Temenos Products and Strategy
Mark Gunning – Director of Strategic Marketing
Partner “Elevator Pitch”

- True software package approach means:
  - Low cost of ownership
  - Highest R&D
  - Future assured through upgrades
- Temenos provide best practice, flexibility allows differentiation
- T24 is the market leader
- Massive breadth of coverage in single, consistent system:
  - Retail including high volume, Brokerage, Corporate banking, Universal, Private Banking, Wealth Management, Islamic Banking, Microfinance
- Process led, model bank implementations lead to
  - Real measurable cost savings up to 40%
  - Fast, predictable implementation projects
Benefiting from High R&D

Temenos will spend more than **USD500m** on R&D between 2006 and 2011.

*Cash R&D, adjusted for the difference between capitalisation and amortisation
**End of fiscal years: SAP, i-flex (ex-services), Misys (ex-Sesame); TCS (BaNCS).
For i-flex in 2008, no data is available so we have assumed the same percentage as in 2007.
T24 – Main Features

Model Bank - Fast, Reliable Time to Value

- Simple Configuration
- Complex Configuration
- Client Coding Extensions
- Regional Platform
- Core

- Low Investment
- High Investment

- Flexible
- Component or Integrated
- Mission Critical 24*7*365
- Scalable

- Good Business Practice
- Highest R&D; Simplest Upgrade
- Multi Language, Country, Time-zone
- Open and Standard

T24 Model Bank

The Banking Software Company
T24 – Main Features

Simple Configuration
Complex Configuration
Client Coding Extensions
Regional Platform
Core

High Investment: Higher Independence

Flexible
Component or Integrated
Mission Critical 24*7*365
Scalable

Good Business Practice
Highest R&D; Simplest Upgrade
Multi Language, Country, Time-zone
Open and Standard

Buy For Commodity – Build For Differentiation
Breadth Of Solution Portfolio

Channels
- Branch
- Internet
- Mobile
- Agent

Third Party Channels and Systems
- Call Centre
- IVR
- ATM/POS
- Systems
- Clearing
- SWIFT/RTGS
- Market Data
- Dealing

Agility Kit
- Extensibility
- Database
- Rules Engine
- Queries
- GIT
- Screens

CRM
- Profiling
- Segmentation
- Advice*
- Profits
- Case Mgt.
- Alerts

Sales Support
- Prospects
- Campaigns
- Propensity
- Origination
- Credit Score
- Rewards*

Common Services
- Past Due
- Collections
- User Roles
- Archiving
- Reconciliations
- Conf. matching
- 24/7
- Images
- Doc. Mgt.
- Deposit Boxes
- Language
- Company
- Currency
- Time-zone

Integration, Workflow and Process
- Model Processes
- Service Repository
- Process Workflow

Regulation and Compliance
- Reg Reporting
- Blacklisting
- Doc Mgt.

Management Control
- Performance
- Basle II
- Collateral
- Limits
- GL & Control
- BAM
- ETL
- BAM

Product Services
- Retail
- Corporate
- Private Wealth
- Microfinance
- Treasury
- Islamic
- Universal
- Payments

Currently T24, Moving to open standards

FE Mobile

Viveo Compliance

Lydian Insight

Barracuda Insight Risk

*Roadmap or limited functionality
Breadth Of Solution Portfolio – Private Wealth

**Private Wealth**

- **Services offered**
  - Advisory
  - Managed
  - Self directed
  - Intermediary
  - Custody
  - Non-custody

- **Back Office Support**
  - Trade Settlement
  - Corporate Action Suite
  - Custody Management
  - Reconciliations
  - Fees and Charges

- **Valuations**
  - Online and historical
  - Group valuations
  - Formal printed valuations
  - Report designer

- **Modeling**
  - Investment profiles
  - Model portfolios
  - Rebalancing
  - Scenario generation
  - Performance analysis

