

Bank of America Merrill Lynch Banking & Financial Services Conference

November 13, 2014

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CEO, Institutional Clients Group



Agenda

➤ ICG Overview

“Earn an attractive rate of return by offering a targeted set of clients a full array of products around the globe in an integrated, cost-effective and responsible manner.”

- **Growing Our Franchise**
- **Productivity Initiatives**
- **ICG Returns & Industry Drivers**

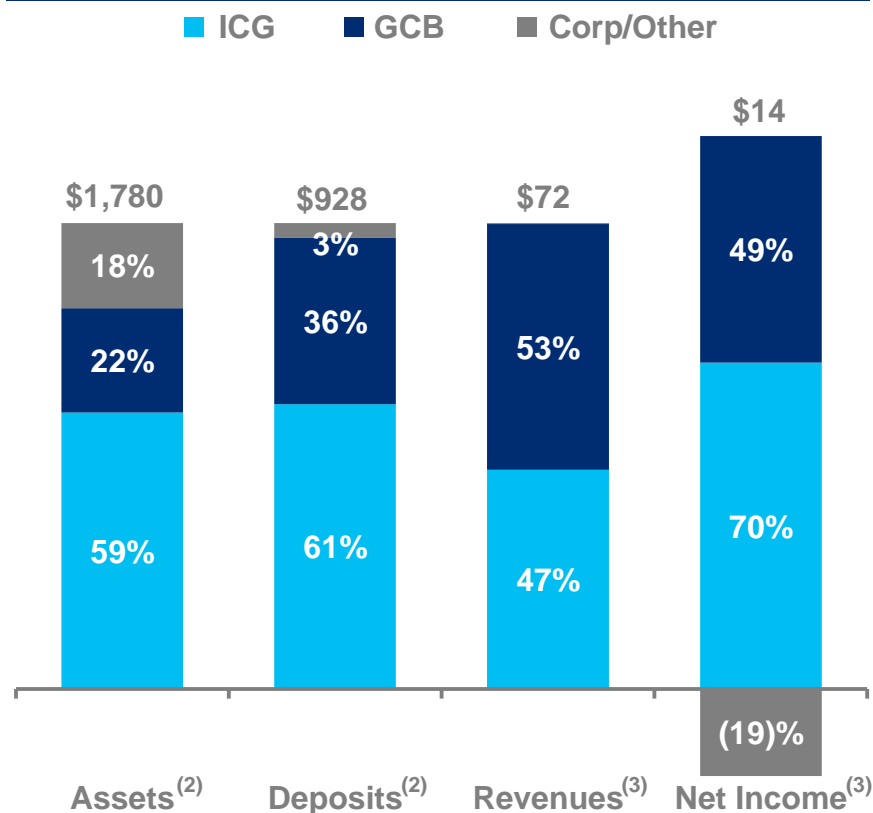
Institutional Clients Group in Citicorp

(\$B)

A global franchise...

- \$33.6 billion of revenues⁽¹⁾
- \$9.8 billion of net income⁽¹⁾
- 0.93% return on assets⁽¹⁾
- Largest proprietary global network with physical presence in ~100 countries
- Trading floors in ~80 countries
- Clearing / custody network in ~60 countries
- Facilitating ~\$3 trillion of flows daily
- Leading local markets franchise

...with significant contributions to Citicorp



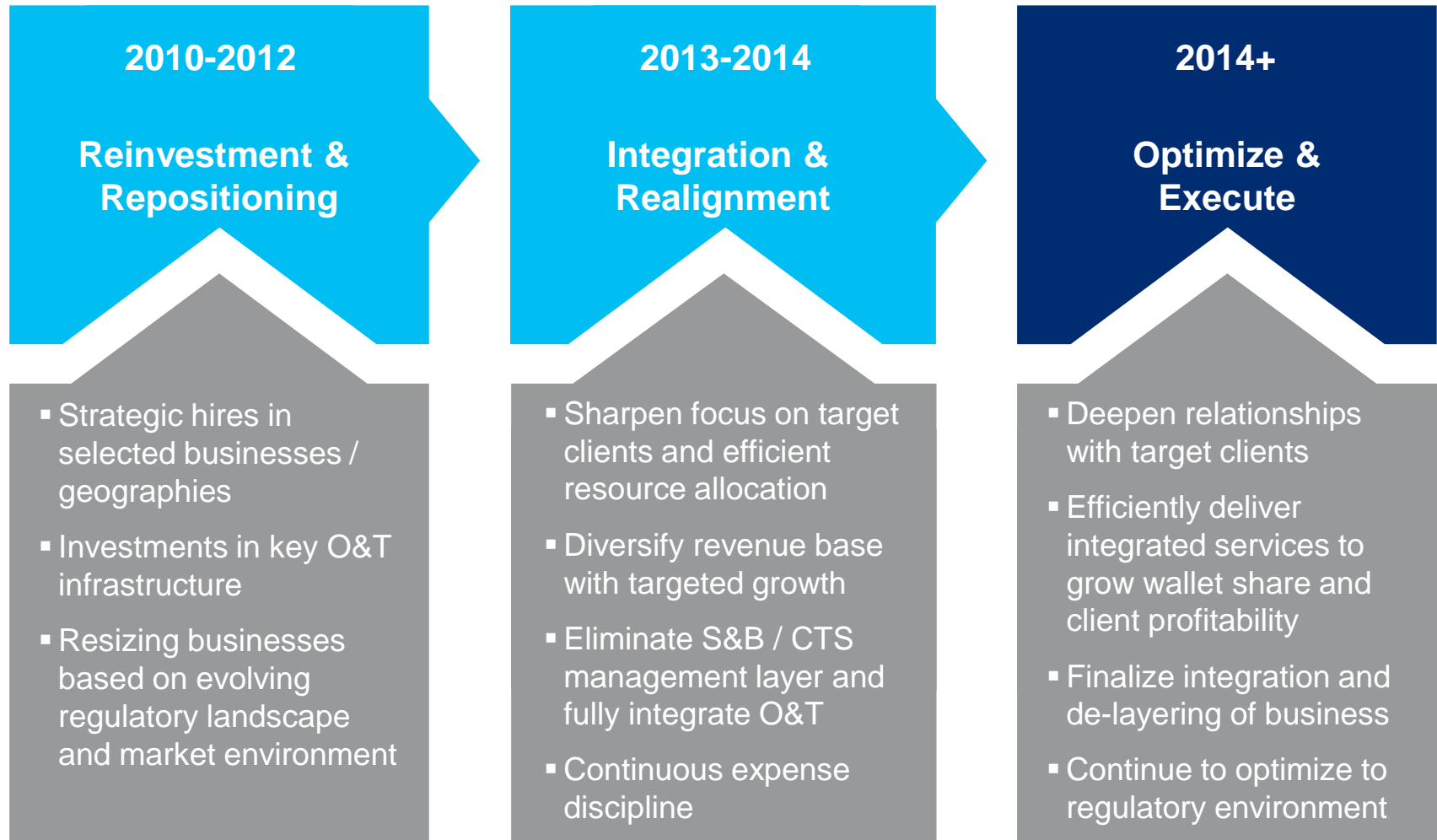
Note: GCB: Global Consumer Banking; ICG: Institutional Clients Group

(1) Last twelve months adjusted results ending September 30, 2014, excluding as applicable, CVA / DVA in all periods and the net fraud loss in Mexico in 4Q'13. Adjusted results as used throughout this presentation, are non-GAAP financial measures. For a reconciliation of the adjusted results to reported results, please refer to Slide 28.

