

Capital Markets Day



WELCOME NOTE

Marika Lulay

CEO

Andreas Herzog

Head of IR/CSR Compliance



Your GFT team today



Marika Lulay
CEO



Dr Jochen Ruetz
CFO



**Gonzalo Ruiz
De Villa Suarez**
CTO



Marco Santos
Group Chief Executive CEO
Americas



Christopher Ortiz
Group Chief Executive,
Global Markets and
Region Manager APAC & UK



Andreas Herzog
Head of IR & CSR Compliance



Nicole Schüttforth
Senior IR Manager

External speakers



with in-depth
sector expertise



HARBOURVEST

Tricia Mackechnie

Managing Director &
Chief Technology Officer



Yann Arnaud

Chief Marketing
and Innovation Officer



Gareth Richardson

Chief Operating Officer



JPMORGAN CHASE & Co.

Chad Ballard

Managing Director,
Head of Global Banking Platform

Agenda



14:00	Welcome note	14:15	Andreas Herzog, Marika Lulay
14:15	Platform Modernisation & NextGen Banking	15:30	Christopher Ortiz, Yann Arnaud La Macif, Gareth Richardson Thought Machine
15:30	Coffee break	16:00	
16:00	Expansion to North America	16:45	Marco Santos, Chad Ballard JPMC, Tricia Mackechnie Harbourvest
16:45	Right waves / AI	17:30	Marika Lulay, Gonzalo Ruiz de Villa Suarez
17:30	Outlook strategy & closing remarks	18:00	Dr Jochen Ruetz, Marika Lulay
18:00 – 20:00	Get together with snacks and drinks		

GFT at a glance



GFT talents create and implement scalable software applications that make access to innovative business models safe and easy.

€730m revenue
FY 2022

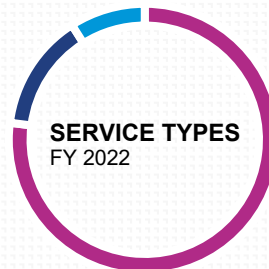
GLOBAL TEAM OF
10,000+ talents
FY 2022



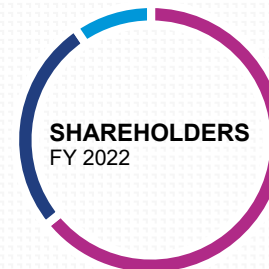
- Continental Europe **37%**
- Americas **40%**
- APAC & UK **23%**



- Banking **70%**
- Insurance **18%**
- Industry & others **12%**



- Digital transformation **77%**
- Platform services **14%**
- Smart technologies **9%**



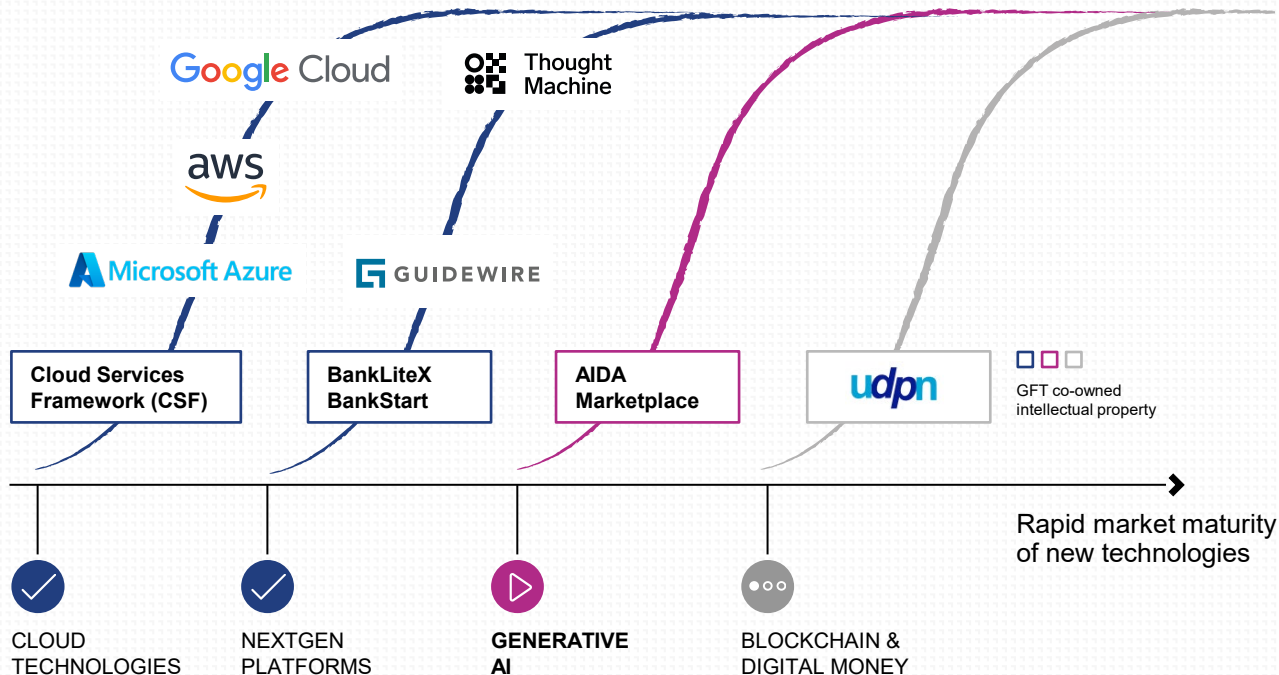
- Free float **64.2%**
- Ulrich Dietz **26.3%**
- Maria Dietz **9.5%**

Catching the right waves with strong partners



OUR VISION

We believe in a digital world, in which the intelligent use of IT is a key success factor.



GFT is recognised as one of the leading industry players



LEADER on data analytics
and machine learning quadrant
IN EUROPE (ISG Provider Lens)

Under the
TOP 10 IT services providers
for large international banks

10 OUT OF THE 30 GLOBAL BANK GIANTS TRUST GFT

One of the
TOP 100
FinTech companies
in the world
(IDC ranking)

Major Contender
for Cloud Services in
NORTH AMERICA
(ISG Provider Lens)

GLOBAL **#3**
for migration in
the banking sector
(Amazon Web Services)

Platform Modernisation & NextGen Banking



Christopher Ortiz GFT

Yann Arnaud La Macif

Gareth Richardson
Thought Machine

14:15 – 15:30 CEST



Platform Modernisation & NextGen Banking



Yann Arnaud
Chief Marketing
and Innovation Officer



Gareth Richardson
Chief Operating Officer



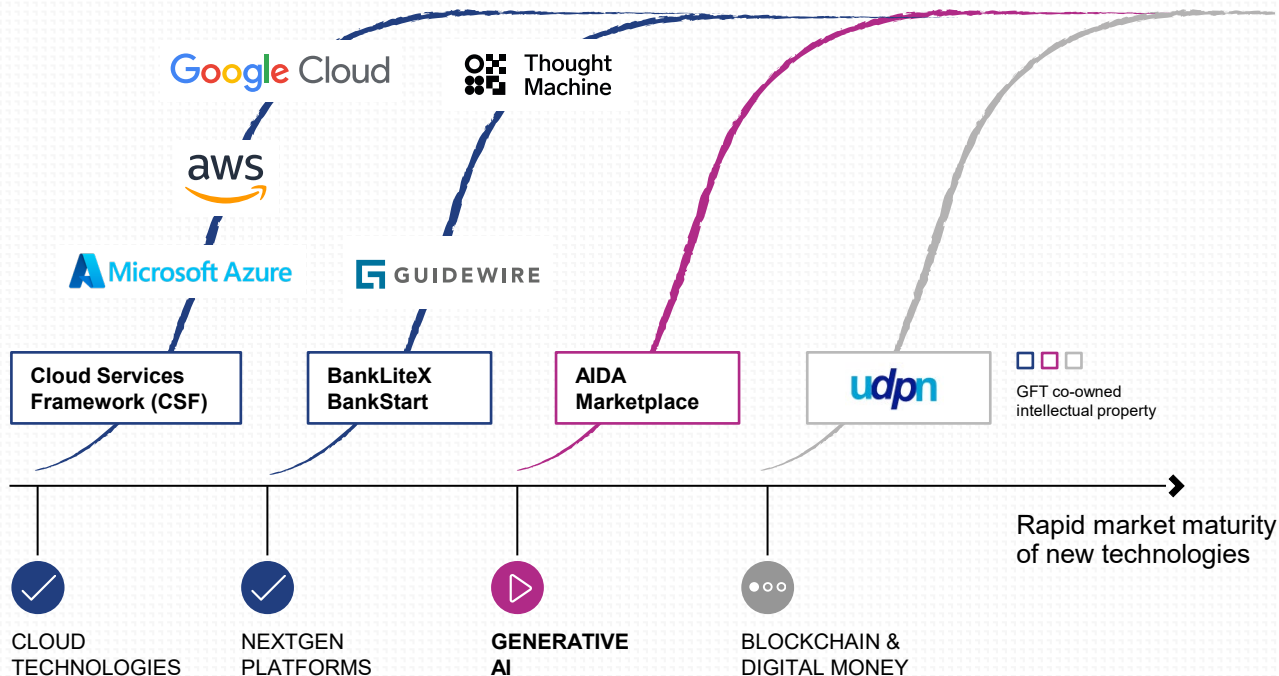
Christopher Ortiz
Group Chief Executive,
Global Markets and
Region Manager APAC & UK

Catching the right waves with strong partners

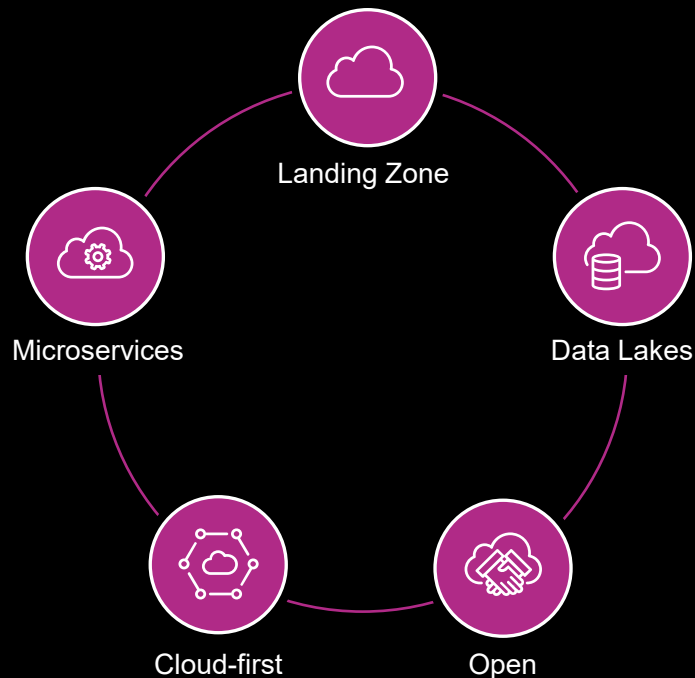


OUR VISION

We believe in a digital world, in which the intelligent use of IT is a key success factor.



Enabling Change & Innovation: Cloud



- Cloud-first approach that is Open by design
- Enabling on-demand scalability and infrastructure
- High availability and zero downtime
- Cost-efficient and enabling new tech stacks: data lakes, microservices, and open architectures

GFT

CSP partnerships and experience

Cloud Services Framework

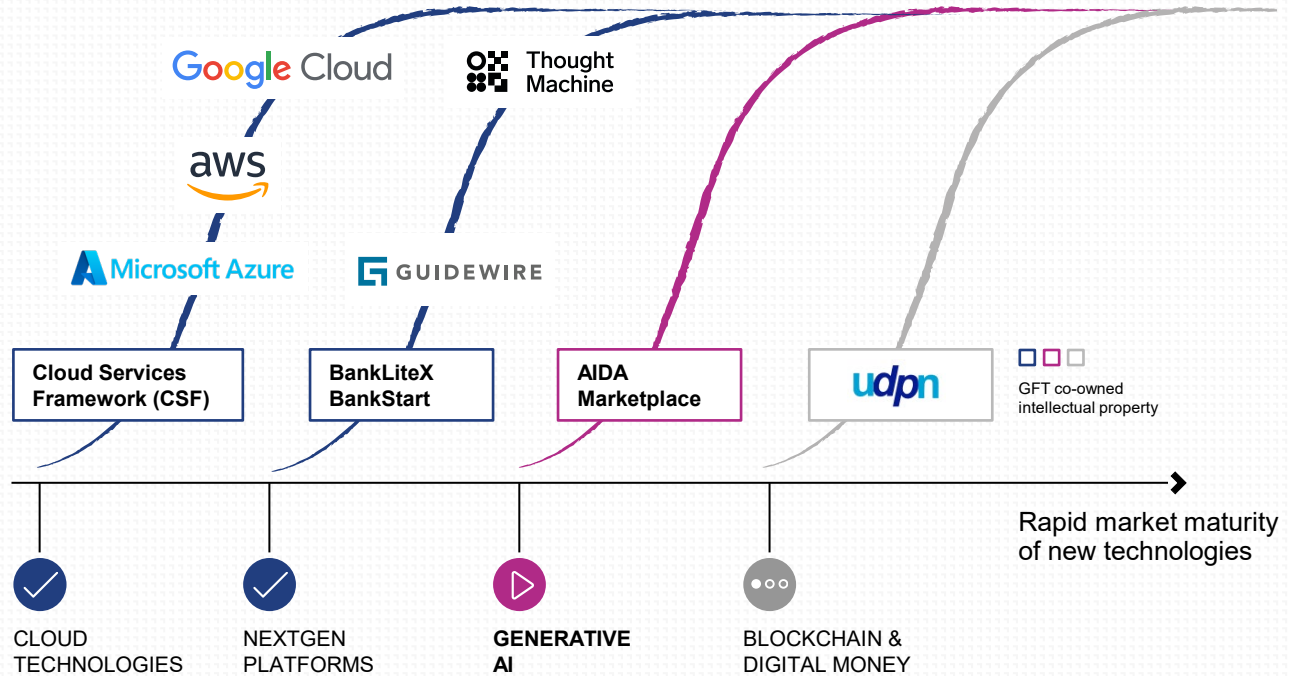


Microsoft Solutions Partner



Catching the right waves with strong partners

OUR VISION
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Value of Platform Modernisation & NextGen Banking



Platform Customisation

Cloud and microservices native,
Open APIs with pre-build
functionality and digital ready



Client centric

Client focus:
UI/UX driven design
and implementation



Rapid Implementation

Shortest possible time to market,
between 3-6 months to go live.



