

J.P.Morgan



Talking J.P. Morgan

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Andriy Avramenko
Local Markets Trading

CFA Career Day

24th May, 2010



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About J.P. Morgan

An overview of Sales, Trading & Research

J.P. Morgan in Russia

Why work at J.P. Morgan?

Q&A

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About J.P. Morgan

J.P.Morgan

- Global investment bank
- Founded more than 200 years ago
- Serves nearly 20,000 clients, including corporations, governments, states, municipalities etc. from more than 100 countries
- Doing "**only first-class business in a first-class way**"

Learn more at <http://www.jpmorgan.com>

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Overview of Sales, Trading & Research

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| | Equities | Credit | Rates/FX | Commodities |
|----------|---|---|--|---|
| Role | <ul style="list-style-type: none">■ Develop and sell products and solutions to clients■ Make markets■ Take proprietary risk | | | |
| Products | <ul style="list-style-type: none">■ Cash equities■ Convertible bonds■ Equity derivatives■ Equity exotics | <ul style="list-style-type: none">■ Bonds■ Derivatives■ Structured products■ Real estate | <ul style="list-style-type: none">■ Spot FX■ FX derivatives■ Bonds■ Derivatives■ Exotics■ Inflation | <ul style="list-style-type: none">■ Metals■ Softs■ Energy■ Proprietary risk taking |

Key partners
Risk Management, Technology, Finance, Operations and Business Services, Legal, Research

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Sales, Trading & Research

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As an intern or analyst within Sales, Trading & Research, you could work in any one of these areas:

- Research
- Structuring
- Sales
- Marketing
- Trading

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How are we structured?

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| | |
|--------------------|---|
| Research | <ul style="list-style-type: none">■ Where salespeople, traders and clients go for vital information■ Conduct in-depth analysis and quantitative research■ Translate your conclusions into profitable market strategies |
| Structuring | <ul style="list-style-type: none">■ Responsible for financial engineering■ Experts in financial models, legal frameworks and rating agency criteria■ Develop, price and execute complex payouts■ Acts as the link between sales/marketing and trading (in the structured products space) |
| Sales | <ul style="list-style-type: none">■ The link between our researchers, our traders and the client■ Building client relationships■ Provide analysis, insight and solutions to meet clients' needs |
| Marketing | <ul style="list-style-type: none">■ Cultivate client relationships■ Assist clients in the development and execution of tailor-made investment solutions■ Work closely with structurers to ensure that products are attractive to investors and 'market-friendly' |
| Trading | <ul style="list-style-type: none">■ Execute and price all financial transactions■ Buy and sell assets on behalf of clients and J.P. Morgan■ Position the book and manage the risk of all transactions |

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JP Morgan in Russia - history

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- 1973 - JP Morgan Chase – the first American bank in Moscow
- 1993 – Expansion of presence, CBR licence
- 1994 – Local custodian office opened, corporate banking and FX& MM activity started
- 1995 – Bond trading and brokerage activity, trading Treasury bills and notes
- 1999 – Equities trading started



JP Morgan in Russia - nowadays

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■ Investment Bank

- **Corporate Finance:** advisory, equity underwriting (high yield and high grade, loan syndications, structured products), debt underwriting
- **Global Emerging Markets (GEM) Trading:** Rates - spot, forward, non-deliverable forwards, single currency and cross-currency swaps; government and corporate bonds
- **GEM Derivatives Marketing:** derivatives and cash products for qualified investors
- **Cash Equities:** commission management, portfolio management
- **Equity Research**

■ Treasury & Securities Services

- **Treasury Services:** Core cash products (USD, EURO, and multicurrency clearing services), Liquidity management solutions, Trade services
- **Worldwide Securities Services:** Clearance services to top non-bank financial institutions; Custody services to a select group of sophisticated institutional investors; Depositary receipt services to corporate issuers and their investors; Securities clearing

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Why J.P. Morgan?

J.P.Morgan

- The scale, scope and prestige of the bank
- Our reputation as a business innovator
- The chance to make a personal impact
- World-class training and development (New York program)
- Exceptional quality of work and deal flow
- A spirit of cooperation and teamwork

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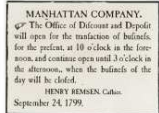
A Proud History

J.P.Morgan



1799

The Manhattan Company is chartered



1824

The Chemical Bank is established

1893

J.P. Morgan is primary financier of U.S. railroads



1906

J.P. Morgan is central to the creation of U.S. Steel, GE and AT&T



1947

Gives \$8.5 million to the United Nations to purchase the 17-acre property for the organization's headquarters in Manhattan



1955

Chase National Bank merges with The Bank of the Manhattan Company to form Chase Manhattan Bank



1996

Jointly leads the first "century" bond for a sovereign borrower—a 100-year, \$100 million issue for the People's Republic of China—as well as a \$1 billion Eurobond



1844

The Waterbury Bank opens, a predecessor of the Chase Manhattan Bank



1895

J. Pierpont Morgan, Sr. becomes senior partner. The New York firm is renamed J.P. Morgan & Co.



1915

During WWI, J.P. Morgan arranges the biggest foreign loan in Wall Street history—a \$500 million dollar Anglo/French loan



1929

Two Ohio banking institutions merge to form City National Bank & Trust, a predecessor of Bank One



1968

Launches Euroclear, a system that provides for the orderly settlement of transactions in Eurobonds



1980

Predecessor firm Hambrecht & Quist (H&Q) takes Apple Computer public



2008

Plays an important role in helping manage the credit crisis through the acquisition of Bear Stearns

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Good Venture 2010

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Questions?

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