

Nomura Announces Indonesia Equities Partnership with Verdhana

Jakarta, March 2, 2020 — Nomura, Asia's global investment bank, today announced a strategic partnership with Verdhana for equities execution and research, subject to regulatory approvals.

Under the agreement, Verdhana will provide Nomura with research coverage on over 50 Indonesian stocks. Nomura research sales will continue to own coverage of its international clients while relying on its local partner's sales team for onshore expertise and market information. Instinet, Nomura's equities execution arm, will designate Verdhana as its onshore broker to route all Indonesia market orders through it.

"This partnership presents an opportunity for Nomura to improve our market positioning and competitive advantage by teaming up with a leading Indonesian equities player. Nomura's international clients will benefit from enhanced research coverage of Indonesian stocks," said Rig Karkhanis, Deputy Head of Global Markets and Head of Global Markets, Asia ex-Japan, Nomura.

The research produced by Verdhana will be distributed to Nomura's international clients under the Nomura brand. Nomura and Verdhana will jointly service and target these clients, and a client engagement protocol will be developed to ensure coordination.

"It is an honor to form a new partnership with a firm as distinguished as Nomura. Together, we look to combine our expertise, experience and knowledge of Indonesia's equity capital markets to serve our stakeholders with deep fundamental research and sales initiatives, and contribute to the country's long term growth," said Heriyanto Irawan, Managing Partner, Verdhana.

The strong links between Nomura's home market, Japan, and Indonesia at both government and corporate levels, make it a natural extension of Nomura's coverage of the region. "As one of the top destinations for Japanese investment, Indonesia is a critical part of Nomura's Asia Pacific footprint. We see our relationship with Verdhana as adding many benefits to our understanding of Japanese companies and our holistic view of the region," said Tetsuhiro Nishi, Head of Execution Services, Asia ex-Japan, Nomura.

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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 four business divisions: Retail, Asset Management, Wholesale (Global Markets and Investment Banking), and Merchant 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.