

|  | $\begin{gathered} 1 Q \\ 2007 \\ \hline \end{gathered}$ |  | $\begin{gathered} 2 \mathrm{Q} \\ 2007 \end{gathered}$ |  | $\begin{gathered} 3 Q \\ 2007 \end{gathered}$ |  | $\begin{gathered} 4 \mathrm{Q} \\ 2007 \\ \hline \end{gathered}$ |  | $\begin{gathered} 1 \mathrm{Q} \\ 2008 \\ \hline \end{gathered}$ |  | $\begin{gathered} 2 \mathrm{Q} \\ 2008 \\ \hline \end{gathered}$ |  | $\begin{gathered} 3 Q \\ 2008 \\ \hline \end{gathered}$ |  | $\begin{gathered} 4 \mathrm{Q} \\ 2008 \\ \hline \end{gathered}$ |  | 4 Q 08 vs. 4Q07 Increasel (Decrease) | $\begin{aligned} & \text { Full } \\ & \text { Year } \\ & 2007 \\ & \hline \end{aligned}$ |  | $\begin{aligned} & \text { Full } \\ & \text { Year } \\ & 2008 \end{aligned}$ |  | $\begin{gathered} \text { YTD } 2008 \text { vs. } \\ \text { YTD } 2007 \text { Increase/ } \\ \text { (Decrease) } \\ \hline \end{gathered}$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Total Revenues, Net of Interest Expense | \$ | 24,646 | \$ | 25,790 | \$ | 21,640 | \$ | 6,419 | \$ | 12,441 | \$ | 18,077 | \$ | 16,680 | \$ | 5,595 | (13\%) | \$ | 78,495 | \$ | 52,793 | (33\%) |
| Total Operating Expenses |  | 15,121 |  | 14,429 |  | 14,152 |  | 16,100 |  | 15,775 |  | 15,644 |  | 14,425 |  | 15,348 | (5\%) |  | 59,802 |  | 61,192 | 2\% |
| Provision for Loan Losses and for Benefits and Claims |  | 2,810 |  | 2,579 |  | 4,867 |  | 7,661 |  | 5,852 |  | 7,100 |  | 9,067 |  | 12,695 | 66\% |  | 17,917 |  | 34,714 | 94\% |
| Income Taxes |  | 1,797 |  | 2,619 |  | 492 |  | $(7,406)$ |  | $(3,939)$ |  | $(2,404)$ |  | $(3,294)$ |  | $(10,002)$ | (35\%) |  | $(2,498)$ |  | $(19,639)$ | nм |
| Minority Interest |  | 47 |  | 123 |  | 20 |  | 95 |  | (21) |  | 76 |  | (95) |  | (309) | nм |  | 285 |  | (349) | nм |
| Income (Loss) from Continuing Operations | \$ | 4,871 | \$ | 6,040 | \$ | 2,109 | \$ | $(10,031)$ | \$ | $(5,226)$ | \$ | $(2,339)$ | \$ | $(3,423)$ | \$ | $(12,137)$ | (21\%) | \$ | 2,989 | \$ | (23,125) | NM |
| Discontinued Operations, After-tax |  | 141 |  | 186 |  | 103 |  | 198 |  | 115 |  | (156) |  | 608 |  | 3,843 | NM |  | 628 |  | 4,410 | NM |
| Net Income (Loss) | \$ | 5,012 | \$ | 6,226 | \$ | 2,212 | \$ | $(9,833)$ | \$ | $(5,111)$ | \$ | $(2,495)$ | \$ | $(2,815)$ | \$ | $(8,294)$ | 16\% | \$ | 3,617 | \$ | $(18,715)$ | мм |
| Diluted Earnings Per Share: |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Income (Loss) from Continuing Operations | \$ | 0.98 | \$ | 1.21 | \$ | 0.42 | \$ | (2.03) (1) | \$ | (1.04) (1) | \$ | (0.51) ${ }^{(1)}$ | \$ | (0.71) ${ }^{(1)}$ | \$ | (2.44) ${ }^{(1)}$ | (20\%) | \$ | 0.59 | \$ | (4.72) ${ }^{(1)}$ | NM |
| Net Income (Loss) | \$ | 1.01 | \$ | 1.24 | \$ | 0.44 | \$ | (1.99) (1) | \$ | (1.02) (1) | \$ | (0.54) ${ }^{(1)}$ | \$ | (0.60) ${ }^{(1)}$ | \$ | (1.72) ${ }^{(1)}$ | 14\% | \$ | 0.72 | \$ | (3.88) ${ }^{(1)}$ | nм |
| Shares (in millions): |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Average Basic |  | 4,877.0 |  | 4,898.3 |  | 4,916.1 |  | 4,931.9 |  | 5,085.6 |  | 5,287.4 |  | 5,341.8 |  | 5,346.9 | 8\% |  | 4,905.8 |  | 5,265.4 |  |
| Average Diluted |  | 4,967.9 |  | 4,992.9 |  | 5,010.9 |  | 5,009.3 |  | 5,591.1 |  | 5,800.0 |  | 5,867.3 |  | 5,922.0 | 18\% |  | 4,995.3 |  | 5,795.1 |  |
| Common Shares Outstanding, at period end |  | 4,946.4 |  | 4,974.6 |  | 4,981.1 |  | 4,994.6 |  | 5,249.8 |  | 5,445.4 |  | 5,449.5 |  | 5,450.1 | 9\% |  |  |  |  |  |
| Preferred Dividends - Basic (in millions) (2) | \$ | 16 | \$ | 14 | \$ | 6 | \$ | - | \$ | 83 | \$ | 361 | \$ | 389 | + | 899 |  | \$ | 36 | \$ | 1,732 |  |
| Preferred Dividends - Diluted (in millions) (2) | \$ | 16 | \$ | 14 | \$ | 6 | \$ | - | \$ | 17 | \$ | 91 | \$ | 119 | \$ | 628 |  | \$ | 36 | \$ | 855 |  |
| Income Available to Common Shareholders - Basic |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Income (Loss) from Continuing Operations | \$ | 4,855 | \$ | 6,026 | \$ | 2,103 | \$ | $(10,031)$ | \$ | $(5,309)$ | \$ | $(2,700)$ | \$ | $(3,812)$ | \$ | (13,036) | (30\%) | \$ | 2,953 | \$ | $(24,857)$ | nM |
| Net Income (Loss) | \$ | 4,996 | \$ | 6,212 | \$ | 2,206 | \$ | $(9,833)$ | \$ | $(5,194)$ | \$ | $(2,856)$ | \$ | $(3,204)$ | \$ | $(9,193)$ | 7\% | \$ | 3,581 | \$ | $(20,447)$ | nм |
| Income Available to Common Shareholders - Diluted |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Income (Loss) from Continuing Operations | \$ | 4,855 | \$ | 6,026 | \$ | 2,103 | \$ | $(10,031)$ | \$ | $(5,243)(1)$ | \$ | $(2,430)(1)$ | \$ | $(3,542)(1)$ | \$ | $(12,765)(1)$ | (27\%) | \$ | 2,953 | \$ | $(23,980)(1)$ | nM |
| Net Income (Loss) | \$ | 4,996 | \$ | 6,212 | \$ | 2,206 | \$ | $(9,833)$ | \$ | $(5,128)(1)$ | \$ | $(2,586)(1)$ | \$ | $(2,934)$ (1) | \$ | $(8,922)(1)$ | 9\% | \$ | 3,581 | \$ | $(19,570)(1)$ | nм |
| Financial Ratios: |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Tier 1 Capital Ratio |  | 8.26\% |  | 7.91\% |  | 7.32\% |  | 7.12\% |  | 7.74\% |  | 8.74\% |  | 8.19\% |  | 11.8\% |  |  |  |  |  |  |
| Total Capital Ratio |  | 11.48\% |  | 11.23\% |  | 10.61\% |  | 10.70\% |  | 11.22\% |  | 12.29\% |  | 11.68\% |  | 15.6\% |  |  |  |  |  |  |
| Leverage Ratio |  | 4.84\% |  | 4.37\% |  | 4.13\% |  | 4.03\% |  | 4.39\% |  | 5.04\% |  | 4.70\% |  | 6.0\% |  |  |  |  |  |  |
| Return on Common Equity |  | 17.1\% |  | 20.1\% |  | 6.9\% |  | (32.4\%) |  | (18.6\%) |  | (10.4\%) |  | (12.2\%) |  | (42.0\%) |  |  | 2.9\% |  | (19.8\%) |  |
| Balance Sheet Data, EOP (in billions, except Book Value per Share): |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Total Assets | \$ | 2,020.8 | \$ | 2,220.7 | \$ | 2,358.1 | \$ | 2,187.5 | \$ | 2,199.7 | \$ | 2,100.4 | \$ | 2,050.1 | \$ | 1,945.3 | (11\%) |  |  |  |  |  |
| Trading Account Assets |  | 460.1 |  | 538.3 |  | 581.2 |  | 539.0 |  | 578.4 |  | 505.4 |  | 457.5 |  | 380.0 | (29\%) |  |  |  |  |  |
| Total Loans |  | 693.3 |  | 742.9 |  | 774.0 |  | 778.0 |  | 789.8 |  | 746.8 |  | 717.0 |  | 694.5 | (11\%) |  |  |  |  |  |
| Total Deposits |  | 738.5 |  | 771.8 |  | 812.9 |  | 826.2 |  | 831.2 |  | 803.6 |  | 780.3 |  | 774.2 | (6\%) |  |  |  |  |  |
| Stockholders' Equity |  | 121.9 |  | 127.6 |  | 127.0 |  | 113.4 |  | 128.1 |  | 136.4 |  | 126.1 |  | 150.8 | 33\% |  |  |  |  |  |
| Equity and Trust Securities |  | 131.3 |  | 137.8 |  | 138.7 |  | 137.2 |  | 152.2 |  | 160.1 |  | 149.7 |  | 174.7 | 27\% |  |  |  |  |  |
| Book Value Per Share | \$ | 24.45 | \$ | 25.53 | \$ | 25.45 | \$ | 22.71 | \$ | 20.70 | \$ | 20.01 | \$ | 18.10 | \$ | 14.70 | (35\%) |  |  |  |  |  |
| Direct Staff (in thousands) |  | 343 |  | 361 |  | 371 |  | 375 |  | 369 |  | 363 |  | 352 |  | 323 | (14\%) |  |  |  |  |  |
| (1) The Diluted EPS calculation for the fourth quarter of 2007, first, second, third and fourth quarters of 2008 utilizes Basic Shares and Income available to common shareholders (Basic) due to the Net Loss. Using actual Diluted shares and Income available to common shareholders (Diluted) would result in anti-dilution. |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| (2) Beginning in the fourth quarter of 2008, preferred stock dividends (subject to declaration) will vary quarter-to-quarter due to Series E being declared on a semi-annual basis compared to a quarterly basis for all other series. |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| (3) Asia includes Japan, Latin America includes Mexico, and North America includes U.S., Canada and Puerto Rico. |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| NM Not meaningful |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Reclassified to conform to the current period's presentation. |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| * Preliminary |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |

Revenues
Interest revenue
interest expense
Net interest revenue
Commissions and fees
Principal transactions
dministrative and other fiduciary fees
Realized gains (losses) from sales of investments
nsurance premiums
Other revenue
Total non-interest revenues
Total revenues, net of interest expense

Provision for loan losses
Policyholder benefits and claims
Provision for unfunded lending commitments
Total provisions for credit losses and for benefits and claims

## Operating Expenses <br> Compensation and benefits <br> remises and Equipment Technology / communication expense <br> dvertising and marketing expense

Restructuring-related items
ther operating
Total operating expenses
come (Loss) from Continuing Operations before Incom
Taxes and Minority Interest
rovision (benefits) for income taxes
Minority interest, net of income taxe
Income (Loss) from Continuing Operations

## iscontinued Operations (1)

Income from Discontinued Operations Grovision (benefits) for income Sale
ncome from Discontinued Operations, ne

## et Income (Loss)

| $\begin{gathered} 1 Q \\ 2007 \\ \hline \end{gathered}$ |  | $\begin{gathered} 2 Q \\ 2007 \end{gathered}$ |  | $\begin{gathered} 3 Q \\ 2007 \\ \hline \end{gathered}$ |  | $\begin{gathered} 4 \mathrm{Q} \\ 2007 \end{gathered}$ |  | $\begin{gathered} 1 Q \\ 2008 \\ \hline \end{gathered}$ |  | $\begin{gathered} 2 Q \\ 2008 \\ \hline \end{gathered}$ |  | $\begin{gathered} 3 Q \\ 2008 \\ \hline \end{gathered}$ |  | $\begin{gathered} 4 \mathrm{Q} \\ 2008 \\ \hline \end{gathered}$ |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| \$ | 27,417 | \$ | 29,889 | \$ | 32,267 | \$ | 31,856 | \$ | 29,190 | \$ | 27,372 | \$ | 26,182 | \$ | 23,911 |
|  | 17,192 |  | 18,812 |  | 20,423 |  | 19,624 |  | 16,122 |  | 13,407 |  | 12,776 |  | 10,658 |
|  | 10,225 |  | 11,077 |  | 11,844 |  | 12,232 |  | 13,068 |  | 13,965 |  | 13,406 |  | 13,253 |
|  | 5,488 |  | 6,526 |  | 3,944 |  | 4,748 |  | 1,576 |  | 6,043 |  | 3,425 |  | 183 |
|  | 3,166 |  | 2,627 |  | (246) |  | $(17,633)$ |  | $(6,663)$ |  | $(5,589)$ |  | $(2,904)$ |  | $(7,032)$ |
|  | 1,941 |  | 2,234 |  | 2,460 |  | 2,497 |  | 2,298 |  | 2,289 |  | 2,165 |  | 1,808 |
|  | 473 |  | 119 |  | 263 |  | 313 |  | (119) |  | (139) |  | (605) |  | $(1,198)$ |
|  | 730 |  | 743 |  | 772 |  | 817 |  | 843 |  | 847 |  | 823 |  | 708 |
|  | 2,623 |  | 2,464 |  | 2,603 |  | 3,445 |  | 1,438 |  | 661 |  | 370 |  | $(2,127)$ |
|  | 14,421 |  | 14,713 |  | 9,796 |  | $(5,813)$ |  | (627) |  | 4,112 |  | 3,274 |  | $(7,658)$ |
| 24,646 |  |  | 25,790 |  | 21,640 |  | 6,419 |  | 12,441 |  | 18,077 |  | 16,680 |  | 5,595 |
| $\begin{array}{r} 2,549 \\ 261 \end{array}$ |  |  | 2,382 |  | 4,581 |  | 7,320 |  | 5,577 |  | 6,983 |  | 8,943 |  | 12,171 |
|  |  |  | 197 |  | 236 |  | 241 |  | 275 |  | 260 |  | 274 |  | 594 |
|  |  |  | - |  | 50 |  | 100 |  | - |  | (143) |  | (150) |  | (70) |
| 2,810 |  |  | 2,579 |  | 4,867 |  | 7,661 |  | 5,852 |  | 7,100 |  | 9,067 |  | 12,695 |
| 8,566 |  |  | 8,787 |  | 7,595 |  | 8,944 |  | 8,933 |  | 9,060 |  | 7,865 |  | 6,582 |
| 1,525 |  |  | 1,595 |  | 1,741 |  | 1,787 |  | 1,783 |  | 1,834 |  | 1,771 |  | 1,737 |
| 970 |  |  | 1,139 |  | 1,159 |  | 1,243 |  | 1,215 |  | 1,248 |  | 1,240 |  | 1,194 |
| 578 |  |  | 733 |  | 766 |  | 726 |  | 636 |  | 648 |  | 515 |  | 493 |
| 1,377 |  |  | 63 |  | 35 |  | 53 |  | 15 |  | (44) |  | 8 |  | 1,787 |
| 2,105 |  |  | 2,112 |  | 2,856 |  | 3,347 |  | 3,193 |  | 2,898 |  | 3,026 |  | 3,555 |
| 15,121 |  |  | 14,429 |  | 14,152 |  | 16,100 |  | 15,775 |  | 15,644 |  | 14,425 |  | 15,348 |
| 6,715 |  |  | 8,782 |  | 2,621 |  | $(17,342)$ |  | $(9,186)$ |  | $(4,667)$ |  | $(6,812)$ |  | $(22,448)$ |
| $\begin{array}{r} 1,797 \\ \hline \quad 47 \\ \hline \end{array}$ |  |  | 2,619 |  | 492 |  | $(7,406)$ |  | $(3,939)$ |  | $(2,404)$ |  | $(3,294)$ |  | $(10,002)$ |
|  |  |  | 123 |  | 20 |  | 95 |  | (21) |  | 76 |  | (95) |  | (309) |
| 4,871 |  |  | 6,040 |  | 2,109 |  | $(10,031)$ |  | $(5,226)$ |  | $(2,339)$ |  | $(3,423)$ |  | $(12,137)$ |
| 206 |  |  | 277 |  | 148 |  | 294 |  | 163 |  | 232 |  | 501 |  | 582 |
|  |  |  |  |  |  |  |  |  |  |  | (517) |  | 9 |  | 3,647 |
|  |  |  | 91 |  | 45 |  | 96 |  | 48 |  | (129) |  | (98) |  | 386 |
| 65 |  |  | 186 |  | 103 |  | 198 |  | 115 |  | (156) |  | 608 |  | 3,843 |
| \$ | 5,012 | \$ | 6,226 | \$ | 2,212 | \$ | $(9,833)$ | \$ | $(5,111)$ | \$ | $(2,495)$ | \$ | $(2,815)$ | \$ | $(8,294)$ |


| 4 Q 08 vs . 4Q07 Increasel (Decrease) |  | Full <br> 2007 |  | Full Year <br> 2008 | YTD 2008 vs. YTD 2007 Increase/ (Decrease) |
| :---: | :---: | :---: | :---: | :---: | :---: |
| (25\%) | \$ | 121,429 | \$ | 106,655 | (12\%) |
| (46\%) |  | 76,051 |  | 52,963 | (30\%) |
| 8\% |  | 45,378 |  | 53,692 | 18\% |
| (96\%) |  | 20,706 |  | 11,227 | (46\%) |
| 60\% |  | $(12,086)$ |  | $(22,188)$ | (84\%) |
| (28\%) |  | 9,132 |  | 8,560 | (6\%) |
| NM |  | 1,168 |  | $(2,061)$ | NM |
| (13\%) |  | 3,062 |  | 3,221 | 5\% |
| NM |  | 11,135 |  | 342 | (97\%) |
| (32\%) |  | 33,117 |  | (899) | NM |
| (13\%) |  | 78,495 |  | 52,793 | (33\%) |
| 66\% |  | 16,832 |  | 33,674 | 100\% |
| NM |  | 935 |  | 1,403 | 50\% |
| NM |  | 150 |  | (363) | NM |
| 66\% |  | 17,917 |  | 34,714 | 94\% |
| (26\%) |  | 33,892 |  | 32,440 | (4\%) |
| (3\%) |  | 6,648 |  | 7,125 | 7\% |
| (4\%) |  | 4,511 |  | 4,897 | 9\% |
| (32\%) |  | 2,803 |  | 2,292 | (18\%) |
| NM |  | 1,528 |  | 1,766 | 16\% |
| 6\% |  | 10,420 |  | 12,672 | 22\% |
| (5\%) |  | 59,802 |  | 61,192 | 2\% |
| (29\%) |  | 776 |  | $(43,113)$ | NM |
| (35\%) |  | $(2,498)$ |  | $(19,639)$ | NM |
| NM |  | 285 |  | (349) | NM |
| (21\%) |  | 2,989 |  | $(23,125)$ | NM |
|  |  | 925 |  | 1,478 |  |
|  |  |  |  | 3,139 |  |
|  |  | 297 |  | 207 |  |
|  |  | 628 |  | 4,410 |  |
| 16\% | \$ | 3,617 |  | $(18,715)$ | NM |

(1) Discontinued Operations includes
a) The sale of substantially all of Citigroup's CitiCapital equipment finance unit to General Electric.

