

Financial Report H1 2012



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The turmoil in the global financial markets with significantly increased volatility can potentially impact SimCorp's customers, leading to lower earnings and prolonged decision processes for investments in new software which can have a negative impact on SimCorp's revenue.

High level of business activity – but sales slipped into Q3...

- H1 2012 at a glance
- Financial review of H1 and Q2 2012
- Outlook










H1 2012 at a glance



H1 2012

- H1 was, from an activity perspective, satisfactory
- Professional services and maintenance activities continued at a high level
- Financially H1 is negatively impacted by signatures on new sales deals expected in Q2 slipping into Q3
- Strong performance in the important North American growth market
- As of 1 July 2012 signed revenue for the year has increased to EUR 163.9m – an increase of EUR 2.6m compared to same period last year
- EUR 5m share buyback completed as planned – additional share buyback of EUR 10m to be executed in the period up until the release of Annual Report 2012

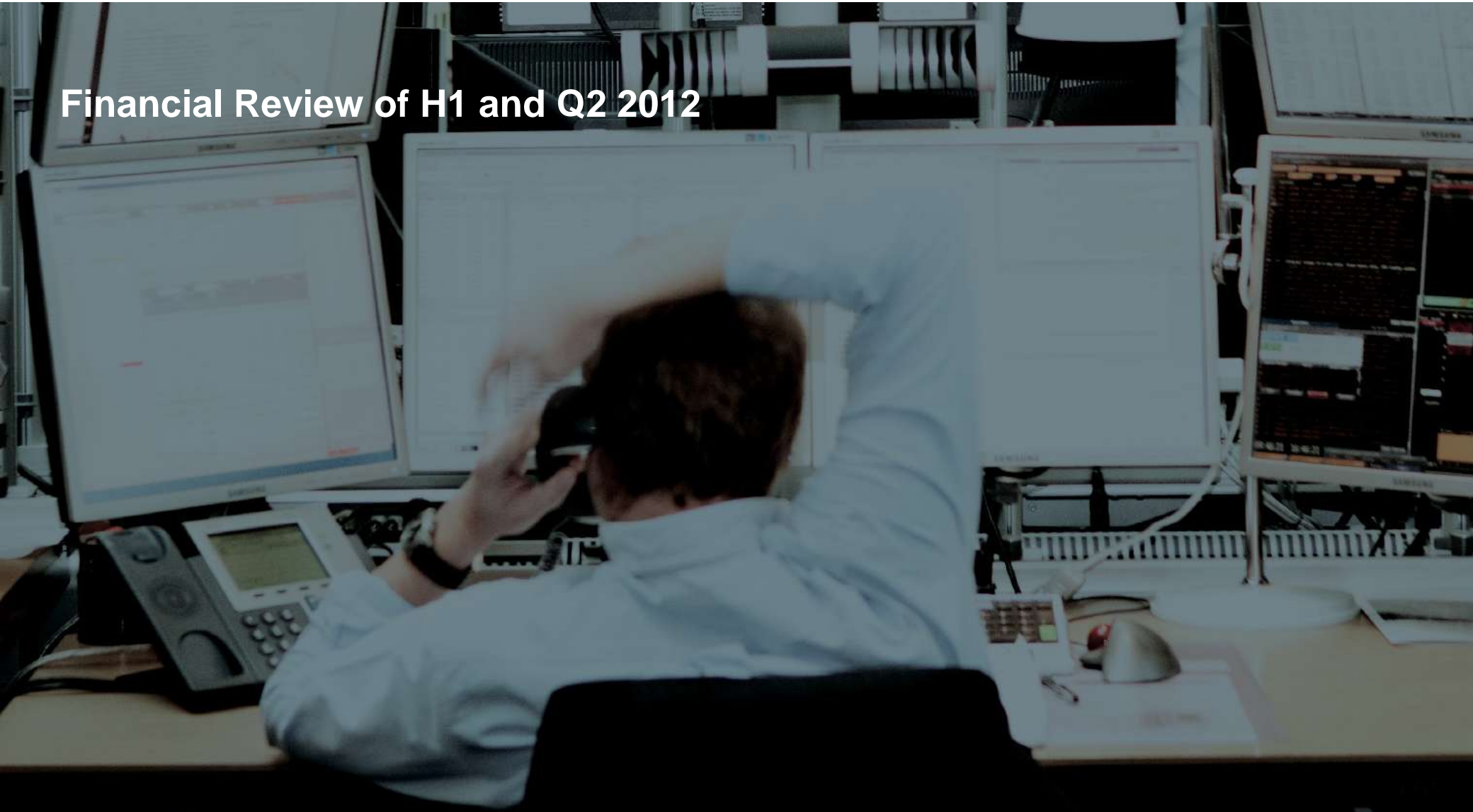
2012 – 5 new customers so far

Q1	 	Bank of Montreal (Company Announcement)
Q2		EuroFima
Q3	 	<i>North American Bank (Company Announcement)</i>
		<i>US Asset Manager</i>
		<i>Swiss Asset Manager</i>

