



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 – April 2021

Well at least career Plan B has a silver \$ lining...

Late 2020 and early 2021 has seen all sorts of chatter about the horse trading currently going on within our local Investment Banking talent pool – no doubt a precursor to future boasts re market share and league table rankings. Initiated by the hiring appetite of some of the new IB firms on the block and the additional ripple effect of back fills required to make good, the resultant effect has seen bank to bank trades aplenty.

However, one ongoing theme remains – the majority of Investment Bankers coming through our doors (or Zoom) here at JMES seem to have a career Plan A to move out of the industry. Popular destinations being a fund (they come in all shapes and sizes, public/private, or blends of these) or an active corporate. We can only assume that a bank to bank move is a Plan B strategy for some, seen as a stepping stone to successfully execute Plan A at a later stage perhaps? Or resignation to the fact that the window of opportunity for such a move may have passed for some.

Well, such a career compromise does come with an upside, at least short term, as generally a move to a fund or a corporate may well involve an initial reduction down in overall compensation, whereas trading to another IB can mean a chance to negotiate a step up in title/pay/sign on/make good etc. So, the career Plan B cloud does have a silver \$ lining after all.

“Movers & Shakers”

BANKING & MARKETS

Investment Banking

- Catherine McCormack, ex Goldman Sachs, has joined Jarden as Managing Director & Head of Natural Resources & Utilities. Bryce Thompson has also joined the firm and will be heading up the Technology coverage, he was previously Head of Australian ECM at Morgan Stanley. Peter Sidebottom (ex JP Morgan) joins the real estate team, Nicholas Duke previously with Citi as Vice President and Daniel Rosenberg previously with JP Morgan's FIG team have joined as Directors. Lauren Hutchinson (ex Goldman Sachs), James Beckett (ex UBS) & Michael Eggleton (ex Highbury Partnership) have joined as Associates.
- Tim Ryan has been appointed as Managing Director, Real Estate with Bank of America, joining his team is Joseph Kuk as Director. Tim's earlier experience is with CBRE (London) & JP Morgan, Joseph was most recently with Aura Group & Equis Funds Group in Singapore and earlier Goldman Sachs.
- Chris Stefanovski & Ricardo Cerqueira previously at Investec, have joined Moelis. Chris has joined as Managing Director, whilst Ricardo joined as Executive Director.
- Justin Derksen has joined TMT Partners as Managing Director, Corporate Finance. Prior, Justin was based in New York with ABS Global.
- Jon Gidney Managing Director & Vice Chairman with Greenhill has been appointed as Head of FIG & Vice Chairman with Citi.
- William Ullmer has joined Flagstaff Partners as Managing Director. He has prior experience with Perella Weinberg Partners in New York & earlier with Gresham Partners.
- David Paton (ex Luminis Partners) & Andrew Milsom (ex HSBC & Bombora) have joined Shaw & Partners as Directors in Corporate Finance.

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- Finbar Topp has joined Houlihan Lokey as a Director, he was previously with Macquarie Group as an Associate Director, Corporate Development & Strategy.
- Nicole Beavan is rejoining Goldman Sachs from Oil Search where she was a CIO. Nicole will be Executive Director, Natural Resources.
- JP Morgan real estate banker, Rob Stanton, has joined Barrenjoey Capital Partners, he will be covering real estate M&A and capital markets. Anthony Brasher who was Head of Financial Institutions at JP Morgan is also joining Barrenjoey, as have Luke Bentvelzen and Kevin Chong – both from UBS. Additionally, Navodit Narain previously of Endeavour Energy & Macquarie Group has joined as a Partner.
- Joel Chalhoub previously of Lazard, has joined Jefferies as Senior Vice President, Infrastructure & Utilities.
- Ben Roberts of UBS real estate has joined Highbury Partnership.
- Matthew Jacobs has joined Morgan Stanley as Vice President, Real Estate. He was previously with ING as Vice President, REF Wholesale Banking.
- William Brogan, previously an Investment Banking Associate with Morgan Stanley, has joined Ironside Capital in corporate finance.
- Leonardo Pinto has joined Goldman Sachs' Financial Sponsors team, he was previously with UBS as an Investment Banking Analyst.
- Claire Li, ex Deutsche Bank, has joined Macquarie Group's TMET team as an Analyst.

