

FICOTM

TONBELLER[®]
COMPLIANCE SOLUTIONS

FICO Acquires TONBELLER

Industry Leader in Fraud and Risk Management
Expands with Best-in-Class Compliance Solutions

Statement Concerning Forward-Looking Information

Except for historical information contained herein, the statements contained in this presentation that relate to FICO or its business are forward-looking statements within the meaning of the “safe harbor” provisions of the Private Securities Litigation Reform Act of 1995. These forward-looking statements are subject to risks and uncertainties that may cause actual results to differ materially, including the success of the Company’s Decision Management strategy and reengineering plan, the maintenance of its existing relationships and ability to create new relationships with customers and key alliance partners, its ability to continue to develop new and enhanced products and services, its ability to recruit and retain key technical and managerial personnel, competition, regulatory changes applicable to the use of consumer credit and other data, the failure to realize the anticipated benefits of any acquisitions, continuing material adverse developments in global economic conditions, and other risks described from time to time in FICO’s SEC reports, including its Annual Report on Form 10-K for the year ended September 30, 2014. If any of these risks or uncertainties materializes, FICO’s results could differ materially from its expectations. FICO disclaims any intent or obligation to update these forward-looking statements.

What We Are Announcing

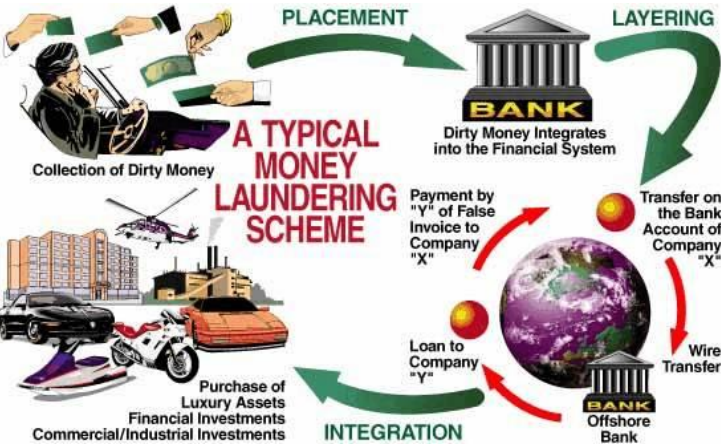
- **FICO has acquired TONBELLER**
 - Adds best-in-class compliance capabilities to global leadership in fraud and risk management
 - Transaction is closed
- **About TONBELLER**
 - Headquartered in Bensheim, Germany, with offices in Singapore
 - Over 1000 customers, including banks and commercial organizations such as UniCredit, Société Générale, Ecobank, Sparkasse, Bank of Tokyo-Mitsubishi, Bank of China, BMW, Mercedes Benz, and Continental.
 - TONBELLER's pioneering risk-based approach and highly configurable solution results in superior analysis, reporting and governance adapted to each institution's unique risk profile while enabling quicker and lower-cost implementation
- **Combination of FICO and TONBELLER will create the first integrated, risk-based solution for financial crime prevention and compliance (FCC)**
 - FICO is world leader in fraud detection and analytics, protecting over 9000 financial institutions with over 2.5 billion cards in the FICO Falcon Fraud Consortium
 - TONBELLER's proven risk-based and configurable compliance solutions provide risk and compliance officers superior capabilities to meet growing regulatory requirements
 - Together, FICO and TONBELLER will provide risk and compliance officers an integrated view on fraud prevention and compliance leveraging advanced analytics and minimizing risk, fraud, and operating costs
- **TONBELLER management team and employees will continue with FICO and continue to provide industry thought leadership**

Financial Crime: Major Issue for Organizations Worldwide

Attempts to funnel funds from illegal activities into financial systems occur on a regular basis ...

Increasing regulations from governments worldwide to prevent financial crimes...

