

# Fixed Income Investor Review

January 23, 2015

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Chief Financial Officer

Eric Aboaf  
Treasurer



# Agenda

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## 2014 Milestones

- \$11.5B of net income including significant legal and repositioning charges<sup>(1)</sup>
- \$3.1B of DTA utilization
- Progress on key execution priorities

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## Balance Sheet

- Compact balance sheet with \$1,843B of GAAP assets at 4Q'14
- Improved funding costs driving net interest margin up to 2.92% for 4Q'14
- 3% Citicorp loan growth<sup>(2)</sup> with continued favorable credit performance

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## Funding

- \$899B of deposits at 4Q'14
- 2015 long-term debt issuance guidance
- 2015 securitization issuance guidance

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## Regulatory Metrics<sup>(3)</sup>

- 10.5% Basel III Common Equity Tier 1 Capital Ratio
- Estimated 6.0% Basel III Supplementary Leverage Ratio
- Estimated 112% Liquidity Coverage Ratio

Note:

- (1) Adjusted to exclude CVA / DVA, the impact of the mortgage settlement in 2Q'14 and the tax item in 1Q'14. Adjusted results, as used throughout this presentation, are non-GAAP financial measures. Please refer to Slide 42. Includes legal and repositioning of charges \$7.4B.
- (2) In constant dollars, which excludes the impact of foreign exchange translation into U.S. dollars for reporting purposes. Results presented excluding the impact of foreign exchange translation are non-GAAP financial metrics. For a reconciliation of constant dollars to reported results, please refer to Slide 43.
- (3) Preliminary.

# Citigroup – Summary Financial Results<sup>(1)</sup>

(\$MM, except EPS and as otherwise noted)

	4Q'14	3Q'14	QoQ % Δ	4Q'13	YoY % Δ	2014	% Δ
Net Interest Revenue	\$12,101	\$12,187	(1)%	\$11,970	1%	\$47,993	3%
<i>Net Interest Margin</i>	2.92%	2.91%		2.88%		2.90%	
Non-Interest Revenue	5,704	7,788	(27)%	5,973	(5)%	29,279	(2)%
<b>Revenues</b>	<b>\$17,805</b>	<b>\$19,975</b>	<b>(11)%</b>	<b>\$17,943</b>	<b>(1)%</b>	<b>\$77,272</b>	<b>1%</b>
Core Operating	10,920	11,021	(1)%	10,890	0%	43,906	(1)%
Legal & Repositioning <sup>(2)</sup>	(3,506)	1,934	81%	1,042	NM	(7,396)	NM
<b>Operating Expenses</b>	<b>14,426</b>	<b>12,955</b>	<b>11%</b>	<b>11,932</b>	<b>21%</b>	<b>51,302</b>	<b>7%</b>
<b>Cost of Credit</b>	<b>2,013</b>	<b>1,750</b>	<b>15%</b>	<b>2,072</b>	<b>(3)%</b>	<b>7,412</b>	<b>(13)%</b>
<b>EBT</b>	<b>1,366</b>	<b>5,270</b>	<b>(74)%</b>	<b>3,939</b>	<b>(65)%</b>	<b>18,558</b>	<b>(8)%</b>
<b>Net Income</b>	<b>\$346</b>	<b>\$3,067</b>	<b>(89)%</b>	<b>\$2,602</b>	<b>(87)%</b>	<b>\$11,489</b>	<b>(16)%</b>
<i>Return on Assets</i>	0.07%	0.64%		0.55%		0.61%	
<b>Diluted EPS</b>	<b>\$0.06</b>	<b>\$0.95</b>	<b>(94)%</b>	<b>\$0.82</b>	<b>(93)%</b>	<b>\$3.55</b>	<b>(19)%</b>
<b>EOP Assets (Constant \$B)</b>	<b>\$1,843</b>	<b>\$1,856</b>	<b>(1)%</b>	<b>\$1,823</b>	<b>1%</b>	<b>\$1,843</b>	<b>1%</b>
<b>EOP Loans (Constant \$B)</b>	<b>645</b>	<b>644</b>	<b>0%</b>	<b>649</b>	<b>(1)%</b>	<b>645</b>	<b>(1)%</b>
<b>EOP Deposits (Constant \$B)<sup>(3)</sup></b>	<b>899</b>	<b>927</b>	<b>(3)%</b>	<b>939</b>	<b>(4)%</b>	<b>899</b>	<b>(4)%</b>

Note: Totals may not sum due to rounding. EBT: Earnings before tax. Constant dollar excludes the impact of foreign exchange translation into U.S. dollars for reporting purposes. For a reconciliation of constant dollars to reported results, please refer to Slide 43.

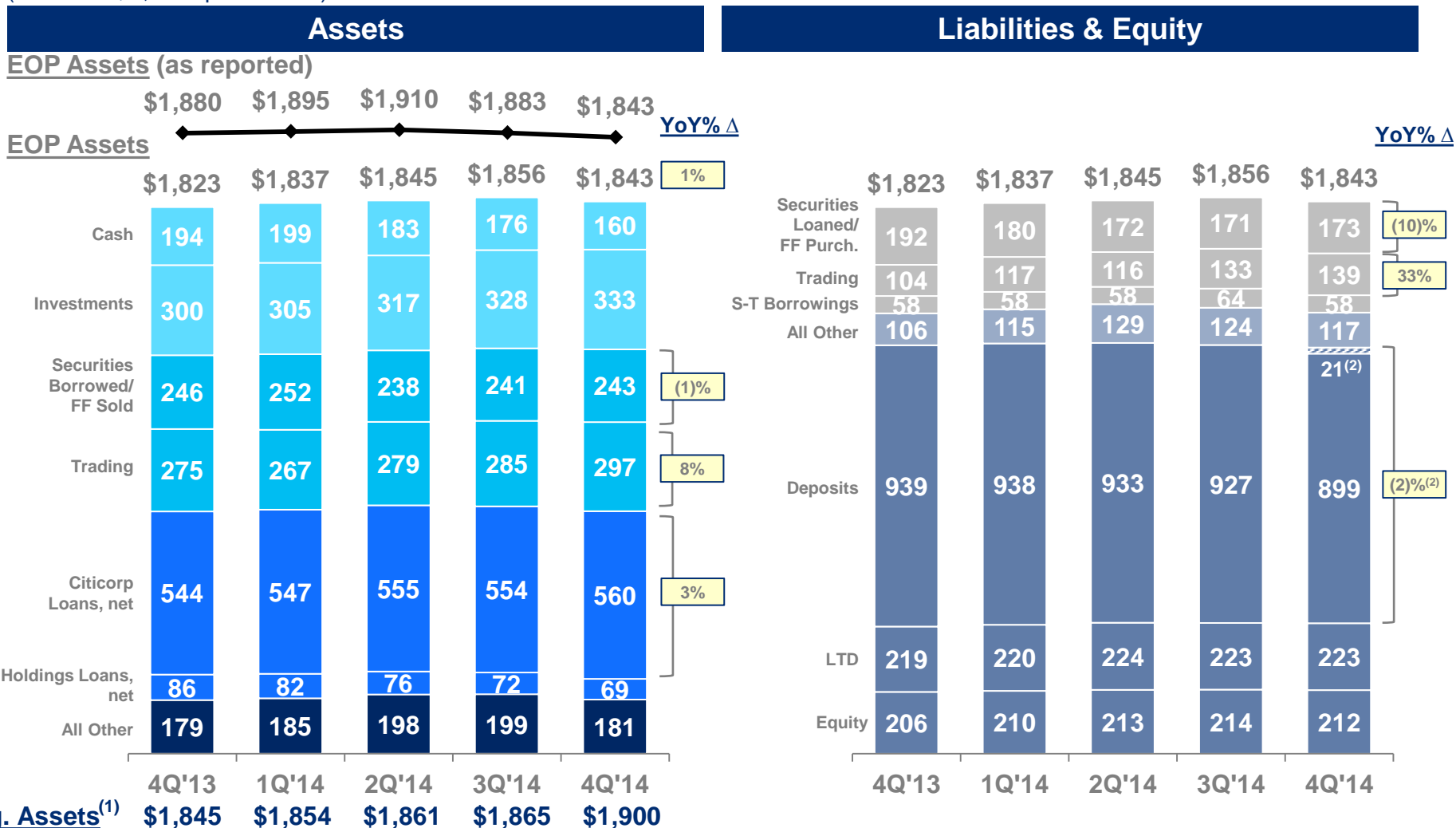
(1) Adjusted results, which exclude CVA / DVA in all periods, the impact of the mortgage settlement in 2Q'14, the net fraud loss in 4Q'13, the impact of the Credicard divestiture in 4Q'13 and tax items in 1Q'14 and 3Q'13. Please refer to Slide 42 for a reconciliation of this information to reported results.

(2) Legal and related and repositioning expenses were \$3,618MM in full year 2013.

(3) 4Q'14 EOP deposits exclude Japan retail bank deposits of \$21B which were reclassified to other liabilities (held-for-sale treatment), reflecting the agreement to sell the business announced on December 25, 2014.

# Balance Sheet Trends

(Constant \$B, except as noted)



Note: Totals may not sum due to rounding. Constant dollar excludes the impact of foreign exchange translation into U.S. dollars for reporting purposes. For a reconciliation of constant dollars to reported results, please refer to Slide 43.

(1) Average assets shown for the quarterly period.

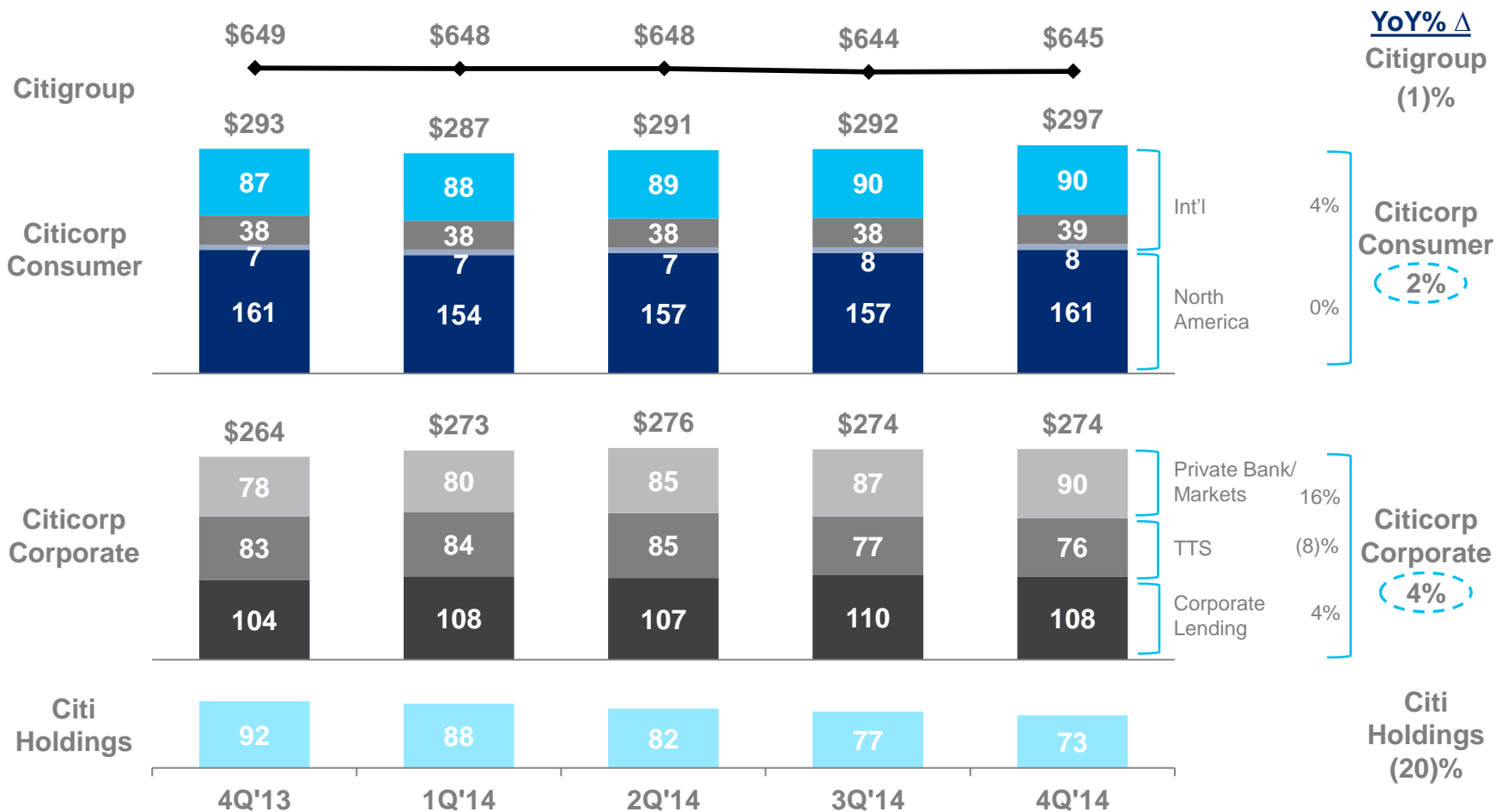
(2) Adjusted to include 4Q'14 EOP Japan retail bank deposits of approximately \$21B which were reclassified to other liabilities (held-for-sale treatment), reflecting the agreement to sell the business announced on December 25, 2014.



# Loan Trends

(EOP Constant \$B)

■ North America ■ EMEA ■ Latin America ■ Asia

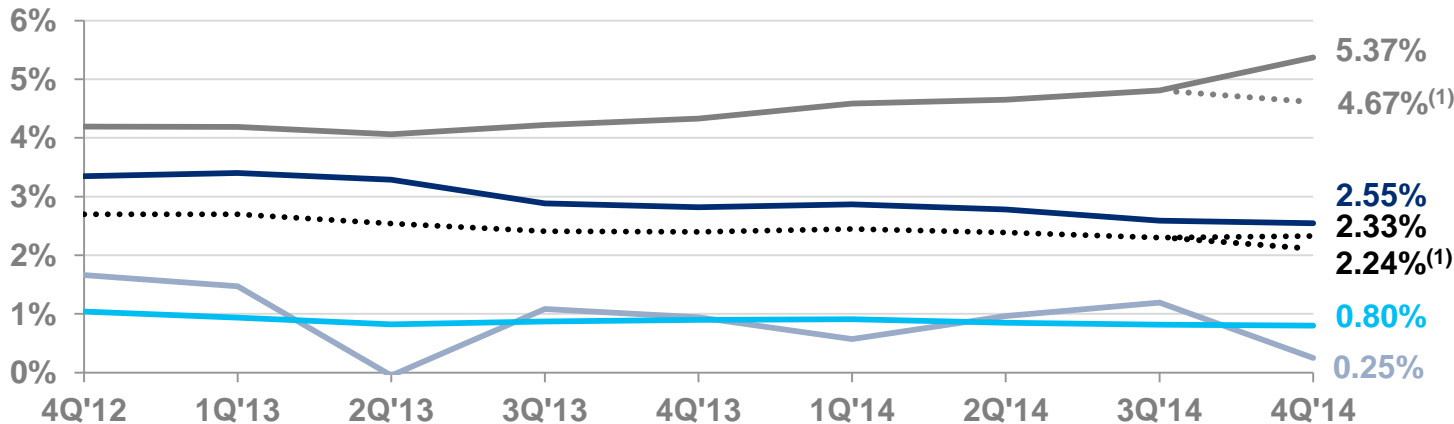


Note: Data represent loans, net of unearned income. Citicorp Consumer numbers include both credit cards and retail banking. Totals may not sum due to rounding. Constant dollar excludes the impact of foreign exchange translation into U.S. dollars for reporting purposes. For a reconciliation of constant dollars to reported results, please refer to Slide 43.

