

# Instinet Appoints Ian Lauder Head of Liquidity Strategy, Asia-Pacific

*Helping clients seek liquidity and manage market impact*

**Hong Kong SAR, 1 September, 2021** – Instinet Pacific Limited today announced the appointment of Ian Lauder as an Executive Director in the newly-created role of Head of Liquidity Strategy, Asia-Pacific.

Mr. Lauder joins Instinet from Hong Kong Exchanges and Clearing Limited (HKEX), where he served as SVP of Global Client Development in the Markets division. He previously spent over nine years at London Stock Exchange Group as Head of European Business Development, Turquoise, based in London, and later as Turquoise Head of Asia Business Development in Hong Kong.

“Ian is known for his depth of expertise in liquidity and market micro-structure across the Asia-Pacific region. He brings with him over fifteen years of experience in the creation of innovative platforms in this highly complex ecosystem. We’re very pleased to bring him into the Instinet family at this exciting time,” said Stuart Knowling, CEO of Instinet Asia-Pacific.

“The region continues to be a dynamic and compelling marketplace both to domestic and global investors. Ian’s insights into liquidity flows, combined with his well-established relationships across the buy-side and sell-side, will bring tremendous value to our upcoming strategic liquidity and block trading initiatives.”

With experience in managing lit and non-displayed order books, electronic block trading, quote-driven markets, and RFQ services, Mr. Lauder has spent much of his career building user communities and growing participant-focused, technologically advanced environments.

Mr. Lauder said: “I am delighted to join Instinet, a firm with an enviable reputation and history for being tech-savvy, client-centric, and both practical and genuinely visionary. I’ve known the talented team there for many years, and am pleased to now join them as a colleague. In particular, the application of Instinet’s technology expertise and liquidity franchise will bring strong client benefits in expanding our non-displayed liquidity services.”

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## About Instinet

Instinet Incorporated, through its brokerage subsidiaries (collectively, "Instinet"), provides technologically advanced, agency-model brokerage services to institutional clients worldwide. As the wholly-owned execution services arm of Nomura Group, Instinet seeks to add value across the investment life cycle, providing: **Market Insights** – Index Analysis, Technical, Market and Sales Commentary; **Trading Services** – a suite of smart, and flexible electronic trading strategies and experienced high-touch trading teams across equities and derivatives; **Liquidity Venues** – crossing pools in multiple regions offering opportunities for block-like execution; and **Workflow Solutions** – offering award-winning, customizable desktop platforms such as Newport® EMS, a suite of Trading Analytics, and Plazma®, a Research Payment and Commission Management system. Instinet helps institutional investors create, protect and capture alpha, reduce complexity, and lower overall trading costs to ultimately improve investment performance. Over the course of its 50+ year history, Instinet has been a pioneer in electronic trading, creating an array of now industry-standard technologies and the world's first major electronic trading venue. For more information on how Instinet's commitment to being nimble and innovative helps clients every day, please visit [instinet.com](http://instinet.com)