



DECKER & CO
EMERGING MARKETS SPECIALIST

Decker & Co. Expands Brokerage Coverage to Taiwan

San Francisco, CA, January 23, 2017 – Investor interest has led Asia-focused equities broker Decker & Co. to expand coverage to four additional markets—Taiwan, Japan, China and South Korea—and add additional Asia-based personnel.

When Decker & Co. launched in 2013, the firm focused on ASEAN markets. Since, Decker & Co. has added coverage of additional Asia Frontier markets, most recently Pakistan and the Middle East. In 2015, the firm expanded its Bangkok, Thailand office. Late last year it added personnel in the Philippines.

“Over our first four years, one point stands out above all: fund managers are focused on high-quality, lesser-known companies with strong management teams,” said Mark Decker, founder and CEO. “Our focus on local access has proven meaningful for fund managers seeking those diamonds in the rough. Demand for this approach has now led to coverage of the largest markets in Asia, where we’ll be especially focused on mid-sized corporates.”

Decker & Co. began trading in Taiwan with Yuanta Securities as its local partner. “We’re proud to be aligned with the leader in that market and offer fund managers a choice,” said Decker.

The firm’s services in Japan, China, and South Korea will roll out next month. Decker said, “In each case, our focus will be on providing institutional investors with the ‘edge’ that comes only from being on the ground visiting management teams.”

Last year, Decker & Co.’s team met with over 300 companies, of which 75% are covered by four or fewer brokerages. In addition to facilitating access and trading in public securities, Decker has brought private transactions to market in partnership with its local partners, including the recent Ultrajaya private offering (ULTJ IJ) in Indonesia, on which Decker assisted Indonesia-based broker SucorInvest.

ABOUT DECKER & CO

Decker & Co. is the leading Emerging and Frontier Asia specialist broker in the U.S. Its principals have been among the leading experts in Asian markets since the 1990s. Decker & Co. partners with leading local brokers in each market to provide institutional investors unparalleled access to the best local research and listed corporates. The firm’s clearing partner is Convergenx Execution Solutions. Learn more at www.deckerco.com.

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Source: Decker & Co.

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