

Nomura Continues to Strengthen and Advance its Agency Mortgage Business with Two Senior Hires

New York, September 21, 2017— Nomura, Asia's global investment bank, announced today that it has made two senior appointments within its Agency Mortgage business in the Americas as it continues to grow its global client base and increase revenue.

Keith Willard joined the Agency Mortgage Sales team as a Managing Director where he will focus on the firm's agency mortgage product. Prior to Nomura, Mr. Willard was a Managing Director and Head of Pass-Through Trading at Deutsche Bank where he spent more than a decade.

Matt Shiel joined Nomura as an Executive Director on the Pass-Through Trading desk to build out the firm's 30-year flow book. He will be actively making markets in Fannie Mae and Freddie Mac fixed rate MBS for both domestic and overseas accounts. Mr. Shiel joins Nomura from Barclays where he held a similar role. Prior to that, he held trading positions at RBS and Bank of America Merrill Lynch.

"After many years of range-bound trading, the Fed's proposed taper plan is expected to create trading opportunities within MBS. Keith and Matt have impressive track records and join an already strong Agency Mortgage Group. We believe the firm is well positioned within the space. With Keith's and Matt's expertise we expect to continue to grow market share and increase our relevance amongst clients," said Mehul Shah, Head of Agency Mortgage Trading at Nomura.

"We are thrilled to have Matt join our team. He brings with him a wealth of experience in the pass-through space, keen market-making ability, and a strong customer following. With the onset of taper, the 30-year flow seat will only grow in importance in the coming months," said John Scarrone, Head of Agency Pass-Through Trading at Nomura.

In addition to Keith's and Matt's appointments, the team has also hired Bernard Yiu as a Vice President; he will be trading mortgage derivatives. Mr. Yiu joins Nomura from Deutsche Bank where he spent nine years.

These hires demonstrate Nomura's commitment to the Agency Mortgage business and to its long-term success. The Americas franchise has been a long established market-maker in CMOs, Specified Pools, and Agency CMBS since its Americas buildout in 2009.

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For further information please contact:

Name	Company	Telephone
Jennifer Will	Nomura Holding America Inc.	+1 212 667 9971
Andrea Forskitt	Nomura Holding America Inc.	+1 212 436 8487

Nomura

Nomura is an Asia-headquartered financial services group with an integrated global network spanning over 30 countries. By connecting markets East & West, Nomura services the needs of individuals, institutions, corporates and governments through its three business divisions: Retail, Asset Management, and Wholesale (Global Markets and Investment Banking). Founded in 1925, the firm is built on a tradition of disciplined entrepreneurship, serving clients with creative solutions and considered thought leadership. For further information about Nomura, visit: www.nomura.com.