Q3 2019 FINANCIAL REVIEW
COPENHAGEN, 15 NOVEMBER 2019

SimCorp
DISCLAIMER

This presentation contains certain forward-looking statements and expectations in respect of the 2019 financial year. Such forward-looking statements are not guarantees of future performance. They involve risk and uncertainty and the actual performance may deviate materially from that expressed in such forward-looking statements due to a variety of factors. Readers are warned not to rely unduly on such forward-looking statements which apply only as at the date of this announcement. The Group’s revenue will continue to be impacted by relatively few, but large system orders, and such orders are expected to be won at relatively irregular intervals. The terms agreed in the individual license agreements will determine the impact on the order book and on license income for any specific financial reporting period. Accordingly, license revenue is likely to vary considerably from one quarter to the next. Unless required by law or corresponding obligations SimCorp A/S is under no duty and undertakes no obligation to update or revise any forward-looking statement after the distribution of this document, whether as a result of new information, future events or otherwise.

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.

The slides shown in this presentation is part of the investor presentation and comments are given to the slides adding content that cannot be seen from the slides on a stand alone basis. The slides should thus not be viewed on a stand alone basis but together with the oral presentation given by management.
AGENDA

• Q3 2019 KEY HIGHLIGHTS
• Q3 2019 FINANCIAL REVIEW
• 2019 OUTLOOK
• STRATEGY
• Q&A
Q3 2019 AT A GLANCE

STRONG QUARTER

**Order intake**

EUR 19.1m

Up EUR 4.4m y-o-y. One new SimCorp Dimension and one new SimCorp Coric contract signed in Q3 2019

**Organic revenue growth**

40.8%

Q3 2019 reported revenue increased by 45.5% y-o-y, up 43.1% measured in local currencies and 40.8% organically

**EBIT**

EUR 35.2m

Increase of EUR 20.1m y-o-y. EBIT margin of 30.0% in Q3 2019 compared with 18.8% in Q3 2018

**12M rolling software updates & support growth**

12.1%

Up from 11.2% in last quarter. Increase with completion of new client installations and new functionality to existing clients

**Professional services organic growth**

13.2%

Grew 17.6% in reported currency and 15.7% in local currency and 13.2% organically

**Free cash flow**

EUR 21.2m

Up from EUR 18.4m in Q3 2018 due to solid operational performance

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* To enable comparison SimCorp Gain order intake and order book have not been included

** Cash flow from operations less CAPEX and less principal payment on lease liability
## 9M 2019 AT A GLANCE

### STRONG 9M PERFORMANCE

<table>
<thead>
<tr>
<th>Order intake*</th>
<th>Organic revenue growth</th>
<th>EBIT</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>EUR 63.1m</strong></td>
<td>26.1%</td>
<td><strong>EUR 93.9m</strong></td>
</tr>
<tr>
<td>Up EUR 18.2m y-o-y. Seven new SimCorp Dimension and three new SimCorp Coric contracts signed in 9M 2019</td>
<td>9M 2019 reported revenue increased by 28.9% y-o-y, up 26.8% measured in local currencies and 26.1% organically</td>
<td>Increase of EUR 41.4m y-o-y. EBIT margin of 28.7% in 9M 2019 compared with 20.7% in 9M 2018</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>Order book</th>
<th>Professional services organic growth</th>
<th>Free cash flow**</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>EUR 35.0m</strong></td>
<td>9.9%</td>
<td><strong>EUR 66.0m</strong></td>
</tr>
<tr>
<td>At September 30, 2019, the order book amounted to EUR 35.0m – a decrease of EUR 10.5m compared with end-2018</td>
<td>Grew 12.8% in reported currency and 10.7% in local currency and 9.9% organically</td>
<td>Up from EUR 64.3m in 9M 2018 due to solid operational performance</td>
</tr>
</tbody>
</table>

* To enable comparison SimCorp Gain order intake and order book have not been included  
** Cash flow from operations less CAPEX and less principal payment on lease liability
# NEW CLIENTS IN 2019

<table>
<thead>
<tr>
<th>CLIENT</th>
<th>FO</th>
<th>MO</th>
<th>BO</th>
<th>DW</th>
<th>Cloud</th>
<th>Coric</th>
<th>Gain</th>
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</thead>
<tbody>
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<td><strong>Q2 2019</strong></td>
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<tr>
<td>Undisclosed investment manager</td>
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<td>Undisclosed investment manager</td>
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<td>Undisclosed investment manager</td>
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<td><strong>Q3 2019</strong></td>
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<td>Undisclosed investment manager</td>
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<td>✓</td>
</tr>
<tr>
<td>Pennsylvania Public School Employees Retirement System</td>
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</tr>
</tbody>
</table>

*FO: Front-office, MO: Middle-office, BO: Back-office, DW: Datawarehouse*
AGENDA

• Q3 2019 KEY HIGHLIGHTS
• Q3 2019 FINANCIAL REVIEW
• 2019 OUTLOOK
• STRATEGY
• Q&A
**Q3 2019 REVENUE GROWTH AND EBIT MARGIN**

