

# Institutional Sales and Trading



Mesirow Institutional Sales and Trading provides sophisticated market analysis, individualized service, customized investment strategies and market liquidity to serve the unique needs of your institution. Our clients access differentiated, integrated capabilities from across Mesirow Capital Markets, in addition to potential access to the firm’s balance sheet.

Through customized service, proprietary research, longstanding relationships and steady growth, we have established a highly-regarded reputation in the industry. Our clients benefit from relevant ideas and insights along with the expertise and willingness to commit capital through solutions that offer:

- **Liquidity** | Supplemental liquidity when you need it most – one benefit of our independent, employee-owned structure
- **Expertise** | Across the interest rate curve and credit quality spectrum from experienced fixed income market participants
- **Innovation** | New product origination, in collaboration with teams of experts from across Mesirow Capital Markets and our government desk
- **Insights** | Market intelligence on municipals, government guaranteed agency and TIPS from one of the industry’s top capital markets research teams.

## Solutions

### TRADING AND DISTRIBUTION

With major trading desks located across the US, we focus on the trading and distribution of:

- **Municipals** | Three trading desks focused on 1) Institutional investment-grade blocks, 2) Separately-managed accounts and 3) Short-duration securities, lower investment grade and high yield/distressed securities
- **Mortgages** | Agency and non-agency residential mortgage-backed securities, dedicated trading for commercial mortgage-backed securities from high-grade to distressed credit
- **Rates/Agencies** | Actively involved in all interest rate-based securities. As a top underwriter of Agency debt, we offer a variety of structures and maturities.
- **Corporate bonds** | Trading and distribution across all investment grade sectors and maturities. Dedicated trading desk committing capital to provide liquidity for institutional clients. Seasoned salesforce with deep relationships.

### BY THE NUMBERS

**\$125B**

Annual secondary trading volume<sup>1</sup>—one of the nation’s most active desks

**\$350M**

Average volume of secondary trading positions

**60+**

Traders, sales professionals and analysts aligned by fixed income sector

### Contact us

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## DIVERSE PRODUCT INVENTORY

Access diverse, specialized investment products for institutions, insurance companies, banks, money managers, mutual funds and pension funds.

We focus on the proprietary trading and distribution of:

- Agency origination capabilities (averaging \$6B annually)
- Asset-backed securities (subordinate and senior)
- Collateralized mortgage obligations
- Commercial mortgage-backed securities
- Convertible bonds
- Corporate bonds
- Credit tenant lease financing, loan structuring and private placements
- High yield securities
- Mortgage-backed securities
- Municipal bonds (taxable and tax-exempt)
- Preferred stocks
- Tender option bonds (TOBs)
- Treasury Inflation Protected Securities (TIPs)
- US government and agency securities

## CREDIT SPECIALIZATION

Benefit from a deep team of industry-leading credit specialists focused on macro-municipal trends and investment grade credit:

- Airlines / airports
- Continuing care retirement communities (CCRC)
- Distressed / bankrupt securities, including workout and restructuring
- Distressed local governments
- General governments
- Ground leases
- Health care
- Higher education and miscellaneous nonprofit entities
- Housing financing (single and multi-family)
- Industrial development corporate-backed
- Land development financing
- Prepaid gas
- Puerto Rico and other US territories
- Special tax-backed and lease-backed securities
- Tobacco
- Toll roads
- Transportation and transit agencies
- Utilities, power, energy

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## About Mesirow

Mesirow is an independent, employee-owned financial services firm founded in 1937. Headquartered in Chicago, with offices around the world, we serve clients through a personal, custom approach to reaching financial goals and acting as a force for social good. With capabilities spanning Global Investment Management, Capital Markets & Investment Banking, and Advisory Services, we invest in what matters: our clients, our communities and our culture. To learn more, visit [mesirow.com](https://www.mesirow.com) and follow us on LinkedIn.

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As of 3.31.2023 unless otherwise noted. | 1. As of 3.31.2023 (updated annually).

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