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**UNITED STATES  
SECURITIES AND EXCHANGE COMMISSION**  
WASHINGTON, D.C. 20549

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**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) **October 12, 2017**

**Citigroup Inc.**

(Exact name of registrant as specified in its charter)

**Delaware**  
(State or other jurisdiction  
of incorporation)

**1-9924**  
(Commission  
File Number)

**52-1568099**  
(IRS Employer  
Identification No.)

**388 Greenwich Street, New York,  
NY**  
(Address of principal executive offices)

**10013**  
(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:

- Written communications pursuant to Rule 425 under the Securities Act (17 CFR 230.425)
- Soliciting material pursuant to Rule 14a-12 under the Exchange Act (17 CFR 240.14a-12)
- Pre-commencement communications pursuant to Rule 14d-2(b) under the Exchange Act (17 CFR 240.14d-2(b))
- Pre-commencement communications pursuant to Rule 13e-4(c) under the Exchange Act (17 CFR 240.13e-4(c))

Indicate by check mark whether the registrant is an emerging growth company as defined in Rule 405 of the Securities Act of 1933 (§230.405 of this chapter) or Rule 12b-2 of the Securities Exchange Act of 1934 (§240.12b-2 of this chapter). Emerging growth company

If an emerging growth company, indicate by check mark if the registrant has elected not to use the extended transition period for complying with any new or revised financial accounting standards provided pursuant to Section 13(a) of the Exchange Act.

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**CITIGROUP INC.**  
**Current Report on Form 8-K**

**Item 2.02 Results of Operations and Financial Condition.**

On October 12, 2017, Citigroup Inc. announced its results for the quarter ended September 30, 2017. 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 September 30, 2017 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

99.1 [Press Release, dated October 12, 2017, issued by Citigroup Inc.](#)

99.2 [Citigroup Inc. Quarterly Financial Data Supplement for the quarter ended September 30, 2017.](#)

**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: October 12, 2017

By: /s/ JEFFREY R. WALSH  
Jeffrey R. Walsh  
Controller and Chief Accounting Officer

For Immediate Release  
 Citigroup Inc. (NYSE: C)  
 October 12, 2017



### THIRD QUARTER 2017 RESULTS AND KEY METRICS



**EARNINGS PER SHARE OF \$1.42**

**NET INCOME OF \$4.1 BILLION**

**REVENUES OF \$18.2 BILLION**

**OPTIMIZING CAPITAL BASE — RETURNED \$6.4 BILLION OF CAPITAL TO COMMON SHAREHOLDERS, DRIVING CET1 CAPITAL RATIO TO 13.0%(3)**

**REPURCHASED 81 MILLION COMMON SHARES**

**BOOK VALUE PER SHARE OF \$78.81**  
**TANGIBLE BOOK VALUE PER SHARE OF \$68.55(6)**

New York, October 12, 2017 — Citigroup Inc. today reported net income for the third quarter 2017 of \$4.1 billion, or \$1.42 per diluted share, on revenues of \$18.2 billion. This compared to net income of \$3.8 billion, or \$1.24 per diluted share, on revenues of \$17.8 billion for the third quarter 2016.

Revenues increased 2% from the prior year period, driven by growth in *Institutional Clients Group (ICG)* and *Global Consumer Banking (GCB)*, partially offset by lower revenues in *Corporate / Other*. Net income of \$4.1 billion increased 8% from last year including a \$580 million pre-tax (\$355 million after-tax) gain on the sale of a fixed income analytics business, which contributed \$0.13 to earnings per share. Excluding the gain, net income declined 2%, reflecting higher cost of credit, however earnings per share increased 4% to \$1.29 driven by a 7% reduction in average diluted shares outstanding(7).

In the discussion throughout the remainder of this press release, percentage comparisons are calculated for the third quarter 2017 versus the third quarter 2016, unless otherwise specified.

#### CEO COMMENTARY

*Citi CEO Michael Corbat said, “We delivered a very strong quarter, showing the balance of our franchise by both product and geography and highlighting our multiple engines of client-led growth. We had revenue increases in many of the products we have been investing in, tightly managed our expenses, and again saw loan growth in both our consumer and institutional businesses.*

*“We had positive operating leverage across the Global Consumer Bank and the Institutional Clients Group continued to gain wallet share as a result of our efforts to deepen our relationships with our target clients. We made further progress towards the targets we discussed on investor day in terms of ROTCE, 9.8% ex-DTA year-to-date, and efficiency ratio, 57% year-to-date.*

*“As part of our \$19 billion capital plan, we returned \$6.4 billion of capital to our shareholders this quarter, enabling us to begin to reduce the amount of capital we hold. We continue to be focused on increasing both the return on capital and the return of capital for the benefit of our shareholders,” Mr. Corbat concluded.*

| <b>Citigroup</b><br><b>(\$ in millions, except as otherwise noted)</b> | <b>3Q'17</b>     | <b>2Q'17</b>     | <b>3Q'16</b>     | <b>QoQ%</b> | <b>YoY%</b> |
|--|------------------|------------------|------------------|-------------|-------------|
| Global Consumer Banking  | 8,433            | 8,035            | 8,164            | 5 %         | 3 %         |
| Institutional Clients Group  | 9,231            | 9,213            | 8,459            | —           | 9 %         |
| Corporate / Other  | 509              | 653              | 1,137            | (22)%       | (55)%       |
| <b>Total Revenues</b>  | <b>\$ 18,173</b> | <b>\$ 17,901</b> | <b>\$ 17,760</b> | <b>2 %</b>  | <b>2 %</b>  |
| <b>Expenses</b>  | <b>\$ 10,171</b> | <b>\$ 10,506</b> | <b>\$ 10,404</b> | <b>(3)%</b> | <b>(2)%</b> |
| Net Credit Losses  | 1,777            | 1,710            | 1,525            | 4 %         | 17 %        |
| Credit Reserve Build / (Release)(a)                                    | 194              | (16)             | 176              | NM          | 10 %        |
| Provision for Benefits and Claims                                      | 28               | 23               | 35               | 22 %        | (20)%       |
| <b>Total Cost of Credit</b>  | <b>\$ 1,999</b>  | <b>\$ 1,717</b>  | <b>\$ 1,736</b>  | <b>16 %</b> | <b>15 %</b> |
| <b>Income from Continuing Operations Before Taxes</b>                  | <b>\$ 6,003</b>  | <b>\$ 5,678</b>  | <b>\$ 5,620</b>  | <b>6 %</b>  | <b>7 %</b>  |
| Provision for Income Taxes   | 1,866            | 1,795            | 1,733            | 4 %         | 8 %         |
| <b>Income from Continuing Operations</b>                               | <b>\$ 4,137</b>  | <b>\$ 3,883</b>  | <b>\$ 3,887</b>  | <b>7 %</b>  | <b>6 %</b>  |
| Net Income (Loss) from Discontinued Operations                         | (5)              | 21               | (30)             | NM          | 83 %        |
| Non-Controlling Interest   | (1)              | 32               | 17               | NM          | NM          |
| <b>Citigroup Net Income</b>  | <b>\$ 4,133</b>  | <b>\$ 3,872</b>  | <b>\$ 3,840</b>  | <b>7 %</b>  | <b>8 %</b>  |
| <b>Revenues</b>  |                  |                  |                  |             |             |
| North America  | 8,832            | 8,512            | 8,352            | 4 %         | 6 %         |
| EMEA   | 2,655            | 2,837            | 2,506            | (6)%        | 6 %         |
| Latin America  | 2,429            | 2,332            | 2,244            | 4 %         | 8 %         |
| Asia   | 3,748            | 3,567            | 3,521            | 5 %         | 6 %         |
| Corporate / Other  | 509              | 653              | 1,137            | (22)%       | (55)%       |
| <b>Income from Continuing Operations</b>                               |                  |                  |                  |             |             |
| North America  | 1,977            | 1,782            | 1,847            | 11 %        | 7 %         |
| EMEA   | 746              | 779              | 649              | (4)%        | 15 %        |
| Latin America  | 544              | 469              | 549              | 16 %        | (1)%        |
| Asia   | 969              | 879              | 865              | 10 %        | 12 %        |
| Corporate / Other  | (99)             | (26)             | (23)             | NM          | NM          |
| EOP Assets (\$B)   | 1,889            | 1,864            | 1,818            | 1 %         | 4 %         |
| EOP Loans (\$B)  | 653              | 645              | 638              | 1 %         | 2 %         |
| EOP Deposits (\$B)   | 964              | 959              | 940              | 1 %         | 3 %         |
| <b>Common Equity Tier 1 Capital Ratio</b>                              | <b>13.0%</b>     | <b>13.1%</b>     | <b>12.6%</b>     |             |             |
| <b>Supplementary Leverage Ratio</b>                                    | <b>7.1%</b>      | <b>7.2%</b>      | <b>7.4%</b>      |             |             |
| <b>Return on Average Common Equity</b>                                 | <b>7.3%</b>      | <b>6.8%</b>      | <b>6.8%</b>      |             |             |
| <b>Book Value per Share</b>  | <b>\$ 78.81</b>  | <b>\$ 77.36</b>  | <b>\$ 74.51</b>  | <b>2 %</b>  | <b>6 %</b>  |
| <b>Tangible Book Value per Share</b>                                   | <b>\$ 68.55</b>  | <b>\$ 67.32</b>  | <b>\$ 64.71</b>  | <b>2 %</b>  | <b>6 %</b>  |

Note: Please refer to the Appendices and Footnotes at the end of this press release for additional information.

(a) Includes provision for unfunded lending commitments.

### Citigroup

**Citigroup revenues** of \$18.2 billion in the third quarter 2017 increased 2%, driven by the gain on sale as well as 3% aggregate growth in *ICG* and *GCB*, partially offset by a 55% decrease in *Corporate / Other* primarily due to the continued wind-down of legacy assets.

**Citigroup's net income** increased to \$4.1 billion in the third quarter 2017, as the higher revenues and lower expenses more than offset higher cost of credit. Citigroup's effective tax rate was 31.1% in the current quarter compared to 30.8% in the third quarter 2016.

**Citigroup's operating expenses** decreased 2% to \$10.2 billion in the third quarter 2017, as higher volume-related expenses and ongoing investments were more than offset by efficiency savings and the wind-down of legacy assets.

**Citigroup's cost of credit** in the third quarter 2017 was \$2.0 billion, a 15% increase, driven by an increase in net credit losses of \$252 million, primarily in *North America GCB*, as well as a higher loan loss reserve build, which included approximately \$100 million of hurricane and earthquake-related loan loss reserve builds across *North America GCB* and *Latin America GCB*, as well as the legacy portfolio in *Corporate / Other*.

**Citigroup's allowance for loan losses** was \$12.4 billion at quarter end, or 1.91% of total loans, compared to \$12.4 billion, or 1.97% of total loans, at the end of the prior year period. Total non-accrual assets declined 19% from the prior year period to \$5.0 billion. Consumer non-accrual loans declined 22% to \$2.8 billion and corporate non-accrual loans decreased 15% to \$2.1 billion.

**Citigroup's end of period loans** were \$653 billion as of quarter end, up 2% from the prior year period. Excluding the impact of foreign exchange translation(8), Citigroup's end of period loans also grew 2%, as 5% growth in *ICG* and 3% growth in *GCB* was partially offset by the continued wind down of legacy assets in *Corporate / Other*.

**Citigroup's end of period deposits** were \$964 billion as of quarter end, up 3%. In constant dollars, Citigroup deposits were up 2%, as a 3% increase in *ICG* and a 1% increase in *GCB* was slightly offset by a decline in *Corporate / Other*.

**Citigroup's book value** per share was \$78.81 and tangible book value per share was \$68.55, each at quarter end, both representing a 6% increase. At quarter end, Citigroup's Common Equity Tier 1 Capital ratio was 13.0%, up from 12.6% in the prior year period, driven primarily by earnings partially offset by the return of capital to common shareholders. Citigroup's Supplementary Leverage Ratio for the third quarter 2017 was 7.1%, down from 7.4% in the prior year period, driven by an increase in Total Leverage Exposure as well as a decrease in Tier 1 Capital. During the third quarter 2017, Citigroup repurchased approximately 81 million common shares and returned a total of approximately \$6.4 billion to common shareholders in the form of common share repurchases and dividends.

| <b>Global Consumer Banking</b><br>( <b>\$ in millions, except as otherwise noted</b> ) | <b>3Q'17</b>    | <b>2Q'17</b>    | <b>3Q'16</b>    | <b>QoQ%</b> | <b>YoY%</b> |
|--|-----------------|-----------------|-----------------|-------------|-------------|
| North America  | 5,194           | 4,944           | 5,161           | 5 %         | 1 %         |
| Latin America  | 1,370           | 1,290           | 1,245           | 6 %         | 10 %        |
| Asia(a)  | 1,869           | 1,801           | 1,758           | 4 %         | 6 %         |
| <b>Total Revenues</b>  | <b>\$ 8,433</b> | <b>\$ 8,035</b> | <b>\$ 8,164</b> | <b>5 %</b>  | <b>3 %</b>  |
| <b>Expenses</b>  | <b>\$ 4,410</b> | <b>\$ 4,497</b> | <b>\$ 4,429</b> | <b>(2)%</b> | <b>—</b>    |
| Net Credit Losses  | 1,704           | 1,615           | 1,349           | 6 %         | 26 %        |
| Credit Reserve Build / (Release)(b)  | 481             | 124             | 433             | NM          | 11 %        |
| Provision for Benefits and Claims  | 28              | 23              | 26              | 22 %        | 8 %         |
| <b>Total Cost of Credit</b>  | <b>\$ 2,213</b> | <b>\$ 1,762</b> | <b>\$ 1,808</b> | <b>26 %</b> | <b>22 %</b> |
| <b>Net Income</b>  | <b>\$ 1,172</b> | <b>\$ 1,125</b> | <b>\$ 1,247</b> | <b>4 %</b>  | <b>(6)%</b> |
| <b>Income from Continuing Operations</b>   |                 |                 |                 |             |             |
| North America  | 655             | 670             | 780             | (2)%        | (16)%       |
| Latin America  | 164             | 136             | 160             | 21 %        | 3 %         |
| Asia(a)  | 355             | 323             | 310             | 10 %        | 15 %        |
| <b>Key Indicators (\$B)</b>  |                 |                 |                 |             |             |
| Retail Banking Average Loans   | 144             | 142             | 142             | 1 %         | 2 %         |
| Retail Banking Average Deposits  | 308             | 307             | 301             | —           | 2 %         |
| Investment AUMs  | 158             | 153             | 141             | 4 %         | 12 %        |
| Cards Average Loans  | 155             | 152             | 146             | 3 %         | 7 %         |
| Cards Purchase Sales   | 125             | 125             | 115             | —           | 8 %         |

Note: Please refer to the Appendices and Footnotes at the end of this press release for additional information.

(a) Asia GCB includes the results of operations of GCB activities in certain EMEA countries for all periods presented.

(b) Includes provision for unfunded lending commitments.

### **Global Consumer Banking**

**GCB revenues** of \$8.4 billion increased 3%. In constant dollars, revenues increased 2%, driven by growth across regions.

**GCB net income** decreased 6% to \$1.2 billion, as the higher revenues were more than offset by higher cost of credit, while expenses were unchanged. Operating expenses were \$4.4 billion, down 1% in constant dollars, as higher volume-related expenses and investments were more than offset by efficiency savings.

**North America GCB revenues** of \$5.2 billion increased 1%, as higher revenues in retail banking and Citi retail services were partially offset by lower revenues in Citi-branded cards. Retail banking revenues of \$1.4 billion increased 1%. Excluding mortgage, retail banking revenues increased 12%, driven by continued growth in loans and assets under management, as well as a benefit from higher interest rates. Citi retail services revenues of \$1.7 billion increased 2%, reflecting continued loan growth. Citi-branded cards revenues of \$2.2 billion decreased 1%, as the benefit of growth in full-rate revolving balances in the core portfolios was outpaced by the continued run-off of non-core portfolios as well as the higher cost to fund growth in transactor and promotional balances, given higher interest rates.

**North America GCB net income** was \$655 million, down 16%, driven by higher cost of credit partially offset by the higher revenues and lower operating expenses. Operating expenses decreased 5% to \$2.5 billion, as higher volume-related expenses and investments were more than offset by efficiency savings.

**North America GCB cost of credit** increased 27% to \$1.7 billion. Net credit losses of \$1.2 billion increased 34%, driven by the Costco portfolio acquisition, episodic charge-offs in the commercial portfolio, which were offset by related loan loss reserve releases, and overall portfolio growth and seasoning. The net loan loss reserve build in the third quarter 2017 was \$460 million, compared to a build of \$408 million in the prior year period. The \$460 million net build was comprised of a modest reserve release related to the commercial banking business and an approximate build of \$500 million related to the cards business. The net loan loss reserve build in cards was

driven by forward net credit loss expectations in both Citi retail services and Citi-branded cards, as well as volume growth and portfolio seasoning and a reserve build for the estimated impact of the hurricanes.

**International GCB revenues** increased 8% to \$3.2 billion. In constant dollars, revenues increased 5%. On this basis, revenues in *Latin America GCB* of \$1.4 billion increased 4%, driven by growth in loans and deposit volumes. Revenues in *Asia GCB* of \$1.9 billion increased 5%, driven by improvement in wealth management and cards revenues, partially offset by lower retail lending revenues.

**International GCB net income** increased 11% to \$517 million. In constant dollars, net income increased 7%, as the higher revenues were partially offset by higher expenses and higher credit costs. Operating expenses increased 6% on a reported basis and 4% in constant dollars, versus the prior year period, primarily driven by higher investments and volume-related expenses, partially offset by efficiency savings. Credit costs increased 9% on a reported basis and increased 4% in constant dollars. In constant dollars, the net loan loss reserve build was \$21 million, compared to \$26 million in the prior year period, net credit losses increased by 6% and the net credit loss rate was 1.63% of average loans, increasing from 1.57% in the prior year period.

| <b>Institutional Clients Group</b><br>(\$ in millions) | <b>3Q'17</b>    | <b>2Q'17</b>    | <b>3Q'16</b>    | <b>QoQ%</b> | <b>YoY%</b>  |
|--|-----------------|-----------------|-----------------|-------------|--------------|
| Treasury & Trade Solutions                             | 2,144           | 2,065           | 1,986           | 4 %         | 8 %          |
| Investment Banking                                     | 1,231           | 1,486           | 1,083           | (17)%       | 14 %         |
| Private Bank   | 785             | 788             | 680             | —           | 15 %         |
| Corporate Lending(a)                                   | 502             | 477             | 439             | 5 %         | 14 %         |
| <b>Total Banking</b>                                   | <b>4,662</b>    | <b>4,816</b>    | <b>4,188</b>    | <b>(3)%</b> | <b>11 %</b>  |
| Fixed Income Markets                                   | 2,877           | 3,215           | 3,413           | (11)%       | (16)%        |
| Equity Markets   | 757             | 691             | 654             | 10 %        | 16 %         |
| Securities Services                                    | 599             | 584             | 533             | 3 %         | 12 %         |
| Other(b)   | 384             | (102)           | (111)           | NM          | NM           |
| <b>Total Markets &amp; Securities Services</b>         | <b>4,617</b>    | <b>4,388</b>    | <b>4,489</b>    | <b>5 %</b>  | <b>3 %</b>   |
| <b>Product Revenues(a)</b>                             | <b>\$ 9,279</b> | <b>\$ 9,204</b> | <b>\$ 8,677</b> | <b>1 %</b>  | <b>7 %</b>   |
| Gain / (Loss) on Loan Hedges                           | (48)            | 9               | (218)           | NM          | 78 %         |
| <b>Total Revenues</b>                                  | <b>\$ 9,231</b> | <b>\$ 9,213</b> | <b>\$ 8,459</b> | <b>—</b>    | <b>9 %</b>   |
| <b>Expenses</b>  | <b>\$ 4,939</b> | <b>\$ 5,019</b> | <b>\$ 4,687</b> | <b>(2)%</b> | <b>5 %</b>   |
| Net Credit Losses                                      | 44              | 71              | 45              | (38)%       | (2)%         |
| Credit Reserve Build / (Release)(c)                    | (208)           | 16              | (135)           | NM          | (54)%        |
| <b>Total Cost of Credit</b>                            | <b>\$ (164)</b> | <b>\$ 87</b>    | <b>\$ (90)</b>  | <b>NM</b>   | <b>(82)%</b> |
| <b>Net Income</b>                                      | <b>\$ 3,048</b> | <b>\$ 2,762</b> | <b>\$ 2,641</b> | <b>10 %</b> | <b>15 %</b>  |
| <b>Revenues</b>  |                 |                 |                 |             |              |
| North America  | 3,638           | 3,568           | 3,191           | 2%          | 14%          |
| EMEA   | 2,655           | 2,837           | 2,506           | (6)%        | 6%           |
| Latin America  | 1,059           | 1,042           | 999             | 2%          | 6%           |
| Asia   | 1,879           | 1,766           | 1,763           | 6%          | 7%           |
| <b>Income from Continuing Operations</b>               |                 |                 |                 |             |              |
| North America  | 1,322           | 1,112           | 1,067           | 19%         | 24%          |
| EMEA   | 746             | 779             | 649             | (4)%        | 15%          |
| Latin America  | 380             | 333             | 389             | 14%         | (2)%         |
| Asia   | 614             | 556             | 555             | 10%         | 11%          |

Note: Please refer to the Appendices and Footnotes at the end of this press release for additional information.

(a) Excludes gain / (loss) on hedges related to accrual loans. For additional information, please refer to Footnote 9.

(b) Includes pre-tax gain of \$580 million related to the sale of a fixed income analytics business in 3Q'17.

(c) Includes provision for unfunded lending commitments.



## Institutional Clients Group

**ICG revenues** of \$9.2 billion increased 9%, driven by growth across *Banking*, *Equity Markets* and *Securities Services*, as well as the \$580 million pre-tax gain on the sale of a fixed income analytics business.

**Banking revenues** of \$4.6 billion increased 16% (including gain / (loss) on loan hedges)(9). Excluding gain / (loss) on loan hedges in *Corporate Lending*, *Banking* revenues increased 11%. *Treasury and Trade Solutions (TTS)* revenues of \$2.1 billion increased 8%, reflecting higher volumes and improved deposit spreads. *Investment Banking* revenues of \$1.2 billion were up 14% versus the prior year period, reflecting continued wallet share gains across products, with particular strength in equity underwriting. Advisory revenues decreased 1% to \$237 million, equity underwriting revenues increased 99% to \$290 million and debt underwriting revenues increased 1% to \$704 million. *Private Bank* revenues increased 15% to \$785 million, driven by growth in clients, loans, investment activity and deposits, as well as improved spreads. *Corporate Lending* revenues of \$502 million increased 14% (excluding gain / (loss) on loan hedges), reflecting lower hedging costs and improved loan sale activity.

**Markets and Securities Services revenues** of \$4.6 billion increased 3%, as a decline in *Markets* revenues was offset by higher revenues in *Securities Services* as well as the gain on sale. *Fixed Income Markets* revenues of \$2.9 billion in the third quarter 2017 decreased 16%, primarily reflecting lower G10 rates and currencies revenues, given low volatility in the current quarter and the comparison to higher Brexit-related activity a year ago, as well as lower activity in spread products. *Equity Markets* revenues of \$757 million increased 16%, reflecting client-led growth across cash equities, derivatives and prime finance. *Securities Services* revenues of \$599 million increased 12%, driven by growth in client volumes across the custody business along with higher interest revenue.

**ICG net income** of \$3.0 billion increased 15%, driven by the higher revenues and a higher benefit from cost of credit, partially offset by higher operating expenses. *ICG* operating expenses increased 5% to \$4.9 billion, as investments and volume-related expenses were partially offset by efficiency savings. *ICG* cost of credit included net credit losses of \$44 million (\$45 million in the prior year period) and a net loan loss reserve release of \$208 million (net loan loss reserve release of \$135 million in the prior year period).

**ICG average loans** grew 5% to \$321 billion. In constant dollars, average loans increased 4%.

**ICG end of period deposits** increased 3% to \$640 billion. In constant dollars, end of period deposits also grew 3%.

| Corporate / Other<br>(\$ in millions, except as otherwise noted) | 3Q'17   | 2Q'17    | 3Q'16    | QoQ%  | YoY%   |
|--|---------|----------|----------|-------|--------|
| <b>Revenues</b>  | \$ 509  | \$ 653   | \$ 1,137 | (22)% | (55)%  |
| <b>Expenses</b>  | \$ 822  | \$ 990   | \$ 1,288 | (17)% | (36)%  |
| Net Credit Losses  | 29      | 24       | 131      | 21 %  | (78)%  |
| Credit Reserve Build / (Release)(a)                              | (79)    | (156)    | (122)    | 49 %  | 35 %   |
| Provision for Benefits and Claims                                | —       | —        | 9        | —     | (100)% |
| <b>Total Cost of Credit</b>                                      | \$ (50) | \$ (132) | \$ 18    | 62 %  | NM     |
| <b>Net Income / (loss)</b>                                       | \$ (87) | \$ (15)  | \$ (48)  | NM    | (81)%  |
| EOP Assets (\$B)   | 100     | 92       | 104      | 9 %   | (4)%   |
| EOP Loans (\$B)  | 25      | 27       | 39       | (7)%  | (36)%  |
| EOP Deposits (\$B)   | 14      | 26       | 17       | (44)% | (13)%  |

(a) Includes provision for unfunded lending commitments.

## Corporate / Other

**Corporate / Other revenues** of \$509 million decreased 55% from the prior year period, reflecting the wind-down of legacy assets, divestitures and the impact of hedging activities. As of the end of the third quarter 2017, *Corporate / Other* assets were \$100 billion, 4% below the prior year period, primarily reflecting the continued wind-down of legacy assets.

**Corporate / Other net loss** of \$87 million, compared to a net loss of \$48 million in the prior year period, reflected the lower revenues, partially offset by lower operating expenses and lower cost of credit. *Corporate / Other* operating expenses declined 36% to \$822 million, reflecting the wind-down of legacy assets and lower legal expenses.

**Corporate / Other cost of credit** was a benefit of \$50 million compared to a cost of \$18 million in the prior year period. Net credit losses declined 78% to \$29 million, reflecting the impact of ongoing divestitures. The net loan loss release was \$79 million, mostly related to the legacy mortgage portfolio, as compared to a release of \$122 million in the prior year period.

Citigroup will host a conference call today at 10:00 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 12255430.

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 Third Quarter 2017 Quarterly Financial Data Supplement are available on Citigroup's website at [www.citigroup.com](http://www.citigroup.com).

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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Certain statements in this release are "forward-looking statements" within the meaning of the rules and regulations of the U.S. Securities and Exchange Commission (SEC). 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 SEC, including without limitation the "Risk Factors" section of Citigroup's 2016 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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|                       |                | Fixed Income Investors: | Thomas Rogers | (212) 559-5091 |

## Appendix A

| Citigroup<br>(\$ in millions)                               | 3Q'17             | 2Q'17             | 3Q'16             |
|---|-------------------|-------------------|-------------------|
| <b>Reported Net Income</b>                                  | \$ 4,133          | \$ 3,872          | \$ 3,840          |
| Less: Preferred Dividends                                   | 272               | 320               | 225               |
| <b>Net Income Available to Common Shareholders</b>          | <b>\$ 3,861</b>   | <b>\$ 3,552</b>   | <b>\$ 3,615</b>   |
| Common Share Repurchases                                    | 5,490             | 1,780             | 2,533             |
| Common Dividends  | 865               | 445               | 464               |
| <b>Total Capital Returned to Common Shareholders</b>        | <b>\$ 6,355</b>   | <b>\$ 2,225</b>   | <b>\$ 2,997</b>   |
| <b>Payout Ratio</b>   | <b>165%</b>       | <b>63%</b>        | <b>83%</b>        |
| <b>Average TCE</b>  | <b>\$ 182,333</b> | <b>\$ 182,404</b> | <b>\$ 184,492</b> |
| Less: Average net DTAs excluded from CET1 Capital           | 28,085            | 28,448            | 27,921            |
| <b>Average TCE, ex. net DTAs excluded from CET1 Capital</b> | <b>\$ 154,248</b> | <b>\$ 153,956</b> | <b>\$ 156,571</b> |
| <b>RoTCE</b>  | <b>8.4%</b>       | <b>7.8%</b>       | <b>7.8%</b>       |
| <b>RoTCE ex. net DTAs excluded from CET1 Capital</b>        | <b>9.9%</b>       | <b>9.3%</b>       | <b>9.2%</b>       |

Note: Totals may not sum due to rounding.

