

## **PRESS RELEASE FROM EXOTIX (ICAP PLC)**

**Enquires:** [anthony.payne@peregrinecommunications.co.uk](mailto:anthony.payne@peregrinecommunications.co.uk), Tel (Direct): +44 20 7978 6052,  
Tel (Mobile): +44 7930 643 983

### **ICAP PLC SELLS EXOTIX STAKE TO IPGL**

**(LONDON, 02 April 2007)** – Specialist emerging markets broker and arranger, Exotix Limited ('Exotix'), today announced that 58% of its shares has been bought by private equity investors and employees. The move follows the sale by ICAP of 58% of its shareholding to the employees of Exotix, and to IPGL Limited ('IPGL'), which is a private equity firm focused on financial assets and controlled by Michael Spencer.

Under the new structure, Exotix is owned by IPGL (43%), Exotix employees (37%) and ICAP (retaining 19.9%). In an earlier notice of EGM ICAP announced that it had agreed to sell most of its stake in Exotix to IPGL to reduce the regulatory capital burden on ICAP which would have become unduly onerous as a result of changes in the method of calculation of regulatory capital under the EU Capital Requirements Directive (the "CRD"). The aggregate consideration paid to ICAP is £11 million.

Exotix is a securities firm specialising in broking Emerging Market illiquid debt and equity, boutique investment banking, advisory and structured financial instruments. Exotix's core competence is its specialist understanding of illiquid, distressed, or undervalued debt, equity and alternative investments.

Peter Bartlett, Chief Executive, Exotix said: 'We are delighted by this deal which gives us the stability of our continued relationship with ICAP plc, increased employee ownership and the strategic support and commitment of IPGL. We share IPGL's excitement about the potential growth in our emerging markets niches, and especially for Sub Saharan Africa, the Caribbean, the Middle East and the Balkans.

'IPGL is committed to supporting our growth by investing in people and infrastructure and the expansion of Exotix's product range as we move into equity, private equity and structured products. We have demonstrated a strong track record so far, and have been very busy developing our franchise in all of these markets. We are being awarded more mandates to raise debt and equity capital for emerging market mid-cap companies in countries as far afield as Paraguay, Ghana and Yemen.

'I am pleased that our senior management has been substantially strengthened by David Baskerville, who joins as Chief Operating Officer from ICAP, Sanjeev Chhugani who has joined us from the Africa Banking Corporation to build our advisory and structuring business, especially in Africa and the Middle East, and Christopher Hartland-Peel as an African equity researcher. We expect to make further announcements soon.'

Matt Wreford, Director, IPGL said: 'Our relationship with the Exotix team goes back to 1999 but we are excited to be more closely involved. Peter and his team are highly respected by their clients and we believe that their combination of deep market knowledge and entrepreneurial approach will enable them to build a successful boutique into a market leader.'

**END**

**Enquires:**

Anthony Payne, Peregrine Communications  
Tel (Direct): +44-20-7978-6052  
Tel (Mobile): +44-7930-643-983  
[anthony.payne@peregrinecommunications.co.uk](mailto:anthony.payne@peregrinecommunications.co.uk)

Peter Bartlett, Exotix  
Tel: +44-20-7532-4561  
[peter.bartlett@icap.com](mailto:peter.bartlett@icap.com)

Stuart Culverhouse, Exotix  
Tel: +44-20-7532-4560  
[stuart.culverhouse@icap.com](mailto:stuart.culverhouse@icap.com)

## **NOTES TO EDITORS**

### **IPGL Limited**

IPGL Limited is a private holding company for a variety of business interests, in which Michael Spencer, Chairman of IPGL Limited, and Chief Executive of ICAP plc, is the major shareholder. IPGL's holdings include investments in ICAP, the world's largest inter-dealer broker; City Index, a market leading provider of spread betting and contracts for difference; Numis Securities Limited, the investment banking and stockbroking boutique; and in DDCAP Group, the Islamic finance joint venture with Dawnay, Day. IPGL is investing in Exotix through its wholly owned subsidiary INCAP Finance BV.

### **About Exotix** [www.exotix.co.uk](http://www.exotix.co.uk)

Exotix is a securities firm specialising in broking illiquid loans, equity and bonds, boutique investment banking and Emerging Market alternative investments. Exotix's core competence is a specialist understanding of illiquid, distressed, or undervalued debt while it also grows its business in new product areas such as equities, structuring, advising and placing emerging market investments.

Based in different cities throughout the world: London, New York, Buenos Aires and Jakarta, Exotix is recognised as a market leader in distressed debt of certain African and Latin American countries and several other esoteric markets such as Cuba, Bosnia and North Korea.

Exotix has a global client base largely comprising of hedge funds, asset managers, banks and other institutional investors interested in emerging markets investments.