

# Spearhead and Partners



## Group Company Characteristics



- Founded in 1990
- Partners & Consultants: Trading room and/or Industry vendor background
- Highly specialised and focused product & service offering, with own Research & Development
- Global network and international experience
- More than 300 clients and 500 assignments successfully completed, world-wide
- Vendor independent, privately owned
- Member of  SIIA/FISD.net
- Track record for reducing market data spend

# Mission Statement



“Provide the Financial Industry with knowledge, superior products and services that support the Investment process and the use of market data solutions in the front- mid- and back-office”

# Global presence



## OFFICES

United Kingdom

The Netherlands

Switzerland

Sweden

France

## AGENTS & PARTNERS

### USA

Axiom Group

### Japan

Intersoftkk

### Hong Kong & Singapore

Market Data Consultants Ltd

### United Kingdom

Spearhead and Partners Ltd

### Australia

Screen / Brabus

### Spain

MedySIF

### Greece

F-Solutions

### Germany

IBX

# Group of companies

Reference selection

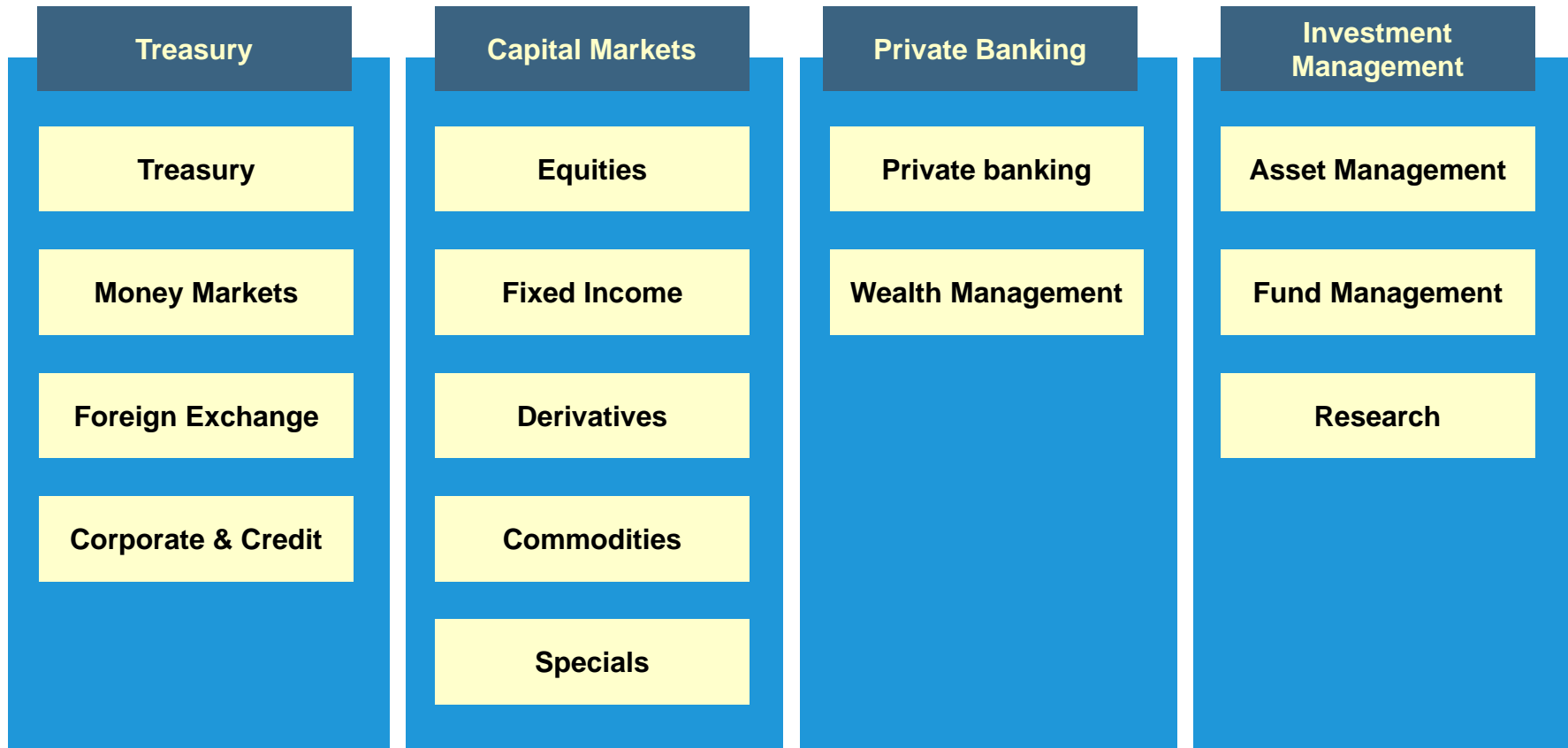


# The financial services industry is the prime user of Spearheads' services



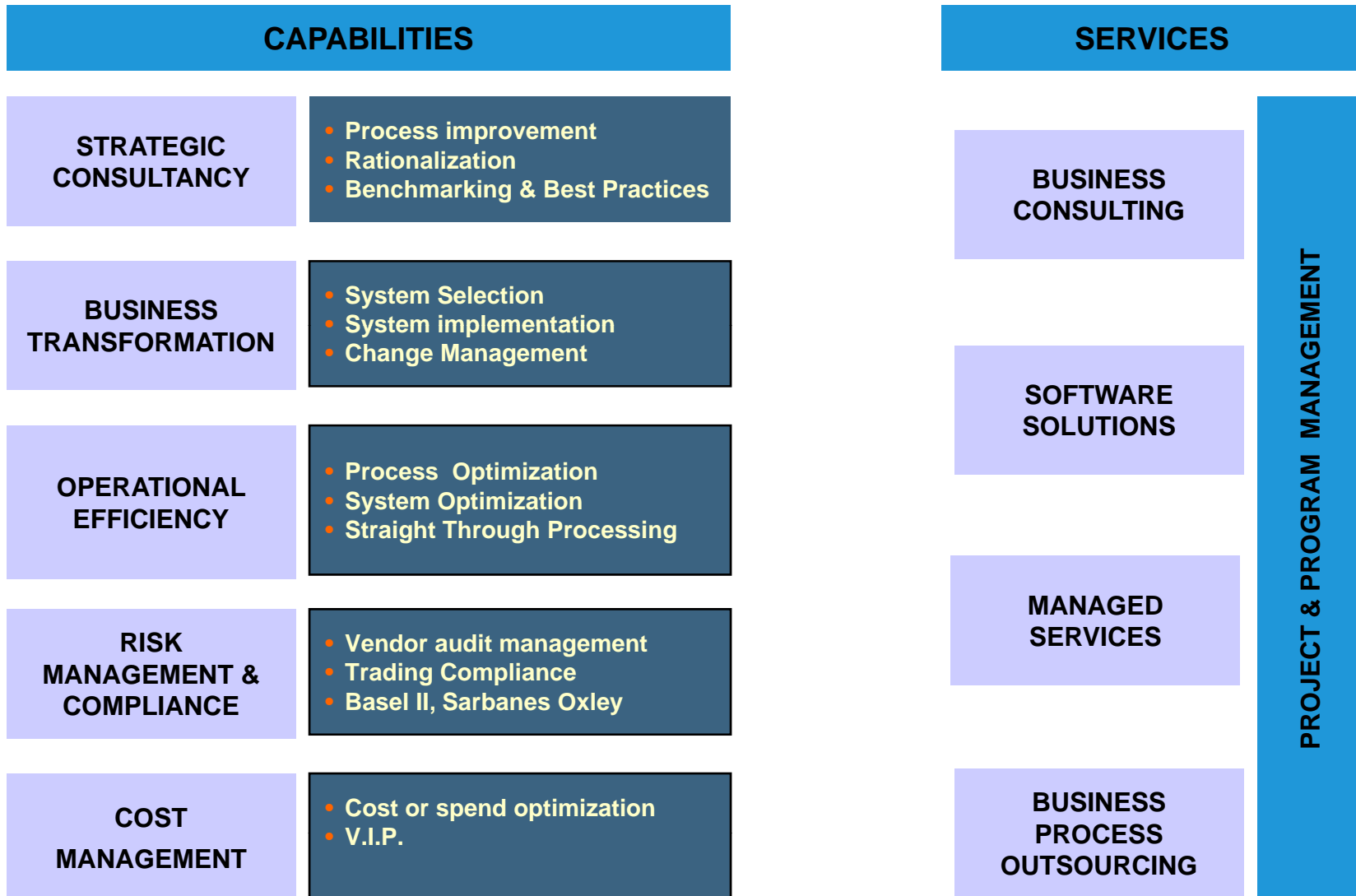
- The Financial Services Industry is the largest contributor to revenues and client base  
70% of clients are headquartered in Europe, 20% in the Americas and 15% in Asia-Pacific
- 50% of clients uses our services on a global basis

