# UNITED STATES <br> SECURITIES AND EXCHANGE COMMISSION <br> WASHINGTON, D.C. 20549 

## FORM 8-K

## CURRENT REPORT

Pursuant to Section 13 or 15(d) of the Securities Exchange Act of 1934
Date of Report (Date of earliest event reported) April 16, 2015

## Citigroup Inc.

(Exact name of registrant as specified in its charter)

Delaware<br>(State or other jurisdiction<br>of incorporation)

## $1-9924$

(Commission
File Number)

52-1568099
(IRS Employer
Identification No.)

399 Park Avenue, New York, New York

10022
(Address of principal executive offices)
(Zip Code)
(212) 559-1000
(Registrant's telephone number, including area code)

Check the appropriate box below if the Form 8-K filing is intended to simultaneously satisfy the filing obligation of the registrant under any of the following provisions:
$\square \quad$ Written communications pursuant to Rule 425 under the Securities Act (17 CFR 230.425)
$\square \quad$ Soliciting material pursuant to Rule 14a-12 under the Exchange Act (17 CFR 240.14a-12)
$\square$ Pre-commencement communications pursuant to Rule 14d-2(b) under the Exchange Act (17 CFR 240.14d-2(b))
$\square \quad$ Pre-commencement communications pursuant to Rule 13e-4(c) under the Exchange Act (17 CFR 240.13e-4(c))

## CITIGROUP INC.

## Current Report on Form 8-K

## Item 2.02 Results of Operations and Financial Condition.

On April 16, 2015, Citigroup Inc. announced its results for the quarter ended March 31, 2015. A copy of the related press release, filed as Exhibit 99.1 to this Form 8-K, is incorporated herein by reference in its entirety and shall be deemed to be "filed" for purposes of the Securities Exchange Act of 1934, as amended (the Act).

In addition, a copy of the Citigroup Inc. Quarterly Financial Data Supplement for the quarter ended March 31, 2015 is being furnished as Exhibit 99.2 to this Form 8-K and shall not be deemed to be "filed" for purposes of Section 18 of the Act or otherwise subject to the liabilities of that section.

## Item 9.01 Financial Statements and Exhibits.

(d) Exhibits.

## Exhibit Number

Press Release, dated April 16, 2015, issued by Citigroup Inc.
99.2 Citigroup Inc. Quarterly Financial Data Supplement for the quarter ended March 31, 2015.

## SIGNATURE

Pursuant to the requirements of the Securities Exchange Act of 1934, the registrant has duly caused this report to be signed on its behalf by the undersigned hereunto duly authorized.

## CITIGROUP INC.

Dated: April 16, 2015
By: $\begin{aligned} & \text { /s/ JEFFREY R. WALSH } \\ & \\ & \\ & \\ & \text { Jeffrey R. Walsh } \\ & \text { Controller and Chief Accounting Officer }\end{aligned}$
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## EXHIBIT INDEX

## Exhibit Number

99.1

Press Release, dated April 16, 2015, issued by Citigroup Inc.
99.2

Citigroup Inc. Quarterly Financial Data Supplement for the quarter ended March 31, 2015.

For Immediate Release
Citigroup Inc. (NYSE: C)
April 16, 2015

# CITIGROUP REPORTS FIRST QUARTER 2015 EARNINGS PER SHARE OF \$1.51; \$1.52 EXCLUDING CVA/DVA(1) <br> NET INCOME OF \$4.8 BILLION <br> REVENUES OF \$19.7 BILLION; \$19.8 BILLION EXCLUDING CVA/DVA <br> RETURN ON AVERAGE ASSETS OF $1.05 \%$ EXCLUDING CVA/DVA <br> CITICORP EFFICIENCY RATIO OF 54\% 

NET INTEREST MARGIN OF $\mathbf{2 . 9 2 \%}$
UTILIZED APPROXIMATELY \$1.2 BILLION OF DEFERRED TAX ASSETS
COMMON EQUITY TIER 1 CAPITAL RATIO OF 11.0\% (2)
SUPPLEMENTARY LEVERAGE RATIO OF $64 \%(3)$
SUPPLEMENTARY LEVERAGE RATIO OF 6.4\% (3)
BOOK VALUE PER SHARE OF \$66.79
TANGIBLE BOOK VALUE PER SHARE OF \$57.66(4)

## CITI HOLDINGS ASSETS OF \$122 BILLION DECLINED 19\% FROM PRIOR YEAR PERIOD AND REPRESENTED 7\% OF TOTAL CITIGROUP ASSETS AT QUARTER END

New York, April 16, 2015 - Citigroup Inc. today reported net income for the first quarter 2015 of $\$ 4.8$ billion, or $\$ 1.51$ per diluted share, on revenues of $\$ 19.7$ billion. This compared to net income of $\$ 3.9$ billion, or $\$ 1.23$ per diluted share, on revenues of $\$ 20.2$ billion for the first quarter 2014.

CVA/DVA was negative $\$ 73$ million (negative $\$ 47$ million after-tax) in the first quarter 2015, compared to $\$ 7$ million ( $\$ 4$ million after-tax) in the prior year period. First quarter 2014 results also included a $\$ 210$ million tax charge (5) (recorded in Corporate/Other ). Excluding CVA/DVA, revenues were $\$ 19.8$ billion, down $2 \%$ from the prior year period. Excluding CVA/DVA and the tax item in the prior year period, earnings were $\$ 1.52$ per diluted share, up $17 \%$ from prior year earnings of $\$ 1.30$ per diluted share.

Michael Corbat, Chief Executive Officer of Citigroup, said, "We had a strong quarter overall, particularly in executing against our top strategic priorities. While some businesses faced revenue headwinds, we grew loans and deposits in our core businesses and gained wallet share among our target clients. We tightly managed our expenses, helping to achieve positive operating leverage in Citicorp and we are on track to hit our financial targets for the year.
"Citi Holdings was profitable again and we announced the sale of OneMain, the largest business remaining in Holdings. We utilized $\$ 1.2$ billion of deferred tax assets, helping increase our Common Equity Tier 1 Capital ratio to $11.0 \%$ and our Supplementary Leverage Ratio to $6.4 \%$.
"We were pleased that the Federal Reserve did not object to our capital plan so we can now begin meaningful capital return to our shareholders. We remain committed to building a safer and stronger institution and we will continue to make the necessary investments to ensure we have a sustainable capital planning process," Mr. Corbat concluded.

| Citigroup <br> (\$ in millions, except per share amounts) | 1Q'15 |  | 4Q'14 |  | 1Q'14 |  | QoQ\% | YoY\% |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Citicorp |  | 17,902 |  | 16,095 |  | 18,221 | $11 \%$ | -2 \% |
| Citi Holdings |  | 1,834 |  | 1,804 |  | 1,985 | $2 \%$ | -8\% |
| Total Revenues | \$ | 19,736 | \$ | 17,899 | \$ | 20,206 | $10 \%$ | -2\% |
| Adjusted Revenues(a) | \$ | 19,809 | \$ | 17,892 | \$ | 20,199 | $11 \%$ | -2\% |
| Expenses | \$ | 10,884 | \$ | 14,426 | \$ | 12,149 | -25\% | -10\% |
| Net Credit Losses |  | 1,957 |  | 2,248 |  | 2,439 | -13\% | -20\% |
| Loan Loss Reserve Build/(Release)(b) |  | (239) |  | (441) |  | (673) | $46 \%$ | 64 \% |
| Provision for Benefits and Claims |  | 197 |  | 206 |  | 208 | -4\% | -5 \% |
| Total Cost of Credit | \$ | 1,915 | \$ | 2,013 | \$ | 1,974 | -5\% | -3\% |
| Income (Loss) from Cont. Ops. Before Taxes | \$ | 6,937 | \$ | 1,460 | \$ | 6,083 | NM | $14 \%$ |
| Provision for Income Taxes |  | 2,120 |  | 1,077 |  | 2,131 | $97 \%$ | -1\% |
| Income from Continuing Operations | \$ | 4,817 | \$ | 383 | \$ | 3,952 | NM | 22 \% |
| Net income (loss) from Disc. Ops. |  | (5) |  | (1) |  | 37 | $N M$ | NM |
| Non-Controlling Interest |  | 42 |  | 38 |  | 45 | $11 \%$ | -7\% |
| Citigroup Net Income | \$ | 4,770 | \$ | 344 | \$ | 3,944 | NM | $21 \%$ |
| Adjusted Net Income(a) | \$ | 4,817 | \$ | 340 | \$ | 4,150 | $N M$ | 16\% |
| Common Equity Tier 1 Capital Ratio(c) |  | 11.0\% |  | 10.6\% |  | 10.5\% |  |  |
| Supplementary Leverage Ratio(d) |  | 6.4\% |  | 5.9\% |  | 5.7\% |  |  |
| Return on Average Common Equity |  | 9.4\% |  | 0.4\% |  | 7.8\% |  |  |
| Book Value per Share | \$ | 66.79 | \$ | 66.05 | \$ | 66.13 | $1 \%$ | $1 \%$ |
| Tangible Book Value per Share(e) | \$ | 57.66 | \$ | 56.71 | \$ | 56.29 | 2 \% | 2 \% |

Note: Please refer to the Appendices and Footnotes at the end of this press release for additional information.
(a) Excludes, as applicable, CVA / DVA in all periods and the tax item in 1Q'14. For additional information, please refer to Appendix B.
(b) Includes provision for unfunded lending commitments.
(c) For additional information, please refer to Appendix D and Footnote 2.
(d) For additional information, please refer to Footnote 3.
(e) For additional information, please refer to Appendix E and Footnote 4.

## Citigroup

Citigroup revenues were $\$ 19.7$ billion in the first quarter 2015, down $2 \%$ from the prior year period. Excluding CVA/DVA, revenues of $\$ 19.8$ billion decreased $2 \%$ from the prior year period, driven by a $1 \%$ decrease in Citicorp revenues and a $7 \%$ decrease in Citi Holdings revenues. Excluding CVA/DVA and the impact of foreign exchange translation(6), Citigroup revenues increased $1 \%$ from the prior year period, as $2 \%$ growth in Citicorp revenues was partially offset by the decrease in Citi Holdings.

Citigroup's net income increased $21 \%$ to $\$ 4.8$ billion in the first quarter 2015 from $\$ 3.9$ billion in the prior year period. Excluding CVA/DVA in both periods and the tax item in the prior year period, net income of $\$ 4.8$ billion increased $16 \%$ from the prior year period, primarily driven by lower operating expenses and lower net credit losses, partially offset by lower revenues and a reduced net loan loss reserve release.

Citigroup's operating expenses were $\$ 10.9$ billion in the first quarter 2015, $10 \%$ lower than the $\$ 12.1$ billion in the prior year period, driven by ongoing efficiency savings and lower legal and related expenses and repositioning costs, as well as the impact of foreign exchange translation, partially offset by higher regulatory and compliance costs and volume-related expenses. Excluding the impact of foreign exchange translation, operating expenses declined $6 \%$ from the prior year period. Operating expenses in the first quarter 2015 included legal and related expenses of $\$ 387$ million, compared to $\$ 945$ million in the prior year period, and $\$ 16$ million of repositioning charges, compared to $\$ 211$ million in the prior year period.

Citigroup's cost of credit in the first quarter 2015 was $\$ 1.9$ billion, a 3\% decrease from the prior year period, primarily reflecting a $20 \%$ reduction in net credit losses, largely offset by the lower net release of loan loss reserves.

Citigroup's effective tax rate was $31 \%$ in the current quarter, a slight decrease from the prior year period (excluding CVA/DVA and the tax item in the prior year period).

Citigroup's allowance for loan losses was $\$ 14.6$ billion at quarter end, or $2.38 \%$ of total loans, compared to $\$ 18.9$ billion, or $2.87 \%$ of total loans, at the end of the prior year period. The $\$ 239$ million net release of loan loss reserves in the current quarter compared to a $\$ 673$ million net release in the prior year period. Citigroup asset quality continued to improve as total non-accrual assets fell to $\$ 7.0$ billion, a $22 \%$ reduction compared to the first quarter 2014. Corporate non-accrual loans declined $28 \%$ to $\$ 1.2$ billion, while consumer non-accrual loans declined $20 \%$ to $\$ 5.6$ billion.

Citigroup's loans were $\$ 621$ billion as of quarter end, down $7 \%$ from the prior year period, and down $3 \%$ on a constant dollar basis. In constant dollars, $2 \%$ growth in Citicorp loans was offset by continued declines in Citi Holdings, driven primarily by reductions in the North America mortgage portfolio and the reclassification of $\$ 10$ billion of loans to other assets related to the previously-announced pending agreements to sell OneMain Financial and Citi's credit card operations in Japan.

Citigroup's deposits were $\$ 900$ billion as of quarter end, down $7 \%$ from the prior year period. In constant dollars, Citigroup's deposits decreased 3\%. In constant dollars, Citicorp deposits grew 3\% driven by a 6\% increase in Institutional Clients Group ( ICG ) deposits and a $2 \%$ increase in Global Consumer Banking ( GCB) deposits, while Citi Holdings deposits declined $80 \%$, primarily driven by the reclassification of $\$ 21$ billion of deposits to other liabilities during the fourth quarter 2014 reflecting the pending agreement to sell Citi's retail banking business in Japan.

Citigroup's book value per share was $\$ 66.79$ and its tangible book value per share was $\$ 57.66$, each as of quarter end, representing $1 \%$ and $2 \%$ increases, respectively, versus the prior year period. At quarter end, Citigroup's Common Equity Tier 1 Capital ratio was $11.0 \%$, up from $10.5 \%$ in the prior year period. Citigroup's Supplementary Leverage Ratio for the first quarter 2015 was $6.4 \%$, up from $5.7 \%$ in the prior year period.

| Citicorp (\$ in millions) | 1Q'15 |  | 4Q'14 |  | 1Q'14 |  | QoQ\% | YoY\% |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Global Consumer Banking |  | 8,662 |  | 9,028 |  | 8,844 | -4\% | -2\% |
| Institutional Clients Group |  | 9,028 |  | 7,160 |  | 9,154 | 26 \% | -1\% |
| Corporate/Other |  | 212 |  | (93) |  | 223 | NM | -5 \% |
| Total Revenues | \$ | 17,902 | \$ | 16,095 | \$ | 18,221 | $11 \%$ | -2\% |
| Adjusted Revenues(a) | \$ | 17,971 | \$ | 16,083 | \$ | 18,228 | $12 \%$ | -1\% |
| Expenses | \$ | 9,727 | \$ | 13,123 | \$ | 10,131 | -26\% | -4\% |
| Net Credit Losses |  | 1,549 |  | 1,831 |  | 1,866 | -15 \% | -17\% |
| Loan Loss Reserve Build/(Release)(b) |  | (38) |  | (227) |  | (323) | $83 \%$ | 88\% |
| Provision for Benefits and Claims |  | 28 |  | 39 |  | 41 | -28\% | -32\% |
| Total Cost of Credit | \$ | 1,539 | \$ | 1,643 | \$ | 1,584 | -6\% | -3\% |
| Net Income | \$ | 4,624 | \$ | 260 | \$ | 4,228 | NM | 9\% |
| Adjusted Net Income(a) | \$ | 4,668 | \$ | 253 | \$ | 4,442 | $N M$ | 5\% |
| Adjusted Revenues(a) |  |  |  |  |  |  |  |  |
| North America |  | 8,224 |  | 7,489 |  | 8,352 | 10\% | -2 \% |
| EMEA |  | 3,111 |  | 2,329 |  | 3,049 | $34 \%$ | $2 \%$ |
| Latin America |  | 2,909 |  | 3,051 |  | 3,186 | -5\% | -9\% |
| Asia |  | 3,515 |  | 3,307 |  | 3,418 | $6 \%$ | $3 \%$ |
| Corporate/Other |  | 212 |  | (93) |  | 223 | NM | -5\% |
|  |  |  |  |  |  |  |  |  |
| Adjusted Income from Continuing Ops.(a) |  |  |  |  |  |  |  |  |
| North America |  | 2,108 |  | 1,753 |  | 2,324 | $20 \%$ | -9\% |
| EMEA |  | 927 |  | 222 |  | 792 | NM | $17 \%$ |
| Latin America |  | 663 |  | 543 |  | 632 | 22 \% | $5 \%$ |
| Asia |  | 1,035 |  | 840 |  | 879 | 23 \% | 18\% |
| Corporate/Other |  | (19) |  | $(3,066)$ |  | (178) | 99\% | 89\% |
| EOP Assets (\$B) |  | 1,710 |  | 1,713 |  | 1,743 | - | -2\% |
| EOP Loans (\$B) |  | 559 |  | 565 |  | 567 | -1\% | -1\% |
| EOP Deposits (\$B) |  | 888 |  | 883 |  | 904 | $1 \%$ | -2\% |

Note: Please refer to the Appendices and Footnotes at the end of this press release for additional information.
(a) Excludes, as applicable, CVA / DVA in all periods and the tax item in 1Q'14. For additional information, please refer to Appendix B.
(b) Includes provision for unfunded lending commitments.

## Citicorp

Citicorp revenues of $\$ 17.9$ billion in the first quarter 2015 decreased $2 \%$ from the prior year period. CVA/DVA, reported within ICG , was negative $\$ 69$ million in the first quarter 2015 (negative $\$ 44$ million after-tax), compared to negative $\$ 7$ million (negative $\$ 4$ million after-tax) in the prior year period. Excluding CVA/DVA, revenues of $\$ 18.0$ billion declined $1 \%$ from the first quarter 2014, as $I C G$ revenues decreased $1 \%$ and $G C B$ revenues decreased $2 \%$. Corporate/Other revenues were $\$ 212$ million, a slight decrease from the prior year period.

Citicorp net income was $\$ 4.6$ billion, $9 \%$ higher than the prior year period. Excluding CVA/DVA and the tax item in the prior year period, Citicorp's net income of $\$ 4.7$ billion increased $5 \%$ from $\$ 4.4$ billion in the first quarter 2014, primarily driven by lower operating expenses and lower net credit losses, partially offset by the lower revenues and a lower net loan loss reserve release.

Citicorp operating expenses were $\$ 9.7$ billion, a $4 \%$ decrease from the prior year period. Excluding the impact of foreign exchange translation, operating expenses increased $1 \%$ as growth-related expenses and higher regulatory and compliance costs were partially offset by ongoing efficiency savings. Operating expenses in the first quarter 2015 included legal and related expenses of $\$ 307$ million (largely in Corporate/Other ), compared to
$\$ 162$ million in the prior year period, and $\$ 1$ million of repositioning charges, compared to $\$ 191$ million in the prior year period.
Citicorp cost of credit of $\$ 1.5$ billion in the first quarter 2015 declined $3 \%$ from the prior year period. Lower credit costs in international $G C B$ were partially offset by higher credit costs in ICG and North America GCB . GCB and ICG each recorded lower net credit losses. Citicorp's consumer loans $90+$ days delinquent decreased $20 \%$ from the prior year period to $\$ 2.2$ billion, and the $90+$ days delinquency ratio improved to $0.80 \%$ of loans.

Citicorp end of period loans decreased $1 \%$ from the prior year period to $\$ 559$ billion. Corporate loans were unchanged at $\$ 279$ billion, and consumer loans decreased $3 \%$ to $\$ 280$ billion. On a constant dollar basis, Citicorp end of period loans grew $2 \%$ versus the prior year period, with $4 \%$ growth in corporate loans and $1 \%$ growth in consumer loans.

| Global Consumer Banking (\$ in millions) |  | 1Q'15 |  | 4Q'14 |  | 1Q'14 | QoQ\% | YoY\% |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| North America |  | 4,994 |  | 5,096 |  | 4,790 | -2 \% | $4 \%$ |
| Latin America |  | 1,835 |  | 2,069 |  | 2,083 | -11\% | -12\% |
| Asia(a) |  | 1,833 |  | 1,863 |  | 1,971 | -2\% | -7\% |
| Total Revenues | \$ | 8,662 | \$ | 9,028 | \$ | 8,844 | -4\% | -2\% |
| Expenses | \$ | 4,552 | \$ | 4,985 | \$ | 4,871 | -9\% | -7\% |
| Net Credit Losses |  | 1,551 |  | 1,710 |  | 1,732 | -9\% | -10\% |
| Loan Loss Reserve Build/(Release)(b) |  | (114) |  | (269) |  | (216) | $58 \%$ | $47 \%$ |
| Provision for Benefits and Claims |  | 28 |  | 39 |  | 41 | -28\% | -32\% |
| Total Cost of Credit | \$ | 1,465 | \$ | 1,480 | \$ | 1,557 | -1\% | -6\% |
| Net Income | \$ | 1,730 | \$ | 1,685 | \$ | 1,667 | 3\% | 4\% |
| Income from Continuing Operations |  |  |  |  |  |  |  |  |
| North America |  | 1,140 |  | 1,137 |  | 1,018 | - | $12 \%$ |
| Latin America |  | 244 |  | 263 |  | 291 | -7\% | -16\% |
| Asia(a) |  | 341 |  | 288 |  | 365 | 18\% | -7\% |
| (in billions of dollars) |  |  |  |  |  |  |  |  |
| Avg. Cards Loans |  | 135 |  | 138 |  | 140 | -2 \% | -4\% |
| Avg. Retail Banking Loans |  | 148 |  | 153 |  | 149 | -3\% | - |
| Avg. Deposits |  | 302 |  | 303 |  | 303 | - | - |
| Investment Sales |  | 27 |  | 24 |  | 27 | $11 \%$ | - |
| Cards Purchase Sales |  | 83 |  | 97 |  | 82 | -15\% | $1 \%$ |

Note: Please refer to the Appendices and Footnotes at the end of this press release for additional information.
(a) Includes EMEA Consumer Banking for all periods presented.
(b) Includes provision for unfunded lending commitments.

## Global Consumer Banking

GCB revenues of $\$ 8.7$ billion decreased $2 \%$ from the prior year period, with $4 \%$ growth in North America offset by a $10 \%$ decline in international revenues. On a constant dollar basis, revenues increased $2 \%$, driven by the growth in North America .

GCB net income rose $4 \%$ from the prior year period to $\$ 1.7$ billion, as lower expenses and credit costs were partially offset by lower revenues and the impact of a tax benefit in the prior year period. Operating expenses decreased $7 \%$ to $\$ 4.6$ billion, and decreased $2 \%$ in constant dollars, reflecting ongoing efficiency savings partially offset by volume-related expenses.

North America $G C B$ revenues rose $4 \%$ to $\$ 5.0$ billion versus the prior year period, primarily reflecting higher revenues in retail banking. Retail banking revenues rose $18 \%$ from the prior year period to $\$ 1.3$ billion, reflecting $6 \%$ growth in average loans, $1 \%$ growth in average deposits, increased mortgage origination activity and improved deposit spreads. Current period results also included a gain of approximately $\$ 110$ million related to the sale of branches in Texas, while the prior year period included a gain of approximately $\$ 70$ million related to a saleleaseback transaction. Citi-branded cards revenues of $\$ 2.0$ billion decreased $1 \%$ versus the prior year period, as the impact of lower average loans was partially offset by the impact of $3 \%$ growth in purchase sales and an improvement in spreads. Citi retail services revenues increased $1 \%$ to $\$ 1.6$ billion, primarily reflecting the impact of higher spreads and $1 \%$ growth in average loans, partially offset by higher contractual partner payments.

North America GCB net income was $\$ 1.1$ billion, up $12 \%$ versus the first quarter 2014, driven by the increase in revenues, lower operating expenses and reduced net credit losses, partially offset by a lower net loan loss reserve release and the impact of a tax benefit in the prior year period. Operating expenses declined $6 \%$ versus the prior year period to $\$ 2.3$ billion, driven by ongoing efficiency savings and a reduction in legal and related and repositioning expenses.

North America $\boldsymbol{G C B}$ credit quality continued to improve as net credit losses of $\$ 1.0$ billion decreased $13 \%$ versus the prior year period. Net credit losses improved versus the prior year period in Citi-branded cards (down $16 \%$ to $\$ 492$ million) and in Citi retail services (down $10 \%$ to $\$ 433$ million). The reserve release in the first quarter 2015 was $\$ 99$ million, $\$ 170$ million lower than in the first quarter 2014, as credit continued to stabilize. Delinquency rates improved from the prior year period in both Citi-branded cards and Citi retail services.

International GCB revenues decreased $10 \%$ versus the first quarter 2014 to $\$ 3.7$ billion. In constant dollars, revenues were approximately unchanged versus the prior year period. Revenues in Latin America were approximately unchanged at $\$ 1.8$ billion, with volume-related growth in Mexico offsetting the impact of business divestitures in the prior year period. In Asia, revenues decreased by $1 \%$ to $\$ 1.8$ billion, as volume growth was more than offset by spread compression and the ongoing impact of regulatory changes in certain markets.

International GCB net income decreased $9 \%$ from the prior year period to $\$ 590$ million. In constant dollars, net income decreased 5\% driven by higher operating expenses, partially offset by lower credit costs. Operating expenses in the first quarter 2015 increased $2 \%$ (decreased $7 \%$ on a reported basis) as the impact of volume growth and higher regulatory and compliance costs were mostly offset by ongoing efficiency savings. Credit costs decreased $6 \%$ versus the prior year period (decreased $17 \%$ on a reported basis), as a $24 \%$ decrease in Asia was partially offset by a $1 \%$ increase in Latin America. Net credit losses increased $6 \%$ to $\$ 590$ million (decreased $6 \%$ on a reported basis), largely due to volume-related growth. The net credit loss rate was $1.88 \%$ of average loans in the first quarter 2015, compared to $1.84 \%$ in the prior year period.

| Institutional Clients Group (\$ in millions) |  | 1Q'15 |  | 4Q'14 |  | 1Q'14 | QoQ\% | YoY\% |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Treasury \& Trade Solutions |  | 1,889 |  | 1,932 |  | 1,921 | -2 \% | -2\% |
| Investment Banking |  | 1,198 |  | 1,066 |  | 1,053 | $12 \%$ | $14 \%$ |
| Private Bank |  | 708 |  | 668 |  | 670 | $6 \%$ | $6 \%$ |
| Corporate Lending(a) |  | 445 |  | 433 |  | 416 | $3 \%$ | $7 \%$ |
| Total Banking |  | 4,240 |  | 4,099 |  | 4,060 | $3 \%$ | $4 \%$ |
| Fixed Income Markets |  | 3,483 |  | 2,075 |  | 3,929 | 68 \% | -11\% |
| Equity Markets |  | 873 |  | 470 |  | 882 | $86 \%$ | -1\% |
| Securities Services |  | 543 |  | 508 |  | 485 | $7 \%$ | $12 \%$ |
| Other |  | (94) |  | (90) |  | (178) | -4\% | $47 \%$ |
| Total Markets \& Securities Services |  | 4,805 |  | 2,963 |  | 5,118 | $62 \%$ | -6\% |
| Product Revenues(b) | \$ | 9,045 | \$ | 7,062 | \$ | 9,178 | $28 \%$ | -1\% |
| Gain / (loss) on Loan Hedges |  | 52 |  | 86 |  | (17) | -40 \% | NM |
| Total Revenues ex-CVA / DVA(c) | \$ | 9,097 | \$ | 7,148 | \$ | 9,161 | $27 \%$ | -1\% |
| CVA / DVA |  | (69) |  | 12 |  | (7) | NM | NM |
| Total Revenues | \$ | 9,028 | \$ | 7,160 | \$ | 9,154 | $26 \%$ | -1\% |
| Expenses | \$ | 4,632 | \$ | 4,878 | \$ | 4,858 | -5\% | -5\% |
| Net Credit Losses |  | (2) |  | 121 |  | 134 | NM | NM |
| Credit Reserve Build/(Release)(d) |  | 76 |  | 42 |  | (107) | 81\% | $N M$ |
| Total Cost of Credit | \$ | 74 | \$ | 163 | \$ | 27 | -55\% | NM |
| Net Income | \$ | 2,928 | \$ | 1,646 | \$ | 2,922 | $78 \%$ | - |
| Adjusted Net Income(c) | \$ | 2,972 | \$ | 1,639 | \$ | 2,926 | $81 \%$ | $2 \%$ |
| Adjusted Revenues(c) |  |  |  |  |  |  |  |  |
| North America |  | 3,230 |  | 2,393 |  | 3,562 | $35 \%$ | -9\% |
| EMEA |  | 2,869 |  | 2,069 |  | 2,752 | $39 \%$ | $4 \%$ |
| Latin America |  | 1,074 |  | 982 |  | 1,103 | 9\% | -3\% |
| Asia |  | 1,924 |  | 1,704 |  | 1,744 | $13 \%$ | $10 \%$ |
| Adjusted Income from Continuing Ops.(c) |  |  |  |  |  |  |  |  |
| North America |  | 968 |  | 616 |  | 1,305 | 57 \% | -26 \% |
| EMEA |  | 925 |  | 242 |  | 780 | NM | $19 \%$ |
| Latin America |  | 419 |  | 280 |  | 341 | $50 \%$ | 23 \% |
| Asia |  | 696 |  | 532 |  | 526 | $31 \%$ | $32 \%$ |

Note: Please refer to the Appendices and Footnotes at the end of this press release for additional information.
(a) Excludes gain / (loss) on loan hedges. For additional information, please refer to Footnote 7.
(b) Excludes CVA / DVA and gain / (loss) on loan hedges.
(c) Excludes, as applicable, CVA / DVA in all periods. For additional information, please refer to Appendix B.
(d) Includes provision for unfunded lending commitments.

