



Employer List

Roger Howgego

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ASSET MANAGERS	
Aberdeen Asset Management	Investec
Alliance Bernstein	Intesa Asset Management
Allianz Global Investors	Insight Investment Management
Amundi (Agricole/SocGen)	JP Morgan Asset Management
Aviva Group (Morely Fund Management)	Lazard Asset Management
Axa Asset Management	Legal & General Investments
Bank of New York Mellon	Man Group/GLG
BMO (Bank of Montreal)Global Asset Management	Morley Fund Management (Aviva Group)
Blackrock/Barclays Global Investors	Natixis Global Asset Management
BNP Paribas Asset Management	Nomura Asset Management
The Capital Group	Northern Trust
Citco (Fund administration)	Orbis Investment Management
Citigroup Asset Management	Pictet Asset Management
Credit Suisse Asset Management	Pimco
Deutsche Asset & Wealth Management	Pioneer Investments
European Investment Fund (EIB Affiliate/SME Lending)	Prudential Portfolio Management Group
Fidelity Worldwide Investment careers	Putnam Investments
First State Investments	Principal Global Investors
Franklin Templeton Investments	Santander Asset Management
GE Asset Management	Schroder Investment Management
GE Capital	State Street Global Advisors
Generali Group	Swiss Re Asset Management
Global Asset Management (GAM)	Columbia Threadneedle Investments
Goldman Sachs Asset Management	UBS Asset Management
HSBC Asset Management	Vanguard Asset Management
Henderson Global Investors	ICG – Intermediate Capital Group
NN Investment Ptnrs. (formerly ING Group)	Wells Fargo (new activity, growing strongly)
Invesco Asset Management	Standard Life

Further Information Sources:

- The Investment Association www.theinvestmentassociation.org
- Sovereign Wealth Funds Institute www.swfinstitute.org
- European Fund and Asset Management Association www.efama.org
- Global Impact Investing Network www.thegiin.org

Funds lending directly to Corporates – AXA, M&G, Blackstone, CQS, Tesco P.F., Haymarket Finance, Ares Management, Highbridge Capital (JPM Hedge Fund), Bluebay, LGIM, KKR, Canadian Pension Plan Inv Board, ADIA, Cinven, Ontario Teachers Pen Plan.

INVESTMENT/UNIVERSAL BANK LIST	
Bank of America Merrill Lynch	Macquarie
BMO – Bank of Montreal	Morgan Stanley
Barclays Capital	Mitsubishi UFJ Securities
BBVA CIB	Mizuho
BNP Paribas	Nomura
Credit Agricole Investment Bank (CIB)	Royal Bank of Canada Capital Markets
CIBC World Markets	Royal Bank of Scotland
Citigroup	Sanpaolo/Intesa
Credit Suisse Group	Societe Generale
Daiwa Securities	Standard Chartered
Deutsche Bank	Standard Bank (South Africa)
Goldman Sachs	Sumitomo Mitsui Banking Corporation
HSBC – hiring for UK and Germany	Banco Santander – building a team
ING Bank	UBS
Investec	Unicredit
JP Morgan Chase	Wells Fargo
Lazard	Scotiabank
Lloyds Bank Corporate Markets	Commerzbank - Corporates and Markets
London-based Chinese banks	
Agricultural Bank of China	China Construction Bank
Bank of China	China International Capital Corp
Bank of Communications	ICBC
China Merchant Securities (Full IB)	

Further Information Sources:

- UK - www.bba.org.uk
 - Hong Kong - <http://www.hkab.org.hk/index.jsp>
 - Singapore - <http://www.abs.org.sg/>
 - Japan - <http://ibajapan.org/>
 - New York - <http://www.nyba.com/>
 - Canada - <http://www.cba.ca/en>
- ...and so on for major financial centres in most countries.