- **Relationship Management**
  - Prospect management
  - Contact management
  - Client preferences
  - Action list
  - Wealth reporting
  - KYC
  - Events and alerts

- **Cash Management**
  - Cash sweeping
  - Excess cash reinvestment
  - Currency hedging

- **Performance**
  - Daily performance
  - Segmentation
  - Attribution*
  - Composites
  - Benchmarks & models

- **Compliance**
  - Document management
  - Transaction constraints
  - Holding restrictions
  - Regulatory reports
  - Compliance alerts

- **Business Intelligence**
  - AUM
  - Asset flows
  - Wealth KPIs

- **Products & instruments**
  - Accounts
  - Term deposits
  - Loans
  - FX
  - Structured products
  - Equities
  - Bonds & fixed income
  - Rights
  - Futures and options
  - Exotic options
  - Funds
  - Alternative investments
  - Fiduciaries
  - Guarantees

- **Order Management**
  - Single orders
  - Bulk orders
  - Broker interfaces
  - Switch orders

*Only available with AAA

**Roadmap or limited functionality**
Breadth Of Solution Portfolio – Islamic

**Investment Products:**
- Reversed Murabaha
- Sukuk (Islamic Bonds)
- Mudaraba (restricted)
- Mudaraba (unrestricted)
- Amanah
- Call accounts
- Profit Management

**Corporate Products:**
- Murabaha
- Ijarah
- Musharakah
- L/C Murabaha and Musharakah
- Tawaruq
- Bei Salam

**Finance Products:**
- Murabaha
- Musharaka
- Ijarah
- Ijarah wa Iqtinaa
- Musharaka
- Tawaruq
- Musawamah
- Bei Salam
- Parallel Salam

**Finance Models:**
- Wakala
- Fleet financing
- Revolving
- Musharaka

**Finance types:**
- Murabaha model
- Fixed rate
- Automated rate change
- Floating rate
- Annuity fixed instalments

**Other features:**
- Charity past due
- Reposes assets
- Postponement
- Asset/collateral definition
- Down payments
- Hamish Jedlay
- Sub products

**Treasury Products:**
- Tawarruq
- Murabaha
- Reversed Murabaha
- Wakala
- Bei Ajel
- Islamic Repo

**Product Services**
- Retail
- Corporate
- Private Wealth
- Microfinance
- Treasury
- Islamic
- Universal
- Payments

**Sales Support**
- Prospects
- Campaigns
- Propensity
- Origination
- Credit Score
- Rewards

**Third Party Channels and Systems**
- IVR
- ATM/POS
- SWIFT/RTGS

**Integration, Workflow and Process**
- ETL
- ALM Mkt. Risk
- User Roles
- Doc. Mgt.
- 24/7 Images
- Language
- Company Currency
- Time-zone

**Collaboration and Governance**
- Performance Basle II
- GL & Control
- BAM
- User Roles
- Doc. Mgt.
- Confo. matching
- Deposit Boxes
- Past Due Collections
- Archiving
- Reconciliations

**Extensibility**
- Database
- Rules Engine
- Queries
- GIT
- Screens

**Branch Internet Mobile Agent**
- Clearing SWIFT/RTGS
- Market Data
- Dealing

**Manufacturing Catalogue Design Pricing**
- Interest Charges
- Publishing

**Service Repository Process Workflow**
- Model Processes

**Call Centre**
- IVR
- ATM/POS Systems
- Systems

**Reg RM**
- Segmentation
- Advice*

**Regulation and Compliance**
- Profitability

**Reg AML**
- Blacklisting

**Cheap Mgt.**
- Limits
- Collateral

**Performance**
- Time-zone

**Reg Reporting**
- Doc Mgt.

**GL & Control**
- User Roles
- Doc. Mgt.
Configuration and customisation NEVER impede the ability to upgrade
T24 Application Composition

- Totally consistent architecture
- 1538 Objects
  - 1151 configuration (24171)
  - 387 business
- Massively extensible
  - Data
  - Versions
  - Channels
  - Objects
  - Applications

