



| Temenos Analytics



TEMENOS
THE BANKING SOFTWARE COMPANY

| Agenda

1. Bank Challenges
2. Market Background
3. Temenos Market Engagement
4. Temenos Solution Overview
5. Appendix



Temenos Understanding of Bank's Situation

Introductory facts

3,000

institutions use
Temenos
software

150+

countries with
Temenos
clients

1 day

250+ go-lives in 2019
- 1 per working day

2K to 30M

accounts in
smallest and
largest client

26 years

Longest continuous
use of Temenos
software by a bank

20%

of revenues invested
in R&D.
\$1.9Bn up to 2019



TEMENOS
VALUE
BENCHMARK

Temenos clients achieve market-leading Cost-Income ratios

26.8%



Cost-Income Ratio

Temenos top quartile clients achieve 26.8%¹ Cost-Income ratio,
half the industry average²

1. Refers to average of top quartile of banks participating in the Temenos Value Benchmark 2019

2. Calculated based on 2017/18 data from The Banker Database covering 2750 banks globally with total assets within the same range as that of participants on the Temenos Value Benchmark 2019

Financial institutions need to better understand customers



KEY CHALLENGES:

- Overcoming data silos
- Increasing volumes & varieties of data
- Data accuracy
- Batch processing vs. real time
- Data strategy & data exploitation
- Integration into business applications
- Getting the right information to the right people
- The need for speed



KEY OPPORTUNITIES:

- Increase productivity, efficiencies and profitability
- Deliver accurate data to the right person at the right time
- Single version of the truth
- Smarter, faster decision making enterprise wide
- Become customer centric, not product centric
- Increase wallet share, decrease customer churn
- Enrich customer experience



At BlueShore we knew what customers and segments we wanted to target, but what we didn't have was a tool that could actually help us confirm how we would do that. Temenos Analytics allows us to be more surgical in how we target a segment and gives us more knowledge in terms of how we develop products."

Fred Cook – CIO, BlueShore Financial



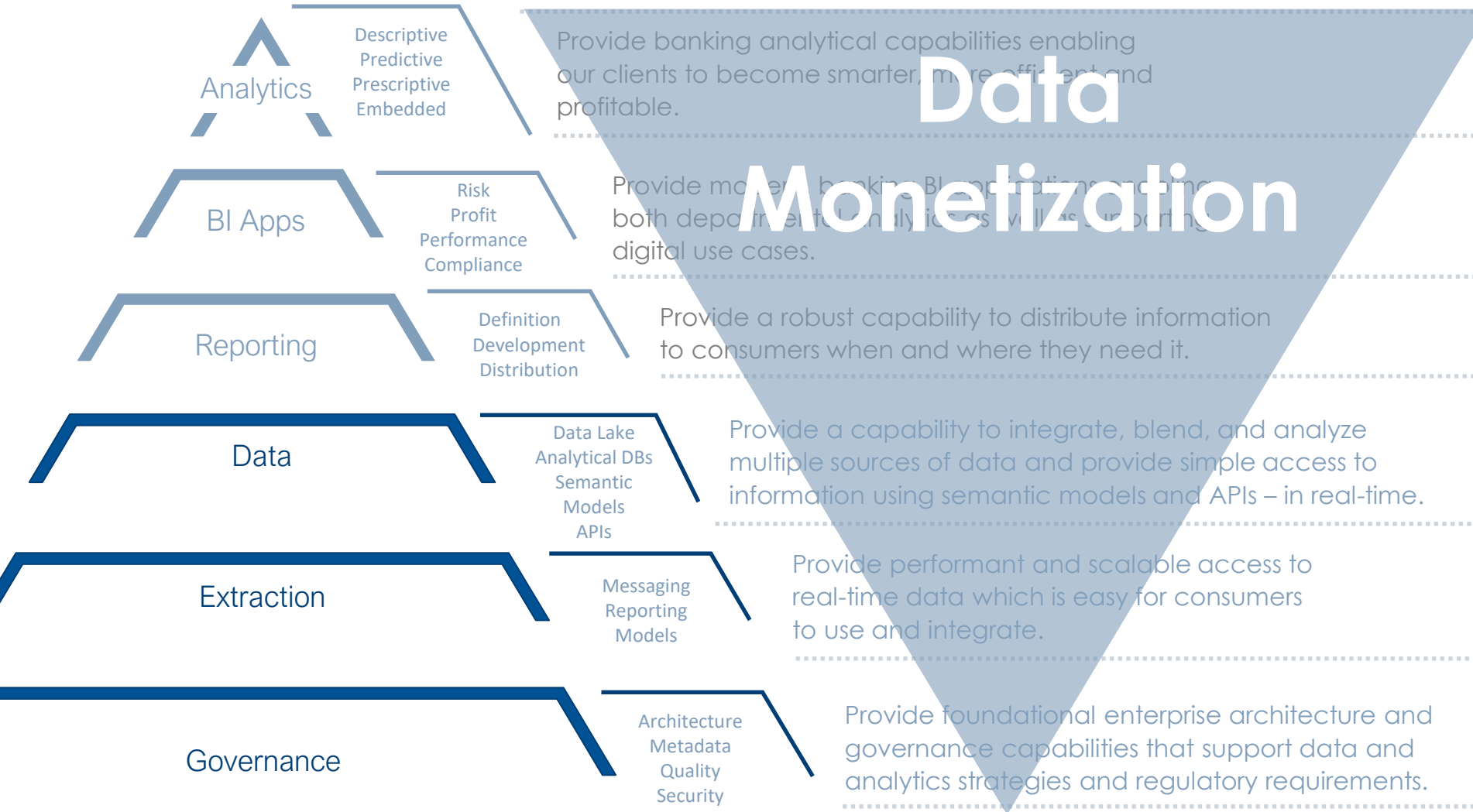
Challenges and How Temenos Addresses Them



