



Institutional Equity Desk

What Is the Institutional Equity Desk?

The Institutional Equity Desk supports listed and over-the-counter (OTC) equity executions for many of the industry's largest institutions, investment managers, and introducing broker-dealers.

Features of the Institutional Equity Desk

- **Anonymity and Confidentiality.** The size and the diversity of our customer base provides a unique level of anonymity for your orders in the marketplace when confidentiality is critical.
- **Experienced Traders.** Pershing's traders average over 15 years of experience trading and can provide valuable insight to assist your firm with your trading decisions.
- **OTC Coverage.** The Institutional Equity Desk further supports your OTC trading needs, leveraging an extensive network of market centers and advanced trading technologies.
- **Global Accounts.** We support non-U.S. firms with a broad range of trade execution services combined with sophisticated, technical solutions that minimize risk and increase efficiencies inherent in the execution and trade processing cycle.
- **Automated Basket and List Processing.** The Institutional Equity Desk can efficiently handle your firm's automated basket and list processing needs by using multiple delivery methods and advanced order management and routing systems to minimize costs and maximize best execution.
- **Electronic Connectivity and Automated Routing.** The Institutional Equity Desk leverages a sophisticated electronic trading platform through an extensive network of execution destinations to optimize the search for the liquidity necessary to execute a block trade. Block trades and order flow may be sent to our desk electronically, where Pershing can filter your orders for routing based on your criteria.

Benefits of the Institutional Equity Desk

- **Execution Excellence.** Our customers consistently receive superior executions, which is measured by an independent, third-party consulting firm, Elkins/McSherry LLC. Your firm can also benefit from Pershing's extensive best execution process, a primary factor for customers selecting our services.
- **Agency Only.** The Institutional Equity Desk employs an agency-only approach, which means our traders are focused only on executing your firm's orders at the best price and to act solely as your advocate.
- **Leadership.** Pershing's trading senior management average over 25 years of professional experience. This combination of experience and knowledge of current business issues and trends, coupled with Pershing's focus on supporting your firm's success is one more thing that makes our services unique.
- **Integrity, Resources, and Commitment to Service.** Your firm can draw upon a unique and broad range of talent through the Institutional Equity Desk. Our team of experts includes execution product managers, relationships managers, and trading desk managers—all of whom are focused on providing you with the best value in the industry, the highest level of integrity, and a strong commitment to providing you with superior execution services.

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