Cost Optimal

Low investment, low TCO,
flexible pricing to face the business
case challenges



Open/ Future Connectivity

Open to a broad ecosystem,
easy integration with Fintechs
and 3rd party solutions



Cloud Native

Ready to scale, affordable
infrastructure, pay per use



Perpetual Reinvention

Trial and Error able for new
products and workflows,
adapt fast to customers and
market requirements



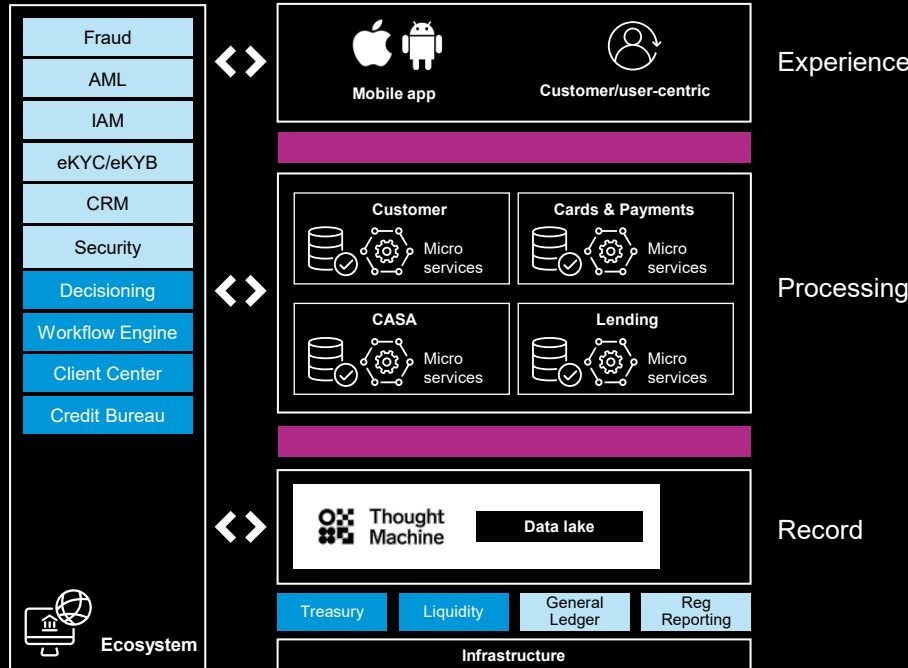
Data/GenAI/Insights

Ready to leverage the
data – Develop insights
with Understand Your Client
(UYC) strategy

GFT Value Add: Ensuring Modernisation Success



NextGen architecture example



- Solution-driven approach for an end-to-end bank
- Core Banking System = Product enabler
- Infrastructure expertise
- New microservices components & data lake in an event-based architecture
- Open ecosystem (API-driven design)
- Partner network and Global delivery model

How much do you know about GFT and Guidewire?



3

GUIDEWIRE INNOVATION AWARDS



G GUIDEWIRE PARTNERCONNECT
Consulting Advantage

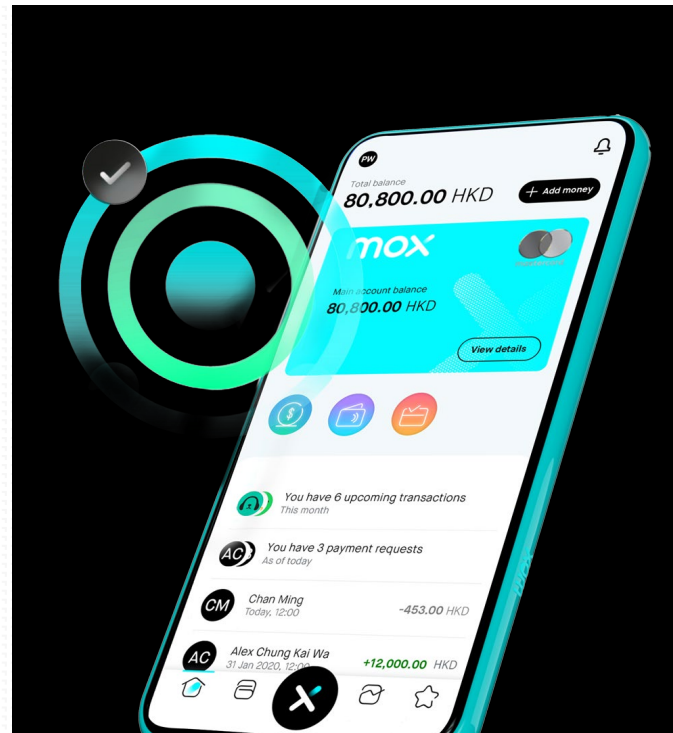
Standard Chartered mox: Building a future operating model

Many people talk virtual banks, neo banks, challenger banks and digital banks, but we like to describe how we're **building a future operating model for Standard Chartered**.

Some businesses create a mobile platform, push marketing and call it a challenger bank. We, however, want to **rebuild and recreate our business model**.

Deniz Guven, CEO Mox Bank, September 2019

mox



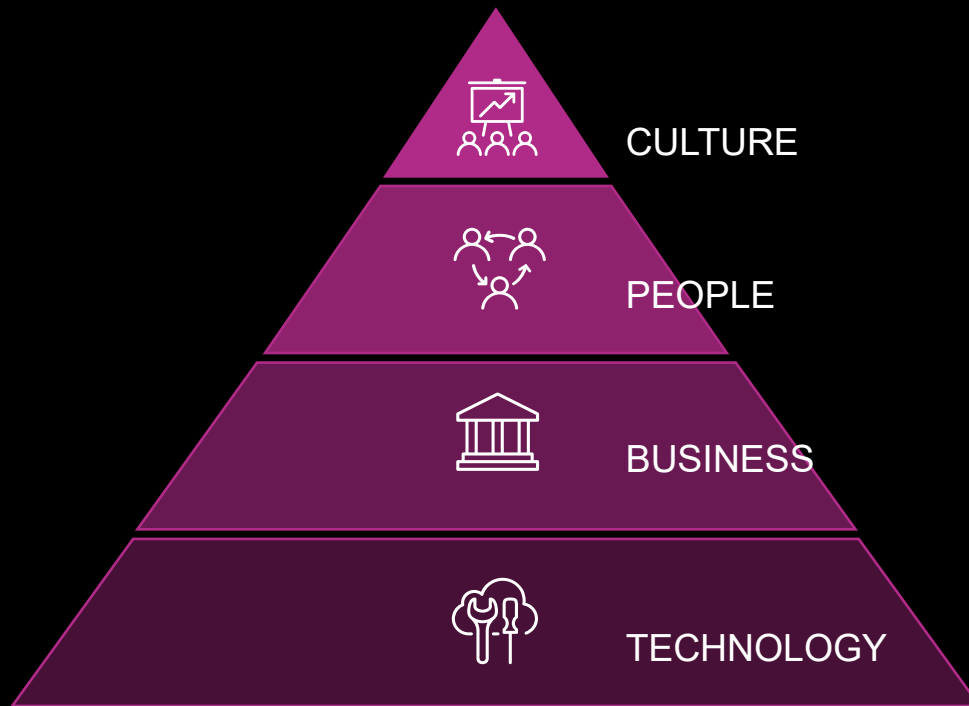
This approach led them to **SC Mox in Hong Kong, SC Trust in Singapore and potentially new markets.**

Partnerships | Building an ecosystem for growth*



*Non exhaustive

Keys to Success: Transformational Change



Accelerate the Transformation



MODERN CLOUD STRATEGY

- Modernize IT workloads
- Redesign Architecture and simplify administration
- Security and compliance

EXPERIENCE

- Proven experience implementing next generation COREs
- Devops and Agile practices
- Proven methodology approach

NEXT GENERATION CORE BANKING

- Foundation for “do and build” any business product
- Fast development
- Cloud native
- Powerful and secure, a proved CORE solution

ACCELERATORS

Pre-build components:

- Customer Journeys
- Cloud Landing Zone
- Data Lake
- Banklite X

DEPLOY A DIGITAL BANK...
IN 6 MONTHS



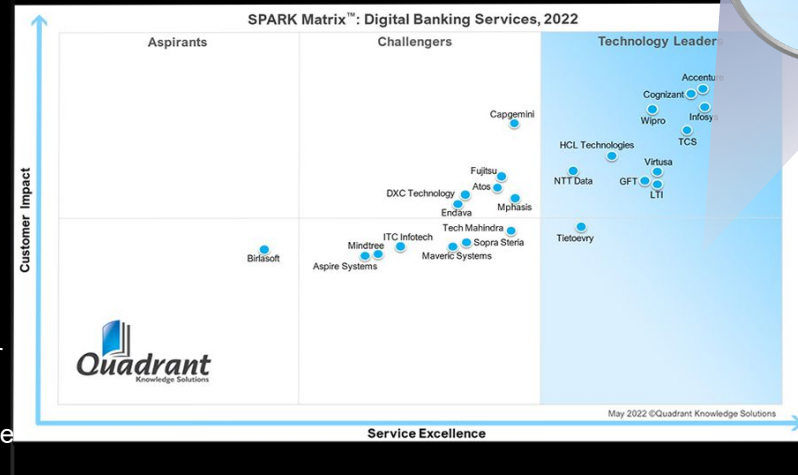
GFT AMONG THE WORLD'S LEADERS

Quadrant's SPARK Matrix™ : Digital Banking Services 2022



GFT positioned as a technology leader for our comprehensive digital banking services

- Strong ratings across ratings for service excellence and customer impact
- GFT's BankLiteX recognised as a unified solution for deploying a rapid cloud-based digital bank entity
- GFT provides a reduced time-to-market for innovative new banking features

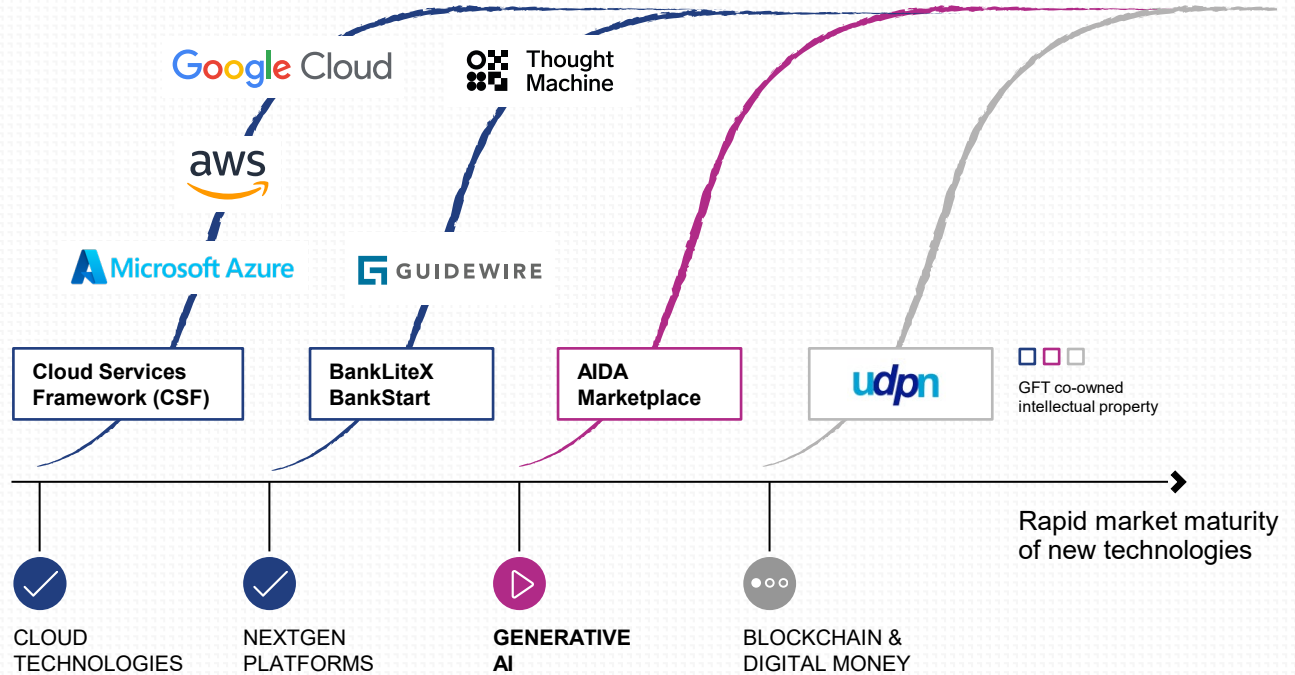


Catching the right waves with strong partners



OUR VISION

We believe in a digital world, in which the intelligent use of IT is a key success factor.





La Macif,
c'est vous.



Macif : our IT journey with Guidewire and GFT

GFT Capital Markets Day

Yann Arnaud

OCTOBER 2023



Yann Arnaud

**Directeur Réponses
Besoins Sociétaires et
Innovation (DRBSI)**

52 years old. Graduate from Grenoble Ecole de management.

Head of Products, Pricing, Marketing, Digital, Data and Innovation for Macif

In charge of the whole offer of the group (life, non-life and health) and for linked internal projects.

Joined Macif in 2003.

Member of the Board of Abeille Assurances (ex-Aviva France)

Chairman of the Digital commission for the French Federation of Insurance (FA)



A brand

of



- 5th insurance groupe in France, 2nd in P&C
- Revenue = 16 Billions Euros
- Covered people = +11 millions
- 18.000 salaries

All LoBs

€ 6,208

Billion Euros of revenue



P&C

€ 3,538

Billion Euros of Revenue



92,6 %

of our insureds are ready to recommend Macif to their relationships



95,83 %

It is our retention rate. It is one of the highest on the French insurance and finance market



23.6 millions

of unique visitors on macif.fr in 2022

5,7 millions Members

1st



6,25 millions Motor contracts

1st



780 000 Contracts

1,4



million of covered insureds in health

1,1



million of life insurance savers



1.108

Macif Delegates

who act everywhere in France and relay the expression of members




10 872

Collaborators

533 Agencies and call centers on French territory, More than 7500 advisers

01 Few things you have to know about us...



- A **mutual insurance company** without intermediaries | A **salaried distribution network**
- A **single date of renewal** for all its contracts
- A **specific historical mainframe** IT System | developed and enriched by Macif | Responding to its needs and its way of carrying out operations
- A **high level of automation**  A **high level of productivity**

02 Why have we decided to change ?

- **A high level of automation is a key advantage in nominal mode, BUT**
 - **The need for changes is growing** (product, process, regulation...)
 - With a mainframe system, these changes are very significant in terms of **cost and time to achieve them.**
- **The P&C IT system had to cover more and more needs :**
 - Digital
 - New distribution methods
 - New needs

} **Increasing instability of the whole IT system**
+
Performance degradation
- **New offers : long to launch** on the market, **expensive** and an **increasing ROI duration**
- **Strategic decisions increasingly driven by operational constraints**

 **Most insurers are facing the same issues !**

03 Our business drivers

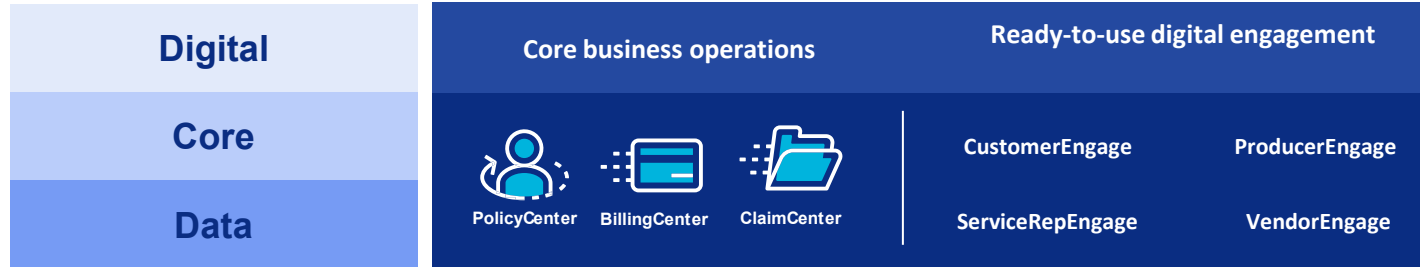


- Improving our **speed to market**
- Ability **to position ourselves on emerging needs**
- Ability to **create segmentation and differentiation** on our product lines
- Ability to **project our know-how outside our historical perimeter**
- Ability to integrate **upcoming changes** in the insurance industry
- **A very clear and mobilizing internal message : not just a big project, a change of era !**

04 Our main decisions



- Use **all Guidewire modules** for the **most consistent and efficient solution**

