

Collins Stewart announces significant strengthening of Securities and Corporate Broking

11 August 2009. Collins Stewart, a leading independent financial advisory group, is pleased to announce a number of key hires to strengthen its Corporate Broking and Securities divisions.

Corporate Broking

Julian Smith joins as a Managing Director from Dresdner Kleinwort where he has been a Managing Director in the Corporate Broking team since 2003. During that time Julian was senior broking adviser to companies such as Avis Europe, Cobham, FirstGroup, Forth Ports, HBOS, Travis Perkins and The Weir Group. His transaction experience has included a £4bn rights issue for HBOS and a £1bn rights issue for United Utilities.

Securities

New Convertible Bond Sales & Trading Team: Stuart Galvin and Andrew Kilpatrick have been recruited to form a convertible bond sales and trading team in the Securities Division. The team will work closely with Collins Stewart's new Fixed Income Credit Trading Team and Preference Share/PIBs team.

Stuart was previously Head of European Convertible Bond Trading for HSBC. He has also worked at Merrill Lynch and JP Morgan and has been a convertible bond trader since 1989. Andrew was an Executive Director in convertible bond sales at UBS for 14 years and prior to that was in convertible bond sales and sales trading at Robert Fleming in both London and Tokyo.

Three Key Hires in Equity Research: Collins Stewart strengthens its European Equity Research team with the appointment of three analysts to cover the Telecoms, Retail and General Financials sectors.

Morten Singleton joins as a Pan-European Telecoms Analyst. He was previously Head of TMT Research and a Partner at Oriel Securities. Prior to that he was the Director of Corporate Communications at Vanco, a global telecommunications company. Morten started his career at Arthur Anderson and moved into equity research at Williams de Broe.

Greg Lawless joins as Pan-European Retail Analyst. Greg has been a retail analyst at HSBC, Teather & Greenwood and Blue Oar after spending his earlier career at Safeway Plc, Spar and Marks & Spencer.

Robin Savage has been appointed as a UK General Financials Analyst in the Small and Mid-Cap Research Team. Robin was previously at KBC Peel Hunt and Panmure Gordon as Financials Equity Research Analyst, covering UK property, mortgage, banking and insurance markets.

Sales Trading Strengthened: Martin Francis joins as a Sales Trader. Martin has over 20 years experience as a European Sales Trader at MF Global, Citi and UBS.

These London-based appointments follow recent hiring by Collins Stewart's US operation to strengthen its core business of research-driven equity sales and trading. The addition of a number of high-profile analysts from major Wall Street firms, including Bill Tanona from Goldman Sachs and Todd Hagerman from Credit Suisse, has already had a positive impact. An experienced specialist has also been recruited in the last month to develop the US division's fixed-income capability. In the UK, Hawkpoint recently hired Shaun Holmes as a Director of Hawkpoint Partners Limited within the Restructuring Advisory Team, and Collins Stewart appointed Mike Wojtowicz and Mike Murphy to form a fixed income credit trading desk in London.

Mark Brown, Chief Executive of Collins Stewart, commented:

"Collins Stewart's strong balance sheet and cash position provide a sound platform to take advantage of opportunities arising from market dislocation. I am pleased that we have been able to recruit such experienced professionals who will further add strength and depth to our Corporate Broking and Securities businesses."

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Collins Stewart plc is a leading independent financial advisory group listed on the London Stock Exchange. Collins Stewart plc employs 700 staff in 10 international locations and is organised around four operational divisions: Advisory, Corporate Broking, Securities and Wealth Management, all served by its unique research tool, Quest™. More information at www.collinsstewart.com

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