Inherits template methods (input, authorise, list etc)

T24 Application Object

Stateless messages

Data

Channels

Workflow

New Local (e.g. Credit Cards)
T24 Architecture – High Availability

Web Layer

Connectivity

Application

Database

T24 Internet
T24 ToolBox
T24 Browser
T24 Monitoring
T24 Web Services

T24 Server
T24 Server
T24 Server

Cluster / Hot Standby

IBM
Oracle
Microsoft

TCP/IP (SSL)
IBM WebSphere MQ
Oracle AQ
JMS

Adobe AIR ®
Adobe Flash ®

IBM
Oracle
Microsoft

The Banking Software Company
Measure Past Performance

Corporate KPIs
Measure Past Performance

[Image of a financial performance visualization with charts and data tables, showing measures such as Income, Expenses, and Operating Income for December 2008.]
## Client and Portfolio Metrics

### Number of clients

<table>
<thead>
<tr>
<th></th>
<th>January</th>
<th>February</th>
<th>March</th>
</tr>
</thead>
<tbody>
<tr>
<td>Clients at start of period</td>
<td>8,000.00</td>
<td>8,400.00</td>
<td>8,350.00</td>
</tr>
<tr>
<td>New clients</td>
<td>450.00</td>
<td>100.00</td>
<td>150.00</td>
</tr>
<tr>
<td>Clients who left</td>
<td>50.00</td>
<td>150.00</td>
<td>300.00</td>
</tr>
<tr>
<td><strong>Clients at end of period</strong></td>
<td><strong>8,400.00</strong></td>
<td><strong>8,350.00</strong></td>
<td><strong>8,200.00</strong></td>
</tr>
</tbody>
</table>

### Number of Portfolios by Managed Account Type

<table>
<thead>
<tr>
<th>Number of Portfolios by Managed Account Type</th>
<th>January</th>
<th>February</th>
<th>March</th>
</tr>
</thead>
<tbody>
<tr>
<td>Number of discretionary managed portfolios</td>
<td>10,000.00</td>
<td>12,000.00</td>
<td>8,500.00</td>
</tr>
<tr>
<td>Number of advisory portfolios</td>
<td>8,000.00</td>
<td>5,000.00</td>
<td>12,000.00</td>
</tr>
<tr>
<td>Number of brokerage and custody portfolios</td>
<td>3,000.00</td>
<td>6,000.00</td>
<td>1,000.00</td>
</tr>
<tr>
<td>Number of other portfolio managed account types</td>
<td>500.00</td>
<td>2,000.00</td>
<td>1,600.00</td>
</tr>
<tr>
<td><strong>Total number of portfolios</strong></td>
<td><strong>21,500.00</strong></td>
<td><strong>25,000.00</strong></td>
<td><strong>23,100.00</strong></td>
</tr>
</tbody>
</table>

![Graph showing the number of portfolios over time](image)
Monitor Transactions
Process Led Implementation: Reference Process Architecture

---

**Level 1**
- Overview Model
- Business Scenarios
  - Process Selection Diagram (PSD)
- Detailed Process Models
  - Event Driven Process Chain (EPC)

---

**Level 2**
- Repository
- T24 Versions / Enquiries
- T24 Modules
- Information Carrier
- Organisational Chart

---

**Level 3**

---

**Level 4**

---
Manage Customer - Detail
Manage Customer – Detail Zoom

TEMENOS Banking Reference Processes
Manage Contacts

- Contacts to be managed
- Relationship Manager (PWM)
- Customer Service Officer
- Open home page
- Find the customer
- Relationship Manager (PWM)
- Relationship Manager...
- Customer Service Officer
- Show 360 customer view
- ENQ FIND CUSTOMER
- ENQ CRC TO DO
- ENQ KYC

- Manage Customer contact
  - personal visit
  - phone call
  - etc.