Corporate Banking / Debt Products

- Matthew Tehan has been appointed as Head of Private Capital Markets Advisory with Moelis Australia. Matthew was previously with Houlihan Lokey as Managing Director & Head of Capital Markets.
- Frank Van Rooyen has joined Northern Australia Infrastructure Facility (NAIF) in Perth as Director, Origination. Frank was previously with ANZ Bank as Head of Natural Resources Australia.
- Dries Venter has joined HSBC as Director, Structured Banking. Prior to this role, Dries worked at the Commonwealth Bank - most recently as Director, Private Equity & Leveraged Finance.
- Philippe Fontaine previously with Ernst & Young, has joined Deloitte as Director, Debt Advisory.
- Marc Johnson previously with ANZ as Associate Director, Institutional Property Group has joined SMBC as Vice President.
- Amanda Lau has joined Mizuho Bank as Senior Associate, Real Estate Coverage, she was previously with ANZ Bank. Hayden Grubb has also joined the bank as Senior Analyst, Project Finance Portfolio. Hayden was previously with SMBC in London.
- Miguel Forjaz has joined Barclays as Analyst, Leveraged Finance from NAB.
- Rickard Hoskin has joined Schroders as Analyst, Private Debt from HSBC.
- Leanne Li has joined MUFG Securities as Analyst, Loan Markets. She was previously with Westpac.
- Oaj Srivastava has joined BAML's balance sheet & underwriting team as an Analyst, he was previously with Deloitte.

Global Markets, Equities & Treasury

- Jarden has appointed Lou Pirenc as Head of Property and REITs, Equity Research, Lou spent a number of years with Morgan Stanley in Sydney then New York. Whilst Steven Wheen, ex Evans & Partners has been appointed as Head of Healthcare Research. Joe Pardea (ex Credit Suisse), Elizabeth Miliatos (ex BAML), Matthew Johnston (ex Macquarie), Elise Kennedy (ex Morgan Stanley), Jakob Cakarnis (ex Citi), Keegan Booyen (ex Jefferies), Sebastian Clemens (ex Evans & Partners), Ben Brownette (ex CLSA) are on board in equities research. Tara Foord, previously Head of Electronic Trading at UBS, has also joined the Jarden team as well as Samantha Molina (ex Macquarie) to its sales trading desk.
- UBS is bolstering its equity sales team with the hires of Richard Weekes (previously Director, Institutional Equities Research & Trading with Macquarie), Sue Delmenico (previously Director at Credit Suisse), Owen Johnston (previously Head of Small Cap Institutional Equity Sales at CLSA) & blocks trader James Ronaldson (previously with Bank of America).
- David Lack has been appointed as Director & Head of Equity Syndicate with Bank of America. David was previously with CLSA and earlier in New York with Deutsche Bank.
- Peter Morrissey has joined Goldman Sachs as Vice President, Equity Derivative Sales from Citi.
- Andrew Podgornik has joined MST Financial. He was previously Equity Partner with E.L & C. Baillieu.
- Jabe Jerram & Dyson Bowditch both of JP Morgan have joined Barrenjoey Capital Partners as Co-Heads of ECM. Mark Bellofiore & Will Nolasco



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also of JP Morgan will be bolstering the ECM team. Cameron Wood of JP Morgan's sales trading desk also joins the firm. Tarinee de Silva previously electronic trading & sales with Macquarie will cover electronic execution. Also joining Barrenjoey are Maria Milis previously with Westpac as Director, Institutional Sales Credit Markets; Chris Khan (ex ANZ) as Director, Credit Trading; Jon Mott, Matt Ryan & Glyn Lawcock, all ex UBS, have joined the team to cover banking, transport & resources respectively. UBS block trader Chris Schedlich has joined the equities team, as well as Will Grace (rates sales) & Andrew Barrelle (inflation trading) – both ex Westpac.

- Julia Thomas & Luke Taper both ex Macquarie have joined UBS' equities team in Melbourne & Sydney respectively. Julia will be focussing on research sales & Luke will focus on sales trading.
- Florian Ruff previously Director, Structured Finance, 255 Finance for Challenger Financial Services has joined FIIG Securities as Director, DCM & Private Debt.
- Ben Stewart has joined ING as Head of DCM from Mizuho Bank where he was Director & Head of FIG, DCM Australasia.
- Carlo Da Dalt has joined Mizuho Bank as a Senior Associate, FX Sales, he was previously with Investec.

ALTERNATIVE INVESTMENTS

Private Equity / Family Office / Credit / etc.

