CORPORATE PROFILE

Overview
Charles River Development provides fully managed solutions including software, hosting and data services to automate front- and middle-office investment operations for buy-side firms. SaaS solutions support portfolio management, compliance and risk monitoring, order and execution management, access to global liquidity and post-trade processing. The company has more than 350 clients in 43 countries in the institutional asset and fund management, alternative, wealth management, insurance, banking, pension and custody markets.

Products and Services
The Charles River Investment Management Solution (Charles River IMS) is a multi-asset, multi-currency enterprise software solution. The integrated platform is comprised of:

- **Charles River Manager** – decision support, portfolio management, and modeling
- **Charles River Compliance** – pre-trade, in-trade, post-execution and end-of-day compliance
- **Charles River Trader** – integrated order and execution management system
- **Charles River Post-Trade** – post-trade matching and settlement
- **Charles River Performance** – performance measurement, attribution and performance risk
- **Charles River Anywhere** – web-based workstation: **Charles River Mobile** – iPad/iPhone and Android-powered devices
- **Charles River Network** – integrated global electronic FIX trading and services
- **Hosting and Application Management** – infrastructure and application management
- **Charles River Data Service** – fully-managed data source for Charles River IMS clients
- **Compliance Services** – Best Practices Monitoring and Advisory Offering

Architecture
The system’s architecture consists of both Windows and Web portal clients, a Java middle-tier and back-end data base. Charles River IMS’ open, standards-based, service-oriented architecture provides connectivity, scalability and low latency. The system is highly compatible with client environments.

Financials
Charles River is privately held, with consistent ownership since its founding in 1984.

Revenue (In Millions)

- Over 75% of revenue is recurring based on long-term product/service agreements
- Charles River has been consistently profitable since 1993 and carries no debt

Clients
**Client Profile**
Total Firms – Over 350
Total System Users – Over 12,600
Total Estimated Firm AUM – $16 Trillion
Client Firms Added in 2011
- 39 New Clients
- 6 Divisions/Subsidiaries of Existing Clients

**Client Distribution by Primary Business**

- **Institutional Asset-Fund Mgt/58%**
- **Wealth Mgt & Trust/13%**
- **Alternative Investment Mgt/14%**
- **Banking/12%**
- **Insurance/12%**
- **Fund Admin & Custody/5%**
- **Pension Funds/4%**
**Employees**

**Total Employees**
Total as of December 31, 2012 – 601

**Employee Geographic Distribution**

![Geographic Distribution Chart]

**Employee Functional Distribution**

![Functional Distribution Chart]

**Locations**

**Offices**
Burlington, MA (Headquarters)
Beijing, China
Hong Kong
Indianapolis, IN
London, England
Melbourne, Australia
New York, NY
Singapore
Tokyo, Japan

**Sales & Service Partners**
Mexico City, Mexico
São Paulo, Brazil
Santiago, Chile

**Awards**

Industry awards include:
- Best Technology Provider of the Year, *Buy-Side Technology 2011*
- European Front-Office of the Year, *Funds Europe Awards 2011*
- #1 OMS Overall, *Canadian Technology Vendors 2011*
- Best OMS, *AsianInvestor Service Provider Awards 2011*
- Best Integrated Front-Office Platform, *Asia Asset Management 2011*
- Best Buy-Side Technology Firm, *Asia Asset Management 2009*
- Best Risk Management System, *AsianInvestor Service Provider Awards 2009*

**Recent News**

- [Charles River Unveils New Mobile App for Financial Advisors and Investment Managers](#)
- [Australian Life Insurance Specialist SunCorp Life Selects Charles River’s Compliance Solution](#)
- [Over 100 Buy-Side Clients Live on Version 9](#)
- [Charles River Offers New Compliance Monitoring and Advisory Services to Help Manage Risk](#)
- [Causeway Capital Management Upgrades to Charles River IMS Version 9](#)
- [Kasikorn Asset Management Co., Ltd, Implements Charles River IMS Version 9](#)
- [CLS Investments Goes Live with Charles River IMS and Managed Services to Support Growth](#)
- [Charles River wins Asia Asset Management’s Inaugural Best Integrated Front-Office Platform Award](#)

**History**

Privately held, Charles River was founded in 1984 as a software consulting and application engineering firm. The company’s early experience in computer aided software engineering (CASE), relational database, and applications development methodology became the foundation of its current product suite.

*While the information in this document is presented as planned or projected, Charles River Development reserves the right to change plans, priorities, and future enhancements at any time without notice.*

*Updated January, 2013*