

# Barclays Global Financial Services Conference

September 16, 2015

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Chief Financial Officer



# Highlights

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## Solid results year-to-date in 2015

- Reflects the underlying earnings power of Citi franchise
- Achieved modest revenue growth and positive operating leverage<sup>(1)</sup>
- Citigroup ROA<sup>(2)</sup> of 103 basis points and RoTCE<sup>(2)</sup> of 10.5%

## Unique franchise strengths

- Balanced, diversified revenue base
- High-quality, resilient target client segments
- Industry-leading operating efficiency
- Disciplined balance sheet management
- Strong capital position

## Well-positioned to generate sustainable, attractive returns

- Achieving strong returns on CET1 capital in challenging environment
- Accelerating regulatory capital build through DTA utilization
- Positioning Citi for increasing return of capital over time

Note: Totals may not sum due to rounding.

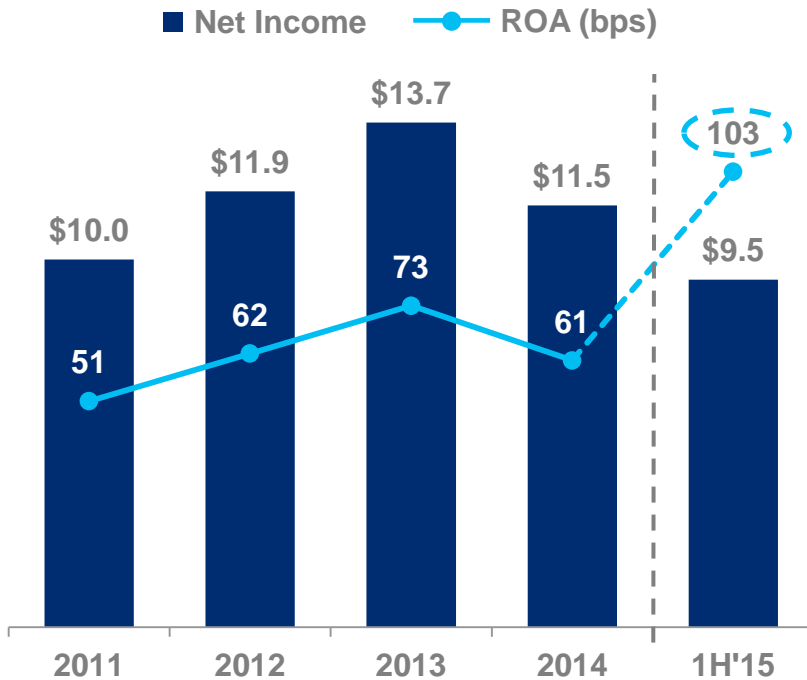
(1) In constant dollars. Constant dollar excludes the impact of foreign exchange translation into U.S. dollars for reporting purposes.

(2) Adjusted results, which exclude CVA / DVA. Adjusted results, as used throughout this presentation, are non-GAAP financial measures. For a reconciliation of the adjusted results to the reported results, please refer to Slide 23.

# Citigroup – Results

(\$B)

## Net Income and Returns<sup>(1)</sup>



## Return on Tangible Common Equity<sup>(1)</sup>:

7.2%    7.8%    8.4%    6.4%    **10.5%**

## 1H'15 Highlights

- Modest revenue growth
  - Continued volume growth and wallet share gains with target clients in Citicorp
  - Expanded net interest margin
- Core expense discipline
- Significantly lower legal and repositioning costs
- Continued favorable credit performance
- Citi Holdings marginally profitable

## Challenges

- Uneven global GDP growth
- Low interest rate environment
- Regulatory headwinds in certain markets
- Growth in regulatory and compliance costs

Note: Totals may not sum due to rounding.

(1) Adjusted results, which exclude, as applicable: CVA / DVA in all periods; gains / (losses) on minority investments; the impact of the mortgage settlement in 2Q'14; the impact of the Credicard divestiture in 4Q'13; the net fraud loss in 4Q'13; tax items in 3Q'12, 3Q'13 and 1Q'14; and repositioning charges in 4Q'11 and 4Q'12. For a reconciliation of the adjusted results to the reported results, please refer to Slide 23.

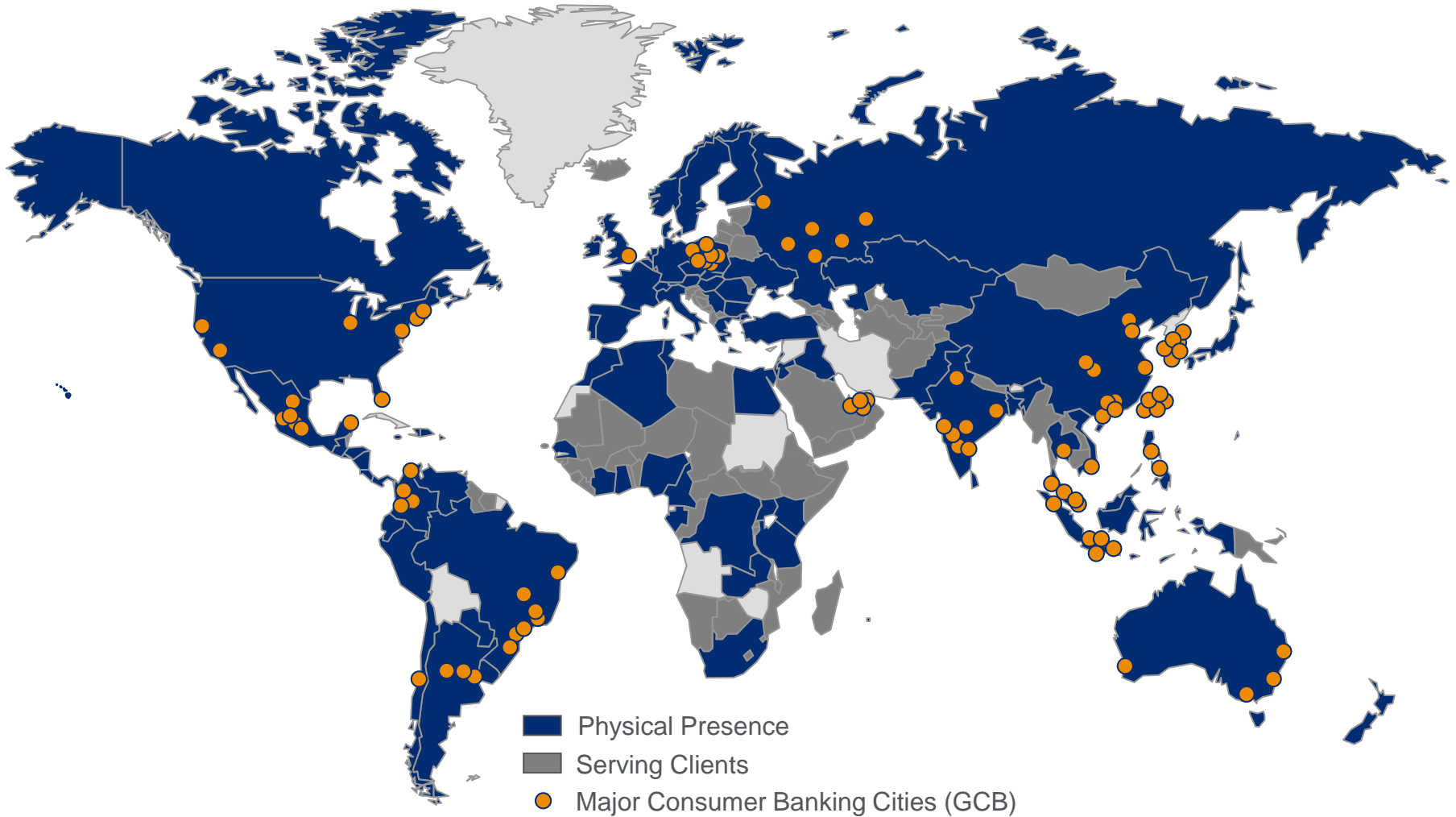
# Citi's Unique Competitive Advantages

## Relative to Peers

1	Diversified Revenue Base			<ul style="list-style-type: none"><li>Balanced across products and regions; Difficult to replicate global scale in today's environment</li></ul>
2	Client Focus			<ul style="list-style-type: none"><li>Focused on gaining wallet share with large multi-national corporates / investors and high quality consumer segments</li></ul>
3	Operating Efficiency			<ul style="list-style-type: none"><li>Leveraging global platform for revenue growth and industry leading operating efficiency</li></ul>
4	Balance Sheet Productivity			<ul style="list-style-type: none"><li>Re-deploying Citi Holdings assets to support growth in core Citicorp franchise</li><li>Optimizing funding profile for NIM stability</li></ul>
5	Capital Generation			<ul style="list-style-type: none"><li>Positioned for increasing return of capital to shareholders over time</li></ul>