## Appendix B

| Citigroup<br>(\$ in billions)           | 3Q'17         | 2Q'17         | 3Q'16         |
|---|---------------|---------------|---------------|
| <b>Reported EOP Loans</b>               | \$ 653        | \$ 645        | \$ 638        |
| Impact of FX Translation                | —             | 2             | 3             |
| <b>EOP Loans in Constant Dollars</b>    | <b>\$ 653</b> | <b>\$ 647</b> | <b>\$ 642</b> |
| <b>Reported EOP Deposits</b>            | <b>\$ 964</b> | <b>\$ 959</b> | <b>\$ 940</b> |
| Impact of FX Translation                | —             | 4             | 5             |
| <b>EOP Deposits in Constant Dollars</b> | <b>\$ 964</b> | <b>\$ 963</b> | <b>\$ 945</b> |

Note: Totals may not sum due to rounding.

| Global Consumer Banking<br>(\$ in billions) | 3Q'17         | 2Q'17         | 3Q'16         |
|---|---------------|---------------|---------------|
| <b>Reported EOP Loans</b>                   | \$ 301        | \$ 299        | \$ 289        |
| Impact of FX Translation                    | —             | 0             | 1             |
| <b>EOP Loans in Constant Dollars</b>        | <b>\$ 301</b> | <b>\$ 299</b> | <b>\$ 291</b> |
| <b>Reported EOP Deposits</b>                | <b>\$ 310</b> | <b>\$ 309</b> | <b>\$ 305</b> |
| Impact of FX Translation                    | —             | 0             | 2             |
| <b>EOP Deposits in Constant Dollars</b>     | <b>\$ 310</b> | <b>\$ 310</b> | <b>\$ 307</b> |

Note: Totals may not sum due to rounding.

| Institutional Clients Group<br>(\$ in billions) | 3Q'17         | 2Q'17         | 3Q'16         |
|---|---------------|---------------|---------------|
| <b>Reported Average Loans</b>                   | \$ 321        | \$ 313        | \$ 307        |
| Impact of FX Translation                        | —             | 2             | 1             |
| <b>Average Loans in Constant Dollars</b>        | <b>\$ 321</b> | <b>\$ 315</b> | <b>\$ 308</b> |
| <b>Reported EOP Deposits</b>                    | <b>\$ 640</b> | <b>\$ 624</b> | <b>\$ 619</b> |
| Impact of FX Translation                        | —             | 3             | 3             |
| <b>EOP Deposits in Constant Dollars</b>         | <b>\$ 640</b> | <b>\$ 627</b> | <b>\$ 622</b> |

Note: Totals may not sum due to rounding.

**Appendix B (Cont.)**

| <b>International Consumer Banking</b><br>( <b>\$ in millions</b> ) | <b>3Q'17</b> | <b>2Q'17</b> | <b>3Q'16</b> |
|--|--------------|--------------|--------------|
| <b>Reported Revenues</b>   | \$ 3,239     | \$ 3,091     | \$ 3,003     |
| Impact of FX Translation   | —            | 60           | 89           |
| <b>Revenues in Constant Dollars</b>                                | \$ 3,239     | \$ 3,151     | \$ 3,092     |
| <b>Reported Expenses</b>   | \$ 1,950     | \$ 1,920     | \$ 1,834     |
| Impact of FX Translation   | —            | 30           | 43           |
| <b>Expenses in Constant Dollars</b>                                | \$ 1,950     | \$ 1,950     | \$ 1,877     |
| <b>Reported Credit Costs</b>                                       | \$ 505       | \$ 470       | \$ 465       |
| Impact of FX Translation   | —            | 15           | 20           |
| <b>Credit Costs in Constant Dollars</b>                            | \$ 505       | \$ 485       | \$ 485       |
| <b>Reported Net Income</b>   | \$ 517       | \$ 455       | \$ 467       |
| Impact of FX Translation   | —            | 10           | 17           |
| <b>Net Income in Constant Dollars</b>                              | \$ 517       | \$ 465       | \$ 484       |

Note: Totals may not sum due to rounding.

| <b>Latin America Consumer Banking</b><br>( <b>\$ in millions</b> ) | <b>3Q'17</b> | <b>2Q'17</b> | <b>3Q'16</b> |
|--|--------------|--------------|--------------|
| <b>Reported Revenues</b>   | \$ 1,370     | \$ 1,290     | \$ 1,245     |
| Impact of FX Translation   | —            | 43           | 71           |
| <b>Revenues in Constant Dollars</b>                                | \$ 1,370     | \$ 1,333     | \$ 1,316     |
| <b>Reported Expenses</b>   | \$ 768       | \$ 735       | \$ 707       |
| Impact of FX Translation   | —            | 20           | 33           |
| <b>Expenses in Constant Dollars</b>                                | \$ 768       | \$ 755       | \$ 740       |

Note: Totals may not sum due to rounding.

| <b>Asia Consumer Banking(1)</b><br>( <b>\$ in millions</b> ) | <b>3Q'17</b> | <b>2Q'17</b> | <b>3Q'16</b> |
|--|--------------|--------------|--------------|
| <b>Reported Revenues</b>                                     | \$ 1,869     | \$ 1,801     | \$ 1,758     |
| Impact of FX Translation                                     | —            | 17           | 18           |
| <b>Revenues in Constant Dollars</b>                          | \$ 1,869     | \$ 1,818     | \$ 1,776     |
| <b>Reported Expenses</b>                                     | \$ 1,182     | \$ 1,185     | \$ 1,127     |
| Impact of FX Translation                                     | —            | 10           | 10           |
| <b>Expenses in Constant Dollars</b>                          | \$ 1,182     | \$ 1,195     | \$ 1,137     |

Note: Totals may not sum due to rounding.

(1) Asia GCB includes the results of operations in EMEA GCB for all periods presented.

## Appendix C

| <i>(\$ in millions)</i>   | 9/30/2017(1)        | 6/30/2017           | 9/30/2016           |
|---|---------------------|---------------------|---------------------|
| <b>Citigroup Common Stockholders' Equity(2)</b>   | <b>\$ 208,565</b>   | <b>\$ 210,950</b>   | <b>\$ 212,506</b>   |
| Add: Qualifying noncontrolling interests  | 144                 | 143                 | 140                 |
| <b>Regulatory Capital Adjustments and Deductions:</b>   |                     |                     |                     |
| Less:   |                     |                     |                     |
| Accumulated net unrealized losses on cash flow hedges, net of tax(3)  | (438)               | (445)               | (232)               |
| Cumulative unrealized net gain (loss) related to changes in fair value of financial liabilities attributable to own creditworthiness, net of tax(4) | (416)               | (291)               | 335                 |
| Intangible Assets:  |                     |                     |                     |
| Goodwill, net of related deferred tax liabilities (DTLs)(5)   | 21,532              | 21,589              | 21,763              |
| Identifiable intangible assets other than mortgage servicing rights (MSRs), net of related DTLs   | 4,410               | 4,587               | 5,177               |
| Defined benefit pension plan net assets   | 720                 | 796                 | 891                 |
| Deferred tax assets (DTAs) arising from net operating loss, foreign tax credit and general business credit carry-forwards                           | 20,068              | 20,832              | 22,503              |
| Excess over 10% / 15% limitations for other DTAs, certain common stock investments, and MSRs(6)   | 9,298               | 8,851               | 7,077               |
| <b>Common Equity Tier 1 Capital (CET1)</b>  | <b>\$ 153,535</b>   | <b>\$ 155,174</b>   | <b>\$ 155,132</b>   |
| <b>Risk-Weighted Assets (RWA)</b>   | <b>\$ 1,184,123</b> | <b>\$ 1,188,167</b> | <b>\$ 1,228,283</b> |
| <b>Common Equity Tier 1 Capital Ratio (CET1 / RWA)</b>  | <b>13.0%</b>        | <b>13.1%</b>        | <b>12.6%</b>        |

Note: Citi's reportable CET1 Capital ratios were derived under the U.S. Basel III Standardized Approach framework as of September 30, 2017 and June 30, 2017 and the U.S. Basel III Advanced Approaches framework for all periods prior to June 30, 2017. This reflects the lower of the CET1 Capital ratios under both the Standardized Approach and the Advanced Approaches under the Collins Amendment. Citigroup's risk-based capital ratios, which reflect full implementation of the U.S. Basel III rules, are non-GAAP financial measures.

- (1) Preliminary.
- (2) Excludes issuance costs related to outstanding preferred stock in accordance with Federal Reserve Board regulatory reporting requirements.
- (3) 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, in accordance with the U.S. Basel III rules.
- (5) Includes goodwill "embedded" in the valuation of significant common stock investments in unconsolidated financial institutions.
- (6) Assets subject to 10% / 15% limitations include MSRs, DTAs arising from temporary differences and significant common stock investments in unconsolidated financial institutions. For all periods presented, the deduction related only to DTAs arising from temporary differences that exceeded the 10% limitation.

## Appendix D

| <i>(\$ in millions)</i>                         | 9/30/2017(1)        | 6/30/2017           | 9/30/2016           |
|---|---------------------|---------------------|---------------------|
| <b>Common Equity Tier 1 Capital (CET1)</b>      | <b>\$ 153,535</b>   | <b>\$ 155,174</b>   | <b>\$ 155,132</b>   |
| <b>Additional Tier 1 Capital (AT1)(2)</b>       | <b>19,322</b>       | <b>19,955</b>       | <b>19,628</b>       |
| <b>Total Tier 1 Capital (T1C) (CET1 + AT1)</b>  | <b>\$ 172,857</b>   | <b>\$ 175,129</b>   | <b>\$ 174,760</b>   |
| <b>Total Leverage Exposure (TLE)</b>            | <b>\$ 2,428,301</b> | <b>\$ 2,418,658</b> | <b>\$ 2,360,520</b> |
| <b>Supplementary Leverage Ratio (T1C / TLE)</b> | <b>7.1%</b>         | <b>7.2%</b>         | <b>7.4%</b>         |

Note: Citi's Supplementary Leverage Ratio and related components reflect full implementation of the U.S. Basel III rules.

- (1) Preliminary.
- (2) Additional Tier 1 Capital primarily includes qualifying noncumulative perpetual preferred stock and qualifying trust preferred securities.

## Appendix E

| <i>(\$ and shares in millions, except per share amounts)</i>                                  | 9/30/2017(1)      | 6/30/2017         | 9/30/2016         |
|---|-------------------|-------------------|-------------------|
| <b>Total Citigroup Stockholders' Equity</b>   | <b>\$ 227,634</b> | <b>\$ 230,019</b> | <b>\$ 231,575</b> |
| Less: Preferred Stock   | 19,253            | 19,253            | 19,253            |
| <b>Common Stockholders' Equity</b>  | <b>\$ 208,381</b> | <b>\$ 210,766</b> | <b>\$ 212,322</b> |
| Less:   |                   |                   |                   |
| Goodwill  | 22,345            | 22,349            | 22,539            |
| Intangible Assets (other than MSRs)   | 4,732             | 4,887             | 5,358             |
| Goodwill and Identifiable Intangible Assets (other than MSRs) Related to Assets Held-for-Sale | 48                | 120               | 30                |
| <b>Tangible Common Equity (TCE)</b>   | <b>\$ 181,256</b> | <b>\$ 183,410</b> | <b>\$ 184,395</b> |
| <b>Common Shares Outstanding (CSO)</b>  | <b>2,644</b>      | <b>2,725</b>      | <b>2,850</b>      |
| <b>Tangible Book Value Per Share (TCE / CSO)</b>  | <b>\$ 68.55</b>   | <b>\$ 67.32</b>   | <b>\$ 64.71</b>   |

(1) Preliminary.

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(1) Citigroup's total expenses divided by total revenues.

(2) Preliminary. Citigroup's return on average tangible common equity (RoTCE) and RoTCE excluding deferred tax assets (DTAs) are non-GAAP financial measures. RoTCE represents annualized net income available to common shareholders as a percentage of average tangible common equity (TCE). The amount that is excluded from average TCE represents the average net DTAs excluded for purposes of calculating Citigroup's Common Equity Tier 1 (CET1) Capital under full implementation of the U.S. Basel III rules. For the components of the calculation, see Appendix A.

(3) Preliminary. Citigroup's CET1 Capital ratio, which reflects full implementation of the U.S. Basel III rules, is a non-GAAP financial measure. For the composition of Citigroup's CET1 Capital and ratio, see Appendix C.

(4) Preliminary. Citigroup's Supplementary Leverage Ratio (SLR), which reflects full implementation of the U.S. Basel III rules, is a non-GAAP financial measure. For the composition of Citigroup's SLR, see Appendix D.

(5) Citigroup's payout ratio is the sum of common dividends and common share repurchases divided by net income available to common shareholders. For the components of the calculation, see Appendix A.

(6) Preliminary. Citigroup's tangible book value per share is a non-GAAP financial measure. For a reconciliation of this measure to reported results, see Appendix E.

(7) Results of operations excluding the impact of the sale of a fixed income analytics business are non-GAAP financial measures.

(8) 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 Appendix B.

(9) Hedges on accrual loans reflect the mark-to-market on credit derivatives used to hedge the corporate accrual loan portfolio. The fixed premium cost of these hedges is included in (netted against) the core lending revenues. Results of operations excluding the impact of gain / (loss) on loan hedges are non-GAAP financial measures.





## CITIGROUP - QUARTERLY FINANCIAL DATA SUPPLEMENT

3Q17

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(1) Asia GCB includes the results of operations of GCB activities in certain EMEA countries for all periods presented.

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**CITIGROUP — FINANCIAL SUMMARY**

(In millions of dollars, except per share amounts, and as otherwise noted)



|   | 3Q<br>2016      | 4Q<br>2016      | 1Q<br>2017      | 2Q<br>2017      | 3Q<br>2017      | 3Q17 Increase/<br>(Decrease) from |           | Nine<br>Months<br>2016 | Nine<br>Months<br>2017 | YTD 2017 vs.<br>YTD 2016 Increase/<br>(Decrease) |
|---|-----------------|-----------------|-----------------|-----------------|-----------------|-----------------------------------|-----------|------------------------|------------------------|--|
|   |                 |                 |                 |                 |                 | 2Q17                              | 3Q16      |                        |                        |  |
| <b>Total Revenues, Net of Interest Expense</b>                        | \$ 17,760       | \$ 17,012       | \$ 18,120       | \$ 17,901       | \$ 18,173       | 2%                                | 2%        | \$ 52,863              | \$ 54,194              | 3%   |
| Total Operating Expenses  | 10,404          | 10,120          | 10,477          | 10,506          | 10,171          | (3)%                              | (2)%      | 31,296                 | 31,154                 | —  |
| Net Credit Losses (NCLs)  | 1,525           | 1,696           | 1,709           | 1,710           | 1,777           | 4%                                | 17%       | 4,865                  | 5,196                  | 7%   |
| Credit Reserve Build / (Release)                                      | 221             | 31              | (34)            | (44)            | 369             | NM                                | 67%       | 157                    | 291                    | 85%  |
| Provision / (Release) for Unfunded Lending Commitments                | (45)            | 33              | (43)            | 28              | (175)           | NM                                | NM        | (4)                    | (190)                  | NM   |
| Provision for Benefits and Claims                                     | 35              | 32              | 30              | 23              | 28              | 22%                               | (20)%     | 172                    | 81                     | (53)%  |
| Provisions for Credit Losses and for Benefits and Claims              | \$ 1,736        | \$ 1,792        | \$ 1,662        | \$ 1,717        | \$ 1,999        | 16%                               | 15%       | \$ 5,190               | \$ 5,378               | 4%   |
| Income from Continuing Operations before Income Taxes                 | \$ 5,620        | \$ 5,100        | \$ 5,981        | \$ 5,678        | \$ 6,003        | 6%                                | 7%        | \$ 16,377              | \$ 17,662              | 8%   |
| Income Taxes (benefits)   | 1,733           | 1,509           | 1,863           | 1,795           | 1,866           | 4%                                | 8%        | 4,935                  | 5,524                  | 12%  |
| <b>Income from Continuing Operations</b>                              | <b>\$ 3,887</b> | <b>\$ 3,591</b> | <b>\$ 4,118</b> | <b>\$ 3,883</b> | <b>\$ 4,137</b> | <b>7%</b>                         | <b>6%</b> | <b>\$ 11,442</b>       | <b>\$ 12,138</b>       | <b>6%</b>  |
| Income (Loss) from Discontinued Operations, net of Taxes              | (30)            | (3)             | (18)            | 21              | (5)             | NM                                | 83%       | (55)                   | (2)                    | 96%  |
| Net Income before Noncontrolling Interests                            | \$ 3,857        | \$ 3,588        | \$ 4,100        | \$ 3,904        | \$ 4,132        | 6%                                | 7%        | \$ 11,387              | \$ 12,136              | 7%   |
| Net Income Attributable to Noncontrolling Interests                   | 17              | 15              | 10              | 32              | (1)             | NM                                | NM        | 48                     | 41                     | (15)%  |
| <b>Citigroup's Net Income</b>   | <b>\$ 3,840</b> | <b>\$ 3,573</b> | <b>\$ 4,090</b> | <b>\$ 3,872</b> | <b>\$ 4,133</b> | <b>7%</b>                         | <b>8%</b> | <b>\$ 11,339</b>       | <b>\$ 12,095</b>       | <b>7%</b>  |
| <b>Diluted Earnings Per Share:</b>                                    |                 |                 |                 |                 |                 |                                   |           |                        |                        |  |
| Income from Continuing Operations                                     | \$ 1.25         | \$ 1.14         | \$ 1.36         | \$ 1.27         | \$ 1.42         | 12%                               | 14%       | \$ 3.60                | \$ 4.05                | 13%  |
| Citigroup's Net Income  | \$ 1.24         | \$ 1.14         | \$ 1.35         | \$ 1.28         | \$ 1.42         | 11%                               | 15%       | \$ 3.58                | \$ 4.05                | 13%  |
| <b>Shares (in millions):</b>  |                 |                 |                 |                 |                 |                                   |           |                        |                        |  |
| Average Basic   | 2,879.9         | 2,813.8         | 2,765.3         | 2,739.1         | 2,683.6         | (2)%                              | (7)%      | 2,912.9                | 2,729.3                | (6)%   |
| Average Diluted   | 2,880.1         | 2,814.2         | 2,765.5         | 2,739.2         | 2,683.7         | (2)%                              | (7)%      | 2,913.0                | 2,729.5                | (6)%   |
| Common Shares Outstanding, at period end                              | 2,849.7         | 2,772.4         | 2,753.3         | 2,724.6         | 2,644.0         | (3)%                              | (7)%      |                        |                        |  |
| Preferred Dividends   | \$ 225          | \$ 320          | \$ 301          | \$ 320          | \$ 272          | (15)%                             | 21%       | \$ 757                 | \$ 893                 | 18%  |
| <b>Income Allocated to Unrestricted Common Shareholders - Basic</b>   |                 |                 |                 |                 |                 |                                   |           |                        |                        |  |
| Income from Continuing Operations                                     | \$ 3,592        | \$ 3,207        | \$ 3,752        | \$ 3,483        | \$ 3,813        | 9%                                | 6%        | \$ 10,491              | \$ 11,048              | 5%   |
| Citigroup's Net Income  | \$ 3,562        | \$ 3,204        | \$ 3,734        | \$ 3,504        | \$ 3,808        | 9%                                | 7%        | \$ 10,437              | \$ 11,046              | 6%   |
| <b>Income Allocated to Unrestricted Common Shareholders - Diluted</b> |                 |                 |                 |                 |                 |                                   |           |                        |                        |  |
| Income from Continuing Operations                                     | \$ 3,592        | \$ 3,207        | \$ 3,752        | \$ 3,483        | \$ 3,813        | 9%                                | 6%        | \$ 10,491              | \$ 11,048              | 5%   |
| Citigroup's Net Income  | \$ 3,562        | \$ 3,204        | \$ 3,734        | \$ 3,504        | \$ 3,808        | 9%                                | 7%        | \$ 10,437              | \$ 11,046              | 6%   |
| <b>Regulatory Capital Ratios and Performance Metrics:</b>             |                 |                 |                 |                 |                 |                                   |           |                        |                        |  |
| Common Equity Tier 1 (CET1) Capital Ratio (1) (2) (3)                 | 12.63%          | 12.57%          | 12.81%          | 13.06%          | 13.0%           |                                   |           |                        |                        |  |
| Tier 1 Capital Ratio(1) (2) (3)                                       | 14.23%          | 14.24%          | 14.48%          | 14.74%          | 14.6%           |                                   |           |                        |                        |  |

|  |            |            |            |            |            |       |       |
|--|------------|------------|------------|------------|------------|-------|-------|
| Total Capital Ratio(1) (2) (3)   | 16.34%     | 16.24%     | 16.52%     | 16.93%     | 16.9%      |       |       |
| Supplementary Leverage Ratio(2) (3) (4)  | 7.40%      | 7.22%      | 7.27%      | 7.24%      | 7.1%       |       |       |
| Return on Average Assets   | 0.83%      | 0.78%      | 0.91%      | 0.83%      | 0.87%      | 0.84% | 0.87% |
| Return on Average Common Equity  | 6.8%       | 6.2%       | 7.4%       | 6.8%       | 7.3%       | 6.7%  | 7.2%  |
| Efficiency Ratio (Total Operating Expenses/Total Revenues, net)                  | 59%        | 59%        | 58%        | 59%        | 56%        | 59%   | 57%   |
| <b>Balance Sheet Data(2) (in billions of dollars, except per share amounts):</b> |            |            |            |            |            |       |       |
| Total Assets   | \$ 1,818.1 | \$ 1,792.1 | \$ 1,821.5 | \$ 1,864.1 | \$ 1,889.2 | 1%    | 4%    |
| Total Average Assets   | 1,830.2    | 1,819.8    | 1,830.6    | 1,869.2    | 1,892.3    | 1%    | 3%    |
| Total Deposits   | 940.3      | 929.4      | 950.0      | 958.7      | 963.2      | —     | 2%    |
| Citigroup's Stockholders' Equity(3)  | 231.6      | 225.1      | 228.0      | 230.0      | 227.6      | (1)%  | (2)%  |
| Book Value Per Share(3)  | 74.51      | 74.26      | 75.81      | 77.36      | 78.81      | 2%    | 6%    |
| Tangible Book Value Per Share(3)(5)  | 64.71      | 64.57      | 65.88      | 67.32      | 68.55      | 2%    | 6%    |
| <b>Direct Staff (in thousands)</b>   | 220        | 219        | 215        | 214        | 213        | —     | (3)%  |

- (1) Citi's reportable CET1 Capital and Tier 1 Capital ratios were derived under the U.S. Basel III Standardized Approach as of September 30, 2017 and June 30, 2017 and the U.S. Basel III Advanced Approaches framework for all periods prior to June 30, 2017. For all periods presented, Citi's reportable Total Capital ratios were derived under the U.S. Basel III Advanced Approaches framework. The reportable ratios represent the lower of each of the three risk-based capital ratios (CET1 Capital, Tier 1 Capital and Total Capital) under both the Standardized Approach and the Advanced Approaches under the Collins Amendment. Citigroup's risk-based capital ratios, which reflect full implementation of the U.S. Basel III rules, are non-GAAP financial measures. For the composition of Citi's CET1 Capital and ratio, see page 28.
- (2) September 30, 2017 is preliminary.
- (3) In March 2017, the FASB issued Accounting Standards Update 2017-08, Premium Amortization on Purchased Callable Debt Securities (ASU 2017-08), which revises existing U.S. GAAP by shortening the amortization period for premiums on certain purchased callable debt securities to the earliest call date, rather than the contractual life of the security. During the second quarter of 2017, Citi early adopted ASU 2017-08 on a modified retrospective basis effective January 1, 2017, resulting in a \$156 million net reduction of Citi's stockholders' equity. 1Q17 regulatory capital ratios, book value and tangible book value per share have been restated, although the retrospective application was immaterial to these ratios and amounts.
- (4) Citigroup's Supplementary Leverage Ratio (SLR), which reflects full implementation of the U.S. Basel III rules, is a non-GAAP financial measure. For the composition of Citi's SLR, see page 28.
- (5) Tangible book value per share is a non-GAAP financial measure. For a reconciliation of this measure to reported results, see page 28.

Note: Ratios and variance percentages are calculated based on the displayed amounts.

NM Not meaningful.

Reclassified to conform to the current period's presentation.



|   |                        |                        |                        |                        |                        |           |           |                         |                         |            |
|---|------------------------|------------------------|------------------------|------------------------|------------------------|-----------|-----------|-------------------------|-------------------------|------------|
| Income (Loss) from Discontinued Operations                      | (37)                   | (4)                    | (28)                   | 33                     | (9)                    | NM        | 76%       | (76)                    | (4)                     | 95%        |
| Provision (benefits) for income taxes                           | (7)                    | (1)                    | (10)                   | 12                     | (4)                    | NM        | 43%       | (21)                    | (2)                     | 90%        |
| <b>Income (Loss) from Discontinued Operations, net of taxes</b> | <u>(30)</u>            | <u>(3)</u>             | <u>(18)</u>            | <u>21</u>              | <u>(5)</u>             | NM        | 83%       | <u>(55)</u>             | <u>(2)</u>              | <u>96%</u> |
| <b>Net Income before Noncontrolling Interests</b>               | <b>3,857</b>           | <b>3,588</b>           | <b>4,100</b>           | <b>3,904</b>           | <b>4,132</b>           | <b>6%</b> | <b>7%</b> | <b>11,387</b>           | <b>12,136</b>           | <b>7%</b>  |
| Net Income attributable to noncontrolling interests             | 17                     | 15                     | 10                     | 32                     | (1)                    | NM        | NM        | 48                      | 41                      | (15)%      |
| <b>Citigroup's Net Income</b>                                   | <u><b>\$ 3,840</b></u> | <u><b>\$ 3,573</b></u> | <u><b>\$ 4,090</b></u> | <u><b>\$ 3,872</b></u> | <u><b>\$ 4,133</b></u> | <b>7%</b> | <b>8%</b> | <u><b>\$ 11,339</b></u> | <u><b>\$ 12,095</b></u> | <b>7%</b>  |

NM Not meaningful.

Reclassified to conform to the current period's presentation.

**CITIGROUP CONSOLIDATED BALANCE SHEET**  
(In millions of dollars)



|  | September 30,       | December 31,        | March 31,           | June 30,            | September 30,       | 3Q17 Increase/<br>(Decrease) from |           |
|--|---------------------|---------------------|---------------------|---------------------|---------------------|-----------------------------------|-----------|
|  | 2016                | 2016                | 2017                | 2017                | 2017 (1)            | 2Q17                              | 3Q16      |
| <b>Assets</b>  |                     |                     |                     |                     |                     |                                   |           |
| Cash and due from banks (including segregated cash and other deposits) | \$ 23,419           | \$ 23,043           | \$ 22,272           | \$ 20,940           | \$ 22,604           | 8%                                | (3)%      |
| Deposits with banks  | 132,571             | 137,451             | 157,773             | 165,142             | 163,505             | (1)%                              | 23%       |
| Fed funds sold and securities borrr'd or purch under agree. to resell  | 236,045             | 236,813             | 242,929             | 234,065             | 252,608             | 8%                                | 7%        |
| Brokerage receivables  | 36,112              | 28,887              | 36,888              | 40,487              | 38,076              | (6)%                              | 5%        |
| Trading account assets   | 254,627             | 243,925             | 244,903             | 259,606             | 258,907             | —                                 | 2%        |
| <b>Investments</b>   |                     |                     |                     |                     |                     |                                   |           |
| Available-for-sale and non-marketable equity securities(2)             | 316,352             | 307,637             | 297,891             | 301,535             | 303,147             | 1%                                | (4)%      |
| Held-to-maturity   | 38,588              | 45,667              | 47,820              | 50,175              | 51,527              | 3%                                | 34%       |
| Total Investments  | 354,940             | 353,304             | 345,711             | 351,710             | 354,674             | 1%                                | —         |
| <b>Loans, net of unearned income</b>                                   |                     |                     |                     |                     |                     |                                   |           |
| Consumer   | 328,372             | 325,063             | 320,556             | 325,261             | 325,576             | —                                 | (1)%      |
| Corporate  | 310,063             | 299,306             | 308,039             | 319,434             | 327,607             | 3%                                | 6%        |
| Loans, net of unearned income  | 638,435             | 624,369             | 628,595             | 644,695             | 653,183             | 1%                                | 2%        |
| Allowance for loan losses  | (12,439)            | (12,060)            | (12,030)            | (12,025)            | (12,366)            | (3)%                              | 1%        |
| Total loans, net   | 625,996             | 612,309             | 616,565             | 632,670             | 640,817             | 1%                                | 2%        |
| Goodwill   | 22,539              | 21,659              | 22,265              | 22,349              | 22,345              | —                                 | (1)%      |
| Intangible assets (other than MSRs)                                    | 5,358               | 5,114               | 5,013               | 4,887               | 4,732               | (3)%                              | (12)%     |
| Mortgage servicing rights (MSRs)                                       | 1,270               | 1,564               | 567                 | 560                 | 553                 | (1)%                              | (56)%     |
| Other assets   | 125,240             | 128,008             | 126,593             | 131,647             | 130,312             | (1)%                              | 4%        |
| <b>Total assets</b>  | <b>\$ 1,818,117</b> | <b>\$ 1,792,077</b> | <b>\$ 1,821,479</b> | <b>\$ 1,864,063</b> | <b>\$ 1,889,133</b> | <b>1%</b>                         | <b>4%</b> |
| <b>Liabilities</b>   |                     |                     |                     |                     |                     |                                   |           |
| Non-interest-bearing deposits in U.S. offices                          | \$ 141,899          | \$ 136,698          | \$ 129,436          | \$ 126,253          | \$ 127,220          | 1%                                | (10)%     |
| Interest-bearing deposits in U.S. offices                              | 288,094             | 300,972             | 310,572             | 311,361             | 315,556             | 1%                                | 10%       |
| Total U.S. Deposits  | 429,993             | 437,670             | 440,008             | 437,614             | 442,776             | 1%                                | 3%        |
| Non-interest-bearing deposits in offices outside the U.S.              | 75,956              | 77,616              | 79,063              | 83,046              | 84,178              | 1%                                | 11%       |
| Interest-bearing deposits in offices outside the U.S.                  | 434,303             | 414,120             | 430,919             | 438,083             | 437,084             | —                                 | 1%        |
| Total International Deposits   | 510,259             | 491,736             | 509,982             | 521,129             | 521,262             | —                                 | 2%        |
| Total deposits   | 940,252             | 929,406             | 949,990             | 958,743             | 964,038             | 1%                                | 3%        |
| Fed funds purch and securities loaned or sold under agree. to repurch. | 153,124             | 141,821             | 148,230             | 154,780             | 161,282             | 4%                                | 5%        |
| Brokerage payables   | 61,921              | 57,152              | 59,655              | 62,947              | 63,205              | —                                 | 2%        |
| Trading account liabilities  | 131,649             | 139,045             | 144,070             | 136,745             | 138,820             | 2%                                | 5%        |
| Short-term borrowings  | 29,527              | 30,701              | 26,127              | 36,519              | 38,149              | 4%                                | 29%       |
| Long-term debt   | 209,051             | 206,178             | 208,530             | 225,179             | 232,673             | 3%                                | 11%       |
| Other liabilities(3)   | 59,903              | 61,631              | 55,880              | 58,043              | 62,344              | 7%                                | 4%        |

|   |                     |                     |                     |                     |                     |             |             |
|---|---------------------|---------------------|---------------------|---------------------|---------------------|-------------|-------------|
| <b>Total liabilities</b>                      | <b>\$ 1,585,427</b> | <b>\$ 1,565,934</b> | <b>\$ 1,592,482</b> | <b>\$ 1,632,956</b> | <b>\$ 1,660,511</b> | <b>2%</b>   | <b>5%</b>   |
| <b>Equity</b>                                 |                     |                     |                     |                     |                     |             |             |
| <b>Stockholders' equity(2)</b>                |                     |                     |                     |                     |                     |             |             |
| Preferred stock                               | \$ 19,253           | \$ 19,253           | \$ 19,253           | \$ 19,253           | \$ 19,253           | —           | —           |
| Common stock                                  | 31                  | 31                  | 31                  | 31                  | 31                  | —           | —           |
| Additional paid-in capital                    | 107,875             | 108,042             | 107,613             | 107,798             | 107,896             | —           | —           |
| Retained earnings(2)                          | 143,678             | 146,477             | 149,071             | 152,178             | 155,174             | 2%          | 8%          |
| Treasury stock                                | (12,069)            | (16,302)            | (17,579)            | (19,342)            | (24,829)            | (28)%       | NM          |
| Accumulated other comprehensive income (loss) | (27,193)            | (32,381)            | (30,413)            | (29,899)            | (29,891)            | —           | (10)%       |
| <b>Total common equity</b>                    | <b>\$ 212,322</b>   | <b>\$ 205,867</b>   | <b>\$ 208,723</b>   | <b>\$ 210,766</b>   | <b>\$ 208,381</b>   | <b>(1)%</b> | <b>(2)%</b> |
| <b>Total Citigroup stockholders' equity</b>   | <b>\$ 231,575</b>   | <b>\$ 225,120</b>   | <b>\$ 227,976</b>   | <b>\$ 230,019</b>   | <b>\$ 227,634</b>   | <b>(1)%</b> | <b>(2)%</b> |
| Noncontrolling interests                      | 1,115               | 1,023               | 1,021               | 1,088               | 988                 | (9)%        | (11)%       |
| <b>Total equity</b>                           | <b>232,690</b>      | <b>226,143</b>      | <b>228,997</b>      | <b>231,107</b>      | <b>228,622</b>      | <b>(1)%</b> | <b>(2)%</b> |
| <b>Total liabilities and equity</b>           | <b>\$ 1,818,117</b> | <b>\$ 1,792,077</b> | <b>\$ 1,821,479</b> | <b>\$ 1,864,063</b> | <b>\$ 1,889,133</b> | <b>1%</b>   | <b>4%</b>   |

(1) Preliminary

(2) See footnote 3 on page 1.

