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Exotix Appoints ICBC Standard Bank's Pearson in Frontier Equities Expansion

Exotix Capital, the leading Frontier and Emerging Markets focused investment bank, today announces the appointment of Matthew Pearson, former Head of Equities at ICBC Standard Bank, to lead its award-winning frontier equities platform. Pearson, Managing Director with ICBC Standard Bank for the past seven years, becomes Global Head of Equities at Exotix. The position is with immediate effect.

Matthew joins the firm's Executive Committee and will work closely with Exotix CEO Duncan Wales and the rest of the management team, including Paul Domjan, the Head of Research, Analytics & Data. Matthew will lead the senior Equities management team, which includes Vicky Elliott, Head of Equities Trading and Sales Trading; Debbie Rees, Head of Equity Sales; Esili Eigbe, Head of Equities, Africa; and Hasnain Malik, Head of Equity Research.

A further addition to Matthew's team at Exotix is Duncan McCallum, former Equity Sales Trader at ICBC Standard Bank, and previously a financial analyst at Bloomberg LP. This appointment is also with immediate effect.

Exotix has proven strength in Frontier and less liquid Emerging Markets. The latest appointments represent a further enhancement of the service offering for clients and continued expansion of the business.

Exotix's string of awards in the past year include Best Equity Bank in Africa from Global Finance, Best Performing Broker in Africa from Africa Investor, Best Broker in Nigeria and Tanzania from EMEA Finance, Best in Sales Trading & Execution from Asiamoney Brokers Poll, and second place behind Citi for Frontier Markets Research from Institutional Investor.

"Exotix is building one of the most credible platforms in this space through its expanded research capabilities and focused leadership of key frontier stock markets, and I look forward to helping drive this forward," said Matthew.

"Matthew is an extremely talented and well regarded leader in our space, with a first class track record in capturing market opportunities for his clients," said Duncan Wales. "I'm delighted to welcome Matthew to the management team of Exotix Capital and I am confident he will help shape strategic direction for our firm and enhance the services we provide our clients."

Pearson's hiring follows a series of senior appointments across the company and increased presence in core financial hubs in London, Dubai and New York. Recent high-level appointments include Rafael Elias, formerly Head of Emerging Markets Research and Strategy for Fixed Income at Cantor Fitzgerald, returning to Exotix to continue his core focus on Latin America as Corporate Credit Analyst; and Rex Nowell, who has successfully directed independent research sales and account management teams in the Americas, Europe and Asia for the past 20 years, most recently for Roubini Global Economics, joining Exotix in New York as Managing Director for New Client Development.

Exotix has also been expanding financials equity research with the hire of three new analysts in the past month for Nigeria, Pakistan and Vietnam to join team head, Rahul Shah, Jumai Mohammed (Nigeria) and Faith Mwangi (Kenya). Temitope Ode, previously an analyst at Sankore Global Investments and before that at Goldman Sachs, joined Exotix's Lagos office last month to cover North Africa financial companies and frontier banks strategy; Rohit Kumar, previously Deputy Head of Research at Insight Securities and before that Senior Analyst at National Bank of Pakistan

subsidiary Taurus Securities, is covering South Asian Financials; and Phuong Pham, a former analyst at Mediobanca and Standard & Poor's, is covering Vietnam's banking sector.

Exotix is building its presence in South and Southeast Asia and Sub-Saharan Africa with the appointments earlier this year of Sibtain Mustafa, former Relationship Manager for Habib Bank and Head of Equities at Elixir in Pakistan, and Paul Stromsoe, ex-Head of Sales Trading at African Alliance and with experience at Merrill Lynch, WestLB and Natixis.

Notes to Editors

About Exotix

Exotix Capital provides the most comprehensive and integrated cross-asset platform to penetrate the full capital structure in Frontier and Emerging Markets. Analysts spanning Emerging Europe, the Middle East, Africa, Asia and the Americas cover over 160 companies, more than any other Frontier markets firm. Stretching well beyond the equity and fixed-income markets, the Exotix advisory team provides the full range of investment banking services to companies, financial institutions, investment funds and governments. These include strategic advisory assignments from debt capital to private equity fund raising. More information is available at www.exotix.com

To request interviews & for further information, please contact:

Gavin Serkin
Managing Editor for Exotix Capital
Mobile: +44 (0) 7767 252489
Email: gavin.serkin@exotix.com