

experience success

simplify experience | harness data | stay ahead | be efficient

Amdocs: Market and investment opportunity

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amdocs

embrace challenge **e**xperience success

Outline

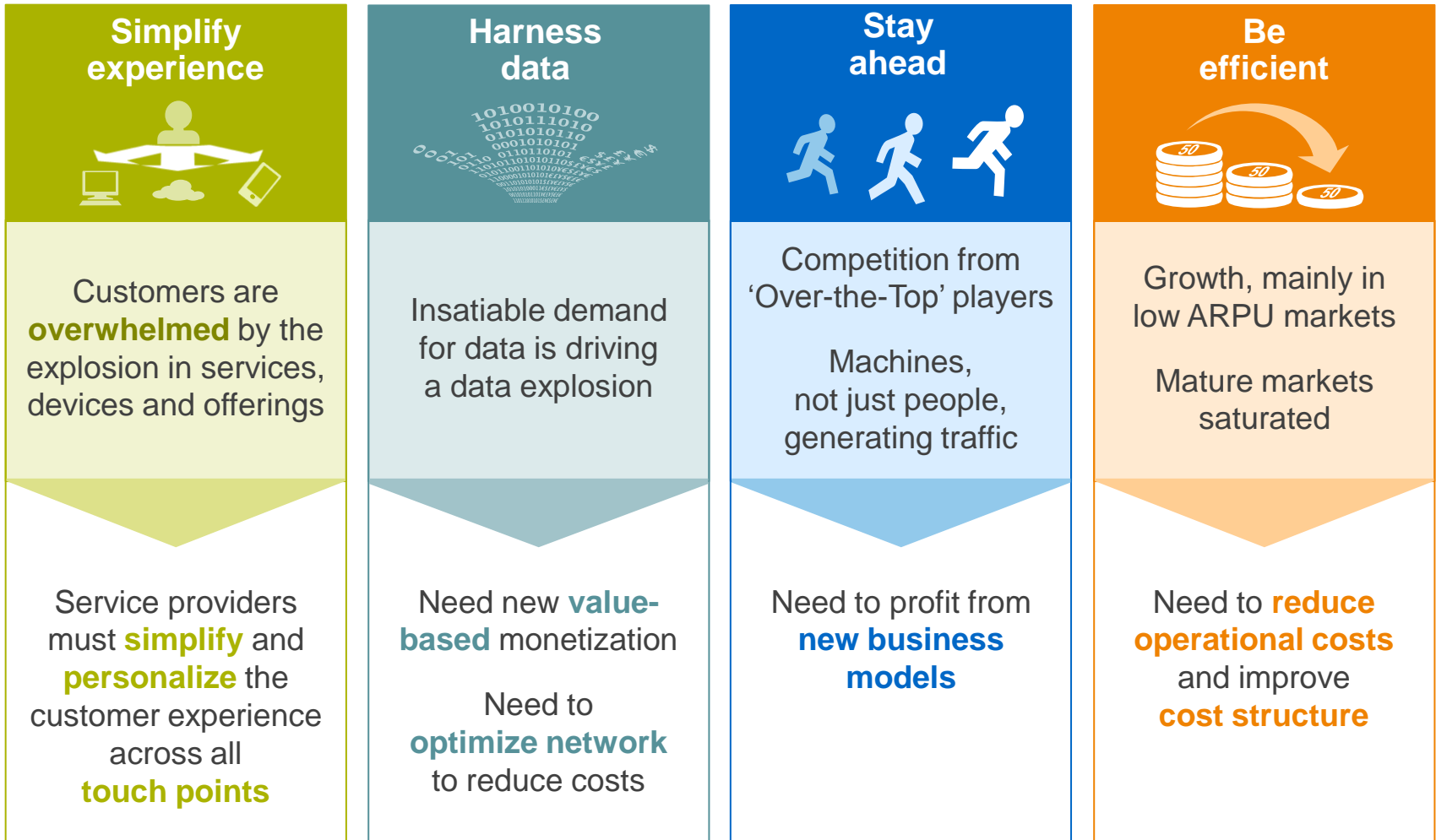
✓ Amdocs in 2011/12

- The market today
- Scorecard
- Experience success

Growth opportunities 2013-15



The market today: Four **Avenues** to SP success



The last 18 months: a scorecard

Growth engines

- ✓ Managed services
- ✓ Emerging markets
- ✓ Converged BSS

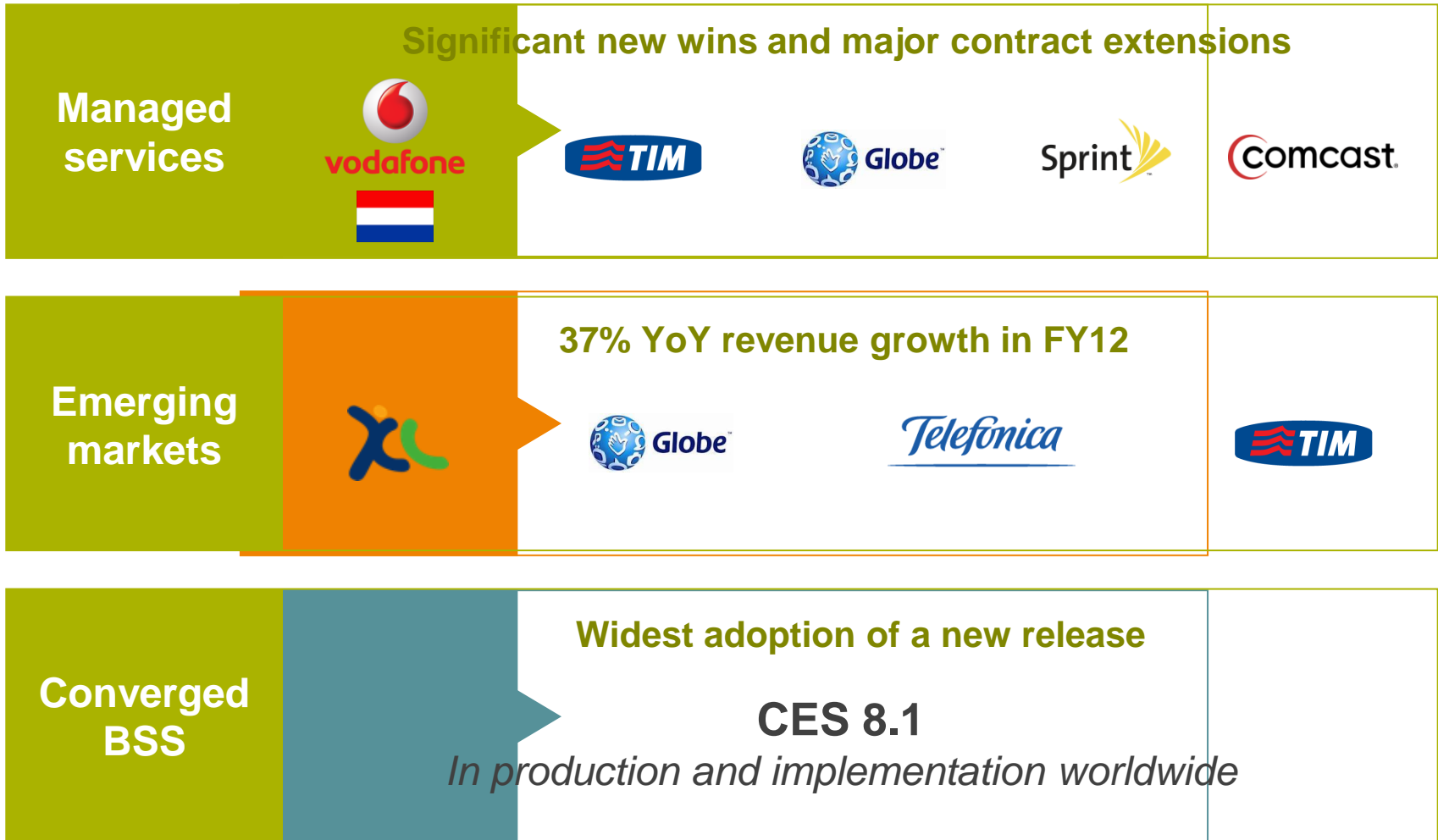
Diamonds in the rough

- ✓ OSS
- ✓ European reacceleration
- ✗ Digital services
- ✗ Cable & satellite transformation

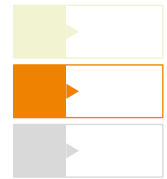
Global SP consolidation

- ✗ North America
- ✗ International

Growth engines



Diamonds in the rough



OSS

OSS growth including first OSS managed services deal in CALA



Europe

Europe outpaced the market with **10% YoY** revenue growth in FY12

Digital services

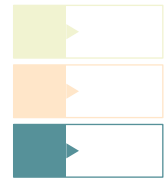
Refocused the organization, launched new solutions: Connected Home (CH), M2M, Mobile Payments

Cable and satellite

NA: major transformation still slow; contract extension and expansion with Comcast and DIRECTV
ROW: good progress



Global SP consolidation



North America consolidation

at&t

••T••Mobile•

••T••Mobile•

••T••Mobile•

metroPCS
Wireless for All.

SoftBank

Sprint

In process

International consolidation

••T Deutsche Telekom

vivo Telefonica

PT oi

am3rica m3vil

am3rica m3vil

TELEKOM AUSTRIA

kpn

Amdocs in action

Simplify experience




Sprint
i-Care

U.S. Cellular
The way people talk around here.™

J:COM

Harness data




4G LTE Why MetroPCS? Blazing-fast 4G LTE.

metroPCS
Wireless for All.


