

Banqsoft strengthens its leading position on the Scandinavian market!

Contents:

- Banqsoft strengthens its leading position on the Scandinavian market!
- Banqsoft and MedySIF joins forces on the Iberian market
- New Customer – Landekreditt Finans
- Sparebank1 Finans Nord-Norge: Banqsofts produkter har gitt resultater!

The end of last year was slightly more hectic than usual in Sweden with our move back to an office in the centre of Stockholm. We are now based in the same building as we were a year ago, but our new address is Drottninggatan 98. If you are interested in taking a look around the building, you will have an opportunity at the userconference and releaseparty. We are planning a releaseparty in conjunction with the userconference in the autumn. This is one outcome of last autumn's customer and user conference, where we discussed new concepts and changes, in particular with regard to managing the new View releases. Other new ideas resulting from the user days will be presented at the release party and also at this year's customer and user conference, when we will be following up on the feedback we have received. At the 2008 user conference we will be taking a new approach, which involves holding a wider range of seminars and giving visitors the opportunity to choose those that interest them.

As usual, we can look back at an eventful year, but 2007 will remain in the memory of everyone at Banqsoft as the year in which we made a breakthrough in all the Nordic countries. We acquired new customers throughout the region and we have a number of projects going into production this spring in Denmark and Finland. Naturally, we have always had a strong presence in Norway and Sweden. However, new customers will clearly be putting new and different demands on us as a supplier and we will be making a num-



The end of last year was slightly more hectic than usual in Sweden with our move back to an office in the centre of Stockholm. We are now based in the same building as we were a year ago, but our new address is Drottninggatan 98.

ber of changes during 2008 to strengthen our support and administration services. This does not just mean putting additional resources in place, but also involves making an even stronger commitment to providing support, out-of-hours services and application

Banqsoft strengthens its leading position on the Scandinavian market!

hosting. The market is increasingly demanding higher levels of availability and longer opening hours, particularly because technology is opening up new opportunities for 24-hour business and contributing to innovative new products. We aim to meet these requirements by offering a higher level of service and a range of new service offerings, such as application hosting.

In addition to new services, we will also be introducing new and interesting functions and products as part of our solutions in 2008. You can read about some of them in this issue of our customer newsletter and others will be presented throughout the year. Our objective is to be at the leading edge when it comes to meeting the requirements of the market and our customers for new functionality. We also aim to increase our competitiveness by improving the efficiency of our administrative processes and distribution channels for financial products.



Happy reading!

Stefan Niemi
CEO Banqsoft AS

Dustin Financial Services chose Banqsoft's solution to support the business within leasing and hire purchase

Dustin AB founded 1984, is the leading internet based Swedish retailer of IT and home electronics. Dustin has two business areas, Company and Consumers. Dustin has established Dustin Financial Services in order to broaden their product range with financing.

Dustin Financial Services chose Banqsoft's solution to support the business within leasing and hire purchase. Through the introduction of the new financial products Dustin Financial Services will be able to offer their commercial customers a complete range of products satisfying all their financial needs. ■

Banqsoft and MedySIF joins forces in the iberian market



MedySIF is a Barcelona-based company that specializes in offering state-of-the-art software solutions to the financial market. From left: Candelaria Argañaras (Financial Manager), Emilia Garcia (Accountant), Carmen Zamudio (CEO), Grégory Würtz (Client Service Manager), Daniela Acevedo (Sales Manager), Carlos Ares (Client Service Manager), Réka Bors (Sales Manager).

The Barcelona based company MedySIF specializes in offering state-of-the art software solutions to the financial services industry and counts among their customers several of Spain's leading banks.

MedySIF work within the areas data management, securities and credit management. Their focus is to help their customers to reduce their costs by improving their internal operation and integrating new technological solutions and thereby increasing their profits.

With a common approach to the financial market we are pleased to announce that

Banqsoft's product family has now been included in the credit management product portfolio being offered by MedySIF.

MedySIF is mainly aiming at the fast growing Spanish financial services sector with the View21 product line. A number of Spanish renting and leasing operations have already been introduced to Banqsoft and MedySIF' joint product offerings with a very promising outcome.

Banqsoft is looking forward to the continued cooperation with MedySIF in the Iberian market in 2008. ■

New Customer – Landkreditt Finans

Felleskjøpet Agri and Landkreditt Bank establish a common financial services company offering leasing to the agricultural sector and other businesses. The company has been named Landkreditt Finans AS.

