| CITIGROUP - QUARTERLY FINANCIAL DATA SUPPLEMENT | 1 Q12 |
| :---: | :---: |
|  | Page Number |
| Citigroup Consolidated |  |
| Financial Summary | 1 |
| Consolidated Statement of Income | 2 |
| Consolidated Balance Sheet | 3 |
| Segment Detail |  |
| Net Revenues | 4 |
| Income | 5 |
| Citicorp |  |
| Income Statement and Balance Sheet Data | 6 |
| Global Consumer Banking | 7-8 |
| North America | 9-11 |
| EMEA | 12-13 |
| Latin America | 14-15 |
| Asia | 16-17 |
| Institutional Clients Group (ICG) | 18 |
| Securities and Banking | 19 |
| Transaction Services | 20 |
| Regional Totals |  |
| North America | 21 |
| EMEA | 22 |
| Latin America | 23 |
| Asia | 24 |
| Citit Holdings |  |
| Income Statement and Balance Sheet Data | 25 |
| Brokerage and Asset Management | 26 |
| Local Consumer Lending | 27-29 |
| Special Asset Pool | 30 |
| Corporate / Other | 31 |
| Citigroup Supplemental Detail |  |
| Average Balances and Interest Rates | 32 |
| Deposits | 33 |
| Loans | 34 |
| Consumer Loan Delinquency Amounts and Ratios |  |
| 90+ Days | 35 |
| 30-89 Days | 36 |
| Allowance for Credit Losses |  |
| Total Citigroup | 37 |
| Consumer and Corporate | 38-39 |
| Components of Provision for Loan Losses |  |
| Citicorp | 40 |
| Citi Holdings / Total Citigroup | 41 |
| Non-Accrual Assets |  |
| Total Citigroup | 42 |
| Citicorp | 43 |
| Citit Holdings | 44 |
| Reconciliation of Non-GAAP Financial Measures | 45 |


|  |  | $\begin{gathered} 1 Q \\ 2011 \\ \hline \end{gathered}$ |  | $\begin{array}{r} 2 Q \\ 2011 \\ \hline \end{array}$ |  | $\begin{array}{r} 30 \\ 2011 \\ \hline \end{array}$ |  | $\begin{gathered} 4 \mathrm{Q} \\ 2011 \\ \hline \end{gathered}$ |  | $\begin{gathered} 10 \\ 2012 \end{gathered}$ | 1 Q12 vs. 1 Q11 Increase/ (Decrease) |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Total Revenues, Net of Interest Expense | \$ | 19,726 | \$ | 20,622 | \$ | 20,831 | \$ | 17,174 | \$ | 19,406 | (2\%) |
| Total Operating Expenses |  | 12,326 |  | 12,936 |  | 12,460 |  | 13,211 |  | 12,319 |  |
| Net Credit Losses |  | 6,269 |  | 5,147 |  | 4,514 |  | 4,108 |  | 3,955 | (37\%) |
| Credit Reserve Build / (Release) |  | $(3,370)$ |  | $(1,966)$ |  | $(1,465)$ |  | $(1,464)$ |  | $(1,127)$ | 67\% |
| Provision for Unfunded Lending Commitments |  | 25 |  | (13) |  | 43 |  | (4) |  | (38) | NM |
| Provision for Benefits \& Claims |  | 260 |  | 219 |  | 259 |  | 234 |  | 229 | (12\%) |
| Provision for Credit Losses and for Benefits and Claims |  | 3,184 |  | 3,387 |  | 3,351 |  | 2,874 |  | 3,019 | (5\%) |
| Income from Continuing Operations before Income Taxes |  | 4,216 |  | 4,299 |  | 5,020 |  | 1,089 |  | 4,068 | (4\%) |
| Income Taxes (benefits) |  | 1,185 |  | 967 |  | 1,278 |  | 91 |  | 1,006 | (15\%) |
| Income from Continuing Operations Income (Loss) from Discontinued Operations, net of Taxes | \$ | $\begin{array}{r} 3,031 \\ \quad 40 \\ \hline \end{array}$ | \$ | $\begin{array}{r} 3,332 \\ 71 \\ \hline \end{array}$ |  | $\begin{array}{r} 3,742 \\ \hline \end{array}$ | \$ | 998 | \$ | $\begin{array}{r} 3,062 \\ (5) \\ \hline \end{array}$ | $\begin{aligned} & \text { 1\% } \\ & \text { NM } \end{aligned}$ |
| Net Income before Attribution of Noncontrolling Interests |  | 3,071 |  | 3,403 |  | 3,743 |  | 998 |  | 3,057 |  |
| Net Income Attributable to Noncontrolling Interests |  | 72 |  | 62 |  | (28) |  | 42 |  | 126 | 75\% |
| Citigroup's Net Income | \$ | 2,999 | \$ | 3,341 |  | 3,771 | \$ | 956 | \$ | 2,931 | (2\%) |
| Diluted Earnings Per Share (1): |  |  |  |  |  |  |  |  |  |  |  |
| Income from Continuing Operations | \$ | 0.97 | \$ | 1.07 | \$ | 1.23 | \$ | 0.31 | \$ | 0.96 | (1\%) |
| Citigroup's Net Income | \$ | 0.99 | \$ | 1.09 | \$ | 1.23 | \$ | 0.31 | \$ | 0.95 | (4\%) |
| Shares (in millions) (1): |  |  |  |  |  |  |  |  |  |  |  |
| Average Basic |  | 2,904.4 |  | 2,908.6 |  | 2,910.8 |  | 2,915.2 |  | 2,926.2 | 1\% |
| Average Diluted |  | 2,996.6 |  | 2,997.0 |  | 2,998.6 |  | 3,003.0 |  | 3,014.5 | 1\% |
| Common Shares Outstanding, at period end |  | 2,920.6 |  | 2,917.9 |  | 2,923.7 |  | 2,923.9 |  | 2,932.2 |  |
| Preferred Dividends - Basic | \$ | 4 | \$ | 9 | \$ | 4 | \$ | 9 | \$ | 4 |  |
| Preferred Dividends - Diluted | \$ | 4 | \$ | 9 | \$ | 4 | \$ | 9 | \$ | 4 |  |
| Income Allocated to Unrestricted Common Shareholders - Basic |  |  |  |  |  |  |  |  |  |  |  |
| Income from Continuing Operations | \$ | 2,920 | \$ | 3,200 | \$ | 3,696 | \$ | 930 | \$ | 2,878 | (1\%) |
| Citigroup's Net Income | \$ | 2,960 | \$ | 3,270 | \$ | 3,697 | \$ | 930 | \$ | 2,873 | (3\%) |
| Income Allocated to Unrestricted Common Shareholders - Diluted |  |  |  |  |  |  |  |  |  |  |  |
| Income from Continuing Operations | \$ | 2,921 | \$ | 3,206 |  | 3,702 | \$ | 933 | \$ | 2,882 | (1\%) |
| Citigroup's Net Income | \$ | 2,961 | \$ | 3,276 | \$ | 3,703 | \$ | 933 | \$ | 2,877 | (3\%) |
| Financial Ratios: |  |  |  |  |  |  |  |  |  |  |  |
| Tier 1 Common Ratio |  | 11.34\% |  | 11.62\% |  | 11.71\% |  | 11.80\% |  | 12.4\% |  |
| Tier 1 Capital Ratio |  | 13.26\% |  | 13.55\% |  | 13.45\% |  | 13.55\% |  | 14.2\% |  |
| Total Capital Ratio |  | 16.98\% |  | 17.18\% |  | 16.89\% |  | 16.99\% |  | 17.6\% |  |
| Leverage Ratio |  | 7.00\% |  | 7.05\% |  | 7.01\% |  | 7.19\% |  | 7.5\% |  |
| Return on Average Common Equity |  | 7.3\% |  | 7.7\% |  | 8.4\% |  | 2.1\% |  | 6.5\% |  |
| Balance Sheet Data, EOP (in billions of dollars, except Book Value per Share): |  |  |  |  |  |  |  |  |  |  |  |
| Total Assets |  | 1,947.8 |  | 1,956.6 |  | 1,936.0 | \$ | 1,873.9 | \$ | 1,944.5 | - |
| Total Deposits |  | 865.9 |  | 866.3 |  | 851.3 |  | 865.9 |  | 906.1 | 5\% |
| Citigroup's Stockholders' Equity |  | 171.0 |  | 176.4 |  | 177.4 |  | 177.8 |  | 181.8 | 6\% |
| Citigroup Equity and Trust Securities (included in LT Debt) |  | 189.0 |  | 192.4 |  | 193.5 |  | 193.9 |  | 197.9 | 5\% |
| Book Value Per Share (1) | \$ | 58.46 | \$ | 60.34 |  | 60.56 | \$ | 60.70 | \$ | 61.90 | 6\% |
| Tangible Book Value Per Share (1) | \$ | 46.87 | \$ | 48.75 |  | 49.50 | \$ | 49.74 | \$ | 50.90 | 9\% |
| Direct Staff (in thousands) |  | 260 |  | 263 |  | 267 |  | 266 |  | 263 | 1\% |
| (1) Earnings per share, book value per share and tangible book value per share reflect Citigroup's 1 -for-10 reverse stock split which was effective May 6 , <br> 2011. Tangible book value per share is a non-GAAP financial measure. See page 45 for a reconciliation of this measure to its most comparable GAAP measure. |  |  |  |  |  |  |  |  |  |  |  |
| Note: Ratios and returns are calculated based on the displayed numbers. NM Not meaningful |  |  |  |  |  |  |  |  |  |  |  |

```
Revenues
    Interest revenue
    Interest expense
    Net interest revenue
    Commissions and fees
    Administrative and other fiduciary fees
    Realized gains (losses) on investments
    Other-than temporary impairment losses on investments and other assets (1)
    Insurance premium
    Other revenue
    Total non-interest revenues
    Total revenues, net of interest expense
Provisions for Credit Losses and for Benefits and Claims
    Net credit losses
    Credit reserve build / (release)
    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
    Technology / communication expense
    Advertising and marketing expense
    #Averisisin and
    Total operating expenses
Income from Continuing Operations before
Income Taxes
Provision (benefits) for income taxes
Income from Continuing Operations
Discontinued Operations (2)
    Income (Loss) from Discontinued Operation
    Gain (Loss) on Sale
    Provision (benefits) for income taxes
Income (Loss) from Discontinued Operations, net of taxes
Net Income before attribution of
    Noncontrolling Interests
Net Income attributable to noncontrolling interests
Citigroup's Net Income
(1) First quarter of 2012 includes the recognition of \(\mathrm{a} \$ 1,181\) million impairment charge related to Citi's investment in Akbank T.A.S
(2) Discontinued operations includes:
a) The sale of Nikko Cordial Securities to Sumitomo Mitsui Banking Corporation.
The sale of The Student Loan Corporation.
NM Not meaninguu
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|  | $\begin{gathered} 10 \\ 2011 \end{gathered}$ | $\begin{array}{r} 20 \\ 2011 \end{array}$ | $\begin{gathered} 30 \\ 2011 \end{gathered}$ | $\begin{gathered} 4 Q \\ 2011 \end{gathered}$ | $\begin{gathered} 10 \\ 2012 \end{gathered}$ | 1 Q12 vs. 1Q11 Increase (Decrease) |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| \$ | 18,155 | \$ 18,586 | \$ 18,145 | 17,795 | \$ 17,537 | (3\%) |
|  | 6,053 | 6,438 | 6,031 | 5,712 | 5,590 | (8\%) |
|  | 12,102 | 12,148 | 12,114 | 12,083 | 11,947 | (1\%) |
|  | 3,368 | 3,557 | 3,043 | 2,882 | 3,138 | (7\%) |
|  | 3,167 | 2,616 | 2,103 | (652) | 1,931 | (39\%) |
|  | 1,097 | 1,068 | 945 | 885 | 981 | (11\%) |
|  | 580 | 583 | 765 | 69 | 2,002 | NM |
|  | $(1,707)$ | (171) | (146) | (230) | $(1,382)$ | 19\% |
|  | 672 | 684 | 658 | 633 | 635 | (6\%) |
|  | 447 | 137 | 1,349 | 1,504 | 154 | (66\%) |
|  | 7,624 | 8,474 | 8,717 | 5,091 | 7,459 | (2\%) |
| 19,726 |  | 20,622 | 20,831 | 17,174 | 19,406 | (2\%) |
| $\begin{gathered} 6,269 \\ (3,370) \\ \hline \end{gathered}$ |  | 5,147 | 4,514 | 4,108 | 3,955 | (37\%) |
|  |  | $(1,966)$ | $(1,465)$ | $(1,464)$ | $(1,127)$ | 67\% |
| $\begin{array}{r} 2,899 \\ 260 \\ \quad 25 \\ \hline \end{array}$ |  | 3,181 | 3,049 | 2,644 | 2,828 | (2\%) |
|  |  | 219 | 259 | 234 | 229 | (12\%) |
|  |  | (13) | 43 | (4) | (38) | NM |
|  |  | 3,387 | 3,351 | 2,874 | 3,019 | (5\%) |
| 6,409 |  | 6,669 | 6,223 | 6,387 | 6,385 | - |
| 825 |  | 832 | 860 | 809 | 799 | (3\%) |
| 1,214 |  | 1,275 | 1,306 | 1,338 | 1,382 | 14\% |
| $\begin{array}{r} 397 \\ 3,481 \end{array}$ |  | 627 | 635 | 687 | 503 | 27\% |
|  |  | 3,533 | 3,436 | 3,990 | 3,250 | (7\%) |
| 12,326 |  | 12,936 | 12,460 | 13,211 | 12,319 | - |
| $\begin{aligned} & 4,216 \\ & 1,185 \\ & \hline \end{aligned}$ |  | 4,299 | 5,020 | 1,089 | 4,068 | (4\%) |
|  |  | 967 | 1,278 | 91 | 1,006 | (15\%) |
| 3,031 |  | 3,332 | 3,742 | 998 | 3,062 | 1\% |
| 60 |  | (17) | (5) | (15) | (3) |  |
| $\begin{array}{r}4 \\ 24 \\ \hline\end{array}$ |  | 126 | 16 | 9 | (1) |  |
|  |  | 38 | 10 | (6) | 1 |  |
| 40 |  | 71 | 1 | - | (5) | NM |
| 3,071 |  | 3,403 | 3,743 | 998 | 3,057 | - |
| 72 |  | 62 | (28) | 42 | 126 | 75\% |
| \$ | 2,999 | \$ 3,341 | \$ 3,771 | \$ 956 | \$ 2,931 | (2\%) |

Reclassified to conform to the current period's presentation.

Assets
Cash and due from banks (including segregated cash and other deposits)
Fed funds sold and securities borr'd or purch under agree. to resell Brokerage receivables
Trading account assets
Investments
Available-for-sale and non-marketable equity securities
Held-to-maturity
Total lvyestments
Totans, net of unearned income
Consumer
Corporate
Con
Loans, net of unearned income
Allowance for loan
Total loans, net
Goodwill
Intangible assets (other than MSRs)
Mortgage servicing rights (MSRs)
Assets related to discontinued operations held for sal
Total assets
Liabilities
Non-interest-bearing deposits in U.S. office
Interest-bearing deposits in U.S. offices
Total U.S. Deposits
Non-interest-bearing deposits in offices outside the U.S.
在基-bearing deposits in offices outside the U.S.
Total International Deposits
Total deposits
Fed funds purch and securities loaned or sold under agree. to repurch. Brokerage payables
Trading account liabilitie
Trading account liabilities
Long-term debt
Long-term debt
Liabilities related to discontinued operations held for sale
Equity
Stockholders' Equity
Preferred Stock
Common Stock
Additional paid-in capital
Retained earnings
Treasury stock
Accumulated other comprehensive income (loss)
Total Common Equity
Total Citigroup stockholders' equity
Noncontrolling interests
Total equity
Total liabilities and equity

| $\begin{gathered} \text { March 31, } \\ \hline 2011 \\ \hline \end{gathered}$ |  | $\begin{gathered} \text { June 30, } \\ 2011 \end{gathered}$ |  | $\begin{gathered} \text { September 30, } \\ 2011 \\ \hline \end{gathered}$ |  | $\begin{gathered} \text { December 31, } \\ 2011 \end{gathered}$ |  | March 31, <br> 2012 (1) |  | $\begin{aligned} & \text { Mar 31, } 2012 \\ & \text { vs. } \\ & \text { vec 31, } 2011 \\ & \text { Inc (Decr) } \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| \$ | 27,842 | \$ | 27,766 | \$ | 28,950 | \$ | 28,701 | \$ | 26,605 | (7\%) |
|  | 163,603 |  | 156,181 |  | 159,338 |  | 155,784 |  | 183,949 | 18\% |
|  | 261,120 |  | 283,976 |  | 290,645 |  | 275,849 |  | 289,057 | 5\% |
|  | 40,901 |  | 40,695 |  | 37,992 |  | 27,777 |  | 39,443 | 42\% |
|  | 323,110 |  | 322,349 |  | 320,637 |  | 291,734 |  | 307,050 | 5\% |
|  | 311,773 |  | 294,664 |  | 273,791 |  | 281,930 |  | 287,197 | 2\% |
|  | 15,484 |  | 14,910 |  | 12,866 |  | 11,483 |  | 10,126 | (12\%) |
|  | 327,257 |  | 309,574 |  | 286,657 |  | 293,413 |  | 297,323 | 1\% |
|  | 438,429 |  | 439,939 |  | 424,212 |  | 423,340 |  | 416,103 | (2\%) |
|  | 198,707 |  | 207,561 |  | 213,027 |  | 223,902 |  | 231,919 | 4\% |
|  | 637,136 |  | 647,500 |  | 637,239 |  | 647,242 |  | 648,022 |  |
|  | $(36,568)$ |  | (34,362) |  | $(32,052)$ |  | $(30,115)$ |  | (29,020) | 4\% |
|  | 600,568 |  | 613,138 |  | 605,187 |  | 617,127 |  | 619,002 | - |
|  | 26,339 |  | 26,621 |  | 25,496 |  | 25,413 |  | 25,810 | 2\% |
|  | 7,280 |  | 7,136 |  | 6,800 |  | 6,600 |  | 6,413 | (3\%) |
|  | 4,690 |  | 4,258 |  | 2,852 |  | 2,569 |  | 2,691 | 5\% |
|  | 162,433 |  | 164,932 |  | 171,438 |  | 148,911 |  | 147,180 | (1\%) |
|  | 2,672 |  |  |  |  |  |  |  |  |  |
| \$ | 1,947,815 | \$ | 1,956,626 | \$ | 1,935,992 | \$ | 1,873,878 | \$ | 1,944,523 | 4\% |
| \$ | 81,839 | \$ | 86,631 | \$ | 103,129 | \$ | 119,437 | \$ | 122.405 | 2\% |
|  | 222,613 |  | 220,436 |  | 218,595 |  | 223,851 |  | 228,357 | 2\% |
|  | 304,452 |  | 307,067 |  | 321,724 |  | 343,288 |  | 350,762 | 2\% |
|  | $\begin{array}{r}61,851 \\ \hline 19560\end{array}$ |  | $\begin{array}{r}61,898 \\ \hline 19345\end{array}$ |  | 58,564 |  | 57,357 |  | 60,691 | 6\% |
|  | 499,560 |  | 497,345 |  | 470,993 |  | 465,291 |  | 494,659 | 6\% |
|  | 561,411 |  | 559,243 |  | 529,557 |  | 522,648 |  | 555,350 | 6\% |
| 865,863 |  |  | 866,310 |  | 851,281 |  | 865,936 |  | 906,112 | 5\% |
| $\begin{aligned} & 187,825 \\ & 50,394 \end{aligned}$ |  |  | 203,843 |  | 223,612 |  | 198,373 |  | 226,008 | 14\% |
|  |  |  | 57,245 |  | 56,093 |  | 56,696 |  | 56,966 |  |
| 146,346 |  |  | 152,307 |  | 148,851 |  | 126,082 |  | 135,956 | 8\% |
| 78,622 |  |  | 72,889 |  | 65,818 |  | 54,441 |  | 55,611 | 2\% |
|  |  |  | 352,458 |  | 333,824 |  | 323,505 |  | 311,079 | (4\%) |
| 376,54168,792 |  |  | 72,929 |  | 77,171 |  | 69,272 |  | 69,068 | - |
| 39 |  | \$ | 1,777,981 | \$ | 1,756,650 | \$ | 1,694,305 | s | ,76,8 | 4\% |

(1) Preliminary
(2) Includes allowance for credit losses for letters of credit and unfunded lending commitments of $\$ 1,105$ million for the first quarter of $2011, \$ 1,097$ million for the second quarter of $2011, \$ 1,139$ million for the third quarter of $2011, \$ 1,136$ million for the fourth quarter of 2011 and $\$ 1,097$ million for the first quarter of NM Not meaningtul
Reclassified to conform to the current period's presentation.
(In millions of dollars)

| 1Q | 2Q | 3Q | 4Q | 1Q |
| :---: | :---: | :---: | :---: | :---: |
| 2011 | 2011 | 2011 | 2011 | 2012 |

1 Q12 vs. 1Q11 Increase/ (Decrease)

CITICORP
Global Consumer Banking
North America

| \$ | 4,943 | \$ | 4,949 | \$ | 5,100 | \$ | 5,167 | \$ | 5,198 | 5\% |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 421 |  | 410 |  | 379 |  | 348 |  | 378 | (10\%) |
|  | 2,294 |  | 2,408 |  | 2,417 |  | 2,350 |  | 2,441 | 6\% |
|  | 1,896 |  | 2,026 |  | 2,067 |  | 2,020 |  | 1,997 | 5\% |
|  | 9,554 |  | 9,793 |  | 9,963 |  | 9,885 |  | 10,014 | 5\% |

Latin America
Asia
Total

## Securities and Bankin

## North Americ EMEA

EMEA
Latin America
Asia
Total
Transaction Services
North America
EMEA
Latin America
Asia
Total


| Total Citicorp | 18,138 | 17,952 | 19,404 | 15,703 | 18,032 | (1\%) |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Corporate / Other | (61) | 263 | 300 | 383 | 500 | NM |
| Total Citicorp \& Corp / Other | 18,077 | 18,215 | 19,704 | 16,086 | 18,532 | 3\% |
| CITI HOLDINGS |  |  |  |  |  |  |
| Brokerage and Asset Management | 137 | 47 | 55 | 43 | (46) | NM |
| Local Consumer Lending Special Asset Pool | $\begin{array}{r} 1,519 \\ \quad(7) \\ \hline \end{array}$ | $\begin{aligned} & 1,345 \\ & 1,015 \end{aligned}$ | $\begin{gathered} 1,299 \\ (227) \end{gathered}$ | $\begin{array}{r} 1,279 \\ (234) \end{array}$ | $\begin{gathered} 1,326 \\ (406) \end{gathered}$ | $\begin{gathered} (13 \%) \\ \text { NM } \end{gathered}$ |
| Total Citi Holdings | 1,649 | 2,407 | 1,127 | 1,088 | 874 | (47\%) |



Credit valuation adjustment (CVA) on derivatives (excluding monolines),
net of hedges; and debt valuation adjustments (DVA) on Citigroup's fair value option debt (*)

|  | $(256)$ | 164 |  | 1,938 |  | $(40)$ | $(1,288)$ |
| ---: | ---: | ---: | ---: | ---: | ---: | ---: | :--- |
| $\$ 19,982$ | $\$$ | 20,458 | $\$ 18,893$ | $\$ 17,214$ | $\$$ | 20,694 | $4 \%$ |

(*) Included, as applicable, in Citicorp-Securities and Banking and Citi Holdings-Brokerage and Asset Management \& Special Asset Pool lines above
NM Not meaningful
Reclassified to conform to the current period's presentation.