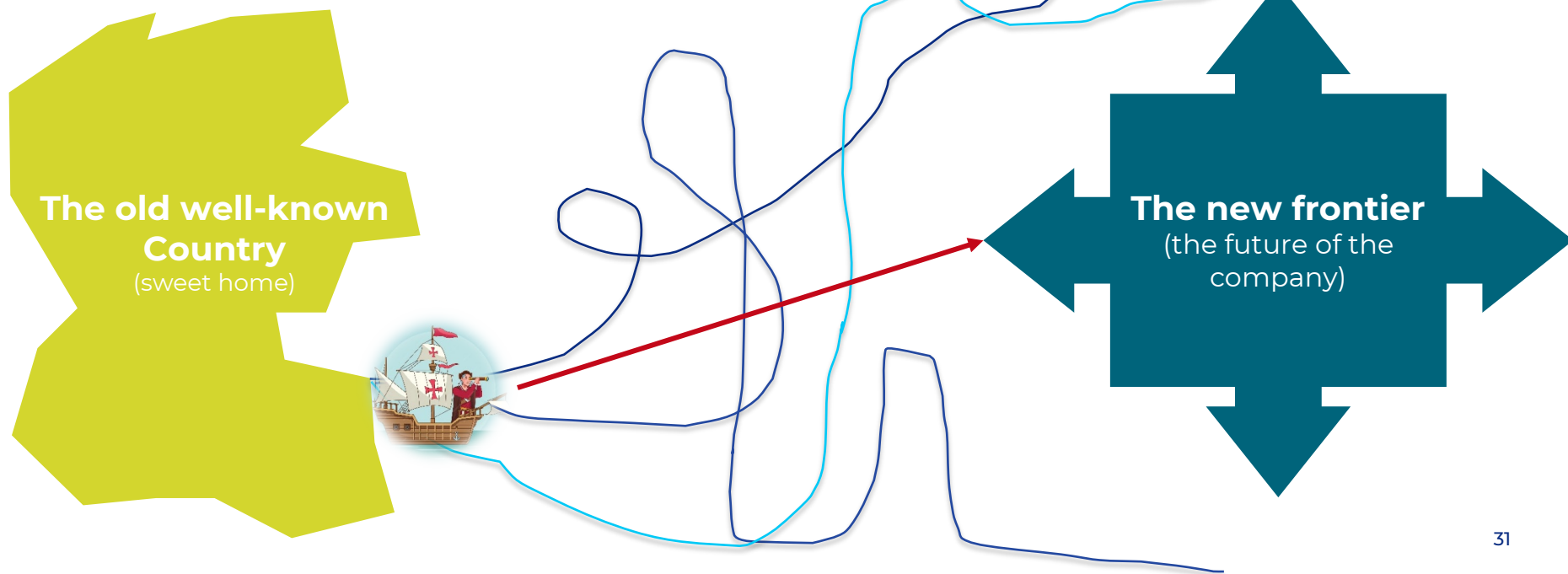


- Opt for the **cloud version** of the solution from the beginning
- Carry out the transformation of the IS in a **short time** to limit as much as possible the **simultaneous maintenance of two environments**
- Favour a complete approach by product(s) rather than by link in the insurance chain
- **Adopt the solution and do not adapt it !** (the tricky thing where you need help !)

05 Why working with GFT is Key in success ?



A **very specific expertise** to help insurers to go **from their well-known environment** to the **expected promise land**



06 Postcards of the journey...



- The largest computer program since 1993
- More than 300 people involved internally
- More than an IT transformation: a complete cultural change
- A new way of working between business and IT: during the initial phase but also in a sustainable way in the future





Merci !

GFT Capital Markets Day

Thought Machine

October 2023





The banking industry is changing

There are a number of meta trends that are disrupting and reshaping the banking industry...

Increasing customer expectations

Competition from new players / need to differentiate in higher rate environment

Regulatory pressure

Resulting in a bank of the future that is:

Customer centric

Digital-only, real-time

Data and analytics orientated

Cloud native, low cost, with high levels of agility

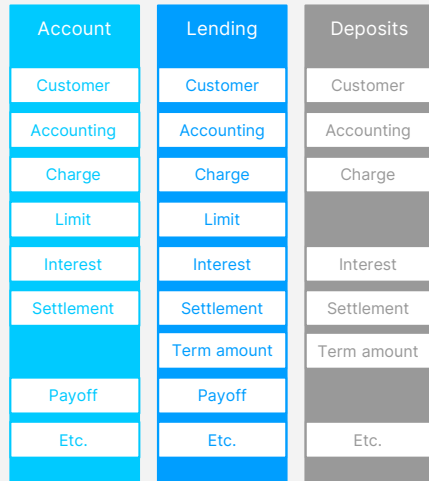
This is why Thought Machine exists; we are rebuilding the foundational technologies of banking.



Core banking industry over time

Dismantling spaghetti architecture built on top of product factories

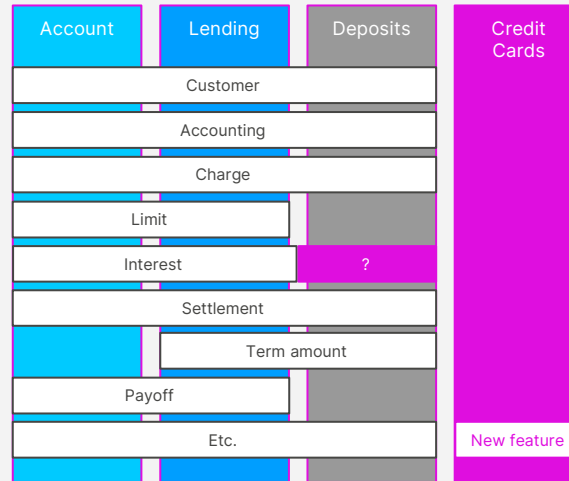
20+ years



Siloed Product design

- Products sit in siloed systems
- Duplication of common function
- Lack of agility, expensive architecture

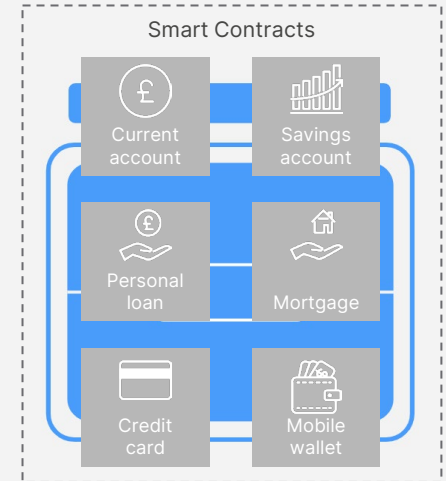
Current industry approach



Reusability

- Closed-box Products
- Externalised common functions
- Inflexible products, vendor dependency

Thought Machine



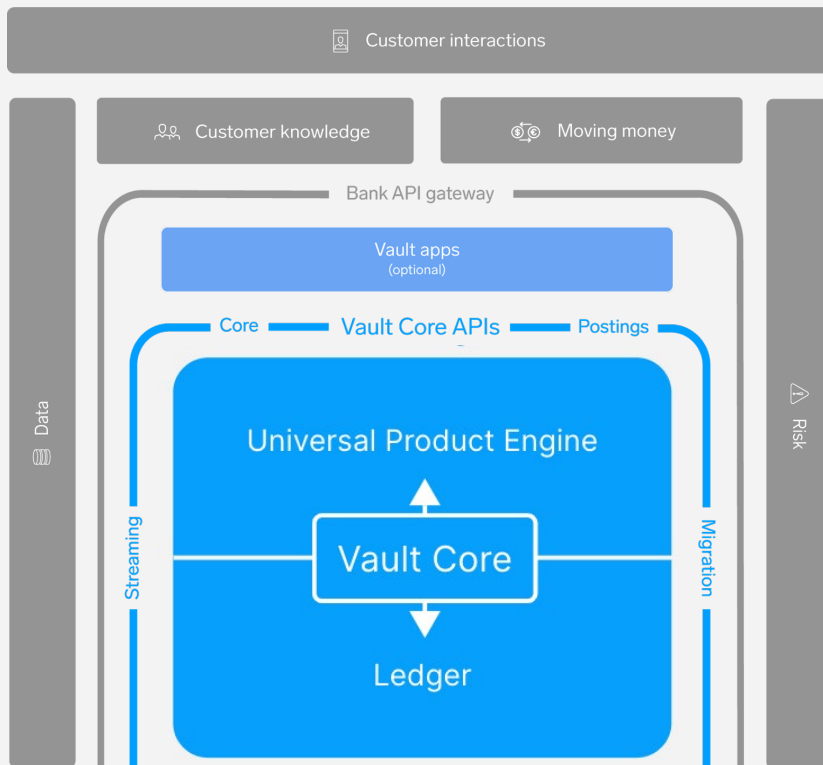
Total flexibility

- Open-box products
- Enables product differentiation
- Agility and less cost in delivering products



Thought Machine's solution

Thought Machine has built the Vault platform - **the foundation layer of modern banking** - to enable banks to remain competitive and flourish. It gives banks full control to do anything, from launching innovative products to sustainably maintaining legacy products



The Vault platform: a modern core platform in the cloud

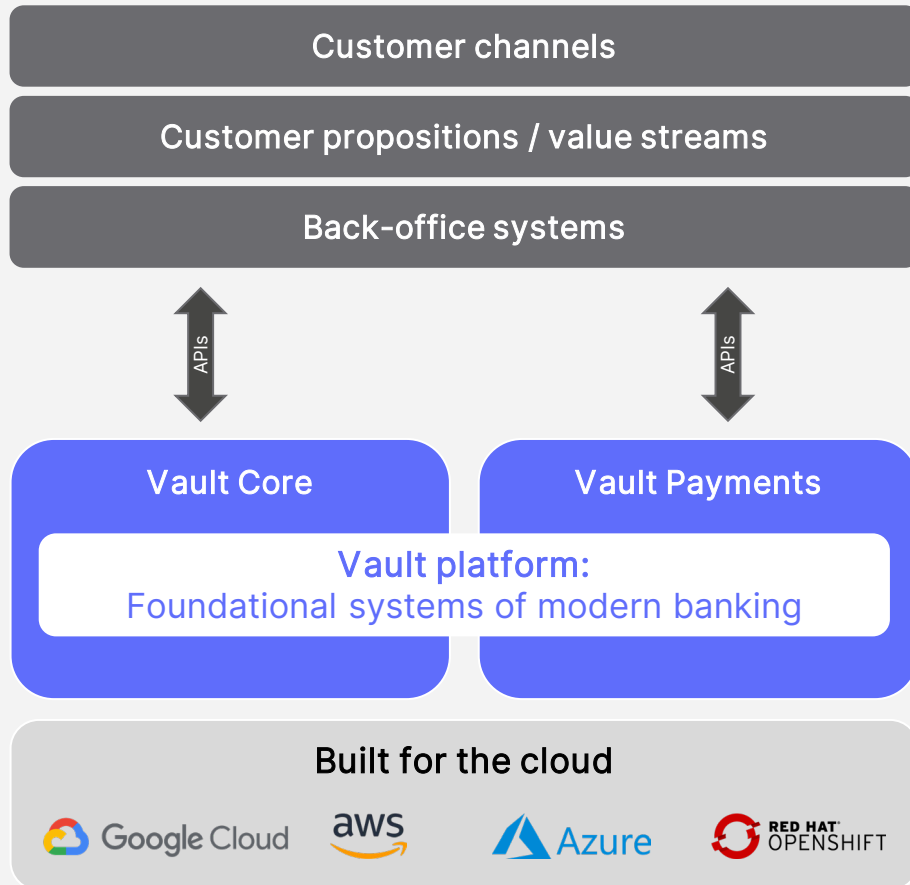


How is the Vault platform unique?

1. Build and support **any financial product**, from complex legacy products to new innovative products that can be rapidly iterated to meet customers' ever-changing needs
2. Run any type and **size of bank** on a single platform
3. Cloud **native and agnostic** to support any deployment type by a bank, on any cloud provider
4. **API-enabled** and **real-time**
5. Highest levels of **performance**, reliability and operational resilience



We have built new foundations for modern banking



Only by adopting the Vault platform do banks have access to:

- ✓ Configurable customer products and platform
- ✓ Real-time and accessible data
- ✓ Cloud-native infrastructure
- ✓ Continuous deployment
- ✓ Best technology from specialist vendors
- ✓ A microservices architecture

Configuration layer gives banks complete flexibility and control without introducing any complexity. Through a simple interface, clients can build any product, integrate any payment scheme and implement any payment rules.

The Vault platform is designed in such a way so there is a strict separation between:

Platform layer is the common platform shared by all clients. With regular upgrades available, all clients share the benefits of these updates – the code is never forked or altered for any specific client.



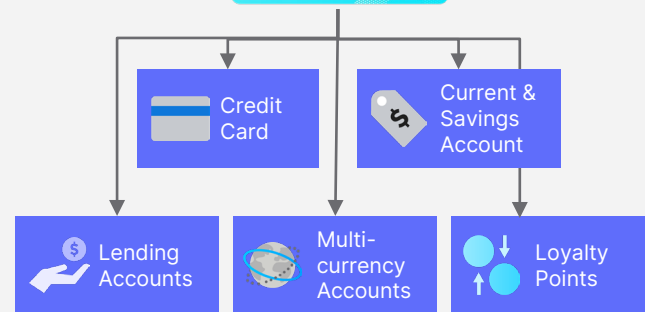
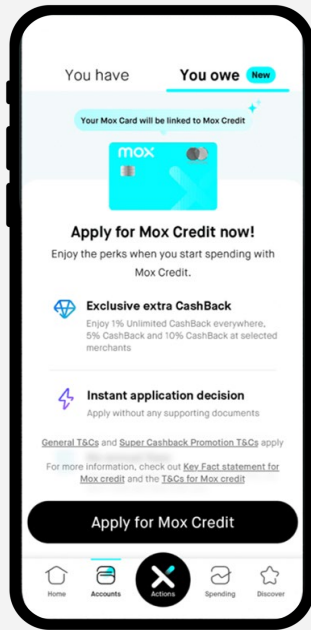
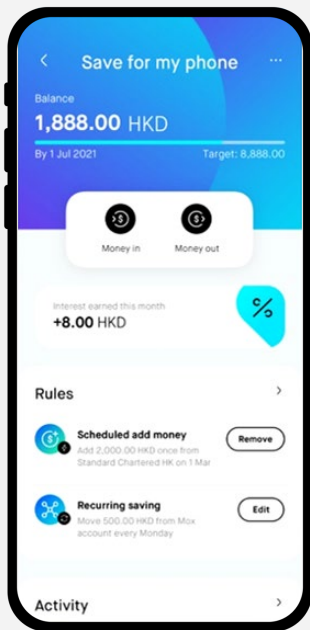
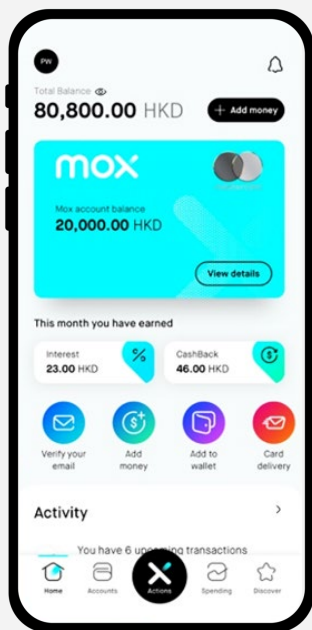
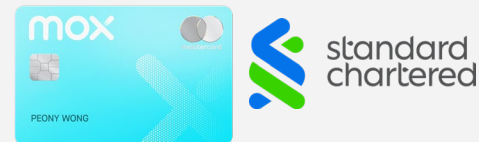
Flexible Product Proposition

One credit card for multiple products coupled with intuitive channel experience

Asia's first all-in-one numberless bank card. Access digital card instantly.