## Institutional Clients Group

ICG revenues fell $1 \%$ from the prior year period to $\$ 9.0$ billion. Excluding the impact of CVA/DVA, revenues of $\$ 9.1$ billion decreased $1 \%$ from the prior year period, as higher revenues in Banking and gains on loan hedges were offset by lower revenues in Markets and Securities Services.

Banking revenues of $\$ 4.2$ billion increased $4 \%$ from the prior year period (excluding gain / (loss) on loan hedges in each period), reflecting growth in Investment Banking, Private Bank and Corporate Lending. Treasury and Trade Solutions ( TTS ) revenues of \$1.9 billion decreased $2 \%$ versus the prior year period. Excluding the impact of foreign exchange translation, $T T S$ revenues grew $4 \%$, as growth in deposit balances and spreads was partially offset by lower trade revenues. Investment Banking revenues increased $14 \%$ versus the prior year period, driven by a $70 \%$ increase in advisory revenues to $\$ 298$ million and a $16 \%$ increase in debt underwriting revenues to
$\$ 669$ million, partially offset by a $23 \%$ decrease in equity underwriting revenues to $\$ 231$ million. Private Bank revenues increased $6 \%$ to $\$ 708$ million from the prior year period (excluding $\$ 3$ million of CVA/DVA in each period) driven by increased client volumes and growth in capital markets products. Corporate Lending revenues rose $7 \%$ versus the prior year period to $\$ 445$ million (excluding gain / (loss) on loan hedges in each period) reflecting growth in average loans and improvement in mark-to-market adjustments.

Markets and Securities Services revenues of $\$ 4.8$ billion (excluding negative $\$ 72$ million of CVA/DVA, versus negative $\$ 10$ million in the prior year period) fell $6 \%$ from the prior year period. Fixed Income Markets revenues of $\$ 3.5$ billion in the first quarter 2015 (excluding negative $\$ 75$ million of CVA/DVA, compared to negative $\$ 26$ million in the prior year period) decreased $11 \%$ from the prior year period, primarily driven by lower spread product revenues, partially offset by growth in rates and currencies. Equity Markets revenues of $\$ 873$ million (excluding $\$ 3$ million of CVA/DVA, compared to $\$ 16$ million in the prior year period) decreased $1 \%$ versus the prior year period, driven by lower revenues in cash equities partially offset by growth in prime finance. Securities Services revenues of $\$ 543$ million grew $12 \%$ versus the prior year period, reflecting increased activity and higher client balances.

ICG net income was $\$ 2.9$ billion in the first quarter 2015. Excluding CVA/DVA, net income of $\$ 3.0$ billion increased $2 \%$ from the prior year period, as lower operating expenses were partially offset by the lower revenues and an increase in the cost of credit. ICG operating expenses fell $5 \%$ to $\$ 4.6$ billion driven by the impact of foreign exchange translation, lower legal and related and repositioning expenses, and ongoing efficiency savings, partially offset by higher regulatory and compliance costs. ICG cost of credit increased by $\$ 47$ million over the prior year period related to a loan loss reserve build, partially offset by a reduction in net credit losses.

ICG average loans grew $1 \%$ versus the prior year period to $\$ 276$ billion while end of period deposits were unchanged at $\$ 571$ billion. In constant dollars, average loans were up $4 \%$ versus the prior year period, while end of period deposits increased $6 \%$.

| Citi Holdings (\$ in millions) | 1Q'15 |  | 4Q'14 |  | 1Q'14 |  | QoQ\% | YoY\% |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Total Revenues | \$ | 1,834 | \$ | 1,804 | \$ | 1,985 | $2 \%$ | -8\% |
| Adjusted Revenues(a) | \$ | 1,838 | \$ | 1,809 | \$ | 1,971 | 2 \% | -7\% |
| Expenses | \$ | 1,157 | \$ | 1,303 | \$ | 2,018 | -11\% | -43\% |
| Net Credit Losses |  | 408 |  | 417 |  | 573 | -2 \% | -29\% |
| Loan Loss Reserve Build/(Release)(b) |  | (201) |  | (214) |  | (350) | $6 \%$ | $43 \%$ |
| Provision for Benefits and Claims |  | 169 |  | 167 |  | 167 | $1 \%$ | $1 \%$ |
| Total Cost of Credit | \$ | 376 | \$ | 370 | \$ | 390 | $2 \%$ | -4\% |
| Net Income (Loss) | \$ | 146 | \$ | 84 | \$ | (284) | 74 \% | NM |
| Adjusted Net Income(a) | \$ | 149 | \$ | 87 | \$ | (292) | $71 \%$ | NM |
| EOP Assets (\$B) |  | 122 |  | 129 |  | 151 | -5 \% | -19\% |
| EOP Loans (\$B) |  | 62 |  | 79 |  | 97 | -22\% | -36\% |
| EOP Deposits (\$B) |  | 12 |  | 17 |  | 62 | -29\% | -81\% |

Note: Please refer to the Appendices and Footnotes at the end of this press release for additional information.
(a) Excludes, as applicable, CVA / DVA in all periods. For additional information, please refer to Appendix B.
(b) Includes provision for unfunded lending commitments.

## Citi Holdings

Citi Holdings revenues of $\$ 1.8$ billion in the first quarter 2015 included CVA/DVA of negative $\$ 4$ million, compared to $\$ 14$ million in the prior year period. Excluding CVA/DVA, Citi Holdings revenues decreased $7 \%$ from the prior year period, driven by the overall wind-down of the portfolio. As of the end of the quarter, Citi Holdings assets were $\$ 122$ billion, $19 \%$ below the prior year period, and represented approximately $7 \%$ of total Citigroup assets.

Citi Holdings net income , excluding CVA/DVA, was $\$ 149$ million, an improvement from a loss of $\$ 292$ million in the prior year period, primarily reflecting lower operating expenses. Citi Holdings operating expenses declined $43 \%$ from the prior year period to $\$ 1.2$ billion, driven by lower legal and related expenses ( $\$ 80$ million in the first quarter 2015, compared to $\$ 784$ million in the prior year period) as well as the ongoing decline in Citi Holdings assets. Net credit losses decreased $29 \%$ from the prior year period to $\$ 408$ million, primarily driven by continued credit improvements and reductions in the North America mortgage portfolio. The net loan loss reserve release decreased $43 \%$ from the prior year period to $\$ 201$ million, primarily due to lower releases related to the North America mortgage portfolio.

Citi Holdings allowance for credit losses was $\$ 3.6$ billion at the end of the first quarter 2015, or $5.85 \%$ of loans, compared to $\$ 6.4$ billion, or $6.61 \%$ of loans, in the prior year period. $90+$ days delinquent consumer loans in Citi Holdings decreased $40 \%$ to $\$ 1.7$ billion, or $2.88 \%$ of loans.

| Citicorp Results by Region(a) <br> (\$ in millions) | Revenues |  |  |  |  |  | Income from Continuing Ops. |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 1Q'15 |  | 4Q'14 |  | 1Q'14 |  | 1Q'15 |  | 4Q'14 |  | 1Q'14 |  |
| North America |  |  |  |  |  |  |  |  |  |  |  |  |
| Global Consumer Banking |  | 4,994 |  | 5,096 |  | 4,790 |  | 1,140 |  | 1,137 |  | 1,018 |
| Institutional Clients Group |  | 3,230 |  | 2,393 |  | 3,562 |  | 968 |  | 616 |  | 1,305 |
| Total North America | \$ | 8,224 | \$ | 7,489 | \$ | 8,352 | \$ | 2,108 | \$ | 1,753 | \$ | 2,324 |
|  |  |  |  |  |  |  |  |  |  |  |  |  |
| EMEA |  |  |  |  |  |  |  |  |  |  |  |  |
| Global Consumer Banking |  | 242 |  | 260 |  | 297 |  | 2 |  | (20) |  | 12 |
| Institutional Clients Group |  | 2,869 |  | 2,069 |  | 2,752 |  | 925 |  | 242 |  | 780 |
| Total EMEA | \$ | 3,111 | \$ | 2,329 | \$ | 3,049 | \$ | 927 | \$ | 222 | \$ | 792 |
|  |  |  |  |  |  |  |  |  |  |  |  |  |
| Latin America |  |  |  |  |  |  |  |  |  |  |  |  |
| Global Consumer Banking |  | 1,835 |  | 2,069 |  | 2,083 |  | 244 |  | 263 |  | 291 |
| Institutional Clients Group |  | 1,074 |  | 982 |  | 1,103 |  | 419 |  | 280 |  | 341 |
| Total Latin America | \$ | 2,909 | \$ | 3,051 | \$ | 3,186 | \$ | 663 | \$ | 543 | \$ | 632 |
|  |  |  |  |  |  |  |  |  |  |  |  |  |
| Asia |  |  |  |  |  |  |  |  |  |  |  |  |
| Global Consumer Banking |  | 1,591 |  | 1,603 |  | 1,674 |  | 339 |  | 308 |  | 353 |
| Institutional Clients Group |  | 1,924 |  | 1,704 |  | 1,744 |  | 696 |  | 532 |  | 526 |
| Total Asia | \$ | 3,515 | \$ | 3,307 | \$ | 3,418 | \$ | 1,035 | \$ | 840 | \$ | 879 |
| Corporate/Other | \$ | 212 | \$ | (93) | \$ | 223 | \$ | (19) | \$ | $(3,066)$ | \$ | (178) |
| Corporate/Other |  |  |  | (93) |  |  |  |  |  | $(3,066)$ |  |  |
| Citicorp | \$ | 17,971 | \$ | 16,083 | \$ | 18,228 | \$ | 4,714 | \$ | 292 | \$ | 4,448 |

Note: Totals may not sum due to rounding. Please refer to the Appendices and Footnotes at the end of this press release for additional information.
(a) Excludes, as applicable, CVA / DVA in all periods and the tax item in 1Q'14. For additional information, please refer to Appendix B.

Citigroup will host a conference call today at 11:00 AM (ET). A live webcast of the presentation, as well as financial results and presentation materials, will be available at http://www.citigroup.com/citi/investor. Dial-in numbers for the conference call are as follows: (866) 516-9582 in the U.S. and Canada; (973) 409-9210 outside of the U.S. and Canada. The conference code for both numbers is 90108772.

Citigroup, the leading global bank, has approximately 200 million customer accounts and does business in more than 160 countries and jurisdictions. Citigroup provides consumers, corporations, governments and institutions with a broad range of financial products and services, including consumer banking and credit, corporate and investment banking, securities brokerage, transaction services, and wealth management.

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Additional financial, statistical, and business-related information, as well as business and segment trends, is included in a Quarterly Financial Data Supplement. Both this earnings release and Citigroup's First Quarter 2015 Quarterly Financial Data Supplement are available on Citigroup's website at www.citigroup.com.

Certain statements in this release are "forward-looking statements" within the meaning of the U.S. Private Securities Litigation Reform Act of 1995. These statements are based on management's current expectations and are subject to uncertainty and changes in circumstances. These statements are not guarantees of future results or occurrences. Actual results and capital and other financial condition may differ materially from those included in these statements due to a variety of factors, including the precautionary statements included in this release and those contained in Citigroup's filings with the U.S. Securities and Exchange Commission, including without limitation the "Risk Factors" section of Citigroup's 2014 Annual Report on Form 10-K. Any forward-looking statements made by or on behalf of Citigroup speak only as to the date they are made, and Citigroup does not undertake to update forward-looking statements to reflect the impact of circumstances or events that arise after the date the forward-looking statements were made.

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| :--- | :--- | :--- |
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## Appendix A: CVA / DVA

| CVA / DVA <br> (\$ in millions) | 1Q'15 |  | 4Q'14 |  | 1Q'14 |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Institutional Clients Group |  |  |  |  |  |  |
| Counterparty CVA(1) | \$ | (140) | \$ | (90) | \$ | (10) |
| Asset FVA |  | (38) |  | (33) |  | - |
| Own-Credit CVA(1) |  | (34) |  | 9 |  | (29) |
| Liability FVA |  | 56 |  | 13 |  | - |
| Derivatives CVA(1) | \$ | (156) | \$ | (102) | \$ | (39) |
| DVA on Citi Liabilities at Fair Value |  | 87 |  | 114 |  | 32 |
| Total Institutional Clients Group CVA / DVA | \$ | (69) | \$ | 12 | \$ | (7) |
|  |  |  |  |  |  |  |
| Citi Holdings |  |  |  |  |  |  |
| Counterparty CVA(1) |  | 1 |  | 1 |  | 17 |
| Asset FVA |  | (4) |  | (5) |  | - |
| Own-Credit CVA(1) |  | (2) |  | (3) |  | (5) |
| Liability FVA |  | 1 |  | (0) |  | - |
| Derivatives CVA(1) | \$ | (4) | \$ | (6) | \$ | 12 |
| DVA on Citi Liabilities at Fair Value |  | 0 |  | 1 |  | 2 |
| Total Citi Holdings CVA / DVA | \$ | (4) | \$ | (5) | \$ | 14 |
| Total Citigroup CVA / DVA | \$ | (73) | \$ | 7 | \$ | 7 |

Note: Totals may not sum due to rounding.
(1) Net of hedges.

## Appendix B: Non-GAAP Financial Measures - Adjusted Items

| Citigroup <br> (\$ in millions, except per share amounts) | 1Q'15 |  | 4Q'14 |  | 1Q'14 |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Reported Revenues (GAAP) | \$ | 19,736 | \$ | 17,899 | \$ | 20,206 |
| Impact of: |  |  |  |  |  |  |
| CVA / DVA |  | (73) |  | 7 |  | 7 |
| Adjusted Revenues | \$ | 19,809 | \$ | 17,892 | \$ | 20,199 |
| Impact of: |  |  |  |  |  |  |
| FX Translation |  | - |  | (367) |  | (623) |
| Adjusted Revenues in Constant Dollars | \$ | 19,809 | \$ | 17,525 | \$ | 19,575 |
| Reported Expenses (GAAP) | \$ | 10,884 | \$ | 14,426 | \$ | 12,149 |
| Impact of: |  |  |  |  |  |  |
| FX Translation |  | - |  | (301) |  | (573) |
| Expenses in Constant Dollars | \$ | 10,884 | \$ | 14,125 | \$ | 11,576 |
|  |  |  |  |  |  |  |
| Reported Net Income (GAAP) | \$ | 4,770 | \$ | 344 | \$ | 3,944 |
| Impact of: |  |  |  |  |  |  |
| CVA / DVA |  | (47) |  | 4 |  | 4 |
| Tax Item |  | - |  | - |  | (210) |
| Adjusted Net Income | \$ | 4,817 | \$ | 340 | \$ | 4,150 |
| Preferred Dividends |  | 128 |  | 159 |  | 124 |
| Adjusted Net Income to Common | \$ | 4,689 | \$ | 181 | \$ | 4,026 |
| Reported EPS (GAAP) | \$ | 1.51 | \$ | 0.06 | \$ | 1.23 |
| Impact of: |  |  |  |  |  |  |
| CVA / DVA |  | (0.02) |  | 0.00 |  | 0.00 |
| Tax Item |  | - |  | 二 |  | (0.07) |
| Adjusted EPS | \$ | 1.52 | \$ | 0.06 | \$ | 1.30 |
| Average Assets (\$B) | \$ | 1,852 | \$ | 1,900 | \$ | 1,888 |
| Adjusted ROA |  | 1.05\% |  | $0.07 \%$ |  | 0.89\% |

Note: Totals may not sum due to rounding.

Appendix B: Non-GAAP Financial Measures - Adjusted Items (Cont.)

| Citicorp (\$ in millions) | 1Q'15 |  | 4Q'14 |  | 1Q'14 |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Reported Revenues (GAAP) | \$ | 17,902 | \$ | 16,095 | \$ | 18,221 |
| Impact of: |  |  |  |  |  |  |
| CVA / DVA |  | (69) |  | 12 |  | (7) |
| Adjusted Revenues | \$ | 17,971 | \$ | 16,083 | \$ | 18,228 |
| Impact of: |  |  |  |  |  |  |
| FX Translation |  | - |  | (343) |  | (564) |
| Adjusted Revenues in Constant Dollars | \$ | 17,971 | \$ | 15,740 | \$ | 17,664 |
| Reported Expenses (GAAP) | \$ | 9,727 | \$ | 13,123 | \$ | 10,131 |
| Impact of: |  |  |  |  |  |  |
| FX Translation |  | - |  | (281) |  | (516) |
| Expenses in Constant Dollars | \$ | 9,727 | \$ | 12,842 | \$ | 9,615 |
|  |  |  |  |  |  |  |
| Reported Net Income (GAAP) | \$ | 4,624 | \$ | 260 | \$ | 4,228 |
| Impact of: |  |  |  |  |  |  |
| CVA / DVA |  | (44) |  | 7 |  | (4) |
| Tax Item |  | - |  | - |  | (210) |
| Adjusted Net Income | \$ | 4,668 | \$ | 253 | \$ | 4,442 |
| Institutional Clients Group (\$ in millions) |  |  |  |  |  |  |
| Reported Revenues (GAAP) | \$ | 9,028 | \$ | 7,160 | \$ | 9,154 |
| Impact of: |  |  |  |  |  |  |
| CVA / DVA |  | (69) |  | 12 |  | (7) |
| Adjusted Revenues | \$ | 9,097 | \$ | 7,148 | \$ | 9,161 |
|  |  |  |  |  |  |  |
| Reported Net Income (GAAP) | \$ | 2,928 | \$ | 1,646 | \$ | 2,922 |
| Impact of: |  |  |  |  |  |  |
| CVA / DVA |  | (44) |  | 7 |  | (4) |
| Adjusted Net Income | \$ | 2,972 | \$ | 1,639 | \$ | 2,926 |
| Corp / Other   <br> ( in millions) 1Q'15 4Q'14 |  |  |  |  |  |  |
| Reported Net Income (GAAP) | \$ | (34) | \$ | $(3,072)$ | \$ | (361) |
| Impact of: |  |  |  |  |  |  |
| Tax Item |  | - |  | - |  | (210) |
| Adjusted Net Income | \$ | (34) | \$ | $(3,072)$ | \$ | (151) |
| Citi Holdings   <br> ( in millions) 1Q'15 4Q'14 |  |  |  |  |  |  |
| Reported Revenues (GAAP) | \$ | 1,834 | \$ | 1,804 | \$ | 1,985 |
| Impact of: |  |  |  |  |  |  |
| CVA / DVA |  | (4) |  | (5) |  | 14 |
| Adjusted Revenues | \$ | 1,838 | \$ | 1,809 | \$ | 1,971 |
| Reported Net Income (GAAP) | \$ | 146 | \$ | 84 | \$ | (284) |
| Impact of: |  |  |  |  |  |  |
| CVA / DVA |  | (3) |  | (3) |  | 8 |
| Adjusted Net Income | \$ | 149 | \$ | 87 | \$ | (292) |

Appendix C: Non-GAAP Financial Measures - Excluding Impact of FX Translation

| $\begin{aligned} & \text { Citigroup } \\ & \text { (\$ in Billions) } \end{aligned}$ | 1Q'15 |  | 4Q'14 |  | 1Q'14 |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Reported EOP Loans | \$ | 621 | \$ | 645 | \$ | 664 |
| Impact of FX Translation |  | - |  | (7) |  | (24) |
| EOP Loans in Constant Dollars | \$ | 621 | \$ | 637 | \$ | 641 |
| Reported EOP Deposits | \$ | 900 | \$ | 899 | \$ | 966 |
| Impact of FX Translation |  | - |  | (14) |  | (42) |
| EOP Deposits in Constant Dollars | \$ | 900 | \$ | 886 | \$ | 924 |
| Citicorp <br> (\$ in Billions) | 1Q'15 |  | 4Q'14 |  | 1Q'14 |  |
| Reported EOP Loans | \$ | 559 | \$ | 565 | \$ | 567 |
| Impact of FX Translation |  | - |  | (7) |  | (22) |
| EOP Loans in Constant Dollars | \$ | 559 | \$ | 558 | \$ | 546 |
| Reported EOP Deposits | \$ | 888 | \$ | 883 | \$ | 904 |
| Impact of FX Translation |  | - |  | (14) |  | (39) |
| EOP Deposits in Constant Dollars | \$ | 888 | \$ | 869 | \$ | 865 |
| Institutional Clients Group (\$ in Billions) | 1Q'15 |  | 4Q'14 |  | 1Q'14 |  |
| Reported Average Loans | \$ | 276 | \$ | 277 | \$ | 272 |
| Impact of FX Translation |  | - |  | (4) |  | (8) |
| Average Loans in Constant Dollars | \$ | 276 | \$ | 273 | \$ | 264 |
| Reported EOP Deposits | \$ | 571 | \$ | 555 | \$ | 569 |
| Impact of FX Translation |  | - |  | (10) |  | (28) |
| EOP Deposits in Constant Dollars | \$ | 571 | \$ | 545 | \$ | 541 |

## Appendix C: Non-GAAP Financial Measures - Excluding Impact of FX Translation (Cont.)

| Int'l Consumer Banking (\$ in millions) | 1Q'15 |  | 4Q'14 |  | 1Q'14 |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Reported Revenues | \$ | 3,668 | \$ | 3,932 | \$ | 4,054 |
| Impact of FX Translation |  | - |  | (197) |  | (371) |
| Revenues in Constant Dollars | \$ | 3,668 | \$ | 3,735 | \$ | 3,683 |
| Reported Expenses | \$ | 2,260 | \$ | 2,478 | \$ | 2,432 |
| Impact of FX Translation |  | - |  | (122) |  | (220) |
| Expenses in Constant Dollars | \$ | 2,260 | \$ | 2,356 | \$ | 2,212 |
| Reported Credit Costs | \$ | 593 | \$ | 701 | \$ | 717 |
| Impact of FX Translation |  | - |  | (51) |  | (84) |
| Credit Costs in Constant Dollars | \$ | 593 | \$ | 650 | \$ | 633 |
| Reported Net Income | \$ | 590 | \$ | 548 | \$ | 649 |
| Impact of FX Translation |  | - |  | (3) |  | (28) |
| Net Income in Constant Dollars | \$ | 590 | \$ | 545 | \$ | 621 |
| Latin America Consumer Banking (\$ in millions) | 1Q'15 |  | 4Q'14 |  | 1Q'14 |  |
| Reported Revenues | \$ | 1,835 | \$ | 2,069 | \$ | 2,083 |
| Impact of FX Translation |  | - |  | (142) |  | (255) |
| Revenues in Constant Dollars | \$ | 1,835 | \$ | 1,927 | \$ | 1,828 |
| Reported Expenses | \$ | 1,080 | \$ | 1,245 | \$ | 1,203 |
| Impact of FX Translation |  | - |  | (76) |  | (132) |
| Expenses in Constant Dollars | \$ | 1,080 | \$ | 1,169 | \$ | 1,071 |


| Asia Consumer Banking(1) (\$ in millions) | 1Q'15 |  | 4Q'14 |  | 1Q'14 |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Reported Revenues | \$ | 1,833 | \$ | 1,863 | \$ | 1,971 |
| Impact of FX Translation |  | - |  | (55) |  | (116) |
| Revenues in Constant Dollars | \$ | 1,833 | \$ | 1,808 | \$ | 1,855 |
| Reported Expenses | \$ | 1,180 | \$ | 1,233 | \$ | 1,229 |
| Impact of FX Translation |  | - |  | (46) |  | (88) |
| Expenses in Constant Dollars | \$ | 1,180 | \$ | 1,187 | \$ | 1,141 |

(1) Includes EMEA Consumer Banking for all periods presented.


## Appendix D: Non-GAAP Financial Measures - Common Equity Tier 1 Capital Ratio and Components(1),(2)

| (\$ in millions) | 3/31/2015(3) |  | 12/31/2014 |  | 3/31/2014 |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Citigroup Common Stockholders' Equity(4) | \$ | 202,782 | \$ | 199,841 | \$ | 201,003 |
| Add: Qualifying noncontrolling interests |  | 146 |  | 165 |  | 177 |
| Regulatory Capital Adjustments and Deductions: |  |  |  |  |  |  |
| Less: |  |  |  |  |  |  |
| Accumulated net unrealized losses on cash flow hedges, net of tax(5) |  | (823) |  | (909) |  | $(1,127)$ |
| Cumulative unrealized net gain related to changes in fair value of financial liabilities attributable to own creditworthiness, net of tax(6) |  | 332 |  | 279 |  | 170 |
| Intangible Assets: |  |  |  |  |  |  |
| Goodwill, net of related deferred tax liabilities(7) |  | 22,448 |  | 22,805 |  | 24,314 |
| Identifiable intangible assets other than mortgage servicing rights (MSRs), net of related deferred tax liabilities |  | 4,184 |  | 4,373 |  | 4,692 |
| Defined benefit pension plan net assets |  | 897 |  | 936 |  | 1,178 |
| Deferred tax assets (DTAs) arising from net operating loss, foreign tax credit and general business credit carry-forwards, and excess over $10 \%$ / 15\% limitations for other DTAs, certain common stock investments and MSRs (8) |  | 33,945 |  | 35,925 |  | 40,268 |
| Common Equity Tier 1 Capital (CET1) | \$ | 141,945 | \$ | 136,597 | \$ | 131,685 |
| Risk-Weighted Assets (RWA) | \$ | 1,288,104 | \$ | 1,292,605 | \$ | 1,260,133 |
| Common Equity Tier 1 Capital Ratio (CET1 / RWA) |  | 11.0\% |  | 10.6\% |  | 10.5\% |

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

## Appendix E: Non-GAAP Financial Measures - Tangible Book Value Per Share

| (in millions, except per share amounts) |  |
| :--- | ---: |
| Total Citigroup Stockholders' Equity | $\mathbf{3 / 3 1 / 2 0 1 5 ( \mathbf { 1 } )}$ |
| Less: Preferred Stock | $\mathbf{2 1 4 , 6 2 0}$ |
| Common Equity | $\mathbf{1 1 , 9 6 8}$ |
| Less: Intangible Assets: | $\mathbf{2 0 2 , 6 5 2}$ |
| $\quad$ Goodwill | $\mathbf{\$}$ |
| Intangible Assets (other than MSRs) | 23,150 |
| Goodwill and Intangible Assets (other than MSRs) related to Assets Held-for-Sale | 4,244 |
| Tangible Common Equity (TCE) | $\mathbf{\$}$ |
| Common Shares Outstanding at Quarter-end (CSO) | $\mathbf{\$ 1 7 4 , 9 6 1}$ |
| Tangible Book Value Per Share (TCE / CSO) | $\mathbf{\$}$ |

[^0](1) Credit valuation adjustments (CVA) on derivatives (counterparty and own-credit), net of hedges; funding valuation adjustments (FVA) on derivatives; and debt valuation adjustments (DVA) on Citigroup's fair value option liabilities (collectively referred to as CVA/DVA). See Appendix A. Citigroup's results of operations excluding the impact of CVA/DVA are non-GAAP financial measures. For a reconciliation of these measures to reported results, see Appendix B.
(2) Preliminary. Citigroup's Common Equity Tier 1 Capital ratio under the U.S. Basel III rules, on a fully-implemented basis, is a non-GAAP financial measure. Citigroup's Common Equity Tier 1 Capital ratio and its related components are subject to, among other things, ongoing regulatory supervision, including review and approval of Citi's credit, market and operational risk models, additional refinements, modifications or enhancements (whether required or otherwise) to these models and any further implementation guidance in the U.S. For the composition of Citigroup's Common Equity Tier 1 Capital and ratio, see Appendix D.
(3) Preliminary. Citigroup's Supplementary Leverage Ratio (SLR) under the U.S. Basel III rules, on a fully-implemented basis, is a nonGAAP financial measure. Citigroup's SLR represents the ratio of Tier 1 Capital to Total Leverage Exposure (TLE). TLE is the sum of the daily average of on-balance sheet assets for the quarter and the average of certain off-balance sheet exposures calculated as of the last day of each month in the quarter, less applicable Tier 1 Capital deductions. Citigroup's SLR and related components are subject to, among other things, ongoing regulatory supervision and any further implementation guidance in the U.S.
(4) Tangible book value per share is a non-GAAP financial measure. For a reconciliation of this measure to reported results, see Appendix E.
(5) First quarter 2014 results included a $\$ 210$ million tax charge (recorded in Corporate/Other) related to corporate tax reforms enacted in two states. These reforms lowered marginal tax rates, resulting in a reduction in Citigroup's state deferred tax assets. Citigroup's results of operations, excluding this tax item, are non-GAAP financial measures. For a reconciliation of these measures to reported results, see Appendix B.
(6) Results of operations excluding the impact of foreign exchange translation (constant dollar basis) are non-GAAP financial measures. For a reconciliation of these measures to reported results, see Appendices B and C.
(7) Hedges on accrual loans reflect the mark-to-market on credit derivatives used to hedge the corporate loan portfolio. The fixed premium cost of these hedges is included in (netted against) the core lending revenues to reflect the cost of the credit protection. Results of operations excluding the impact of gain/(loss) on loan hedges are non-GAAP financial measures.
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(1) Beginning in the first quarter of 2015, Asia GCB includes the results of operations of EMEA GCB for all periods presented.

