

experience success

simplify experience | harness data | stay ahead | be efficient

State of the Business & Investment Thesis

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amdocs

embrace challenge eXperience success

Agenda

Summary of 2013–14

Vision for growth

Investment thesis

About Amdocs

- We are an **advanced IT technology** company focused on **customer experience** and well aligned with communication industry **early adopters**
- **Unique product-led services** model provides a **sustainable** competitive advantage – **accountability model**
- **Simplify** the environment and improve **customer experience** within an increasingly **complex and hyper-connected** world
- **Multi-dimensional** expansion through our **highly integrated** product set, **software-oriented** services, **geographic** expansion and new business lines
- **Experienced** management team with **considerable depth**

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Scorecard 2013–14

Core growth

- ✓ CES 9.x
- ✓ Real-time IT
- ✓ Emerging markets
- ✓ Software-based managed services



Leverage market dynamics

- ✗ Build on continued service provider consolidation
- ✗ Emerging lines of business for service providers



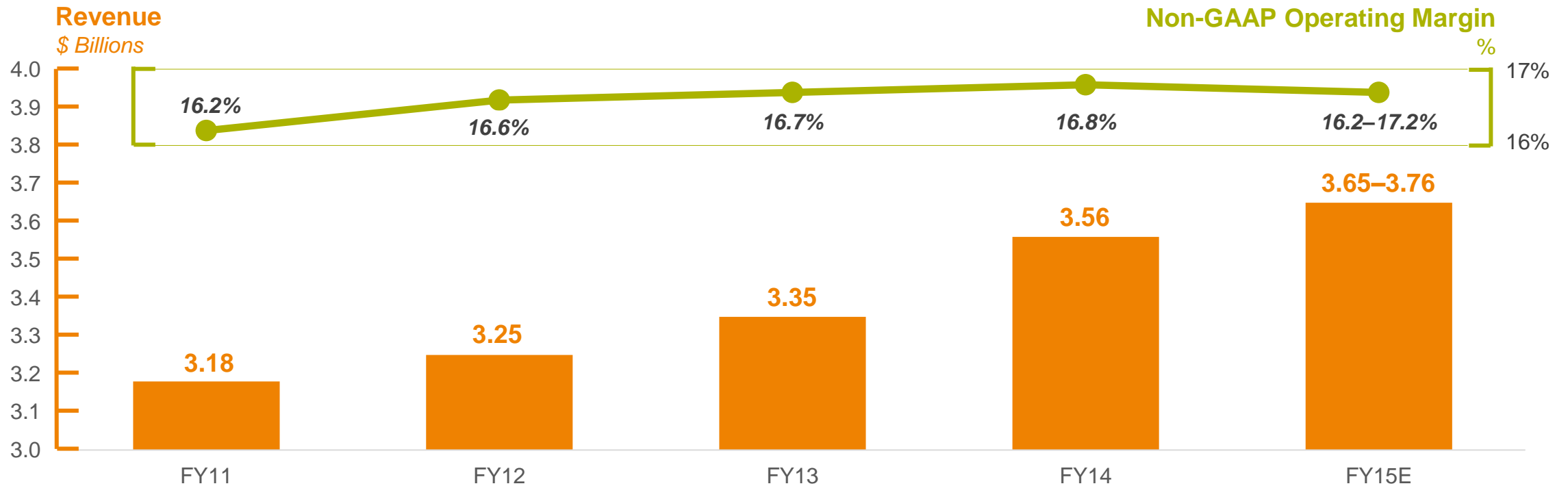
Capitalize on adjacencies

- ✓ Address new markets with direct synergies to core
- ✗ Expanded services capabilities in Prime SI, consulting, and outsourcing
- ✗ Enhanced video offering



Solid financial performance

Fueled by high win rate and strategic M&A



- Consistent revenue growth fueled by high win rate and strategic M&A
- Stable margins reflecting a constant focus on operating execution and improvement of the “internal machine”
- Robust free cash flow generation well ahead of expectations

Core Leadership

We solidified our position, riding and monetizing the “waves”

Market Needs

Prepaid → postpaid
Addressing data consumption

Consolidation

End-user simplification

Operational efficiency

Amdocs Approach

Expansion in emerging markets



Brazil



Mexico



Chile



Peru



Indonesia

*Turbo
charging*

Expand relationship
with **today's** kings



Multi-channel self-service
Multi-play and SMB offerings

RAN optimization
Managed Services

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Riding the waves of tomorrow