(3) Includes allowance for credit losses for unfunded lending commitments. See page 25 for amounts by period.

NM Not meaningful.

Reclassified to conform to the current period's presentation.

**SEGMENT DETAIL**  
**NET REVENUES**  
(In millions of dollars)



|                                       | 3Q               | 4Q               | 1Q               | 2Q               | 3Q               | 3Q17 Increase/<br>(Decrease) from |              | Nine<br>Months<br>2016 | Nine<br>Months<br>2017 | YTD 2017 vs.<br>YTD 2016 Increase/<br>(Decrease) |
|---------------------------------------|------------------|------------------|------------------|------------------|------------------|-----------------------------------|--------------|------------------------|------------------------|--|
|                                       | 2016             | 2016             | 2017             | 2017             | 2017             | 2Q17                              | 3Q16         |                        |                        |  |
| <b>Global Consumer Banking</b>        |                  |                  |                  |                  |                  |                                   |              |                        |                        |  |
| North America                         | \$ 5,161         | \$ 5,059         | \$ 4,944         | \$ 4,944         | \$ 5,194         | 5%                                | 1%           | \$ 14,700              | \$ 15,082              | 3%   |
| Latin America                         | 1,245            | 1,212            | 1,151            | 1,290            | 1,370            | 6%                                | 10%          | 3,710                  | 3,811                  | 3%   |
| Asia (1)                              | 1,758            | 1,696            | 1,722            | 1,801            | 1,869            | 4%                                | 6%           | 5,142                  | 5,392                  | 5%   |
| <b>Total</b>                          | <b>8,164</b>     | <b>7,967</b>     | <b>7,817</b>     | <b>8,035</b>     | <b>8,433</b>     | <b>5%</b>                         | <b>3%</b>    | <b>23,552</b>          | <b>24,285</b>          | <b>3%</b>  |
| <b>Institutional Clients Group</b>    |                  |                  |                  |                  |                  |                                   |              |                        |                        |  |
| North America                         | 3,191            | 2,949            | 3,455            | 3,568            | 3,638            | 2%                                | 14%          | 9,564                  | 10,661                 | 11%  |
| EMEA                                  | 2,506            | 2,605            | 2,807            | 2,837            | 2,655            | (6)%                              | 6%           | 7,250                  | 8,299                  | 14%  |
| Latin America                         | 999              | 994              | 1,127            | 1,042            | 1,059            | 2%                                | 6%           | 2,983                  | 3,228                  | 8%   |
| Asia                                  | 1,763            | 1,636            | 1,737            | 1,766            | 1,879            | 6%                                | 7%           | 5,246                  | 5,382                  | 3%   |
| <b>Total</b>                          | <b>8,459</b>     | <b>8,184</b>     | <b>9,126</b>     | <b>9,213</b>     | <b>9,231</b>     | <b>—</b>                          | <b>9%</b>    | <b>25,043</b>          | <b>27,570</b>          | <b>10%</b>                                       |
| <b>Corporate / Other</b>              | <b>1,137</b>     | <b>861</b>       | <b>1,177</b>     | <b>653</b>       | <b>509</b>       | <b>(22)%</b>                      | <b>(55)%</b> | <b>4,268</b>           | <b>2,339</b>           | <b>(45)%</b>                                     |
| <b>Total Citigroup - Net Revenues</b> | <b>\$ 17,760</b> | <b>\$ 17,012</b> | <b>\$ 18,120</b> | <b>\$ 17,901</b> | <b>\$ 18,173</b> | <b>2%</b>                         | <b>2%</b>    | <b>\$ 52,863</b>       | <b>\$ 54,194</b>       | <b>3%</b>  |

(1) Asia GCB includes the results of operations of GCB activities in certain EMEA countries for all periods presented.

Reclassified to conform to the current period's presentation.



**SEGMENT DETAIL  
INCOME**  
(In millions of dollars)



|  | 3Q<br>2016      | 4Q<br>2016      | 1Q<br>2017      | 2Q<br>2017      | 3Q<br>2017      | 3Q17 Increase/<br>(Decrease) from |       | Nine<br>Months<br>2016 | Nine<br>Months<br>2017 | YTD 2017 vs.<br>YTD 2016 Increase/<br>(Decrease) |
|--|-----------------|-----------------|-----------------|-----------------|-----------------|-----------------------------------|-------|------------------------|------------------------|--|
|  |                 |                 |                 |                 |                 | 2Q17                              | 3Q16  |                        |                        |  |
| <b>Income from Continuing Operations:</b>                  |                 |                 |                 |                 |                 |                                   |       |                        |                        |  |
| <b>Global Consumer Banking</b>                             |                 |                 |                 |                 |                 |                                   |       |                        |                        |  |
| North America  | \$ 780          | \$ 810          | \$ 627          | \$ 670          | \$ 655          | (2)%                              | (16)% | \$ 2,428               | \$ 1,952               | (20)%  |
| Latin America  | 160             | 154             | 130             | 136             | 164             | 21%                               | 3%    | 479                    | 430                    | (10)%  |
| Asia (1)   | 310             | 261             | 246             | 323             | 355             | 10%                               | 15%   | 822                    | 924                    | 12%  |
| <b>Total</b>   | <u>1,250</u>    | <u>1,225</u>    | <u>1,003</u>    | <u>1,129</u>    | <u>1,174</u>    | 4%                                | (6)%  | <u>3,729</u>           | <u>3,306</u>           | (11)%  |
| <b>Institutional Clients Group</b>                         |                 |                 |                 |                 |                 |                                   |       |                        |                        |  |
| North America  | 1,067           | 877             | 1,100           | 1,112           | 1,322           | 19%                               | 24%   | 2,618                  | 3,534                  | 35%  |
| EMEA   | 649             | 647             | 855             | 779             | 746             | (4)%                              | 15%   | 1,718                  | 2,380                  | 39%  |
| Latin America  | 389             | 343             | 475             | 333             | 380             | 14%                               | (2)%  | 1,111                  | 1,188                  | 7%   |
| Asia   | 555             | 514             | 581             | 556             | 614             | 10%                               | 11%   | 1,697                  | 1,751                  | 3%   |
| <b>Total</b>   | <u>2,660</u>    | <u>2,381</u>    | <u>3,011</u>    | <u>2,780</u>    | <u>3,062</u>    | 10%                               | 15%   | <u>7,144</u>           | <u>8,853</u>           | 24%  |
| <b>Corporate / Other</b>                                   | (23)            | (15)            | 104             | (26)            | (99)            | NM                                | NM    | 569                    | (21)                   | NM   |
| <b>Income From Continuing Operations</b>                   | <u>3,887</u>    | <u>3,591</u>    | <u>4,118</u>    | <u>3,883</u>    | <u>4,137</u>    | 7%                                | 6%    | <u>11,442</u>          | <u>12,138</u>          | 6%   |
| <b>Discontinued Operations</b>                             | (30)            | (3)             | (18)            | 21              | (5)             | NM                                | 83%   | (55)                   | (2)                    | 96%  |
| <b>Net Income Attributable to Noncontrolling Interests</b> | 17              | 15              | 10              | 32              | (1)             | NM                                | NM    | 48                     | 41                     | (15)%  |
| <b>Total Citigroup - Net Income</b>                        | <u>\$ 3,840</u> | <u>\$ 3,573</u> | <u>\$ 4,090</u> | <u>\$ 3,872</u> | <u>\$ 4,133</u> | 7%                                | 8%    | <u>\$ 11,339</u>       | <u>\$ 12,095</u>       | 7%   |
| <b>Average Assets</b>                                      |                 |                 |                 |                 |                 |                                   |       |                        |                        |  |
| North America  | \$ 951          | \$ 971          | \$ 964          | \$ 980          | \$ 993          | 1%                                | 4%    | \$ 932                 | \$ 979                 | 5%   |
| EMEA (1)   | 317             | 308             | 318             | 335             | 329             | (2)%                              | 4%    | 310                    | 327                    | 5%   |
| Latin America  | 128             | 125             | 125             | 130             | 131             | 1%                                | 2%    | 130                    | 129                    | (1)%   |
| Asia (1)   | 323             | 316             | 322             | 329             | 337             | 2%                                | 4%    | 313                    | 329                    | 5%   |
| Corporate / Other  | 111             | 100             | 102             | 95              | 102             | 7%                                | (8)%  | 120                    | 100                    | (17)%  |
| <b>Total</b>   | <u>\$ 1,830</u> | <u>\$ 1,820</u> | <u>\$ 1,831</u> | <u>\$ 1,869</u> | <u>\$ 1,892</u> | 1%                                | 3%    | <u>\$ 1,805</u>        | <u>\$ 1,864</u>        | 3%   |
| <b>Return on Average Assets (ROA)</b>                      |                 |                 |                 |                 |                 |                                   |       |                        |                        |  |
| North America  | 0.77%           | 0.69%           | 0.73%           | 0.73%           | 0.79%           |                                   |       | 0.72%                  | 0.75%                  |  |
| EMEA (1)   | 0.80%           | 0.82%           | 1.08%           | 0.92%           | 0.88%           |                                   |       | 0.72%                  | 0.96%                  |  |
| Latin America  | 1.70%           | 1.58%           | 1.94%           | 1.44%           | 1.64%           |                                   |       | 1.63%                  | 1.67%                  |  |

|                 |              |              |              |              |              |              |              |
|-----------------|--------------|--------------|--------------|--------------|--------------|--------------|--------------|
| Asia (1)        | 1.06%        | 0.97%        | 1.04%        | 1.07%        | 1.14%        | 1.07%        | 1.09%        |
| Corporate/Other | (0.17)%      | (0.08)%      | 0.37%        | (0.06)%      | (0.34)%      | 0.58%        | (0.01)%      |
| <b>Total</b>    | <u>0.83%</u> | <u>0.78%</u> | <u>0.91%</u> | <u>0.83%</u> | <u>0.87%</u> | <u>0.84%</u> | <u>0.87%</u> |

(1) Asia GCB includes the results of operations of GCB activities in certain EMEA countries for all periods presented.

NM Not meaningful.

Reclassified to conform to the current period's presentation.

GLOBAL CONSUMER BANKING

Page 1

(In millions of dollars, except as otherwise noted)



|  | 3Q<br>2016      | 4Q<br>2016      | 1Q<br>2017      | 2Q<br>2017      | 3Q<br>2017      | 3Q17 Increase/<br>(Decrease) from |             | Nine<br>Months<br>2016 | Nine<br>Months<br>2017 | YTD 2017 vs.<br>YTD 2016 Increase/<br>(Decrease) |
|--|-----------------|-----------------|-----------------|-----------------|-----------------|-----------------------------------|-------------|------------------------|------------------------|--|
|  |                 |                 |                 |                 |                 | 2Q17                              | 3Q16        |                        |                        |  |
| Net Interest Revenue   | \$ 6,709        | \$ 6,656        | \$ 6,522        | \$ 6,699        | \$ 7,010        | 5%                                | 4%          | \$ 19,369              | \$ 20,231              | 4%   |
| Non-Interest Revenue   | 1,455           | 1,311           | 1,295           | 1,336           | 1,423           | 7%                                | (2)%        | 4,183                  | 4,054                  | (3)%   |
| <b>Total Revenues, Net of Interest Expense</b>                       | <b>8,164</b>    | <b>7,967</b>    | <b>7,817</b>    | <b>8,035</b>    | <b>8,433</b>    | <b>5%</b>                         | <b>3%</b>   | <b>23,552</b>          | <b>24,285</b>          | <b>3%</b>  |
| Total Operating Expenses   | 4,429           | 4,356           | 4,415           | 4,497           | 4,410           | (2)%                              | —           | 13,127                 | 13,322                 | 1%   |
| Net Credit Losses  | 1,349           | 1,516           | 1,603           | 1,615           | 1,704           | 6%                                | 26%         | 4,094                  | 4,922                  | 20%  |
| Credit Reserve Build / (Release)                                     | 436             | 164             | 177             | 125             | 486             | NM                                | 11%         | 544                    | 788                    | 45%  |
| Provision for Unfunded Lending Commitments                           | (3)             | (3)             | 6               | (1)             | (5)             | NM                                | (67)%       | 6                      | —                      | (100)%   |
| Provision for Benefits and Claims                                    | 26              | 32              | 29              | 23              | 28              | 22%                               | 8%          | 74                     | 80                     | 8%   |
| Provisions for Credit Losses and for Benefits and Claims (LLR & PBC) | 1,808           | 1,709           | 1,815           | 1,762           | 2,213           | 26%                               | 22%         | 4,718                  | 5,790                  | 23%  |
| Income from Continuing Operations before Taxes                       | 1,927           | 1,902           | 1,587           | 1,776           | 1,810           | 2%                                | (6)%        | 5,707                  | 5,173                  | (9)%   |
| Income Taxes   | 677             | 677             | 584             | 647             | 636             | (2)%                              | (6)%        | 1,978                  | 1,867                  | (6)%   |
| <b>Income from Continuing Operations</b>                             | <b>1,250</b>    | <b>1,225</b>    | <b>1,003</b>    | <b>1,129</b>    | <b>1,174</b>    | <b>4%</b>                         | <b>(6)%</b> | <b>3,729</b>           | <b>3,306</b>           | <b>(11)%</b>                                     |
| Noncontrolling Interests   | 3               | 1               | 1               | 4               | 2               | (50)%                             | (33)%       | 6                      | 7                      | 17%  |
| <b>Net Income</b>  | <b>\$ 1,247</b> | <b>\$ 1,224</b> | <b>\$ 1,002</b> | <b>\$ 1,125</b> | <b>\$ 1,172</b> | <b>4%</b>                         | <b>(6)%</b> | <b>\$ 3,723</b>        | <b>\$ 3,299</b>        | <b>(11)%</b>                                     |
| EOP Assets (in billions of dollars)                                  | \$ 411          | \$ 412          | \$ 412          | \$ 419          | \$ 419          | —                                 | 2%          |                        |                        |  |
| Average Assets (in billions of dollars)                              | \$ 409          | \$ 410          | \$ 411          | \$ 414          | \$ 421          | 2%                                | 3%          | \$ 391                 | \$ 415                 | 6%   |
| Return on Average Assets (ROA)                                       | 1.21%           | 1.19%           | 0.99%           | 1.09%           | 1.10%           |                                   |             | 1.27%                  | 1.06%                  |  |
| Efficiency Ratio   | 54%             | 55%             | 56%             | 56%             | 52%             |                                   |             | 56%                    | 55%                    |  |
| <b>Net Credit Losses as a % of Average Loans</b>                     | <b>1.87%</b>    | <b>2.10%</b>    | <b>2.24%</b>    | <b>2.20%</b>    | <b>2.26%</b>    |                                   |             | <b>1.97%</b>           | <b>2.24%</b>           |  |
| <b>Revenue by Business</b>   |                 |                 |                 |                 |                 |                                   |             |                        |                        |  |
| Retail Banking   | \$ 3,330        | \$ 3,157        | \$ 3,155        | \$ 3,299        | \$ 3,493        | 6%                                | 5%          | \$ 9,759               | \$ 9,947               | 2%   |
| Cards (1)  | 4,834           | 4,810           | 4,662           | 4,736           | 4,940           | 4%                                | 2%          | 13,793                 | 14,338                 | 4%   |
| Total  | <u>\$ 8,164</u> | <u>\$ 7,967</u> | <u>\$ 7,817</u> | <u>\$ 8,035</u> | <u>\$ 8,433</u> | <u>5%</u>                         | <u>3%</u>   | <u>\$ 23,552</u>       | <u>\$ 24,285</u>       | <u>3%</u>  |
| <b>Net Credit Losses by Business</b>                                 |                 |                 |                 |                 |                 |                                   |             |                        |                        |  |
| Retail Banking   | \$ 257          | \$ 286          | \$ 236          | \$ 244          | \$ 300          | 23%                               | 17%         | \$ 721                 | \$ 780                 | 8%   |
| Cards (1)  | 1,092           | 1,230           | 1,367           | 1,371           | 1,404           | 2%                                | 29%         | 3,373                  | 4,142                  | 23%  |
| Total  | <u>\$ 1,349</u> | <u>\$ 1,516</u> | <u>\$ 1,603</u> | <u>\$ 1,615</u> | <u>\$ 1,704</u> | <u>6%</u>                         | <u>26%</u>  | <u>\$ 4,094</u>        | <u>\$ 4,922</u>        | <u>20%</u>                                       |
| <b>Income from Continuing Operations by Business</b>                 |                 |                 |                 |                 |                 |                                   |             |                        |                        |  |
| Retail Banking   | \$ 461          | \$ 335          | \$ 339          | \$ 420          | \$ 550          | 31%                               | 19%         | \$ 1,231               | \$ 1,309               | 6%   |
| Cards (1)  | 789             | 890             | 664             | 709             | 624             | (12)%                             | (21)%       | 2,498                  | 1,997                  | (20)%  |
| Total  | <u>\$ 1,250</u> | <u>\$ 1,225</u> | <u>\$ 1,003</u> | <u>\$ 1,129</u> | <u>\$ 1,174</u> | <u>4%</u>                         | <u>(6)%</u> | <u>\$ 3,729</u>        | <u>\$ 3,306</u>        | <u>(11)%</u>                                     |

**Foreign Currency (FX) Translation Impact:**

|  |                 |                 |                 |                 |                 |      |      |                  |                  |       |
|--|-----------------|-----------------|-----------------|-----------------|-----------------|------|------|------------------|------------------|-------|
| Total Revenue - as Reported                  | \$ 8,164        | \$ 7,967        | \$ 7,817        | \$ 8,035        | \$ 8,433        | 5%   | 3%   | \$ 23,552        | \$ 24,285        | 3%    |
| Impact of FX Translation (2)                 | 89              | 180             | 146             | 60              | —               |      |      | (39)             | —                |       |
| Total Revenues - Ex-FX (2)                   | <u>\$ 8,253</u> | <u>\$ 8,147</u> | <u>\$ 7,963</u> | <u>\$ 8,095</u> | <u>\$ 8,433</u> | 4%   | 2%   | <u>\$ 23,513</u> | <u>\$ 24,285</u> | 3%    |
| Total Operating Expenses - as Reported       | \$ 4,429        | \$ 4,356        | \$ 4,415        | \$ 4,497        | \$ 4,410        | (2)% | —    | \$ 13,127        | \$ 13,322        | 1%    |
| Impact of FX Translation (2)                 | 43              | 97              | 75              | 30              | —               |      |      | (10)             | —                |       |
| Total Operating Expenses - Ex-FX (2)         | <u>\$ 4,472</u> | <u>\$ 4,453</u> | <u>\$ 4,490</u> | <u>\$ 4,527</u> | <u>\$ 4,410</u> | (3)% | (1)% | <u>\$ 13,117</u> | <u>\$ 13,322</u> | 2%    |
| Total Provisions for LLR & PBC - as Reported | \$ 1,808        | \$ 1,709        | \$ 1,815        | \$ 1,762        | \$ 2,213        | 26%  | 22%  | \$ 4,718         | \$ 5,790         | 23%   |
| Impact of FX Translation (2)                 | 20              | 41              | 34              | 15              | —               |      |      | (20)             | —                |       |
| Total Provisions for LLR & PBC - Ex-FX (2)   | <u>\$ 1,828</u> | <u>\$ 1,750</u> | <u>\$ 1,849</u> | <u>\$ 1,777</u> | <u>\$ 2,213</u> | 25%  | 21%  | <u>\$ 4,698</u>  | <u>\$ 5,790</u>  | 23%   |
| Net Income - as Reported                     | \$ 1,247        | \$ 1,224        | \$ 1,002        | \$ 1,125        | \$ 1,172        | 4%   | (6)% | \$ 3,723         | \$ 3,299         | (11)% |
| Impact of FX Translation (2)                 | 17              | 27              | 24              | 10              | —               |      |      | (10)             | —                |       |
| Net Income - Ex-FX (2)                       | <u>\$ 1,264</u> | <u>\$ 1,251</u> | <u>\$ 1,026</u> | <u>\$ 1,135</u> | <u>\$ 1,172</u> | 3%   | (7)% | <u>\$ 3,713</u>  | <u>\$ 3,299</u>  | (11)% |

(1) Includes both Citi-Branded Cards and Citi Retail Services.

(2) Reflects the impact of foreign currency (FX) translation into U.S. Dollars at the third quarter of 2017 and year-to-date 2017 average exchange rates for all periods presented. Citigroup's results of operations excluding the impact of FX translation are non-GAAP financial measures.

NM Not meaningful.

Reclassified to conform to the current period's presentation.



|  | 3Q<br>2016      | 4Q<br>2016      | 1Q<br>2017      | 2Q<br>2017      | 3Q<br>2017      | 3Q17 Increase/<br>(Decrease) from |       |
|--|-----------------|-----------------|-----------------|-----------------|-----------------|-----------------------------------|-------|
|  |                 |                 |                 |                 |                 | 2Q17                              | 3Q16  |
| <b>Retail Banking Key Indicators</b> (in billions of dollars, except as otherwise noted) |                 |                 |                 |                 |                 |                                   |       |
| Branches (actual)  | 2,648           | 2,618           | 2,601           | 2,570           | 2,474           | (4)%                              | (7)%  |
| Accounts (in millions)   | 55.1            | 54.6            | 53.9            | 53.8            | 53.2            | (1)%                              | (3)%  |
| Average Deposits   | \$ 301.2        | \$ 301.1        | \$ 303.5        | \$ 307.2        | \$ 308.1        | —                                 | 2%    |
| Investment Sales   | \$ 19.7         | \$ 18.5         | \$ 20.9         | \$ 21.8         | \$ 25.3         | 16%                               | 28%   |
| Investment Assets under Management (AUMs)  | \$ 140.9        | \$ 137.5        | \$ 146.7        | \$ 152.8        | \$ 158.2        | 4%                                | 12%   |
| Average Loans  | \$ 142.0        | \$ 138.1        | \$ 138.8        | \$ 142.3        | \$ 144.3        | 1%                                | 2%    |
| EOP Loans:   |                 |                 |                 |                 |                 |                                   |       |
| Mortgages  | \$ 81.4         | \$ 79.4         | \$ 81.2         | \$ 81.4         | \$ 81.4         | —                                 | —     |
| Commercial Banking   | 33.2            | 32.0            | 33.9            | 34.8            | 35.5            | 2%                                | 7%    |
| Personal and Other   | 27.0            | 24.9            | 26.3            | 27.2            | 27.3            | —                                 | 1%    |
| EOP Loans  | <u>\$ 141.6</u> | <u>\$ 136.3</u> | <u>\$ 141.4</u> | <u>\$ 143.4</u> | <u>\$ 144.2</u> | 1%                                | 2%    |
| Net Interest Revenue (in millions) (1)   | \$ 2,191        | \$ 2,129        | \$ 2,143        | \$ 2,274        | \$ 2,375        | 4%                                | 8%    |
| As a % of Average Loans  | 6.14%           | 6.13%           | 6.26%           | 6.41%           | 6.53%           |                                   |       |
| Net Credit Losses (in millions)  | \$ 257          | \$ 286          | \$ 236          | \$ 244          | \$ 300          | 23%                               | 17%   |
| As a % of Average Loans  | 0.72%           | 0.82%           | 0.69%           | 0.69%           | 0.82%           |                                   |       |
| Loans 90+ Days Past Due (in millions) (2)  | \$ 579          | \$ 474          | \$ 488          | \$ 477          | \$ 489          | 3%                                | (16)% |
| As a % of EOP Loans  | 0.41%           | 0.35%           | 0.35%           | 0.33%           | 0.34%           |                                   |       |
| Loans 30-89 Days Past Due (in millions) (2)  | \$ 722          | \$ 726          | \$ 777          | \$ 747          | \$ 805          | 8%                                | 11%   |
| As a % of EOP Loans  | 0.51%           | 0.54%           | 0.55%           | 0.52%           | 0.56%           |                                   |       |
| <b>Cards Key Indicators</b> (in millions of dollars, except as otherwise noted)          |                 |                 |                 |                 |                 |                                   |       |
| EOP Open Accounts (in millions)  | 143.0           | 142.7           | 142.4           | 142.5           | 142.2           | —                                 | (1)%  |
| Purchase Sales (in billions)   | \$ 115.3        | \$ 125.1        | \$ 112.2        | \$ 125.3        | \$ 124.9        | —                                 | 8%    |
| Average Loans (in billions) (3)  | \$ 145.5        | \$ 149.3        | \$ 150.8        | \$ 151.5        | \$ 155.4        | 3%                                | 7%    |
| EOP Loans (in billions) (3)  | \$ 147.8        | \$ 155.6        | \$ 149.9        | \$ 155.1        | \$ 156.6        | 1%                                | 6%    |
| Average Yield (4)  | 12.76%          | 12.54%          | 12.58%          | 12.67%          | 12.75%          |                                   |       |
| Net Interest Revenue (5)   | \$ 4,518        | \$ 4,527        | \$ 4,379        | \$ 4,425        | \$ 4,635        | 5%                                | 3%    |
| As a % of Average Loans (5)  | 12.35%          | 12.06%          | 11.78%          | 11.72%          | 11.83%          |                                   |       |
| Net Credit Losses  | \$ 1,092        | \$ 1,230        | \$ 1,367        | \$ 1,371        | \$ 1,404        | 2%                                | 29%   |
| As a % of Average Loans  | 2.99%           | 3.28%           | 3.68%           | 3.63%           | 3.58%           |                                   |       |
| Net Credit Margin (6)  | \$ 3,734        | \$ 3,572        | \$ 3,288        | \$ 3,357        | \$ 3,528        | 5%                                | (6)%  |
| As a % of Average Loans (6)  | 10.21%          | 9.52%           | 8.84%           | 8.89%           | 9.01%           |                                   |       |

|                           |    |       |    |       |    |       |    |       |    |       |     |     |
|---------------------------|----|-------|----|-------|----|-------|----|-------|----|-------|-----|-----|
| Loans 90+ Days Past Due   | \$ | 1,587 | \$ | 1,819 | \$ | 1,753 | \$ | 1,706 | \$ | 1,790 | 5%  | 13% |
| As a % of EOP Loans       |    | 1.07% |    | 1.17% |    | 1.17% |    | 1.10% |    | 1.14% |     |     |
| Loans 30-89 Days Past Due | \$ | 1,831 | \$ | 1,814 | \$ | 1,739 | \$ | 1,751 | \$ | 1,958 | 12% | 7%  |
| As a % of EOP Loans       |    | 1.24% |    | 1.17% |    | 1.16% |    | 1.13% |    | 1.25% |     |     |

- 
- (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 2 on page 9.
  - (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.