The establishment of new financial services companies are rare in Norway. For this reason it was particularly pleasant that the newly founded Landkreditt Finans decided to base its operation on Banqsoft's solutions. The company has its head office in Ålesund and has at the time of its start-up 10 employees with sales offices in Bergen, Trondheim and Oslo.

Landkreditt Finans will have leasing of agricultural equipment as its main product. According to the parties involved, the business idea and basis for its foundation lays in the large and increasing share of sales of equipment being financed through leasing arrangements. The ability to distribute finan-



CEO Arne Oseberg (left), Chairman of Landkreditt, Ola Jordhøy, and Chairman of FKA, Steinar Dvergsdal, celebrated the establishment of the company with a cake.

cial products through Felleskjøpet's sales outlets was of vital importance when Landkreditt Finans was choosing its solution provider.

Banqsoft is looking forward contribute to the establishment of Landkreditt Finans as a solid player in the rapidly growing market in the area of financing of machines and movables to the Norwegian agricultural sector. ■

PayEx chooses Banqsoft's software as a "Finance engine" for the introduction of sale by installments at Net shops

PayEx is Scandinavia's leading experts in payment processes, and is one of the main providers of outsourcing services for payment processes worldwide, with a unique and comprehensive expertise. Their business areas range from standardized payment services to tailor-made systems according to complex, customer-specific requirements.

NetOnNet is a leading supplier of electro domestic products on the internet and was the first European player in this highly competitive market. In order to broaden their offerings to also include sale by payment installments NetOnNet has chosen to collaborate with PayEx.

Prior to the Christmas shopping season,

NetOnNet has released this new payment method "pay by installments" and "invoice" through its own finance company NetOnNet Pay AB. PayEx has been the developer of these services together with Banqsoft.

According to Jörgen Pettersson, Vice CEO of PayEx AB this intensive project has been a success and the turnover generated through the new product has been very satisfactory from the introduction in the beginning of November 2007.

Banqsoft is very pleased to be chosen as the system solution provider when the leading Nordic provider of payment processes decided to further improve their product offerings. ■

Latest News!

Santander Consumer Finance chooses Banqsoft for their new operation in Denmark

Santander Consumer Finance has been a long time customer of Banqsoft for their Norwegian and Swedish operation and since a year ago also for their Finish operation. We are therefore proud to announce that Santander Consumer Finance has chosen Banqsoft as their solution provider also for their recently established operation in Denmark

Santander will use a broad range of Banqsoft products to manage their credit portfolio, primarily aiming at private persons and companies in demand for financing of consumer goods and miscellaneous movables.

The agreement with Santander Consumer Finance would also further strengthen Banqsoft's position in the Denish market. ■

Eiendoms kreditt chooses Banqsoft for the administration of their mortgage loan portfolio

Eiendoms kreditt is aiming at being one of the most price competitive providers of mortgage loans and is consistently listed among the best offers in the Norwegian market.

Price competitiveness does naturally put strong demands on the credit providers ability to process new applications and manage existing loan portfolios in the most cost efficient way. Banqsoft is therefore pleased to be Eiendoms kreditt' choice when they were selecting a new IT-solution to support their business and simplify their processes.

The contract does also strengthen Banqsoft's position as a competitive supplier of portfolio management solutions to the mortgage loan industry. ■

Sparebank 1 Finans Nord-Norge:

Banqsoft's products has paid off!

Sparebank1 Finans Nord-Norge AS is a wholly-owned subsidiary of Sparebank1 Nord-Norge, the leading bank in the north of Norway. With its main office in Tromsø and branch offices in Bodø and Sandnessjøen, the company is the only finance company originating in that part of the country.

Sparebank1 Finans Nord-Norge is responsible for the business segments leasing, car financing and factoring. The company's objective is to create a competitive edge by being "close and competent" in all its customers relations.

