| CITIGROUP - QUARTERLY FINANCIAL DATA SUPPLEMENT | 4Q12 |
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Revenues
Interest revenue
Interest expense
Net interest revenue
Commissions and fees
Principal transactions
Administrative and other fiduciary fees
ealized gains (losses) on investments
ther-than temporary impairment losses on investments and other assets (1)
Other revenue (2)
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
remises and Equipment
Technology / communication expense
Advertising and marketing expense
Other operating
Total operating expenses
ncome from Continuing Operations before Income Taxes
Provision (benefits) for income taxes

## ncome from Continuing Operations

iscontinued Operations (3)
Income (Loss) from Discontinued Operations
Sal
(benefits) for income taxes
Income (Loss) from Discontinued Operations, net of taxes

## Net Income before Noncontrolling Interests

Net Income attributable to noncontrolling interests
Citigroup's Net Income


| 4Q12 Increase <br> (Decrease) from |
| :---: |
| 3Q12 $\quad 4 \mathrm{Q11}$ |


| $\begin{aligned} & \text { Full } \\ & \text { Year } \\ & 2011 \end{aligned}$ |  | $\begin{aligned} & \text { Full } \\ & \text { Year } \\ & 2012 \end{aligned}$ |  | $\begin{gathered} \text { FY } 2012 \text { vs. } \\ \text { FY } 2011 \text { Increase } \\ \text { (Decrease) } \end{gathered}$ |
| :---: | :---: | :---: | :---: | :---: |
| \$ | 72,681 | \$ | 68,138 | (6\%) |
|  | 24,234 |  | 20,535 | (15\%) |
|  | 48,447 |  | 47,603 | (2\%) |
|  | 12,850 |  | 12,926 | 1\% |
|  | 7,234 |  | 4,781 | (34\%) |
|  | 3,995 |  | 4,012 | - |
|  | 1,997 |  | 3,251 | 63\% |
|  | $(2,254)$ |  | $(4,971)$ | NM |
|  | 2,647 |  | 2,476 | (6\%) |
|  | 3,437 |  | 95 | (97\%) |
|  | 29,906 |  | 22,570 | (25\%) |
| 78,353 |  |  | 70,173 | (10\%) |
| $\begin{gathered} 20,038 \\ (8,265) \\ \hline \end{gathered}$ |  |  | 14,576 | (27\%) |
|  |  |  | $(3,728)$ | 55\% |
| 11,773 |  |  | 10,848 | (8\%) |
| 972 |  |  | 887 | (9\%) |
|  | 51 |  | (16) | NM |
| 12,796 |  |  | 11,719 | (8\%) |
| 25,688 |  |  | 25,204 | (2\%) |
| 3,326 |  |  | 3,282 | (1\%) |
| 5,133 |  |  | 5,914 | 15\% |
| 2,346 |  |  | 2,224 | (5\%) |
| 14,440 |  |  | 13,894 | (4\%) |
| 50,933 |  |  | 50,518 | (1\%) |
| 14,624 |  |  | 7,936 | (46\%) |
| 3,521 |  |  | 27 | (99\%) |
| 11,103 |  |  | 7,909 | (29\%) |
| 23 |  |  | (219) |  |
| 155 |  |  | (1) |  |
| 66 |  |  | (71) |  |
| 112 |  |  | (149) | NM |
| 11,215 |  |  | 7,760 | (31\%) |
| 148 |  |  | 219 | 48\% |
| \$ | 11,067 | \$ | 7,541 | (32\%) |

(1) First quarter of 2012 includes the recognition of a $\$ 1,181$ million impairment charge related to the carrying value of Citit's investment in Akbank T.A.S.
the Morter of 2012 includes the recognition of a $\$ 3,340$ million impairment charge related to the carrying value of Citi's remaining $35 \%$ investment in
Morgan Stanley Smith Barney joint venture (MSSB JV).
(2) Third quarter of 2012 also includes a non-cash charge of $\$ 1,344$ million, representing a loss on Citi's sale of the $14 \%$ interest in the MSSB JV to Morgan Stanley
(3) Discontinued operations primarily includes:
a) During the third quarter of 2012, Citt executed definitive agreements to transition a carve-out of its liquid strategies business within Citi Capital

Advisors to certain employees responsible for managing those operations.
b) In the fourth quarter of 2012, residual amounts related to the Egg Credit Card business and Citi Capital Advisors.

## NM Not meaningful

Reclassified to conform to the current period's presentation

|  | $\begin{gathered} \text { December 31, } \\ 2011 \\ \hline \end{gathered}$ |  | $\begin{gathered} \text { March 31, } \\ 2012 \\ \hline \end{gathered}$ |  | $\begin{gathered} \text { June 30, } \\ \hline 2012 \\ \hline \end{gathered}$ |  | $\begin{gathered} \text { September 30, } \\ 2012 \\ \hline \end{gathered}$ |  | $\begin{gathered} \text { December 31, } \\ 2012(1) \\ \hline \end{gathered}$ |  | 4Q12 Increase (Decrease) from |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  | 3Q12 | 4Q11 |  |  |  |  |  |  |
| Assets |  |  |  |  |  |  |  |  |  |  |  |  |
| Cash and due from banks (including segregated cash and other deposits) | \$ | 28,701 |  |  | \$ | 26,505 | \$ | 33,927 | \$ | 33,802 | \$ | 36,453 | 8\% | 27\% |
| Deposits with banks |  | 155,784 |  | 183,949 |  | 155,054 |  | 170,028 |  | 102,134 | (40\%) | (34\%) |
| Fed funds sold and securities borr'd or purch under agree. to resell |  | 275,849 |  | 289,057 |  | 272,664 |  | 277,542 |  | 261,311 | (6\%) | (5\%) |
| Brokerage receivables |  | 27,777 |  | 39,443 |  | 35,340 |  | 31,077 |  | 22,490 | (28\%) | (19\%) |
| Trading account assets |  | 291,734 |  | 307,050 |  | 310,246 |  | 315,201 |  | 320,929 | 2\% | 10\% |
| Investments |  |  |  |  |  |  |  |  |  |  |  |  |
| Available-for-sale and non-marketable equity securities |  | 281,930 |  | 287,197 |  | 294,577 |  | 284,531 |  | 302,196 | 6\% | 7\% |
| Held-to-maturity |  | 11,483 |  | 10,126 |  | 11,349 |  | 10,943 |  | 10,130 | (7\%) | (12\%) |
| Total Investments |  | 293,413 |  | 297,323 |  | 305,926 |  | 295,474 |  | 312,326 | 6\% | 6\% |
| Loans, net of unearned income |  |  |  |  |  |  |  |  |  |  |  |  |
| Consumer |  | 423,340 |  | 416,103 |  | 409,127 |  | 407,752 |  | 408,671 | - | (3\%) |
| Corporate |  | 223,902 |  | 231,919 |  | 245,841 |  | 250,671 |  | 246,793 | (2\%) | 10\% |
| Loans, net of unearned income |  | 647,242 |  | 648,022 |  | 654,968 |  | 658,423 |  | 655,464 | - | 1\% |
| Allowance for loan losses |  | $(30,115)$ |  | $(29,020)$ |  | $(27,611)$ |  | $(25,916)$ |  | $(25,455)$ | 2\% | 15\% |
| Total loans, net |  | 617,127 |  | 619,002 |  | 627,357 |  | 632,507 |  | 630,009 | 0\% | 2\% |
| Goodwill |  | 25,413 |  | 25,810 |  | 25,483 |  | 25,915 |  | 25,673 | (1\%) | 1\% |
| Intangible assets (other than MSRs) |  | 6,600 |  | 6,413 |  | 6,156 |  | 5,963 |  | 5,697 | (4\%) | (14\%) |
| Mortgage servicing rights (MSRs) |  | 2,569 |  | 2,691 |  | 2,117 |  | 1,920 |  | 1,942 | 1\% | (24\%) |
| Other assets |  | 148,911 |  | 147,180 |  | 142,181 |  | 141,873 |  | 145,660 | 3\% | (2\%) |
| Assets related to discontinued operations held for sale |  | - |  | - |  | - |  | 44 |  | 36 | (18\%) | - |
| Total assets | \$ | 1,873,878 | \$ | 1,944,423 | \$ | 1,916,451 | \$ | 1,931,346 | \$ | 1,864,660 | (3\%) | - |
| Liabilities |  |  |  |  |  |  |  |  |  |  |  |  |
| Non-interest-bearing deposits in U.S. offices | \$ | 119,437 | \$ | 122,305 | \$ | 120,324 | \$ | 133,981 | \$ | 129,657 | (3\%) | 9\% |
| Interest-bearing deposits in U.S. offices |  | 223,851 |  | 228,357 |  | 233,696 |  | 239,574 |  | 247,716 | 3\% | 11\% |
| Total U.S. Deposits |  | 343,288 |  | 350,662 |  | 354,020 |  | 373,555 |  | 377,373 | 1\% | 10\% |
| Non-interest-bearing deposits in offices outside the U.S. |  | 57,357 |  | 60,691 |  | 59,745 |  | 63,792 |  | 65,024 | 2\% | 13\% |
| Interest-bearing deposits in offices outside the U.S. |  | 465,291 |  | 494,659 |  | 500,543 |  | 507,297 |  | 488,163 | (4\%) | 5\% |
| Total International Deposits |  | 522,648 |  | 555,350 |  | 560,288 |  | 571,089 |  | 553,187 | (3\%) | 6\% |
| Total deposits |  | 865,936 |  | 906,012 |  | 914,308 |  | 944,644 |  | 930,560 | (1\%) | 7\% |
| Fed funds purch and securities loaned or sold under agree. to repurch. |  | 198,373 |  | 226,008 |  | 214,851 |  | 224,370 |  | 211,236 | (6\%) | 6\% |
| Brokerage payables |  | 56,696 |  | 56,966 |  | 59,133 |  | 55,376 |  | 57,013 | 3\% | 1\% |
| Trading account liabilities |  | 126,082 |  | 135,956 |  | 128,818 |  | 129,990 |  | 115,549 | (11\%) | (8\%) |
| Short-term borrowings |  | 54,441 |  | 55,611 |  | 58,698 |  | 49,164 |  | 52,027 | 6\% | (4\%) |
| Long-term debt |  | 323,505 |  | 311,079 |  | 288,334 |  | 271,862 |  | 239,463 | (12\%) | (26\%) |
| Other liabilities (2) |  | 69,272 |  | 69,068 |  | 66,470 |  | 67,202 |  | 67,815 | 1\% | (2\%) |
| Liabilities related to discontinued operations held for sale |  | - |  | - |  | - |  | - |  | - | - | - |
| Total liabilities | \$ | 1,694,305 | \$ | 1,760,700 | \$ | 1,730,612 | \$ | 1,742,608 | \$ | 1,673,663 | (4\%) | (1\%) |
| Equity |  |  |  |  |  |  |  |  |  |  |  |  |
| Stockholders' Equity |  |  |  |  |  |  |  |  |  |  |  |  |
| Preferred Stock | \$ | 312 | \$ | 312 | \$ | 312 | \$ | 312 | \$ | 2,562 | NM | NM |
| Common Stock |  | 29 |  | 29 |  | 29 |  | 29 |  | 30 | 3\% | 3\% |
| Additional paid-in capital |  | 105,804 |  | 105,787 |  | 105,962 |  | 106,203 |  | 106,391 |  | 1\% |
| Retained earnings |  | 90,520 |  | 93,310 |  | 96,216 |  | 96,650 |  | 97,809 | 1\% | 8\% |
| Treasury stock |  | $(1,071)$ |  |  |  | (859) |  | (851) |  | (847) | - | 21\% |
| Accumulated other comprehensive income (loss) |  | $(17,788)$ |  | $(16,735)$ |  | $(17,749)$ |  | $(15,566)$ |  | $(16,896)$ | (9\%) | 5\% |
| Total Common Equity | \$ | 177,494 | \$ | 181,508 | \$ | 183,599 | \$ | 186,465 | \$ | 186,487 | - | 5\% |
| Total Citigroup stockholders' equity | \$ | 177,806 | \$ | 181,820 | \$ | 183,911 | \$ | 186,777 | \$ | 189,049 | 1\% | 6\% |
| Noncontrolling interests |  | 1,767 |  | 1,903 |  | 1,928 |  | 1,961 |  | 1,948 | (1\%) | 10\% |
| Total equity |  | 179,573 |  | 183,723 |  | 185,839 |  | 188,738 |  | 190,997 | 1\% | 6\% |
| Total liabilities and equity | \$ | 1,873,878 | \$ | 1,944,423 | \$ | 1,916,451 | \$ | 1,931,346 | \$ | 1,864,660 | (3\%) | - |
| (1) Preliminary |  |  |  |  |  |  |  |  |  |  |  |  |
| (2) Includes allowance for credit losses for letters of credit and unfunded lending commitments of $\$ 1,136$ million for the fourth quarter of 2011 , $\$ 1,097$ million for the first quarter of 2012 , $\$ 1,104$ million for the second quarter of 2012, $\$ 1,063$ million for the third quarter of 2012 and $\$ 1,119$ million for the fourth quarter of 2012, respectively. |  |  |  |  |  |  |  |  |  |  |  |  |
| NM Not meaningful |  |  |  |  |  |  |  |  |  |  |  |  |
| Reclassified to conform to the current period's presentation. |  |  |  |  |  |  |  |  |  |  |  |  |


(1) Included, as applicable, in Citicorp-Securities and Banking and Citi Holdings-Special Asset Pool lines above.
(1) Included, as applicable, in Citicorp-Securities and Banking and Citi Holdings-Specia
(2) Presentation of this metric excluding CVA/DVA is a non-GAAP financial measure.

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


[^0]CITICORP ${ }^{(1)}$
TATEMENT 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

## come from Continuing Operation

ncome (loss) from Discontinued Operations, net of taxes
Noncontrolling interests
Citicorp's Net Income

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

|  |  |  |  |  |  |  |  |  |  |  |  |  |
| :--- | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Total EOP Assets | $\$$ | 1,649 | $\$$ | 1,735 | $\$$ | 1,725 | $\$$ | 1,760 | $\$$ | 1,709 | $(3 \%)$ | $4 \%$ |
| Average Assets | $\$$ | 1,675 | $\$$ | 1,689 | $\$$ | 1,714 | $\$$ | 1,725 | $\$$ | 1,739 | $1 \%$ | $4 \%$ |
| Return on Average Assets |  | $0.54 \%$ |  | $0.94 \%$ |  | $0.91 \%$ |  | $0.93 \%$ |  | $0.51 \%$ |  |  |
| Total EOP Loans | $\$$ | 507 | $\$$ | 514 | $\$$ | 527 | $\$$ | 537 | $\$$ | 540 | $1 \%$ | $7 \%$ |
| Total EOP Deposits | $\$$ | 804 | $\$$ | 843 | $\$$ | 852 | $\$$ | 878 | $\$$ | 863 | $(2 \%)$ | $7 \%$ |


| $\begin{gathered} 4 \mathrm{Q} \\ 2011 \end{gathered}$ |  | $\begin{gathered} 1 Q \\ 2012 \end{gathered}$ |  | $\begin{gathered} 2 \mathrm{Q} \\ 2012 \end{gathered}$ |  | $\begin{gathered} 3 Q \\ 2012 \end{gathered}$ |  | $\begin{gathered} 4 \mathrm{Q} \\ \\ \hline \end{gathered}$ |  | 4Q12 Increase (Decrease) from |  | $\begin{aligned} & \text { Full } \\ & \text { Year } \\ & 2011 \\ & \hline \end{aligned}$ |  | $\begin{aligned} & \text { Full } \\ & \text { Year } \\ & 2012 \\ & \hline \end{aligned}$ |  | $\begin{aligned} & \text { FY } 2012 \text { vs. } \\ & \text { FY } 2011 \text { Increase/ } \\ & \text { (Decrease) } \\ & \hline \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | 3Q12 | 4Q11 |  |  |  |  |  |  |  |  |  |  |  |
| \$ | 11,240 |  |  | \$ | 11,246 | \$ | 11,012 | \$ | 11,245 | \$ | 11,523 | 2\% | 3\% | \$ | 44,764 | \$ | 45,026 | 1\% |
|  | 4,846 |  | 7,286 |  | 6,706 |  | 6,396 |  | 5,592 | (13\%) | 15\% |  | 27,318 |  | 25,980 | (5\%) |
|  | 16,086 |  | 18,532 |  | 17,718 |  | 17,641 |  | 17,115 | (3\%) | 6\% |  | 72,082 |  | 71,006 | (1\%) |
|  | 2,596 |  | 2,221 |  | 2,247 |  | 2,172 |  | 2,094 | (4\%) | (19\%) |  | 11,462 |  | 8,734 | (24\%) |
|  | (852) |  | (577) |  | (741) |  | (671) |  | (188) | 72\% | 78\% |  | $(4,988)$ |  | $(2,177)$ | 56\% |
|  | 1,744 |  | 1,644 |  | 1,506 |  | 1,501 |  | 1,906 | 27\% | 9\% |  | 6,474 |  | 6,557 | 1\% |
|  | 46 |  | 58 |  | 49 |  | 65 |  | 64 | (2\%) | 39\% |  | 193 |  | 236 | 22\% |
|  | 47 |  | (12) |  | 26 |  | (25) |  | 51 | NM | 9\% |  | 92 |  | 40 | (57\%) |
|  | 1,837 |  | 1,690 |  | 1,581 |  | 1,541 |  | 2,021 | 31\% | 10\% |  | 6,759 |  | 6,833 | 1\% |
| 11,356 |  |  | 11,100 |  | 10,897 |  | 11,030 |  | 12,238 | 11\% | 8\% |  | 44,469 |  | 45,265 | 2\% |
| $\begin{array}{r} 2,893 \\ 581 \end{array}$ |  |  | 5,742 |  | 5,240 |  | 5,070 |  | 2,856 | (44\%) | (1\%) |  | 20,854 |  | 18,908 | (9\%) |
|  |  |  | 1,656 |  | 1,334 |  | 984 |  | 465 | (53\%) | (20\%) |  | 5,648 |  | 4,439 | (21\%) |
| 2,312 |  |  | 4,086 |  | 3,906 |  | 4,086 |  | 2,391 | (41\%) | 3\% |  | 15,206 |  | 14,469 | (5\%) |
|  | - |  | (5) |  | (1) |  | (31) |  | (112) | NM | - |  | 112 |  | (149) | NM |
| 41 |  |  | 124 |  | 39 |  | 25 |  | 28 | 12\% | (32\%) |  | 29 |  | 216 | NM |
| \$ | 2,271 | \$ | 3,957 | \$ | 3,866 | \$ | 4,030 | \$ | 2,251 | (44\%) | (1\%) | \$ | 15,289 |  | 14,104 | (8\%) |
| \$ | 1,649 | \$ | 1,735 | \$ | 1,725 | \$ | 1,760 | \$ | 1,709 | (3\%) | 4\% |  |  |  |  |  |
|  | 1,675 | \$ | 1,689 | \$ | 1,714 | \$ | 1,725 | \$ | 1,739 | 1\% | 4\% | \$ | 1,684 | \$ | 1,717 | 2\% |
|  | 0.54\% |  | 0.94\% |  | 0.91\% |  | 0.93\% |  | 0.51\% |  |  |  | 0.91\% |  | 0.82\% |  |
| \$ | 507 | \$ | 514 | \$ | 527 | \$ | 537 | \$ | 540 | 1\% | 7\% |  |  |  |  |  |
| \$ | 804 | \$ | 843 | \$ | 852 | \$ | 878 | \$ | 863 | (2\%) | 7\% |  |  |  |  |  |

Includes the results of operations of Corporate/Other for all periods presented
NM Not meaningfu
Reclassified to conform to the current period's presentation.

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 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 Taxe
Income Taxes
Income from Continuing Operations
Noncontrolling Interests
Net Income
Average Assets (in billions of dollars)
Return on Average Assets
Net Credit Losses as a \% of Average Loans

```
Revenue by Business
    Retail Banking
    Retail Ban
```

        Total
    Net Credit Losses by Busines
Retail Banking
Cards (1)
Total

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

## FX Translation Impact

Total Revenue - as Reported
Impact of FX Translation (2)
Total Revenues - Ex-FX (3)
Total Operating Expenses - as Reported
Impact of FX Translation (2)
Total Operating Expenses - Ex-FX (3)
Total Provisions for LLR \& PBC - as Reported
Impact of FX Translation (2)
Total Provisions for LLR \& PBC - Ex-FX (3)

| $\begin{gathered} 4 \mathrm{Q} \\ 2011 \end{gathered}$ |  | $\begin{gathered} 1 Q \\ 2012 \end{gathered}$ |  | $\begin{gathered} 2 \mathrm{Q} \\ 2012 \end{gathered}$ |  | $\begin{gathered} 3 Q \\ 2012 \end{gathered}$ |  | $\begin{gathered} 4 \mathrm{Q} \\ 2012 \end{gathered}$ |  | 4Q12 Increase (Decrease) from |  | Full <br> Year <br> 2011 |  | Full <br> Year <br> 2012 |  | FY 2012 vs. <br> FY 2011 Increase/ <br> (Decrease) |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | 3Q12 | 4Q11 |  |  |  |  |  |  |  |  |  |  |  |
| \$ | 7,425 |  |  | \$ | 7,373 | \$ | 7,197 | \$ | 7,395 | \$ | 7,503 | 1\% | 1\% | \$ | 29,683 | \$ | 29,468 | (1\%) |
|  | 2,460 |  | 2,641 |  | 2,574 |  | 2,785 |  | 2,746 | (1\%) | 12\% |  | 9,512 |  | 10,746 | 13\% |
|  | 9,885 |  | 10,014 |  | 9,771 |  | 10,180 |  | 10,249 | 1\% | 4\% |  | 39,195 |  | 40,214 | 3\% |
|  | 5,578 |  | 5,210 |  | 5,313 |  | 5,389 |  | 5,907 | 10\% | 6\% |  | 21,408 |  | 21,819 | 2\% |
|  | 2,423 |  | 2,278 |  | 2,124 |  | 2,030 |  | 2,020 |  | (17\%) |  | 10,840 |  | 8,452 | (22\%) |
|  | (713) |  | (734) |  | (728) |  | (522) |  | (147) | 72\% | 79\% |  | $(4,429)$ |  | $(2,131)$ | 52\% |
|  | - |  | (1) |  | - |  | 1 |  | - | (100\%) | - |  | 3 |  | - | (100\%) |
|  | 45 |  | 58 |  | 50 |  | 65 |  | 64 | (2\%) | 42\% |  | 192 |  | 237 | 23\% |
|  | 1,755 |  | 1,601 |  | 1,446 |  | 1,574 |  | 1,937 | 23\% | 10\% |  | 6,606 |  | 6,558 | (1\%) |
|  | 2,552 |  | 3,203 |  | 3,012 |  | 3,217 |  | 2,405 | (25\%) | (6\%) |  | 11,181 |  | 11,837 | 6\% |
|  | 832 |  | 1,015 |  | 1,022 |  | 1,053 |  | 643 | (39\%) | (23\%) |  | 3,509 |  | 3,733 | 6\% |
|  | 1,720 |  | 2,188 |  | 1,990 |  | 2,164 |  | 1,762 | (19\%) | 2\% |  | 7,672 |  | 8,104 | 6\% |
|  | (2) |  | 1 |  | (1) |  | 3 |  | - | (100\%) | 100\% |  | - |  | 3 | - |
| \$ | 1,722 | \$ | 2,187 | \$ | 1,991 | \$ | 2,161 | \$ | 1,762 | (18\%) | 2\% | \$ | 7,672 | \$ | 8,101 | 6\% |
| \$ | 380 | \$ | 384 | \$ | 381 | \$ | 388 | \$ | 394 | 2\% | 4\% | \$ | 376 | \$ | 387 | 3\% |
|  | 1.80\% |  | 2.29\% |  | 2.10\% |  | 2.22\% |  | 1.78\% |  |  |  | 2.04\% |  | 2.09\% |  |
|  | 3.44\% |  | 3.19\% |  | 3.02\% |  | 2.83\% |  | 2.77\% |  |  |  |  |  |  |  |
| \$ | 4,148 | \$ | 4,518 | \$ | 4,394 | \$ | 4,597 | \$ | 4,550 | (1\%) | 10\% | \$ | 16,398 | \$ | 18,059 | 10\% |
|  | 5,737 |  | 5,496 |  | 5,377 |  | 5,583 |  | 5,699 | 2\% | (1\%) |  | 22,797 |  | 22,155 | (3\%) |
| \$ | 9,885 | \$ | 10,014 | \$ | 9,771 | \$ | 10,180 | \$ | 10,249 | 1\% | 4\% | \$ | 39,195 | \$ | 40,214 | 3\% |
| \$ | 309 | \$ | 282 | \$ | 276 | \$ | 325 | \$ | 375 | 15\% | 21\% | \$ | 1,190 | \$ | 1,258 | 6\% |
|  | 2,114 |  | 1,996 |  | 1,848 |  | 1,705 |  | 1,645 | (4\%) | (22\%) |  | 9,650 |  | 7,194 | (25\%) |
| \$ | 2,423 | \$ | 2,278 | \$ | 2,124 | \$ | 2,030 | \$ | 2,020 | - | (17\%) | \$ | 10,840 | \$ | 8,452 | (22\%) |
| \$ | 585 | \$ | 812 | \$ | 788 | \$ |  | \$ | 597 | (24\%) | 2\% | \$ | 2,523 | \$ | 2,986 |  |
|  | 1,135 |  | 1,376 |  | 1,202 |  | 1,375 |  | 1,165 | (15\%) | 3\% |  | 5,149 |  | 5,118 | (1\%) |
| \$ | 1,720 | \$ | 2,188 | \$ | 1,990 | \$ | 2,164 | \$ | 1,762 | (19\%) | 2\% | \$ | 7,672 | \$ | 8,104 | 6\% |
| \$ | 9,885 | \$ | 10,014 | \$ | 9,771 | \$ | 10,180 | \$ | 10,249 | 1\% | 4\% | \$ | 39,195 | \$ | 40,214 | 3\% |
|  | 19 |  | (101) |  | 80 |  | 30 |  | - |  |  |  | (742) |  | - |  |
| \$ | 9,904 | \$ | 9,913 | \$ | 9,851 | \$ | 10,210 | \$ | 10,249 | - | 3\% | \$ | 38,488 | \$ | 40,214 | 4\% |
| \$ | 5,578 | \$ | 5,210 | \$ | 5,313 | \$ | 5,389 | \$ | 5,907 | 10\% | 6\% | \$ | 21,408 | \$ | 21,819 | 2\% |
|  | (12) |  | (67) |  | 36 |  | 14 |  | - |  |  |  | (494) |  | - |  |
| \$ | 5,566 | \$ | 5,143 | \$ | 5,349 | \$ | 5,403 | \$ | 5,907 | 9\% | 6\% | \$ | 20,897 | \$ | 21,819 | 4\% |
| \$ | 1,755 | \$ | 1,601 | \$ | 1,446 | \$ | 1,574 | \$ | 1,937 | 23\% | 10\% | \$ | 6,606 | \$ | 6,558 | (1\%) |
|  | (11) |  | (35) |  | 14 |  | 4 |  | - |  |  |  | (167) |  | - |  |
| \$ | 1,744 | \$ | 1,566 | \$ | 1,460 | \$ | 1,578 | \$ | 1,937 | 23\% | 11\% | \$ | 6,439 | \$ | 6,558 | 2\% |

(1) Includes both Citi-Branded Cards and Citi Retail Services
(2) Reflects the impact of foreign exchange (FX) translation into U.S. Dollars at the current exchange rate for all periods presented.
(3) Presentation of this metric excluding FX translation is a non-GAAP financial measure

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

## CITICORP

GLOBAL CONSUMER BANKING
Page 2

|  | $\begin{gathered} 4 \mathrm{Q} \\ 2011 \end{gathered}$ |  | $\begin{gathered} 1 Q \\ 2012 \\ \hline \end{gathered}$ |  | $\begin{gathered} 2 \mathrm{QQ} \\ 2012 \end{gathered}$ |  | $\begin{gathered} 3 \mathrm{Q} \\ 2012 \end{gathered}$ |  | $\begin{gathered} 4 \mathrm{Q} \\ 2012 \end{gathered}$ |  | 4Q12 Increase (Decrease) from |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  | 3Q12 | 4Q11 |  |  |  |  |  |  |
| Retail Banking Key Indicators (in billions of dollars, except as otherwise noted) |  |  |  |  |  |  |  |  |  |  |  |  |
| Branches (actual) |  | 4,204 |  |  |  | 4,150 |  | 4,080 |  | 4,069 |  | 4,008 | (1\%) | (5\%) |
| Accounts (in millions) |  | 62.3 |  | 64.1 |  | 65.2 |  | 65.3 |  | 65.0 | - | 4\% |
| Average Deposits | \$ | 313.2 | \$ | 318.6 | \$ | 317.5 | \$ | 324.1 | \$ | 327.9 | 1\% | 5\% |
| Investment Sales | \$ | 16.4 | \$ | 21.6 | \$ | 19.4 | \$ | 23.5 | \$ | 23.1 | (2\%) | 41\% |
| Investment AUMs | \$ | 131.2 | \$ | 143.1 | \$ | 139.6 | \$ | 149.9 | \$ | 153.6 | 2\% | 17\% |
| Average Loans | \$ | 131.4 | \$ | 139.3 | \$ | 138.5 | \$ | 141.1 | \$ | 144.6 | 2\% | 10\% |
| EOP Loans: |  |  |  |  |  |  |  |  |  |  |  |  |
| Real Estate Lending | \$ | 70.8 | \$ | 73.8 | \$ | 72.4 | \$ | 74.9 | \$ | 76.0 | 1\% | 7\% |
| Commercial Markets |  | 36.4 |  | 38.1 |  | 38.3 |  | 38.7 |  | 39.4 | 2\% | 8\% |
| Personal and Other |  | 26.8 |  | 28.1 |  | 28.3 |  | 29.6 |  | 30.4 | 3\% | 13\% |
| EOP Loans | \$ | 134.0 | \$ | 140.0 | \$ | 139.0 | \$ | 143.2 | \$ | 145.8 | 2\% | 9\% |
| Net Interest Revenue (in millions) (1) | \$ | 2,707 | \$ | 2,746 | \$ | 2,682 | \$ | 2,710 | \$ | 2,728 | 1\% | 1\% |
| As a \% of Average Loans |  | 8.17\% |  | 7.93\% |  | 7.79\% |  | 7.64\% |  | 7.51\% |  |  |
| Net Credit Losses (in millions) | \$ | 309 | \$ | 282 | \$ | 276 | \$ | 325 | \$ | 375 | 15\% | 21\% |
| As a \% of Average Loans |  | 0.93\% |  | 0.81\% |  | 0.80\% |  | 0.92\% |  | 1.03\% |  |  |
| Loans 90+ Days Past Due (in millions) (2) | \$ | 769 | \$ | 843 | \$ | 869 | \$ | 882 | \$ | 880 | - | 14\% |
| As a \% of EOP Loans |  | 0.58\% |  | 0.61\% |  | 0.63\% |  | 0.62\% |  | 0.61\% |  |  |
| Loans 30-89 Days Past Due (in millions) (2) | \$ | 1,040 | \$ | 1,032 | \$ | 1,049 | \$ | 1,154 | \$ | 1,112 | (4\%) | 7\% |
| As a \% of EOP Loans |  | 0.78\% |  | 0.74\% |  | 0.76\% |  | 0.81\% |  | 0.77\% |  |  |
| Cards Key Indicators (in millions of dollars, except as otherwise noted) |  |  |  |  |  |  |  |  |  |  |  |  |
| EOP Open Accounts |  | 137.6 |  | 135.0 |  | 134.1 |  | 133.8 |  | 133.8 | - | (3\%) |
| Purchase Sales | \$ | 95.2 | \$ | 85.4 | \$ | 90.5 | \$ | 90.0 | \$ | 97.3 | 8\% | 2\% |
| Average Loans (in billions) (3) | \$ | 148.4 | \$ | 148.3 | \$ | 144.1 | \$ | 144.5 | \$ | 145.2 | - | (2\%) |
| EOP Loans (in billions) (3) | \$ | 153.4 | \$ | 146.2 | \$ | 145.4 | \$ | 145.9 | \$ | 149.6 | 3\% | (2\%) |
| Average Yield (4) |  | 14.00\% |  | 14.04\% |  | 13.86\% |  | 13.87\% |  | 13.87\% |  |  |
| Net Interest Revenue (5) | \$ | 4,718 | \$ | 4,627 | \$ | 4,515 | \$ | 4,685 | \$ | 4,775 | 2\% | 1\% |
| As a \% of Average Loans (5) |  | 12.61\% |  | 12.55\% |  | 12.60\% |  | 12.90\% |  | 13.08\% |  |  |
| Net Credit Losses | \$ | 2,114 | \$ | 1,996 | \$ | 1,848 | \$ | 1,705 | \$ | 1,645 | (4\%) | (22\%) |
| As a \% of Average Loans |  | 5.65\% |  | 5.41\% |  | 5.16\% |  | 4.69\% |  | 4.51\% |  |  |
| Net Credit Margin (6) | \$ | 3,610 | \$ | 3,487 | \$ | 3,510 | \$ | 3,859 | \$ | 4,036 | 5\% | 12\% |
| As a \% of Average Loans (6) |  | 9.65\% |  | 9.46\% |  | 9.80\% |  | 10.62\% |  | 11.06\% |  |  |
| Loans 90+ Days Past Due | \$ | 2,637 | \$ | 2,499 | \$ | 2,221 | \$ | 2,142 | \$ | 2,202 | 3\% | (16\%) |
| As a \% of EOP Loans |  | 1.72\% |  | 1.71\% |  | 1.53\% |  | 1.47\% |  | 1.47\% |  |  |
| Loans 30-89 Days Past Due | \$ | 3,032 | \$ | 2,694 | \$ | 2,400 | \$ | 2,385 | \$ | 2,397 | 1\% | (21\%) |
| As a \% of EOP Loans |  | 1.98\% |  | 1.84\% |  | 1.65\% |  | 1.63\% |  | 1.60\% |  |  |

