

# Financial Results & Business Update

Quarter ended 30 June 2010

28 July 2010



# TEMENOS

The Banking Software Company

Any remarks that we may make about future expectations, plans and prospects for the company constitute forward-looking statements. Actual results may differ materially from those indicated by these forward-looking statements as a result of various factors. In particular, the forward-looking financial information provided by the company in this conference call represents the company's estimates as of 28 July 2010. We anticipate that subsequent events and developments will cause the company's estimates to change. However, while the company may elect to update this forward-looking financial information at some point in the future, the company specifically disclaims any obligation to do so. This forward-looking information should not be relied upon as representing the company's estimates of its future financial performance as of any date subsequent to 28 July 2010.

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CEO

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David Arnott

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Max Chuard

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## Strong licences drive profit growth

- Strong rebound in licence growth...
  - License growth +26% in the quarter, +19% like-for-like
  - Strongest licence growth since Q308
- ...driven by increase in volume and deal size...
  - 12 new customers (vs. 9 in Q2 2009)
  - Deal size for new customers more than doubled as banks commit to bigger projects
- ....and on the back of highly focused investment...
  - Like-for-like costs +4% vs. like-for-like licences +19%
- ...leads to significant profit and margin growth
  - Adjusted EBIT grew by 46%, adjusted EPS by 44%
  - Adjusted EBIT margin at 18% (+292bps)

## Business well positioned for the year and beyond

- Various growth initiatives gaining momentum...
  - Partners bringing deals, directly and indirectly
  - Add-on products now account for approximately 15% of total licence revenue compared to 10% in 2009 and 5% in 2008
  - Gaining significant market share
- ....reflected in growing pipeline
  - Strong year on year and sequential growth supports our outlook
- Outlook for the year reaffirmed
  - Maintain 12% like-for-like license revenue growth target

## Both volume and deal size increase strongly

### Core sales

- Robust growth seen in all regions, emerging markets and developed alike
- Deal size continues to rise as banks commit more capital to transformation
- Larger banks and Tier 1s continue to return to the market for new projects and licence additions
- Signed 12 new clients, including one of the last remaining large Misys Bankmaster customers

## Broader front office suite helps sales, Insight revenue rises strongly

### ARC & Insight

In Q2, we signed 10 Insight licences (vs. 11 in Q2 09)...

- Deal size increasing strongly
- Revenues more than doubling over the LTM

...and 9 Front Office (ARC, Mobile, Biometrics) customers (vs. 7 in Q2 09)

- Deal size also significantly increased
- Adding new applications including ARC Mobile Platform and T24 Biometrics



## AML is a winning product in an exciting market

### AML & STeP

- Sold by global sales force and delivering solidly
- Adds best of breed solution to Temenos' integrated offering

### 5 AML sales in the quarter

- Sales momentum improving
- As a stand-alone product, AML functions also as a door-opener for T24

### Strong pipeline for STeP

- Pipeline shows robust growth
- Regulatory and cost pressure add to compelling sales proposition

## Temenos: the \$500 million plan

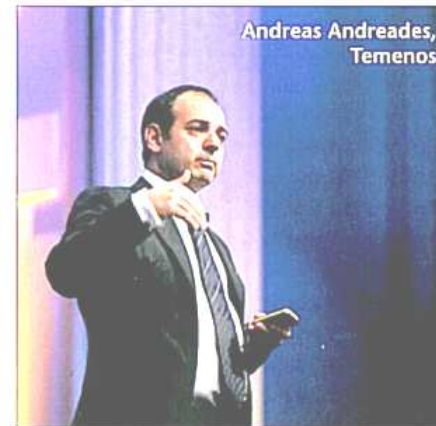
The strategy includes Java version of T24 core banking system and full componentisation

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 intend-

ed 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 4000 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

- T24 “stack” strategy

- Core banking platform preferences have matured into four distinct markets:
  - IBM, particularly Java on the Z series
  - Oracle
  - Microsoft
  - HP
- Temenos strategy evolves: independent and best in class in each market
- Advantages:
  - Tailored solutions exploiting the best of each stack
  - Compete directly with single stack competitors
  - Temenos customers still able to switch, thus long term flexibility and lower cost of ownership assured
- Other stacks could be added later



