



CITIBANK N.A.

Citibank N.A. (Citi) has been operating in Pakistan since 1961 and has a highly respected franchise through its successful delivery of innovative, high-quality banking products and services to its clients.

Businesses

With over 1100 employees in Pakistan, Citi operates through two major business lines; Global Consumer Group and Institutional Investors Group, providing a variety of services to more than 200,000 consumer and corporate clients respectively. Citi has steadily expanded its network over the last two years and now has 26 branches and 39 customer contact points across 10 cities in Pakistan.

Community

Citi's philanthropic arm- the Citi Foundation is committed to enhancing economic opportunities for underserved individuals and families in Pakistan. Since 2002, the Citi Foundation has given more than US\$3.23 million in grants to projects focusing on poverty alleviation through microfinance, education & financial literacy and volunteerism. Citi Pakistan has received the prestigious CSR National Excellence award for outstanding Corporate Social Responsibility in 2007.

Achievements

Citi's contribution to the local financial sector is centered on its commitment to its customers be it through best in class products and services, transfer of expertise and technology, innovation and its investment in its people. Citi has many 'firsts' to its credit including launching the first credit card in Pakistan, pioneering Consumer Asset financing and introducing the first 24 hour, 7 days a week call centre, launching 'bancassurance'- milestones that have set a standard for others in the banking industry. Citi has also been at the forefront of the financial sector reform process and has been the lead bank in taking the Government to international capital markets, including issues of the first Foreign Currency Sukuk, the first 30 year US Dollar Sovereign Bond and the first equity offering in over a decade. It is also the leading bank in Pakistan for delivering Export Agency and Multilateral financing and has been instrumental in the development of Pakistan's market for derivatives and other treasury products.

The following list of 'firsts' is testament to Citi's contribution to expanding Pakistan's financial sector:

- * First Oil Hedge in Pakistan
- * First Commercial Funding Transaction for a Microfinance Institution
- * First Foreign Currency Financing Facility
- * First Local Currency Sukuk
- * First Government of Pakistan Foreign Currency Sukuk
- * First OPIC risk-sharing facility
- * First Coupon Swap in Pakistan
- * First Local Currency Index Loan with embedded Advance/Arrear Swap
- * First Quanto Swap in Pakistan
- * First Foreign Currency Advance/Arrear Swap in Pakistan
- * Structured the first Local Currency corporate bond
- * First ever foreign equity fund

Recent Accolades awarded to Citi Pakistan include:

- * Asia Money Deal of the Year Award 2008: Pakistan: \$750 million 6.975% bonds due 2017
- * Asia Money 2006: Nominated leader in Asia Structured Products Poll, 2006
- * Global Finance 2008, 2007, 2006 & 2005 Pakistan: Best Corporate/Institutional Internet Bank group
- * Global Finance 2008, 2007, 2006 & 2005 Pakistan Best Online Cash Management
- * Global Finance 2008, 2007, 2006 & 2005 Pakistan Best Consumer Internet Bank
- * Euromoney 2008 Awards for Excellence-: 2008 Highly Commended: Best International Trade Bank
- * Annual Consumer Choice Awards 2007 & 2006: Best Personal Loan Provider in Pakistan