CITIGROUP - QUARTERLY FINANCIAL DATA SUPPLEMENT

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(In millions of dollars, except per share amounts)

|  | $\begin{gathered} 10 \\ 2007 \end{gathered}$ |  | $\begin{gathered} 20 \\ 2007 \end{gathered}$ |  | $\begin{gathered} 30 \\ 2007 \\ 207 \end{gathered}$ |  | $\begin{gathered} 4 \mathrm{Q} \\ 2007 \end{gathered}$ |  | $\underset{2008}{10}$ |  | $\begin{gathered} 20 \\ 2008 \end{gathered}$ |  | $\begin{gathered} 30 \\ 2008 \\ 208 \end{gathered}$ |  | 3 Q 08 vs . <br> 3Q07 Increasel <br> (Decrease) | $\begin{gathered} \text { Nine } \\ \text { Months } \\ 2007 \end{gathered}$ |  | $\begin{gathered} \text { Nine } \\ \text { Months } \\ 2008 \\ \hline \end{gathered}$ |  | YTD 2008 vs. YTD 2007 Increase (Decrease) |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Total Revenues, Net of Interest Expense | s | 24,646 | s | 25,790 | s | 21,640 | s | 6,419 | s | 12,441 | s | 18,077 | s | 16,680 | (23\%) | s | 72,076 | s | 47,198 | (35\%) |
| Total Operating Expenses |  | 15,121 |  | 14,429 |  | 14,152 |  | 16,100 |  | 15,775 |  | 15,644 |  | 14,425 | 2\% |  | 43,702 |  | 45,844 | 5\% |
| Provision for Loan Losses and for Benefits and Claims |  | 2,810 |  | 2.579 |  | 4,867 |  | 7,661 |  | 5,852 |  | 7,100 |  | 9,067 | 86\% |  | 10,256 |  | 22,019 | NM |
| Income Taxes |  | 1,797 |  | 2,619 |  | 492 |  | $(7,406)$ |  | (3,939) |  | (2,404) |  | ${ }^{(3,294)}$ | nм |  | 4,908 |  | (9,637) | nм |
| Minority Interest |  | 47 |  | 123 |  | 20 |  | 95 |  | (21) |  | 76 |  | (95) | мм |  | 190 |  | (40) | nM |
| Income (Loss) from Continuing Operations | s | 4,871 | s | 6,040 | s | 2,109 | s | (10,031) | s | $(5,226)$ | s | $(2,339)$ | s | (3,423) | NM | s | 13,020 | s | (10,988) | NM |
| Discontinued Operations, Atter-tax |  | 141 |  | 186 |  | 103 |  | 198 |  | 115 |  | (156) |  | 608 | NM |  | 430 |  | 567 | 32\% |
| Net Income (Loss) | s | 5,012 | $s$ | 6,226 | s | 2,212 | s | (9,833) | $s$ | (5,111) | $s$ | $(2,995)$ | \$ | $(2,815)$ | мм | s | 13,450 | s | (10,421) | nм |
| Diluted Earrings Per Share: |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Income (Loss) from Continuing Operations | $\stackrel{ }{\text { s }}$ | 0.98 | $\stackrel{ }{ }$ | 1.21 | $\stackrel{ }{5}$ | 0.42 | $\stackrel{ }{ }$ | (2.03) (1) | $\stackrel{ }{ }$ | (1.04) ${ }^{(1)}$ | s | (0.51) (1) | \$ | (0.71) ${ }^{(1)}$ | NM | $\stackrel{1}{ }$ | 2.60 | $\stackrel{ }{s}$ | (2.26) ${ }^{(1)}$ | NM |
| Net Income (Loss) | $\stackrel{ }{\text { s }}$ | 1.01 | \$ | 1.24 | \$ | 0.44 | \$ | (1.99) (1) | s | (1.02) ${ }^{(1)}$ | $\stackrel{ }{\text { s }}$ | (0.54) (1) | $\stackrel{1}{ }$ | (0.60) ${ }^{(1)}$ | NM | \$ | 2.69 | $\stackrel{ }{\$}$ | (2.15) (1) | NM |
| Shares (in millions: |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Average Basic |  | 4,877.0 |  | 4,898.3 |  | 4,916.1 |  | 4,931.9 |  | 5,085.6 |  | 5,287.4 |  | 5,341.8 | 9\% |  | 4,897.1 |  | 5,238.3 |  |
| Average Diluted |  | 4,967.9 |  | 4,992.9 |  | 5,010.9 |  | 5,009.3 |  | 5,591.1 |  | 5,800.0 |  | 5,867.3 | 17\% |  | 4,990.6 |  | 5,752.8 |  |
| Common Shares Outstanding, at period end |  | 4,946.4 |  | 4,974.6 |  | 4,981.1 |  | 4,994.6 |  | 5,249.8 |  | 5.445.4 |  | 5.449.5 | 9\% |  |  |  |  |  |
| Preferred Dividends - Basic (in millions) (2) | \$ | 16 | \$ | 14 | \$ | 6 | \$ |  | \$ | 83 | \$ | 361 | \$ | 389 |  | \$ | 36 | \$ | 833 |  |
| Preferred Dividends - Diluted (in millions) (2) | \$ | 16 | \$ | 14 | \$ | 6 | \$ | - | \$ | 17 | \$ | ${ }_{91}$ | \$ | 119 |  | \$ | 36 | \$ | 227 |  |
| Einancial Ratios: |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Tier 1 Capital Ratio |  | 8.26\% |  | 7.91\% |  | 7.32\% |  | 7.12\% |  | 7.74\% |  | 8.74\% |  | 8.2\% |  |  |  |  |  |  |
| Total Capital Ratio |  | 11.48\% |  | 11.23\% |  | 10.61\% |  | 10.70\% |  | 11.22\% |  | 12.29\% |  | 11.7\% |  |  |  |  |  |  |
| Leverage Ratio |  | 4.84\% |  | 4.37\% |  | 4.13\% |  | 4.03\% |  | 4.39\% |  | 5.04\% |  | 4.7\% |  |  |  |  |  |  |
| Return on Common Equity |  | 17.1\% |  | 20.19 |  | 6.9\% |  | (32.4\%) |  | (18.6\%) |  | (10.4\%) |  | (12.2\%) |  |  | 14.6\% |  | (13.8\%) |  |
| Balance Sheet Data, EOP (in billions, except Book Value per Share): |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Total Assets | \$ | 2,020.8 | \$ | 2,220.7 | \$ | 2,358.1 | \$ | 2,187.5 | \$ | 2,199.7 | \$ | 2,100.4 | \$ | 2,050.5 | (13\%) |  |  |  |  |  |
| Trading Account Assets |  | 460.1 |  | 538.3 |  | 581.2 |  | 539.0 |  | 578.4 |  | 505.4 |  | 457.2 | (21\%) |  |  |  |  |  |
| otal Loans |  | 693.3 |  | 742.9 |  | 4.0 |  | 778.0 |  | 789.8 |  | 746.8 |  | 717.0 | (7\%) |  |  |  |  |  |
| Total Deposits |  | 738.5 |  | 771.8 |  | 812.9 |  | 826.2 |  | 831.2 |  | 803.6 |  | 780.3 | (4\%) |  |  |  |  |  |
| Stockholders' E |  | 121.9 |  | 127 |  | 127.0 |  | 113.4 |  | 128.1 |  | 136.4 |  | 126.1 | (1\%) |  |  |  |  |  |
| Equity and Trus Securities |  | 131.3 |  | 137.8 |  | 138.7 |  | 137.2 |  | 152.2 |  | 160.1 |  | 149.7 | 8\% |  |  |  |  |  |
| Book Value Per Share | \$ | 24.45 | \$ | 25.53 | \$ | 25.45 | \$ | 22.71 | \$ | 20.70 | \$ | 20.01 | \$ | 18.10 | (29\%) |  |  |  |  |  |
| Direct Staff (in thousands) |  | 343 |  | 361 |  | 371 |  | 375 |  | 369 |  | 363 |  | 352 | (5\%) |  |  |  |  |  |
| Segment Net Income: |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Global Cards | \$ | 1,250 | \$ | 1,048 | \$ | 1,442 | \$ | 934 | \$ | 1,226 | \$ | 452 | \$ | (902) | nM | \$ | 3,740 | \$ | 776 | (79\%) |
| Consumer Banking |  | 1,179 |  | 1,400 |  | 156 |  | (578) |  | 52 |  | (828) |  | (1,099) | мм |  | 2,735 |  | (1,875) | мм |
| Institutional Clients Group (ICG) |  | 2,917 |  | 3,384 |  | 267 |  | (10,723) |  | $(6,357)$ |  | (2,044) |  | $(2,017)$ | nM |  | ${ }_{6}^{6.568}$ |  | (10,418) | NM |
| $\mathrm{Clobal}^{\text {Weath Management (GWM) }}$ |  | 448 |  | 512 |  | 490 |  | 524 |  | 294 |  | 405 |  | 363 | (26\%) |  | 1,450 |  | 1,062 | (27\%) |
| Corporat/Other |  | ${ }^{(923)}$ |  | (304) |  | (246) |  | ${ }^{(188)}$ |  | (441) |  | ${ }^{(324)}$ |  | 232 | NM |  | (1,473) |  | (533) | 64\% |
| Discontinued Operations |  | 141 |  | 186 |  | 103 |  | 198 |  | 115 |  | (156) |  | 608 | NM |  | 430 |  | 567 | 32\% |
| Total Net Income | s | 5,012 | s | 6,226 | \$ | 2,212 | s | (9,833) | $s$ | (5,111) | s | $(2,495)$ | $\stackrel{ }{s}$ | (2,815) | NM | $\stackrel{ }{s}$ | 13,450 | s | (10,421) | Nm |
| Regional Net Income (3): |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| North America | \$ | 3,244 | \$ | 3,397 | \$ | 481 | \$ | (8,947) | \$ | $(5,586)$ | \$ | (3,317) | \$ | $(4,639)$ | мм | \$ | 7,122 | \$ | (13,542) | nм |
| Europe, Middle East and Aftica (EMEA) |  | ${ }_{795}^{693}$ |  | 910 |  | (20) |  | $(3,296)$ |  | (1,159) |  | ${ }^{(128)}$ |  | 9 | NM |  | ${ }^{1.583}$ |  | ${ }^{(1,278)}$ | NM |
| $\underset{\text { Asia }}{\text { Latin America }}$ |  | + 7.085 |  | 787 1.250 |  | 1,084 810 |  | 1.461 |  | 1,195 765 |  | ${ }_{772}^{658}$ |  | 280 695 | ${ }_{\text {cke }}^{(144 \%)}$ |  | (e,136 |  | ${ }_{\substack{2,133 \\ 2,23}}^{1}$ | ${ }_{(020 \%)}^{(200 \%)}$ |
| Corporat/Other |  | (923) |  | (304) |  | (246) |  | (188) |  | (441) |  | (324) |  | 232 | NM |  | ${ }_{(1,473)}$ |  | (533) | 64\% |
| Discontinued Operations |  | 141 |  | 186 |  | 103 |  | 198 |  | 115 |  | (156) |  | 608 | nм |  | 430 |  | 567 | 32\% |
| Total Net Income | $\stackrel{ }{ }$ | 5,012 | $\stackrel{ }{s}$ | 6,226 | $\stackrel{ }{s}$ | 2,212 | $s$ | (9,833) | s | (5,111) | $\stackrel{ }{ }$ | (2,495) | $\stackrel{ }{ }$ | (2,815) | NM | $\stackrel{ }{ }$ | 13,450 | $\stackrel{ }{s}$ | (10,421) | Nm |
| (1) Diluted shares used in the Diluted EPS calculation represent Easic Shares for the fourt quarter of 2007, first, second and third quarters of 2008 due to the Net Loss. Using actual Diluted shares would result in anti-dilition. |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
|  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
|  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| NM Not meaningtulReclasified to contorm to the current period's presentation. |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
|  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| * Preliminary |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |

Revenues
Interest revenue
Interest expense
iterest expense
Net interest revenue
Commissions and fees
Principal transactions
Administrative and other fiduciary fees
Realized gains (losses) from sales of investments
Insurance premiums
Other revenue
Total non-interest revenues
Total revenues, net of interest expense
Provisions for Credit Losses and for Benefits and Claims
Provision for loan Provision for loan losses
Policyholder benefits and claims
Provision for unfunded lending commitments
Total provisions for credit losses and for benefits and claims
Operating Expenses
Compensation and benefits
Premises and Equipmen
Technology / communication expense
Advertising and marketing expense
Restructuring-related items
Other operating
Total operating expenses

Income (Loss) from Continuing Operations before Incom
Taxes and Minority Interest
Provision (benefits) for income taxes
Minority interest, net of income taxes
Income (Loss) from Continuing Operations
Discontinued Operations (1)
Income from Discontinued Operations
Gain (Loss) on Sale / Pending Sale
Provision (benefits) for income taxes
Income from Discontinued Operations, net
Net Income (Loss)

| $\begin{gathered} 1 Q \\ 2007 \end{gathered}$ |  | $\begin{gathered} 2 \mathrm{Q} \\ 2007 \end{gathered}$ |  | $\begin{gathered} 3 Q \\ 2007 \end{gathered}$ |  | $\begin{gathered} 4 \mathrm{Q} \\ 2007 \\ \hline \end{gathered}$ |  | $\begin{gathered} 1 Q \\ 2008 \\ \hline \end{gathered}$ |  | $\begin{gathered} 2 \mathrm{Q} \\ 2008 \\ \hline \end{gathered}$ |  | $\begin{gathered} 3 Q \\ 2008 \\ \hline \end{gathered}$ |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| \$ | 27,417 | \$ | 29,889 | \$ | 32,267 | \$ | 31,856 | \$ | 29,190 | \$ | 27,372 | \$ | 26,182 |
|  | 17,192 |  | 18,812 |  | 20,423 |  | 19,624 |  | 16,122 |  | 13,407 |  | 12,776 |
|  | 10,225 |  | 11,077 |  | 11,844 |  | 12,232 |  | 13,068 |  | 13,965 |  | 13,406 |
|  | 5,488 |  | 6,526 |  | 3,944 |  | 4,748 |  | 1,576 |  | 6,043 |  | 3,425 |
|  | 3,166 |  | 2,627 |  | (246) |  | $(17,633)$ |  | $(6,663)$ |  | $(5,589)$ |  | $(2,904)$ |
|  | 1,941 |  | 2,234 |  | 2,460 |  | 2,497 |  | 2,298 |  | 2,289 |  | 2,165 |
|  | 473 |  | 119 |  | 263 |  | 313 |  | (119) |  | (139) |  | (605) |
|  | 730 |  | 743 |  | 772 |  | 817 |  | 843 |  | 847 |  | 823 |
|  | 2,623 |  | 2,464 |  | 2,603 |  | 3,445 |  | 1,438 |  | 661 |  | 370 |
|  | 14,421 |  | 14,713 |  | 9,796 |  | (5,813) |  | (627) |  | 4,112 |  | 3,274 |
| 24,646 |  |  | 25,790 |  | 21,640 |  | 6,419 |  | 12,441 |  | 18,077 |  | 16,680 |


| 2,54 |
| ---: |
| 26 |



| 6,715 | 8,782 | 2,621 | (17,342) | $(9,186)$ | $(4,667)$ | $(6,812)$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| $\begin{array}{r} 1,797 \\ 47 \\ \hline \end{array}$ | $\begin{array}{r} 2,619 \\ 123 \\ \hline \end{array}$ | $\begin{gathered} 492 \\ 20 \\ \hline \end{gathered}$ | $\begin{array}{r} (7,406) \\ 95 \\ \hline \end{array}$ | $(3,939)$ (21) | $\begin{array}{r} (2,404) \\ 76 \\ \hline \end{array}$ | $(3,294)$ |
| 4,871 | 6,040 | 2,109 | $(10,031)$ | $(5,226)$ | $(2,339)$ | $(3,423)$ |


| 206 | 277 | 148 | 294 |
| :---: | :---: | :---: | :---: |
| 65 | 91 | 45 | 96 |
| 141 | 186 | 103 | 198 |

163
-

48 | 232 |
| :---: | :---: |
| 115 |

## $3008 \mathrm{vs}$. 3 Q 07 Increase (Decrease)

 $(19 \%)$
$(37 \%)$
$13 \%$ $(13 \%)$
NM NM
$(12 \%)$ NM
$7 \%$
$(86 \%)$ $7 \%$
$(86 \%)$
$(67 \%)$ (23\%) $95 \%$
$16 \%$
NM
180
$4 \%$
$2 \%$
$7 \%$ $7 \%$
$(33 \%)$
$(77 \%)$
$6 \%$

NM

NM
NM

NM

| Nine <br> Months 2007 |  | Nine <br> Months 2008 |  | YTD 2008 vs. YTD 2007 Increase/ (Decrease) |
| :---: | :---: | :---: | :---: | :---: |
| \$ | 89,573 | \$ | 82,744 | (8\%) |
|  | 56,427 |  | 42,305 | (25\%) |
|  | 33,146 |  | 40,439 | 22\% |
|  | 15,958 |  | 11,044 | (31\%) |
|  | 5,547 |  | $(15,156)$ | nM |
|  | 6,635 |  | 6,752 | 2\% |
|  | 855 |  | (863) | nM |
|  | 2,245 |  | 2,513 | 12\% |
|  | 7,690 |  | 2,469 | (68\%) |
|  | 38,930 |  | 6,759 | (83\%) |
| 72,076 |  |  | 47,198 | (35\%) |
| $\begin{array}{r} 9,512 \\ 694 \\ 50 \\ \hline \end{array}$ |  |  | 21,503 | NM |
|  |  |  | 809 | 17\% |
|  |  |  | (293) | nM |
| 10,256 |  |  | 22,019 | nM |
| 24,948 |  |  | 25,858 | 4\% |
| 4,861 |  |  | 5,388 | 11\% |
| $\begin{aligned} & 4,001 \\ & 3,268 \\ & 2,077 \end{aligned}$ |  |  | 3,703 | 13\% |
|  |  |  | 1,799 | (13\%) |
| 1,26751,0757,073 |  |  | (21) | NM |
|  |  |  | 9,117 | 29\% |
| $\begin{array}{r}7,073 \\ \hline 43,702 \\ \hline\end{array}$ |  |  | 45,844 | 5\% |
| 18,118 |  |  | $(20,665)$ | NM |
| $\begin{array}{r} 4,908 \\ 190 \\ \hline \end{array}$ |  |  | $(9,637)$ | nM |
|  |  |  | (40) | NM |
| 13,020 |  |  | $(10,988)$ | NM |
| 631 |  |  | 896 <br> (508) |  |
| 201 |  |  | (179) |  |
| 430 |  |  | 567 |  |
| \$ | 13,450 | s | (10,421) | NM |

Discontinued Operations includes:
a) The sale of substantially all of cititgroup's Citicapital equipment finance unit to General Electric.
b) The sale of substantially all of Citigroupp's Retail Banking Operations in Germany to Creedit Mutuel.