Grow savings with goals, daily interest, budgeting rules, insights & monitoring.

Mox Credit – one card for Mox Credit transactions and Mox Account withdrawals.



- Every customer gets a credit/debit card
- Prequalified line of credit ('Always On' loan)
- Acts like debit card with sub accounts
- Card can be linked to any account by setting preferences in mobile app
- Product [video](#) and [FAQs](#)

Note: Illustrative Example.

More at mox.com by Standard Chartered in partnership with PCCW, HKT and Trip.com



Thought Machine at a glance

Next generation core banking and payments unicorn disrupting enterprise banking software

Fast growing client base	40+ total clients	Global presence	c.600 employees and clients across Americas, Europe, Middle East and Asia Pacific
Majority of clients live	30+ live deployments		
Recurring licence revenue model	100% subscription revenues	Solid valuation and cash position	Value at \$2.7bn* post Series D in May 2022
Established as the next generation core for enterprise banks			

Our mission to properly and permanently rid the world's banks of legacy technology.
 To achieve this we are rebuilding the foundational technologies of banking.

Shaping the future of digital business

Christopher Ortiz

Group Chief Executive,
Global Markets and
Region Manager APAC & UK



Expansion in North America



Tricia Mackechnie
Harbourvest

Chad Ballard
JPMorgan Chase

Marco Santos GFT

16:00 – 16:45 CEST

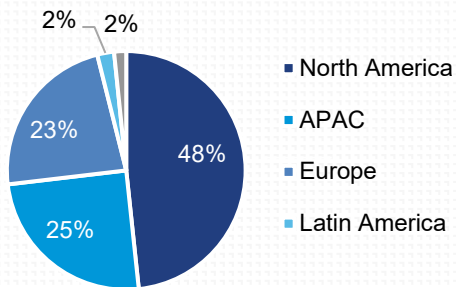


Market and Drivers for IT Services in North America

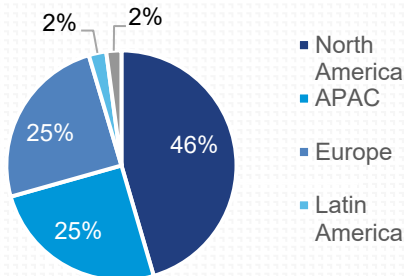


MARKET SHARE¹

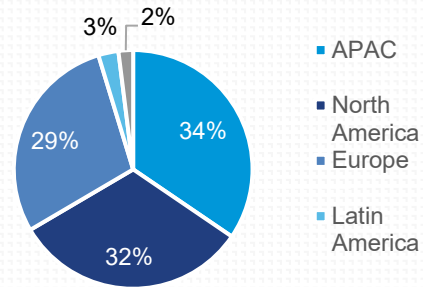
Financial Services



Insurance



Industry (Manufacturing / Oil & Gas)



¹ Forecast Enterprise IT Spending Vertical Industry (Gartner, June 2023)

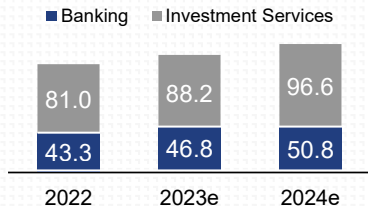
Market and Drivers for IT Services in North America



Financial Services

Projected CAGR: 8.9 %

MARKET VOLUMES¹
(in \$bn)



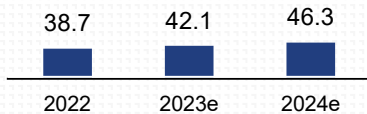
KEY DRIVERS

- Real-time Payments
- Open Banking
- Alternative assets
- Cloud and Arch Modernization
- Artificial Intelligence
- Cyber Security

Insurance

Projected CAGR: 9.4 %

Insurance



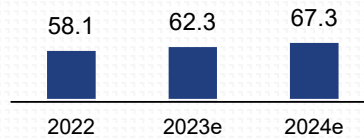
- Demographic Changes
- Climate Changes
- Customer Experience
- Cloud and Arch Modernization
- Artificial Intelligence
- Data and Advanced Analytics

Industry

(Manufacturing / Oil & Gas)

Projected CAGR: 7.7 %

Industry



- Connected Ecosystems
- Onshoring NA
- Sustainability
- Industrial Internet of Things
- Cloud Computing
- Data and AI Digital Platforms

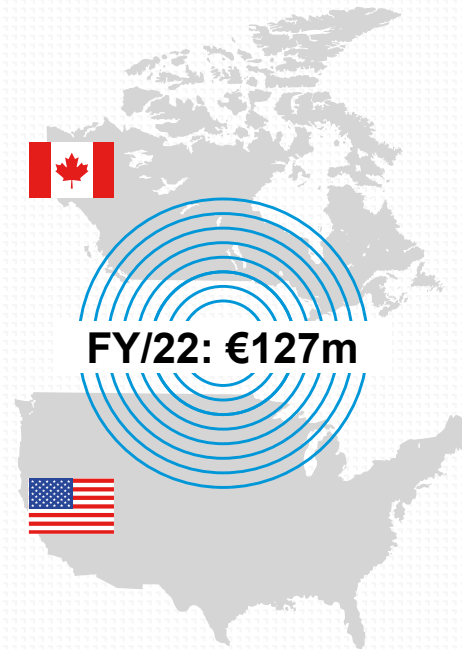
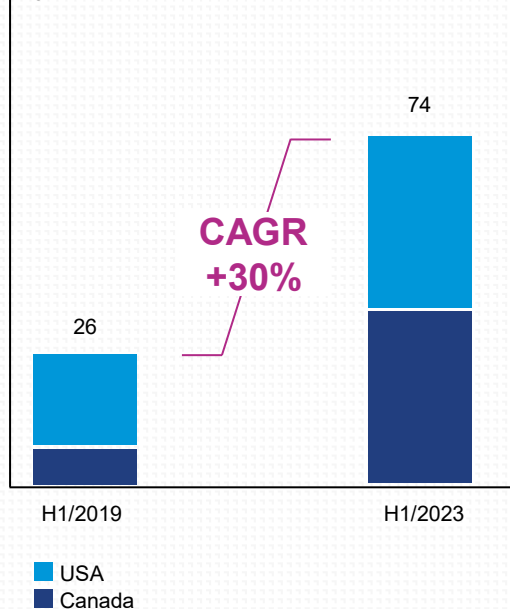
¹ Forecast Enterprise IT Spending Vertical Industry (Gartner, June 2023)

GFT Journey and Footprint in North America



Strong revenue growth since 2019

In € million



Canada

- **Banking:** HSBC
- **Insurance:** 8 P&C clients (e.g. Desjardins, Beneva and WSIB)
- **Partnership:** Guidewire
- **Presence:** QUE, ONT

USA

- **Banking:** JP Morgan Chase, RBC, DB and Bradesco
- **Asset Management | PE:** +20 active clients (e.g. Blackstone, KKR, Goldman Sachs, Advent, CA and Harbourvest)
- **Insurance:** Arbitration Forums
- **Industry/MFG:** Ford, Magna, Nextier
- **Partnership:** AWS, Google, ThoughtMachine
- **Presence:** NY, MA, IL, FL, TX, NC

Expansion in North America



Cross-country synergies

From Canada to USA

- **Insurance (P&C)** Cases, Assets and Sector Experience
- Partnership and Offerings in **Guidewire**

From USA to Canada

- Tier1 Bank **JPM Chase** client reference in Core and Cloud Modernization
- Tier1 Asset Management & PE Cases, Assets and Sector Experience
- Tier1 Industry Cases and AI.DA Marketplace
- Partnerships, Offerings in **AWS, GCP and ThoughtMachine**



◀ GFT Group/Regional Synergies

◀ Follow the client – International Banks

- ◀ ▪ UK: Citi, HSBC
- ◀ ▪ Switzerland: UBS
- ◀ ▪ Spain: Santander, BBVA
- ◀ ▪ Brazil: Bradesco, Itau, BTG

◀ Global / Regional Offerings

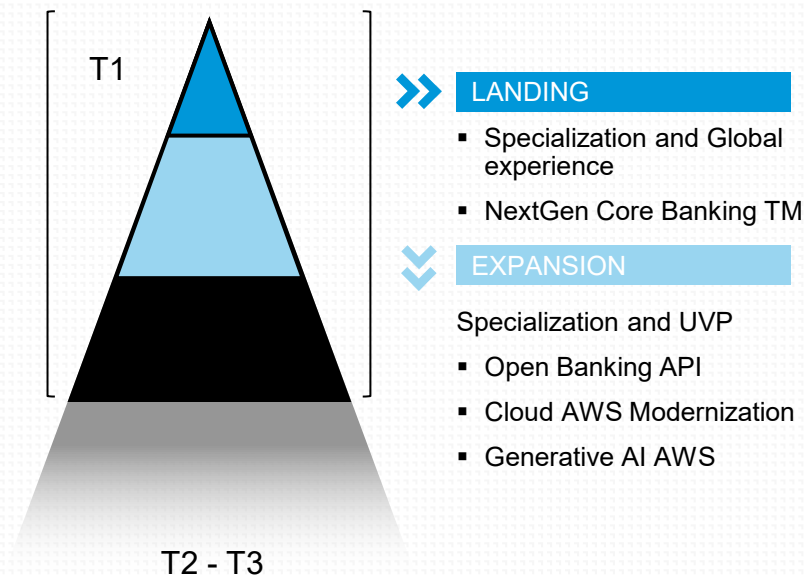
- ◀ ▪ NextGen Core Banking
- ◀ ▪ AI.DA Marketplace
- ◀ ▪ Cloud AWS, Microsoft Azure, GCP

◀ Global Delivery Hubs – Agility @ Scale

- ◀ ▪ Nearshore: Brazil, Mexico and Costa Rica
- ◀ ▪ Offshore: Spain and Poland

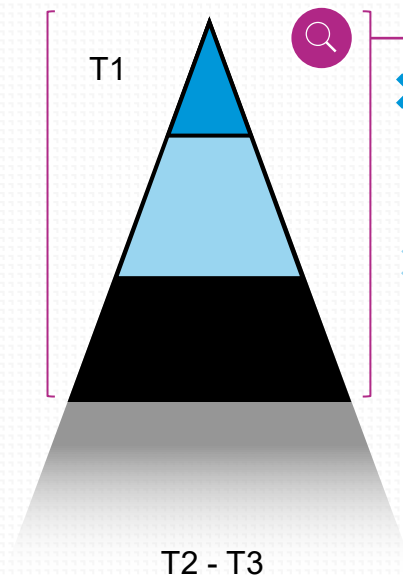
Proof point: Landing and Expanding in T1 Bank in USA

JPM Chase



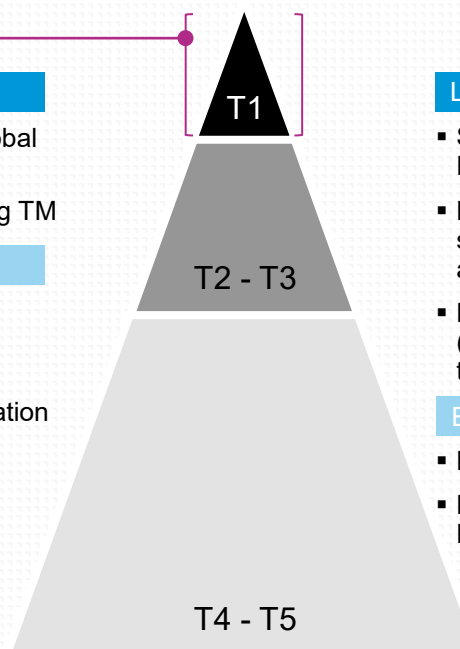
Proof point: Landing and Expanding in T1 Bank in USA

JPM Chase



- **LANDING**
 - Specialization and Global experience
 - NextGen Core Banking TM
- **EXPANSION**
 - Specialization and UVP
 - Open Banking API
 - Cloud AWS Modernization
 - Generative AI AWS

US Banking Sector



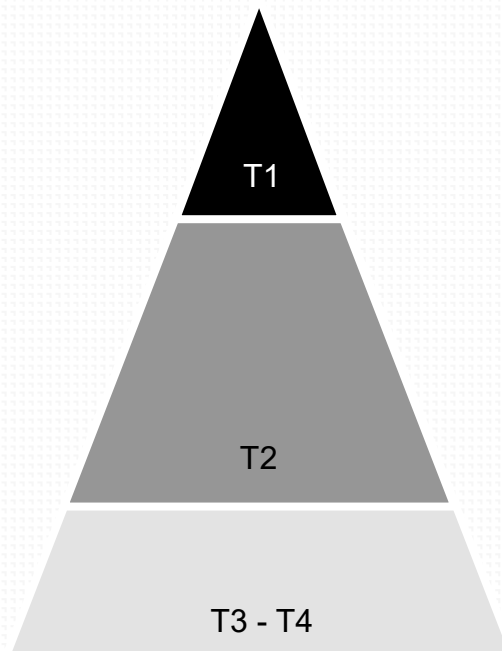
- **LANDING STRATEGY**
 - Specialization and Unique Value Proposition
 - Leverage Tier 1 JPMC Success Case study and Key Global Cases (HSBC, Citi and DB)
 - Become Modernization Trusted Partner (Cloud and Core) and reference to T1-T2-T3
- **EXPANDING STRATEGY**
 - Build on top layers of specialization/UVP
 - Broaden scope and Scale up Modernization Programs



Proof Point: Landing and Expanding in Tier 1-2 Asset Management & PE in USA

+20 CURRENT CLIENTS in AM-PE

- Blackstone
- KKR
- Goldman Sachs
- Advent
- HarbourVest



LANDING STRATEGY >>

- AM & PE Sector Specialization and Unique Value Proposition
- Strong knowledge: Finance automation, CRM, Digital Client Experience, Fund Administration (Investran, eFront, LemonEdge, Allvue), LP/GP Experience,
- Leverage Tier1 Success Case studies Blackstone and KKR, and end-to-end approach at Harbourvest
- Become Modernization Trusted Partner (Cloud and Core) and reference to the whole PE Sector (T1-T2-T3)

EXPANDING STRATEGY >>

- Broaden scope and Scale up
- Platform managed services and IT Outsourcing (GenAI)
- AM-PE Modernization Programs
- AI.DA Marketplace
- Expansion to the Portfolio of Invested Companies

Summary Expansion Strategy in North America



VERTICAL GROWTH PILLARS



Banking

- Leverage Tier 1 JPMC Success Case study and Key Global Cases
- Differentiated GTM Capabilities: NextGen Core Banking Thought Machine, AWS Modernization and AIDA



AM | PE

- Scale Asset Mgmt and Private Equity success and become Sector Reference
- Differentiated GTM Capabilities: CRM, Finance Automation, Fund Administration Systems (FIS, eFront, LemonEdge, Allvue), domain expertise, AWS Modernization, AIDA



Insurance

- Accelerate landing into Tier 2 Insurance carriers and ecosystem
- Differentiated GTM Capabilities: Guidewire to Cloud, AWS Modernization, AIDA and Visual Inspection



Industry

- Maximize our first mover position with specialty products (MDE) and AI (visual inspection, predictive maintenance)
- Differentiated GTM Capabilities: GCP (MDE), AIDA Visual Inspection, Predictive Maintenance and Fleet Management