Well positioned to generate sustainable, attractive returns

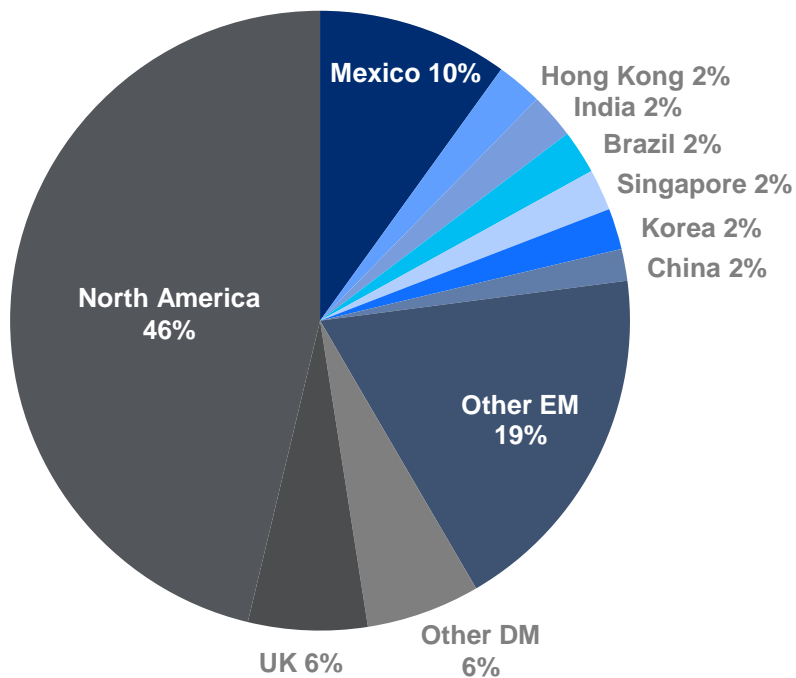
# 1 Balanced Global Business Model



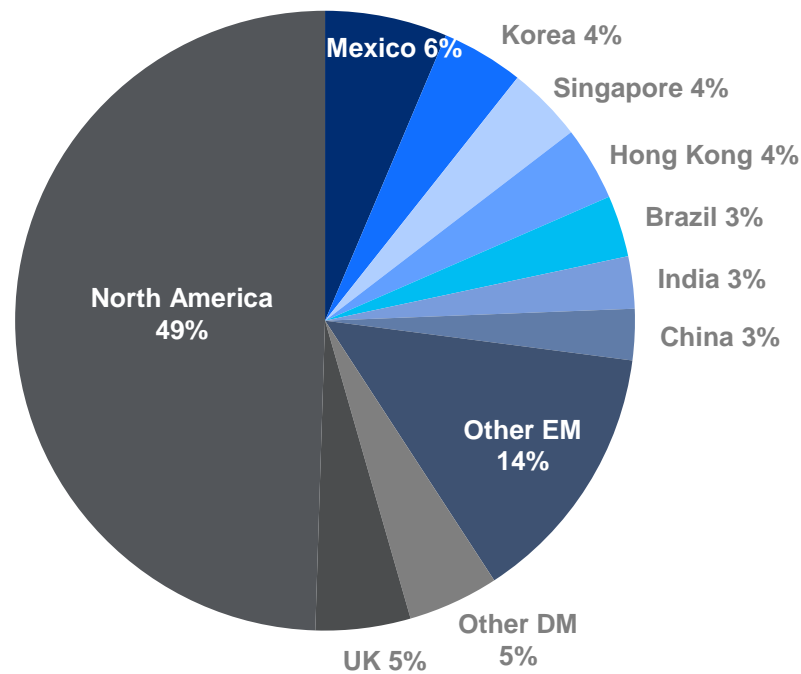
Diversified across markets and products

# 1 Diversified by Geography

LTM'15 Citicorp Revenues<sup>(1)</sup>



2Q'15 Citicorp EOP Loans

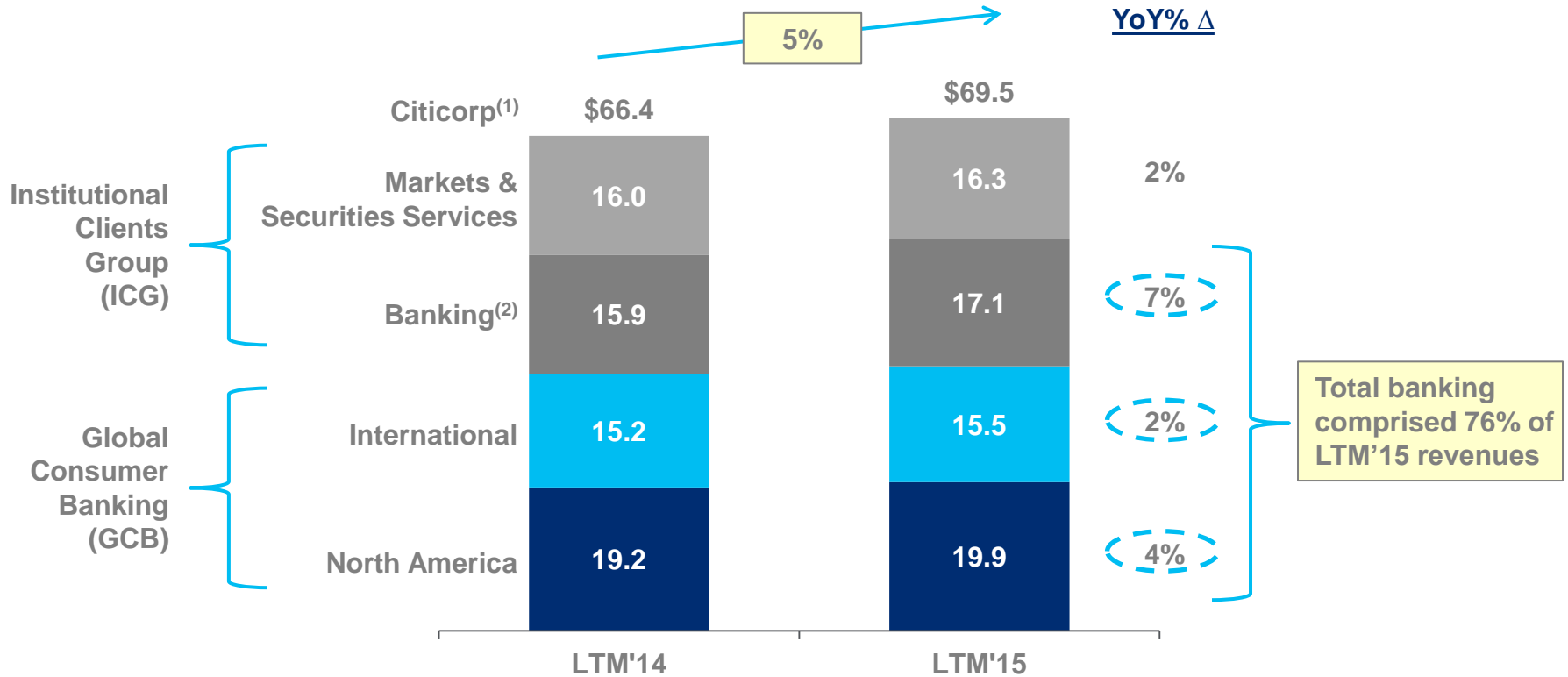


No single market outside of North America, Mexico and UK represents >2% of revenues

# 1 Diversified by Business

(in Constant \$B)

## Citicorp Revenues by Business



Revenue growth driven by core banking franchise in ICG and GCB

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 24. LTM'15: Last twelve months ended June 30, 2015. LTM'14: Last twelve months ended June 30, 2014.

(1) Adjusted results, which exclude CVA / DVA in all periods. Total Citicorp revenues include gains / (losses) on loan hedges of \$(347)MM in LTM'14 and \$163MM in LTM'15, as well as Corporate / Other revenues of \$434MM in LTM'14 and \$571MM in LTM'15. For a reconciliation of this information to reported results, please refer to Slide 24.

(2) Includes Investment Banking, Treasury and Trade Solutions, Corporate Lending and Private Bank. Excludes gains / (losses) on loan hedges. See footnote 1.