# Citicorp Regional Credit Trends

— North America — EMEA — Latam — Asia ···· Total Citicorp

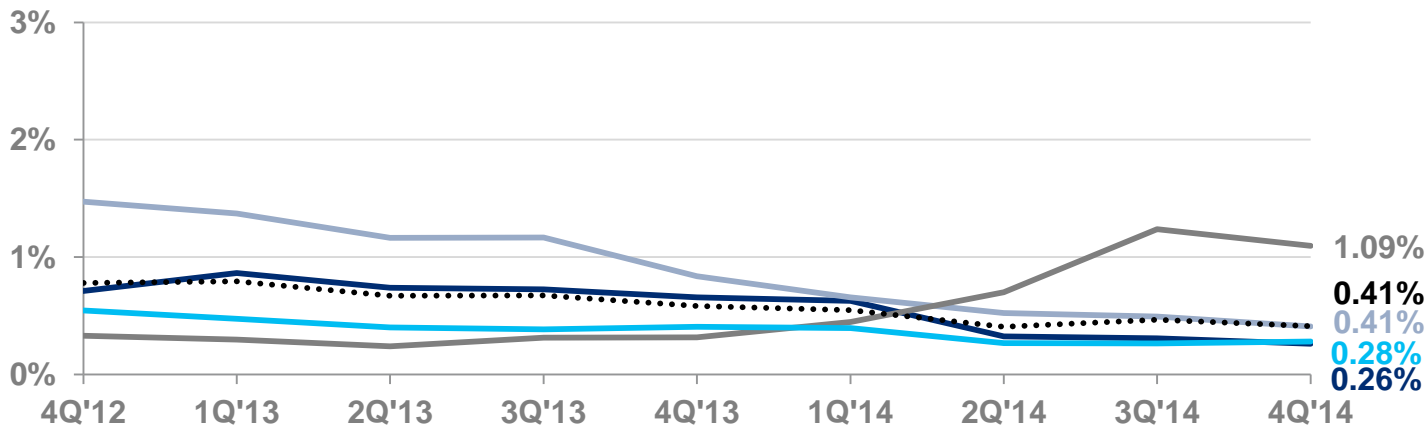
## Citicorp Global Consumer Bank – Net Credit Losses (%)



**4Q'14**

- ▶ Total LLR = \$9.1B
- ▶ NCL Coverage = ~16 months
- ▶ Delinquency Coverage<sup>(2)</sup> = 3.4x

## Citicorp Corporate Non-Accrual Loans<sup>(3)</sup> as % of Citicorp Corporate Loans



**4Q'14**

- ▶ Total LLR = \$2.3B
- ▶ LLR / Non-Accrual Loans = 2.1x
- ▶ NCL rate = 0.2%
- ▶ ~80% investment grade<sup>(4)</sup>

Note: NCL rates shown are percentages of average loans. Citicorp non-accrual loans shown as a percentage of total Citicorp corporate loans by region.

(1) 4Q'14 NCL rate excluding an approximately \$70MM net charge-off related to homebuilder exposure in Mexico that was fully offset with previously established reserves.

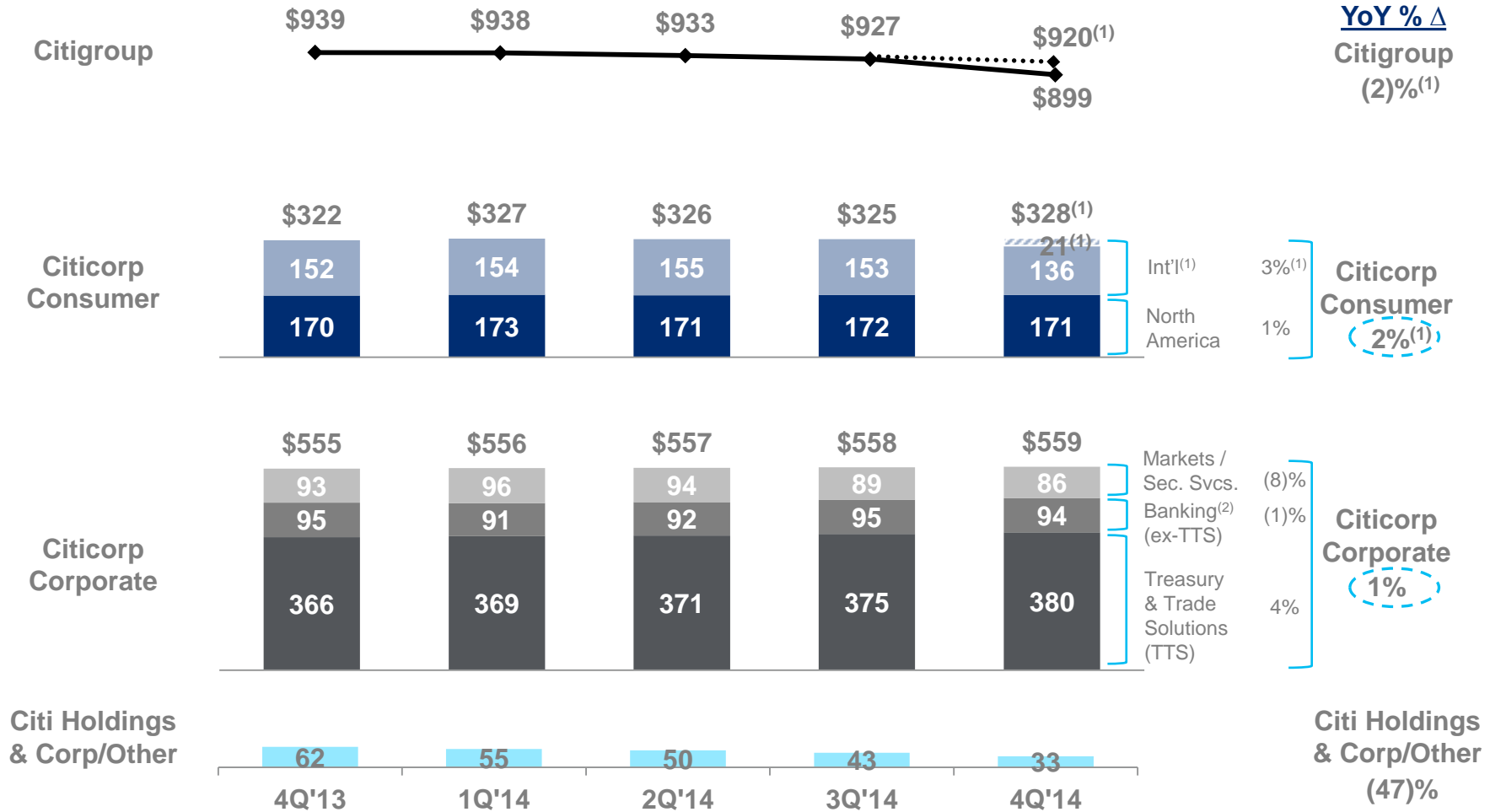
(2) Loan loss reserves divided by 90+ day delinquencies.

(3) Non-accrual loans as defined in Citigroup's 3Q'14 Quarterly Report on Form 10-Q.

(4) Facility rating. Preliminary. As part of its risk management process, Citi assigns internal numeric risk ratings to its corporate loan facilities based on quantitative and qualitative assessments of the obligor and facility. Excludes Private Bank and loans carried at fair value.

# Deposit Trends

(EOP Constant \$B)

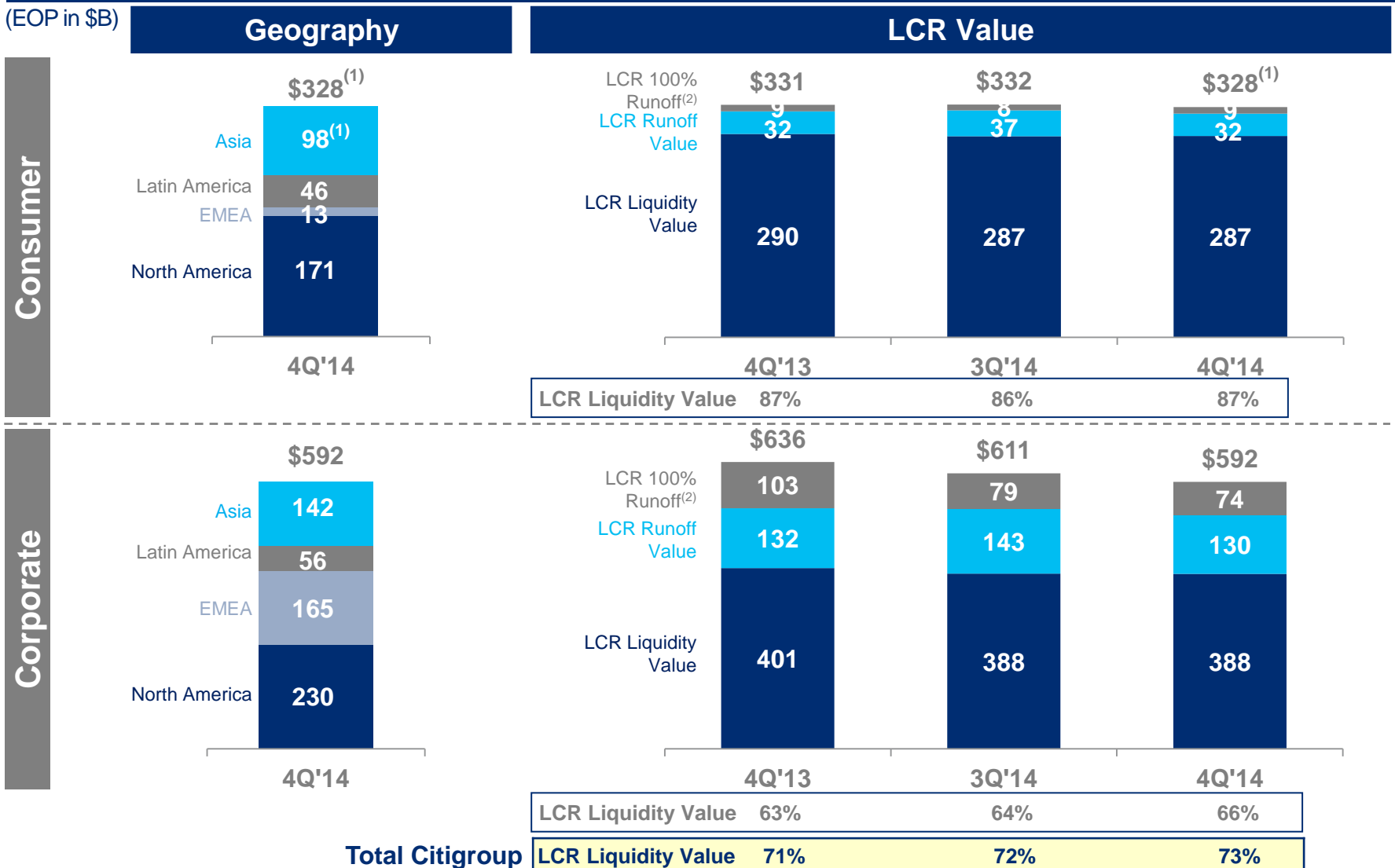


Note: Totals may not sum due to rounding. Constant dollar excludes the impact of foreign exchange translation into U.S. dollars for reporting purposes. For a reconciliation of constant dollars to reported results, please refer to Slide 43.

- (1) 4Q'14 EOP deposits adjusted to include Japan retail bank deposits of approximately \$21B which were reclassified to other liabilities (held-for-sale treatment) as a result of the agreement to sell the business announced on December 25, 2014.
- (2) Banking includes Private Bank and Issuer Services.

# Deposit Quality

(EOP in \$B)



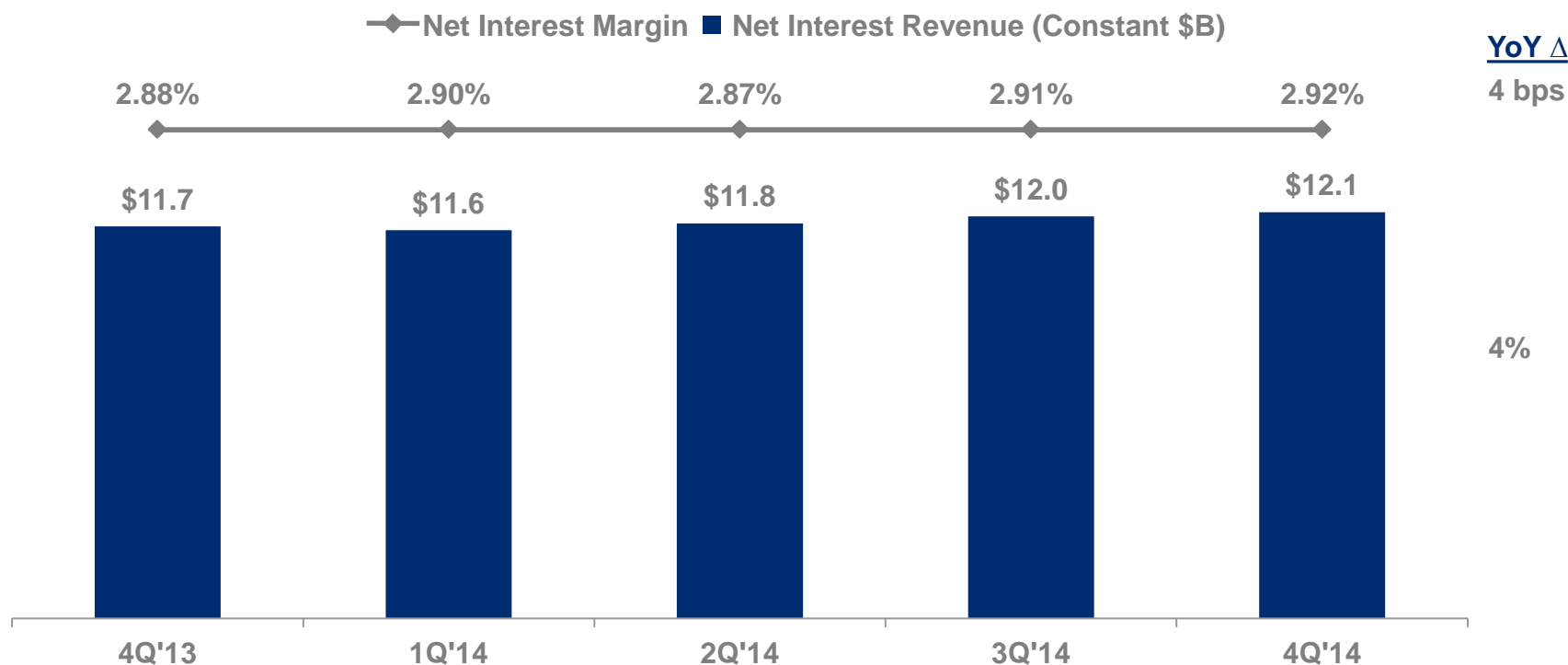
Note: Totals may not sum due to rounding. Corporate includes deposit balances in Corporate/Other and Holdings. LCR = Liquidity Coverage Ratio based on the final U.S. LCR rules.

(1) 4Q'14 EOP deposits adjusted to include Japan retail bank deposits of approximately \$21B which were reclassified to other liabilities (held-for-sale treatment) reflecting the agreement to sell the business announced on December 25, 2014. Total Citigroup EOP deposits were \$899B as of 4Q'14.

(2) Includes FI time deposits < 30 days remaining and FI non-operating deposits.



