

Acquisitions in 2018

STRATEGIC ACQUISITIONS AND INVESTMENTS

2018 was a very exciting year for Temenos, with one strategic investment and one acquisition completed, both of which have a material impact on our R&D roadmaps and ability to provide our clients with cloud native, cloud agnostic products.

In November, Temenos announced it had taken a minority stake in NuoDB, an enterprise-class distributed SQL database provider, as well as entering into a Technology Partner Agreement. This partnership gives the global banking community greater choice of next generation cloud & Container-Native database technologies that are able to run the Temenos banking software products. It also further strengthens Temenos open strategy to work with all database vendors that are able to answer the demands of scalability in the cloud. Banks of all sizes around the globe are migrating more of their banking applications to the cloud and benefiting from significant speed, agility and performance improvements. Temenos and NuoDB have both been at the forefront of cloud innovation and this partnership will make it significantly easier for banks to migrate critical applications to the cloud while maintaining their end-user experience and benefiting from significant operational cost savings.

In December, Temenos acquired Avoka, a US-based leader in digital customer acquisition and onboarding. The Avoka platform has been integrated with Temenos Infinity, our market-leading digital front office which provides banks with a comprehensive single solution for their omni-channel digital banking needs. Temenos purchased Avoka for USD 245 million.

Avoka has more than 85 customers that are largely served through a SaaS model hosted in the cloud, and serves all key banking segments including retail, corporate and wealth. Founded in Australia, its customer base has grown most rapidly with both top tier and mid-market banks with clients in the US, Europe and Australia. With over 270 employees in offices across the US, UK and Australia, Avoka is purpose-built for creating omni-channel customer acquisition and onboarding solutions that enable banks to create simple customer-friendly experiences that improve conversion rates. Avoka customer successes include a top tier bank which increased new account openings by 60% and shortened customer time to onboard by nearly 70%, while another major bank created an advisor-assisted, tablet-based loan application, from kickoff to launch in 60 days.

Digital customers accustomed to a one-click retail experience expect the same from their bank and through Avoka, banks have been able to create fast and simple account opening and onboarding experiences resulting in significant reductions in abandon rates and increased cross-sales. Avoka's innovative technology has won numerous awards, including the 2018 Celent Model Bank for Commercial Account Onboarding with HSBC, The Banker's Tech Project Awards 2018 with HSBC for the compliance category, The Banker's Tech Project Awards 2018 with Citi for delivery channels, the 2017 Banking Technology Awards as well as the Australian Business Banking Awards 2017 with Bankwest.

245^m

Avoka purchased for USD 245 million

85

Avoka customers

270

Avoka employees across US, UK and Australia