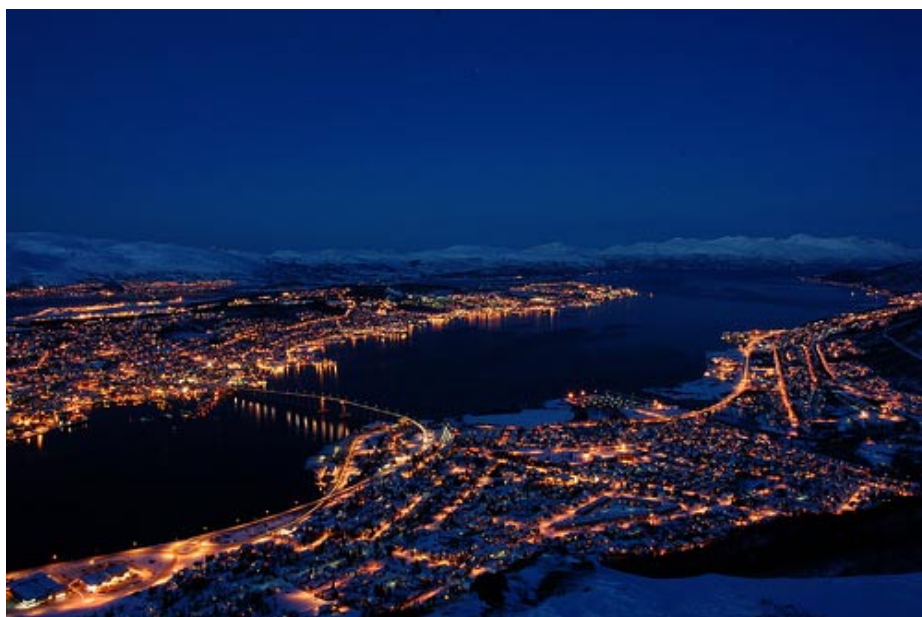
When Banqsoft was chosen as their supplier in 2003, it was exactly the potential for distributing products to external distributors and own branches that was seen as one of the most important criteria for selecting the new system. And the company was one of Banqsoft's first customers to start using SalesView for this purpose.

It has now been four years since Sparebank1 Finans Nord-Norge started using Banqsoft's range of products, and we therefore wanted to find out how the development had been during this period. In that connection we contacted Mr. Kjell Løvold, CFO, who has participated in the entire process and who also has experience with their previous systems solutions.

Improving process efficiency

First we wanted to find out to what degree View21 has contributed to process efficiency.

"We have i.a. been able to transfer the registration and production of documents to distributors, and to automate credit decisions," says Mr. Løvold. This has resulted in a quicker response relating to the granting of credit than before, when data from the distributors was transferred manually.



Tromsø in the blue winter light in the middle of the day in January this year.

Increased productivity

The obvious question is also to what degree the system has contributed towards improving productivity. In this respect, the company can demonstrate an impressive growth of 227% since the introduction of View21 and up to the end of 2007. During that same period, the staff has only increased by 41%, which gives a very good indication of the company's growth in productivity since the introduction of the new system. Particularly the secured loans have contributed to the substantial growth. These figures have also had an impact on the company's bottom line, which has also seen a positive and steady development throughout the period.

Satisfied employees

Increased productivity is also closely related to content employees.

"This is somewhat more difficult to measure," says Mr. Løvold, but he has noted that it is a lot easier to train new employees in the new system than the old one, and it is also his

impression that the new user interface in CoreView has been well received by his colleagues. It has been particularly important to hide functions that are not used by the individual user in a simple way.

In terms of overall improvements, Mr. Løvold points out that the workflow in PreView now is in accordance with the way the financing company actually works, and that they have achieved considerable gains from applying the system's remittance solution with automatic accounting.

Based on Sparebank1 Finans Nord-Norge's role as one of the first to start using Banqsoft's products for distributed sales, we are proud to have been a part of the success that the finance company has enjoyed in the market these last years. We are looking forward to continuing our close cooperation with Sparebank1 Finans Nord-Norge, and together with the company hopefully contribute towards further efficiency gains in the management of their credit portfolio. ■

Userconference 2007 – record participation!

The user conference 2007 took place at Scandic/Edderkoppen in Oslo from 18 to 19 October with a record participation! We were pleased to experience that almost all of our View21 customers were present. As usual the first day of the conference was dedicated to Banqsoft information followed by theatre and dinner. Day two the focus was on customer feedback on the quality of Banqsoft services.

The feedback is of utmost importance to Banqsoft so that we can improve our products, our customer support and other related services.

