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LLOYDS TSB FINANCIAL MARKETS APPOINTMENTS

Lloyds TSB has appointed Chris Mitchell as Director, Head of Global FI Solutions for its Financial Markets division.

Mitchell was formerly head of UK derivatives marketing at AIG Financial Products. Prior to AIG, he headed up derivative marketing to UK corporates at Morgan Stanley, having begun his career at NatWest Capital Markets and Greenwich NatWest.

The appointment will allow Lloyds TSB Financial Markets to increase structured derivative sales to its global Financial Institutions (FI) client base, leveraging Mitchell's experience in working for a 'triple A' rated platform and developing further the bank's offer in the pension space.

"Lloyds TSB Financial Markets is developing an unrivalled momentum in structured sales, which is reflected in expanding relationships with financial institutions," says Mitchell. "It's exciting to join a business whose eyes are fixed so firmly on the future."

Mitchell will expand the existing FI sales team and report directly to Clare Francis, Managing Director for Sales, who joined Lloyds TSB Financial Markets in February. The appointment is part of a sustained recruitment drive that has seen the salesforce at the financial markets division more than double over the past 18 months.

In another strategic appointment, Lloyds TSB Financial Markets has also appointed James Schofield as Associate Director, Global Corporate Sales. Most recently, he held the role of Vice President, Credit and Rates North America in JP Morgan Chase's head office in New York. Prior to this he spent more than four years marketing to UK corporates out of their London office.

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LLOYDS TSB FINANCIAL MARKETS APPOINTMENTS/...2

James Schofield says: “This is a clear opportunity to join a fast-expanding financial markets business in a bank with an excellent UK corporate client base. All the ingredients are there for Lloyds TSB to make a serious impact in this market.”

Schofield joined JP Morgan Chase from Oxford University in 1999, and focused on credit and rates throughout his seven years at the bank. He developed sector-specialisms in telecoms, media and transport. He will report to Andrew Willett, who heads the Global Corporate sales team.

Commenting on their appointment, Clare Francis, Managing Director of Sales, Lloyds TSB Financial Markets, said: “Bringing in even more experienced, high-calibre salespeople allows the financial markets division to support effectively the bank’s wider expansion in financial markets. These appointments typify our commitment to extending our strategic capabilities and further build on our strong relationship banking heritage, which will position us well as trusted advisor to our clients.”

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