**STRONG GROWTH AND EBIT MARGIN IMPROVEMENT IN Q3 2019**

**Comments**

- Reported revenue up 45.5% in Q3 2019 compared with Q3 2018
  - FX impact of 2.4%-points leading to a 43.1% increase in local currencies
  - M&A impact in Q3 2019 of 2.3%-points leading to an organic growth of 40.8%

- Reported EBIT margin of 30.0% in Q3 2019 compared with 18.8% in Q3 2018. Organic EBIT margin was 30.6%

**Q3 2019 revenue growth**

<table>
<thead>
<tr>
<th>Organic</th>
<th>M&amp;A impact</th>
<th>Local currencies</th>
<th>FX impact</th>
<th>Reported</th>
</tr>
</thead>
<tbody>
<tr>
<td>40.8%</td>
<td>2.4%</td>
<td>43.1%</td>
<td>45.5%</td>
<td></td>
</tr>
</tbody>
</table>

**Q3 2019 EBIT margin**

<table>
<thead>
<tr>
<th>Organic</th>
<th>M&amp;A impact</th>
<th>Local currencies</th>
<th>FX impact</th>
<th>Reported</th>
</tr>
</thead>
<tbody>
<tr>
<td>30.6%</td>
<td>(1.3)%</td>
<td>29.3%</td>
<td>0.7%</td>
<td>30.0%</td>
</tr>
</tbody>
</table>
9M 2019 REVENUE GROWTH AND EBIT MARGIN
STRONG GROWTH AND EBIT MARGIN IMPROVEMENT IN 9M 2019

Comments

• Reported revenue up 28.9% in 9M 2019 compared with 9M 2018
  • FX impact of 2.1%-points leading to 26.8% increase in local currencies
  • The M&A impact of 0.7%-points leads to an organic growth of 26.1% in 9M 2019

• Reported EBIT margin of 28.7% in 9M 2019 compared with 20.7% in 9M 2018. Organic EBIT margin was 28.7%

9M 2019 revenue growth

<table>
<thead>
<tr>
<th>Organic</th>
<th>M&amp;A impact</th>
<th>Local currencies</th>
<th>FX impact</th>
<th>Reported</th>
</tr>
</thead>
<tbody>
<tr>
<td>26.1%</td>
<td>0.7%</td>
<td>26.8%</td>
<td>2.1%</td>
<td>28.9%</td>
</tr>
</tbody>
</table>

9M 2019 EBIT margin

<table>
<thead>
<tr>
<th>Organic</th>
<th>M&amp;A impact</th>
<th>Local currencies</th>
<th>FX impact</th>
<th>Reported</th>
</tr>
</thead>
<tbody>
<tr>
<td>28.7%</td>
<td>(0.5)%</td>
<td>28.2%</td>
<td>0.5%</td>
<td>28.7%</td>
</tr>
</tbody>
</table>
ORDER INTAKE
ORDER INTAKE OF EUR 19.1M IN Q3 2019

Comments

- Q3 2019 total order intake* from new and add-on licenses was EUR 19.1m – an increase of EUR 4.4m compared with Q3 2018
- One new SimCorp Dimension and one new SimCorp Coric contract signed in Q3 2019
- Client driven development (CDD) order intake accounted for EUR 1.5m in Q3 2019 compared with EUR 4.5m in Q3 2018
- A number of add-on SimCorp Dimension license contracts were signed in Q3 2019
- One client converted from perpetual licenses to subscription licenses in Q3 2019

Quarterly order intake (EURm)

<table>
<thead>
<tr>
<th>Quarter</th>
<th>Order intake</th>
</tr>
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<tbody>
<tr>
<td>Q1 2018</td>
<td>14.0</td>
</tr>
<tr>
<td>Q2 2018</td>
<td>16.2</td>
</tr>
<tr>
<td>Q3 2018</td>
<td>14.7</td>
</tr>
<tr>
<td>Q4 2018</td>
<td>60.9</td>
</tr>
<tr>
<td>Q1 2019</td>
<td>21.4</td>
</tr>
<tr>
<td>Q2 2019</td>
<td>22.6</td>
</tr>
<tr>
<td>Q3 2019</td>
<td>19.1</td>
</tr>
</tbody>
</table>

* SimCorp Italiana (Sofia) is included in the 2019 order intake numbers and the 2018 numbers have been restated accordingly. To enable comparison SimCorp Gain order intake has not been included.
ORDER BOOK DECLINED BY EUR 10.9M IN Q3 2019 DUE TO ASIAN DEAL RECOGNIZED

Comments

- Order book* of EUR 35.0m end-Q3 2019
  - A decline of EUR 10.9m compared with end-Q2 2019 as a significant order signed in Asia in Q4 2018 was revenue recognized in Q3 2019 as conditions were met in July 2019
  - An increase of EUR 4.6m compared with end-Q3 2018
  - EUR 18.2m of order book relates to CDD orders where revenue will be recognized when delivered

Order book (EURm)

