|  | cití |
| :---: | :---: |
| CITIGROUP - QUARTERLY FINANCIAL DATA SUPPLEMENT | 4Q11 |
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4Q11 vs.
4Q10 Increase/
(Decrease)

| Revenues interest revenue |  |
| :---: | :---: |
| interest revenue Interest expense |  |
|  | Net interest rev |
| Commissions and fees Principal transactions |  |
|  |  |
| Administrative and other fiduciary fees |  |
| Realized gains (losses) on investments (1) |  |
| Insurance premiums |  |
| Other revenue |  |
|  |  |
| Total revenues, net of interest expense |  |
| Provisions for Credit Losses and for Benefits and Claims |  |
| Net credit losses Credit reserve build / (release) |  |
|  |  |
| Provision for loan losses <br> Policyholder benefits and claims <br> Provision for unfunded lending commitments <br> Total provisions for credit losses and for benefits and claims |  |
|  |  |
|  |  |
|  |  |
| Operating Expenses |  |
| Compensation and benefits |  |
| Premises and Equipment |  |
| Technology / communication expense |  |
|  |  |
|  | Other operating |
| Total operating expenses |  |
| Income from Continuing Operations before Income Taxes |  |
| Provision (benefits) for income taxes |  |
| Income from Continuing Operations |  |
| Discontinued Operations (2) <br> Income (Loss) from Discontinued Operations Gain (Loss) on Sale <br> Provision (benefits) for income taxes |  |
|  |  |
|  |  |
|  |  |
| Income (Loss) from Discontinued Operations, net of taxes |  |
| Net Income before attribution of Noncontrolling Interests |  |
| Net Income attributable to noncontrolling interests |  |
|  | Citigroup's Net Income |


| 19 | 2Q | 3Q | 4Q | 19 | 2Q | 3 Q | 4 Q |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 2010 | 2010 | 2010 | 2010 | 2011 | 2011 | 2011 | 2011 |


| $\begin{array}{r} 20,783 \\ 6,342 \\ \hline \end{array}$ | $\begin{array}{r} \$ \quad 20,356 \\ \quad 6,429 \\ \hline \end{array}$ | $\begin{array}{r} 19,311 \\ 6,183 \\ \hline \end{array}$ | $\begin{array}{r} \$ \quad 18,832 \\ 6,142 \\ \hline \end{array}$ | $\begin{array}{r} \$ \quad 18,155 \\ \\ \hline, 053 \\ \hline \end{array}$ | $\begin{array}{rr} \$ \quad 18,586 \\ & 6,438 \\ \hline \end{array}$ | $\begin{array}{rr} \$ & 18,145 \\ & 6,031 \\ \hline \end{array}$ | $\begin{array}{r} \$ \quad 17,795 \\ \\ \hline \end{array}$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 14,441 | 13,927 | 13,128 | 12,690 | 12,102 | 12,148 | 12,114 | 12,083 |
| 3,645 | 3,229 | 3,248 | 3,536 | 3,368 | 3,557 | 3,043 | 2,882 |
| 4,116 | 2,362 | 2,085 | $(1,046)$ | 3,167 | 2,616 | 2,103 | (652) |
| 1,022 | 910 | 976 | 1,097 | 1,097 | 1,068 | 945 | 885 |
| 31 | 69 | 742 | 158 | $(1,127)$ | 412 | 619 | (161) |
| 748 | 636 | 655 | 645 | 672 | 684 | 658 | 633 |
| 1,418 | 938 | (96) | 1,291 | 447 | 137 | 1,349 | 1,504 |
| 10,980 | 8,144 | 7,610 | 5,681 | 7,624 | 8,474 | 8,717 | 5,091 |
| 25,421 | 22,071 | 20,738 | 18,371 | 19,726 | 20,622 | 20,831 | 17,174 |


| $\begin{array}{r} 8,384 \\ (18) \end{array}$ | $\begin{gathered} 7,962 \\ (1,439) \\ \hline \end{gathered}$ | $\begin{gathered} 7,659 \\ (1,993) \end{gathered}$ | $\begin{gathered} 6,854 \\ (2,215) \end{gathered}$ | $\begin{gathered} 6,269 \\ (3,370) \\ \hline \end{gathered}$ | $\begin{gathered} 5,147 \\ (1,966) \end{gathered}$ | $\begin{gathered} 4,514 \\ (1,465) \end{gathered}$ | $\begin{gathered} 4,108 \\ (1,464) \\ \hline \end{gathered}$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 8,366 | 6,523 | 5,666 | 4,639 | 2,899 | 3,181 | 3,049 | 2,644 |
| 287 | 213 | 227 | 238 | 260 | 219 | 259 | 234 |
| (35) | (71) | 26 | (37) | 25 | (13) | 43 | (4) |
| 8,618 | 6,665 | 5,919 | 4,840 | 3,184 | 387 | 3,351 | 2,874 |



$$
\begin{array}{r}
\begin{array}{r}
287 \\
(35)
\end{array} \\
\hline 8,618 \\
\hline
\end{array}
$$

| 6,162 | 5,961 | 6,117 | 6,190 | 6,409 | 6,669 | 6,223 | 6,387 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 830 | 824 | 838 | 839 | 825 | 832 | 860 | 809 |
| 1,199 | 1,195 | 1,257 | 1,273 | 1,214 | 1,275 | 1,306 | 1,338 |
| 302 | 367 | 458 | 518 | 397 | 627 | 635 | 687 |
| 3,025 | 3,519 | 2,850 | 3,651 | 3,481 | 3,533 | 3,436 | 3,990 |
| 11,518 | 11,866 | 11,520 | 12,471 | 12,326 | 12,936 | 12,460 | 13,211 |

Interest revenue
Interest expense
Net interest revenue
Commissions and fees
Administrative and other fiduciary fees
Reaiized gains (losses) on investments (1)
Insurance premiu
Other revenue
otal non-interest revenues
Provisions for Credit Losses and for Benefits and Claims
Net credit losses
Credit reserve build / (release)
Provision for loan losses
Provision for unfunded lending commitments
Total provisions for credit losses and for benefits and claims
Operating Expenses
Premises and Equipment
Technology/ communication expense
Other operating
come from Continuing Operations before
Income Taxes
(beners) for hcome taxes
Discontinued Operations (2)
hcome (Loss) from Discontinued Operations
Provision (benefits) for income taxes
(L)

Net Income before attribution
Noncontrolling Interests

Citigroup's Net Income

| 5,285 | 3,540 | 3,299 | 1,060 | 4,216 | 4,299 | 5,020 | 1,089 |
| ---: | ---: | ---: | ---: | ---: | ---: | ---: | ---: |
| 1,036 | 812 | 698 | $(313)$ | 1,185 | 967 | 1,278 |  |


| 4,249 | 2,728 | 2,601 | 1,373 | 3,031 | 3,332 | 3,742 | 998 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |



| $(6 \%)$ |  |
| :---: | :---: |
| $(7 \%)$ |  |
| $(5 \%)$ |  |
| $(5 \%)$ |  |
| $(18 \%)$ |  |
| $38 \%$ |  |
| $(19 \%)$ |  |
| NM |  |
| $(2 \%)$ |  |
| $16 \%$ |  |
| $(10 \%)$ | - |
| $(7 \%)$ |  |

$(40 \%)$
$34 \%$
$(40 \%)$
$34 \%$
$(43 \%)$
$(2 \%)$
$89 \%$
$(41 \%)$

$3 \%$
$3 \%$
$(4 \%)$
$5 \%$
$33 \%$
$9 \%$
$6 \%$
(1) Includes other-than-temporary impairment losses on investments.
(2) Discontinued operations includes:
a) The sale of substantially all of Citigroup's Citicapaital equipment finance unit to General Electric.
a) The sale of substantialy all of Citigroup's C titcapital equipment inance unit to General Electric.
b) The sale of substantially yll o Citigroup's retai banking operations in Germany to Credit Mutuel.
c) The sale of Nikko Cordial Securities to Sumitomo Mitsui Banking Corporation.
d) The sale of The Student Loan Corporation.
e) The sale of the Egg Credit Card business.

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

$\qquad$ | Year |
| :--- |
| 2011 |


| 24,430 | 25,688 |
| :---: | :---: |
| 3,331 | 3,326 |
| 4,924 | 5,133 |
| 1,645 | 2,346 |
| 13,045 | 14,440 |
| 47,375 | 50,933 |
| 13,184 | 14,624 |
| 2,233 | 3,521 |
| 10,951 | 11,103 |
| 72 | 23 |
| (702) | 155 |
| (562) | 66 |
| (68) | 112 |
| 10,883 | 11,215 |
| 281 | 148 |

Assets
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 resell Trading account assets
Avestments
Available-for-sale and non-marketable equity securities Id-to-maturity
Loans, net of unearned income
Consumer
Corporate
Corporate
Loans, net of unearned income
Allowance for loan losses
Allowance for load
Totad loans, net
Goodwill
Goodwill
Intangible
ntangible assets (other than MSRs)
Mortgage sents
Assets related to discontinued operations held for sale
Total assets

## Labilities

Non-interest-bearing deposits in U.S. office
interest-bearing deposits in U.S. offices
Non-interest-bearing deposits in offices outside the $U$.
Interest-bearing deposits in offices outside the U.S.
Total International Deposits
Total deposits
Fed funds purch and securities loaned or sold under agree. to repurch
Brokerage payables
Trading account liabilitie
Trading account liabilities
Short-term borrowings
Long-term debt
Other liabilitites (2)
Liabilities related to
Liabilities related to discontinued operations held for sale
Equity
Equity
Stockholders' Equity
Preferred Stock
Common Stock
Additional paid-In capita
Retained earnings
Retained earning
Treasury stock
Accumulated other comprehensive income (loss)
Total Common Equity
Total Citigroup stockholders' equity
Total equity
Total liabilities and equity
(1) Preliminary
(2) Includes allowance for credit losses for letters of creait and unfunded lending commitments of $\$ 1,122$ milion for the first quarter of $2010, \$ 1,054$ milion for the secon

竍

|  | \$ 20,678 | $\$ \quad 24,709$ |  |
| :--- | :--- | :--- | :--- |



Reclassified to conform to the current period's presentation.

| $\begin{aligned} & \text { March } 31 \text {, } \\ & 2010 \end{aligned}$ | June 30 , | September 30, | December 31, 2010 | March 31, 2011 | June 30, <br> 2011 | 2011 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |

December 31 Inc (Decr)


| \$ | $\begin{array}{r} 66,796 \\ 230,919 \\ 297,715 \end{array}$ | \$ | $\begin{array}{r} 59,225 \\ 241,820 \\ \hline 301,045 \\ \hline \end{array}$ | \$ | $\begin{array}{r} 64,442 \\ 237,626 \\ \hline 302,068 \\ \hline \end{array}$ | \$ | $\begin{array}{r} 78,268 \\ 225,731 \\ \hline 303,999 \\ \hline \end{array}$ | \$ | $\begin{array}{r} 81,839 \\ 222,613 \\ 304,452 \end{array}$ | \$ | $\begin{array}{r} 86,631 \\ 22,436 \\ \hline 307,067 \\ \hline \end{array}$ | \$ | $\begin{aligned} & 103,129 \\ & 218,595 \\ & \hline 321,724 \end{aligned}$ | \$ | $\begin{array}{r} 119,437 \\ 223,851 \\ \hline 343,288 \end{array}$ | $\begin{aligned} & 53 \% \\ & (1 \%) \\ & 13 \% \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | $45,471$ |  | $46,322$ |  | $52,080$ |  | $55,066$ $485,903$ |  | $61,851$ $499,560$ |  | $\begin{array}{r} 61,898 \\ \hline \end{array}$ |  | $58,564$ $470,993$ |  | $57,357$ | $\begin{gathered} 4 \% \\ (4 \%) \\ \hline \end{gathered}$ |
|  | 530,199 |  | 512,906 |  | 548,027 |  | 540,969 |  | 561,411 |  | 559,243 |  | 529,557 |  | 522,648 | (3\%) |
|  | 827,914 |  | 813,951 |  | 850,095 |  | 844,968 |  | 865,863 |  | 866,310 |  | 851,281 |  | 865,936 | 2\% |
|  | 207,911 |  | 196,112 |  | 192,065 |  | 189,558 |  | 187,825 |  | 203,843 |  | 223,612 |  | 198,373 | 5\% |
|  | 55,041 |  | 54,774 |  | 51,517 |  | 51,749 |  | 50,394 |  | 57,245 |  | 56,093 |  | 54,441 | 10\% |
|  | 142,748 |  | 131,001 |  | 142,005 |  | 129,054 |  | 146,346 |  | 152,307 |  | 148,851 |  | 126,082 | (2\%) |
|  | 96,694 |  | 92,752 |  | 87,013 |  | 78,790 |  | 78,622 |  | 72,889 |  | 65,818 |  | 54,441 | (31\%) |
|  | 439,274 |  | 413,297 |  | 387,330 |  | 381,183 |  | 376,541 |  | 352,458 |  | 333,824 |  | 323,505 | (15\%) |
|  | 78,852 |  | 78,439 |  | 78,198 |  | 72,811 |  | 68,792 |  | 72,929 |  | 77,171 |  | 69,272 | (5\%) |
|  |  |  |  |  | 29,874 |  |  |  | 39 |  |  |  | - |  | - | - |
| \$ | 1,848,434 | \$ | 1,780,326 | \$ | 1,818,097 | s | 1,748,113 | \$ | 1,774,422 | s | 1,777,981 | \$ | 1,756,650 | \$ | 1,694,305 | (3\%) |$53 \%$

$(19)$
$13 \%$

| \$ | 312 | \$ | 312 | \$ | 312 | \$ | 312 | \$ | 312 | \$ | 312 | \$ | 312 |  | 312 |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 29 |  | 29 |  | 29 |  | 29 |  | 29 |  | 29 |  | 29 |  | 29 |  |
|  | 96,685 |  | 99,277 |  | 101,161 |  | 101,287 |  | 103,004 |  | 103,475 |  | 105,562 |  | 105,804 | 4\% |
|  | 73,432 |  | 76,130 |  | 78,260 |  | 7, 5 59 |  | 82,554 |  | 85,857 |  | 89,602 |  | 90,520 | 14\% |
|  | (1,178) |  | (1,772) |  | $(1,540)$ |  | $(1,442)$ |  | (878) |  | $(1,087)$ |  | (1,089) |  | (1,071) | 26\% |
|  | $(17,859)$ |  | (19,170) |  | $(15,309)$ |  | $(16,277)$ |  | $(13,984)$ |  | $(12,222)$ |  | (17,044) |  | (17,788) | (9\%) |
| \$ | 151,109 | \$ | 154,494 | \$ | 162,601 | \$ | 163,156 | \$ | 170,725 | \$ | 176,052 | \$ | 177,060 | \$ | 177,494 | 9\% |
| \$ | 151,421 | \$ | 154,806 | \$ | 162,913 | s | 163,468 | \$ | 171,037 | \$ | 176,364 | s | 177,372 | \$ | 177,806 | 9\% |
|  | 2,358 |  | 2,524 |  | 2,270 |  | 2,321 |  | 2,356 |  | 2,281 |  | 1,970 |  | 1,767 | (24\%) |
|  | 153,779 |  | 157,330 |  | 165,183 |  | 165,789 |  | 173,393 |  | 178,645 |  | 179,342 |  | 179,573 | 8\% |
| \$ | 2,002,213 | \$ | 1,937,656 | \$ | 1,983,280 | s | 1,913,902 | \$ | 1,947,815 | \$ | 1,956,626 | s | 1,935,992 | \$ | 1,873,878 | (2\%) |


| CITIGROUP SEGMENT DETAIL NET REVENUE |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  | $\begin{aligned} & \text { FY } 2011 \text { vs. } \\ & \text { FY } 2010 \text { Increase/ } \\ & \text { (Decrease) } \\ & \hline \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| (In millions of dollars) |  | $\begin{gathered} 1 Q \\ 2010 \\ \hline \end{gathered}$ |  | $\begin{gathered} 2 Q \\ 2010 \\ \hline \end{gathered}$ |  | $\begin{gathered} 3 Q \\ 2010 \\ \hline \end{gathered}$ |  | $\begin{gathered} 4 Q \\ 2010 \\ \hline \end{gathered}$ |  | $\begin{gathered} 1 Q \\ 2011 \\ \hline \end{gathered}$ |  | $\begin{gathered} 2 Q \\ 2011 \\ \hline \end{gathered}$ |  | $\begin{gathered} 3 Q \\ 2011 \end{gathered}$ |  | $\begin{gathered} 4 Q \\ 2011 \\ \hline \end{gathered}$ | 4Q11 vs. 4Q10 Increasel (Decrease) |  | $\begin{aligned} & \text { Full } \\ & \text { Year } \\ & 2010 \\ & \hline \end{aligned}$ | $\begin{aligned} & \text { Full } \\ & \text { Year } \\ & 2011 \\ & \hline \end{aligned}$ |  |
| CITICORP |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Regional Consumer Banking |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| North America | \$ | 3,800 | \$ | 3,694 | \$ | 3,741 | \$ | 3,555 | \$ | 3,335 | \$ | 3,367 | \$ | 3,418 | \$ | 3,494 | (2\%) | \$ | 14,790 | \$ 13,614 | (8\%) |
| EMEA |  | 403 |  | 374 |  | 347 |  | 379 |  | 396 |  | 388 |  | 363 |  | 332 | (12\%) |  | 1,503 | 1,479 | (2\%) |
| Latin America |  | 2,067 |  | 2,108 |  | 2,223 |  | 2,287 |  | 2,297 |  | 2,412 |  | 2,420 |  | 2,354 | 3\% |  | 8,685 | 9,483 | 9\% |
| Asia |  | 1,796 |  | 1,840 |  | 1,834 |  | 1,926 |  | 1,896 |  | 2,026 |  | 2,067 |  | 2,020 | 5\% |  | 7,396 | 8,009 | 8\% |
| Total |  | 8,066 |  | 8,016 |  | 8,145 |  | 8,147 |  | 7,924 |  | 8,193 |  | 8,268 |  | 8,200 | 1\% |  | 32,374 | 32,585 | 1\% |
| Securities and Banking |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| North America |  | 3,553 |  | 2,628 |  | 2,203 |  | 1,009 |  | 2,328 |  | 2,125 |  | 2,445 |  | 660 | (35\%) |  | 9,393 | 7,558 | (20\%) |
| EMEA |  | 2,517 |  | 1,763 |  | 1,735 |  | 834 |  | 2,061 |  | 1,642 |  | 2,299 |  | 1,219 | 46\% |  | 6,849 | 7,221 | 5\% |
| Latin America |  | 611 |  | 561 |  | 643 |  | 732 |  | 586 |  | 681 |  | 519 |  | 578 | (21\%) |  | 2,547 | 2,364 | (7\%) |
| Asia |  | 1,330 |  | 1,010 |  | 1,020 |  | 966 |  | 1,045 |  | 1,033 |  | 1,460 |  | 736 | (24\%) |  | 4,326 | 4,274 | (1\%) |
| Total |  | 8,011 |  | 5,962 |  | 5,601 |  | 3,541 |  | 6,020 |  | 5,481 |  | 6,723 |  | 3,193 | (10\%) |  | 23,115 | 21,417 | (7\%) |
| Transaction Services |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| North America |  | 640 |  | 635 |  | 621 |  | 589 |  | 609 |  | 609 |  | 620 |  | 604 | 3\% |  | 2,485 | 2,442 | (2\%) |
| EMEA |  | 833 |  | 848 |  | 835 |  | 840 |  | 837 |  | 898 |  | 893 |  | 858 | 2\% |  | 3,356 | 3,486 | 4\% |
| Latin America |  | 349 |  | 363 |  | 389 |  | 415 |  | 416 |  | 436 |  | 442 |  | 411 | (1\%) |  | 1,516 | 1,705 | 12\% |
| Asia |  | 623 |  | 665 |  | 698 |  | 728 |  | 698 |  | 731 |  | 759 |  | 748 | 3\% |  | 2,714 | 2,936 | 8\% |
| Total |  | 2,445 |  | 2,511 |  | 2,543 |  | 2,572 |  | 2,560 |  | 2,674 |  | 2,714 |  | 2,621 | 2\% |  | 10,071 | 10,569 | 5\% |
| Total Citicorp |  | 18,522 |  | 16,489 |  | 16,289 |  | 14,260 |  | 16,504 |  | 16,348 |  | 17,705 |  | 14,014 | (2\%) |  | 65,560 | 64,571 | (2\%) |
| CITI HOLDINGS |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Brokerage and Asset Management |  | 340 |  | 141 |  | (8) |  | 136 |  | 137 |  | 47 |  | 55 |  | 43 | (68\%) |  | 609 | 282 | (54\%) |
| Local Consumer Lending |  | 4,670 |  | 4,206 |  | 3,547 |  | 3,403 |  | 3,153 |  | 2,949 |  | 2,998 |  | 2,967 | (13\%) |  | 15,826 | 12,067 | (24\%) |
| Special Asset Pool |  | 1,540 |  | 572 |  | 314 |  | 426 |  | (7) |  | 1,015 |  | (227) |  | (234) | NM |  | 2,852 | 547 | (81\%) |
| Total Citi Holdings |  | 6,550 |  | 4,919 |  | 3,853 |  | 3,965 |  | 3,283 |  | 4,011 |  | 2,826 |  | 2,776 | (30\%) |  | 19,287 | 12,896 | (33\%) |
| Corporate / Other |  | 349 |  | 663 |  | 596 |  | 146 |  | (61) |  | 263 |  | 300 |  | 384 | NM |  | 1,754 | 886 | (49\%) |
| Total Citigroup - Net Revenues | \$ | 25,421 |  | 22,071 |  | 20,738 |  | 18,371 | \$ | 19,726 |  | 20,622 |  | 20,831 |  | 17,174 | (7\%) |  | 86,601 | 78,353 | (10\%) |
| Credit Valuation Adjustment (DVA/CVA) \{included in lines above\} (1) |  | 309 |  | 209 |  | 115 |  | $(1,102)$ |  | (256) |  | 164 |  | 1,938 |  | (40) | 96\% |  | (469) | 1,806 | NM |
| Total Citigroup - Net Revenues - Excluding DVA/CVA | \$ | 25,112 | \$ | 21,862 | \$ | 20,623 | \$ | 19,473 | \$ | 19,982 | \$ | 20,458 | \$ | 18,893 | \$ | 17,214 | (12\%) |  | 87,070 | 76,547 | (12\%) |

(1) Excludes CVA on Monolines.

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

## CITIGROUP <br> SEGMENT DETAIL <br> NCOME

## citi

(In millions of dollars)

Income from Continuing Operations

## CITICORP

| Regional Consumer Banking |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| North America | \$ | 17 | \$ | 53 | \$ | 177 | \$ | 403 | \$ | 550 | \$ | 686 | \$ | 692 | \$ | 661 | 64\% | \$ | 650 | \$ | 2,589 | NM |
| EMEA |  | 24 |  | 48 |  | 17 |  | 2 |  | 48 |  | 28 |  | 9 |  | (6) | NM |  | 91 |  | 79 | (13\%) |
| Latin America |  | 365 |  | 466 |  | 532 |  | 426 |  | 478 |  | 402 |  | 344 |  | 377 | (12\%) |  | 1,789 |  | 1,601 | (11\%) |
| Asia |  | 565 |  | 563 |  | 496 |  | 507 |  | 460 |  | 485 |  | 567 |  | 415 | (18\%) |  | 2,131 |  | 1,927 | (10\%) |
| Total |  | 971 |  | 1,130 |  | 1,222 |  | 1,338 |  | 1,536 |  | 1,601 |  | 1,612 |  | 1,447 | 8\% |  | 4,661 |  | 6,196 | 33\% |
| Securities and Banking |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| North America |  | 1,423 |  | 816 |  | 430 |  | (204) |  | 458 |  | 337 |  | 666 |  | (450) | NM |  | 2,465 |  | 1,011 | (59\%) |
| EMEA |  | 1,020 |  | 355 |  | 499 |  | (69) |  | 766 |  | 343 |  | 737 |  | 162 | NM |  | 1,805 |  | 2,008 | 11\% |
| Latin America |  | 266 |  | 204 |  | 277 |  | 344 |  | 274 |  | 297 |  | 208 |  | 199 | (42\%) |  | 1,091 |  | 978 | (10\%) |
| Asia |  | 470 |  | 303 |  | 179 |  | 186 |  | 210 |  | 212 |  | 526 |  | (50) | NM |  | 1,138 |  | 898 | (21\%) |
| Total |  | 3,179 |  | 1,678 |  | 1,385 |  | 257 |  | 1,708 |  | 1,189 |  | 2,137 |  | (139) | NM |  | 6,499 |  | 4,895 | (25\%) |
| Transaction Services |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| North America |  | 160 |  | 157 |  | 127 |  | 85 |  | 114 |  | 137 |  | 121 |  | 75 | (12\%) |  | 529 |  | 447 | (16\%) |
| EMEA |  | 303 |  | 320 |  | 306 |  | 296 |  | 278 |  | 289 |  | 289 |  | 286 | (3\%) |  | 1,225 |  | 1,142 | (7\%) |
| Latin America |  | 156 |  | 157 |  | 174 |  | 177 |  | 174 |  | 161 |  | 169 |  | 141 | (20\%) |  | 664 |  | 645 | (3\%) |
| Asia |  | 320 |  | 297 |  | 319 |  | 319 |  | 285 |  | 291 |  | 318 |  | 279 | (13\%) |  | 1,255 |  | 1,173 | (7\%) |
| Total |  | 939 |  | 931 |  | 926 |  | 877 |  | 851 |  | 878 |  | 897 |  | 781 | (11\%) |  | 3,673 |  | 3,407 | (7\%) |
| Total Citicorp |  | 5,089 |  | 3,739 |  | 3,533 |  | 2,472 |  | 4,095 |  | 3,668 |  | 4,646 |  | 2,089 | (15\%) |  | 14,833 |  | 14,498 | (2\%) |
| CITI HOLDINGS |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Brokerage and Asset Management |  | 76 |  | (94) |  | (153) |  | (55) |  | (10) |  | (100) |  | (83) |  | (93) | (69\%) |  | (226) |  | (286) | (27\%) |
| Local Consumer Lending |  | $(1,829)$ |  | $(1,226)$ |  | (830) |  | $(1,103)$ |  | (599) |  | (746) |  | (585) |  | (904) | 18\% |  | $(4,988)$ |  | $(2,834)$ | 43\% |
| Special Asset Pool |  | 878 |  | 116 |  | (83) |  | 247 |  | 62 |  | 678 |  | (127) |  | (17) | NM |  | 1,158 |  | 596 | (49\%) |
| Total Citi Holdings |  | (875) |  | $(1,204)$ |  | $(1,066)$ |  | (911) |  | (547) |  | (168) |  | (795) |  | $(1,014)$ | 11\% |  | $(4,056)$ |  | $(2,524)$ | 38\% |
| Corporate / Other |  | 35 |  | 193 |  | 134 |  | (188) |  | (517) |  | (168) |  | (109) |  | (77) | 59\% |  | 174 |  | (871) | NM |
| Income From Continuing Operations |  | 4,249 |  | 2,728 |  | 2,601 |  | 1,373 |  | 3,031 |  | 3,332 |  | 3,742 |  | 998 | (27\%) |  | 10,951 |  | 11,103 | 1\% |
| Discontinued Operations |  | 211 |  | (3) |  | (374) |  | 98 |  | 40 |  | 71 |  | 1 |  | - |  |  | (68) |  | 112 |  |
| Net Income Attributable to Noncontrolling Minority Interests |  | 32 |  | 28 |  | 59 |  | 162 |  | 72 |  | 62 |  | (28) |  | 42 | (74\%) |  | 281 |  | 148 | (47\%) |
| Citigroup's Net Income | \$ | 4,428 | \$ | 2,697 | \$ | 2,168 | \$ | 1,309 | \$ | 2,999 | \$ | 3,341 | \$ | 3,771 | \$ | 956 | (27\%) | \$ | 10,602 | \$ | 11,067 | 4\% |

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

|  |  | $\begin{aligned} & \text { 1Q } \\ & 2010 \end{aligned}$ | $\begin{gathered} 2 Q \\ 2010 \\ \hline \end{gathered}$ |  | $\begin{gathered} 3 Q \\ 2010 \end{gathered}$ |  | $\begin{gathered} 4 Q \\ 2010 \\ \hline \end{gathered}$ |  | $\begin{gathered} 1 Q \\ 2011 \end{gathered}$ |  | $\begin{gathered} 2 Q \\ 2011 \end{gathered}$ |  | $\begin{gathered} 3 Q \\ 2011 \\ \hline \end{gathered}$ |  | $\begin{gathered} 4 \mathrm{Q} \\ 2011 \\ \hline \end{gathered}$ |  | 4 Q 11 vs. 4Q10 Increasel (Decrease) | $\begin{aligned} & \text { Full } \\ & \text { Year } \\ & 2010 \\ & \hline \end{aligned}$ |  | $\begin{aligned} & \text { Full } \\ & \text { Year } \\ & 2011 \end{aligned}$ |  | $\begin{gathered} \text { FY } 2011 \text { vs. } \\ \text { FY } 2010 \text { Increasel } \\ \text { (Decrease) } \\ \hline \end{gathered}$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Revenues |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Net interest revenue | \$ | 9,800 | \$ | 9,680 | \$ | 9,415 | \$ | 9,690 | \$ | 9,461 | \$ | 9,546 | \$ | 9,663 | \$ | 9,465 | (2\%) | \$ | 38,585 |  | \$ 38,135 | (1\%) |
| Non-Interest revenue |  | 8,722 |  | 6,809 |  | 6,874 |  | 4,570 |  | 7,043 |  | 6,802 |  | 8,042 |  | 4,549 | - |  | 26,975 |  | 26,436 | (2\%) |
| Total revenues, net of interest expense |  | 18,522 |  | 16,489 |  | 16,289 |  | 14,260 |  | 16,504 |  | 16,348 |  | 17,705 |  | 14,014 | (2\%) |  | 65,560 |  | 64,571 | (2\%) |
| Provisions for Credit Losses and for Benefits and Claims |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Net Credit Losses |  | 3,142 |  | 2,965 |  | 3,020 |  | 2,662 |  | 2,318 |  | 2,153 |  | 1,933 |  | 1,903 | (29\%) |  | 11,789 |  | 8,307 | (30\%) |
| Credit Reserve Build / (Release) |  | (360) |  | (639) |  | (427) |  | (741) |  | $(1,258)$ |  | (909) |  | (630) |  | (747) | (1\%) |  | $(2,167)$ |  | $(3,544)$ | (64\%) |
| Provision for loan losses |  | 2,782 |  | 2,326 |  | 2,593 |  | 1,921 |  | 1,060 |  | 1,244 |  | 1,303 |  | 1,156 | (40\%) |  | 9,622 |  | 4,763 | (50\%) |
| Provision for Benefits \& Claims |  | 44 |  | 27 |  | 38 |  | 42 |  | 44 |  | 26 |  | 45 |  | 37 | (12\%) |  | 151 |  | 152 | 1\% |
| Provision for unfunded lending commitments |  | (7) |  | (26) |  | 1 |  | - |  | 4 |  | (5) |  | 45 |  | 48 | - |  | (32) |  | 92 | NM |
| Total provisions for credit losses and for benefits and claims |  | 2,819 |  | 2,327 |  | 2,632 |  | 1,963 |  | 1,108 |  | 1,265 |  | 1,393 |  | 1,241 | (37\%) |  | 9,741 |  | 5,007 | (49\%) |
| Total operating expenses |  | 8,595 |  | 9,176 |  | 8,931 |  | 9,442 |  | 9,601 |  | 10,062 |  | 9,778 |  | 10,179 | 8\% |  | 36,144 |  | 39,620 | 10\% |
| Income from Continuing Operations before |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Income Taxes |  | 7,108 |  | 4,986 |  | 4,726 |  | 2,855 |  | 5,795 |  | 5,021 |  | 6,534 |  | 2,594 | (9\%) |  | 19,675 |  | 19,944 | 1\% |
| Provision for income taxes |  | 2,019 |  | 1,247 |  | 1,193 |  | 383 |  | 1,700 |  | 1,353 |  | 1,888 |  | 505 | 32\% |  | 4,842 |  | 5,446 | 12\% |
| Income from Continuing Operations |  | 5,089 |  | 3,739 |  | 3,533 |  | 2,472 |  | 4,095 |  | 3,668 |  | 4,646 |  | 2,089 | (15\%) |  | 14,833 |  | 14,498 | (2\%) |
| Net Income attributable to noncontrolling Minority Interests (Minority Interest) |  | 21 |  | 20 |  | 30 |  | 51 |  | 11 |  | 12 |  | 6 |  | 27 | (47\%) |  | 122 |  | 56 | (54\%) |
| Citicorp's Net Income | \$ | 5,068 | \$ | 3,719 | \$ | 3,503 | \$ | 2,421 | \$ | 4,084 | \$ | 3,656 | \$ | 4,640 | \$ | 2,062 | (15\%) | \$ | 14,711 |  | \$ 14,442 | (2\%) |
| Balance Sheet Data (in billions): |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Total EOP Assets | \$ | 1,236 | \$ | 1,211 | \$ | 1,283 | \$ | 1,284 | \$ | 1,330 | \$ | 1,380 | \$ | 1,364 | \$ | 1,319 | 3\% |  |  |  |  |  |
| Average Assets | \$ | 1,233 | \$ | 1,250 | \$ | 1,252 | \$ | 1,294 | \$ | 1,323 | \$ | 1,381 | \$ | 1,381 | \$ | 1,348 | 4\% | \$ | 1,257 |  | \$ 1,358 | 8\% |
| Return on Assets |  | 1.67\% |  | 1.19\% |  | 1.11\% |  | 0.74\% |  | 1.25\% |  | 1.06\% |  | 1.33\% |  | 0.61\% |  |  | 1.17\% |  | 1.06\% |  |
| Total EOP Deposits | \$ | 730 | \$ | 719 | \$ | 757 | \$ | 760 | \$ | 784 | \$ | 788 | \$ | 776 | \$ | 797 | 5\% |  |  |  |  |  |


