



HSH Nordbank selects Granville Associates to provide Business Intelligence for their Asia Pacific operation

Granville Associates, who provide Business Intelligence solutions for banks, announced that HSH Nordbank in Singapore has selected Granville's Factory solution to meet their business intelligence needs for their Asia Pacific operation.

Factory is a unique, packaged BI solution that combines a powerful Microsoft data warehouse with the fastest data modelling software on the market - namely TM1 from Applix (recently acquired by Cognos), a global leader in business analytics.

Data will be extracted from HSH Nordbank's banking systems, Midas and Trade Innovation, in three locations and then transformed, loaded and reconciled into the data warehouse. From here the data is restructured and loaded into TM1 OLAP cubes to allow bank staff to perform fast, sophisticated analysis, modelling and reporting. The intuitive user interface includes Applix's Executive Viewer, which will be used to present information in an easy-to-read and attractive format, both within the branch and for the bank's head office.

Andrew Ng, Head of Operations, HSH Nordbank in Singapore says, "Our London office was already implementing Granville's Harvester solution to address reporting and management information challenges that need to be resolved urgently. In Singapore, we had similar challenges, so Granville's solution was the ideal choice.

However, there were two key differences in Singapore. First was our need to import data from our trade finance system, Trade Innovation, and secondly to bring in data from our Midas systems for Hong Kong and Shanghai. Granville already had the Midas 'Adaptor' available but also committed to deliver an 'Adaptor' for Trade Innovation as part of the first delivery. Granville's Factory solution is designed to import data from multiple systems so this will allow us to create a single BI solution servicing our entire Asia Pacific operation".

Richard Peddar, CEO of Granville Associates, comments "HSH Nordbank needed a solution that could solve problems that are typical of many banks with legacy transaction processing systems. These systems were generally not designed with reporting in mind and it can be a major challenge achieving transparency of the valuable data which they contain. With its data warehouse, designed using Granville's generic banking data model, Factory provides a single reconciled source of information for all reporting and management information needs, from multiple systems and multiple locations. Applix's TM1, which we package with the solution, is an ideal complement to the data warehouse as it allows banks to view, analyse, model and report this information in any way needed".

The implementation of Granville's Business Intelligence Factory at HSH Nordbank in Singapore is about to start. The first phase for Singapore is planned to go live at the start of January 2008 with Hong Kong and Shanghai will be added in subsequent phases next year.

About HSH Nordbank

Established in June 2003, with headquarters in Hamburg and Kiel, HSH Nordbank AG is the result of the merger between Hamburgische Landesbank and Landesbank Schleswig-Holstein (LB Kiel). It has total assets of EUR 189 billion and 4,400 employees around the world. HSH Nordbank is a strong commercial bank in its core region of Northern Europe and is the world's largest provider of ship finance. Internationally they have offices in 17 foreign locations including London, US and Asia operating in selected growth markets, with the main focus on transportation and real estate.



About Granville Associates

Granville Associates delivers Business Intelligence solutions for banks. These solutions extract and transform data from banking systems and populate a generic banking data model to create a fully reconciled source of reliable banking information - "*one version of the truth*". The combination of a data warehouse and TM1 OLAP software allows immediate access to consolidated data with many flexible views, the ability to instantly drill to the underlying detail and perform quick, sophisticated analysis, modelling and charting. For more information about Granville Associates, please visit www.granvilleassociates.co.uk.

About Applix

Applix (NasdaqGS: APLX) empowers agile enterprises by offering the only complete Business Analytics software solution. The Company is focused exclusively on providing a single, cohesive Performance Management and Business Intelligence solution, with strategic planning, forecasting, consolidations, reporting and analytics across financial, operational, sales and marketing, and human resources departments. The Applix platform, powered by the renowned TM1 analytics engine, reaches farther, deploys easier, and reacts faster than any business analytics solution available today. Applix and its global network of partners help 3,000 customers worldwide manage their business performance and respond proactively to the marketplace. Headquartered in Westborough, MA, Applix maintains offices in North America, Europe and Asia Pacific. For more information, please visit www.applix.com.

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