

2022

Sales League Table Report 2022



An Industry Barometer of

Bankwide, Retail Banking, Wholesale
Banking, Wealth Management and Other
Areas

Analysis of Leadership Club, SLT Special
Awards, and SLT Leaderboard



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2.0 IBS Intelligence Annual Global Sales League Table | 2022

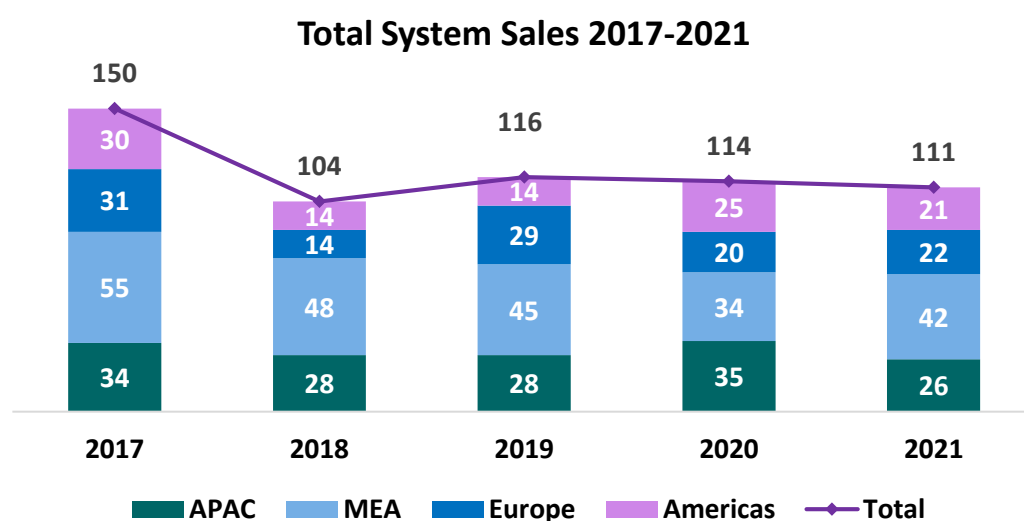
Table 1: IBSi Sales League Table 2022 | Annual Global Sales League Table

(Different colour codes indicate different system types. Please refer to end of the table for the legend.)

#	Product	Supplier	New-name customers signed in 2021 (Previous years in brackets, with most recent first)
1	Intellect iGCB	Intellect Design Arena	52+ (18+, 14+, 7+)
2	Temenos Core Banking Services (Temenos Transact)	Temenos	49 (48 ,51, 43, 45, 43,34, 37, 35, 34, 27, 38, 40, 40, 44, 40, 32, 28, 24, 32, 36, 42, 34, 33, 19, 15, 10, 29, 7, 9)
3	Intellect Digital Lending	Intellect Design Arena	28+ (15+)
4	MX.3	Murex	25 (19 ,17, 14, 12, 15, 11, 12, 9, 8, 9, 7, 11, 12, 15, 5)
5	Calypso	Adenza	24 (16 ,11, 11, 14, 13, 15, 14, 9, 14, 12, 19, 15, 14, 22, 14, 15, 8, 6, 7, 2, 3, 1)
6	Sopra Financing Platform	Sopra Banking Software	19 (9)
7	Vault	Thought Machine	12+
8	Intellect Treasury	Intellect Design Arena	12+ (4)
9	Finacle Digital Banking Solution Suite	Infosys Finacle	8+ (17+)
10	Finacle Digital Banking Solution Suite	Infosys Finacle	8+ (16+)
11	Azentio Lending	Azentio Software (3i Infotech)	8+
12	Lend.Ezee	EpikInDiFi	7+
13	Sopra Banking Platform	Sopra Banking Software	7 (13)
14	Azentio Islamic Banking	Azentio Software (3i Infotech)	7
15	TCS BaNCS	TCS Financial Solutions	7+ (11+ ,15+, 13+, 18+, 17+, 11, 8+ ,8, 9+, 13+, 13+, 17+, 23, 31, 25, 14, 8 , 6*, 9, 10, 10, 6, 8, 6, 9, 5)
16	Finacle Digital Banking Solution Suite	Infosys Finacle	6+ (1)
17	Fusion Essence	Finastra	6 (1 ,5, 2, 4, 5, 4, 3 ,2, 2, 4, 6, 1, 2)
18	Eximius PMS	Objectway	6 (1, 2)
19	ICS BANKS® Universal Banking Solution	ICS Financial Systems	5 (2, 1, 0*, 7, 9, 3, 0, 5, 4, 5, 5, 8, 6, 10, 11)
20	Synergies	Lyst Technologies	5
21	Synergies	Lyst Technologies	5
22	Finacle Digital Banking Solution Suite	Infosys Finacle	4+ (6+)
23	MoneyWare Wealth Management	EBIX Financial Technologies	4+ (1+, 1+, 3+, 4, 18, 7)
24	Avaloq Core	Avaloq	4 (6 ,7, 3, 3, 2, 5, 8 ,4, 9, 3, 7, 3, 5, 6, 4, 5, 1, 5 , 2, 1, 7)
25	Intellect Wealth Qube	Intellect Design Arena	4 (3)
26	Acumen.plus	Profile Software	4 (1 ,6, 7, 4)
27	Synergies	Lyst Technologies	4
28	AutoEscrow	Ascent Business	4
29	TCS BaNCS	TCS Financial Solutions	4+
30	Fusion Kondor	Finastra	3+ (2, 4)
31	Kiya.ai Digital Core Banking Solution	Kiya.ai	3+
32	COBIS Inclusion	Cobiscorp	3 (6, 0*, 3)
33	ICBS	BML Istisharat	3 (2, 3, 2, 2, 1, 4, 1 ,3, 1, 3, 3, 6, 6, 5, 5, 3, 4, 3, 2, 3, 5, 3, 4)
34	MicrofinancePLus	EgabiFSI	3 (1, 0*, 4)
35	CreditQuest	Software Group	3

36	Bantotal Core Banking	Bantotal	2 (2, 2, 5, 3, 2, 5, 3, 5, 3, 5)
37	Azentio Lending	Azentio Software (3i Infotech)	2
38	Bpeople	Bantotal	2
39	ICS BANKS® Digital Banking Solution	ICS Financial Systems	2
40	Kiya.ai Digital Core Banking Solution	Kiya.ai	1+
41	MIMICS Banking Software	MIMICS, Inc	1+
42	Cyberbank Core + Digital	Technisys	1+
43	Synergies	Lyst Technologies	1 (5, 0*, 2, 5)
44	Synergies	Lyst Technologies	1 (5)
45	Loxon Collection System	Loxon	1 (3, 3, 0*, 2)
46	ConsumerPlus	EgabiFSI	1 (3)
47	CapitalBanker	Capital Banking Solutions	1 (2, 2, 0*, 3, 0*, 1, 2, 2, 3, 4, 3)
48	Finacle Digital Banking Solution Suite	Infosys Finacle	1 (1+)
49	Fusion Loan IQ	Finastra	1 (1+)
50	Axia	Profile Software	1 (1, 1, 2, 0*, 1)
51	OLYMPIC Banking System	ERI Bancaire	1 (1)
52	BankPLus	EgabiFSI	1 (1)
53	CapitalBanker	Capital Banking Solutions	1 (1)
54	LeasePlus	EgabiFSI	1 (1)
55	OLYMPIC Banking System	ERI Bancaire	1 (0*, 4, 1, 3, 2, 2, 3, 1, 2, 3, 3, 5, 2, 9, 7, 4, 6, 3, 14, 18, 18, 24, 23, 25)
56	ICS BANKS® Islamic Banking Solution	ICS Financial Systems	1 (0*, 4)
57	Ababil	Millennium Information Solution	1 (0*, 1)
58	Intellect iGCB	Intellect Design Arena	1
59	BankPLus	EgabiFSI	1
60	Ababil	Millennium Information Solution	1
61	ScoringPlus	EgabiFSI	1
62	ScoringPlus	EgabiFSI	1
63	AutoBanker	Autosoft Dynamics	1
64	OPM - SMIT2	Objectway	1
65	Ebix Lending Suite	EbixCash Financial Technologies	1
66	COBIS Core Banking	Cobiscorp	1
67	COBIS Core Banking	Cobiscorp	1
68	AutoLOS	Autosoft Dynamics	1
69	AutoCREDIT Consumer	Autosoft Dynamics	1
70	CapitalLending	Capital Banking Solutions	1
71	FinFlowz	Profinch	1
72	AutoCOLLECT	Autosoft Dynamics	1
73	Avaloq Wealth	Avaloq	1
74	AutoCREDIT Corporate	Autosoft Dynamics	1
75	Azentio Treasury	Azentio Software (3i Infotech)	1
76	BX AFS, BX PF	Bankware Global	1
77	Lending Front-End	Asseco	1
78	LOS Mobile App	Autosoft Dynamics	1
79	Fusion Phoenix	Finastra	0*+ (1+)

Figure 5: Market Trend for Universal Banking | Core: Geographic Break-up



4.1.2 Universal Banking | Core | Sales League Table

Table 3: IBSi Sales League Table 2022 – Universal Banking | Core

#	Product	Supplier	# Deals (Previous years in bracket)
1	Temenos Core Banking Services (Temenos Transact)	Temenos	49 (48, 51, 43, 45, 43, 34, 37, 35, 34, 27, 38, 40, 40, 44, 40, 32, 28, 24, 32, 36, 42, 34, 33, 19, 15, 10, 29, 7, 9)
2	Finacle Digital Banking Solution Suite	Infosys Finacle	8+ (17+)
3	Azentio Islamic Banking	Azentio Software (3i Infotech)	7
4	TCS BaNCS	TCS Financial Solutions	7+ (11+, 15+, 13+, 18+, 17+, 11, 8+, 8, 9+, 13+, 13+, 17+, 23, 31, 25, 14, 8, 6*, 9, 10, 10, 6, 8, 6, 9, 5)
5	Fusion Essence	Finastra	6 (1, 5, 2, 4, 5, 4, 3, 2, 2, 4, 6, 1, 2)
6	ICS BANKS ®Universal Banking Solution	ICS Financial Systems	5 (2, 1, 0*, 7, 9, 3, 0, 5, 4, 5, 5, 8, 6, 10, 11)
7	ICBS (Integrated Computerized Banking System)	BML Istisharat	3 (2, 3, 2, 2, 1, 4, 1, 3, 1, 3, 3, 6, 6, 5, 5, 3, 4, 3, 2, 3, 5, 3, 4)
8	COBIS Inclusion	Cobiscorp	2
9	Kiya.ai Digital Core Banking Solution	Kiya.ai	1+
10	Cyberbank Core + Digital	Technisys	1+
11	CapitalBanker	Capital Banking Solutions	1 (2, 2, 0, 3, 0*, 1, 2, 2, 3, 4, 3)
12	Synergies	Lyst Technologies	1 (5, 0*, 2, 5)
13	OLYMPIC Banking System	ERI Bancaire	1 (1)
14	ICS BANKS ®Islamic Banking Solution	ICS Financial Systems	1 (0*, 4)
15	Ababil	Millennium Information Solution	1 (0*, 1)
16	ICS BANKS ®Digital Banking Solution	ICS Financial Systems	1
17	TCS BaNCS and Quartz Solutions	TCS Financial Solutions	1
18	COBIS Core Banking	Cobiscorp	1
19	MIMICS Banking Software	MIMICS, Inc	1
20	BankPLus	EgabiFSI	1

