

FEATURE FOCUS



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IBSI SALES LEAGUE
TABLE 2020

A BUMPER YEAR FOR BANKING TECHNOLOGY SALES

In this in-depth annual report, 19 pages of analysis from IBSI's analysts on the key players in the global banking technology business

2019 – A bumper year for banking technology sales!

But will the high be enough to sustain in 2020?

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The IBSI Sales League Table 2020 (SLT 2020) is a special edition for three main reasons. For one, it reveals the spectacular year of banking technology sales in 2019. Secondly, it also saw the participation of suppliers grow from 53 to 62 – reinforcing the Sales League Table as the most sought-after platform to demonstrate global sales success. Thirdly, it may be a long while before we see this level of activity within the banking technology market, given the ongoing Covid-19 pandemic.

Of the 2,500 deals evaluated, the qualified deals of SLT 2020 included 890 global deals (SLT 2019: 600+) and over 980 domestic deals (SLT 2019: 500+) across all SLT categories. New SLT categories introduced this year include wholesale - transaction banking, wholesale payments and compliance.

The trend from last year continued with the volume of conventional banking system deals getting overshadowed by new focus areas such as digital banking, transaction banking, payments, risk management and compliance whose cumulative volumes were significantly higher. It is no surprise though, as the conventional categories such as core banking, lending, private banking, wholesale banking – treasury are primarily back-office systems and require significant investments. The current focus and IT spend, however, seems to be more to modernise the digital outlook and hence the spend has gravitated there.

IBSI SLT 2020 | Conventional back-office systems performance

What will be the future of core banking technology systems? Even though digital banking and mobile banking solutions are dominating the banking technology space, core banking technology systems are also holding their forts. Deal submissions to the IBSI Sales League Table 2020 reminded us that conventional back-office systems such as retail banking systems, treasury, lending, wealth management systems and of course the all-encompassing universal banking systems are growing. Moreover, with 359 deals, 2019 reported the highest number of new deals in the last 3 years. Lending systems came up as the shining star as total deals in this space grew by more than 80% as compared to 2018. Lending system suppliers reported 87 new customer deals in 2019 as compared to 47 new customer deals in 2018.

It is important to highlight here that while the total volume of global new named customer deals for the conventional categories in 2019 grew by 9%, suppliers also reported a large volume of local deals that are captured in our Domestic Sales League Tables. For readers evaluating the market, it is imperative to consider both the global as well as the domestic sales performance of suppliers to get the complete picture of the market.

Looking at the performance of individual systems in the conventional categories, the leaderboard of SLT 2020 continued to remain the bastion of the large global suppliers, although there was a shuffle in rankings for the top spot in 2019.

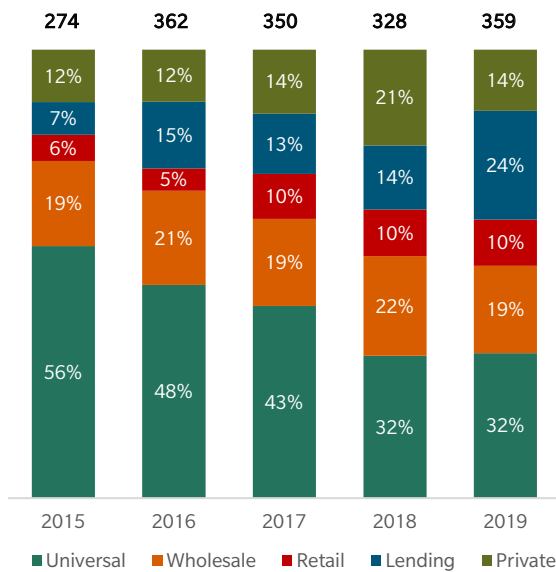
IBSI SLT 2020 | Conventional Banking System > Universal Core Banking

Temenos Transact (formerly T24) continued its dominance in the universal banking category by reporting 51 new customer deals, significantly improving its 2018 performance of 43 new customer deals. APAC is emerging as a new hot spot for universal core banking implementations for Temenos. Temenos is targeting established banks in mature economies as well as emerging banks in developing economies. Notable deals of Temenos included Shanghai Commercial and Savings Bank, Taiwan as well as Equicom Savings Bank in Philippines. The runner up, TCS BaNCS also saw an improvement in its global new customer deals by recording 15 deals against 13 deals in 2018. Edgeverve's Finacle Universal Banking Solution, shared 3rd rank with Sopra Banking Amplitude of Sopra Banking Software. Sopra Banking Amplitude also reported 10 new customer deals, which was higher as compared to its previous year's tally of 9 new customers.

IBSI SLT 2020 | Conventional Banking System > Retail Banking

In the retail banking category, last year's winner, Intellect iGCB of Intellect Design Arena continued to retain its top spot. Intellect iGCB performance was strong in the Middle East, Africa, and APAC region, which helped it to retain its position in the market. Intellect iGCB reported 14 new customer deals in 2019, while in 2018 it reported 7 new customer deals. Among major logos, Intellect iGCB bagged a deal with Bank of Mongolia, which is the central bank of Mongolia.

Conventional Banking System Sales



Systematics of FIS bagged the second position by securing 7 new customer deals in 2019 as compared to 3 deals in 2018. FIS was strong in South East Asia region of APAC, where the supplier bagged deals with Bank of Ayudhya and TMB Bank in Thailand. Bantotal Core of Bantotal, Profile Core System of FIS, Finairo Microfinance Solution of Infracore Technologies, Finairo Core Banking Solution of Infracore Technologies and FinCraft Core Banking Solution of Nelito Systems bagged 2 new customer deals each and shared the 3rd spot in the Sales League Table.

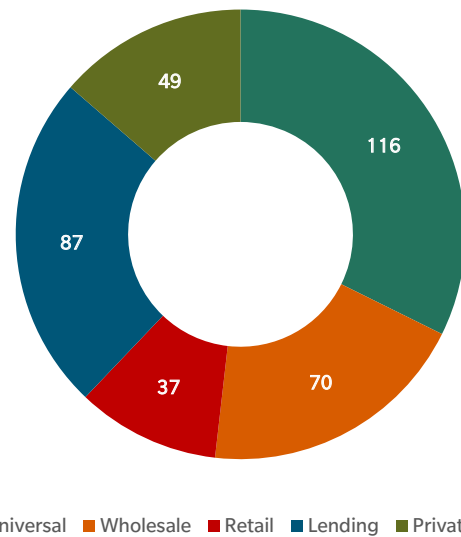
IBSI SLT 2020 | Conventional Banking System > Wholesale Banking

Wholesale Banking is rapidly emerging as a new focus area for banks as they look at implementing specialised solutions to enhance the quality of their corporate banking services, namely, their transaction banking services. Considering the growing importance of transaction banking, IBSI introduced two separate categories to depict wholesale banking systems - Wholesale Banking | Treasury & Capital Market and Wholesale Banking | Transaction Banking.

IBSI SLT 2020 | Conventional Banking System > Wholesale Banking | Treasury & Capital Market

When it comes to Wholesale Banking | Treasury & Capital Market – the industry prefers specialist solutions such as Calypso and MX.3 by Murex, instead of off the shelf universal banking systems for their treasury needs. Calypso & MX.3 continued to dominate the top two spots in the Wholesale Banking | Treasury & Capital Market category. MX.3 retained its top position and reported 17 new customer deals, a significant increase from 14 new customer deals in 2018. Notable deal of MX.3 was from Bank of Central Asia, Indonesia, popularly known as BCA. BCA is one of the largest banks in South East Asia. Calypso retained its second place and reported 11 new customer deals which is same as last year. Both the suppliers are pushing for their cloud-based solution to save infrastructure costs and bring significant improvements in time-to-market. Europe, Middle East and Africa were hubs for Wholesale Banking

Conventional Banking System Sales - 2019



| Treasury & Capital Market activity as more than 50% of total deals came from this region. Acumen-net of Profile Software and Fusion Markets of Finastra were other significant players in this category.

IBSI SLT 2020 | Conventional Banking System > Lending

In the lending category, Sopra Financing Platform (formerly Cassiopae), retained its top spot with 11 new customer deals. This is the 4th continuous year when Sopra Financing Platform (formerly Cassiopae) has taken the market leader position in the category. Sopra Financing Platform bagged a deal from New Development Bank formerly known as the BRICS Development Bank. It is a multilateral development bank established by the BRICS states. Nucleus Software's FinnOne Neo reported 8 global deals and bagged the runner-up position. The deal list of Nucleus Software also includes the prestigious win with FAB, the largest UAE bank. Lending solutions are also evolving as a major focus area for banks as they look for efficient platforms, with seamless onboarding experience and faster ROI. The category also witnessed other significant players such as Fusion LenderComm from Finastra, Intellect Lending from Intellect Design Arena (IDA) and Kastle Universal Lending from 3i Infotech, among others.

IBSI SLT 2020 | Conventional Banking System > Private Banking

The Private Banking Systems category saw a major shuffle in its leader board this year. Avaloq Banking Suite of Avaloq reclaimed its top spot. Avaloq Banking Suite reported 7 new customer deals in 2019, a significant increase from 3 new customer deals reported by the supplier in 2018. OLYMPIC Banking System of ERI Bancaire stood at the second spot. It reported 4 new customer deals in 2019 as compared to just 1 deal that was reported the previous year. Prospero Wealth Management of Finartis, slipped to the third rank in 2019. Prospero Wealth Management was market leader in 2018. The supplier reported 3 new customer wins in 2019 as compared to 4 new customer wins last year.