- Jonathan Howie who was most recently Head of BlackRock Portfolio Analytics and Solutions APAC & Head of Index Equity, APAC has been appointed as CEO of VGI Partners.
- John Sheffield has been appointed as Managing Director, Asset Management with Moelis Australia. Previously he spent a number of years with NAB most recently as Head of Risk NAB Business, Private Bank & UBank.
- Patrick Verlaine & Ghazaleh Lyari have been appointed as Co-Head of Investments with Australian Business Growth Fund. Patrick was previously Partner with Crescent Capital Partners & Ghazaleh was earlier with CHAMP Ventures.
- Evan Kilpatrick has joined Capital[b] as Chief Investment Officer, Evan was previously with QIC as Director, Global Private Capital.
- David Brennecke, ex Archer Capital Principal, has joined Affinity Equity Partners. Lara Ong also previously Principal with Archer Capital has joined Potentia.
- KKR has appointed Tom Lee as Managing Director & Head of Australia and New Zealand Real Estate. Tom will join the firm in May, prior to this he was CEO of LOGOS Group and earlier as Managing Director & Head of Real Estate EMEA with BlackRock in London. KKR has also added Ryan Boers to its team, Ryan was previously with Archer Capital most recently as a Principal. Alexandra Artes-Roy joins as Associate, Credit & Special Situations. Alexandra was previously with Barings as Associate, Global Private Finance.
- Darren Keogh has been appointed as Head of Australia with Stonepeak Infrastructure Partners. He was previously Head of Global TMET with Macquarie Capital.
- Andrew Jones previously with AMP Capital and Global Head of Infrastructure Debt, has been appointed as Head of Private Debt with QIC in Sydney.
- Justin Lal previously Executive Director, Principal Investments with Goldman Sachs has joined Realside Capital.
- Steve Sutinen, ex Challenger and Lucie Bielczykova, ex JANA have both joined Revolution Asset Management as a Portfolio Manager and Associate Portfolio Manager respectively.
- Robert Graham-Smith has joined Colonial First State as Senior Investment Manager, Alternatives. Robert has prior experience with Mine Super as Senior Investment Analyst.
- Shaun Fernando previously with Challenger, has joined Aura Group as Director & Portfolio Manager of the Property Credit Fund.
- Kelvin Mak of Navis Capital Partners has joined Future Fund as Director, Private Equity.
- Ed Bigazzi has joined Five V Capital. Ed has earlier experience with Prospa & Ironbridge Capital.
- Marina Pasika has joined REST Super as Senior Investment Manager, Private Equity. She was previously with Future Fund as Manager, Private Equity. Alex Hurrell also joins the firm as Senior Investment Manager, Listed Equities. Alex was previously with Perpetual as an Equity Analyst.
- Carlee Couch has joined Cedar Pacific in Sydney as an Investment Director, Carlee has prior experience with Urbanest as Senior Manager, Corporate Finance.

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- Daniela Wegner, previously with Partners Group, has joined IFM Investors as Associate Director, Private Equity.
- Stefanie Tardo has joined Adamantem Capital as Senior Associate, Portfolio Operations, she was previously with PwC.
- Timothy Cheng, ex L Capital Asia & Seven Group Holdings, has joined Liverpool Partners as an Investment Manager.
- Jason Wu has joined EQT, he was previously an Investment Manager with Crescent Capital Partners.
- Lesley Chan previously Senior Executive, Debt Advisory Services with KPMG has joined Wingate Group's corporate investments team.
- Alexandra Bennett previously with ING as Associate, Acquisition Finance, has joined Tanarra Credit Partners as an Investment Associate.
- Anastasia Kozyreva has joined CPE Capital as an Associate, she was previously with Allegro Funds as an Investment Analyst.
- Tim Le has joined TDM Growth Partners as an Investment Associate, Tim was previously with Whiteoak and McKinsey & Co.
- Dominic Leahy has joined Brookfield as Associate Investments, Infrastructure. He was most recently with RBCCM's technology & sponsors team.
- Resolution Capital have added Mark Jones & Sarah Lau to its team as Senior Investment Analysts. Mark was previously with 4D Infrastructure, and Sarah has prior experience with HRL Morrison & Co.
- Michelle Castro has joined Aware Super as an Investment Analyst, Infrastructure & Real Assets, she was previously with EY's Infrastructure Advisory team.
- Alice Joe has joined Quadrant Private Equity as an Investment Analyst from QIC where she was an Associate, Power & Utilities.
- Jonathan Yeung has joined Palisade Investment Partners as an Investment Associate from Macquarie's Infrastructure & Real Assets team.
- Partners Group hired Andrew Barber as an Associate & David Li as an Investment Analyst, both were previously from Gresham Partners.
- Andrew He has joined HRL Morrison & Co. as Investment Executive from Allier Capital.
- Harin Tennakoon has joined Capella Capital in Melbourne as an Analyst from PwC.

FUNDS MANAGEMENT

Distribution & Advice

- Adam Trimboli has joined Moelis as Director, Distribution from Vanguard where he was National Key Account Manager. Ross Victor has also been appointed as Executive Director, Distribution late last year, he was previously Head of Retail Distribution with Charter Hall.
- Michael Carmody of Morgan Stanley's equity sales desk, has joined Centennial Asset Management as Executive Director, Investments & Business Development.
- Phelim O'Neill has joined Channel Capital as Distribution Director from AMP Capital, where he was NSW/ACT State Manager.

