



Exotix Expands into the Emirates

LONDON, August 31 2010: Exotix, the leading frontier markets investment banking boutique, today announced the opening of a new office in Dubai. Based in the Dubai International Finance Centre (DIFC) the office serves Exotix's growing local client base.

The Dubai office is initially focused on fixed income sales and trading with a natural bias to the Middle East and North Africa, and will also provide independent credit research to clients. This offering complements Exotix's existing global execution and settlement platform for trading bonds, local currency and syndicated loans. Comprehensive equity trading capabilities will be added in due course enabling investors to access sub-Saharan and less liquid Middle East stocks.

A key objective for the Dubai office is to expand Exotix's research offering in the region. Exotix is already a well established provider of in-depth analysis across both fixed income and equity markets throughout frontier geographies, and will be building its regional teams in areas such as the Middle East.

Ahmad Alanani moves to the office as Director of Fixed Income Sales. Alanani has worked for Exotix since 2008 and has been instrumental in driving the firm's product and distribution base in the Middle East and North Africa.

Naji Nabaa is also moving to join the Dubai operations. Nabaa joined Exotix in early 2010 as an Associate Director of Fixed Income Sales from Gatehouse Bank, bringing extensive knowledge of the international Islamic financial market built over 14 years. Nabaa developed his specialisation in the region working for Credit Agricole and Societe Generale, amongst others.

Robert Elliot also joins the team as Head of Operations. Elliot joins from GCF Limited, a subsidiary of DIFC Investments, and boasts a strong track record in managing complex instruments. Further additions to the team are anticipated as growth continues across clients in the region.

Vikas Nath, CEO of Exotix commented: "The Middle East and North Africa have been a core area of focus for the company over the past three years and our efforts have translated into a significant market share. We felt that the time was right to provide a dedicated team serving our growing local client base and have put in place a group of experts to build the Dubai franchise. The office opening is the first step in a series of ambitious plans for the Gulf market and we are already looking to expand our offering in the region.

"Ongoing restructurings across the region provide a wealth of opportunities, and investors are looking for expertise that can help them tap this potential. Exotix's specialist knowledge of distressed and illiquid debt makes us the natural choice for these investors, who recognise our unrivalled experience and reach."

The Dubai office further expands Exotix's global footprint, adding to teams in London, New York, Buenos Aires and Tokyo, which are dedicated to generating ideas-driven investment opportunities in frontier markets. The office is authorised and regulated by the Dubai Financial Services Authority (DFSA).

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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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