IBS INTELLIGENCE ANNUAL GLOBAL SALES LEAGUE TABLE | 2020

Product	Supplier	New-name customers signed in 2019 (Previous years in brackets, with most recent first)
Temenos Transact	Temenos	51 (43, 45, 43, 34, 37, 35, 34, 27, 38, 40)
MX.3	Murex	17 (14, 12, 15, 11, 12, 9, 8, 9, 7, 11)
TCS BaNCS	TCS Financial Solutions	15+ (13+, 18+, 17+, 11, 8+, 8, 9+, 13+, 13+, 17+)
Intellect iGCB	Intellect Design Arena (IDA)	14+ (7+)
Calypso	Calypso Technology	11 (11, 14, 13, 15, 14, 9, 14, 12, 19, 15)
Sopra Financing Platform (formerly Cassiopae)	Sopra Banking Software	11 (13, 12, 14)
Finacle Core Banking	EdgeVerve (Infosys Finacle)	10+ (13+, 15+, 17+, 16, 9, 9, 14+, 12+, 8+, 14+)
Sopra Banking Amplitude	Sopra Banking Software	10 (9, 3, 13, 11, 5, 3, 3, 5, 5, 3)
FinnOne Neo	Nucleus Software	8+ (6+, 7+, 5, 3, 8, 7, 14, 27, 13, 17)
Avaloq Banking Suite	Avaloq	7 (3, 3, 2, 5, 8, 4, 9, 3, 7, 3)
Fusion LenderComm	Finastra	7
Systematics	FIS	7+ (3, 0+, 1+, 0, 0, 0, 0, 0, 1)
Intellect Lending	Intellect Design Arena (IDA)	7+ (3, 7+, 10, 5, 3, 0, 1, 2, 2, 0)
Nucleus Lending Mobility	Nucleus Software	6+ (2)
iMAL	Path Solutions	6 (7, 13, 9, 4, 4, 10, 11, 3, 4, 13)
Acumen-net	Profile Software	6 (7, 4)
Kastle Universal Lending	3i Infotech	5+
E-plus	EgabiFSI	5
FusionBanking Lending / Fusion LoanIQ	Finastra	5 (3, 5, 3, 6, 2, 2, 2, 4, 6, 6)
Fusion Essence	Finastra	5 (2, 4, 5, 4, 3, 2, 2, 4, 6, 1)
Close Servicing	Davinci	4
OLYMPIC Banking System	ERI Bancaire	4 (1, 3, 2, 2, 3, 1, 2, 3, 3, 5)
Fusion Markets	Finastra	4 (4, 0*, 2, 5, 3, 4, 5, 3, 7, 9)
ICS BANKS Islamic	ICS Financial Systems	4
ICBS	BML Istisharat	3 (2, 2, 1, 4, 1, 3, 1, 3, 3, 6)
PowerBanker	Capital Banking Solutions	3 (0, 1)
Debt Collection	EbixCash Financial Technologies	3
Finacle Treasury	EdgeVerve (Infosys Finacle)	3+ (2)
Prospero Wealth Management	Finartis	3 (4)
Finairo Loan Origination Solution	Infrasoft Technologies	3+ (6+)
Loxon Collection System	Loxon	3 (0, 2)
AutoCREDIT	Autosoft Dynamics	2
Bantotal Core	Bantotal	2 (5, 3, 2, 5, 3, 5, 3, 5)
CapitalBanker	Capital Banking Solutions	2 (0, 3, 0*, 1, 2, 2, 3, 4, 3)
Close Origination	Davinci	2
Finacle Origination	EdgeVerve (Infosys Finacle)	2
Vanguard (Loan Origination Platform)	EpikInDiFi	2+
Fusion CreditQuest	Finastra	2+ (1)
Fusion Equation	Finastra	2 (1)
Profile Core System	FIS	2 (4, 0+, 0+, 0, 2, 3, 5, 4, 3, 4)
Finairo Microfinance Solution	Infrasoft Technologies	2
Finairo Core Banking Solution	Infrasoft Technologies	2+ (0*, 0, 1)
FinCraft Core Banking Solution	Nelito Systems	2 (1, 1)
FinCraft Integrated Lending Management Solution	Nelito Systems	2+
Eximius PMS	Objectway	2
Axia	Profile Software	2
ADAMS Premium	Autosoft Dynamics	1 (1, 1)
BX CBP	Bankware Global	1 (1, 2)
COBIS Retail	Cobiscorp	1 (3, 3, 9, 0, 0, 3, 1, 1, 2)
MoneyWare Wealth Management	EbixCash Financial Technologies	1+ (3+, 4, 18, 7)
Retail & Corporate Lending Origination	EbixCash Financial Technologies	1
Finacle Wealth Management Solution	EdgeVerve (Infosys Finacle)	1 (4)
FinXEdge Collect	EdgeVerve (Infosys Finacle)	1
Fusion MortgagebotPOS	Finastra	1+
Fusion Opics	Finastra	1 (8, 5, 7, 3, 1, 4, 6, 18, 5, 15)
Bankway Core System	FIS	1+
Core 24 Core System	FIS	1 (1)
ICS BANKS Universal	ICS Financial Systems	1 (0*, 7, 9, 3, 0, 5, 4, 5, 5, 8)
Ababil	Millennium Information Solution	1
MIMICS Core Processing System	Mimics	1
F-Lease	Open Groupe	1
Marylease	Open Groupe	1
XLOAN	Open Groupe	1 (1, 4)
iMAL	Path Solutions	1 (1)
Axia	Profile Software	1 (2)
SAB AT	Sopra Banking Software	1 (1, 2, 5, 2, 2, 8, 7, 2, 2, 6)
LENDperfect	SysArc Informatix	1+
Cyberbank Core	Technisys	1 (2, 2, 0*, 0, 0, 1*, 1*)
Cyberbank Digital	Technisys	1
Vault	Thought Machine	1

Product	Supplier	New-name customers signed in 2019 (previous years in brackets, with most recent first)
Pennant Lending Factory	Pennant Technologies	0+ (0+, 1)
Abanks	Grupo ASI	0 (0*, 0*, 5)
Altimis	Objectway	0 (0, 0, 1)
Ambit Quantum	FIS	0 (0, 5+, 11, 8, 10, 9, 7, 8, 8, 8)
AutoBANKER Premium (formerly Autobanker II)	Autosoft Dynamics	0 (1, 1, 0*, 0, 1, 2, 3, 1, 1, 0)
Avaloq Banking Suite	Avaloq	0 (1)
Avaloq Banking Suite	Avaloq	0 (0, 1)
OLYMPIC Banking System	ERI Bancaire	0 (1)
Bank 21 Century	Inversia	0 (0+, 0+, 5+, 11, 10, 14, 12, 12, 18, 11)
Bantotal Microfinance	Bantotal	0 (1, 0*, 1)
BX CBP	Bankware Global	0 (2)
CapitalPrivate	Capital Banking Solutions	0 (2, 4)
CashTrea	Credence Analytics	0* (0+, 3)
COBIS Sales & Service Suite	Cobiscorp	0 (2)
Colvir V3plus	Colvir	0* (0*, 1)
Coreplus	Probanx	0* (7, 8, 0*, 4, 2)
e-IBS	Datapro	0* (0*, 2, 5, 3, 6, 7, 1, 2, 8, 6)
Ethix	International Turnkey Systems (ITS)	0* (3, 0*, 4, 0*, 5, 1, 4, 3)
eXimius	Objectway	0 (4, 2, 3)
Extend	Objectway	0 (0, 1)
Finacle Liquidity Management solution	EdgeVerve (Infosys Finacle)	0 (1)
Finairo Lending Management Solution	Infrasoft Technologies	0 (6+)
FinCraft Enterprise Reporting	Nelito Systems	0 (0+, 0, 2)
FinCraft Lending	Nelito Systems	0 (0, 0+, 1)
Findur	Openlink Financial	0* (0*, 0*, 1, 2, 7, 4, 2+, 2+, 2+, 8)
Flexcube	Oracle FSS	0* (0*, 0*, 0*, 28, 27, 15, 17+, 28, 32, 33+)
Flextera/Diasoft FA#	Diasoft	0* (0*, 0*, 2+, 1, 1, 1)
FMS.next	Profile Software	0 (0, 1)
Fusion CreditQuest	Finastra	0 (1)
Fusion Post-Trade	Finastra	0 (2)
Guava Suite	CCK Financial	0* (0*, 1, 2, 0, 1, 0, 2, 2, 1, 4)
Horizon	FIS	0 (0+, 0+, 3+)
IBS	FIS	0 (0+, 0+, 1+)
iDeal	Credence Analytics	0* (0+, 0+, 7+)
IMSplus	Profile Software	0 (0, 2, 5, 6, 1, 1, 1, 2)
Integrity	FIS	0 (0, 3+, 1+)
Intellect Digital Core	Intellect Design Arena (IDA)	0 (0+, 10+, 8)
Intellect DTB	Intellect Design Arena (IDA)	0 (6)
Intellect Liquidity Management	Intellect Design Arena (IDA)	0 (2, 4)
Intellect OneTREASURY	Intellect Design Arena (IDA)	0 (0, 3)
Intellect Quantum Core Banking	Intellect Design Arena (IDA)	0 (0, 1)
Intellect Wealth Management	Intellect Design Arena (IDA)	0 (2, 1, 1, 0, 0, 0, 1, 1, 1, 0)
Inter-face	Intertech	0* (0*, 0*, 2, 3)
Loans Management	SAP	0* (0*, 2, 0*, 9, 2, 8, 7, 3, 8, 8)
Mercury	FIS	0 (0+, 1, 1)
MicroFinancePlus	EgabiFSI	0 (4)
NovoDoba	ABBA	0* (0*, 0*, 1, 2)
OBS	Die Software	0* (0, 2)
OMNIEnterprise Core Banking	Infrasoft Technologies	0 (0*, 0, 1)
Phoenix Intl.	Finastra	0 (0, 5)
PROFITS® Integrated Core Banking System	Intrasoft International	0 (2, 8, 0*, 1, 1, 1, 3, 0, 0)
Promosoft FS	Asseco PST (formerly Exictos)	0* (0, 0, 1, 4, 4, 1, 0, 1, 4, 2)
RS-Bank	R-Style Softlab	0* (2)
SAP Inclusive Banking	SAP	0* (0*, 1)
SAP Leasing	SAP	0* (0*, 1)
SAP Transactional Banking	SAP	0* (0*, 10)
SAP Treasury	SAP	0* (0*, 4)
Smartlender	Aurion Pro	0 (3)
Sopra Banking Platform	Sopra Banking Software	0 (0, 6, 10, 4, 2, 2, 5, 2, 7, 3)
SYNERGIES	Lyst	0* (2, 5)
Total Treasury	Finastra	0 (0, 1)
TrustBankCBS / Microfins	Trust Software	0+ (1+, 2+, 6+, 4, 3*, 2*, 2*, 2*)
Wealth in One	Objectway	0 (0, 1, 1)