# Focused on High Quality Target Client Segments

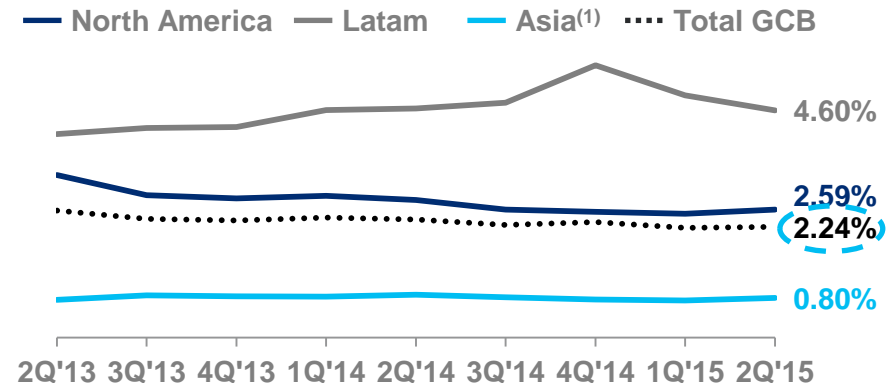
## Target Clients

- Affluent and emerging affluent consumers in large urban centers
- Broader segments targeted in credit cards and certain retail geographies
- Deliver broad spectrum of financial services – deposits, mortgages, credit cards, investments

GCB

## Credit Performance

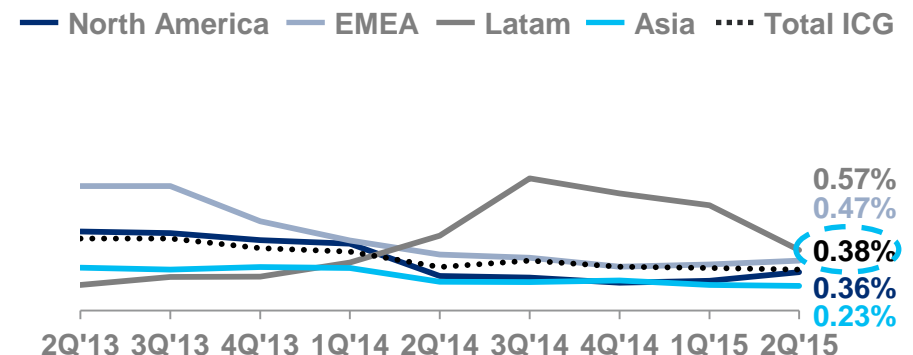
### Net Credit Losses (%)



- Multi-national corporations, public sector entities, financial institutions and global investors
  - Developed market multi-nationals expanding into EM
  - Emerging market champions growing beyond their home market / region
- 80+% of Citi's corporate credit exposure is rated investment grade<sup>(2)</sup>

ICG

### Non-Accrual Loans (%)<sup>(3)</sup>



**Building multi-product relationships with high quality, resilient client segments**

Note: NCL rates shown as percentages of average consumer loans. Non-accrual loans shown as percentages of end-of-period corporate loans.

(1) For reporting purposes, Asia GCB includes the results of operations of EMEA GCB for all periods presented.

(2) Facility rating. 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.

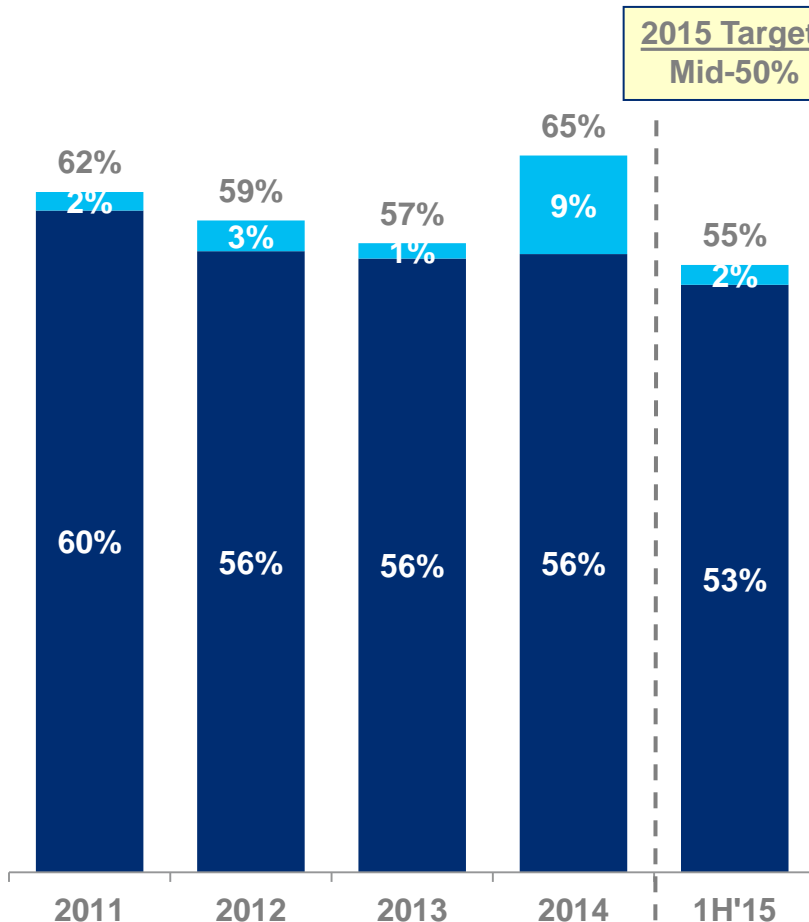
(3) Non-accrual loans as defined in Citigroup's 2014 Form 10-K.



# 3 Improving Citicorp Efficiency

## Citicorp Efficiency Ratio<sup>(1)</sup>

■ Core Efficiency Ratio ■ Legal & Repositioning



## Drivers

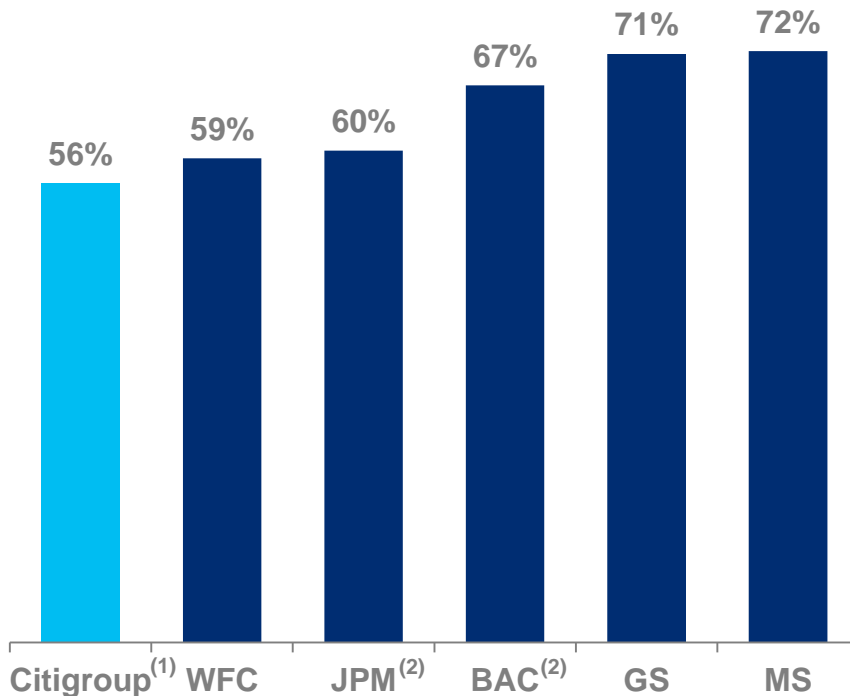
- Efficient allocation of resources across markets, products and client segments
- Driving to common processes and infrastructure
- Centralizing resources in lower-cost locations
- Rationalizing real estate footprint
- Exiting lower return markets, clients and businesses
  - Announced or completed exits of 17 GCB markets in Citicorp since 2012
  - Significantly rationalized ICG client base to focus on target segments
  - Announced or completed exits of selected ICG businesses with insufficient scale
- Significant reduction in legal and repositioning costs YTD in 2015

Note: Totals may not sum due to rounding.

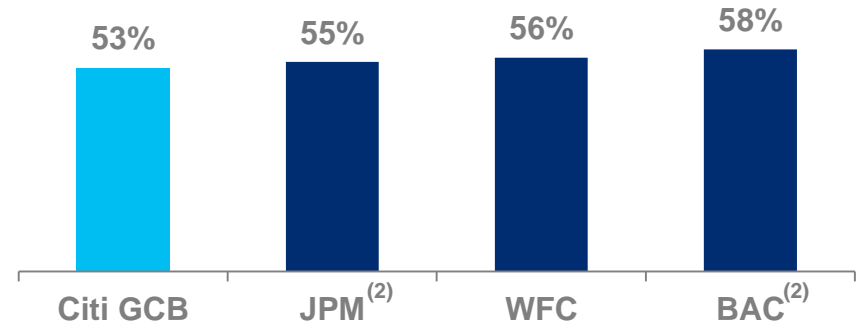
(1) Adjusted results, which exclude, as applicable: CVA / DVA in all periods; gains / (losses) on minority investments; the net fraud loss in Mexico in 4Q'13; and repositioning charges in 4Q'11 and 4Q'12. For a reconciliation of the adjusted results to the reported results, please refer to Slide 23.

# 3 Industry-Leading Operating Efficiency

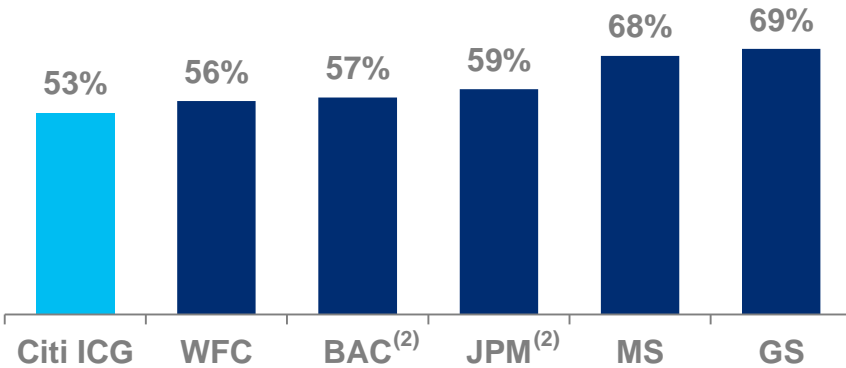
## Firm-Wide – 1H'15



## Consumer Banking Segment<sup>(3)</sup> – 1H'15



## Institutional Segment<sup>(4)</sup> – 1H'15



Leveraging global scale for industry-leading operating efficiency

Note:

(1) Reflects total Citigroup, including Citi Holdings. In 1H'15, Citicorp's efficiency ratio was 55%.