|  |  | $\begin{aligned} & \text { 1Q } \\ & 2010 \end{aligned}$ | $\begin{gathered} 2 Q \\ 2010 \\ \hline \end{gathered}$ |  | $\begin{gathered} 3 Q \\ 2010 \end{gathered}$ |  | $\begin{gathered} 4 Q \\ 2010 \\ \hline \end{gathered}$ |  | $\begin{gathered} 1 Q \\ 2011 \end{gathered}$ |  | $\begin{gathered} 2 Q \\ 2011 \end{gathered}$ |  | $\begin{gathered} 3 Q \\ 2011 \\ \hline \end{gathered}$ |  | $\begin{gathered} 4 \mathrm{Q} \\ 2011 \\ \hline \end{gathered}$ |  | 4 Q 11 vs. 4Q10 Increasel (Decrease) | $\begin{aligned} & \text { Full } \\ & \text { Year } \\ & 2010 \\ & \hline \end{aligned}$ |  | $\begin{aligned} & \text { Full } \\ & \text { Year } \\ & 2011 \end{aligned}$ |  | $\begin{gathered} \text { FY } 2011 \text { vs. } \\ \text { FY } 2010 \text { Increasel } \\ \text { (Decrease) } \\ \hline \end{gathered}$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Revenues |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Net interest revenue | \$ | 9,800 | \$ | 9,680 | \$ | 9,415 | \$ | 9,690 | \$ | 9,461 | \$ | 9,546 | \$ | 9,663 | \$ | 9,465 | (2\%) | \$ | 38,585 |  | \$ 38,135 | (1\%) |
| Non-Interest revenue |  | 8,722 |  | 6,809 |  | 6,874 |  | 4,570 |  | 7,043 |  | 6,802 |  | 8,042 |  | 4,549 | - |  | 26,975 |  | 26,436 | (2\%) |
| Total revenues, net of interest expense |  | 18,522 |  | 16,489 |  | 16,289 |  | 14,260 |  | 16,504 |  | 16,348 |  | 17,705 |  | 14,014 | (2\%) |  | 65,560 |  | 64,571 | (2\%) |
| Provisions for Credit Losses and for Benefits and Claims |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Net Credit Losses |  | 3,142 |  | 2,965 |  | 3,020 |  | 2,662 |  | 2,318 |  | 2,153 |  | 1,933 |  | 1,903 | (29\%) |  | 11,789 |  | 8,307 | (30\%) |
| Credit Reserve Build / (Release) |  | (360) |  | (639) |  | (427) |  | (741) |  | $(1,258)$ |  | (909) |  | (630) |  | (747) | (1\%) |  | $(2,167)$ |  | $(3,544)$ | (64\%) |
| Provision for loan losses |  | 2,782 |  | 2,326 |  | 2,593 |  | 1,921 |  | 1,060 |  | 1,244 |  | 1,303 |  | 1,156 | (40\%) |  | 9,622 |  | 4,763 | (50\%) |
| Provision for Benefits \& Claims |  | 44 |  | 27 |  | 38 |  | 42 |  | 44 |  | 26 |  | 45 |  | 37 | (12\%) |  | 151 |  | 152 | 1\% |
| Provision for unfunded lending commitments |  | (7) |  | (26) |  | 1 |  | - |  | 4 |  | (5) |  | 45 |  | 48 | - |  | (32) |  | 92 | NM |
| Total provisions for credit losses and for benefits and claims |  | 2,819 |  | 2,327 |  | 2,632 |  | 1,963 |  | 1,108 |  | 1,265 |  | 1,393 |  | 1,241 | (37\%) |  | 9,741 |  | 5,007 | (49\%) |
| Total operating expenses |  | 8,595 |  | 9,176 |  | 8,931 |  | 9,442 |  | 9,601 |  | 10,062 |  | 9,778 |  | 10,179 | 8\% |  | 36,144 |  | 39,620 | 10\% |
| Income from Continuing Operations before |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Income Taxes |  | 7,108 |  | 4,986 |  | 4,726 |  | 2,855 |  | 5,795 |  | 5,021 |  | 6,534 |  | 2,594 | (9\%) |  | 19,675 |  | 19,944 | 1\% |
| Provision for income taxes |  | 2,019 |  | 1,247 |  | 1,193 |  | 383 |  | 1,700 |  | 1,353 |  | 1,888 |  | 505 | 32\% |  | 4,842 |  | 5,446 | 12\% |
| Income from Continuing Operations |  | 5,089 |  | 3,739 |  | 3,533 |  | 2,472 |  | 4,095 |  | 3,668 |  | 4,646 |  | 2,089 | (15\%) |  | 14,833 |  | 14,498 | (2\%) |
| Net Income attributable to noncontrolling Minority Interests (Minority Interest) |  | 21 |  | 20 |  | 30 |  | 51 |  | 11 |  | 12 |  | 6 |  | 27 | (47\%) |  | 122 |  | 56 | (54\%) |
| Citicorp's Net Income | \$ | 5,068 | \$ | 3,719 | \$ | 3,503 | \$ | 2,421 | \$ | 4,084 | \$ | 3,656 | \$ | 4,640 | \$ | 2,062 | (15\%) | \$ | 14,711 |  | \$ 14,442 | (2\%) |
| Balance Sheet Data (in billions): |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Total EOP Assets | \$ | 1,236 | \$ | 1,211 | \$ | 1,283 | \$ | 1,284 | \$ | 1,330 | \$ | 1,380 | \$ | 1,364 | \$ | 1,319 | 3\% |  |  |  |  |  |
| Average Assets | \$ | 1,233 | \$ | 1,250 | \$ | 1,252 | \$ | 1,294 | \$ | 1,323 | \$ | 1,381 | \$ | 1,381 | \$ | 1,348 | 4\% | \$ | 1,257 |  | \$ 1,358 | 8\% |
| Return on Assets |  | 1.67\% |  | 1.19\% |  | 1.11\% |  | 0.74\% |  | 1.25\% |  | 1.06\% |  | 1.33\% |  | 0.61\% |  |  | 1.17\% |  | 1.06\% |  |
| Total EOP Deposits | \$ | 730 | \$ | 719 | \$ | 757 | \$ | 760 | \$ | 784 | \$ | 788 | \$ | 776 | \$ | 797 | 5\% |  |  |  |  |  |

## CITICORP

STATEMENT OF INCOME AND BALANCE SHEET DATA
(In millions of dollars)

Provisions for Credit Losses and for Benefits and Claims Net Credit Losses
Credit Reserve Build / (Release)
Provision for loan losses
Provision for Benefits \& Claims
Provision for unfunded lending commitments
Total provisions for credit losses and for benefits and claims

## Total operating expenses

Income from Continuing Operations before
Income Taxes
Provision for income taxes

## ncome from Continuing Operations

Net Income attributable to noncontrolling Minority Interests (Minority Interest)
Citicorp's Net Income

Balance Sheet Data (in billions):

[^0]CITICORP
REGIONAL CONSUMER BANKING
Page 1
(In millions of dollars)

Net Interest Revenue
Non-Interest Revenue
Total Revenues, Net of Interest Expens
Total Operating Expenses
Net Credit Losses
Credit Reserve Build / (Release)
Provision for Unfunded Lending Commitments
Provision for Benefits \& Claims
Provision for Loan Losses and for Benefits and Claims
Income from Continuing Operations before Taxes
Income Taxes
Income from Continuing Operations
Net Income (loss) Atributable to Minority Interests
Net Income
Average Assets (in billions of dollars)
Return on Assets
Net Credit Losses as a \% of Average Loans

```
Revenue by Business
    Retail Banking
    Citi-Branded Cards
        Total Revenues
```

Net Credit Losses by Business
Retail Banking
Citi-Branded Cards
Total Net Credit Losses
Income (loss) from Continuing Operations by Business Retail Banking
Citi-Branded Cards
Total

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

CIt.

| $\begin{gathered} \text { 4Q11 vs. } \\ \text { 4Q10 Increasel } \\ \text { (Decrease) } \\ \hline \end{gathered}$ | $\begin{aligned} & \text { Full } \\ & \text { Year } \\ & 2010 \\ & \hline \end{aligned}$ |  | $\begin{aligned} & \text { Full } \\ & \text { Year } \\ & 2011 \\ & \hline \end{aligned}$ |  | FY 2011 vs. FY 2010 Increasel (Decrease) |
| :---: | :---: | :---: | :---: | :---: | :---: |
| (2\%) | \$ | 23,184 | \$ | 23,090 | - |
| 7\% |  | 9,190 |  | 9,495 | 3\% |
| 1\% |  | 32,374 |  | 32,585 | 1\% |
| 11\% |  | 16,547 |  | 18,933 | 14\% |
| (31\%) |  | 11,216 |  | 7,688 | (31\%) |
| (11\%) |  | $(1,541)$ |  | $(2,988)$ | (94\%) |
| - |  | (3) |  | 3 | NM |
| (12\%) |  | 151 |  | 152 | 1\% |
| (43\%) |  | 9,823 |  | 4,855 | (51\%) |
| 24\% |  | 6,004 |  | 8,797 | 47\% |
| 85\% |  | 1,343 |  | 2,601 | 94\% |
| 8\% |  | 4,661 |  | 6,196 | 33\% |
|  |  | (9) |  | - | 100\% |
| 8\% | \$ | 4,670 | \$ | 6,196 | 33\% |
| 7\% | \$ | $\begin{gathered} 309 \\ 1.51 \% \end{gathered}$ | \$ | $\begin{gathered} 335 \\ 1.85 \% \end{gathered}$ | 8\% |


| \$ | $\begin{aligned} & 3,798 \\ & 4,268 \end{aligned}$ | \$ | $\begin{aligned} & 3,901 \\ & 4,115 \end{aligned}$ | \$ | $\begin{aligned} & 3,989 \\ & 4,156 \end{aligned}$ | \$ | $\begin{aligned} & 4,079 \\ & 4,068 \end{aligned}$ | \$ | $\begin{aligned} & 3,889 \\ & 4,035 \end{aligned}$ | \$ | $\begin{aligned} & 4,099 \\ & 4,094 \end{aligned}$ | \$ | $\begin{aligned} & 4,133 \\ & 4,135 \end{aligned}$ | \$ | $\begin{aligned} & 4,108 \\ & 4,092 \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| \$ | 8,066 | \$ | ,01 | \$ | 8,145 | \$ | 8,147 | \$ | 7,924 | \$ | 8,1 | \$ | 8,268 | \$ | 8.200 |


| $1 \%$ | $\$$ | 15,767 |  |
| :--- | :--- | :--- | :--- | :--- |
|  | $\$$ | $\$$ | 16,229 |
| $1 \%$ |  | 16,607 |  |



| (11\%) | \$ | 1,267 | \$ | 1,174 | (7\%) |
| :---: | :---: | :---: | :---: | :---: | :---: |
| (35\%) |  | 9,949 |  | 6,514 | (35\%) |
| (31\%) | \$ | 11,216 | \$ | 7,688 | (31\%) |
| (15\%) | \$ | 3,082 | \$ | 2,529 | (18\%) |
| 33\% |  | 1,579 |  | 3,667 | NM |
| 8\% | \$ | 4,661 | \$ | 6,196 | 33\% |


| - |  | $\begin{gathered} 1 \mathrm{Q} \\ 2010 \end{gathered}$ |  | $\begin{gathered} 2 \mathrm{Q} \\ 2010 \end{gathered}$ |  | $\begin{gathered} 3 \mathrm{3Q} \\ 2010 \end{gathered}$ |  | $\begin{gathered} 4 \mathrm{Q} \\ 2010 \\ \hline \end{gathered}$ |  | $\begin{gathered} 10 \\ 2011 \end{gathered}$ |  | $\begin{gathered} 20 \\ 2011 \end{gathered}$ |  | $\begin{gathered} 30 \\ 2011 \end{gathered}$ |  | $\begin{gathered} 4 \mathrm{Q} \\ 2011 \end{gathered}$ | 4Q11 vs. 4Q10 Increasel (Decrease) |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Retail Banking Key Indicators (in billions of dollars, except branches) |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Branches |  | 4,162 |  | 4,161 |  | 4,168 |  | 4,200 |  | 4,200 |  | 4,207 |  | 4,187 |  | 4,200 | - |
| Accounts (in millions) |  | 60.1 |  | 60.1 |  | 60.5 |  | 60.4 |  | 60.6 |  | 61.2 |  | 61.9 |  | 61.9 | 2\% |
| Average Deposits | \$ | 289.2 | \$ | 291.4 | \$ | 295.6 | \$ | 301.9 | \$ | 307.0 | \$ | 314.5 |  | 313.2 | \$ | 310.9 | 3\% |
| Investment Sales (International Only) | \$ | 24.1 | \$ | 23.4 | \$ | 21.3 | \$ | 23.7 | \$ | 25.4 | \$ | 24.5 |  | 21.5 | \$ | 18.9 | (20\%) |
| Investment AUMs | \$ | 120.8 | \$ | 116.8 | \$ | 125.4 | \$ | 130.5 | \$ | 133.9 | \$ | 138.6 |  | 122.3 | \$ | 126.2 | (3\%) |
| Average Loans | \$ | 107.7 | \$ | 107.3 | \$ | 109.3 | \$ | 113.1 | \$ | 119.3 | \$ | 126.5 |  | 128.6 | \$ | 130.9 | 16\% |
| EOP Loans: |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Real Estate Lending | \$ | 56.0 | \$ | 54.7 | \$ | 56.5 | \$ | 59.3 | \$ | 63.9 | \$ | 66.9 | \$ | 67.1 | \$ | 70.8 | 19\% |
| Commercial Markets |  | 31.0 |  | 31.2 |  | 32.7 |  | 33.9 |  | 35.8 |  | 37.6 |  | 36.7 |  | 36.8 | 9\% |
| Personal and Other |  | 21.8 |  | 21.3 |  | 22.4 |  | 22.8 |  | 23.3 |  | 24.5 |  | 23.5 |  | 25.7 | 13\% |
| EOP Loans | \$ | 108.8 | \$ | 107.2 | \$ | 111.6 | \$ | 116.0 | \$ | 123.0 | \$ | 129.0 |  | 127.3 | \$ | 133.3 | 15\% |
| Net Interest Revenue (in millions) (1) | \$ | 2,551 | \$ | 2,544 | \$ | 2,490 | \$ | 2,577 | \$ | 2,618 | \$ | 2,668 |  | 2,687 | \$ | 2,651 | 3\% |
| As a \% of Average Loans |  | 9.61\% |  | 9.51\% |  | 9.04\% |  | 9.04\% |  | 8.90\% |  | 8.46\% |  | 8.29\% |  | 8.03\% |  |
| Net Credit Losses (in millions) | \$ | 289 | \$ | 303 | \$ | 333 | \$ | 342 | \$ | 277 | \$ | 298 | \$ | 295 | \$ | 304 | (11\%) |
| As a \% of Average Loans |  | 1.09\% |  | 1.13\% |  | 1.21\% |  | 1.20\% |  | 0.94\% |  | 0.94\% |  | 0.91\% |  | 0.92\% |  |
| Loans 90+ Days Past Due (in millions) (2) | \$ | 819 | \$ | 869 | \$ | 842 | \$ | 760 | \$ | 801 | \$ | 812 |  | 759 | \$ | 736 | (3\%) |
| As a \% of EOP Loans |  | 0.75\% |  | 0.81\% |  | 0.76\% |  | 0.66\% |  | 0.66\% |  | 0.63\% |  | 0.60\% |  | 0.56\% |  |
| Loans 30-89 Days Past Due (in millions) (2) | \$ | 1,304 | \$ | 1,205 | \$ | 1,277 | \$ | 1,146 | \$ | 1,142 | \$ | 1,088 | \$ | 974 | \$ | 1,039 | (9\%) |
| As a\% of EOP Loans |  | 1.20\% |  | 1.12\% |  | 1.15\% |  | 0.99\% |  | 0.94\% |  | 0.85\% |  | 0.77\% |  | 0.79\% |  |
| Citi-Branded Cards Key Indicators (in millions of dollars) |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| EOP Open Accounts |  | 51.1 |  | 50.5 |  | 51.0 |  | 51.3 |  | 51.6 |  | 51.9 |  | 52.9 |  | 53.4 | 4\% |
| Purchase Sales | \$ | 60.1 | \$ | 63.9 | \$ | 65.5 | \$ | 70.5 | \$ | 64.9 | \$ | 71.3 | \$ | 71.4 | \$ | 74.0 | 5\% |
| Average Loans (in billions) (3) | \$ | 111.6 | \$ | 108.5 | \$ | 109.5 | \$ | 110.6 | \$ | 110.3 | \$ | 110.1 |  | 110.2 | \$ | 109.9 | (1\%) |
| EOP Loans (in billions) (3) | \$ | 110.2 | \$ | 109.4 | \$ | 111.1 | \$ | 114.1 | \$ | 109.6 | \$ | 111.9 |  | 109.4 | \$ | 113.3 | (1\%) |
| Average Yield (4) |  | 14.65\% |  | 14.03\% |  | 13.52\% |  | 13.28\% |  | 13.16\% |  | 12.89\% |  | 12.70\% |  | 12.58\% |  |
| Net Interest Revenue (5) | \$ | 3,358 | \$ | 3,207 | \$ | 3,184 | \$ | 3,259 | \$ | 3,128 | \$ | 3,128 |  | 3,129 | \$ | 3,068 | (6\%) |
| As a \% of Average Loans (5) |  | 12.20\% |  | 11.86\% |  | 11.54\% |  | 11.69\% |  | 11.50\% |  | 11.40\% |  | 11.26\% |  | 11.08\% |  |
| Net Credit Losses | \$ | 2,750 | \$ | 2,619 | \$ | 2,397 | \$ | 2,183 | \$ | 1,831 | \$ | 1,705 | \$ | 1,551 | \$ | 1,427 | (35\%) |
| As a \% of Average Loans (6) |  | 9.99\% |  | 9.68\% |  | 8.68\% |  | 7.83\% |  | 6.73\% |  | 6.21\% |  | 5.58\% |  | 5.15\% |  |
| Net Credit Margin (6) | \$ | 1,518 | \$ | 1,491 | \$ | 1,752 | \$ | 1,878 | \$ | 2,198 | \$ | 2,384 | \$ | 2,577 | \$ | 2,661 | 42\% |
| As a \% of Average Loans |  | 5.52\% |  | 5.51\% |  | 6.35\% |  | 6.74\% |  | 8.08\% |  | 8.69\% |  | 9.28\% |  | 9.61\% |  |
| Loans 90+ Days Past Due | \$ | 3,155 | \$ | 2,929 | \$ | 2,590 | \$ | 2,341 | \$ | 2,172 | \$ | 1,971 | \$ | 1,710 | \$ | 1,674 | (28\%) |
| As a\% of EOP Loans |  | 2.86\% |  | 2.68\% |  | 2.33\% |  | 2.05\% |  | 1.98\% |  | 1.76\% |  | 1.56\% |  | 1.48\% |  |
| Loans 30-89 Days Past Due | \$ | 3,094 | \$ | 2,727 | \$ | 2,543 | \$ | 2,407 | \$ | 2,217 | \$ | 2,024 | \$ | 1,856 | \$ | 1,841 | (24\%) |
| As a \% of EOP Loans |  | 2.81\% |  | 2.49\% |  | 2.29\% |  | 2.11\% |  | 2.02\% |  | 1.81\% |  | 1.70 |  | 1.62 |  |

(1) Also includes net interest revenue related to the international regions' deposit balances in excess of the average loan portfolio.
(2) The Loans $90+$ Days Past Due and $30-89$ Days Past Due and related ratios excludes U.S. mortgage loans that are guaranteed by U.S
government-sponsored agencies. See Note 1 on North America Regional Consumer Banking on page 10.
(3) Average loans, EOP loans and the related consumer delinquency amounts and ratios include interest and fees receivables balances.
(4) Average yield is gross interest revenue earned divided by average loans.
(5) Net interest revenue includes certain fees that are recorded as interest revenue,
(6) Net credit margin is total revenues, net of interest expense, less net credit losses and policy benefits and claims

NM Not meaningful

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(In millions of dollars)

Net interest Revenu
Non-Interest Revenue
Total Revenues, Net of Interest Expense
Total Operating Expenses
Net Credit Losses
Credit Reserve Build / (Release)
Provision for Unfunded Lending Commitments
Provision for Benefits \& Claims
Provision for Loan Losses and for Benefits and Claim
ncome from Continuing Operations before Taxes
ncome Taxes (benefits)
ncome from Continuing Operations
Net Income Attributable to Minority Interests
Net Income
Average Assets (in billions of dollars)
Return on Assets
Net Credit Losses as a \% of Average Loans

## Revenue by Business <br> Retail Banking <br> Total Revenues

Net Credit Losses by Business
Retail Banking
Citi-Branded Cards
Total Net Credit Losses
Income (loss) from Continuing Operations by Business Retail Banking
Citi-Branded Cards

Total

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

| $\begin{gathered} 1 \mathrm{Q} \\ 2010 \\ \hline \end{gathered}$ |  | $\begin{gathered} 2 \mathrm{Q} \\ 2010 \\ \hline \end{gathered}$ |  | $\begin{gathered} 3 Q \\ 2010 \\ \hline \end{gathered}$ |  | $\begin{gathered} 4 \mathrm{Q} \\ 2010 \\ \hline \end{gathered}$ |  | $\begin{gathered} 1 \mathrm{Q} \\ 2011 \\ \hline \end{gathered}$ |  | $\begin{gathered} 2 \mathrm{Q} \\ 2011 \\ \hline \end{gathered}$ |  | $\begin{gathered} 3 \mathrm{Q} \\ 2011 \\ \hline \end{gathered}$ |  | $\begin{gathered} 4 \mathrm{Q} \\ 2011 \\ \hline \end{gathered}$ |  | 4Q11 vs. 4Q10 Increase/ (Decrease) | $\begin{aligned} & \text { Full } \\ & \text { year } \\ & 2010 \end{aligned}$ |  | $\begin{aligned} & \text { Full } \\ & \text { Year } \\ & 2011 \\ & \hline \end{aligned}$ |  | FY 2011 vs. FY 2010 Increasel (Decrease) |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| \$ | $\begin{array}{r} 2,954 \\ 846 \end{array}$ | \$ | $\begin{array}{r} 2,778 \\ 916 \\ \hline \end{array}$ | \$ | $\begin{aligned} & 2,734 \\ & 1,007 \end{aligned}$ | \$ | $\begin{array}{r} 2,750 \\ 805 \\ \hline \end{array}$ | \$ | $\begin{array}{r} 2,624 \\ 711 \end{array}$ | \$ | $\begin{array}{r} 2,590 \\ \hline 777 \\ \hline \end{array}$ | \$ | $\begin{array}{r} 2,580 \\ 838 \end{array}$ | \$ | $\begin{array}{r} 2,573 \\ 921 \end{array}$ | $\begin{aligned} & \text { (6\%) } \\ & 14 \% \end{aligned}$ | \$ | $\begin{array}{r} 11,216 \\ 3,574 \\ \hline \end{array}$ | \$ | $\begin{array}{r} 10,367 \\ 3,247 \\ \hline \end{array}$ | $\begin{aligned} & (8 \%) \\ & (9 \%) \\ & \end{aligned}$ |
|  | 3,800 |  | 3,694 |  | 3,741 |  | 3,555 |  | 3,335 |  | 3,367 |  | 3,418 |  | 3,494 | (2\%) |  | 14,790 |  | 13,614 | (8\%) |
|  | 1,621 |  | 1,512 |  | 1,458 |  | 1,572 |  | 1,690 |  | 1,773 |  | 1,811 |  | 2,055 | 31\% |  | 6,163 |  | 7,329 | 19\% |
|  | 2,156 |  | 2,127 |  | 1,970 |  | 1,766 |  | 1,440 |  | 1,306 |  | 1,155 |  | 1,048 | (41\%) |  | 8,019 |  | 4,949 | (38\%) |
|  | 4 |  | (9) |  | 40 |  | (348) |  | (648) |  | (758) |  | (653) |  | (681) | (96\%) |  | (313) |  | $(2,740)$ | NM |
|  | 1 |  | - |  | - |  | - |  | - |  |  |  |  |  | - | - |  | 1 |  | - | (100\%) |
|  | 8 |  | 5 |  | 6 |  | 5 |  | 6 |  | 4 |  | 7 |  | 5 | - |  | 24 |  | 22 | (8\%) |
|  | 2,169 |  | 2,123 |  | 2,016 |  | 1,423 |  | 798 |  | 552 |  | 509 |  | 372 | (74\%) |  | 7,731 |  | 2,231 | (71\%) |
|  | 10 |  | 59 |  | 267 |  | 560 |  | 847 |  | 1,042 |  | 1,098 |  | 1,067 | 91\% |  | 896 |  | 4,054 | NM |
|  | (7) |  | 6 |  | 90 |  | 157 |  | 297 |  | 356 |  | 406 |  | 406 | NM |  | 246 |  | 1,465 | NM |
|  | 17 |  | 53 |  | 177 |  | 403 |  | 550 |  | 686 |  | 692 |  | 661 | 64\% |  | 650 |  | 2,589 | NM |
| \$ | 17 | \$ | 53 | \$ | 177 | \$ | 403 | \$ | 550 | \$ | 686 | \$ | 692 | \$ | 661 | 64\% | \$ | 650 | \$ | 2,589 | NM |
| \$ | $\begin{gathered} 121 \\ 0.06 \% \end{gathered}$ | \$ | $\begin{gathered} 117 \\ 0.18 \% \end{gathered}$ | \$ | $\begin{gathered} 118 \\ 0.60 \% \end{gathered}$ | \$ | $\begin{gathered} 120 \\ 1.33 \% \end{gathered}$ | \$ | $\begin{gathered} 120 \\ 1.86 \% \end{gathered}$ | \$ | $\begin{gathered} 119 \\ 2.31 \% \end{gathered}$ | \$ | $\begin{array}{r} 125 \\ 2.20 \% \end{array}$ | \$ | $\begin{gathered} 129 \\ 2.03 \% \end{gathered}$ | 8\% | \$ | $\begin{gathered} 119 \\ 0.55 \% \end{gathered}$ | \$ | $\begin{gathered} 123 \\ 2.10 \% \end{gathered}$ | 3\% |
|  | 7.85\% |  | 7.98\% |  | 7.39\% |  | 6.67\% |  | 5.52\% |  | 4.94\% |  | 4.24\% |  | 3.77\% |  |  |  |  |  |  |
| \$ | $\begin{array}{r} 1,279 \\ 2,521 \\ \hline \end{array}$ | \$ | $\begin{array}{r} 1,324 \\ 2,370 \\ \hline \end{array}$ | \$ | $\begin{array}{r} 1,373 \\ 2,368 \\ \hline \end{array}$ | \$ | $\begin{aligned} & 1,349 \\ & 2,206 \\ & \hline \end{aligned}$ | \$ | $\begin{array}{r} 1,188 \\ 2,147 \\ \hline \end{array}$ | \$ | $\begin{array}{r} 1,250 \\ 2,117 \\ \hline \end{array}$ | \$ | $\begin{array}{r} 1,282 \\ 2,136 \\ \hline \end{array}$ | \$ | $\begin{array}{r} 1,391 \\ 2,103 \\ \hline \end{array}$ | $\begin{aligned} & 3 \% \\ & (5 \%) \end{aligned}$ | \$ | $\begin{aligned} & 5,325 \\ & 9,465 \\ & \hline \end{aligned}$ | \$ | $\begin{aligned} & 5,111 \\ & 8,503 \\ & \hline \end{aligned}$ | $\begin{aligned} & (4 \%) \\ & (10 \%) \end{aligned}$ |
| \$ | 3,800 | \$ | 3,694 | \$ | 3,741 | \$ | 3,555 | \$ | 3,335 | \$ | 3,367 | \$ | 3,418 | \$ | 3,494 | (2\%) | \$ | 14,790 | \$ | 13,614 | (8\%) |
| \$ | $\begin{array}{r} 73 \\ 2,083 \end{array}$ | \$ | $\begin{array}{r} 79 \\ 2,048 \end{array}$ | \$ | $\begin{array}{r} 90 \\ 1,880 \end{array}$ | \$ | $\begin{array}{r} 97 \\ 1,669 \end{array}$ | \$ | $\begin{array}{r} 88 \\ 1,352 \end{array}$ | \$ | $\begin{array}{r} 77 \\ 1,229 \end{array}$ | \$ | $\begin{array}{r} 65 \\ 1,090 \end{array}$ | \$ | $\begin{gathered} 70 \\ 07 \end{gathered}$ | (28\%) (41\%) | \$ | $\begin{array}{r} 339 \\ 7 \end{array}$ | \$ | $300$ | $(12 \%)$ |
| \$ | 2,156 | \$ | 2,127 | \$ | 1,970 | \$ | 1,766 | \$ | 1,440 | \$ | 1,306 | \$ | 1,155 | \$ | 1,048 | (41\%) | \$ | 8,019 | \$ | 4,949 | (38\%) |
| \$ | $\begin{gathered} 167 \\ (150) \end{gathered}$ | \$ | $\begin{gathered} 207 \\ (154) \\ \hline \end{gathered}$ | \$ | $\begin{gathered} 205 \\ (28) \\ \hline \end{gathered}$ | \$ | $\begin{aligned} & 183 \\ & 220 \end{aligned}$ | \$ | $\begin{array}{r} 90 \\ 460 \end{array}$ | \$ | $\begin{aligned} & 102 \\ & 584 \\ & \hline \end{aligned}$ | \$ | $\begin{aligned} & 126 \\ & 566 \end{aligned}$ | \$ | $\begin{aligned} & 170 \\ & 491 \end{aligned}$ | $\begin{aligned} & (7 \%) \\ & \mathrm{NM} \end{aligned}$ | \$ | $\begin{gathered} 762 \\ (112) \end{gathered}$ | \$ | $\begin{array}{r} 488 \\ 2,101 \end{array}$ | $\begin{gathered} (36 \%) \\ \mathrm{NM} \end{gathered}$ |
| \$ | 17 | \$ | 53 | \$ | 177 | \$ | 403 | \$ | 550 | \$ | 686 | \$ | 692 | \$ | 661 | 64\% | \$ | 650 | \$ | 2,589 | NM |

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|  |  | $\begin{gathered} 1 Q \\ 2010 \\ \hline \end{gathered}$ |  | $\begin{gathered} 2 Q \\ 2010 \end{gathered}$ |  | $\begin{gathered} 3 Q \\ 2010 \end{gathered}$ |  | $\begin{gathered} 4 \mathrm{Q} \\ 2010 \\ \hline \end{gathered}$ |  | $\begin{gathered} 1 Q \\ 2011 \\ \hline \end{gathered}$ |  | $\begin{gathered} 2 Q \\ 2011 \\ \hline \end{gathered}$ |  | $\begin{gathered} 3 \mathrm{Q} \\ 2011 \end{gathered}$ |  | $\begin{gathered} 4 \mathrm{Q} \\ 2011 \\ \hline \end{gathered}$ | 4Q11 vs. 4Q10 Increase (Decrease) |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Retail Banking Key Indicators (in billions of dollars, except branches) |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Branches |  | 1,003 |  | 1,002 |  | 1,000 |  | 1,001 |  | 1,000 |  | 1,002 |  | 1,005 |  | 1,016 | 1\% |
| Accounts (in millions) |  | 13.6 |  | 13.4 |  | 13.3 |  | 13.1 |  | 13.0 |  | 12.9 |  | 12.9 |  | 12.7 | (3\%) |
| Investment AUMs | \$ | 32.6 | \$ | 28.8 | \$ | 29.8 | \$ | 30.4 | \$ | 29.9 | \$ | 30.8 | \$ | 28.3 | \$ | 29.4 | (3\%) |
| Average Deposits | \$ | 144.2 | \$ | 145.5 | \$ | 144.9 | \$ | 144.5 | \$ | 143.6 | \$ | 144.4 | \$ | 145.4 | \$ | 147.0 | 2\% |
| Average Loans | \$ | 32.2 | \$ | 30.7 | \$ | 29.7 | \$ | 29.7 | \$ | 31.9 | \$ | 33.6 | \$ | 35.2 | \$ | 37.3 | 26\% |
| EOP Loans: |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Real Estate Lending | \$ | 24.3 | \$ | 23.1 | \$ | 22.3 | \$ | 23.4 | \$ | 25.8 | \$ | 27.2 | \$ | 29.0 | \$ | 31.4 | 34\% |
| Commercial Markets |  | 5.8 |  | 5.7 |  | 5.8 |  | 6.0 |  | 6.0 |  | 6.2 |  | 6.3 |  | 6.4 | 7\% |
| Personal and Other |  | 1.4 |  | 1.4 |  | 1.3 |  | 1.3 |  | 1.2 |  | 1.1 |  | 1.2 |  | 1.1 | (15\%) |
| Total EOP Loans | \$ | 31.5 | \$ | 30.2 | \$ | 29.4 | \$ | 30.7 | \$ | 33.0 | \$ | 34.5 | \$ | 36.5 | \$ | 38.9 | 27\% |
| Mortgage Originations | \$ | 10.3 | \$ | 11.2 | \$ | 18.6 | \$ | 21.8 | \$ | 14.1 | \$ | 11.0 | \$ | 17.0 | \$ | 21.1 | (3\%) |
| Third Party Mortgage Servicing Portfolio (EOP) | \$ | 191.2 | \$ | 190.8 | \$ | 191.4 | \$ | 191.9 | \$ | 196.0 | \$ | 196.5 | \$ | 196.6 | \$ | 197.9 | 3\% |
| Net Servicing \& Gain/(Loss) on Sale (in millions) | \$ | 207.8 | \$ | 271.7 | \$ | 344.3 | \$ | 282.4 | \$ | 129.0 | \$ | 126.5 | \$ | 186.5 | \$ | 295.0 | 4\% |
| Net Interest Revenue on Loans (in mllions) | \$ | 183 | \$ | 162 | \$ | 152 | \$ | 142 | \$ | 170 | \$ | 176 | \$ | 179 | \$ | 181 | 27\% |
| As a \% of Avg. Loans |  | 2.30\% |  | 2.12\% |  | 2.03\% |  | 1.90\% |  | 2.16\% |  | 2.10\% |  | 2.02\% |  | 1.93\% |  |
| Net Credit Losses (in millions) | \$ | 73 | \$ | 79 | \$ | 90 | \$ | 97 | \$ | 88 | \$ | 77 | \$ | 65 | \$ | 70 | (28\%) |
| As a \% of Avg. Loans |  | 0.92\% |  | 1.03\% |  | 1.20\% |  | 1.30\% |  | 1.12\% |  | 0.92\% |  | 0.73\% |  | 0.74\% |  |
| Loans 90+ Days Past Due (in millions) (1) | \$ | 142 | \$ | 245 | \$ | 221 | \$ | 228 | \$ | 241 | \$ | 211 | \$ | 232 | \$ | 235 | 3\% |
| As a \% of EOP Loans |  | 0.45\% |  | 0.81\% |  | 0.77\% |  | 0.76\% |  | 0.75\% |  | 0.63\% |  | 0.66\% |  | 0.63\% |  |
| Loans 30-89 Days Past Due (in millions) (1) | \$ | 236 | \$ | 241 | \$ | 243 | \$ | 212 | \$ | 185 | \$ | 209 | \$ | 217 | \$ | 213 | - |
| As a \% of EOP Loans |  | 0.75\% |  | 0.80\% |  | 0.85\% |  | 0.71\% |  | 0.58\% |  | 0.62\% |  | 0.62\% |  | 0.57\% |  |

(1) The Loans 90+ Days Past Due and 30-89 Days Past Due and related ratios excludes U.S. mortgage loans
that are guaranteed by U.S. government-sponsored agencies since the potential loss predominantly resides with the U.S. agencies.
The amounts excluded for Loans 90+Days Past Due and (EOP Loans) are $\$ 188$ million and ( $\$ 0.8$ billion), $\$ 235$ million and ( $\$ 0.8$ billion), $\$ 352$ million
( $\$ 0.9$ billion), $\$ 400$ million ( $\$ 0.9$ billion), $\$ 512$ million ( $\$ 1.3$ billion) and $\$ 611$ million ( $\$ 1.3$ billion) as of September 30, 2010, December 31, 2010,
March 31, 2011, June 30, 2011, September 30, 2011 and December 31, 2011, respectively.
The amounts excluded for Loans $30-89$ Days Past Due and (EOP Loans) are $\$ 15$ million and ( $\$ 0.8$ billion), $\$ 30$ million and ( $\$ 0.8$ billion), $\$ 52$ million ( $\$ 0.9$ billion), $\$ 77$ million ( $\$ 0.9$ billion), $\$ 102$ million ( $\$ 1.3$ billion) and $\$ 121$ million ( $\$ 1.3$ billion) as of September 30, 2010, December 31, 2010, March 31, 2011, June 30, 2011, September 30, 2011 and December 31, 2011, respectively.