- Create appointment
  - Channel
  - Status
  - Client
  - Due Date
  - Time

- Create task
  - Channel
  - Client
  - Status
  - Description
  - Due Date

- Create call report
  - Contact Status
  - Channel
  - Notes
  - Contact Direction
  - Other Attendees

- Register new complaint
  - Client
  - Description
  - Date
  - Channel

- Last change: 12/12/08 2:12:31 AM
- Type: EPC

The Banking Software Company
ARC Internet Banking

Account Menu

Current Accounts

Account Name | Account No | Product Type | Current Balance | Available Balance
--- | --- | --- | --- | ---
My Salary Account | 10000017 | Current Account | 50,000.00 | 50,000.00
My Cheque Account | 10000025 | Current Account | 100,000.00 | 100,000.00
My House Account | 10000070 | Current Account | 150,000.00 | 150,000.00
My Overdraft Account | 10000088 | Overdraft Account | 10,000.00 | 10,000.00

Savings Accounts

Account Name | Account No | Product Type | Current Balance | Available Balance
--- | --- | --- | --- | ---
My Savings Account | 10000033 | Instant Access Account | 10,000.00 | 10,000.00
My Savings Account | 10000041 | Instant Access Account | 15,000.00 | 15,000.00

Fixed Savings Accounts

Account Name | Account No | Product Type | Maturity Date | Interest Rate | Account Balance
--- | --- | --- | --- | --- | ---
My Deposit Account | 10000009 | Fixed Term Savings Account | 30.06.2014 | 5.00% | 10,000.00

Credit Card Accounts

Account Name | Account No | Product Type | Cardholder Name | Balance | Credit Limit | Available Credit
--- | --- | --- | --- | --- | --- | ---
My Card Account | 10000037 | Retail Credit | D. King | 1000.00 | 1000.00 | 1000.00

Loan Accounts

Account Name | Account No | Product Type | Next Pay Date | Next Pay Amount | Account Balance
--- | --- | --- | --- | --- | ---
My Personal Loan | 10000051 | Personal Loans | 2014.01.31 | 10,000.00 | 10,000.00

Mortgage Accounts

Account Name | Account No | Product Type | Next Pay Date | Next Pay Amount | Account Balance
--- | --- | --- | --- | --- | ---
My Mortgage Loan | 10000077 | Loans | 2014.01.31 | 10,000.00 | 10,000.00
High quality customer experience

Client Summary

<table>
<thead>
<tr>
<th>Client Summary</th>
<th>Client Performance vs Benchmark</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>MTD</td>
</tr>
<tr>
<td>Change</td>
<td>-561,855.27</td>
</tr>
</tbody>
</table>

Assets by Geographic Area

- 26.7% Equities
- 3.7% Cash
- 0.7% Unlisted Funds
- 13.7% Others
- 47.3% Property
- 7.0% Fixed Interest

