About Dion

• Dion is a global financial technology company.

• Provides a broad range of solutions like Broker & Wealth solutions, Risk & Analytics and Data Intelligence, that meet specific business needs across the financial markets.

• Presence across all significant global markets with domain experts and Subject Matter Experts serving the specific and localized needs of financial institutions

• Flexible, responsive and collaborative approach

• Committed to add maximum business value through technology.

• Transforming capital markets through innovation and best of breed software solutions.

• Our ongoing aim is to build the best solutions for our clients to enable sustained growth and increased revenues

“Dion is a multi-domain company with a clear and distinct product set covering the global financial markets. We know and understand the space and we have the capability to identify trends, understand the impact on our customers’ businesses and respond with solutions to support financial services businesses now, and secure them for the future”

Ralph Horne, MD & Global CEO, Dion Global Solutions.
Trusted technology partner for some of the world's largest financial institutions

More than 600 staff worldwide

Offshore Development centers in India and Customer Support across UK, Germany, Asia Pacific through Domain Expertise and Subject Matter Experts

Presence in 14 countries

Strategic Investment by Tech Mahindra Ltd 16%

Listed in Bombay Stock Exchange, India
# New Operating Model

## Broker & Wealth Solutions
- Portfolio
- NOVA
- iBROKER
- TradeCentre
- D-CLEAR

## Financial Analytics & Risk
- differentia
- i-Trader
- i-Pricer
- Invision
- RateStream

## Data Intelligence
- X-GEN
- Governance, Risk & Compliances (GRC)
- FATCA-TRAC
- SEPA Gateway
- D-Rive
- FinTrace
- Financial Data, News & Research
## Key Product & Solution Offerings

<table>
<thead>
<tr>
<th>Broker &amp; Wealth Solutions</th>
<th>Data Intelligence</th>
<th>Risk &amp; Analytics</th>
</tr>
</thead>
<tbody>
<tr>
<td>Nova</td>
<td>FATCA</td>
<td>differentia</td>
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<tr>
<td><strong>Post trade</strong></td>
<td><strong>FATCA &amp; Tax Reporting</strong></td>
<td><strong>Institutional Trading</strong></td>
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<tr>
<td></td>
<td>Complete FATCA compliance software to support firms in meeting all tax compliance, client onboarding and information-sharing requirements.</td>
<td>A hosted, browser-based solution for pricing OTC derivatives, analysing risk and supporting options trading.</td>
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<tr>
<td>iBroker</td>
<td>X-Gen</td>
<td><strong>Trade Center</strong></td>
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<tr>
<td><strong>Post trade</strong></td>
<td><strong>Data Management</strong></td>
<td><strong>Retail Trading</strong></td>
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<td>A business process engine and workflow management system designed specifically for financial institutions.</td>
<td>Intelligent retail trading software for advisors to manage the entire investment process from one application.</td>
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<tr>
<td>Invantage</td>
<td>SEPA Gateway</td>
<td>i-Pricer</td>
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<tr>
<td><strong>Post trade</strong></td>
<td><strong>Payment &amp; Financial Messaging</strong></td>
<td><strong>Institutional Trading</strong></td>
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<tr>
<td></td>
<td>A secure, user-friendly payments application that allows firms to easily clear and process SEPA credit transfers and direct debits.</td>
<td>A flexible and programmable multi-asset-class price calculation engine.</td>
</tr>
<tr>
<td>Portfolio</td>
<td>D-Rive</td>
<td>i-Trader</td>
</tr>
<tr>
<td><strong>Portfolio Management</strong></td>
<td><strong>Financial Research &amp; Information</strong></td>
<td><strong>Institutional Trading</strong></td>
</tr>
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<td></td>
<td>A sophisticated and automated data extraction system that increases the efficiency of company research.</td>
<td>A fast and reliable all-in-one quoting engine and smart order routing solution for exchange trading, market making, order matching and position keeping.</td>
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### Dion’s Growth Story ($M)

#### 2007-09
- Entered **Online Trading** segment in India
- Added **Back-Office** systems to the portfolio
- Expanded geographic reach to Asia Pacific

#### 2009-10
- Added **Operational Risk** to portfolio
- Expanded reach to Europe.
- Launched mobile trading solution in India.

