

Follow Fidessa  Link with Fidessa 

Fidessa expands Australian operations

New office, new data centre facilities and new senior staff cement local presence

Sydney, 18th October 2011 – Fidessa group plc (LSE: FDSA), provider of high-performance trading, investment management and information solutions for the world's financial community, has today announced the expansion of its Sydney-based Australian operations in a move that supports its continued growth across the Asia Pacific region.

The new office, located in the very heart of Sydney's central business district, comes as a direct result of recent, significant business successes for Fidessa in Australia, and will house a combination of current Fidessa employees and new hires. In parallel, Fidessa is also opening new data centre facilities in Australia which will allow it to provide its full range of low-latency connectivity, Software as a Service (SaaS) solutions and other managed and hosted services locally.

Heading up Fidessa's Australian business will be Country Manager, Andrew Metcalfe. Metcalfe's background in growing and managing Fidessa's Asia Pacific hosted services division from Hong Kong will be a key factor in expanding the local Australian business, as well as delivering the excellent client service and support that Fidessa is known for globally.

Also joining the Sydney-based operation is James Hardcastle, from Fidessa's Tokyo office, who will lead sales activities for Australia. Previously Head of International Sales for Japan, Hardcastle brings a wealth of client management and new business sales skills, and will be focused on growing the local client base.

Commenting on the business expansion, Jean-Pierre Baron, Managing Director of Fidessa's business across the Asia Pacific region, said: "The Australian market is in a state of flux which has been primarily brought about by recent changes to the local regulatory framework and the imminent launch of alternative trading venue, Chi-X Australia. Fidessa's solutions are recognised for their multi-market capabilities worldwide, but key to our strategy has been to identify and understand the specific Australian challenges. The combination of our global experience of trading in fragmented markets and our knowledge of the particular nuances in Australia means Fidessa is well positioned to become the partner of choice to guide market participants through the new liquidity landscape."

This news follows a period of significant investment in the region by Fidessa. Earlier this year it signed a deal with ASX to provide the technology infrastructure for ASX Best, a workstation that supports

multi-market equities trading. Fidessa is also producing a series of white papers on the new trading landscape in Australia. The second of these, '[Stuck in the Middle with you?](#)', which looks at the future for brokers in Australia's new trading landscape, was published last week.

"The Sydney office opening is testament to Fidessa's commitment to the Australian marketplace, and these new appointments build on the significant work we have been doing in Australia for some time, as well as augmenting the team of 10 people who are already working on secondment on our Australian activities", continued Baron. "This will allow us to ensure that we continue to service clients at the high level they have rightfully come to expect. Australia is a very important country for us within our overall Asia Pacific strategy and we look forward to further growth there."

The new office is located at Grosvenor Place, 225 George Street in Sydney.

- ends -

About Fidessa group

Exceptional trading, investment and information solutions for the world's financial community.

New technology, new regulation, new challenges: making money in today's financial markets is all about staying ahead of the curve. Having the capability to spot new trends and act fast turns change into opportunity. That's why 85% of the world's premier financial institutions trust Fidessa to provide them with their multi-asset trading and investment infrastructure, their market data and analysis, and their decision making and workflow technology. It's also why \$10 trillion worth of transactions flow across our global network each year. Because we're the market leader, we can also offer unique access to the world's largest and most valuable trading community of buy-side and sell-side professionals, from global institutions and investment banks to boutique brokers and niche hedge funds.

Fidessa is a global business with scale, resilience, ambition and expertise. We've delivered around 30% compound growth since our stock market listing in 1997 and we're recognised as the thought leader in our space. We set the benchmark with our unrivalled set of mission-critical products and services and, uniquely, serve both the buy-side and sell-side communities. Ongoing investment in our leading-edge, integrated solutions ensures Fidessa remains the industry's number one choice.

[fidessa.com](https://www.fidessa.com)

Fidessa® is a registered trademark of Fidessa group plc.

All product and company names herein may be trademarks of their registered owners.