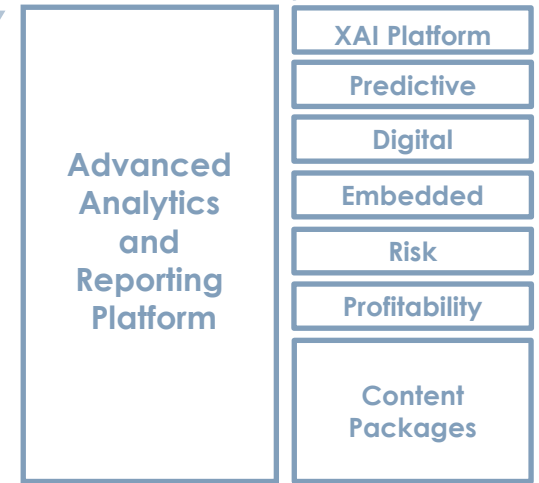
Analytics Hierarchy of Needs



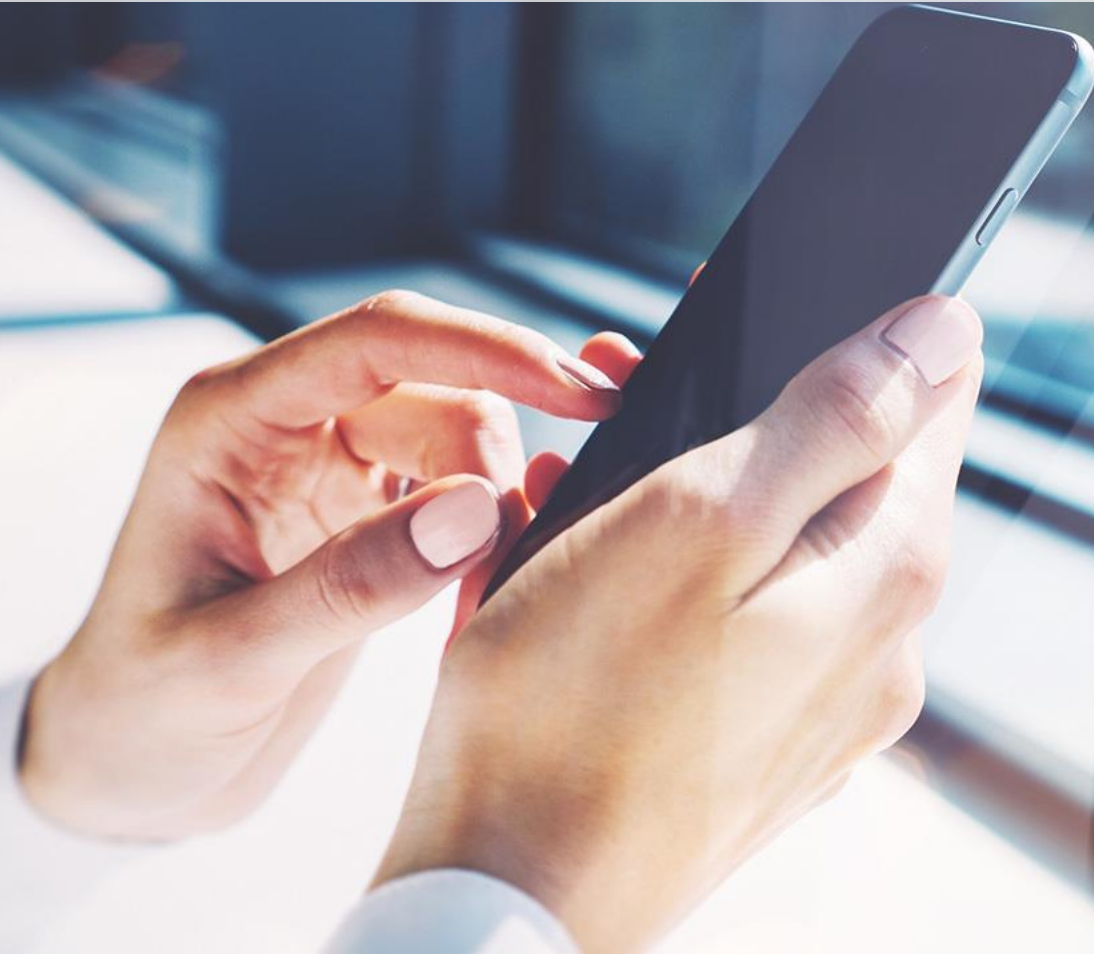
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Data Monetization

