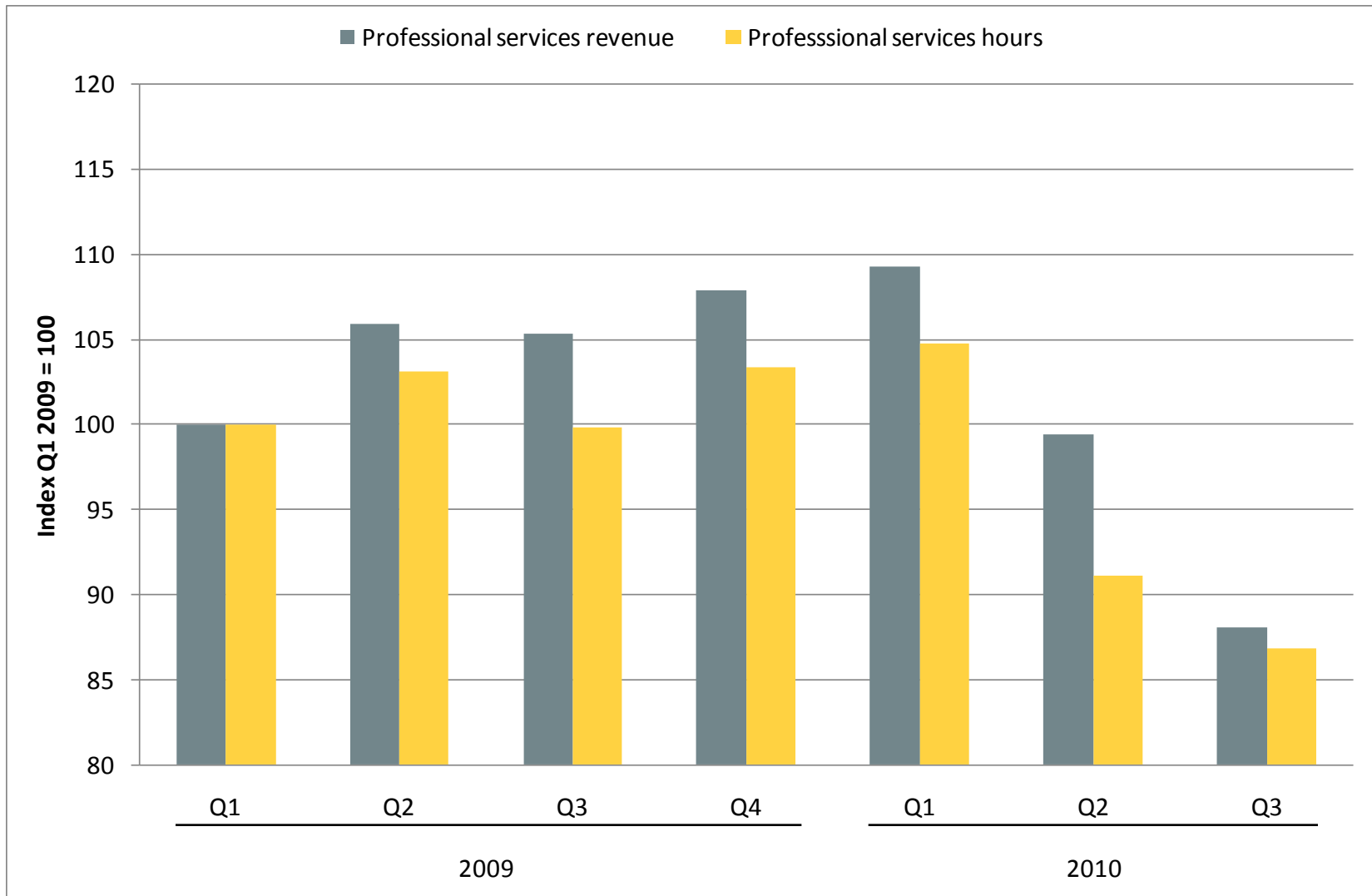


# Activity for Professional services partly related to new contracts

New contracts generate stable professional services for 6 to 18 months after the contract is signed.



