



**DION**  
POWERING FINANCIAL SOLUTIONS

# Shaping a stronger tomorrow

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Annual Report 2015-16





“ We develop  
software solutions  
for the global  
financial services  
industry across the  
entire transaction  
lifecycle. ”

**DION**

POWERING FINANCIAL SOLUTIONS

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# Company information

## BOARD OF DIRECTORS

**Mr. Maninder Singh Grewal**

**Mr. Amit Sethi**

**Mr. Balinder Singh Dhillon**

**Mr. C. P. Gurnani**

**Mr. Daljit Singh**

**Dr. Gaurav Laroia**

**Mr. Ralph James Horne**

**Mr. Rashi Dhir**

**Mr. Ravi Umesh Mehrotra**

**Dr. Vandana Nadig Nair**

Non-Executive Chairman

Independent Director

Non-Executive Director

Non-Executive Director

Non-Executive Director

Independent Director

Non-Executive Director

Independent Director

Non-Executive Director

Independent Director

## CHIEF EXECUTIVE OFFICER

Mr. Michel Borst

## CHIEF FINANCIAL OFFICER

Mr. Gopala Subramaniam

## COMPANY SECRETARY AND COMPLIANCE OFFICER

Mr. Tarun Rastogi

## REGISTERED OFFICE

54, Janpath, New Delhi – 110001

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Website: [www.dionglobal.com](http://www.dionglobal.com)

CIN: L74899DL1994PLC058032

## BANKERS

Axis Bank Limited

HDFC Bank Limited

ICICI Bank Limited

IndusInd Bank Limited

YES Bank Limited

## REGISTRAR AND TRANSFER AGENT

Karvy Computershare Private Limited

Karvy Selenium Tower B, Plot 31-32,

Gachibowli, Financial District, Nanakramguda,

Hyderabad – 500 032

Phone: 040 - 67162222

Fax No. : 040 – 23420814

E-mail: [einward.ris@karvy.com](mailto:einward.ris@karvy.com)

Website: [www.karvycomputershare.com](http://www.karvycomputershare.com)

## AUDITORS

M/s. S. S. Kothari Mehta & Co.,

Chartered Accountants,

146-148, 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 : September 23, 2016

Day : Friday

Time : 04:30 PM



**Michel Borst**  
Chief Executive Officer

## Chief Executive's Review

2015 was a year where Dion continued to focus on the success of its customers, innovation in products, and ensuring all the foundational elements are in place to grow the business across our core markets in EMEA and Asia Pacific.

The regulatory and economic environment our customer faces remains challenging, and the need to effectively service and communicate with their customers is increasing. At the same time, financial services firms are experiencing increased pricing pressure for their products and services. Against this backdrop, we remain focused on helping our customers solve their challenging business problems and improve customer service and achieve operational excellence so they can concentrate on driving growth.

In 2015 we have seen some great success in our award winning Wealth Management Solution business, with 11% YoY revenue growth in our home market the UK, as well as a rapidly increasing interest and pipeline of opportunities in Asia Pacific. The Asia Pacific Wealth Management Market is fast becoming the largest, and has surpassed US and Europe in Assets Under Management. We believe we are well positioned to take advantage of the growing market opportunities.

Our trading, order and risk management solution (TradeCentre) business has grown exponentially in the

Australian market with almost 50% YoY growth with a rapidly growing pipeline of new opportunities both in Australia as well as in other markets in Asia Pacific. Equally our TradeAnywhere solution has performed well in the Indian market with about 36% YOY increase in revenue.

Our Post Trade solution NOVA continues to be a well performing business with 3% YoY growth and supporting some of the largest global and regional financial institutions in the Asia Pacific region.

Despite the tough economic conditions in the financial services sector in some of our markets, we achieved notable success this year with numerous big projects going live, new and renowned customers being added, new products being developed and existing core products enhanced, both functionally and technically. Relentless focus on our relationships with customers has been instrumental to our success, and we are hopeful this positive performance will continue.

