



Steven Bash | Senior Vice President
Corporate & International Division

September 22, 2016

Re: CTT- Cotti Trade & Treasury

City National Bank engaged CTT - Cotti Trade & Treasury to qualify and quantify a more integrated, comprehensive and institutionally relevant strategy for our corporate and international banking division. As part of the engagement, CTT was also asked to assess our current approach and make recommendations to make it even more client centered and market competitive. The four core product groups of Trade Finance, Treasury and Cash Management, Foreign Exchange and Lending products were central to their assessment and recommendations. The scope of their engagement included a look at the market opportunity across all client segments, creating an integrated value proposition, defining new product offerings and developing a new organizational execution model. CTT's work also included creating workable, achievable financial models for each major business unit as well as a recommended roadmap for the next 5 years.

CTT executed exactly what we wanted and what we needed. In fact, the scope and quality of recommendations have exceeded our expectations. CTT brought so much experience and expertise to the project that our senior executives were amazed at the level of useful analysis and deep insight CTT presented. We found CTT to be a very competent partner that truly understands the international space across all product offerings and is very forward looking. Daniel went far and above any expectations we had in terms of his dedication, commitment and energy towards this project. He went many extra miles to formulate his recommendations and to respond to the specific needs and organizational demands we had. The project was delivered on time and with a high level of professionalism and enthusiasm.

We highly recommend CTT as a partner in the International Product space with focus on Trade Finance, Treasury and Cash Management, Foreign Exchange and Lending products. Any organization that wants to make a meaningful and successful impact in this space would serve them self well to engage CTT.

Sincerely,

A handwritten signature in blue ink, appearing to read "SJB", with a large, sweeping flourish extending to the right.

Steven J. Bash
Head of Corporate & International Division