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

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|  | $\begin{gathered} 1 Q \\ 2010 \\ \hline \end{gathered}$ | $\begin{gathered} 2 Q \\ 2010 \end{gathered}$ |  | $\begin{gathered} 3 Q \\ 2010 \end{gathered}$ |  | $\begin{gathered} 4 Q \\ 2010 \end{gathered}$ |  | $\begin{gathered} 1 Q \\ 2011 \end{gathered}$ |  | $\begin{gathered} 2 Q \\ 2011 \end{gathered}$ |  | $\begin{gathered} 3 Q \\ 2011 \end{gathered}$ |  | $\begin{gathered} 4 Q \\ 2011 \end{gathered}$ |  | 4Q11 vs. <br> 4Q10 Increasel <br> (Decrease) |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 21.8 |  | 21.3 |  | 21.2 |  | 21.1 |  | 21.2 |  | 21.2 |  | 21.6 |  | 22.0 | 4\% |
| \$ | 36.2 | \$ | 39.3 | \$ | 39.0 | \$ | 40.4 | \$ | 36.3 | \$ | 39.9 | \$ | 39.6 | \$ | 41.2 | 2\% |
| \$ | 79.2 | \$ | 76.2 | \$ | 76.0 | \$ | 75.3 | \$ | 73.9 | \$ | 72.4 | \$ | 72.8 | \$ | 73.1 | (3\%) |
| \$ | 77.7 | \$ | 77.2 | \$ | 76.6 | \$ | 77.5 | \$ | 73.2 | \$ | 73.7 | \$ | 73.8 | \$ | 75.9 | (2\%) |
|  | 13.01\% |  | 12.25\% |  | 11.64\% |  | 11.30\% |  | 11.09\% |  | 10.44\% |  | 10.29\% |  | 10.07\% |  |
| \$ | 2,103 | \$ | 1,940 | \$ | 1,927 | \$ | 1,914 | \$ | 1,791 | \$ | 1,716 | \$ | 1,721 | \$ | 1,692 | (12\%) |
|  | 10.77\% |  | 10.21\% |  | 10.06\% |  | 10.08\% |  | 9.83\% |  | 9.51\% |  | 9.38\% |  | 9.18\% |  |
| \$ | 2,083 | \$ | 2,048 | \$ | 1,880 | \$ | 1,669 | \$ | 1,352 | \$ | 1,229 | \$ | 1,090 | \$ | 978 | (41\%) |
|  | 10.67\% |  | 10.78\% |  | 9.81\% |  | 8.79\% |  | 7.42\% |  | 6.81\% |  | 5.94\% |  | 5.31\% |  |
| \$ | 438 | \$ | 317 | \$ | 481 | \$ | 530 | \$ | 789 | \$ | 883 | \$ | 1,039 | \$ | 1,121 | NM |
|  | 2.24\% |  | 1.67\% |  | 2.51\% |  | 2.79\% |  | 4.33\% |  | 4.89\% |  | 5.66\% |  | 6.08\% |  |
| \$ | 2,304 | \$ | 2,130 | \$ | 1,807 | \$ | 1,597 | \$ | 1,432 | \$ | 1,205 | \$ | 1,053 | \$ | 1,004 | (37\%) |
|  | 2.97\% |  | 2.76\% |  | 2.36\% |  | 2.06\% |  | 1.96\% |  | 1.64\% |  | 1.43\% |  | 1.32\% |  |
| \$ | 2,145 | \$ | 1,828 | \$ | 1,687 | \$ | 1,539 | \$ | 1,327 | \$ | 1,132 | \$ | 1,095 | \$ | 1,062 | (31\%) |
|  | 2.76\% |  | 2.37\% |  | 2.20\% |  | 1.99\% |  | 1.81\% |  | 1.54\% |  | 1.48\% |  | 1.40\% |  |

(1) Average loans, EOP loans and the related consumer delinquency amounts and ratios include interest and fees receivables balances.
(2) Average Yield is gross interest revenue earned divided by average loans.
(3) Net interest revenue includes certain fees that are recorded as interest revenue.
(4) Net credit margin represents total revenues, net of interest expense, less net credit losses and policy benefits and claims.

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

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(In 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)
Provision for Unfunded Lending Commitments
Provision for Benefits \& Claims
Provision for Loan Losses and for Benefits and Claims
Income (loss) from Continuing Operations before Taxes
Income Taxes (benefits)
Income from Continuing Operations
Net Income Attributable to Minority Interests

## Net Income

Average Assets (in billions of dollars)
Return on Assets

## Net Credit Losses as a \% of Average Loans

## Revenue by Business

Retail Banking
Citi-Branded Cards
Total
Income (loss) from Continuing Operations by Busines Retail Banking
Citi-Branded Cards
Total

## NM Not meaningful

Reclassified to conform to the current period's presentation

| $\begin{gathered} 1 Q \\ 2010 \end{gathered}$ |  | $\begin{gathered} 2 \mathrm{Q} \\ 2010 \\ \hline \end{gathered}$ |  | $\begin{gathered} 3 Q \\ 2010 \\ \hline \end{gathered}$ |  | $\begin{gathered} 4 \mathrm{Q} \\ 2010 \\ \hline \end{gathered}$ |  | $\begin{gathered} 1 Q \\ 2011 \\ \hline \end{gathered}$ |  | $\begin{gathered} 2 Q \\ 2011 \\ \hline \end{gathered}$ |  | $\begin{gathered} 3 Q \\ \\ 2011 \\ \hline \end{gathered}$ |  | $\begin{gathered} 4 Q \\ 2011 \\ \hline \end{gathered}$ |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| \$ | 246 | \$ | 228 | \$ | 220 | \$ | 229 | \$ | 226 | \$ | 233 | \$ | 221 | \$ | 213 |
|  | 157 |  | 146 |  | 127 |  | 150 |  | 170 |  | 155 |  | 142 |  | 119 |
|  | 403 |  | 374 |  | 347 |  | 379 |  | 396 |  | 388 |  | 363 |  | 332 |
|  | 281 |  | 269 |  | 305 |  | 324 |  | 307 |  | 340 |  | 328 |  | 312 |
|  | 97 |  | 84 |  | 63 |  | 72 |  | 49 |  | 47 |  | 49 |  | 27 |
|  | (11) |  | (46) |  | (48) |  | (13) |  | (34) |  | (55) |  | (32) |  | 3 |
|  | - |  | (4) |  | - |  | - |  | - |  | 3 |  | - |  | - |
|  | - |  | - |  | - |  | - |  | - |  | - |  | - |  | - |
|  | 86 |  | 34 |  | 15 |  | 59 |  | 15 |  | (5) |  | 17 |  | 30 |
|  | 36 |  | 71 |  | 27 |  | (4) |  | 74 |  | 53 |  | 18 |  | (10) |
|  | 12 |  | 23 |  | 10 |  | (6) |  | 26 |  | 25 |  | 9 |  | (4) |
|  | 24 |  | 48 |  | 17 |  | 2 |  | 48 |  | 28 |  | 9 |  | (6) |
|  | - |  | - |  | (1) |  | - |  | - |  | 2 |  | 1 |  | (3) |
| \$ | 24 | \$ | 48 | \$ | 18 | \$ | 2 | \$ | 48 | \$ | 26 | \$ | 8 | \$ | (3) |
| \$ | $\begin{array}{r} 10 \\ 0.97 \% \end{array}$ | \$ | $\begin{array}{r} 10 \\ 1.93 \% \end{array}$ | \$ | $\begin{array}{r} 10 \\ 0.71 \% \end{array}$ | \$ | $\begin{array}{r} 10 \\ 0.08 \% \end{array}$ | \$ | $\begin{gathered} 10 \\ 1.95 \% \end{gathered}$ | \$ | $\begin{array}{r} 11 \\ 0.95 \% \end{array}$ | \$ | $\begin{array}{r} 10 \\ 0.32 \% \end{array}$ |  | $\begin{array}{r} 10 \\ .12 \%) \end{array}$ |
|  | 5.18\% |  | 4.88\% |  | 3.57\% |  | 4.14\% |  | 2.76\% |  | 2.51\% |  | 2.70\% |  | .53\% |
| \$ | $\begin{aligned} & 220 \\ & 183 \end{aligned}$ | \$ | $\begin{aligned} & 203 \\ & 171 \end{aligned}$ | \$ | $\begin{aligned} & 184 \\ & 163 \end{aligned}$ | \$ | $\begin{aligned} & 215 \\ & 164 \end{aligned}$ | \$ | $\begin{aligned} & 217 \\ & 179 \end{aligned}$ | \$ | $\begin{aligned} & 212 \\ & 176 \end{aligned}$ | \$ | $\begin{aligned} & 199 \\ & 164 \end{aligned}$ | \$ | $\begin{aligned} & 183 \\ & 149 \\ & \hline \end{aligned}$ |
| \$ | 403 | \$ | 374 | \$ | 347 | \$ | 379 | \$ | 396 | \$ | 388 | \$ | 363 | \$ | 332 |



| $\begin{gathered} 4 \mathrm{Q} 11 \text { vs. } \\ \text { 4Q10 Increase/ } \\ \text { (Decrease) } \\ \hline \end{gathered}$ | $\begin{aligned} & \text { Full } \\ & \text { Year } \\ & 2010 \\ & \hline \end{aligned}$ |  | $\begin{aligned} & \text { Full } \\ & \text { Year } \\ & 2011 \\ & \hline \end{aligned}$ |  | FY 2011 vs. <br> FY 2010 Increase/ <br> (Decrease) |
| :---: | :---: | :---: | :---: | :---: | :---: |
| (7\%) | \$ | 923 | \$ | 893 | (3\%) |
| (21\%) |  | 580 |  | 586 | 1\% |
| (12\%) |  | 1,503 |  | 1,479 | (2\%) |
| (4\%) |  | 1,179 |  | 1,287 | 9\% |
| (63\%) |  | 316 |  | 172 | (46\%) |
| NM |  | (118) |  | (118) | - |
| - |  | (4) |  | 3 | NM |
| - |  | - |  | - | - |
| (49\%) |  | 194 |  | 57 | (71\%) |
| NM |  | 130 |  | 135 | 4\% |
| 33\% |  | 39 |  | 56 | 44\% |
| NM |  | 91 |  | 79 | (13\%) |
| - |  | (1) |  | - | 100\% |
| NM | \$ | 92 | \$ | 79 | (14\%) |
| - | \$ | $\begin{array}{r} 10 \\ 0.92 \% \end{array}$ | \$ | $\begin{array}{r} 10 \\ 0.79 \% \end{array}$ | - |
| $\begin{gathered} (15 \%) \\ (9 \%) \end{gathered}$ | \$ | $\begin{aligned} & 822 \\ & 681 \end{aligned}$ | \$ | $\begin{aligned} & 811 \\ & 668 \end{aligned}$ | $\begin{aligned} & (1 \%) \\ & (2 \%) \end{aligned}$ |
| (12\%) | \$ | 1,503 | \$ | 1,479 | (2\%) |
| $\begin{gathered} 22 \% \\ (48 \%) \end{gathered}$ | \$ | $\begin{aligned} & \text { (54) } \\ & 145 \end{aligned}$ | \$ | $\begin{aligned} & (56) \\ & 135 \end{aligned}$ | $\begin{aligned} & (4 \%) \\ & (7 \%) \end{aligned}$ |
| NM | \$ | 91 | \$ | 79 | (13\%) |


|  |  | $\begin{gathered} 10 \\ 2010 \end{gathered}$ |  | $\begin{gathered} 2 Q \\ 2010 \end{gathered}$ |  | $\begin{gathered} 3 \mathrm{Q} \\ 2010 \end{gathered}$ |  | $\begin{gathered} 4 \mathrm{Q} \\ 2010 \\ \hline \end{gathered}$ |  | $\begin{gathered} 19 \\ 2011 \end{gathered}$ |  | $\begin{gathered} 2 \mathrm{Q} \\ 2011 \end{gathered}$ |  | $\begin{gathered} 3 \mathrm{~B} \\ 2011 \end{gathered}$ |  | $\begin{gathered} 4 \mathrm{Q} \\ 2011 \\ \hline \end{gathered}$ | 4Q11 vs. 4Q10 Increasel (Decrease) |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Retail Banking Key Indicators (in billions of dollars, except branches) |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Branches |  | 310 |  | 304 |  | 300 |  | 298 |  | 297 |  | 296 |  | 294 |  | 292 | (2\%) |
| Accounts (in millions) |  | 3.7 |  | 3.7 |  | 3.7 |  | 3.7 |  | 3.6 |  | 3.6 |  | 3.7 |  | 3.7 | - |
| Average Deposits | \$ | 9.7 | \$ | 8.9 | \$ | 9.1 | \$ | 9.2 | \$ | 9.7 | \$ | 9.9 | \$ | 9.6 | \$ | 9.3 | 1\% |
| Investment Sales | \$ | 0.7 | \$ | 0.7 | \$ | 0.6 | \$ | 0.9 | \$ | 1.0 | \$ | 1.0 | \$ | 1.0 | \$ | 0.8 | (11\%) |
| Investment Aums | \$ | 4.4 | \$ | 4.1 | \$ | 4.6 | \$ | 4.9 | \$ | 5.3 | \$ | 5.4 | \$ | 4.7 | \$ | 4.6 | (6\%) |
| Average Loans | \$ | 4.7 | \$ | 4.2 | \$ | 4.2 | \$ | 4.1 | \$ | 4.3 | \$ | 4.5 | \$ | 4.4 | \$ | 4.3 | 5\% |
| EOP Loans: |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Real Estate Lending | \$ | 0.1 | \$ | 0.1 | \$ | 0.1 | \$ | 0.1 | \$ | 0.1 | \$ | 0.2 | \$ | 0.2 | \$ | 0.2 | 100\% |
| Commercial Markets |  | 1.6 |  | 1.4 |  | 1.7 |  | 1.6 |  | 1.9 |  | 2.0 |  | 1.8 |  | 1.7 | 6\% |
| Personal and Other |  | 2.9 |  | 2.5 |  | 2.6 |  | 2.5 |  | 2.5 |  | 2.5 |  | 2.3 |  | 2.3 | (8\%) |
| Total EOP Loans | \$ | 4.6 | \$ | 4.0 | \$ | 4.4 | \$ | 4.2 | \$ | 4.5 | \$ | 4.7 | \$ | 4.3 | \$ | 4.2 |  |
| Net Interest Revenue (in millions) (1) | \$ | 123 | \$ | 111 | \$ | 102 | \$ | 114 | \$ | 108 | \$ | 112 | \$ | 106 | \$ | 106 | (7\%) |
| As a \% of Average Loans (1) |  | 10.61\% |  | 10.60\% |  | 9.64\% |  | 11.03\% |  | 10.19\% |  | 9.98\% |  | 9.56\% |  | 9.78\% |  |
| Net Credit Losses (in millions) | \$ | 47 | \$ | 45 | \$ | 32 | \$ | 43 | \$ | 23 | \$ | 24 | \$ | 29 | \$ | 11 | (74\%) |
| As a \% of Average Loans |  | 4.06\% |  | 4.30\% |  | 3.02\% |  | 4.16\% |  | 2.17\% |  | 2.14\% |  | 2.61\% |  | 1.01\% |  |
| Loans 90+ Days Past Due (in millions) | \$ | 108 | \$ | 109 | \$ | 105 | \$ | 84 | \$ | 76 | \$ | 76 | \$ | 65 | \$ | 58 | (31\%) |
| As a \% of EOP Loans |  | 2.35\% |  | 2.73\% |  | 2.39\% |  | 2.00\% |  | 1.69\% |  | 1.62\% |  | 1.51\% |  | 1.38\% |  |
| Loans 30-89 Days Past Due (in millions) | \$ | 203 | \$ | 158 | \$ | 156 | \$ | 136 | \$ | 143 | \$ | 132 | \$ | 106 | \$ | 93 | (32\%) |
| As a \% of EOP Loans |  | 4.41\% |  | 3.95\% |  | 3.55\% |  | 3.24\% |  | 3.18\% |  | 2.81\% |  | 2.47\% |  | 2.21\% |  |
| Citi-Branded Cards Key Indicators (in billions of dollars) |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| EOP Open Accounts (in millions) |  | 2.6 |  | 2.4 |  | 2.5 |  | 2.5 |  | 2.5 |  | 2.5 |  | 2.6 |  | 2.6 | 4\% |
| Purchase Sales | \$ | 2.1 | \$ | 2.1 | \$ | 2.3 | \$ | 2.5 | \$ | 2.3 | \$ | 2.7 | \$ | 2.6 | \$ | 2.7 | 8\% |
| Average Loans (2) | \$ | 2.9 | \$ | 2.7 | \$ | 2.8 | \$ | 2.8 | \$ | 2.9 | \$ | 3.0 | \$ | 2.8 | \$ | 2.7 | (4\%) |
| EOP Loans (2) | \$ | 2.9 | \$ | 2.6 | \$ | 2.9 | \$ | 2.8 | \$ | 2.9 | \$ | 3.0 | \$ | 2.7 | \$ | 2.7 | (4\%) |
| Average Yield (3) |  | 20.52\% |  | 19.83\% |  | 19.94\% |  | 20.54\% |  | 20.61\% |  | 19.86\% |  | 20.14\% |  | 19.81\% | (4\%) |
| Net Interest Revenue (in millions) (4) | \$ | 123 | \$ | 117 | \$ | 118 | \$ | 115 | \$ | 118 | \$ | 121 | \$ | 115 | \$ | 107 | (7\%) |
| As a \% of Avg. Loans (4) |  | 17.20\% |  | 17.38\% |  | 16.72\% |  | 16.29\% |  | 16.50\% |  | 16.18\% |  | 16.29\% |  | 15.72\% |  |
| Net Credit Losses (in millions) | \$ | 50 | \$ | 39 | \$ | 31 | \$ | 29 | \$ | 26 | \$ | 23 | \$ | 20 | \$ | 16 | (45\%) |
| As a \% of Average Loans |  | 6.99\% |  | 5.79\% |  | 4.39\% |  | 4.11\% |  | 3.64\% |  | 3.08\% |  | 2.83\% |  | 2.35\% |  |
| Net Credit Margin (in millions) (5) | \$ | 133 | \$ | 132 | \$ | 132 | \$ | 135 | \$ | 153 | \$ | 153 | \$ | 144 | \$ | 133 | (1\%) |
| As a \% of Avg. Loans (5) |  | 18.60\% |  | 19.61\% |  | 18.70\% |  | 19.13\% |  | 21.40\% |  | 20.46\% |  | 20.40\% |  | 19.54\% |  |
| Loans 90+ Days Past Due (in millions) | \$ | 77 | \$ | 72 | \$ | 69 | \$ | 58 | \$ | 60 | \$ | 54 | \$ | 47 | \$ | 44 | (24\%) |
| As a \% of EOP Loans |  | 2.66\% |  | 2.77\% |  | 2.38\% |  | 2.07\% |  | 2.07\% |  | 1.80\% |  | 1.74\% |  | 1.63\% |  |
| Loans 30-89 Days Past Due (in millions) | \$ | 113 | \$ | 90 | \$ | 86 | \$ | 72 | \$ | 78 | \$ | 72 | \$ | 63 | \$ | 59 | (18\%) |
| As a \% of EOP Loans |  | 3.90\% |  | 3.46\% |  | 2.97\% |  | 2.57\% |  | 2.69\% |  | 2.40\% |  | 2.33\% |  | 2.19\% |  |

(1) Also includes Net Interest Revenue related to the region's deposit balances in excess of the average loan portfolio
(2) Average loans, EOP loans and the related consumer delinquency amounts and ratios include interest and fees receivables balances.
(3) Average Yield is gross interest revenue earned divided by average loans.
(4) Net Interest Revenue includes certain fees that are recorded as interest revenue
5) Net Credit Margin is Total Revenues, net of Interest Expense, less Net Credit Losses and Policy Benefits and Claims.

## CITICORP

REGIONAL CONSUMER BANKING

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(In millions of dollars)

## Net Interest Revenue

Non-Interest Revenue

## Total Revenues, Net of Interest Expens

## Total Operating Expense

Net Credit Losses
Credit Reserve Build / (Release)
Provision for Unfunded Lending Commitments
Provision for Benefits \& Claims
Provision for Loan Losses and for Benefits and Claims
ncome from Continuing Operations before Taxes
Income Taxes
income from Continuing Operations
Net Income (loss) Attributable to Minority Interests

## Net Income

Average Assets (in billions of dollars)
Return on Assets

## Net Credit Losses as a \% of Average Loan

Revenue by Business
Retail Banking
Citi-Branded Cards
Total
ncome from Continuing Operations by Business
Retail Banking
Citi-Branded Cards
Total

|  | $\begin{aligned} & 1 Q \\ & 010 \end{aligned}$ | $\begin{gathered} 2 Q \\ 2010 \\ \hline \end{gathered}$ |  | $\begin{gathered} 3 Q \\ 2010 \end{gathered}$ |  | $\begin{gathered} 4 \mathrm{Q} \\ 2010 \end{gathered}$ |  | $\begin{gathered} 1 Q \\ 2011 \end{gathered}$ |  | $\begin{gathered} 2 Q \\ 2011 \end{gathered}$ |  | $\begin{gathered} 3 Q \\ 2011 \end{gathered}$ |  | $\begin{gathered} 4 Q \\ 2011 \end{gathered}$ |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| \$ | $\begin{array}{r} 1,449 \\ 618 \end{array}$ | \$ | $\begin{array}{r} 1,461 \\ 647 \end{array}$ | \$ | $\begin{array}{r} 1,492 \\ 731 \end{array}$ | \$ | $\begin{array}{r} 1,566 \\ 721 \end{array}$ | \$ | $\begin{array}{r} 1,562 \\ 735 \end{array}$ | \$ | $\begin{array}{r} 1,625 \\ 787 \end{array}$ | \$ | $\begin{array}{r} 1,656 \\ 764 \end{array}$ | \$ | $\begin{array}{r} 1,622 \\ 732 \end{array}$ |
|  | 2,067 |  | 2,108 |  | 2,223 |  | 2,287 |  | 2,297 |  | 2,412 |  | 2,420 |  | 2,354 |
|  | 1,172 |  | 1,291 |  | 1,287 |  | 1,409 |  | 1,361 |  | 1,490 |  | 1,481 |  | 1,402 |
|  | 509 |  | 457 |  | 451 |  | 451 |  | 407 |  | 425 |  | 406 |  | 446 |
|  | (138) |  | (240) |  | (298) |  | (147) |  | (147) |  | (21) |  | 63 |  | 38 |
|  | - |  | - |  | - |  | - |  | - |  | - |  | - |  | - |
|  | 36 |  | 22 |  | 32 |  | 37 |  | 38 |  | 22 |  | 38 |  | 32 |
|  | 407 |  | 239 |  | 185 |  | 341 |  | 298 |  | 426 |  | 507 |  | 516 |
|  | 488 |  | 578 |  | 751 |  | 537 |  | 638 |  | 496 |  | 432 |  | 436 |
|  | 123 |  | 112 |  | 219 |  | 111 |  | 160 |  | 94 |  | 88 |  | 59 |
|  | 365 (5) |  | 466 |  | $532$ (3) |  | 426 |  | $478$ $(2)$ |  | $\begin{array}{r} 402 \\ 1 \end{array}$ |  | 344 |  | $\begin{array}{r}377 \\ 1 \\ \hline\end{array}$ |
| \$ | 370 | \$ | 466 | \$ | 535 | \$ | 426 | \$ | 480 | \$ | 401 | \$ | 344 | \$ | 376 |
| \$ | $\begin{gathered} 71 \\ 2.11 \% \end{gathered}$ | \$ | $\begin{gathered} 72 \\ 2.60 \% \end{gathered}$ | \$ | $\begin{gathered} 73 \\ 2.91 \% \end{gathered}$ | \$ | $\begin{array}{r} 74 \\ 2.28 \% \end{array}$ | \$ | $\begin{gathered} 77 \\ 2.53 \% \end{gathered}$ | \$ | $\begin{array}{r} 84 \\ 1.91 \% \end{array}$ | \$ | $\begin{array}{r} 80 \\ 1.71 \% \end{array}$ | \$ | $\begin{array}{r} 78 \\ 1.91 \% \end{array}$ |
|  | 7.09\% |  | 6.07\% |  | 5.72\% |  | 5.42\% |  | 4.78\% |  | 4.59\% |  | 4.37\% |  | 4.81\% |


| $\$$ | 1,187 | $\$$ | 1,227 | $\$$ | 1,290 | $\$$ | 1,330 | $\$$ | 1,336 | $\$$ | 1,402 | $\$$ | 1,397 |  |
| :--- | :--- | :--- | :--- | :--- | :--- | :--- | :--- | :--- | :--- | :--- | :--- | :--- | :--- | :--- |



citit

## 4Q11 vs. 4 Q10 Increase/ 4Q10 Increase/ (Decrease)

## Full Year Year 2010

$\qquad$
$\qquad$

FY 2011 vs FY 2010 Increasel (Decrease)

8\%
$11 \%$ 11\% (10\%) 92\%

REGIONAL CONSUMER BANKING
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|  |  | $\begin{gathered} 10 \\ 2010 \end{gathered}$ |  | $\begin{gathered} 2 \mathrm{Q} \\ 2010 \\ \hline \end{gathered}$ |  | $\begin{gathered} 30 \\ 2010 \\ \hline \end{gathered}$ |  | $\begin{gathered} 4 \mathrm{Q} \\ 2010 \\ \hline \end{gathered}$ |  | $\begin{gathered} 1 \mathrm{Q} \\ 2011 \end{gathered}$ |  | $\begin{gathered} 2 \mathrm{Q} \\ 2011 \\ \hline \end{gathered}$ |  | $\begin{gathered} 3 \mathrm{~B} \\ 2011 \end{gathered}$ |  | $\begin{gathered} 4 \mathrm{Q} \\ 2011 \\ \hline \end{gathered}$ | $\begin{gathered} \text { 4Q11 vs. } \\ \text { 4Q10 Increase/ } \\ \text { (Decrease) } \\ \hline \end{gathered}$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Retail Banking Key Indicators (in billions of dollars, except branches) |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Branches |  | 2,145 |  | 2,151 |  | 2,161 |  | 2,190 |  | 2,196 |  | 2,210 |  | 2,215 |  | 2,221 | 1\% |
| Accounts (in millions) |  | 26.7 |  | 27.0 |  | 27.2 |  | 27.5 |  | 27.8 |  | 28.4 |  | 28.8 |  | 29.2 | 6\% |
| Average Deposits | \$ | 39.6 | \$ | 39.9 | \$ | 40.6 | \$ | 42.6 | \$ | 45.6 | \$ | 48.3 | \$ | 46.1 | \$ | 44.8 | 5\% |
| Investment Sales | \$ | 14.5 | \$ | 13.1 | \$ | 10.6 | \$ | 10.0 | \$ | 13.1 | \$ | 12.9 | \$ | 12.0 | \$ | 12.1 | 21\% |
| Investment AUMs | \$ | 37.9 | \$ | 39.1 | \$ | 43.2 | \$ | 45.0 | \$ | 47.4 | \$ | 50.5 | \$ | 44.3 | \$ | 47.0 | 4\% |
| Average Loans | \$ | 17.4 | \$ | 18.2 | \$ | 19.0 | \$ | 20.0 | \$ | 21.1 | \$ | 23.1 | \$ | 23.1 | \$ | 23.2 | 16\% |
| EOP Loans: |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Real Estate Lending | \$ | 3.6 | \$ | 3.7 | \$ | 3.9 | \$ | 4.2 | \$ | 4.7 | \$ | 4.8 | \$ | 4.3 | \$ | 4.4 | 5\% |
| Commercial Markets |  | 9.7 |  | 9.7 |  | 10.1 |  | 10.5 |  | 11.0 |  | 11.9 |  | 11.1 |  | 11.3 | 8\% |
| Personal and Other |  | 5.1 |  | 5.1 |  | 5.6 |  | 5.7 |  | 6.3 |  | 7.0 |  | 6.6 |  | 8.3 | 46\% |
| Total EOP Loans | \$ | 18.4 | \$ | 18.5 | \$ | 19.6 | \$ | 20.4 | \$ | 22.0 | \$ | 23.7 | \$ | 22.0 | \$ | 24.0 | 18\% |
| Net Interest Revenue (in millions) (1) | \$ | 781 | \$ | 784 | \$ | 805 | \$ | 842 | \$ | 864 | \$ | 877 | \$ | 908 | \$ | 892 | 6\% |
| As a \% of Avg. Loans (1) |  | 18.20\% |  | 17.28\% |  | 16.81\% |  | 16.70\% |  | 16.61\% |  | 15.23\% |  | 15.59\% |  | 15.25\% |  |
| Net Credit Losses (in millions) | \$ | 91 | \$ | 96 | \$ | 129 | \$ | 123 | \$ | 103 | \$ | 117 | \$ | 113 | \$ | 142 | 15\% |
| As a \% of Average Loans |  | 2.12\% |  | 2.12\% |  | 2.69\% |  | 2.44\% |  | 1.98\% |  | 2.03\% |  | 1.94\% |  | 2.43\% |  |
| Loans 90+ Days Past Due (in millions) | \$ | 323 | \$ | 308 | \$ | 290 | \$ | 223 | \$ | 249 | \$ | 259 | \$ | 239 | \$ | 221 | (1\%) |
| As a \% of EOP Loans |  | 1.76\% |  | 1.66\% |  | 1.48\% |  | 1.09\% |  | 1.13\% |  | 1.09\% |  | 1.09\% |  | 0.92\% |  |
| Loans 30-89 Days Past Due (in millions) | \$ | 389 | \$ | 336 | \$ | 402 | \$ | 265 | \$ | 323 | \$ | 301 | \$ | 266 | \$ | 289 | 9\% |
| As a \% of EOP Loans |  | 2.11\% |  | 1.82\% |  | 2.05\% |  | 1.30\% |  | 1.47\% |  | 1.27\% |  | 1.21\% |  | 1.20\% |  |
| Citi-Branded Cards Key Indicators (in millions of dollars) |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| EOP Open Accounts (in millions) |  | 11.9 |  | 11.9 |  | 12.3 |  | 12.4 |  | 12.5 |  | 12.6 |  | 12.9 |  | 12.9 | 4\% |
| Purchase Sales (in billions) | \$ | 7.3 | \$ | 7.5 | \$ | 8.2 | \$ | 9.6 | \$ | 9.1 | \$ | 10.0 | \$ | 10.3 | \$ | 10.8 | 13\% |
| Average Loans (in billions) (2) | \$ | 11.7 | \$ | 12.0 | \$ | 12.3 | \$ | 13.0 | \$ | 13.4 | \$ | 14.0 | \$ | 13.8 | \$ | 13.6 | 5\% |
| EOP Loans (in billions) (2) | \$ | 12.1 | \$ | 12.0 | \$ | 12.6 | \$ | 13.4 | \$ | 13.5 | \$ | 14.2 | \$ | 12.9 | \$ | 13.7 | 2\% |
| Average Yield (3) |  | 25.40\% |  | 23.82\% |  | 23.24\% |  | 22.62\% |  | 22.19\% |  | 22.83\% |  | 22.92\% |  | 23.52\% | 4\% |
| Net Interest Revenue (4) | \$ | 668 |  | 677 | \$ | 687 | \$ | 724 | \$ | 698 |  | 748 | \$ | 748 | \$ | 730 | 1\% |
| As a \% of Avg. Loans (4) |  | 23.15\% |  | 22.63\% |  | 22.16\% |  | 22.10\% |  | 21.13\% |  | 21.43\% |  | 21.50\% |  | 21.30\% |  |
| Net Credit Losses | \$ | 418 |  | 361 | \$ | 322 |  | 328 | \$ | 304 |  | 308 | \$ | 293 |  | 304 | (7\%) |
| As a \% of Average Loans |  | 14.49\% |  | 12.07\% |  | 10.39\% |  | 10.01\% |  | 9.20\% |  | 8.82\% |  | 8.42\% |  | 8.87\% |  |
| Net Credit Margin (5) | \$ | 462 | \$ | 520 | \$ | 611 | \$ | 629 | \$ | 657 | \$ | 702 | \$ | 730 | \$ | 703 | 12\% |
| As a \% of Avg. Loans (5) |  | 16.01\% |  | 17.38\% |  | 19.71\% |  | 19.20\% |  | 19.88\% |  | 20.11\% |  | 20.99\% |  | 20.51\% |  |
| Loans 90+ Days Past Due | \$ | 510 | \$ | 481 | \$ | 472 | \$ | 446 | \$ | 445 | \$ | 462 | \$ | 396 | \$ | 412 | (8\%) |
| As a \% of EOP Loans |  | 4.21\% |  | 4.01\% |  | 3.75\% |  | 3.33\% |  | 3.30\% |  | 3.25\% |  | 3.07\% |  | 3.01\% |  |
| Loans 30-89 Days Past Due | \$ | 475 | \$ | 485 | \$ | 442 | \$ | 456 | \$ | 454 | \$ | 469 | \$ | 398 | \$ | 399 | (13\%) |
| As a \% of EOP Loans |  | 3.93\% |  | 4.04\% |  | 3.51\% |  | 3.40\% |  | 3.36\% |  | 3.30\% |  | 3.09\% |  | 2.91\% |  |

(1) Also includes Net Interest Revenue related to the region's deposit balances in excess of the average loan portfolio
(1) Also includes Net interest Revenue related to the region's deposit balances in excess of the average loan porffoio.
(2) Averap
(3) Average Yield is gross interest revenue earned divided by average loans.
(5) Net Credit Margin is Total Revenues, net of Interest Expense, less Net Credit Losses and Policy Benefits and Claims.

