



executive search

SYDNEY  
Level 15  
60 Castlereagh Street  
SYDNEY NSW 2000  
Tel 61 2 9235 9400

MELBOURNE  
Level 9  
41 Exhibition Street  
MELBOURNE VIC 3000  
Tel 61 3 9653 8600

## Market Insight – August 2019

### “Lost in The Supermarket” -The Clash 1979

During a recent visit to our local Supermarket I was stood floundering in the middle of I seem to recall the dairy aisle, totally baffled. Where once I would have been presented by a choice of say a couple of types of yoghurt or milk there now sat a myriad of consumable options... confusion reigned.

A work call rescued me from my purchasing dilemma and growing headache - then triggered a connection between how the funds industry had seemingly evolved in parallel with our modern supermarket chains. Where once we had only 3 or 4 credible PE funds we now have a comprehensive range of them, covering Global, Large Local, Mid-Market, Growth, Buy and Build, even sector specific such as Retail / Resources / Tech, the list goes on. Then it got me thinking how particular funds might be positioned on the shop floor itself.

One might find the Renewable / ESG guys gathering around the vegan / organic / gluten free aisle, the Infrastructure fund folk around the less exciting but oh so essential sections (washing up liquid / toilet paper / lightbulbs), Infra core plus – claiming to be slightly more exotic sat round the tissue / deodorant shelves. I could imagine the Hedge / Vulture / Distressed brigade to be firmly aligned to the meat and poultry counter. Those more rapacious seeking out the heavily marbled wagyu whilst the more benign, turnaround, rescue capital crew might choose the organic, RSPCA approved free range offerings. Then the ever increasingly visible Super funds would be rubbing shoulders with the supermarket chiefs themselves. Developing their Own Label range of products to reflect the increasing trend for some of them to in-house their investment expertise, whilst simultaneously putting ever increasing fee pressure on their poor remaining suppliers.

You can imagine the challenging choice for the bright young spark that come into our office confidently stating “I want to work in Funds”, then being faced with the question: “Yes that’s great but where in the supermarket do you see yourself?” So if you aspire to work in a fund, have a fund as a client or are already in a fund down on that supermarket shop floor, then send us your view as to which supermarket category or product that fund might equate to and why. I have a bottle of Aussie, grape grower friendly, single vine, organic, preservative free wine to send to the most creative suggestion received ([jmichel@jmichel.com.au](mailto:jmichel@jmichel.com.au)). Happy shopping...

## “Movers & Shakers”

### INVESTMENT & CORPORATE BANKING

#### Investment Banking

- Antony Steinberg has been appointed as Managing Director & Head of Power, Utilities & Infrastructure at RBCCM. He was previously Executive Director at Goldman Sachs.
- Michael Cook has been appointed as Vice Chair with RBCCM. Most recently he was Principal at Water Mill Capital and earlier, the Chairman of Macquarie's client coverage group.