# We service a niche within the financial services industry...

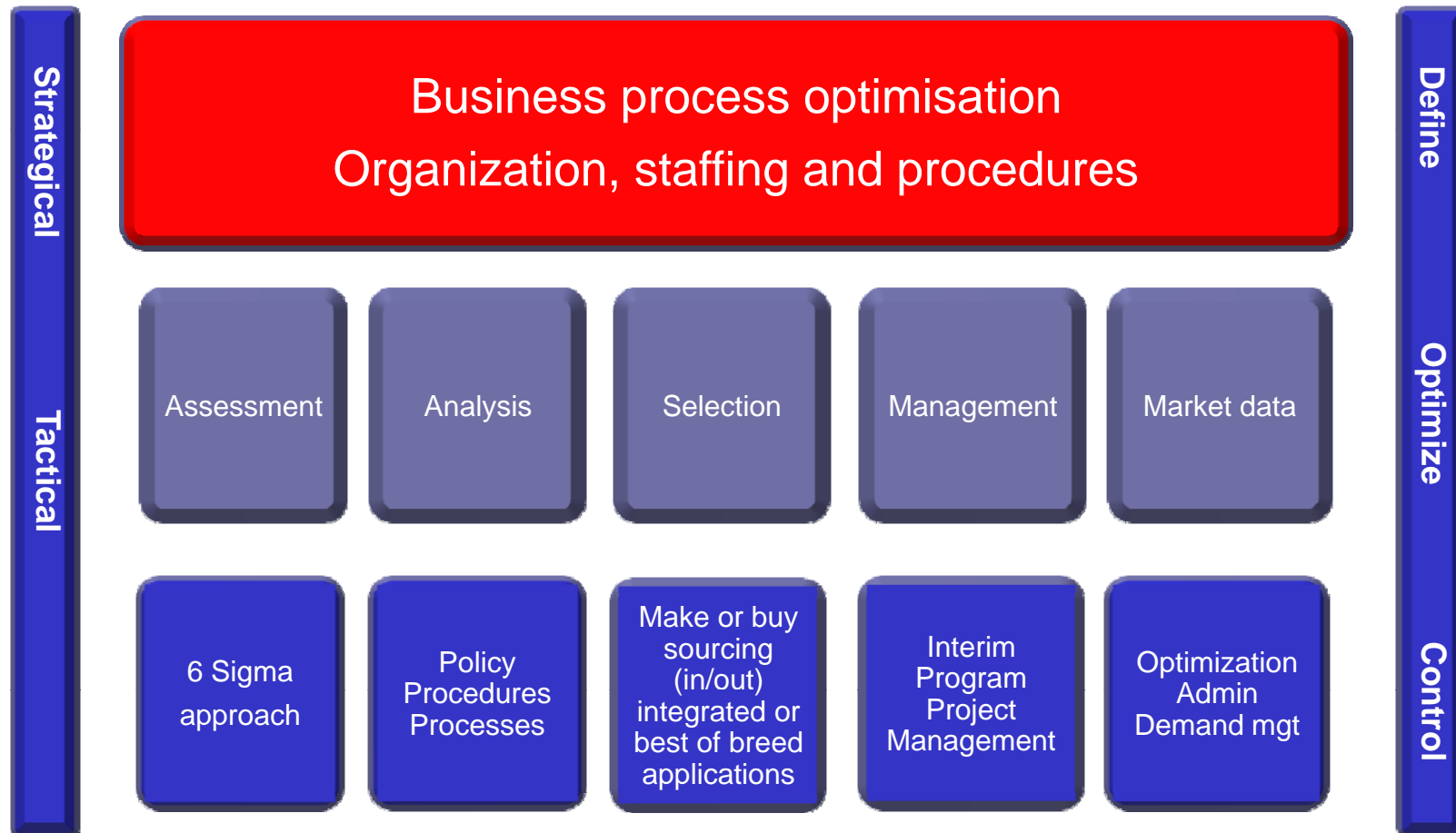
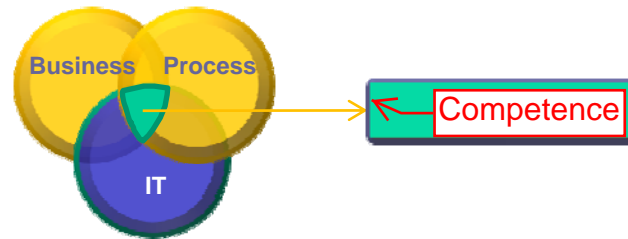


