DISCLAIMER

This presentation contains certain forward-looking statements and expectations in respect of the 2020 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

• Q2 2020 KEY HIGHLIGHTS
• Q2 2020 FINANCIAL REVIEW
• 2020 OUTLOOK
• Q&A
SOLID PERFORMANCE IN Q2 2020 DESPITE COVID-19 DISRUPTION

Q2 2020 AT A GLANCE

**Order intake**
EUR 16.9m
Down EUR 5.7m y-o-y. Order intake of more than EUR 3m for two new license orders signed in Q2 2020 have been deferred.

**Revenue growth**
-2.6%
Q2 2020 reported revenue declined by 2.6% y-o-y, down 2.8% measured in local currencies and down 5.8% organically.

**EBIT**
EUR 26.0m
Decrease of EUR 6.3m y-o-y. EBIT margin of 24.4% in Q2 2020 compared with 29.5% in Q2 2019.

**12M rolling software updates & support growth***
9.6%
Down from 10.9% in last quarter. Q2 2020 organic growth was 5.3% y-o-y.

**Professional services growth**
1.7%
Grew 1.7% in reported currency and 1.3% in local currency and declined 1.7% organically.

**Free cash flow**
EUR 20.4m
Up 8% from EUR 19.0m in Q2 2019 despite lower EBIT.

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**Notes:**
* Includes software updates & support revenue from Gain
** Cash flow from operations less CAPEX and less principal payment on lease liability
H1 2020 AT A GLANCE
TOUGH COMPARISON DUE TO PARTICULARLY STRONG H1 2019

<table>
<thead>
<tr>
<th>Order intake</th>
<th>Revenue growth</th>
<th>EBIT</th>
</tr>
</thead>
<tbody>
<tr>
<td>EUR 36.8m</td>
<td>0.2%</td>
<td>EUR 43.5m</td>
</tr>
<tr>
<td>Down EUR 7.2m y-o-y. Three new SimCorp Dimension and three new SimCorp Coric contracts signed in H1 2020</td>
<td>H1 2020 reported revenue increased by 0.2% y-o-y, down 0.3% measured in local currencies and down 3.2% organically</td>
<td>Decrease of EUR 15.2m y-o-y. EBIT margin of 20.8% in H1 2020 compared with 28.0% in H1 2019</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>Order book</th>
<th>Professional services growth</th>
<th>Free cash flow*</th>
</tr>
</thead>
<tbody>
<tr>
<td>EUR 39.1m</td>
<td>4.7%</td>
<td>EUR 52.8m</td>
</tr>
<tr>
<td>At June 30, 2020, the order book amounted to EUR 39.1m, an increase of EUR 0.9m compared with end 2019</td>
<td>Grew 4.7% in reported currency and 4.0% in local currency and 1.0% organically in H1 2020</td>
<td>Up 18% from EUR 44.6m in H1 2019 despite lower EBIT</td>
</tr>
</tbody>
</table>

* Cash flow from operations less CAPEX and less principal payment on lease liability
## NEW CLIENTS IN 2020

<table>
<thead>
<tr>
<th>CLIENT</th>
<th>Q1 2020</th>
<th>Q2 2020</th>
</tr>
</thead>
<tbody>
<tr>
<td>ANIMA SGR</td>
<td><img src="%E2%9C%93" alt="check" /></td>
<td><img src="%E2%9C%93" alt="check" /></td>
</tr>
<tr>
<td>Undisclosed investment manager</td>
<td><img src="%E2%9C%93" alt="check" /></td>
<td><img src="%E2%9C%93" alt="check" /></td>
</tr>
<tr>
<td>Undisclosed investment manager</td>
<td><img src="%E2%9C%93" alt="check" /></td>
<td><img src="%E2%9C%93" alt="check" /></td>
</tr>
</tbody>
</table>

**FO: Front-office, MO: Middle-office, BO: Back-office, DW: Datawarehouse**
CORIC ENGAGE
IMPROVE DIGITAL CLIENT REPORTING EXPERIENCE

**ENHANCED CLIENT EXPERIENCE**
- Intuitive design
- Two-way communication
- Increased client retention

**MEET CLIENT DEMAND**
- User analytics underpins all portal content
- Pinpoint client needs
- Identify investor trends

**YOUR DATA, YOUR WAY**
- Flexible data views
- Interactive dashboards
- Meaningful, personal data representations

**ANYTIME, ANYWHERE ACCESS**
- Responsive design
- Bank grade security
- 24/7 access across all devices

**CREATE EFFICIENCIES**
- Self-service client communications
- Reduce operational strain
- All communications in one place
SIMCORP CLOUD

Clients*: 40
AuM: 3 Trillion USD
Users: 2650
Interfaces: 700
Environm.: 200

* Includes SimCorp Dimension, SimCorp Coric and SimCorp Gain clients
COVID-19 REFLECTIONS
COVID-19 TO ACCELERATE MANY OF THE ALREADY IDENTIFIED MARKET TRENDS