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- Tim Foy, Managing Director / Head of M&A and Infrastructure Coverage at RBCCM has been appointed as Head of Infrastructure for Jefferies Group. Shyamal Chand from RBCCM will also join the Jefferies team as Director, Infrastructure. Ryan James also joined the firm as an Analyst from RBCCM.
- Tim Bishop has stepped down from his role as Group Head of Macquarie Capital.
- Richard Gibb, ex Deutsche Bank in Hong Kong and New York, has been appointed as CEO, Australia at Credit Suisse.
- Annabelle Mooney has been appointed as Managing Director & Head of Corporate Client Banking & Specialised Industries at JP Morgan. Her team from PwC is joining her in the new venture. She was previously a Partner, Financial Sponsors at PwC.
- Jonathan Denby has joined BAML as a Director in Melbourne. He has prior experience with Murray Goulburn & Citi. Benjamin Muscat, ex PwC also joins the BAML Melbourne team as an Associate.
- Leo Ma, ex Lazard has joined BAML as Vice President, Consumer, Retail & Healthcare
- Gordon Whitehead has joined EY as an Associate Director, Transaction Advisory Services. He was most recently with Houlihan Lokey and earlier with EY in London.
- Glyn Bennett-Hullin & Stephen Lo have joined Citi as Associates, they were previously with RBCCM.
- Christina Pedersen ex Gresham has joined Morgan Stanley's Melbourne team as an Associate. James Benecke also joins the firm as an Associate in the Sydney team from CLSA.
- Linda Quek, ex Investment Banking Associate at Luminis Partners, has joined Peter Brownie at Stanton Road Partners.
- Trevor Young has joined Luminis Partners. He has prior experience at CIBC Capital Markets.
- Edward Liew who was a Senior Associate with Highbury Partnership is relocating to New York.
- Nupur Rele has joined Standard Chartered Bank as an Associate, M&A, she joins from Deloitte.
- Yeukayi Kadzere, ex Senior Analyst with PwC, has joined Miles Advisory Partners.
- Alena Broesder has joined Treadstone Resource Partners as an Analyst from RFC Ambrian where she was an Executive.
- Nemo Lwin, ex NAB Senior Associate Infrastructure, has joined Ironstone Capital as an Analyst.

### Corporate Banking / Debt Products

- David Roberts has joined MUFG as Deputy Head of Advisory. David has prior experience with Piperhouse Advisory & NAB. Errol Schulz also joins the bank as Director, Advisory from NAB.
- Jonathan Chau previously National Manager, Partnerships & Development with Health Care, has joined Commonwealth Bank's Corporate Financial Services team.
- Paul Bartlett joined Deloitte as Partner & Head of Debt Advisory. He was previously with Magma Capital Advisory as Managing Principal.
- Gregory Fisher has joined PwC's Debt & Capital Advisory team as an Associate Director. He was previously with Wells Fargo based in the US.
- Paul Wilkinson has joined Metrics Credit Partners under Andrew Lockhart. He was previously with NAB for 4 years most recently as a Senior Associate, Leveraged & Acquisition Finance. Jake Muspratt also joins the firm as an Investment Associate, Jake was previously with Westpac.
- Christopher Hilyard has joined SMBC as Senior Analyst, FIG from Fitch Ratings.
- Angus Buckland, ex NAB Project Finance Analyst is joining Nomura as an Analyst in Leveraged Finance.

### Global Markets, Equities & Treasury

- Enrico Massi has been appointed as Head of DCM with Daiwa Capital Markets. He has prior experience with RBCCM for 9 years.
- Brad Scott previously Director, Corporate DCM with NAB, has been appointed as Head of DCM with Bank of China. Brad Peel, ex Commonwealth Bank in New Zealand has joined NAB to replace him as Director, DCM.
- Natalie Vanstone ex JP Morgan Head of Corporate Banking has been appointed as Chief Operating Officer of NAB's Markets business.



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- Eric Roles has joined Moelis as Managing Director, he will cover equity capital markets syndication for emerging companies. He was previously with Macquarie Group.
- Joel Morton has joined Westpac as Director, DCM from HSBC where he was an Associate Director.
- JP Morgan has added to its equities team with the hires of Mathew Tricks as a senior sales person, Bob Chen (ex Deutsche Bank) to cover emerging companies, Levi Spry (ex JCP Investment Partners) & Alistair Harvey (ex Evolution Mining) to cover the mining sector.
- George Skiadopoulos has joined Societe Generale as Director, DCM. George was previously with Daiwa Securities.
- Cameron Lofstedt has joined BAML in the Syndications, DCM team. He was previously with Nomura in Sydney then London.