Front to back including specific areas like, lending, risk, custody & sourcing

# ... through a suite of end-to-end business advisory and execution services



# Investment Management services model





## Market Data Management services model



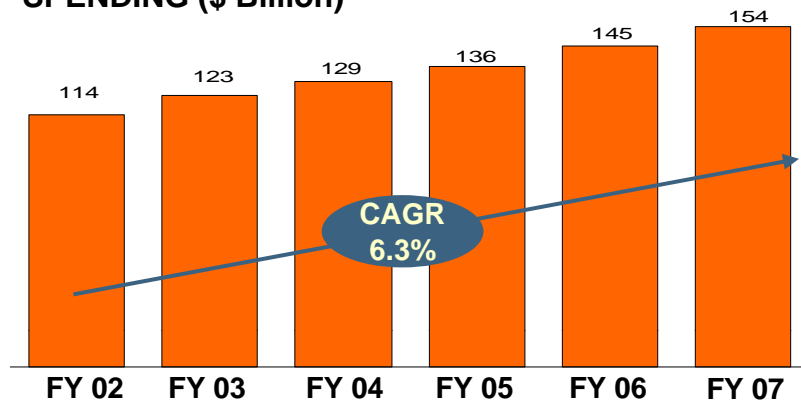
# Market Overview and Client Imperatives



# The worldwide financial services industry spends billions annually on IT and market data services



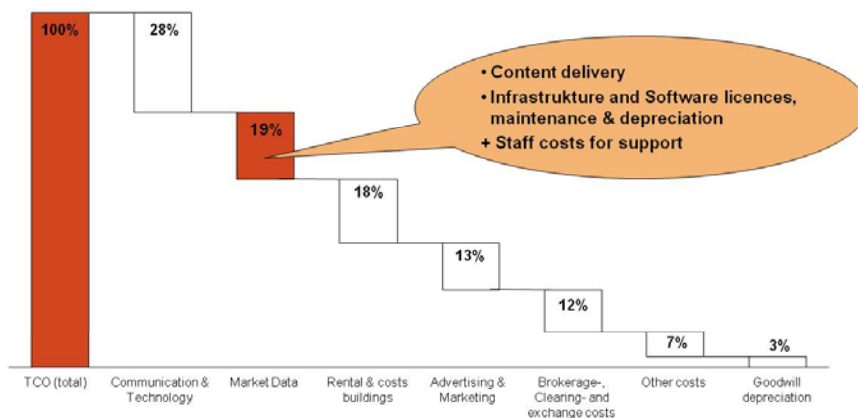
## WORLDWIDE FINANCIAL SERVICES IT SERVICES SPENDING (\$ Billion)



## WORLDWIDE FINANCIAL SERVICES MARKET DATA SERVICES SPENDING (\$ 30 Billion)

Breakdown of Market Data costs as part of the TCO

EXAMPLE



1) Based on cost structure of a large global Investment Bank  
2) Source: ScreenResearch

## Financial Services IT and Market Data Services – Key Facts

- Technology and costs are amongst the top 5 business issues for financial services CEOs
- The financial services industry represents the largest market for IT Services spending worldwide
- Financial institutions have been at the forefront of global sourcing both in technology as well as in operations
- Market Data services are the fuel that drives the investment process
- The costs for the delivery of market data are in some organizations the second largest cost component within the scope of the Total Cost of Ownership
- The era of buying technical expertise is on its way out and that of buying business-IT expertise is emerging

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Thank You

