

At a Glance

Fourth Quarter 2017 Results (YoY) and Key Metrics



Momentum Across the Franchise

Revenues

\$17.3B

up 1%

Adjusted Net Income

\$3.7B¹

Adjusted EPS

\$1.28¹

up 12%

Efficiency Ratio

58%²

Adjusted ROTCE

8.9%^{1,3}

ex. DTA

Returning Capital to Shareholders Q4 2017



Returned to Shareholders

\$6.3B

Adjusted Payout Ratio

187%^{1,4}

2017 CCAR Cycle

\$17B

Capital Strength



CET1 Capital Ratio

12.3%⁵

SLR

6.7%⁶

Business Revenue Highlights

Institutional Clients Group



Investment Banking

↑ 10%

TTS

↑ 9%

Private Bank

↑ 15%

Corporate Lending

↑ 14%⁷

Securities Services

↑ 14%

Total ICG

↑ 7%

Full Year 2017

Global Consumer Banking (In Constant \$)



North America

↑ 2%

International

↑ 7%

Total GCB

↑ 4%

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Note: Totals may not sum due to rounding. Constant dollar excludes the impact of foreign exchange translation into U.S. dollars for reporting purposes and is a non-GAAP financial measure. For a reconciliation of constant dollars to reported results, please refer to Appendix B of Citi's Fourth Quarter 2017 Earnings Review available on the Citigroup Investor Relations website.

¹ Preliminary. Excludes the estimated fourth quarter 2017 impact of the enactment of the Tax Cuts and Jobs Act (Tax Reform), which was signed into law on December 22, 2017. The final impact of Tax Reform may differ from these estimates, due to, among other things, changes in interpretations and assumptions made by Citigroup, additional guidance that may be issued by the U.S. Department of the Treasury and actions that Citigroup may take. For the components of the calculation, see Appendix A of Citi's Fourth Quarter 2017 Earnings Press Release available on the Citi Investor Relations website.

² Citigroup's total expenses divided by total revenues.

³ Preliminary. Citigroup's adjusted return on average tangible common equity (RoTCE) and adjusted RoTCE excluding deferred tax assets (DTAs) are non-GAAP financial measures and exclude the estimated impact of Tax Reform from net income and average tangible common equity (TCE). RoTCE represents annualized net income available to common shareholders as a percentage of average TCE. The amount that is excluded from adjusted average TCE represents the average net DTAs excluded for purposes of calculating Citigroup's Common Equity Tier 1 (CET1) Capital under full implementation of the U.S. Basel III rules. For the components of the calculation, see Appendix A of Citi's Fourth Quarter 2017 Earnings Press Release available on the Citi Investor Relations website. For additional information, see Footnote 1.

⁴ Citigroup's adjusted payout ratio, a non-GAAP financial measure, is the sum of common dividends and common share repurchases divided by net income available to common shareholders excluding the estimated impact of Tax Reform. For the components of the calculation, see Appendix A of Citi's Fourth Quarter 2017 Earnings Press Release available on the Citi Investor Relations website. For additional information, see Footnote 1.

⁵ Preliminary. Citigroup's CET1 Capital ratio, which reflects full implementation of the U.S. Basel III rules, is a non-GAAP financial measure. For the composition of Citigroup's CET1 Capital and ratio, see Appendix C of Citi's Fourth Quarter 2017 Earnings Press Release available on the Citi Investor Relations website.

⁶ Preliminary. Citigroup's Supplementary Leverage Ratio (SLR), which reflects full implementation of the U.S. Basel III rules, is a non-GAAP financial measure. For the composition of Citigroup's SLR, see Appendix D of Citi's Fourth Quarter 2017 Earnings Press Release available on the Citi Investor Relations website.

⁷ Credit derivatives are used to economically hedge a portion of the corporate loan portfolio that includes both accrual loans and loans at fair value. Gains / (losses) on loan hedges includes the mark-to-market on the credit derivatives and the mark-to-market on the loans in the portfolio that are at fair value. The fixed premium costs of these hedges are netted against the corporate lending revenues to reflect the cost of credit protection. Citigroup's results of operations excluding the impact of gains / (losses) on loan hedges are non-GAAP financial measures.