



# Orc Software

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Annual General Meeting 2008

Thomas Bill, CEO

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Powerful solutions for the global financial industry  
in the critical areas of advanced Derivatives Trading,  
Automated Trading  
and low-latency Connectivity.



# Company Fast Facts

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- Leading global provider of electronic trading technology for the financial industry with local presence in every major financial centre
- 265 employees
- Customer License Model
  - Subscription fees in advance
  - Service and support included in subscription fee
  - Solution updates included in subscription fee

## 2008 – New Opportunities in Turbulent Markets

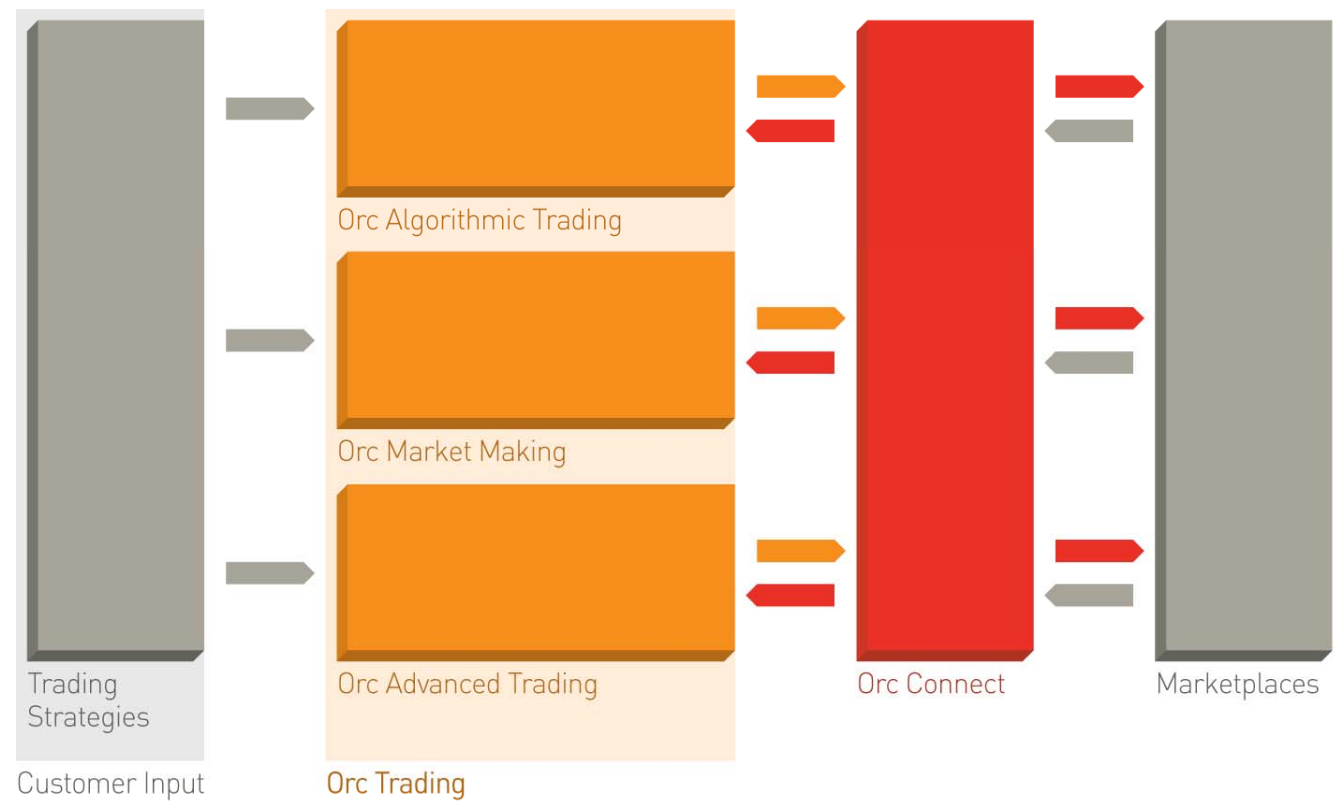
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- Global derivatives industry grew exponentially in 2007; record volumes for exchanges
- Industry predicting 2008 as another record year in terms of volume and growth
- Market turbulence is presenting a challenging global trading environment
- Volatility and market swings alter trading patterns but also create opportunities
- Algorithmic technology in this environment is gaining significant importance and playing to Orc's strengths
- Continued demand for electronic trading, algorithmic trading and low-latency solutions

# Orc Trading

Orc Trading comprises:

