

# ***Second Quarter 2008 Earnings Review***

---

**July 18, 2008**

## **REVISED**

The earnings presentation deck originally posted on our web site had two inadvertent numerical errors on slide 9 (titled 2Q '08 Negatives) under the heading Consumer.

This presentation has been revised to show corrected numbers of (1,993) for Net Credit Losses (YoY change) and (1,754) for Loan Loss Reserve Build (YoY change)



# Summary Income Statement

| (\$B, except EPS)                                 | 2Q'08           | 2Q'07         | %△           |
|---|-----------------|---------------|--------------|
| Net Interest Revenue                              | \$14.3          | \$11.4        | 26%          |
| Other Revenue                                     | 4.3             | 14.9          | (71)         |
| <b>Net Revenues</b>                               | <b>\$18.7</b>   | <b>\$26.3</b> | <b>(29)%</b> |
| Operating Expenses                                | 15.9            | 14.7          | 9            |
| Credit Losses, Claims & Benefits                  | 7.2             | 2.7           | NM           |
| <b>Pre-tax Income from Cont. Ops.</b>             | <b>\$(4.5)</b>  | <b>\$8.9</b>  | <b>NM</b>    |
| Income Taxes and Minority Interest                | (2.3)           | 2.8           | NM           |
| <b>Income from Cont. Ops.</b>                     | <b>\$(2.2)</b>  | <b>\$6.1</b>  | <b>NM</b>    |
| <b>Net Income</b>                                 | <b>(2.5)</b>    | <b>6.2</b>    | <b>NM</b>    |
| <b>Diluted EPS from Cont. Ops. <sup>(1)</sup></b> | <b>\$(0.49)</b> | <b>\$1.23</b> | <b>NM</b>    |
| <b>Diluted EPS <sup>(1)</sup></b>                 | <b>(0.54)</b>   | <b>1.24</b>   | <b>NM</b>    |
| <b>Preferred Share Dividend</b>                   | <b>\$0.4</b>    | <b>\$0.0</b>  | <b>NM</b>    |
| <b>Return on Common Equity</b>                    | <b>NM</b>       | <b>20.1%</b>  |              |

(1) Diluted shares used in the diluted EPS calculation represent basic shares for the second quarter of 2008 due to the Net Loss. Using actual diluted shares would result in anti-dilution. 2Q'08: basic shares equal 5,287 million and diluted shares equal 5,800 million.

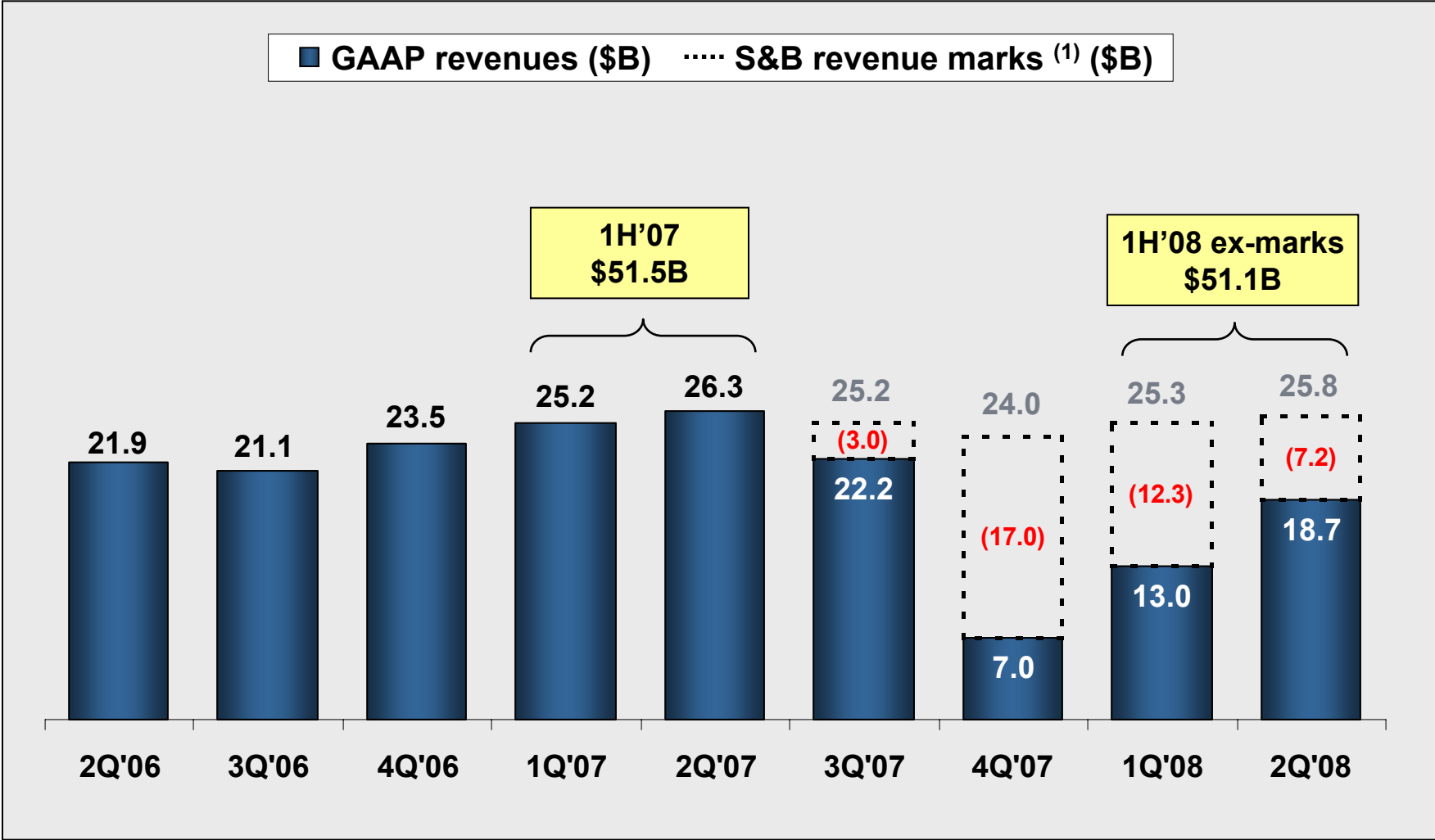
Note: Totals may not sum due to rounding.