## NM Not meaningful

Reclassified to conform to the current period's presentation

Asets
Cash and due from banks (including segregated cash and other deposits)
Deposits with banks
Fed funds sold and securities borr'd or purch under agree. to resel
Brokerage receivables
Trading account assets
Trading accou
Investments
Available-for-sale
Held-to-maturity
Total Investments
oans, net of unearned income
Consumer (2)
Corporate
, net of unearned income
Allowance for loan
Total loans, net
Goodwill
tangible assets (other than MSR's)
Mortgage serv
Other assets
Assets of discontinued operations held for sale (2)
Total assets
Liabilities
Non-interest-bearing deposits in U.S. office
Interest-bearing deposits in U.S. offices
on-interest-bearing deposits in offices outside the U.S.
interest-bearing deposits in offices outside the U.S.
otal deposits (2)
Fed funds purch and securities loaned or sold under agree. to repurch Brokerage payables
Trading account liabilities
Shor-term borrowin
Long-term debt
ong-term debt
Liabilities of discontinued operations held for sale (2)
otal liabilities

## tockholders' equity

Preferred Stock
Common Stock
Additional paid-in capital
etained earnings
Accumulated other compreh
Total stockholders' equity
Total liabilities and stockholders' equity

$\begin{array}{llllllllllllllll} \\ \$ & 39,296 & \$ & 41,740 & \$ & 38,842 & \$ & 40,859 & \$ & 43,779 & \$ & 49,636 & \$ & 61,694 & \$ & 60,070\end{array}$

| \$ | 39,296 | \$ | 41,740 | \$ | 38,842 | \$ | 40,859 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 198,840 |  | 196,481 |  | 211,147 |  | 225,198 |
|  | 36,328 |  | 39,132 |  | 43,052 |  | 43,335 |
|  | 464,057 |  | 494,408 |  | 519,809 |  | 516,838 |
|  | 738,521 |  | 771,761 |  | 812,850 |  | 826,230 |
|  | 393,670 |  | 394,143 |  | 440,369 |  | 304,243 |
|  | 88,722 |  | 96,528 |  | 94,830 |  | 84,951 |
|  | 173,902 |  | 217,992 |  | 215,623 |  | 182,082 |
|  | 111,179 |  | 167,139 |  | 194,304 |  | 146,488 |
|  | 310,768 |  | 340,077 |  | 364,526 |  | 427,112 |
|  | 82,121 |  | 105,472 |  | 108,651 |  | 102,927 |
|  | 18988883 |  | 2,093,112 |  | 2231.153 |  | 2,074,033 |


| \$ | 43,779 | \$ | 49,636 | \$ | 61,694 | \$ | 60,070 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 226,285 |  | 210,916 |  | 215,423 |  | 229,906 |
|  | 45,230 |  | 46,765 |  | 46,348 |  | 37,412 |
|  | 515,914 |  | 496,325 |  | 456,878 |  | 446,797 |
|  | 831,208 |  | 803,642 |  | 780,343 |  | 774,185 |
|  | 279,561 |  | 246,107 |  | 250,419 |  | 205,293 |
|  | 95,597 |  | 96,432 |  | 117,536 |  | 70,916 |
|  | 201,986 |  | 189,468 |  | 169,283 |  | 167,536 |
|  | 135,799 |  | 114,445 |  | 104,855 |  | 126,691 |
|  | 424,959 |  | 417,928 |  | 393,097 |  | 359,593 |
|  | 102,519 |  | 95,502 |  | 94,263 |  | 90,275 |
|  |  |  | 456 |  | 14,273 |  |  |
|  | 2,071,629 |  | 1,963,980 |  | 1,924,069 |  | 1,794,489 |


| 19,384 | 27,424 | 27,424 | 70,664 |
| :---: | :---: | :---: | :---: |
| 55 | 57 | 57 | 57 |
| 11,131 | 16,594 | 16,884 | 19,165 |
| 114,899 | 110,290 | 105,340 | 95,490 |
| $(10,020)$ | $(9,911)$ | $(9,642)$ | (9,582) |
| $(7,381)$ | $(8,049)$ | $(14,001)$ | (25,020 |
| 128,068 | 136,405 | 126,062 | 150,774 |
| 2,199,69 | 2,100, | 2,050,131 | 1,945,263 |

(1) Preliminary
(2) Assets and Liabilities of discontinued operations held-for-sale include $\$ 15.6$ billion of loans and $\$ 13.5$ billion of deposits at September 30,2008 , respectively, related to the announced sale of Citigroup's Retail Banking Operations in Germany
(3) Includes allowance for credit losses for letters of credit and unfunded lending commitments of $\$ 1,100$ million for the first and second
quarters of $2007, \$ 1,150$ million for the third quarter of 2007 and $\$ 1,250$ million for the fourth quarter of 2007 , respectively, $\$ 1,250$ million
for the first quarter of $2008, \$ 1,107$ million for the second quarter of 2008 , $\$ 957$ million for the third quarter of 2008 , and $\$ 887$ million for the fourth quarter of 2008
NM Not meaningful
Reclassified to conform to the current period's presentation.

| CITIGROUP -- NET INCOME SEGMENT VIEW (In millions of dollars) | $\begin{gathered} 1 Q \\ 2007 \\ \hline \end{gathered}$ |  | $\begin{gathered} 2 \mathrm{Q} \\ 2007 \\ \hline \end{gathered}$ |  | $\begin{gathered} 3 Q \\ 2007 \\ \hline \end{gathered}$ |  | $\begin{gathered} 4 \mathrm{Q} \\ 2007 \\ \hline \end{gathered}$ |  | $\begin{gathered} 1 Q \\ 2008 \\ \hline \end{gathered}$ |  | $\begin{gathered} 2 Q \\ 2008 \\ \hline \end{gathered}$ |  | $\begin{gathered} 3 Q \\ 2008 \\ \hline \end{gathered}$ |  | $\begin{gathered} 4 Q \\ 2008 \end{gathered}$ |  |  |  |  | $\begin{aligned} & \text { Full } \\ & \text { Year } \\ & 2008 \\ & \hline \end{aligned}$ |  | YTD 2008 vs. YTD 2007 Increasel (Decrease) |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Global Cards: $\quad$ [ - - - - - - - - - - |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| North America | \$ | 872 | \$ | 711 | \$ | 808 | \$ | 322 | \$ | 537 | \$ | 178 | \$ | (873) | \$ | (371) | NM | \$ | 2,713 | \$ | (529) | NM |
| EMEA |  | 38 |  | 44 |  | 30 |  | 120 |  | 42 |  | 4 |  | (25) |  | (138) | NM |  | 232 |  | (117) | NM |
| Latin America |  | 235 |  | 184 |  | 563 |  | 251 |  | 516 |  | 165 |  | (36) |  | (154) | NM |  | 1,233 |  | 491 | (60\%) |
| Asia |  | 105 |  | 109 |  | 41 |  | 241 |  | 131 |  | 105 |  | 32 |  | 53 | (78\%) |  | 496 |  | 321 | (35\%) |
| Total Global Cards |  | 1,250 |  | 1,048 |  | 1,442 |  | 934 |  | 1,226 |  | 452 |  | (902) |  | (610) | NM |  | 4,674 |  | 166 | (96\%) |
| Consumer Banking: |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| North America |  | 750 |  | 891 |  | 59 |  | (920) |  | (333) |  | (951) |  | $(1,080)$ |  | $(2,165)$ | NM |  | 780 |  | $(4,529)$ | NM |
| EMEA |  | (46) |  | 16 |  | (28) |  | (64) |  | (85) |  | (63) |  | (94) |  | (233) | NM |  | (122) |  | (475) | NM |
| Latin America |  | 169 |  | 183 |  | 102 |  | 206 |  | 271 |  | 76 |  | 29 |  | (76) | NM |  | 660 |  | 300 | (55\%) |
| Asia |  | 306 |  | 310 |  | 23 |  | 200 |  | 199 |  | 110 |  | 46 |  | 796 | NM |  | 839 |  | 1,151 | 37\% |
| Total Consumer Banking |  | 1,179 |  | 1,400 |  | 156 |  | (578) |  | 52 |  | (828) |  | $(1,099)$ |  | $(1,678)$ | NM |  | 2,157 |  | $(3,553)$ | NM |
| Institutional Clients Group (ICG): |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| North America |  | 1,261 |  | 1,461 |  | (720) |  | $(8,735)$ |  | $(5,955)$ |  | $(2,853)$ |  | $(2,950)$ |  | $(8,713)$ | 0\% |  | $(6,733)$ |  | $(20,471)$ | NM |
| EMEA |  | 694 |  | 804 |  | (26) |  | $(3,372)$ |  | $(1,142)$ |  | (89) |  | 104 |  | 25 | 101\% |  | $(1,900)$ |  | $(1,102)$ | 42\% |
| Latin America |  | 366 |  | 391 |  | 407 |  | 466 |  | 382 |  | 402 |  | 271 |  | 237 | (49\%) |  | 1,630 |  | 1,292 | (21\%) |
| Asia |  | 596 |  | 728 |  | 606 |  | 918 |  | 358 |  | 496 |  | 558 |  | $(1,006)$ | NM |  | 2,848 |  | 406 | (86\%) |
| Total Institutional Clients Group (ICG) |  | 2,917 |  | 3,384 |  | 267 |  | $(10,723)$ |  | $(6,357)$ |  | $(2,044)$ |  | $(2,017)$ |  | $(9,457)$ | 12\% |  | $(4,155)$ |  | $(19,875)$ | NM |
| Global Wealth Management: |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| North America |  | 361 |  | 334 |  | 334 |  | 386 |  | 165 |  | 309 |  | 264 |  | 230 | (40\%) |  | 1,415 |  | 968 | (32\%) |
| EMEA |  | 7 |  | 46 |  | 4 |  | 20 |  | 26 |  | 20 |  | 24 |  | 14 | (30\%) |  | 77 |  | 84 | 9\% |
| Latin America |  | 15 |  | 29 |  | 12 |  | 16 |  | 26 |  | 15 |  | 16 |  | (1) | NM |  | 72 |  | 56 | (22\%) |
| Asia |  | 65 |  | 103 |  | 140 |  | 102 |  | 77 |  | 61 |  | 59 |  | (214) | NM |  | 410 |  | (17) | NM |
| Total Global Wealth Management |  | 448 |  | 512 |  | 490 |  | 524 |  | 294 |  | 405 |  | 363 |  | 29 | (94\%) |  | 1,974 |  | 1,091 | (45\%) |
| Corporate / Other |  | (923) |  | (304) |  | (246) |  | (188) |  | (441) |  | (324) |  | 232 |  | (421) | NM |  | $(1,661)$ |  | (954) | 43\% |
| Income (Loss) From Continuing Operations |  | 4,871 |  | 6,040 |  | 2,109 |  | $(10,031)$ |  | $(5,226)$ |  | $(2,339)$ |  | $(3,423)$ |  | $(12,137)$ | (21\%) |  | 2,989 |  | $(23,125)$ | NM |
| Discontinued Operations |  | 141 |  | 186 |  | 103 |  | 198 |  | 115 |  | (156) |  | 608 |  | 3,843 |  |  | 628 |  | 4,410 |  |
| Net Income (Loss) | \$ | 5,012 | \$ | 6,226 | \$ | 2,212 | \$ | $(9,833)$ | \$ | $(5,111)$ | \$ | $(2,495)$ | \$ | $(2,815)$ | \$ | $(8,294)$ | 16\% | \$ | 3,617 | \$ | $(18,715)$ | NM |

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

|  |  |  | $\begin{gathered} 2 Q \\ 2007 \\ \hline \end{gathered}$ |  | $\begin{gathered} 3 Q \\ 2007 \\ \hline \end{gathered}$ |  | $\begin{gathered} 4 \mathrm{Q} \\ 2007 \\ \hline \end{gathered}$ |  | $\begin{gathered} 1 Q \\ 2008 \\ \hline \end{gathered}$ |  | $\begin{gathered} 2 \mathrm{Q} \\ 2008 \\ \hline \end{gathered}$ |  | $\begin{gathered} 3 Q \\ 2008 \\ \hline \end{gathered}$ |  | $\begin{gathered} 4 \mathrm{Q} \\ 2008 \\ \hline \end{gathered}$ |  | $\begin{gathered} \text { 4Q08 vs. } \\ \text { 4Q07 Increasel } \\ \text { (Decrease) } \\ \hline \end{gathered}$ | $\begin{aligned} & \text { Full } \\ & \text { Year } \\ & 2007 \\ & \hline \end{aligned}$ |  | $\begin{aligned} & \text { Full } \\ & \text { Year } \\ & 2008 \end{aligned}$ |  | YTD 2008 vs. YTD 2007 Increasel (Decrease) |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| North America |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Global Cards | \$ | 872 | \$ | 711 | \$ | 808 | \$ | 322 | \$ | 537 | \$ | 178 | \$ | (873) | \$ | (371) | NM | \$ | 2,713 | \$ | (529) | NM |
| Consumer Banking |  | 750 |  | 891 |  | 59 |  | (920) |  | (333) |  | (951) |  | $(1,080)$ |  | $(2,165)$ | NM |  | 780 |  | $(4,529)$ | NM |
| Institutional Clients Group |  | 1,261 |  | 1,461 |  | (720) |  | $(8,735)$ |  | $(5,955)$ |  | $(2,853)$ |  | $(2,950)$ |  | $(8,713)$ | - |  | $(6,733)$ |  | $(20,471)$ | NM |
| Securities \& Banking |  | 1,227 |  | 1,409 |  | (780) |  | $(8,785)$ |  | $(6,034)$ |  | $(2,904)$ |  | $(3,037)$ |  | $(8,784)$ | - |  | $(6,929)$ |  | $(20,759)$ | NM |
| Transaction Services |  | 34 |  | 52 |  | 60 |  | 50 |  | 79 |  | 51 |  | 87 |  | 71 | 42\% |  | 196 |  | 288 | 47\% |
| Global Wealth Management |  | 361 |  | 334 |  | 334 |  | 386 |  | 165 |  | 309 |  | 264 |  | 230 | (40\%) |  | 1,415 |  | 968 | (32\%) |
| Total North America |  | 3,244 |  | 3,397 |  | 481 |  | $(8,947)$ |  | $(5,586)$ |  | $(3,317)$ |  | $(4,639)$ |  | $(11,019)$ | (23\%) |  | $(1,825)$ |  | $(24,561)$ | NM |
| Emea |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Global Cards |  | 38 |  | 44 |  | 30 |  | 120 |  | 42 |  | 4 |  | (25) |  | (138) | NM |  | 232 |  | (117) | NM |
| Consumer Banking |  | (46) |  | 16 |  | (28) |  | (64) |  | (85) |  | (63) |  | (94) |  | (233) | NM |  | (122) |  | (475) | NM |
| Institutional Clients Group |  | 694 |  | 804 |  | (26) |  | $(3,372)$ |  | $(1,142)$ |  | (89) |  | 104 |  | 25 | 101\% |  | $(1,900)$ |  | $(1,102)$ | 42\% |
| Securities \& Banking |  | 544 |  | 631 |  | (205) |  | $(3,543)$ |  | $(1,364)$ |  | (327) |  | (175) |  | (240) | 93\% |  | $(2,573)$ |  | $(2,106)$ | 18\% |
| Transaction Services |  | 150 |  | 173 |  | 179 |  | 171 |  | 222 |  | 238 |  | 279 |  | 265 | 55\% |  | 673 |  | 1,004 | 49\% |
| Global Wealth Management |  | 7 |  | 46 |  | 4 |  | 20 |  | 26 |  | 20 |  | 24 |  | 14 | (30\%) |  | 77 |  | 84 | 9\% |
| Total EMEA |  | 693 |  | 910 |  | (20) |  | $(3,296)$ |  | $(1,159)$ |  | (128) |  | 9 |  | (332) | 90\% |  | $(1,713)$ |  | $(1,610)$ | 6\% |
| Latin America |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Global Cards |  | 235 |  | 184 |  | 563 |  | 251 |  | 516 |  | 165 |  | (36) |  | (154) | NM |  | 1,233 |  | 491 | (60\%) |
| Consumer Banking |  | 169 |  | 183 |  | 102 |  | 206 |  | 271 |  | 76 |  | 29 |  | (76) | NM |  | 660 |  | 300 | (55\%) |
| Institutional Clients Group |  | 366 |  | 391 |  | 407 |  | 466 |  | 382 |  | 402 |  | 271 |  | 237 | (49\%) |  | 1,630 |  | 1,292 | (21\%) |
| Securities \& Banking |  | 289 |  | 301 |  | 297 |  | 334 |  | 250 |  | 260 |  | 126 |  | 129 | (61\%) |  | 1,221 |  | 765 | (37\%) |
| Transaction Services |  | 77 |  | 90 |  | 110 |  | 132 |  | 132 |  | 142 |  | 145 |  | 108 | (18\%) |  | 409 |  | 527 | 29\% |
| Global Wealth Management |  | 15 |  | 29 |  | 12 |  | 16 |  | 26 |  | 15 |  | 16 |  | (1) | NM |  | 72 |  | 56 | (22\%) |
| Total Latin America |  | 785 |  | 787 |  | 1,084 |  | 939 |  | 1,195 |  | 658 |  | 280 |  | 6 | (99\%) |  | 3,595 |  | 2,139 | (41\%) |
| Asia |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Global Cards |  | 105 |  | 109 |  | 41 |  | 241 |  | 131 |  | 105 |  | 32 |  | 53 | (78\%) |  | 496 |  | 321 | (35\%) |
| Consumer Banking |  | 306 |  | 310 |  | 23 |  | 200 |  | 199 |  | 110 |  | 46 |  | 796 | NM |  | 839 |  | 1,151 | 37\% |
| Institutional Clients Group |  | 596 |  | 728 |  | 606 |  | 918 |  | 358 |  | 496 |  | 558 |  | $(1,006)$ | NM |  | 2,848 |  | 406 | (86\%) |
| Securities \& Banking |  | 409 |  | 527 |  | 364 |  | 604 |  | 59 |  | 226 |  | 252 |  | $(1,283)$ | NM |  | 1,904 |  | (746) | NM |
| Transaction Services |  | 187 |  | 201 |  | 242 |  | 314 |  | 299 |  | 270 |  | 306 |  | 277 | (12\%) |  | 944 |  | 1,152 | 22\% |
| Global Wealth Management |  | 65 |  | 103 |  | 140 |  | 102 |  | 77 |  | 61 |  | 59 |  | (214) | NM |  | 410 |  | (17) | NM |
| Total Asia |  | 1,072 |  | 1,250 |  | 810 |  | 1,461 |  | 765 |  | 772 |  | 695 |  | (371) | NM |  | 4,593 |  | 1,861 | (59\%) |
| Corporate / Other |  | (923) |  | (304) |  | (246) |  | (188) |  | (441) |  | (324) |  | 232 |  | (421) | NM |  | $(1,661)$ |  | (954) | 43\% |
| Income (Loss) From Continuing Operations |  | 4,871 |  | 6,040 |  | 2,109 |  | $(10,031)$ |  | $(5,226)$ |  | $(2,339)$ |  | $(3,423)$ |  | $(12,137)$ | (21\%) |  | 2,989 |  | $(23,125)$ | NM |
| Discontinued Operations |  | 141 |  | 186 |  | 103 |  | 198 |  | 115 |  | (156) |  | 608 |  | 3,843 |  |  | 628 |  | 4,410 |  |
| Net Income (Loss) | \$ | 5,012 | \$ | 6,226 | \$ | 2,212 | \$ | $(9,833)$ | \$ | $(5,111)$ | \$ | $(2,495)$ | \$ | $(2,815)$ | \$ | $(8,294)$ | 16\% | \$ | 3,617 | \$ | $(18,715)$ | NM |

## citigroup -- net revenues

SEGMENT VIEW
(In millions of dollars)

Global Cards:
North Ameri
EMEA
Latin Americ
Asia
Total Global Cards
Consumer Banking
North America
EMEA
Latin America
Asia
Total Consumer Banking

Institutional Clients Group (ICG):

## North America

EMEA
Latin America
Asia
Total Institutional Clients Group (ICG)

## lobar Wealth Management:

North America
EMEA
Latin America
Asia
Total Global Wealth Management

## Corporate / Other



| Full | Full |
| :--- | :---: |
| Year | Year |
| 2007 |  |
|  |  |
|  |  |

$\qquad$
\$ 13,893 \$ 10,299

| 1,955 | 2,326 |
| :--- | :--- |
| 4,803 | 5,017 |
| 2,400 |  | 19\% $19 \%$

$4 \%$ $4 \%$
$7 \%$ (12\%)

| (31\%) | 2,400 |
| ---: | ---: |
| 23,051 |  |


| $6 \%$ | $(3,040)$ | $(22,477)$ | NM |
| :---: | :---: | :---: | :---: |
| NM | 4,235 | 5,592 | $32 \%$ |
| $(22 \%)$ | 4,206 | 3,812 | $(9 \%)$ |
| NM | 8,339 | 5,256 | $(37 \%)$ |
|  | 13,740 | $(7,817)$ | $N M$ |


| 2,385 | 2,441 | 2,455 | 2,509 | 2,376 | 2,427 | 2,317 | 2,175 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 108 | 137 | 139 | 159 | 170 | 153 | 147 | 134 |
| 91 | 92 | 92 | 98 | 100 | 102 | 92 | 63 |
| 234 | 527 | 833 | 698 | 633 | 633 | 608 | 471 |
| 2,818 | 3,197 | 3,519 | 3,464 | 3,279 | 3,315 | 3,164 | 2,843 |

$(13 \%)$
$(16 \%)$
$(36 \%)$
$(33 \%)$
$(18 \%)$

NM

| 9,790 | 9,295 | (5\%) |
| :---: | :---: | :---: |
| 543 | 604 | 11\% |
| 373 | 357 | (4\%) |
| 2,292 | 2,345 | 2\% |
| 12,998 | 12,601 | (3\%) |
| (752) | (850) | (13\%) |

Total Net Revenues

|  | $\begin{gathered} 1 Q \\ 2007 \\ \hline \end{gathered}$ |  | $\begin{gathered} 2 \mathrm{Q} \\ 2007 \\ \hline \end{gathered}$ |  | $\begin{gathered} 3 Q \\ 2007 \\ \hline \end{gathered}$ |  | $\begin{gathered} 4 \mathrm{Q} \\ 2007 \\ \hline \end{gathered}$ |  | $\begin{gathered} 1 Q \\ 2008 \\ \hline \end{gathered}$ |  | $\begin{gathered} 2 Q \\ 2008 \\ \hline \end{gathered}$ |  | $\begin{gathered} 3 Q \\ 2008 \\ \hline \end{gathered}$ |  | $\begin{gathered} 4 \mathrm{Q} \\ 2008 \\ \hline \end{gathered}$ |  | 4Q08 vs. 4Q07 Increasel (Decrease) | $\begin{aligned} & \text { Full } \\ & \text { Year } \\ & 2007 \\ & \hline \end{aligned}$ |  | $\begin{aligned} & \text { Full } \\ & \text { Year } \\ & 2008 \\ & \hline \end{aligned}$ |  | YTD 2008 vs. YTD 2007 Increasel (Decrease) |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| North America |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Global Cards | \$ | 3,407 | \$ | 3,298 | \$ | 3,510 | \$ | 3,678 | \$ | 3,343 | \$ | 2,928 | \$ | 1,388 | \$ | 2,640 | (28\%) | \$ | 13,893 | \$ | 10,299 | (26\%) |
| Consumer Banking |  | 4,058 |  | 4,224 |  | 4,164 |  | 4,545 |  | 4,485 |  | 4,124 |  | 4,414 |  | 3,604 | (21\%) |  | 16,991 |  | 16,627 | (2\%) |
| Institutional Clients Group |  | 4,245 |  | 4,026 |  | 110 |  | $(11,421)$ |  | $(7,824)$ |  | $(1,748)$ |  | $(2,165)$ |  | $(10,740)$ | 6\% |  | $(3,040)$ |  | $(22,477)$ | NM |
| Securities \& Banking |  | 3,907 |  | 3,655 |  | (336) |  | $(11,889)$ |  | $(8,317)$ |  | $(2,244)$ |  | $(2,693)$ |  | $(11,331)$ | 5\% |  | $(4,663)$ |  | $(24,585)$ | NM |
| Transaction Services |  | 338 |  | 371 |  | 446 |  | 468 |  | 493 |  | 496 |  | 528 |  | 591 | 26\% |  | 1,623 |  | 2,108 | 30\% |
| Global Wealth Management |  | 2,385 |  | 2,441 |  | 2,455 |  | 2,509 |  | 2,376 |  | 2,427 |  | 2,317 |  | 2,175 | (13\%) |  | 9,790 |  | 9,295 | (5\%) |
| Total North America |  | 14,095 |  | 13,989 |  | 10,239 |  | (689) |  | 2,380 |  | 7,731 |  | 5,954 |  | $(2,321)$ | NM |  | 37,634 |  | 13,744 | (63\%) |
| EmeA |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Global Cards |  | 349 |  | 475 |  | 566 |  | 565 |  | 585 |  | 611 |  | 593 |  | 537 | (5\%) |  | 1,955 |  | 2,326 | 19\% |
| Consumer Banking |  | 560 |  | 603 |  | 625 |  | 697 |  | 700 |  | 762 |  | 622 |  | 512 | (27\%) |  | 2,485 |  | 2,596 | 4\% |
| Institutional Clients Group |  | 2,827 |  | 2,993 |  | 1,398 |  | $(2,983)$ |  | 133 |  | 1,740 |  | 1,913 |  | 1,806 | NM |  | 4,235 |  | 5,592 | 32\% |
| Securities \& Banking |  | 2,229 |  | 2,313 |  | 674 |  | $(3,762)$ |  | (680) |  | 871 |  | 1,043 |  | 988 | NM |  | 1,454 |  | 2,222 | 53\% |
| Transaction Services |  | 598 |  | 680 |  | 724 |  | 779 |  | 813 |  | 869 |  | 870 |  | 818 | 5\% |  | 2,781 |  | 3,370 | 21\% |
| Global Wealth Management |  | 108 |  | 137 |  | 139 |  | 159 |  | 170 |  | 153 |  | 147 |  | 134 | (16\%) |  | 543 |  | 604 | 11\% |
| Total EMEA |  | 3,844 |  | 4,208 |  | 2,728 |  | $(1,562)$ |  | 1,588 |  | 3,266 |  | 3,275 |  | 2,989 | NM |  | 9,218 |  | 11,118 | 21\% |
| Latin America |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Global Cards |  | 867 |  | 990 |  | 1,728 |  | 1,218 |  | 1,776 |  | 1,229 |  | 1,143 |  | 869 | (29\%) |  | 4,803 |  | 5,017 | 4\% |
| Consumer Banking |  | 946 |  | 996 |  | 1,071 |  | 1,172 |  | 1,048 |  | 1,038 |  | 1,015 |  | 858 | (27\%) |  | 4,185 |  | 3,959 | (5\%) |
| Institutional Clients Group |  | 965 |  | 985 |  | 1,103 |  | 1,153 |  | 1,012 |  | 1,075 |  | 828 |  | 897 | (22\%) |  | 4,206 |  | 3,812 | (9\%) |
| Securities \& Banking |  | 730 |  | 724 |  | 812 |  | 812 |  | 680 |  | 707 |  | 463 |  | 561 | (31\%) |  | 3,078 |  | 2,411 | (22\%) |
| Transaction Services |  | 235 |  | 261 |  | 291 |  | 341 |  | 332 |  | 368 |  | 365 |  | 336 | (1\%) |  | 1,128 |  | 1,401 | 24\% |
| Global Wealth Management |  | 91 |  | 92 |  | 92 |  | 98 |  | 100 |  | 102 |  | 92 |  | 63 | (36\%) |  | 373 |  | 357 | (4\%) |
| Total Latin America |  | 2,869 |  | 3,063 |  | 3,994 |  | 3,641 |  | 3,936 |  | 3,444 |  | 3,078 |  | 2,687 | (26\%) |  | 13,567 |  | 13,145 | (3\%) |
| Asia |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Global Cards |  | 513 |  | 531 |  | 538 |  | 818 |  | 675 |  | 659 |  | 665 |  | 566 | (31\%) |  | 2,400 |  | 2,565 | 7\% |
| Consumer Banking |  | 1,458 |  | 1,475 |  | 1,442 |  | 1,422 |  | 1,558 |  | 1,431 |  | 1,378 |  | 1,103 | (22\%) |  | 5,797 |  | 5,470 | (6\%) |
| Institutional Clients Group |  | 1,616 |  | 2,257 |  | 2,006 |  | 2,460 |  | 1,721 |  | 1,872 |  | 1,817 |  | (154) | NM |  | 8,339 |  | 5,256 | (37\%) |
| Securities \& Banking |  | 1,137 |  | 1,722 |  | 1,398 |  | 1,749 |  | 1,012 |  | 1,205 |  | 1,106 |  | (808) | NM |  | 6,006 |  | 2,515 | (58\%) |
| Transaction Services |  | 479 |  | 535 |  | 608 |  | 711 |  | 709 |  | 667 |  | 711 |  | 654 | (8\%) |  | 2,333 |  | 2,741 | 17\% |
| Global Wealth Management |  | 234 |  | 527 |  | 833 |  | 698 |  | 633 |  | 633 |  | 608 |  | 471 | (33\%) |  | 2,292 |  | 2,345 | 2\% |
| Total Asia |  | 3,821 |  | 4,790 |  | 4,819 |  | 5,398 |  | 4,587 |  | 4,595 |  | 4,468 |  | 1,986 | (63\%) |  | 18,828 |  | 15,636 | (17\%) |
| Corporate / Other |  | 17 |  | (260) |  | (140) |  | (369) |  | (50) |  | (959) |  | (95) |  | 254 | NM |  | (752) |  | (850) | (13\%) |
| Total Net Revenues | \$ | 24,646 | \$ | 25,790 | \$ | 21,640 | \$ | 6,419 | \$ | 12,441 | \$ | 18,077 | \$ | 16,680 | \$ | 5,595 | (13\%) | \$ | 78,495 | \$ | 52,793 | (33\%) |