# Professional services revenue and hours indexed Q1 2009 = 100



## Cost structure, 9M 2009-2010

(EURm)	<b>Costs 2010</b>	Share of consolidated costs 2010	Costs 2009	Change relative to 2009
Sales and distribution cost	18.2	16%	13.8	33%
Cost of sales	51.9	45%	47.5	9%
Research and development costs	35.0	31%	34.7	1%
Administrative expenses	9.1	8%	9.0	0%
<b>Total</b>	<b>114.2</b>	<b>100%</b>	<b>105.0</b>	<b>9%</b>

# Headcount

Headcount	Q3 2010	Q2 2010	Growth
Market Units	478	471	7
Development units	421	417	4
Market support and corporate units	229	231	-2
Total	1.128	1.119	9

# Cash flow

(EUR'000)	<b>Q3 2010</b>	Q3 2009	9M 2010	9M 2009	2009
Net cash flow from operating activities	8,986	805	23,031	19,377	37,006
Net cash flow from/(used) in investing activities	-429	-341	-2,158	-1,204	-1,025
Net cash from operating and investing activities	8,557	464	20,873	18,173	35,981
Net cash from/(used) in financing activities	-4,278	9	-25,641	-17,323	-17,391
Change in cash and cash equivalents	4,279	473	-4,768	850	18,590
Cash and cash equivalents at period end	39,733	26,515	39,733	26,515	44,305

## Balance sheet

(EUR'000)	<b>30.09.10</b>	31.12.09	30.09.09
Intangible assets	2,093	3,091	3,454
Property, plant and equipment	9,012	9,341	9,502
Other non-current assets	10,850	7,617	8,955
Current assets	79,088	96,341	71,942
<b>Total assets</b>	<b>101,043</b>	<b>116,390</b>	<b>93,853</b>
Equity	60,227	75,654	61,263
Non-current liabilities	2,800	3,246	2,670
Current liabilities	38,016	37,490	29,920
<b>Total liabilities and equity</b>	<b>101,043</b>	<b>116,390</b>	<b>93,853</b>
Number of treasury shares at DKK 10 each	131,727	82,576	82,921
Treasury shares market value	15,402	10,819	11,614

Days of sales outstanding are 41 per 30.09.2010 (49 per 30.09.2009)



## Financial highlights - 9M 2010

EURm	2010	2009	Change
Total revenue	123,5	123,5	0,0
EBIT	9,4	18,6	(9,2)
Financial items	(1,8)	(0,6)	(1,2)
Profit before tax	7,6	18,0	(10,4)
Profit for the period	4,9	13,2	(8,3)
Total assets	39,7	26,5	13,2
Total equity	60,2	61,3	(1,1)
Basic earnings per share of DKK 1 - EPS (EUR)	0,11	0,29	(0,18)
Cash flow per share of DKK 1 – CFPS (EUR)	0,51	0,43	0,08
EBIT margin (%)	7,6	15,0	(7,4)
Return on equity, ROE (%)	10,1	25,5	(15,4)
Equity ratio (%)	59,6	65,3	(5,7)

## Financial highlights - Q3 2010

EURm	2010	2009	Change
Total revenue	38.4	37.3	1.1
EBIT	3.5	3.9	(0.4)
Financial items	(0.3)	0.7	(1.0)
Profit before tax	3.2	4.6	(1.4)
Profit for the period	2.5	3.0	(0.5)
Total assets	101.0	93.9	7.1
Total equity	60.2	61.3	(1.1)
Basic earnings per share of DKK 1 - EPS (EUR)	0.05	0.07	(0.02)
Cash flow per share of DKK 1 – CFPS (EUR)	0.20	0.02	0.18
EBIT margin (%)	9.0	10.5	(1.5)
Return on equity, ROE (%)	16.1	20.3	(4.2)
Equity ratio (%)	59.6	65.3	(5.7)