CITIGROUP
SEGMENT DETAIL

## INCOME

| (In millions of dollars) | $\begin{gathered} 1 Q \\ 2011 \\ \hline \end{gathered}$ |  | $\begin{gathered} 2 Q \\ 2011 \end{gathered}$ |  | $\begin{gathered} 3 Q \\ 2011 \end{gathered}$ |  | $\begin{gathered} 4 Q \\ 2011 \\ \hline \end{gathered}$ |  | $\begin{gathered} 1 Q \\ 2012 \\ \hline \end{gathered}$ |  | 1 Q12 vs. 1 Q11 Increase/ (Decrease) |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Income from Continuing Operations: |  |  |  |  |  |  |  |  |  |  |  |
| CITICORP |  |  |  |  |  |  |  |  |  |  |  |
| Global Consumer Banking |  |  |  |  |  |  |  |  |  |  |  |
| North America | \$ | 937 | \$ | 1,111 | \$ | 1,103 | \$ | 944 | \$ | 1,317 | 41\% |
| EMEA |  | 57 |  | 33 |  | 9 |  | (4) |  | (7) | NM |
| Latin America |  | 473 |  | 396 |  | 339 |  | 370 |  | 375 | (21\%) |
| Asia |  | 453 |  | 479 |  | 562 |  | 410 |  | 503 | 11\% |
| Total |  | 1,920 |  | 2,019 |  | 2,013 |  | 1,720 |  | 2,188 | 14\% |
| Securities and Banking |  |  |  |  |  |  |  |  |  |  |  |
| North America |  | 464 |  | 347 |  | 674 |  | (441) |  | 128 | (72\%) |
| EMEA |  | 764 |  | 341 |  | 735 |  | 160 |  | 512 | (33\%) |
| Latin America |  | 273 |  | 296 |  | 207 |  | 198 |  | 342 | 25\% |
| Asia |  | 210 |  | 210 |  | 526 |  | (51) |  | 307 | 46\% |
| Total |  | 1,711 |  | 1,194 |  | 2,142 |  | (134) |  | 1,289 | (25\%) |
| Transaction Services |  |  |  |  |  |  |  |  |  |  |  |
| North America |  | 106 |  | 129 |  | 112 |  | 68 |  | 126 | 19\% |
| EMEA |  | 275 |  | 286 |  | 286 |  | 283 |  | 315 | 15\% |
| Latin America |  | 172 |  | 160 |  | 168 |  | 139 |  | 178 | 3\% |
| Asia |  | 283 |  | 289 |  | 316 |  | 277 |  | 302 | 7\% |
| Total |  | 836 |  | 864 |  | 882 |  | 767 |  | 921 | 10\% |
| Total Citicorp |  | 4,467 |  | 4,077 |  | 5,037 |  | 2,353 |  | 4,398 | (2\%) |
| Corporate / Other |  | (479) |  | (134) |  | (74) |  | (41) |  | (312) | 35\% |
| Total Citicorp \& Corp / Other |  | 3,988 |  | 3,943 |  | 4,963 |  | 2,312 |  | 4,086 | 2\% |
| CITI HOLDINGS |  |  |  |  |  |  |  |  |  |  |  |
| Brokerage and Asset Management |  | (10) |  | (100) |  | (83) |  | (93) |  | (136) | NM |
| Local Consumer Lending |  | $(1,009)$ |  | $(1,189)$ |  | $(1,011)$ |  | $(1,204)$ |  | (633) | 37\% |
| Special Asset Pool |  | 62 |  | 678 |  | (127) |  | (17) |  | (255) | NM |
| Total Citi Holdings |  | (957) |  | (611) |  | $(1,221)$ |  | $(1,314)$ |  | $(1,024)$ | (7\%) |
| Income From Continuing Operations |  | 3,031 |  | 3,332 |  | 3,742 |  | 998 |  | 3,062 | 1\% |
| Discontinued Operations |  | 40 |  | 71 |  | 1 |  | - |  | (5) |  |
| Net Income Attributable to Noncontrolling Minority Interests |  | 72 |  | 62 |  | (28) |  | 42 |  | 126 | 75\% |
| Citigroup's Net Income | \$ | 2,999 | \$ | 3,341 | \$ | 3,771 | \$ | 956 | \$ | 2,931 | (2\%) |

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

## CITICORP

## citi

## Statement of income and balance sheet data

(In millions of dollars, except as otherwise noted)

## Revenues

Net interest revenue
Non-interest revenue
Total revenues, net of interest expense
Provisions for Credit Losses and for Benefits and Claims
Net credit losses
Credit reserve build / (release)
Provision for loan losses
Provision for benefits \& claims
Provision for unfunded lending commitments
Total provisions for credit losses and for benefits and claims

## Total operating expenses

ncome from Continuing Operations before Income Taxes

Provision for income taxes

## Income from Continuing Operations

Net Income attributable to noncontrolling interests
Citicorp's Net Income

|  | $\begin{gathered} 1 Q \\ 2011 \end{gathered}$ |  | $\begin{gathered} 2 Q \\ 2011 \end{gathered}$ |  | $\begin{gathered} 3 Q \\ 2011 \\ \hline \end{gathered}$ |  | $\begin{gathered} 4 Q \\ 2011 \\ \hline \end{gathered}$ |  | $\begin{gathered} 1 Q \\ 2012 \\ \hline \end{gathered}$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| \$ | 11,059 | \$ | 11,163 | \$ | 11,363 | \$ | 11,153 | \$ | 11,233 |
|  | 7,079 |  | 6,789 |  | 8,041 |  | 4,550 |  | 6,799 |
|  | 18,138 |  | 17,952 |  | 19,404 |  | 15,703 |  | 18,032 |

1Q12 vs 1Q11 Increase/ (Decrease)
(1\%)

| $\begin{gathered} 3,250 \\ (1,811) \\ \hline \end{gathered}$ | $\begin{gathered} 2,982 \\ (1,391) \\ \hline \end{gathered}$ | $\begin{array}{r} 2,632 \\ (932) \\ \hline \end{array}$ | $\begin{gathered} 2,595 \\ (851) \end{gathered}$ | $\begin{array}{r} 2,220 \\ (576) \\ \hline \end{array}$ |
| :---: | :---: | :---: | :---: | :---: |
| 1,439 | 1,591 | 1,700 | 1,744 | 1,644 |
| 55 | 36 | 56 | 45 | 58 |
| 4 | (5) | 45 | 48 | (12) |
| 1,498 | 1,622 | 1,801 | 1,837 | 1,690 |
| 10,236 | 10,669 | 10,427 | 10,844 | 10,305 |



## Balance Sheet Data (in billions of dollars):

| Total EOP Assets | $\$$ | 1,372 | $\$$ | 1,423 | $\$$ | 1,406 | $\$$ | 1,365 | $\$$ | 1,424 | $4 \%$ |  |
| :--- | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Average Assets | $\$$ | 1,366 | $\$$ | 1,422 | $\$$ | 1,423 | $\$$ | 1,390 | $\$$ | 1,400 |  | $2 \%$ |
| Return on Assets |  | $1.32 \%$ |  | $1.15 \%$ |  | $1.40 \%$ |  | $0.66 \%$ |  | $1.25 \%$ |  |  |
| Total EOP Deposits | $\$$ | 787 | $\$$ | 791 | $\$$ | 779 | $\$$ | 799 | $\$$ | 839 | $7 \%$ |  |

## CITICORP

GLOBAL CONSUMER BANKING
Page 1
(In millions of dollars, except as otherwise noted)

Net Interest Revenue
Non-Interest Revenue
Total Revenues, Net of Interest Expense
Total Operating Expenses
Net Credit Losses
Credit Reserve Build / (Release)
Provision for Unfunded Lending Commitments
Provision for Benefits \& Claims
Provision for Loan Losses and for Benefits and Claims
Income from Continuing Operations before Taxe
Income Taxes
Income from Continuing Operations
Net Income (loss) Attributable to Noncontrolling Interests

## Net Income

Average Assets (in billions of dollars)
Return on Assets

## Net Credit Losses as a \% of Average Loans

## Revenue by Business

## Retail Banking

Cards (1)
Total

## Net Credit Losses by Business

Retail Banking
Cards (1)
Total
Income (loss) from Continuing Operations by Business
Retail Banking
Cards (1)
Total
citi

| $\begin{array}{r} 1 Q \\ 2011 \\ \hline \end{array}$ |  | $\begin{gathered} 2 Q \\ 2011 \\ \hline \end{gathered}$ |  | $\begin{gathered} 3 Q \\ 2011 \\ \hline \end{gathered}$ |  | $\begin{gathered} 4 Q \\ 2011 \\ \hline \end{gathered}$ |  | $\begin{gathered} 1 Q \\ 2012 \\ \hline \end{gathered}$ |  | 1 Q12 vs. 1Q11 Increase/ (Decrease) |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| \$ | 7,332 | \$ | 7,411 | \$ | 7,515 | \$ | 7,425 | \$ | 7,373 | 1\% |
|  | 2,222 |  | 2,382 |  | 2,448 |  | 2,460 |  | 2,641 | 19\% |
|  | 9,554 |  | 9,793 |  | 9,963 |  | 9,885 |  | 10,014 | 5\% |
|  | 5,091 |  | 5,357 |  | 5,382 |  | 5,578 |  | 5,210 | 2\% |
|  | 3,040 |  | 2,832 |  | 2,545 |  | 2,423 |  | 2,278 | (25\%) |
|  | $(1,417)$ |  | $(1,335)$ |  | (964) |  | (713) |  | (734) | 48\% |
|  | - |  | 3 |  | - |  | - |  | (1) |  |
|  | 55 |  | 36 |  | 56 |  | 45 |  | 58 | 5\% |
|  | 1,678 |  | 1,536 |  | 1,637 |  | 1,755 |  | 1,601 | (5\%) |
|  | 2,785 |  | 2,900 |  | 2,944 |  | 2,552 |  | 3,203 | 15\% |
|  | 865 |  | 881 |  | 931 |  | 832 |  | 1,015 | 17\% |
|  | 1,920 |  | 2,019 |  | 2,013 |  | 1,720 |  | 2,188 | 14\% |
|  | (2) |  | 3 |  | 1 |  | (2) |  | 1 | NM |
| \$ | 1,922 | \$ | 2,016 | \$ | 2,012 | \$ | 1,722 | \$ | 2,187 | 14\% |
| \$ | $\begin{gathered} 367 \\ 2.12 \% \end{gathered}$ | \$ | $\begin{gathered} 377 \\ 2.14 \% \end{gathered}$ | \$ | $\begin{gathered} 380 \\ 2.10 \% \end{gathered}$ | \$ | $\begin{gathered} 380 \\ 1.80 \% \end{gathered}$ | \$ | $\begin{gathered} 384 \\ 2.29 \% \end{gathered}$ | 5\% |
|  | 4.56\% |  | 4.12\% |  | 3.64\% |  | 3.44\% |  | 3.19\% |  |
| \$ | $\begin{aligned} & 3,934 \\ & 5,620 \end{aligned}$ | \$ | $\begin{aligned} & 4,143 \\ & 5,650 \end{aligned}$ | \$ | $\begin{array}{r} 4,173 \\ 5,790 \\ \hline \end{array}$ | \$ | $\begin{array}{r} 4,148 \\ 5,737 \\ \hline \end{array}$ | \$ | $\begin{aligned} & 4,518 \\ & 5,496 \end{aligned}$ | $\begin{aligned} & 15 \% \\ & (2 \%) \end{aligned}$ |
| \$ | 9,554 | \$ | 9,793 | \$ | 9,963 | \$ | 9,885 | \$ | 10,014 | 5\% |
| \$ | 281 | \$ | 302 | \$ | 298 | \$ | 309 | \$ | 282 | - |
|  | 2,759 |  | 2,530 |  | 2,247 |  | 2,114 |  | 1,996 | (28\%) |
| \$ | 3,040 | \$ | 2,832 | \$ | 2,545 | \$ | 2,423 | \$ | 2,278 | (25\%) |
| \$ | $\begin{array}{r} 679 \\ 1,241 \\ \hline \end{array}$ | \$ | $\begin{array}{r} 631 \\ 1,388 \\ \hline \end{array}$ | \$ | $\begin{array}{r} 628 \\ 1,385 \end{array}$ | \$ | $\begin{array}{r} 585 \\ 1,135 \end{array}$ | \$ | $\begin{array}{r} 812 \\ 1,376 \\ \hline \end{array}$ | $\begin{aligned} & 20 \% \\ & 11 \% \end{aligned}$ |
| \$ | 1,920 | \$ | 2,019 | \$ | 2,013 | \$ | 1,720 | \$ | 2,188 | 14\% |

(1) Includes both Citi-Branded Cards and Citi Retail Services.

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

|  | $\begin{gathered} 1 Q \\ 2011 \end{gathered}$ |  | $\begin{gathered} 20 \\ 2011 \end{gathered}$ |  | $\begin{gathered} 30 \\ 2011 \end{gathered}$ |  | $\begin{gathered} 4 Q \\ 2011 \end{gathered}$ |  | $\begin{gathered} 10 \\ 2012 \end{gathered}$ |  | 1012 vs. 1Q11 Increase (Decrease) |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Retail Banking Key Indicators (in billions of dollars, except as otherwise noted) |  |  |  |  |  |  |  |  |  |  |  |
| Branches (actual) |  | 4,205 |  | 4,212 |  | 4,192 |  | 4,204 |  | 4,150 | (1\%) |
| Accounts (in millions) |  | 61.0 |  | 61.8 |  | 62.4 |  | 62.3 |  | 64.1 | 5\% |
| Average Deposits | \$ | 309.7 | \$ | 316 | \$ | 315.4 | \$ | 313.2 | \$ | 318.6 | 3\% |
| Investment Sales (International Only) | \$ | 20.2 | \$ | 17.9 | \$ | 14.8 | \$ | 12.5 | \$ | 19.0 | (6\%) |
| Investment AUMs | \$ | 133.9 | \$ | 138.7 | \$ | 122.4 | \$ | 126.2 | \$ | 137.6 | 3\% |
| Average Loans | \$ | 119.8 | \$ | 127.1 | \$ | 129.2 | \$ | 131.4 | \$ | 139.3 | 16\% |
| EOP Loans: |  |  |  |  |  |  |  |  |  |  |  |
| Real Estate Lending | \$ | 63.9 | \$ | 66.9 | \$ | 67.1 | \$ | 70.8 | \$ | 73.8 | 15\% |
| Commercial Markets |  | 35.4 |  | 37.1 |  | 36.3 |  | 36.4 |  | 38.1 | 8\% |
| Personal and Other |  | 24.3 |  | 25.5 |  | 24.5 |  | 26.8 |  | 28.1 | 16\% |
| EOP Loans | \$ | 123.6 | \$ | 129.5 | \$ | 127.9 | \$ | 134.0 | \$ | 140.0 | 13\% |
| Net Interest Revenue (in millions) (1) | \$ | 2,642 | \$ | 2,705 | \$ | 2,724 | \$ | 2,705 | \$ | 2,746 | 4\% |
| As a \% of Average Loans |  | 8.94\% |  | 8.54\% |  | 8.36\% |  | 8.17\% |  | 7.93\% |  |
| Net Credit Losses (in millions) | \$ | 281 | \$ | 302 | \$ | 298 | \$ | 309 | \$ | 282 | - |
| As a \% of Average Loans |  | 0.95\% |  | 0.95\% |  | 0.92\% |  | 0.93\% |  | 0.81\% |  |
| Loans 90+ Days Past Due (in millions) (2) | \$ | 801 | \$ | 812 | \$ | 761 | \$ | 737 | \$ | 811 | 1\% |
| As a\% of EOP Loans |  | 0.65\% |  | 0.63\% |  | 0.60\% |  | 0.56\% |  | 0.58\% |  |
| Loans $30-89$ Days Past Due (in millions) (2) | \$ | 1,143 | \$ | 1,088 | \$ | 977 | \$ | 1,040 | \$ | 1,032 | (10\%) |
| As a\% of EOP Loans |  | 0.93\% |  | 0.85\% |  | 0.77\% |  | 0.78\% |  | 0.74\% |  |
| Cards Key Indicators (in millions of dollars, except as otherwise noted) |  |  |  |  |  |  |  |  |  |  |  |
| EOP Open Accounts |  | 137.6 |  | 137.3 |  | 137.1 |  | 137.6 |  | 135.0 | (2\%) |
| Purchase Sales | \$ | 80.8 | \$ | 90.4 | \$ | 89.8 | \$ | 95.2 | \$ | 85.4 | 6\% |
| Average Loans (in billions) (3) | \$ | 150.3 | \$ | 148.4 | \$ | 148.5 | \$ | 148.4 | \$ | 148.3 | (1\%) |
| EOP Loans (in billions) (3) | \$ | 147.5 | \$ | 150.5 | \$ | 147.5 | \$ | 153.4 | \$ | 146.2 | (1\%) |
| Average Yield (4) |  | 14.49\% |  | 14.28\% |  | 14.18\% |  | 14.00\% |  | 14.04\% |  |
| Net Interest Revenue (5) | \$ | 4,688 | \$ | 4,705 | \$ | 4,791 | \$ | 4,718 | \$ | 4,627 | (1\%) |
| As a \% of Average Loans (5) |  | 12.65\% |  | 12.72\% |  | 12.80\% |  | 12.61\% |  | 12.55\% |  |
| Net Credit Losses | \$ | 2,759 | \$ | 2,530 | \$ | 2,247 | \$ | 2,114 | \$ | 1,996 | (28\%) |
| As a \% of Average Loans |  | 7.44\% |  | 6.84\% |  | 6.00\% |  | 5.65\% |  | 5.41\% |  |
| Net Credit Margin (6) | \$ | 2,844 | \$ | 3,106 | \$ | 3,525 | \$ | 3,610 | \$ | 3,487 | 23\% |
| As a \% of Average Loans (6) |  | 7.67\% |  | 8.39\% |  | 9.42\% |  | 9.65\% |  | 9.46\% |  |
| Loans 90+ Days Past Due | \$ | 3,285 | \$ | 2,893 | \$ | 2,622 | \$ | 2,637 | \$ | 2,499 | (24\%) |
| As a\% of EOP Loans |  | 2.23\% |  | 1.92\% |  | 1.78\% |  | 1.72\% |  | 1.71\% |  |
| Loans 30-89 Days Past Due | \$ |  | \$ |  | \$ | 3,072 | \$ | ${ }^{3,032}$ | \$ | 2,694 | (23\%) |

(1) Also includes net interest revenue related to the international regions' deposit balances in excess of the average loan porttolio.
(2) The Loans $90+$ Days Past Due and $30-89$ Days Past Due and related ratios excludes U.S. mortgage loans that are guaranteed by U.S. government-sponsored agencies. See Note 1 on North America Regional Consumer Banking on page 10
(3) Average loans, EOP loans and the related consumer delinquency amounts and ratios include interest and fees receivables balances.
(4) Average yield is gross interest revenue earned divided by average loans.
(5) Net interest revenue includes certain fees that are recorded as interest revenue.
6) Net credit margin is total revenues, net of interest expense, less net credit losses and policy benefits and claims.

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

## CITICORP

GLOBAL CONSUMER BANKING
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## NORTH AMERICA

Page 1
(In millions of dollars)

## Net Interest Revenue

Non-Interest Revenue

## Total Revenues, Net of Interest Expens

## Total Operating Expenses

Net Credit Losses
Credit Reserve Build / (Release)
Provision for Unfunded Lending Commitments
Provision for Benefits \& Claims
Provision for Loan Losses and for Benefits and Claims
Income from Continuing Operations before Taxes
ncome Taxes (benefits)
ncome from Continuing Operations
Net Income (loss) Attributable to Noncontrolling Interests Net Income
Average Assets (in billions of dollars)
Return on Assets
Net Credit Losses as a \% of Average Loans
Revenue by Business
Retail Banking
Citi-Branded Card
Citi Retail Services
Total
Net Credit Losses by Business
Retail Banking
Citi-Branded Card
Citi Retail Services
Total

## Income from Continuing Operations by Business

Retail Banking
Citi-Branded Card
Citi Retail Services

## Total

| $\begin{gathered} 1 Q \\ 2011 \\ \hline \end{gathered}$ |  | $\begin{array}{r} 2 Q \\ 2011 \\ \hline \end{array}$ |  | $\begin{gathered} 3 Q \\ 2011 \end{gathered}$ |  | $\begin{gathered} 4 Q \\ 2011 \\ \hline \end{gathered}$ |  | $\begin{gathered} 1 Q \\ 2012 \end{gathered}$ |  | 1 Q12 vs. 1Q11 Increase/ (Decrease) |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| \$ | 4,206 | \$ | 4,192 | \$ | 4,268 | \$ | 4,249 | \$ | 4,125 | (2\%) |
|  | 737 |  | 757 |  | 832 |  | 918 |  | 1,073 | 46\% |
|  | 4,943 |  | 4,949 |  | 5,100 |  | 5,167 |  | 5,198 | 5\% |
|  | 2,278 |  | 2,331 |  | 2,409 |  | 2,672 |  | 2,341 | 3\% |
|  | 2,372 |  | 2,136 |  | 1,854 |  | 1,739 |  | 1,629 | (31\%) |
|  | $(1,201)$ |  | $(1,240)$ |  | (955) |  | (785) |  | (841) | 30\% |
|  | - |  | (1) |  | (1) |  | 1 |  | - | - |
|  | 17 |  | 14 |  | 18 |  | 13 |  | 14 | (18\%) |
|  | 1,188 |  | 909 |  | 916 |  | 968 |  | 802 | (32\%) |
|  | 1,477 |  | 1,709 |  | 1,775 |  | 1,527 |  | 2,055 | 39\% |
|  | 540 |  | 598 |  | 672 |  | 583 |  | 738 | 37\% |
|  | 937 |  | 1,111 |  | 1,103 |  | 944 |  | 1,317 | 41\% |
|  | - |  | - |  | - |  | - |  | - | - |
| \$ | 937 | \$ | 1,111 | \$ | 1,103 | \$ | 944 | \$ | 1,317 | 41\% |
| \$ | $\begin{array}{r} 162 \\ 2.35 \% \end{array}$ | \$ | $\begin{array}{r} 161 \\ 2.77 \% \end{array}$ | \$ | $\begin{gathered} 167 \\ 2.62 \% \end{gathered}$ | \$ | $\begin{gathered} 170 \\ 2.20 \% \end{gathered}$ | \$ | $\begin{gathered} 169 \\ 3.13 \% \end{gathered}$ | 4\% |
|  | 6.56\% |  | 5.90\% |  | 4.99\% |  | 4.60\% |  | 4.32\% |  |
| \$ | $\begin{aligned} & 1,188 \\ & 2,204 \end{aligned}$ | \$ | $\begin{aligned} & 1,251 \\ & 2,173 \end{aligned}$ | \$ | $\begin{aligned} & 1,282 \\ & 2,192 \end{aligned}$ | \$ | $\begin{aligned} & 1,392 \\ & 2,161 \end{aligned}$ | \$ | $\begin{aligned} & 1,628 \\ & 2,068 \end{aligned}$ | $\begin{aligned} & 37 \% \\ & (6 \%) \end{aligned}$ |
|  | 1,551 |  | 1,525 |  | 1,626 |  | 1,614 |  | 1,502 | (3\%) |
| \$ | 4,943 | \$ | 4,949 | \$ | 5,100 | \$ | 5,167 | \$ | 5,198 | 5\% |
| \$ | 88 | \$ | 79 | \$ | 65 | \$ | 70 | \$ | 62 | (30\%) |
|  | 1,352 |  | 1,231 |  | 1,099 |  | 986 |  | 902 | (33\%) |
|  | 932 |  | 826 |  | 690 |  | 683 |  | 665 | (29\%) |
| \$ | 2,372 | \$ | 2,136 | \$ | 1,854 | \$ | 1,739 | \$ | 1,629 | (31\%) |
| \$ | 85 | \$ | 96 | \$ | 118 | \$ | 164 | \$ | 331 | NM |
|  | 477 |  | 596 |  | 577 |  | 501 |  | 607 | 27\% |
|  | 375 |  | 419 |  | 408 |  | 279 |  | 379 | 1\% |
| \$ | 937 | \$ | 1,111 | \$ | 1,103 | \$ | 944 | \$ | $\underline{1,317}$ | 41\% |

## NM Not meaningful

Reclassified to conform to the current period's presentation

## CITICORP

global Consumer banking

## NORTH AMERICA

## Page 2

| $1 Q$ | $2 Q$ | $3 Q$ | $4 Q$ | $1 Q$ |
| :---: | :---: | :---: | :---: | :---: |
| 2011 | 2011 | 2011 | 2011 | 2012 |

Retail Banking Key Indicators (in billions of dollars, except as otherwise noted)

Branches (actual)
Accounts (in millions)
Investment AUMs
Average Deposits
Average Loans

## EOP Loans:

## Real Estate Lending

Commercial Markets
Personal and Other
Total EOP Loans
Mortgage Originations
Third Party Mortgage Servicing Portfolio (EOP)
Net Servicing \& Gain/(Loss) on Sale (in millions)
Net Interest Revenue on Loans (in mllions)

## As a \% of Avg. Loans

Net Credit Losses (in millions)
As a \% of Avg. Loans
Loans 90+ Days Past Due (in millions) (1)
As a \% of EOP Loans
Loans 30-89 Days Past Due (in millions) (1)
As a \% of EOP Loans

|  | 1,000 |  | 1,002 |  | 1,005 |  | 1,016 |  | 1,020 |
| ---: | ---: | ---: | ---: | ---: | ---: | ---: | ---: | ---: | ---: |
|  | 13.0 |  | 12.9 |  | 12.9 |  | 12.7 |  | 12.5 |
| $\$$ | 29.9 | $\$$ | 30.8 | $\$$ | 28.3 | $\$$ | 29.4 | $\$$ | 31.1 |
| $\$$ | 143.6 | $\$$ | 144.4 | $\$$ | 145.4 | $\$$ | 147.0 | $\$$ | 149.2 |
| $\$$ | 31.9 | $\$$ | 33.6 | $\$$ | 35.2 | $\$$ | 37.3 | $\$$ | 40.5 |


| \$ | 25.8 | \$ | 27.2 | \$ | 29.0 | \$ | 31.4 | \$ | 32.6 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 6.0 |  | 6.2 |  | 6.3 |  | 6.4 |  | 6.9 |
|  | 1.2 |  | 1.1 |  | 1.2 |  | 1.1 |  | 1.1 |
| \$ | 33.0 | \$ | 34.5 | \$ | 36.5 | \$ | 38.9 | \$ | 40.6 |
| \$ | 14.1 | \$ | 11.0 | \$ | 17.0 | \$ | 21.1 | \$ | 14.3 |
| \$ | 196.0 | \$ | 196.5 | \$ | 196.6 | \$ | 197.9 | \$ | 196.7 |
| \$ | 129.0 | \$ | 126.5 | \$ | 186.5 | \$ | 295.0 | \$ | 532.6 |
| \$ | 170 | \$ | 176 | \$ | 179 | \$ | 181 | \$ | 193 |
|  | 2.16\% |  | 2.10\% |  | 2.02\% |  | 1.93\% |  | 1.92\% |
| \$ | 88 | \$ | 79 | \$ | 65 | \$ | 70 | \$ | 62 |
|  | 1.12\% |  | 0.94\% |  | 0.73\% |  | 0.74\% |  | 0.62\% |
| \$ | 241 | \$ | 211 | \$ | 232 | \$ | 235 | \$ | 260 |
|  | 0.75\% |  | 0.63\% |  | 0.66\% |  | 0.63\% |  | 0.66\% |
| \$ | 185 | \$ | 209 | \$ | 218 | \$ | 213 | \$ | 183 |
|  | 0.58\% |  | 0.62\% |  | 0.62\% |  | 0.57\% |  | 0.47\% |

1 Q12 vs Q11 Increase/ (Decrease)

2\% (4\%) 4\% 4\% 27\%
(1) The Loans $90+$ Days Past Due and 30-89 Days Past Due and related ratios excludes U.S. mortgage loans
that are guaranteed by U.S. government-sponsored agencies since the potential loss predominantly resides with the U.S. agencies
The amounts excluded for Loans 90+Days Past Due and (EOP Loans) were $\$ 352$ million and ( $\$ 0.9$ billion), $\$ 400$ million and ( $\$ 0.9$ billion), $\$ 512$ million and ( $\$ 1.3$ billion), $\$ 611$ mlllion and ( $\$ 1.3$ billion) and $\$ 718$ mlllion and ( $\$ 1.3$ billion) as of March 31, 2011, June 30, 2011, September 30, 2011, December 31, 2011 and March 31, 2012, respectively.