CITICORP
REGIONAL CONSUMER BANKING
ASIA - PAGE 1
(In millions of dollars)

Net Interest Revenue
Non-Interest Revenue

## Total Revenues, Net of Interest Expens

Total Operating Expenses
Net Credit Losses
Credit Reserve Build / (Release)
Provision for Unfunded Lending Commitments
Provision for Benefits \& Claims
Provision for Loan Losses and for Benefits and Claims
Income from Continuing Operations before Taxes
ncome Taxes
Income from Continuing Operations
Net Income Attributable to Minority Interests

## let Income

Average Assets (in billions of dollars)
Return on Assets
Net Credit Losses as a \% of Average Loans

## Revenue by Business

Retail Banking
-Branded

Income from Continuing Operations by Business Retail Banking
Citi-Branded Card
Total

| $\begin{gathered} 1 Q \\ 2010 \\ \hline \end{gathered}$ |  | $\begin{gathered} 2 Q \\ 2010 \\ \hline \end{gathered}$ |  | $\begin{gathered} 3 Q \\ 2010 \end{gathered}$ |  | $\begin{gathered} 4 Q \\ 2010 \end{gathered}$ |  | $\begin{gathered} 1 Q \\ \\ \hline \end{gathered}$ |  | $\begin{gathered} 2 Q \\ 2011 \\ \hline \end{gathered}$ |  | $\begin{array}{r} 3 Q \\ 2011 \\ \hline \end{array}$ |  | $\begin{array}{r} 4 Q \\ 2011 \\ \hline \end{array}$ |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| \$ | $\begin{array}{r} 1,255 \\ 541 \end{array}$ | \$ | $\begin{array}{r} 1,292 \\ 548 \end{array}$ | \$ | $\begin{array}{r} 1,229 \\ 605 \end{array}$ | \$ | $\begin{array}{r} 1,301 \\ 625 \end{array}$ | \$ | $\begin{array}{r} 1,324 \\ 572 \end{array}$ | \$ | $\begin{array}{r} 1,349 \\ 677 \end{array}$ | \$ | $\begin{array}{r} 1,360 \\ 707 \end{array}$ | \$ | $\begin{array}{r} 1,332 \\ 688 \end{array}$ |
|  | 1,796 |  | 1,840 |  | 1,834 |  | 1,926 |  | 1,896 |  | 2,026 |  | 2,067 |  | 2,020 |
|  | 919 |  | 961 |  | 1,035 |  | 1,131 |  | 1,119 |  | 1,167 |  | 1,133 |  | 1,164 |
|  | 277 |  | 254 |  | 246 |  | 236 |  | 212 |  | 225 |  | 236 |  | 210 |
|  | (38) |  | (112) |  | (94) |  | (43) |  | (35) |  | (19) |  | (40) |  | 31 |
|  | - |  | - |  | - |  | - |  | - |  |  |  |  |  |  |
|  | - |  | - |  | - |  | - |  | - |  | - |  | - |  | - |
|  | 239 |  | 142 |  | 152 |  | 193 |  | 177 |  | 206 |  | 196 |  | 241 |
|  | 638 |  | 737 |  | 647 |  | 602 |  | 600 |  | 653 |  | 738 |  | 615 |
|  | 73 |  | 174 |  | 151 |  | 95 |  | 140 |  | 168 |  | 171 |  | 200 |
|  | 565 |  | 563 |  | 496 |  | 507 |  | 460 |  | 485 |  | 567 |  | 415 |
|  | - |  | - |  | - |  | - |  | - |  | - |  | - |  | - |
| \$ | 565 | \$ | 563 | \$ | 496 | \$ | 507 | \$ | 460 | \$ | 485 | \$ | 567 | \$ | 415 |
| \$ | $\begin{array}{r} 105 \\ 2.18 \% \end{array}$ | \$ | $\begin{gathered} 105 \\ 2.15 \% \end{gathered}$ | \$ | $\begin{gathered} 108 \\ 1.82 \% \end{gathered}$ | \$ | $\begin{array}{r} 113 \\ 1.78 \% \end{array}$ | \$ | $\begin{gathered} 118 \\ 1.58 \% \end{gathered}$ | \$ | $\begin{gathered} 123 \\ 1.58 \% \end{gathered}$ | \$ | $\begin{gathered} 123 \\ 1.83 \% \end{gathered}$ | \$ | $\begin{array}{r} 122 \\ 1.35 \% \end{array}$ |
|  | 1.58\% |  | 1.42\% |  | 1.30\% |  | 1.19\% |  | 1.05\% |  | 1.05\% |  | 1.08\% |  | 0.96\% |
| \$ | $\begin{array}{r} 1,112 \\ 684 \\ \hline \end{array}$ | \$ | $\begin{array}{r} 1,147 \\ 693 \\ \hline \end{array}$ | \$ | $\begin{array}{r} 1,142 \\ 692 \\ \hline \end{array}$ | \$ | $\begin{array}{r} 1,185 \\ 741 \\ \hline \end{array}$ | \$ | $\begin{array}{r} 1,148 \\ 748 \\ \hline \end{array}$ | \$ | $\begin{array}{r} 1,235 \\ 791 \\ \hline \end{array}$ | \$ | $\begin{array}{r} 1,255 \\ 812 \\ \hline \end{array}$ | \$ | $\begin{array}{r} 1,187 \\ 833 \\ \hline \end{array}$ |
| \$ | 1,796 | \$ | 1,840 | \$ | 1,834 | \$ | 1,926 | \$ | 1,896 | \$ | 2,026 | \$ | 2,067 | \$ | 2,020 |
| \$ | 409 | \$ | 371 | \$ | 323 | \$ | 333 | \$ | 280 | \$ | 306 | \$ | 356 | \$ | 232 |
|  | 156 |  | 192 |  | 173 |  | 174 |  | 180 |  | 179 |  | 211 |  | 183 |
| \$ | 565 | \$ | 563 | \$ | 496 | \$ | 507 | \$ | 460 | \$ | 485 | \$ | 567 | \$ | 415 |

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| 4 Q 11 vs 4Q10 Increasel (Decrease) | $\begin{aligned} & \text { Full } \\ & \text { Year } \\ & 2010 \\ & \hline \end{aligned}$ |  | $\begin{aligned} & \text { Full } \\ & \text { Year } \\ & 2011 \\ & \hline \end{aligned}$ |  | FY 2011 vs. <br> FY 2010 Increase <br> (Decrease) |
| :---: | :---: | :---: | :---: | :---: | :---: |
| 2\% | \$ | 5,077 | \$ | 5,365 | 6\% |
| 10\% |  | 2,319 |  | 2,644 | 14\% |
| 5\% |  | 7,396 |  | 8,009 | 8\% |
| 3\% |  | 4,046 |  | 4,583 | 13\% |
| (11\%) |  | 1,013 |  | 883 | (13\%) |
| NM |  | (287) |  | (63) | 78\% |
| - |  | - |  | - |  |
| - |  | - |  | - |  |
| 25\% |  | 726 |  | 820 | 13\% |
| 2\% |  | 2,624 |  | 2,606 | (1\%) |
| NM |  | 493 |  | 679 | 38\% |
| (18\%) |  | 2,131 |  | 1,927 | (10\%) |
| - |  | - |  | - | - |
| (18\%) | \$ | 2,131 | \$ | 1,927 | (10\%) |
| 8\% | \$ | $\begin{gathered} 108 \\ 1.97 \% \end{gathered}$ | \$ | $\begin{gathered} 122 \\ 1.58 \% \end{gathered}$ | 13\% |
| - | \$ | 4,586 | \$ | 4,825 | 5\% |
| 12\% |  | 2,810 |  | 3,184 | 13\% |
| 5\% | \$ | 7,396 | \$ | 8,009 | 8\% |
| (30\%) | \$ | 1,436 | \$ | 1,174 | (18\%) |
| 5\% |  | 695 |  | 753 | 8\% |
| (18\%) | \$ | 2,131 | \$ | 1,927 | (10\%) |

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

|  |  | $\begin{gathered} 10 \\ 2010 \end{gathered}$ |  | $\begin{gathered} 20 \\ 2010 \end{gathered}$ |  | $\begin{gathered} 3 \mathrm{Q} \\ 2010 \end{gathered}$ |  | $\begin{gathered} 4 \mathrm{Q} \\ 2010 \\ \hline \end{gathered}$ |  | $\begin{gathered} 10 \\ 2011 \\ \hline \end{gathered}$ |  | $\begin{gathered} 2 \mathrm{Q} \\ 2011 \\ \hline \end{gathered}$ |  | $\begin{gathered} 3 \mathrm{Q} \\ 2011 \end{gathered}$ |  | $\begin{gathered} 4 \mathrm{Q} \\ 2011 \end{gathered}$ | 4Q11 vs. <br> 4Q10 Increasel (Decrease) |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Retail Banking Key Indicators (in billions of dollars, except branches) |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Branches |  | 704 |  | 704 |  | 707 |  | 711 |  | 707 |  | 699 |  | 673 |  | 671 | (6\%) |
| Accounts (in millions) |  | 16.1 |  | 16.0 |  | 16.3 |  | 16.1 |  | 16.2 |  | 16.3 |  | 16.5 |  | 16.3 | 1\% |
| Average Deposits | \$ | 95.7 | \$ | 97.1 | \$ | 101.0 | \$ | 105.6 | \$ | 108.1 | \$ | 111.9 | \$ | 112.1 | \$ | 109.8 | 4\% |
| Investment Sales | \$ | 8.9 | \$ | 9.6 | \$ | 10.1 | \$ | 12.8 | \$ | 11.3 | \$ | 10.6 | \$ | 8.5 | \$ | 6.0 | (53\%) |
| Investment AUMs | \$ | 45.9 | \$ | 44.8 | \$ | 47.8 | \$ | 50.2 | \$ | 51.3 | \$ | 51.9 | \$ | 45.0 | \$ | 45.2 | (10\%) |
| Average Loans | \$ | 53.4 | \$ | 54.2 | \$ | 56.4 | \$ | 59.3 | \$ | 62.0 | \$ | 65.3 | \$ | 65.9 | \$ | 66.1 | 11\% |
| EOP Loans: |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Real Estate Lending | \$ | 28.0 | \$ | 27.8 | \$ | 30.2 | \$ | 31.6 | \$ | 33.3 | \$ | 34.7 | \$ | 33.6 | \$ | 34.8 | 10\% |
| Commercial Markets |  | 13.9 |  | 14.4 |  | 15.1 |  | 15.8 |  | 16.9 |  | 17.5 |  | 17.5 |  | 17.4 | 10\% |
| Personal and Other |  | 12.4 |  | 12.3 |  | 12.9 |  | 13.3 |  | 13.3 |  | 13.9 |  | 13.4 |  | 14.0 | 5\% |
| Total EOP Loans | \$ | 54.3 | \$ | 54.5 | \$ | 58.2 | \$ | 60.7 | \$ | 63.5 | \$ | 66.1 | \$ | 64.5 | \$ | 66.2 | 9\% |
| Net Interest Revenue (in millions) (1) | \$ | 791 | \$ | 819 | \$ | 777 | \$ | 795 | \$ | 803 | \$ | 806 | \$ | 815 | \$ | 793 | - |
| As a \% of Avg. Loans (1) |  | 6.01\% |  | 6.06\% |  | 5.47\% |  | 5.32\% |  | 5.25\% |  | 4.95\% |  | 4.91\% |  | 4.76\% |  |
| Net Credit Losses (in millions) | \$ | 78 | \$ | 83 | \$ | 82 | \$ | 79 | \$ | 63 | \$ | 80 | \$ | 88 | \$ | 81 | 3\% |
| As a \% of Average Loans |  | 0.59\% |  | 0.61\% |  | 0.58\% |  | 0.53\% |  | 0.41\% |  | 0.49\% |  | 0.53\% |  | 0.49\% |  |
| Loans 90+ Days Past Due (in millions) | \$ | 246 | \$ | 207 | \$ | 226 | \$ | 225 | \$ | 235 | \$ | 266 | \$ | 223 | \$ | 222 | (1\%) |
| As a\% of EOP Loans |  | 0.45\% |  | 0.38\% |  | 0.39\% |  | 0.37\% |  | 0.37\% |  | 0.40\% |  | 0.35\% |  | 0.34\% |  |
| Loans 30-89 Days Past Due (in millions) | \$ | 476 | \$ | 470 | \$ | 476 | \$ | 533 | \$ | 491 | \$ | 446 | \$ | 385 | \$ | 444 | (17\%) |
| As a \% of EOP Loans |  | 0.88\% |  | 0.86\% |  | 0.82\% |  | 0.88\% |  | 0.77\% |  | 0.67\% |  | 0.60\% |  | 0.67\% |  |
| Citi-Branded Cards Key Indicators (in millions of dollars) |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| EOP Open Accounts (in millions) |  | 14.8 |  | 14.9 |  | 15.0 |  | 15.3 |  | 15.4 |  | 15.6 |  | 15.8 |  | 15.9 | 4\% |
| Purchase Sales (in billions) | \$ | 14.5 | \$ | 15.0 | \$ | 16.0 | \$ | 18.0 | \$ | 17.2 | \$ | 18.7 | \$ | 18.9 | \$ | 19.3 | 7\% |
| Average Loans (in billions) (2) | \$ | 17.8 | \$ | 17.6 | \$ | 18.4 | \$ | 19.5 | \$ | 20.1 | \$ | 20.7 | \$ | 20.8 | \$ | 20.5 | 5\% |
| EOP Loans (in billions) (2) | \$ | 17.5 | \$ | 17.6 | \$ | 19.0 | \$ | 20.4 | \$ | 20.0 | \$ | 21.0 | \$ | 20.0 | \$ | 21.0 | 3\% |
| Average Yield (3) |  | 13.95\% |  | 14.14\% |  | 13.81\% |  | 13.62\% |  | 13.69\% |  | 13.71\% |  | 13.39\% |  | 13.30\% | (2\%) |
| Net Interest Revenue (4) | \$ | 464 |  | 473 | \$ | 452 | \$ | 506 | \$ | 521 |  | 543 | \$ | 545 | \$ | 539 | 7\% |
| As a \% of Avg. Loans (4) |  | 10.57\% |  | 10.78\% |  | 9.75\% |  | 10.29\% |  | 10.51\% |  | 10.52\% |  | 10.40\% |  | 10.43\% |  |
| Net Credit Losses | \$ | 199 | \$ | 171 | \$ | 164 | \$ | 157 | \$ | 149 | \$ | 145 | \$ | 148 | \$ | 129 | (18\%) |
| As a \% of Average Loans |  | 4.53\% |  | 3.90\% |  | 3.54\% |  | 3.19\% |  | 3.01\% |  | 2.81\% |  | 2.82\% |  | 2.50\% |  |
| Net Credit Margin (5) | \$ | 485 | \$ | 522 | \$ | 528 | \$ | 584 | \$ | 599 | \$ | 646 | \$ | 664 | \$ | 704 | 21\% |
| As a \% of Avg. Loans (5) |  | 11.05\% |  | 11.90\% |  | 11.38\% |  | 11.88\% |  | 12.09\% |  | 12.52\% |  | 12.67\% |  | 13.62\% |  |
| Loans 90+ Days Past Due | \$ | 264 | \$ | 246 | \$ | 242 | \$ | 240 | \$ | 235 | \$ | 250 | \$ | 214 | \$ | 214 | (11\%) |
| As a \% of EOP Loans |  | 1.51\% |  | 1.40\% |  | 1.27\% |  | 1.18\% |  | 1.18\% |  | 1.19\% |  | 1.07\% |  | 1.02\% |  |
| Loans 30-89 Days Past Due | \$ | 361 | \$ | 324 | \$ | 328 | \$ | 340 | \$ | 358 | \$ | 351 | \$ | 300 | \$ | 321 | (6\%) |
| As a \% of EOP Loans |  | 2.06\% |  | 1.84\% |  | 1.73\% |  | 1.67\% |  | 1.79\% |  | 1.67\% |  | 1.50\% |  | 1.53\% |  |

[^1](5) Net Credit Margin is Total Revenues, net of Interest Expense, less Net Credit Losses and Policy Benefits and Claims.

CITICORP
institutional clients group
(In millions of dollars)


CITICORP

## NSTITUTIONAL CLIENTS GROUP

SECURITIES AND BANKING
(In millions of dollars)
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)

Credit Reserve Build / (Release)
Provision for Benefits \& Claims
Provision for Loan Losses and for Benefits and Claims
Income (Loss) from Continuing Operations before Taxes ncome Taxes (Benefits)
ncome (Loss) from Continuing Operations
Net Income Attributable to Minority Interests
Net Income (Loss)
Average Assets (in billions of dollars)
Return on Assets

## Revenue Details:

## Advisory Equity Underwriting

Debt Underwriting
Total Investment Banking

## Lending

Equity Markets
Fixed Income Markets
Private Bank
Other Securities and Banking
Total Securities and Banking Revenues
Credit Valuation Adjustment (DVA/CVA) \{included in lines above\}
Total Revenues Excluding DVA/CVA


| \$ | 198 | \$ | 88 | \$ | 237 | \$ | 197 | \$ | 143 | \$ | 198 | \$ | 184 | \$ | 159 | (19\%) |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 224 |  | 157 |  | 152 |  | 404 |  | 204 |  | 272 |  | 106 |  | 90 | (78\%) |
|  | 635 |  | 429 |  | 541 |  | 566 |  | 504 |  | 615 |  | 446 |  | 389 | (31\%) |
|  | 1,057 |  | 674 |  | 930 |  | 1,167 |  | 851 |  | 1,085 |  | 736 |  | 638 | (45\%) |
|  | 250 |  | 530 |  | (11) |  | 193 |  | 252 |  | 356 |  | 1,030 |  | 164 | (15\%) |
|  | 1,213 |  | 652 |  | 1,040 |  | 596 |  | 1,070 |  | 812 |  | 634 |  | 240 | (60\%) |
|  | 5,380 |  | 3,715 |  | 3,501 |  | 1,481 |  | 3,795 |  | 3,033 |  | 3,802 |  | 1,633 | 10\% |
|  | 494 |  | 512 |  | 497 |  | 501 |  | 515 |  | 555 |  | 557 |  | 519 | 4\% |
|  | (383) |  | (121) |  | (356) |  | (397) |  | (463) |  | (360) |  | (36) |  | (1) | 100\% |
| \$ | 8,011 | \$ | 5,962 | \$ | 5,601 | \$ | 3,541 | \$ | 6,020 | \$ | 5,481 | \$ | 6,723 | \$ | 3,193 | (10\%) |
|  | 285 |  | 255 |  | 99 |  | $(1,038)$ |  | (229) |  | 147 |  | 1,888 |  | (74) | 93\% |
| \$ | 7,726 | \$ | 5,707 | \$ | 5,502 | \$ | 4,579 | \$ | 6,249 | \$ | 5,334 | \$ | 4,835 | \$ | 3,267 | (29\%) |



| 13,392 |  |  |
| :--- | :--- | :--- |
|  | 23,115 | 12,301 |
| 14,417 | $(8 \%)$ |  |


| 14,693 | 15,028 | $2 \%$ |
| ---: | ---: | ---: |
| 567 | 602 | $6 \%$ |
| $(29)$ | 86 | NM |
| $(562)$ | $(572)$ | $(2 \%)$ |
|  |  |  |


| (24) | 116 | NM |
| :---: | :---: | :---: |
| 8,446 | 6,273 | (26\%) |
| 1,947 | 1,378 | (29\%) |
| 6,499 | 4,895 | (25\%) |
| 110 | 37 | (66\%) |
| \$ 6,389 | \$ 4,858 | (24\%) |
| 841 | 894 | 6\% |
| 0.76\% | 0.54\% |  |


| \$ | 720 | \$ | 684 | (5\%) |
| :---: | :---: | :---: | :---: | :---: |
|  | 937 |  | 672 | (28\%) |
|  | 2,171 |  | 1,954 | (10\%) |
|  | 3,828 |  | 3,310 | (14\%) |
|  | 962 |  | 1,802 | 87\% |
|  | 3,501 |  | 2,756 | (21\%) |
|  | 14,077 |  | 12,263 | (13\%) |
|  | 2,004 |  | 2,146 | 7\% |
|  | $(1,257)$ |  | (860) | 32\% |
| \$ | 23,115 | \$ | 21,417 | (7\%) |
|  | (399) |  | 1,732 | NM |
| \$ | 23,514 | \$ | 19,685 | (16\%) |

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

CITICORP
INSTITUTIONAL CLIENTS GROUP
TRANSACTION SERVICES
(In millions of dollars)

Net Interest Revenue
Non-Interest Revenue
Total Revenues, Net of Interest Expense
Total Operating Expenses
Net Credit Losses
Provision for Unfunded Lending Commitments
Credit Reserve Build / (Release)
Provision for Benefits \& Claims
rovision for Credit Losses and for Benefits and Claims
income from Continuing Operations before Taxes
Income Taxes
Income from Continuing Operations Net Income Attributable to Minority Interests Net Income

Average Assets (in billions of dollars)
Return on Assets

## Revenue Details

Treasury and Trade Solution
Securities and Fund Services
Total
Average Deposits and Other Customer
Liability Balances (in billions)
North America
EMEA
Latin America
Asia An
Total

## EOP Assets Under Custody (in trillions of dollars)

NM Not meaningful
Reclassified to conform to the current period's presentation.
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|  | $\begin{gathered} 1 \mathrm{Q} \\ 2010 \\ \hline \end{gathered}$ | $\begin{array}{r} 2 \mathrm{Q} \\ 2010 \\ \hline \end{array}$ |  | $\begin{array}{r} 3 Q \\ \\ \hline \end{array}$ |  | $\begin{array}{r} 4 \mathrm{Q} \\ \\ \hline 2010 \\ \hline \end{array}$ |  | $\begin{array}{r} 19 \\ \\ \hline \end{array}$ |  | $\begin{array}{r} 2 \mathrm{Q} \\ 2011 \\ \hline \end{array}$ |  | $\begin{array}{r} 3 \mathrm{Q} \\ 2011 \\ \hline \end{array}$ |  | $\begin{array}{r} 4 \mathrm{Q} \\ 2011 \\ \hline \end{array}$ |  | 4Q11 vs. 4Q10 Increasel (Decrease) | $\begin{aligned} & \text { Full } \\ & \text { Year } \\ & 2010 \\ & \hline \end{aligned}$ |  | $\begin{aligned} & \text { Full } \\ & \text { Year } \\ & 2011 \\ & \hline \end{aligned}$ |  | FY 2011 vs. FY 2010 Increasel (Decrease) |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| \$ | 1,393 | \$ | 1,406 | \$ | 1,439 | \$ | 1,440 | \$ | 1,438 | \$ | 1,479 | \$ | 1,499 | \$ | 1,513 | 5\% | \$ | 5,678 | \$ | 5,929 | 4\% |
|  | 1,052 |  | 1,105 |  | 1,104 |  | 1,132 |  | 1,122 |  | 1,195 |  | 1,215 |  | 1,108 | (2\%) |  | 4,393 |  | 4,640 | 6\% |
|  | 2,445 |  | 2,511 |  | 2,543 |  | 2,572 |  | 2,560 |  | 2,674 |  | 2,714 |  | 2,621 | 2\% |  | 10,071 |  | 10,569 | 5\% |
|  | 1,163 |  | 1,181 |  | 1,236 |  | 1,324 |  | 1,319 |  | 1,391 |  | 1,443 |  | 1,506 | 14\% |  | 4,904 |  | 5,659 | 15\% |
|  | 1 |  | 1 |  | 1 |  | 3 |  | 7 |  | (1) |  | 17 |  | (6) | NM |  | 6 |  | 17 | NM |
|  | - |  | - |  | - |  | - |  | - |  | - |  | (9) |  | 12 | - |  | - |  | 3 | - |
|  | (19) |  | (33) |  | (16) |  | 4 |  | - |  | 27 |  | (18) |  | 7 | 75\% |  | (64) |  | 16 | NM |
|  | - |  | - |  | - |  | - |  | $-$ |  | - |  | - |  | - | - |  | - |  | - | - |
|  | (18) |  | (32) |  | (15) |  | 7 |  | 7 |  | 26 |  | (10) |  | 13 | 86\% |  | (58) |  | 36 | NM |
|  | 1,300 |  | 1,362 |  | 1,322 |  | 1,241 |  | 1,234 |  | 1,257 |  | 1,281 |  | 1,102 | (11\%) |  | 5,225 |  | 4,874 | (7\%) |
|  | 361 |  | 431 |  | 396 |  | 364 |  | 383 |  | 379 |  | 384 |  | 321 | (12\%) |  | 1,552 |  | 1,467 | (5\%) |
|  | 939 |  | 931 |  | 926 |  | 877 |  | 851 |  | 878 |  | 897 |  | 781 | (11\%) |  | 3,673 |  | 3,407 | (7\%) |
|  | 5 |  | 5 |  | 5 |  | 6 |  | 4 |  | 5 |  | 5 |  | 5 | - |  | 21 |  | 19 | (10\%) |
| \$ | 934 | \$ | 926 | \$ | 921 | \$ | 871 | \$ | 847 | \$ | 873 | \$ | 892 | \$ | 776 | (11\%) | \$ | 3,652 | \$ | 3,388 | (7\%) |
| \$ | $\begin{array}{r} 99 \\ 3.83 \% \end{array}$ | \$ | $\begin{gathered} 100 \\ 3.71 \% \end{gathered}$ | \$ | $\begin{array}{r} 109 \\ 3.35 \% \end{array}$ | \$ | $\begin{gathered} 120 \\ 2.88 \% \end{gathered}$ | \$ | $\begin{array}{r} 124 \\ 2.77 \% \end{array}$ | \$ | $\begin{array}{r} 131 \\ 2.67 \% \end{array}$ | \$ | $\begin{gathered} 133 \\ 2.66 \% \end{gathered}$ | \$ | $\begin{array}{r} 133 \\ 2.31 \% \end{array}$ | 11\% | \$ | $\begin{array}{r} 107 \\ 3.41 \% \end{array}$ | \$ | $\begin{gathered} 130 \\ 2.61 \% \end{gathered}$ | 21\% |
| \$ | $\begin{array}{r} 1,789 \\ 656 \end{array}$ | \$ | $\begin{array}{r} 1,814 \\ 697 \end{array}$ | \$ | $\begin{array}{r} 1,854 \\ 689 \end{array}$ | \$ | $\begin{array}{r} 1,841 \\ 731 \end{array}$ | \$ | $\begin{array}{r} 1,843 \\ 717 \\ \hline \end{array}$ | \$ | $\begin{array}{r} 1,933 \\ 741 \\ \hline \end{array}$ | \$ | $\begin{array}{r} 1,950 \\ \quad 764 \\ \hline \end{array}$ | \$ | $\begin{array}{r} 1,962 \\ 659 \end{array}$ | $\begin{gathered} 7 \% \\ (10 \%) \end{gathered}$ |  | $\begin{array}{r} 7,298 \\ 2,773 \\ \hline \end{array}$ |  | $\begin{aligned} & 7,688 \\ & 2,881 \end{aligned}$ | $\begin{aligned} & 5 \% \\ & 4 \% \end{aligned}$ |
| \$ | 2,445 | \$ | 2,511 | \$ | 2,543 | \$ | 2,572 | \$ | 2,560 | \$ | 2,674 | \$ | 2,714 | \$ | 2,621 | 2\% | \$ | 10,071 | \$ | 10,569 | 5\% |
| \$ | 72 |  | 74 |  | 81 |  | 78 | \$ | 79 |  | 85 |  | 91 |  | 94 | 21\% | \$ | 75 | \$ | 86 | 15\% |
|  | 106 |  | 106 |  | 111 |  | 116 |  | 118 |  | 119 |  | 115 |  | 118 | 2\% |  | 110 |  | 118 | 7\% |
|  | 26 |  | 25 |  | 26 |  | 29 |  | 32 |  | 33 |  | 34 |  | 35 | 21\% |  | 27 |  | 34 | 26\% |
|  | 115 |  | 115 |  | 122 |  | 130 |  | 126 |  | 128 |  | 125 |  | 121 | (7\%) |  | 121 |  | 125 | 3\% |
| \$ | 319 | \$ | 320 | \$ | 340 | \$ | 353 | \$ | 355 | \$ | 365 | \$ | 365 | \$ | 368 | 4\% | \$ | 333 | \$ | 363 | 9\% |

(1\%)

## Total Revenues, Net of Interest Expens

## Total Operating Expenses

Net Credit Losses
Credit Reserve Build / (Release)

Provision Unfunded Lending Commitments
Provision for Benefits \& Claims
Provision for Credit Losses and for Benefits and Claims
Income from Continuing Operations before Taxes

## income Taxes

Income from Continuing Operations
Net Income (loss) Attributable to Minority Interests

## Net Income

Average Assets (in billions of dollars) Return on Assets

## Revenue by Business

## Retail Banking

Citi-Branded Cards

Regional Consumer Banking
Securities and Banking
ransaction Services
Total Revenues

Income (loss) from Continuing Operations by Business

## Retail Banking

Citi-Branded Cards
Regional Consumer Banking
Securities and Banking
Transaction Services
Total

| 1Q | 2Q | 3Q | 4Q | 19 | 2Q | 3Q |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 2010 | 2010 | 2010 | 2010 | 2011 | 2011 | 2011 |


| 4 Q | 4 Q 11 vs. <br> 4 Q 10 Increase/ <br> (Decrease) |
| :---: | :---: |
|  |  |

Full
Year

2010 | Full |
| :---: |
| Year |
| 2011 |

FY 2011 vs. Y 2010 Increasel (Decrease)
(10\%) (13\%) (11\%) $10 \%$ (37\%) NM NM
$(8 \%)$ (67\%) 19\% 50\% 11\% 14\%

## NM Not meaningful

Reclassified to conform to the current period's presentation.

## CITICORP <br> EMEA

(In millions of dollars)

Net Interest Revenue
Non-Interest Revenue

## Total Operating Expenses

Net Credit Losses
Credit Reserve Build / (Release)
Provision Unfunded Lending Commitments
Provision for Benefits \& Claims
Provision for Credit Losses and for Benefits and Claims
ncome from Continuing Operations before Taxes
ncome Taxes
ncome from Continuing Operations Net Income Attributable to Minority Interests Net Income

Average Assets (in billions of dollars) Return on Assets
Revenue by Business
Retail Banking
Citi-Branded Cards
Regional Consumer Banking
Securities and Banking
Transaction Services
Total
(loss) from Continuing Operations by Business
Retail Banking
Citi-Branded Cards
Regional Consumer Banking
Securities and Banking
Total

| $\begin{gathered} 1 Q \\ 2010 \\ \hline \end{gathered}$ |  | $\begin{gathered} 2 \mathrm{Q} \\ 2010 \\ \hline \end{gathered}$ |  | $\begin{gathered} 3 Q \\ 2010 \\ \hline \end{gathered}$ |  | $\begin{gathered} 4 \mathrm{Q} \\ 2010 \\ \hline \end{gathered}$ |  | $\begin{gathered} 1 Q \\ 2011 \\ \hline \end{gathered}$ |  | $\begin{gathered} 2 \mathrm{Q} \\ 2011 \\ \hline \end{gathered}$ |  | $\begin{gathered} 3 \mathrm{Q} \\ 2011 \\ \hline \end{gathered}$ |  | $\begin{gathered} 4 \mathrm{Q} \\ 2011 \\ \hline \end{gathered}$ |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| \$ | $\begin{array}{r} 1,174 \\ 2,579 \\ \hline \end{array}$ | \$ | $\begin{array}{r} 1,203 \\ 1,782 \\ \hline \end{array}$ | \$ | $\begin{array}{r} 1,215 \\ 1,702 \\ \hline \end{array}$ | \$ | $\begin{array}{r} 1,210 \\ \quad 843 \\ \hline \end{array}$ | \$ | $\begin{aligned} & 1,168 \\ & 2,126 \\ & \hline \end{aligned}$ | \$ | $\begin{aligned} & 1,073 \\ & 1,855 \end{aligned}$ | \$ | $\begin{aligned} & 1,168 \\ & 2,387 \\ & \hline \end{aligned}$ | \$ | $\begin{aligned} & 1,163 \\ & 1,246 \\ & \hline \end{aligned}$ |
|  | 3,753 |  | 2,985 |  | 2,917 |  | 2,053 |  | 3,294 |  | 2,928 |  | 3,555 |  | 2,409 |
|  | 1,788 |  | 2,058 |  | 1,821 |  | 1,849 |  | 1,891 |  | 2,006 |  | 1,966 |  | 2,012 |
|  | $\begin{gathered} 116 \\ (174) \end{gathered}$ |  | $\begin{gathered} 94 \\ (165) \end{gathered}$ |  | $\begin{gathered} 82 \\ (150) \end{gathered}$ |  | $\begin{gathered} 124 \\ (45) \end{gathered}$ |  | $\begin{gathered} 92 \\ (274) \end{gathered}$ |  | $\begin{gathered} 72 \\ (105) \end{gathered}$ |  | $\begin{gathered} 86 \\ (30) \end{gathered}$ |  | $\begin{gathered} 112 \\ (164) \end{gathered}$ |
|  | (6) |  | (5) |  | 6 |  | (1) |  | (5) |  | (5) |  | (4) |  | 12 |
|  | - |  | - |  | - |  | - |  | - |  | - |  |  |  |  |
|  | (64) |  | (76) |  | (62) |  | 78 |  | (187) |  | (38) |  | 52 |  | (40) |
|  | 2,029 |  | 1,003 |  | 1,158 |  | 126 |  | 1,590 |  | 960 |  | 1,537 |  | 437 |
|  | 682 |  | 280 |  | 336 |  | (103) |  | 498 |  | 300 |  | 502 |  | (5) |
|  | 1,347 |  | 723 |  | 822 |  | 229 |  | 1,092 |  | 660 |  | 1,035 |  | 442 |
|  | 20 |  | 17 |  | 17 |  | 17 |  | 21 |  | 17 |  | 22 |  | 22 |
| \$ | 1,327 | \$ | 706 | \$ | 805 | \$ | 212 | \$ | 1,071 | \$ | 643 | \$ | 1,013 | \$ | 420 |
| \$ | $\begin{gathered} 241 \\ 2.23 \% \end{gathered}$ | \$ | $\begin{gathered} 241 \\ 1.18 \% \end{gathered}$ | \$ | $\begin{gathered} 259 \\ 1.23 \% \end{gathered}$ | \$ | $\begin{gathered} 269 \\ 0.31 \% \end{gathered}$ | \$ | $\begin{gathered} 263 \\ 1.65 \% \end{gathered}$ | \$ | $\begin{gathered} 297 \\ 0.87 \% \end{gathered}$ | \$ | $\begin{gathered} 310 \\ 1.30 \% \end{gathered}$ | \$ | $\begin{gathered} 300 \\ 0.56 \% \end{gathered}$ |
| \$ | 220 | \$ | 203 | \$ | 184 | \$ | 215 | \$ | 217 | \$ | 212 | \$ | 199 | \$ | 183 |
|  | 183 |  | 171 |  | 163 |  | 164 |  | 179 |  | 176 |  | 164 |  | 149 |
|  | 403 |  | 374 |  | 347 |  | 379 |  | 396 |  | 388 |  | 363 |  | 332 |
|  | 2,517 |  | 1,763 |  | 1,735 |  | 834 |  | 2,061 |  | 1,642 |  | 2,299 |  | 1,219 |
|  | 833 |  | 848 |  | 835 |  | 840 |  | 837 |  | 898 |  | 893 |  | 858 |
| \$ | 3,753 | \$ | 2,985 | \$ | 2,917 | \$ | 2,053 | \$ | 3,294 | \$ | 2,928 | \$ | 3,555 | \$ | 2,409 |


citi

| 4Q11 vs. 4Q10 Increasel (Decrease) | $\begin{aligned} & \text { Full } \\ & \text { Year } \\ & 2010 \end{aligned}$ |  | Full <br> Year <br> 2011 |  | FY 2011 vs. FY 2010 Increasel (Decrease) |
| :---: | :---: | :---: | :---: | :---: | :---: |
| (4\%) | \$ | 4,802 | \$ | 4,572 | (5\%) |
| 48\% |  | 6,906 |  | 7,614 | 10\% |
| 17\% |  | 11,708 |  | 12,186 | 4\% |
| 9\% |  | 7,516 |  | 7,875 | 5\% |
| (10\%) |  | 416 |  | 362 | (13\%) |
| NM |  | (534) |  | (573) | (7\%) |
| NM |  | (6) |  | (2) | 67\% |
| - |  | - |  | - |  |
| NM |  | (124) |  | (213) | (72\%) |
| NM |  | 4,316 |  | 4,524 | 5\% |
| 95\% |  | 1,195 |  | 1,295 | - |
| 93\% |  | 3,121 |  | 3,229 | 3\% |
| 29\% |  | 71 |  | 82 | 15\% |
| 98\% | \$ | 3,050 | \$ | 3,147 | 3\% |
| 12\% | \$ | 253 | \$ | 293 | 16\% |
|  |  | 1.21\% |  | 1.07\% |  |


| (15\%) | \$ | 822 | \$ | 811 | (1\%) |
| :---: | :---: | :---: | :---: | :---: | :---: |
| (9\%) |  | 681 |  | 668 | (2\%) |
| (12\%) | \$ | 1,503 | \$ | 1,479 | (2\%) |
| 46\% |  | 6,849 |  | 7,221 | 5\% |
| 2\% |  | 3,356 |  | 3,486 | 4\% |
| 17\% | \$ | 11,708 | \$ | 12,186 | 4\% |

