Accelerate value creation by measuring and comparing your business performance with your banking peers.

### Banking Value Chain

<table>
<thead>
<tr>
<th>Product Management</th>
<th>Time to market for new products (# of weeks)</th>
</tr>
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<tbody>
<tr>
<td></td>
<td>51.5</td>
</tr>
<tr>
<td></td>
<td>28.2</td>
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<table>
<thead>
<tr>
<th>Marketing</th>
<th>Digital campaigns lead conversion (%)</th>
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<tr>
<td></td>
<td>0</td>
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<tr>
<td></td>
<td>13.9</td>
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<td>44.8</td>
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<table>
<thead>
<tr>
<th>Sales &amp; Relationship Management</th>
<th>Customer growth (%)</th>
</tr>
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<tr>
<td></td>
<td>3.6</td>
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<tr>
<td></td>
<td>15.2</td>
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<td>33.3</td>
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<table>
<thead>
<tr>
<th>Operations &amp; Execution</th>
<th>Straight-through processing rate (%)</th>
</tr>
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<tbody>
<tr>
<td></td>
<td>20</td>
</tr>
<tr>
<td></td>
<td>53</td>
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<tr>
<td></td>
<td>80</td>
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<td></td>
<td>88</td>
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<table>
<thead>
<tr>
<th>Payments &amp; Settlement</th>
<th>Error rate (%)</th>
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<tr>
<td></td>
<td>10.0</td>
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<tr>
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<td>3.3</td>
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<table>
<thead>
<tr>
<th>Reporting &amp; Analytics</th>
<th>Data duplication (%)</th>
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<tbody>
<tr>
<td></td>
<td>56.2</td>
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<tr>
<td></td>
<td>35.0</td>
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<table>
<thead>
<tr>
<th>Risk &amp; Compliance</th>
<th>False positive rate (%)</th>
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</thead>
<tbody>
<tr>
<td></td>
<td>99.6</td>
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<tr>
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<td>76.7</td>
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<table>
<thead>
<tr>
<th>IT</th>
<th>End-of-day critical path processing time (# of minutes)</th>
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<tbody>
<tr>
<td></td>
<td>378</td>
</tr>
<tr>
<td></td>
<td>260</td>
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<tr>
<td></td>
<td>209</td>
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<tr>
<td></td>
<td>65</td>
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</tbody>
</table>

**WHAT'S IN IT FOR YOU?**

- Customized reports free-of-charge
- 100% consultative approach with Temenos strategy consultants
- Ongoing annual engagement
- Confidential-comparison with aggregated anonymized results

**Benefits**

- Extensive customer database
- Proven value-based methodology
- Tangible business value
- Targeted operational improvement
A long-term partnership to help you focus on business value

“This is a zero risk engagement for me to identify how I can improve my business. I don’t see this benchmark as another sales tool that other software vendors offer because Temenos has the right people who are consultants and not sales people to conduct the exercise.”

– CEO, Bank in Asia Pacific

“This benchmark has been very well viewed by all levels of management and operations of the bank, including IT. We have the expectation that it will allow us to access best market practices on the use of the functionalities associated with Temenos T24.”

– IT Director, Bank in LATAM

“I am quite pleased to see my bank is included by Temenos in their list of top strategic clients for this benchmark program which reflects strong partnership with Temenos, which is getting more strategic as we move along.”

– CIO, Bank in Middle East

“It was a very interesting and engaging session, and you touched upon all the pain points I have today.”

– Director of Marketing, Bank in Africa

“This whole exercise was invaluable. It is very strategic and brings new perspectives for future growth.”

– Head of Banking Systems Operations, Bank in Africa

Contact Mathieu Charles, Strategic Advisor and Head of Temenos Value Benchmark Program at mathieucharles@temenos.com for further information.