We are also pleased to note that we now have three active user groups in the Nordic region. We hope that we will have an up and going user group in Denmark during 2008.

Based on the ample participation and the many nice and constructive comments we can rest assured that the user conference is now well established as a yearly event.

For this year's user conference we would like to welcome all new users of View21. We will revert in the summer with time and place for this year's conference. ■



The customers are gathered and the conference is about to begin.



Magnus Åhlén opening the User conference 2007.



Andreas Fladberg presentation on how to improve business processes.



Bogi Palsson presenting news and product enhancements in ReView.



Gunnar Nordseth from Signicat presentation on the advantages of electronic signature.



Record participation at the User conference.

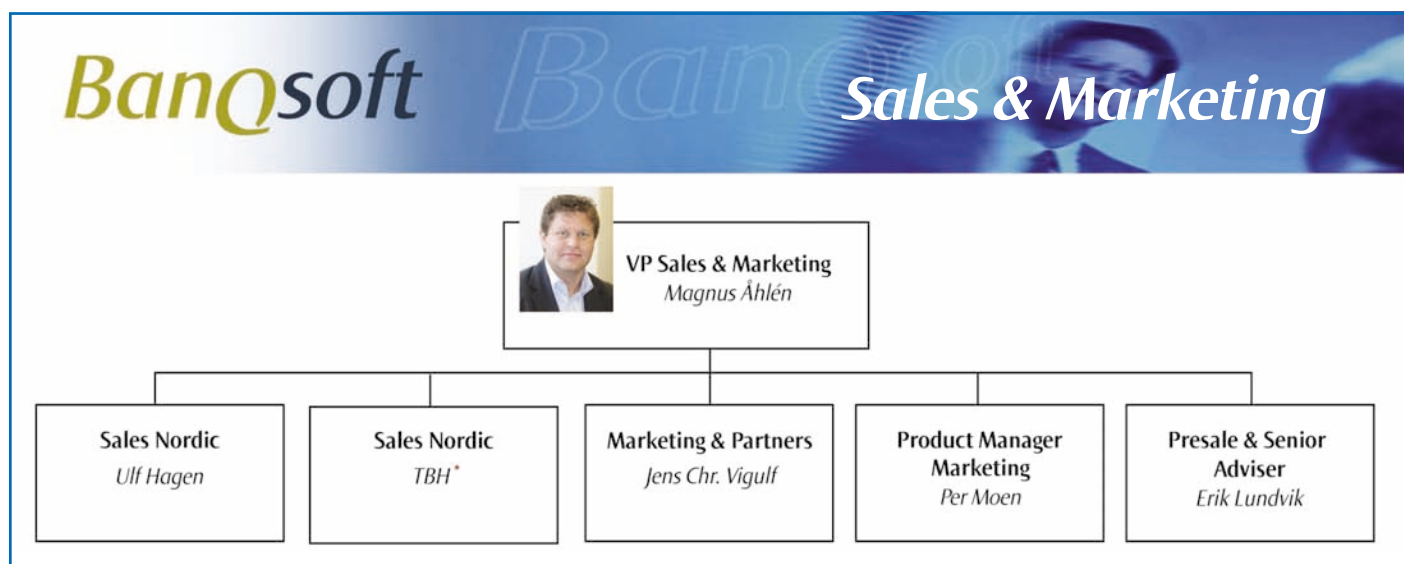


Sissel Anita Kjølstad (left) og May Irene Ljosak from Ford Financial participating at our conference for the first time.



Kjell Løvold (left) and Øystein Skar from Sparebank1 Finans Nord-Norge.

Sales and Marketing gets a more clear profile



BanQsoft's contact with customers and partners outside the Nordic market is constantly growing. We have for this reason seen the need to organize the sales- and marketing organization somewhat different. As a consequence a number of new functions have been introduced.

Responsible Partners and Marketing

In order to give new and future international partners a professional follow-up as well as making sure that BanQsoft is visible in the market Jens Christian Vigulf has taken the role as manager for the marketing and partner activities.

Sales

Sales on the Nordic and international market is today handled by Ulf Hagen and Magnus

Åhlén, and the sales organization will within short be strengthened by one more person.

Sales Support and Senior adviser

We do also see the need for a person with in-depth knowledge in our customers business, for this reason Erik Lundvik will act as sales support and senior adviser.