Universal Banking Systems

Private Banking Systems

Wholesale Banking Systems

Lending Systems

Retail Banking Systems

* Data not submitted for given year + Does not include purely domestic wins # Miles Software, now renamed to EbixCash Financial Technology

Footnote 1. The table covers only new-name back office deals. Contracts known to cover solely front office or corporate treasury have been omitted from the supplier totals, so too domestic deals for Indian, Russian and US suppliers.

Footnote 2. Where no figures appear for previous years, this is either because these systems were not included in previous surveys, the figures were not disclosed or the systems were not launched at that time.

IBSI SLT 2020 | New Focus Areas

The banking sector has seen two major trends in the last year. While banks have been trying to become more competitive and customer-centric, the advent of challenger and digital-only banks in the ecosystem has increased the significance of the new focus areas.

Every financial institution, including conventional banks, neo banks, insurance companies, credit unions and lending institutions, is trying to become more efficient by incorporating standalone best of breed solutions in each aspect of their operations. Hence, the new categories introduced by IBSI in the last few years continue to be an important segment of the Sales League Table, with around 40% of qualified deals belonging to this category in 2019. Moreover, looking at the growing importance of these categories and to get a further granular picture, the risk and compliance management category has been split into two distinct categories. The payments category has also been divided into retail and wholesale payments this year. Within these categories, Digital Banking Channels attracted the highest number of deals, followed by Payment Systems | Retail and followed by Compliance Management.

From a geographic perspective, the trend seems to have deviated. Last year, while Middle East and Africa saw the maximum number of deals in these categories, in 2019 the majority of the deals came from Asia and Europe.

IBSI SLT 2020 | New Focus Area > Digital Banking & Channels

The year proved to be vital for the digital banking channels sector as

it saw the maximum number of deals as compared to all other new focus area categories put together. This reinforces the importance of front-end digital banking solutions for banks and financial institutions as well as the intensity in the competition within this segment.

The year on year growth for this category was around 19%. This growth is the result of two main factors. Firstly, not only banks but other financial institutions including lending institutions, credit unions, etc. are realising the importance of customer experience in which digital systems play a vital role. Secondly, 2019 saw a spike in the number of challenger and digital-only banks, who are entirely dependent on digital banking technology, thereby pushing the sale of such systems.

In terms of the geographical split, the highest number of digital banking channel systems was sold in the APAC region, followed by the Americas and Europe. This is in line with the fact that the number of neo banks has increased in the past year. The second reason for the spike is the upgrades that banks underwent to keep pace with the advancement in technology and meet the high level of competition within the banking sector.

The trend in the winners for this category remained consistent with last year, where Temenos retained its leadership position with its Temenos Infinity solution reporting 38 deals. Even though the deals were spread across geographies, the majority of the deals were concentrated in Europe and the Americas.

The second place was held by i-exceed's Appzillion Digital Banking solution with 25 deals in 2019 as compared to 23 deals in 2018; 65% of its deals came from the APAC region.



IBSI SLT 2020 | Digital Banking & Channels

#	Product	Supplier	# Deals (Previous years in bracket)
1	Temenos Infinity	Temenos	38 (35, 33, 30)
2	Appzillon Digital Banking Solution	i-exceed	25 (23, 17, 15)
3	Digital Banking Platform	Backbase	16
4	Intellect Digital Banking Experience Platform	Intellect Design Arena	16 (22, 14, 15)
5	Cyberbank Digital	Technisys	9 (3)
6	TCS BaNCS	TCS Financial Solutions	7 (2, 2, 1)
7	Kastle Digital	3i Infotech	6
8	CapitalDigital	Capital Banking Solutions	6 (0, 5)
9	CapitalConnect	Capital Banking Solutions	6
10	Sopra Banking Platform	Sopra Banking	5
11	Finacle Digital Engagement Hub	EdgeVerve (Infosys Finacle)	5 (8, 10, 8)
12	Genie-Transformation	Bank Genie	4 (5)
13	Ababil	Millennium Information Solution	3
14	Bantotal Bpeople	Bantotal	3
15	SmartVista	BPC Group	2
16	Nucleus Lending Mobility	Nucleus Software	2
17	iMAL	Path Solutions	2 (6)
18	ACI Universal Online Banker	ACI Worldwide	1
19	Avaloq Wealth	Avaloq	1
20	COBIS Retail	Cobiscorp	1
21	COBIS Omniteller	Cobiscorp	1
22	Finacle Digital Engagement Hub	EdgeVerve (Infosys Finacle)	1
23	Kiya.ai Agency Banking Solution	Infrasoft Technologies	1
24	Kiya.ai Mobile Banking Solution	Infrasoft Technologies	1
25	Fusion Corporate Channels	Finastra	1
26	Conectus	Objectway	1
27	Advice	Objectway	1 (1, 3)
28	Clayfin Digital Banking	Clayfin	0* (5, 0, 2)
29	SYNERGIES	Lyst	0* (4)
30	InterBank Retail	R-Style Softlab	0* (3)
31	Ethix Net	International Turnkey Systems (ITS)	0* (2)
32	VolPay	Volante	0 (2)
33	Avaloq Banking Suite	Avaloq	0 (1, 5, 4)
34	AutoMWALLET	Autosoft Dynamics	0 (1)
35	COBIS Internet & Mobile Banking	Cobis Systems Corporation	0 (1)
36	Apak Aurius	Sopra Banking Software (APAK)	0* (1)
37	FMS.next	Profile Software	0 (1)
38	TrustBankCBS	Trust Systems	0 (1)
39	COBIS Customer Experience	CobisCorp	0 (0, 2, 3)
40	AutoWEB	Autosoft Dynamics	0 (0, 1, 1)
41	FusionBanking	Finastra	0 (0, 1)
42	Fincraft Mobile Banking	Nelito	0 (0, 0, 1)
43	SAP Commercial Omni Channel Banking	SAP	0* (0, 2)
44	SAP Hybris FS Accelerator/ SAP Hybris Commerce	SAP	0* (0, 1)
45	VeriBranch	Veripark	0* (0, 0*, 4)
46	Abanks Mobile	Grupo ASI (Arango)	0* (0, 0*, 1)
47	SAP Commercial Omni Channel Banking	SAP	0* (0, 2)
48	SAP Hybris FS Accelerator / SAP Hybris Commerce	SAP	0* (0, 1)

IBSI SLT 2020 | New Focus Area > Risk Management

Risk management software has particularly gained importance in the past few years. This is because, with the growing complexities and competition within the banking sector, it is also being exposed to risks that need to be predicted and mitigated on time to prevent large scale losses. In view of this, the Sales League Table witnessed an overall rise in the number of deals in this area. Last year, while a combination of Risk and Compliance Management recorded 83 new customer deals, the number stands at 80 new customer deals for Risk Management Systems alone. With respect to geographic distribution, Europe recorded the maximum number of deals followed by Asia and Africa.

Temenos emerged as the winner with its Temenos Risk and Compliance system recording 53 deals. Of these, many of the deals were highly competitive including deals with banks such as Arab Tunisian Bank, Assaray Trade and Investment Bank, Eurobank Cyprus, Municipality Finance Plc, etc., which were won against competition with leading regional players such as Oracle FSS. In the second place was Murex with MX.3, recording 5 deals split between the Middle East, Europe, and APAC. The increasing importance of risk management also saw the entry of new systems in this category this year such as Credit Risk Management Platform from Actico, AXIS from Asseco, Millennium Information Solution's Tahqiq from Bangladesh, RiskAvert from Profile Software and UP Payments Risk Management from ACI Worldwide.

