



Exotix launches Alternative Financing Group *Senior hires to lead new initiative*

LONDON, 3rd August 2011: Exotix, the leading frontier markets investment banking boutique, today announced the launch of a new corporate finance team, the Alternative Financing Group (AFG), which will provide non-typical financing solutions for companies in emerging markets. To lead the new initiative, Exotix has appointed industry heavyweights Yves Soyfer, Alfonso de Leon and Javier Andres.

Exotix's AFG will help emerging markets clients access competitively priced financing through tailor-made loans, bonds or other financial instruments to suit their specific circumstances.

A core focus for the group is to provide structured finance packages to energy companies based within high growth economies. This sector has been traditionally underserved as corporates struggle to overcome financing barriers such as a lack of domestic lenders and local regulatory uncertainty.

In addition to the energy sector, Exotix's AFG will provide project finance and equity participations for other cash-flow generating sectors including utilities, metals, shipping, aerospace, and commercial real estate. Deals will be negotiated on a case by case basis with transactions ranging between \$50 million to \$150 million.

The expert team has a proven track record in providing complex financing solutions to frontier market companies, having worked on numerous high profile projects in the energy sector including the largest single-stage wind energy development in Latin America. Yves Soyfer and Alfonso de Leon join as Managing Director and Javier Andres as Director from Mizuho International, where they worked in the Strategic Finance and Solutions team focusing on Energy M&A opportunities.

Matt Wreford, the Chairman of Exotix, commented on the initiative: "The launch of a dedicated Alternative Finance Group represents the next step in the growth of our corporate finance offering and one that we feel serves a real need in the market. We have appointed the best team in the industry to build the group and we are fully confident in their ability to deliver unrivalled results for our clients. The AFG fills an important gap in the market by providing emerging market companies with access to vital funding using a tailor-made approach that recognises the idiosyncrasies of each company and the jurisdiction it operates in."

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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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