Reclassified to conform to the current period's presentation.

GLOBAL CONSUMER BANKING  
NORTH AMERICA

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(In millions of dollars, except as otherwise noted)



|  | 3Q              | 4Q              | 1Q              | 2Q              | 3Q              | 3Q17 Increase/<br>(Decrease) from |              | Nine             | Nine             | YTD 2017 vs.                     |
|--|-----------------|-----------------|-----------------|-----------------|-----------------|-----------------------------------|--------------|------------------|------------------|----------------------------------|
|  | 2016            | 2016            | 2017            | 2017            | 2017            | 2Q17                              | 3Q16         | Months           | Months           | YTD 2016 Increase/<br>(Decrease) |
| Net Interest Revenue                                   | \$ 4,696        | \$ 4,706        | \$ 4,617        | \$ 4,633        | \$ 4,825        | 4%                                | 3%           | \$ 13,425        | \$ 14,075        | 5%                               |
| Non-Interest Revenue                                   | 465             | 353             | 327             | 311             | 369             | 19%                               | (21)%        | 1,275            | 1,007            | (21)%                            |
| <b>Total Revenues, Net of Interest Expense</b>         | <b>5,161</b>    | <b>5,059</b>    | <b>4,944</b>    | <b>4,944</b>    | <b>5,194</b>    | <b>5%</b>                         | <b>1%</b>    | <b>14,700</b>    | <b>15,082</b>    | <b>3%</b>                        |
| Total Operating Expenses                               | 2,595           | 2,537           | 2,576           | 2,577           | 2,460           | (5)%                              | (5)%         | 7,521            | 7,613            | 1%                               |
| Net Credit Losses                                      | 927             | 1,105           | 1,190           | 1,181           | 1,239           | 5%                                | 34%          | 2,814            | 3,610            | 28%                              |
| Credit Reserve Build / (Release)                       | 408             | 117             | 152             | 101             | 463             | NM                                | 13%          | 536              | 716              | 34%                              |
| Provision for Unfunded Lending Commitments             | —               | (1)             | 7               | 2               | (3)             | NM                                | NM           | 7                | 6                | (14)%                            |
| Provision for Benefits and Claims                      | 8               | 9               | 6               | 8               | 9               | 13%                               | 13%          | 25               | 23               | (8)%                             |
| Provisions for Loan Losses and for Benefits and Claims | 1,343           | 1,230           | 1,355           | 1,292           | 1,708           | 32%                               | 27%          | 3,382            | 4,355            | 29%                              |
| Income from Continuing Operations before Taxes         | 1,223           | 1,292           | 1,013           | 1,075           | 1,026           | (5)%                              | (16)%        | 3,797            | 3,114            | (18)%                            |
| Income Taxes   | 443             | 482             | 386             | 405             | 371             | (8)%                              | (16)%        | 1,369            | 1,162            | (15)%                            |
| <b>Income from Continuing Operations</b>               | <b>780</b>      | <b>810</b>      | <b>627</b>      | <b>670</b>      | <b>655</b>      | <b>(2)%</b>                       | <b>(16)%</b> | <b>2,428</b>     | <b>1,952</b>     | <b>(20)%</b>                     |
| Noncontrolling Interests                               | —               | (1)             | —               | —               | —               | —                                 | —            | (1)              | —                | 100%                             |
| <b>Net Income</b>                                      | <b>\$ 780</b>   | <b>\$ 811</b>   | <b>\$ 627</b>   | <b>\$ 670</b>   | <b>\$ 655</b>   | <b>(2)%</b>                       | <b>(16)%</b> | <b>\$ 2,429</b>  | <b>\$ 1,952</b>  | <b>(20)%</b>                     |
| Average Assets (in billions)                           | \$ 239          | \$ 245          | \$ 245          | \$ 243          | \$ 249          | 2%                                | 4%           | \$ 223           | \$ 246           | 10%                              |
| Return on Average Assets                               | 1.30%           | 1.32%           | 1.04%           | 1.11%           | 1.04%           |                                   |              | 1.45%            | 1.06%            |                                  |
| Efficiency Ratio                                       | 50%             | 50%             | 52%             | 52%             | 47%             |                                   |              | 51%              | 50%              |                                  |
| <b>Net Credit Losses as a % of Average Loans</b>       | <b>2.07%</b>    | <b>2.42%</b>    | <b>2.63%</b>    | <b>2.58%</b>    | <b>2.63%</b>    |                                   |              | <b>2.24%</b>     | <b>2.62%</b>     |                                  |
| <b>Revenue by Business</b>                             |                 |                 |                 |                 |                 |                                   |              |                  |                  |                                  |
| Retail Banking   | \$ 1,356        | \$ 1,263        | \$ 1,256        | \$ 1,291        | \$ 1,363        | 6%                                | 1%           | \$ 3,959         | \$ 3,910         | (1)%                             |
| Citi-Branded Cards                                     | 2,191           | 2,213           | 2,096           | 2,079           | 2,178           | 5%                                | (1)%         | 5,937            | 6,353            | 7%                               |
| Citi Retail Services                                   | 1,614           | 1,583           | 1,592           | 1,574           | 1,653           | 5%                                | 2%           | 4,804            | 4,819            | —                                |
| Total  | <u>\$ 5,161</u> | <u>\$ 5,059</u> | <u>\$ 4,944</u> | <u>\$ 4,944</u> | <u>\$ 5,194</u> | <u>5%</u>                         | <u>1%</u>    | <u>\$ 14,700</u> | <u>\$ 15,082</u> | <u>3%</u>                        |
| <b>Net Credit Losses by Business</b>                   |                 |                 |                 |                 |                 |                                   |              |                  |                  |                                  |
| Retail Banking   | \$ 52           | \$ 83           | \$ 37           | \$ 39           | \$ 88           | NM                                | 69%          | \$ 122           | \$ 164           | 34%                              |
| Citi-Branded Cards                                     | 448             | 539             | 633             | 611             | 611             | —                                 | 36%          | 1,370            | 1,855            | 35%                              |
| Citi Retail Services                                   | 427             | 483             | 520             | 531             | 540             | 2%                                | 26%          | 1,322            | 1,591            | 20%                              |
| Total  | <u>\$ 927</u>   | <u>\$ 1,105</u> | <u>\$ 1,190</u> | <u>\$ 1,181</u> | <u>\$ 1,239</u> | <u>5%</u>                         | <u>34%</u>   | <u>\$ 2,814</u>  | <u>\$ 3,610</u>  | <u>28%</u>                       |
| <b>Income from Continuing Operations by Business</b>   |                 |                 |                 |                 |                 |                                   |              |                  |                  |                                  |
| Retail Banking   | \$ 187          | \$ 85           | \$ 83           | \$ 140          | \$ 179          | 28%                               | (4)%         | \$ 448           | \$ 402           | (10)%                            |
| Citi-Branded Cards                                     | 322             | 446             | 248             | 305             | 345             | 13%                               | 7%           | 995              | 898              | (10)%                            |

|                      |               |               |               |               |               |       |       |                 |                 |       |
|----------------------|---------------|---------------|---------------|---------------|---------------|-------|-------|-----------------|-----------------|-------|
| Citi Retail Services | 271           | 279           | 296           | 225           | 131           | (42)% | (52)% | 985             | 652             | (34)% |
| Total                | <u>\$ 780</u> | <u>\$ 810</u> | <u>\$ 627</u> | <u>\$ 670</u> | <u>\$ 655</u> | (2)%  | (16)% | <u>\$ 2,428</u> | <u>\$ 1,952</u> | (20)% |

NM Not meaningful.

Reclassified to conform to the current period's presentation.





|  | 3Q<br>2016     | 4Q<br>2016     | 1Q<br>2017     | 2Q<br>2017     | 3Q<br>2017     | 3Q17 Increase/<br>(Decrease) from |       |
|--|----------------|----------------|----------------|----------------|----------------|-----------------------------------|-------|
|  |                |                |                |                |                | 2Q17                              | 3Q16  |
| <b>Retail Banking Key Indicators</b> (in billions of dollars, except as otherwise noted) |                |                |                |                |                |                                   |       |
| Branches (actual)  | 727            | 723            | 705            | 695            | 695            | —                                 | (4)%  |
| Accounts (in millions)   | 10.6           | 10.5           | 9.6            | 9.5            | 9.4            | (1)%                              | (11)% |
| Average Deposits   | \$ 183.9       | \$ 186.0       | \$ 185.5       | \$ 185.1       | \$ 184.1       | (1)%                              | —     |
| Investment Sales   | \$ 5.2         | \$ 5.3         | \$ 6.2         | \$ 6.5         | \$ 6.7         | 3%                                | 29%   |
| Investment AUMs  | \$ 53.1        | \$ 52.8        | \$ 55.1        | \$ 56.7        | \$ 58.6        | 3%                                | 10%   |
| Average Loans  | \$ 55.0        | \$ 55.0        | \$ 55.4        | \$ 55.6        | \$ 55.7        | —                                 | 1%    |
| EOP Loans:   |                |                |                |                |                |                                   |       |
| Mortgages  | \$ 44.0        | \$ 44.2        | \$ 44.3        | \$ 44.3        | \$ 44.2        | —                                 | —     |
| Commercial Banking   | 8.8            | 9.0            | 9.2            | 9.2            | 9.4            | 2%                                | 7%    |
| Personal and Other   | 2.0            | 2.1            | 2.0            | 2.1            | 2.1            | —                                 | 5%    |
| Total EOP Loans  | <u>\$ 54.8</u> | <u>\$ 55.3</u> | <u>\$ 55.5</u> | <u>\$ 55.6</u> | <u>\$ 55.7</u> | —                                 | 2%    |
| Mortgage Originations (1)  | \$ 6.5         | \$ 5.6         | \$ 3.8         | \$ 3.1         | \$ 3.2         | 3%                                | (51)% |
| Third Party Mortgage Servicing Portfolio (EOP)   | \$ 147.6       | \$ 143.2       | \$ 48.5        | \$ 49.1        | \$ 49.1        | —                                 | (67)% |
| Net Servicing & Gain/(Loss) on Sale (in millions)  | \$ 141.9       | \$ 102.8       | \$ 63.1        | \$ 50.0        | \$ 47.3        | (5)%                              | (67)% |
| Saleable Mortgage Rate Locks   | \$ 3.9         | \$ 2.6         | \$ 1.9         | \$ 1.5         | \$ 1.7         | 13%                               | (56)% |
| Net Interest Revenue on Loans (in millions)  | \$ 281         | \$ 264         | \$ 251         | \$ 249         | \$ 253         | 2%                                | (10)% |
| As a % of Avg. Loans   | 2.03%          | 1.91%          | 1.84%          | 1.80%          | 1.80%          |                                   |       |
| Net Credit Losses (in millions)  | \$ 52          | \$ 83          | \$ 37          | \$ 39          | \$ 88          | NM                                | 69%   |
| As a % of Avg. Loans   | 0.38%          | 0.60%          | 0.27%          | 0.28%          | 0.63%          |                                   |       |
| Loans 90+ Days Past Due (in millions) (2)  | \$ 256         | \$ 181         | \$ 182         | \$ 155         | \$ 167         | 8%                                | (35)% |
| As a % of EOP Loans  | 0.47%          | 0.33%          | 0.33%          | 0.28%          | 0.30%          |                                   |       |
| Loans 30-89 Days Past Due (in millions) (2)  | \$ 198         | \$ 214         | \$ 189         | \$ 191         | \$ 270         | 41%                               | 36%   |
| As a % of EOP Loans  | 0.37%          | 0.39%          | 0.35%          | 0.35%          | 0.49%          |                                   |       |

(1) Originations of residential first mortgages.

(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) were \$305 million and (\$0.7 billion), \$327 million and (\$0.7 billion), \$313 million and (\$0.8 billion), \$295 million and (\$0.8 billion), and \$289 million and (\$0.7 billion), as of September 30, 2016, December 31, 2016, March 31, 2017, June 30, 2017 and September 30, 2017, respectively.

The amounts excluded for Loans 30-89 Days Past Due and (EOP Loans) were \$58 million and (\$0.7 billion), \$70 million and (\$0.7 billion), \$84 million and (\$0.8 billion), \$84 million and (\$0.8 billion), and \$79 million and (\$0.7 billion), as of September 30, 2016, December 31, 2016, March 31, 2017, June 30, 2017 and September 30, 2017, respectively.

Reclassified to conform to the current period's presentation.



|  | 3Q<br>2016 | 4Q<br>2016 | 1Q<br>2017 | 2Q<br>2017 | 3Q<br>2017 | 3Q17 Increase/<br>(Decrease) from |       |
|--|------------|------------|------------|------------|------------|-----------------------------------|-------|
|  |            |            |            |            |            | 2Q17                              | 3Q16  |
| <b>Citi-Branded Cards Key Indicators</b> (in millions of dollars, except as otherwise noted) (1)   |            |            |            |            |            |                                   |       |
| EOP Open Accounts (in millions)  | 32.5       | 32.9       | 33.2       | 33.6       | 33.9       | 1%                                | 4%    |
| Purchase Sales (in billions)   | \$ 73.1    | \$ 78.5    | \$ 72.5    | \$ 80.5    | \$ 80.4    | —                                 | 10%   |
| Average Loans (in billions) (1)  | \$ 79.2    | \$ 82.1    | \$ 82.6    | \$ 83.3    | \$ 85.4    | 3%                                | 8%    |
| EOP Loans (in billions) (1)  | \$ 81.3    | \$ 86.0    | \$ 82.2    | \$ 85.6    | \$ 86.3    | 1%                                | 6%    |
| Average Yield (2)  | 9.90%      | 9.60%      | 9.60%      | 9.61%      | 9.70%      |                                   |       |
| Net Interest Revenue (3)   | \$ 1,863   | \$ 1,867   | \$ 1,785   | \$ 1,788   | \$ 1,849   | 3%                                | (1)%  |
| As a % of Avg. Loans (3)   | 9.36%      | 9.05%      | 8.76%      | 8.61%      | 8.59%      |                                   |       |
| Net Credit Losses  | \$ 448     | \$ 539     | \$ 633     | \$ 611     | \$ 611     | —                                 | 36%   |
| As a % of Average Loans  | 2.25%      | 2.61%      | 3.11%      | 2.94%      | 2.84%      |                                   |       |
| Net Credit Margin (4)  | \$ 1,740   | \$ 1,670   | \$ 1,461   | \$ 1,466   | \$ 1,564   | 7%                                | (10)% |
| As a % of Avg. Loans (4)   | 8.74%      | 8.09%      | 7.17%      | 7.06%      | 7.27%      |                                   |       |
| Loans 90+ Days Past Due  | \$ 607     | \$ 748     | \$ 698     | \$ 659     | \$ 668     | 1%                                | 10%   |
| As a % of EOP Loans  | 0.75%      | 0.87%      | 0.85%      | 0.77%      | 0.77%      |                                   |       |
| Loans 30-89 Days Past Due  | \$ 710     | \$ 688     | \$ 632     | \$ 619     | \$ 705     | 14%                               | (1)%  |
| As a % of EOP Loans  | 0.87%      | 0.80%      | 0.77%      | 0.72%      | 0.82%      |                                   |       |
| <b>Citi Retail Services Key Indicators</b> (in millions of dollars, except as otherwise noted) (1) |            |            |            |            |            |                                   |       |
| EOP Open Accounts  | 88.3       | 87.7       | 86.8       | 86.5       | 86.0       | (1)%                              | (3)%  |
| Purchase Sales (in billions)   | \$ 19.7    | \$ 23.2    | \$ 16.9    | \$ 20.6    | \$ 20.0    | (3)%                              | 2%    |
| Average Loans (in billions) (1)  | \$ 43.6    | \$ 44.9    | \$ 45.3    | \$ 44.5    | \$ 45.6    | 2%                                | 5%    |
| EOP Loans (in billions) (1)  | \$ 43.9    | \$ 47.3    | \$ 44.2    | \$ 45.2    | \$ 45.9    | 2%                                | 5%    |
| Average Yield (2)  | 17.06%     | 16.92%     | 17.14%     | 17.38%     | 17.51%     |                                   |       |
| Net Interest Revenue (3)   | \$ 1,923   | \$ 1,947   | \$ 1,908   | \$ 1,897   | \$ 1,986   | 5%                                | 3%    |
| As a % of Avg. Loans (3)   | 17.55%     | 17.25%     | 17.08%     | 17.10%     | 17.28%     |                                   |       |
| Net Credit Losses  | \$ 427     | \$ 483     | \$ 520     | \$ 531     | \$ 540     | 2%                                | 26%   |
| As a % of Average Loans  | 3.90%      | 4.28%      | 4.66%      | 4.79%      | 4.70%      |                                   |       |
| Net Credit Margin (4)  | \$ 1,182   | \$ 1,096   | \$ 1,067   | \$ 1,037   | \$ 1,108   | 7%                                | (6)%  |
| As a % of Avg. Loans (4)   | 10.79%     | 9.71%      | 9.55%      | 9.35%      | 9.64%      |                                   |       |
| Loans 90+ Days Past Due  | \$ 664     | \$ 761     | \$ 735     | \$ 693     | \$ 772     | 11%                               | 16%   |
| As a % of EOP Loans  | 1.51%      | 1.61%      | 1.66%      | 1.53%      | 1.68%      |                                   |       |

|                           |    |       |    |       |    |       |    |       |    |       |     |     |
|---------------------------|----|-------|----|-------|----|-------|----|-------|----|-------|-----|-----|
| Loans 30-89 Days Past Due | \$ | 750   | \$ | 777   | \$ | 730   | \$ | 730   | \$ | 836   | 15% | 11% |
| As a % of EOP Loans       |    | 1.71% |    | 1.64% |    | 1.65% |    | 1.62% |    | 1.82% |     |     |

- 
- (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.

NM Not meaningful.

Reclassified to conform to the current period's presentation.

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(In millions of dollars, except as otherwise noted)



|  | 3Q              | 4Q              | 1Q              | 2Q              | 3Q              | 3Q17 Increase/<br>(Decrease) from |            | Nine<br>Months<br>2016 | Nine<br>Months<br>2017 | YTD 2017 vs.<br>YTD 2016 Increase/<br>(Decrease) |
|--|-----------------|-----------------|-----------------|-----------------|-----------------|-----------------------------------|------------|------------------------|------------------------|--|
|  | 2016            | 2016            | 2017            | 2017            | 2017            | 2Q17                              | 3Q16       |                        |                        |  |
| Net Interest Revenue   | \$ 877          | \$ 840          | \$ 800          | \$ 917          | \$ 985          | 7%                                | 12%        | \$ 2,591               | \$ 2,702               | 4%   |
| Non-Interest Revenue   | 368             | 372             | 351             | 373             | 385             | 3%                                | 5%         | 1,119                  | 1,109                  | (1)%   |
| <b>Total Revenues, Net of Interest Expense</b>                       | <b>1,245</b>    | <b>1,212</b>    | <b>1,151</b>    | <b>1,290</b>    | <b>1,370</b>    | <b>6%</b>                         | <b>10%</b> | <b>3,710</b>           | <b>3,811</b>           | <b>3%</b>  |
| Total Operating Expenses   | 707             | 688             | 659             | 735             | 768             | 4%                                | 9%         | 2,150                  | 2,162                  | 1%   |
| Net Credit Losses  | 254             | 248             | 253             | 277             | 295             | 6%                                | 16%        | 792                    | 825                    | 4%   |
| Credit Reserve Build / (Release)                                     | 32              | 36              | 12              | 50              | 44              | (12)%                             | 38%        | 47                     | 106                    | NM   |
| Provision for Unfunded Lending Commitments                           | —               | (1)             | —               | (1)             | (1)             | —                                 | (100)%     | 2                      | (2)                    | NM   |
| Provision for Benefits and Claims                                    | 18              | 23              | 23              | 15              | 19              | 27%                               | 6%         | 49                     | 57                     | 16%  |
| Provisions for Credit Losses and for Benefits and Claims (LLR & PBC) | 304             | 306             | 288             | 341             | 357             | 5%                                | 17%        | 890                    | 986                    | 11%  |
| Income from Continuing Operations before Taxes                       | 234             | 218             | 204             | 214             | 245             | 14%                               | 5%         | 670                    | 663                    | (1)%   |
| Income Taxes   | 74              | 64              | 74              | 78              | 81              | 4%                                | 9%         | 191                    | 233                    | 22%  |
| <b>Income from Continuing Operations</b>                             | <b>160</b>      | <b>154</b>      | <b>130</b>      | <b>136</b>      | <b>164</b>      | <b>21%</b>                        | <b>3%</b>  | <b>479</b>             | <b>430</b>             | <b>(10)%</b>                                     |
| Noncontrolling Interests   | 2               | 1               | 1               | 2               | 1               | (50)%                             | (50)%      | 4                      | 4                      | —  |
| <b>Net Income</b>  | <b>\$ 158</b>   | <b>\$ 153</b>   | <b>\$ 129</b>   | <b>\$ 134</b>   | <b>\$ 163</b>   | <b>22%</b>                        | <b>3%</b>  | <b>\$ 475</b>          | <b>\$ 426</b>          | <b>(10)%</b>                                     |
| Average Assets (in billions of dollars)                              | \$ 49           | \$ 45           | \$ 43           | \$ 46           | \$ 47           | 2%                                | (4)%       | \$ 50                  | \$ 45                  | (10)%  |
| Return on Average Assets   | 1.28%           | 1.35%           | 1.22%           | 1.17%           | 1.38%           |                                   |            | 1.27%                  | 1.27%                  |  |
| Efficiency Ratio   | 57%             | 57%             | 57%             | 57%             | 56%             |                                   |            | 58%                    | 57%                    |  |
| <b>Net Credit Losses as a % of Average Loans</b>                     | <b>4.18%</b>    | <b>4.20%</b>    | <b>4.44%</b>    | <b>4.36%</b>    | <b>4.37%</b>    |                                   |            | <b>4.35%</b>           | <b>4.39%</b>           |  |
| <b>Revenue by Business</b>   |                 |                 |                 |                 |                 |                                   |            |                        |                        |  |
| Retail Banking   | \$ 881          | \$ 857          | \$ 836          | \$ 923          | \$ 976          | 6%                                | 11%        | \$ 2,590               | \$ 2,735               | 6%   |
| Citi-Branded Cards   | 364             | 355             | 315             | 367             | 394             | 7%                                | 8%         | 1,120                  | 1,076                  | (4)%   |
| Total  | <u>\$ 1,245</u> | <u>\$ 1,212</u> | <u>\$ 1,151</u> | <u>\$ 1,290</u> | <u>\$ 1,370</u> | <u>6%</u>                         | <u>10%</u> | <u>\$ 3,710</u>        | <u>\$ 3,811</u>        | <u>3%</u>  |
| <b>Net Credit Losses by Business</b>                                 |                 |                 |                 |                 |                 |                                   |            |                        |                        |  |
| Retail Banking   | \$ 132          | \$ 138          | \$ 137          | \$ 151          | \$ 143          | (5)%                              | 8%         | \$ 403                 | \$ 431                 | 7%   |
| Citi-Branded Cards   | 122             | 110             | 116             | 126             | 152             | 21%                               | 25%        | 389                    | 394                    | 1%   |
| Total  | <u>\$ 254</u>   | <u>\$ 248</u>   | <u>\$ 253</u>   | <u>\$ 277</u>   | <u>\$ 295</u>   | <u>6%</u>                         | <u>16%</u> | <u>\$ 792</u>          | <u>\$ 825</u>          | <u>4%</u>  |
| <b>Income from Continuing Operations by Business</b>                 |                 |                 |                 |                 |                 |                                   |            |                        |                        |  |
| Retail Banking   | \$ 84           | \$ 85           | \$ 86           | \$ 87           | \$ 125          | 44%                               | 49%        | \$ 270                 | \$ 298                 | 10%  |
| Citi-Branded Cards   | 76              | 69              | 44              | 49              | 39              | (20)%                             | (49)%      | 209                    | 132                    | (37)%  |
| Total  | <u>\$ 160</u>   | <u>\$ 154</u>   | <u>\$ 130</u>   | <u>\$ 136</u>   | <u>\$ 164</u>   | <u>21%</u>                        | <u>3%</u>  | <u>\$ 479</u>          | <u>\$ 430</u>          | <u>(10)%</u>                                     |

**FX Translation Impact:**

|  |                 |                 |                 |                 |                 |     |      |                 |                 |       |
|--|-----------------|-----------------|-----------------|-----------------|-----------------|-----|------|-----------------|-----------------|-------|
| Total Revenue - as Reported            | \$ 1,245        | \$ 1,212        | \$ 1,151        | \$ 1,290        | \$ 1,370        | 6%  | 10%  | \$ 3,710        | \$ 3,811        | 3%    |
| Impact of FX Translation (1)           | 71              | 130             | 116             | 43              | —               |     |      | (92)            | —               |       |
| Total Revenues - Ex-FX (1)             | <u>\$ 1,316</u> | <u>\$ 1,342</u> | <u>\$ 1,267</u> | <u>\$ 1,333</u> | <u>\$ 1,370</u> | 3%  | 4%   | <u>\$ 3,618</u> | <u>\$ 3,811</u> | 5%    |
| Total Operating Expenses - as Reported | \$ 707          | \$ 688          | \$ 659          | \$ 735          | \$ 768          | 4%  | 9%   | \$ 2,150        | \$ 2,162        | 1%    |
| Impact of FX Translation (1)           | 33              | 62              | 54              | 20              | —               |     |      | (43)            | —               |       |
| Total Operating Expenses - Ex-FX (1)   | <u>\$ 740</u>   | <u>\$ 750</u>   | <u>\$ 713</u>   | <u>\$ 755</u>   | <u>\$ 768</u>   | 2%  | 4%   | <u>\$ 2,107</u> | <u>\$ 2,162</u> | 3%    |
| Provisions for LLR & PBC - as Reported | \$ 304          | \$ 306          | \$ 288          | \$ 341          | \$ 357          | 5%  | 17%  | \$ 890          | \$ 986          | 11%   |
| Impact of FX Translation (1)           | 18              | 35              | 30              | 12              | —               |     |      | (23)            | —               |       |
| Provisions for LLR & PBC - Ex-FX (1)   | <u>\$ 322</u>   | <u>\$ 341</u>   | <u>\$ 318</u>   | <u>\$ 353</u>   | <u>\$ 357</u>   | 1%  | 11%  | <u>\$ 867</u>   | <u>\$ 986</u>   | 14%   |
| Net Income - as Reported               | \$ 158          | \$ 153          | \$ 129          | \$ 134          | \$ 163          | 22% | 3%   | \$ 475          | \$ 426          | (10)% |
| Impact of FX Translation (1)           | 13              | 22              | 21              | 7               | —               |     |      | (20)            | —               |       |
| Net Income - Ex-FX (1)                 | <u>\$ 171</u>   | <u>\$ 175</u>   | <u>\$ 150</u>   | <u>\$ 141</u>   | <u>\$ 163</u>   | 16% | (5)% | <u>\$ 455</u>   | <u>\$ 426</u>   | (6)%  |

(1) Reflects the impact of foreign currency (FX) translation into U.S. Dollars at the third quarter of 2017 and year-to-date 2017 average exchange rates for all periods presented. Citigroup's results of operations excluding the impact of FX translation are non-GAAP financial measures.