Assets by Underlying Asset Allocation

- 4.3% North America
- 1.3% Europe Ex. UK
- 92.9% UK Only

Top Ten Holdings

<table>
<thead>
<tr>
<th>Instrument</th>
<th>Sector</th>
<th>Value</th>
<th>%</th>
</tr>
</thead>
<tbody>
<tr>
<td>Grosvenor Square No. 1, London</td>
<td>Property</td>
<td>3,632,916.00</td>
<td>47.3%</td>
</tr>
<tr>
<td>HSBC Holdings Ordinary S0p</td>
<td>Banks</td>
<td>1,035,426.66</td>
<td>13.5%</td>
</tr>
<tr>
<td>Sunseeker Manhattan 74</td>
<td>Boats</td>
<td>895,000.00</td>
<td>11.6%</td>
</tr>
<tr>
<td>TESCO ORD GBP0.05</td>
<td>Food &amp; Drug Retailers</td>
<td>210,643.96</td>
<td>2.7%</td>
</tr>
<tr>
<td>TREASURY 2.5% LI STK 2013 GBP</td>
<td>Government Stocks</td>
<td>175,762.30</td>
<td>2.3%</td>
</tr>
<tr>
<td>Ferrari 612 Scaglietti</td>
<td>Cars</td>
<td>160,000.00</td>
<td>2.1%</td>
</tr>
<tr>
<td>TREASURY 5.34% STK 2009</td>
<td>Government Stocks</td>
<td>157,264.77</td>
<td>2.0%</td>
</tr>
<tr>
<td>MORRISON(W)SUPERMKRT ORD GBP0.10</td>
<td>Food &amp; Drug Retailers</td>
<td>157,140.27</td>
<td>2.0%</td>
</tr>
<tr>
<td>TREASURY 7.14% STK 2009 GBP</td>
<td>Government Stocks</td>
<td>143,811.48</td>
<td>1.9%</td>
</tr>
<tr>
<td>Xstrata PLC Common Stock</td>
<td>Diversified Minerals</td>
<td>142,225.00</td>
<td>1.9%</td>
</tr>
<tr>
<td>Total</td>
<td></td>
<td>6,716,176.48</td>
<td>87.3%</td>
</tr>
</tbody>
</table>

Last Ten Transactions

<table>
<thead>
<tr>
<th>Instrument</th>
<th>Buy/Sell</th>
<th>Value</th>
<th>Gain/Loss</th>
</tr>
</thead>
<tbody>
<tr>
<td>AT&amp;T Common Stock</td>
<td>Buy</td>
<td>44,074.80</td>
<td>0.00</td>
</tr>
<tr>
<td>JOHNSON &amp; JOHNSON Common Stock</td>
<td>Buy</td>
<td>57,123.00</td>
<td>0.00</td>
</tr>
<tr>
<td>Lloyds TSB Group Ordinary 26p</td>
<td>Sell</td>
<td>74,037.04</td>
<td>-12,978.47</td>
</tr>
<tr>
<td>HSBC Holdings Ordinary 50p</td>
<td>Buy</td>
<td>218,097.90</td>
<td>0.00</td>
</tr>
<tr>
<td>HSBC Holdings Nil Paid Rights</td>
<td>Sell</td>
<td>0.00</td>
<td>0.00</td>
</tr>
<tr>
<td>HSBC Holdings Ordinary 50p</td>
<td>Buy</td>
<td>121,709.18</td>
<td>0.00</td>
</tr>
<tr>
<td>Astral PLC Common Stock</td>
<td>Sell</td>
<td>136,900.00</td>
<td>-260,650.60</td>
</tr>
<tr>
<td>HSBC Holdings Nil Paid Rights</td>
<td>Buy</td>
<td>0.00</td>
<td>0.00</td>
</tr>
<tr>
<td>HSBC Holdings Ordinary 50p</td>
<td>Buy</td>
<td>1,022,360.00</td>
<td>0.00</td>
</tr>
<tr>
<td>Astral PLC Common Stock</td>
<td>Buy</td>
<td>830,000.00</td>
<td>0.00</td>
</tr>
</tbody>
</table>
Selected Clients

Corporate Banking and Cash Management
- SUMITOMO MITSUI BANKING CORPORATION
- ING
- JP MORGAN CHASE & CO.

Private Banking and Wealth Management
- CREDIT SUISSE
- Deutsche Bank
- EFG
- Santander Central Hispano
- Schroders

Payments and Compliance
- BARCLAYS
- UBS
- HSBC
- COMMERZBANK
- CITI
- The Royal Bank of Scotland
- BNY MELLON
- INTESA

Central Banking
- BANK OF ENGLAND
- BANQUE DE FRANCE
- LATVIJAS BANKA
- EUROSYSTEME

Microfinance & Community Banking
- Opportunity International
- World Vision International
- TEMENOS
- K-Rep Bank
- Finsol
- BANCO TERRA
- Rabobank
- ACCIÓN

Retail Banking
- Shanghai Bank
- Bank of Shanghai
- JIH SUN INTERNATIONAL BANK
- NORTHSHORE
- RBC
- MARFIN LAIKI BANK
- DUNFERMLINE
- SCOTLAND'S BUILDING SOCIETY
- METROBANK
- Lloyds TSB

Direct Banking
- BBANK

Brokerage
- FORTIS
- UBS

Islamic Banking
- Saudi Hollandi Bank

Captive Finance
- VW
- HONDA

The Banking Software Company
Roadmap
Temenos: the $500 million plan

The strategy includes Java version of T24 core banking system and full componentisation.

