

## Linedata survey finds technology is key back office competitive differentiator

**Primary areas of growth include building the client base and managing diverse asset types**

PARIS, BOSTON and LONDON, April 10, 2012 - Linedata (NYSE Euronext: LIN), the global solutions provider dedicated to the investment management and credit industries, today released the results of a recent fund manager and fund administrator survey. The survey respondents spanned 10 countries and ranged in size from US\$5 billion to over US\$40 billion.

### Technology is Key Differentiator

With the challenges and issues they are facing, firms will look to technology to be a key competitive differentiator. To that end, over 87% of firms surveyed cited it was a priority to improve upon or replace their existing software.

Gavin Little-Gill, Linedata Global Head of Asset Management Products, observed, "With 56 significant product and servicing agreements signed in our back office solutions group in 2011, Linedata can attest to this trend. Linedata offers comprehensive back-office solutions, which embody powerful combinations of compliance monitoring, reporting and portfolio management capabilities along with core fund accounting and investor servicing functionality."

Other key findings include the addition of clients and increasing asset type coverage as leading causes of client revenue growth; while regulation, cost cutting and adapting operational workflows to increasing client demands are the key challenges faced by over 87% of the firms surveyed.

### Regulation Leads the Way

The survey shows that 64% of both manager and administrator respondents consider regulations to be a key issue they are facing in their business. With the requirement to comply with many new or amended regulations across regions, there will be much greater need to further automate compliance policy procedures, compliance reporting and breach management capabilities. Administrators will further focus on increasing client demands and fee pressures; while managers are more concerned by cutting costs.

On the findings, Gavin Little-Gill commented, "With the brisk pace of change and tight competition today, clear strategic thinking is more important than ever. To succeed in a globalized market, firms need to develop the correct strategy to optimize and secure their growth. Linedata specializes in partnering with our clients to ensure they have the technology and services to support their business requirements not just for today, but in the future."

[The full survey can be read here.](#)

---

## ABOUT LINEDATA

Linedata is a global solutions provider with 700 clients operating in 50 countries. With more than 900 employees across the globe, Linedata is dedicated to the investment management and credit community. Linedata has been at the service of the financial industry from day one, and applies its market and client insight to provide innovative and tailored mission-critical software and services that help its clients grow. As a pioneer for over 10 years with the setup of SaaS infrastructure for the financial industry, Linedata has preached and spread this model throughout the global financial community, for its full range of products. Headquartered in France, Linedata achieved revenues of EUR 137.3 million in 2011. This company is listed on Euronext Paris FR0004156297-LIN - Reuters LDSV.LN - Bloomberg LIN:FP.

### HEADQUARTERS

Linedata  
19 rue d'Orléans  
92523 Neuilly-sur-Seine Cedex  
France  
Tel: +33 (1) 47 77 68 25  
Fax: +33 (1) 47 08 11 78

BOSTON - BEIJING - DUBLIN - EDINBURGH - HONG KONG - LONDON  
LUXEMBOURG - MADRID - NEW YORK - PARIS - RIGA - TORONTO - TUNIS

[www.linedata.com](http://www.linedata.com)

---

For more information, please contact:

Linedata  
Karen M. Hays  
Tel: +1 617-912-4766  
[Karen.Hays@na.linedata.com](mailto:Karen.Hays@na.linedata.com)

**HEADQUARTERS**

Linedata  
19 rue d'Orléans  
92523 Neuilly-sur-Seine Cedex  
France  
Tel: +33 (1) 47 77 68 25  
Fax: +33 (1) 47 08 11 78

BOSTON - BEIJING - DUBLIN - EDINBURGH - HONG KONG - LONDON  
LUXEMBOURG - MADRID - NEW YORK - PARIS - RIGA - TORONTO - TUNIS

[www.linedata.com](http://www.linedata.com)