The amounts excluded for Loans 30-89 Days Past Due and (EOP Loans) were $\$ 52$ million and ( $\$ 0.9$ billion), $\$ 77$ million and ( $\$ 0.9$ billion), $\$ 102$ million and ( $\$ 1.3$ billion), $\$ 121$ million and ( $\$ 1.3$ billion) and $\$ 121$ million and ( $\$ 1.3$ billion) as of March 31, 2011, June 30, 2011, September 30, 2011, December 31, 2011 and March 31, 2012, respectively.

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

## Citi-Branded Cards Key Indicators (in millions of dollars, except as otherwise noted) (1)

|  | 21.7 |  | 21.8 |  | 22.2 |  | 22.6 |  | 22.7 |
| ---: | ---: | ---: | ---: | ---: | ---: | ---: | ---: | ---: | ---: |
| $\$$ | 37.2 | $\$$ | 40.8 | $\$$ | 40.5 | $\$$ | 42.1 | $\$$ | 38.2 |
| $\$$ | 75.1 | $\$$ | 73.6 | $\$$ | 74.0 | $\$$ | 74.4 | $\$$ | 73.5 |
| $\$$ | 74.5 | $\$$ | 75.0 | $\$$ | 75.1 | $\$$ | 77.2 | $\$$ | 72.7 |
|  | $11.14 \%$ |  | $10.50 \%$ |  | $10.35 \%$ |  | $10.13 \%$ |  | $10.19 \%$ |
| $\$$ | 1,830 | $\$$ | 1,754 | $\$$ | 1,760 | $\$$ | 1,731 | $\$$ | 1,692 |
|  | $9.88 \%$ |  | $9.56 \%$ |  | $9.44 \%$ |  | $9.23 \%$ |  | $9.26 \%$ |
| $\$$ | 1,352 | $\$$ | 1,231 | $\$$ | 1,099 | $\$$ | 986 | $\$$ | 902 |
|  | $7.30 \%$ |  | $6.71 \%$ |  | $5.89 \%$ |  | $5.26 \%$ |  | $4.94 \%$ |
| $\$$ | 846 | $\$$ | 938 | $\$$ | 1,086 | $\$$ | 1,170 | $\$$ | 1,163 |
|  | $4.57 \%$ |  | $5.11 \%$ |  | $5.82 \%$ |  | $6.24 \%$ |  | $6.36 \%$ |
| $\$$ | 1,435 | $\$$ | 1,214 | $\$$ | 1,063 | $\$$ | 1,016 | $\$$ | 982 |
|  | $1.93 \%$ |  | $1.62 \%$ |  | $1.42 \%$ |  | $1.32 \%$ |  | $1.35 \%$ |
| $\$$ | 1,335 | $\$$ | 1,142 | $\$$ | 1,106 | $\$$ | 1,078 | $\$$ | 887 |
|  | $1.79 \%$ |  | $1.52 \%$ |  | $1.47 \%$ |  | $1.40 \%$ |  | $1.22 \%$ |

Average Loans (in billions) (1)
EOP Loans (in billions) (1)
(2\%)
Average Yield (2)
Net Interest Revenue (3)
As a \% of Avg. Loans (3)
Net Credit Losses
As a \% of Average Loans
Net Credit Margin (4)
As a \% of Avg. Loans (4)
Loans $90+$ Days Past Du
$\begin{array}{lllllllllll}\$ & 1,335 & \$ & 1,142 & \$ & 1,106 & \$ & 1,078 & \$ & 887 & (34 \%)\end{array}$
Loans 30-89 Days Past Due

Citi Retail Services Key Indicators (in millions of dollars, except as otherwise noted) (1)
EOP Open Accounts

|  | 85.5 |  | 84.8 |  | 83.6 |  | 83.6 |  | 8.9 |
| :--- | :--- | :--- | :--- | :--- | :--- | :--- | :--- | :--- | :--- |
| $\$$ | 15.2 | $\$$ | 18.5 | $\$$ | 17.7 | $\$$ | 20.5 | $\$$ | 15.5 |
| $\$$ | 39.6 | $\$$ | 38.1 | $\$$ | 38.1 | $\$$ | 38.3 | $\$$ | 37.6 |
|  | 37.4 | $\$$ | 38.3 | $\$$ | 37.9 | $\$$ | 39.9 | $\$$ | 36.7 |

(5\%)
Purchase Sales (in billions)
Average Loans (in billions) (1)


Average Yield (2)
$18.17 \% \quad 18.23 \% \quad 18.38 \% \quad 18.02 \%$
(2\%)

Net Interest Revenue (3)
$\begin{array}{lllllllllll}\$ & 1,544 & \$ & 1,564 & \$ & 1,650 & \$ & 1,638 & \$ & 1,577 & 2 \%\end{array}$
$\begin{array}{llllllllll}\$ & 932 & \$ & 826 & \$ & 690 & \$ & 683 & \$ & 665\end{array}$
Net Credit Losses
$\begin{array}{ccccccccccc}\$ & 932 & \$ & 826 & \$ & 690 & \$ & 683 & \$ & 665 & (29 \%) \\ & 9.54 \% & & 8.70 \% & & 7.19 \% & & 7.08 \% & & 7.11 \% & \\ \$ & 608 & \$ & 689 & \$ & 925 & \$ & 923 & \$ & 827 & 36 \% \\ & 6.23 \% & & 7.25 \% & & 9.63 \% & & 9.56 \% & & 8.85 \% & \end{array}$
Net Credit Margin (4)
As a \% of Avg. Loans (4)
$\begin{array}{llllllllll}\$ & 1,110 & \$ & 913 & \$ & 902 & \$ & 951 & \$ & 845\end{array} \quad$ (24\%)
2.97\% $\quad 2.38 \% \quad 2.38 \% \quad 2.38 \% \quad 2.30 \%$
$\begin{array}{llllllllrr}\$ & 1,277 & \$ & 1,171 & \$ & 1,205 & \$ & 1,175 & \$ & 995 \\ & 3.41 \% & & 3.06 \% & & 3.18 \% & & 2.94 \% & & 2.71 \%\end{array}$
Loans 30 -89 Days Past Due
(1) Average loans, EOP loans and the related consumer delinquency amounts and ratios include interest and fees receivables balances.
(2) Average yield is gross interest revenue earned divided by average loans.
(3) Net interest revenue includes certain fees that are recorded as interest revenue
(4) Net credit margin represents total revenues, net of interest expense, less net credit losses and policy benefits and claims.

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

## CITICORP

GLOBAL CONSUMER BANKING
EMEA - PAGE 1
(In millions of dollars, except as otherwise noted)

Net Interest Revenue
Non-Interest Revenue

## Total Revenues, Net of Interest Expense

## Total Operating Expenses

## Net Credit Losses

Credit Reserve Build / (Release)
Provision for Unfunded Lending Commitments
Provision for Benefits \& Claims
Provision for Loan Losses and for Benefits and Claims
Income (loss) from Continuing Operations before Taxes Income Taxes (benefits)
Income from Continuing Operations
Net Income (loss) Attributable to Noncontrolling Interests
Net Income
Average Assets (in billions of dollars)
Return on Assets

## Net Credit Losses as a \% of Average Loans

## Revenue by Business

## Retail Banking

Citi-Branded Cards

## Total

Net Credit Losses by Business
Retail Banking
Citi-Branded Cards
Total
Income (loss) from Continuing Operations by Business Retail Banking
Citi-Branded Cards

|  | 1Q | $\begin{gathered} 2 Q \\ 2011 \\ \hline \end{gathered}$ |  | $\begin{gathered} 3 Q \\ 2011 \\ \hline \end{gathered}$ |  | $\begin{gathered} 4 Q \\ 2011 \\ \hline \end{gathered}$ |  | $\begin{gathered} 1 Q \\ 2012 \\ \hline \end{gathered}$ |  | 1Q11 Increase/ (Decrease) |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| \$ | 242 | \$ | 248 | \$ | 233 | \$ | 224 | \$ | 262 | 8\% |
|  | 179 |  | 162 |  | 146 |  | 124 |  | 116 | (35\%) |
|  | 421 |  | 410 |  | 379 |  | 348 |  | 378 | (10\%) |
|  | 318 |  | 355 |  | 344 |  | 326 |  | 359 | 13\% |
|  | 49 |  | 46 |  | 49 |  | 28 |  | 29 | (41\%) |
|  | (34) |  | (55) |  | (32) |  | 3 |  | (5) | 85\% |
|  | - |  | 4 |  | 1 |  | (1) |  | (1) | - |
|  | - |  | - |  | - |  | - |  | - | - |
|  | 15 |  | (5) |  | 18 |  | 30 |  | 23 | 53\% |
|  | 88 |  | 60 |  | 17 |  | (8) |  | (4) | NM |
|  | 31 |  | 27 |  | 8 |  | (4) |  | 3 | (90\%) |
|  | 57 |  | 33 |  | 9 |  | (4) |  | (7) | NM |
|  | - |  | 2 |  | 1 |  | (3) |  | 1 | - |
| \$ | 57 | \$ | 31 | \$ | 8 | \$ | (1) | \$ | (8) | NM |
| \$ | $\begin{gathered} 10 \\ 2.31 \% \end{gathered}$ | \$ | $\begin{array}{r} 10 \\ 1.24 \% \end{array}$ | \$ | $\begin{array}{r} 10 \\ 0.32 \% \end{array}$ | \$ | $\begin{gathered} 10 \\ (0.04 \%) \end{gathered}$ | \$ | $\begin{gathered} 9 \\ .36 \%) \end{gathered}$ | (10\%) |
|  | 2.72\% |  | 2.46\% |  | 2.70\% |  | 1.59\% |  | 1.62\% |  |
| \$ | $\begin{array}{r} 242 \\ 179 \\ \hline \end{array}$ | \$ | $\begin{array}{r} 234 \\ 176 \\ \hline \end{array}$ | \$ | $\begin{aligned} & 215 \\ & 164 \\ & \hline \end{aligned}$ | \$ | $\begin{array}{r} 199 \\ 149 \\ \hline \end{array}$ | \$ | $\begin{aligned} & 222 \\ & 156 \\ & \hline \end{aligned}$ | $\begin{gathered} (8 \%) \\ (13 \%) \end{gathered}$ |
| \$ | 421 | \$ | 410 | \$ | 379 | \$ | 348 | \$ | 378 | (10\%) |
| \$ | $\begin{array}{r} 23 \\ 26 \\ \hline \end{array}$ | \$ | $\begin{aligned} & 23 \\ & 23 \\ & \hline \end{aligned}$ | \$ | $\begin{aligned} & 29 \\ & 20 \\ & \hline \end{aligned}$ | \$ | $\begin{aligned} & 12 \\ & 16 \\ & \hline \end{aligned}$ | \$ | $\begin{array}{r} 12 \\ 17 \\ \hline \end{array}$ | $\begin{aligned} & (48 \%) \\ & (35 \%) \end{aligned}$ |
| \$ | 49 | \$ | 46 | \$ | 49 | \$ | 28 | \$ | 29 | (41\%) |
| \$ | $\begin{aligned} & 13 \\ & 44 \end{aligned}$ | \$ | $\begin{gathered} (11) \\ 44 \end{gathered}$ | \$ | $\begin{gathered} (21) \\ 30 \end{gathered}$ | \$ | $\begin{gathered} (18) \\ 14 \end{gathered}$ | \$ | $\begin{gathered} (21) \\ 14 \end{gathered}$ | $\begin{gathered} \text { NM } \\ (68 \%) \end{gathered}$ |
| \$ | 57 | \$ | 33 | \$ | 9 | \$ | (4) | \$ | (7) | NM |

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

Retail Banking Key Indicators (in billions of dollars, except as otherwise noted)

| Branches (actual) |  | 302 |  | 301 |  | 299 |  | 296 |  | 286 | (5\%) |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Accounts (in millions) |  | 3.9 |  | 4.0 |  | 4.0 |  | 4.0 |  | 4.0 | 3\% |
| Average Deposits | \$ | 12.7 | \$ | 12.9 | \$ | 12.4 | \$ | 12.0 | \$ | 12.5 | (2\%) |
| Investment Sales | \$ | 1.0 | \$ | 1.0 | \$ | 1.0 | \$ | 0.8 | \$ | 1.0 | - |
| Investment AUMs | \$ | 5.3 | \$ | 5.5 | \$ | 4.8 | \$ | 4.7 | \$ | 5.3 | - |
| Average Loans | \$ | 4.4 | \$ | 4.5 | \$ | 4.4 | \$ | 4.3 | \$ | 4.4 |  |
| EOP Loans: |  |  |  |  |  |  |  |  |  |  |  |
| Real Estate Lending | \$ | 0.1 | \$ | 0.2 | \$ | 0.2 | \$ | 0.2 | \$ | 0.2 | 100\% |
| Commercial Markets |  | 1.9 |  | 2.0 |  | 1.8 |  | 1.7 |  | 1.8 | (5\%) |
| Personal and Other |  | 2.5 |  | 2.5 |  | 2.3 |  | 2.3 |  | 2.5 |  |
| Total EOP Loans | \$ | 4.5 | \$ | 4.7 | \$ | 4.3 | \$ | 4.2 | \$ | 4.5 |  |
| Net Interest Revenue (in millions) (1) | \$ | 124 | \$ | 127 | \$ | 118 | \$ | 117 | \$ | 145 | 17\% |
| As a \% of Average Loans (1) |  | 11.43\% |  | 11.32\% |  | 10.64\% |  | 10.79\% |  | 13.25\% |  |
| Net Credit Losses (in millions) | \$ | 23 | \$ | 23 | \$ | 29 | \$ | 12 | \$ | 12 | (48\%) |
| As a \% of Average Loans |  | 2.12\% |  | 2.05\% |  | 2.61\% |  | 1.11\% |  | 1.10\% |  |
| Loans 90+ Days Past Due (in millions) | \$ | 77 | \$ | 76 | \$ | 65 | \$ | 59 | \$ | 62 | (19\%) |
| As a\% of EOP Loans |  | 1.71\% |  | 1.62\% |  | 1.51\% |  | 1.40\% |  | 1.38\% |  |
| Loans 30-89 Days Past Due (in millions) | \$ | 143 | \$ | 132 | \$ | 107 | \$ | 94 | \$ | 92 | (36\%) |
| As a \% of EOP Loans |  | 3.18\% |  | 2.81\% |  | 2.49\% |  | 2.24\% |  | 2.04\% |  |
| Citi-Branded Cards Key Indicators (in billions of dollars, except as otherwise noted) |  |  |  |  |  |  |  |  |  |  |  |
| EOP Open Accounts (in millions) |  | 2.5 |  | 2.5 |  | 2.6 |  | 2.6 |  | 2.6 | 4\% |
| Purchase Sales | \$ | 2.3 | \$ | 2.7 | \$ | 2.6 | \$ | 2.7 | \$ | 2.7 | 17\% |
| Average Loans (2) | \$ | 2.9 | \$ | 3.0 | \$ | 2.8 | \$ | 2.7 | \$ | 2.8 | (3\%) |
| EOP Loans (2) | \$ | 2.9 | \$ | 3.0 | \$ | 2.7 | \$ | 2.7 | \$ | 2.9 |  |
| Average Yield (3) |  | 20.61\% |  | 19.86\% |  | 20.14\% |  | 19.81\% |  | 19.71\% | (4\%) |
| Net Interest Revenue (in millions) (4) | \$ | 118 | \$ | 121 | \$ | 115 | \$ | 107 | \$ | 117 | (1\%) |
| As a \% of Avg. Loans (4) |  | 16.50\% |  | 16.18\% |  | 16.29\% |  | 15.72\% |  | 16.81\% |  |
| Net Credit Losses (in millions) | \$ | 26 | \$ | 23 | \$ | 20 | \$ | 16 | \$ | 17 | (35\%) |
| As a \% of Average Loans |  | 3.64\% |  | 3.08\% |  | 2.83\% |  | 2.35\% |  | 2.44\% |  |
| Net Credit Margin (in millions) (5) | \$ | 153 | \$ | 153 | \$ | 144 | \$ | 133 | \$ | 139 | (9\%) |
| As a \% of Avg. Loans (5) |  | 21.40\% |  | 20.46\% |  | 20.40\% |  | 19.54\% |  | 19.97\% |  |
| Loans 90+ Days Past Due (in millions) | \$ | 60 | \$ | 54 | \$ | 47 | \$ | 44 | \$ | 43 | (28\%) |
| As a\% of EOP Loans |  | 2.07\% |  | 1.80\% |  | 1.74\% |  | 1.63\% |  | 1.48\% |  |
| Loans 30-89 Days Past Due (in millions) | \$ | 78 | \$ | 72 | \$ | 63 | \$ | 59 | \$ | 65 | (17\%) |
| As a \% of EOP Loans |  | 2.69\% |  | 2.40\% |  | 2.33\% |  | 2.19\% |  | 2.24\% |  |

(1) Also includes net interest revenue related to the region's deposit balances in excess of the average loan portfolio.
(2) Average loans, EOP loans and the related consumer delinquency amounts and ratios include interest and fees receivables balances
3) Average yield is gross interest revenue earned divided by average loans.
(4) Net interest revenue includes certain fees that are roded as interest revenue.
(5) Net credit margin is total revenues, net of interest expense, less net credit losses and policy benefits and claims.

## CITICORP

## GLOBAL CONSUMER BANKING

LATIN AMERICA - PAGE 1
(In millions of dollars, except as otherwise noted)

Net Interest Revenue
Non-Interest Revenue

## Total Revenues, Net of Interest Expense

## Total Operating Expenses

Net Credit Losses
Credit Reserve Build / (Release)
Provision for Unfunded Lending Commitments
Provision for Benefits \& Claims
Provision for Loan Losses and for Benefits and Claims
Income from Continuing Operations before Taxes

## Income Taxes

Income from Continuing Operations
Net Income (loss) Attributable to Noncontrolling Interests

## Net Income

Average Assets (in billions of dollars)
Return on Assets

## Net Credit Losses as a \% of Average Loans

## Revenue by Business

Retail Banking
Citi-Branded Cards
Total
Net Credit Losses by Business
Retail Banking
Citi-Branded Cards
Total
Income from Continuing Operations by Business
Retail Banking
Citi-Branded Cards
Total

| $\begin{gathered} 1 Q \\ 2011 \\ \hline \end{gathered}$ |  | $\begin{gathered} 2 Q \\ 2011 \\ \hline \end{gathered}$ |  | $\begin{gathered} 3 Q \\ 2011 \\ \hline \end{gathered}$ |  | $\begin{gathered} 4 Q \\ 2011 \\ \hline \end{gathered}$ |  | $\begin{gathered} 1 Q \\ 2012 \end{gathered}$ |  | 1 Q12 vs. 1Q11 Increase/ (Decrease) |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| \$ | 1,560 | \$ | 1,622 | \$ | 1,654 | \$ | 1,620 | \$ | 1,659 | 6\% |
|  | 734 |  | 786 |  | 763 |  | 730 |  | 782 | 7\% |
|  | 2,294 |  | 2,408 |  | 2,417 |  | 2,350 |  | 2,441 | 6\% |
|  | 1,366 |  | 1,495 |  | 1,487 |  | 1,408 |  | 1,364 | - |
|  | 407 |  | 425 |  | 406 |  | 446 |  | 430 | 6\% |
|  | (147) |  | (21) |  | 63 |  | 38 |  | 113 | NM |
|  | - |  | - |  | - |  | - |  | - | - |
|  | 38 |  | 22 |  | 38 |  | 32 |  | 44 | 16\% |
|  | 298 |  | 426 |  | 507 |  | 516 |  | 587 | 97\% |
|  | 630 |  | 487 |  | 423 |  | 426 |  | 490 | (22\%) |
|  | 157 |  | 91 |  | 84 |  | 56 |  | 115 | (27\%) |
|  | 473 |  | 396 |  | 339 |  | 370 |  | 375 | (21\%) |
|  | (2) |  | 1 |  | - |  | 1 |  | - | 100\% |
| \$ | 475 | \$ | 395 | \$ | 339 | \$ | 369 | \$ | 375 | (21\%) |
| \$ | $\begin{array}{r} 77 \\ 2.50 \% \end{array}$ | \$ | $\begin{gathered} 83 \\ 1.91 \% \end{gathered}$ | \$ | $\begin{array}{r} 80 \\ 1.68 \% \end{array}$ | \$ | $\begin{array}{r} 78 \\ 1.88 \% \end{array}$ | \$ | $\begin{array}{r} 81 \\ 1.86 \% \end{array}$ | 5\% |
|  | 4.84\% |  | 4.64\% |  | 4.43\% |  | 4.87\% |  | 4.31\% |  |
| \$ | 1,333 | \$ | 1,398 | \$ | 1,394 | \$ | 1,343 | \$ | 1,448 | 9\% |
|  | 961 |  | 1,010 |  | 1,023 |  | 1,007 |  | 993 | 3\% |
| \$ | 2,294 | \$ | 2,408 | \$ | 2,417 | \$ | 2,350 | \$ | 2,441 | 6\% |
| \$ | $\begin{aligned} & 103 \\ & 304 \\ & \hline \end{aligned}$ | \$ | $\begin{aligned} & 117 \\ & 308 \\ & \hline \end{aligned}$ | \$ | $\begin{array}{r} 113 \\ 293 \\ \hline \end{array}$ | \$ | $\begin{array}{r} 142 \\ 304 \\ \hline \end{array}$ | \$ | $\begin{array}{r} 143 \\ 287 \\ \hline \end{array}$ | $\begin{aligned} & 39 \% \\ & (6 \%) \end{aligned}$ |
| \$ | 407 | \$ | 425 | \$ | 406 | \$ | 446 | \$ | 430 | 6\% |
| \$ | 295 | \$ | 236 | \$ | 169 | \$ | 202 | \$ | 202 | (32\%) |
|  | 178 |  | 160 |  | 170 |  | 168 |  | 173 | (3\%) |
| \$ | 473 | \$ | 396 | \$ | 339 | \$ | 370 | \$ | 375 | (21\%) |

Retail Banking Key Indicators (in billions of dollars, except as otherwise noted)

| Branches (actual) |  | 2,196 |  | 2,210 |  | 2,215 |  | 2,221 |  | 2,201 | - |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Accounts (in millions) |  | 27.8 |  | 28.4 |  | 28.8 |  | 29.2 |  | 31.1 | 12\% |
| Average Deposits | \$ | 45.3 | \$ | 47.8 | \$ | 45.5 | \$ | 44.4 | \$ | 46.0 | 2\% |
| Investment Sales | \$ | 7.9 | \$ | 6.3 | \$ | 5.3 | \$ | 5.7 | \$ | 9.6 | 22\% |
| Investment AUMs | \$ | 47.4 | \$ | 50.5 | \$ | 44.3 | \$ | 46.9 | \$ | 53.3 | 12\% |
| Average Loans | \$ | 20.7 | \$ | 22.7 | \$ | 22.6 | \$ | 22.7 | \$ | 25.7 | 24\% |
| EOP Loans: |  |  |  |  |  |  |  |  |  |  |  |
| Real Estate Lending | \$ | 4.7 | \$ | 4.8 | \$ | 4.3 | \$ | 4.4 | \$ | 5.1 | 9\% |
| Commercial Markets |  | 10.6 |  | 11.4 |  | 10.7 |  | 10.9 |  | 11.7 | 10\% |
| Personal and Other |  | 6.3 |  | 7.0 |  | 6.6 |  | 8.3 |  | 9.3 | 48\% |
| Total EOP Loans | \$ | 21.6 | \$ | 23.2 | \$ | 21.6 | \$ | 23.6 | \$ | 26.1 | 21\% |
| Net Interest Revenue (in millions) (1) | \$ | 862 | \$ | 874 | \$ | 906 | \$ | 890 | \$ | 938 | $9 \%$ |
| As a \% of Avg. Loans (1) |  | 16.89\% |  | 15.44\% |  | 15.90\% |  | 15.55\% |  | 14.68\% |  |
| Net Credit Losses (in millions) | \$ | 103 | \$ | 117 | \$ | 113 | \$ | 142 | \$ | 143 | 39\% |
| As a \% of Average Loans |  | 2.02\% |  | 2.07\% |  | 1.98\% |  | 2.48\% |  | 2.24\% |  |
| Loans 90+ Days Past Due (in millions) | \$ | 249 | \$ | 259 | \$ | 240 | \$ | 221 | \$ | 244 | (2\%) |
| As a\% of EOP Loans |  | 1.15\% |  | 1.12\% |  | 1.11\% |  | 0.94\% |  | 0.93\% |  |
| Loans 30-89 Days Past Due (in millions) | \$ | 324 | \$ | 301 | \$ | 267 | \$ | 289 | \$ | 323 | - |
| As a \% of EOP Loans |  | 1.50\% |  | 1.30\% |  | 1.24\% |  | 1.22\% |  | 1.24\% |  |
| Citi-Branded Cards Key Indicators (in billions of dollars, except as otherwise noted) |  |  |  |  |  |  |  |  |  |  |  |
| EOP Open Accounts (in millions) |  | 12.5 |  | 12.6 |  | 12.9 |  | 12.9 |  | 13.1 | 5\% |
| Purchase Sales (in billions) | \$ | 9.1 | \$ | 10.0 | \$ | 10.3 | \$ | 10.8 | \$ | 10.2 | 12\% |
| Average Loans (in billions) (2) | \$ | 13.4 | \$ | 14.0 | \$ | 13.8 | \$ | 13.6 | \$ | 14.4 | 7\% |
| EOP Loans (in billions) (2) | \$ | 13.5 | \$ | 14.2 | \$ | 12.9 | \$ | 13.7 | \$ | 14.3 | 6\% |
| Average Yield (3) |  | 22.19\% |  | 22.83\% |  | 22.92\% |  | 23.52\% |  | 22.74\% | 2\% |
| Net Interest Revenue (in millions) (4) | \$ | 698 |  | 748 | \$ | 748 | \$ | 730 | \$ | 721 | 3\% |
| As a \% of Avg. Loans (4) |  | 21.13\% |  | 21.43\% |  | 21.50\% |  | 21.30\% |  | 20.14\% |  |
| Net Credit Losses (in millions) | \$ | 304 | \$ | 308 | \$ | 293 | \$ | 304 | \$ | 287 | (6\%) |
| As a \% of Average Loans |  | 9.20\% |  | 8.82\% |  | 8.42\% |  | 8.87\% |  | 8.02\% |  |
| Net Credit Margin (in millions) (5) | \$ | 657 | \$ | 702 | \$ | 730 | \$ | 703 | \$ | 706 | 7\% |
| As a \% of Avg. Loans (5) |  | 19.88\% |  | 20.11\% |  | 20.99\% |  | 20.51\% |  | 19.72\% |  |
| Loans 90+ Days Past Due | \$ | 445 | \$ | 462 | \$ | 396 | \$ | 412 | \$ | 405 | (9\%) |
| As a \% of EOP Loans |  | 3.30\% |  | 3.25\% |  | 3.07\% |  | 3.01\% |  | 2.83\% |  |
| Loans 30-89 Days Past Due | \$ | 454 | \$ | 469 | \$ | 398 | \$ | 399 | \$ | 426 | (6\%) |
| As a \% of EOP Loans |  | 3.36\% |  | 3.30\% |  | 3.09\% |  | 2.91\% |  | 2.98\% |  |

1) Also includes net interest revenue related to the region's deposit balances in excess of the average loan portfolio.