Financial highlights

- Top-line H1 EUR 93.1m (up 5.1 % y/y)
 - Maintenance EUR 48.7m (up 11.6% y/y)
 - Professional services EUR 33.3m (up 18.4% y/y)
 - Licence EUR 9.8m (down 38.7% y/y)
- Total costs EUR 80.8m (up by 10.1% y/y)
- EBIT EUR 12.3m (EUR 3.0m lower y/y)
- EBIT margin 13.2% (17.2%)
- Number of employees end of H1 is 1,115 – (up by 53 y/y)
- Share buyback in H1 2012: EUR 15.2m
- Secured on contract (FY2012) EUR 163.9m (up EUR 2.6m y/y)
- Operating cash flow EUR 21.3m – (up EUR 2.9m y/y)

Financial Review of H1 and Q2 2012

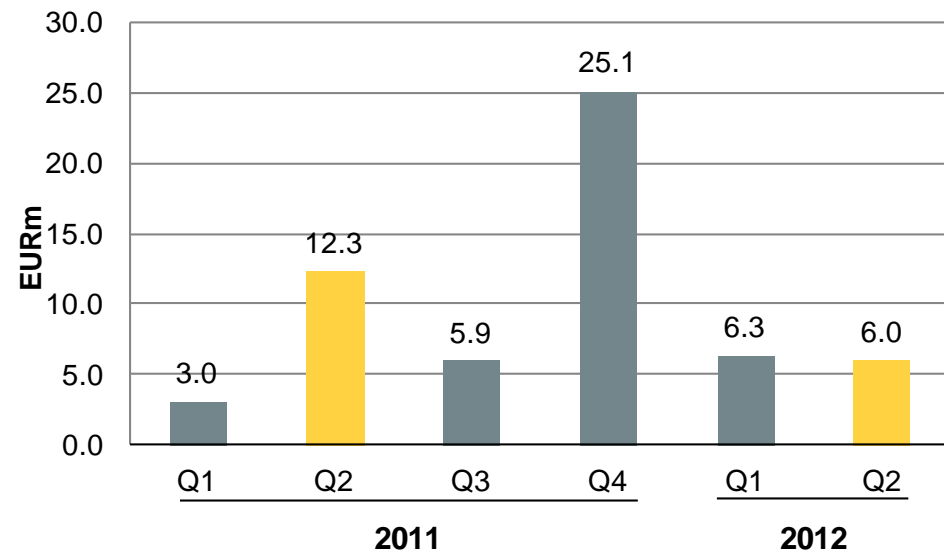


Financial highlights

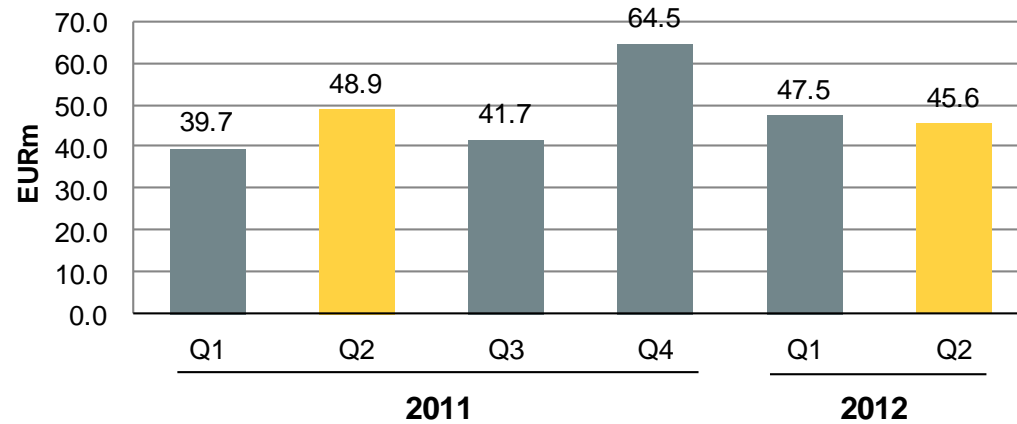
EURm	2012 6M	2011 6M	Change %	2012 Q2	2011 Q2	Change %
Total revenue	93.1	88.6	5.1%	45.6	48.9	(6.8%)
EBIT	12.3	15.3	(19.6%)	6.0	12.3	(51.3%)
Financial items	(0.3)	(0.6)	(46.5%)	(0.0)	(0.4)	(102.3%)
Profit before tax	12.0	14.7	(18.4%)	5.9	11.9	(50.5%)
Profit for the period	8.7	10.8	(19.4%)	4.3	8.8	(51.2%)
Total assets	101.6	105.4	(3.6%)	101.6	105.4	(3.6%)
Total equity	63.3	64.1	(1.2%)	63.3	64.1	(1.2%)
Basic earnings per share DKK 1 - EPS (EUR)	0.20	0.24		0.10	0.20	
Cash flow per share DKK 1 - CFPS (EUR)	0.54	0.41		0.14	0.09	
EBIT margin (%)	13.2	17.3		13.1	25.1	
Return on equity, ROE (%)	22.8	30.5		27.8	57.5	
Equity ratio (%)	62.4	60.8		62.4	60.8	
Receivables days outstanding	44.0	48.0		45.0	43.0	