NM Not meaningful
Reclassified to conform to the current period's presentation

Assets Cash and due from banks (including segregated cash and other deposits)
Deposits with banks
Federal funds sold and
Brokerage receivables
Trading account asset
Investments
Loans, net of unearned income
Consumer (2)
oans, net of unearned incom
Oans, net of unearned inco
Allowance for loan losses
Total loans, net
Goodvill
Intangible assets
Other assets
Other assets
Assets of discontinued operations held for sale (2)

## Total assets

## iabilities

Non-interest-bearing deposits in U.S. offices
interest-bearing deposits in U.S. offices
Interest-bearing deposits in U.S. ofices
Non-interest-bearing deposits in offices outside the U.S
Interest-bearing deposits in offices outside the U.S.
Total deposits (2)
Federal funds purchased and securities loaned or sold under agreements to repurchase Brokerage payables
rading account liabilities
Short-term borrowing
Long-term debt
Liabilities of discontinued operations held for sale (2)
Total liabilities
Stockholders' equity
Preferred Stock
Additional paid-in capital
Retained earnings
reasury stock
Ccumulated other comprehensive income (loss)
Total stockholders' equity
Total liabilities and stockholders' equity

|  |  | 2007 |  | September 30,2007 |  | December 31,2007 |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| \$ | 24,421 | \$ | 30,635 | \$ | 38,226 | \$ | 38,206 |
|  | 44,906 |  | 70,897 |  | 58,713 |  | 69,366 |
|  | 303,925 |  | 348,129 |  | 383,217 |  | 274,066 |
|  | 51,976 |  | 61,144 |  | 69,062 |  | 57,359 |
|  | 460,065 |  | 538,316 |  | 581,220 |  | 538,984 |
|  | 286,567 |  | 257,880 |  | 240,828 |  | 215,008 |
|  | 519,105 |  | 551,223 |  | 570,891 |  | 592,307 |
|  | 174,239 |  | 191,701 |  | 203,078 |  | 185,686 |
|  | $\begin{gathered} 693,344 \\ (9,510) \end{gathered}$ |  | $\begin{aligned} & 742,924 \\ & (10,381) \end{aligned}$ |  | $\begin{gathered} 773,969 \\ (12,728) \end{gathered}$ |  | $\begin{gathered} 777,993 \\ (16,117) \end{gathered}$ |
|  | 683,834 |  | 732,543 |  | 761,241 |  | 761,876 |
|  | 34,229 |  | 39,080 |  | 39,798 |  | 41,053 |
|  | 19,330 |  | 22,975 |  | 23,651 |  | 22,687 |
|  | 111,562 |  | 119,116 |  | 162,159 |  | 168,875 |
|  | - |  | - |  | - |  | - |
| \$ | 2,020,815 | \$ | 2,220,715 | \$ | 2,358,115 | \$ | 2,187,480 |


| March 31, 2008 |  | June 30, |  | $\begin{gathered} \text { September 30, } \\ 2008(1) \\ \hline \end{gathered}$ |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
| \$ | 30,837 | \$ | 44,824 | \$ | 62,951 |
|  | 73,318 |  | 67,945 |  | 78,670 |
|  | 239,006 |  | 220,169 |  | 225,409 |
|  | 65,653 |  | 62,492 |  | 80,532 |
|  | 578,437 |  | 505,439 |  | 457,193 |
|  | 204,155 |  | 232,528 |  | 205,731 |
|  | 596,987 |  | 571,238 |  | 543,436 |
|  | 192,856 |  | 175,552 |  | 173,519 |
|  | 789,843 |  | 746,790 |  | 716,955 |
|  | $(18,257)$ |  | (20,777) |  | (24,005) |
|  | 771,586 |  | 726,013 |  | 692,950 |
|  | 43,471 |  | 42,386 |  | 39,662 |
|  | 23,945 |  | 24,542 |  | 23,464 |
|  | 169,289 |  | 161,101 |  | 165,280 |
|  | - |  | 12,946 |  | 18,627 |
| \$ | 2,199,697 | \$ | 2,100,385 | \$ | 2,050,469 |
| \$ | 43,779 | \$ | 49,636 | \$ | 61,694 |
|  | 226,285 |  | 210,916 |  | 215,423 |
|  | 45,230 |  | 46,765 |  | 46,348 |
|  | 515,914 |  | 496,325 |  | 456,878 |
|  | 831,208 |  | 803,642 |  | 780,343 |
|  | 279,561 |  | 246,107 |  | 250,419 |
|  | 95,597 |  | 96,432 |  | 117,536 |
|  | 201,986 |  | 189,468 |  | 169,283 |
|  | 135,799 |  | 114,445 |  | 101,855 |
|  | 424,959 |  | 417,928 |  | 396,097 |
|  | 102,519 |  | 95,502 |  | 94,601 |
|  | - |  | 456 |  | 14,273 |
|  | 2,071,629 |  | 1,963,980 |  | 1,924,407 |
| 19,384 |  |  | 27,424 |  | 27,424 |
| 55 |  |  | 57 |  | 57 |
| 11,131114,899 |  |  | 16,594 |  | 16,884 |
|  |  |  | 110,290 |  | 105,340 |
| (10,020) |  |  | $(9,911)$ |  | $(9,642)$ |
|  | $(7,381)$ |  | $(8,049)$ |  | $(14,001)$ |
| 128,068 |  |  | 136,405 |  | 126,062 |
| \$ | 2,199,697 | \$ | 2,100,385 | S | 2,050,469 |

(2) Assets and Liabilities of discontinued operations held-for-sale include $\$ 15.6$ billion of loans and $\$ 13.5$ billion of deposits at September 30 , 2008 , respectively, related to the announced sale of Citigroup's Retail Banking Operations in Germany
(3) Includes allowance for credit losses for letters of credit and unfunded lending commitments of $\$ 1,100$ million for
the first and second quarters of $2007, \$ 1,150$ million for the third quarter of 2007 and $\$ 1,250$ million for the fourth quarter of 2007 , respectively, $\$ 1,250$ million for the first quarter of $2008, \$ 1,107$ million for the second quarter of 2008 , and $\$ 957$ million for the third quarter of 2008 , respectively.

## NM Not meaningful

Reclassified to conform to the current period's presentation.

## CITIGROUP -- NET INCOME

SEGMENT VIEW
(In millions of dollars)
Global Cards:
$\quad$ North America
EMEA
Latin America
Asia

| $\begin{gathered} 1 Q \\ 2007 \\ \hline \end{gathered}$ |  | $\begin{gathered} 2 \mathrm{Q} \\ 2007 \\ \hline \end{gathered}$ |  | $\begin{array}{r} 3 Q \\ 2007 \\ \hline \end{array}$ |  | $\begin{gathered} 4 \mathrm{Q} \\ 2007 \\ \hline \end{gathered}$ |  | $\begin{gathered} 1 Q \\ 2008 \\ \hline \end{gathered}$ |  | $\begin{gathered} 2 \mathrm{Q} \\ 2008 \\ \hline \end{gathered}$ |  | $\begin{array}{r} 3 Q \\ 2008 \\ \hline \end{array}$ |  | 3Q08 vs. 3Q07 Increase) (Decrease) |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| \$ | 872 | \$ | 711 | \$ | 808 | \$ | 322 | \$ | 537 | \$ | 178 | \$ | (873) | NM |
|  | 38 |  | 44 |  | 30 |  | 120 |  | 42 |  | 4 |  | (25) | NM |
|  | 235 |  | 184 |  | 563 |  | 251 |  | 516 |  | 165 |  | (36) | nM |
|  | 105 |  | 109 |  | 41 |  | 241 |  | 131 |  | 105 |  | 32 | (22\%) |
|  | 1,250 |  | 1,048 |  | 1,442 |  | 934 |  | 1,226 |  | 452 |  | (902) | NM |


| Nine Months 2007 | Nine <br> Months 2008 |  |
| :---: | :---: | :---: |
| 2,391 | \$ | (158) |
| 112 |  | 21 |
| 982 |  | 645 |
| 255 |  | 268 |
| 3,740 |  | 776 |

## YTD 2008 vs. YTD 2007 Increase/

 (Decrease)NM
$(81 \%)$ (34\%)

Total Global Cards

## Consumer Banking:

North America


NM
NM
$(72 \%)$
$100 \%$
NM

| 1,700 | $(2,364)$ | NM |
| ---: | ---: | :---: |
| $(58)$ | $(242)$ | NM |
| 454 | 376 | $(17 \%)$ |
| 639 | 355 | $(44 \%)$ |
|  | $(1,875)$ | NM |

Institutional Clients Group (ICG)
North America
EMEA
Latin America
Asia
Total Institutional Clients Group (ICG)

| 1,261 | 1,461 | (720) | $(8,735)$ | $(5,955)$ | $(2,853)$ | $(2,950)$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 694 | 804 | (26) | $(3,372)$ | $(1,142)$ | (89) | 104 |
| 366 | 391 | 407 | 466 | 382 | 402 | 271 |
| 596 | 728 | 606 | 918 | 358 | 496 | 558 |
| 2,917 | 3,384 | 267 | $(10,723)$ | $(6,357)$ | $(2,044)$ | $(2,017)$ |


| 2,002 | $(11,758)$ | NM |  |
| :---: | :---: | :---: | :---: |
| 1,472 | $(1,127)$ | NM |  |
| 1,164 | 1,055 | $(9 \%)$ |  |
| 1,930 |  | 1,412 |  |
|  |  | $(10,418)$ | $(27 \%)$ |
|  |  |  |  |

Global Wealth Management:
North America
EMEA
Latin America
Asia
Total Global Wealth Management

Corporate / Other

(In millions of dollars)


Net Income (Loss)

|  | $\begin{gathered} 1 Q \\ 2007 \\ \hline \end{gathered}$ |  | $\begin{gathered} 2 Q \\ 2007 \\ \hline \end{gathered}$ |  | $\begin{array}{r} 3 Q \\ 2007 \\ \hline \end{array}$ |  | $\begin{gathered} 4 Q \\ 2007 \\ \hline \end{gathered}$ |  | $\begin{gathered} 1 Q \\ 2008 \\ \hline \end{gathered}$ |  | $\begin{gathered} 2 Q \\ 2008 \\ \hline \end{gathered}$ |  | $\begin{gathered} 3 Q \\ 2008 \end{gathered}$ |  | 3 Q 08 vs . 3Q07 Increasel (Decrease) |  | ine <br> nths <br> 07 | Nine Months 2008 |  | $\begin{aligned} & \text { YTD } 2008 \text { vs. } \\ & \text { YTD } 2007 \text { Increase/ } \\ & \text { (Decrease) } \\ & \hline \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Global Cards: |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| North America | \$ | 3,407 | \$ | 3,298 | \$ | 3,510 | \$ | 3,678 | \$ | 3,343 | \$ | 2,928 | \$ | 1,388 | (60\%) | \$ | 10,215 | \$ | 7,659 | (25\%) |
| Emea |  | 349 |  | 475 |  | 566 |  | 565 |  | 585 |  | 611 |  | 593 | 5\% |  | 1,390 |  | 1,789 | 29\% |
| Latin America |  | 867 |  | 990 |  | 1,728 |  | 1,218 |  | 1,776 |  | 1,229 |  | 1,143 | (34\%) |  | 3,585 |  | 4,148 | 16\% |
| Asia |  | 513 |  | 531 |  | 538 |  | 818 |  | 675 |  | 659 |  | 665 | 24\% |  | 1,582 |  | 1,999 | 26\% |
| Total Global Cards |  | 5,136 |  | 5,294 |  | 6,342 |  | 6,279 |  | 6,379 |  | 5,427 |  | 3,789 | (40\%) |  | 16,772 |  | 15,595 | (7\%) |
| Consumer Banking: |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| North America |  | 4,058 |  | 4,224 |  | 4,164 |  | 4,545 |  | 4,485 |  | 4,124 |  | 4,414 | 6\% |  | 12,446 |  | 13,023 | 5\% |
| EmEA |  | 560 |  | 603 |  | 625 |  | 697 |  | 700 |  | 762 |  | 622 | - |  | 1,788 |  | 2,084 | 17\% |
| Latin America |  | 946 |  | 996 |  | 1,071 |  | 1,172 |  | 1,048 |  | 1,038 |  | 1,015 | (5\%) |  | 3,013 |  | 3,101 | 3\% |
| Asia |  | 1,458 |  | 1,475 |  | 1,442 |  | 1,422 |  | 1,558 |  | 1,431 |  | 1,378 | (4\%) |  | 4,375 |  | 4,367 | - |
| Total Consumer Banking |  | 7,022 |  | 7,298 |  | 7,302 |  | 7,836 |  | 7,791 |  | 7,355 |  | 7,429 | 2\% |  | 21,622 |  | 22,575 | 4\% |
| Institutional Clients Group (ICG): |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| North America |  | 4,245 |  | 4,026 |  | 110 |  | $(11,421)$ |  | $(7,824)$ |  | (1,748) |  | $(2,165)$ | nм |  | 8,381 |  | (11,737) | мм |
| Emea |  | 2,827 |  | 2,993 |  | 1,398 |  | $(2,983)$ |  | 133 |  | 1,740 |  | 1,913 | 37\% |  | 7,218 |  | 3,786 | (48\%) |
| Latin America |  | 965 |  | 985 |  | 1,103 |  | 1,153 |  | 1,012 |  | 1,075 |  | 828 | (25\%) |  | 3,053 |  | 2,915 | (5\%) |
| Asia |  | 1,616 |  | 2,257 |  | 2,006 |  | 2,460 |  | 1,721 |  | 1,872 |  | 1,817 | (9\%) |  | 5,879 |  | 5,410 | (8\%) |
| Total Institutional Clients Group (ICG) |  | 9,653 |  | 10,261 |  | 4,617 |  | $(10,791)$ |  | $(4,958)$ |  | 2,939 |  | 2,393 | (48\%) |  | 24,531 |  | 374 | (98\%) |
| Global Wealth Management: |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| North America |  | 2,385 |  | 2,441 |  | 2,455 |  | 2,509 |  | 2,376 |  | 2,427 |  | 2,317 | (6\%) |  | 7,281 |  | 7,120 | (2\%) |
| Emea |  | 108 |  | 137 |  | 139 |  | 159 |  | 170 |  | 153 |  | 147 | 6\% |  | 384 |  | 470 | 22\% |
| Latin America |  | 91 |  | 92 |  | 92 |  | 98 |  | 100 |  | 102 |  | 92 | - |  | 275 |  | 294 | 7\% |
| Asia |  | 234 |  | 527 |  | 833 |  | 698 |  | 633 |  | 633 |  | 608 | (27\%) |  | 1,594 |  | 1,874 | 18\% |
| Total Global Wealth Management |  | 2,818 |  | 3,197 |  | 3,519 |  | 3,464 |  | 3,279 |  | 3,315 |  | 3,164 | (10\%) |  | 9,534 |  | 9,758 | 2\% |
| Corporate / Other |  | 17 |  | (260) |  | (140) |  | (369) |  | (50) |  | (959) |  | (95) | 32\% |  | (383) |  | $(1,104)$ | NM |



## NM Not meaningul

Reclassified to conform to the current period's presentation.

|  | $\begin{gathered} 10 \\ 2007 \\ \hline \end{gathered}$ |  | $\begin{gathered} 2 \mathrm{Q} \\ 2007 \\ \hline \end{gathered}$ |  | $\begin{gathered} 3 Q \\ 2007 \\ \hline \end{gathered}$ |  | $\begin{gathered} 4 \mathrm{Q} \\ 2007 \\ \hline \end{gathered}$ |  | $\begin{gathered} 1 Q \\ 2008 \\ \hline \end{gathered}$ |  | $\begin{gathered} 2 \mathrm{Q} \\ 2008 \\ \hline \end{gathered}$ |  | $\begin{gathered} 3 Q \\ 2008 \\ \hline \end{gathered}$ |  | 3 Q 08 vs. 3Q07 Increasel (Decrease) | Nine Months 2007 |  | Nine Months 2008 |  | $\begin{aligned} & \text { YTD } 2008 \text { vs. } \\ & \text { YTD } 2007 \text { Increase/ } \\ & \text { (Decrease) } \\ & \hline \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| North America |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Global Cards | \$ | 3,407 | \$ | 3,298 | \$ | 3,510 | \$ | 3,678 | \$ | 3,343 | \$ | 2,928 | \$ | 1,388 | (60\%) | \$ | 10,215 | \$ | 7,659 | (25\%) |
| Consumer Banking |  | 4,058 |  | 4,224 |  | 4,164 |  | 4,545 |  | 4,485 |  | 4,124 |  | 4,414 | 6\% |  | 12,446 |  | 13,023 | 5\% |
| Institutional Clients Group |  | 4,245 |  | 4,026 |  | 110 |  | $(11,421)$ |  | $(7,824)$ |  | $(1,748)$ |  | $(2,165)$ | мм |  | 8,381 |  | $(11,737)$ | NM |
| Securities \& Banking |  | 3,907 |  | 3,655 |  | (336) |  | $(11,889)$ |  | $(8,317)$ |  | $(2,244)$ |  | $(2,693)$ | NM |  | 7,226 |  | $(13,254)$ | NM |
| Transaction Services |  | 338 |  | 371 |  | 446 |  | 468 |  | 493 |  | 496 |  | 528 | 18\% |  | 1,155 |  | 1,517 | 31\% |
| Global Wealth Management |  | 2,385 |  | 2,441 |  | 2,455 |  | 2,509 |  | 2,376 |  | 2,427 |  | 2,317 | (6\%) |  | 7,281 |  | 7,120 | (2\%) |
| Total North America |  | 14,095 |  | 13,989 |  | 10,239 |  | (689) |  | 2,380 |  | 7,731 |  | 5,954 | (42\%) |  | 38,323 |  | 16,065 | (58\%) |
| EMEA |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Global Cards |  | 349 |  | 475 |  | 566 |  | 565 |  | 585 |  | 611 |  | 593 | 5\% |  | 1,390 |  | 1,789 | 29\% |
| Consumer Banking |  | 560 |  | 603 |  | 625 |  | 697 |  | 700 |  | 762 |  | 622 |  |  | 1,788 |  | 2,084 | 17\% |
| Institutional Clients Group |  | 2,827 |  | 2,993 |  | 1,398 |  | $(2,983)$ |  | 133 |  | 1,740 |  | 1,913 | 37\% |  | 7,218 |  | 3,786 | (48\%) |
| Securities \& Banking |  | 2,229 |  | 2,313 |  | 674 |  | $(3,762)$ |  | (680) |  | 871 |  | 1,043 | 55\% |  | 5,216 |  | 1,234 | (76\%) |
| Transaction Services |  | 598 |  | 680 |  | 724 |  | 779 |  | 813 |  | 869 |  | 870 | 20\% |  | 2,002 |  | 2,552 | 27\% |
| Global Wealth Management |  | 108 |  | 137 |  | 139 |  | 159 |  | 170 |  | 153 |  | 147 | 6\% |  | 384 |  | 470 | 22\% |
| Total EMEA |  | 3,844 |  | 4,208 |  | 2,728 |  | $(1,562)$ |  | 1,588 |  | 3,266 |  | 3,275 | 20\% |  | 10,780 |  | 8,129 | (25\%) |
| Latin America |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Global Cards |  | 867 |  | 990 |  | 1,728 |  | 1,218 |  | 1,776 |  | 1,229 |  | 1,143 | (34\%) |  | 3,585 |  | 4,148 | 16\% |
| Consumer Banking |  | 946 |  | 996 |  | 1,071 |  | 1,172 |  | 1,048 |  | 1,038 |  | 1,015 | (5\%) |  | 3,013 |  | 3,101 | 3\% |
| Institutional Clients Group |  | 965 |  | 985 |  | 1,103 |  | 1,153 |  | 1,012 |  | 1,075 |  | 828 | (25\%) |  | 3,053 |  | 2,915 | (5\%) |
| Securities \& Banking |  | 730 |  | 724 |  | 812 |  | 812 |  | 680 |  | 707 |  | 463 | (43\%) |  | 2,266 |  | 1,850 | (18\%) |
| Transaction Services |  | 235 |  | 261 |  | 291 |  | 341 |  | 332 |  | 368 |  | 365 | 25\% |  | 787 |  | 1,065 | 35\% |
| Global Wealth Management |  | 91 |  | 92 |  | 92 |  | 98 |  | 100 |  | 102 |  | 92 | - |  | 275 |  | 294 | 7\% |
| Total Latin America |  | 2,869 |  | 3,063 |  | 3,994 |  | 3,641 |  | 3,936 |  | 3,444 |  | 3,078 | (23\%) |  | 9,926 |  | 10,458 | 5\% |
| Asia |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Global Cards |  | 513 |  | 531 |  | 538 |  | 818 |  | 675 |  | 659 |  | 665 | 24\% |  | 1,582 |  | 1,999 | 26\% |
| Consumer Banking |  | 1,458 |  | 1,475 |  | 1,442 |  | 1,422 |  | 1,558 |  | 1,431 |  | 1,378 | (4\%) |  | 4,375 |  | 4,367 | - |
| Institutional Clients Group |  | 1,616 |  | 2,257 |  | 2,006 |  | 2,460 |  | 1,721 |  | 1,872 |  | 1,817 | (9\%) |  | 5,879 |  | 5,410 | (8\%) |
| Securities \& Banking |  | 1,137 |  | 1,722 |  | 1,398 |  | 1,749 |  | 1,012 |  | 1,205 |  | 1,106 | (21\%) |  | 4,257 |  | 3,323 | (22\%) |
| Transaction Services |  | 479 |  | 535 |  | 608 |  | 711 |  | 709 |  | 667 |  | 711 | 17\% |  | 1,622 |  | 2,087 | 29\% |
| Global Wealth Management |  | 234 |  | 527 |  | 833 |  | 698 |  | 633 |  | 633 |  | 608 | (27\%) |  | 1,594 |  | 1,874 | 18\% |
| Total Asia |  | 3,821 |  | 4,790 |  | 4,819 |  | 5,398 |  | 4,587 |  | 4,595 |  | 4,468 | (7\%) |  | 13,430 |  | 13,650 | 2\% |
| Corporate / Other |  | 17 |  | (260) |  | (140) |  | (369) |  | (50) |  | (959) |  | (95) | 32\% |  | (383) |  | $(1,104)$ | nм |
| Total Net Revenues | \$ | 24,646 | \$ | 25,790 | \$ | 21,640 | \$ | 6,419 | \$ | 12,441 | \$ | 18,077 | \$ | 16,680 | (23\%) | \$ | 72,076 | \$ | 47,198 | (35\%) |

