About Citi Latin America

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 Jane Fraser oversees Citi’s operations in the region, which has the broadest presence of any financial institution in Latin America, with franchises in 23 countries. Citi’s geographic coverage spans across: Argentina, Aruba, 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 Foreign Exchange Bank: Latin America
- Best Bank for Liquidity Management: Latin America
- Best Bank for Working Capital Optimization: Latin America
- Best Global Custodian Bank in Latin America
- Best Securities Lender Bank in Latin America
- Best Investment Management Services - Banamex
- Best Online Cash Management - Citi
- Best Trade Finance Services - Citi
- Best Web Site Design - Citi
- Best Integrated Corporate Bank Site - Citi
- Best Information Security Initiatives - Citi
- Best Online Treasury Services - Citi
- Best in Mobile Banking - Citi
- Best in Social Media - Citi
- Most Innovative Digital Bank - Citi

Euromoney Magazine
- Best Investment Bank in the Caribbean
- Best Investment Bank in Central America
- Best Flow House in Latin America
- Best Cash Management House in Latin America
- Best Regional Cash Manager - Latin America
- #1 in Qualitative Ranking for Currencies in Latin America
- #1 in Qualitative Ranking for Client Services in the Americas
- #1 FX Bank for Corporates in Latin America
- #1 FX Bank for Corporates in the Caribbean and Central America
- Best Bank for Markets in Latin America
- #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

Latin Finance Magazine
- Loan House of the Year: Latin America

Custody Risk Global Awards 2016
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 21 million retail bank clients and 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 is investing 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.
Corporate Social Responsibility - Citibanamex

Citibanamex shares the mission of enabling growth and progress. Beyond offering quality financial products, we have a long and deep tradition of commitment with the communities in which we operate. This is at the heart of our Corporate Citizenship, knowing that we have great responsibility with Mexico and its future.

Compromiso Social (Social Commitment) is the area that unites all of our efforts, spanning a wide range of fields such as social development, entrepreneurship, sustainability, environmental protection, financial literacy, youth empowerment, volunteerism, culture and arts.

To achieve our objectives in such challenging fields, we seek to develop strong alliances with nongovernmental organizations (NGOs), the public sector and other stakeholders who share in our vision of having a positive impact, but even more so with those who share our passion for helping to create better opportunities for every person in our country.