- Sustained need for digitization
- Increased focus on data management
- Increased interest for cloud infrastructure
- Improved automated workflow and communication solutions
- Continued product innovation
- Need for understanding and mitigating risk
- Continued consolidation among buy-side
MERGED EUROPEAN MARKET UNITS
STRENGTHEN CLIENT EXPERIENCE & SUPPORT GROWTH

• Merger of its Central Europe, Southern Europe and UK/Northern Europe/Middle East (UNM) market units, into one integrated EMEA unit

• Designed to support the growth ambition by developing closer client relationships across borders and achieving greater scale and agility

• With many clients increasingly spanning across market unit borders, the merger’s principle aim is to deliver enhanced customer excellence and operational efficiency

• Creates several value-added synergies across key functions
  • Includes developing SimCorp’s fast-growing asset servicing partnerships model

• Hans Otto Engkilde will head up the new EMEA market unit
  • Previously Managing Director of SimCorp UK/Northern Europe/Middle East. During his 21 years at SimCorp, Hans Otto Engkilde has acted in a variety of management roles within the company, with significant impact
FULL REMOTE DELIVERY SUCCESS
SIMCORP’S FULL REMOTE DELIVERY SUCCESSFULLY COMPLETES CLIENT IMPLEMENTATIONS WORLDWIDE, DURING COVID-19 LOCKDOWN

Remote working capabilities
15 client projects successfully went live in Q2 2020, including a couple very large and complicated implementations. SimCorp’s full remote delivery model was a big driver of this.

Utilization
Utilization of an incremental delivery approach secured optimization of resources and maximum efficiency.

Dedication and courage
Team dedication and courage to challenge client decisions earned client trust at the onset of the project, ensuring that timelines and milestones were met.

Configuration Delivery Center
Successful collaboration with SimCorp’s Configuration Delivery Center despite time difference challenges.

Good dialogue
Good communication with clients and their partners enabled the teams to navigate shifting project scope and manage expectations.

Perseverance
Implementation team perseverance, despite Covid-19 outbreak, changes to project scope, and challenges of working remotely.
AGENDA

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• Q2 2020 FINANCIAL REVIEW
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• Q&A
Q2 2020 REVENUE GROWTH AND EBIT MARGIN
TOUGH COMPARISON DUE TO STRONG Q2 2019

Comments

- Reported revenue down 2.6% in Q2 2020 compared with Q2 2019
  - FX impact of 0.2%-points resulting in a 2.8% decline in local currencies
  - M&A impact in Q2 2020 of 3.0%-points resulting in an organic growth decline of 5.8%

- Reported EBIT margin of 24.4% in Q2 2020 compared with 29.5% in Q2 2019. Organic EBIT margin was 25.3%

Q2 2020 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>(5.8)%</td>
<td>3.0%</td>
<td>(2.8)%</td>
<td>0.2%</td>
<td>(2.6)%</td>
</tr>
</tbody>
</table>

Q2 2020 EBIT margin

<table>
<thead>
<tr>
<th>Organic</th>
<th>M&amp;A impact/Local currencies</th>
<th>FX impact</th>
<th>Reported</th>
</tr>
</thead>
<tbody>
<tr>
<td>25.3%</td>
<td>(1.2)%</td>
<td>0.3%</td>
<td>24.4%</td>
</tr>
</tbody>
</table>
Q2 PERFORMANCE LAST FIVE YEARS
SECOND HIGHEST Q2 EBIT MARGIN ACHIEVED IN THE LAST FIVE YEARS

Q2 EBIT and EBIT margin development*

* Q2 2016 has been restated in accordance with IFRS15
H1 2020 REVENUE GROWTH AND EBIT MARGIN
TOUGH COMPARISON DUE TO STRONG H1 2019

Comments

• Reported revenue up 0.2% in H1 2020 compared with H1 2019
  • FX impact of 0.5%-points resulting in a 0.3% decline in local currencies
  • M&A impact in H1 2020 of 2.9%-points resulting in an organic growth decline of 3.2%

• Reported EBIT margin of 20.8% in H1 2020 compared with 28.0% in H1 2019. Organic EBIT margin was 22.2%

H1 2020 revenue growth

<table>
<thead>
<tr>
<th></th>
<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>(3.2)%</td>
<td>2.9%</td>
<td>(0.3)%</td>
<td></td>
<td>0.5%</td>
<td>0.2%</td>
</tr>
</tbody>
</table>

H1 2020 EBIT margin

<table>
<thead>
<tr>
<th></th>
<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>22.2%</td>
<td>(1.4)%</td>
<td>20.8%</td>
<td></td>
<td>0.1%</td>
<td>20.8%</td>
</tr>
</tbody>
</table>
H1 PERFORMANCE LAST FIVE YEARS