EBIT and revenue per quarter

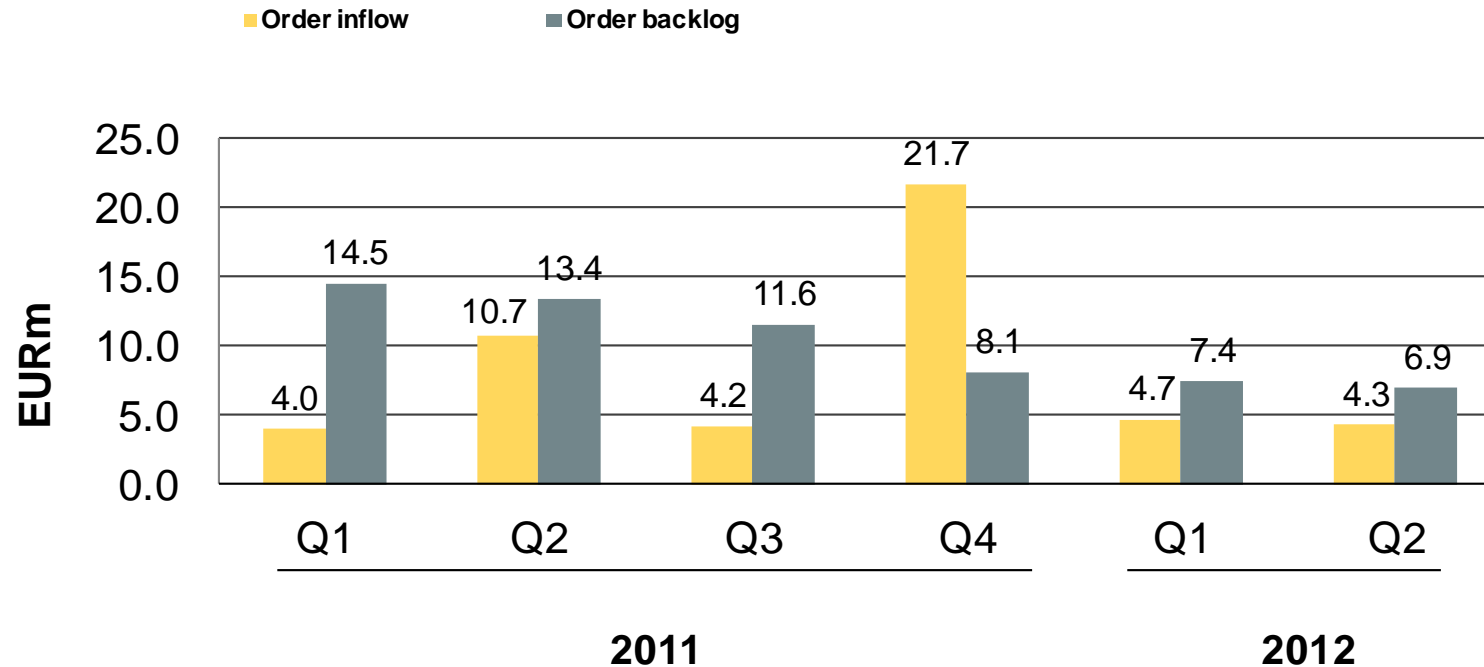
EBIT



Revenue



Order inflow and order backlog – total licence

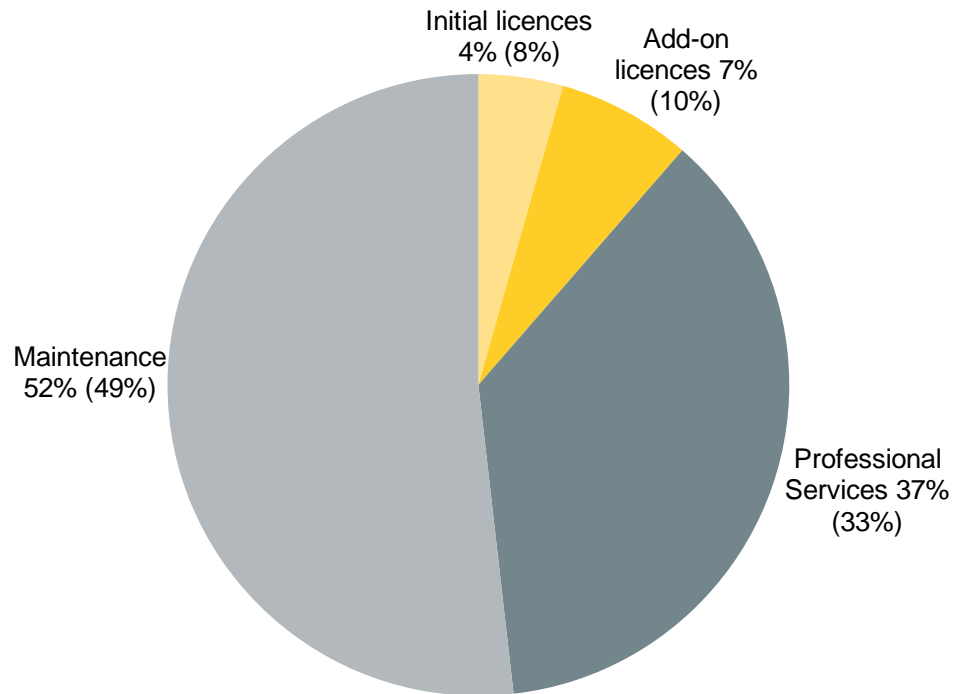


- Order inflow in H1 lacking larger ILF deals – expected in H2
- However, ALF also at a somewhat lower level as no larger ALF order has been signed in 2012 yet – but as an example, new solutions for specific new mandatory requirements launched (CCP) will drive ALF