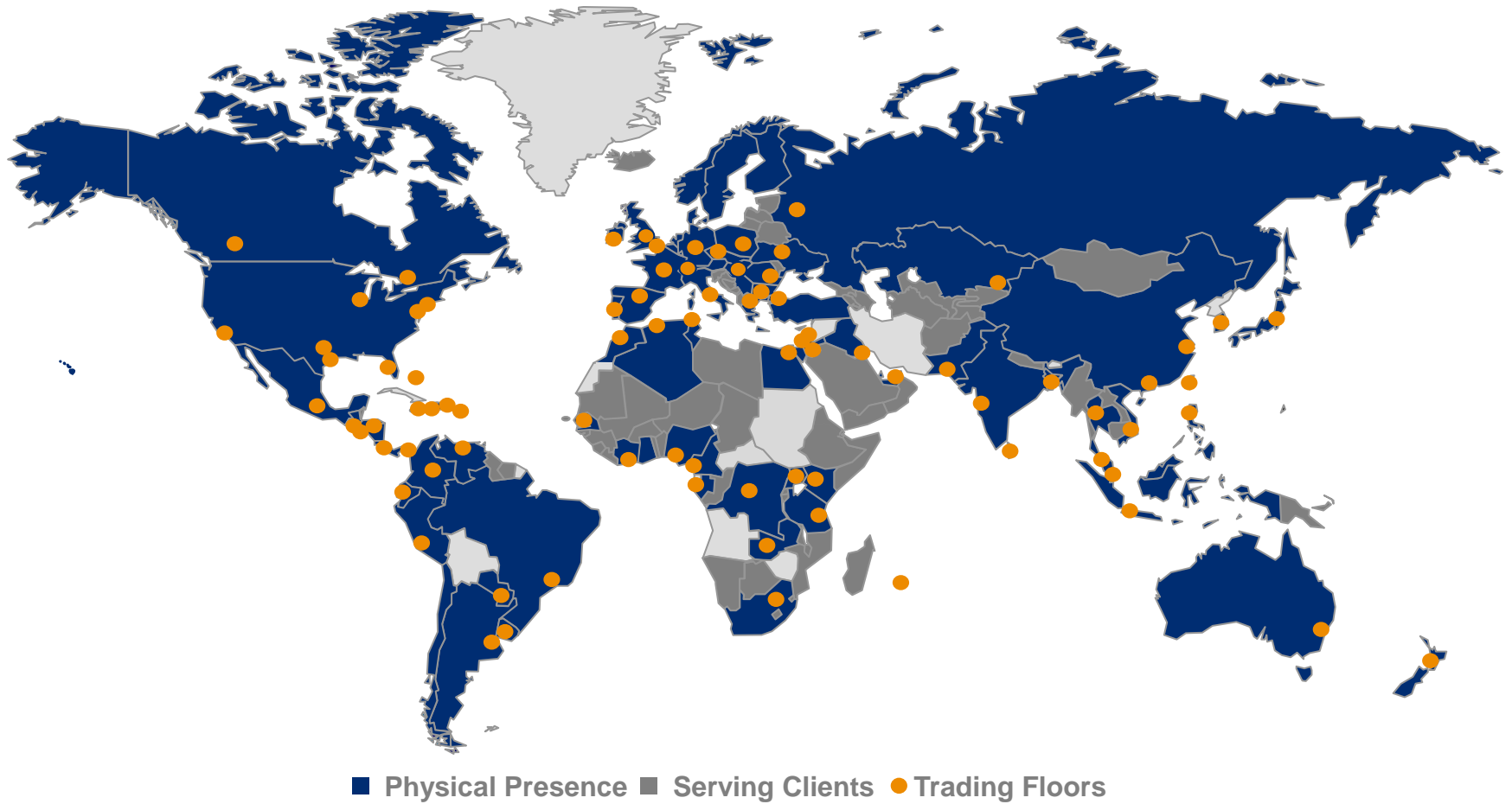
(2) As of September 30, 2014.

(3) Last twelve months adjusted results ending September 30, 2014, excluding, as applicable, CVA / DVA in all periods, the tax item in 1Q'14, the impact of the Credicard divestiture in 4Q'13 and the net fraud loss in Mexico in 4Q'13. For a reconciliation of the adjusted results to reported results, please refer to Slide 28.

Transformation of Institutional Clients Group

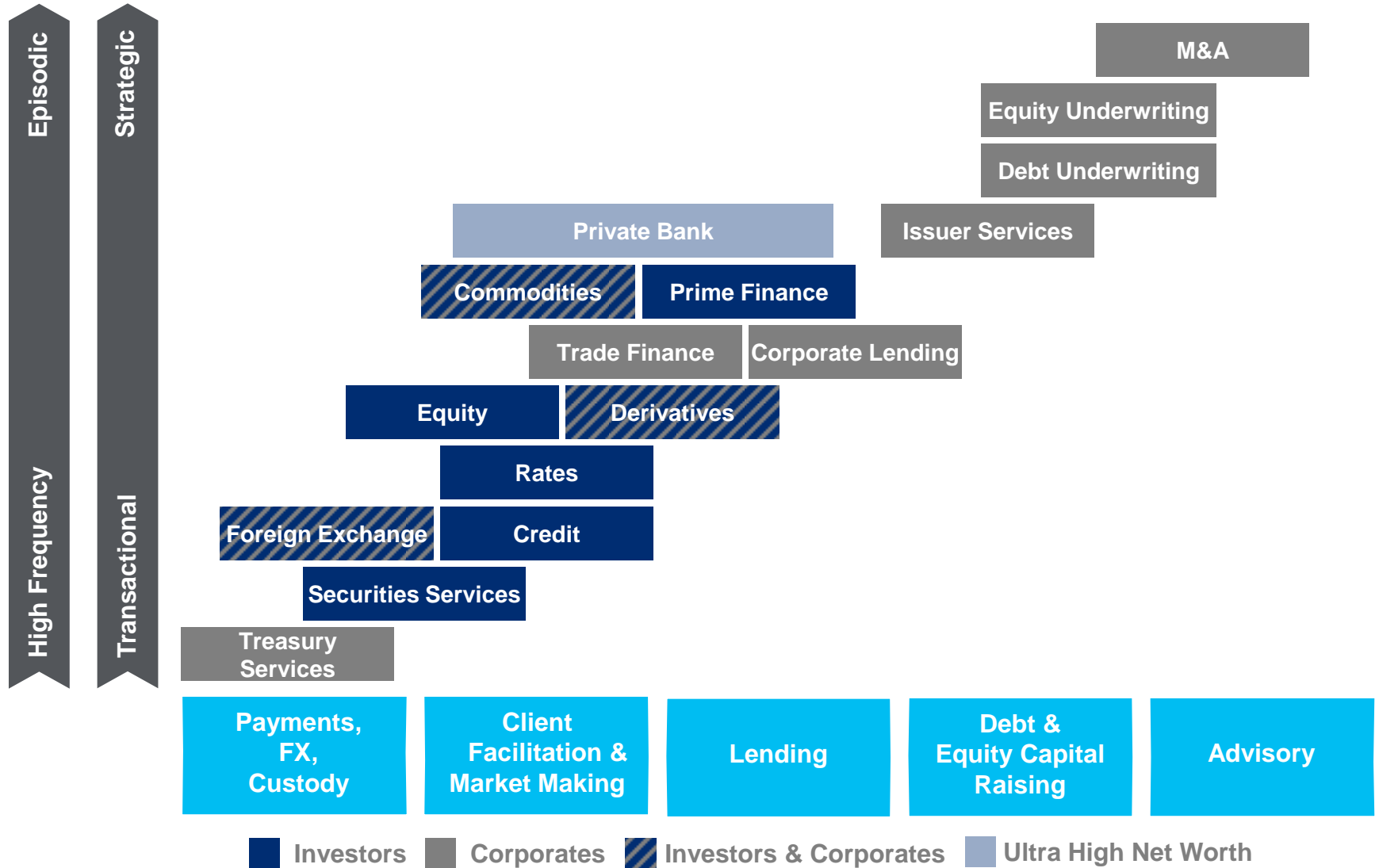


Unparalleled Global Presence



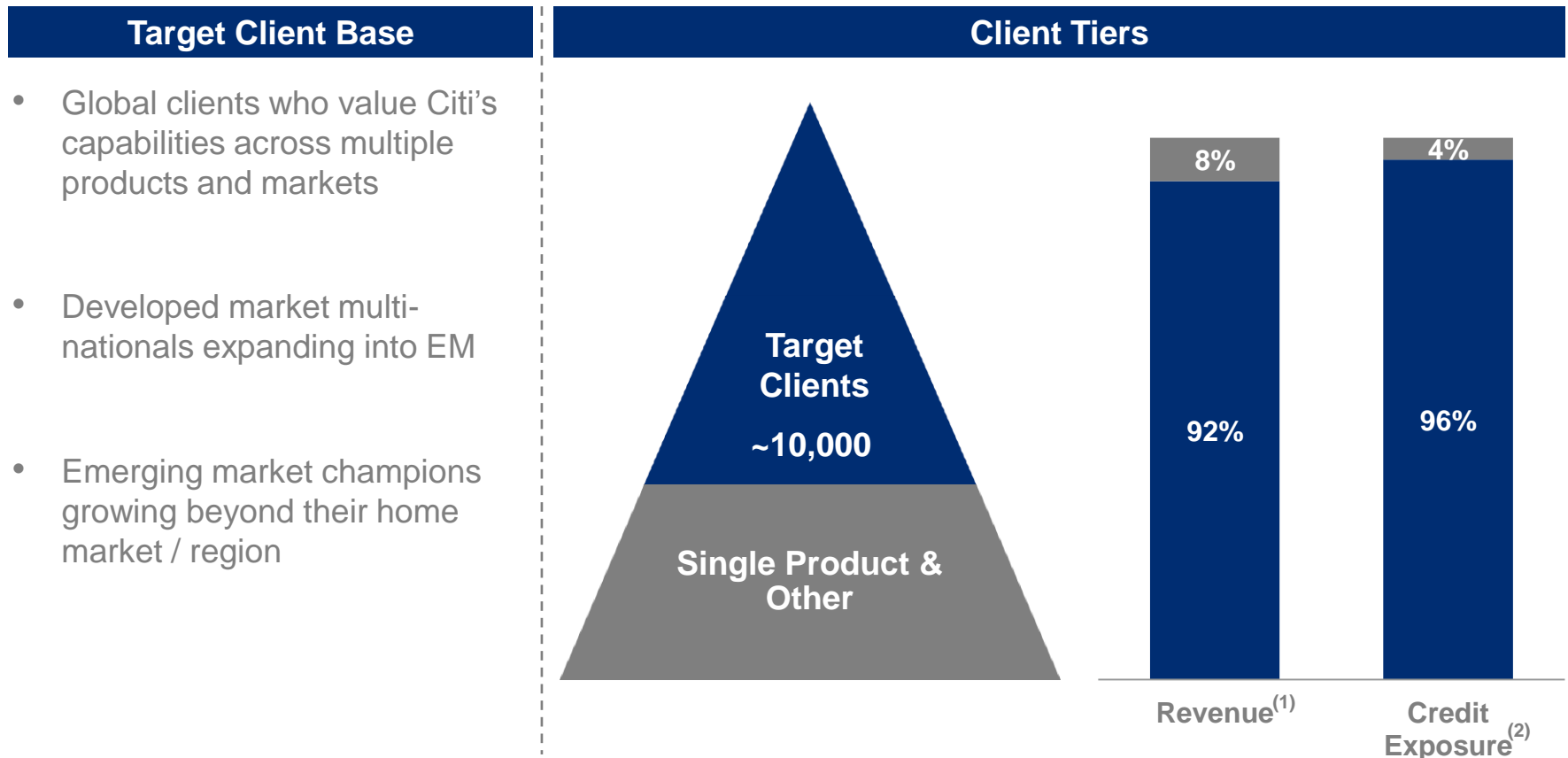
Unparalleled ability to grow and transact with our clients around the world

