

Institutional Sales and Trading



A strong and experienced participant in the fixed-income markets, Mesirow's Institutional Sales and Trading group is comprised of more than 70 traders, salespeople and analysts specializing in a variety of fixed income sectors¹. Major desks in Municipals, Mortgages, Rates / Agencies and Credit are located across the United States.

Working with us

Our team of senior sales and trading professionals has an average of more than 20 years of experience in the fixed income markets. The cornerstone of our work is providing sophisticated market analysis, excellent service and customized investment solutions based on the needs of your institution through:

- **Secondary Trading Expertise** | With an annual secondary trading volume of more than \$175 billion² and trading positions that average in excess of \$500 million², we provide institutional investors with the liquidity they require and the investment opportunities they need.
- **New Product Origination** | We create innovative products for fixed income clients through our Government Agency, Public Finance and Credit Tenant Lease and Structured Debt Products groups.
- **Market Intelligence** | Strategic client-based research in government guaranteed agency and treasury inflation-protected securities (TIPS). Our municipal research team, focused on lower investment grade and high-yield municipal securities, is considered one of the top in the industry.

Trading and distribution

Our sales and trading locations are in Chicago, New York, Santa Monica, Boca Raton, and Miami. We focus on the trading and distribution of:

- **Municipals** | Three trading desks each focused on specific aspects of the market: New York – institutional investment-grade blocks and taxable municipal trading; Chicago – lower investment-grade and high yield/distressed securities; Santa Monica – SMAs (Separately Managed Accounts), institutional-size blocks and short duration securities.
- **Mortgages** | Agency and non-agency residential mortgage-backed securities and dedicated trading for commercial mortgage-backed securities from high-grade to distressed credit.
- **Rates / Agencies** | Actively involved in all interest rate based securities and as a top underwriter of Agency debt, we offer our clients a wide range of structures and maturities.
- **Credit Products** | Distributes and trades investment-grade securities with a specialty of “off the run” issues.

Contact us

Dominick Mondì
 President and
 CEO of Capital Markets
 312.595.7133
dmondi@mesirowfinancial.com

Diverse inventory of products

We offer institutional investors a number of investment products. This flexibility allows us to meet the individual goals of our clients: institutions, insurance companies, banks, money managers, mutual funds and pension funds. We focus on the proprietary trading and distribution of:

- Agency and Supranational origination capabilities (averaging \$6 billion 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
- Treasury inflation-protected securities (TIPS)
- U.S. Government, Agency and Supranational securities

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 workplace culture. To learn more, visit [mesirow.com](https://www.mesirow.com) and follow us on LinkedIn.

1. As of 6.29.20 | 2. As of 3.31.20

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