2\%

| \$ | (54) | \$ | (56) |
| :---: | :---: | :---: | :---: |
|  | 145 |  | 135 |
| \$ | 91 | \$ | 79 |
|  | 1,805 |  | 2,008 |
|  | 1,225 |  | 1,142 |
|  | 3,121 | \$ |  |

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

Net Interest Revenue
Non-Interest Revenue

## Total Revenues, Net of Interest Expens

Total Operating Expenses
Net Credit Losses
Credit Reserve Build / (Release)
Provision Unfunded Lending Commitments
Provision for Benefits \& Claims
Provision for Credit Losses and for Benefits and Claims
Income from Continuing Operations before Taxes Income Taxes
Income from Continuing Operations
Net Income (loss) Attributable to Minority Interests

## Net Income

Average Assets (in billions of dollars)
Return on Assets

## Revenue by Business

## Retail Banking <br> Citi-Branded Cards

Regional Consumer Banking
Securities and Banking
Transaction Services
Total
Income from Continuing Operations by Business
Retail Banking
Citi-Branded Cards
Regional Consumer Banking
Securities and Banking
Transaction Services
Total

|  | $\begin{gathered} 1 Q \\ 2010 \\ \hline \end{gathered}$ | $\begin{gathered} 2 Q \\ 2010 \\ \hline \end{gathered}$ |  | $\begin{array}{r} 3 Q \\ 2010 \\ \hline \end{array}$ |  | $\begin{gathered} 4 Q \\ 2010 \end{gathered}$ |  | $\begin{gathered} 1 Q \\ 2011 \\ \hline \end{gathered}$ |  | $\begin{gathered} 2 Q \\ 2011 \end{gathered}$ |  | $\begin{gathered} 3 Q \\ 2011 \\ \hline \end{gathered}$ |  | $\begin{gathered} 4 Q \\ 2011 \end{gathered}$ |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| \$ | $\begin{array}{r} 2,189 \\ 838 \\ \hline \end{array}$ | \$ | $\begin{array}{r} 2,176 \\ 856 \\ \hline \end{array}$ | \$ | $\begin{aligned} & 2,248 \\ & 1,007 \\ & \hline \end{aligned}$ | \$ | $\begin{array}{r} 2,395 \\ 1,039 \\ \hline \end{array}$ | \$ | $\begin{array}{r} 2,357 \\ 942 \end{array}$ | \$ | $\begin{aligned} & 2,478 \\ & 1,051 \\ & \hline \end{aligned}$ | \$ | $\begin{array}{r} 2,412 \\ 969 \\ \hline \end{array}$ | \$ | $\begin{array}{r} 2,360 \\ 983 \\ \hline \end{array}$ |
|  | 3,027 |  | 3,032 |  | 3,255 |  | 3,434 |  | 3,299 |  | 3,529 |  | 3,381 |  | 3,343 |
|  | 1,525 |  | 1,673 |  | 1,692 |  | 1,834 |  | 1,787 |  | 1,921 |  | 1,921 |  | 1,866 |
|  | 511 |  | 471 |  | 452 |  | 462 |  | 411 |  | 423 |  | 413 |  | 458 |
|  | (153) |  | (256) |  | (353) |  | (156) |  | (239) |  | (13) |  | 31 |  | 58 |
|  | - |  | - |  | - |  | - |  | - |  | - |  | (9) |  | - |
|  | 36 |  | 22 |  | 32 |  | 37 |  | 38 |  | 22 |  | 38 |  | 32 |
|  | 394 |  | 237 |  | 131 |  | 343 |  | 210 |  | 432 |  | 473 |  | 548 |
|  | 1,108 |  | 1,122 |  | 1,432 |  | 1,257 |  | 1,302 |  | 1,176 |  | 987 |  | 929 |
|  | 321 |  | 295 |  | 449 |  | 310 |  | 376 |  | 316 |  | 266 |  | 212 |
|  | $\begin{gathered} 787 \\ (5) \\ \hline \end{gathered}$ |  | $\begin{array}{r} 827 \\ 1 \end{array}$ |  | $\begin{gathered} 983 \\ (2) \\ \hline \end{gathered}$ |  | 947 |  | $\begin{gathered} 926 \\ (3) \\ \hline \end{gathered}$ |  | $\begin{array}{r} 860 \\ 1 \end{array}$ |  | 721 |  | $\begin{array}{r} 717 \\ 1 \\ \hline \end{array}$ |
| \$ | 792 | \$ | 826 | \$ | 985 | \$ | 947 | \$ | 929 | \$ | 859 | \$ | 721 | \$ | 716 |
| \$ | $\begin{gathered} 146 \\ 2.20 \% \end{gathered}$ | \$ | $\begin{gathered} 149 \\ 2.22 \% \end{gathered}$ | \$ | $\begin{gathered} 150 \\ 2.61 \% \end{gathered}$ | \$ | $\begin{gathered} 159 \\ 2.36 \% \end{gathered}$ | \$ | $\begin{gathered} 171 \\ 2.20 \% \end{gathered}$ | \$ | $\begin{gathered} 177 \\ 1.95 \% \end{gathered}$ | \$ | $\begin{gathered} 169 \\ 1.69 \% \end{gathered}$ | \$ | $\begin{gathered} 162 \\ 1.75 \% \end{gathered}$ |
| \$ | $\begin{array}{r} 1,187 \\ 880 \end{array}$ | \$ | $\begin{array}{r} 1,227 \\ 881 \end{array}$ | \$ | $\begin{array}{r} 1,290 \\ 933 \end{array}$ | \$ | $\begin{array}{r} 1,330 \\ 957 \end{array}$ | \$ | $\begin{array}{r} 1,336 \\ 961 \end{array}$ | \$ | $\begin{aligned} & 1,402 \\ & 1,010 \end{aligned}$ | \$ | $\begin{aligned} & 1,397 \\ & 1,023 \end{aligned}$ | \$ | $\begin{aligned} & 1,347 \\ & 1,007 \end{aligned}$ |
|  | 2,067 |  | 2,108 |  | 2,223 |  | 2,287 |  | 2,297 |  | 2,412 |  | 2,420 |  | 2,354 |
|  | 611 |  | 561 |  | 643 |  | 732 |  | 586 |  | 681 |  | 519 |  | 578 |
|  | 349 |  | 363 |  | 389 |  | 415 |  | 416 |  | 436 |  | 442 |  | 411 |


| \$ | 232 | \$ | 250 | \$ | 251 | \$ | 205 | \$ | 299 | \$ | 242 | \$ | 173 | \$ | 209 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 133 |  | 216 |  | 281 |  | 221 |  | 179 |  | 160 |  | 171 |  | 168 |
|  | 365 |  | 466 |  | 532 |  | 426 |  | 478 |  | 402 |  | 344 |  | 377 |
|  | 266 |  | 204 |  | 277 |  | 344 |  | 274 |  | 297 |  | 208 |  | 199 |
|  | 156 |  | 157 |  | 174 |  | 177 |  | 174 |  | 161 |  | 169 |  | 141 |
| \$ | 787 | \$ | 827 | \$ | 983 | \$ | 947 | \$ | 926 | \$ | 860 | \$ | 721 | \$ | 717 |


$\begin{array}{llll}\$ & 9,008 & \$ & 9,607\end{array}$ 9,008

| 3,740 |  |  |
| ---: | ---: | ---: |
|  |  | $\begin{array}{r}9,607 \\ 3,945\end{array}$ |
|  |  |  | $\mathbf{1 3 , 5 5 2}$ $\begin{array}{crr}(3 \%) & 12,748 & 13,552 \\ 2 \% & 6,724 & 7,495\end{array}$ (1\%)

NM

## (14\%)

## 60\%

(26\%)
(26\%)
(32\%)
(24\%) (24\%)
2\%
$1 \%$
$5 \%$
$3 \%$
$(21 \%)$
$(1 \%)$
$(3 \%)$

| 2\% | \$ | 938 | \$ | 923 |
| :---: | :---: | :---: | :---: | :---: |
| (24\%) | 851 |  | 678 |  |
| (12\%) | \$ | 1,789 | \$ | 1,601 |
| (42\%) |  | 1,091 |  | 978 |
| (20\%) |  | 664 |  | 645 |
| (24\%) | \$ | 3,544 | \$ | 3,224 |

FY 2011 vs. FY 2010 Increasel (Decrease) $7 \%$ 5\% $5 \%$
$6 \%$ $11 \%$ (10\%) 82\%

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

## CITICORP

ASIA
(In 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)
Provision for Unfunded Lending Commitments Provision for Benefits \& Claims

Provision for Credit Losses and for Benefits and Claims
Income from Continuing Operations before Taxes
Income Taxes
Income from Continuing Operations
Net Income Attributable to Minority Interests
Net Income
Average Assets (in billions of dollars)
Return on Assets

## Revenue by Business

Retail Banking
Citi-Branded Cards
Regional Consumer Banking
Securities and Banking
ransaction Services
Total
Income from Continuing Operations by Business Retail Banking
Citi-Branded Cards
Regional Consumer Banking
Securities and Banking
Securities and Banking
Total

citi

| 4 Q 11 vs. 4Q10 Increasel (Decrease) | $\begin{aligned} & \text { Full } \\ & \text { Year } \\ & 2010 \\ & \hline \end{aligned}$ |  | $\begin{aligned} & \text { Full } \\ & \text { Year } \\ & 2011 \\ & \hline \end{aligned}$ |  | FY 2011 vs. FY 2010 Increase/ (Decrease) |
| :---: | :---: | :---: | :---: | :---: | :---: |
| 9\% | \$ | 8,017 | \$ | 8,941 | 12\% |
| (20\%) |  | 6,419 |  | 6,278 | (2\%) |
| (3\%) |  | 14,436 |  | 15,219 | 5\% |
| 2\% |  | 7,934 |  | 8,819 | 11\% |
| (11\%) |  | 1,021 |  | 902 | (12\%) |
| NM |  | (355) |  | (46) | 87\% |
| - |  | (1) |  | - | 100\% |
| - |  | - |  | - | - |
| 68\% |  | 665 |  | 856 | 29\% |
| (23\%) |  | 5,837 |  | 5,544 | (5\%) |
| 36\% |  | 1,313 |  | 1,546 | 18\% |
| (36\%) |  | 4,524 |  | 3,998 | (12\%) |
| - |  | 4 |  | 4 | - |
| (36\%) | \$ | 4,520 | \$ | 3,994 | (12\%) |
| 1\% | \$ | $\begin{array}{r} 319 \\ 1.42 \% \end{array}$ | \$ | $\begin{array}{r} 350 \\ 1.14 \% \end{array}$ | 10\% |
| - | \$ | 4,586 | \$ | 4,825 | 5\% |
| 12\% |  | 2,810 |  | 3,184 | 13\% |
| 5\% | \$ | 7,396 | \$ | 8,009 | 8\% |
| (24\%) |  | 4,326 |  | 4,274 | (1\%) |
| 3\% |  | 2,714 |  | 2,936 | 8\% |
| (3\%) | \$ | 14,436 | \$ | 15,219 | 5\% |
| (30\%) | \$ | 1,436 | \$ | 1,174 | (18\%) |
| 5\% |  | 695 |  | 753 | 8\% |
| (18\%) | \$ | 2,131 | \$ | 1,927 | (10\%) |
| NM |  | 1,138 |  | 898 | (21\%) |
| (13\%) |  | 1,255 |  | 1,173 | (7\%) |
| (36\%) | \$ | 4,524 | \$ | 3,998 | (12\%) |

## CITI HOLDINGS

statement of income and balance sheet data
(In millions of dollars)

## Revenues

Net interest revenue
Non-interest revenue
Total revenues, net of interest expense
Provisions for Credit Losses and for Benefits and Claims
Net Credit Losses
Credit Reserve Build / (Release)
rovision for loan losses
Provision for Benefits \& Claim
Provision for unfunded lending commitments
Total provisions for credit losses and for benefits and claims

## Total operating expenses

ncome (Loss) from Continuing Operations before Income Taxes
Provision (benefits) for income taxes
Income (Loss) from Continuing Operations
Net Income (Loss) attributable to noncontrolling Minority Interests (Minority Interest)

## Citi Holding's Net Income (Loss)

## Balance Sheet Data (in billions):

Total EOP Assets
$\begin{array}{llllllll}\$ & 503 & \$ & 465 & \$ & 421 & \$ & 359\end{array}$ 337 \$ 89 \$ 269

## Total EOP Deposits

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

## citi



Net Interest Revenue
Non-Interest Revenue

## Total Revenues, Net of Interest Expens

Total Operating Expenses
Net Credit Losses
Credit Reserve Build / (Release)
Provision for Benefits \& Claims
Provision for Unfunded Lending Commitments
Provision for Loan Losses and for Benefits and Claims Income (loss) from Continuing Operations before Taxes Income Taxes (benefits)

## come (loss) from Continuing Operations

Net Income (loss) Atributable to Minority Interests

## Net Income (Loss)

EOP Assets (in billions of dollars)
EOP Deposits (in billions of dollars)

| $\begin{gathered} 1 Q \\ 2010 \\ \hline \end{gathered}$ |  | $\begin{gathered} 2 Q \\ 2010 \\ \hline \end{gathered}$ |  | $\begin{gathered} 3 Q \\ 2010 \end{gathered}$ |  | $\begin{gathered} 4 Q \\ 2010 \end{gathered}$ |  | $\begin{gathered} 1 Q \\ \\ \hline \end{gathered}$ |  | $\begin{gathered} 2 Q \\ 2011 \end{gathered}$ |  | $\begin{array}{r} 3 Q \\ 2011 \\ \hline \end{array}$ |  | $\begin{gathered} 4 Q \\ 2011 \\ \hline \end{gathered}$ |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| \$ | (65) | \$ | (71) | \$ | (87) | \$ | (54) | \$ | (46) | \$ | (44) | \$ | (42) | \$ | (48) |
|  | 405 |  | 212 |  | 79 |  | 190 |  | 183 |  | 91 |  | 97 |  | 91 |
|  | 340 |  | 141 |  | (8) |  | 136 |  | 137 |  | 47 |  | 55 |  | 43 |
|  | 273 |  | 267 |  | 231 |  | 216 |  | 174 |  | 230 |  | 145 |  | 180 |
|  | 11 |  | 1 |  | 2 |  | 3 |  | 1 |  |  |  | 3 |  | - |
|  | (7) |  | (3) |  | (4) |  | (4) |  | (1) |  | (2) |  | - |  | - |
|  | 9 |  | 9 |  | 9 |  | 11 |  | 8 |  | 9 |  | 11 |  | 20 |
|  | - |  | (6) |  | - |  | - |  | - |  | 1 |  | (1) |  | (1) |
|  | 13 |  | 1 |  | 7 |  | 10 |  | 8 |  | 8 |  | 13 |  | 19 |
|  | 54 |  | (127) |  | (246) |  | (90) |  | (45) |  | (191) |  | (103) |  | (156) |
|  | (22) |  | (33) |  | (93) |  | (35) |  | (35) |  | (91) |  | (20) |  | (63) |
|  | 76 |  | (94) |  | (153) |  | (55) |  | (10) |  | (100) |  | (83) |  | (93) |
|  | (5) |  | 7 |  | 6 |  | 3 |  | 2 |  | 1 |  | 7 |  | (1) |
| \$ | 81 | \$ | (101) | \$ | (159) | \$ | (58) | \$ | (12) | \$ | (101) | \$ | (90) | \$ | (92) |
| \$ | 31 | \$ | 30 | \$ | 28 | \$ | 27 | \$ | 27 | \$ | 27 | \$ | 26 | \$ | 27 |
| \$ | 59 | \$ | 57 | \$ | 57 | \$ | 58 | \$ | 58 | \$ | 55 | \$ | 54 | \$ | 55 |


| 4Q11 vs. <br> 4Q10 Increasel <br> (Decrease) |
| :---: |
| $11 \%$ |
| $(52 \%)$ |
| $(68 \%)$ |
| $(17 \%)$ |
| $(100 \%)$ |
| $100 \%$ |
| $82 \%$ |
| - |
| $90 \%$ |
| $(73 \%)$ |
| $(80 \%)$ |
| $(69 \%)$ |
| NM |
| $(59 \%)$ |
| - |
| $(5 \%)$ |


| $\begin{aligned} & \text { Full } \\ & \text { Year } \\ & 2010 \\ & \hline \end{aligned}$ |  | $\begin{aligned} & \text { Full } \\ & \text { Year } \\ & 2011 \end{aligned}$ |  |
| :---: | :---: | :---: | :---: |
| \$ | (277) | \$ | (180) |
|  | 886 |  | 462 |
|  | 609 |  | 282 |
|  | 987 |  | 729 |
|  | 17 |  | 4 |
|  | (18) |  | (3) |
|  | 38 |  | 48 |
|  | (6) |  | (1) |
|  | 31 |  | 48 |
|  | (409) |  | (495) |
|  | (183) |  | (209) |
|  | (226) |  | (286) |
|  | 11 |  | 9 |
| \$ | (237) | \$ | (295) |

FY 2011 vs. FY 2010 Increasel (Decrease) $35 \%$ (48\%) (54\%) (26\%) (76\%) 83\% $83 \%$
$26 \%$

55\%
$(14 \%)$
$(27 \%)$ $(27 \%)$
$(18 \%)$ (24\%)

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

CITI HOLDINGS
LOCAL CONSUMER LENDING
Page 1
(In millions of dollars)
et 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 Unfunded Lending Commitments
Provision for Loan Losses and for Benefits and Claims
Income (loss) from Continuing Operations before Taxes income Taxes (benefits)
Income (loss) from Continuing Operations
Net Income (loss) Atributable to Minority Interests
Net Income (Loss)
Average Assets (in billions of dollars)
EOP Assets (in billions of dollars)
Net Credit Losses as a \% of Average Loans
Revenue by Business
International
Retail Partner Cards
North America (ex Cards)

## Total Revenues

Net Credit Losses by Business
International
Retail Partner Cards
North America (ex Cards)

## Total Net Credit Losses

Income (Loss) from Continuing Operations by Business
International
Retail Partner Cards
North America (ex Cards)
Total Income (Loss) from Continuing Operations

| $\begin{gathered} 1 Q \\ 2010 \\ \hline \end{gathered}$ |  | $\begin{gathered} 2 \mathrm{Q} \\ 2010 \end{gathered}$ |  | $\begin{gathered} 3 Q \\ 2010 \\ \hline \end{gathered}$ |  | $\begin{gathered} 4 Q \\ 2010 \end{gathered}$ |  | $\begin{gathered} 1 Q \\ 2011 \end{gathered}$ |  | $\begin{array}{r} 2 Q \\ 2011 \\ \hline \end{array}$ |  | $\begin{array}{r} 3 Q \\ 2011 \\ \hline \end{array}$ |  | $\begin{gathered} 4 Q \\ 2011 \end{gathered}$ |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| \$ | $\begin{array}{r} 4,020 \\ 650 \end{array}$ | \$ | $\begin{array}{r} 3,688 \\ 518 \end{array}$ | \$ | $\begin{array}{r} 3,383 \\ 164 \end{array}$ | \$ | $\begin{array}{r} 2,740 \\ 663 \end{array}$ | \$ | $\begin{array}{r} 2,617 \\ 536 \end{array}$ | \$ | $\begin{array}{r} 2,831 \\ 118 \end{array}$ | \$ | $\begin{array}{r} 2,750 \\ 248 \end{array}$ | \$ | $\begin{array}{r} 2,674 \\ 293 \end{array}$ |
|  | 4,670 |  | 4,206 |  | 3,547 |  | 3,403 |  | 3,153 |  | 2,949 |  | 2,998 |  | 2,967 |
|  | 2,165 |  | 2,039 |  | 1,876 |  | 1,977 |  | 1,763 |  | 1,879 |  | 1,898 |  | 2,229 |
|  | 4,938 |  | 4,535 |  | 3,949 |  | 3,618 |  | 3,279 |  | 2,776 |  | 2,376 |  | 2,228 |
|  | 386 |  | (421) |  | (953) |  | (783) |  | $(1,110)$ |  | (664) |  | (558) |  | (530) |
|  | 234 |  | 176 |  | 180 |  | 185 |  | 208 |  | 184 |  | 204 |  | 176 |
|  | - |  | - |  | - |  | - |  | - |  | - |  | - |  | - |
|  | 5,558 |  | 4,290 |  | 3,176 |  | 3,020 |  | 2,377 |  | 2,296 |  | 2,022 |  | 1,874 |
|  | $(3,053)$ |  | $(2,123)$ |  | $(1,505)$ |  | $(1,594)$ |  | (987) |  | $(1,226)$ |  | (922) |  | $(1,136)$ |
|  | $(1,224)$ |  | (897) |  | (675) |  | (491) |  | (388) |  | (480) |  | (337) |  | (232) |
|  | $(1,829)$ |  | $(1,226)$ |  | (830) |  | $(1,103)$ |  | (599) |  | (746) |  | (585) |  | (904) |
|  | - |  | 7 |  | - |  | 1 |  | - |  | - |  | - |  | 2 |
| \$ | $(1,829)$ | \$ | $(1,233)$ | \$ | (830) | \$ | $(1,104)$ | \$ | (599) | \$ | (746) | \$ | (585) | \$ | (906) |
| \$ | 355 | \$ | 333 | \$ | 317 | \$ | 291 | \$ | 246 | \$ | 233 | \$ | 225 | \$ | 208 |
| \$ | 346 | \$ | 323 | \$ | 298 | \$ | 252 | \$ | 237 | \$ | 228 | \$ | 218 | \$ | 201 |
|  | 6.30\% |  | 6.03\% |  | 6.31\% |  | 6.21\% |  | 6.15\% |  | 5.43\% |  | 4.85\% |  | 4.82\% |
| \$ | 335 | \$ | 444 | \$ | 500 | \$ | 231 | \$ | 115 | \$ | 394 | \$ | 215 | \$ | 267 |
|  | 2,206 |  | 2,113 |  | 2,060 |  | 1,787 |  | 1,741 |  | 1,700 |  | 1,790 |  | 1,749 |
|  | 2,129 |  | 1,649 |  | 987 |  | 1,385 |  | 1,297 |  | 855 |  | 993 |  | 951 |
| \$ | 4,670 | \$ | 4,206 | \$ | 3,547 | \$ | 3,403 | \$ | 3,153 | \$ | 2,949 | \$ | 2,998 | \$ | 2,967 |
| \$ | 612 | \$ | 495 | \$ | 444 | \$ | 376 | \$ | 341 | \$ | 286 | \$ | 237 | \$ | 193 |
|  | 1,932 |  | 1,775 |  | 1,505 |  | 1,352 |  | 1,111 |  | 956 |  | 784 |  | 758 |
|  | 2,394 |  | 2,265 |  | 2,000 |  | 1,890 |  | 1,827 |  | 1,534 |  | 1,355 |  | 1,277 |
| \$ | 4,938 | \$ | 4,535 | \$ | 3,949 | \$ | 3,618 | \$ | 3,279 | \$ | 2,776 | \$ | 2,376 | \$ | 2,228 |


| \$ | (557) | \$ | (186) | \$ | (115) | \$ | (281) | \$ | (332) | \$ | (135) | \$ | (160) | \$ | (233) |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | (259) |  | 102 |  | 381 |  | 87 |  | 426 |  | 490 |  | 476 |  | 327 |
|  | $(1,013)$ |  | $(1,142)$ |  | $(1,096)$ |  | (909) |  | (693) |  | $(1,101)$ |  | (901) |  | (998) |
| \$ | $(1,829)$ | \$ | $(1,226)$ | \$ | (830) | \$ | $(1,103)$ | \$ | (599) | \$ | (746) | \$ | (585) | \$ | (904) |


| $\begin{gathered} \text { 4Q11 vs. } \\ \text { 4Q10 Increase/ } \\ \text { (Decrease) } \\ \hline \end{gathered}$ | $\begin{aligned} & \text { Full } \\ & \text { Year } \\ & 2010 \\ & \hline \end{aligned}$ |  | $\begin{aligned} & \text { Full } \\ & \text { Year } \\ & 2011 \\ & \hline \end{aligned}$ |  | FY 2011 vs. FY 2010 Increase/ (Decrease) |
| :---: | :---: | :---: | :---: | :---: | :---: |
| (2\%) | \$ | 13,831 | \$ | 10,872 | (21\%) |
| (56\%) |  | 1,995 |  | 1,195 | (40\%) |
| (13\%) |  | 15,826 |  | 12,067 | (24\%) |
| 13\% |  | 8,057 |  | 7,769 | (4\%) |
| (38\%) |  | 17,040 |  | 10,659 | (37\%) |
| 32\% |  | $(1,771)$ |  | $(2,862)$ | (62\%) |
| (5\%) |  | 775 |  | 772 | - |
| - |  | - |  | - | - |
| (38\%) |  | 16,044 |  | 8,569 | (47\%) |
| 29\% |  | $(8,275)$ |  | $(4,271)$ | 48\% |
| 53\% |  | $(3,287)$ |  | $(1,437)$ | 56\% |
| 18\% |  | $(4,988)$ |  | $(2,834)$ | 43\% |
| 100\% |  | 8 |  | 2 | (75\%) |
| 18\% | \$ | $(4,996)$ | \$ | $(2,836)$ | 43\% |
| (29\%) | \$ | 324 | \$ | 228 | (30\%) |
| (20\%) |  |  |  |  |  |
| 16\% | \$ | 1,510 | \$ | 991 | (34\%) |
| (2\%) |  | 8,166 |  | 6,980 | (15\%) |
| (31\%) |  | 6,150 |  | 4,096 | (33\%) |
| (13\%) | \$ | 15,826 | \$ | 12,067 | (24\%) |
| (49\%) | \$ | 1,927 | \$ | 1,057 | (45\%) |
| (44\%) |  | 6,564 |  | 3,609 | (45\%) |
| (32\%) |  | 8,549 |  | 5,993 | (30\%) |
| (38\%) | \$ | 17,040 | \$ | 10,659 | (37\%) |
| 17\% | \$ | $(1,139)$ | \$ | (860) | 24\% |
| NM |  | 311 |  | 1,719 | NM |
| (10\%) |  | $(4,160)$ |  | $(3,693)$ | 11\% |
| 18\% | \$ | $(4,988)$ | \$ | $(2,834)$ | 43\% |

[^2]Reclassified to conform to the current period's presentation.

|  |  |  |  |  |  |  |  | 4 Q 11 vs . |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 19 | 2 Q | 3Q | 4Q | 1Q | 2Q | 3 Q | 4 Q | 4Q10 Increase/ |
| 2010 | 2010 | 2010 | 2010 | 2011 | 2011 | 2011 | 2011 | (Decrease) |


| Branches | 539 |  | 537 |  | 537 |  | 506 |  | 503 |  | 503 |  | 413 |  | 399 |  | (21\%) |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Average Loans (in billions) (1) | \$ | 30.0 | \$ | 26.1 | \$ | 25.0 | \$ | 23.6 | \$ | 18.9 | \$ | 17.9 | \$ | 15.9 | \$ | 14.4 | (39\%) |
| EOP Loans (1): |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Real Estate Lending | \$ | 7.5 | \$ | 7.0 | \$ | 7.0 | \$ | 6.6 | \$ | 6.5 | \$ | 5.5 | \$ | 5.3 | \$ | 5.0 | (24\%) |
| Cards |  | 6.8 |  | 6.2 |  | 6.5 |  | 6.2 |  | 3.5 |  | 3.6 |  | 3.3 |  | 2.7 | (56\%) |
| Commercial Markets |  | 1.2 |  | 1.2 |  | 1.2 |  | 1.2 |  | 1.1 |  | 1.0 |  | 0.7 |  | 0.5 | (58\%) |
| Personal and Other |  | 12.2 |  | 10.2 |  | 10.0 |  | 7.9 |  | 7.0 |  | 6.5 |  | 5.5 |  | 2.6 | (67\%) |
| EOP Loans (in billions of dollars) | \$ | 27.7 | \$ | 24.6 | \$ | 24.7 | \$ | 21.9 | \$ | 18.1 | \$ | 16.6 | \$ | 14.8 | \$ | 10.8 | (51\%) |
| Net Interest Revenue | \$ | 465 | \$ | 390 | \$ | 396 | \$ | 144 | \$ | 20 | \$ | 291 | \$ | 186 | \$ | 259 | 80\% |
| As a \% of Average Loans |  | 6.29\% |  | 5.99\% |  | 6.28\% |  | 2.42\% |  | 0.43\% |  | 6.52\% |  | 4.64\% |  | 7.14\% |  |
| Net Credit Losses | \$ | 612 | \$ | 495 | \$ | 444 | \$ | 376 | \$ | 341 | \$ | 286 | \$ | 237 | \$ | 193 | (49\%) |
| As a \% of Average Loans |  | 8.27\% |  | 7.61\% |  | 7.05\% |  | 6.32\% |  | 7.32\% |  | 6.41\% |  | 5.91\% |  | 5.32\% |  |
| Loans 90+ Days Past Due | \$ | 953 | \$ | 724 | \$ | 713 | \$ | 657 | \$ | 571 | \$ | 530 | \$ | 480 | \$ | 422 | (36\%) |
| As a \% of EOP Loans |  | 3.44\% |  | 2.94\% |  | 2.89\% |  | 3.00\% |  | 3.15\% |  | 3.19\% |  | 3.24\% |  | 3.91\% |  |
| Loans 30-89 Days Past Due | \$ | 1,059 | \$ | 939 | \$ | 978 | \$ | 848 | \$ | 815 | \$ | 726 | \$ | 677 | \$ | 498 | (41\%) |
| As a \% of EOP Loans |  | 3.82\% |  | 3.82\% |  | 3.96\% |  | 3.87\% |  | 4.50\% |  | 4.37\% |  | 4.57\% |  | 4.61\% |  |
| North America Key Indicators - Retail Partner Cards (1) |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| EOP Open Accounts (in millions) |  | 95.1 |  | 92.4 |  | 90.8 |  | 89.1 |  | 86.8 |  | 85.8 |  | 84.5 |  | 84.2 | (5\%) |
| Purchase Sales (in billions) | \$ | 18.7 | \$ | 21.4 | \$ | 20.1 | \$ | 21.9 | \$ | 16.3 | \$ | 19.6 | \$ | 18.8 | \$ | 21.5 | (2\%) |
| Average Loans (in billions) (1) | \$ | 57.1 | \$ | 53.1 | \$ | 48.8 | \$ | 45.8 | \$ | 43.8 | \$ | 41.8 | \$ | 41.4 | \$ | 41.3 | (10\%) |
| EOP Loans (in billions ) (1) | \$ | 54.5 | \$ | 50.2 | \$ | 46.0 | \$ | 46.4 | \$ | 41.3 | \$ | 41.9 | \$ | 41.1 | \$ | 42.8 | (8\%) |
| Average Yield (2) |  | 17.61\% |  | 17.73\% |  | 17.99\% |  | 17.47\% |  | 17.83\% |  | 17.88\% |  | 18.05\% |  | 17.76\% |  |
| Net Interest Revenue (3) | \$ | 2,044 | \$ | 1,989 | \$ | 1,878 | \$ | 1,664 | \$ | 1,651 | \$ | 1,663 | \$ |  | \$ |  | 4\% |
| As a \% of Avg. Loans |  | 14.52\% |  | 15.02\% |  | 15.27\% |  | 14.41\% |  | 15.29\% |  | 15.96\% |  | 16.76\% |  | 16.60\% |  |
| Net Credit Losses As a \% of Avg. Loans | \$ | $\begin{gathered} 1,932 \\ 13.72 \% \end{gathered}$ | \$ | $\begin{gathered} 1,775 \\ 13.41 \% \end{gathered}$ | \$ | $\begin{gathered} 1,505 \\ 12.24 \% \end{gathered}$ | \$ | $\begin{gathered} 1,352 \\ 11.71 \% \end{gathered}$ | \$ | $\begin{array}{r} 1,111 \\ 10.29 \% \end{array}$ | \$ | $\begin{gathered} 956 \\ 9.17 \% \end{gathered}$ | \$ | $\begin{gathered} 784 \\ 7.51 \% \end{gathered}$ | \$ | $\begin{gathered} 758 \\ 7.28 \% \end{gathered}$ | (44\%) |
| Net Credit Margin (4) | \$ | 254 | \$ | 318 | \$ | 536 | \$ | 416 | \$ | 607 | \$ | 722 | \$ | 983 | \$ | 972 | NM |
| As a \% of Avg. Loans |  | 1.80\% |  | 2.40\% |  | 4.36\% |  | 3.60\% |  | 5.62\% |  | 6.93\% |  | 9.42\% |  | 9.34\% |  |
| Loans 90+ Days Past Due | \$ | 2,374 | \$ | 1,996 | \$ | 1,739 | \$ | 1,601 | \$ | 1,300 | \$ | 1,059 | \$ | 1,016 | \$ | 1,054 | (34\%) |
| As a \% of EOP Loans |  | 4.36\% |  | 3.98\% |  | 3.78\% |  | 3.45\% |  | 3.15\% |  | 2.53\% |  | 2.47\% |  | 2.46\% |  |
| Loans 30-89 Days Past Due | \$ | 2,316 | \$ | 2,090 | \$ | 1,914 | \$ | 1,685 | \$ | 1,460 | \$ | 1,315 | \$ | 1,329 | \$ | 1,282 | (24\%) |
| As a \% of EOP Loans |  | 4.25\% |  | 4.16\% |  | 4.16\% |  | 3.63\% |  | 3.54\% |  | 3.14\% |  | 3.23\% |  | 3.00\% |  |

(1) Average loans, EOP loans and the related consumer delinquency amounts and ratios include interest and fees receivables balances.
(2) Average Yield is gross interest revenue earned divided by average loans.
(3) Net Interest Revenue includes certain fees that are recorded as interest revenue.
(4) Net Credit Margin is Total Revenues, net of Interest Expense, less Net Credit Losses and Policy Benefits and Claims.