<table>
<thead>
<tr>
<th></th>
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<th></th>
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<th></th>
</tr>
</thead>
<tbody>
<tr>
<td>45.9</td>
<td>19.1</td>
<td>(13.7)</td>
<td>(16.9)</td>
<td>0.6</td>
<td>35.0</td>
</tr>
</tbody>
</table>

* SimCorp Italiana (Sofia) is included in the 2019 order book numbers and the 2018 numbers have been restated accordingly. To enable comparison SimCorp Gain order book has not been included.
REVENUE DEVELOPMENT ON REVENUE TYPE
SOFTWARE UPDATES AND SUPPORT ORGANIC REVENUE UP 9.8% Y-O-Y IN Q3 2019

Comments

• Total license revenue up by EUR 20.8m in Q3 2019 compared with Q3 2018 primarily driven by
  • Revenue recognition of a large order signed with an Asian investment company in December 2018
  • A large conversion from perpetual license to subscription license in Asia

• Software updates and support organic revenue up 9.8% y-o-y in Q3 2019

• Professional services organic revenue up by 13.2% y-o-y in Q3 2019

Q3 2019 distribution of revenue

<table>
<thead>
<tr>
<th>(EURm)</th>
<th>Q3 2019</th>
<th>Q3 2018</th>
<th>y-o-y</th>
<th>9M 2019</th>
<th>9M 2018</th>
<th>y-o-y</th>
</tr>
</thead>
<tbody>
<tr>
<td>New license</td>
<td>13.7</td>
<td>3.7</td>
<td>269.5%</td>
<td>35.6</td>
<td>11.2</td>
<td>219.2%</td>
</tr>
<tr>
<td>Add-on license</td>
<td>16.9</td>
<td>6.1</td>
<td>177.0%</td>
<td>38.0</td>
<td>27.6</td>
<td>37.7%</td>
</tr>
<tr>
<td>Software upd. and support</td>
<td>42.6</td>
<td>37.8</td>
<td>12.6%</td>
<td>124.9</td>
<td>110.6</td>
<td>12.9%</td>
</tr>
<tr>
<td>Professional services</td>
<td>36.1</td>
<td>30.7</td>
<td>17.6%</td>
<td>107.8</td>
<td>95.5</td>
<td>12.8%</td>
</tr>
<tr>
<td>ASP hosting &amp; training fees</td>
<td>8.1</td>
<td>2.3</td>
<td>247.0%</td>
<td>20.4</td>
<td>8.6</td>
<td>139.3%</td>
</tr>
<tr>
<td>Total revenue</td>
<td>117.4</td>
<td>80.7</td>
<td>45.5%</td>
<td>326.7</td>
<td>253.5</td>
<td>28.9%</td>
</tr>
</tbody>
</table>
ADD-ON LICENSE REVENUE SPLIT
ADD-ON LICENSE REVENUE UP BY EUR 10.8M Y-O-Y IN Q3 2019

Comments

• Add-on licenses consist of:
  • Additional regular license sales
  • Renewals of subscription licenses
    • SimCorp Dimension
    • SimCorp Coric
    • SimCorp Sofia/Italiana
  • Conversion of perpetual licenses to subscription licenses

• In Q3 2019, there was one conversion from perpetual license to subscription license

• Additional regular license sales of EUR 22m in 9M 2019 compared with EUR 20m in 9M 2018

Add-on license revenue split

Q3 2019

- Additional regular license sales: EUR 16.9m (53%)
- Renewals: EUR 1.9m (12%)
- Conversions: EUR 2.0m (12%)

Q3 2018

- Additional regular license sales: EUR 6.1m (80%)
- Renewals: EUR 1.2m (20%)
- Conversions: EUR 0.1m (~10%)

9M 2019

- Additional regular license sales: EUR 38.0m (57%)
- Renewals: EUR 8.6m (22%)
- Conversions: EUR 3.1m (21%)

9M 2018

- Additional regular license sales: EUR 27.6m (70%)
- Renewals: EUR 6.1m (~25%)
- Conversions: EUR 0.5m (~5%)

• In Q3 2019, there was one conversion from perpetual license to subscription license

• Additional regular license sales of EUR 22m in 9M 2019 compared with EUR 20m in 9M 2018
OPERATING COST INCREASED ORGANICALLY BY 20.0% Y-O-Y IN Q3 2019

Comments

- Total operating costs increased organically by 20.0% y-o-y in Q3 2019 and 13.3% y-o-y in 9M 2019.
- In 9M 2019, EUR 3.0m of the cost increase in reported numbers stemmed from SimCorp Gain, of which EUR 0.3m was non-recurring acquisition costs.
- Costs of sales increased organically by 13.4% y-o-y in Q3 2019 and 10.1% y-o-y in 9M 2019.