At Temenos’ recent user group meeting in Berlin, the supplier set out a number of notable product plans, including full componentisation of its core banking system, T24, and work with IBM on a full Java version of this. Based on a system derived from Financial Objects, Temenos is also adding a treasury front-end for T24 and is significantly fleshing out its CRM and channel offerings. The company is promising to spend $500 million on R&D in the next five years. On the corporate side, it has added Capgemini to its list of partners and has gone through a restructuring that is intended to strengthen its professional services.

The Java version of T24 will be initially released for IBM’s z Series platform with DB2. Benchmarks will be carried out this summer in IBM’s labs in Montpellier. Early results show throughput of more than 40,000 transactions per second, said Temenos’ global director, banking services, Mark Gunning. The work has been under way for some time, he said, ‘and it plays very neatly with IBM’s strategy with the z Series’. At present, T24 can run on this mainframe platform but only via a Linux partition.

continued on page 42

- Java version of T24
  - New option on IBM and Oracle stacks
  - Same code base so development efficiency not compromised
  - Initial benchmark tests completed; performance targets met
  - Beta client identified (Swissquote) and implementation begun

- T24 SOA and Componentisation
  - Major re-architecting of T24 into separately deployable components progressing well
  - Main target is larger banks who seek
    - Best of breed components
    - Lower risk phased implementations
  - First components available before end 2010
Landscapes

- Landscapes are views of services
- A service may well be in multiple landscapes
- As part of model bank, Temenos will publish its service catalog as a number of industry standard landscapes, i.e. BIAN, AIA, IFW etc.
- Neo has a tool to create, view and use service landscapes
Breadth Of Solution Portfolio

Channels
- Branch
- Internet
- Mobile
- Agent

Third Party Channels and Systems
- Call Centre
- IVR
- ATM/POS
- Systems
- Clearing
- SWIFT/RTGS
- Market Data
- Dealing

Agility Kit
- Extensibility
- Database
- Rules Engine
- Queries
- GIT
- Screens

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- Segmentation
- Preferences
- Advice*
- Profitability

Sales Support
- Prospects
- Campaigns
- Propensity
- Origination
- Credit Score
- Rewards*

Integration, Workflow and Process
- Model Processes
- Service Repository
- Process Workflow

Manufacturing
- Catalogue
- Design
- Pricing
- Interest
- Charges
- Publishing

Common Services
- Past Due
- Collections
- User Roles
- Archiving
- Reconciliations
- Conf. matching
- 24/7
- Images
- User Roles
- Doc. Mgt.
- Deposit Boxes
- Doc. Mgt.
- Language
- Currency
- Time-zone

Regulation and Compliance
- AML
- Reg Reporting
- Blacklisting
- Doc Mgt.

Management Control
- Performance
- Basle II
- Collateral
- GL & Control
- BAM
- Limits
- ETL
- ALM Mkt. Risk

Product Services
- Retail
- Corporate
- Private Wealth
- Microfinance
- Treasury
- Islamic
- Universal
- Payments

*Roadmap or limited functionality
Process Workflow Architect - Today

Library of Model Bank Reference Processes

Service Repository

Manual

WSDL

T24 Process Workflow
Process Workflow Architect - Vision

Library of Model Bank Reference Processes

BPMN Modeller

BPEL Model Enrichment

Eclipse Framework

Service Repository

Oracle BPEL Velocity Template

IBM BPEL Velocity Template

Microsoft Biztalk Velocity Template

Install

Install

BPMN

XPDL

WSDL

BPEL

Install

XML
Process Workflow Architect – Product Development
T24 User Interface for R11 - Neo