## global CARDS

Page 1
(In millions of dollars)

Net Interest Revenue
Non-Interest Revenue
Total Revenues, Net of Interest Expense (1)
Total Operating Expenses
Net Credit Losses
Credit Reserve Build / (Release)
Provision for Benefits \& Claims
Provision for Loan Losses and for Benefits and Claims
Income Before Taxes and Minority Interest
Income Taxes
Minority
Interest
Net Income
Average Assets (in billions of dollars)
Return on Assets
Net Credit Loss Ratio
Average Risk Capital
Return on Risk Capital
Return on Invested Capita
kEy indicators
EOP Open Accounts (in millions)
North America
EMEA
$\underset{\text { Asia }}{\text { Latin America }}$
Asia ${ }_{\text {Total }}$
Purchase Sales (in billions of dollars)
North America
EMEA
EMEA
Latin America
${ }^{\text {Asia }}{ }_{\text {Total }}$

| $\begin{gathered} 10 \\ 2007 \end{gathered}$ |  | $\begin{gathered} 20 \\ 2007 \end{gathered}$ |  | $\begin{gathered} 30 \\ 2007 \end{gathered}$ |  | $\begin{gathered} 4 \mathrm{Q} \\ 2007 \end{gathered}$ |  | $\begin{gathered} 10 \\ 2008 \end{gathered}$ |  | $\begin{gathered} 20 \\ 2008 \end{gathered}$ |  | $\begin{gathered} 30 \\ 2008 \end{gathered}$ |  | $\begin{gathered} 4 \mathrm{Q} \\ 2008 \end{gathered}$ |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| \$ | 2,291 | \$ | 2,660 | \$ | 2,723 | \$ | 3,008 | \$ | 2,706 | \$ | 2,998 | \$ | 2,884 | \$ | 2,67 |
|  | 2,845 |  | 2,634 |  | 3,619 |  | 3,271 |  | 3,673 |  | 2,429 |  | 905 |  | 1,933 |
|  | 5,136 |  | 5,294 |  | 6,342 |  | 6,279 |  | 6,379 |  | 5,427 |  | 3,789 |  | 4,612 |
|  | 2,400 |  | 2,479 |  | 2,610 |  | 3,082 |  | 2,595 |  | 2,710 |  | 2,595 |  | 2,656 |
|  | 865 |  | 847 |  | 1,045 |  | 1,120 |  | 1,248 |  | 1,412 |  | 1,588 |  | ,70 |
|  | (9) |  | 426 |  | 503 |  | 652 |  | 623 |  | 583 |  | 1,069 |  | 1,275 |
|  | 20 |  | 13 |  | 20 |  | 15 |  | 20 |  | 24 |  | 15 |  | 29 |
|  | 876 |  | 1,286 |  | 1,568 |  | 1,787 |  | 1,891 |  | 2,019 |  | 2,672 |  | 2,974 |
|  | 1,860 |  | 1,529 |  | 2,164 |  | 1,410 |  | 1,893 |  | 698 |  | $(1,478)$ |  | $(1,018)$ |
|  | $609$ |  | 478 |  | $\begin{array}{r} 719 \\ 3 \end{array}$ |  | $\begin{array}{r} 472 \\ 4 \end{array}$ |  | $664$ |  | $\begin{array}{r} 242 \\ 4 \end{array}$ |  | (579) |  | $(411)$ 3 |
| s | 1,250 | s | 1,048 | \$ | 1,442 | \$ | 934 | \$ | 1,226 | \$ | 452 | s | (902) | s | (610) |
| \$ | $\begin{array}{r} 104 \\ 4.87 \% \end{array}$ | \$ | $\begin{gathered} 109 \\ 3.86 \% \end{gathered}$ | \$ | $\begin{array}{r} 113 \\ 5.06 \% \end{array}$ | \$ | $\begin{gathered} 123 \\ 3.01 \% \end{gathered}$ | \$ | $\begin{gathered} 123 \\ 4.01 \% \end{gathered}$ | \$ | $\begin{gathered} 123 \\ 1.48 \% \end{gathered}$ | \$ | $\begin{gathered} 119 \\ (3.02 \%) \end{gathered}$ | \$ | $\begin{array}{r} 111 \\ (2.19 \%) \end{array}$ |
|  | 4.70\% |  | 4.26\% |  | 5.00\% |  | 4.78\% |  | 5.39\% |  | 6.18\% |  | 7.02\% |  | 7.75\% |
| \$ | 8,197 | \$ | 8,399 | \$ | 8,722 | \$ | 9,397 | \$ | 14,762 | \$ | 15,233 | \$ | 14,520 | \$ | 13,976 |
|  | 62\% |  | 50\% |  | 66\% |  | 39\% |  | 33\% |  | 12\% |  | (25\%) |  | (17\%) |
|  | $26 \%$ |  | 22\% |  | 29\% |  | 18\% |  | 18\% |  | 7\% |  | (13\%) |  | (9\%) |


| 4Q08 vs 4Q07 Increasel (Decrease) | $\begin{aligned} & \text { Full } \\ & \text { Year } \\ & 2007 \\ & \hline \end{aligned}$ |  | $\begin{aligned} & \text { Full } \\ & \text { Year } \\ & 2008 \\ & \hline \end{aligned}$ |  | $\begin{gathered} \text { YTD } 2008 \text { vs. } \\ \text { YTD } 2007 \text { Increasel } \\ \text { (Decrease) } \\ \hline \end{gathered}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| (11\%) | \$ | 10,682 | \$ | 11,267 | 5\% |
| (41\%) |  | 12,369 |  | 8,940 | (28\%) |
| (27\%) |  | 23,051 |  | 20,207 | (12\%) |
| (14\%) |  | 10,571 |  | 10,556 | - |
| 49\% |  | 3,877 |  | 5,918 | 53\% |
| 96\% |  | 1,572 |  | 3,550 | nм |
| 93\% |  | 68 |  | 88 | 29\% |
| 66\% |  | 5,517 |  | 9,556 | 73\% |
| nм |  | 6,963 |  | 95 | (99\%) |
| $\begin{gathered} \mathrm{NM} \\ (25 \%) \end{gathered}$ |  | $\begin{array}{r} 2,278 \\ \quad 11 \\ \hline \end{array}$ |  | $\begin{aligned} & (84) \\ & 13 \\ & \hline \end{aligned}$ | $\begin{gathered} \text { NM } \\ 18 \% \end{gathered}$ |
| nм | \$ | 4,674 | s | 166 | (96\%) |
| (10\%) | \$ | $\begin{gathered} 112 \\ 4.17 \% \end{gathered}$ | \$ | $\begin{gathered} 119 \\ 0.14 \% \end{gathered}$ | 6\% |
| 49\% | \$ | $\begin{gathered} 8,679 \\ 54 \% \end{gathered}$ | \$ | 14,623 $1 \%$ $1 \%$ | 68\% |

## Average Managed Loans (2): <br> North America (managed basis) EMEA <br> $\stackrel{\text { EMEA }}{\text { Latin America }}$ <br> Total



$(1 \%)$
$(7 \%)$
$(130)$
$1 \%)$
$(2 \%)$
(1) The 2007 first quarter, 2007 second quarter, 2007 third quarter, 2007 fourth quarter, 2008 first quarter, 2008 second quarter and 2008 third quarter include releases of
$\$ 98$ million, $\$ 144$ million, $\$ 73$ million, $\$ 157$ million, $\$ 58$ million, $\$ 21$ million and $\$ 23$ million, respectively, from the allowance for credit losses related to loan receivables that were either securitized or transferred to loans held-for-sale during the quarter
(2) Managed basis is applicable only in North America, as securitizations are not done in any other region.

Managed basis presentation includes results from both the on-balance sheet loans and off- balance sheet loans, and excludes the impact of card securitization activity.
Managed disclosures assume that securitized loans have not been sold and present the results of the securitized loans in the same manner as the Company's owned loans.

| 19 | 2Q | 3Q | 4Q | 19 | 2Q | 3Q | 4Q |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 2007 | 2007 | 2007 | 2007 | 2008 | 2008 | 2008 | 2008 |

## KEY INDICATORS (continued) (1)

Managed Average Yield
North America (managed basis)
EMEA
Latin America
Global Total
Managed Net Interest Revenue as a \% of Average Managed Loans
North America (managed basis)
EMEA
Latin America
Global Total
Coincident Managed Net Credit Loss Ratio
North America (managed basis)
EMEA
Latin America
Asia
Global Total

Managed Net Credit Margin as a \% of Average Managed Loans
North America (managed basis)
EMEA
Latin America
Asia
Global Total

Managed Loans 90+ Days Past Due as a \% of EOP Managed Loans
North America (managed basis)
EMEA
Latin America
Asia

(1) Managed basis is applicable only in North America, as securitizations are not done in any other region.

Managed basis presentation includes results from both the on-balance sheet loans and off- balance sheet loans, and excludes the impact of card securitization activity.
Managed disclosures assume that securitized loans have not been sold and present the results of the securitized loans in the same manner as the Company's owned loans.

| GLOBAL CARDS <br> Page 3 <br> North America |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  | $\begin{gathered} 10 \\ 2007 \end{gathered}$ |  | $\begin{gathered} 2 Q \\ 2007 \end{gathered}$ |  | $\begin{gathered} 3 Q \\ 2007 \\ 207 \end{gathered}$ |  | $\begin{gathered} 4 \mathrm{4Q} \\ 2007 \end{gathered}$ |  | $\begin{gathered} 10 \\ 2008 \end{gathered}$ |  | $\begin{gathered} 20 \\ 2008 \\ \hline \end{gathered}$ |  | $\begin{gathered} 30 \\ 2008 \end{gathered}$ |  | $\begin{gathered} 4 Q \\ 2008 \end{gathered}$ | 4 Q07 Increasel (Decrease) |
| SUPPLEMENTAL DISCLOSURE-M | ged basis (1) |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Managed Revenues: (in millions of d |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Total GAAP Revenues |  | \$ | 3,407 | \$ | 3,298 | \$ | 3,510 | \$ | 3,678 | \$ | 3,343 | \$ | 2,928 | \$ | 1,388 | \$ | 2,640 | (28\%) |
| Net Impact of Credit Card Se | ation Activity (2) |  | 929 |  | 998 |  | 1,12 |  | 1,20 |  | 1,61 |  | 2,01 |  | 3,579 |  | 2,426 | nM |
| Total Managed Revenues |  | \$ | 4,336 | \$ | 4,296 | \$ | 4,634 | \$ | 4,878 | \$ | 4,953 | \$ | 4,9 | \$ | 4,967 | \$ | 5,066 | 4\% |
| Return on Managed Assets |  |  | 2.26\% |  | 1.84\% |  | 2.04\% |  | 0.79\% |  | 1.32\% |  | 0.44\% |  | (2.13\%) |  | (0.92\%) |  |
| Average Managed Loans | Securitized | \$ | 97.4 | \$ | 97.6 | \$ | 101.0 | \$ | 99.8 | \$ | 105.8 | \$ | 107.4 | \$ | 108.8 | \$ | 105.6 | 6\% |
| (in billions of dollars) | Held for Sale |  | 3.0 |  | 3.3 |  | 3.0 |  | 2.7 |  | 1.0 |  | 1.0 |  |  |  |  | (100\%) |
|  | On Balance Sheet |  | 43.9 |  | 42.3 |  | 41.3 |  | 48.0 |  | 45.9 |  | 42.8 |  | 41.8 |  | 43.7 | (9\%) |
|  | Total | \$ | 144.3 | \$ | 143.2 | \$ | 145.3 | \$ | 150.5 | \$ | 152.7 | \$ | 151.2 | \$ | 150.6 | \$ | 149.3 | (1\%) |
|  | Citi Branded | \$ | 92.6 | \$ | 91.6 | \$ | 92.4 | \$ | 95.3 | \$ | 96.8 | \$ | 96.6 | \$ | 95.6 | \$ | 94.4 | (1\%) |
|  | Retail Partners |  | 51.7 |  | 51.6 |  | 52.9 |  | 55.2 |  | 55.9 |  | 54.6 |  | 55.0 |  | 54.9 | (1\%) |
|  | Total | \$ | 144.3 | \$ | 143.2 | \$ | 145.3 | \$ | 150.5 | \$ | 152.7 | \$ | 151.2 | \$ | 150.6 | \$ | 149.3 | (1\%) |
| EOP Managed Loans | Citi Branded | \$ | 91.6 | \$ | 92.9 | \$ | 93.6 | \$ | 98.7 | \$ | 96.3 | \$ | 96.0 | \$ | 96.0 | \$ | 95.1 | (4\%) |
|  | Retail Partners |  | 50.9 |  | 52.3 |  | 53.8 |  | 57.9 |  | 54.4 |  | 55.2 |  | 55.1 |  | 56.0 | (3\%) |
|  | Total | \$ | 142.5 | \$ | 145.2 | \$ | 147.4 | \$ | 156.6 | \$ | 150.7 | \$ | 151.2 | \$ | 151.1 | \$ | 151.1 | (4\%) |
| Managed Average Yield (3) | Citit Branded |  | 12.31\% |  | 12.25\% |  | 12.50\% |  | 12.12\% |  | ${ }^{11.46 \%}$ |  | 11.19\% |  | 11.68\% |  | ${ }^{11.99 \%}$ |  |
|  | Retail Partners |  | 17.60\% |  | 17.59\% |  | 17.71\% |  | 16.90\% |  | 16.77\% |  | 16.87\% |  | 17.04\% |  | 16.96\% |  |
|  | Total |  | 14.21\% |  | 14.17\% |  | 14.40\% |  | ${ }^{13.87 \%}$ |  | 13.41\% |  | 13.24\% |  | 13.64\% |  | 13.82\% |  |
| Managed Net Interest Revenue | Citii Branded | \$ | 1,784 | \$ | 1,797 | \$ | 1,885 | \$ | 1,886 | \$ | 1,894 | \$ | 1,998 | \$ | 2,116 | \$ | 2,143 | 14\% |
| (in millions of dollars) (4) | Retail Parters |  | 1,798 |  | 1,873 |  | 1,962 |  | 1,935 |  | 1,935 |  | 1,971 |  | 2,058 |  | 2,002 | 3\% |
|  | Total | \$ | 3,582 | \$ | 3,670 | \$ | 3,847 | \$ | 3,821 | \$ | 3,829 | \$ | 3,969 | \$ | 4,174 | \$ | 4,145 | 8\% |
| Managed Net Interest Revenue as | Citi Branded |  | 7.81\% |  | 7.87\% |  | 8.09\% |  | 7.85\% |  | 7.87\% |  | 8.32\% |  | 8.81\% |  | 9.03\% |  |
| a \% of Average Managed Loans | Retail Partners |  | 14.10\% |  | 14.56\% |  | 14.71\% |  | 13.91\% |  | 13.92\% |  | 14.52\% |  | 14.89\% |  | 14.51\% |  |
|  | Total |  | 10.07\% |  | 10.28\% |  | 10.50\% |  | 10.07\% |  | 10.09\% |  | 10.56\% |  | 11.03\% |  | 11.04\% |  |
| Managed Net Credit Margin | Citii Branded | \$ | 1,644 | \$ | 1,593 | \$ | 1,732 | \$ | 1,790 | \$ | 1,658 | \$ | 1,459 | \$ | 1,295 | \$ | 1,179 | (34\%) |
| (in millions of dollars) (5) | Retail Partners |  | 1,017 |  | 1,059 |  | 1,210 |  | 1,121 |  | 1,053 |  | 993 |  | 938 |  | 819 | (27\%) |
|  | Total | \$ | 2,661 | \$ | 2,652 | \$ | 2,942 | \$ | 2,911 | \$ | 2,711 | \$ | 2,452 | \$ | 2,233 | \$ | 1,998 | (31\%) |
| Managed Net Credit Margin as | Citit Branded |  | 7.20\% |  | 6.98\% |  | 7.44\% |  | 7.45\% |  | 6.89\% |  | 6.07\% |  | 5.39\% |  | 97\% |  |
| a \% of Average Managed Loans | Retail Partners |  | 7.98\% |  | 8.23 |  | 9.07 |  | 8.06\% |  | 7.58\% |  | 7.31\% |  | 6.78\% |  | 5.93\% |  |
|  | Total |  | 7.48\% |  | 7.43\% |  | 8.03\% |  | 7.67\% |  | 7.14\% |  | 6.52\% |  | 5.90\% |  | 5.32\% |  |
| Managed Net Credit Losses | Citi Branded | \$ | 876 | \$ | 878 | \$ | 900 | \$ | 1,034 | \$ | 1,187 | \$ | 1,375 | \$ | 1,473 | \$ | 1,657 | 60\% |
|  | Retail Partners |  | 759 |  | 733 |  | 753 |  | 899 |  | 1,018 |  | 1,078 |  | 1,228 |  | 1,361 | 51\% |
|  | Total | \$ | 1,635 | \$ | 1,611 | \$ | 1,653 | \$ | 1,933 | \$ | 2,205 | \$ | 2,453 | \$ | 2,701 | \$ | 3,018 | 56\% |
| Coincident Managed Net | citit Branded |  | 3.84\% |  | 3.84\% |  | 3.86\% |  | 4.30\% |  | 4.93\% |  | 5.72\% |  | 6.13\% |  | 6.98\% |  |
| Credit Loss Ratio: | Retail Partners |  | 5.95\% |  | 5.70\% |  | 5.65\% |  | 6.46\% |  | 7.32\% |  | 7.94\% |  | 8.88\% |  | 9.86\% |  |
|  | Total |  | 4.60\% |  | 4.51\% |  | 4.51\% |  | 5.10\% |  | 5.81\% |  | 6.53\% |  | 7.13\% |  | ${ }^{8.04 \%}$ |  |
| Managed Loans 90+Days Past Due | Citit Branded | \$ | 1,191 | \$ | 1,138 | \$ | 1,248 | \$ | 1,489 | \$ | 1,616 | \$ | 1,674 | \$ | 1,728 | \$ | 2,129 | 43\% |
|  | Retail Parters |  | 1,045 |  | 997 |  | 1,112 |  | 1,286 |  | 1,337 |  | 1,376 |  | 1,466 |  | 1,824 | 42\% |
|  | Total | \$ | 2,236 | \$ | 2,135 | \$ | 2,360 | \$ | 2,775 | \$ | 2,953 | \$ | 3,050 | \$ | 3,194 | \$ | 3,953 | 42\% |
| \% of EOP Managed Loans | Citit Branded |  | 1.30\% |  | 1.22\% |  | 1.33\% |  | 1.51\% |  | 1.68\% |  | 1.74\% |  | 1.80\% |  | 2.24\% |  |
|  | Retail Parters Total |  | $\frac{2.05 \%}{1.57 \%}$ |  | 1.191\% |  | ${ }^{2.07 \%}$ |  |  |  | 2.46\% 1.960 |  | ${ }^{2.49 \%}$ |  | $\frac{2.66 \%}{2.11 \%}$ |  | ${ }^{3.26 \%}$ |  |
|  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  | ${ }^{2.62 \%}$ |  |

(1) Managed basis is applicable only in North America, as securitizations are not done in any other region

Managed basis presentation includes results from both the on-balance sheet loans and off- balance sheet loans, and excludes the impact of card securitization activity.
(2) Net impact of Securitization Activity includes the removal of securitization-related items that are part of GAAP revenues such as than an

Net impact of Securitization Activity includes the removal of securritization-related items that are part of GAAP revenues such as the gain on sale of credit card loans
mark-to-market revenue for interests retained in securitized assets classified as Trading, and net credit losses on loans that are considered sold for GAAP purposes
(3) Gross interest revenue earned divided by average managed loans.