### **Investment in Product Innovation Supports Long Term Growth**

As the global financial markets become more regulated, increasingly competitive and customer demands escalate the requirement for the type of solutions we provide will grow. These are long-term trends that require long-term investment and present us with the opportunity for long-term



profitable growth and value creation.

We expect a significant increase in revenues for our existing suite of products including the new FATCA/CRS solution that has achieved remarkable global success by helping financial institutions to comply with complex FATCA and CRS regulatory and compliance requirements.

Similarly, Wealth Management, TradeCentre, NOVA and FinCase remain well accepted in the market.

### **Awards and Recognitions**

In our continued quest for excellence and relentless focus on product innovation and successful customer implementation, Dion is increasingly emerging as a true brand. Several awards and recognitions for our Wealth Management Solutions were received during the period under review:

- **Dion Global Solutions (UK) Limited** has been awarded the **"Best Wealth Management Solution Award"** for the fourth consecutive year at the Systems in the City Awards 2015 held in London.
- **Dion Global Solutions (UK) Limited** won the **'Best Implementation of a Technology Solution'** award at the Wealth Briefing European Awards 2015.
- Our wealth management solution **Invantage** has been awarded the **Good Accredited Standard for 2016**, by Goodacre UK Limited.

### **Expanding our Global Business**

Successfully scaling our business over the last 5 years has enabled us to maintain a global support and development networking comprising of more than 500 members of staff across 20 office locations and more than 250 in product development. These facilities support and develop our software solutions across our entire range of solutions. Our breadth increases our market access and generates opportunities to cross-sell and upsell.

### **Outlook**

Our vision is to add value to our customers' business through building innovative technology solutions that increase business efficiency &

profitability. In order to fulfil our objective, we are remodeling our divisional structure to a customer centric model. Through this model, we aim to provide a complete solution to our customers by building synergies within our products and business units.

We remain well positioned to continue our strategy of global expansion. We are pursuing new opportunities in all regions in wealth management, banking, and capital markets. Investment in product development and our sales network is accelerating as we seek to expand our business and start selling our products outside the traditional home markets across European and Asian markets.

With our continued focus on cutting-edge technological innovation, the company remains well placed for next year to ride out tough market conditions and consolidate its position as a reliable partner for the global financial services industry. Our key strategy for next year will be expanding our existing markets and entering new ones by drawing on our wealth of knowledge and experience in the sector.

We are aligning our strategic investments in key markets, and innovative solutions with our customers' evolving needs, while focusing on delivering returns to our shareholders. Our success ties directly to our 500 members of staff worldwide, whose hard work, knowledge and dedication service our customers exceptionally well.

We would like to thank our employees, shareholders, customers, partners and board of directors for their ongoing commitment to leading the future of the financial services industry. We are proud of our accomplishments and are excited about the road ahead in 2016 and beyond.

**Michel Borst**

Chief Executive Officer

# Company Overview

We are a trusted technology provider to the financial services industry.

We deliver a comprehensive range of solutions to customers that operate throughout the financial markets. We draw on our presence across the markets, the depth of our global expertise and the breadth of our product development resources to serve the specific and localised needs of financial services firms. We have over 500 customers in more than 85 countries supported by a worldwide staff of over 500, including more than 250 in product development. Our solutions span wealth management; front-to-back trading solutions for advisers, stockbrokers, as well as financial institutions and banks; FATCA CRS compliance solutions; messaging and workflow solutions; GRC and audit solutions; and data and content services.

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

# We are a trusted FinTech company globally







strong development team



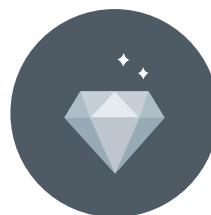
development centres  
spread across timezones

We create software solutions for..



Institutional  
Commercial  
Retail  
Investment

Wealth Managers  
Family Offices  
Institutional Firms  
Intermediaries



Retail  
Institutional  
Clearing  
Participants