

Privates Past: People Moves from 2006.

-06/08/2026- Here are the People Move items we ran in the PP Monitor for 2006. Of course, it is not all the moves of that year, only those which we mentioned.

Hear further movement at Jefferson Pilot.

-01/06/2006- **Geoffrey Huber** is going to Thrivent; and **William Stutts** is going UnumProvident.

Private People Moves: Legg Mason team to RBS.

-01/13/2006- **Private People Moves:** Understand the entire Structured Finance Group at **Legg Mason** has joined RBS Greenwich Capital Markets.

The team at Legg had consistently been one of the leading net lease financing sources in the country, with nearly \$8bln in financings structured and closed over the past 15 years.

Players have said that their decision to join RBS was the result of months of deliberation which commenced with the announcement of the sale of Legg Mason's capital markets business as part of the now-completed Legg Mason-Citigroup transaction.

Joining RBS and creating a Net Lease Finance division are Rich Jacobs, Kyle Gore, Ted Russell, Patrick McConnell, and Joyce Rethemeyer. The new real estate finance group plans to participate on a principal basis in every aspect of net lease capital financings. The team will be based in the Baltimore area.

Private People Moves: Voss promoted to MD at BNPP.

-02/10/2006- Hear that **Christian Voss** was promoted to Managing Director and Head of private placements at BNPP. Also, understand that BNPP is looking to hire a senior private placement pro in London.

Private People Moves: Sampanis to Scotia Capital.

-02/22/2006- Hear that **Louis Sampanis** has joined Scotia Capital Markets in NY as Director of US private placements.

Private People Moves: ING promotes Huslid.

-02/23/2006- Hear that **Audun Huslid**, from ING Financial Markets, has been promoted to Director. Huslid, who was at SPP Capital before joining ING, reports to Scott Dainton of ING's Debt Capital Markets Group.

Private People Moves: Citi's Albright to Carlyle.

-02/24/2006- Hear that **Ray Albright** has left Citi to join The Carlyle Group. Albright will join two others in the move, and players say their focus will be creating financing structures for Carlyle's portfolio companies. The Carlyle Group is a Washington, D.C. based global private equity investment firm with more than \$30 billion of equity capital in 2005.

Private People Moves: Dickson to Deutsche Bank.

-03/09/2006- Hear **Mike Dickson** has left BAS to join the Deutsche Bank private placement desk in London.

Private People Moves: LaTorraca to Delaware.

-03/15/2006- Hear **Frank LaTorraca** has left BAS to join Delaware Asset Management.

Private People Moves: Thorne and Azer leave RBS.

-03/17/2006- Hear that **Van Thorne** and **Richard Azer** had left RBS's private placement desk. When Thorne joined RBS it was not an active player in the US private market. After taking the helm of RBS's USPP effort he guided it to the top of the cross-border private league tables. Previously he was with JP Morgan's private placement department. Hear that **Rich Azer** has agreed to join SG. Azer recently left the Royal Bank of Scotland's private placement desk in NY.

Private People Moves: Robinson returns to Royal Bank of Scotland.

-03/24/2006- Hear that **Shawn Robinson** has gone back to RBS from Calyon. Last June he had made the move from RBS to Calyon. This comes at a time when there have been other changes at RBS, most notably the departure of Van Thorne last week.

Private People Moves: Mills to Conning Asset Management.

-05/04/2006- Hear that **Robert Mills** has left MetLife to join Conning Asset Management. Last May, Mills was among the four private placement pros from Travelers that Met kept after the acquisition.

Conning, based in Hartford, is a highly-regarded provider of insurance expertise through its advisory and research/consulting groups. Through Conning Asset Management, the company provides global expertise in investments and financial reporting. Conning is one of the top insurance asset managers in the US and has expanded its third party asset management operations into Europe. Conning is a member of Swiss Re's Financial Services Business Group.

Private People Moves: Faranda to Lehman.

-05/05/2006- Hear **Matt Faranda** has joined the Esoteric Credit Trading desk at Lehman Brothers. Faranda joins Lehman from Nomura Securities, where he was trading secondary private placements, structured products, corporate bonds and credit derivatives. In his new role at Lehman, he will focus on trading secondary private placements as well as structured products. In April of 2005 Faranda left Deutsche Bank to join Noumra. Faranda spent three years in DB's Debt Capital Markets, originating and executing private placements and corporate derivatives.

Private People Moves: ML's secondary team bolts to Barclays.

-05/05/2006- Hear **Gabe Calvetti**, **Nicholas Griffiths**, and **Philip Kostrowicki** have left Merrill to join Barclays. The trio of traders most likely will start in mid-June.

Private People Moves: Mendel moves up; Konopka heads department.

