

ANALEC – Press Release



Research Enabling Solutions

Gartner executive joins ANALEC to head sales & marketing

Date: 14 December 2009

With an eye on revenue acceleration and creating a sustainable sales organization, ANALEC announced the appointment of Mr. Jaideep Mehta as Senior Vice President – Head of Sales & Marketing. Jaideep joins ANALEC from Gartner in Europe, where he was the Regional Vice President for sales across Europe, Middle East and Africa (EMEA), overseeing a revenue pool of US\$ 450m. Jaideep brings 15 years of international sales and business development experience with the last 8 years based out of the UK, out of which over 5 years have been with Gartner. Mr. Mehta is presently based in the UK and will be relocating to New Delhi (India) in February 2010 to take up his new assignment.

Commenting on his appointment, Jaideep Mehta stated, “After spending 5 years in a world class company like Gartner, my decision to join Analec was driven by the quality of their management team, their clear vision for building a world class enterprise and their relentless focus on customers. I look forward to joining the team in the New Year and helping to drive the business to the next level of performance.”

ANALEC’s investment in building out a sales organization comes at an opportune time with it planning a significant product launch delivering powerful financial analytics and investment decision-making capability via a proprietary desktop software application across a broad spectrum of listed companies in Asia, primarily targetting the institutional investor market place. As part of the regional sales development strategy, ANALEC is slated to open its regional business development office in Singapore in the first quarter of 2010, with a view to tap the growing Asia Pacific investor community.

ANALEC’s CEO and Managing Director – Indy Sarker – stated, “We are delighted by Jaideep’s decision to join our team. Jaideep is a seasoned sales executive who has achieved significant success at Gartner over the last five years. Jaideep is a real talent and had numerous opportunities to choose from at this stage in his career. His decision to join ANALEC is another vindication of ANALEC’s long-term goals and strategy. Over the next few years, Jaideep will be instrumental in building out ANALEC’s global sales effort while meeting our medium- to long-term revenue and customer acquisition goals. I take this opportunity to wish him every success and welcome him to the team.”

ANALEC having focussed on the institutional brokages and investments banks in its first phase of growth, with its ANALEC ResearchWise and recently launched ANALEC ClientManager product suites, is now expanding its product offering with its financial analytics platform to target the money management industry as well as other private-public investors and lenders (e.g., private equity, commercial lenders etc.), thereby growing its addressable universe of customers as well as the market opportunity.

Commenting on the evolving landscape of institutional money management, Indy Sarker stated, "Over the last few years, money managers around the world have been pushing their brokers for greater transparency and unbundled commission rates. The increasing use of Commission Sharing Arrangements (CSAs) by money managers to pay for value added services is giving rise to independent service providers that did not and could not exist before. We believe trade execution will increasingly witness consolidation and concentration, as money managers relentlessly pursue *best execution*. Consequently, many service providers to the money management industry, in particular investment research services and mid-market brokers, will increasingly get paid via CSAs put in place by money managers with their execution brokers. These arrangements are proving increasingly effective to manage transactions costs at the buy-side organizations and their desire to secure *best execution*, while ensuring their ability to use their commission dollars to pay for value-added services, integral to their investment decision-making process, is not impaired. Over the next few years, we will continue to position our products and services to benefit from the evolving changes in the asset management and brokerage industries and remain very excited about our prospects."

ANALEC's present product offering includes ANALEC ResearchWise (a research management, authoring, compliance, workflow and content distribution platform with a powerful front end financial analytics interface) and ANALEC ClientManager (a client service delivery and management platform integrating research, sales, trading, sales-trading, client services, settlements and telephony systems that delivers structure, transparency and accountability in the client service process within a full-service brokerage). ANALEC launches its financial analytics and investment decision-making platform in April 2010.

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About ANALEC:

ANALEC is a specialised proprietary software-led service provider to the investment banking and investment research industry. It leverages its deep domain knowledge of the investment research and investment banking industry to develop and deploy enterprise level software-enabled business process solutions, addressing very specific organisational issues and challenges within investment research and client servicing functions. Under its remote delivery model, ANALEC offers its customers the option to remotely manage and deliver a range of services. Founded in June 2003, ANALEC brings together over 80 years of leading expertise in investment research and software development and deployment within investment banks and brokerages. Headquartered out of Singapore, ANALEC has a delivery centre in India and a sales-representative office in the United States.

Website: <http://www.analec.com>

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