

## Instinet Strengthens Asia-Pacific Regional Sales Trading Team

HONG KONG – June 6, 2013 – **Instinet Incorporated**, a global leader in electronic trading, today announced the appointment of Karan Wadhera as Head of Regional Sales Trading and Joe Hancock as Executive Director on the Regional Sales Trading team.

“Client reaction to the newly expanded Instinet platform, which today includes not only an advanced suite of electronic trading tools but superior content as well, has been overwhelmingly positive,” said **Shaun Bramham**, CEO, Instinet Asia-Pacific. “We’re excited to add two more seasoned sales traders in Karan and Joe, as they will allow us to further enhance our high-touch offering in the Asia-Pacific region.”

Mr. Wadhera was previously the Head of Sales Trading for Nomura India, where he was instrumental in contributing to Nomura's market share gains in the country. Prior to Nomura, Mr. Wadhera worked at Goldman Sachs in both San Francisco and Hong Kong.

Mr. Hancock has spent more than 20 years working as a sales trader for established regional and global investment banks in Hong Kong and brings a wealth of senior client relationships. Most recently, Mr. Hancock worked at Mirae Asset Securities.

Following the migration of the Nomura equities execution services platform to Instinet, clients may now leverage enhanced high-touch trading services in the key Asia-Pacific trading hubs of Australia, Hong Kong and Singapore, as well as access Nomura's sales trading resources in six other key markets in the region. This is in addition to Instinet's existing product suite, which has also been augmented with the addition of core pieces of functionality from the former Nomura platform.

“We are confident that Karan and Joe's extensive network of relationships will allow us to respond to an increase in demand from clients looking to access the full spectrum of the Instinet platform,” added Mr. Bramham. “As we hopefully continue to gain market share in the region, we expect to make further additions to our sales trading team over the coming months.”



### About Instinet

As the execution services arm of the **Nomura Group**, Instinet Incorporated's subsidiaries provide independent, agency-only brokerage services to clients throughout the world. Through its advanced suite of electronic trading tools, experienced high-touch trading group and unparalleled access to insightful content and unique agency-only liquidity, Instinet helps institutions globally lower overall trading costs and ultimately improve investment performance. Over the course of its 40+ year history, Instinet has introduced a range of now industry-standard trading technologies as well as the world's first major electronic trading venue, one of the first U.S. ECNs and, most recently, the Chi-X businesses. For more information, please visit [instinet.com](http://instinet.com) or follow Instinet on **Twitter**.

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