Integrated Product Suite



Target Client Franchise

Citi's target client is a sophisticated multinational corporation, public sector entity, financial institution or global investor with a significant wallet for financial products and services



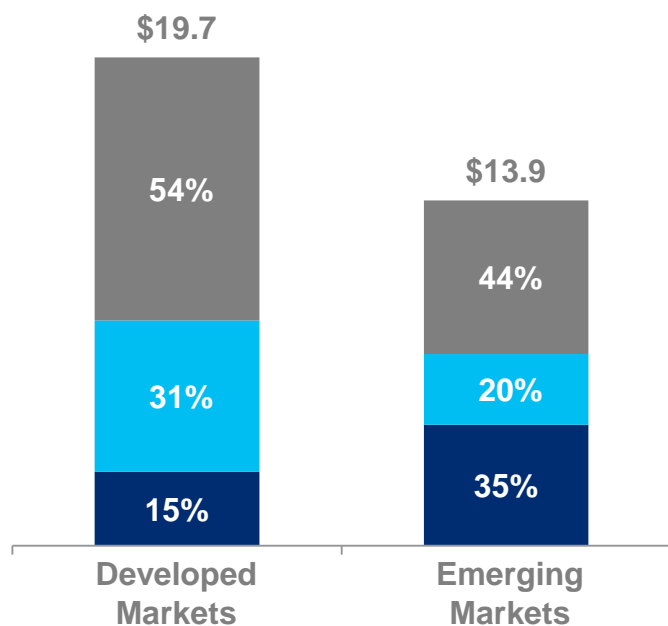
Target client model allocates resources to clients who most value Citi's global capabilities

Note:
 (1) Based on client revenues for the year ended December 31, 2013. Client revenues defined as those revenues directly attributable to a client transaction at the time of inception. Client revenues exclude Private Bank, CVA / DVA and certain other items.
 (2) Includes direct outstandings and unfunded commitments to lend. Based on corporate exposures as of December 31, 2013.

Diversified by Geography, Product and Client

Product Revenue by Geography⁽¹⁾

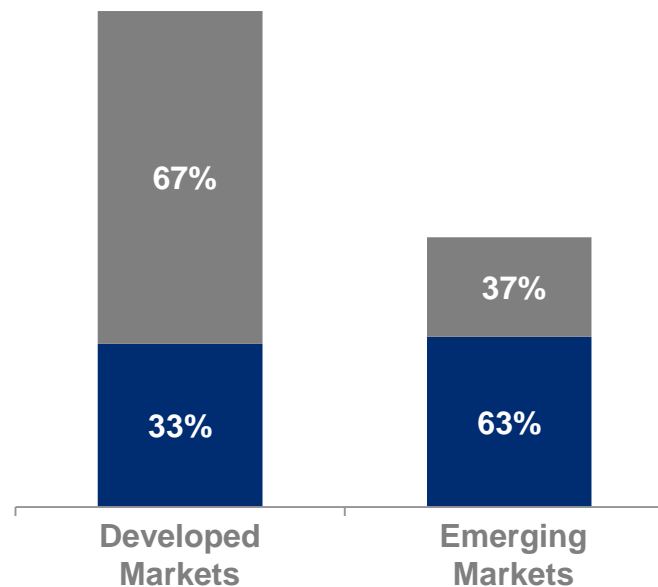
■ TTS ■ Banking (ex TTS) ■ Markets & Securities Services



Over 40% of revenues generated in emerging markets (EM)

Client Revenue by Geography⁽²⁾

■ Corporate ■ Investor⁽³⁾



More than 60% of EM client revenues generated from corporate clients

Note: Totals may not sum due to rounding. Data for last twelve months ended September 30, 2014. TTS: treasury & trade solutions. DM: developed markets. EM: emerging markets.

(1) Total adjusted revenues of \$33.6B which excludes CVA / DVA (negative \$520MM).

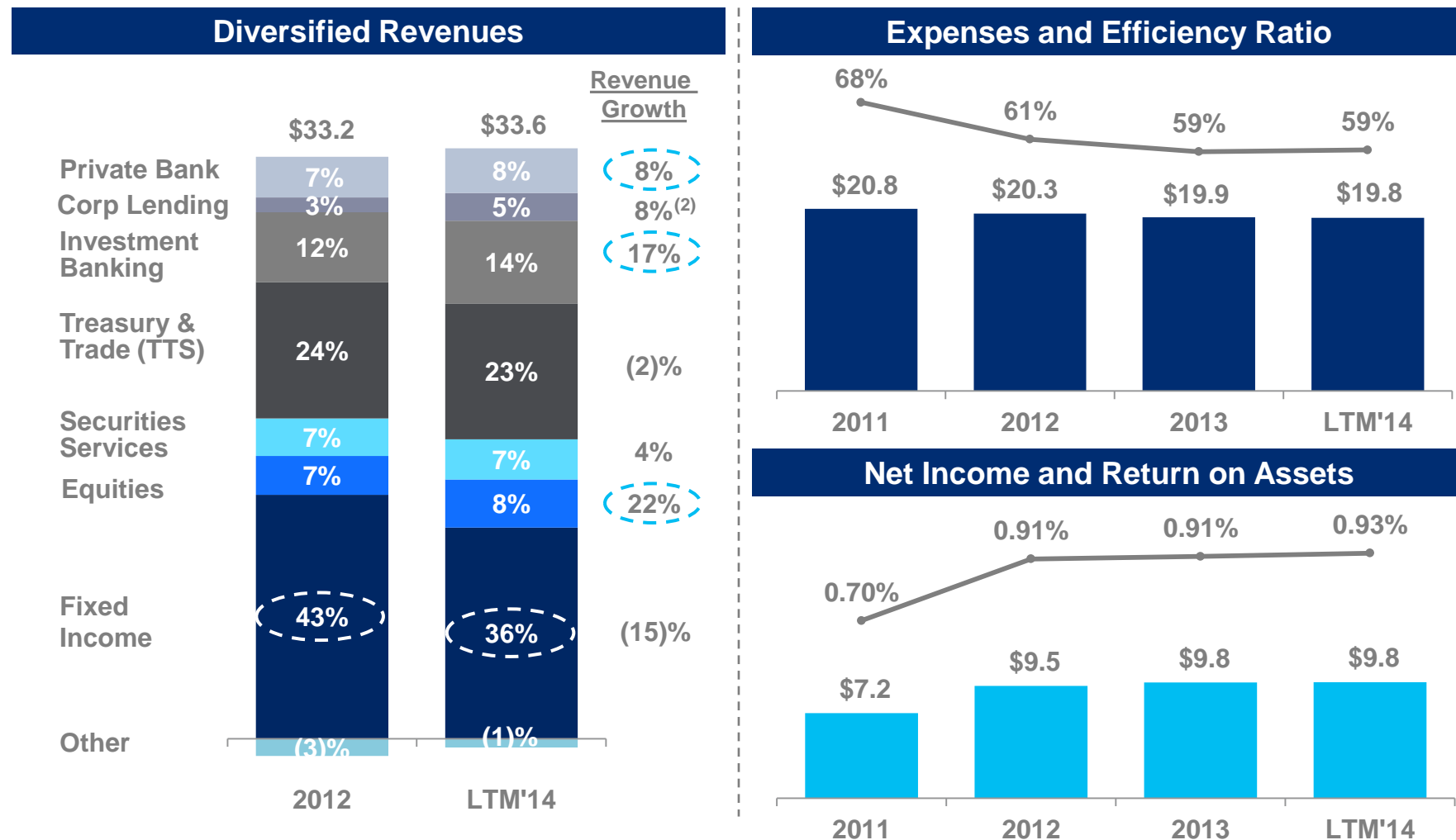
(2) Client revenues defined as those revenues directly attributable to a client transaction at the time of inception. Based on subsidiary client geography. Excludes Private Bank.

(3) Includes public sector and financial institutions.



Diversified, Efficient Franchise⁽¹⁾

(\$B)



Note: LTM'14: Last twelve months ended September 30, 2014.

(1) Adjusted results, which exclude, as applicable: CVA / DVA in all periods, 4Q'11 and 4Q'12 repositioning charges and the net fraud loss in Mexico in 4Q'13. For a reconciliation of the adjusted results to the reported results, please refer to Slide 28.

(2) Percentage growth excludes gain/(loss) on loan hedges of \$(698)MM in 2012 and \$(109)MM in LTM'14. Including these gains/(losses), revenues grew 82% from 2012.