## **2Q'08 Positives**

---

- ▶ **Sequential revenue improvement**
- ▶ **Strong growth in revenue drivers**
- ▶ **Net interest margin expansion**
- ▶ **Moderating expense growth; sequential decline**
- ▶ **Headcount reduction**
- ▶ **Strong capital ratios; legacy asset reduction**
- ▶ **New hires strengthen leadership team**

# Revenues



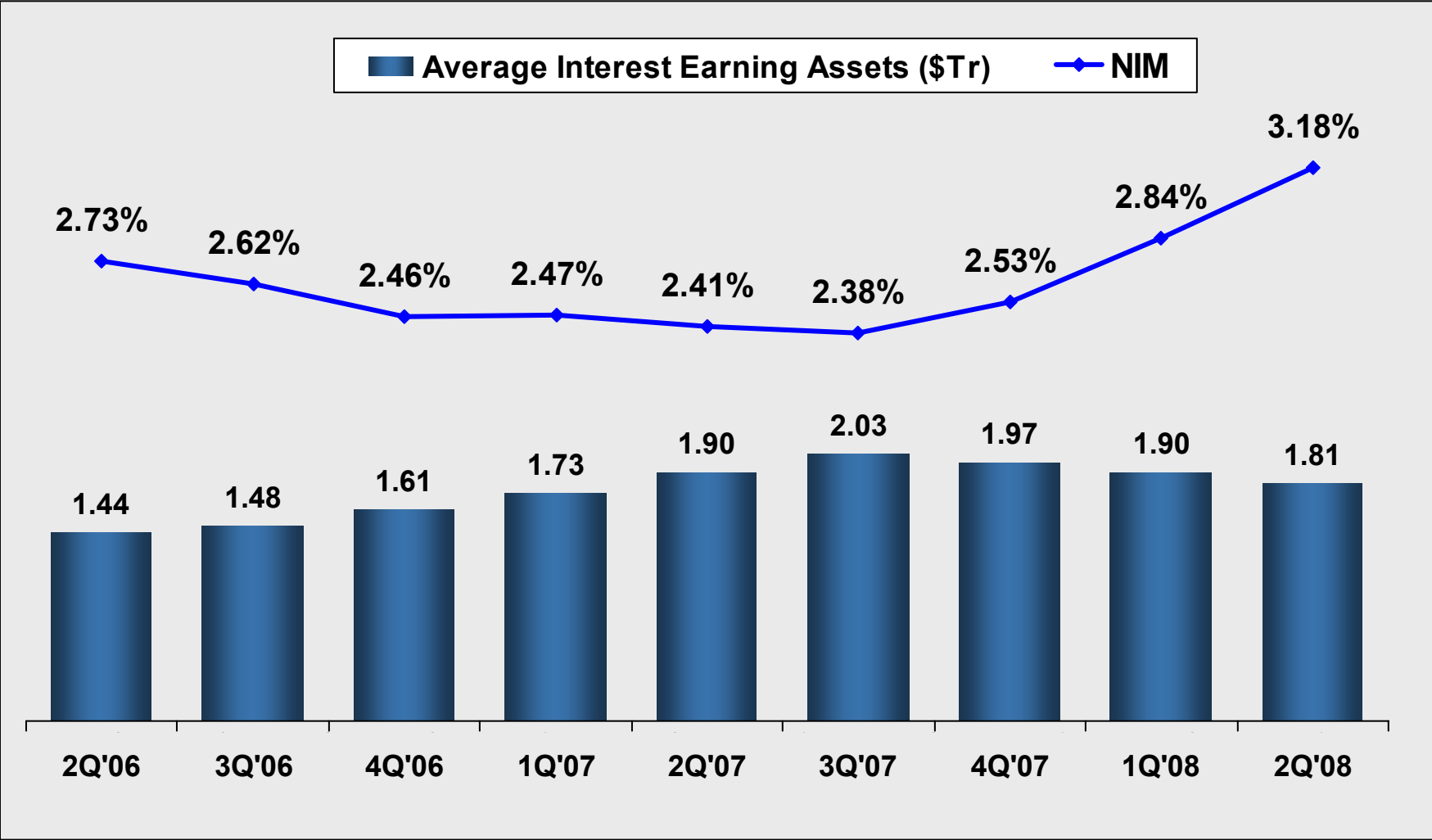
(1) For a list of S&B revenue marks please refer to page 25.  
 Note: Totals may not sum due to rounding.

# Key Revenue Drivers

| %Δ Year-over-Year       |   |                      | 2Q'07 | 3Q'07 | 4Q'07 | 1Q'08 | 2Q'08 |
|-------------------------|---|----------------------|-------|-------|-------|-------|-------|
| <b>Average Loans</b>    | Consumer <sup>(1)</sup>                   | N.A. <sup>(2)</sup>  | 8%    | 9%    | 10%   | 9%    | 6%    |
|                         |   | EMEA                 | 36    | 47    | 48    | 47    | 24    |
|                         |   | Latin America        | 43    | 39    | 39    | 34    | 22    |
|                         |   | Asia                 | 13    | 14    | 16    | 19    | 15    |
|                         |   | Corporate            | 23    | 27    | 24    | 19    | 3     |
| <b>Average Deposits</b> | Consumer <sup>(3)</sup>                   | N.A.                 | 19    | 16    | 9     | 5     | 3     |
|                         |   | EMEA                 | 30    | 47    | 47    | 49    | 19    |
|                         |   | Latin America        | 18    | 17    | 20    | 21    | 8     |
|                         |   | Asia                 | 7     | 8     | 11    | 13    | 10    |
|                         |   | Transaction Services | 24    | 33    | 35    | 32    | 15    |
| <b>Sales</b>            | N.A. Cards Purchase Sales <sup>(4)</sup>  |                      | 5     | 6     | 8     | 4     | --    |
|                         | Int'l Cards Purchase Sales <sup>(4)</sup> |                      | 31    | 36    | 37    | 41    | 25    |
|                         | Int'l Consumer Investment Sales           |                      | 19    | 27    | 24    | (14)  | (21)  |
| <b>AUMs</b>             | Int'l Consumer Investment AUMs            |                      | 27    | 28    | 24    | 14    | 5     |
|                         | GWM Client Fee-Based AUMs                 |                      | 40    | 38    | 27    | 15    | (8)   |