## Over USD25m of pipeline deals brought or strongly influenced by partners

### Capgemini

- Global partnership agreement signed in May
- Initial commitment for 300 resources trained as Temenos experts

### Microsoft

- Set up joint competency centre in the UK – Temenos will have a focal point of expertise for delivering on the Microsoft stack
- Official launch of revolutionary, high volume Microsoft/Temenos offering scheduled for September 2010

### Deloitte

- Introducing us to countries and customers where we had no prior exposure
- Working to increase the geographic scope of partnership agreement

### Cognizant

- Training of resources continues on-track
- Cognizant already playing a crucial role in some deal signings

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# Income statement highlights – Q2 2010



	<b>Q2 2010</b> (USDm)	<b>Q2 2009</b> (USDm)	<b>y-o-y <math>\Delta</math></b>
<b>Licence revenues</b>	<b>34.3</b>	<b>27.3</b>	<b>26%</b>
<b>Total revenues</b>	<b>100.2</b>	<b>81.9</b>	<b>22%</b>
<b>Adj. EBIT</b>	<b>18.1</b>	<b>12.4</b>	<b>46%</b>
<b>Adjusted EPS*</b>	<b>0.23</b>	<b>0.16</b>	<b>44%</b>

*\* in USD; see appendix for reconciliation*

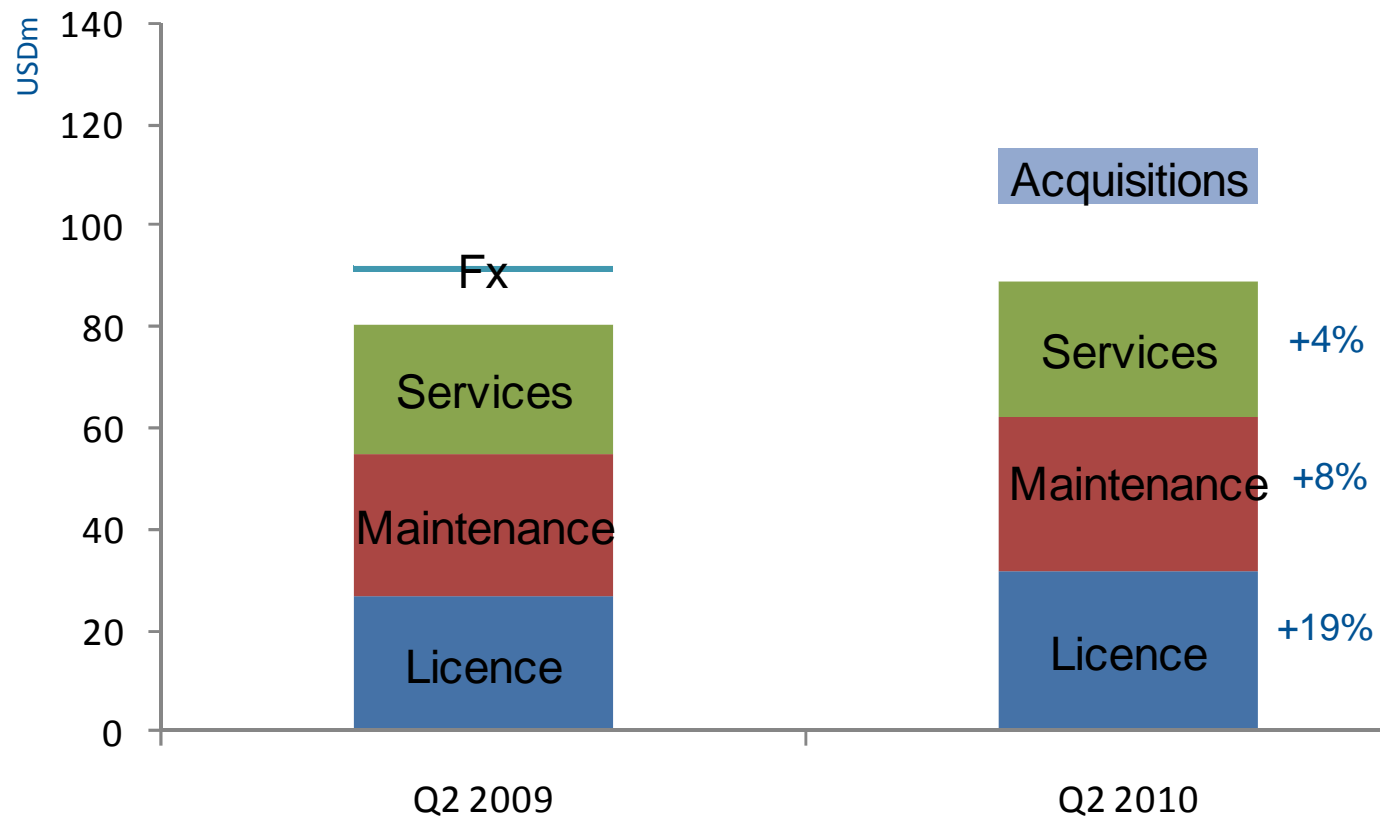
# Financial statement highlights



in USDm	Q2 10	Q2 09	△	LTM 10	LTM 09	△
Licences	34.3	27.3	26%	132.3	140.3	(6%)
Maintenance	34.9	28.5	22%	130.7	110.1	19%
Services	31.0	26.1	19%	138.2	135.4	2%
<b>Total revenue</b>	<b>100.2</b>	<b>81.9</b>	<b>22%</b>	<b>401.3</b>	<b>385.8</b>	<b>4%</b>
<b>Total operating costs</b>	<b>(89.3)</b>	<b>(71.5)</b>	<b>25%</b>	<b>(327.6)</b>	<b>(319.3)</b>	<b>3%</b>
<b>Adj. EBIT</b>	<b>18.1</b>	<b>12.4</b>	<b>46%</b>	<b>98.5</b>	<b>77.1</b>	<b>28%</b>
Margin	18%	15%	292bps	25%	20%	452bps
<b>Adj. EBITDA</b>	<b>24.1</b>	<b>18.2</b>	<b>32%</b>	<b>122.6</b>	<b>97.1</b>	<b>26%</b>
Margin	24%	22%	183bps	31%	25%	538bps
<b>Adj. Op. Cashflow</b>	<b>(8.6)</b>	<b>21.3</b>	<b>N/A</b>	<b>108.7</b>	<b>85.8</b>	<b>27%</b>
% of Adj. EBITDA	N/A	117%		89%	88%	

