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Citibank Russia Launches State-of-the-Art Wealth Management Program

On October 27, 2003, ZAO Citibank launched its Wealth Management Program which provides a personalized service to help customers plan their savings and investments to meet their financial objectives. The launch coincides with the opening of Citibank Russia's second retail branch at 13/3 Sadovo-Chernogriazskaya building 1, Moscow.

Sir Deryck Maughan, Chairman and CEO of Citigroup International, said, "*Citibank is bringing world class services to Russian consumers. The ZAO Citibank Wealth Management Program, the first of its kind in Russia is designed to help our customers to understand their investment options, reach their financial objectives and plan a better future for their families.*" Sir Deryck was visiting Russia to officially open the bank's second branch in Moscow with Andrei Kozlov, Deputy Chairman of the Central Bank of Russia.

At the core of the Wealth Management Program is a personalized service based on individual financial needs and risk analysis. Each customer who opens a [CitiOne](#) or a [CitiGold](#) account is assigned a relationship manager who is trained and certified in understanding and analysing customers' financial needs. The relationship manager also assesses the risk tolerance of the customer using a thorough customer profiling process. Citibank's proprietary advisory tool, The Wealth Planner, is then used to build investment recommendations and a portfolio based on the individual's financial needs and investment horizon. No minimum balance is required to open a [CitiOne](#) account which is a service provided free of charge.

Customers can then choose from a range of investment opportunities such as bank deposits, market linked deposits, fixed income instruments to meet their financial objectives. As the aim is to provide the customer with a set of investment tools to meet their financial objectives, the relationship manager recommends a wide range of products manufactured by both Citibank and other financial institutions.

Victor Bashkirov, Retail Bank Head for Russia, said, "*Our professionally trained and certified investment consultants are at our customers' service. The only thing our customers now need to do is to call us and agree on the meeting with our specialists. We look forward to assisting our customers in planning for their future with a thorough and professional approach to meeting their financial goals.*"

Investors, interested in finding out more, can get advice from certified investment consultants at Citibank branches.