NM Not meaningulu
Reclassifiea to confor
(5) Total Revenues, net of Interest Expense, less Net Credit Losses and Policy Benefits and Claims.



CONSUMER BANKING EXCLUDING CONSUMER FINANCE JAPAN

Net Interest Revenue
Non-Interest Revenue
Total Revenues, Net of
Total Operating Expenses
Net Credit Losses
Credit Reserve Build / (Release)
Provision for Benefits \& Claims
Provision for Loan Losses and for Benefits and Claims
Income Before Taxes and Minority Interest
ncome Taxes
Minority Interest, Net of Tax
Net Income
Average Assets (in billions of dollars)
Return on Assets

| 19 | 2Q | 3 Q | 4Q | 19 | 2Q | 3Q |  | 4 Q 08 vs . 4Q07 Increase |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 2007 | 2007 | 2007 | 2007 | 2008 | 2008 | 2008 | 2008 | (Decrease) |

KEY INDICATORS
Branches
Citibank
CitiFinancial (excluding Consumer Finance Japan)
Consumer Finance Japan
Total
North America
EMEA
Asia (excluding CF Japan)
Consumer Finance Japan
Total
Accounts (in millions)

## North America EMEA

EMEA
Latin America
Asia (excluding CF Japan)
Consumer Finance Japan
Total
Average Deposits (in billions of dollars) North America
EMEA
LMEA
Latin America
Asia
Total
Investment Sales (in billions of dollars)
North America
EMEA
EMEA
Latin America
Asia
Total
Investment AUMs (in billions of dollars)
North America
EMEA
Latith America
Asia
Total

| $\begin{array}{r} 3,694 \\ 4,112 \\ \hline \end{array}$ | $\begin{aligned} & 3,819 \\ & 4,052 \end{aligned}$ | $\begin{aligned} & 3,870 \\ & 4,093 \end{aligned}$ | $\begin{array}{r} 4,048 \\ 4,148 \\ \hline \end{array}$ | $\begin{array}{r} 4,105 \\ 4,014 \\ \hline \end{array}$ | $\begin{aligned} & 4,084 \\ & 3,904 \\ & \hline \end{aligned}$ | $\begin{array}{r} 4,057 \\ 3,799 \\ \hline \end{array}$ | $\begin{array}{r} 4,023 \\ 3,703 \\ \hline \end{array}$ | ${ }_{(11 \%)}$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| $\begin{array}{r} 7,806 \\ \hline 51 \end{array}$ | $7,871$ | $7,963$ | $\begin{array}{r} 8,196 \\ 51 \end{array}$ | $8,119$ | $\begin{array}{r} 7,988 \\ 36 \end{array}$ | $\begin{array}{r} 7,856 \\ 19 \end{array}$ | $\begin{array}{r} 7,726 \\ 4 \end{array}$ | (6\%) $\begin{gathered} (02 \%) \\ (92 \%) \end{gathered}$ |
| 7,857 | 7,922 | 8,014 | 8,247 | 8,160 | 8,024 | 7,875 | 7,730 | (6\%) |
| 3,487 | 3,432 | 3,481 | 3,544 | 3,568 | 3,556 | 3,459 | 3,362 | (5\%) |
| 741 | 744 | 754 | 772 | 813 | 750 | 759 | 749 | (3\%) |
| 2,510 | 2,626 | 2,651 | 2,734 | 2,634 | 2,635 | 2,588 | 2,561 | (6\%) |
| 1,068 | 1,069 | 1,077 | 1,146 | 1,104 | 1,047 | 1,050 | 1,054 | (8\%) |
| 7,806 | 7,871 | 7,963 | 8,196 | 8,119 | 7,988 | 7,856 | 7,726 | (6\%) |
| 51 | 51 | 51 | 51 | 41 | 36 | 19 | 4 | (92\%) |
| 7,857 | 7,922 | 8,014 | 8,247 | 8,160 | 8,024 | 7,875 | 7,730 | (6\%) |


| 31.5 | 30.7 | 31.5 | 31.9 | 32.7 | 32.4 | 32.6 | 32.4 | 2\% |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 6.1 | 7.6 | 7.7 | 7.8 | 8.0 | 8.1 | 8.2 | 8.2 | 5\% |
| 18.4 | 17.4 | 18.0 | 18.8 | 18.2 | 18.8 | 18.7 | 18.3 | (3\%) |
| 17.2 | 17.7 | 18.2 | 19.8 | 20.1 | 20.1 | 19.5 | 18.7 | (6\%) |
| 73.2 | 73.4 | 75.4 | 78.3 | 79.0 | 79.4 | 79.0 | 77.6 | (1\%) |
| 1.4 | 1.3 | 1.2 | 1.2 | 1.1 | 1.1 | 1.0 | 0.9 | (25\%) |
| 74.6 | 74.7 | 76.6 | 79.5 | 80.1 | 80.5 | 80.0 | 78.5 | ) |


| \$ | 117.4 | \$ | 118.7 | \$ | 120.8 | \$ | 122.0 | \$ | 122.7 | \$ | 121.8 | \$ | 120.8 | \$ | 125.6 | 3\% |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 20.4 |  | 29.0 |  | 34.5 |  | 35.2 |  | 36.0 |  | 35.5 |  | 32.6 |  | 25.3 | (28\%) |
|  | 34.3 |  | 38.1 |  | 39.0 |  | 40.3 |  | 41.4 |  | 41.3 |  | 40.9 |  | 35.1 | (13\%) |
|  | 86.6 |  | 87.7 |  | 88.8 |  | 92.9 |  | 97.7 |  | 96.8 |  | 92.5 |  | 84.7 | (9\%) |
| \$ | 258.7 | \$ | 273.5 | \$ | 283.1 | \$ | 290.4 | \$ | 297.8 | \$ | 295.4 | \$ | 286.8 | \$ | 270.7 | (7\%) |


| \$ | 1.5 | \$ | 1.4 | \$ | 1.3 | \$ | 1.4 | \$ | 1.5 | \$ | 1.3 | \$ | 1.2 | \$ | 0.9 | 36\%) |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 2.2 |  | 2.1 |  | 2.1 |  | 2.7 |  | 2.2 |  | 1.6 |  | 1.3 |  | 0.6 | (78\%) |
|  | 18.3 |  | 17.5 |  | 16.2 |  | 13.2 |  | 14.6 |  | 15.4 |  | 16.2 |  | 13.4 | 1\% |
|  | 10.9 |  | 13.6 |  | 13.8 |  | 16.0 |  | 10.0 |  | 9.5 |  | 6.1 |  | 2.8 | 83\%) |
| \$ | 32.9 | \$ | 34.6 | \$ | 33.4 | \$ | 33.3 | \$ | 28.3 | \$ | 27.8 | \$ | 24.8 | \$ | 17.7 | 47\%) |
| \$ | 34.9 | \$ | 37.0 | \$ | 37.9 | \$ | 37.5 | \$ | 34.4 | \$ | 34.4 | \$ | 30.7 | \$ | 24.6 | 34\%) |
|  | 13.1 |  | 14.6 |  | 15.4 |  | 15.8 |  | 15.5 |  | 13.7 |  | 11.5 |  | 8.8 | 44\%) |
|  | 30.2 |  | 32.1 |  | 33.4 |  | 33.9 |  | 34.5 |  | 37.4 |  | 32.9 |  | 25.0 | 26\%) |
|  | 48.1 |  | 52.4 |  | 57.1 |  | 59.1 |  | 54.3 |  | 53.1 |  | 44.9 |  | 35.8 | (39\%) |
| \$ | 126.3 | \$ | 136.1 | \$ | 143.8 | \$ | 146.3 | \$ | 138.7 | \$ | 138.6 | \$ | 20.0 | \$ | 94.2 | ( |

(In millions of dollars)


## KEY INDICATORS (Continued):

Average Loans (in billions of dollars)
North America
EMERA
Latin America
Asia (excluding
(asa
Consumer Finance Japan
Total
EOP Loans (in billions of dollars)
North America EMEA
Latin America
Asia (excluding CF Japan)
Consumer Finance Japan
Total

Net Interest Revenue as a \% of Average Loans North America
EMEA
Asia (excluding CF Japan)
Consumer Finance Japan Total
Net Credit Losses as a \% of Average Loans North America
EMEA
Asia (excluding CF Japan)
Consumer Finance Japan
Total

## Loans 90+ Days Past Due as a \% of EOP Loans

    EMEA
    Latin America
    Asia (excluding CF Japan)

Consumer Finance Japan
Total



| 3.35\% | 3.29\% | 3.25\% | 3.25\% | 3.41\% | 3.64\% | 3.53\% | 2.91\% |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 7.07\% | 5.99\% | 5.98\% | 6.82\% | 6.70\% | 6.59\% | 6.11\% | 5.86\% |
| 9.74\% | 9.38\% | 9.08\% | 9.30\% | 9.76\% | 8.76\% | 8.57\% | 8.00\% |
| 3.09\% | 3.14\% | 3.16\% | 3.12\% | 3.21\% | 3.24\% | 3.20\% | 3.30\% |
| 3.71\% | 3.65\% | 3.63\% | 3.69\% | 3.82\% | 3.99\% | 3.87\% | 3.33\% |
| 16.33\% | 13.50\% | 9.42\% | 2.52\% | 10.56\% | 8.21\% | 11.26\% | 2.77\% |
| 4.02\% | 3.88\% | 3.76\% | 3.66\% | 3.97\% | 4.07\% | 4.08\% | 3.32\% |
| 0.84\% | 0.87\% | 1.01\% | 1.40\% | 2.02\% | 2.33\% | 2.95\% | 3.62\% |
| 2.50\% | 2.15\% | 1.99\% | 2.80\% | 2.55\% | 2.59\% | 2.95\% | 3.75\% |
| 1.41\% | 0.46\% | 2.51\% | 2.96\% | 3.78\% | 4.08\% | 4.53\% | 4.04\% |
| 0.66\% | 0.72\% | 0.78\% | 0.82\% | 0.98\% | 1.16\% | 1.38\% | 1.48\% |
| 0.92\% | 0.91\% | 1.10\% | 1.48\% | 1.98\% | 2.26\% | 2.82\% | 3.39\% |
| 13.61\% | 14.20\% | 15.12\% | 14.66\% | 14.33\% | 15.03\% | 15.05\% | 14.62\% |
| 1.24\% | 1.21\% | 1.41\% | 1.76\% | 2.25\% | 2.52\% | 3.06\% | 3.64\% |
| 1.37\% | 1.49\% | 1.80\% | 2.13\% | 2.38\% | 2.76\% | 3.28\% | 3.96\% |
| 1.99\% | 1.56\% | 1.57\% | 1.32\% | 1.46\% | 1.66\% | 1.97\% | 2.54\% |
| 2.96\% | 2.86\% | 2.96\% | 3.07\% | 3.98\% | 3.54\% | 3.43\% | 3.01\% |
| 0.53\% | 0.53\% | 0.55\% | 0.54\% | 0.57\% | 0.63\% | 0.61\% | 0.69\% |
| 1.35\% | 1.43\% | 1.67\% | 1.91\% | 2.14\% | 2.43\% | 2.86\% | 3.44\% |
| 2.35\% | 2.53\% | 2.53\% | 2.20\% | 2.35\% | 2.44\% | 2.51\% | 2.61\% |
| 1.37\% | 1.45\% | 1.69\% | 1.91\% | 2.15\% | 2.43\% | 2.86\% | 3.42\% |


|  | $\begin{gathered} 10 \\ 2007 \end{gathered}$ |  | $\underset{2007}{20}$ |  | $\begin{gathered} 30 \\ 2007 \\ \hline 207 \end{gathered}$ |  | $\begin{gathered} 40 \\ 2007 \\ 2007 \end{gathered}$ |  | $\begin{gathered} 10 \\ 2008 \end{gathered}$ |  | $\begin{gathered} 20 \\ 2008 \end{gathered}$ |  | $\begin{gathered} 30 \\ 2008 \\ \end{gathered}$ |  | $\begin{gathered} 4 \mathrm{Q} \\ 2008 \end{gathered}$ |  | 4Q08 vs. 4Q07 Increase/ (Decrease) |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| KEY Indicators (Continued): |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| RESIDENTIAL REAL ESTATE LENDING |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Average Loans | \$ | 202.2 | \$ | 210.2 | \$ | 214.2 | \$ | 219.5 | \$ | 219.9 | \$ | 215.3 | \$ | 205.2 | \$ | 200.5 | (9\%) |
| EOP Loans | \$ | 205.2 | \$ | 211.6 | \$ | 218.0 | \$ | 218.6 | \$ | 217.6 | \$ | 207.0 | \$ | 202.0 | \$ | 197.4 | (10\%) |
| Originations (1) | \$ | 42.3 | \$ | 49.6 | \$ | 39.4 | \$ | 32.0 | \$ | 37.2 | \$ | 28.5 | \$ | 22.0 | \$ | 16.6 | (48\%) |
| Third Party Mortgage Servicing Portfolio (EOP) | \$ | 580.2 | \$ | 585.3 | \$ | 575.1 | \$ | 599.6 | \$ | 645.7 | \$ | 648.5 | \$ | 646.5 | \$ | 646.6 | 8\% |
| Net Servicing \& Gain/(Loss) on Sale - (in millions of dollars) | \$ | 51.8 | \$ | 129.6 | \$ | 163.7 | \$ | 340.4 | \$ | 192.4 | \$ | (374.0) | \$ | 30.3 | \$ | 14.6 | (96\%) |
| Net Interest Revenue (in millions of dollars) | \$ | 1,217 | \$ | 1,242 | \$ | 1,228 | \$ | 1,169 | \$ | 1,311 | \$ | 1,365 | \$ | 1,280 | \$ | 860 | (26\%) |
| \% of Avg. Loans |  | 2.44\% |  | 2.37\% |  | 2.27\% |  | 2.11\% |  | 2.40\% |  | 2.55\% |  | 2.48\% |  | 1.71\% |  |
| Net Credit Losses (in millions of dollars) | \$ | 177 | \$ | 216 | \$ | 305 | \$ | 489 | \$ | 887 | \$ | 1,092 | \$ | 1,405 | \$ | 1,671 | мм |
| \% of Avg. Loans |  | 0.36\% |  | 0.41\% |  | 0.56\% |  | 0.88\% |  | 1.62\% |  | 2.04\% |  | 2.72\% |  | 3.32\% |  |
| Loans 90+ Days Past Due (in millions of dollars) | \$ | 2,426 | \$ | 2,910 | \$ | 3,835 | \$ | 4,849 | \$ | 5,654 | \$ | 6,460 | \$ | 7,778 | \$ | 9,341 | 93\% |
| \% of EOP Loans |  | 1.18\% |  | 1.38\% |  | 1.76\% |  | 2.22\% |  | 2.60\% |  | 3.12\% |  | 3.85\% |  | 4.73\% |  |
| AUTO LOANS |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Average Loans | \$ | 16.6 | \$ | 18.2 | \$ | 19.1 | \$ | 20.1 | \$ | 21.2 | \$ | 21.0 | \$ | 20.1 | \$ | 19.2 | (4\%) |
| EOP Loans | \$ | 17.7 | \$ | 18.7 | \$ | 19.5 | \$ | 20.9 | \$ | 21.4 | \$ | 20.4 | \$ | 19.7 | \$ | 18.6 | (11\%) |
| Originations | \$ | 3.1 | \$ | 2.8 | \$ | 2.6 | \$ | 3.1 | \$ | 2.5 | \$ | 0.8 | \$ | 1.0 | \$ | 0.5 | (84\%) |
| Net Interest Revenue (in millions of dollars) | \$ | 335 | \$ | 352 | \$ | 358 | \$ | 370 | \$ | 387 | \$ | 387 | \$ | 368 | \$ | 347 | (6\%) |
| \% of Avg. Loans |  | 8.20\% |  | 7.76\% |  | 7.44\% |  | 7.30\% |  | 7.34\% |  | 7.41\% |  | 7.28\% |  | 7.19\% |  |
| Net Credit Losses (in millions of dollars) | \$ | 139 | \$ | 101 | \$ | 147 | \$ | 208 | \$ | 228 | \$ | 196 | \$ | 259 | \$ | 359 | 73\% |
| \% of Avg. Loans |  | 3.40\% |  | 2.23\% |  | 3.05\% |  | 4.11\% |  | 4.33\% |  | 3.75\% |  | 5.13\% |  | 7.44\% |  |
| Loans 90+ Days Past Due (in millions of dollars) | \$ | 122 | \$ | 176 | \$ | 246 | \$ | 285 | \$ | 215 | \$ | 265 | \$ | 350 | \$ | 345 | 21\% |
| \% of EOP Loans |  | 0.69\% |  | 0.94\% |  | 1.26\% |  | 1.36\% |  | 1.00\% |  | 1.30\% |  | 1.78\% |  | 1.85\% |  |
| STUDENT LOANS |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Average Loans | \$ | 22.5 | \$ | 20.9 | \$ | 21.2 | \$ | 22.0 | \$ | 24.0 | \$ | 24.9 | \$ | 23.0 | s | 25.7 | 17\% |
| EOP Loans | \$ | 21.0 | \$ | 20.1 | \$ | 21.1 | \$ | 22.3 | \$ | 24.5 | \$ | 21.4 | \$ | 25.7 | \$ | 25.6 | 15\% |
| Originations | \$ | 2.8 | \$ | 1.3 | \$ | 3.1 | \$ | 1.5 | \$ | 3.1 | \$ | 1.0 | \$ | 2.8 | + | 1.3 | (13\%) |
| Net Interest Revenue (in millions of dollars) | \$ | 85 | \$ | 90 | \$ | 87 | \$ | 82 | \$ | 80 | \$ | 115 | \$ | 78 | \$ | 33 | (60\%) |
| \% of Avg. Loans |  | 1.53\% |  | 1.73\% |  | 1.63\% |  | 1.48\% |  | 1.34\% |  | 1.86\% |  | 1.35\% |  | 0.51\% |  |
| Net Credit Losses (in millions of dollars) | \$ | 4 | \$ |  | \$ | 8 | \$ | 12 | \$ | 13 | \$ | 16 | \$ | 18 | \$ | 23 | 92\% |
| \% of Avg. Loans |  | 0.07\% |  | 0.12\% |  | 0.15\% |  | 0.22\% |  | 0.21\% |  | 0.26\% |  | 0.31\% |  | 0.36\% |  |
| Loans 90+ Days Past Due (in millions of dollars) | \$ | 879 | \$ | 806 | \$ | 776 | \$ | 721 | \$ | 796 | \$ | 699 | \$ | 662 | \$ | 703 | (2\%) |
| \% of EOP Loans |  | 4.19\% |  | 4.01\% |  | 3.68\% |  | 3.23\% |  | 3.25\% |  | 3.27\% |  | 2.58\% |  | 2.75\% |  |
| PERSONALLOANS \& OTHER |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Average Loans | \$ | 16.9 | \$ | 17.3 | \$ | 18.4 | \$ | 19.6 | \$ | 20.4 | \$ | 20.9 | \$ | 21.5 | \$ | 21.2 | 8\% |
| EOP Loans | \$ | 16.9 | \$ | 17.8 | \$ | 19.0 | \$ | 20.2 | \$ | 20.4 | \$ | 21.3 | \$ | 21.8 | \$ | 21.0 | 4\% |
| Net Interest Revenue - Loans (in millions of dollars) | \$ | 672 | \$ | 706 | \$ | 749 | \$ | 801 | \$ | 807 | \$ | 831 | \$ | 849 | \$ | 802 |  |
| Net Interest Revenue - Other (in millions of dollars) |  | 537 |  | 561 |  | 556 |  | 574 |  | 592 |  | 712 |  | 785 |  | 799 | 39\% |
| Net Interest Revenue - Total (in millions of dollars) | \$ | 1,209 | \$ | 1,267 | \$ | 1,305 | \$ | 1,375 | \$ | 1,399 | \$ | 1,543 | \$ | 1,634 | \$ | 1,601 | 16\% |
| \% of Avg. Loans |  | 16.13\% |  | 16.37\% |  | 16.15\% |  | 16.21\% |  | 15.91\% |  | 15.99\% |  | 15.71\% |  | 15.05\% |  |
| Net Credit Losses (in millions of dollars) | \$ | 251 | \$ | 273 | \$ | 284 | \$ | 348 | \$ | 398 | \$ | 444 | \$ | 451 | \$ | 528 | 52\% |
| \% of Avg Loans |  | 6.02\% |  | 6.33\% |  | 6.12\% |  | 7.04\% |  | 7.85\% |  | 8.54\% |  | 8.35\% |  | 9.91\% |  |
| Loans 90+ Days Past Due (in millions of dollars) | \$ | 367 | \$ | 361 | \$ | 453 | \$ | 520 | \$ | 523 | \$ | 523 | \$ | 603 | \$ | 705 | 36\% |
| \% of EOP Loans |  | 2.17\% |  | 2.03\% |  | 2.38\% |  | 2.57\% |  | 2.56\% |  | 2.46\% |  | 2.77\% |  | 3.36\% |  |
| COMMERCIALLOANS |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Average Loans | \$ | 19.1 | \$ | 19.4 | \$ | 20.3 | \$ | 21.4 | \$ | 21.7 | \$ | 23.0 | \$ | 21.9 | \$ | 22.0 | 3\% |
| EOP Loans | \$ | 19.5 | \$ | 20.0 | \$ | 20.9 | \$ | 21.2 | \$ | 22.2 | \$ | 21.8 | \$ | 21.9 | \$ | 21.8 | 3\% |
| Net Interest Revenue (in millions of dollars) | \$ |  | \$ | 84 | \$ | 94 | \$ | 93 | \$ | 101 | \$ | 112 | \$ | 79 | \$ | 73 | (22\%) |
| \% of Avg Loans |  | 1.80\% |  | 1.74\% |  | 1.84\% |  | 1.72\% |  | 1.87\% |  | 1.96\% |  | 1.44\% |  | 1.32\% |  |
| Net Credit Losses (in millions of dollars) \% of Avg. Loans | \$ | $\begin{array}{r} 4 \\ 0.08 \% \end{array}$ | \$ | $\begin{array}{r} 24 \\ 0.50 \% \end{array}$ | \$ | 5 $0.10 \%$ | \$ | 14 $0.25 \%$ | \$ | 13 $0.24 \%$ | \$ | 16 $0.28 \%$ | \$ | 33 $0.60 \%$ | \$ | $\begin{array}{r} 47 \\ 0.85 \% \end{array}$ | nм |
| Loans 90+ Days Past Due (in millions of dollars) | \$ | 34 | \$ | 46 | \$ | 63 | \$ | 78 | \$ | 101 | \$ | 123 | \$ | 147 | \$ | 177 | NM |
| \% of EOP Loans |  | 0.17\% |  | 0.23\% |  | 0.30\% |  | 0.37\% |  | 0.46\% |  | 0.56\% |  | 0.67\% |  | 0.81\% |  |

(1) Excludes C CitiFinancial, which are debt Consolidation Loans secured by Real Estate.