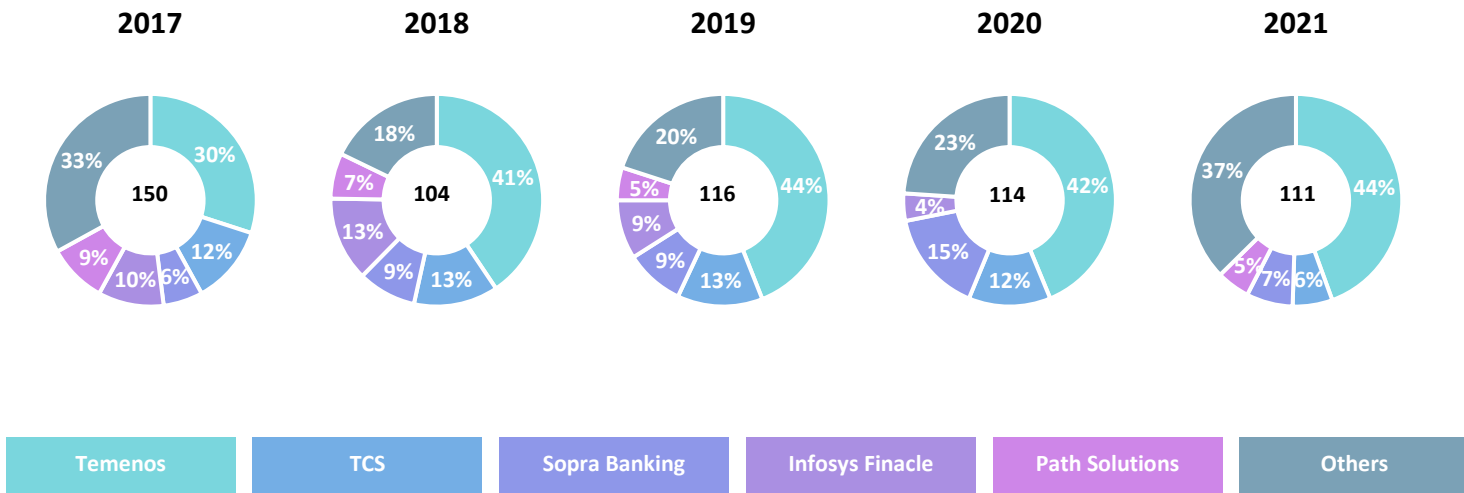
21	COBIS	Cobiscorp	0* (6, 0, 3)
22	iMAL	Path Solutions	0* (5, 6, 7, 13, 9, 4, 4, 10, 11, 3, 4, 13, 11, 14, 5, 5, 3)
23	Bantotal Internet Banking	Bantotal	0* (3)
24	PowerBanker	Capital Banking Solutions	0* (3, 3, 0, 1)
25	Quartz	TCS Financial Solutions	0* (3)
26	Avaloq Banking Software	Avaloq	0* (1)
27	BANQIN	Bank Genie	0* (1)
28	Bantotal Digital Onboarding	Bantotal	0* (1)
29	Kiya.ai Microfinance Solution	Kiya.ai	0* (1)
30	FMS.next	Profile Software	0* (1)
31	Finacle Core Banking	Infosys Finacle	0* (0*, 10+, 13+, 15+, 17+, 16, 9, 9, 14+, 12+, 8+, 14+, 14, 13, 3*, 13, 14, 9, 8, 11, 9, 2)
32	Sopra Banking Platform	Sopra Banking Software	0* (0*, 10, 0, 6, 10, 4, 2, 2, 5, 2, 7, 3, 4, 3, 7, 3, 5, 2, 5, 1, 1, 3)
33	Fusion Equation	Finastra	0* (0*, 2, 1)
34	Cyberbank Core	Technisys	0* (0*, 1, 2, 2, 0*, 0, 0, 1*, 1*)
35	SAB AT	Sopra Banking Software	0* (0*, 1, 1, 2, 5, 2, 2, 8, 7, 2, 2, 6, 2, 7, 6, 8)
36	MIMICS Core Processing System	MIMICS, Inc	0* (0*, 1)
37	Sopra Banking Amplitude	Sopra Banking Software	0* (0*, 0, 9, 3, 13, 11, 5, 3, 3, 5, 5, 3, 6, 7, 9, 3, 7, 12, 9)
38	Ethix	International Turnkey Systems (ITS)	0* (0*, 0*, 3, 0*, 4, 0*, 5, 1, 4, 3)
39	RS-Bank	R-Style Softlab	0* (0*, 0*, 2)
40	AutoBANKER Premium	Autosoft Dynamics	0* (0*, 0, 1, 1, 0*, 0, 1, 2, 3, 1, 1, 0, 0, 0, 0, 1, 2, 1, 1)
41	SAP Transactional Banking	SAP	0* (0*, 0*, 0*, 10)
42	e-IBS	Datapro	0* (0*, 0*, 0*, 2, 5, 3, 6, 7, 1, 2, 8, 6)
43	Mercury	FIS	0* (0*, 0, 0+, 1, 1)
44	Bank 21 Century	Inversia	0* (0*, 0, 0+, 0+, 5+, 11, 10, 14, 12, 12, 18, 11, 10, 12, 15)
45	Abanks	Grupo ASI	0* (0*, 0, 0*, 0*, 5)
46	Horizon	FIS	0* (0*, 0, 0+, 0+, 3+)
47	IBS	FIS	0* (0*, 0, 0+, 0+, 1+)
48	Flexcube	Oracle FSS	0* (0*, 0*, 0*, 0*, 0*, 28, 27, 15, 17+, 28, 32, 33+, 39+, 20, 43, 37, 36)

Temenos Core Banking Services (Temenos Transact) maintained its leadership in the Universal Banking category by reporting 49 new customer deals. Temenos has had a stable performance over the years as the vendor signed 48 new customers in 2020. Africa and Europe are the significant contributors to Temenos as ~50% of its deals came from these two regions. Temenos signed a deal with Mbanq, a USA-based challenger bank and Trusted Novus Bank. Infosys Finacle captured 2nd place by recording eight deals in 2021. In 2020, Infosys recorded the highest number of deals for its Finacle Digital Banking Solution Suite.

Other consistent performers in this category are Azentio Islamic Banking of Azentio Software (3i Infotech), TCS BaNCS of TCS and Fusion Essence of Finastra. Azentio Islamic Banking and TCS BaNCS reported seven deals each, while Fusion Essence reported six deals. The share of other vendors has increased this year compared to the previous years. Temenos emerged as a market leader by recording ~44% of the total deals.

Total System Sales 2017 – 2021

Figure 6: Universal Banking | Core: Deals by Supplier 2017 – 2021



4.1.3 Universal Banking | Core | Digital Core | Sales League Table

Core banking systems have sat at the heart of banks' operations for decades. But with the banking landscape changing faster than ever – thanks to new digital innovations, regulations, and consumer expectations – many of these legacy platforms now struggle to keep pace. Legacy core has proven to have a long life, longer than many expected, but sooner or later, it poses more technical debt and residual cost than it is worth. Banks should plan to migrate to digital core soon to be in a better position to respond to new challenges that come along. Plans should be in place to migrate any legacy speciality core and then the main legacy core components over time.

The challenges inherent in legacy systems are why Thought Machine now does what it does. Thought Machine is a thriving fintech focused on helping banks become more flexible and agile in the Digital Core banking space. While Thought Machine has many Tier 1 bank clients, it is also working with challenger banks that want to move the market quickly.

With Open Banking and other regulations, it is easy for customers to switch banks. Banks are aware that customer experience (CX) determines customer loyalty, and that loyalty is now shorter and less sticky than ever. In response, banks are evaluating the role and promise of a new generation of digital core banking platforms that can help them retain market relevance and business resilience in their digital transformation journey.

In SLT 2022, Vault Core of Thought Machine has emerged as a category leader for the Digital Core category by recording 12 deals for the year.

4.2.3 Compliance Management | Sales League Table

Table 5: IBSi Sales League Table 2022 – Compliance Management

#	Product	Supplier	# Deals (Previous years in bracket)
1	Kiya.ai Universal Regtech Solution	Kiya.ai	34
2	Azentio AML	Azentio Software (3i Infotech)	21
3	Sopra Banking Platform	Sopra Banking Software	15 (2, 2)
4	ClauseMatch	ClauseMatch	10+ (6)
5	Fenergo SaaS	Fenergo	7
6	Synergies	Lyst Technologies	5
7	ACI Fraud Management	ACI Worldwide	4+
8	CapitalCompliance	Capital Banking Solutions	3 (1, 2, 2, 17)
9	EAGLE	Asseco	3 (0*, 2)
10	Legal Reports	Asseco	3
11	AML INTERFACE	Asseco	3
12	Anti-Money Laundering Suite	Tookitaki	2
13	TCS BaNCS	TCS Financial Solutions	1+ (0*, 2)
14	FinCluez	Profinch	1+
15	AutoCOMPLIANCE	Autosoft Dynamics	1 (2, 2)
16	ACI Merchant Fraud Management	ACI Worldwide	1
17	Quartz	TCS Financial Solutions	1
18	Fenergo On-Premise	Fenergo	1
19	TCS BaNCS and Quartz Solutions	TCS Financial Solutions	1
20	Fenergo Cloud	Fenergo	1
21	Kiya.ai Anti Money Laundering Solution	Kiya.ai	0* (21, 58, 14, 10, 13)
22	AMLOCK	Azentio Software (3i Infotech)	0* (15, 11)
23	CLM	Fenergo	0* (14)
24	Clari5 Real Time Anti-Money Laundering (AML) Solution	CustomerXPs	0* (3, 2)
25	Clari5 Real Time Enterprise Fraud Management (EFM) Solution	CustomerXPs	0* (3, 2)
26	iMAL	Path Solutions	0* (3, 4)
27	CCR.Ezee	EpikInDiFi	0* (2, 1)
28	RegulatoryPlus	EgabiFSI	0* (2)
29	Intellect iGCB	Intellect Design Arena	0* (2)
30	Kyzer TFRS	Kyzer	0* (1)
31	Clari5 Employee Fraud Monitoring and Prevention Solution	CustomerXPs	0* (1)
32	Clari5 Trade Finance Solution	CustomerXPs	0* (1)
33	FATCA & CRS	Asseco	0* (1)
34	Kiya.ai FATCA CRS Solution	Kiya.ai	0* (0*, 15)
35	Intellect Risk Management	Intellect Design Arena	0* (0*, 6)
36	COBIS Inclusion	Cobiscorp	0* (0*, 2)
37	Kiya.ai Anti Fraud Solution	Kiya.ai	0* (0*, 2)
38	Clari5 Card Fraud Management System	CustomerXPs	0* (0*, 1)
39	Fincraft IFRS Solution	Nelito Systems	0* (0*, 1)
40	MoneyWare Asset Management	EbixCash Financial Technologies	0* (0*, 1)

Compliance requirements in banking and finance are evolving exponentially. Now, more than ever, banks face tremendous pressure to put the right compliance policies and practices to address their unique business needs while maintaining compliance across jurisdictions. This issue is further compounded by ongoing regulatory changes such as PSD2, GDPR, FATCA, and CRS. Banking regulations are a necessary form of government regulation that subject banks to specific requirements, restrictions, and guidelines. These regulations are essential to upholding the soundness and integrity of the financial system. The combination of the instability of banks and their crucial facilitating role in the economy led to banking being thoroughly regulated. Another reason banks are thoroughly regulated is that, ultimately, no government can allow the banking system to fail. As a result, deals in Compliance management have seen significant growth in recent years.

