

A message from our CEO:

You're now reading Banqsoft's Newsletter!

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"It's perfect!", says Bengt Alstrén, Business Area Manager for Svenska Volkswagen Finans about Banqsoft's Floorplanning system.

You have now received the first issue of Banqsoft's Newsletter. The magazine aims to provide Banqsoft with a new channel that presents a comprehensive view of the company to clients and partners. It also provides a natural forum for distributing information about new products and services, and will focus on presenting Banqsoft as a proactive partner. To achieve this we have also conducted a customer survey to determine areas preferred by our customers.

In the spring, we conducted a number of customer-relation activities that proved highly popular. In Sweden, the company held a 20th anniversary party, while Norway arranged its regular View21 User Conference. A User Group was established as a result of the User Conference and has its own column in the new magazine presenting its activities. As the company's new CEO, I found this opportunity to meet so many customers highly rewarding, and noted the considerable commitment demonstrated by my colleagues. This will definitely impact on our future growth, both in terms of our organisation and product range.

The market for financial solutions seems to have regained momentum after a fairly static period, in common with the rest of the IT sector. Current market players are determined to improve and renew what they can offer their customers, and recent changes in legislation have fuelled interest in the start-up of finance companies. Floorplanning or consignment is one of the more interesting business opportunities. We have recently applied for a patent for our solution, described in greater



Stefan Niemi became April 2005 new CEO of Banqsoft. He is optimistic about Banqsoft's future: "As the company's new CEO, I found this opportunity to meet so many customers highly rewarding, and noted the considerable commitment demonstrated by my colleagues. This will definitely impact on our future growth, both in terms of our organisation and product range."

detail later in this magazine. The solution developed for this type of supplier financing provides an excellent illustration of how we, as partner and supplier, can and mean to enhance our customers' channel strategy, which ultimately trans-

A message from our CEO:

lates into increased market shares for our customers. In addition to the vehicle financing market, we also have a number of examples where we have provided our customers with effective sales instruments, as for mortgage handling for the bank and their partners and sales network.

By forming strategic partnerships, we are now also able to offer external operation services and outsourcing (ASP and BPO), as well as providing the actual solution. This can be more than cost efficient: it can also speed up the introduction of new financial products and services, where time-to-market is often critical to success.

Banqsoft is a leading provider of solutions for vehicle financing companies in the Nordic Market. With more than 20 years experience in development of industry-specific solutions, we have a unique understanding and knowledge of the finance business. We are determined to become one of the leading companies in our field in Europe. This places severe demands on us as a company. We must further improve relationships with our customers, provide room for prospective discussions and be more alert to changes. And these ambitions will have an effect on the entire company. Our goal is to establish a more customer-focused approach throughout the entire organisation.

I wish you a pleasant reading.

Best regards

Stefan Niemi
CEO Banqsoft

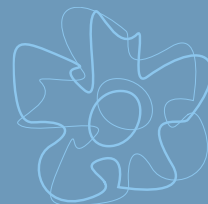
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Banqsofts Product portfolio

Banqsofts View 21 Product line contains of different modules which can combined in different ways; Sales View, SalesView Partner, PreView, View 21 (Core) and ReView. The picture describes the different functionality of the modules and the combinations.

At the dealer

SalesVIEW

The modules for the dealer, partner or sales network give the sales representatives access to:

- writing proposals
- application registration
- credit check and scoring
- calculations
- customer and contract registration
- produce contract documents

or

SalesVIEW PARTNER

the self-service concept:

- additional to the functionality in Sales View: change contract details, terms, due dates, securities, collaterals, termination

At the Finance

PreVIEW

Front system for the company containing:

- application management
- credit scoring
- calculation
- customer and contract management
- provision and subsidy
- document production
- dealer and partner agreement management
- processing of application
- dealer/partner network

ReVIEW

Module for reporting way as for earlier

Floorplanning – a unique Business Opportunity!

Banqsoft's Floorplanning System represents a unique business opportunity on the market. Its specific web interface IT-solution offers major benefits to customers and their business partners. Banqsoft's Floorplanning System has been particularly successful in the vehicle-financing sector.

Banqsoft's Floorplanning system improves inventory routines. Erik Lundvik, *Senior Advisor* at Banqsoft, has worked with Floorplanning for many years.