Reclassified to conform to the current period's presentation.



|  | 3Q<br>2016     | 4Q<br>2016     | 1Q<br>2017     | 2Q<br>2017     | 3Q<br>2017     | 3Q17 Increase/<br>(Decrease) from |      |
|--|----------------|----------------|----------------|----------------|----------------|-----------------------------------|------|
|  |                |                |                |                |                | 2Q17                              | 3Q16 |
| <b>Retail Banking Key Indicators</b> (in billions of dollars, except as otherwise noted)     |                |                |                |                |                |                                   |      |
| Branches (actual)  | 1,494          | 1,494          | 1,499          | 1,496          | 1,497          | —                                 | —    |
| Accounts (in millions)   | 27.7           | 27.6           | 27.9           | 28.0           | 27.6           | (1)%                              | —    |
| Average Deposits   | \$ 25.7        | \$ 25.2        | \$ 25.3        | \$ 27.8        | \$ 28.8        | 4%                                | 12%  |
| Investment Sales   | \$ 5.9         | \$ 5.9         | \$ 5.5         | \$ 5.7         | \$ 6.8         | 19%                               | 15%  |
| Investment AUMs  | \$ 31.0        | \$ 28.9        | \$ 32.5        | \$ 34.1        | \$ 34.8        | 2%                                | 12%  |
| Average Loans  | \$ 19.1        | \$ 18.5        | \$ 18.3        | \$ 20.2        | \$ 21.2        | 5%                                | 11%  |
| EOP Loans:   |                |                |                |                |                |                                   |      |
| Mortgages  | \$ 4.1         | \$ 3.9         | \$ 4.4         | \$ 4.6         | \$ 4.6         | —                                 | 12%  |
| Commercial Banking   | 8.6            | 8.5            | 9.2            | 9.9            | 10.3           | 4%                                | 20%  |
| Personal and Other   | 6.0            | 5.6            | 6.1            | 6.5            | 6.1            | (6)%                              | 2%   |
| Total EOP Loans  | <u>\$ 18.7</u> | <u>\$ 18.0</u> | <u>\$ 19.7</u> | <u>\$ 21.0</u> | <u>\$ 21.0</u> | —                                 | 12%  |
| Net Interest Revenue (in millions) (1)   | \$ 612         | \$ 593         | \$ 582         | \$ 664         | \$ 698         | 5%                                | 14%  |
| As a % of Average Loans (1)  | 12.75%         | 12.75%         | 12.90%         | 13.18%         | 13.06%         |                                   |      |
| Net Credit Losses (in millions)  | \$ 132         | \$ 138         | \$ 137         | \$ 151         | \$ 143         | (5)%                              | 8%   |
| As a % of Average Loans  | 2.75%          | 2.97%          | 3.04%          | 3.00%          | 2.68%          |                                   |      |
| Loans 90+ Days Past Due (in millions)  | \$ 160         | \$ 136         | \$ 141         | \$ 150         | \$ 151         | 1%                                | (6)% |
| As a % of EOP Loans  | 0.86%          | 0.76%          | 0.72%          | 0.71%          | 0.72%          |                                   |      |
| Loans 30-89 Days Past Due (in millions)  | \$ 196         | \$ 185         | \$ 246         | \$ 216         | \$ 244         | 13%                               | 24%  |
| As a % of EOP Loans  | 1.05%          | 1.03%          | 1.25%          | 1.03%          | 1.16%          |                                   |      |
| <b>Citi-Branded Cards Key Indicators</b> (in billions of dollars, except as otherwise noted) |                |                |                |                |                |                                   |      |
| EOP Open Accounts (in millions)  | 5.8            | 5.8            | 5.7            | 5.7            | 5.7            | —                                 | (2)% |
| Purchase Sales (in billions)   | \$ 3.8         | \$ 4.0         | \$ 3.6         | \$ 4.1         | \$ 4.2         | 2%                                | 11%  |
| Average Loans (in billions) (2)  | \$ 5.1         | \$ 5.0         | \$ 4.8         | \$ 5.3         | \$ 5.6         | 6%                                | 10%  |
| EOP Loans (in billions) (2)  | \$ 4.9         | \$ 4.8         | \$ 5.2         | \$ 5.5         | \$ 5.6         | 2%                                | 14%  |
| Average Yield (3)  | 20.32%         | 20.13%         | 19.81%         | 20.50%         | 20.73%         | 1%                                | 2%   |
| Net Interest Revenue (in millions) (4)   | \$ 265         | \$ 247         | \$ 218         | \$ 253         | \$ 287         | 13%                               | 8%   |
| As a % of Average Loans (4)  | 20.67%         | 19.65%         | 18.42%         | 19.15%         | 20.33%         |                                   |      |
| Net Credit Losses (in millions)  | \$ 122         | \$ 110         | \$ 116         | \$ 126         | \$ 152         | 21%                               | 25%  |
| As a % of Average Loans  | 9.52%          | 8.75%          | 9.80%          | 9.54%          | 10.77%         |                                   |      |
| Net Credit Margin (in millions) (5)  | \$ 242         | \$ 245         | \$ 199         | \$ 241         | \$ 242         | —                                 | —    |
| As a % of Average Loans (5)  | 18.88%         | 19.49%         | 16.81%         | 18.24%         | 17.14%         |                                   |      |
| Loans 90+ Days Past Due (in millions)  | \$ 131         | \$ 130         | \$ 137         | \$ 161         | \$ 159         | (1)%                              | 21%  |

|   |    |       |    |       |    |       |    |       |    |       |    |     |
|---|----|-------|----|-------|----|-------|----|-------|----|-------|----|-----|
| As a % of EOP Loans                     |    | 2.67% |    | 2.71% |    | 2.63% |    | 2.93% |    | 2.84% |    |     |
| Loans 30-89 Days Past Due (in millions) | \$ | 131   | \$ | 125   | \$ | 145   | \$ | 151   | \$ | 163   | 8% | 24% |
| As a % of EOP Loans                     |    | 2.67% |    | 2.60% |    | 2.79% |    | 2.75% |    | 2.91% |    |     |

- 
- (1) Also includes net interest revenue related to the region's deposit balances in excess of the average loan portfolio.
  - (2) Average loans, EOP loans and the related consumer delinquency amounts and ratios include interest and fees receivables balances.
  - (3) Average yield is gross interest revenue earned divided by average loans.
  - (4) Net interest revenue includes certain fees that are recorded as interest revenue.
  - (5) Net credit margin is total revenues, net of interest expense, less net credit losses and policy benefits and claims.

Reclassified to conform to the current period's presentation.



GLOBAL CONSUMER BANKING

ASIA (1) - PAGE 1

(In millions of dollars, except as otherwise noted)



|  | 3Q              | 4Q              | 1Q              | 2Q              | 3Q              | 3Q17 Increase/<br>(Decrease) from |            | Nine            | Nine            | YTD 2017 vs.                     |
|--|-----------------|-----------------|-----------------|-----------------|-----------------|-----------------------------------|------------|-----------------|-----------------|----------------------------------|
|  | 2016            | 2016            | 2017            | 2017            | 2017            | 2Q17                              | 3Q16       | Months          | Months          | YTD 2016 Increase/<br>(Decrease) |
| Net Interest Revenue   | \$ 1,136        | \$ 1,110        | \$ 1,105        | \$ 1,149        | \$ 1,200        | 4%                                | 6%         | \$ 3,353        | \$ 3,454        | 3%                               |
| Non-Interest Revenue   | 622             | 586             | 617             | 652             | 669             | 3%                                | 8%         | 1,789           | 1,938           | 8%                               |
| <b>Total Revenues, Net of Interest Expense</b>                       | <b>1,758</b>    | <b>1,696</b>    | <b>1,722</b>    | <b>1,801</b>    | <b>1,869</b>    | <b>4%</b>                         | <b>6%</b>  | <b>5,142</b>    | <b>5,392</b>    | <b>5%</b>                        |
| Total Operating Expenses   | 1,127           | 1,131           | 1,180           | 1,185           | 1,182           | —                                 | 5%         | 3,456           | 3,547           | 3%                               |
| Net Credit Losses  | 168             | 163             | 160             | 157             | 170             | 8%                                | 1%         | 488             | 487             | —                                |
| Credit Reserve Build / (Release)                                     | (4)             | 11              | 13              | (26)            | (21)            | 19%                               | NM         | (39)            | (34)            | 13%                              |
| Provision for Unfunded Lending Commitments                           | (3)             | (1)             | (1)             | (2)             | (1)             | 50%                               | 67%        | (3)             | (4)             | (33)%                            |
| Provision for Benefits and Claims                                    | —               | —               | —               | —               | —               | —                                 | —          | —               | —               | —                                |
| Provisions for Credit Losses and for Benefits and Claims (LLR & PBC) | 161             | 173             | 172             | 129             | 148             | 15%                               | (8)%       | 446             | 449             | 1%                               |
| Income from Continuing Operations before Taxes                       | 470             | 392             | 370             | 487             | 539             | 11%                               | 15%        | 1,240           | 1,396           | 13%                              |
| Income Taxes   | 160             | 131             | 124             | 164             | 184             | 12%                               | 15%        | 418             | 472             | 13%                              |
| <b>Income from Continuing Operations</b>                             | <b>310</b>      | <b>261</b>      | <b>246</b>      | <b>323</b>      | <b>355</b>      | <b>10%</b>                        | <b>15%</b> | <b>822</b>      | <b>924</b>      | <b>12%</b>                       |
| Noncontrolling Interests   | 1               | 1               | —               | 2               | 1               | (50)%                             | —          | 3               | 3               | —                                |
| <b>Net Income</b>  | <b>\$ 309</b>   | <b>\$ 260</b>   | <b>\$ 246</b>   | <b>\$ 321</b>   | <b>\$ 354</b>   | <b>10%</b>                        | <b>15%</b> | <b>\$ 819</b>   | <b>\$ 921</b>   | <b>12%</b>                       |
| Average Assets (in billions)   | \$ 121          | \$ 120          | \$ 123          | \$ 125          | \$ 125          | —                                 | 3%         | \$ 119          | \$ 124          | 4%                               |
| Return on Average Assets   | 1.02%           | 0.86%           | 0.81%           | 1.03%           | 1.12%           |                                   |            | 0.92%           | 0.99%           |                                  |
| Efficiency Ratio   | 64%             | 67%             | 69%             | 66%             | 63%             |                                   |            | 67%             | 66%             |                                  |
| <b>Net Credit Losses as a % of Average Loans</b>                     | <b>0.78%</b>    | <b>0.79%</b>    | <b>0.78%</b>    | <b>0.74%</b>    | <b>0.78%</b>    |                                   |            | <b>0.77%</b>    | <b>0.77%</b>    |                                  |
| <b>Revenue by Business</b>   |                 |                 |                 |                 |                 |                                   |            |                 |                 |                                  |
| Retail Banking   | \$ 1,093        | \$ 1,037        | \$ 1,063        | \$ 1,085        | \$ 1,154        | 6%                                | 6%         | \$ 3,210        | \$ 3,302        | 3%                               |
| Citi-Branded Cards   | 665             | 659             | 659             | 716             | 715             | —                                 | 8%         | 1,932           | 2,090           | 8%                               |
| Total  | <u>\$ 1,758</u> | <u>\$ 1,696</u> | <u>\$ 1,722</u> | <u>\$ 1,801</u> | <u>\$ 1,869</u> | <u>4%</u>                         | <u>6%</u>  | <u>\$ 5,142</u> | <u>\$ 5,392</u> | <u>5%</u>                        |
| <b>Net Credit Losses by Business</b>                                 |                 |                 |                 |                 |                 |                                   |            |                 |                 |                                  |
| Retail Banking   | \$ 73           | \$ 65           | \$ 62           | \$ 54           | \$ 69           | 28%                               | (5)%       | \$ 196          | \$ 185          | (6)%                             |
| Citi-Branded Cards   | 95              | 98              | 98              | 103             | 101             | (2)%                              | 6%         | 292             | 302             | 3%                               |
| Total  | <u>\$ 168</u>   | <u>\$ 163</u>   | <u>\$ 160</u>   | <u>\$ 157</u>   | <u>\$ 170</u>   | <u>8%</u>                         | <u>1%</u>  | <u>\$ 488</u>   | <u>\$ 487</u>   | <u>—</u>                         |
| <b>Income from Continuing Operations by Business</b>                 |                 |                 |                 |                 |                 |                                   |            |                 |                 |                                  |
| Retail Banking   | \$ 190          | \$ 165          | \$ 170          | \$ 193          | \$ 246          | 27%                               | 29%        | \$ 513          | \$ 609          | 19%                              |
| Citi-Branded Cards   | 120             | 96              | 76              | 130             | 109             | (16)%                             | (9)%       | 309             | 315             | 2%                               |
| Total  | <u>\$ 310</u>   | <u>\$ 261</u>   | <u>\$ 246</u>   | <u>\$ 323</u>   | <u>\$ 355</u>   | <u>10%</u>                        | <u>15%</u> | <u>\$ 822</u>   | <u>\$ 924</u>   | <u>12%</u>                       |

**FX Translation Impact:**

|  |                 |                 |                 |                 |                 |      |      |                 |                 |     |
|--|-----------------|-----------------|-----------------|-----------------|-----------------|------|------|-----------------|-----------------|-----|
| Total Revenue - as Reported            | \$ 1,758        | \$ 1,696        | \$ 1,722        | \$ 1,801        | \$ 1,869        | 4%   | 6%   | \$ 5,142        | \$ 5,392        | 5%  |
| Impact of FX Translation (2)           | 18              | 50              | 30              | 17              | —               |      |      | 53              | —               |     |
| Total Revenues - Ex-FX (2)             | <u>\$ 1,776</u> | <u>\$ 1,746</u> | <u>\$ 1,752</u> | <u>\$ 1,818</u> | <u>\$ 1,869</u> | 3%   | 5%   | <u>\$ 5,195</u> | <u>\$ 5,392</u> | 4%  |
| Total Operating Expenses - as Reported | \$ 1,127        | \$ 1,131        | \$ 1,180        | \$ 1,185        | \$ 1,182        | —    | 5%   | \$ 3,456        | \$ 3,547        | 3%  |
| Impact of FX Translation (2)           | 10              | 35              | 21              | 10              | —               |      |      | 33              | —               |     |
| Total Operating Expenses - Ex-FX (2)   | <u>\$ 1,137</u> | <u>\$ 1,166</u> | <u>\$ 1,201</u> | <u>\$ 1,195</u> | <u>\$ 1,182</u> | (1)% | 4%   | <u>\$ 3,489</u> | <u>\$ 3,547</u> | 2%  |
| Provisions for LLR & PBC - as Reported | \$ 161          | \$ 173          | \$ 172          | \$ 129          | \$ 148          | 15%  | (8)% | \$ 446          | \$ 449          | 1%  |
| Impact of FX Translation (2)           | 2               | 6               | 4               | 3               | —               |      |      | 3               | —               |     |
| Provisions for LLR & PBC - Ex-FX (2)   | <u>\$ 163</u>   | <u>\$ 179</u>   | <u>\$ 176</u>   | <u>\$ 132</u>   | <u>\$ 148</u>   | 12%  | (9)% | <u>\$ 449</u>   | <u>\$ 449</u>   | —   |
| Net Income - as Reported               | \$ 309          | \$ 260          | \$ 246          | \$ 321          | \$ 354          | 10%  | 15%  | \$ 819          | \$ 921          | 12% |
| Impact of FX Translation (2)           | 4               | 5               | 3               | 3               | —               |      |      | 10              | —               |     |
| Net Income - Ex-FX (2)                 | <u>\$ 313</u>   | <u>\$ 265</u>   | <u>\$ 249</u>   | <u>\$ 324</u>   | <u>\$ 354</u>   | 9%   | 13%  | <u>\$ 829</u>   | <u>\$ 921</u>   | 11% |

(1) Asia GCB includes the results of operations of GCB activities in certain EMEA countries for all periods presented.

(2) Reflects the impact of foreign currency (FX) translation into U.S. Dollars at the third quarter of 2017 and year-to-date 2017 average exchange rates for all periods presented. Citigroup's results of operations excluding the impact of FX translation are non-GAAP financial measures.

NM Not meaningful.

Reclassified to conform to the current period's presentation.



|  | 3Q<br>2016     | 4Q<br>2016     | 1Q<br>2017     | 2Q<br>2017     | 3Q<br>2017     | 3Q17 Increase/<br>(Decrease) from |       |
|--|----------------|----------------|----------------|----------------|----------------|-----------------------------------|-------|
|  |                |                |                |                |                | 2Q17                              | 3Q16  |
| <b>Retail Banking Key Indicators</b> (in billions of dollars, except as otherwise noted)     |                |                |                |                |                |                                   |       |
| Branches (actual)  | 427            | 401            | 397            | 379            | 282            | (26)%                             | (34)% |
| Accounts (in millions)   | 16.8           | 16.5           | 16.4           | 16.3           | 16.2           | (1)%                              | (4)%  |
| Average Deposits   | \$ 91.6        | \$ 89.9        | \$ 92.7        | \$ 94.3        | \$ 95.2        | 1%                                | 4%    |
| Investment Sales   | \$ 8.6         | \$ 7.3         | \$ 9.2         | \$ 9.6         | \$ 11.8        | 23%                               | 37%   |
| Investment AUMs  | \$ 56.8        | \$ 55.8        | \$ 59.1        | \$ 62.0        | \$ 64.8        | 5%                                | 14%   |
| Average Loans  | \$ 67.9        | \$ 64.6        | \$ 65.1        | \$ 66.5        | \$ 67.4        | 1%                                | (1)%  |
| EOP Loans:   |                |                |                |                |                |                                   |       |
| Mortgages  | \$ 33.3        | \$ 31.3        | \$ 32.5        | \$ 32.5        | \$ 32.6        | —                                 | (2)%  |
| Commercial Banking   | 15.8           | 14.5           | 15.5           | 15.7           | 15.8           | 1%                                | —     |
| Personal and Other   | 19.0           | 17.2           | 18.2           | 18.6           | 19.1           | 3%                                | 1%    |
| Total EOP Loans  | <u>\$ 68.1</u> | <u>\$ 63.0</u> | <u>\$ 66.2</u> | <u>\$ 66.8</u> | <u>\$ 67.5</u> | 1%                                | (1)%  |
| Net Interest Revenue (in millions) (2)   | \$ 669         | \$ 644         | \$ 636         | \$ 662         | \$ 688         | 4%                                | 3%    |
| As a % of Average Loans (2)  | 3.92%          | 3.97%          | 3.96%          | 3.99%          | 4.05%          |                                   |       |
| Net Credit Losses (in millions)  | \$ 73          | \$ 65          | \$ 62          | \$ 54          | \$ 69          | 28%                               | (5)%  |
| As a % of Average Loans  | 0.43%          | 0.40%          | 0.39%          | 0.33%          | 0.41%          |                                   |       |
| Loans 90+ Days Past Due (in millions)  | \$ 163         | \$ 157         | \$ 165         | \$ 172         | \$ 171         | (1)%                              | 5%    |
| As a % of EOP Loans  | 0.24%          | 0.25%          | 0.25%          | 0.26%          | 0.25%          |                                   |       |
| Loans 30-89 Days Past Due (in millions)  | \$ 328         | \$ 327         | \$ 342         | \$ 340         | \$ 291         | (14)%                             | (11)% |
| As a % of EOP Loans  | 0.48%          | 0.52%          | 0.52%          | 0.51%          | 0.43%          |                                   |       |
| <b>Citi-Branded Cards Key Indicators</b> (in billions of dollars, except as otherwise noted) |                |                |                |                |                |                                   |       |
| EOP Open Accounts (in millions)  | 16.4           | 16.3           | 16.7           | 16.7           | 16.6           | (1)%                              | 1%    |
| Purchase Sales (in billions)   | \$ 18.7        | \$ 19.4        | \$ 19.2        | \$ 20.1        | \$ 20.3        | 1%                                | 9%    |
| Average Loans (in billions) (3)  | \$ 17.6        | \$ 17.3        | \$ 18.1        | \$ 18.4        | \$ 18.8        | 2%                                | 7%    |
| EOP Loans (in billions) (3)  | \$ 17.7        | \$ 17.5        | \$ 18.3        | \$ 18.8        | \$ 18.8        | —                                 | 6%    |
| Average Yield (4)  | 12.82%         | 12.92%         | 12.87%         | 12.84%         | 12.71%         | (1)%                              | (1)%  |
| Net Interest Revenue (in millions) (5)   | \$ 467         | \$ 466         | \$ 468         | \$ 487         | \$ 513         | 5%                                | 10%   |
| As a % of Average Loans (6)  | 10.56%         | 10.72%         | 10.49%         | 10.62%         | 10.83%         |                                   |       |
| Net Credit Losses (in millions)  | \$ 95          | \$ 98          | \$ 98          | \$ 103         | \$ 101         | (2)%                              | 6%    |
| As a % of Average Loans  | 2.15%          | 2.25%          | 2.20%          | 2.25%          | 2.13%          |                                   |       |
| Net Credit Margin (in millions) (6)  | \$ 570         | \$ 561         | \$ 561         | \$ 613         | \$ 614         | —                                 | 8%    |
| As a % of Average Loans (6)  | 12.88%         | 12.90%         | 12.57%         | 13.36%         | 12.96%         |                                   |       |
| Loans 90+ Days Past Due  | \$ 185         | \$ 180         | \$ 183         | \$ 193         | \$ 191         | (1)%                              | 3%    |
| As a % of EOP Loans  | 1.05%          | 1.03%          | 1.00%          | 1.03%          | 1.02%          |                                   |       |
| Loans 30-89 Days Past Due  | \$ 240         | \$ 224         | \$ 232         | \$ 251         | \$ 254         | 1%                                | 6%    |

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As a % of EOP Loans

1.36%

1.28%

1.27%

1.34%

1.35%

- 
- (1) Asia GCB includes the results of operations of GCB activities in certain EMEA countries 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.

Reclassified to conform to the current period's presentation.

**INSTITUTIONAL CLIENTS GROUP**  
(In millions of dollars, except as otherwise noted)



|  | 3Q<br>2016      | 4Q<br>2016      | 1Q<br>2017      | 2Q<br>2017      | 3Q<br>2017      | 3Q17 Increase/<br>(Decrease) from |            | Nine<br>Months<br>2016 | Nine<br>Months<br>2017 | YTD 2017 vs.<br>YTD 2016 Increase/<br>(Decrease) |
|--|-----------------|-----------------|-----------------|-----------------|-----------------|-----------------------------------|------------|------------------------|------------------------|--|
|  |                 |                 |                 |                 |                 | 2Q17                              | 3Q16       |                        |                        |  |
| Commissions and Fees                                     | \$ 929          | \$ 969          | \$ 985          | \$ 1,020        | \$ 1,036        | 2%                                | 12%        | 2,889                  | 3,041                  | 5%   |
| Administration and Other Fiduciary Fees                  | 610             | 592             | 644             | 719             | 710             | (1)%                              | 16%        | 1,845                  | 2,073                  | 12%  |
| Investment Banking                                       | 917             | 969             | 1,044           | 1,180           | 1,099           | (7)%                              | 20%        | 2,686                  | 3,323                  | 24%  |
| Principal Transactions                                   | 2,064           | 1,783           | 2,668           | 2,079           | 1,757           | (15)%                             | (15)%      | 5,552                  | 6,504                  | 17%  |
| Other  | (125)           | (66)            | (5)             | 240             | 704             | NM                                | NM         | (86)                   | 939                    | NM   |
| Total Non-Interest Revenue                               | 4,395           | 4,247           | 5,336           | 5,238           | 5,306           | 1%                                | 21%        | 12,886                 | 15,880                 | 23%  |
| Net Interest Revenue (including Dividends)               | 4,064           | 3,937           | 3,790           | 3,975           | 3,925           | (1)%                              | (3)%       | 12,157                 | 11,690                 | (4)%   |
| <b>Total Revenues, Net of Interest Expense</b>           | <b>8,459</b>    | <b>8,184</b>    | <b>9,126</b>    | <b>9,213</b>    | <b>9,231</b>    | —                                 | 9%         | <b>25,043</b>          | <b>27,570</b>          | <b>10%</b>                                       |
| Total Operating Expenses                                 | 4,687           | 4,634           | 4,945           | 5,019           | 4,939           | (2)%                              | 5%         | 14,322                 | 14,903                 | 4%   |
| Net Credit Losses  | 45              | 119             | 25              | 71              | 44              | (38)%                             | (2)%       | 397                    | 140                    | (65)%  |
| Credit Reserve Build / (Release)                         | (93)            | (53)            | (176)           | (15)            | (38)            | NM                                | 59%        | (11)                   | (229)                  | NM   |
| Provision for Unfunded Lending Commitments               | (42)            | 38              | (54)            | 31              | (170)           | NM                                | NM         | (4)                    | (193)                  | NM   |
| Provision for Benefits and Claims                        | —               | —               | —               | —               | —               | —                                 | —          | —                      | —                      | —  |
| Provisions for Credit Losses and for Benefits and Claims | (90)            | 104             | (205)           | 87              | (164)           | NM                                | (82)%      | 382                    | (282)                  | NM   |
| Income from Continuing Operations before Taxes           | 3,862           | 3,446           | 4,386           | 4,107           | 4,456           | 8%                                | 15%        | 10,339                 | 12,949                 | 25%  |
| Income Taxes   | 1,202           | 1,065           | 1,375           | 1,327           | 1,394           | 5%                                | 16%        | 3,195                  | 4,096                  | 28%  |
| <b>Income from Continuing Operations</b>                 | <b>2,660</b>    | <b>2,381</b>    | <b>3,011</b>    | <b>2,780</b>    | <b>3,062</b>    | <b>10%</b>                        | <b>15%</b> | <b>7,144</b>           | <b>8,853</b>           | <b>24%</b>                                       |
| Noncontrolling Interests                                 | 19              | 12              | 15              | 18              | 14              | (22)%                             | (26)%      | 46                     | 47                     | 2%   |
| <b>Net Income</b>  | <b>\$ 2,641</b> | <b>\$ 2,369</b> | <b>\$ 2,996</b> | <b>\$ 2,762</b> | <b>\$ 3,048</b> | <b>10%</b>                        | <b>15%</b> | <b>\$ 7,098</b>        | <b>\$ 8,806</b>        | <b>24%</b>                                       |
| EOP Assets (in billions)                                 | \$ 1,303        | \$ 1,277        | \$ 1,314        | \$ 1,353        | \$ 1,370        | 1%                                | 5%         |                        |                        |  |
| Average Assets (in billions)                             | \$ 1,310        | \$ 1,310        | \$ 1,318        | \$ 1,360        | \$ 1,369        | 1%                                | 5%         | \$ 1,294               | \$ 1,349               | 4%   |
| Return on Average Assets (ROA)                           | 0.80%           | 0.72%           | 0.92%           | 0.81%           | 0.88%           |                                   |            | 0.73%                  | 0.87%                  |  |
| Efficiency Ratio   | 55%             | 57%             | 54%             | 54%             | 54%             |                                   |            | 57%                    | 54%                    |  |
| <b>Revenue by Region</b>                                 |                 |                 |                 |                 |                 |                                   |            |                        |                        |  |
| North America  | \$ 3,191        | \$ 2,949        | \$ 3,455        | \$ 3,568        | \$ 3,638        | 2%                                | 14%        | \$ 9,564               | \$ 10,661              | 11%  |
| EMEA   | 2,506           | 2,605           | 2,807           | 2,837           | 2,655           | (6)%                              | 6%         | 7,250                  | 8,299                  | 14%  |
| Latin America  | 999             | 994             | 1,127           | 1,042           | 1,059           | 2%                                | 6%         | 2,983                  | 3,228                  | 8%   |
| Asia   | 1,763           | 1,636           | 1,737           | 1,766           | 1,879           | 6%                                | 7%         | 5,246                  | 5,382                  | 3%   |
| <b>Total Revenues, net of Interest Expense</b>           | <b>\$ 8,459</b> | <b>\$ 8,184</b> | <b>\$ 9,126</b> | <b>\$ 9,213</b> | <b>\$ 9,231</b> | —                                 | 9%         | <b>\$ 25,043</b>       | <b>\$ 27,570</b>       | <b>10%</b>                                       |
| <b>Income from Continuing Operations by Region</b>       |                 |                 |                 |                 |                 |                                   |            |                        |                        |  |
| North America  | \$ 1,067        | \$ 877          | \$ 1,100        | \$ 1,112        | \$ 1,322        | 19%                               | 24%        | \$ 2,618               | \$ 3,534               | 35%  |
| EMEA   | 649             | 647             | 855             | 779             | 746             | (4)%                              | 15%        | 1,718                  | 2,380                  | 39%  |
| Latin America  | 389             | 343             | 475             | 333             | 380             | 14%                               | (2)%       | 1,111                  | 1,188                  | 7%   |

|   |                 |                 |                 |                 |                 |      |      |                 |                 |      |
|---|-----------------|-----------------|-----------------|-----------------|-----------------|------|------|-----------------|-----------------|------|
| Asia  | 555             | 514             | 581             | 556             | 614             | 10%  | 11%  | 1,697           | 1,751           | 3%   |
| <b>Income from Continuing Operations</b>      | <u>\$ 2,660</u> | <u>\$ 2,381</u> | <u>\$ 3,011</u> | <u>\$ 2,780</u> | <u>\$ 3,062</u> | 10%  | 15%  | <u>\$ 7,144</u> | <u>\$ 8,853</u> | 24%  |
| <b>Average Loans by Region (in billions)</b>  |                 |                 |                 |                 |                 |      |      |                 |                 |      |
| North America                                 | \$ 145          | 149             | \$ 146          | \$ 150          | \$ 152          | 1%   | 5%   | \$ 142          | \$ 149          | 5%   |
| EMEA  | 68              | 66              | 65              | 67              | 71              | 6%   | 4%   | 66              | 68              | 3%   |
| Latin America                                 | 36              | 34              | 34              | 35              | 34              | (3)% | (6)% | 36              | 34              | (6)% |
| Asia  | 58              | 55              | 57              | 61              | 64              | 5%   | 10%  | 58              | 61              | 5%   |
| Total   | <u>\$ 307</u>   | <u>\$ 304</u>   | <u>\$ 302</u>   | <u>\$ 313</u>   | <u>\$ 321</u>   | 3%   | 5%   | <u>\$ 302</u>   | <u>\$ 312</u>   | 3%   |
| <b>EOP Deposits by Region (in billions)</b>   |                 |                 |                 |                 |                 |      |      |                 |                 |      |
| North America                                 | \$ 276          | \$ 282          | \$ 287          | \$ 280          | \$ 290          | 4%   | 5%   |                 |                 |      |
| EMEA  | 170             | 164             | 161             | 170             | 172             | 1%   | 1%   |                 |                 |      |
| Latin America                                 | 26              | 26              | 28              | 27              | 26              | (4)% | (1)% |                 |                 |      |
| Asia  | 147             | 140             | 144             | 147             | 152             | 3%   | 4%   |                 |                 |      |
| Total   | <u>\$ 619</u>   | <u>\$ 612</u>   | <u>\$ 620</u>   | <u>\$ 624</u>   | <u>\$ 640</u>   | 3%   | 3%   |                 |                 |      |
| <b>EOP Deposits by Business (in billions)</b> |                 |                 |                 |                 |                 |      |      |                 |                 |      |
| Treasury and Trade Solutions                  | \$ 417          | \$ 412          | \$ 417          | \$ 421          | \$ 428          | 2%   | 3%   |                 |                 |      |
| All Other ICG Businesses                      | 202             | 200             | 203             | 203             | 211             | 4%   | 4%   |                 |                 |      |
| Total   | <u>\$ 619</u>   | <u>\$ 612</u>   | <u>\$ 620</u>   | <u>\$ 624</u>   | <u>\$ 639</u>   | 2%   | 3%   |                 |                 |      |

NM Not meaningful.