Kiya.ai Universal Regtech Solution of Kiya.ai remained the market leader. The vendor signed 34 new deals across MEA and APAC regions, and the Middle East contributed the most. In the Middle East & Africa region, Kiya.ai signed deals with the leading banks in Qatar and Bahrain. Kiya.ai remains the category leader in the Compliance Management category, followed by Azentio AML of Azentio Software (3i Infotech). The vendor signed 21 deals. The geographic spread of these deals is interesting as the maximum number of systems were sold in the Middle East, followed by Africa and APAC. Sopra Banking Platform of Sopra Banking Software signed 15 deals and stood 3rd in the ranking order. The vendor signed most of the deals in Europe. Other significant players include ClauseMatch and Fenergo.

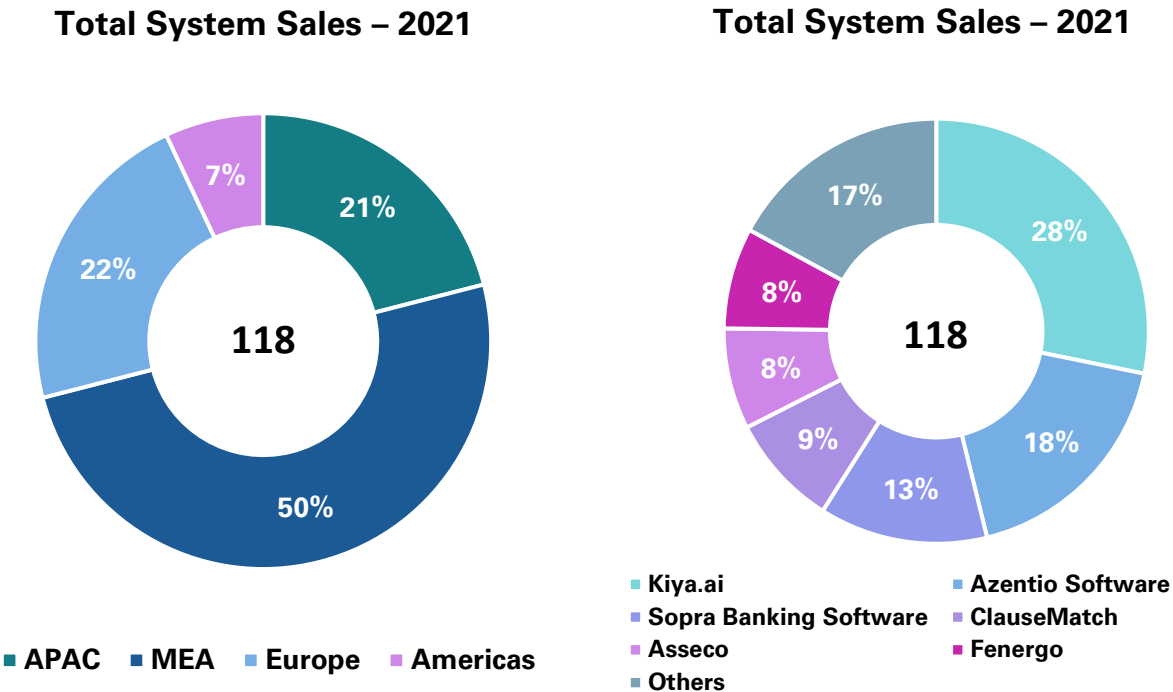


Figure 8: 2021 Deals Analysis – Compliance Management

5.2 Retail Banking – Lending | Retail

5.2.1 Market Trends

The Retail Lending market is experiencing consolidation, and the market has witnessed a 17% decline by reporting 69 deals from 14 different vendors. APAC and MEA regions led the market by holding 46% and 41% of the share, and Europe and the Americas combinedly control a 13% share of the market. The dominance of the MEA region was primarily the Middle East, which experienced an exponential increase in demand of more than 100%.

5.2.2 Lending | Retail | Sales League Table

Table 8: IBSi Sales League Table 2022 – Lending | Retail

#	Product	Supplier	# Deals (Previous years in bracket)
1	Intellect Digital Lending	Intellect Design Arena	28+ (15+)
2	Finacle Digital Banking Solution Suite	Infosys Finacle	8+ (16+)
3	Azentio Lending	Azentio Software (3i Infotech) (3i Infotech)	8+
4	Synergies	Lyst Technologies	5
5	MicrofinancePLUS	EgabiFSI	3 (1, 0, 4)
6	Kiya.ai Digital Core Banking Solution	Kiya.ai	3
7	Bpeople	Bantotal	2
8	Loxon Collection System	Loxon	1 (3, 3, 0, 2)
9	ConsumerPlus	EgabiFSI	1 (3)
10	LOS Mobile App	Autosoft Dynamics	1
11	BX AFS, BX PF	Bankware Global	1
12	AutoLOS	Autosoft Dynamics	1
13	CapitalLending	Capital Banking Solutions	1
14	Lending Front-End	Asseco	1
15	Ebix Lending Suite	EbixCash Financial Technologies	1
16	ScoringPlus	EgabiFSI	1
17	AutoCOLLECT	Autosoft Dynamics	1
18	AutoCREDIT Consumer	Autosoft Dynamics	1
19	FinFlowz	Profinch	1
20	Lend.Ezee	EpikInDiFi	0* (11+)
21	Kastle Universal Lending Solution	Azentio Software (3i Infotech) (3i Infotech)	0* (6, 5+)
22	Mortgage plus	EgabiFSI	0* (4)
23	BX PF	Bankware Global	0* (3)
24	Sopra Banking Platform	Sopra Banking Software	0* (3)
25	FinnOne Neo	Nucleus Software	0* (2+, 8+, 6+, 7+, 5, 3, 8, 7, 14, 27, 13, 17, 16, 17, 11, 9)
26	EbixCash Debt Collections	EbixCash Financial Technologies	0* (2+)
27	EbixCash Lending Management	EbixCash Financial Technologies	0* (2)
28	EbixCash Lending Origination	EbixCash Financial Technologies	0* (2+)
29	Kiya.ai Loan Origination Solution	Kiya.ai	0* (2+)
30	Sopra Financing Platform	Sopra Banking Software	0* (2)

31	Fusion CreditQuest	Finastra	0* (1, 2+, 1)
32	Bantotal Core	Bantotal	0* (1)
33	Blenderpay TM	Blender	0* (1)
34	Kiya.ai Loan Management Solution	Kiya.ai	0* (1)
35	FinnOne	Nucleus Software	0* (1)
36	iMAL	Path Solutions	0* (1)

With 28 deals, Intellect Digital Lending of Intellect Design Arena secured the top spot and emerged as a market leader in this category. Share of Intellect increased from 18% in 2020 to 41% in 2021. Intellect reported most of its deals in APAC, followed by the Middle East. Finacle Digital Banking Solution Suite of Infosys Finacle and Azentio Lending of Azentio Software (3i Infotech) reported eight deals each and secured 2nd place in the ranking order. Infosys Finacle also reported most of its deals from the APAC region, while Azentio Software (3i Infotech) bagged most of the deals from the Middle East. In the Middle East, Azentio Software (3i Infotech) signed up with one of the leading Islamic Sharia focused financing solutions providers Finzey Finance.

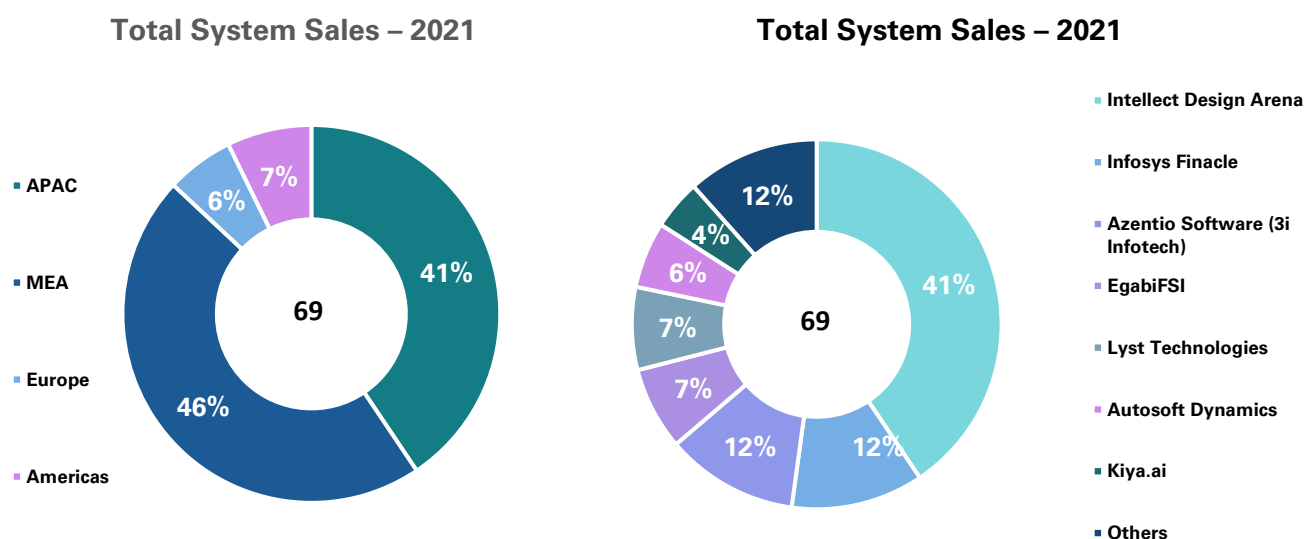


Figure 13: 2021 Deals Analysis – Lending | Retail

5.3 Retail Banking – Digital Banking & Channels

5.3.1 Market Trends

Traditional banking operations and processes globally are in a state of flux as banking customers become more tech-savvy and embrace digital devices and technologies for financial transactions. Individuals are increasingly adopting digital methods to conduct their financial transactions, and the trend is expected to continue as people become familiar with digital ways of managing their finances.

