



The integrated total solution  
for the European market

# Our market position



With a market share of over 20%, KORDOBA is the market leader in standard banking software

25% market share by sales of the largest providers on the bank IT market

25% market share with K-GATE by number of installed self service terminals

18% market share by sales for core banking systems

24% market share of commercial banks by balance sheet total



# KORDOBA Outsourcing and Consulting

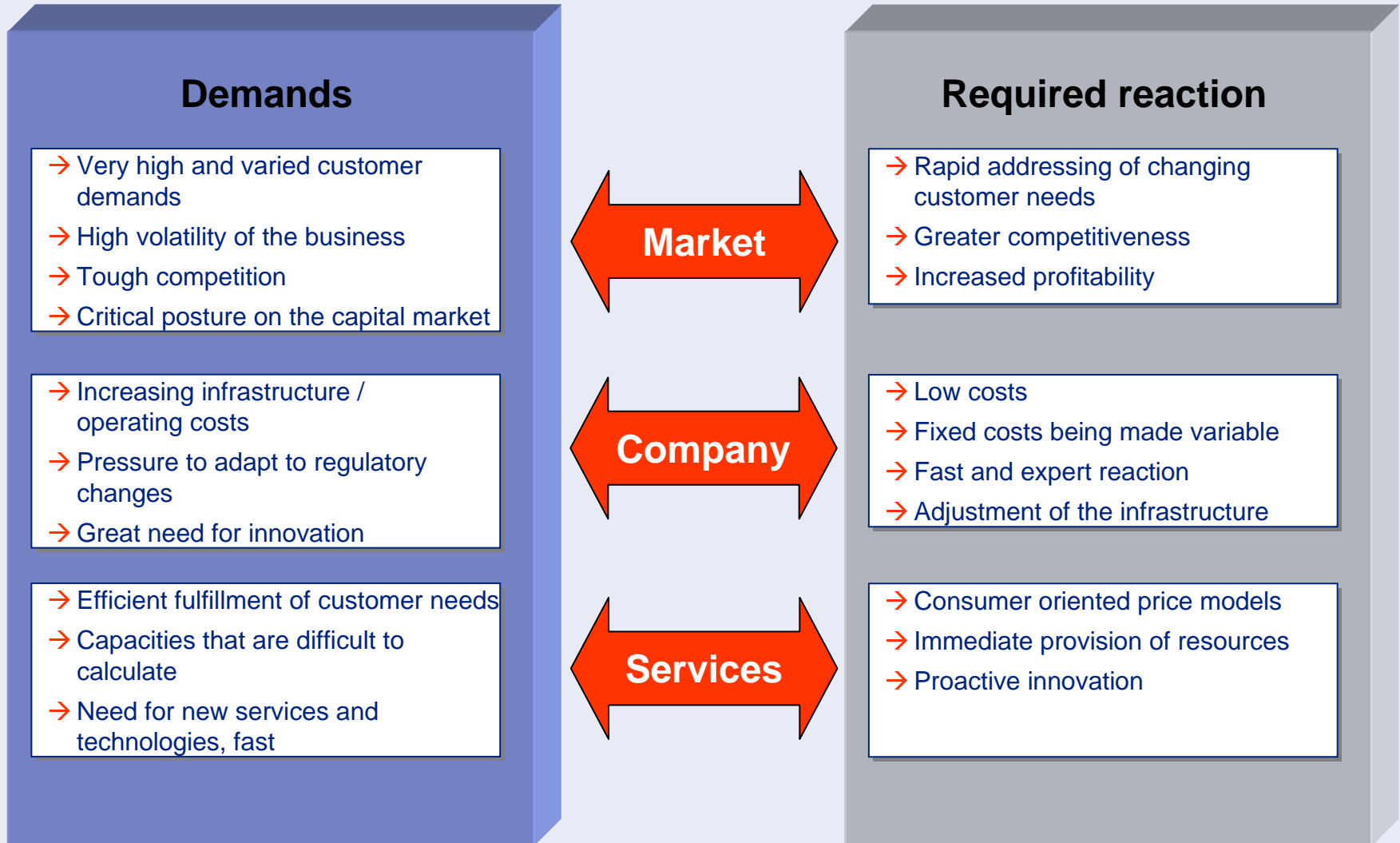


- Consulting, analysis and optimization of banking processes
- Design and realization of migration and implementation projects
- IT hosting right up to BPO, e.g. securities management
- Production and maintenance of applications
- Many years of experience with operator services and customer projects

# KORDOBA committees

- **KORDOBA Users' Conference:** 1 x a year with all KORDOBA users
- **KORDOBA Speakers' Group:** selected representatives of the KORDOBA users meet with KKG to discuss customer issues
- **Work Groups:** bank representatives and KKG product managers meet to determine the commercial requirements for selected business-related issues such as loans/deposits, etc. and to discuss possible solutions
- **Management Board and Steering Committee Meetings:** are decision-making committees for major projects such as KORDOBA Classic WE
- **Service Control Boards:** are held regularly for outsourcing customers

# Market demands on financial service providers



# The value chain of financial service providers