Q3 2019 costs split

<table>
<thead>
<tr>
<th></th>
<th>Q3 2019</th>
<th>Q3 2018</th>
<th>y-o-y</th>
<th>9M 2019</th>
<th>9M 2018</th>
<th>y-o-y</th>
</tr>
</thead>
<tbody>
<tr>
<td>Cost of sales</td>
<td>40.8</td>
<td>34.4</td>
<td>18.5%</td>
<td>119.7</td>
<td>106.2</td>
<td>12.7%</td>
</tr>
<tr>
<td>R&amp;D costs</td>
<td>21.5</td>
<td>16.1</td>
<td>33.1%</td>
<td>59.9</td>
<td>50.7</td>
<td>18.3%</td>
</tr>
<tr>
<td>Sales and mkt. costs</td>
<td>13.1</td>
<td>9.7</td>
<td>35.1%</td>
<td>34.7</td>
<td>28.6</td>
<td>21.2%</td>
</tr>
<tr>
<td>Administrative costs</td>
<td>7.1</td>
<td>5.5</td>
<td>30.8%</td>
<td>18.9</td>
<td>15.8</td>
<td>19.7%</td>
</tr>
<tr>
<td>Total operational costs</td>
<td>82.5</td>
<td>65.7</td>
<td>25.5%</td>
<td>233.2</td>
<td>201.3</td>
<td>15.9%</td>
</tr>
</tbody>
</table>
CASH FLOW DEVELOPMENT
12-MONTH-ROLLING CASH CONVERSION OF 74% END-Q3 2019

Comments

• Free cash flow (cash flow from operations less CAPEX and less principal payment on lease liability) in Q3 2019 of EUR 21.2m – up from EUR 18.4m in Q3 2018 due to solid operational performance

• 12-month-rolling cash conversion (free cash flow divided by net profit) of 74% end-Q3 2019

Cash flow development for Q3 2019

<table>
<thead>
<tr>
<th>EURm</th>
<th>Cash flow from operating activities</th>
<th>Free cash flow</th>
</tr>
</thead>
<tbody>
<tr>
<td>Q3 2019</td>
<td>23.8</td>
<td>18.6</td>
</tr>
<tr>
<td>Q3 2018</td>
<td>21.2</td>
<td>18.4</td>
</tr>
</tbody>
</table>

Cash flow development for 9M 2019

<table>
<thead>
<tr>
<th>EURm</th>
<th>Cash flow from operating activities</th>
<th>Free cash flow</th>
</tr>
</thead>
<tbody>
<tr>
<td>9M 2019</td>
<td>74.5</td>
<td>65.2</td>
</tr>
<tr>
<td>9M 2018</td>
<td>66.0</td>
<td>64.3</td>
</tr>
</tbody>
</table>
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SimCorp maintains its full year 2019 expectations for revenue growth measured in local currencies of between 12% and 17%, and for EBIT margin measured in local currencies for 2019 of between 25.0% and 28.0%

The full year revenue guidance includes approximately 1% related to the acquisition of AIM Software (previously approximately 2%) and the full year 2019 EBIT margin guidance includes approximately 1%-point negative impact from the acquisition of AIM Software (previously also negative 1%-point)

Based on exchange rates prevailing at end-October 2019, SimCorp estimates currency fluctuations to have a positive impact on revenue growth of around 1.7% and to have a positive impact on EBIT margin of around 0.4%-points

### 2019 guidance

<table>
<thead>
<tr>
<th></th>
<th>2019 guidance</th>
<th>2018 realized</th>
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</thead>
<tbody>
<tr>
<td></td>
<td>LC (incl. AIM)</td>
<td>Organic</td>
</tr>
<tr>
<td>Revenue (local currencies)</td>
<td>12%-17%</td>
<td>11%-16%</td>
</tr>
<tr>
<td>EBIT margin (local currencies)</td>
<td>25.0%-28.0%</td>
<td>26.0%-29.0%</td>
</tr>
</tbody>
</table>
AGENDA

• Q3 2019 KEY HIGHLIGHTS
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• 2019 OUTLOOK
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• Q&A
CUSTOMER DEMANDS ARE EVOLVING - FAST
OPPORTUNITY AND CHALLENGE

FRONTIER TECHNOLOGY
CLOUD, DIGITAL

EVERYTHING AS-A-SERVICE
FOCUS, RISK, COST

POWER OF ‘OPEN’
INNOVATION, SCALE
WINNING ASPIRATION

#1 IN OUR SPACE
WHILE GRADUALLY EXPANDING IT
MAJOR TRANSFORMATION THEMES IN THE COMING YEARS

1. CUSTOMER EXPERIENCE LEADERSHIP
2. EVERYTHING AS A SERVICE
3. ECOSYSTEM ENABLED INNOVATION

CLOUD TECHNOLOGY TRANSFORMATION
1. CUSTOMER EXPERIENCE LEADERSHIP

- COMPLETE OFFERS
- CUSTOMER SUCCESS
- DATA & ANALYTICS

2. EVERYTHING AS A SERVICE

3. ECOSYSTEM ENABLED INNOVATION
GETTING THE END TO END CUSTOMER JOURNEY
FROM PRODUCT TO CUSTOMER LIFE CYCLE DRIVEN ENGAGEMENT