(1) Also includes net interest revenue related to the international regions' deposit balances in excess of the average loan portfolio.
(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 meaningful
Reclassified to conform to the current period's presentation

## CITICORP

global consumer banking
NORTH AMERICA
(In millions of dollars, except as otherwise noted)

Net Interest Revenue
Net Interest Revenue
Non-Interest Revenu
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
ncome from Continuing Operations before Taxes
Income Taxes (benefits)
Income from Continuing Operations
Noncontrolling Interests
Net Income
Average Assets (in billions of dollars)
Return on Average 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 Cards
Citi Retail Services
Total
ncome (loss) from Continuing Operations by Busines
Retail Banking
Citi-Branded Card
Citi Retail Services

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

| $\begin{gathered} 4 \mathrm{Q} \\ 2011 \end{gathered}$ |  | $\begin{gathered} 1 \mathrm{Q} \\ 2012 \end{gathered}$ |  | $\begin{gathered} 2 \mathrm{Q} \\ 2012 \end{gathered}$ |  | $\begin{gathered} 3 \mathrm{Q} \\ 2012 \end{gathered}$ |  | $\begin{gathered} 4 \mathrm{Q} \\ 2012 \end{gathered}$ |  | 4Q12 Increase (Decrease) from |  | $\begin{aligned} & \text { Full } \\ & \text { Year } \\ & 2011 \\ & \hline \end{aligned}$ |  | $\begin{aligned} & \text { Full } \\ & \text { Year } \\ & 2012 \\ & \hline \end{aligned}$ |  | FY 2012 vs.FY 2011 Increasel(Decrease) |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | 3Q12 | 4Q11 |  |  |  |  |  |  |  |  |  |  |  |
| \$ | 4,249 |  |  | \$ | 4,125 | \$ | 4,035 | \$ | 4,183 | \$ | 4,248 | 2\% | - | \$ | 16,915 | \$ | 16,591 | (2\%) |
|  | 918 |  | 1,073 |  | 1,100 |  | 1,219 |  | 1,098 | (10\%) | 20\% |  | 3,244 |  | 4,490 | 38\% |
|  | 5,167 |  | 5,198 |  | 5,135 |  | 5,402 |  | 5,346 | (1\%) | 3\% |  | 20,159 |  | 21,081 | 5\% |
|  | 2,672 |  | 2,341 |  | 2,451 |  | 2,465 |  | 2,676 | 9\% | - |  | 9,690 |  | 9,933 | 3\% |
|  | 1,739 |  | 1,629 |  | 1,511 |  | 1,351 |  | 1,265 | (6\%) | (27\%) |  | 8,101 |  | 5,756 | (29\%) |
|  | (785) |  | (841) |  | (814) |  | (519) |  | (215) | 59\% | 73\% |  | $(4,181)$ |  | $(2,389)$ | 43\% |
|  | 1 |  | - |  | - |  | 1 |  | - | (100\%) | (100\%) |  | (1) |  | 1 | NM |
|  | 13 |  | 14 |  | 19 |  | 19 |  | 18 | (5\%) | 38\% |  | 62 |  | 70 | 13\% |
|  | 968 |  | 802 |  | 716 |  | 852 |  | 1,068 | 25\% | 10\% |  | 3,981 |  | 3,438 | (14\%) |
|  | 1,527 |  | 2,055 |  | 1,968 |  | 2,085 |  | 1,602 | (23\%) | 5\% |  | 6,488 |  | 7,710 | 19\% |
|  | 583 |  | 738 |  | 772 |  | 785 |  | 600 | (24\%) | 3\% |  | 2,393 |  | 2,895 | 21\% |
|  | 944 |  | 1,317 |  | 1,196 |  | 1,300 |  | 1,002 | (23\%) | 6\% |  | 4,095 |  | 4,815 | 18\% |
|  | - |  | - |  | - |  | 1 |  | - | (100\%) | - |  | - |  | 1 | - |
| \$ | 944 | \$ | 1,317 | \$ | 1,196 | \$ | 1,299 | \$ | 1,002 | (23\%) | 6\% | \$ | 4,095 | \$ | 4,814 | 18\% |
| \$ | 4.60\% |  | 4.32\% |  | 4.07\% |  | 3.60\% |  | 3.35\% |  |  |  |  |  |  |  |
| \$ | 1,392 | \$ | 1,628 | \$ | 1,647 | \$ | 1,736 | \$ | 1,666 | (4\%) | 20\% | \$ | 5,113 | \$ | 6,677 | 31\% |
|  | 2,161 |  | 2,068 |  | 2,010 |  | 2,111 |  | 2,134 | 1\% | (1\%) |  | 8,730 |  | 8,323 | (5\%) |
|  | 1,614 |  | 1,502 |  | 1,478 |  | 1,555 |  | 1,546 | (1\%) | (4\%) |  | 6,316 |  | 6,081 | (4\%) |
| \$ | 5,167 | \$ | 5,198 | \$ | 5,135 | \$ | 5,402 | \$ | 5,346 | (1\%) | 3\% | \$ | 20,159 | \$ | 21,081 | 5\% |
| \$ | 70 | \$ | 62 | \$ | 62 | \$ | 72 | \$ | 51 | (29\%) | (27\%) | \$ | 302 | \$ | 247 | (18\%) |
|  | 986 |  | 902 |  | 840 |  | 745 |  | 700 | (6\%) | (29\%) |  | 4,668 |  | 3,187 | (32\%) |
|  | 683 |  | 665 |  | 609 |  | 534 |  | 514 | (4\%) | (25\%) |  | 3,131 |  | 2,322 | (26\%) |
| \$ | 1,739 | \$ | 1,629 | \$ | 1,511 | \$ | 1,351 | \$ | 1,265 | (6\%) | (27\%) | \$ | 8,101 | \$ | 5,756 | (29\%) |
| \$ | 164 | \$ | 331 | \$ | 335 | \$ | 340 | \$ | 231 | (32\%) | 41\% | \$ | 463 | \$ | 1,237 | NM |
|  | 501 |  | 607 |  | 428 |  | 571 |  | 474 | (17\%) | (5\%) |  | 2,151 |  | 2,080 | (3\%) |
|  | 279 |  | 379 |  | 433 |  | 389 |  | 297 | (24\%) | 6\% |  | 1,481 |  | 1,498 | 1\% |
| \$ | 944 | \$ | 1,317 | \$ | 1,196 | \$ | 1,300 | \$ | 1,002 | (23\%) | 6\% | \$ | 4,095 | \$ | 4,815 | 18\% |

(23\%)
$6 \%$
$18 \%$

## CITICORP

## global consumer banking

NORTH AMERICA
Page 2

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

| Branches (actual) | 1,016 | 1,020 | 1,015 | 1,017 | 999 | (2\%) | (2\%) |
| :--- | ---: | ---: | ---: | ---: | ---: | ---: | ---: |

Accounts (in millions)
nvestment Sales
investment AUMs

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)
Saleable Mortgage Rate Locks
Net Interest Revenue on Loans (in millions) As a \% of Avg. Loans
et Credit Losses (in millions)
As a \% of Avg. Loans
Loans 90+ Days Past Due (in millions) (1)
As a \% of EOP Loans
oans 30-89 Days Past Due (in millions) (1)
As a \% of EOP Loans

| 4Q | 1Q | 2Q | 3Q | 4Q | 4Q12 Increase (Decrease) from |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 2011 | 2012 | 2012 | 2012 | 2012 | 3Q12 | 4Q11 |


| 12.7 | 12.5 | 12.5 | 12.5 | 12.4 |
| :--- | :--- | :--- | :--- | :--- |

$\begin{array}{lrrrrrrrr} & \$ & 2.2 & \$ & 2.4 & \$ & 2.4 & \$ & 2.8 \\ & 2.4 & \$ & 3.5 & & 2.9\end{array}$
$\begin{array}{llllllllll}\$ & 147.0 & \$ & 149.2 & \$ & 151.4 & \$ & 154.3 & \$ & 159.7\end{array}$
159.7
42.2

3\%
$2 \%$

| \$ | 31.4 | \$ | 32.6 | \$ | 32.6 | \$ | 33.0 | \$ | 33.7 | 2\% | 7\% |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 6.4 |  | 6.9 |  | 7.2 |  | 7.4 |  | 7.9 | 7\% | 23\% |
|  | 1.1 |  | 1.1 |  | 1.1 |  | 1.1 |  | 1.1 | - | - |
| \$ | 38.9 | \$ | 40.6 | \$ | 40.9 | \$ | 41.5 | \$ | 42.7 | 3\% | 10\% |
| \$ | 21.1 | \$ | 14.3 | \$ | 12.9 | \$ | 14.5 | \$ | 16.8 | 16\% | (20\%) |
| \$ | 197.9 | \$ | 196.7 | \$ | 190.8 | \$ | 184.9 | \$ | 177.2 | (4\%) | (10\%) |
| \$ | 295.0 | \$ | 532.6 | \$ | 637.0 | \$ | 684.2 | \$ | 614.5 | (10\%) | NM |
| \$ | 16.2 | \$ | 12.1 | \$ | 11.5 | \$ | 15.8 | \$ | 12.7 | (20\%) | (22\%) |
| \$ | 181 | \$ | 193 | \$ | 200 | \$ | 221 | \$ | 240 | 9\% | 33\% |
|  | 1.93\% |  | 1.92\% |  | 1.96\% |  | 2.13\% |  | 2.26\% |  |  |
| \$ | 70 | \$ | 62 | \$ | 62 | \$ | 72 | \$ | 51 | (29\%) | (27\%) |
|  | 0.74\% |  | 0.62\% |  | 0.61\% |  | 0.69\% |  | 0.48\% |  |  |
| \$ | 235 | \$ | 260 | \$ | 294 | \$ | 291 | \$ | 280 | (4\%) | 19\% |
|  | 0.63\% |  | 0.66\% |  | 0.74\% |  | 0.72\% |  | 0.68\% |  |  |
| \$ | 213 | \$ | 183 | \$ | 215 | \$ | 230 | \$ | 223 | (3\%) | 5\% |
|  | 0.57\% |  | 0.47\% |  | 0.54\% |  | 0.57\% |  | 0.54\% |  |  |

CItl
(2\%) (2\%) (1\%) (2\%)
(1\%)
(2\%)
$32 \%$ $32 \%$
$9 \%$

13\%
$7 \%$
$23 \%$
$10 \%$
$10 \%)$

22\%)
(27\%)
$19 \%$
$5 \%$
(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 $\$ 611$ mlllion and ( $\$ 1.3$ billion), $\$ 718$ mlllion and ( $\$ 1.3$ billion), $\$ 748$ million and ( $\$ 1.2$ billion), $\$ 738$ million and ( $\$ 1.2$ billion) and $\$ 742$ million and ( $\$ 1.4$ billion) as of December 31, 2011, March 31, 2012, June 30, 2012, September 30, 2012 and December 31, 2012, respectively.
The amounts excluded for Loans 30-89 Days Past Due and (EOP Loans) were $\$ 121$ million and ( $\$ 1.3$ billion), $\$ 121$ million and ( $\$ 1.3$ The amounts excluded for Loans 30-89 Days Past Due and (EOP Loans) were $\$ 121$ million and ( $\$ 1.3$ billion), $\$ 121$ million and ( $\$ 1.3$ March 31, 2012, June 30, 2012, September 30, 2012 and December 31, 2012, respectively.

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

## CITICORP

gLobal Consumer banking
NORTH AMERICA
Page 3
$\qquad$
$\qquad$
Citi-Branded Cards Key Indicators (in millions of dollars, except as otherwise noted) (1)

| EOP Open Accounts |  | 22.6 |  | 22.7 |  | 22.9 |  | 23.1 |  | 23.2 | - | 3\% |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Purchase Sales (in billions) | \$ | 42.1 | \$ | 38.2 | \$ | 40.8 | \$ | 40.3 | \$ | 41.6 | 3\% | (1\%) |
| Average Loans (in billions) (1) | \$ | 74.4 | \$ | 73.5 | \$ | 71.7 | \$ | 71.5 | \$ | 71.1 | (1\%) | (4\%) |
| EOP Loans (in billions) (1) | \$ | 77.2 | \$ | 72.7 | \$ | 72.7 | \$ | 72.2 | \$ | 72.9 | 1\% | (6\%) |
| Average Yield (2) |  | 10.13\% |  | 10.19\% |  | 9.96\% |  | 9.94\% |  | 10.02\% |  |  |
| Net Interest Revenue (3) | \$ | 1,731 | \$ | 1,692 | \$ | 1,631 | \$ | 1,688 | \$ | 1,709 | 1\% | (1\%) |
| As a \% of Avg. Loans (3) |  | 9.23\% |  | 9.26\% |  | 9.15\% |  | 9.39\% |  | 9.56\% |  |  |
| Net Credit Losses | \$ | 986 | \$ | 902 | \$ | 840 | \$ | 745 | \$ | 700 | (6\%) | (29\%) |
| As a \% of Average Loans |  | 5.26\% |  | 4.94\% |  | 4.71\% |  | 4.15\% |  | 3.92\% |  |  |
| Net Credit Margin (4) | \$ | 1,170 | \$ | 1,163 | \$ | 1,164 | \$ | 1,358 | \$ | 1,426 | 5\% | 22\% |
| As a \% of Avg. Loans (4) |  | 6.24\% |  | 6.36\% |  | 6.53\% |  | 7.56\% |  | 7.98\% |  |  |
| Loans 90+ Days Past Due | \$ | 1,016 | \$ | 982 | \$ | 830 | \$ | 760 | \$ | 786 | 3\% | (23\%) |
| As a \% of EOP Loans |  | 1.32\% |  | 1.35\% |  | 1.14\% |  | 1.05\% |  | 1.08\% |  |  |
| Loans 30-89 Days Past Due | \$ | 1,078 | \$ | 887 | \$ | 744 | \$ | 744 | \$ | 771 | 4\% | (28\%) |
| As a \% of EOP Loans |  | 1.40\% |  | 1.22\% |  | 1.02\% |  | 1.03\% |  | 1.06\% |  |  |
| Citi Retail Services Key Indicators (in millions of dollars, except as otherwise noted) (1) |  |  |  |  |  |  |  |  |  |  |  |  |
| EOP Open Accounts |  | 83.6 |  | 80.9 |  | 79.9 |  | 79.3 |  | 78.9 | (1\%) | (6\%) |
| Purchase Sales (in billions) | \$ | 20.5 | \$ | 15.5 | \$ | 18.1 | \$ | 17.5 | \$ | 20.4 | 17\% | - |
| Average Loans (in billions) (1) | \$ | 38.3 | \$ | 37.6 | \$ | 36.5 | \$ | 36.5 | \$ | 37.0 | 1\% | (3\%) |
| EOP Loans (in billions) (1) | \$ | 39.9 | \$ | 36.7 | \$ | 36.6 | \$ | 36.6 | \$ | 38.6 | 5\% | (3\%) |
| Average Yield (2) |  | 18.02\% |  | 18.19\% |  | 18.14\% |  | 18.26\% |  | 18.04\% |  |  |
| Net Interest Revenue (3) | \$ | 1,638 | \$ | 1,577 | \$ | 1,557 | \$ | 1,647 | \$ | 1,673 | 2\% | 2\% |
| As a \% of Avg. Loans (3) |  | 16.97\% |  | 16.87\% |  | 17.16\% |  | 17.95\% |  | 17.99\% |  |  |
| Net Credit Losses | \$ | 683 | \$ | 665 | \$ | 609 | \$ | 534 | \$ | 514 | (4\%) | (25\%) |
| As a \% of Average Loans |  | 7.08\% |  | 7.11\% |  | 6.71\% |  | 5.82\% |  | 5.53\% |  |  |
| Net Credit Margin (4) | \$ | 923 | \$ | 827 | \$ | 856 | \$ | 1,010 | \$ | 1,022 | 1\% | 11\% |
| As a \% of Avg. Loans (4) |  | 9.56\% |  | 8.85\% |  | 9.43\% |  | 11.01\% |  | 10.99\% |  |  |
| Loans 90+ Days Past Due | \$ | 951 | \$ | 845 | \$ | 721 | \$ | 716 | \$ | 721 | 1\% | (24\%) |
| As a \% of EOP Loans |  | 2.38\% |  | 2.30\% |  | 1.97\% |  | 1.96\% |  | 1.87\% |  |  |
| Loans 30-89 Days Past Due | \$ | 1,175 | \$ | 995 | \$ | 852 | \$ | 823 | \$ | 789 | (4\%) | (33\%) |
| As a \% of EOP Loans |  | 2.94\% |  | 2.71\% |  | 2.33\% |  | 2.25\% |  | 2.04\% |  |  |

(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 Expens
Total Operating Expenses
Net Credit Losses
Credit Reserve Build / (Release)
Provision for Unfunded Lending Commitment
Provision for Benefits \& Claims
Provision for Loan Losses and for Benefits and Claims (LLR \& PBC)
Income (loss) from Continuing Operations before Taxes
Income Taxes (benefits)
Income from Continuing Operations
Noncontrolling Interests
Net Income
Average Assets (in billions of dollars)
Return on Average Assets
Net Credit Losses as a \% of Average Loans
Revenue by Business
Retail Banking
Citi-Branded
Total
Net Credit Losses by Busines
Retail Banking
iti-Branded Cand
Total
Income (loss) from Continuing Operations by Business
Retail Banking
Citi-Branded Cards
Total

## FX Translation Impact

Total Revenue - as Reported
Impact of FX Translation (1)
Total Revenues - Ex-FX (2)
Total Operating Expenses - as Reported
Impact of FX Translation (1)
Total Operating Expenses - Ex-FX (2)
Provisions for LLR \& PBC - as Reported
Impact of FX Translation (1)
Provisions for LLR \& PBC - Ex-FX (2)

| $\begin{array}{r} 4 \mathrm{Q} \\ 2011 \\ \hline \end{array}$ |  | $\begin{gathered} 1 Q \\ 2012 \end{gathered}$ |  | $\begin{gathered} 2 \mathrm{Q} \\ 2012 \end{gathered}$ |  | $\begin{gathered} 3 \mathrm{Q} \\ 2012 \end{gathered}$ |  | $\begin{gathered} 4 \mathrm{Q} \\ 2012 \end{gathered}$ |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| \$ | 224 | \$ | 262 | \$ | 256 | \$ | 257 | \$ | 265 |
|  | 124 |  | 116 |  | 110 |  | 124 |  | 126 |
|  | 348 |  | 378 |  | 366 |  | 381 |  | 391 |
|  | 326 |  | 359 |  | 338 |  | 335 |  | 402 |
|  | 28 |  | 29 |  | 14 |  | 29 |  | 33 |
|  | 3 |  | (5) |  | (13) |  | 2 |  | 11 |
|  | (1) |  | (1) |  | - |  | - |  | - |
|  | - |  | - |  | - |  |  |  |  |
|  | 30 |  | 23 |  | 1 |  | 31 |  | 44 |
|  | (8) |  | (4) |  | 27 |  | 15 |  | (55) |
|  | (4) |  | 3 |  | 10 |  | 5 |  | (17) |
|  | (4) |  | (7) |  | 17 |  | 10 |  | (38) |
|  | (3) |  | 1 |  | 1 |  | 2 |  |  |
| \$ | (1) | \$ | (8) | \$ | 16 | \$ | 8 | \$ | (38) |
| \$ | $\begin{gathered} 10 \\ (0.04 \%) \end{gathered}$ | \$ | $\begin{gathered} 9 \\ (0.36 \%) \end{gathered}$ | \$ | $\begin{array}{r} 9 \\ 0.72 \% \end{array}$ | \$ | $\begin{array}{r} 9 \\ 0.35 \% \end{array}$ | \$ | $\begin{array}{r} 10 \\ (1.51 \%) \end{array}$ |
|  | 1.59\% |  | 1.62\% |  | 0.75\% |  | 1.54\% |  | 1.66\% |
| \$ | 199 | \$ | 222 | \$ | 214 | \$ | 223 | \$ | 230 |
|  | 149 |  | 156 |  | 152 |  | 158 |  | 161 |
| \$ | 348 | \$ | 378 | \$ | 366 | \$ | 381 | \$ | 391 |
| \$ | 12 | \$ | 12 | \$ | 7 | \$ | 12 | \$ | 15 |
|  | 16 |  | 17 |  | 7 |  | 17 |  | 18 |
| \$ | 28 | \$ | 29 | \$ | 14 | \$ | 29 | \$ | 33 |


| 4Q12 Increase (Decrease) from |  | $\begin{aligned} & \text { Full } \\ & \text { Year } \\ & 2011 \\ & \hline \end{aligned}$ |  | Full <br> Year <br> 2012 |  | FY 2012 vs. <br> FY 2011 Increase/ <br> (Decrease) |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 3Q12 | 4Q11 |  |  |  |  |  |
| 3\% | 18\% | \$ | 947 | \$ | 1,040 | 10\% |
| 2\% | 2\% |  | 611 |  | 476 | (22\%) |
| 3\% | 12\% |  | 1,558 |  | 1,516 | (3\%) |
| 20\% | 23\% |  | 1,343 |  | 1,434 | 7\% |
| 14\% | 18\% |  | 172 |  | 105 | (39\%) |
| NM | NM |  | (118) |  | (5) | 96\% |
| - | 100\% |  | 4 |  | (1) | NM |
| - | - |  | - |  | - | - |
| 42\% | 47\% |  | 58 |  | 99 | 71\% |
| NM | NM |  | 157 |  | (17) | NM |
| NM | NM |  | 62 |  | 1 | (98\%) |
| NM | NM |  | 95 |  | (18) | NM |
| (100\%) | 100\% |  | - |  | 4 | - |
| NM | NM | \$ | 95 | \$ | (22) | NM |
| 11\% | - | \$ | 10 | \$ | 9 | (10\%) |
|  |  |  | 0.95\% |  | (0.24\%) |  |


| $\begin{aligned} & \text { 3\% } \\ & 2 \% \end{aligned}$ | $\begin{gathered} 16 \% \\ 8 \% \end{gathered}$ | \$ | $\begin{array}{r} 890 \\ 668 \\ \hline \end{array}$ | \$ | $\begin{aligned} & 889 \\ & 627 \\ & \hline \end{aligned}$ | $\begin{gathered} 0 \% \\ (6 \%) \end{gathered}$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 3\% | 12\% | \$ | 1,558 | \$ | 1,516 | (3\%) |
| $\begin{gathered} 25 \% \\ 6 \% \end{gathered}$ | $\begin{aligned} & 25 \% \\ & 13 \% \end{aligned}$ | \$ | $\begin{aligned} & 87 \\ & 85 \\ & \hline \end{aligned}$ | \$ | $\begin{aligned} & 46 \\ & 59 \\ & \hline \end{aligned}$ | $\begin{aligned} & (47 \%) \\ & (31 \%) \end{aligned}$ |
| 14\% | 18\% | \$ | 172 | \$ | 105 | (39\%) |
| $\begin{gathered} \text { NM } \\ (86 \%) \end{gathered}$ | $\begin{gathered} \text { NM } \\ (79 \%) \end{gathered}$ | \$ | $\begin{aligned} & (37) \\ & 132 \\ & \hline \end{aligned}$ | \$ | $\begin{gathered} (81) \\ 63 \\ \hline \end{gathered}$ | $\begin{gathered} \text { NM } \\ (52 \%) \end{gathered}$ |
| NM | NM | \$ | 95 | \$ | (18) | NM |
| 3\% | 12\% | \$ | 1,558 | \$ | 1,516 | (3\%) |
|  |  |  | (75) |  | - |  |
| 1\% | 11\% | \$ | 1,483 | \$ | 1,516 | 2\% |
| 20\% | 23\% | \$ | 1,343 | \$ | 1,434 | 7\% |
|  |  |  | (66) |  | - |  |
| 18\% | 22\% | \$ | 1,277 | \$ | 1,434 | 12\% |
| 42\% | 47\% | \$ | 58 | \$ | 99 | 71\% |
|  |  |  | (2) |  | - |  |
| 38\% | 47\% | \$ | 56 | \$ | 99 | 77\% |

(1) Reflects the impact of foreign exchange (FX) translation into U.S. Dollars at the current exchange rate for all periods presented.
(2) Presentation of this metric excluding FX translation is a non-GAAP financial measure.

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

## CITICORP

GLOBAL CONSUMER BANKING
EMEA - PAGE 2

| 4Q | 1Q | 2Q | 3Q | 4Q | 4Q12 Increase (Decrease) from |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 2011 | 2012 | 2012 | 2012 | 2012 | 3Q12 | 4Q11 |

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

| Branches (actual) |  | 296 |  | 286 |  | 240 |  | 234 |  | 228 | (3\%) | (23\%) |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Accounts (in millions) |  | 4.0 |  | 4.0 |  | 4.0 |  | 3.9 |  | 3.9 | - | (3\%) |
| Average Deposits | \$ | 12.0 | \$ | 12.5 | \$ | 12.4 | \$ | 12.7 | \$ | 12.7 | - | 6\% |
| Investment Sales | \$ | 0.8 | \$ | 1.0 | \$ | 0.8 | \$ | 1.1 | \$ | 1.3 | 18\% | 63\% |
| Investment AUMs | \$ | 4.7 | \$ | 5.3 | \$ | 5.0 | \$ | 5.4 | \$ | 5.8 | 7\% | 23\% |
| Average Loans | \$ | 4.3 | \$ | 4.4 | \$ | 4.7 | \$ | 4.7 | \$ | 5.0 | 6\% | 16\% |
| EOP Loans: |  |  |  |  |  |  |  |  |  |  |  |  |
| Real Estate Lending | \$ | 0.2 | \$ | 0.2 | \$ | 0.2 | \$ | 0.3 | \$ | 0.3 | - | 50\% |
| Commercial Markets |  | 1.7 |  | 1.8 |  | 1.9 |  | 2.1 |  | 2.1 | - | 24\% |
| Personal and Other |  | 2.3 |  | 2.5 |  | 2.5 |  | 2.5 |  | 2.7 | 8\% | 17\% |
| Total EOP Loans | \$ | 4.2 | \$ | 4.5 | \$ | 4.6 | \$ | 4.9 | \$ | 5.1 | 4\% | 21\% |
| Net Interest Revenue (in millions) (1) | \$ | 117 | \$ | 145 | \$ | 143 | \$ | 143 | \$ | 145 | 1\% | 24\% |
| As a \% of Average Loans (1) |  | 10.79\% |  | 13.25\% |  | 12.24\% |  | 12.10\% |  | 11.54\% |  |  |
| Net Credit Losses (in millions) | \$ | 12 | \$ | 12 | \$ | 7 | \$ | 12 | \$ | 15 | 25\% | 25\% |
| As a \% of Average Loans |  | 1.11\% |  | 1.10\% |  | 0.60\% |  | 1.02\% |  | 1.19\% |  |  |
| Loans 90+ Days Past Due (in millions) | \$ | 59 | \$ | 62 | \$ | 49 | \$ | 50 | \$ | 48 | (4\%) | (19\%) |
| As a \% of EOP Loans |  | 1.40\% |  | 1.38\% |  | 1.07\% |  | 1.02\% |  | 0.94\% |  |  |
| Loans 30-89 Days Past Due (in millions) | \$ | 94 | \$ | 92 | \$ | 78 | \$ | 79 | \$ | 77 | (3\%) | (18\%) |
| As a \% of EOP Loans |  | 2.24\% |  | 2.04\% |  | 1.70\% |  | 1.61\% |  | 1.51\% |  |  |
| Citi-Branded Cards Key Indicators (in billions of dollars, except as otherwise noted) |  |  |  |  |  |  |  |  |  |  |  |  |
| EOP Open Accounts (in millions) |  | 2.6 |  | 2.6 |  | 2.6 |  | 2.5 |  | 2.8 | 12\% | 8\% |
| Purchase Sales | \$ | 2.7 | \$ | 2.7 | \$ | 2.8 | \$ | 2.8 | \$ | 3.1 | 11\% | 15\% |
| Average Loans (2) | \$ | 2.7 | \$ | 2.8 | \$ | 2.8 | \$ | 2.8 | \$ | 2.9 | 4\% | 7\% |
| EOP Loans (2) | \$ | 2.7 | \$ | 2.9 | \$ | 2.8 | \$ | 2.9 | \$ | 2.9 | - | 7\% |
| Average Yield (3) |  | 19.81\% |  | 19.71\% |  | 19.17\% |  | 19.24\% |  | 19.10\% | - |  |
| Net Interest Revenue (in millions) (4) | \$ | 107 | \$ | 117 | \$ | 113 | \$ | 114 | \$ | 120 | 5\% | 12\% |
| As a \% of Avg. Loans (4) |  | 15.72\% |  | 16.81\% |  | 16.23\% |  | 16.20\% |  | 16.46\% |  |  |
| Net Credit Losses (in millions) | \$ | 16 | \$ | 17 | \$ | 7 | \$ | 17 | \$ | 18 | 6\% | 13\% |
| As a \% of Average Loans |  | 2.35\% |  | 2.44\% |  | 1.01\% |  | 2.42\% |  | 2.47\% |  |  |
| Net Credit Margin (in millions) (5) | \$ | 133 | \$ | 139 | \$ | 145 | \$ | 141 | \$ | 143 | 1\% | 8\% |
| As a \% of Avg. Loans (5) |  | 19.54\% |  | 19.97\% |  | 20.83\% |  | 20.03\% |  | 19.62\% |  |  |
| Loans 90+ Days Past Due (in millions) | \$ | 44 | \$ | 43 | \$ | 43 | \$ | 45 | \$ | 48 | 7\% | 9\% |
| As a \% of EOP Loans |  | 1.63\% |  | 1.48\% |  | 1.54\% |  | 1.55\% |  | 1.66\% |  |  |
| Loans 30-89 Days Past Due (in millions) | \$ | 59 | \$ | 65 | \$ | 61 | \$ | 68 | \$ | 63 | (7\%) | 7\% |
| As a \% of EOP Loans |  | 2.19\% |  | 2.24\% |  | 2.18\% |  | 2.34\% |  | 2.17\% |  |  |

(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 credit margin is total revenues, net of interest expense, less net credit losses and policy benefits and claims.