Financial result

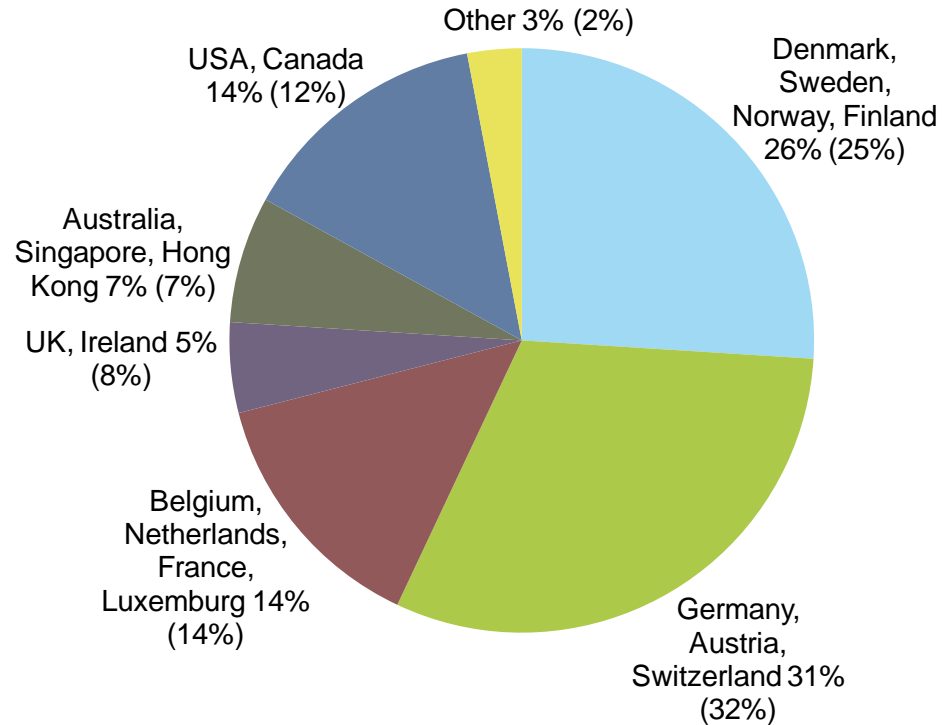
(EURm)	2012 6M	2011 6M	Change %	2012 Q2	2011 Q2	Change %
Licence	3.2	7.3	(56.3%)	0.7	6.2	(89.3%)
Extra Sale	6.6	8.7	(24.2%)	4.0	5.5	(28.3%)
Professional Services	33.3	28.2	18.4%	15.7	14.6	7.7%
Maintenance	48.7	43.6	11.6%	24.6	22.0	11.6%
Revenue	93.1	88.6	5.0%	45.6	48.9	(6.8%)
Costs	80.8	73.3	10.1%	39.6	36.6	8.2%
EBIT	12.3	15.3	(19.5%)	6.0	12.3	(51.4%)
EBIT %	13.2	17.2	(23.4%)	13.1	25.1	(47.8%)