- **LAND**: Area of traditional SimCorp focus and strength
- **ADOPT**: ‘New Play’ and the major shift of attention and importance
- **EXPAND**: Area of traditional SimCorp focus and strength, but need for widening scope
- **RENEW**: Area of increasing importance as SBL* share grows

**REQUIRES A NEW SET OF METRICS, MEASURES, PROCESSES, ROLES AND BEHAVIORS**

**END-TO-END CUSTOMER LIFETIME VALUE**

*Subscription based licenses*
1. CUSTOMER EXPERIENCE LEADERSHIP

2. EVERYTHING AS A SERVICE

• EASE OF CONSUMPTION
• OPERATIONAL RESPONSIBILITY
• STANDARDIZATION & AUTOMATION

3. ECOSYSTEM ENABLED INNOVATION
1. CUSTOMER EXPERIENCE LEADERSHIP

2. EVERYTHING AS A SERVICE

3. ECOSYSTEM ENABLED INNOVATION
   - CO-CREATION
   - OPEN PLATFORM
   - F2B 2.0
UPDATED MUST-WIN BATTLES

Front Office
Alternative Investments
Standard Platforms
Cloud Lift
SimCorp Gain & DataCare
We are driven by our passion to create value for our customers
Based on evolving client needs, the current business environment and the successful execution of our strategy, SimCorp’s ambition is to generate long-term, double-digit, annual revenue growth and improve our profitability margin. There will be fluctuations in both revenue growth and profitability margin from year to year due to timing of orders and investments.
“SimCorp is the most attractive partner to investment managers and the number one provider of investment management solutions globally.”
SIMCORP AT A GLANCE
ONE SYSTEM FOR A COMPLEX WORLD

Description of SimCorp Dimension

- Leading provider of investment management solutions and services for the financial sector
- Support investment managers handling all tasks related to asset management across the enterprise - from front- to back-office in one integrated solution
- 1 system and more than 40 years of experience
SIMCORP’S EQUITY STORY

- Stable and loyal client base
- Strong market position
- Strong cash generation and ROIC*
- Solid business model
- Committed focus on shareholder value**
- State of the art solution
- Dedicated focus

* ROIC of 82.4% in 2018
** Total payout ratio of 44.7% in 2018
SERVICE THE GLOBAL BUY-SIDE INDUSTRY
OVERCOME INDUSTRY-SPECIFIC CHALLENGES WITH SIMCORP

**ASSET MANAGEMENT**
Helping asset managers make informed investment decisions and capture growth

**FUND MANAGEMENT**
Enabling fund managers to grow their business and manage complexity

**WEALTH MANAGEMENT**
Enabling wealth managers to create automated and customized client communications

**SOVEREIGN WEALTH**
Helping sovereign wealth funds secure their national savings for future generations

**ASSET SERVICING**
Helping asset servicers improve operational excellence and efficiency

**INSURANCE**
Supporting insurance firms manage their investments cost effectively

**PENSION**
Helping pension funds make the most of their customers’ savings
WHY SIMCORP?
ONE SYSTEM FOR A COMPLEX WORLD

- MONITOR INDUSTRY TRENDS
- BEST-IN-CLASS
- IBOR AT THE CORE
- CLEAR STRATEGY
- LONG-TERM PERSPECTIVE
- GLOBAL PRESENCE
- FULLY INTEGRATED
- DEPLOY AS YOU WANT
- FINANCIALLY SOUND
- A TRUSTED, STRATEGIC PARTNER

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SIMCORP DIMENSION

CHOOSE THE COMBINATION THAT FITS THE NEEDS

DATA COMPONENTS
Deliver data excellence to your operations

FRONT OFFICE COMPONENTS
Give you overview of your trading activities and enable maneuverability

MIDDLE OFFICE COMPONENTS
Map and measure performance and risk with ease

BACK OFFICE COMPONENTS
Provide maximum control and performance of your post trading

REPORTING COMPONENTS
Let you automate, personalize and scale reporting
SimCorp Dimension is uniquely positioned with best and most advanced IBOR solution.

IBOR allows investment managers to maintain an overview of all their positions in real-time.

IBOR safeguards investment managers against deficiencies of their current opr. models.

IBOR’s central function use events to calculate positions across full lifecycle of all asset classes.

SimCorp IBOR solution can be implemented as:
- part of front office infrastructure
- part of accounting infrastructure
- stand-alone component
- part of integrated front-to-back office system

IBOR

Logical system infrastructure and its main data flows

Middle office: Risk, Performance, Attribution, Compliance

Portfolio management and trading: Equities, Fixed income, Derivatives, FX/MM, Alternatives

Investment processing: Confirmation, settlement, Corporate actions, Collateral, Lending, FX, Fees...

