

## IN THE NEWS

## 1 year ago

KKR's long-awaited listing took place in New York at \$10.50 per common stock unit. Since then, the US buyout giant's stock has risen to more than \$16.50. Private equity leaders including 3i chief executive Michael Queen have welcomed the push to go public among US buyout firms, but warn a public listing brings greater scrutiny by investors. Carlyle Group is expected to join the ranks of listed firms this year or next.

## 5 years ago

Rosneft launched London's largest listing. Since ending the first day of trading at \$7.60, the Russian oil giant's global depository receipts have traded at a similar average in the five years since, and were last week quoted at around \$8.40. Swiss commodities group Glencore made the biggest listing since Rosneft in May, but its shares slumped from 530p at the outset to 483p last week, giving it an average price of 502p.

## 10 years ago

Former Morgan Stanley banker John Mack took over from Allen Wheat as chief executive of Credit Suisse First Boston, and set about slashing jobs and costs at the Swiss bank. Three years later, Mack the Knife exited after a strategy dispute. A power struggle at Morgan Stanley six years ago ousted Philip Purcell and brought back Mack as chairman and chief executive, before he passed the latter role to James Gorman last year.

## LIFE AFTER THE CITY

## Maria Hatzistefanis

Former Salomon Brothers corporate financier Maria Hatzistefanis is every bit as busy as she used to be after leaving banking to create cosmetics group Rodial

Then: corporate finance associate, Salomon Brothers

Now: founder and president of cosmetics brand Rodial Group

"Banking seemed the automatic choice of career to follow when I finished my MBA in finance at Columbia Business School in the mid-Nineties. At that time, the big banks all had close ties with business schools and you either went into banking or consulting.

"I joined Salomon Brothers, where my team would spend just a week researching a company before having to put together a pitch on how best to structure it. There was a go-go-go culture and the work was extremely fast-paced, varied and long – we would work hard, sometimes through the night, but I was well-paid for my age and covering the retail sector was exciting.

"Three years later, though, I found myself covering insurance companies, which was not as interesting, and I decided I wanted to do something more creative and fulfilling.

"I'd been a beauty writer before doing my MBA in the US, and I still had some ideas on the beauty industry. I took a bit of time to weigh things up, but I noticed a gap in the market for a skincare product that used alternative products as a replacement for plastic surgery, and that's how Rodial began.

"I was clueless at the start, with no idea what I was getting myself into. Had I previously worked for Estée Lauder rather than in

banking, I would probably not have started Rodial. We now employ about 50 people and, unusually for the beauty industry, we launch a new product every six to eight weeks – but for the first few years things were different: I was doing everything myself from a small office at home and, while the risks were not huge, neither were the returns.

"My experience at Salomon taught me a lot about working at a fast pace, and I found the early days at Rodial frustratingly slow. But building a brand takes time and patience. The pace now is better for someone like me who loves to keep busy all the time.

"Marketing to consumers has been a whole new skill to learn. It is totally different from business marketing, where you prepare and then have 30 minutes to pitch to a company. With consumers, you can't just win a client to keep them. Marketing is a constant effort, and more visual and celebrity-driven.

"My days are no more relaxing than in banking. After working from 8am until 7pm, I'll sometimes have a US conference call in the evenings, but it is a different kind of busy. Banking was more targeted and built on working to tight deadlines, but you were responsible for your own work. I have broader work now, because I am responsible for tackling whatever needs doing each day and for other people.

"There is always something to be dealt with, be it marketing, recruitment, product research or launches, and I enjoy coming to work not knowing what the day will bring. Banking was an extremely enjoyable experience and a huge learning curve, but I don't have time now to think about it or miss anything, particularly since the launch of our Nip & Fab diffusion range a few months ago that has been performing strongly."



## Passion power

London's art market is mounting a strong case to suggest the financial crisis was more a blip than a crash, as investors prove that following your passion can produce sky-high returns.

Last month's Sotheby's Impressionist & Modern Art event alone sold art worth over \$180m – a record amount for a single London auction – and saw one collector pay \$40m for Houses with Laundry (Suburb II), a piece by Egon Schiele – the highest-ever price tag for work from the Austrian artist.

The Fine Art Fund Group, the largest specialist art fund in the world, is among those to have done well out of this surging demand, providing investors in its first two western art-focused funds with gross annual returns of around 25% – and the group is currently raising a third fund.

The specialist group believes that so-called "passion" investments offer one of the most effective hedges against wider economic concerns.

Notebook couldn't help doing a double-take when browsing through this week's FN100 list of the most influential people in the financial markets.

Once again, the list included the chief investment officer of giant Danish pension scheme ATP. This time, however, it was not Bjarne Graven Larsen but his successor in the role, Henrik Gade Jepsen.

One could be forgiven for not noticing the change, though, as Gade Jepsen was snapped in an identical pose against an identical backdrop as Graven Larsen. It would seem that for pension gurus in vogue, there is only one way to strike a pose...



## A nose for good investment

Choosing the right wine has proved a profitable activity for some investors, with The Wine Investment Fund, a specialist investment vehicle, saying it has made more than 13% a year for its clients over the last five years.

The fund has just completed making cash payouts to those investors who put in their money five years ago. Those investors, it said, had received annualised returns equivalent to 13.09% a year over the past half-decade, while the FTSE 100 rose just 0.15% a year. The fund's website shows this is not exceptional.

Andrew della Casa, a director of The Wine Investment Fund, said: "We are very pleased that on a £10,000 investment, our 2006(1) tranche investors have received over £18,496."

The website notes that past performance is no guarantee of future performance.