IBSI SLT 2020 | Risk Management

#	Product	Supplier	# Deals (Previous years in bracket)
1	Temenos Risk and Compliance	Temenos	53 (43, 27, 25)
2	MX.3	Murex	5 (0, 5, 5)
3	Credit Risk Management Platform	Actico	4
4	AXIS	Asseco	3
5	Fusion Risk	Finastra	3 (1, 4, 1)
6	Intellect Risk Management	Intellect Design Arena	3
7	ACTICO Platform	Actico	3
8	UP Payments Risk Management	ACI Worldwide	1
9	SmartVista	BPC Group	1
10	Loxon IFRS9 Calculation Engine	Loxon	1 (1, 2, 2)
11	Tahqiq	Millennium Information Solution	1
12	iMAL	Path Solutions	1 (0, 3)
13	RiskAvert	Profile Software	1 (1)

IBSI SLT 2020 | New Focus Area > Compliance Management

2019 was the year of compliance regulations where many countries laid down strict policies with respect to customer data privacy, KYC, regulatory reporting, and anti-money laundering. A few examples include the Payment Services Directive 2 (PSD2) in Europe, General Data Protection Law in Brazil, FINTRAC in Canada, Personal Data Protection Act B.E.2562 in Thailand, etc. These additional regulatory requirements within banking operations called for specialised compliance software solutions which in turn drove their demand in the

market. While the combined Risk and Compliance Management deals last year was 83, Compliance Management alone reported 116 deals in 2019, thereby re-emphasising the importance of this segment.

The overall deals were spread across Middle East, Africa, Europe, and APAC. Infracsoft Technologies emerged as the winner with its Univirus Anti Money Laundering Solution and Univirus FATCA CRS Solution recording 73 deals. The geographic spread of these deals is interesting as the maximum number of systems were sold in the Middle East, followed by Africa and Europe. The runner up was 3i Infotech, with its AMLOCK solution bagging 11 deals.

IBSI SLT 2020 | Compliance Management

#	Product	Supplier	# Deals (Previous years in bracket)
1	Univirus Anti Money Laundering Solution	Infracsoft Technologies	58 (14, 10, 13)
2	Univirus FATCA CRS Solution	Infracsoft Technologies	15
3	AMLOCK	3i Infotech	11
4	Intellect Risk Management	Intellect Design Arena	6
5	iMAL	Path Solutions	4
6	EAGLE	Asseco	2
7	AutoCOMPLIANCE	Autosoft Dynamics	2
8	CapitalCompliance	Capital Banking Solutions	2 (2, 17)
9	Clari5 Anti-Money Laundering (AML) Solution	Customer XPS	2
10	Clari5 Enterprise Fraud Management (EFM) System	Customer XPS	2
11	COBIS Inclusion	Cobiscorp	2
12	Sopra Banking Platform	Sopra Banking	2
13	TCS BaNCS	TCS Financial Solutions	2
14	Clari5 Card Fraud Management System	Customer XPS	1
15	MoneyWare Asset Management	EbixCash Financial Technologies	1
16	CCR (Comprehensive Credit Reporting)	EpikInDiFi	1
17	Univirus Anti-Fraud Solution	Infracsoft Technologies	2
18	Fincraft IFRS Solution	Nelito Systems	1

IBSI SLT 2020 | New Focus Area > Payment Systems | Retail Payments

The retail payments sector saw a lot of traction in 2019. As the banks are becoming more customer-centric, they are adopting newer technologies to provide frictionless payments for customers. Moreover, investing in an efficient payment system has also become important as it reduces the risks of money laundering and fraudulent activities. This trend is reflected in the Sales League Table as well where the category saw an upsurge of deals from 45 deals in 2018 to 122 deals in 2019, with 35% of deals coming from Asia alone.

Temenos emerged as the winner for this category with 51 deals for its Temenos Payments system. The deal split was equal between Europe and the Asian region, followed by Africa and the Middle East.

Most of the payment systems were sold as bundled products with other Temenos systems. The second position was won by payments specialist and a new entrant in the SLT - ACI Worldwide with its UP Retail Payments Solution reporting 23 deals. The deal worth mentioning is that of Eaficalab that was a multi-country roll-out spread across 25 African countries to inculcate innovation and financial inclusion in the continent.

IBSI SLT 2020 | Payment Systems | Retail Payments

#	Product	Supplier	# Deals (Previous years in bracket)
1	Temenos Payments	Temenos	51 (17, 7, 4)
2	UP Retail Payments Solution	ACI Worldwide	23
3	SmartVista	BPC Group	14
4	Finacle Payments	EdgeVerve (Infosys Finacle)	9 (4, 0, 1)
5	Intellect iGCB	Intellect Design Arena	6
6	Access Control Server	FSS	6
7	FSS Payment Gateway	FSS	3 (4+)
8	UP eCommerce Payments	ACI Worldwide	2
9	FSS Card Management Suite	FSS	2 (1+)
10	FSS Reconciliation Suite	FSS	2 (2+)
11	ATM Monitor	FSS	1
12	Prepaid, ACS, Recon	FSS	1
13	TCS BaNCS	TCS Financial Solutions	1 (1)
14	Vexi	Vexi	1
15	AutoWEB	Autosoft Dynamics	0* (0, 2)
16	ProximityPayEdge	Edgeverve (Infosys Finacle)	0 (1, 0*, 1+)
17	FSS Unified Payment Interface	Financial Software and Systems (FSS)	0 (1)
18	GPP-SP	Finastra	0 (0, 5)
19	Trax	FIS	0 (0, 1)
20	PowerCARD	HPS Worldwide	0* (1)
21	Intellect Cards Management System	Intellect Design Arena	0 (0, 2)
22	PROFITS® Integrated Core Banking System	Intrasoft International	0 (1)
23	Fincraft H2H	Nelito	0 (0, 0, 1)
24	Intellect Payments	Intellect Design Arena	0 (8, 11, 6)
25	Quartz	TCS Financial Solutions	0 (1)
26	Cyberbank Core	Technisys	0 (0, 1)
27	Sopra Banking Platform	Sopra Banking Software	0 (0, 0, 1)
28	Volante Designer	Volante	0 (2)
29	VolPay	Volante	0 (5)

* Data not submitted for the given year; + Does not include purely domestic wins; ** Estimated.

IBSI SLT 2020 | New Focus Area > Payment Systems | Wholesale Payments

With the growing number of cross border payments and boom in the business sector, the wholesale payment ecosystem has become more diverse and includes more touchpoints now than ever. This category of payments is required for maintaining strong corporate relationships and maintain a steady global trade flow. The total number of deals

recorded stood at 43. The Americas emerged as a leading hub for the category followed by APAC and the Middle East. The competition in this category of the Sales League Table was the tightest with ACI Worldwide winning over Volante Technologies. While the UP Real Time Payments Solution of ACI Worldwide recorded 12 deals, VolPay Ecosystem of Volante Technologies had 11 deals in 2019. ECS also emerged as a major player in this category with 11 deals spread across 5 different systems.

IBSI SLT 2020 | Payment Systems | Wholesale Payments

#	Product	Supplier	# Deals (Previous years in bracket)
1	UP Real-Time Payments Solution	ACI Worldwide	12
2	VolPay Ecosystem	Volante Technologies	11 (5)
3	IMS Enterprise Messaging Hub	ECS	6
4	Fusion PAYplus	Finastra	4
5	SWIFT	ECS	2
6	GPI Module, Compliance	ECS	1
7	IMS- Corporate Payments	ECS	1
8	IMS Enterprise Payments Hub	ECS	1
9	Finacle Payments	EdgeVerve (Infosys Finacle)	1
10	Fusion Global PAYplus	Finastra	1
11	Intellect iGTB	Intellect Design Arena	1
12	Payments	Profile Software	1
13	TCS BaNCS	TCS Financial Solutions	1

IBSI SLT 2020 | New Focus Area > Wholesale Banking | Transaction Banking

In the Wholesale Banking | Transaction Banking category, Intellect iGTB of Intellect Design Arena (IDA) emerged as the market leader with 8 new customer deals in 2019. Intellect Design Arena (IDA) is strong in South East Asia and the supplier bagged deals from Vietcom

Bank and Vietnam Bank for Social Policies in Vietnam.

Fusion Trade Innovation from Finastra was the runner up and reported 7 new customer deals in 2019 as compared to 3 deals in 2018. Finacle Cash Management Suite of EdgeVerve (Infosys Finacle), Vtransact Ecollect of MindGate Solutions and FinnAxia of Nucleus Software were other major players in the category.