(2) Reported on an FTE basis.

(3) JPM includes Commercial Banking and Consumer and Community Banking segments. WFC includes Community Banking segment. BAC includes Consumer Banking segment.

(4) WFC includes Wholesale Banking segment. BAC includes Global Banking and Global Markets segments. JPM includes Corporate and Investment Bank segment. MS includes Institutional Securities segment. GS includes Investment Banking, Institutional Client Services and Investing and Lending segments.

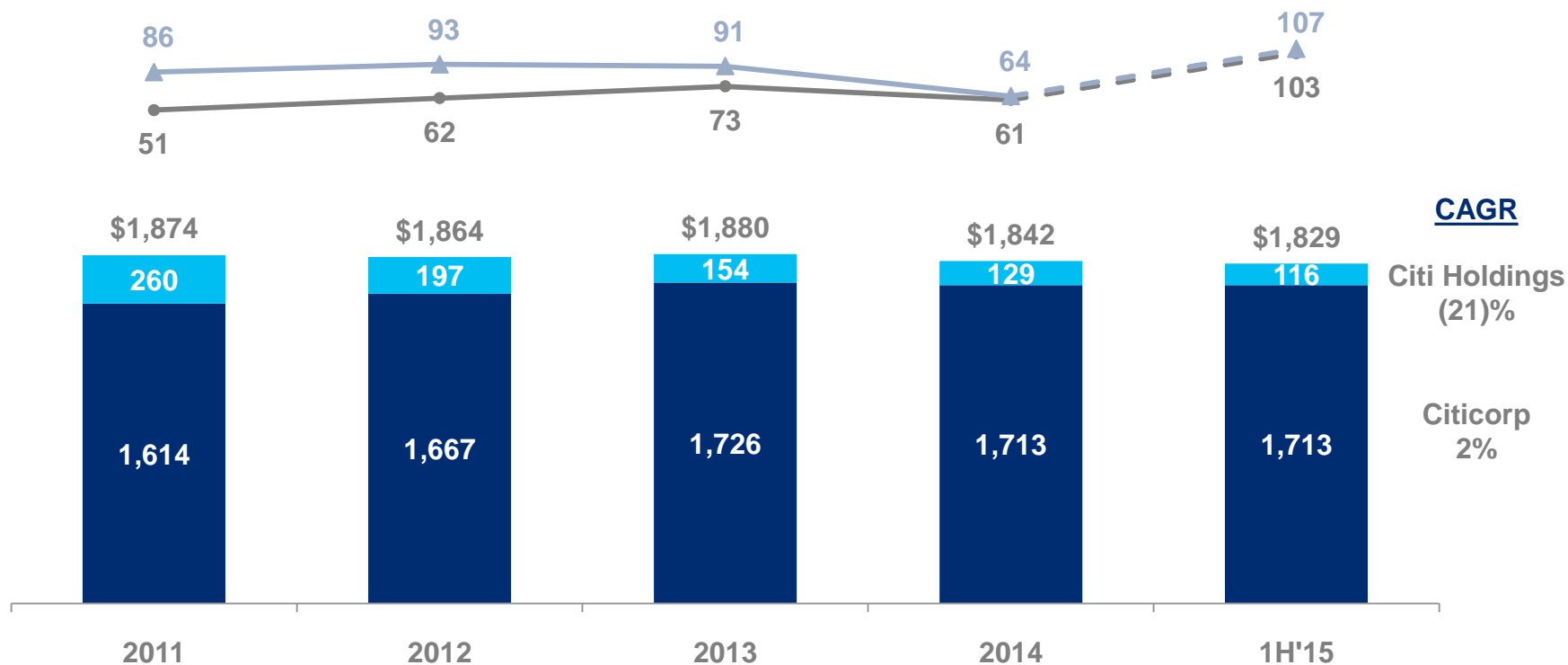


# 4 Improving Asset Productivity

(\$B)

## Asset Composition & ROA Trends

■ Citicorp Assets   ■ Citi Holdings Assets   ● Citigroup ROA<sup>(1)</sup> (bps)   ▲ Citicorp ROA<sup>(1)</sup> (bps)



Improving returns while maintaining an efficient balance sheet

Note: Totals may not sum due to rounding.

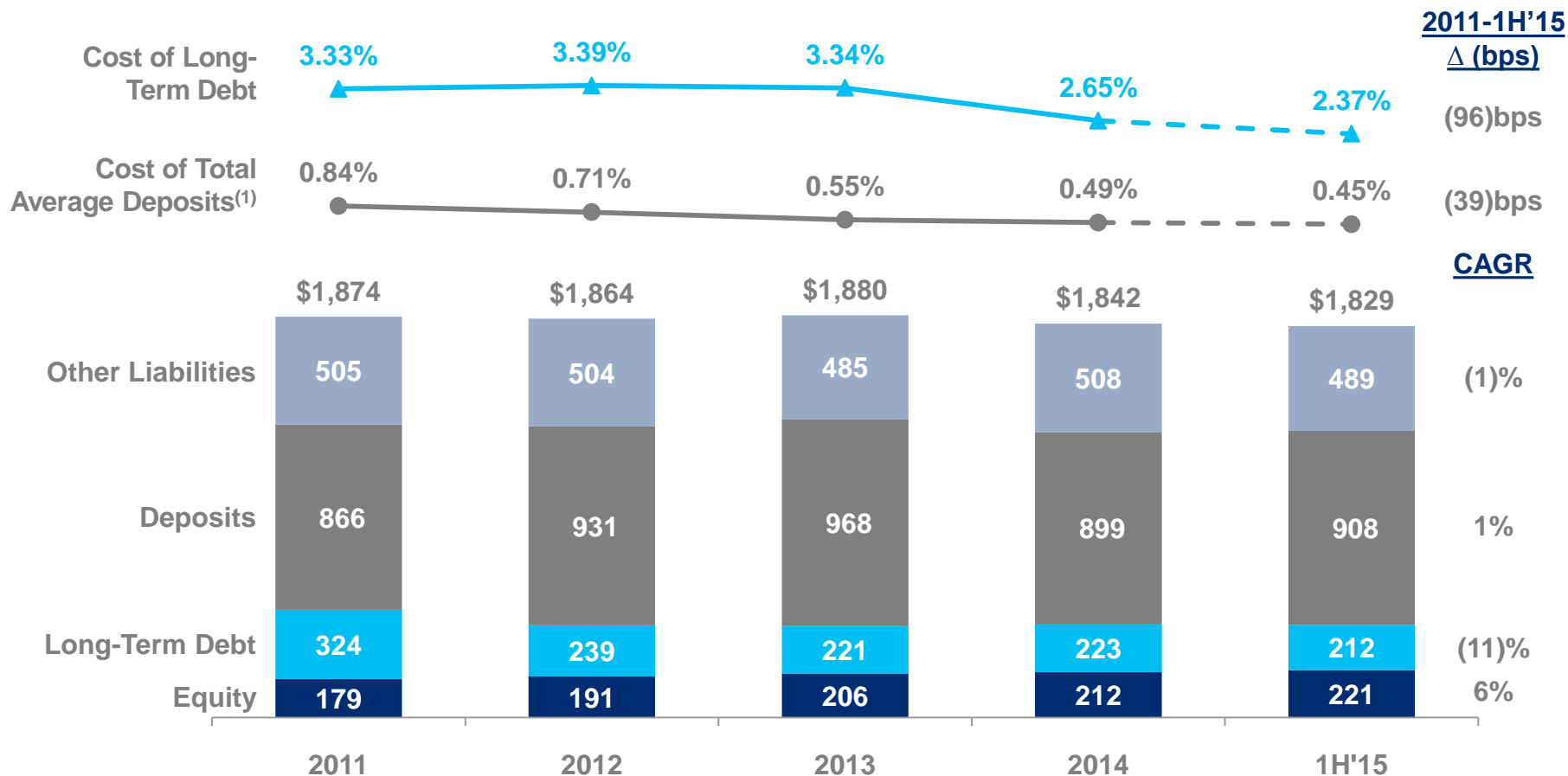
(1) Adjusted results, which exclude, as applicable: CVA / DVA in all periods; gains / (losses) on minority investments; the impact of the mortgage settlement in 2Q'14; the impact of the Credicard divestiture in 4Q'13; the net fraud loss in 4Q'13; tax items in 3Q'12, 3Q'13 and 1Q'14; and repositioning charges in 4Q'11 and 4Q'12. For a reconciliation of the adjusted results to the reported results, please refer to Slide 23.