(In millions of dollars)
citi

|  | $\begin{gathered} 10 \\ 2007 \end{gathered}$ |  | $\begin{gathered} 20 \\ 2007 \\ 202 \end{gathered}$ |  | $\begin{gathered} 30 \\ 2007 \\ 207 \end{gathered}$ |  | $\begin{gathered} 40 \\ 2007 \end{gathered}$ |  | $\begin{gathered} 10 \\ 2008 \end{gathered}$ |  | $\begin{gathered} 20 \\ 2008 \end{gathered}$ |  | $\begin{gathered} 30 \\ 2008 \\ 208 \end{gathered}$ |  | $\begin{gathered} 3 \mathrm{CO8} \text { vs. } \\ \text { 3Q07 Increase) } \\ \text { (Decrease) } \\ \hline \end{gathered}$ | $\underset{\substack{\text { Nine } \\ \text { Months }}}{ }$$2007$ |  | Nine <br> Months 2008 |  | YTD 2008 vs. YTD 2007 Increase/ (Decrease) <br> 12\% |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Net Iterest Revenue | \$ | 2,291 | \$ | 2,660 | \$ | 2,723 | \$ | 3,008 | \$ | 2,706 | \$ | 2,998 | \$ | 2,884 | 6\% | \$ | 7,674 | \$ | 8.588 |  |
| Non-nterest Revenue |  | 2,845 |  | 2,634 |  | 3.619 |  | 3,271 |  | 3.673 |  | 2.429 |  | 905 | (75\%) |  | 9.098 |  | 7,007 | (23\%) |
| Total Revenues, Net of interest Expense (1) |  | 5,136 |  | 5,294 |  | 6,342 |  | 6,279 |  | ${ }_{6,379}$ |  | 5,427 |  | 3,789 | (40\%) |  | 16,772 |  | 15,595 | (7\%) |
| Total Operating Expenses |  | 2,400 |  | 2,479 |  | 2,610 |  | 3,082 |  | 2.595 |  | 2,710 |  | 2,595 | (1\%) |  | 7,489 |  | 7,900 | 5\% |
| Net Creait Losses |  | 865 |  | 847 |  | 1,045 |  | 1,120 |  | 1,248 |  | 1,412 |  | 1,588 | 52\% |  | 2,757 |  | 4,248 | 54\% |
| Credit Reserve Build / Release) |  | ${ }^{(9)}$ |  | 426 |  | 503 |  | 652 |  | 623 |  | 583 |  | 1,069 | мм |  | 920 |  | 2,275 | nм |
| Provision for Benefits \& Claims |  | 20 |  | 13 |  | 20 |  | 15 |  | 20 |  | 24 |  | 15 | (25\%) |  | 53 |  | 59 | 11\% |
| Provision for Loan Losses and for Benefits and Claims |  | 876 |  | 1,286 |  | 1.568 |  | 1,787 |  | 1,891 |  | 2.019 |  | 2,672 | 70\% |  | 3,730 |  | 6.582 | 76\% |
| Income Betore Taxes and Minority Interest |  | 1,860 |  | 1,529 |  | ${ }^{2}, 164$ |  | 1,410 |  | 1,893 |  | 698 |  | (1,478) | nм |  | 5,553 |  | 1,113 | (80\%) |
| Income Taxes Minority Interes |  | $\begin{array}{r}609 \\ 1 \\ \hline\end{array}$ |  | $\begin{array}{r}478 \\ 3 \\ \hline\end{array}$ |  | $\begin{array}{r}719 \\ 3 \\ \hline\end{array}$ |  | $\begin{array}{r}472 \\ 4 \\ 4 \\ \hline\end{array}$ |  | $\begin{array}{r}664 \\ 3 \\ \hline\end{array}$ |  | $\begin{array}{r}242 \\ 4 \\ \hline\end{array}$ |  | $\begin{gathered} \begin{array}{c} (59) \\ 3 \end{array} \\ \hline \end{gathered}$ | мм |  | $\begin{array}{r}1.806 \\ 7 \\ \hline\end{array}$ |  | $\begin{aligned} & \begin{array}{l} 327 \\ 10 \\ \hline \end{array} \\ & \hline \end{aligned}$ | $\begin{aligned} & (820) \\ & 430 \end{aligned}$ |
| Net Income | $\stackrel{ }{s}$ | 1,250 | $\stackrel{ }{s}$ | 1,048 | s | 1,442 | $s$ | 934 | s | 1,226 | s | 452 | \$ | (902) | nм | s | 3,740 | s | 776 | (79\%) |
| Average Assets (in bililions of dollars) | \$ | 104 | \$ | 109 | \$ | 113 | \$ | 123 | \$ | ${ }^{123}$ | \$ | 123 | \$ | 119 | 5\% | \$ | 109 | \$ | 122 | 12\% |
| Return on Assets |  | 4.87\% |  | 3.86\% |  | 5.06\% |  | 3.01\% |  | 4.01\% |  | 1.48\% |  | (3.02\%) |  |  | 4.59\% |  | 0.85\% |  |
| Net Creait Loss Ratio |  | 4.70\% |  | 4.26\% |  | 5.00\% |  | 4.78\% |  | 5.39\% |  | 6.18\% |  | 7.02\% |  |  |  |  |  |  |
| Average Risk Capital | \$ | ${ }_{8,197}$ | \$ | 8,399 | \$ | 8,722 | \$ | ${ }^{9,397}$ | \$ | 14,762 | \$ | 15,233 | \$ | 14,520 | 66\% | \$ | 8,439 | \$ | 14,838 | 76\% |
| Return on Risk Capital |  | 62\% |  | 50\% |  | 66\% |  | 39\% |  | 33\% |  | 12\% |  | ${ }^{(25 \%)}$ |  |  | 59\% |  | 7\% |  |
| Return on Invested Capital |  | 26\% |  | $22 \%$ |  | 29\% |  | 18\% |  | 18\% |  | 7\% |  | (13\%) |  |  | 26\% |  | $4 \%$ |  |
| KEY Indicators |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Eop open Accounts (in millions) |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| North America |  | 15.6 |  | 150.1 |  | 149.1 |  | 151.9 |  | 148.6 |  | 146.9 |  | 145.3 | ${ }^{(3 \%)}$ |  |  |  |  |  |
| emea |  | 5.6 |  | 8.0 |  | 8.2 |  | 8.4 |  | 8.8 |  | 8.9 |  | 9.1 | 11\% |  |  |  |  |  |
| Latin America |  | 11.7 |  | 12.0 |  | 12.4 |  | 12.9 |  | 12.9 |  | 12.9 |  | 12.9 | 4\% |  |  |  |  |  |
| Asia |  | 13.8 |  | 14.1 |  | 14.3 |  | 15.4 |  | 15.7 |  | 15.7 |  | 15.4 | 8\% |  |  |  |  |  |
| Total |  | 183.7 |  | 184.2 |  | 184.0 |  | 188.6 |  | 186.0 |  | 184.4 |  | 182.7 | (10) |  |  |  |  |  |
| Purchase Sales (in billions of dolars) |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| North America EMEA | \$ |  | \$ |  | s |  | \$ |  | \$ |  | \$ |  | \$ |  |  |  |  |  |  |  |
| EMEA |  | 3.9 |  | 6.0 |  | 7.0 |  | $\begin{gathered} 0.0 .8 \\ \hline 0.8 \end{gathered}$ |  | 7.0 |  | 7.5 |  | $\begin{array}{r} 0.0 .5 \\ 7.5 \end{array}$ | $\begin{aligned} & (0) \% \\ & 7 \% \end{aligned}$ |  |  |  |  |  |
| ${ }_{\text {Asia }}^{\text {Latio America }}$ |  | 5.8 |  | $\begin{array}{r}6.8 \\ 126 \\ \hline\end{array}$ |  | $\begin{array}{r}7.4 \\ 131 \\ \hline\end{array}$ |  | $\begin{array}{r}8.4 \\ 148 \\ \hline\end{array}$ |  | $\begin{array}{r}8.2 \\ 14.7 \\ \hline\end{array}$ |  | 8.8 153 15 |  | $\begin{array}{r}8.4 \\ 149 \\ \hline\end{array}$ | $14 \%$ $14 \%$ |  |  |  |  |  |
| ${ }^{\text {Asia }}$ Total | $\stackrel{ }{ }$ | 11.6 <br> 95.1 | $\stackrel{ }{ }$ | $\underline{120.9}$ | $\stackrel{ }{ }$ | $\xrightarrow{13.1}$ | $\stackrel{ }{\text { s }}$ | ${ }^{14.8}{ }^{120.3}$ | $\stackrel{ }{\text { s }}$ | 14.70 .8 | $\stackrel{ }{\text { s }}$ | $\underline{15.4}$ | $\stackrel{ }{\text { s }}$ | $\underline{14.9}$ | 14\% |  |  |  |  |  |
| Average Managed Loans (2): |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| North America (managed basis) | \$ | 144.3 | \$ | 143.2 | \$ | 145.3 | \$ | 150.5 | \$ | 152.7 | \$ | 151.2 | \$ | 150.6 | 4\% |  |  |  |  |  |
|  |  | 7.2 10.2 |  | 11.6 11.7 |  | 14.2 12.3 |  | 15.1 <br> 13.5 <br> 1 |  | 15.7 14.1 |  | 16.5 14.7 |  | 16.2 14.6 1.6 | 14\% 19\% |  |  |  |  |  |
| ${ }_{\text {Asia }}^{\text {Latin America }}$ |  | 10.2 <br> 13.2 |  | 11.7 13.9 |  | 12.3 <br> 14.8 |  | 13.5 16.0 |  | 14.1 <br> 17.1 |  | 14.7 <br> 17.6 |  | 14.6 <br> 17.3 | 19\% |  |  |  |  |  |
| Total | \$ | 174.9 | s | 180.4 | \$ | 186.6 | s | 195.1 | \$ | 199.6 | s | 200.0 | \$ | 198.7 | 6\% |  |  |  |  |  |

[^0]Managed basis presentation includes results from both the on-balance sheet loans and off- balance sheet loans, and excludes the impact of card securitization activity.
Managed

## GLOBAL CARDS

Page 2
(In millions of dollars)

(1) Managed basis is applicable only in North America, as securitizations are not done in any other region.

Managed basis presentation includes results from both the on-balance sheet loans and off- balance sheet loans, and excludes the impact of card securitization activity.
Managed disclosures assume that securitized loans have not been sold and present the results of the securitized loans in the same manner as the Company's owned loans.




(3) Gross interest revenue eamed divided by average manageed loans
(4) Includes certain fees that are recorrded as interest revenue.
(5) Total Revenues, net of Interest Expense, less Net Creadit Losses and Policy Benefitis and Claims

NM Not meaningtul
Reclassified to contorm to the current period's presentation.

## CONSUMER BANKING

Net therest Reveruve
Non-Inerest Reverenue
Non-Interest Revenue
Total Revenues, Net of Interest Expense
Nota Operating Expenses

Netedit Losses

Povision for Loan Losses and tor Benefitis and Claims
come Beiofore Taxes and Minoriy! nlerest
ncome Taxes
st. Net of Tax
Net Income
Averace Assets (in bililons of dollars)
eum on Assels
Average Risk Capial
Reum on R Risk Capial
Reuur on Invested Capial
CONSUMER FINANCE JAPAN

Net therest Reverue Non-merest Revenue<br>Total Revenues, Net of theresst Expense<br>otal Operationg Expenses<br>

Provision for Loan Losses and for Benefitis and Claims
ncome Before Taxes and Minofity Interest
Income Taxes
Minority Inerest, Neto t Tax
Net licome
Aveage Assels (in bililions of dollass)
Average Assels (in
Reum on assels
CONSUMER BANKING EXCLUDING CONSUMER FINANCE JAPAN


Net therest Reverue
Non-nerest Revenue
Total Revenues, Net of Interest Expense

ncome Before Taxes and Minority Interest
ncome Taxes
Minoitit Ineerest, Neto of Tax
Net Income
Net ncome


YTD 2008 vs.
YTO 2007 ncrease
(Decrease)

| s | $\begin{aligned} & 1,4,47 \\ & 6.655 \end{aligned}$ | s | $\begin{gathered} 17,139 \\ 5.536 \end{gathered}$ | ${ }_{(11 \%}^{11 \%}$ |
| :---: | :---: | :---: | :---: | :---: |
|  | ${ }^{21,622}$ |  | 22.575 | 4\% |
|  | 12,054 |  | 12,939 | 7\% |
|  | 3.603 |  | ${ }^{7}, 836$ | nM |
|  | ${ }_{\text {1,730 }}^{1,750}$ |  | 4,961 594 | ${ }_{\text {NM }}$ |
|  | 5.928 |  | 13,391 | мn |
|  | 3.640 |  | ${ }^{(3,755)}$ | nM |
|  | 872 |  | ${ }^{(1,894)}$ | nM |
|  | ${ }^{33}$ |  | 14 | (58\%) |
| s | 2,735 | s | (1,875) | NM |
| s | 573 | s | 560 | (20\%) |
|  | 0.64\% |  | (0.45\%) |  |
| s | ${ }^{21,195}$ | s | 29,005 | 39\% |
|  | 17\%\% |  | ${ }^{(99 \%)}$ |  |
|  | 10\% |  | (5\%) |  |


| s | ${ }^{1.022}$ | s | 661 | (35\%) |
| :---: | :---: | :---: | :---: | :---: |
|  | 9 |  | 17 | ${ }^{89 \%}$ |
|  | ${ }^{1.031}$ |  | 678 | (34\%) |
|  | 479 |  | 280 | (22\%) |
|  | 928 179 |  | ${ }_{91}^{926}$ | (499\%) |
|  |  |  | 1 |  |
|  | 1.107 |  | 1.018 | (8\%) |
|  | (555) |  | (620) | (120) |
|  | (219) |  | (221) | (1\%) |
| s | (336) | s | (399) | (19\%) |
| s | (1) | s | ${ }^{8}$ | (20\%) |


| \$ | 14,435 | s | 16.478 | ${ }^{14 \%}$ |
| :---: | :---: | :---: | :---: | :---: |
|  | ${ }_{\text {20,591 }}$ |  | 5.419 | ${ }_{\text {c }}{ }^{122 \%}$ |
|  | 20.591 |  | 21.897 | 6\% |
|  | 11,575 |  | 12,659 | \% |
|  | $\begin{aligned} & 2.675 \\ & 1.065 \\ & 1.0 \end{aligned}$ |  | 6,980 4.870 | NM |
|  |  |  | ${ }^{593}$ |  |
|  | 4,821 |  | 12.373 | nM |
|  | 4,195 |  | (3,155) | nm |
|  | 1.091 |  | (1.673) | nm |
|  | 33 |  | 14 | (58\%\% |
| s | 3.071 | s | (1.476) | NM |
| s | 563 | s | 552 |  |





|  | 4.592 | s | 4.848 | \$ | $\begin{aligned} & 4,995 \\ & 2,043 \\ & 2, \end{aligned}$ | s | $\begin{aligned} & 5,171 \\ & \begin{array}{l} 1,539 \end{array} \end{aligned}$ | s | ${ }_{5.387}$ | s | $5,606$ | s | $\begin{aligned} & 5.485 \\ & 1.719 \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 6,600 |  | 6,953 |  | 7.038 |  | 7,710 |  | . 514 |  | 7.179 |  | 7.204 |
|  | 3,683 |  | 3,873 |  | 4.019 |  | 4.165 |  | 4,214 |  | 4,341 |  | 4,104 |
|  | ${ }^{794}$ |  | ${ }^{832}$ |  | ${ }_{1}^{10,49}$ |  | ${ }_{1}^{1,467}$ |  | 1.962 |  | ${ }^{2,238}$ |  | $\substack{\text { 2,710 } \\ 2.037}_{2}$ |
|  | ${ }_{189}^{321}$ |  | 158 |  | $\begin{array}{r}1,288 \\ 183 \\ \hline\end{array}$ |  | ${ }_{182}^{2.877}$ |  | $\begin{array}{r}1,161 \\ 203 \\ \hline\end{array}$ |  | ${ }_{101}^{1.612}$ |  | 199 |
|  | 1.304 |  | 997 |  | 2520 |  | 4.519 |  | 3.326 |  | 4.101 |  | 4.946 |
|  | 1,613 |  | 2.083 |  | 499 |  | (974) |  | (26) |  | (1,263) |  | ${ }^{1.846)}$ |
|  | ${ }^{427}$ |  | 626 |  | ${ }^{38}$ |  | (590) |  | (166) |  | (598) |  | (909) |
|  | 9 |  | 17 |  | 7 |  | 10 |  | 2 |  | 9 |  |  |
|  | ${ }_{1,177}$ | s | 1.440 | $s$ | 454 | s | (394) |  | 138 |  | (674) |  |  |
|  | 547 | s | $575$ | s | 567 | s | 559 | \$ | 559 | s | 562 | s | 70\% |