- Orc Algorithmic Trading
- Orc Market Making
- Orc Advanced Trading

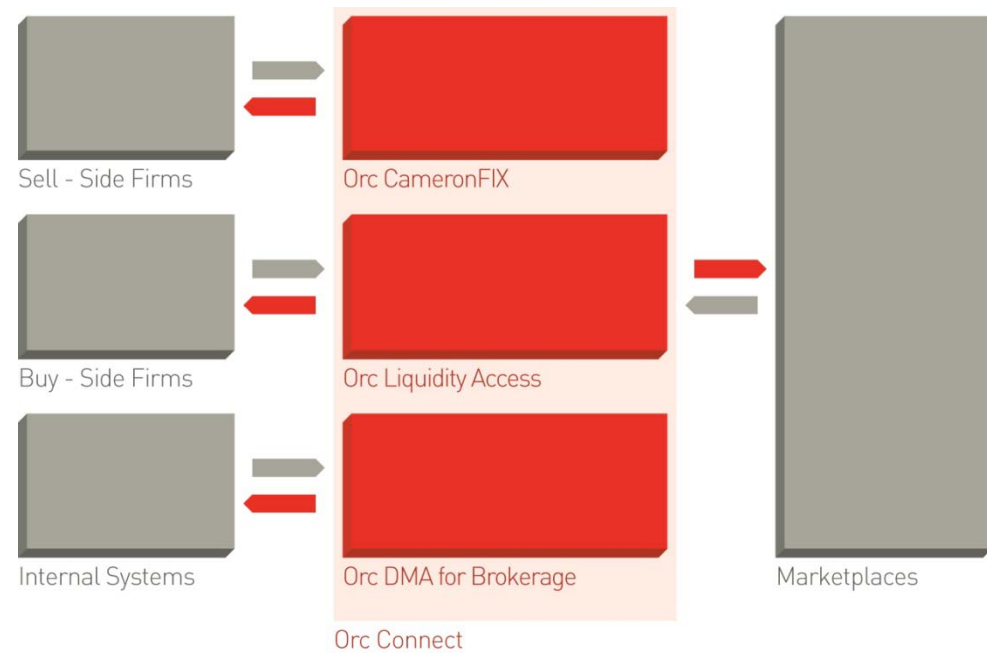




# Orc Connect

Orc Connect includes:

- Orc DMA for Brokerage
- Orc Liquidity Access
- Orc CameronFIX
- Orc CameronFAST
- Orc CameronFIX Market Data Server



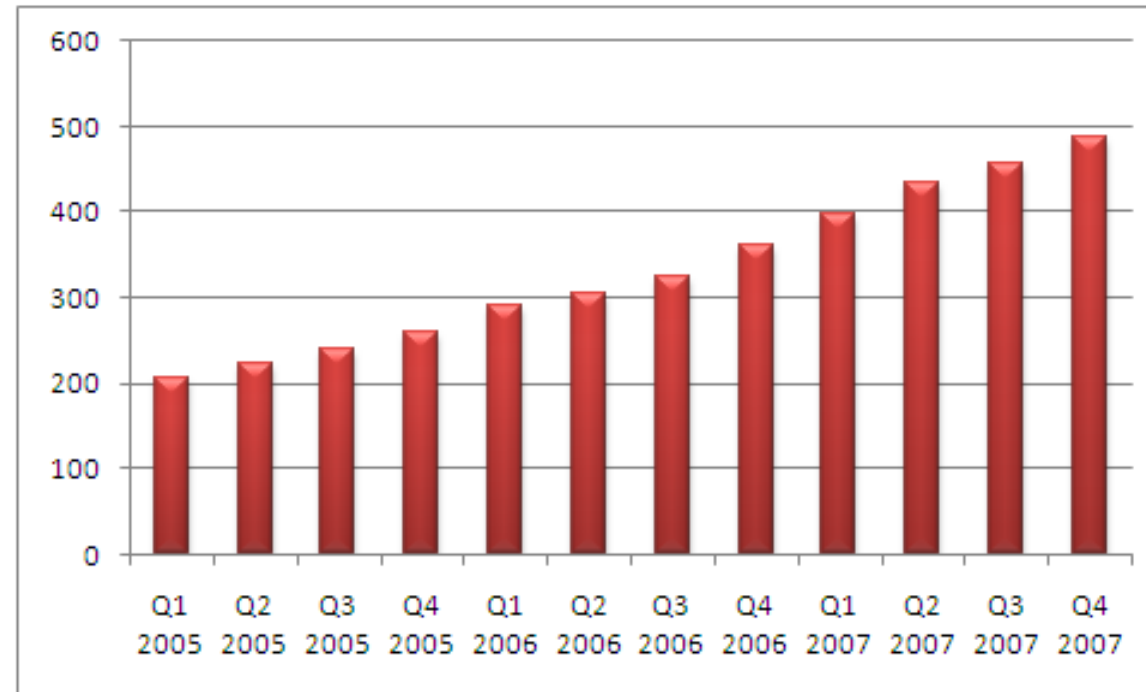
# Orc Software 2007

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- A strong year for Orc
- We increased revenues to SEK 529 million (+26%)
- We increased our order book value to SEK 488 million (+35%)
- We increased our EBIT to SEK 126 million (+87%)
- We increased our operating margin to 24% (16%)

# Annual value of existing client contracts

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**Amounts to SEK 488 m at end of 2007**

Up 35% compared to end of 2006

Up 35% FX adjusted

Up 7% compared to Q3 2007

# Orc Software 2007

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- We established a marketing strategy with focus on advanced derivatives trading, algorithmic trading and connectivity.
- We divested non core businesses
- We increased the focus on sales and strengthened the sales and services organization
- We released new important versions of our core products
- Based on the strong results the board has proposed to increase the dividend to shareholders from SEK 2 per share to SEK 4 per share

# Outlook

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- The risk level in our market has increased and we are closely monitoring market development
- Orc will continue to invest in sales, marketing and engineering during 2008 with a continued focus on profitability
- Because of Orc's revenue model and the current level of demand
  - Orc will increase the order book value during 2008
  - Orc will increase revenues compared to 2007

ORC

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[www.orcsoftware.com](http://www.orcsoftware.com)