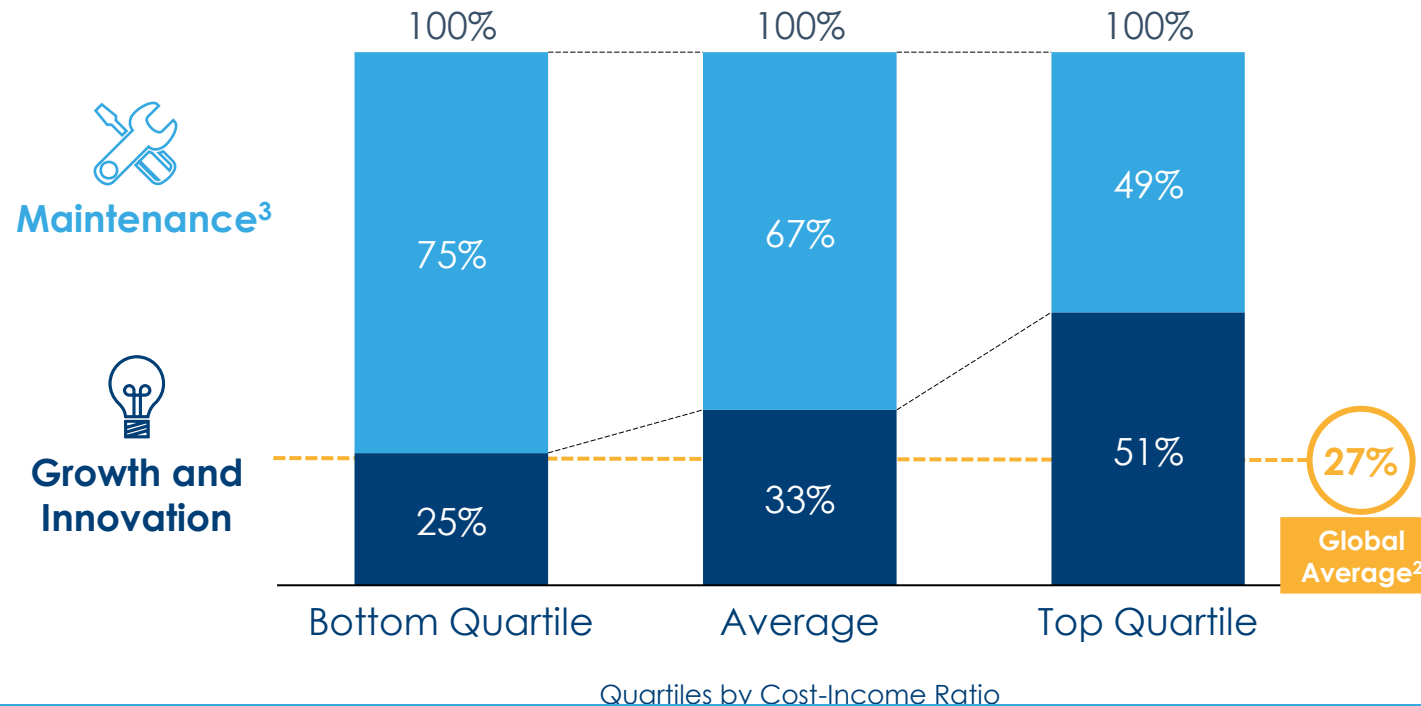


| Temenos Market Engagement



Temenos clients spend double on innovation

IT spend on growth and innovation¹

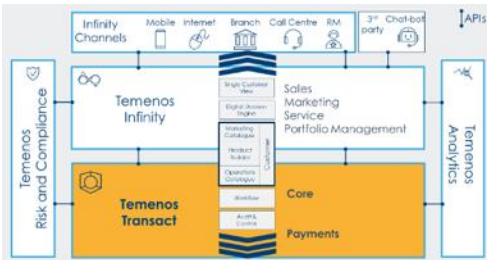


Temenos invests in commodity so our clients can invest in differentiation

1. Temenos Value Benchmark 2019– average of Retail divisions of benchmark participants
 2. Celent 2019: 2018 Global average IT spend by Banks in new investments
 3. Maintenance includes existing business (keeping the lights on) and non-discretionary regulation

Banks that run Temenos Analytics have a better performing Reporting and Analytics function

T24 Transact only clients



T24 Transact + Analytics clients



Revenue per customer¹ (\$)

430

~2.4x

1,038



Self service reports (%)

23%

~1.9x

43%



Data Duplication (%)