(2) Average loans, EOP loans and the related consumer delinquency amounts and ratios include interest and fees receivables balances
2) Average yield is gross interest revenue earned divided by average loans.
(5) Net credit margin is total revenues, net of interest expense, less net credit losses and policy benefits and claims.

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

## CITICORP

GLOBAL CONSUMER BANKING
ASIA - PAGE 1
(In millions of dollars, except as otherwise noted)

## Net Interest Revenue

Non-Interest Revenue

## Total Revenues, Net of Interest Expense

Total Operating Expenses

## Net Credit Losses

Credit Reserve Build / (Release)
Provision for Unfunded Lending Commitments
Provision for Benefits \& Claims
Provision for Loan Losses and for Benefits and Claims
Income from Continuing Operations before Taxes
Income Taxes
Income from Continuing Operations
Net Income (loss) Attributable to Noncontrolling Interests
Net Income
Average Assets (in billions of dollars)
Return on Assets

## Net Credit Losses as a \% of Average Loans

Revenue by Business
Retail Banking
Citi-Branded Cards

## Tota

Net Credit Losses by Busines
Retail Banking
Citi-Branded Cards
Total
Income from Continuing Operations by Business
Retail Banking
Citi-Branded Card
Total
citi

| $\begin{gathered} 1 Q \\ 2011 \\ \hline \end{gathered}$ |  | $\begin{gathered} 2 Q \\ 2011 \\ \hline \end{gathered}$ |  | $\begin{gathered} 3 Q \\ 2011 \\ \hline \end{gathered}$ |  | $\begin{gathered} 4 Q \\ 2011 \\ \hline \end{gathered}$ |  | $\begin{gathered} 1 Q \\ 2012 \\ \hline \end{gathered}$ |  | 1 Q12 vs. 1Q11 Increase/ (Decrease) |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| \$ | 1,324 | \$ | 1,349 | \$ | 1,360 | \$ | 1,332 | \$ | 1,327 | - |
|  | 572 |  | 677 |  | 707 |  | 688 |  | 670 | 17\% |
|  | 1,896 |  | 2,026 |  | 2,067 |  | 2,020 |  | 1,997 | 5\% |
|  | 1,129 |  | 1,176 |  | 1,142 |  | 1,172 |  | 1,146 | 2\% |
|  | 212 |  | 225 |  | 236 |  | 210 |  | 190 | (10\%) |
|  | (35) |  | (19) |  | (40) |  | 31 |  | (1) | 97\% |
|  | - |  | - |  | - |  | - |  | - | - |
|  | - |  | - |  | - |  | - |  | - | - |
|  | 177 |  | 206 |  | 196 |  | 241 |  | 189 | 7\% |
|  | 590 |  | 644 |  | 729 |  | 607 |  | 662 | 12\% |
|  | 137 |  | 165 |  | 167 |  | 197 |  | 159 | 16\% |
|  | 453 |  | 479 |  | 562 |  | 410 |  | 503 | 11\% |
|  | - |  | - |  | - |  | - |  | - | - |
| \$ | 453 | \$ | 479 | \$ | 562 | \$ | 410 | \$ | 503 | 11\% |
| \$ | $\begin{gathered} 118 \\ 1.56 \% \end{gathered}$ | \$ | $\begin{gathered} 123 \\ 1.56 \% \end{gathered}$ | \$ | $\begin{gathered} 123 \\ 1.81 \% \end{gathered}$ | \$ | $\begin{gathered} 122 \\ 1.33 \% \end{gathered}$ | \$ | $\begin{gathered} 125 \\ 1.62 \% \end{gathered}$ | 6\% |
|  | 1.05\% |  | 1.05\% |  | 1.08\% |  | 0.96\% |  | 0.86\% |  |
| \$ | $\begin{array}{r} 1,171 \\ 725 \end{array}$ | \$ | $\begin{array}{r} 1,260 \\ 766 \end{array}$ | \$ | $\begin{array}{r} 1,282 \\ 785 \end{array}$ | \$ | $\begin{array}{r} 1,214 \\ 806 \\ \hline \end{array}$ | \$ | $\begin{array}{r} 1,220 \\ 777 \end{array}$ | $\begin{aligned} & 4 \% \\ & 7 \% \end{aligned}$ |
| \$ | 1,896 | \$ | 2,026 | \$ | 2,067 | \$ | 2,020 | \$ | 1,997 | 5\% |
| \$ | $\begin{array}{r} 67 \\ 145 \\ \hline \end{array}$ | \$ | $\begin{array}{r} 83 \\ 142 \\ \hline \end{array}$ | \$ | $\begin{array}{r} 91 \\ 145 \\ \hline \end{array}$ | \$ | $\begin{array}{r} 85 \\ 125 \\ \hline \end{array}$ | \$ | $\begin{array}{r} 65 \\ 125 \\ \hline \end{array}$ | $\begin{gathered} (3 \%) \\ (14 \%) \end{gathered}$ |
| \$ | 212 | \$ | 225 | \$ | 236 | \$ | 210 | \$ | 190 | (10\%) |
| \$ | $\begin{aligned} & 286 \\ & 167 \\ & \hline \end{aligned}$ | \$ | $\begin{array}{r} 310 \\ 169 \\ \hline \end{array}$ | \$ | $\begin{array}{r} 362 \\ 200 \\ \hline \end{array}$ | \$ | $\begin{array}{r} 237 \\ 173 \\ \hline \end{array}$ | \$ | $\begin{array}{r} 300 \\ 203 \\ \hline \end{array}$ | $\begin{gathered} 5 \% \\ 22 \% \end{gathered}$ |
| \$ | 453 | \$ | 479 | \$ | 562 | \$ | 410 | \$ | 503 | 11\% |



Retail Banking Key Indicators (in billions of dollars, except as otherwise noted)

| Branches (actual) |  | 707 |  | 699 |  | 673 |  | 671 |  | 643 | (9\%) |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Accounts (in millions) |  | 16.3 |  | 16.5 |  | 16.7 |  | 16.4 |  | 16.5 | 1\% |
| Average Deposits | \$ | 108.1 | \$ | 111.8 | \$ | 112.1 | \$ | 109.8 | \$ | 110.9 | 3\% |
| Investment Sales | \$ | 11.3 | \$ | 10.6 | \$ | 8.5 | \$ | 6.0 | \$ | 8.4 | (26\%) |
| Investment AUMs | \$ | 51.3 | \$ | 51.9 | \$ | 45.0 | \$ | 45.2 | \$ | 47.9 | (7\%) |
| Average Loans | \$ | 62.8 | \$ | 66.3 | \$ | 67.0 | \$ | 67.1 | \$ | 68.7 | 9\% |
| EOP Loans: |  |  |  |  |  |  |  |  |  |  |  |
| Real Estate Lending | \$ | 33.3 | \$ | 34.7 | \$ | 33.6 | \$ | 34.8 | \$ | 35.9 | 8\% |
| Commercial Markets |  | 16.9 |  | 17.5 |  | 17.5 |  | 17.4 |  | 17.7 | 5\% |
| Personal and Other |  | 14.3 |  | 14.9 |  | 14.4 |  | 15.1 |  | 15.2 | 6\% |
| Total EOP Loans | \$ | 64.5 | \$ | 67.1 | \$ | 65.5 | \$ | 67.3 | \$ | 68.8 | 7\% |
| Net Interest Revenue (in millions) (1) | \$ | 826 | \$ | 831 | \$ | 842 | \$ | 820 | \$ | 807 | (2\%) |
| As a \% of Avg. Loans (1) |  | 5.33\% |  | 5.03\% |  | 4.99\% |  | 4.85\% |  | 4.72\% |  |
| Net Credit Losses (in millions) | \$ | 67 | \$ | 83 | \$ | 91 | \$ | 85 | \$ | 65 | (3\%) |
| As a \% of Average Loans |  | 0.43\% |  | 0.50\% |  | 0.54\% |  | 0.50\% |  | 0.38\% |  |
| Loans 90+ Days Past Due (in millions) | \$ | 234 | \$ | 266 | \$ | 224 | \$ | 222 | \$ | 245 | 5\% |
| As a \% of EOP Loans |  | 0.36\% |  | 0.40\% |  | 0.34\% |  | 0.33\% |  | 0.36\% |  |
| Loans 30-89 Days Past Due (in millions) | \$ | 491 | \$ | 446 | \$ | 385 | \$ | 444 | \$ | 434 | (12\%) |
| As a \% of EOP Loans |  | 0.76\% |  | 0.66\% |  | 0.59\% |  | 0.66\% |  | 0.63\% |  |
| Citi-Branded Cards Key Indicators (in billions of dollars, except as otherwise noted) |  |  |  |  |  |  |  |  |  |  |  |
| EOP Open Accounts (in millions) |  | 15.4 |  | 15.6 |  | 15.8 |  | 15.9 |  | 15.7 | 2\% |
| Purchase Sales (in billions) | \$ | 17.0 | \$ | 18.4 | \$ | 18.7 | \$ | 19.1 | \$ | 18.8 | 11\% |
| Average Loans (in billions) (2) | \$ | 19.3 | \$ | 19.7 | \$ | 19.8 | \$ | 19.4 | \$ | 20.0 | 4\% |
| EOP Loans (in billions) (2) | \$ | 19.2 | \$ | 20.0 | \$ | 18.9 | \$ | 19.9 | \$ | 19.6 | 2\% |
| Average Yield (3) |  | 13.76\% |  | 13.82\% |  | 13.50\% |  | 13.41\% |  | 13.31\% | (3\%) |
| Net Interest Revenue (in millions) (4) | \$ | 498 |  | 518 | \$ | 518 | \$ | 512 | \$ | 520 | 4\% |
| As a \% of Avg. Loans (4) |  | 10.46\% |  | 10.55\% |  | 10.38\% |  | 10.47\% |  | 10.46\% |  |
| Net Credit Losses (in millions) | \$ | 145 | \$ | 142 | \$ | 145 | \$ | 125 | \$ | 125 | (14\%) |
| As a \% of Average Loans |  | 3.05\% |  | 2.89\% |  | 2.91\% |  | 2.56\% |  | 2.51\% |  |
| Net Credit Margin (in millions) (5) | \$ | 580 | \$ | 624 | \$ | 640 | \$ | 681 | \$ | 652 | 12\% |
| As a \% of Avg. Loans (5) |  | 12.19\% |  | 12.70\% |  | 12.82\% |  | 13.93\% |  | 13.11\% |  |
| Loans 90+ Days Past Due | \$ | 235 | \$ | 250 | \$ | 214 | \$ | 214 | \$ | 224 | (5\%) |
| As a\% of EOP Loans |  | 1.22\% |  | 1.25\% |  | 1.13\% |  | 1.08\% |  | 1.14\% |  |
| Loans 30-89 Days Past Due | \$ | 358 | \$ | 351 | \$ | 300 | \$ | 321 | \$ | 321 | (10\%) |
| As a \% of EOP Loa |  | 1.86\% |  | 1.76\% |  | 1.59\% |  | 1.61\% |  | 1.64\% |  |

(1) Also includes net interest revenue related to the region's deposit balances in excess of the average loan portfolio.
(2) Average loans, EOP loans and the related consumer delinquency amounts and ratios include interest and fees receivables balances.
(3) Average yield is gross interest revenue earned divided by average loans.
(4) Net interest revenue includes certain fees that are recorded as interest revenue.
(5) Net credit margin is total revenues, net of interest expense, less net credit losses and policy benefits and claims.

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

## CITICORP

## NSTITUTIONAL CLIENTS GROUP

(In millions of dollars, except as otherwise noted)

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
Net Credit Losses
Provision for Unfunded Lending Commitments
Credit Reserve Build / (Release)
Provision for Benefits \& Claims
Provision for Credit Losses and for Benefits and Claims
Income from Continuing Operations before Taxes
Income Taxes (Benefits)
Income from Continuing Operations
Net Income Attributable to Noncontrolling Interests Net Income

Average Assets (in billions of dollars)
Return on Assets

## Revenue by Region

North America
EMEA
Latin America
Asia

Income from Continuing Operations by Region
North America
MEA
Latin America
Total
Average Loans by Region (in billions)
North America
EMEA
atin America
Total
Total

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

1012 v 1Q11 Increase/ (Decrease)

| $\begin{array}{r} 1 Q \\ 2011 \\ \hline \end{array}$ |  | $\begin{gathered} 2 Q \\ 2011 \end{gathered}$ |  | $\begin{array}{r} 3 Q \\ 2011 \\ \hline \end{array}$ |  | $\begin{gathered} 4 Q \\ 2011 \\ \hline \end{gathered}$ |  | $\begin{gathered} 1 Q \\ 2012 \\ \hline \end{gathered}$ |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| \$ | 1,133 | \$ | 1,133 | \$ | 1,159 | \$ | 1,024 | \$ | 1,141 |
| \$ | 746 |  | 732 |  | 649 |  | 648 |  | 696 |
|  | 793 |  | 1,001 |  | 590 |  | 645 |  | 811 |
|  | 2,260 |  | 1,288 |  | 1,665 |  | (340) |  | 1,916 |
|  | (75) |  | 253 |  | 1,530 |  | 113 |  | (406) |
|  | 4,857 |  | 4,407 |  | 5,593 |  | 2,090 |  | 4,158 |
|  | 3,727 |  | 3,752 |  | 3,848 |  | 3,728 |  | 3,860 |
|  | 8,584 |  | 8,159 |  | 9,441 |  | 5,818 |  | 8,018 |
| 5,145 |  |  | 5,312 |  | 5,045 |  | 5,266 |  | 5,095 |
| 210 |  |  | 150 |  | 87 |  | 172 |  | (58) |
| 4 |  |  | (8) |  | 45 |  | 48 |  | (11) |
| (394) |  |  | (56) |  | 32 |  | (138) |  | 158 |
| - |  |  | - |  | - |  | - |  |  |
| (180) |  |  | 86 |  | 164 |  | 82 |  | 89 |
| 3,619 |  |  | 2,761 |  | 4,232 |  | 470 |  | 2,834 |
| 1,072 |  |  | 703 |  | 1,208 |  | (163) |  | 624 |
| 2,547 |  |  | 2,058 |  | 3,024 |  | 633 |  | 2,210 |
| 13 |  |  | 9 |  | 5 |  | 29 |  | 60 |
| \$ | 2,534 | \$ | 2,049 | \$ | 3,019 | \$ | 604 | \$ | 2,150 |
|  | 999 | \$ | 1,045 | \$ | 1,043 | \$ | 1,010 | \$ | 1,016 |
|  | 1.03\% |  | 0.79\% |  | 1.15\% |  | 0.24\% |  | 0.85\% |


| \$ | 2,938 | \$ | 2,734 | \$ | 3,065 | \$ | 1,265 | \$ | 1,989 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 2,898 |  | 2,540 |  | 3,192 |  | 2,077 |  | 2,848 |
|  | 1,005 |  | 1,121 |  | 965 |  | 992 |  | 1,206 |
|  | 1,743 |  | 1,764 |  | 2,219 |  | 1,484 |  | 1,975 |
| \$ | 8,584 |  | 8.159 | \$ | 9,441 | \$ | 5,818 | \$ | 8,018 |


| \$ | 570 | \$ | 476 | \$ | 786 | \$ | (373) | \$ | 254 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 1,039 |  | 627 |  | 1,021 |  | 443 |  | 827 |
|  | 445 |  | 456 |  | 375 |  | 337 |  | 520 |
|  | 493 |  | 499 |  | 842 |  | 226 |  | 609 |
| \$ | 2,547 | \$ | 2,058 | \$ | 3,024 | \$ | 633 | \$ | 2,210 |

$(55 \%)$
$(20 \%)$
$17 \%$
$24 \%$
$(13 \%)$
$15 \%$
$21 \%$
$36 \%$
$33 \%$
$24 \%$

CITICORP
INSTITUTIONAL CLIENTS GROUP
SECURITIES AND BANKING
(In millions of dollars, except as otherwise noted)

Net Interest Revenue
Non-Interest Revenue
Total Revenues, Net of Interest Expens
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 (Loss) from Continuing Operations before Taxes Income Taxes (Benefits)
Income (Loss) from Continuing Operations
Net Income Attributable to Noncontrolling Interests
Net Income (Loss)
Average Assets (in billions of dollars)
Return on Assets

## Revenue Details:

Investment Banking:
Advisory
Equity Underwriting
Debt Underwriting
Total Investment Banking

## Lending

Equity Markets
Fixed Income Markets
Private Bank
Other Securities and Banking
Total Securities and Banking Revenues

DVA/CVA \{included as applicable in lines above\} (1) Total Revenues Excluding DVA/CVA
(1) See page 4.

