

# ***Third Quarter 2008 Earnings Review***

---

October 16, 2008



# Summary Income Statement

(\$B, except EPS)	3Q'08	3Q'07	%△
Net Interest Revenue	\$13.4	\$11.8	13%
Other Revenue	3.3	9.8	(67)
Net Revenues	\$16.7	\$21.6	(23)%
Operating Expenses	14.4	14.2	2
Credit Losses, Claims & Benefits	9.1	4.9	86
Pre-tax Income from Cont. Ops.	\$(6.8)	\$2.6	NM
Income Taxes and Minority Interest	(3.4)	0.5	NM
Income from Cont. Ops.	\$(3.4)	\$2.1	NM
Net Income	(2.8)	2.2	NM
Preferred Share Dividend	\$0.4	\$0.0	NM
Diluted EPS from Cont. Ops. <sup>(1)</sup>	\$(0.71)	\$0.42	NM
Diluted EPS <sup>(1)</sup>	(0.60)	0.44	NM

(1) Diluted shares used in the diluted EPS calculation represent basic shares for the third quarter of 2008 due to the Net Loss. Using actual diluted shares would result in anti-dilution. 3Q'08: Basic shares equal 5,342 million and diluted shares equal 5,867 million.

Note: Totals may not sum due to rounding.

# Major P&L Items in 3Q'08

<b>(\$MM)</b>	<b>Pre-tax Impact</b>	<b>Business</b>
<b>Consumer Net Credit Losses</b>	<b>\$(4,593)</b>	<b>Cards, Cons. Banking</b>
<b>Consumer Loan Loss Reserve Build</b>	<b>(3,197)</b>	<b>Cards, Cons. Banking</b>
<b>Securities and Banking Revenue Marks <sup>(1)</sup></b>	<b>(4,420)</b>	<b>Securities &amp; Banking</b>
<b>Write-downs on the Cards I/O</b>	<b>(1,442)</b>	<b>N.A. Cards</b>
<b>Write-downs and expenses from Auction Rate Securities legal settlement <sup>(2)</sup></b>	<b>(712)</b>	<b>Fixed Income Mkts., GWM</b>
<b>Repositioning charges</b>	<b>(459)</b>	<b>Citi-wide</b>
<b>Gain on sale of CitiStreet</b>	<b>347</b>	<b>GWM</b>

(1) For a list of Securities & Banking marks please refer to slide 26.

(2) Comprised of write-downs of \$612 million arising from the ARS legal settlement, and a \$100 million fine from the ARS legal settlement recorded as expenses.

Note: for a list of press release disclosed items please refer to page 27.

# Key Revenue Drivers

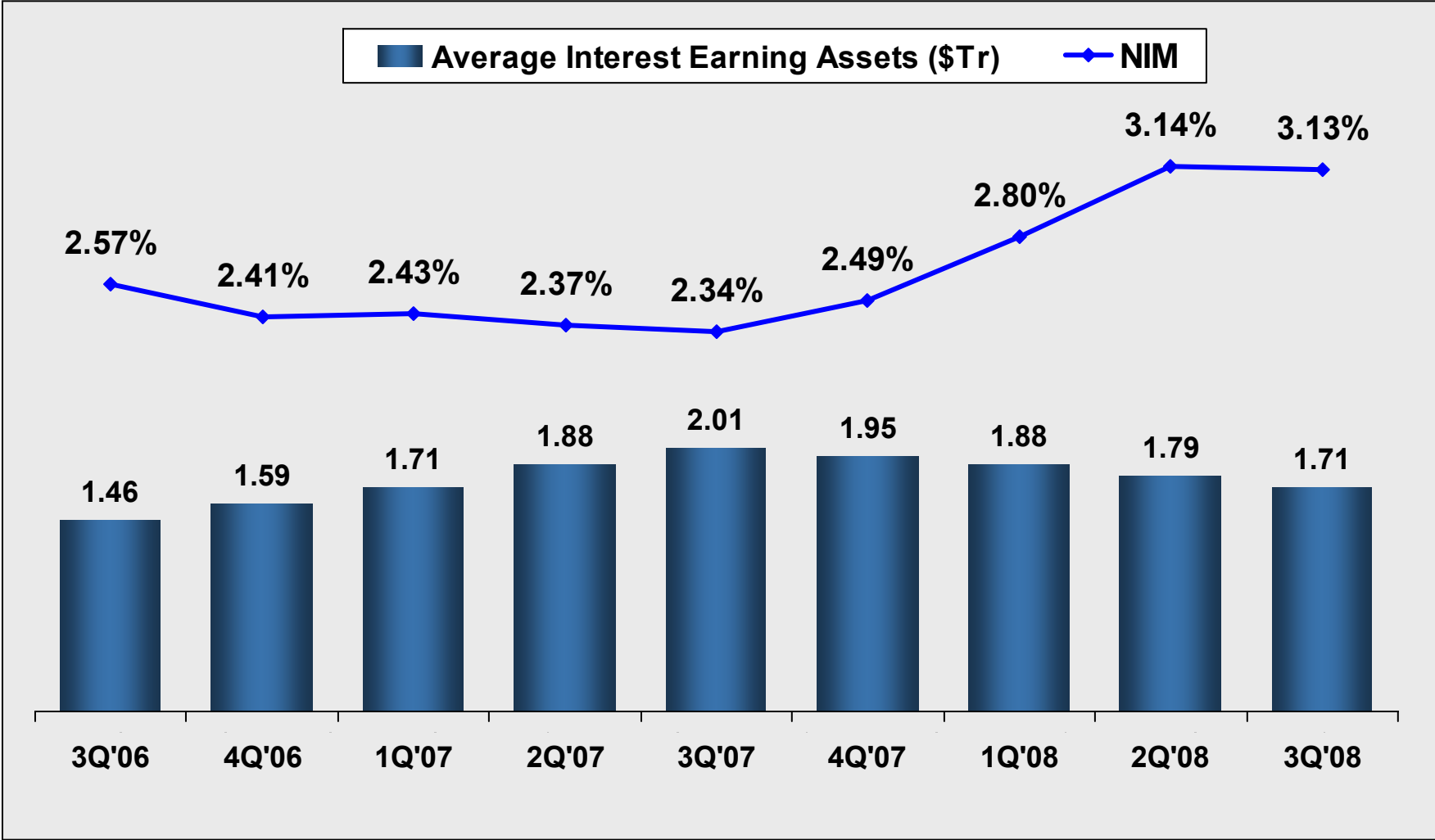
%Δ Year-over-Year			3Q'07	4Q'07	1Q'08	2Q'08	3Q'08
<b>Average Loans</b>	Consumer <sup>(1, 3)</sup>	N.A. <sup>(2)</sup>	9%	10%	9%	6%	1%
		EMEA	69	68	65	27	9
		Latin America	39	39	34	22	17
		Asia	14	16	19	15	8
		Corporate	27	24	19	3	(15)
<b>Average Deposits</b>	Consumer <sup>(3)</sup>	N.A.	16	9	5	3	--
		EMEA	86	84	76	22	(6)
		Latin America	17	20	21	8	5
		Asia	8	11	13	10	4
		Transaction Services	33	35	32	15	7
<b>Sales</b>	N.A. Cards Purchase Sales <sup>(4)</sup>		6	8	4	--	(3)
	Int'l Cards Purchase Sales <sup>(4)</sup>		36	38	40	24	12
	Int'l Consumer Investment Sales		21	23	(15)	(20)	(26)
<b>AUMs</b>	Int'l Consumer Investment AUMs		28	25	14	5	(16)
	GWM Client Fee-Based AUMs		38	27	15	(8)	(19)

(1) Consumer: comprised of Global Cards and Consumer Banking. (2) Managed basis.

(3) Does not include Global Wealth Management. (4) Includes cash advances.

Note: Historical numbers have been restated to exclude discontinued operations.