We believe that the restructuring of sales and market will contribute to a better cooperation with our customers and partners. ■

*) TBH = To be hired

Banqsoft and Basel II

Basel II is an extension to the original Basel I “Capital Record” of 1988. In addition to changes in the minimum capital requirement (pillar 1), two new pillars have been introduced in Basel II; Supervisory Review and Market Discipline.

In most European countries companies can report according to the new regulation as of January 2007, but are required to do so from January 2008.

How are our customers affected?

Most, if not all, of Banqsoft’s customer will in one way or the other be affected by the new Basel II directive. Either directly as a separate reporting unit or as a part of a larger group company structure.

How customers choose to implement Basel II varies. For example smaller financial institutions may choose the

Standardised Approach, while larger companies may opt for implementing the more advanced Internal Rating Based (IRB) approach.

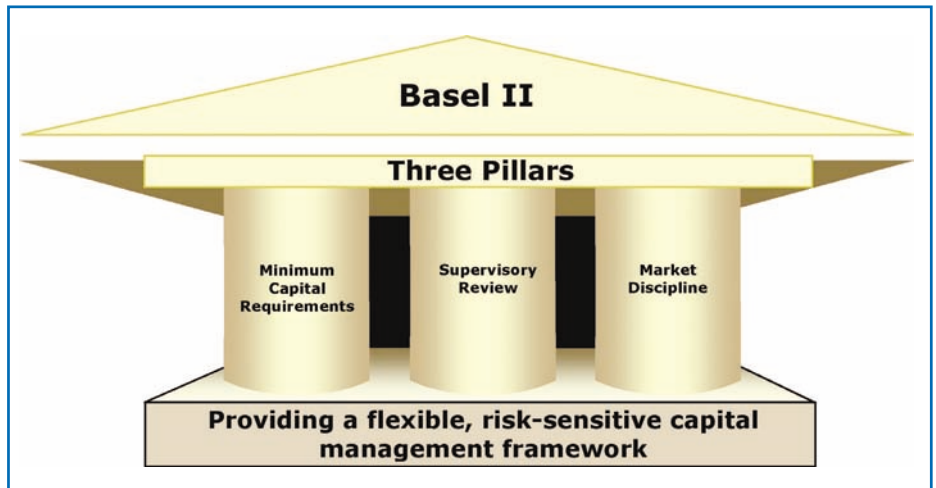
What is Banqsofts role?

To allow our customers to report according to the chosen Basel II approach, data from the View21 Product Suite is essential.

This means that Banqsoft plays an important role in any Basel II project, regardless of the chosen method.

Banqsoft will typically aid in the design of the Basel II solution, both regarding data collection, from the View21 systems and external sources, and in the processing and reporting of the results.

Typically the results are exported to consolidation software used by the customer for the final Basel II reporting.



Basel II Project Method

In a typical Basel II project our customer has decided which approach to employ and created a requirement specification, including definition of what to report.

Subsequently Banqsoft and the customer will initiate a Basel II project consisting of the four phases; *Contract and Analysis, Implementation Roadmap, Implementation* and finally *Compliance and Certification*.

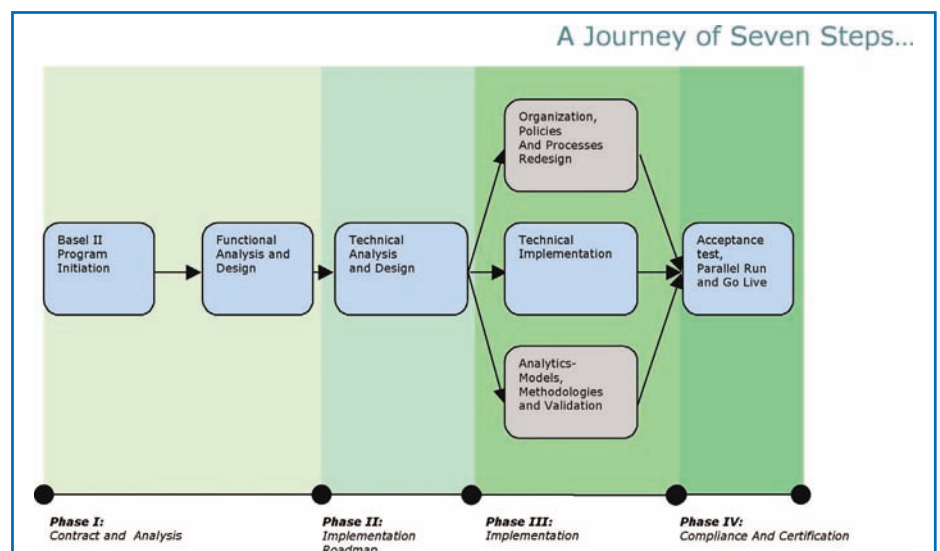
Banqsoft will be a major contributor in the main axis of the project represented by the blue boxes in the diagram below.