# 4 Optimizing the Funding Base

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## Liability Composition & Cost Trends

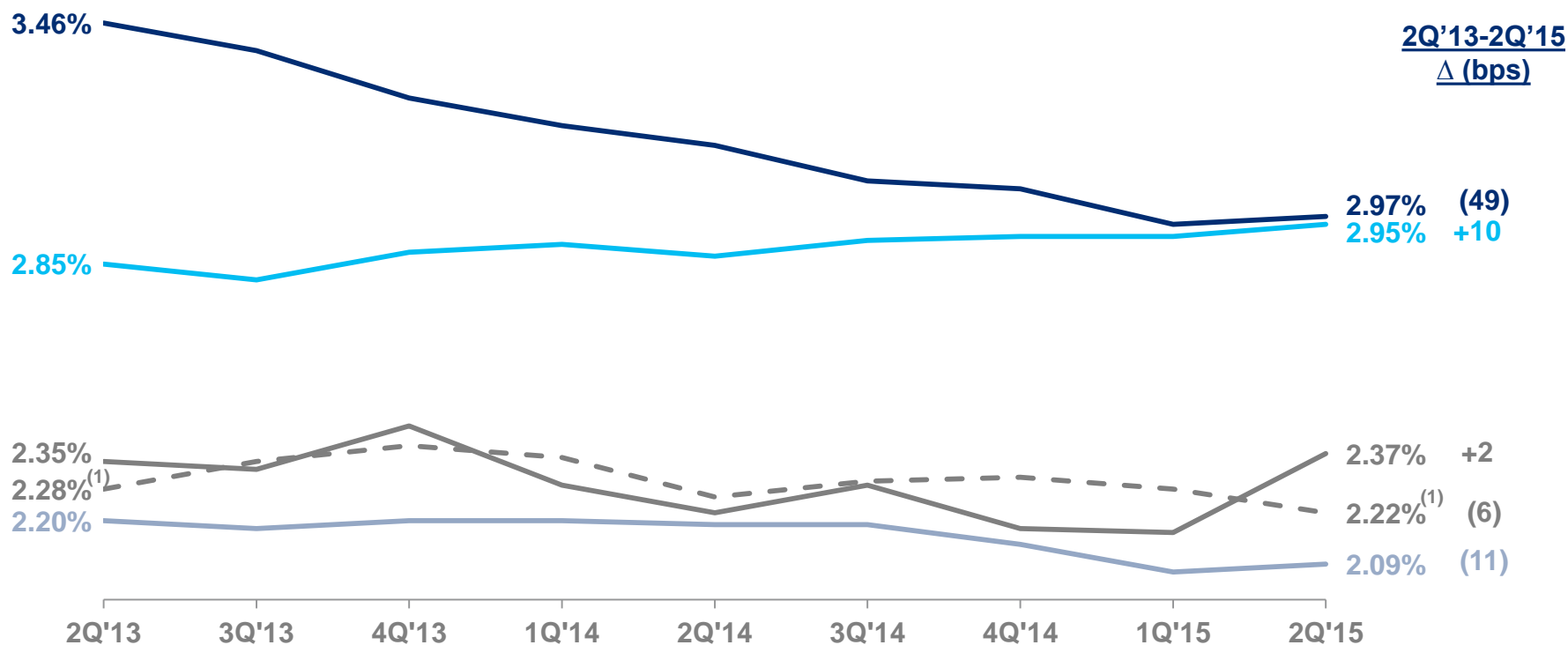


Improving the cost and stability of the funding base

# 4 Expanding Net Interest Margin

## Comparable Net Interest Margin Trends

■ Citigroup ■ WFC ■ JPM ■ BAC



Disciplined balance sheet management driving NIM performance

<sup>13</sup> Note: Totals may not sum due to rounding. NIM (%) includes the taxable equivalent adjustment (based on the U.S. federal statutory tax rate of 35%).

(1) BAC's net interest margin excluding market-related adjustments, as disclosed in quarterly earnings presentations.

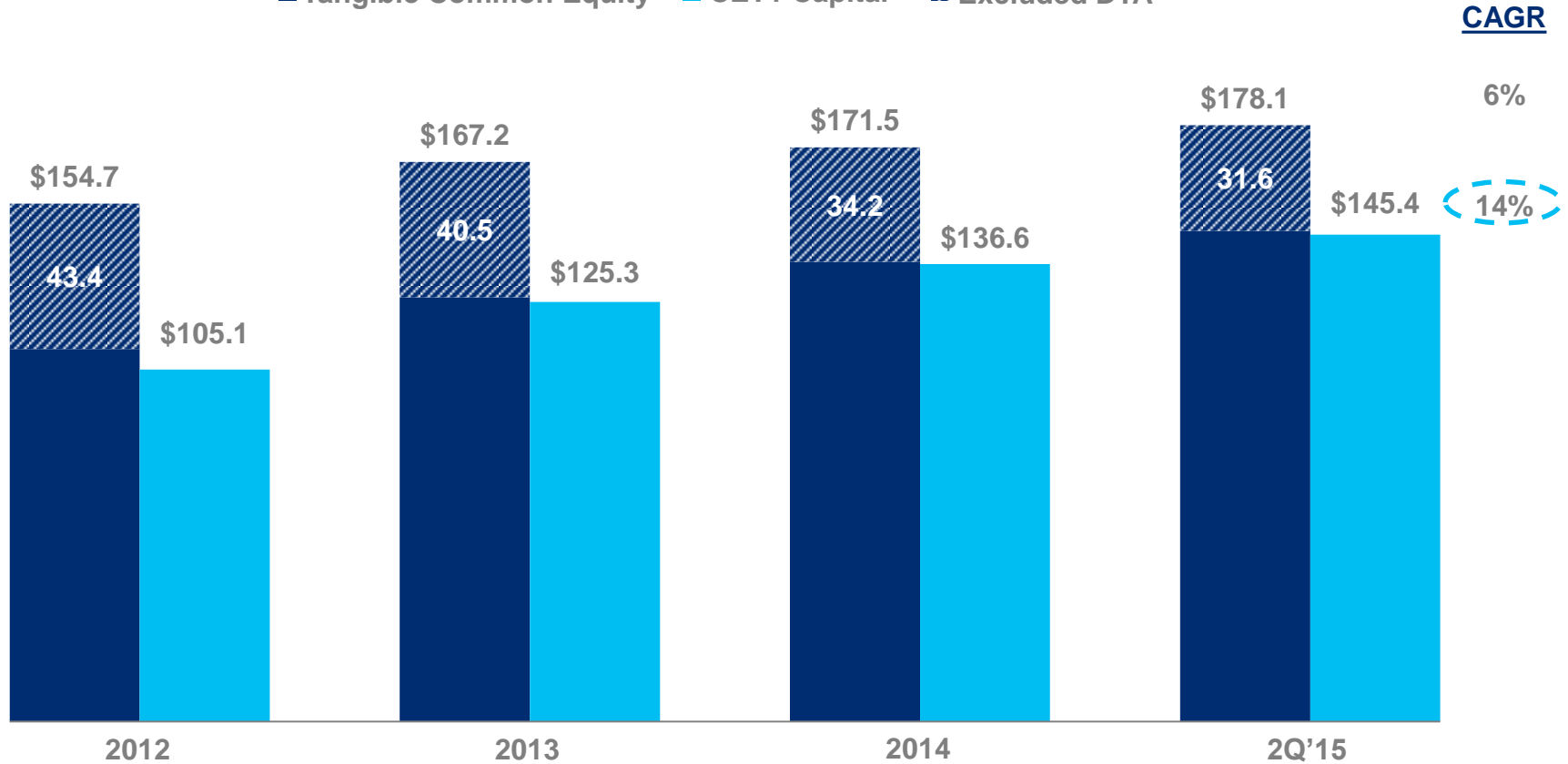


# 5 Building Book and Regulatory Capital

(\$B)

## Tangible Common Equity (TCE)<sup>(1)</sup> and Common Equity Tier 1 (CET1) Capital<sup>(2)</sup>

■ Tangible Common Equity ■ CET1 Capital ■ Excluded DTA<sup>(3)</sup>



Accelerated CET1 capital generation driven by DTA utilization

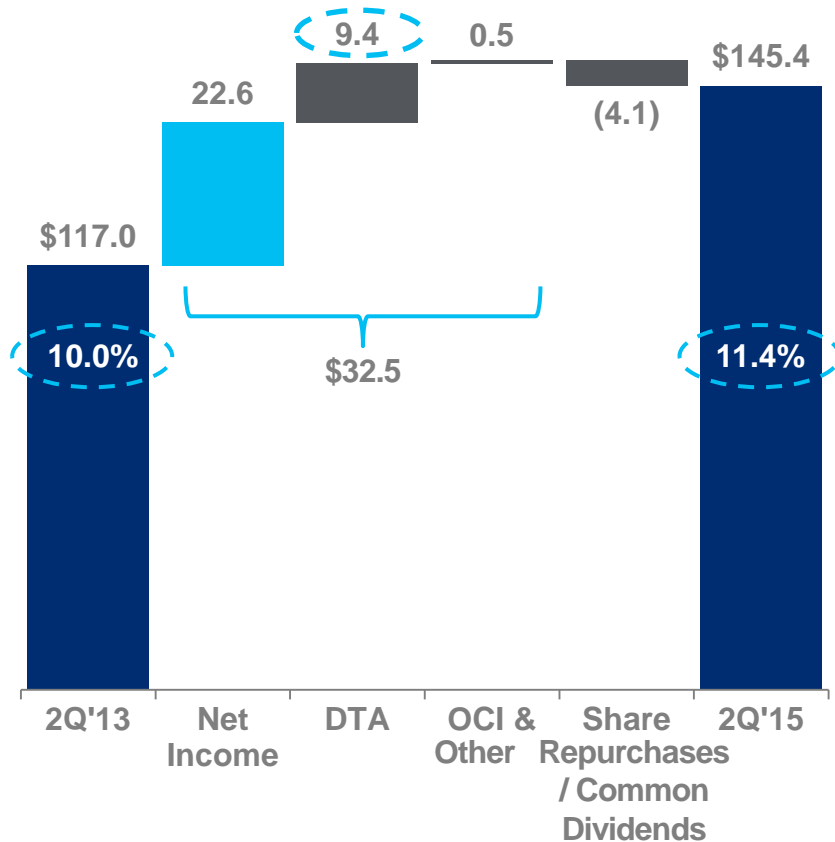
Note: Totals may not sum due to rounding.