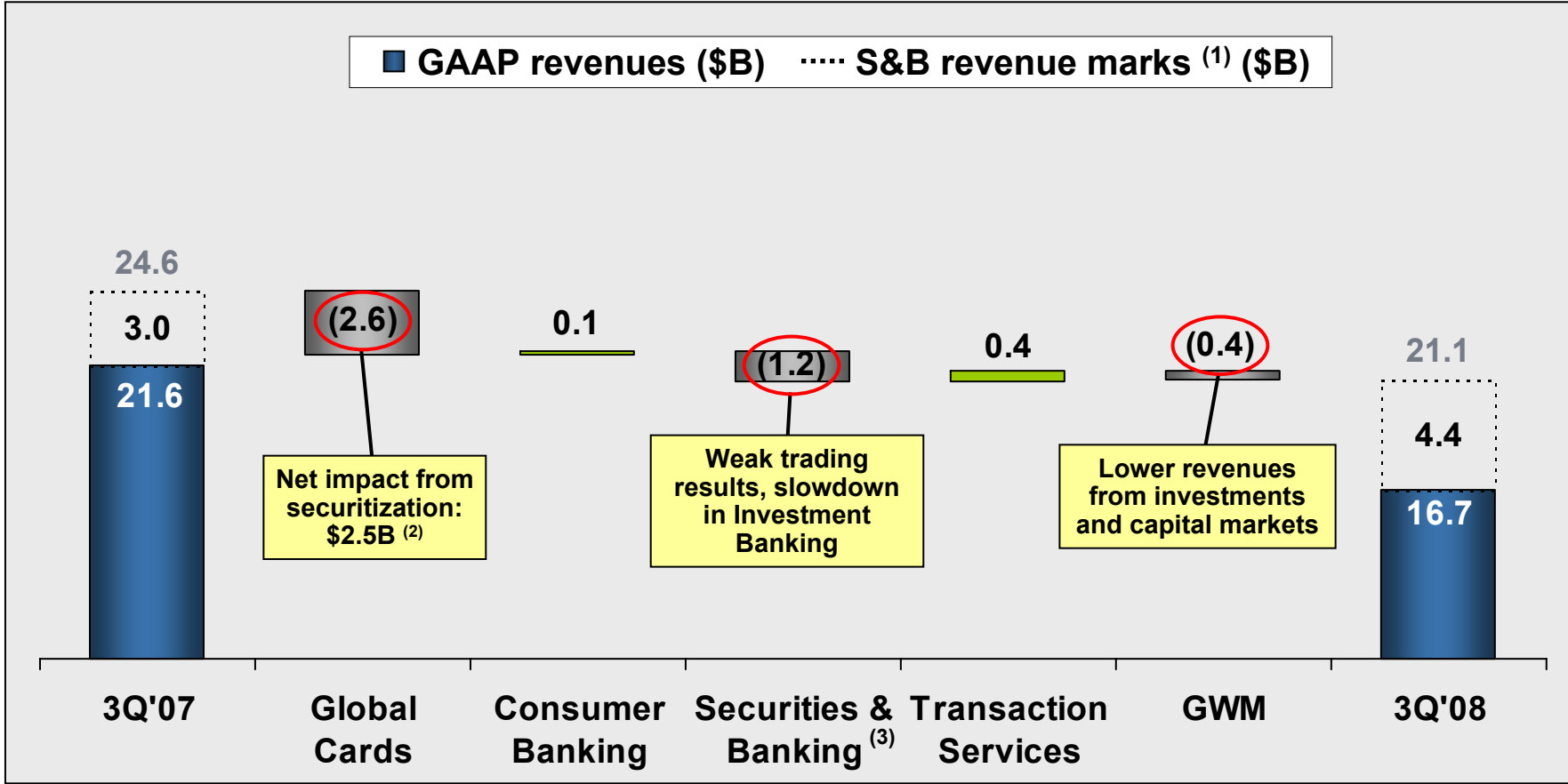
# Net Interest Margin



Note: Historical numbers have been restated to exclude discontinued operations.

# Revenues

## Main Drivers of 3Q'08 Year-over-Year Change



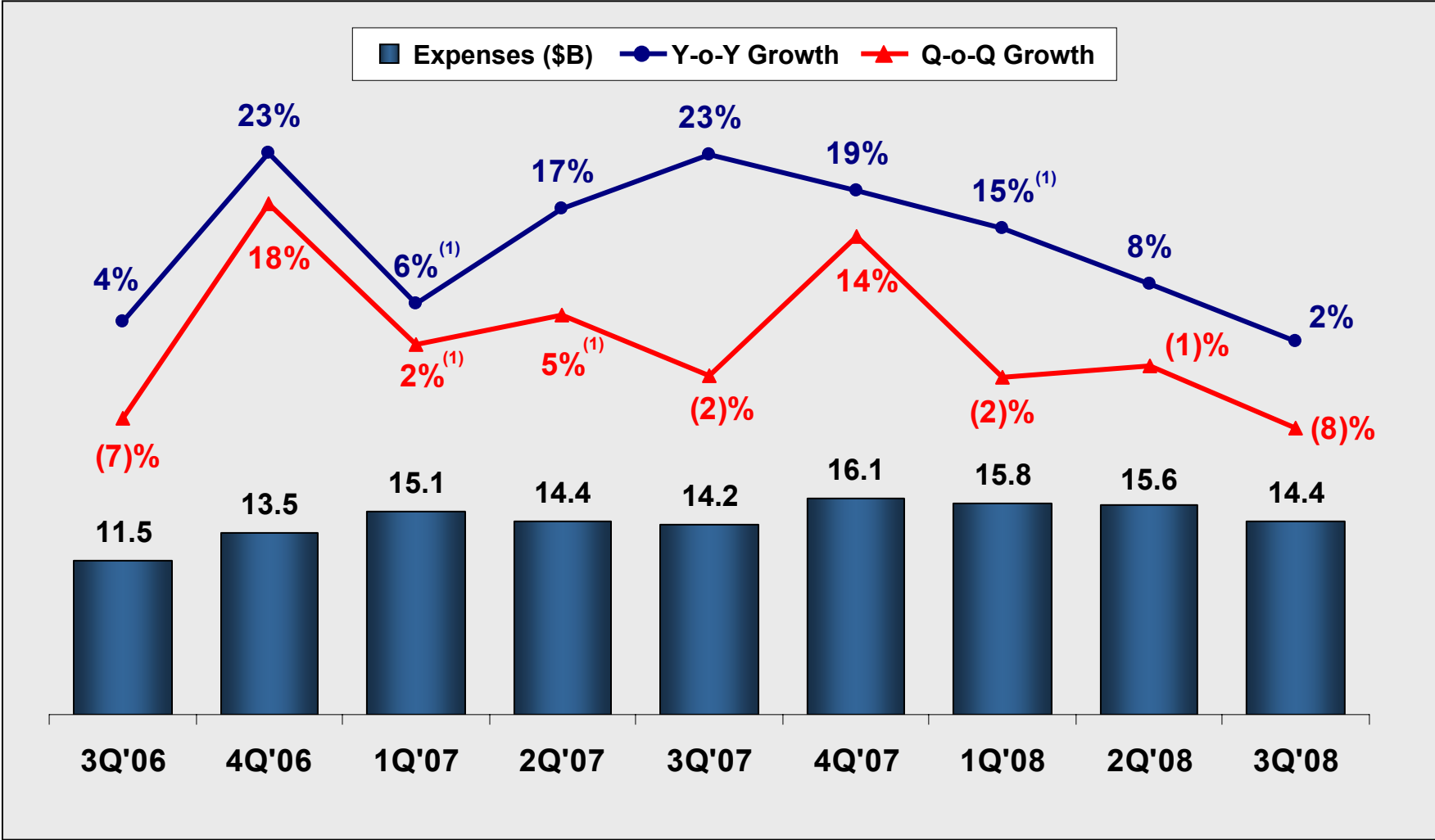
(1) For a list of Securities & Banking revenue marks please refer to page 26.

(2) Net impact from securitizations includes \$1.4B write-down on the I/O.

(3) Excluding Securities & Banking revenue marks.

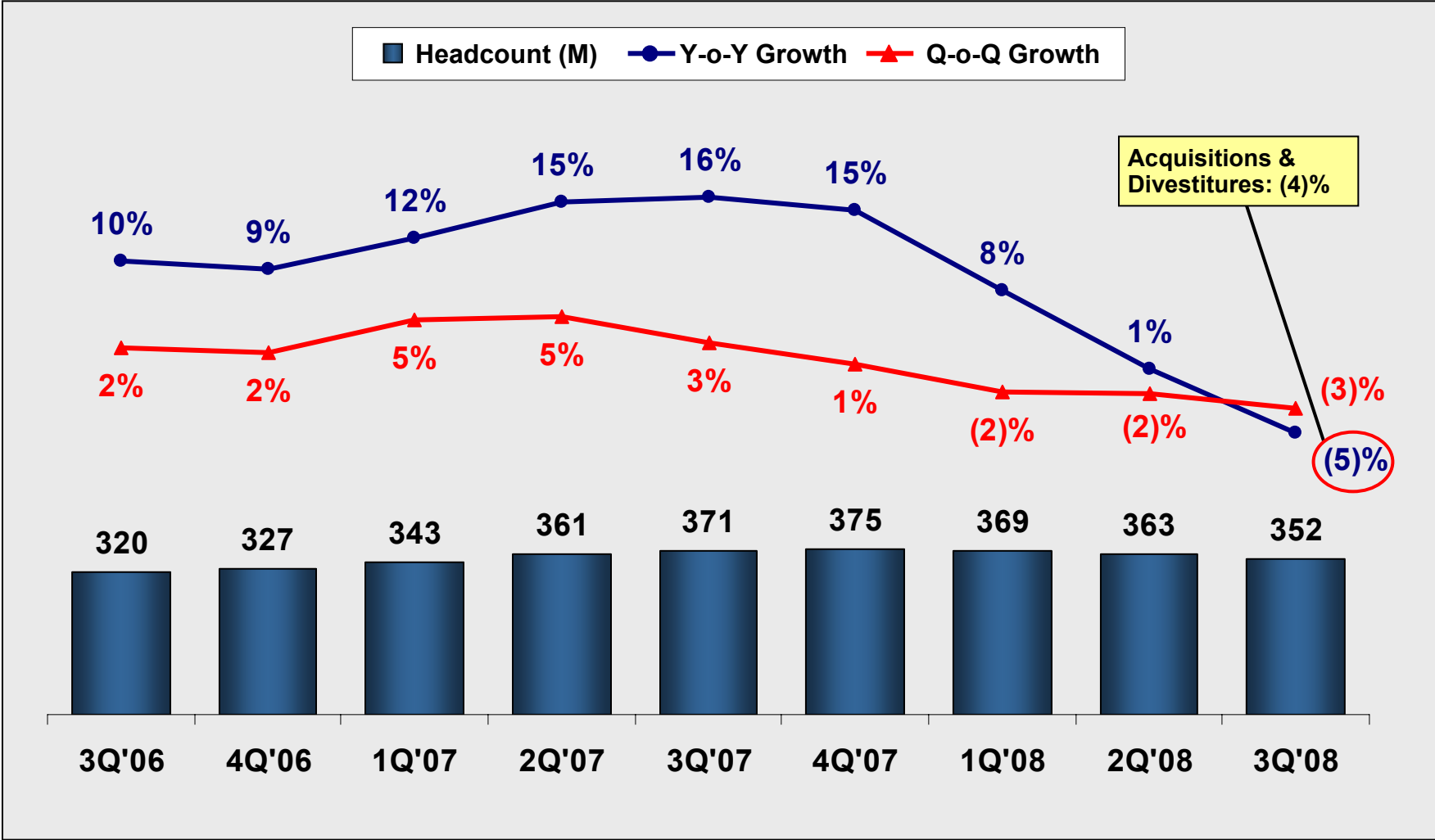
Note: Totals may not sum due to rounding.

