

About Citi Latin America

Founded in	Presence in the Region	Employees	Branches
1904	20 Countries	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 Cantú oversees Citi's operations in the region, which has the broadest presence of any financial institution in Latin America, with franchises in 20 countries. Citi's geographic coverage spans across: Argentina, Bahamas, Brazil, Chile, Colombia, Costa Rica, Dominican Republic, Ecuador, El Salvador, Guatemala, Haiti, Honduras, Jamaica, Mexico, Panama, Paraguay, Peru, Puerto Rico, Trinidad and Tobago, and Uruguay.

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 2021 in Latin America
- Best Corporate/Institutional Digital Bank in Latin America
- Best Consumer Digital Bank in Latin America

Latin Finance Magazine

- Loan House of the Year 2018
- Bond House of the Year 2021, 2019
- Investment Bank of the Year 2020

IFR Awards 2021

- Emerging Markets Bond House

Great Place Work®

- Great Place to Work® in Latin America 2021

Euromoney Magazine

- Excellence in Leadership in Latin America 2020
- Best Investment Bank in Central America and Caribbean 2021, 2020
- #1 Market Leader for Trade Finance in Latin America, 2022, 2021
- Best Overall Trade Finance Service in Latin America
- Best Advisory Service in Latin America
- Best Digital Offering in Latin America
- Best Market Insight in Latin America
- Best Service Award in Latin America

Treasury Management International

- Best Bank for Cash & Liquidity Management - South America 2022, 2021
- Best Bank for Trade Finance & Financial Supply Chain - South America 2022

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 of more than 90 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 77 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.

- **Banking, Capital Markets and Advisory (BCMA)** division provides comprehensive relationship coverage and a full suite of products and services in an effort to be the best possible financial partner to its institutional clients. With our strong banker presence globally, 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.
- **Commercial Bank** helps commercial clients address the challenges of operational and geographic growth through innovative solutions. We provide high quality financial advice, helping mid-

sized, globally oriented companies prosper and grow in domestic and international markets by delivering actionable insights, ideas and comprehensive banking solutions through an integrated global network. Our distinctive approach puts the client at the center of everything we do.

- **Markets** relies on global breadth and product depth to provide an enhanced client experience. Our sales and trading, distribution and research capabilities span a broad range of asset classes, currencies and sectors including Equities, Rates and Currencies, Commodities and Spread Products. We provide customized solutions, insights, liquidity and risk management that support the diverse investment and transaction strategies of corporations, institutions, governments, investors and intermediaries worldwide. With trading floors located in 77 countries, Citi works around the clock to enrich the relationships products and technology that define our market-making presence.
- **Securities Services** Securities Services provides a full suite of solutions including custody, clearing, asset servicing, fund administration, ETF services, middle office, agency securities lending, collateral management, transfer agency, and fiduciary services. Through our unmatched, integrated global network spanning 63 markets across 23 fund domiciles, we provide financial institutions, investors and issuers with all of the products and services needed to administer their investment and issuing activities and we are a key operational partner for clients as they grow and become more efficient in their business.
- **Treasury and Trade Solutions** provides integrated cash management, working capital and trade finance solutions to multinational corporations, financial institutions and public sector organizations around the globe. With the industry's most comprehensive suite of digitally enabled platforms, tools and analytics, TTS leads the way in delivering innovative and tailored solutions to clients. 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 digital capabilities, client advocacy, network management and service delivery across the entire organization.

Personal Banking & Wealth Management

(Formally known as Global Consumer Bank and Citi Wealth Management)

Since 2004, Citi has served retail banking clients in Mexico through Citibanamex, which consists of five primary business units — Retail Banking, Citi Branded Cards, Citi Mortgage, Commercial Banking and Retail Services. In 2022, Citi announced that it intends to exit the consumer, small business and middle-market banking operations of Citibanamex as part of its strategic refresh. Citi will continue to operate a locally licensed banking business in Mexico through its global Institutional Clients Group.

Citi Global Wealth Management

Citi Global Wealth Management (GWM) provides wealth management solutions to the world's most successful individuals and families. Global Wealth Management is inclusive of our consumer wealth businesses in Latin America and the Citi Private Bank.

Through Global Wealth Management Latin America 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.

- **Private Bank**, 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

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. Since 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.