Non-compliance leading to large fines and reputational risks



- FATF Recommendations
- 3rd and 4th EU Money Laundering Directive
- Bank Secrecy Act
- USA Patriot Act
- FCPA and UK Bribery Act
- Sarbanes Oxley Act
- Tax legislations such as FATCA and CRS



Industry Trends Driving Need for an Enterprise-Class Financial Crime Prevention and Compliance Suite

Risk of non-compliance is not only costly, but can affect the firm's reputation

- Chief Risk Officers (CROs) are under increasing pressure from regulators to enhance compliance programs
- Financial and criminal penalties are at an all-time high (in the \$ billions over the past few years), and can be assessed both at company and/or personal level
- Boards are now required to sign-off on programs; in some cases the firm can be shut down for violations

Evolving regulatory requirements globally are forcing a more rapid ability to respond

- CROs are facing continual challenges in adapting programs to increasingly stringent regulations
- Global alignment of regulations drives new requirements for customer risk management and monitoring
- Dynamic information flow and increasing speeds for transactions require quicker responses - in some cases real-time

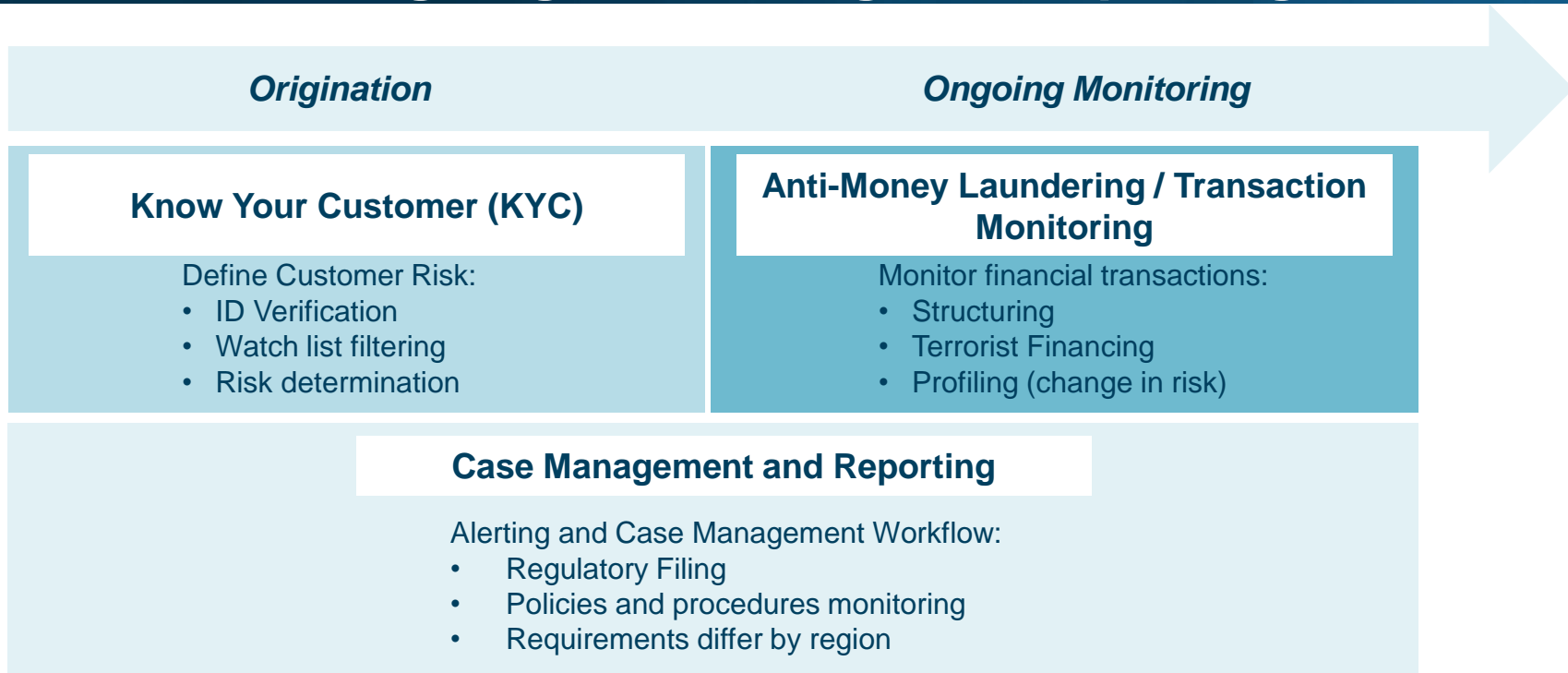
Rapid growth in channels and products requires a holistic view of customer risk

- As firms expand, new products and channels are presenting many new ways for crime to be committed
- Complexity of environments presents a particular challenge for monitoring across all channels, products and customers
- Consistent, real-time monitoring using a standard risk framework and tools means more rapid response with higher quality in compliance reporting

