

## News Release

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### **Wilmington Trust Adds Retirement Services Business Development Professional**

Wilmington, DE, August 3, 2010 – Wilmington Trust announced that it has hired veteran retirement services professional Benjamin D. Gorton to help lead business development initiatives at Wilmington Trust Retirement and Institutional Services Company (WTRIS). WTRIS is part of Wilmington Trust's Corporate Client Services (CCS) business.

Mr. Gorton's primary duties will center on the distribution of WTRIS' directed trustee services for retirement plan record keepers through third-party administrators (TPAs). He will also be responsible for developing new relationships with registered investment advisors (RIAs) involved in the distribution of WTRIS' highly competitive platform of collective investment trusts to retirement plan sponsors.

Wilmington Trust has provided trust and custody services for retirement plans for more than 60 years. WTRIS is one of the nation's leading providers of trust and accounting solutions serving clients whose "unbundled" plans use different providers for record keeping, asset management, and trust and custody services. Mr. Gorton is based in Baltimore, Maryland and reports to Charles Russella, president of WTRIS.

"WTRIS has enjoyed strong success in the unbundled retirement plan marketplace," said Mr. Russella. "Ben's extensive industry experience and expertise will assist our business development efforts and be a significant asset to our clients."

Mr. Gorton brings more than 25 years in financial services sales and marketing management experience to his new role at WTRIS. Most recently he served as vice president for Manning & Napier Advisors, Inc., where he served as a national wholesaler to TPAs, mutual fund platforms, wirehouse brokerage firms, and independent investment advisors. Prior to that, he was managing director for MetLife, promoting its stable value investments through intermediaries to 401(k) plans. He began his career in institutional sales at Bank of America and later moved to SunTrust Bank. Mr. Gorton holds an MBA in Finance from Columbia University's Graduate School of Business and earned a bachelor's degree at Johns Hopkins University. He currently serves as board member and treasurer of the Columbia Business School Alumni Club of Metro D.C.

Wilmington Trust's CCS business offers retirement plan, institutional trustee, agency, asset management, and administrative services for corporate clients worldwide, many of which use capital market financing structures or seek to establish or maintain legal residency for special purpose entities. Because Wilmington Trust does not underwrite securities offerings or provide investment banking services, it is able to deliver corporate trust services that are conflict-free. Aided by Wilmington Trust's 2008 acquisition of retirement provider AST Capital Trust Company, WTRIS is one of the key elements of the CCS business. Wilmington Trust's retirement services revenue grew from \$37.4 million in 2008 to \$67.5 million in 2009, an increase of 80%.

"The growth in our retirement services business has been a major positive for Wilmington Trust, especially over the last few years," said Bill Farrell, executive vice president and head of CCS. "With our distinctive standing in the unbundled retirement plan marketplace, extending WTRIS' strong positive momentum in the years ahead is a key priority for our CCS business."

Wilmington Trust Corporation (NYSE: WL) is a financial services holding company that provides Regional Banking services throughout the mid-Atlantic region, Wealth Advisory services for high-net-worth clients in 36 countries, and Corporate Client services for institutional clients in 89 countries. Its wholly owned bank subsidiary, Wilmington Trust Company, which was founded in 1903, is one of the largest personal trust providers in the United States and the leading retail and commercial bank in Delaware. Wilmington Trust Corporation and its affiliates have offices in Arizona, California, Connecticut, Delaware, Florida, Georgia, Maryland, Massachusetts, Michigan, Minnesota, Nevada, New Jersey, New York, Pennsylvania, South Carolina, Vermont, the Cayman Islands, the Channel Islands, London, Dublin, Frankfurt, Luxembourg, and Amsterdam.

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