Reclassified to conform to the current period's presentation.

**INSTITUTIONAL CLIENTS GROUP**  
**REVENUES BY BUSINESS**  
(In millions of dollars, except as otherwise noted)



|  | 3Q<br>2016      | 4Q<br>2016      | 1Q<br>2017      | 2Q<br>2017      | 3Q<br>2017      | 3Q17 Increase/<br>(Decrease) from |            | Nine<br>Months<br>2016 | Nine<br>Months<br>2017 | YTD 2017 vs.<br>YTD 2016 Increase/<br>(Decrease) |
|--|-----------------|-----------------|-----------------|-----------------|-----------------|-----------------------------------|------------|------------------------|------------------------|--|
|  |                 |                 |                 |                 |                 | 2Q17                              | 3Q16       |                        |                        |  |
| <b>Revenue Details:</b>  |                 |                 |                 |                 |                 |                                   |            |                        |                        |  |
| Investment Banking:  |                 |                 |                 |                 |                 |                                   |            |                        |                        |  |
| Advisory   | \$ 239          | \$ 296          | \$ 246          | \$ 314          | \$ 237          | (25)%                             | (1)%       | \$ 704                 | \$ 797                 | 13%  |
| Equity Underwriting  | 146             | 190             | 235             | 295             | 290             | (2)%                              | 99%        | 438                    | 820                    | 87%  |
| Debt Underwriting  | 698             | 645             | 733             | 877             | 704             | (20)%                             | 1%         | 2,029                  | 2,314                  | 14%  |
| Total Investment Banking   | 1,083           | 1,131           | 1,214           | 1,486           | 1,231           | (17)%                             | 14%        | 3,171                  | 3,931                  | 24%  |
| Treasury and Trade Solutions   | 1,986           | 2,009           | 2,075           | 2,065           | 2,144           | 4%                                | 8%         | 5,888                  | 6,284                  | 7%   |
| Corporate Lending - Excluding Gain/(Loss) on Loan Hedges               |                 |                 |                 |                 |                 |                                   |            |                        |                        |  |
| Private Bank   | 680             | 671             | 744             | 788             | 785             | —                                 | 15%        | 2,038                  | 2,317                  | 14%  |
| <b>Total Banking Revenues (Ex-Gain/(Loss) on Loan Hedges) (1)</b>      | <b>\$ 4,188</b> | <b>\$ 4,259</b> | <b>\$ 4,467</b> | <b>\$ 4,816</b> | <b>\$ 4,662</b> | <b>(3)%</b>                       | <b>11%</b> | <b>\$ 12,367</b>       | <b>\$ 13,945</b>       | <b>13%</b>                                       |
| Corporate Lending — Gain/(Loss) on Loan Hedges (1)                     | (218)           | (107)           | (115)           | 9               | (48)            | NM                                | 78%        | (487)                  | (154)                  | 68%  |
| <b>Total Banking Revenues including G(L) on Loan Hedges (1)</b>        | <b>\$ 3,970</b> | <b>\$ 4,152</b> | <b>\$ 4,352</b> | <b>\$ 4,825</b> | <b>\$ 4,614</b> | <b>(4)%</b>                       | <b>16%</b> | <b>\$ 11,880</b>       | <b>\$ 13,791</b>       | <b>16%</b>                                       |
| Fixed Income Markets   | \$ 3,413        | \$ 2,957        | \$ 3,622        | \$ 3,215        | \$ 2,877        | (11)%                             | (16)%      | \$ 9,896               | \$ 9,714               | (2)%   |
| Equity Markets   | 654             | 685             | 769             | 691             | 757             | 10%                               | 16%        | 2,127                  | 2,217                  | 4%   |
| Securities Services  | 533             | 529             | 543             | 584             | 599             | 3%                                | 12%        | 1,623                  | 1,726                  | 6%   |
| Other (2)  | (111)           | (139)           | (160)           | (102)           | 384             | NM                                | NM         | (483)                  | 122                    | NM   |
| <b>Total Markets and Securities Services</b>                           | <b>\$ 4,489</b> | <b>\$ 4,032</b> | <b>\$ 4,774</b> | <b>\$ 4,388</b> | <b>\$ 4,617</b> | <b>5%</b>                         | <b>3%</b>  | <b>\$ 13,163</b>       | <b>\$ 13,779</b>       | <b>5%</b>  |
| <b>Total Revenues, net of Interest Expense</b>                         | <b>\$ 8,459</b> | <b>\$ 8,184</b> | <b>\$ 9,126</b> | <b>\$ 9,213</b> | <b>\$ 9,231</b> | <b>—</b>                          | <b>9%</b>  | <b>\$ 25,043</b>       | <b>\$ 27,570</b>       | <b>10%</b>                                       |
| <b>Taxable-equivalent adjustments (3)</b>                              | <b>\$ 162</b>   | <b>\$ 169</b>   | <b>\$ 189</b>   | <b>\$ 177</b>   | <b>\$ 176</b>   | <b>(1)%</b>                       | <b>9%</b>  | <b>\$ 472</b>          | <b>\$ 542</b>          | <b>15%</b>                                       |
| <b>Total ICG Revenues including taxable-equivalent adjustments (3)</b> | <b>\$ 8,621</b> | <b>\$ 8,353</b> | <b>\$ 9,315</b> | <b>\$ 9,390</b> | <b>\$ 9,407</b> | <b>—</b>                          | <b>9%</b>  | <b>\$ 25,515</b>       | <b>\$ 28,112</b>       | <b>10%</b>                                       |
| Commissions and Fees   | \$ 115          | \$ 122          | \$ 140          | \$ 154          | \$ 167          | 8%                                | 45%        | 352                    | 461                    | 31%  |
| Principal Transactions (4)   | 1,825           | 1,604           | 2,318           | 1,890           | 1,546           | (18)%                             | (15)%      | 4,934                  | 5,754                  | 17%  |
| Other  | 171             | (9)             | 149             | 181             | 129             | (29)%                             | (25)%      | 600                    | 459                    | (24)%  |
| Total Non-Interest Revenue   | \$ 2,111        | \$ 1,717        | \$ 2,607        | \$ 2,225        | \$ 1,842        | (17)%                             | (13)%      | \$ 5,886               | \$ 6,674               | 13%  |
| Net Interest Revenue   | 1,302           | 1,240           | 1,015           | 990             | 1,035           | 5%                                | (21)%      | 4,010                  | 3,040                  | (24)%  |

|                                      |                 |                 |                 |                 |                 |       |       |                 |                 |      |
|--------------------------------------|-----------------|-----------------|-----------------|-----------------|-----------------|-------|-------|-----------------|-----------------|------|
| <b>Total Fixed Income Markets</b>    | <u>\$ 3,413</u> | <u>\$ 2,957</u> | <u>\$ 3,622</u> | <u>\$ 3,215</u> | <u>\$ 2,877</u> | (11)% | (16)% | <u>\$ 9,896</u> | <u>\$ 9,714</u> | (2)% |
| Rates and Currencies                 | \$ 2,362        | \$ 2,230        | \$ 2,503        | \$ 2,227        | \$ 2,161        | (3)%  | (9)%  | \$ 7,059        | \$ 6,891        | (2)% |
| Spread Products / Other Fixed Income | 1,051           | 727             | 1,119           | 988             | 716             | (28)% | (32)% | 2,837           | 2,823           | —    |
| <b>Total Fixed Income Markets</b>    | <u>\$ 3,413</u> | <u>\$ 2,957</u> | <u>\$ 3,622</u> | <u>\$ 3,215</u> | <u>\$ 2,877</u> | (11)% | (16)% | <u>\$ 9,896</u> | <u>\$ 9,714</u> | (2)% |
| Commissions and Fees                 | \$ 302          | \$ 322          | \$ 316          | \$ 313          | \$ 301          | (4)%  | —     | 978             | 930             | (5)% |
| Principal Transactions (4)           | 45              | 86              | 166             | (25)            | 190             | NM    | NM    | 48              | 331             | NM   |
| Other                                | 4               | 6               | 8               | (7)             | (5)             | 29%   | NM    | 133             | (4)             | NM   |
| Total Non-Interest Revenue           | \$ 351          | \$ 414          | \$ 490          | \$ 281          | \$ 486          | 73%   | 38%   | \$ 1,159        | \$ 1,257        | 8%   |
| Net Interest Revenue                 | 303             | 271             | 279             | 410             | 271             | (34)% | (11)% | 968             | 960             | (1)% |
| <b>Total Equity Markets</b>          | <u>\$ 654</u>   | <u>\$ 685</u>   | <u>\$ 769</u>   | <u>\$ 691</u>   | <u>\$ 757</u>   | 10%   | 16%   | <u>\$ 2,127</u> | <u>\$ 2,217</u> | 4%   |

(1) 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 are netted against the core lending revenues. Citigroup's results of operations excluding the impact of gain/(loss) on loan hedges are non-GAAP financial measures.

(2) The third quarter of 2017, includes a \$583 million (\$354 million after-tax) gain related to the sale of Citi's fixed income analytics business.

(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.

(4) Excludes principal transactions revenues of ICG businesses other than Markets, primarily treasury and trade solutions and the private bank.

NM Not meaningful.

Reclassified to conform to the current period's presentation.



**CORPORATE / OTHER (1)**

(In millions of dollars, except as otherwise noted)



|  | 3Q             | 4Q             | 1Q           | 2Q             | 3Q             | 3Q17 Increase/<br>(Decrease) from |              | Nine<br>Months<br>2016 | Nine<br>Months<br>2017 |
|--|----------------|----------------|--------------|----------------|----------------|-----------------------------------|--------------|------------------------|------------------------|
|  | 2016           | 2016           | 2017         | 2017           | 2017           | 2Q17                              | 3Q16         |                        |                        |
| Net Interest Revenue   | \$ 706         | \$ 569         | \$ 545       | \$ 491         | \$ 507         | 3%                                | (28)%        | \$ 2,416               | \$ 1,543               |
| Non-interest revenue   | 431            | 292            | 632          | 162            | 2              | (99)%                             | (100)%       | 1,852                  | 796                    |
| <b>Total Revenues, Net of Interest Expense</b>                     | <b>1,137</b>   | <b>861</b>     | <b>1,177</b> | <b>653</b>     | <b>509</b>     | <b>(22)%</b>                      | <b>(55)%</b> | <b>4,268</b>           | <b>2,339</b>           |
| Total Operating Expenses   | 1,288          | 1,130          | 1,117        | 990            | 822            | (17)%                             | (36)%        | 3,847                  | 2,929                  |
| Net Credit Losses  | 131            | 61             | 81           | 24             | 29             | 21%                               | (78)%        | 374                    | 134                    |
| Credit Reserve Build / (Release)                                   | (122)          | (80)           | (35)         | (154)          | (79)           | 49%                               | 35%          | (376)                  | (268)                  |
| Provision for Benefits and Claims                                  | 9              | —              | 1            | —              | —              | —                                 | (100)%       | 98                     | 1                      |
| Provision for Unfunded Lending Commitments                         | —              | (2)            | 5            | (2)            | —              | 100%                              | —            | (6)                    | 3                      |
| Total provisions for credit losses and for benefits and claims (2) | 18             | (21)           | 52           | (132)          | (50)           | 62%                               | NM           | 90                     | (130)                  |
| Income from Continuing Operations before Taxes                     | (169)          | (248)          | 8            | (205)          | (263)          | (28)%                             | (56)%        | 331                    | (460)                  |
| Income Taxes (Benefits)  | (146)          | (233)          | (96)         | (179)          | (164)          | 8%                                | (12)%        | (238)                  | (439)                  |
| <b>Income (Loss) from Continuing Operations</b>                    | <b>(23)</b>    | <b>(15)</b>    | <b>104</b>   | <b>(26)</b>    | <b>(99)</b>    | <b>NM</b>                         | <b>NM</b>    | <b>569</b>             | <b>(21)</b>            |
| <b>Income (Loss) from Discontinued Operations, net of taxes</b>    | <b>(30)</b>    | <b>(3)</b>     | <b>(18)</b>  | <b>21</b>      | <b>(5)</b>     | <b>NM</b>                         | <b>83%</b>   | <b>(55)</b>            | <b>(2)</b>             |
| Noncontrolling Interests   | (5)            | 2              | (6)          | 10             | (17)           | NM                                | NM           | (4)                    | (13)                   |
| <b>Net Income (Loss)</b>   | <b>\$ (48)</b> | <b>\$ (20)</b> | <b>\$ 92</b> | <b>\$ (15)</b> | <b>\$ (87)</b> | <b>NM</b>                         | <b>(81)%</b> | <b>\$ 518</b>          | <b>\$ (10)</b>         |
| EOP Assets (in billions of dollars)                                | \$ 104         | \$ 103         | \$ 95        | \$ 92          | \$ 100         | 9%                                | (4)%         |                        |                        |
| Average Assets (in billions of dollars)                            | \$ 111         | \$ 100         | \$ 102       | \$ 95          | \$ 102         | 7%                                | (8)%         | \$ 120                 | \$ 100                 |
| Return on Average Assets   | (0.17)%        | (0.08)%        | 0.37%        | (0.06)%        | (0.34)%        |                                   |              | 0.58%                  | (0.01)%                |
| Efficiency Ratio   | 113%           | 131%           | 95%          | 152%           | 161%           |                                   |              | 90%                    | 125%                   |

**Corporate/Other Consumer Key Indicators:**
**Consumer - International (2)**

|                             |        |        |        |        |        |       |       |       |       |
|-----------------------------|--------|--------|--------|--------|--------|-------|-------|-------|-------|
| Branches (actual)           | 224    | 61     | 50     | 49     | 49     | —     | (78)% |       |       |
| Average Loans (in billions) | \$ 5.4 | \$ 2.4 | \$ 2.1 | \$ 1.9 | \$ 1.9 | —     | (65)% | 6.1   | 2.0   |
| EOP Loans (in billions)     | \$ 5.5 | \$ 2.4 | \$ 2.1 | \$ 1.8 | \$ 1.7 | (6)%  | (69)% |       |       |
| Net Interest Revenue        | \$ 246 | \$ 94  | \$ 76  | \$ 80  | \$ 63  | (21)% | (74)% |       |       |
| As a % of Average Loans     | 18.12% | 15.58% | 14.68% | 16.89% | 13.16% |       |       |       |       |
| Net Credit Losses           | \$ 82  | \$ 32  | \$ 26  | \$ 24  | \$ 25  | 4%    | (70)% | 237   | 75    |
| As a % of Average Loans     | 6.04%  | 5.30%  | 5.02%  | 5.07%  | 5.22%  |       |       | 3.89% | 3.75% |
| Loans 90+ Days Past Due     | \$ 164 | \$ 94  | \$ 77  | \$ 63  | \$ 57  | (10)% | (65)% |       |       |
| As a % of EOP Loans         | 2.98%  | 3.92%  | 3.67%  | 3.50%  | 3.35%  |       |       |       |       |
| Loans 30-89 Days Past Due   | \$ 135 | \$ 49  | \$ 60  | \$ 44  | \$ 47  | 7%    | (65)% |       |       |
| As a % of EOP Loans         | 2.45%  | 2.04%  | 2.86%  | 2.44%  | 2.76%  |       |       |       |       |

**Consumer - North America**

|  |    |       |    |       |    |       |    |         |    |       |  |      |  |        |       |       |
|--|----|-------|----|-------|----|-------|----|---------|----|-------|--|------|--|--------|-------|-------|
| Branches (actual)                      |    | 259   |    | 251   |    | 27    |    | —       |    | —     |  | —    |  | (100)% |       |       |
| Average Loans (in billions of dollars) | \$ | 35.4  | \$ | 32.0  | \$ | 29.6  | \$ | 25.9    | \$ | 23.9  |  | (8)% |  | (32)%  | 37.3  | 26.5  |
| EOP Loans (in billions of dollars)     | \$ | 33.4  | \$ | 30.8  | \$ | 27.2  | \$ | 24.9    | \$ | 23.0  |  | (8)% |  | (31)%  |       |       |
| Net Interest Revenue                   | \$ | 231   | \$ | 198   | \$ | 204   | \$ | 110     | \$ | 168   |  | 53%  |  | (27)%  |       |       |
| As a % of Average Loans                |    | 2.60% |    | 2.46% |    | 2.80% |    | 1.70%   |    | 2.79% |  |      |  |        |       |       |
| Net Credit Losses                      | \$ | 52    | \$ | 28    | \$ | 43    | \$ | (6)     | \$ | 27    |  | NM   |  | (48)%  | 141   | 64    |
| As a % of Average Loans                |    | 0.58% |    | 0.35% |    | 0.59% |    | (0.09)% |    | 0.45% |  |      |  |        | 0.38% | 0.24% |
| Loans 90+ Days Past Due (3)            | \$ | 693   | \$ | 740   | \$ | 607   | \$ | 538     | \$ | 548   |  | 2%   |  | (21)%  |       |       |
| As a % of EOP Loans                    |    | 2.17% |    | 2.52% |    | 2.35% |    | 2.28%   |    | 2.51% |  |      |  |        |       |       |
| Loans 30-89 Days Past Due (3)          | \$ | 714   | \$ | 686   | \$ | 555   | \$ | 510     | \$ | 596   |  | 17%  |  | (17)%  |       |       |
| As a % of EOP Loans                    |    | 2.24% |    | 2.33% |    | 2.15% |    | 2.16%   |    | 2.73% |  |      |  |        |       |       |

- (1) Includes certain costs of global staff functions, other corporate expenses and certain global operations and technology expenses, Corporate Treasury, certain North America and International consumer loan portfolios, Discontinued operations and other legacy assets.
- (2) As a result of Citigroup's entry into agreements in October 2016 to sell its Brazil and Argentina consumer banking businesses, these businesses were classified as HFS at the end of the fourth quarter of 2016. As a result of HFS accounting treatment, approximately \$35 million, \$44 million, \$34 million and \$38 million of cost of credit was recorded as a reduction in revenue (Other revenue) during the fourth quarter of 2016 and first, second and third quarters of 2017, respectively. Additionally, the HFS treatment resulted in the reclassification of loans of these businesses to Other assets, where applicable.
- (3) See footnote 2 on page 18.

NM Not meaningful.

Reclassified to conform to the current period's presentation.

**CORPORATE / OTHER**  
**CONSUMER KEY INDICATORS - Continued**  
(In millions of dollars, except as otherwise noted)



|   | <u>3Q</u><br><u>2016</u> | <u>4Q</u><br><u>2016</u> | <u>1Q</u><br><u>2017</u> | <u>2Q</u><br><u>2017</u> | <u>3Q</u><br><u>2017</u> | <u>3Q17 Increase/</u><br><u>(Decrease) from</u> |             |
|---|--------------------------|--------------------------|--------------------------|--------------------------|--------------------------|---|-------------|
|   |                          |                          |                          |                          |                          | <u>2Q17</u>                                     | <u>3Q16</u> |
| <b>North America Mortgages</b>                          |                          |                          |                          |                          |                          |   |             |
| Residential First                                       | \$ 15.5                  | \$ 13.9                  | \$ 12.3                  | \$ 11.4                  | \$ 10.2                  | (11)%   | (34)%       |
| Home Equity   | 16.7                     | 15.6                     | 14.7                     | 12.9                     | 11.9                     | (8)%  | (29)%       |
| Average Loans (in billions of dollars)                  | <u>\$ 32.2</u>           | <u>\$ 29.5</u>           | <u>\$ 27.0</u>           | <u>\$ 24.3</u>           | <u>\$ 22.1</u>           | (9)%  | (31)%       |
| Residential First                                       | \$ 14.8                  | \$ 13.4                  | \$ 12.3                  | \$ 11.0                  | \$ 10.1                  | (8)%  | (32)%       |
| Home Equity   | 16.1                     | 15.0                     | 13.4                     | 12.4                     | 11.5                     | (7)%  | (29)%       |
| EOP Loans (in billions of dollars)                      | <u>\$ 30.9</u>           | <u>\$ 28.4</u>           | <u>\$ 25.7</u>           | <u>\$ 23.4</u>           | <u>\$ 21.6</u>           | (8)%  | (30)%       |
| Third Party Mortgage Serv. Portfolio (EOP, in billions) | \$ 18.6                  | \$ 18.0                  | \$ 15.9                  | \$ 14.9                  | \$ 12.6                  | (15)%   | (32)%       |
| Net Servicing & Gain/(Loss) on Sale (1)                 | \$ 17.0                  | \$ 17.9                  | \$ (265.4)               | \$ 29.5                  | \$ 20.8                  | (29)%   | 22%         |
| Net Interest Revenue                                    | \$ 150                   | \$ 114                   | \$ 103                   | \$ 60                    | \$ 77                    | 28%   | (49)%       |
| As a % of Avg. Loans                                    | 1.85%                    | 1.54%                    | 1.55%                    | 0.99%                    | 1.38%                    |   |             |
| Residential First                                       | \$ 7                     | \$ (23)                  | \$ 7                     | \$ (26)                  | \$ 1                     | NM  | (86)%       |
| Home Equity   | 23                       | 25                       | 10                       | 14                       | 23                       | 64%   | —           |
| Net Credit Losses (NCLs)                                | <u>\$ 30</u>             | <u>\$ 2</u>              | <u>\$ 17</u>             | <u>\$ (12)</u>           | <u>\$ 24</u>             | NM  | (20)%       |
| As a % of Avg. Loans                                    | 0.37%                    | 0.03%                    | 0.26%                    | (0.20)%                  | 0.43%                    |   |             |
| Residential First                                       | \$ 245                   | \$ 290                   | \$ 212                   | \$ 175                   | \$ 194                   | 11%   | (21)%       |
| Home Equity   | 418                      | 420                      | 385                      | 356                      | 346                      | (3)%  | (17)%       |
| Loans 90+ Days Past Due (2) (3)                         | <u>\$ 663</u>            | <u>\$ 710</u>            | <u>\$ 597</u>            | <u>\$ 531</u>            | <u>\$ 540</u>            | 2%  | (19)%       |
| As a % of EOP Loans                                     | 2.26%                    | 2.63%                    | 2.46%                    | 2.40%                    | 2.65%                    |   |             |
| Residential First                                       | \$ 426                   | \$ 395                   | \$ 314                   | \$ 290                   | \$ 365                   | 26%   | (14)%       |
| Home Equity   | 244                      | 234                      | 214                      | 197                      | 209                      | 6%  | (14)%       |
| Loans 30-89 Days Past Due (2) (3)                       | <u>\$ 670</u>            | <u>\$ 629</u>            | <u>\$ 528</u>            | <u>\$ 487</u>            | <u>\$ 574</u>            | 18%   | (14)%       |
| As a % of EOP Loans                                     | 2.28%                    | 2.33%                    | 2.17%                    | 2.20%                    | 2.81%                    |   |             |

(1) The first quarter of 2017 includes the loss related to Citi's announced exit of its U.S. mortgage servicing operations.

(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 \$1.0 billion and (\$1.5 billion), \$0.9 billion and (\$1.4 billion), \$0.8 billion and (\$1.4 billion), \$0.7 billion and (\$1.3

billion), and \$0.7 billion and (\$1.2 billion), as of September 30, 2016, December 31, 2016, March 31, 2017, June 30, 2017 and September 30, 2017, respectively.

The amounts excluded for Loans 30-89 Days Past Due and (EOP Loans) for each period were \$0.1 billion and (\$1.5 billion), \$0.2 billion and (\$1.4 billion), and \$0.1 billion and (\$1.4 billion), \$0.2 billion and (\$1.3 billion), and \$0.1 billion and (\$1.2 billion), as of September 30, 2016, December 31, 2016, March 31, 2017, June 30, 2017 and September 30, 2017, respectively.

- (3) The September 30, 2016, December 31, 2016, March 31, 2017, June 30, 2017 and September 30, 2017 Loans 90+ Days Past Due and 30-89 Days Past Due and related ratios exclude \$9 million, \$7 million, \$7 million, \$6 million and \$6 million, respectively, of loans that are carried at fair value.

NM Not meaningful.

Reclassified to conform to the current period's presentation.

**AVERAGE BALANCES AND INTEREST RATES (1)(2)(3)(4)(5)  
Taxable Equivalent Basis**



|  | Average Volumes     |                     |                     | Interest           |                     |                    | % Average Rate (4) |                     |                    |
|--|---------------------|---------------------|---------------------|--------------------|---------------------|--------------------|--------------------|---------------------|--------------------|
|  | Third Quarter 2016  | Second Quarter 2017 | Third Quarter 2017  | Third Quarter 2016 | Second Quarter 2017 | Third Quarter 2017 | Third Quarter 2016 | Second Quarter 2017 | Third Quarter 2017 |
| <i>In millions of dollars, except as otherwise noted</i>   |                     |                     |                     |                    |                     |                    |                    |                     |                    |
| <b>Assets:</b>   |                     |                     |                     |                    |                     |                    |                    |                     |                    |
| Deposits with Banks  | \$ 131,571          | \$ 166,023          | \$ 176,942          | \$ 247             | \$ 375              | \$ 486             | 0.75%              | 0.91%               | 1.09%              |
| Fed Funds Sold and Resale Agreements (6)   | 234,996             | 249,263             | 245,451             | 636                | 828                 | 858                | 1.08%              | 1.33%               | 1.39%              |
| Trading Account Assets (7)   | 209,864             | 203,661             | 204,607             | 1,471              | 1,523               | 1,473              | 2.79%              | 3.00%               | 2.86%              |
| Investments  | 354,789             | 349,245             | 352,026             | 1,946              | 2,113               | 2,154              | 2.18%              | 2.43%               | 2.43%              |
| Total Loans (net of Unearned Income) (8)   | 635,771             | 634,328             | 646,321             | 10,246             | 10,224              | 10,681             | 6.41%              | 6.46%               | 6.56%              |
| Other Interest-Earning Assets  | 44,010              | 60,107              | 61,677              | 221                | 260                 | 292                | 2.00%              | 1.74%               | 1.88%              |
| <b>Total Average Interest-Earning Assets</b>   | <b>\$ 1,611,001</b> | <b>\$ 1,662,627</b> | <b>\$ 1,687,024</b> | <b>\$ 14,767</b>   | <b>\$ 15,323</b>    | <b>\$ 15,944</b>   | <b>3.65%</b>       | <b>3.70%</b>        | <b>3.75%</b>       |
| <b>Liabilities:</b>  |                     |                     |                     |                    |                     |                    |                    |                     |                    |
| Deposits (excluding deposit insurance and FDIC Assessment)   | \$ 731,231          | \$ 751,565          | \$ 757,238          | \$ 1,107           | \$ 1,274            | \$ 1,474           | 0.60%              | 0.68%               | 0.77%              |
| Deposit Insurance and FDIC Assessment  | —                   | —                   | —                   | 336                | 329                 | 301                |                    |                     |                    |
| Total Deposits   | 731,231             | 751,565             | 757,238             | 1,443              | 1,603               | 1,775              | 0.79%              | 0.86%               | 0.93%              |
| Fed Funds Purchased and Repurchase Agreements (6)  | 157,984             | 160,977             | 158,064             | 459                | 676                 | 712                | 1.16%              | 1.68%               | 1.79%              |
| Trading Account Liabilities (7)  | 76,237              | 91,018              | 89,809              | 102                | 146                 | 169                | 0.53%              | 0.64%               | 0.75%              |
| Short-Term Borrowings  | 81,304              | 91,556              | 98,139              | 90                 | 202                 | 318                | 0.44%              | 0.88%               | 1.29%              |
| Long-Term Debt (9)   | 181,933             | 192,144             | 203,064             | 1,080              | 1,409               | 1,405              | 2.36%              | 2.94%               | 2.75%              |
| <b>Total Average Interest-Bearing Liabilities</b>  | <b>\$ 1,228,689</b> | <b>\$ 1,287,260</b> | <b>\$ 1,306,314</b> | <b>\$ 3,174</b>    | <b>\$ 4,036</b>     | <b>\$ 4,379</b>    | <b>1.03%</b>       | <b>1.26%</b>        | <b>1.33%</b>       |
| <b>Total Average Interest-Bearing Liabilities (excluding deposit insurance and FDIC Assessment)</b>          | <b>\$ 1,228,689</b> | <b>\$ 1,287,260</b> | <b>\$ 1,306,314</b> | <b>\$ 2,838</b>    | <b>\$ 3,707</b>     | <b>\$ 4,078</b>    | <b>0.92%</b>       | <b>1.16%</b>        | <b>1.24%</b>       |
| <b>Net Interest Revenue as a % of Average Interest-Earning Assets (NIM)</b>                                  |                     |                     |                     | <b>\$ 11,593</b>   | <b>\$ 11,287</b>    | <b>\$ 11,565</b>   | <b>2.86%</b>       | <b>2.72%</b>        | <b>2.72%</b>       |
| <b>NIR as a % of Average Interest-Earning Assets (NIM) (excluding deposit insurance and FDIC Assessment)</b> |                     |                     |                     | <b>\$ 11,929</b>   | <b>\$ 11,616</b>    | <b>\$ 11,866</b>   | <b>2.95%</b>       | <b>2.80%</b>        | <b>2.79%</b>       |
| <b>3Q17 Increase (Decrease) From</b>   |                     |                     |                     |                    |                     |                    | <b>(14)bps</b>     | <b>—bps</b>         |                    |
| <b>3Q17 Increase (Decrease) (excluding deposit insurance and FDIC Assessment) From</b>                       |                     |                     |                     |                    |                     |                    | <b>(16)bps</b>     | <b>(1)bps</b>       |                    |

(1) Interest Revenue includes the taxable equivalent adjustments (based on the U.S. federal statutory tax rate of 35%) of \$114 million for the third quarter of 2016, \$122 million for the second quarter of 2017 and \$123 million for the third quarter of 2017.