#### 2010-11
- Added **Wealth Management** solution to the portfolio
- Added **Messaging & Workflow** to the portfolio
- Expanded geographic reach to Sri Lanka & Africa through partnership
- Expanded geographic reach to US & Canada.

#### 2011-12
- Expanded GRC solutions portfolio
- Strategic alliance with Tech M.
- Developed **FATCA compliance** solution.
- Developed **OTC derivatives pricing & risk valuation** solution globally “differentia”

#### 2013-14
- Launch new trading platform for Australian Market- “Trade Centre”
- Significant expansion of global cross-selling activity
- **FATCA** and **differentia** global roll out
- Expanded geographic distribution through new partners
- Increased and improved sales and pre-sales capability
- Consolidation of product sets

#### 2014-15
- Migrate high cost development centers to lower cost locations and consolidation of acquired businesses
- Significant focus on growth areas – **Risk & Analytics**, **Data Intelligence**, **GRC**
- Verticalization of the businesses
Major Clients

Marquee Clientele

Multi Geography

Multi Product
Partners

Integration & Distribution Partners

Technology and Platform Partners

Partner Model – Key Strategy

Across geographies

Specialized Financial Services Partners

www.dionglobal.com
Strategic Alliance with Tech Mahindra

**Dion Strengths**
- Deep understanding of financial services needs and value chains
- Presence in multiple geographies focused on financial services
- Deep technology expertise and Product market understanding
- Established Customer Base in Financial Services Sector
- Key Business Strategy Focused on Partnership Model

Our differentiated value proposition

A distribution and integration partnership that provides products, solutions, services, development and infrastructure all bundled together

**Tech M Strengths**
- Over 90,000 skilled resources Globally
- Presence in 50 Countries
- Strong expertise in project management, & hosting services
- Expertise in mobility, Business Intelligence, BFSI, BPO, Outsourcing
- Deep and Established business in Financial Services Sector
### Board of Directors

<table>
<thead>
<tr>
<th>Name</th>
<th>Position</th>
<th>Company/Role</th>
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</thead>
<tbody>
<tr>
<td>John Lane Lowrey</td>
<td>Non Executive Director</td>
<td>Ex Lehman Brother Executive</td>
</tr>
<tr>
<td>CP Gurnani</td>
<td>Non Executive Director</td>
<td>MD &amp; CEO, Tech Mahindra Ltd</td>
</tr>
<tr>
<td>Ralph J Horne</td>
<td>Global CEO &amp; MD</td>
<td>Dion Global Solutions Ltd.</td>
</tr>
<tr>
<td>Balinder Singh Dhillon</td>
<td>Non Executive Director</td>
<td></td>
</tr>
<tr>
<td>Maninder S Grewal</td>
<td>Non Executive Chairman</td>
<td>Chairman &amp; MD, Healthfore Technologies Ltd</td>
</tr>
<tr>
<td>Rashi Dhir</td>
<td>Independent Director</td>
<td></td>
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<tr>
<td>Padam Narain Bahl</td>
<td>Independent Director</td>
<td></td>
</tr>
<tr>
<td>Rama Krishna Shetty</td>
<td>Independent Director</td>
<td></td>
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<tr>
<td>Vikram Sahgal</td>
<td>Independent Director</td>
<td></td>
</tr>
<tr>
<td>Dr. Vandana Nadig Nair</td>
<td>Independent Director</td>
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Leadership Team

Ralph Horne
Global CEO & MD

- Over 20 Years experience in IT & Securities Industry
- Prior to Joining Dion, Ralph was founder and CEO of Capital Market Solutions.
- Ralph was also previously a member of the Board of Misys Securities Trading Systems

Joe Nash
MD Latam and M&A

- Over 20 Years experience in IT & Securities Industry
- Has led many successful M&A projects
- Worked previously with Misys and Fujitsu

Michel Borst
CEO Broker & Wealth Solutions

- Over 20 Years experience in IT and Financial Services
- Prior to joining Dion, Michel was a VP for Financial Services Industries at SAP in Asia Pacific/Japan
- Previously he has worked for Microsoft, IBM and Accenture