# Expenses



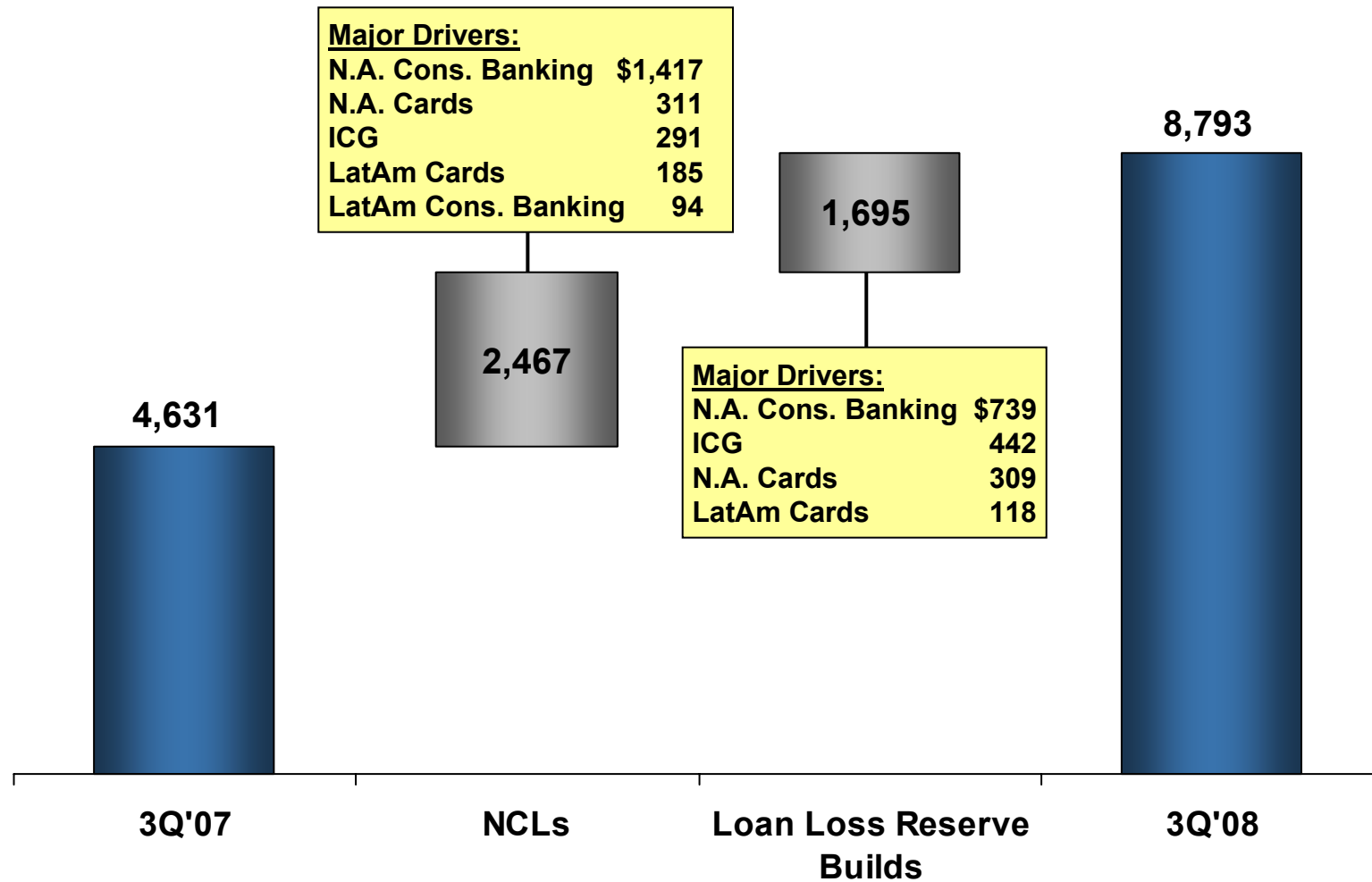
(1) Excludes the impact from the 1Q'07 \$1.38B pre-tax charge related to a structural expense review.  
 Note: Historical numbers have been restated to exclude discontinued operations.

# Headcount



# Cost of Credit

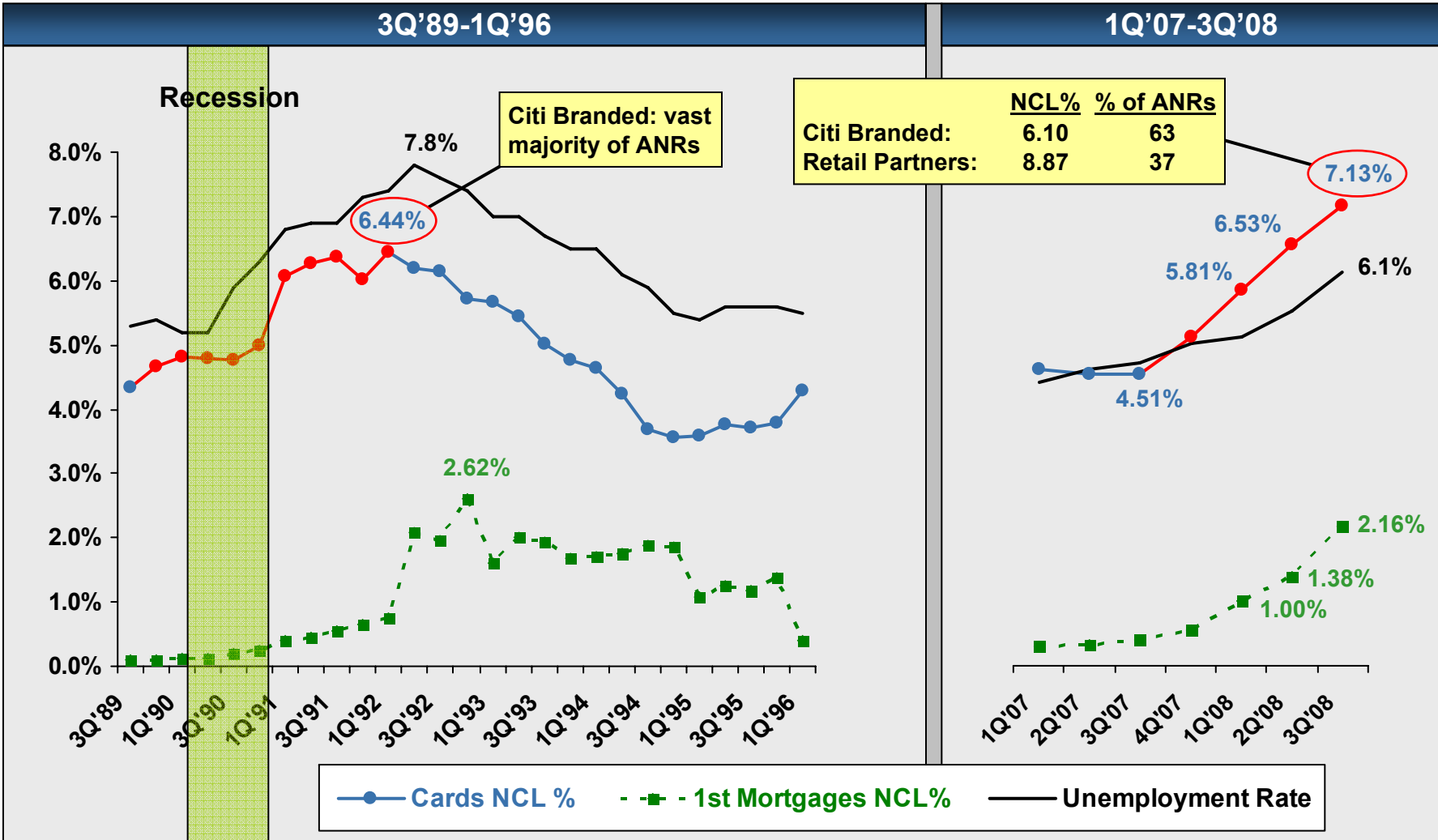
Year-over-Year Change (\$MM)



Note: Excludes policyholder benefits and claims.  
Totals may not sum due to rounding.

# N.A. Consumer: Credit Trends

## Cards and 1<sup>st</sup> Mortgages: Comparative NCL Ratios



Note: Cards data on a managed basis. Cards and 1<sup>st</sup> Mortgages data from 3Q'89 to 1Q'96 sourced from Risk Management database, 1Q'07 onwards based on Corporate Reporting database. Unemployment rate based on seasonal adjusted figures by the Bureau of Labor Statistics of the U.S. Department of Labor. Recession period (July 1990 to March 1991) based on the determination of the Business Cycle Dating Committee of the National Bureau of Economic Research.

