



Matrix Corporate Capital LLP
One Vine Street London W1J 0AH
t +44 (0) 20 3206 7000 f +44 (0) 20 3206 7015
corporatecapital@matrixgroup.co.uk
www.matrixgroup.co.uk

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Matrix Builds Senior Fixed Income Team with Six New Hires

For immediate release: Matrix Corporate Capital has completed the first stage of its Fixed Income build up with the hire of senior team leaders in sales, trading and origination. Matrix Corporate Capital (MCC) is the market facing arm of Matrix Group and includes corporate finance, equity broking, research and fixed income. Fixed Income comprises three divisions, Sales and Trading, Corporate Debt Capital Markets and the Financial Institutions Group, reporting into Joint-Heads of Fixed Income Bill Blain and Jim St Johnston.

Malcolm Le May, CEO of Matrix Corporate Capital said our decision to expand Fixed Income anticipated demand from clients for independent financing and investment advisory following the disruption caused by the banking crisis: *"The experience of the crisis has highlighted to corporate clients the need to diversify their financing advisory and execution sources, whilst investors have seen the attractions of widening their asset gathering relationships to ensure they are shown the best opportunities and pricing."*

Commenting on the hires, Joint-Head of Fixed Income Jim St Johnston said: *"We're delighted the speed with which we've built the team with quality hires. The fact that top professionals joined us in preference to the more traditional firms all confirms our belief the future of financing and investment does not lie solely within the large investment banks."*

Bill Blain added: *"MCC's distribution, origination and research platforms offer clients a compelling execution and advisory alternative. We see the emphasis we put on relationships, our experience and independence as a critical component of the difference we bring to our clients."*

New Hires in Fixed Income:

Sales & Trading

Maureen Osborne: Maureen joins Matrix from Wachovia where she ran sales into the Nordic region. She brings over 20 years' experience of complex financial instruments to the firm. Her areas of expertise include high yield, distressed debt and structured investments. Previously she was a senior salesperson at BNP, Barclays and JP Morgan.

Tim Van Den Brande: Tim is Matrix's senior fixed income salesperson covering Belgium, France and Luxembourg. His expertise lies across all credit classes, but prior to setting up his own advisory business he was head of structured credit derivatives at JP Morgan. He developed complex structured investments, working with banks and clients efficiently to structure and deploy capital. Previously he was at Bank of America and Merrill Lynch.

Elaine Hughes: Elaine joins the Fixed Income distribution team having previously worked at a number of top tier Investment Banks including Barclays, BNP and Dresdner/Commerzbank. Throughout her career she has built and developed strong relationships with a broad range of the top Asset and Pension Fund Managers in the Netherlands and the UK. She has very strong product knowledge across all FI Asset Classes.

James Berry: James joins Matrix from brokerage firm MINT where he was developing new cash and CDS trading platforms. His brief at Matrix is to extend our trading capabilities with market counterparties and liquid instruments, while developing new distribution platforms. James has 25 years' experience of the fixed income and capital markets.



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FIG Group

Carter Kegel: Carter joins Matrix from Deutsche where he was a senior originator within Debt Capital Markets rising to be CAO and head of relationship management. Carter's brief is to develop our Financial Institutions coverage and develop new capital, liquidity, asset and liability management themes for the firm. Carter ran Deutsche's highly successful hybrid capital desk and was previously at Merrill Lynch.

Debt Capital Markets

Charles Stephens: Charles brings more than 20 years' experience of debt markets to his role of Corporate Debt Capital Markets Originator. Most recently, he headed a London-based origination team for Commerzbank, marketing both syndicated loans and bonds to corporate clients in the UK and continental Europe. His previous experience was with Chase Investment Bank, Shearson Lehman and NatWest Markets, including specialised roles in commercial paper, medium-term notes and hybrid debt.

ENDS

For further information please contact:

Bill Blain

Joint-head of Fixed Income, Matrix Corporate Capital
020 3206 7388

Jim St Johnston

Joint-head of Fixed Income, Matrix Corporate Capital
020 3206 7387

Natasha Newman

Matrix Group PR Manager 020 3206 7130