



Exotix Appoints Head of Corporate Finance

LONDON, September 09 2010: Exotix, the leading frontier markets investment banking boutique, today announced the appointment of Guy Essomé as Head of Structuring and Origination as part of its ongoing strategic development. Essomé takes responsibility for further developing Exotix's origination, advisory and structuring platform at a key growth phase for the company.

Exotix is undergoing rapid expansion across its specialist debt raising, advisory and private equity business which assists in offshore fundraising via its international distribution network. Essomé has significant frontier market expertise. Prior to joining Exotix, he was a Director at Iroko Securities where he gained significant experience in the field of new product development, specifically repackagings and securitisations, credit linked notes as well as foreign exchange and commodities hedging products for the African market.

Essomé has worked in debt capital markets for over 15 years with previous roles at Merrill Lynch in Singapore, New York and London where he engineered derivatives embedded financings, structured credit products and project finance for EEMEA clients. An engineer by training, he received his MBA from Northwestern University's Kellogg Graduate School of Management (USA).

Commenting on the appointment, Vikas Nath, CEO at Exotix said: "As interest in frontier market investment continues to grow we recognise the wealth of opportunities in the structuring and origination space. Clients look to Exotix to provide innovative solutions to their financing requirements and Guy's skills and specialisation mean he is perfectly placed to develop our offering. Guy's appointment bolsters our expertise and we look forward to generating results in a market that affords significant opportunities."

Guy Essomé, Head of Structuring and Origination, Exotix commented; "Exotix is widely recognised as the foremost expert in frontier market investment and I'm pleased to be joining at an exciting juncture in its development. There are significant opportunities to develop a franchise in the structuring and origination space that continues to meet the complex and unique demands of our client base."

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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

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