



## **Exotix Appoints Scales and Oltra to Lead New Funds Marketing Business**

**LONDON, April 12th:** Exotix, the leading frontier markets investment banking boutique, today announced the appointment of Ben Scales to lead its new Funds Marketing business. In February, Exotix had announced the appointment of Fernando Oltra as an Associate within the Funds Marketing team.

Exotix Funds Marketing will promote a diverse range of funds that combine tailored strategies and regional focus through its global relationship network, comprising over 1,500 investors worldwide. Exotix will represent best-in-class managers only, with rigorous investment and operational due diligence on short-listed funds at inception and on an ongoing basis.

Ben Scales joins Exotix from Man Investments (part of Man Group plc) in Switzerland where he worked from early 2005 in structured finance, product structuring and institutional sales. Previously, Ben was an associate in the Paris office of the law firm Lovells, where he specialised in advising on capital markets and bank financing transactions and the regulation of investment funds. Ben is a qualified solicitor (England & Wales), holds a B.A. in History from Durham University and speaks fluent French, German and Spanish.

Fernando Oltra Garcia joins Exotix from BPI Asset Management, where he was a manager in the Institutional Sales Team for two years and was responsible for marketing investment funds and alternative investment products to institutional clients. Fernando is a specialist in Spanish and Portuguese-speaking developing countries in Latin America and Africa. He holds a BSc. degree in International Business with a Major in Finance from ICADE and Northeastern University.

Commenting on the hires, Vikas Nath, CEO of Exotix said: "The Exotix Funds Marketing Team combines considerable experience and expertise in asset raising, having generated over \$500 million in the past five years for a wide range of investment strategies. We are confident that our new Funds Marketing business will gain traction with clients, adding another valuable capability to the Exotix offering".

Ben Scales commented: "Exotix is an attractive proposition for clients at a time when specialist market knowledge and niche expertise are in huge demand. I look forward to working with the team to develop and deliver a market leading offering, representing the very best managers and strategies."

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### **About [Exotix](#)**

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

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.

[www.exotix.co.uk](http://www.exotix.co.uk)

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