

FusionCapital Kondor
Software overview

The complete
system for FX and
money markets
trading **efficiency**

Fast and
profitable **treasury**
trading unleashed

Gain a lead in global treasury trading

Banks that can manage global treasury trading operations with high levels of efficiency and compliance, yet still manage risk effectively and avoid expensive system costs, have an immediate advantage over their peers. FusionCapital Kondor supports efficient, profitable treasury trading, globally.

But it takes more than just efficiency to succeed in today's complex markets. It's also critical to be able to go to market quickly with new products in order to capture new opportunities. High-volume, low-margin trading demands platforms that are open and flexible as well as efficient. The ever-growing regulatory burden drives a need for solutions to support market practice changes and regulatory reporting.

With FusionCapital Kondor, financial institutions can standardise and integrate their trading and risk platform without losing sight of the demands of customers, regulators and markets. They can reduce cost per trade with true straight-through processing (STP), creating complete integration from front to back office across the full range of treasury trading instruments.

This is why FusionCapital Kondor has one of the largest installed bases worldwide, with more than 400 clients. Financial institutions operating in 70 countries around the world know that they have a global system with local expertise to help them pursue growth while simultaneously taking care of risk and compliance.

Misys **FusionCapital Kondor** in action

Award-winning treasury transformation. When a major Asian bank looked to transform its treasury operation, FusionCapital Kondor increased transaction speed threefold and dramatically reduced errors – the implementation also won a prestigious treasury management award.

“The implementation of FusionCapital Kondor enabled us to upgrade to a more dynamic, effective and safe treasury system, and we are now better positioned to support and control new products and connect to other trading systems within the bank.”

CEO of Wholesale Banking

With treasury operations accounting for a significant portion of profits, this innovative bank needed to scale up and support a wider range of instruments. Its treasury transformation plan sought to implement a complete front-to-back office solution with strong support for risk management, and to centralise the administration of interbank transactions.

Evaluating potential suppliers on integration, ease of use and direct local support, the bank chose FusionCapital Kondor because Misys met its key requirements and additionally provided on-the-ground support.

The project met all its important deadlines and was delivered on time and on budget. Since implementation it has increased transaction speed threefold and improved cashflow transparency, while automation has reduced exceptions and errors. FusionCapital Kondor also positions the bank to develop new products for its fast-moving local market, and puts it on a par to compete with peers around the world.



The FusionCapital Kondor **advantage**

Consistently a **winner of awards** in the FX and treasury area, FusionCapital Kondor is a best of breed trading system that enables banks to trade high volumes of treasury while offering the flexibility to support more complex derivatives, options and structured trades.

More out of the box

With comprehensive “out of the box” functionality that can be easily integrated with existing systems and applications, FusionCapital Kondor is designed as an open platform that is easily customisable.

Better user experience

Banks can configure FusionCapital Kondor to the needs of different desks and individual traders. Flexible trade capture and deal screens, and configurable workspaces and workflows can all be set up for intuitive and efficient usability.

Lowest total cost of ownership (TCO)

External studies confirm that FusionCapital Kondor offers unrivalled five-year TCO and cost-per-trade economics. According to consultancy Oliver Wyman its lower TCO results from the fact that FusionCapital Kondor needs “less initial implementation and less user-managed on-going maintenance.”

Greatest expertise, global and local

With more than 400 clients in 70 countries, FusionCapital Kondor is a proven and robust global system with the local expertise to meet your specific country needs. Banks seeking international growth can rely on it to support cross-border global trading. FusionCapital Kondor offers global book and end-of-day management, and 24/7 availability to allow for continuous trading.

Flexibility and openness

Open integration with third-party and proprietary analytics tools come as standard with FusionCapital Kondor. Trades made outside the system can also be integrated into its reports.

Product capabilities

With FusionCapital Kondor, institutions can standardise and integrate their trading and risk platform while retaining their focus on specific asset classes, markets, customers and compliance.

Global treasury trading

FusionCapital Kondor supports 24x7, “follow the sun” global treasury trading with functional depth that includes pre-trade analytics, simulation, real-time position keeping, P&L explanation and limits management. With extensive risk management and impressive levels of trade processing automation, it enables clients to reduce risk and gain significant cost savings.

Outstanding FX and money markets asset class coverage and depth of functionality

With comprehensive coverage of interest rate derivatives, listed commodity options and cash commodities, FusionCapital Kondor has been an established leader for over 20 years in treasury trading, FX, money markets and fixed income.