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

$$
(12 \%)
$$

|  | (229) |  | 147 |  | 1,888 |  | (74) |  | $(1,376)$ | NM |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 6,251 | \$ | 5335 | \$ | 4.837 | \$ | 3,268 | \$ | 6,651 | 6\% |

## CITICORP

## NSTITUTIONAL CLIENTS GROUP

TRANSACTION SERVICES
(In millions of dollars, except as otherwise noted)

Net Interest Revenue
Non-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 Credit Losses and for Benefits and Claims
Income from Continuing Operations before Taxes

## ncome Taxes

## Income from Continuing Operations

Net Income Attributable to Noncontrolling Interests

## Net Income

Average Assets (in billions of dollars)
Return on Assets

## Revenue Details

Treasury and Trade Solutions
Securities and Fund Services
Total
Average Deposits and Other Customer
Liability Balances (in billions)
North America
EMEA
Latin America
Asia
Total

EOP Assets Under Custody (in trillions of dollars)

| $\begin{gathered} 1 Q \\ 2011 \\ \hline \end{gathered}$ |  | $\begin{gathered} 2 Q \\ 2011 \\ \hline \end{gathered}$ |  | $\begin{gathered} 3 Q \\ 2011 \\ \hline \end{gathered}$ |  | $\begin{gathered} 4 Q \\ 2011 \\ \hline \end{gathered}$ |  | $\begin{gathered} 1 Q \\ 2012 \\ \hline \end{gathered}$ |  | 1 Q12 vs. 1Q11 Increase/ (Decrease) |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| \$ | 1,438 | \$ | 1,480 | \$ | 1,500 | \$ | 1,514 | \$ | 1,586 | 10\% |
|  | 1,124 |  | 1,197 |  | 1,216 |  | 1,110 |  | 1,157 | 3\% |
|  | 2,562 |  | 2,677 |  | 2,716 |  | 2,624 |  | 2,743 | 7\% |
|  | 1,343 |  | 1,415 |  | 1,467 |  | 1,530 |  | 1,388 | 3\% |
|  | 7 |  | (1) |  | 17 |  | (6) |  | 2 | (71\%) |
|  | - |  | - |  | (9) |  | 12 |  | 6 | - |
|  | - |  | 27 |  | (18) |  | 7 |  | 23 | - |
|  | - |  | - |  | - |  | - |  | - | - |
|  | 7 |  | 26 |  | (10) |  | 13 |  | 31 | NM |
|  | 1,212 |  | 1,236 |  | 1,259 |  | 1,081 |  | 1,324 | 9\% |
|  | 376 |  | 372 |  | 377 |  | 314 |  | 403 | 7\% |
|  | 836 |  | 864 |  | 882 |  | 767 |  | 921 | 10\% |
|  | 4 |  | 5 |  | 5 |  | 5 |  | 4 | - |
| \$ | 832 | \$ | 859 | \$ | 877 | \$ | 762 | \$ | 917 | 10\% |
| \$ | $\begin{gathered} 124 \\ 2.72 \% \end{gathered}$ | \$ | $\begin{gathered} 131 \\ 2.63 \% \end{gathered}$ | \$ | $\begin{gathered} 133 \\ 2.62 \% \end{gathered}$ | \$ | $\begin{gathered} 133 \\ 2.27 \% \end{gathered}$ | \$ | $\begin{gathered} 132 \\ 2.79 \% \end{gathered}$ | 6\% |
| \$ | $\begin{array}{r} 1,844 \\ 718 \\ \hline \end{array}$ | \$ | $\begin{array}{r} 1,936 \\ \hline 741 \\ \hline \end{array}$ | \$ | $\begin{array}{r} 1,952 \\ 764 \\ \hline \end{array}$ | \$ | $\begin{array}{r} 1,965 \\ 659 \\ \hline \end{array}$ | \$ | $\begin{array}{r} 2,054 \\ 689 \\ \hline \end{array}$ | $\begin{aligned} & 11 \% \\ & (4 \%) \end{aligned}$ |
| \$ | 2,562 | \$ | 2,677 | \$ | 2,716 | \$ | 2,624 | \$ | 2,743 | 7\% |
| \$ | 80 |  | 85 |  | 91 |  | 94 | \$ | 100 | 25\% |
|  | 118 |  | 119 |  | 115 |  | 118 |  | 118 | - |
|  | 32 |  | 34 |  | 34 |  | 36 |  | 35 | 9\% |
|  | 126 |  | 128 |  | 125 |  | 121 |  | 124 |  |
| \$ | 356 | \$ | 366 | \$ | 365 | \$ | 369 | \$ | 377 | 6\% |
| \$ | 13.0 | \$ | 13.5 | \$ | 12.5 | \$ | 12.5 | \$ | 13.0 | - |

## CITICORP

North America
(In millions of dollars, except as otherwise noted)

Net Interest Revenue
Non-Interest Revenue
Total Revenues, Net of Interest Expense
Total Operating Expenses

> Net Credit Losses

Credit Reserve Build / (Release)
Provision Unfunded Lending Commitments
Provision for Benefits \& Claims
Provision for Credit Losses and for Benefits and Claims ncome from Continuing Operations before Taxes ncome Taxes

## come from Continuing Operations

Net Income (loss) Attributable to Noncontrolling Interests Net Income

Average Assets (in billions of dollars)
Return on Assets

## Revenue by Business <br> Retail Banking <br> Citi-Branded Cards <br> Citi Retail Services <br> Global Consumer Banking <br> Securities and Banking <br> Transaction Services

Total

Income (loss) from Continuing Operations by Business
Retail Banking
Citi-Branded Cards
Citi Retail Services
Global Consumer Banking
Securities and Banking
Transaction Services
Total

| $\begin{array}{r} 1 Q \\ 2011 \\ \hline \end{array}$ |  | $\begin{gathered} 2 Q \\ 2011 \\ \hline \end{gathered}$ |  | $\begin{gathered} 3 Q \\ 2011 \\ \hline \end{gathered}$ |  | $\begin{gathered} 4 Q \\ 2011 \\ \hline \end{gathered}$ |  | $\begin{gathered} 1 Q \\ 2012 \\ \hline \end{gathered}$ |  | 1 Q12 vs. 1 Q11 Increase/ (Decrease) |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| \$ | 5,438 | \$ | 5,314 | \$ | 5,461 | \$ | 5,353 | \$ | 5,292 | (3\%) |
| \$ | 2,443 |  | 2,369 |  | 2,704 |  | 1,079 |  | 1,895 | (22\%) |
|  | 7,881 |  | 7,683 |  | 8,165 |  | 6,432 |  | 7,187 | (9\%) |
|  | 4,363 |  | 4,434 |  | 4,321 |  | 4,672 |  | 4,343 | - |
|  | 2,527 |  | 2,253 |  | 1,894 |  | 1,816 |  | 1,547 | (39\%) |
|  | $(1,275)$ |  | $(1,230)$ |  | (871) |  | (827) |  | (811) | 36\% |
|  | 9 |  | - |  | 58 |  | 36 |  | (17) | NM |
|  | 17 |  | 14 |  | 18 |  | 13 |  | 14 | (18\%) |
|  | 1,278 |  | 1,037 |  | 1,099 |  | 1,038 |  | 733 | (43\%) |
|  | 2,240 |  | 2,212 |  | 2,745 |  | 722 |  | 2,111 | (6\%) |
|  | 733 |  | 625 |  | 856 |  | 151 |  | 540 | (26\%) |
|  | 1,507 |  | 1,587 |  | 1,889 |  | 571 |  | 1,571 | 4\% |
|  | (8) |  | (7) |  | (17) |  | 3 |  | 32 | NM |
| \$ | 1,515 | \$ | 1,594 | \$ | 1,906 | \$ | 568 | \$ | 1,539 | 2\% |
| \$ | $\begin{gathered} 588 \\ 1.04 \% \end{gathered}$ | \$ | $\begin{gathered} 592 \\ 1.08 \% \end{gathered}$ | \$ | $\begin{gathered} 586 \\ 1.29 \% \end{gathered}$ | \$ | $\begin{gathered} 584 \\ 0.39 \% \end{gathered}$ | \$ | $\begin{gathered} 593 \\ 1.04 \% \end{gathered}$ | 1\% |
| \$ | 1,188 | \$ | 1,251 | \$ | 1,282 | \$ | 1,392 | \$ | 1,628 | 37\% |
|  | 2,204 |  | 2,173 |  | 2,192 |  | 2,161 |  | 2,068 | (6\%) |
|  | 1,551 |  | 1,525 |  | 1,626 |  | 1,614 |  | 1,502 | (3\%) |
|  | 4,943 |  | 4,949 |  | 5,100 |  | 5,167 |  | 5,198 | 5\% |
|  | 2,328 |  | 2,125 |  | 2,445 |  | 660 |  | 1,348 | (42\%) |
|  | 610 |  | 609 |  | 620 |  | 605 |  | 641 | 5\% |
| \$ | 7,881 | \$ | 7,683 | \$ | 8,165 | \$ | 6,432 | \$ | 7,187 | (9\%) |
| \$ | 85 | \$ | 96 | \$ | 118 | \$ | 164 | \$ | 331 | NM |
|  | 477 |  | 596 |  | 577 |  | 501 |  | 607 | 27\% |
|  | 375 |  | 419 |  | 408 |  | 279 |  | 379 | 1\% |
|  | 937 |  | 1,111 |  | 1,103 |  | 944 |  | 1,317 | 41\% |
|  | 464 |  | 347 |  | 674 |  | (441) |  | 128 | (72\%) |
|  | 106 |  | 129 |  | 112 |  | 68 |  | 126 | 19\% |
| \$ | 1,507 | \$ | 1,587 | \$ | 1,889 | \$ | 571 | \$ | 1,571 | 4\% |

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

## CITICORP

EMEA
(In millions of dollars, except as otherwise noted)

Net Interest Revenue
Non-Interest Revenue

## Total Revenues, Net of Interest Expense

## Total Operating Expenses

Net Credit Losses
Credit Reserve Build / (Release)
Provision Unfunded Lending Commitments
Provision for Benefits \& Claims
Provision for Credit Losses and for Benefits and Claims
ncome from Continuing Operations before Taxes
Income Taxes

## ncome from Continuing Operations

Net Income (loss) Attributable to Noncontrolling Interests

## Net Income

Average Assets (in billions of dollars)
Return on Assets

## Revenue by Business

Retail Banking
Citi-Branded Cards
Regional Consumer Banking
Securities and Banking
Transaction Services
Total
Income (loss) from Continuing Operations by Business
Retail Banking
Citi-Branded Cards
Regional Consumer Banking
Securities and Banking
Transaction Services
Total

| $\begin{gathered} 1 Q \\ 2011 \end{gathered}$ |  | $\begin{gathered} 2 Q \\ 2011 \\ \hline \end{gathered}$ |  | $\begin{array}{r} 3 Q \\ 2011 \\ \hline \end{array}$ |  | $\begin{array}{r} 4 Q \\ 2011 \\ \hline \end{array}$ |  | $\begin{gathered} 1 Q \\ 2012 \end{gathered}$ |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| \$ | 1,183 | \$ | 1,087 | \$ | 1,180 | \$ | 1,174 | \$ | 1,326 |
|  | 2,136 |  | 1,863 |  | 2,391 |  | 1,251 |  | 1,900 |
|  | 3,319 |  | 2,950 |  | 3,571 |  | 2,425 |  | 3,226 |
|  | 1,909 |  | 2,029 |  | 1,990 |  | 2,033 |  | 1,961 |
|  | 92 |  | 72 |  | 86 |  | 112 |  | 52 |
|  | (274) |  | (105) |  | (30) |  | (164) |  | 75 |
|  | (5) |  | (5) |  | (4) |  | 12 |  | 5 |
| - |  |  | - |  | - |  | - |  | - |


|  | (187) |  | (38) |  | 52 |  | (40) |  | 132 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 1,597 |  | 959 |  | 1,529 |  | 432 |  | 1,133 |
|  | 501 |  | 299 |  | 499 |  | (7) |  | 313 |
|  | 1,096 |  | 660 |  | 1,030 |  | 439 |  | 820 |
|  | 21 |  | 17 |  | 22 |  | 22 |  | 28 |
| \$ | 1,075 | \$ | 643 | \$ | 1,008 | \$ | 417 | \$ | 792 |
| \$ | 263 | \$ | 297 | \$ | $\begin{array}{r} 311 \\ 1.29 \% \end{array}$ | \$ | $\begin{gathered} 300 \\ 0.55 \% \end{gathered}$ | $\begin{array}{lr} \$ & 295 \\ 1.08 \% \end{array}$ |  |
|  | 1.66\% |  | 0.87\% |  |  |  |  |  |  |


| \$ | 242 | \$ | 234 | \$ | 215 | \$ | 199 | \$ | $\begin{aligned} & 222 \\ & 156 \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 179 |  | 176 |  | 164 |  | 149 |  |  |
|  | 421 |  | 410 |  | 379 |  | 348 |  | 378 |
|  | 2,061 |  | 1,642 |  | 2,299 |  | 1,219 |  | 1,954 |
|  | 837 |  | 898 |  | 893 |  | 858 |  | 894 |
| \$ | 3,319 | \$ | 2,950 | \$ | 3,571 | \$ | 2,425 | \$ | 3,226 |


| \$ | 13 | \$ | (11) | \$ | (21) | \$ | (18) | \$ | (21) |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 44 |  | 44 |  | 30 |  | 14 |  | 14 |
|  | 57 |  | 33 |  | 9 |  | (4) |  | (7) |
|  | 764 |  | 341 |  | 735 |  | 160 |  | 512 |
|  | 275 |  | 286 |  | 286 |  | 283 |  | 315 |
| \$ | 1,096 | \$ | 660 | \$ | 1,030 | \$ | 439 | \$ | 820 |

## CITICORP

LATIN AMERICA
(In millions of dollars, except as otherwise noted)

Net Interest Revenue
Non-Interest Revenue

## Total Revenues, Net of Interest Expense

Total Operating Expenses
Net Credit Losses
Credit Reserve Build / (Release)
Provision Unfunded Lending Commitments Provision for Benefits \& Claims

Provision for Credit Losses and for Benefits and Claims
Income from Continuing Operations before Taxes
Income Taxes

## Income from Continuing Operations

Net Income (loss) Attributable to Noncontrolling Interests

## Net Income

Average Assets (in billions of dollars)
Return on Assets

## Revenue by Business

Retail Banking
Citi-Branded Cards
Regional Consumer Banking
Securities and Banking
Transaction Services
Total
Income from Continuing Operations by Business
Retail Banking
Citi-Branded Cards
Regional Consumer Banking
Securities and Banking
Transaction Services
Total

| $\begin{gathered} 1 Q \\ 2011 \\ \hline \end{gathered}$ |  | $\begin{gathered} 2 Q \\ 2011 \\ \hline \end{gathered}$ |  | $\begin{gathered} 3 Q \\ 2011 \end{gathered}$ |  | $\begin{gathered} 4 Q \\ 2011 \\ \hline \end{gathered}$ |  | $\begin{gathered} 1 Q \\ 2012 \end{gathered}$ |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| \$ | 2,357 | \$ | 2,478 | \$ | 2,412 | \$ | 2,360 | \$ | 2,388 |
|  | 942 |  | 1,051 |  | 970 |  | 982 |  | 1,259 |
|  | 3,299 |  | 3,529 |  | 3,382 |  | 3,342 |  | 3,647 |
|  | 1,800 |  | 1,934 |  | 1,934 |  | 1,879 |  | 1,802 |
|  | 411 |  | 423 |  | 413 |  | 458 |  | 430 |
|  | (239) |  | (13) |  | 31 |  | 58 |  | 107 |
|  | - |  | - |  | (9) |  |  |  |  |
|  | 38 |  | 22 |  | 38 |  | 32 |  | 44 |
|  | 210 |  | 432 |  | 473 |  | 548 |  | 581 |
|  | 1,289 |  | 1,163 |  | 975 |  | 915 |  | 1,264 |
|  | 371 |  | 311 |  | 261 |  | 208 |  | 369 |
|  | 918 |  | 852 |  | 714 |  | 707 |  | 895 |
|  | (3) |  | 1 |  | - |  | 1 |  | - |
| \$ | 921 | \$ | 851 | \$ | 714 | \$ | 706 | \$ | 895 |
| \$ | 171 | \$ | 177 | \$ | 169 | \$ | 162 | \$ | 167 |
|  | 2.18\% |  | 1.93\% |  | 1.68\% |  | 1.73\% |  | 2.16\% |


| \$ | 1,333 | \$ | 1,398 | \$ | 1,394 | \$ | 1,343 | \$ |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 961 |  | 1,010 |  | 1,023 |  | 1,007 |  | $993$ |
|  | 2,294 |  | 2,408 |  | 2,417 |  | 2,350 |  | 2,441 |
|  | 588 |  | 682 |  | 521 |  | 579 |  | 755 |
|  | 417 |  | 439 |  | 444 |  | 413 |  | 451 |
| \$ | 3,299 | \$ | 3,529 | \$ | 3,382 | \$ | 3,342 | \$ | 3,647 |



CITICORP
ASIA
(In millions of dollars, except as otherwise noted)
ASIA
dolars, except as otherwise

Net Interest Revenue
Non-Interest Revenue

## Total Revenues, Net of Interest Expense

## Total Operating Expenses

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

Provision for Credit Losses and for Benefits and Claims Income from Continuing Operations before Taxes
Income Taxes

## ncome from Continuing Operations

Net Income (loss) Attributable to Noncontrolling Interests

## Net Income

Average Assets (in billions of dollars)
Return on Assets

## Revenue by Business

Retail Banking
Citi-Branded Cards
Regional Consumer Banking
Securities and Banking
Transaction Services
Total

Income from Continuing Operations by Business
Retail Banking
Citi-Branded Cards
Regional Consumer Banking
Securities and Banking
Transaction Services
Total

| $\begin{gathered} 1 Q \\ 2011 \\ \hline \end{gathered}$ |  | $\begin{gathered} 2 Q \\ 2011 \\ \hline \end{gathered}$ |  | $\begin{array}{r} 3 Q \\ 2011 \\ \hline \end{array}$ |  | $\begin{gathered} 4 Q \\ 2011 \\ \hline \end{gathered}$ |  | $\begin{gathered} 1 Q \\ 2012 \\ \hline \end{gathered}$ |  | 1 Q12 vs. 1Q11 Increase/ (Decrease) |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| \$ | 2,081 | \$ | 2,284 | \$ | 2,310 | \$ | 2,266 | \$ | 2,227 | 7\% |
|  | 1,558 |  | 1,506 |  | 1,976 |  | 1,238 |  | 1,745 | 12\% |
|  | 3,639 |  | 3,790 |  | 4,286 |  | 3,504 |  | 3,972 | 9\% |
|  | 2,164 |  | 2,272 |  | 2,182 |  | 2,260 |  | 2,199 | 2\% |
|  | 220 |  | 234 |  | 239 |  | 209 |  | 191 | (13\%) |
|  | (23) |  | (43) |  | (62) |  | 82 |  | 53 | NM |
|  | - |  | - |  | - |  | - |  | - | - |
|  | - |  | - |  | - |  | - |  | - | - |
|  | 197 |  | 191 |  | 177 |  | 291 |  | 244 | 24\% |
|  | 1,278 |  | 1,327 |  | 1,927 |  | 953 |  | 1,529 | 20\% |
|  | 332 |  | 349 |  | 523 |  | 317 |  | 417 | 26\% |
|  | 946 |  | 978 |  | 1,404 |  | 636 |  | 1,112 | 18\% |
|  | 1 |  | 1 |  | 1 |  | 1 |  | 1 | - |
| \$ | 945 | \$ | 977 | \$ | 1,403 | \$ | 635 | \$ | 1,111 | 18\% |
| \$ | $\begin{array}{r} 344 \\ 1.11 \% \end{array}$ | \$ | $\begin{gathered} 356 \\ 1.10 \% \end{gathered}$ | \$ | $\begin{array}{r} 357 \\ 1.56 \% \end{array}$ | \$ | $\begin{array}{r} 344 \\ 0.73 \% \end{array}$ | \$ | $\begin{array}{r} 345 \\ 1.30 \% \end{array}$ | - |
| \$ | 1,171 | \$ | 1,260 | \$ | 1,282 | \$ | 1,214 | \$ | 1,220 | 4\% |
|  | 725 |  | 766 |  | 785 |  | 806 |  | 777 | 7\% |
|  | 1,896 |  | 2,026 |  | 2,067 |  | 2,020 |  | 1,997 | 5\% |
|  | 1,045 |  | 1,033 |  | 1,460 |  | 736 |  | 1,218 | 17\% |
|  | 698 |  | 731 |  | 759 |  | 748 |  | 757 | 8\% |
| \$ | 3,639 | \$ | 3,790 | \$ | 4,286 | \$ | 3,504 | \$ | 3,972 | 9\% |
| \$ | 286 | \$ | 310 | \$ | 362 | \$ | 237 | \$ | 300 | 5\% |
|  | 167 |  | 169 |  | 200 |  | 173 |  | 203 | 22\% |
|  | 453 |  | 479 |  | 562 |  | 410 |  | 503 | 11\% |
|  | 210 |  | 210 |  | 526 |  | (51) |  | 307 | 46\% |
|  | 283 |  | 289 |  | 316 |  | 277 |  | 302 | 7\% |
| \$ | 946 | \$ | 978 | \$ | 1,404 | \$ | 636 | \$ | 1,112 | 18\% |

[^0]Reclassified to conform to the current period's presentation.

## CITI HOLDINGS

## STATEMENT OF INCOME AND BALANCE SHEET DATA

(In millions of dollars, except as otherwise noted)

## Revenues

Net interest revenue
Non-interest revenue
Total revenues, net of interest expense
Provisions for Credit Losses and for Benefits and Claims
Net Credit Losses (1)
Credit Reserve Build / (Release) (1)
Provision for loan losses
Provision for Benefits \& Claims
Provision for unfunded lending commitments
Total provisions for credit losses and for benefits and claims

## Total operating expenses

## Income (Loss) from Continuing Operations before

Income Taxes
Provision (benefits) for income taxes

## Income (Loss) from Continuing Operations

Net Income (loss) Attributable to Noncontrolling Interests Citi Holding's Net Income (Loss)

## Balance Sheet Data (in billions):

| Total EOP Assets | $\$$ | 295 | $\$$ | 265 | $\$$ | 247 | $\$$ | 225 | $\$$ | 209 |
| :--- | :--- | :--- | :--- | :--- | :--- | :--- | :--- | :--- | :--- | :--- |
| Total EOP Deposits | $\$$ | 74 | $\$$ | 70 | $\$$ | 68 | $\$$ | 62 | $\$$ | 63 |

## Total EOP Deposits

|  | $\begin{gathered} 1 Q \\ 2011 \\ \hline \end{gathered}$ | $\begin{gathered} 2 Q \\ 2011 \\ \hline \end{gathered}$ |  | $\begin{gathered} 3 Q \\ 2011 \\ \hline \end{gathered}$ |  | $\begin{gathered} 4 Q \\ 2011 \\ \hline \end{gathered}$ |  | $\begin{gathered} 1 Q \\ 2012 \\ \hline \end{gathered}$ |  | 1Q11 Increase/ (Decrease) |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| \$ | 1,032 | \$ | 1,035 | \$ | 773 | \$ | 843 | \$ | 701 | (32\%) |
|  | 617 |  | 1,372 |  | 354 |  | 245 |  | 173 | (72\%) |
|  | 1,649 |  | 2,407 |  | 1,127 |  | 1,088 |  | 874 | (47\%) |
|  | 3,018 |  | 2,165 |  | 1,881 |  | 1,512 |  | 1,734 | (43\%) |
|  | $(1,558)$ |  | (575) |  | (532) |  | (612) |  | (550) | 65\% |
|  | 1,460 |  | 1,590 |  | 1,349 |  | 900 |  | 1,184 | (19\%) |
|  | 204 |  | 183 |  | 204 |  | 188 |  | 171 | (16\%) |
|  | 21 |  | (8) |  | (3) |  | (51) |  | (26) | NM |
|  | 1,685 |  | 1,765 |  | 1,550 |  | 1,037 |  | 1,329 | (21\%) |
|  | 1,443 |  | 1,654 |  | 1,512 |  | 1,855 |  | 1,219 | (16\%) |
|  | $(1,479)$ |  | $(1,012)$ |  | $(1,935)$ |  | $(1,804)$ |  | $(1,674)$ | (13\%) |
|  | (522) |  | (401) |  | (714) |  | (490) |  | (650) | (25\%) |
|  | (957) |  | (611) |  | $(1,221)$ |  | $(1,314)$ |  | $(1,024)$ | (7\%) |
|  | 61 |  | 50 |  | 7 |  | 1 |  | 2 | (97\%) |
| \$ | $(1,018)$ | \$ | (661) | \$ | $(1,228)$ | \$ | $(1,315)$ | \$ | $(1,026)$ | (1\%) |
| \$ | 295 | \$ | 265 | \$ | 247 | \$ | 225 | \$ | 209 | (29\%) |
| \$ | 74 | \$ | 70 | \$ | 68 | \$ | 62 | \$ | 63 | (14\%) |

(1) The first quarter of 2012 includes approximately $\$ 370$ million of incremental charge-offs of previously deferred principle balances on modified loans, related to anticipated forgiveness of principal largely in connection with the National Mortgage Settlement. There was a corresponding approximately $\$ 350$ million release in the first quarter of 2012 of allowance for loan losses previously established related to these charge-offs.
NM Not meaningful
Reclassified to conform to the current period's presentation.

## CITI HOLDINGS

## BROKERAGE AND ASSET MANAGEMENT

(In millions of dollars, except as otherwise noted)

Net Interest Revenue
Non-Interest Revenue

## Total Revenues, Net of Interest Expense

Total Operating Expenses
Net Credit Losses
Credit Reserve Build / (Release)
Provision for Benefits \& Claims
Provision for Unfunded Lending Commitments
Provision for Loan Losses and for Benefits and Claims
Income (loss) from Continuing Operations before Taxes Income Taxes (benefits)
Income (loss) from Continuing Operations
Net Income (loss) Attributable to Noncontrolling Interests Net Income (Loss)

EOP Assets (in billions of dollars)

EOP Deposits (in billions of dollars)

| $\begin{gathered} 1 Q \\ 2011 \\ \hline \end{gathered}$ |  | $\begin{gathered} 2 Q \\ 2011 \\ \hline \end{gathered}$ |  | $\begin{gathered} 3 Q \\ 2011 \\ \hline \end{gathered}$ |  | $\begin{gathered} 4 Q \\ 2011 \\ \hline \end{gathered}$ |  | $\begin{gathered} 1 Q \\ 2012 \end{gathered}$ |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| \$ | (46) | \$ | (44) | \$ | (42) | \$ | (48) | \$ | (129) |
|  | 183 |  | 91 |  | 97 |  | 91 |  | 83 |
|  | 137 |  | 47 |  | 55 |  | 43 |  | (46) |
|  | 174 |  | 230 |  | 145 |  | 180 |  | 157 |
|  | 1 |  | - |  | 3 |  | - |  |  |
|  | (1) |  | (2) |  | - |  | - |  | (1) |
|  | 8 |  | 9 |  | 11 |  | 20 |  | - |
|  | - |  | 1 |  | (1) |  | (1) |  | - |
|  | 8 |  | 8 |  | 13 |  | 19 |  | (1) |
|  | (45) |  | (191) |  | (103) |  | (156) |  | (202) |
|  | (35) |  | (91) |  | (20) |  | (63) |  | (66) |
|  | (10) |  | (100) |  | (83) |  | (93) |  | (136) |
|  | 2 |  | 1 |  | 7 |  | (1) |  | 1 |
| \$ | (12) | \$ | (101) | \$ | (90) | \$ | (92) | \$ | (137) |
| \$ | 27 | \$ | 27 | \$ | 26 | \$ | 27 | \$ | 26 |
| \$ | 58 | \$ | 55 | \$ | 54 | \$ | 55 | \$ | 55 |

1Q12 vs. 1Q11 Increase (Decrease)

NM
(55\%)
NM
(10\%)
(100\%)
(100\%)

NM
NM
(89\%)
NM

NM
(4\%)
(5\%)

## NM Not meaningful

Reclassified to conform to the current period's presentation.