42%

~0.4x

16%

1. Retail divisions only

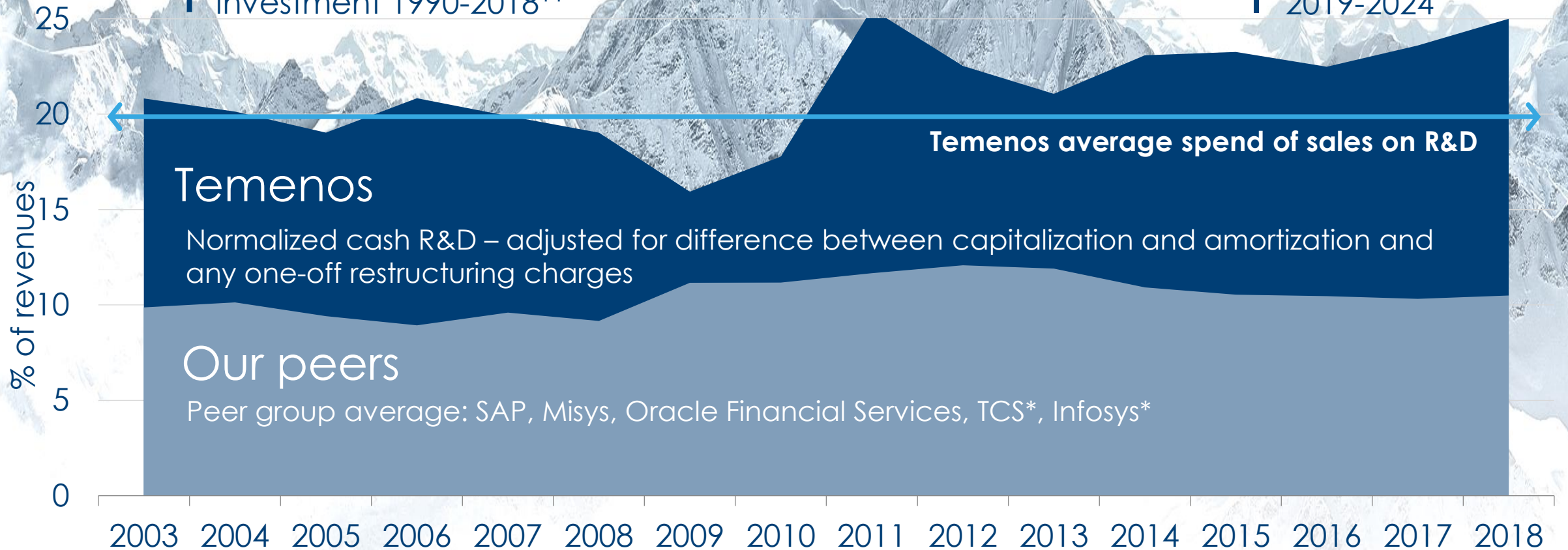
The highest R&D in the industry

\$1.9b

Cumulative R&D investment 1990-2018**

\$1.1b

Projected R&D 2019-2024



Source: Company Annual Reports, Thomson Reuters Eikon, Temenos estimates

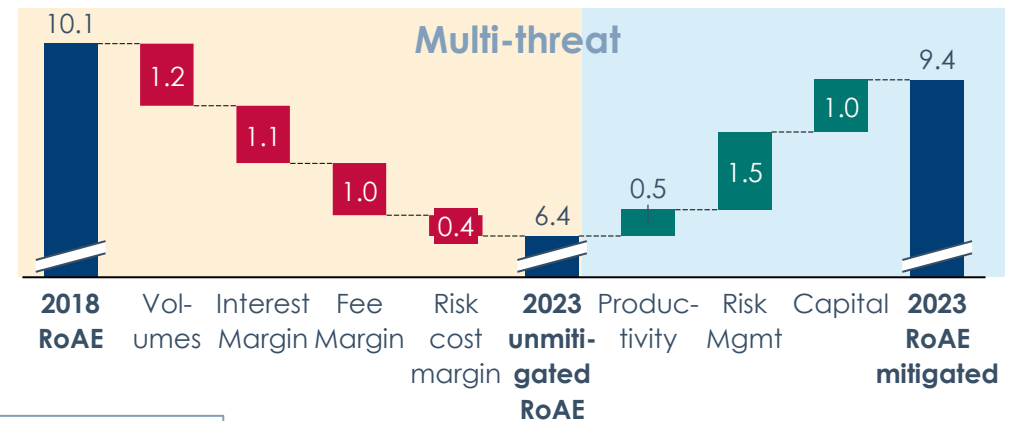
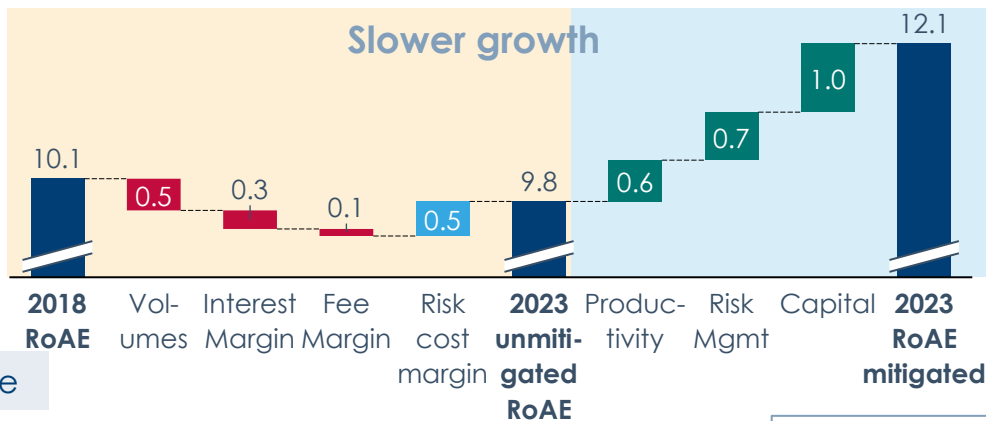
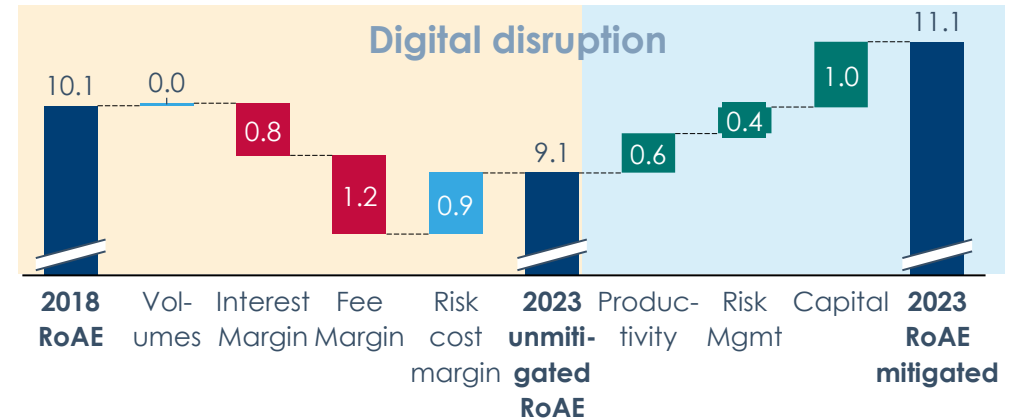
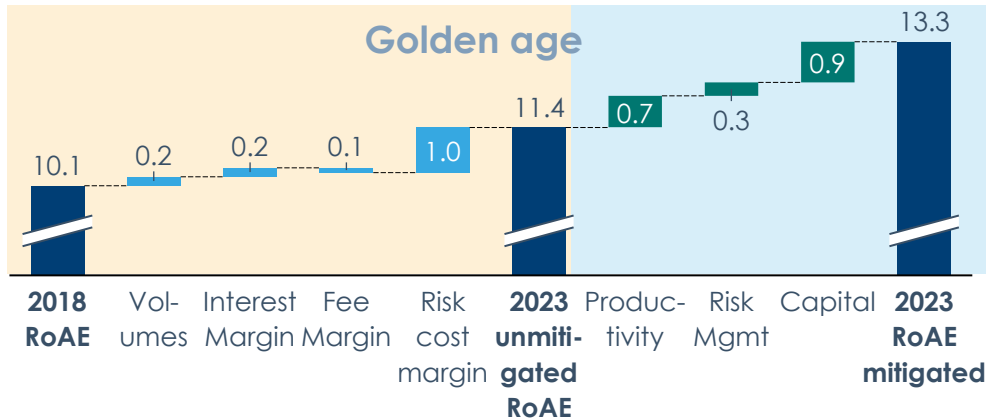
*For the Services vendors, we are weighting the R&D against the "software products" revenue, not against the total revenue. For Infosys, we are using the R&D pertaining to Software Products, using the weightage last disclosed in 2007, and applying that to the whole R&D disclosed for 2008-2018.