H1 EBIT MARGIN BETTER THAN IN 2016 AND 2017 AND ON SAME LEVEL AS IN 2018

H1 EBIT and EBIT margin development*

* H1 2016 has been restated in accordance with IFRS15
ORDER INTAKE
ORDER INTAKE OF EUR 16.9M IN Q2 2020

Comments

• Q2 2020 total order intake of EUR 16.9m, a decrease of EUR 5.7m compared with Q2 2019

• One new SimCorp Dimension and two new SimCorp Coric contracts signed in Q2 2020. However, order intake of more than EUR 3m for two of the new license orders signed in Q2 2020 have been deferred

• Client driven development (CDD) order intake accounted for EUR 0.9m in Q2 2020 compared with EUR 1.0m in Q2 2019

• Datacare and SFTR Subscription Services order intake accounted for EUR 0.2m in Q2 2020

• Two conversions from perpetual to subscription-based licenses impacted order intake by EUR 6.5m
ORDER BOOK

ORDER BOOK DECLINED BY EUR 2.0M DURING Q2 2020

Comments

- Order book of EUR 39.1m end of Q2 2020
  - A decline of EUR 2.0m compared with end-Q1 2020
  - But an increase of EUR 0.9m compared with December 31, 2019

- EUR 14.2m of order book relates to CDD orders where revenue will be recognized when delivered

- EUR 5.5m of order book relates to subscription services where revenue will be recognized over the term of the agreement

Order book (EURm)*

<table>
<thead>
<tr>
<th></th>
<th></th>
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<th></th>
<th></th>
<th></th>
</tr>
</thead>
<tbody>
<tr>
<td>41.1</td>
<td>16.9</td>
<td>(2.0)</td>
<td>(15.5)</td>
<td>(1.4)</td>
<td>39.1</td>
</tr>
</tbody>
</table>

* From 2020, the order book includes Subscription Services such as Datacare and SFTR
REVENUE DEVELOPMENT ON REVENUE TYPE
STRONG ADD-ON LICENSE REVENUE, BUT MODEST NEW LICENSE REVENUE

Comments

• Modest new license revenue of EUR 2.0m
  • Partly due to revenue recognition for two new license deals being deferred as certain conditions need to be fulfilled
  • Partly offset by additional license sales to existing clients being 69% higher than in Q2 2019

• Software updates and support organic revenue up 5.3% y-o-y in Q2 2020 and 5.9% in H1 2020

• Professional services organic revenue down by 1.7% y-o-y in Q2 2020, but up 1.0% in H1 2020

Q2 2020 distribution of revenue

<table>
<thead>
<tr>
<th>(EURm)</th>
<th>Q2 2020</th>
<th>Q2 2019</th>
<th>y-o-y</th>
<th>H1 2020</th>
<th>H1 2019</th>
<th>y-o-y</th>
</tr>
</thead>
<tbody>
<tr>
<td>New license</td>
<td>2.0</td>
<td>14.2</td>
<td>(85.7)%</td>
<td>4.5</td>
<td>21.9</td>
<td>(79.5)%</td>
</tr>
<tr>
<td>Add-on license</td>
<td>15.5</td>
<td>9.2</td>
<td>68.9%</td>
<td>29.7</td>
<td>21.1</td>
<td>41.0%</td>
</tr>
<tr>
<td>Software upd. and support</td>
<td>44.1</td>
<td>41.1</td>
<td>7.2%</td>
<td>89.1</td>
<td>82.3</td>
<td>8.2%</td>
</tr>
<tr>
<td>Professional services</td>
<td>38.2</td>
<td>37.5</td>
<td>1.7%</td>
<td>75.0</td>
<td>71.7</td>
<td>4.7%</td>
</tr>
<tr>
<td>Hosting &amp; other fees</td>
<td>6.9</td>
<td>7.5</td>
<td>(8.7)%</td>
<td>11.4</td>
<td>12.3</td>
<td>(7.3)%</td>
</tr>
<tr>
<td>Total revenue</td>
<td>106.7</td>
<td>109.5</td>
<td>(2.6)%</td>
<td>209.7</td>
<td>209.3</td>
<td>0.2%</td>
</tr>
</tbody>
</table>
ADD-ON LICENSE REVENUE SPLIT IN Q2 2020
ADD-ON LICENSE REVENUE UP BY EUR 6.3M Y-O-Y IN Q2 2020

Comments

• Add-on licenses consist of:
  • Additional regular license sales
  • Renewals of subscription licenses
  • Conversion of perpetual licenses to subscription licenses

• There were two client conversions from perpetual licenses to subscription licenses in Q2 2020. The annual subscription-based payments will be EUR 0.4m higher than the software updates and support fee under the perpetual contracts due to the sale of additional functionality in connection with the conversions. However, the annual software updates and support fees will be EUR 0.9m lower due to IFRS 15 revenue recognition