(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 ASU 2013-01 (Topic 210).
- (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.

**DEPOSITS**  
(In billions of dollars)



|  | <u>3Q<br/>2016</u> | <u>4Q<br/>2016</u> | <u>1Q<br/>2017</u> | <u>2Q<br/>2017</u> | <u>3Q<br/>2017</u> | <u>3Q17 Increase/<br/>(Decrease) from</u> |             |
|--|--------------------|--------------------|--------------------|--------------------|--------------------|---|-------------|
|  |                    |                    |                    |                    |                    | <u>2Q17</u>                               | <u>3Q16</u> |
| <b>Global Consumer Banking</b>                   |                    |                    |                    |                    |                    |   |             |
| North America                                    | \$ 185.6           | \$ 185.0           | \$ 188.4           | \$ 185.2           | \$ 185.1           | —   | —           |
| Latin America                                    | 25.8               | 24.9               | 27.6               | 28.7               | 28.3               | (1)%                                      | 10%         |
| Asia (1)   | 93.6               | 89.9               | 95.4               | 95.4               | 96.6               | 1%  | 3%          |
| Total  | <u>\$ 305.0</u>    | <u>\$ 299.8</u>    | <u>\$ 311.4</u>    | <u>\$ 309.3</u>    | <u>\$ 310.0</u>    | —   | 2%          |
| <b>ICG</b>                                       |                    |                    |                    |                    |                    |   |             |
| North America                                    | \$ 276.1           | \$ 282.6           | \$ 287.0           | \$ 280.0           | \$ 290.2           | 4%  | 5%          |
| EMEA   | 170.0              | 163.5              | 160.6              | 169.8              | 171.7              | 1%  | 1%          |
| Latin America                                    | 26.1               | 25.7               | 27.5               | 26.9               | 25.8               | (4)%                                      | (1)%        |
| Asia   | 146.6              | 140.0              | 144.4              | 146.9              | 151.9              | 3%  | 4%          |
| Total  | <u>\$ 618.8</u>    | <u>\$ 611.8</u>    | <u>\$ 619.5</u>    | <u>\$ 623.6</u>    | <u>\$ 639.6</u>    | 3%  | 3%          |
| <b>Corporate/Other</b>                           | <u>\$ 16.5</u>     | <u>\$ 17.8</u>     | <u>\$ 19.1</u>     | <u>\$ 25.8</u>     | <u>\$ 14.4</u>     | (44)%                                     | (13)%       |
| <b>Total Deposits - EOP</b>                      | <u>\$ 940.3</u>    | <u>\$ 929.4</u>    | <u>\$ 950.0</u>    | <u>\$ 958.7</u>    | <u>\$ 964.0</u>    | 1%  | 3%          |
| <b>Total Deposits - Average</b>                  | <u>\$ 944.2</u>    | <u>\$ 935.1</u>    | <u>\$ 940.9</u>    | <u>\$ 960.0</u>    | <u>\$ 965.9</u>    | 1%  | 2%          |
| <b>Foreign Currency (FX) Translation Impact:</b> |                    |                    |                    |                    |                    |   |             |
| Total EOP Deposits - as Reported                 | \$ 940.3           | \$ 929.4           | \$ 950.0           | \$ 958.7           | \$ 964.0           | 1%  | 3%          |
| Impact of FX Translation (2)                     | 4.8                | 21.9               | 10.7               | 4.1                | —                  |   |             |
| Total EOP Deposits - Ex-FX (2)                   | <u>\$ 945.1</u>    | <u>\$ 951.3</u>    | <u>\$ 960.7</u>    | <u>\$ 962.8</u>    | <u>\$ 964.0</u>    | —   | 2%          |

- (1) Asia GCB includes deposits of certain EMEA countries for all periods presented.  
(2) Reflects the impact of FX translation into U.S. Dollars at the third quarter of 2017 exchange rates for all periods presented.  
Citigroup's results of operations excluding the impact of FX translation are non-GAAP financial measures.

Reclassified to conform to the current period's presentation.

**EOP LOANS**  
(In billions of dollars)



|   | <u>3Q<br/>2016</u> | <u>4Q<br/>2016</u> | <u>1Q<br/>2017</u> | <u>2Q<br/>2017</u> | <u>3Q<br/>2017</u> | <u>3Q17 Increase/<br/>(Decrease) from</u> |             |
|---|--------------------|--------------------|--------------------|--------------------|--------------------|---|-------------|
|   |                    |                    |                    |                    |                    | <u>2Q17</u>                               | <u>3Q16</u> |
| <b>Global Consumer Banking</b>          |                    |                    |                    |                    |                    |   |             |
| <b>North America</b>                    |                    |                    |                    |                    |                    |   |             |
| Credit Cards                            | \$ 125.2           | \$ 133.3           | \$ 126.4           | \$ 130.8           | \$ 132.2           | 1%  | 6%          |
| Retail Banking                          | 54.8               | 55.3               | 55.5               | 55.6               | 55.7               | —   | 2%          |
| Total                                   | <u>\$ 180.0</u>    | <u>\$ 188.6</u>    | <u>\$ 181.9</u>    | <u>\$ 186.4</u>    | <u>\$ 187.9</u>    | 1%  | 4%          |
| <b>Latin America</b>                    |                    |                    |                    |                    |                    |   |             |
| Credit Cards                            | \$ 4.9             | \$ 4.8             | \$ 5.2             | \$ 5.5             | \$ 5.6             | 2%  | 14%         |
| Retail Banking                          | 18.7               | 18.0               | 19.7               | 21.0               | 21.0               | —   | 12%         |
| Total                                   | <u>\$ 23.6</u>     | <u>\$ 22.8</u>     | <u>\$ 24.9</u>     | <u>\$ 26.5</u>     | <u>\$ 26.6</u>     | —   | 13%         |
| <b>Asia (1)</b>                         |                    |                    |                    |                    |                    |   |             |
| Credit Cards                            | \$ 17.7            | \$ 17.5            | \$ 18.3            | \$ 18.8            | \$ 18.8            | —   | 6%          |
| Retail Banking                          | 68.1               | 63.0               | 66.2               | 66.8               | 67.5               | 1%  | (1)%        |
| Total                                   | <u>\$ 85.8</u>     | <u>\$ 80.5</u>     | <u>\$ 84.5</u>     | <u>\$ 85.6</u>     | <u>\$ 86.3</u>     | 1%  | 1%          |
| <b>Total GCB Consumer Loans</b>         |                    |                    |                    |                    |                    |   |             |
| Credit Cards                            | \$ 147.8           | \$ 155.6           | \$ 149.9           | \$ 155.1           | \$ 156.6           | 1%  | 6%          |
| Retail Banking                          | 141.6              | 136.3              | 141.4              | 143.4              | 144.2              | 1%  | 2%          |
| <b>Total GCB</b>                        | <u>\$ 289.4</u>    | <u>\$ 291.9</u>    | <u>\$ 291.3</u>    | <u>\$ 298.5</u>    | <u>\$ 300.8</u>    | 1%  | 4%          |
| <b>Corporate/Other - Consumer:</b>      |                    |                    |                    |                    |                    |   |             |
| <b>North America</b>                    |                    |                    |                    |                    |                    |   |             |
| Mortgages                               | 30.9               | 28.4               | 25.7               | 23.4               | 21.6               | (8)%                                      | (30)%       |
| Other                                   | 2.5                | 2.4                | 1.5                | 1.5                | 1.4                | (7)%                                      | (44)%       |
| Total                                   | <u>\$ 33.4</u>     | <u>\$ 30.8</u>     | <u>\$ 27.2</u>     | <u>\$ 24.9</u>     | <u>\$ 23.0</u>     | (8)%                                      | (31)%       |
| <b>International</b>                    | <u>\$ 5.5</u>      | <u>\$ 2.4</u>      | <u>\$ 2.1</u>      | <u>\$ 1.8</u>      | <u>\$ 1.7</u>      | (6)%                                      | (69)%       |
| <b>Corporate/Other - Other Consumer</b> | <u>0.1</u>         | <u>—</u>           | <u>—</u>           | <u>0.1</u>         | <u>0.1</u>         | —   | —           |
| <b>Total Corporate/Other - Consumer</b> | <u>\$ 39.0</u>     | <u>\$ 33.2</u>     | <u>\$ 29.3</u>     | <u>\$ 26.8</u>     | <u>\$ 24.8</u>     | (7)%                                      | (36)%       |
| <b>Total Consumer Loans</b>             | <u>\$ 328.4</u>    | <u>\$ 325.1</u>    | <u>\$ 320.6</u>    | <u>\$ 325.3</u>    | <u>\$ 325.6</u>    | —   | (1)%        |



|  |           |              |           |              |           |              |           |              |           |              |           |           |
|--|-----------|--------------|-----------|--------------|-----------|--------------|-----------|--------------|-----------|--------------|-----------|-----------|
| <b>Total Corporate Loans</b>                     |           |              |           |              |           |              |           |              |           |              |           |           |
| North America                                    | \$        | 148.3        | \$        | 148.0        | \$        | 147.8        | \$        | 151.8        | \$        | 155.8        | 3%        | 5%        |
| EMEA   |           | 68.7         |           | 62.7         |           | 66.4         |           | 71.3         |           | 72.7         | 2%        | 6%        |
| Latin America                                    |           | 35.1         |           | 33.8         |           | 35.1         |           | 34.1         |           | 33.7         | (1)%      | (4)%      |
| Asia   |           | 58.0         |           | 54.8         |           | 58.7         |           | 62.2         |           | 65.4         | 5%        | 13%       |
| <b>Total Corporate Loans</b>                     | <b>\$</b> | <b>310.1</b> | <b>\$</b> | <b>299.3</b> | <b>\$</b> | <b>308.0</b> | <b>\$</b> | <b>319.4</b> | <b>\$</b> | <b>327.6</b> | <b>3%</b> | <b>6%</b> |
| <b>Total Loans</b>                               | <b>\$</b> | <b>638.4</b> | <b>\$</b> | <b>624.4</b> | <b>\$</b> | <b>628.6</b> | <b>\$</b> | <b>644.7</b> | <b>\$</b> | <b>653.2</b> | <b>1%</b> | <b>2%</b> |
| <b>Foreign Currency (FX) Translation Impact:</b> |           |              |           |              |           |              |           |              |           |              |           |           |
| Total EOP Loans - as Reported                    | \$        | 638.4        | \$        | 624.4        | \$        | 628.6        | \$        | 644.7        | \$        | 653.2        | 1%        | 2%        |
| Impact of FX Translation (2)                     |           | 3.2          |           | 12.1         |           | 4.6          |           | 1.9          |           | —            |           |           |
| Total EOP Loans - Ex-FX (2)                      | <b>\$</b> | <b>641.6</b> | <b>\$</b> | <b>636.5</b> | <b>\$</b> | <b>633.2</b> | <b>\$</b> | <b>646.6</b> | <b>\$</b> | <b>653.2</b> | <b>1%</b> | <b>2%</b> |

(1) Asia GCB includes loans of certain EMEA countries for all periods presented.

(2) Reflects the impact of FX translation into U.S. Dollars at the third quarter of 2017 exchange rates for all periods presented. Citigroup's results of operations excluding the impact of FX translation are non-GAAP financial measures.

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) |            |            |            |            |            |            | EOP Loans<br>3Q<br>2017 |
|---|-----------------------------|------------|------------|------------|------------|------------|------------|-------------------------|
|   | 1Q<br>2016                  | 2Q<br>2016 | 3Q<br>2016 | 4Q<br>2016 | 1Q<br>2017 | 2Q<br>2017 | 3Q<br>2017 |                         |
| <b>GCB (2)</b>                            |                             |            |            |            |            |            |            |                         |
| <b>Total</b>                              | \$ 2,022                    | \$ 1,965   | \$ 2,166   | \$ 2,293   | \$ 2,241   | \$ 2,183   | \$ 2,279   | \$ 300.8                |
| <i>Ratio</i>                              | 0.75%                       | 0.69%      | 0.75%      | 0.79%      | 0.77%      | 0.73%      | 0.76%      |                         |
| <b>Retail Bank (2)</b>                    |                             |            |            |            |            |            |            |                         |
| Total                                     | \$ 498                      | \$ 515     | \$ 579     | \$ 474     | \$ 488     | \$ 477     | \$ 489     | \$ 144.2                |
| <i>Ratio</i>                              | 0.35%                       | 0.37%      | 0.41%      | 0.35%      | 0.35%      | 0.33%      | 0.34%      |                         |
| North America (2)                         | \$ 152                      | \$ 180     | \$ 256     | \$ 181     | \$ 182     | \$ 155     | \$ 167     | \$ 55.7                 |
| <i>Ratio</i>                              | 0.29%                       | 0.33%      | 0.47%      | 0.33%      | 0.33%      | 0.28%      | 0.30%      |                         |
| Latin America                             | \$ 172                      | \$ 157     | \$ 160     | \$ 136     | \$ 141     | \$ 150     | \$ 151     | \$ 21.0                 |
| <i>Ratio</i>                              | 0.87%                       | 0.82%      | 0.86%      | 0.76%      | 0.72%      | 0.71%      | 0.72%      |                         |
| Asia (3)                                  | \$ 174                      | \$ 178     | \$ 163     | \$ 157     | \$ 165     | \$ 172     | \$ 171     | \$ 67.5                 |
| <i>Ratio</i>                              | 0.25%                       | 0.26%      | 0.24%      | 0.25%      | 0.25%      | 0.26%      | 0.25%      |                         |
| <b>Cards</b>                              |                             |            |            |            |            |            |            |                         |
| Total                                     | \$ 1,524                    | \$ 1,450   | \$ 1,587   | \$ 1,819   | \$ 1,753   | \$ 1,706   | \$ 1,790   | \$ 156.6                |
| <i>Ratio</i>                              | 1.17%                       | 1.01%      | 1.07%      | 1.17%      | 1.17%      | 1.10%      | 1.14%      |                         |
| North America - Citi-Branded              | \$ 530                      | \$ 510     | \$ 607     | \$ 748     | \$ 698     | \$ 659     | \$ 668     | \$ 86.3                 |
| <i>Ratio</i>                              | 0.82%                       | 0.66%      | 0.75%      | 0.87%      | 0.85%      | 0.77%      | 0.77%      |                         |
| North America - Retail Services           | \$ 665                      | \$ 619     | \$ 664     | \$ 761     | \$ 735     | \$ 693     | \$ 772     | \$ 45.9                 |
| <i>Ratio</i>                              | 1.56%                       | 1.43%      | 1.51%      | 1.61%      | 1.66%      | 1.53%      | 1.68%      |                         |
| Latin America                             | \$ 149                      | \$ 145     | \$ 131     | \$ 130     | \$ 137     | \$ 161     | \$ 159     | \$ 5.6                  |
| <i>Ratio</i>                              | 2.81%                       | 2.90%      | 2.67%      | 2.71%      | 2.63%      | 2.93%      | 2.84%      |                         |
| Asia (3)                                  | \$ 180                      | \$ 176     | \$ 185     | \$ 180     | \$ 183     | \$ 193     | \$ 191     | \$ 18.8                 |
| <i>Ratio</i>                              | 1.02%                       | 1.00%      | 1.05%      | 1.03%      | 1.00%      | 1.03%      | 1.02%      |                         |
| <b>Corporate/Other - Consumer (2) (4)</b> | \$ 896                      | \$ 878     | \$ 857     | \$ 834     | \$ 684     | \$ 601     | \$ 605     | \$ 24.8                 |
| <i>Ratio</i>                              | 2.08%                       | 2.23%      | 2.29%      | 2.62%      | 2.45%      | 2.37%      | 2.57%      |                         |
| International                             | \$ 145                      | \$ 170     | \$ 164     | \$ 94      | \$ 77      | \$ 63      | \$ 57      | \$ 1.7                  |
| <i>Ratio</i>                              | 2.27%                       | 3.09%      | 2.98%      | 3.92%      | 3.67%      | 3.50%      | 3.35%      |                         |
| North America (2) (4) (5)                 | \$ 751                      | \$ 708     | \$ 693     | \$ 740     | \$ 607     | \$ 538     | \$ 548     | \$ 23.1                 |
| <i>Ratio</i>                              | 2.05%                       | 2.09%      | 2.17%      | 2.52%      | 2.35%      | 2.28%      | 2.51%      |                         |
| <b>Total Citigroup (2) (4)</b>            | \$ 2,918                    | \$ 2,843   | \$ 3,023   | \$ 3,127   | \$ 2,925   | \$ 2,784   | \$ 2,884   | \$ 325.6                |
| <i>Ratio</i>                              | 0.93%                       | 0.88%      | 0.93%      | 0.97%      | 0.92%      | 0.86%      | 0.89%      |                         |

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- (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 Retail Banking and Corporate/Other North America 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. See footnote 2 on page 9 and footnote 2 on page 18.
  - (3) Asia includes delinquency amounts, ratios and loans of certain EMEA countries for all periods presented.
  - (4) See footnote 3 on page 18.

Reclassified to conform to the current period's presentation.

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

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



|  | Loans 30-89 Days Past Due (1) |              |              |              |              |              |              | EOP Loans<br>3Q<br>2017 |
|--|-------------------------------|--------------|--------------|--------------|--------------|--------------|--------------|-------------------------|
|  | 1Q<br>2016                    | 2Q<br>2016   | 3Q<br>2016   | 4Q<br>2016   | 1Q<br>2017   | 2Q<br>2017   | 3Q<br>2017   |                         |
| <b><u>GCB (2)</u></b>                            |                               |              |              |              |              |              |              |                         |
| <b>Total</b>                                     | \$ 2,360                      | \$ 2,318     | \$ 2,553     | \$ 2,540     | \$ 2,516     | \$ 2,498     | \$ 2,763     | \$ 300.8                |
| <b>Ratio</b>                                     | <b>0.87%</b>                  | <b>0.82%</b> | <b>0.88%</b> | <b>0.87%</b> | <b>0.87%</b> | <b>0.84%</b> | <b>0.92%</b> |                         |
| <b><u>Retail Bank (2)</u></b>                    |                               |              |              |              |              |              |              |                         |
| Total  | \$ 793                        | \$ 735       | \$ 722       | \$ 726       | \$ 777       | \$ 747       | \$ 805       | \$ 144.2                |
| Ratio  | 0.56%                         | 0.52%        | 0.51%        | 0.54%        | 0.55%        | 0.52%        | 0.56%        |                         |
| North America (2)                                | \$ 198                        | \$ 192       | \$ 198       | \$ 214       | \$ 189       | \$ 191       | \$ 270       | \$ 55.7                 |
| Ratio  | 0.38%                         | 0.36%        | 0.37%        | 0.39%        | 0.35%        | 0.35%        | 0.49%        |                         |
| Latin America                                    | \$ 256                        | \$ 197       | \$ 196       | \$ 185       | \$ 246       | \$ 216       | \$ 244       | \$ 21.0                 |
| Ratio  | 1.29%                         | 1.03%        | 1.05%        | 1.03%        | 1.25%        | 1.03%        | 1.16%        |                         |
| Asia (3)   | \$ 339                        | \$ 346       | \$ 328       | \$ 327       | \$ 342       | \$ 340       | \$ 291       | \$ 67.5                 |
| Ratio  | 0.49%                         | 0.51%        | 0.48%        | 0.52%        | 0.52%        | 0.51%        | 0.43%        |                         |
| <b><u>Cards</u></b>                              |                               |              |              |              |              |              |              |                         |
| Total  | \$ 1,567                      | \$ 1,583     | \$ 1,831     | \$ 1,814     | \$ 1,739     | \$ 1,751     | \$ 1,958     | \$ 156.6                |
| Ratio  | 1.20%                         | 1.10%        | 1.24%        | 1.17%        | 1.16%        | 1.13%        | 1.25%        |                         |
| North America - Citi-Branded                     | \$ 492                        | \$ 550       | \$ 710       | \$ 688       | \$ 632       | \$ 619       | \$ 705       | \$ 86.3                 |
| Ratio  | 0.76%                         | 0.71%        | 0.87%        | 0.80%        | 0.77%        | 0.72%        | 0.82%        |                         |
| North America - Retail Services                  | \$ 688                        | \$ 669       | \$ 750       | \$ 777       | \$ 730       | \$ 730       | \$ 836       | \$ 45.9                 |
| Ratio  | 1.62%                         | 1.55%        | 1.71%        | 1.64%        | 1.65%        | 1.62%        | 1.82%        |                         |
| Latin America                                    | \$ 152                        | \$ 137       | \$ 131       | \$ 125       | \$ 145       | \$ 151       | \$ 163       | \$ 5.6                  |
| Ratio  | 2.87%                         | 2.74%        | 2.67%        | 2.60%        | 2.79%        | 2.75%        | 2.91%        |                         |
| Asia (3)   | \$ 235                        | \$ 227       | \$ 240       | \$ 224       | \$ 232       | \$ 251       | \$ 254       | \$ 18.8                 |
| Ratio  | 1.34%                         | 1.29%        | 1.36%        | 1.28%        | 1.27%        | 1.34%        | 1.35%        |                         |
| <b><u>Corporate/Other - Consumer (2) (4)</u></b> | \$ 929                        | \$ 858       | \$ 849       | \$ 735       | \$ 615       | \$ 554       | \$ 643       | \$ 24.8                 |
| Ratio  | 2.16%                         | 2.18%        | 2.27%        | 2.31%        | 2.20%        | 2.18%        | 2.74%        |                         |
| International                                    | \$ 161                        | \$ 138       | \$ 135       | \$ 49        | \$ 60        | \$ 44        | \$ 47        | \$ 1.7                  |
| Ratio  | 2.52%                         | 2.51%        | 2.45%        | 2.04%        | 2.86%        | 2.44%        | 2.76%        |                         |
| North America (2) (4)                            | \$ 768                        | \$ 720       | \$ 714       | \$ 686       | \$ 555       | \$ 510       | \$ 596       | \$ 23.1                 |
| Ratio  | 2.09%                         | 2.12%        | 2.24%        | 2.33%        | 2.15%        | 2.16%        | 2.73%        |                         |
| <b>Total Citigroup (2) (4)</b>                   | \$ 3,289                      | \$ 3,176     | \$ 3,402     | \$ 3,275     | \$ 3,131     | \$ 3,052     | \$ 3,406     | \$ 325.6                |
| Ratio  | 1.05%                         | 0.98%        | 1.04%        | 1.01%        | 0.98%        | 0.94%        | 1.05%        |                         |

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- (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 Retail Banking and Corporate/Other North America 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. See footnote 2 on page 9 and footnote 2 on page 18.
  - (3) Asia includes delinquency amounts, ratios and loans of certain EMEA countries for all periods presented.
  - (4) See footnote 3 on page 18.

Reclassified to conform to the current period's presentation.

ALLOWANCE FOR CREDIT LOSSES - PAGE 1

(In millions of dollars)



|  | 3Q<br>2016       | 4Q<br>2016       | 1Q<br>2017       | 2Q<br>2017       | 3Q<br>2017       | 3Q17 Increase/<br>(Decrease) from |              | Nine<br>Months<br>2016 | Nine<br>Months<br>2017 | YTD 2017 vs.<br>YTD 2016 Increase/<br>(Decrease) |
|--|------------------|------------------|------------------|------------------|------------------|-----------------------------------|--------------|------------------------|------------------------|--|
|  |                  |                  |                  |                  |                  | 2Q17                              | 3Q16         |                        |                        |  |
| <b>Total Citigroup</b>   |                  |                  |                  |                  |                  |                                   |              |                        |                        |  |
| <b>Allowance for Loan Losses at Beginning of Period (1)</b>                            | <b>\$ 12,304</b> | <b>\$ 12,439</b> | <b>\$ 12,060</b> | <b>\$ 12,030</b> | <b>\$ 12,025</b> |                                   |              | <b>\$ 12,626</b>       | <b>\$ 12,060</b>       |  |
| Gross Credit (Losses)  | (1,948)          | (2,083)          | (2,144)          | (2,130)          | (2,120)          | —                                 | (9)%         | (6,139)                | (6,394)                | (4)%   |
| Gross Recoveries   | 423              | 387              | 435              | 420              | 343              | (18)%                             | (19)%        | 1,274                  | 1,198                  | (6)%   |
| <b>Net Credit (Losses) / Recoveries (NCLs)</b>   | <b>(1,525)</b>   | <b>(1,696)</b>   | <b>(1,709)</b>   | <b>(1,710)</b>   | <b>(1,777)</b>   | <b>(4)%</b>                       | <b>(17)%</b> | <b>(4,865)</b>         | <b>(5,196)</b>         | <b>(7)%</b>                                      |
| NCLs   | 1,525            | 1,696            | 1,709            | 1,710            | 1,777            | 4%                                | 17%          | 4,865                  | 5,196                  | 7%   |
| Net Reserve Builds / (Releases)  | 258              | 130              | (20)             | 67               | 419              | NM                                | 62%          | 210                    | 466                    | NM   |
| Net Specific Reserve Builds / (Releases)   | (37)             | (99)             | (14)             | (111)            | (50)             | 55%                               | (35)%        | (53)                   | (175)                  | NM   |
| <b>Provision for Loan Losses</b>   | <b>1,746</b>     | <b>1,727</b>     | <b>1,675</b>     | <b>1,666</b>     | <b>2,146</b>     | <b>29%</b>                        | <b>23%</b>   | <b>5,022</b>           | <b>5,487</b>           | <b>9%</b>  |
| Other (2) (3) (4) (5) (6) (7)  | (86)             | (410)            | 4                | 39               | (28)             | NM                                | 67%          | (344)                  | 15                     |  |
| <b>Allowance for Loan Losses at End of Period (1) (a)</b>                              | <b>\$ 12,439</b> | <b>\$ 12,060</b> | <b>\$ 12,030</b> | <b>\$ 12,025</b> | <b>\$ 12,366</b> |                                   |              | <b>\$ 12,439</b>       | <b>\$ 12,366</b>       |  |
| <b>Allowance for Unfunded Lending Commitments (8) (a)</b>                              | <b>\$ 1,388</b>  | <b>\$ 1,418</b>  | <b>\$ 1,377</b>  | <b>\$ 1,406</b>  | <b>\$ 1,232</b>  |                                   |              | <b>\$ 1,388</b>        | <b>\$ 1,232</b>        |  |
| <b>Provision for Unfunded Lending Commitments</b>                                      | <b>\$ (45)</b>   | <b>\$ 33</b>     | <b>\$ (43)</b>   | <b>\$ 28</b>     | <b>\$ (175)</b>  |                                   |              | <b>\$ (4)</b>          | <b>\$ (190)</b>        |  |
| <b>Total Allowance for Loans, Leases and Unfunded Lending Commitments [Sum of (a)]</b> | <b>\$ 13,827</b> | <b>\$ 13,478</b> | <b>\$ 13,407</b> | <b>\$ 13,431</b> | <b>\$ 13,598</b> |                                   |              | <b>\$ 13,827</b>       | <b>\$ 13,598</b>       |  |
| Total Allowance for Loan Losses as a Percentage of Total Loans<br>(9) (10)             | 1.97%            | 1.94%            | 1.93%            | 1.88%            | 1.91%            |                                   |              |                        |                        |  |
| <b>Consumer:</b>   |                  |                  |                  |                  |                  |                                   |              |                        |                        |  |
| <b>Allowance for Loan Losses at Beginning of Period (1)</b>                            | <b>\$ 9,432</b>  | <b>\$ 9,673</b>  | <b>\$ 9,358</b>  | <b>\$ 9,495</b>  | <b>\$ 9,515</b>  |                                   |              | <b>\$ 9,835</b>        | <b>\$ 9,358</b>        |  |
| <b>Net Credit Losses (NCLs)</b>  | <b>(1,483)</b>   | <b>(1,576)</b>   | <b>(1,672)</b>   | <b>(1,633)</b>   | <b>(1,734)</b>   | <b>(6)%</b>                       | <b>(17)%</b> | <b>(4,472)</b>         | <b>(5,039)</b>         | <b>(13)%</b>                                     |
| NCLs   | 1,483            | 1,576            | 1,672            | 1,633            | 1,734            | 6%                                | 17%          | 4,472                  | 5,039                  | 13%  |
| Net Reserve Builds / (Releases)  | 368              | 93               | 146              | 71               | 479              | NM                                | 30%          | 332                    | 696                    | NM   |
| Net Specific Reserve Builds / (Releases)   | (36)             | (10)             | (2)              | (84)             | (71)             | 15%                               | (97)%        | (142)                  | (157)                  | (11)%  |
| <b>Provision for Loan Losses</b>   | <b>1,815</b>     | <b>1,659</b>     | <b>1,816</b>     | <b>1,620</b>     | <b>2,142</b>     | <b>32%</b>                        | <b>18%</b>   | <b>4,662</b>           | <b>5,578</b>           | <b>20%</b>                                       |
| Other (2) (3) (4) (5) (6) (7)  | (91)             | (398)            | (7)              | 33               | (31)             | NM                                | 66%          | (352)                  | (5)                    | 99%  |
| <b>Allowance for Loan Losses at End of Period (1) (a)</b>                              | <b>\$ 9,673</b>  | <b>\$ 9,358</b>  | <b>\$ 9,495</b>  | <b>\$ 9,515</b>  | <b>\$ 9,892</b>  |                                   |              | <b>\$ 9,673</b>        | <b>\$ 9,892</b>        |  |
| <b>Consumer Allowance for Unfunded Lending Commitments (8) (a)</b>                     | <b>\$ 39</b>     | <b>\$ 35</b>     | <b>\$ 41</b>     | <b>\$ 40</b>     | <b>\$ 35</b>     |                                   |              | <b>\$ 39</b>           | <b>\$ 35</b>           |  |