Accounting: NAV, Valuation, accruals, amr., General ledger
MARKET DRIVERS

- Regulatory Demands
- Low Yield Environment
- Fee & Margin Pressure
- Client Service Expectations
- Data Challenge

PRODUCT PRIORITIES

- Accounting, Regulations & Operations
- Alternative Investments
- Portfolio Construction, Risk & Trading
- Insights & Platform
- Cloud Services
- Data & Reporting

NEW TECHNOLOGY & DELIVERY OPTIONS

- Product Priorities
SimCorp Dimension
AS A SERVICE (ASP)

CLOUD-ENABLED

SimCorp EVOLUTION

SIMCORP CLOUD
## NEW CLIENTS IN 2017

<table>
<thead>
<tr>
<th>PRODUCT</th>
<th>COUNTRY</th>
<th>CLIENT</th>
<th>TYPE</th>
</tr>
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<tbody>
<tr>
<td><strong>Q1</strong></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>SimCorp Dimension</td>
<td>🇨🇦</td>
<td>Undisclosed investment manager</td>
<td>Back-office</td>
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<td><strong>Q2</strong></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>SimCorp Coric</td>
<td>🇬🇧</td>
<td>Undisclosed investment manager</td>
<td>Client reporting</td>
</tr>
<tr>
<td>SimCorp Coric</td>
<td>🇫🇮</td>
<td>Undisclosed investment manager</td>
<td>Client reporting</td>
</tr>
<tr>
<td><strong>Q3</strong></td>
<td></td>
<td></td>
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<tr>
<td>SimCorp Dimension</td>
<td>🇩🇰</td>
<td>Novo Holdings A/S</td>
<td>Front-to-back/IBOR</td>
</tr>
<tr>
<td>SimCorp Dimension</td>
<td>🇦🇺</td>
<td>FIIG</td>
<td>Front-to-back/IBOR</td>
</tr>
<tr>
<td>SimCorp Dimension</td>
<td>🇨🇦</td>
<td>Undisclosed investment manager</td>
<td>Middle- and back-office</td>
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</tbody>
</table>
### NEW CLIENTS IN 2017

<table>
<thead>
<tr>
<th>PRODUCT</th>
<th>COUNTRY</th>
<th>CLIENT</th>
<th>TYPE</th>
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<tr>
<td><strong>Q4 2017</strong></td>
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<tr>
<td>SimCorp Dimension</td>
<td>Bank of Thailand</td>
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<td>Front-to-back/IBOR</td>
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<td>SimCorp Coric</td>
<td>Undisclosed investment manager</td>
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<td>Client reporting</td>
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<td>SimCorp Dimension</td>
<td>Central Bank of Trinidad and Tobago</td>
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<td>Front-to-back/IBOR</td>
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<tr>
<td>SimCorp Dimension</td>
<td>SOKA-BAU</td>
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<td>SimCorp Dimension</td>
<td>Undisclosed investment manager</td>
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<td>Front-to-back/IBOR</td>
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# NEW CLIENTS IN 2018

<table>
<thead>
<tr>
<th>PRODUCT</th>
<th>COUNTRY</th>
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<td><strong>Q1 2018</strong></td>
<td></td>
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<tr>
<td>SimCorp Dimension</td>
<td>💪</td>
<td>METROPOLE Gestion</td>
<td>Front- and middle-office</td>
</tr>
<tr>
<td><strong>Q2 2018</strong></td>
<td></td>
<td></td>
<td></td>
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<tr>
<td>SimCorp Dimension</td>
<td>💪</td>
<td>Nordea Life &amp; Pension, now named Velliv</td>
<td>Front- to back-office</td>
</tr>
<tr>
<td>SimCorp Dimension</td>
<td>🇳🇴</td>
<td>Undisclosed investment manager</td>
<td>Back-office</td>
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<tr>
<td><strong>Q3 2018</strong></td>
<td></td>
<td></td>
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<tr>
<td>SimCorp Dimension</td>
<td>🇺🇸</td>
<td>FHLB Des Moines</td>
<td>Front- to back-office</td>
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</tbody>
</table>
# NEW CLIENTS IN 2018

<table>
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<tr>
<td>SimCorp Dimension</td>
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<td>Undisclosed investment manager</td>
<td>Middle- and back-office</td>
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<tr>
<td>SimCorp Dimension</td>
<td>Asia</td>
<td>Undisclosed investment manager</td>
<td>Front- to back-office</td>
</tr>
<tr>
<td>SimCorp Dimension</td>
<td></td>
<td>Undisclosed investment manager</td>
<td>Middle- and back-office</td>
</tr>
<tr>
<td>SimCorp Dimension</td>
<td></td>
<td>Ohio Public Employees Retirement System</td>
<td>Middle- and back-office</td>
</tr>
<tr>
<td>SimCorp Dimension</td>
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<td>Undisclosed investment manager</td>
<td>Middle- and back-office</td>
</tr>
<tr>
<td>SimCorp Coric</td>
<td></td>
<td>Undisclosed investment manager</td>
<td>Client reporting</td>
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<tr>
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<td></td>
<td>Undisclosed investment manager</td>
<td>Client reporting</td>
</tr>
<tr>
<td>SimCorp Dimension</td>
<td></td>
<td>Universal-Investment group</td>
<td>Front-office</td>
</tr>
</tbody>
</table>
The IASB and the FASB have jointly issued a new revenue standard, IFRS 15 “Revenue from Contracts with Customers” which will replace the existing IFRS and US GAAP revenue guidance.