Reclassified to conform to the current period's presentation

## 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 (LLR \& PBC)
ncome from Continuing Operations before Taxes
come Taxes
ncome from Continuing Operation
Noncontrolling Interests
Net Income
Average Assets (in billions of dollars)
Return on Average 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 Card
Total

Income (loss) from Continuing Operations by Busines Retail Banking
Citi-Branded Card
Total
EX Translation Impact:
Total Revenue - as Reported
Impact of FX Translation (1)
Total Revenues - Ex-FX (2)
Total Operating Expenses - as Reported
Impact of FX Translation (1)
Total Operating Expenses - Ex-FX (2)
Provisions for LLR \& PBC - as Reported
mpact of FX Translation (1)
Provisions for LLR \& PBC - Ex-FX (2)

| $\begin{gathered} 4 \mathrm{Q} \\ 2011 \end{gathered}$ |  | $\begin{gathered} 1 Q \\ 2012 \end{gathered}$ |  | $\begin{gathered} 2 \mathrm{Q} \\ 2012 \end{gathered}$ |  | $\begin{gathered} 3 Q \\ 2012 \end{gathered}$ |  | $\begin{gathered} 4 \mathrm{Q} \\ 2012 \end{gathered}$ |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| \$ | $\begin{array}{r} 1,620 \\ 730 \end{array}$ | \$ | $\begin{array}{r} 1,659 \\ 782 \end{array}$ | \$ | $\begin{array}{r} 1,624 \\ 698 \end{array}$ | \$ | $\begin{array}{r} 1,687 \\ 732 \end{array}$ | \$ | $\begin{array}{r} 1,725 \\ 795 \end{array}$ |
|  | 2,350 |  | 2,441 |  | 2,322 |  | 2,419 |  | 2,520 |
|  | 1,408 |  | 1,364 |  | 1,363 |  | 1,387 |  | 1,588 |
|  | 446 |  | 430 |  | 400 |  | 433 |  | 487 |
|  | 38 |  | 113 |  | 120 |  | 29 |  | 37 |
|  | - |  | - |  | - |  | - |  |  |
|  | 32 |  | 44 |  | 31 |  | 46 |  | 46 |
|  | 516 |  | 587 |  | 551 |  | 508 |  | 570 |
|  | 426 |  | 490 |  | 408 |  | 524 |  | 362 |
|  | 56 |  | 115 |  | 79 |  | 119 |  | (39) |
|  | 370 |  | 375 |  | 329 |  | 405 |  | 401 |
|  | 1 |  | - |  | (2) |  | - |  | - |
| \$ | 369 | \$ | 375 | \$ | 331 | \$ | 405 | \$ | 401 |
| \$ | 78 | \$ | 81 | \$ | 78 | \$ | 79 | \$ | 81 |
|  | 1.88\% |  | 1.86\% |  | 1.71\% |  | 2.04\% |  | 1.97\% |
|  | 4.87\% |  | 4.31\% |  | 4.15\% |  | 4.25\% |  | 4.61\% |


| \$ | 1,343 | \$ | 1,448 | \$ | 1,378 | \$ | 1,452 | \$ | 1,488 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 1,007 |  | 1993 |  | 944 |  | 967 |  | 1,032 |
| \$ | 2,350 | \$ | 2,441 | \$ | 2,322 | \$ | 2,419 | \$ | 2520 |


| \$ | $\begin{aligned} & 142 \\ & 304 \end{aligned}$ | \$ | $\begin{aligned} & 143 \\ & 287 \\ & \hline \end{aligned}$ | \$ | $\begin{aligned} & 135 \\ & 265 \\ & \hline \end{aligned}$ | \$ | $\begin{aligned} & 160 \\ & 273 \\ & \hline \end{aligned}$ | \$ | $\begin{aligned} & 210 \\ & 277 \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| \$ | 446 | \$ | 430 | \$ | 400 | \$ | 433 | \$ | 487 |



(31\%)
(1\%)
(1\%)
$3 \%$

| \$ | 2,350 | \$ | 2,441 | \$ | 2,322 | \$ | 2,419 | \$ | 2,520 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | (5) |  | (92) |  | 37 |  | 8 |  | - |
| \$ | 2,345 | \$ | 2,349 | \$ | 2,359 | \$ | 2,427 | \$ | 2,520 |
| \$ | 1,408 | \$ | 1,364 | \$ | 1,363 | \$ | 1,387 | \$ | 1,588 |
|  | (20) |  | (57) |  | 13 |  | 3 |  | - |
| \$ | 1,388 | \$ | 1,307 | \$ | 1,376 | \$ | 1,390 | \$ | 1,588 |
| \$ | 516 | \$ | 587 | \$ | 551 | \$ | 508 | \$ | 570 |
|  | (18) |  | (38) |  | 4 |  | 1 |  | - |
| \$ | 498 | \$ | 549 | \$ | 555 | \$ | 509 | \$ | 570 |


$\qquad$ Full
Year

2011 \begin{tabular}{l}
Full <br>
Year <br>
2011 <br>
\hline

 

\& \multicolumn{1}{c}{2012} <br>
\& \$,456 \& \$,695
\end{tabular}


2\% 6\%
$6 \%$
$9 \%$
$7 \%$
$13 \%$ $14 \%$

FY 2012 vs.
FY 2011 Increase/ FY 2011 Increase)
(Decrease) $4 \%$ $4 \%$ $2 \%$
$(1 \%)$ (1\%) 4\% $\begin{array}{cc}- \\ - & 44 \%\end{array}$




| $1 \%$ | $48 \%$ <br> $9 \%$ |
| :--- | :--- |


| \$ | $\begin{array}{r} 475 \\ 1,209 \\ \hline \end{array}$ | \$ | $\begin{array}{r} 648 \\ 1,102 \\ \hline \end{array}$ |
| :---: | :---: | :---: | :---: |
| \$ | 1,684 | \$ | 1,750 |


| \$ | $\begin{aligned} & 902 \\ & 676 \end{aligned}$ | \$ | $\begin{aligned} & 861 \\ & 649 \\ & \hline \end{aligned}$ |
| :---: | :---: | :---: | :---: |
| \$ | 1,578 | \$ | 1.510 |


|  | 9,469 <br> $(569)$ |  | $\$$ | 9,702 |
| :--- | ---: | :--- | :--- | ---: |
|  |  | - |  |  |

(1) Reflects the impact of foreign exchange (FX) translation into U.S. Dollars at the current exchange rate for all periods presented
(2) Presentation of this metric excluding FX translation is a non-GAAP financial measure.

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

## CITICORP <br> REGIONAL CONSUMER BANKING <br> LATIN AMERICA - PAGE 2

|  | $\begin{gathered} 4 \mathrm{Q} \\ 2011 \end{gathered}$ |  | $\begin{gathered} 1 Q \\ 2012 \end{gathered}$ |  | $\begin{gathered} 2 \mathrm{Q} \\ 2012 \end{gathered}$ |  | $\begin{gathered} 3 Q \\ 2012 \end{gathered}$ |  | $\begin{gathered} 4 \mathrm{Q} \\ 2012 \end{gathered}$ |  | 4Q12 Increase (Decrease) from |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  | 3Q12 | 4Q11 |  |  |  |  |  |  |
| Retail Banking Key Indicators (in billions of dollars, except as otherwise noted) |  |  |  |  |  |  |  |  |  |  |  |  |
| Branches (actual) |  | 2,221 |  |  |  | 2,201 |  | 2,198 |  | 2,200 |  | 2,181 | (1\%) | (2\%) |
| Accounts (in millions) |  | 29.2 |  | 31.1 |  | 31.9 |  | 32.1 |  | 31.8 | (1\%) | 9\% |
| Average Deposits | \$ | 44.4 | \$ | 46.0 | \$ | 44.0 | \$ | 44.6 | \$ | 45.4 | 2\% | 2\% |
| Investment Sales | \$ | 7.4 | \$ | 9.8 | \$ | 9.2 | \$ | 10.4 | \$ | 9.9 | (5\%) | 34\% |
| Investment AUMs | \$ | 51.9 | \$ | 58.8 | \$ | 58.3 | \$ | 64.8 | \$ | 65.9 | 2\% | 27\% |
| Average Loans | \$ | 22.7 | \$ | 25.7 | \$ | 25.2 | \$ | 26.6 | \$ | 27.7 | 4\% | 22\% |
| EOP Loans: |  |  |  |  |  |  |  |  |  |  |  |  |
| Real Estate Lending | \$ | 4.4 | \$ | 5.1 | \$ | 4.9 | \$ | 5.3 | \$ | 5.4 | 2\% | 23\% |
| Commercial Markets |  | 10.9 |  | 11.7 |  | 11.6 |  | 12.3 |  | 12.8 | 4\% | 17\% |
| Personal and Other |  | 8.3 |  | 9.3 |  | 9.4 |  | 9.9 |  | 10.1 | 2\% | 22\% |
| Total EOP Loans | \$ | 23.6 | \$ | 26.1 | \$ | 25.9 | \$ | 27.5 | \$ | 28.3 | 3\% | 20\% |
| Net Interest Revenue (in millions) (1) | \$ | 890 | \$ | 938 | \$ | 917 | \$ | 958 | \$ | 971 | 1\% | 9\% |
| As a \% of Average Loans (1) |  | 15.55\% |  | 14.68\% |  | 14.64\% |  | 14.33\% |  | 13.95\% |  |  |
| Net Credit Losses (in millions) | \$ | 142 | \$ | 143 | \$ | 135 | \$ | 160 | \$ | 210 | 31\% | 48\% |
| As a \% of Average Loans |  | 2.48\% |  | 2.24\% |  | 2.15\% |  | 2.39\% |  | 3.02\% |  |  |
| Loans 90+ Days Past Due (in millions) | \$ | 253 | \$ | 276 | \$ | 285 | \$ | 322 | \$ | 324 | 1\% | 28\% |
| As a \% of EOP Loans |  | 1.07\% |  | 1.06\% |  | 1.10\% |  | 1.17\% |  | 1.14\% |  |  |
| Loans 30-89 Days Past Due (in millions) | \$ | 289 | \$ | 323 | \$ | 316 | \$ | 412 | \$ | 353 | (14\%) | 22\% |
| As a \% of EOP Loans |  | 1.22\% |  | 1.24\% |  | 1.22\% |  | 1.50\% |  | 1.25\% |  |  |
| Citi-Branded Cards Key Indicators (in billions of dollars, except as otherwise noted) |  |  |  |  |  |  |  |  |  |  |  |  |
| EOP Open Accounts (in millions) |  | 12.9 |  | 13.1 |  | 13.0 |  | 13.0 |  | 12.9 | (1\%) | - |
| Purchase Sales (in billions) | \$ | 10.8 | \$ | 10.2 | \$ | 10.0 | \$ | 10.3 | \$ | 11.5 | 12\% | 6\% |
| Average Loans (in billions) (2) | \$ | 13.6 | \$ | 14.4 | \$ | 13.6 | \$ | 13.9 | \$ | 14.3 | 3\% | 5\% |
| EOP Loans (in billions) (2) | \$ | 13.7 | \$ | 14.3 | \$ | 13.7 | \$ | 14.2 | \$ | 14.8 | 4\% | 8\% |
| Average Yield (3) |  | 23.52\% |  | 22.74\% |  | 22.91\% |  | 22.75\% |  | 22.49\% |  |  |
| Net Interest Revenue (in millions) (4) | \$ | 730 | \$ | 721 | \$ | 707 | \$ | 729 | \$ | 754 | 3\% | 3\% |
| As a \% of Average Loans (4) |  | 21.30\% |  | 20.14\% |  | 20.91\% |  | 20.86\% |  | 20.98\% |  |  |
| Net Credit Losses (in millions) | \$ | 304 | \$ | 287 | \$ | 265 | \$ | 273 | \$ | 277 | 1\% | (9\%) |
| As a \% of Average Loans |  | 8.87\% |  | 8.02\% |  | 7.84\% |  | 7.81\% |  | 7.71\% |  |  |
| Net Credit Margin (in millions) (5) | \$ | 703 | \$ | 706 | \$ | 679 | \$ | 694 | \$ | 755 | 9\% | 7\% |
| As a \% of Average Loans (5) |  | 20.51\% |  | 19.72\% |  | 20.08\% |  | 19.86\% |  | 21.00\% |  |  |
| Loans 90+ Days Past Due | \$ | 412 | \$ | 405 | \$ | 405 | \$ | 401 | \$ | 413 | 3\% | - |
| As a \% of EOP Loans |  | 3.01\% |  | 2.83\% |  | 2.96\% |  | 2.82\% |  | 2.79\% |  |  |
| Loans 30-89 Days Past Due | \$ | 399 | \$ | 426 | \$ | 428 | \$ | 416 | \$ | 432 | 4\% | 8\% |
| As a \% of EOP Loans |  | 2.91\% |  | 2.98\% |  | 3.12\% |  | 2.93\% |  | 2.92\% |  |  |

(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 meaningfu
Reclassified to conform to the current period's presentation.

## CITICORP

gLobal Consumer banking
ASIA - PAGE 1
(In millions of doliars, except as otherwise noted)

Net Interest Revenue
Total Revenues, Net of Interest Expens

## Total Operating Expenses

Net Creait Losse

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

FX Translation Impact
Total Revenue - as Reported
Impact of FX Translation (1)
Total Revenues - Ex-FX (2)
Total Operating Expenses - as Reported
Impact of FX Translation (1)
Total Operating Expenses - Ex-FX (2)
Provisions for LLR \& PBC - as Reported
Impact of FX Translation (1)
Provisions for LLR \& PBC - Ex-FX (2)

$\quad 4 \mathrm{Q} 12$ Increase
$\qquad$

$\qquad$
2\% (5\%)

| $2 \%$ | $6 \%$ |
| :---: | :---: |
| $1 \%$ | $(1 \%)$ |
| $3 \%$ | $6 \%$ |


|  | 5,365 | $\$$ | 5,142 |
| :--- | :--- | :--- | :--- |

 FY 2011 Increasel (Decrease)

1) Reflects the impact of foreign exchange (FX) translation into U.S. Dollars at the current exchange rate for all periods presented.
(2) Presentation of this metric excluding FX translation is a non-GAAP financial measure.

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

## CITICORP

global consumer banking

## ASIA - PAGE 2

|  | $\begin{gathered} 4 \mathrm{Q} \\ 2011 \end{gathered}$ |  | $\begin{gathered} 1 Q \\ 2012 \end{gathered}$ |  | $\begin{gathered} 2 \mathrm{Q} \\ 2012 \end{gathered}$ |  | $\begin{gathered} 3 Q \\ 2012 \end{gathered}$ |  | $\begin{gathered} 4 \mathrm{Q} \\ 2012 \end{gathered}$ |  | 4Q12 Increase (Decrease) from |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  | 3Q12 | 4Q11 |  |  |  |  |  |  |
| Retail Banking Key Indicators (in billions of dollars, except as otherwise noted) |  |  |  |  |  |  |  |  |  |  |  |  |
| Branches (actual) |  | 671 |  |  |  | 643 |  | 627 |  | 618 |  | 600 | (3\%) | (11\%) |
| Accounts (in millions) |  | 16.4 |  | 16.5 |  | 16.8 |  | 16.8 |  | 16.9 | 1\% | 3\% |
| Average Deposits | \$ | 109.8 | \$ | 110.9 | \$ | 109.7 | \$ | 112.5 | \$ | 110.1 | (2\%) |  |
| Investment Sales | \$ | 6.0 | \$ | 8.4 | \$ | 7.0 | \$ | 9.2 | \$ | 9.0 | (2\%) | 50\% |
| Investment AUMs | \$ | 45.2 | \$ | 47.9 | \$ | 47.4 | \$ | 49.8 | \$ | 52.0 | 4\% | 15\% |
| Average Loans | \$ | 67.1 | \$ | 68.7 | \$ | 67.5 | \$ | 68.5 | \$ | 69.7 | 2\% | 4\% |
| EOP Loans: |  |  |  |  |  |  |  |  |  |  |  |  |
| Real Estate Lending | \$ | 34.8 | \$ | 35.9 | \$ | 34.7 | \$ | 36.3 | \$ | 36.6 | 1\% | 5\% |
| Commercial Markets |  | 17.4 |  | 17.7 |  | 17.6 |  | 16.9 |  | 16.6 | (2\%) | (5\%) |
| Personal and Other |  | 15.1 |  | 15.2 |  | 15.3 |  | 16.1 |  | 16.5 | 2\% | 9\% |
| Total EOP Loans | \$ | 67.3 | \$ | 68.8 | \$ | 67.6 | \$ | 69.3 | \$ | 69.7 | 1\% | 4\% |
| Net Interest Revenue (in millions) (1) | \$ | 820 | \$ | 807 | \$ | 775 | \$ | 761 | \$ | 746 | (2\%) | (9\%) |
| As a \% of Average Loans (1) |  | 4.85\% |  | 4.72\% |  | 4.62\% |  | 4.42\% |  | 4.26\% |  |  |
| Net Credit Losses (in millions) | \$ | 85 | \$ | 65 | \$ | 72 | \$ | 81 | \$ | 99 | 22\% | 16\% |
| As a \% of Average Loans |  | 0.50\% |  | 0.38\% |  | 0.43\% |  | 0.47\% |  | 0.57\% |  |  |
| Loans 90+ Days Past Due (in millions) | \$ | 222 | \$ | 245 | \$ | 241 | \$ | 219 | \$ | 228 | 4\% | 3\% |
| As a \% of EOP Loans |  | 0.33\% |  | 0.36\% |  | 0.36\% |  | 0.32\% |  | 0.33\% |  |  |
| Loans 30-89 Days Past Due (in millions) | \$ | 444 | \$ | 434 | \$ | 440 | \$ | 433 | \$ | 459 | 6\% | 3\% |
| As a \% of EOP Loans |  | 0.66\% |  | 0.63\% |  | 0.65\% |  | 0.62\% |  | 0.66\% |  |  |
| Citi-Branded Cards Key Indicators (in billions of dollars, except as otherwise noted) |  |  |  |  |  |  |  |  |  |  |  |  |
| EOP Open Accounts (in millions) |  | 15.9 |  | 15.7 |  | 15.7 |  | 15.9 |  | 16.0 | 1\% | 1\% |
| Purchase Sales (in billions) | \$ | 19.1 | \$ | 18.8 | \$ | 18.8 | \$ | 19.1 | \$ | 20.7 | 8\% | 8\% |
| Average Loans (in billions) (2) | \$ | 19.4 | \$ | 20.0 | \$ | 19.5 | \$ | 19.8 | \$ | 19.9 | 1\% | 3\% |
| EOP Loans (in billions) (2) | \$ | 19.9 | \$ | 19.6 | \$ | 19.6 | \$ | 20.0 | \$ | 20.4 | 2\% | 3\% |
| Average Yield (3) |  | 13.41\% |  | 13.31\% |  | 13.16\% |  | 12.89\% |  | 12.88\% |  |  |
| Net Interest Revenue (in millions) (4) | \$ | 512 | \$ | 520 | \$ | 507 | \$ | 507 | \$ | 519 | 2\% | 1\% |
| As a \% of Average Loans (4) |  | 10.47\% |  | 10.46\% |  | 10.46\% |  | 10.19\% |  | 10.38\% |  |  |
| Net Credit Losses (in millions) | \$ | 125 | \$ | 125 | \$ | 127 | \$ | 136 | \$ | 136 | - | 9\% |
| As a \% of Average Loans |  | 2.56\% |  | 2.51\% |  | 2.62\% |  | 2.73\% |  | 2.72\% |  |  |
| Net Credit Margin (in millions) (5) | \$ | 681 | \$ | 652 | \$ | 666 | \$ | 656 | \$ | 690 | 5\% | 1\% |
| As a \% of Average Loans (5) |  | 13.93\% |  | 13.11\% |  | 13.74\% |  | 13.18\% |  | 13.79\% |  |  |
| Loans 90+ Days Past Due | \$ | 214 | \$ | 224 | \$ | 222 | \$ | 220 | \$ | 234 | 6\% | 9\% |
| As a \% of EOP Loans |  | 1.08\% |  | 1.14\% |  | 1.13\% |  | 1.10\% |  | 1.15\% |  |  |
| Loans 30-89 Days Past Due | \$ | 321 | \$ | 321 | \$ | 315 | \$ | 334 | \$ | 342 | 2\% | 7\% |
| As a \% of EOP Loans |  | 1.61\% |  | 1.64\% |  | 1.61\% |  | 1.67\% |  | 1.68\% |  |  |

(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.

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 meaningful
Reclassified to conform to the current period's presentation

## CITICORP

INSTITUTIONAL CLIENTS GROUP
(In millions of dollars, except as otherwise noted)

Commissions and Fee
Administration and Other Fiduciary Fees Investment Banking
Other
Total Non-Interest Revenue
Net Interest Revenue (including Dividends)
Total Revenues, Net of Interest Expense
Total Operating Expense
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 Operation
Noncontrolling Interests
Net Income
Average Assets (in billions of dollars)
Return on Assets
Return on Assets (Excluding CVA/DVA)

## Revenue by Regio <br> North America EMEA <br> EMEA <br> Latin Americ Asia

Total
Income from Continuing Operations by Region
North America
North A
EMEA
Latin America
Tot

Average Loans by Region (in billions)
North America
North Americ
EMEA
Latin America
${ }^{\text {Asia }}$ Total
NM Not meaningful
Reclassified to conform to the current period's presentation.

 $\qquad$
\$ 6,942



| \$ | 1,265 | \$ | 1,989 | \$ | 2,591 | \$ | 2,062 | \$ | 2,026 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 2,077 |  | 2,848 |  | 2,539 |  | 2,378 |  | 2,228 |
|  | 992 |  | 1,206 |  | 1,212 |  | 1,249 |  | ,149 |
|  | 1,484 |  | 1,975 |  | 1,870 |  | 1,739 |  | 1,539 |
| \$ | 5,818 | \$ | 8,018 | \$ | 8,212 | \$ | 7,428 | \$ | 6,942 |

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| $\begin{gathered} 4 \mathrm{Q} \\ 2011 \end{gathered}$ |  | $\begin{gathered} 10 \\ 2012 \end{gathered}$ |  | $\begin{gathered} 2 \mathrm{Q} \\ 2012 \end{gathered}$ |  | $\begin{gathered} 3 \mathrm{Q} \\ 2012 \end{gathered}$ |  | $\begin{gathered} 4 \mathrm{Q} \\ 2012 \\ \hline \end{gathered}$ |  | 4Q12 Increase (Decrease) from |  | $\begin{aligned} & \text { Full } \\ & \text { Year } \\ & 2011 \\ & \hline \end{aligned}$ |  | $\begin{aligned} & \text { Full } \\ & \text { Year } \\ & 2012 \end{aligned}$ |  | FY 2012 vs. FY 2011 Increasel (Decrease) |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | 3Q12 | 4Q11 |  |  |  |  |  |  |  |  |  |  |  |
| \$ | 1,024 |  |  | \$ | 1,141 | \$ | 1,081 | \$ | 1,011 | \$ | 1,085 | 7\% | 6\% |  | 4,449 |  | 4,318 | (3\%) |
|  | 648 |  | 696 |  | 742 |  | 663 |  | 689 | 4\% | 6\% |  | 2,775 |  | 2,790 | 1\% |
|  | 645 |  | 811 |  | 793 |  | 1,000 |  | 1,014 | 1\% | 57\% |  | 3,029 |  | 3,618 | 19\% |
|  | (340) |  | 1,916 |  | 1,434 |  | 731 |  | 49 | (93\%) | NM |  | 4,873 |  | 4,130 | (15\%) |
|  | 113 |  | (406) |  | 326 |  | 37 |  | (42) | NM | NM |  | 1,821 |  | (85) | NM |
|  | 2,090 |  | 4,158 |  | 4,376 |  | 3,442 |  | 2,795 | (19\%) | 34\% |  | 16,947 |  | 14,771 | (13\%) |
|  | 3,728 |  | 3,860 |  | 3,836 |  | 3,986 |  | 4,147 | 4\% | 11\% |  | 15,055 |  | 15,829 | 5\% |
|  | 5,818 |  | 8,018 |  | 8,212 |  | 7,428 |  | 6,942 | (7\%) | 19\% |  | 32,002 |  | 30,600 | (4\%) |
|  | 5,266 |  | 5,095 |  | 4,987 |  | 4,877 |  | 5,273 | 8\% | 0\% |  | 20,768 |  | 20,232 | (3\%) |
|  | 172 |  | (58) |  | 122 |  | 143 |  | 75 | (48\%) | (56\%) |  | 619 |  | 282 | (54\%) |
|  | 48 |  | (11) |  | 26 |  | (26) |  | 50 | NM | 4\% |  | 89 |  | 39 | (56\%) |
|  | (138) |  | 158 |  | (13) |  | (149) |  | (41) | 72\% | 70\% |  | (556) |  | (45) | 92\% |
|  | - |  | - |  | - |  | - |  | - | - | - |  | - |  | - | - |
|  | 82 |  | 89 |  | 135 |  | (32) |  | 84 | NM | 2\% |  | 152 |  | 276 | 82\% |
|  | 470 |  | 2,834 |  | 3,090 |  | 2,583 |  | 1,585 | (39\%) | NM |  | 11,082 |  | 10,092 | (9\%) |
|  | (163) |  | 624 |  | 747 |  | 606 |  | 125 | (79\%) | NM |  | 2,820 |  | 2,102 | (25\%) |
|  | 633 |  | 2,210 |  | 2,343 |  | 1,977 |  | 1,460 | (26\%) | NM |  | 8,262 |  | 7,990 | (3\%) |
|  | 29 |  | 60 |  | 31 |  | 14 |  | 23 | 64\% | (21\%) |  | 56 |  | 128 | NM |
| \$ | 604 | \$ | 2,150 | \$ | 2,312 | \$ | 1,963 | \$ | 1,437 | (27\%) | NM | \$ | 8,206 | \$ | 7,862 | (4\%) |
| \$ | 1,010 | \$ | 1,016 | \$ | 1,048 | \$ | 1,044 | \$ | 1,059 | 1\% | 5\% | \$ | 1,024 | \$ | 1,042 | 2\% |
|  | 0.24\% |  | 0.85\% |  | 0.89\% |  | 0.75\% |  | 0.54\% |  |  |  | 0.80\% |  | 0.75\% |  |
|  | 0.25\% |  | 1.19\% |  | 0.84\% |  | 0.94\% |  | 0.66\% |  |  |  | 0.70\% |  | 0.90\% |  |

$(2 \%)$
$(6 \% \%$
$(8 \% \%$
$(12 \%)$
$(7 \%)$
(25\%)
(29\%
(21\%
$(29 \%)$
$(26 \%)$
$(1 \%)$
$(2 \%)$
$9 \%$
$(5 \%)$
$(1 \%)$
$60 \%$
$7 \%$
$16 \%$
$4 \%$
19\%

\$ 30,600


| $\$$ | 69 |
| ---: | ---: |
|  | 47 |
|  | 29 |
|  | 52 |
|  | 197 | $\qquad$

19\%

| CITICORP <br> INSTITUTIONAL CLIENTS GROUP <br> SECURITIES AND BANKING <br> (In millions of dollars, except as otherwise noted) | $\begin{gathered} 4 \mathrm{Q} \\ 2011 \end{gathered}$ |  | $\begin{gathered} 1 Q \\ 2012 \end{gathered}$ |  | $\begin{gathered} 2 \mathrm{Q} \\ 2012 \end{gathered}$ |  | $\begin{gathered} 3 Q \\ 2012 \end{gathered}$ |  | $\begin{gathered} 4 Q \\ 2012 \end{gathered}$ |  | 4Q12 Increase (Decrease) from |  | $\begin{aligned} & \text { Full } \\ & \text { Year } \\ & 2011 \\ & \hline \end{aligned}$ |  | citi |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  |  | $\begin{aligned} & \text { Full } \\ & \text { Year } \\ & 2012 \end{aligned}$ |  |  | $\begin{aligned} & \text { FY } 2012 \text { vs. } \\ & \text { FY } 2011 \text { Increase/ } \\ & \text { (Decrease) } \\ & \hline \end{aligned}$ |  |  |  |  |  |  |
| Net Interest Revenue | \$ | 2,214 |  |  | \$ | 2,274 |  |  | \$ | 2,302 | \$ | 2,463 | \$ | 2,637 | 7\% | 19\% | \$ | 9,123 | \$ | 9,676 | 6\% |
| Non-Interest Revenue |  | 980 |  | 3,001 |  | 3,103 |  | 2,307 |  | 1,656 | (28\%) | 69\% |  | 12,300 |  | 10,067 | (18\%) |
| Total Revenues, Net of Interest Expense |  | 3,194 |  | 5,275 |  | 5,405 |  | 4,770 |  | 4,293 | (10\%) | 34\% |  | 21,423 |  | 19,743 | (8\%) |
| Total Operating Expenses |  | 3,736 |  | 3,707 |  | 3,575 |  | 3,486 |  | 3,676 | 5\% | (2\%) |  | 15,013 |  | 14,444 | (4\%) |
| Net Credit Losses |  | 178 |  | (60) |  | 97 |  | 56 |  | 75 | 34\% | (58\%) |  | 602 |  | 168 | (72\%) |
| Provision for Unfunded Lending Commitments |  | 36 |  | (17) |  | 26 |  | (26) |  | 50 | NM | 39\% |  | 86 |  | 33 | (62\%) |
| Credit Reserve Build / (Release) |  | (145) |  | 135 |  | (64) |  | (103) |  | (47) | 54\% | 68\% |  | (572) |  | (79) | 86\% |
| Provision for Benefits \& Claims |  | - |  | - |  | - |  | - |  | - | - | - |  | - |  | - | - |
| Provision for Loan Losses and for Benefits and Claims |  | 69 |  | 58 |  | 59 |  | (73) |  | 78 | NM | 13\% |  | 116 |  | 122 | 5\% |
| Income (Loss) from Continuing Operations before Taxes |  | (611) |  | 1,510 |  | 1,771 |  | 1,357 |  | 539 | (60\%) | NM |  | 6,294 |  | 5,177 | (18\%) |
| Income Taxes (Benefits) |  | (477) |  | 221 |  | 343 |  | 226 |  | (108) | NM | 77\% |  | 1,381 |  | 682 | (51\%) |
| Income (Loss) from Continuing Operations |  | (134) |  | 1,289 |  | 1,428 |  | 1,131 |  | 647 | (43\%) | NM |  | 4,913 |  | 4,495 | (9\%) |
| Noncontrolling Interests |  | 24 |  | 56 |  | 26 |  | 11 |  | 18 | 64\% | (25\%) |  | 37 |  | 111 | NM |
| Net Income (Loss) | \$ | (158) | \$ | 1,233 | \$ | 1,402 | \$ | 1,120 | \$ | 629 | (44\%) | NM | \$ | 4,876 | \$ | 4,384 | (10\%) |
| Average Assets (in billions of dollars) |  | 877 $(0.07 \%)$ |  | 884 $0.56 \%$ |  | ${ }_{0}^{912}$ |  | 903 $0.49 \%$ |  | 916 0 | 1\% | 4\% |  | 894 |  | 904 0.480 | 1\% |
| Return on Average Assets |  | (0.07\%) |  | 0.56\% |  | 0.62\% |  | 0.49\% |  | 0.27\% |  |  |  | 0.55\% |  | 0.48\% |  |
| Return on Average Assets (Excluding CVA/DVA) |  | (0.05\%) |  | 0.95\% |  | 0.56\% |  | 0.71\% |  | 0.41\% |  |  |  | 0.42\% |  | 0.66\% |  |
| Revenue Details - Excluding CVAIDVA: |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Investment Banking: |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Advisory | \$ | 159 | \$ | 110 | \$ | 201 | \$ | 194 | \$ | 204 | 5\% | 28\% | \$ | 684 | \$ | 709 | 4\% |
| Equity Underwriting |  | 90 |  | 154 |  | 167 |  | 142 |  | 160 | 13\% | 78\% |  | 672 |  | 623 | (7\%) |
| Debt Underwriting |  | 389 |  | 601 |  | 486 |  | 590 |  | 632 | 7\% | 62\% |  | 1,954 |  | 2,309 | 18\% |
| Total Investment Banking |  | 638 |  | 865 |  | 854 |  | 926 |  | 996 | 8\% | 56\% |  | 3,310 |  | 3,641 | 10\% |
| Lending |  | 165 |  | 56 |  | 608 |  | 194 |  | 139 | (28\%) | (16\%) |  | 1,809 |  | 997 | (45\%) |
| Equity Markets |  | 233 |  | 903 |  | 550 |  | 510 |  | 455 | (11\%) | 95\% |  | 2,402 |  | 2,418 | 1\% |
| Fixed Income Markets |  | 1,716 |  | 4,736 |  | 2,818 |  | 3,697 |  | 2,710 | (27\%) | 58\% |  | 10,891 |  | 13,961 | 28\% |
| Private Bank |  | 517 |  | 576 |  | 570 |  | 590 |  | 578 | (2\%) | 12\% |  | 2,138 |  | 2,314 | 8\% |
| Other Securities and Banking |  | (1) |  | (485) |  | (193) |  | (348) |  | (75) | 78\% | NM |  | (859) |  | $(1,101)$ | (28\%) |
| Total Securities and Banking Revenues (Ex-CVA/DVA) (1) | \$ | 3,268 | \$ | 6,651 | \$ | 5,207 | \$ | 5,569 | \$ | 4,803 | (14\%) | 47\% | \$ | 19,691 | \$ | 22,230 | 13\% |
| North America EMEA Latin America Asia | \$ | $\begin{array}{r} 712 \\ 1,237 \\ 560 \\ 759 \\ \hline \end{array}$ | \$ | $\begin{aligned} & 1,978 \\ & 2,555 \\ & 759 \\ & 1,359 \\ & \hline \end{aligned}$ | \$ | $\begin{aligned} & 1,827 \\ & 1,607 \\ & 755 \\ & 1,018 \\ & \hline \end{aligned}$ | \$ | $\begin{aligned} & 1,785 \\ & 1,853 \\ & 804 \\ & 1,127 \\ & \hline \end{aligned}$ | \$ | $\begin{array}{r} 1,653 \\ 1,499 \\ 720 \\ 931 \\ \hline \end{array}$ | $\begin{aligned} & (7 \%) \\ & (79 \%) \\ & (10 \%) \\ & (17 \%) \end{aligned}$ | $\begin{aligned} & \text { NM } \\ & 21 \% \\ & 29 \% \\ & 23 \% \end{aligned}$ | \$ | $\begin{aligned} & 6,512 \\ & 6,752 \\ & 2,325 \\ & 4,102 \\ & \hline \end{aligned}$ | \$ | $\begin{aligned} & 7,243 \\ & 7,514 \\ & 3,038 \\ & 4,435 \\ & \hline \end{aligned}$ | $\begin{aligned} & 11 \% \\ & 11 \% \\ & 31 \% \\ & 8 \% \end{aligned}$ |
| Total Securities and Banking Revenues (Ex-CVA/DVA) (1) |  | 3,268 |  | 6,651 |  | 5,207 |  | 5,569 |  | 4,803 | (14\%) | 47\% |  | 19,691 |  | 22,230 | 13\% |
| CVA/DVA \{excluded as applicable in lines above\} (2) |  | (74) |  | $(1,376)$ |  | 198 |  | (799) |  | (510) | 36\% | NM |  | 1,732 |  | $(2,487)$ | NM |
| Total Revenues, Net of Interest Expense | \$ | 3,194 | \$ | 5,275 | \$ | 5,405 | \$ | 4,770 | \$ | 4,293 | (10\%) | 34\% | \$ | 21,423 | \$ | 19,743 | (8\%) |
| (1) Presentation of this metric excluding CVA/DVA is a non-GAAP financial measure. |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| (2) See Note (1) on page 4. |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Reclassified to conform to the current period's presentation. |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
|  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |

CITICORP
INSTITUTIONAL 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
Income Taxes
Income from Continuing Operations
Noncontrolling Interests
Net Income
Average Assets (in billions of dollars)
Return on Average Assets

## Revenue Details

Treasury and Trade Solutions
Total
Average Deposits and Other Customer
Liability Balances (in billions)
North America
Latin America
${ }_{\text {Asia }}$
Total
EOP Assets Under Custody (in trillions of dollars)

## NM Not meaningful

Reclassified to conform to the current period's presentation.

| $\begin{gathered} 4 \mathrm{Q} \\ 2011 \end{gathered}$ |  | $\begin{gathered} 1 \mathrm{Q} \\ 2012 \end{gathered}$ |  | $\begin{gathered} 2 \mathrm{Q} \\ 2012 \end{gathered}$ |  | $\begin{gathered} 3 Q \\ \\ \hline 2012 \\ \hline \end{gathered}$ |  | $\begin{gathered} 4 Q \\ 2012 \\ \hline \end{gathered}$ |  | 4Q12 Increase (Decrease) from |  | $\begin{aligned} & \text { Full } \\ & \text { Year } \\ & 2011 \\ & \hline \end{aligned}$ |  | $\begin{aligned} & \text { Full } \\ & \text { Year } \\ & 2012 \\ & \hline \end{aligned}$ |  | FY 2012 vs. <br> FY 2011 Increase/ <br> (Decrease) |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | 3Q12 | 4Q11 |  |  |  |  |  |  |  |  |  |  |  |
| \$ | 1,514 |  |  | \$ | 1,586 | \$ | 1,534 | \$ | 1,523 | \$ | 1,510 | (1\%) | - | \$ | 5,932 | \$ | 6,153 | 4\% |
|  | 1,110 |  | 1,157 |  | 1,273 |  | 1,135 |  | 1,139 |  | 3\% |  | 4,647 |  | 4,704 | 1\% |
|  | 2,624 |  | 2,743 |  | 2,807 |  | 2,658 |  | 2,649 | - | 1\% |  | 10,579 |  | 10,857 | 3\% |
|  | 1,530 |  | 1,388 |  | 1,412 |  | 1,391 |  | 1,597 | 15\% | 4\% |  | 5,755 |  | 5,788 | 1\% |
|  | (6) |  | 2 |  | 25 |  | 87 |  | - | (100\%) | 100\% |  | 17 |  | 114 | NM |
|  | 12 |  | 6 |  | - |  | - |  | - | - | (100\%) |  | 3 |  | 6 | 100\% |
|  | 7 |  | 23 |  | 51 |  | (46) |  | 6 | NM | (14\%) |  | 16 |  | 34 | NM |
|  | - |  | - |  | - |  | - |  | - | - | - |  | - |  | - | - |
|  | 13 |  | 31 |  | 76 |  | 41 |  | 6 | (85\%) | (54\%) |  | 36 |  | 154 | NM |
|  | 1,081 |  | 1,324 |  | 1,319 |  | 1,226 |  | 1,046 | (15\%) | (3\%) |  | 4,788 |  | 4,915 | 3\% |
|  | 314 |  | 403 |  | 404 |  | 380 |  | 233 | (39\%) | (26\%) |  | 1,439 |  | 1,420 | (1\%) |
|  | 767 |  | 921 |  | 915 |  | 846 |  | 813 | (4\%) | 6\% |  | 3,349 |  | 3,495 | 4\% |
|  | 5 |  | 4 |  | 5 |  | 3 |  | 5 | 67\% | - |  | 19 |  | 17 | (11\%) |
| \$ | 762 | \$ | 917 | \$ | 910 | \$ | 843 | \$ | 808 | (4\%) | 6\% | \$ | 3,330 | \$ | 3,478 | 4\% |
| \$ | $\begin{gathered} 133 \\ 2.27 \% \end{gathered}$ | \$ | $\begin{array}{r} 132 \\ 2.79 \% \end{array}$ | \$ | $\begin{gathered} 136 \\ 2.69 \% \end{gathered}$ | \$ | $\begin{gathered} 141 \\ 2.38 \% \end{gathered}$ | \$ | $\begin{gathered} 143 \\ 2.25 \% \end{gathered}$ | 1\% | 8\% | \$ | $\begin{gathered} 130 \\ 2.56 \% \end{gathered}$ | \$ | $\begin{gathered} 138 \\ 2.52 \% \end{gathered}$ | 6\% |
| \$ | $\begin{array}{r} 1,965 \\ 659 \\ \hline \end{array}$ | \$ | $\begin{array}{r} 2,054 \\ 689 \\ \hline \end{array}$ | \$ | $\begin{array}{r} 2,112 \\ 695 \\ \hline \end{array}$ | \$ | $\begin{array}{r} 1,991 \\ 667 \end{array}$ | \$ | $\begin{array}{r} 1,993 \\ 656 \\ \hline \end{array}$ | $(2 \%)$ | $\begin{aligned} & 1 \% \\ & 0 \% \end{aligned}$ | \$ | $\begin{array}{r} 7,697 \\ 2,882 \\ \hline \end{array}$ | \$ | $\begin{aligned} & 8,150 \\ & 2,707 \\ & \hline \end{aligned}$ | $\begin{gathered} 6 \% \\ (6 \%) \end{gathered}$ |
| \$ | 2,624 | \$ | 2,743 | \$ | 2,807 | \$ | 2,658 | \$ | 2,649 | - | 1\% | \$ | 10,579 | \$ | 10,857 | 3\% |
| \$ | 94 | \$ | 100 | \$ | 106 | \$ | 107 | \$ | 106 | (1\%) | 13\% | \$ | 87 | \$ | 105 | 21\% |
|  | 118 |  | 118 |  | 125 |  | 132 |  | 142 | 8\% | 20\% |  | 118 |  | 129 | 9\% |
|  | 36 |  | 35 |  | 34 |  | 38 |  | 45 | 18\% | 25\% |  | 34 |  | 38 | 12\% |
|  | 121 |  | 124 |  | 131 |  | 138 |  | 135 | (2\%) | 12\% |  | 125 |  | 132 | 6\% |
| \$ | 369 | \$ | 377 | \$ | 396 | \$ | 415 | \$ | 428 | 3\% | 16\% | \$ | 364 | \$ | 404 | 11\% |
| \$ | 12.0 | \$ | 12.5 | \$ | 12.2 | \$ | 12.8 | \$ | 13.2 | 3\% | 10\% |  |  |  |  |  |

## CORPORATE / OTHER ${ }^{(1)}$

(In millions of dollars, except as otherwise noted)

Net Interest Revenue
Net 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
ncome Taxes
Income from Continuing Operations
ncome (Loss) from Discontinued Operations, net of taxes
Noncontroling Interests
Net Income (Loss)
EOP Assets (in billions of dollars)
Average Assets (in billions of dollars)

| $\begin{gathered} 4 \mathrm{Q} \\ 2011 \end{gathered}$ |  | $\begin{gathered} 1 Q \\ 2012 \end{gathered}$ |  | $\begin{gathered} 2 \mathrm{Q} \\ 2012 \end{gathered}$ |  | $\begin{gathered} 3 Q \\ 2012 \end{gathered}$ |  | $\begin{gathered} 4 \mathrm{Q} \\ 2012 \end{gathered}$ |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| \$ | 87 | \$ | 13 | \$ | (21) | \$ | (136) | \$ | (127) |
|  | 296 |  | 487 |  | (244) |  | 169 |  | 51 |
|  | 383 |  | 500 |  | (265) |  | 33 |  | (76) |
|  | 512 |  | 795 |  | 597 |  | 764 |  | 1,058 |
|  | 1 |  | 1 |  | 1 |  | (1) |  | (1) |
|  | (1) |  | (1) |  | - |  | - |  | - |
|  | 1 |  | - |  | (1) |  | - |  | - |
|  | (1) |  | - |  | - |  | - |  | 1 |
|  | - |  | - |  | - |  | (1) |  | - |
|  | (129) |  | (295) |  | (862) |  | (730) |  | $(1,134)$ |
|  | (88) |  | 17 |  | (435) |  | (675) |  | (303) |
|  | (41) |  | (312) |  | (427) |  | (55) |  | (831) |
|  | - |  | (5) |  | (1) |  | (31) |  | (112) |
|  | 14 |  | 63 |  | 9 |  | 8 |  | 5 |
| \$ | (55) | \$ | (380) | \$ | (437) | \$ | (94) | \$ | (948) |
| \$ | 284 | \$ | 311 | \$ | 289 | \$ | 302 | \$ | 249 |
| \$ | 285 | \$ | 289 | \$ | 285 | \$ | 293 | \$ | 287 |


Full
Year
2011 Full
Year
2011 3Q12 -4 4 11

| $7 \%$ |
| :---: |
| $(70 \%)$ |
|  |
|  |
|  |
|  |

(1) Includes unallocated global staff functions, other corporate expense and unallocated global operations and technology expenses,

Corporate Treasury, Corporate items Income (Loss) from Discontinued Operations.
NM Not meaningful
Reclassified to conform to the current period's presentation

|  | $\begin{gathered} 4 \mathrm{Q} \\ 2011 \end{gathered}$ |  | $\begin{gathered} 1 Q \\ 2012 \\ \hline \end{gathered}$ |  | $\begin{gathered} 2 \mathrm{Q} \\ 2012 \end{gathered}$ |  | $\begin{gathered} 3 Q \\ 2012 \end{gathered}$ |  | $\begin{gathered} 4 \mathrm{Q} \\ 2012 \end{gathered}$ |  | 4Q12 Increase (Decrease) from |  | $\begin{aligned} & \text { Full } \\ & \text { Year } \\ & 2011 \\ & \hline \end{aligned}$ |  | $\begin{aligned} & \text { Full } \\ & \text { Year } \\ & 2012 \\ & \hline \end{aligned}$ |  | FY 2012 vs. <br> FY 2011 Increase/ <br> (Decrease) |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Net Interest Revenue | \$ | 5,353 | \$ | 5,292 | \$ | 5,321 | \$ | 5,546 | \$ | 5,652 | 2\% | 6\% | \$ | 21,566 | \$ | 21,811 | 1\% |
| Non-Interest Revenue |  | 1,079 |  | 1,895 |  | 2,405 |  | 1,918 |  | 1,720 | (10\%) | 59\% |  | 8,595 |  | 7,938 | (8\%) |
| Total Revenues, Net of Interest Expense |  | 6,432 |  | 7,187 |  | 7,726 |  | 7,464 |  | 7,372 | (1\%) | 15\% |  | 30,161 |  | 29,749 | (1\%) |
| Total Operating Expenses |  | 4,672 |  | 4,343 |  | 4,448 |  | 4,318 |  | 4,670 | 8\% | - |  | 17,790 |  | 17,779 | - |
| Net Credit Losses |  | 1,816 |  | 1,547 |  | 1,564 |  | 1,370 |  | 1,269 | (7\%) | (30\%) |  | 8,490 |  | 5,750 | (32\%) |
| Credit Reserve Build / (Release) |  | (827) |  | (811) |  | (839) |  | (574) |  | (293) | 49\% | 65\% |  | $(4,203)$ |  | $(2,517)$ | 40\% |
| Provision Unfunded Lending Commitments |  | 36 |  | (17) |  | 19 |  | (15) |  | 44 | NM | 22\% |  | 103 |  | 31 | (70\%) |
| Provision for Benefits \& Claims |  | 13 |  | 14 |  | 19 |  | 19 |  | 18 | (5\%) | 38\% |  | 62 |  | 70 | 13\% |
| Provision for Credit Losses and for Benefits and Claims |  | 1,038 |  | 733 |  | 763 |  | 800 |  | 1,038 | 30\% | - |  | 4,452 |  | 3,334 | (25\%) |
| Income from Continuing Operations before Taxes |  | 722 |  | 2,111 |  | 2,515 |  | 2,346 |  | 1,664 | (29\%) | NM |  | 7,919 |  | 8,636 | 9\% |
| Income Taxes |  | 151 |  | 540 |  | 707 |  | 694 |  | 399 | (43\%) | NM |  | 2,365 |  | 2,340 | (1\%) |
| Income from Continuing Operations |  | 571 |  | 1,571 |  | 1,808 |  | 1,652 |  | 1,265 | (23\%) | NM |  | 5,554 |  | 6,296 | 13\% |
| Noncontrolling Interests |  | 3 |  | 32 |  | 10 |  | (7) |  |  | NM | NM |  | (29) |  | 44 | NM |
| Net Income | \$ | 568 | \$ | 1,539 | \$ | 1,798 | \$ | 1,659 | \$ | 1,256 | (24\%) | NM | \$ | 5,583 | \$ | 6,252 | 12\% |
| Average Assets (in billions of dollars) | \$ | 584 | \$ | 593 | \$ | 614 | \$ | 626 | \$ | 632 | 1\% | 8\% | \$ | 588 | \$ | 616 | 5\% |
| Return on Average Assets |  | 0.39\% |  | 1.04\% |  | 1.18\% |  | 1.05\% |  | 0.79\% |  |  |  | 0.95\% |  | 1.01\% |  |
| Revenue by Business |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Retail Banking | \$ | 1,392 | \$ | 1,628 | \$ | 1,647 | \$ | 1,736 | \$ | 1,666 | (4\%) | 20\% | \$ | 5,113 | \$ | 6,677 | 31\% |
| Citi-Branded Cards |  | 2,161 |  | 2,068 |  | 2,010 |  | 2,111 |  | 2,134 | 1\% | (1\%) |  | 8,730 |  | 8,323 | (5\%) |
| Citit Retail Services |  | 1,614 |  | 1,502 |  | 1,478 |  | 1,555 |  | 1,546 | (1\%) | (4\%) |  | 6,316 |  | 6,081 | (4\%) |
| Global Consumer Banking |  | 5,167 |  | 5,198 |  | 5,135 |  | 5,402 |  | 5,346 | (1\%) | 3\% |  | 20,159 |  | 21,081 | 5\% |
| Securities and Banking |  | 660 |  | 1,348 |  | 1,926 |  | 1,439 |  | 1,391 | (3\%) | NM |  | 7,558 |  | 6,104 | (19\%) |
| Transaction Services |  | 605 |  | 641 |  | 665 |  | 623 |  | 635 | 2\% | 5\% |  | 2,444 |  | 2,564 | 5\% |
| Total |  | 6,432 |  | 7,187 |  | 7,726 |  | 7,464 |  | 7,372 | (1\%) | 15\% |  | 30,161 |  | 29,749 | (1\%) |
| CVA/DVA \{included as applicable in businesses above\} (2) |  | (52) |  | (629) |  | 99 |  | (346) |  | (262) | 24\% | NM |  | 1,046 |  | $(1,138)$ | NM |
| Total Revenues - Excluding CVA/DVA (3) | \$ | 6,484 | \$ | 7,816 | \$ | 7,627 | \$ | 7,810 | \$ | 7,634 | (2\%) | 18\% | \$ | 29,115 | \$ | 30,887 | 6\% |
| Income (loss) from Continuing Operations by Business |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Retail Banking | \$ | 164 | \$ | 331 | \$ | 335 | \$ | 340 | \$ | 231 | (32\%) | 41\% | \$ | 463 | \$ | 1,237 | NM |
| Citi-Branded Cards |  | 501 |  | 607 |  | 428 |  | 571 |  | 474 | (17\%) | (5\%) |  | 2,151 |  | 2,080 | (3\%) |
| Citi Retail Services |  | 279 |  | 379 |  | 433 |  | 389 |  | 297 | (24\%) | 6\% |  | 1,481 |  | 1,498 | 1\% |
| Global Consumer Banking |  | 944 |  | 1,317 |  | 1,196 |  | 1,300 |  | 1,002 | (23\%) | 6\% |  | 4,095 |  | 4,815 | 18\% |
| Securities and Banking |  | (441) |  | 128 |  | 488 |  | 232 |  | 163 | (30\%) | NM |  | 1,044 |  | 1,011 | (3\%) |
| Transaction Services |  | 68 |  | 126 |  | 124 |  | 120 |  | 100 | (17\%) | 47\% |  | 415 |  | 470 | 13\% |
| Total | \$ | 571 | \$ | 1,571 | \$ | 1,808 | \$ | 1,652 | \$ | 1,265 | (23\%) | NM | \$ | 5,554 | \$ | 6,296 | 13\% |

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 ncome Taxes
ncome from Continuing Operations
Noncontrolling Interests

## Net Income

Average Assets (in billions of dollars)
Return on Average Assets

## Revenue by Business

Retail Banking
Citi-Branded Cards
Citi Retail Services
Global Consumer Banking
Securities and Banking
Total

CVA/DVA \{included as applicable in businesses above\} (2)
Total Revenues - Excluding CVA/DVA (3)

|  | $\begin{gathered} 4 \mathrm{Q} \\ 2011 \end{gathered}$ |  | $\begin{gathered} 1 Q \\ 2012 \\ \hline \end{gathered}$ |  | $\begin{gathered} 2 \mathrm{Q} \\ 2012 \end{gathered}$ |  | $\begin{gathered} 3 Q \\ 2012 \end{gathered}$ |  | $\begin{gathered} 4 \mathrm{Q} \\ 2012 \end{gathered}$ |  | 4Q12 Increase (Decrease) from |  | $\begin{aligned} & \text { Full } \\ & \text { Year } \\ & 2011 \\ & \hline \end{aligned}$ |  | $\begin{aligned} & \text { Full } \\ & \text { Year } \\ & 2012 \\ & \hline \end{aligned}$ |  | FY 2012 vs. <br> FY 2011 Increase/ <br> (Decrease) |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Net Interest Revenue | \$ | 5,353 | \$ | 5,292 | \$ | 5,321 | \$ | 5,546 | \$ | 5,652 | 2\% | 6\% | \$ | 21,566 | \$ | 21,811 | 1\% |
| Non-Interest Revenue |  | 1,079 |  | 1,895 |  | 2,405 |  | 1,918 |  | 1,720 | (10\%) | 59\% |  | 8,595 |  | 7,938 | (8\%) |
| Total Revenues, Net of Interest Expense |  | 6,432 |  | 7,187 |  | 7,726 |  | 7,464 |  | 7,372 | (1\%) | 15\% |  | 30,161 |  | 29,749 | (1\%) |
| Total Operating Expenses |  | 4,672 |  | 4,343 |  | 4,448 |  | 4,318 |  | 4,670 | 8\% | - |  | 17,790 |  | 17,779 | - |
| Net Credit Losses |  | 1,816 |  | 1,547 |  | 1,564 |  | 1,370 |  | 1,269 | (7\%) | (30\%) |  | 8,490 |  | 5,750 | (32\%) |
| Credit Reserve Build / (Release) |  | (827) |  | (811) |  | (839) |  | (574) |  | (293) | 49\% | 65\% |  | $(4,203)$ |  | $(2,517)$ | 40\% |
| Provision Unfunded Lending Commitments |  | 36 |  | (17) |  | 19 |  | (15) |  | 44 | NM | 22\% |  | 103 |  | 31 | (70\%) |
| Provision for Benefits \& Claims |  | 13 |  | 14 |  | 19 |  | 19 |  | 18 | (5\%) | 38\% |  | 62 |  | 70 | 13\% |
| Provision for Credit Losses and for Benefits and Claims |  | 1,038 |  | 733 |  | 763 |  | 800 |  | 1,038 | 30\% | - |  | 4,452 |  | 3,334 | (25\%) |
| Income from Continuing Operations before Taxes |  | 722 |  | 2,111 |  | 2,515 |  | 2,346 |  | 1,664 | (29\%) | NM |  | 7,919 |  | 8,636 | 9\% |
| Income Taxes |  | 151 |  | 540 |  | 707 |  | 694 |  | 399 | (43\%) | NM |  | 2,365 |  | 2,340 | (1\%) |
| Income from Continuing Operations |  | 571 |  | 1,571 |  | 1,808 |  | 1,652 |  | 1,265 | (23\%) | NM |  | 5,554 |  | 6,296 | 13\% |
| Noncontrolling Interests |  | 3 |  | 32 |  | 10 |  | (7) |  |  | NM | NM |  | (29) |  | 44 | NM |
| Net Income | \$ | 568 | \$ | 1,539 | \$ | 1,798 | \$ | 1,659 | \$ | 1,256 | (24\%) | NM | \$ | 5,583 | \$ | 6,252 | 12\% |
| Average Assets (in billions of dollars) | \$ | 584 | \$ | 593 | \$ | 614 | \$ | 626 | \$ | 632 | 1\% | 8\% | \$ | 588 | \$ | 616 | 5\% |
| Return on Average Assets |  | 0.39\% |  | 1.04\% |  | 1.18\% |  | 1.05\% |  | 0.79\% |  |  |  | 0.95\% |  | 1.01\% |  |
| Revenue by Business |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Retail Banking | \$ | 1,392 | \$ | 1,628 | \$ | 1,647 | \$ | 1,736 | \$ | 1,666 | (4\%) | 20\% | \$ | 5,113 | \$ | 6,677 | 31\% |
| Citi-Branded Cards |  | 2,161 |  | 2,068 |  | 2,010 |  | 2,111 |  | 2,134 | 1\% | (1\%) |  | 8,730 |  | 8,323 | (5\%) |
| Citit Retail Services |  | 1,614 |  | 1,502 |  | 1,478 |  | 1,555 |  | 1,546 | (1\%) | (4\%) |  | 6,316 |  | 6,081 | (4\%) |
| Global Consumer Banking |  | 5,167 |  | 5,198 |  | 5,135 |  | 5,402 |  | 5,346 | (1\%) | 3\% |  | 20,159 |  | 21,081 | 5\% |
| Securities and Banking |  | 660 |  | 1,348 |  | 1,926 |  | 1,439 |  | 1,391 | (3\%) | NM |  | 7,558 |  | 6,104 | (19\%) |
| Transaction Services |  | 605 |  | 641 |  | 665 |  | 623 |  | 635 | 2\% | 5\% |  | 2,444 |  | 2,564 | 5\% |
| Total |  | 6,432 |  | 7,187 |  | 7,726 |  | 7,464 |  | 7,372 | (1\%) | 15\% |  | 30,161 |  | 29,749 | (1\%) |
| CVA/DVA \{included as applicable in businesses above\} (2) |  | (52) |  | (629) |  | 99 |  | (346) |  | (262) | 24\% | NM |  | 1,046 |  | $(1,138)$ | NM |
| Total Revenues - Excluding CVA/DVA (3) | \$ | 6,484 | \$ | 7,816 | \$ | 7,627 | \$ | 7,810 | \$ | 7,634 | (2\%) | 18\% | \$ | 29,115 | \$ | 30,887 | 6\% |
| Income (loss) from Continuing Operations by Business |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Retail Banking | \$ | 164 | \$ | 331 | \$ | 335 | \$ | 340 | \$ | 231 | (32\%) | 41\% | \$ | 463 | \$ | 1,237 | NM |
| Citi-Branded Cards |  | 501 |  | 607 |  | 428 |  | 571 |  | 474 | (17\%) | (5\%) |  | 2,151 |  | 2,080 | (3\%) |
| Citi Retail Services |  | 279 |  | 379 |  | 433 |  | 389 |  | 297 | (24\%) | 6\% |  | 1,481 |  | 1,498 | 1\% |
| Global Consumer Banking |  | 944 |  | 1,317 |  | 1,196 |  | 1,300 |  | 1,002 | (23\%) | 6\% |  | 4,095 |  | 4,815 | 18\% |
| Securities and Banking |  | (441) |  | 128 |  | 488 |  | 232 |  | 163 | (30\%) | NM |  | 1,044 |  | 1,011 | (3\%) |
| Transaction Services |  | 68 |  | 126 |  | 124 |  | 120 |  | 100 | (17\%) | 47\% |  | 415 |  | 470 | 13\% |
| Total | \$ | 571 | \$ | 1,571 | \$ | 1,808 | \$ | 1,652 | \$ | 1,265 | (23\%) | NM | \$ | 5,554 | \$ | 6,296 | 13\% |


|  | $\begin{gathered} 4 \mathrm{Q} \\ 2011 \end{gathered}$ |  | $\begin{gathered} 1 Q \\ 2012 \\ \hline \end{gathered}$ |  | $\begin{gathered} 2 \mathrm{Q} \\ 2012 \end{gathered}$ |  | $\begin{gathered} 3 Q \\ 2012 \end{gathered}$ |  | $\begin{gathered} 4 \mathrm{Q} \\ 2012 \end{gathered}$ |  | 4Q12 Increase (Decrease) from |  | $\begin{aligned} & \text { Full } \\ & \text { Year } \\ & 2011 \\ & \hline \end{aligned}$ |  | $\begin{aligned} & \text { Full } \\ & \text { Year } \\ & 2012 \\ & \hline \end{aligned}$ |  | FY 2012 vs. <br> FY 2011 Increase/ <br> (Decrease) |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Net Interest Revenue | \$ | 5,353 | \$ | 5,292 | \$ | 5,321 | \$ | 5,546 | \$ | 5,652 | 2\% | 6\% | \$ | 21,566 | \$ | 21,811 | 1\% |
| Non-Interest Revenue |  | 1,079 |  | 1,895 |  | 2,405 |  | 1,918 |  | 1,720 | (10\%) | 59\% |  | 8,595 |  | 7,938 | (8\%) |
| Total Revenues, Net of Interest Expense |  | 6,432 |  | 7,187 |  | 7,726 |  | 7,464 |  | 7,372 | (1\%) | 15\% |  | 30,161 |  | 29,749 | (1\%) |
| Total Operating Expenses |  | 4,672 |  | 4,343 |  | 4,448 |  | 4,318 |  | 4,670 | 8\% | - |  | 17,790 |  | 17,779 | - |
| Net Credit Losses |  | 1,816 |  | 1,547 |  | 1,564 |  | 1,370 |  | 1,269 | (7\%) | (30\%) |  | 8,490 |  | 5,750 | (32\%) |
| Credit Reserve Build / (Release) |  | (827) |  | (811) |  | (839) |  | (574) |  | (293) | 49\% | 65\% |  | $(4,203)$ |  | $(2,517)$ | 40\% |
| Provision Unfunded Lending Commitments |  | 36 |  | (17) |  | 19 |  | (15) |  | 44 | NM | 22\% |  | 103 |  | 31 | (70\%) |
| Provision for Benefits \& Claims |  | 13 |  | 14 |  | 19 |  | 19 |  | 18 | (5\%) | 38\% |  | 62 |  | 70 | 13\% |
| Provision for Credit Losses and for Benefits and Claims |  | 1,038 |  | 733 |  | 763 |  | 800 |  | 1,038 | 30\% | - |  | 4,452 |  | 3,334 | (25\%) |
| Income from Continuing Operations before Taxes |  | 722 |  | 2,111 |  | 2,515 |  | 2,346 |  | 1,664 | (29\%) | NM |  | 7,919 |  | 8,636 | 9\% |
| Income Taxes |  | 151 |  | 540 |  | 707 |  | 694 |  | 399 | (43\%) | NM |  | 2,365 |  | 2,340 | (1\%) |
| Income from Continuing Operations |  | 571 |  | 1,571 |  | 1,808 |  | 1,652 |  | 1,265 | (23\%) | NM |  | 5,554 |  | 6,296 | 13\% |
| Noncontrolling Interests |  | 3 |  | 32 |  | 10 |  | (7) |  |  | NM | NM |  | (29) |  | 44 | NM |
| Net Income | \$ | 568 | \$ | 1,539 | \$ | 1,798 | \$ | 1,659 | \$ | 1,256 | (24\%) | NM | \$ | 5,583 | \$ | 6,252 | 12\% |
| Average Assets (in billions of dollars) | \$ | 584 | \$ | 593 | \$ | 614 | \$ | 626 | \$ | 632 | 1\% | 8\% | \$ | 588 | \$ | 616 | 5\% |
| Return on Average Assets |  | 0.39\% |  | 1.04\% |  | 1.18\% |  | 1.05\% |  | 0.79\% |  |  |  | 0.95\% |  | 1.01\% |  |
| Revenue by Business |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Retail Banking | \$ | 1,392 | \$ | 1,628 | \$ | 1,647 | \$ | 1,736 | \$ | 1,666 | (4\%) | 20\% | \$ | 5,113 | \$ | 6,677 | 31\% |
| Citi-Branded Cards |  | 2,161 |  | 2,068 |  | 2,010 |  | 2,111 |  | 2,134 | 1\% | (1\%) |  | 8,730 |  | 8,323 | (5\%) |
| Citit Retail Services |  | 1,614 |  | 1,502 |  | 1,478 |  | 1,555 |  | 1,546 | (1\%) | (4\%) |  | 6,316 |  | 6,081 | (4\%) |
| Global Consumer Banking |  | 5,167 |  | 5,198 |  | 5,135 |  | 5,402 |  | 5,346 | (1\%) | 3\% |  | 20,159 |  | 21,081 | 5\% |
| Securities and Banking |  | 660 |  | 1,348 |  | 1,926 |  | 1,439 |  | 1,391 | (3\%) | NM |  | 7,558 |  | 6,104 | (19\%) |
| Transaction Services |  | 605 |  | 641 |  | 665 |  | 623 |  | 635 | 2\% | 5\% |  | 2,444 |  | 2,564 | 5\% |
| Total |  | 6,432 |  | 7,187 |  | 7,726 |  | 7,464 |  | 7,372 | (1\%) | 15\% |  | 30,161 |  | 29,749 | (1\%) |
| CVA/DVA \{included as applicable in businesses above\} (2) |  | (52) |  | (629) |  | 99 |  | (346) |  | (262) | 24\% | NM |  | 1,046 |  | $(1,138)$ | NM |
| Total Revenues - Excluding CVA/DVA (3) | \$ | 6,484 | \$ | 7,816 | \$ | 7,627 | \$ | 7,810 | \$ | 7,634 | (2\%) | 18\% | \$ | 29,115 | \$ | 30,887 | 6\% |
| Income (loss) from Continuing Operations by Business |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Retail Banking | \$ | 164 | \$ | 331 | \$ | 335 | \$ | 340 | \$ | 231 | (32\%) | 41\% | \$ | 463 | \$ | 1,237 | NM |
| Citi-Branded Cards |  | 501 |  | 607 |  | 428 |  | 571 |  | 474 | (17\%) | (5\%) |  | 2,151 |  | 2,080 | (3\%) |
| Citi Retail Services |  | 279 |  | 379 |  | 433 |  | 389 |  | 297 | (24\%) | 6\% |  | 1,481 |  | 1,498 | 1\% |
| Global Consumer Banking |  | 944 |  | 1,317 |  | 1,196 |  | 1,300 |  | 1,002 | (23\%) | 6\% |  | 4,095 |  | 4,815 | 18\% |
| Securities and Banking |  | (441) |  | 128 |  | 488 |  | 232 |  | 163 | (30\%) | NM |  | 1,044 |  | 1,011 | (3\%) |
| Transaction Services |  | 68 |  | 126 |  | 124 |  | 120 |  | 100 | (17\%) | 47\% |  | 415 |  | 470 | 13\% |
| Total | \$ | 571 | \$ | 1,571 | \$ | 1,808 | \$ | 1,652 | \$ | 1,265 | (23\%) | NM | \$ | 5,554 | \$ | 6,296 | 13\% |