IBSI SLT 2020 | Wholesale Banking | Transaction Banking

#	Product	Supplier	# Deals (Previous years in bracket)
1	Intellect iGTB	Intellect Design Arena	8
2	Fusion Trade Innovation	Finastra	7 (3,0,4)
3	FinnAxia	Nucleus Software	2 (2, 1)
4	Finacle Cash Management Suite	EdgeVerve (Infosys Finacle)	2
5	Vtransact Ecollect	MindGate Solutions	2
6	iCashpro+	Aurion Pro	1 (2)
7	Bantotal Core	Bantotal	1
8	OLYMPIC Banking System	ERI Bancaire	1
9	Aquarius	TAS Group	1

IBSI SLT 2020 | New Focus Area > Investment and Fund Management Systems

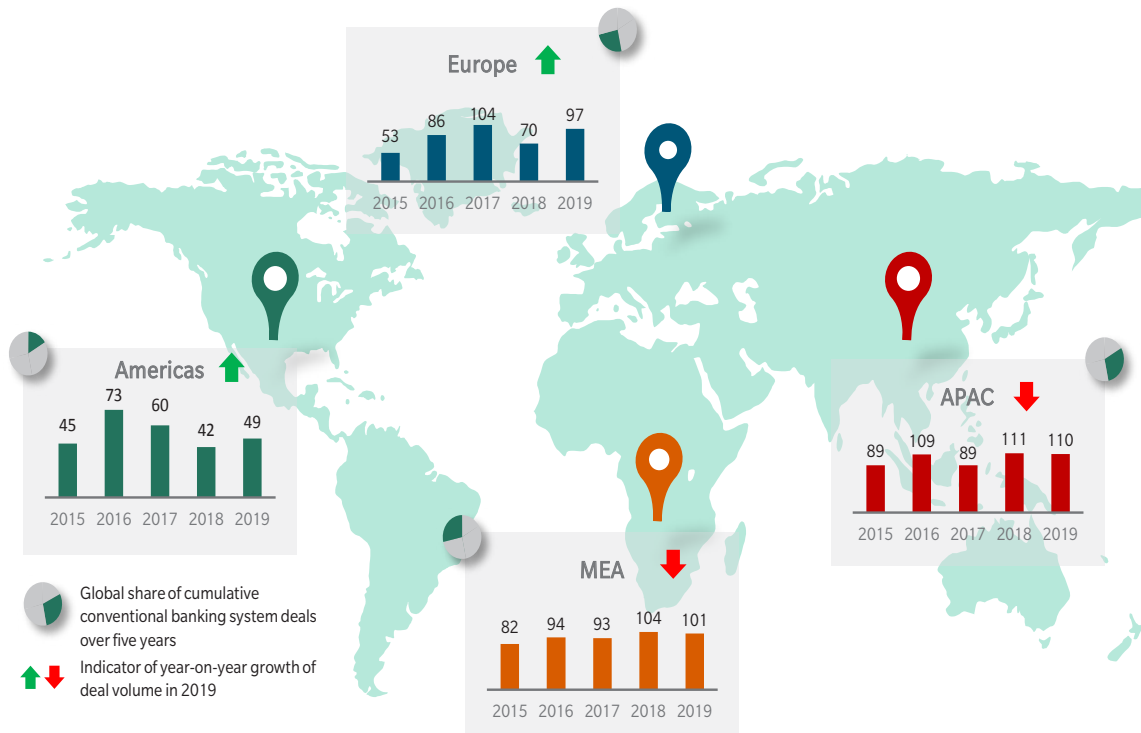
The deals for the Investment and Fund Management category attracted a total of 30 deals with the maximum number of deals coming from Asia, followed by Europe.

There has not been much change in the trend for this category as compared to last year. The first position is still retained by TCS Financial Solutions with its system TCS BaNCs bringing 15 deals on the table. The second position was held by EbixCash Financial Technologies with 4 deals coming from MoneyWare Wealth Management and MoneyWare Asset Management.

IBSI SLT 2020 | Investment and Fund Management Systems

#	Product	Supplier	# Deals (Previous years in bracket)
1	TCS BaNCS	TCS Financial Solutions	15 (10)
2	MoneyWare Asset Management	EbixCash Financial Technologies	2 (9)
3	MoneyWare Wealth Management	EbixCash Financial Technologies	2
4	Fusion Invest	Finastra	2 (1, 6)
5	Helios + BPO	Objectway	2
6	IMS Gateway	ECS	1
7	Hexagon mPower	Hexagon Global	1 (1)
8	MIMICS Investment System	Mimics	1 (1)
9	Helios	Objectway	1 (1, 1)
10	Axia	Profile Software	1
11	Ideal Wealth & Funds	Credence Analytics	0* (7, 7)
12	Intellect Capital	Intellect Design Arena (IDA)	0 (2)
13	SMIT	Objectway	0 (2)
14	iMAL	Path Solutions	0 (2)

Conventional Back Office Deals | Where, When & How



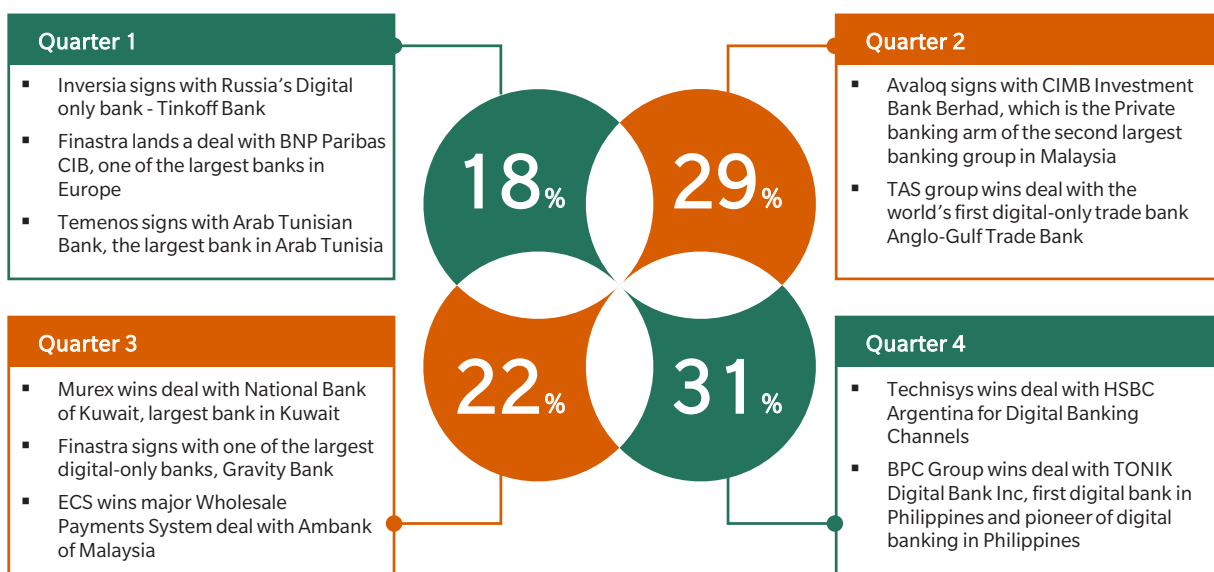
Geographic distribution of Conventional Back-office System Sales

IBSI SLT 2020 | Conventional Banking System > Geographic Distribution

Deal activity for conventional back office systems was distributed across all regions in 2019. While APAC reported the highest number of deals on an overall basis, the Middle East and Africa emerged as the most active markets for Universal Core Banking system sales. Banks in these regions, particularly in Africa, are aggressively spending on

modernising their core banking systems and as a result, this region is witnessing strong growth in Universal Core Banking deals. For Lending Systems, Wholesale Banking | Transaction Banking and Retail Banking, APAC stood out as hub for deal activity across most of the conventional categories. For Retail Banking, nearly half the deals were recorded in Asia Pacific indicating a surge in demand for retail banking particularly in South East Asian countries such as Philippines, Myanmar, Vietnam, and Thailand.

IBSI SLT 2020 | Conventional Banking System > Quarterly Trends



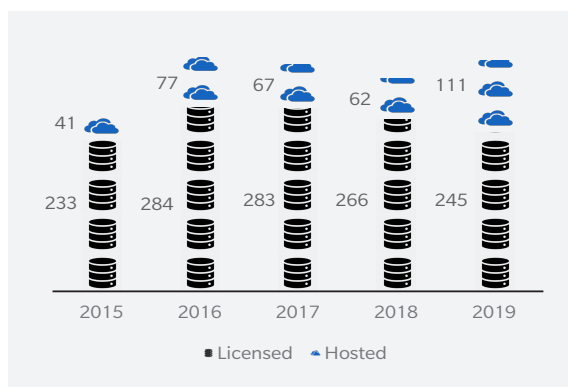
The trend in terms of the volume of overall deal activity for the year remained the same as last year, with the fourth quarter being particularly active as compared to the other quarters.

At region level, the third quarter was the most active period for APAC and contributed to 30% of the total deals of the year. In Europe, more than 35% of the total deals were recorded in the fourth quarter while for others, the percentage remained at 30% for the same period.

While the fourth quarter was consistently the most active period for all regions, it is interesting to note that in Europe the first quarter was equally active with many of the large banking deals getting signed in the first quarter.

This may be attributable to banks allocating fresh budgets at the beginning of the year to major technology initiatives.

