



Exotix Bolsters Middle East Operation

Research hire increases regional coverage

LONDON, February 28th 2011: Exotix, the leading frontier markets investment banking boutique, today announced the appointment of Ghassan Chehayeb as Associate Director, in its Dubai office. Ghassan adds to Exotix's Middle East research capabilities covering both MENA credits and equities supporting the company's growing footprint in the region.

Ghassan joins Exotix from Dubai-based SHUAA Asset Management, where he served as a MENA-focused Portfolio Manager and Senior Research Analyst. Prior to SHUAA, Ghassan was a Research Associate at Vaughan Nelson Investment Management in Houston, TX, where he spent three years working with a buy-side team managing USD 5 billion. Ghassan is a CFA charterholder and graduated summa cum laude from the University of Texas at Austin with a BBA in Business Honors and Finance.

Ghassan reports into Stuart Culverhouse, Head of Research based in London.

Stuart Culverhouse at Exotix commented on the appointment: "Exotix is committed to building a truly first class operation in the Middle East to help clients take full advantage of the opportunities in the region. Hiring an analyst of Ghassan's calibre further grows Exotix's footprint in this key market as we build on our position as experts in frontier market investment opportunities."

In addition Exotix has further bolstered its Dubai office with the appointment of two Associates supporting operations, Ahmed Shaheen and Danny Reynolds will report to Robert Elliot Head of Operations (Dubai).

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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 Dubai. 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 EM Research Award for the Middle East (Emerging Markets Achievement Awards 2010), Best Boutique Investment Bank in Africa (emeafinance Banking Awards 2010) and the Most Innovative Boutique of the Year (The Banker 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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