

# Dion

Powering Financial Solutions



## Powering Financial Solutions Globally

2012 | Annual Report

2012 | Annual Report

# Powering Financial Solutions «Globally

It was said that power comes out of the barrel of a gun. However, in the global world of the 21st century, the bullet has given way to economics. The ability of economics and finance to change the world has reached a new level .

It would therefore be no surprise to find that the Finance (BFSI) sector today uses the most powerful technology tools, be it process or analytical solutions, in order to maximize revenues, minimize expense and achieve the goals they desire. Technology is core to the financial services businesses – money is electronic rather than physical whether in the cross-border context or retail transactions.

At Dion Global Solutions (Dion), our core theme is to develop and deploy innovative software products and solutions that enable our customers to attain greater success and meet their targets. It is this passion that has been our core value since our inception and has been the guiding force of our every action. We are the technology specialists, thought leaders and our solutions power the financial services sector.

Events of 2008-09 arising out of the sub prime crisis and the consequent economic breakdown shook the foundation of the global financial industry. While a few financial companies perished, many were left with deep damages to their current and future plans. Survivors across the globe have been redrawing their strategies and path to success and have been realizing the power of technology. We at Dion are constantly innovating new techniques and solutions that will enable financial institutions to reclaim their lost grounds. Through the provision of our unique set of offerings that

span across front, middle and back office process management, we are focused on empowering this new global financial fabric into a stronger and robust web of business and technology that can be sustained into the next decade.

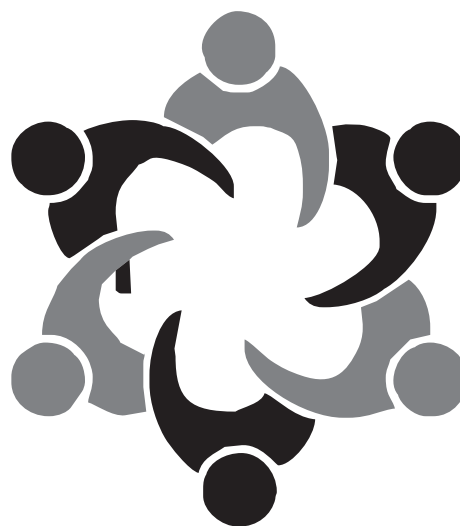
A powerful business requires focused and passionate mindsets. Our highly qualified and experienced teams across the globe come with deep domain knowledge and technical expertise in the core financial sector. They are hand-picked for these deep domain concepts and undergo constant skills upgrades to ensure that they are equipped with the tools to create state of the art, breakthrough software products for the financial sector. It is this combination of domain expertise and technology that gives us the ability to transform a product and empower our customers.

The global financial industry is undergoing a complete rebuild with new perspectives, hopes and aspirations; an industry where the truly passionate will be empowered with the ability to redefine and reclaim their success. This new generation of financial industry is a complete shift from its ancestry as it realizes new avenues, new methodologies and new targets that can be achieved with the use of modern technology. We at Dion are focused at creating a world of possibilities for those in the financial sector who are passionate to redefine success and create wealth and value for their customers globally.

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# Board of Directors »



- Mr. Malvinder Mohan Singh  
Non - Executive Chairman
- Mr. Shachindra Nath  
Non - Executive Director
- Mr. Ralph James Horne  
Global CEO & Managing Director
- Mr. Maninder Singh Grewal  
Non - Executive Director
- Mr. C. P. Gurnani  
Non - Executive Director
- Mr. Pradeep Ratilal Raniga  
Independent Director
- Mr. Vikram Sahgal  
Independent Director
- Mr. Padam Bahl  
Independent Director
- Dr. Preetinder Singh Joshi  
Independent Director
- Mr. R. K. Shetty  
Independent Director

## Company Secretary

Mr. Tarun Rastogi

## Registered Office

D-3, P3B, District Centre, Saket, New Delhi - 110017

## Bankers

HDFC Bank Limited  
ICICI Bank Limited  
Axis Bank Limited  
YES Bank Limited  
HSBC Bank Limited

## Auditors

M/s. S. S. Kothari Mehta & Co.  
Chartered Accountants  
146-149, Tribhuvan Complex,  
Ishwar Nagar, Mathura Road,  
New Delhi - 110065

## ANNUAL GENERAL MEETING

**Venue** : Sri Sathya Sai International Centre,  
Pragati Vihar, Lodhi Road, New Delhi - 110003

**Date** : December 20, 2012

**Day** : Thursday

**Time** : 4:00 P.M.

# Note from Global CEO »



## Dear Shareholders,

We are proud to present to you the Annual Report of your company for the year 2011-2012. While the industry recovery is still slow, your company has utilized this time to invest in expansion across both product portfolio and geographic reach, and also in human talent. We have posted a near 35% increase in revenue from the previous financial year, from INR 128.65 Cr to INR 174.06 Cr. EBITDA for the year was INR 8.17 Cr which is around 5% of Revenue. Margins were lower compared to FY10-11 as in FY11-12 we invested heavily in diversifying our business into these new products and geographical domains, the benefits of which we have started experiencing in the current FY12-13.

### Investing in our portfolio expansion

Fiscal 2012 was a year of strong business growth for your company. We have expanded our product portfolio from 3 key products to 12 and continue to invest further in these solutions.

As risk and compliance remain a strong focus for the financial industry worldwide, we have invested considerably in enhancing our offerings for this segment. We have expanded our GRC product portfolio to cover Compliance and Audit solutions in addition to Operational Risk. We now empower banks and financial institutions to comply with new regulatory requirements.

We also invested in expanding our portfolio across wealth management and messaging workflow solutions. Our wealth management solution is widely acclaimed across UK and was recently awarded the "Best Wealth Management solution" by the Systems in City Awards in London.