Voice of clients



External speakers



Tricia Mackechnie

Managing Director &
Chief Technology Officer



Chad Ballard

Managing Director,
Head of Global Banking Platform

Conclusion



- Successful Case Studies of Landing and Expanding
- Replicate and Industrialise the Model
- Challenge the Established Competition
- Outgrow the Market



Shaping the future of digital business

Marco Santos
Group Chief Executive CEO Americas



Catching the right waves: Artificial Intelligence



Marika Lulay GFT

**Gonzalo Ruiz de
Villa Suarez** GFT

16:45 – 17:30 CEST



GFT AI+DA Marketplace



USE CASE LIBRARY

- Visual Inspection
- Predictive Maintenance
- Customer Service
- Fraud Detection
- AI Engineering
- Shopfloor Management
- Knowledge Acquisition
- Manufacturing Analytics
- Project Portfolio Management
- Energy Management
- Software Development
- Voice-assisted Workflows

AI JOURNEY

Assessment & Strategy

- Domain expertise
- Innovation lab
- Fast prototyping

Implementation

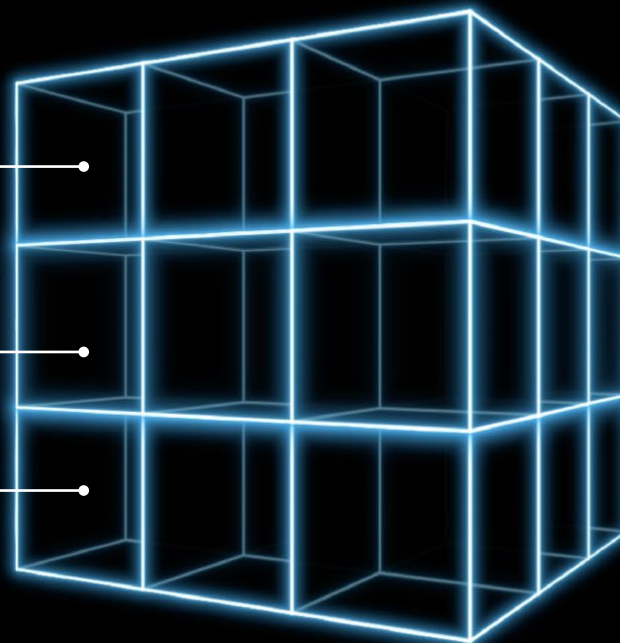
- Reference & security architectures
- Methodologies & accelerators
- Partner ecosystem

Operation

- Monitoring
- Retraining
- Adaption

MODERN DATA PLATFORM

- Integration
- Lake Engineering
- Data Modelling
- Distribution
- Governance



ISG PROVIDER LENS™

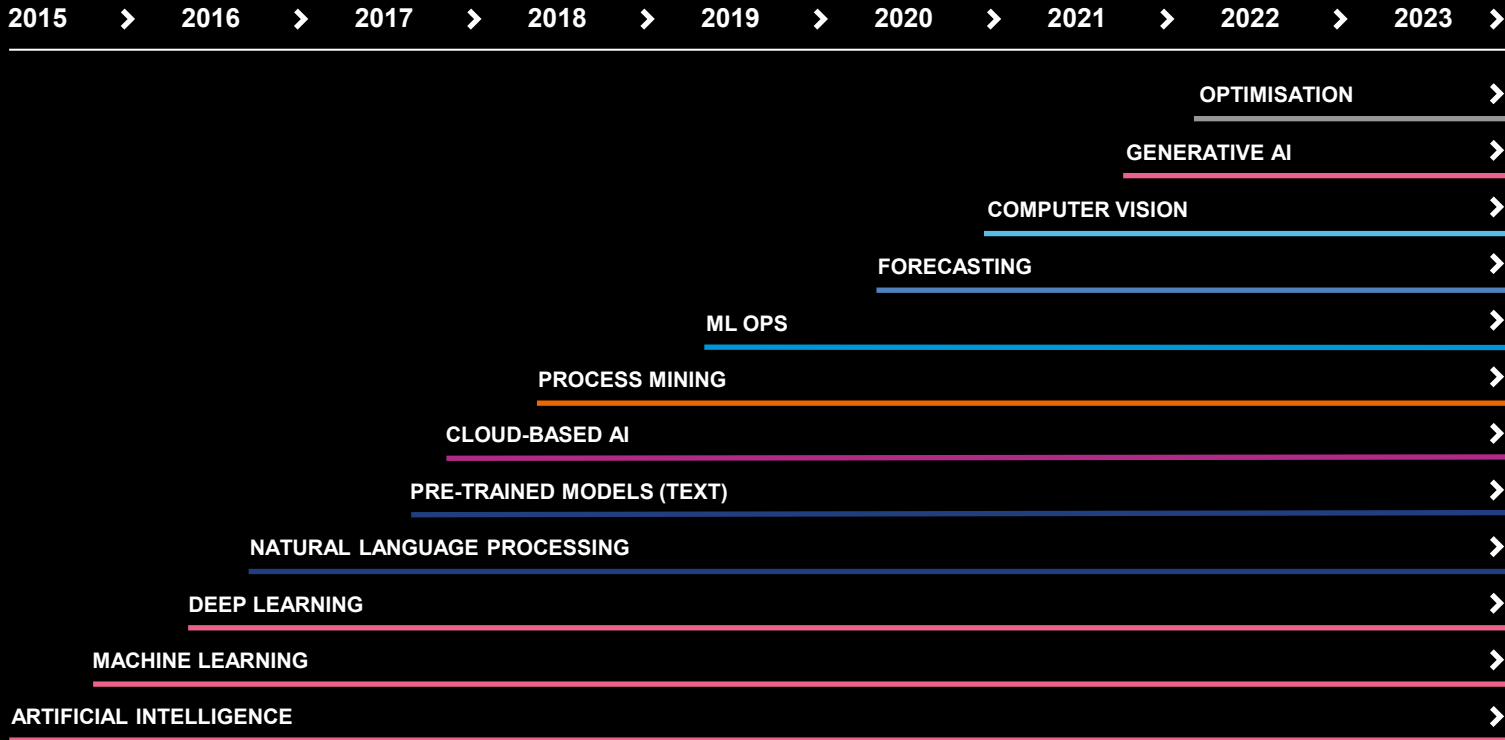
GFT among Europe's leaders



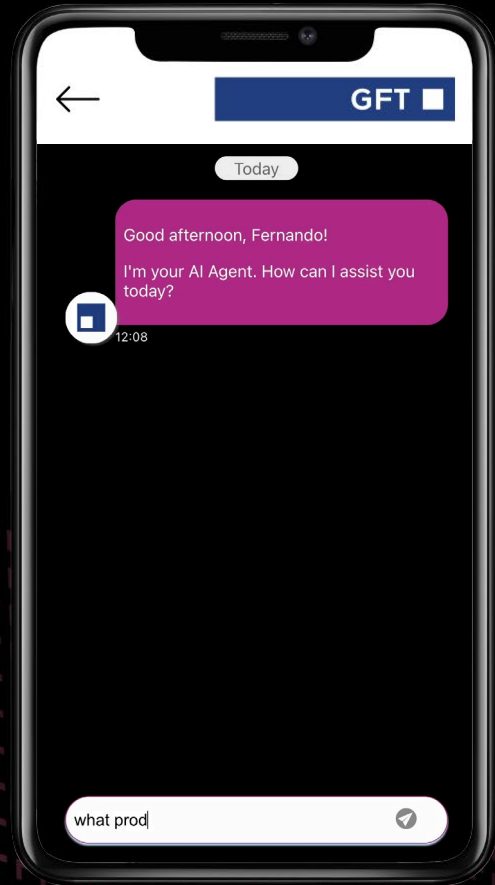
GFT recognised as a leader on data analytics and machine learning quadrant in Europe.



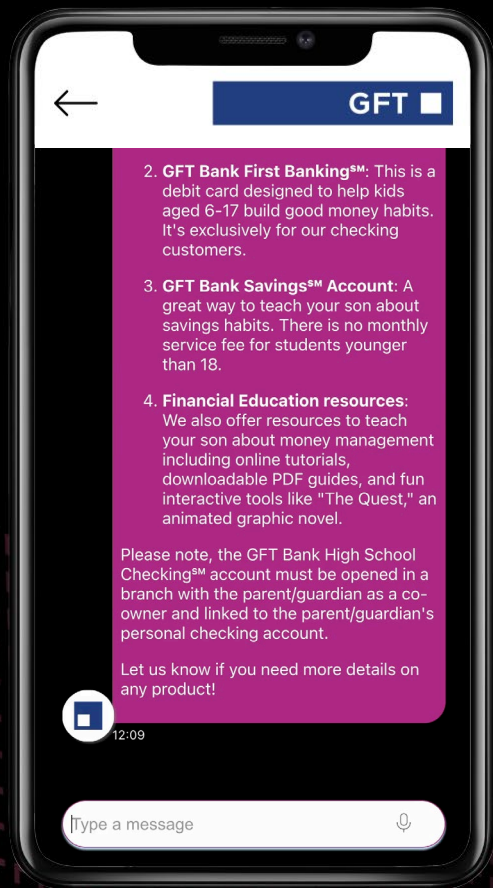
Delivering Artificial Intelligence projects since 2015