Banks are now utilising digital channels and services as much as possible to reduce their service and overhead costs. Banks and FIs are realising the importance of front-end digital banking solutions to combat the challenges from emerging FinTechs and challenger banks. Growing numbers of challenger and digital-only banks are pushing the sale of digital banking solutions. These banks don't have a burden of legacy solutions and adopt the latest technologies available. Banks at the forefront of the digital revolution continue to release new features that improve banking convenience and flexibility.

The category reported 260 deals by 22 vendors and witnessed a year-on-year growth of 17%. In terms of the geographical split, the highest number of digital banking systems were sold in the Americas, followed by Africa and the APAC region. Africa recorded the highest growth, with the number of deals growing from 31 in 2021 to 62 in 2022. Europe and the Americas also enjoyed healthy growth at 44% and 31%, respectively. While the deal trend was stable in the Middle East, APAC was the only region that reported a significant decline.

5.3.2 Digital Banking & Channels | Sales League Table

Table 9: IBSi Sales League Table 2022 – Digital Banking & Channels

#	Product	Supplier	# Deals (Previous years in bracket)
1	Temenos Digital Banking Services (Temenos Infinity)	Temenos	79 (106, 38, 35, 33, 30)
2	Intellect Digital Banking Experience Platform	Intellect Design Arena	56+ (21, 16, 22, 14, 15)
3	Modefin OEBP	Modefin	15 (7)
4	DigiWave Digital Banking Platform	Software Group	14
5	Kiya.ai Omnichannel and Open Finance Platform	Kiya.ai	13+
6	Cyberbank Konecta	Technisys	11
7	Azentio Digital Banking	Azentio Software (3i Infotech)	10+
8	Backbase Digital Sales	Backbase	7 (1)
8	Avaloq Engage	Avaloq	5
10	Finacle Digital Engagement Suite	Infosys Finacle	5+ (5, 5, 8, 10, 8)
11	SmartVista	BPC Group	4 (0*, 2)
12	FinFlowz	Profinch	4
13	Backbase Retail Banking	Backbase	4
14	Client and Account Workflow	Asseco	4
15	Fusion Corporate Channels	Finastra	3 (0, 1)
16	Backbase Business & Retail Banking	Backbase	2 (24)
17	Sopra Banking Platform	Sopra Banking Software	2 (2, 5, 0, 0, 1)
18	Cyberbank Digital	Technisys	2 (0, 9, 3)
19	TCS BaNCS	TCS Financial Solutions	1 (0, 7, 2, 2, 1)
20	Synergies	Lyst Technologies	1 (5, 0*, 4)
21	Bpeople	Bantotal	1 (0, 3)
22	MIMICS Mobile Wallet App Interface	MIMICS, Inc	1
23	Backbase Business Banking	Backbase	1
24	Backbase retail, SME, Wealth	Backbase	1
25	Bantotal Core Banking Bpeople	Bantotal	1
26	Agent Banking	Asseco	1
27	Backbase Digital Sales for Retail & Business Onboarding	Backbase	1
28	mBanka	Asseco	1
29	Backbase Neo-Bank	Backbase	1
30	MS Azure (BaaS): ALM CNB Mobile CR, ALM CNB Flow Change Request, ALM CNB Business Banking Change Request, ALM CNB Employee Portal Construction	Backbase	1
31	Backbase SME	Backbase	1
32	RMB, PFM	Clayfin	1
33	Foreign Exchange Workflow	Asseco	1
34	BX CBP, BX PF	Bankware Global	1
35	Digital Onboarding for Conventional & Islamic Banking	EbixCash Financial Technologies	1
36	Digital Sales, digital assist	Backbase	1
37	Private Wealth Mobile Banking	Backbase	1
38	Appzillon Digital Banking Solution	i-exceed	0* (27, 24, 23, 17, 15)

39	CapitalDigital	Capital Banking Solutions	0* (6, 6, 0, 5)
40	Kastle Digital Solution	Azentio Software (3i Infotech)	0* (4, 6)
41	eBanka Plus	Asseco	0* (3)
42	Kiya.ai Digital Banking Solution	Kiya.ai	0* (2)
43	Retail Digital Omni Channel Platform	Clayfin	0* (2)
44	iMAL	Path Solutions	0* (1, 2, 6)
45	Backbase Engagement Banking Platform	Backbase	0* (1)
46	Business Banking Omni Channel	Clayfin	0* (1)
47	Corporate Omni Channel	Clayfin	0* (1)
48	Genie-Video Branch	Bank Genie	0* (1)
49	Pre Paid Banking	Clayfin	0* (1)
50	Retail Mobile Banking	Clayfin	0* (1)
51	Avaloq Wealth	Avaloq	0* (1)
52	Digital Banking Platform	Backbase	0* (0*, 16)
53	CapitalConnect	Capital Banking Solutions	0* (0*, 6)
54	Genie-Transformation	Bank Genie	0* (0*, 4, 5)
55	Ababil	Millennium Information Solution	0* (0*, 3)
56	Nucleus Lending Mobility	Nucleus Software	0* (0*, 2, 0, 0, 2)
57	Conectus	Objectway	0* (0*, 1, 2)
58	Advice	Objectway	0* (0*, 1, 1, 3)
59	ACI Universal Online Banker	ACI Worldwide	0* (0*, 1)
60	COBIS Retail	Cobiscorp	0* (0*, 1)
61	COBIS Omniteller	Cobiscorp	0* (0*, 1)
62	Finacle Digital Engagement Hub	Infosys Finacle	0* (0*, 1)
63	Kiya.ai Agency Banking Solution	Kiya.ai	0* (0*, 1)
64	Kiya.ai Mobile Banking Solution	Kiya.ai	0* (0*, 1)
65	Clayfin Digital Banking	Clayfin	0*(0*, 0*, 5, 0, 2)
66	InterBank Retail	R-Style Softlab	0* (0*, 0*, 3)
67	Ethix Net	International Turnkey Systems (ITS)	0* (0*, 0*, 2)
68	VolPay	Volante Technologies	0* (0*, 0, 2)
69	Avaloq Banking Suite	Avaloq	0* (0*, 0, 1, 5, 4)
70	AutoMWALLET	Autosoft Dynamics	0* (0*, 0, 1)
71	COBIS Internet & Mobile Banking	Cobiscorp	0* (0*, 0, 1)
72	Apak Aurius	Sopra Banking Software (APAK)	0* (0*, 0*, 1)
73	FMS.next	Profile Software	0* (0*, 0, 1)
74	TrustBankCBS	Trust Software	0* (0*, 0, 1)
75	COBIS Customer Experience	CobisCorp	0* (0*, 0, 0, 2, 3)
76	AutoWEB	Autosoft Dynamics	0* (0*, 0, 0, 1, 1)
77	FusionBanking	Finastra	0* (0*, 0, 0, 1)
78	Fincraft Mobile Banking	Nelito Systems	0* (0*, 0, 0, 0, 1)
79	SAP Commercial Omni Channel Banking	SAP	0* (0*, 0*, 0, 2)
80	SAP Hybris FS Accelerator / SAP Hybris Commerce	SAP	0* (0*, 0*, 0, 1)

The year continued to be successful for the digital banking channels sector as it continued to witness a double-digit growth of 17%. COVID-19 has mandated digitization as a new normal. The same trend is set to continue for the foreseeable future as both consumers and vendors expand their imaginations and the resulting possibilities through digitization.

In terms of the geographical split, the highest number of digital banking channel systems were sold in the Americas, followed by Africa and APAC. Africa reported the highest increase of 100%, followed by Europe's year-on-year growth of 44%. The growth in Europe coincides with the rise of Digital and Challenger banks in the region.

The trend in the winners for this category was in line for more than five years, where Temenos retained its leadership position with its Temenos Infinity solution reporting 79 deals. Temenos maintained a substantial 30% market share in 2021. Even though the deals were spread across geographies, the Americas was the critical driver for Temenos, where it also maintained more than 50% of the market share. Temenos signed deals with Green Dot and the Mbanq, leading Digital Banks from the United States of America. Additionally, it signed deals with some leading public sector banks in India. Temenos also signed deals with challenger banks based out of Africa, America, Europe & the Middle East. In Europe, it signed a digital banking deal with Trusted Novus, a leading bank from Gibraltar.

Intellect Design Arena’s Intellect Digital Banking Experience Platform held second place. Intellect Design Arena signed 56 deals in 2021 compared to 21 deals in 2020. The vendor more than doubled its market share in a year and holds 22% of the market share in 2021. While APAC, Europe and the Middle East combined contributed to 71% of the deals for the vendor, it was the strongest performer for Digital Banking systems in APAC.

Moddefin, with 15 deals, was ranked third; however, it was the most dominant player in Africa with 14 deals. Six out of the 14 deals were based in Zambia, including a deal with Zambia National Commercial Bank. Other significant players in the category are Software Group, Technisys, and Kiya.ai.

Total System Sales 2017 – 2021

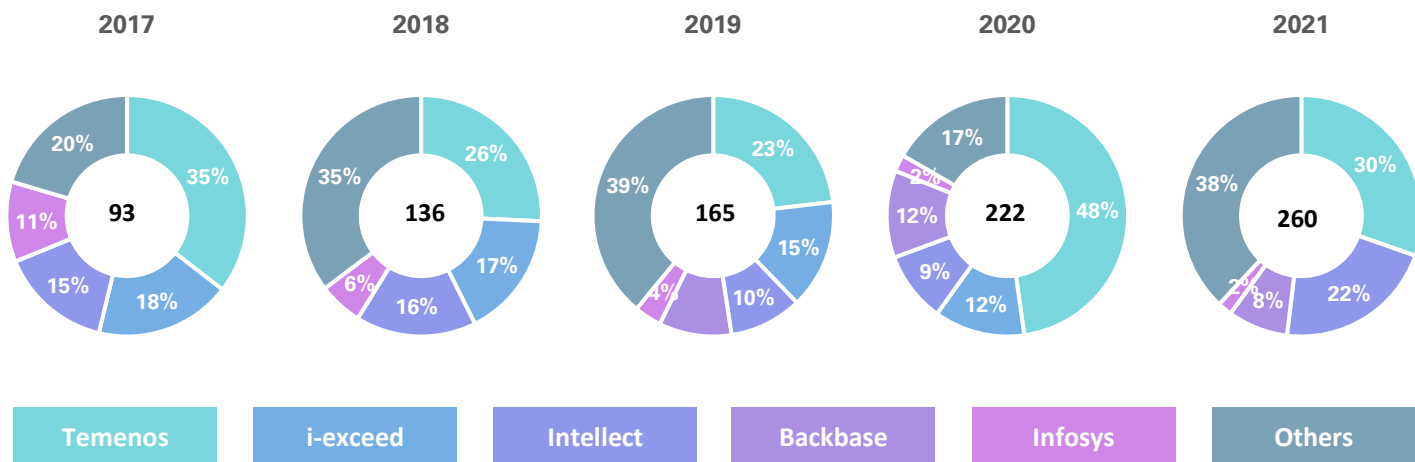


Figure 14: Digital Banking & Channels: Deals by Supplier 2017 – 2021

11.0 IBSi SLT 2022 – Domestic Sales League Table | India

11.1 Market Trends

While SLT 2021 represented a relative stagnancy in the Indian domestic banking technology market, SLT 2022 was the stark opposite as banks looked to emerge from the pandemic by upgrading their banking systems. With the emergence of Buy Now Pay Later (BNPL) and numerous mushrooming FinTechs, there is likely to be an exponential increase in demand for Retail Lending systems. As India emerges from the pandemic, companies are on the growth track now after experiencing recovery. The same is reflected by the growth in the demand for Wholesale Banking systems in SLT 2022.

