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## **ORIEL SECURITIES APPOINTS NEW PARTNERS AND EXPANDS ITS INVESTMENT FUNDS AND ALTERNATIVES TEAM**

Oriel Securities, the independent corporate and institutional stockbroking and advisory business, has today expanded its specialist investment funds and alternative investments group. Oriel will provide an extensive service for the fund and alternative asset sector including corporate advisory services, research, sales, corporate broking and market making. The firm is appointing four Partners, **Iain Scouller**, **Joe Winkley**, **Gavin Woodhouse** and **Carla Leonard** - all of whom were previously employed at UBS Investment Bank. In total the Investment Funds specialist team will consist of eight executives.

Oriel will provide these services both for traditional UK listed Investment Trusts and also for alternative investment funds/businesses which invest in asset classes such as private equity, hedge funds, infrastructure and property. The new hires will be working alongside two respected and experienced Oriel executives – **Tom Durie** (Corporate Finance) and **Tom Tuite Dalton** (Research Analyst).

**Iain Scouller** is appointed a Partner in Research at Oriel and will be leading the Investment Funds research product with **Tom Tuite Dalton** who joined Oriel from **Arbuthnot** in November. **Iain** has been the Head of the Quoted Investment Funds Research team at UBS since 2001, with a focus on funds investing in the UK and Europe. He has also produced market leading research in alternative asset classes such as private equity. In external surveys he has consistently been a top rated analyst. He was with UBS for 18 years where he started as a graduate trainee in the European Equity Research division.

**Joe Winkley** is appointed a Partner in Corporate Finance at Oriel. He was Head of the Investment Funds corporate finance team at UBS since 2006, where he had responsibility for all listed fund transactions and has been the primary corporate contact for UBS's listed fund brokings. **Joe** was a VP in the Investment Companies team at **Dresdner Kleinwort** between 2003 and 2006 and prior to that worked as a lawyer at **Slaughter & May**.

**Gavin Woodhouse** is appointed a Partner in Oriel's Sales team. He was a member of the UBS Investment Funds sales team from 2006, was a deal captain on a number of capital raisings and was ranked 3<sup>rd</sup> in the 2008 **Extel** Survey of investment trust salespeople. Between 2000 and 2006 **Gavin** was an investment manager and investment analyst specialising in Investment Funds with **Morgan Stanley Quilter** and prior to that at **Fundamental Data**.

**Carla Leonard** is appointed a Partner in Oriel's Trading team. She has been a marketmaker in the Investment Funds sector for 7 years and originally joined UBS in 1994. Oriel will be commencing trading and marketmaking in a wide range of Investment Funds going forward.

In addition to the above appointments **Robert Tabor** will be joining the Sales Team and **Sapna Shah** will be joining Corporate Finance as Associate Partners.

Simon Bragg, Chief Executive, said: "I am really pleased to be able to increase our quality service to both our corporate and institutional clients at this time. We are delighted to welcome the new executives to Oriel and to have recruited such talented individuals. They are leaders in the Investment Fund arena who have worked well together. They will help us to grow our business in 2009."

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**Oriel Securities**

Oriel Securities is an independent corporate and institutional stockbroking and advisory business with outstanding knowledge and reach in the UK market. Majority owned by its employees, Oriel is committed to providing superior, independent advice to its clients, helping them to make informed and successful decisions.

Further information on Oriel can be found at [www.orielsecurities.com](http://www.orielsecurities.com)