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CITY NATIONAL BANK OF FLORIDA COMPLETED MORE THAN \$4 BILLION IN LOANS IN 2020, OUTLINES PATH TO CONTINUED GROWTH IN 2021

CEO Jorge Gonzalez Announces Launch of City National Private, Expanded Wealth Management Services, and New Executive Leadership

MIAMI, FL – March 01, 2021 – City National Bank of Florida (CNB), Florida’s Big Bank Alternative, solidified its position among the state’s largest community banks in 2020, funding loans totaling more than \$4 billion and sustaining continuous operations amidst the Covid-19 pandemic. CNB closed 2020 with almost \$19 billion in assets – up from approximately \$3 billion one decade prior. The bank attributes this growth to a steadfast commitment to client service during the pandemic, a sharp focus on technologies that enabled seamless operations and remote banking, and an emphasis on funding loans that provided capital to the businesses driving Florida’s economy.

Looking ahead, CNB is focused on expanding its Private Banking and Wealth Management services under a new City National Private brand, increasing its market share in Central Florida, and identifying opportunities for organic growth among CNB’s existing clientele. Additionally, the bank has added four seasoned banking and finance executives who will help drive CNB’s strategic growth.

“Our attention in 2020 was aimed at sustaining operations and ensuring CNB clients had the support they needed to withstand unimaginable circumstances during the pandemic,” said City National Bank Vice Chairman and CEO Jorge Gonzalez. “Fortunately, CNB spent the past decade investing in products and technologies that enabled us to deliver a high level of service while keeping our employees safe. These investments allowed us to strengthen relationships with our clients and communities, putting CNB in position for continued growth in 2021 and beyond.”

City National Bank highlights during 2020 included:

- **Paycheck Protection Program loans support 250,000 jobs:** The bank funded PPP loans totaling almost \$2 billion during the program’s first phase. More than CNB 600 team members were involved in funding 9,500 loans that helped preserve 250,000 jobs. CNB is currently participating in round 2 of PPP.
- **National leader in the Main Street Lending Program:** CNB was among the country’s most active lenders participating in the Federal Reserve’s MSLP program, with \$2.2 billion in loans funded to date. All told, CNB funded 12 percent of the MSLP loans originated nationally.
- **Acquisition of Executive National Bank:** CNB completed the purchase of ENB, which was a longtime community bank in South Florida with assets of \$455 million at the time of acquisition. The transaction underscored CNB’s dual focus on expanding organically and through strategic acquisitions.
- **\$1 million for COVID-19 relief:** CNB announced \$1 million in funding for nonprofit organizations focused on delivering community healthcare, addressing food insecurity, and protecting vulnerable populations across Florida.
- **New regional HQ opens in Orlando:** CNB will expand its footprint in Central Florida from a new, 14,000 square foot headquarters office at the iconic 390 N. Orange Avenue Tower in

Downtown Orlando. The bank opened a new banking center on the building's ground floor and CNB's logo is now atop the 28-story tower.

- **An employer of choice in the banking industry:** CNB earned recognition in *American Banker* magazine's "Best Banks to Work For" series, which ranks institutions based on factors including employee satisfaction, company culture, and workforce diversity.

CNB expects 2021 will be a year focused on fueling Florida's economic recovery as the state gradually emerges from the health crisis. The bank recently expanded its business lending capabilities with the addition of six bankers in South Florida and named a new Corporate Banking executive, Carlos Fernandez, in December 2020. At the same time, CNB is identifying opportunities for new business generation and organic growth among its existing clientele by adding new services and expanding existing business lines:

- **Private Banking:** CNB's new private banking brand, *City National Private*, will provide expanded services to business owners and high net worth families and individuals. Services include residential mortgages valued up to \$5 million; specialized loan programs for professionals including attorneys, doctors and accountants; loans for foreign nationals; second-home or investment property loans; and financing for aircraft, yachts and fine art.
- **Wealth Management:** Fiduciary services offered by CNB's Wealth Management arm will include investment management, financial planning, tax and estate planning, trust administration, family governance, estate settlement, and business succession planning.
- **International Banking:** Florida's appeal as a destination for foreign residents has intensified, with individuals and business owners migrating to the U.S. from Argentina, Mexico, Colombia, Brazil, and other Latin American markets. CNB's international banking team offers a host of services, including business and personal banking, residential and commercial lending, and wealth management services, including trust services and investments.

CNB has added four executives who will help lead the expansion of these services:

- **Steve Hayworth, Executive for Private Banking, Wealth Management and Residential Banking**, brings more than 40 years of banking experience, including senior-level positions as Founder, Chairman, and CEO of various financial institutions. Mr. Hayworth joins CNB following his previous role as Vice Chairman at Seaside National Bank & Trust. He will lead CNB's Private Banking and Wealth Management business lines.
- **John Paradisi, Chief Strategy Officer**, is a financial services executive who has developed and executed acquisitions and divestitures across a range of sectors in the consumer and commercial lending markets over the past 20 years. He joins CNB following his role as Managing Director and Chief Growth Officer at CIT Group. He will be responsible for developing and executing initiatives that advance CNB's short and long-term goals and will oversee strategy & corporate development, partnerships, digital transformation, data analytics, commercial reporting, product development and marketing.
- **Bradley Pitts, Chief Clients Officer**, is an innovation and growth strategist with nearly two decades of expertise in product marketing and management, client service and retention, brand positioning, portfolio management, and growth-oriented marketing. Mr. Pitts was previously at The Oaken Group where he served as Founder.
- **Jose Sanchez, Commercial Banking Executive**, is a 30-plus year banking professional with extensive background in sales and risk management. Mr. Sanchez joins the bank following his role at Wells Fargo where he served as Commercial Banking Segment Leader.

CNB is a subsidiary of Chile's Banco de Credito e Inversiones (Bci), Chile's third-largest privately owned bank, with more than \$63 billion in assets. Bci, which is more than 80 years old, received risk ratings of "A" from Standard & Poor's, "A2" from Moody's, and "A" from Fitch.

"The past decade at CNB has been defined by steady growth built on the premise that we can deliver the services our clients need through a community banking model, and that commitment holds true as we plan for the future in lockstep with Bci's U.S expansion strategy," added Gonzalez. "With Florida's economy proving resilient and more CNB clients pivoting to recovery mode each day, we're expanding our executive team with leaders who will help take our company to the next level by enhancing the client experience, introducing new products and services that will give us a competitive edge, and ensuring we are adapting to the fast-changing business and banking landscape."

About City National Bank of Florida

Headquartered in Miami, City National Bank (CNB) is the financial institution to which Floridians have turned for nearly 75 years. With more than \$19 billion in assets, CNB is one of the largest financial institutions based in the state. City National Bank is a subsidiary of Chilean bank, Banco de Credito e Inversiones (Bci), and remains a South Florida-based community bank with local decision-making. City National Bank is rated 5 stars "Superior" by BauerFinancial. CNB was voted Best Community Bank, Best Business Bank, Best Bank for Commercial Real Estate, Best Bank for Jumbo Loans, Best Private Bank and Best Foreign National Mortgage Lender by the readers of the Daily Business Review. CNB was also named Business of The Year 2019 by the South Florida Business Journal. CNB offers a diversified portfolio of financial products and services from Miami-Dade County to Central Florida.