# Net Interest Margin & Revenue



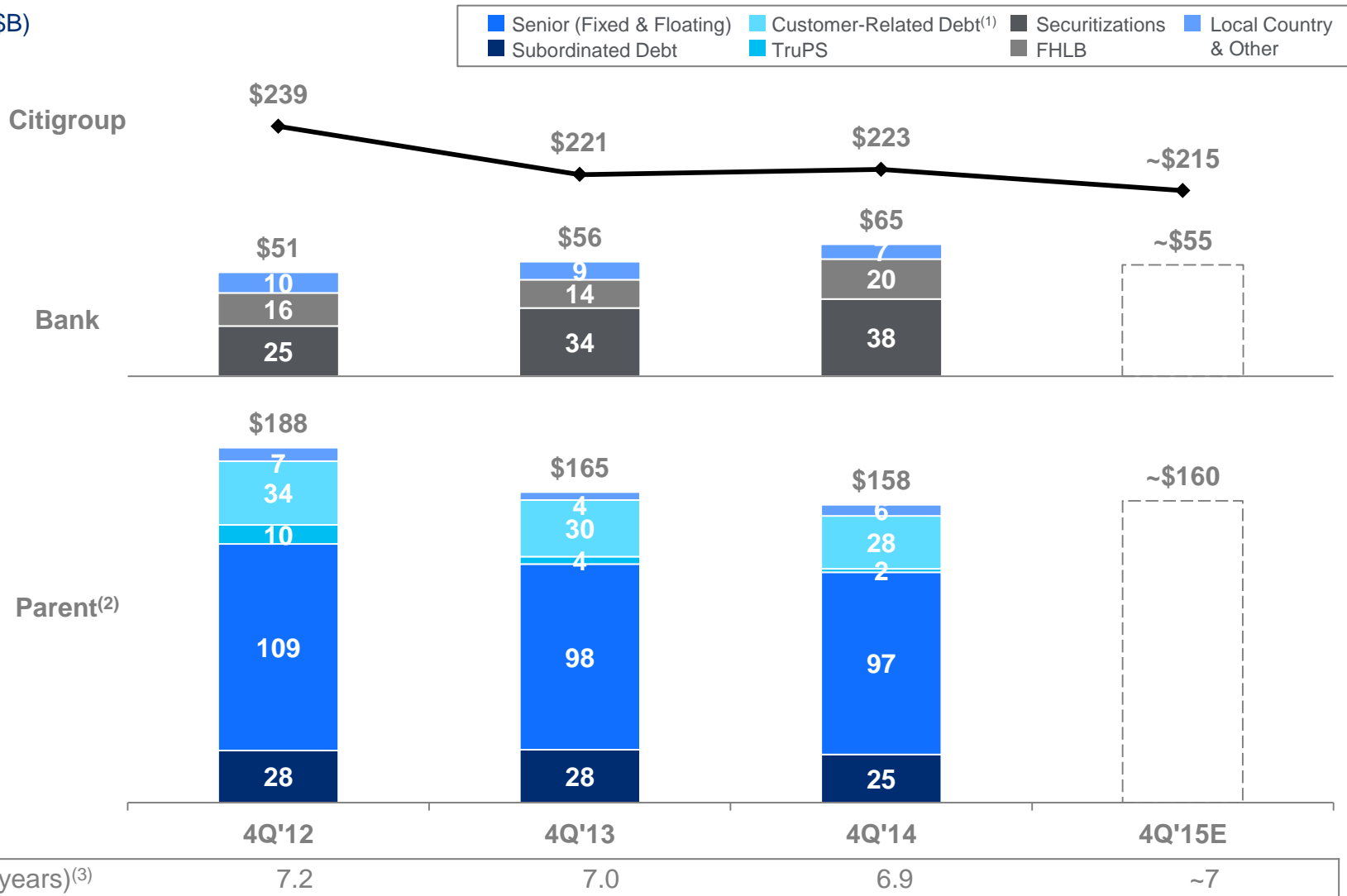
Net Interest Revenue / Day (in Constant \$MM)						
\$127	\$129	\$129	\$130	\$132		4%
Cost of Total Average Deposits <sup>(1)</sup>						
0.50%	0.49%	0.51%	0.49%	0.46%		(4) bps
Long-Term Debt Costs						
3.06%	2.94%	2.75%	2.56%	2.36%		(70) bps

Note: Totals may not sum due to rounding. Constant dollar excludes the impact of foreign exchange translation into U.S. dollars for reporting purposes.

(1) Excludes deposit insurance and FDIC assessment. Includes effect of non-interest-bearing deposits.

# Long-Term Debt Outstanding

(EOP in \$B)



Note: Totals may not sum due to rounding.

(1) Customer-related debt includes structured notes, such as equity- and credit-linked notes, as well as non-structured notes.

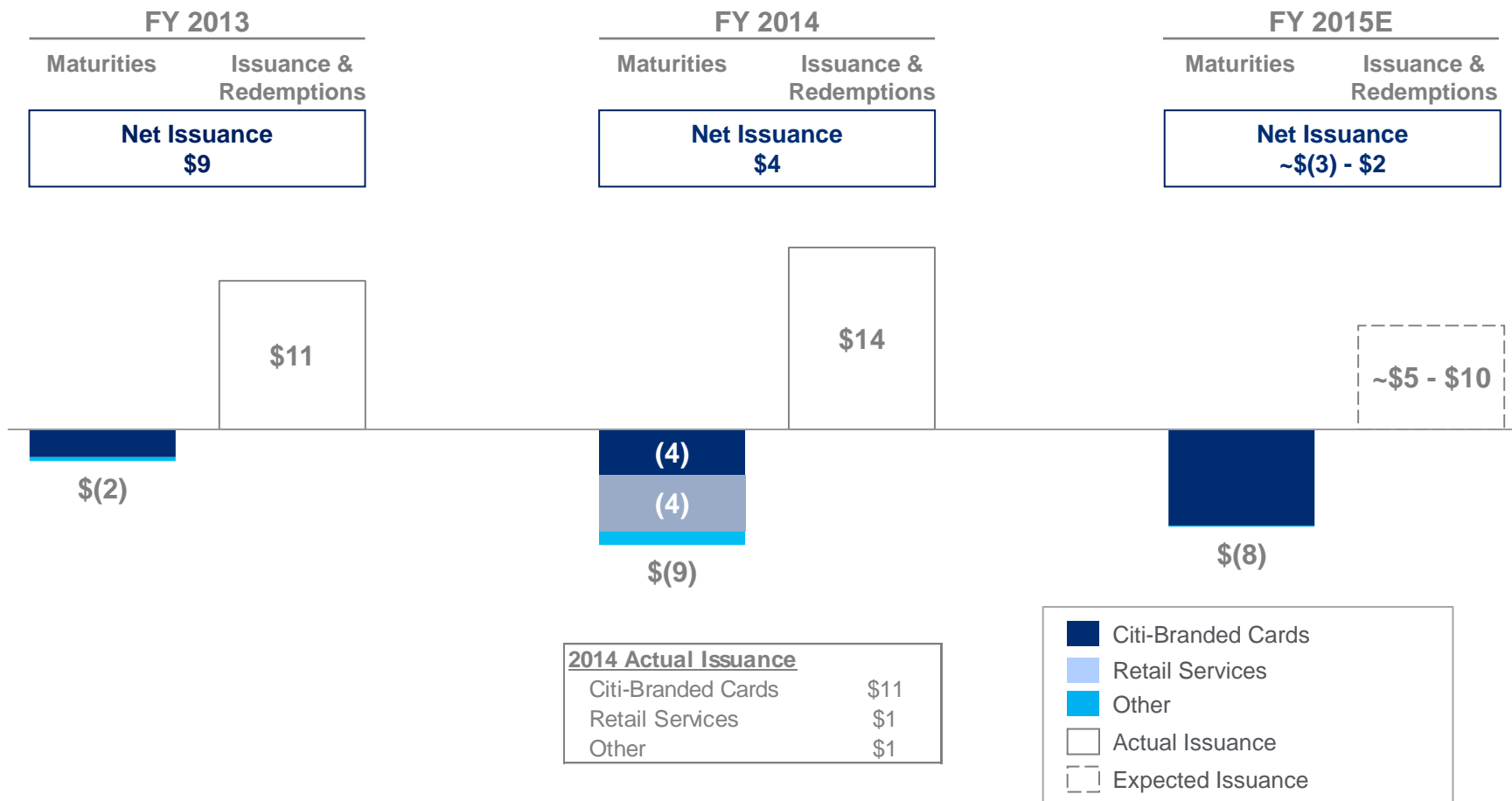
(2) Includes third-party long-term debt balances at Citi's non-bank subsidiaries (including broker-dealer subsidiaries) that are consolidated into Citigroup Inc.

(3) Weighted average maturity includes Bank and Parent long-term unsecured debt with remaining life greater than 1 year. Excludes trust preferred securities.



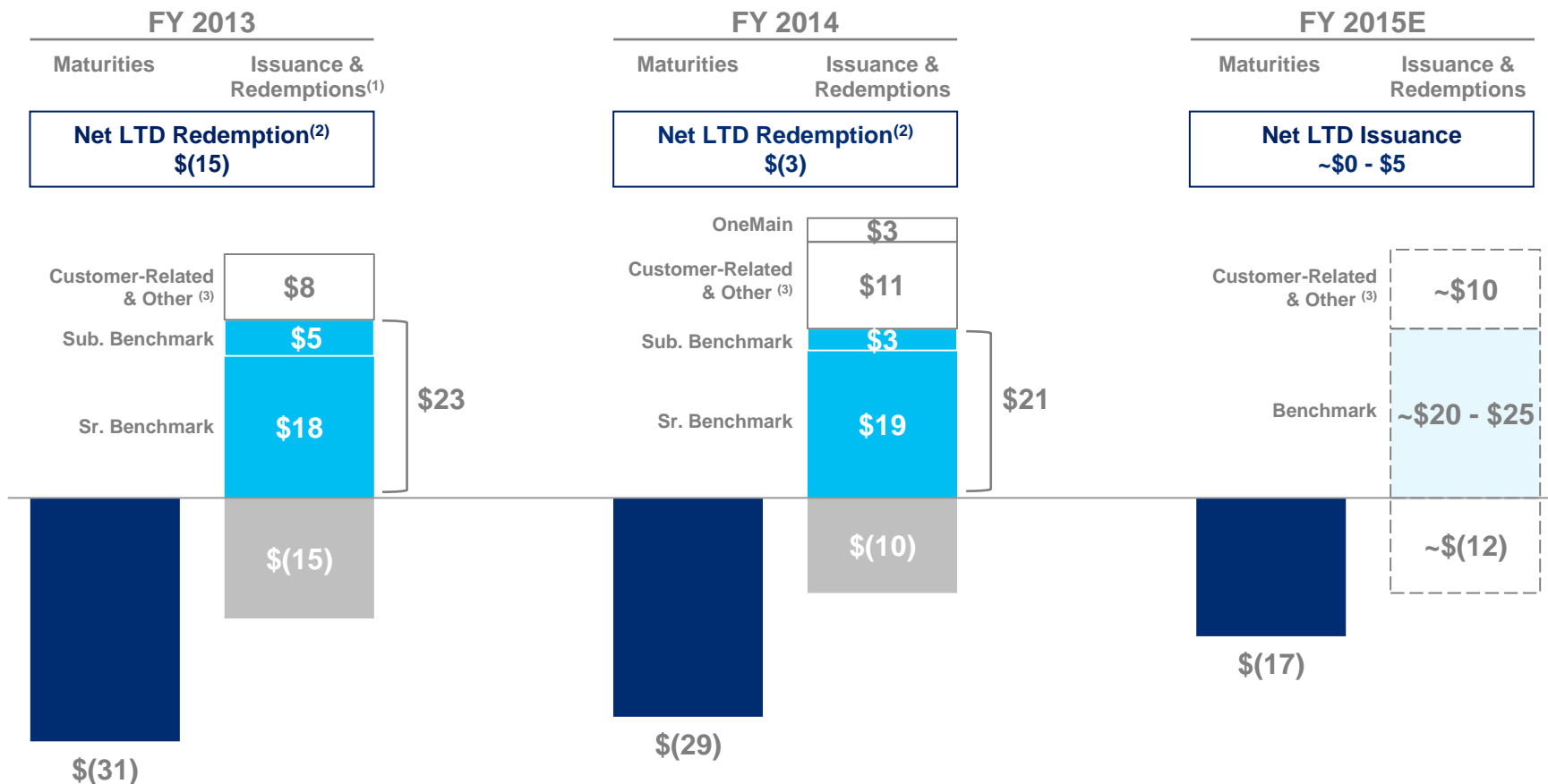
# Bank: Maturities & Issuance of Securitizations

(\$B)



# Parent: Maturities & Issuance of Long-Term Debt

(\$B)



Preferred stock issuance <sup>(4)</sup>	\$4.3	\$3.7	~\$4
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Note: Totals may not sum due to rounding. Parent includes third-party long-term debt balances at Citi's non-bank subsidiaries (including broker-dealer subsidiaries) that are consolidated into Citigroup Inc. Customer-related redemptions include structured note buybacks (excluding credit-linked notes), all other customer-related outflows are included in maturities.

(1) Includes \$3B in issuance and redemptions related to the exchange of trust preferred securities for subordinated debt.

(2) Foreign exchange translation and mark-to-market adjustments affected the balance of Parent debt by \$(8)B in 2013 and \$(4)B in 2014.

(3) Customer-related and other includes structured notes, such as equity- and credit-linked notes, as well as non-structured notes and local country.

(4) Not included in debt.

# Total Loss-Absorbing Capacity (TLAC)

## Estimated Total Loss-Absorbing Capacity

(\$B)	<u>Loss-Absorbing</u>	
	<u>4Q'14</u>	<u>Capacity<sup>(1)</sup></u>
Senior -- Benchmark	\$97	\$87
Senior -- Customer-Related Debt	28	4
Subordinated	25	25
Trust Preferred	2	2
Local Country & Other	6	0
<b>Total Parent</b>	<b>\$158</b>	<b>\$117</b>
FHLB Borrowings	20	0
Securitizations	38	0
Local Country & Other	7	0
<b>Total Bank</b>	<b>\$65</b>	<b>\$0</b>
<b>Total Long-Term Debt</b>	<b>\$223</b>	<b>\$117</b>
<b>Preferred Stock</b>	<b>\$10</b>	<b>\$10</b>
<b>Common Equity Tier 1 Capital<sup>(2)</sup></b>	<b>\$137</b>	<b>\$137</b>
<b>A Est. Total Loss-Absorbing Capacity</b>		<b>\$264</b>
<b>B Basel III Risk-Weighted Assets<sup>(2)</sup></b>		<b>\$1,299</b>
<b>C Est. Basel III SLR Total Leverage Exposure<sup>(2)</sup></b>		<b>\$2,487</b>

## Proposed TLAC Eligibility

### TLAC eligible instruments include:

- Parent company unsecured debt (≥ 1 year until maturity)
- Preferred stock
- Common Equity Tier 1 Capital

### TLAC ineligible instruments include:

- Debt issued by operating subsidiaries
- Secured debt
- Structured debt (included in "Customer-related debt")

## Estimated TLAC Ratios

	<u>4Q'14</u>
<b>A Est. Total Loss-Absorbing Capacity</b>	<b>20.3%</b>
<b>B Basel III Risk-Weighted Assets</b>	
<b>A Est. Total Loss-Absorbing Capacity</b>	<b>10.6%</b>
<b>C Est. Basel III SLR Total Leverage Exposure</b>	

Note: Citi's discussion and estimates of TLAC are based on its current interpretation and understanding of the Financial Stability Board's November 2014 consultative document and are subject to further regulatory guidance and final rules.

(1) Excludes debt <1 year remaining maturity, structured debt, secured debt and debt issued at operating company level.

(2) Citigroup's Basel III Common Equity Tier 1 Capital, risk-weighted assets and estimated SLR Total Leverage Exposure are non-GAAP financial measures. For additional information, please refer to Slides 40 and 41.

# Potential Required TLAC

Potential TLAC Requirements		
(\$B)	Amount	% of RWA
4Q'14 Est. TLAC:	\$264	20.3%
Proposed TLAC Requirement		16 – 20%
Capital Conservation Buffer		2.5%
GSIB Surcharge <sup>(1)</sup>		2%
<b>Potential Requirement<sup>(2)</sup>:</b>	<b>\$266 - \$318</b>	<b>20.5 – 24.5%</b>

## Meeting TLAC Needs through 2018



Note: Citi's discussion and estimates of TLAC are based on its interpretation and understanding of the Financial Stability Board's November 2014 consultative document and are subject to further regulatory guidance and final rules.

- (1) GSIB surcharge based on the Basel Committee on Banking Supervision's GSIB surcharge framework. Based on Citigroup's CET1 ratio of 10.5% as of December 31, 2014, any potential TLAC increase associated with the first 100 basis point increase in the GSIB surcharge expected to be satisfied with additional TLAC-eligible debt. Further increases beyond the first 100 basis points in the GSIB surcharge expected to be satisfied with CET1.
- (2) Based on Citi's Basel III RWA as of December 31, 2014.