Europe

Multi-property policy deployment

Stay ahead



iPhone 5



at&t

Video billing

APAC

Prepaid TV: industry innovations

APAC

Mobile payments platform

Be efficient



vodafone



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Outline





Amdocs in 2011/12

- The market today
- Scorecard
- Experience success

✓ Growth opportunities 2013-15



Amdocs: The way forward

<h2>Simplify experience</h2> 	<h2>Harness data</h2> 	<h2>Stay ahead</h2> 	<h2>Be efficient</h2> 
<ul style="list-style-type: none">• Seamless omni-channel experience• Driving care from the call center to the device (unassisted)	<ul style="list-style-type: none">• Real-time charging and policy• Rapidly launch and dynamically monetize next gen networks	<ul style="list-style-type: none">• Accelerate innovation• Drive Small-Medium Business revenues	<ul style="list-style-type: none">• Embrace Big Data• Enable Cloud strategy• Operational peace of mind• Step change in performance

Expanding our offering across the four pillars

<ul style="list-style-type: none">• Big Data apps and analytics	<ul style="list-style-type: none">• Heterogeneous Networks	<ul style="list-style-type: none">• Mobile Payments	<ul style="list-style-type: none">• Expanded services
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2013-15 opportunities

Core growth

- CES 9
- “Real-time IT”
- Emerging markets
- ‘Software-based’ managed services

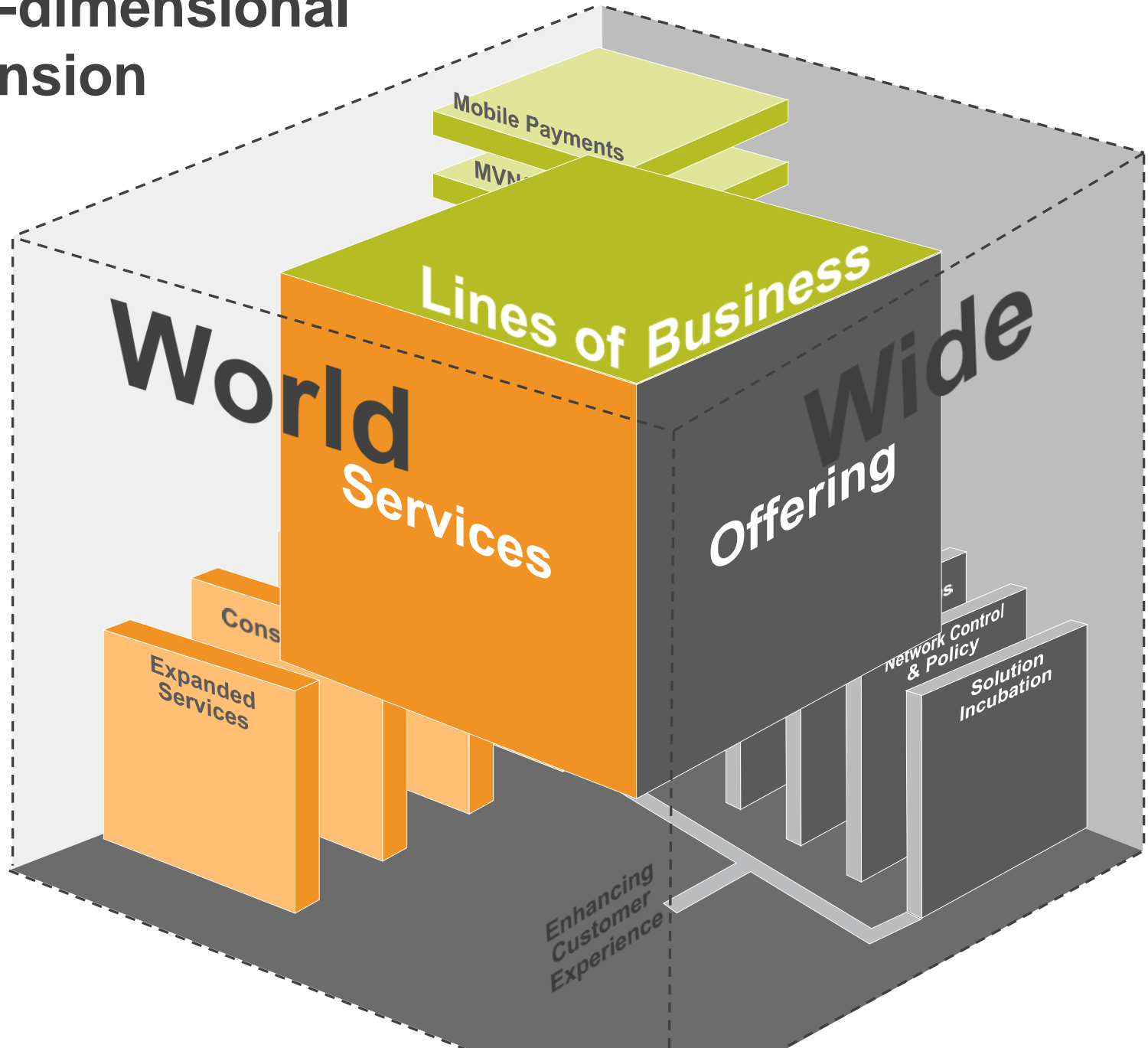
Leverage market dynamics

- Build on continued service provider consolidation
- Emerging lines of business for service providers (e.g. M2M, CH)

Capitalize on adjacencies

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

Multi-dimensional expansion



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