• Additional regular license sales of EUR 8.2m was EUR 1.5m higher than in Q2 2019
ADD-ON LICENSE REVENUE SPLIT IN H1 2020
ADD-ON LICENSE REVENUE UP BY EUR 6.6M Y-O-Y IN H1 2020

Comments
• Add-on licenses consist of:
  • Additional regular license sales
  • Renewals of subscription licenses
  • Conversion of perpetual licenses to subscription licenses
• Additional regular license sales of EUR 16.6m in H1 2020 was EUR 4.0m higher than in H1 2019

Add-on license revenue split

<table>
<thead>
<tr>
<th></th>
<th>H1 2020</th>
<th>H1 2019</th>
</tr>
</thead>
<tbody>
<tr>
<td>EUR</td>
<td>29.7m</td>
<td>21.1m</td>
</tr>
<tr>
<td>%</td>
<td>56%</td>
<td>60%</td>
</tr>
<tr>
<td>%</td>
<td>24%</td>
<td>25%</td>
</tr>
<tr>
<td>%</td>
<td>20%</td>
<td>15%</td>
</tr>
<tr>
<td>Additional regular license sales</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Renewals</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Conversions</td>
<td></td>
<td></td>
</tr>
</tbody>
</table>
ORGANIC OPERATING COSTS WERE UNCHANGED COMPARED WITH Q2 2019

**Comments**

- Compared with Q1 2020, the operating costs in Q2 2020 decreased by around 5% due to the cost measures taken in March following the Covid-19 outbreak.
- Administrative costs increased by EUR 0.6m in Q2 2020 due to one-time costs related to the creation of the new market unit EMEA of EUR 0.8m, and additional costs for the implementation of new IT systems of EUR 0.6m.
- Although several costs measures have been initiated, SimCorp remains committed to continue investing in its products, people, and strategic priorities, including cloud lift and other research and development priorities, to realize its long-term growth ambitions.

### Q2 2020 costs split

<table>
<thead>
<tr>
<th>(EURm)</th>
<th>Q2 2020</th>
<th>Q2 2019</th>
<th>y-o-y</th>
<th>H1 2020</th>
<th>H1 2019</th>
<th>y-o-y</th>
</tr>
</thead>
<tbody>
<tr>
<td>Cost of sales</td>
<td>40.0</td>
<td>40.0</td>
<td>0.2%</td>
<td>83.7</td>
<td>79.0</td>
<td>5.9%</td>
</tr>
<tr>
<td>R&amp;D costs</td>
<td>22.5</td>
<td>19.4</td>
<td>16.0%</td>
<td>44.7</td>
<td>38.4</td>
<td>16.2%</td>
</tr>
<tr>
<td>Sales and mkt. costs</td>
<td>12.1</td>
<td>12.1</td>
<td>0.0%</td>
<td>24.5</td>
<td>21.6</td>
<td>13.6%</td>
</tr>
<tr>
<td>Administrative costs</td>
<td>6.5</td>
<td>5.9</td>
<td>9.0%</td>
<td>13.8</td>
<td>11.8</td>
<td>17.3%</td>
</tr>
<tr>
<td>Total operational costs</td>
<td>81.1</td>
<td>77.4</td>
<td>4.8%</td>
<td>166.7</td>
<td>150.8</td>
<td>10.5%</td>
</tr>
</tbody>
</table>
CASH FLOW DEVELOPMENT
12-MONTH ROLLING CASH CONVERSION OF 93%

Comments

• Free cash flow (cash flow from operations less CAPEX and less principal payment on lease liability) in Q2 2020 of EUR 23.6m – up from EUR 22.8m in Q2 2019 primarily due to positive impact from changes in contract assets

• 12-month-rolling cash conversion (free cash flow divided by net profit) of 93%. The reason for being below 100% is the 12-month negative impact from changes in contract assets

Cash flow development for Q2 2020

<table>
<thead>
<tr>
<th>EURm</th>
<th>Cash flow from operating activities</th>
<th>Free cash flow</th>
</tr>
</thead>
<tbody>
<tr>
<td>Q2 2020</td>
<td>23.6</td>
<td>20.4</td>
</tr>
<tr>
<td>Q2 2019</td>
<td>22.8</td>
<td>19.0</td>
</tr>
</tbody>
</table>

Cash flow development for H1 2020

<table>
<thead>
<tr>
<th>EURm</th>
<th>Cash flow from operating activities</th>
<th>Free cash flow</th>
</tr>
</thead>
<tbody>
<tr>
<td>H1 2020</td>
<td>59.5</td>
<td>52.8</td>
</tr>
<tr>
<td>H1 2019</td>
<td>50.7</td>
<td>44.6</td>
</tr>
</tbody>
</table>
AGENDA

• Q2 2020 KEY HIGHLIGHTS
• Q2 2020 FINANCIAL REVIEW
• 2020 OUTLOOK
• Q&A
SimCorp maintains its expectations for revenue growth and EBIT margin measured in local currencies for 2020 as announced in its Q1 2020 interim report. Revenue growth measured in local currencies is expected to be between -5% and 5%, and the expectation for EBIT margin measured in local currencies remains between 22.0% and 27.0%.