|  | $\begin{gathered} 4 \mathrm{Q} \\ 2011 \end{gathered}$ |  | $\begin{gathered} 1 Q \\ 2012 \\ \hline \end{gathered}$ |  | $\begin{gathered} 2 \mathrm{Q} \\ 2012 \end{gathered}$ |  | $\begin{gathered} 3 Q \\ 2012 \end{gathered}$ |  | $\begin{gathered} 4 \mathrm{Q} \\ 2012 \end{gathered}$ |  | 4Q12 Increase (Decrease) from |  | $\begin{aligned} & \text { Full } \\ & \text { Year } \\ & 2011 \\ & \hline \end{aligned}$ |  | $\begin{aligned} & \text { Full } \\ & \text { Year } \\ & 2012 \\ & \hline \end{aligned}$ |  | FY 2012 vs. <br> FY 2011 Increase/ <br> (Decrease) |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Net Interest Revenue | \$ | 5,353 | \$ | 5,292 | \$ | 5,321 | \$ | 5,546 | \$ | 5,652 | 2\% | 6\% | \$ | 21,566 | \$ | 21,811 | 1\% |
| Non-Interest Revenue |  | 1,079 |  | 1,895 |  | 2,405 |  | 1,918 |  | 1,720 | (10\%) | 59\% |  | 8,595 |  | 7,938 | (8\%) |
| Total Revenues, Net of Interest Expense |  | 6,432 |  | 7,187 |  | 7,726 |  | 7,464 |  | 7,372 | (1\%) | 15\% |  | 30,161 |  | 29,749 | (1\%) |
| Total Operating Expenses |  | 4,672 |  | 4,343 |  | 4,448 |  | 4,318 |  | 4,670 | 8\% | - |  | 17,790 |  | 17,779 | - |
| Net Credit Losses |  | 1,816 |  | 1,547 |  | 1,564 |  | 1,370 |  | 1,269 | (7\%) | (30\%) |  | 8,490 |  | 5,750 | (32\%) |
| Credit Reserve Build / (Release) |  | (827) |  | (811) |  | (839) |  | (574) |  | (293) | 49\% | 65\% |  | $(4,203)$ |  | $(2,517)$ | 40\% |
| Provision Unfunded Lending Commitments |  | 36 |  | (17) |  | 19 |  | (15) |  | 44 | NM | 22\% |  | 103 |  | 31 | (70\%) |
| Provision for Benefits \& Claims |  | 13 |  | 14 |  | 19 |  | 19 |  | 18 | (5\%) | 38\% |  | 62 |  | 70 | 13\% |
| Provision for Credit Losses and for Benefits and Claims |  | 1,038 |  | 733 |  | 763 |  | 800 |  | 1,038 | 30\% | - |  | 4,452 |  | 3,334 | (25\%) |
| Income from Continuing Operations before Taxes |  | 722 |  | 2,111 |  | 2,515 |  | 2,346 |  | 1,664 | (29\%) | NM |  | 7,919 |  | 8,636 | 9\% |
| Income Taxes |  | 151 |  | 540 |  | 707 |  | 694 |  | 399 | (43\%) | NM |  | 2,365 |  | 2,340 | (1\%) |
| Income from Continuing Operations |  | 571 |  | 1,571 |  | 1,808 |  | 1,652 |  | 1,265 | (23\%) | NM |  | 5,554 |  | 6,296 | 13\% |
| Noncontrolling Interests |  | 3 |  | 32 |  | 10 |  | (7) |  |  | NM | NM |  | (29) |  | 44 | NM |
| Net Income | \$ | 568 | \$ | 1,539 | \$ | 1,798 | \$ | 1,659 | \$ | 1,256 | (24\%) | NM | \$ | 5,583 | \$ | 6,252 | 12\% |
| Average Assets (in billions of dollars) | \$ | 584 | \$ | 593 | \$ | 614 | \$ | 626 | \$ | 632 | 1\% | 8\% | \$ | 588 | \$ | 616 | 5\% |
| Return on Average Assets |  | 0.39\% |  | 1.04\% |  | 1.18\% |  | 1.05\% |  | 0.79\% |  |  |  | 0.95\% |  | 1.01\% |  |
| Revenue by Business |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Retail Banking | \$ | 1,392 | \$ | 1,628 | \$ | 1,647 | \$ | 1,736 | \$ | 1,666 | (4\%) | 20\% | \$ | 5,113 | \$ | 6,677 | 31\% |
| Citi-Branded Cards |  | 2,161 |  | 2,068 |  | 2,010 |  | 2,111 |  | 2,134 | 1\% | (1\%) |  | 8,730 |  | 8,323 | (5\%) |
| Citit Retail Services |  | 1,614 |  | 1,502 |  | 1,478 |  | 1,555 |  | 1,546 | (1\%) | (4\%) |  | 6,316 |  | 6,081 | (4\%) |
| Global Consumer Banking |  | 5,167 |  | 5,198 |  | 5,135 |  | 5,402 |  | 5,346 | (1\%) | 3\% |  | 20,159 |  | 21,081 | 5\% |
| Securities and Banking |  | 660 |  | 1,348 |  | 1,926 |  | 1,439 |  | 1,391 | (3\%) | NM |  | 7,558 |  | 6,104 | (19\%) |
| Transaction Services |  | 605 |  | 641 |  | 665 |  | 623 |  | 635 | 2\% | 5\% |  | 2,444 |  | 2,564 | 5\% |
| Total |  | 6,432 |  | 7,187 |  | 7,726 |  | 7,464 |  | 7,372 | (1\%) | 15\% |  | 30,161 |  | 29,749 | (1\%) |
| CVA/DVA \{included as applicable in businesses above\} (2) |  | (52) |  | (629) |  | 99 |  | (346) |  | (262) | 24\% | NM |  | 1,046 |  | $(1,138)$ | NM |
| Total Revenues - Excluding CVA/DVA (3) | \$ | 6,484 | \$ | 7,816 | \$ | 7,627 | \$ | 7,810 | \$ | 7,634 | (2\%) | 18\% | \$ | 29,115 | \$ | 30,887 | 6\% |
| Income (loss) from Continuing Operations by Business |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Retail Banking | \$ | 164 | \$ | 331 | \$ | 335 | \$ | 340 | \$ | 231 | (32\%) | 41\% | \$ | 463 | \$ | 1,237 | NM |
| Citi-Branded Cards |  | 501 |  | 607 |  | 428 |  | 571 |  | 474 | (17\%) | (5\%) |  | 2,151 |  | 2,080 | (3\%) |
| Citi Retail Services |  | 279 |  | 379 |  | 433 |  | 389 |  | 297 | (24\%) | 6\% |  | 1,481 |  | 1,498 | 1\% |
| Global Consumer Banking |  | 944 |  | 1,317 |  | 1,196 |  | 1,300 |  | 1,002 | (23\%) | 6\% |  | 4,095 |  | 4,815 | 18\% |
| Securities and Banking |  | (441) |  | 128 |  | 488 |  | 232 |  | 163 | (30\%) | NM |  | 1,044 |  | 1,011 | (3\%) |
| Transaction Services |  | 68 |  | 126 |  | 124 |  | 120 |  | 100 | (17\%) | 47\% |  | 415 |  | 470 | 13\% |
| Total | \$ | 571 | \$ | 1,571 | \$ | 1,808 | \$ | 1,652 | \$ | 1,265 | (23\%) | NM | \$ | 5,554 | \$ | 6,296 | 13\% |

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1) Regional results do not include Corporate/Other. See page 21 for Corporate/Other results.
(2) See Note (1) on page 4
(3) Presentation of this metric excluding CVA/DVA is a non-GAAP financial measure

Reclassified to conform to the current period's presentation.

| CITICORP <br> EMEA ${ }^{(1)}$ <br> (In millions of dollars, except as otherwise noted) | $\begin{gathered} 4 \mathrm{Q} \\ 2011 \end{gathered}$ |  | $\begin{gathered} 1 Q \\ 2012 \end{gathered}$ |  | $\begin{gathered} 2 Q \\ 2012 \\ \hline \end{gathered}$ |  | $\begin{gathered} 3 Q \\ 2012 \\ \hline \end{gathered}$ |  | $\begin{gathered} 4 \mathrm{Q} \\ 2012 \end{gathered}$ |  | 4Q12 Increase (Decrease) from |  | $\begin{aligned} & \text { Full } \\ & \text { Year } \\ & 2011 \\ & \hline \end{aligned}$ |  |  |  | citi <br> FY 2012 vs. FY 2011 Increasel (Decrease) |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Net Interest Revenue Non-Interest Revenue | \$ | $\begin{aligned} & 1,174 \\ & 1,251 \\ & \hline \end{aligned}$ | \$ | $\begin{aligned} & 1,326 \\ & 1,900 \\ & \hline \end{aligned}$ | \$ | $\begin{aligned} & 1,211 \\ & 1,694 \\ & \hline \end{aligned}$ | \$ | $\begin{aligned} & 1,285 \\ & 1,474 \\ & \hline \end{aligned}$ | \$ | $\begin{aligned} & 1,333 \\ & 1,286 \\ & \hline \end{aligned}$ | $\begin{gathered} 4 \% \\ (13 \%) \end{gathered}$ | $\begin{gathered} 14 \% \\ 3 \% \end{gathered}$ | \$ | $\begin{aligned} & 4,624 \\ & 7,641 \\ & \hline \end{aligned}$ | \$ | $\begin{aligned} & 5,155 \\ & 6,354 \\ & \hline \end{aligned}$ | $\begin{gathered} 11 \% \\ (17 \%) \end{gathered}$ |
| Total Revenues, Net of Interest Expense |  | 2,425 |  | 3,226 |  | 2,905 |  | 2,759 |  | 2,619 | (5\%) | 8\% |  | 12,265 |  | 11,509 | (6\%) |
| Total Operating Expenses |  | 2,033 |  | 1,961 |  | 1,890 |  | 1,879 |  | 2,123 | 13\% | 4\% |  | 7,961 |  | 7,853 | (1\%) |
| Net Credit Losses |  | 112 |  | 52 |  | 20 |  | 48 |  | 71 | 48\% | (37\%) |  | 362 |  | 191 | (47\%) |
| Credit Reserve Build / (Release) |  | (164) |  | 75 |  | (38) |  | (47) |  | 92 | NM | NM |  | (573) |  | 82 | NM |
| Provision Unfunded Lending Commitments |  | 12 |  | 5 |  | 7 |  | (10) |  | 6 | NM | (50\%) |  | (2) |  | 8 | NM |
| Provision for Benefits \& Claims |  | - |  | - |  | - |  | - |  | - | - | - |  | - |  | - | - |
| Provision for Credit Losses and for Benefits and Claims |  | (40) |  | 132 |  | (11) |  | (9) |  | 169 | NM | NM |  | (213) |  | 281 | NM |
| Income from Continuing Operations before Taxes |  | 432 |  | 1,133 |  | 1,026 |  | 889 |  | 327 | (63\%) | (24\%) |  | 4,517 |  | 3,375 | (25\%) |
| Income Taxes |  | (7) |  | 313 |  | 312 |  | 250 |  | (80) | NM | NM |  | 1,292 |  | 795 | (38\%) |
| Income from Continuing Operations Noncontrolling Interests |  | $\begin{array}{r} 439 \\ 29 \end{array}$ |  | $\begin{array}{r} 820 \\ 28 \\ \hline \end{array}$ |  | $\begin{array}{r} 714 \\ 22 \end{array}$ |  | $\begin{array}{r} 639 \\ 23 \end{array}$ |  | $\begin{array}{r} 407 \\ 10 \end{array}$ | $\begin{aligned} & (36 \%) \\ & (30 \%) \end{aligned}$ | $\begin{aligned} & \text { (7\%) } \\ & (27 \%) \end{aligned}$ |  | $\begin{array}{r} 3,225 \\ 82 \end{array}$ |  | $\begin{array}{r} \hline 2,580 \\ \hline 89 \end{array}$ | $\begin{gathered} (20 \%) \\ 9 \% \end{gathered}$ |
| Net Income | \$ | 417 | \$ | 792 | \$ | 692 | \$ | 616 | \$ | 391 | (37\%) | (6\%) | \$ | 3,143 | \$ | 2,491 | (21\%) |
| Average Assets (in billions of dollars) Return on Average Assets | \$ | $\begin{gathered} 300 \\ 0.55 \% \end{gathered}$ | \$ | $\begin{gathered} 295 \\ 1.08 \% \end{gathered}$ | \$ | $\begin{gathered} 298 \\ 0.93 \% \end{gathered}$ | \$ | $\begin{array}{r} 281 \\ 0.87 \% \end{array}$ | \$ | $\begin{gathered} 292 \\ 0.53 \% \end{gathered}$ | 4\% | (3\%) | \$ | $\begin{gathered} 293 \\ 1.07 \% \end{gathered}$ | \$ | $\begin{gathered} 292 \\ 0.85 \% \end{gathered}$ | - |
| Revenue by Business |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Retail Banking | \$ | 199 | \$ | 222 | \$ | 214 | \$ | 223 | \$ | 230 | 3\% | 16\% | \$ | 890 | \$ | 889 | - |
| Citi-Branded Cards |  | 149 |  | 156 |  | 152 |  | 158 |  | 161 | 2\% | 8\% |  | 668 |  | 627 | (6\%) |
| Regional Consumer Banking |  | 348 |  | 378 |  | 366 |  | 381 |  | 391 | 3\% | 12\% |  | 1,558 |  | 1,516 | (3\%) |
| Securities and Banking Transaction Services |  | $\begin{array}{r} 1,219 \\ \quad 858 \\ \hline \end{array}$ |  | $\begin{array}{r} 1,954 \\ 894 \\ \hline \end{array}$ |  | $\begin{array}{r} 1,609 \\ 930 \\ \hline \end{array}$ |  | $\begin{array}{r} 1,511 \\ 867 \\ \hline \end{array}$ |  | $\begin{array}{r} 1,343 \\ \hline 885 \\ \hline \end{array}$ | $\begin{gathered} (11 \%) \\ 2 \% \end{gathered}$ | $\begin{aligned} & \text { 10\% } \\ & 3 \% \end{aligned}$ |  | $\begin{aligned} & 7,221 \\ & 3,486 \end{aligned}$ |  | $\begin{aligned} & 6,417 \\ & 3,576 \end{aligned}$ | $\underset{3 \%)}{(11 \%)}$ |
| Total | \$ | 2,425 | \$ | 3,226 | \$ | 2,905 | \$ | 2,759 | \$ | 2,619 | (5\%) | 8\% | \$ | 12,265 | \$ | 11,509 | (6\%) |
| CVA/DVA \{included as applicable in businesses above\} (2) |  | (18) |  | (601) |  | 2 |  | (342) |  | (156) | 54\% | NM |  | 469 |  | $(1,097)$ | NM |
| Total Revenues - Excluding CVA/DVA (3) | \$ | 2,443 | \$ | 3,827 | \$ | 2,903 | \$ | 3,101 | \$ | 2,775 | (11\%) | 14\% | \$ | 11,796 | \$ | 12,606 | 7\% |
| Income (loss) from Continuing Operations by Business |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Retail Banking | \$ | (18) | \$ | (21) | \$ | (7) | \$ | (12) | \$ | (41) | NM | NM | \$ | (37) | \$ | (81) | NM |
| Citi-Branded Cards |  | 14 |  | 14 |  | 24 |  | 22 |  | 3 | (86\%) | (79\%) |  | 132 |  | 63 | (52\%) |
| Regional Consumer Banking |  | (4) |  | (7) |  | 17 |  | 10 |  | (38) | NM | NM | \$ | 95 | \$ | (18) | NM |
| Securities and Banking |  | 160 |  | 512 |  | 365 |  | 346 |  | 131 | (62\%) | (18\%) |  | 2,000 |  | 1,354 | (32\%) |
| Transaction Services |  | 283 |  | 315 |  | 332 |  | 283 |  | 314 | 11\% | 11\% |  | 1,130 |  | 1,244 | 10\% |
| Total | \$ | 439 | \$ | 820 | \$ | 714 | \$ | 639 | \$ | 407 | (36\%) | (7\%) | \$ | 3,225 | \$ | 2,580 | (20\%) |

(1) Regional results do not include Corporate/Other. See page 21 for Corporate/Other results.
(2) See Note (1) on page 4
(3) Presentation of this metric excluding CVA/DVA is a non-GAAP financial measure.

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

| CITICORP <br> LATIN AMERICA ${ }^{(1)}$ <br> (In millions of dollars, except as otherwise noted) | $\begin{gathered} 4 \mathrm{Q} \\ 2011 \end{gathered}$ |  | $\begin{gathered} 1 Q \\ \\ \hline \end{gathered}$ |  | $\begin{gathered} 2 \mathrm{Q} \\ 2012 \end{gathered}$ |  | $\begin{gathered} 3 Q \\ \\ \hline \end{gathered}$ |  | $\begin{gathered} 4 \mathrm{Q} \\ 2012 \end{gathered}$ |  | 4Q12 Increase (Decrease) from |  | $\begin{aligned} & \text { Full } \\ & \text { Year } \\ & 2011 \\ & \hline \end{aligned}$ |  | $\begin{aligned} & \text { Full } \\ & \text { Year } \\ & 2012 \\ & \hline \end{aligned}$ |  | ití |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  | $\begin{gathered} \text { FY } 2012 \text { vs. } \\ \text { FY } 2011 \text { Increase/ } \\ \text { (Decrease) } \\ \hline \end{gathered}$ |  |  |  |  |  |  |  |  |  |  |  |  |
| Net Interest Revenue | \$ | 2,360 |  |  | \$ | 2,388 | \$ | 2,335 | \$ | 2,409 | \$ | 2,504 | 4\% | 6\% | \$ | 9,607 | \$ | 9,636 |  |
| Non-Interest Revenue |  | 982 |  | 1,259 |  | 1,199 |  | 1,259 |  | 1,165 | (7\%) | 19\% |  | 3,945 |  | 4,882 | 24\% |
| Total Revenues, Net of Interest Expense |  | 3,342 |  | 3,647 |  | 3,534 |  | 3,668 |  | 3,669 | - | 10\% |  | 13,552 |  | 14,518 | 7\% |
| Total Operating Expenses |  | 1,879 |  | 1,802 |  | 1,785 |  | 1,823 |  | 2,120 | 16\% | 13\% |  | 7,547 |  | 7,530 | - |
| Net Credit Losses |  | 458 |  | 430 |  | 432 |  | 438 |  | 508 | 16\% | 11\% |  | 1,705 |  | 1,808 | 6\% |
| Credit Reserve Build / (Release) |  | 58 |  | 107 |  | 105 |  | 53 |  | 40 | (25\%) | (31\%) |  | (163) |  | 305 | NM |
| Provision Unfunded Lending Commitments |  | - |  | - |  | - |  | - |  | - | - | - |  | (9) |  | - | 100\% |
| Provision for Benefits \& Claims |  | 32 |  | 44 |  | 31 |  | 46 |  | 46 | - | 44\% |  | 130 |  | 167 | 28\% |
| Provision for Credit Losses and for Benefits and Claims |  | 548 |  | 581 |  | 568 |  | 537 |  | 594 | 11\% | 8\% |  | 1,663 |  | 2,280 | 37\% |
| Income from Continuing Operations before Taxes |  | 915 |  | 1,264 |  | 1,181 |  | 1,308 |  | 955 | (27\%) | 4\% |  | 4,342 |  | 4,708 | 8\% |
| Income Taxes |  | 208 |  | 369 |  | 342 |  | 383 |  | 142 | (63\%) | (32\%) |  | 1,151 |  | 1,236 | 7\% |
| Income from Continuing Operations |  | 707 |  | 895 |  | 839 |  | 925 |  | 813 | (12\%) | 15\% |  | 3,191 |  | 3,472 | 9\% |
| Noncontrolling Interests |  | 1 |  | - |  | (3) |  | - |  | (3) | - | NM |  | (1) |  | (6) | NM |
| Net Income | \$ | 706 | \$ | 895 | \$ | 842 | \$ | 925 | \$ | 816 | (12\%) | 16\% | \$ | 3,192 | \$ | 3,478 | 9\% |
| Average Assets (in billions of dollars) | \$ | 162 $173 \%$ | \$ | ${ }_{2}^{167}$ | \$ | $\begin{array}{r} 165 \\ 205 \% \end{array}$ | \$ | $\begin{aligned} & 169 \end{aligned}$ | \$ | $175$ | 4\% | 8\% | \$ | $170$ | \$ | $169$ | (1\%) |
| Return on Average Assets |  | 1.73\% |  | 2.16\% |  | 2.05\% |  | 2.18\% |  | 1.86\% |  |  |  | 1.88\% |  | 2.06\% |  |
| Revenue by Business |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Retail Banking | \$ | 1,343 | \$ | 1,448 | \$ | 1,378 | \$ | 1,452 | \$ | 1,488 | 2\% | 11\% | \$ | 5,468 | \$ | 5,766 | 5\% |
| Citi-Branded Cards |  | 1,007 |  | 993 |  | 944 |  | 967 |  | 1,032 | 7\% | 2\% |  | 4,001 |  | 3,936 | (2\%) |
| Regional Consumer Banking |  | 2,350 |  | 2,441 |  | 2,322 |  | 2,419 |  | 2,520 | 4\% | 7\% | \$ | 9,469 | \$ | 9,702 | 2\% |
| Securities and Banking |  | 579 |  | 755 |  | 757 |  | 802 |  | 705 | (12\%) | 22\% |  | 2,370 |  | 3,019 | 27\% |
| Transaction Services |  | 413 |  | 451 |  | 455 |  | 447 |  | 444 | (1\%) | 8\% |  | 1,713 |  | 1,797 | 5\% |
| Total | \$ | 3,342 | \$ | 3,647 | \$ | 3,534 | \$ | 3,668 | \$ | 3,669 | - | 10\% | \$ | 13,552 | \$ | 14,518 | 7\% |
| CVA/DVA \{included as applicable in businesses above\} (2) |  | 19 |  | (5) |  | 2 |  | (3) |  | (15) | NM | NM |  | 45 |  | (21) | NM |
| Total Revenues - Excluding CVA/DVA (3) | \$ | 3,323 | \$ | 3,652 | \$ | 3,532 | \$ | 3,671 | \$ | 3,684 | - | 11\% | \$ | 13,507 | \$ | 14,539 | 8\% |
| Income from Continuing Operations by Business |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Retail Banking | \$ | 202 | \$ | 202 | \$ | 223 | \$ | 214 | \$ | 222 | 4\% | 10\% | \$ | 902 | \$ | 861 | (5\%) |
| Citi-Branded Cards |  | 168 |  | 173 |  | 106 |  | 191 |  | 179 | (6\%) | 7\% |  | 676 |  | 649 | (4\%) |
| Regional Consumer Banking |  | 370 |  | 375 |  | 329 |  | 405 |  | 401 | (1\%) | 8\% | \$ | 1,578 | \$ | 1,510 | (4\%) |
| Securities and Banking |  | 198 |  | 342 |  | 325 |  | 363 |  | 278 | (23\%) | 40\% |  | 974 |  | 1,308 | 34\% |
| Transaction Services |  | 139 |  | 178 |  | 185 |  | 157 |  | 134 | (15\%) | (4\%) |  | 639 |  | 654 | 2\% |
| Total | \$ | 707 | \$ | 895 | \$ | 839 | \$ | 925 | \$ | 813 | (12\%) | 15\% | \$ | 3,191 | \$ | 3,472 | 9\% |
| (1) Regional results do not include Corporate/Other. See page 21 for Corporate/Other results. |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| (2) See Note (1) on page 4. |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| (3) Presentation of this metric excluding CVA/DVA is a non-GAAP financial measure. |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| NM Not meaningful <br> Reclassified to conform to the current period's presentation. |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
|  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |

## CITICORP

ASIA ${ }^{(1)}$
(In millions of dollars, except as otherwise noted)

Net 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 Credit Losses and for Benefits and Claims
Income from Continuing Operations before Taxes
Income Taxes
Income from Continuing Operations
Noncontrolling Interests

## tin

Average Assets (in billions of dollars)
Return on Average Assets

## Revenue by Business <br> Retail Banking

Citi-Branded Cards
Regional Consumer Banking
Securities and Banking
Transaction Services
Total
CVA/DVA \{included as applicable in businesses above\} (2)
Total Revenues - Excluding CVA/DVA (3)
Income from Continuing Operations by Business
Retail Banking
Citi-Branded Cards
Regional Consumer Banking
Securities and Banking
Total

| $\begin{gathered} 4 \mathrm{Q} \\ 2011 \end{gathered}$ |  | $\begin{gathered} 1 Q \\ 2012 \end{gathered}$ |  | $\begin{gathered} 2 \mathrm{Q} \\ 2012 \end{gathered}$ |  | $\begin{gathered} 3 \mathrm{Q} \\ \\ \hline 2012 \\ \hline \end{gathered}$ |  | $\begin{gathered} 4 \mathrm{Q} \\ 2012 \\ \hline \end{gathered}$ |  | 4Q12 Increase (Decrease) from |  | $\begin{aligned} & \text { Full } \\ & \text { Year } \\ & 2011 \end{aligned}$ |  | $\begin{aligned} & \text { Full } \\ & \text { Year } \\ & 2012 \\ & \hline \end{aligned}$ |  | $\begin{gathered} \text { FY } 2012 \text { vs. } \\ \text { FY } 2011 \text { Increasel } \\ \text { (Decrease) } \\ \hline \end{gathered}$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | 3Q12 | 4Q11 |  |  |  |  |  |  |  |  |  |  |  |
| \$ | 2,266 |  |  | \$ | 2,227 | \$ | 2,166 | \$ | 2,141 | \$ | 2,161 | 1\% | (5\%) | \$ | 8,941 | \$ | 8,695 | (3\%) |
|  | 1,238 |  | 1,745 |  | 1,652 |  | 1,576 |  | 1,370 | (13\%) | 11\% |  | 6,278 |  | 6,343 | 1\% |
|  | 3,504 |  | 3,972 |  | 3,818 |  | 3,717 |  | 3,531 | (5\%) | 1\% |  | 15,219 |  | 15,038 | (1\%) |
|  | 2,260 |  | 2,199 |  | 2,177 |  | 2,246 |  | 2,267 | 1\% | - |  | 8,878 |  | 8,889 | - |
|  | 209 |  | 191 |  | 230 |  | 317 |  | 247 | (22\%) | 18\% |  | 902 |  | 985 | 9\% |
|  | 82 |  | 53 |  | 31 |  | (103) |  | (27) | 74\% | NM |  | (46) |  | (46) | - |
|  | - |  | - |  | - |  | - |  | - | - | - |  | - |  | - | - |
|  | - |  | - |  | - |  | - |  | - | - | - |  | - |  | - | - |
|  | 291 |  | 244 |  | 261 |  | 214 |  | 220 | 3\% | (24\%) |  | 856 |  | 939 | 10\% |
|  | 953 |  | 1,529 |  | 1,380 |  | 1,257 |  | 1,044 | (17\%) | 10\% |  | 5,485 |  | 5,210 | (5\%) |
|  | 317 |  | 417 |  | 408 |  | 332 |  | 307 | (8\%) | (3\%) |  | 1,521 |  | 1,464 | (4\%) |
|  | 636 |  | 1,112 |  | 972 |  | 925 |  | 737 | (20\%) | 16\% |  | 3,964 |  | 3,746 | (5\%) |
|  | 1 |  | 1 |  | 1 |  | 1 |  | 1 | - | - |  | 4 |  | 4 | - |
| \$ | 635 | \$ | 1,111 | \$ | 971 | \$ | 924 | \$ | 736 | (20\%) | 16\% | \$ | 3,960 | \$ | 3,742 | (6\%) |
| \$ | $\begin{gathered} 344 \\ 0.73 \% \end{gathered}$ | \$ | $\begin{gathered} 345 \\ 1.30 \% \end{gathered}$ | \$ | $\begin{gathered} 352 \\ 1.11 \% \end{gathered}$ | \$ | $\begin{gathered} 356 \\ 1.03 \% \end{gathered}$ | \$ | $\begin{gathered} 353 \\ 0.83 \% \end{gathered}$ | (1\%) | 3\% | \$ | $\begin{gathered} 350 \\ 1.13 \% \end{gathered}$ | \$ | $\begin{gathered} 352 \\ 1.06 \% \end{gathered}$ | 1\% |
| \$ | 1,214 | \$ | 1,220 | \$ | 1,155 | \$ | 1,186 | \$ | 1,166 | (2\%) | (4\%) | \$ | 4,927 | \$ | 4,727 | (4\%) |
|  | 806 |  | 777 |  | 793 |  | 792 |  | 826 | 4\% | 2\% |  | 3,082 |  | 3,188 | 3\% |
|  | 2,020 |  | 1,997 |  | 1,948 |  | 1,978 |  | 1,992 | 1\% | (1\%) |  | 8,009 |  | 7,915 | (1\%) |
|  | 736 |  | 1,218 |  | 1,113 |  | 1,018 |  | 854 | (16\%) | 16\% |  | 4,274 |  | 4,203 | (2\%) |
|  | 748 |  | 757 |  | 757 |  | 721 |  | 685 | (5\%) | (8\%) |  | 2,936 |  | 2,920 | (1\%) |
| \$ | 3,504 | \$ | 3,972 | \$ | 3,818 | \$ | 3,717 | \$ | 3,531 | (5\%) | 1\% | \$ | 15,219 | \$ | 15,038 | (1\%) |
|  | (23) |  | (141) |  | 95 |  | (108) |  | (77) | 29\% | NM |  | 172 |  | (231) | NM |
| \$ | 3,527 | \$ | 4,113 | \$ | 3,723 | \$ | 3,825 | \$ | 3,608 | (6\%) | 2\% | \$ | 15,047 | \$ | 15,269 | 1\% |
| \$ | 237 | \$ | 300 | \$ | 237 | \$ | 247 | \$ | 185 | (25\%) | (22\%) | \$ | 1,195 | \$ | 969 | (19\%) |
|  | 173 |  | 203 |  | 211 |  | 202 |  | 212 | 5\% | 23\% |  | 709 |  | 828 | 17\% |
|  | 410 |  | 503 |  | 448 |  | 449 |  | 397 | (12\%) | (3\%) |  | 1,904 |  | 1,797 | (6\%) |
|  | (51) |  | 307 |  | 250 |  | 190 |  | 75 | (61\%) | NM |  | 895 |  | 822 | (8\%) |
|  | 277 |  | 302 |  | 274 |  | 286 |  | 265 | (7\%) | (4\%) |  | 1,165 |  | 1,127 | (3\%) |
| \$ | 636 | \$ | 1,112 | \$ | 972 | \$ | 925 | \$ | 737 | (20\%) | 16\% | \$ | 3,964 | \$ | 3,746 | (5\%) |


| $\begin{gathered} 4 \mathrm{Q} \\ 2011 \end{gathered}$ |  | $\begin{gathered} 1 Q \\ 2012 \end{gathered}$ |  | $\begin{gathered} 2 \mathrm{Q} \\ 2012 \end{gathered}$ |  | $\begin{gathered} 3 \mathrm{Q} \\ \\ \hline 2012 \\ \hline \end{gathered}$ |  | $\begin{gathered} 4 \mathrm{Q} \\ 2012 \\ \hline \end{gathered}$ |  | 4Q12 Increase (Decrease) from |  | $\begin{aligned} & \text { Full } \\ & \text { Year } \\ & 2011 \end{aligned}$ |  | $\begin{aligned} & \text { Full } \\ & \text { Year } \\ & 2012 \\ & \hline \end{aligned}$ |  | $\begin{gathered} \text { FY } 2012 \text { vs. } \\ \text { FY } 2011 \text { Increasel } \\ \text { (Decrease) } \\ \hline \end{gathered}$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | 3Q12 | 4Q11 |  |  |  |  |  |  |  |  |  |  |  |
| \$ | 2,266 |  |  | \$ | 2,227 | \$ | 2,166 | \$ | 2,141 | \$ | 2,161 | 1\% | (5\%) | \$ | 8,941 | \$ | 8,695 | (3\%) |
|  | 1,238 |  | 1,745 |  | 1,652 |  | 1,576 |  | 1,370 | (13\%) | 11\% |  | 6,278 |  | 6,343 | 1\% |
|  | 3,504 |  | 3,972 |  | 3,818 |  | 3,717 |  | 3,531 | (5\%) | 1\% |  | 15,219 |  | 15,038 | (1\%) |
|  | 2,260 |  | 2,199 |  | 2,177 |  | 2,246 |  | 2,267 | 1\% | - |  | 8,878 |  | 8,889 | - |
|  | 209 |  | 191 |  | 230 |  | 317 |  | 247 | (22\%) | 18\% |  | 902 |  | 985 | 9\% |
|  | 82 |  | 53 |  | 31 |  | (103) |  | (27) | 74\% | NM |  | (46) |  | (46) | - |
|  | - |  | - |  | - |  | - |  | - | - | - |  | - |  | - | - |
|  | - |  | - |  | - |  | - |  | - | - | - |  | - |  | - | - |
|  | 291 |  | 244 |  | 261 |  | 214 |  | 220 | 3\% | (24\%) |  | 856 |  | 939 | 10\% |
|  | 953 |  | 1,529 |  | 1,380 |  | 1,257 |  | 1,044 | (17\%) | 10\% |  | 5,485 |  | 5,210 | (5\%) |
|  | 317 |  | 417 |  | 408 |  | 332 |  | 307 | (8\%) | (3\%) |  | 1,521 |  | 1,464 | (4\%) |
|  | 636 |  | 1,112 |  | 972 |  | 925 |  | 737 | (20\%) | 16\% |  | 3,964 |  | 3,746 | (5\%) |
|  | 1 |  | 1 |  | 1 |  | 1 |  | 1 | - | - |  | 4 |  | 4 | - |
| \$ | 635 | \$ | 1,111 | \$ | 971 | \$ | 924 | \$ | 736 | (20\%) | 16\% | \$ | 3,960 | \$ | 3,742 | (6\%) |
| \$ | $\begin{gathered} 344 \\ 0.73 \% \end{gathered}$ | \$ | $\begin{gathered} 345 \\ 1.30 \% \end{gathered}$ | \$ | $\begin{gathered} 352 \\ 1.11 \% \end{gathered}$ | \$ | $\begin{gathered} 356 \\ 1.03 \% \end{gathered}$ | \$ | $\begin{gathered} 353 \\ 0.83 \% \end{gathered}$ | (1\%) | 3\% | \$ | $\begin{gathered} 350 \\ 1.13 \% \end{gathered}$ | \$ | $\begin{gathered} 352 \\ 1.06 \% \end{gathered}$ | 1\% |
| \$ | 1,214 | \$ | 1,220 | \$ | 1,155 | \$ | 1,186 | \$ | 1,166 | (2\%) | (4\%) | \$ | 4,927 | \$ | 4,727 | (4\%) |
|  | 806 |  | 777 |  | 793 |  | 792 |  | 826 | 4\% | 2\% |  | 3,082 |  | 3,188 | 3\% |
|  | 2,020 |  | 1,997 |  | 1,948 |  | 1,978 |  | 1,992 | 1\% | (1\%) |  | 8,009 |  | 7,915 | (1\%) |
|  | 736 |  | 1,218 |  | 1,113 |  | 1,018 |  | 854 | (16\%) | 16\% |  | 4,274 |  | 4,203 | (2\%) |
|  | 748 |  | 757 |  | 757 |  | 721 |  | 685 | (5\%) | (8\%) |  | 2,936 |  | 2,920 | (1\%) |
| \$ | 3,504 | \$ | 3,972 | \$ | 3,818 | \$ | 3,717 | \$ | 3,531 | (5\%) | 1\% | \$ | 15,219 | \$ | 15,038 | (1\%) |
|  | (23) |  | (141) |  | 95 |  | (108) |  | (77) | 29\% | NM |  | 172 |  | (231) | NM |
| \$ | 3,527 | \$ | 4,113 | \$ | 3,723 | \$ | 3,825 | \$ | 3,608 | (6\%) | 2\% | \$ | 15,047 | \$ | 15,269 | 1\% |
| \$ | 237 | \$ | 300 | \$ | 237 | \$ | 247 | \$ | 185 | (25\%) | (22\%) | \$ | 1,195 | \$ | 969 | (19\%) |
|  | 173 |  | 203 |  | 211 |  | 202 |  | 212 | 5\% | 23\% |  | 709 |  | 828 | 17\% |
|  | 410 |  | 503 |  | 448 |  | 449 |  | 397 | (12\%) | (3\%) |  | 1,904 |  | 1,797 | (6\%) |
|  | (51) |  | 307 |  | 250 |  | 190 |  | 75 | (61\%) | NM |  | 895 |  | 822 | (8\%) |
|  | 277 |  | 302 |  | 274 |  | 286 |  | 265 | (7\%) | (4\%) |  | 1,165 |  | 1,127 | (3\%) |
| \$ | 636 | \$ | 1,112 | \$ | 972 | \$ | 925 | \$ | 737 | (20\%) | 16\% | \$ | 3,964 | \$ | 3,746 | (5\%) |

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(1) Regional results do not include Corporate/Other. See page 21 for Corporate/Other results.
(2) See Note (1) on page 4
(3) Presentation of this metric excluding CVA/DVA is a non-GAAP financial measure.