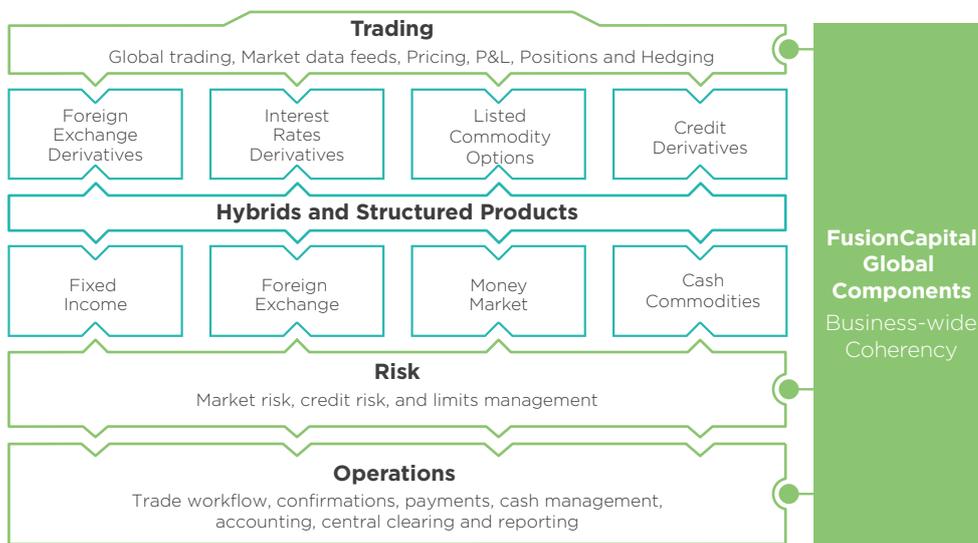
Integrated structuring module

With this feature, new products can be created and priced quickly and traded immediately. Pre-configured popular structured products allows for even faster time to market.

Componentised approach

Choose from a range of FusionCapital Global Components and integrate as required to build a powerful global solution with business-wide functionality across all trading desks for both Misys and non-Misys systems.

FusionCapital Kondor



“FusionCapital Kondor has given us a platform on which to evolve and automate our business model, while allowing the underlying infrastructure to be rationalised and made more efficient.”

Head of Derivatives, European Bank

Product capabilities

FusionCapital Kondor enables users to manage global trading activities on a single, flexible and extensible platform. Easily customisable, it provides real-time, front-to-back coverage across the full range of asset classes and market instruments, from vanillas to exotics and structured hybrids.

“FusionCapital eTrading [a FusionCapital Global Component] connects more than 200 branches into a single hub. It enables our bank to transform the way our branch trading is managed by greatly increasing both efficiency and daily transaction volumes.”

Asian regional bank

All elements of trading are effortlessly handled from pre-trade analytics, simulation and trade capture through to pricing and limits management. You can also choose your preferred data feed from Reuters, Bloomberg and Eurex, with an application programming interface (API) available to connect other feeds.

Global trading

Providing for global markets and banks with hundreds of branches is a key focus of FusionCapital Kondor. FX and money markets can operate 24/7 from a single instance of the system and it provides a true global position as well as “follow the sun” trading. This approach can reduce annual data centre costs by as much as 75% as well as improving risk management through a global view of positions.

Supporting local market conventions

Markets around the world have different market practices, regulations, risk management and conventions for trading and settlement. FusionCapital Kondor is highly experienced in meeting these specific needs with clients in 70 countries. Specific coverage is provided for Brazil, Chile, Columbia, Mexico, Russia, Thailand, Vietnam, Australia and Islamic banking out-of-the-box.

Risk Management

Powerful analysis

FusionCapital Kondor includes global market risk simulation capability that can be applied to any market risk factor for all types of instrument including interest rate, forex, equity/index, credit, basis swap, inflation, and correlation. It provides consolidated risk reports with advanced analytics such as scenarios on yield and volatility curves, and the ability to recalculate deals and positions with ease.

An integrated view of risk. Use in conjunction with FusionRisk to build an aggregated view of risk at the enterprise level. This delivers greater transparency across trading systems for smoother and more accurate risk and regulatory reporting.

“FusionCapital Kondor has made a huge difference as users can now easily compare the differences between several versions of a single trade which was previously a very time-consuming and sometimes error-prone manual task. Furthermore, all details of every trade can be consolidated and displayed on a single system for greater transparency and better decision-making.”

Alain Girod

Head of Market Operations at Banque Cantonale Vaudoise

Outstanding trade processing

With FusionCapital Kondor, banks benefit from impressive levels of trade processing automation, with up to 95 percent (STP). The system includes a flexible workflow that can adapt to suit your internal business processes. You can also define exception events and where you would like manual intervention to improve full control.