Approximately 2%-points of the expected revenue growth above is related to acquisition of AIM Software (Gain). The acquisition is expected to impact the EBIT margin negatively by approximately 1%-point due to lower initial profitability and integration costs.

### 2020 Guidance

<table>
<thead>
<tr>
<th></th>
<th>2020 guidance</th>
<th>2019 realized</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>LC (incl. Gain)</td>
<td>Organic</td>
</tr>
<tr>
<td>Revenue</td>
<td>-5% - 5%</td>
<td>-7% - 3%</td>
</tr>
<tr>
<td>EBIT margin</td>
<td>22.0%-27.0%</td>
<td>23.0%-28.0%</td>
</tr>
</tbody>
</table>
SAVE THE DATE!
SIMCORP CAPITAL MARKET’S DAY
APRIL 28, 2021
NICE, FRANCE
“SimCorp is the most attractive partner to investment managers and the number one provider of investment management solutions globally.”
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 cash generation and ROIC* 
- Committed focus on shareholder value**
- Strong market position
- Solid business model
- State of the art solution
- Dedicated focus

* ROIC of 65.3% in 2019
** Total payout ratio of 49.9% in 2019
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
- A Trusted, Strategic Partner
- Fully Integrated
- Deploy as You Want
- Global Presence
- Financially Sound
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

IBOR
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 operational models

IBOR’s central function uses 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

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

NEW TECHNOLOGY & DELIVERY OPTIONS
CLIENT SERVICE EXPECTATIONS
DATA CHALLENGE

ACCOUNTING, REGULATIONS & OPERATIONS
INSIGHTS & PLATFORM
CLOUD SERVICES

PRODUCT PRIORITIES
ALTERNATIVE INVESTMENTS
PORTFOLIO CONSTRUCTION, RISK & TRADING
DATA & REPORTING
FROM ON-PREM TO SAAS AND BEYOND

...AS A SERVICE

ON-PREMISE

SimCorp Dimension Configuration
SimCorp Dimension Upgrade
Oracle Database Optimization
SimCorp Dimension Software Install
Operating System
Hardware and Network

INFRASTRUCTURE

SimCorp Dimension Configuration
SimCorp Dimension Upgrade
Oracle Database Optimization
SimCorp Dimension Software Install
Operating System
Hardware and Network

PLATFORM

SimCorp Dimension Configuration
SimCorp Dimension Upgrade
Oracle Database Optimization
SimCorp Dimension Software Install
Operating System
Hardware and Network

SOFTWARE

SimCorp Dimension Configuration
SimCorp Dimension Upgrade
Oracle Database Optimization
SimCorp Dimension Software Install
Operating System
Hardware and Network

APPLICATION

SimCorp Dimension Configuration
SimCorp Dimension Upgrade
Oracle Database Optimization
SimCorp Dimension Software Install
Operating System
Hardware and Network

* Today we deliver advanced Upgrade Assistance
KEY DRIVERS FOR CLOUD ADOPTION
TODAY AND TOMORROW

<table>
<thead>
<tr>
<th>COST SAVINGS</th>
<th>REDUCED RISK</th>
<th>INNOVATION</th>
</tr>
</thead>
<tbody>
<tr>
<td>Capital expenses</td>
<td>Hedge risk by</td>
<td>Machine learning (ML),</td>
</tr>
<tr>
<td>converted to</td>
<td>transferring data</td>
<td>artificial intelligence (AI),</td>
</tr>
<tr>
<td>operating expenses</td>
<td>to the cloud</td>
<td>high-performance computing (HPC)</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>SCALABILITY</th>
<th>BUSINESS CONTINUITY</th>
<th>BIG DATA</th>
</tr>
</thead>
<tbody>
<tr>
<td>Scale up or down</td>
<td>Fault-tolerant</td>
<td>Increasingly large data sets,</td>
</tr>
<tr>
<td>on demand, as</td>
<td>approach to</td>
<td>benefits of sharing</td>
</tr>
<tr>
<td>configured or</td>
<td>continuous delivery</td>
<td></td>
</tr>
<tr>
<td>scheduled</td>
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<table>
<thead>
<tr>
<th>TIME TO MARKET</th>
<th>COLLABORATION</th>
<th>STANDARDIZATION</th>
</tr>
</thead>
<tbody>
<tr>
<td>Shortened</td>
<td>Increased synergies</td>
<td>Technology,</td>
</tr>
<tr>
<td>considerably,</td>
<td>for Business, IT &amp;</td>
<td>implementation,</td>
</tr>
<tr>
<td>including time to</td>
<td>Operations</td>
<td>lifecycle and DevOps</td>
</tr>
<tr>
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<td></td>
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</tr>
<tr>
<td>provision/deploy</td>
<td></td>
<td></td>
</tr>
</tbody>
</table>
CHANGE IN ARCHITECTURE
FROM TWO-TIER TO THREE-TIER ARCHITECTURE

