

## **J.P. MORGAN STRENGTHENS GLOBAL TRADE PRACTICE WITH STRATEGIC HIRES AND ENHANCED ORGANIZATIONAL STRUCTURE**

### ***Pravin Advani, Andrew Betts, David Conroy, Andrea Leonel, Kao Fang Ming and Prashant Pillai Assume Key Leadership Positions***

**NEW YORK, July 29, 2010** - J.P. Morgan Treasury Services today announced that it is strengthening the organizational structure of its Global Trade practice to better address the industry's increasing demand for market-leading trade finance and supply chain management solutions. Under the leadership of Global Trade Executive Daniel Cotti, J.P. Morgan is expanding the bank's award-winning Global Trade organization, hiring several new senior managers for key positions and adding nearly 100 trade and supply chain professionals to the firm's international team.

The new structure introduces Centers of Excellence for all trade products in every region of the world; regional Trade Advisory teams; and Solution Delivery teams enabling Trade sales specialists to devote more time to clients and internal sales partners.

"J.P. Morgan is positioning itself for unprecedented growth in its Global Trade business and is committed to being one of the world's leading Trade banks," said Mr. Cotti. "By adding key personnel and redesigning our business to more quickly meet clients' needs, we aim to increase our traditional trade market share and expand our supply chain management and structured trade finance businesses. This enhanced product strategy will leverage our U.S. Commercial Bank franchise, participate in the firm's Global Corporate Bank expansion, and build stronger trade partnerships with financial institutions around the world."

Among the new senior management positions reporting to Mr. Cotti are:

**Pravin Advani, Managing Director, Global Trade Executive for Asia.** Mr. Advani will lead the Global Trade team in Asia where most of J.P. Morgan's clients remain very active and tremendous growth opportunity exists. Mr. Advani has more than 20 years' experience in the banking industry focusing on the pan-Asian, Eastern Europe and Middle East markets. His impressive track record includes trade product management, sales, client and risk management positions at ABN AMRO/RBS and Citigroup.

**Andrew Betts, Managing Director, Global Head of Supply Chain.** In this new Global Trade position, Andrew Betts and his global team will deliver a market-leading proposition of modular, integrated solutions to address clients' financing and regulatory needs across the entire supply chain. Mr. Betts' remit includes the leadership of J.P. Morgan's new Global Supply Chain organization, which incorporates the existing Logistics practice globally. Andrew is at the forefront of the industry and has considerable experience in international trade, supply chain financing and logistics services in more than thirty countries. He previously has held senior management positions at Deutsche Post/DHL, ABN AMRO and RBS.

**David Conroy, Regional Trade Executive for North America and Global Trade Sales Head.** Based in New York, Mr. Conroy has more than 20 years of transaction banking experience. He joins us from Deutsche Bank where he was Americas Head of Trade Finance, and Head of Cash Management for Corporates, and led the franchise expansion. Prior to that, he was at Citibank in their Transaction Services Group in various senior management roles across cash, trade and relationship management.

**Andrea Leonel, Regional Trade Sales and Advisory Head, Latin America.** Based in Sao Paulo, Ms. Leonel is responsible for Trade Sales and Advisory for the LatAm markets. Previously at Deutsche Bank S.A. - Banco Alemão, she was Head of Trade Finance and interim Head of Cash Management Corporates with particular exposure to Brazil and South America. Prior to that, she held Trade Finance roles at Citibank and Bank Boston. Andrea will report to Mike McKenzie, the Regional Treasury and Securities Services Executive for LatAm.

**Kao Fang Ming, Trade Head for China.** Ming assumes this newly created position with responsibility for partnering with the Global Corporate Bank to lead Global Trade's business and growth in this important market. Previously Ming was China Head for Global Trade Sales, Trade, and Supply Chain at HSBC in China and worked at Standard Chartered Bank in transaction banking where she was based in Singapore, China, Hong Kong and London. Kao Fang Ming will report to Pravin Advani, Regional Trade Executive for Asia, and Lisa Robins, the Country TSS Executive for China.

**Prashant Pillai, Trade Head for India and South Asia.** As part of J.P. Morgan's Global Corporate Bank rollout and increased business focus on its franchise in India, Mr. Pillai will lead trade business in India. He previously worked for ICICI Bank and most recently for ABN AMRO/RBS India where his responsibilities included the initiation and structuring of cross border and domestic trade deals involving trade finance and end-to-end credit structures. Mr. Pillai will report to Pravin Advani

and locally to Rajiv Jain, Treasury Services Head for India and South Asia.

J.P. Morgan's new Global Trade management team also is comprised of Jeremy Shaw, Regional Executive for EMEA; Mike McKenzie, Regional Treasury and Securities Services Executive for Latin America; and Michael Quinn, Global Head of Traditional Trade. Cort Jacobsen has joined as Global Product Delivery Head, and additional key hires have been made to strengthen the global trade teams in Africa, Asia, Europe and the Middle East.

In a volatile period for international trade, J.P. Morgan's demonstrated capability and intense client focus have continued to generate a high degree of visibility and recognition for the firm. J.P. Morgan has been voted "Best Trade Bank in the World" in Trade & Forfaiting Review's 2010 readers' poll. Other recent awards include "Most Innovative and Responsive Trade Bank" and "Best Trade Bank - North America" by Global Trade Review; "Best Online Trade Bank" by Trade & Forfaiting Review; and "Best Supply Chain Finance Bank" by Treasury Management International.

#### **About J.P. Morgan Treasury Services**

J.P. Morgan's Treasury Services business is a full-service provider of innovative cash management, trade, liquidity, commercial card and escrow services -- specifically developed to meet the challenges treasury professionals face today. More than 135,000 corporations, financial institutions, governments and municipalities in over 180 countries and territories entrust their business to J.P. Morgan. J.P. Morgan Treasury Services is one of the world's largest providers of treasury management services and a division of JPMorgan Chase Bank, N.A., member FDIC. More information can be found at [www.jpmorgan.com/ts](http://www.jpmorgan.com/ts).

#### **About JPMorgan Chase & Co.**

JPMorgan Chase & Co. (NYSE: JPM) is a leading global financial services firm with assets of \$2 trillion and operations in more than 60 countries. The firm is a leader in investment banking, financial services for consumers, small business and commercial banking, financial transaction processing, asset management and private equity. A component of the Dow Jones Industrial Average, JPMorgan Chase & Co. serves millions of consumers in the United States and many of the world's most prominent corporate, institutional and government clients under its J.P. Morgan and Chase brands. Information about JPMorgan Chase & Co. is available at [www.jpmorganchase.com](http://www.jpmorganchase.com).