**Assume Present Value of investment (1990-2016) adjusted at 3% annual inflation; Excludes acquisition spend.

Scope for banks to take action to support returns

Favourable

Asia-Pacific - Return on average equity decomposition estimates (%)



Economic Growth

Unfavourable

Evolutionary

Digital disruption

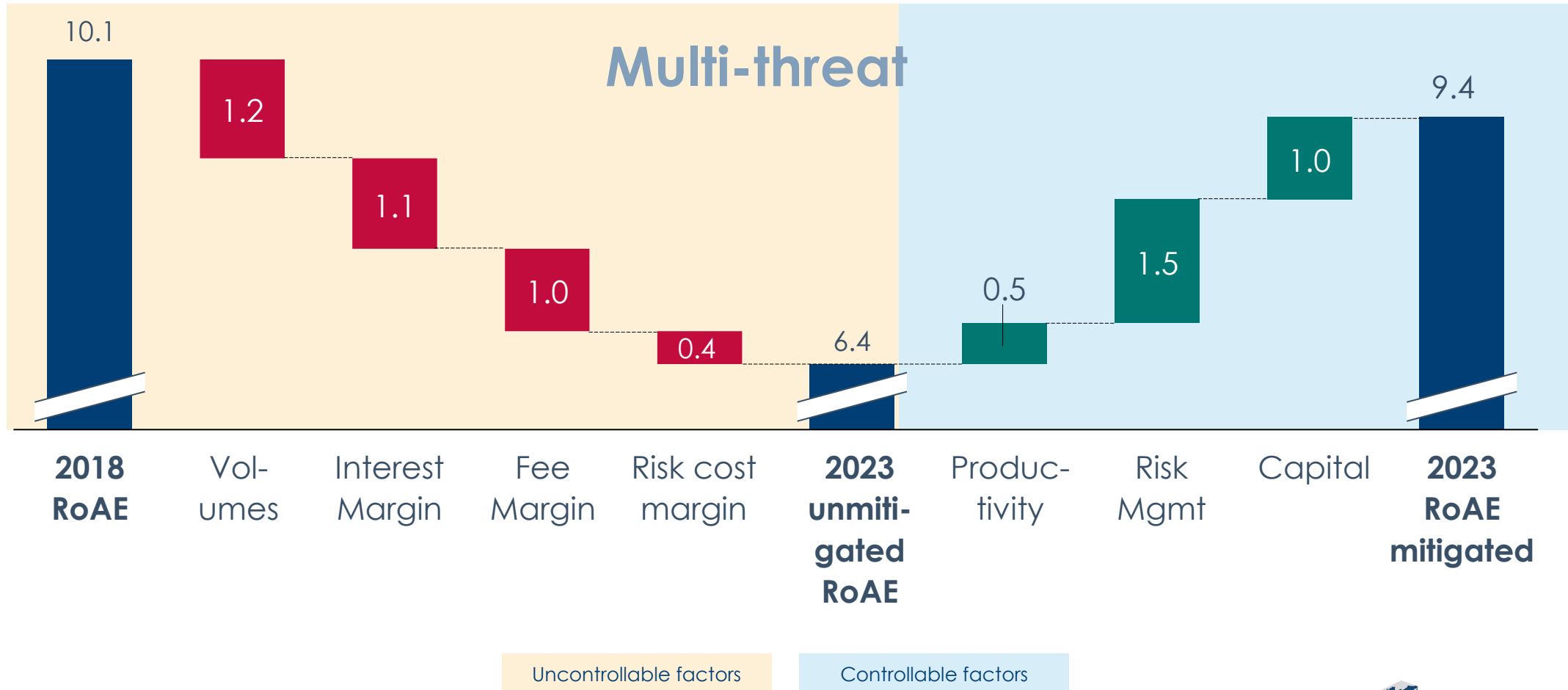
Revolutionary

Uncontrollable factors

Controllable factors

Advanced Analytics to reverse ROE deterioration

Asia-Pacific - Return on average equity decomposition estimates (%)