- (1) 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 22.
- (2) Common Equity Tier 1 (CET1) Capital is a non-GAAP financial measure. For additional information, please refer to Slide 21.
- (3) Represents the amount of deferred tax assets (DTA) that are included in TCE but excluded when calculating CET1 capital.

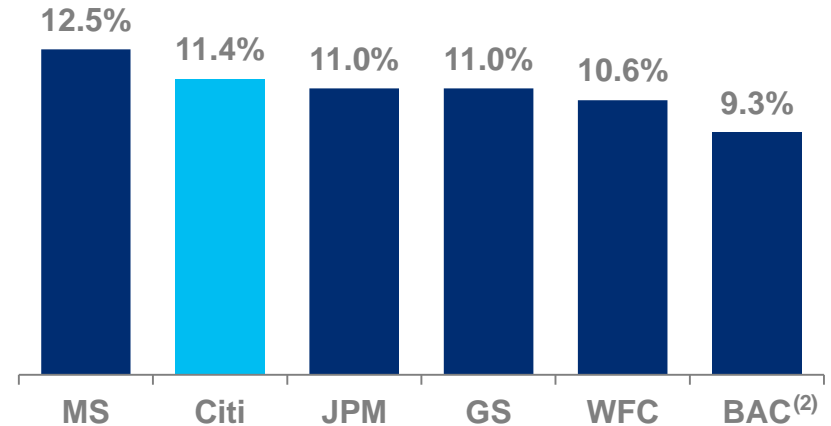
# 5 Differentiated Capital Position

(\$B)

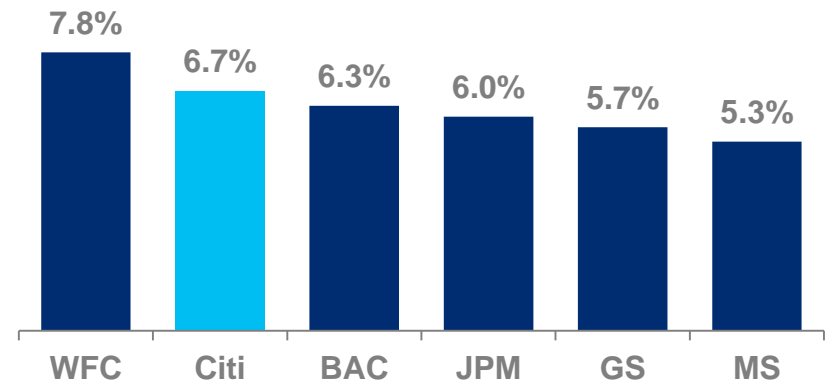
## Common Equity Tier 1 Capital Walk



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



## Supplementary Leverage Ratio (SLR)<sup>(3)</sup>



**Strong capital position with differentiated ability to accelerate CET1 build**

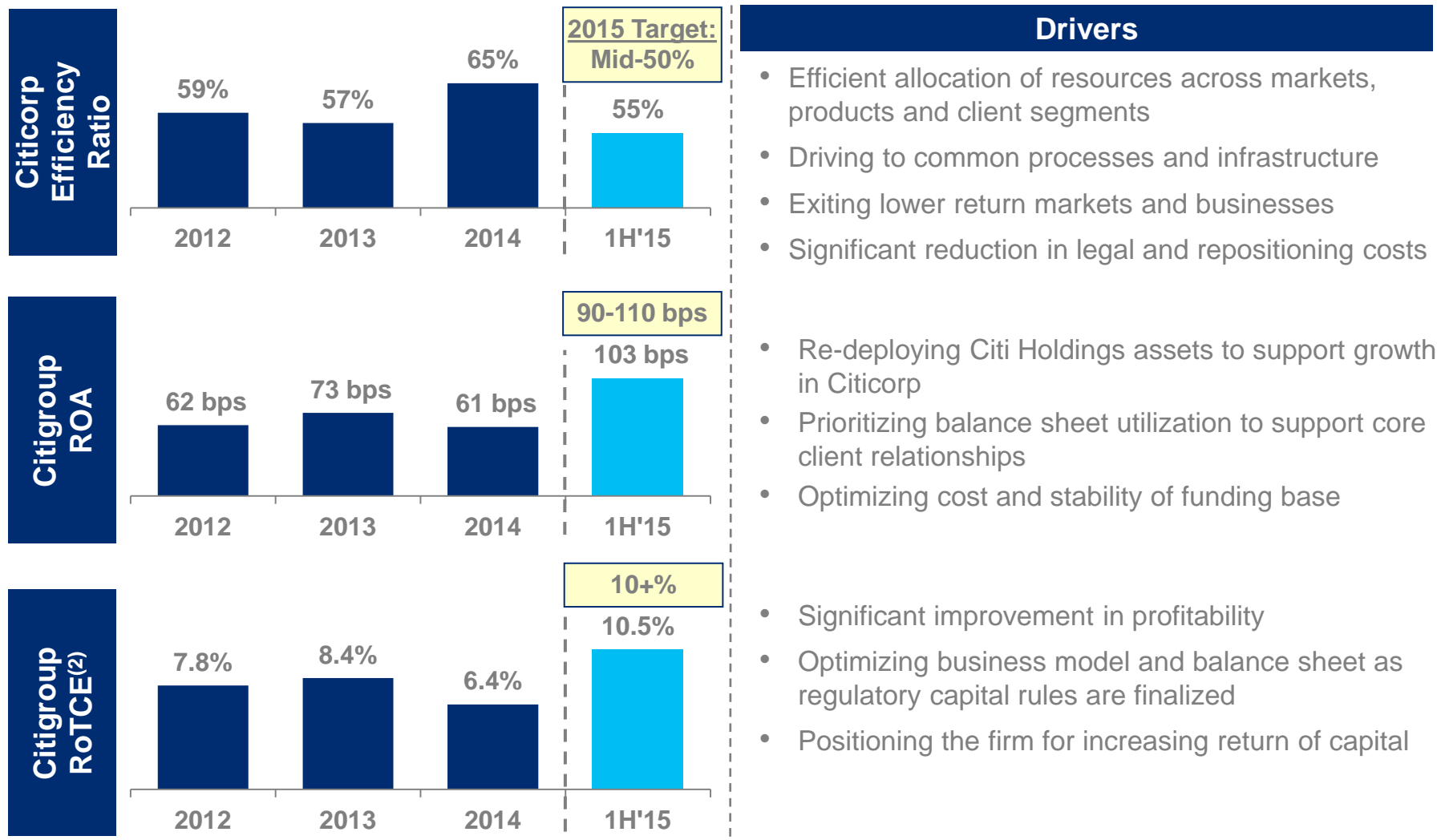
Note: Totals may not sum due to rounding.

(1) As of June 30, 2015. Common Equity Tier 1 (CET1) capital ratios reflect full implementation of the U.S. Basel III rules and represent the lower of the risk-based capital ratios calculated under the Basel III Standardized Approach and Basel III Advanced Approaches methodologies.

(2) On September 3, 2015 BAC announced it received approval to exit parallel run. BAC estimates a pro-forma CET1 ratio of 9.3%, as of June 30, 2015, under the Basel III Advanced Approaches methodology.

(3) As of June 30, 2015. SLR, which is a non-GAAP financial measure, reflects full implementation of the U.S. Basel III rules. For additional information, please refer to Slide 22.

# Progress Towards 2015 Financial Targets<sup>(1)</sup>



Note: Totals may not sum due to rounding.

(1) Adjusted results, which exclude, as applicable: CVA / DVA in all periods; gains / (losses) on minority investments; the impact of the mortgage settlement in 2Q'14; the impact of the Credicard divestiture in 4Q'13; the net fraud loss in 4Q'13; tax items in 3Q'12, 3Q'13 and 1Q'14; and repositioning charges in 4Q'12. For a reconciliation of the adjusted results to the reported results, please refer to Slide 23.

(2) Return on Tangible Common Equity (RoTCE) is a non-GAAP financial measure. For additional information on this measure, please refer to Slide 23.