Revenue distribution, H1 2012 (H1 2011)



- The change of mix is mostly driven by lower license sales
- PS continues at a strong pace
- Maintenance showing strong development too

Geographical distribution of revenue, H1 2012 (H1 2011)



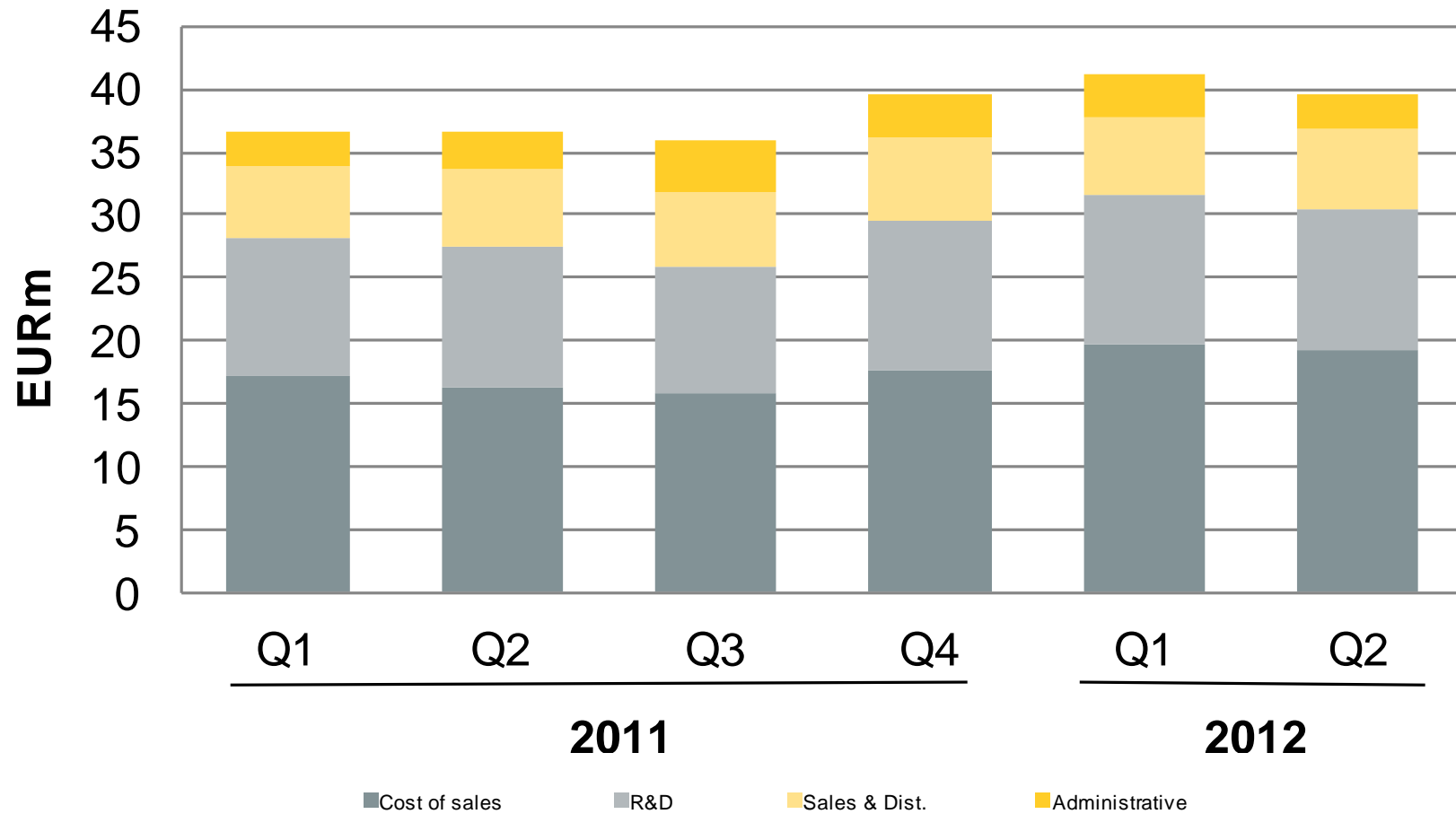
- The North American market continues to increase the relative share of total revenue

