

News release: IMMEDIATE RELEASE

## JPMORGAN CHINA RECEIVES APPROVAL TO DISTRIBUTE LOCAL MUTUAL FUNDS TO INVESTORS IN CHINA

**Beijing, October 18, 2013** – JPMorgan Chase Bank (China) Company Limited, JPMorgan Chase Bank's locally incorporated bank (LIB) in China today announced that it has received approval from the China Securities Regulatory Commission (CSRC) to distribute local securities investment funds to investors in China. As one of the first foreign bank subsidiaries incorporated in Beijing to have received the fund distribution license, LIB will begin by first offering the CIFM RMB Money Market Fund (CIFM RMB MMF)<sup>1</sup> to its institutional and corporate investors. CIFM RMB MMF is managed by China International Fund Management Co., Ltd. (CIFM<sup>2</sup>), a joint venture of JPMorgan Asset Management (UK) Limited and Shanghai International Trust Co., Ltd.

Zili Shao, Chairman and CEO of JPMorgan China, said, "JPMorgan commenced operations in China in 1921 and our franchise continues to grow. In 2007 JPMorgan was the first foreign bank to establish an LIB in Beijing and by obtaining a fund distribution license, we now integrate best-in-class asset management advisory services for our institutional clients. In addition to asset management, JPMorgan China franchise also covers investment banking, corporate banking, treasury services, foreign exchange, and risk management - the broadest range of wholesale services from a foreign bank."

Commenting on the approval of the license, Nick Huang, Head of JPMorgan's Global Corporate Bank for Greater China, said, "When it comes to investments, our institutional and corporate clients, local or international, are seeking to establish more robust investment policies and use a wider range of instruments, with a primary focus on fixed income. The fund distribution license will, over time, allow us to offer our clients the widest range of investment options from the rapidly growing asset management industry, combined with traditional bank products."

J.P. Morgan Global Liquidity, the short-term fixed income investment arm of J.P. Morgan Asset Management (JPMAM), has long been at the forefront of investment innovation in China, working together with CIFM. In 2005, AAA-rated<sup>3</sup> liquidity funds in China were pioneered with the launch of the CIFM RMB MMF. This fund was one of the first real alternative to traditional cash management tools for prudent institutional RMB investors.

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<sup>&</sup>lt;sup>1</sup> The CIFM RMB Money Market Fund is a fund managed and offered by CIFM, which is a joint venture between Shanghai International Trust Co. Ltd. and JPMorgan Asset Management (UK) Ltd. The information contained herein is for informational purposes only. Units of CIFM RMB MMF may be offered and sold through the LIB only in China to: (i) institutions legally organised in China and permitted by Chinese law and regulation to invest in open-end investment funds; and (ii) entities with "Qualified Foreign Institutional Investor" status in China. Money market funds are not equal to bank deposits or deposits with other type of deposit taking entities. The operation of fund investments involves various risks, including but not limited to market risk, management risk, IT risk, compliance risk and large redemption risk. Investors should carefully read all the legal documents relating to the funds, including the contract and the prospectus, understand the risks involved in connection with the funds and make investment decisions based on their investment objectives and experience, asset profile and risk appetite, as well as the appropriateness and maturity of the funds. Neither CIFM nor LIB guarantees performance or a minimum return.

<sup>&</sup>lt;sup>2</sup> Business segregation is implemented between CIFM and JPMorgan Asset Management (UK) Ltd. As a shareholder of CIFM, JPMorgan Asset Management (UK) Ltd. does not directly participate in investment and operation of CIFM's fund property.

<sup>3</sup> Source: China Cheng Xin International Rating Co. Ltd. (CCXI), with technical assistance provided by Moody's Investors Service, Inc. (Moody's), assigned a money market fund national scale rating of AAA to the CIFM RMB MMF in May 2005. This level of credit quality qualifies for the highest rating on a national scale basis.



