### April 16, 2007

# FINANCIAL TECHNOLOGY PARTNERS LP FTP SECURITIES LLC, MEMBER NASD / SIPC

is pleased to announce its role as exclusive strategic and financial advisor to



in its sale to



#### for aggregate consideration of up to approximately



FINANCIAL TECHNOLOGY PARTNERS

The Only Investment Bank

Focused Exclusively on Financial Technology

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# LatentZero Sold to Fidessa / royalblue group plc

### FT Partners Advises on its 6<sup>th</sup> International Transaction

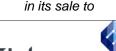
#### **Transaction Overview**

- Transaction announced on April 16, 2007
  - LatentZero announced its sale to Fidessa / rovalblue group plc for total consideration of up to approximately US \$125.2 million / GBP £63 million, which represents a 2006 revenue multiple of 3.64x.
  - FT Partners served as exclusive strategic and financial advisor to LatentZero and its Board of Directors
  - This transaction marks FT Partners' second significant M&A transaction in the Order Management Systems space; Represented ITG in its acquisition of Macgregor for \$230mm
- LatentZero is the world's leading innovator in front office software for the asset management industry
  - Products are used by nine of the world's ten largest asset managers, as well as many other firms, to manage more than \$8 trillion of assets across equity, fixed income, foreign exchange and derivatives
- Fidessa / royalblue group plc's (LSE: RYB) (£382.9 mm market cap) principal activity is providing a range of applications known collectively as Fidessa, which provides solutions for trading systems, market data and global connectivity
  - The transaction represents Fidessa's largest deal to date
- The combination of LatentZero and Fidessa provides, for the first time, the potential for true integration of multi-asset buy-side and sell-side trading flows on a significant scale
  - Broadens and diversifies the Fidessa trading product suite

#### **Financial Technology Partners LP FTP Securities LLC**

is pleased to announce its role as exclusive strategic and financial advisor to

### LATENTZERO





(royalblue group plc) LSE: RYB

for aggregate consideration of up to approximately



Focused Exclusively on Financial Technology

LatentZero is a leading Order Management System and related provider of front-office software to investment managers

Aggregate consideration subject to earnouts; more specific information can be found at either www.latentzero.com or www.fidessa.com.

Note: US Dollars calculated using exchange rate data as of April 16, 2007.

### **LatentZero**

Gerry Gualtieri

Richard Hooke

#### **Company Overview**

Corporate Overview			Deal Rationale		
Founded: Headquarters:		<ul><li>1999</li><li>London</li></ul>	direct, lea	quisition further extends Fidessa's product offering and gives Fidessa a ect, leading market entry into buy-side client solutions - Currently, Fidessa serves over 10,000 users across 320 clients	
Business Description:			<ul> <li>Used by over 85% of global, tier-one equity brokers around the world</li> </ul>		
<ul> <li>Focused on a</li> <li>Global opera London and presences in</li> <li>LatentZero's management</li> <li>Tesseract: p</li> <li>Minerva: oro</li> <li>Sentinel: pro</li> <li>EMS: fully in</li> </ul>	asset managem tion employing of Boston, as well South Africa an flagstone produ t suite or can be portfolio analysis, s der management a e and post-trade in ntegrated OMS/EM	over 185 individuals with headquarters in as offices in New York, Frankfurt, and d South East Asia ct, Capstone, is a complete front office implemented as individual components scenario modeling and order generation and trading westment compliance	<ul> <li>LatentZe</li> <li>dark liqui</li> <li>functiona</li> <li>Inte</li> <li>Alli</li> <li>Pa</li> <li>Inte</li> </ul>	a and diversifies the Fidessa trading technology suite entZero is focused on buy-side clients, more specifically on asset manager ro's recent agreements and partnerships with various market data dity, and other information / product suppliers expands Fidessa's lity to multi-strategy buy-side clients including hedge funds agration of FINCAD Analytics ance with MarketAxess rtnership with Markit Group agration of Liquidnet d many more	
Management			Selected News Events		
Name	Title	Notes	Date	Description	
Richard Jones	CEO	Co-Founder	02/1/07	LatentZero announces the launch of first truly integrated	
Dan Watkins	Director	Co-Founder		OMS and EMS system; Capstone Minerva now has a fully	

10/02/06

08/07/06

07/24/06

12/05/05

COO

СТО

Formerly of Thomson Financial

European management team

Former Technology Director

integrated trading module for asset managers

LatentZero forms an alliance with MarketAxess

LatentZero has teamed up with Liquidnet to allow LatentZero's OMS to access Liquidnet's systems

**Derivatives products** 

LatentZero integrates FINCAD Analytics into its Capstone

 LatentZero enters into a partnership with Markit Group, the leading provider of independent pricing, reference data, portfolio valuations and OTC derivatives trade processing for the global financial and commodities markets

# Fidessa / royalblue group plc

#### **Company Overview**



**Business Description** 

- Fidessa / royalblue's principal activity is providing a range of applications known collectively as Fidessa, which provides solutions for trading systems, market data and global connectivity
  - Available as a workstation or as an integrated application suite covering a range of features targeted at both buyside and sell-side clients
  - Captures, routes, monitors and confirms equity trades from stock exchanges, with modules tailored to various financial markets in the Europe, North America and Asia
  - Provides real time coverage of global markets along with supporting information such as news, fundamentals and charts



Sources: Wall Street research, company filings, website, and the London Stock Exchange. (1) Market data taken as of April 13, 2007. (2) LTM Stock Performance is for the period April 13, 2006 – April 13, 2007

# **Overview of Selected FT Partners Transactions**

FT Partners is the Leader in Financial Technology Investment Banking



### FT Partners Named "Boutique Investment Banking Firm of the Year"

#### The M&A Advisor Selects FT Partners for M&A Industry-Wide Awards

#### Awards Overview

- On December 13, 2006, FT Partners received top honors in 3 categories:
  - Boutique Investment Banking Firm of the Year
  - Product of the Year IPO Advisory
  - Deal of the Year
- Second time in 3 years FT Partners named Investment Bank of the Year; having previously won in 2004
- FT Partners "*IPO Advisory*" service as demonstrated in one of the most successful Payments IPOs in history, VeriFone – received its third industry award in 12 months for Product of the Year
  - Previously recognized as 2006 Financing Professional of the Year and 2005 Deal of the Year
- FT Partners was named a finalist in 9 separate categories, including:
  - Middle Market Deal of the Year
  - International / Cross Border Deal of the Year
- The annual awards dinner recognizes significant M&A accomplishments in 21 different categories
  - Finalists included top firms in banking, accounting, law, private equity and other providers of strategic M&A services



#### Boutique Investment Banking Firm of the Year



#### Selected Transactions:

- The \$245 million cash sale of Corillian Corp to CheckFree
- The \$325 million cash sale of Verus Financial Management to Sage Group PLC
- The \$540 million financing to support VeriFone's acquisition of Lipman Electronic Engineering
- The \$230 million cash acquisition of The MacGregor Group by Investment Technology Group
- The acquisition of Trintech Group's Payments Systems Business by VeriFone
- The cross-border sale of Communicator Inc. to Markit Group Limited