Hosted vs Licensed deals (2015-19)

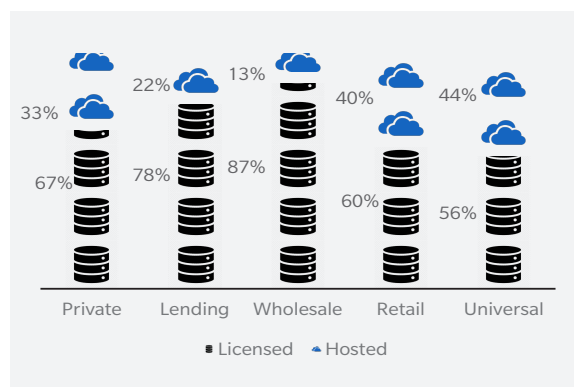


IBSI SLT 2020 | Conventional Banking System > Hosted Vs Licensed

The percentage of conventional banking system deals hosted on the cloud increased to 30% of total conventional deals as compared to 20% in 2018. Most of the cloud-based installations were in Europe followed by APAC and the Americas. Out of the total cloud-based installations, 46% of installations were in Europe, while the share of APAC and the Americas stood at 23% and 20% respectively. It is interesting to note that Universal Core Banking solutions accounted for more than 35% of total hosted deals, while Lending accounted for almost 30% of total hosted deals.

This trend reflects the growing number of digital-only banks and challenger banks which operate with cloud-native technology infrastructure.

Hosted vs Licensed deals in 2019 (by Category)



IBSI SLT 2020 | Islamic Sales League Table 2020

Islamic financing in recent years has seen tremendous growth spurred by more awareness, strong investments, digitalisation and increasing financial inclusion in predominantly Islamic countries in the Middle East and Africa. In 2019, an increase in the number of digital-only Islamic banks has also played an important role in the growing activity within the industry. In recognition of this niche segment, IBSI SLT has an Islamic SLT which lists the leading suppliers catering to this segment.

IBSI Sales League Table recorded a total of 30 deals for the Islamic

Banking Sector, with 15 systems coverage across the Middle East, Asia, and Africa. Of these, approximately 44% belongs to core banking, while others come from new area categories. Apart from well-known suppliers such as TCS Financial Solutions and BML Istisharat, the table has new entrants this year such as Millennium Information Solutions, 3i Infotech, Infracore Technologies, Aurion Pro, EgabiFSI, Nucleus Software, etc.

The year saw close competition between top players, where Path Solutions emerged as the winner for its iMal solution bagging 6 deals. This was followed by Temenos with 5 deals for Temenos Transact.

IBSI SLT 2020 | Islamic Sales League Table

Product	Supplier	New-name customers signed in 2019 (Previous years in brackets, with most recent first)
iMAL	Path Solutions	6 (8, 13, 9, 4, 4, 10, 11, 3, 4, 13)
Temenos Transact	Temenos	5 (5, 7, 7, 3, 4, 10, 3, 4, 7)
ICS BANKS Islamic	ICS Financial Systems	4 (0*, 5, 4, 1, 0, 1, 1, 3, 1)
TCS BaNCS	TCS	3 (2, 1)
Kastle Universal Lending	3i Infotech	1
ICBS	BML Istisharat	1 (0, 0, 1, 0, 0, 2, 0, 1, 1)
Debt Collections (Web + Mobile)	EbixCash Financial Technologies	1
E-plus	EgabiFSI	1
Finairo Core Banking Solution	Infracore Technologies	1
Finairo Loan Origination Solution	Infracore Technologies	1
Ababil	Millennium Information Solution	1
MX.3	Murex	1
FinnOne	Nucleus Software	1
iMAL	Path Solutions	1
ADAMS	Autosoft Dynamics	0 (0, 1)
Calypso	Calypso Technology	0 (2, 0, 1)
CapitalBanker	Capital Banking Solutions	0 (0, 2)
Fusion Essence	Finastra	0 (2)
FusionBanking Lending / Fusion LoanIQ	Finastra	0 (0, 0, 1)
Fusion Trade Innovation	Finastra	0 (0, 0, 1)
OMNIEnterprise Core Banking	Infracore Technologies	0 (0, 0, 1)
Intellect OneTREASURY	Intellect Design Arena (IDA)	0 (0, 1)
Ethix	International Turnkey Systems (ITS)	0* (2)
SYNERGIES	Lyst	0* (2, 5)
Flexcube	Oracle FSS	0* (0*, 0*, 0*, 4, 0, 1, 2, 1, 2)
Pennant Lending Factory	Pennant Technologies	0 (0, 1)
IMSPplus	Profile Software	0 (0, 1)
Sopra Banking Amplitude	Sopra Banking Software	0 (2, 0, 1, 1, 0, 0, 1, 0, 0)

Universal Banking Systems	Wholesale Banking Systems	Retail Banking Systems
Private Banking Systems	Lending Systems	

* Data not submitted for the given year; + Does not include purely domestic wins; ** Estimated.

Footnote 1. The table covers only new-name back office deals. Contracts known to cover solely front office or corporate treasury have been omitted from the supplier totals, so too domestic deals for Indian, Russian and US suppliers.

Footnote 2. Where no figures appear for previous years, this is either because these systems were not included in previous surveys, the figures were not disclosed, or the systems were not launched at that time.



IBSI SLT 2020 | Domestic Sales League Table 2020 > India

India Domestic SLT aims to recognise the leading Indian suppliers in this highly competitive market catering to the local financial institutions. This year the India Domestic SLT had 251 qualified deals across 11 categories and 45 products. While traditionally Lending Systems dominate the India market, with strict and mandatory regulatory guidance imposed by Reserve Bank of India, Compliance Management posted strong growth this year and emerged as the market leader. Compliance Management reported 97 new customer deals that amounted to almost 40% of the total new deals in India. Compliance Management is followed by Lending and Digital Banking Channels as they occupied second and third positions, respectively. Continuing the process from last year and to recognise domestic leaders across categories, the Domestic Sales League table has been segmented by categories.

Infrasoft Technologies is the overall leader in the India Domestic SLT with 132 qualified deals across 8 solutions. Univius Anti Money Laundering Solution accounted for 87 of those deals which also made it the winner in the Compliance Management category.

The winner of the Lending category was Nucleus Software's FinnOne Neo with 13 qualified deals. Lending Factory of Pennant Technologies was runner up as it reported 12 new customer deals in 2019 as compared to 5 new customer deals in 2018.

Kiya.ai Mobile Banking Solution, omnichannel digital banking product of Infrasoft Technologies, led the Digital Banking Channels category with 15 deals. Kiya.ai Digital Banking Solution, another digital banking product of Infrasoft Technologies, slipped to second position from its market leader position in 2018.

TrustBank from Trust Systems lost its market leader position in the retail category. TrustBank reported 7 new name domestic clients signed in 2019 as compared to 8 new customer deals in 2018. Finairo Core Banking Solution from Infrasoft Technologies emerged as the market leader with 14 new customer deals in 2019.

Other leading players in India Domestic Sales League Table includes Clari5 Enterprise Fraud Management (EFM) System from Customer XPS as it reported 3 new customer wins in the Compliance Management category. LENDperfect from SysArc Infomatix reported 3 deals in the Lending category.

IBSI SLT 2020 | Domestic Sales League Table 2020 > India

Product	Supplier	New-name customers signed in 2019 (Previous years in brackets, with most recent first)
Univius Anti Money Laundering Solution	Infrasoft Technologies	87 (8, 13)
Kiya.ai Mobile Banking Solution	Infrasoft Technologies	15
Finairo Core Banking Solution	Infrasoft Technologies	14
FinnOne Neo	Nucleus Software	13 (11, 12)
Lending Factory	Pennant Technologies	12 (5, 3)
Nucleus Lending Mobility	Nucleus Software	8 (1, 5)
TCS BaNCS	TCS Financial Solutions	7 (3, 2, 8)
Trustbank	Trust Software	7 (8, 7, 7)
MoneyWare Wealth Management	EbixCash Financial Technologies	6 (10, 9)
Kiya.ai Digital Banking Solution	Infrasoft Technologies	6 (13)
AMLOCK	3i Infotech	5
InvestmentPro	EbixCash Financial Technologies	5
Fincraft Integrated Lending Management Solution	Nelito Systems	5 (7, 2)
Clari5 Enterprise Fraud Management (EF M) System	Customer XPS	3
Mobile Banking	FSS	3 (1)
Kiya.ai UPI	Infrasoft Technologies	3
Intellect Digital Banking Experience Platform	Intellect Design Arena	3 (8, 10)
Intellect Lending	Intellect Design Arena	3 (1, 4)
LENDperfect	SysArc Infomatix	3
Finacle Payments	EdgeVerve (Infosys Finacle)	2
ThemePro Corefin	Encore Theme	2 (3)
ThemePro SCF	Encore Theme	2
ThemePro Homefin	Encore Theme	2 (5)
Access Control Server	FSS	2
Reconciliation	FSS	2 (1)
Hexagon mPower	Hexagon Global	2 (2)
Kiya.ai Agency Banking Solution	Infrasoft Technologies	2
Finairo Loan Origination Solution	Infrasoft Technologies	2
Intellect iGCB	Intellect Design Arena	2 (3)
Intellect iGCB	Intellect Design Arena	2
Intellect Risk Management	Intellect Design Arena	2
Kastle Universal Lending	3i Infotech	1
iCashpro+	Aurion Pro	1
MoneyWare Asset Management	EbixCash Financial Technologies	1 (4, 3)
Lending Origination and Debt Collections (Web + Mobile)	EbixCash Financial Technologies	1
Lending Management and Debt Collections	EbixCash Financial Technologies	1
Finacle Core Banking	EdgeVerve (Infosys Finacle)	1 (2, 1, 1)
Finacle Core Banking	EdgeVerve (Infosys Finacle)	1
Finacle Treasury	EdgeVerve (Infosys Finacle)	1
Finacle Digital Engagement Suite	EdgeVerve (Infosys Finacle)	1 (0, 4)
Vanguard (Loan Origination Platform)	EpikInDiFi	1
Moneyloji	Inblox	1
Finairo Core Banking Solution	Infrasoft Technologies	1
Kiya.ai UPI	Infrasoft Technologies	1
Kiya.ai Internet Banking Solution	Infrasoft Technologies	1
Intellect iGTB	Intellect Design Arena	1
Unified Payment Interface	MindGate Solutions	1
Nucleus Lending Analytics	Nucleus Software	1 (0, 1)