Agenda

- ICG Overview

➤ Growing Our Franchise

- Productivity Initiatives
- ICG Returns & Industry Drivers

Growing Our Franchise

Deepening relationships with target client base

- Expanding with our target clients as they grow and transact around the world
- Growing wallet share by serving existing clients with more products in more markets

Efficiently delivering an integrated array of services

- More closely aligning “adjacent” businesses (e.g., cash management and foreign exchange)
- Rationalizing client coverage efforts / capacity
- Reducing organizational complexity

Growing less asset and capital-intensive businesses

- Diversifying revenue base with targeted growth in investment banking, equities and private bank
- Balancing concentration in fixed income while maintaining our scale advantage

Focusing on client profitability & balance sheet optimization

- Focusing on total client profitability and returns
- Optimizing our balance sheet while continuing to support our target clients
- Well positioned with strong SLR of 6.0%⁽¹⁾

Treasury and Trade Solutions

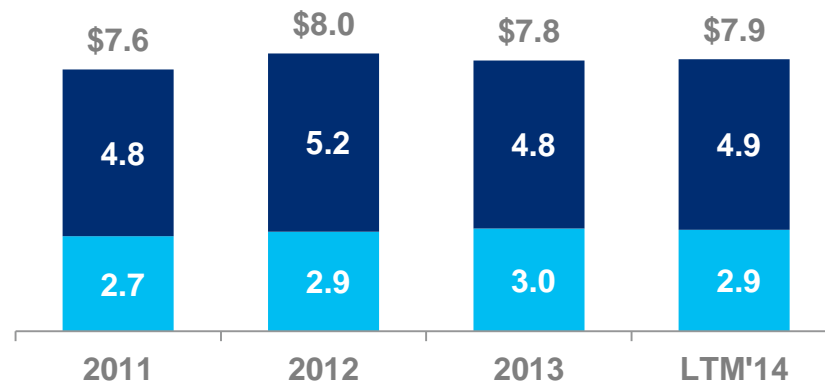
(\$B)

Execution Priorities

- Continue to invest in TTS operating relationships
- Invest to grow deposits and transaction volumes to offset impact of current low rate environment
 - Substantial share of CHIPS and FedWire transactions at 16% and 12% respectively⁽¹⁾
- Augment volume growth with focus on fee-based products as well as Trade
- Well positioned for rising interest rate environment

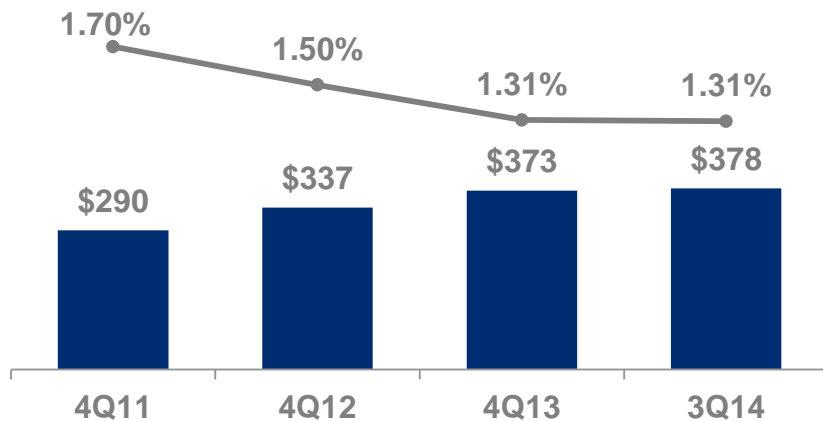
Stable Revenues in Challenging Environment

■ Non-Interest Revenue ■ Net Interest Revenue



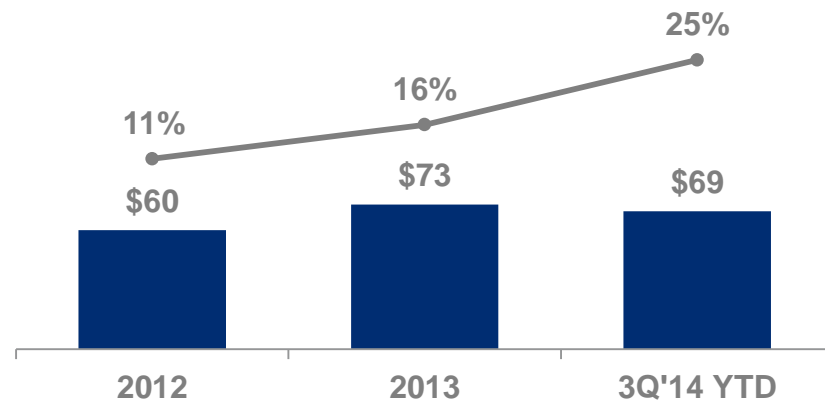
Average Deposits⁽²⁾ & Spreads

■ Average Deposits ■ Net Interest Spreads



Average Trade Loan & Asset Sale Trends

■ Average Trade Loans ■ Sales / Origination



Note: Totals may not sum due to rounding. LTM'14: Last twelve months ended September 30, 2014.

(1) Source: CHIPS and Fedwire reports as of August 31, 2014.

(2) Average deposits are calculated based on the weighted average day count of the monthly averages.

Investment Banking

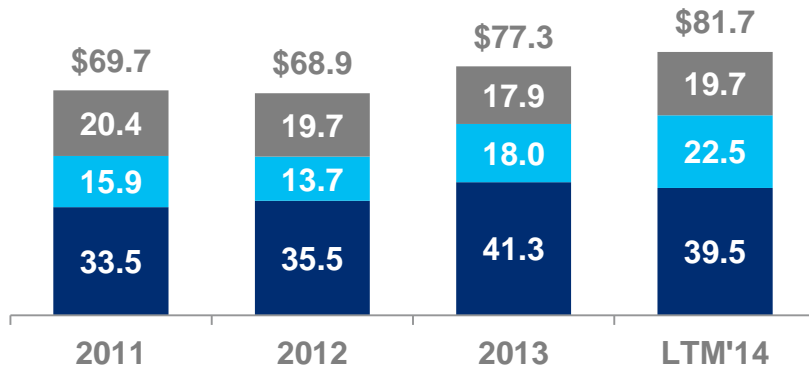
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Execution Priorities

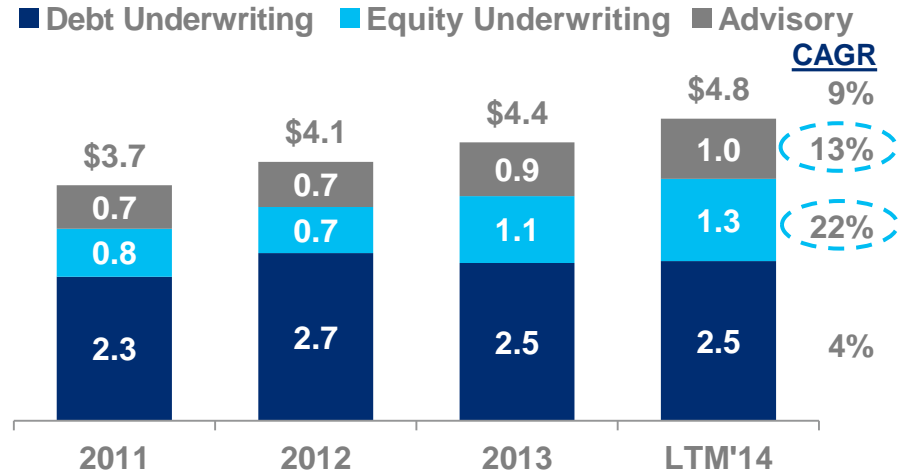
- Efficiently allocate resources to target markets, sectors and clients
- Increase wallet share with target clients to drive growth in M&A, equity and debt underwriting
- Deliver integrated services across ICG (e.g., TTS, corporate lending and markets)
- Hire selectively in markets and sectors where target client fee wallets are significant and growing

In an Expanding Market⁽¹⁾...

■ Debt Underwriting ■ Equity Underwriting ■ Advisory

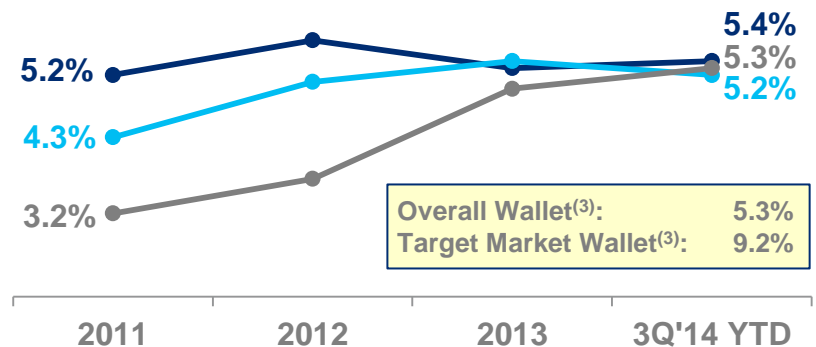


Revenue Growth Driven by M&A and ECM



...Growing Wallet Share⁽²⁾

■ Debt Underwriting ■ Equity Underwriting ■ Advisory



Note: Totals may not sum due to rounding. LTM'14: Last twelve months ended September 30, 2014.

(1) Market wallet for total industry. Source: Dealogic 2011 - 2014 LTM data as of September 30, 2014.

