

## **Sandler O’Neill Hires Two Veteran Traders to Build CMBS Franchise David Cook, Andrew Flick Broaden Fixed Income Capabilities at Investment Banking Firm**

**New York – February 2, 2015** – Sandler O’Neill + Partners, L.P., a full-service investment banking firm specializing in financial services companies, today announced that veteran fixed income traders David A. Cook and Andrew E. Flick have joined the firm as Managing Directors. They will focus on building a commercial mortgage-backed securities (CMBS) franchise at Sandler O’Neill.

Cook and Flick join Sandler O’Neill from Brean Capital, LLC, where they established a CMBS business. Cook will be based in Sandler O’Neill’s Boston office, while Flick will work in the firm’s New York headquarters. They will report to Alan D. Roth, a Principal in Sandler O’Neill’s fixed income sales and trading group.

“We are thrilled to welcome David and Andy to Sandler O’Neill,” said Jonathan Doyle, Senior Managing Principal of Sandler O’Neill. “Their CMBS knowledge and experience enriches our firm and allows us to offer new, innovative solutions for our clients. They have an established track record of serving money managers, insurance companies and hedge funds, and we see a tremendous opportunity for them to deliver value to our bank and thrift clients as well.”

Before Brean Capital, Cook was Head of CMBS Trading at Barclays Capital. Prior to that, he worked at Lehman Brothers for eight years, primarily in CMBS trading. Flick was previously a Managing Director and Head of CMBS Trading and Syndicate at Jefferies & Co.

“David and Andy are two seasoned CMBS traders who have known success at larger institutions and built a thriving CMBS business at a regional firm,” Roth said. “By joining one of the deepest and most active fixed income platforms serving financial institutions, we think they will be able to achieve tremendous results for our clients.”

Sandler O’Neill is a leader in merger advisory, capital raising and securities trading for financial companies and is the largest independent investment banking firm focused on the financial services sector. “Both Andy and I have long been aware of Sandler O’Neill’s outstanding reputation and its deep relationships with financial companies,” Cook said. “We are delighted to join the firm.”

“Banks and thrifts hold a significant amount of commercial mortgage-backed securities on their balance sheets, and we believe they are significantly underserved with regard to structured products,” Flick said. “We are excited at the opportunity to offer new ideas that will benefit Sandler’s banking clients, as well as non-bank financial companies, which we have been serving for years.”

### **About Mr. Cook**

Prior to Brean Capital, Mr. Cook was Head of CMBS trading at Barclays Capital, where he led the company’s transformation into a leader in the CMBS market. At Lehman Brothers, he was responsible for AAA and CMBS index trading. Mr. Cook holds a Bachelor of Science in Finance from the University of Scranton.

### **About Mr. Flick**

Prior to Brean Capital, Mr. Flick worked at Jefferies & Co from 2008-2013. At Jefferies, he established the CMBS secondary trading effort, was head trader of CMBS across the entire capital structure and ran the syndicate process for the firm’s CMBS securitizations. Prior to Jefferies, Mr. Flick held trading and investment banking positions at RBS Greenwich Capital, JMP Securities and JPMorgan & Co. Mr. Flick

holds a Bachelor of Science in Finance and Management from Georgetown University, where he was an All-American and captain of the lacrosse team.

**About Sandler O’Neill + Partners, L.P.**

Founded in 1988, Sandler O’Neill + Partners is a full-service investment banking firm dedicated to providing comprehensive, innovative advisory and transaction execution services to the financial industry. The firm specializes in strategic business planning, mergers and acquisitions, capital markets, mutual-to-stock conversions, investment portfolio and interest rate risk management, fixed income securities transactions, and mortgage finance restructurings. Sandler O’Neill also is a market maker in hundreds of financial stocks and publishes equity research focused on selected banks, thrifts and insurance companies, investment banks, asset managers, specialty finance companies, e-finance companies, real estate investment trusts, and financial technology companies. Additional information about Sandler O’Neill can be found on the firm’s website at [www.sandleroneill.com](http://www.sandleroneill.com).

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