Investments

- Michael Sykes has been appointed as CEO with AvSuper following the departure of Michelle Wade. Michael was Deputy Chief Executive with MTAA Super.
- Kristen Le Mesurier has joined Platypus Asset Management as Head of ESG & Engagement. Prior, she held ESG & PM roles with AMP Capital.
- Paul Bolinowsky joins BNY Mellon as Country Head for Australia. Prior, he held senior roles with Glennon Capital and Pioneer Investments.
- James Nevin previously Lead Research Analyst at RBCCM, has joined BlackRock and will head up research in infrastructure & utilities.
- Brendan Hallett Senior Portfolio Manager with NSW Treasury Corporation, has joined Funds SA as Director, Asset Allocation.
- Chad Slater Co-Founder of Morpich Asset Management, has joined Drummond Knight as a Senior Investment Manager.
- Anthony Golowenko, ex Clime Investment Management, has joined MLC Asset Management in a portfolio management role.
- Rosie Malcolm, previously Head of Franchises & Portfolio Manager with Magellan Financial Group has joined Australian Foundation Investment Company as Portfolio Manager, International Equities.
- Nicholas Vidale joins T. Rowe Price as an Equity Analyst. Prior he held roles with Perpetual and GLG Partners in Hong Kong.
- Chris Lye has joined HESTA as an Investment Manager, she has prior experience with IFM Investors & LUCRF.
- Jennifer Surjadi has joined State Super as Manager, Responsible Investment from AMP Capital where she was an Investment Research Analyst.
- George Smyrnis has joined PAC Capital as a Senior Investment Analyst. He was previously with AMP Capital as a Senior Investment Analyst.
- Fiona Wu has joined Magellan Financial Group as an Investment Analyst, Emerging Markets. She was previously with Contango Asset Management.

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- Michael Sommers, formerly of Frontier Advisors, has joined HESTA as GM, Portfolio Construction & Risk.
- Paulina Ting has joined CIP Asset Management as Portfolio Manager, Domestic ABS. Paulina was previously with Westpac as Associate Director, Structured Finance.
- Thushani De Silva has joined VFMC as Senior Analyst, Equities. She was previously with Frontier Advisors as an Associate.
- Chloe Chen has joined AustralianSuper as an Investment Analyst, she was previously with EY.
- Tracey Wood has joined Magellan Financial Group as an Investment Analyst, Franchises. She was previously with RBC Global Asset Management in Hong Kong.

CORPORATE, GOVERNMENT & RISK MANAGEMENT

- Olivier Chretien has joined InvoCare as CEO. He was previously with Ramsay Health Care as Group Chief Strategy Officer.
- Andrew Horton has been appointed as Group CEO for QBE Insurance, Andrew was previously with Beazley as CFO.
- Asmita Kulkarni has been appointed Head of Credit Risk with Barrenjoey Capital Partners, she was previously Director, Investment Strategy Group with FIIG Securities.
- Roland Cartwright has joined Clean Energy Finance Corporation as Director, Credit. He was previously with NAB as Director, Asset Finance & Leasing.
- Robert Ure previously General Manager, Business Development and M&A at Wesfarmers, has joined News Corp as Director of Strategy and M&A.
- Josh Bolot has been appointed as Head of Principal Investments & Corporate Development with Mulpha. He was previously with Monash Private Capital.
- Luke Stephens previously Director, Loan Syndicate & Distribution with NAB, has joined AirTrunk as Head of Treasury.
- David Oudshoorn has joined MaxCap Group as State Director NSW, previously he was with Qualitas Group as Senior Director, Real Estate Finance.
- Tim Hume, ex Telstra & A2 Milk, has joined luxury online platform Cettire as CFO.
- Gavin Buchanan has been appointed as CFO of Barrenjoey Capital Partners, Gavin was previously with Challenger as Deputy Chief Financial Officer & Group Treasurer.
- Daniel Mastroianni who was most recently Chief Commercial Officer at Freedom Foods Group, has joined JPH Urban as COO.
- Stephen Byrne has joined Northern Australia Infrastructure Facility (NAIF) as Chief Legal Officer, he was previously with Veolia.
- Kylie Harris has joined RBCCM as Director, Markets Compliance. She was previously with Westpac.
- Rob Kenna, ex Head of Debt Capital Markets Origination & Head of Programmatic Funding with Commonwealth Bank, has been appointed as Head of Funding & Balance Sheet with TCorp.
- Julia Phung has joined Bapcor as an Analyst, Strategic Development & Investor Relations from PwC Melbourne.
- Nicole De Souza has joined Woolworths as Senior Manager, M&A/Transition Strategy from EY, where she was Associate Director, Strategy & Transactions.
- Paul Harris has joined LiveBetter as a Corporate Development Manager, he was previously with Moran Healthcare.

**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**

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