

IM Trust chooses Fidessa for Latin American expansion

Chilean broker eyes international growth

São Paulo, December 14 2011 – Fidessa group plc (LSE: FDSA), provider of high-performance trading, investment management and information solutions for the world's financial community, has announced that IM Trust has selected Fidessa to act as its core technology platform. IM Trust will also be leveraging Fidessa's extensive global community to support plans for regional and international expansion. The Santiago-based full-service brokerage house will use Fidessa as its sell-side trading system provider on a Software as a Service (SaaS) basis to ensure local and foreign clients receive the highest quality execution with the best electronic trading tools.

IM Trust will be using Fidessa's trading platform, which has been adapted to comply with local market needs, as its core order management system for seamless straight-through processing of cross-currency trading, order inception, trade routing and confirmation. In addition, it will use Fidessa's advanced trading tools for algorithmic and basket trading as well as market data services. Following the implementation in Chile, Fidessa will be supporting IM Trust in its future plans for the Andean region, most notably Peru and Colombia.

With this agreement, IM Trust becomes a first mover in terms of providing its clients in the Andean region with the electronic trading tools they require to grow their positions in Latin America. In addition to leveraging these tools, its focus is on providing value to institutional and high net worth clients with a team of analysts whose coverage includes all companies in the IPSA Index, and who periodically issue sector and strategy reports all grounded in fundamental valuation models. IM Trust also benefits from integration with Fidessa's global connectivity network. One of the largest of its kind, it includes more than 2,650 buy-sides and 650 brokers, connecting IM Trust to a diverse international trading community.

Hernan Arellano, Partner and Head of Equities at IM Trust, explained: "This is a strategic move for us as investors across the world and locally turn their attention to Latin America. We knew we needed the best possible technology to compete in the global markets and offer the best execution service in LatAm. Naturally, we conducted a thorough review of similar solutions and decided Fidessa was a perfect fit for us. Not only is Fidessa's technology sophisticated and robust, but they are already connected to a significant number of our clients and with the Bolsa de Santiago, which made our decision an easy one."

Danielle Tierney, Analyst with Aite Group said: "It is great to see Fidessa continuing to expand their presence in Latin America. There is certainly a strong and growing need for proven technology solutions, especially among the growing Andean markets, which should continue to experience impressive growth in market levels and volumes as the exchanges continue to work to develop their internal and external trading infrastructure. Chile is an important hub of expertise from which to also gain exposure to fellow MILA participants Peru and Colombia, and as expansion takes place geographically, as well as in electronic trading, major brokers such as IM Trust will definitely stand to benefit from the use of Fidessa's comprehensive services."

Alice Botis, Fidessa's Head of Business Development in Latin America, added: "As electronic trading takes hold across Latin America, there is a very strong demand for world-class systems to provide advanced trading tools and quality execution services to augment the portfolio of services a broker can provide to their clients. It is our continuing success in these local markets and the drive to provide professional local support that has led to our recent office opening in São Paulo. We are delighted to be supporting IM Trust's expansion by providing the tools they need to offer the best possible standard of execution in the regional marketplace."

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About IM Trust

IM Trust is a full service financial institution founded in 1985 with more than 26 years of experience in the industry serving a diversified client base, including corporations, institutional investors, governments, endowments and high-net-worth individuals in Chile and starting operations in the Andean Region (Peru and Colombia). It provides a comprehensive set of products and services, including Financial Advisories, Asset Management and Capital Market intermediation, matched with undisputed distribution capabilities within institutional investors and high net worth individuals making IM Trust a 1st tier player in the industry. The company has been recognized in several occasions as one of the main players in the Financial Industry in Chile. These recognitions include: Best Investment Bank of the Year, Best Bond House of the Year, IPO of the year, Best M&A Bank of the Year. It recently started operations in Peru and is closely looking after the Colombian market to consolidate its regional leadership. In recent years, IM Trust has been involved in major transactions, both in the Chilean market, as well as in the MILA market including the acquisition of D&S by Wal-Mart (US\$ 1.6 billion) and the Block Trade transaction of Aguas Andinas by the Chilean Government (US\$ 1.0 billion).

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.

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