



## Press Release

16 January 2024

### **TABULA GROWS TEAM WITH SENIOR HIRES OF MARK VALLON AND HACINA SMAINI**

European specialist fixed income asset manager Tabula has added two senior hires this month. Asset and wealth management specialist Mark Vallon has joined as a Senior Consultant covering Swiss investors, while Hacina Smaini has joined as Head of Digital Marketing. Both are equipped with rich and diverse backgrounds across financial services and marketing and bring a wealth of expertise to the Tabula team.

#### **Swiss Coverage Expansion**

Mark, formerly the Deputy Head of iShares & Wealth for BlackRock's 15-strong wholesale team in Switzerland, has recently joined Tabula as part of the company's strategic expansion efforts.

Prior to his tenure at BlackRock, Mark was Executive Director and Head of Switzerland and Liechtenstein coverage at Source (acquired by Invesco). His contributions were instrumental in building Source into one of the largest ETF businesses in Europe, boasting over USD 25 billion in assets. Mark brings a wealth of experience, having held senior business development positions at Bellevue Asset Management, BNP Paribas Investment Partners, and UBS Wealth Management. He began his career at UBS, covering high net worth clients in Switzerland and the UK.

Mark holds a master's degree in Entrepreneurship from the University of Cambridge Judge Business School and a Bachelor's degree in Business Administration from HWZ University of Applied Sciences Zurich. Additionally, he is a Chartered Alternative Investment Analyst (CAIA).

"We are delighted to welcome Mark to Tabula," says Stefan Garcia, Chief Commercial Officer at Tabula. "Having previously collaborated in building the business at Source, Mark brings an entrepreneurial spirit and profound understanding of Switzerland's



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asset and wealth management landscape. His expertise extends beyond borders, making him a valuable addition to our team.”

Mark Vallon said, “Tabula has built an impressive range of differentiated and sustainability-focused fixed income ETFs, while establishing a powerful active liquid credit alternatives business. The combined leadership and investment team brings impressive experience and track record from blue-chip global investment banks and asset managers. Above all, they are true experts in ETFs, fixed income and investment management. I am confident that this offering will help investors build resilient portfolios.”

### **Digital Marketing Expansion**

In her most recent role as the Head of Marketing at iwoca Deutschland, the German division of the London- and Frankfurt-based fintech company iwoca, Hacina played a pivotal role in reshaping the firm’s marketing strategy. Spearheading the development of the marketing division, she significantly increased revenues through digital channels. Prior to her tenure at iwoca, Hacina owned and ran a vegan restaurant in the heart of Paris. Before venturing into the culinary industry, she spent five years at Leonteq Securities working in cross asset structured product sales.

As Hacina assumes the role of Head of Digital Marketing at Tabula, her extensive expertise in financial products, as well as sales and marketing, will undoubtedly drive innovative solutions, contributing to the continued growth and success of Tabula.

Hacina holds a master’s degree in finance from French Business School Audencia Nantes, as well as the Investment Manager Certificate from the CFA UK Institute.

Hacina commented, “The team at Tabula goes above and beyond to offer forward-thinking ETFs to their clients, pushing for the highest standards when it comes to creating ESG investment solutions. This is truly remarkable. I look forward to working with the team and expanding our range of innovative fixed income and credit funds.”



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“We are thrilled to welcome both Mark and Hacina to the team,” said Michael John Lytle, CEO of Tabula. “They are both joining at a crucial moment in our growth.”

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### Tabula Group

Tabula is an independent fixed income and credit manager. The firm offers a growing range of differentiated UCITS ETFs and active liquid credit alternative funds to institutional investors. Our funds offer unique solutions in the fixed income space, and help investors achieve greater control of the risks and rewards inherent in institutional investing.

Tabula is authorised and regulated by the Financial Conduct Authority.

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