CITIGROUP - FINANCIAL SUMMARY
(In millions of dollars, except per share amounts, and as otherwise noted)

|  | $1 Q$ | 2Q | 3Q | 4Q | 1Q | 1 Q15 Increase (Decrease) from |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 2014 | 2014 | 2014 | 2014 | 2015 | 4Q14 | 1Q14 |
| Total Revenues, Net of Interest Expense | \$ 20,206 | \$ 19,425 | \$ 19,689 | \$ 17,899 | \$ 19,736 | 10\% | (2)\% |
| Total Operating Expenses | 12,149 | 15,521 | 12,955 | 14,426 | 10,884 | (25)\% | (10)\% |
| Net Credit Losses (NCLs) | 2,439 | 2,189 | 2,097 | 2,248 | 1,957 | (13)\% | (20)\% |
| Credit Reserve Build / (Release) | (646) | (610) | (522) | (367) | (202) | 45\% | 69\% |
| Provision for Unfunded Lending Commitments | (27) | (31) | (30) | (74) | (37) | 50\% | (37)\% |
| Provision for Benefits and Claims | 208 | 182 | 205 | 206 | 197 | (4)\% | (5)\% |
| Provisions for Credit Losses and for Benefits and Claims | 1,974 | 1,730 | 1,750 | 2,013 | 1,915 | (5)\% | (3)\% |
| Income from Continuing Operations before Income Taxes | 6,083 | 2,174 | 4,984 | 1,460 | 6,937 | NM | 14\% |
| Income Taxes (benefits) | 2,131 | 1,921 | 2,068 | 1,077 | 2,120 | 97\% | (1)\% |
| Income from Continuing Operations | \$ 3,952 | \$ 253 | \$ 2,916 | \$ 383 | \$ 4,817 | NM | 22\% |
| Income (Loss) from Discontinued Operations, net of Taxes | 37 | (22) | (16) | (1) | (5) | NM | NM |
| Net Income before Noncontrolling Interests | 3,989 | 231 | 2,900 | 382 | 4,812 | NM | 21\% |
| Net Income Attributable to Noncontrolling Interests | 45 | 50 | 59 | 38 | 42 | 11\% | (7)\% |
| Citigroup's Net Income | \$ 3,944 | \$ 181 | \$ 2,841 | \$ $\mathbf{3 4 4}$ | \$ 4,770 | NM | 21\% |
| Diluted Earnings Per Share: |  |  |  |  |  |  |  |
| Income from Continuing Operations | \$ 1.22 | \$ 0.03 | \$ 0.88 | \$ 0.06 | \$ 1.51 | NM | 24\% |
| Citigroup's Net Income | \$ 1.23 | \$ 0.03 | \$ 0.88 | \$ 0.06 | \$ 1.51 | NM | 23\% |
| Shares (in millions): |  |  |  |  |  |  |  |
| Average Basic | 3,037.4 | 3,033.8 | 3,029.5 | 3,025.6 | 3,034.2 | - | - |
| Average Diluted | 3,043.3 | 3,038.3 | 3,034.8 | 3,031.5 | 3,039.3 | - | - |
| Common Shares Outstanding, at period end | 3,037.8 | 3,031.8 | 3,029.5 | 3,023.9 | 3,034.1 | - |  |
| Preferred Dividends - Basic | \$ 124 | \$ 100 | \$ 128 | \$ 159 | \$ 128 | (19)\% | 3\% |
| Preferred Dividends - Diluted | \$ 124 | \$ 100 | \$ 128 | \$ 159 | \$ 128 | (19)\% | 3\% |
| Income Allocated to Unrestricted Common Shareholders |  |  |  |  |  |  |  |
| - Basic |  |  |  |  |  |  |  |
| Income from Continuing Operations | \$ 3,721 | \$ 102 | \$ 2,684 | \$ 183 | \$ 4,585 | NM | 23\% |
| Citigroup's Net Income | \$ 3,758 | \$ 80 | \$ 2,669 | \$ 182 | \$ 4,580 | NM | 22\% |
| Income Allocated to Unrestricted Common Shareholders |  |  |  |  |  |  |  |
| - Diluted |  |  |  |  |  |  |  |
| Income from Continuing Operations | \$ 3,721 | \$ 102 | \$ 2,684 | \$ 183 | \$ 4,585 | NM | 23\% |
| Citigroup's Net Income | \$ 3,758 | \$ 80 | \$ 2,669 | \$ 182 | \$ 4,580 | NM | 22\% |
| Regulatory Capital Ratios and Performance Metrics: |  |  |  |  |  |  |  |
| Common Equity Tier 1 Capital Ratio (1) (2) | 10.45\% | 10.57\% | 10.64\% | 10.57\% | 11.0\% |  |  |
| Tier 1 Capital Ratio (1) (2) | 11.11\% | - 11.35\% | 11.41\% | 11.45\% | 12.0\% |  |  |
| Total Capital Ratio (1) (2) | 12.52\% | - 12.70\% | 12.76\% | 12.80\% | 13.3\% |  |  |
| Supplementary Leverage Ratio (2) (3) | 5.70\% | - 5.82\% | 5.98\% | 5.94\% | 6.4\% |  |  |
| Return on Average Assets | 0.85\% | 0.04\% | 0.59\% | 0.07\% | 1.04\% |  |  |
| Efficiency Ratio | 60\% | -80\% | 66\% | 81\% | 55\% |  |  |
| Return on Average Common Equity | 7.8\% | - $0.2 \%$ | 5.3\% | 0.4\% | 9.4\% |  |  |


| Balance Sheet Data (in billions of dollars, except Book |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Value Per Share): |  |  |  |  |  |  |  |
| Total Assets | \$1,894.4 | \$1,909.4 | \$1,882.5 | \$1,842.2 | \$1,831.8 | (1)\% | (3)\% |
| Total Average Assets | 1,888.3 | 1,903.3 | 1,895.4 | 1,900.2 | 1,852.4 | (3)\% | (2)\% |
| Total Deposits(4) | 966.3 | 965.7 | 942.7 | 899.3 | 899.6 | - | (7)\% |
| Citigroup's Stockholders' Equity | 208.1 | 211.0 | 211.9 | 210.2 | 214.6 | 2\% | 3\% |
| Book Value Per Share | \$ 66.13 | \$ 66.64 | \$ 66.99 | \$ 66.05 | \$ 66.79 | 1\% | 1\% |
| Tangible Book Value Per Share(5) | \$ 56.29 | \$ 56.78 | \$ 57.41 | \$ 56.71 | \$ 57.66 | 2\% | 2\% |
| Direct Staff (in thousands) | 248 | 244 | 243 | 241 | 239 | (1)\% | (4)\% |

(1) Citigroup's risk-based capital ratios, which reflect full implementation of the U.S. Basel III rules, are non-GAAP financial measures.

These ratios are calculated under the Basel III Advanced Approaches framework. See page 40 for a reconciliation of Citi's Common Equity Tier 1 Capital to reported results.
(2) March 31, 2015 ratios are preliminary.
(3) Citigroup's Supplementary Leverage Ratio (SLR), which reflects full implementation of the U.S. Basel III rules, is a non-GAAP financial measure.
(4) At December 31, 2014 and March 31, 2015, approximately $\$ 20.6$ billion of Deposits (and corresponding assets) were reclassified to held-for-sale within Other liabilities and Other assets, respectively, as a result of Citigroup's entry into an agreement to sell its Japan retail banking business, which is now reported in Citi Holdings.
(5) Tangible book value per share is a non-GAAP financial measure. See page 40 for a reconciliation of Tangible book value to reported results.

Note: Ratios and performance metrics are calculated based on the displayed amounts.
NM Not meaningful
Reclassified to conform to the current period's presentation.

CITIGROUP CONSOLIDATED STATEMENT OF INCOME
(In millions of dollars)

|  | 1 Q | 2Q | 3Q | 4Q | 1Q | 1 Q15 Inc (Decrease) |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 2014 | 2014 | 2014 | 2014 | 2015 | 4Q14 | 1Q14 |
| Revenues |  |  |  |  |  |  |  |
| Interest revenue | \$ 15,350 | \$ 15,561 | \$ 15,512 | \$ 15,260 | \$ 14,600 | (4)\% | (5)\% |
| Interest expense | 3,591 | 3,615 | 3,325 | 3,159 | 3,028 | (4)\% | (16)\% |
| Net interest revenue | 11,759 | 11,946 | 12,187 | 12,101 | 11,572 | (4)\% | (2)\% |
|  |  |  |  |  |  |  |  |
| Commissions and fees | 3,184 | 3,441 | 3,280 | 3,127 | 3,170 | 1\% | - |
| Principal transactions | 2,888 | 1,843 | 1,549 | 418 | 1,971 | NM | (32)\% |
| Administrative and other fiduciary fees | 1,009 | 1,029 | 1,029 | 946 | 962 | 2\% | (5)\% |
| Realized gains (losses) on investments | 128 | 84 | 136 | 222 | 307 | 38\% | NM |
| Other-than-temporary impairment losses on investments and other assets | (201) | (37) | (91) | (95) | (72) | 24\% | 64\% |
| Insurance premiums | 545 | 538 | 530 | 497 | 497 | - | (9)\% |
| Other revenue | 894 | 581 | 1,069 | 683 | 1,329 | 95\% | 49\% |
| Total non-interest revenues | 8,447 | 7,479 | 7,502 | 5,798 | 8,164 | 41\% | (3)\% |
| Total revenues, net of interest expense | $\underline{\mathbf{2 0 , 2 0 6}}$ | 19,425 | 19,689 | 17,899 | 19,736 | 10\% | (2)\% |

## Provisions for Credit Losses and for Benefits and Claims

| Net credit losses | 2,439 | 2,189 | 2,097 | 2,248 | 1,957 | (13)\% | (20)\% |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Credit reserve build / (release) | (646) | (610) | (522) | (367) | (202) | 45\% | 69\% |
| Provision for loan losses | 1,793 | 1,579 | 1,575 | 1,881 | 1,755 | (7)\% | (2)\% |
| Provison for Policyholder benefits and claims | 208 | 182 | 205 | 206 | 197 | (4)\% | (5)\% |
| Provision for unfunded lending commitments | (27) | (31) | (30) | (74) | (37) | 50\% | (37)\% |
| Total provisions for credit losses and for benefits and claims | 1,974 | 1,730 | 1,750 | 2,013 | 1,915 | (5)\% | (3)\% |


| Operating Expenses |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Compensation and benefits | 6,010 | 6,028 | 6,114 | 5,807 | 5,520 | (5)\% | (8)\% |
| Premises and Equipment | 805 | 819 | 804 | 750 | 709 | (5)\% | (12)\% |
| Technology / communication expense | 1,530 | 1,619 | 1,630 | 1,657 | 1,600 | (3)\% | 5\% |
| Advertising and marketing expense | 458 | 460 | 442 | 484 | 392 | (19)\% | (14)\% |
| Other operating | 3,346 | 6,595 | 3,965 | 5,728 | 2,663 | (54)\% | (20)\% |
| Total operating expenses | 12,149 | 15,521 | 12,955 | 14,426 | 10,884 | (25)\% | (10)\% |
| Income from Continuing Operations before Income Taxes | 6,083 | 2,174 | 4,984 | 1,460 | 6,937 | NM | 14\% |
| Provision (benefits) for income taxes | 2,131 | 1,921 | 2,068 | 1,077 | 2,120 | 97\% | (1)\% |
| Income from Continuing Operations | 3,952 | 253 | 2,916 | 383 | 4,817 | NM | 22\% |
| Discontinued Operations |  |  |  |  |  |  |  |
| Income (Loss) from Discontinued Operations | 40 | (3) | (25) | (2) | (8) | NM | NM |
| Gain (Loss) on Sale | - | - | - | - | - | - | - |
| Provision (benefits) for income taxes | 3 | 19 | (9) | (1) | (3) | NM | NM |
| Income (Loss) from Discontinued Operations, net of taxes | 37 | (22) | (16) | (1) | (5) | NM | NM |
| Net Income before Noncontrolling Interests | 3,989 | 231 | 2,900 | 382 | 4,812 | NM | 21\% |
| Net Income attributable to noncontrolling interests | 45 | 50 | 59 | 38 | 42 | 11\% | (7)\% |
| Citigroup's Net Income | \$ 3,944 | \$ 181 | \$ 2,841 | \$ 344 | $\underline{\text { \$ 4,770 }}$ | NM | 21\% |

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

## CITIGROUP CONSOLIDATED BALANCE SHEET

(In millions of dollars)


## Equity

| Stockholders' equity |  |  |  |  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Preferred stock | \$ | 7,218 | \$ | 8,968 | \$ | 8,968 | \$ | 10,468 | \$ | 11,968 | 14\% | 66\% |
| Common stock |  | 31 |  | 31 |  | 31 |  | 31 |  | 31 | - | - |
| Additional paid-in capital |  | 107,505 |  | 107,669 |  | 107,839 |  | 107,979 |  | 108,124 | - | 1\% |
| Retained earnings |  | 114,745 |  | 115,015 |  | 117,697 |  | 117,852 |  | 122,463 | 4\% | 7\% |
| Treasury stock |  | $(2,237)$ |  | $(2,520)$ |  | $(2,631)$ |  | $(2,929)$ |  | $(3,275)$ | (12)\% | (46)\% |
| Accumulated other comprehensive income (loss) |  | $(19,146)$ |  | $(18,147)$ |  | $(19,976)$ |  | $(23,216)$ |  | $(24,691)$ | (6)\% | (29)\% |
| Total common equity | \$ | 200,898 | \$ | 202,048 | \$ | 202,960 | \$ | 199,717 | \$ | 202,652 | 1\% | 1\% |
| Total Citigroup stockholders' equity | \$ | 208,116 | \$ | 211,016 | \$ | 211,928 | \$ | 210,185 | \$ | 214,620 | 2\% | 3\% |
| Noncontrolling interests |  | 1,780 |  | 1,737 |  | 1,619 |  | 1,511 |  | 1,403 | (7)\% | (21)\% |
| Total equity |  | 209,896 |  | 212,753 |  | 213,547 |  | 211,696 |  | 216,023 | 2\% | 3\% |
| Total liabilities and equity |  | 1,894,390 |  | ,909,369 | \$ | 1,882,505 | \$1 | ,842,181 | \$1 | $\underline{\text { 831,801 }}$ | (1)\% | (3)\% |

(1) Preliminary
(2) See footnote 4 on page 1 .
(3) Includes allowance for credit losses for letters of credit and unfunded lending commitments. See page 32 for amounts by period.

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

CITIGROUP

## SEGMENT DETAIL

NET REVENUES
(In millions of dollars)

|  | $\begin{gathered} 1 Q \\ 2014 \end{gathered}$ | $\begin{gathered} 2 Q \\ 2014 \end{gathered}$ | $\begin{gathered} 3 Q \\ 2014 \end{gathered}$ | $\begin{gathered} 4 Q \\ 2014 \\ \hline \end{gathered}$ | $\begin{gathered} 1 Q \\ 2015 \\ \hline \end{gathered}$ | 1Q15 Increase (Decrease) from |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  |  |  |  | 4Q14 | 1Q14 |
| CITICORP |  |  |  |  |  |  |  |
| Global Consumer Banking |  |  |  |  |  |  |  |
| North America | \$ 4,790 | \$ 4,787 | \$ 4,996 | \$ 5,096 | \$ 4,994 | (2)\% | 4\% |
| Latin America | 2,083 | 2,136 | 2,172 | 2,069 | 1,835 | (11)\% | (12)\% |
| Asia (1) | 1,971 | 2,021 | 2,033 | 1,863 | 1,833 | (2)\% | (7)\% |
| Total | 8,844 | 8,944 | 9,201 | 9,028 | 8,662 | (4)\% | (2)\% |
|  |  |  |  |  |  |  |  |
| Institutional Clients Group |  |  |  |  |  |  |  |
| North America | 3,561 | 3,154 | 3,219 | 2,457 | 3,303 | 34\% | (7)\% |
| EMEA | 2,771 | 2,430 | 2,252 | 2,038 | 2,763 | 36\% | - |
| Latin America | 1,101 | 1,149 | 1,014 | 971 | 1,065 | 10\% | (3)\% |
| Asia | 1,721 | 1,669 | 1,851 | 1,694 | 1,897 | 12\% | 10\% |
| Total | 9,154 | 8,402 | 8,336 | 7,160 | 9,028 | 26\% | (1)\% |
|  |  |  |  |  |  |  |  |
| Corporate / Other | 223 | 89 | 82 | (93) | 212 | NM | (5)\% |
|  |  |  |  |  |  |  |  |
| Total Citicorp | 18,221 | 17,435 | 17,619 | 16,095 | 17,902 | 11\% | (2)\% |
|  |  |  |  |  |  |  |  |
| Total Citi Holdings | 1,985 | 1,990 | 2,070 | 1,804 | 1,834 | 2\% | (8)\% |
|  |  |  |  |  |  |  |  |
| Total Citigroup - Net Revenues | 20,206 | 19,425 | 19,689 | 17,899 | 19,736 | 10\% | (2)\% |

Credit valuation adjustments (CVA) on derivatives (counterparty and own-credit), net of hedges; funding valuation adjustments (FVA) on derivatives; and debt valuation adjustments (DVA) on Citigroup's fair value option liabilities \{collectively referred to as CVA/DVA\} (2) $7 \quad$| $(33)$ |
| :--- | :--- | :--- | :--- |
|  |

Total Citigroup - Net Revenues - Excluding CVA/DVA (3) \$20,199 \$ 19,458 \$ 20,060 \$ 17,892 \$ 19,809 $11 \%$ (2)\%
(1) Beginning in the first quarter of 2015, Asia GCB includes the results of operations of EMEA GCB for all periods presented.
(2) Included, as applicable, in Citicorp-Institutional Clients Group and Citi Holdings lines above.
(3) Presentation of this metric excluding CVA/DVA is a non-GAAP financial measure.

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

CITIGROUP

## SEGMENT DETAIL

## INCOME

(In millions of dollars)

(1) Beginning in the first quarter of 2015, Asia GCB includes the results of operations of EMEA GCB for all periods presented.
(2) Included, as applicable, in Citicorp-Institutional Clients Group and Citi Holdings lines above.
(3) Presentation of this metric excluding CVA/DVA is a non-GAAP financial measure.

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

CITICORP
INCOME STATEMENT AND BALANCE SHEET DATA
(In millions of dollars, except as otherwise noted)

|  | $\begin{gathered} 1 Q \\ 2014 \\ \hline \end{gathered}$ | $\begin{gathered} 2 Q \\ 2014 \\ \hline \end{gathered}$ | $\begin{gathered} 3 Q \\ 2014 \\ \hline \end{gathered}$ | $\begin{gathered} 4 Q \\ 2014 \\ \hline \end{gathered}$ | $\begin{gathered} 1 Q \\ 2015 \\ \hline \end{gathered}$ | 1Q15 Increase (Decrease) from |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  |  |  |  | 4Q14 | 1Q14 |
| Revenues |  |  |  |  |  |  |  |
| Net interest revenue | \$ 10,583 | \$ 10,709 | \$ 11,068 | \$ 11,042 | \$ 10,517 | (5)\% | (1)\% |
| Non-interest revenue | 7,638 | 6,726 | 6,551 | 5,053 | 7,385 | 46\% | (3)\% |
| Total revenues, net of interest expense | 18,221 | 17,435 | 17,619 | 16,095 | 17,902 | 11\% | (2)\% |


| Provisions for Credit Losses and for Benefits and Claims |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Net credit losses | 1,866 | 1,747 | 1,692 | 1,831 | 1,549 | (15)\% | (17)\% |
| Credit reserve build / (release) | (300) | (398) | (387) | (153) | (6) | 96\% | 98\% |
| Provision for loan losses | 1,566 | 1,349 | 1,305 | 1,678 | 1,543 | (8)\% | (1)\% |
| Provision for benefits and claims | 41 | 26 | 38 | 39 | 28 | (28)\% | (32)\% |
| Provision for unfunded lending commitments | (23) | (28) | (27) | (74) | (32) | 57\% | (39)\% |
| Total provisions for credit losses and for benefits and claims | 1,584 | 1,347 | 1,316 | 1,643 | 1,539 | (6)\% | (3)\% |
| Total operating expenses | 10,131 | 10,499 | 11,609 | 13,123 | 9,727 | (26)\% | (4)\% |
| Income from Continuing Operations before Income Taxes | 6,506 | 5,589 | 4,694 | 1,329 | 6,636 | NM | 2\% |
| Provision for income taxes | 2,272 | 1,844 | 1,994 | 1,030 | 1,966 | 91\% | (13)\% |
| Income from Continuing Operations | 4,234 | 3,745 | 2,700 | 299 | 4,670 | NM | 10\% |


| Income (loss) from Discontinued Operations, net of taxes |  | 37 |  | (22) |  | (16) |  | (1) |  | (5) | NM | NM |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Noncontrolling interests |  | 43 |  | 50 |  | 55 |  | 38 |  | 41 | 8\% | (5)\% |
| Citicorp's Net Income | \$ | 4,228 | \$ | 3,673 | \$ | 2,629 | \$ | 260 | \$ | 4,624 | NM | 9\% |
| Balance Sheet Data (in billions of dollars): |  |  |  |  |  |  |  |  |  |  |  |  |
| Total EOP Assets | \$ | 1,743 | \$ | 1,761 | \$ | 1,746 | \$ | 1,713 | \$ | 1,710 | - | (2)\% |
| Average Assets | \$ | 1,736 | \$ | 1,755 | \$ | 1,752 | \$ | 1,768 | \$ | 1,727 | (2)\% | (1)\% |
| Return on Average Assets |  | 0.99\% |  | 0.84\% |  | 0.60\% |  | 0.06\% |  | 1.09\% |  |  |
| Efficiency Ratio (Operating Expenses/Total Revenues, net) |  | 56\% |  | 60\% |  | 66\% |  | 82\% |  | 54\% |  |  |
| Total EOP Loans | \$ | 567 | \$ | 578 | \$ | 569 | \$ | 565 | \$ | 559 | (1)\% | (1)\% |
| Total EOP Deposits | \$ | 904 | \$ | 913 | \$ | 898 | \$ | 883 | \$ | 888 | 1\% | (2)\% |

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

## CITICORP

## GLOBAL CONSUMER BANKING

Page 1
(In millions of dollars, except as otherwise noted)


| Income (loss) from Continuing Operations by Business |  |  |  |  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Retail Banking | \$ | 426 | \$ | 357 | \$ | 536 | \$ | 468 | \$ | 574 | 23\% | 35\% |
| Cards (1) |  | 1,248 |  | 1,206 |  | 1,358 |  | 1,220 |  | 1,151 | (6)\% | (8)\% |
| Total | \$ | 1,674 | \$ | 1,563 | \$ | $\underline{1,894}$ | \$ | $\underline{1,688}$ | \$ | $\underline{1,725}$ | 2\% | 3\% |
| FX Translation Impact: |  |  |  |  |  |  |  |  |  |  |  |  |
| Total Revenue - as Reported | \$ | 8,844 | \$ | 8,944 | \$ | 9,201 | \$ | 9,028 | \$ | 8,662 | (4)\% | (2)\% |
| Impact of FX Translation (2) |  | (371) |  | (446) |  | (387) |  | (197) |  | - |  |  |
| Total Revenues - Ex-FX (3) | \$ | 8,473 | \$ | 8,498 | \$ | 8,814 | \$ | 8,831 | \$ | $\underline{8,662}$ | (2)\% | 2\% |
| Total Operating Expenses - as Reported | \$ | 4,871 | \$ | 5,120 | \$ | 4,975 | \$ | 4,985 | \$ | 4,552 | (9)\% | (7)\% |
| Impact of FX Translation (2) |  | (220) |  | (280) |  | (235) |  | (122) |  | - |  |  |
| Total Operating Expenses - Ex-FX (3) | \$ | 4,651 | \$ | $\underline{4,840}$ | \$ | $\underline{4,740}$ | \$ | 4,863 | \$ | 4,552 | (6)\% | (2)\% |
| Total Provisions for LLR \& PBC - as Reported | \$ | 1,557 | \$ | 1,459 | \$ | 1,337 | \$ | 1,480 | \$ | 1,465 | (1)\% | (6)\% |
| Impact of FX Translation (2) |  | (84) |  | (111) |  | (84) |  | (51) |  | - |  |  |
| Total Provisions for LLR \& PBC - Ex-FX (3) | \$ | 1,473 | \$ | $\underline{1,348}$ | \$ | 1,253 | \$ | 1,429 | \$ | 1,465 | 3\% | (1)\% |
| Net Income - as Reported | \$ | 1,667 | \$ | 1,557 | \$ | 1,885 | \$ | 1,685 | \$ | 1,730 | 3\% | 4\% |
| Impact of FX Translation (2) |  | (28) |  | (27) |  | (35) |  | (3) |  | - |  |  |
| Net Income - Ex-FX (3) | \$ | 1,639 | \$ | 1,530 | \$ | 1,850 | \$ | 1,682 | \$ | $\underline{1,730}$ | 3\% | 6\% |

(1) Includes both Citi-Branded Cards and Citi Retail Services.
(2) Reflects the impact of foreign exchange (FX) translation into U.S. Dollars at the first quarter of 2015 average exchange rates for all periods presented.
(3) Presentation of this metric excluding FX translation is a non-GAAP financial measure.