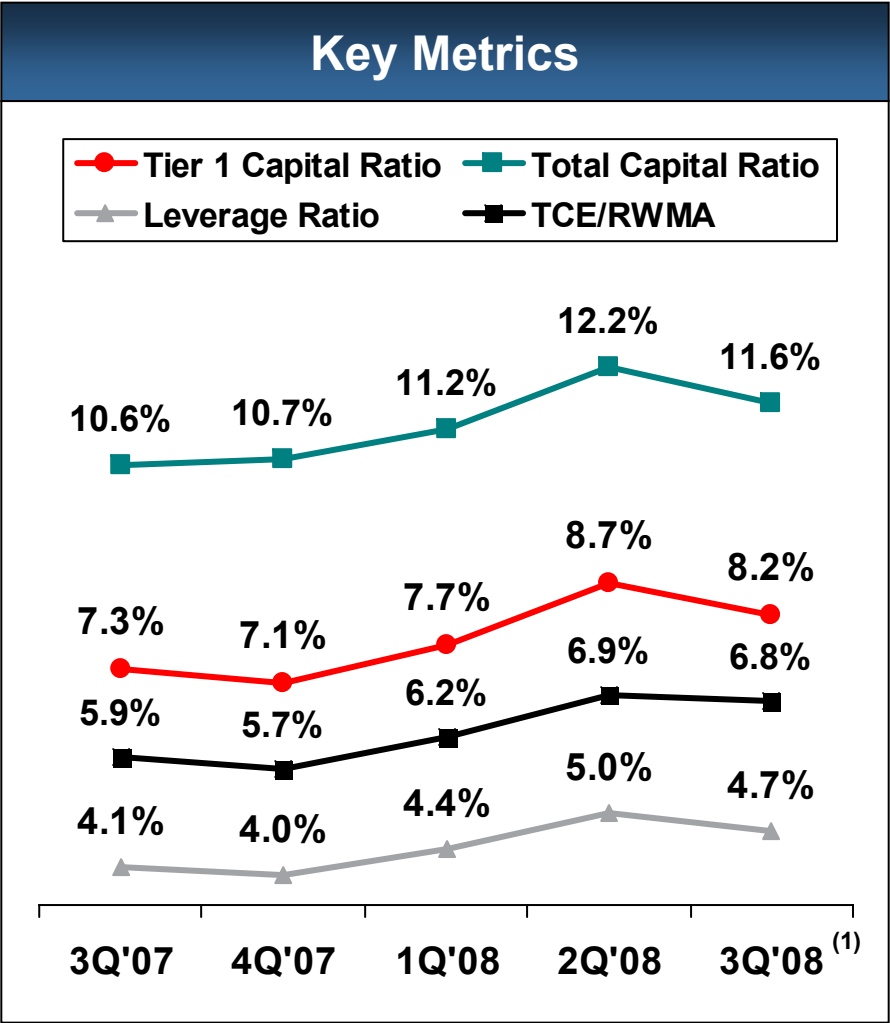
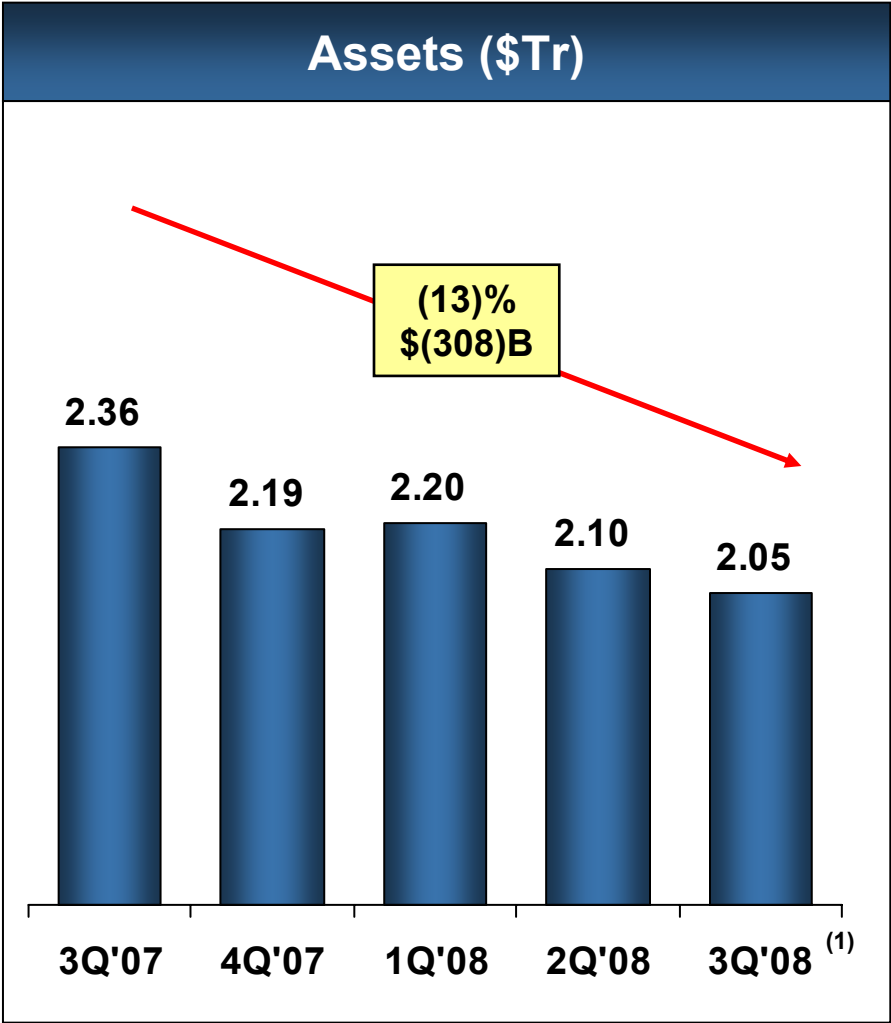
# International Consumer: Credit Trends

	Rank		% of Total ANRs	NCL Ratio	% of Total NCLs	% of NCL QoQ \$ Δ
	ANR	QoQ NCL \$ Δ				
<b>Mexico</b>	1	<b>1</b>	13.9%	8.4%	26.0%	<b>33.1%</b>
Korea	2	15	13.0	0.8	2.4	1.1
UK	3	4	10.5	3.3	7.7	6.6
Australia	4	12	8.0	1.3	2.4	1.9
Japan	5	56	6.9	12.2	18.7	(12.9)
<b>India</b>	6	<b>3</b>	6.0	5.8	7.7	<b>17.5</b>
Singapore	7	28	3.6	0.4	0.3	0.3
Malaysia	8	46	3.5	0.8	0.6	(0.1)
Taiwan	9	10	3.5	2.5	1.9	2.4
Spain	10	6	3.3	3.9	2.9	4.3
Hong Kong	11	20	3.0	0.9	0.6	0.7
<b>Brazil</b>	12	<b>2</b>	2.8	14.2	8.9	<b>23.8</b>
Greece	13	5	2.6	4.2	2.4	5.4
Belgium	14	8	2.4	1.6	0.9	2.7
Italy	15	11	1.6	6.8	2.4	2.2
Poland	16	47	1.6	1.5	0.5	(0.2)
Colombia	17	7	1.1	7.4	1.7	3.2
<b>Total</b>			<b>87.3%</b>		<b>88.2%</b>	<b>92.1%</b>

**Mexico, Brazil and India represent 74% of QoQ NCL Increase**

Calculations based on 3Q'08 total ANR of \$147.2B and total NCLs of \$1.7B.  
 Note: International Consumer comprised of Cards and Consumer Banking.

# Balance Sheet



(1) Preliminary.

# Global Cards

(\$MM)	3Q'08	3Q'07	%△
<b>Revenues</b>	<b>\$3,789</b>	<b>\$6,342</b>	<b>(40)%</b>
– North America	1,388	3,510	(60)
– EMEA	593	566	5
– Latin America	1,143	1,728	(34)
– Asia	665	538	24
<b>Expenses</b>	<b>2,595</b>	<b>2,610</b>	<b>(1)</b>
<b>Credit Costs</b>	<b>2,672</b>	<b>1,568</b>	<b>70</b>
<b>Net Income</b>	<b>\$(902)</b>	<b>\$1,442</b>	<b>NM</b>
– North America	(873)	808	NM
– EMEA	(25)	30	NM
– Latin America	(36)	563	NM
– Asia	32	41	(22)
<b><u>N.A. Cards Managed Revenue</u></b>			
GAAP Revenue	\$1,388	\$3,510	(60)%
Impact of sec. activity	3,579	1,124	NM
<b>Managed Revenue</b>	<b>\$4,967</b>	<b>\$4,634</b>	<b>7%</b>

▶ **Managed revenues down 1%, up 9% ex-\$729MM Redecard gain in 3Q'07**

## North America

- Managed revenues up 7%
- \$1.4B write-down in the value of the I/O
- Managed receivables up 4% as payment rates fell
- Purchase sales down 3%

## EMEA

- Average loans up 14%; purchase sales up 7%

## LatAm

- Average loans up 19%; purchase sales up 14%

## Asia

- Average loans up 17%; purchase sales up 14%

## ▶ Expenses

- Lower compensation and marketing costs, offset by higher credit management costs

## ▶ Credit Costs

- N.A. environment continues to deteriorate
- Mexico and Brazil: largest credit cost increases outside of N.A.; weakness in India, Greece, Spain

# Consumer Banking

(\$MM)	3Q'08	3Q'07	%Δ
<b>Revenues</b>	<b>\$7,429</b>	<b>\$7,302</b>	<b>2%</b>
– North America	4,414	4,164	6
– EMEA	622	625	(0)
– Latin America	1,015	1,071	(5)
– Asia	1,378	1,442	(4)
<b>Expenses</b>	<b>4,188</b>	<b>4,270</b>	<b>(2)</b>
<b>Credit Costs</b>	<b>5,333</b>	<b>3,005</b>	<b>77</b>
<b>Net Income</b>	<b>\$(1,099)</b>	<b>\$156</b>	<b>NM</b>
– North America	(1,080)	59	NM
– EMEA	(94)	(28)	NM
– Latin America	29	102	(72)
– Asia	46	23	100
<b>Excluding Japan Consumer Finance</b>			
<b>Revenues</b>	<b>\$7,204</b>	<b>\$7,038</b>	<b>2%</b>
– Asia	1,153	1,178	(2)
<b>Net Income</b>	<b>\$(940)</b>	<b>\$454</b>	<b>NM</b>
– Asia	205	321	(36)