Costs

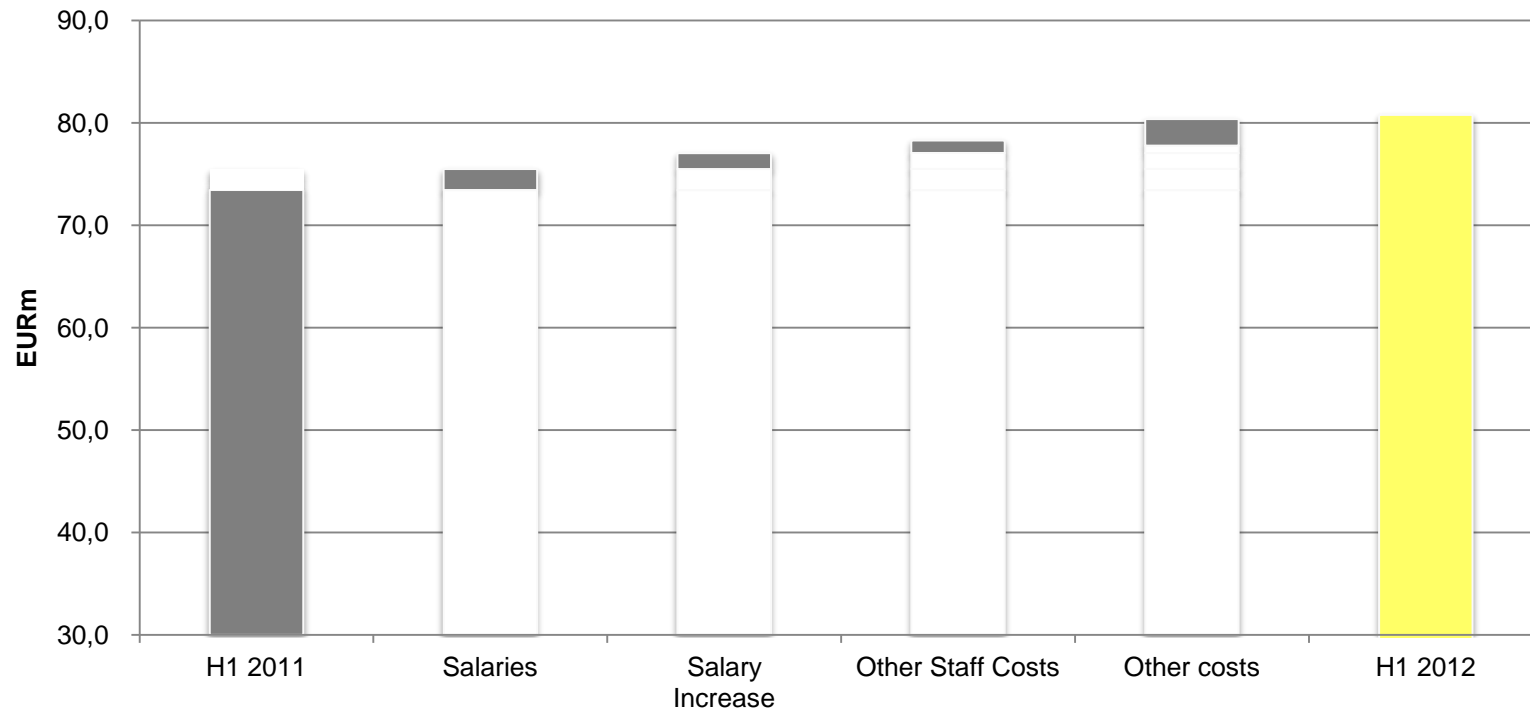
(EURm)	Costs 2012 6M	Costs 2011 6M	Change %	Costs 2012 Q2	Costs 2011 Q2	Change %
Sales and distribution cost	12.5	11.7	6.6%	6.3	6.1	3.4%
Cost of sales	38.9	33.4	16.6%	19.3	16.3	18.6%
Research and development costs	23.1	22.4	3.2%	11.2	11.3	(0.8%)
Administrative expenses	6.3	5.8	7.6%	2.8	2.9	(4.9%)
Total	80.8	73.3	10.2%	39.6	36.6	8.2%