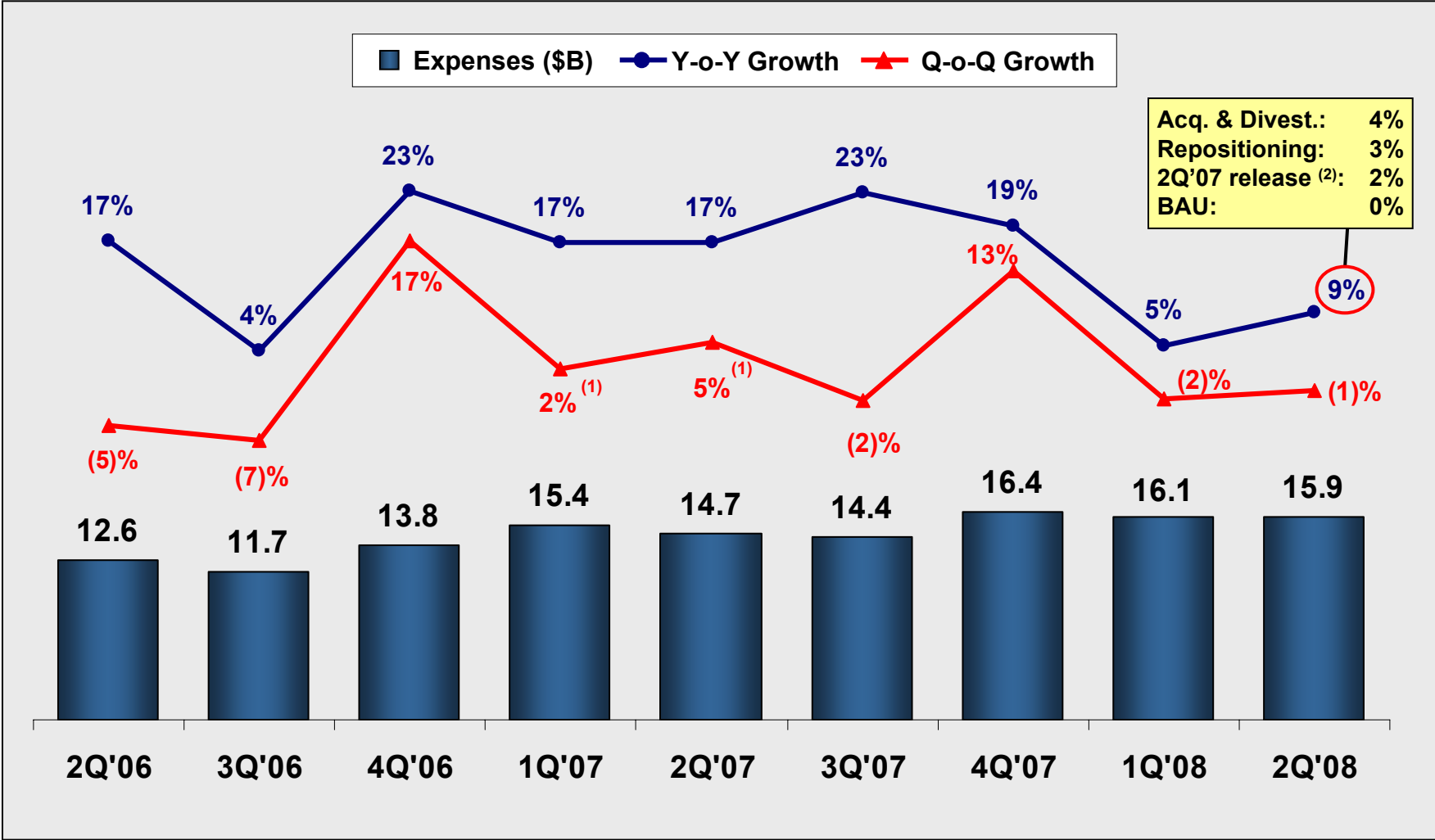
(1) Consumer: comprised of Global Cards and Consumer Banking. (2) Managed basis.  
(3) Does not include Global Wealth Management deposits. (4) Includes cash advances.