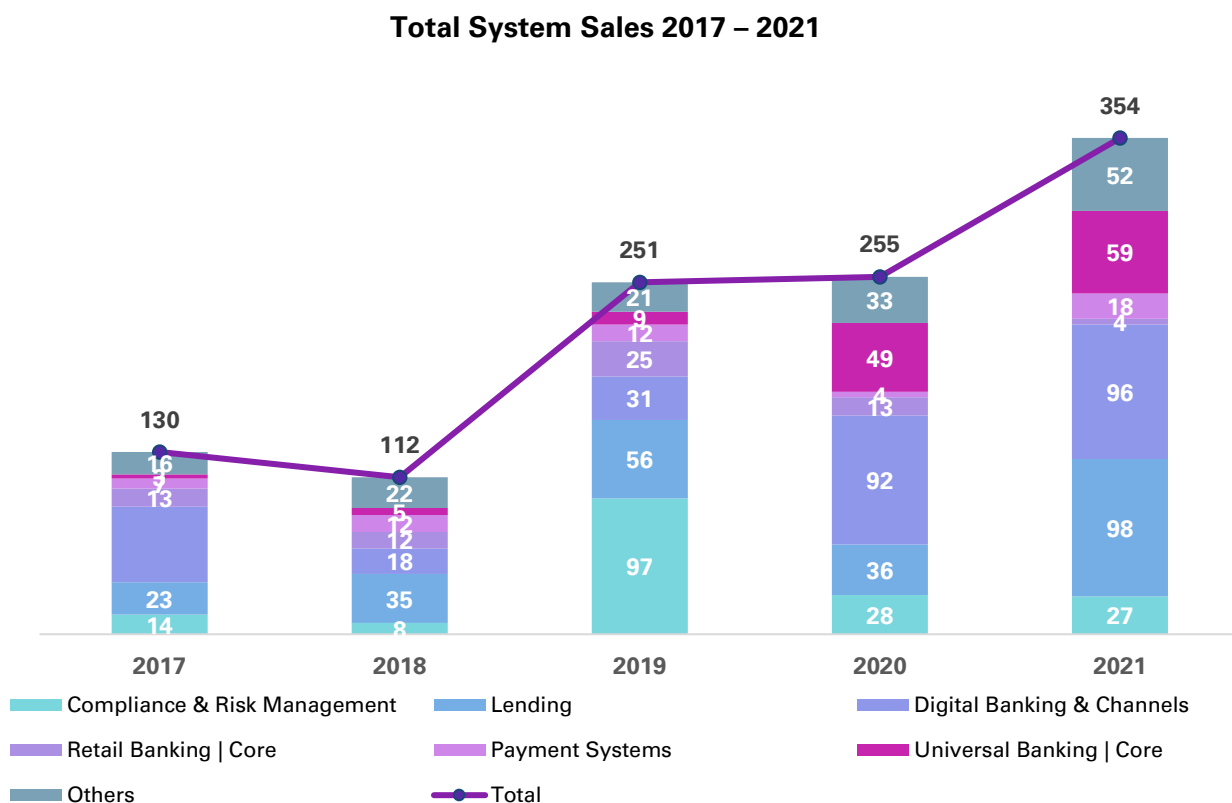
India's GDP has been on an expansionary track for the past five quarters and is estimated to grow in 2022. This trend is also reflected in demand for banking technology as the Domestic India Sales League Table for 2022 has recorded a massive jump of 39%, with 354 deals instead of 255 deals recorded in the Domestic India Sales League Table for 2021.

Digital Banking & Channels led the way with 96 deals and a 4% annual increase in deals as banks continued to upgrade customer experience.

Retail Lending experienced a significant three-digit growth, and the deal count stood at 70. Wholesale Lending too grew from 9 deals in 2020 to 28 deals in 2021. This potentially indicates an expansion in the credit appetite of both retail and corporate customers.

Wholesale Banking, which comprises of Corporate Lending, Transaction Banking, Treasury & Capital Markets and Wholesale Payments, has recorded a triple-digit growth too, recording 73 deals, and along with retail lending, has given a boost to the banking technology growth in India.

Figure 32: Market Trend for Domestic Sales League Table | India



11.2 Domestic Sales League Table | India

Table 21: IBSi Domestic Sales League Table 2022| India

Different colour codes indicate different system types. Please refer to end of the table for the legend.

#	Product	Supplier	New-name customers signed in 2021 (Previous years in brackets, with most recent first)
1	Kiya.ai Omnichannel and Open Finance Platform	Kiya.ai	87+
2	Credgenics	Credgenics	46
3	Kiya.ai Digital Core Banking Solution	Kiya.ai	29+
4	TCS BaNCS	TCS Financial Solutions	16+ (8+, 7, 3, 2, 8)
5	Finacle Digital Banking Solution Suite	Infosys Finacle	13+ (5+)
6	Finacle Digital Banking Solution Suite	Infosys Finacle	13+ (4+)
7	Finacle Payments Suite	Infosys Finacle	13+ (4)
8	Finacle Digital Banking Solution Suite	Infosys Finacle	13+ (2+)
9	Finacle Digital Banking Solution Suite	Infosys Finacle	13+
10	Finacle Corporate Banking Solution Suite	Infosys Finacle	10+ (1)
11	Kiya.ai Universal Regtech Solution	Kiya.ai	10+
12	Kiya.ai Digital Core Banking Solution	Kiya.ai	9
13	Kiya.ai Digital Core Banking Solution	Kiya.ai	8
14	Finacle Digital Engagement Suite	Infosys Finacle	5+ (0*, 1, 0*, 4)
15	TCS BaNCS	TCS Financial Solutions	5+
16	iDEAL Funds	Credence Analytics	5+ (5)
17	Lend.Ezee	EpikInDiFi	5+
18	Intellect iGCB	Intellect Design Arena	4+ (1, 2, 3)
19	FinCluez	Profinch	4+
20	Intellect Treasury	Intellect Design Arena	3+ (0*, 0*, 1, 4)
21	TCS BaNCS	TCS Financial Solutions	3+
22	Kiya.ai Omnichannel and Open Finance Platform	Kiya.ai	3
23	Intellect iGCB	Intellect Design Arena	2+ (0*, 2)
24	Finacle Digital Banking Solution Suite	Infosys Finacle	2+ (1+)
25	TCS BaNCS	TCS Financial Solutions	2+
26	MoneyWare Digital Wealth Management	EbixCash Financial Technologies	2+
27	TCS BaNCS	TCS Financial Solutions	2+
28	MoneyWare Wealth Management	EbixCash Financial Technologies	2 (1, 6, 10, 9)
29	Kiya.ai Digital Core Banking Solution	Kiya.ai	2
30	Lending Factory	Pennant Technologies	2
31	SureMatch	Impactsure Technologies	2
32	FETERS	Kyzer	2
33	Kiya.ai Digital Core Banking Solution	Kiya.ai	2
34	Intellect Digital Banking Experience Platform	Intellect Design Arena	1+ (1, 3, 8, 10)
35	TCS BaNCS	TCS Financial Solutions	1+ (3+, 1)
36	Intellect Digital Lending	Intellect Design Arena	1+ (1)
37	Intellect SEEC	Intellect Design Arena	1+

38	Quartz	TCS Financial Solutions	1+
39	CashTrea	Credence Analytics	1 (0*,0*, 1)
40	Kiya.ai Digital Core Banking Solution	Kiya.ai	1
41	Intellect Digital Banking Experience Platform	Intellect Design Arena	1
42	Lending Factory	Pennant Technologies	1
43	CBWTR	Kyzer	1
44	RIB, RMB, CIB	Clayfin	1
45	IEDPMS	Kyzer	1
46	CTR & NTR	Kyzer	1
47	Supply Chain Management	Aurion Pro	1
48	RBI KYC AML (FATF Solution)	Kyzer	1
49	Kiya.ai Omnichannel and Open Finance Platform	Kiya.ai	1
50	Finacle Digital Banking Solution Suite	Infosys Finacle	0*+ (1+)
51	Intellect iGTB	Intellect Design Arena	0*+ (0*, 1)
52	Kiya.ai Core Banking Solution	Kiya.ai	0* (39, 1)
53	Kiya.ai Digital Banking Solution	Kiya.ai	0* (37+, 6, 13)
54	Kiya.ai Core Banking Solution	Kiya.ai	0* (21)
55	FinnOne Neo	Nucleus Software	0* (12)
56	Kiya.ai Anti Money Laundering Solution	Kiya.ai	0* (11+, 87, 8, 13)
57	Kiya.ai Internet Banking Solution	Kiya.ai	0* (9, 1)
58	Kiya.ai Mobile Banking Solution	Kiya.ai	0* (7, 15)
59	Kiya.ai UPI Solution	Kiya.ai	0* (7, 3)
60	Digital Lending	Decimal	0* (7)
61	FinnOne Neo	Nucleus Software	0* (4)
62	Kyzer SWIFT	Kyzer	0* (4)
63	AMLOCK	Azentio Software (3i Infotech)	0* (3, 5)
64	Finacle Digital Banking Solution Suite	Infosys Finacle	0* (3)
65	Kiya.ai Loan Origination Solution	Kiya.ai	0* (3)
66	Kiya.ai Loan Origination Solution	Kiya.ai	0* (3)
67	iDEAL 6 Integrated Treasury Management	Credence Analytics	0* (3)
68	Lend.Ezee	EpikInDiFi	0* (3)
69	Kiya.ai ATM Solution	Kiya.ai	0* (3)
70	Clari5 Real Time Enterprise Fraud Management (EFM) Solution	CustomerXPs	0* (2, 3)
71	CRMNEXT	CRMNext	0* (2, 0*, 3)
72	Corporate Internet Banking	Clayfin	0* (2)
73	FinCraftTM Core Banking Solution	Nelito Systems	0* (2)
74	FinCraftTM Data Archival and Retrieval Solution	Nelito Systems	0* (2)
75	Kastle Integrated Risk Management Solution	Azentio Software (3i Infotech)	0* (2)
76	Kastle Treasury and Forex Solution	Azentio Software (3i Infotech)	0* (2)
77	Kyzer TFRS	Kyzer	0* (2)
78	Unified Payment Interface	MindGate Solutions	0* (2)
79	InvestmentPro	EbixCash Financial Technologies	0* (1, 5)
80	mPower	Hexagram (Hexagon)	0* (1, 2, 2)