Source: McKinsey APAC Banking Review 2019

| Temenos Product/Solution or Service Overview



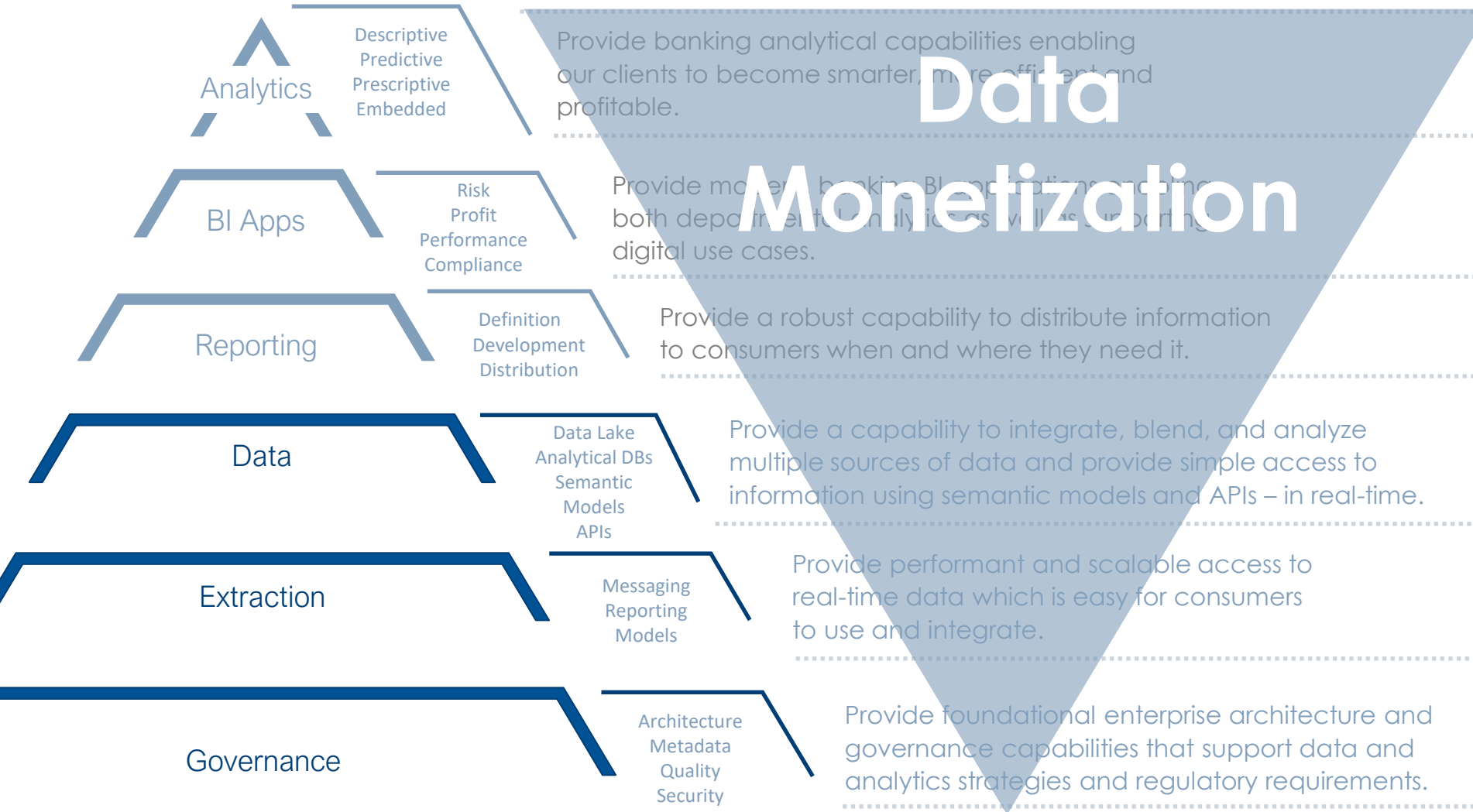
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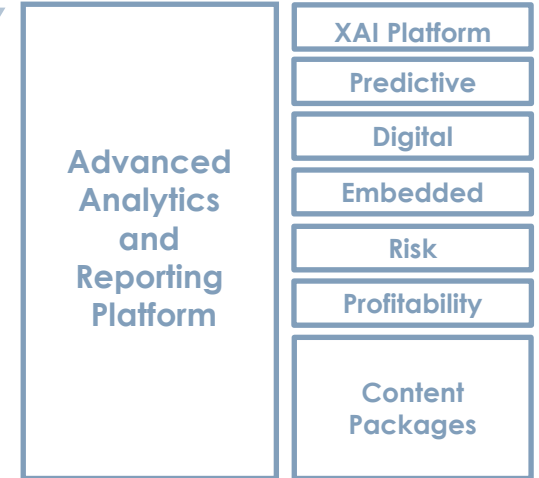
Analytics Hierarchy of Needs