|  |                 |                 |                 |                 |                 |              |           |                 |                 |           |
|--|-----------------|-----------------|-----------------|-----------------|-----------------|--------------|-----------|-----------------|-----------------|-----------|
| <b>Provision for Unfunded Lending Commitments</b>                                      | <u>\$ (4)</u>   | <u>\$ (3)</u>   | <u>\$ 6</u>     | <u>\$ (1)</u>   | <u>\$ (5)</u>   |              |           | <u>\$ 1</u>     | <u>\$ —</u>     |           |
| <b>Total Allowance for Loans, Leases and Unfunded Lending Commitments [Sum of (a)]</b> | <u>\$ 9,712</u> | <u>\$ 9,393</u> | <u>\$ 9,536</u> | <u>\$ 9,555</u> | <u>\$ 9,927</u> |              |           | <u>\$ 9,712</u> | <u>\$ 9,927</u> |           |
| Consumer Allowance for Loan Losses as a Percentage of Total Consumer Loans (9)         | 2.95%           | 2.88%           | 2.96%           | 2.93%           | 3.04%           |              |           |                 |                 |           |
| <b>Corporate</b>   |                 |                 |                 |                 |                 |              |           |                 |                 |           |
| <b>Allowance for Loan Losses at Beginning of Period (1)</b>                            | <u>\$ 2,872</u> | <u>\$ 2,766</u> | <u>\$ 2,702</u> | <u>\$ 2,535</u> | <u>\$ 2,510</u> |              |           | <u>\$ 2,791</u> | <u>\$ 2,702</u> |           |
| <b>Net Credit (Losses) / Recoveries (NCL's)</b>  | (42)            | (120)           | (37)            | (77)            | (43)            | 44%          | (2)%      | (393)           | (157)           | 60%       |
| NCLs   | 42              | 120             | 37              | 77              | 43              | (44)%        | 2%        | 393             | 157             | (60)%     |
| Net Reserve Builds / (Releases)  | (110)           | 37              | (166)           | (4)             | (60)            | NM           | 45%       | (122)           | (230)           | (89)%     |
| Net Specific Reserve Builds / (Releases)   | (1)             | (89)            | (12)            | (27)            | 21              | NM           | NM        | 89              | (18)            | NM        |
| <b>Provision for Loan Losses</b>   | <b>(69)</b>     | <b>68</b>       | <b>(141)</b>    | <b>46</b>       | <b>4</b>        | <b>(91)%</b> | <b>NM</b> | <b>360</b>      | <b>(91)</b>     | <b>NM</b> |
| Other (2)  | 5               | (12)            | 11              | 6               | 3               |              |           | 8               | 20              |           |
| <b>Allowance for Loan Losses at End of Period (1) (b)</b>                              | <u>\$ 2,766</u> | <u>\$ 2,702</u> | <u>\$ 2,535</u> | <u>\$ 2,510</u> | <u>\$ 2,474</u> |              |           | <u>\$ 2,766</u> | <u>\$ 2,474</u> |           |
| <b>Corporate Allowance for Unfunded Lending Commitments (8) (b)</b>                    | <u>\$ 1,349</u> | <u>\$ 1,383</u> | <u>\$ 1,336</u> | <u>\$ 1,366</u> | <u>\$ 1,197</u> |              |           | <u>\$ 1,349</u> | <u>\$ 1,197</u> |           |
| <b>Provision for Unfunded Lending Commitments</b>                                      | <u>\$ (41)</u>  | <u>\$ 36</u>    | <u>\$ (49)</u>  | <u>\$ 29</u>    | <u>\$ (170)</u> |              |           | <u>\$ (5)</u>   | <u>\$ (190)</u> |           |
| <b>Total Allowance for Loans, Leases and Unfunded Lending Commitments [Sum of (b)]</b> | <u>\$ 4,115</u> | <u>\$ 4,085</u> | <u>\$ 3,871</u> | <u>\$ 3,876</u> | <u>\$ 3,671</u> |              |           | <u>\$ 4,115</u> | <u>\$ 3,671</u> |           |
| Corporate Allowance for Loan Losses as a Percentage of Total Corporate Loans (10)      | 0.90%           | 0.91%           | 0.83%           | 0.80%           | 0.77%           |              |           |                 |                 |           |

Footnotes to these tables are on the following page (page 25).



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**The following footnotes relate to the tables on the prior page (page 24).**

- (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, dispositions, securitizations, foreign currency translation (FX translation), purchase accounting adjustments, etc.
- (3) The third quarter of 2016 includes a reduction of approximately \$58 million related to the sale or transfers to Held-for-sale (HFS) of various loan portfolios, including a reduction of \$50 million related to the transfers of a real estate loan portfolio to HFS. Additionally, the third quarter includes a reduction of approximately \$46 million related to FX translation.
- (4) The fourth quarter of 2016 includes a reduction of approximately \$267 million related to the sale or transfers to HFS of various loan portfolios, including a reduction of \$3 million related to the transfers of a real estate loan portfolio to HFS. Additionally, the fourth quarter includes a reduction of approximately \$141 million related to FX translation.
- (5) The first quarter of 2017 includes a reduction of approximately \$161 million related to the sale or transfers to HFS of various loan portfolios, including a reduction of \$37 million related to the transfers of a real estate loan portfolio to HFS. Additionally, the first quarter includes an increase of approximately \$164 million related to FX translation.
- (6) The second quarter of 2017 includes a reduction of approximately \$19 million related to the sale or transfers to HFS of various loan portfolios, including a reduction of \$19 million related to the transfers of a real estate loan portfolio to HFS. Additionally, the second quarter includes an increase of approximately \$50 million related to FX translation.
- (7) The third quarter of 2017 includes a reduction of approximately \$34 million related to the sale or transfers to HFS of various loan portfolios, including a reduction of \$28 million related to the transfers of a real estate loan portfolio to HFS. Additionally, the third quarter includes an increase of approximately \$7 million related to FX translation.
- (8) Represents additional credit reserves recorded as other liabilities on the Consolidated Balance Sheet.
- (9) September 30, 2016, December 31, 2016, March 31, 2017, June 30, 2017 and September 30, 2017 exclude \$31 million, \$29 million, \$28 million, \$27 million and \$27 million, respectively, of consumer loans which are carried at fair value.
- (10) September 30, 2016, December 31, 2016, March 31, 2017, June 30, 2017 and September 30, 2017 exclude \$3.9 billion, \$3.5 billion, \$4.0 billion, \$4.2 billion and \$4.3 billion, respectively, of corporate loans which are carried at fair value.

NM Not meaningful.

Reclassified to conform to the current period's presentation.



**COMPONENTS OF PROVISION FOR LOAN LOSSES**

(In millions of dollars)



|  | 3Q<br>2016 | 4Q<br>2016 | 1Q<br>2017 | 2Q<br>2017 | 3Q<br>2017 | 3Q17 Increase/<br>(Decrease) from |       | Nine<br>Months<br>2016 | Nine<br>Months<br>2017 | YTD 2017 vs.<br>YTD 2016 Increase/<br>(Decrease) |
|--|------------|------------|------------|------------|------------|-----------------------------------|-------|------------------------|------------------------|--|
|  |            |            |            |            |            | 2Q17                              | 3Q16  |                        |                        |  |
| <b>Global Consumer Banking</b>           |            |            |            |            |            |                                   |       |                        |                        |  |
| Net Credit Losses                        | 1,349      | 1,516      | 1,603      | 1,615      | 1,704      | 6%                                | 26%   | 4,094                  | 4,922                  | 20%  |
| Credit Reserve Build / (Release)         | 436        | 164        | 177        | 125        | 486        | NM                                | 11%   | 544                    | 788                    | 45%  |
| <b>North America</b>                     |            |            |            |            |            |                                   |       |                        |                        |  |
| Net Credit Losses                        | 927        | 1,105      | 1,190      | 1,181      | 1,239      | 5%                                | 34%   | 2,814                  | 3,610                  | 28%  |
| Credit Reserve Build / (Release)         | 408        | 117        | 152        | 101        | 463        | NM                                | 13%   | 536                    | 716                    | 34%  |
| <b>Retail Banking</b>                    |            |            |            |            |            |                                   |       |                        |                        |  |
| Net Credit Losses                        | 52         | 83         | 37         | 39         | 88         | NM                                | 69%   | 122                    | 164                    | 34%  |
| Credit Reserve Build / (Release)         | (40)       | (22)       | 7          | (7)        | (47)       | NM                                | (18)% | 11                     | (47)                   | NM   |
| <b>Citi-Branded Cards</b>                |            |            |            |            |            |                                   |       |                        |                        |  |
| Net Credit Losses                        | 448        | 539        | 633        | 611        | 611        | —                                 | 36%   | 1,370                  | 1,855                  | 35%  |
| Credit Reserve Build / (Release)         | 263        | 78         | 92         | 26         | 192        | NM                                | (27)% | 306                    | 310                    | 1%   |
| <b>Citi Retail Services</b>              |            |            |            |            |            |                                   |       |                        |                        |  |
| Net Credit Losses                        | 427        | 483        | 520        | 531        | 540        | 2%                                | 26%   | 1,322                  | 1,591                  | 20%  |
| Credit Reserve Build / (Release)         | 185        | 61         | 53         | 82         | 318        | NM                                | 72%   | 219                    | 453                    | NM   |
| <b>Latin America</b>                     |            |            |            |            |            |                                   |       |                        |                        |  |
| Net Credit Losses                        | 254        | 248        | 253        | 277        | 295        | 6%                                | 16%   | 792                    | 825                    | 4%   |
| Credit Reserve Build / (Release)         | 32         | 36         | 12         | 50         | 44         | (12)%                             | 38%   | 47                     | 106                    | NM   |
| <b>Retail Banking</b>                    |            |            |            |            |            |                                   |       |                        |                        |  |
| Net Credit Losses                        | 132        | 138        | 137        | 151        | 143        | (5)%                              | 8%    | 403                    | 431                    | 7%   |
| Credit Reserve Build / (Release)         | 47         | 31         | 14         | 27         | 13         | (52)%                             | (72)% | 60                     | 54                     | (10)%  |
| <b>Citi-Branded Cards</b>                |            |            |            |            |            |                                   |       |                        |                        |  |
| Net Credit Losses                        | 122        | 110        | 116        | 126        | 152        | 21%                               | 25%   | 389                    | 394                    | 1%   |
| Credit Reserve Build / (Release)         | (15)       | 5          | (2)        | 23         | 31         | 35%                               | NM    | (13)                   | 52                     | NM   |
| <b>Asia (1)</b>                          |            |            |            |            |            |                                   |       |                        |                        |  |
| Net Credit Losses                        | 168        | 163        | 160        | 157        | 170        | 8%                                | 1%    | 488                    | 487                    | —  |
| Credit Reserve Build / (Release)         | (4)        | 11         | 13         | (26)       | (21)       | 19%                               | NM    | (39)                   | (34)                   | 13%  |
| <b>Retail Banking</b>                    |            |            |            |            |            |                                   |       |                        |                        |  |
| Net Credit Losses                        | 73         | 65         | 62         | 54         | 69         | 28%                               | (5)%  | 196                    | 185                    | (6)%   |
| Credit Reserve Build / (Release)         | —          | 12         | (6)        | (9)        | (23)       | NM                                | NM    | (18)                   | (38)                   | NM   |
| <b>Citi-Branded Cards</b>                |            |            |            |            |            |                                   |       |                        |                        |  |
| Net Credit Losses                        | 95         | 98         | 98         | 103        | 101        | (2)%                              | 6%    | 292                    | 302                    | 3%   |
| Credit Reserve Build / (Release)         | (4)        | (1)        | 19         | (17)       | 2          | NM                                | NM    | (21)                   | 4                      | NM   |
| <b>Institutional Clients Group (ICG)</b> |            |            |            |            |            |                                   |       |                        |                        |  |
| Net Credit Losses                        | 45         | 119        | 25         | 71         | 44         | (38)%                             | (2)%  | 397                    | 140                    | (65)%  |
| Credit Reserve Build / (Release)         | (93)       | (53)       | (176)      | (15)       | (38)       | NM                                | 59%   | (11)                   | (229)                  | NM   |

| <b>Corporate / Other</b>               |                 |                 |                 |                 |                 |            |            |                 |                 |           |
|--|-----------------|-----------------|-----------------|-----------------|-----------------|------------|------------|-----------------|-----------------|-----------|
| Net Credit Losses                      | 131             | 61              | 81              | 24              | 29              | 21%        | (78)%      | 374             | 134             | (64)%     |
| Credit Reserve Build / (Release)       | (122)           | (80)            | (35)            | (154)           | (79)            | 49%        | 35%        | (376)           | (268)           | 29%       |
| <b>Total Provision for Loan Losses</b> | <b>\$ 1,746</b> | <b>\$ 1,727</b> | <b>\$ 1,675</b> | <b>\$ 1,666</b> | <b>\$ 2,146</b> | <b>29%</b> | <b>23%</b> | <b>\$ 5,022</b> | <b>\$ 5,487</b> | <b>9%</b> |

(1) Asia GCB includes NCLs and credit reserve builds (releases) for certain EMEA countries for all periods presented.

NM Not meaningful.

Reclassified to conform to the current period's presentation.

**NON-ACCRUAL ASSETS**  
(In millions of dollars)



|   | 3Q<br>2016      | 4Q<br>2016      | 1Q<br>2017      | 2Q<br>2017      | 3Q<br>2017      | 3Q17 Increase/<br>(Decrease) from |              |
|---|-----------------|-----------------|-----------------|-----------------|-----------------|-----------------------------------|--------------|
|   |                 |                 |                 |                 |                 | 2Q17                              | 3Q16         |
| <b>Non-Accrual Loans (1)</b>                                |                 |                 |                 |                 |                 |                                   |              |
| <b>Corporate Non-Accrual Loans By Region</b>                |                 |                 |                 |                 |                 |                                   |              |
| North America   | \$ 1,057        | \$ 984          | \$ 993          | \$ 944          | \$ 915          | (3)%                              | (13)%        |
| EMEA  | 857             | 904             | 828             | 727             | 681             | (6)%                              | (21)%        |
| Latin America   | 380             | 379             | 342             | 281             | 312             | 11%                               | (18)%        |
| Asia  | 121             | 154             | 176             | 146             | 146             | —                                 | 21%          |
| <b>Total</b>  | <b>\$ 2,415</b> | <b>\$ 2,421</b> | <b>\$ 2,339</b> | <b>\$ 2,098</b> | <b>\$ 2,054</b> | <b>(2)%</b>                       | <b>(15)%</b> |
| <b>Consumer Non-Accrual Loans By Region (2) (3)</b>         |                 |                 |                 |                 |                 |                                   |              |
| North America   | \$ 2,429        | \$ 2,160        | \$ 1,926        | \$ 1,754        | \$ 1,721        | (2)%                              | (29)%        |
| Latin America   | 841             | 711             | 737             | 793             | 791             | —                                 | (6)%         |
| Asia (4)  | 282             | 287             | 292             | 301             | 271             | (10)%                             | (4)%         |
| <b>Total</b>  | <b>\$ 3,552</b> | <b>\$ 3,158</b> | <b>\$ 2,955</b> | <b>\$ 2,848</b> | <b>\$ 2,783</b> | <b>(2)%</b>                       | <b>(22)%</b> |
| <b>OTHER REAL ESTATE OWNED AND OTHER REPOSSESSED ASSETS</b> |                 |                 |                 |                 |                 |                                   |              |
| Institutional Clients Group                                 | \$ 12           | \$ 14           | \$ 13           | \$ 26           | \$ 46           | 77%                               | NM           |
| Global Consumer Banking                                     | 41              | 34              | 33              | 33              | 38              | 15%                               | (7)%         |
| Corporate/Other   | 108             | 138             | 127             | 109             | 59              | (46)%                             | (45)%        |
| <b>TOTAL OTHER REAL ESTATE OWNED (OREO) (5)</b>             | <b>\$ 161</b>   | <b>\$ 186</b>   | <b>\$ 173</b>   | <b>\$ 168</b>   | <b>\$ 143</b>   | <b>(15)%</b>                      | <b>(11)%</b> |
| <b>OREO By Region:</b>                                      |                 |                 |                 |                 |                 |                                   |              |
| North America   | \$ 132          | \$ 161          | \$ 136          | \$ 128          | \$ 97           | (24)%                             | (27)%        |
| EMEA  | 1               | —               | 1               | 1               | 1               | —                                 | —            |
| Latin America   | 18              | 18              | 31              | 31              | 30              | (3)%                              | 67%          |
| Asia  | 10              | 7               | 5               | 8               | 15              | 88%                               | 50%          |
| <b>Total</b>  | <b>\$ 161</b>   | <b>\$ 186</b>   | <b>\$ 173</b>   | <b>\$ 168</b>   | <b>\$ 143</b>   | <b>(15)%</b>                      | <b>(11)%</b> |
| <b>Other Repossessed Assets</b>                             | <b>\$ —</b>     | <b>\$ —</b>     | <b>\$ —</b>     | <b>\$ —</b>     | <b>\$ —</b>     | <b>—</b>                          | <b>—</b>     |
| <b>Non-Accrual Assets (NAA) (6)</b>                         |                 |                 |                 |                 |                 |                                   |              |
| Corporate Non-Accrual Loans                                 | \$ 2,415        | \$ 2,421        | \$ 2,339        | \$ 2,098        | \$ 2,054        | (2)%                              | (15)%        |
| Consumer Non-Accrual Loans                                  | 3,552           | 3,158           | 2,955           | 2,848           | 2,783           | (2)%                              | (22)%        |
| <b>Non-Accrual Loans (NAL)</b>                              | <b>5,967</b>    | <b>5,579</b>    | <b>5,294</b>    | <b>4,946</b>    | <b>4,837</b>    | <b>(2)%</b>                       | <b>(19)%</b> |
| OREO  | 161             | 186             | 173             | 168             | 143             | (15)%                             | (11)%        |
| Other Repossessed Assets                                    | —               | —               | —               | —               | —               | —                                 | —            |

| <b>Non-Accrual Assets (NAA)</b>         | <b>\$ 6,128</b> | <b>\$ 5,765</b> | <b>\$ 5,467</b> | <b>\$ 5,114</b> | <b>\$ 4,980</b> | <b>(3)%</b> | <b>(19)%</b> |
|---|-----------------|-----------------|-----------------|-----------------|-----------------|-------------|--------------|
| NAL as a % of Total Loans               | 0.93%           | 0.89%           | 0.84%           | 0.77%           | 0.74%           |             |              |
| NAA as a % of Total Assets              | 0.34%           | 0.32%           | 0.30%           | 0.27%           | 0.26%           |             |              |
| Allowance for Loan Losses as a % of NAL | 208%            | 216%            | 227%            | 243%            | 256%            |             |              |

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- (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 fourth quarter of 2016 reflects the transfers of non-accrual loans to HFS resulting from the agreements to sell the Brazil and Argentina consumer banking businesses.
  - (3) Excludes SOP 03-3 purchased distressed loans.
  - (4) Asia GCB includes balances for certain EMEA countries 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.

Reclassified to conform to the current period's presentation.

**CITIGROUP**

**CET1 CAPITAL AND SUPPLEMENTARY LEVERAGE RATIOS, TANGIBLE COMMON EQUITY, BOOK VALUE PER SHARE, TANGIBLE BOOK VALUE PER SHARE AND RETURNS ON EQUITY**

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



|   | September 30,<br>2016 | December 31,<br>2016 | March 31,<br>2017(2) | June 30,<br>2017    | September 30,<br>2017(3) | Nine<br>Months<br>2016 | Nine<br>Months<br>2017 |
|---|-----------------------|----------------------|----------------------|---------------------|--------------------------|------------------------|------------------------|
| <b><u>Common Equity Tier 1 Capital Ratio and Components(1)</u></b>  |                       |                      |                      |                     |                          |                        |                        |
| Citigroup Common Stockholders' Equity(4)  | \$ 212,506            | \$ 206,051           | \$ 208,907           | \$ 210,950          | \$ 208,565               |                        |                        |
| Add: Qualifying noncontrolling interests  | 140                   | 129                  | 133                  | 143                 | 144                      |                        |                        |
| Regulatory Capital Adjustments and Deductions:  |                       |                      |                      |                     |                          |                        |                        |
| Less:   |                       |                      |                      |                     |                          |                        |                        |
| Accumulated net unrealized losses on cash flow hedges, net of tax(5)  | (232)                 | (560)                | (562)                | (445)               | (438)                    |                        |                        |
| Cumulative unrealized net gain (loss) related to changes in fair value of financial liabilities attributable to own creditworthiness, net of tax(6) | 335                   | (61)                 | (173)                | (291)               | (416)                    |                        |                        |
| Intangible Assets:  |                       |                      |                      |                     |                          |                        |                        |
| Goodwill, net of related deferred tax liabilities (DTLs)(7)   | 21,763                | 20,858               | 21,448               | 21,589              | 21,532                   |                        |                        |
| Identifiable intangible assets other than mortgage servicing rights (MSRs), net of related DTLs   | 5,177                 | 4,876                | 4,738                | 4,587               | 4,410                    |                        |                        |
| Defined benefit pension plan net assets   | 891                   | 857                  | 836                  | 796                 | 720                      |                        |                        |
| Deferred tax assets (DTAs) arising from net operating loss, foreign tax credit and general business credit carry-forwards                           | 22,503                | 21,337               | 21,077               | 20,832              | 20,068                   |                        |                        |
| Excess over 10% / 15% limitations for other DTAs, certain common stock investments and MSRs(8)  | 7,077                 | 9,357                | 9,012                | 8,851               | 9,298                    |                        |                        |
| Common Equity Tier 1 Capital (CET1)   | <u>\$ 155,132</u>     | <u>\$ 149,516</u>    | <u>\$ 152,664</u>    | <u>\$ 155,174</u>   | <u>\$ 153,535</u>        |                        |                        |
| Risk-Weighted Assets (RWA)  | <u>\$ 1,228,283</u>   | <u>\$ 1,189,680</u>  | <u>\$ 1,191,397</u>  | <u>\$ 1,188,167</u> | <u>\$ 1,184,123</u>      |                        |                        |
| Common Equity Tier 1 Capital Ratio (CET1/RWA)   | <u>12.63%</u>         | <u>12.57%</u>        | <u>12.81%</u>        | <u>13.06%</u>       | <u>13.0%</u>             |                        |                        |

**Supplementary Leverage Ratio and Components**

|   |                     |                     |                     |                     |                     |  |  |
|---|---------------------|---------------------|---------------------|---------------------|---------------------|--|--|
| Common Equity Tier 1 Capital (CET1)                 | \$ 155,132          | \$ 149,516          | \$ 152,664          | \$ 155,174          | \$ 153,535          |  |  |
| Additional Tier 1 Capital (AT1)(9)                  | 19,628              | 19,874              | 19,791              | 19,955              | 19,322              |  |  |
| Total Tier 1 Capital (T1C) (CET1 + AT1)             | <u>\$ 174,760</u>   | <u>\$ 169,390</u>   | <u>\$ 172,455</u>   | <u>\$ 175,129</u>   | <u>\$ 172,857</u>   |  |  |
| Total Leverage Exposure (TLE)                       | <u>\$ 2,360,520</u> | <u>\$ 2,345,391</u> | <u>\$ 2,372,177</u> | <u>\$ 2,418,658</u> | <u>\$ 2,428,301</u> |  |  |
| Supplementary Leverage Ratio (T1C/TLE)              | <u>7.40%</u>        | <u>7.22%</u>        | <u>7.27%</u>        | <u>7.24%</u>        | <u>7.1%</u>         |  |  |
| Net DTAs Excluded from Common Equity Tier 1 Capital | <u>\$ 27,818</u>    | <u>\$ 29,246</u>    | <u>\$ 28,671</u>    | <u>\$ 28,224</u>    | <u>\$ 27,945</u>    |  |  |

**Tangible Common Equity, Book Value Per Share, Tangible Book Value Per Share and Returns on Equity**

|   |            |            |            |            |            |  |  |
|---|------------|------------|------------|------------|------------|--|--|
| Common Stockholders' Equity   | \$ 212,322 | \$ 205,867 | \$ 208,723 | \$ 210,766 | \$ 208,381 |  |  |
| Less:   |            |            |            |            |            |  |  |
| Goodwill  | 22,539     | 21,659     | 22,265     | 22,349     | 22,345     |  |  |
| Intangible assets (other than MSRs)   | 5,358      | 5,114      | 5,013      | 4,887      | 4,732      |  |  |
| Goodwill and identifiable intangible assets (other than MSRs) related to assets HFS | <u>30</u>  | <u>72</u>  | <u>48</u>  | <u>120</u> | <u>48</u>  |  |  |

|  |            |            |            |            |            |            |            |
|--|------------|------------|------------|------------|------------|------------|------------|
| Tangible Common Equity (TCE)   | \$ 184,395 | \$ 179,022 | \$ 181,397 | \$ 183,410 | \$ 181,256 |            |            |
| Common Shares Outstanding (CSO)  | 2,849.7    | 2,772.4    | 2,753.3    | 2,724.6    | 2,644.0    |            |            |
| Book Value Per Share (Common Equity/CSO)   | \$ 74.51   | \$ 74.26   | \$ 75.81   | \$ 77.36   | \$ 78.81   |            |            |
| Tangible Book Value Per Share (TCE/CSO)  | \$ 64.71   | \$ 64.57   | \$ 65.88   | \$ 67.32   | \$ 68.55   |            |            |
| Net Income Available to Common Shareholders  | \$ 3,615   | \$ 3,253   | \$ 3,789   | \$ 3,552   | \$ 3,861   | \$ 10,582  | \$ 11,202  |
| Average Common Stockholders' Equity  | \$ 212,321 | \$ 208,965 | \$ 206,903 | \$ 209,693 | \$ 209,764 | \$ 209,850 | \$ 208,787 |
| Average TCE  | \$ 184,492 | \$ 181,709 | \$ 180,210 | \$ 182,404 | \$ 182,333 | \$ 182,914 | \$ 181,271 |
| Less: Average Net DTAs Excluded from Common Equity Tier 1 Capital(10)                        | 27,921     | 28,532     | 28,959     | 28,448     | 28,085     | 28,954     | 28,522     |
| Average TCE, Excluding Average Net DTAs Excluded from Common Equity Tier 1 Capital           | \$ 156,571 | \$ 153,177 | \$ 151,251 | \$ 153,956 | \$ 154,248 | \$ 153,960 | 152,749    |
| Return on Average Common Stockholders' Equity  | 6.8%       | 6.2%       | 7.4%       | 6.8%       | 7.3%       | 6.7%       | 7.2%       |
| Return on Average TCE (RoTCE)(11)  | 7.8%       | 7.1%       | 8.5%       | 7.8%       | 8.4%       | 7.7%       | 8.3%       |
| Return on Average TCE, Excluding Average Net DTAs Excluded from Common Equity Tier 1 Capital | 9.2%       | 8.4%       | 10.2%      | 9.3%       | 9.9%       | 9.2%       | 9.8%       |

(1) See footnote 1 on page 1.

(2) See footnote 3 on page 1.

(3) Preliminary.

(4) Excludes issuance costs related to outstanding preferred stock in accordance with Federal Reserve Board regulatory reporting requirements.

(5) 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, in accordance with the U.S. Basel III rules.

(7) Includes goodwill "embedded" in the valuation of significant common stock investments in unconsolidated financial institutions.

(8) Assets subject to 10%/15% limitations include MSRs, DTAs arising from temporary differences and significant common stock investments in unconsolidated financial institutions.

For all periods presented, the deduction related only to DTAs arising from temporary differences that exceeded the 10% limitation.

(9) Additional Tier 1 Capital primarily includes qualifying noncumulative perpetual preferred stock and qualifying trust preferred securities.

(10) Represents average net DTAs excluded in arriving at Common Equity Tier 1 Capital under full implementation of the U.S. Basel III rules.

(11) RoTCE represents annualized net income available to common shareholders as a percentage of average TCE.

Reclassified to conform to the current period's presentation.