



Company Overview

Los Angeles-based City National Corp. (NYSE: CYN) is the parent company of City National Bank. It offers a full complement of banking, trust and investment services through 79 offices, including 16 full-service regional centers, in Southern California, the San Francisco Bay Area, Nevada, New York City, Nashville, Tenn., and Atlanta

Its 3,300 colleagues deliver highly personal service and complete financial solutions to entrepreneurs, professionals, their businesses and their families.

Consolidated Financial Highlights

	<u>At 9/30/11</u>	<u>At 9/30/10</u>
Total assets:	\$23.1 bil.	\$21.8 bil.
Total deposits:	\$19.9 bil.	\$18.4 bil.
Total loans*:	\$12.2 bil.	\$11.4 bil.
Assets under management:	\$33.6 bil.	\$35.7 bil.
Assets under management or administration:	\$55.6 bil.	\$56.9 bil.
	<u>3Q2011</u>	<u>3Q2010</u>
Net income:	\$41.4 mil.	\$34.4 mil.
Earnings per share, diluted:	\$0.77	\$0.65
Noninterest income:	\$69.6 mil.	\$66.8 mil.

* Excludes \$1.6 billion and \$2.0 billion of FDIC-covered loans at September 30, 2011 and September 30, 2010.

Acquisitions

- Nevada Commerce Bank (2011)
- Sun West Bank (2010)
- 1st Pacific Bank of California (2010)
- Imperial Capital Bank (2009)
- Lee Munder Capital Group (2009)
- Convergent Wealth Advisors (2007)
- Business Bank Corporation (2007)
- Independence Investment LLC (2006)
- Convergent Capital Management (2003)
- Civic BanCorp (2002)
- Reed, Conner & Birdwell (2000)
- The Pacific Bank (2000)
- American Pacific State Bank (1999)
- North American Trust Company (1998)
- Harbor Bank (1998)
- Riverside National Bank (1997)
- Frontier Bank (1997)
- Ventura County National Bank (1997)
- First Los Angeles Bank (1995)

Fast Facts

- Founded by a small group of local entrepreneurs in 1954.
- Expanded to Northern California in 2000 with the purchase of The Pacific Bank, followed by the acquisition of Oakland-based Civic BanCorp in 2002.
- Opened an office in New York City in 2002 to serve clients who do business on both coasts and prospective clients in Manhattan; added a second office in Times Square in 2011.
- Expanded to Nevada in 2007 with the acquisition of Business Bank Corp., followed by the acquisition of Sun West Bank in 2010 and Nevada Commerce Bank in 2011.
- Opened its first offices in Nashville, Tenn., and Atlanta in 2011, principally to better serve the music industry.
- Recognized by *Barron's* as one of America's top wealth managers 11 years in a row (2001-2011).
- Received 10 Excellence Awards for business banking from Greenwich Associates (2010).

Products & Services

- Commercial Banking
- Private Client Services
- Small Business and Personal Banking
- Business Trust and Investments
- Services for Professional Firms
- Real Estate Services
- International Banking
- Entertainment Industry Services
- Treasury Management Services
- Online Services

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