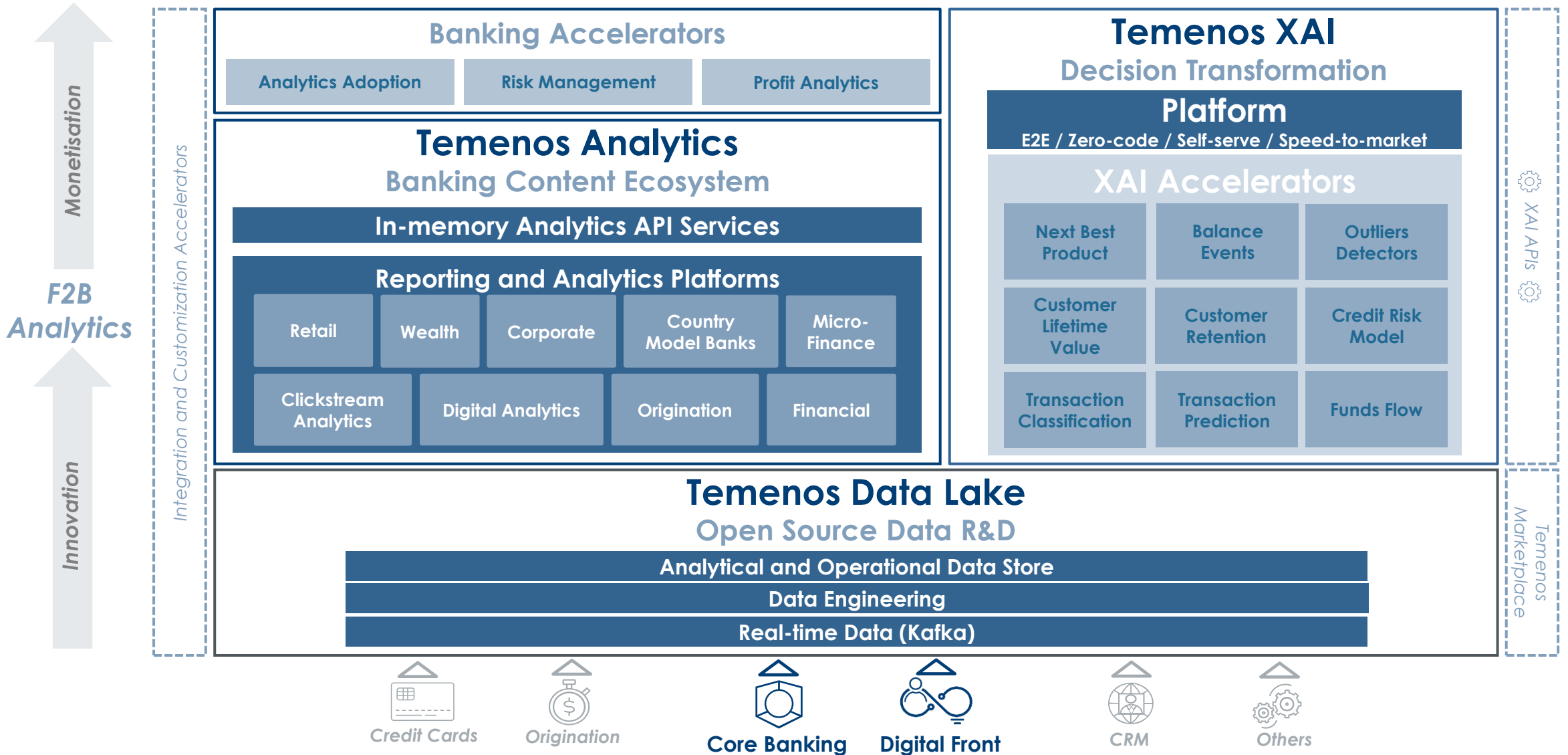
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Data Monetization