Market Needs

Geo maturity / New Geos

Consolidation

New lines of business
Multi-play

Intelligent customer
experience

New modes of operations

Amdocs Approach - Examples

Expansion of installed base



India



Mexico



Russia



Germany

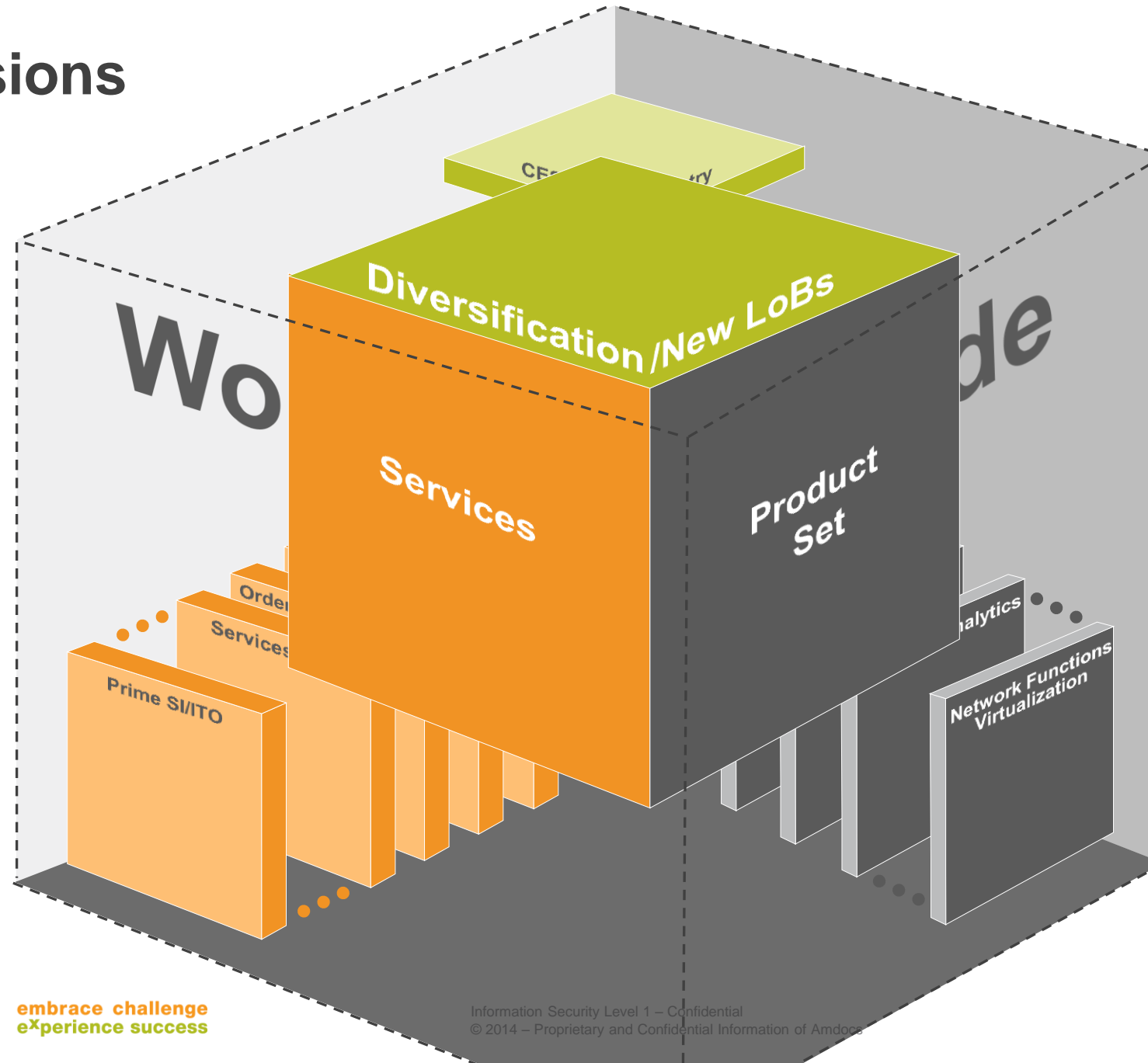


Mobile Financial Services
Internet of Things / Connected X

Big data and analytics
Contextual omni-channel

Network Functions Virtualization
Services 3.0

Multi-dimensions of growth



In Summary: opportunities in 2015-17

Core Leadership

- **CES portfolio leadership**
- **Expand customer base:** multi-affiliates; APAC and CALA; new markets
- Increase business fundamentals with **software-based managed services**

Growth Pillars

- **Network Software:** Win the 'IN-IT' race – network virtualization, Next-Gen OSS, Radio Access Network
- **Big Data Analytics:** Differentiate customer experience and drive operational efficiency
- **Mobile Financial Services:** Address demand for affordable banking
- **Services 3.0:** Expand our services-led offerings

Adjacent Moves

- **New domains** (direct synergies to core): Internet of Things, video
- **Expansion via M&A:** Technology, consolidation, diversification

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Investment thesis

Balancing act: Maximizing shareholder value while investing in long-term growth

- **Long-standing** customer relationships, with strong **backlog visibility** and a high level of **recurring** revenues
- Superior industry **win rate** resulting in **faster** than market growth
- **Well-oiled machine** with stable-to-improving **profitability** over time
- **Robust free cash flow** generation and strong **balance sheet**
- **Flexibility** and **strong track record** in executing **M&A**
- **Engaged** and **shareholder friendly** management team focused on **value creation** for the short and long term

Thank you