## ▶ Revenues up 2%, net interest revenue up 9%

### North America

- Flat average loans and deposits; higher spreads
- \$192MM negative revenue impact related to MSR

### EMEA

- Average loans up 5%; deposits down 6%
- Investment sales decreased 38%

### LatAm

- Average loans up 15%; deposits up 5%
- Negative revenues from Chile divestiture and spread compression

### Asia (ex-CFJ)

- Average loans up 8%; deposits up 4%
- Investment sales decreased 56%

## ▶ Expenses

- Repositioning charges offset by 3Q'07 write-down of customer intangibles and fixed assets in CFJ
- Reengineering saves partially offset by acquisitions and higher credit management costs

## ▶ Credit Costs

- \$1.1B increase in N.A. residential real estate NCLs
- Mexico, India and Spain: largest int'l increases

# ICG – Securities and Banking

(\$MM)	3Q'08	3Q'07	%△	
<b>Revenues</b>	<b>\$(81)</b>	<b>\$2,548</b>	<b>NM</b>	▶ <b>Revenues</b>
– North America	(2,693)	(336)	NM	– <u>Fixed Income Markets</u> : total write-downs of \$3.6B, lower commodities and credit trading revenues, partially offset by strong performance in interest rate and currency trading
– EMEA	1,043	674	55	– <u>Equity Markets</u> : weakness in the cash business, derivatives, convertibles and GSE positions offset by growth in prime broker revenues
– Latin America	463	812	(43)	– <u>Investment Banking</u> : \$561 million in write-downs on highly leveraged finance commitments and lower overall volumes
– Asia	1,106	1,398	(21)	– <u>Lending</u> : gains on credit default swaps
<b>Expenses</b>	<b>3,914</b>	<b>3,235</b>	<b>21</b>	▶ <b>Expenses</b>
<b>Credit Costs</b>	<b>994</b>	<b>234</b>	<b>NM</b>	– Low incentive compensation in 3Q'07 due to deteriorating net income outlook
<b>Net Income</b>	<b>\$(2,834)</b>	<b>\$(324)</b>	<b>NM</b>	– Higher severance charges
– North America	(3,037)	(780)	NM	▶ <b>Credit costs</b>
– EMEA	(175)	(205)	15	– NCLs up by \$287 million mainly due to loan sales
– Latin America	126	297	(58)	– The LLR build increased by \$447 million reflecting builds for specific counterparties and weakness in leading indicators of losses
– Asia	252	364	(31)	
<b><u>Product Revenues (\$MM):</u></b>				
– Investment Banking	\$142	\$528	(73)%	
– Lending	1,346	439	NM	
– Equity Markets	476	1,033	(54)	
– Fixed Income Markets	(2,412)	733	NM	

# S&B – Direct Subprime Exposures

\$B	Jun. 30, 2008 Exposure	3Q'08 Write-downs <sup>(1)</sup>	3Q'08 Other <sup>(2)</sup>	Sep. 30, 2008 Exposure
<b><u>ABS CDO Super Senior</u></b>				
<b>Total Gross Exposures</b>	<b>\$27.9</b>			<b>\$25.7</b>
Hedged Exposures	9.8			9.4
<b>Net Exposures</b>				
ABCP <sup>(3)</sup>	\$14.4	\$(0.8)	(0.3)	\$13.3
High grade	2.0	0.2 <sup>(4)</sup>	(1.1)	1.1
Mezzanine	1.6	0.3 <sup>(4)</sup>	(0.2)	1.7
ABS CDO-squared	0.2	(0.0)	(0.0)	0.1
<b>Total Net Exposures</b>	<b>\$18.1</b>	<b>\$(0.3)</b>	<b>\$(1.5) <sup>(5)</sup></b>	<b>\$16.3</b>
<b><u>Lending &amp; Structuring</u></b>				
<b>Gross Exposures</b>				
CDO warehousing/unsold tranches of ABS CDOs	\$0.1	\$(0.0)	\$(0.0)	\$0.1
Subprime loans purchased for sale or securitization	2.8	(0.3)	(0.4)	2.1
Financing transactions secured by subprime	1.5	(0.2) <sup>(4)</sup>	(0.2)	1.1
<b>Total Gross Exposures</b>	<b>\$4.3</b>	<b>\$(0.5)</b>	<b>\$(0.6)</b>	<b>\$3.3</b>
<b>Total Exposures <sup>(6)</sup></b>	<b>\$22.5</b>	<b>\$(0.8)</b>	<b>\$(2.1)</b>	<b>\$19.6</b>
Credit Adj. on hedge counterparty exposure <sup>(7)</sup>		\$(0.9)		
<b>Total Net Write-Downs</b>		<b>\$(1.7)</b>		

(1) Includes net profits associated with liquidations. (2) Other includes sales, transfers, repayment of principal and restructuring/liquidations. (3) Consists of older vintage, high grade ABS CDOs. (4) Includes \$357 million recorded in credit costs. (5) A portion of the underlying securities were purchased in liquidations of CDOs and we have been managing and selling these securities in our trading books. As of September 30, 2008, \$347 million relating to deals liquidated were held in the trading books. (6) Comprised of net CDO Super Senior exposures and gross Lending and Structuring exposures. (7) FAS 157 adjustment related to counterparty credit risk. Note: Totals may not sum due to rounding.

# S&B – Direct Subprime Exposures

As of September 30, 2008

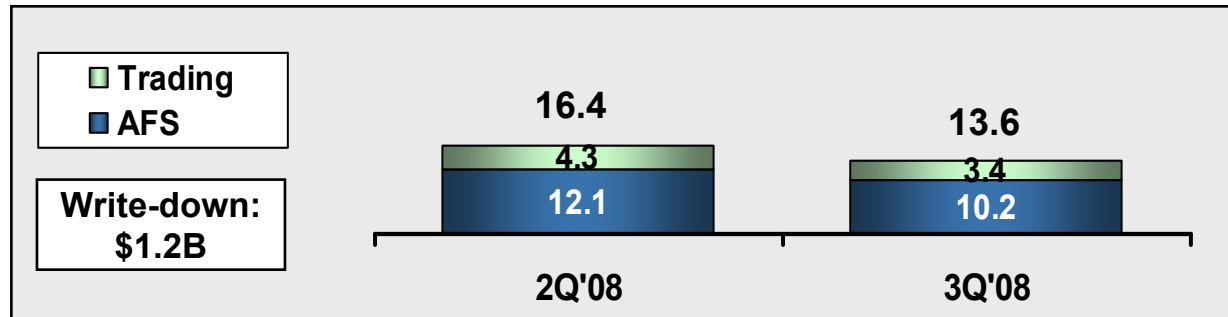
Exposure Type	Face Value	Market Value	% Mark	Stratification by Face Value				Total
				Current Rating	Vintage			
					≤ 04	05	≥ 06	
<b>ABCP (1)</b>	\$23.4B	\$13.3B	57%	AAA to AA	28%	21%	13%	<b>62%</b>
				A	4	6	1	<b>12</b>
				≤ BBB	7	12	7	<b>26</b>
				Total	<b>40</b>	<b>39</b>	<b>21</b>	<b>100</b>
<b>High Grade</b>	\$2.8B	\$1.1B	41%	AAA to AA	17%	18%	10%	<b>45%</b>
				A	4	6	2	<b>11</b>
				≤ BBB	1	14	30	<b>45</b>
				Total	<b>21</b>	<b>37</b>	<b>41</b>	<b>100</b>
<b>Mezzanine</b>	\$8.0B	\$1.7B	21%	AAA to AA	0%	0%	0%	<b>1%</b>
				A	0	1	1	<b>2</b>
				≤ BBB	2	44	52	<b>97</b>
				Total	<b>2</b>	<b>45</b>	<b>53</b>	<b>100</b>

(1) Consists of older vintage, high grade ABS CDOs.

Note: Totals may not sum due to rounding. The information in the above table is based on Citi's ABS CDO super senior exposures as of September 30, 2008 and is as of the most recent portfolio data available as of September 30, 2008. The vintage information is expressed as a percentage of the notional amount of the assets underlying the CDOs. The vintage information was derived from third party sources that publish the date of issue for securities. Mortgage loans or exposures underlying other CDOs in which the transactions have invested may have been originated prior to or after the date of issue of such other CDOs.

# S&B – Alt-A Mortgage Loans

As of September 30, 2008



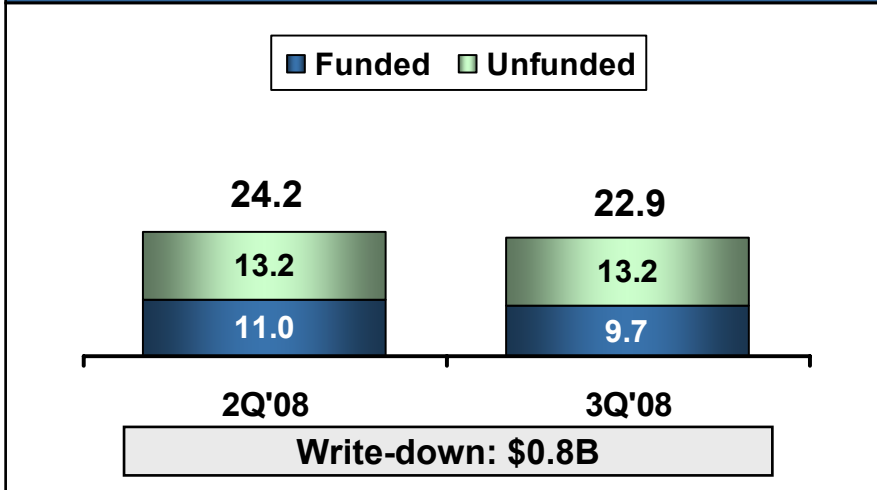
Exposure Type	Face Value	Market Value	% Mark	Current Rating	Stratification by Face Value			Total
					Vintage			
					≤ 04	05	≥ 06	
<b>AFS</b>	\$15.3B	\$10.2B	67%	AAA to AA	4%	25%	44%	<b>73%</b>
				A	0	3	13	<b>16</b>
				≤ BBB	0	0	11	<b>11</b>
				Total	<b>4</b>	<b>28</b>	<b>68</b>	<b>100</b>
<b>Trading</b>	\$5.4B	\$3.4B	63%	AAA to AA	1%	8%	60%	<b>69%</b>
				A	0	0	12	<b>12</b>
				≤ BBB	1	1	17	<b>19</b>
				Total	<b>2</b>	<b>9</b>	<b>89</b>	<b>100</b>

Note: Trading exposure face value adjusted to exclude residuals and the I/O. When included the % mark drops to 15%.