Increasing costs are driving an integrated solution strategy

- Every regulatory change means a change in programs, monitoring scenarios, and reporting practices
- A common platform that integrates the view of risk across customers is the most cost-effective way to manage compliance

Prevention and Compliance Begin with KYC and Continue with Ongoing Monitoring and Reporting



An integrated approach ensures ongoing compliance needs are met

TONBELLER Solutions: Control Risk, Maximize Compliance for Risk and Compliance Officers

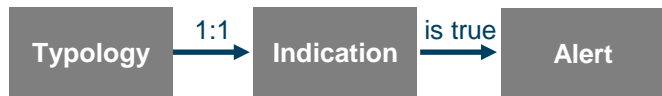
TONBELLER's Siron® product family is an integrated, enterprise-class solution suite that covers the entire spectrum of the governance, risk and compliance process to yield maximum effectiveness and efficiency in the fight against financial and white-collar crime

Financial Crime Regulation Compliance		Anti-Fraud & Risk Management		Governance	
Siron®AML Anti Money Laundering	Siron®FATCA Tax Compliance	Siron®FD/R Fraud Detection	Siron®RAS Risk Assessment	Siron®RCC Risk & Compliance Cockpit	Siron®ETL Data Integration
Siron®KYC Know Your Customer	Siron®EMBARGO Watch List Screening	Siron®MM Market Abuse	Scenario Simulation	Siron®ECD Management Dashboard	Analysis & Reporting

- Solutions are used by financial institutions, insurance companies, and commercial organizations worldwide to meet regulatory requirements
- Solution suite offers an end-to-end governance, risk and compliance solution that fully covers the manifold aspects of compliance, and addresses the broader sources of financial crime risk that enables better decision making
- Superior risk-based approach to minimize risk and maximize compliance while controlling operational costs

TONBELLER's Superior Risk-Based Approach Gives Organizations Flexibility to Deal with Growing Regulations

Competitors: Rule-Based Approach



Describes well-known behavior / proceeding of potential money launderers

Conditional structure + threshold



Applied to all customers



Examples:

- Smurfing
- Foreign payment transactions
- General account

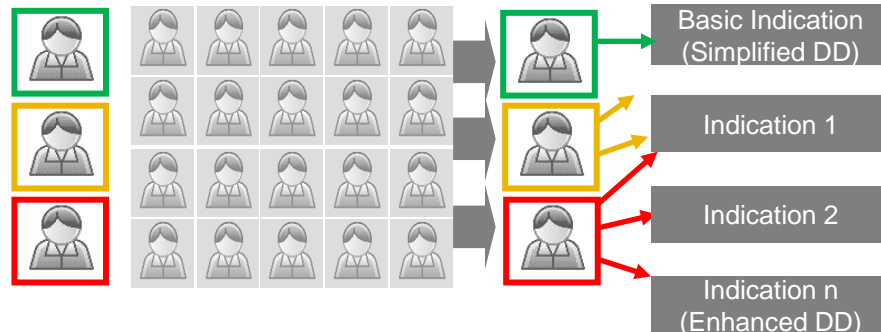
TONBELLER: Risk-Based Approach



Definition of risk groups for customers

Assignment of customers to risk groups

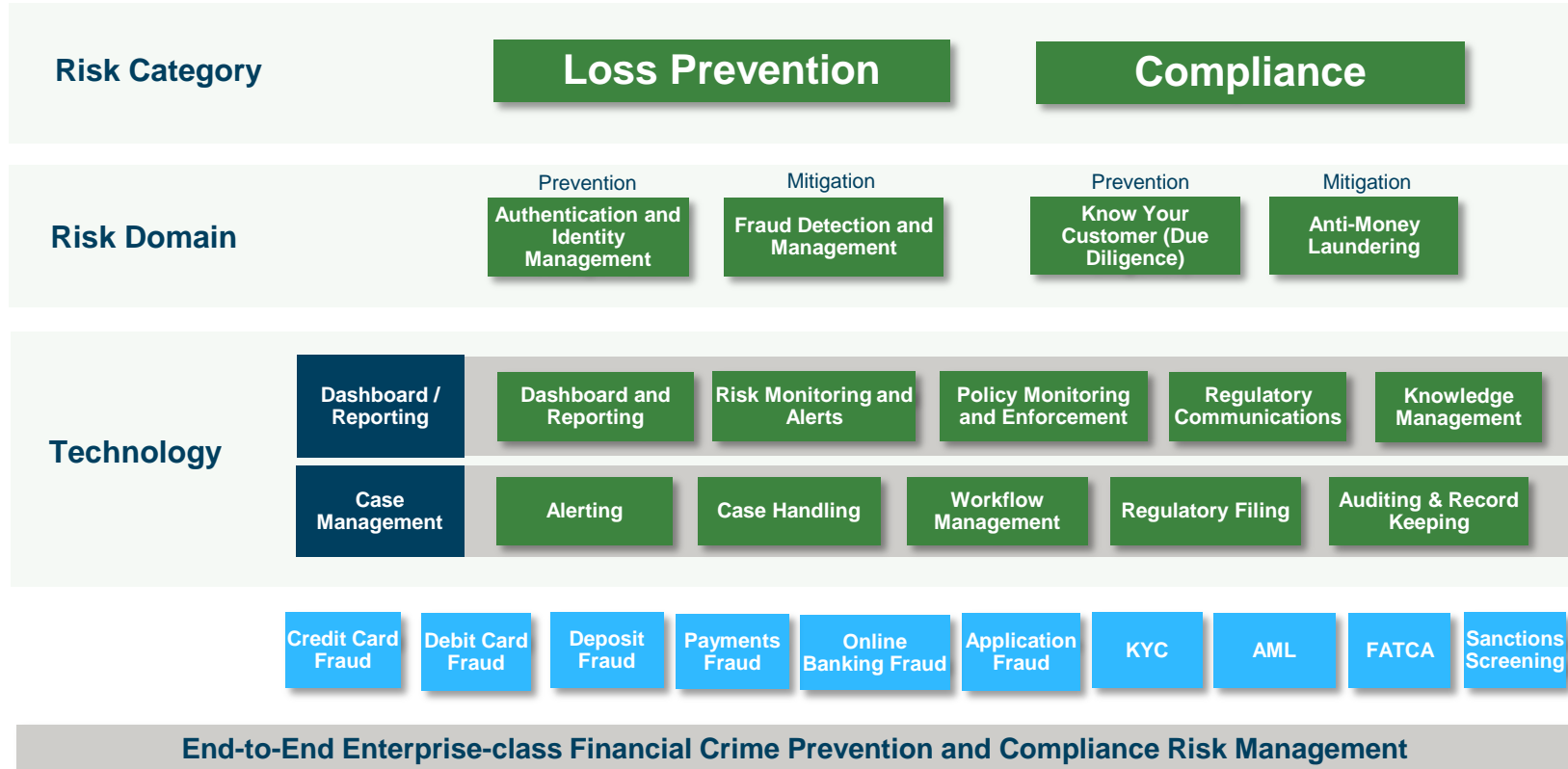
Indications for graduated monitoring and research



TONBELLER[®]
COMPLIANCE SOLUTIONS

- Dynamic categorization helps ensure efforts are spent on high-risk cases
- Significantly lower false positive rates
- Preferred approach for auditors and regulators to ensure transparency and consistency

FICO + TONBELLER: Integrated Risk-Based Solution for Financial Crime Prevention and Compliance



TONBELLER is a Unique Fit with FICO

- **Comprehensive suite of compliance solutions**
 - Leverages risk-based approach for transparent and dynamic alignment to evolving regulatory objectives
 - End-to-end risk management approach covers the entire customer lifecycle
- **Demonstrated market success and recognition**
 - More than 50 billion transactions across 250 million accounts are monitored by TONBELLER
 - Established partner network in EMEA, APAC, and Americas
 - Awarded top ratings by CEB TowerGroup, Chartis, and Ovum
- **Complements FICO's leadership in fraud, analytics and risk management**
 - Adds strong domain expertise in compliance
 - Extends FICO Falcon Platform with compliance offerings and capabilities
 - Strengthens FICO risk management offerings in originations
 - Complements FICO Model Central solution for financial risk management

TONBELLER Clients Include Some of the Largest Global Brands Across Numerous Industries



Banking

Retail

Commercial

Investment

Private

Wholesale

Leasing

Correspondence

Insurance

Corporate

Over 1000 customers across 90 countries

Ecobank Thinks Global and Acts Local with TONBELLER



- Established in 1985 and with headquarters in Lomé, Togo
- Represented in 40 countries worldwide (Africa, France, UK, Dubai and China)
- Largest employer in the financial sector in Middle Africa with nearly 20,000 employees
- Total assets of \$22.5 billion and net revenue of \$2 billion in 2013
- Listed on the stock exchanges of Abidjan, Lagos and Accra