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

## CITICORP

## GLOBAL CONSUMER BANKING

Page 2

|  | 1Q | 2Q | 3Q | 4Q | $\begin{gathered} 1 Q \\ 2015 \end{gathered}$ | 1Q15 Increase (Decrease) from |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 2014 | 2014 | 2014 | 2014 |  | 4Q14 | 1Q14 |
| Retail Banking Key Indicators (in billions of dollars, except as otherwise noted) |  |  |  |  |  |  |  |


| Branches (actual) |  | 3,426 |  | 3,307 |  | 3,284 |  | 3,129 |  | 3,027 | (3)\% | (12)\% |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Accounts (in millions) |  | 61.0 |  | 61.2 |  | 60.3 |  | 59.8 |  | 59.2 | (1)\% | (3)\% |
| Average Deposits | \$ | 302.9 | \$ | 307.5 | \$ | 306.4 | \$ | 302.7 | \$ | 302.2 | - | - |
| Investment Sales | \$ | 26.6 | \$ | 26.3 | \$ | 29.5 | \$ | 23.8 | \$ | 26.5 | 11\% | - |
| Investment Assets under Management (AUMs) | \$ | 162.0 | \$ | 170.2 | \$ | 168.2 | \$ | 163.3 | \$ | 161.8 | (1)\% | - |
| Average Loans | \$ | 148.6 | \$ | 153.3 | \$ | 154.2 | \$ | 152.6 | \$ | 148.3 | (3)\% | - |
| EOP Loans: |  |  |  |  |  |  |  |  |  |  |  |  |
| Real Estate Lending | \$ | 78.8 | \$ | 81.1 | \$ | 81.5 | \$ | 79.7 | \$ | 79.5 | - | 1\% |
| Commercial Markets |  | 41.4 |  | 42.1 |  | 41.1 |  | 39.1 |  | 38.2 | (2)\% | (8)\% |
| Personal and Other |  | 30.6 |  | 31.7 |  | 31.3 |  | 30.4 |  | 30.2 | (1)\% | (1)\% |
| EOP Loans | \$ | 150.8 | \$ | 154.9 | \$ | 153.9 | \$ | 149.2 | \$ | 147.9 | (1)\% | (2)\% |
| Net Interest Revenue (in millions) (1) | \$ | 2,333 | \$ | 2,431 | \$ | 2,483 | \$ | 2,461 | \$ | 2,315 | (6)\% | (1)\% |
| As a \% of Average Loans |  | 6.37\% |  | 6.36\% |  | 6.39\% |  | 6.40\% |  | 6.33\% |  |  |
| Net Credit Losses (in millions) | \$ | 322 | \$ | 331 | \$ | 325 | \$ | 388 | \$ | 294 | (24)\% | (9)\% |
| As a \% of Average Loans |  | 0.88\% |  | 0.87\% |  | 0.84\% |  | 1.01\% |  | 0.80\% |  |  |
| Loans 90+ Days Past Due (in millions) (2) (3) | \$ | 968 | \$ | 989 | \$ | 964 | \$ | 816 | \$ | 617 | (24)\% | (36)\% |
| As a \% of EOP Loans |  | 0.65\% |  | 0.64\% |  | 0.63\% |  | 0.55\% |  | 0.42\% |  |  |
| Loans 30-89 Days Past Due (in millions) (2) | \$ | 925 | \$ | 965 | \$ | 912 | \$ | 854 | \$ | 845 | (1)\% | (9)\% |
| As a \% of EOP Loans |  | 0.62\% |  | 0.63\% |  | 0.60\% |  | 0.58\% |  | 0.58\% |  |  |


| Cards Key Indicators (in millions of dollars, except |  |  |  |  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| EOP Open Accounts (in millions) | \$ | 137.8 | \$ | 138.2 | \$ | 136.1 | \$ | 137.0 | \$ | 136.3 | (1)\% | (1)\% |
| Purchase Sales (in billions) | \$ | 82.0 | \$ | 91.8 | \$ | 90.6 | \$ | 96.7 | \$ | 82.5 | (15)\% | 1\% |
| Average Loans (in billions) (4) | \$ | 140.1 | \$ | 138.3 | \$ | 138.0 | \$ | 137.8 | \$ | 134.8 | (2)\% | (4)\% |
| EOP Loans (in billions) (4) | \$ | 138.1 | \$ | 140.1 | \$ | 138.1 | \$ | 141.9 | \$ | 132.2 | (7)\% | (4)\% |
| Average Yield (5) |  | 13.45\% |  | 13.51\% |  | 13.55\% |  | 13.47\% |  | 13.51\% |  |  |
| Net Interest Revenue (6) | \$ | 4,468 | \$ | 4,502 | \$ | 4,637 | \$ | 4,609 | \$ | 4,386 | (5)\% | (2)\% |
| As a \% of Average Loans (6) |  | 12.93\% |  | 13.06\% |  | 13.33\% |  | 13.27\% |  | 13.20\% |  |  |
| Net Credit Losses | \$ | 1,410 | \$ | 1,407 | \$ | 1,355 | \$ | 1,322 | \$ | 1,257 | (5)\% | (11)\% |
| As a \% of Average Loans |  | 4.08\% |  | 4.08\% |  | 3.90\% |  | 3.81\% |  | 3.78\% |  |  |
| Net Credit Margin (7) | \$ | 3,637 | \$ | 3,682 | \$ | 3,898 | \$ | 3,804 | \$ | 3,621 | (5)\% | - |
| As a \% of Average Loans (7) |  | 10.53\% |  | 10.68\% |  | 11.21\% |  | 10.95\% |  | 10.89\% |  |  |
| Loans 90+ Days Past Due | \$ | 1,844 | \$ | 1,715 | \$ | 1,690 | \$ | 1,750 | \$ | 1,628 | (7)\% | (12)\% |
| As a \% of EOP Loans |  | 1.34\% |  | 1.22\% |  | 1.22\% |  | 1.23\% |  | 1.23\% |  |  |
| Loans 30-89 Days Past Due | \$ | 1,935 | \$ | 1,850 | \$ | 1,894 | \$ | 1,834 | \$ | 1,666 | (9)\% | (14)\% |
| As a \% of EOP Loans |  | 1.40\% |  | 1.32\% |  | 1.37\% |  | 1.29\% |  | 1.26\% |  |  |

(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 footnote 1 on page 10.
(3) The fourth quarter of 2014 reflects a $\$ 71$ million charge-off related to Citi's homebuilder exposure in Mexico, which was offset by a related release of previously established loan loss reserves, and therefore neutral to the cost of credit during the quarter. The charge-off reduced Loans 90+ Days Past Due by the same amount.
(4) Average loans, EOP loans and the related consumer delinquency amounts and ratios include interest and fees receivables balances.
(5) Average yield is gross interest revenue earned divided by average loans.
(6) Net interest revenue includes certain fees that are recorded as interest revenue.
(7) Net credit margin is total revenues, net of interest expense, less net credit losses and policy benefits and claims.

Reclassified to conform to the current period's presentation.

## CITICORP

## GLOBAL CONSUMER BANKING <br> NORTH AMERICA

## Page 1

(In millions of dollars, except as otherwise noted)

|  | $\begin{gathered} 1 Q \\ 2014 \end{gathered}$ |  | $\begin{gathered} 2 Q \\ 2014 \\ \hline \end{gathered}$ |  | $\begin{gathered} 3 Q \\ 2014 \\ \hline \end{gathered}$ |  | $\begin{gathered} 4 Q \\ 2014 \\ \hline \end{gathered}$ |  | $\begin{gathered} 1 Q \\ 2015 \\ \hline \end{gathered}$ |  | 1Q15 Increase (Decrease) from |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  | 4Q14 | 1Q14 |  |  |  |  |  |  |
| Net Interest Revenue | \$ | 4,187 |  |  | \$ | 4,211 | \$ | 4,363 | \$ | 4,442 | \$ | 4,305 | (3)\% | 3\% |
| Non-Interest Revenue |  | 603 |  | 576 |  | 633 |  | 654 |  | 689 | 5\% | 14\% |
| Total Revenues, Net of Interest Expense |  | 4,790 |  | 4,787 |  | 4,996 |  | 5,096 |  | 4,994 | (2)\% | 4\% |
| Total Operating Expenses |  | 2,439 |  | 2,349 |  | 2,411 |  | 2,507 |  | 2,292 | (9)\% | (6)\% |
| Net Credit Losses |  | 1,102 |  | 1,072 |  | 1,019 |  | 1,013 |  | 961 | (5)\% | (13)\% |
| Credit Reserve Build / (Release) |  | (271) |  | (397) |  | (341) |  | (233) |  | (100) | 57\% | 63\% |
| Provision for Unfunded Lending Commitments |  | 2 |  | 1 |  | - |  | (11) |  | 1 | NM | (50)\% |
| Provision for Benefits and Claims |  | 7 |  | 11 |  | 12 |  | 10 |  | 10 | - | 43\% |
| Provisions for Loan Losses and for Benefits and Claims |  | 840 |  | 687 |  | 690 |  | 779 |  | 872 | 12\% | 4\% |
| Income from Continuing Operations before Taxes |  | 1,511 |  | 1,751 |  | 1,895 |  | 1,810 |  | 1,830 | 1\% | 21\% |
| Income Taxes (benefits) |  | 493 |  | 677 |  | 712 |  | 673 |  | 690 | 3\% | 40\% |
| Income from Continuing Operations |  | 1,018 |  | 1,074 |  | 1,183 |  | 1,137 |  | 1,140 | - | 12\% |
| Noncontrolling Interests |  | - |  | (1) |  | - |  | - |  | - | - | - |
| Net Income | \$ | 1,018 | \$ | 1,075 | \$ | 1,183 | \$ | 1,137 | \$ | 1,140 | - | 12\% |
| Average Assets (in billions of dollars) | \$ | 210 | \$ | 209 | \$ | 211 | \$ | 213 | \$ | 208 | (2)\% | (1)\% |
| Return on Average Assets |  | 1.97\% |  | 2.06\% |  | 2.22\% |  | 2.12\% |  | 2.22\% |  |  |
| Efficiency Ratio |  | 51\% |  | 49\% |  | 48\% |  | 49\% |  | 46\% |  |  |
| Net Credit Losses as a \% of Average Loans |  | 2.87\% |  | 2.78\% |  | 2.59\% |  | 2.55\% |  | 2.51\% |  |  |


| Revenue by Business |  |  |  |  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Retail Banking | \$ | 1,144 | \$ | 1,177 | \$ | 1,232 | \$ | 1,364 | \$ | 1,348 | (1)\% | 18\% |
| Citi-Branded Cards |  | 2,021 |  | 2,029 |  | 2,118 |  | 2,122 |  | 2,009 | (5)\% | (1)\% |
| Citi Retail Services |  | 1,625 |  | 1,581 |  | 1,646 |  | 1,610 |  | 1,637 | 2\% | 1\% |
| Total | \$ | 4,790 | \$ | 4,787 | \$ | 4,996 | \$ | 5,096 | \$ | 4,994 | (2)\% | 4\% |


| Net Credit Losses by Business |  |  |  |  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Retail Banking | \$ | 34 | \$ | 37 | \$ | 36 | \$ | 36 | \$ | 36 | - | 6\% |
| Citi-Branded Cards |  | 587 |  | 570 |  | 526 |  | 514 |  | 492 | (4)\% | (16)\% |
| Citi Retail Services |  | 481 |  | 465 |  | 457 |  | 463 |  | 433 | (6)\% | (10)\% |
| Total | \$ | 1,102 | \$ | 1,072 | \$ | 1,019 | \$ | 1,013 | \$ | 961 | (5) \% | (13)\% |


| Income (loss) from Continuing Operations by Business |  |  |  |  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Retail Banking | \$ | 18 | \$ | 90 | \$ | 107 | \$ | 140 | \$ | 197 | 41\% | NM |
| Citi-Branded Cards |  | 564 |  | 555 |  | 636 |  | 636 |  | 539 | (15)\% | (4)\% |
| Citi Retail Services |  | 436 |  | 429 |  | 440 |  | 361 |  | 404 | 12\% | (7)\% |
| Total | \$ | $\underline{1,018}$ | \$ | $\underline{1,074}$ | \$ | 1,183 | \$ | 1,137 | \$ | $\underline{1,140}$ | - | 12\% |

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

## CITICORP

## GLOBAL CONSUMER BANKING

NORTH AMERICA

## Page 2

|  | $\begin{gathered} 1 Q \\ 2014 \end{gathered}$ |  | $\begin{gathered} 2 Q \\ 2014 \end{gathered}$ |  | $\begin{gathered} 3 Q \\ 2014 \\ \hline \end{gathered}$ |  | $\begin{gathered} 4 Q \\ 2014 \end{gathered}$ |  | $\begin{gathered} 1 Q \\ 2015 \end{gathered}$ |  | 1Q15 Increase (Decrease) from |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  | 4Q14 | 1Q14 |  |  |  |  |  |  |
| except as otherwise noted) |  |  |  |  |  |  |  |  |  |  |  |  |
| Branches (actual) |  | 962 |  |  |  | 912 |  | 895 |  | 849 |  | 788 | (7)\% | (18)\% |
| Accounts (in millions) |  | 12.1 |  | 12.0 |  | 11.9 |  | 11.7 |  | 11.3 | (3)\% | (7)\% |
| Investment Sales | \$ | 3.9 | \$ | 3.8 | \$ | 3.6 | \$ | 4.0 | \$ | 4.5 | 13\% | 15\% |
| Investment AUMs | \$ | 34.6 | \$ | 35.9 | \$ | 35.8 | \$ | 36.2 | \$ | 37.0 | 2\% | 7\% |
| Average Deposits | \$ | 170.7 | \$ | 171.0 | \$ | 170.4 | \$ | 170.6 | \$ | 171.6 | 1\% | 1\% |
| Average Loans | \$ | 44.8 | \$ | 45.6 | \$ | 46.9 | \$ | 48.3 | \$ | 47.5 | (2)\% | 6\% |
| EOP Loans: |  |  |  |  |  |  |  |  |  |  |  |  |
| Real Estate Lending | \$ | 35.1 | \$ | 36.4 | \$ | 37.6 | \$ | 36.7 | \$ | 37.8 | 3\% | 8\% |
| Commercial Markets |  | 8.7 |  | 8.5 |  | 8.6 |  | 8.6 |  | 8.5 | (1)\% | (2)\% |
| Personal and Other |  | 1.2 |  | 1.3 |  | 1.3 |  | 1.5 |  | 1.5 | - | 25\% |
| Total EOP Loans | \$ | 45.0 | \$ | 46.2 | \$ | 47.5 | \$ | 46.8 | \$ | 47.8 | 2\% | 6\% |
| Mortgage Originations | \$ | 5.2 | \$ | 6.2 | \$ | 7.1 | \$ | 6.7 | \$ | 7.0 | 4\% | 35\% |
| Third Party Mortgage Servicing Portfolio (EOP) | \$ | 178.8 | \$ | 175.9 | \$ | 173.0 | \$ | 171.9 | \$ | 168.2 | (2)\% | (6)\% |
| Net Servicing \& Gain/(Loss) on Sale (in millions) | \$ | 127.7 | \$ | 133.9 | \$ | 132.4 | \$ | 255.6 | \$ | 168.7 | (34)\% | $32 \%$ |
| Saleable Mortgage Rate Locks | \$ | 3.6 | \$ | 4.2 | \$ | 4.4 | \$ | 3.8 | \$ | 4.4 | 16\% | 22\% |
| Net Interest Revenue on Loans (in millions) | \$ | 227 | \$ | 247 | \$ | 255 | \$ | 271 | \$ | 248 | (8)\% | 9\% |
| As a \% of Avg. Loans |  | 2.21\% |  | 2.30\% |  | 2.29\% |  | 2.41\% |  | 2.24\% |  |  |
| Net Credit Losses (in millions) | \$ | 34 | \$ | 37 | \$ | 36 | \$ | 36 | \$ | 36 | - | 6\% |
| As a \% of Avg. Loans |  | 0.31\% |  | 0.33\% |  | 0.30\% |  | 0.30\% |  | 0.31\% |  |  |
| Loans 90+ Days Past Due (in millions) (1) | \$ | 243 | \$ | 227 | \$ | 229 | \$ | 225 | \$ | 123 | (45)\% | (49)\% |
| As a \% of EOP Loans |  | 0.55\% |  | 0.50\% |  | 0.49\% |  | 0.49\% |  | 0.26\% |  |  |
| Loans 30-89 Days Past Due (in millions) (1) | \$ | 177 | \$ | 203 | \$ | 213 | \$ | 212 | \$ | 203 | (4)\% | 15\% |
| As a \% of EOP Loans |  | 0.40\% |  | 0.45\% |  | 0.46\% |  | 0.46\% |  | 0.43\% |  |  |

(1) The Loans 90+ Days Past Due and 30-89 Days Past Due and related ratios exclude 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) were $\$ 679$ million and ( $\$ 1.2$ billion), $\$ 668$ million and ( $\$ 1.2$ billion), $\$ 604$ million and ( $\$ 1.1$ billion), $\$ 562$ million and ( $\$ 1.1$ billion) and $\$ 534$ million and ( $\$ 1.1$ billion), as of March 31, 2014, June 30, 2014, September 30, 2014, December 31, 2014 and March 31, 2015, respectively.

The amounts excluded for Loans 30-89 Days Past Due and (EOP Loans) were $\$ 122$ million and ( $\$ 1.2$ billion), $\$ 125$ million and ( $\$ 1.2$ billion), $\$ 126$ million and ( $\$ 1.1$ billion), $\$ 122$ million and ( $\$ 1.1$ billion) and $\$ 111$ million and ( $\$ 1.1$ billion), as of March 31, 2014, June 30, 2014, September 30, 2014, December 31, 2014 and March 31, 2015, respectively.

Reclassified to conform to the current period's presentation.

CITICORP

## GLOBAL CONSUMER BANKING

## NORTH AMERICA

Page 3


Citi Retail Services Key Indicators (in millions of
dollars, except as otherwise noted) (1)

| EOP Open Accounts |  | 88.2 |  | 88.8 |  | 87.2 |  | 88.1 |  | 87.3 | (1)\% | (1)\% |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Purchase Sales (in billions) | \$ | 16.7 | \$ | 20.4 | \$ | 19.7 | \$ | 23.5 | \$ | 16.5 | (30)\% | (1)\% |
| Average Loans (in billions) (1) | \$ | 43.6 | \$ | 42.4 | \$ | 42.9 | \$ | 43.9 | \$ | 43.9 | - | 1\% |
| EOP Loans (in billions) (1) | \$ | 42.3 | \$ | 43.1 | \$ | 43.0 | \$ | 46.5 | \$ | 42.4 | (9)\% | - |
| Average Yield (2) |  | 16.63\% |  | 16.89\% |  | 16.89\% |  | 16.80\% |  | 16.96\% |  |  |
| Net Interest Revenue (3) | \$ | 1,819 | \$ | 1,810 | \$ | 1,884 | \$ | 1,923 | \$ | 1,885 | (2)\% | 4\% |
| As a \% of Avg. Loans (3) |  | 16.92\% |  | 17.12\% |  | 17.42\% |  | 17.38\% |  | 17.41\% |  |  |
| Net Credit Losses | \$ | 481 | \$ | 465 | \$ | 457 | \$ | 463 | \$ | 433 | (6)\% | (10)\% |
| As a \% of Average Loans |  | 4.47\% |  | 4.40\% |  | 4.23\% |  | 4.18\% |  | 4.00\% |  |  |
| Net Credit Margin (4) | \$ | 1,141 | \$ | 1,111 | \$ | 1,181 | \$ | 1,139 | \$ | 1,198 | 5\% | 5\% |
| As a \% of Avg. Loans (4) |  | 10.61\% |  | 10.51\% |  | 10.92\% |  | 10.29\% |  | 11.07\% |  |  |
| Loans 90+ Days Past Due | \$ | 689 | \$ | 606 | \$ | 630 | \$ | 678 | \$ | 629 | (7)\% | (9)\% |
| As a \% of EOP Loans |  | 1.63\% |  | 1.41\% |  | 1.47\% |  | 1.46\% |  | 1.48\% |  |  |
| Loans 30-89 Days Past Due | \$ | 725 | \$ | 683 | \$ | 729 | \$ | 748 | \$ | 673 | (10)\% | (7)\% |
| As a \% of EOP Loans |  | 1.71\% |  | 1.58\% |  | 1.70\% |  | 1.61\% |  | 1.59\% |  |  |

(1) Average loans, EOP loans and the related consumer delinquency amounts and ratios include interest and fees receivables balances.
(2) Average yield is calculated as 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.

Reclassified to conform to the current period's presentation.

## CITICORP

## GLOBAL CONSUMER BANKING

LATIN AMERICA - PAGE 1
(In millions of dollars, except as otherwise noted)

|  | $\begin{gathered} 1 Q \\ 2014 \end{gathered}$ |  | $\begin{gathered} 2 Q \\ 2014 \end{gathered}$ |  | $\begin{gathered} 3 Q \\ 2014 \end{gathered}$ |  | $\begin{gathered} 4 Q \\ 2014 \end{gathered}$ |  | $\begin{gathered} 1 Q \\ 2015 \end{gathered}$ |  | 1Q15 Increase (Decrease) from |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  | 4Q14 | 1Q14 |  |  |  |  |  |  |
| Net Interest Revenue | \$ | 1,364 |  |  | \$ | 1,432 | \$ | 1,472 | \$ | 1,404 | \$ | 1,242 | (12)\% | (9)\% |
| Non-Interest Revenue |  | 719 |  | 704 |  | 700 |  | 665 |  | 593 | (11)\% | (18)\% |
| Total Revenues, Net of Interest Expense |  | 2,083 |  | 2,136 |  | 2,172 |  | 2,069 |  | 1,835 | (11)\% | (12)\% |
| Total Operating Expenses |  | 1,203 |  | 1,254 |  | 1,272 |  | 1,245 |  | 1,080 | (13)\% | (10)\% |
| Net Credit Losses |  | 436 |  | 454 |  | 460 |  | 511 |  | 417 | (18)\% | (4)\% |
| Credit Reserve Build / (Release) |  | 51 |  | 109 |  | (4) |  | (36) |  | 22 | NM | (57)\% |
| Provision for Unfunded Lending Commitments |  | (1) |  | 1 |  | (1) |  | - |  | (3) | NM | NM |
| Provision for Benefits and Claims |  | 34 |  | 15 |  | 26 |  | 29 |  | 18 | (38)\% | (47)\% |
| Provisions for Loan Losses and for Benefits and Claims (LLR \& PBC) |  | 520 |  | 579 |  | 481 |  | 504 |  | 454 | (10)\% | (13)\% |
| Income from Continuing Operations before Taxes |  | 360 |  | 303 |  | 419 |  | 320 |  | 301 | (6)\% | (16)\% |
| Income Taxes |  | 69 |  | 28 |  | 90 |  | 57 |  | 57 | - | (17)\% |
| Income from Continuing Operations |  | 291 |  | 275 |  | 329 |  | 263 |  | 244 | (7)\% | (16)\% |
| Noncontrolling Interests |  | 2 |  | 2 |  | 2 |  | - |  | - | - | (100)\% |
| Net Income | \$ | 289 | \$ | 273 | \$ | 327 | \$ | 263 | \$ | $\underline{244}$ | (7) \% | (16)\% |
| Average Assets (in billions of dollars) | \$ | 76 | \$ | 77 | \$ | 76 | \$ | 73 | \$ | 68 | (7)\% | (11)\% |
| Return on Average Assets (1) |  | 1.54\% |  | 1.42\% |  | 1.71\% |  | 1.43\% |  | 1.46\% |  |  |
| Efficiency Ratio |  | 58\% |  | 59\% |  | 59\% |  | 60\% |  | 59\% |  |  |
| Net Credit Losses as a \% of Average Loans (1) |  | 4.60\% |  | 4.63\% |  | 4.75\% |  | 5.51\% |  | 4.90\% |  |  |
| Revenue by Business |  |  |  |  |  |  |  |  |  |  |  |  |
| Retail Banking | \$ | 1,420 | \$ | 1,431 | \$ | 1,452 | \$ | 1,375 | \$ | 1,251 | (9)\% | (12)\% |
| Citi-Branded Cards |  | 663 |  | 705 |  | 720 |  | 694 |  | 584 | (16)\% | (12)\% |
| Total | \$ | 2,083 | \$ | 2,136 | \$ | 2,172 | \$ | 2,069 | \$ | 1,835 | (11)\% | (12)\% |
| Net Credit Losses by Business |  |  |  |  |  |  |  |  |  |  |  |  |
| Retail Banking | \$ | 208 | \$ | 211 | \$ | 210 | \$ | 278 | \$ | 188 | (32)\% | (10)\% |
| Citi-Branded Cards |  | 228 |  | 243 |  | 250 |  | 233 |  | 229 | (2)\% | - |
| Total | \$ | 436 | \$ | 454 | \$ | 460 | \$ | 511 | \$ | 417 | (18)\% | (4)\% |


| Income (loss) from Continuing Operations by Business |  |  |  |  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Retail Banking | \$ | 204 | \$ | 206 | \$ | 189 | \$ | 141 | \$ | 154 | 9\% | (25)\% |
| Citi-Branded Cards |  | 87 |  | 69 |  | 140 |  | 122 |  | 90 | (26)\% | 3\% |
| Total | \$ | 291 | \$ | 275 | \$ | 329 | \$ | 263 | \$ | 244 | (7)\% | (16)\% |
| FX Translation Impact: |  |  |  |  |  |  |  |  |  |  |  |  |
| Total Revenue - as Reported | \$ | 2,083 | \$ | 2,136 | \$ | 2,172 | \$ | 2,069 | \$ | 1,835 | (11)\% | (12)\% |
| Impact of FX Translation (1) |  | (255) |  | (295) |  | (257) |  | (142) |  | - |  |  |
| Total Revenues - Ex-FX (2) | \$ | $\underline{1,828}$ | \$ | $\underline{1,841}$ | \$ | $\underline{1,915}$ | \$ | $\underline{1,927}$ | \$ | $\underline{1,835}$ | (5)\% | - |
| Total Operating Expenses - as Reported | \$ | 1,203 | \$ | 1,254 | \$ | 1,272 | \$ | 1,245 | \$ | 1,080 | (13)\% | (10)\% |
| Impact of FX Translation (1) |  | (132) |  | (155) |  | (138) |  | (76) |  | - |  |  |
| Total Operating Expenses - Ex-FX (2) | \$ | 1,071 | \$ | $\underline{1,099}$ | \$ | $\underline{1,134}$ | \$ | $\underline{1,169}$ | \$ | $\underline{\text { 1,080 }}$ | (8)\% | 1\% |
| Provisions for LLR \& PBC - as Reported | \$ | 520 | \$ | 579 | \$ | 481 | \$ | 504 | \$ | 454 | (10)\% | (13)\% |
| Impact of FX Translation (1) |  | (69) |  | (86) |  | (64) |  | (38) |  | - |  |  |
| Provisions for LLR \& PBC - Ex-FX (2) | \$ | 451 | \$ | 493 | \$ | 417 | \$ | 466 | \$ | 454 | (3)\% | 1\% |
| Net Income - as Reported | \$ | 289 | \$ | 273 | \$ | 327 | \$ | 263 | \$ | 244 | (7)\% | (16)\% |
| Impact of FX Translation (1) |  | (25) |  | (33) |  | (31) |  | (15) |  | 二 |  |  |
| Net Income - Ex-FX (2) | \$ | 264 | \$ | 240 | \$ | 296 | \$ | 248 | \$ | 244 | (2)\% | (8)\% |

(1) Reflects the impact of foreign exchange (FX) translation into U.S. Dollars at the first quarter of 2015 average exchange rates for all
periods presented.
(2) Presentation of this metric excluding FX translation is a non-GAAP financial measure.