# Q2 like-for-like revenues

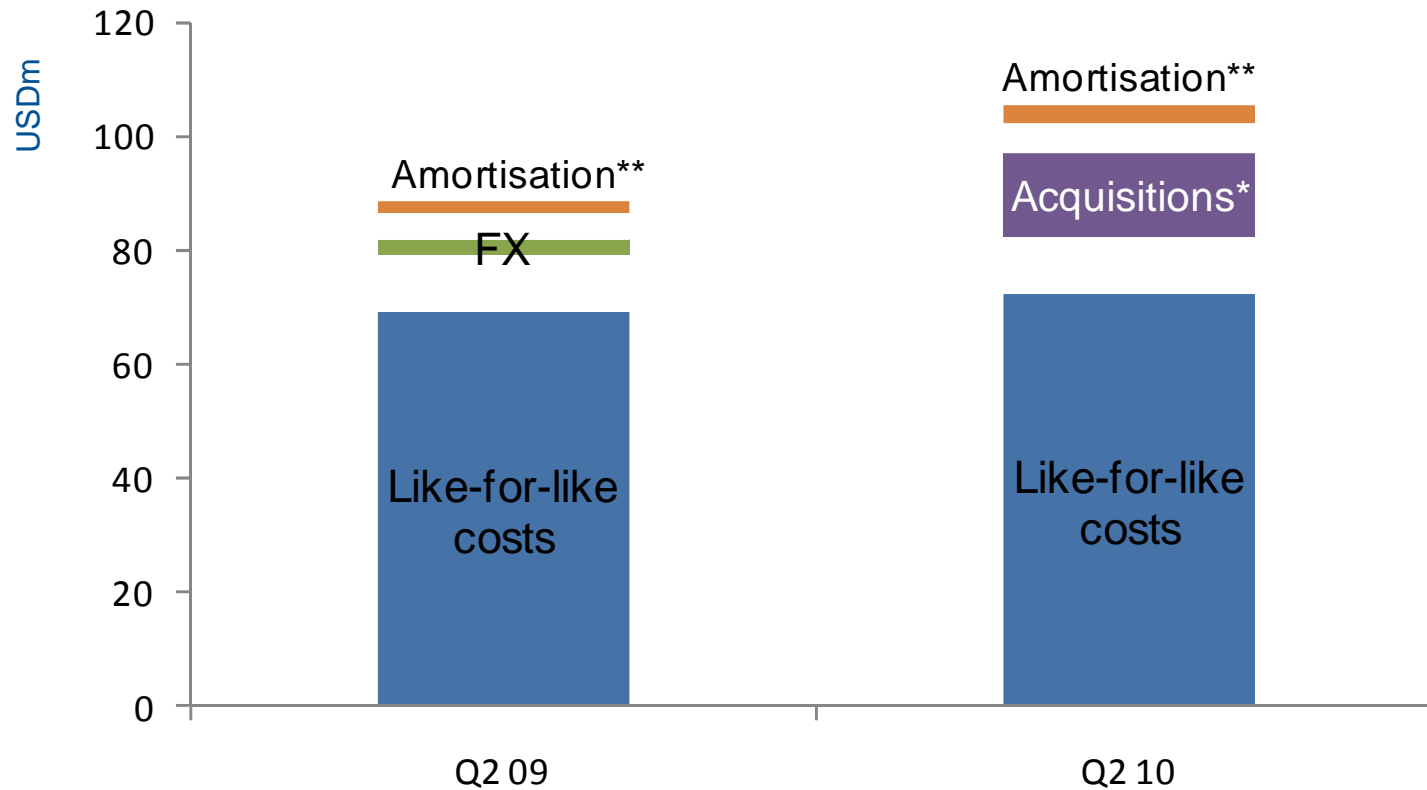
Like-for-like revenue +11%...





# Q2 like-for-like costs

...vs. like-for-like costs +4%



\*Includes Viveo standalone costs and restructuring costs

\*\*This represents amortisation of acquired intangibles

# Income statement



	Q2 2010 (USDm)	Q2 2009 (USDm)	y-o-y $\Delta$	LTM 10 (USDm)	LTM 09 (USDm)	y-o-y $\Delta$
<b>Adjusted EBIT</b>	<b>18.1</b>	<b>12.4</b>	<b>46%</b>	<b>98.5</b>	<b>77.1</b>	<b>28%</b>
Net finance charge	(2.4)	(2.2)	(9%)	(8.7)	(7.8)	(12%)
FX (loss)/gain	(0.6)	(0.8)	25%	(0.4)	1.6	n/a
Tax	0.0	(0.1)	n/a	(0.4)	1.6	n/a
<b>Adjusted Net</b>	<b>15.1</b>	<b>9.3</b>	<b>62%</b>	<b>89.0</b>	<b>72.5</b>	<b>23%</b>
<b>Adjusted EPS*</b>	<b>0.23</b>	<b>0.16</b>	<b>44%</b>	<b>1.32</b>	<b>1.14</b>	<b>16%</b>