# Net Interest Margin



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

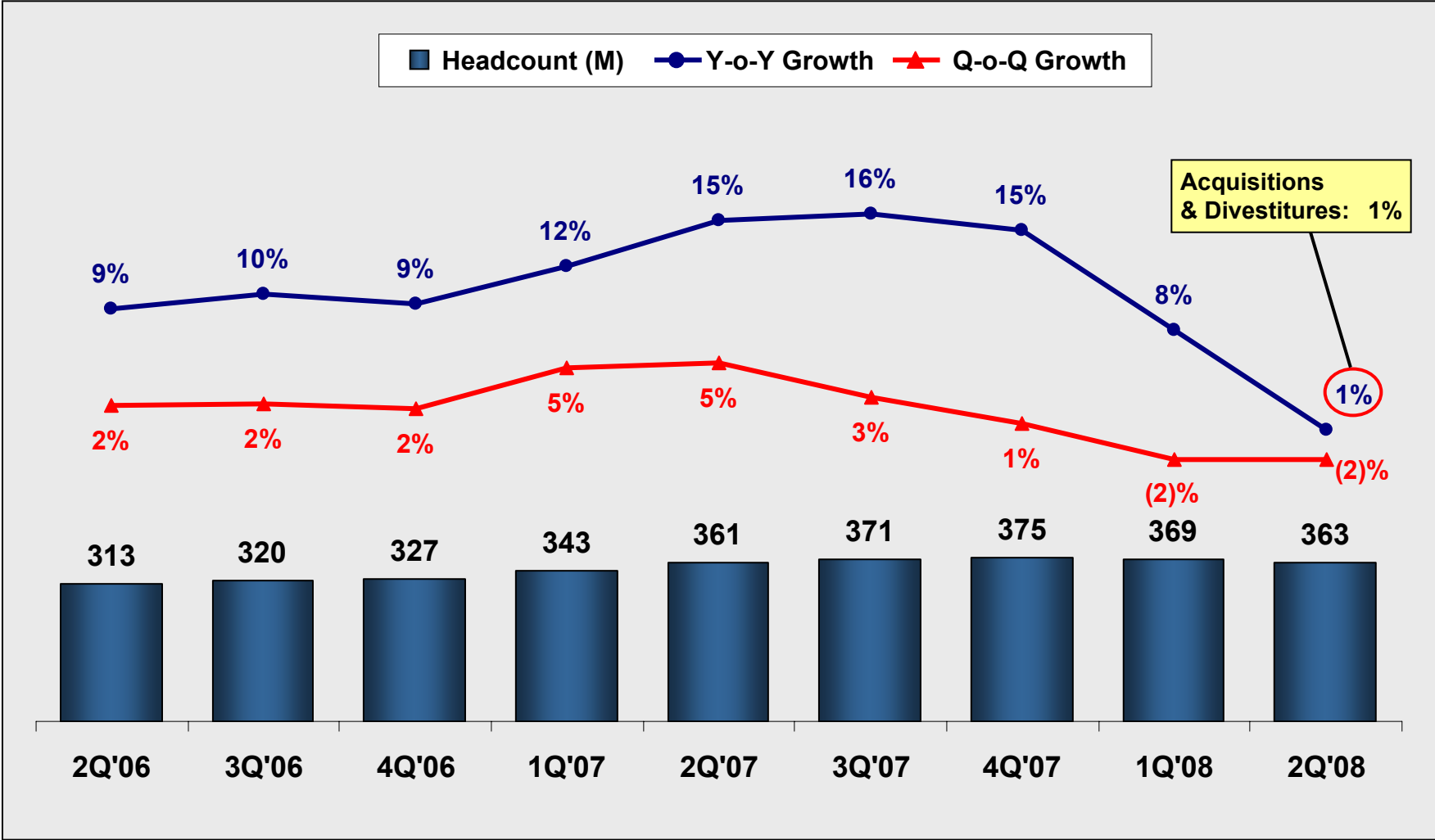
# Expenses



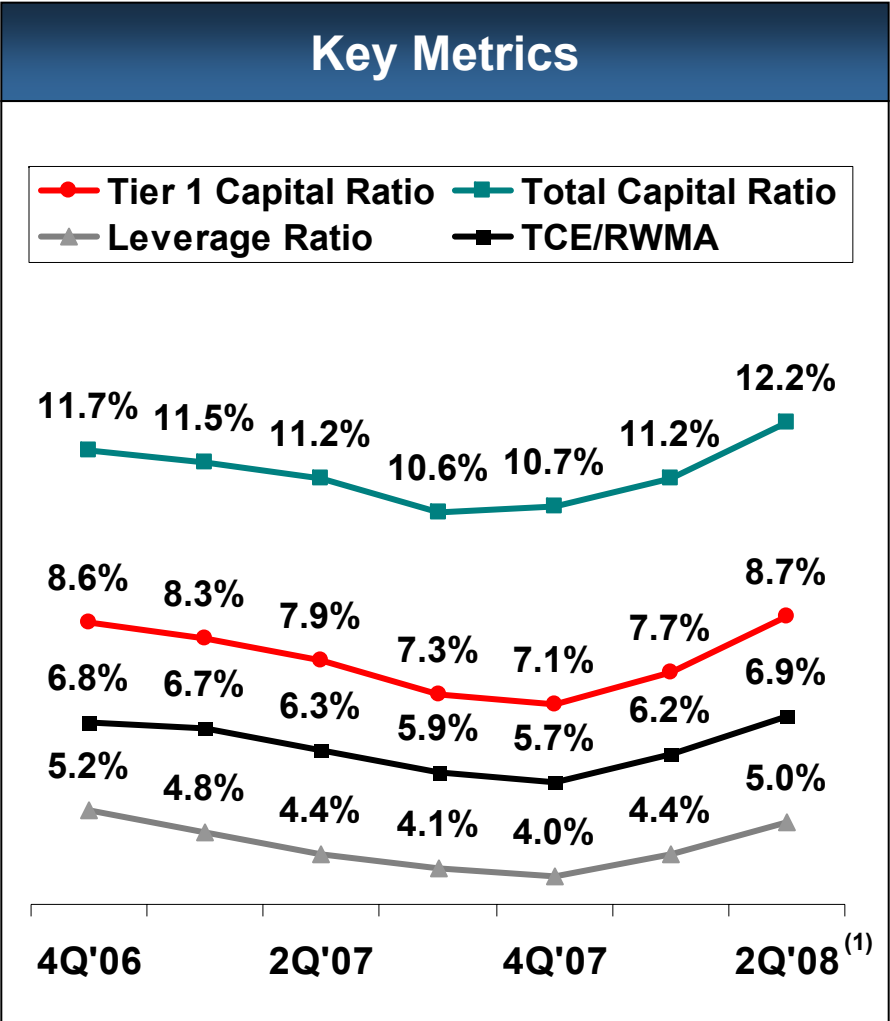
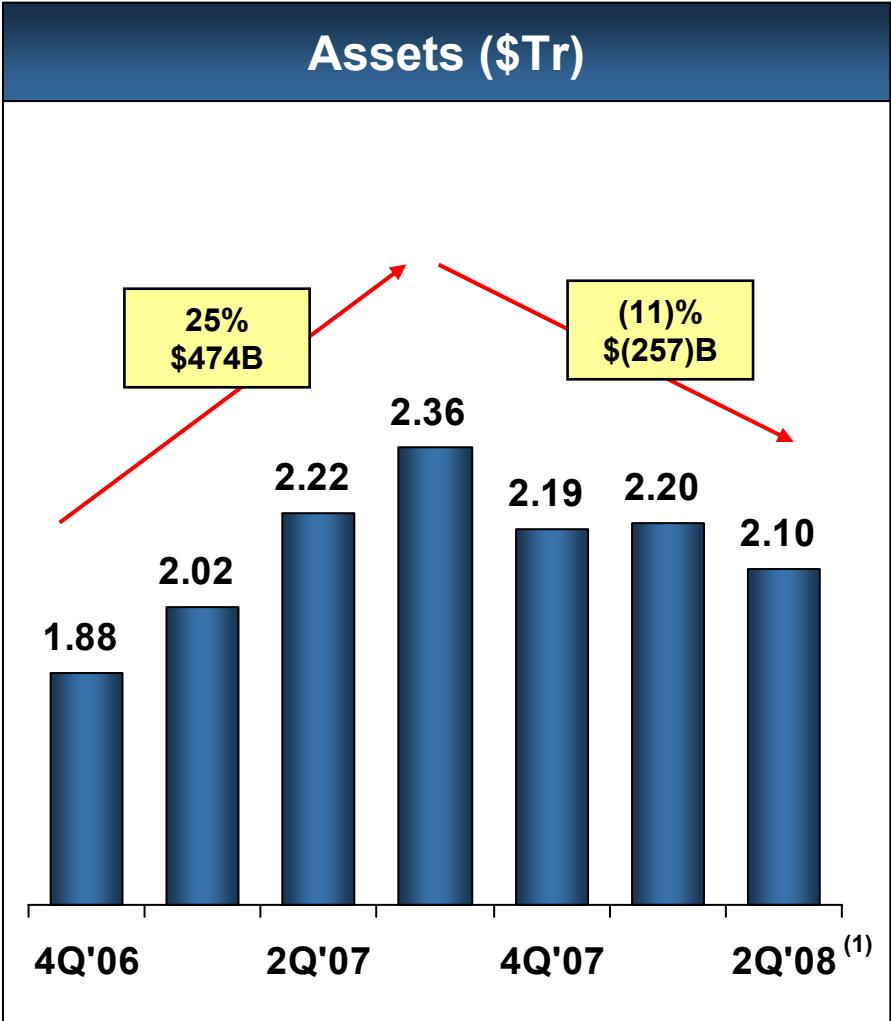
(1) Excludes the impact from the 1Q'07 \$1.38B pre-tax charge related to a structural expense review.

(2) \$300 million pre-tax release of litigation reserves, which were established in May 2004 for Enron, WorldCom, Research and IPO-related matters.

# Headcount



# Balance Sheet



(1) Preliminary.