Data Analytics Future-Proof Scalability



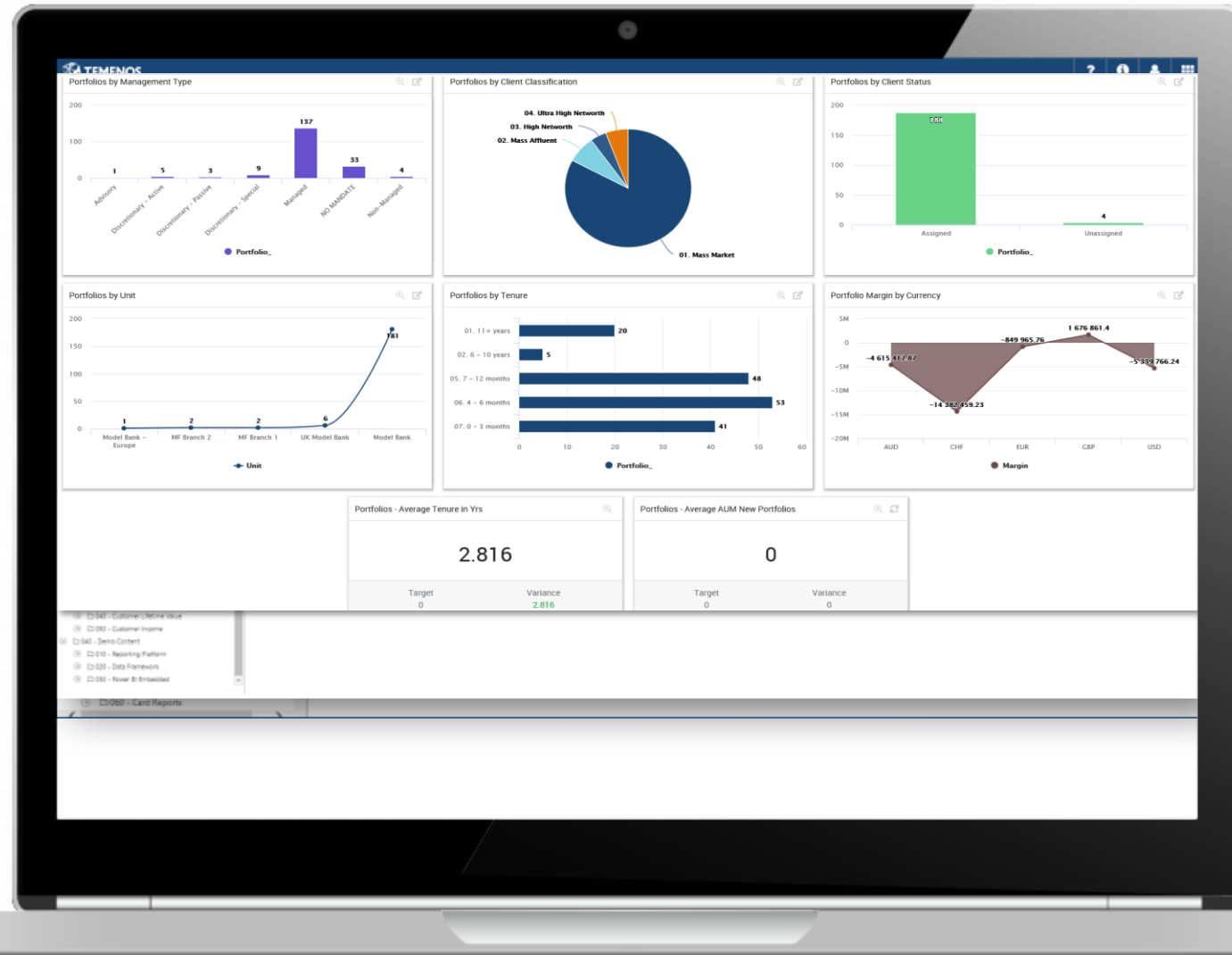
Add-on module Content packs

Deep Dive Business Intelligence Accelerator



Data Monetization Accelerator

Massive Out-of-Box Banking Contents and Models



Leverage Temenos Global Banking Ecosystem

Definitive Banking Reporting and Analytics Contents

Clients Overview SSAS OLAP Cubes AUM By Classification Employee Performance Analysis

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R19 Wealth Analytics Catalogue

Temenos Analytics – Advanced Analytics
Financial Analytics Standard Reports and Dashboards

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R19 Retail Analytics Content Pack Catalogue

R19 Retail Analytics Catalogue

R19 Corporate Analytics Content Pack Catalogue

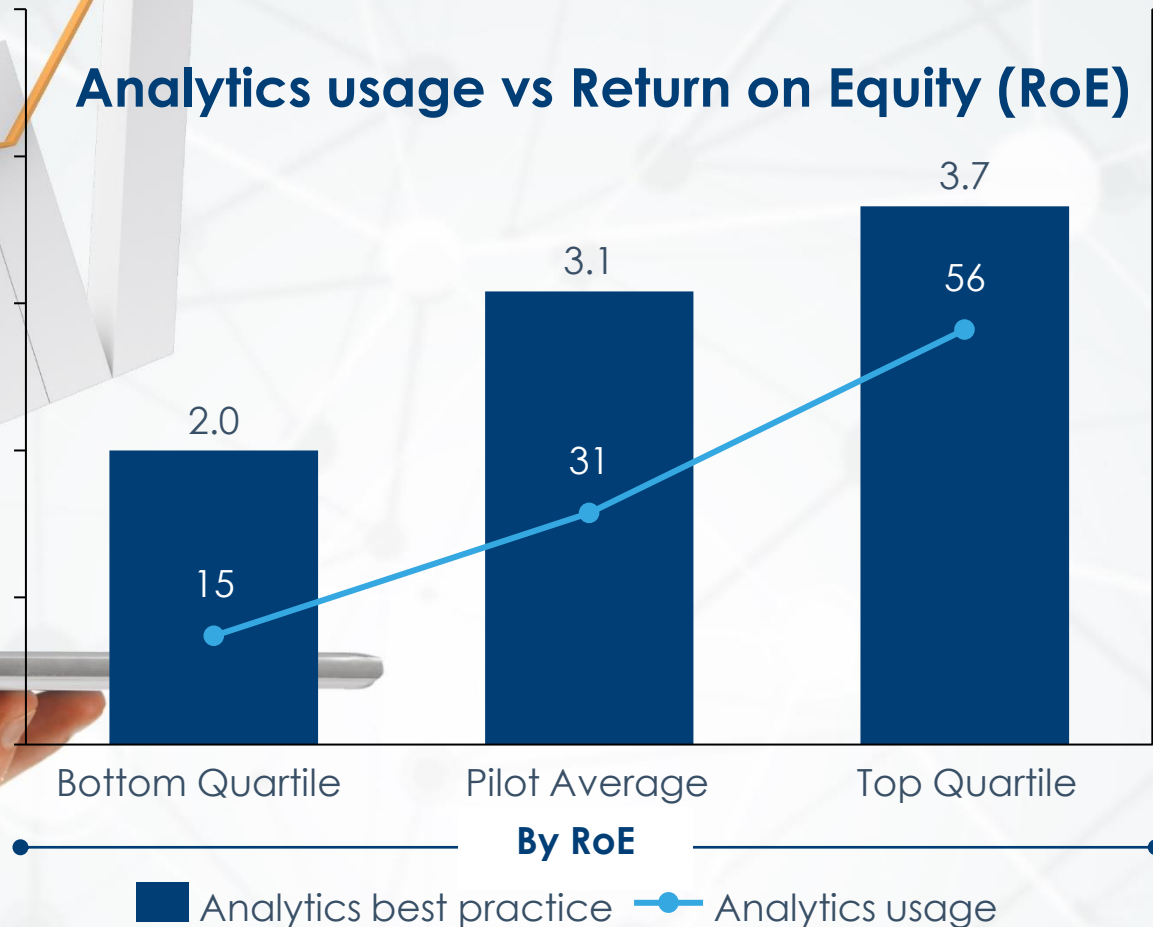
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Bank-wide Use of Analytics Drives Profitability

Analytics usage vs Return on Equity (RoE)



Note: Data set not statistically significant and subject to change. All insights based on co-relations only | Rating on a scale of 1 (lowest) to 5 (highest)

Thank You

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