

# Global Investment Advantages

**Vantage Capital Markets' new Corporate Finance and Capital Markets Division leverages financial expertise with Hong Kong's wellspring of international capital.**



Successful business ventures often benefit from outside of the box thinking. For more than three decades, British firm Vantage Capital Markets (VCM) has assisted predominantly international institutions and family offices to do just that with its global acumen. In 2008, it expanded into Hong Kong to capitalise on its ability to connect Chinese and European investors; offices in Tokyo and Dubai followed. To further leverage the city's strategic position as a platform to raise funds for its clients, VCM's Corporate Finance and Capital Markets Division was established in 2022 with Hong Kong as its headquarters. With its cross-border expertise and focus on mid-market global issuers, Hong Kong is the ideal place for the company to accelerate its expansion.

## International Investment Reach

"Hong Kong is well-positioned to reach international investors," acknowledged Lisa Lim, Managing Director – Head of Capital Markets of VCM. "Asian buyers are looking to diversify their investment and are quite inquisitive. For those expanding into Hong Kong or Singapore, we cover Southeast Asian markets out of Hong Kong. On the other hand, the Mainland Chinese market presents a huge opportunity for European companies seeking Mainland Chinese partners or capital."

VCM's Corporate Finance and Capital Markets arm includes dedicated professionals specialising in capital markets, merger and acquisition, and secondary trading for global unicorns. In addition, it nurtures fresh graduates through its internship programme. Federico Bazzoni, Chief Executive Officer of VCM Corporate Finance and Capital Markets Division, anticipates that the team will grow this year. Alongside Hong Kong

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**Federico Bazzoni**  
**Chief Executive Officer –**  
**Corporate Finance and Capital Markets Division**  
**Vantage Capital Markets**

talent's bilingual or trilingual capabilities, Bazzoni views local recruits as unique. "The universities here are outstanding," he stated. "Graduates are hardworking and dedicated. They are eager to be successful and are very competitive."

## Bouncing Back Better

Bazzoni feels that the city has entered a new era in 2023. "I am always bullish about Hong Kong," Bazzoni said. "I think it will be better than before. With markets opening up after the pandemic, these past few months have been very positive for financial investments. It is encouraging for new and dual listings. More companies are asking us for introductions to investors in the Guangdong-Hong Kong-Macao Greater Bay Area. Technology companies are also asking how they can position themselves there."

As a decades-long resident of Hong Kong, Bazzoni has rave reviews for his adopted home. "It is like a compressed New York," he noted. "It is easy to do business. A person can start a company in just three days. The tax regime and banking system are very positive for businesses. Transportation and services here are excellent." Further,

he applauds InvestHK for its efforts to help businesses grow and hopes to leverage their mutual potential further.

"For me, Hong Kong is one of the top cities in the world. It has everything," Bazzoni concluded.

## Vantage Capital Markets

- Founded in London by Roderick Wurfbain in 1999, the company is an independent financial broker and corporate finance and capital markets advisory firm
- It is licensed by the Securities and Futures Commission of Hong Kong for conducting Type 1, 2, 4 and 6 regulated activities

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