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

## INSTITUTIONAL CLIENTS GROUP

(In millions of dollars)

| 1Q | 2Q | 3Q | 4Q | 19 | 2Q | 3Q | 4Q | 4Q08 vs. 4Q07 Increasel | $\begin{aligned} & \text { Full } \\ & \text { Year } \end{aligned}$ | $\begin{aligned} & \text { Full } \\ & \text { Year } \end{aligned}$ | YTD 2008 vs. YTD 2007 Increasel |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 2007 | 2007 | 2007 | 2007 | 2008 | 2008 | 2008 | 2008 | (Decrease) | 2007 | 2008 | (Decrease) |

Commissions and Fees
Administration and Other Fiduciary Fees
Investment Banking
Principal Transactions
Other
Total Non-Interest Revenue
Net Interest Revenue (including Dividends)
Total Revenues, Net of Interest Expense
Total Operating Expenses
$\quad$ Net Credit Losses
$\quad$ Provision for Unfunded Lending Commitments
$\quad$ Credit Reserve Build / (Release)
$\quad$ Provision for Benefits \& Claims
Provision for Loan Losses and for Benefits and Claims
Income (Loss) Before Taxes and Minority Interest
Income Taxes (Benefits)
Minority Interest, Net of Tax
Net Income (Loss)
Average Assets (in billions of dollars)
Average Risk Capital
Return on Risk Capital
Return on Invested Capital
Revenues by Product:
Securities and Banking
Transactions Services
Total
Net Income by Product:
Securities and Banking
Transactions Services
Total

| \$ | 794 | \$ | 822 | \$ | 920 | \$ | 951 | \$ | 841 | \$ | 812 | \$ | 769 | \$ | 548 | (42\%) |  | 3,487 |  | 2,970 | (15\%) |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 983 |  | 1,178 |  | 1,392 |  | 1,420 |  | 1,395 |  | 1,442 |  | 1,548 |  | 1,302 | (8\%) |  | 4,973 |  | 5,687 | 14\% |
|  | 1,508 |  | 1,422 |  | (34) |  | 1,097 |  | $(2,425)$ |  | 746 |  | (219) |  | (796) | NM |  | 3,993 |  | $(2,694)$ | NM |
|  | 2,852 |  | 2,447 |  | $(1,405)$ |  | $(19,006)$ |  | $(8,223)$ |  | $(4,522)$ |  | $(2,489)$ |  | $(10,246)$ | 46\% |  | $(15,112)$ |  | $(25,480)$ | (69\%) |
|  | 1,081 |  | 1,582 |  | 370 |  | 1,124 |  | (849) |  | (362) |  | $(1,666)$ |  | $(4,582)$ | NM |  | 4,157 |  | $(7,459)$ | NM |
|  | 7,218 |  | 7,451 |  | 1,243 |  | $(14,414)$ |  | $(9,261)$ |  | $(1,884)$ |  | $(2,057)$ |  | $(13,774)$ | 4\% |  | 1,498 |  | $(26,976)$ | NM |
|  | 2,435 |  | 2,810 |  | 3,374 |  | 3,623 |  | 4,303 |  | 4,823 |  | 4,450 |  | 5,583 | 54\% |  | 12,242 |  | 19,159 | 57\% |
|  | 9,653 |  | 10,261 |  | 4,617 |  | $(10,791)$ |  | $(4,958)$ |  | 2,939 |  | 2,393 |  | $(8,191)$ | 24\% |  | 13,740 |  | $(7,817)$ | NM |
|  | 5,391 |  | 5,349 |  | 4,463 |  | 6,033 |  | 5,970 |  | 5,858 |  | 5,202 |  | 5,447 | (10\%) |  | 21,236 |  | 22,477 | 6\% |
|  | (20) |  | (37) |  | 35 |  | 695 |  | 101 |  | 357 |  | 326 |  | 989 | 42\% |  | 673 |  | 1,773 | NM |
|  | - |  | - |  | 50 |  | 100 |  | - |  | (143) |  | (150) |  | (70) | NM |  | 150 |  | (363) | NM |
|  | 274 |  | (19) |  | 120 |  | 187 |  | 144 |  | 367 |  | 762 |  | 2,345 | NM |  | 562 |  | 3,618 | NM |
|  | 52 |  | 26 |  | 33 |  | 44 |  | 52 |  | 45 |  | 59 |  | 50 | 14\% |  | 155 |  | 206 | 33\% |
|  | 306 |  | (30) |  | 238 |  | 1,026 |  | 297 |  | 626 |  | 997 |  | 3,314 | NM |  | 1,540 |  | 5,234 | NM |
|  | 3,956 |  | 4,942 |  | (84) |  | $(17,850)$ |  | $(11,225)$ |  | $(3,545)$ |  | $(3,806)$ |  | $(16,952)$ | 5\% |  | $(9,036)$ |  | $(35,528)$ | NM |
|  | 1,003 |  | 1,470 |  | (320) |  | $(7,207)$ |  | $(4,832)$ |  | $(1,562)$ |  | $(1,690)$ |  | $(7,189)$ | - |  | $(5,054)$ |  | $(15,273)$ | NM |
|  | 36 |  | 88 |  | (31) |  | 80 |  | (36) |  | 61 |  | (99) |  | (306) | NM |  | 173 |  | (380) | NM |
| \$ | 2,917 | \$ | 3,384 | \$ | 267 | \$ | $(10,723)$ | \$ | $(6,357)$ | \$ | $(2,044)$ | \$ | $(2,017)$ | \$ | $(9,457)$ | 12\% | \$ | $(4,155)$ | \$ | $(19,875)$ | NM |
| \$ | 1,156 | \$ | 1,290 | \$ | 1,434 | \$ | 1,414 | \$ | 1,440 | \$ | 1,355 | \$ | 1,203 | \$ | 1,174 | (17\%) | \$ | 1,324 | \$ | 1,293 | (2\%) |
| \$ | 29,473 | \$ | 32,853 | \$ | 37,419 | \$ | 45,405 | \$ | 54,862 | \$ | 54,053 | \$ | 49,424 | \$ | 46,105 | 2\% | \$ | 36,288 | \$ | 51,111 | 41\% |
|  | 40\% |  | 41\% |  | 3\% |  | (94\%) |  | (47\%) |  | (15\%) |  | (16\%) |  | (82\%) |  |  | (11\%) |  | (39\%) |  |
|  | 30\% |  | 31\% |  | 1\% |  | (73\%) |  | (36\%) |  | (11\%) |  | (12\%) |  | (61\%) |  |  | (10\%) |  | (30\%) |  |
| \$ | 8,003 | \$ | 8,414 | \$ | 2,548 | \$ | $(13,090)$ | \$ | $(7,305)$ | \$ | 539 | \$ | (81) | \$ | $(10,590)$ | 19\% | \$ | 5,875 | \$ | $(17,437)$ | NM |
|  | 1,650 |  | 1,847 |  | 2,069 |  | 2,299 |  | 2,347 |  | 2,400 |  | 2,474 |  | 2,399 | 4\% |  | 7,865 |  | 9,620 | 22\% |
| \$ | 9,653 | \$ | $\underline{10,261}$ | \$ | 4,617 | \$ | $(10,791)$ | \$ | $(4,958)$ | \$ | 2,939 | \$ | 2,393 | \$ | $(8,191)$ | 24\% | \$ | $\underline{13,740}$ | \$ | $(7,817)$ | NM |
| \$ | 2,469 | \$ | 2,868 | \$ | (324) | \$ | $(11,390)$ | \$ | $(7,089)$ | \$ | $(2,745)$ | \$ | $(2,834)$ | \$ | $(10,178)$ | 11\% | \$ | $(6,377)$ | \$ | $(22,846)$ | NM |
|  | 448 |  | 516 |  | 591 |  | 667 |  | 732 |  | 701 |  | 817 |  | 721 | 8\% |  | 2,222 |  | 2,971 | 34\% |
| \$ | 2,917 | \$ | 3,384 | \$ | 267 | \$ | $(10,723)$ | \$ | $(6,357)$ | \$ | $(2,044)$ | \$ | $(2,017)$ | \$ | $(9,457)$ | 12\% | \$ | $(4,155)$ | \$ | $\underline{(19,875)}$ | NM |

## NM Not meaningful

Reclassified to conform to the current period's presentation.
et Interest Revenue
Non-Interest Revenue
Total Revenues, Net of Interest Expens Total Operating Expenses

Net Credit Losses
Provision for Unfunded Lending Commitments
Credit Reserve Build / (Release)
Provision for Benefits \& Claims
Provision for Loan Losses and for Benefits and Claims
Income (Loss) Before Taxes and Minority Interest
come taxes (Benefits)
Minority Interest, Net of Tax
Net Income (Loss)
Average Assets (in billions of dollars)
Average Risk Capital
Return on Risk Capital
Return on Invested Capital

|  | $\begin{aligned} & 10 \\ & 2007 \end{aligned}$ | $\begin{gathered} 2 \mathrm{Q} \\ 2007 \\ \hline \end{gathered}$ |  | $\begin{gathered} 3 Q \\ 2007 \\ \hline \end{gathered}$ |  | $\begin{gathered} 4 \mathrm{Q} \\ 2007 \\ \hline \end{gathered}$ |  | $\begin{gathered} 10 \\ 2008 \\ \hline \end{gathered}$ |  | $\begin{gathered} 2 \mathrm{Q} \\ 2008 \\ \hline \end{gathered}$ |  | $\begin{gathered} 3 \mathrm{Q} \\ 2008 \\ \hline \end{gathered}$ |  | $\begin{gathered} 4 \mathrm{Q} \\ 2008 \\ \hline \end{gathered}$ |  | 4 Q 08 vs . 4Q07 Increasel (Decrease) |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| \$ | 1,594 | \$ | 1,882 | \$ | 2,342 | \$ | 2,480 | \$ | 3,102 | \$ | 3,612 | \$ | 3,142 | \$ | 4,236 | 71\% |
|  | 6,409 |  | 6,532 |  | 206 |  | $(15,570)$ |  | $(10,407)$ |  | $(3,073)$ |  | $(3,223)$ |  | $(14,826)$ | 5\% |
|  | 8,003 |  | 8,414 |  | 2,548 |  | $(13,090)$ |  | $(7,305)$ |  | 539 |  | (81) |  | $(10,590)$ | 19\% |
|  | 4,352 |  | 4,220 |  | 3,235 |  | 4,666 |  | 4,671 |  | 4,486 |  | 3,914 |  | 4,104 | (12\%) |
|  | (25) |  | (38) |  | 31 |  | 681 |  | 101 |  | 348 |  | 318 |  | 944 | 39\% |
|  | - |  | - |  | 50 |  | 100 |  | - |  | (143) |  | (144) |  | (70) | NM |
|  | 274 |  | (12) |  | 120 |  | 216 |  | 142 |  | 358 |  | 761 |  | 2,308 | NM |
|  | 52 |  | 26 |  | 33 |  | 44 |  | 52 |  | 45 |  | 59 |  | 50 | 14\% |
|  | 301 |  | (24) |  | 234 |  | 1,041 |  | 295 |  | 608 |  | 994 |  | 3,232 | NM |
|  | 3,350 |  | 4,218 |  | (921) |  | $(18,797)$ |  | $(12,271)$ |  | $(4,555)$ |  | $(4,989)$ |  | $(17,926)$ | 5\% |
|  | 849 |  | 1,266 |  | (561) |  | $(7,480)$ |  | $(5,138)$ |  | $(1,862)$ |  | $(2,047)$ |  | $(7,437)$ | 1\% |
|  | 32 |  | 84 |  | (36) |  | 73 |  | (44) |  | 52 |  | (108) |  | (311) | NM |
| \$ | 2,469 | \$ | 2,868 | \$ | (324) | \$ | $(11,390)$ | \$ | $(7,089)$ | \$ | $(2,745)$ | s | $(2,834)$ | \$ | $(10,178)$ | 11\% |
| \$ | 1,086 | \$ | 1,212 | \$ | 1,355 | \$ | 1,336 | \$ | 1,363 | \$ | 1,276 | \$ | 1,124 | \$ | 1,100 | (18\%) |
| \$ | 28,031 | \$ | 31,210 | \$ | 35,592 | \$ | 43,598 | \$ | 52,617 | \$ | 51,944 | \$ | 47,551 | \$ | 44,293 | 2\% |


| $\begin{aligned} & \text { Full } \\ & \text { Year } \\ & 2007 \\ & \hline \end{aligned}$ |  | $\begin{aligned} & \text { Full } \\ & \text { Yar } \\ & 2008 \end{aligned}$ |  | YTD 2008 vs. YTD 2007 Increasel (Decrease) |
| :---: | :---: | :---: | :---: | :---: |
| \$ | 8,298 | \$ | 14,092 | 70\% |
|  | $(2,423)$ |  | $(31,529)$ | NM |
| $\begin{array}{r} 5,875 \\ 16,473 \end{array}$ |  |  | $(17,437)$ | NM |
|  |  |  | 17,175 | 4\% |
| 649 |  |  | 1,711 | NM |
| $\begin{aligned} & 150 \\ & 598 \end{aligned}$ |  |  | (357) | NM |
|  |  |  | 3,569 | NM |
| 155 |  |  | 206 | 33\% |
| 1,552 |  |  | 5,129 | NM |
| $(12,150)$ |  |  | $(39,741)$ | NM |
| $\begin{array}{r} (5,926) \\ \hline 153 \\ \hline \end{array}$ |  |  | $(16,484)$ | NM |
|  |  |  | (411) | NM |
| \$ | $(6,377)$ | \$ | $(22,846)$ | NM |
| \$ | 1,248 | \$ | 1,216 | (3\%) |
| \$ | 34,608 | \$ | 49,101 | 42\% |
|  | (18\%) |  | (47\%) |  |
|  | (16\%) |  | (36\%) |  |

## Revenue Details:

Investment Banking:

| Advisory and Other Fees | \$ | 429 | \$ | 397 | \$ | 459 | \$ | 547 | \$ | 307 | \$ | 386 | \$ | 315 | \$ | 236 | (57\%) | \$ | 1,832 | \$ | 1,244 | (32\%) |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Equity Underwriting |  | 523 |  | 539 |  | 389 |  | 461 |  | 229 |  | 518 |  | 65 |  | 26 | (94\%) |  | 1,912 |  | 838 | (56\%) |
| Debt Underwriting |  | 813 |  | 712 |  | (206) |  | 399 |  | $(2,082)$ |  | (277) |  | (173) |  | 56 | (86\%) |  | 1,718 |  | $(2,476)$ | NM |
| Gross Investment Banking |  | 1,765 |  | 1,648 |  | 642 |  | 1,407 |  | $(1,546)$ |  | 627 |  | 207 |  | 318 | (77\%) |  | 5,462 |  | (394) | NM |
| Revenue Allocated to the Global Wealth Management Segment: |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Equity Underwriting |  | (136) |  | (137) |  | (83) |  | (88) |  | (54) |  | (86) |  | (36) |  | (17) | 81\% |  | (444) |  | (193) | 57\% |
| Debt Underwriting |  | (34) |  | (42) |  | (31) |  | (34) |  | (67) |  | (88) |  | (29) |  | (26) | 24\% |  | (141) |  | (210) | (49\%) |
| Net Investment Banking |  | 1,595 |  | 1,469 |  | 528 |  | 1,285 |  | $(1,667)$ |  | 453 |  | 142 |  | 275 | (79\%) |  | 4,877 |  | (797) | NM |
| Lending |  | 570 |  | 504 |  | 439 |  | 1,018 |  | 584 |  | 95 |  | 1,346 |  | 2,089 | NM |  | 2,531 |  | 4,114 | 63\% |
| Equity Markets |  | 1,483 |  | 1,582 |  | 1,033 |  | 738 |  | 979 |  | 1,398 |  | 476 |  | (650) | NM |  | 4,836 |  | 2,203 | (54\%) |
| Fixed Income Markets |  | 4,451 |  | 4,652 |  | 733 |  | $(16,306)$ |  | $(7,023)$ |  | (633) |  | $(2,412)$ |  | $(13,383)$ | 18\% |  | $(6,470)$ |  | $(23,451)$ | NM |
| Other Securities and Banking |  | (96) |  | 207 |  | (185) |  | 175 |  | (178) |  | (774) |  | 367 |  | 1,079 | NM |  | 101 |  | 494 | NM |
| Total Securities and Banking Revenues |  | 8,003 |  | 8,414 |  | 2,548 |  | $(13,090)$ |  | $(7,305)$ |  | 539 |  | (81) |  | $(10,590)$ | 19\% |  | 5,875 |  | $(17,437)$ | NM |

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

Net Interest Revenue
Non-Interest Revenue
Total Revenues, Net of Interest Expense
Total Operating Expenses
Net Credit Losses
Provision for Unfunded Lending Commitments
Credit Reserve Build / (Release)
Provision for Loan Losses and for Benefits and Claims
Income Before Taxes and Minority Interest
Income Taxes
Minority Interest, Net of Tax
Net Income
Average Assets (in billions of dollars)
Average Risk Capital
Return on Risk Capital
Return on Invested Capital

## Revenue Details:

Treasury and Trade Solutions
Securities Services

## Total



4 Q 08 vs.
4 Q 07 Increase/ 4 Q 07 Increase/
(Decrease)

\[

\]

$$
\begin{aligned}
& \text { Year } \\
& 8 \% \\
& - \\
& \hline
\end{aligned}
$$

North America
EMEA
Latin America
Asia
Total
Assets Under Custody (EOP in trillions)

## NM Not meaningful

Reclassified to conform to the current period's presentation.


## GLOBAL WEALTH MANAGEMENT

Page 1
(n millions of dollars)

Net Interest Revenue
Non-Interest Revenue

Total Revenues, Net of Interest Expense
Total Operating Expenses
Net Credit Losses
Credit Reserve Build / (Release)
Total Provision for Loan Losses
Income Before Taxes and Minority Interes Income Taxes
Minority Interest, Net of Tax
Net Income
Pretax Profit Margin
Average Assets (in billions of dollars)
Average Risk Capital
Return on Risk Capital
Return on Invested Capital

Fee-Based Revenues
Financial Advisors (FA) / Bankers
Net Client Asset Flows (in billions)

## Revenues:

Smith Barney
Private Bank
Total Revenues

Total Revenues

|  | $\begin{gathered} 1 Q \\ 2007 \\ \hline \end{gathered}$ | $\begin{gathered} 2 \mathrm{Q} \\ 2007 \\ \hline \end{gathered}$ |  | $\begin{array}{r} 3 Q \\ 2007 \\ \hline \end{array}$ |  | $\begin{gathered} 4 \mathrm{Q} \\ 2007 \\ \hline \end{gathered}$ |  | $\begin{gathered} 1 Q \\ 2008 \\ \hline \end{gathered}$ |  | $\begin{gathered} 2 Q \\ 2008 \\ \hline \end{gathered}$ |  | $\begin{gathered} 3 Q \\ 2008 \\ \hline \end{gathered}$ |  | $\begin{gathered} 4 \mathrm{Q} \\ 2008 \\ \hline \end{gathered}$ |  | 4Q08 vs. 4Q07 Increasel (Decrease) |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| \$ | 529 | \$ | 526 | \$ | 538 | \$ | 581 | \$ | 570 | \$ | 599 | \$ | 671 | \$ | 782 | 35\% |
|  | 2,289 |  | 2,671 |  | 2,981 |  | 2,883 |  | 2,709 |  | 2,716 |  | 2,493 |  | 2,061 | (29\%) |
|  | 2,818 |  | 3,197 |  | 3,519 |  | 3,464 |  | 3,279 |  | 3,315 |  | 3,164 |  | 2,843 | (18\%) |
|  | 2,103 |  | 2,461 |  | 2,621 |  | 2,664 |  | 2,796 |  | 2,634 |  | 2,513 |  | 2,605 | (2\%) |
|  | - |  | - |  | 1 |  | - |  | 10 |  | (1) |  | 1 |  | 42 | - |
|  | 17 |  | 12 |  | 56 |  | 15 |  | 11 |  | 41 |  | 64 |  | 133 | NM |
|  | 17 |  | 12 |  | 57 |  | 15 |  | 21 |  | 40 |  | 65 |  | 175 | NM |
|  | 698 |  | 724 |  | 841 |  | 785 |  | 462 |  | 641 |  | 586 |  | 63 | (92\%) |
|  | 250 |  | 197 |  | 312 |  | 260 |  | 159 |  | 232 |  | 225 |  | 36 | (86\%) |
|  | - |  | 15 |  | 39 |  | 1 |  | 9 |  | 4 |  | (2) |  | (2) | NM |
| \$ | 448 | \$ | 512 | \$ | 490 | \$ | 524 | \$ | 294 | \$ | 405 | \$ | 363 | \$ | 29 | (94\%) |
|  | 25\% |  | 23\% |  | 24\% |  | 23\% |  | 14\% |  | 19\% |  | 19\% |  | 2\% |  |
| \$ | 65 | \$ | 78 | \$ | 97 | \$ | 104 | \$ | 107 | \$ | 110 | \$ | 111 | \$ | 105 | 1\% |
| \$ | 2,879 | \$ | 2,878 | \$ | 3,164 | \$ | 3,781 | \$ | 4,509 | \$ | 4,131 | \$ | 3,847 | \$ | 3,606 | (5\%) |
|  | 63\% |  | 71\% |  | 61\% |  | 55\% |  | 26\% |  | 39\% |  | 38\% |  | 3\% |  |
|  | 39\% |  | 30\% |  | 23\% |  | 24\% |  | 11\% |  | 15\% |  | 15\% |  | 1\% |  |
| \$ | 1,775 | \$ | 1,879 | \$ | 2,011 | \$ | 2,065 | \$ | 1,960 | \$ | 1,951 | \$ | 1,983 | \$ | 1,885 | (9\%) |
|  | 13,605 |  | 15,595 |  | 15,458 |  | 15,454 |  | 15,241 |  | 14,983 |  | 14,735 |  | 13,765 | (11\%) |
| \$ | 6 | \$ | - | \$ | 8 | \$ | 1 | \$ | (1) | \$ | (11) | \$ | 3 | \$ | (17) | NM |


| Full | Full |
| :--- | :--- |
| Year | Year |
| 2007 | 2008 |

YTD 2008 vs. TD 2007 Increase (Decrease)

| \$ | 2,174 $10,824$ | \$ | $\begin{aligned} & 2,622 \\ & 9,979 \end{aligned}$ | $\begin{aligned} & 21 \% \\ & (8 \%) \\ & \text { ( } \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: |
|  | 12,998 |  | 12,601 | (3\%) |
|  | 9,849 |  | 10,548 | 7\% |
|  | 1 |  | 52 | NM |
|  | 100 |  | 249 | NM |
|  | 101 |  | 301 | NM |
|  | 3,048 |  | 1,752 | (43\%) |
|  | 1,019 |  | 652 | (36\%) |
|  | 55 |  | 9 | (84\%) |
| \$ | 1,974 | \$ | 1,091 | (45\%) |
|  | 23\% |  | 14\% |  |
| \$ | 86 | \$ | 108 | 26\% |
| \$ | 3,176 | \$ | 4,023 | 27\% |
|  | 62\% |  | 27\% |  |

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

| \$ | $\begin{array}{r} 2,246 \\ 572 \end{array}$ | \$ | $2,611$ | \$ | 2,902 | \$ | $2,782$ | \$ | $2,648$ | \$ | $2,715$ $600$ | \$ | $2,576$ | \$ | $\begin{array}{r} 2,297 \\ 546 \end{array}$ | (17\%) (20\%) | \$ | $\begin{array}{r} 10,541 \\ 2,457 \end{array}$ | \$ | $\begin{array}{r} 10,236 \\ 2,365 \end{array}$ | (3\%) <br> (4\%) |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| \$ | 2,818 | \$ | 3,197 | \$ | 3,519 | \$ | 3,464 | \$ | 3,279 | \$ | 3,315 | \$ | 3,164 | \$ | 2,843 | (18\%) | \$ | 12,998 | \$ | 12.601 | (3\%) |


| 10 | 20 | 30 | 4 Q | 10 | 2 Q | 30 | 4Q | 4 Q 08 vs. 4007 Increasel |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 2007 | 2007 | 2007 | 2007 | 2008 | 2008 | 2008 | 2008 | (Decrease) |

## KEY INDICATORS (in billions of dollars, except for branches)

Client Assets Under Fee-Based Management
North America
EMEA
Latin America
Asia
Total

Average Deposits and Other Customer Liability Balances


| \$ | 67.6 | \$ | 66.6 | \$ | 69.4 | \$ | 73.0 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 18.0 |  | 19.0 |  | 22.0 |  | 23.0 |
|  | 7.0 |  | 9.0 |  | 9.0 |  | 10.0 |
|  | 19.4 |  | 18.4 |  | 18.6 |  | 21.0 |
| \$ | 112.0 | \$ | 113.0 | \$ | 119.0 | \$ | 127.0 |
| \$ | 1,312 | \$ | 1,375 | \$ | 1,389 | \$ | 1,356 |
|  | 65 |  | 69 |  | 72 |  | 69 |
|  | 44 |  | 48 |  | 49 |  | 47 |
|  | 72 |  | 296 |  | 310 |  | 312 |
| \$ | 1,493 | \$ | 1,788 | \$ | 1,820 | \$ | 1,784 |


| \$ | 80.0 | \$ | 78.0 | \$ | 76.0 | \$ | 78.3 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 22.0 |  | 18.0 |  | 19.0 |  | 17.7 |
|  | 9.0 |  | 9.0 |  | 7.0 |  | 5.4 |
|  | 21.0 |  | 22.0 |  | 22.0 |  | 20.2 |
| \$ | 132.0 | \$ | 127.0 | \$ | 124.0 | \$ | 121.6 |
| \$ | 1,273 | \$ | 1,242 | \$ | 1,146 | \$ | 982 |
|  | 65 |  | 63 |  | 57 |  | 46 |
|  | 47 |  | 47 |  | 41 |  | 32 |
|  | 322 |  | 310 |  | 288 |  | 260 |
| \$ | 1,707 | \$ | 1,662 | \$ | 1,532 | \$ | 1,320 |

Average Loans
North America
EMEA
Latin America
Asia
Total


Total

| 642 | 700 | 697 | 683 | 683 | 674 | 658 | 627 | (8\%) |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 27 | 28 | 28 | 29 | 29 | 29 | 29 | 29 | - |
| 13 | 12 | 13 | 13 | 11 | 11 | 10 | 10 | (23\%) |
| 23 | 132 | 133 | 136 | 136 | 134 | 134 | 134 | (1\%) |
| 705 | 872 | 871 | 861 | 859 | 848 | 831 | 800 | (7\%) |

(1) Total Client Assets include Average Deposits and Other Customer Liability Balances.