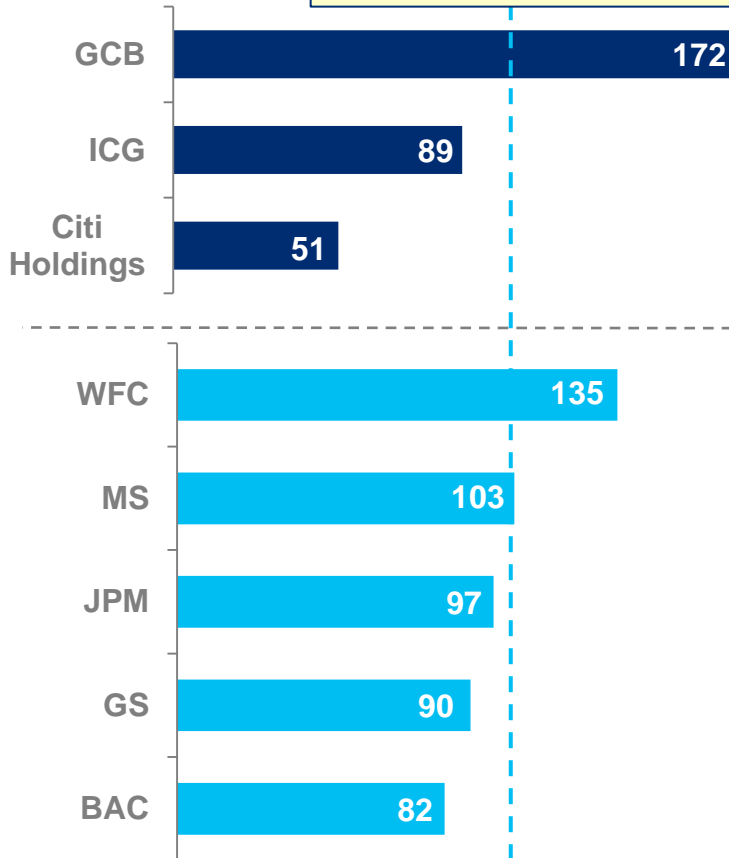


# Strong Returns on Assets and CET1 – 1H'15

## Return on Assets<sup>(1,2)</sup>

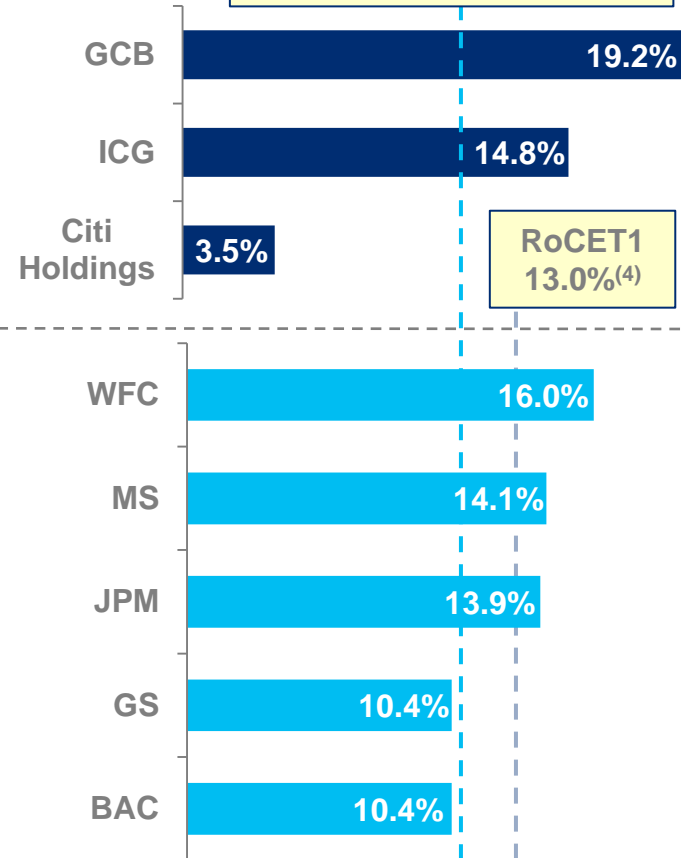
(bps)

Citigroup ROA = 103 bps



## Return on Tangible Common Equity<sup>(1,3)</sup>

Citigroup RoTCE = 10.5%



Note: Totals may not sum due to rounding.

(1) Citigroup results adjusted to exclude CVA / DVA. Please refer to Slides 23 and 24 for a reconciliation of this information to reported results. Peer results as reported.

(2) Return on Assets (ROA) defined as net income (before preferred dividends) divided by average assets.

(3) Return on Tangible Common Equity (RoTCE) defined as net income less preferred dividends divided by average tangible common equity. Tangible common equity allocated to GCB, ICG and Citi Holdings based on estimated full year 2015 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 22.

(4) Return on Common Equity Tier 1 Capital (RoCET1) defined as net income less preferred dividends divided by average Common Equity Tier 1 (CET1) capital.

# Conclusions

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## **Strong competitive position**

- Unique global business model
- Well-defined strategy
- Strong balance sheet

## **Disciplined approach**

- Focused on high quality target client segments
- Creating capacity for investment within overall efficiency targets
- Optimizing balance sheet for efficiency and returns
- Winding down Citi Holdings in an economically rational manner

## **Focused on improving returns**

- Generating consistent, high quality earnings
- Accelerating regulatory capital build through DTA utilization
- Positioning Citi for increasing return of capital over time

Certain statements in this presentation 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, among others, 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 2014 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 located to the right of the word.

citi®

# Non-GAAP Financial Measures – Reconciliations

(\$MM)

## Common Equity Tier 1 Capital Ratio and Components<sup>(1,2)</sup>

	6/30/2015	12/31/2014	12/31/2013	12/31/2012
<b>Citigroup Common Stockholders' Equity<sup>(3)</sup></b>	<b>\$205,610</b>	<b>\$199,841</b>	<b>\$197,347</b>	<b>\$186,155</b>
Add: Qualifying noncontrolling interests	146	165	182	171
<b>Regulatory Capital Adjustments and Deductions:</b>				
Less:				
Accumulated net unrealized losses on cash flow hedges, net of tax <sup>(4)</sup>	(731)	(909)	(1,245)	(2,293)
Cumulative unrealized net gain related to changes in fair value of financial liabilities attributable to own creditworthiness, net of tax <sup>(5)</sup>	474	279	177	587
Intangible Assets:				
Goodwill, net of related deferred tax liabilities (DTLs) <sup>(6)</sup>	22,312	22,805	24,518	25,488
Identifiable intangible assets other than mortgage servicing rights (MSRs), net of related DTLs	4,153	4,373	4,950	5,632
Defined benefit pension plan net assets	815	936	1,125	732
Deferred tax assets (DTAs) arising from net operating loss, foreign tax credit and general business credit carry-forwards	23,760	23,626	26,438	29,100
Excess over 10% / 15% limitations for other DTAs, certain common stock investments and MSRs <sup>(7)</sup>	9,538	12,299	16,217	21,940
<b>Common Equity Tier 1 Capital (CET1)</b>	<b>\$145,435</b>	<b>\$136,597</b>	<b>\$125,349</b>	<b>\$105,140</b>
<b>Risk-Weighted Assets (RWA)</b>	<b>\$1,278,593</b>	<b>\$1,292,605</b>	<b>\$1,185,443</b>	<b>\$1,205,820</b>
<b>Common Equity Tier 1 Capital Ratio (CET1 / RWA)</b>	<b>11.4%</b>	<b>10.6%</b>	<b>10.6%</b>	<b>8.7%</b>

Note:

- (1) Citi's Common Equity Tier 1 Capital ratio and related components reflect full implementation of the U.S. Basel III rules. Risk-weighted assets are based on the Basel III Advanced Approaches for determining total risk-weighted assets.
- (2) Certain reclassifications have been made to the prior periods' presentation to conform to the current period's presentation.
- (3) Excludes issuance costs related to preferred stock outstanding in accordance with Federal Reserve Board regulatory reporting requirements.
- (4) Citi's 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.
- (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. At June 30, 2015, the deduction related only to DTAs arising from temporary differences.

# Non-GAAP Financial Measures – Reconciliations

(\$MM, except per share amounts)

## Tangible Book Value Per Share<sup>(1)</sup>

	6/30/2015	12/31/2014	12/31/2013	12/31/2012	12/31/2011
<b>Total Citigroup Stockholders' Equity</b>	<b>\$219,440</b>	<b>\$210,185</b>	<b>\$203,992</b>	<b>\$188,717</b>	<b>\$177,525</b>
Less: Preferred Stock	13,968	10,468	6,738	2,562	312
<b>Common Equity</b>	<b>\$205,472</b>	<b>\$199,717</b>	<b>\$197,254</b>	<b>\$186,155</b>	<b>\$177,213</b>
Less:					
Goodwill	23,012	23,592	25,009	25,673	25,413
Intangible Assets (other than Mortgage Servicing Rights)	4,071	4,566	5,056	5,697	6,600
Goodwill and Intangible Assets (other than Mortgage Servicing Rights) - Related to Assets Held for Sale	274	71	-	32	-
Net Deferred Tax Assets Related to Goodwill and Intangible Assets	-	-	-	32	44
<b>Tangible Common Equity (TCE)</b>	<b>\$178,115</b>	<b>\$171,488</b>	<b>\$167,189</b>	<b>\$154,721</b>	<b>\$145,156</b>
Common Shares Outstanding (CSO)	3,010	3,024	3,029	3,029	2,924
<b>Tangible Book Value Per Share (TCE / CSO)</b>	<b>\$59.18</b>	<b>\$56.71</b>	<b>\$55.19</b>	<b>\$51.08</b>	<b>\$49.64</b>

## Supplementary Leverage Ratio (SLR)

Citigroup's SLR, as based on the U.S. Basel III rules, 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.