NM Not meaningful
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) (2)
redit Reserve Build / (Release) (1) (2) (3)
rovision for loan losses
rovision 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
Noncontrolling Interests
Citi Holding's Net Income (Loss)

## Balance Sheet Data (in billions):

## Total EOP Assets

Total EOP Loans

## Total EOP Deposits

(1) The first quarter of 2012 includes approximately $\$ 370$ million of incremental charge-offs of previously deferred principal 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 allowance for loan losses related to these charge-offs.
(2) The third quarter of 2012 includes approximately $\$ 635$ million of incremental charge-offs related to Office of the Comptroller of the Currency (OCC) guidance which required mortgage loans to borrowers that have gone through Chapter 7 of the U.S. Bankruptcy Code to be written down to collateral guidance which required mortgage loans to borrowers that have gone through Chapter 7 of the U.S. Bankruptcy Code to be written down to
value. There was a corresponding approximately $\$ 600$ million release in the third quarter of 2012 allowance for loan losses related to these charge-offs. The fourth quarter of 2012 includes a benefit of approximately $\$ 40$ million to charge offs related to finalizing the impact of this OCC guidance.
(3) The fourth quarter of 2011, first quarter of 2012, second quarter of 2012, third quarter of 2012 and fourth quarter of 2012 includes $\$(16)$ million, $\$ 60$ million, $\$ 73$ million, $\$ 32$ million and $\$ 100$ million, respectively, of builds (releases) related to gains/(losses) on loan sales.

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

| $\begin{gathered} 4 \mathrm{Q} \\ 2011 \end{gathered}$ |  | $\begin{gathered} 1 Q \\ 2012 \end{gathered}$ |  | $\begin{gathered} 2 \mathrm{Q} \\ 2012 \end{gathered}$ |  | $\begin{gathered} 3 Q \\ 2012 \end{gathered}$ |  | $\begin{gathered} 4 \mathrm{Q} \\ 2012 \end{gathered}$ |  | 4Q12 Increase (Decrease) from |  | Full <br> 2011 |  | Full Year 2012 |  | FY 2012 vs. FY 2011 Increasel (Decrease) |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | 3Q12 | 4Q11 |  |  |  |  |  |  |  |  |  |  |  |
| \$ | 843 |  |  | \$ | 701 | \$ | 581 | \$ | 668 | \$ | 627 | (6\%) | (26\%) | \$ | 3,683 | \$ | 2,577 | (30\%) |
|  | 245 |  | 173 |  | 343 |  | $(4,358)$ |  | 432 | NM | 76\% |  | 2,588 |  | $(3,410)$ | NM |
|  | 1,088 |  | 874 |  | 924 |  | $(3,690)$ |  | 1,059 | NM | (3\%) |  | 6,271 |  | (833) | NM |
|  | 1,512 |  | 1,734 |  | 1,329 |  | 1,807 |  | 972 | (46\%) | (36\%) |  | 8,576 |  | 5,842 | (32\%) |
|  | (612) |  | (550) |  | (250) |  | (797) |  | 46 | NM | NM |  | $(3,277)$ |  | $(1,551)$ | 53\% |
|  | 900 |  | 1,184 |  | 1,079 |  | 1,010 |  | 1,018 | 1\% | 13\% |  | 5,299 |  | 4,291 | (19\%) |
|  | 188 |  | 171 |  | 165 |  | 160 |  | 155 | (3\%) | (18\%) |  | 779 |  | 651 | (16\%) |
|  | (51) |  | (26) |  | (19) |  | (16) |  | 5 | NM | NM |  | (41) |  | (56) | (37\%) |
|  | 1,037 |  | 1,329 |  | 1,225 |  | 1,154 |  | 1,178 | 2\% | 14\% |  | 6,037 |  | 4,886 | (19\%) |
|  | 1,855 |  | 1,219 |  | 1,237 |  | 1,190 |  | 1,607 | 35\% | (13\%) |  | 6,464 |  | 5,253 | (19\%) |
|  | $(1,804)$ |  | $(1,674)$ |  | $(1,538)$ |  | $(6,034)$ |  | $(1,726)$ | 71\% | 4\% |  | $(6,230)$ |  | $(10,972)$ | (76\%) |
|  | (490) |  | (650) |  | (619) |  | $(2,472)$ |  | (671) | 73\% | (37\%) |  | $(2,127)$ |  | $(4,412)$ | NM |
|  | $(1,314)$ |  | $(1,024)$ |  | (919) |  | $(3,562)$ |  | $(1,055)$ | 70\% | 20\% |  | $(4,103)$ |  | $(6,560)$ | (60\%) |
|  | 1 |  | 2 |  | 1 |  | - |  | - | - | (100\%) |  | 119 |  | 3 | (97\%) |
| \$ | $(1,315)$ | \$ | $(1,026)$ | \$ | (920) | \$ | $(3,562)$ | \$ | $(1,055)$ | 70\% | 20\% | \$ | $(4,222)$ | \$ | $(6,563)$ | (55\%) |
| \$ | 225 | \$ | 209 | \$ | 191 | \$ | 171 | \$ | 156 | (9\%) | (31\%) |  |  |  |  |  |
| \$ | 141 | \$ | 134 | \$ | 128 | \$ | 122 | \$ | 116 | (5\%) | (18\%) |  |  |  |  |  |
| \$ | 62 | \$ | 63 | \$ | 63 | \$ | 67 | \$ | 68 | 2\% | 10\% |  |  |  |  |  |


| $\begin{gathered} 4 \mathrm{Q} \\ 2011 \end{gathered}$ |  | $\begin{gathered} 1 Q \\ 2012 \end{gathered}$ |  | $\begin{gathered} 2 \mathrm{Q} \\ 2012 \end{gathered}$ |  | $\begin{gathered} 3 Q \\ 2012 \end{gathered}$ |  | $\begin{gathered} 4 \mathrm{Q} \\ 2012 \end{gathered}$ |  | 4Q12 Increase (Decrease) from |  | Full <br> 2011 |  | Full Year 2012 |  | FY 2012 vs. FY 2011 Increasel (Decrease) |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | 3Q12 | 4Q11 |  |  |  |  |  |  |  |  |  |  |  |
| \$ | 843 |  |  | \$ | 701 | \$ | 581 | \$ | 668 | \$ | 627 | (6\%) | (26\%) | \$ | 3,683 | \$ | 2,577 | (30\%) |
|  | 245 |  | 173 |  | 343 |  | $(4,358)$ |  | 432 | NM | 76\% |  | 2,588 |  | $(3,410)$ | NM |
|  | 1,088 |  | 874 |  | 924 |  | $(3,690)$ |  | 1,059 | NM | (3\%) |  | 6,271 |  | (833) | NM |
|  | 1,512 |  | 1,734 |  | 1,329 |  | 1,807 |  | 972 | (46\%) | (36\%) |  | 8,576 |  | 5,842 | (32\%) |
|  | (612) |  | (550) |  | (250) |  | (797) |  | 46 | NM | NM |  | $(3,277)$ |  | $(1,551)$ | 53\% |
|  | 900 |  | 1,184 |  | 1,079 |  | 1,010 |  | 1,018 | 1\% | 13\% |  | 5,299 |  | 4,291 | (19\%) |
|  | 188 |  | 171 |  | 165 |  | 160 |  | 155 | (3\%) | (18\%) |  | 779 |  | 651 | (16\%) |
|  | (51) |  | (26) |  | (19) |  | (16) |  | 5 | NM | NM |  | (41) |  | (56) | (37\%) |
|  | 1,037 |  | 1,329 |  | 1,225 |  | 1,154 |  | 1,178 | 2\% | 14\% |  | 6,037 |  | 4,886 | (19\%) |
|  | 1,855 |  | 1,219 |  | 1,237 |  | 1,190 |  | 1,607 | 35\% | (13\%) |  | 6,464 |  | 5,253 | (19\%) |
|  | $(1,804)$ |  | $(1,674)$ |  | $(1,538)$ |  | $(6,034)$ |  | $(1,726)$ | 71\% | 4\% |  | $(6,230)$ |  | $(10,972)$ | (76\%) |
|  | (490) |  | (650) |  | (619) |  | $(2,472)$ |  | (671) | 73\% | (37\%) |  | $(2,127)$ |  | $(4,412)$ | NM |
|  | $(1,314)$ |  | $(1,024)$ |  | (919) |  | $(3,562)$ |  | $(1,055)$ | 70\% | 20\% |  | $(4,103)$ |  | $(6,560)$ | (60\%) |
|  | 1 |  | 2 |  | 1 |  | - |  | - | - | (100\%) |  | 119 |  | 3 | (97\%) |
| \$ | $(1,315)$ | \$ | $(1,026)$ | \$ | (920) | \$ | $(3,562)$ | \$ | $(1,055)$ | 70\% | 20\% | \$ | $(4,222)$ | \$ | $(6,563)$ | (55\%) |
| \$ | 225 | \$ | 209 | \$ | 191 | \$ | 171 | \$ | 156 | (9\%) | (31\%) |  |  |  |  |  |
| \$ | 141 | \$ | 134 | \$ | 128 | \$ | 122 | \$ | 116 | (5\%) | (18\%) |  |  |  |  |  |
| \$ | 62 | \$ | 63 | \$ | 63 | \$ | 67 | \$ | 68 | 2\% | 10\% |  |  |  |  |  |


| $\begin{gathered} 4 \mathrm{Q} \\ 2011 \end{gathered}$ |  | $\begin{gathered} 1 Q \\ 2012 \end{gathered}$ |  | $\begin{gathered} 2 \mathrm{Q} \\ 2012 \end{gathered}$ |  | $\begin{gathered} 3 Q \\ 2012 \end{gathered}$ |  | $\begin{gathered} 4 \mathrm{Q} \\ 2012 \end{gathered}$ |  | 4Q12 Increase (Decrease) from |  | Full <br> 2011 |  | Full Year 2012 |  | FY 2012 vs. FY 2011 Increasel (Decrease) |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | 3Q12 | 4Q11 |  |  |  |  |  |  |  |  |  |  |  |
| \$ | 843 |  |  | \$ | 701 | \$ | 581 | \$ | 668 | \$ | 627 | (6\%) | (26\%) | \$ | 3,683 | \$ | 2,577 | (30\%) |
|  | 245 |  | 173 |  | 343 |  | $(4,358)$ |  | 432 | NM | 76\% |  | 2,588 |  | $(3,410)$ | NM |
|  | 1,088 |  | 874 |  | 924 |  | $(3,690)$ |  | 1,059 | NM | (3\%) |  | 6,271 |  | (833) | NM |
|  | 1,512 |  | 1,734 |  | 1,329 |  | 1,807 |  | 972 | (46\%) | (36\%) |  | 8,576 |  | 5,842 | (32\%) |
|  | (612) |  | (550) |  | (250) |  | (797) |  | 46 | NM | NM |  | $(3,277)$ |  | $(1,551)$ | 53\% |
|  | 900 |  | 1,184 |  | 1,079 |  | 1,010 |  | 1,018 | 1\% | 13\% |  | 5,299 |  | 4,291 | (19\%) |
|  | 188 |  | 171 |  | 165 |  | 160 |  | 155 | (3\%) | (18\%) |  | 779 |  | 651 | (16\%) |
|  | (51) |  | (26) |  | (19) |  | (16) |  | 5 | NM | NM |  | (41) |  | (56) | (37\%) |
|  | 1,037 |  | 1,329 |  | 1,225 |  | 1,154 |  | 1,178 | 2\% | 14\% |  | 6,037 |  | 4,886 | (19\%) |
|  | 1,855 |  | 1,219 |  | 1,237 |  | 1,190 |  | 1,607 | 35\% | (13\%) |  | 6,464 |  | 5,253 | (19\%) |
|  | $(1,804)$ |  | $(1,674)$ |  | $(1,538)$ |  | $(6,034)$ |  | $(1,726)$ | 71\% | 4\% |  | $(6,230)$ |  | $(10,972)$ | (76\%) |
|  | (490) |  | (650) |  | (619) |  | $(2,472)$ |  | (671) | 73\% | (37\%) |  | $(2,127)$ |  | $(4,412)$ | NM |
|  | $(1,314)$ |  | $(1,024)$ |  | (919) |  | $(3,562)$ |  | $(1,055)$ | 70\% | 20\% |  | $(4,103)$ |  | $(6,560)$ | (60\%) |
|  | 1 |  | 2 |  | 1 |  | - |  | - | - | (100\%) |  | 119 |  | 3 | (97\%) |
| \$ | $(1,315)$ | \$ | $(1,026)$ | \$ | (920) | \$ | $(3,562)$ | \$ | $(1,055)$ | 70\% | 20\% | \$ | $(4,222)$ | \$ | $(6,563)$ | (55\%) |
| \$ | 225 | \$ | 209 | \$ | 191 | \$ | 171 | \$ | 156 | (9\%) | (31\%) |  |  |  |  |  |
| \$ | 141 | \$ | 134 | \$ | 128 | \$ | 122 | \$ | 116 | (5\%) | (18\%) |  |  |  |  |  |
| \$ | 62 | \$ | 63 | \$ | 63 | \$ | 67 | \$ | 68 | 2\% | 10\% |  |  |  |  |  |

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 (1)
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 Taxe Income Taxes (benefits)
Income (loss) from Continuing Operations
Noncontrolling Interests
Net Income (Loss)
EOP Assets (in billions of dollars)
EOP Deposits (in billions of dollars)
(1) Third quarter of 2012 includes the recognition of a $\$ 3,340$ million impairment charge related to the carrying value of Citi's remaining $35 \%$ investment in the Morgan Stanley Smith Barney joint venture (MSSB JV).
Third quarter of 2012 also includes a non-cash charge of $\$ 1,344$ million, representing a loss on Citi's sale of the $14 \%$ interest in the MSSB JV to Morgan Stanley.
NM Not meaningful
Reclassified to conform to the current period's presentation.

| $\begin{gathered} 4 \mathrm{Q} \\ 2011 \\ \hline \end{gathered}$ |  | $\begin{gathered} 1 \mathrm{Q} \\ 2012 \\ \hline \end{gathered}$ |  | $\begin{gathered} 2 \mathrm{Q} \\ 2012 \\ \hline \end{gathered}$ |  | $\begin{gathered} 3 Q \\ \\ \hline \end{gathered}$ |  | $\begin{gathered} 4 \mathrm{Q} \\ 2012 \\ \hline \end{gathered}$ |  | 4Q12 Increase (Decrease) from |  | $\begin{aligned} & \text { Full } \\ & \text { Year } \\ & 2011 \\ & \hline \end{aligned}$ |  | $\begin{aligned} & \text { Full } \\ & \text { Year } \\ & 2012 \\ & \hline \end{aligned}$ |  | $\begin{aligned} & \text { FY } 2012 \text { vs. } \\ & \text { FY } 2011 \text { Increase) } \\ & \text { (Decrease) } \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | 3Q12 | 4Q11 |  |  |  |  |  |  |  |  |  |  |  |
| \$ | (48) |  |  | \$ | (129) | \$ | (122) | \$ | (117) | \$ | (103) | 12\% | NM | \$ | (180) | \$ | (471) | NM |
|  | 91 |  | 83 |  | 209 |  | $(4,687)$ |  | 167 | NM | 84\% |  | 462 |  | $(4,228)$ | NM |
|  | 43 |  | (46) |  | 87 |  | $(4,804)$ |  | 64 | NM | 49\% |  | 282 |  | $(4,699)$ | NM |
|  | 180 |  | 157 |  | 126 |  | 84 |  | 95 | 13\% | (47\%) |  | 729 |  | 462 | (37\%) |
|  | - |  | - |  | - |  | - |  | - | - | - |  | 4 |  | - | (100\%) |
|  | - |  | (1) |  | - |  | - |  | - | - | - |  | (3) |  | (1) | 67\% |
|  | 20 |  | - |  | - |  | - |  | - | - | (100\%) |  | 48 |  | - | (100\%) |
|  | (1) |  | - |  | - |  | - |  | - | - | 100\% |  | (1) |  | - | 100\% |
|  | 19 |  | (1) |  | - |  | - |  | - | - | (100\%) |  | 48 |  | (1) | NM |
|  | (156) |  | (202) |  | (39) |  | $(4,888)$ |  | (31) | 99\% | 80\% |  | (495) |  | $(5,160)$ | NM |
|  | (63) |  | (66) |  | (15) |  | $(1,870)$ |  | (19) | 99\% | 70\% |  | (209) |  | $(1,970)$ | NM |
|  | (93) |  | (136) |  | (24) |  | $(3,018)$ |  | (12) | 100\% | 87\% |  | (286) |  | $(3,190)$ | NM |
|  | (1) |  | 1 |  | 1 |  | 1 |  | - | (100\%) | 100\% |  | 9 |  | 3 | (67\%) |
| \$ | (92) | \$ | (137) | \$ | (25) | \$ | $(3,019)$ | \$ | (12) | 100\% | 87\% | \$ | (295) | \$ | $(3,193)$ | NM |
| \$ | 27 | \$ | 26 | \$ | 21 | \$ | 9 | \$ | 9 | - | (67\%) |  |  |  |  |  |
| \$ | 55 | \$ | 55 | \$ | 55 | \$ | 58 | \$ | 59 | 2\% | 7\% |  |  |  |  |  |

```
Net Interest Revenue
Non-Interest Revenue
```

Total Revenues, Net of Interest Expens
Total Operating Expenses
Net Credit Losses (1) (2)
Credit Reserve Build / (Release) (1) (2) (3)
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
ncome Taxes (benefits)
ncome (loss) from Continuing Operations
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 Business
International
North America
Total Net Credit Losses

Income (Loss) from Continuing Operations by Business
International
North America
Total Income (Loss) from Continuing Operations
(1) The first quarter of 2012 includes approximately $\$ 370$ million of incremental charge-offs of previously deferred principal 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 allowance for loan losses related to these charge-offs.
(2) The third quarter of 2012 includes approximately $\$ 635$ million of incremental charge-offs related to Office of the Comptroller of the Currency (OCC) guidance which required mortgage loans to borrowers that have gone through Chapter 7 of the U.S. Bankruptcy Code to be written down to collatera value. There was a corresponding approximately $\$ 600$ million release in the third quarter of 2012 allowance for loan losses related to these
charge-offs. The fourth quarter of 2012 includes a benefit of approximately $\$ 40$ milion to charge offs related to finalizing the impact
of this OCC guidance.
(3) The fourth quarter of 2011, first quarter of 2012 , second quarter of 2012 , third quarter of 2012 and fourth quarter of 2012 includes $\$(16)$ million, $\$ 60$ million, $\$ 73$ million, $\$ 32$ million and $\$ 100$ million, respectively, of builds (releases) related to gains/(losses) on loan sales.

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

| $\begin{gathered} 4 \mathrm{Q} \\ 2011 \end{gathered}$ |  | $\begin{gathered} 1 Q \\ 2012 \end{gathered}$ |  | $\begin{gathered} 2 \mathrm{Q} \\ 2012 \end{gathered}$ |  | 3Q |  | 4Q |  | (Decrease) from |  | $\begin{aligned} & \text { Year } \\ & 2011 \\ & \hline \end{aligned}$ |  | $\begin{aligned} & \text { Year } \\ & 2012 \\ & \hline \end{aligned}$ |  | FY 2011 Increasel |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | 3Q12 | 4Q11 |  |  |  |  |  |  |  |  |  |  |  |
| \$ | 985 |  |  | \$ | 932 | \$ | 780 | \$ | 839 | \$ | 784 | (7\%) | (20\%) | \$ | 4,268 | \$ | 3,335 | (22\%) |
|  | 294 |  | 394 |  | 151 |  | 265 |  | 221 | (17\%) | (25\%) |  | 1,174 |  | 1,031 | (12\%) |
|  | 1,279 |  | 1,326 |  | 931 |  | 1,104 |  | 1,005 | (9\%) | (21\%) |  | 5,442 |  | 4,366 | (20\%) |
|  | 1,620 |  | 999 |  | 1,045 |  | 987 |  | 1,434 | 45\% | (11\%) |  | 5,442 |  | 4,465 | (18\%) |
|  | 1,535 |  | 1,752 |  | 1,289 |  | 1,824 |  | 1,005 | (45\%) | (35\%) |  | 7,504 |  | 5,870 | (22\%) |
|  | (426) |  | (520) |  | (186) |  | (760) |  | 56 | NM | NM |  | $(1,419)$ |  | $(1,410)$ | 1\% |
|  | 168 |  | 171 |  | 165 |  | 160 |  | 155 | (3\%) | (8\%) |  | 731 |  | 651 | (11\%) |
|  | - |  | - |  | - |  | - |  | - | - | - |  | - |  | - | - |
|  | 1,277 |  | 1,403 |  | 1,268 |  | 1,224 |  | 1,216 | (1\%) | (5\%) |  | 6,816 |  | 5,111 | (25\%) |
|  | $(1,618)$ |  | $(1,076)$ |  | $(1,382)$ |  | $(1,107)$ |  | $(1,645)$ | (49\%) | (2\%) |  | $(6,816)$ |  | $(5,210)$ | 24\% |
|  | (414) |  | (443) |  | (561) |  | (413) |  | (600) | (45\%) | (45\%) |  | $(2,403)$ |  | $(2,017)$ | 16\% |
|  | $(1,204)$ |  | (633) |  | (821) |  | (694) |  | $(1,045)$ | (51\%) | 13\% |  | $(4,413)$ |  | $(3,193)$ | 28\% |
|  | 2 |  | 1 |  | - |  | (1) |  | - | 100\% | (100\%) |  | , |  | - | (100\%) |
| \$ | $(1,206)$ | \$ | (634) | \$ | (821) | \$ | (693) | \$ | $(1,045)$ | (51\%) | 13\% | \$ | $(4,415)$ | \$ | $(3,193)$ | 28\% |
| \$ | 166 | \$ | 157 | \$ | 143 | \$ | 136 | \$ | 131 | (4\%) | (21\%) | \$ | 186 | \$ | 142 | (24\%) |
| \$ | 157 | \$ | 147 | \$ | 138 | \$ | 134 | \$ | 126 | (6\%) | (20\%) |  |  |  |  |  |
|  | 4.24\% |  | 5.31\% |  | 4.09\% |  | 5.96\% |  | 3.45\% |  |  |  |  |  |  |  |
| \$ | 251 | \$ | 359 | \$ | 157 | \$ | 147 | \$ | 113 | (23\%) | (55\%) | \$ | 912 | \$ | 776 | (15\%) |
|  | 1,028 |  | 967 |  | 774 |  | 957 |  | 892 | (7\%) | (13\%) |  | 4,530 |  | 3,590 | (21\%) |
| \$ | 1,279 | \$ | 1,326 | \$ | 931 | \$ | 1,104 | \$ | 1,005 | (9\%) | (21\%) | \$ | 5,442 | \$ | 4,366 | (20\%) |
| \$ | 193 | \$ | 171 | \$ | 154 | \$ | 121 | \$ | 90 | (26\%) | (53\%) | \$ | 1,057 | \$ | 536 | (49\%) |
|  | 1,342 |  | 1,581 |  | 1,135 |  | 1,703 |  | 915 | (46\%) | (32\%) |  | 6,447 |  | 5,334 | (17\%) |
| \$ | 1,535 | \$ | 1,752 | \$ | 1,289 | \$ | 1,824 | \$ | 1,005 | (45\%) | (35\%) | \$ | 7,504 | \$ | 5,870 | (22\%) |
|  | (235) | \$ | 74 | \$ | (97) | \$ | (101) | \$ | (150) | (49\%) | 36\% | \$ | (873) | \$ | (274) | 69\% |
|  | (969) |  | (707) |  | (724) |  | (593) |  | (895) | (51\%) | 8\% |  | $(3,540)$ |  | $(2,919)$ | 18\% |
| \$ | $(1,204)$ | \$ | (633) | \$ | (821) | \$ | (694) | \$ | $(1,045)$ | (51\%) | 13\% | \$ | $(4,413)$ | \$ | $(3,193)$ | 28\% |


|  | $\begin{gathered} 4 \mathrm{Q} \\ 2011 \end{gathered}$ |  | $\begin{gathered} 1 \mathrm{Q} \\ 2012 \end{gathered}$ |  | $\begin{gathered} 2 \mathrm{Q} \\ 2012 \end{gathered}$ |  | $\begin{gathered} 3 Q \\ 2012 \end{gathered}$ |  | $\begin{gathered} 4 \mathrm{Q} \\ 2012 \end{gathered}$ |  | 4Q12 Increase (Decrease) from |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  | 3Q12 | 4Q11 |  |  |  |  |  |  |
| International Key Indicators |  |  |  |  |  |  |  |  |  |  |  |  |
| Branches (actual) |  | 395 |  |  |  | 394 |  | 357 |  | 357 |  | 95 | (73\%) | (76\%) |
| Average Loans (in billions) (1) | \$ | 14.4 | \$ | 10.7 | \$ | 9.6 | \$ | 9.0 | \$ | 8.2 | (9\%) | (43\%) |
| EOP Loans (1): |  |  |  |  |  |  |  |  |  |  |  |  |
| Real Estate Lending | \$ | 5.0 | \$ | 4.9 | \$ | 4.5 | \$ | 4.5 | \$ | 4.2 | (7\%) | (16\%) |
| Cards |  | 2.7 |  | 2.7 |  | 2.6 |  | 2.6 |  | 2.5 | (4\%) | (7\%) |
| Commercial Markets |  | 0.5 |  | 0.6 |  | 0.5 |  | 0.4 |  | 0.1 | (75\%) | (80\%) |
| Personal and Other |  | 2.6 |  | 2.0 |  | 1.7 |  | 1.3 |  | 0.8 | (38\%) | (69\%) |
| EOP Loans (in billions of dollars) | \$ | 10.8 | \$ | 10.2 | \$ | 9.3 | \$ | 8.8 | \$ | 7.6 | (14\%) | (30\%) |
| Net Interest Revenue As a \% of Average Loans | \$ | $\begin{gathered} 248 \\ 6.83 \% \end{gathered}$ | \$ | $\begin{gathered} 261 \\ 9.81 \% \end{gathered}$ | \$ | $\begin{gathered} 118 \\ 4.94 \% \end{gathered}$ | \$ | $\begin{gathered} 138 \\ 6.10 \% \end{gathered}$ | \$ | $\begin{gathered} 96 \\ 4.66 \% \end{gathered}$ | (30\%) | (61\%) |
| Net Credit Losses | \$ | 193 | \$ | 171 | \$ | 154 | \$ | 121 | \$ | 90 | (26\%) | (53\%) |
| As a \% of Average Loans |  | 5.32\% |  | 6.43\% |  | 6.45\% |  | 5.35\% |  | 4.37\% |  |  |
| Loans 90+ Days Past Due | \$ | 422 | \$ | 428 | \$ | 363 | \$ | 366 | \$ | 345 | (6\%) | (18\%) |
| As a \% of EOP Loans |  | 3.91\% |  | 4.20\% |  | 3.90\% |  | 4.16\% |  | 4.54\% |  |  |
| Loans 30-89 Days Past Due | \$ | 499 | \$ | 519 | \$ | 453 | \$ | 436 | \$ | 393 | (10\%) | (21\%) |
| As a \% of EOP Loans |  | 4.62\% |  | 5.09\% |  | 4.87\% |  | 4.95\% |  | 5.17\% |  |  |
| North America Key Indicators (1) |  |  |  |  |  |  |  |  |  |  |  |  |
| Branches (actual) |  | 1,729 |  | 1,720 |  | 1,592 |  | 1,582 |  | 1,564 | (1\%) | (10\%) |
| Average Loans (in billions of dollars) | \$ | 129.4 | \$ | 122.1 | \$ | 117.1 | \$ | 112.7 | \$ | 107.7 | (4\%) | (17\%) |
| EOP Loans (in billions of dollars) | \$ | 123.9 | \$ | 118.9 | \$ | 114.6 | \$ | 109.1 | \$ | 105.1 | (4\%) | (15\%) |
| Net Interest Revenue As a \% of Average Loans | \$ | $\begin{gathered} 737 \\ 2.26 \% \end{gathered}$ | \$ | $\begin{gathered} 671 \\ 2.21 \% \end{gathered}$ | \$ | $\begin{gathered} 662 \\ 2.27 \% \end{gathered}$ | \$ | $\begin{gathered} 701 \\ 2.47 \% \end{gathered}$ | \$ | $\begin{gathered} 688 \\ 2.54 \% \end{gathered}$ | (2\%) | (7\%) |
| Net Credit Losses As a \% of Average Loans | \$ | $\begin{aligned} & 1,342 \\ & 4.11 \% \end{aligned}$ | \$ | $\begin{aligned} & 1,581 \\ & 5.21 \% \end{aligned}$ | \$ | $\begin{aligned} & 1,135 \\ & 3.90 \% \end{aligned}$ | \$ | $\begin{aligned} & 1,703 \\ & 6.01 \% \end{aligned}$ | \$ | $\begin{gathered} 915 \\ 3.38 \% \end{gathered}$ | (46\%) | (32\%) |
| Loans 90+ Days Past Due (2) (3) As a \% of EOP Loans | \$ | $\begin{aligned} & 5,427 \\ & 4.73 \% \end{aligned}$ | \$ | $\begin{aligned} & 5,220 \\ & 4.75 \% \end{aligned}$ | \$ | $\begin{aligned} & 4,991 \\ & 4.71 \% \end{aligned}$ | \$ | $\begin{aligned} & 4,608 \\ & 4.58 \% \end{aligned}$ | \$ | $\begin{aligned} & 4,266 \\ & 4.41 \% \end{aligned}$ | (7\%) | (21\%) |
| Loans 30-89 Days Past Due (2) (3) As a \% of EOP Loans | \$ | $\begin{aligned} & 4,649 \\ & 4.05 \% \end{aligned}$ | \$ | $\begin{aligned} & 4,079 \\ & 3.71 \% \end{aligned}$ | \$ | $\begin{aligned} & 4,161 \\ & 3.93 \% \end{aligned}$ | \$ | $\begin{aligned} & 4,317 \\ & 4.29 \% \end{aligned}$ | \$ | $\begin{aligned} & 3,835 \\ & 3.96 \% \end{aligned}$ | (11\%) | (18\%) |
| (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 30. |  |  |  |  |  |  |  |  |  |  |  |  |
| (3) See Note 2 on page 30. |  |  |  |  |  |  |  |  |  |  |  |  |
| 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)

```
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)
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 (2) (3)
    As a % of EOP Loans
Loans 30-89 Days Past Due (2) (3)
    As a % of EOP Loans
(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 30.
(3) See Note 2 on page 30.
meaningful
Reclassified to conform to the current period's presentation.
```