(In millions of dollars)

|  | $\begin{gathered} 1 Q \\ 2007 \end{gathered}$ |  | $\begin{gathered} 2 Q \\ 2007 \end{gathered}$ |  | $\begin{gathered} 3 Q \\ 2007 \\ \hline \end{gathered}$ |  | $\begin{gathered} 4 Q \\ 2007 \\ \hline \end{gathered}$ |  | $\begin{gathered} 1 Q \\ 2008 \end{gathered}$ |  | $\begin{gathered} 2 Q \\ 2008 \end{gathered}$ |  | $\begin{gathered} 3 Q \\ 2008 \end{gathered}$ |  | 3 Q 08 vs. <br> 3Q07 Increasel (Decrease) |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| KEY INDICATORS |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Branches |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Citibank |  | 3,694 |  | 3,819 |  | 3,870 |  | 4,048 |  | 4,105 |  | 4,084 |  | 4,057 | 5\% |
| CitiFinancial (excluding Consumer Finance Japan) |  | 4,112 |  | 4,052 |  | 4,093 |  | 4,148 |  | 4,014 |  | 3,904 |  | 3,799 | (7\%) |
|  |  | 7,806 |  | 7,871 |  | 7,963 |  | 8,196 |  | 8,119 |  | 7,988 |  | 7,856 | (1\%) |
| Consumer Finance Japan |  | 51 |  | 51 |  | 51 |  | 51 |  | 41 |  | 36 |  | 19 | (63\%) |
| Total |  | 7,857 |  | 7,922 |  | 8,014 |  | 8,247 |  | 8,160 |  | 8,024 |  | 7,875 | (2\%) |
| North America |  | 3,487 |  | 3,432 |  | 3,481 |  | 3,544 |  | 3,568 |  | 3,556 |  | 3,459 | (1\%) |
| EMEA |  | 741 |  | 744 |  | 754 |  | 772 |  | 813 |  | 750 |  | 759 | 1\% |
| Latin America |  | 2,510 |  | 2,626 |  | 2,651 |  | 2,734 |  | 2,634 |  | 2,635 |  | 2,588 | (2\%) |
| Asia (excluding CF Japan) |  | 1,068 |  | 1,069 |  | 1,077 |  | 1,146 |  | 1,104 |  | 1,047 |  | 1,050 | (3\%) |
|  |  | 7,806 |  | 7,871 |  | 7,963 |  | 8,196 |  | 8,119 |  | 7,988 |  | 7,856 | (1\%) |
| Consumer Finance Japan |  | 51 |  | 51 |  | 51 |  | 51 |  | 41 |  | 36 |  | 19 | (63\%) |
| Total |  | 7,857 |  | 7,922 |  | 8,014 |  | 8,247 |  | 8,160 |  | 8,024 |  | 7,875 | (2\%) |
| Accounts (in millions) |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| North America |  | 31.5 |  | 30.7 |  | 31.5 |  | 31.9 |  | 32.7 |  | 32.4 |  | 32.6 | 3\% |
| EMEA |  | 6.1 |  | 7.6 |  | 7.7 |  | 7.8 |  | 8.0 |  | 8.1 |  | 8.2 | 6\% |
| Latin America |  | 18.4 |  | 17.4 |  | 18.0 |  | 18.8 |  | 18.2 |  | 18.8 |  | 18.7 | 4\% |
| Asia (excluding Consumer Finance Japan) |  | 17.2 |  | 17.7 |  | 18.2 |  | 19.8 |  | 20.1 |  | 20.1 |  | 19.5 | 7\% |
|  |  | 73.2 |  | 73.4 |  | 75.4 |  | 78.3 |  | 79.0 |  | 79.4 |  | 79.0 | 5\% |
| Consumer Finance Japan |  | 1.4 |  | 1.3 |  | 1.2 |  | 1.2 |  | 1.1 |  | 1.1 |  | 1.0 | (17\%) |
| Total |  | 74.6 |  | 74.7 |  | 76.6 |  | 79.5 |  | 80.1 |  | 80.5 |  | 80.0 | 4\% |
| Average Deposits (in billions of dollars) |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| North America | \$ | 117.4 | \$ | 118.7 | \$ | 120.8 | \$ | 122.0 | \$ | 122.7 | \$ | 121.8 | \$ | 120.8 | - |
| EMEA |  | 20.4 |  | 29.0 |  | 34.5 |  | 35.2 |  | 36.0 |  | 35.5 |  | 32.6 | (6\%) |
| Latin America |  | 34.3 |  | 38.1 |  | 39.0 |  | 40.3 |  | 41.4 |  | 41.3 |  | 40.9 | 5\% |
| Asia |  | 86.6 |  | 87.7 |  | 88.8 |  | 92.9 |  | 97.7 |  | 96.8 |  | 92.5 | 4\% |
| Total | \$ | 258.7 | \$ | 273.5 | \$ | 283.1 | \$ | 290.4 | \$ | 297.8 | \$ | 295.4 | \$ | 286.8 | 1\% |
| Investment Sales (in billions of dollars) |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| North America | \$ | 1.5 | \$ | 1.4 | \$ | 1.3 | \$ | 1.4 | \$ | 1.5 | \$ | 1.3 | \$ | 1.2 | (8\%) |
| EMEA |  | 2.2 |  | 2.1 |  | 2.1 |  | 2.7 |  | 2.2 |  | 1.6 |  | 1.3 | (38\%) |
| Latin America |  | 18.3 |  | 17.5 |  | 16.2 |  | 13.2 |  | 14.6 |  | 15.4 |  | 16.2 | - |
| Asia |  | 10.9 |  | 13.6 |  | 13.8 |  | 16.0 |  | 10.0 |  | 9.5 |  | 6.1 | (56\%) |
| Total | \$ | 32.9 | \$ | 34.6 | \$ | 33.4 | \$ | 33.3 | \$ | 28.3 | \$ | 27.8 | \$ | 24.8 | (26\%) |
| Investment AUMs (in billions of dollars) |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| North America | \$ | 34.9 | \$ | 37.0 | \$ | 37.9 | \$ | 37.5 | \$ | 34.4 | \$ | 34.4 | \$ | 30.7 | (19\%) |
| EMEA |  | 13.1 |  | 14.6 |  | 15.4 |  | 15.8 |  | 15.5 |  | 13.7 |  | 11.5 | (25\%) |
| Latin America |  | 30.2 |  | 32.1 |  | 33.4 |  | 33.9 |  | 34.5 |  | 37.4 |  | 32.9 | (1\%) |
| Asia |  | 48.1 |  | 52.4 |  | 57.1 |  | 59.1 |  | 54.3 |  | 53.1 |  | 44.9 | (21\%) |
| Total | \$ | 126.3 | \$ | 136.1 | \$ | 143.8 | \$ | 146.3 | \$ | 138.7 | \$ | 138.6 | \$ | 120.0 | (17\%) |


| CONSUMER BANKING Page 3 <br> (In millions of dollars) | $\begin{gathered} 10 \\ 2007 \\ \hline \end{gathered}$ |  | $\begin{gathered} 2 \mathrm{QQ} \\ 2007 \end{gathered}$ |  | $\begin{gathered} 3 Q \\ 2007 \end{gathered}$ |  | $\begin{gathered} 4 \mathrm{Q} \\ 2007 \end{gathered}$ |  | $\begin{gathered} 10 \\ 2008 \end{gathered}$ |  | $\begin{gathered} 2 Q \\ 2008 \end{gathered}$ |  | $\begin{gathered} 3 Q \\ 2008 \end{gathered}$ |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  | $\begin{gathered} 3 \mathrm{Q} 08 \mathrm{vs} . \\ \text { 3Q07 Increas } \\ \text { (Decrease) } \end{gathered}$ |  |  |  |  |  |  |  |  |  |  |
| KEY INDICATORS (Continued): |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Average Loans (in billions of dollars) |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| North America | \$ | 277.3 |  |  | \$ | 286.0 | \$ | 293.2 | \$ | 302.6 | \$ | 307.2 | \$ | 305.1 | \$ | 291.7 |  |
| EmEA |  | 17.6 |  | 21.9 |  | 24.0 |  | 25.2 |  | 25.1 |  | 26.1 |  | 25.3 | 5\% |
| Latin America |  | 11.2 |  | 13.1 |  | 13.9 |  | 14.6 |  | 14.6 |  | 15.6 |  | 16.0 | 15\% |
| Asia (excluding CF Japan) |  | 43.4 |  | 45.3 |  | 46.4 |  | 49.5 |  | 51.9 |  | 51.6 |  | 49.9 | 8\% |
|  |  | 349.5 |  | 366.3 |  | 377.5 |  | 391.9 |  | 398.8 |  | 398.4 |  | 382.9 | 1\% |
| Consumer Finance Japan |  | 9.0 |  | 8.5 |  | 8.5 |  | 8.5 |  | 8.9 |  | 8.4 |  | 7.8 | (8\%) |
| Total | \$ | 358.5 | \$ | 374.8 | s | 386.0 | s | 400.4 | s | 407.7 | s | 406.8 | \$ | 390.7 | 1\% |
| EOP Loans (in billions of dollars) |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| North America | \$ | 280.3 | \$ | 288.2 | \$ | 298.5 | \$ | 303.2 | \$ | 306.1 | \$ | 291.9 | \$ | 29.1 | (2\%) |
| Emea |  | 17.9 |  | 23.5 |  | 24.6 |  | 24.4 |  | 25.8 |  | 26.7 |  | 24.3 | (1\%) |
| Latin America |  | 11.7 |  | 13.5 |  | 14.1 |  | 14.9 |  | 14.6 |  | 15.8 |  | 15.5 | 10\% |
| Asia (excluding CF Japan) |  | 44.4 |  | 45.8 |  | 47.8 |  | 51.1 |  | 52.1 |  | 51.8 |  | 47.6 |  |
|  |  | 354.3 |  | 371.0 |  | 385.0 |  | 393.6 |  | 398.6 |  | 386.2 |  | 378.5 | (2\%) |
| Consumer Finance Japan |  | 9.0 |  | 8.2 |  | 8.5 |  | 8.3 |  | 9.1 |  | 8.2 |  | 7.7 | (9\%) |
| Total | \$ | 363.3 | \$ | 379.2 | s | 393.5 | s | 401.9 | s | 407.7 | s | 394.4 | \$ | 386.2 | (2\%) |
| Net Interest Revenue as a \% of Average Loans |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| North America |  | 3.35\% |  | 3.29\% |  | 3.25\% |  | 3.25\% |  | 3.41\% |  | 3.64\% |  | 3.53\% |  |
| Emea |  | 7.07\% |  | 5.99\% |  | 5.98\% |  | 6.82\% |  | 6.70\% |  | 6.59\% |  | 6.11\% |  |
| Latin America |  | 9.74\% |  | 9.38\% |  | 9.08\% |  | 9.30\% |  | 9.76\% |  | 8.76\% |  | 8.57\% |  |
| Asia (excluding CF Japan) |  | 3.09\% |  | 3.14\% |  | 3.16\% |  | 3.12\% |  | 3.21\% |  | 3.24\% |  | 3.20\% |  |
|  |  | 3.71\% |  | 3.65\% |  | 3.63\% |  | 3.69\% |  | 3.82\% |  | 3.99\% |  | 3.87\% |  |
| Consumer Finance Japan |  | 16.33\% |  | 13.50\% |  | 9.42\% |  | 2.52\% |  | 10.56\% |  | 8.21\% |  | 11.42\% |  |
| Total |  | 4.02\% |  | 3.88\% |  | 3.76\% |  | 3.66\% |  | 3.97\% |  | 4.07\% |  | 4.02\% |  |
| Net Credit Losses as a \% of Average Loans |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| North America |  | 0.84\% |  | 0.87\% |  | 1.01\% |  | 1.40\% |  | 2.02\% |  | 2.33\% |  | 2.95\% |  |
| Emea |  | 2.50\% |  | 2.15\% |  | 1.99\% |  | 2.80\% |  | 2.55\% |  | 2.59\% |  | 2.95\% |  |
| Latin America |  | 1.41\% |  | 0.46\% |  | 2.51\% |  | 2.96\% |  | 3.78\% |  | 4.08\% |  | 4.53\% |  |
| Asia (excluding CF Japan) |  | 0.66\% |  | 0.72\% |  | 0.78\% |  | 0.82\% |  | 0.98\% |  | 1.16\% |  | 1.38\% |  |
|  |  | 0.92\% |  | 0.91\% |  | 1.10\% |  | 1.48\% |  | 1.98\% |  | 2.26\% |  | 2.82\% |  |
| Consumer Finance Japan |  | 13.61\% |  | 14.20\% |  | 15.12\% |  | 14.66\% |  | 14.33\% |  | 15.03\% |  | 15.05\% |  |
| Total |  | 1.24\% |  | 1.21\% |  | 1.41\% |  | 1.76\% |  | 2.25\% |  | 2.52\% |  | 3.06\% |  |
| Loans 90+ Days Past Due as a \% of EOP Loans |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| North America |  | 1.37\% |  | 1.49\% |  | 1.80\% |  | 2.13\% |  | 2.38\% |  | 2.76\% |  | 3.28\% |  |
| Emea |  | 1.99\% |  | 1.56\% |  | 1.57\% |  | 1.32\% |  | 1.46\% |  | 1.66\% |  | 1.97\% |  |
| Latin America |  | 2.96\% |  | 2.86\% |  | 2.96\% |  | 3.07\% |  | 3.98\% |  | 3.54\% |  | 3.43\% |  |
| Asia (excluding CF Japan) |  | 0.53\% |  | 0.53\% |  | 0.55\% |  | 0.54\% |  | 0.57\% |  | 0.63\% |  | 0.61\% |  |
|  |  | 1.35\% |  | 1.43\% |  | 1.67\% |  | 1.91\% |  | 2.14\% |  | 2.43\% |  | 2.86\% |  |
| Consumer Finance Japan |  | 2.35\% |  | 2.53\% |  | 2.53\% |  | 2.20\% |  | 2.35\% |  | 2.44\% |  | 2.51\% |  |
| Total |  | 1.37\% |  | 1.45\% |  | 1.69\% |  | 1.91\% |  | 2.15\% |  | 2.43\% |  | 2.86\% |  |


(1) Excludes Citifinancial, which are debt Consolidation Loans secured by Real Estate.

NM Not meaningtul
Reclassified to conform to the current period's presentation.
Commissions and Fees
Administration and Other Fiduciary Fees
Investment Banking
Principal Transactions
Other
Total Non-Interest Revenue
Net Interest Revenue (including Dividends)
Total Revenues, Net of Interest Expense
Total Operating Expenses
$\quad$ Net Credit Losses
$\quad$ Provision for Unfunded Lending Commitments
$\quad$ Credit Reserve Build / (Release)
$\quad$ Provision for Benefits \& Claims
Provision for Loan Losses and for Benefits and Claims
Income (Loss) Before Taxes and Minority Interest
Income Taxes (Benefits)
Minority Interest, Net of Tax
Net Income (Loss)
Average Assets (in billions of dollars)
Average Risk Capital
Return on Risk Capital
Return on Invested Capital
Revenues by Product:
Securities and Banking
Transactions Services
Total
Net Income by Product:
Securities and Banking
Transactions Services
Total

| $\begin{gathered} 1 Q \\ 2007 \\ \hline \end{gathered}$ |  | $\begin{gathered} 2 \mathrm{Q} \\ 2007 \\ \hline \end{gathered}$ |  | $\begin{array}{r} 3 Q \\ 2007 \\ \hline \end{array}$ |  | $\begin{gathered} 4 \mathrm{Q} \\ 2007 \\ \hline \end{gathered}$ |  | $\begin{gathered} 1 Q \\ 2008 \\ \hline \end{gathered}$ |  | $\begin{gathered} 2 \mathrm{Q} \\ 2008 \\ \hline \end{gathered}$ |  | $\begin{array}{r} 3 Q \\ 2008 \\ \hline \end{array}$ |  | 3 Q 08 vs . 3 307 Increasel (Decrease) | Nine Months 2007 |  | Nine Months 2008 |  | YTD 2008 vs. YTD 2007 Increasel (Decrease) |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| \$ | 794 | \$ | 822 | \$ | 920 | \$ | 951 | \$ | 841 | \$ | 812 | \$ | 769 | (16\%) |  | 2,536 |  | 2,422 | (4\%) |
|  | 983 |  | 1,178 |  | 1,392 |  | 1,420 |  | 1,395 |  | 1,442 |  | 1,548 | 11\% |  | 3,553 |  | 4,385 | 23\% |
|  | 1,508 |  | 1,422 |  | (34) |  | 1,097 |  | $(2,425)$ |  | 746 |  | (219) | NM |  | 2,896 |  | $(1,898)$ | NM |
|  | 2,852 |  | 2,447 |  | $(1,405)$ |  | $(19,006)$ |  | $(8,223)$ |  | $(4,522)$ |  | $(2,489)$ | (77\%) |  | 3,894 |  | $(15,234)$ | NM |
|  | 1,081 |  | 1,582 |  | 370 |  | 1,124 |  | (849) |  | (362) |  | $(1,666)$ | NM |  | 3,033 |  | $(2,877)$ | NM |
|  | 7,218 |  | 7,451 |  | 1,243 |  | $(14,414)$ |  | $(9,261)$ |  | $(1,884)$ |  | $(2,057)$ | nM |  | 15,912 |  | $(13,202)$ | nм |
|  | 2,435 |  | 2,810 |  | 3,374 |  | 3,623 |  | 4,303 |  | 4,823 |  | 4,450 | 32\% |  | 8,619 |  | 13,576 | 58\% |
|  | 9,653 |  | 10,261 |  | 4,617 |  | $(10,791)$ |  | $(4,958)$ |  | 2,939 |  | 2,393 | (48\%) |  | 24,531 |  | 374 | (98\%) |
|  | 5,391 |  | 5,349 |  | 4,463 |  | 6,033 |  | 5,970 |  | 5,858 |  | 5,202 | 17\% |  | 15,203 |  | 17,030 | 12\% |
|  | (20) |  | (37) |  | 35 |  | 695 |  | 101 |  | 357 |  | 326 | nM |  | (22) |  | 784 | nM |
|  | - |  | - |  | 50 |  | 100 |  | - |  | (143) |  | (150) | NM |  | 50 |  | (293) | nм |
|  | 274 |  | (19) |  | 120 |  | 187 |  | 144 |  | 367 |  | 762 | nM |  | 375 |  | 1,273 | nM |
|  | 52 |  | 26 |  | 33 |  | 44 |  | 52 |  | 45 |  | 59 | 79\% |  | 111 |  | 156 | 41\% |
|  | 306 |  | (30) |  | 238 |  | 1,026 |  | 297 |  | 626 |  | 997 | nM |  | 514 |  | 1,920 | nM |
|  | 3,956 |  | 4,942 |  | (84) |  | $(17,850)$ |  | $(11,225)$ |  | $(3,545)$ |  | $(3,806)$ | NM |  | 8,814 |  | (18,576) | nM |
|  | 1,003 |  | 1,470 |  | (320) |  | $(7,207)$ |  | $(4,832)$ |  | $(1,562)$ |  | $(1,690)$ | nM |  | 2,153 |  | $(8,084)$ | nM |
|  | 36 |  | 88 |  | (31) |  | 80 |  | (36) |  | 61 |  | (99) | nM |  | 93 |  | (74) | nM |
| s | 2,917 | s | 3,384 | \$ | 267 | s | $(10,723)$ | s | $(6,357)$ | \$ | $(2,044)$ | \$ | $(2,017)$ | nм | \$ | 6,568 | \$ | $(10,418)$ | nм |
| \$ | 1,156 | \$ | 1,290 | \$ | 1,434 | \$ | 1,414 | \$ | 1,440 | \$ | 1,355 | \$ | 1,203 | (16\%) | \$ | 1,293 | \$ | 1,333 | 3\% |
| \$ | 29,473 | \$ | 32,853 | \$ | 37,419 | \$ | 45,405 | \$ | 54,862 | \$ | 54,053 | \$ | 49,424 | 32\% | \$ | 33,248 | \$ | 52,780 | 59\% |
|  | 40\% |  | 41\% |  | 3\% |  | (94\%) |  | (47\%) |  | (15\%) |  | (16\%) |  |  | 26\% |  | (26\%) |  |
|  | 30\% |  | $31 \%$ |  | 1\% |  | (73\%) |  | (36\%) |  | (11\%) |  | (12\%) |  |  | 19\% |  | (20\%) |  |
| \$ | 8,003 | \$ | 8,414 | \$ | 2,548 | \$ | $(13,090)$ | \$ | $(7,305)$ | \$ | 539 | \$ | (81) | nM | \$ | 18,965 | \$ | $(6,847)$ | nM |
|  | 1,650 |  | 1,847 |  | 2,069 |  | 2,299 |  | 2,347 |  | 2,400 |  | 2,474 | 20\% |  | 5,566 |  | 7,221 | 30\% |
| \$ | 9,653 | \$ | $\underline{\text { 10,261 }}$ | \$ | 4,617 | \$ | (10,791) | \$ | $(4,958)$ | \$ | $\underline{\text { 2,939 }}$ | \$ | 2,393 | (48\%) | $\xlongequal{\$}$ | 24,531 | \$ | 374 | (98\%) |
| \$ | 2,469 | \$ | 2,868 | \$ | (324) | \$ | $(11,390)$ | \$ | $(7,089)$ | \$ | $(2,745)$ | \$ | $(2,834)$ | NM | \$ | 5,013 | \$ | $(12,668)$ | NM |
|  | 448 |  | 516 |  | 591 |  | 667 |  | 732 |  | 701 |  | 817 | 38\% |  | 1,555 |  | 2,250 | 45\% |
| \$ | 2,917 | s | 3,384 | \$ | 267 | \$ | (10,723) | s | $(6,357)$ | \$ | $(2,044)$ | \$ | $(2,017)$ | мм | \$ | 6,568 | \$ | (10,418) | nм |