Jaz Hanspal
CEO Data Intelligence & Risk Analytics

- Over 20 Years experience in IT & Securities Industry
- Prior to Dion Jaz was MD- Head of Solutions, EMEA in Markit
- Worked previously with Infogix and Lehman Brothers

Andreas Wagner
CTO

- Over 20 Years experience in IT industry
- Prior to Dion Andreas was CTO of Swissrisk AG which Dion acquired in 2011.
- Worked previously with IBM

Tanmaya Das
CFO & Head HR

- Over 12 Years experience in IT industry
- Prior to Dion Tanmaya worked with CSC
- Previously he has worked with PwC and Avaya
AGENDA

Overview

Growth Strategy

FY 14-15 Highlights & Financials
Growth Areas

- Data Intelligence
- Risk & Analytics
- Brokers & Wealth Solutions
Growth in Global IT Spending (%, 2014F-2018F)

- 2014F: 2.6%
- 2015F: 3.9%
- 2016F: 3.3%
- 2017F: 3.2%
- 2018F: 3.2%

IDC Financial Insights Forecasts Worldwide Financial Services IT Spending to Top $430B in 2014 and growth rate for next 4 years to be 3-4%.

"As is the case across the financial services industry as a whole, risk and compliance efforts are still dictating which IT projects will be getting the green light at capital markets firms in 2014. As the global regulatory environment is still a hotbed of activity, the industry will see substantial investment in areas such as trader surveillance and operational risk projects as well as initiatives to increase automation in a bid to prevent human error and misconduct."

Matt Sauer, Research Manager, Global Securities and Investment Strategies,
• A recently published IDC report forecasts the worldwide risk information technologies and services (RITS) market will grow to **$79.2 billion in 2015** and **$97.3 billion by 2019**.

• As a percentage of total IT spending, which is forecast to crest $530 billion by 2018, the RITS market in financial services will account for an average of 17.1% of overall IT spending in 2015 and growing to 18.2% of total spending by 2018,

• For 2015, the percentage of overall IT spending dedicated to RITS in the Capital Markets sector is 22.2%, growing to 24.2%.

• MarketsandMarkets (M&M) has broadly segmented the Risk Analytics Market by solution: extract, transform and load, risk calculation engines, scorecard and visualization tools, dashboard analytics and risk reporting, governance risk and compliance and others

• As per M&M The Risk Analytics Market is estimated to grow from **$6.90 billion in 2014** to **$12.97 billion in 2019**, at a CAGR of 13.5%. In terms of regions, North America is expected to be the biggest market in terms of revenue contribution, while emerging economies such as EMEA, Latin America, and APAC are expected to experience increased market traction with high CAGRs.
Opportunities in Data Intelligence

Compliances/Regulations
Financial Services Companies are investing in data management and analytics technologies that can help them to comply with these regulations while at the same time help them increase wallet share by effectively servicing customers. Regulations are also forcing banks to enhance their risk management and reporting. (By IDC)

The most-wanted technology for bank CIOs over the next 3-4 years will be regulatory and risk management technology. According to a recent Celent report, the financial industry is expected to spend in excess of $50 billion on risk and regulatory initiatives globally by 2015.

Business Intelligence
IDC forecasts, The Advanced and Predictive Analytics (APA) software market is projected to grow from $2.2B in 2013 to $3.4B in 2018, attaining a 9.9% CAGR in the forecast period

Cloud-based Business Intelligence (BI) is projected to grow from $.75B in 2013 to $2.94B in 2018, attaining a CAGR of 31%.