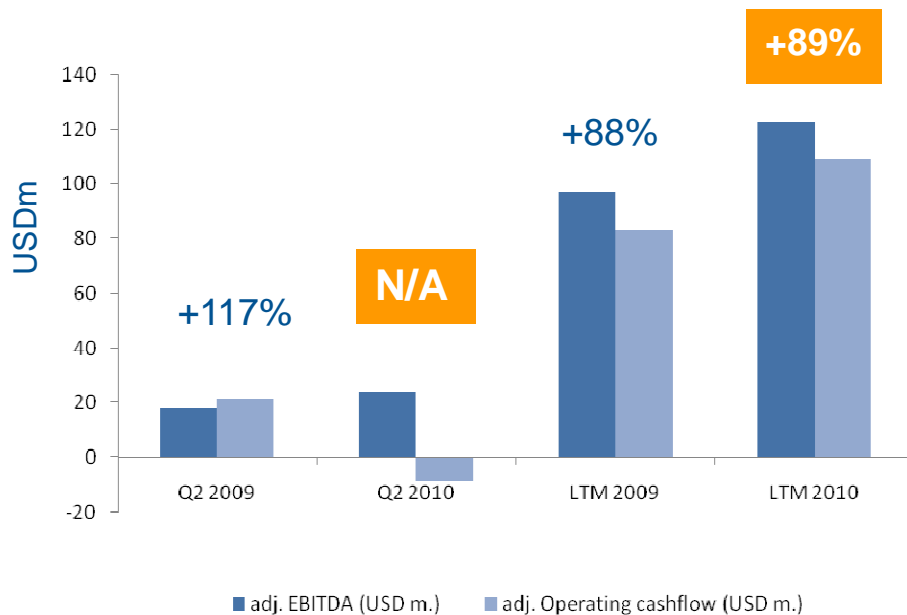
\* USD per share; see appendix for reconciliation

# Update on cash

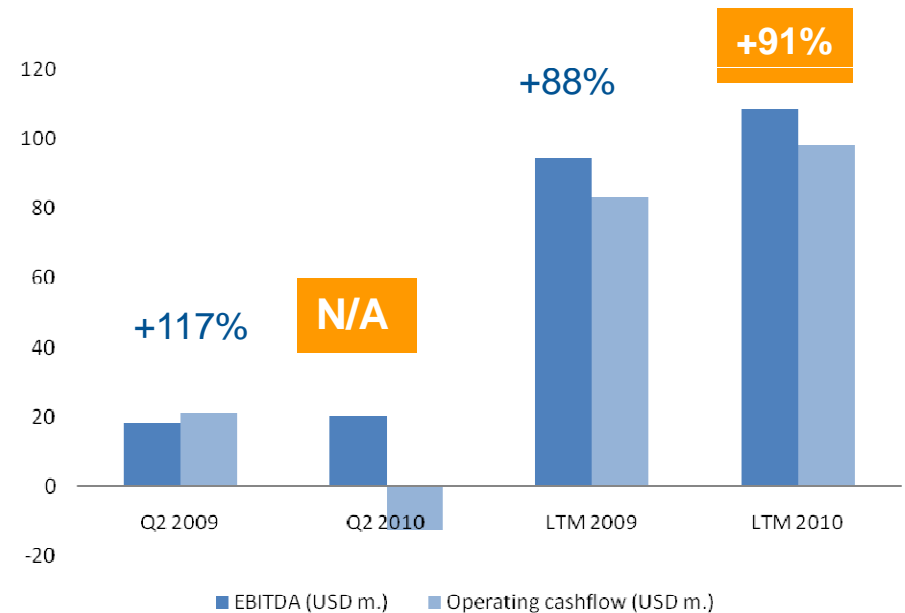


- Q2 lower by USD23m on faster payments to suppliers; adjusting for this, EBITDA conversion is 52%
- LTM cash conversion 91% or 112% adjusting for faster payments to suppliers.

### Adjusted EBITDA conversion



### EBITDA conversion





- Payment terms continue to improve: >60% upfront
- In Q2, no licence cash was tied to milestones

# Balance sheet – debt and financing



	Q2 2010 (USDm)	Comments
Convertible bond	130.4	1.5% coupon, matures 2013 (converts at CHF18.6)
Credit facilities*	107.7	Consortium of 7 banks, repayment up to end of 2012
Other	1.2	Obligations under finance leases
<b>TOTAL DEBT</b>	<b>239.3</b>	
<b>CASH</b>	<b>110.6</b>	Held in ST deposits & treasury shares
<b>NET CASH (excl. convert)</b>	<b>1.7</b>	Treating convert as equity
<b>NET DEBT (incl. convert)</b>	<b>128.7</b>	Treating convert as debt