## Net Interest Revenue

Non-Interest Revenue
Total Revenues, Net of Interest Expense
Total Operating Expenses
Net Credit Losses (1)
Credit Reserve Build / (Release) (1)
Provision for Benefits \& Claims
Provision for Unfunded Lending Commitments
Provision for Loan Losses and for Benefits and Claims
Income (loss) from Continuing Operations before Taxes
Income Taxes (benefits)
ncome (loss) from Continuing Operations
Net Income (loss) Attributable to Noncontrolling Interests
Net Income (Loss)
Average Assets (in billions of dollars)
EOP Assets (in billions of dollars)
Net Credit Losses as a \% of Average Loans

```
Revenue by Business
    International
    North America
Total Revenues
Net Credit Losses by Busines
    International
    North Americ
Total Net Credit Losses
```

Income (Loss) from Continuing Operations by Business
International
North America
Total Income (Loss) from Continuing Operations

| $\begin{gathered} 1 Q \\ 2011 \\ \hline \end{gathered}$ |  | $\begin{array}{r} 2 Q \\ 2011 \\ \hline \end{array}$ |  | $\begin{array}{r} 3 Q \\ 2011 \\ \hline \end{array}$ |  | $\begin{gathered} 4 Q \\ 2011 \\ \hline \end{gathered}$ |  | $\begin{gathered} 1 Q \\ 2012 \\ \hline \end{gathered}$ |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| \$ | $\begin{array}{r} 1,019 \\ 500 \\ \hline \end{array}$ | \$ | $\begin{array}{r} 1,214 \\ \quad 131 \\ \hline \end{array}$ | \$ | $\begin{array}{r} 1,050 \\ 249 \\ \hline \end{array}$ | \$ | $\begin{aligned} & 985 \\ & 294 \\ & \hline \end{aligned}$ | \$ | $\begin{aligned} & 932 \\ & 394 \\ & \hline \end{aligned}$ |
|  | 1,519 |  | 1,345 |  | 1,299 |  | 1,279 |  | 1,326 |
|  | 1,187 |  | 1,329 |  | 1,306 |  | 1,620 |  | 999 |
|  | 2,347 |  | 1,946 |  | 1,676 |  | 1,535 |  | 1,752 |
|  | (556) |  | (182) |  | (255) |  | (426) |  | (520) |
|  | 196 |  | 174 |  | 193 |  | 168 |  | 171 |
|  | - |  | - |  | - |  | - |  | - |
|  | 1,987 |  | 1,938 |  | 1,614 |  | 1,277 |  | 1,403 |
|  | $(1,655)$ |  | $(1,922)$ |  | $(1,621)$ |  | $(1,618)$ |  | $(1,076)$ |
|  | (646) |  | (733) |  | (610) |  | (414) |  | (443) |
|  | $(1,009)$ |  | $(1,189)$ |  | $(1,011)$ |  | $(1,204)$ |  | (633) |
|  |  |  |  |  |  |  | 2 |  | 1 |
| \$ | $(1,009)$ | \$ | $(1,189)$ | \$ | $(1,011)$ | \$ | $(1,206)$ | \$ | (634) |
| \$ | 203 | \$ | 191 | \$ | 184 | \$ | 166 | \$ | 157 |
| \$ | 195 | \$ | 185 | \$ | 176 | \$ | 157 | \$ | 147 |


| \$ | 90 | \$ | 372 | \$ | 199 | \$ | 251 | \$ | 359 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 1,429 |  | 973 |  | 1,100 |  | 1,028 |  | 967 |
|  | 1,5 | \$ |  |  |  |  |  |  |  |


(1) The first quarter of 2012 includes approximately $\$ 370$ million of incremental charge-offs of previously deferred principle balances on modified loans, related to anticipated forgiveness of principal largely in connection with the National Mortgage Settlement. There was a corresponding approximately related to anticipated forgiveness of principal largely in connection with the National Mortgage Settlement. There was a corresp
$\$ 350$ million release in the first quarter of 2012 of allowance for loan losses previously established related to these charge-offs.

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

## CITI HOLDINGS

LOCAL CONSUMER LENDING - Page 2
(In millions of dollars, except as otherwise noted)

|  |  |  |  |
| :---: | :---: | :---: | :---: |
| $1 Q$ | $2 Q$ | $3 Q$ | $4 Q$ |
| 2011 | 2011 | 2011 |  |
|  |  |  |  |

## International Key Indicators

Branches (actual)
Average Loans (in billions) (1)
EOP Loans (1):
Real Estate Lending
Cards
Commercial Markets
Personal and Other
EOP Loans (in billions of dollars)
Net Interest Revenue
As a \% of Average Loans
Net Credit Losses
As a \% of Average Loans
Loans 90+ Days Past Due
As a \% of EOP Loans
Loans 30-89 Days Past Due
As a \% of EOP Loans

## North America Key Indicators (1)

Branches (actual)
Average Loans (in billions of dollars)

|  | 498 |  | 498 |  | 408 |  | 395 |  | 394 | (21\%) |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| \$ | 18.9 | \$ | 17.9 | \$ | 15.9 | \$ | 14.4 | \$ | 10.7 | (43\%) |
| \$ | 6.5 | \$ | 5.5 | \$ | 5.3 | \$ | 5.0 | \$ | 4.9 | (25\%) |
|  | 3.5 |  | 3.6 |  | 3.3 |  | 2.7 |  | 2.7 | (23\%) |
|  | 1.1 |  | 1.0 |  | 0.7 |  | 0.5 |  | 0.6 | (45\%) |
|  | 7.0 |  | 6.4 |  | 5.5 |  | 2.6 |  | 2.0 | (71\%) |
| \$ | 18.1 | \$ | 16.5 | \$ | 14.8 | \$ | 10.8 | \$ | 10.2 | (44\%) |
| \$ | 4 | \$ | 276 | \$ | 174 | \$ | 248 | \$ | 261 | NM |
|  | 0.09\% |  | 6.18\% |  | 4.34\% |  | 6.83\% |  | 9.81\% |  |
| \$ | 341 | \$ | 286 | \$ | 237 | \$ | 193 | \$ | 171 | (50\%) |
|  | 7.32\% |  | 6.41\% |  | 5.91\% |  | 5.32\% |  | 6.43\% |  |
| \$ | 572 | \$ | 530 | \$ | 480 | \$ | 422 | \$ | 428 | (25\%) |
|  | 3.16\% |  | 3.21\% |  | 3.24\% |  | 3.91\% |  | 4.20\% |  |
| \$ | 814 | \$ | 726 | \$ | 677 | \$ | 499 | \$ | 519 | (36\%) |
|  | 4.50\% |  | 4.40\% |  | 4.57\% |  | 4.62\% |  | 5.09\% |  |
|  | 1,835 |  | 1,816 |  | 1,794 |  | 1,729 |  | 1,720 | (6\%) |
| \$ | 156.5 | \$ | 147.6 | \$ | 139.0 | \$ | 129.4 | \$ | 122.1 | (22\%) |
| \$ | 150.3 | \$ | 141.8 | \$ | 132.6 | \$ | 123.9 | \$ | 118.9 | (21\%) |
| \$ | 1,015 | \$ | 938 | \$ | 876 | \$ | 737 | \$ | 671 | (34\%) |
|  | 2.63\% |  | 2.55\% |  | 2.50\% |  | 2.26\% |  | 2.21\% |  |
| \$ | $\begin{aligned} & 2,006 \\ & 5.20 \% \end{aligned}$ | \$ | $\begin{aligned} & 1,660 \\ & 4.51 \% \end{aligned}$ | \$ | $\begin{aligned} & 1,439 \\ & 4.11 \% \end{aligned}$ | \$ | $\begin{aligned} & 1,342 \\ & 4.11 \% \end{aligned}$ | \$ | $\begin{aligned} & 1,581 \\ & 5.21 \% \end{aligned}$ | (21\%) |
| \$ | $\begin{aligned} & 6,847 \\ & 4.87 \% \end{aligned}$ | \$ | $\begin{aligned} & 5,628 \\ & 4.26 \% \end{aligned}$ | \$ | $\begin{aligned} & 5,443 \\ & 4.42 \% \end{aligned}$ | \$ | $\begin{aligned} & 5,585 \\ & 4.87 \% \end{aligned}$ | \$ | $\begin{aligned} & 5,401 \\ & 4.91 \% \end{aligned}$ | (21\%) |
| \$ | $\begin{aligned} & 5,469 \\ & 3.89 \% \end{aligned}$ | \$ | $\begin{aligned} & 5,335 \\ & 4.04 \% \end{aligned}$ | \$ | $\begin{aligned} & 5,322 \\ & 4.32 \% \end{aligned}$ | \$ | $\begin{aligned} & 4,649 \\ & 4.05 \% \end{aligned}$ | \$ | $\begin{aligned} & 4,079 \\ & 3.71 \% \end{aligned}$ | (25\%) |

(1) Average loans, EOP loans and the related consumer delinquency amounts and ratios include interest and fees receivables balances.
(2) See Note 1 on page 29.
(3) See Note 2 on page 29.

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

| 10 | 20 | 30 | 4 Q | 10 | 1Q12 vs. |
| :---: | :---: | :---: | :---: | :---: | :---: |
| 2011 | 2011 | 2011 | 2011 | 2012 |  |

## gey indicators:

## Residential Real Estate Lending

| Residential First | \$ | 78.9 | \$ | 75.2 | \$ | 71.9 | \$ | 68.8 | \$ | 66.6 | (16\%) |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Home Equity |  | 45.3 |  | 43.4 |  | 42.1 |  | 40.8 |  | 39.5 | (13\%) |
| Average Loans (in billions of dollars) | \$ | 124.2 | \$ | 118.6 | \$ | 114.0 | \$ | 109.6 | \$ | 106.1 | (15\%) |
| Residential First | \$ | 76.0 | \$ | 73.2 | \$ | 69.6 | \$ | 67.5 | \$ | 65.0 | (14\%) |
| Home Equity |  | 44.4 |  | 42.8 |  | 41.3 |  | 40.0 |  | 38.6 | (13\%) |
| EOP Loans (in billions of dollars) | \$ | 120.4 | \$ | 116.0 | \$ | 110.9 | \$ | 107.5 | \$ | 103.6 | (14\%) |
| Third Party Mortgage Serv Portfolio (EOP, in billions) | \$ | 244.4 | \$ | 234.8 | \$ | 207.2 | \$ | 195.1 | \$ | 182.3 | (25\%) |
| Net Servicing \& Gain/(Loss) on Sale | \$ | 53.4 | \$ | (20.3) | \$ | 86.4 | \$ | 118.1 | \$ | 77.3 | 45\% |
| Net Interest Revenue on Loans | \$ | 435 | \$ | 371 | \$ | 310 | \$ | 255 | \$ | 267 | (39\%) |
| As a \% of Avg. Loans |  | 1.42\% |  | 1.25\% |  | 1.08\% |  | 0.92\% |  | 1.01\% |  |
| Residential First | \$ | 554 | \$ | 461 | \$ | 437 | \$ | 412 | \$ | 745 | 34\% |
| Home Equity |  | 713 |  | 627 |  | 542 |  | 533 |  | 561 | (21\%) |
| Net Credit Losses | \$ | 1,267 | \$ | 1,088 | \$ | 979 | \$ | 945 | \$ | 1,306 | 3\% |
| As a \% of Avg. Loans |  | 4.14\% |  | 3.68\% |  | 3.41\% |  | 3.42\% |  | 4.95\% |  |
| Residential First | \$ | 4,531 | \$ | 3,931 | \$ | 3,822 | \$ | 4,082 | \$ | 4,052 | (11\%) |
| Home Equity |  | 1,180 |  | 1,036 |  | 1,014 |  | 1,009 |  | 907 | (23\%) |
| Loans 90+ Days Past Due (1) (2) | \$ | 5,711 | \$ | 4,967 | \$ | 4.836 | \$ | 5,091 | \$ | 4,959 | (13\%) |
| As a\% of EOP Loans |  | 5.16\% |  | 4.67\% |  | 4.76\% |  | 5.18\% |  | 5.24\% |  |
| Residential First | \$ | 3,298 | \$ | 3,447 | \$ | 3,494 | \$ | 3,392 | \$ | 3,029 | (8\%) |
| Home Equity |  | 968 |  | 897 |  | 907 |  | 861 |  | 744 | (23\%) |
| Loans 30-89 Days Past Due (1) (2) | \$ | 4,266 | $\$$ | 4,344 | \$ | 4,401 | \$ | 4,253 | \$ | 3,773 | (12\%) |
| As a\% of EOP Loans |  | 3.86\% |  | 4.09\% |  | 4.34\% |  | 4.33\% |  | 3.99\% |  |
| Personal Loans |  |  |  |  |  |  |  |  |  |  |  |
| Average Loans (in billions of dollars) | \$ | 12.1 | \$ | 11.6 | \$ | 11.3 | \$ | 11.0 | \$ | 10.7 | (12\%) |
| EOP Loans (in billions of dollars) | \$ | 11.7 | \$ | 11.5 | \$ | 11.1 | \$ | 10.9 | \$ | 10.4 | (11\%) |
| Net Interest Revenue on Loans | \$ | 509 | \$ | 519 | \$ | 522 | \$ | 517 | \$ | 499 | (2\%) |
| As a \% of Avg. Loans |  | 17.06\% |  | 17.95\% |  | 18.33\% |  | 18.65\% |  | 18.76\% |  |
| Net Credit Losses | \$ | 383 | \$ | 314 | \$ | 246 | \$ | 236 | \$ | 226 | (41\%) |
| As a \% of Avg. Loans |  | 12.84\% |  | 10.86\% |  | 8.64\% |  | 8.51\% |  | 8.50\% |  |
| Loans 90+ Days Past Due | \$ | 441 | \$ | 350 | \$ | 352 | \$ | 355 | \$ | 322 | (27\%) |
| As a \% of EOP Loans |  | 3.77\% |  | 3.04\% |  | 3.17\% |  | 3.26\% |  | 3.10\% |  |
| Loans 30-89 Days Past Due | \$ | 242 | \$ | 251 | \$ | 247 | \$ | 239 | \$ | 179 | (26\%) |
| As a\% of EOP Loans |  | 2.07\% |  | 2.18\% |  | 2.23\% |  | 2.19\% |  | 1.72\% |  |

(1) The Loans 90+ Days Past Due and 30-89 Days Past Due and related ratios for North America (ex Cards) excludes U.S. mortgage loans
that are guaranteed by U.S. government-sponsored agencies since the potential loss predominantly resides with the U.S. agencies.
(EOP Loans) $\$ 4.5$ billion and ( $\$ 8.1$ billion), $\$ 4.4$ billion and ( $\$ 7.9$ billion) and $\$ 4.4$ billion and ( $\$ 7.7$ billion) as of March 31,2011 , June 30 , 2011, September 30 ,
. Deaber 1,2011 and March 31, 2012, respectively.
The amounts excluded for Loans $30-89$ Days Past Due and (EOP Loans) for each period were: $\$ 1.4$ billion and ( $\$ 8.3$ billion), $\$ 1.6$ billion and ( $\$ 8.3$ billion), $\$ 1.6$ billion and ( $\$ 8.1$ billion) $\$ 1.5$ billion and ( $\$ 7.9$ billion) and $\$ 1.3$ billion and ( $\$ 7.7$ billion)as of March 31, 2011, June 30, 2011, September 30, 2011 December 31, 2011 and March 31, 2012, respectively.
(2) The March 31, 2011, June 30, 2011, September 30, 2011, December 31, 2011 and March 31, 2012 Loans 90+ Days Past Due and 30-89 Days Past Due and related ratios for North America excludes $\$ 1.5$ billion, $\$ 1.4$ billion, $\$ 1.3$ billion, $\$ 1.3$ billion, and $\$ 1.3$ billion,
respectively, of loans that are carried at fair value.

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

## CITI HOLDINGS

## SPECIAL ASSET POOL

(In millions of dollars, except as otherwise noted)

Net Interest Revenue
Non-Interest Revenue

## Total Revenues, Net of Interest Expense

Total Operating Expenses

## Net Credit Losses

Credit Reserve Build / (Release)
Provision for Benefits \& Claims
Provision for Unfunded Lending Commitments
Provision for Loan Losses and for Benefits and Claims
Income from Continuing Operations before Taxes Income Taxes

## Income from Continuing Operations

Net Income (loss) Attributable to Noncontrolling Interests

## Net Income (Loss)

EOP Assets (in billions of dollars)

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

|  | 1Q | $\begin{array}{r} 2 Q \\ 2011 \\ \hline \end{array}$ |  | $\begin{gathered} 3 Q \\ 2011 \end{gathered}$ |  | $\begin{gathered} 4 Q \\ 2011 \\ \hline \end{gathered}$ |  | $\begin{array}{r} 1 Q \\ 2012 \\ \hline \end{array}$ |  | 1 Q12 vs. <br> 1Q11 Increase) <br> (Decrease) |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| \$ | 59 | \$ | (135) | \$ | (235) | \$ | (94) | \$ | (102) | NM |
|  | (66) |  | 1,150 |  | 8 |  | (140) |  | (304) | NM |
|  | (7) |  | 1,015 |  | (227) |  | (234) |  | (406) | NM |
|  | 82 |  | 95 |  | 61 |  | 55 |  | 63 | (23\%) |
|  | 670 |  | 219 |  | 202 |  | (23) |  | (18) | NM |
|  | $(1,001)$ |  | (391) |  | (277) |  | (186) |  | (29) | 97\% |
|  | - |  | - |  | - |  | - |  | - | - |
|  | 21 |  | (9) |  | (2) |  | (50) |  | (26) | NM |
|  | (310) |  | (181) |  | (77) |  | (259) |  | (73) | 76\% |
|  | 221 |  | 1,101 |  | (211) |  | (30) |  | (396) | NM |
|  | 159 |  | 423 |  | (84) |  | (13) |  | (141) | NM |
|  | 62 |  | 678 |  | (127) |  | (17) |  | (255) | NM |
|  | 59 |  | 49 |  | - |  | - |  | - | - |
| \$ | 3 | \$ | 629 | \$ | (127) | \$ | (17) | \$ | (255) | NM |
| \$ | 73 | \$ | 53 | \$ | 45 | \$ | 41 | \$ | 36 | (51\%) |

## CORPORATE / OTHER

(In millions of dollars, except as otherwise noted)

Net Interest Revenue
Non-Interest Revenue

## Total Revenues, Net of Interest Expense

Total Operating Expenses

## Net Credit Losses <br> Credit Reserve Build / (Release)

Provision for Benefits \& Claims
Provision for Unfunded Lending Commitments
Provision for Loan Losses and for Benefits and Claims
Income from Continuing Operations before Taxes
Income Taxes

## Income from Continuing Operations

Income (Loss) from Discontinued Operations, net of taxes
Net Income (loss) Attributable to Noncontrolling Interests

## Net Income (Loss)

EOP Assets (in billions of dollars)

NM Not meaningful
Reclassified to conform to the current period's presentation.
citi
1 Q12 vs. 1Q11 Increase/ (Decrease)

18\%
NM
NM
23\%
${ }^{-}$
(100\%)
(100\%)
58\%
NM
35\%
NM

13\%
11\%

AVERAGE BALANCES AND INTEREST RATES ${ }^{(1)(2)(3)(4)}$
Taxable Equivalent Basis
citi

```
In millions of dollars
Assets:
    Deposits with Banks
    Fed Funds Sold and Resale Agreements (}\mp@subsup{}{}{(6)
    Trading Account Assets
    Investments
    Total Loans (net of Unearned Income)}\mp@subsup{}{}{(8)
    Other Interest-Earning Assets
Total Average Interest-Earning Assets
```

Liabilities:
Deposits (excluding deposit insurance and FDIC Assessment)
Deposit Insurance and FDIC Assessment
Total Deposits
Fed Funds Purchased and Repurchase Agreements ${ }^{(6)}$
rading Account Liabilities
Short-Term Borrowing
Short-- erm Borrow
Total Average Interest-Bearing Liabilities
Total Average Interest-Bearing Liabilities
(excluding deposit insurance and FDIC Assessment)

| Average Volumes |  |  |
| :---: | :---: | :---: |
| First | Fourth | First |
| Quarter | Quarter | Quarter |
| 2011 | 2011 | $2012^{(5)}$ |

$2011 \quad 2012^{(5)}$

| Interest |  |  |
| :---: | :---: | :---: |
| First | Fourth | First |
| Quarter | Quarter | Quarter |
| 2011 | 2011 | $2012(5)$ |

$\begin{array}{llllll}\$ & 179,510 & \$ & 157,706 & \$ & 160,751\end{array}$

| 459 | 408 | 367 |
| :---: | :---: | :---: |
| 838 | 942 | 943 |
| 2,033 | 1,941 | 1,738 |
| 2,508 | 1,950 | 2,000 |
| 12,288 | 12,555 | 12,485 |
| 151 | 140 | 138 |



281,888
246,997 246,997
299,757

| 276,424 | 247,894 | 246,997 |
| :--- | :--- | :--- |
| 320,406 | 288,699 | 299,757 |
| 6390 | 645079 | 647,011 |


| 320,406 | 288,699 | 299,757 |
| ---: | ---: | ---: | ---: |
| 639,030 |  |  |
| 49,493 |  |  |
|  | 645,079 |  |
|  | 47,189 |  |
|  |  | 647,011 |

$\$ 18,277 \$ 17,936 \$ 17,671$
\$ 5,831 \$ 5,354 \$ 5,181
1.56\%

| \% Average Rate ${ }^{(4)}$ |  |  |
| :---: | :---: | :---: |
| First | Fourth | First |
| Quarter | Quarter | Quarter |
| 2011 | 2011 | 2012 (5) |


| $1.04 \%$ | $1.03 \%$ | $0.92 \%$ |
| :--- | :--- | :--- |
| $1.33 \%$ | $1.32 \%$ | $1.35 \%$ |
| $2.98 \%$ | $3.11 \%$ | $2.83 \%$ |
| $3.17 \%$ | $2.68 \%$ | $2.68 \%$ |
| $7.80 \%$ | $7.72 \%$ | $7.76 \%$ |
| $1.24 \%$ | $1.18 \%$ | $1.28 \%$ |
| $4.31 \%$ | $4.26 \%$ | $4.23 \%$ |
|  |  |  |
|  |  |  |
|  |  |  |
| $1.02 \%$ | $1.00 \%$ | $0.95 \%$ |
|  |  |  |
| $1.14 \%$ | $1.20 \%$ | $1.17 \%$ |
| $1.39 \%$ | $1.30 \%$ | $1.27 \%$ |
| $0.42 \%$ | $0.34 \%$ | $0.28 \%$ |
| $0.51 \%$ | $0.53 \%$ | $0.72 \%$ |
| $3.36 \%$ | $3.33 \%$ | $3.33 \%$ |
| $1.62 \%$ | $1.59 \%$ | $1.57 \%$ |
|  |  |  |
|  |  |  |
| $1.56 \%$ | $1.49 \%$ | $1.47 \%$ |


| Net Interest Revenue as a \% of Average Interest-Earning Assets (NIM) | \$ 12,226 | \$ 12,224 | \$ 12,118 | 2.88\% | 2.90\% | 2.90\% |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| NIR as a \% of Average Interest-Earning Assets (NIM) (excluding deposit insurance and FDIC Assessment) | \$ 12,446 | \$ 12,582 | \$ 12,490 | 2.93\% | 2.99\% | 2.99\% |
| 1Q12 Increase (Decrease) From |  |  |  | 2 |  |  |

(1) Net interest revenue includes the taxable equivalent adjustments (based on the U.S. federal statutory tax rate of $35 \%$ ) of $\$ 124$ million for the first quarter of 2011 ,
$\$ 141$ million for the fourth quarter of 2011 and $\$ 171$ million for the first quarter of 2012
(2) Citigroup average balances and interest rates include both domestic and international operations.
(3) Monthly 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) Nonperforming loans are included in the average loan balances.
(9) Excludes hybrid financial instruments with changes recorded in Principal Transactions.

Reclassified to conform to the current period's presentation and has been reclassified to exclude Discontinued Operations.