Net Interest Revenue
Total Revenues, Net of Interest Expense
Total Operating Expenses
Net Credit Losses
Credit
Proserve Buid $/$ (Release)
Provision for Benefits \& Claims
Provision for Loan Losses and for Benefits and Claims
Income (Loss) Before Taxes and Minority Interest
Income Taxes (Benefits)
Minority Interest, Net of Tax
Net Income (Loss)
Average Assets (in billions of dollars)
Key Drivers (in billions of dollars, except branches:
Average Loans
Managed Cards
Managed Cards
Consumer Banking
Consumer Ban
Corporate
Corporate
Global wealth Management
Average Consumer Banking Loans
Averagi Consumer Banking Loans
Residential Real Estate
Residen
Auto
Student
Stucent
Personal and Other
Commercial
Cersonarcial
Cotal

## (and other Customer Liabily Balances)

Checking, Savings \& Money Market Deposits
Time Deposits, CDs and Other
Consumer Banking Depo
Siobal Wealth Management
Total
Global Weatth Management Assets Under Fee-Based Management
Global Weath Management Total Client Assets
Consumer Banking Investment Sales
Consumer Banking Investment AUMs
$\underset{\substack{\text { Branches } \\ \text { Citibank }}}{\text { Offices }}$
Citibank
CitiFinancia
Global Wealth Management offices
Consumer Loans Excluding Gw
Net Credit Loss Ratio
Loans 90+Days Past Due (in millions)
$\%$ of EOP Loans
NM Not meaningtul
Reclassified to contorm to the current period's presentation

| $\begin{gathered} 10 \\ 2007 \end{gathered}$ |  | $\begin{gathered} 2007 \\ 2007 \end{gathered}$ |  | $\begin{gathered} 3 \mathrm{3Q} \\ 2007 \end{gathered}$ |  | $\underset{2007}{40}$ |  | $\begin{gathered} 10 \\ 2008 \end{gathered}$ |  | $\begin{gathered} 20 \mathrm{O} \\ 2008 \end{gathered}$ |  | $\begin{gathered} 30 \\ 2008 \\ 208 \end{gathered}$ |  | $\begin{gathered} 40 \\ 2008 \end{gathered}$ |  | 4Q08 vs. 4Q07 Increasel (Decrease) | $\begin{aligned} & \text { Full } \\ & \text { Year } \\ & 20007 \end{aligned}$ |  | $\begin{aligned} & \text { Full } \\ & \text { Year } \\ & 2008 \end{aligned}$ |  | YTD 2008 vs. YTD 2007 Increasel (Decrease) |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| \$ | $\begin{array}{r} 5,246 \\ 8,849 \\ \hline \end{array}$ | \$ | $\begin{aligned} & 5,676 \\ & 8,313 \\ & \hline \end{aligned}$ | \$ | $\begin{aligned} & 5,876 \\ & 4,363 \end{aligned}$ | \$ | $\begin{gathered} 6,535 \\ (7,244) \\ \hline \end{gathered}$ | \$ | $\begin{gathered} 6,691 \\ (4,311) \\ \hline \end{gathered}$ | \$ | $\begin{array}{r} 7,180 \\ 551 \\ \hline \end{array}$ | \$ | $\begin{aligned} & 7,072 \\ & (1,118) \\ & \hline \end{aligned}$ | \$ | $\begin{gathered} 7,770 \\ (10,091) \\ \hline \end{gathered}$ | $\begin{aligned} & 19 \% \\ & (40 \%) \end{aligned}$ | \$ | $\begin{aligned} & 23,333 \\ & 14,301 \\ & \hline \end{aligned}$ | \$ | $\begin{gathered} 28,713 \\ (14,969) \\ \hline \end{gathered}$ | $\begin{aligned} & 23 \% \\ & \text { NM } \end{aligned}$ |
|  | 14,095 |  | 13,989 |  | 10 |  | (689) |  | 2,380 |  | 7,731 |  | 5,954 |  | $(2,321)$ | nм |  | 37,634 |  | 13,744 | (63\%) |
|  | 7,716 |  | 7,352 |  | 6,844 |  | 8,27 |  | 8,27 |  | 8,146 |  | 7,533 |  | 7,344 | (11\%) |  | 30,186 |  | 31,300 | 4\% |
|  | 1,053 |  | 1,092 |  | 1,227 |  | 2,308 |  | 2,190 |  | 2,663 |  | 3,090 |  | 3,840 | 66\% |  | 5,680 |  | 11,783 | nм |
|  | 267 |  | 238 |  | 1,359 |  | 3,534 |  | 1,477 |  | 2,044 |  | 2,775 |  | 4,570 | 29\% |  | 5,398 |  | 10,866 | NM |
|  | 209 |  | 170 |  | 188 |  | 193 |  | 222 |  | 214 |  | 213 |  | 544 | nM |  | 760 |  | 1,193 | 57\% |
|  | 1.529 |  | 1,500 |  | 2,774 |  | 6,035 |  | 3,889 |  | 4,921 |  | 6,078 |  | 8,954 | 48\% |  | 11,838 |  | 23,842 | nM |
|  | 4,850 |  | 5,137 |  | 621 |  | $(14,988)$ |  | ${ }^{(9,786)}$ |  | (5,336) |  | $(7,657)$ |  | $(18,619)$ | (24\%) |  | $(4,390)$ |  | $(41,398)$ | vM |
|  | 1,576 |  | 1,674 |  | 143 |  | $(6,060)$ |  | $(4,165)$ |  | $(2,070)$ |  | $(2,892)$ |  | $(7,286)$ | (20\%) |  | $(2,667)$ |  | $(16,413)$ | nM |
|  | 30 |  | 66 |  | (3) |  | 9 |  | (35) |  | 51 |  | (126) |  | (314) | NM |  | 102 |  | (424) | NM |
| s | 3,244 | s | 3,397 | s | 481 | s | (8,947) | s | $(5,586)$ | s | $(3,317)$ | s | $(4,639)$ | \$ | $(11,019)$ | (23\%) | \$ | $(1,825)$ | s | (24,561) | NM |
| \$ | $\begin{aligned} & 1,156 \\ & 1.14 \% \end{aligned}$ | \$ | $\begin{aligned} & 1,215 \\ & 1.12 \% \end{aligned}$ | \$ | $\begin{aligned} & 1,254 \\ & 0.15 \% \end{aligned}$ | \$ | $\begin{gathered} 1,262 \\ (2.816) \end{gathered}$ | \$ | $\begin{gathered} 1,289 \\ (1.74 \%) \end{gathered}$ | \$ | $\begin{gathered} 1,272 \\ (1.05 \%) \end{gathered}$ | \$ | $\begin{gathered} 1,118 \\ (1,65 \%) \end{gathered}$ | \$ | $\begin{gathered} 1,073 \\ (4.09 \%) \end{gathered}$ | (15\%) | \$ | $\begin{gathered} 1,222 \\ (0.15 \%) \end{gathered}$ | \$ | $\begin{gathered} 1,188 \\ (2.070) \end{gathered}$ | ${ }^{(3 \%)}$ |



$\begin{array}{rrrrrrrrrrrrrrr}\$ & 1.5 & \$ & 1.4 & \$ & 1.3 & \$ & 1.4 & \$ & 1.5 & \$ & 1.3 & \$ & 1.2 & \$ \\ \$ & 34.9 & \$ & 37.0 & \$ & 37.9 & \$ & 37.5 & \$ & 34.4 & \$ & 34.4 & \$ & 30.7 & \$ \\ & & 24.6\end{array}$

 $(3 \%)$
$(60 \%)$
$(880)$
$(6 \%)$



$\qquad$

$1 \%$
$8 \%$
$3 \%$
$25 \%$
$7 \%$
$9 \%$

[^0] 25\%
$9 \%$
$9 \%$ ${ }_{(34 \%)}^{(36 \%)}$ $71 \%$

Net Interest Revenue
Non-Interest Revenue
Total Revenues, Net of Interest Expense
Total Operating Expenses
Net Credit Losses
Credit Reserve Build / (Release)
Provision for Benefits \& Claims
Provision for Loan Losses and for Benefits and Claims
Income (Loss) Before Taxes and Minority Interest
ncome Taxes (Benefits)
Minority Interest, Net of Tax
Net Income (Loss)
Average Assets (in billions of dollars)
Return on Assets
Key Drivers (in billions of dollars, except branches:
Average Loans
Cards
Cards
Consumer Banking
Consumer Bankii
Corporate
Corporate
Global Wea
lobal Wealth Management
Total
Average Consumer Banking Loans
Residential Real Estate
Personal
Personal
Commercial and other
Total
Average Deposits (and other Customer Liability Balances)
Consumer Banking Deposits
Transaction Services
Global Wealt Management
Total
Global Weath Management Assets Under Fee-Based Managemen Global Wealth Management Total Client Assets

Consumer Banking Investment Sales
Consumer Banking Investment AUMs
Branches / Offices
Citibank
CitiFinancial
Citifinancial
Global Weath Management offices
Total
Consumer Loans Excluding GWM
Net Credit Loss Ratio
Loans 90+Days Past Due (in millions) $\%$ of EOP Loans

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


(Decrease)
$8 \%$
NM
NM
$(23 \%)$
NM
NM
-
NM
$83 \%$
$70 \%$
$(41 \%)$
$90 \%$
$(26 \%)$

| $\begin{aligned} & \text { Full } \\ & \text { Year } \\ & 2007 \end{aligned}$ |  | $\begin{aligned} & \text { Full } \\ & \text { Year } \\ & 2008 \end{aligned}$ |  |
| :---: | :---: | :---: | :---: |
| \$ | 7,067 | \$ | 8,618 |
|  | 2,151 |  | 2,500 |
|  | ,218 |  | 11,1 |
|  | 10,864 |  | 10,848 |
|  | 1,021 |  | 2,194 |
|  | 793 |  | 1,376 |
|  | 4 |  | 2 |
|  | 1,818 |  | 3,572 |
|  | (3,464) |  | $(3,302)$ |
|  | $(1,836)$ |  | (1,775) |
|  | 85 |  | 83 |
| \$ | (1,713) | s | $(1,610)$ |
| \$ | 406 | \$ | 373 |
|  | (0.42\%) |  | (0.43\%) |





| $\$$ | 19 | $\$$ | 21 | $\$$ | 21 | $\$$ | 21 | $\$$ | 20 | $\$$ | 19 | $\$$ | 17 | $\$$ | 13 | $(38 \%)$ |
| :--- | :--- | :--- | :--- | :--- | :--- | :--- | :--- | :--- | :--- | :--- | :--- | :--- | :--- | :--- | :--- | :--- |
| $\$$ | 65 | $\$$ | 69 | $\$$ | 72 | $\$$ | 69 | $\$$ | 65 | $\$$ | 63 | $\$$ | 57 | $\$$ | 46 | $(33 \%)$ |

$\left.\begin{array}{llllllllllllllll}\$ & 2.2 & \$ & 2.1 & \$ & 2.1 & \$ & 2.7 & \$ & 2.2 & \$ & 1.6 & \$ & 1.3 & \$ & 0.6\end{array}\right)$

| $\$$ | 2.2 | $\$$ | 2.1 | $\$$ | 2.1 | $\$$ | 2.7 | $\$$ | 2.2 | $\$$ | 1.6 | $\$$ | 1.3 | $\$$ | 0.6 | $(78 \%)$ |
| ---: | ---: | ---: | ---: | ---: | ---: | ---: | ---: | ---: | ---: | ---: | ---: | ---: | ---: | ---: | ---: | :--- |
| $\$$ | 13.1 | $\$$ | 14.6 | $\$$ | 15.4 | $\$$ | 15.8 | $\$$ | 15.5 | $\$$ | 13.7 | $\$$ | 11.5 | $\$$ | 8.8 | $(44 \%)$ |


|  | 2.71\% |  | 2.34\% |  | 3.07\% |  | 2.02\% |  | 2.94\% |  | 3.11\% |  | 3.52\% |  | 4.31\% |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| \$ | 503 | \$ | 647 | \$ | 649 | \$ | 55 | \$ |  | \$ | 751 | \$ | 810 | \$ | ${ }^{916}$ |
|  | 1.98\% |  | 1.73\% |  | 1.66\% |  | 1.40\% |  | 1.53\% |  | 1.72\% |  | 2.02 |  | 2.56\% |


| Net Interest Revenue Non-Interest Revenue | \$ | $\begin{aligned} & 1,503 \\ & 1,366 \\ & \hline \end{aligned}$ | \$ | $\begin{array}{r} 1,776 \\ 1,287 \\ \hline \end{array}$ | \$ | $\begin{array}{r} 1,933 \\ 2,061 \\ \hline \end{array}$ | \$ | $\begin{array}{r} 1,939 \\ 1,702 \\ \hline \end{array}$ | \$ | $\begin{array}{r} 2,015 \\ 1,921 \\ \hline \end{array}$ | \$ | $\begin{array}{r} 2,169 \\ 1,275 \\ \hline \end{array}$ | \$ | $\begin{array}{r} 2,061 \\ 1,017 \\ \hline \end{array}$ | \$ | $\begin{array}{r} 1,756 \\ \quad 931 \\ \hline \end{array}$ | $\begin{aligned} & (9 \%) \\ & (45 \%) \end{aligned}$ | \$ | $\begin{array}{r} 7,151 \\ 6,416 \\ \hline \end{array}$ | \$ | $\begin{array}{r} 8,001 \\ 5,144 \\ \hline \end{array}$ | $\begin{aligned} & 12 \% \\ & (20 \%) \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Total Revenues, Net of Interest Expense |  | 2,869 |  | 3,063 |  | 3,994 |  | 3,641 |  | 3,936 |  | 3,444 |  | 3,078 |  | 2,687 | (26\%) |  | 13,567 |  | 13,145 | (3\%) |
| Total Operating Expenses |  | 1,479 |  | 1,653 |  | 1,830 |  | 1,815 |  | 1,487 |  | 1,822 |  | 1,849 |  | 1,687 | (7\%) |  | 6,777 |  | 6,845 | 1\% |
| Net Credit Losses |  | 246 |  | 175 |  | 361 |  | 381 |  | 503 |  | 575 |  | 657 |  | 584 | 53\% |  | 1,163 |  | 2,319 | 99\% |
| Credit Reserve Build / (Release) |  | 17 |  | 151 |  | 232 |  | 131 |  | 224 |  | 165 |  | 252 |  | 502 | мм |  | 531 |  | 1,143 | мм |
| Provision for Benefits \& Claims |  | 52 |  | 26 |  | 47 |  | 48 |  | 54 |  | 45 |  | 59 |  | 50 | 4\% |  | 173 |  | 208 | 20\% |
| Provision for Loan Losses and for Benefits and Claims |  | 315 |  | 352 |  | 640 |  | 560 |  | 781 |  | 785 |  | 968 |  | 1,136 | NM |  | 1,867 |  | 3,670 | 97\% |
| Income Before Taxes and Minority Interest |  | 1,075 |  | 1,058 |  | 1,524 |  | 1,266 |  | 1,668 |  | 837 |  | 261 |  | (136) | nM |  | 4,923 |  | 2,630 | (47\%) |
| Income Taxes |  | 290 |  | 270 |  | 439 |  | 327 |  | 472 |  | 178 |  | (20) |  | (143) | nм |  | 1,326 |  | 487 | (63\%) |
| Minority Interest, Net of Tax |  | - |  | 1 |  | 1 |  | - |  | 1 |  | 1 |  | 1 |  | 1 | - |  | 2 |  | 4 | 100\% |
| Net Income | s | 785 | s | 787 | s | 1,084 | s | 939 | \$ | 1,195 | \$ | 658 | \$ | 280 | \$ | 6 | (99\%) | \$ | 3,595 | \$ | 2,139 | (41\%) |
| Average Assets (in billions of dollars) | \$ | 129 | \$ | 144 | \$ | 150 | \$ | 155 | \$ | 153 | \$ | 159 | \$ | ${ }^{156}$ | \$ | 144 | (7\%) | \$ | 145 | \$ | 153 | 6\% |
| Return on Assets |  | 2.47\% |  | 2.19\% |  | 2.87\% |  | 2.40\% |  | 3.14\% |  | 1.66\% |  | 0.71\% |  | 0.02\% |  |  | 2.48\% |  | 1.40\% |  |
| Key Drivers (in billions of dollars, except branches): |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Average Loans |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Cards | \$ | 10.2 | \$ | 11.7 | \$ | 12.3 | \$ | 13.5 | \$ | 14.1 | \$ | 14.7 | \$ | 14.6 | \$ | 11.8 | (13\%) |  |  |  |  |  |
| Consumer Banking |  | 11.2 |  | 13.1 |  | 13.9 |  | 14.6 |  | 14.6 |  | 15.6 |  | 16.0 |  | 14.2 | (3\%) |  |  |  |  |  |
| Corporate |  | 23.1 |  | 27.8 |  | 29.7 |  | 31.3 |  | 29.1 |  | 28.8 |  | 27.4 |  | 24.1 | (23\%) |  |  |  |  |  |
| Global Wealth Management |  | 2.2 |  | 2.2 |  | 2.6 |  | 2.6 |  | 2.5 |  | 3.0 |  | 3.0 |  | 2.6 | - |  |  |  |  |  |
| Total | \$ | 46.7 | \$ | 54.8 | \$ | 58.5 | \$ | 62.0 | \$ | 60.3 | \$ | 62.1 | \$ | 61.0 | \$ | 52.7 | (15\%) |  |  |  |  |  |
| Average Consumer Banking Loans |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Residential Real Estate | \$ | 2.6 | \$ | 2.6 | \$ | 2.6 | \$ | 2.7 | \$ | 3.3 | \$ | 3.6 | \$ | 3.6 | \$ | 3.2 | 19\% |  |  |  |  |  |
| Personal ${ }^{\text {a }}$ |  | 3.6 |  | 4.4 |  | 4.6 |  | 5.0 |  | 5.0 |  | 5.5 |  | 5.3 |  | 4.4 | ${ }_{(12 \%)}$ |  |  |  |  |  |
| Commercial and other |  | 5.0 |  | 6.1 |  | 6.7 |  | 6.9 |  | 6.3 |  | 6.5 |  | 7.1 |  | 6.6 | (4\%) |  |  |  |  |  |
| Total | \$ | 11.2 | \$ | 13.1 | \$ | 13.9 | \$ | 14.6 | \$ | 14.6 | \$ | 15.6 | \$ | 16.0 | \$ | 14.2 | (3\%) |  |  |  |  |  |
| Average Deposits (and other Customer Liability Balances) |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Consumer Banking Deposits | \$ | 34.3 | \$ | 38.1 | \$ | 39.0 | \$ | 40.3 | \$ | 41.4 | \$ | 41.3 | \$ | 40.9 | \$ | 35.1 | (13\%) |  |  |  |  |  |
| Transaction Services |  | 12.0 |  | 12.0 |  | 18.0 |  | 20.0 |  | 20.0 |  | 20.0 |  | 20.0 |  | 19.0 | (5\%) |  |  |  |  |  |
| Global Weath Management |  | 7.0 |  | 9.0 |  | 9.0 |  | 10.0 |  | 9.0 |  | 9.0 |  | 7.0 |  | 5.4 | (46\%) |  |  |  |  |  |
| Total | \$ | 53.3 | \$ | 59.1 | \$ | 66.0 | \$ | 70.3 | \$ | 70.4 | \$ | 70.3 | \$ | 67.9 | \$ | 59.5 | (15\%) |  |  |  |  |  |
| Global Weatth Management Assets Under Fee-Based Management | \$ | 13 | \$ | 14 | \$ | 14 | \$ | 14 | \$ | 13 | \$ | 13 | \$ | 11 | \$ | 8 | (43\%) |  |  |  |  |  |
| Global Wealth Management Total Client Assets | \$ | 44 | \$ | 48 | \$ | 49 | \$ | 47 | \$ | 47 | \$ | 47 | \$ | 41 | \$ | 32 | (32\%) |  |  |  |  |  |
| Consumer Banking Investment Sales | \$ | 18.3 | \$ | 17.5 | \$ | 16.2 | \$ | 13.2 | \$ | 14.6 | \$ | 15.4 | \$ | 16.2 | \$ | 13.4 | 2\% |  |  |  |  |  |
| Consumer Banking Investment AUMs | \$ | 30.2 | \$ | 32.1 | \$ | 33.4 | \$ | 33.9 | \$ | 34.5 | \$ | 37.4 | \$ | 32.9 | \$ | 25.0 | (26\%) |  |  |  |  |  |
| Branches / Offices |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Citibank |  | 1,838 |  | 1,954 |  | 1,977 |  | 2,063 |  | 2,066 |  | 2,071 |  | 2,055 |  | 2,028 | ${ }^{(2 \%)}$ |  |  |  |  |  |
| CitiFinancial |  | 672 |  | 672 |  | 674 |  | 671 |  | 568 |  | 564 |  | 533 |  | 533 | (21\%) |  |  |  |  |  |
| Global Wealth Management offices |  | 13 |  | 12 |  | 13 |  | 13 |  | 11 |  | 11 |  | 10 |  | 10 | (23\%) |  |  |  |  |  |
| Total |  | 2,523 |  | 2,638 |  | 2,664 |  | 2,747 |  | 2,645 |  | 2,646 |  | 2,598 |  | 2.571 | (6\%) |  |  |  |  |  |
| Consumer Loans Excluding GwM |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Net Credit Loss Ratio |  | 4.89\% |  | 3.48\% |  | 5.86\% |  | 5.86\% |  | 6.96\% |  | 7.64\% |  | 8.64\% |  | 8.66\% |  |  |  |  |  |  |
| Loans 90+Days Past Due (in millions) | \$ | 720 3189 | \$ | ${ }^{843}$ | \$ | ${ }^{891}$ | \$ | 1,008 | \$ | 1,121 | \$ | 1,182 | \$ | 1,129 | \$ | 983 | (2\%) |  |  |  |  |  |
| \% of EOP Loans |  | 3.18\% |  | 3.30\% |  | 3.30\% |  | 3.48\% |  | 3.86\% |  | 3.84\% |  | 3.87\% |  | 3.85\% |  |  |  |  |  |  |