-05/19/2006- Hear **The Hartford** has made a few changes recently. **Ron Mendel**, who came over from Allstate a few years back to head up privates, has been promoted to a position overseeing a wider range of areas. As a result, **Eva Konopka** is now the head of private placements.

Private People Moves: MacKay leaves SunTrust.

-05/25/2006- Hear **Craig MacKay** has left Suntrust to join **CIBC** as head of private placements. In 2003 MacKay joined Suntrust as MD and head of privates. MacKay was previously at CIBC; BZW Securities and BT Securities.

Private People Moves: Cononico moves to Nomura's buy-side.

-06/07/2006- Hear **Christopher Cononico**, a VP in Nomura's private placement group, is now working on the buy-side at Nomura. Understand his new responsibilities include purchasing a variety of structured products (project finance, CTLs, future flows, muni deals, etc) for Nomura's account. Cononico is purchasing bonds/loans from dealers usually in the range from \$50mm-\$100mm. He can purchase rated or unrated deals in multiple currencies, new issues or secondaries, with maturities ranging from 3-years to 30-years. Cononico came to Nomura with Conrad Owen and Geoffrey Schmidt from Deutsche Bank in 2004 to develop Nomura's private placement team.

Private People Moves: Poeppelman departs Nationwide.

-06/21/2006- Hear that **Mark Poeppelman**, who headed privates at Nationwide Insurance for many years, has now left the firm. Understand that Joe Young has taken his place.

Private People Moves: Thorne goes to MetLife.

-06/23/2006- Hear **Van Thorne** will join the Private Securities Group of **MetLife** in September to help manage customer relationships and grow their existing private placement portfolio. Thorne brings 20 years of experience in the private placements business working with clients across Europe, Australia and the United States. Most recently, he was with Royal Bank of Scotland. Thorne will report to Scott Inglis, Head of Private Securities at MetLife.

Private People Moves: Wetterstein jumps to Danske.

-08/18/2006- Hear **Bo Wetterstein** has left Noumra-London to join Danske Bank to head up debt originations. Understand that his areas of responsibility will be expanded to include all debt products including privates, publics, MTNs, CP, and covered bonds. In 2004 Wetterstein had left ABN Amro-London to build Nomura's private placement business in Europe.

Private People Moves: Genworth fills PP Department Head spot.

-08/18/2006- Hear that **Genworth** has concluded its job search to fill the spot opened up when Jon Lucia moved to strategic planning to focus on alternative assets. Players are saying that **Emily Wiener** was picked for the Department Head position, located in Stamford, CT. Ms Wiener has been in privates for over 20-years and has worked at Alliance and MONY.

Private People Moves: Ferraro joins Nomura.

-08/24/2006- Hear **Anthony Ferraro** has joined the Nomura private placement desk in NYC.

Private People Moves: Sprang leaves Thrivent.

-09/21/2006- Hear **Brad Sprang** has left Thrivent to join ABN Amro in Minneapolis.

Private People Moves: The Hartford adds.

-10/04/2006- Hear that **Jim Jackson**, ex Cigna and Mass Mutual, is now on the private placement desk at The Hartford.

Private People Moves: Departures at Macquarie.

-10/12/2006- Hear **Lee Schreiberstein** and **Mindy Aviles** have left Macquarie Securities. Previously Schreiberstein was on Citi's private placement desk, and Aviles with the Deutsche Bank privates placement group.

Private People Moves: Barclays adds in NYC.

-11/04/2006- Hear **Paolo Matoto** has joined the private placement desk of Barclays in NYC. Previously he worked at Calyon in Debt Capital Markets.

Private People Moves: Thrivent adds two.

-11/16/2006- Hear Thrivent has added two more names to its roster of private placement professionals: **Michael Groneberg** has joined from Ameriprise, where he was in the high-yield group; and **Jen Wilson** came to Thrivent recently from the privates desk at ING.

Private People Moves: Schmidt leaves Nomura.

-11/17/2006- Hear that **Geoffrey Schmidt** has left Nomura Securities. Schmidt had gone over to Nomura in mid-2004 with Conrad Owen to start a private placement desk. Previously Schmidt had worked on privates at Deutsche Bank. Players are speculating that he might be taking on another Nomura-like situation, growing a small shop into a larger one.

Private People Moves: Mizuho picks up players from Calyon.

-12/15/2006- Hear that **Calyon's** Doug Munson and Jim Shepard have joined **Mizuho** as Co-Heads of the U.S. Debt Capital Markets Department. Joining them are Bill Budd, Dan Will, and Clifford Condon, who previously worked together at Calyon. The team will be responsible for distributing new product lines including project finance, corporate bonds, 144A, and private placements, and developing new client relationships.

As a part of the team, Bill Budd will head Structured Credit Sales. His team will be dedicated to distributing the debt and subordinate tranches of the transactions, originated by the Structured Credit Department. Dan Will joins the firm with special focus on Project Finance and Special Projects.