## EOP DEPOSITS

TOTAL CITIGROUP
(In billions of dollars)

|  | $\begin{gathered} 1 Q \\ 2011 \\ \hline \end{gathered}$ |  | $\begin{gathered} 2 Q \\ 2011 \\ \hline \end{gathered}$ |  | $\begin{gathered} 3 Q \\ 2011 \\ \hline \end{gathered}$ |  | $\begin{gathered} 4 Q \\ 2011 \\ \hline \end{gathered}$ |  | $\begin{gathered} 1 Q \\ 2012 \\ \hline \end{gathered}$ |  | 1 Q12 vs. 1Q11 Increase/ (Decrease) |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Citicorp Deposits by Business |  |  |  |  |  |  |  |  |  |  |  |
| Global Consumer Banking |  |  |  |  |  |  |  |  |  |  |  |
| North America | \$ | 145.6 | \$ | 144.4 | \$ | 147.5 | \$ | 149.0 | \$ | 153.5 | 5\% |
| EMEA |  | 12.7 |  | 12.8 |  | 12.1 |  | 12.1 |  | 12.8 | 1\% |
| Latin America |  | 48.5 |  | 48.4 |  | 43.2 |  | 44.3 |  | 46.1 | (5\%) |
| Asia |  | 109.7 |  | 112.7 |  | 109.3 |  | 109.7 |  | 110.7 | 1\% |
| Total | \$ | 316.5 | \$ | 318.3 | \$ | 312.1 | \$ | 315.1 | \$ | 323.1 | 2\% |
| ICG |  |  |  |  |  |  |  |  |  |  |  |
| Securities and Banking | \$ | 115.0 | \$ | 113.7 | \$ | 104.3 | \$ | 110.9 | \$ | 122.9 | 7\% |
| Transaction Services |  | 355.6 |  | 359.0 |  | 362.1 |  | 373.1 |  | 393.3 | 11\% |
| Total | \$ | 470.6 | \$ | 472.7 | \$ | 466.4 | \$ | 484.0 | \$ | 516.2 | 10\% |
| Total Citicorp | \$ | 787.1 | \$ | 791.0 | \$ | 778.5 | \$ | 799.1 | \$ | 839.3 | 7\% |
| Citi Holdings Deposits |  |  |  |  |  |  |  |  |  |  |  |
| Brokerage and Asset Management | \$ | 57.6 | \$ | 55.2 | \$ | 53.7 | \$ | 54.6 | \$ | 55.0 | (5\%) |
| Local Consumer Lending |  | 16.3 |  | 15.2 |  | 14.3 |  | 7.0 |  | 8.2 | (50\%) |
| Total Citi Holdings | \$ | 73.9 | \$ | 70.4 | \$ | 68.0 | \$ | 61.6 | \$ | 63.2 | (14\%) |
| Corporate/Other Deposits | \$ | 4.9 | \$ | 4.9 | \$ | 4.8 | \$ | 5.2 | \$ | 3.6 | (27\%) |
| Total Citigroup Deposits | \$ | 865.9 | \$ | 866.3 | \$ | 851.3 | \$ | 865.9 | \$ | 906.1 | 5\% |

Reclassified to conform to the current period's presentation.

| EOP LOANS tOTAL CITIGROUP (In billions of dollars) | $\begin{array}{r} 1 Q \\ 2011 \\ \hline \end{array}$ |  | $\begin{gathered} 20 \\ 2011 \\ \hline \end{gathered}$ |  | $\begin{gathered} 3 Q \\ 2011 \\ \hline \end{gathered}$ |  | $\begin{gathered} 4 Q \\ 2011 \\ \hline \end{gathered}$ |  | $\begin{gathered} 1 Q \\ 2012 \\ \hline \end{gathered}$ |  | 1 Q12 vs. 1Q11 Increase (Decrease) |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  |  |  |  |  |  |  |  |  |  |
| Citicorp: <br> Global Consumer Banking |  |  |  |  |  |  |  |  |  |  |  |
| North America |  |  |  |  |  |  |  |  |  |  |  |
| Credit Cards | \$ | 111.9 | \$ | 113.3 | \$ | 113.0 | \$ | 117.1 | \$ | 109.4 | (2\%) |
| Retail Banking |  | 33.0 |  | 34.5 |  | 36.5 |  | 38.9 |  | 40.6 | 23\% |
| Total | \$ | 144.9 | \$ | 147.8 | \$ | 149.5 | \$ | 156.0 | \$ | 150.0 | 4\% |
| emea |  |  |  |  |  |  |  |  |  |  |  |
| Credit Cards | \$ | 2.9 | \$ | 3.0 | \$ | 2.7 | \$ | 2.7 | \$ | 2.9 |  |
| Retail Banking |  | 4.5 |  | 4.7 |  | 4.3 |  | 4.2 |  | 4.5 | - |
| Total | \$ | 7.4 | \$ | 7.7 | \$ | 7.0 | \$ | 6.9 | \$ | 7.4 | - |
| Latin America |  |  |  |  |  |  |  |  |  |  |  |
| Credit Cards | \$ | 13.5 | \$ | 14.2 | \$ | 12.9 | \$ | 13.7 | \$ | 14.3 | 6\% |
| Retail Banking |  | 21.6 |  | 23.2 |  | 21.6 |  | 23.6 |  | 26.1 | 21\% |
| Total | \$ | 35.1 | \$ | 37.4 | \$ | 34.5 | \$ | 37.3 | \$ | 40.4 | 15\% |
| Asia |  |  |  |  |  |  |  |  |  |  |  |
| Credit Cards | \$ | 19.2 | \$ | 20.0 | \$ | 18.9 | \$ | 19.9 | \$ | 19.6 | 2\% |
| Retail Banking |  | 64.5 |  | 67.1 |  | 65.5 |  | 67.3 |  | 68.8 | 7\% |
| Total | \$ | 83.7 | \$ | 87.1 | \$ | 84.4 | \$ | 87.2 | \$ | 88.4 | 6\% |
| Total Consumer Loans |  |  |  |  |  |  |  |  |  |  |  |
| Credit Cards | \$ | 147.5 | \$ | 150.5 | \$ | 147.5 | \$ | 153.4 | \$ | 146.2 | (1\%) |
| Retail Banking |  | 123.6 |  | 129.5 |  | 127.9 |  | 134.0 |  | 140.0 | 13\% |
| Total Consumer | \$ | 271.1 | \$ | 280.0 | \$ | 275.4 | \$ | 287.4 | \$ | 286.2 | 6\% |
| Total Corporate Loans |  |  |  |  |  |  |  |  |  |  |  |
| Securities and Banking | \$ | 138.9 | \$ | 146.6 | \$ | 149.5 | \$ | 158.9 | \$ | 159.6 | 15\% |
| Transaction Services |  | 47.2 |  | 52.9 |  | 57.8 |  | 60.3 |  | 68.4 | 45\% |
| Total Corporate Loans | \$ | 186.1 | \$ | 199.5 | \$ | 207.3 | \$ | 219.2 | \$ | 228.0 | 23\% |
| Total Citicorp | \$ | 457.2 | \$ | 479.5 | \$ | 482.7 | \$ | 506.6 | \$ | 514.2 | 12\% |
| Citi Holdings: |  |  |  |  |  |  |  |  |  |  |  |
| Local Consumer Lending - North America |  |  |  |  |  |  |  |  |  |  |  |
| Real Estate Lending |  | 120.4 |  | 116.0 |  | 110.9 |  | 107.5 |  | 103.6 | (14\%) |
| All Other |  | 18.2 |  | 14.3 |  | 10.6 |  | 5.5 |  | 4.9 | (73\%) |
| Personal |  | 11.7 |  | 11.5 |  | 11.1 |  | 10.9 |  | 10.4 | (11\%) |
| Total | \$ | 150.3 | \$ | 141.8 | \$ | 132.6 | \$ | 123.9 | \$ | 118.9 | (21\%) |
| Local Consumer Lending - International |  |  |  |  |  |  |  |  |  |  |  |
| Credit Cards | \$ | 3.5 | \$ | 3.6 | \$ | 3.3 | \$ | 2.7 | \$ | 2.7 | (23\%) |
| Retail Banking |  | 14.6 |  | 12.9 |  | 11.5 |  | 8.1 |  | 7.5 | (49\%) |
| Total | \$ | 18.1 | \$ | 16.5 | \$ | 14.8 | \$ | 10.8 | \$ | 10.2 | (44\%) |
| Citit Holdings - Other (Primarily SAP) | \$ | 11.5 | \$ | 9.7 | \$ | 7.1 | \$ | 5.9 | \$ | 4.7 | (59\%) |
| Total Citit Holdings | \$ | 179.9 | \$ | 168.0 | \$ | 154.5 | \$ | 140.6 | \$ | 133.8 | (26\%) |
| Total Citigroup | \$ | 637.1 | \$ | 647.5 | \$ | 637.2 | \$ | 647.2 | \$ | 648.0 | 2\% |
| Consumer Loans | \$ | 438.4 | \$ | 439.9 | \$ | 424.2 | \$ | 423.3 | \$ | 416.1 | (5\%) |
| Corporate Loans |  | 198.7 |  | 207.6 |  | 213.0 |  | 223.9 |  | 231.9 | 17\% |
| Total Citigroup | \$ | 637.1 | \$ | 647.5 | \$ | 637.2 | \$ | 647.2 | \$ | 648.0 | 2\% |

Note: Certain small balance consumer loans included in the above lines are classified as Corporate
loans on the Consolidated Balance Sheet.

SUPPLEMENTAL DETAIL
ONSUMER LOANS 90+DAYS DELINQUENCY AMOUNTS AND RATIOS
(In millions of dollars, except EOP loan amounts in billions of dollars)

| Loans $90+$ Days Past Due (1) |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
| $1 Q$ | $2 Q$ | $3 Q$ | $4 Q$ | EOP Loans |  |
| 2011 | 2011 | 2011 | 2011 | 2012 | $1 Q$ |

$\frac{\text { Citicorp (2) (3) }}{\text { Total }}$
Retail Bank (2) (3)
Total
Ratio
North America (2)
Ratio
EMEA
Ratio
Latin America
Ratio
Asia
Ratio
Cards
Total
Ratio
North America - Citi-Branded
Ratio
North America - Retail Services
Ratio
Ratio
Latin America
Asia
Asia
Citi Holdings - Local Consumer Lending (2) (3)
Ratio
International
North America (2) (3)
Ratio
Total Citigroup (excluding Special Asset Pool) (2) (3)

| \$ | $\begin{aligned} & 4,086 \\ & 1.51 \% \end{aligned}$ | \$ | $\begin{aligned} & 3,705 \\ & 1.33 \% \end{aligned}$ | \$ | $\begin{aligned} & 3,383 \\ & 1.23 \% \end{aligned}$ | \$ | $\begin{aligned} & 3,374 \\ & 1.18 \% \end{aligned}$ | \$ | $\begin{aligned} & 3,310 \\ & 1.16 \% \end{aligned}$ | \$ | 286.2 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| \$ | $\begin{gathered} 801 \\ 0.65 \% \end{gathered}$ | \$ | $\begin{gathered} 812 \\ 0.63 \% \end{gathered}$ | \$ | $\begin{array}{r} 761 \\ 0.60 \% \end{array}$ | \$ | $\begin{gathered} 737 \\ 0.56 \% \end{gathered}$ | \$ | $\begin{array}{r} 811 \\ 0.58 \% \end{array}$ | \$ | 140.0 |
| \$ | $\begin{array}{r} 241 \\ 0.75 \% \end{array}$ | \$ | $\begin{array}{r} 211 \\ 0.63 \% \end{array}$ | \$ | $\begin{gathered} 232 \\ 0.66 \% \end{gathered}$ | \$ | $\begin{gathered} 235 \\ 0.63 \% \end{gathered}$ | \$ | $\begin{gathered} 260 \\ 0.66 \% \end{gathered}$ | \$ | 40.6 |
| \$ | $\begin{gathered} 77 \\ 1.71 \% \end{gathered}$ | \$ | $\begin{gathered} 76 \\ 1.62 \% \end{gathered}$ | \$ | $\begin{gathered} 65 \\ 1.51 \% \end{gathered}$ | \$ | $\begin{array}{r} 59 \\ 1.40 \% \end{array}$ | \$ | $\begin{array}{r} 62 \\ 1.38 \% \end{array}$ | \$ | 4.5 |
| \$ | $\begin{array}{r} 249 \\ 1.15 \% \end{array}$ | \$ | $\begin{gathered} 259 \\ 1.12 \% \end{gathered}$ | \$ | $\begin{gathered} 240 \\ 1.11 \% \end{gathered}$ | \$ | $\begin{gathered} 221 \\ 0.94 \% \end{gathered}$ | \$ | $\begin{array}{r} 244 \\ 0.93 \% \end{array}$ | \$ | 26.1 |
| \$ | $\begin{array}{r} 234 \\ 0.36 \% \end{array}$ | \$ | $\begin{gathered} 266 \\ 0.40 \% \end{gathered}$ | \$ | $\begin{array}{r} 224 \\ 0.34 \% \end{array}$ | \$ | $\begin{gathered} 222 \\ 0.33 \% \end{gathered}$ | \$ | $\begin{array}{r} 245 \\ 0.36 \% \end{array}$ | \$ | 68.8 |
| \$ | $\begin{aligned} & 3,285 \\ & 2.23 \% \end{aligned}$ | \$ | $\begin{aligned} & 2,893 \\ & 1.92 \% \end{aligned}$ | \$ | $\begin{aligned} & 2,622 \\ & 1.78 \% \end{aligned}$ | \$ | $\begin{aligned} & 2,637 \\ & 1.72 \% \end{aligned}$ | \$ | $\begin{aligned} & 2,499 \\ & 1.71 \% \end{aligned}$ | \$ | 146.2 |
| \$ | $\begin{aligned} & 1,435 \\ & 1.93 \% \end{aligned}$ | \$ | $\begin{aligned} & 1,214 \\ & 1.62 \% \end{aligned}$ | \$ | $\begin{aligned} & 1,063 \\ & 1.42 \% \end{aligned}$ | \$ | $\begin{aligned} & 1,016 \\ & 1.32 \% \end{aligned}$ | \$ | $\begin{gathered} 982 \\ 1.35 \% \end{gathered}$ | \$ | 72.7 |
| \$ | 1,110 | \$ | 913 | \$ | 902 | \$ | 951 | \$ | 845 | \$ | 36.7 |
| \$ | 2.97\% 60 60 | \$ | 2.38\% 54 $1.80 \%$ | \$ | $2.38 \%$ 47 1.74 | \$ | 2.38\% 44 1.63\% | \$ | $2.30 \%$ 43 $1.48 \%$ | \$ | 2.9 |
|  | 2.07\% |  | 1.80\% |  | 1.74\% |  | 1.63\% |  | 1.48\% |  |  |
| \$ | 3.345 | \$ | 3.25\% | \$ | 3.766 $3.07 \%$ | \$ | $\begin{gathered} 412 \\ 3.01 \% \end{gathered}$ | \$ | $\begin{array}{r} 405 \\ 2.83 \% \end{array}$ | \$ | 14.3 |
| \$ | $\begin{gathered} 235 \\ 1.22 \% \end{gathered}$ | \$ | $\begin{array}{r} 250 \\ 1.25 \% \end{array}$ | \$ | $\begin{array}{r} 214 \\ 1.13 \% \end{array}$ | \$ | $\begin{array}{r} 214 \\ 1.08 \% \end{array}$ | \$ | $\begin{gathered} 224 \\ 1.14 \% \end{gathered}$ | \$ | 19.6 |
| \$ | $\begin{aligned} & 7,419 \\ & 4.68 \% \end{aligned}$ | \$ | $\begin{aligned} & 6,158 \\ & 4.14 \% \end{aligned}$ | \$ | $\begin{aligned} & 5,923 \\ & 4.29 \% \end{aligned}$ | \$ | $\begin{aligned} & 6,007 \\ & 4.79 \% \end{aligned}$ | \$ | $\begin{aligned} & 5,829 \\ & 4.85 \% \end{aligned}$ | \$ | 129.1 |
| \$ | $\begin{gathered} 572 \\ 3.16 \% \end{gathered}$ | \$ | $\begin{array}{r} 530 \\ 3.21 \% \end{array}$ | \$ | $\begin{array}{r} 480 \\ 3.24 \% \end{array}$ | \$ | $\begin{gathered} 422 \\ 3.91 \% \end{gathered}$ | \$ | $\begin{gathered} 428 \\ 4.20 \% \end{gathered}$ | \$ | 10.2 |
| \$ | $\begin{aligned} & 6,847 \\ & 4.87 \% \end{aligned}$ | \$ | $\begin{aligned} & 5,628 \\ & 4.26 \% \end{aligned}$ | \$ | $\begin{aligned} & 5,443 \\ & 4.42 \% \end{aligned}$ | \$ | $\begin{aligned} & 5,585 \\ & 4.87 \% \end{aligned}$ | \$ | $\begin{aligned} & 5,401 \\ & 4.91 \% \end{aligned}$ | \$ | 118.9 |
| \$ | $\begin{array}{r} 11,505 \\ 2.68 \% \end{array}$ | \$ | $\begin{aligned} & 9,863 \\ & 2.31 \% \end{aligned}$ | \$ | $\begin{aligned} & 9,306 \\ & 2.26 \% \end{aligned}$ | \$ | $\begin{aligned} & 9,381 \\ & 2.28 \% \end{aligned}$ | \$ | $\begin{aligned} & 9,139 \\ & 2.26 \% \end{aligned}$ | \$ | 415.3 |

(1) The ratio of 90+ Days Past Due is calculated based on end-of-period loans, net of unearned income
(2) The 90+ Days Past Due and related ratios for North America RCB and North America Local Consumer Lending excludes U.S. mortgage loans that are guaranteed by U.S. government-sponsored agencies since the potential loss predominantly resides with the U.S U.S. mories See North America Retail Consumer Banking on page 10 and Local Consumer Lending on page 29
(3) The March 31, 2011, June 30, 2011, September 30, 2011, December 31, 2011 and March 31, 2012 Loans 90+ Days Past Due and 30-89 Days Past Due and related ratios for North America excludes $\$ 1.5$ billion, $\$ 1.4$ billion, $\$ 1.3$ billion, $\$ 1.3$ billion, and $\$ 1.3$ billion, respectively, of loans that are carried at fair value.

## SUPPLEMENTAL DETAIL

## CONSUMER LOANS 30-89 DAYS DELINQUENCY AMOUNTS AND RATIOS <br> BUSINESS VIEW

(In millions of dollars, except EOP loan amounts in billions of dollars)

| Citicorp (2) (3) |  |  |  |  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Total Ratio | \$ | $\begin{aligned} & 4,645 \\ & 1.72 \% \end{aligned}$ | \$ | $\begin{aligned} & 4,293 \\ & 1.54 \% \end{aligned}$ | \$ | $\begin{aligned} & 4,049 \\ & 1.48 \% \end{aligned}$ | \$ | $\begin{aligned} & 4,072 \\ & 1.42 \% \end{aligned}$ | \$ | $\begin{aligned} & 3,726 \\ & 1.31 \% \end{aligned}$ | \$ | 286.2 |
| Retail Bank (2) (3) |  |  |  |  |  |  |  |  |  |  |  |  |
| Total Ratio | \$ | $\begin{aligned} & 1,1,13 \\ & 0.93 \% \end{aligned}$ | \$ | $\begin{aligned} & 1,0888 \\ & 0.85 \% \end{aligned}$ | \$ | $\begin{gathered} 977 \\ 0.77 \% \end{gathered}$ | \$ | $\begin{aligned} & 1,040 \\ & 0.78 \% \end{aligned}$ | \$ | $\begin{aligned} & 1,032 \\ & 0.74 \% \end{aligned}$ | \$ | 140.0 |
| North America (2) Ratio | \$ | $\begin{array}{r} 185 \\ 0.58 \% \end{array}$ | \$ | $\begin{gathered} 209 \\ 0.62 \% \end{gathered}$ | \$ | $\begin{gathered} 218 \\ 0.62 \% \end{gathered}$ | \$ | $\begin{gathered} 213 \\ 0.57 \% \end{gathered}$ | \$ | $\begin{gathered} 183 \\ 0.47 \% \end{gathered}$ | \$ | 40.6 |
| EMEA | \$ | $\begin{array}{r} 143 \\ 3.18 \% \end{array}$ | \$ | $\begin{array}{r} 132 \\ 2.81 \% \end{array}$ | \$ | $\begin{array}{r} 107 \\ 2.49 \% \end{array}$ | \$ | $\begin{array}{r} 94 \\ 2.24 \% \end{array}$ | \$ | $\begin{gathered} 92 \\ 2.04 \% \end{gathered}$ | \$ | 4.5 |
| Latin America Ratio | \$ | $\begin{array}{r} 324 \\ 1.50 \% \end{array}$ | \$ | $\begin{array}{r} 301 \\ 1.30 \% \end{array}$ | \$ | $\begin{gathered} 267 \\ 1.24 \% \end{gathered}$ | \$ | $\begin{gathered} 289 \\ 1.22 \% \end{gathered}$ | \$ | $\begin{array}{r} 323 \\ 1.24 \% \end{array}$ | \$ | 26.1 |
| Asia Ratio | \$ | $\begin{array}{r} 491 \\ 0.76 \% \end{array}$ | \$ | $\begin{gathered} 446 \\ 0.66 \% \end{gathered}$ | \$ | $\begin{array}{r} 385 \\ 0.59 \% \end{array}$ | \$ | $\begin{gathered} 444 \\ 0.66 \% \end{gathered}$ | \$ | $\begin{gathered} 434 \\ 0.63 \% \end{gathered}$ | \$ | 68.8 |
| Cards |  |  |  |  |  |  |  |  |  |  |  |  |
|  | \$ | 3,502 | \$ | 3,205 | \$ | 3,072 | \$ | 3,032 | \$ | 2,694 | \$ | 146.2 |
| North America - Citi-Branded Ratio | \$ | 1,335 $1.79 \%$ | \$ | $\begin{aligned} & 1,142 \\ & 1.52 \% \end{aligned}$ | \$ | $\begin{aligned} & 1,106 \\ & 1.47 \% \end{aligned}$ | \$ | $\begin{aligned} & 1,078 \\ & 1.40 \% \end{aligned}$ | \$ | $\begin{gathered} 887 \\ 1.22 \% \end{gathered}$ | \$ | 72.7 |
| North America - Retail Services Ratio | \$ | $\begin{aligned} & 1,277 \\ & 3.41 \% \end{aligned}$ | \$ | $\begin{aligned} & 1,171 \\ & 3.06 \% \end{aligned}$ | \$ | $\begin{aligned} & 1,205 \\ & 3.18 \% \end{aligned}$ | \$ | $\begin{aligned} & 1,175 \\ & 2.94 \% \end{aligned}$ | \$ | $\begin{gathered} 995 \\ 2.71 \% \end{gathered}$ | \$ | 36.7 |
| EMEA Ratio | \$ | $\begin{gathered} 78 \\ 78 \\ 2.69 \% \end{gathered}$ | \$ | $\begin{gathered} 72 \\ 7.40 \% \end{gathered}$ | \$ | $\begin{gathered} 63 \\ 2.33 \% \end{gathered}$ | \$ | $\begin{array}{r} 59 \\ 2.19 \% \end{array}$ | \$ | $\begin{array}{r} 65 \\ 2.24 \% \end{array}$ | \$ | 2.9 |
| Latin America Ratio | \$ | $\begin{array}{r} 454 \\ 3.36 \% \end{array}$ | \$ | $\begin{array}{r} 469 \\ 3.30 \% \end{array}$ | \$ | $\begin{gathered} 398 \\ 3.09 \% \end{gathered}$ | \$ | $\begin{array}{r} 399 \\ 2.91 \% \end{array}$ | \$ | $\begin{gathered} 426 \\ 2.98 \% \end{gathered}$ | \$ | 14.3 |
| Asia Ratio | \$ | $\begin{array}{r} 358 \\ 1.86 \% \end{array}$ | \$ | $\begin{array}{r} 351 \\ 1.76 \% \end{array}$ | \$ | $\begin{array}{r} 300 \\ 1.59 \% \end{array}$ | \$ | $\begin{gathered} 321 \\ 1.61 \% \end{gathered}$ | \$ | $\begin{gathered} 321 \\ 1.64 \% \end{gathered}$ | \$ | 19.6 |
| $\frac{\text { Citi Holdings - Local Consumer Lending (2) (3) }}{\text { Ratio }}$ | \$ | $\begin{aligned} & 6,283 \\ & 3.96 \% \end{aligned}$ | \$ | $\begin{aligned} & 6,061 \\ & 4.08 \% \end{aligned}$ | \$ | $\begin{aligned} & 5,999 \\ & 4.35 \% \end{aligned}$ | \$ | $\begin{aligned} & 5,148 \\ & 4.10 \% \end{aligned}$ | \$ | $\begin{aligned} & 4,598 \\ & 3.83 \% \end{aligned}$ | \$ | 129.1 |
| International Ratio | \$ | $\begin{gathered} 814 \\ 4.50 \% \end{gathered}$ | \$ | $\begin{gathered} 726 \\ 4.40 \% \end{gathered}$ | \$ | $\begin{gathered} 677 \\ 4.57 \% \end{gathered}$ | \$ | $\begin{gathered} 499 \\ 4.62 \% \end{gathered}$ | \$ | $\begin{array}{r} 519 \\ 5.09 \% \end{array}$ | \$ | 10.2 |
| North America (2) (3) Ratio | \$ | $\begin{aligned} & 5,469 \\ & 3.89 \% \end{aligned}$ | \$ | $\begin{aligned} & 5,335 \\ & 4.04 \% \end{aligned}$ | \$ | $\begin{aligned} & 5,322 \\ & 4.32 \% \end{aligned}$ | \$ | $\begin{aligned} & 4,649 \\ & 4.05 \% \end{aligned}$ | \$ | $\begin{aligned} & 4,079 \\ & 3.71 \% \end{aligned}$ | \$ | 118.9 |
| Total Citigroup (excluding Special Asset Pool) (2) (3) Ratio | \$ | $\begin{gathered} 10,928 \\ 2.55 \% \end{gathered}$ | \$ | $\begin{gathered} 10,354 \\ 2.42 \% \end{gathered}$ | \$ | $\begin{gathered} 10,048 \\ 2.44 \% \end{gathered}$ | \$ | $\begin{aligned} & 9,220 \\ & 2.24 \% \end{aligned}$ | \$ | $\begin{aligned} & 8,324 \\ & 2.06 \% \end{aligned}$ | \$ | 415.3 |

(1) The ratio of 30-89 Days Past Due is calculated based on end-of-period loans, net of unearned income
(2) The 30-89 Days Past Due and related ratios for North America RCB and North America Local Consumer Lending excludes U.S. mortgage loans that are guaranteed by U.S. government-sponsored agencies since the potential loss predominantly resides with the U.S. agencies. See North America Retail Consumer Banking on page 10 and Local Consumer Lending on page 29.