ASIA
Net Interest Revenue
Total Revenues, Net of Interest Expense
Total Operating Expenses
Net Credit Losses
Credit Reserve Build / (Release)
Crevit Resere Build (Release)
Provision for Benefits \& Claims
Provision for Loan Losses and for Benefits and Claims
Income Before Taxes and Minority Interest
Income Taxes
Minority Interest, Net of tax
Net Income
Average Assets (in billions of dollars)
Return on Assets
consumer finance japan
Net Interest Revenue
Net Interest Revenue
Non-Interest Revenue
Total Revenues, Net of Interest Expense
Total Operating Expenses
Net Credit Losses
Credit Reserve Build (Release)
Provision for Benefits \& Claims
Provision for Loan Losses and for Benefits and Claims
Income Before Taxes and Minority Interest
Income Taxes
Minority Interest, Net of Tax
Net Income
Average Assets (in billions of dollars)
Return on Assets
asia excluding consumer finance japan

Net Interest Revenue
Non-Interest Revenue
, Net of Interest Expens
Total Operating Expenses
Net Credit Losses
Credit Reserve Build
Credit Reserve Build $d$ (Release)
Provision for Loan Losses and for Benefits and Claims
Income Before Taxes and Minority Interest
Income Taxes
Minority Interest, Net of Tax
Net Income
Average Assets (in billions of dollars)
nM Not meaningtul
Reclassified to conform to the current period's presentation.

| 10 2007 | ${ }_{2007}^{208}$ | [ ${ }^{30}$ | 4 C <br> 2007 | 10 <br> 2008 | ${ }_{2008}^{208}$ | $\begin{gathered} 30 \\ 2008 \end{gathered}$ | $\underset{\substack{40 \\ 0}}{2}$ | 4 Q 08 vs. $4 \mathrm{Q} 07 \mathrm{Increase} /$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |


| \$ | $\begin{aligned} & 2,103 \\ & 1,718 \end{aligned}$ | \$ | $\begin{aligned} & 1,920 \\ & 2,870 \end{aligned}$ | \$ | $\begin{aligned} & 2,162 \\ & 2,657 \end{aligned}$ | \$ | $\begin{aligned} & 2,105 \\ & 3,293 \\ & \hline \end{aligned}$ | \$ | $\begin{aligned} & 2,419 \\ & 2,168 \\ & \hline \end{aligned}$ | \$ | $\begin{aligned} & 2,484 \\ & 2,111 \end{aligned}$ | \$ | $\begin{aligned} & 2,514 \\ & 1,954 \end{aligned}$ | \$ | $\begin{gathered} 2,231 \\ (245) \\ \hline \end{gathered}$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 3,821 |  | 4,790 |  | 4,819 |  | 5,398 |  | 4,587 |  | 4,595 |  | 4,468 |  | 1,986 |
|  | 1,909 |  | 2,465 |  | 2,928 |  | 2,843 |  | 2,834 |  | 2,788 |  | 2,612 |  | 3,439 |
|  | 475 |  | 497 |  | 531 |  | 560 |  | 599 |  | 634 |  | 660 |  | 827 |
|  | 68 |  | 11 |  | 301 |  | (47) |  | 128 |  | 147 |  | 372 |  | 260 |
|  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
|  | 543 |  | 508 |  | 832 |  | 513 |  | 727 |  | 781 |  | 1,032 |  | 1,087 |
|  | 1,369 |  | 1,817 |  | 1,059 |  | 2,042 |  | 1,026 |  | 1,026 |  | 824 |  | $(2,540)$ |
|  | 297 |  | 536 |  | 250 |  | 518 |  | 269 |  | 250 |  | 127 |  | (2,160) |
|  | - |  | 31 |  | (1) |  | 63 |  | (8) |  | 4 |  | 2 |  | (9) |
| $s$ | 1,072 | s | 1,250 | s | 810 | s | 1,461 | s | 765 | s | 772 | s | 695 | s | (371) |
| \$ | $\begin{array}{r} 249 \\ 1.75 \% \end{array}$ | \$ | $\begin{gathered} 298 \\ 1.68 \% \end{gathered}$ | \$ | $\begin{array}{r} 375 \\ 0.86 \% \end{array}$ | \$ | $\begin{gathered} 362 \\ 1.60 \% \end{gathered}$ | \$ | $\begin{gathered} 364 \\ 0.85 \% \end{gathered}$ | \$ | $\begin{gathered} 354 \\ 0.88 \% \end{gathered}$ | \$ | $\begin{gathered} 337 \\ 0.82 \% \end{gathered}$ | \$ | $\begin{gathered} 359 \\ (0.41 \%) \end{gathered}$ |

$6 \%$
NM
$(63 \%)$
$21 \%$
$28 \%$
NM
-
NM
NM
NM
NM
NM
$(1 \%)$

| \$ | $\begin{array}{r} 8,290 \\ 10,538 \\ \hline \end{array}$ | \$ | $\begin{aligned} & 9,648 \\ & 5,988 \end{aligned}$ |
| :---: | :---: | :---: | :---: |
|  | 18,828 |  | 15,636 |
|  | 10,145 |  | 11,673 |
|  | 2,063 |  | 2,720 |
|  | ${ }^{33}$ |  | 907 |
|  | 2,396 |  | 3.627 |
|  | 6,287 |  | 336 |
|  | 1,601 |  | (1,514) |
|  | 93 |  | (11) |
| \$ | 4,593 | s | 1,861 |
| \$ | 321 | \$ | 354 |
|  | 1.43\% |  | 0.53\% |



$$
\begin{gathered}
(36 \%) \\
(146 \%) \\
(36 \%) \\
(36 \%) \\
(12 \%) \\
(420) \\
(420) \\
(6 \%) \\
(15 \%) \\
\text { NM } \\
\hline
\end{gathered}
$$

| \$ | $\begin{aligned} & 1,688 \\ & 1,711 \\ & 1, \end{aligned}$ | \$ | $\begin{aligned} & 1,576 \\ & 2,869 \end{aligned}$ | \$ | $\begin{aligned} & 1,899 \\ & 2,656 \end{aligned}$ |  | $\begin{aligned} & 1,992 \\ & 3,280 \end{aligned}$ |  | $\begin{aligned} & 2,155 \\ & 2,155 \end{aligned}$ | \$ | $\begin{aligned} & 2,311 \\ & 2,108 \end{aligned}$ | \$ | $\begin{aligned} & 2,290 \\ & 1,953 \end{aligned}$ | \$ | $\begin{gathered} 2,166 \\ (247) \end{gathered}$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 3,399 |  | 4,445 |  | 4,555 |  | 5,272 |  | 4,310 |  | 4,419 |  | 4,243 |  | 1,919 |
|  | 1,783 |  | 2,363 |  | 2,677 |  | 2,746 |  | 2,739 |  | 2,687 |  | 2.528 |  | 3,348 |
|  | 173 |  | 195 |  | 207 |  | 246 |  | 282 |  | 320 |  | 365 |  | 522 |
|  | 64 |  | (3) |  | 140 |  | (47) |  | 128 |  | 147 |  | 281 |  | 247 |
|  |  |  |  |  |  |  |  |  |  |  |  |  | (1) |  |  |
|  | 237 |  | 192 |  | 347 |  | 199 |  | 410 |  | 467 |  | 645 |  | 769 |
|  | 1,379 |  | 1,890 |  | 1,531 |  | 2,327 |  | 1,161 |  | 1,265 |  | 1,070 |  | (2,198) |
|  | 309 |  | 569 |  | 424 |  | 619 |  | 318 |  | 335 |  | 214 |  | (1,273) |
|  |  |  | 31 |  | (1) |  | 63 |  | (8) |  | 4 |  | 2 |  | (9) |
| \$ | 1,070 | s | 1,290 | s | 1,108 | s | 1,645 | s | 851 | \$ | 926 | s | 854 | s | ${ }^{(916)}$ |
| \$ | 239 | \$ |  | \$ | 366 | \$ | 353 | \$ | 355 | \$ | 346 | \$ | 329 | \$ | 351 |
|  | 1.82\% |  | 1.80\% |  | 1.20\% |  | 1.85\% |  | 0.96\% |  | 1.08\% |  | 1.03\% |  | (1.04\%) |


| $\begin{aligned} & \text { 9\% } \\ & \text { NM } \end{aligned}$ | \$ | $\begin{array}{r} 7,155 \\ 1051 \end{array}$ | \$ | $\begin{aligned} & 8,922 \\ & 5,996 \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: |
| (64\%) |  | 17,671 |  | 14,891 |
| 22\% |  | 9,569 |  | 11,302 |
| NM |  | 821 |  | 1,489 |
| NM |  | 154 |  | 803 |
| - |  |  |  | (1) |
| мм |  | 975 |  | 2,291 |
| NM |  | 7,127 |  | 1,298 |
| мм |  | 1,921 |  | (406) |
| nм |  | 93 |  | (11) |
| мм | s | 5,113 | s | 1,715 |
| (1\%) | \$ | 312 | \$ | 345 |
|  |  | 1.64\% |  | 0.50\% |

[^1]
## ASIA

(In millions of dollars)

| $1 \mathrm{Q}$ |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | $\begin{gathered} 2 Q \\ 2007 \end{gathered}$ | $\begin{gathered} 3 Q \\ 2007 \end{gathered}$ | $\underset{\substack{4 \mathrm{Q} \\ \hline 0}}{ }$ | $\underset{\sim}{1 Q}$ | $\begin{gathered} 2 Q \\ 2008 \end{gathered}$ | $\begin{gathered} \text { 3Q } \end{gathered}$ | $\underset{2}{4 \mathrm{Q}}$ | 4Q07 Increase/ (Decrease) |
|  |  |  |  |  |  |  |  |  |

Key Drivers (in billions of dollars, except branches):
Average Loans
Cards
Consumer Banking (excluding CF Japan)
Corporate
Global Wealth Management
Consumer Finance Japan
Total

| \$ | 13.2 | \$ | 13.9 | \$ | 14.8 | \$ | 16.0 | \$ | 17.1 | \$ | 17.6 | \$ | 17.3 | \$ | 16.1 | 1\% |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 43.4 |  | 45.3 |  | 46.4 |  | 49.5 |  | 51.9 |  | 51.6 |  | 49.9 |  | 43.4 | (12\%) |
|  | 42.7 |  | 46.9 |  | 48.4 |  | 48.3 |  | 45.2 |  | 43.6 |  | 40.1 |  | 38.1 | (21\%) |
|  | 8.0 |  | 9.1 |  | 11.3 |  | 11.6 |  | 12.4 |  | 13.0 |  | 13.0 |  | 11.0 | (5\%) |
|  | 107.3 |  | 115.2 |  | 120.9 |  | 125.4 |  | 126.6 |  | 125.8 |  | 120.3 |  | 108.6 | (13\%) |
|  | 9.0 |  | 8.5 |  | 8.5 |  | 8.5 |  | 8.9 |  | 8.4 |  | 7.8 |  | 8.3 | (2\%) |
| \$ | 116.3 | \$ | 123.7 | \$ | 129.4 | \$ | 133.9 | \$ | 135.5 | \$ | 134.2 | \$ | 128.1 | \$ | 116.9 | (13\%) |

Average Consumer Banking Loans (excluding CF Japan)
Residential Real Estate
Personal
Commercial and other
Total
Average Deposits (and other Customer Liability Balances)
Consumer Banking Deposits
Transaction Services
Global Wealth Managemen
Total

Global Wealth Management Assets Under Fee-Based Management Global Wealth Management Total Client Assets

Consumer Banking Investment Sales
Consumer Banking Investment AUMs

## Branches I Offices

Citibank
CitiFinancial (excluding Japan)
Global Wealth Management Offices
Consumer Finance Japan
Total

## Consumer Loans Excluding GWM

$$
\begin{aligned}
& \text { Net Credit Loss Ratio } \\
& \text { Loans 90+Days Past Due (in millions) } \\
& \% \text { of EOP Loans }
\end{aligned}
$$

Tassified to cortom to

|  | Average Risk Capital (\$M) (2) |  |  |  |  |  | Return on Risk Capital |  |  | Return on Invested Capital |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Fourth Quarter 2007 |  | Third Quarter 2008 |  | Fourth Quarter 2008 |  | Fourth Quarter 2007 | Third Quarter 2008 | Fourth Quarter 2008 | Fourth Quarter 2007 | Third Quarter 2008 | Fourth Quarter 2008 |
| Global Cards | \$ | 9,397 | \$ | 14,520 | \$ | 13,976 | 39\% | (25\%) | (17\%) | 18\% | (13\%) | (9\%) |
| Consumer Banking |  | 20,368 |  | 30,965 |  | 31,064 | (11\%) | (14\%) | (21\%) | (4\%) | (8\%) | (13\%) |
| Institutional Clients Group (ICG): |  |  |  |  |  |  |  |  |  |  |  |  |
| Securities and Banking |  | 43,598 |  | 47,551 |  | 44,293 | (104\%) | (24\%) | (91\%) | (82\%) | (18\%) | (70\%) |
| Transaction Services |  | 1,807 |  | 1,873 |  | 1,812 | 146\% | 174\% | 158\% | 69\% | 79\% | 73\% |
| Total Institutional Clients Group (ICG) |  | 45,405 |  | 49,424 |  | 46,105 | (94\%) | (16\%) | (82\%) | (73\%) | (12\%) | (61\%) |
| Global Wealth Management |  | 3,781 |  | 3,847 |  | 3,606 | 55\% | 38\% | 3\% | 24\% | 15\% | 1\% |
| Corporate / Other |  | 5,275 |  | 4,794 |  | 3,765 | NM | NM | NM | NM | NM | NM |
| Total Citigroup - Risk Capital (2) | \$ | 84,226 | \$ | 103,550 | \$ | 98,516 | (47\%) | (13\%) | (49\%) |  |  |  |
| Total Citigroup - Return on Invested Capital (2) (3) |  |  |  |  |  |  |  |  |  | (32\%) | (12\%) | (42\%) |

(1) Risk Capital is defined as the amount of capital needed to cover unexpected economic losses during extreme events. Return on Risk Capital is defined as income divided by Risk Capital. Return on Invested Capital is a similar calculation but includes adjustments for goodwill and intangibles in both the numerator and denominator, similar to those necessary to translate return on tangible equity to return on total equity. Return on Risk Capital and Return on Invested Capital are non-GAAP performance measures. Management believes Return on Risk Capital is useful to make incremental investment decisions and serves as a key metric for organic growth initiatives. Return on Invested Capital is used for multi-year investment decisions and as a long term performance measure.
(2) Average Risk Capital is net of the cross-sector diversification. Average Invested Capital includes the difference between Tangible Equity and Risk Capital, which is also included in the Total Citigroup Return on Invested Capital.
(3) Total Citigroup Return on Invested Capital equals Citigroup Return on Common Equity.

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

|  | Average Volumes |  |  |  |  |  | Interest |  |  |  |  |  | \% Average Rate ${ }^{(4)}$ |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| In millions of dollars | Fourth Quarter 2007 |  | Third Quarter 2008 |  | Fourth Quarter $2008{ }^{(5)}$ |  | Fourth Quarter 2007 |  | Third Quarter 2008 |  | Fourth Quarter 2008 |  | Fourth Quarter | Third Quarter 2008 | Fourth Quarter $2008{ }^{(5)}$ |
| Assets: |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Deposits with Banks ${ }^{(6)}$ | \$ | 62,613 | \$ | 66,922 | \$ | 120,963 | \$ | 812 | \$ | 803 | \$ | 759 | 5.15\% | 4.77\% | 2.50\% |
| Fed Funds Sold and Resale Agreements ${ }^{(7)}$ |  | 314,691 |  | 234,337 |  | 209,720 |  | 4,313 |  | 2,222 |  | 1,404 | 5.44\% | 3.77\% | 2.66\% |
| Trading Account Assets ${ }^{(8)}$ |  | 460,489 |  | 368,657 |  | 308,725 |  | 5,036 |  | 4,154 |  | 3,892 | 4.34\% | 4.48\% | 5.02\% |
| Investments ${ }^{(1)}$ |  | 232,809 |  | 225,178 |  | 219,352 |  | 2,996 |  | 2,597 |  | 2,886 | 5.11\% | 4.59\% | 5.23\% |
| Consumer Loans |  | 563,544 |  | 546,319 |  | 523,927 |  | 12,748 |  | 11,925 |  | 10,800 | 8.97\% | 8.68\% | 8.20\% |
| Corporate Loans |  | 199,974 |  | 172,603 |  | 177,558 |  | 4,353 |  | 3,603 |  | 3,653 | 8.64\% | 8.30\% | 8.18\% |
| Total Loans (net of Unearned Income) |  | 763,518 |  | 718,922 |  | 701,485 |  | 17,101 |  | 15,528 |  | 14,453 | 8.89\% | 8.59\% | 8.20\% |
| Other Interest-Earning Assets |  | 114,484 |  | 92,022 |  | 75,609 |  | 1,598 |  | 878 |  | 517 | 5.54\% | 3.80\% | 2.72\% |
| Total Average Interest-Earning Assets | \$ | 1,948,604 | \$ | 1,706,038 | \$ | 1,635,854 |  | 31,856 | \$ | 26,182 |  | 23,911 | 6.49\% | 6.11\% | 5.81\% |
| Liabilities: |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Deposits | \$ | 744,715 | \$ | 674,617 | \$ | 657,315 | \$ | 7,618 | \$ | 4,915 | \$ | 4,080 | 4.06\% | 2.90\% | 2.47\% |
| Fed Funds Purchased and Repurchase Agreements ${ }^{(7)}$ |  | 365,852 |  | 262,380 |  | 262,199 |  | 5,202 |  | 2,737 |  | 1,726 | 5.64\% | 4.15\% | 2.62\% |
| Trading Account Liabilities ${ }^{(8)}$ |  | 91,843 |  | 73,040 |  | 63,768 |  | 382 |  | 290 |  | 198 | 1.65\% | 1.58\% | 1.24\% |
| Short-Term Borrowings |  | 244,101 |  | 200,364 |  | 196,220 |  | 1,841 |  | 953 |  | 711 | 2.99\% | 1.89\% | 1.44\% |
| Long-Term Debt ${ }^{(9)}$ |  | 339,076 |  | 360,218 |  | 341,256 |  | 4,581 |  | 3,881 |  | 3,943 | 5.36\% | 4.29\% | 4.60\% |
| Total Average Interest-Bearing Liabilities | \$ | 1,785,587 | \$ | 1,570,619 | \$ | 1,520,758 |  | 19,624 | \$ | 12,776 |  | 10,658 | 4.36\% | 3.24\% | 2.79\% |
| Net Interest Revenue as a \% of Average Interest-Earning Assets (NIM) |  |  |  |  |  |  | \$ | 12,232 | \$ | 13,406 | \$ | 13,253 | 2.49\% | 3.13\% | 3.22\% |
| 4Q08 Increase From |  |  |  |  |  |  |  |  |  |  |  |  | 73 | 9 |  |

(1) Interest Revenue excludes the taxable equivalent adjustments (based on the U.S. federal statutory tax rate of $35 \%$ ) of $\$ 31$ million for the 2007 fourth quarter,
$\$ 51$ million for the 2008 third quarter and $\$ 159$ million for the 2008 fourth quarter.
(2) Citigroup Average Balances and Interest Rates include both domestic and international operations.
(3) Monthly or quarterly averages have been used by certain subsidiaries where daily averages are unavailable.
(4) Average Rate \% is calculated as annualized interest over average volumes.
(5) Preliminary
(6) Beginning with the fourth quarter of 2008, Deposits held with the Federal Reserve are interest-earning and are classified as Deposits with Banks.
(7) Average volumes of securities borrowed or purchased under agreements to resell and securities loaned or sold under agreements to repurchase are reported net pursuant to FIN 41 ; the related interest excludes the impact of FIN 41 .

(9) Excludes hybrid financial instruments and beneficial interests in consolidated VIEs that are classified as long-term debt as these obligations are accounted for at fair value with changes recorded in Principal Transactions.

In addition, the majority of the funding provided by Corporate Treasury to CitiCapital operations is excluded from this line.
Reclassified to conform to the current period's presentation and has been reclassified to exclude Discontinued Operations.

(1) The ratios of 90 days or more past due and net credit losses are calculated based on end-of-period and average loans, respectively, both net of unearned income
(2) Total Loans and Total Average Loans exclude certain interest and fees on credit cards of approximately $\$ 3$ billion and $\$ 3$ billion, respectively, which are included in Consumer Loans on the Consolidated Balance Sheet. (3) This table presents consumer credit information on a held basis and shows the impact of securitizations to reconcile to a managed basis. Only N.A. Cards from a product vew and North America from a regional view are impacted. Managed basis reporting is a non-GAAP measure. Held basis reporting is the related GAAP measure. For a discussion or managed basis reporting see Note 1 to the Global Cards business on page 10 .