# U.S. GSIB Surcharge Proposal

## U.S. GSIB Surcharge Proposal

In December 2014 the Federal Reserve Board's proposed guidelines for U.S. GSIB surcharges, adapting the BCBS "Systemic Indicator Score" methodology

- More stringent U.S. method likely to apply
- U.S. method based on five indicator scores
  - Doubles BCBS indicator score for *Size*, *Interconnectedness*, *Complexity* and *Cross-jurisdictional activity*
  - Adds *Short-term wholesale funding* indicator, in-line with U.S. LCR definition
- BCBS indicators are calibrated proportionally against aggregate size of 75 global banking organizations
  - Relative size denominated in euros
- Short-term wholesale funding in U.S. calibrated against average RWA
- Surcharges begin 2 years after data date: 2014 data determines 2016 surcharge

## Systemic Indicator Score Key Determinants

Proportional to Global Industry Aggregate	<b>Size</b>	✓ Leverage exposures
	<b>Inter-connectedness</b>	<ul style="list-style-type: none"> <li>• Derivatives PFEs</li> <li>✓ FI deposit volume</li> <li>✓ Time Deposits</li> <li>• Debt and equity outstanding</li> <li>• SFTs exposure</li> </ul>
	<b>Complexity</b>	<ul style="list-style-type: none"> <li>• Derivatives notional volumes</li> <li>• Trading and AFS securities (excluding HQLA)</li> <li>• Level 3 Assets</li> </ul>
	<b>Cross-jurisdictional activity</b>	<ul style="list-style-type: none"> <li>• Cross-jurisdictional claims</li> <li>✓ Cross-jurisdictional liabilities</li> </ul>
	<b>Substitutability</b>	<ul style="list-style-type: none"> <li>• Payments activity</li> <li>• Assets under custody</li> <li>• Underwriting activity</li> </ul>
% RWA	<b>Short-term wholesale funding</b>	<ul style="list-style-type: none"> <li>✓ FI and corporate non-operating deposits</li> <li>✓ Repo</li> </ul>

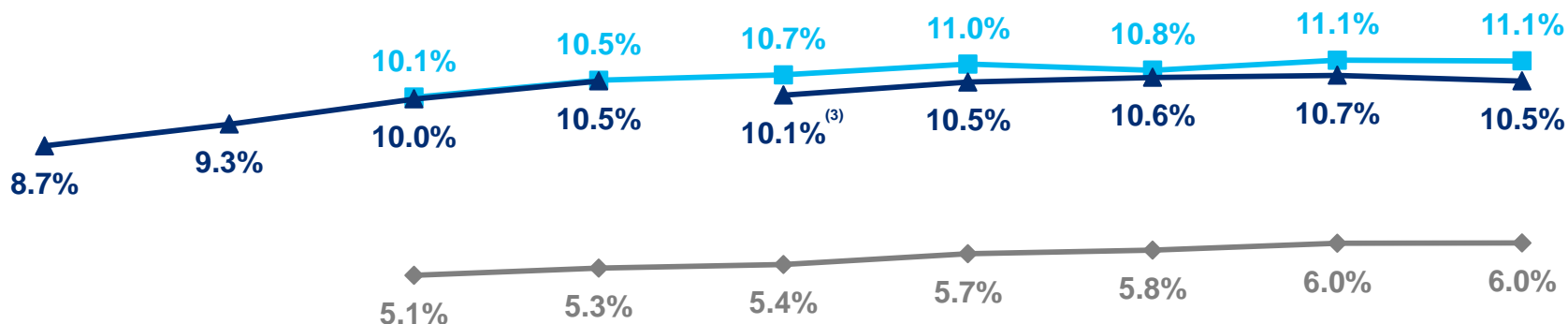
✓ Indicates Current and Ongoing Optimization

Note: Citi's discussion and estimates of the U.S. GSIB surcharge is based on its interpretation and understanding of the Federal Reserve Board's December 2014 proposal and are subject to any further regulatory guidance and final rules. BCBS = Basel Committee on Banking Supervision. AFS = Available-for-Sale. HQLA = High Quality Liquid Assets. PFE = Potential Future Exposure. SFT = Securities Financing Transaction. LCR = Liquidity Coverage Ratio.

# Regulatory Capital Metrics

(EOP in \$B)

■ Common Equity Tier 1 Capital Ratio (Standardized)<sup>(1)</sup>
▲ Common Equity Tier 1 Capital Ratio (Advanced)<sup>(1)</sup>
◆ Est. Basel III Supplementary Leverage Ratio<sup>(2)</sup>



	4Q'12	1Q'13	2Q'13	3Q'13	4Q'13	1Q'14	2Q'14	3Q'14	4Q'14
<b>Basel III Risk-Weighted Assets (Advanced Approaches)</b>	\$1,206	\$1,192	\$1,168	\$1,159	\$1,242 <sup>(3)</sup>	\$1,261	\$1,281	\$1,302	\$1,299
<b>Basel III Risk-Weighted Assets (Standardized Approach)</b>			\$1,166	\$1,157	\$1,177	\$1,202	\$1,250	\$1,252	\$1,235
<b>Estimated Basel III Supplementary Leverage Ratio – Total Leverage Exposure<sup>(2)</sup></b>			\$2,411	\$2,432	\$2,456	\$2,455	\$2,498	\$2,485	\$2,487

Note: All information as of 4Q'14 is preliminary.

(1) Citigroup's Basel III Common Equity Tier 1 Capital ratio is a non-GAAP financial measure. For additional information, please refer to Slide 40.

(2) Citigroup's estimated Basel III Supplementary Leverage Ratio is a non-GAAP financial measure. For additional information, please refer to Slide 41.

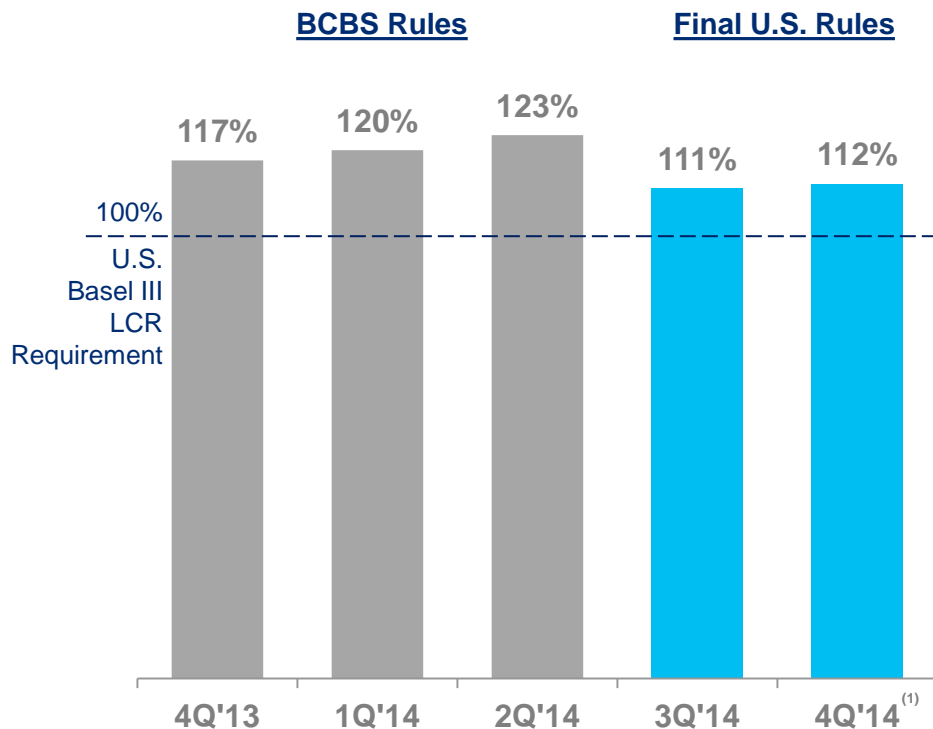
(3) Citigroup's estimated Basel III Common Equity Tier 1 Capital Ratio at December 31, 2013 reflects an adjustment to include, on a pro forma basis, approximately \$56B of additional operational risk-weighted assets related to its approved exit from Basel III parallel reporting, effective with 2Q'14.



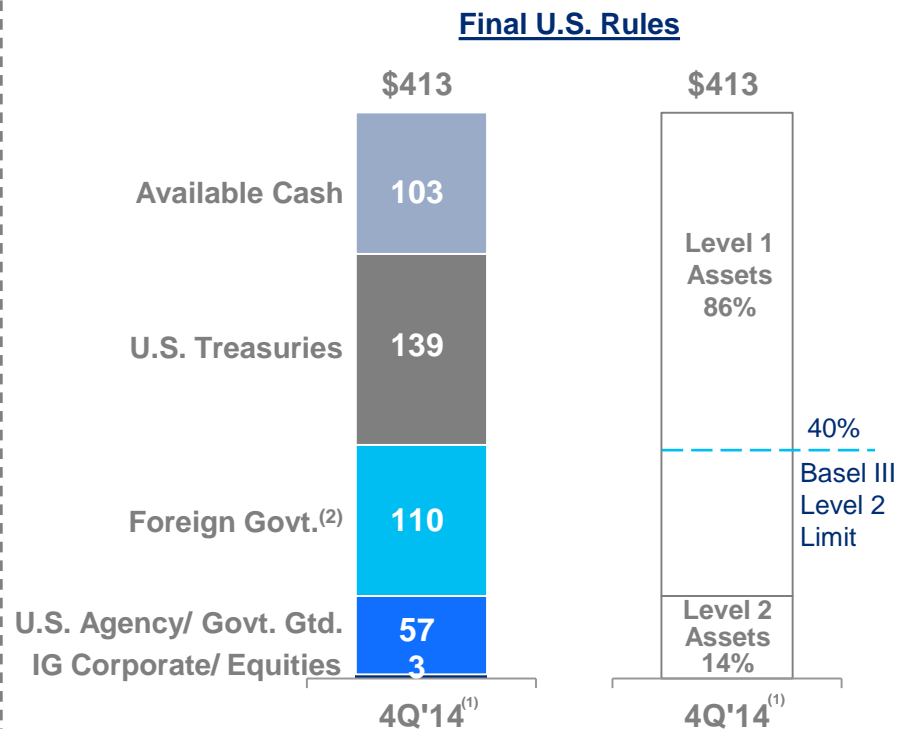
# Regulatory Liquidity Metrics

(\$B)

## Liquidity Coverage Ratio (LCR)



## High Quality Liquid Assets (HQLA)



Note: Citigroup's estimated LCR is a non-GAAP financial measure. For additional information, see "Funding and Liquidity Risk" section in Citi's 3Q'14 Quarterly Report on Form 10-Q.

(1) Preliminary. LCR and HQLA are estimated based on the final U.S. LCR rules.

(2) Includes securities issued or guaranteed by foreign sovereigns, agencies and multilateral development banks.

# Conclusions

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## Progress Towards Key Execution Priorities



- Momentum in core business despite challenging environment
- Achieved full year profitability in Citi Holdings while continuing to wind-down portfolio and move past legacy legal issues
- Utilized \$3.1B of DTA in 2014

## Balance Sheet



- \$1,843B of assets, 1% YoY growth (Constant \$)
- Overall stable credit quality
- Net interest margin grew to 2.92%

Compact Balance Sheet

## Funding



- \$899B of deposits
- Long-term debt issuance
- Securitization

Stable Funding Base

## Regulatory Metrics<sup>(1)</sup>



- 10.5% Basel III Common Equity Tier 1 Capital Ratio
- Estimated 6.0% Basel III Supplementary Leverage Ratio
- Estimated 112% U.S. LCR, \$413B HQLA

Strong Capital & Liquidity

Certain statements in this presentation, including Citi's commitment to delivering on its 2015 financial targets, are "forward-looking statements" within the meaning of the U.S. Private Securities Litigation Reform Act of 1995. 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 condition may differ materially from those included in these statements due to a variety of factors, including Citi's ability to (i) maintain expense discipline and realize the cost savings from its prior repositioning actions, (ii) maintain Citi Holdings at or above "break even" and grow its revenues in Citicorp, as well as ongoing regulatory changes and macroeconomic conditions, the precautionary statements included in this presentation and those contained in Citigroup's filings with the U.S. Securities and Exchange Commission, including without limitation the "Risk Factors" section of Citigroup's 2013 Form 10-K. 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.

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# Appendix

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# Regulatory Landscape

Capital Requirements	Risk-Based Capital Ratios	<i>Final Rule</i>	<ul style="list-style-type: none"> <li>Final U.S. rules released July 2013</li> </ul>
	GSIB Surcharge	<i>Proposed</i>	<ul style="list-style-type: none"> <li>U.S. rules proposed December 2014</li> <li>Final U.S. Rules expected 2015</li> </ul>
	SLR	<i>Final Rule</i>	<ul style="list-style-type: none"> <li>Revised final U.S. rules issued September 2014</li> </ul>
	CCAR / DFAST	<i>Final Rule</i>	<ul style="list-style-type: none"> <li>Capital plan submitted January, results expected March 2015</li> </ul>
Liquidity Requirements	LCR	<i>Final Rule</i>	<ul style="list-style-type: none"> <li>Final U.S. rules approved September 2014</li> </ul>
	NSFR	<i>Proposed</i>	<ul style="list-style-type: none"> <li>Final BCBS rules released October 2014</li> <li>U.S. proposal expected 2015</li> </ul>
Other	Resolution	<i>Final Rule</i>	<ul style="list-style-type: none"> <li>Public section of Citi's Resolution Plan available</li> </ul>
	TLAC	<i>Proposed</i>	<ul style="list-style-type: none"> <li>FSB proposal in November 2014</li> <li>U.S. proposal expected 2015</li> </ul>
	Volcker Rule	<i>Final Rule</i>	<ul style="list-style-type: none"> <li>Final rules approved December 2013</li> </ul>
	Derivatives Reform	<i>Various</i>	<ul style="list-style-type: none"> <li>Multiple reforms in various jurisdictions</li> </ul>

Note: SLR = Supplementary Leverage Ratio. CCAR = Comprehensive Capital Analysis and Review.

LCR = Liquidity Coverage Ratio. NSFR = Net Stable Funding Ratio. TLAC = Total Loss-Absorbing Capacity. CCAR: Comprehensive Capital Analysis and Review.

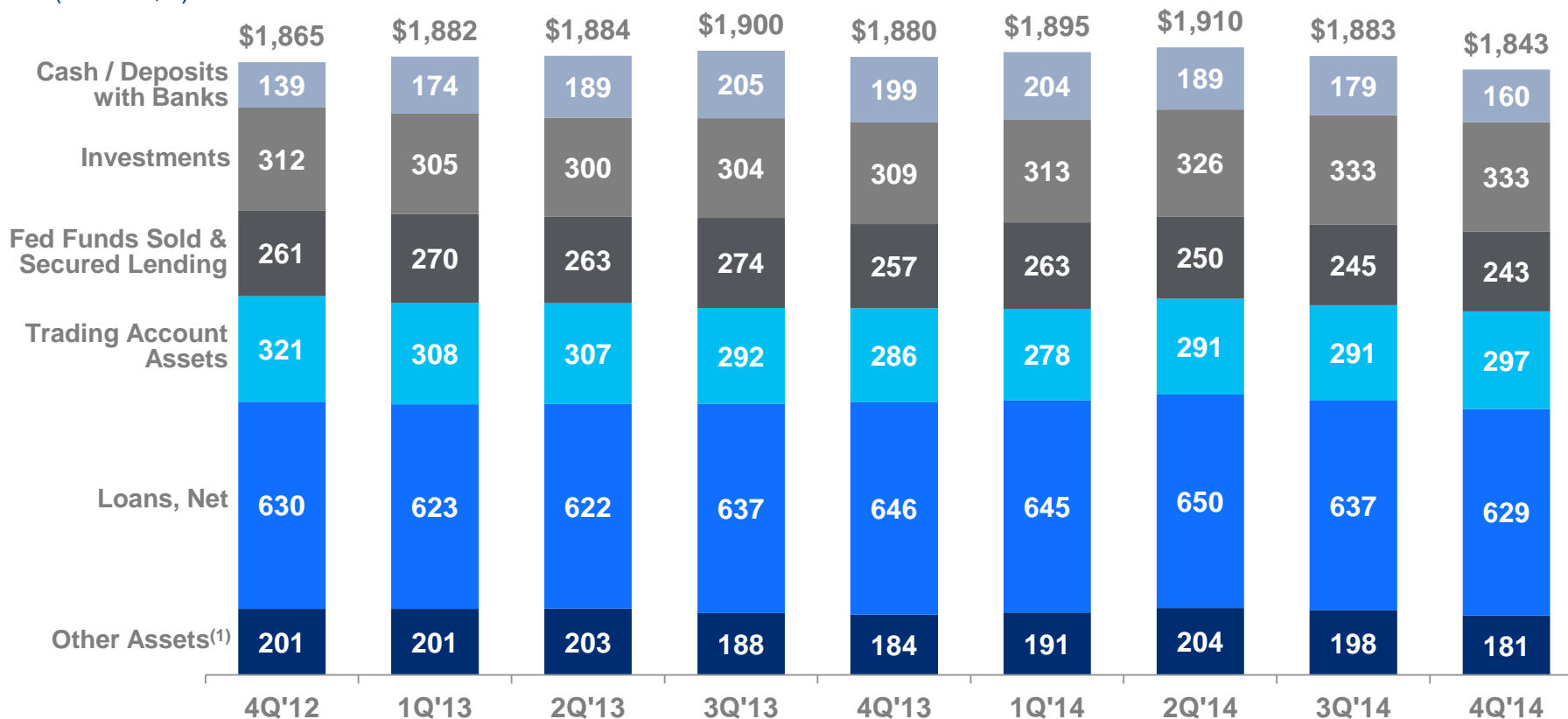
DFAST = Dodd-Frank Act Stress Testing. GSIB = Global Systemically Important Banks.