### ALTERNATIVE INVESTMENTS

#### **Private Equity / Family Office / Credit**

- Leigh Oliver & Sam Walker have Co-Founded Arcadia Capital. Leigh was previously Director at KKR & Sam was previously Associate Director with Macquarie's CAF team.
- Rob Sennitt has been appointed as Senior Adviser with London based private equity firm Appian Capital Advisory, he will be focussed on the Australian & South East Asian operations. Rob was previously with Mineral Deposits Ltd & Head of Metals & Mining, Australia with RBCCM.
- Sally Box previously with Evercore as Director, Private Capital Advisory, has joined Future Fund as Director, Unlisted Property.
- Alex Satchcroft has joined Anchorage Capital Group in Sydney from Macquarie, where he was most recently Division Director in the CAF team.
- Peter Elkhouri has joined Quadrant's Growth Fund as an Associate Director. He was previously with Crescent Capital Partners as an Investment Manager. Taseen Rahman also joins Quadrant Private Equity as an Investment Analyst from UBS.
- Cathy Houston has joined Moelis as Executive Director, Real Estate Debt. She joins from Archerfield Partners where she was Head of Capital..
- Daniel Eames has joined Arowana in the position of Investment Director, Credit Fund. Daniel joins from GE Capital.
- James Bennett has joined Archer Capital as a Principal. He has earlier experience with Credit Suisse in New York.
- Nicholas Vasudeva & Lawrence Frawley have joined Greensill Capital as Managing Director & Vice President, Origination respectively. Nicholas has prior experience with Integrated Specialist Healthcare & 15 years at Deutsche Bank. Lawrence was previously with ANZ Bank.
- Dan Murray has joined Seidler Equity Partners as an Origination Manager, he was previously with Pemba Capital Partners.
- Jonathan Ramasamy, ex Macquarie CAF in New York, is joining IFM's direct private equity team as an Associate.
- Will Hanrahan previously with Deloitte, has joined Partners Group as an Associate.
- Sophie Cogle has joined Macquarie Group's CAF team as an Executive from BAML.
- Michael Huang has joined Adamantem Capital as an Investment Associate. Michael joins from Credit Suisse's TMT & Sponsors team.
- Michelle Ye joined Armitage Associates as an Investment Associate, she was previously with Lazard as an Analyst.
- Edward Li has joined the Colinton Capital Partners team as an Investment Associate. Edward was previously with Macquarie Capital.
- Elliot Whelan has joined Five V Capital as an Investment Associate. He joins from Macquarie Capital Melbourne's industrial team.
- Peter Selby has joined Alceon as an Associate, coming from Credit Suisse's resources team.
- George Longbottom has joined Anchorage Capital Partners as an Associate. He was previously with Lazard.
- Sandy Laurie ex-Greenhill has accepted a role with ROC Partners as an Associate.
- Hugo Visscher has joined EQT Partners as an Investment Analyst, he was previously with Macquarie Capital.
- Anastasia Kozyreva has joined Allegro Funds as an Investment Analyst from Risk Capital Advisors. Misha Saul formerly Investment Associate with the firm has been promoted to Investment Manager.
- Sachin Dhingra has joined Invesco as Senior Associate, Acquisitions. He has prior experience with LendLease most recently as Senior Investment Analyst, Product Development.
- Brian Phan has left RBCCM to join Infrastructure Capital Group as an Associate.

The logo for Jon Michel executive search, featuring the name 'JON MICHEL' in a serif font. 'JON' is in a larger, bold font above 'MICHEL'. The text is white and set against a solid gold rectangular background.

# JON MICHEL

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- Johnny Zhang ex Goldman Sachs Special Situations Group, has joined HPS Partners in New York.
- Luke Hambly has joined Potentum Partners in Melbourne.
- Shannon Gregor has joined Deutsche Bank as Associate, Credit Opportunities from PwC where she was Manager, Debt & Capital Advisory.
- Christopher Morris ex Credit Suisse Analyst, has joined VGI's hedge fund as an Analyst.
- Will Adamson has joined Supervised Investments Australia as an Investment Analyst from JP Morgan.
- Michael Wong, ex EY has joined Future Now Ventures as an Analyst.

### FUNDS MANAGEMENT

#### **Distribution & Advice**

- Matthew Jackson has joined Franklin Templeton as Senior Director, Institutional Business. He was previously with Shed Enterprises as Head of Distribution, Australia & New Zealand.
- Eddy Schipper formerly Head of Institutional Distribution with Nikko Asset Management, has been appointed as Managing Director for Epoch Investment Partners' local office.