PEER-TO-PEER LENDING	
All Street (US)	Haymarket Finance
Ares Management	Kickstarter (US)
AXA	M&G
Blackstone	Tesco P.F
Crowdonomic (Singapore)	UK Crowd Funding Association
CQS	www.p2pmoney.co.uk
Funding Circle	Zopa

BOUTIQUE/NICHE BANKS	
Alix Partners (Financial Restructuring)	Hatch Corporate Finance (Metals and mining)
Allen & Co	Houlihan Lokey- M&A Advisory
Alvarez & Marsal (Financial Restructuring)	Industry Corporate Finance Ltd
Altium	Ingenious Corporate Finance- Media
RFC Ambrian Partners (Mining)	Investec
AGC Partners	Jones Lang LaSalle
Augusta & Co (renewable energy)	Jefferies
Baird Partners	Keefe Bruyette and Woods
Bishopsfield Partners (Structured Finance)	Liberum Capital
Blackstone	LionTree Advisors
Blackwood Capital Group (M&A)	Moelis
Broadhaven Capital Partners (Financial Services)	Rothschild
Bryan Garnier & Co	North Square Capital (China focus)
Advicorp	N + 1 Singer (SME's)
Canaccord Genuity	Numis Securities
Cavendish Corporate Finance (M&A)	Ondra Partners
Cenkos Securities (SME focus)	Oppenheimer
Centreview Partners	Oriel Securities
Close Brothers (Mid-Cap Specialists)	Panmure Gordon
Coller Capital (Secondary PE)	Perella Weinberg Partners
Compass Partners (Secondary PE)	Piper Jaffray
Cowen & Co	PTJ Capital
DC Advisory	Qatalyst Partners
D E Shaw	Renaissance Capital
Duff and Phelps	Robertson Robey Associates
Edgecrest Capital	Sagent Advisors (M&A)
Edmond de Rothschild	Shore Capital
Evercore	Silicon Valley Bank
EXOTIX (Illiquid Specialists)	Spayne Lindsay (FMCG)
Fenchurch Advisory Partners (Financial services)	Stamford Partners (Food & Drink)
Foros	Steen Associates (Industrial M&A)
Gleacher Shacklock	STJ Advisors
Gordon Brothers	Stone Key Partners
Grant Samuel & Assoc (Australasia/Asia)	Storm Harbour
Greenhill	Westhouse Securities
Gresham Partners (Australasia)	Zolfo Cooper
GP Bullhound	Zaoui & Co

DISTRESSED SITUATIONS	
Alchemy Special Opportunities	Hemscott rankings
Alcentra Europe	Lone Star Funds
Apollo Global Management	Marathon Asset Management
Baupost	Oaktree Cap Man
Bluebay	Preqin – Data Provider
Carlyle Strategic Partners	Trafalgar Asset Managers
Centrebridge Partners	Troika Dialog
Cerberus Capital Management	William Blair

Further information sources:

Turnaround Management Association www.tma-uk.org/

PRIVATE EQUITY / VENTURE CAPITAL	
UK	www.bvca.co.uk http://privateequityfirmslondon.co.uk/list-of-private-equity-firms-in-london/
EU Private Equity – Find the company	www.investeurope.eu http://private-equity.findthecompany.com
Emerging Market Private Equity Association	www.empea.org
US	http://www.nvca.org/
Canada	http://www.cvca.ca/
Hong Kong	http://web.hkvca.com.hk/en/index.aspx
Singapore	http://svca.org.sg/
Venture Capital - http://www.entrepreneurhandbook.co.uk/venture-capitalists/	
Plus country specific associations in most major economies	

PROFESSIONAL SERVICE FIRMS	
BDO Stoy Hayward	Grant Thornton
Deloitte	KPMG
EY	PwC

Further information sources:

- AFME (Assoc. Financial Markets in EU) www.afme.eu
- Assoc of Real Estate Funds www.aref.org.uk
- Chartered Alternative Investment Association <http://caia.org/about-us>
- SIFMA (Securities Industry and Financial Markets Association) www.sifma.org
- European Bankers Association <http://www.ebf-fbe.eu/>
- Financial Stability Board – BIS Subsidiary <http://www.financialstabilityboard.org/>
- FIA European Principal Traders Assoc. <http://www.futuresindustry.org/default.asp>
- ICMA – International Capital Markets (Stock Exchanges) <http://www.icmagroup.org/>
- Proprietary Traders <http://www.proptraders.net/directory-of-proprietary-trading-firms-europe-2/>
<http://www.futuresindustry.org/ptg/>
- FIA European Principal Traders Assoc. <http://www.gfma.org>
- Global Financial Markets Assoc. <http://www.gfma.org>
- Asian Securities Industry and Financial Markets Assoc. <http://www.asifma.org>

OTHER FINANCIAL INSTITUTIONS

SUPRANATIONALS	
African Development Bank	Global Transaction Team Program (Washington/London/Paris)
Asian Development Bank	International Professionals Program
Bank For International Settlements	IBRD (World Bank, Washington)
Crown Agents (UK)	International Finance Corporation (IFC)
Department For International Development (DFID)	InterAmerican Development Bank (Washington)
European Bank For Reconstruction And Development (EBRD)	Kreditanstalt Fur Weideraufbau
European Investment Bank (HQ Lux)	

CENTRAL BANKS	
Bank of England	European Central Bank – Frankfurt
All Countries have a central bank usually located in the capital city	

RATING AGENCIES	
Fitch	Standard and Poors
Moodys	DBRS
Kroll Bond Ratings	Meredith Whitney Advisory

REGULATORY BODIES	
ICFR – International Centre for Financial Regulation	FCA – Financial Conduct Authority PRA – Prudential Regulation Authority (BoFE)
SEC – Securities & Exchange Commission	Most developed countries have an equivalent

CLEARERS	
DTCC (US)	LCH Clearnet
Euroclear	London Stock Exchange

INVESTMENT CONSULTANTS	
Albourne Partners	Mercer
Aon Hewitt	Mourant
B Finance	MSCI Barra/Riskmetrics
Barrington Partners	Oliver Wyman
Cambridge Associates	Penson – clearing, settlement, technology
Capco	Probitas
Chatham Financial	Q Finance
Duff & Phelps	Quantifi – analytics/risk solutions
FTI Consulting	Redington Partners
Fortune Asset Management	Russell Investments
Mercer	Buck Global Investment Advisors
Calypso Technology	Smith and Williamson
Hymans Robertson	Sungard Financial Systems
Kinetic Partners	Scorpio Partnership (PWM)
Lane, Clark & Peacock	Willis Towers Watson

PROP TRADING / INTER-DEALER BROKERS	
Amplify Trading	Jane Street Capital
BGC Partners	Jump Trading (Algo)
Cantor Fitzgerald	KCG Europe
Chicago Trading Company (CTC)	Mako Investment Managers
CMC Markets	Maven Securities
DRW Trading group	Optiva
EXOTIX (Illiquids)	SIG – Susquehanna International Group
Flow Traders - Amsterdam	Schneider Trading Associates
GFI Group	Sun Trading International
ICAP (Merger underway with Tullet Prebon)	Tibra Trading
IMC Financial Markets	Tullet Prebon (Merger underway with ICAP)
Infinity Capital Markets	Virtu Financial

Further information sources:

Directory of proprietary traders

<http://www.proptraders.net/571/prop-trading-firms/directory-of-proprietary-trading-firms-europe-2/>

COMMODITY & ENERGY TRADERS	
ADM Archer Daniels	Mercuria
Cargill	Mitsubishi
EDF Trading	Noble Group
Glencore	RWE Trading
Gunvor	Total
Louis Dreyfus	Trafigura
Lukoil	Vitol

INSURANCE COMPANIES (Insurers, Reinsurers, Brokers)	
Munich Re	Swiss Re
RSA	

Further information sources:

- Association of British Insurers
- Insurance Careers
- Lloyds Market Association

www.abi.org.uk
www.insurancecareers.cii.co.uk
www.lmalloyds.com

FINANCE DIVISIONS OF CORPORATE ENTITIES	
BMW	Roche
BP	Shell
BT	Siemens – Finance Excellence Program
Diaego	Unilever
GE – Experienced Commercial Leadership Prog	WPP

INDEPENDENT RESEARCH HOUSES - TOP 10 IN EUROPE	
Absolute Strategy Research	Druganalyst Research
Arete Research	Helvea
Auerbach Grayson	New Street Research
Autonomous Research	Redburn Partners
BCA Research	Sanford Bernstein
Capital Economics	...many more. See link below.

