

# atta glance»

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# at a glance >> INVESTMENTS AT CITI PRIVATE BANK

As one of the world's leading private banks, Citi Private Bank has a history of innovation, experience and intellectual leadership that few institutions can match. Our clients rely on us for investment advice distinguished by sophisticated strategies, an open product architecture and leading-edge technology.

#### Who We Are

Citi Private Bank's investment services give clients access to customized asset-allocation and portfolio construction; an open architecture investment platform that seeks exceptional managers regardless of whether they are affiliated with Citi; and a global research-based investment process.

The key to our process is our Whole Net Worth® asset-allocation model, which provides the analytical framework for combining traditional and alternative assets, such as hedge funds, private equity and real estate, with opportunistic investments like commodities into a customized portfolio.

Our global reach and experience in local markets around the world enable us to offer one of the most extensive lines of investment products available.

#### **Alternative Investments**

We use our experience in identifying, evaluating and performing due diligence on alternative investments to provide carefully selected offerings from some of the leading private equity, hedge fund and real estate managers, often on terms once available only to institutional clients. We also tap the proprietary resources of Citi Alternative Investments, which has more than \$100 billion of assets under management on a leveraged basis and manages Citi's proprietary capital as well as the capital of institutional and high net worth

clients. Citi Alternative Investments offers experience in fixed income arbitrage as well as emerging-market private equity and real estate. The result is a highly refined offering, including these recent opportunities:

- An industry-leading municipal arbitrage fund (\$500 million)
- A real estate investment fund operating in the fast-growing regions of China (\$400 million)
- A hedge fund focused on electric-utility mergers in Europe (\$119 million)
- A fund investing in emerging single-manager hedge funds (\$100 million)

#### Co-investments

These are exclusive opportunities to invest in proprietary and third-party direct investments with Citi's own capital. Some recent examples include:

- A leading telecommunications-services provider in the Middle East and Africa (\$110 million)
- The largest residential real estate company in Germany (50 million euros)
- A leveraged-buyout fund with a focus on overlooked assets in Europe (100 million pounds)

#### **Traditional Investments**

Our open architecture approach takes full advantage of the services provided by our colleagues at Consulting Group, which has one of the most experienced and comprehensive manager search-and-selection programs anywhere. With 60 dedicated manager-research analysts and \$260 billion in total assets under

Citigroup Inc. (NYSE: C)

management, Consulting Group screens more than 6,500 third-party investment portfolios to build a focus list of recommended managers for our clients. Our other capabilities include:

For More Information

Please call your Citi Private Banker.

# **Individually Managed Stock Portfolios**

- Customized portfolios built around a client's pre-existing low-cost-basis stocks, concentrated equity positions, and other business or tax considerations
- Proprietary Tax Aware Optimization Service\*, or TAOS, which seeks to enhance a portfolio's after-tax performance by employing taxefficient management techniques

#### **Individually Managed Bond Portfolios**

- Professionally managed taxable or taxexempt fixed income portfolios, customized by duration, credit quality or yield
- Comprehensive research on corporate, high yield, municipal and international bonds
- Institutional government/agency trading capability, which supports self-managed bond portfolios

# Award-Winning Investment Research

Citi Investment Research (CIR) has been among the top three research firms in these major surveys:

- Forbes.com / StarMine Survey (2006) CIR Americas Research ranked No. 1 with the most awards
- Institutional Investor Survey (2006) CIR US and European research ranked No. 2
- Broadest coverage in the industry: 3,300 stocks and 110 corporate credits under coverage

## **Trading and Risk Management**

Our parent, Citigroup, is recognized

globally as a leader in innovative derivative and structured products linked to equities, credit, interest rates, currencies and commodities. We develop customized strategies to improve potential returns and to diversify our clients' portfolios.

### Concentrated Equity Services

- Manage the buying and selling of controlled and restricted stock
- Manage 10b5-1 stock-trading plans
- Provide hedging and liquidity strategies as well as collateral lending programs

#### Yield-Curve Risk Management

• Use of swaps, caps and collars to help protect floating-rate assets and control financing costs, as well as to plan for future financing needs

### Structured-Product Strategies

 Customized notes linked to a single stock, bond or currency; or to a basket of stocks, bonds, currencies or indexes

# Foreign Exchange

Citigroup has been rated a top foreignexchange provider, including awards by Euromoney magazine and Global Finance magazine in 2007. We offer clients access to a full complement of strategies, as well as two distinct types of foreign-exchange services:

- FX Investment Advisory Services For risk-sensitive investors, we offer sophisticated trading strategies and advisory capabilities
- FX Trading Services For active traders, our team of FX traders can offer executions directly with Citi's institutional trading desks

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Alternative investments can be speculative and entail significant risks, which can include: loss of all or a substantial portion of the investment due to leveraging or other speculative practices; lack of liquidity; volatility of returns; restrictions on transferring interests in the fund; potential lack of diversification and resulting higher risk due to concentration of trading authority when a single advisor is utilized; absence of information regarding valuations and pricing; complex tax structures and delays in tax reporting; less regulation and higher fees than mutual funds and advisor risk.

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Investment Products: Not FDIC Insured • No Bank Guarantee • May Lose Value

<sup>\*</sup>Optimization does not guarantee any outcome.