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EXOTIX EXPANDS FIXED INCOME TEAM TO BROADEN GEOGRAPHIC REACH

Frontier market investment banking boutique Exotix has expanded its Fixed Income team with two senior appointments to extend its reach into new markets.

Alexey Lytvynov and **Toufic Yafaoui** have joined Exotix to cover Russia and CIS, and Turkey, North Africa and the Middle East respectively.

The appointments will enable Exotix to offer a new range of local products to existing clients, in addition to capitalising on local appetite for its current range of products.

Alexey Lytvynov – whose remit is to develop the firm’s Russian credit business - joins Exotix from Commerzbank, where he worked in Fixed Income sales covering Russia and CIS. Prior to joining Commerzbank in early 2008, he held the position of Fixed Income Risk Manger for Russia and CIS at Citigroup. Before joining Citigroup he spent three years with Morgan Stanley working in Risk Management.

Ukrainian born, Mr Lytvynov speaks fluent Russian and he will be primarily working across Russia, Ukraine and Kazakhstan.

Toufic Yafaoui has been appointed to cover corporate loans and bonds across the MENA region, serving predominately Turkish and hedge fund investors.

He brings 23 years’ experience to the role, most recently having covered Turkey, France and the Middle East for five years at Commerzbank, and seven years prior to that at Westdeustche Landesbank. He is fluent in French and Arabic.

Andrew Chappell, Head of Fixed Income for Exotix, says:

“Alexey and Toufic have long established local relationships that complement Exotix’s existing European and Middle Eastern sales coverage. These additions to the team will enhance Exotix’s ability to deliver trading solutions and to identify opportunities for both our local and international clients.”

Exotix Chief Executive Vikas Nath says:

“Expanding our Fixed Income team is a core component of our growth plans. Our strength lies in the ability to offer clients a high standard of on-the-ground advice and intelligence. Developing relationships in new areas will benefit the global network of Exotix clientele as we increase our pool of buyers and sellers and introduce new investment opportunities into the mix.”

Ends

About EXOTIX www.exotix.co.uk

Established in 1999 by Peter Bartlett as a joint venture with ICAP, the world’s premier interdealer broker, Exotix is a frontier market investment banking boutique specialising in illiquid bonds and loans, equities, structured finance, asset management and capital raising. Following a re-organization in 2007, IPGL Limited (“IPGL”) became a significant shareholder in the firm. IPGL is a private holding company in which Michael Spencer, CEO of ICAP plc, together with his wife and family trusts, are majority shareholders.

Exotix is headquartered in London, with offices in New York, Buenos Aires and Japan. It is very active in equity and debt capital markets, private equity and structured products in Africa and continues to expand its traditional business in Eastern Europe/CIS and the Middle East.