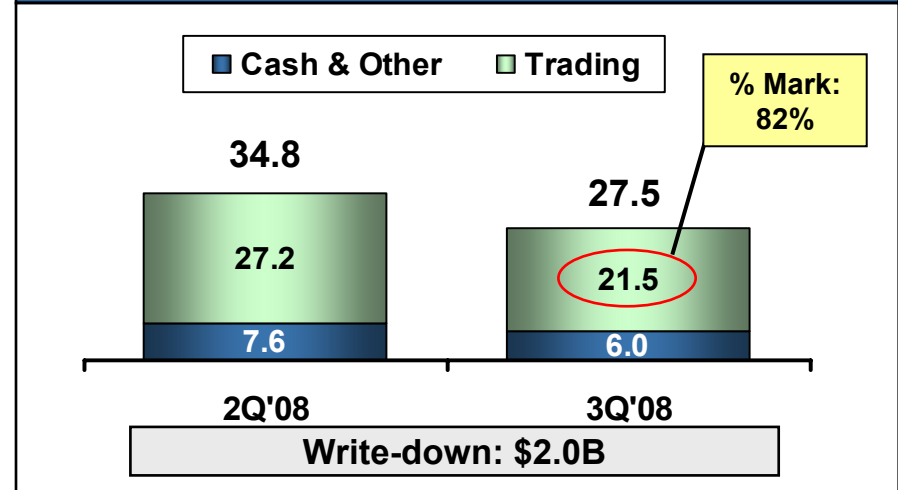
Alt-A is defined for the purposes of this presentation as non-agency residential mortgage-backed securities (RMBS) where the underlying collateral has weighted average FICO scores between 680 and 720 or, for FICO scores greater than 720, RMBS where ≤ 30% of the underlying collateral is comprised of full documentation loans.

# S&B – Other Exposures

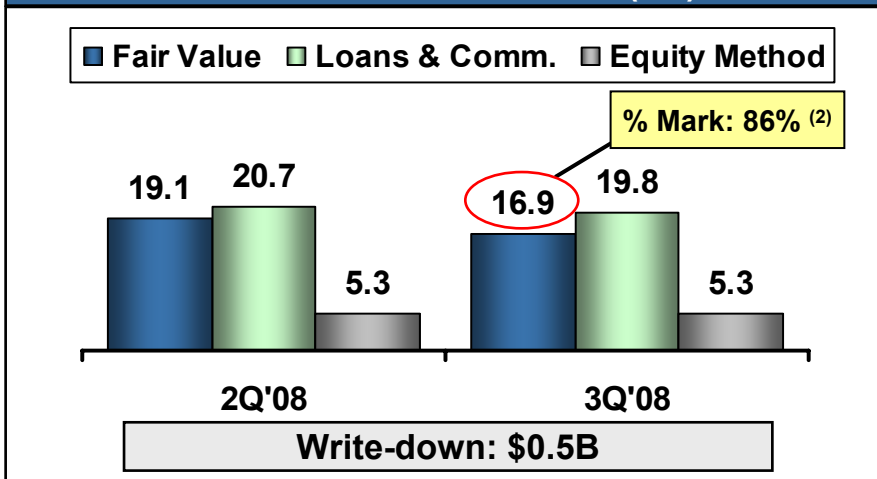
## Highly Leveraged Finance Commitments <sup>(1)</sup> (\$B)



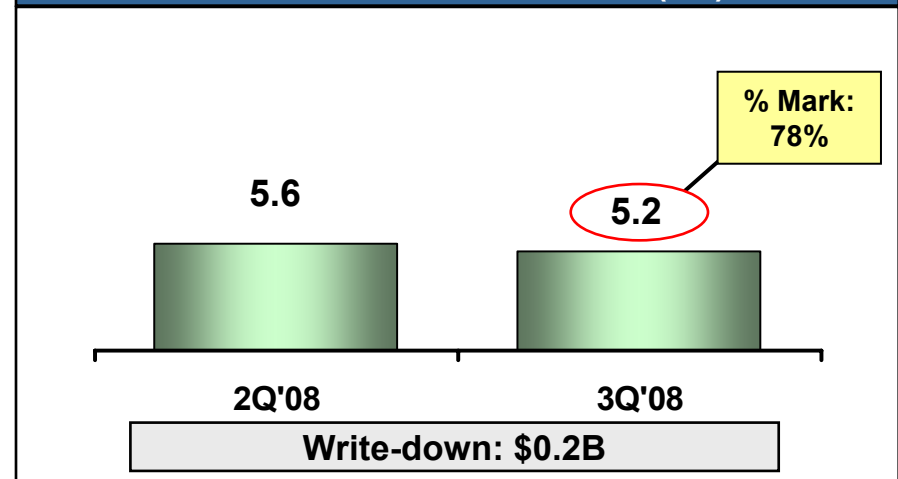
## Structured Investment Vehicles (SIVs) (\$B)



## Commercial Real Estate (\$B)



## Auction Rate Securities <sup>(3)</sup> (\$B)



(1) Shown at face value. 2Q'08: \$200 million reclassification from Funded to Unfunded.

(2) Mark only relates to securities and loans of \$15.9B, does not include equity investments, derivatives and secured financing (which net to \$1.0B).

(3) Proprietary positions, excludes ARS acquired at \$6.2B face value (\$5.6B market value) in 3Q'08 as a result of the ARS legal settlement.

Note: Highly leveraged finance commitments, commercial real estate and auction rate securities exclude positions in SIVs.

Totals may not sum due to rounding.

# ICG – Transaction Services

(\$MM)	3Q'08	3Q'07	%Δ	
<b>Revenues</b>	<b>\$2,474</b>	<b>\$2,069</b>	<b>20%</b>	▶ <b>Record revenues for 20<sup>th</sup> consecutive quarter</b>
– North America	528	446	18	– North America: driven by increased business wins
– EMEA	870	724	20	– EMEA: overall strong customer volumes; liability balances up 16% to a record \$109 billion
– Latin America	365	291	25	– Latin America: growth in TTS liabilities and spreads
– Asia	711	608	17	– Asia: double-digit growth across all products
<b>Expenses</b>	<b>1,288</b>	<b>1,228</b>	<b>5</b>	▶ <b>Expenses</b>
<b>Credit Costs</b>	<b>3</b>	<b>4</b>	<b>(25)</b>	– Higher business volumes, new wins, increased investment spending offset by re-engineering
<b>Net Income</b>	<b>\$817</b>	<b>\$591</b>	<b>38%</b>	▶ <b>Credit costs</b>
– North America	87	60	45	– Higher net credit losses, mostly driven by SME clients in developing markets due to deteriorating environment
– EMEA	279	179	56	
– Latin America	145	110	32	
– Asia	306	242	26	
<b>Product Revenues (\$MM):</b>				▶ <b>Liability balances up 7% to \$273 billion</b>
– TTS	\$1,667	\$1,334	25%	▶ <b>Assets under custody down 6% to \$11.9 trillion</b>
– Securities Services	807	735	10	

# Global Wealth Management

(\$MM)	3Q'08	3Q'07	%Δ	
<b>Revenues</b>	<b>\$3,164</b>	<b>\$3,519</b>	<b>(10)%</b>	▶ <b>Revenues down 10%, net interest revenue up 25% due to higher banking &amp; lending</b>
– North America	2,317	2,455	(6)	– Lower revenues from investments and capital markets due to challenging environment
– EMEA	147	139	6	– North America: \$347MM CitiStreet gain offset by a \$306MM write-down related to the ARS settlement
– Latin America	92	92	0	
– Asia	608	833	(27)	
<b>Expenses</b>	<b>2,513</b>	<b>2,621</b>	<b>(4)</b>	▶ <b>Expenses</b>
<b>Credit Costs</b>	<b>65</b>	<b>57</b>	<b>14</b>	– Lower variable expenses and incentive compensation
<b>Net Income</b>	<b>\$363</b>	<b>\$490</b>	<b>(26)%</b>	– \$50 million related to the ARS settlement
– North America	264	334	(21)	▶ <b>Credit</b>
– EMEA	24	4	NM	– Increased loan loss reserves, mainly in the private bank in North America
– Latin America	16	12	33	
– Asia	59	140	(58)	
<b>Product Revenues (\$MM):</b>				▶ <b>Client assets under fee based management declined 19% to \$415 billion, mainly driven by the decrease in market valuations</b>
– Smith Barney	\$2,576	\$2,902	(11)%	▶ <b>Average deposit and customer liability balances up 4% to \$124 billion</b>
– Private Bank	588	617	(5)	