In the past 2 years the fund has more than tripled in size to over RMB 35 billion<sup>4</sup> (USD 5.8 billion). In 2012, CIFM launched what is believed to be one of the first short-term fixed income RMB separate accounts for a single institutional client in China. <sup>5</sup>

The LIB's new fund distribution arm, J.P. Morgan Global Liquidity China (JPMGL China)<sup>6</sup>, unites nearly a decade of investment experience from the partnership between JPMAM and CIFM with the global resources of the world's largest liquidity manager to provide investment advisory and structuring services, market insights and best execution of RMB investments for corporate and institutional clients in China.

Kheng Leong Cheah, Head of Sales for the LIB's new fund distribution arm in China, said "Institutional investors often focus on surplus cash first and we can now directly offer our clients in China, the most innovative RMB investment solutions. Some products, like the CIFM RMB MMF, already exist in the market, but other options which cater to the requirements of institutional clients, are still quite limited. As markets develop further, we will closely work with fund management companies to provide new asset management solutions with the industry that are relevant to our clients. From structuring investment policies to implementing them, clients will benefit from our investment insights and local knowledge to guide them through the rapidly changing local fixed income markets in China."

JPMGL China aims to provide clients with exclusive access to the J.P. Morgan Global Cash Portal, a long-established online trading platform that will allow clients to manage their RMB investments with ease. With stringent security measures, enhanced reporting and consolidated balances across multiple accounts, clients can manage JPMorgan and RMB investment accounts in one place with global visibility of RMB investments in China and secure online trading access, "Execution is equally important for clients, and the Global Cash Portal combined with our client service team inside China and around the world will be a significant step forward in information access and security to execute transactions for RMB investments in China, from anywhere at anytime" said Cheah.

"We believe institutional and corporate clients in China are growing in size and sophistication, they are demanding more robust investment solutions and service, and we are excited about what this means for the fixed income markets and our clients in China" said John Donohue, Head of J.P. Morgan Global Liquidity. "The timing is perfect to bring our local knowledge and global expertise together to deliver results driven solutions in areas of risk and liquidity management for institutional investors, in what has become one of our most important markets globally".

Investing directly with JPMGL China means partnering with one of the world's leading liquidity and short-term fixed income investment managers, JPMAM, which is the brand for the asset management business of one of the most respected names in institutional financial services, JPMorgan Chase & Co. and its affiliates worldwide.

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<sup>&</sup>lt;sup>4</sup> Source: CIFM internal reporting, as at 30 September 2013.

<sup>&</sup>lt;sup>5</sup> The CIFM separate account is managed and offered by CIFM. The information contained herein is for informational purposes only. Separate accounts may be offered by CIMF through the LIB only in China to: (i) institutions legally organised in China and permitted by Chinese law and regulation to invest in open-end investment funds; and (ii) entities with "Qualified Foreign Institutional Investor" status in China.

<sup>&</sup>lt;sup>6</sup> J.P. Morgan Global Liquidity China is the brand for the fund distribution business of JPMorgan Chase Bank (China) Company Limited.



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## About JPMorgan Chase Bank (China) Company Limited

JPMorgan Chase Bank (China) Company Limited commenced operations in August 2007 as a locally incorporated bank in China wholly owned by JPMorgan Chase Bank, N.A. It offers its clients a wide range of services across derivatives, foreign exchange and local currency trading, government bond underwriting, trade finance, fund distribution and commercial banking. Headquartered in Beijing, JPMorgan Chase Bank (China) Company Limited now operates seven branches in Beijing, Shanghai, Tianjin, Guangzhou, Chengdu, Harbin and Suzhou.

JPMorgan Chase Bank (China) Company Limited (the "Bank") is a local incorporated bank in China, and is a subsidiary of JPMorgan Chase Bank, N.A.. It is regulated by the China Banking Regulatory Commission, with a fund distribution business qualification (基金销售业务资格) issued by China Securities Regulatory Commission.

J.P. Morgan Asset Management is the brand for the asset management business of JPMorgan Chase & Co. and its affiliates worldwide.

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