



News Release

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Wilmington Trust Adds Business Development Professional Patrick M. Trainor to lead business development effort

Wilmington, DE, June 29, 2011 – Wilmington Trust, a leading provider of institutional trustee, agency, administrative, and investment management services through its Corporate Client Services (CCS) business, announced that it has hired Patrick M. Trainor, CPA, as senior vice president and business development department manager for the company's Global Capital Markets Services group.

Mr. Trainor brings more than 30 years of financial services experience to his new role. Prior to joining Wilmington Trust, he spent 15 years with Wells Fargo Bank, N.A., most recently as senior vice president and national sales manager of the corporate trust division. During his tenure, he also established the company's mid-Atlantic corporate trust franchise and founded new product development and marketing functions for the corporate trust division. Mr. Trainor previously was controller for Ryland Mortgage Company and served as vice president of finance for MNC Financial. Mr. Trainor earned a bachelor's degree at Loyola College. He is based in Wilmington, Del., and reports to Bill Farrell, executive vice president and head of CCS.

"Economic pressure, uncertainty around financial regulation, and industry consolidation continue to present significant opportunities for the CCS business," said Mr. Farrell. "Our strategy to hire industry experts has positioned the CCS business well to take advantage of market conditions, and Pat's strategic leadership and industry expertise will be essential as we continue to grow the business."

Wilmington Trust's CCS business offers institutional trustee, agency, asset management, retirement plan, and administrative services for clients worldwide who use capital markets financing structures, as well as those who seek to establish or maintain nexus, or legal residency, for special purpose entities. CCS is distinguished from many of its competitors by its status as a core business, the experience and expertise of its global staff, its multi-jurisdictional presence, and its reputation for superior service and execution.

"Pat's extensive experience in strategic leadership, sales management, and new product development will serve as a benefit to our clients as we continue to expand and grow our business," said Jack Beeson, senior vice president and head of the Global Capital Markets Group in CCS. "Pat's leadership and deep knowledge of the corporate and institutional services space will complement and expand the talent, depth, and experience of the capital markets team that, we believe, is among the premier providers of administrative services in the industry."

The addition of Mr. Trainor follows investments Wilmington Trust has made in recent years to grow its CCS business, including introducing new products and services, strengthening existing operations, and expanding core domestic capabilities into Europe. In 2009 and 2010 CCS made several key talent acquisitions which included industry experts providing administrative services for corporate debt issuances; corporate debt defaults; mergers and acquisitions, including escrow services; and corporate restructurings, while offering other fiduciary and agency services. Prior to that, CCS added a group of corporate trust professionals brought on to perform administrative services for global project finance transactions, global and cross-border trusts, and other capital markets financing structures.

Wilmington Trust Company and Wilmington Trust FSB ("Wilmington Trust") provide Corporate Client Services for institutional clients in 90 countries and Wealth Advisory Services for high-net-worth clients in 33 countries. Wilmington Trust has 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. Wilmington Trust is owned by M&T Bank Corporation. M&T is a financial holding company headquartered in Buffalo, New York. M&T's primary banking subsidiaries, M&T Bank (including the Wilmington Trust Division of M&T Bank) and M&T Bank, National Association, operate retail and commercial bank branches in the Northeast United States, Florida, and Ontario, Canada.

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