# Corporate/Other

## Corporate/Other

(\$MM)	3Q'08	3Q'07	%△	
Revenues	\$(95)	\$(140)	32%	<ul style="list-style-type: none"> <li>▶ Improved revenues reflect lower funding costs and effective hedging, partially offset by funding of higher tax assets and enhanced liquidity</li> <li>▶ Positive net income driven by tax benefits held at corporate</li> </ul>
Net Income	232	(246)	NM	

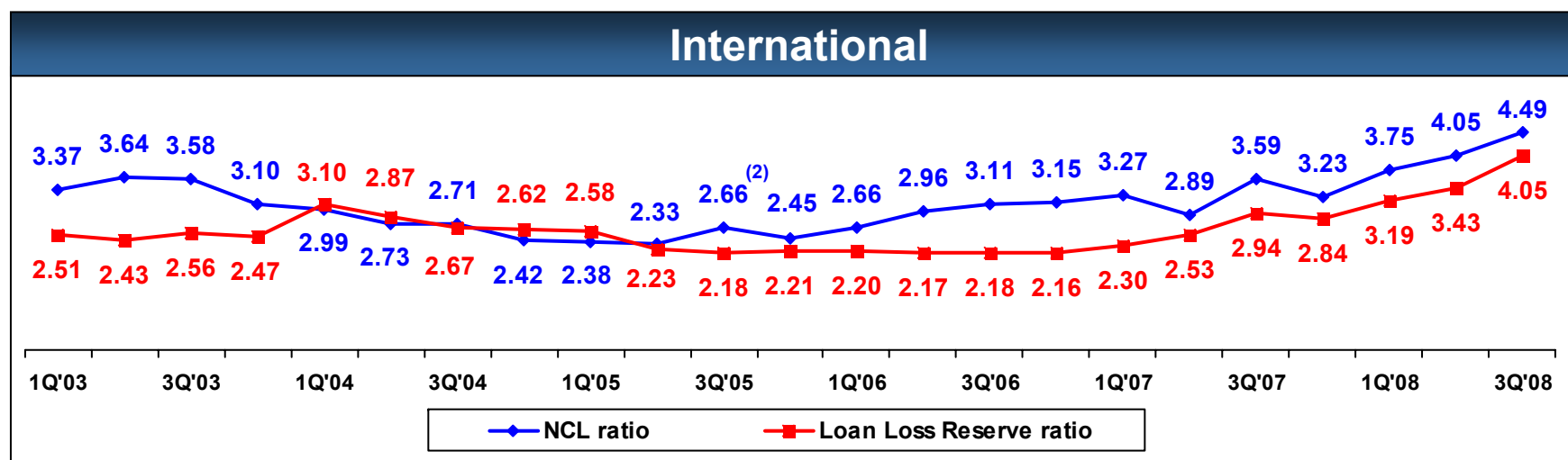
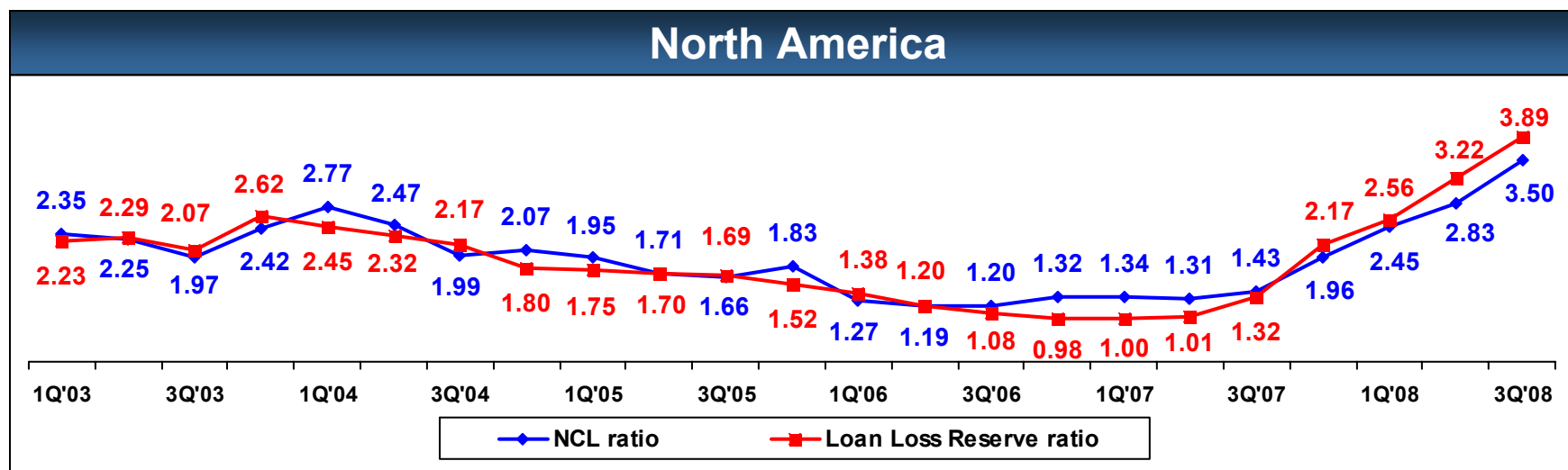
## Discontinued Operations

(\$MM)	3Q'08	3Q'07	%△	
Net Income	\$608	\$103	NM	<ul style="list-style-type: none"> <li>▶ After-tax impact from announced sale of German retail banking operations               <ul style="list-style-type: none"> <li>▶ Earnings of \$112 million</li> <li>▶ FX hedge of \$213 million</li> <li>▶ \$279 million tax benefit</li> </ul> </li> <li>▶ On balance sheet, German retail banking reflected in discontinued operations               <ul style="list-style-type: none"> <li>- Average assets of \$18.6 billion, average loans of \$16.4 billion, and average deposits of \$14.0 billion</li> </ul> </li> </ul>

# ***APPENDIX***

---

# Consumer <sup>(1)</sup> Credit Trends



(1) Consumer: comprised of Global Cards and Consumer Banking.

(2) Includes impact from conforming of EMEA Retail Banking and Consumer Finance write-off policy.

Note: NCLs as a % of average loans; Loan Loss Reserves as a % of EOP loans.

Historical numbers have been restated to exclude discontinued operations.

# N.A. Consumer Banking – Mortgages

## End of Period

1 <sup>st</sup> Mortgages \$138.7B	FICO <sub>≥</sub> 660	620 <sub>≤</sub> FICO <660	FICO<620
LTV ≤ 80%	57%	6%	7%
80% < LTV < 90%	4%	2%	4%
LTV ≥ 90%	9%	5%	6%

2 <sup>nd</sup> Mortgages \$59.6B	FICO <sub>≥</sub> 660	620 <sub>≤</sub> FICO <660	FICO<620
LTV ≤ 80%	51%	2%	0%
80% < LTV < 90%	16%	1%	0%
LTV ≥ 90%	29%	1%	0%

Note: FICO and LTV primarily at origination, data as of September 2008. 1st mortgage table excludes Canada & Puerto Rico (\$2.3B) and First Collateral Services (\$0.1B commercial loans portfolio). 2nd mortgage table excludes loans originated to Smith Barney clients since Jan. 2007 (\$1.1B). Tables excludes \$2.7B from 1st mortgages and \$0.7B from 2nd mortgages for which FICO & LTV data was unavailable. 90+ DPD delinquency rate for the excluded 1st mortgages is 4.11% (vs. 4.59% for total portfolio), and 1.50% for the excluded 2nd mortgages (vs. 2.01% for total portfolio).