## NM Not meaningful

Reclassified to conform to the current period's presentation.

## CITICORP

## GLOBAL CONSUMER BANKING <br> LATIN AMERICA - PAGE 2



Citi-Branded Cards Key Indicators (in billions of

## dollars, except as otherwise noted)

| EOP Open Accounts (in millions) |  | 8.4 |  | 8.2 |  | 8.2 |  | 8.1 |  | 8.1 | - | (4)\% |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Purchase Sales (in billions) | \$ | 6.9 | \$ | 7.4 | \$ | 7.4 | \$ | 7.6 | \$ | 6.4 | (16)\% | (7)\% |
| Average Loans (in billions) (3) | \$ | 10.1 | \$ | 10.3 | \$ | 9.9 | \$ | 9.6 | \$ | 8.8 | (8)\% | (13)\% |
| EOP Loans (in billions) (3) | \$ | 10.2 | \$ | 10.1 | \$ | 9.8 | \$ | 9.3 | \$ | 8.5 | (9)\% | (17)\% |
| Average Yield (4) |  | 20.39\% |  | 20.90\% |  | 21.14\% |  | 20.73\% |  | 20.10\% |  |  |
| Net Interest Revenue (in millions) (5) | \$ | 480 | \$ | 523 | \$ | 543 | \$ | 509 | \$ | 427 | (16)\% | (11)\% |
| As a \% of Average Loans (5) |  | 19.27\% |  | 20.37\% |  | 21.76\% |  | 21.04\% |  | 19.68\% |  |  |
| Net Credit Losses (in millions) | \$ | 228 | \$ | 243 | \$ | 250 | \$ | 233 | \$ | 229 | (2)\% | - |
| As a \% of Average Loans |  | 9.16\% |  | 9.46\% |  | 10.02\% |  | 9.63\% |  | 10.55\% |  |  |
| Net Credit Margin (in millions) (6) | \$ | 435 | \$ | 462 | \$ | 470 | \$ | 461 | \$ | 355 | (23)\% | (18)\% |
| As a \% of Average Loans (6) |  | 17.47\% |  | 17.99\% |  | 18.84\% |  | 19.05\% |  | 16.36\% |  |  |
| Loans 90+ Days Past Due (in millions) | \$ | 293 | \$ | 303 | \$ | 294 | \$ | 284 | \$ | 240 | (15)\% | (18)\% |
| As a \% of EOP Loans |  | 2.87\% |  | 3.00\% |  | 3.00\% |  | 3.05\% |  | 2.82\% |  |  |
| Loans 30-89 Days Past Due (in millions) | \$ | 321 | \$ | 326 | \$ | 322 | \$ | 262 | \$ | 247 | (6)\% | (23)\% |
| As a \% of EOP Loans |  | 3.15\% |  | 3.23\% |  | 3.29\% |  | 2.82\% |  | 2.91\% |  |  |

(1) Also includes net interest revenue related to the region's deposit balances in excess of the average loan portfolio.
(2) See footnote 3 on page 8.
(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.

## CITICORP

## GLOBAL CONSUMER BANKING

ASIA (1) - PAGE 1
(In millions of dollars, except as otherwise noted)

|  | $\begin{gathered} 1 Q \\ 2014 \\ \hline \end{gathered}$ |  | $\begin{gathered} 2 Q \\ 2014 \\ \hline \end{gathered}$ |  | $\begin{gathered} 3 Q \\ 2014 \\ \hline \end{gathered}$ |  | $\begin{gathered} 4 Q \\ 2014 \\ \hline \end{gathered}$ |  | $\begin{gathered} 1 Q \\ 2015 \\ \hline \end{gathered}$ |  | 1Q15 Increase (Decrease) from |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  | 4Q14 | 1Q14 |  |  |  |  |  |  |
| Net Interest Revenue | \$ | 1,250 |  |  | \$ | 1,290 | \$ | 1,285 | \$ | 1,224 | \$ | 1,154 | (6)\% | (8)\% |
| Non-Interest Revenue |  | 721 |  | 731 |  | 748 |  | 639 |  | 679 | 6\% | (6)\% |
| Total Revenues, Net of Interest Expense |  | 1,971 |  | 2,021 |  | 2,033 |  | 1,863 |  | 1,833 | (2)\% | (7)\% |
| Total Operating Expenses |  | 1,229 |  | 1,517 |  | 1,292 |  | 1,233 |  | 1,180 | (4)\% | (4)\% |
| Net Credit Losses |  | 194 |  | 212 |  | 201 |  | 186 |  | 173 | (7)\% | (11)\% |
| Credit Reserve Build / (Release) |  | 7 |  | (14) |  | (34) |  | 15 |  | (35) | NM | NM |
| Provision for Unfunded Lending Commitments |  | (4) |  | (5) |  | (1) |  | (4) |  | 1 | NM | NM |
| Provision for Benefits and Claims |  | - |  | - |  | - |  | - |  | - | - | - |
| Provisions for Loan Losses and for Benefits and Claims (LLR \& PBC) |  | 197 |  | 193 |  | 166 |  | 197 |  | 139 | (29)\% | (29)\% |
| Income from Continuing Operations before Taxes |  | 545 |  | 311 |  | 575 |  | 433 |  | 514 | 19\% | (6)\% |
| Income Taxes |  | 180 |  | 97 |  | 193 |  | 145 |  | 173 | 19\% | (4)\% |
| Income from Continuing Operations |  | 365 |  | 214 |  | 382 |  | 288 |  | 341 | 18\% | (7)\% |
| Noncontrolling Interests |  | 5 |  | 5 |  | 7 |  | 3 |  | (5) | NM | NM |
| Net Income | \$ | 360 | \$ | 209 | \$ | 375 | \$ | 285 | \$ | 346 | 21\% | (4)\% |
| Average Assets (in billions of dollars) | \$ | 120 | \$ | 123 | \$ | 123 | \$ | 120 | \$ | 118 | (2)\% | (2)\% |
| Return on Average Assets |  | 1.22\% |  | 0.68\% |  | 1.21\% |  | 0.94\% |  | 1.19\% |  |  |
| Efficiency Ratio |  | 62\% |  | 75\% |  | 64\% |  | 66\% |  | 64\% |  |  |
| Net Credit Losses as a \% of Average Loans |  | 0.83\% |  | 0.87\% |  | 0.81\% |  | 0.77\% |  | 0.75\% |  |  |
| Revenue by Business |  |  |  |  |  |  |  |  |  |  |  |  |
| Retail Banking | \$ | 1,225 | \$ | 1,237 | \$ | 1,252 | \$ | 1,152 | \$ | 1,175 | 2\% | (4)\% |
| Citi-Branded Cards |  | 746 |  | 784 |  | 781 |  | 711 |  | 658 | (7)\% | (12)\% |
| Total | \$ | 1,971 | \$ | 2,021 | \$ | 2,033 | \$ | 1,863 | \$ | 1,833 | (2)\% | (7)\% |
| Net Credit Losses by Business |  |  |  |  |  |  |  |  |  |  |  |  |
| Retail Banking | \$ | 80 | \$ | 83 | \$ | 79 | \$ | 74 | \$ | 70 | (5)\% | (13)\% |
| Citi-Branded Cards |  | 114 |  | 129 |  | 122 |  | 112 |  | 103 | (8)\% | (10)\% |
| Total | \$ | 194 | \$ | 212 | \$ | 201 | \$ | 186 | \$ | 173 | (7)\% | (11)\% |
| Income from Continuing Operations by Business |  |  |  |  |  |  |  |  |  |  |  |  |
| Retail Banking | \$ | 204 | \$ | 61 | \$ | 240 | \$ | 187 | \$ | 223 | 19\% | 9\% |
| Citi-Branded Cards |  | 161 |  | 153 |  | 142 |  | 101 |  | 118 | 17\% | (27)\% |
| Total | \$ | 365 | \$ | 214 | \$ | 382 | \$ | 288 | \$ | 341 | 18\% | (7)\% |
| FX Translation Impact: |  |  |  |  |  |  |  |  |  |  |  |  |
| Total Revenue - as Reported | \$ | 1,971 | \$ | 2,021 | \$ | 2,033 | \$ | 1,863 | \$ | 1,833 | (2)\% | (7)\% |
| Impact of FX Translation (2) |  | (116) |  | (151) |  | (130) |  | (55) |  | - |  |  |
| Total Revenues - Ex-FX (3) | \$ | $\underline{1,855}$ | \$ | 1,870 | \$ | $\underline{1,903}$ | \$ | 1,808 | \$ | $\underline{1,833}$ | $1 \%$ | (1)\% |
| Total Operating Expenses - as Reported | \$ | 1,229 | \$ | 1,517 | \$ | 1,292 | \$ | 1,233 | \$ | 1,180 | (4)\% | (4)\% |
| Impact of FX Translation (2) |  | (88) |  | (125) |  | (97) |  | (46) |  | - |  |  |
| Total Operating Expenses - Ex-FX (3) | \$ | $\underline{1,141}$ | \$ | $\underline{\text { 1,392 }}$ | \$ | 1,195 | \$ | 1,187 | \$ | $\underline{1,180}$ | (1)\% | $3 \%$ |
| Provisions for LLR \& PBC - as Reported | \$ | 197 | \$ | 193 | \$ | 166 | \$ | 197 | \$ | 139 | (29)\% | (29)\% |
| Impact of FX Translation (2) |  | (15) |  | (25) |  | (20) |  | (13) |  | - |  |  |
| Provisions for LLR \& PBC - Ex-FX (3) | \$ | 182 | \$ | 168 | \$ | 146 | \$ | 184 | \$ | 139 | (24)\% | (24)\% |
| Net Income - as Reported | \$ | 360 | \$ | 209 | \$ | 375 | \$ | 285 | \$ | 346 | 21\% | (4)\% |
| Impact of FX Translation (2) |  | (3) |  | 6 |  | (4) |  | 12 |  | - |  |  |
| Net Income - Ex-FX (3) | \$ | 357 | \$ | 215 | \$ | 371 | \$ | 297 | \$ | 346 | 16\% | (3)\% |

[^1]periods presented.
(3) Presentation of this metric excluding FX translation is a non-GAAP financial measure.

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

## CITICORP

## GLOBAL CONSUMER BANKING <br> ASIA (1) - PAGE 2

|  | $\begin{gathered} 1 Q \\ 2014 \end{gathered}$ |  | $\begin{gathered} 2 Q \\ 2014 \\ \hline \end{gathered}$ |  | $\begin{gathered} 3 Q \\ 2014 \\ \hline \end{gathered}$ |  | $\begin{gathered} 4 Q \\ 2014 \\ \hline \end{gathered}$ |  | $\begin{gathered} 1 Q \\ 2015 \\ \hline \end{gathered}$ |  | 1Q15 Increase (Decrease) from |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  | 4Q14 | 1Q14 |  |  |  |  |  |  |
| Retail Banking Key Indicators (in billions |  |  |  |  |  |  |  |  |  |  |  |  |
| of dollars, except as otherwise noted) |  |  |  |  |  |  |  |  |  |  |  |  |
| Branches (actual) |  | 620 |  |  |  | 559 |  | 546 |  | 536 |  | 539 | 1\% | (13)\% |
| Accounts (in millions) |  | 17.9 |  | 17.9 |  | 17.6 |  | 17.5 |  | 17.4 | (1)\% | (3)\% |
| Average Deposits | \$ | 88.4 | \$ | 91.3 | \$ | 91.0 | \$ | 88.2 | \$ | 88.4 | - | - |
| Investment Sales | \$ | 10.7 | \$ | 9.5 | \$ | 11.0 | \$ | 7.9 | \$ | 11.0 | 39\% | 3\% |
| Investment AUMs | \$ | 56.2 | \$ | 58.7 | \$ | 58.1 | \$ | 58.3 | \$ | 58.9 | 1\% | 5\% |
| Average Loans | \$ | 75.5 | \$ | 78.7 | \$ | 78.8 | \$ | 77.1 | \$ | 75.1 | (3)\% | (1)\% |
| EOP Loans: |  |  |  |  |  |  |  |  |  |  |  |  |
| Real Estate Lending | \$ | 37.8 | \$ | 38.9 | \$ | 38.4 | \$ | 38.0 | \$ | 36.8 | (3)\% | (3)\% |
| Commercial Markets |  | 20.2 |  | 20.9 |  | 20.4 |  | 19.2 |  | 18.7 | (3)\% | (7)\% |
| Personal and Other |  | 19.1 |  | 19.7 |  | 19.4 |  | 19.0 |  | 19.0 | - | (1)\% |
| Total EOP Loans | \$ | 77.1 | \$ | 79.5 | \$ | 78.2 | \$ | 76.2 | \$ | 74.5 | (2)\% | (3)\% |
| Net Interest Revenue (in millions) (2) | \$ | 730 | \$ | 756 | \$ | 756 | \$ | 726 | \$ | 687 | (5)\% | (6)\% |
| As a \% of Average Loans (2) |  | 3.92\% |  | 3.85\% |  | 3.81\% |  | 3.74\% |  | 3.71\% |  |  |
| Net Credit Losses (in millions) | \$ | 80 | \$ | 83 | \$ | 79 | \$ | 74 | \$ | 70 | (5)\% | (13)\% |
| As a \% of Average Loans |  | 0.43\% |  | 0.42\% |  | 0.40\% |  | 0.38\% |  | 0.38\% |  |  |
| Loans 90+ Days Past Due (in millions) | \$ | 209 | \$ | 222 | \$ | 220 | \$ | 194 | \$ | 188 | (3)\% | (10)\% |
| As a \% of EOP Loans |  | 0.27\% |  | 0.28\% |  | 0.28\% |  | 0.25\% |  | 0.25\% |  |  |
| Loans 30-89 Days Past Due (in millions) | \$ | 408 | \$ | 418 | \$ | 397 | \$ | 352 | \$ | 360 | 2\% | (12)\% |
| As a \% of EOP Loans |  | 0.53\% |  | 0.53\% |  | 0.51\% |  | 0.46\% |  | 0.48\% |  |  |

Citi-Branded Cards Key Indicators (in

## billions of dollars, except as otherwise

 noted)| EOP Open Accounts (in millions) |  | 17.2 |  | 17.1 |  | 17.2 |  | 17.2 |  | 17.2 | - | - |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Purchase Sales (in billions) | \$ | 18.8 | \$ | 20.1 | \$ | 20.2 | \$ | 20.5 | \$ | 18.7 | (9)\% | (1)\% |
| Average Loans (in billions) (3) | \$ | 18.9 | \$ | 19.2 | \$ | 19.1 | \$ | 18.6 | \$ | 18.0 | (3)\% | (5)\% |
| EOP Loans (in billions) (3) | \$ | 18.8 | \$ | 19.6 | \$ | 18.8 | \$ | 18.6 | \$ | 17.8 | (4)\% | (5)\% |
| Average Yield (4) |  | 13.34\% |  | 13.15\% |  | 13.06\% |  | 12.79\% |  | 12.62\% |  |  |
| Net Interest Revenue (in millions) (5) | \$ | 520 | \$ | 534 | \$ | 529 | \$ | 498 | \$ | 467 | (6)\% | (10)\% |
| As a \% of Average Loans (6) |  | 11.16\% |  | 11.16\% |  | 10.99\% |  | 10.62\% |  | 10.52\% |  |  |
| Net Credit Losses (in millions) | \$ | 114 | \$ | 129 | \$ | 122 | \$ | 112 | \$ | 103 | (8)\% | (10)\% |
| As a \% of Average Loans |  | 2.45\% |  | 2.69\% |  | 2.53\% |  | 2.39\% |  | 2.32\% |  |  |
| Net Credit Margin (in millions) (6) | \$ | 632 | \$ | 655 | \$ | 659 | \$ | 599 | \$ | 555 | (7)\% | (12)\% |
| As a \% of Average Loans (6) |  | 13.56\% |  | 13.68\% |  | 13.69\% |  | 12.78\% |  | 12.50\% |  |  |
| Loans 90+ Days Past Due | \$ | 214 | \$ | 223 | \$ | 207 | \$ | 195 | \$ | 190 | (3)\% | (11)\% |
| As a \% of EOP Loans |  | 1.14\% |  | 1.14\% |  | 1.10\% |  | 1.05\% |  | 1.07\% |  |  |
| Loans 30-89 Days Past Due | \$ | 290 | \$ | 301 | \$ | 277 | \$ | 256 | \$ | 249 | (3)\% | (14)\% |
| As a \% of EOP Loans |  | 1.54\% |  | 1.54\% |  | 1.47\% |  | 1.38\% |  | 1.40\% |  |  |

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

## CITICORP

## INSTITUTIONAL CLIENTS GROUP

(In millions of dollars, except as otherwise noted)

|  | $\begin{gathered} 1 Q \\ 2014 \\ \hline \end{gathered}$ |  | $\begin{gathered} 2 Q \\ 2014 \\ \hline \end{gathered}$ |  | $\begin{gathered} 3 Q \\ 2014 \\ \hline \end{gathered}$ |  | $\begin{gathered} 4 Q \\ 2014 \\ \hline \end{gathered}$ |  | $\begin{gathered} 1 Q \\ 2015 \\ \hline \end{gathered}$ |  | 1 Q15 Increase (Decrease) from |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  | 4Q14 | 1Q14 |  |  |  |  |  |  |
| Commissions and Fees | \$ | 1,014 |  |  | \$ | 992 | \$ | 1,015 | \$ | 974 | \$ | 995 | 2\% | (2)\% |
| Administration and Other Fiduciary Fees |  | 624 |  | 651 |  | 626 |  | 619 |  | 608 | (2)\% | (3)\% |
| Investment Banking |  | 957 |  | 1,257 |  | 1,047 |  | 1,008 |  | 1,134 | 13\% | 18\% |
| Principal Transactions |  | 2,603 |  | 1,577 |  | 1,396 |  | 329 |  | 2,198 | NM | (16)\% |
| Other |  | 139 |  | 104 |  | 241 |  | 177 |  | 249 | 41\% | 79\% |
| Total Non-Interest Revenue |  | 5,337 |  | 4,581 |  | 4,325 |  | 3,107 |  | 5,184 | 67\% | (3)\% |
| Net Interest Revenue (including Dividends) |  | 3,817 |  | 3,821 |  | 4,011 |  | 4,053 |  | 3,844 | (5)\% | 1\% |
| Total Revenues, Net of Interest Expense |  | 9,154 |  | 8,402 |  | 8,336 |  | 7,160 |  | 9,028 | 26\% | (1)\% |
| Total Operating Expenses |  | 4,858 |  | 4,743 |  | 4,912 |  | 4,878 |  | 4,632 | (5)\% | (5)\% |
| Net Credit Losses |  | 134 |  | 9 |  | 12 |  | 121 |  | (2) | NM | NM |
| Credit Reserve Build / (Release) |  | (87) |  | (96) |  | (8) |  | 101 |  | 107 | 6\% | NM |
| Provision for Unfunded Lending Commitments |  | (20) |  | (25) |  | (25) |  | (59) |  | (31) | 47\% | (55)\% |
| Provision for Benefits and Claims |  | - |  | - |  | - |  | - |  | - | - | - |
| Provisions for Credit Losses and for Benefits and Claims |  | 27 |  | (112) |  | (21) |  | 163 |  | 74 | (55)\% | NM |
| Income from Continuing Operations before Taxes |  | 4,269 |  | 3,771 |  | 3,445 |  | 2,119 |  | 4,322 | NM | 1\% |
| Income Taxes |  | 1,321 |  | 1,205 |  | 1,102 |  | 442 |  | 1,358 | NM | 3\% |
| Income from Continuing Operations |  | 2,948 |  | 2,566 |  | 2,343 |  | 1,677 |  | 2,964 | 77\% | 1\% |
| Noncontrolling Interests |  | 26 |  | 19 |  | 42 |  | 31 |  | 36 | 16\% | 38\% |
| Net Income | \$ | 2,922 | \$ | 2,547 | \$ | 2,301 | \$ | 1,646 | \$ | 2,928 | 78\% | - |
| Average Assets (in billions of dollars) | \$ | 1,282 | \$ | 1,290 | \$ | 1,279 | \$ | 1,298 | \$ | 1,274 | (2)\% | (1)\% |
| Return on Average Assets |  | 0.92\% |  | 0.79\% |  | 0.71\% |  | 0.50\% |  | 0.93\% |  |  |
| Return on Average Assets (Excluding CVA/DVA) (1)(2) |  | 0.93\% |  | 0.80\% |  | 0.77\% |  | 0.50\% |  | 0.95\% |  |  |
| Efficiency Ratio |  | 53\% |  | 56\% |  | 59\% |  | 68\% |  | 51\% |  |  |

Revenue by Region - Excluding CVA/DVA (2)

|  | \$ | 3,562 | \$ | 3,184 | \$ | 3,202 | \$ | 2,393 | \$ | 3,230 | 35\% | (9)\% |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| North America |  |  |  |  |  |  |  |  |  |  |  |  |
| EMEA |  | 2,752 |  | 2,415 |  | 2,529 |  | 2,069 |  | 2,869 | 39\% | 4\% |
| Latin America |  | 1,103 |  | 1,158 |  | 1,037 |  | 982 |  | 1,074 | 9\% | (3)\% |
| Asia |  | 1,744 |  | 1,677 |  | 1,884 |  | 1,704 |  | 1,924 | 13\% | 10\% |
| Total | \$ | 9,161 | \$ | 8,434 | \$ | 8,652 | \$ | 7,148 | \$ | 9,097 | 27\% | (1)\% |
| CVA/DVA \{excluded as applicable in lines above \} |  | (7) |  | (32) |  | (316) |  | 12 |  | (69) | NM | NM |
| Total Revenues, net of Interest Expense | \$ | 9,154 | \$ | 8,402 | \$ | 8,336 | \$ | 7,160 | \$ | 9,028 | 26\% | (1)\% |
| Income from Continuing Operations by Region Excluding CVA/DVA (2) |  |  |  |  |  |  |  |  |  |  |  |  |
| North America | \$ | 1,305 | \$ | 1,114 | \$ | 910 | \$ | 616 | \$ | 968 | 57\% | (26)\% |
| EMEA |  | 780 |  | 561 |  | 647 |  | 242 |  | 925 | NM | 19\% |
| Latin America |  | 341 |  | 433 |  | 308 |  | 280 |  | 419 | 50\% | 23\% |
| Asia |  | 526 |  | 478 |  | 672 |  | 532 |  | 696 | 31\% | 32\% |
| Total | \$ | 2,952 | \$ | 2,586 | \$ | 2,537 | \$ | 1,670 | \$ | 3,008 | 80\% | 2\% |
| CVA/DVA (after-tax) \{excluded as applicable in lines above $\}$ |  | (4) |  | (20) |  | (194) |  | 7 |  | (44) | NM | NM |
| Income from Continuing Operations | \$ | 2,948 | \$ | 2,566 | \$ | 2,343 | \$ | 1,677 | \$ | 2,964 | 77\% | 1\% |
| Average Loans by Region (in billions) |  |  |  |  |  |  |  |  |  |  |  |  |
| North America | \$ | 107 | \$ | 109 | \$ | 111 |  | 115 | \$ | 119 | 3\% | 11\% |
| EMEA |  | 57 |  | 59 |  | 58 |  | 57 |  | 57 | - | - |
| Latin America |  | 40 |  | 41 |  | 40 |  | 39 |  | 38 | (3)\% | (5)\% |
| Asia |  | 68 |  | 70 |  | 69 |  | 66 |  | 62 | (6)\% | (9)\% |
| Total | \$ | 272 | \$ | 279 | \$ | 278 | \$ | 277 | \$ | 276 | - | 1\% |

EOP Deposits by Region (in billions)

| North America | $\$$ | 180 | $\$$ | 176 | $\$$ | 177 | $\$$ | 192 | $\$$ |
| :--- | ---: | ---: | ---: | ---: | ---: | ---: | ---: | ---: | ---: |

Treasury and Trade Solutions

| \$ | 381 | \$ | 384 | \$ | 381 | \$ | 380 | \$ | 387 | 2\% | 2\% |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 188 |  | 188 |  | 182 |  | 175 |  | 184 | 5\% | (2)\% |
| \$ | 569 | \$ | 572 | \$ | 563 | \$ | 555 | \$ | 571 | 3\% | - |

(1) Return on Average Assets excluding CVA/DVA is defined as annualized net income less CVA/DVA, divided by average assets. See above for the after-tax CVA/DVA for each period presented.
(2) Presentation of this metric excluding CVA/DVA is a non-GAAP financial measure.

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

## CITICORP

## INSTITUTIONAL CLIENTS GROUP <br> REVENUES BY BUSINESS

(In millions of dollars, except as otherwise noted)

(1) Presentation of this metric excluding CVA/DVA is a non-GAAP financial measure.
(2) Hedges on accrual loans reflect the mark-to-market on credit derivatives used to economically hedge the corporate loan accrual portfolio.The fixed premium costs of these hedges is netted against the core lending revenues to reflect the cost of credit protection.
(3) Primarily relates to income tax credits related to affordable housing and alternative energy investments as well as tax exempt income from municipal bond investments.

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

## CORPORATE / OTHER (1)

(In millions of dollars, except as otherwise noted)

|  | $\begin{gathered} 1 Q \\ 2014 \\ \hline \end{gathered}$ |  | $\begin{gathered} 2 Q \\ 2014 \end{gathered}$ |  | $\begin{gathered} 3 Q \\ 2014 \end{gathered}$ |  | $\begin{gathered} 4 Q \\ 2014 \end{gathered}$ |  | $\begin{gathered} 1 Q \\ 2015 \\ \hline \end{gathered}$ |  | 1 Q15 Increase (Decrease) from |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  | 4Q14 | 1Q14 |  |  |  |  |  |  |
| Net Interest Revenue | \$ | (35) |  |  | \$ | (45) | \$ | (63) | \$ | (81) | \$ | (28) | 65\% | 20\% |
| Non-Interest Revenue |  | 258 |  | 134 |  | 145 |  | (12) |  | 240 | NM | (7)\% |
| Total Revenues, Net of Interest Expense |  | 223 |  | 89 |  | 82 |  | (93) |  | 212 | NM | (5)\% |
| Total Operating Expenses |  | 402 |  | 636 |  | 1,722 |  | 3,260 |  | 543 | (83)\% | 35\% |
| Net Credit Losses |  | - |  | - |  | - |  | - |  | - | - | - |
| Credit Reserve Build / (Release) |  | - |  | - |  | - |  | - |  | - | - | - |
| Provision for Benefits and Claims |  | - |  | - |  | - |  | - |  | - | - | - |
| Provision for Unfunded Lending Commitments |  | - |  | - |  | - |  | - |  | - | - | - |
| Provisions for Loan Losses and for Benefits and Claims |  | - |  | - |  | - |  | - |  | - | - | - |
| Income from Continuing Operations before Taxes |  | (179) |  | (547) |  | $(1,640)$ |  | $(3,353)$ |  | (331) | 90\% | (85)\% |
| Income Taxes |  | 209 |  | (163) |  | (103) |  | (287) |  | (312) | (9)\% | NM |
| Income from Continuing Operations |  | (388) |  | (384) |  | $(1,537)$ |  | $(3,066)$ |  | (19) | 99\% | 95\% |
| Income (Loss) from Discontinued Operations, net of taxes |  | 37 |  | (22) |  | (16) |  | (1) |  | (5) | NM | NM |
| Noncontrolling Interests |  | 10 |  | 25 |  | 4 |  | 5 |  | 10 | 100\% | - |
| Net Income (Loss) | \$ | (361) | \$ | (431) | \$ | $(1,557)$ | \$ | $(3,072)$ | \$ | (34) | 99\% | 91\% |
| EOP Assets (in billions of dollars) | \$ | 51 | \$ | 55 | \$ | 53 | \$ | 50 | \$ | 52 | 4\% | 2\% |
| Average Assets (in billions of dollars) | \$ | 48 | \$ | 56 | \$ | 63 |  | 64 | \$ | 59 | (8)\% | 23\% |

(1) Includes certain costs of global staff functions, other corporate expenses and certain global operations and technology expenses, Corporate Treasury, and Discontinued operations.