## CITI HOLDINGS

LOCAL CONSUMER LENDING - Page 3
(In millions of dollars, except branches)

| 1Q |  | 3Q | 4Q | 1Q |  | - |  | 4 Q 11 vs . |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 2Q |  |  |  | 2Q | 3Q | 4Q | 4Q10 Increase/ |
| 2010 | 2010 | 2010 | 2010 | 2011 | 2011 | 2011 | 2011 | (Decrease) |

## North America Key Indicators (ex Cards) (1)

Avenches Loans (in billions of dollars)
EOP Loans (in billions of dollars)

|  | 2,250 |  | 2,218 |  | 1,841 |  | 1,837 |  | 1,835 |  | 1,816 |  | 1,794 |  | 1,729 |
| :---: | :---: | ---: | ---: | ---: | ---: | :--- | ---: | :--- | ---: | :--- | :--- | :--- | :--- | :--- | :--- |
| $\$$ | 230.9 | $\$$ | 222.5 | $\$$ | 174.6 | $\$$ | 161.6 | $\$$ | 153.6 | $\$$ | 145.2 | $\$$ | 136.9 | $\$$ | 127.7 |
| $\$$ | 226.7 | $\$$ | 211.5 | $\$$ | 167.1 | $\$$ | 156.6 | $\$$ | 147.7 | $\$$ | 139.5 | $\$$ | 130.7 | $\$$ | 122.4 |
|  | 1,511 |  | 1,309 |  | 1,109 |  | 932 |  | 946 |  | 877 |  | 815 |  | 687 |
|  | $2.65 \%$ |  | $2.36 \%$ |  | $2.52 \%$ |  | $2.29 \%$ |  | $2.50 \%$ |  | $2.42 \%$ |  | $2.36 \%$ |  | $2.13 \%$ |
| $\$$ | 2,394 | $\$$ | 2,265 | $\$$ | 2,000 | $\$$ | 1,890 | $\$$ | 1,827 | $\$$ | 1,534 | $\$$ | 1,355 | $\$$ | 1,277 |
|  | $4.20 \%$ |  | $4.08 \%$ |  | $4.54 \%$ |  | $4.64 \%$ |  | $4.82 \%$ |  | $4.24 \%$ |  | $3.93 \%$ |  | $3.97 \%$ |
| $\$$ | 13,470 | $\$$ | 11,643 | $\$$ | 9,362 | $\$$ | 7,958 | $\$$ | 6,660 | $\$$ | 5,493 | $\$$ | 5,339 | $\$$ | 5,495 |
|  | $6.27 \%$ |  | $5.84 \%$ |  | $6.03 \%$ |  | $5.43 \%$ |  | $4.83 \%$ |  | $4.23 \%$ |  | $4.40 \%$ |  | $4.85 \%$ |
| $\$$ | 8,803 | $\$$ | 8,112 | $\$$ | 7,458 | $\$$ | 6,863 | $\$$ | 5,294 | $\$$ | 5,201 | $\$$ | 5,209 | $\$$ | 4,560 |
|  | $4.10 \%$ |  | $4.07 \%$ |  | $4.81 \%$ |  | $4.68 \%$ |  | $3.84 \%$ |  | $4.01 \%$ |  | $4.29 \%$ |  | $4.03 \%$ |

As a \% of Avg. Loans

Net Credit Losses
As a \% of Average Loans
Loans 90+ Days Past Due (2) (3)
As a \% of EOP Loans
Loans 30-89 Days Past Due (2) (3)
As a \% of EOP Loans

## KEY INDICATORS:

Residential Real Estate Lending
Average Loans (in billions of dollars)
Third Party Mortgage Serv Part
Third Pary Mor ge Serv Portfolio (EOP, in billions)
Net Serij \& Gaine Loss) on Sa

| $\$$ | 150.4 | $\$$ | 145.1 | $\$$ | 136.9 | $\$$ | 129.2 | $\$$ | 123.6 | $\$$ | 118.6 | $\$$ | 114.0 | $\$$ | 109.6 | $(15 \%)$ |
| :---: | ---: | ---: | ---: | ---: | ---: | ---: | ---: | ---: | ---: | ---: | ---: | ---: | ---: | ---: | ---: | ---: |
| $\$$ | 147.7 | $\$$ | 139.6 | $\$$ | 132.5 | $\$$ | 125.6 | $\$$ | 119.9 | $\$$ | 116.0 | $\$$ | 110.9 | $\$$ | 107.5 | $(14 \%)$ |
| $\$$ | 341.4 | $\$$ | 327.6 | $\$$ | 307.7 | $\$$ | 259.9 | $\$$ | 244.4 | $\$$ | 234.8 | $\$$ | 207.2 | $\$$ | 195.1 | $(25 \%)$ |
| $\$$ | 69.6 | $\$$ | 180.7 | $\$$ | 80.8 | $\$$ | 127.2 | $\$$ | 53.4 | $\$$ | $(20.3$ | $\$$ | 86.4 | $\$$ | 118.1 | $(31 \%)$ |
| $\$$ | 582 | $\$$ | 461 | $\$$ | 440 | $\$$ | 409 | $\$$ | 434 | $\$$ | 371 | $\$$ | 310 | $\$$ | 255 | $(38 \%)$ |
|  | $1.57 \%$ |  | $1.27 \%$ |  | $1.28 \%$ |  | $1.26 \%$ |  | $1.42 \%$ |  | $1.25 \%$ |  | $1.08 \%$ |  | $0.92 \%$ |  |
| $\$$ | 1,699 | $\$$ | 1,546 | $\$$ | 1,381 | $\$$ | 1,268 | $\$$ | 1,264 | $\$$ | 1,088 | $\$$ | 979 | $\$$ | 945 | $(25 \%)$ |
|  | $4.58 \%$ |  | $4.27 \%$ |  | $4.00 \%$ |  | $3.89 \%$ |  | $4.15 \%$ |  | $3.68 \%$ |  | $3.41 \%$ |  | $3.42 \%$ |  |
| $\$$ | 10,938 | $\$$ | 9,300 | $\$$ | 8,231 | $\$$ | 6,860 | $\$$ | 5,703 | $\$$ | 4,967 | $\$$ | 4,836 | $\$$ | 5,091 | $(26 \%)$ |
|  | $8.05 \%$ |  | $7.29 \%$ |  | $6.83 \%$ |  | $5.94 \%$ |  | $5.18 \%$ |  | $4.67 \%$ |  | $4.76 \%$ |  | $5.18 \%$ |  |
| $\$$ | 6,313 | $\$$ | 5,771 | $\$$ | 5,769 | $\$$ | 5,374 | $\$$ | 4,265 | $\$$ | 4,344 | $\$$ | 4,401 | $\$$ | 4,253 | $(21 \%)$ |
|  | $4.65 \%$ |  | $4.52 \%$ |  | $4.78 \%$ |  | $4.65 \%$ |  | $3.87 \%$ |  | $4.09 \%$ |  | $4.34 \%$ |  | $4.33 \%$ |  |
|  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |

As a \% of Avg. Loans
Net Credit Losses
As a \% of Avg
Loans 90+ Days Past Due (2) (3)
As a \% of EOP Loans
Loans 30-89 Days Past Due (2) (3)
As a \% of EOP Loans
(1) The third quarter of 2010 reflects the sale of The Student Loan Corporation. This sale is reported as discontinued operations for the third and fourth quarters of 2010 only. Prior periods were not reclassified due to the immateriality of the impact in those periods.
(2) The Loans 90+ Days Past Due and 30-89 Days Past Due and related ratios for North America (ex Cards) excludes U.S. mortgage loans that are guaranteed by U.S. government-sponsored agencies since the potential loss predominantly resides with the U.S. agencies.

The amounts excluded for Loans 90+Days Past Due and (EOP Loans) for each period are: $\$ 5.2$ billion ( $\$ 9.0$ billion), $\$ 5.0$ billion ( $\$ 9.4$ billion), $\$ 5.0$ billion ( $\$ 9.5$ billion), $\$ 5.2$ billion ( $\$ 8.4$ billion), $\$ 4.9$ billion ( $\$ 8.3$ billion), $\$ 4.6$ billion ( $\$ 8.3$ billion), $\$ 4.5$ billion ( $\$ 8.1$ billion) and $\$ 4.4$ billion ( $\$ 7.9$ billion) as of March 31, 2010, June 30, 2010,
September 30, 2010, December 31, 2010, March 31, 2011, June 30, 2011, September 30,2011 and December 31, 2011, respectively.
The amounts excluded for Loans 30-89 Days Past Due and (EOP Loans) for each period are: $\$ 1.2$ billion ( $\$ 9.0$ billion), $\$ 1.6$ billion ( $\$ 9.4$ billion), $\$ 1.7$ billion ( $\$ 9.5$ billion) $\$ 1.6$ billion ( $\$ 8.4$ billion), $\$ 1.4$ billion ( $\$ 8.3$ billion), $\$ 1.6$ billion ( $\$ 8.3$ billion), $\$ 1.6$ billion ( $\$ 8.1$ billion) and $\$ 1.5$ billion ( $\$ 7.9$ billion) as of March 31, 2010, June 30, 2010, September 30 , 2010, December 31, 2010, March 31, 2011, June 30, 2011, September 30, 2011 and December 31, 2011, respectively.
(3) The March 31, 2010, June 30, 2010, September 30, 2010, December 31, 2010, March 31, 2011, June 30, 2011, September 30, 2011 and December 31, 2011 Loans $90+$ Days Past Due and 30-89 Days Past Due and related ratios for North America (ex Cards) excludes $\$ 2.9$ billion, $\$ 2.6$ billion, $\$ 2.4$ billion, $\$ 1.7$ billion, $\$ 1.5$ billion, $\$ 1.4$ billion, $\$ 1.3$ billion and $\$ 1.3$ billion, respectively, of Loans that are carried at fair value.

| 19 | 2Q | 3Q |  |
| :---: | :---: | :---: | :---: |
| 2010 | 2010 |  | 201 |

$\qquad$

## KEY INDICATORS:

Average Loans (in billions of dollars)
EOP Loans (in billions of dollars)

| \$ | 5.0 | \$ | 14.0 | \$ | 13.4 | \$ | 13.1 | \$ | 12.5 | \$ | 1.5 | \$ | 1.3 | \$ | 11.0 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| \$ | 14.5 | \$ | 13.6 | \$ | 13.3 | \$ | 12.9 | \$ | 12.2 | \$ | 11.4 | \$ | 11.1 | \$ | 10.9 |
| \$ | 590 | \$ | 551 | \$ | 534 | \$ | 534 | \$ | 509 | \$ | 518 | \$ | 522 | \$ | 517 |
|  | 15.95\% |  | 15.79\% |  | 15.81\% |  | 16.17\% |  | 16.51\% |  | 18.07\% |  | 18.33\% |  | 18.65\% |
| \$ | 383 | \$ | 428 | \$ | 363 | \$ | 351 | \$ | 387 | \$ | 313 | \$ | 246 |  | 236 |
|  | 10.36\% |  | 12.26\% |  | 10.75\% |  | 10.63\% |  | 12.56\% |  | 10.92\% |  | 8.64\% |  | $8.51 \%$ |
| \$ | 520 | \$ | 437 | \$ | 487 | \$ | 547 | \$ | 449 | \$ | 350 | \$ | 352 | \$ | 35 |
|  | 3.59\% |  | 3.21\% |  | 3.66\% |  | 4.24\% |  | 3.68\% |  | 3.07\% |  | 3.17\% |  | $3.26 \%$ |
| \$ | 323 | \$ | 343 | \$ | 405 | \$ | 335 | \$ | 244 | \$ | 251 | \$ | 247 | \$ | 239 |
|  | 2.23\% |  | 2.52\% |  | 3.05\% |  | 2.60\% |  | 2.00\% |  | 2.20\% |  | 2.23\% |  | 2.1 |

Commercial Real Estate
Average Loans (in billions of dollars)
EOP Loans (in billions of dollars)

|  | 10.5 | $\$$ | 10.1 | $\$$ | 7.7 | $\$$ | 4.5 | $\$$ | 3.3 |
| :--- | :---: | :---: | ---: | :---: | ---: | :---: | ---: | :---: | ---: |
| $\$$ | 10.3 | $\$$ | 9.9 | $\$$ | 5.4 | $\$$ | 3.4 | $\$$ | 2.0 |
| $\$$ | 33 | $\$$ | 33 | $\$$ | 19 | $\$$ | 8 | $\$$ | 3 |
|  | $1.27 \%$ |  | $1.31 \%$ |  | $0.98 \%$ |  | $0.71 \%$ |  | $0.37 \%$ |
| $\$$ | 64 | $\$$ | 93 | $\$$ | 61 | $\$$ | 39 | $\$$ | 27 |
|  | $2.47 \%$ |  | $3.69 \%$ |  | $3.14 \%$ |  | $3.44 \%$ |  | $3.32 \%$ |
| $\$$ | 306 | $\$$ | 258 | $\$$ | 77 | $\$$ | 73 | $\$$ | 57 |
|  | $2.97 \%$ |  | $2.61 \%$ |  | $1.43 \%$ |  | $2.15 \%$ |  | $2.85 \%$ |
| $\$$ | 136 | $\$$ | 155 | $\$$ | 112 | $\$$ | 85 | $\$$ | 29 |
|  | $1.32 \%$ |  | $1.57 \%$ |  | $2.07 \%$ |  | $2.50 \%$ |  | $1.45 \%$ |


|  |
| :--- | :--- |

As a \% of Avg. Loans
Net Credit Losses
As a $\%$ of Avg. Loans
Loans 90+ Days Past Due (1)
As a \% of EOP Loans
oans $30-89$ Days Past Due (1)
As a \% of EOP Loans

| $\$$ | 55.0 | $\$$ | 53.3 | $\$$ | 16.6 | $\$$ | 14.8 | $\$$ | 14.2 |
| :--- | ---: | ---: | ---: | ---: | ---: | ---: | ---: | ---: | ---: |
| $\$$ | 54.2 | $\$$ | 48.4 | $\$$ | 15.9 | $\$$ | 14.7 | $\$$ | 13.6 |
| $\$$ | 248 | $\$$ | 198 | $\$$ | 195 | $\$$ | 232 | $\$$ | 149 |
|  | $1.83 \%$ |  | $1.49 \%$ |  | $4.66 \%$ |  | $6.22 \%$ |  | $4.26 \%$ |
| $\$$ | 1,706 | $\$$ | 1,648 | $\$$ | 567 | $\$$ | 478 | $\$$ | 451 |
|  | $3.15 \%$ |  | $3.40 \%$ |  | $3.57 \%$ |  | $3.25 \%$ |  | $3.32 \%$ |
| $\$$ | 2,031 | $\$$ | 1,843 | $\$$ | 1,172 | $\$$ | 1,069 | $\$$ | 756 |
|  | $3.75 \%$ |  | $3.81 \%$ |  | $7.37 \%$ |  | $7.27 \%$ |  | $5.56 \%$ |


| 1.9 | $\$$ | 1.2 |
| ---: | ---: | ---: |
| 1.3 | $\$$ | 1.1 |
| 3 | $\$$ | 4 |
| $0.63 \%$ |  | $1.32 \%$ |
| 9 | $\$$ | 7 |
| $1.90 \%$ |  | $2.31 \%$ |
| 61 | $\$$ | 34 |
| $4.69 \%$ |  | $3.09 \%$ |
| 13 | $\$$ | 10 |
| $1.00 \%$ |  | $0.91 \%$ |


|  |  |
| ---: | ---: |
| $\$$ | 1.1 |
| $\$$ | 0.5 |
| $\$$ | 3 |
|  | $1.08 \%$ |
| $\$$ | 9 |
|  | $3.25 \%$ |
|  | $\$$ |
|  | 30 |
|  | $\$$ |
|  |  |
|  | $1.00 \%$ |
|  | 5 |
|  |  |

Student Loans, Auto and Other (2)
Average Loans (in billions of dollars)
OP Loans (in billions of dollars)
Net Credit Losses
oans 90+ Days Past Due (3) (4)
As a \% of EOP Loans
Loans $30-89$ Days Past Due (3) (4)
As a \% of EOP Loans
The third quarter of 2010 excludes approximately $\$ 153$ million ( $90+$ Days Past Due) and $\$ 16$ million ( $30-89$ Days Past Due) related to loan sales or transfers from Loans to Loans-held-for-sale (Other Assets) on the Consolidated Balance Sheet.
(2) The third quarter of 2010 reflects the sale of The Student Loan Corporation. This sale is reported as discontinued operations for the third and fourth quarters of 2010 only. Prior periods were not reclassified due to the immateriality of the impact in those periods.
(3) The second quarter of 2010 excludes an estimated $\$ 27$ million ( $90+$ Days Past Due) and $\$ 145$ million ( $30-89$ Days Past Due) related to the transfer from Loans to Loans-held-for-sale (Other Assets) on the Consolidated Balance Sheet related to the announced sale of a portfolio, which closed in the third quarter of 2010
(4) The second quarter of 2011 excludes an estimated $\$ 353$ million ( $90+$ Days Past Due) and $\$ 122$ million ( $30-89$ Days Past Due) related to transfers from Loans to Loans-held-for-sale (Other Assets) on the Consolidated Balance Sheet.

## NM Not meaningful

Reclassified to conform to the current period's presentation.

Net Interest Revenue
Non-Interest Revenue

## otal Revenues, Net of Interest Expens

Total Operating Expenses
Net Credit Losses
Credit Reserve Build / (Release)
Provision for Benefits \& Claims
Provision for Unfunded Lending Commitments Provision for Loan Losses and for Benefits and Claims ncome from Continuing Operations before Taxes ncome Taxes
ncome from Continuing Operations
Net Income (loss) Atributable to Minority Interests Net Income (Loss)

EOP Assets (in billions of dollars)

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

| $\begin{gathered} 1 Q \\ 2010 \end{gathered}$ |  | $\begin{gathered} 2 Q \\ 2010 \\ \hline \end{gathered}$ |  | $\begin{gathered} 3 Q \\ 2010 \\ \hline \end{gathered}$ |  | $\begin{gathered} 4 Q \\ 2010 \end{gathered}$ |  | $\begin{array}{r} 1 Q \\ 2011 \\ \hline \end{array}$ |  | $\begin{gathered} 2 \mathrm{Q} \\ 2011 \end{gathered}$ |  | $\begin{gathered} 3 Q \\ 2011 \\ \hline \end{gathered}$ |  | $\begin{gathered} 4 \mathrm{Q} \\ 2011 \\ \hline \end{gathered}$ |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| \$ | 420 | \$ | 354 | \$ | 223 | \$ | 222 | \$ | 59 | \$ | (135) | \$ | (235) | \$ | (94) |
|  | 1,120 |  | 218 |  | 91 |  | 204 |  | (66) |  | 1,150 |  | 8 |  | (140) |
|  | 1,540 |  | 572 |  | 314 |  | 426 |  | (7) |  | 1,015 |  | (227) |  | (234) |
|  | 135 |  | 129 |  | 121 |  | 186 |  | 82 |  | 95 |  | 61 |  | 55 |
|  | 292 |  | 462 |  | 689 |  | 570 |  | 670 |  | 219 |  | 202 |  | (23) |
|  | (39) |  | (376) |  | (610) |  | (686) |  | $(1,001)$ |  | (391) |  | (277) |  | (186) |
|  |  |  |  |  |  |  |  |  |  |  |  |  | - |  |  |
|  | (26) |  | (39) |  | 26 |  | (37) |  | 21 |  | (9) |  | (2) |  | (50) |
|  | 227 |  | 47 |  | 105 |  | (153) |  | (310) |  | (181) |  | (77) |  | (259) |
|  | 1,178 |  | 396 |  | 88 |  | 393 |  | 221 |  | 1,101 |  | (211) |  | (30) |
|  | 300 |  | 280 |  | 171 |  | 146 |  | 159 |  | 423 |  | (84) |  | (13) |
|  | 878 |  | 116 |  | (83) |  | 247 |  | 62 |  | 678 |  | (127) |  | (17) |
|  | 16 |  | (6) |  | 74 |  | 104 |  | 59 |  | 49 |  | - |  | - |
| \$ | 862 | \$ | 122 | \$ | (157) | \$ | 143 | \$ | 3 | \$ | 629 | \$ | (127) | \$ | (17) |
| \$ | 126 | \$ | 112 | \$ | 95 | \$ | 80 | \$ | 73 | \$ | 53 | \$ | 45 | \$ | 41 |

citi

| 4 Q 11 vs. 4Q10 Increase/ (Decrease) | $\begin{aligned} & \text { Full } \\ & \text { Year } \\ & 2010 \\ & \hline \end{aligned}$ |  | Full Year <br> 2011 |  | FY 2011 vs. <br> FY 2010 Increase/ <br> (Decrease) |
| :---: | :---: | :---: | :---: | :---: | :---: |
| NM | \$ | 1,219 | \$ | (405) | NM |
| NM |  | 1,633 |  | 952 | (42\%) |
| NM |  | 2,852 |  | 547 | (81\%) |
| (70\%) |  | 571 |  | 293 | (49\%) |
| NM |  | 2,013 |  | 1,068 | (47\%) |
| 73\% |  | $(1,711)$ |  | $(1,855)$ | (8\%) |
| - |  |  |  | - | - |
| (35\%) |  | (76) |  | (40) | 47\% |
| (69\%) |  | 226 |  | (827) | NM |
| NM |  | 2,055 |  | 1,081 | (47\%) |
| NM |  | 897 |  | 485 | (46\%) |
| NM |  | 1,158 |  | 596 | (49\%) |
| (100\%) |  | 188 |  | 108 | (43\%) |
| NM | \$ | 970 | \$ | 488 | (50\%) |
| (49\%) |  |  |  |  |  |

FY 2011 vs. FY 2010 Increase NM 81\%) (49\%) (47\%)
 47\% (46\%)
(49\%) 43\%)

```
In millions of dollars
```

Assets:
Deposits with Banks
Fed Funds Sold and Resale Agreements ${ }^{(6)}$
Trading Acco
Total Loans (net of Unearned Income) ${ }^{(8)}$
Other Interest-Earning Assets
Total Average Interest-Earning Assets
Liabilities:
Deposits (excluding deposit insurance and FDIC Assessment)
Deposit Insurance and FDIC Assessment
Total Deposits
Fed Funds Purchased and Repurchase Agreements ${ }^{\left({ }^{( }\right)}$
Trading Account Liabilities ${ }^{(7)}$
Short-Term Borrowings
Long-Term Debt ${ }^{(9)}$
Total Average Interest-Bearing Liabilities
Total Average Interest-Bearing Liabilities
(excluding deposit insurance and FDIC Assessment)

| Average Volumes |  |  |
| :---: | :---: | :---: |
| Fourth | Third | Fourth |
| Quarter | Quarter | Quarter |
| 2010 | 2011 | $20111^{(5)}$ |


| Interest |  |  |
| :---: | :---: | :---: |
| Fourth | Third | Fourth |
| Quarter | Quarter | Quarter |
| 2010 | 2011 | 2011 $^{(5)}$ |


| 353 | \$ | 423 | \$ | 408 | 0.83\% | 1.00\% | 1.03\% |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 816 |  | 948 |  | 942 | 1.32\% | 1.34\% | 1.32\% |
| 2,191 |  | 2,094 |  | 1,941 | 3.07\% | 3.01\% | 3.11\% |
| 2,592 |  | 2,037 |  | 1,950 | 3.09\% | 2.72\% | 2.68\% |
| 12,824 |  | 12,674 |  | 12,555 | 7.87\% | 7.80\% | 7.72\% |
| 180 |  | 106 |  | 140 | 1.43\% | 0.83\% | 1.18\% |
| \$ 18,956 |  | 18,282 |  | 17,936 | 4.36\% | 4.23\% | 4.26\% |
| $\begin{array}{r} \$ 1,835 \\ \\ \hline \end{array}$ | \$ | $\begin{array}{r} 1,841 \\ 387 \end{array}$ | \$ | $\begin{array}{r} 1,726 \\ \quad 358 \\ \hline \end{array}$ | 1.00\% | 1.04\% | 1.00\% |
| 2,125 |  | 2,228 |  | 2,084 | 1.16\% | 1.25\% | 1.20\% |
| 686 |  | 796 |  | 731 | 1.33\% | 1.45\% | 1.30\% |
| 102 |  | 91 |  | 65 | 0.50\% | 0.37\% | 0.34\% |
| 213 |  | 155 |  | 157 | 0.61\% | 0.49\% | 0.53\% |
| 3,016 |  | 2,760 |  | 2,675 | 3.23\% | 3.32\% | 3.33\% |
| \$ 6,142 | S | 6,030 |  | 5,712 | 1.60\% | 1.62\% | 1.59\% |
| \$ 5,852 | \$ | 5,643 |  | 5,354 | 1.53\% | 1.52\% | 1.49\% |


| \% Average Rate ${ }^{(4)}$ |  |  |
| :---: | :---: | :---: |
| Fourth | Third | Fourth |
| Quarter | Quarter | Quarter |
| 2010 | 2011 | 2011 $^{(5)}$ |


| Net Interest Revenue as a \% of Average Interest-Earning Assets (NIM) | $\mathbf{\$ 1 2 , 8 1 4}$ | $\mathbf{\$ 1 2 , 2 5 2}$ | $\$ 12,224$ |
| :--- | :---: | :---: | :---: |
| NIR as a \% of Average Interest-Earning Assets (NIM) (excluding deposit insurance and FDIC Assessment) |  |  |  |

4Q11 Increase (Decrease) From
4Q11 Increase (Decrease) (excluding deposit insurance and FDIC Assessment) From
(1) Net Interest Revenue includes the taxable equivalent adjustments (based on the U.S. federal statutory tax rate of $35 \%$ ) of $\$ 124$ million for the fourth quarter of 2010,
$\$ 138$ million for the third quarter of 2011 and $\$ 141$ million for the fourth quarter of 2011.
(2) Citigroup Average Balances and Interest Rates include both domestic and international operations
(3) Monthly averages have been used by certain subsidiaries where daily averages are unavailable.
(4) Average Rate $\%$ is calculated as annualized interest over average volumes.
(5) Preliminary.
(6) Average volumes of securities borrowed or purchased under agreements to resell and securities loaned or sold under agreements to repurchase are reported net pursuant to FIN 41 ; the related interes excludes the impact of FIN 41
(7) Interest expense on trading account liabilities of ICG is reported as a reduction of interest revenue. Interest revenue and interest expense on cash collateral positions are reported in trading account assets and trading account liabilities, respectively
(8) Nonperforming loans are included in the average loan balances
(9) Excludes hybrid financial instruments with changes recorded in Principal Transactions

Reclassified to conform to the current period's presentation and has been reclassified to exclude Discontinued Operations.

## EOP DEPOSITS

TOTAL CITIGROUP
(In billions of dollars)

4Q11 vs.

| $1 Q$ | $2 Q$ |  | $3 Q$ |  | $4 Q$ |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |

## Citicorp Deposits by Business

| Regional Consumer Banking |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| North America | \$ | 146.4 | \$ | 144.7 | \$ | 143.7 | \$ | 145.2 | \$ | 145.4 | \$ | 144.1 | \$ | 147.4 | \$ | 148.8 | 2\% |
| EMEA |  | 9.4 |  | 8.7 |  | 9.4 |  | 9.7 |  | 9.8 |  | 10.0 |  | 9.4 |  | 9.5 | (2\%) |
| Latin America |  | 40.6 |  | 40.9 |  | 41.7 |  | 46.3 |  | 48.7 |  | 49.0 |  | 43.7 |  | 44.8 | (3\%) |
| Asia |  | 98.4 |  | 97.1 |  | 105.4 |  | 107.3 |  | 109.8 |  | 112.7 |  | 109.3 |  | 109.7 | 2\% |
| Total | \$ | 294.8 | \$ | 291.4 | \$ | 300.2 | \$ | 308.5 | \$ | 313.7 | \$ | 315.8 | \$ | 309.8 | \$ | 312.8 | 1\% |
| ICG |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Securities and Banking | \$ | 120.5 | \$ | 112.4 | \$ | 115.5 | \$ | 111.4 | \$ | 115.0 | \$ | 113.8 | \$ | 104.3 | \$ | 110.9 | - |
| Transaction Services |  | 314.5 |  | 314.9 |  | 341.4 |  | 339.8 |  | 355.3 |  | 358.3 |  | 361.7 |  | 373.6 | 10\% |
| Total | \$ | 435.0 | \$ | 427.3 | \$ | 456.9 | \$ | 451.2 | \$ | 470.3 | \$ | 472.1 | \$ | 466.0 | \$ | 484.5 | 7\% |
| Total Citicorp | \$ | 729.8 | \$ | 718.7 | \$ | 757.1 | \$ | 759.7 | \$ | 784.0 | \$ | 787.9 | \$ | 775.8 | \$ | 797.3 | 5\% |

## Citi Holdings Deposits

| Brokerage and Asset Management Local Consumer Lending | \$ | 58.9 26.6 | \$ | $\begin{array}{r} 57.1 \\ 25.1 \\ \hline \end{array}$ | \$ | 56.9 25.4 | \$ | $\begin{array}{r} 57.8 \\ 21.4 \\ \hline \end{array}$ | \$ | $\begin{aligned} & 57.7 \\ & 19.4 \\ & \hline \end{aligned}$ | \$ | $\begin{aligned} & 55.2 \\ & 18.1 \\ & \hline \end{aligned}$ | \$ | $\begin{aligned} & 53.7 \\ & 17.1 \\ & \hline \end{aligned}$ | \$ | $\begin{array}{r} 54.6 \\ 9.8 \\ \hline \end{array}$ | $\begin{gathered} (6 \%) \\ (54 \%) \\ \hline \end{gathered}$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Total Citi Holdings | \$ | 85.5 | \$ | 82.2 | \$ | 82.3 | \$ | 79.2 | \$ | 77.1 | \$ | 73.3 | \$ | 70.8 | \$ | 64.4 | (19\%) |
| Corporate/Other Deposits | \$ | 12.6 | \$ | 13.1 | \$ | 10.7 | \$ | 6.1 | \$ | 4.8 | \$ | 5.1 | \$ | 4.7 | \$ | 4.2 | (31\%) |
| Deposits Related to Discontinued Operations | \$ | - | \$ | - | \$ | - | \$ | - | \$ | - | \$ | - | \$ | - | \$ | - | - |
| Total Citigroup Deposits | \$ | 827.9 | \$ | 814.0 | \$ | 850.1 | \$ | 845.0 | \$ | 865.9 | \$ | 866.3 | \$ | 851.3 | \$ | 865.9 | 2\% |

[^3]

Note: Certain small balance consumer loans included in the above lines are classified as Corporate
Reclassified to conform to the current period's presentation.
Loans on the Consolidated Balance Sheet.