(2) Citi wallet share of IB fee pool for total industry. Source: Dealogic 2011 - 2014 YTD data as of September 30, 2014.

(3) Source: Dealogic 2014 YTD data as of September 30, 2014. Overall wallet includes all eligible deals. Target market wallet represents Citi's wallet share with the clients in its coverage universe.

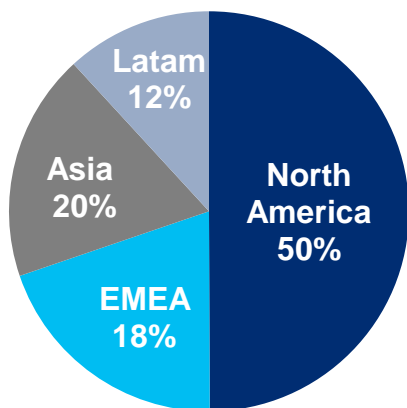
Private Bank

(\$B)

Execution Priorities

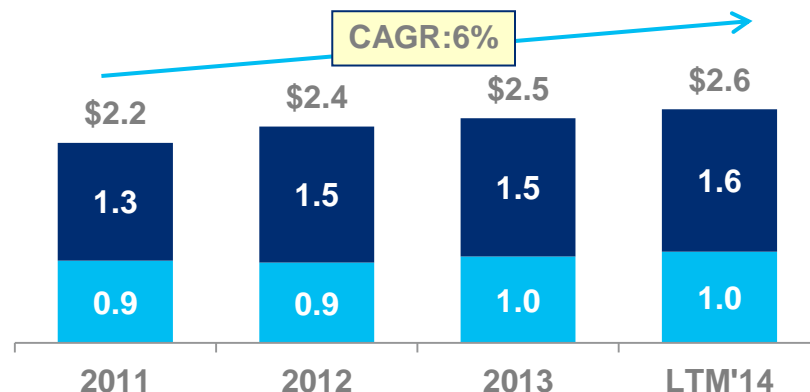
- Efficiently allocate resources, with focus on ultra high net worth client segment globally
 - \$25MM+ net worth, \$5MM+ of investable assets
- Continue to build wealth management / capital markets to augment strength in banking / lending
- Capture synergies / cross-referrals with other ICG businesses (e.g., investment banking and markets)
- Selectively hire in markets where target client base supports additional investment

Revenue Diversified by Region



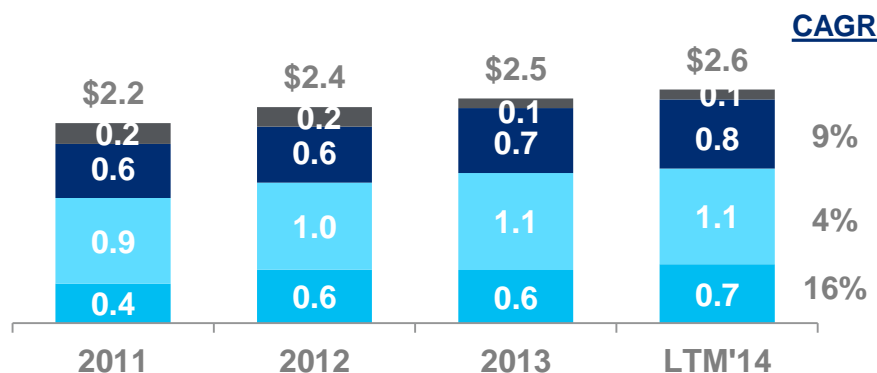
Steady Revenue Growth

■ Non-Interest Revenue ■ Net Interest Revenue



Revenue Growth Across Products

■ Banking ■ Lending ■ Capital Markets & MI ■ Other



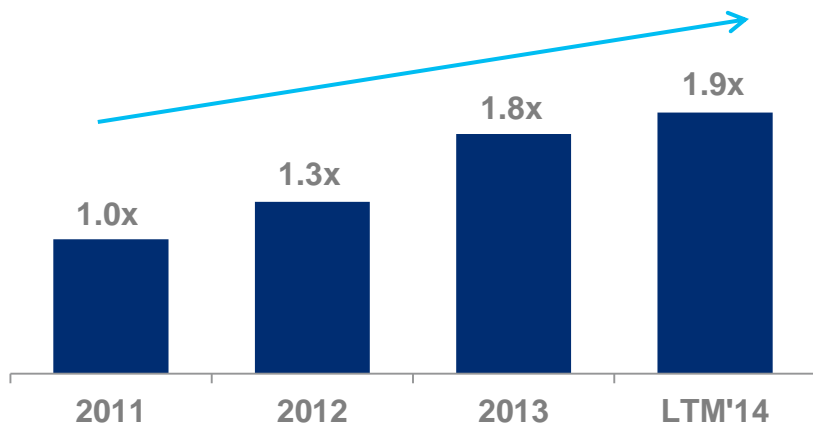
Equity Markets

(\$B)

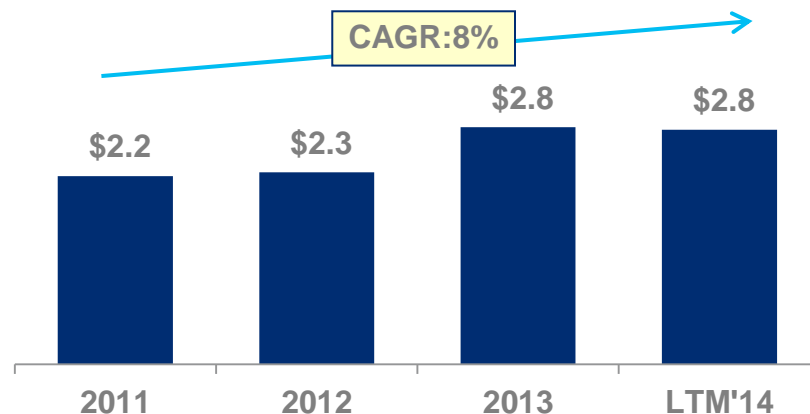
Execution Priorities

- Efficiently allocate resources to target markets and clients
- Capitalize on stable cash equity platform
- Grow derivatives franchise, leveraging historical strength in structured derivatives
- Continue building hedge fund franchise using cross product and platform strengths
- Invest to improve efficiency of middle and back-office infrastructure

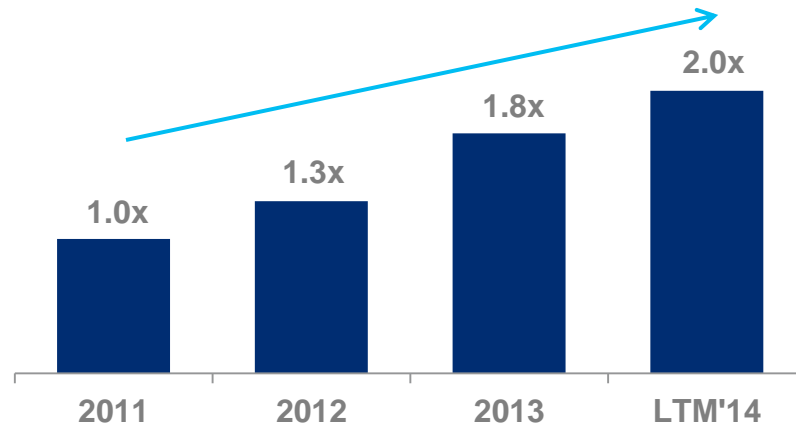
Improved Productivity per Head^(1,2)



Revenue Growth⁽¹⁾



Growth Driven by Derivatives & Prime Fin.^(1,3)



Note: Totals may not sum due to rounding. LTM'14: Last twelve months ended September 30, 2014.

(1) Revenues adjusted to exclude CVA / DVA in all periods.

(2) Revenues per average front office Managing Director / Director. Indexed to full year 2011 revenues = 100%.

(3) Prime Fin. = Prime Finance. Revenues indexed to full year 2011 revenues = 100%.

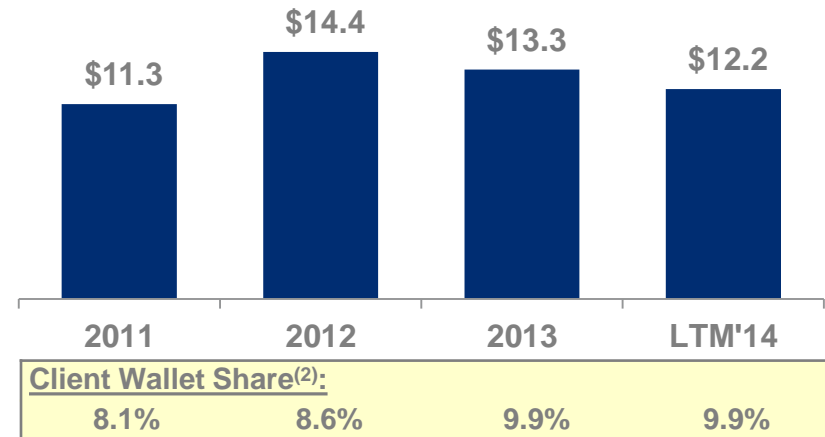
Fixed Income Markets

Execution Priorities

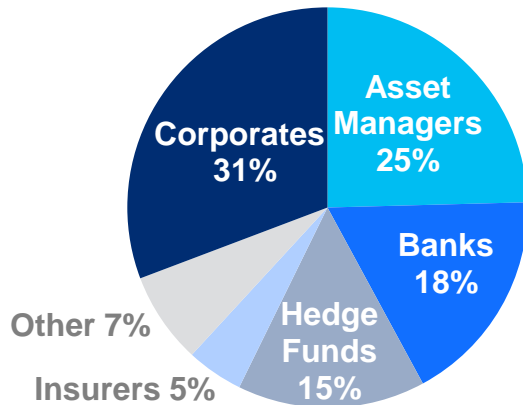
- Leverage Citi's unparalleled global footprint and significant scale to support clients around the world
- Continue to capture revenues from adjacent businesses (e.g., TTS and investment banking)
- Diversify with targeted growth in commodities
- Invest to improve efficiency of middle / back-office infrastructure and client facilitation
- Continue to optimize balance sheet