\* USD15.5m debt repaid in Q2 2010 and USD 7m reduction due to foreign exchange locked in subsequent to quarter end

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## Viveo integration progressing well:

- Migration of Viveo clients continues
  - Two new Viveo core banking migrations in the quarter (taking to 3 in total)
- AML gaining further traction
  - 5 new deals in Q2, a total of 8 in H1
- VBF Consulting disposal
  - Disposed of in May 2010, had USD7m revenues in 2009
  - Non-core to Temenos, marginally loss-making

We continue to look for acquisitions...

- We have developed good expertise and a strong record of integration
- We have the internal capacity to manage further acquisitions
- Valuations are still attractive
- Environment presents interesting opportunities
- Temenos leverage remains low

...but strict acquisition criteria remain

- Acquisitions must be accretive within the first 12 months
- Geographic expansion into markets where underrepresented
- Increase market penetration through purchasing customer bases
- Access to complimentary products
- Aim to leverage global sales organization, market leadership and R&D investment in leading product set.



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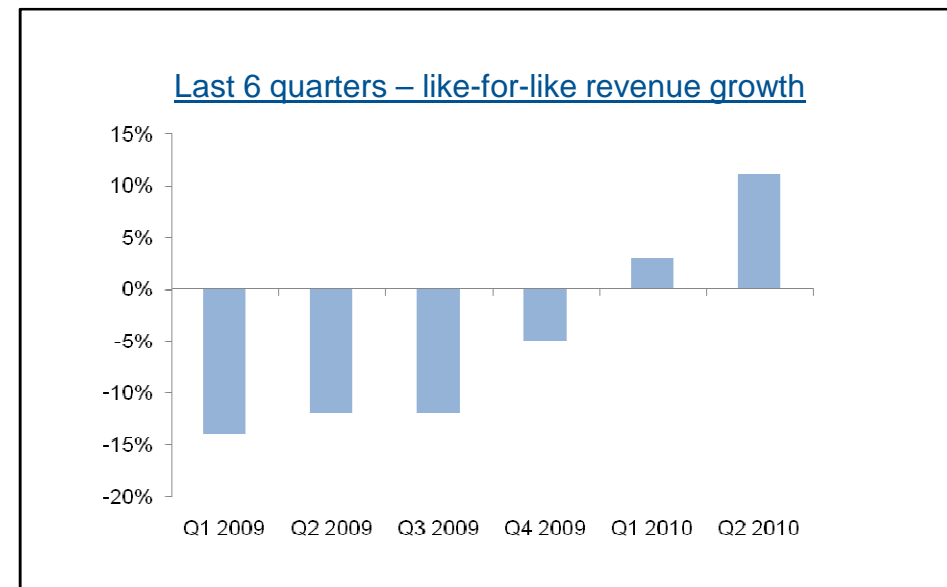
## Another quarter underlines improving market dynamics

IT pivotal part of banks' business plans to address:

- Stricter and more fragmented regulation
- Shoring up deposit base
- Rapid growth (especially in emerging markets)
- Improving customer experience (and rebuilding of trust)
- M&A integration
- Unsustainable IT cost base

## We are seeing good momentum across all regions, bigger deals

- Strong Q2 like-for-like growth confirms our full year outlook
- Solid start to Q3
- Pipeline continues to grow robustly across all regions and fully supports our full year outlook
- Substantial margin improvement is based on:
  - licence growth/larger deal size
  - partner delivery model
  - focused investment