## SUPPLEMENTAL DETAIL

## CONSUMER LOANS 90+DAYS DELINQUENCY AMOUNTS AND RATIOS

## BUSINESS VIEW

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

## $\frac{\text { Citicorp (2) }}{\text { Total }}$ <br> Ratio

Retail Bank (2)
Rotalio
North America (2)
Ratio
Ratio
Latin America
Ratio
Asia
Citi-Branded Cards
Total
North America
$\xrightarrow{\text { Ratio }}$
EMEA
Ratio
Ratio
Latin America
Ratio
Ratio
Citi Holdings - Local Consumer Lending (2) (3)
Ratio

## International Ratio <br> Ratio

North America Retail Partner Cards
Ratio
North America (excluding Cards) (2) (3)
Ratio
Total Citigroup (excluding Special Asset Pool) (2) (3) Ratio
cití

| Loans 90+ Days Past Due (1) |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  | $\begin{gathered} \text { EOP Loans } \\ 4 \mathrm{Q} \\ 2011 \\ \hline \end{gathered}$ |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 1Q | 2Q |  | 3Q |  | 4Q |  | 1Q |  | 2Q |  | 3Q |  | 4Q |  |  |  |
|  | 2010 |  | 2010 |  | 2010 |  | 2010 | 2011 |  | 2011 |  | 2011 |  | 2011 |  |  |  |
| \$ | $\begin{aligned} & 3,974 \\ & 1.81 \% \end{aligned}$ | \$ | $\begin{aligned} & 3,798 \\ & 1.75 \% \end{aligned}$ | \$ | $\begin{aligned} & 3,432 \\ & 1.55 \% \end{aligned}$ | \$ | $\begin{aligned} & 3,101 \\ & 1.35 \% \end{aligned}$ | \$ | $\begin{aligned} & 2,973 \\ & 1.28 \% \end{aligned}$ | \$ | $\begin{aligned} & 2,783 \\ & 1.16 \% \end{aligned}$ | \$ | $\begin{aligned} & 2,469 \\ & 1.05 \% \end{aligned}$ | \$ | $\begin{aligned} & 2,410 \\ & 0.98 \% \end{aligned}$ | \$ | 246.6 |
| \$ | $\begin{gathered} 819 \\ 0.75 \% \end{gathered}$ | \$ | $\begin{gathered} 869 \\ 0.81 \% \end{gathered}$ | \$ | $\begin{gathered} 842 \\ 0.76 \% \end{gathered}$ | \$ | $\begin{gathered} 760 \\ 0.66 \% \end{gathered}$ | \$ | $\begin{gathered} 801 \\ 0.66 \% \end{gathered}$ | \$ | $\begin{gathered} 812 \\ 0.63 \% \end{gathered}$ | \$ | $\begin{gathered} 759 \\ 0.60 \% \end{gathered}$ | \$ | $\begin{gathered} 736 \\ 0.56 \% \end{gathered}$ | \$ | 133.3 |
| \$ | $\begin{gathered} 142 \\ 0.45 \% \end{gathered}$ | \$ | $\begin{array}{r} 245 \\ 0.81 \% \end{array}$ | \$ | $\begin{gathered} 221 \\ 0.77 \% \end{gathered}$ | \$ | $\begin{gathered} 228 \\ 0.76 \% \end{gathered}$ | \$ | $\begin{array}{r} 241 \\ 0.75 \% \end{array}$ | \$ | $\begin{array}{r} 211 \\ 0.63 \% \end{array}$ | \$ | $\begin{gathered} 232 \\ 0.66 \% \end{gathered}$ | \$ | $\begin{array}{r} 235 \\ 0.63 \% \end{array}$ | \$ | 38.9 |
| \$ | $\begin{gathered} 108 \\ 2.35 \% \end{gathered}$ | \$ | $\begin{array}{r} 109 \\ 2.73 \% \end{array}$ | \$ | $\begin{array}{r} 105 \\ 2.39 \% \end{array}$ | \$ | $\begin{array}{r} 84 \\ 2.00 \% \end{array}$ | \$ | $\begin{gathered} 76 \\ 1.69 \% \end{gathered}$ | \$ | $\begin{gathered} 76 \\ 1.62 \% \end{gathered}$ | \$ | $\begin{array}{r} 65 \\ 1.51 \% \end{array}$ | \$ | $\begin{array}{r} 58 \\ 1.38 \% \end{array}$ | \$ | 4.2 |
| \$ | $\begin{gathered} 323 \\ 1.76 \% \end{gathered}$ | \$ | $\begin{gathered} 308 \\ 1.66 \% \end{gathered}$ | \$ | $\begin{gathered} 290 \\ 1.48 \% \end{gathered}$ | \$ | $\begin{gathered} 223 \\ 1.09 \% \end{gathered}$ | \$ | $\begin{array}{r} 249 \\ 1.13 \% \end{array}$ | \$ | $\begin{gathered} 259 \\ 1.09 \% \end{gathered}$ | \$ | $\begin{gathered} 239 \\ 1.09 \% \end{gathered}$ | \$ | $\begin{array}{r} 221 \\ 0.92 \% \end{array}$ | \$ | 24.0 |
| \$ | $\begin{gathered} 246 \\ 0.45 \% \end{gathered}$ | \$ | $\begin{gathered} 207 \\ 0.38 \% \end{gathered}$ | \$ | $\begin{gathered} 226 \\ 0.39 \% \end{gathered}$ | \$ | $\begin{array}{r} 225 \\ 0.37 \% \end{array}$ | \$ | $\begin{gathered} 235 \\ 0.37 \% \end{gathered}$ | \$ | $\begin{gathered} 266 \\ 0.40 \% \end{gathered}$ | \$ | $\begin{gathered} 223 \\ 0.35 \% \end{gathered}$ | \$ | $\begin{gathered} 222 \\ 0.34 \% \end{gathered}$ | \$ | 66.2 |
| \$ | $\begin{aligned} & 3,155 \\ & 2.86 \% \end{aligned}$ | \$ | $\begin{aligned} & 2,929 \\ & 2.68 \% \end{aligned}$ | \$ | $\begin{aligned} & 2,590 \\ & 2.33 \% \end{aligned}$ | \$ | $\begin{aligned} & 2,341 \\ & 2.05 \% \end{aligned}$ | \$ | $\begin{aligned} & 2,172 \\ & 1.98 \% \end{aligned}$ | \$ | $\begin{aligned} & 1,971 \\ & 1.76 \% \end{aligned}$ | \$ | $\begin{aligned} & 1,710 \\ & 1.56 \% \end{aligned}$ | \$ | $\begin{aligned} & 1,674 \\ & 1.48 \% \end{aligned}$ | \$ | 113.3 |
| \$ | $\begin{aligned} & 2,304 \\ & 2.97 \% \end{aligned}$ | \$ | $\begin{aligned} & 2,130 \\ & 2.76 \% \end{aligned}$ | \$ | $\begin{aligned} & 1,807 \\ & 2.36 \% \end{aligned}$ | \$ | $\begin{aligned} & 1,597 \\ & 2.06 \% \end{aligned}$ | \$ | $\begin{aligned} & 1,432 \\ & 1.96 \% \end{aligned}$ | \$ | $\begin{aligned} & 1,205 \\ & 1.64 \% \end{aligned}$ | \$ | $\begin{aligned} & 1,053 \\ & 1.43 \% \\ & \hline \end{aligned}$ | \$ | $\begin{aligned} & 1,004 \\ & 1.32 \% \end{aligned}$ | \$ | 75.9 |
| \$ | $\begin{gathered} 77 \\ 2.66 \% \end{gathered}$ | \$ | $\begin{gathered} 72 \\ 2.77 \% \end{gathered}$ | \$ | $\begin{gathered} 69 \\ 2.38 \% \end{gathered}$ | \$ | $\begin{gathered} 58 \\ 2.07 \% \end{gathered}$ | \$ | $\begin{aligned} & 60 \\ & 2.07 \% \end{aligned}$ | \$ | $\begin{gathered} 54 \\ 1.80 \% \end{gathered}$ | \$ | $\begin{gathered} 47 \\ 1.74 \% \end{gathered}$ | \$ | $\begin{gathered} 44 \\ 1.63 \% \end{gathered}$ | \$ | 2.7 |
| \$ | $\begin{array}{r} 510 \\ 4.21 \% \end{array}$ | \$ | $\begin{array}{r} 481 \\ 4.01 \% \end{array}$ | \$ | $\begin{array}{r} 472 \\ 3.75 \% \end{array}$ | \$ | $\begin{gathered} 446 \\ 3.33 \% \end{gathered}$ | \$ | $\begin{gathered} 445 \\ 3.30 \% \end{gathered}$ | \$ | $\begin{gathered} 462 \\ 3.25 \% \end{gathered}$ | \$ | $\begin{gathered} 396 \\ 3.07 \% \end{gathered}$ | \$ | $\begin{gathered} 412 \\ 3.01 \% \end{gathered}$ | \$ | 13.7 |
| \$ | $\begin{gathered} 264 \\ 1.51 \% \end{gathered}$ | \$ | $\begin{gathered} 246 \\ 1.40 \% \end{gathered}$ | \$ | $\begin{array}{r} 242 \\ 1.27 \% \end{array}$ | \$ | $\begin{array}{r} 240 \\ 1.18 \% \end{array}$ | \$ | $\begin{array}{r} 235 \\ 1.18 \% \end{array}$ | \$ | $\begin{array}{r} 250 \\ 1.19 \% \end{array}$ | \$ | $\begin{array}{r} 214 \\ 1.07 \% \end{array}$ | \$ | $\begin{array}{r} 214 \\ 1.02 \% \end{array}$ | \$ | 21.0 |
| \$ | $\begin{array}{r} 16,797 \\ 5.66 \% \end{array}$ | \$ | $\begin{array}{r} 14,363 \\ 5.24 \% \end{array}$ | \$ | $\begin{array}{r} 11,814 \\ 5.23 \% \end{array}$ | \$ | $\begin{gathered} 10,216 \\ 4.76 \% \end{gathered}$ | \$ | $\begin{aligned} & 8,531 \\ & 4.32 \% \end{aligned}$ | \$ | $\begin{aligned} & 7,082 \\ & 3.76 \% \end{aligned}$ | \$ | $\begin{aligned} & 6,835 \\ & 3.86 \% \end{aligned}$ | \$ | $\begin{aligned} & 6,971 \\ & 4.18 \% \end{aligned}$ | \$ | 176.0 |
| \$ | $\begin{gathered} 953 \\ 3.44 \% \end{gathered}$ | \$ | $\begin{gathered} 724 \\ 2.94 \% \end{gathered}$ | \$ | $\begin{gathered} 713 \\ 2.89 \% \end{gathered}$ | \$ | $\begin{gathered} 657 \\ 3.00 \% \end{gathered}$ | \$ | $\begin{array}{r} 571 \\ 3.15 \% \end{array}$ | \$ | $\begin{array}{r} 530 \\ 3.19 \% \end{array}$ | \$ | $\begin{gathered} 480 \\ 3.24 \% \end{gathered}$ | \$ | $\begin{gathered} 422 \\ 3.91 \% \end{gathered}$ | \$ | 10.8 |
| \$ | $\begin{aligned} & 2,374 \\ & 4.36 \% \end{aligned}$ | \$ | $\begin{aligned} & 1,996 \\ & 3.98 \% \end{aligned}$ | \$ | $\begin{aligned} & 1,739 \\ & 3.78 \% \end{aligned}$ | \$ | $\begin{aligned} & 1,601 \\ & 3.45 \% \end{aligned}$ | \$ | $\begin{aligned} & 1,300 \\ & 3.15 \% \end{aligned}$ | \$ | $\begin{aligned} & 1,059 \\ & 2.53 \% \end{aligned}$ | \$ | $\begin{aligned} & 1,016 \\ & 2.47 \% \end{aligned}$ | \$ | $\begin{aligned} & 1,054 \\ & 2.46 \% \end{aligned}$ | \$ | 42.8 |
| \$ | $\begin{gathered} 13,470 \\ 6.27 \% \end{gathered}$ | \$ | $\begin{gathered} 11,643 \\ 5.84 \% \end{gathered}$ | \$ | $\begin{aligned} & 9,362 \\ & 6.03 \% \end{aligned}$ | \$ | $\begin{aligned} & 7,958 \\ & 5.43 \% \end{aligned}$ | \$ | $\begin{aligned} & 6,660 \\ & 4.83 \% \end{aligned}$ | \$ | $\begin{aligned} & 5,493 \\ & 4.23 \% \end{aligned}$ | \$ | $\begin{aligned} & 5,339 \\ & 4.40 \% \end{aligned}$ | \$ | $\begin{aligned} & 5,495 \\ & 4.85 \% \end{aligned}$ | \$ | 122.4 |
| \$ | $\begin{array}{r} 20,771 \\ 4.03 \% \end{array}$ | \$ | $\begin{array}{r} 18,161 \\ 3.70 \% \end{array}$ | \$ | $\begin{gathered} 15,246 \\ 3.40 \% \end{gathered}$ | \$ | $\begin{gathered} 13,317 \\ 3.00 \% \end{gathered}$ | \$ | $\begin{array}{r} 11,504 \\ 2.68 \% \end{array}$ | \$ | $\begin{aligned} & 9,865 \\ & 2.30 \% \end{aligned}$ | \$ | $\begin{aligned} & 9,304 \\ & \mathbf{2 . 2 5 \%} \end{aligned}$ | \$ | $\begin{aligned} & 9,381 \\ & \mathbf{2 . 2 8 \%} \end{aligned}$ | \$ | 422.6 |

(1) The ratio of 90+ Days Past Due is calculated based on end-of-period loans, net of unearned income.
(2) The 90+ Days Past Due and related ratios for North America RCB and North America Local Consumer Lending (excluding Cards) excludes U.S. mortgage loans that are guaranteed by U.S. government-sponsored agencies since the potential loss predominantly resides with the U.S agencies. See North America Retail Consumer Banking on page 10 and Local Consumer Lending on page 29.
(3) The March 31, 2010, June 30, 2010, September 30, 2010, December 31, 2010, March 31, 2011, June 30, 2011, September 30, 2011 and December 31, 2011 Loans $90+$ Days Past Due and $30-89$ Days Past Due and related ratios for North America (ex Cards) excludes $\$ 2.9$ billion, $\$ 2.6$ billion, $\$ 2.4$ billion, $\$ 1.7$ billion, $\$ 1.5$ billion, $\$ 1.4$ billion, $\$ 1.3$ billion and $\$ 1.3$ billion, respectively, of Loans that are carried at fair value.

SUPPLEMENTAL DETAIL
CONSUMER LOANS 30-89 DAYS DELINQUENCY AMOUNTS AND RATIOS

## UUSINESS VIEW

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

## Citicorp (2) <br> Total Ratio

Retail Bank (2)
Total
Total
Ratio
North America (2)
Ratio
Ratio
EMEA
EMEA
Latin America
Ratio
Ratio
Citi-Branded Cards
Total
Ratio
North America
North An
Ratio
EMEA
Ratio
Ratio
Latin Americ
atin America
Ratio
Asia
Citi Holdings - Local Consumer Lending (2) (3)
Ratio

## International

orth America Retail Partner Card
Ratio
North America (excluding Cards) (2) (3)
otal Citigroup (excluding Special Asset Pool) (2)(3) Ratio
citi

| $c$ | Loans $30-89$ | Days Past Due (1) | EOP Loans |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| $1 Q$ | $2 Q$ | $3 Q$ | $4 Q$ | $1 Q$ | $2 Q$ | $3 Q$ | $4 Q$ | $4 Q$ |
| 2010 | 2010 | 2010 | 2010 | 2011 | 2011 | 2011 | 2011 | 2011 |


| \$ | $\begin{aligned} & 4,398 \\ & 2.01 \% \end{aligned}$ | \$ | $\begin{aligned} & 3,932 \\ & 1.82 \% \end{aligned}$ | \$ | $\begin{aligned} & 3,820 \\ & 1.72 \% \end{aligned}$ | \$ | $\begin{aligned} & 3,553 \\ & 1.55 \% \end{aligned}$ | \$ | $\begin{aligned} & 3,359 \\ & 1.45 \% \end{aligned}$ | \$ | $\begin{aligned} & 3,112 \\ & 1.30 \% \end{aligned}$ | \$ | $\begin{aligned} & 2,830 \\ & 1.20 \% \end{aligned}$ | \$ | $\begin{aligned} & 2,880 \\ & 1.17 \% \end{aligned}$ | \$ | 246.6 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| \$ | $\begin{aligned} & 1,304 \\ & 1.20 \% \end{aligned}$ | \$ | $\begin{aligned} & 1,205 \\ & 1.12 \% \end{aligned}$ | \$ | $\begin{aligned} & 1,277 \\ & 1.15 \% \end{aligned}$ | \$ | $\begin{aligned} & 1,146 \\ & 0.99 \% \end{aligned}$ | \$ | $\begin{aligned} & 1,142 \\ & 0.94 \% \end{aligned}$ | \$ | $\begin{aligned} & 1,088 \\ & 0.85 \% \end{aligned}$ | \$ | $\begin{gathered} 974 \\ 0.77 \% \end{gathered}$ | \$ | $\begin{aligned} & 1,039 \\ & 0.79 \% \end{aligned}$ | \$ | 133.3 |
| \$ | $\begin{gathered} 236 \\ 0.75 \% \end{gathered}$ | \$ | $\begin{array}{r} 241 \\ 0.80 \% \end{array}$ | \$ | $\begin{gathered} 243 \\ 0.85 \% \end{gathered}$ | \$ | $\begin{gathered} 212 \\ 0.71 \% \end{gathered}$ | \$ | $\begin{gathered} 185 \\ 0.58 \% \end{gathered}$ | \$ | $\begin{array}{r} 209 \\ 0.62 \% \end{array}$ | \$ | $\begin{gathered} 217 \\ 0.62 \% \end{gathered}$ | \$ | $\begin{gathered} 213 \\ 0.57 \% \end{gathered}$ | \$ | 38.9 |
| \$ | $\begin{gathered} 203 \\ 4.41 \% \end{gathered}$ | \$ | $\begin{gathered} 158 \\ 3.95 \% \end{gathered}$ | \$ | $\begin{array}{r} 156 \\ 3.55 \% \end{array}$ | \$ | $\begin{array}{r} 136 \\ 3.24 \% \end{array}$ | \$ | $\begin{gathered} 143 \\ 3.18 \% \end{gathered}$ | \$ | $\begin{gathered} 132 \\ 2.81 \% \end{gathered}$ | \$ | $\begin{gathered} 106 \\ 2.47 \% \end{gathered}$ | \$ | $\begin{gathered} 93 \\ 2.21 \% \end{gathered}$ | \$ | 4.2 |
| \$ | $\begin{gathered} 389 \\ 2.11 \% \end{gathered}$ | \$ | $\begin{gathered} 336 \\ 1.82 \% \end{gathered}$ | \$ | $\begin{gathered} 402 \\ 2.05 \% \end{gathered}$ | \$ | $\begin{array}{r} 265 \\ 1.30 \% \end{array}$ | \$ | $\begin{gathered} 323 \\ 1.47 \% \end{gathered}$ | \$ | $\begin{array}{r} 301 \\ 1.27 \% \end{array}$ | \$ | $\begin{gathered} 266 \\ 1.21 \% \end{gathered}$ | \$ | $\begin{array}{r} 289 \\ 1.20 \% \end{array}$ | \$ | 24.0 |
| \$ | $\begin{gathered} 476 \\ 0.88 \% \end{gathered}$ | \$ | $\begin{gathered} 470 \\ 0.86 \% \end{gathered}$ | \$ | $\begin{gathered} 476 \\ 0.82 \% \end{gathered}$ | \$ | $\begin{gathered} 533 \\ 0.88 \% \end{gathered}$ | \$ | $\begin{gathered} 491 \\ 0.77 \% \end{gathered}$ | \$ | $\begin{gathered} 446 \\ 0.67 \% \end{gathered}$ | \$ | $\begin{array}{r} 385 \\ 0.60 \% \end{array}$ | \$ | $\begin{gathered} 444 \\ 0.67 \% \end{gathered}$ | \$ | 66.2 |
| \$ | $\begin{aligned} & 3,094 \\ & 2.81 \% \end{aligned}$ | \$ | $\begin{aligned} & \text { 2,727 } \\ & \end{aligned}$ | \$ | $\begin{aligned} & 2,543 \\ & 2.29 \% \end{aligned}$ | \$ | $\begin{aligned} & 2,407 \\ & 2.11 \% \end{aligned}$ | \$ | $\begin{aligned} & \text { 2,217 } \\ & \hline \end{aligned}$ | \$ | $\begin{aligned} & 2,024 \\ & 1.81 \% \end{aligned}$ | \$ | $\begin{aligned} & 1,856 \\ & 1.70 \% \end{aligned}$ | \$ | $\begin{aligned} & 1,841 \\ & 1.62 \% \end{aligned}$ | \$ | 113.3 |
| \$ | 2,145 | \$ | 1,828 | \$ | 1,687 | \$ | 1,539 | \$ | 1,327 | \$ | 1,132 | \$ | 1,095 | \$ | 1,062 | \$ | 75.9 |
| \$ | $\begin{gathered} 2.76 \% \\ 113 \\ 3.90 \% \end{gathered}$ | \$ | $\begin{gathered} 2.3 / \% \\ 90 \\ 3.46 \% \end{gathered}$ | \$ | $\begin{gathered} 2.20 \% \\ 86 \\ 2.97 \% \end{gathered}$ | \$ | $\begin{aligned} & 72 \\ & 2.57 \% \end{aligned}$ | \$ | $\begin{aligned} & 1.81 \% \\ & 78 \\ & 2.69 \% \end{aligned}$ | \$ | $\begin{array}{r} 72 \\ 2.40 \% \end{array}$ | \$ | $\begin{gathered} 63 \\ 2.33 \% \end{gathered}$ | \$ | $\begin{gathered} 1.40 \% \\ 59 \\ 2.19 \% \end{gathered}$ | \$ | 2.7 |
| \$ | 475 | \$ | 3.485 | \$ | 442 | \$ | 456 | \$ | 454 | \$ | 2.469 | \$ | 398 | \$ | 2.199 | \$ | 13.7 |
|  | 3.93\% |  | 4.04\% |  | 3.51\% |  | 3.40\% |  | 3.36\% |  | 3.30\% |  | 3.09\% |  | 2.91\% |  |  |
| \$ | $\begin{array}{r} 361 \\ 2.06 \% \end{array}$ | \$ | $\begin{array}{r} 324 \\ 1.84 \% \end{array}$ | \$ | $\begin{gathered} 328 \\ 1.73 \% \end{gathered}$ | \$ | $\begin{array}{r} 340 \\ 1.67 \% \end{array}$ | \$ | $\begin{gathered} 358 \\ 1.79 \% \end{gathered}$ | \$ | $\begin{array}{r} 351 \\ 1.67 \% \end{array}$ | \$ | $\begin{array}{r} 300 \\ 1.50 \% \end{array}$ | \$ | $\begin{array}{r} 321 \\ 1.53 \% \end{array}$ | \$ | 21.0 |
| \$ | $\begin{gathered} 12,178 \\ 4.10 \% \end{gathered}$ | \$ | $\begin{array}{r} 11,141 \\ 4.06 \% \end{array}$ | \$ | $\begin{gathered} 10,350 \\ 4.58 \% \end{gathered}$ | \$ | $\begin{aligned} & 9,396 \\ & 4.38 \% \end{aligned}$ | \$ | $\begin{aligned} & 7,569 \\ & 3.84 \% \end{aligned}$ | \$ | $\begin{aligned} & 7,242 \\ & 3,85 \% \end{aligned}$ | \$ | $\begin{aligned} & 7,215 \\ & 4.07 \% \end{aligned}$ | \$ | $\begin{aligned} & 6,340 \\ & 3.80 \% \end{aligned}$ | \$ | 176.0 |
| \$ | $\begin{aligned} & 1,059 \\ & 3.82 \% \end{aligned}$ | \$ | $\begin{array}{r} 939 \\ 3.82 \% \end{array}$ | \$ | $\begin{gathered} 978 \\ 3.96 \% \end{gathered}$ | \$ | $\begin{gathered} 848 \\ 3.87 \% \end{gathered}$ | \$ | $\begin{array}{r} 815 \\ 4.50 \% \end{array}$ | \$ | $\begin{gathered} 726 \\ 4.37 \% \end{gathered}$ | \$ | $\begin{gathered} 677 \\ 4.57 \% \end{gathered}$ | \$ | $\begin{gathered} 498 \\ 4.61 \% \end{gathered}$ | \$ | 10.8 |
| \$ | $\begin{aligned} & 2,316 \\ & 4.25 \% \end{aligned}$ | \$ | $\begin{aligned} & 2.020 \\ & 2,090 \\ & 4.16 \% \end{aligned}$ | \$ | $\begin{aligned} & 1,914 \\ & 4.16 \% \end{aligned}$ | \$ | $\begin{aligned} & 1,685 \\ & 3.63 \% \end{aligned}$ | \$ | $\begin{aligned} & 4 ., 460 \\ & 1,44 \% \\ & 3.54 \% \end{aligned}$ | \$ | $\begin{aligned} & 1,315 \\ & 3.14 \% \end{aligned}$ | \$ | $\begin{aligned} & 1,329 \\ & 3.23 \% \end{aligned}$ | \$ | $\begin{aligned} & 1,282 \\ & 3.00 \% \end{aligned}$ | \$ | 42.8 |
| \$ | $\begin{aligned} & 8,803 \\ & 4.10 \% \end{aligned}$ | \$ | $\begin{aligned} & 8,112 \\ & 4.07 \% \end{aligned}$ | \$ | $\begin{aligned} & 7,458 \\ & 4.81 \% \end{aligned}$ | \$ | $\begin{aligned} & 6,863 \\ & 4.68 \% \end{aligned}$ | \$ | $\begin{aligned} & 5,294 \\ & 3.84 \% \end{aligned}$ | \$ | $\begin{aligned} & 5,201 \\ & 4.01 \% \end{aligned}$ | \$ | $\begin{aligned} & 5,209 \\ & 4.29 \% \end{aligned}$ | \$ | $\begin{aligned} & 4,560 \\ & 4.03 \% \end{aligned}$ | \$ | 122.4 |
| \$ | $\begin{gathered} 16,576 \\ 3.21 \% \end{gathered}$ | \$ | $\begin{gathered} 15,073 \\ 3.07 \% \end{gathered}$ | \$ | $\begin{gathered} 14,170 \\ 3.16 \% \end{gathered}$ | \$ | $\begin{gathered} 12,949 \\ 2.92 \% \end{gathered}$ | \$ | $\begin{gathered} 10,928 \\ 2.55 \% \end{gathered}$ | \$ | $\begin{gathered} 10,354 \\ 2.42 \% \end{gathered}$ | \$ | $\begin{gathered} 10,045 \\ 2.43 \% \end{gathered}$ | \$ | $\begin{aligned} & 9,220 \\ & \mathbf{2 . 2 4 \%} \end{aligned}$ | \$ | 422.6 |

(1) The ratio of 30-89 Days Past Due is calculated based on end-of-period loans, net of unearned income
(2) The 30-89 Days Past Due and related ratios for North America RCB and North America Local Consumer Lending (excluding Cards) excludes U.S. mortgage loans that are guaranteed by U.S. government-sponsored agencies since the potential loss predominantly resides with the U.S. agencies. See North America Retail Consumer Banking on page 10 and Local Consumer Lending on page 29
(3) The March 31, 2010, June 30, 2010, September 30, 2010, December 31, 2010, March 31, 2011, June 30, 2011, September 30, 2011 and December 31, 2011 Loans $90+$ Days Past Due and $30-89$ Days Past Due and related ratios for North America (ex Cards) excludes $\$ 2.9$ billion, $\$ 2.6$ billion, $\$ 2.4$ billion, $\$ 1.7$ billion, $\$ 1.5$ billion, $\$ 1.4$ billion, $\$ 1.3$ billion and $\$ 1.3$ billion, respectively, of Loans that are carried at fair value.

|  | $\begin{gathered} 1 Q \\ 2010 \\ \hline \end{gathered}$ |  | $\begin{gathered} 2 \mathrm{Q} \\ 2010 \\ \hline \end{gathered}$ |  | $\begin{array}{r} 3 Q \\ \\ \hline \end{array}$ |  | $\begin{gathered} 4 \mathrm{Q} \\ 2010 \\ \hline \end{gathered}$ |  | $\begin{gathered} 1 \mathrm{Q} \\ 2011 \\ \hline \end{gathered}$ |  | $\begin{array}{r} 2 \mathrm{Q} \\ 2011 \\ \hline \end{array}$ |  | $\begin{array}{r} 3 Q \\ 2011 \\ \hline \end{array}$ |  | $\begin{array}{r} 4 \mathrm{Q} \\ 2011 \\ \hline \end{array}$ | 4 Q 11 vs. 4Q10 Increasel (Decrease) |  | $\begin{aligned} & \text { Full } \\ & \text { Year } \\ & 2010 \\ & \hline \end{aligned}$ |  | Full <br> Year <br> 2011 | $\begin{gathered} \text { FY } 2011 \text { vs. } \\ \text { FY } 2010 \text { Increas } \\ \text { (Decrease) } \end{gathered}$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| \$ | 36,033 | \$ | 48,746 | \$ | 46,197 | \$ | 43,674 | \$ | 40,655 | \$ | 36,568 | \$ | 34,362 | \$ | 32,052 |  | \$ | 36,033 | \$ | 40,655 |  |
|  | $(9,202)$ |  | $(9,006)$ |  | $(8,499)$ |  | $(7,784)$ |  | $(7,131)$ |  | $(5,906)$ |  | $(5,217)$ |  | $(4,910)$ | 37\% |  | $(34,491)$ |  | $(23,164)$ | 33\% |
|  | 818 |  | 1,044 |  | 840 |  | 930 |  | 862 |  | 759 |  | 703 |  | 802 | (14\%) |  | 3,632 |  | 3,126 | (14\%) |
|  | $(8,384)$ |  | $(7,962)$ |  | $(7,659)$ |  | $(6,854)$ |  | $(6,269)$ |  | $(5,147)$ |  | $(4,514)$ |  | $(4,108)$ | 40\% |  | $(30,859)$ |  | $(20,038)$ | 35\% |
|  | 8,384 |  | 7,962 |  | 7,659 |  | 6,854 |  | 6,269 |  | 5,147 |  | 4,514 |  | 4,108 | (40\%) |  | 30,859 |  | 20,038 | (35\%) |
|  | (882) |  | $(1,752)$ |  | $(1,470)$ |  | $(2,419)$ |  | $(3,482)$ |  | $(1,950)$ |  | $(1,591)$ |  | $(1,411)$ | 42\% |  | $(6,523)$ |  | $(8,434)$ | (29\%) |
|  | 864 |  | 313 |  | (523) |  | 204 |  | 112 |  | (16) |  | 126 |  | (53) | NM |  | 858 |  | 169 | (80\%) |
|  | 8,366 |  | 6,523 |  | 5,666 |  | 4,639 |  | 2,899 |  | 3,181 |  | 3,049 |  | 2,644 | (43\%) |  | 25,194 |  | 11,773 | (53\%) |
|  | 12,731 |  | $(1,110)$ |  | (530) |  | (804) |  | (717) |  | (240) |  | (845) |  | (473) |  |  | 10,287 |  | $(2,275)$ |  |
| \$ | 48,746 | \$ | 46,197 | \$ | 43,674 | \$ | 40,655 | \$ | 36,568 | \$ | 34,362 | \$ | 32,052 | \$ | 30,115 |  | \$ | 40,655 | \$ | 30,115 |  |
| \$ | 1,122 | \$ | 1,054 | \$ | 1,102 | \$ | 1,066 | \$ | 1,105 | \$ | 1,097 | \$ | 1,139 | \$ | 1,136 |  | \$ | 1,066 | \$ | 1,136 |  |
| \$ | (35) | \$ | (71) | \$ | 26 | \$ | (37) | \$ | 25 | \$ | (13) | \$ | 43 | \$ | (4) |  | \$ | (117) | \$ | 51 |  |
| \$ | 49,868 | \$ | 47,251 | \$ | 44,776 | \$ | 41,721 | \$ | 37,673 | \$ | 35,459 | \$ | 33,191 | \$ | 31,251 |  | \$ | 41,721 | \$ | 31,251 |  |
|  | 6.80\% |  | 6.72\% |  | 6.73\% |  | 6.31\% |  | 5.78\% |  | 5.35\% |  | 5.07\% |  | 4.69\% |  |  |  |  |  |  |
| \$ | 18,503 | \$ | 17,524 | \$ | 17,371 | \$ | 17,075 | \$ | 15,597 | \$ | 14,722 | \$ | 13,424 | \$ | 12,656 |  |  |  |  |  |  |
|  | 30,243 |  | 28,673 |  | 26,303 |  | 23,580 |  | 20,971 |  | 19,640 |  | 18,628 |  | 17,459 |  |  |  |  |  |  |
| \$ | 48,746 | \$ | 46,197 | \$ | 43,674 | \$ | 40,655 | \$ | 36,568 | \$ | 34,362 | \$ | 32,052 | \$ | 30,115 |  |  |  |  |  |  |

(1) 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.
(2) The third quarter of 2011 includes $\$ 466$ million attributable to the reclassification of certain loan modifications as TDRs in accordance with ASU 2011-02. Substantially all of which had previously been included in the non-specific reserves.
(3) Includes all adjustments to the Allowance for Credit Losses, such as changes in the allowance from acquisitions, securitizations, foreign currency translation, purchase accounting adjustments, etc.
(4) The first quarter of 2010 includes $\$ 13.4$ billion related to the impact of consolidating entities in connection with Citigroup's adoption of SFAS 166/167 as of January $1,2010$.
(5) The second quarter of 2010 includes a reduction of an estimated $\$ 237$ million related to the announced sales of the Canada Cards portfolio and an Auto portfolio (the allowance was transferred to Assets held-for-sale). Additionally, the second quarter of 2010 includes a reduction of approximately $\$ 480$ million related to the sale or transfers to held-for-sale of U.S. Real Estate Lending Loans.
(6) The third quarter of 2010 includes a reduction of an estimated $\$ 54$ million related to the announced sale of The Student Loan Corporation (the allowance was transferred to Assets held-for-sale). Additionally, the third quarter of 2010 includes a reduction of approximately $\$ 950$ million related to the sale or transfers to held-for-sale of various U.S. loan portfolios.
(7) The fourth quarter of 2010 includes a reduction of approximately $\$ 600$ million related to the sale or transfers to held-for-sale of various U.S. loan portfolios.
(8) The first quarter of 2011 includes a reduction of approximately $\$ 560$ million related to the sale or transfers to held-for-sale of various U.S. loan portfolios and a reduction of $\$ 240$ million related to the sale of the Egg Cards business
(9) The second quarter of 2011 includes a reduction of approximately $\$ 370$ million related to the sale or transfers to held-for-sale of various U.S. loan portfolios.
(10) The third quarter of 2011 includes a reduction of approximately $\$ 300$ million related to the sale or transfers to held-for-sale of various U.S. loan portfolios and a reduction of approximately $\$ 530$ million related to foreign currency translation.
(11) The fourth quarter of 2011 includes a reduction of approximately $\$ 325$ million related to the sale or transfers to held-for-sale of various U.S. loan portfolios and a reduction of approximately $\$ 72$ million related to the transfer of Citi Belgium to held-for-sale.
(12) Represents additional credit reserves recorded as other liabilities on the Consolidated Balance Sheet.
(13) March 31, 2010, June 30, 2010, September 30, 2010, December 31, 2010, March 31, 2011, June 30, 2011, September 30, 2011 and December 31, 2011, excludes $\$ 5.4$ billion, $\$ 4.9$ billion, $\$ 5.2$ billion, $\$ 4.4$ billion, $\$ 4.4$ billion, $\$ 4.8$ billion, $\$ 5.4$ billion and $\$ 5.3$ billion, respectively, of Loans which are carried at fair value

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

## Total Citigroup Consumer Loans

Allowance for Loan Losses at Beginning of Period (1)

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

NCL's
Net Reserve Builds / (Releases)
Net Specific Reserve Builds / (Releases) (2)
Provision for Loan Losses
Other (4) (5) (6) (7) (8) (9) (10) (11)
Allowance for Loan Losses at End of Period (1) (a)
Consumer Allowance for Unfunded Lending Commitments (12) (a) Provision for Unfunded Lending Commitments

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

> Percentage of Total Consumer Loans (13)

## Total Citigroup Corporate Loans

Allowance for Loan Losses at Beginning of Period
Net Credit (Losses) / Recoveries (NCL's)
NCL's
Net Reserve Builds / (Releases)
Net Specific Reserve Builds / (Releases)
Provision for Loan Losses
Other (3)
Allowance for Loan Losses at End of Period (1) (b)
Corporate Allowance for Unfunded Lending Commitments (12) (b) Provision for Unfunded Lending Commitments
Total Allowance for Loans, Leases and
Unfunded Lending Commitments [Sum of (b)]
Corporate Allowance for Loan Losses as a
Percentage of Total Corporate Loans (14)


## The following notes relate to the tables on the prior page (page 38)

(1) 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.
2) The third quarter of 2011 includes $\$ 466$ million attributable to the reclassification of certain loan modifications as TDRs in accordance with ASU 2011-02. Substantially all of which had previously been included in the non-specific reserves
(3) Includes all adjustments to the Allowance for Credit Losses, such as changes in the allowance from acquisitions, securitizations, foreign currency translation, purchase accounting adjustments, etc.
(4) The first quarter of 2010 includes $\$ 13.4$ billion related to the impact of consolidating entities in connection with Citigroup's adoption of SFAS 166/167 as of January 1,2010
(5) The second quarter of 2010 includes a reduction of an estimated $\$ 237$ million related to the announced sales of the Canada Cards portfolio and an Auto portfolio (the allowance was transferred to Assets held-for-sale). Additionally, the second quarter of 2010 includes a reduction of approximately $\$ 480$ million related to the sale or transfers to held-for-sale of U.S. Real Estate Lending Loans.
(6) The third quarter of 2010 includes a reduction of an estimated $\$ 54$ million related to the announced sale of The Student Loan Corporation (the allowance was transferred to Assets held-for-sale). Additionally, the third quarter of 2010 includes a reduction of approximately $\$ 950$ million related to the sale or transfers to held-for-sale of various U.S. loan portfolios.
(7) The fourth quarter of 2010 includes a reduction of approximately $\$ 600$ million related to the sale or transfers to held-for-sale of various U.S. loan portfolios.
8) The first quarter of 2011 includes a reduction of approximately $\$ 560$ million related to the sale or transfers to held-for-sale of various U.S. loan portfolios and a reduction of $\$ 240$ million related to the sale of the Egg Cards business
(9) The second quarter of 2011 includes a reduction of approximately $\$ 370$ million related to the sale or transfers to held-for-sale of various U.S. loan portfolios.
(10) The third quarter of 2011 includes a reduction of approximately $\$ 300$ million related to the sale or transfers to held-for-sale of various U.S. loan portfolios and a reduction of approximately $\$ 485$ million related to foreign currency translation.