The core principle is that an entity will need to recognize revenue to depict the transfer of goods or services to customers in an amount that reflects the consideration to which the entity expects to be entitled in exchange for those goods or services.

IFRS 15 five steps:

1. Identify the contract(s) with a customer
2. Identify the separate performance obligations (PO) in the contract
3. Determine the transaction price
4. Allocate the transaction price to the separate POs
5. Recognize revenue when the entity satisfies a PO

* Source: EY
NEW IFRS 15 REPORTING IMPACT
CHANGE OF SUBSCRIPTION BASED DEALS

Subscription order: IAS 18

- **Income recognition**
  - Initial license fee (ILF)
  - Maintenance
  - Year 1: 1
  - Year 2: 1
  - Year 3: 1
  - Year 4: 1
  - Year 5: 1
  - Year 6: 1
  - Year 7: 1

- **Cash flow**
  - Year 1: 2
  - Year 2: 2
  - Year 3: 2
  - Year 4: 2
  - Year 5: 2
  - Year 6: 2
  - Year 7: 2

Subscription order: New IFRS 15

- **Income recognition**
  - Year 1: 5
  - Year 2: 1
  - Year 3: 1
  - Year 4: 1
  - Year 5: 1
  - Year 6: 1
  - Year 7: 1

- **Cash flow**
  - Year 1: 2
  - Year 2: 2
  - Year 3: 2
  - Year 4: 2
  - Year 5: 2
  - Year 6: 2
  - Year 7: 2

**Contract renewal**
- Year 5

**Subscriptions fee**
- Year 6
- Year 7
NEW IFRS REPORTING
NO CHANGE TO PERPETUAL ORDERS FOLLOWING IFRS 15

Subscription order: New IFRS 15
- Year 1: 5
- Year 2: 1
- Year 3: 1
- Year 4: 1
- Year 5: 1
- Year 6: 1
- Year 7: 1

Cash flow:
- Year 1: 2
- Year 2: 2
- Year 3: 2
- Year 4: 2
- Year 5: 2
- Year 6: 2
- Year 7: 2

Perpetual order: New IFRS 15
- Year 1: 5
- Year 2: 1
- Year 3: 1
- Year 4: 1
- Year 5: 1
- Year 6: 1
- Year 7: 1

Cash flow:
- Year 1: 3
- Year 2: 3
- Year 3: 1
- Year 4: 1
- Year 5: 1
- Year 6: 1
- Year 7: 1

Usually SimCorp does not receive the entire cash amount for the license up-front but rather over 2 years.
ESG/CSR OVERVIEW
AN INGRAINED PART OF SIMCORP’S BUSINESS

ESG is an ingrained part of SimCorp’s business and our commitment to the sustainable development of SimCorp is based on combining financial performance with socially responsible behavior and environmental awareness.

The table covers data of selected ESG metrics identified as most relevant to SimCorp’s business. ESG reporting enables us to track and improve our performance, supports accountability, and offers transparency for all our stakeholders. For full disclosure of all ESG metrics see: CSR statement and ESG report 2018.

<table>
<thead>
<tr>
<th>Selected ESG reporting metrics</th>
<th>2018</th>
<th>2017</th>
<th>2016</th>
</tr>
</thead>
<tbody>
<tr>
<td>CO2 emission, scope 1&amp;2 (HQ), tons</td>
<td>209.0</td>
<td>251.0</td>
<td>277.0</td>
</tr>
<tr>
<td>CO2 emission, scope 1&amp;2 (HQ), tons/FTE</td>
<td>0.1</td>
<td>0.2</td>
<td>0.2</td>
</tr>
<tr>
<td>CO2 emission, scope 3 (Group), tons</td>
<td>5,179.5</td>
<td>4,697.6</td>
<td>4,643.6</td>
</tr>
<tr>
<td>CO2 emission, scope 3 (Group), tons/FTE</td>
<td>3.3</td>
<td>3.3</td>
<td>3.6</td>
</tr>
<tr>
<td>Women as share of employees</td>
<td>33%</td>
<td>33%</td>
<td>31%</td>
</tr>
<tr>
<td>Voluntary turnover ratio</td>
<td>7%</td>
<td>6%</td>
<td>7%</td>
</tr>
<tr>
<td>Total employee turnover ratio</td>
<td>9%</td>
<td>9%</td>
<td>9%</td>
</tr>
<tr>
<td>Board attendance rate</td>
<td>100%</td>
<td>100%</td>
<td>100%</td>
</tr>
<tr>
<td>Women as % of shareholder-elected Board members</td>
<td>14%</td>
<td>17%</td>
<td>20%</td>
</tr>
<tr>
<td>Net promoter score (NPS)</td>
<td>38.0</td>
<td>39.0</td>
<td>27.0</td>
</tr>
</tbody>
</table>
**SIMCORP’S CONTRIBUTION TO UN SDG GOALS**

**Target 3.4:** By 2030, reduce by one third premature mortality from non-communicable diseases through prevention and treatment and promote mental health and well-being.