#### **Investments**

- Sophia Rahmani has been appointed as Managing Director & CEO with Maple-Brown Abbott, she will commence her new role in October. She was most recently with Janus Henderson Investors based in Singapore.
- Luke Gersbach has been appointed as Head of Mirae Asset Global Investments Australia. He was previously with Westpac as Director, DCM. Luke is based in Melbourne.
- Paul Newfield has joined Frontier Advisors as Director of Sector Research. He was previously with Willis Towers Watson.
- Viren Hira, ex JP Morgan Executive Director, has joined Tanarra Capital.
- Hugh Willis has joined British Columbia Investment Management Corporation as an Associate, Private Markets in Canada. He was previously with Credit Suisse's Natural Resources team based in Sydney.
- Sean Fenton, Peter Moore & James Delaney ex Tribeca Investment Partners, are setting up a new boutique fund manager.
- Tim Toohey previously Chief Economist with Ellerston Capital, has joined Yarra Capital Management as Head of Macro & Strategy.
- Michael Goltsman of Citi, has joined Ophir Asset Management as a Portfolio Manager. Michael was Head of the European small & mid cap investment research team at Citi.
- Matthew Roper has joined Capella Capital as an Analyst from NAB where he was an Associate, Project Finance.
- Alec McKenzie has joined Colonial First State Global Asset Management as an Executive. He joins from HSBC.
- Ellisa Bennett has joined First State Super as an Investment Analyst from Gresham Partners.

### CORPORATE, GOVERNMENT & RISK MANAGEMENT

- Simone Constant has been appointed to the role of Chief Risk Officer, Consumer Banking with NAB. Prior she held the role of General Manager, Business Enablement with the bank.
- Pauline Blight-Johnston will join KPMG as a Partner responsible for leading the firm's life insurance sector. She joins from Challenger where she was Director, Group Strategy. Also joining KPMG is Linda Elkins as Partner, Asset & Wealth Management. Prior she was an Executive General Manager with Colonial First State.
- Andrew Jones has been appointed as General Manager, Strategic Partnerships with ASX. He was previously Head of Commercial Development, Australia with Ratesetter.
- Kristoffer Karlsson has joined DP World as General Manager, M&A. Kristoffer was most recently a Director at Allier Capital.
- Kevin Wilson previously Investment Director with Qantas Ventures, has joined Xero as Head of Business Development, as has Paul Evans who was previously Head of M&A at Fitzpatricks.



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- Tim King, ex ANZ Director, Corporate Advisory has been appointed as Director, Strategy and M&A with Veolia based in Melbourne.
- Ola Lien Samuelsen has joined AMP Capital as a Strategy Manager. He has prior experience with Cubera Private Equity & Deloitte.
- Natalie Angus, ex Commonwealth Bank's Group M&A team has joined Macquarie as a Senior Manager, Group Treasury.
- Jonathan Jorcin has joined Guardian Early Learning Group as a Business Development Manager from Investec.
- Johnston Lee has joined Westpac's M&A team, he was previously with PwC.
- Julia Chen has joined John Laing as an Analyst from CLSA.
- Shiva Sheth has joined Cushman & Wakefield as an Analyst, M&A. Earlier he spent three years with Telstra.
- Mehmet Kucuk has joined Ramsay Health Care as a Strategy Analyst. He was previously with Monitor Deloitte.
- Ryan Kaveney has joined Sonder Australia as CFO. He has prior experience with GWS Giants & Telstra.
- Josh Freitas has been appointed as CFO with Expert360, he joins from QBE where he was most recently Group Head of Corporate Development.
- Julia Schoenheimer, ex Port Jackson Partners, has joined Parcel Point as Chief of Staff.

**We are keen to hear your feedback or should you require further information,**

**please contact us on 02 9235 9400 or [nfoster@jmichel.com.au](mailto:nfoster@jmichel.com.au)**

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