

# FinTech 100

October 2009



# METHODOLOGY

**FINANCIAL INSIGHTS** relied on a number of sources to gather the data used in the sixth edition of the FinTech survey.

First, the research firm, along with *American Banker* and *Bank Technology News*, sent requests for basic financial information to several thousand technology companies globally that are vendors to the financial services industry. Second, publicly available resources such as Hoovers, Edgar, company filings, and company Web sites were used to validate data provided and to capture additional information. Financial Insights also used research databases, internal research currently underway, previously published reports, and the resources of its parent company, IDC.

For all of the companies, we have developed our own estimates of eligible calendar year 2008 revenue, which consists of revenue generated from sales of qualifying products and services to the financial services industry. The international rankings include technology providers that sell products or services to the financial services industry. Software, hardware, and IT services providers are included. We do not include revenue from any network, telecommunications, electronic exchanges, or data services (e.g., market/credit) providers. Two major categories of companies are included in the rankings: Financial technology companies that derive more than one-third of their total global revenue from the financial services industry; and enterprise technology companies, those horizontal technology companies that sell and support multiple industries.

Financial Insights and *American Banker* made a concerted effort to include all possible candidates for the rankings. Some companies in qualifying industries that submitted forms did not make the rankings because of insufficient revenue or our inability to validate submitted data. When companies reported revenue in a currency other than U.S. dollars, we calculated U.S. dollar figures using International Data Corp.'s standard blended exchange rate for the 2008 calendar year.

For those vendors that provide qualifying offerings in addition to these nonqualifying ones, we estimated just the qualifying portion of their revenue and used that as the basis for our rankings.

Subsidiary companies are included in the rankings as stand-alone entities when financial information is available regarding that subsidiary. In the event that a subsidiary is listed, its figures include only the revenue attributable to that subsidiary.

The parent company may also be listed separately with its total financial services revenue (including the subsidiary's) reported. ■

## Top 25 Enterprise Companies in FinTech

For prior years' rankings, go to [www.americanbanker.com/fintech100](http://www.americanbanker.com/fintech100)

Rank				Revenue (CY '08)		
2009	2008			Total (millions)	Financial technology (millions)	% of total
1	1	<b>IBM</b>	Armonk, N.Y.	\$103,630.00	\$29,300.00	28.27%
2	2	<b>Hewlett-Packard</b>	Palo Alto, Calif.	117,563.70	12,587.18	10.71
3	3	<b>Dell</b>	Round Rock, Texas	61,104.00	9,165.00	15.00
4	4	<b>Fujitsu</b>	Tokyo	51,021.00	7,653.00	15.00
5	6	<b>Microsoft</b>	Redmond, Wash.	61,981.00	5,578.29	9.00
6	5	<b>Cisco Systems</b>	San Jose	37,615.00	5,266.00	14.00
7	8	<b>Accenture</b>	New York	23,334.00	5,005.00	21.39
8	9	<b>Hitachi</b>	Tokyo	11,3876.00	4,107.25	3.61
9	13	<b>EMC</b>	Hopkinton, Mass.	14,876.16	3,385.81	22.76
10	11	<b>Intel</b>	Santa Clara, Calif.	37,586.00	3,384.00	9.00
11	12	<b>Sun Microsystems</b>	Santa Clara, Calif.	13,256.00	3,181.44	24.00
12	16	<b>Oracle Corp.</b>	Redwood Shores, Calif.	23,560.00	2,827.00	12.00
13	15	<b>Computer Sciences (CSC)</b>	Falls Church, Va.	17,112.60	2,800.00	16.36
14	14	<b>Thomson Reuters</b>	New York	11,707.00	2,575.00	22.00
15	17	<b>Capgemini</b>	Paris	12,380.95	2,104.76	17.00
16	18	<b>ATOS Origin SA</b>	Paris	7,787.85	1,713.33	22.00
17	19	<b>Unisys</b>	Blue Bell, Pa.	5,233.20	1,569.96	30.00
18	22	<b>CGI Group</b>	Montreal	3,811.00	1,152.00	30.00
19	24	<b>Wipro</b>	Bangalore, India	4,308.50	1,106.82	25.69
20	10	<b>Siemens</b>	Germany	109,870.77	1,085.00	0.99
21	25	<b>Deloitte &amp; Touche Tohmatsu</b>	New York	27,400.00	1,043.90	3.81
22	21	<b>Logica CMG</b>	London	5,924.00	1,042.62	17.60
23	—	<b>SAP AG</b>	Walldorf, Germany	16,303.81	978.22	6.00
24	—	<b>Reed Elsevier</b>	U.K.	8,961.00	690.00	8.00
25	—	<b>HCL Technologies</b>	Noida, India	2,005.10	536.47	26.76

Note: All rankings based on Financial Insights' revenue estimates. Companies that derive less than one-third of revenue from the financial services industry are listed in the FinTech 25 ranking.

American Banker/Bank Technology News/Financial Insights FinTech 100 (2009)