# Assets

(EOP in Constant \$B)



(EOP in \$B)

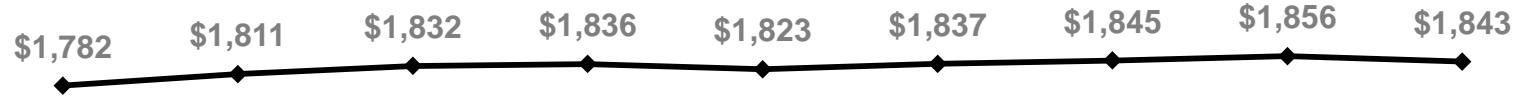


Note: Totals may not sum due to rounding. Constant dollar excludes the impact of foreign exchange translation into U.S. dollars for reporting purposes. For a reconciliation of constant dollars to reported results, please refer to Slide 43.

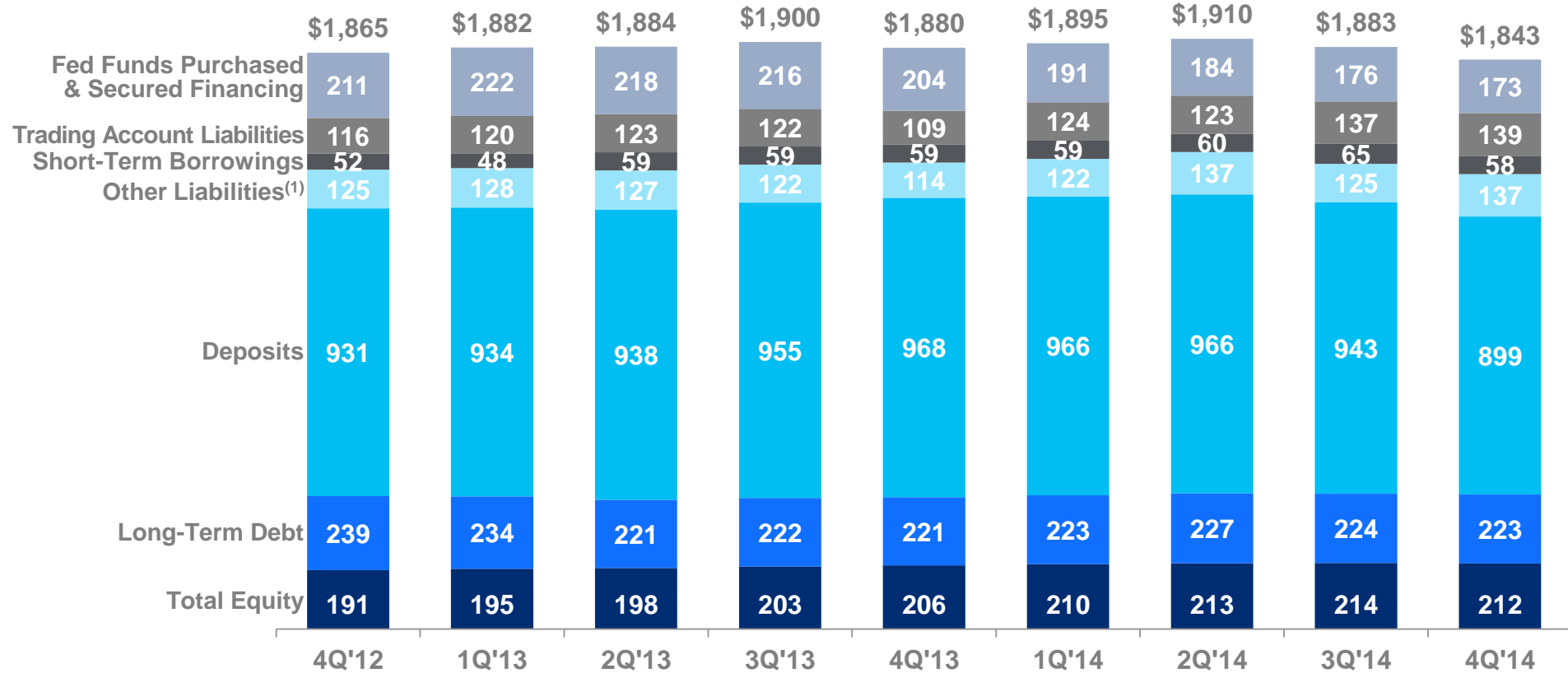
(1) Includes brokerage receivables, goodwill, intangibles, mortgage servicing rights (MSRs), other assets, and assets related to discontinued operations held for sale.

# Liabilities & Equity

(EOP in Constant \$B)



(EOP in \$B)



Note: Totals may not sum due to rounding. Constant dollar excludes the impact of foreign exchange translation into U.S. dollars for reporting purposes. For a reconciliation of constant dollars to reported results, please refer to Slide 43.

(1) Includes brokerage payables, other liabilities, and liabilities related to discontinued operations held for sale.

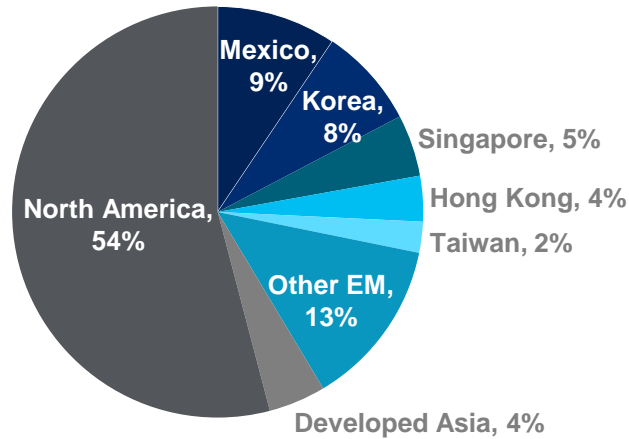




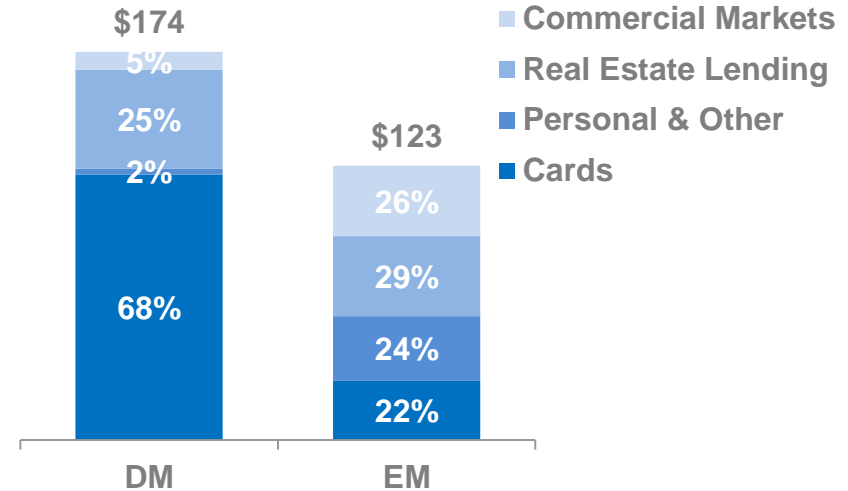
# Citicorp Regional Credit Portfolio

(4Q'14 in \$B)

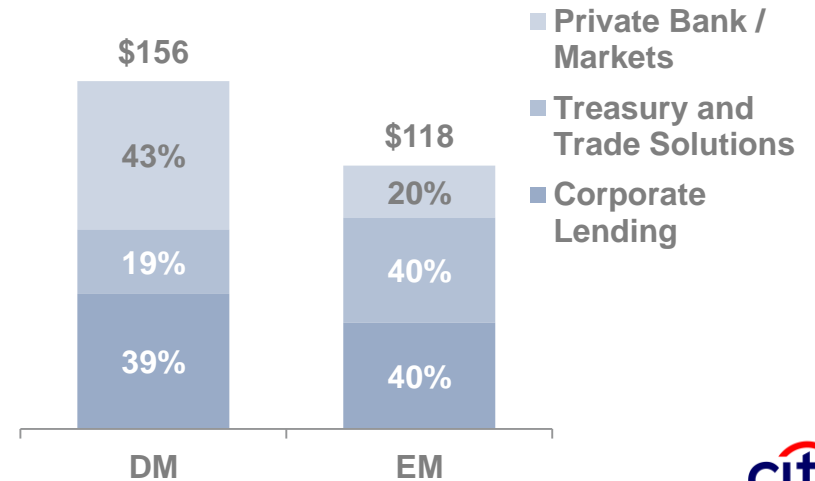
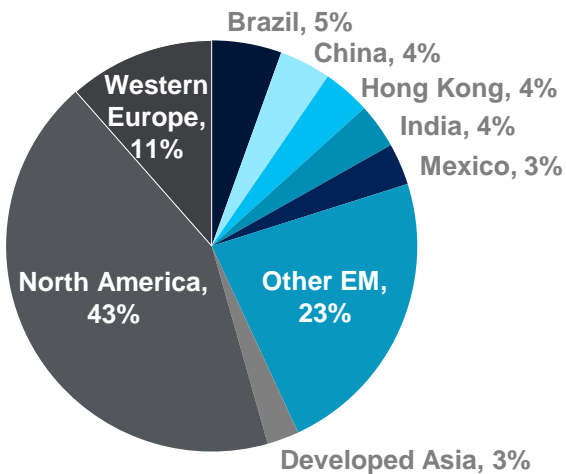
## Geographic Loan Distribution



## Loan Composition



Consumer



Corporate

Note: DM: Developed Markets. EM: Emerging Markets.



# Citicorp – Consumer Credit

(in Constant \$B)

	4Q'14 Loans		Growth	90+ DPD Ratio			NCL Ratio		
	(\$B)	(%)	YoY %	4Q'14	3Q'14	4Q'13	4Q'14	3Q'14	4Q'13
Korea	23.5	7.9%	2.1%	0.3%	0.4%	0.4%	0.8%	0.9%	1.2%
Singapore	14.4	4.9%	6.3%	0.1%	0.1%	0.1%	0.2%	0.2%	0.3%
Australia	11.9	4.0%	2.1%	0.6%	0.7%	0.6%	1.4%	1.6%	1.5%
Hong Kong	10.7	3.6%	3.2%	0.1%	0.1%	0.1%	0.5%	0.6%	0.4%
Taiwan	7.2	2.4%	11.1%	0.1%	0.1%	0.1%	0.2%	0.1%	0.2%
India	6.1	2.0%	8.1%	0.7%	0.7%	0.7%	0.9%	0.8%	1.0%
Malaysia	5.5	1.9%	7.6%	1.1%	1.0%	1.1%	0.7%	0.6%	0.6%
China	4.9	1.6%	3.9%	0.2%	0.1%	0.1%	0.9%	0.3%	0.7%
Thailand	2.1	0.7%	(2.0)%	1.9%	1.9%	1.4%	2.8%	2.6%	2.0%
Japan	1.4	0.5%	(24.3)%	0.5%	0.4%	0.4%	0.9%	0.8%	1.1%
Indonesia	1.3	0.4%	6.3%	0.9%	0.9%	0.9%	3.3%	2.2%	2.0%
All Other	1.2	0.4%	(9.4)%	1.6%	1.5%	1.5%	3.5%	3.7%	2.5%
<b>Asia</b>	<b>90.2</b>	<b>30.4%</b>	<b>3.6%</b>	<b>0.4%</b>	<b>0.4%</b>	<b>0.4%</b>	<b>0.8%</b>	<b>0.8%</b>	<b>0.9%</b>
Mexico	28.0	9.4%	1.1%	2.0%	2.2%	2.0%	5.7% <sup>(1)</sup>	4.9%	4.1%
Brazil	3.9	1.3%	1.6%	2.2%	2.5%	1.9%	6.8%	5.3%	5.5%
Colombia	2.0	0.7%	2.6%	1.2%	1.3%	1.5%	3.4%	3.5%	4.8%
All Other	4.7	1.6%	5.8%	1.7%	1.7%	1.8%	3.0%	4.1%	4.0%
<b>Latam</b>	<b>38.6</b>	<b>13.0%</b>	<b>1.8%</b>	<b>2.0%</b>	<b>2.1%</b>	<b>1.9%</b>	<b>5.4%</b> <sup>(1)</sup>	<b>4.8%</b>	<b>4.3%</b>
Poland	2.9	1.0%	20.0%	0.5%	0.5%	1.0%	(1.7)%	0.2%	0.2%
UAE	1.5	0.5%	17.8%	0.7%	0.7%	0.9%	1.9%	2.6%	2.4%
Russia	1.2	0.4%	6.8%	0.9%	0.8%	0.6%	2.8%	2.8%	1.6%
All Other	2.1	0.7%	3.3%	0.6%	0.7%	0.7%	0.4%	0.4%	0.4%
<b>EMEA</b>	<b>7.6</b>	<b>2.6%</b>	<b>12.4%</b>	<b>0.6%</b>	<b>0.6%</b>	<b>0.8%</b>	<b>0.3%</b>	<b>1.1%</b>	<b>0.9%</b>
<b>Total International</b>	<b>136.5</b>	<b>45.9%</b>	<b>3.5%</b>	<b>0.9%</b>	<b>0.9%</b>	<b>0.9%</b>	<b>2.1%</b>	<b>2.0%</b>	<b>1.9%</b>
<b>North America</b>	<b>160.8</b>	<b>54.1%</b>	<b>0.0%</b>	<b>0.9%</b>	<b>0.9%</b>	<b>1.1%</b>	<b>2.5%</b>	<b>2.6%</b>	<b>2.8%</b>
<b>Total Consumer Loans</b>	<b>\$297.2</b>	<b>100.0%</b>	<b>1.6%</b>	<b>0.9%</b>	<b>0.9%</b>	<b>1.0%</b>	<b>2.3%</b>	<b>2.3%</b>	<b>2.4%</b>

Note: Totals may not sum due to rounding.

# Citicorp – Corporate Credit Exposure

(\$B)

Exposure	
Loan Type	Total Exposure
Direct outstandings	\$213
Unfunded lending commitments	332
<b>Total <sup>(1)</sup></b>	<b>\$545</b>

Industry Composition <sup>(1)</sup>	
Industry	% of Portfolio
Transportation and industrial	21%
Consumer retail and health	17%
Power, chemical and metal	10%
Energy	10%
Technology, media and telecom	9%
Banks / broker-dealers	8%
Real estate	6%
Public sector	5%
Insurance and special purpose entities	5%
Hedge funds	5%
Other industries	4%
<b>Total</b>	<b>100%</b>

Geographic Distribution <sup>(1)</sup>	
Region	% of Portfolio
North America	54%
EMEA	25%
Asia	13%
Latam	7%
<b>Total</b>	<b>100%</b>

Ratings Detail <sup>(1)</sup>	
Region	% of Portfolio
AAA / AA / A	49%
BBB	33%
BB / B	16%
CCC or below	1%
Unrated	1%
<b>Total</b>	<b>100%</b>

Note: Totals may not sum due to rounding. As of December 31, 2014.

(1) Based on direct outstandings and unfunded commitments as of December 31, 2014. Excludes Private Bank.



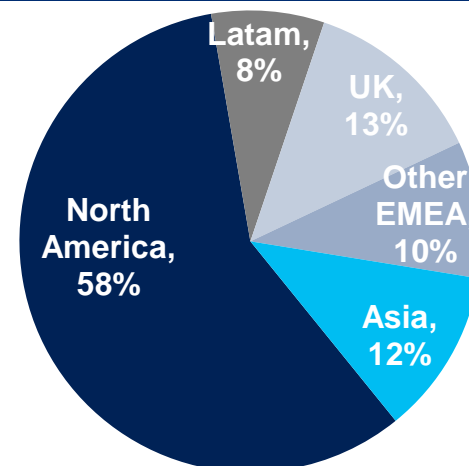
# Citicorp – Corporate Energy Exposure Detail

(\$B)

## Energy / Energy-Related Exposure

	Funded	Total Exposure <sup>(3)</sup>
Energy	\$17.7	\$53.5
Energy-Related <sup>(1)</sup>	3.9	6.8
<b>Total</b>	<b>\$21.6</b>	<b>\$60.3</b>

## Geographic Distribution<sup>(3)</sup>



## Energy / Energy-Related Subsector Exposures

	Funded	Total Exposure <sup>(3)</sup>
Oil and Gas E&P <sup>(2)</sup>	\$6.5	\$18.2
Energy Process Ind.	4.2	14.7
Integrated Oil and Gas	6.5	14.0
Other	4.4	13.4
<b>Total</b>	<b>\$21.6</b>	<b>\$60.3</b>

## Ratings Detail

	Funded	Total Exposure <sup>(3)</sup>
AAA / AA / A	26%	42%
BBB	52	43
BB / B	19	14
CCC or below	3	1
<b>Total</b>	<b>100%</b>	<b>100%</b>

Note: Totals may not sum due to rounding.