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

## CITICORP

## NORTH AMERICA (1)

(In millions of dollars, except as otherwise noted)

|  | $\begin{gathered} 1 Q \\ 2014 \\ \hline \end{gathered}$ |  | $\begin{gathered} 2 Q \\ 2014 \\ \hline \end{gathered}$ |  | $\begin{gathered} 3 Q \\ 2014 \\ \hline \end{gathered}$ |  |  | $\begin{gathered} 4 Q \\ 2014 \end{gathered}$ | $\begin{gathered} 1 Q \\ 2015 \end{gathered}$ |  | 1 Q15 Increase (Decrease) from |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  | 4Q14 | 1Q14 |  |  |  |  |  |  |
| Net Interest Revenue | \$ | 5,655 |  |  | \$ | 5,616 | \$ | 5,916 | \$ | 6,046 | \$ | 5,922 | (2)\% | 5\% |
| Non-Interest Revenue |  | 2,696 |  | 2,325 |  | 2,299 |  | 1,507 |  | 2,375 | 58\% | (12)\% |
| Total Revenues, Net of Interest Expense |  | 8,351 |  | 7,941 |  | 8,215 |  | 7,553 |  | 8,297 | 10\% | (1)\% |
| Total Operating Expenses |  | 4,259 |  | 4,039 |  | 4,313 |  | 4,267 |  | 4,121 | (3)\% | (3)\% |
| Net Credit Losses |  | 1,094 |  | 1,085 |  | 1,013 |  | 1,023 |  | 962 | (6)\% | (12)\% |
| Credit Reserve Build / (Release) |  | (318) |  | (490) |  | (316) |  | (87) |  | 8 | NM | NM |
| Provision Unfunded Lending Commitments |  | (14) |  | (19) |  | (23) |  | (81) |  | (23) | 72\% | (64)\% |
| Provision for Benefits and Claims |  | 7 |  | 11 |  | 12 |  | 10 |  | 10 | - | 43\% |
| Provisions for Credit Losses and for Benefits and Claims |  | 769 |  | 587 |  | 686 |  | 865 |  | 957 | 11\% | 24\% |
| Income from Continuing Operations before Taxes |  | 3,323 |  | 3,315 |  | 3,216 |  | 2,421 |  | 3,219 | 33\% | (3)\% |
| Income Taxes |  | 1,000 |  | 1,145 |  | 1,113 |  | 629 |  | 1,064 | 69\% | 6\% |
| Income from Continuing Operations |  | 2,323 |  | 2,170 |  | 2,103 |  | 1,792 |  | 2,155 | 20\% | (7)\% |
| Noncontrolling Interests |  | 4 |  | (5) |  | 23 |  | 14 |  | 10 | (29)\% | NM |
| Net Income | \$ | 2,319 | \$ | 2,175 | \$ | 2,080 | \$ | 1,778 | \$ | 2,145 | 21\% | (8) \% |
| Average Assets (in billions of dollars) | \$ | 852 | \$ | 841 | \$ | 871 | \$ | 894 | \$ | 885 | (1)\% | 4\% |
| Return on Average Assets |  | 1.10\% |  | 1.04\% |  | 0.95\% |  | 0.79\% |  | 0.98\% |  |  |
| Efficiency Ratio |  | 51\% |  | 51\% |  | 53\% |  | 56\% |  | 50\% |  |  |

## Revenue by Business

| Retail Banking | \$ | 1,144 | \$ | 1,177 | \$ | 1,232 | \$ | 1,364 | \$ | 1,348 | (1)\% | 18\% |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Citi-Branded Cards |  | 2,021 |  | 2,029 |  | 2,118 |  | 2,122 |  | 2,009 | (5)\% | (1)\% |
| Citi Retail Services |  | 1,625 |  | 1,581 |  | 1,646 |  | 1,610 |  | 1,637 | 2\% | 1\% |
| Global Consumer Banking |  | 4,790 |  | 4,787 |  | 4,996 |  | 5,096 |  | 4,994 | (2)\% | 4\% |
| Institutional Clients Group |  | 3,561 |  | 3,154 |  | 3,219 |  | 2,457 |  | 3,303 | 34\% | (7)\% |
| Total | \$ | 8,351 | \$ | 7,941 | \$ | 8,215 | \$ | 7,553 | \$ | 8,297 | 10\% | (1)\% |


| CVA/DVA \{included as applicable in businesses above \} |  | (1) |  | (30) |  | 17 |  | 64 |  | 73 | 14\% | NM |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Total Revenues - Excluding CVA/DVA (2) | \$ | 8,352 | \$ | 7,971 | \$ | 8,198 | \$ | 7,489 | \$ | 8,224 | 10\% | (2)\% |
| Income (loss) from Continuing Operations by Business |  |  |  |  |  |  |  |  |  |  |  |  |
| Retail Banking | \$ | 18 | \$ | 90 | \$ | 107 | \$ | 140 | \$ | 197 | 41\% | NM |
| Citi-Branded Cards |  | 564 |  | 555 |  | 636 |  | 636 |  | 539 | (15)\% | (4)\% |
| Citi Retail Services |  | 436 |  | 429 |  | 440 |  | 361 |  | 404 | 12\% | (7)\% |
| Global Consumer Banking |  | 1,018 |  | 1,074 |  | 1,183 |  | 1,137 |  | 1,140 | - | 12\% |
| Institutional Clients Group |  | 1,305 |  | 1,096 |  | 920 |  | 655 |  | 1,015 | 55\% | (22)\% |
| Total | \$ | 2,323 | \$ | 2,170 | \$ | 2,103 | \$ | 1,792 | \$ | 2,155 | 20\% | (7)\% |
|  |  |  |  |  |  |  |  |  |  |  |  |  |
| CVA/DVA \{included as applicable in businesses above\} |  | (1) |  | (18) |  | 10 |  | 39 |  | 47 | 21\% | NM |
| Income (loss) from Continuing Operations - Excluding CVA/DVA (2) |  | 2,324 | \$ | 2,188 | \$ | 2,093 | \$ | 1,753 | \$ | 2,108 | 20\% | (9)\% |

(1) Regional results do not include Corporate/Other. See page 18 for Corporate/Other results.
(2) Presentation of this metric excluding CVA/DVA is a non-GAAP financial measure.

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

## CITICORP

EMEA (1)
(In millions of dollars, except as otherwise noted)

|  | $\begin{gathered} 1 Q \\ 2014 \end{gathered}$ |  | $\begin{gathered} 2 Q \\ 2014 \end{gathered}$ |  | $\begin{gathered} 3 Q \\ 2014 \end{gathered}$ |  | $\begin{gathered} 4 Q \\ 2014 \end{gathered}$ |  | $\begin{gathered} 1 Q \\ 2015 \\ \hline \end{gathered}$ |  | 1Q15 Increase (Decrease) from |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  | 4Q14 | $1 \mathrm{Q14}$ |  |  |  |  |  |  |
| Net Interest Revenue | \$ | 1,005 |  |  | \$ | 1,063 | \$ | 1,033 | \$ | 1,046 | \$ | 916 | (12)\% | (9)\% |
| Non-Interest Revenue |  | 2,063 |  | 1,674 |  | 1,516 |  | 1,252 |  | 2,089 | 67\% | 1\% |
| Total Revenues, Net of Interest Expense |  | 3,068 |  | 2,737 |  | 2,549 |  | 2,298 |  | 3,005 | 31\% | (2)\% |
| Total Operating Expenses |  | 1,904 |  | 1,861 |  | 1,875 |  | 1,948 |  | 1,700 | (13)\% | (11)\% |
| Net Credit Losses |  | 9 |  | 22 |  | 23 |  | 15 |  | 12 | (20)\% | 33\% |
| Credit Reserve Build / (Release) |  | (44) |  | (41) |  | (84) |  | 35 |  | (9) | NM | 80\% |
| Provision Unfunded Lending Commitments |  | (4) |  | (4) |  | (2) |  | 1 |  | (1) | NM | 75\% |
| Provision for Benefits and Claims |  | - |  | - |  | - |  | - |  | - | - | - |
| Provisions for Credit Losses and for Benefits and Claims |  | (39) |  | (23) |  | (63) |  | 51 |  | 2 | (96)\% | NM |
| Income from Continuing Operations before Taxes |  | 1,203 |  | 899 |  | 737 |  | 299 |  | 1,303 | NM | 8\% |
| Income Taxes |  | 399 |  | 317 |  | 262 |  | 96 |  | 444 | NM | 11\% |
| Income from Continuing Operations |  | 804 |  | 582 |  | 475 |  | 203 |  | 859 | NM | 7\% |
| Noncontrolling Interests |  | 26 |  | 27 |  | 25 |  | 18 |  | 22 | 22\% | (15)\% |
| Net Income | \$ | 778 | \$ | 555 | \$ | 450 | \$ | 185 | \$ | 837 | NM | 8\% |
| Average Assets (in billions of dollars) | \$ | 343 | \$ | 356 | \$ | 330 | \$ | 335 | \$ | 323 | (4)\% | (6)\% |
| Return on Average Assets |  | 0.92\% |  | 0.63\% |  | 0.54\% |  | 0.22\% |  | 1.05\% |  |  |
| Efficiency Ratio |  | 62\% |  | 68\% |  | 74\% |  | 85\% |  | 57\% |  |  |
| Revenue by Business |  |  |  |  |  |  |  |  |  |  |  |  |
| Retail Banking | \$ | 194 | \$ | 201 | \$ | 190 | \$ | 175 | \$ | 159 | (9)\% | (18)\% |
| Citi-Branded Cards |  | 103 |  | 106 |  | 107 |  | 85 |  | 83 | (2)\% | (19)\% |
| Global Consumer Banking |  | 297 |  | 307 |  | 297 |  | 260 |  | 242 | (7)\% | (19)\% |
| Institutional Clients Group |  | 2,771 |  | 2,430 |  | 2,252 |  | 2,038 |  | 2,763 | 36\% | - |
| Total | \$ | 3,068 | \$ | 2,737 | \$ | $\underline{\text { 2,549 }}$ | \$ | 2,298 | \$ | 3,005 | 31\% | (2)\% |
| CVA/DVA \{included as applicable in businesses above\} |  | 19 |  | 15 |  | (277) |  | (31) |  | (106) | NM | NM |
| Total Revenues - Excluding CVA/DVA (2) | \$ | 3,049 | \$ | 2,722 | \$ | 2,826 | \$ | 2,329 | \$ | 3,111 | 34\% | $2 \%$ |
| Income (loss) from Continuing Operations by Business |  |  |  |  |  |  |  |  |  |  |  |  |
| Retail Banking | \$ | (4) | \$ | 8 | \$ | (7) | \$ | (4) | \$ | (7) | (75)\% | (75)\% |
| Citi-Branded Cards |  | 16 |  | 4 |  | 5 |  | (16) |  | 9 | NM | (44)\% |
| Global Consumer Banking |  | 12 |  | 12 |  | (2) |  | (20) |  | 2 | NM | (83)\% |
| Institutional Clients Group |  | 792 |  | 570 |  | 477 |  | 223 |  | 857 | NM | 8\% |
| Total | \$ | 804 | \$ | 582 | \$ | 475 | \$ | 203 | \$ | 859 | NM | 7\% |
| CVA/DVA \{included as applicable in businesses above\} |  | 12 |  | 9 |  | (170) |  | (19) |  | (68) | NM | NM |
| Income (loss) from Continuing Operations Excluding CVA/DVA (2) | \$ | 792 | \$ | 573 | \$ | 645 | \$ | 222 | \$ | 927 | NM | 17\% |

(1) Regional results do not include Corporate/Other. See page 18 for Corporate/Other results.
(2) Presentation of this metric excluding CVA/DVA is a non-GAAP financial measure.

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

## CITICORP

## LATIN AMERICA (1)

(In millions of dollars, except as otherwise noted)

|  | $\begin{gathered} 1 Q \\ 2014 \\ \hline \end{gathered}$ |  | $\begin{gathered} 2 Q \\ 2014 \\ \hline \end{gathered}$ |  | $\begin{gathered} 3 Q \\ 2014 \end{gathered}$ |  | $\begin{gathered} 4 Q \\ 2014 \\ \hline \end{gathered}$ |  | $\begin{gathered} 1 Q \\ 2015 \\ \hline \end{gathered}$ |  | 1Q15 Increase (Decrease) from |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  | 4Q14 | 1Q14 |  |  |  |  |  |  |
| Net Interest Revenue | \$ | 2,097 |  |  | \$ | 2,128 | \$ | 2,182 | \$ | 2,170 | \$ | 1,943 | (10)\% | (7)\% |
| Non-Interest Revenue |  | 1,087 |  | 1,157 |  | 1,004 |  | 870 |  | 957 | 10\% | (12)\% |
| Total Revenues, Net of Interest Expense |  | 3,184 |  | 3,285 |  | 3,186 |  | 3,040 |  | 2,900 | (5)\% | (9)\% |
| Total Operating Expenses |  | 1,660 |  | 1,736 |  | 1,765 |  | 1,733 |  | 1,506 | (13)\% | (9)\% |
| Net Credit Losses |  | 582 |  | 448 |  | 477 |  | 613 |  | 419 | (32)\% | (28)\% |
| Credit Reserve Build / (Release) |  | 53 |  | 168 |  | 70 |  | (63) |  | 49 | NM | (8)\% |
| Provision Unfunded Lending Commitments |  | (1) |  | 1 |  | (1) |  | 10 |  | (10) | NM | NM |
| Provision for Benefits and Claims |  | 34 |  | 15 |  | 26 |  | 29 |  | 18 | (38)\% | (47)\% |
| Provisions for Credit Losses and for Benefits and Claims |  | 668 |  | 632 |  | 572 |  | 589 |  | 476 | (19)\% | (29)\% |
| Income from Continuing Operations before Taxes |  | 856 |  | 917 |  | 849 |  | 718 |  | 918 | 28\% | 7\% |
| Income Taxes |  | 225 |  | 215 |  | 226 |  | 182 |  | 261 | 43\% | 16\% |
| Income from Continuing Operations |  | 631 |  | 702 |  | 623 |  | 536 |  | 657 | 23\% | 4\% |
| Noncontrolling Interests |  | 2 |  | 2 |  | 2 |  | - |  | - | - | (100)\% |
| Net Income | \$ | 629 | \$ | 700 | \$ | 621 | \$ | 536 | \$ | 657 | 23\% | 4\% |
| Average Assets (in billions of dollars) | \$ | 173 | \$ | 174 | \$ | 168 | \$ | 161 | \$ | 155 | (4)\% | (10)\% |
| Return on Average Assets | 1.47\% |  |  | 1.61\% | 1.47\% |  | 1.32\% |  | 1.72\% |  |  |  |
| Efficiency Ratio | 52\% |  | 53\% |  | 55\% |  | 57\% |  |  | 52\% |  |  |

## Revenue by Business

| Retail Banking | \$ | 1,420 | \$ | 1,431 | \$ | 1,452 | \$ | 1,375 | \$ | 1,251 | (9)\% | (12)\% |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Citi-Branded Cards |  | 663 |  | 705 |  | 720 |  | 694 |  | 584 | (16)\% | (12)\% |
| Global Consumer Banking |  | 2,083 |  | 2,136 |  | 2,172 |  | 2,069 |  | 1,835 | (11)\% | (12)\% |
| Institutional Clients Group |  | 1,101 |  | 1,149 |  | 1,014 |  | 971 |  | 1,065 | 10\% | (3)\% |
| Total | \$ | 3,184 | \$ | 3,285 | \$ | 3,186 | \$ | 3,040 | \$ | 2,900 | (5)\% | (9)\% |
| CVA/DVA \{included as applicable in businesses above \} |  | (2) |  | (9) |  | (23) |  | (11) |  | (9) | 18\% | NM |
| Total Revenues - Excluding CVA/DVA (2) | \$ | 3,186 | \$ | 3,294 | \$ | 3,209 | \$ | 3,051 | \$ | $\underline{2,909}$ | (5)\% | (9)\% |
| Income from Continuing Operations by Business |  |  |  |  |  |  |  |  |  |  |  |  |
| Retail Banking | \$ | 204 | \$ | 206 | \$ | 189 | \$ | 141 | \$ | 154 | 9\% | (25)\% |
| Citi-Branded Cards |  | 87 |  | 69 |  | 140 |  | 122 |  | 90 | (26)\% | 3\% |
| Global Consumer Banking |  | 291 |  | 275 |  | 329 |  | 263 |  | 244 | (7)\% | (16)\% |
| Institutional Clients Group |  | 340 |  | 427 |  | 294 |  | 273 |  | 413 | 51\% | 21\% |
| Total | \$ | 631 | \$ | 702 | \$ | 623 | \$ | 536 | \$ | 657 | 23\% | 4\% |
|  |  |  |  |  |  |  |  |  |  |  |  |  |
| CVA/DVA \{included as applicable in businesses above\} |  | (1) |  | (6) |  | (14) |  | (7) |  | (6) | 14\% | NM |
| Income (loss) from Continuing Operations - Excluding CVA/DVA (2) | \$ | 632 | \$ | 708 | \$ | 637 | \$ | 543 | \$ | 663 | 22\% | 5\% |

(1) Regional results do not include Corporate/Other. See page 18 for Corporate/Other results.
(2) Presentation of this metric excluding CVA/DVA is a non-GAAP financial measure.

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

## CITICORP

ASIA (1)
(In millions of dollars, except as otherwise noted)

(1) Regional results do not include Corporate/Other. See page 18 for Corporate/Other results.
(2) Presentation of this metric excluding CVA/DVA is a non-GAAP financial measure.

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

## CITI HOLDINGS

## INCOME STATEMENT AND BALANCE SHEET DATA

(In millions of dollars, except as otherwise noted)

(1) The second quarter of 2014 results include the impact of a $\$ 3.8$ billion charge ( $\$ 3.7$ billion after-tax) to settle claims related to legacy residential mortgage-backed securities (RMBS) and collateralized debt obilgations (CDOs) issued, structured or underwritten by Citigroup between 2003 and 2008. For additional information, please see Citigroup's Form 8-K filed with the U.S. Securities and Exchange Commission on July 14, 2014. The charge consisted of $\$ 3.7$ billion in legal expenses and a $\$ 55$ million loan loss reserve build.

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

## CITI HOLDINGS

## CONSUMER KEY INDICATORS - Page 1

(In millions of dollars, except as otherwise noted)

| $1 Q$ | 2Q | 3Q | 4Q | 1Q | 1 Q15 Increase (Decrease) from |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 2014 | 2014 | 2014 | 2014 | 2015 | 4Q14 | 1Q14 |

## CITI HOLDINGS KEY INDICATORS:

| Consumer - International (1) (2) |  |  |  |  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Branches (actual) |  | 247 |  | 226 |  | 157 |  | 153 |  | 122 | (20)\% | (51)\% |
| Average Loans (in billions) | \$ | 12.9 | \$ | 12.8 | \$ | 12.7 | \$ | 8.8 | \$ | 7.4 | (16)\% | (43)\% |
| EOP Loans: |  |  |  |  |  |  |  |  |  |  |  |  |
| Real Estate Lending | \$ | 3.7 | \$ | 3.6 | \$ | 2.6 | \$ | 2.4 | \$ | 0.9 | (63)\% | (76)\% |
| Cards |  | 6.2 |  | 3.8 |  | 3.7 |  | 3.6 |  | 2.1 | (42)\% | (66)\% |
| Commercial Markets |  | 0.8 |  | 0.8 |  | 0.8 |  | 0.8 |  | 0.7 | (13)\% | (13)\% |
| Personal and Other |  | 2.3 |  | 2.3 |  | 2.0 |  | 1.2 |  | 1.2 | - | (48)\% |
| EOP Loans (in billions of dollars) | \$ | 13.0 | \$ | 10.5 | \$ | 9.1 | \$ | 8.0 | \$ | 4.9 | (39)\% | (62)\% |
| Net Interest Revenue | \$ | 300 | \$ | 333 | \$ | 246 | \$ | 195 | \$ | 230 | 18\% | (23)\% |
| As a \% of Average Loans |  | 9.43\% |  | 10.43\% |  | 7.68\% |  | 8.79\% |  | 12.61\% |  |  |
| Net Credit Losses | \$ | 86 | \$ | 83 | \$ | 64 | \$ | 28 | \$ | 51 | 82\% | (41)\% |
| As a \% of Average Loans |  | 2.70\% |  | 2.60\% |  | 2.00\% |  | 1.26\% |  | 2.80\% |  |  |
| Loans 90+ Days Past Due | \$ | 266 | \$ | 238 | \$ | 111 | \$ | 110 | \$ | 91 | (17)\% | (66)\% |
| As a \% of EOP Loans |  | 2.05\% |  | 2.27\% |  | 1.22\% |  | 1.38\% |  | 1.86\% |  |  |
| Loans 30-89 Days Past Due | \$ | 349 | \$ | 330 | \$ | 178 | \$ | 168 | \$ | 142 | (15)\% | (59)\% |
| As a \% of EOP Loans |  | 2.68\% |  | 3.14\% |  | 1.96\% |  | 2.10\% |  | 2.90\% |  |  |
| Consumer - North America (2) (3) |  |  |  |  |  |  |  |  |  |  |  |  |
| Branches (actual) |  | 1,459 |  | 1,458 |  | 1,455 |  | 1,424 |  | 278 | (80)\% | (81)\% |
| Average Loans (in billions of dollars) | \$ | 83.8 | \$ | 80.8 | \$ | 77.1 | \$ | 73.9 | \$ | 68.9 | (7)\% | (18)\% |
| EOP Loans (in billions of dollars) | \$ | 82.3 | \$ | 78.5 | \$ | 74.9 | \$ | 70.8 | \$ | 56.6 | (20)\% | (31)\% |
| Net Interest Revenue | \$ | 862 | \$ | 859 | \$ | 860 | \$ | 860 | \$ | 823 | (4)\% | (5)\% |
| As a \% of Average Loans |  | 4.17\% |  | 4.26\% |  | 4.43\% |  | 4.62\% |  | 4.84\% |  |  |
| Net Credit Losses | \$ | 474 | \$ | 356 | \$ | 369 | \$ | 359 | \$ | 363 | 1\% | (23)\% |
| As a \% of Average Loans |  | 2.29\% |  | 1.77\% |  | 1.90\% |  | 1.93\% |  | 2.14\% |  |  |
| Loans 90+ Days Past Due | \$ | 2,545 | \$ | 2,470 | \$ | 2,093 | \$ | 1,963 | \$ | 1,607 | (18)\% | (37)\% |
| As a \% of EOP Loans |  | 3.38\% |  | 3.37\% |  | 2.99\% |  | 2.94\% |  | 2.97\% |  |  |
| Loans 30-89 Days Past Due | \$ | 2,103 | \$ | 2,174 | \$ | 1,978 | \$ | 1,663 | \$ | 1,197 | (28)\% | (43)\% |
| As a \% of EOP Loans |  | 2.79\% |  | 2.97\% |  | 2.83\% |  | 2.49\% |  | 2.21\% |  |  |

(1)Average loans, EOP loans and the related consumer delinquency amounts and ratios include interest and fees receivables balances.
(2)The first quarter of 2015 reflects the transfers of loans and branches to held-for-sale (HFS) as a result of the agreement to sell Japan retail banking business (Japan Retail) on December 25, 2014. The first quarter of 2015 reflects the transfers of loans HFS as a result of the agreement to sell the Japan cards business (Japan Cards) on March 30, 2015.
(3)The first quarter of 2015 reflects the transfers of loans and branches to HFS resulting from the agreement to sell OneMain Financial on March 3, 2015.