(3) The March 31, 2011, June 30, 2011, September 30, 2011, December 31, 2011 and March 31, 2012 Loans 90+ Days Past Due and 30-89 Days Past Due and related ratios for North America excludes $\$ 1.5$ billion, $\$ 1.4$ billion, $\$ 1.3$ billion, $\$ 1.3$ billion, and $\$ 1.3$ billion, respectively, of loans that are carried at fair value.

| $1 \mathrm{1Q}$ | 2Q | 30 | 4 Q | 10 | 1 Q12 vs. 1Q11 Increase |
| :---: | :---: | :---: | :---: | :---: | :---: |
| 2011 | 2011 | 2011 | 2011 | 2012 | (Decrease) |

## Total Citigroup

Allowance for Loan Losses at Beginning of Period (1)

## Gross Credit (Losses)


Net Credit (Losses) / Recoveries (NCLs)
NCLs (2)
Net Reserve Builds / (Releases)
Net Specific Reserve Builds / (Releases) (2) (3)
Provision for Loan Losse
Other (4) (5) (6) (7) (8) (9)
Allowance for Loan Losses at End of Period (1) (a)

## Allowance for Unfunded Lending Commitments (10) (a)

## Provision for Unfunded Lending Commitments

## Total Allowance for Loans, Leases and

 Unfunded Lending Commitments [Sum of (a)]Total Allowance for Loan Losses as a Percentage of Total Loans (11)

## Allowance for Loan Losses at End of Period (1)

Citicorp
Citi Holding
Total Citigroup
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.
(2) The first quarter of 2012 includes approximately $\$ 370$ million of incremental charge-offs of previously deferred principle balances on modified loans, related to anticipated forgiveness of principal largely in connection with the National Mortgage Settlement. There was a corresponding approximately $\$ 350$ million release in the first quarter of 2012 of allowance for loan losses previously established related to these charge-offs.
(3) The third quarter of 2011 includes $\$ 466$ million attributable to the reclassification of certain loan modifications as TDRs in accordance with ASU 2011-02, The third quarter of 2011 includes $\$ 466$ million attributable to the reclassification of
substantially all of which had previously been included in the non-specific reserves.
4) Includes all adjustments to the allowance for credit losses, such as changes in the allowance from acquisitions, securitizations, foreign currency translation, purchase accounting adjustments, etc.
(5) The first quarter of 2011 includes a reduction of approximately $\$ 560$ million related to the sale or transfers to held-for-sale of various U.S. loan portfolios and a reduction of $\$ 240$ million related to the sale of the Egg cards business.
(6) The second quarter of 2011 includes a reduction of approximately $\$ 370$ million related to the sale or transfers to held-for-sale of various U.S. Ioan portfolios.
(7) The third quarter of 2011 includes a reduction of approximately $\$ 300$ million related to the sale or transfers to held-for-sale of various U.S. Ioan portfolios and a reduction of approximately $\$ 530$ million related to foreign currency translation.
(8) The fourth quarter of 2011 includes a reduction of approximately $\$ 325$ million related to the sale or transfers to held-for-sale of various U.S. loan portfolios and a reduction of approximately $\$ 72$ million related to the transfer of Citi Belgium to held-for-sale.
(9) The first quarter of 2012 includes a reduction of approximately $\$ 145$ million related to the sale or transfers to held-for-sale of various U.S. loan portfolios.
(10) Represents additional credit reserves recorded as other liabilities on the Consolidated Balance Sheet.
(11) March 31, 2011, June 30, 2011, September 30, 2011, December 31, 2011 and March 31, 2012, excludes $\$ 4.4$
billion, $\$ 4.8$ billion, $\$ 5.4$ billion and $\$ 5.3$ billion and $\$ 4.7$ billion, respectively, of loans which are carried at fair value.
NM Not meaningful

ALLOWANCE FOR CREDIT LOSSES - PAGE 2
TOTAL CITIGROUP
(In millions of dollars)

## Total Citigroup Consumer Loans

Allowance for Loan Losses at Beginning of Period (1)

## Net Credit (Losses) / Recoveries (NCLs)

## NCLs (2)

Net Reserve Builds / (Releases)
Net Specific Reserve Builds / (Releases) (2) (3)

## Provision for Loan Losses

Other (4) (5) (6) (7) (8) (9)
Allowance for Loan Losses at End of Period (1) (a)
Consumer Allowance for Unfunded Lending Commitments (10) (a)
Provision for Unfunded Lending Commitments
Total Allowance for Loans, Leases and
Unfunded Lending Commitments [Sum of (a)]
Consumer Allowance for Loan Losses as a
Percentage of Total Consumer Loans (11)

## Total Citigroup Corporate Loans

Allowance for Loan Losses at Beginning of Period
Net Credit (Losses) / Recoveries (NCL's)
NCL's
Net Reserve Builds / (Releases)
Net Specific Reserve Builds / (Releases)

## Provision for Loan Losses

Other (4)
Allowance for Loan Losses at End of Period (1) (b)
Corporate Allowance for Unfunded Lending Commitments (10) (b)
Provision for Unfunded Lending Commitments
Total Allowance for Loans, Leases and Unfunded Lending Commitments [Sum of (b)]
Corporate Allowance for Loan Losses as a
Percentage of Total Corporate Loans (12)
citi
$1 Q-20-3 Q 10$ (Decrease)
$\$ 35,406 \$ 32,686 \$ 30,915 \$ 28,866 \$ 27,236$

| $(5,420)$ | $(4,797)$ | $(4,242)$ | $(3,965)$ | $(4,038)$ | 25\% |
| :---: | :---: | :---: | :---: | :---: | :---: |
| 5,420 | 4,797 | 4,242 | 3,965 | 4,038 | (25\%) |
| $(2,885)$ | $(1,795)$ | $(1,473)$ | $(1,198)$ | (348) | 88\% |
| 906 | 267 | 235 | 31 | (929) | NM |
| 3,441 | 3,269 | 3,004 | 2,798 | 2,761 | (20\%) |
| (741) | (243) | (811) | (463) | 4 | NM |


| \$ 5,249 | \$ 3,882 | \$ 3,447 | \$ 3,186 | \$ 2,879 |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
| (849) | (350) | (272) | (143) | 83 | NM |
| 849 | 350 | 272 | 143 | (83) | NM |
| (597) | (155) | (118) | (213) | 154 | NM |
| (794) | (283) | (109) | (84) | (4) | 99\% |
| (542) | (88) | 45 | (154) | 67 | NM |


| 24 |  | 3 | (34) |  | (10) |  | 28 |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| \$ 3,882 | \$ | 3,447 | \$ | 3,186 | \$ | 2,879 | \$ | 3,057 |
| \$ 1,105 | \$ | 1,094 | \$ | 1,135 | \$ | 1,133 | \$ | 1,095 |

## The following notes relate to the tables on the prior page (page 38).

(1) 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.
(2) The first quarter of 2012 includes approximately $\$ 370$ million of incremental charge-offs of previously deferred principle balances on modified loans, related to anticipated forgiveness of principal largely in connection with the National Mortgage Settlement. There was a corresponding approximately $\$ 350$ million release in the first quarter of 2012 of allowance for loan losses previously established related to these charge-offs.
(3) The third quarter of 2011 includes $\$ 466$ million attributable to the reclassification of certain loan modifications as TDRs in accordance with ASU 2011-02, substantially all of which had previously been included in the non-specific reserves.
(4) Includes all adjustments to the allowance for credit losses, such as changes in the allowance from acquisitions, securitizations, foreign currency translation, purchase accounting adjustments, etc.
(5) The first quarter of 2011 includes a reduction of approximately $\$ 560$ million related to the sale or transfers to held-for-sale of various U.S. Ioan portfolios and a reduction of $\$ 240$ million related to the sale of the Egg cards business.
(6) The second quarter of 2011 includes a reduction of approximately $\$ 370$ million related to the sale or transfers to held-for-sale of various U.S. Ioan portfolios.
(7) The third quarter of 2011 includes a reduction of approximately $\$ 300$ million related to the sale or transfers to held-for-sale of various U.S. Ioan portfolios and a reduction of approximately $\$ 485$ million related to foreign currency translation.
(8) The fourth quarter of 2011 includes a reduction of approximately $\$ 325$ million related to the sale or transfers to held-for-sale of various U.S. Ioan portfolios and a reduction of approximately $\$ 72$ million related to the transfer of Citi Belgium to held-for-sale.
(9) The first quarter of 2012 includes a reduction of approximately $\$ 145$ million related to the sale or transfers to held-for-sale of various U.S. Ioan portfolios.
(10) Represents additional credit reserves recorded as other liabilities on the Consolidated Balance Sheet.
(11) March 31, 2011, June 30, 2011, September 30, 2011, December 31, 2011 and March 31, 2012 excludes $\$ 1.5$ billion, $\$ 1.4$ billion, $\$ 1.3$ billion, $\$ 1.3$ billion and $\$ 1.3$ billion, respectively, of Loans which are carried at fair value.
(12) March 31, 2011, June 30, 2011, September 30, 2011, December 31, 2011 and March 31, 2012 excludes $\$ 2.9$ billion, $\$ 3.4$ billion, $\$ 4.1$ billion, $\$ 3.9$ billion and $\$ 3.4$ billion, respectively, of loans which are carried at fair value.

NM Not meaningful
Reclassified to conform to the current period's presentation
$\frac{\text { Citicorp }}{\text { Net Credit Losses }}$
Credit Reserve Build / (Release)

## Global Consumer Banking

Net Credit Losses
Credit Reserve Build / (Release)
$\frac{\text { North America Regional Consumer Banking }}{\text { Net Credit Losses }}$
Credit Reserve Build / (Release)
Retail Banking
Net Credit Losses
Credit Reserve Build / (Release)
Citi-Branded Cards
Net Credit Losses
Credit Reserve Build / (Release)
$\frac{\text { Citi Retail Services }}{\text { Net Credit Losses }}$ Net Credit Losses
Credit Reserve Build / (Release)
EMEA Regional Consumer Banking
Credit Reserve Build / (Relea
Retail Banking
Net Credit Losses
Credit Reserve Build / (Release)
Credit Reserve B
citi-Branded Cards
Net Credit Los
Ner Credit Losses
Credit Reserve Build / (Release)
$\frac{\text { Latin America Regional Consumer Banking }}{\text { Net Credit Losses }}$
Net Credit Losses
Credit Reserve Build / (Release)
$\frac{\text { Retail Banking }}{\text { Net Credit Lose }}$
$\frac{\text { Retail Banking }}{\text { Net Credit Losses }}$
Credit Resirlerve Build / (Release)
Nent
$\frac{\text { Citi-Branded Cards }}{\text { Net Credit Losses }}$
Net Credit Losses
Credit Reserve Build / (Release)
Asia Regional Consumer Banking
Net Credit Losses
Credit Reserve Build / (Release)
Credit Reserve
Net Credit Losses
Credit Reserve Build / (Release)
$\frac{\text { Citi-Branded Cards }}{\text { Net Credit Losses }}$
Credit Reserve Build / (Release)
Institutional Clients Group (ICG)
Net Credit Losses
Credit Reserve Build / (Release)
Securities and Banking
Net Credit Losses
Transaction Services
Net Credit Losses
Credit Reserve Build / (Release)
Total Citicorp Provision for Loan Loss


## COMPONENTS OF PROVISION FOR LOAN LOSSES - PAGE 2

## CITI HOLDINGS / TOTAL CITIGROUP

$$
1
$$

Credit Reserve Build / (Release)
Local Consumer Lending
Net Credit Losses
Credit Reserve Build / (Release)
Special Asset Pool
Net Credit Losses
Credit Reserve Build / (Release)

| $1 Q$ | $2 Q$ |
| :---: | :---: |
| 2011 |  | | 2011 |
| :---: |

\$ 1,734
(550)
(100\%)
(1)
-
(25\%)
6\%

NM
97\%

| Total Citi Holdings Provision for Loan Losses | \$ | 1,460 | \$ | 1,590 | \$ | 1,349 | \$ | 900 | \$ | 1,184 | (19\%) |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Total Citicorp Provision for Loan Losses (from prior page) | \$ | 1,439 | \$ | 1,591 | \$ | 1,700 | \$ | 1,744 | \$ | 1,644 | 14\% |
| Corporate / Other |  | - |  | - |  | - |  | - |  | - | - |
| Total Citigroup Provision for Loan Losses | \$ | 2,899 | \$ | 3,181 | \$ | 3,049 | \$ | 2,644 | \$ | 2,828 | (2\%) |

```
```

Non-Accrual Loans (1)

```
```

Non-Accrual Loans (1)
Non-Accrual Loans (1)
Non-Accrual Loans (1)
N North America
N North America
Latin America
Latin America
Total
Total
Consumer Non-Accrual Loans By Region (2)
Consumer Non-Accrual Loans By Region (2)
N North America (3)
N North America (3)
MMEA
MMEA
$$
\begin{subarray}{c}{\mathrm{ Latin Am Am}}\\{\mathrm{ Atal (3)}}\end{subarray}
$$

```
    \begin{subarray}{c}{\mathrm{ Latin Am Am}}\\{\mathrm{ Atal (3)}}\end{subarray}
```

```
Asia
```

```
Asia
```

| $1 Q$ | $2 Q$ | $3 Q$ |
| :---: | :---: | :---: |
| 2011 | 2011 | 2011 |

$\begin{array}{r}30 \\ 2011 \\ \hline\end{array}$
${ }_{2011}^{4}$


OTHER REAL ESTATE OWNED AND OTHER REPOSSESSED ASSETS
ICG

## Global Consumer Banking Brokerage and Asset Manag

Brokerage and Asset Management
Local Consumer Lending
Special Asset Pool
Spociar Asset Pool
total other real estate owned (OREO) (4)

| \$ | 743 | \$ | 770 | \$ | 764 | \$ | ${ }^{23}$ | \$ | 7 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 33 |  | 40 |  | 46 |  | 48 |  | 41 |
|  | 619 |  | 510 |  | 442 |  | 393 |  | 356 |
|  | 168 |  | 98 |  | 92 |  | 87 |  | 162 |
|  | 14 |  | 16 |  | 13 |  | 15 |  | 14 |

$\begin{array}{lllll}\$ 1,577 \\ \$ 1,434 \\ \$ 1,357 \\ \$ \quad 566 & \$ \quad 580 & (63 \%)\end{array}$

## Nerth America

EMEA
Latin
Asia
Total ${ }^{\text {Asia }}$
Other Repossessed Assets (5)
Non-Accrual Assets (NAA) (6)
Corporate Non-Accrual Loans
Non-Accrual Loans (NAL)
oreo

$(71 \%)$
$(1 \%)$
$(8 \%)$
$(6 \%)$
$\$$ $\qquad$ $18 \$$ $24 \xlongequal{\$}$ $1 \$ 1$


OREO
ther Repossessed Assets
Non-Accrual Assets (NAA)
NAL as a \% of Total Loans
NAA as a \% of Total Assets
Allowance for Loan Losses as a \% of NAL
(1) Corporate loans are placed on non-accrual status based upon a review by Cititioup's risk officers. Corporate non-accrual loans may still e current on interest payments. With limited exceptions, the following practices are applied for Consumer loans: Consumer loans, excluding credit cards and mortgages, are placed on non-accrual status at 90 days past due, and are charged off at 120 days past due; residential mortgage loans are placed on non-accrual status at 90 days past due and written down to net realizable value at 180 days past due. Consistent with industry conventions, Cititroup generally accrues interest on credit card loans until such loans are charged off, which typically
Excludes SOP 3 -03 purchased distressed loans
(2) Excludes SOP 3-03 purchased distressed loans.
(3) The first quarter of 2012 increase in non-accrual consumer loans in North America is attributable to an $\$ 0.8$ billion reclassification from accrual to non-accrual status of home equity loans where the related residential first mortgage is delinquent. Of the $\$ 0.8$ billion of home equity loans, $\$ 0.7$ billion was current and $\$ 0.1$ billion was 30 to 89 days past due as of March 31 , 2012. This reclassification reflects regulatory guidance that was issued on January 31, 2012
(4) Represents the carrying value of all property acquired by foreclosure or other legal proceedings when Citigroup has taken possession of the collateral.

Primariy transportation equipment, carried at lower of cost or fair value, less costs to sell.
There is no industry-wide definition of non-accrual assets. As such, analysis against the industry is not always comparable.
Total

Consumer Non-Accrual Loans By Region (2)

## North America EMEA

Latin America
${ }_{\text {Total }}{ }^{\text {Asia }}$


OTHER REAL ESTATE OWNED AND OTHER REPOSSESSED ASSETS ICG
Global Consumer Banking
tOTAL OTHER REAL ESTATE OWNED (OREO) (3)


OREO By Region:
North Am
EMEA
Latin America
Asia

## Other Repossessed Assets (4)

Non-Accrual Assets (NAA) (5)
Corporate Non-Accrual Loans
Consumer Non-Accrual Loans
OREO
Other Repossessed Assets
Non-Accrual Assets (NAA)
NAA as a \% of Total Asset
Allowance for Loan Losses as a \% of NAL

| \$ | 727 | \$ | 759 | \$ | 766 | \$ | 30 | \$ | 15 | (98\%) |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 11 |  | 12 |  | 10 |  | 9 |  | 5 | (55\%) |
|  | 34 |  | 38 |  | 34 |  | 31 |  | 27 | (21\%) |
|  | 4 |  | 1 |  |  |  | 1 |  | 1 | (75\%) |
| \$ | 776 | \$ | 810 | \$ | 810 | \$ | 71 | \$ | 48 | (94\%) |
|  | N/A |  | N/A |  | N/A |  | N/A |  | N/A |  |
| \$ | 3,266 | \$ | 2,986 | \$ | 2,861 | \$ | 2,217 | \$ | 2,213 | (32\%) |
|  | 1,836 |  | 1,860 |  | 1,703 |  | 1,801 |  | 1,962 | 7\% |
|  | 5,102 |  | 4,846 |  | 4,564 |  | 4,018 |  | 4,175 | (18\%) |
|  | 776 |  | 810 |  | 810 |  | 71 |  | 48 | (94\%) |
|  | N/A |  | N/A |  | N/A |  | N/A |  | N/A |  |
| \$ | 5,878 | \$ | 5,656 | \$ | 5,374 | \$ | 4,089 | \$ | 4,223 | (28\%) |
|  | 0.43\% |  | 0.40\% |  | 0.38\% |  | 0.30\% |  | 0.30\% |  |
|  | 403\% |  | 397\% |  | 386\% |  | 416\% |  | 391\% |  |

N/A Not Available at the Citicorp level. See "Non-Accrual Assets - Page 1" (on page 42) for total Citigroup balances.

1) Corporate loans are placed on non-accrual status based upon a review by Citigroup's risk officers. Corporate non-accrual loans may still be current on interest payments. With limited exceptions, the following practices are applied for Consumer loans: Consumer loans, excludin credit cards and mortgages, are placed on non-accrual status at 90 days past due, and are charged off at 120 days past due; residential mortgage loans are placed on non-accrual status at 90 days past due and written down to net realizable value at 180 days past due. Consistent with industry conventions, Citigroup generally accrues interest on credit card loans until such loans are charged off, which typically occurs at 180 days contractual delinquency. As such, the non-accrual loan disclosures do not include credit card loans.
(2) Excludes SOP $3-03$ purchased distressed loans.
(3) Represents the carrying value of all property acquired by foreclosure or other legal proceedings when Citigroup has taken possession of the collateral.
2) Primarily transportation equipment, carried at lower of cost or fair value, less costs to sell.
3) There is no industry-wide definition of non-accrual assets. As such, analysis against the industry is not always comparable.

Reclassified to conform to the current period's presentation.

## Non-Accrual Loans (1)

Non-Accrual Loans (1)
Corporate Non-AAcrual Loans By Region (2)
North America
EMAA
Latan America
Total
Tota
Consumer Non-Accrual Loans By Region (2)
North America (3)
EmEA
L_atin America
Asia
Total (3)

| 10 | $2 Q$ | $3 Q$ | $4 Q$ |
| :---: | :---: | :---: | :---: |
| 2011 | 2011 | 2011 | 2011 |




OTHER REAL ESTATE OWNED AND OTHER REPOSSESSED ASSET
Brokerage and Asset Management
Local Consumer Lending
total other real estate owned (oreo) (4)
OREO By Region:
North Ameri
EMEA
EMEA
Asia
Other Repossessed Assets (5)
Non-Accrual Assets (NAA) (6)
Corporate Non-Accrual Loans
Consumer Non-Accrual Loans
Non-Accrual Loans (NAL)
oreo
sssed Assets
Non-Accrual Assets (NAA)
NAA as a\% of Total Assets
Allowance for Loan Losses as a \% of NAL
$\qquad$ 619
168 510
98

98 ${ }^{\$}$ | 510 | 442 |
| ---: | ---: |
| 98 | 92 | $\begin{array}{r}\$ \\ 893 \\ \hline\end{array}$ $\begin{array}{r}356 \\ 162 \\ \hline\end{array}$ 356

162 $\quad(42 \%)$
$\qquad$ $787 \$ 60$ $\$ \quad 53$ $\$ \quad 48$ $\$ \quad 518$ (4\%)

$(38 \%)$
$4 \%$
$17 \%$
$(100 \%)$
$(34 \%)$
$\qquad$

| \$ | $\begin{aligned} & 2,225 \\ & 7,485 \end{aligned}$ | \$ | $\begin{aligned} & 1,846 \\ & 6,541 \\ & \hline \end{aligned}$ | \$ | $\begin{aligned} & 1,310 \\ & 6,243 \\ & \hline \end{aligned}$ | \$ | $\begin{aligned} & 1,019 \\ & 6,189 \\ & \hline \end{aligned}$ | \$ | $\begin{array}{r} 760 \\ 6,787 \\ \hline \end{array}$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 9,710 |  | 8,387 |  | 7,553 |  | 7,208 |  | 7,547 |
|  | 787 |  | 608 |  | 534 |  | 480 |  | 518 |
|  | N/A |  | N/A |  | N/A |  | N/A |  | N/A |
| \$ | 10,497 | \$ | 8,995 | \$ | 8,087 | \$ | 7,688 | \$ | 8,065 |
|  | 3.56\% |  | 3.39\% |  | 3.27\% |  | 3.42\% |  | 3.86\% |
|  | 165\% |  | 80\% |  | 1918 |  | 186\% |  |  |

N/A Not Available at the Citi Holdings level. See "Non-Accrual Assets - Page 1 " (on page 42) for total Citigroup balances.
(1) Corporate loans are placed on non-accrual status based upon a review by Cititigrou's risk officers. Corporate non-accrual loans may still
current on interest payments. With limited exceptions, the following practices are applied for Consumer loans: Consumer loans excluding
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(5) There is no industry-wide definition of non-accrual assets. As such, analysis against the industry is not always comparable.

Tangible Book Value Per Share and Tangible Common Equity (TCE) (and related ratios) are non-GAAP financial measures. TCE, as defined by Citigroup, represents Common equity less goodwill and intangible assets (excluding MSRs) net of the related deferred taxes. Other companies may calculate TCE in a manner different from Citigroup. A reconciliation of Citigroup's total stockholders' equity to TCE and Tangible Book Value per Share follows:

| $\begin{gathered} 1 Q \\ 2011 \\ \hline \end{gathered}$ | $\begin{array}{r} 2 Q \\ 2011 \\ \hline \end{array}$ | $\begin{array}{r} 3 Q \\ 2011 \\ \hline \end{array}$ | $\begin{gathered} 4 Q \\ 2011 \\ \hline \end{gathered}$ | $\begin{gathered} 1 Q \\ 2012 \\ \hline \end{gathered}$ |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
| \$ 170,725 | \$ 176,052 | \$ 177,060 | \$ 177,494 | \$ | 181,508 |
| 26,339 | 26,621 | 25,496 | 25,413 |  | 25,810 |
| 7,280 | 7,136 | 6,800 | 6,600 |  | 6,413 |
| 165 | - | - | - |  | - |
| - | - | - |  |  |  |
| 53 | 50 | 47 | 44 |  | 41 |
| \$ 136,888 | \$ 142,245 | \$ 144,717 | \$ 145,437 | \$ | 149,244 |
| 2,920.6 | 2,917.9 | 2,923.7 | 2,923.9 |  | 2,932.2 |
| \$ 46.87 | 48.75 | \$ 49.50 | \$ 49.74 | \$ | 50.90 |

Reclassified to conform to the current period's presentation.


[^0]:    NM Not meaningful