Total Revenues, Net of Interest Expense Total Operating Expenses

Net Credit Losses
Provision for Unfunded Lending Commitments Credit Reserve Build $/$ (Release)
Provision for Benefits \& Claims
Provision for Benefits \& Claims
Provision for Loan Losses and for Benefits and Claims

Income (Loss) Before Taxes and Minority Interest
Income Taxes (Benefits)
Net Income (Loss)
Average Assets (in billions of dollars)
Average Risk Capital
Return on Risk Capital
Return on Invested Capital

|  | Q | $\begin{gathered} 2 Q \\ 2007 \\ \hline \end{gathered}$ |  | $\begin{gathered} 3 Q \\ 2007 \\ 2007 \end{gathered}$ |  | $\begin{gathered} 4 Q \\ 2007 \\ \hline \end{gathered}$ |  | $\begin{gathered} 10 \\ 2008 \\ \hline \end{gathered}$ |  | $\begin{gathered} 2 \mathrm{Q} \\ 2008 \\ \hline \end{gathered}$ |  | $\begin{gathered} 3 Q \\ 2008 \end{gathered}$ |  | 3 Q 08 vs . 3Q07 Increasel (Decrease) |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| \$ | 1,594 | \$ | 1,882 | \$ | 2,342 | \$ | 2,480 | \$ | 3,102 | \$ | 3,612 | \$ | 3,142 | 34\% |
|  | 6,409 |  | 6,532 |  | 206 |  | (15,570) |  | $(10,407)$ |  | $(3,073)$ |  | $(3,223)$ | vm |
|  | 8,003 |  | 8,414 |  | 2,548 |  | $(13,090)$ |  | $(7,305)$ |  | 539 |  | (81) | nм |
|  | 4,352 |  | 4,220 |  | 3,235 |  | 4,666 |  | 4,671 |  | 4,486 |  | 3,914 | 21\% |
|  | (25) |  | (38) |  | 31 |  | 681 |  | 101 |  | 348 |  | 318 | nM |
|  |  |  | - |  | 50 |  | 100 |  | - |  | (143) |  | (144) | nM |
|  | 274 |  | (12) |  | 120 |  | 216 |  | 142 |  | 358 |  | 761 | NM |
|  | 52 |  | 26 |  | 33 |  | 44 |  | 52 |  | 45 |  | 59 | 79\% |
|  | 301 |  | (24) |  | 234 |  | 1,041 |  | 295 |  | 608 |  | 994 | nM |
|  | 3,350 |  | 4,218 |  | (921) |  | $(18,797)$ |  | $(12,271)$ |  | $(4,555)$ |  | $(4,989)$ | мм |
|  | 849 |  | 1,266 |  | (561) |  | $(7,480)$ |  | (5,138) |  | $(1,862)$ |  | $(2,047)$ | NM |
|  | 32 |  | 84 |  | (36) |  | 73 |  | (44) |  | 52 |  | (108) | NM |
| \$ | 2,469 | s | 2,868 | \$ | ${ }^{(324)}$ | s | $\stackrel{(11,390)}{ }$ | s | $(7,089)$ | s | (2,745) | \$ | $(2,834)$ | NM |
| \$ | 1,086 | \$ | 1,212 | \$ | 1,355 | \$ | 1,336 | \$ | 1,363 | \$ | 1,276 | \$ | 1,124 | (17\%) |
| \$ | 28,031 | \$ | 31,210 | \$ | 35,592 | \$ | 43,598 | \$ | 52,617 | \$ | 51,944 | \$ | 47,551 | 34\% |
|  | 36\% |  | 37\% |  | (4\%) |  | (104\%) |  | (54\%) |  | (21\%) |  | (24\%) |  |
|  | 27\% |  | 28\% |  | (4\%) |  | (82\%) |  | (43\%) |  | (16\%) |  | (18\%) |  |


| Nine Months 2007 |  | Nine Months 2008 |  | $\begin{gathered} \text { YTD } 2008 \text { vs. } \\ \text { YTD } 2007 \text { Increase/ } \\ \text { (Decrease) } \\ \hline \end{gathered}$ |
| :---: | :---: | :---: | :---: | :---: |
| \$ | 5,818 | \$ | 9,856 | 69\% |
|  | 13,147 |  | $(16,703)$ | nM |
|  | 18,965 |  | $(6,847)$ | nM |
|  | 11,807 |  | 13,071 | 11\% |
|  | (32) |  | 767 | nм |
|  | 50 |  | (287) | nм |
|  | 382 |  | 1,261 | NM |
|  | 111 |  | 156 | 41\% |
|  | 511 |  | 1,897 | NM |
|  | 6,647 |  | $(2,815)$ | nM |
|  | 1,554 |  | $(9,047)$ | NM |
|  | 80 |  | (100) | NM |
| \$ | 5,013 | \$ | $\stackrel{(12,668)}{ }$ | мм |
| \$ | 1,218 | \$ | 1,254 | 3\% |
| \$ | 31,611 | \$ | 50,704 | 60\% |
|  | 21\% |  | (33\%) |  |
|  | 15\% |  | (26\%) |  |

Revenue Details:
Investment Banking

| Advisory and Other Fees | \$ | 429 | \$ | 397 | \$ | 459 | \$ | 547 | \$ | 307 | \$ | 386 | \$ | 315 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Equity Underwriting |  | 523 |  | 539 |  | 389 |  | 461 |  | 229 |  | 518 |  | 65 |
| Debt Underwriting |  | 813 |  | 712 |  | (206) |  | 399 |  | $(2,082)$ |  | (277) |  | (173) |
| Gross Investment Banking |  | 1,765 |  | 1,648 |  | 642 |  | 1,407 |  | $(1,546)$ |  | 627 |  | 207 |


| (31\%) | \$ | 1,285 | \$ | 1,008 | (22\%) |
| :---: | :---: | :---: | :---: | :---: | :---: |
| (83\%) |  | 1,451 |  | 812 | (44\%) |
| 16\% |  | 1,319 |  | $(2,532)$ | NM |
| (68\%) |  | 4,055 |  | (712) | NM |
| 57\% |  | (356) |  | (176) | 51\% |
| 6\% |  | (107) |  | (184) | (72\%) |
| (73\%) |  | 3,592 |  | $(1,072)$ | NM |
| nм |  | 1,513 |  | 2,025 | 34\% |
| (54\%) |  | 4,098 |  | 2,853 | (30\%) |
| NM |  | 9,836 |  | $(10,068)$ | NM |
| NM |  | (74) |  | (585) | NM |
| NM |  | 18,965 |  | $(6,847)$ | NM |

[^1]Reclassified to conform to the current period's presentation

Net Interest Revenue
Total Revenues, Net of Interest Expense
Total Operating Expenses
Net Credit Losses
Provision for Unfunded Lending Commitments
Credit Reserve Build / (Release)
Provision for Benefits \& Claims
Provision for Loan Losses and for Benefits and Claims
Income Before Taxes and Minority Interest
income Taxes
Minority Interest, Net of Tax
Net Income
Average Assets (in billions of dollars)
Average Risk Capital
Return on Risk Capital
Return on Invested Capital

## Revenue Details: <br> Treasury and Trade Solutions

Securities Services
Total

Average Deposits and Other Customer Liability Balances (in billions)

## North America

EMEA
Latin America
Asia
Total
Assets Under Custody (EOP in trillions)


NM Not meaningful
Reclassified to conform to the current period's presentation

| $\begin{gathered} 10 \\ 2007 \\ \hline \end{gathered}$ |  | $\begin{gathered} 2 \mathrm{Q} \\ 2007 \\ \hline \end{gathered}$ |  | $\begin{array}{r} 3 Q \\ 2007 \\ \hline \end{array}$ |  | $\begin{gathered} 4 \mathrm{Q} \\ 2007 \\ \hline \end{gathered}$ |  | $\begin{gathered} 1 Q \\ 2008 \\ \hline \end{gathered}$ |  | $\begin{gathered} 2 Q \\ 2008 \\ \hline \end{gathered}$ |  | $\begin{array}{r} 3 Q \\ 2008 \\ \hline \end{array}$ |  | 3Q08 vs. 3Q07 Increasel (Decrease) | Nine <br> Months 2007 |  | Nine Months 2008 |  | YTD 2008 vs. <br> YTD 2007 Increasel <br> (Decrease) <br> $33 \%$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| \$ | 841 | \$ | 928 | \$ | 1,032 | \$ | 1,143 | \$ | 1,201 | \$ | 1,211 | \$ | 1,308 |  | \$ | 2,801 | \$ | 3,720 |  |
|  | 809 |  | 919 |  | 1,037 |  | 1,156 |  | 1,146 |  | 1,189 |  | 1,166 | 12\% |  | 2,765 |  | 3,501 | 27\% |
|  | 1,650 |  | 1,847 |  | 2,069 |  | 2,299 |  | 2,347 |  | 2,400 |  | 2,474 | 20\% |  | 5,566 |  | 7,221 | 30\% |
|  | 1,039 |  | 1,129 |  | 1,228 |  | 1,367 |  | 1,299 |  | 1,372 |  | 1,288 | 5\% |  | 3,396 |  | 3,959 | 17\% |
|  | 5 |  | 1 |  | 4 |  | 14 |  | - |  | 9 |  | 8 | 100\% |  | 10 |  | 17 | 70\% |
|  | - |  | - |  | - |  | - |  | - |  | - |  | (6) | - |  | - |  | (6) |  |
|  | - |  | (7) |  | - |  | (29) |  | 2 |  | 9 |  | 1 | - |  | (7) |  | 12 | NM |
|  | 5 |  | (6) |  | 4 |  | (15) |  | 2 |  | 18 |  | 3 | (25\%) |  | 3 |  | 23 | nM |
|  | 606 |  | 724 |  | 837 |  | 947 |  | 1,046 |  | 1,010 |  | 1,183 | 41\% |  | 2,167 |  | 3,239 | 49\% |
|  | 154 |  | 204 |  | 241 |  | 273 |  | 306 |  | 300 |  | 357 | 48\% |  | 599 |  | 963 | 61\% |
|  | 4 |  | 4 |  | 5 |  | 7 |  | 8 |  | 9 |  | 9 | 80\% |  | 13 |  | 26 | 100\% |
| \$ | 448 | \$ | 516 | \$ | 591 | \$ | 667 | \$ | 732 | \$ | 701 | \$ | 817 | 38\% |  | 1,555 |  | 2,250 | 45\% |
| \$ | 70 | \$ | 78 | \$ | 79 | \$ | 78 | \$ | 77 | \$ | 79 | \$ | 79 | - | \$ | 76 | \$ | 78 | 3\% |
| \$ | 1,442 | \$ | 1,643 | \$ | 1,827 | \$ | 1,807 | \$ | 2,245 | \$ | 2,109 | \$ | 1,873 | 3\% | \$ | 1,637 | \$ | 2,076 | 27\% |
|  | 126\% |  | 126\% |  | 128\% |  | 146\% |  | 131\% |  | 134\% |  | 174\% |  |  | 127\% |  | 145\% |  |
|  | 67\% |  | 69\% |  | 67\% |  | 69\% |  | 66\% |  | 63\% |  | 79\% |  |  | 68\% |  | 69\% |  |
| \$ | 1,143 | \$ | 1,222 | \$ | 1,334 | \$ | 1,483 | \$ | 1,519 | \$ | 1,581 | \$ | 1,667 | 25\% | \$ | 3,699 | \$ | 4,767 | 29\% |
| \$ | 507 |  | 625 |  | 735 |  | 816 |  | 828 |  | 819 |  | 807 | 10\% |  | 1,867 |  | 2,454 | 31\% |
| \$ | 1,650 | \$ | 1,847 | \$ | 2,069 | \$ | 2,299 | \$ | 2,347 | \$ | 2,400 | \$ | 2,474 | 20\% | \$ | 5,566 | \$ | 7,221 | 30\% |


| \$ | 51 | \$ | 59 | \$ | 54 | \$ | 61 | \$ | 61 | \$ | 52 | \$ | 54 | - |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 79 |  | 88 |  | 94 |  | 99 |  | 105 |  | 110 |  | 109 | 16\% |
|  | 12 |  | 12 |  | 18 |  | 20 |  | 20 |  | 20 |  | 20 | 11\% |
|  | 73 |  | 80 |  | 90 |  | 97 |  | 97 |  | 94 |  | 90 |  |
| \$ | 215 | \$ | 239 | \$ | 256 | \$ | 27 | \$ | 283 | \$ | 276 | \$ | 273 | 7\% |
| \$ | 10.7 | \$ | 11.3 |  | 12.7 | \$ | 13.1 | \$ | 12.9 | \$ | 12.8 | \$ | 11.9 | (6\%) |

## GLOBAL WEALTH MANAGEMENT

(In millions of dollars)

Net Interest Revenue
Non-Interest Revenu
Total Revenues, Net of Interest Expens
Total Operating Expenses
Net Credit Losses
Credit Reserve Build / (Release)
Total Provision for Loan Losses
ncome Before Taxes and Minority Interest
Income Taxes
linority Interest, Net of Tax

## Net Income

Pretax Profit Margin
Average Assets (in billions of dollars)
Average Risk Capital
Return on Risk Capital
Return on Invested Capital

Fee-Based Revenues
Financial Advisors (FA) / Bankers

Net Client Asset Flows (in billions)

## Revenues

NM Not meaningful
Reclassified to conform to the current period's presentation.

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| $\begin{gathered} 1 \mathrm{Q} \\ 2007 \\ \hline \end{gathered}$ |  | $\begin{gathered} 2 Q \\ 2007 \\ \hline \end{gathered}$ |  | $\begin{gathered} 3 Q \\ 2007 \\ \hline \end{gathered}$ |  | $\begin{gathered} 4 \mathrm{Q} \\ 2007 \\ \hline \end{gathered}$ |  | $\begin{gathered} 1 Q \\ 2008 \\ \hline \end{gathered}$ |  | $\begin{gathered} 2 \mathrm{Q} \\ 2008 \\ \hline \end{gathered}$ |  | $\begin{gathered} 3 Q \\ 2008 \\ \hline \end{gathered}$ |  | 3 Q 08 vs . 3Q07 Increasel (Decrease) | Nine Months 2007 |  | Nine Months 2008 |  | YTD 2008 vs. YTD 2007 Increasel (Decrease) |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| \$ | 529 | \$ | 526 | \$ | 538 | \$ | 581 | \$ | 570 | \$ | 599 | \$ | 671 | 25\% | \$ | 1,593 | \$ | 1,840 | 16\% |
|  | 2,289 |  | 2,671 |  | 2,981 |  | 2,883 |  | 2,709 |  | 2,716 |  | 2,493 | (16\%) |  | 7,941 |  | 7,918 | - |
|  | 2,818 |  | 3,197 |  | 3,519 |  | 3,464 |  | 3,279 |  | 3,315 |  | 3,164 | (10\%) |  | 9,534 |  | 9,758 | 2\% |
|  | 2,103 |  | 2,461 |  | 2,621 |  | 2,664 |  | 2,796 |  | 2,634 |  | 2,513 | (4\%) |  | 7,185 |  | 7,943 | 11\% |
|  | - |  | - |  | 1 |  | - |  | 10 |  | (1) |  | 1 | - |  | 1 |  | 10 | NM |
|  | 17 |  | 12 |  | 56 |  | 15 |  | 11 |  | 41 |  | 64 | 14\% |  | 85 |  | 116 | 36\% |
|  | 17 |  | 12 |  | 57 |  | 15 |  | 21 |  | 40 |  | 65 | 14\% |  | 86 |  | 126 | 47\% |
|  | 698 |  | 724 |  | 841 |  | 785 |  | 462 |  | 641 |  | 586 | (30\%) |  | 2,263 |  | 1,689 | (25\%) |
|  | 250 |  | 197 |  | 312 |  | 260 |  | 159 |  | 232 |  | 225 | (28\%) |  | 759 |  | 616 | (19\%) |
|  | - |  | 15 |  | 39 |  | 1 |  | 9 |  | 4 |  | (2) | NM |  | 54 |  | 11 | (80\%) |
| \$ | 448 | \$ | 512 | \$ | 490 | \$ | 524 | \$ | 294 | \$ | 405 | \$ | 363 | (26\%) | \$ | 1,450 | \$ | 1,062 | (27\%) |
|  | 25\% |  | 23\% |  | 24\% |  | 23\% |  | 14\% |  | 19\% |  | 19\% |  |  | 24\% |  | 17\% |  |
| \$ | 65 | \$ | 78 | \$ | 97 | \$ | 104 | \$ | 107 | \$ | 110 | \$ | 111 | 14\% | \$ | 80 | \$ | 109 |  |
| \$ | 2,879 | \$ | 2,878 | \$ | 3,164 | \$ | 3,781 | \$ | 4,509 | \$ | 4,131 | \$ | 3,847 | 22\% | \$ | 2,974 | \$ | 4,162 | 40\% |
|  | 63\% |  | 71\% |  | 61\% |  | 55\% |  | 26\% |  | 39\% |  | 38\% |  |  | 65\% |  | 34\% |  |
|  | 39\% |  | 30\% |  | 23\% |  | 24\% |  | 11\% |  | 15\% |  | 15\% |  |  | 29\% |  | 13\% |  |
| \$ | 1,775 | \$ | 1,879 | \$ | 2,011 | \$ | 2,065 | \$ | 1,960 | \$ | 1,951 | \$ | 1,983 | (1\%) |  |  |  |  |  |
|  | 13,605 |  | 15,595 |  | 15,458 |  | 15,454 |  | 15,241 |  | 14,983 |  | 14,735 | (5\%) |  |  |  |  |  |
| \$ | 6 | \$ | - | \$ | 8 | \$ | 1 | \$ | (1) | \$ | (11) | \$ | 3 | (63\%) |  |  |  |  |  |


(10\%)
$2 \%$
$2 \%$

| $\begin{gathered} 1 Q \\ 2007 \\ \hline \end{gathered}$ | $\begin{gathered} 2 Q \\ 2007 \\ \hline \end{gathered}$ | $\begin{gathered} 3 Q \\ 2007 \end{gathered}$ | $\begin{gathered} 4 Q \\ 2007 \\ \hline \end{gathered}$ | $\begin{gathered} 1 Q \\ 2008 \\ \hline \end{gathered}$ | $\begin{gathered} 2 Q \\ 2008 \\ \hline \end{gathered}$ | $\begin{gathered} 3 Q \\ 2008 \\ \hline \end{gathered}$ | 3 Q 08 vs. 3 307 Increase (Decrease) |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  |  |  |  |  |  |

## KEY INDICATORS (in billions of dollars, except for branches)

```
lient Assets Under Fee-Based Management
    North America
    EMEA
    Latin America
    Asia
        Total
```

Average Deposits and Other Customer Liability Balances
North America
EmEA
Latin America
Asia

Total Client Assets (1)
North America
EMEA
Asia
Total
Average Loans
North America
North Amer
EmEA
Latin America
Total
offices
North America
EmEA
Latin America
Asia

(1) Total Client Assets include Average Deposits and Other Customer Liability Balances.