## cIti

CITI HOLDINGS
Cocal Consumer Lending - page 3
(In millions of dollars, except as otherwise noted)

| 4 Q | 10 | 2 O | 30 | 4 Q | 4Q12 Increase (Decrease) from |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 2011 | 2012 | 2012 | 2012 | 2012 | 3Q12 | 4Q11 |

## KEY INDICATORS

## esidential Real Estate Lending

## Home Equity

Average Loans (in billions of dollars)
Residential Firs
Home Equity
EOP Loans (in billions of dollars)
Third Party Mortgage Serv Portfolio (EOP, in billions)
Net Servicing \& Gain/(Loss) on Sale
Net Interest Revenue on Loan
As a \% of Avg. Loans

Residential Firs
Home Equity
Net Credit Losses
As a \% of Avg. Loans
Residential Firs
Home Equity
Loans 90+ Days Past Due (1) (2)
As a \% of EOP Loans
Residential Firs
Home Equity
Loans 30-89 Days Past Due (1) (2)
As a \% of EOP Loans

## ersonal Loans

Average Loans (in billions of dollars)
EOP Loans (in billions of dollars)
Net Interest Revenue on Loans
As a \% of Avg. Loans
Net Credit Losses
As a \% of Avg. Loans
Loans 90+ Days Past Due
As a \% of EOP Loans
Loans 30-89 Days Past Du
As a \% of EOP Loans


|  |  |  |  |  |  |  |  |  |  |  |  |
| :--- | :---: | ---: | ---: | ---: | ---: | ---: | ---: | ---: | ---: | ---: | ---: |
|  | 11.0 | $\$$ | 10.7 | $\$$ | 10.3 | $\$$ | 10.2 | $\$$ | 10.0 | $(2 \%)$ | $(9 \%)$ |
| $\$$ | 10.9 | $\$$ | 10.4 | $\$$ | 10.2 | $\$$ | 10.1 | $\$$ | 100 | $(1 \%)$ | $(8 \%)$ |
| $\$$ | 517 | $\$$ | 499 | $\$$ | 488 | $\$$ | 499 | $\$$ | 500 | - | $(3 \%)$ |
|  | $18.65 \%$ |  | $18.76 \%$ |  | $19.06 \%$ |  | $19.46 \%$ |  | $19.89 \%$ |  |  |
| $\$$ | 236 | $\$$ | 226 | $\$$ | 208 | $\$$ | 183 | $\$$ | 172 | $(6 \%)$ | $(27 \%)$ |
|  | $8.51 \%$ |  | $8.00 \%$ |  | $8.12 \%$ |  | $7.14 \%$ |  | $6.84 \%$ |  |  |
| $\$$ | 354 | $\$$ | 320 | $\$$ | 266 | $\$$ | 283 | $\$$ | 290 | $2 \%$ | $(18 \%)$ |
|  | $3.25 \%$ |  | $3.08 \%$ |  | $2.61 \%$ |  | $2.80 \%$ |  | $2.90 \%$ |  |  |
| $\$$ | 239 | $\$$ | 179 | $\$$ | 200 | $\$$ | 206 | $\$$ | 202 | $(2 \%)$ | $(15 \%)$ |
|  | $2.19 \%$ |  | $1.72 \%$ |  | $1.96 \%$ |  | $2.04 \%$ |  | $2.02 \%$ |  |  |

(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) for each period were $\$ 4.4$ bilion and ( $\$ 7.9$ bilion), $\$ 4.4$
bilion and ( $\$ 7.7$ bilion), $\$ 4.3$ bilion and ( $\$ 7.4$ bilion), $\$ 4.1$ bilion and ( $\$ 7.2$ bilion) and $\$ 4.0$ bilion and ( $\$ 7.1$ biliion) as of
December 31, 2011, March 31, 2012, June 30, 2012, September 30, 2012 and December 31, 2012, respectively
The amounts excluded for Loans 30-89 Days Past Due and (EOP Loans) for each period were, $\$ 1.5$ billion and ( $\$ 7.9$ billion), $\$ 1.3$
billion and ( $\$ 7.7$ billion), $\$ 1.3$ billion and ( $\$ 7.4$ billion), $\$ 1.3$ billion and ( $\$ 7.2$ billion) and $\$ 1.2$ billion and ( $\$ 7.1$ billion) as of
December 31, 2011, March 31, 2012, June 30, 2012 and September 30, 2012, respectively.
(2) The December 31, 2011, March 31, 2012, June 30, 2012, September 30, 2012 and December 31, 2012 Loans 90+ Days Past Due and $30-89$ Days Past Due and related ratios excludes $\$ 1.3$ billion, $\$ 1.3$ billion, $\$ 1.2$ billion, $\$ 1.2$ billion and $\$ 1.2$ billion, respectively, of loans that are carried at fair value.

NM Not meaningful
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 Revenu
```

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
ncome from Continuing Operations
Noncontrolling Interests
Net Income (Loss)
EOP Assets (in billions of dollars)
NM Not meaningful
Reclassified to conform to the current period's presentation.

| $\begin{array}{r} 4 \mathrm{Q} \\ 2011 \\ \hline \end{array}$ |  | $\begin{gathered} 1 Q \\ 2012 \end{gathered}$ |  | $\begin{gathered} 2 Q \\ 2012 \end{gathered}$ |  | $\begin{gathered} 3 Q \\ 2012 \end{gathered}$ |  | $\begin{gathered} 4 Q \\ 2012 \\ \hline \end{gathered}$ |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| \$ | (94) | \$ | (102) | \$ | (77) | \$ | (54) | \$ | (54) |
|  | (140) |  | (304) |  | (17) |  | 64 |  | 44 |
|  | (234) |  | (406) |  | (94) |  | 10 |  | (10) |
|  | 55 |  | 63 |  | 66 |  | 119 |  | 78 |
|  | (23) |  | (18) |  | 40 |  | (17) |  | (33) |
|  | (186) |  | (29) |  | (64) |  | (37) |  | (10) |
|  | - |  | - |  | - |  | - |  | - |
|  | (50) |  | (26) |  | (19) |  | (16) |  | 5 |
| (259) |  |  | (73) |  | (43) |  | (70) |  | (38) |
| (30) |  |  | (396) |  | (117) |  | (39) |  | (50) |
| (13) |  |  | (141) |  | (43) |  | (189) |  | (52) |
| (17) |  |  | (255) |  | (74) |  | 150 |  | 2 |
| - |  |  | - |  | - |  | - |  | - |
| \$ | (17) | \$ | (255) | \$ | (74) | \$ | 150 | \$ | 2 |
| \$ | 41 | \$ | 36 | \$ | 32 | \$ | 28 | \$ | 21 |

citi

| 4Q12 Increase (Decrease) from |  | $\begin{aligned} & \text { Full } \\ & \text { Year } \\ & 2011 \\ & \hline \end{aligned}$ |  | $\begin{aligned} & \text { Full } \\ & \text { Year } \\ & 2012 \\ & \hline \end{aligned}$ |  | $\begin{aligned} & \text { FY } 2012 \text { vs. } \\ & \text { FY } 2011 \text { Increase/ } \\ & \text { (Derrease) } \\ & \hline \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| - | 43\% | \$ | (405) | \$ | (287) | 29\% |
| (31\%) | NM |  | 952 |  | (213) | NM |
| NM | 96\% |  | 547 |  | (500) | NM |
| (34\%) | 42\% |  | 293 |  | 326 | 11\% |
| (94\%) | (43\%) |  | 1,068 |  | (28) | NM |
| 73\% | 95\% |  | $(1,855)$ |  | (140) | 92\% |
| - | - |  | - |  | - | - |
| NM | NM |  | (40) |  | (56) | (40\%) |
| 46\% | 85\% |  | (827) |  | (224) | 73\% |
| (28\%) | (67\%) |  | 1,081 |  | (602) | NM |
| 72\% | NM |  | 485 |  | (425) | NM |
| (99\%) | NM |  | 596 |  | (177) | NM |
| - | - |  | 108 |  | - | (100\%) |
| (99\%) | NM | \$ | 488 | \$ | (177) | NM |
| (25\%) | (49\%) |  |  |  |  | - |

```
AVERAGE BALANCES AND INTEREST RATES }\mp@subsup{}{}{(1)(2)(3)(4)
Taxable Equivalent Basis
```

```
In millions of dollars, except as otherwise noted
Assets:
    Deposits with Banks
    Fed Funds Sold and Resale Agreements }\mp@subsup{}{}{(6)
    Trading Account Assets
    nvestments
    Total Loans (net of Unearned Income)
    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 ${ }^{(6)}$
Trading Account Liabilities
Short-Term Borrowings
Long-Term Debt ${ }^{(9)}$
Total Average Interest-Bearing Liabilities
Total Average Interest-Bearing Liabilities
(excluding deposit insurance and FDIC Assessment)


| Interest |  |  |  | \% Average Rate ${ }^{(4)}$ |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Fourth Quarter 2011 |  | Third uarter 2012 | Fourth Quarter $2012{ }^{(5)}$ | Fourth Quarter 2011 | Third Quarter 2012 | Fourth Quarter $2012{ }^{(5)}$ |
| \$ 408 | \$ | 296 | \$ 275 | 1.03\% | 0.73\% | 0.73\% |
| 942 |  | 825 | 748 | 1.32\% | 1.20\% | 1.11\% |
| 1,941 |  | 1,663 | 1,834 | 3.11\% | 2.67\% | 2.84\% |
| 1,950 |  | 1,958 | 1,960 | 2.68\% | 2.56\% | 2.58\% |
| 12,555 |  | 12,184 | 11,928 | 7.72\% | 7.41\% | 7.31\% |
| 140 |  | 144 | 166 | 1.18\% | 1.54\% | 1.69\% |
| \$ 17,936 |  | 17,070 | \$ 16,911 | 4.26\% | 4.05\% | 4.04\% |
| $\begin{array}{r} \$ 1,726 \\ 358 \end{array}$ | \$ | $\begin{aligned} & 1,622 \\ & 290 \end{aligned}$ | $\begin{array}{r} \$ 1,490 \\ 303 \end{array}$ | 1.00\% | 0.87\% | 0.81\% |
| 2,084 |  | 1,912 | 1,793 | 1.20\% | 1.03\% | 0.97\% |
| 731 |  | 713 | 656 | 1.30\% | 1.28\% | 1.14\% |
| 65 |  | 46 | 39 | 0.34\% | 0.26\% | 0.23\% |
| 157 |  | 173 | 163 | 0.53\% | 0.63\% | 0.62\% |
| 2,675 |  | 2,172 | 1,973 | 3.33\% | 3.36\% | 3.34\% |
| \$ 5,712 | \$ | 5,016 | \$ 4,624 | 1.59\% | 1.43\% | 1.34\% |
| \$ 5,354 | \$ | 4,726 | \$ 4,321 | 1.49\% | 1.34\% | 1.25\% |
| \$ 12,224 |  | 12,054 | \$ 12,287 | 2.90\% | 2.86\% | 2.93\% |
| \$ 12,582 |  | 12,344 | \$ 12,590 | 2.99\% | 2.93\% | 3.01\% |



4Q12 Increase (Decrease) (excluding deposit insurance and FDIC Assessment) From
(1) Interest Revenue includes the taxable equivalent adjustments (based on the U.S. federal statutory tax rate of $35 \%$ ) of $\$ 141$ million for the fourth quarter of 2011
$\$ 136$ million for the third quarter of 2012 and $\$ 133$ million for the fourth quarter of 2012
Interest Expense includes the taxable equivalent adjustments (based on the U.S. federal statutory tax rate of $35 \%$ ) of $\$ 0$ million for the fourth quarter of 2011
$\$ 5$ million for the third quarter of 2012 and $\$ 4$ million for the fourth 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 interes 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) |  |  |  |  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | $\begin{gathered} 4 \mathrm{Q} \\ 2011 \end{gathered}$ |  | $\begin{gathered} 1 \mathrm{Q} \\ 2012 \end{gathered}$ |  | $\begin{gathered} 2 \mathrm{Q} \\ 2012 \end{gathered}$ |  | $\begin{gathered} 3 Q \\ 2012 \end{gathered}$ |  | $\begin{gathered} 4 \mathrm{Q} \\ 2012 \end{gathered}$ |  | 4Q12 Increase <br> (Decrease) from |  |
|  |  |  | 3Q12 | 4Q11 |  |  |  |  |  |  |
| Citicorp Deposits by Business |  |  |  |  |  |  |  |  |  |  |  |  |
| Global Consumer Banking |  |  |  |  |  |  |  |  |  |  |  |  |
| EMEA |  | 12.1 |  |  |  | 12.8 |  | 12.6 |  | 12.9 |  | 13.2 | 2\% | 9\% |
| Latin America |  | 44.3 |  | 46.1 |  | 45.8 |  | 47.3 |  | 48.6 | 3\% | 10\% |
| Asia |  | 109.7 |  | 110.7 |  | 112.5 |  | 113.1 |  | 110.0 | (3\%) | - |
| Total | \$ | 315.1 | \$ | 323.1 | \$ | 324.1 | \$ | 330.1 | \$ | 337.0 | 2\% | 7\% |
| ICG |  |  |  |  |  |  |  |  |  |  |  |  |
| Securities and Banking | \$ | 110.9 | \$ | 122.9 | \$ | 121.5 | \$ | 119.4 | \$ | 114.4 | (4\%) | 3\% |
| Transaction Services |  | 373.1 |  | 393.3 |  | 399.3 |  | 425.5 |  | 408.7 | (4\%) | 10\% |
| Total | \$ | 484.0 | \$ | 516.2 | \$ | 520.8 | \$ | 544.9 | \$ | 523.1 | (4\%) | 8\% |
| Corporate/Other | \$ | 5.2 | \$ | 3.5 | \$ | 6.7 | \$ | 2.8 | \$ | 2.5 | (11\%) | (52\%) |
| Total Citicorp | \$ | 804.3 | \$ | 842.8 | \$ | 851.6 | \$ | 877.8 | \$ | 862.6 | (2\%) | 7\% |
| Citi Holdings Deposits |  |  |  |  |  |  |  |  |  |  |  |  |
| Brokerage and Asset Management | \$ | 54.6 | \$ | 55.0 | \$ | 54.7 | \$ | 58.1 | \$ | 59.3 | 2\% | 9\% |
| Local Consumer Lending |  | 7.0 |  | 8.2 |  | 8.0 |  | 8.7 |  | 8.7 | - | 24\% |
| Total Citi Holdings | \$ | 61.6 | \$ | 63.2 | \$ | 62.7 | \$ | 66.8 | \$ | 68.0 | 2\% | 10\% |
| Total Citigroup Deposits - EOP | \$ | 865.9 | \$ | 906.0 | \$ | 914.3 | \$ | 944.6 | \$ | 930.6 | (1\%) | 7\% |
| Total Citigroup Deposits - Average | \$ | 857.0 | \$ | 869.1 | \$ | 893.4 | \$ | 921.2 | \$ | 928.9 | 1\% | 8\% |
| FX Translation Impact: |  |  |  |  |  |  |  |  |  |  |  |  |
| Total Citigroup EOP Deposits - as Reported | \$ | 865.9 | \$ | 906.0 | \$ | 914.3 | \$ | 944.6 | \$ | 930.6 | (1\%) | 7\% |
| Impact of FX Translation (1) |  | 7.7 |  | (2.6) |  | 8.4 |  | 0.2 |  | - |  |  |
| Total Citigroup EOP Deposits - Ex-FX (2) | \$ | 873.6 | \$ | 903.4 | \$ | 922.7 | \$ | 944.8 | \$ | 930.6 | (2\%) | 7\% |

(1) Reflects the impact of foreign exchange (FX) translation into U.S. Dollars at the current exchange rate for all periods presented.
(2) Presentation of this metric excluding FX translation is a non-GAAP financial measur

Reclassified to conform to the current period's presentation.

| EOP LOANS - Page 1 CITICORP (In billions of dollars) | $\begin{gathered} 4 \mathrm{Q} \\ 2011 \end{gathered}$ |  | $\begin{gathered} 1 Q \\ 2012 \end{gathered}$ |  | $\begin{gathered} 2 \mathrm{Q} \\ 2012 \end{gathered}$ |  | $\begin{gathered} 3 Q \\ 2012 \end{gathered}$ |  | $\begin{gathered} 4 \mathrm{Q} \\ 2012 \end{gathered}$ |  | 4Q12 Increase (Decrease) from |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  | 3Q12 | 4Q11 |  |  |  |  |  |  |
| Citicorp: <br> Global Consumer Banking |  |  |  |  |  |  |  |  |  |  |  |  |
| North America |  |  |  |  |  |  |  |  |  |  |  |  |
| Credit Cards | \$ | 117.1 |  |  | \$ | 109.4 | \$ | 109.3 | \$ | 108.8 | \$ | 111.5 | 2\% | (5\%) |
| Retail Banking |  | 38.9 |  | 40.6 |  | 40.9 |  | 41.5 |  | 42.7 | 3\% | 10\% |
| Total | \$ | 156.0 | \$ | 150.0 | \$ | 150.2 | \$ | 150.3 | \$ | 154.2 | 3\% | (1\%) |
| EMEA |  |  |  |  |  |  |  |  |  |  |  |  |
| Credit Cards | \$ | 2.7 | \$ | 2.9 | \$ | 2.8 | \$ | 2.9 | \$ | 2.9 | - | 7\% |
| Retail Banking |  | 4.2 |  | 4.5 |  | 4.6 |  | 4.9 |  | 5.1 | 4\% | 21\% |
| Total | \$ | 6.9 | \$ | 7.4 | \$ | 7.4 | \$ | 7.8 | \$ | 8.0 | 3\% | 16\% |
| Latin America |  |  |  |  |  |  |  |  |  |  |  |  |
| Credit Cards | \$ | 13.7 | \$ | 14.3 | \$ | 13.7 | \$ | 14.2 | \$ | 14.8 | 4\% | 8\% |
| Retail Banking |  | 23.6 |  | 26.1 |  | 25.9 |  | 27.5 |  | 28.3 | 3\% | 20\% |
| Total | \$ | 37.3 | \$ | 40.4 | \$ | 39.6 | \$ | 41.7 | \$ | 43.1 | 3\% | 16\% |
| Asia |  |  |  |  |  |  |  |  |  |  |  |  |
| Credit Cards | \$ | 19.9 | \$ | 19.6 | \$ | 19.6 | \$ | 20.0 | \$ | 20.4 | 2\% | 3\% |
| Retail Banking |  | 67.3 |  | 68.8 |  | 67.6 |  | 69.3 |  | 69.7 | 1\% | 4\% |
| Total | \$ | 87.2 | \$ | 88.4 | \$ | 87.2 | \$ | 89.3 | \$ | 90.1 | 1\% | 3\% |
| Total Consumer Loans |  |  |  |  |  |  |  |  |  |  |  |  |
| Credit Cards | \$ | 153.4 | \$ | 146.2 | \$ | 145.4 | \$ | 145.9 | \$ | 149.6 | 3\% | (2\%) |
| Retail Banking |  | 134.0 |  | 140.0 |  | 139.0 |  | 143.2 |  | 145.8 | 2\% | 9\% |
| Total Consumer | \$ | 287.4 | \$ | 286.2 | \$ | 284.4 | \$ | 289.1 | \$ | 295.4 | 2\% | 3\% |
| Total Corporate Loans |  |  |  |  |  |  |  |  |  |  |  |  |
| Securities and Banking | \$ | 158.9 | \$ | 159.6 | \$ | 166.6 | \$ | 172.0 | \$ | 168.7 | (2\%) | 6\% |
| Transaction Services |  | 60.3 |  | 68.4 |  | 76.1 |  | 75.5 |  | 75.6 | - | 25\% |
| Total Corporate Loans | \$ | 219.2 | \$ | 228.0 | \$ | 242.7 | \$ | 247.5 | \$ | 244.3 | (1\%) | 11\% |
| Total Citicorp | \$ | 506.6 | \$ | 514.2 | \$ | 527.1 | \$ | 536.6 | \$ | 539.7 | 1\% | 7\% |
| FX Translation Impact: |  |  |  |  |  |  |  |  |  |  |  |  |
| Total Citicorp EOP Loans - as Reported | \$ | 506.6 | \$ | 514.2 | \$ | 527.1 | \$ | 536.6 | \$ | 539.7 | 1\% | 7\% |
| Impact of FX Translation (1) |  | 4.7 |  | (0.8) |  | 4.9 |  | - |  | - |  |  |
| Total Citicorp EOP Loans - Ex-FX (2) | \$ | 511.3 | \$ | 513.4 | \$ | 532.0 | \$ | 536.6 | \$ | 539.7 | 1\% | 6\% |

Note: Certain small balance consumer loans included in the above lines are classified as Corporate Loans on the Consolidated Balance Sheet.
(1) Reflects the impact of foreign exchange (FX) translation into U.S. Dollars at the current exchange rate for all periods presented
(2) Presentation of this metric excluding FX translation is a non-GAAP financial measure.

Reclassified to conform to the current period's presentation.

| EOP LOANS - Page 2 <br> CITI HOLDINGS AND TOTAL CITIGROUP <br> (In billions of dollars) | $\begin{gathered} 4 \mathrm{Q} \\ 2011 \end{gathered}$ |  | $\begin{gathered} 1 Q \\ 2012 \end{gathered}$ |  | $\begin{gathered} 2 \mathrm{Q} \\ 2012 \end{gathered}$ |  | $\begin{gathered} 3 Q \\ \\ \hline 2012 \\ \hline \end{gathered}$ |  | $\begin{gathered} 4 \mathrm{Q} \\ 2012 \end{gathered}$ |  | citi |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  | 4 Q12 Increase (Decrease) from |  |  |  |  |  |  |  |
|  |  |  | 3Q12 | 4Q11 |  |  |  |  |  |  |  |
| Citi Holdings: |  |  |  |  |  |  |  |  |  |  |  |  |
| Local Consumer Lending - North America |  |  |  |  |  |  |  |  |  |  |  |  |
| Real Estate Lending |  | 107.5 |  |  |  | 103.6 |  | 99.8 |  | 95.3 |  | 91.8 | (4\%) | (15\%) |
| All Other |  | 5.5 |  |  |  | 4.9 |  | 4.6 |  | 3.7 |  | 3.3 | (11\%) | (40\%) |
| Personal |  | 10.9 |  | 10.4 |  | 10.2 |  | 10.1 |  | 10.0 | (1\%) | (8\%) |
| Total | \$ | 123.9 | \$ | 118.9 | \$ | 114.6 | \$ | 109.1 | \$ | 105.1 | (4\%) | (15\%) |
| Local Consumer Lending - International |  |  |  |  |  |  |  |  |  |  |  |  |
| Credit Cards | \$ | 2.7 | \$ | 2.7 | \$ | 2.6 | \$ | 2.6 | \$ | 2.5 | (4\%) | (7\%) |
| Retail Banking |  | 8.1 |  | 7.5 |  | 6.7 |  | 6.2 |  | 5.1 | (18\%) | (37\%) |
| Total | \$ | 10.8 | \$ | 10.2 | \$ | 9.3 | \$ | 8.8 | \$ | 7.6 | (14\%) | (30\%) |
| Citi Holdings - Other (Primarily SAP) |  | 5.9 |  | 4.7 |  | 4.0 |  | 3.9 |  | 3.1 | (21\%) | (47\%) |
| Total Citi Holdings | \$ | 140.6 | \$ | 133.8 | \$ | 127.9 | \$ | 121.8 | \$ | 115.8 | (5\%) | (18\%) |
| Total Citigroup | \$ | 647.2 | \$ | 648.0 | \$ | 655.0 | \$ | 658.4 | \$ | 655.5 | - | 1\% |
| Consumer Loans | \$ | 423.3 | \$ | 416.1 | \$ | 409.1 | \$ | 407.7 | \$ | 408.7 | - | (3\%) |
| Corporate Loans |  | 223.9 |  | 231.9 |  | 245.9 |  | 250.7 |  | 246.8 | (2\%) | 10\% |
| Total Citigroup | \$ | 647.2 | \$ | 648.0 | \$ | 655.0 | \$ | 658.4 | \$ | 655.5 | - | 1\% |
| FX Translation Impact: |  |  |  |  |  |  |  |  |  |  |  |  |
| Total Citigroup EOP Loans - as Reported | \$ | 647.2 | \$ | 648.0 | \$ | 655.0 | \$ | 658.4 | \$ | 655.5 | - | 1\% |
| Impact of FX Translation (1) |  | 4.8 |  | (1.0) |  | 5.2 |  | - |  | - |  |  |
| Total Citigroup EOP Loans - Ex-FX (2) | \$ | 652.0 | \$ | 647.0 | \$ | 660.2 | \$ | 658.4 | \$ | 655.5 | - | 1\% |

Note: Certain small balance consumer loans included in the above lines are classified as Corporate Loans on the Consolidated
Balance Sheet.
(1) Reflects the impact of foreign exchange (FX) translation into U.S. Dollars at the current exchange rate for all periods presented.
(2) Presentation of this metric excluding FX translation is a non-GAAP financial measure.

Reclassified to conform to the current period's presentation.

SUPPLEMENTAL DETAIL
CONSUMER LOANS 90+DAYS DELINQUENCY AMOUNTS AND RATIOS
(In millions of dollars, except EOP loan amounts in billions of dollars)
Citicorp (2)
Total
Ratio
Retail Bank (2)
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
EMEA
Ratio
Latin America
Ratio
Asia
Ratio
Citi Holdings - Local Consumer Lending (2) (3)
Ratio
International
Ratio
North America (2) (3)
Ratio

Total Citigroup (excluding Special Asset Pool) (2) (3) Ratio
cîti

| $\begin{gathered} \hline 4 \mathrm{Q} \\ 2011 \\ \hline \end{gathered}$ |  | $\begin{gathered} 1 Q \\ 2012 \\ \hline \end{gathered}$ |  | $\begin{gathered} \hline 2 \mathrm{Q} \\ 2012 \end{gathered}$ |  | $\begin{gathered} 3 Q \\ 2012 \\ \end{gathered}$ |  | $\begin{gathered} 4 \mathrm{Q} \\ 2012 \end{gathered}$ |  | $\begin{gathered} 4 Q \\ 2012 \end{gathered}$ |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| \$ | $\begin{aligned} & 3,406 \\ & 1.19 \% \end{aligned}$ | \$ | $\begin{aligned} & 3,342 \\ & 1.17 \% \end{aligned}$ | \$ | $\begin{aligned} & 3,090 \\ & 1.09 \% \end{aligned}$ | \$ | $\begin{aligned} & 3,024 \\ & 1.05 \% \end{aligned}$ | \$ | $\begin{aligned} & 3,082 \\ & 1.05 \% \end{aligned}$ | \$ | 295.4 |
| \$ | $\begin{gathered} 769 \\ 0.58 \% \end{gathered}$ | \$ | $\begin{gathered} 843 \\ 0.61 \% \end{gathered}$ | \$ | $\begin{gathered} 869 \\ 0.63 \% \end{gathered}$ | \$ | $\begin{gathered} 882 \\ 0.62 \% \end{gathered}$ | \$ | $\begin{gathered} 880 \\ 0.61 \% \end{gathered}$ | \$ | 145.8 |
| \$ | 235 | \$ | 260 | \$ | 294 | \$ | 291 | \$ | 280 | \$ | 42.7 |
| \$ | $\begin{gathered} 59 \\ 1.40 \% \end{gathered}$ | \$ | $\begin{gathered} 0.00 \% \\ 62 \\ 1.38 \% \end{gathered}$ | \$ | $\begin{array}{r} 1.149 \\ 1.07 \% \end{array}$ | \$ | $\begin{array}{r} 0.12 \% \\ 50 \\ 1.02 \% \end{array}$ | \$ | $\begin{array}{r} .0018 \\ 0.94 \% \end{array}$ | \$ | 5.1 |
| \$ | $\begin{gathered} 253 \\ 1.07 \% \end{gathered}$ | \$ | $\begin{gathered} 276 \\ 1.06 \% \end{gathered}$ | \$ | $\begin{gathered} 285 \\ 1.10 \% \end{gathered}$ | \$ | $\begin{gathered} 322 \\ 1.17 \% \end{gathered}$ | \$ | $\begin{array}{r} 324 \\ 1.14 \% \end{array}$ | \$ | 28.3 |
| \$ | $\begin{gathered} 222 \\ 0.33 \% \end{gathered}$ | \$ | $\begin{gathered} 245 \\ 0.36 \% \end{gathered}$ | \$ | $\begin{array}{r} 241 \\ 0.36 \% \end{array}$ | \$ | $\begin{array}{r} 219 \\ 0.32 \% \end{array}$ | \$ | $\begin{gathered} 228 \\ 0.33 \% \end{gathered}$ | \$ | 69.7 |
| \$ | $\begin{aligned} & 2,637 \\ & 1.72 \% \end{aligned}$ | \$ | $\begin{aligned} & 2,4999 \\ & 1.71 \% \end{aligned}$ | \$ | $\begin{aligned} & 2,221 \\ & 1.53 \% \end{aligned}$ | \$ | $\begin{aligned} & 2,142 \\ & 1.47 \% \end{aligned}$ | \$ | $\begin{aligned} & 2,202 \\ & 1.47 \% \end{aligned}$ | \$ | 149.6 |
| \$ | $\begin{aligned} & 1,016 \\ & 1,32 \% \end{aligned}$ | \$ | $\begin{gathered} 982 \\ 1.35 \% \end{gathered}$ | \$ | $\begin{aligned} & 830 \\ & 1.14 \% \end{aligned}$ | \$ | $\begin{gathered} 760 \\ 1.05 \% \end{gathered}$ | \$ | $\begin{gathered} 786 \\ 1.08 \% \end{gathered}$ | \$ | 72.9 |
| \$ | $\begin{array}{r} 951 \\ 2.38 \% \end{array}$ | \$ | $\begin{gathered} 845 \\ 2.30 \% \end{gathered}$ | \$ | $\begin{array}{r} 721 \\ 1.97 \% \end{array}$ | \$ | $\begin{array}{r} 716 \\ 1.96 \% \end{array}$ | \$ | $\begin{array}{r} 721 \\ 1.87 \% \end{array}$ | \$ | 38.6 |
| \$ | $\begin{gathered} 44 \\ 1.63 \% \end{gathered}$ | \$ | $\begin{gathered} 43 \\ 1.48 \% \end{gathered}$ | \$ | $\begin{array}{r} 43 \\ 1.54 \% \end{array}$ | \$ | $\begin{aligned} & 45 \\ & 1.55 \% \end{aligned}$ | \$ | $\begin{array}{r} 48 \\ 1.66 \% \end{array}$ | \$ | 2.9 |
| \$ | $\begin{gathered} 412 \\ 3.01 \% \end{gathered}$ | \$ | $\begin{gathered} 405 \\ 2.83 \% \end{gathered}$ | \$ | $\begin{gathered} 405 \\ 2.96 \% \end{gathered}$ | \$ | $\begin{gathered} 401 \\ 2.82 \% \end{gathered}$ | \$ | $\begin{aligned} & 413 \\ & 279 \% \end{aligned}$ | \$ | 14.8 |
| \$ | $\begin{gathered} .014 \\ 1.08 \% \end{gathered}$ | \$ | $\begin{gathered} 224 \\ 1.14 \% \end{gathered}$ | \$ | $\begin{gathered} 222 \\ 1.13 \% \end{gathered}$ | \$ | $\begin{aligned} & 2.020 \\ & 1.10 \% \end{aligned}$ | \$ | $\begin{gathered} 234 \\ 1.15 \% \end{gathered}$ | \$ | 20.4 |
| \$ | $\begin{aligned} & 5,849 \\ & 4.66 \% \end{aligned}$ | \$ | $\begin{aligned} & 5,648 \\ & 4.70 \% \end{aligned}$ | \$ | $\begin{aligned} & 5,354 \\ & 4.66 \% \end{aligned}$ | \$ | $\begin{aligned} & 4,974 \\ & 4.54 \% \end{aligned}$ | \$ | $\begin{aligned} & 4,611 \\ & 4.42 \% \end{aligned}$ | \$ | 112.7 |
| \$ | $\begin{array}{r} 422 \\ 3.91 \% \end{array}$ | \$ | $\begin{gathered} 428 \\ 4.20 \% \end{gathered}$ | \$ | $\begin{gathered} 363 \\ 3.90 \% \end{gathered}$ | \$ | $\begin{gathered} 366 \\ 4.16 \% \end{gathered}$ | \$ | $\begin{array}{r} 345 \\ 4.54 \% \end{array}$ | \$ | 7.6 |
| \$ | $\begin{aligned} & 5,427 \\ & 4.73 \% \end{aligned}$ | \$ | $\begin{aligned} & 5,220 \\ & 4.75 \% \end{aligned}$ | \$ | $\begin{aligned} & 4,991 \\ & 4.71 \% \end{aligned}$ | \$ | $\begin{aligned} & 4,608 \\ & 4.58 \% \end{aligned}$ | \$ | $\begin{aligned} & 4,266 \\ & 4.41 \% \end{aligned}$ | \$ | 105.1 |
| \$ | $\begin{aligned} & 9,255 \\ & 2.25 \% \end{aligned}$ | \$ | $\begin{aligned} & 8,990 \\ & 2.22 \% \end{aligned}$ | \$ | $\begin{aligned} & 8,444 \\ & 2.12 \% \end{aligned}$ | \$ | $\begin{aligned} & 7,998 \\ & 2.01 \% \end{aligned}$ | \$ | $\begin{aligned} & 7,693 \\ & 1.93 \% \end{aligned}$ | \$ | 408.1 |

(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. agencies. See North America Retail Consumer Banking on page 10 and Local Consumer Lending on page 30 .
(3) The December 31, 2011, March 31, 2012, June 30, 2012, September 30, 2012 and December 31, 2012 Loans $90+$ Days Past Due and $30-89$ Days Past Due and related ratios excludes $\$ 1.3$ billion, $\$ 1.3$ billion, $\$ 1.2$ billion, $\$ 1.2$ billion and $\$ 1.2$ billion, respectively, of loans hat are carried at fair value.