Two-tier architecture (client-server)

- Presentation & application tier
- Data tier

Three-tier architecture

- Presentation tier
- Application tier
- Data tier
GLOBAL MARKET SHARE OF 15% AS OF END-2019
199 SIMCORP DIMENSION CLIENTS

Global market

- **15%**
- **+12**
- **199 of 1,300 potential clients**

- **UK, Northern Europe and Middle East**
  - **28%**
  - **+5**
  - **86 of 310 potential clients**

- **Central Europe**
  - **46%**
  - **+2**
  - **51 of 110 potential clients**

- **North America**
  - **6%**
  - **+4**
  - **35 of 550 potential clients**

- **APAC**
  - **9%**
  - **+1**
  - **17 of 180 potential clients**

- **Southern Europe**
  - **7%**
  - **0**
  - **10 of 150 potential clients**

Market share ☐ Market potential ☐ Number of new clients in 2019 ☐
MORE THAN 300 CLIENTS
MULTIPLE CROSS SELL OPPORTUNITIES BETWEEN THE THREE BRANDS
### NEW CLIENTS IN 2017

<table>
<thead>
<tr>
<th>Quarter</th>
<th>Product</th>
<th>Country</th>
<th>Client</th>
<th>Type</th>
</tr>
</thead>
<tbody>
<tr>
<td>Q1</td>
<td>SimCorp Dimension</td>
<td>🇺🇸</td>
<td>Undisclosed investment manager</td>
<td>Back-office</td>
</tr>
<tr>
<td>Q2</td>
<td>SimCorp Coric</td>
<td>🇬🇧</td>
<td>Undisclosed investment manager</td>
<td>Client reporting</td>
</tr>
<tr>
<td></td>
<td>SimCorp Coric</td>
<td>🇳🇴</td>
<td>Undisclosed investment manager</td>
<td>Client reporting</td>
</tr>
<tr>
<td>Q3</td>
<td>SimCorp Dimension</td>
<td>🇦🇺</td>
<td>Novo Holdings A/S</td>
<td>Front-to-back/IBOR</td>
</tr>
<tr>
<td></td>
<td>SimCorp Dimension</td>
<td>🇨🇦</td>
<td>FIIG</td>
<td>Front-to-back/IBOR</td>
</tr>
<tr>
<td></td>
<td>SimCorp Dimension</td>
<td>🇬🇨</td>
<td>Undisclosed investment manager</td>
<td>Middle- and back-office</td>
</tr>
</tbody>
</table>
# NEW CLIENTS IN 2017

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

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

<table>
<thead>
<tr>
<th>PRODUCT</th>
<th>COUNTRY</th>
<th>CLIENT</th>
<th>TYPE</th>
</tr>
</thead>
<tbody>
<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>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>America</td>
<td>Ohio Public Employees Retirement System</td>
<td>Middle- and 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 Coric</td>
<td></td>
<td>Undisclosed investment manager</td>
<td>Client reporting</td>
</tr>
<tr>
<td>SimCorp Coric</td>
<td>Canada</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>
## NEW CLIENTS IN 2019 (1/2)

