



**FINANCIAL TECHNOLOGY PARTNERS ADVISES UK-BASED LATENTZERO  
IN ITS SALE TO FIDESSA / ROYAL BLUE GROUP (LSE: RYB)  
FOR AGGREGATE CONSIDERATION OF UP TO  
APPROXIMATELY US \$125,238,000**

*FT PARTNERS' SIXTH INTERNATIONAL M&A TRANSACTION AND  
ITS FIRST FULLY INTERNATIONAL TRANSACTION*

**San Francisco, April 16, 2007** – Financial Technology Partners LP and FTP Securities LLC (together, “FT Partners”), is pleased to announce another successful transaction in the financial technology sector with its representation of UK-based LatentZero in its sale to Fidessa / royalblue group plc (“Fidessa”) (LSE: RYB) for an aggregate consideration of up to GBP £63,000,000 / US \$125,238,000<sup>1</sup>. The transaction represents the largest acquisition by Fidessa to date and further demonstrates FT Partners’ global execution and advisory capabilities with the combination of these two UK-based companies. FT Partners acted as exclusive strategic and financial advisor to LatentZero and its Board of Directors in this transaction.

“We are extremely pleased to have represented Richard Jones and Dan Watkins, two of the industry’s true pioneers in buy-side trading technology, in executing this highly successful transaction” said Steve McLaughlin, FT Partners’ Founder and Managing Partner. “LatentZero represents one of the crown jewels in the order management space and will help transform Fidessa into a broader-based solutions provider to leading clients on both the buy and sell-side of the capital markets.”

FT Partners was named “*Boutique Investment Bank of the Year*” in December 2006 for providing outstanding advisory services and achieving exceptional results for clients. The sale of LatentZero to Fidessa is FT Partners’ second successful transaction in the order management systems (OMS) sector, following its representation of Investment Technology Group (ITG) on its \$230 million cash acquisition of The Macgregor Group in 2006. With these two OMS transactions (one an acquisition and the other a sale; one a pioneering broker-based deal and the other a first ever technology vendor tie up in OMS universe) and deep knowledge of the remaining players and buyers in the space, FT Partners is firmly positioned as the dominant advisor to buyers and sellers in the ever narrowing, yet highly valuable, OMS sector.

**Selected FT Partners International Transactions:**

- LatentZero’s \$125 million sale to Fidessa / royalblue group plc (UK)
- VeriFone’s acquisition of Trintech’s Payment Systems Business (Ireland)
- Verus Financial Management’s \$325 million sale to Sage Group Plc (UK)
- Lynk Systems’ \$525 million sale to Royal Bank of Scotland
- Communicator Inc.’s sale to Markit Group Limited (UK)
- Iverson Financial’s sale to Belgium-based Capco

***About Financial Technology Partners LP and FTP Securities LLC***

FT Partners is the only investment banking firm focused exclusively on providing strategic and financial advisory services to CEOs in the dynamic financial services and technology sector. The firm offers strategic advisory services in mission-critical transactions including mergers, acquisitions, IPOs, refinancing, recapitalizations and private capital raisings. FT Partners’

**The Only Investment Bank Focused Exclusively on Financial Technology**

<sup>1</sup>US Dollars calculated using exchange rate data as of April 16, 2007. Total consideration subject to transaction earnouts. See FT Partners website for further details at [www.ftpartners.com](http://www.ftpartners.com) or the joint press release between LatentZero and Fidessa / royalblue.

Managing Partner, Steve McLaughlin formerly was a senior investment banker in Goldman, Sachs & Co.'s Financial Technology Group and was the senior investment banker in the Financial Institutions Group in San Francisco before leaving the firm to form FT Partners in late 2001. San Francisco-based FT Partners is comprised of a team of experienced investment bankers formerly with the financial technology, M&A and investment banking groups of Goldman Sachs, Credit Suisse, Citigroup and Bank of America Securities. FT Partners was recognized by *The M&A Advisor* as "Investment Banking Firm of the Year" in 2004 and again in 2006 for "Boutique Investment Banking Firm of the Year." Steve McLaughlin was also named in 2006 to *Institutional Investor's* "Online Finance 40" ranking of most influential leaders in online finance. Any securities related transactions contemplated by or acted upon hereunder are conducted by FTP Securities LLC, an NASD broker-dealer and a wholly owned subsidiary of Financial Technology Partners LP.

For additional information, visit [www.ftpartners.com](http://www.ftpartners.com).

#### **About LatentZero**

LatentZero is a global technology firm that specializes in developing complete front-office solutions for the buy-side community. LatentZero's Capstone product is used by nine of the world's largest ten asset management organizations. More than 4,000 portfolio managers, traders and compliance officers worldwide rely on Capstone to manage assets in excess of \$8 trillion.

For additional information, please visit [www.latentzero.com](http://www.latentzero.com)

#### **About Fidessa**

Fidessa is a world-leading solution for multi-asset trading, market data and global connectivity. Available as a simple workstation or as an integrated application suite, Fidessa is built on the vision of providing the richest trading functionality, market coverage, order management and execution capabilities to all tiers of the buy-side and sell-side communities. Headquartered in London and with offices in New York, Tokyo, Hong Kong, Paris and Toronto, Fidessa serves over 10,000 users at around 320 clients, and is used by over 85% of global, tier-one equity brokers around the world. Fidessa's global FIX network provides connectivity to over 200 brokers, 82 exchanges and around 1,000 buy-sides worldwide. Founded in 1981, royalblue group plc, provider of Fidessa posted revenues of £94.6m in 2006, up 27% on 2005, with an operating profit of £12.4m, up 29%, with recurring revenues accounting for 72%. royalblue employs around 850 people globally and has been fully listed on the LSE (RYB) since 1997.

For additional information, please visit [www.fidessa.com](http://www.fidessa.com)

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