

# Daiwa Securities opens in Vancouver

The Chickasaw Nation of Oklahoma are gearing up to buying a major animal preserve which is considered the major tourist attraction in Oklahoma. To accomplish their goal of purchasing Arbuckle Wilderness the Chickasaw want to sell taxable bonds through Daiwa Securities, the second largest securities firm in the United States.

Daiwa Securities America, the American subsidiary of Daiwa

Securities Co. Ltd. is led by Takuro Isoda. "He is the chairman and Chief Executive Officer. Mr. Isoda attended the Navajo Economic Summit in July 1987. There he was made aware of the dire economic and social conditions facing American Indian tribes and the potential for business that exists in property owned by native Americans," said Calvin Helin, president of the Native Investment and Trade Association in B.C.

In an interview Helin said Daiwa is interested acting as a broker in native American ventures. "As a result of Isoda's attendance at the summit, Daiwa eventually played a significant role leading to the eventual amendment of the United States Indian Finance Act of 1974.

"The amendment allows native American tribal nations to issue taxable bonds that are guaranteed by the U.S. federal government. Daiwa's role as an investment bank is to line up clients for a variety of tribal business ventures," said Helin. "Tribes can now engage in mergers and acquisitions, takeovers and a host of economic development business ventures by selling taxable debt. Daiwa is working towards becoming the leading

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(From L to R) Calvin Helin and Takuro Isoda.

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investment banker to native American governments through a program it calls the native American Project.

Thirty major native American tribes recently attended a one day seminar with Daiwa in New York city. The seminar was arranged in response to requests from American First Nations for information how they could best use the new legislation regarding taxable bond sales.

The publicity surrounding this event caught the attention of

Helin. Isoda came to Vancouver on May, 1989 to the opening of a representative office in Vancouver. After contact Daiwa a meeting between NITA representatives and Daiwa was arranged to take place in Vancouver. At the meeting Helin said Isoda, "expressed an interest in exploring further how Daiwa may become involved with B.C. native groups."

"Daiwa has an industry reputation for successfully pioneering novel investment alternatives. Under the leadership of Isoda it is not hard to see why they have such a good reputation. In B.C. Daiwa's interest is particularly timely considering the potential reallocation of resources to native groups as a result of pending land claims settlements and other recent legal developments," said Helin.

"Native people in B.C. would be well served to look at non-governmental ways of solving their economic and social problems. It is about time for native groups to start playing in a larger economic field.

is merely rhetoric if native groups are not self-reliant," Helin stated. "Native groups, particularly over the past few years, have come a long way in this direction. However, now is the time to realize our potential economic strengths and take advantage of them in a way that may be used to develop our communities and ultimately strengthen our people."

Helin concluded by noting, "A company like Daiwa may provide a window through which the larger investment world may become accessible to native groups. The message of NITA is clear: native groups are going to become, if they are not already, major players in the provincial economy. With the bulk of the province under aboriginal land claims there is no question that native groups are going to control a large sector of the province's national resources. Daiwa is particularly astute to recognize this situation. Daiwa's interest in involvement with B.C. native groups is a good sign of faith that may ultimately lead to a mutual prosperous future."

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