(1) Includes energy-related exposures in Public Sector and Transportation, as shown on Slide 27.

(2) E&P: Exploration and Production

(3) Total exposure includes direct outstandings and unfunded commitments as of December 31, 2014.

# Citi Holdings – Asset Detail

<b>EOP Assets (\$B)</b>	<b>4Q'13</b>	<b>1Q'14</b>	<b>2Q'14</b>	<b>3Q'14</b>	<b>4Q'14</b>	<b>% Δ YoY</b>
<b>Consumer Assets</b>	<b>\$104</b>	<b>\$101</b>	<b>\$98</b>	<b>\$91</b>	<b>\$87</b>	<b>(16%)</b>
• North America	98	95	92	89	85	(13%)
• Loans						
– Mortgages	73	71	67	63	59	(19%)
– Personal	9	9	9	9	9	1%
– Other	3	2	2	2	2	(22%)
• Other Assets	12	13	14	14	14	12%
• International	6	6	6	3	3	(57%)
<b>Other Assets</b>	<b>\$13</b>	<b>\$13</b>	<b>\$12</b>	<b>\$12</b>	<b>\$11</b>	<b>(21%)</b>
• Securities at HTM	4	4	3	3	2	(35%)
• Trading MTM / AFS	5	5	5	6	6	5%
• Other	4	4	3	3	3	(41%)
<b>Total</b>	<b>\$117</b>	<b>\$114</b>	<b>\$111</b>	<b>\$103</b>	<b>\$98</b>	<b>(16%)</b>
<b>Citi Holdings Basel III RWA<sup>(1)</sup></b>	<b>\$226</b>	<b>\$218</b>	<b>\$203</b>	<b>\$187</b>	<b>\$177</b>	<b>(22%)</b>
<b>% of Total Citigroup RWA</b>	<b>18%</b>	<b>17%</b>	<b>16%</b>	<b>14%</b>	<b>14%</b>	
<b>Citi Holdings Loan Loss Reserves</b>	<b>\$6</b>	<b>\$6</b>	<b>\$6</b>	<b>\$5</b>	<b>\$5</b>	<b>(30%)</b>

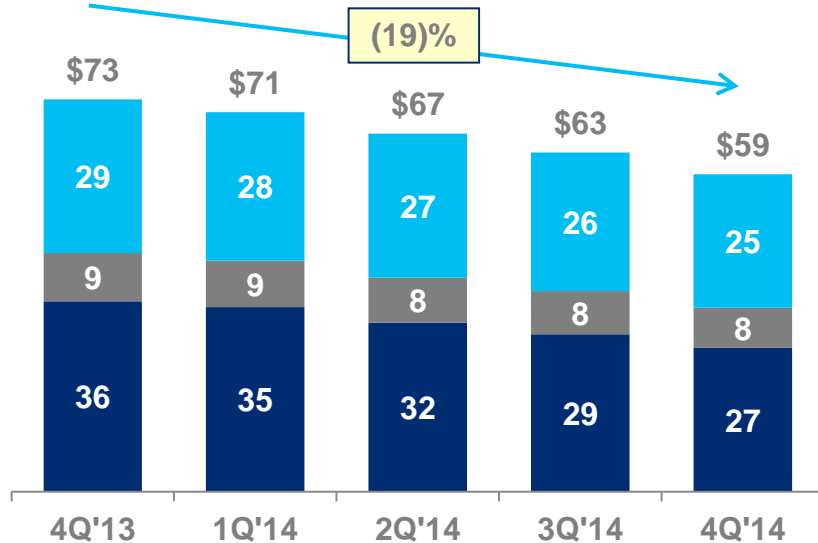
Note: Totals and percentage changes may not sum due to rounding.

(1) Basel III RWA are based on the Advanced Approaches for determining total risk-weighted assets.

# Citi Holdings – N.A. Mortgage Details

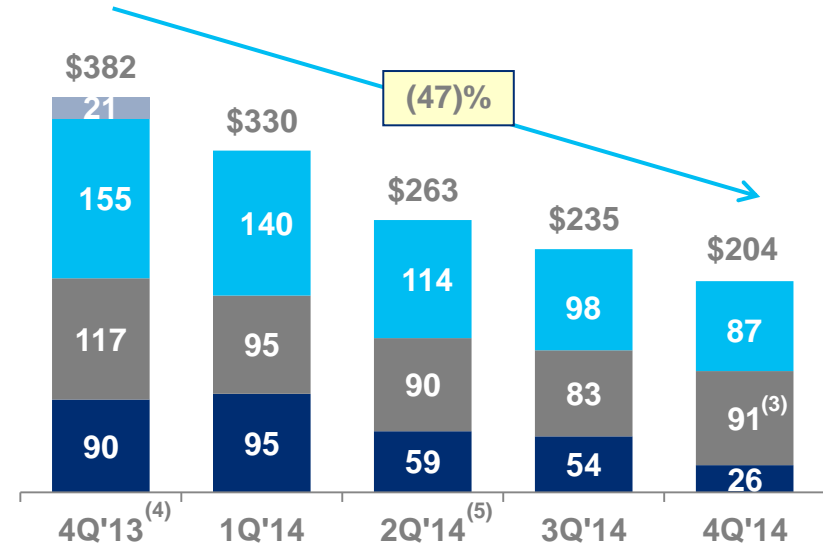
## EOP Loans (\$B)

■ CMI<sup>(1)</sup> Residential First ■ CFNA<sup>(1)</sup> Residential First  
■ Home Equity



## Net Credit Losses (\$MM)

■ CMI<sup>(1)</sup> Residential First ■ CFNA<sup>(1)</sup> Residential First  
■ Home Equity ■ IFR / NMS<sup>(2)</sup>



## N.A. Mortgage LLR (\$B) & Months of NCL Coverage

\$4.9	\$4.6	\$4.4	\$4.0	\$3.5
39	42	50 <sup>(4)</sup>	51	52

## Total NCL

2.0%	1.9%	1.5%	1.4%	1.3%
<hr/>				
CMI Resi 1 <sup>st</sup>	1.0%	1.1%	0.7%	0.7%
<hr/>				
CFNA Resi 1 <sup>st</sup>	5.0%	4.4%	4.2%	4.0%
<hr/>				
Home Equity	2.3%	2.0%	1.7%	1.5%
<hr/>				
				4.6% <sup>(3)</sup>

Note: Totals may not sum due to rounding.

(1) CMI refers to loans originated by CitiMortgage. CFNA refers to loans originated by CitiFinancial.

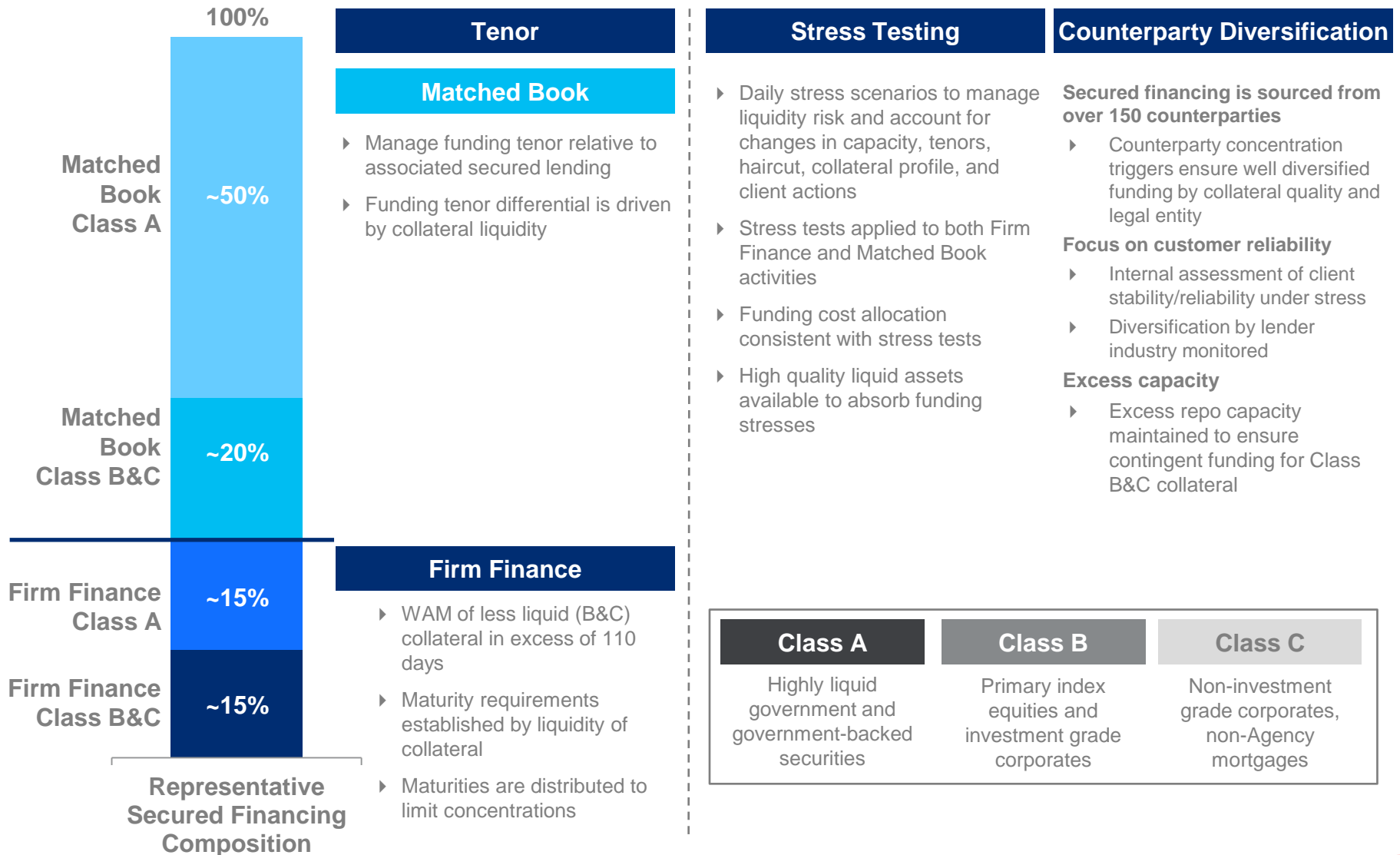
(2) IFR: Independent Foreclosure Review. NMS: National Mortgage Settlement.

(3) Increase in 4Q'14 CFNA residential first mortgage loss driven by portfolio seasoning and loss mitigation activities.

(4) 4Q'13 excluded approximately \$184MM of net credit losses. For additional information, please see Citi's Fourth Quarter 2013 earnings presentation published on January 16, 2014.

(5) 2Q'14 NCL excluded a recovery of approximately \$58MM in residential first mortgages in CMI.

# Secured Funding (Repo) – Broker-Dealers

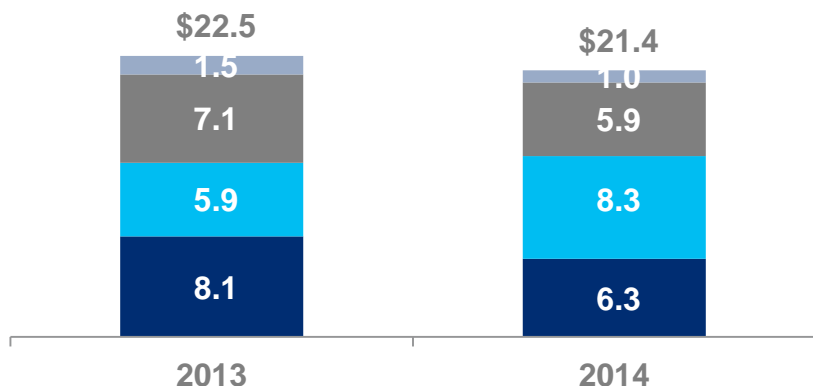


# Benchmark Issuance Program

(\$B)

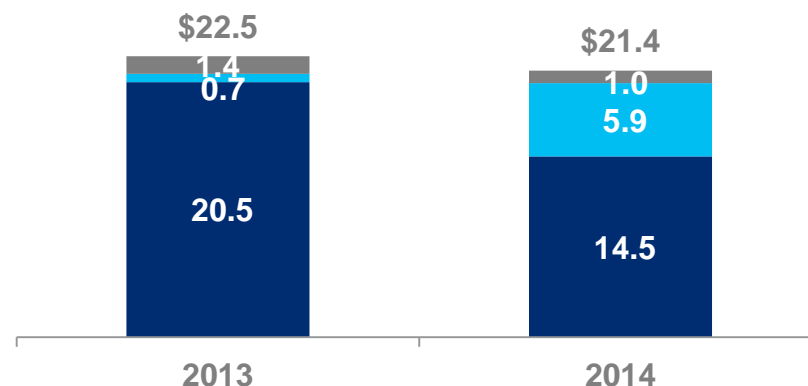
## By Term

■ 3 Year ■ 5-7 Year ■ 10-12 Year ■ 30 Year



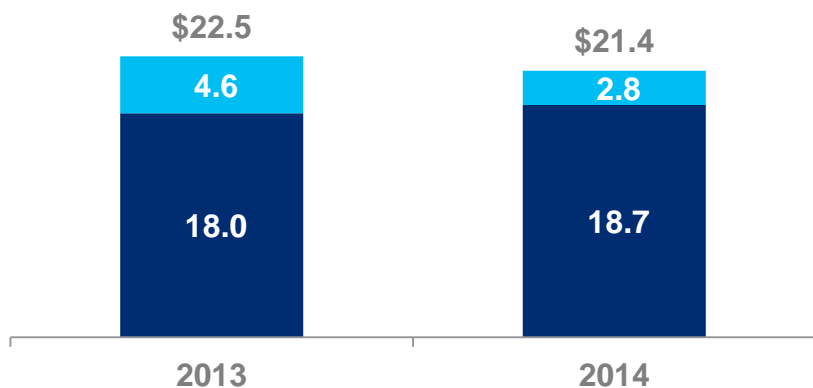
## By Currency

■ USD ■ EUR ■ Other



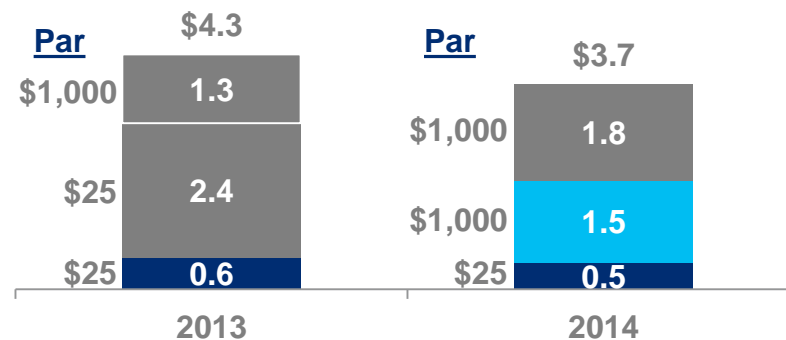
## By Seniority

■ Senior ■ Subordinated



## Preferred Stock Issuance By Structure

■ NC5 Fixed ■ NC5 Hybrid ■ NC10 Hybrid



Note: Totals may not sum due to rounding. Other currencies includes: AUD, CAD, JPY, NZD and NOK.

(1) Hybrid preferred issuance pays a fixed dividend rate from issuance until the first call date and a floating dividend rate thereafter.