(12) Represents additional credit reserves recorded as other liabilities on the Consolidated Balance Sheet.
13) March 31, 2010, June 30, 2010, September 30, 2010, December 31, 2010, March 31, 2011, June 30, 2011, September 30, 2011 and December 31, 2011, excludes $\$ 2.9$ billion, $\$ 2.6$ billion, $\$ 2.4$ billion, $\$ 1.7$ billion 1.5 bilion, $\$ 1.4$ bilion, $\$ 1.3$ bilion and $\$ 1.3$ billion, respectively, of Loans which are carried at fair value
(14) March 31, 2010, June 30, 2010, September 30, 2010, December 31, 2010, March 31, 2011, June 30, 2011, September 30, 2011 and December 31 , 2011 excludes $\$ 2.5$ billion, $\$ 2.3$ billion $\$ 2.8$ billion $\$ 2.6$ billion $\$ 2.9$ billion $\$ 3.4$ billion $\$ 4.1$ billion and $\$ 3.9$ billion, respectively, of Loans which are carried at fair value.

## NM Not meaningful

Reclassified to conform to the current period's presentation.

## citi

$\frac{\text { Citicorp }}{\text { Net Credit Losses }}$
Credit Reserve Build / (Release)
Consumer Banking
Net Credit Losses
Credit Reserve Build / (Release)
$\frac{\text { North America Consumer Banking }}{\text { Net Credit Losses }}$
Credit Reserve Build / (Release)
Retail Banking Net Credit Losses
Credit Reserve Build / (Release)
$\frac{\text { Citi-Branded Cards }}{\text { Net Credit Losse }}$
Credit Reserve Build / (Release)
$\frac{\text { EMEA Consumer Banking }}{\text { Net Credit Losses }}$
Credit Reserve Build / (Release)
$\frac{\text { Retail Banking }}{\text { Net Credit Lo }}$
Net Credit Losses
Credit Reserve Build / (Release)
Citi-Branded Cards
Net Credit Losses
Credit Reserve Build / (Release)
Latin America Consumer Banking
Net Credit Losses
Credit Reserve Build / (Release)
Credit Reserve
Retail Banking
Net Credit Losses
Credit Reserve Build / (Release)
Citi-Branded Cards
Credit Reserve Build / (Release)
Asia Consumer Banking
Net Credit Losses
Credit Reserve Build / (Release)
Retail Banking
Credit Reserve Build / (Release)
$\frac{\text { Citi-Branded Cards }}{\text { Net Credit Losse }}$ Net Credit Losses
Credit Reserve Build / (Release)
Institutional Clients Group (ICG)
Net Credit Losses
Credit Reserve Build / (Release)
Securities and Banking
Net Credit Losses
Credit Reserve Build / (Release)
$\frac{\text { Transaction Services }}{\text { Net Credit Losses }}$
Credit Reserve Build / (Release)

| $\begin{gathered} 1 \mathrm{Q} \\ 2010 \\ \hline \end{gathered}$ |  | $\begin{gathered} 20 \\ 2010 \end{gathered}$ |  | $\begin{gathered} 3 \mathrm{Q} \\ 2010 \\ \hline \end{gathered}$ |  | $\begin{gathered} 4 \mathrm{Q} \\ 2010 \\ \hline \end{gathered}$ |  | $\begin{gathered} 1 \mathrm{Q} \\ 2011 \\ \hline \end{gathered}$ |  | $\begin{gathered} 2 \mathrm{Q} \\ 2011 \\ \hline \end{gathered}$ |  | $\begin{gathered} 3 \mathrm{Q} \\ 2011 \\ \hline \end{gathered}$ |  | $\begin{gathered} 4 \mathrm{Q} \\ 2011 \\ \hline \end{gathered}$ |  | 4 Q 11 vs. 4Q10 Increasel (Decrease) | $\begin{aligned} & \text { Full } \\ & \text { Year } \end{aligned}$$2010$ |  | $\begin{aligned} & \text { Full } \\ & \text { Year } \\ & 2011 \\ & \hline \end{aligned}$ |  | FY 2011 vs. FY 2010 Increase (Decrease) |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| \$ | $\begin{gathered} 3,142 \\ (360) \end{gathered}$ | \$ | $\begin{gathered} 2,965 \\ (639) \end{gathered}$ | \$ | $\begin{gathered} 3,020 \\ (427) \end{gathered}$ | \$ | $\begin{gathered} 2,662 \\ (741) \end{gathered}$ | \$ | $\begin{gathered} 2,318 \\ (1,258) \end{gathered}$ | \$ | $\begin{gathered} 2,153 \\ (909) \end{gathered}$ | \$ | $\begin{gathered} 1,933 \\ (630) \end{gathered}$ | \$ | $\begin{gathered} 1,903 \\ (747) \end{gathered}$ | $\begin{gathered} (29 \%) \\ (1 \%) \end{gathered}$ | \$ | $\begin{gathered} 11,789 \\ (2,167) \end{gathered}$ | \$ | $\begin{gathered} 8,307 \\ (3,544) \end{gathered}$ | $\begin{aligned} & (30 \%) \\ & (64 \%) \end{aligned}$ |
| \$ | $\begin{gathered} 3,039 \\ (183) \end{gathered}$ | \$ | $\underset{(407)}{2,922}$ | \$ | $\begin{gathered} 2,730 \\ (400) \end{gathered}$ | \$ | $\begin{gathered} 2,525 \\ (551) \end{gathered}$ | \$ | $\begin{gathered} 2,108 \\ (864) \end{gathered}$ | \$ | $\begin{gathered} 2,003 \\ (853) \end{gathered}$ | \$ | $\begin{gathered} 1,846 \\ (662) \end{gathered}$ | \$ | $\underset{(609)}{1,731}$ | $\begin{aligned} & (31 \%) \\ & (11 \%) \end{aligned}$ | \$ | $\begin{gathered} 11,216 \\ (1,541) \end{gathered}$ | \$ | $\begin{gathered} 7,688 \\ (2,988) \end{gathered}$ | $\begin{aligned} & (31 \%) \\ & (94 \%) \end{aligned}$ |
|  | $\begin{array}{r} 2,156 \\ 4 \end{array}$ |  | $\begin{array}{r} 2,127 \\ (9) \end{array}$ |  | $\begin{array}{r} 1,970 \\ 40 \end{array}$ |  | $\underset{(348)}{1,766}$ |  | $\begin{gathered} 1,440 \\ (648) \end{gathered}$ |  | $\begin{gathered} 1,306 \\ (758) \end{gathered}$ |  | $\begin{gathered} 1,155 \\ (653) \end{gathered}$ |  | $\begin{gathered} 1,048 \\ (681) \end{gathered}$ | $\begin{aligned} & (41 \%) \\ & (96 \%) \end{aligned}$ |  | $\begin{gathered} 8,019 \\ (313) \end{gathered}$ |  | $\begin{gathered} 4,949 \\ (2,740) \end{gathered}$ | $\begin{gathered} (38 \%) \\ \mathrm{NM} \end{gathered}$ |
|  | $\begin{array}{r} 73 \\ 4 \end{array}$ |  | $\begin{gathered} 79 \\ \text { (9) } \end{gathered}$ |  | $\begin{aligned} & 90 \\ & 40 \end{aligned}$ |  | $\begin{array}{r} 97 \\ 5 \end{array}$ |  | $88$ |  | $\begin{gathered} 77 \\ 7 \end{gathered}$ |  | $\begin{array}{r} 65 \\ 8 \end{array}$ |  | $\begin{array}{r} 70 \\ 5 \end{array}$ | (28\%) |  | $\begin{array}{r} 339 \\ 40 \end{array}$ |  | $\begin{array}{r} 300 \\ 21 \end{array}$ | $\begin{aligned} & (12 \%) \\ & (48 \%) \end{aligned}$ |
|  | 2,083 |  | 2,048 |  | 1,880 |  | $\begin{gathered} 1,669 \\ (353) \end{gathered}$ |  | $\begin{gathered} 1,352 \\ (649) \end{gathered}$ |  | $\begin{gathered} 1,229 \\ (765) \end{gathered}$ |  | $\begin{gathered} 1,090 \\ (661) \end{gathered}$ |  | $\begin{gathered} 978 \\ (686) \end{gathered}$ | $\begin{aligned} & (41 \%) \\ & (94 \%) \end{aligned}$ |  | $\begin{gathered} 7,680 \\ (353) \end{gathered}$ |  | $\begin{aligned} & 4,669 \\ & (2,761) \end{aligned}$ | $\left(\begin{array}{c} (39 \%) \\ \text { NM } \end{array}\right.$ |
|  | $\underset{(11)}{97}$ |  | $\begin{gathered} 84 \\ (46) \end{gathered}$ |  | $\begin{gathered} 63 \\ (48) \end{gathered}$ |  | $\begin{gathered} 72 \\ (13) \end{gathered}$ |  | $\begin{gathered} 49 \\ (34) \end{gathered}$ |  | $\begin{aligned} & 47 \\ & (55) \end{aligned}$ |  | $\begin{gathered} 49 \\ (32) \end{gathered}$ |  | $\begin{array}{r} 27 \\ 3 \end{array}$ | $\begin{gathered} (63 \%) \\ \text { NM } \end{gathered}$ |  | $\begin{gathered} 316 \\ (118) \end{gathered}$ |  | ${ }_{(118)}^{172}$ | $\begin{gathered} (46 \%) \\ 0 \% \end{gathered}$ |
|  | $\begin{aligned} & 47 \\ & (7) \end{aligned}$ |  | $\begin{gathered} 45 \\ (21) \end{gathered}$ |  | $\begin{gathered} 32 \\ (18) \end{gathered}$ |  | $\begin{aligned} & 43 \\ & (7) \end{aligned}$ |  | $\begin{gathered} 23 \\ (12) \end{gathered}$ |  | $\begin{gathered} 24 \\ (29) \end{gathered}$ |  | $\begin{gathered} 29 \\ (20) \end{gathered}$ |  | $\begin{array}{r} 11 \\ 6 \end{array}$ | $\begin{gathered} (74 \%) \\ \mathrm{NM} \end{gathered}$ |  | $\begin{gathered} 167 \\ (53) \end{gathered}$ |  | $\begin{aligned} & 87 \\ & (55) \end{aligned}$ | $\begin{aligned} & (48 \%) \\ & (4 \%) \end{aligned}$ |
|  | $\begin{aligned} & 50 \\ & (4) \end{aligned}$ |  | $\begin{gathered} 39 \\ (25) \end{gathered}$ |  | $\begin{gathered} 31 \\ (30) \end{gathered}$ |  | $\begin{aligned} & 29 \\ & (6) \end{aligned}$ |  | $\begin{gathered} 26 \\ (22) \end{gathered}$ |  | $\begin{gathered} 23 \\ (26) \end{gathered}$ |  | $\begin{gathered} 20 \\ (12) \end{gathered}$ |  | $\begin{aligned} & 16 \\ & (3) \end{aligned}$ | $\begin{aligned} & (45 \%) \\ & 50 \% \end{aligned}$ |  | $\begin{aligned} & 149 \\ & (65) \end{aligned}$ |  | $\begin{aligned} & 85 \\ & (63) \end{aligned}$ | $\begin{gathered} (43 \%) \\ 3 \% \end{gathered}$ |
|  | $\begin{gathered} 509 \\ (138) \end{gathered}$ |  | $\begin{gathered} 457 \\ (240) \end{gathered}$ |  | $\begin{gathered} 451 \\ (298) \end{gathered}$ |  | $\begin{gathered} 451 \\ (147) \end{gathered}$ |  | $\begin{aligned} & 407 \\ & (147) \end{aligned}$ |  | $\begin{gathered} 425 \\ (21) \end{gathered}$ |  | $\begin{gathered} 406 \\ 63 \end{gathered}$ |  | $\begin{gathered} 446 \\ 38 \end{gathered}$ | $\begin{gathered} (1 \%) \\ \mathrm{NM} \end{gathered}$ |  | $\stackrel{\substack{1,868 \\(823)}}{ }$ |  | $\begin{array}{r} 1,684 \\ (67) \end{array}$ | $\begin{gathered} (10 \%) \\ 92 \% \end{gathered}$ |
|  | $\begin{aligned} & 91 \\ & (7) \end{aligned}$ |  | $\begin{gathered} 96 \\ (28) \end{gathered}$ |  | $\begin{aligned} & 129 \\ & (53) \end{aligned}$ |  | $\begin{array}{r} 123 \\ 3 \end{array}$ |  | $\begin{gathered} 103 \\ (69) \end{gathered}$ |  | $\begin{gathered} 117 \\ 23 \end{gathered}$ |  | $\begin{gathered} 113 \\ 76 \end{gathered}$ |  | $\begin{gathered} 142 \\ 16 \end{gathered}$ | $\begin{aligned} & \text { 15\% } \\ & \text { NM } \end{aligned}$ |  | $\begin{gathered} 439 \\ (85) \end{gathered}$ |  | $\begin{gathered} 475 \\ 46 \end{gathered}$ | $\begin{aligned} & 8 \% \\ & \text { NM } \end{aligned}$ |
|  | $\begin{gathered} 418 \\ (131) \end{gathered}$ |  | $\begin{gathered} 361 \\ (212) \end{gathered}$ |  | $\begin{gathered} 322 \\ (245) \end{gathered}$ |  | $\begin{gathered} 328 \\ (150) \end{gathered}$ |  | $\begin{gathered} 304 \\ (78) \end{gathered}$ |  | $\begin{aligned} & 308 \\ & (44) \\ & \hline \end{aligned}$ |  | $\begin{gathered} 293 \\ (13) \end{gathered}$ |  | $\begin{array}{r} 304 \\ 22 \end{array}$ | $\begin{aligned} & (7 \%) \\ & \mathrm{NM} \end{aligned}$ |  | $\underset{(738)}{1,429}$ |  | $\begin{gathered} 1,209 \\ (113) \end{gathered}$ | $\begin{gathered} (15 \%) \\ 85 \% \end{gathered}$ |
|  | $\begin{gathered} 277 \\ (38) \end{gathered}$ |  | $\begin{gathered} 254 \\ (112) \end{gathered}$ |  | $\begin{gathered} 246 \\ (94) \\ \hline \end{gathered}$ |  | $\begin{gathered} 236 \\ (43) \end{gathered}$ |  | $\begin{gathered} 2121 \\ (35) \end{gathered}$ |  | $\begin{gathered} 225 \\ (19) \end{gathered}$ |  | $\begin{gathered} 236 \\ (40) \end{gathered}$ |  | $\begin{gathered} 210 \\ 31 \end{gathered}$ | $\stackrel{(11 \%)}{\mathrm{NM}}$ |  | $\begin{gathered} 1,013 \\ (287) \end{gathered}$ |  | $\begin{gathered} 883 \\ (63) \\ \end{gathered}$ | $\begin{gathered} (13 \%) \\ 78 \% \end{gathered}$ |
|  | $\begin{gathered} 78 \\ (17) \end{gathered}$ |  | $\begin{gathered} 83 \\ (34) \end{gathered}$ |  | $\begin{gathered} 82 \\ (29) \end{gathered}$ |  | $\begin{gathered} 79 \\ (18) \end{gathered}$ |  | $\begin{aligned} & 63 \\ & (8) \end{aligned}$ |  | $\begin{aligned} & 80 \\ & (3) \end{aligned}$ |  | $\begin{gathered} 88 \\ (15) \end{gathered}$ |  | $\begin{aligned} & 81 \\ & 25 \end{aligned}$ | $\begin{aligned} & 3 \% \\ & \text { NM } \end{aligned}$ |  | $\begin{gathered} 322 \\ (98) \end{gathered}$ |  | 312 $(1)$ | $\begin{aligned} & (3 \%) \\ & 99 \% \end{aligned}$ |
|  | $\begin{aligned} & 199 \\ & (21) \end{aligned}$ |  | $\begin{gathered} 171 \\ (78) \end{gathered}$ |  | $\begin{aligned} & 164 \\ & (65) \\ & (1) \end{aligned}$ |  | $\begin{aligned} & 157 \\ & (25) \\ & \hline \end{aligned}$ |  | $\begin{aligned} & 149 \\ & (27) \end{aligned}$ |  | $\begin{gathered} 145 \\ (16) \end{gathered}$ |  | $\begin{gathered} 148 \\ (25) \\ \hline \end{gathered}$ |  | $\begin{array}{r} 129 \\ 6 \end{array}$ | $\stackrel{(18 \%)}{\mathrm{NM}}$ |  | $\begin{gathered} 691 \\ (189) \end{gathered}$ |  | $\begin{gathered} 571 \\ (62) \end{gathered}$ | $\begin{gathered} (17 \%) \\ 67 \% \end{gathered}$ |
|  | $\begin{gathered} 103 \\ (177) \end{gathered}$ |  | $\begin{gathered} 43 \\ (232) \end{gathered}$ |  | $\begin{gathered} 290 \\ (27) \end{gathered}$ |  | $\begin{gathered} 137 \\ (190) \end{gathered}$ |  | $\begin{gathered} 210 \\ (394) \end{gathered}$ |  | $\begin{aligned} & 150 \\ & (56) \end{aligned}$ |  | $\begin{aligned} & 87 \\ & 32 \end{aligned}$ |  | $\begin{gathered} 172 \\ (138) \end{gathered}$ | $\begin{aligned} & 26 \% \\ & 27 \% \end{aligned}$ |  | $\begin{gathered} 573 \\ (626) \end{gathered}$ |  | $\begin{gathered} 619 \\ (556) \end{gathered}$ | $\begin{aligned} & 8 \% \\ & 11 \% \end{aligned}$ |
|  | $\begin{gathered} 102 \\ (158) \end{gathered}$ |  | $\begin{gathered} 44 \\ (199) \end{gathered}$ |  | $289$ (11) |  | $\begin{gathered} 134 \\ (194) \end{gathered}$ |  | $\begin{gathered} 203 \\ (394) \end{gathered}$ |  | $\begin{gathered} 151 \\ (83) \end{gathered}$ |  | $\begin{aligned} & 70 \\ & 50 \end{aligned}$ |  | $\begin{gathered} 178 \\ (145) \end{gathered}$ | $\begin{aligned} & 33 \% \\ & \text { 25\% } \end{aligned}$ |  | $\begin{gathered} 567 \\ (562) \end{gathered}$ |  | $\begin{gathered} 602 \\ (572) \end{gathered}$ | $\begin{gathered} 6 \% \\ (2 \%) \end{gathered}$ |
|  | $\underset{(19)}{1}$ |  | $(33)$ |  | $\left(\begin{array}{c} 16) \end{array}\right.$ |  | $\begin{aligned} & 3 \\ & 4 \end{aligned}$ |  | 7 |  | $\begin{aligned} & (1) \\ & 27 \end{aligned}$ |  | $\underset{(18)}{17}$ |  | $\stackrel{(6)}{7}$ | $\begin{aligned} & \text { NM } \\ & 75 \% \end{aligned}$ |  | $\begin{gathered} 6 \\ (64) \end{gathered}$ |  | $\begin{aligned} & 17 \\ & 16 \end{aligned}$ | $\begin{aligned} & \mathrm{NM} \\ & \mathrm{NM} \end{aligned}$ |
| \$ | 2,782 | \$ | 2,326 | \$ | 2,593 | \$ | 1,921 | \$ | 1,060 | \$ | 1,244 | \$ | 1,303 | \$ | 1,156 | (40\%) | \$ | 9,622 | \$ | 4,763 | (50\%) |

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

## citi

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

Consumer Non-Accrual Loans By Region (2)


OTHER REAL ESTATE OWNED AND OTHER REPOSSESSED ASSETS
${ }_{\text {ICG }}$ Regional Consumer Banking
Brokerage and Asset Management
Local Consumer Lending
Special Asset Pool
total other real estate owned (OREO) (3)
OREO By Region:
North Ame
EMEA
Latin America
$\stackrel{\text { Asia }}{\text { Total }}$
Other Repossessed Assets (4)


| \$ | 1,291 | \$ | 1,422 | \$ | 1,470 | \$ | 1,440 | \$ | 1,331 | \$ | 1,245 | \$ | 1,222 | \$ | 441 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 134 |  | 146 |  | 164 |  | 161 |  | 140 |  | 133 |  | 79 |  | 73 |
|  | 51 |  | 49 |  | 53 |  | 47 |  | 52 |  | 55 |  | 56 |  | 51 |
|  | 45 |  | 56 |  | 54 |  | 55 |  | 54 |  | 1 |  |  |  | 1 |
| \$ | 1,521 | \$ | 1,673 | \$ | 1,741 | \$ | 1,703 | \$ | 1,577 | \$ | 1,434 | S | 1,357 | \$ | 566 |

Non-Accrual Assets (NAA)(5)
Corporate Non-Accrual Loans
Non-Accrual Loans (NAL)
OREO
Other Repossessed Assets
Non-Accrual Assets (NAA)
NAL as a \% of Total Loans
NAA as a \% of Total Assets
Allowance for Loan Losses as a \% of NAL

| \$ | $\begin{array}{r} 12,943 \\ 15,625 \\ \hline \end{array}$ | \$ | $\begin{aligned} & 11,049 \\ & 13,763 \\ & \hline \end{aligned}$ | \$ | $\begin{array}{r} 9,959 \\ 12,460 \\ \hline \end{array}$ | \$ | $\begin{array}{r} 8,620 \\ 10,787 \\ \hline \end{array}$ | \$ | $\begin{array}{r} 5,491 \\ 9,321 \\ \hline \end{array}$ | $\begin{array}{r} 4,832 \\ 8,401 \\ \hline \end{array}$ |  | \$ | $\begin{aligned} & 3,236 \\ & 7,990 \\ & \hline \end{aligned}$ | $\begin{aligned} & (62 \%) \\ & (26 \%) \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 28,568 |  | 24,812 |  | 22,419 |  | 19,407 |  | 14,812 | 13,233 | 12,117 |  | 11,226 | (42\%) |
|  | 1,521 |  | 1,673 |  | 1,741 |  | 1,703 |  | 1,577 | 1,434 | 1,357 |  | 566 | (67\%) |
|  | 64 |  | 55 |  | 38 |  | 28 |  | 21 | 18 | 24 |  | 1 | (96\%) |
| \$ | 30,153 | \$ | 26,540 | \$ | 24,198 | \$ | 21,138 | \$ | 16,410 | \$ 14,685 | \$ 13,498 | \$ | 11,793 | (44\%) |
|  | 3.96\% |  | 3.58\% |  | 3.43\% |  | 2.99\% |  | 2.32\% | 2.04\% | 1.90\% |  | 1.73\% |  |
|  | 1.51\% |  | 1.37\% |  | 1.22\% |  | 1.10\% |  | 0.84\% | 0.75\% | 0.70\% |  | 0.63\% |  |
|  | 171\% |  | 186\% |  | 195\% |  | 209\% |  | 247\% | 260\% | 265\% |  | 268\% |  |

(1) Corporate loans are placed on non-accrual status based upon a review by Citigroup's Risk officers. Corporate non-accrual loans may still be current on interest payments. With limited exceptions, the following practices are applied for Consumer loans. Consumer loans, excluding credit cards and mortgages, are placed on non-accrual status at 90 days past due, and are charged off at 120 days past due. Residential mortgage loans are placed on non-accrual status at 90 days past due and written down to net realizable value at 180 days past due. Consistent with industry conventions, Citigroup generally accrues interest on credit card loans until such loans are charged off, which typically ccurs at 180 days contractual delinquency. As such, the non-accrual loan disclosures do not include credit card loans.
(2) Excludes SOP $3-03$ purchased distressed loans.
(3) Represents the carrying value of all property acquired by foreclosure or other legal proceedings when Citigroup has taken possession of the collateral
(4) Primarily transportation equipment, carried at lower of cost or fair value, less costs to sell
(5) There is no industry-wide definition of non-accrual assets. As such, analysis against the industry is not always comparable.

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


```
Non-Accrual Loans (1)
```

Non-Accrual Loans (1)
Non-Accrual Loans (1)
Non-Accrual Loans (1)
North America
North America
Matia
Matia
Asia
Asia
Total
Total
Consumer Non-Accrual Loans By Region (2)
Consumer Non-Accrual Loans By Region (2)
N North America
N North America
EMEA
EMEA
c
c
Total

```
OTHER REAL ESTATE OWNED AND OTHER REPOSSESSED ASSETS
ICG
Regional Consumer Bankin
TOTAL OTHER REAL ESTATE OWNED (OREO) (3)
Total

\section*{Other Repossessed Assets (4)}

\section*{Non-Acrrual Assets (NAA) (5)}

Corporate Non-Accrual Loans
Consumer Non-Accrual Basis Loans
Non-Accrual Loans (NAL)
oreo
Other Repossessed Assets
Non-Accrual Assets (NAA)



OTHER REAL ESTATE OWNED AND OTHER REPOSSESSED ASSETS
ICG
Regional Consumer Banking
\(\$ \quad 8\)
\(\begin{array}{lllll}46 & \$ & 830 & \$ & 842 \\ 35 & & 36 & & 37\end{array}\)
\(\begin{array}{r}\$ 796 \\ \\ \hline\end{array}\)
\(796 \quad \$\)
33 \$ \(\begin{array}{r}76 \\ 40 \\ \hline\end{array}\) \(\qquad\) (97\%)
\(60 \%\)
 (91\%)
TOTAL OTHER REAL ESTATE OWNED (OREO) (3) \(\square\)
\(\qquad\)
```

OREO By Region:

```
OREO By Region:
    North America
    North America
    Latin America
    Latin America
    Asia
Asia
```


$\qquad$

| \$ | $\begin{array}{r} 2,986 \\ 2,038 \\ \hline \end{array}$ | \$ | $\begin{array}{r} 2,586 \\ 1,924 \\ \hline \end{array}$ | \$ | $\begin{array}{r} 2,973 \\ 1,955 \\ \hline \end{array}$ | \$ | $\begin{array}{r} 3,091 \\ 1,818 \\ \hline \end{array}$ | \$ | $\begin{array}{r} 3,266 \\ 1,836 \\ \hline \end{array}$ | \$ | $\begin{aligned} & 2,986 \\ & 1,860 \\ & \hline \end{aligned}$ | \$ | $\begin{array}{r} 2,861 \\ 1,703 \\ \hline \end{array}$ | \$ | $\begin{array}{r} 2,217 \\ 1,801 \\ \hline \end{array}$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 5,024 |  | 4,510 |  | 4,928 |  | 4,909 |  | 5,102 |  | 4,846 |  | 4,564 |  | 4,018 |
|  | 881 <br> N/A |  | 866 <br> N/A |  | $879$ |  | $826$ |  | $\begin{aligned} & 776 \\ & \text { N/A } \\ & \hline \end{aligned}$ |  | $\begin{aligned} & 810 \\ & \text { N/A } \end{aligned}$ |  | $\begin{aligned} & 810 \\ & \text { N/A } \end{aligned}$ |  | 71 N/A |
| \$ | 5,905 | \$ | 5,376 | \$ | 5,807 | \$ | 5,735 | \$ | 5,878 | \$ | 5,656 | \$ | 5,374 | \$ | 4,089 |
|  | 0.48\% |  | 0.44\% |  | 0.45\% |  | 0.45\% |  | 0.44\% |  | 0.41\% |  | 0.39\% |  | 0.31\% |
|  | 368\% |  | 389\% |  | 352\% |  | 348\% |  | 306\% |  | 304\% |  | 294\% |  | 315\% |

Allowance for Loan Losses as a \% of NAL
N/A Not Available at the Citicorp level. See "Non-Accrual Assets - Page 1" (on page 41) for Total Citigroup balances.
(1) Corporate loans are placed on non-accrual status based upon a review by Citigroup's Risk officers. Corporate non-accrual loans may stilu
be current on interest payments. With limited exceptions, the following practices are applied for Consumer loans. Consumer loans, excluding
credit cards and mortgages, are placed on non-accrual status at 90 days past due, and are charged off at 120 days past due. Residential
mortgage loans are placed on non-accrual status at 90 days past due and written down to net realizable value at 180 days past due
Consistent with industry conventions, Citigroup generally accrues interest on credit card loans until such loans are charged off, which typically
occurs at 180 days contractual delinquency. As such, the non-accrual loan disclosures do not include credit card loans.
(2) Excludes SOP 3 -03 purchased distressed loans.
(3) Represents the carrying value of all property acquired by foreclosure or other legal proceedings when Citigroup has taken possession of the collateral.
(4) Primarily transportation equipment, carried at lower of cost or fair value, less costs to sell.
(5) There is no industry-wide definition of non-accrual assets. As such, analysis against the industry is not always comparable.

## NM Not meaningful


orporate Non-Accrual Loans By
EMEA
EMEA
Latin America
${ }_{\text {Asia }}$
Consumer Non-Accrual Loans By Region (2)
North America
EMEA
EMEA
Latin America
Asia
${ }_{\text {otal }}{ }^{\text {Asia }}$


OTHER REAL ESTATE OWNED AND OTHER REPOSSESSED ASSETS

Brokerage and Asset Management
Local Consumer Lending
Local Consumer Lendin
TOTAL OTHER REAL ESTATE OWNED (OREO) (3)
OREO By Region:
North America
North America
EMEA
Latin America
${ }_{\text {Total }}{ }^{\text {Asia }}$
Other Repossessed Assets (4)
Non-Accrual Assets (NAA) (5)
Corporate Non-Accrual Loans
Consumer Non-Accrual Basis Loans
Non-Accrual Loans (NAL)
REO
ORter Repossessed Assets
Non-Accrual Assets (NAA)
AA as a \% of Total Assets
Allowance for Loan Losses as a \% of NAL
$\qquad$

588 $\qquad$ $\begin{array}{lll}- & \$ & \\ 621 \\ 179\end{array}$ \begin{tabular}{lll}

- \& $\$$ \& - <br>
674 \& \& 707 <br>
181 \& \& 156 <br>
\hline
\end{tabular} $\qquad$

$\qquad$ |  | $\$$ | - |
| :--- | :--- | :--- |
| 98 |  | 442 |
|  |  | 92 | | 42 |
| :--- |
| 92 | $\qquad$ $\begin{array}{r}393 \\ 87 \\ \hline\end{array}$



N/A Not Available at the Citi Holdings level. See "Non-Accrual Assets - Page 1" (on page 41) for Total Citigroup balances.
Corporate loans are placed on non-accrual status based upon a review by Citigroup's Risk officers. Corporate non-accrual loans may still
be current on interest payments. With limited exceptions, the following practices are applied for Consumer loans. Consumer loans, excluding
credit cards and mortgages, are placed on non-accrual status at 90 days past due, and are charged off at 120 days past due. Residential
mortgage loans are placed on non-accrual status at 90 days past due and written down to net realizable value at 180 days past due.
Consistent with industry conventions, Citigroup generally accrues interest on credit card loans until such loans are charged offt, which typically
Excludes SOP $3-03$ purchased distressed loans.
(2) Excludes SOP 3 -03 purchased distressed loans.
(4) Primarily transportation equipment, carried at lower of cost or fair value, less costs to sell.
(5) There is no industry-wide definition of non-accrual assets. As such, analysis against the industry is not always comparable.

NM Not meaningful
Reclassified to conform to the current period's presentation.
(In millions of dollars)

Tangible Book Value Per Share and Tangible Common Equity (TCE) (and related ratio) are non-GAAP financial measures. TCE, as defined by Citigroup, represents Common equity less Goodwill and Intangible assets (excluding MSRs) net of the related deferred taxes. Other companies may calculate TCE in a manner different from Citigroup. A reconciliation of Citigroup's total stockholders' equity to TCE and Tangible Book Value per Share follows:

| $\begin{gathered} 1 Q \\ 2010 \end{gathered}$ | $\begin{gathered} 2 Q \\ 2010 \end{gathered}$ | $\begin{gathered} 3 Q \\ 2010 \end{gathered}$ | $\begin{gathered} 4 Q \\ 2010 \end{gathered}$ |  | $\begin{gathered} 1 Q \\ 2011 \end{gathered}$ | $\begin{gathered} 2 Q \\ 2011 \end{gathered}$ |  | $\begin{gathered} 3 Q \\ 2011 \end{gathered}$ | $\begin{gathered} 4 \mathrm{Q} \\ 2011 \\ \hline \end{gathered}$ |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| \$ 151,109 | \$ 154,494 | \$ 162,601 | \$ 163,156 | \$ | 170,725 | \$ 176,052 | \$ | 177,060 | \$ | 177,494 |
| 25,662 | 25,201 | 25,797 | 26,152 |  | 26,339 | 26,621 |  | 25,496 |  | 25,413 |
| 8,277 | 7,868 | 7,705 | 7,504 |  | 7,280 | 7,136 |  | 6,800 |  | 6,600 |
| - | - | - |  |  | 165 | - |  | - |  |  |
| 45 | 66 | - |  |  | - |  |  |  |  |  |
| 65 | 62 | 59 | 56 |  | 53 | 50 |  | 47 |  | 44 |
| \$ 117,060 | \$ 121,297 | \$ 129,040 | \$ 129,444 | \$ | 136,888 | \$ 142,245 | \$ | 144,717 | \$ | 145,437 |
| 2,862.0 | 2,897.5 | 2,905.0 | 2,905.8 |  | 2,920.6 | 2,917.9 |  | 2,923.7 |  | 2,923.9 |
| \$ 40.90 | \$ 41.86 | \$ 44.42 | \$ 44.55 | \$ | 46.87 | \$ 48.75 | \$ | 49.50 | \$ | 49.74 |

Reclassified to conform to the current period's presentation.


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

[^1]:    (1) Also includes Ne
    (2) Average loans, EOP loans and the related consumer delinquency amounts and ratios include interest and fees receivables balances
    (3) Average Yield is gross interest revenue earned divided by average loans.
    4) Net Interest Revenue includes certain fees that are recorded as interest revenue.

[^2]:    NM Not meaningful

[^3]:    Reclassified to conform to the current period's presentation.