## Delinquencies – 90+DPD

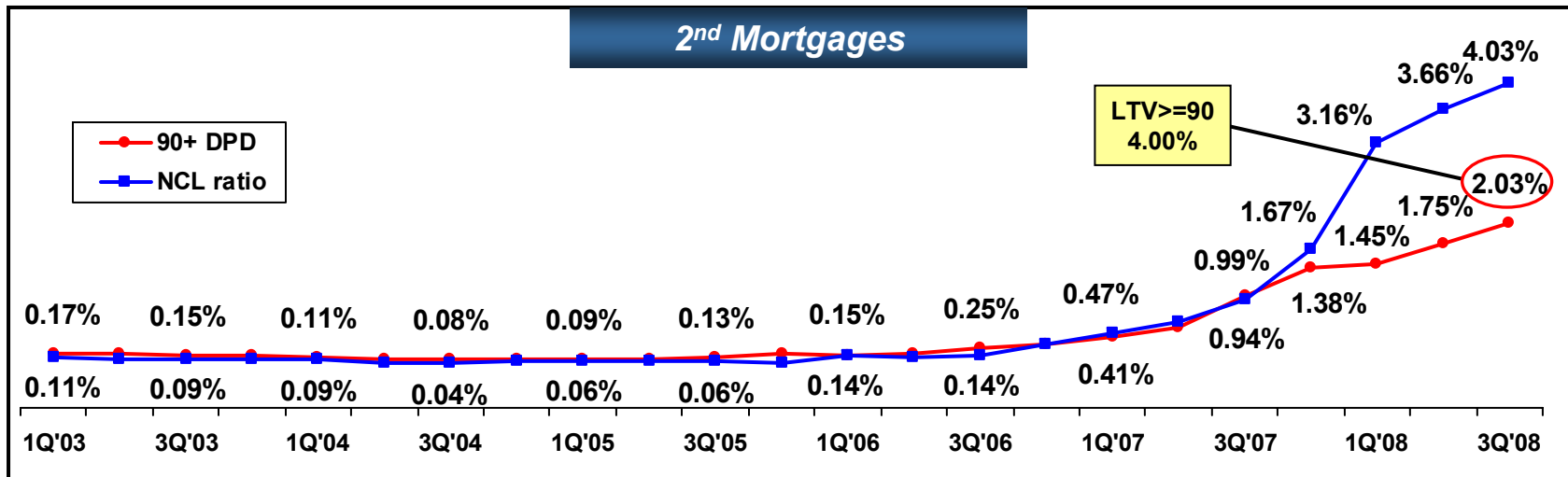
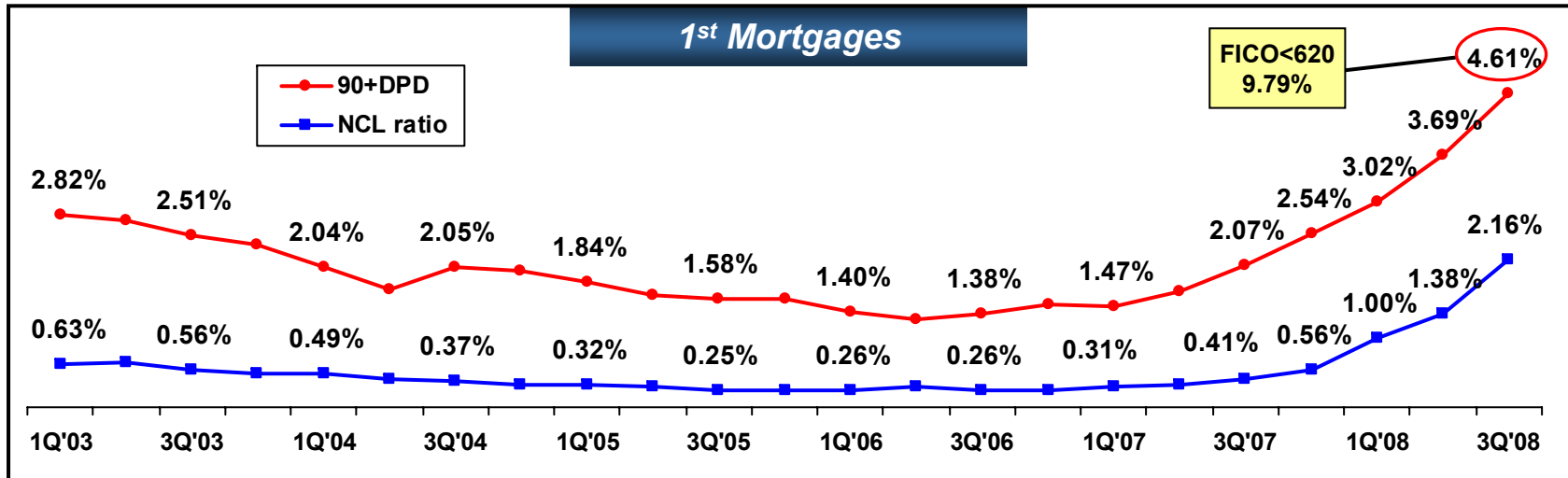
1 <sup>st</sup> Mortgages 90+DPD	FICO <sub>≥</sub> 660	620 <sub>≤</sub> FICO <660	FICO<620
LTV ≤ 80%	2.6%	5.0%	5.4%
80% < LTV < 90%	2.8%	5.9%	8.7%
LTV ≥ 90%	4.9%	9.9%	15.3%

2 <sup>nd</sup> Mortgages 90+DPD	FICO <sub>≥</sub> 660	620 <sub>≤</sub> FICO <660	FICO<620
LTV ≤ 80%	0.7%	2.3%	2.2%
80% < LTV < 90%	2.2%	3.4%	2.8%
LTV ≥ 90%	4.0%	3.8%	4.0%

Note: 90+DPD are based on balances referenced in the table above. 2nd mortgages 90+DPD delinquency rates are calculated using the OTS methodology. 2nd mortgages with FICOs below 620 are less than 1% of the total, and the Company provides 90+ DPD delinquency rates as a measure of their performance.

# N.A. Consumer Banking – Mortgages

## 90+ Days Past Due, NCL ratios



Note: 1st mortgage portfolio: comprised of the Citibank 1st mortgage portfolios and the CitiFinancial Real Estate portfolio. It includes deferred fees/costs and loans held for sale. 3Q'08 90+DPD based on EOP balances of \$141.1 billion. 2Q'08 NCL ratio of 1.68% indicated in Q2 earnings deck was corrected to 1.38%. 2nd mortgage portfolio: comprised of the Citibank Home Equity portfolios; 90+DPD rate calculated by combined MBA/OTS methodology. 3Q'08 90+DPD based on EOP balances of \$60.7 billion.

# Securities and Banking Revenue Marks

(\$MM)	3Q'07	4Q'07	1Q'08	2Q'08	3Q'08
Write-downs on sub-prime related direct exposures <sup>(1)</sup>	(1,831)	(16,481)	(5,912)	(3,395)	(394)
Monoline Credit Value Adjustment (CVA)	---	(935)	(1,495)	(2,430)	(919)
Write-downs on highly leveraged finance commitments <sup>(2)</sup>	(1,352)	(135)	(3,078)	(428)	(792)
Write-downs on Alt-A mortgages <sup>(3, 5)</sup>	---	---	(1,015)	(325)	(1,153)
Mark to market on Auction Rate Securities <sup>(4)</sup>	---	---	(1,457)	197	(166)
Write-downs on Commercial Real Estate <sup>(5)</sup>	---	---	(573)	(545)	(518)
Write-downs on SIVs	---	---	(212)	11	(2,004)
CVA on Citi Liabilities at Fair Value Option	194	512	1,279	(228)	1,526
<b>Total Revenue Marks</b>	<b>(2,989)</b>	<b>(17,039)</b>	<b>(12,463)</b>	<b>(7,143)</b>	<b>(4,420)</b>

(1) Net of impact from hedges against direct subprime ABS CDO super senior positions as disclosed on slide 16.

(2) Net of underwriting fees. (3) Net of hedges.

(4) Excludes write-downs of \$306 million arising from the ARS legal settlement.

(5) Excludes positions in SIVs.

# Summary of Press Release Disclosed Items

From Continuing Operations

\$MM	3Q'07		3Q'08	
	Pre-tax	After-tax	Pre-tax	After-tax
North America	\$--	\$--	\$--	\$--
EMEA	--	--	--	--
Latin America	729 <sup>(1)</sup>	469 <sup>(1)</sup>	(17) <sup>(5)</sup>	(11) <sup>(5)</sup>
Asia	--	--	(6) <sup>(5)</sup>	(4) <sup>(5)</sup>
<b>Global Cards</b>	<b>\$729</b>	<b>\$469</b>	<b>\$(23)</b>	<b>\$(15)</b>
North America	--	--	(87) <sup>(5)</sup>	(54) <sup>(5)</sup>
EMEA	--	--	5 <sup>(5)</sup>	3 <sup>(5)</sup>
Latin America	--	--	(61) <sup>(5)</sup>	(39) <sup>(5)</sup>
Asia	(152) <sup>(2)</sup>	(98) <sup>(2)</sup>	(7) <sup>(5)</sup>	(5) <sup>(5)</sup>
<b>Consumer Banking</b>	<b>\$(152)</b>	<b>\$(98)</b>	<b>\$(150)</b>	<b>\$(95)</b>
North America	--	--	(533) <sup>(3,5)</sup>	(346) <sup>(3,5)</sup>
EMEA	--	--	(9) <sup>(5)</sup>	(6) <sup>(5)</sup>
Latin America	--	--	(14) <sup>(5)</sup>	(9) <sup>(5)</sup>
Asia	--	--	(21) <sup>(5)</sup>	(13) <sup>(5)</sup>
<b>Securities and Banking</b>	<b>--</b>	<b>--</b>	<b>\$(577)</b>	<b>\$(373)</b>
North America	--	--	(1) <sup>(5)</sup>	(1) <sup>(5)</sup>
EMEA	--	--	--	--
Latin America	--	--	(2) <sup>(5)</sup>	(1) <sup>(5)</sup>
Asia	--	--	(1) <sup>(5)</sup>	(1) <sup>(5)</sup>
<b>Transaction Services</b>	<b>--</b>	<b>--</b>	<b>\$(4)</b>	<b>\$(2)</b>
North America	--	--	(19) <sup>(3,4,5)</sup>	(20) <sup>(3,4,5)</sup>
EMEA	--	--	(3) <sup>(5)</sup>	(2) <sup>(5)</sup>
Latin America	--	--	(1) <sup>(5)</sup>	(1) <sup>(5)</sup>
Asia	--	--	(5) <sup>(5)</sup>	(3) <sup>(5)</sup>
<b>Global Wealth Management</b>	<b>--</b>	<b>--</b>	<b>\$(28)</b>	<b>\$(25)</b>
<b>Corporate Other</b>	<b>--</b>	<b>--</b>	<b>\$(42)</b>	<b>\$(27)</b>

1. Gain on sale of Redecard shares. Sale of Redecard shares was announced on July 16, 2007.
2. Write-down of intangibles and fixed assets in Consumer Finance Japan.
3. Impact from the Auction Rate Securities legal settlement allocated evenly between Securities & Banking and GWM: write-downs of \$612 million (\$371 million after-tax) to revenues and a \$100 million fine (\$100 million after-tax) recorded as expenses.
4. Gain on sale of CitiStreet of \$347 million pretax (\$222 million after-tax). Transaction closed on July 1, 2008.
5. Repositioning charges of \$459 million pre-tax (\$288 million after-tax).

---

Certain statements in this document are “forward-looking statements” within the meaning of the Private Securities Litigation Reform Act. These statements are based on management’s current expectations and are subject to uncertainty and changes in circumstances. Actual results may differ materially from those included in these statements due to a variety of factors. More information about these factors is contained in Citigroup’s filings with the Securities and Exchange Commission.