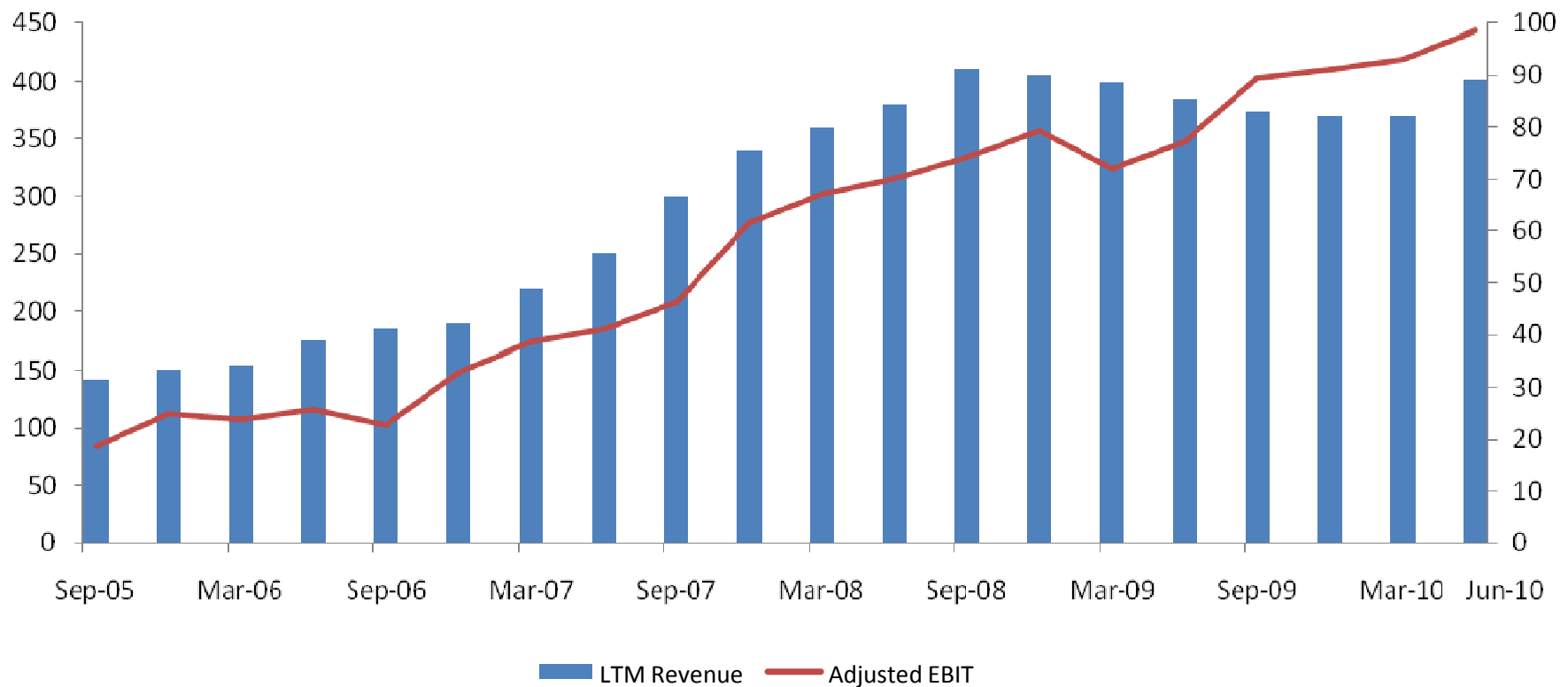
- Revenue range of USD435-445m\* (maintaining like-for-like growth of 6% at the midpoint)
- Licence revenue of approximately USD150m (representing like-for-like growth of 12%)
- Adjusted EBIT\*\* range of USD110-115m unchanged (implying mid-point margin of 25.6% and growth of 24%)
- EBITDA into cash from operations conversion of 100%
- Tax rate of 0%

\*Revenue adjusted for disposals and USD 2m crystallized FX impact, see appendix for reconciliation

\*\*Adds back restructuring and amortisation of acquired intangibles. Amortisation of acquired intangibles expected to be USD14m in 2010

## LTM revenues and adj. operating profit since Q3 2005 (USDm)

Adjusted EBIT CAGR of 42%



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The Banking Software Company

# Adjusted EPS reconciliation



	Q2 2010 (USDm)	Q2 2009 (USDm)
<b>Net Earnings</b>	7.8	7.5
Amortisation of acquired intangible assets	3.3	1.9
Bond interest	1.4	1.4
Restructuring	4.0	0.0
<b>Earnings for adjusted EPS</b>	<b>16.5</b>	<b>10.8</b>
Number of diluted shares*	72.5	68.3
<b>Adjusted EPS</b>	<b>0.23</b>	<b>0.16</b>

