



Exotix Increases Latin American Capabilities with Key Appointments

LONDON, May 6th 2010: Exotix, the leading frontier markets investment banking boutique, today announced an expansion of its New York office with the appointment Peter Greca as COO and the addition of Peter Lannigan, Rafael Elias-Linero and Marvin Kim to its Fixed Income team. These appointments come as Exotix continues to expand its overseas capabilities and strengthen its fixed income business in Latin American frontier markets.

Greca, joining as COO, brings nearly 15 years of operational, compliance and development experience to the team. Greca was formerly the Director of Operations and separately Manager of International Operations at Aeneas Capital, as well as a Partner, Chief Operating Officer and Chief Compliance Officer of CF Global Trading LLC.

Lannigan joins with 17 years of experience in emerging markets fixed income and 12 in emerging markets equities. Lannigan moves to Exotix from Harbert Emerging Markets, a hedge fund which he founded in 2005.

Rafael Elias-Linero was previously Head of International Research at Libertas Partners LLC and Director and Senior Research Analyst at Knight Libertas. Rafael Elias-Linero joins Exotix sales team where he will be responsible for Latin American fixed income products.

Kim joins the Exotix fixed income desk as an Associate having previously covered emerging markets as a market risk manager for Credit Suisse. Kim started his career at Barclays Capital and Deutsche Bank, working across various disciplines involving flow and structured credit products. He holds a BS in Finance from Georgetown University and speaks Spanish, Korean and Portuguese.

Commenting on the appointments, Vikas Nath, CEO at Exotix said: "The arrival of these new team members significantly bolsters our specialist capabilities and supports our goal of providing exemplary investment and advisory services for our global client base. The expansion of both the New York and London offices, in addition to the launch of our Funds Marketing business demonstrates our commitment to growing our position as the leading frontier markets boutique".

Ian Tweedley, Head of New York said "A priority for our New York based operations is servicing the Latin American market and building our fixed income business in the region. Investors are looking outside of Brazil for increasingly untapped investment opportunities in the territory. With exciting prospects and countries such as Argentina and Mexico delivering real returns, we fully expect interest in Latin America to continue unabated.

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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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