# 2Q'08 Negatives

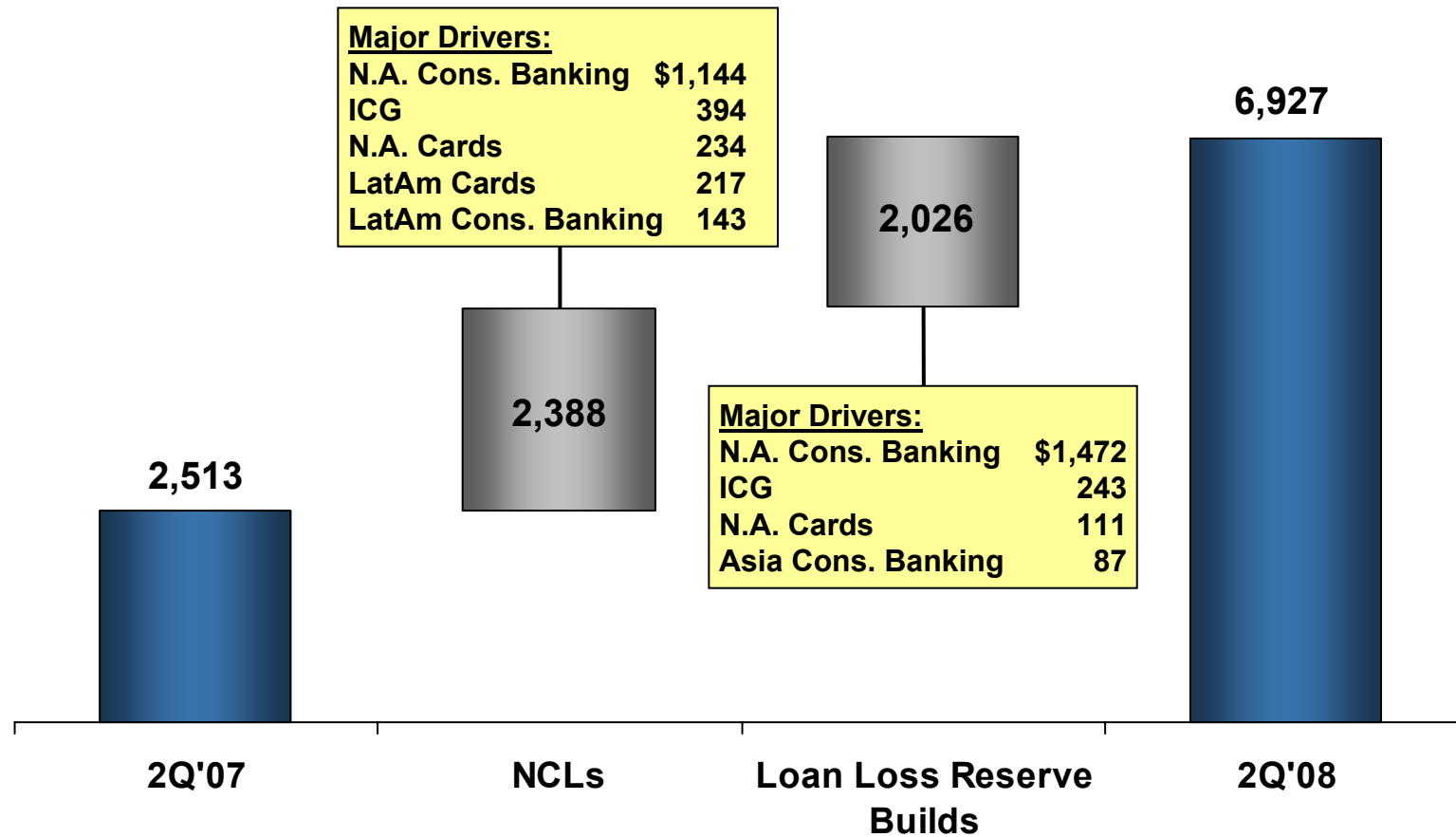
| (\$MM)   | Pre-tax Impact | Business                        |
|--|----------------|---------------------------------|
| <b><u>Consumer</u></b>   |                |                                 |
| Net Credit Losses (YoY $\Delta$ )                                  | \$(1,993)      | Consumer Banking & Global Cards |
| Loan Loss Reserve Build (YoY $\Delta$ )                            | (1,754)        |                                 |
| MSR related losses   | (745)          | N.A. Consumer Banking           |
| <b><u>ICG</u></b>  |                |                                 |
| Write-downs on sub-prime related direct exposures <sup>(1)</sup>   | (3,475)        | Fixed Income Markets            |
| Monoline Credit Value Adjustment (CVA)                             | (2,430)        | Fixed Income Markets            |
| Write-downs on highly leveraged finance commitments <sup>(2)</sup> | (428)          | Debt U/W, Lending               |

(1) Includes \$80 million recorded in credit costs.