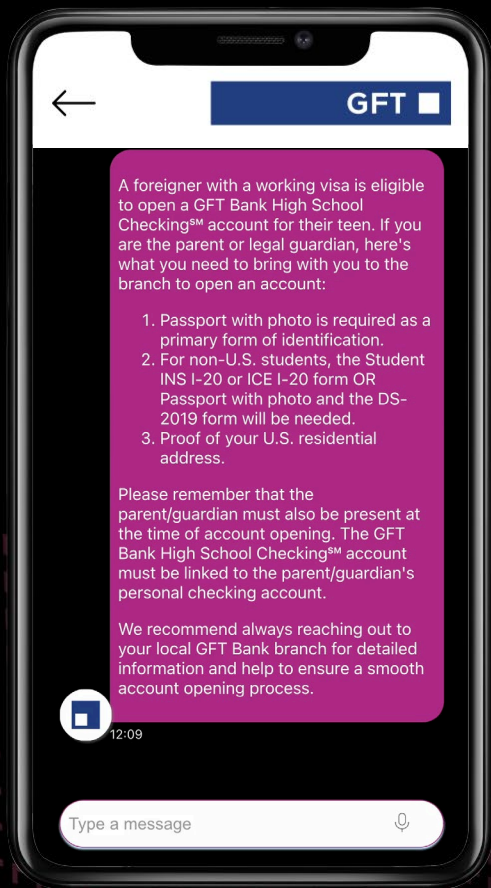
GFT Banking Agent



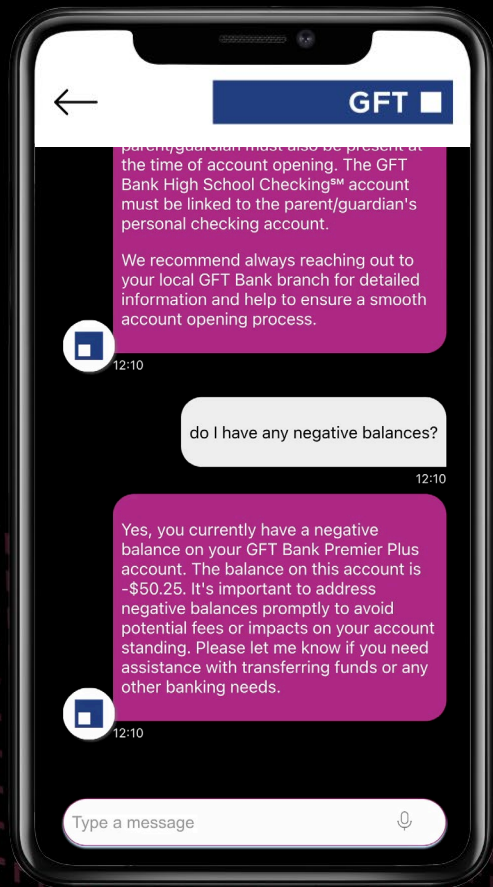
GFT Banking Agent



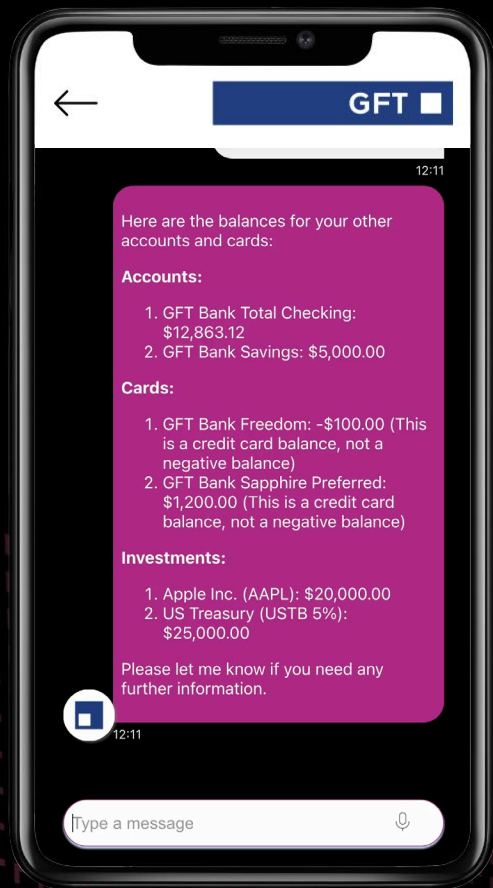
GFT Banking Agent



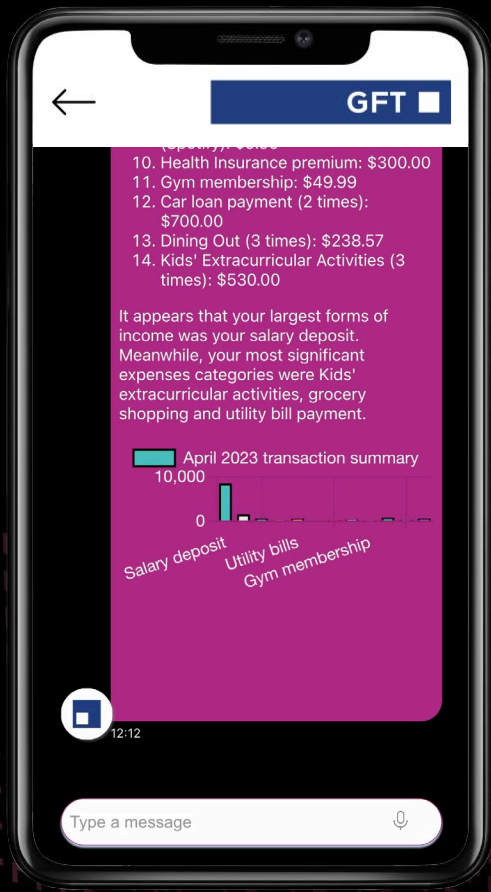
GFT Banking Agent



GFT Banking Agent



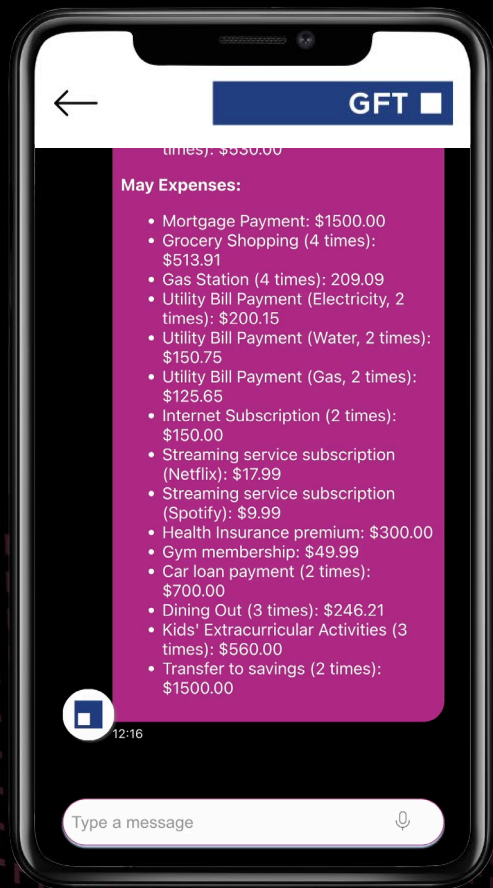
GFT Banking Agent



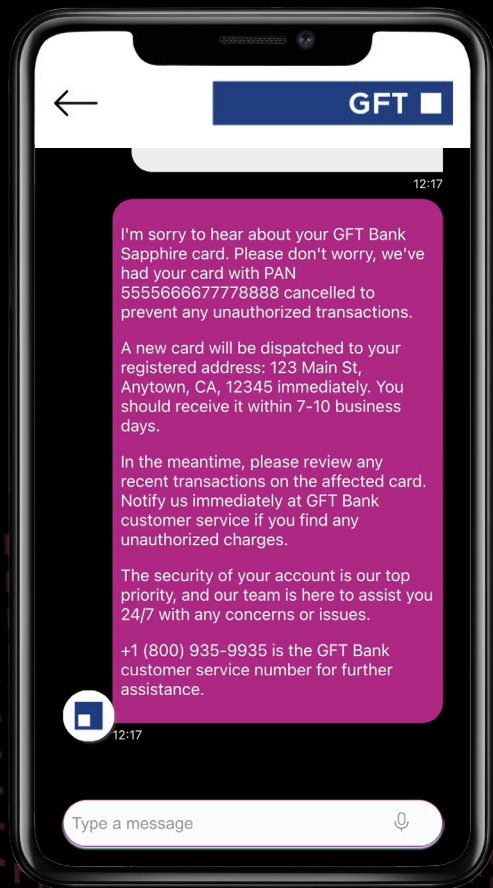
GFT Banking Agent



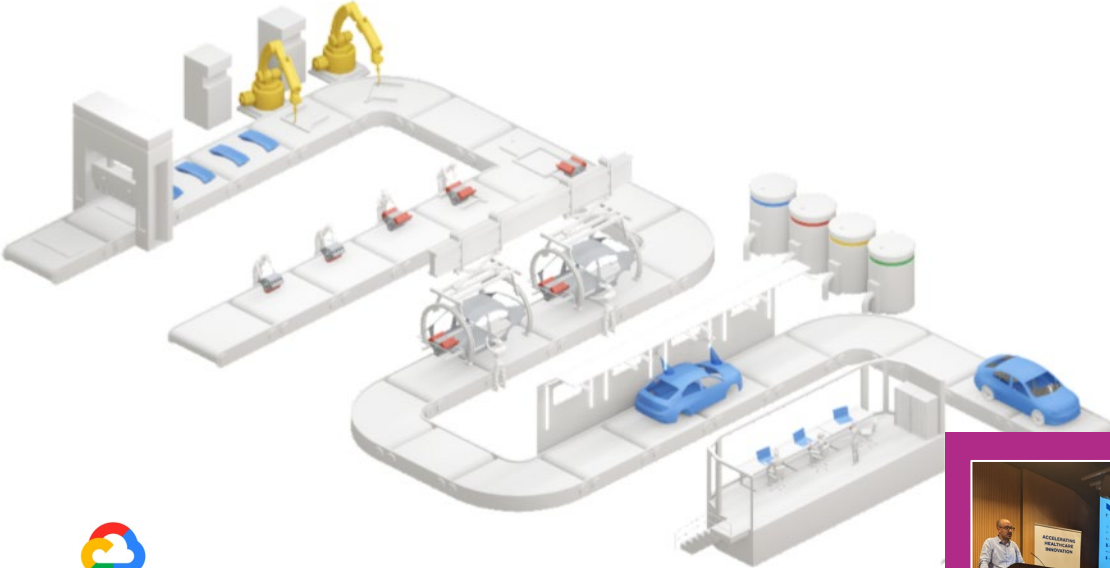
GFT Banking Agent





GFT Banking Agent





GFT's Collaborations with Hyperscalers




Google Cloud
Manufacturing Data Engine

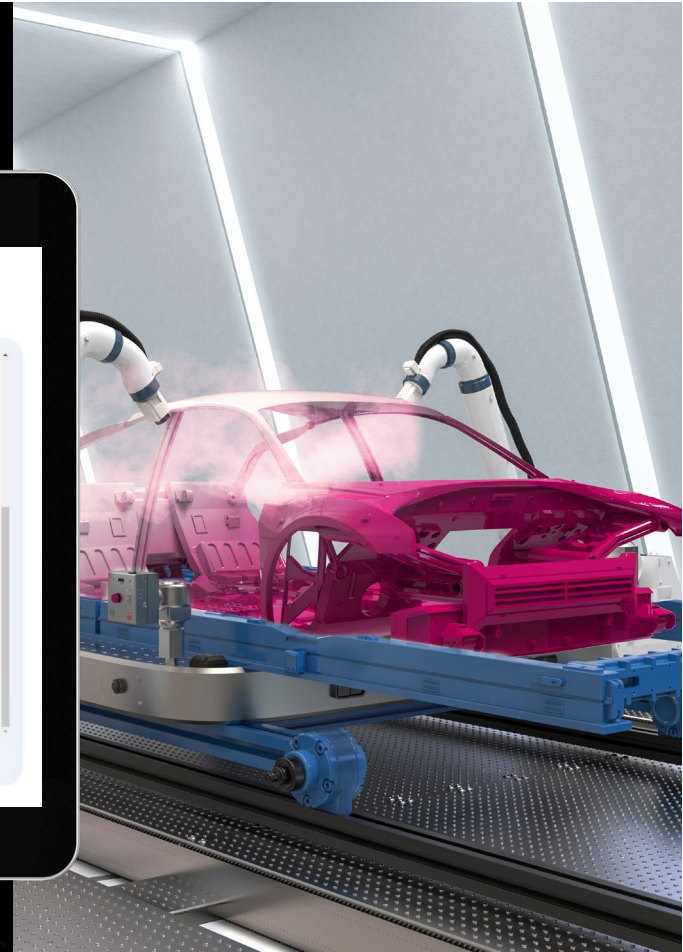
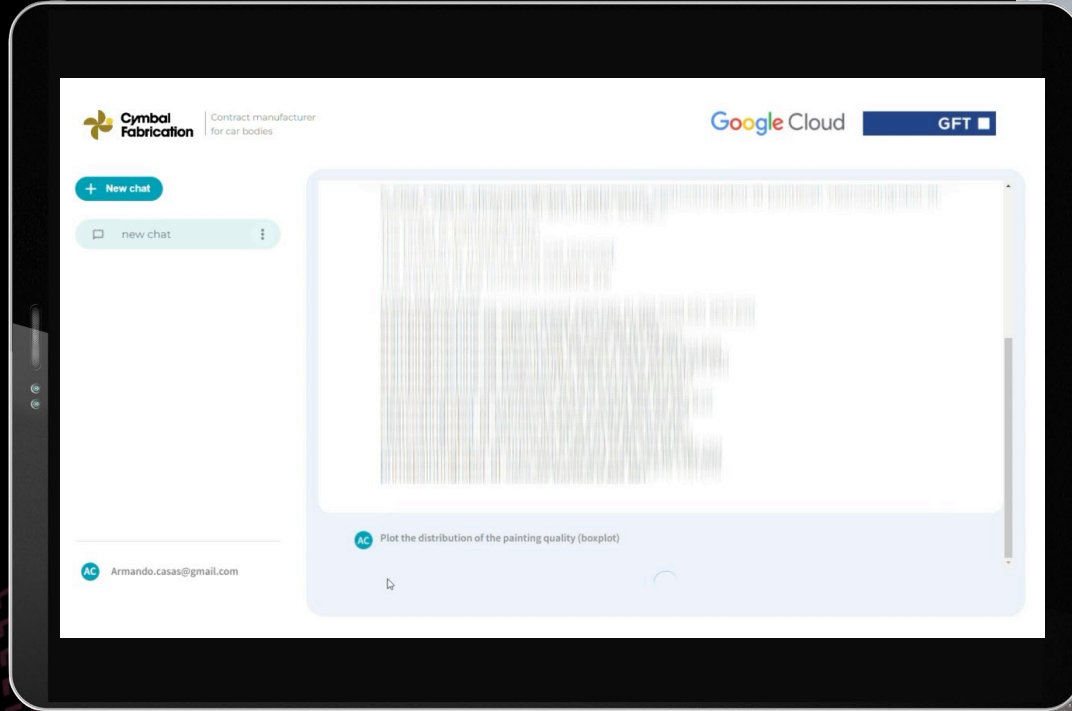

Microsoft Azure


Google Cloud


aws



Quality engineers



Operations engineer



Cymbal Fabrication | Contract manufacturer for car bodies

Google Cloud GFT

+ New chat

new chat

view in full screen

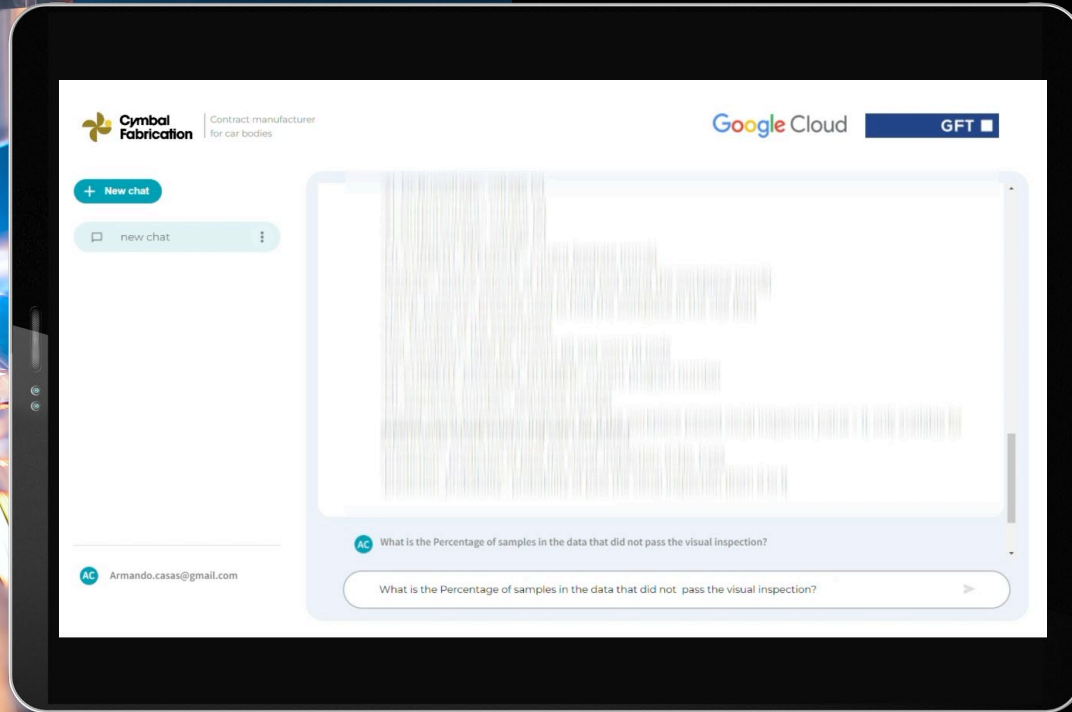
AC Plot the quality vs the viscosity

PaintingQuality

Plot the quality vs the viscosity

AC Armando.casas@gmail.com

Production managers



Accelerated software development

Improving software development productivity:

- Coding
- Testing
- Documenting
- Addressing technical debt
- Modernizing legacy code
- Security reviews
- Bug fixes
- Code reviews
- CI/CD operations
- Architecture definitions
- ...

The screenshot displays a development environment with several components:

- Code Editor:** Shows Python code for a chatbot. The `answer_question` function uses `SystemMessage` to format chat history and context. The `context_messages` function processes chunks of text into a context message.
- API Documentation:** A section titled "Describe your API" provides a description of a parking management API and lists endpoints with their methods and descriptions.
- Swagger UI:** A web interface for the "Parking Management API" showing endpoints like `GET /parkings`, `POST /parkings`, `GET /parkings/{id}`, `PUT /parkings/{id}`, and `DELETE /parkings/{id}`.

Accelerated software development



The Return Of Investment

in software development has just increased massively,
making it even more attractive.



> GFT AI IMPACT

Sectors we are targeting



BANKING



INSURANCE



HEALTHCARE



PUBLIC ADMINISTRATION



RETAIL &
DISTRIBUTION



Automotive | Chemical | Aerospace | Energy & Utilities

MANUFACTURING



TELCO

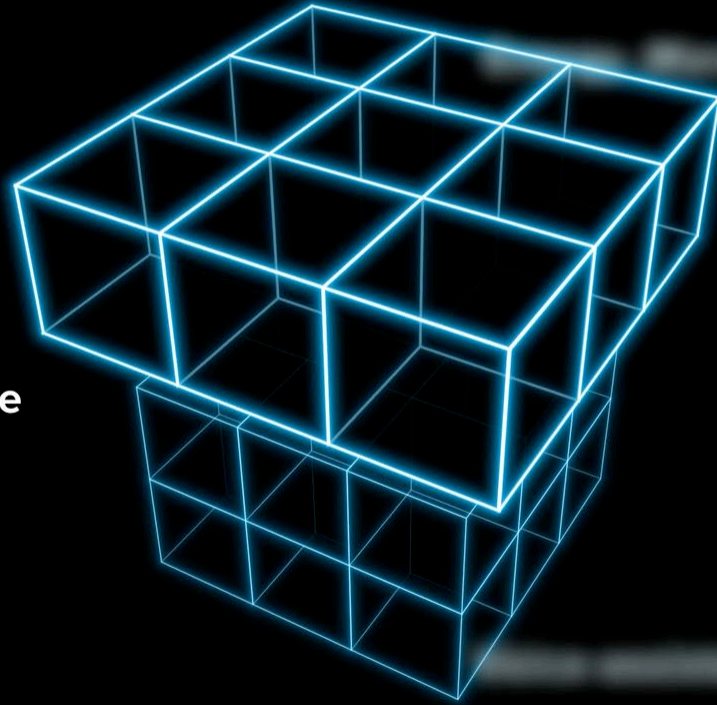


SOFTWARE
DEVELOPMENT

A glowing blue wireframe cube graphic, composed of thin, bright blue lines that form the edges of a three-dimensional cube. The cube is centered in the background and has a slight perspective, appearing to float in a dark space. The lines are uniform in thickness and color, creating a clean, futuristic aesthetic.