IBSI SLT 2020 | Domestic Sales League Table 2020 > India [continued]

Product	Supplier	New-name customers signed in 2019 (Previous years in brackets, with most recent first)
CONNECTperfect	SysArc Infomatix	1
TCS BaNCS	TCS Financial Solutions	1
Intellect Capital	Intellect Design Arena	0 (2)
Intellect Digital Core	Intellect Design Arena	0 (1, 5)
Intellect TREASURY	Intellect Design Arena	0 (1, 4)
Intellect Trade Finance	Intellect Design Arena	0 (1)
Intellect Cash Management	Intellect Design Arena	0 (1)
Intellect Payments	Intellect Design Arena	0 (0, 5)
Intellect Cards Management System	Intellect Design Arena	0 (0, 2)
Kiya.ai	Infrasoft Technologies	0 (13)
Clayfin Digital Banking	Clayfin	0* (4, 0*, 2)
FSS Card Management Suite	FSS	0 (3)
Finairo Lending Management Solution	Infrasoft Technologies	0 (2)
CashTrea	Credence Analytics	0* (1)
FSS Payment Gateway	FSS	0 (1)
Appzillon Digital Banking Solution	i-exceed	0 (0, 0, 1)
FinCraft CMFS	Nelito Systems	0 (0, 1)
Fincraft Door Step banking	Nelito Systems	0 (0, 1)
LOS	Nelito Systems	0 (0, 1)
Mercury FX	Credence Analytics	0* (0, 0*, 2)
iDeal	Credence Analytics	0* (0, 0, 1)
Qrys Digital Payment Solutions	Infrasoft Technologies	0 (0, 35)

Universal Core Banking Systems

Digital Banking & Channels

Private Banking & Wealth Management

Payment Systems | Retail Payments

Wholesale Banking | Treasury & Capital Market

Investment & Fund Management

Lending

Compliance Management

Wholesale Banking | Transaction Banking

Risk Management

Retail Banking Systems

* Data not submitted for given year

Footnote 1. Where no figures appear for previous years, this is either because these systems were not included in previous surveys, the figures were not disclosed, or the systems were not launched at that time.

IBSI SLT 2020 | Domestic Sales League Table 2020 > USA

The US market is one of the most attractive markets right now for technology suppliers. The primary reason is the large number of banks that continue to remain on legacy systems and are now feeling the pressure to modernise their technology infrastructure to offer better digital banking services. The system sales activity in the US as reported by local suppliers continued to remain high in 2019, over 700 new named customer deals reported by the participating suppliers. The major local suppliers – Finastra and FIS continued to dominate the market. It is important to note that the other two major suppliers - Jack Henry and Fiserv, who were unable to participate in the Sales League Table this year, also had a good run of new customer wins for their core banking solutions.

Like last year, we continue to have category-wise ranking this year to recognise leaders in each category as opposed to the historical

approach of listing system performance across categories.

Finastra continued to dominate the US Sales League Table with its extensive portfolio of US-focused products that belong to the former D+H stable.

In terms of system type, Lending saw the highest activity, especially in the sale of loan origination systems for mortgages and retail lending. Finastra had the leadership position in the market with its lending product – Fusion CreditQuest – with over 250 deals in 2019. The other solutions in Finastra's portfolio – LaserPro and MortgageBot were the next highest-selling lending systems, respectively. FIS retained its leadership position in the retail and universal core banking segments for its Bankway and Horizon core banking systems, respectively. Horizon recorded over 50 new customer deals signed in 2019, representing a 34% Y-o-Y growth. Bankway recorded a 38% growth in new customer sales during the year.

IBSI SLT 2020 | Domestic Sales League Table 2020 > USA

Product	Supplier	New-name customers signed in 2019 (Previous years in brackets, with most recent first)
Fusion CreditQuest	Finastra	264+
Fusion LaserPro	Finastra	116 (169, 69)
Fusion MortgagebotPOS	Finastra	59+
HORIZON	FIS	51 (38, 15, 9, 14, 25)
Fusion DecisionPro	Finastra	29 (3, 28)
Fusion MortgagebotLOS	Finastra	27
Bankway Core System	FIS	25 (18)
Fusion DPXPay	Finastra	20 (3)
Fusion uOpen	Finastra	17
BancPac	FIS	17 (25)
IBS	FIS	15 (20, 1, 4, 15, 6)
Mercury	FIS	12 (7, 1)
Fusion Digital Banking Business	Finastra	11 (13)
Fusion Phoenix	Finastra	11 (2, 4)
Fusion Cavion	Finastra	9
MISER	FIS	8 (4)
Fusion Servicing Director	Finastra	6 (3)
Fusion Card Payments	Finastra	4 (1, 3)
Modern Banking Platform Core System	FIS	3
Fusion Cash Management	Finastra	1
Systematics	FIS	1 (7, 1, 1, 2, 1)
MIMICS REIT System & Email Option	Mimics	1
MIMICS Repurchase Agreements System	Mimics	1 (0, 1)
e-IBS	Datapro	0* (0*, 0, 1, 2, 0)
ACHplus	Finastra	0 (1)
Fusion Mortgagebot	Finastra	0 (26, 54)
Fusion PAYplus	Finastra	0 (2, 6)
Fusion Sparak	Finastra	0 (1)
GPP-SP	Finastra	0 (1, 1)
Cavion	Finastra	0 (0, 7)
CreditQuest USA	Finastra	0 (0, 48)
Total Payments	Finastra	0 (2, 2)
Total Treasury	Finastra	0 (0, 1)
Ambit Quantum	FIS	0 (0, 2)
Integrity	FIS	0 (0, 3)
Profile	FIS	0 (1, 1, 1, 3, 0)
Trax	FIS	0 (0, 0, 1, 0, 0)
Core Director	Jack Henry	0* (0*, 11, 3, 1, 4)
Cruise.NET	Jack Henry	0* (0*, 2, 2, 6, 3)
Episys	Jack Henry	0* (0*, 13, 15, 21, 30)
SilverLake	Jack Henry	0* (0*, 23, 22, 14, 15)
MIMICS Back Office System	Mimics	0 (0, 1)
MIMICS Banking & Lending Engine	Mimics	0 (4)
MIMICS Cash Management System	Mimics	0 (0, 1)
MIMICS Investment System	Mimics	0 (0, 1)

Universal Core Banking Systems
 Digital Banking & Channels
 Private Banking & Wealth Management
 Payment Systems | Retail Payments

Wholesale Banking | Treasury & Capital Market
 Investment & Fund Management
 Lending
 Compliance Management

Wholesale Banking | Transaction Banking
 Risk Management
 Retail Banking Systems

* Data not submitted for given year

Footnote 1. Where no figures appear for previous years, this is either because these systems were not included in previous surveys, the figures were not disclosed, or the systems were not launched at that time.

IBSI SLT 2020 | Domestic Sales League Table 2020 > Russia

The Russian Sales League Table is created to show the activity trend solely in Russia. In 2019, the Russian table reported 22 deals for 3 domestic suppliers, spread across 10 systems. Out of these, while 9 were core banking system deals, of the rest, 13 belonged to the new areas of Retail Payments, Compliance Management and Risk Management, which is a significant increase from the 2 deals recorded

last year for these categories. The trend of deals in new areas indicates that the focus of Russian Banks is gradually shifting from conventional back office systems to specific new areas.

The first position went to Bank 21 Century by Inversia and Va-Bank ST (Universal) by Flexsoft with 4 deals each. Second position was also shared, by ProgramBank.FinMonitoring by ProgramBank and Va-Bank ST by Flexsoft (Retail Payment and Card Management) with 3 deals each.