Gaining Wallet Share

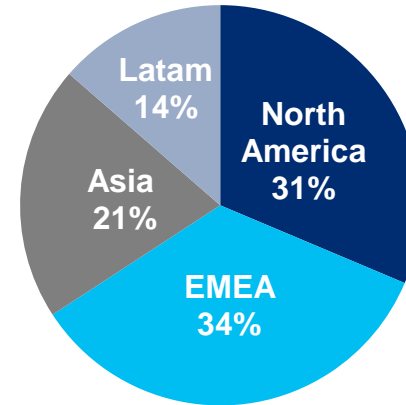
(Revenues⁽¹⁾ in \$B)



Revenues Diversified by Client Type⁽³⁾...



...And by Region⁽⁴⁾



Note: Totals may not sum due to rounding. LTM'14: Last twelve months ended September 30, 2014.

(1) Revenues adjusted to exclude CVA / DVA in all periods.

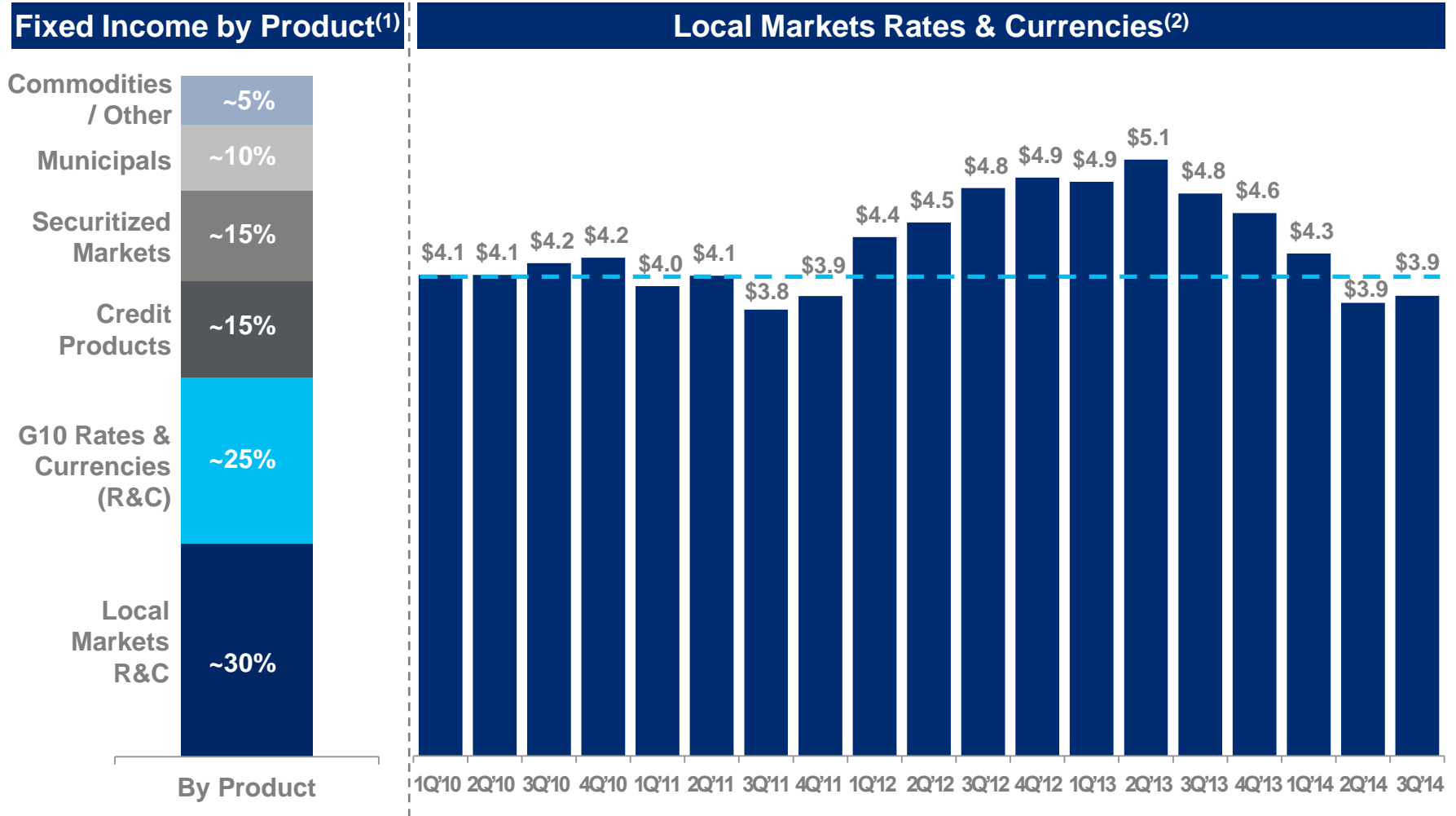
(2) Source: Oliver Wyman client segment-level survey (includes corporate and investor clients); 2014 estimates based on 1H'14 survey results.

(3) Illustrative revenue contribution, based on average quarterly client revenues for the past three years (1Q'12-3Q'14). Client revenues defined as those revenues directly attributable to a client trade at the time of inception.

(4) Illustrative revenue contribution, based on average quarterly revenues (excluding CVA / DVA) for the past three years (1Q'12-3Q'14).

Significant Local Markets Franchise

(Revenues in \$B)



Note: Totals may not sum due to rounding.

(1) Illustrative fixed income revenue contribution, based on average quarterly revenues (excluding CVA / DVA) for the past three years (1Q'12-3Q'14), including taxable-equivalent adjustments to municipals revenues, which primarily relate to income tax credits related to affordable housing and alternative energy investments as well as tax exempt income.

(2) Last twelve months to each period, adjusted to exclude CVA / DVA in all periods.

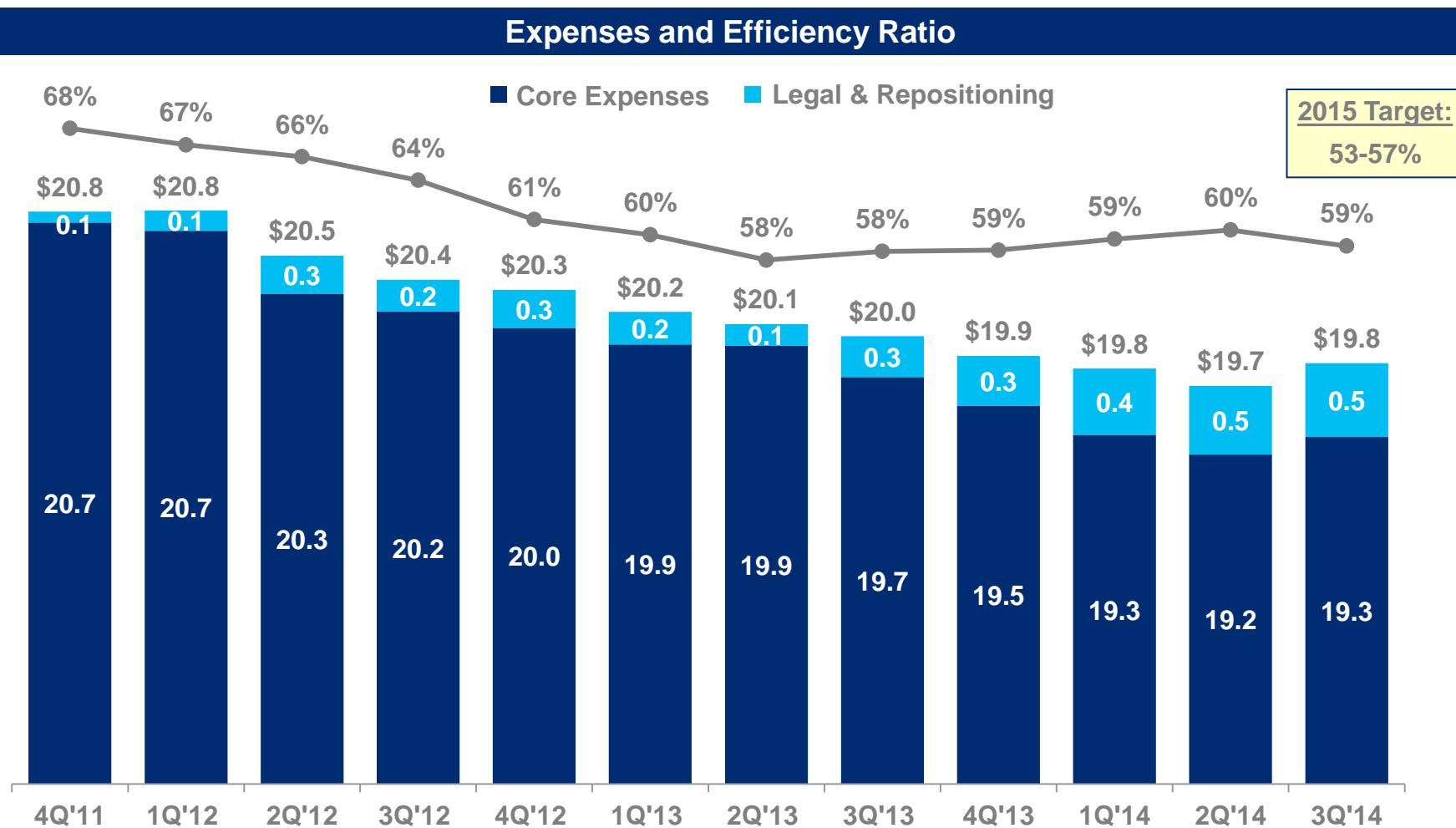


Agenda

- ICG Overview
- Growing Our Franchise
- **Productivity Initiatives**
- ICG Returns & Industry Drivers