- Cost increase driven by 5% more employees compared to last year – to match increased activity level within Professional services
- Currency impacting costs negatively by 2%

Costs per quarter



Cost development H1 2011 – H1 2012



- Cost increase mainly caused by the increased activity level in PS – leading to more employees
- General salary increase of 3% also impacts the costs

Headcount end of quarter

Headcount	2011				2012	
	Q1	Q2	Q3	Q4	Q1	Q2
Group total	1,084	1,061	1,091	1,118	1,134	1,115
Market Support	101	101	100	95	104	111
Development	408	395	414	427	428	416
Nordic	89	93	96	99	102	101
UK	63	63	64	67	66	63
Western Europe	78	76	76	81	82	78
Central Europe	153	146	145	142	139	141
North America	51	48	54	63	68	68
Asia	32	31	31	31	31	30
Corporate Units	109	108	111	113	114	107

- Stable development in FTEs
- Additional headcount to be added in North America during H2

Headcount does not include secondments between units

Currency impact

EUR 1,000	Revenue	Cost	Net	FX impact
EUR/DKK	48,391	53,205	-4,815	-70
NOK	4,172	2,299	1,873	63
SEK	5,294	1,887	3,408	19
USD	10,917	6,815	4,102	297
CAD	2,095	170	1,925	62
GBP	6,934	7,727	-792	-113
AUD	3,366	2,641	724	54
CHF	8,725	2,131	6,594	264
Other	3,171	3,906	-735	-64
Total	93,064	80,781	12,284	513

- To a large extent SimCorp is naturally hedged
- Impact on revenue positive in H1 2012 compared to H1 2011 – growth in LCY was 5% compared to 2.5% in EUR
- Impact on SimCorp's net result limited (0.5% points)

Balance sheet

(EUR'000)	30.06.12	30.06.11
Intangible assets	1,526	1,783
Property, plant and equipment	6,316	8,430
Other non-current assets	8,124	8,628
Current assets	85,610	86,567
Total assets	101,576	105,408
Equity	63,340	64,140
Non-current liabilities	3,778	3,123
Current liabilities	34,458	38,145
Total liabilities and equity	101,576	105,408
Number of treasury shares at DKK 10 each	237,880	200,865
Treasury shares market value	32,290	27,334

**Treasury shares valued at zero in the balance sheet*

Balance sheet

- Free cash flow remains strong and is expected to be so throughout the year
- Share buyback of EUR 2.1m executed during Q2 2012
- Cancellation of 1,000,000 shares of DKK 1 was executed during June by means of cancellation of treasury shares
- Additional share buyback of EUR 10m to be initiated in the form of a “Safe Harbour” programme through the period until the release of the 2012 results in February 2013