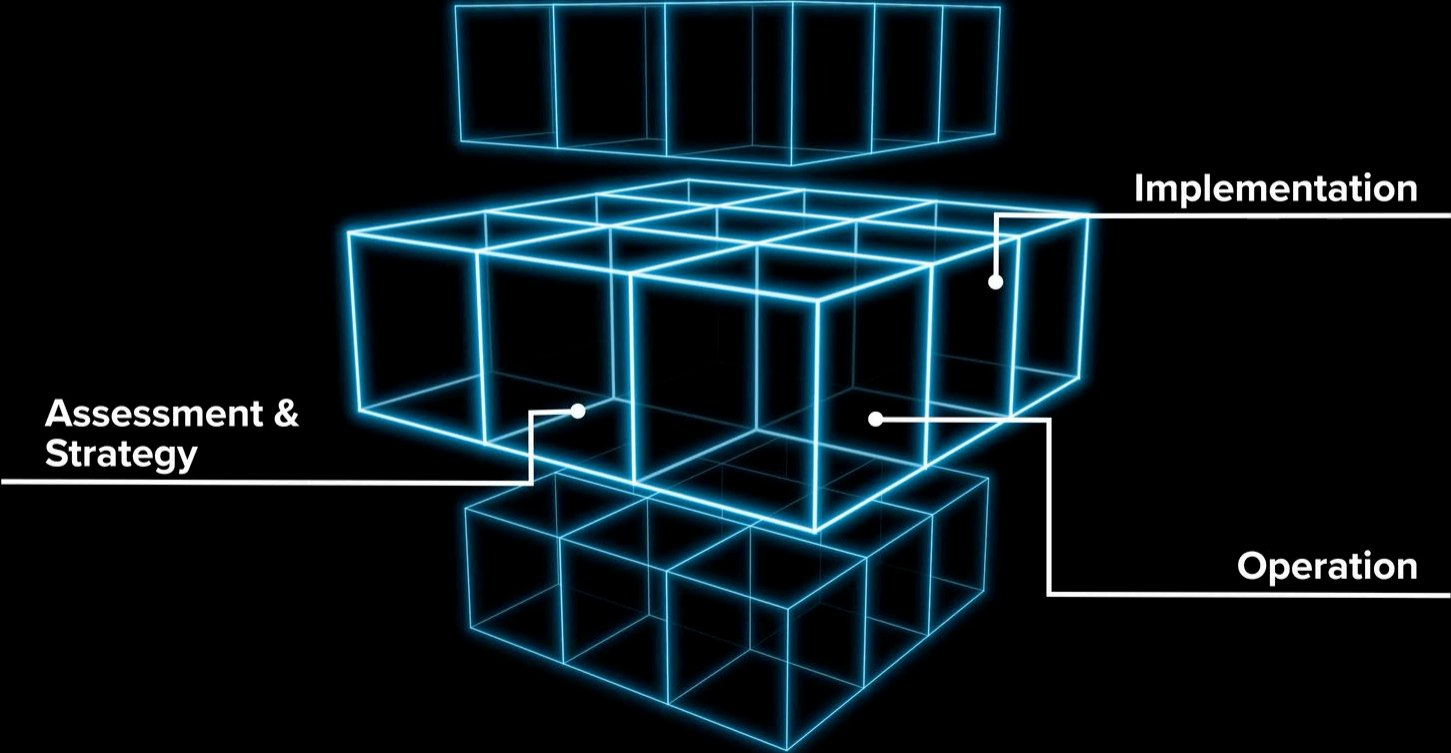
GFT AI+DA Marketplace

Use case library

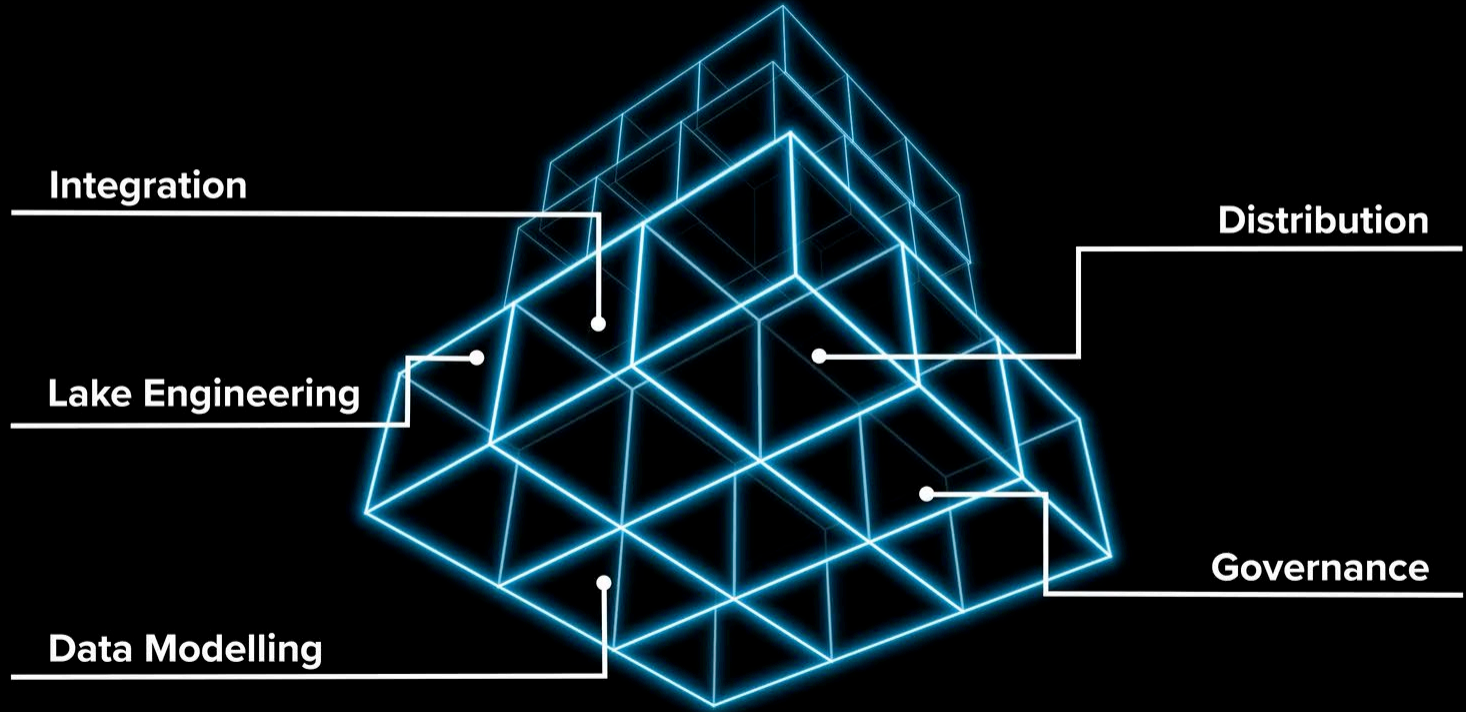


Customer Service

AI journey



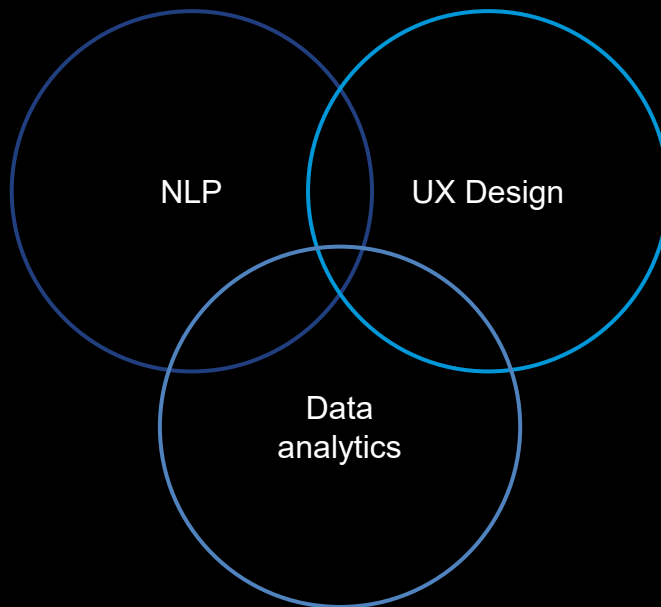
Modern data platform



New specialised skills



Our specialised Prompt Engineer team plays a pivotal role in the designing and development of the GFT Enterprise AI framework, and creating engaging and effective interactions between AI, corporate systems and users.



PROMPT ENGINEERING TEAM	ENSURES THAT PROMPTS ...
Customer experience Prompt engineer	provide a clear, concise, personalized and user-centric experience
Integration Prompt engineer	are tailored to seamlessly integrate AI applications with corporate systems
Data Scientist Prompt engineer	are accurate, coherent, and contextually appropriate
Security Prompt engineer	are secure and protected against data breaches and threats

GFT AI+DA Marketplace



USE CASE LIBRARY

- Visual Inspection
- Predictive Maintenance
- Customer Service
- Fraud Detection
- AI Engineering
- Shopfloor Management
- Knowledge Acquisition
- Manufacturing Analytics
- Project Portfolio Management
- Energy Management
- Software Development
- Voice-assisted Workflows

AI JOURNEY

Assessment & Strategy

- Domain expertise
- Innovation lab
- Fast prototyping

Implementation

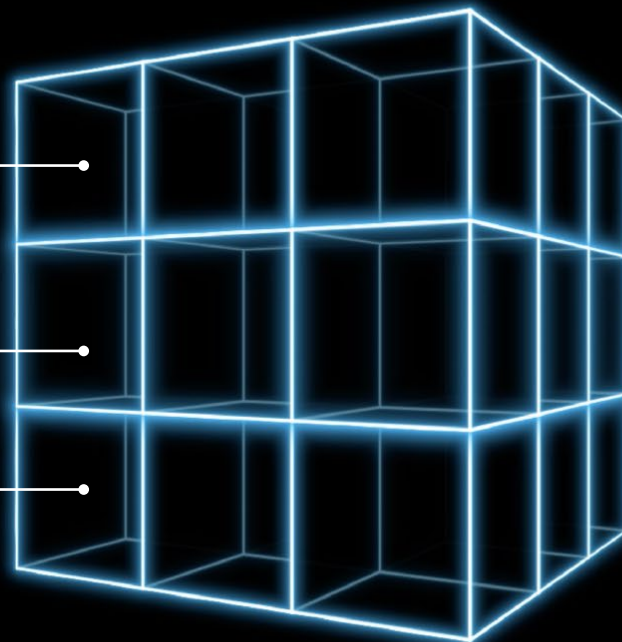
- Reference & security architectures
- Methodologies & accelerators
- Partner ecosystem

Operation

- Monitoring
- Retraining
- Adaption

MODERN DATA PLATFORM

- Integration
- Lake Engineering
- Data Modelling
- Distribution
- Governance



Outlook, strategy & closing remarks



Marika Lulay CEO

Dr Jochen Ruetz CFO

17:30 – 18:00 CEST



H1 2023 – At a glance



- Profitable and solid growth at normalised level
- targens integration on track
- Guidance slightly reduced
- Artificial Intelligence offering acceleration potential
- All mid-term growth drivers intact

REVENUE H1/23: +10%

€ 392_m

ADJ. EBIT H1/23: +4% (EXCL. FX +11%)

€ 31_m

REVENUE BY SECTORS



- Banking 73%
- Insurance 17%
- Industry & Others 10%

GUIDANCE 2023

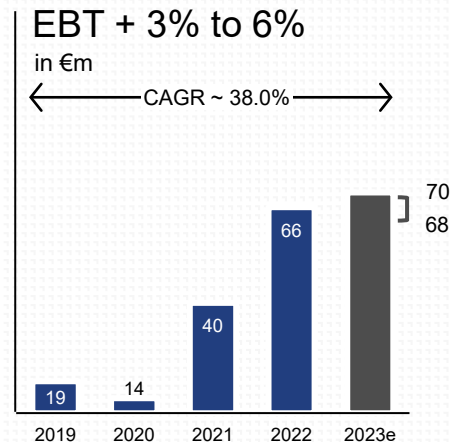
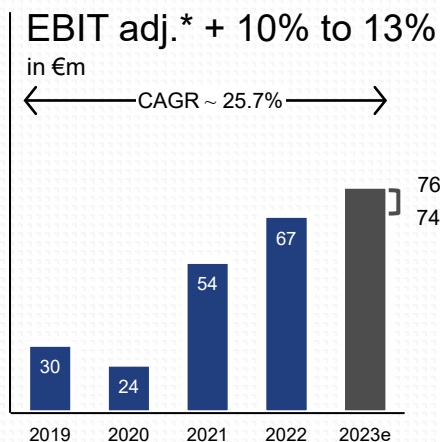
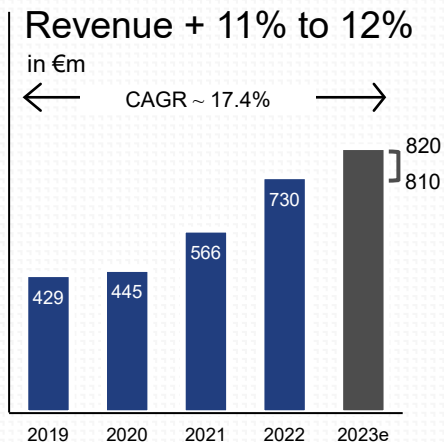
REVENUE

€ 810-820_m

Adj. EBIT

€ 74-76_m

Outlook FY 2023 confirmed



* Adjusted for non-operational effects from M&A activities and share price-based effects in the valuation of management remuneration – see details: <https://www.gft.com/int/en/about-us/investor-relations/key-performance-measures>
Please note: 2023e column for the range revenue, EBIT adj. and EBT are not proportionally depicted.