# Parent Long-Term Debt: Liability Management & Issuance

(\$B)

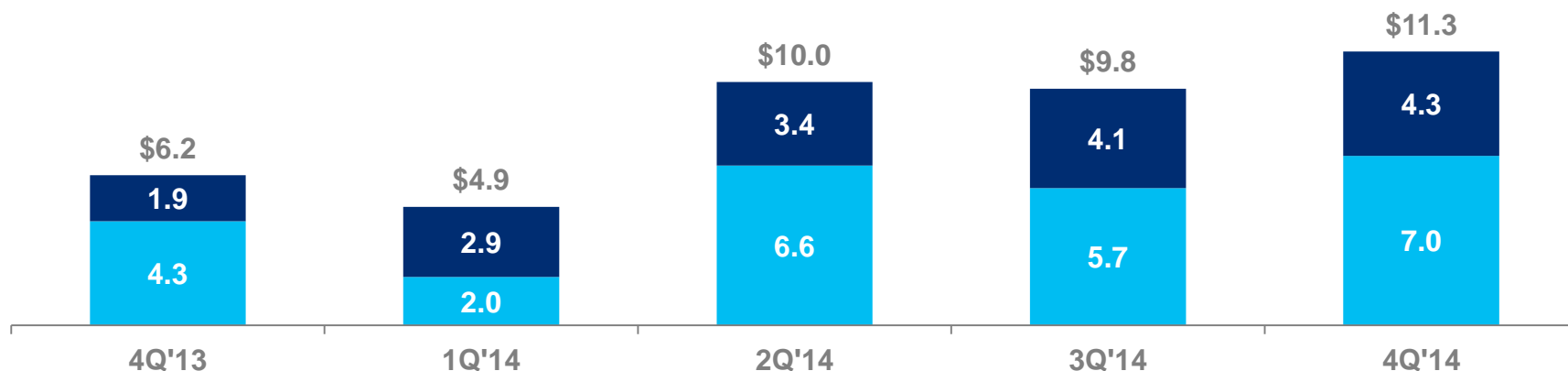
## Liability Management Activity<sup>(1)</sup>

■ Tenders / Buybacks ■ Trust Preferred Redemptions



## Issuance Volumes<sup>(2)</sup>

■ Customer-Related, Local Country & Other ■ Benchmark



(1) Excludes credit card securitizations. Includes benchmark, fixed and floating rate notes and structured note buybacks (excluding credit-linked notes).

(2) Includes benchmark, customer-related and local country issuances for Citigroup Inc.

# Tier 1 Capital Securities

(\$B)

## Preferred Stock

Offerings 2012-Present	Description	Par Value	Series	Issue Date	Notional Amount	Current Coupon	Structure <sup>(1)</sup>
	Perp NC5	\$1,000 par	Series N	10/29/2014	\$1.50	5.800%	Fixed / Floating
	Perp NC10	1,000 par	Series M	4/30/2014	1.75	6.300%	Fixed / Floating
	Perp NC5	25 par	Series L	2/12/2014	0.48	6.875%	Fixed for Life
	Perp NC10	25 par	Series K	10/31/2013	1.50	6.875%	Fixed / Floating
	Perp NC10	25 par	Series J	9/19/2013	0.95	7.125%	Fixed / Floating
	Perp NC10	1,000 par	Series D	4/30/2013	1.25	5.350%	Fixed / Floating
	Perp NC5	25 par	Series C	3/26/2013	0.58	5.800%	Fixed for Life
	Perp NC10	1,000 par	Series B	12/13/2012	0.75	5.900%	Fixed / Floating
	Perp NC10	1,000 par	Series A	10/29/2012	1.50	5.950%	Fixed / Floating

## Trust Preferreds

Call Provision	Name	Notional Amount	Current Coupon
Callable on or after 10/30/2015	Citigroup Capital XIII <sup>(2)</sup>	\$2.25	7.875%
Callable on or after 6/28/2017	Citigroup Capital XVIII	0.17	6.829%
Not redeemable	Citigroup Capital III	0.19	7.625%

Note: Totals may not sum due to rounding.

(1) Fixed / floating structures indicate coupon will convert to floating rate at the first call date. For more information, please see Notes 17 and 19 in Citigroup's Third Quarter 2014 Quarterly Report on Form 10-Q.

(2) Citigroup Capital XIII is permanently grandfathered under the Dodd-Frank Act and the final U.S. Basel III rules.

# OCI and Other Effects on Capital

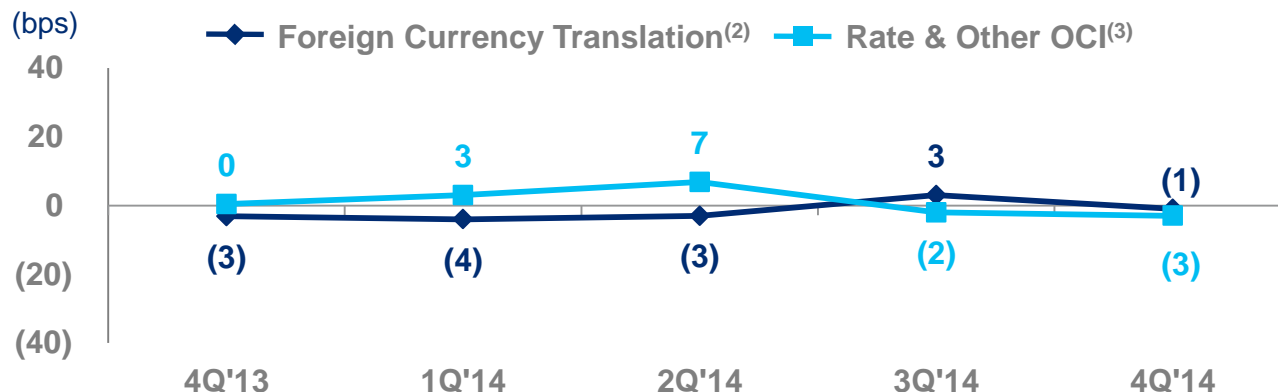
## OCI Impacts on Basel III Common Equity Tier 1 Capital Ratio<sup>(1)</sup>

### Rate & Other OCI:

- Buffer over required capital ratios protects against market movements

### Foreign Currency Translation OCI:

- Common Equity Tier 1 Capital *ratio* not materially affected by foreign currency movements



### Δ in 10Yr Treasury Yield

### Δ in FX Rate<sup>(4)</sup>

	4Q'13	1Q'14	2Q'14	3Q'14	4Q'14
Δ in 10Yr Treasury Yield	42bps	(31)bps	(20)bps	(1)bps	(35)bps
Δ in FX Rate <sup>(4)</sup>	(0.4)%	(0.2)%	1.2%	(4.4)%	(4.9)%

## Changes in Tangible Common Equity<sup>(1)</sup>

<u>TCE Changes:</u>	4Q'13	1Q'14	2Q'14	3Q'14	4Q'14
Beginning TCE	165.4	167.5	171.3	172.5	174.3
Net Income	2.5	3.9	0.2	2.8	0.4
Δ FX Translation	(0.3)	(0.6)	(0.2)	(1.2)	(1.9)
Δ Investment Securities OCI	(0.3)	0.4	1.0	(0.2)	0.5
Δ Cash Flow Hedge & Pension OCI	0.4	0.1	(0.0)	0.1	(1.0)
Other Δ in TCE <sup>(5)</sup>	(0.1)	(0.1)	0.2	0.2	(0.3)
<b>Ending TCE</b>	<b>167.5</b>	<b>171.3</b>	<b>172.5</b>	<b>174.3</b>	<b>171.8</b>
<b>Δ OCI % TCE</b>	<b>(0.1)%</b>	<b>(0.0)%</b>	<b>0.5%</b>	<b>(0.7)%</b>	<b>(1.4)%</b>

Note: Totals may not sum due to rounding.

(1) Citigroup's Basel III Common Equity Tier 1 Capital Ratio (CET1) and Tangible Common Equity (TCE) are non-GAAP financial measures. For additional information, please refer to Slides 40 and 41.

(2) Basel III Common Equity Tier 1 Capital Ratio (bps) also includes impacts in RWA.

(3) Includes unrealized gains and losses on investment securities (Investment Securities OCI) and defined benefit plans liability adjustments on an after-tax basis.

(4) FX spot rate change is a weighted average based upon the quarterly average GAAP capital exposure.

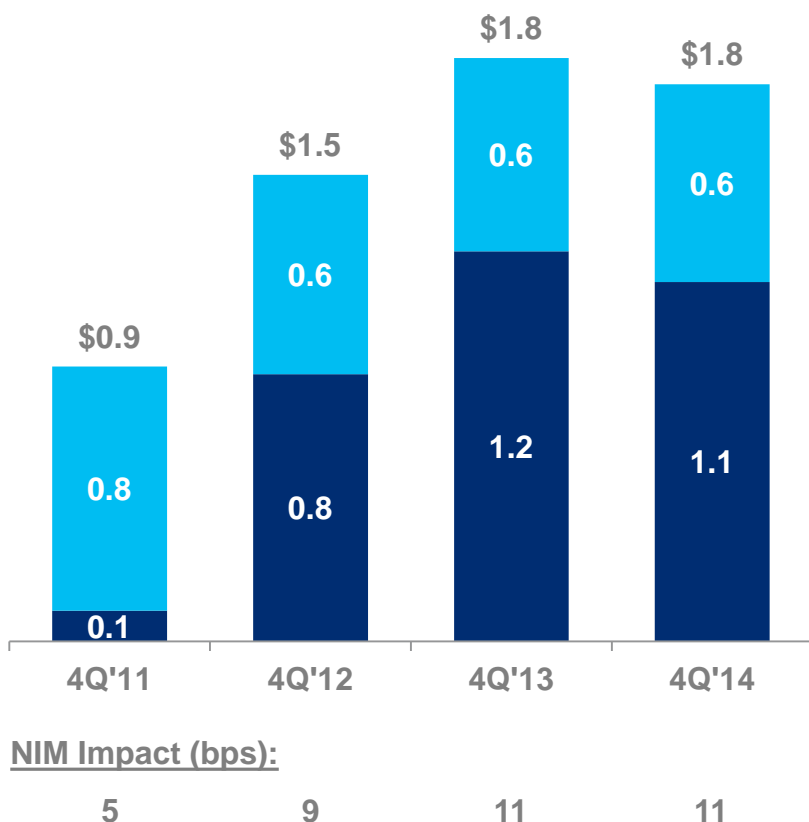
(5) Includes impact of share repurchases, dividends and changes in goodwill and other intangibles.

# Net Interest Revenue Positioning

(\$B)

## +100 bps Parallel Shift Impact to Net Interest Revenue

■ All USD Accrual Books   ■ All Non-USD Accrual Books



## Interest Rate Scenario Impacts

Scenarios <sup>(1)</sup> :	Change In:		
	<u>NIR</u> (Pre-Tax)	<u>AOCI</u> (After Tax)	<u>CET1</u> (bps)
1: Parallel Shift +100 bps	\$1.8	\$(4.0)	(44)
2: Overnight Rate rises by +100 bps	\$1.7	\$(2.5)	(28)
3: 10-Year Rate rises by +100 bps	\$0.1	\$(1.6)	(18)
4: 10-Year Rate drops by -100 bps	\$(0.2)	\$1.4	15

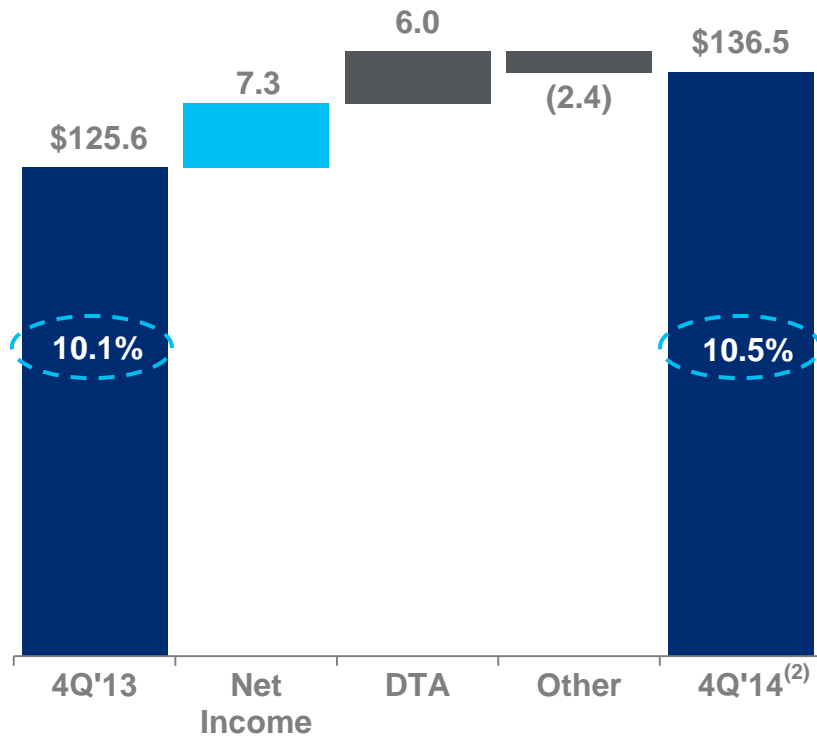
Note: Excludes certain trading-oriented businesses that have accrual-accounted positions. Totals may not sum due to rounding.

(1) Scenario 1 assumes an instantaneous parallel shift in the yield curve; Scenario 2 assumes an instantaneous 100 basis point shift in the overnight rate but no change in the 10-year rate, with intermediate rates changing proportionately; and Scenarios 3 and 4 assume an instantaneous 100 basis point shift in the 10-year rate, but no change in the overnight rate, with intermediate rates changing proportionately. All scenario outcomes assume no changes to Citi Treasury's portfolio positioning.

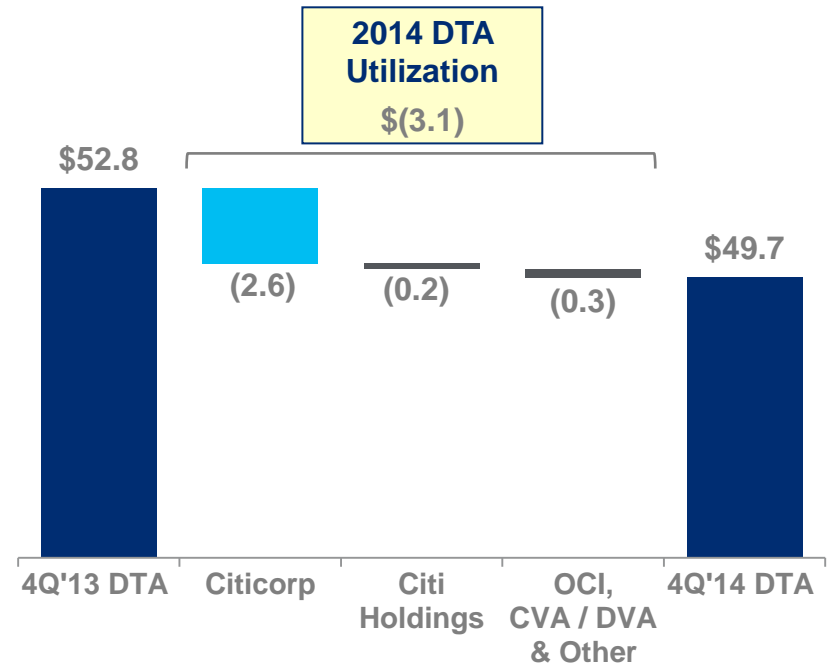
# Citigroup – Capital Management & DTA Utilization (YoY)

(\$B)

## Basel III Common Equity Tier 1 Capital and Ratio<sup>(1)</sup>



## DTA Balance Drivers



Note:

(1) For additional information, please refer to Slide 40.

(2) Preliminary.

# Citigroup – Preferred Stock Dividend Schedule

(\$MM)

	2013	2014	2015
1Q	\$4	\$124	\$128
2Q	9	100	202
3Q	110	128	128
4Q	71	159	198
Total	<u>\$194</u>	<u>\$511</u>	<u>\$656<sup>(1)</sup></u>

Note: Totals may not sum due to rounding.

(1) Based on existing outstanding preferred stock as of January 15, 2015.