Demonstrated Expense Discipline⁽¹⁾

(LTM, \$B)

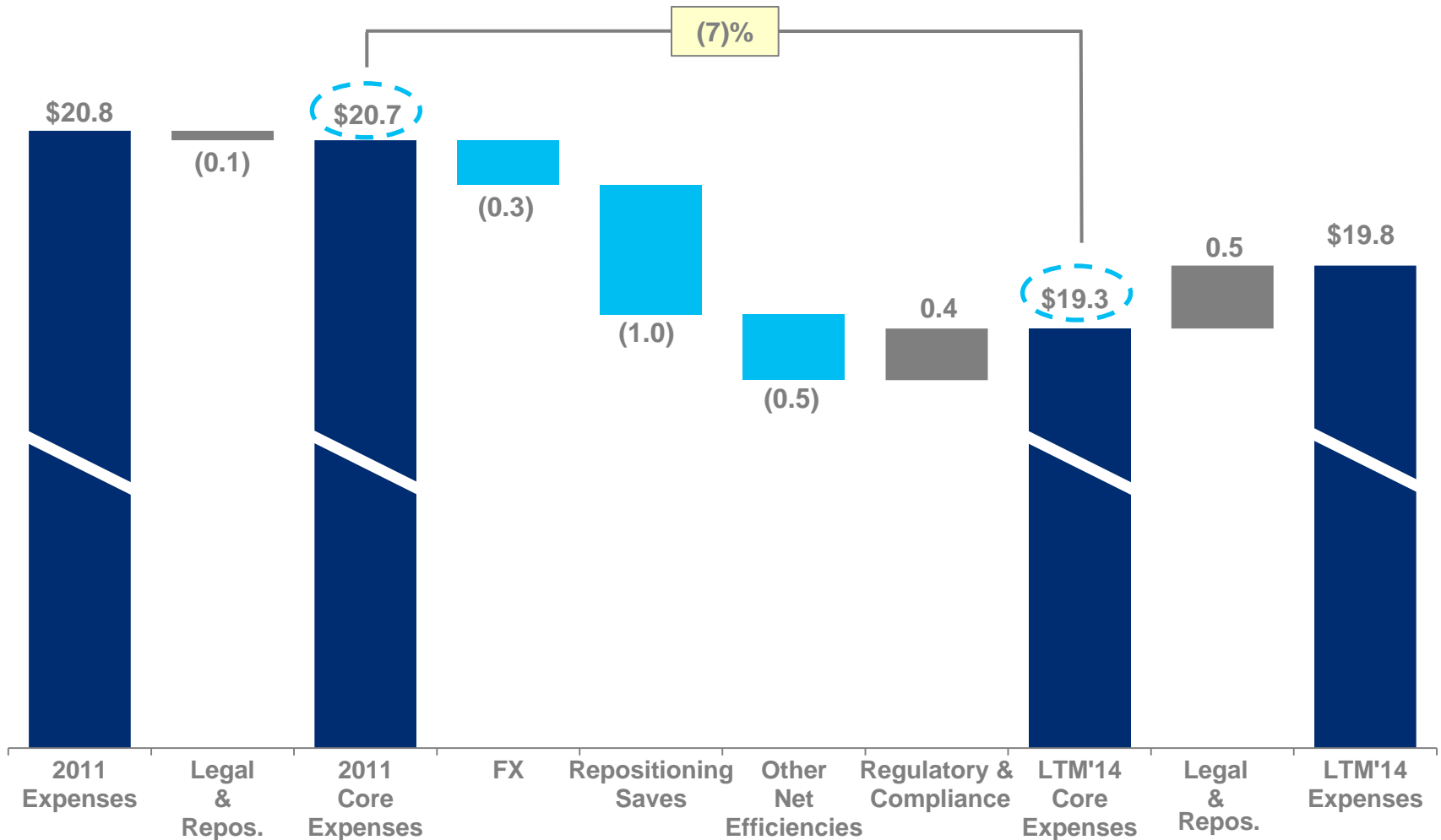


Note: Totals may not sum due to rounding. LTM: Last twelve months.

(1) Adjusted results, which exclude CVA / DVA in all periods, 4Q'11 and 4Q'12 repositioning charges and the net fraud loss in Mexico in 4Q'13. Please refer to Slide 28 for a reconciliation of this information to reported results.

Efficiency Improvements Offsetting Headwinds⁽¹⁾

(\$B)



Note: Totals may not sum due to rounding. LTM'14: Last twelve months ending September 30, 2014.

(1) Adjusted results, which exclude 4Q'11 repositioning charges and the net fraud loss in Mexico in 4Q'13. Please refer to Slide 28 for a reconciliation of this information to reported results.

Agenda

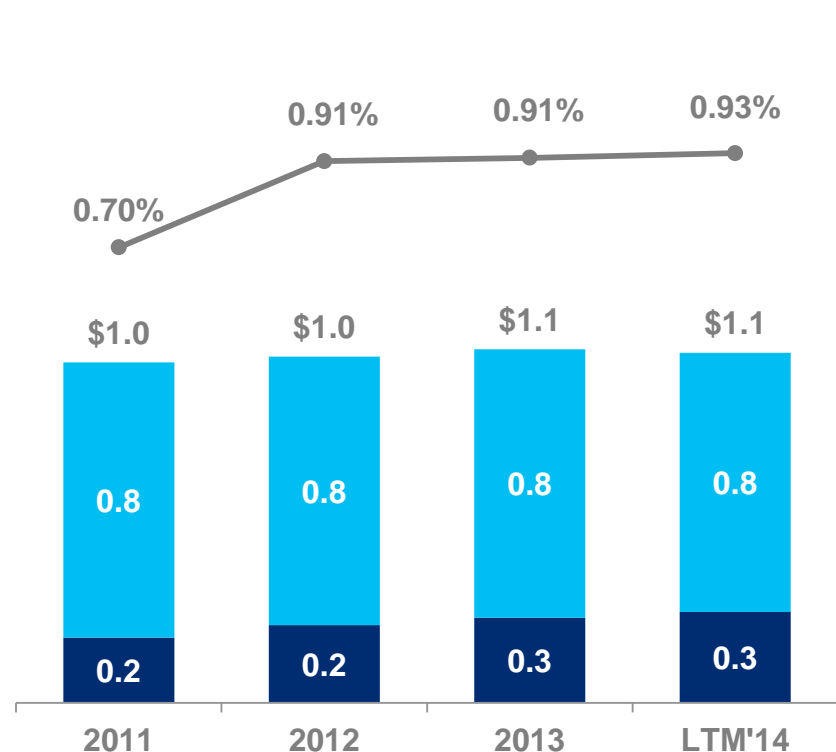
- ICG Overview
- Growing Our Franchise
- Productivity Initiatives

➤ ICG Returns & Industry Drivers

Return on Assets and Allocated TCE⁽¹⁾

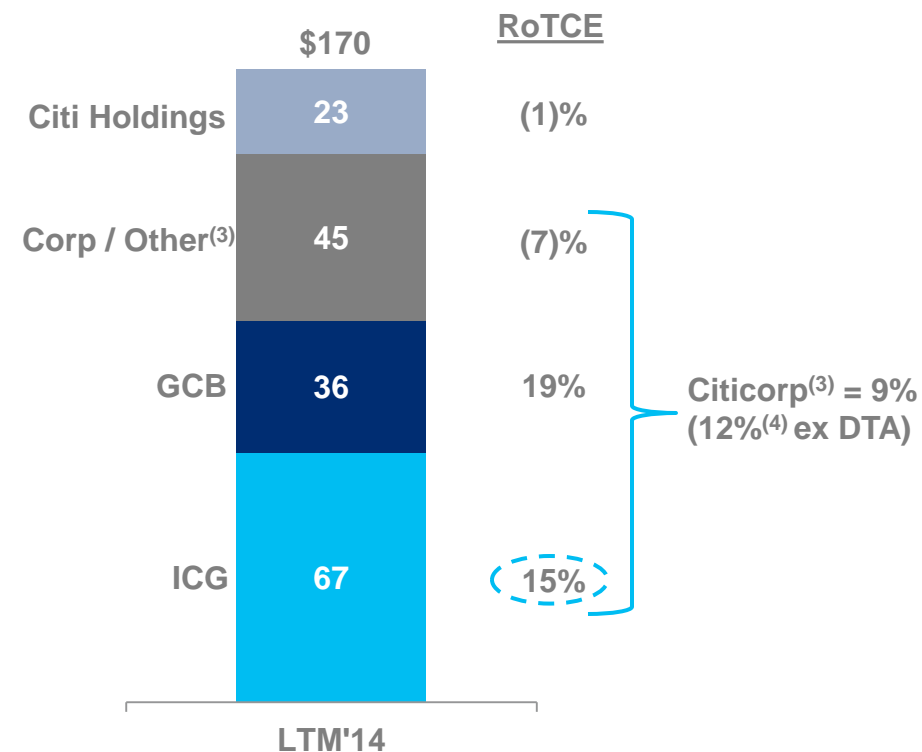
Return on Assets

(\$T) ■ Avg Loans ■ Avg Trading & Other Assets



Return on Average Allocated TCE⁽²⁾

(\$B)



Note: Totals may not sum due to rounding. LTM: Last twelve months ending September 30, 2014.