## Allowance for Loan Losses at Beginning of Period

Gross Creatit (Losses)
Gross Recoveries
Net Credit (Losses) / Recoveries (NCL's)
NCL's
Reserve Releases (1)
Reserve Builds (1)
Specific Reserve Releases / Utilization
Specific Reserve Builds
Build(Release/Utilization)for Purchased Distressed Loan Portfolios
Provision for Loan Losses
Other (2)
Allowance for Loan Losses at End of Period (1) (a)
Corporate Allowance for Unfunded Lending Commitments (3) (a)
Provision for Unfunded Lending Commitments
Total Allowance for Loans, Leases and Unfunded Lending Commitments [Sum of (a)]
Total Allowance for Loans, Leases and Unfunded Lending Cinnitments Loans, Leases and Unfunded

| 19 | 20 | $3{ }^{\text {Q }}$ | 4 Q | 19 | Q | Q | Q | 4 Q 08 vs. 4 Q 07 Increase |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 2007 | 2007 | 2007 | 2007 | 2008 | 2008 | 2008 | 2008 | (Decrease) |

Fulu
Year

2007 | Year |
| :--- |
| 2007 | Full

Year
2008 Full
Year \$ 8,940 \$ 16,117

| $(12,439)$ | (21,231) | (71\%) |
| :---: | :---: | :---: |
| 2,513 | 2,210 | (12\%) |
| $(9,926)$ | (19,021) | (92\%) |
| 9,926 | 19,021 | 92\% |
| (40) | (260) | NM |
| 6,643 | 11,505 | 73\% |
| (154) | (673) | NM |
| 445 | 4,039 | NM |
| 12 | 42 | NM |
| 16,832 | 33,674 | 100\% |
| 271 | $(1,154)$ | NM |

(1) Allowance for Credit Losses represents management's estimate of probable losses inherent in the portfolio. Atribution of the allowance is made for analytical purposes only, and the entire allowance is available to absorb probable credit losses inherent in the portfolio. Included in the allowance for loan losses are reserves for Trouble Debt Restructurings (TDRs) of $\$ 443$ million, $\$ 882$ million, $\$ 1,443$ million and $\$ 2,180$ million as of March 31, 2008, June 30, 2008, September 30, 2008 and December 31, 2008, respectively.
(2) Includes all adiustments to the Allowance for Credit Losses, such as changes in the allowance from acquisitions, securitizations, foreign exchange translation, purchase accounting adjustments, etc. The significant items reported on this line for the periods presented include;
For the 2008 fourth quarter, reductions to the credit loss reserves of approximately $\$ 400$ million primarily related to foreign currency translation.
For the 2008 third quarter, reductions to the credit loss reserves of $\$ 23$ million related to securitizations, reductions of $\$ 244$ million related to the pending sale of Germany and
reductions of approximately $\$ 400$ million related to foreign currency translation.
for the Cuscatan quarter, 2 red
For the Cuscatlan acquisition. 2008 first quarter, reductions to the credit loss reserves of $\$ 58$ million related to securitizations and additions of $\$ 50$ million related to purchase price adiustments
for the Bank of Overseas Chinese acquisition
For the 2007 fourth quarter, reductions to the credit loss reserves of $\$ 150$ million related to securitizations and $\$ 7$ million related to transfers to loans held-for-sale, reductions of $\$ 151$ milion related to purchase price adjustments for the Egg Bank acquisition and reductions of $\$ 83$ million related to the transfer of the U.K. Citifinancial porttolio to held-for-sale.
For the 2007 third quarter, reductions to the credit loss reserves of $\$ 73$ million related to securitizations. Additionally includes adiustments for purchase accounting relating to the acquisition of Grupo Cuscatlan of $\$ 181$ million.
For the 2007 second quarter, reductions to the credit loss reserves of $\$ 70$ million related to securitizations and $\$ 77$ million related to transfers to loans held-for-sale, and the addition of $\$ 505$
million related to the acquisition of Egg and Nikko.
For the 2007 first quarter, reductions to the credit loss reserves of $\$ 98$ million related to securitizations and transfers to loans held-for-sale, and the addition of $\$ 75$ million related to the acquisition of Grupo Financiero Uno
(3) Represents additional credit reserves recorded as other liabilites on the Consolidated Balance Sheet

NM Not meaningtul

Allowance for Loan Losses at Beginning of Period
Gross Credit (Losses)
Gross Recoveries
Net Credit (Losses) / Recoveries (NCL's)
NCL's
Reserve Releases (2)
Reserve Builds (2)
Specific Reserve Releases / Utilizations
Specific Reserve Builds
Build(Release/Utilization)for Purchased Distressed Loan Portfolios
Provision for Loan Losses
Other (3)
Allowance for Loan Losses at End of Period (2)
Net Consumer Credit (Losses) as a
Percentage of Average Consumer Loans
onsumer Allowance for Credit Losses
As a Percentage of Total Consumer Loans

| 19 | 2 Q | 3Q | Q | 12 | Q | 3 Q | 4 Q | 4 Q 08 vs. 4Q07 Increase |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 2007 | 2007 | 2007 | 2007 | 2008 | 2008 | 2008 | 2008 | (Decrease) | 4 Q 07 Increase (Decrease)

YTD 2008 vs.
YTD 2007 Increase/ TD 2007 Increasel (Decrease)
(1) Includes loans made to Global Wealth Management clients. (2) Allowance for Credit Losses represents management's estimate of probable losses inherent in the portfolio. Attribution of the allowance is made for analytical purposes only, and the entire allowance is
available to absorb probable credit losses inherent in the porffolio. Included in the allowance for loan losses are reserves for Trouble Debt Restructurings (TDRs) of $\$ 443$ million, $\$ 882$ million, $\$ 1,443$ million and $\$ 2,180$ million as of March 31, 2008, June 30, 2008, September 30, 2008 and December 31, 2008, respectively.
(3) Includes all adjustments to the Allowance for Credit Losses, such as changes in the allowance from acquisitions, securitizations, foreign exchange translation, purchase accounting adjustments, etc. The significant items reported on this line for the periods presented include

- For the 2008 fourth quarter, reductions to the credit loss reserves of approximately $\$ 400$ million primarily related to foreign currency translation.

For the 2008 third quarter, reductions to the credit loss reserves of $\$ 23$ million related to securitizations, reductions of $\$ 244$ million related to the pending sale of Germany and reductions of approximately $\$ 500$ million related to foreign currency translation.
For the 2008 second quarter, reductions to the credit loss reserves of $\$ 21$ million related to securitizations, reductions of $\$ 156$ million related to the sale of Citicapital and additions of $\$ 56$ million related to purchase price adjustments for the Cuscatlan acquisition.
For the 2008 first quarter, reductions to the credit loss reserves of $\$ 58$ million related to securitizations and additions of $\$ 50$ million related to purchase price adjustments
for the Bank of Overseas Chinese acquisition.
For the 2007 fourth quarter, reductions to the credit loss reserves of $\$ 150$ million related to securitizations and $\$ 7$ million related to transfers to loans held-for-sale, reductions of $\$ 151$ million related to purchase price adjustments
for the Egg Bank acquisition and reductions of $\$ 83$ million related to the transfer of the U.K. Citifinancial portfolio to held-for-sale.
For the 2007 third quarter, reductions to the credit loss reserves of $\$ 73$ million related to securitizations.
For the 2007 second quarter, reductions to the credit loss reserves of $\$ 70$ million related to securitizations and $\$ 77$ million related to transfers to loans held-for-sale, and the addition of $\$ 505$
million related to the acquisition of Egg and Nikko.
For the 2007 first quarter, reductions to the credit loss reserves of $\$ 98$ million related to securitizations and transfers to loans held-for-sale, and the addition of $\$ 75$ million related to the acquisition of Grupo Financiero Uno. The 2007 first quarter also includes $\$ 41$ million related to the reorganization of the KorAm loan porffolio
Not meaningful

Allowance for Loan Losses at Beginning of Period
Gross Credit (Losses)
Gross Recoverie
Net Credit (Losses) / Recoveries (NCL's)
NCL's
Reserve Releases (2)
Reserve Builds (2)
Specific Reserve Releases / Utilizations
Specific Reserve Builds
Build(Release/Utilization)for Purchased Distressed Loan Portfolios

## Provision for Loan Losses

Other (3)
Allowance for Loan Losses at End of Period (1) (a)
Net Corporate Credit (Losses) (actual, not annualized) as a
Percentage of Average Corporate Loans
Corporate Allowance for Credit Losses As a Percentage of Total Corporate Loans

Corporate Allowance for Unfunded Lending Commitments (4) (a) Provision for Unfunded Lending Commitments

Total Corporate Allowance for Loans, Leases
and Unfunded Lending Commitments [Sum of (a)]
Total Allowance for Loans, Leases and Unfunded Lending
Commitments as a Percentage of Total Corporate Loans


$\qquad$ | $\begin{array}{c}\text { Full } \\ \text { Year } \\ 2007\end{array}$ |
| :--- |


|  | \$ 2,934 | \$ 3,724 |  |
| :---: | :---: | :---: | :---: |
| (36\%) | (948) | ${ }^{(1,922)}$ | nM |
| (23\%) | 277 | 149 | (46\%) |
| (42\%) | (671) | (1,773) | NM |
| 42\% | 671 | 1,773 | nм |
| - | (10) | (218) | NM |
| nm | 311 | 1,469 | nM |
| nм | (103) | (670) | NM |
| nM | 352 | 3,004 | NM |
| nm | 12 | 34 | NM |
| nM | 1,233 | 5,392 | nM |
|  | 228 | (93) | Nм |
|  | $\underline{\text { S } \quad 3,724}$ | \$ 7,250 |  |

\$ 1,250 \$ 887
$\$ \quad 150 \quad \$ \quad(363)$
$\$ \quad 4,974 \quad \$ \quad 8,137$
(1) Includes Loans related to the Corporate / Other segment.
(2) Allowance for Credit Losses represents management's estimate of probable losses inherent in the portfolio. Attribution of the allowance is made for analytical purposes only, and the entire allowance is available to absorb probable credit losses inherent in the portfolio
${ }^{(3)}$ Includes all adiustments to the Allowance for Credit Losses, such as changes in the allowance from acquisitions, securitizations, foreign exchange translation purchase
accounting adjustments, etc. The significant items reported on this line for the periods presented include:
The 2008 fourth quarter includes adjustments primarily related to foreign currency translation
The 2008 first quarter includes adjustments for the transfer of business units from U.S. Consumer to Markets \& Banking of $\$ 21$ million and ( $\$ 15$ ) million for the release
of reserves related to the contribution of certain assets of Citi Chile to Banco de Chile.
The 2007 third quarter includes adjustments for purchase accounting relating to the acquisition of Grupo Cuscatlan of $\$ 181$ million and the transfer of units into Markets \& Banking that were previously held as Consumer of $\$ 43$ million.
The 2007 second quarter includes the acquisition of Grupo Cuscatlan of $\$ 18$ million.
The 2007 first quarter includes the reclassification to Consumer Loans of $\$ 41$ million related to the reorganization of the KorAm loan portfolio.
(4) Represents additional credit reserves recorded as other liabilities on the Consolidated Balance Sheet.

NM Not meaningful

| (In millions of dollars) | $\begin{gathered} 10 \\ 2007 \end{gathered}$ |  | $\begin{gathered} 20 \\ 2007 \end{gathered}$ |  | $\begin{gathered} 3 \mathrm{SQ} \\ 2007 \end{gathered}$ |  | $\begin{gathered} 4 Q \\ 2007 \\ \hline \end{gathered}$ |  | $\begin{gathered} 10 \\ 2008 \end{gathered}$ |  | $\begin{gathered} 20 \\ 2008 \end{gathered}$ |  | $\begin{gathered} 30 \\ 2008 \end{gathered}$ |  | $\begin{gathered} 4 \mathrm{Q} \\ 2008 \end{gathered}$ |  | 4 Q 08 vs. 4Q07 Increase (Decrease) | $\begin{aligned} & \text { Full } \\ & \text { Year } \end{aligned}$ |  | $\begin{aligned} & \text { Full } \\ & \text { Year } \\ & 2008 \end{aligned}$ |  | YTD 2008 vs. YTD 2007 Increasel (Decrease) |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Global Cards |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Net Credit Losses | \$ | 865 | \$ | 847 | \$ | 1,045 | \$ | 1,120 | \$ | 1,248 | \$ | 1,412 | \$ | 1,588 | \$ | 1,670 | 49\% | \$ | 3,877 | \$ | 5,918 | 53\% |
| Credit Reserve Build / (Release) |  | (9) |  | 426 |  | 503 |  | 652 |  | 623 |  | 583 |  | 1,069 |  | 1,275 | 96\% |  | 1,572 |  | 3,550 | мм |
| North America |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Net Credit Losses |  | 485 |  | 453 |  | 455 |  | 661 |  | 614 |  | 687 |  | 766 |  | 903 | 37\% |  | 2,054 |  | 2,970 | 45\% |
| Credit Reserve Build / (Release) |  | (31) |  | 223 |  | 172 |  | 544 |  | 313 |  | 334 |  | 481 |  | 716 | 32\% |  | 908 |  | 1,844 | мм |
| EMEA |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Net Credit Losses |  | 57 |  | 79 |  | 175 |  | 29 |  | 140 |  | 161 |  | 180 |  | 183 | мм |  | 340 |  | 664 | 95\% |
| Latin America |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
|  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Net Credit Losses |  | 219 |  | 200 |  | 299 |  | 307 |  | 359 |  | 417 |  | 484 |  | 422 | 37\% |  | 1,025 |  | 1,682 | 64\% |
| Credit Reserve Build / (Release) |  | 3 |  | 139 |  | 168 |  | 81 |  | 249 |  | 127 |  | 286 |  | 312 | nм |  | 391 |  | 974 | nм |
| Asia |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Net Credit Losses |  | 104 |  | 115 |  | 116 |  | 123 |  | 135 |  | 147 |  | 158 |  | 162 | 32\% |  | 458 |  | 602 | 31\% |
| Credit Reserve Build / (Release) |  | 6 |  | (8) |  | 95 |  | 35 |  | 24 |  | 41 |  | 160 |  | 81 | мм |  | 128 |  | 306 | nм |
| Consumer Banking |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Net Credit Losses |  | 1,096 |  | 1,134 |  | 1,373 |  | 1,774 |  | 2,279 |  | 2,552 |  | 3,005 |  | 3,442 | 94\% |  | 5,377 |  | 11,278 | nM |
| Credit Reserve Build / (Release) |  | 325 |  | 21 |  | 1,449 |  | 2,877 |  | 1,161 |  | 1,672 |  | 2,128 |  | 2,274 | (21\%) |  | 4,672 |  | 7,235 | 55\% |
| North America |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Net Credit Losses |  | 575 |  | 620 |  | 749 |  | 1,071 |  | 1,539 |  | 1,764 |  | 2,166 |  | 2,629 | nM |  | 3,015 |  | 8,098 | nм |
| Credit Reserve Build / (Release) |  | 224 |  | 24 |  | 1,122 |  | 2,748 |  | 1,033 |  | 1,496 |  | 1,861 |  | 1,982 | (28\%) |  | 4,118 |  | 6,372 | 55\% |
| EMEA |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Net Credit Losses |  | 109 |  | 116 |  | 121 |  | 178 |  | 159 |  | 168 |  | 188 |  | 203 | 14\% |  | 524 |  | 718 | 37\% |
| Credit Reserve Build / (Release) |  | 70 |  | (36) |  | 68 |  | 99 |  | 34 |  | 49 |  | 86 |  | 83 | (16\%) |  | 201 |  | 252 | 25\% |
| Latin America |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Net Credit Losses |  | 39 |  | 15 |  | 88 |  | 109 |  | 137 |  | 158 |  | 182 |  | 144 | 32\% |  | 251 |  | 621 | nм |
| Credit Reserve Build / (Release) |  | - |  | 24 |  | 59 |  | 32 |  | (5) |  | 31 |  | (13) |  | 126 | nм |  | 115 |  | 139 | 21\% |
| Asia |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Net Credit Losses |  | 373 |  | 383 |  | 415 |  | 416 |  | 444 |  | 462 |  | 469 |  | 466 | 12\% |  | 1,587 |  | 1,841 | 16\% |
| Credit Reserve Build / (Release) |  | 31 |  | 9 |  | 200 |  | (2) |  | 99 |  | 96 |  | 194 |  | 83 | NM |  | 238 |  | 472 | 98\% |
| Global Weath Management: |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Net Credit Losses |  | - |  | - |  | 1 |  | - |  | 10 |  | (1) |  | 1 |  | 42 | - |  | 1 |  | 52 | nм |
| Credit Reserve Build / (Release) |  | 17 |  | 12 |  | 56 |  | 15 |  | 11 |  | 41 |  | 64 |  | 133 | мм |  | 100 |  | 249 | nм |
| Consumer Provision for Loan Losses |  | 2,294 |  | 2,440 |  | 4,427 |  | 6,438 |  | 5,332 |  | 6,259 |  | 7,855 |  | 8,836 | 37\% |  | 15,599 |  | 28,282 | 81\% |
| Consumer NCL |  | 1,961 |  | 1,981 |  | 2,419 |  | 2,894 |  | ${ }^{3,537}$ |  | 3,963 |  | 4,594 |  | 5,154 | 78\% |  | ${ }^{9,255}$ |  | 17,248 | 86\% |
| Consumer Creait Reserve Build / Release) |  | 333 |  | 459 |  | 2,008 |  | 3,544 |  | 1,795 |  | ${ }^{2}, 296$ |  | 3,261 |  | ${ }^{3,682}$ | 4\% |  | ${ }_{6,344}$ |  | 11,034 | 74\% |
| Institutional Clients Group (ICG): |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Net Credit Losses |  | (20) |  | (37) |  | 35 |  | 695 |  | 101 |  | 357 |  | 326 |  | 989 | 42\% |  | 673 |  | 1,773 | nм |
| Credit Reserve Build / (Release) |  | 274 |  | (19) |  | 120 |  | 187 |  | 144 |  | 367 |  | 762 |  | 2,345 | nм |  | 562 |  | 3,618 | nM |
| Securities and Banking |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Net Credit Losses |  | (25) |  | (38) |  | 31 |  | 681 |  | 101 |  | 348 |  | 318 |  | 944 | 39\% |  | 649 |  | 1,711 | NM |
| Credit Reserve Build / (Release) |  | 274 |  | (12) |  | 120 |  | 216 |  | 142 |  | 358 |  | 761 |  | 2,308 | nм |  | 598 |  | 3,569 | nM |
| Transaction Services |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Net Credit Losses |  | 5 |  | 1 |  | 4 |  | 14 |  | - |  |  |  | 8 |  | 45 | nм |  | 24 |  | 62 | nм |
| Credit Reserve Build / (Release) |  | - |  | ${ }^{(7)}$ |  | - |  | (29) |  | 2 |  | 9 |  | 1 |  | 37 | NM |  | ${ }^{(36)}$ |  | 49 | NM |
| Corporate / Other |  | 1 |  | (2) |  | (1) |  |  |  | - |  | - |  |  |  | 1 | - |  | (2) |  | 1 | NM |
| Corporate Provision for Loan Losses |  | 255 |  | (58) |  | 154 |  | 882 |  | 245 |  | 724 |  | 1,088 |  | 3,335 | NM |  | 1,233 |  | 5,392 | NM |
| Total Provision for Loan Losses | s | 2,549 | \$ | 2,382 | s | 4,581 | s | 7,320 | s | 5,577 | s | 6,983 | s | 8,943 | \$ | 12,171 | 66\% | s | 16,832 | s | 33,674 | 100\% |

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


## NON-ACCRUAL AND RENEGOTIATED LOANS (1)

Corporate Non-Accrual Loans
Collateral Dependent (at lower of cost or collateral value)
Ther ${ }_{\text {Total Corporate Non-Acrual Loans (1) (2) }}$

\section*{Corporate Non-Accrual Loans By Region} | North America |
| :--- |
| EMEA | EMEA

Latin
Lasia
Asia ${ }_{\text {Total }}$
Consumer Non-Accrual Loans By Region (2) North Americ
EMEA EMEA
Latin America $\underset{\text { Asia }}{\text { Latin America }}$

Renegotiated Loans (includes Corporate
and Commercial Business Loans) OTHER REAL ESTATE OWNED AND OTHER REPOSSESSED ASSET

OTAL OTHER REAL ESTATE OWNED (OREO) (2)

## oreo by Region

## North An EMEA

| EMEA |
| :---: |
| Latin |
| Lsia |
| Lerica |

$\underset{\substack{\text { Asia } \\ \text { Total }}}{ }$
OTHER REPOSSESSED ASSETS (3)

## Non-Performing Assets (NPA)

Corporate Non-Accrual Loans
Consumer Non-Accrual Basis Loans
toans (NPL)
OREO
Other Repossessed Assets (4)
Non-Performing Assets (NPA)
NPL as a $\%$ of Total Loans
NPA as a o of Total Assets
Allowance for Loan Losses as a \% of NPL

| $\$$ | 19 |
| :--- | :--- | :--- | :--- | :--- | :--- | :--- | :--- | :--- | :--- | :--- | :--- | :--- | :--- | :--- | :--- | :--- |
|  | $\$ 8$ | $\stackrel{(640)}{\mathrm{NM}}$

 NM
NM
NM
NM

$\qquad$ $\xlongequal{\$ \quad 27}$ $\$ \quad 56$ $\$ \quad 118$ $\xlongequal{\$ \quad 174} \xlongequal{\$ \quad 184} \xlongequal{\$ \quad 124} \xlongequal{\$ \quad 134}$ 14\%
$\$ 4$ $\qquad$
$\qquad$
$\qquad$
 $\qquad$
$\qquad$
$\qquad$ $743 \xlongequal{\$ \quad 944}$ $\begin{array}{r}\quad 336 \\ \$ \quad 1,433 \\ \hline\end{array}$ $17 \%$

| \$ | 711 | \$ | 587 | \$ | 792 | \$ | 1,028 | \$ | 1,340 | \$ | 1.481 | \$ | 1.483 | \$ | 1.259 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 80 |  | 70 |  |  |  | 71 |  | 84 |  | 87 |  | 83 |  | 90 |
|  | 19 |  | 77 |  | 66 |  | 123 |  | 125 |  | 39 |  | 35 |  | 29 |
| s | 818 | s | 743 | s | 944 | s | 1.228 | s | 1.553 | s | 1.610 | s | 1,602 | s | ${ }_{1,433}$ |

$\qquad$
$\qquad$
$\qquad$ $\stackrel{\$}{\$}$ 99 $\$ \quad 107$ $\qquad$ 94 $\qquad$ 18

NM Not meaningful

1) Includes Loans that are 90 Days or more past due and that are not accruing interest and Loans less than 90 Days past due that are not accruing interest. The Company's Cards loans accrual policy is to accrue up to 180 days unless circumstances warrant cash-basis treatment. Excludes impact of Loans-held-for-sale.
(2) Excludes SOP 3 -03 purchased distressed loans. The carrying value of these loans was: 9957 million at March 31,2007 , $\$ 1,013$ million at June 30,2007 , $\$ 1,188$ at September 30 , 2007, $\$ 2,399$ million at December 31, , 2007, $\$ 2,224$ million at March $31,2008, \$ 1,891$ million at June $30,2008, \$ 1,550$ million at September 30,2008 , and $\$ 1,561$ million at December 31,2008
(3) Represents repossessed real estate, carried at lower of cost or fair value, less costs to sell.
** END of FLLE **

[^0]:    

[^1]:    $25 \%$
    $(43 \%)$
    $(16 \%)$
    $18 \%$
    81\%
    NM

    | ${ }_{(82 \%)}^{\text {NM }}$ |
    | :---: |

    nм
    nм
    (66\%)