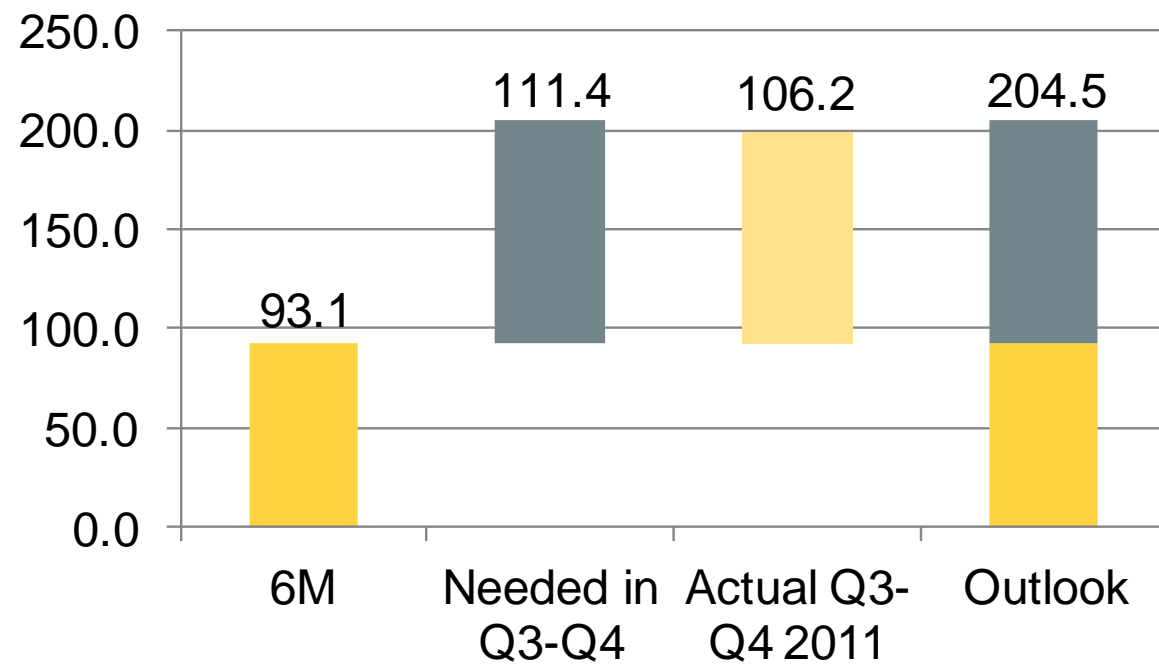
Outlook



Outlook 2012 – guidance maintained

	Q2 outlook	Q1 outlook	Initial outlook
Revenue growth, local currency	>5%	>5%	>5%
EBIT margin	>22%	>22%	>22%

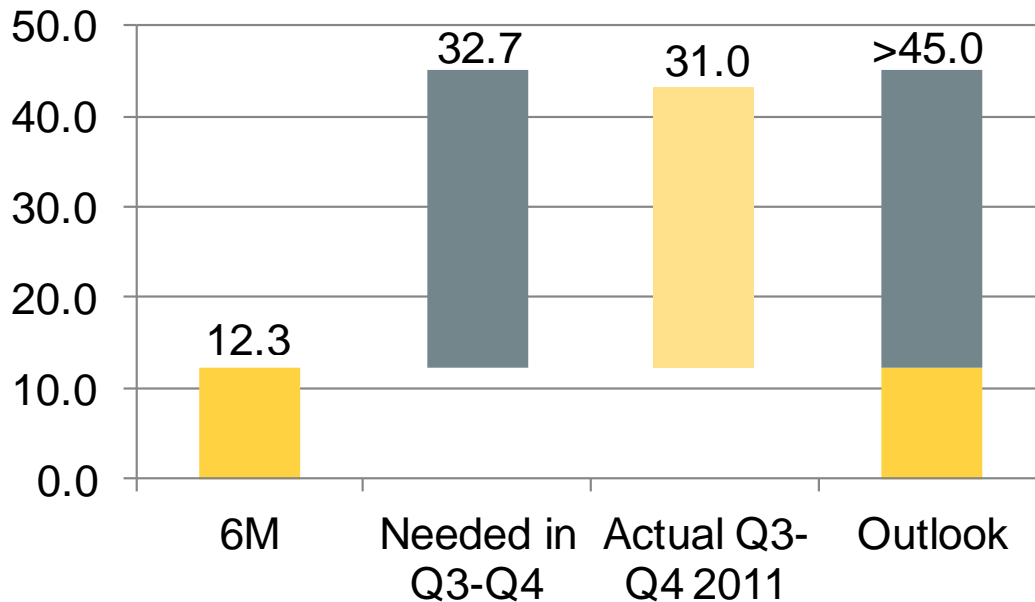
Walk to target – “how to translate the revenue guidance”



- Given the currency development it is likely that the “tail wind” from H1 will be maintained in H2 impacting the EUR nominated revenue positively
- Professional services expected to continue at H1 level
- Current pipeline supports the full year expectations

* Assuming a neutral impact from changes in currency exchange rates throughout 2012

Walk to target - EBIT guidance



- H1 negatively impacted by a lower result in Q2 compared to 2011
- High level of activities expected to lead to ILF orders in Q3 instead



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