\* Option dilution over last 3 years was 2.1%, and 2.9% over the last 7 years

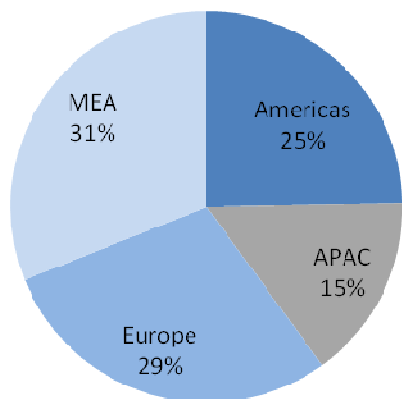


# Geographical breakdown of licence revenue

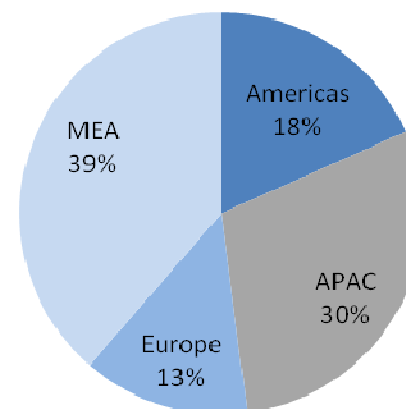


## All Deals – Q2 2010

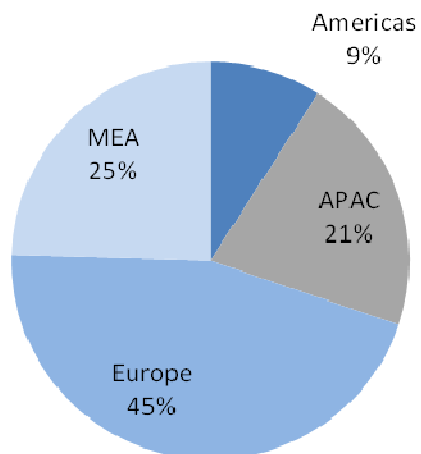
Q2 2010



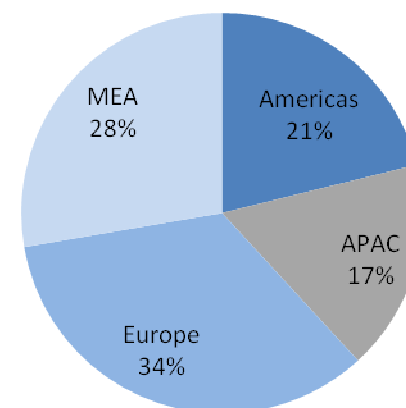
Q2 2009



LTM 2010



LTM 2009



## Reconciliation to revised outlook

USDm	Previous outlook**	FX	Disposals****	Revised outlook
Revenue	440-450	(2)***	(3.0)	435-445
Adjusted EBIT*	110-115	0.0	0.0	110-115

\*Adds back restructuring and amortisation of acquired intangibles. Amortisation of acquired intangibles expected to be USD14m in 2010

\*\*These are the ranges given with Q1 10 results

\*\*\* This the crystallized Q2 10 FX impact see reconciliation on next slide

\*\*\*\*At the end of the May, Temenos disposed of the VBF Consulting business. It was expected to contribute USD3m to revenues in H2 2010.

# Reconciliation of crystallised FX impact in Q2 10



## Additional FX impact

	Currency weighting	Rates given at Q1*	Average rate in Q2 2010	Impact
EUR/USD	25%	1.33	1.27	1.5
GBP/USD	5%	1.54	1.49	0.3
CHF/USD	1%	0.93	.90	0
				1.8

\*These are also the rates that apply to second half outlook

# Sensitivity to Foreign Exchange

Euro Rate	1.25	1.30	1.35
FX Effect in USDm			
Revenue	-4.0	-1.5	1.0
Cost	-4.0	-1.5	1.0
EBIT	0	0	0

# Thank You



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