Reclassified to conform to the current period's presentation

SUPPLEMENTAL DETAIL

## CONSUMER LOANS 30-89 DAYS DELINQUENCY AMOUNTS AND RATIOS

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

| Citicorp (2) |
| :--- |
| Total |
| Ratio |
| Retail Bank (2) |
| 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 |
| EMEA |
| Ratio |
| Latin America |
| Ratio |
| Asia |
| Ratio |

$\frac{\text { Citi Holdings - Local Consumer Lending (2) (3) }}{\text { Ratio }}$
Ratio
International
Ratio
Ratio
North America (2) (3)
Ratio
Total Citigroup (excluding Special Asset Pool) (2) (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 30.
(3) The December 31, 2011, March 31, 2012, June 30, 2012, September 30, 2012 and December 31, 2012 Loans 90+ Days Past Due and $30-89$ Days Past Due and related ratios excludes $\$ 1.3$ billion, $\$ 1.3$ billion, $\$ 1.2$ billion, $\$ 1.2$ billion and $\$ 1.2$ billion, respectively, of loans hat are carried at fair value.
Reclassified to conform to the current period's presentation

## Total Citigroup

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

Gross Credit (Losses) (2)
Gross Recoveries
Net Credit (Losses) / Recoveries (NCLs)
NCLs (2) (3)
Net Reserve Builds / (Releases) (3) (4)
Net Specific Reserve Builds / (Releases) (2) (3)
Provision for Loan Losses
Other (5) (6) (7) (8) (9) (10)
Allowance for Loan Losses at End of Period (1) (a)

## Allowance for Unfunded Lending Commitments (11) (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 (12)

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

## Citicorp

Citi Holdings
Total Citigroup

| 4Q | $\begin{gathered} 1 Q \\ 2012 \\ \hline \end{gathered}$ | $\begin{gathered} 2 \mathrm{Q} \\ 2012 \\ \hline \end{gathered}$ | $\begin{gathered} 3 \mathrm{Q} \\ \\ \hline 2012 \\ \hline \end{gathered}$ | $\begin{gathered} 4 \mathrm{Q} \\ 2012 \end{gathered}$ | 4Q12 Increase (Decrease) from |  | Full Year <br> 2011 | Full <br> 2012 | FY 2012 vs.FY 2011 Increasel(Decrease) |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 2011 |  |  |  |  | 3Q12 | 4Q11 |  |  |  |


| \$ | 32,052 | \$ | 30,115 | \$ | 29,020 | \$ | 27,611 | \$ | 25,916 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | $(4,910)$ |  | $(4,771)$ |  | $(4,317)$ |  | $(4,638)$ |  | $(3,714)$ |
|  | 802 |  | 816 |  | 741 |  | 659 |  | 648 |
|  | $(4,108)$ |  | $(3,955)$ |  | $(3,576)$ |  | $(3,979)$ |  | $(3,066)$ |
|  | 4,108 |  | 3,955 |  | 3,576 |  | 3,979 |  | 3,066 |
|  | $(1,411)$ |  | (194) |  | (616) |  | (868) |  | (204) |
|  | (53) |  | (933) |  | (375) |  | (600) |  | 62 |
|  | 2,644 |  | 2,828 |  | 2,585 |  | 2,511 |  | 2,924 |
|  | (473) |  | 32 |  | (418) |  | (227) |  | (319) |
| \$ | 30,115 | \$ | 29,020 | \$ | 27,611 | \$ | 25,916 | \$ | 25,455 |
| \$ | 1,136 | \$ | 1,097 | \$ | 1,104 | \$ | 1,063 | \$ | 1,119 |
| \$ | (4) | \$ | (38) | \$ | 7 | \$ | (41) | \$ | 56 |
| \$ | 31,251 | \$ | 30,117 | \$ | 28,715 | \$ | 26,979 | \$ | 26,574 |
|  | 4.69\% |  | 4.51\% |  | 4.25\% |  | 3.97\% |  | 3.92\% |
| \$ | 16,699 | \$ | 16,306 | \$ | 15,387 | \$ | 14,828 | \$ | 14,623 |
|  | 13,416 |  | 12,714 |  | 12,224 |  | 11,088 |  | 10,832 |
| \$ | 30,115 | \$ | 29,020 | \$ | 27,611 | \$ | 25,916 | \$ | 25,455 |


| \$ | 40,655 | \$ | 30,115 |  |
| :---: | :---: | :---: | :---: | :---: |
|  | $(23,164)$ |  | $(17,440)$ | 25\% |
|  | 3,126 |  | 2,864 | (8\%) |
|  | $(20,038)$ |  | $(14,576)$ | 27\% |
|  | 20,038 |  | 14,576 | (27\%) |
|  | $(8,434)$ |  | $(1,882)$ | 78\% |
|  | 169 |  | $(1,846)$ | NM |
|  | 11,773 |  | 10,848 | (8\%) |
|  | $(2,275)$ |  | (932) |  |
| \$ | 30,115 | \$ | 25,455 |  |
| \$ | 1,136 | \$ | 1,119 |  |
| \$ | 51 | \$ | (16) |  |
| \$ | 31,251 | \$ | 26,574 |  |

(1) Allowance for credit losses represents management's estimate of probable losses inherent in the portfolio. Attribution of the allowance is made for Allowance for credit losses represents management's estimate of probable losses inherent in the portfolio. Attribution of
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 principal 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 allowance for loan losses related to these charge-offs
(3) The third quarter of 2012 includes approximately $\$ 635$ million of incremental charge-offs related to Office of the Comptroller of the Currency (OCC) guidance which required mortgage loans to borrowers that have gone through Chapter 7 of the U.S. Bankruptcy Code to be written down to collatera value. There was a corresponding approximately $\$ 600$ milion release in the third quarter of 2012 allowance for loan losses related to these charge-offs. The fourth quarter of 2012 includes a benefit of approximately $\$ 40$ million to charge offs related to finalizing the impact of this OCC guidance.
(4) The tourth quarter of 2011, trist quarter of 2012, second quarter of 2012, third quarter of 2012 and tourth quarter of 2012 includes $\$(16)$ million, $\$ 60$ milion, $\$ 73$ million, $\$ 32$ million and $\$ 100$ million, respectively, of builds (releases) related to gans/(losses) on loan sales
(5) 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.
(6) 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,
(7) 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 porffolios
(8) The second quarter of 2012 includes a reduction of approximately $\$ 175$ million related to the sale or transfers to held-for-sale of various U.S. loan portfolios and a reduction of approximately $\$ 200$ million related to foreign currency translation.
(9) The third quarter of 2012 includes a reduction of approximately $\$ 300$ million related to the sale or transfers to held-for-sale of various U.S. loan portfolios
(10) The fourth quarter of 2012 includes a reduction of approximately $\$ 255$ million related to the sale or transfers to held-for-sale of various U.S. loan portfolios.
(11) Represents additional credit reserves recorded as other liabilities on the Consolidated Balance Sheet.
(12) December 31, 2011, March 31, 2012, June 30, 2012, September 30, 2012 and December 31, 2012, excludes $\$ 5.3$ billion, $\$ 4.7$ billion, $\$ 5.1$ billion, $\$ 5.4$ billion and $\$ 5.3$ billion, respectively, of loans which are carried at fair value.
NM Not meaningful
Reclassified to conform to the current period's presentation.

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

## Total Citigroup Consumer Loans

Allowance for Loan Losses at Beginning of Period (1)

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

NCLs (2) (3)
Net Reserve Builds / (Releases) (3) (4)
Net Specific Reserve Builds / (Releases) (2) (3)
Provision for Loan Losses
ther (5) (6) (7) (8) (9) (10)
Allowance for Loan Losses at End of Period (1) (a)
Consumer Allowance for Unfunded Lending Commitments (11) (a)

## rovision for Unfunded Lending Commitment

Total Allowance for Loans, Leases and
Unfunded Lending Commitments [Sum of (a)]
Consumer Allowance for Loan Losses as a
Percentage of Total Consumer Loans (12)

## otal Citigroup Corporate Loans

## Allowance for Loan Losses at Beginning of Period

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

NCLs
Net Reserve Builds / (Releases)
Net Specific Reserve Builds / (Releases)
Provision for Loan Losses
Other (5)
Allowance for Loan Losses at End of Period (1) (b)
Corporate Allowance for Unfunded Lending Commitments (11) (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 (13)


ALLOWANCE FOR CREDIT LOSSES - PAGE 3
total citigroup

## citi

The following notes relate to the tables on the prior page (page 39).
(1) Allowance for credit losses represents management's estimate of probable losses inherent in the portfolio. Attribution of the allowance is made for Allowance for credit losses represents management's estimate of probable losses inherent in the portfoiio. Attribution
(2) See Note (2) on page 38
(3) See Note (3) on page 38.
(4) The fourth quarter of 2011, first quarter of 2012 , second quarter of 2012 , third quarter of 2012 and fourth quarter of 2012 includes $\$(16)$ million, $\$ 60$ million, $\$ 73$ million, $\$ 32$ million and $\$ 100$ million, respectively, of builds (releases) related to gains/(losses) on loan sales.
(5) 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.
(6) 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.
(7) 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.
(8) The second quarter of 2012 includes a reduction of approximately $\$ 175$ million related to the sale or transfers to held-for-sale of various U.S. loan portfolios and a reduction of approximately $\$ 203$ million related to foreign currency translation.
(9) The third quarter of 2012 includes a reduction of approximately $\$ 300$ million related to the sale or transfers to held-for-sale of various U.S. loan portfolios
(10) The fourth quarter of 2012 includes a reduction of approximately $\$ 255$ million related to the sale or transfers to held-for-sale of various U.S. loan portfolios.
(11) Represents additional credit reserves recorded as other liabilities on the Consolidated Balance Sheet.
(12) December 31, 2011, March 31, 2012, June 30, 2012, September 30, 2012 and December 31, 2012 excludes
$\$ 1.3$ billion, $\$ 1.3$ billion, $\$ 1.3$ billion, $\$ 1.3$ billion and $\$ 1.2$ billion, respectively, of Loans which are carried at fair value.
(13) December 31, 2011, March 31, 2012, June 30, 2012, September 30, 2012 and December 31, 2012 excludes $\$ 3.9$ billion, $\$ 3.4$ billion, $\$ 3.8$ billion, $\$ 4.1$ billion and $\$ 4.1$ billion, respectively, of loans which are carried at fair value

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

| COMPONENTS OF PROVISION FOR LOAN LOSSES - PAGE 1 CITICORP <br> (In millions of dollars) | $\begin{gathered} 4 \mathrm{Q} \\ 2011 \\ \hline \end{gathered}$ |  | $\begin{gathered} 1 Q \\ \\ \hline \end{gathered}$ |  | $\begin{gathered} 2 \mathrm{Q} \\ 2012 \\ \hline \end{gathered}$ |  | $\begin{gathered} 3 \mathrm{Q} \\ \\ \hline \end{gathered}$ |  | $\begin{gathered} 4 \mathrm{Q} \\ \\ \hline \end{gathered}$ |  | CIti |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  |  | se $4 \mathrm{Q} 11$ |  |  |  | Full <br> Year <br> 2011 |  |  |  | Full <br> Year <br> 2012 | FY 2012 vs. FY 2011 Increase (Decrease) |
| Citicorp |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Net Credit Losses | \$ | 2,596 |  |  | \$ | 2,221 |  |  | \$ | 2,247 | \$ | 2,172 | \$ | 2,094 | (4\%) | (19\%) | \$ | 11,462 | \$ | 8,734 | (24\%) |
| Credit Reserve Build / (Release) |  | (852) |  | (577) |  | (741) |  | (671) |  | (188) | 72\% | 78\% |  | $(4,988)$ |  | $(2,177)$ | 56\% |
| Global Consumer Banking |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Net Credit Losses |  | 2,423 |  | 2,278 |  | 2,124 |  | 2,030 |  | 2,020 | 0\% | (17\%) |  | 10,840 |  | 8,452 | (22\%) |
| Credit Reserve Build / (Release) |  | (713) |  | (734) |  | (728) |  | (522) |  | (147) | 72\% | 79\% |  | $(4,429)$ |  | $(2,131)$ | 52\% |
| North America Regional Consumer Banking |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Net Credit Losses |  | 1,739 |  | 1,629 |  | 1,511 |  | 1,351 |  | 1,265 | (6\%) | (27\%) |  | 8,101 |  | 5,756 | (29\%) |
| Credit Reserve Build / (Release) |  | (785) |  | (841) |  | (814) |  | (519) |  | (215) | 59\% | 73\% |  | $(4,181)$ |  | $(2,389)$ | 43\% |
| Retail Banking |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Net Credit Losses |  | 70 |  | 62 |  | 62 |  | 72 |  | 51 | (29\%) | (27\%) |  | 302 |  | 247 | (18\%) |
| Credit Reserve Build / (Release) |  | 5 |  | (2) |  | (5) |  | 37 |  | 45 | 22\% | NM |  | 23 |  | 75 | NM |
| Citi-Branded Cards |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Net Credit Losses |  | 986 |  | 902 |  | 840 |  | 745 |  | 700 | (6\%) | (29\%) |  | 4,668 |  | 3,187 | (32\%) |
| Credit Reserve Build / (Release) |  | (678) |  | (549) |  | (405) |  | (403) |  | (240) | 40\% | 65\% |  | $(2,727)$ |  | $(1,597)$ | 41\% |
| Citi Retail Services |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Net Credit Losses |  | 683 |  | 665 |  | 609 |  | 534 |  | 514 | (4\%) | (25\%) |  | 3,131 |  | 2,322 | (26\%) |
| Credit Reserve Build / (Release) |  | (112) |  | (290) |  | (404) |  | (153) |  | (20) | 87\% | 82\% |  | $(1,477)$ |  | (867) | 41\% |
| EMEA Regional Consumer Banking |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Net Credit Losses |  | 28 |  | 29 |  | 14 |  | 29 |  | 33 | 14\% | 18\% |  | 172 |  | 105 | (39\%) |
| Credit Reserve Build / (Release) |  |  |  | (5) |  | (13) |  | 2 |  | 11 | NM | NM |  | (118) |  | (5) | 96\% |
| Retail Banking |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Net Credit Losses |  | 12 |  | 12 |  | 7 |  | 12 |  | 15 | 25\% | 25\% |  | 87 |  | 46 | (47\%) |
| Citi-Branded Cards |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
|  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Net Credit Losses |  | 16 |  | 17 |  | 7 |  | 17 |  | 18 | 6\% | 13\% |  | 85 |  | 59 | (31\%) |
| Credit Reserve Build / (Release) |  | (3) |  | (7) |  | (4) |  | 2 |  | 6 | NM | NM |  | (63) |  | (3) | 95\% |
| Latin America Regional Consumer Banking |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Net Credit Losses |  | 446 |  | 430 |  | 400 |  | 433 |  | 487 | 12\% | 9\% |  | 1,684 |  | 1,750 | 4\% |
| Credit Reserve Build / (Release) |  | 38 |  | 113 |  | 120 |  | 29 |  | 37 | 28\% | (3\%) |  | (67) |  | 299 | NM |
| Retail Banking |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Net Credit Losses |  | 142 |  | 143 |  | 135 |  | 160 |  | 210 | 31\% | 48\% |  | 475 |  | 648 | 36\% |
| Credit Reserve Build / (Release) |  | 16 |  | 87 |  | 75 |  | 37 |  | 27 | (27\%) | 69\% |  | 46 |  | 226 | NM |
| Citi-Branded Cards |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Net Credit Losses |  | 304 |  | 287 |  | 265 |  | 273 |  | 277 | 1\% | (9\%) |  | 1,209 |  | 1,102 | (9\%) |
| Credit Reserve Build / (Release) |  | 22 |  | 26 |  | 45 |  | (8) |  | 10 | NM | (55\%) |  | (113) |  | 73 | NM |
| Asia Regional Consumer Banking |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Net Credit Losses |  | 210 |  | 190 |  | 199 |  | 217 |  | 235 | 8\% | 12\% |  | 883 |  | 841 | (5\%) |
| Credit Reserve Build / (Release) |  | 31 |  | (1) |  | (21) |  | (34) |  | 20 | NM | (35\%) |  | (63) |  | (36) | 43\% |
| Retail Banking |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Net Credit Losses |  | 85 |  | 65 |  | 72 |  | 81 |  | 99 | 22\% | 16\% |  | 326 |  | 317 | (3\%) |
| Credit Reserve Build / (Release) |  | 26 |  | 12 |  | 4 |  | (36) |  | (3) | 92\% | NM |  | (3) |  | (23) | NM |
| Citi-Branded Cards |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Net Credit Losses |  | 125 |  | 125 |  | 127 |  | 136 |  | 136 | - | 9\% |  | 557 |  | 524 | (6\%) |
| Credit Reserve Build / (Release) |  | 5 |  | (13) |  | (25) |  | 2 |  | 23 | NM | NM |  | (60) |  | (13) | 78\% |
| Institutional Clients Group (ICG) |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Net Credit Losses |  | 172 |  | (58) |  | 122 |  | 143 |  | 75 | (48\%) | (56\%) |  | 619 |  | 282 | (54\%) |
| Credit Reserve Build / (Release) |  | (138) |  | 158 |  | (13) |  | (149) |  | (41) | 72\% | 70\% |  | (556) |  | (45) | 92\% |
| Securities and Banking |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Net Credit Losses |  | 178 |  | (60) |  | 97 |  | 56 |  | 75 | 34\% | (58\%) |  | 602 |  | 168 | (72\%) |
| Credit Reserve Build / (Release) |  | (145) |  | 135 |  | (64) |  | (103) |  | (47) | 54\% | 68\% |  | (572) |  | (79) | 86\% |
| Transaction Services |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Net Credit Losses |  | (6) |  | 2 |  | 25 |  | 87 |  |  | (100\%) | 100\% |  | 17 |  | 114 | NM |
| Credit Reserve Build / (Release) |  | 7 |  | 23 |  | 51 |  | (46) |  | 6 | NM | (14\%) |  | 16 |  | 34 | NM |
| Corporate/ Other |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Net Credit Losses |  | 1 |  | 1 |  | 1 |  | (1) |  | (1) | - | NM |  | 3 |  |  | (100\%) |
| Credit Reserve Build / (Release) |  | (1) |  | (1) |  | - |  | (1) |  | (1) | - | 100\% |  | (3) |  | (1) | 67\% |
| Total Citicorp Provision for Loan Losses | \$ | 1,744 | \$ | 1,644 | \$ | 1,506 | \$ | 1,501 | \$ | 1,906 | 27\% | 9\% | \$ | 6,474 | \$ | 6,557 | 1\% |

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

COMPONENTS OF PROVISION FOR LOAN LOSSES - PAGE 2
CITI HOLDINGS / TOTAL CITIGROUP
(In millions of dollars)

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

Brokerage and Asset Management
Net Credit Losses
Credit Reserve Build / (Release)
Local Consumer Lending
Net Credit Losses
Credit Reserve Build / (Release)
Credit Reserve B
Special Asset Pool
$\frac{\text { pecial Asset Pool }}{\text { Net Credit Losser }}$
Net Credit Losses
Total Citi Holdings Provision for Loan Losses



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

| 4Q | 1Q | 2Q | 3Q | 4Q | 4Q12 Increase (Decrease) from |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 2011 | 2012 | 2012 | 2012 | 2012 | 3Q12 | 4Q11 |

## Non-Accrual Loans (1) North America <br> Latin Americ <br> Total

Corporate Non-Accrual Loans By Region (2)

Consumer Non-Accrual Loans By Region (2)
North America (3) (4)
EMEA
Latin America
Asia
Total (3)


| $(18 \%)$ | $(41 \%)$ |
| :---: | :---: |
| $7 \%$ | $(13 \%)$ |
| $(15 \%)$ | $(65 \%)$ |
| $5 \%$ | $1 \%$ |
| $(4 \%)$ | $(28 \%)$ |
|  |  |
| $(7 \%)$ | $21 \%$ |
| - | $(2 \%)$ |
| $1 \%$ | $16 \%$ |
| $(6 \%)$ | $(5 \%)$ |
| $(6 \%)$ | $17 \%$ |

OTHER REAL ESTATE OWNED AND OTHER REPOSSESSED ASSETS

| ICG | \$ | 23 | \$ | 7 | \$ | 12 | \$ | 9 | \$ | 7 | (22\%) | (70\%) |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Global Consumer Banking |  | 48 |  | 41 |  | 35 |  | 38 |  | 40 | 5\% | (17\%) |
| Brokerage and Asset Management |  | - |  |  |  | - |  | - |  |  | - | - |
| Local Consumer Lending |  | 393 |  | 356 |  | 329 |  | 326 |  | 309 | (5\%) | (21\%) |
| Special Asset Pool |  | 87 |  | 162 |  | 155 |  | 91 |  | 82 | (10\%) | (6\%) |
| Corporate/Other |  | 15 |  | 14 |  | 10 |  | 10 |  | 2 | (80\%) | (87\%) |
| TOTAL OTHER REAL ESTATE OWNED (OREO) (5) | \$ | 566 | \$ | 580 | \$ | 541 | \$ | 474 | \$ | 440 | (7\%) | (22\%) |
| OREO By Region: |  |  |  |  |  |  |  |  |  |  |  |  |
| North America | \$ | 441 | \$ | 392 | \$ | 366 | \$ | 315 | \$ | 299 | (5\%) | (32\%) |
| EMEA |  | 73 |  | 139 |  | 127 |  | 111 |  | 99 | (11\%) | 36\% |
| Latin America |  | 51 |  | 48 |  | 48 |  | 48 |  | 40 | (17\%) | (22\%) |
| Asia |  | 1 |  | 1 |  | - |  | - |  | 2 | - | 100\% |
| Total | \$ | 566 | \$ | 580 | \$ | 541 | \$ | 474 | \$ | 440 | (7\%) | (22\%) |
| Other Repossessed Assets (6) | \$ | 1 | \$ | 1 | \$ | 2 | \$ | 1 | \$ | 1 | - | - |
| Non-Accrual Assets (NAA) (7) |  |  |  |  |  |  |  |  |  |  |  |  |
| Corporate Non-Accrual Loans | \$ | 3,236 | \$ | 2,973 | \$ | 2,571 | \$ | 2,429 | \$ | 2,333 | (4\%) | (28\%) |
| Consumer Non-Accrual Loans |  | 7,832 |  | 8,568 |  | 8,346 |  | 9,761 |  | 9,196 | (6\%) | 17\% |
| Non-Accrual Loans (NAL) |  | 11,068 |  | 11,541 |  | 10,917 |  | 12,190 |  | 11,529 | (5\%) | 4\% |
| OREO |  | 566 |  | 580 |  | 541 |  | 474 |  | 440 | (7\%) | (22\%) |
| Other Repossessed Assets |  | 1 |  | 1 |  | 2 |  | 1 |  | 1 | - | - |
| Non-Accrual Assets (NAA) | \$ | 11,635 | \$ | 12,122 | \$ | 11,460 | \$ | 12,665 | \$ | 11,970 | (5\%) | 3\% |
| NAL as a \% of Total Loans |  | 1.71\% |  | 1.78\% |  | 1.67\% |  | 1.85\% |  | 1.76\% |  |  |
| NAA as a \% of Total Assets |  | 0.62\% |  | 0.62\% |  | 0.60\% |  | 0.66\% |  | 0.64\% |  |  |
| Allowance for Loan Losses as a \% of NAL |  | 272\% |  | 251\% |  | 253\% |  | 213\% |  | 221\% |  |  |

(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, excluding credit cards and mortgages, are placed 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, 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) The first quarter of 2012 increase in non-accrual consumer loans in North America was attributable to an $\$ 0.8$ billion reclassification from accrual to non-accrual status of home equity loans where the related residential first mortgage was 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 reflected regulatory guidance that was issued on January 31,2012 ,
(4) The third quarter of 2012 includes an approximately $\$ 1.5$ billion in loans that are now classified as non-accrual loans related to $O C C$ guidance
which required mortgage loans to borrowers that have gone through Chapter 7 of the U.S. Bankruptcy Code to be written down to collateral value. Of the $\$ 1.5$ billion of such non-accrual loans, $\$ 1.3$ billion was current as of September 30 , 2012. See Note 3 on page 38.
5) Represents the carrying value of all property acquired by foreclosure or other legal proceedings when Citigroup has taken possession of the collateral.
6) Primarily transportation equipment, carried at lower of cost or fair value, less costs to sell
7) There is no industry-wide definition of non-accrual assets. As such, analysis against the industry is not always comparable

NON-ACCRUAL ASSETS - PAGE 2
CITICORP
(In millions of dollars)

Non-Accrual Loans (1)
Corporate Non-Accrual Loans By Region (2)
North America
EMEA
atin Ameri
Asia
Total
Consumer Non-Accrual Loans By Region (2)


| $(15 \%)$ | $(30 \%)$ |
| :---: | :---: |
| $12 \%$ | $16 \%$ |
| $(14 \%)$ | $(57 \%)$ |
| $9 \%$ | $8 \%$ |
| $(1 \%)$ | $(14 \%)$ |
|  |  |
| $3 \%$ | $52 \%$ |
| $3 \%$ | $20 \%$ |
| $1 \%$ | $17 \%$ |
| $(3 \%)$ | $3 \%$ |
| $1 \%$ | $21 \%$ |

    North America
    EMEA
    Asia
    $\begin{array}{lrrrrrrrrr}\$ & 345 & \$ & 390 & \$ & 450 & \$ & 507 & \$ & 523 \\ & 84 & & 94 & & 88 & & 98 & & 101\end{array}$
7\%
$3 \%$
OTHER REAL ESTATE OWNED AND OTHER REPOSSESSED ASSETS

TOTAL OTHER REAL ESTATE OWNED (OREO) (3)


| $(22 \%)$ | $(70 \%)$ |
| :---: | :---: |
| $5 \%$ | $(17 \%)$ |
| - | $(34 \%)$ |

OREO By Region:
North America
MEA
Latin Americ
Total

## Other Repossessed Assets (4)

## Non-Accrual Assets (NAA) (5)

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

| \$ | 30 | \$ | 15 | \$ | 12 | \$ | 13 | \$ | 16 | 23\% | (47\%) |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 9 |  | 5 |  | 9 |  | 6 |  | 6 | - | (33\%) |
|  | 31 |  | 27 |  | 26 |  | 28 |  | 23 | (18\%) | (26\%) |
|  | 1 |  | 1 |  | - |  | - |  | 2 | - | 100\% |
| \$ | 71 | \$ | 48 | \$ | 47 | \$ | 47 | \$ | 47 | - | (34\%) |

N/A Not Available at the Citicorp level. See "Non-Accrual Assets - Page 1" (on page 43) 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, 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 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.
(4) Primarily transportation equipment, carried at lower of cost or fair value, less costs to sell.
(5) 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)
Corporate Non-Accrual Loans By Region (2)
North America
EMEA
Latin America
Asia
Total
Consumer Non-Accrual Loans By Region (2)
North America (3) (4)
EMEA
Latin America
Asia
Total (3)

OTHER REAL ESTATE OWNED AND OTHER REPOSSESSED ASSETS
Brokerage and Asset Management
ocal Consumer Lendin
Special Asset Pool
TOTAL OTHER REAL ESTATE OWNED (OREO) (4)

## OREO By Region

North America
EMEA
Asia
Total
Other Repossessed Assets (5)
Non-Accrual Assets (NAA) (6)
Corporate Non-Accrual Loans
Consumer Non-Accrual Loans
Non-Accrual Loans (NAL)
OREO
Other Repossessed Assets
Non-Accrual Assets (NAA)
NAA as a \% of Total Assets
Allowance for Loan Losses as a \% of NAL
$\qquad$ 393

87 $\qquad$ |  | 329 |
| :--- | :--- |
| 162 | 155 | $\qquad$ 326 $\qquad$ 82

| $(5 \%)$ | $(21 \%)$ |
| :--- | ---: |
| $(10 \%)$ | $(6 \%)$ |
| $(6 \%)$ | $(19 \%)$ |

$\qquad$ $\begin{array}{llll}\$ \quad 518 & \$ 484\end{array}$ $\qquad$ (6\%) (19\%)

| \$ | 396 | \$ | 363 | \$ | 344 | \$ | 292 | \$ | 281 | (4\%) | (29\%) |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 64 |  | 134 |  | 118 |  | 105 |  | 93 | (11\%) | 45\% |
|  | 20 |  | 21 |  | 22 |  | 20 |  | 17 | (15\%) | (15\%) |
|  | - |  | - |  | - |  | - |  |  | - | - |
| \$ | 480 | \$ | 518 | \$ | 484 | \$ | 417 | \$ | 391 | (6\%) | (19\%) |
| N/A |  |  | N/A |  | N/A |  | N/A |  | N/A |  |  |


| \$ | $\begin{array}{r} 1,019 \\ 6,031 \\ \hline \end{array}$ | \$ | $\begin{array}{r} 760 \\ 6,606 \end{array}$ | \$ | $\begin{array}{r} 557 \\ 6,360 \end{array}$ | \$ | $\begin{array}{r} 501 \\ 7,599 \end{array}$ | \$ | $\begin{array}{r} 424 \\ 7,009 \end{array}$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 7,050 |  | 7,366 |  | 6,917 |  | 8,100 |  | 7,433 |
|  | 480 |  | 518 |  | 484 |  | 417 |  | 391 |
|  | N/A |  | N/A |  | N/A |  | N/A |  | N/A |
| S | 7,530 | \$ | 7,884 | \$ | 7,401 | \$ | 8,517 | \$ | 7,824 |
|  | 3.35\% |  | 3.77\% |  | 3.87\% |  | 4.98\% |  | 5.02\% |


| $(15 \%)$ | $(58 \%)$ |
| :---: | :---: |
| $(8 \%)$ | $16 \%$ |
| $(8 \%)$ | $5 \%$ |
| $(6 \%)$ | $(19 \%)$ |
| $(8 \%)$ | $4 \%$ |

N/A Not Available at the Citi Holdings level. See "Non-Accrual Assets - Page 1 (on page 43 ) 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, 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, Citigroup generally accrues interest on credit card credit card loans
(2) Excludes SOP 3-03 purchased distressed loans.
(3) See Note 3 on page 43.
(4) Represents the carrying value of all property acquired by foreclosure or other legal proceedings when Citigroup has taken possession of the collateral.
(6) Primarily transportation equipment, carried at lower of cost or fair value, less costs to sell.
(7) 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.

## CITIGROUP

NON-GAAP FINANCIAL MEASURES - RECONCILIATIONS citi
angible Book Value Pred ( Citigroup, repren (excluding MSRs) net of the related deferred 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:

## Tangible Book Value Per Share (page 1):

Total Common Equity
Less:
Goodwil
Intangible Assets (Other than MSRs)
Goodwill and Intangible Assets (Other than MSRs)
Related to Assets For Discontinued Operations Held-for-Sale

Net Deferred Taxes - Related to Goodwill and Intangible Assets Above Tangible Common Equity
Common Shares Outstanding, at period end
Tangible Book Value Per Share
Reclassified to conform to the current period's presentation


[^0]:    NM Not meaningful
    Reclassified to conform to the current period's presentation.