Net Itrerest Reverue
Non-Inerest Revenue
Non-Mneerest Revenue
Total Revenues, Net of interest Expense
Total Reverues, , Net of
Total Operaing Expenses

Provision for Loan Losses and for Benefits and Cliams
ncome (Loss) Before Taxes and Minority Interest Income Taxes (Benefitis)
Minority Interest, Net of Tax
Net Income (Loss)
Average Assets (in billilons of dollars)
Key Drivers Sin billions of dollars, except tranches:

$5 \% \%$
$\substack{5 \% \\ \text { g\% } \\ \text { 7\% } \\ 8 \%}$
9
$5 \%$
$(5 \%)$
$(5)$
)

22\%

## citi

| $\begin{gathered} 10 \\ 2007 \end{gathered}$ |  | $\begin{gathered} 20 \\ 2007 \end{gathered}$ |  | $\begin{gathered} 30 \\ 2007 \\ \end{gathered}$ |  | $\begin{gathered} 40 \\ 2007 \\ \\ \hline \end{gathered}$ |  | $\begin{gathered} 10 \\ 2008 \end{gathered}$ |  | $\begin{gathered} 20 \\ 2008 \end{gathered}$ |  | $\begin{gathered} 3 Q \\ 2008 \end{gathered}$ |  | 3Q08 vs. <br> 3Q07 Increase (Decrease) | $\begin{gathered} \text { Nine } \\ \text { Month } \\ \text { 20007 } \\ \hline \end{gathered}$ |  | $\begin{gathered} \text { Nine } \\ \text { Month } \\ 20088 \end{gathered}$ |  | $\begin{gathered} \text { YTD } 2008 \text { vs. } \\ \text { YTD } 2007 \text { Increasel } \\ \text { (Decrease) } \\ \hline \end{gathered}$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| s | $\begin{aligned} & 5,246 \\ & 8,499 \end{aligned}$ | s | $\begin{aligned} & 5,676 \\ & 8,313 \\ & \hline \end{aligned}$ | \$ | $\begin{aligned} & 5,876 \\ & 4,363 \\ & \hline \end{aligned}$ | s | $\begin{array}{r} 6,535 \\ (7,244) \\ \hline \end{array}$ | s | $\begin{gathered} \text { 6,691 } \\ (4,311) \\ \hline \end{gathered}$ | \$ | $\begin{array}{r} 7,180 \\ 551 \\ \hline \end{array}$ | \$ | $\begin{aligned} & 7,072 \\ & (1,18) \\ & \hline \end{aligned}$ | $\begin{aligned} & \text { 20\% } \\ & \text { NM } \end{aligned}$ | s | $\begin{aligned} & 16,798 \\ & 21,525 \\ & \hline \end{aligned}$ | s | $\begin{gathered} 20,943 \\ (4,88) \\ \hline \end{gathered}$ | $\begin{aligned} & \begin{array}{c} 25 \% \\ \text { No } \end{array} \end{aligned}$ |
|  | 14,095 |  | 13,989 |  | 10,239 |  | ${ }^{689}$ |  | 2,380 |  | 7,731 |  | 5,954 | (42\%) |  | 38,323 |  | 16,065 | (58\%) |
|  | 7,716 |  | 7,352 |  | 6.844 |  | 8.274 |  | 8,277 |  | 8,146 |  | 7,533 | 10\% |  | 21,912 |  | 23,956 | 9\% |
|  | $\begin{aligned} & 1.053 \\ & \\ & 206 \end{aligned}$ |  | $\begin{gathered} 1,092 \\ \begin{array}{c} 238 \\ 170 \\ \hline \end{array} \\ \hline \end{gathered}$ |  | $\begin{gathered} 1,27 \\ \text { 1,3995 } \\ 1188 \\ \hline \end{gathered}$ |  | $\begin{gathered} \substack{3,508 \\ 3 \\ 1,534 \\ 198} \end{gathered}$ |  | $\begin{gathered} 2,190 \\ \substack{1,477 \\ 222} \end{gathered}$ |  | $\underset{\substack{2,63 \\ \text { and } \\ 2124}}{\substack{214}}$ |  | $\begin{gathered} 3,990 \\ \hline, 795 \\ \hline 2125 \end{gathered}$ | $\underset{\substack{\text { NM } \\ 13 \%}}{N(2)}$ |  | $\begin{gathered} 3,372 \\ \substack{1,864 \\ 567 \\ \hline} \end{gathered}$ |  | $\begin{gathered} 7.943 \\ 6,969 \\ \hline 694 \end{gathered}$ | $\underset{\substack{\mathrm{NM} \\ 140}}{\mathrm{NM}}$ |
|  | 1.52 |  | 1.500 |  | 2.774 |  | ${ }_{6} 6.035$ |  | 3.889 |  | 4.921 |  | 6.078 | NM |  | 5.803 |  | 14,888 | nM |
|  | 4.850 |  | 5.137 |  | 621 |  | (14,98) |  | (9,786) |  | (5,336) |  | ${ }^{(7,657)}$ | nM |  | 10,608 |  | (22,799) | nm |
|  | 1,576 |  | 1.674 |  | ${ }^{143}$ |  | (6,060) |  | (4,165) |  | (2,070) |  | (2,892) | мм |  | 393 |  | 9,127) | nM |
|  | 30 |  | 66 |  | (3) |  | 9 |  | (35) |  | 51 |  | (126) | nм |  | ${ }^{93}$ |  | (110) | nм |
| s | 3.244 | $s$ | 3,397 | s | 481 | s | (8,947) | s | (5.586) | s | (3,317) | $s$ | (4,639) | Nm | s | 7,122 | s | (13,542) | nм |
| s | ${ }_{1}^{1,156}$ | s | ${ }_{1}^{1,215}$ | s | 1,254 | \$ | (1,262 | \$ | ${ }_{\text {1, }}^{1,289}$ | \$ | ${ }_{(1,272}^{1.25 \%}$ | \$ |  | (11\%) | \$ | 1,208 | s | ${ }_{\text {c }}^{1,226}$ | 1\% |
|  | ${ }^{1.14 \%}$ |  | 1.12\% |  | 0.15\% |  | (2.810\%) |  | (1.740\%) |  |  |  | (1.65\%) |  |  |  |  |  |  |

VM Not meaningtul
Reclasstifed to contorm to the current period's presentaion


| Net Interest Revenue Non-Interest Revenue | s | $\begin{array}{r} 1,503 \\ 1,366 \\ \hline \end{array}$ | s | $\begin{array}{r} 1,776 \\ 1,887 \\ \hline \end{array}$ | \$ | $\begin{aligned} & 1,933 \\ & \begin{array}{l} 2,061 \end{array} \\ & \hline \end{aligned}$ | s | $\begin{aligned} & 1,939 \\ & \begin{array}{l} 1,702 \\ \hline \end{array} \\ & \hline \end{aligned}$ | \$ | $\begin{aligned} & 2,015 \\ & 1,921 \\ & \hline \end{aligned}$ | s | $\begin{array}{r} 2,169 \\ 1,275 \\ \hline \end{array}$ | s | $\begin{aligned} & 2,061 \\ & 1,017 \\ & \hline \end{aligned}$ | $\begin{aligned} & 7 \% \\ & (51 \%) \\ & \hline \end{aligned}$ | \$ | $\begin{array}{r} 5,212 \\ 4,714 \\ \hline \end{array}$ | s | $\begin{aligned} & 6,245 \\ & 4,213 \end{aligned}$ | $\begin{aligned} & 20 \% \\ & (1110) \\ & \hline \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Total Revenues, Net of interest Expense |  | 2,869 |  | 3,063 |  | 3,994 |  | 3,641 |  | 3,936 |  | 3.444 |  | 3,078 | (23\%) |  | 9,926 |  | 10,458 | 5\% |
| Total Operating Expenses |  | 1.479 |  | 1.653 |  | 1.830 |  | 1.815 |  | 1,487 |  | 1.822 |  | 1.849 | 1\% |  | 4,962 |  | 5.158 | 4\% |
| Net Credit Losses <br> Credit Reserve Build / (Release) |  | $\begin{gathered} 246 \\ 17 \\ 52 \\ \hline \end{gathered}$ |  | $\begin{aligned} & 175 \\ & 151 \end{aligned}$ |  | $\begin{gathered} 361 \\ \begin{array}{c} 232 \\ 47 \end{array} \\ \hline \end{gathered}$ |  | $\begin{aligned} & 381 \\ & 131 \\ & 48 \end{aligned}$ |  | $\begin{aligned} & 503 \\ & 224 \end{aligned}$ |  | $\begin{aligned} & 575 \\ & 165 \\ & 45 \end{aligned}$ |  | $\begin{aligned} & 657 \\ & 252 \end{aligned}$ | $82 \%$ $9 \%$ 98 |  | 782 400 125 |  | $\begin{array}{r} 1,735 \\ 641 \\ 158 \\ \hline \end{array}$ | $\underset{60 \%}{\text { NM }}$ |
| Provision for Loan Losses and for Benefits and Claims |  | 315 |  | 352 |  | 640 |  | 560 |  | 781 |  | 785 |  | 968 | 51\% |  | 1,307 |  | 2.534 | 94\% |
| Income Betore Taxes and Minority Interest |  | 1.075 |  | 1,058 |  | 1.524 |  | 1,266 |  | 1,668 |  | 837 |  | 261 | (83\%) |  | 3,657 |  | 2,766 | (24\%) |
| Income Taxes |  | 290 |  | 270 |  | 439 |  | 327 |  | 472 |  | 178 |  | ${ }^{(20)}$ | nM |  | 999 |  | 630 | (37\%) |
| Minority Interest, Net of Tax |  | - |  | 1 |  | 1 |  | - |  | 1 |  | 1 |  | 1 | . |  | 2 |  | 3 | 50\% |
| Net Income | $s$ | 785 | $s$ | 787 | $s$ | 1.084 | $\stackrel{ }{s}$ | 939 | $s$ | 1,195 | $s$ | 658 | s | 280 | (74\%) | s | 2,656 | s | 2.133 | (20\%) |
| Average Assets (in bililion of dollars) | \$ | 129 | \$ | 144 | \$ | 150 | s | 155 | \$ | ${ }^{153}$ | s | 159 | \$ | ${ }^{156}$ | 4\% | \$ | ${ }^{141}$ | s | ${ }^{156}$ | 11\% |
| Reurn on Assets |  | 2.47\% |  | 2.19\% |  | $2.87 \%$ |  | 2.00\% |  | 3.14\% |  | 1.66\% |  | 0.71\% |  |  | 2.52\% |  | 1.83\% |  |
| Key Divers (in billions of dolars, except branches): |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Average Loans |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Cards | s | 10.2 | \$ | 11.7 | \$ | 12.3 | \$ | 13.5 | s | 14.1 | s | 14.7 | \$ | 14.6 | 19\% |  |  |  |  |  |
| Consumer Banking |  | 11.2 |  | 13.1 |  | 13.9 |  | 14.6 |  | 14.6 |  | 15.6 |  | 16.0 | 15\% |  |  |  |  |  |
| Corporate |  | 23.1 |  | 27.8 |  | 29.7 |  | 31.3 |  | 29.1 |  | 28.8 |  | 27.4 | ${ }^{(8 \%)}$ |  |  |  |  |  |
| GIobal Wealt Management |  | 2.2 |  | 2.2 |  | 2.6 |  | 2.6 |  | 2.5 |  | 3.0 |  | 3.0 | 15\% |  |  |  |  |  |
| Total | $\stackrel{ }{s}$ | 46.7 | $\stackrel{ }{\text { s }}$ | 54.8 | $\stackrel{ }{\text { s }}$ | 58.5 | $\stackrel{ }{s}$ | 62.0 | $\stackrel{ }{\text { s }}$ | 60.3 | s | 62.1 | s | 61.0 | 4\% |  |  |  |  |  |
| Averae Consumer Banking LoansResidenialeealsatae |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
|  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| ${ }_{\text {Personal }}^{\text {Cormercial and other }}$ |  | 3.6 5.0 |  | 4.4 |  | ${ }_{6.7}^{4.6}$ |  | 5.0 6.9 |  | 5.0 6.3 |  | 5.5 6.5 |  | ${ }_{71}^{5.3}$ | 15\% |  |  |  |  |  |
| Total | $\stackrel{ }{5}$ | 11.2 | $\stackrel{ }{ }$ | $\stackrel{13.1}{ }$ | s | 13.9 | $\stackrel{ }{s}$ | 14.6 | $\stackrel{ }{s}$ | 14.6 | $\stackrel{ }{s}$ | 15.6 | $\stackrel{ }{5}$ | 16.0 | 15\% |  |  |  |  |  |
| Average Deposits (and other Customer Liability Ealances) |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Consumer Banking Deposits | s | ${ }^{34.3}$ | \$ | 38.1 | s | 39.0 | s | 40.3 | \$ | 41.4 | s | 41.3 | s | 40.9 | 5\% |  |  |  |  |  |
| Transacion Serices |  | 12.0 |  | 12.0 |  | 18.0 |  | 20.0 |  | 20.0 |  | 20.0 |  | 20.0 | 11\% |  |  |  |  |  |
| Global Wealth Management |  | 7.0 |  | 9.0 |  | 9.0 |  | 10.0 |  | 9.0 |  | 9.0 |  | 7.0 | (22\%) |  |  |  |  |  |
| Total | $\stackrel{s}{ }$ | 53.3 | $\stackrel{ }{\text { s }}$ | 59.1 | $\stackrel{ }{\text { s }}$ | 66.0 | $\stackrel{ }{\text { s }}$ | 70.3 | $\stackrel{ }{\text { s }}$ | 70.4 | $\stackrel{ }{\text { s }}$ | 70.3 | $\stackrel{ }{s}$ | 67.9 | 3\% |  |  |  |  |  |
| Global Wealt Management Assets Under Fee-Based Management | \$ | ${ }^{13}$ | \$ | 14 | \$ | 14 | \$ | 14 | s | 13 | \$ | 13 | \$ | 11 | (21\%) |  |  |  |  |  |
| GIobal Weath Management Total Client Assets | s | 44 | \$ | 48 | \$ | 49 | s | 47 | \$ | 47 | s | 47 | \$ | ${ }^{41}$ | (16\%) |  |  |  |  |  |
| Consumer Banking Investment Sales | \$ | 18.3 | \$ | 17.5 | \$ | 16.2 | \$ | 13.2 | \$ | 14.6 | s | 15.4 | \$ | 16.2 | - |  |  |  |  |  |
| Consumer Banking Investment AUMs | s | 30.2 | \$ | 32.1 | \$ | 33.4 | s | 33.9 | \$ | 34.5 | s | 37.4 | s | 32.9 | (10) |  |  |  |  |  |
| Branches 1 Offices |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Citibank |  | 1,838 |  | 1,954 |  | 1,977 |  | 2,063 |  | 2,066 |  | 2,071 |  | 2,055 | 4\% |  |  |  |  |  |
| Citifinancial |  | 672 |  | 672 |  | 674 |  | 671 |  | 568 |  | 564 |  | 533 | (21\%) |  |  |  |  |  |
| GIobal Weath Management Offices |  | 13 |  | 12 |  | 13 |  | 13 |  | 11 |  | 11 |  | 10 | (23\%) |  |  |  |  |  |
| Total |  | 2.523 |  | 2.638 |  | 2.664 |  | 2.747 |  | 2.645 |  | 2.646 |  | 2.598 | (2\%) |  |  |  |  |  |
| Consumer Loans Excluding swm |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Net Creait Loss Ratio |  | 4.89\% |  | 3.88\% |  | 5.86\% |  | 5.86\% |  | 6.96\% |  | 7.64\% |  | 8.64\% |  |  |  |  |  |  |
| Loans 90+Days Past Due (in milions) | \$ | 720 | \$ | 843 | \$ | 891 | \$ | 1,008 | s | ${ }_{1,121}$ | s | ${ }_{1,182}$ | s | ${ }^{1,129}$ | 27\% |  |  |  |  |  |
| \% of EOP Loans |  | 3.18\% |  | 3.30\% |  | 3.30\% |  | 3.48\% |  | 3.86\% |  | 3.84\% |  | 3.87\% |  |  |  |  |  |  |

ASIA
Net Interest Reverue
Non-Inerest Revenue
Non-Mterest Revenue
Total Revenues, Net of interest Expense
Toar Operaing Expenses

Provision tor Loan Losses and tor Benefits and Claims
Income Before Taxes and Minoriy Interest
Income Taxes
Minority nererest, Net of Tax
Net tncome
Average Assels (in billions of dolaras)
Reeum on $\operatorname{sassels}$
consumer finance japan
Net Iterest Reverue
Net mierest Revenue
Non-IMerest Revenue
Total Revenues, Net of interest Expense
Tola Operating Expenses
Net Credit Losses

Provision for Loan Losses and for Benefits and Claims
Income Before Taxes and Minority Interest
Income Taxes
Minority Interest, Net of Tax
Net Income
Average Assels (in billions of dollars)
Reum
Retur on Assels
ASIA EXCLUDING CONSUMER FINANCE JAPAN
Net therest Revenue
Non-Hnerest Reverue
Non-n-Iterest Revenue
Total Revenues, Net of interest Expense
Total Operating Expenses

Provision for Loan Losses and tor Benefits and Claims
Income Before Taxes and Minoriy Iterest
Income Taxes
Minority nererest, Net of tax
Net Income
Average Assels (in bililions of dollars)
Reurn on Assets

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Reclassified to contorm to the current period's presentation.