81	Appzillon Digital Banking Solution	i-exceed	0* (1, 0, 0, 0, 1)
82	Clari5 Customer De-Duplication Solution	CustomerXPs	0* (1)
83	Clari5 Real-Time Fraud Management Solution	CustomerXPs	0* (1)
84	Clari5 Real-Time UPI Fraud Management Solution	CustomerXPs	0* (1)
85	Clari5 Trade Sanction Screening Solution	CustomerXPs	0* (1)
86	Clari5 Watch List Screening Solution	CustomerXPs	0* (1)
87	EbixCash Debt Collections	EbixCash Financial Technologies	0* (1)
88	EbixCash Debt Collections	EbixCash Financial Technologies	0* (1)
89	EbixCash Lending Origination	EbixCash Financial Technologies	0* (1)
90	EbixCash Lending Origination	EbixCash Financial Technologies	0* (1)
91	eBRC Report	Kyzer	0* (1)
92	FinCraft™ Cheque Truncation System for Northern Grid	Nelito Systems	0* (1)
93	FinCraft™ Integrated Lending Management Solution	Nelito Systems	0* (1)
94	FinnAxia	Nucleus Software	0* (1)
95	mPower	Hexagram (Hexagon)	0* (1)
96	PFM	Clayfin	0* (1)
97	Quartz	TCS Financial Solutions	0* (1)
98	TradeZone	Kyzer	0* (1)
99	FinnOne Neo	Nucleus Software	0* (0*, 13, 11, 12)
100	Lending Factory	Pennant Technologies	0* (0*, 12, 5, 3)
101	Nucleus Lending Mobility	Nucleus Software	0* (0*, 8, 1, 5)
102	Trustbank	Trust Software	0* (0*, 7, 8, 7, 7)
103	Fincraft Integrated Lending Management Solution	Nelito Systems	0* (0*, 5, 7, 2)
104	Intellect Lending	Intellect Design Arena	0* (0*, 3, 1, 4)
105	Mobile Banking	FSS	0* (0*, 3, 1)
106	LENDperfect	SysArc Infomatix	0* (0*, 3)
107	ThemePro Homefin	Encore Theme	0* (0*, 2, 5)
108	ThemePro Corefin	Encore Theme	0* (0*, 2, 3)
109	Reconciliation	FSS	0* (0*, 2, 1)
110	Finacle Payments	Infosys Finacle	0 (0*, 2)
111	ThemePro SCF	Encore Theme	0* (0*, 2)
112	Access Control Server	FSS	0* (0*, 2)
113	Kiya.ai Agency Banking Solution	Kiya.ai	0* (0*, 2)
114	Kiya.ai Loan Origination Solution	Kiya.ai	0* (0*, 2)
115	Intellect Risk Management	Intellect Design Arena	0* (0*, 2)
116	MoneyWare Asset Management	EbixCash Financial Technologies	0* (0*, 1, 4, 3)
117	Finacle Core Banking	Infosys Finacle	0* (0*, 1, 2, 1, 1)
118	Nucleus Lending Analytics	Nucleus Software	0* (0*, 1, 0*, 1)
119	Kastle Universal Lending Solution	Azentio Software (3i Infotech)	0* (0*, 1)
120	iCashpro+	Aurion Pro	0* (0*, 1)
121	Lending Origination and Debt Collections (Web + Mobile)	EbixCash Financial Technologies	0* (0*, 1)

122	Lending Management and Debt Collections	EbixCash Financial Technologies	0* (0*, 1)
123	Finacle Core Banking	Infosys Finacle	0* (0*, 1)
124	Finacle Treasury	Infosys Finacle	0* (0*, 1)
125	Vanguard (Loan Origination Platform)	EpikInDiFi	0* (0*, 1)
126	Moneyloji	Inblox	0* (0*, 1)
127	Kiya.ai UPI Solution	Kiya.ai	0* (0*, 1)
128	Unified Payment Interface	MindGate Solutions	0* (0*, 1)
129	CONNECTperfect	SysArc Infomatix	0* (0*, 1)
130	Kiya.ai	Kiya.ai	0* (0*, 0*, 13)
131	Clayfin Digital Banking	Clayfin	0* (0*, 0*, 4, 0*, 2)
132	FSS Card Management Suite	FSS	0* (0*, 0*, 3)
133	Intellect Capital	Intellect Design Arena	0* (0*, 0*, 2)
134	Kiya.ai Lending Management Solution	Kiya.ai	0* (0*, 0*, 2)
135	Intellect Digital Core	Intellect Design Arena	0* (0*, 0*, 1, 5)
136	Intellect Trade Finance	Intellect Design Arena	0* (0*, 0*, 1)
137	Intellect Cash Management	Intellect Design Arena	0* (0*, 0*, 1)
138	FSS Payment Gateway	FSS	0* (0*, 0*, 1)
139	Kiya.ai Digital Payment Solutions	Kiya.ai	0* (0*, 0*, 0*, 35)
140	Intellect Payments	Intellect Design Arena	0* (0*, 0*, 0*, 5)
141	Intellect Cards Management System	Intellect Design Arena	0* (0*, 0*, 0*, 2)
142	FinCraft CMFS	Nelito Systems	0* (0*, 0*, 0*, 1)
143	Fincraft Door Step banking	Nelito Systems	0* (0*, 0*, 0*, 1)
144	LOS	Nelito Systems	0* (0*, 0*, 0*, 1)
145	Mercury FX	Credence Analytics	0* (0*, 0*, 0*, 0*, 2)
146	iDeal	Credence Analytics	0* (0*, 0*, 0*, 0*, 1)

Compliance Management	CRM
Digital Banking & Channels	Investment & Fund Management
Lending Corporate	Lending Retail
Payment Systems Retail	Payment Systems Wholesale
Private Banking & Wealth Management	Retail Banking Core
Risk Management	Universal Banking Core
Wholesale Banking Transaction Banking	Wholesale Banking Treasury & Capital Market
Lending	

* Data not submitted for the given year; + Does not include purely domestic wins.

Footnote 1. The table covers only new-name Back Office deals. Contracts known to cover solely front office or corporate treasury have been omitted from the supplier totals, so too domestic deals for ASEAN, Indian, Russian, and US suppliers.

Footnote 2. Where no figures appear for previous years, this is either because these systems were not included in previous surveys, the figures were not disclosed, or the systems were not launched at that time.

India Domestic SLT aims to recognise the leading Indian suppliers in the highly competitive market catering to the local banks and financial institutions. The India Domestic SLT has 354 qualified deals across 14 categories and 49 products this year.

Digital Banking & Channels has maintained its dominance in the Indian Domestic market by reporting the highest number of deals this year. Digital Banking & Channels reported 96 deals in 2021, and Kiya.ai emerged as the dominant player with 87 deals. Other significant players in the category are Intellect Design Arena, Infosys Finacle, and Clayfin Technologies.

Lending | Retail reported 70 deals in 2021, reporting a three-figure percentage growth and the underlying currents in Indian Banking. The SLT debutant Credgenics made a grand appearance by emerging as a leader by some distance in the category. Other leading players include Infosys Finacle, Kiya.ai, Pennant Technologies and Intellect Design Arena.

Universal Banking | Core category recorded a healthy year-on-year growth of 20% with 59 deals. Kiya.ai Digital Core Banking Solution from Kiya.ai leads the category. Other leading players in the categories are TCS Financial Solutions and Infosys Finacle.

Lending | Corporate deals grew four times from 9 in 2020 to 28 in 2021. Finacle Digital Banking Solution Suite is leading the pack with 13 deals with different types of banking institutions spanning across India. Other leading players in the category are Kiya.ai, EpikInDiFi, and Pennant Technologies. Compliance Management has continued to hold its ground with a steady number of 28 deals. Kiya.ai has dominated the category with its Kiya.ai Universal RegTech Solution. Other leading players included Profinch, Kyzer Software, and TCS Financial Solutions.

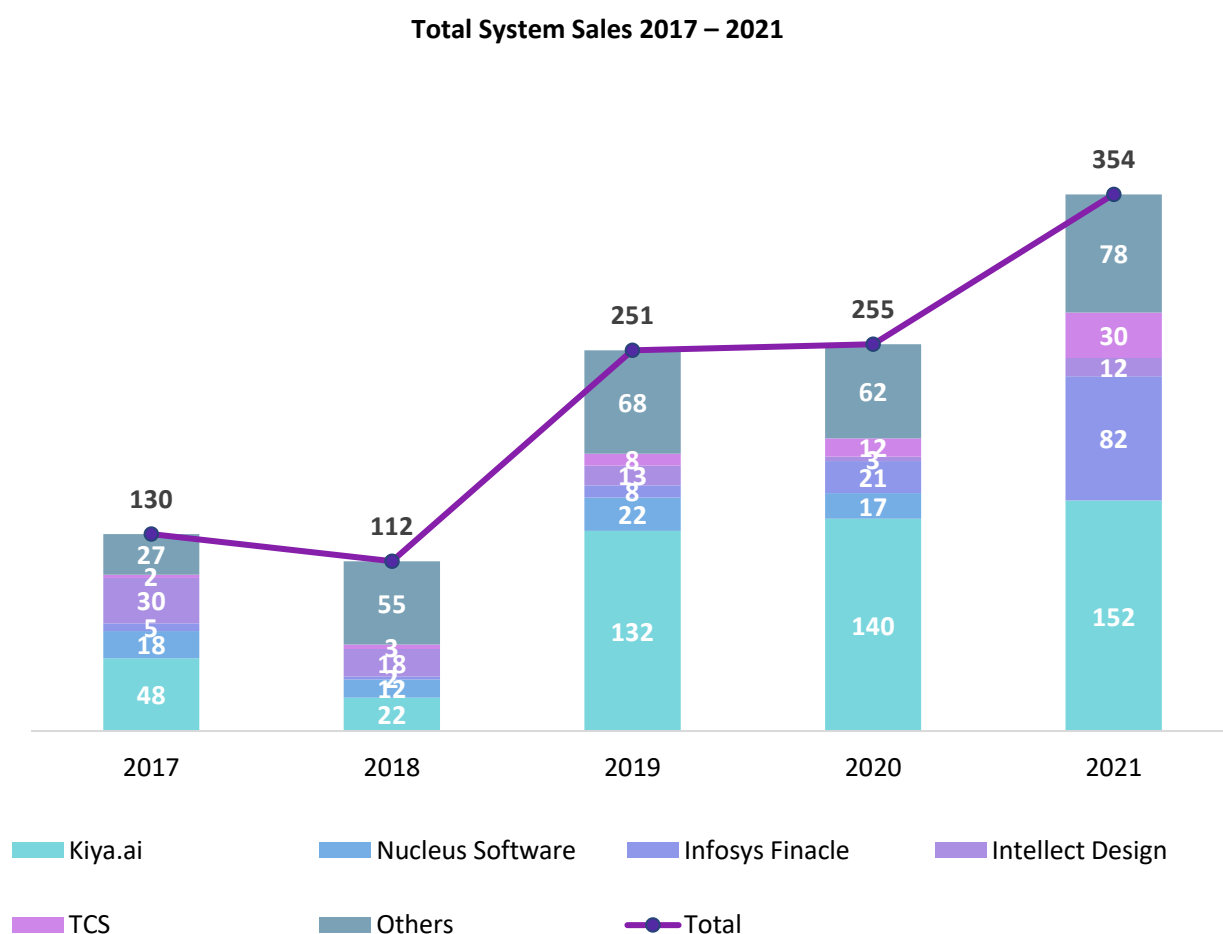


Figure 33: Supplier Trend for Domestic Sales League Table | India

15.0 IBSi SLT 2022 – Neo Bank and Challenger Bank

15.1 Market Trends

Neo Banks and Challenger Banks have grown exponentially and are likely to grow in 2022 in terms of market size. This demand is driven by the next-gen's cravings for modern technology, ease of banking, attractive interest rates and offers, etc. This year a total of 65 deals were reported with Neo Banks and Challenger Banks.