Financial Services firms are projected to spend $6.4B in Big Data-related hardware, software and services in 2015, growing at a CAGR of 22% through 2020.
Corporate Strategy – Key Goals

**Key Goals**

**Financial**
- Continuous EBITDA improvement
- Cash flow improvement through retirement or swapping of high interest debt
- Aligning financial ratios to industry
- Equity capital raise to fund restructuring and debt retirement
- Implementation of IR/PR program

**Operational**
- Restructuring operations and governance from regional to practice areas along product lines
- Increase offshoring to yield ~$3M in savings
- Improve corporate systems and processes

**Products**
- Rebalance product portfolio in FY’15
- Focus on high margin high growth products
- Focus on building out and marketing “killer products” i.e. differentia, fatca suite

**Sales**
- Focus to high/margin-high/growth products
- Increase revenue from partners from 4% to 20% by FY’17
- Aggressive & High Performing Salesforce

www.dionglobal.com
Corporate Strategy - Roadmap

Stabilize-2015

- Consolidate/integrate Regions & Entities
- Conduct product portfolio analysis
- Focus on higher margin products
- Return to profitability
- Restructure governance and operations (Industry practice areas)
- Initiate capital markets program with IR/PR

Grow-2016

- 20% y/y growth in topline
- Significant Investment to achieve FY17 EBIDTA target
- Raise Equity capital to improve D/E ratio
- Strategic push in the Americas
- Pay down/eliminate high interest debt through new issuance or debt restructuring

Sustain-2017

- Continue 20% y/y organic growth
- Operating profits reaching 20-25% of net revenues
- Begin expanding marketing and branding budgets
- Align financial and operating ratios with competition
AGENDA

Overview

Growth Strategy

FY 14-15 Highlights & Financials
Key Highlights FY14-15

Continued Rapid Revenue Growth and Strong Customer Adoption

Further enhances and version releases across products

Larger Contract Size and More Multi Product Deals

13 FATCA sales within a span of one year to major international banks across 4 continents

Awarded as Best Wealth Management solution provider for the third year in row by the Systems in City Awards 2014

completed its acquisition of SwissRisk Financial Systems (since renamed Dion Global Solutions GmbH), after initially acquiring a controlling stake in January 2012
## FY15 Financial Snapshot

<table>
<thead>
<tr>
<th></th>
<th>FY15 Act</th>
<th>FY14 Act</th>
<th>Growth</th>
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<tbody>
<tr>
<td><strong>Revenue</strong></td>
<td>49.8</td>
<td>39.5</td>
<td>+26%</td>
</tr>
<tr>
<td><strong>Total Expenses</strong></td>
<td>43.8</td>
<td>44.8</td>
<td>+2%</td>
</tr>
<tr>
<td><strong>EBITDA</strong></td>
<td>6.0</td>
<td>-5.2</td>
<td>+215%</td>
</tr>
<tr>
<td><strong>EBITDA %</strong></td>
<td>12%</td>
<td>-13%</td>
<td></td>
</tr>
<tr>
<td><strong>Depreciation</strong></td>
<td>2.6</td>
<td>2.8</td>
<td>+8%</td>
</tr>
<tr>
<td><strong>EBIT</strong></td>
<td>3.4</td>
<td>-8.0</td>
<td>+143%</td>
</tr>
<tr>
<td>Interest &amp; Other</td>
<td>3.2</td>
<td>1.9</td>
<td>-63%</td>
</tr>
<tr>
<td>Non Operating</td>
<td></td>
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<td></td>
</tr>
<tr>
<td>Expenses</td>
<td></td>
<td></td>
<td></td>
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<tr>
<td><strong>PAT</strong></td>
<td>0.2</td>
<td>-9.9</td>
<td>+103%</td>
</tr>
</tbody>
</table>

**Revenue ($M)**
- +26%

**EBIDTA ($M)**
- +ve Swing by $11.2M
## Financial Commentary:

- With the objective to reach scale and diversify, in FY12 Dion Board decided to invest organically as well as inorganically.
- Completed 3 acquisitions and developed 4 in-house products between FY12 to FY14.
- FY14 was a period of consolidation as we integrated the acquired businesses, decommissioned below par business units and undertook cost rationalization.
- FY14 also saw significant investment in 4 new products, differentiate, FATCA, TradeCentre and D-CLEAR and its distribution channels.
- As Evident from H1 results Dion is poised to grow 20-25% in FY15 and returns to profitability and is exceptionally well positioned for future profit growth, with the correct cost structure in place and products matching customer purchasing budgets.