(1) Net Income adjusted to exclude CVA / DVA in all periods, 4Q'11 and 4Q'12 repositioning charges and the net fraud loss in Mexico in 4Q'13. Adjusted RoTCE LTM results, which exclude CVA / DVA in all periods, the impact of the mortgage settlement in 2Q'14, the tax item in 1Q'14, the impact of the Credicard divestiture in 4Q'13 and the net fraud loss in Mexico in 4Q'13. For a reconciliation of the adjusted results to the reported results, please refer to Slide 28.

(2) Tangible common equity allocated to GCB, ICG and Citi Holdings based on estimated full year 2014 capital allocations. Tangible common equity is a non-GAAP financial measure. For a reconciliation of this metric to the most directly comparable GAAP measure, please refer to Slide 27.

(3) Based on net income to common, net of \$423 million of preferred dividends.

(4) Average TCE supporting DTA in Citicorp for LTM'14 equaled approximately \$37 billion.

Industry Return Drivers – Cyclical vs. Secular

C Cyclical **S** Secular



- C** Higher interest rate environment
- C** Increase in market volatility from historical lows
- C** Increase in trading volumes from current levels
- S** Rationalized competitive landscape with higher barriers to entry
- S** Continued optimization of low return assets (e.g., repo)
- S** Continued migration of corporate bank debt to capital markets
- S** Maturity of EM credit / capital markets

- S** Higher capital requirements under Basel III (CET1 ratio and SLR)
- S** Limits on proprietary activities (Volcker)

- C** Continued sluggish global economic recovery / rate uncertainty
- C** Heightened geo-political tensions
- S** Increase in regulatory and compliance costs
- S** Additional capital surcharges (e.g., related to wholesale funding)

Key Takeaways

Institutional franchise with unparalleled global reach and diversification

- Competitively well positioned with unique global footprint
- Revenue base diversified by client, product and geography
- Able to leverage significant global scale on behalf of our clients

Growing target client wallet share and profitability

- Deepening relationships with target clients by providing more products in more markets as they grow and transact around the world
- Generating targeted growth in less asset / capital-intensive businesses, while maintaining scale advantages in fixed income

Efficiently allocating resources to deliver attractive returns

- Reducing organizational complexity and more closely aligning “adjacent” businesses
- Optimizing our franchise for the operating and regulatory environment, while continuing to support our clients

Serving our target clients with an integrated array of services in a cost effective manner

Certain statements in this presentation are “forward-looking statements” within the meaning of the U.S. Private Securities Litigation Reform Act. These statements are based on management’s current expectations and are subject to uncertainty and changes in circumstances. These statements are not guarantees of future results or occurrences. Actual results and capital and other financial conditions may differ materially from those included in these statements due to a variety of factors, including those factors contained in the “Risk Factors” section of Citigroup’s 2013 Form 10-K and in any of its subsequent filings with the U.S. Securities and Exchange Commission. Any forward-looking statements made by or on behalf of Citigroup speak only as to the date they are made, and Citi does not undertake to update forward-looking statements to reflect the impact of circumstances or events that arise after the date the forward-looking statements were made.

The Citi logo is centered on a blue gradient background. It features a red semi-circular arc above the word "citi" in a white, lowercase, sans-serif font. A registered trademark symbol (®) is positioned to the right of the word.

citi®

Non-GAAP Financial Measures – Reconciliations

(\$MM, except per share amounts)

Tangible Book Value Per Share

	3Q'14	2Q'14	1Q'14	4Q'13	3Q'13
Total Citigroup Stockholders' Equity	\$212,272	\$211,362	\$208,462	\$204,339	\$200,846
Less: Preferred Stock	8,968	8,968	7,218	6,738	5,243
Common Equity	\$203,304	\$202,394	\$201,244	\$197,601	\$195,603
Less:					
Goodwill	24,500	25,087	25,008	25,009	25,098
Other Intangible Assets (other than Mortgage Servicing Rights)	4,525	4,702	4,891	5,056	4,888
Goodwill and Intangible Assets - Related to Assets Held for Sale / Assets of Discont. Operations Held for Sale	-	116	-	-	267
Net Deferred Tax Assets Related to Goodwill and Intangible Assets	-	-	-	-	-
Tangible Common Equity (TCE)	\$ 174,279	\$ 172,489	\$ 171,345	\$ 167,536	\$ 165,350
Common Shares Outstanding at Quarter-end (CSO)	3,030	3,032	3,038	3,029	3,033
Tangible Book Value Per Share (TCE / CSO)	\$57.53	\$56.89	\$56.40	\$55.31	\$54.52

Basel III Supplementary Leverage Ratio

Citigroup's estimated Basel III SLR for the third quarter 2014 is based on the revised final U.S. Basel III rules issued in September 2014. Citigroup's estimated Basel III SLR represents the ratio of Tier 1 Capital to Total Leverage Exposure (TLE). TLE, for the third quarter 2014, is the sum of the daily average of on-balance sheet assets for the quarter and the average of certain off-balance sheet exposures calculated as of the last day of each month in the quarter (i.e., July, August and September), less applicable Tier 1 Capital deductions.

Non-GAAP Financial Measures – Reconciliations

(\$MM)

Citicorp	LTM'14	2013	2012	2011
Reported Revenues (GAAP)	\$71,035	\$71,853	\$69,995	\$71,071
Impact of:				
CVA/DVA	(520)	(345)	(2,487)	1,732
HDFC	-	-	1,116	199
Akbank	-	-	(1,605)	-
SPDB	-	-	542	-
Adjusted Revenues	\$71,555	\$72,198	\$72,429	\$69,140
Reported Net Income (GAAP)	\$13,379	\$15,606	\$14,109	\$15,264
Impact of:				
CVA/DVA	(318)	(214)	(1,543)	1,081
HDFC	-	-	722	128
Akbank	-	-	(1,037)	-
SPDB	-	-	349	-
Net Fraud Loss in Mexico	(235)	(235)	-	-
Credicard	189	189	-	-
Tax Item	(210)	176	582	-
4Q Repositioning	-	-	(604)	(237)
Adjusted Net Income	\$13,953	\$15,690	\$15,640	\$14,292

Citi Holdings	LTM'14	2013	2012	2011
Reported Net Income (GAAP)	\$(3,960)	\$(1,933)	\$(6,568)	\$(4,197)
Impact of:				
CVA / DVA	(26)	1	98	43
4Q Repositioning	-	-	(49)	(38)
MSSB	-	-	(2,897)	-
Mortgage Settlement	(3,726)	-	-	-
Adjusted Net Income	\$(208)	\$(1,934)	\$(3,720)	\$(4,202)

Institutional Clients Group	LTM'14	2013	2012	2011
Reported Revenues (GAAP)	\$33,112	\$33,567	\$30,762	\$32,133
Impact of:				
CVA/DVA	(520)	(345)	(2,487)	1,732
Adjusted Revenues	\$33,632	\$33,912	\$33,249	\$30,401
Reported Expenses (GAAP)	\$20,170	\$20,218	\$20,631	\$21,090
Impact of:				
Net Fraud Loss in Mexico	(360)	(360)	-	-
4Q Repositioning	-	-	(332)	(269)
Adjusted Expenses	\$19,810	\$19,858	\$20,299	\$20,821
Reported Net Income (GAAP)	\$9,223	\$9,304	\$7,706	\$8,082
Impact of:				
CVA/DVA	(318)	(214)	(1,543)	1,081
Net Fraud Loss in Mexico	(235)	(235)	-	-
4Q Repositioning	-	-	(215)	(174)
Adjusted Net Income	\$9,776	\$9,753	\$9,464	\$7,175

Corporate / Other	LTM'14	2013	2012	2011
Reported Revenues (GAAP)	\$143	\$121	\$128	\$807
Impact of:				
HDFC	-	-	1,116	199
Akbank	-	-	(1,605)	-
SPDB	-	-	542	-
Adjusted Revenues	\$143	\$121	\$75	\$608
Reported Net Income (GAAP)	\$(2,629)	\$(444)	\$(1,191)	\$(183)
Impact of:				
HDFC	-	-	722	128
Akbank	-	-	(1,037)	-
SPDB	-	-	349	-
Credicard	189	189	-	-
Tax Item	(210)	176	582	-
4Q Repositioning	-	-	(156)	(21)
Adjusted Net Income	\$(2,608)	\$(809)	\$(1,651)	\$(290)