Summary

As a result of the chosen Basel II approach, the customer may be in a situation where they have to change the manner in which they currently use the View21 Product Suite. In addition, other external systems may be a part of the solution. For example sending and retrieving data to/from external sources, such as collection agencies or scoring providers.

This, in combination with relatively complex data collection and processing, means that a Basel II project can not be hastened.

If you are currently considering Basel II issues, it is our recommendation that you involve Banqsoft at an early stage. ■





Latest News!

New functionality in Equipment

In our continued effort to become a complete supplier in the Nordic market, Banqsoft has decided to invest in the products in order to meet the customers requirement for enhanced functionality when it comes to the finance companies devoted to financing of machines, industrial installations, IT equipment and office fixtures.

Banqsoft improves its products by introducing functionality enabling effective and flexible handling of leasing and hiring of equipment. The new functionality will contain:

- Improved handling of additional services (for example; insurance, service and user fees) directly linked to the object. Facilitating index adjustments of expenses, budgeting of fees, periodic updates and third party settlements.
- Simple and effective functions regarding adding objects to existing contracts and removal of objects with or without additional services from an existing contract. Moving objects between agreements with additional services in a simple manner.
- The possibility to offer different financial terms on multiple objects within the same agreement.
- Increased flexibility in defining pay plans, installment and interest periods or for numerous periods before maturity.

The development of this new functionality has been started and will be available during 2008. ■

Aktia chooses Banqsoft for the enhancement of their product portfolio

Aktia Savingsbank Plc is a bilingual Finnish savings bank that responds to the needs of its customers: private individuals, local companies, municipalities, and non-profit organizations. Aktia has 74 branch offices, mainly situated around the coast and in growth areas inland. With its partner savings banks and local co-operative banks, Aktia operates an extensive network of about 410 branch offices.

Aktia Kort & Finans AB is a company within Aktia specializing in cards and financial services managing the sales, development and maintenance of a 150 000 card portfolio. When Aktia Kort & Finans decided to broaden their product range in addition to their card solution, they chose Banqsoft's solution to support the business within credits, hire purchase and leasing products.

According to Kristian Sev us; Aktia Kort & Finans Customer Service Manager, Banqsoft's dynamic solutions were decisive in their choice of supplier. For Aktia it is of great importance to always meet the markets need for new and flexible financial products he adds.

We are also pleased to say that Aktia's newly established daughter company; Aktia F retagsfinans, with high aspirations in the business-to-business market, also will base their product portfolio on Banqsoft's systems. Aktia F retagsfinans will mainly offer leasing and hire purchase financing targeting the commercial community.

Through the introduction of the new financial products Aktia will be able to offer their private and commercial customers a complete range of products satisfying all their financial needs. ■

More information about Banqsoft on www.banqsoft.no.

B

PORTO



BETALT

Useful information from the View21 user group

Banqsoft has local and active user groups who communicate on a regular basis and meets three or four times per year. The local user groups meet each other at the annual user conference.

The local user group managers are:

Finland:

Lauri Varonen, Toyota Finance OY
Mail to: Lauri.Varonen@toyota.fi

Norway:

Ronny Breivik, M ller finans
Mail to: ronny.breivik@moller.no

Sweden:

Ulrika Murphy, Lantm nnen Finans AB
Mail to: ulrika.murphy@lantmannen.com

BanQsoft

Brynsengfaret 6B
N-0667 Oslo

Phone: +47 22 31 44 00

Fax: +47 22 31 44 99

www.banqsoft.no

Ansvarlig utgiver:

Stefan Niemi

Redakt r:

Magnus Ahl n

Grafisk produksjon:

Lilian Hildebrand, grafisk form och illustration

Trykking og distribusjon:

Nockeby Trykkeri AB