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

## CITI HOLDINGS

## CONSUMER KEY INDICATORS - Page 2

(In millions of dollars, except as otherwise noted)

| 1Q | 2Q | 3Q | 4Q | $1 Q$ | 1Q15 Increase (Decrease) from |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 2014 | 2014 | 2014 | 2014 | 2015 | 4Q14 | $1 \mathrm{Q14}$ |

## CITI HOLDINGS KEY INDICATORS:

## North America Mortgages

| CMI (CitiMortgage) | \$ | 35.0 | \$ | 33.3 | \$ | 30.9 | \$ | 29.1 | \$ | 25.9 | (11)\% | (26)\% |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| CFNA (CitiFinancial - North America) |  | 8.8 |  | 8.6 |  | 8.3 |  | 7.9 |  | 7.3 | (8)\% | (17)\% |
| Residential First |  | 43.8 |  | 41.9 |  | 39.2 |  | 37.0 |  | 33.2 | (10)\% | (24)\% |
| Home Equity |  | 28.2 |  | 27.4 |  | 26.4 |  | 25.3 |  | 24.4 | (4)\% | (13)\% |
| Average Loans (in billions of dollars) | \$ | 72.0 | \$ | 69.3 | \$ | 65.6 | \$ | 62.3 | \$ | 57.6 | (8)\% | (20)\% |
| CMI | \$ | 34.5 | \$ | 31.6 | \$ | 29.4 | \$ | 26.9 | \$ | 22.8 | (15)\% | (34)\% |
| CFNA |  | 8.7 |  | 8.4 |  | 8.1 |  | 7.5 |  | 7.0 | (7)\% | (20)\% |
| Residential First |  | 43.2 |  | 40.0 |  | 37.5 |  | 34.4 |  | 29.8 | (13)\% | (31)\% |
| Home Equity |  | 27.7 |  | 26.9 |  | 25.9 |  | 24.9 |  | 23.8 | (4)\% | (14)\% |
| EOP Loans (in billions of dollars) | \$ | 70.9 | \$ | 66.9 | \$ | 63.4 | \$ | 59.3 | \$ | 53.6 | (10)\% | (24)\% |

Third Party Mortgage Serv. Portfolio (EOP, in billions)
Net Servicing \& Gain/(Loss) on Sale
Net Interest Revenue on Loans
As a \% of Avg. Loans
CMI (1)
CFNA
Residential First
Home Equity
Net Credit Losses (NCLs)
As a \% of Avg. Loans

| $\$$ | 88.4 | $\$$ | 69.9 | $\$$ | 56.0 | $\$$ | 47.4 | $\$$ | 43.4 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| $\$$ | 27.2 | $\$$ | 34.6 | $\$$ | 81.5 | $\$$ | 96.8 | $\$$ | 96.2 |
| $\$$ | 354 | $\$$ | 333 | $\$$ | 311 | $\$$ | 305 | $\$$ | 272 |
|  | $1.99 \%$ |  | $1.93 \%$ |  | $1.88 \%$ |  | $1.94 \%$ |  | $1.92 \%$ |


| $(8) \%$ | $(51) \%$ |
| :---: | :---: |
| $(1) \%$ | NM |
| $(11) \%$ | $(23) \%$ |



| $(15) \%$ | $(77) \%$ |
| ---: | ---: |
| $(11) \%$ | $(15) \%$ |
| $(12) \%$ | $(46) \%$ |
| $(7) \%$ | $(42) \%$ |
| $(10) \%$ | $(44) \%$ |


| CMI | \$ | 1,228 | \$ | 1,197 | \$ | 802 | \$ | 642 | \$ | 589 | (8)\% | (52)\% |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| CFNA |  | 539 |  | 546 |  | 543 |  | 543 |  | 500 | (8)\% | (7)\% |
| Residential First |  | 1,767 |  | 1,743 |  | 1,345 |  | 1,185 |  | 1,089 | (8)\% | (38)\% |
| Home Equity |  | 542 |  | 517 |  | 503 |  | 500 |  | 484 | (3)\% | (11)\% |
| Loans 90+ Days Past Due (2) (3) | \$ | 2,309 | \$ | 2,260 | \$ | 1,848 | \$ | 1,685 | \$ | 1,573 | (7)\% | (32)\% |
| As a \% of EOP Loans |  | 3.61\% |  | 3.66\% |  | 3.16\% |  | 3.05\% |  | 3.08\% |  |  |
|  |  |  |  |  |  |  |  |  |  |  |  |  |
| CMI | \$ | 1,283 | \$ | 1,340 | \$ | 1,125 | \$ | 831 | \$ | 654 | (21)\% | (49)\% |
| CFNA |  | 294 |  | 302 |  | 300 |  | 292 |  | 225 | (23)\% | (23)\% |
| Residential First |  | 1,577 |  | 1,642 |  | 1,425 |  | 1,123 |  | 879 | (22)\% | (44)\% |
| Home Equity |  | 350 |  | 336 |  | 334 |  | 324 |  | 269 | (17)\% | (23)\% |
| Loans 30-89 Days Past Due (2) (3) | \$ | 1,927 | \$ | 1,978 | \$ | 1,759 | \$ | 1,447 | \$ | 1,148 | (21)\% | (40)\% |
| As a \% of EOP Loans |  | 3.02\% |  | 3.21\% |  | 3.01\% |  | 2.62\% |  | 2.25\% |  |  |

North America Personal Loans (4)
Average Loans (in billions of dollars)
EOP Loans (in billions of dollars)

| $\$$ | 9.2 | $\$$ | 9.1 | $\$$ | 9.2 | $\$$ | 9.3 | $\$$ | 9.1 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| $\$$ | 9.0 | $\$$ | 9.2 | $\$$ | 9.3 | $\$$ | 9.4 | $\$$ | 0.8 |
| $\$$ | 511 | $\$$ | 516 | $\$$ | 531 | $\$$ | 532 | $\$$ | 500 |
|  | $22.53 \%$ |  | $22.74 \%$ |  | $22.90 \%$ |  | $22.70 \%$ |  | $22.28 \%$ |
| $\$$ | 140 | $\$$ | 143 | $\$$ | 129 | $\$$ | 154 | $\$$ | 174 |
|  | $6.17 \%$ |  | $6.30 \%$ |  | $5.56 \%$ |  | $6.57 \%$ | $7.75 \%$ |  |
| $\$$ | 218 | $\$$ | 194 | $\$$ | 227 | $\$$ | 264 | $\$$ | 21 |
|  | $2.42 \%$ |  | $2.11 \%$ |  | $2.44 \%$ | $2.81 \%$ | $2.63 \%$ |  |  |
| $\$$ | 125 | $\$$ | 155 | $\$$ | 178 | $\$$ | 180 | $\$$ | 16 |
|  | $1.39 \%$ |  | $1.68 \%$ |  | $1.91 \%$ |  | $1.91 \%$ |  | $2.00 \%$ |


| $(2) \%$ | $(1) \%$ |
| ---: | ---: |
| $(91) \%$ | $(91) \%$ |
| $(6) \%$ | $(2) \%$ |


| As a \% of Avg. Loans | 22.53\% |  |  | 22.74\% |  | 22.90\% | 22.70\% |  | 22.28\% |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Net Credit Losses | \$ | 140 | \$ | 143 | \$ | 129 | \$ | 154 | \$ | 174 | 13\% | 24\% |
| As a \% of Avg. Loan |  | 6.17\% |  | 6.30\% |  | 5.56\% |  | 6.57\% |  | 7.75\% |  |  |

As a \% of Avg. Loans
Loans 90+ Days Past Due
As a \% of EOP Loans
(92)\% (90)\%

Loans 30-89 Days Past Due
As a \% of EOP Loans
$1.39 \% \quad 1.68 \% \quad 1.91 \% \quad 1.91 \% \quad 2.00 \%$

$$
(91) \%
$$

(87)\%
(1) The second quarter of 2014 NCLs for CMI Residential First Mortgages includes a $\$ 58$ million recovery.
(2) The Loans 90+ Days Past Due and 30-89 Days Past Due and related ratios exclude 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 were $\$ 3.0$ billion and ( $\$ 6.1$ billion), $\$ 2.8$ billion and ( $\$ 5.2$ billion), $\$ 2.6$ billion and ( $\$ 5.0$ billion), $\$ 2.2$ billion and ( $\$ 4.0$ billion) and $\$ 1.8$ billion and ( $\$ 2.5$ billion), as of March 31, 2014, June 30, 2014, September 30, 2014, December 31, 2014 and March 31, 2015, respectively.

The amounts excluded for Loans 30-89 Days Past Due and (EOP Loans) for each period were $\$ 0.9$ billion and ( $\$ 6.1$ billion), $\$ 0.7$ billion and ( $\$ 5.2$ billion), $\$ 0.7$ billion and ( $\$ 5.0$ billion), $\$ 0.5$ billion and ( $\$ 4.0$ billion) and $\$ 0.2$ billion and ( $\$ 2.5$ billion), as of March 31, 2014, June 30, 2014, September 30, 2014, December 31, 2014 and March 31, 2015, respectively.
(3) The March 31, 2014, June 30, 2014, September 30, 2014, December 31, 2014 and March 31, 2015 Loans 90+ Days Past Due and 30-89 Days Past Due and related ratios exclude $\$ 0.9$ billion, $\$ 17$ million, $\$ 15$ million, $\$ 14$ million and $\$ 12$ million, respectively, of loans that are carried at fair value.
(4) See footnote on page 24.

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

## AVERAGE BALANCES AND INTEREST RATES (1)(2)(3)(4)

## Taxable Equivalent Basis

|  | Average Volumes |  |  | Interest |  |  | \% Average Rate (4) |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| In millions of dollars, except as otherwise noted | First Quarter 2014 | Fourth Quarter 2014 | First Quarter $2015(5)$ | First Quarter <br> 2014 | Fourth Quarter 2014 | First Quarter 2015 (5) | First Quarter 2014 | Fourth Quarter 2014 | First <br> Quarter <br> $2015(5)$ |
| Assets: |  |  |  |  |  |  |  |  |  |
| Deposits with Banks | \$ 174,916 | \$ 150,534 \$ | \$ 139,173 | \$ 252 | \$ 222 \$ | \$ 183 | 0.58\% | 0.59\% | 0.53\% |
| Fed Funds Sold and Resale Agreements (6) | 255,194 | 250,770 | 241,179 | 594 | 613 | 642 | 0.94\% | 0.97\% | 1.08\% |
| Trading Account Assets (7) | 234,414 | 232,367 | 228,259 | 1,519 | 1,489 | 1,434 | 2.63\% | 2.54\% | 2.55\% |
| Investments | 307,740 | 331,036 | 336,339 | 1,847 | 1,892 | 1,792 | 2.43\% | 2.27\% | 2.16\% |
| Total Loans (net of Unearned Income) <br> (8) | 658,706 | 650,819 | 634,865 | 11,186 | 11,053 | 10,563 | 6.89\% | 6.74\% | 6.75\% |
| Other Interest-Earning Assets | 33,891 | 44,816 | 45,501 | 80 | 115 | 110 | 0.96\% | 1.02\% | 0.98\% |
| Total Average Interest-Earning Assets | \$1,664,861 \$ | \$1,660,342 \$ | \$1,625,316 | \$15,478 | \$15,384 | \$14,724 | 3.77\% | 3.68\% | 3.67\% |
|  |  |  |  |  |  |  |  |  |  |
| Liabilities: |  |  |  |  |  |  |  |  |  |
| Deposits (excluding deposit insurance and FDIC Assessment) | \$ 760,923 \$ | \$ 738,612 \$ | \$ 698,396 | \$ 1,168 | \$ 1,085 | \$ 1,030 | 0.62\% | 0.58\% | 0.60\% |
| Deposit Insurance and FDIC Assessment | - | - | - - | 281 | 272 | 296 |  |  |  |
| Total Deposits | 760,923 | 738,612 | 698,396 | 1,449 | 1,357 | 1,326 | 0.77\% | 0.73\% | 0.77\% |
| Fed Funds Purchased and Repurchase Agreements (6) | 197,146 | 187,434 | 177,114 | 525 | 422 | 376 | 1.08\% | 0.89\% | 0.86\% |
| Trading Account Liabilities (7) | 72,837 | 72,055 | 73,199 | 41 | 41 | 47 | 0.23\% | 0.23\% | 0.26\% |
| Short-Term Borrowings | 114,803 | 118,033 | 129,138 | 137 | 140 | 120 | 0.48\% | 0.47\% | 0.38\% |
| Long-Term Debt (9) | 198,476 | 201,678 | 198,562 | 1,439 | 1,199 | 1,160 | 2.94\% | 2.36\% | 2.37\% |
| Total Average Interest-Bearing Liabilities | \$1,344,185 | \$1,317,812 | \$1,276,409 | \$ 3,591 | \$ 3,159 | \$ 3,029 | 1.08\% | 0.95\% | 0.96\% |
| Total Average Interest-Bearing Liabilities (excluding deposit insurance and FDIC Assessment) | \$1,344,185 | \$1,317,812 | \$1,276,409 | \$ 3,310 | \$ 2,887 | \$ 2,733 | 1.00\% | 0.87\% | 0.87\% |
| Net Interest Revenue as a \% of Average Interest-Earning Assets (NIM) |  |  |  | \$11,887 | \$12,225 | \$11,695 | 2.90\% | 2.92\% | 2.92\% |
| NIR as a \% of Average Interest-Earning Assets (NIM) (excluding deposit insurance and FDIC Assessment) |  |  |  | \$12,168 | \$12,497 | \$11,991 | 2.96\% | 2.99\% | 2.99\% |
| 1 Q15 Increase (Decrease) From |  |  |  |  |  |  | 2bps | -bps |  |
| 1Q15 Increase (Decrease) (excluding deposit insurance and FDIC Assessment) From |  |  |  |  |  |  | 3bps | -bps |  |

(1) Interest Revenue includes the taxable equivalent adjustments (based on the U.S. federal statutory tax rate of 35\%) of $\$ 128$ million for the first quarter of 2014, $\$ 125$ million for the fourth quarter of 2014 and $\$ 124$ million for the first quarter of 2015.
(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 interest 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.

## DEPOSITS

(In billions of dollars)


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

EOP LOANS (1) - Page 1

## CITICORP

(In billions of dollars)


## Citicorp:

## Global Consumer Banking

| North America |  |  |  |  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Credit Cards | \$ | 109.1 | \$ | 110.4 | \$ | 109.5 | \$ | 114.0 | \$ | 105.9 | (7)\% | (3)\% |
| Retail Banking |  | 45.0 |  | 46.2 |  | 47.5 |  | 46.8 |  | 47.8 | 2\% | 6\% |
| Total | \$ | 154.1 | \$ | 156.6 | \$ | 157.0 | \$ | 160.8 | \$ | 153.7 | (4)\% | - |
| Latin America |  |  |  |  |  |  |  |  |  |  |  |  |
| Credit Cards | \$ | 10.2 | \$ | 10.1 | \$ | 9.8 | \$ | 9.3 | \$ | 8.5 | (9)\% | (17)\% |
| Retail Banking |  | 28.7 |  | 29.2 |  | 28.2 |  | 26.2 |  | 25.6 | (2)\% | (11)\% |
| Total | \$ | 38.9 | \$ | 39.3 | \$ | 38.0 | \$ | 35.5 | \$ | 34.1 | (4)\% | (12)\% |
| Asia (1) |  |  |  |  |  |  |  |  |  |  |  |  |
| Credit Cards | \$ | 18.8 | \$ | 19.6 | \$ | 18.8 | \$ | 18.6 | \$ | 17.8 | (4)\% | (5)\% |
| Retail Banking |  | 77.1 |  | 79.5 |  | 78.2 |  | 76.2 |  | 74.5 | (2)\% | (3)\% |
| Total | \$ | 95.9 | \$ | 99.1 | \$ | 97.0 | \$ | 94.8 | \$ | 92.3 | (3)\% | (4)\% |


| Total Consumer Loans |  |  |  |  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Credit Cards | \$ | 138.1 | \$ | 140.1 | \$ | 138.1 | \$ | 141.9 | \$ | 132.2 | (7)\% | (4)\% |
| Retail Banking |  | 150.8 |  | 154.9 |  | 153.9 |  | 149.2 |  | 147.9 | (1)\% | (2)\% |
| Total Consumer | \$ | 288.9 | \$ | 295.0 | \$ | 292.0 | \$ | 291.1 | \$ | 280.1 | (4) \% | (3)\% |
| Total Corporate Loans |  |  |  |  |  |  |  |  |  |  |  |  |
| North America | \$ | 107.3 | \$ | 108.9 | \$ | 114.5 | \$ | 117.7 | \$ | 120.1 | 2\% | 12\% |
| EMEA |  | 60.4 |  | 61.0 |  | 57.1 |  | 55.9 |  | 58.3 | 4\% | (3)\% |
| Latin America |  | 41.4 |  | 41.0 |  | 38.8 |  | 37.9 |  | 38.1 | 1\% | (8)\% |
| Asia |  | 69.4 |  | 71.7 |  | 66.6 |  | 62.8 |  | 62.6 | - | (10)\% |
| Total Corporate Loans | \$ | 278.5 | \$ | 282.6 | \$ | 277.0 | \$ | 274.3 | \$ | 279.1 | 2\% | - |
| Total Citicorp | \$ | 567.4 | \$ | 577.6 | \$ | 569.0 | \$ | 565.4 | \$ | 559.2 | (1)\% | (1)\% |
| FX Translation Impact: |  |  |  |  |  |  |  |  |  |  |  |  |
| Total Citicorp EOP Loans - as Reported | \$ | 567.4 | \$ | 577.6 | \$ | 569.0 | \$ | 565.4 | \$ | 559.2 | (1)\% | (1)\% |
| Impact of FX Translation (2) |  | (21.8) |  | (24.9) |  | (16.7) |  | (7.3) |  | - |  |  |
| Total Citicorp EOP Loans - Ex-FX (3) | \$ | 545.6 | \$ | 552.7 | \$ | 552.3 | \$ | 558.1 | \$ | 559.2 | - | 2\% |

Note: Certain small balance consumer loans included in the above lines are classified as Corporate Loans on the Consolidated Balance Sheet.
(1) Beginning in the first quarter of 2015, Asia GCB includes the results of operations of EMEA GCB for all periods presented.
(2) Reflects the impact of foreign exchange (FX) translation into U.S. Dollars at the first quarter of 2015 average exchange rates for all periods presented.
(3) Presentation of this metric excluding FX translation is a non-GAAP financial measure.

Reclassified to conform to the current period's presentation.


## Citi Holdings:

| Consumer - North America |  |  |  |  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Mortgages |  | 70.9 |  | 66.9 |  | 63.4 |  | 59.3 |  | 53.6 | (10)\% | (24)\% |
| Personal Loans |  | 9.0 |  | 9.2 |  | 9.3 |  | 9.4 |  | 0.8 | (91)\% | (91)\% |
| Other |  | 2.4 |  | 2.4 |  | 2.2 |  | 2.1 |  | 2.2 | 5\% | (8)\% |
| Total | \$ | 82.3 | \$ | 78.5 | \$ | 74.9 | \$ | 70.8 | \$ | 56.6 | (20)\% | (31)\% |
|  |  |  |  |  |  |  |  |  |  |  |  |  |
| Consumer - International |  |  |  |  |  |  |  |  |  |  |  |  |
| Credit Cards | \$ | 6.2 | \$ | 3.8 | \$ | 3.7 | \$ | 3.6 | \$ | 2.1 | (42)\% | (66)\% |
| REL, Personal \& Other |  | 6.8 |  | 6.7 |  | 5.4 |  | 4.4 |  | 2.8 | (36)\% | (59)\% |
| Total | \$ | 13.0 | \$ | 10.5 | \$ | 9.1 | \$ | 8.0 | \$ | 4.9 | (39)\% | (62)\% |
|  |  |  |  |  |  |  |  |  |  |  |  |  |
| Citi Holdings - Other |  | 1.5 |  | 0.9 |  | 0.8 |  | 0.4 |  | 0.4 | - | (73)\% |
|  |  |  |  |  |  |  |  |  |  |  |  |  |
| Total Citi Holdings | \$ | 96.8 | \$ | 89.9 | \$ | 84.8 | \$ | 79.2 | \$ | 61.9 | (22)\% | (36)\% |
|  |  |  |  |  |  |  |  |  |  |  |  |  |
| Total Citigroup | \$ | 664.2 | \$ | 667.5 | \$ | 653.8 | \$ | 644.6 | \$ | 621.1 | (4)\% | (6)\% |
|  |  |  |  |  |  |  |  |  |  |  |  |  |
| Consumer Loans | \$ | 384.7 | \$ | 384.3 | \$ | 376.3 | \$ | 370.0 | \$ | 341.7 | (8)\% | (11)\% |
| Corporate Loans |  | 279.5 |  | 283.2 |  | 277.5 |  | 274.6 |  | 279.3 | 2\% | - |
| Total Citigroup | \$ | 664.2 | \$ | 667.5 | \$ | 653.8 | \$ | 644.6 | \$ | 621.0 | (4)\% | (7)\% |
| FX Translation Impact: |  |  |  |  |  |  |  |  |  |  |  |  |
| Total Citigroup EOP Loans - as Reported | \$ | 664.2 | \$ | 667.5 | \$ | 653.8 | \$ | 644.6 | \$ | 621.0 | (4)\% | (7)\% |
| Impact of FX Translation (1) |  | (23.6) |  | (26.4) |  | (17.5) |  | (7.4) |  | - |  |  |
| Total Citigroup EOP Loans - Ex-FX (2) | \$ | $\underline{640.6}$ | \$ | 641.1 | \$ | 636.3 | \$ | 637.2 | \$ | $\underline{621.0}$ | (3)\% | (3)\% |

Note: Certain small balance consumer loans included in the above lines are classified as Corporate Loans on the Consolidated Balance Sheet. (1) Reflects the impact of foreign exchange (FX) translation into U.S. Dollars at the first quarter of 2015 average exchange rates for all periods presented.
(2) Presentation of this metric excluding FX translation is a non-GAAP financial measure.

Reclassified to conform to the current period's presentation.

## SUPPLEMENTAL DETAIL

## CONSUMER LOANS 90+DAYS DELINQUENCY AMOUNTS AND RATIOS

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

|  | Loans 90+ Days Past Due (1) |  |  |  |  |  |  |  |  |  | $\begin{gathered} \text { EOP Loans } \\ \text { 1Q } \\ 2015 \\ \hline \end{gathered}$ |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | $\begin{gathered} \hline 1 Q \\ 2014 \end{gathered}$ |  | $\begin{gathered} \hline 2 \mathrm{Q} \\ 2014 \end{gathered}$ |  | $\begin{gathered} 3 \mathrm{QQ} \\ 2014 \end{gathered}$ |  | $\begin{gathered} \hline 4 Q \\ 2014 \end{gathered}$ |  | $\begin{gathered} \hline 1 Q \\ 2015 \end{gathered}$ |  |  |  |
| Citicorp (2) |  |  |  |  |  |  |  |  |  |  |  |  |
| Total | \$ | 2,812 | \$ | 2,704 | \$ | 2,654 | \$ | 2,566 | \$ | 2,245 | \$ | 280.1 |
| Ratio |  | 0.98\% |  | 0.92\% |  | 0.91\% |  | 0.88\% |  | 0.80\% |  |  |
| Retail Bank (2) |  |  |  |  |  |  |  |  |  |  |  |  |
| Total | \$ | 968 | \$ | 989 | \$ | 964 | \$ | 816 | \$ | 617 | \$ | 147.9 |
| Ratio |  | 0.65\% |  | 0.64\% |  | 0.63\% |  | 0.55\% |  | 0.42\% |  |  |
| North America (2) | \$ | 243 | \$ | 227 | \$ | 229 | \$ | 225 | \$ | 123 | \$ | 47.8 |
| Ratio |  | 0.55\% |  | 0.50\% |  | 0.49\% |  | 0.49\% |  | 0.26\% |  |  |
| Latin America (3) | \$ | 516 | \$ | 540 | \$ | 515 | \$ | 397 | \$ | 306 | \$ | 25.6 |
| Ratio (3) |  | 1.80\% |  | 1.85\% |  | 1.83\% |  | 1.52\% |  | 1.20\% |  |  |
| Asia (4) | \$ | 209 | \$ | 222 | \$ | 220 | \$ | 194 | \$ | 188 | \$ | 74.5 |
| Ratio |  | 0.27\% |  | 0.28\% |  | 0.28\% |  | 0.25\% |  | 0.25\% |  |  |


(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 Consumer Banking and Citi Holdings North America Mortgages 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 footnote 1 on page 10 and footnote 2 on page 25 .
(3) See footnote 3 on page 8 .
(4) Beginning in the first quarter of 2015, Asia GCB includes the results of operations of EMEA GCB for all periods presented.
(5) The March 31, 2014, June 30, 2014, September 30, 2014, December 31, 2014 and March 31, 2015 Loans 90+ Days Past Due and 30-89 Days Past Due and related ratios exclude $\$ 0.9$ billion, $\$ 17$ million, $\$ 15$ million, $\$ 14$ million and $\$ 12$ million, respectively, of loans that are carried at fair value.
(6) Represents loans classified as Consumer loans on the Consolidated Balance Sheet that are not included in the Citi Holdings Consumer credit metrics.

Reclassified to conform to the current period's presentation.

## SUPPLEMENTAL DETAIL

## CONSUMER LOANS 30-89 DAYS DELINQUENCY AMOUNTS AND RATIOS <br> BUSINESS VIEW

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

|  | Loans 30-89 Days Past Due (1) |  |  |  |  |  |  |  |  |  | $\begin{gathered} \text { EOP Loans } \\ \text { 1Q } \\ 2015 \\ \hline \end{gathered}$ |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | $\begin{gathered} \hline 1 \mathrm{Q} \\ 2014 \\ \hline \end{gathered}$ |  | $\begin{gathered} \hline 2 \mathrm{Q} \\ \hline 2014 \\ \hline \end{gathered}$ |  | $\begin{gathered} 10 \\ 2014 \\ \hline 201 \end{gathered}$ |  | $\begin{gathered} \hline 4 Q \\ 2014 \\ \hline \end{gathered}$ |  | $\begin{gathered} \hline 1 Q \\ 2015 \\ \hline \end{gathered}$ |  |  |  |
| Citicorp (2) |  |  |  |  |  |  |  |  |  |  |  |  |
| Total | \$ | 2,860 | \$ | 2,815 | \$ | 2,806 | \$ | 2,688 | \$ | 2,511 | \$ | 280.1 |
| Ratio |  | 0.99\% |  | 0.96\% |  | 0.96\% |  | 0.93\% |  | 0.90\% |  |  |
| Retail Bank (2) |  |  |  |  |  |  |  |  |  |  |  |  |
| Total | \$ | 925 | \$ | 965 | \$ | 912 | \$ | 854 | \$ | 845 | \$ | 147.9 |
| Ratio |  | 0.62\% |  | 0.63\% |  | 0.60\% |  | 0.58\% |  | 0.58\% |  |  |
| North America (2) | \$ | 177 | \$ | 203 | \$ | 213 | \$ | 212 | \$ | 203 | \$ | 47.8 |
| Ratio |  | 0.40\% |  | 0.45\% |  | 0.46\% |  | 0.46\% |  | 0.43\% |  |  |
| Latin America | \$ | 340 | \$ | 344 | \$ | 302 | \$ | 290 | \$ | 282 | \$ | 25.6 |
| Ratio |  | 1.18\% |  | 1.18\% |  | 1.07\% |  | 1.11\% |  | 1.10\% |  |  |
| Asia (3) | \$ | 408 | \$ | 418 | \$ | 397 | \$ | 352 | \$ | 360 | \$ | 74.5 |
| Ratio |  | 0.53\% |  | 0.53\% |  | 0.51\% |  | 0.46\% |  | 0.48\% |  |  |
| Cards |  |  |  |  |  |  |  |  |  |  |  |  |
| Total | \$ | 1,935 | \$ | 1,850 | \$ | 1,894 | \$ | 1,834 | \$ | 1,666 | \$ | 132.2 |
| Ratio |  | 1.40\% |  | 1.32\% |  | 1.37\% |  | 1.29\% |  | 1.26\% |  |  |
| North America - Citi-Branded | \$ | 599 | \$ | 540 | \$ | 566 | \$ | 568 | \$ | 497 | \$ | 63.5 |
| Ratio |  | 0.90\% |  | 0.80\% |  | 0.85\% |  | 0.84\% |  | 0.78\% |  |  |
| North America - Retail Services | \$ | 725 | \$ | 683 | \$ | 729 | \$ | 748 | \$ | 673 | \$ | 42.4 |
| Ratio |  | 1.71\% |  | 1.58\% |  | 1.70\% |  | 1.61\% |  | 1.59\% |  |  |
| Latin America | \$ | 321 | \$ | 326 | \$ | 322 | \$ | 262 | \$ | 247 | \$ | 8.5 |
| Ratio |  | 3.15\% |  | 3.23\% |  | 3.29\% |  | 2.82\% |  | 2.91\% |  |  |
| Asia (3) | \$ | 290 | \$ | 301 | \$ | 277 | \$ | 256 | \$ | 249 | \$ | 17.8 |
| Ratio |  | 1.54\% |  | 1.54\% |  | 1.47\% |  | 1.38\% |  | 1.40\% |  |  |
| Citi Holdings - Consumer (2) (4) | \$ | 2,452 | \$ | 2,504 | \$ | 2,156 | \$ | 1,831 | \$ | 1,339 | \$ | 61.5 |
| Ratio |  | 2.78\% |  | 2.99\% |  | 2.73\% |  | 2.45\% |  | 2.27\% |  |  |
| International | \$ | 349 | \$ | 330 | \$ | 178 | \$ | 168 | \$ | 142 | \$ | 4.9 |
| Ratio |  | 2.68\% |  | 3.14\% |  | 1.96\% |  | 2.10\% |  | 2.90\% |  |  |
| North America (2) (4) | \$ | 2,103 | \$ | 2,174 | \$ | 1,978 | \$ | 1,663 | \$ | 1,197 | \$ | 56.6 |
| Ratio |  | 2.79\% |  | 2.97\% |  | 2.83\% |  | 2.49\% |  | 2.21\% |  |  |
| Other (5) |  |  |  |  |  |  |  |  |  |  | \$ | 0.1 |
| Total Citigroup (2) (4) | \$ | 5,312 | \$ | 5,319 | \$ | 4,962 | \$ | 4,519 | \$ | 3,850 | \$ | 341.7 |
| Ratio |  | 1.41\% |  | 1.41\% |  | 1.34\% |  | 1.24\% |  | 1.14\% |  |  |

(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 Consumer Banking and North America Local Consumer Lending 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 footnote 1 on page 10 and footnote 2 on page 25.
(3) Beginning in the first quarter of 2015, Asia GCB includes the results of operations of EMEA GCB for all periods presented.
(4) The March 31, 2014, June 30, 2014, September 30, 2014, December 31, 2014 and March 31, 2015 Loans 90+ Days Past Due and 30-89 Days Past Due and related ratios exclude $\$ 0.9$ billion, $\$ 17$ million, $\$ 15$ million, $\$ 14$ million and $\$ 12$ million, respectively, of loans that are carried at fair value.
(5) Represents loans classified as Consumer loans on the Consolidated Balance Sheet that are not included in the Citi Holdings Consumer credit metrics.

Reclassified to conform to the current period's presentation.