- A new RIA User Interface for T24 available with R11
- TEMENOS continue supporting Browser.
- Remains a stateless architecture…
- … and Rich Internet Application technology offers us more!
T24 in the Cloud
Definition of cloud

- Characteristics
  - On demand
  - Self service
  - Pooled resource
  - Elastic provisioning

- T24 in the “Cloud”
  - Rubik – Australian Credit Unions
  - AIB – Hosted investment vehicles
  - Metrobank – hosted, rental model retail
  - PSCubed – Irish Credit Unions
  - Synchronet – Mexican rural banks
Temenos T24 is uniquely architected to be the core solution in the cloud:

- Database independence – means we can point to logical or physically different data stores depending on customer preference
- 24/7 Non Stop – so our customers do not have to juggle processing windows and allows simple mirroring of services
- Massively Scalable – we are currently set up for 2m accounts with ability to scale with demand to 10m +
- Multi entity allows configurable products, relationships, workflows
- SOA and web services – provide easy interfaces and consumable services
Strategy

- Move T24 into the Microsoft Azure cloud *properly*
- Migrate Synchronet clients into the cloud
- Application management provided by Temenos Chennai
- Cloud provided by Microsoft
- Two objectives
  - Proof of Concept for all banks
  - Direct market for microfinance institutions
3 Private Wealth Products

**Triple’A Plus™**
- A best of breed **standalone front and middle office Portfolio Management System**, offering sophisticated portfolio management and modelling functionality, such as performance attribution and portfolio risk to high net worth and ultra high net worth clients.

**T24 Private Wealth**
- A **fully integrated front to back office Private Wealth System**, covering all products and processes offered by a private bank. CRM and portfolio management, full middle and back office support and wide product coverage.
- T24 can be offered with an interface to Triple’A Plus for the most sophisticated portfolio management capability.

**WealthManager™**
- A comprehensive **front end client-centric Wealth Management Desktop** offering client management and portfolio management functionality to mass affluent and high net worth clients. WealthManager addresses the requirements of the North American market.
Temenos will continue to invest in, market and support all 3 products and demonstrate a comprehensive roadmap for each product

- Short term 2011
  - Interface between T24 and Triple’A

- Medium term 2012
  - Extract best of breed components from all three systems into new component architecture e.g:
    - Advanced performance including attribution
    - Advanced modelling including tactical tilts
    - Portfolio risk
    - Front office ‘use-ability’ from WM
    - Settlement and custody
    - Enterprise information management (ProDB)

- Long term 2013+
  - Products converge
  - ‘best of breed’ component architecture based on Enterprise SOA principals
  - Full upgrade path provided for all clients
# Provisional Roadmap

<table>
<thead>
<tr>
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<th>2011</th>
<th>2012</th>
<th>2013</th>
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<tbody>
<tr>
<td>Q1</td>
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<td>Q2</td>
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<td>Q3</td>
<td>Core - Customer Relationship Hierarchy</td>
<td>User Interface – Advanced usability</td>
<td>Decouple front &amp; back</td>
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<td>Q4</td>
<td>Infrastructure - Smart Enquiries</td>
<td>Security – Advanced violations / error routing</td>
<td>Investment Proposals – Phase 2</td>
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<td>CRM – Prospect Management, Integration to Outlook</td>
<td>Smart Portfolio Grouping</td>
<td>Advisor Cockpit</td>
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<td>Q1</td>
<td>Goal Planning, Investment Planning</td>
<td>Performance – Attribution, Risk</td>
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<tr>
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<td>Extended Modelling Improvements</td>
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<td>Smart Orders</td>
<td>Modelling Derivatives</td>
<td>Simulations,</td>
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Thank You