



Message Automation teams up with Ian Chester and Dave Clark to support expansion and international growth plans

London 2nd October 2013 - Message Automation, the OTC Derivatives post-trade specialists, announces two senior management team appointments. Long-time Message Automation, Non-Executive Director Ian Chester, and Dave Clark the firm's former EMEA Sales Director are both re-joining the company to help drive the overall business development strategy. Ian and Dave's primary objectives will be in assisting the current management team to enhance the company's direct sales capabilities and to expand its international channel partner network.

Message Automation's CEO Hugh Daly said, "Over the last 10 years we have been mainly focused on the UK markets delivering OTC connectivity and reconciliation solutions into both buy and sell side clients including HSBC, Nomura, Fidelity Investments and Lloyds Banking Group. While business opportunities in London continue to grow, we are also seeing a lot of interest from companies overseas particularly in North America and Western Europe, and it is vital that we have the appropriate teams in place to enable us to respond quickly to the increasing demand for our services. The timing is perfect for us to re-engage with such experienced management resources as both know the business, and Message Automation inside out, and are able to hit the ground running in terms of sales, and channel management development."

Ian and Dave bring a wealth of knowledge of the financial services sector, having held senior roles in major players such as Calypso, Odyssey, Misys and Tieto. Ian Chester added, "The regulators are determinedly pushing the industry to lower counterparty risk and increase transparency. This is changing the landscape radically for OTC derivatives, with new central counterparties, clearing services, trading venues and reporting repositories. The Dodd-Frank Act and the EU directive on Markets Infrastructure mean no participant in this industry will be immune from these changes. The impact of Basel III and other regional initiatives introducing more onerous capital requirements are starting to be felt. What Message Automation has to offer is unique and is proven by the successful implementation of its solutions in a number of leading financial institutions. We are looking forward to the challenge and being part of the management team taking Message Automation to the next stage." Chester and Clark will be based in the firm's head office in London.

About Message Automation

Message Automation's software solutions enable our users to address many of the urgent issues surrounding the post-trade processing of OTC derivatives. These include interaction with regulatory trade repositories, clearing houses, clearing brokers, SEFs and affirmation services.

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