## ALLOWANCE FOR CREDIT LOSSES - PAGE 1

## TOTAL CITIGROUP

(In millions of dollars)

|  | $\begin{gathered} 1 Q \\ 2014 \end{gathered}$ |  | $\begin{gathered} 2 Q \\ 2014 \\ \hline \end{gathered}$ |  | $\begin{gathered} 3 Q \\ 2014 \end{gathered}$ |  | $\begin{gathered} 4 Q \\ 2014 \end{gathered}$ |  | $\begin{gathered} 1 Q \\ 2015 \\ \hline \end{gathered}$ |  | 1 Q15 Increase (Decrease) from |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  | 4Q14 | 1Q14 |  |  |  |  |  |  |
| Total Citigroup |  |  |  |  |  |  |  |  |  |  |  |  |
| Allowance for Loan Losses at Beginning of Period (1) | \$ | 19,648 |  |  | \$ | 18,923 | \$ | 17,890 | \$ | 16,915 | \$ | 15,994 |  |  |
| Gross Credit (Losses) |  | $(2,983)$ |  | $(2,812)$ |  | $(2,586)$ |  | $(2,727)$ |  | $(2,458)$ | 10\% | 18\% |
| Gross Recoveries |  | 544 |  | 623 |  | 489 |  | 479 |  | 501 | 5\% | (8)\% |
| Net Credit (Losses) / Recoveries (NCLs) |  | (2,439) |  | $(2,189)$ |  | (2,097) |  | (2,248) |  | $(1,957)$ | 13\% | 20\% |
| NCLs |  | 2,439 |  | 2,189 |  | 2,097 |  | 2,248 |  | 1,957 | (13)\% | (20)\% |
| Net Reserve Builds / (Releases) |  | (560) |  | (521) |  | (492) |  | (306) |  | (91) | 70\% | 84\% |
| Net Specific Reserve Builds / (Releases) |  | (86) |  | (89) |  | (30) |  | (61) |  | (111) | (82)\% | (29)\% |
| Provision for Loan Losses |  | 1,793 |  | 1,579 |  | 1,575 |  | 1,881 |  | 1,755 | (7)\% | (2)\% |
| Other (2) (3) (4) (5) (6) (7) |  | (79) |  | (423) |  | (453) |  | (554) |  | $(1,194)$ | NM | NM |
| Allowance for Loan Losses at End of Period (1) (a) | \$ | 18,923 | \$ | 17,890 | \$ | 16,915 | \$ | 15,994 | \$ | 14,598 |  |  |
| Allowance for Unfunded Lending Commitments (8) (a) | \$ | 1,202 | \$ | 1,176 | \$ | 1,140 | \$ | 1,063 | \$ | 1,023 |  |  |
| Provision for Unfunded Lending Commitments | \$ | (27) | \$ | (31) | \$ | (30) | \$ | (74) | \$ | (37) |  |  |
| Total Allowance for Loans, Leases and Unfunded Lending Commitments [Sum of (a)] | \$ | 20,125 | \$ | 19,066 | \$ | 18,055 | \$ | 17,057 | \$ | 15,621 |  |  |
| Total Allowance for Loan Losses as a Percentage of Total Loans (9) |  | 2.87\% |  | 2.70\% |  | 2.60\% |  | 2.50\% |  | 2.38\% |  |  |
| Allowance for Loan Losses at End of Period (1): |  |  |  |  |  |  |  |  |  |  |  |  |
| Citicorp | \$ | 12,524 | \$ | 12,139 | \$ | 11,582 | \$ | 11,142 | \$ | 10,976 |  |  |
| Citi Holdings |  | 6,399 |  | 5,751 |  | 5,333 |  | 4,852 |  | 3,622 |  |  |
| Total Citigroup | \$ | $\underline{\text { 18,923 }}$ | \$ | $\underline{\text { 17,890 }}$ | \$ | $\underline{16,915}$ | \$ | 15,994 | \$ | $\underline{\text { 14,598 }}$ |  |  |

(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) 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.
(3) The first quarter of 2014 includes a reduction of approximately $\$ 79$ million related to the sale or transfers to held-for-sale of (HFS) various loan portfolios.
(4) The second quarter of 2014 includes a reduction of approximately $\$ 480$ million related to the sale or transfers to HFS of various loan portfolios, including a reduction of approximately $\$ 204$ million, $\$ 177$ million and $\$ 29$ million related to the transfers to HFS of businesses in Greece, Spain and Honduras, and $\$ 66$ million related to a transfer of a real estate loan portfolio to HFS. These amounts are partially offset by foreign currency translation on the entire allowance balance.
(5) The third quarter of 2014 includes a reduction of approximately $\$ 259$ million related to the sale or transfers to HFS of various loan portfolios, including a reduction of $\$ 151$ million related to a transfer of a real estate loan portfolio to HFS and a reduction of approximately $\$ 108$ million related to the transfer of various EMEA loan portfolios to HFS. Additionally, the third quarter includes a reduction of approximately $\$ 181$ million related to foreign currency translation.
(6) The fourth quarter of 2014 includes a reduction of approximately $\$ 250$ million related to the sale or transfers to HFS of various loan portfolios, including a reduction of $\$ 194$ million related to a transfer of a real estate loan portfolio to HFS. Additionally, the fourth quarter includes a reduction of approximately $\$ 282$ million related to foreign currency translation.

The first quarter of 2015 includes a reduction of approximately $\$ 1,032$ million related to the sale or transfers to held-for-sale of various loan portfolios, including a reduction of $\$ 281$ million related to a transfer of a real estate loan portfolio to HFS. Additionally, the first
quarter includes a reduction of approximately $\$ 145$ million related to foreign currency translation.
(8) Represents additional credit reserves recorded as other liabilities on the Consolidated Balance Sheet.
(9) March 31, 2014, June 30, 2014, September 30, 2014, December 31, 2014 and March 31, 2015 exclude $\$ 5.7$ billion, $\$ 4.8$ billion, $\$ 4.4$ billion, $\$ 5.9$ billion and $\$ 6.6$ billion, respectively, of loans which are carried at fair value.

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


Consumer Allowance for Unfunded Lending
Commitments (8) (a)
Provision for Unfunded Lending

Consumer Allowance for Loan Losses as a
Percentage of Total Consumer Loans (9)
$4.29 \% \quad 4.04 \% \quad 3.87 \% \quad 3.68 \% \quad 3.55 \%$

Total Citigroup Corporate Loans

| Allowance for Loan Losses at Beginning of Period (1) | \$ | 2,584 | \$ | 2,472 | \$ | 2,370 | \$ | 2,340 | \$ | 2,389 |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Net Credit (Losses) / Recoveries (NCL's) |  | (145) |  | (11) |  | 18 |  | (150) |  | 9 | NM | NM |
| NCLs |  | 145 |  | 11 |  | (18) |  | 150 |  | (9) | NM | NM |
| Net Reserve Builds / (Releases) |  | (101) |  | (26) |  | (99) |  | 93 |  | 100 | 8\% | NM |
| Net Specific Reserve Builds / (Releases) |  | (10) |  | (75) |  | 87 |  | (22) |  | 3 | NM | NM |
| Provision for Loan Losses |  | 34 |  | (90) |  | (30) |  | 221 |  | 94 | (57) \% | NM |
| Other (2) |  | (1) |  | (1) |  | (18) |  | (22) |  | (16) |  |  |
| Allowance for Loan Losses at End of Period <br> (1) (b) | \$ | 2,472 | \$ | 2,370 | \$ | 2,340 | \$ | 2,389 | \$ | 2,476 |  |  |




Total Allowance for Loans, Leases and
Unfunded Lending Commitments [Sum of
(b)] \(\begin{aligned} \& \$ \quad \mathbf{3 , 6 1 2} <br>

\& \$ \quad \mathbf{3 , 4 8 2}\end{aligned} \$ 3,425\)| $\$ \quad \mathbf{3 , 4 1 6}$ |
| :--- |

Corporate Allowance for Loan Losses as a
$\begin{array}{lllllll}\text { Percentage of Total Corporate Loans (10) } & 0.90 \% & 0.85 \% & 0.86 \% & 0.89 \% & 0.91 \%\end{array}$
Footnotes to these tables are on the following page (page 34).

## ALLOWANCE FOR CREDIT LOSSES - PAGE 3 TOTAL CITIGROUP

## The following footnotes relate to the tables on the prior page (page 33).

(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) 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.
(3) The first quarter of 2014 includes a reduction of approximately $\$ 79$ million related to the sale or transfers to held-for-sale of (HFS) various loan portfolios.
(4) The second quarter of 2014 includes a reduction of approximately $\$ 480$ million related to the sale or transfers to HFS of various loan portfolios, including a reduction of approximately $\$ 204$ million, $\$ 177$ million and $\$ 29$ million related to the transfers to HFS of businesses in Greece, Spain and Honduras, and $\$ 66$ million related to a transfer of a real estate loan portfolio to HFS. These amounts are partially offset by foreign currency translation on the entire allowance balance.
(5) The third quarter of 2014 includes a reduction of approximately $\$ 259$ million related to the sale or transfers to HFS of various loan portfolios, including a reduction of $\$ 151$ million related to a transfer of a real estate loan portfolio to HFS and a reduction of approximately $\$ 108$ million related to the transfer of various EMEA loan portfolios to HFS. Additionally, the third quarter includes a reduction of approximately $\$ 181$ million related to foreign currency translation.
(6) The fourth quarter of 2014 includes a reduction of approximately $\$ 250$ million related to the sale or transfers to HFS of various loan portfolios, including a reduction of $\$ 194$ million related to a transfer of a real estate loan portfolio to HFS. Additionally, the fourth quarter includes a reduction of approximately $\$ 282$ million related to foreign currency translation.
(7) The first quarter of 2015 includes a reduction of approximately $\$ 1,032$ million related to the sale or transfers to held-for-sale of various loan portfolios, including a reduction of $\$ 281$ million related to a transfer of a real estate loan portfolio to HFS. Additionally, the first quarter includes a reduction of approximately $\$ 145$ million related to foreign currency translation.
(8) Represents additional credit reserves recorded as other liabilities on the Consolidated Balance Sheet.
(9) March 31, 2014, June 30, 2014, September 30, 2014, December 31, 2014 and March 31, 2015 exclude $\$ 0.9$ billion, $\$ 46$ million, $\$ 45$ million, $\$ 43$ million and $\$ 38$ million, respectively, of loans which are carried at fair value.
(10) March 31, 2014, June 30, 2014, September 30, 2014, December 31, 2014 and March 31, 2015 exclude $\$ 4.8$ billion, $\$ 4.8$ billion, $\$ 4.4$ billion, $\$ 5.9$ billion and $\$ 6.5$ billion, respectively, of loans which are carried at fair value.

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

## CITICORP

(In millions of dollars)

|  | $\begin{gathered} 1 Q \\ 2014 \\ \hline \end{gathered}$ |  | $\begin{gathered} 2 Q \\ 2014 \\ \hline \end{gathered}$ |  | $\begin{gathered} 3 Q \\ 2014 \\ \hline \end{gathered}$ |  | $\begin{gathered} 4 Q \\ 2014 \\ \hline \end{gathered}$ |  | $\begin{gathered} 1 Q \\ 2015 \\ \hline \end{gathered}$ |  | 1Q15 Increase (Decrease) from |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  | 4Q14 | 1Q14 |  |  |  |  |  |  |
| Citicorp |  |  |  |  |  |  |  |  |  |  |  |  |
| Net Credit Losses | \$ | 1,866 |  |  | \$ | 1,747 | \$ | 1,692 | \$ | 1,831 | \$ | 1,549 | (15)\% | (17)\% |
| Credit Reserve Build / (Release) |  | (300) |  | (398) |  | (387) |  | (153) |  | (6) | 96\% | 98\% |
| Global Consumer Banking |  |  |  |  |  |  |  |  |  |  |  |  |
| Net Credit Losses |  | 1,732 |  | 1,738 |  | 1,680 |  | 1,710 |  | 1,551 | (9)\% | (10)\% |
| Credit Reserve Build / (Release) |  | (213) |  | (302) |  | (379) |  | (254) |  | (113) | 56\% | 47\% |
| North America Regional Consumer Banking |  |  |  |  |  |  |  |  |  |  |  |  |
| Net Credit Losses |  | 1,102 |  | 1,072 |  | 1,019 |  | 1,013 |  | 961 | (5)\% | (13)\% |
| Credit Reserve Build / (Release) |  | (271) |  | (397) |  | (341) |  | (233) |  | (100) | 57\% | 63\% |
| Retail Banking |  |  |  |  |  |  |  |  |  |  |  |  |
| Net Credit Losses |  | 34 |  | 37 |  | 36 |  | 36 |  | 36 | - | 6\% |
| Credit Reserve Build / (Release) |  | (4) |  | (28) |  | (11) |  | 28 |  | 18 | (36)\% | NM |
| Citi-Branded Cards |  |  |  |  |  |  |  |  |  |  |  |  |
| Net Credit Losses |  | 587 |  | 570 |  | 526 |  | 514 |  | 492 | (4)\% | (16)\% |
| Credit Reserve Build / (Release) |  | (188) |  | (223) |  | (212) |  | (220) |  | (119) | 46\% | 37\% |
| Citi Retail Services |  |  |  |  |  |  |  |  |  |  |  |  |
| Net Credit Losses |  | 481 |  | 465 |  | 457 |  | 463 |  | 433 | (6)\% | (10)\% |
| Credit Reserve Build / (Release) |  | (79) |  | (146) |  | (118) |  | (41) |  | 1 | NM | NM |
| Latin America Regional Consumer Banking |  |  |  |  |  |  |  |  |  |  |  |  |
| Net Credit Losses |  | 436 |  | 454 |  | 460 |  | 511 |  | 417 | (18)\% | (4)\% |
| Credit Reserve Build / (Release) |  | 51 |  | 109 |  | (4) |  | (36) |  | 22 | NM | (57)\% |
| Retail Banking |  |  |  |  |  |  |  |  |  |  |  |  |
| Net Credit Losses |  | 208 |  | 211 |  | 210 |  | 278 |  | 188 | (32)\% | (10)\% |
| Credit Reserve Build / (Release) |  | 6 |  | 16 |  | 2 |  | (37) |  | 24 | NM | NM |
| Citi-Branded Cards |  |  |  |  |  |  |  |  |  |  |  |  |
| Net Credit Losses |  | 228 |  | 243 |  | 250 |  | 233 |  | 229 | (2)\% | - |
| Credit Reserve Build / (Release) |  | 45 |  | 93 |  | (6) |  | 1 |  | (2) | NM | NM |
| Asia Regional Consumer Banking (1) |  |  |  |  |  |  |  |  |  |  |  |  |
| Net Credit Losses |  | 194 |  | 212 |  | 201 |  | 186 |  | 173 | (7)\% | (11)\% |
| Credit Reserve Build / (Release) |  | 7 |  | (14) |  | (34) |  | 15 |  | (35) | NM | NM |
| Retail Banking |  |  |  |  |  |  |  |  |  |  |  |  |
| Net Credit Losses |  | 80 |  | 83 |  | 79 |  | 74 |  | 70 | (5)\% | (13)\% |
| Credit Reserve Build / (Release) |  | 13 |  | (7) |  | (25) |  | - |  | (14) | NM | NM |
| Citi-Branded Cards |  |  |  |  |  |  |  |  |  |  |  |  |
| Net Credit Losses |  | 114 |  | 129 |  | 122 |  | 112 |  | 103 | (8)\% | (10)\% |
| Credit Reserve Build / (Release) |  | (6) |  | (7) |  | (9) |  | 15 |  | (21) | NM | NM |
|  |  |  |  |  |  |  |  |  |  |  |  |  |
| Institutional Clients Group (ICG) |  |  |  |  |  |  |  |  |  |  |  |  |
| Net Credit Losses |  | 134 |  | 9 |  | 12 |  | 121 |  | (2) | NM | NM |
| Credit Reserve Build / (Release) |  | (87) |  | (96) |  | (8) |  | 101 |  | 107 | 6\% | NM |
|  |  |  |  |  |  |  |  |  |  |  |  |  |
| Corporate / Other |  |  |  |  |  |  |  |  |  |  |  |  |
| Net Credit Losses |  | - |  | - |  | - |  | - |  | - | - | - |
| Credit Reserve Build / (Release) |  | - |  | - |  | - |  | - |  | - | - | - |
| Total Citicorp Provision for Loan Losses | \$ | 1,566 | \$ | 1,349 | \$ | 1,305 | \$ | 1,678 | \$ | 1,543 | (8)\% | (1)\% |

[^4]|  | $\begin{gathered} 1 Q \\ 2014 \\ \hline \end{gathered}$ |  | $\begin{gathered} 2 Q \\ 2014 \\ \hline \end{gathered}$ |  | $\begin{gathered} 3 Q \\ 2014 \\ \hline \end{gathered}$ |  | $\begin{gathered} 4 Q \\ 2014 \\ \hline \end{gathered}$ |  | $\begin{gathered} 1 Q \\ 2015 \\ \hline \end{gathered}$ |  | 1 Q15 Increase (Decrease) from |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  |  |  |  |  |  |  |  |  |
| Citi Holdings |  |  |  |  |  |  |  |  |  |  |  |  |
| Net Credit Losses | \$ | 573 |  |  | \$ | 442 | \$ | 405 | \$ | 417 | \$ | 408 | (2)\% | (29)\% |
| Credit Reserve Build / (Release) |  | (346) |  | (212) |  | (135) |  | (214) |  | (196) | 8\% | 43\% |
| Total Citi Holdings Provision for Loan Losses | \$ | 227 | \$ | 230 | \$ | 270 | \$ | 203 | \$ | 212 | 4\% | (7)\% |
| Total Citicorp Provision for Loan Losses (from prior page) | \$ | 1,566 | \$ | 1,349 | \$ | 1,305 | \$ | 1,678 | \$ | 1,543 | (8)\% | (1)\% |
| Total Citigroup Provision for Loan Losses | \$ | 1,793 | \$ | 1,579 | \$ | 1,575 | \$ | 1,881 | \$ | 1,755 | (7)\% | (2)\% |

Reclassified to conform to the current period's presentation.

NON-ACCRUAL ASSETS - PAGE 1
TOTAL CITIGROUP
(In millions of dollars)

|  | $\begin{gathered} 1 Q \\ 2014 \\ \hline \end{gathered}$ |  | $\begin{gathered} 2 Q \\ 2014 \\ \hline \end{gathered}$ |  | $\begin{gathered} 3 Q \\ 2014 \\ \hline \end{gathered}$ |  | $\begin{gathered} 4 Q \\ 2014 \\ \hline \end{gathered}$ |  | $\begin{gathered} 1 Q \\ 2015 \end{gathered}$ |  | 1Q15 Increase (Decrease) from |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  | 4Q14 | 1Q14 |  |  |  |  |  |  |
| Non-Accrual Loans (1) |  |  |  |  |  |  |  |  |  |  |  |  |
| Corporate Non-Accrual Loans By Region (2) |  |  |  |  |  |  |  |  |  |  |  |  |
| North America | \$ | 689 |  |  | \$ | 367 | \$ | 365 | \$ | 321 | \$ | 347 | 8\% | (50)\% |
| EMEA |  | 461 |  | 363 |  | 322 |  | 267 |  | 287 | 7\% | (38)\% |
| Latin America |  | 186 |  | 288 |  | 481 |  | 416 |  | 376 | (10)\% | NM |
| Asia |  | 284 |  | 200 |  | 182 |  | 179 |  | 151 | (16)\% | (47)\% |
| Total | \$ | 1,620 | \$ | 1,218 | \$ | 1,350 | \$ | 1,183 | \$ | $\underline{1,161}$ | (2)\% | (28)\% |
| Consumer Non-Accrual Loans By Region (2) (3) |  |  |  |  |  |  |  |  |  |  |  |  |
| North America | \$ | 5,139 | \$ | 4,915 | \$ | 4,546 | \$ | 4,412 | \$ | 4,192 | (5)\% | (18)\% |
| Latin America |  | 1,466 |  | 1,386 |  | 1,364 |  | 1,188 |  | 1,086 | (9)\% | (26)\% |
| Asia (4) |  | 423 |  | 415 |  | 362 |  | 324 |  | 315 | (3)\% | (26)\% |
| Total | \$ | 7,028 | \$ | 6,716 | \$ | 6,272 | \$ | 5,924 | \$ | 5,593 | (6)\% | (20)\% |

## OTHER REAL ESTATE OWNED AND OTHER <br> REPOSSESSED ASSETS


(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 occurs at 180 days contractual delinquency. As such, the non-accrual loan disclosures do not include credit card loans.
(2) The first quarter of 2015 reflects the transfers of non accrual loans to HFS resulting from the agreements to sell OneMain Financial, Japan Retail and Japan Cards.
(3) Excludes SOP 3-03 purchased distressed loans.
(4) Beginning in the first quarter of 2015, Asia GCB includes the results of operations of EMEA GCB for all periods presented.
(5) Represents the carrying value of all property acquired by foreclosure or other legal proceedings when Citigroup has taken possession of the collateral. Also includes former premises and property for use that is no longer contemplated.
(6) There is no industry-wide definition of non-accrual assets. As such, analysis against the industry is not always comparable.

NON-ACCRUAL ASSETS - PAGE 2

## CITICORP

(In millions of dollars)


See Notes (1) - (6) on page 37.
NM Not meaningful
Reclassified to conform to the current period's presentation.

NON-ACCRUAL ASSETS - PAGE 3

## CITI HOLDINGS

(In millions of dollars)


See Notes (1) - (6) on page 37.
Reclassified to conform to the current period's presentation.

## CITIGROUP

## RECONCILIATION OF NON-GAAP FINANCIAL MEASURES

(In millions of dollars, except per share amounts and ratios)

## Tangible Common Equity and Tangible Book Value Per Share

Tangible Common Equity (TCE) and Tangible Book Value Per Share are non-GAAP financial measures. A reconciliation of TCE and Tangible Book Value Per Share to reported results follows:

|  | $\begin{gathered} \text { March 31, } \\ 2014 \\ \hline \end{gathered}$ |  | $\begin{gathered} \text { June 30, } \\ \hline 2014 \\ \hline \end{gathered}$ |  | $\begin{gathered} \text { September 30, } \\ 2014 \end{gathered}$ |  | $\begin{gathered} \text { December 31, } \\ 2014 \end{gathered}$ |  | $\begin{aligned} & \text { March 31, } \\ & 2015 \text { (1) } \end{aligned}$ |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Tangible Book Value Per Share (on page 1): |  |  |  |  |  |  |  |  |  |  |
|  |  |  |  |  |  |  |  |  |  |  |
| Common Equity | \$ | 200,898 | \$ | 202,048 | \$ | 202,960 | \$ | 199,717 | \$ | 202,652 |
| Less: |  |  |  |  |  |  |  |  |  |  |
| Goodwill |  | 25,008 |  | 25,087 |  | 24,500 |  | 23,592 |  | 23,150 |
| Intangible assets (other than MSRs) |  | 4,891 |  | 4,702 |  | 4,525 |  | 4,566 |  | 4,244 |
|  |  |  |  |  |  |  |  |  |  |  |
| Goodwill related to assets held-for-sale |  | - |  | 116 |  | - |  | 71 |  | 174 |
|  |  |  |  |  |  |  |  |  |  |  |
| Intangible assets (other than MSRs) related to assets held-for-sale |  | - |  | - |  | - |  | 二 |  | 123 |
| Tangible Common Equity (TCE) | \$ | 170,999 | \$ | 172,143 | \$ | 173,935 | \$ | 171,488 | \$ | $\underline{74,961}$ |
| Common Shares Outstanding at quarter-end (CSO) |  | 3,037.8 |  | 3,031.8 |  | 3,029.5 |  | 3,023.9 |  | 3,034.1 |
| Tangible Book Value Per Share (TCE/CSO) | \$ | 56.29 | \$ | 56.78 | \$ | 57.41 | \$ | 56.71 | \$ | 57.66 |


|  | $\begin{gathered} \text { March 31, } \\ 2014 \\ \hline \end{gathered}$ | $\begin{gathered} \text { June 30, } \\ 2014 \\ \hline \end{gathered}$ | $\begin{gathered} \text { September 30, } \\ 2014 \\ \hline \end{gathered}$ | $\begin{gathered} \text { December 31, } \\ 2014 \\ \hline \end{gathered}$ | $\begin{gathered} \text { March 31, } \\ 2015(1) \\ \hline \end{gathered}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Common Equity Tier 1 Capital Ratio and Components |  |  |  |  |  |
| Citigroup Common Stockholders' Equity (2) | \$ 201,003 | \$ 202,165 | \$ 203,077 | \$ 199,841 | \$ 202,782 |
| Add: Qualifying noncontrolling interests | 177 | 183 | 172 | 165 | 146 |
| Regulatory Capital Adjustments and Deductions: |  |  |  |  |  |
| Less: |  |  |  |  |  |
| Accumulated net unrealized losses on cash flow hedges, net of tax (3) | $(1,127)$ | $(1,007)$ | (979) | (909) | (823) |
| Cumulative unrealized net gain related to changes in fair value of financial liabilities attributable to own creditworthiness, net of tax (4) | 170 | 116 | 193 | 279 | 332 |
| Intangible Assets: |  |  |  |  |  |
| Goodwill, net of related deferred tax liabilities (5) | 24,314 | 24,465 | 23,678 | 22,805 | 22,448 |
| Identifiable intangible assets other than mortgage servicing rights (MSRs), net of related deferred tax liabilities | 4,692 | 4,506 | 4,307 | 4,373 | 4,184 |
| Defined benefit pension plan net assets | 1,178 | 1,066 | 1,179 | 936 | 897 |
| Deferred tax assets (DTAs) arising from net operating loss, foreign tax credit and general business credit carry-forwards, and excess over $10 \%$ / $15 \%$ limitations for other DTAs, certain common stock investments and MSRs(6) | 40,268 | 37,864 | 36,324 | 35,925 | 33,945 |
| Common Equity Tier 1 Capital (CET1) | \$ 131,685 | \$ 135,338 | \$ 138,547 | \$ 136,597 | \$ 141,945 |
| Risk-Weighted Assets (RWA) | \$1,260,133 | \$1,280,845 | \$ 1,301,660 | \$ 1,292,605 | \$1,288,104 |

Common Equity Tier 1 Capital Ratio (CET1/RWA) $\quad 10.45 \% \quad 10.57 \% \quad 10.64 \% \quad 10.57 \% \quad 11.0 \%$
(1) Preliminary.
(2) Excludes issuance costs related to preferred stock outstanding in accordance with Federal Reserve Board regulatory reporting requirements.
(3) Citi's Common Equity Tier 1 Capital is adjusted for accumulated net unrealized gains (losses) on cash flow hedges included in accumulated other comprehensive income that relate to the hedging of items not recognized at fair value on the balance sheet.
(4) The cumulative impact of changes in Citigroup's own creditworthiness in valuing liabilities for which the fair value option has been elected and own-credit valuation adjustments on derivatives are excluded from Common Equity Tier 1 Capital.
(5) Includes goodwill "embedded" in the valuation of significant common stock investments in unconsolidated financial institutions.
(6) Aside from MSRs, reflects other DTAs arising from temporary differences and significant common stock investments in unconsolidated financial institutions.

Reclassified to conform to the current period's presentation.


[^0]:    (1) Preliminary.

[^1]:    (1) Beginning in the first quarter of 2015, Asia GCB includes the results of operations of EMEA GCB for all periods presented.
    (2) Reflects the impact of foreign exchange (FX) translation into U.S. Dollars at the first quarter of 2015 average exchange rates for all

[^2]:    (1) Beginning in the first quarter of 2015, Asia GCB includes the results of operations of EMEA GCB for all periods presented.
    (2) Also includes net interest revenue related to the region's deposit balances in excess of the average loan portfolio.
    (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.

[^3]:    (1) Beginning in the first quarter of 2015, Asia GCB includes the results of operations of EMEA GCB for all periods presented.
    (2) See footnote 4 on page 1 .
    (3) Reflects the impact of foreign exchange (FX) translation into U.S. Dollars at the first quarter of 2015 average exchange rates for all periods presented.
    (4) Presentation of this metric excluding FX translation is a non-GAAP financial measure.

[^4]:    (1) Beginning in the first quarter of 2015, Asia GCB includes the results of operations of EMEA GCB for all periods presented. NM Not meaningful
    Reclassified to conform to the current period's presentation.