IBSI SLT 2020 | Domestic Sales League Table 2020 > Russia

Product	Supplier	New-name customers signed in 2019 (Previous years in brackets, with most recent first)
Bank 21 Century	Inversia	5 (8, 11, 6, 11, 10, 14, 12, 12, 18, 11)
Va-Bank ST	Flexsoft	4
Va-Bank ST	Flexsoft	3
ProgramBank.FinMonitoring	ProgramBank	3
Platform FXL	Flexsoft	2
Program Bank.ABS	ProgramBank	2 (4, 4, 2, 4, 4, 5, 7)
Va-Bank ST	Flexsoft	1
Platform FXL	Flexsoft	1 (3, 1)
PAK Cash Centre System	Inversia	1
System Factoring	Inversia	1
CFT-Bank (Platform 1)	CFT	0* (0*, 8)
Flextera/ Diasoft FA#	Diasoft	0* (0*, 0*, 12, 10, 11, 10, 18, 11, 10, 7)
InterBank Retail	R-Style Softlab	0* (1)
InvoPay	Inversia	0 (1)
QBIS	BIS	0* (0*, 0*, 2, 3, 1, 6, 6, 8, 7, 2)
RS-Securities V.6	R-Style Softlab	0* (7)

Universal Core Banking Systems
Digital Banking & Channels
Private Banking & Wealth Management
Payment Systems | Retail Payments

Wholesale Banking | Treasury & Capital Market
Investment & Fund Management
Lending
Compliance Management

Wholesale Banking | Transaction Banking
Risk Management
Retail Banking Systems

* Data not submitted for given year

Footnote 1. Where no figures appear for previous years, this is either because these systems were not included in previous surveys, the figures were not disclosed, or the systems were not launched at that time.

IBSI SLT 2020 > IBSI Leadership Club 2020

The IBSI Leadership Club recognises leading systems across the 13 categories that formed a part of the IBSI SLT process this year. It also recognises the leading Islamic banking suppliers. The top two systems across four geographic regions (Americas, Europe, MEA and APAC)

have also been recognised for their outstanding performance last year. Additionally, it also recognises the market leader into Pure-play Digital-only Banks to cover the vendors dealing with 'digital-only' banks. Lastly, there are several suppliers who have performed strongly in their respective domestic markets and have been recognised for topping the sales tables for the US, India, and Russia.

IBSI SLT 2020 > CONVENTIONAL BACK OFFICE LEADERSHIP CLUB			
Rank	Supplier	Product	# Deals
Universal Core Banking Systems			
1	Temenos	Temenos Transact	51
2	TCS Financial Solutions	TCS BaNCS	15
Retail Banking Systems			
1	Intellect Design Arena (IDA)	Intellect iGCB	14
2	FIS	Systematics	7
Wholesale Banking Treasury & Capital Market			
1	Murex	MX.3	17
2	Calypso Technology	Calypso	11
Private Banking & Wealth management			
1	Avaloq	Avaloq Banking Suite	7
2	ERI Bancaire	OLYMPIC Banking System	4
Lending			
1	Sopra Banking Software	Sopra Financing Platform (formerly Cassiopae)	11
2	Nucleus Software	FinnOne Neo	8
Islamic Banking			
1	Path Solutions	iMAL	7
2	Temenos	Temenos Transact	5

IBSI SLT 2020 > NEW FOCUS AREA LEADERSHIP CLUB			
Rank	Supplier	Product	# Deals
Digital Banking & Channels			
1	Temenos	Temenos Infinity	38
2	i-exceed	Appzillion Digital Banking Solutions	25
Payment Systems Retail Payments			
1	Temenos	Temenos Payments	51
2	ACI Worldwide	UP Retail Payments Solution	23
Payment Systems Wholesale Payments			
1	ACI Worldwide	UP Real-Time Payments Solution	12
2	Volante Technologies	VolPay Ecosystem	11
Wholesale Banking Transaction Banking			
1	Intellect Design Arena (IDA)	Intellect iGTB	8
2	Finastra	Fusion Trade Innovation	7
Compliance Management			
1	Infrasoft Technologies	Univius Anti Money Laundering Solution	58
		Univius FATCA CRS Solution	15
2	3i Infotech	AMLOCK	11
Risk Management			
1	Temenos	Temenos Risk and Compliance	53
2	Murex	MX.3	5
Investment & Fund management			
1	TCS Financial Solutions	TCS BaNCS	15
2	EbixCash Financial Technologies	MoneyWare Wealth Management	2
		MoneyWare Asset Management	2
IBSI SLT 2020 > REGIONAL LEADERS			
Rank	Supplier	Product	# Deals
Americas			
1	Temenos	Temenos Infinity	11
2	Technisys	Cyberbank Digital	10
APAC			
1	i-exceed	Apzillion Consumer Banking	17
		Temenos Payments	15
2	Temenos	Temenos Transact	15
		Temenos Risk and Compliance	15
Europe			
		Temenos Risk and Compliance	16
1	Temenos	Temenos Payments	15
		Temenos Transact	15
2	Infrasoft Technologies	Univius FATCA CRS Solution	14
MEA			
1	Infrasoft Technologies	Univius Anti Money Laundering Solution	46
2	Temenos	Temenos Risk and Compliance	16

IBSI SLT 2020 > DOMESTIC LEADERS - SUPPLIERS		
Rank	Supplier [System Names]	# Deals [# System]
US		
1	Finastra [Fusion CreditQuest, Fusion LaserPro, Fusion MortgagebotPOS, Fusion DecisionPro, Fusion MortgagebotLOS, Fusion DPXPay, Fusion uOpen, Fusion Phoenix, Fusion Digital Banking Business, Fusion Cavion, Fusion Servicing Director, Fusion Card Payments, Fusion Cash Management]	574 [13]
2	FIS [Horizon Core System, Bankway Core System, BancPac Core System, IBS Core System, Mercury Core System, MISER Core System, Modern Banking Platform Core System, Systematics Core System]	132 [8]
India		
1	Infrasoft Technologies [Univius Anti Money Laundering Solution, Kiya.ai Mobile Banking Solution, Finairo Core Banking Solution, Kiya.ai UPI, Kiya.ai Digital Banking Solution, Finairo Loan Origination Solution, Kiya.ai Agency Banking Solution, Kiya.ai Internet Banking Solution]	132 [8]
2	Nucleus Software [FinnOne Neo, Nucleus Lending Mobility, Nucleus Lending Analytics]	22 [3]
3	EbixCash Financial Technologies [MoneyWare Wealth Management, InvestmentPro, MoneyWare Asset Management, Lending Management and Debt Collections, Lending Origination and Debt Collections (Web + Mobile)]	14 [5]
Russia		
1	Flexsoft [Va-Bank ST, Platform FXL]	11 [2]
2	Inversia [BANK OF 21 CENTURY, System Factoring, PAK Cash Centre System]	7 [3]

IBSI SLT 2020 > GLOBAL LEADERSHIP PRODUCT BREADTH				
Rank	Supplier [System Names]	# Global Deals [# of systems]	# Domestic Deals [# of systems]	Total
1	Finastra [Fusion CreditQuest, Fusion LaserPro, Fusion MortgagebotPOS, Fusion MortgagebotLOS, Fusion Digital Banking Business, Fusion DecisionPro, Fusion DPXPay, Fusion Servicing Director, Fusion Phoenix, Fusion Card Payments, Fusion uOpen, Fusion Cavion, Fusion Cash Management, Fusion Trade Innovation, Fusion LenderComm, Fusion Essence, Fusion Loan IQ, Fusion PAYplus, Fusion Kondor, Fusion Invest, Fusion Risk, Fusion Equation, Fusion Corporate Channels, Fusion Global PAYplus, Fusion Opics]	45 [14]	574 [13]	619 [25]
2	Infrasoft Technologies [Univius Anti Money Laundering Solution, Finairo Core Banking Solution, Kiya.ai Mobile Banking Solution, Univius FATCA CRS Solution, Kiya.ai Digital Banking Solution, Finairo Loan Origination Solution, Kiya.ai UPI, Kiya.ai Agency Banking Solution, Finairo Microfinance Solution, Univius Anti Fraud Solution, Kiya.ai Internet Banking Solution]	84 [8]	132 [8]	216 [11]
3	Temenos [Temenos Risk and Compliance, Temenos Transact, Temenos Payments, Temenos Infinity, Temenos Funds and Securities]	195 [5]	0 [0]	195 [5]

IBSI SLT 2020 > GLOBAL LEADERSHIP GEOGRAPHIC SPREAD		
Rank	Supplier [Country Names]	# Countries (Previous years in brackets)
1	Temenos [Antigua and Barbuda, Argentina, Australia, Brazil, Cambodia, Colombia, Côte d'Ivoire, Cyprus, Denmark, Djibouti, Dominican Republic, Egypt, Finland, France, Gabon, Germany, Ghana, Hong Kong, Iraq, Ireland, Italy, Jordan, Lebanon, Libya, Malaysia, Malta, Myanmar, Norway, Oman, Pakistan, Panama, Philippines, Qatar, Romania, South Africa, Sri Lanka, Taiwan, Thailand, Tunisia, United Kingdom, USA, Vanuatu, Virgin Islands, Yemen, Zimbabwe]	45 (49)
2	Infrasoft Technologies [Bahamas, Bahrain, Bhutan, Cambodia, Ethiopia, Ghana, India, Iran, Jersey, Jordan, Jordan , Kenya, KSA, Kuwait, Laos, Lebanon, Mauritius, Mexico, Myanmar, Nepal, Nigeria, Oman, Oman , Puerto Rico, Qatar, Sri Lanka, Sudan, Tanzania, Timor Leste , Togo, UAE, Uganda, United Kingdom, Vietnam, Zambia]	35 (18)
3	Finastra [Angola, China, Czech Republic, Dominican Republic, France, Germany, Greece, Indonesia, Israel, Italy, Jamaica, Kenya, Libya, Netherlands, Oman, Pakistan, Philippines, Portugal, Russia, Spain, United Kingdom, USA, Uzbekistan, Vietnam]	24 (22)