| \$ | $\begin{aligned} & 2,103 \\ & 1,718 \end{aligned}$ | s | $\begin{aligned} & 1,920 \\ & 2.870 \\ & 20 \end{aligned}$ | \$ | $\begin{aligned} & 2,162 \\ & 2,657 \\ & 2.65 \end{aligned}$ | \$ | $\begin{aligned} & 2,105 \\ & 3,293 \\ & 3,25 \end{aligned}$ | s | $\begin{aligned} & 2,419 \\ & 2,168 \\ & 2,19 \end{aligned}$ | s | $\begin{aligned} & 2,484 \\ & 2,111 \end{aligned}$ | s | $\begin{aligned} & 2.514 \\ & 1.954 \end{aligned}$ | $\begin{aligned} & \text { 16\%\% } \\ & (26 \%))^{2} \end{aligned}$ | s | $\begin{aligned} & 6,185 \\ & 7,245 \end{aligned}$ | \$ | $\begin{aligned} & 7,417 \\ & 6,233 \end{aligned}$ | $\begin{aligned} & 20 \% \\ & (1400) \\ & (120) \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 3,821 |  | 4,790 |  | 4.819 |  | 5.398 |  | 4.587 |  | 4.595 |  | 4,468 | (7\%) |  | 13,430 |  | 13,650 | 2\% |
|  | 1,909 |  | 2,465 |  | 2,928 |  | 2,843 |  | 2,834 |  | 2,788 |  | 2,612 | (11\%) |  | 7,302 |  | 8,234 | 13\% |
|  | $\begin{gathered} 475 \\ 68 \\ \hline \end{gathered}$ |  | ${ }_{11}^{497}$ |  | $\begin{aligned} & 533 \\ & 301 \end{aligned}$ |  | $\begin{aligned} & 560 \\ & (47) \\ & ( \end{aligned}$ |  | $\begin{aligned} & 599 \\ & 128 \end{aligned}$ |  | $\begin{aligned} & 634 \\ & 147 \end{aligned}$ |  | $\begin{aligned} & 660 \\ & 372 \end{aligned}$ | $\begin{aligned} & 2496 \\ & 24 \% \\ & 24 \% \end{aligned}$ |  | $\underset{\substack{1.503 \\ 380}}{ }$ |  | $\underset{\substack{1.893 \\ 647}}{ }$ | ${ }_{\text {2 }}^{26 \%}$ |
|  | 543 |  | 508 |  | ${ }^{832}$ |  | 513 |  | 727 |  | 781 |  | 1.032 | 24\% |  | 1.883 |  | 2.540 | 35\% |
|  | 1,369 |  | 1,817 |  | 1,059 |  | 2,042 |  | 1.026 |  | 1,026 |  | 824 | (22\%) |  | 4,245 |  | ${ }^{2.876}$ | (32\%) |
|  | 297 |  | 533 |  | 249 |  | 518 |  | 273 |  | 250 |  | 127 | (49\%) |  | 1.079 |  | 650 | (40\%) |
|  |  |  | 34 |  | - |  | 63 |  | (12) |  | 4 |  | 2 | - |  | 34 |  | (6) | мм |
| s | 1.072 | s | 1.250 | s | 810 | $s$ | 1,461 | s | 765 | $s$ | 772 | s | 695 | (14\%) | s | 3.132 | s | 2,332 | (29\%) |
| s | $\begin{gathered} 249 \\ 1.75 \% \end{gathered}$ | s | $\begin{gathered} 298 \\ 1.69 \% \\ \hline \end{gathered}$ | s | $\begin{gathered} 375 \\ 0.86 \% \end{gathered}$ | s | $\begin{gathered} 362 \\ 1.60 \% \end{gathered}$ | s | $\begin{gathered} 364 \\ 0.85 \% \end{gathered}$ | s | $\begin{gathered} 354 \\ 0.88 \% \end{gathered}$ | \$ | $\begin{gathered} 337 \\ 0.82 \% \end{gathered}$ | (10\%) | s | $\begin{gathered} 307 \\ 1.36 \% \end{gathered}$ | \$ | $\begin{gathered} 352 \\ 0.95 \% \end{gathered}$ | 15\% |



| (15\%) | s | 1.022 | \$ | 661 | (35\%) |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | 9 |  | 17 | ${ }^{89 \%}$ |
| (15\%) |  | 1.031 |  | 678 | (340) |
| (67\%) |  | 479 |  | 280 | (42\%) |
| $\left.\begin{array}{c} (990) \\ (430) \end{array}\right)$ |  | $\begin{array}{r}928 \\ 179 \\ \hline\end{array}$ |  | $\begin{gathered} 926 \\ 91 \end{gathered}$ | (49\%) |
| (20\%) |  | 1.107 |  | 1.018 | (8\%) |
| 48\% |  | (555) |  | (620) | (12\%) |
| 50\% |  | (219) |  | (221) | (1\%) |
| 47\% | s | (336) | s | (399) | (19\%) |
| (119) | \$ | 10 | \$ | ${ }^{8}$ | (20\%) |
|  |  | (4.49\%) |  | (6.66\%) |  |


| \$ | $\begin{aligned} & 1,688 \\ & 1,711 \end{aligned}$ | \$ | $\begin{aligned} & 1.576 \\ & 2,896 \\ & 2.86 \end{aligned}$ | s | $\begin{aligned} & 1,899 \\ & 2,656 \\ & 2,65 \end{aligned}$ | \$ | $\begin{aligned} & 1,992 \\ & 3,280 \\ & \hline, 280 \end{aligned}$ | s | $\begin{aligned} & 2,155 \\ & 2,155 \\ & 2.55 \end{aligned}$ | \$ | $\begin{aligned} & 2,311 \\ & 2,1,08 \end{aligned}$ | s | $\begin{aligned} & 2,290 \\ & 1,953 \\ & 1,20 \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 3,39 |  | 4.445 |  | 4,555 |  | 5,72 |  | 4,310 |  | 4.419 |  | 4,243 |
|  | 1.783 |  | 2,363 |  | 2,677 |  | 2,746 |  | 2,739 |  | 2,687 |  | 2.528 |
|  | 173 64 |  | ${ }^{195}$ |  | ${ }_{140}^{207}$ |  | ${ }_{\text {247 }}^{246}$ |  | ${ }^{282}$ |  | ${ }_{320}^{320}$ |  | ${ }^{365}$ |
|  |  |  |  |  |  |  |  |  |  |  |  |  | (1) |
|  | 237 |  | 192 |  | 347 |  | 99 |  | 410 |  | 467 |  | 645 |
|  | 1,379 |  | 1,890 |  | 1,531 |  | 2,327 |  | 1,161 |  | 1,265 |  | 1,070 |
|  | 309 |  | 566 |  | ${ }_{4} 23$ |  | 619 |  | 322 |  | 335 |  | 214 |
|  |  |  | 34 |  | - |  | 63 |  | (12) |  | 4 |  | 2 |
| s | 1.070 | s | 1,290 | s | 1,108 | $s$ | 1.645 | s | 851 | $s$ | 926 | $s$ | ${ }^{854}$ |
| s | 239 | \$ | 288 | \$ | 366 | s | 353 | s | 355 | \$ | 346 | s | 329 |


| $21 \%$ | s | $\begin{aligned} & 5,163 \\ & \hline 7236 \end{aligned}$ | \$ | $\begin{aligned} & 6,756 \\ & 6,2516 \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: |
| (7\%) |  | 12,399 |  | 12,972 |
| (6\%) |  | ${ }_{6,823}$ |  | 7,954 |
| $\begin{gathered} 76 \% \\ 101 \% \end{gathered}$ |  | $\begin{aligned} & 575 \\ & 201 \end{aligned}$ |  | 967 556 (1) |
| 86\% |  | 776 |  | 1.522 |
| ${ }^{(30 \%)}$ |  | 4,800 |  | ${ }^{3,496}$ |
| (49\%) |  | 1,298 |  | 871 |
|  |  | 34 |  | (6) |
| (23\%) | s | 3,468 | s | 2,631 |
| (10\%) | s | 298 | s | ${ }^{34}$ |


| $\begin{gathered} 1 \mathrm{Q} \\ 2007 \end{gathered}$ | $\begin{gathered} 2 \mathrm{Q} \\ 2007 \end{gathered}$ | $\begin{gathered} 3 Q \\ 2007 \end{gathered}$ | $\begin{gathered} 4 \mathrm{Q} \\ 2007 \end{gathered}$ | $\begin{gathered} 1 Q \\ 2008 \end{gathered}$ | $\begin{gathered} 2 \mathrm{Q} \\ 2008 \end{gathered}$ | $\begin{gathered} 3 Q \\ 2008 \end{gathered}$ | 3 Q 08 vs. 3Q07 Increasel (Decrease) |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  |  |  |  |  |  |

## Key Drivers (in billions of dollars, except branches):

## Average Loans <br> Cards <br> Consumer Banking (excluding CF Japan) <br> Corporate <br> Global Wealth Management

Tota

Average Consumer Banking Loans (excluding CF Japan) Residential Real Estate
Personal
Commercial and other
Total
Average Deposits (and other Customer Liability Balances)
Consumer Banking Deposits
Transaction Services
Global Wealth Managemen
Total

Global Wealth Management Assets Under Fee-Based Management Global Wealth Management Total Client Assets

Consumer Banking Investment Sales
onsumer Banking Investment AUMs
Branches / Offices
Citibank
Citifinancial (excluding Japan)
Global Wealth Management Offices
Consumer Finance Japan
Total

## Consumer Loans Excluding GwM

Net Credit Loss Ratio
Loans 90+Days Past Due (in millions) \% of EOP Loans



Reclassified to conform to the current period's presentation.

|  | Average Risk Capital (\$M) (2) |  |  |  |  |  | Return on Risk Capital |  |  | Return on Invested Capital |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | Third Quarter 2007 |  | Second Quarter 2008 |  | Third Quarter 2008 | Third Quarter 2007 | Second Quarter 2008 | Third Quarter 2008 | $\begin{gathered} \text { Third } \\ \text { Quarter } \\ 2007 \\ \hline \end{gathered}$ | Second Quarter 2008 | Third Quarter 2008 |
| Global Cards | \$ | 8,722 | \$ | 15,233 | \$ | 14,520 | 66\% | 12\% | (25\%) | 29\% | 7\% | (13\%) |
| Consumer Banking |  | 21,221 |  | 29,978 |  | 30,965 | 3\% | (11\%) | (14\%) | 2\% | (6\%) | (8\%) |
| Institutional Clients Group (ICG): |  |  |  |  |  |  |  |  |  |  |  |  |
| Securities and Banking |  | 35,592 |  | 51,944 |  | 47,551 | (4\%) | (21\%) | (24\%) | (4\%) | (16\%) | (18\%) |
| Transaction Services |  | 1,827 |  | 2,109 |  | 1,873 | 128\% | 134\% | 174\% | 67\% | 63\% | 79\% |
| Total Institutional Clients Group (ICG) |  | 37,419 |  | 54,053 |  | 49,424 | 3\% | (15\%) | (16\%) | 1\% | (11\%) | (12\%) |
| Global Wealth Management |  | 3,164 |  | 4,131 |  | 3,847 | 61\% | 39\% | 38\% | 23\% | 15\% | 15\% |
| Corporate / Other |  | 4,144 |  | 4,736 |  | 4,794 | NM | NM | NM | NM | NM | NM |
| Total Citigroup - Risk Capital (2) |  | 74,670 | \$ | 108,131 | \$ | 103,550 | 11\% | (9\%) | (13\%) |  |  |  |

Total Citigroup - Return on Invested Capital (2) (3)
(1) Risk Capital is defined as the amount of capital needed to cover unexpected economic losses during extreme events. Return on Risk Capital is defined as income divided by Risk Capital. Return on Invested Capital is a similar calculation but includes adjustments for goodwill and intangibles in both the numerator and denominator, similar to those necessary to translate return on tangible equity to return on total equity. Return on Risk Capital and Return on Invested Capital are non-GAAP performance measures. Management believes Return on Risk Capital is useful to make incremental investment decisions and serves as a key metric for organic growth initiatives. Return on Invested Capital is used for multi-year investment decisions and as a long term performance measure.
(2) Average Risk Capital is net of the cross-sector diversification. Average Invested Capital includes the difference between Tangible Equity and Risk Capital, which is also included in the Total Citigroup Return on Invested Capital.
(3) Total Citigroup Return on Invested Capital equals Citigroup Return on Common Equity

NM Not meaningful
Reclassified to conform to the current period's presentation.

|  | Average Volumes |  |  |  |  |  | Interest |  |  |  |  |  | \% Average Rate ${ }^{(4)}$ |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| In millions of dollars | Third Quarter 2007 |  | Second Quarter 2008 |  | Third Quarter $2008{ }^{(5)}$ |  | Third Quarter 2007 |  | Second Quarter 2008 |  | Third Quarter 2008 |  | Third Quarter 2007 | $\begin{gathered} \text { Second } \\ \text { Quarter } \\ 2008 \\ \hline \end{gathered}$ | Third Quarter $2008{ }^{(5)}$ |
| Assets: |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Deposits with Banks | \$ | 60,972 | \$ | 63,952 | \$ | 66,922 | \$ | 855 | \$ | 773 | \$ | 803 | 5.56\% | 4.86\% | 4.77\% |
| Fed Funds Sold and Resale Agreements ${ }^{(6)}$ |  | 369,561 |  | 241,854 |  | 234,337 |  | 5,090 |  | 2,377 |  | 2,222 | 5.46\% | 3.95\% | 3.77\% |
| Trading Account Assets ${ }^{(7)}$ |  | 487,688 |  | 410,346 |  | 368,657 |  | 5,156 |  | 4,644 |  | 4,154 | 4.19\% | 4.55\% | 4.48\% |
| Investments ${ }^{(1)}$ |  | 257,894 |  | 222,055 |  | 225,178 |  | 3,340 |  | 2,548 |  | 2,597 | 5.14\% | 4.62\% | 4.59\% |
| Consumer Loans |  | 531,236 |  | 565,339 |  | 546,319 |  | 12,089 |  | 12,208 |  | 11,925 | 9.03\% | 8.69\% | 8.68\% |
| Corporate Loans |  | 202,349 |  | 189,262 |  | 172,603 |  | 4,252 |  | 3,733 |  | 3,603 | 8.34\% | 7.93\% | 8.30\% |
| Total Loans (net of Unearned Income) |  | 733,585 |  | 754,601 |  | 718,922 |  | 16,341 |  | 15,941 |  | 15,528 | 8.84\% | 8.50\% | 8.59\% |
| Other Interest-Earning Assets |  | 97,506 |  | 94,129 |  | 92,022 |  | 1,485 |  | 1,089 |  | 878 | 6.04\% | 4.65\% | 3.80\% |
| Total Average Interest-Earning Assets | \$ | 2,007,206 | \$ | 1,786,937 |  | 1,706,038 | \$ | 32,267 | \$ | 27,372 | \$ | 26,182 | 6.38\% | 6.16\% | 6.11\% |
| Liabilities: |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Deposits | \$ | 707,268 | \$ | 710,138 | \$ | 674,617 | \$ | 7,456 | \$ | 5,082 | \$ | 4,915 | 4.18\% | 2.88\% | 2.90\% |
| Fed Funds Purchased and Repurchase Agreements ${ }^{(6)}$ |  | 428,281 |  | 283,347 |  | 262,380 |  | 6,431 |  | 2,964 |  | 2,737 | 5.96\% | 4.21\% | 4.15\% |
| Trading Account Liabilities ${ }^{(7)}$ |  | 117,854 |  | 75,948 |  | 73,040 |  | 371 |  | 456 |  | 290 | 1.25\% | 2.41\% | 1.58\% |
| Short-Term Borrowings |  | 263,450 |  | 217,767 |  | 197,951 |  | 1,965 |  | 994 |  | 935 | 2.96\% | 1.84\% | 1.88\% |
| Long-Term Debt ${ }^{(8)}$ |  | 315,351 |  | 353,333 |  | 362,631 |  | 4,200 |  | 3,911 |  | 3,899 | 5.28\% | 4.45\% | 4.28\% |
| Total Average Interest-Bearing Liabilities | \$ | 1,832,204 | \$ | 1,640,533 |  | 1,570,619 | \$ | 20,423 | \$ | 13,407 | \$ | 12,776 | 4.42\% | 3.29\% | 3.24\% |
| Net Interest Revenue as a \% of Average Interest-Earning Assets (NIM) |  |  |  |  |  |  | \$ | 11,844 | \$ | 13,965 | \$ | 13,406 | 2.34\% | 3.14\% | 3.13\% |
| 3Q08 Increase From |  |  |  |  |  |  |  |  |  |  |  |  | 79 | (1) |  |

[^2]| 90 Days Or More Past Due (1) |  |  | $\begin{aligned} & \text { EOP } \\ & \text { Looans } \end{aligned}$ | Net Credit Losses (1) |  |  | Average Loans |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 3Q07 | 2 Q08 | 3Q08 | 3 Q 08 | 3 Q07 | 2 Q 08 | 3 Q08 | 3008 |


(1) The ratios of 90 days or more past due and net credit losses are calculated based on end-of-period and average loans, respectively, both net of unearned income.
(2) Total Loans and Total Average Loans exclude certain interest and fees on credit cards of approximately $\$ 3$ billion and $\$ 3$ bilion, respectively, which are included in Consumer Loans on the Consolidated Balance Shee
(3) This table presents consumer credit information on a held basis and shows the impact of securitizations to reconcile to a managed basis. Only N.A. Cards from a product vew and North America from a regional view are impacted. Managed basis reporting is a non-GAAP measure. Held basis reporting is he relaed GAAP measure. For a discussion of managed basis reporting see Note 1 to the Global Cards business on page 10

## Allowance for Loan Losses at Beginning of Period

Gross Credit (Losses)
Gross Recoveries
Net Credit (Losses) / Recoveries (NCL's)
NCL's
Reserve Releases (1)
Reserve Builds (1)
Specific Reserve Releases / Utilizations
Specific Reserve Builds
Build(Release/Utilization)for Purchased Distressed Loan Portfolios
Provision for Loan Losses
Other (2)

## Alowance for Loan Losses at End of Period (a)

Corporate Allowance for Unfunded Lending Commitments (3) (a)
Provision for Unfunded Lending Commitments
Total Allowance for Loans, Leases and
Unfunded Lending Commitments Sum of (a)
Total Allowance for Loans, Leases and Untunded Lending
Corminments as a Percentage of Total Loans


Alowance for Credit Losses represents managementrs estimate of probable losses inherent in the portfoio. Attribution of the allowance is made for analytical purposes only, and the enire allowance is available to absorb probable credil t osses inherent in the portolio. Included in the
million as of September 30 2008, June 302008 and March 31,2008 , respecively.
 accounting aduistments, etc. The significant tiems reported on this line for the periods presented include:

For the 2008 third quarter, reductions to the credit loss reserves of $\$ 23$ million related to securitizations, reductions of $\$ 244$ milion related to the pending sale of Germany and
reductions of approximately $\$ 400$ milion related to foreign currency translation.
For the 2008 second quarter, reductions to the creait loss reserves of $\$ 21$ million related to securitizations, reductions of $\$ 156$ million related to the sale of citicapital and a aditions of 556 million related to purchase price adjustments for the Cuscallan acquistion.
For the 2008 first quarere, reductions to the credit toss reserves of 558 million related to securitizations and additions of 550 milion related to purchase price adiustments
For the 2007 fourt Overseas Chinese acquisition.
-For the 2007 fourth quarter, reductions to the credit loss reserves of $\$ 150$ milion related to securitizations and $\$ 7$ milion related to transfers to loans held-for-sale, reductions of $\$ 151$ mililion related to purchase price adjustments for the Egg Bank acquisition and reductions of $\$ 83$ million related to the transter of the U.K. C citiFinancial porttolio to held-for-sale
For the 2007 third quarter, reductions to the credit toss reserves of $\$ 73$ million related to securtizazions. Additionaly includes adjustments for purchase accounting relating to the accuisision of Grupo Cuscatlan of $\$ 181$ million

- For the 2007 second quarter, reductions to the credit loss reserves of $\$ 70$ million related to securitizations and $\$ 77$ million related to transfers to loans held-for-sale, and the addition of $\$ 505$
million related to the acquistion of Egg and Nikko.
For the 2007 first quarter, reductions to the credit loss reserves of $\$ 98$ million related to securitizations and transfers to loans held-for-sale, and the addition of $\$ 75$ million related to the acquisition of Grupo Financiero Uno
(3) Represents additional credit resenves recorded as other liabilities on the Consolidated Balance Shee