- Revenue 2023e**
- Revenue expected in a range of €810m to €820m (incl. €33m from targens acquisition; previous forecast: €850m)
 - Still solid growth trend due to unique position in new technologies and structural strong demand for digital transformation
 - Growth in every segment and across all sectors

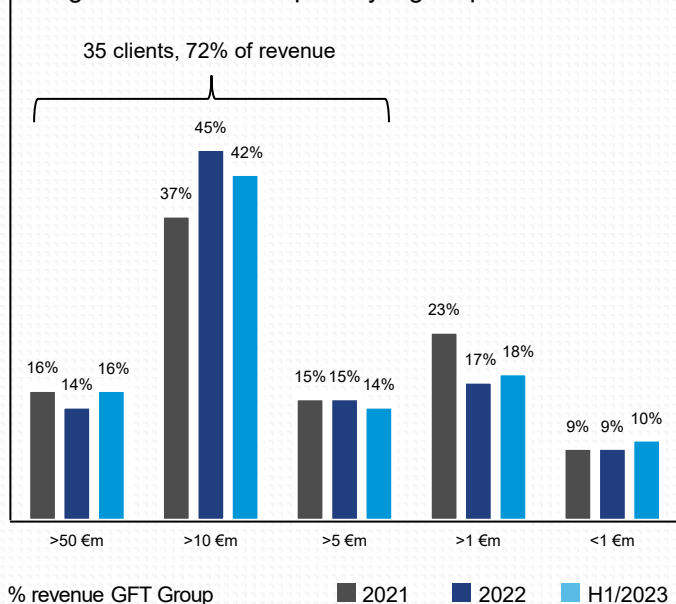
- Earnings 2023e**
- EBIT adjusted to grow to €74m to €76m (incl. €3.0m from targens acquisition; previous forecast: €80m)
 - Development in line with revenue growth
 - EBT expected to rise to €68m to €70m (€0.0 effects from targens acquisition; previous forecast: €72m)

Our TOP 10 clients work with us for 11 years on average

(our TOP 20 clients 9 years on average)

Well-balanced client portfolio

Largest client with temporarily higher portion



Growth driven across all client groups (examples)

CLIENT <1 €M

44 new clients with > 100k revenue (2022), growth from all GFT sector & technology offerings

CLIENT >1 €M



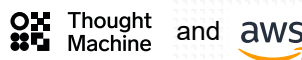
Canadian insurance platform modernisation with



CLIENT >5 €M



Building NEO bank in India, based on



CLIENT >10 €M



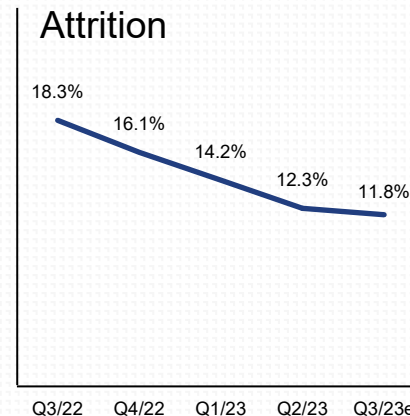
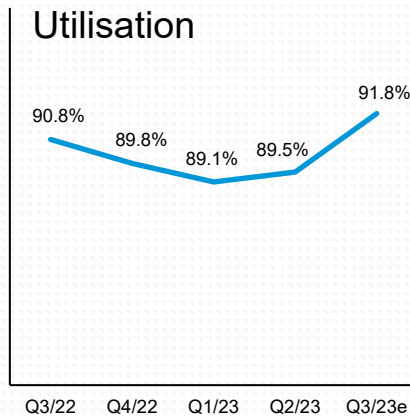
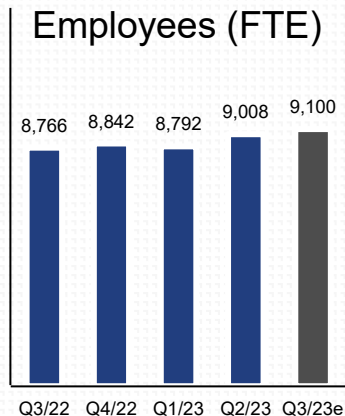
Strong position in loans/credits, growth in data management and Google Cloud transformation

CLIENT >50 €M



Strong position in retail banking, risk, treasury, finance and in Google Cloud transformation

Moderate employee growth, Attrition significantly reduced



- More than 10,000 talents worldwide
- Number of employees up by 3% compared to year-end 2022: reduction in Brazil, Mexico and Vietnam; increase in Germany (acquisition-related), Italy and Spain
- Number of external contractors down to 1,160 (1,198 incl. targets) as of 30/06/2023 compared to 1,275 at year-end 2022
- Utilisation rate significantly up to 92%
- Attrition significantly reduced to 12% (Q3/2022: 18%)

Q3/2023: Estimated according to preliminary calculations

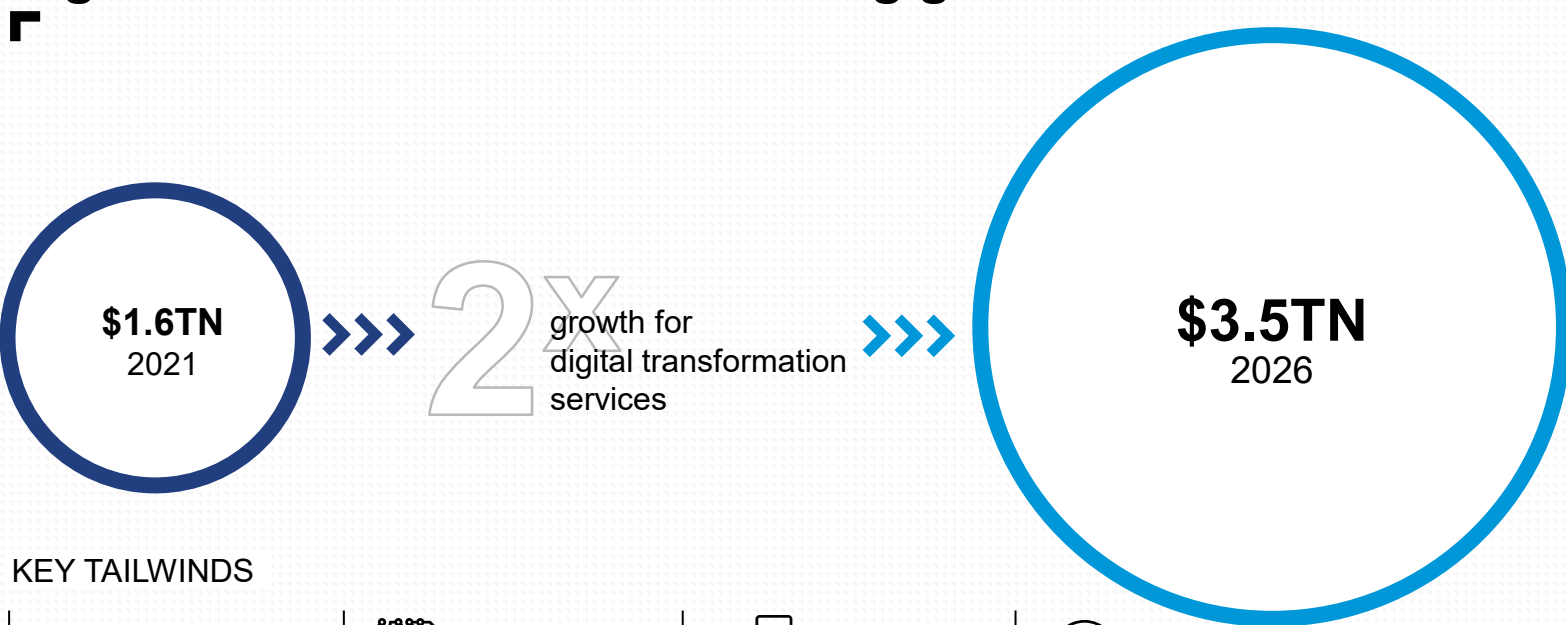
Distribution and scale in GFT utilisation (H1 2023)



FTE	30/06/2023	%																				
Production	8.004	88.9	<table border="0"> <tr> <td>Utilisation billable</td> <td>89.5%</td> <td>— Billable client projects</td> </tr> <tr> <td>Internal projects</td> <td>1.9%</td> <td>— Business development investment</td> </tr> <tr> <td>Sales support</td> <td>1.2%</td> <td>— Business development investment</td> </tr> <tr> <td>Training</td> <td>1.5%</td> <td>— Investment short-/ mid-term capabilities</td> </tr> <tr> <td>Administration</td> <td>5.9%</td> <td>— Attrition effects & production overhead</td> </tr> <tr> <td>TOTAL</td> <td>9.008</td> <td></td> <td>TOTAL 100.0%</td> </tr> </table>	Utilisation billable	89.5%	— Billable client projects	Internal projects	1.9%	— Business development investment	Sales support	1.2%	— Business development investment	Training	1.5%	— Investment short-/ mid-term capabilities	Administration	5.9%	— Attrition effects & production overhead	TOTAL	9.008		TOTAL 100.0%
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TOTAL	9.008		TOTAL 100.0%																			
Sales & Management	307	3.4																				
Administration	697	7.7																				
TOTAL	9.008																					

- **89%** of GFT employees work in direct & indirect Production units, **11%** in Sales and Administration
- Maximum full-year billable utilisation for GFT Group estimated at **92%**, real case in a growing market environment at **91%**
- **One percentage point** of billable utilisation currently represents 80 employees on payroll
= **+/- 4.7 m€ EBIT impact**
(using avg. personnel cost of GFT Group, real case depending on location and related personnel cost)


Digital transformation is our strong growth driver



KEY TAILWINDS



Cloud computing, digital platforms and IoT



Rapid advancement of AI



Customer experience at the forefront of growth



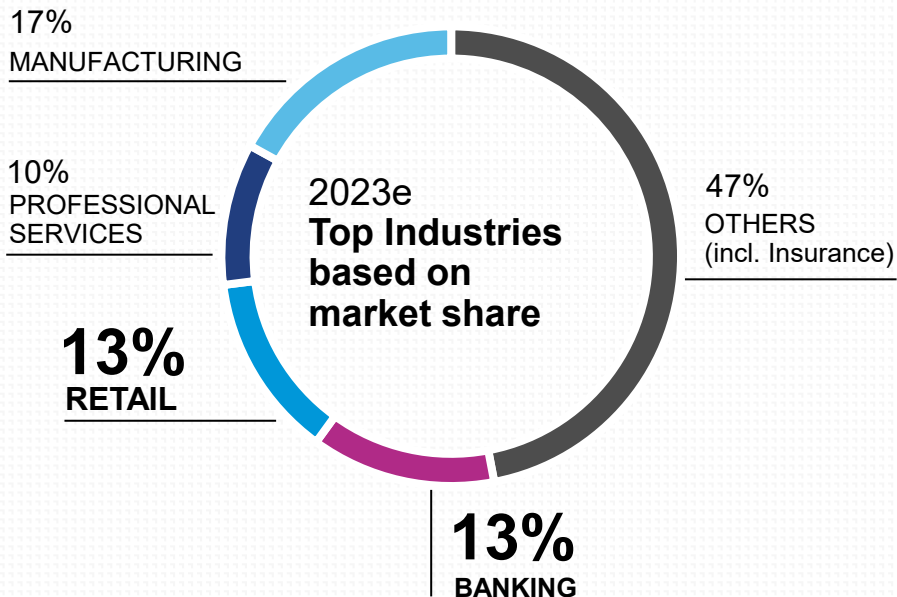
Continued digital IT adoption

Source: IDC Worldwide Digital Transformation Spending Guide, Feb. 2023

Global spending on AI is accelerating fast

Banking and Retail delivering highest AI investments in 2023

FORECAST GLOBAL AI SPENDINGS 2023



SPENDING ON AI
CAGR 2022-2026E

+ 27%

SPENDING ON AI-CENTRIC
SYSTEMS 2026E

**> \$300
BILLION**

Source: IDC Worldwide AI Spending Guide – Forecast 2023, Feb. 2023

We support our clients with tailor-made future solutions



2022
REVENUE
SPLIT

55%

PLATFORM MODERNISATION

Cloud migration, Mainframe
Modernisation, Open
API, Customer Centricity,
Digital Assets ...

Business in real-time

38%

ENGINEERING SERVICES & REGULATORY

Managed Services,
Engineering Services,
Regulatory Services,
Risk and Compliance services
...

License to operate

7%

AI & DATA

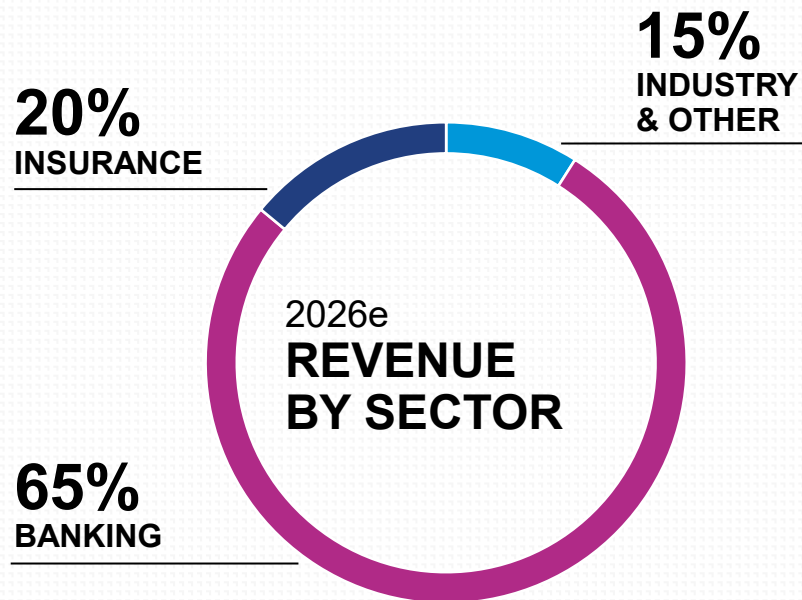
Predictive and Generative
AI, AR/VR, Robotic Process
Automation (RPA), Bots/virtual
assistants, Data Engineering
...

Fast track to AI

BANKING, INSURANCE AND SELECTED INDUSTRIES

GFT will stay on its sustainable and profitable growth path benefiting from AI market trends

MILESTONES 2026



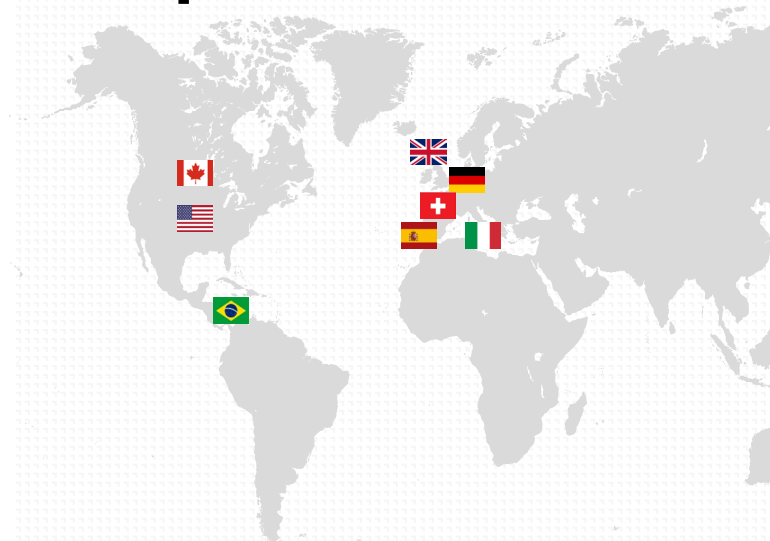
REVENUE GROWTH
➤ **2x market**

ADJ. EBIT MARGIN
➤ **10%**

UTILISATION
~ **91%**

CLIENTS > 5 m€ p.a.
➤ **50**

M&A focus areas: Countries, sectors and clients



STRATEGIC FOCUS

- **Countries**
Unlock new geographic markets
- **Sector**
Unlock new verticals and industry segments
- **Clients**
Access to new Tier 1 and Tier 2 customers

CURRENT PRIORITY LIST

- 1 **North America**
Strategic approach ➤ Clients
- 2 **Americas**
Strategic approach ➤ Sector and clients
- 2 **Europe**
Opportunistic approach ➤ Sector and clients
- 3 **Asia**
Opportunistic approach ➤ Countries

➤ 11 M&As (2011-2023)

- | | |
|-------------------|--------------------------|
| 🇨🇦 V-Neo | 🇩🇪 Axoom/In-GmbH/Targens |
| 🇺🇸 G2 Systems | 🇨🇭 Asymo |
| 🇧🇷 Habber Tec | 🇪🇸 Adesis/Mecemsa |
| 🇬🇧 Rule Financial | 🇮🇹 Sempla |

FINANCING

- **GFT defined leverage**
Net debt¹⁾ of max 2.0 x EBITDA per year-end

1) Net debt is defined as cash and cash equivalents less financial liabilities and leasing liabilities

Sustainability: Responsibly into the digital future



Improving ESG performance



C
D



C
C-



49
35

Commitments & recognitions

WE SUPPORT



2019 signed UN Global Compact



2030 emissions reduction targets approved by the independent SBTi



2023, all GFT national companies certified

Our goals



Sustainability by design

We drive new solutions and services to support sustainability aspects like energy efficiency, privacy and digital inclusion.



Grow tech talent worldwide

People are at the heart of the digital transformation. We create & empower talent for the IT industry.



Key take-aways



Accelerate profitable growth backed by a differentiated strategy



Ruthless focus on delivering high quality tech solutions



Company culture is agile@scale



Offering portfolio focusses on fast growing technologies in our focus sectors



Leader in analyst quadrants for Digital Banking, Cloud and Visual AI



Programmatic M&A approach



Committed to shareholder return

Shaping the future of digital business



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