At SimCorp, we have a Well-being Policy, which describes how the company commits to ensuring the mental, social and physical well-being of its employees. A range of activities and guidelines actively support the wellbeing of employees (resilience training, stress guideline, meditation classes, and more) and a framework is in place for helping employees back to work successfully should they be hit by stress or a work-related injury. SimCorp also offers its employees a company paid health insurance.

**Target 3.9:** By 2030, substantially reduce the number of deaths and illnesses from hazardous chemicals and air, water and soil pollution and contamination.

SimCorp’s Working Environment Organization (WEO) manages and brings attention to health and provides a safer workplace environment. A yearly workplace assessment is in place to ensure that input from employees is discussed and considered. All employees have a WEO representative to whom any working environment issue should be reported.

**Target 4.4:** By 2030, substantially increase the number of youth and adults who have relevant skills, including technical and vocational skills, for employment, decent jobs and entrepreneurship.

SimCorp has joined the Coding Class project, an initiative with the goal of making IT part of the curriculum in Danish schools, starting out by introducing six graders to working with IT and technology. A yearly Coding Class Angels. SimCorp believes this initiative will help increase the number of young people with relevant skills for future jobs in a global world where IT plays an increasing role.

**Target 4.5:** By 2030, eliminate gender disparities in education and ensure equal access to all levels of education and vocational training for the vulnerable, including persons with disabilities, indigenous peoples and children in vulnerable situations.

SimCorp has initiated a mentoring program in 2015, which aims to ensure that men and women have equal opportunities for reaching a managerial position in SimCorp. Employees selected for the program are supported in their current roles and managerial aspirations by being assigned a mentor from SimCorp’s management group. Furthermore, SimCorp runs courses targeted at equally supporting all employees with manager potential.

**Target 5.5:** Ensure women’s full and effective participation and equal opportunities for leadership at all levels of decision-making in political, economic and public life.

It is SimCorp’s objective to develop female talent within the business and to increase the proportion of women at management level in SimCorp, so that it reflects the total proportion of female employees in the SimCorp Group. In 2018, the female representation at management level in SimCorp has increased to 31.0% compared to 28.1% in 2017, while the total proportion of women in the SimCorp Group is 33.0% (2017: 33.2%). Regarding gender diversity on the Board of Directors, the company has set as a target to have two directors of the underrepresented gender elected by the annual general meeting (AGM) to the Board of Directors, which currently has seven AGM-elected members of which only one is a woman.

**Target 8.8:** Protect labor rights and promote safe and secure working environments for all workers, including migrant workers, in particular women migrants, and those in precarious employment.

It is important to SimCorp that we have a workplace where there is room for everyone regardless of race, gender, religion or belief, age, national origin, physical ability, marital status or sexual orientation. SimCorp has a Senior Policy in place to ensure that employees from the age of 60 can remain a part of our workforce. The aim is to provide a workplace where seniors can continue to develop their skills and contribute with their considerable experience – for example by acting as mentors for younger colleagues.

**Target 10.2:** By 2030, empower and promote the social, economic and political inclusion of all, irrespective of age, sex, disability, race, ethnicity, origin, religion or economic or other status.

SimCorp strives to maintain a workplace that is diverse and inclusive, offering equal career opportunities regardless of race, gender, religion, national origin, physical ability, marital status, or sexual orientation. The approach applies to job applicants as well as all current employees. As part of its activities, SimCorp has created a special pool of 15 headcounts, which can be allocated to offering jobs to disabled people, flexible jobs (for people with a reduced ability to work), or internships.
SimCorp is listed on NASDAQ Copenhagen under the ticker symbol SIM and is traded as part of the NASDAQ Copenhagen Large Cap index and NASDAQ OMXC25 index.

Share capital amounts to DKK 40,500,000 divided into 40,500,000 shares of DKK 1 each.

100% free float.

The shares are freely negotiable and confer equal rights on their holders.

Major shareholders with more than 5% as end-2018:
- Ameriprise Financial Inc. (Columbia Wanger)
- The Capital Group Companies

Shareholder structure by geography (2018):
- Denmark: 22%
- North America: 30%
- UK: 30%
- Europe ex. Denmark and UK: 18%
- Rest of the world: 0%

Shareholder structure by category (2018):
- Institutional investors: 74%
- Private investors: 18%
- Employees and management: 6%
- Treasury shares: 2%
THE EXECUTIVE MANAGEMENT BOARD

Klaus Holse
Chief Executive Officer
In SimCorp since Sep. 2012

Georg Hetrodt
Chief Product Officer
In SimCorp since February 1998

Michael Rosenvold
Chief Financial Officer
In SimCorp since October 2017

Christian Kromann
Chief Operating Officer
In SimCorp since August 2019
INVESTOR RELATIONS CONTACT

Anders Hjort
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Mobile: +45 28 92 88 81
Anders.Hjort@simcorp.com

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