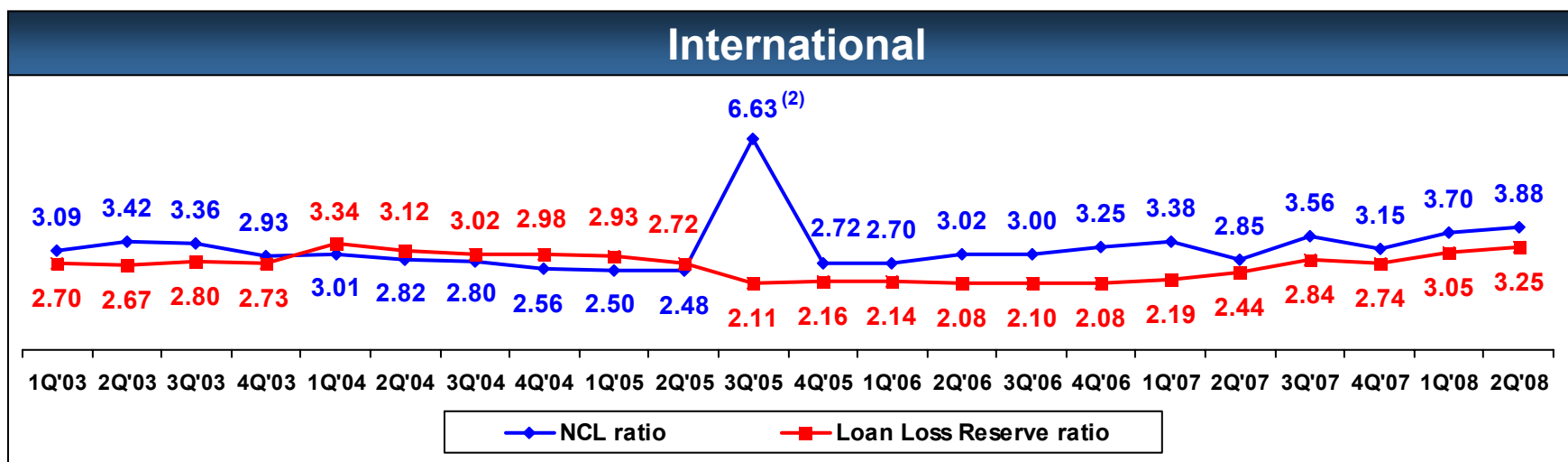
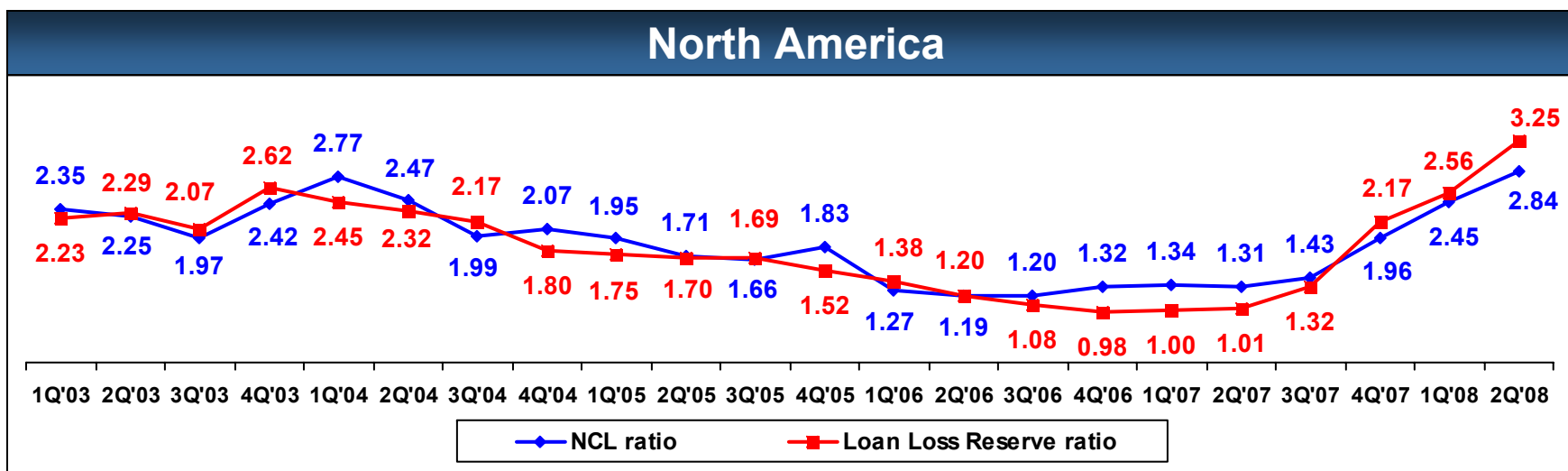
(2) Net of underwriting fees.

# Cost of Credit

Year-over-Year Change (\$MM)



# 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.

# N.A. Consumer Banking – Mortgages

## End of Period

| 1 <sup>st</sup> Mortgages<br>\$142.1B | FICO <sub>≥</sub> 660 | 620 <sub>≤</sub> FICO<br><660 | FICO<620 |
|---------------------------------------|-----------------------|-------------------------------|----------|
| LTV ≤ 80%                             | 58%                   | 5%                            | 6%       |
| 80% < LTV<br>< 90%                    | 4%                    | 2%                            | 4%       |
| LTV ≥ 90%                             | 9%                    | 6%                            | 6%       |

| 2 <sup>nd</sup> Mortgages<br>\$60.7B | FICO <sub>≥</sub> 660 | 620 <sub>≤</sub> FICO<br><660 | FICO<620 |
|--------------------------------------|-----------------------|-------------------------------|----------|
| LTV ≤ 80%                            | 50%                   | 2%                            | 0%       |
| 80% < LTV<br>< 90%                   | 16%                   | 1%                            | 0%       |
| LTV ≥ 90%                            | 30%                   | 1%                            | 0%       |

Note: FICO and LTV primarily at origination, data as of June 2008. 1st mortgage table excludes First Collateral Services (\$1.5B commercial loans portfolio). Tables excludes \$3.1B 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 3.11% (vs. 3.93% for total portfolio), and 1.41% for the excluded 2nd mortgages (vs. 1.79% for total portfolio).