MEA replaced Americas as the market leader with 20 deals; Americas and Europe jointly held the second position with 17 deals each. APAC retained the last place with 11 deals in 2021. A third of the deals comprised Digital Banking & Channels, while Universal Banking | Core followed suite. A total of 17 suppliers recorded their deals belonging to this category.

15.2 Neo Bank & Challenger Bank Sales League Table

Table 25: IBSi Sales League Table 2022 | Neo Bank & Challenger Bank

#	Supplier	# Deals (Previous years in brackets)
1	Temenos	34 (41)
2	Adenza	8
3	BPC Group	4
4	Thought Machine	2 (4)
5	Backbase	2 (2)
6	Sopra Banking Software	2
7	Kiya.ai	2
8	Finastra	2
9	ACI Worldwide	1 (4)
10	TCS Financial Solutions	1 (2)
11	Bankware Global	1
12	Bantotal	1
13	Software Group	1
14	BML Istisharat	1
15	Avaloq	1
16	Profile Software	1
17	Tookitaki	1
18	Intellect Design Arena	0* (24)
19	Infosys Finacle	0* (3)
20	i-exceed	0* (2)
23	Customer XPs	0* (1)
24	Volante Technologies	0* (1)
25	EpikInDiFi	0* (1)
26	Modelfin	0* (1)
27	HPS	0* (1)
28	ICS Financial Systems	0* (1)

17.0 IBSi SLT Leadership Club

The SLT Leadership Club 2022 identifies the prominent systems that have made their mark in 2021. The leaders are identified across 17 categories of systems as well as geographies. A unique feature of the SLT Leadership Club is that it touches upon the prominent players even in niche categories such as Islamic Banking and Neo Banks & Challenger Banks systems. The unique nature of the USA, India, Russia, UK, and ASEAN markets has been separately analysed to provide more granular insights into these markets.

Table 27: IBSi Sales League Table 2022 | Category Leaders

IBSi SLT 2022 CATEGORY LEADERS			
Rank	Supplier	Product	# Deals
Compliance Management			
1	Kiya.ai	Kiya.ai Universal Regtech Solution	34
2	Azentio Software (3i Infotech)	Azentio AML	21
CRM			
1	Infosys Finacle	Finacle Digital Banking Solution Suite	8
2	Azentio Software (3i Infotech)	Azentio CRM	2
Data Warehousing & Business Intelligence			
1	Asseco	DW - Data warehouse engine	2
2	Autosoft Dynamics	AutoMIS	1
3	Azentio Software (3i Infotech)	Azentio Business Intelligence	1
Digital Banking & Channels			
1	Temenos	Temenos Digital Banking Services (Temenos Infinity)	79
2	Intellect Design Arena	Intellect Digital Banking Experience Platform	56
InsurTech			
1	Intellect Design Arena	Intellect SEEC	10
2	TCS Financial Solutions	TCS BaNCS	8
Investment & Fund Management			
1	TCS Financial Solutions	TCS BaNCS	37
2	Profile Software	Axia	3
Lending Corporate			
1	Sopra Banking Software	Sopra Financing Platform	19
2	EpikInDiFi	Lend.Ezee	7
Lending Retail			
1	Intellect Design Arena	Intellect Digital Lending	28
2	Azentio Software (3i Infotech)	Azentio Lending	8
3	Infosys Finacle	Finacle Digital Banking Solution Suite	8
Payment Systems Retail			
1	Temenos	Temenos Payments Services	43
2	BPC Group	SmartVista	24

Islamic - Wholesale Banking Treasury & Capital Markets			
1	Murex	MX.3	4
2	Ascent Business	AutoEscrow	1
3	Lyst Technologies	Synergies	1
4	Profile Software	Acumen.plus	1
5	TCS	TCS BaNCS	1

Table 28: IBSi Sales League Table 2022 | Neo Banks & Challenger Banks

IBSi SLT 2022 NEO BANKS & CHALLENGER BANKS			
Rank	Supplier	Product	# Deals
1	Temenos	Temenos Risk & Compliance Services, Temenos Core Banking Services (Temenos Transact), Temenos Payments Services, Temenos Infinity	34
2	Adenza	AxiomSL, Calypso	8

Table 29: IBSi Sales League Table 2022 | Regional Leaders

IBSi SLT 2022 REGIONAL LEADERS			
Rank	Supplier	Product	# Deals
Americas			
1	Finastra	Fusion LaserPro	79
2	Temenos	Temenos Infinity	42
APAC			
1	Kiya.ai	Kiya.ai Omnichannel and Open Finance Platform	90
2	Credgenics	Credgenics	46
Europe			
1	Sopra Banking Software	Sopra Financing Platform	16
2	Sopra Banking Software	Sopra Banking Platform	15
MEA			
1	Kiya.ai	Kiya.ai Universal Regtech Solution	28
2	Temenos	Temenos Core Banking Services (Temenos Transact)	21
ASEAN			
1	Intellect Design Arena	Intellect iGCB	17
2	Intellect Design Arena	Intellect Digital Banking Experience Platform	15

Table 30: IBSi Sales League Table 2022 | Domestic Leaders

IBSi SLT 2022 DOMESTIC LEADERS – SUPPLIERS		
Rank	Supplier [System Names]	# Deals [# System]
US		
1	Finastra [Fusion LaserPro, Fusion MortgagebotPOS, Fusion MortgagebotLOS, Fusion uBanking, Fusion Digital Banking, Fusion Phoenix, Fusion Global PAYplus, Fusion Ultradata, Fusion Cavion, Fusion Sparak, Fusion US Payments - PAYplus, Fusion CreditQuest USA, AVCM, Fusion Intrieve, Fusion DecisionPro, Fusion Kondor]	142 [16]
2	ACI Worldwide [ACI Speedpay, ACI Issuing, ACI Secure eCommerce, ACI Acquiring, ACI High Value Real-Time Payments, ACI Digital Business Banking, ACI Enterprise Payments Platform, ACI Fraud Management]	15 [8]
India		
1	Kiya.ai [Kiya.ai Digital Core Banking Solution, Kiya.ai Omnichannel and Open Finance Platform, Kiya.ai Universal Regtech Solution]	153 [3]
2	Infosys Finacle [Finacle Digital Banking Solution Suite, Finacle Payments Suite, Finacle Corporate Banking Solution Suite, Finacle Digital Engagement Suite]	82 [4]
Russia		
1	Flexsoft [Data Force 2.0, Managing limits, DataForce FXL, Va-Bank FXL, Financial monitoring (Back office), FXL 2.0]	7 [6]
UK		
1	ClauseMatch [ClauseMatch]	10 [1]
2	Adenza [AxiomSL]	1 [1]
3	Thought Machine [Vault Core]	1 [1]

Table 31: IBSi Sales League Table 2022 – Global Leadership | Product Breadth

IBSi SLT 2022 – GLOBAL LEADERSHIP PRODUCT BREADTH				
Rank	Supplier [System Names]	# Global Deals [# of systems]	# Domestic Deals [# of systems]	Total
1	Intellect Design Arena [Intellect iGCB, Intellect Digital Banking Experience Platform, Intellect Treasury, Intellect Digital Lending, Intellect SEEC, Intellect iGTB, Intellect Wealth Qube]	208 [7]	12 [5]	220 [7]
2	Temenos [Temenos Infinity, Temenos Core Banking Services (Temenos Transact), Temenos Payments Services, Temenos Risk & Compliance Services]	210 [4]	0 [0]	210 [4]
3	Kiya.ai [Kiya.ai Digital Core Banking Solution, Kiya.ai Omnichannel and Open Finance Platform, Kiya.ai Universal Regtech Solution]	51 [3]	152 [3]	203 [3]

Table 32: IBSi Sales League Table 2022 – Global Leadership | Geographic Spread

IBSi SLT 2022 – GLOBAL LEADERSHIP GEOGRAPHIC SPREAD		
Rank	Supplier [Country Names]	# Countries (Previous years in brackets)
1	Temenos [Australia, Bahamas, Cambodia, Czech Republic, Democratic Republic of Congo, Ecuador, Egypt, Ethiopia, France, Ghana, Hong Kong, Iraq, Ivory Coast, Japan, Libya, Malaysia, Malta, Mauritius, Mongolia, Morocco, Netherlands, Pakistan, Portugal, Saudi Arabia, Senegal, Singapore, Spain, Switzerland, Tanzania, Tunisia, United Arab Emirates, United Kingdom, United States of America, Vietnam, Yemen, Zimbabwe]	36 (49)
2	Intellect Design Arena [Austria, Bahrain, Bangladesh, Cambodia, Canada, Denmark, Egypt, Finland, France, Germany, India, Japan, Jordan, Kenya, Kuwait, Madagascar, Malaysia, Mauritius, Mozambique, Myanmar, Norway, Oman, Papua New Guinea, Philippines, Romania, Singapore, South Africa, Sri Lanka, Sweden, Tanzania, United Arab Emirates, United Kingdom, United States of America, Vietnam]	34 (23)
3	TCS [Australia, Bahrain, Belgium, Canada, Egypt, Finland, Hong Kong, India, Indonesia, Israel, Italy, Japan, Jersey, Kenya, Kuwait, Nepal, Oman, Philippines, Qatar, Saudi Arabia, Singapore, South Africa, Tanzania, United Arab Emirates, United Kingdom, United States of America, Zimbabwe]	27 (21)

19.2 Retail Banking | Core

The IBSi LeaderBoard for the Retail Banking segment presents a fascinating view of the market dynamics in the last five years. Intellect Design Arena emerged as the clear leader who has performed exceptionally in 2021 and has been on a growth track from 2017 to 2021. FIS, Sopra Banking Software, Bantotal, and Probanx Solutions have been competitive and have displayed high performance in the last five years. Technisys, Trust Software and Kiya.ai have witnessed a breakthrough performance in this segment with moderate cumulative performance in the previous five years. Players who have kept Retail Banking as their wider focus include Intrasoftware International, Thought Machine, and Bankware Global.