"Floorplanning is based on an IT-solution featuring a direct link via website and e-mail. The advantage of this system is that the dealer can significantly reduce his inventory costs and that the efficient administrative routines require a minimum of personnel," he says.

The Floorplanning system for vehicle financing is based on the idea that the product is owned by the finance company until the dealer makes an actual sale to the end cus-



Bengt Astrén (at left) is Business Area Manager for Svenska Volkswagen Finans in Södertälje. He is seen here with Banqsoft's Erik Lundvik in front of one of the cars processed by the Floorplanning system.

tom. The car or vehicle is held in stock by the dealer and, while in stock, the dealer pays a consignment fee to the finance company.

"Consignment is the legal term for deposit, which means that the finance company secures collateral in the form of the product itself, according to certain terms," Erik Lundvik continues. For instance, the car's status is "frozen" by the Swedish National Road Administration during the deposit period, and the dealer is also entitled to return the car.

Time gains in connection with sale

Floorplanning is nothing new in itself. Solutions for wholesale financing have been around for some time. The unique thing about Banqsoft's new system is the fact that the IT-solution is provided via web interface, significantly speeding financial transactions.

Earlier, transactions conducted in connection with a sale to an end-customer could be an extremely time-consuming process. When the time came for the dealer to purchase the car on behalf of the end-customer, the purchase was often delayed because of the slowness of standard invoicing and payment routines. Today, using Banqsoft's Floorplanning solution, the final sale can be conducted in real time. The financial transaction between dealer and finance company is conducted

while the customer waits – via the web interface. This also ensures that the end-customer benefits from better and more efficient service.

Svenska Volkswagen Finans

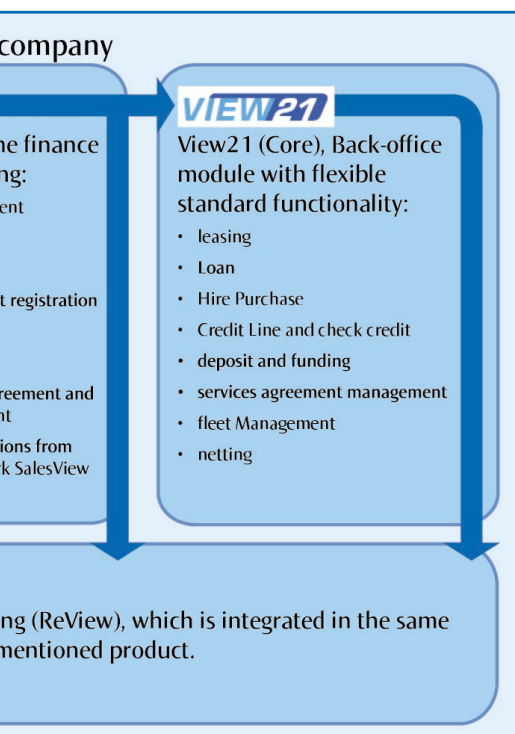
Banqsoft's Floorplanning system has produced excellent results at Volkswagen in Södertälje. Bengt Alstrén is Business Area Manager for Svenska Volkswagen Finans and has contributed his experience and knowledge of vehicle financing to the project. He is well acquainted with every aspect of the system and is thoroughly satisfied.

"It's perfect!" he says, and points out a whole range of factors that make Floorplanning an excellent product, noting how rational, efficient, functional and user friendly it is – to name just some of its qualities!

"When we installed the system at our dealers, we were up and running in just a few hours," he says. Some 30 percent of Svenska Volkswagen's vehicle inventory is currently handled using Floorplanning, although the ultimate aim is that the system should be used for registering all vehicles.

Floorplanning is a unique business opportunity, something that Banqsoft is well aware of.

"There is a real need for this product, clearly demonstrated by all the requests we receive," says Erik Lundvik, at Banqsoft. ■



SC Finans invests in View 21

Banqsoft will 2006 implement the complete View21 Product family at SC Finans Sverige AB. This investment involves automation of SC Finans Sverige AB's entire business process, from application entry at the dealer site to contract invoicing, as well as enhancing the level of service offered to dealers.

SC Finans Sverige AB is a subsidiary of the Sumitomo Corporation, one of Japan's three largest trading houses. SC Finans Sverige AB focuses primarily on vehicle financing for cars and light vans via Swedish dealers.