## Delinquencies – 90+DPD

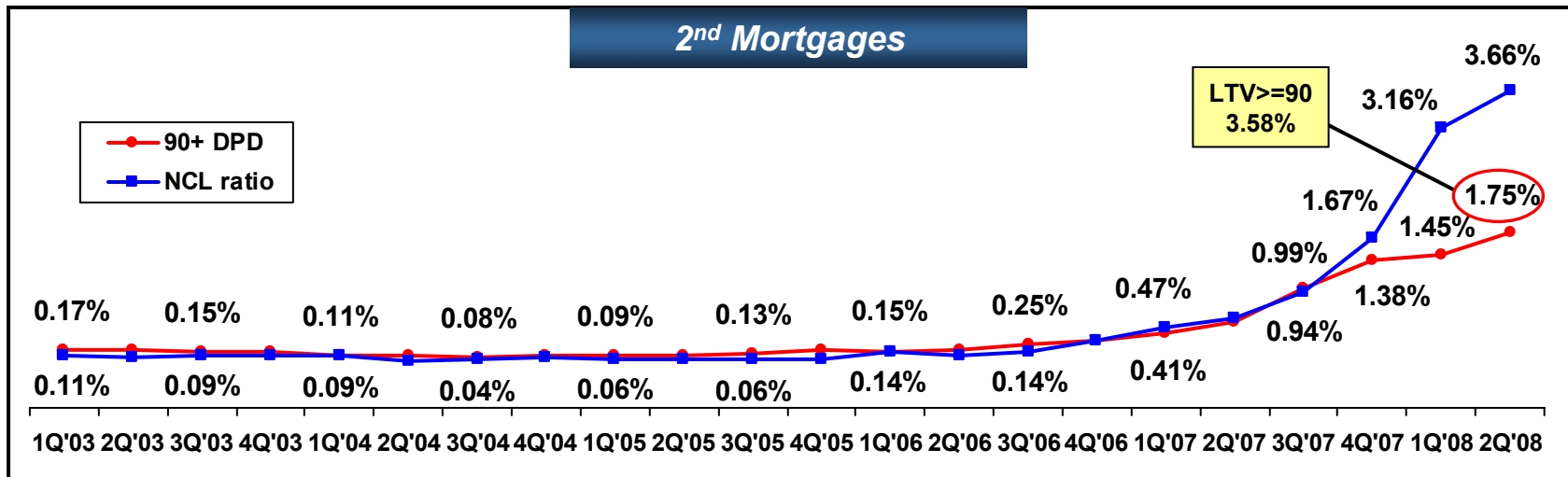
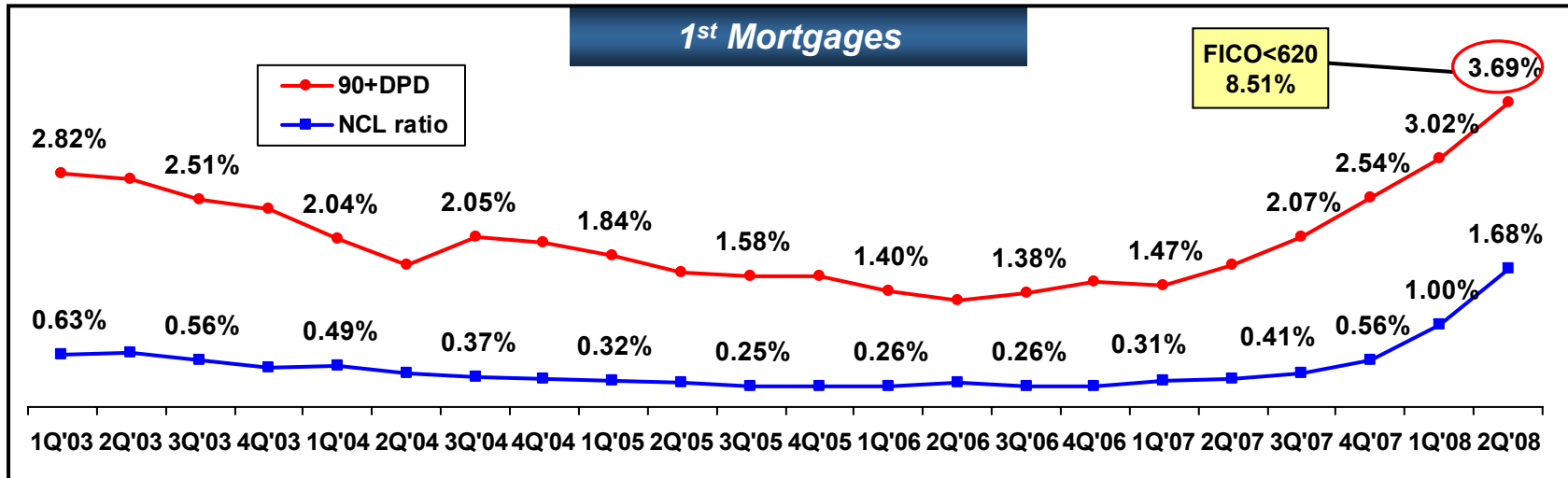
| 1 <sup>st</sup> Mortgages<br>90+DPD | FICO <sub>≥</sub> 660 | 620 <sub>≤</sub> FICO<br><660 | FICO<620 |
|-------------------------------------|-----------------------|-------------------------------|----------|
| LTV ≤ 80%                           | 2.3%                  | 4.0%                          | 4.3%     |
| 80% < LTV<br>< 90%                  | 2.3%                  | 4.8%                          | 6.8%     |
| LTV ≥ 90%                           | 4.3%                  | 8.4%                          | 14.4%    |

| 2 <sup>nd</sup> Mortgages<br>90+DPD | FICO <sub>≥</sub> 660 | 620 <sub>≤</sub> FICO<br><660 | FICO<620 |
|-------------------------------------|-----------------------|-------------------------------|----------|
| LTV ≤ 80%                           | 0.6%                  | 1.8%                          | 1.9%     |
| 80% < LTV<br>< 90%                  | 1.9%                  | 3.0%                          | 3.0%     |
| LTV ≥ 90%                           | 3.6%                  | 2.9%                          | 3.5%     |