Figure 40: IBSi LeaderBoard – Retail Banking | Core

19.5 Lending

The IBSi LeaderBoard for Lending has Sopra Banking Software and Intellect Design Arena as established players. Nucleus Software and Infosys Finacle were placed on similar levels as they fared well in Lending in the past five years. Finastra, Azentio Software (3i Infotech), EgabiFSI, EpikInDiFi, Kiya.ai, EbixCash Financial Technologies, and Lyst Technologies were Wider Focus players. Breakthrough players included Loxon Solutions, Open Groupe, Autosoft Dynamics, and Bankware Global.

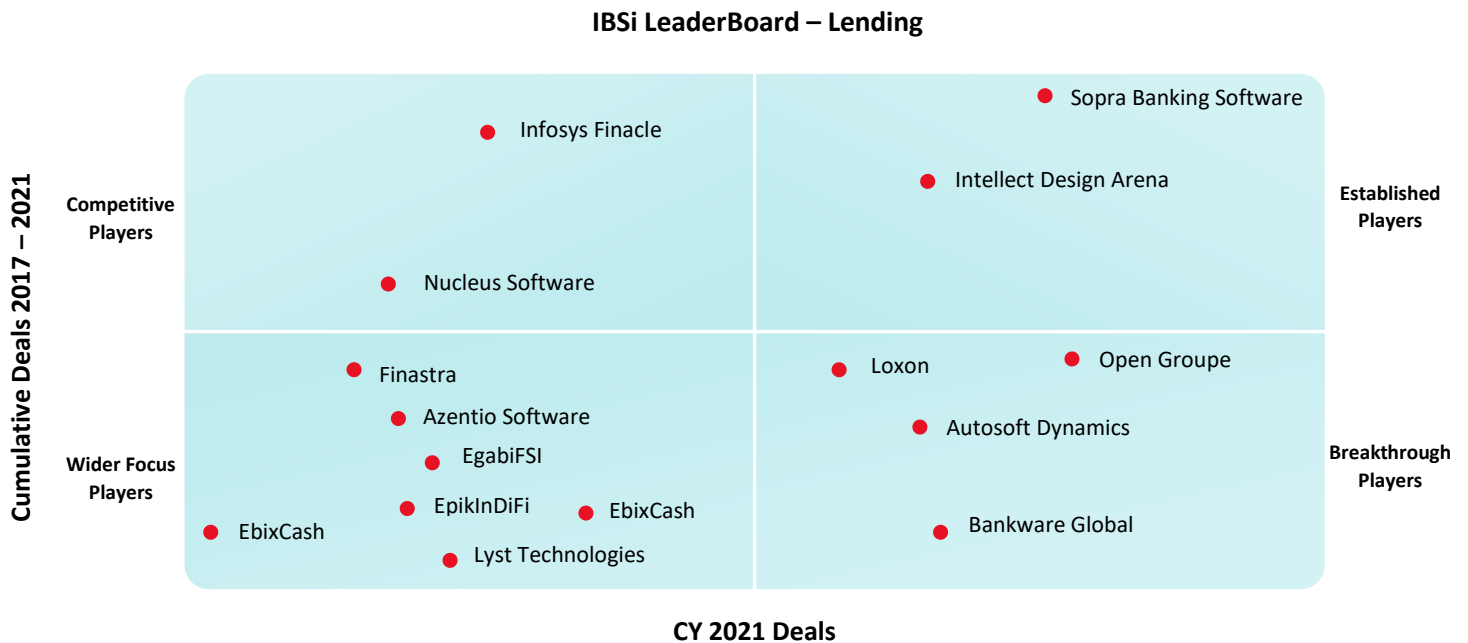


Figure 43: IBSi LeaderBoard – Lending

19.6 Digital Banking & Channels

In the Digital Banking & Channels category, Temenos has performed exceptionally well, both in 2021 and cumulatively from 2017 to 2021. Intellect Design Arena, too, had a strong year for Digital Banking system sales and is aptly placed in the Established Players quadrant with Temenos. i-exceed along with Backbase, have done well to challenge the established players and hence find themselves in the Competitive Players quadrant. Next in the order are the most densely populated category of Wider Focus players, including Infosys Finacle, Technisys, Kiya.ai, Capital Banking Solutions, and Modefin. Azentio Software (3i Infotech) and Software Group were placed in Breakthrough Players quadrant.

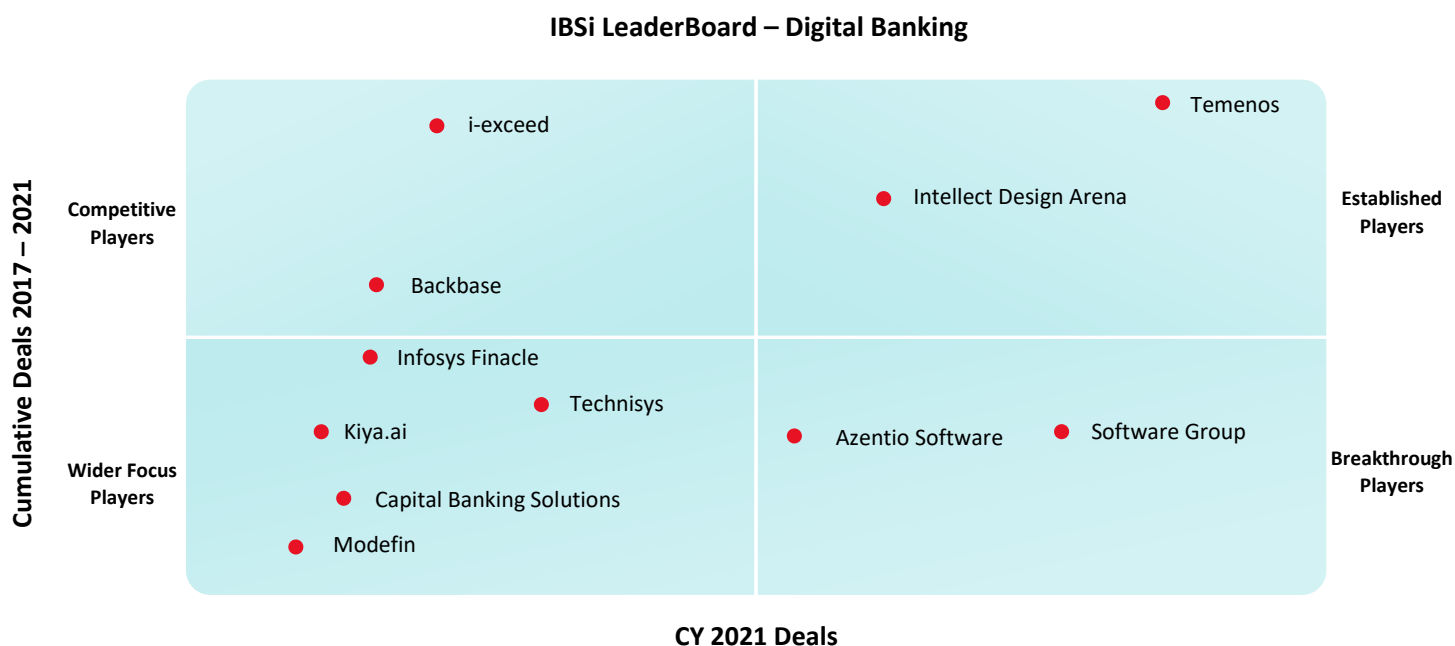


Figure 44: IBSi LeaderBoard – Digital Banking & Channels

19.8 Risk & Compliance

Temenos and Kiya.ai are established market leaders and are placed in the Established Players quadrant. Azentio Software (3i Infotech) and Sopra Banking Software are quickly occupying market share and hence are placed in the Competitive Players' quadrant as challengers to the Established Players. On the other hand, Capital Banking Solutions, Fenargo and Murex are posing a potent challenge to the Competitive Players and hence are placed in the Wider Focus Players' quadrant. Emerging players Adenza, ClauseMatch, Asseco and Intellect Design Arena are placed in the Breakthrough Players quadrant.

IBSi LeaderBoard – Risk & Compliance

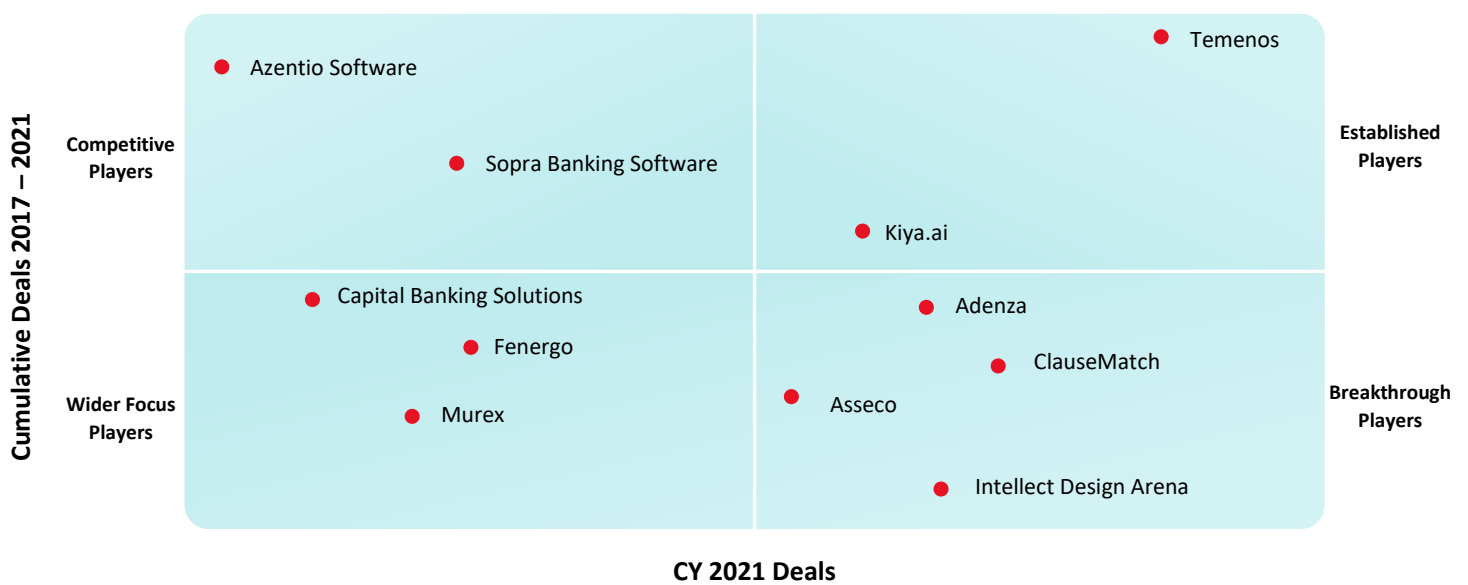


Figure 46: IBSi LeaderBoard – Risk & Compliance

About the Authors

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