



About Citi Latin America

Founded in	Years in the Region	Employees	Branches
1904	110 years	40,000+	More than 1400 branches

In Latin America, Citi has gained a prominent position in the financial-services industry since 1904, when it started operations in Panama, through the International Banking Corporation. In 1914, Citi opened its first international branch in Buenos Aires, Argentina, also marking the first foreign-established branch of any nationally chartered U.S. bank and, shortly after, opened another in Rio de Janeiro, Brazil. In 2004, Citi acquired Mexico's second-largest bank, Banamex, which began its operations in 1884.

Citi Latin America CEO Ernesto Torres Cantu oversees Citi's operations in the region, which has the broadest presence of any financial institution in Latin America, with franchises in 22 countries. Citi's geographic coverage spans across: Argentina, Bahamas, Barbados, Brazil, Chile, Colombia, Costa Rica, Dominican Republic, Ecuador, El Salvador, Guatemala, Haiti, Honduras, Jamaica, Mexico, Panama, Paraguay, Peru, Puerto Rico, Trinidad and Tobago, Uruguay and Venezuela.

Awards & Recognitions

Global Finance Magazine

- Best Bank for Cash Management: Latin America
- Best Bank for Liquidity Management: Latin America
- Best Bank for Payments & Collections: Latin America
- Best Sub-custodian Banks 2019 in Latin America
- Latin America Regional Sub-categories:
 - Best Investment Management Services
 - Best Trade Finance Services
 - Best Online Portal Services
 - Best Integrated Corporate Banking Site
 - Best Information Security and Fraud Management
 - Best Online Treasury Services
 - Best in Mobile Banking
 - Best in Social Media Marketing and Services
 - Best Mobile Banking App
 - Most Innovative Digital Bank
- Best Corporate/Institutional Digital Bank in Latin America
- Custodian of the Year: Latin America

Latin Finance Magazine

- Loan House of the Year: Latin America

Euromoney Magazine

- Latin America' best bank for financing
- #1 Regional Cash Management Bank in Latin America by Corporates and Non-Financial Institutions.
- #1 Regional Cash Management Bank in Latin America by Financial Institutions for USD and EUR transactions.
- Best Service Award in Latin America

IFR Awards 2018

- Latin America Bond House

Custody Risk Global Awards 2018

- Custodian of the Year for Latin America

Business Highlights

Institutional Clients Group (ICG)

Citi's Institutional Clients Group (ICG) enables progress by providing large multinational corporations, public sector entities, ultra-high-net-worth households and investment managers with wholesale banking products and services via an unmatched geographic breadth and product depth.

We are a trusted partner, supporting innovation and growth globally for corporate clients through Citi's network in 98 countries and providing lending, cash management and advisory services that help them to conduct daily operations, to hire, to grow and to succeed. In the public sector, we help build sustainable infrastructure, housing, transportation, schools and other vital public works for the future. With trading floors in more than 80 countries, clearing and custody networks in over 60 countries and connections with 400 clearing systems, we maintain one of the largest global financial infrastructures and facilitate approximately \$4 trillion of flows daily. This is what enables us to serve our core clients with distinction.

ICG's work represents all of Citi's core activities of safeguarding assets, lending money, making payments and accessing the capital markets on behalf of our clients.

- Capital Markets Origination business is focused on the capital-raising needs of institutional clients, from inaugural issuances and exchanges to cross-border transactions and landmark structures. Our structuring and execution expertise has established us as a leader in the equity capital markets, whether measured by innovation or proceeds raised, and has distinguished Citi as the clear

choice for debt underwriting, with excellence across a broad range of currencies and markets.

- Corporate & Investment division provides comprehensive relationship coverage to ensure the best possible service and responsiveness to clients. With our strong banker presence in many nations, we use sector and product expertise to deliver global capabilities to clients wherever they choose to compete. Our client teams are organized by industry and country, composed of two parts: Strategic Coverage Officers focus on mergers and acquisitions and equity and related financing solutions, while Corporate Bankers—in partnership with Citi's Capital Markets specialists and with support from the Global Subsidiaries Group—deliver corporate banking and finance services to global, regional and local clients. By serving these companies, we help them grow, creating jobs and economic value at home and in communities worldwide.
- Markets and Securities Services business provides financial products and services as diverse as the needs of the thousands of corporations, institutions, governments and investors that we serve. We work to enrich the relationships, products and technology that define our market-making presence. The breadth, depth and strength of our sales and trading, distribution and research capabilities span a broad range of asset classes, currencies, sectors and products, including equities, commodities, credit, futures, foreign exchange, emerging markets, G10 rates, municipals, prime finance and securitized markets. And our Investor Services and Direct Custody and Clearing businesses provide customized solutions that support the diverse investment and transaction strategies of investors and intermediaries worldwide.

- Private Banking, our 800 Private Bankers and product specialists, located in 48 offices in 16 countries, act as trusted advisors to many of the world's most successful and influential individuals and families. From our comprehensive platform of products and services, the Private Bank creates customized wealth management strategies for clients such as entrepreneurs and business owners, single- and multi-family offices, senior corporate executives, next-generation inheritors, law firms and attorneys. To grow, manage and preserve wealth in a thoughtful and holistic way, the Private Bank is committed to objective advice underpinned by a truly open architecture platform, complemented with access for clients to global capital markets, cash management and lending solutions, wealth advisory and trust services, and a premier level of client services and experiences
- Treasury and Trade Solutions business provides integrated cash management and trade finance services to multinational corporations, financial institutions and public sector organizations across the globe. With the industry's most comprehensive suite of digital-enabled platforms, tools and analytics, TTS leads the way in delivering innovative and tailored solutions to clients. Offerings include payments, receivables, liquidity management and investment services, working capital solutions, commercial card programs and trade finance. Based on the belief that client experience is the driver of sustainable differentiation, TTS has focused its efforts on transforming its business to deliver a seamless, end-to-end client experience through the development of its capabilities, client advocacy, network management and service delivery across the entire organization.

Global Consumer Banking (GCB)

Citi's GCB LatAm consists of five primary business units — Retail Banking, Citi Branded Cards, Citi Mortgage, Commercial Banking and Retail Services.

Citi's GCB LatAm team serves in Colombia and Mexico more than 17 million credit card accounts in Latin America

Citi Wealth Management

Citi Wealth Management provides wealth management solutions to the world's most successful individuals and families.

Through Citi Wealth Management Latin America (CWMLA) and its divisions (Citi Private Bank, Citigold and International Private Banking), clients have access to banking, investment and lending products and services available at Citi entities.

Corporate Social Responsibility

Citi's mission is to enable progress. Our citizenship strategy prioritizes the areas where we can have the greatest impact and influence. We work with clients, nongovernmental organizations (NGOs), the public sector and other stakeholders to create innovative financial solutions and programs that promote economic and social development, sustainability and urban transformation, and other factors essential to a healthy, vibrant world. Through the Citi Foundation, we invest in efforts that increase financial inclusion, catalyze job opportunities for youth, and reimagine approaches to building economically vibrant cities. In 2017, Citi Foundation invested more than USD 7 million across 16 markets in Latin America and the Caribbean. While we have specialized units that facilitate our citizenship activities, our approach to citizenship continues to evolve as we work to further embed it across the breadth and depth of our core business. It is embedded in our mission and culture, as well as the employees who bring our values to life and improve the wellbeing of people and communities around the world. This philosophy has proven that doing well and doing good can coexist and help drive sustainable and inclusive growth.

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