<table>
<thead>
<tr>
<th>CLIENT</th>
<th>Q1 2019</th>
<th>Q2 2019</th>
<th>Q3 2019</th>
</tr>
</thead>
<tbody>
<tr>
<td>Willis Towers Watson</td>
<td>✓ ✓ ✓ ✓ ✓ ✓ ✓ ✓ ✓</td>
<td>✓ ✓ ✓ ✓ ✓ ✓ ✓ ✓ ✓</td>
<td>✓ ✓ ✓ ✓ ✓ ✓ ✓ ✓ ✓</td>
</tr>
<tr>
<td>Sava Re Group</td>
<td>✓ ✓ ✓ ✓ ✓ ✓ ✓ ✓ ✓</td>
<td>✓ ✓ ✓ ✓ ✓ ✓ ✓ ✓ ✓</td>
<td>✓ ✓ ✓ ✓ ✓ ✓ ✓ ✓ ✓</td>
</tr>
<tr>
<td>Undisclosed investment manager</td>
<td>✓ ✓ ✓ ✓ ✓ ✓ ✓ ✓ ✓</td>
<td>✓ ✓ ✓ ✓ ✓ ✓ ✓ ✓ ✓</td>
<td>✓ ✓ ✓ ✓ ✓ ✓ ✓ ✓ ✓</td>
</tr>
<tr>
<td>Undisclosed investment manager</td>
<td>✓ ✓ ✓ ✓ ✓ ✓ ✓ ✓ ✓</td>
<td>✓ ✓ ✓ ✓ ✓ ✓ ✓ ✓ ✓</td>
<td>✓ ✓ ✓ ✓ ✓ ✓ ✓ ✓ ✓</td>
</tr>
<tr>
<td>Hydro-Québec</td>
<td>✓ ✓ ✓ ✓ ✓ ✓ ✓ ✓ ✓</td>
<td>✓ ✓ ✓ ✓ ✓ ✓ ✓ ✓ ✓</td>
<td>✓ ✓ ✓ ✓ ✓ ✓ ✓ ✓ ✓</td>
</tr>
<tr>
<td>Undisclosed investment manager</td>
<td>✓ ✓ ✓ ✓ ✓ ✓ ✓ ✓ ✓</td>
<td>✓ ✓ ✓ ✓ ✓ ✓ ✓ ✓ ✓</td>
<td>✓ ✓ ✓ ✓ ✓ ✓ ✓ ✓ ✓</td>
</tr>
<tr>
<td>Undisclosed investment manager</td>
<td>✓ ✓ ✓ ✓ ✓ ✓ ✓ ✓ ✓</td>
<td>✓ ✓ ✓ ✓ ✓ ✓ ✓ ✓ ✓</td>
<td>✓ ✓ ✓ ✓ ✓ ✓ ✓ ✓ ✓</td>
</tr>
<tr>
<td>Undisclosed investment manager</td>
<td>✓ ✓ ✓ ✓ ✓ ✓ ✓ ✓ ✓</td>
<td>✓ ✓ ✓ ✓ ✓ ✓ ✓ ✓ ✓</td>
<td>✓ ✓ ✓ ✓ ✓ ✓ ✓ ✓ ✓</td>
</tr>
<tr>
<td>Pennsylvania Public School Employees Retirement System</td>
<td>✓ ✓ ✓ ✓ ✓ ✓ ✓ ✓ ✓</td>
<td>✓ ✓ ✓ ✓ ✓ ✓ ✓ ✓ ✓</td>
<td>✓ ✓ ✓ ✓ ✓ ✓ ✓ ✓ ✓</td>
</tr>
</tbody>
</table>

**FO:** Front-office, **MO:** Middle-office, **BO:** Back-office, **DW:** Datawarehouse
## NEW CLIENTS IN 2019 (2/2)

<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>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Q4 2019</strong></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Athora</td>
<td></td>
<td></td>
<td>✓</td>
<td></td>
<td></td>
<td></td>
<td>✓</td>
</tr>
<tr>
<td>Undisclosed investment manager</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td>✓</td>
</tr>
<tr>
<td>Undisclosed investment manager</td>
<td></td>
<td></td>
<td>✓</td>
<td></td>
<td></td>
<td>✓</td>
<td></td>
</tr>
<tr>
<td>Undisclosed investment manager</td>
<td>✓</td>
<td>✓</td>
<td>✓</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>GAM</td>
<td>✓</td>
<td>✓</td>
<td></td>
<td>✓</td>
<td>✓</td>
<td>✓</td>
<td>✓</td>
</tr>
<tr>
<td>Undisclosed investment manager</td>
<td>✓</td>
<td>✓</td>
<td>✓</td>
<td></td>
<td></td>
<td></td>
<td></td>
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</table>

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

2. **Identify the separate performance obligations (PO) in the contract**
   - Performance obligation (PO #1)
   - Performance obligation (PO #2)

3. **Determine the transaction price**
   - Transaction price

4. **Allocate the transaction price to the separate POs**
   - Allocated transaction price to PO #1
   - Allocated transaction price to PO #2

5. **Recognize revenue when the entity satisfies a PO**
   - Recognize revenue PO #1
   - Recognize revenue PO #2

---

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

Subscription order: IAS 18

Income recognition

Cash flow

Subscription order: New IFRS 15

Initial license fee (ILF) Maintenance

Contract renewal

Cash flow

Maintenance Initial license fee (ILF)

Contract renewal

Cash flow
NEW IFRS REPORTING

NO CHANGE TO PERPETUAL ORDERS FOLLOWING IFRS 15

Subscription order: New IFRS 15

- Year 1
- Year 2
- Year 3
- Year 4
- Year 5
- Year 6
- Year 7

- Contract renewal
- Maintenance
- Initial license fee (ILF)

Cash flow

- Year 1
- Year 2
- Year 3
- Year 4
- Year 5
- Year 6
- Year 7

- Cash flow

Perpetual order: New IFRS 15

- Year 1
- Year 2
- Year 3
- Year 4
- Year 5
- Year 6
- Year 7

- Initial license fee (ILF)
- Maintenance

Cash flow

- Year 1
- Year 2
- Year 3
- Year 4
- Year 5
- Year 6
- Year 7

- Cash flow

Usually SimCorp does not receive the entire cash amount for the license up-front but rather over 2 years

NO CHANGE TO PERPETUAL ORDERS FOLLOWING IFRS 15

NEW IFRS REPORTING
IMyPACT OF CONVERSIONS WITH IFRS15
PERPETUAL LICENSE CONVERTED INTO 5-YEAR SUBSCRIPTION

P&L

Cash flow

Conversion

Perpetual

Subscription
ESG/CSR OVERVIEW
AN INGRAINED PART OF SIMCORP’S BUSINESS

Comments
• 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. For full disclosure of all ESG metrics see: CSR statement and ESG report 2019.