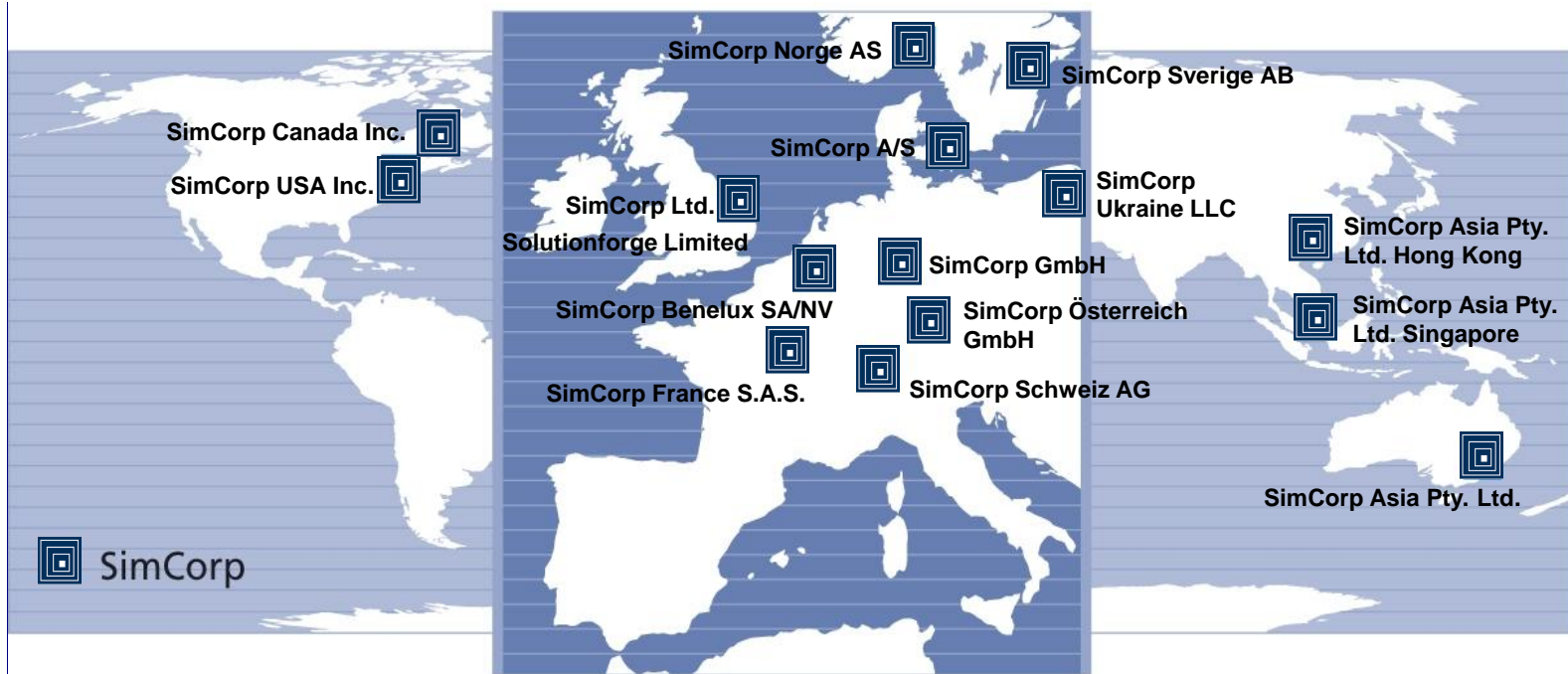
## Company news and outlook



# Major activities

## Opening of new offices:

- Luxembourg
- Toronto



# Outlook Revenue 2010

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- Net revenue growth of 5% to 10% (including impact from currency rates)
- Overall business growth of around 10% (including impact from currency rates)
- EBIT margin of 20% to 22% (including impact from currency rates)

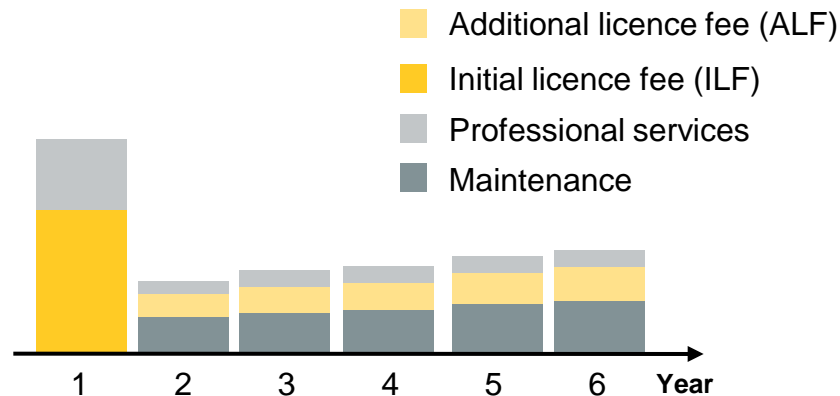
## Currency exchange rates:

Assuming that the prevailing exchange rates for SimCorp's key currencies to EUR stay at the same level for the remainder of 2010

- Revenue growth rates positively influenced by around 2.5 percentage points and EBIT-margin with 1 percentage point

# Outlook Order inflow 2010

- Total licence order inflow expected to be higher than in 2009:
  - Expected ALF in Q4 around same level as Q4 of 2009
  - Expected ILF licences for FY2010 of EUR 10m-20m
- Secured on contract 2010, as at end of Q3 2010: EUR 159m (4% y/y)



QUESTIONS?



[www.simcorp.com](http://www.simcorp.com)