Challenge and Approach

- Strengthen governance and embed best practices in controls and risk management
- Comply with a growing body of local and global regulations
- Monitor transactions in real time
- Customer due diligence to identify individuals on sanction lists and possible money laundering
- Integration with the current IT landscape
- Flexibility to adapt to evolving compliance frameworks
- Operational and IT efficiency

Results/Benefits

- Report to management and board on trends and patterns of risk over time on a regular basis by the end of 2014
- Addressed the direct compliance and regulatory requirements
- Information from this system grants support to the business through increased customer insight
- Helps Ecobank know and serve customers better to meet its mission

ABLV Standardizes on Configurable Solution from TONBELLER



ABLV

- ABLV Bank is the second largest bank in Latvia
- Currently 768 employees work in the bank
- Wide spectrum of banking, investment and advisory services
- Vision is to offer the most highly valued private banking experience based on a unique client understanding
- Rigorous due diligence on potential clients and sources of funds
- Directly supervised by ECB in cooperation with FCMC within the frames of ECB's single supervisory mechanism

Challenge and Approach

- Comprehensive compliance with local and international regulations
- A solution that would be cost-effective and aligned with IT strategy
- Escape from the various self-made IT systems
- ABLV Bank worked with one of the leading worldwide auditing companies to define the bank's business, functional and technological (BFT) requirements in order to provide software vendors with a detailed specification of the bank's expectations of a compliance solution

Results/Benefits

- Siron® has been considered to be flexible enough to adapt to a bank's IT environment without imposing a heavy development burden: it is configured through the graphical interface
- Siron®KYC module is used in conjunction with CRM system to run automatic checks of new and current clients, for example against sanction lists
- Siron®AML module helps to run due diligence checks of clients' past activity to exclude potential threats of illegal funds sources

High Customer Satisfaction with TONBELLER Solutions



“Before we installed Siron®AML from TONBELLER in late June 2004, we were confronted with a pile of paper listing potentially suspicious transactions on a daily basis. By the end of the month, it had become a mountain. After the successful implementation, we could use our time more productively, as Siron®AML separated the genuinely suspicious transactions from the numerous false positives.... I find the entire solution technically superb since the integration with Siron®AML already ensures that potential PEPs are treated with enhanced due diligence “

Olaf Schanz

Anti-Money Laundering (AML) Officer, Kreissparkasse Esslingen-Nuertingen



”Siron®AML adhered most closely to our requirements in terms of ease to use, technological viability, flexibility, TCO and future growth. With Siron®AML, BHFМ can not only fulfill the requirements of international rules and regulations but also combat money laundering and the financing of terrorism with one of the most sophisticated and widely-used AML tools in the world.”

Mr. S. De Challmaison

Group Compliance Officer, BHFМ

FICO and TONBELLER Combination Provides Clear Benefits for Clients and Partners

- **FICO Customers**

- FICO is already a leading choice of Chief Risk Officers (“CRO”) for fraud, risk management and analytics
- With increased focus on regulatory requirements, FICO can meet growing needs of CROs in compliance space
- The combination offers a single-source for all fraud management, risk and compliance needs

- **TONBELLER Customers**

- TONBELLER customers now have access to a broad array of FICO products that provide the best-of-breed solutions such as in enterprise fraud management with its FICO Falcon Platform and financial risk modelling with its FICO Model Central solution
- FICO’s global presence will enhance the ability to meet the needs of global financial organizations

- **FICO and TONBELLER Partners**

- Partners can expect to see expanded opportunities for value-added solutions via access to a more complete set of applications and technology available for reselling
- SIs will gain a strategic partner for the most complete of fraud and compliance solutions

FICO and TONBELLER: A Winning Combination

- FICO and TONBELLER will create the first integrated, risk-based solution for financial crime prevention and compliance (FCC)
- Depth and breadth of TONBELLER compliance management capabilities, combined with FICO's innovations in fraud management, analytics and risk management offers unprecedented differentiation in the market
- Customers have single source for both fraud and compliance solutions from a global leader
- TONBELLER and FICO partner networks gain new solutions and access to new markets and have the backing of a large global organization that continues to invest in analytic innovation