22 Note: Totals may not sum due to rounding.

(1) Certain reclassifications have been made to the prior periods' presentation to conform to the current period's presentation.

# Non-GAAP Financial Measures – Reconciliations

(\$MM)

Citigroup	1H'15	2014	2013	2012	2011
<b>Reported Revenues (GAAP)</b>	\$39,206	\$77,219	\$76,724	\$69,530	\$77,635
Impact of:					
CVA / DVA	239	(390)	(342)	(2,330)	1,806
MSSB	-	-	-	(4,684)	-
HDFC	-	-	-	1,116	199
Akbank	-	-	-	(1,605)	-
SPDB	-	-	-	542	-
<b>Adjusted Revenues</b>	<b>\$38,967</b>	<b>\$77,609</b>	<b>\$77,066</b>	<b>\$76,491</b>	<b>\$75,630</b>
<b>Reported Expenses (GAAP)</b>	<b>\$21,812</b>	<b>\$55,051</b>	<b>\$48,408</b>	<b>\$50,036</b>	<b>\$50,180</b>
Impact of:					
HDFC	-	-	-	(4)	-
Net Fraud Loss	-	-	(360)	-	-
Mortgage Settlement	-	(3,749)	-	-	-
4Q Repositioning	-	-	-	(1,028)	(428)
<b>Adjusted Expenses</b>	<b>\$21,812</b>	<b>\$51,302</b>	<b>\$48,048</b>	<b>\$49,004</b>	<b>\$49,752</b>
<b>Adjusted Efficiency Ratio</b>	<b>56%</b>	<b>66%</b>	<b>62%</b>	<b>64%</b>	<b>66%</b>
<b>Reported Net Income (GAAP)</b>	<b>\$9,616</b>	<b>\$7,310</b>	<b>\$13,659</b>	<b>\$7,491</b>	<b>\$10,996</b>
Impact of:					
CVA / DVA	149	(240)	(213)	(1,446)	1,125
MSSB	-	-	-	(2,897)	-
HDFC	-	-	-	722	128
Akbank	-	-	-	(1,037)	-
SPDB	-	-	-	349	-
Net Fraud Loss in Mexico	-	-	(235)	-	-
Credicard	-	-	189	-	-
Tax Item	-	(210)	176	582	-
Mortgage Settlement	-	(3,726)	-	-	-
4Q Repositioning	-	-	-	(653)	(275)
<b>Adjusted Net Income</b>	<b>\$9,467</b>	<b>\$11,486</b>	<b>\$13,742</b>	<b>\$11,871</b>	<b>\$10,018</b>
Preferred Dividends	330	511	194	26	26
<b>Adjusted Net Income to Common</b>	<b>\$9,137</b>	<b>\$10,975</b>	<b>\$13,548</b>	<b>\$11,845</b>	<b>\$9,992</b>
<b>Average Assets (\$B)</b>	<b>\$1,846</b>	<b>\$1,897</b>	<b>\$1,883</b>	<b>\$1,911</b>	<b>\$1,953</b>
<b>Adjusted ROA</b>	<b>1.03%</b>	<b>0.61%</b>	<b>0.73%</b>	<b>0.62%</b>	<b>0.51%</b>
<b>Average TCE (\$B)</b>	<b>\$175</b>	<b>\$171</b>	<b>\$161</b>	<b>\$151</b>	<b>\$140</b>
<b>Adjusted RoTCE</b>	<b>10.5%</b>	<b>6.4%</b>	<b>8.4%</b>	<b>7.8%</b>	<b>7.2%</b>

Citicorp	1H'15	2014	2013	2012	2011
<b>Reported Revenues (GAAP)</b>	\$35,699	\$69,370	\$69,949	\$68,061	\$68,993
Impact of:					
CVA / DVA	234	(343)	(345)	(2,487)	1,732
HDFC	-	-	-	1,116	199
Akbank	-	-	-	(1,605)	-
SPDB	-	-	-	542	-
<b>Adjusted Revenues</b>	<b>\$35,465</b>	<b>\$69,713</b>	<b>\$70,294</b>	<b>\$70,495</b>	<b>\$67,062</b>
<b>Reported Expenses (GAAP)</b>	<b>\$19,551</b>	<b>\$45,362</b>	<b>\$40,498</b>	<b>\$42,672</b>	<b>\$41,782</b>
Impact of:					
HDFC	-	-	-	(4)	-
Net Fraud Loss in Mexico	-	-	(360)	-	-
4Q Repositioning	-	-	-	(951)	(368)
<b>Adjusted Expenses</b>	<b>\$19,551</b>	<b>\$45,362</b>	<b>\$40,138</b>	<b>\$41,717</b>	<b>\$41,414</b>
<b>Adjusted Efficiency Ratio</b>	<b>55%</b>	<b>65%</b>	<b>57%</b>	<b>59%</b>	<b>62%</b>
<b>Reported Net Income (GAAP)</b>	<b>\$9,307</b>	<b>\$10,790</b>	<b>\$15,546</b>	<b>\$14,085</b>	<b>\$15,150</b>
Impact of:					
CVA / DVA	146	(211)	(214)	(1,543)	1,081
HDFC	-	-	-	722	128
Akbank	-	-	-	(1,037)	-
SPDB	-	-	-	349	-
Net Fraud Loss in Mexico	-	-	(235)	-	-
Credicard	-	-	189	-	-
Tax Item	-	(210)	176	582	-
4Q Repositioning	-	-	-	(604)	(237)
<b>Adjusted Net Income</b>	<b>\$9,161</b>	<b>\$11,211</b>	<b>\$15,630</b>	<b>\$15,616</b>	<b>\$14,178</b>
<b>Average Assets (\$B)</b>	<b>\$1,725</b>	<b>\$1,753</b>	<b>\$1,711</b>	<b>\$1,677</b>	<b>\$1,649</b>
<b>Adjusted ROA</b>	<b>1.07%</b>	<b>0.64%</b>	<b>0.91%</b>	<b>0.93%</b>	<b>0.86%</b>

# Non-GAAP Financial Measures – Reconciliations

(\$MM)

<b>Institutional Clients Group</b>	<b>1H'15</b>	<b>Citicorp Business Revenue</b>	<b>LTM'15</b>	<b>LTM'14</b>
<b>Reported Revenues (GAAP)</b>	\$17,906	<b>Markets &amp; Securities Services</b>		
Impact of:		<b>Reported Revenues (GAAP)</b>	\$16,188	\$15,764
CVA / DVA	234	Impact of:		
<b>Adjusted Revenues</b>	\$17,672	CVA / DVA	(62)	(533)
<b>Reported Expenses (GAAP)</b>	\$9,453	<b>Adjusted Revenues</b>	\$16,250	\$16,297
<b>Adjusted Efficiency Ratio</b>	53%	Impact of:		
<b>Reported Net Income (GAAP)</b>	\$5,748	FX Translation	-	(291)
Impact of:		<b>Adjusted Revenues in Constant \$</b>	\$16,250	\$16,005
CVA / DVA	146	<b>Banking</b>		
<b>Adjusted Net Income</b>	\$5,602	<b>Reported Revenues (GAAP)</b>	\$17,214	\$16,064
<b>Average Assets (\$B)</b>	\$1,276	Impact of:		
<b>Adjusted ROA</b>	0.89%	CVA / DVA	(8)	(3)
<b>Average TCE (\$B)</b>	\$76	Gains / (Losses) on Loan Hedges	163	(347)
<b>Adjusted RoTCE</b>	14.8%	<b>Adjusted Revenues</b>	\$17,059	\$16,414
		Impact of:		
		FX Translation	-	(499)
		<b>Adjusted Revenues in Constant \$</b>	\$17,059	\$15,916
		<b>International GCB</b>		
		<b>Reported Revenues (GAAP)</b>	\$15,531	\$16,376
		Impact of:		
		FX Translation	-	(1,156)
		<b>Revenues in Constant \$</b>	\$15,531	\$15,219
<b>Global Consumer Banking</b>	<b>1H'15</b>			
<b>Net Income (GAAP)</b>	\$3,355			
<b>Average Assets (\$B)</b>	\$394			
<b>ROA</b>	1.72%			
<b>Average TCE (\$B)</b>	\$35			
<b>RoTCE</b>	19.2%			
<b>Citi Holdings</b>	<b>1H'15</b>			
<b>Net Income (GAAP)</b>	\$309			
Impact of:				
CVA / DVA	3			
<b>Adjusted Net Income</b>	\$306			
<b>Average Assets (\$B)</b>	\$122			
<b>Adjusted ROA</b>	0.51%			
<b>Average TCE (\$B)</b>	\$17			
<b>Adjusted RoTCE</b>	3.5%			