# Rating Agency Perspectives

	Fitch			S&P			Moody's <sup>(1)</sup>		
	Rating	Notches to Supported Rating	Outlook	Rating	Notches to Supported Rating	Outlook	Rating	Notches to Supported Rating	Outlook
<b>Citigroup Inc.</b> Senior Debt Commercial Paper Subordinated Debt Preferred Stock	<b>A</b> <b>F1</b> <b>A-</b> <b>BB+</b>	<b>-</b>	<b>Stable</b>	<b>A-</b> <b>A-2</b> <b>BBB+</b> <b>BB</b>	<b>2</b>	<b>Negative</b>	<b>Baa2</b> <b>P-2</b> <b>Baa3</b> <b>Ba3</b>	<b>1</b>	<b>Stable</b> <b>Stable</b>
<b>Citibank, N.A.</b> Long-Term Obligations Short-Term Obligations	<b>A</b> <b>F1</b>	<b>-</b>	<b>Stable</b>	<b>A</b> <b>A-1</b>	<b>2</b>	<b>Stable</b>	<b>A2</b> <b>P-1</b>	<b>3</b>	<b>Stable</b> <b>Stable</b>
Recent Developments	Fitch upgraded Citigroup's Viability Rating (VR) by 1 notch on March 26, 2014. The long-term rating is now based on the VR, it does not incorporate any uplift from support.			On September 29, 2014, S&P lowered the ratings on hybrid instruments in the U.S., including trust preferred securities and preferred stock, due to their new Bank Hybrid Capital Methodology. Citigroup's unsupported ratings were upgraded in December 2013 by 1 notch with the simultaneous removal of a "transition notch," resulting in no change to the supported ratings.			1 notch upgrade to unsupported ratings in November 2013, resulted in 1 notch upgrade to Citibank, N.A.'s long-term supported ratings. Citigroup Inc.'s supported ratings did not change given the removal of government support.		
Evolving Methodologies	Fitch issued a bank "criteria exposure draft" in December 2014. The document consolidates all bank rating criteria into one report and refines certain aspects of the criteria, including clarification regarding when the agency might rate a bank's long-term rating above its unsupported rating due to protection for senior creditors from loss absorbing junior instruments. Fitch noted there is a clear intention to reduce support for G-SIFIs in the U.S. As a result, Fitch has communicated its intentions to remove the U.S. Support Rating Floor in 1H15. Citi's ratings do not incorporate any uplift from sovereign support. Additionally, Fitch is assessing whether to introduce a rating differential between the Holding Company and Operating Company given Fitch's view that regulation is enforcing structural subordination at the Holding Company.			On November 24, 2014 S&P issued a proposal to address how a bank's long-term rating may receive uplift, due to "additional loss absorbing capacity" (ALAC). The ALAC proposal considers that loss absorption by instruments subject to bail-in could partly or fully replace government bail-out. S&P continues to assess government support for 8 U.S. SIFIs and noted it "may remove ratings uplift" if regulators decide that holding company bondholders must bear losses in event of SIFI liquidation (OLA). S&P cited the need for additional guidance from regulators before adjusting support, and in December 2013 they stated that any removal of support is "likely to be gradual and partial."			In September 2014, Moody's released a Request for Comment on its new bank rating methodology. The new methodology proposes a streamlined BCA (with removal of the BFSR) and introduction of a "loss given failure" assessment. The formal comment period has ended, resolution is expected in early 2015.		

# Non-GAAP Financial Measures – Reconciliations

(\$MM)

## Basel III Common Equity Tier 1 Capital and Ratio<sup>(1)</sup>

	12/31/2014 <sup>(2)</sup>	9/30/2014	6/30/2014	3/31/2014	12/31/2013
<b>Citigroup Common Stockholders' Equity<sup>(3)</sup></b>	<b>\$200,190</b>	<b>\$203,421</b>	<b>\$202,511</b>	<b>\$201,350</b>	<b>\$197,694</b>
Add: Qualifying noncontrolling interests	165	172	183	177	182
<b>Regulatory Capital Adjustments and Deductions:</b>					
Less:					
Accumulated net unrealized losses on cash flow hedges, net of tax <sup>(4)</sup>	(909)	(979)	(1,007)	(1,127)	(1,245)
Cumulative unrealized net gain related to changes in fair value of financial liabilities attributable to own creditworthiness, net of tax <sup>(5)</sup>	279	193	116	170	177
Intangible Assets:					
Goodwill, net of related deferred tax liabilities <sup>(6)</sup>	22,792	23,678	24,465	24,314	24,518
Identifiable intangible assets other than mortgage servicing rights (MSRs), net of related deferred tax liabilities	4,305	4,307	4,506	4,692	4,950
Defined benefit pension plan net assets	936	1,179	1,066	1,178	1,125
Deferred tax assets (DTAs) arising from net operating loss, foreign tax credit and general business credit carry-forwards, and excess over 10% / 15% limitations for other DTAs, certain common stock investments and MSRs <sup>(7)</sup>	36,411	36,453	37,981	40,375	42,754
<b>Basel III Common Equity Tier 1 Capital (CET1)</b>	<b>\$136,541</b>	<b>\$138,762</b>	<b>\$135,567</b>	<b>\$131,925</b>	<b>\$125,597</b>
<b>Basel III Risk-Weighted Assets (RWA)</b>	<b>\$1,299,000</b>	<b>\$1,302,000</b>	<b>\$1,281,000</b>	<b>\$1,261,000</b>	<b>\$1,242,000<sup>(8)</sup></b>
<b>Basel III Common Equity Tier 1 Capital Ratio (CET1 / RWA)</b>	<b>10.5%</b>	<b>10.7%</b>	<b>10.6%</b>	<b>10.5%</b>	<b>10.1%<sup>(8)</sup></b>

Note:

- (1) Citi's Basel III Common Equity Tier 1 Capital ratio and related components are based on the final U.S. Basel III rules, with full implementation assumed for capital components. Basel III risk-weighted assets are based on the Advanced Approaches for determining total risk-weighted assets.
- (2) Preliminary.
- (3) Excludes issuance costs related to preferred stock outstanding in accordance with Federal Reserve Board regulatory reporting requirements.
- (4) Citi's Basel III Common Equity Tier 1 Capital is adjusted for accumulated net unrealized gains (losses) on cash flow hedges included in accumulated other comprehensive income that relate to the hedging of items not recognized at fair value on the balance sheet.
- (5) The cumulative impact of changes in Citigroup's own creditworthiness in valuing liabilities for which the fair value option has been elected and own-credit valuation adjustments on derivatives are excluded from Common Equity Tier 1 Capital, in accordance with the final U.S. Basel III rules.
- (6) Includes goodwill "embedded" in the valuation of significant common stock investments in unconsolidated financial institutions.
- (7) Aside from MSRs, reflects other DTAs arising from temporary differences and significant common stock investments in unconsolidated financial institutions.
- (8) Please refer to footnote 3 on Slide 16.



# Non-GAAP Financial Measures – Reconciliations

(\$MM, except per share amounts)

<b>Tangible Book Value Per Share</b>									
	4Q'14	3Q'14	2Q'14	1Q'14	4Q'13	3Q'13	2Q'13	1Q'13	4Q'12
<b>Total Citigroup Stockholders' Equity</b>	<b>\$210,534</b>	<b>\$212,272</b>	<b>\$211,362</b>	<b>\$208,462</b>	<b>\$204,339</b>	<b>\$200,846</b>	<b>\$195,926</b>	<b>\$193,359</b>	<b>\$189,049</b>
Less: Preferred Stock	10,468	8,968	8,968	7,218	6,738	5,243	4,293	3,137	2,562
<b>Common Equity</b>	<b>\$200,066</b>	<b>\$203,304</b>	<b>\$202,394</b>	<b>\$201,244</b>	<b>\$197,601</b>	<b>\$195,603</b>	<b>\$191,633</b>	<b>\$190,222</b>	<b>\$186,487</b>
Less:									
Goodwill	23,592	24,500	25,087	25,008	25,009	25,098	24,896	25,474	25,673
Intangible Assets (other than Mortgage Servicing Rights)	4,566	4,525	4,702	4,891	5,056	4,888	4,981	5,457	5,697
Goodwill and Intangible Assets - Related to Assets Held for Sale / Assets of Discont. Operations Held for Sale	71	-	116	-	-	267	267	2	32
Net Deferred Tax Assets Related to Goodwill and Intangible Assets	-	-	-	-	-	-	-	-	32
<b>Tangible Common Equity (TCE)</b>	<b>\$171,837</b>	<b>\$174,279</b>	<b>\$172,489</b>	<b>\$171,345</b>	<b>\$167,536</b>	<b>\$165,350</b>	<b>\$161,489</b>	<b>\$159,289</b>	<b>\$155,053</b>
Common Shares Outstanding at Quarter-end (CSO)	3,024	3,030	3,032	3,038	3,029	3,033	3,041	3,043	3,029
<b>Tangible Book Value Per Share (TCE / CSO)</b>	<b>\$56.83</b>	<b>\$57.53</b>	<b>\$56.89</b>	<b>\$56.40</b>	<b>\$55.31</b>	<b>\$54.52</b>	<b>\$53.10</b>	<b>\$52.35</b>	<b>\$51.19</b>

## Basel III Supplementary Leverage Ratio (SLR)

Citigroup's estimated Basel III SLR is based on the revised final U.S. Basel III rules issued in September 2014 and represents the ratio of Tier 1 Capital to Total Leverage Exposure (TLE). TLE 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, less applicable Tier 1 Capital deductions.

# Non-GAAP Financial Measures – Reconciliations

(\$MM)

Citigroup	4Q'14	3Q'14	4Q'13	2014	2013
Reported Revenues (GAAP)	\$17,812	\$19,604	\$17,779	\$76,882	\$76,419
Impact of:					
CVA / DVA	7	(371)	(164)	(390)	(342)
<b>Adjusted Revenues</b>	<b>\$17,805</b>	<b>\$19,975</b>	<b>\$17,943</b>	<b>\$77,272</b>	<b>\$76,761</b>
Reported Expenses (GAAP)	\$14,426	\$12,955	\$12,292	\$55,051	\$48,408
Impact of:					
Net Fraud Loss	-	-	(360)	-	(360)
Mortgage Settlement	-	-	-	(3,749)	-
<b>Adjusted Expenses</b>	<b>\$14,426</b>	<b>\$12,955</b>	<b>\$11,932</b>	<b>\$51,302</b>	<b>\$48,048</b>
Reported Cost of Credit (GAAP)	\$2,013	\$1,750	\$2,072	\$7,467	\$8,514
Impact of:					
Mortgage Settlement	-	-	-	(55)	-
<b>Adjusted Cost of Credit</b>	<b>\$2,013</b>	<b>\$1,750</b>	<b>\$2,072</b>	<b>\$7,412</b>	<b>\$8,514</b>
Reported Net Income (GAAP)	\$350	\$2,839	\$2,456	\$7,313	\$13,673
Impact of:					
CVA / DVA	4	(228)	(100)	(240)	(213)
Credicard	-	-	189	-	189
Net Fraud Loss	-	-	(235)	-	(235)
Tax Item	-	-	-	(210)	176
Mortgage Settlement	-	-	-	(3,726)	-
<b>Adjusted Net Income</b>	<b>\$346</b>	<b>\$3,067</b>	<b>\$2,602</b>	<b>\$11,489</b>	<b>\$13,756</b>
Preferred Dividends	159	128	71	511	194
<b>Adjusted Net Income to Common</b>	<b>\$187</b>	<b>\$2,939</b>	<b>\$2,531</b>	<b>\$10,978</b>	<b>\$13,562</b>
Reported EPS (GAAP)	\$0.06	\$0.88	\$0.77	\$2.20	\$4.35
Impact of:					
CVA / DVA	0.00	(0.08)	(0.03)	(0.07)	(0.07)
Credicard	-	-	0.06	-	0.06
Net Fraud Loss	-	-	(0.08)	-	(0.08)
Tax Item	-	-	-	(0.07)	0.06
Mortgage Settlement	-	-	-	(1.21)	-
<b>Adjusted EPS</b>	<b>\$0.06</b>	<b>\$0.95</b>	<b>\$0.82</b>	<b>\$3.55</b>	<b>\$4.37</b>
Average Assets (\$B)	\$1,900	\$1,895	\$1,888	\$1,897	\$1,883
Adjusted ROA	0.07%	0.64%	0.55%	0.61%	0.73%
Average TCE	\$173,058	\$173,384	\$166,443	\$171,497	\$161,743
Adjusted ROTCE	0.4%	6.7%	6.0%	6.4%	8.4%

Citicorp	4Q'14	3Q'14	4Q'13	2014	2013
Reported Revenues (GAAP)	\$16,504	\$18,016	\$16,472	\$71,067	\$71,853
Impact of:					
CVA / DVA	12	(316)	(165)	(343)	(345)
<b>Adjusted Revenues</b>	<b>\$16,492</b>	<b>\$18,332</b>	<b>\$16,637</b>	<b>\$71,410</b>	<b>\$72,198</b>
Reported Expenses (GAAP)	\$13,661	\$12,063	\$10,799	\$47,336	\$42,438
Impact of:					
Net Fraud Loss	-	-	(360)	-	(360)
<b>Adjusted Expenses</b>	<b>\$13,661</b>	<b>\$12,063</b>	<b>\$10,439</b>	<b>\$47,336</b>	<b>\$42,078</b>
Reported Net Income (GAAP)	\$192	\$2,601	\$2,888	\$10,683	\$15,606
Impact of:					
CVA / DVA	7	(194)	(100)	(211)	(214)
Credicard	-	-	189	-	189
Net Fraud Loss	-	-	(235)	-	(235)
Tax Item	-	-	-	(210)	176
<b>Adjusted Net Income</b>	<b>\$185</b>	<b>\$2,795</b>	<b>\$3,034</b>	<b>\$11,104</b>	<b>\$15,690</b>

# Non-GAAP Financial Measures – Reconciliations

(\$B)

<b>Citigroup Assets</b>	<b>4Q'14</b>	<b>3Q'14</b>	<b>2Q'14</b>	<b>1Q'14</b>	<b>4Q'13</b>
Reported EOP Assets	\$1,843	\$1,883	\$1,910	\$1,895	\$1,880
Impact of FX Translation	-	(27)	(64)	(58)	(57)
<b>EOP Assets in Constant Dollars</b>	<b>\$1,843</b>	<b>\$1,856</b>	<b>\$1,845</b>	<b>\$1,837</b>	<b>\$1,823</b>
Reported EOP Fed Funds Sold / Rev. Repos	\$243	\$245	\$250	\$263	\$257
Impact of FX Translation	-	(4)	(12)	(12)	(11)
<b>EOP Fed Funds Sold / Rev. Repos in Constant Dollars</b>	<b>\$243</b>	<b>\$241</b>	<b>\$238</b>	<b>\$252</b>	<b>\$246</b>
Reported EOP Trading Account Assets	\$297	\$291	\$291	\$278	\$286
Impact of FX Translation	-	(5)	(12)	(11)	(11)
<b>EOP Trading Account Assets in Constant Dollars</b>	<b>\$297</b>	<b>\$285</b>	<b>\$279</b>	<b>\$267</b>	<b>\$275</b>
Reported EOP Brokerage Receivables	\$28	\$39	\$42	\$32	\$26
Impact of FX Translation	-	(1)	(3)	(2)	(1)
<b>EOP Brokerage Receivables in Constant Dollars</b>	<b>\$28</b>	<b>\$39</b>	<b>\$39</b>	<b>\$31</b>	<b>\$25</b>
Reported EOP Loans	\$645	\$654	\$668	\$664	\$666
Impact of FX Translation	-	(10)	(19)	(16)	(17)
<b>EOP Loans in Constant Dollars</b>	<b>\$645</b>	<b>\$644</b>	<b>\$648</b>	<b>\$648</b>	<b>\$649</b>
<b>Citigroup Liabilities</b>	<b>4Q'14</b>	<b>3Q'14</b>	<b>2Q'14</b>	<b>1Q'14</b>	<b>4Q'13</b>
Reported EOP Fed Funds Purch. / Repos	\$173	\$176	\$184	\$191	\$204
Impact of FX Translation	-	(4)	(12)	(11)	(11)
<b>EOP Fed Funds Purch. / Repos in Constant Dollars</b>	<b>\$173</b>	<b>\$171</b>	<b>\$172</b>	<b>\$180</b>	<b>\$192</b>
Reported EOP Trading Account Liabilities	\$139	\$137	\$123	\$124	\$109
Impact of FX Translation	-	(4)	(8)	(7)	(4)
<b>EOP Trading Account Liabilities in Constant Dollars</b>	<b>\$139</b>	<b>\$133</b>	<b>\$116</b>	<b>\$117</b>	<b>\$104</b>
Reported EOP Deposits	\$899	\$943	\$966	\$966	\$968
Impact of FX Translation	-	(16)	(33)	(29)	(30)
<b>EOP Deposits in Constant Dollars</b>	<b>\$899</b>	<b>\$927</b>	<b>\$933</b>	<b>\$938</b>	<b>\$939</b>
<b>Citicorp</b>	<b>4Q'14</b>	<b>3Q'14</b>	<b>2Q'14</b>	<b>1Q'14</b>	<b>4Q'13</b>
Reported EOP Loans	\$572	\$576	\$585	\$575	\$573
Impact of FX Translation	-	(10)	(19)	(15)	(16)
<b>EOP Loans in Constant Dollars</b>	<b>\$572</b>	<b>\$566</b>	<b>\$567</b>	<b>\$559</b>	<b>\$557</b>
Reported EOP Deposits	\$889	\$928	\$946	\$937	\$932
Impact of FX Translation	-	(16)	(32)	(28)	(29)
<b>EOP Deposits in Constant Dollars</b>	<b>\$889</b>	<b>\$913</b>	<b>\$914</b>	<b>\$909</b>	<b>\$903</b>