NM Not meaningtul
$\xlongequal{\mathrm{s} \quad 1,100} \xlongequal{\mathrm{~s} \quad 1,100} \xlongequal{\mathrm{~s} \quad 1,150} \xlongequal{\mathrm{~s} \quad 1,250} \xlongequal{\mathrm{~s} \quad 1,250} \xlongequal{\mathrm{~s} \quad 1,107} \xlongequal{\mathrm{~s} \quad 957}$
$\qquad$
$\xlongequal{\mathrm{s} \quad 10,610} \xlongequal{\mathrm{~s} \quad 11,881} \xlongequal{\mathrm{~s} \quad 13,878} \xlongequal{\mathrm{~s} \quad 17,367} \xlongequal{\mathrm{~s} \quad 19,507} \xlongequal{\mathrm{~s} \quad 21,884} \xlongequal{\mathrm{~s} \quad 24,962}$

|  | s | 8,940 | s | 16,117 |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
| (81\%) |  | (8,188) |  | $(14,683)$ | (79\%) |
| (2\%) |  | 1,851 |  | 1.805 | (2\%) |
| (101\%) |  | $(6,337)$ |  | (12,878) | NM |
| 101\% |  | 6,337 |  | 12,878 | мм |
| . |  | ${ }^{(36)}$ |  | (260) | мм |
| 76\% |  | 3,106 |  | 8.014 | nм |
| 74\% |  | (145) |  | (77) | 47\% |
| nм |  | 240 |  | 943 | nм |
| nм |  | 10 |  | 5 | (50\%) |
| 95\% |  | 9,512 |  | 21,503 | мм |
|  |  | 613 |  | (737) | nм |
|  | $\stackrel{ }{\text { s }}$ | 12,728 | s | $\underline{24,005}$ |  |
|  | $\underline{s}$ | 1,150 | s | 957 |  |
|  | $\stackrel{ }{s}$ | 50 | s | (293) |  |
|  | $s$ | 13,878 | $s$ | 24,962 |  |


 YTD 2007 Increas $\xrightarrow{\text { (Decrease) }}$

## LLOWANCE FOR CREDIT LOSSES

CONSUMER LOANS ${ }^{(1)}$

## Allowance for Loan Losses at Beginning of Perio

## Gross Credit (Losses)

Gross Recoveries
Net Credit (Losses) / Recoveries (NCL's)

NCL's
Reserve Releases (2)
Reserve Builds (2)
Specific Reserve Releases / Utilizations
Specific Reserve Builds
Build(Release/Utilization)for Purchased Distressed Loan Portfolios

## Provision for Loan Losse

Other (3)
Allowance for Loan Losses at End of Period
Net Consumer Credit (Losses) as a
Net Consumer Credit (Losses) as a
Percentage of Average Consumer Loans
Consumer Allowance for Credit Losses
As a Percentage of Total Consumer Loans

| 1 Q | 2 Q | 3 Q | 4 Q |
| :---: | :---: | :---: | :---: |
| 2007 | 2007 | 2007 | 2007 |



Nine
Months Months
2008

12,393


1) Includes loans made to Global Weath Management clients.
(2) Allowance for Credit Losses represents management's estimate of probable losses inherent in the portfolio. Attribution of the allowance is made for analytical purposes only, and the entire allowance is available to absorb probable credit losses inherent in the portfolio. Included in the allowance for loan losses are reserves for Trouble Debt Restructurings (TDRs) of $\$ 1,443$ million, $\$ 882$ million and $\$ 443$ million as of September 30 2008, June 302008 and March 31, 2008, respectively.
(3) Includes all adiustments to the Allowance for Credit Losses, such as changes in the allowance from acquisitions, securitizations, foreign exchange translation, purchas

Includes al aju astments to the Alowance for Creairitosses, such as changes in the allowance from acquis:
For the 2008 third quarter, reductions to the credit loss reserves of $\$ 23$ million related to securitizations, reductions of $\$ 244$ million related to the pending sale of Germany and reductions of approximately $\$ 500$ million related to foreign currency translation.
For the 2008 second quarter, reductions to the creait loss reserves of $\$ 21$ million related to securitizations, reductions of $\$ 156$ million related to the sale of Citicapital and additions of $\$ 56$ million related to purchase price adjustments for the Cuscatlan acquisition
For the 2008 first quarter, reductions to the credit loss reserves of $\$ 58$ million related to securitizations and additions of $\$ 50$ million related to purchase price adiustments
for the Bank of Overseas Chinese acquistion
For the 2007 fourth quarter, reductions to the credit loss reserves of $\$ 150$ million related to securitizations and $\$ 7$ million related to transfers to loans held-for-sale, reductions of $\$ 151$ million related to purchase price adjustments
for the Egg Bank acquisition and reductions of 883 million related to the transfer of the U.K. C Citifinancial portfolio to held-for-sale.
For the 2007 third quarter, reductions to the credit loss reserves of $\$ 73$ million related to securitizations.
For the 2007 second quarter, reductions to the credit loss reserves of $\$ 70$ million related to securitizations and $\$ 77$ million related to transfers to loans held-for-sale, and the addition of $\$ 505$
million related to the acquisition of Egg and Nikko.
For the 2007 first quarter, reductions to the credit loss reserves of $\$ 98$ million related to securitizations and transfers to loans held-for-sale, and the addition of $\$ 75$ million related to the accuisition of Grupo Financiero Uno.
The 2007 first quarter also includes $\$ 41$ mililion related to the reorganization of the KorAm loan portfolio

## Allowance for Loan Losses at Beginning of Period



NM Not meaningtul
s 95
$50 \quad \xlongequal{\text { s (293) }}$
$\xlongequal{\mathrm{s} \quad 4,675} \xlongequal{\mathrm{~s} \quad 5,883}$

| (In millions of dolaras) |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | $\begin{gathered} 10 \\ 2007 \end{gathered}$ |  | $\begin{gathered} 20 \\ 2007 \\ 207 \end{gathered}$ |  | $\begin{gathered} 30 \\ 2007 \\ \hline 20 \end{gathered}$ |  | $\begin{gathered} 4 \mathrm{Q} \\ 2007 \end{gathered}$ |  | $\underset{2008}{10}$ |  | $\begin{gathered} 20 \\ 2008 \end{gathered}$ |  | $\begin{gathered} 30 \\ 2008 \end{gathered}$ |  | $\begin{gathered} 3008 \text { vs. } \\ \text { 3Q07 Increase/ } \\ \text { (Decrease) } \end{gathered}$ | $\begin{gathered} \text { Nine } \\ \text { Months } \\ 2007 \end{gathered}$ |  | $\begin{gathered} \text { Nine } \\ \text { Months } \\ 2008 \end{gathered}$ |  | $\begin{gathered} \text { YTD } 2008 \text { vs. } \\ \text { YTD } 2007 \text { Increase/ } \\ \text { (Decrease) } \\ \hline \end{gathered}$ |
| Global Cards |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Net Credit Losses | \$ | 865 | \$ | 847 | \$ | 1,045 | \$ | 1.120 | \$ | 1,248 | \$ | 1,412 | \$ | 1,588 | 52\% | \$ | 2,757 | \$ | 4,248 | 54\% |
| Credit Reserve Build (Release) |  | (9) |  | 426 |  | 503 |  | 652 |  | 623 |  | 583 |  | 1,069 | vM |  | 920 |  | 2,275 | nм |
| North America |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Net Credit Losses |  | 485 |  | 453 |  | 455 |  | 661 |  | 614 |  | 687 |  | 766 | 68\% |  | 1,393 |  | ${ }^{2}, 067$ | 48\% |
| Credit Reserve Build /(Release) |  | (31) |  | 223 |  | 172 |  | 544 |  | 313 |  | 334 |  | 481 | мм |  | 364 |  | 1.128 | мм |
| EmEA |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Net Credit Losses |  | 57 |  | 79 |  | 175 |  | 29 |  | 140 |  | 161 |  | 180 | 3\% |  | 311 |  | 481 | 55\% |
| Creat Reserve Build / Release) |  | 13 |  | 72 |  | ${ }^{68}$ |  | (8) |  | 37 |  | 81 |  | 142 | мм |  | 153 |  | 260 | 70\% |
| Latin America |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Net Credit Losses |  | 219 |  | 200 |  | 299 |  | 307 |  | 359 |  | 417 |  | 484 | 62\% |  | 718 |  | 1,260 | 75\% |
| Creait Reserve Build / Release) |  | ${ }^{3}$ |  | 139 |  | 168 |  | 81 |  | 249 |  | 127 |  | 286 | 70\% |  | 310 |  | 662 | мм |
| Asia |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Net Creait Losses |  | 104 |  | 115 |  | 116 |  | ${ }^{123}$ |  | 135 |  | 147 |  | 158 | 36\% |  | 335 |  | 440 | 31\% |
| Creati Reserve Build / (Release) |  | 6 |  | (8) |  | 95 |  | 35 |  | 24 |  | ${ }^{41}$ |  | 160 | 68\% |  | 93 |  | 225 | мм |
| Consumer Banking |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Net Creait Losses |  | 1,096 |  | 1.134 |  | ${ }^{1,373}$ |  | 1,774 |  | 2.279 |  | ${ }^{2.552}$ | \$ | 3,005 | nм |  | 3.603 |  | ${ }^{7.836}$ | мм |
| Creait Reserve Build (Release) |  | 325 |  | ${ }^{21}$ |  | 1,449 |  | 2,877 |  | 1,161 |  | 1,672 |  | 2,128 | $47 \%$ |  | 1,795 |  | 4,961 | nM |
| Noth America |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Net Creait Losses |  | 575 |  | 620 |  | 749 |  | 1,071 |  | 1.539 |  | 1,764 |  | 2,166 | мм |  | 1,944 |  | 5,469 | мм |
| Creait Reserve Build /(Release) |  | 224 |  | 24 |  | 1,122 |  | 2,748 |  | 1,033 |  | 1,496 |  | 1,861 | 66\% |  | 1,370 |  | 4,390 | мм |
| EMEA |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Net Creait Losses |  | 109 |  | 116 |  | 121 |  | 178 |  | 159 |  | 168 |  | 188 | 55\% |  | 346 |  | 515 | 49\% |
| Credit Reserve Build / Release) |  | 70 |  | (36) |  | 68 |  | 99 |  | 34 |  | 49 |  | 86 | 26\% |  | 102 |  | 169 | 66\% |
| $\underline{L \text { Lin Ameica }}$ |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Net Credit Losses |  | 39 |  | 15 |  | 88 |  | 109 |  | 137 |  | ${ }^{158}$ |  | 182 | мм |  | 142 |  | 477 | мм |
| Creati Reserve Build / Release) |  |  |  | 24 |  | 59 |  | 32 |  | (5) |  | ${ }^{31}$ |  | (13) | nм |  | 83 |  | ${ }^{13}$ | (840) |
| Asia |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Net Credit Losses |  | 373 |  | 383 |  | 415 |  | 416 |  | 444 |  | 462 |  | 469 | 13\% |  | 1,171 |  | 1,375 | 17\% |
| Creait Reserve Build / Release) |  | 31 |  | 9 |  | 200 |  | (2) |  | 99 |  | ${ }_{96}$ |  | 194 | ${ }^{(3 \%)}$ |  | 240 |  | 389 | 62\% |
| Global Weatth Management: |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Net Creait Losses |  | - |  | - |  | 1 |  | . |  | 10 |  | (1) |  | 1 | 0\% |  | 1 |  | 10 | nм |
| Creait Reserve Build (Release) |  | 17 |  | 12 |  | 56 |  | 15 |  | 11 |  | 41 |  | 64 | 14\% |  | ${ }^{85}$ |  | 116 | 36\% |
| Consumer Provision for Loan Losses |  | 2,294 |  | 2.440 |  | 4,427 |  | 6,438 |  | 5,332 |  | 6,259 |  | 7,855 | 77\% |  | 9,161 |  | 19,446 | nм |
| Consume NCls |  | 91 |  | 1.981 |  | 2.41 |  | 2,89 |  | ${ }^{\text {3,537 }}$ |  | ${ }^{3.963}$ |  | 4,594 |  |  | ${ }_{6,361}$ |  | 12,094 |  |
| Consumer Cridit Reseeve Build (Reases) |  | ${ }^{33}$ |  | 459 |  | 2.08 |  | 3,544 |  | 1.795 |  | 2296 |  | 3.261 |  |  | 2880 |  | ${ }^{1,352}$ |  |
| Institutional Clients Group (ICG): |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Net Credit Losses |  | (20) |  | ${ }^{(37)}$ |  | 35 |  | 695 |  | 101 |  | 357 |  | 326 | nM |  | (22) |  | ${ }^{84}$ | NM |
| Creait Reserve Build / Release) |  | 274 |  | (19) |  | 120 |  | 187 |  | 144 |  | 367 |  | 762 | nм |  | 375 |  | 1,273 | nM |
| Securities and Bankina |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Net Credit Losses |  | (25) |  | ${ }^{(38)}$ |  | ${ }^{31}$ |  | 681 |  | 101 |  | 348 |  | 318 | nм |  | (32) |  | 767 | nм |
| Credit Reseve Build / Release) |  | 274 |  | (12) |  | 120 |  | 216 |  | 142 |  | ${ }^{588}$ |  | 761 | nм |  | 382 |  | 1,261 | nм |
| Transacion Serices |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Net Credit Losses |  | 5 |  | 1 |  | 4 |  | 14 |  | - |  | 9 |  | 8 | 100\% |  | 10 |  | 17 | 70\% |
| Creait Reseve Build / Release) |  |  |  | (7) |  |  |  | (29) |  | 2 |  | 9 |  | 1 |  |  | (7) |  | 12 | nм |
| Corporate / Other |  | 1 |  | (2) |  | (1) |  |  |  | . |  | . |  |  | 100\% |  | (2) |  | - | 100\% |
| Corporate Provision for Loan Losses |  | 255 |  | (58) |  | 154 |  | 882 |  | 245 |  | 724 |  | 1,088 | nм |  | 351 |  | 2,057 | nм |
| Total Provision for Loan Losses | s | 2,549 | s | 2,382 | s | 4,581 | s | 7,320 | s | 5,577 | s | 6,983 | s | 8,943 | 95\% | s | 9,512 | s | 21,503 | NM |

[^3]
# ASH-BASIS AND RENEGOTIATED LOAN <br> CASH-BASIS AND RENEGO <br> ```Corporate Cash-Basis Loans \\ O``` <br> Total Corporate Cash-Basis Loans (1) 

Corporate Cash-Basis Loans
Corporate
Other International (3)
Total Corporate Cash-Basis Loans (1)
Corporate Cash-Basis Loans as a \% of
Total Corporate Loans (1)
Total Consumer Cash-Basis Loans (1)
Renegotiated Loans (includes Corporate
and Commercial Business Loans)

| 10 | 2Q | 3Q | 4Q | 1Q | 2Q | 3 Q |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 2007 | 2007 | 2007 | 2007 | 2008 | 2008 |  |


| \$ | $\begin{array}{r} 19 \\ 481 \\ \hline \end{array}$ | \$ | $\begin{array}{r} 11 \\ 588 \\ \hline \end{array}$ | \$ | $\begin{array}{r} 11 \\ 1,207 \\ \hline \end{array}$ | \$ | $\begin{array}{r} 11 \\ 1,747 \\ \hline \end{array}$ | \$ |  | \$ |  | \$ | $\begin{array}{r}5 \\ 2,661 \\ \hline\end{array}$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| \$ | 500 | \$ | 599 | \$ | 1,218 | \$ | 1,758 | \$ | 2,034 | \$ | 2,276 | \$ | 2,666 |
| \$ | $\begin{aligned} & 118 \\ & 382 \end{aligned}$ | \$ | $\begin{aligned} & 204 \\ & 395 \\ & \hline \end{aligned}$ | \$ | $\begin{aligned} & 841 \\ & 377 \end{aligned}$ | \$ | $\begin{array}{r} 1,320 \\ 438 \\ \hline \end{array}$ | \$ | $\begin{array}{r} 1,577 \\ \quad 457 \\ \hline \end{array}$ | \$ | $\begin{array}{r} 1,939 \\ \hline 337 \\ \hline \end{array}$ | \$ | $\begin{array}{r} 1,965 \\ \quad 701 \\ \hline \end{array}$ |
| \$ | 500 | \$ | 599 | \$ | 1,218 | \$ | 1,758 | \$ | 2,034 | \$ | 2,276 | \$ | 2,666 |
|  | 0.29\% |  | 0.31\% |  | 0.60\% |  | 0.95\% |  | 1.05\% |  | 1.30\% |  | 1.54\% |
| \$ | 4,578 | \$ | 5,160 | \$ | 6,137 | \$ | 7,210 | \$ | 8,301 | \$ | 9,350 | \$ | 10,877 |
| \$ | 26 | \$ | 27 | \$ | 56 | \$ | 118 | \$ | 174 | \$ | 184 | \$ | 124 |

## OTHER REAL ESTATE OWNED AND OTHER REPOSSESSED ASSETS

Consumer
ICG
TOTAL OTHER REAL ESTATE OWNED (4)
OTHER REPOSSESSED ASSETS (5)

| \$ | 470 | \$ | 524 | \$ | 596 | \$ | 716 | \$ | 1,008 | \$ | 1,121 | \$ | 1,200 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 348 |  | 219 |  | 348 |  | 512 |  | 545 |  | 489 |  | 402 |
| \$ | 818 | \$ | 743 | \$ | 944 | \$ | 1,228 | \$ | 1,553 | \$ | 1,610 | \$ | 1,602 |
| \$ | 77 | \$ | 66 | \$ | 86 | \$ | 99 | \$ | 107 | \$ | 94 | \$ | 81 |

(1) Excludes purchased distressed loans. The carrying value of these loans was: $\$ 957$ million at March 31, 2007, $\$ 1,013$ million at June 30, 2007, $\$ 1,188$ at September 30, 2007, $\$ 2,399$ million at December 31, 2007, $\$ 2,224$ million at March 31, 2008, $\$ 1,891$ million at June 30, 2008, and $\$ 1,550$ million at September 30, 2008
(2) JENA includes Japan, Western Europe and North America

Other International includes Asia (excluding Japan), Mexico, Latin America, Central and Eastern Europe, the Middle East and Arrica.
(4) Represents repossessed real estate, carried at lower of cost or fair value, less costs to sell.
(5) Primarily transportation equipment, carried at lower of cost or fair value, less costs to sell.


[^0]:    
    (2) Managed basis is applicable only in North America, as securitizations are not done in any other region.

[^1]:    NM Not meaningfuu

[^2]:    (1) Interest Revenue excludes the taxable equivalent adjustments (based on the U.S. federal statuory tax rate of $35 \%$ ) of $\$ 34$ million for the 2007 third quarter, $\$ 65$ million for the 2008 second quarter and $\$ 51$ milion for the 2008 third quarter.
    (2) Citigroup Average Balances and Interest Rates include both domestic and interrational operations.
    (3) Monthly o q quarterly averages have been used by certain subsidiaries where daily averages are unavailable
    (4) Average Rate $\%$ is calculated as annualized interest over average volumes.
    (5) Preliminary
    (6) Average volumes of securities borrowed or purchased under agreements to resell and securities loaned or sold under agreements to repurchase are reported net pursuant to FIN 41 ; the related interest excludes the impact of FIN 41 .
    (7) Interest expense on trading account liabilities of ICG is reported as a reduction of interest revenue. Interest revenue and interest expense on cash collateral positions are reported in trading account assets and trading account liabilities, respectively.
    (8) Excludes hybrid financial instruments and beneficial interests in consolidated VIEs that are classified as long-term debt as these obligations are accounted for at fair value with changes recorrded in Principal Transactions.

    In addition, the maiority of the funding provided by Corporate Treasury to citiciapital operations is excluded from this line.

[^3]:    otal Provision for Loan Losses
    Reclassified to col

