



## **Instinet Expands Canadian Sales Trading Team**

*Industry veterans Jeff Houslander and Andrew Hill added to help agency-only broker market its core electronic trading suite and global sales and portfolio trading offerings to the Canadian institutional trading community.*

TORONTO – May 11, 2010 – Instinet Incorporated, a global leader in electronic trading and agency-only brokerage services, today announced that its Canadian brokerage subsidiary, Instinet Canada Limited, has hired Canadian institutional trading veterans Jeff Houslander and Andrew Hill as Executive Directors, Electronic and Program Sales and Trading\*, on its Canadian sales and trading desk in Toronto.

“Instinet has a long history in Canada, and we are committed to further building our business in the region,” said Jonathan Kellner, President, North America, at Instinet. “Jeff and Drew are extremely well-regarded within the Canadian institutional trading community. Their addition to our existing team in Toronto, combined with our electronic trading platform and commission management tools, provides with an extremely compelling offering for Canadian institutions.”

Both Messrs. Houslander and Hill join Instinet Canada from senior sales and trading positions with ITG Canada. Prior to joining ITG, Mr. Houslander held trading roles at Goldman & Company, National Bank and Nomura Canada. Mr. Hill, in addition to serving in various trading and technology roles for the past eight years at ITG, also spent several years at AEGON Dealer Services Canada.

“Instinet’s global reputation is second to none, and the brand is synonymous with many of the qualities – a robust, global technology infrastructure; high-quality trade execution; and an understanding of the rapidly evolving global equities market structure – that I believe the Canadian buy-side values highest today,” said Mr. Houslander.

“I am extremely excited to join Instinet’s sales and trading team in Toronto,” said Mr. Hill. “With its agency-only model, sophisticated trading platform and deep global liquidity, Instinet is really quite unique within the Canadian marketplace.”

\* Subject to regulatory approval.

### **About Instinet**

Instinet is an electronic trading pioneer, having established the world’s first major electronic trading venue in 1969, one of the first recognized U.S. ECNs in 1997 and the first pan-European MTF in 2007. Through its subsidiaries and affiliates, Instinet operates two distinct business lines: a global network of agency-only brokers that seek to help institutions lower overall trading costs and improve investment performance through the use of innovative electronic trading products, including smart-routing, algorithms, DMA, TCA, dark pools and EMS platforms, and also provide sales trading, commission management services and independent research; and the Chi-X® Global businesses, which aim to improve the efficiency of capital markets globally by providing high-performance, low-cost alternative execution venues and the technology required to power them. Instinet is a wholly-owned subsidiary of Nomura Holdings, Inc. For more information, please visit [www.instinnet.com](http://www.instinnet.com).



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