Front-to-back office trade processing

The system includes full support for trade processing, including deal validation, margin call process, confirmation, payment, settlement and accounting. FusionCapital Kondor drives data consistency across the organisation by enabling both the front and back offices to share the same financial libraries, for example for reference, trade and market data. The user-defined, event-based workflow streamlines back-office activities, leading to fewer failures, lower risks and significantly reducing costs per transaction.

Regulation and market change

FusionCapital Kondor supports market practice changes and the latest regulations including Basel III and Dodd-Frank/EMIR. It connects to central clearers through MarkitWire and direct to trade repositories. Support for interest rate pricing changes such as OIS discounting and multi-curve management ensure you benefit from the latest market practices.

User-defined Reporting

Is based on existing FusionCapital Kondor reports, with no need to build from scratch.

Technologies

Microsoft

Banks deploying FusionCapital Kondor on the Microsoft SQL Server platform benefit from SQL Server's high levels of performance, availability and security; easy-to-use management and application development tools; and self-service business intelligence tools.

HP

FusionCapital Kondor running on HP ProLiant servers with Red Hat Linux is an advanced trade and risk management solution that allows you to manage all global trading activities on a single, flexible, standards-based platform.

Professional services and customer **support**

An industry proven **best practice** approach – that’s the guiding principle of our professional services and support model. Misys clients benefit from our long track record of successful implementations.

“We appreciated the SAG service that provides a direct and effective communication channel between banks and the system vendor (Misys).”

Mr. Tang Yong Feng

Team leader, Treasury Systems -
China Minsheng Banking Corporation

Professional services
Best practice delivery

The Misys delivery model is incorporated into our entire product lifecycle. We leverage best practice business processes in the design, development and quality assurance of all of our products. While we acknowledge that one size doesn’t fit all in financial software, we know that a delivery approach that focuses on industry proven best practice process models helps our clients to save costs and benefit from the institutional knowledge Misys has developed across thousands of successful implementations. It means:

- **Faster implementation:** Faster and repeatable delivery with the Misys Upgrade Factory. Repeatable means projects are shorter, more predictable and a reasonable cost.
- **Reduced TCO:** Clear focus avoids unnecessary expenditure.
- **Less risk:** A standard, proven approach means many risks have already been mitigated.

Centre of excellence

Co-located with our development teams, the 200-strong Misys Service Delivery Centre ensures that we share best practice both internally and with partners. It enables us to refine implementations offsite before taking them back to the client.

Customer support

Misys clients benefit from the expert knowledge of 1000+ resources worldwide whose primary function is to provide professional, scalable software support and maintenance.

Deep domain expertise

Our technical and application support people have strong industry and product knowledge with continuous technical and industry training programs to ensure that Misys support teams can meet your evolving business needs.

Scalable support model

As a Misys client, you can choose from a standard, professionalised support model or a specialised, premium support package depending on your needs. Because Misys support has a broad, global footprint that operates in all time zones and regions, Misys teams can scale to your requirements.

Valuable advisory services

Our Systems Advisory Group (SAG) provides system reviews to help clients understand how to use their Misys systems more effectively and derive maximum value from their applications.

SAG reviews have helped more than 80% of participating customers to identify ways to utilise their Misys software more effectively and use more system functionality.

Proven, award-winning solutions



Risk Technology Rankings 2013

Overall Winner: Enterprise Risk Management
Winner: Trading Systems Equities
Winner: Trading Systems Forex
Winner: Trading Systems Rates
Winner: Pricing and Analytics Equities Winner: Liquidity Risk Management Winner: Regulatory Compliance
Winner: Reporting; and System Support & Implementation.



AsiaRisk Technology Rankings 2013

Overall Winner: Enterprise Risk Management
Winner: Pricing and Analytics Equities
Winner: Pricing and Analytics Rates
Winner: Trading Systems Forex
Winner: Trading Systems Equities.



Structured Products Technology Rankings 2013

Number One trading system
Foreign Exchange Number One trading system – Rates.

About Misys

Misys is at the forefront of the financial software industry, providing the broadest portfolio of banking, capital markets, investment management and risk solutions available on the market. With more than 2,000 customers in 130 countries our team of domain experts, combined with our partner eco-system, have an unparalleled ability to address industry requirements at both a global and local level. We connect systems, collect data and create intelligent information to drive smarter business decisions. To learn more about how our Fusion software portfolio can deliver a holistic view of your operations, and help you to solve your most complex challenges, please visit misys.com and follow us [@MisysFS](https://twitter.com/MisysFS) on Twitter.

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