### Investing in growing our business across mature markets

We have expanded our business presence across new geographies. We have increased our footprint in the developed markets of Europe and Americas and have also entered the emerging markets of South-Asia and Africa. We now have offices in 26 cities in across the globe.

In UK, we acquired Investmaster, a wealth management systems specialist. In Continental Europe, we acquired Swissrisk Financial Systems, a European banking software specialist. Through these acquisitions, we have successfully entered the mature market of Europe and are now actively expanding our presence in the region. We have also entered the American market with our enhanced GRC portfolio.

### Investing in growing our people

In fiscal 2012, we expanded our workforce by 25%, increasing headcount from 450 to over 600 employees. We now employ nearly 340 people that focus on product development across the globe. With development centres in India, Australia, Malaysia, UK, Spain, Germany and Canada, we are well positioned to serve our customers' needs globally.

### Investing in growing our customers

In fiscal 2012, we have expanded our customer base to over 630 clients in 86 different countries. We are now a trusted technology partner for nine out of ten of the world's largest financial institutions. Our customers continue to be the focal point of our business as we provide innovative solutions that not only help them comply with a new world of regulatory requirements but also enable them to reduce costs or gain competitive edge themselves.

### Investing in growing our partner network

We have been partnering with the best in the industry to deliver a complete overall solution to our customers. In fiscal 2012, we have signed partnership agreement with Mahindra Satyam through which they acquired a significant minority equity stake in Dion. Mr. C P Gurnani, CEO of Mahindra Satyam is also now a part of the Dion Board. Both teams have been working together to leverage each other's strengths and launch new solutions for the global industry.

We thank you for your continued trust and faith in us. The strategy initiated last year has only just begun to show results and as we continue its execution, we are confident that in the coming years you will see greater things from your company.

With Best Wishes,

**Ralph James Horne**

Global CEO & Managing Director  
Dion Global Solutions Limited

# About Dion »

Dion Global Solutions provides market leading software solutions to financial institutions across the globe. Offering a comprehensive range of targeted and focused solutions, Dion works with organisations that operate across the entire financial markets spectrum.

With solutions spanning portfolio management, trading, settlement, risk management, compliance, analytics, messaging and workflow, and research services and information products, Dion has unrivalled knowledge and expertise of trading and investment. This is backed up by more than 600 highly experienced and knowledgeable staff, including a 200 strong development team across 7 regions.

With more than 650 clients in 88 countries, Dion works alongside clients and world renowned technology partners to implement and support solutions to increase productivity, reduce costs and facilitate growth.

For more information visit [www.dionglobal.com](http://www.dionglobal.com)

# Our Ethos & Philosophy »

Dion has been at the forefront of creating innovative technology solutions for the global financial markets. We have a wealth of experience built for over two decades in providing innovative solutions to the BFSI industry across the globe. This experience has allowed us to understand our clients' business in-depth and work with them to improve their internal processes and efficiencies to ensure they keep a step ahead of competition.

Our name was inspired from the Savior of Syracuse, Dion. He was an intelligent man in the kingdom of Dionysis the Elder during 4th century BC. Dion's intelligence, passion and focus to create a healthy kingdom & his wisdom surpassed that of his peers. His knowledge & understanding led him to predict the first ever inflation in 4th century BC. At Dion Global Solutions, we are backed by our unsurpassed domain expertise in financial markets worldwide & passion to create innovative solutions. Thus the namesake was apt for the company.

Our identity is a representation of our focus and our business mission. The highlight on 'I' represents our focused client centric approach, innovation, IT as the core and our singular focus towards each client's success. The zeta symbol is the 6th letter in Greek alphabets. It has the numeral value of 7, which is considered a lucky number in several mythologies. It is a symbol of good-luck and success.

## Our Vision

“To be a leading technology partner for financial services industry driven by innovation, delivering superior value for all stakeholders globally”

Our passion is to create world-class products and solutions for banking & financial markets worldwide. Our domain expertise helps us feed this passion well.

# The Dion Edge»

More than 630 clients in 86 different countries

More than 600 staff worldwide,  
including 200 in product development

Trusted technology partner for nine  
out of ten of the world's largest  
financial institutions



Dion

Powering Financial Solutions

Offices in the Americas, Europe,  
Asia-Pacific and the Middle East.

Global development centres in  
India, UK, Germany, Spain,  
Australia, and Malaysia



# Our Key Offerings >>

Dion Global Solutions provides market leading software solutions to financial institutions in Asia Pacific, Europe, North America and the Middle East. Recently, Dion expanded its profile to add the research & information services division under its list of offerings.



## Areas of expertise >>

### Trading, Settlement & Wealth Management

- Front office suite
- Middle office suite
- Back office suite
- Customer management

### Governance, Risk & Compliance

- Audit
- Regulatory Compliance
- Operational Risk
- FATCA Solutions

### Messaging & Workflow solutions

- EAI Messaging Solutions
- Tax & Payment Gateways

### Analytics

- OTC Derivative Pricing & Risk Management

### Research & Information Services

- Data Extraction & Enquiry Solutions
- Web Presence Solutions



## ● Our Business Overview

**Australia** | Melbourne, Sydney   **Brazil** | Sao Paulo   **Canada** | Toronto   **Chile**   **Germany** | Frankfurt   **Hong Kong**  
**India** | Ahmedabad, Bangalore, Cochin, Delhi, Mumbai   **Malaysia** | Kuala Lumpur   **Mexico** | Mexico City   **New Zealand** | Auckland  
**Singapore**   **Spain** | Madrid   **UAE** | Dubai   **UK** | London, Leicestershire   **USA** | New York   **Vietnam** | Hanoi, Ho Chi Minh City