

Consulting firm broadens its market horizons and its range of services

d-fine advances an Asian option

After d-fine's recent successful launch of their London office, this consulting firm is reaching out to Asian clients with their risk management, quantitative modeling, and IT systems solutions. d-fine are planning to be active in Hong Kong from Q2/2005. Says Dr Richard Rossmanith, Director of the London office, "Global customers expect us to have an international presence. Many of their projects - take Basel II implementation as an example - cannot be restricted to one or two countries."

Apart from geographic expansion, d-fine has also invested in broadening their service range. The sector, "insurance risk management", was reinforced by significant resource recruitment, as quantitative methods in risk management are gaining ever more importance in this sector. Examples are emerging regulations such as Solvency II, and modern methodologies such as DFA (Dynamic Financial Analysis), in which risks inherent in both assets and liabilities are consistently simulated, in order to gain an understanding of the net



impact of mismatch. The applied mathematical methods and the required IT solutions in this area are becoming ever more sophisticated.

In this challenging environment of fast paced developments, d-fine considers itself perfectly set up with its 120 experienced specialists.

Taran opts for TimeScape

Taran Global Futures Fund, launched on the 18th November 2004, has selected Xenomorph's TimeScape, solution to support its trading activities.

The fund required a solution to allow data to be captured from various sources, passed to a calculation engine and calculated data stored back to a database. TimeScape was selected for its high-performance data integration, retrieval and manipulation capabilities that enable vast quantities of data to be managed and analysed with sub-second response times, allowing faster trade opportunity analysis and "on the fly" calculations.

TimeScape will give TGFF the ability to capture, store and retrieve both end of day and intra-day data from multiple sources. It will also provide the additional flexibility

of making data available to TGFF staff across Europe via the Internet.

Greg Johnson, Sales Director, Xenomorph, remarks "We are delighted to be selected as a technology partner to the Taran Global Futures Fund in this unique and exciting venture. This project demonstrates TimeScape's unrivalled versatility, offering solutions to both start up hedge funds and global investment banks alike."

The strategy of the Fund is to maximise capital growth through investment in futures and derivatives across global financial markets. This new fund will be trading signals, which are generated from a series of mathematical algorithms, developed by Dr. V. Tikhonov, Professor of Radioelectronics at Kharkov National University.

"We were very impressed with Xenomorph's thorough understanding of our business requirements. TimeScape's robust, flexible and high-performance data capabilities made it the obvious choice for us," says Stephen Wilson, Manager of the Taran Global Futures Fund. "The added benefit of web deployment means that we can operate as a virtual business, with no impact on response times or processing power."

The Fund will invest in four asset classes: equity indices, debt (bond and interest rates), currencies and commodities. TimeScape currently supports and is pre-configured with over 150 different flavours of financial asset, from the simplest equity or bond to the most complex convertible or derivative structure.

Hong Kong sophisticates

Sophis announced that it has extended its representative office into a full-service office in Hong Kong and made new appointments, continuing its rapid expansion in the Asia-Pacific region.

The Hong Kong office is now centrally relocated on the 58th floor of the IFC2 tower. Together with the existing Tokyo office, Hong Kong office will act as the regional head office providing services to Sophis local clients as well as supporting all up-coming business activities throughout Asia-Pacific, with a strong focus on the Great China region.

Originally based in Sophis' London office, Corinne Grillet, in her new role as Asia-Pacific Professional Services Managing Director, is now responsible for overseeing the day-to-day local service operation with a strong team holding all the relevant skill sets in functional and IT areas.

"As a key player in the derivatives market, Sophis has experienced a stellar growth of activity in the Asia-Pacific, particularly in the Great China region, as the recent regulatory changes have boosted the demand for cross-asset derivatives risk management and processing solutions. The on-going expansion of our Hong Kong office will remain a high priority, and we are keen to continuously employ and retain the best skills to serve and assist our local customers in the capital market business."

"With over six years of experience working for key client projects in our European offices, Corinne has an acute understanding of Sophis' marketplace. She is ideally suited to lead our Professional Services here and, in partnership with Luwei Shi, our Asia-Pacific Business Development Managing Director, to help drive the business forward," commented Hervé Vinciguerra, Sophis CEO."