Selected ESG reporting metrics

<table>
<thead>
<tr>
<th></th>
<th>Target</th>
<th>2019</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></td>
<td>212</td>
<td>209</td>
<td>251</td>
<td>277</td>
</tr>
<tr>
<td>CO2 emission, scope 1&amp;2 (HQ), tons/FTE</td>
<td>0.4</td>
<td>0.4</td>
<td>0.4</td>
<td>0.5</td>
<td>0.6</td>
</tr>
<tr>
<td>CO2 emission, scope 3 (Group), tons</td>
<td>5,873</td>
<td>5,180</td>
<td>4,698</td>
<td>4,644</td>
<td></td>
</tr>
<tr>
<td>CO2 emission, scope 3 (Group), tons/FTE</td>
<td>3.0</td>
<td>3.4</td>
<td>3.3</td>
<td>3.3</td>
<td>3.6</td>
</tr>
<tr>
<td>Women as share of employees</td>
<td></td>
<td>33%</td>
<td>33%</td>
<td>33%</td>
<td>31%</td>
</tr>
<tr>
<td>Voluntary turnover ratio</td>
<td>&lt;7%</td>
<td>7%</td>
<td>7%</td>
<td>6%</td>
<td>7%</td>
</tr>
<tr>
<td>Total employee turnover ratio</td>
<td></td>
<td>11%</td>
<td>9%</td>
<td>9%</td>
<td>9%</td>
</tr>
<tr>
<td>Board attendance rate</td>
<td>100%</td>
<td>97%</td>
<td>100%</td>
<td>100%</td>
<td>100%</td>
</tr>
<tr>
<td>Women as % of shareholder-elected Board members</td>
<td>33%</td>
<td>17%</td>
<td>14%</td>
<td>17%</td>
<td>20%</td>
</tr>
<tr>
<td>Net promoter score (NPS)</td>
<td></td>
<td>39</td>
<td>38.0</td>
<td>39.0</td>
<td>27.0</td>
</tr>
</tbody>
</table>
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.

SimCorp’s Diversity and Inclusion Policy states that SimCorp “…strive to create a diverse and inclusive workplace that welcomes people of all views and backgrounds, and offers equal opportunities regardless of race, gender, religion, national origin, physical ability, marital status, or sexual orientation. We believe that we are stronger when we reflect the diversity in the world around us, making us more dynamic, more innovative and more successful in the marketplace.”

**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.**

**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 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. SimCorp has joined the Coding Class project as one of the main sponsors, who also obtain a spot in the Steering Committee. These sponsors are called "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.

SimCorp’s product offering SimCorp Dimension® and its regulatory compliance services enable global investment managers to always comply with the latest regulatory demands. A separate module in SimCorp’s Dimension, the “Compliance Manager”, enables users to reconcile compliance demands from regulators and customers. Furthermore, SimCorp’s offering allows real-time compliance monitoring.

**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.**

**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 has joined the Coding Class project as one of the main sponsors, who also obtained a spot in the Steering Committee. These sponsors are called “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 13.3: Improved education, awareness raising and human and institutional capacity on climate change mitigation, adaptation, impact reduction and early warning.**

Taking climate and environmental responsibility is part of acting responsibly as a business. Although SimCorp is not an energy-intensive company, we acknowledge that we need to make an active contribution to minimizing carbon emissions. Our CO2 impact is mainly associated with meeting-related air travel and heating and electricity use at our offices. As air travel is the business activity at SimCorp which has the highest CO2 impact, we have made it a focus area to reduce its impact.
THE SIMCORP SHARE

Comments

- 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%:
  - The Capital Group Companies
  - Ameriprise Financial Inc. (Columbia Wanger)
  - SMALLCAP World Funds, Inc. (fund within Capital Group companies)

Shareholder structure by geography (2019):

- Denmark 33%
- North America 19%
- UK 16%
- Europe ex. Denmark and UK 0%
- Rest of the world 19%

Shareholder structure by category (2019):

- Institutional investors 79%
- Private investors 13%
- Employees and management 2%
- Treasury shares 2%
THE EXECUTIVE MANAGEMENT BOARD

Klaus Holse  
Chief Executive Officer  
In SimCorp since Sep. 2012

Georg Hetrod  
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
Anders Hjort
VP, Head of Investor Relations
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