SC Finans Sverige AB is owned by SC Motors Sweden AB and their fellow subsidiary, Hyundai Bilar AB, is the Hyundai general agent in Sweden. SC Finans Sverige AB cooperates with the Hyundai dealer network in Sweden, comprising some 75 dealers and 85 sales outlets, under the name Hyundai Finans. At the present time, there are some 13,000 contracts in stock, with a balance of just under SEK 1 billion. ■

Société Générale Sweden

October 2004 two consultancy projects started at Banqsoft for Elcon Norway and Société Générale (SG). As a result of SG's acquisition of Elcon it was required within year end 2004 to split the existing system and the contract portfolio into two different organisation entities and systems.

In parallel Banqsoft work with a separate project developing new hire purchase functionality for the new SG system. Project deadline was April 2005 when the old system was closed down. The both projects were delivered in parallel and within estimated cost and time, although this required extra resources and effort from Banqsoft. To support the production launch on New Year's Day three persons from Banqsoft's Professional Services department in Sweden travelled to Elcon Norway.

Björn Hazelius, CEO, and Frank Almenning at Swedish Société Générale are very pleased with Banqsoft's achievement and effort in the project and how the project was delivered. ■

For more information about Banqsoft, please visit www.banqsoft.no

Sparebank1 Finans Nord-Norge selects SalesView for entire sales operation

Sparebank1 Finans Nord-Norge is one of the region's largest financial product providers. The majority of sales are handled by independent partners and the bank's own network of local branches. Basically, the dealers' sales personnel can choose among different providers of financial products with a broad range of loan and leasing products. The competition between the finance companies is not only to attract partners with the best terms and conditions, but also be able to supply the partners (dealers) and sales personnel with modern and effective solutions.

Sparebank1 Finans has been quick to realise that simple registration and rapid processing of credit requests is decisive to becoming a preferred supplier. We are pleased that Sparebank1 Finans is among the first to choose SalesView as its sales channel, both for external partners and for the bank's own local branches. The introduction of SalesView has led to a dramatic increase in the number of new loan and leasing contracts arranged by "external" sales personnel.

We are pleased that Sparebank1 Finans has selected our solutions and proud to have contributed to the company's success. ■

View 21 Product line releases from Banqsoft

Autumn 2005

- Support for importing and reporting fuel card (credit card) transactions including "dual card", as well as support for reporting transactions by customer account, contract and cost centre.
- Full automation for internal netting of partner commitments
- Management of framework agreements for financing of fleet clients
- Partner module (SalesView Partner) for distributed contract administration
- Enhanced processing of complex contract structures in sales module (PreView)
- Basic functionality for administration of electronic invoicing/E-invoicing (in different national formats) and XML EDI invoice export

Spring 2006

- Support for export/import of different national electronic invoicing/E-invoicing formats.
- Support for import of insurance data
- Improved workflow management in Sales Support module (PreView)
- New function for "ad hoc" interest adjustment
- Support for external integrated user administration (single sign-on)

View 21 User Group

The User Group for Banqsoft's customers was established at this year's annual user conference, held in May. The User Group has been conceived as a speaking partner/sounding board for Banqsoft, but is also expected to make demands on the company concerning the development, support, quality and documentation of the systems used by its members.

An interim committee was formed at the conference and given a mandate to formally establish the User Group at the next user conference. The board of directors consists of Cathrine Sirevåg Andreassen (GE Money Bilfinans), Merete E. Karlsen (SkandiaBanken), Ulv Eirik Seter (Innovasjon Norge), Jari Taxell (OKO Bank) and Chairman Kjell Løvold (SpareBank 1 Finans Nord-Norge). The User Group has started to chart user's needs and wishes in terms of the further development of View 21. The User Group aims to present these to Banqsoft prior to the New Year.

The work of the User Group is still in its infancy and we need input from users, what improvements are required and what role the User Group is to play. Together, all Banqsoft Customers can cooperate and contribute to better system deliveries and provide feedback as to what Banqsoft should prioritise. Some companies have yet to submit any requests or state any specific requirements. Has yours?

View 21 User Group ensures that all View 21 users are members who can participate and contribute – so get in touch with us, so we can benefit from your input too!

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