Further information sources:

- European Association of Independent Research Providers <http://www.euroirp.com/>

FAMILY OFFICES	
B Capital	Marcuard Family Office (Zurich)
Fleming Family & Partners/Stonehage	Pitcairn (Penn)
Genspring Family Office (Fla)	Sandaire
Lord North Street	The Capital Partnership
Standard Chartered PB (Asia)	Nutmeg/Hargreaves Landsdown

PRIVATE BANKING	
ABN Amro	Merrill Lynch
Bank Of America	Morgan Stanley Dean Witter
Barclays Personal and Corporate Banking	Newton Investment Management
BNP Paribas Private Bank	Nutmeg
Brewin Dolphin	Pictet & Cie
Cazenove Capital Management	Rathbones
Citigroup Private Bank	Ruffer LLP
Coutts	Rothschild Private Bank
Credit Suisse Private Bank	Sarasin
Deutsche Bank	Schroders Private Bank
GAM London Ltd	SG Hambros
Goldman Sachs	Societe Generale Private Bank
Hargreaves Landsdown	St James Place
HSBC Republic	UBP - Union Bancaire Privee
JP Morgan Private Bank	UBS Private Bank
Julius Baer	Veritas Asset Management
Kleinwort Benson	Vontobel
Lombard Odier Darier Hentsch	Wachovia
RBC Wealth Management	Zurich Kantonal Bank

BOUTIQUE PWM	
Adam & Co	Pavilion Investment House
Berry Asset Management	Signia Welath
Cheviot Asset Management	Vestra Wealth
Hassium Asset Management	

Further information sources:

- FT service on Private wealth management www.pwmnet.com
- Spears WMS – Publication www.spearswms.com

HEDGE FUNDS (EUROPE) - TOP 25	
ADI Gestion (Paris)	Lansdowne Partners
Alternative & Quantitative Investments (UBS) (Zurich)	London Diversified Fund Man.
Aspect Capital	M&G Investments
Blackrock/Barclays Global Investors	Man Investments
Blue Mountain Capital	Marshall Wace
Bluebay Asset Management	Millenium Partners
Bluecrest Capital Manangement	Monarch Alternative Capital
Brevan Howard Asset Management	Polygon Investment Manangement
Brummer & Partners (Stockholm)	RAB Capital
CQS (UK)	Sloane Robinson
Cheyne Capital Management	Spinnaker Capital
Dexia Asset Management (Paris)	The Children's Investment Fund
HSBC	Winton Capital Management

Further information sources:

- Hedge Fund Association www.thehfa.org
- The FT 100 Hedge Funds to Watch <http://media.ft.com/cms/02fd5a42-f338-11db-9845-000b5df10621.pdf>
- Ask Ivy list of London Hedge Funds <http://www.askivy.net/content/list-london-hedge-funds>
- AIMA www.AIMA.Org

INFORMATION PROVIDERS/TRADING PLATFORMS/TECHNOLOGY SOLUTIONS	
Bloomberg	Electronic Trading
Debtwire	Liquidity Finance
Electronfile	Tradeweb
Euromoney	Marketaccess
Fidessa	Bondcube
Financial Times	Algomi
Eurex Group	
Factset	
Institutional Investor	
Liquidnet	
Marex Spectron	
MarketAxess	
Markit	
Murex	
Numerix	
Thomson Reuters	
TRACE Trade reporting & compliance engine	
Trading Screen	
TruMid Financial	

Further information source:

- <http://www.efinancialnews.com/fintech?mod=mainnav>