



## **Exotix and White Oak Partner to Offer Comprehensive Frontier Market Franchise**

### ***Partnership Delivers Full Service Investment Banking, Corporate and Sovereign Advisory Offering to Clients***

**LONDON, August 18 2010:** Exotix, the leading frontier markets investment banking boutique, and White Oak Advisory, the dedicated emerging markets sovereign advisory firm, today announced a strategic partnership to offer a comprehensive frontier market investment banking, corporate and sovereign advisory service to clients.

Exotix is a specialist in illiquid bonds and loans, equities, structured finance, asset management, research and capital raising, delivering expert insight into esoteric products. The partnership with White Oak equips Exotix with unique capabilities for providing tailored, cutting edge emerging market debt advisory services to its global client base.

The White Oak team has an unrivalled pedigree, working on some of the most complex and successful sovereign transactions of recent years. Its groundbreaking work on the Republic of Seychelles external debt exchange earlier this year confirmed White Oak's position at the forefront of the sovereign and debt advisory fields. The White Oak team has advised on many of the most recent sovereign bond restructurings in the emerging markets, and in the case of the recent Seychelles transaction was able to help execute a particularly orderly and innovative restructuring which left behind no residual hold-out creditor problem.

Exotix's international distribution and research capabilities generate unique investment ideas, and coupled with White Oak Advisory's expertise in the complex field of frontier market sovereign debt restructuring, the partnership significantly enhances the expertise and capabilities of both organisations. This latest announcement further secures Exotix's position as the leading frontier market investment banking boutique and is the most recent in a number of initiatives including its newly launched Funds Marketing business aimed at growing its offering for clients.

Commenting on the partnership, Vikas Nath, CEO at Exotix said: "This partnership comes at an exciting juncture for Exotix as we continue to evolve and grow our offering in response to the demands of an ever-growing client base. We deliver market leading services in all of the sectors that we operate, and are confident that White Oak's experience and expertise fit perfectly with the Exotix ethos. We look forward to working closely with White Oak as it grows its position as the team of choice for emerging sovereigns around the globe."

Sebastian Espinosa, Managing Director at White Oak added: "At White Oak we specialise in helping sovereigns and other clients operating in the emerging markets to attain their debt and financial objectives by providing expert action-oriented advice that is both tailored and unbiased. Exotix is the natural partner for us, given its long-standing reputation in frontier markets and the unrivalled insight and relationships they exercise on behalf of clients every day. This is a true partnership with each party adding to the capabilities of the other, and we are confident clients will take every advantage of the opportunities this arrangement affords them."

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## About [Exotix](#)

Established in 1999, Exotix is the world's leading frontier market investment banking boutique. Headquartered in London, Exotix is one of the fastest growing brokerages globally with offices in New York, Buenos Aires and Tokyo. Exotix is a specialist in illiquid bonds and loans, equities, structured finance, asset management, research and capital raising, delivering expert insight into esoteric products. Exotix is a pioneer of frontier market investment, offering expertise across sub-Saharan Africa, Argentina, North Korea, Cuba, the Balkans and other key frontier market geographies.

Winners of the 'Most Innovative Boutique of the Year' in The Banker's Investment Banking Awards 2009, Exotix continues to expand across all market segments, delivering an unparalleled depth of liquidity and local market knowledge. Exotix is an independent business owned by its employees and Michael Spencer, CEO of ICAP plc, together with his family trusts. [www.exotix.co.uk](http://www.exotix.co.uk)

## About [White Oak Advisory](#)

White Oak was founded by veteran sovereign advisory professionals to create the world's first independent financial advisory firm focused on sovereign debt matters. Its practice provides objective, expert guidance to governments and other clients engaged in liability management and debt restructuring exercises in the emerging markets. White Oak also addresses the broader financial advisory requirements of emerging market governments by providing confidential, client-focused advice across a host of non-debt related areas.

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