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

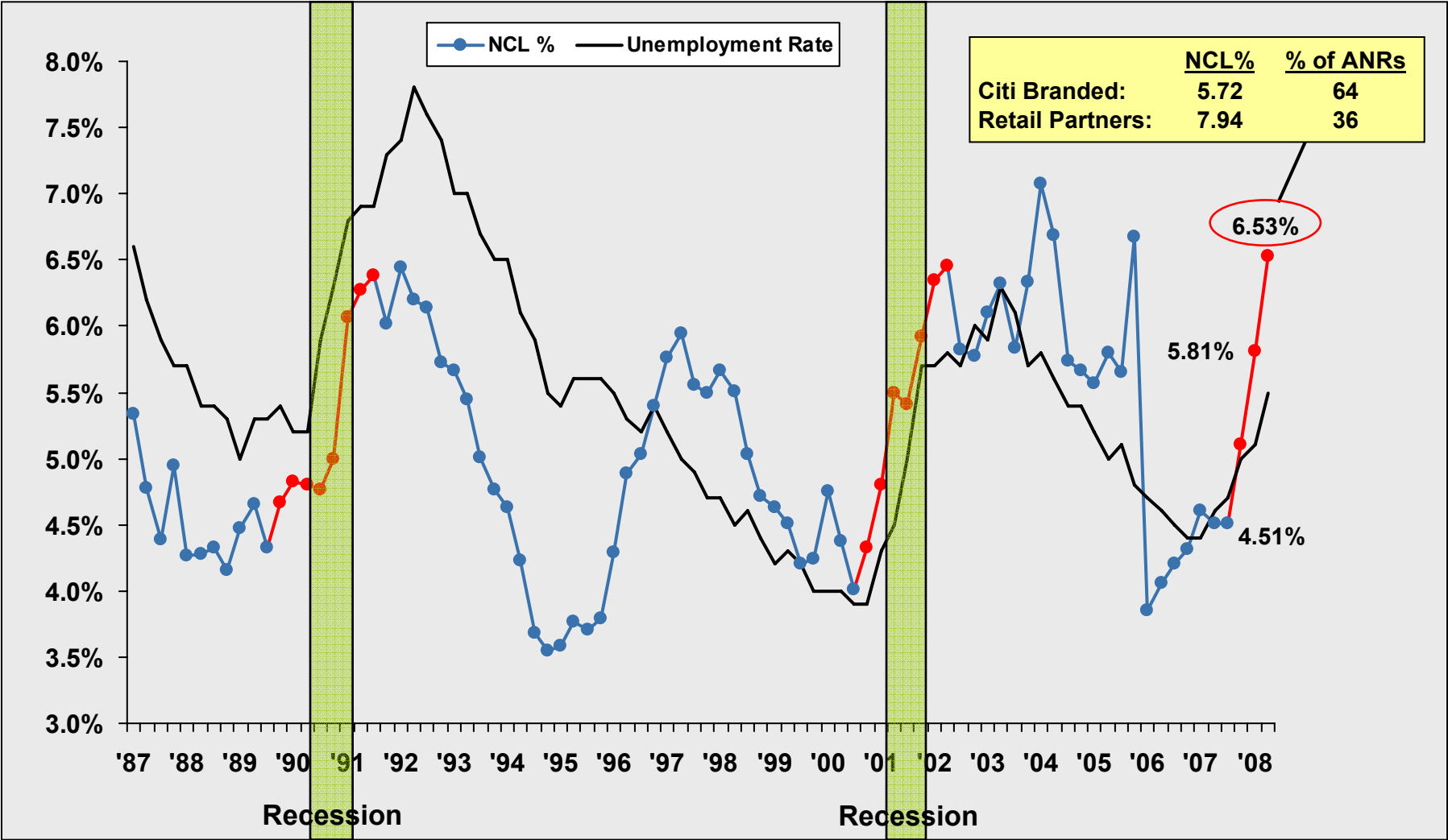


Note: 1st mortgage portfolio: comprised of the Citibank 1st mortgage portfolios and the CitiFinancial Real Estate portfolio. It includes deferred fees/costs and loans held for sale. 2Q'08 90+DPD based on EOP balances of \$145.2 billion.

2nd mortgage portfolio: comprised of the Citibank Home Equity portfolios; 90+DPD rate calculated by combined MBA/OTS methodology.

2Q'08 90+DPD based on EOP balances of \$61.5 billion.

# N.A. Cards: Credit Trends through Cycles



Note: Cards data on a managed basis. Sourced from Risk Management database from 1987 to 2003. 2003 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 periods (July 1990 to March 1991 and March 2001 to November 2001) are based on the determination of the Business Cycle Dating Committee of the National Bureau of Economic Research.

# Global Cards

| (\$MM)                                   | 2Q'08          | 2Q'07          | %△           |
|--|----------------|----------------|--------------|
| <b>Revenues</b>                          | <b>\$5,468</b> | <b>\$5,325</b> | <b>3%</b>    |
| – North America                          | 2,928          | 3,298          | (11)         |
| – EMEA                                   | 652            | 506            | 29           |
| – Latin America                          | 1,229          | 990            | 24           |
| – Asia                                   | 659            | 531            | 24           |
| <b>Expenses</b>                          | <b>2,725</b>   | <b>2,490</b>   | <b>9</b>     |
| <b>Credit Costs</b>                      | <b>2,023</b>   | <b>1,288</b>   | <b>57</b>    |
| <b>Net Income</b>                        | <b>\$467</b>   | <b>\$1,057</b> | <b>(56)%</b> |
| – North America                          | 178            | 711            | (75)         |
| – EMEA                                   | 19             | 53             | (64)         |
| – Latin America                          | 165            | 184            | (10)         |
| – Asia                                   | 105            | 109            | (4)          |
| <b><u>N.A. Cards Managed Revenue</u></b> |                |                |              |
| GAAP Revenue                             | \$2,928        | \$3,298        | (11)%        |
| Impact of sec. activity                  | 2,016          | 998            | NM           |
| <b>Managed Revenue</b>                   | <b>\$4,944</b> | <b>\$4,296</b> | <b>15%</b>   |

▶ **Managed revenues up 18%**

**North America**

- Managed revenues up 15%
- Lower securitization revenues; flat purchase sales
- Receivables up 6%; payment rate down 1%
- Asset sales: \$170 million revenue benefit

**EMEA**

- Average loans up 42%; purchase sales up 27%

**Latam**

- Average loans up 26%; purchase sales up 29%

**Asia**

- Average loans up 27%; purchase sales up 21%

▶ **Expenses**

- Higher collections costs

▶ **Credit Costs**

- N.A. environment continues to deteriorate
- Mexico and Brazil suffered the largest credit cost increases outside of N.A.

# Consumer Banking

| (\$MM)                                  | 2Q'08          | 2Q'07          | %△        |  |
|---|----------------|----------------|-----------|--|
| <b>Revenues</b>                         | <b>\$7,889</b> | <b>\$7,808</b> | <b>1%</b> | ▶ <b>Revenues: up 1%, 10% ex-MSR related losses</b>                          |
| – North America                         | 4,124          | 4,224          | (2)       | <b>North America</b>   |
| – EMEA                                  | 1,296          | 1,113          | 16        | – \$745 million negative revenue impact related to Mortgage Servicing Rights |
| – Latin America                         | 1,038          | 996            | 4         | – Average loans up 6%; deposits increased 3%                                 |
| – Asia                                  | 1,431          | 1,475          | (3)       | <b>EMEA</b>  |
| <b>Expenses</b>                         | <b>4,726</b>   | <b>4,227</b>   | <b>12</b> | – Average loans up 18%; deposits up 19%                                      |
| <b>Credit Costs</b>                     | <b>4,498</b>   | <b>1,442</b>   | <b>NM</b> | – Investment sales decreased 26%   |
| <b>Net Income</b>                       | <b>\$(700)</b> | <b>\$1,473</b> | <b>NM</b> | <b>Latam</b>   |
| – North America                         | (951)          | 891            | NM        | – Average loans up 19%; deposits up 8%                                       |
| – EMEA                                  | 65             | 89             | (27)      | <b>Asia (ex-CFJ)</b>   |
| – Latin America                         | 76             | 183            | (58)      | – Average loans up 14%; deposits up 10%                                      |
| – Asia                                  | 110            | 310            | (65)      | – Investment sales decreased 30%   |
| <b>Excluding Japan Consumer Finance</b> |                |                |           | ▶ <b>Expenses</b>  |
| <b>Revenues</b>                         | <b>\$7,713</b> | <b>\$7,463</b> | <b>3%</b> | – Higher collections costs, branch openings and repositioning charges        |
| – Asia                                  | 1,255          | 1,130          | 11        | ▶ <b>Credit Costs: LLR increase of \$1.6 billion</b>                         |
| <b>Net Income</b>                       | <b>\$(546)</b> | <b>\$1,513</b> | <b>NM</b> | – \$1.4 billion LLR build in N.A. residential real estate                    |
| – Asia                                  | 264            | 350            | (25)      | – India was the main international LLR driver                                |

# ICG – Securities and Banking

| (\$MM)                          | 2Q'08            | 2Q'07          | %Δ           |   |
|---------------------------------|------------------|----------------|--------------|---|
| <b>Revenues</b>                 | <b>\$539</b>     | <b>\$8,414</b> | <b>(94)%</b> | ▶ <b>Revenues</b>   |
| – North America                 | (2,244)          | 3,655          | NM           | – <u>Fixed Income Markets</u> : write-downs of \$3.4B on subprime related direct exposures, \$2.4B related to exposure to monolines, \$0.5B on CRE positions. Record revenues in interest rate, currency and credit trading, and commodities. |
| – EMEA                          | 871              | 2,313          | (62)         | – <u>Equity Markets</u> : weakness in derivatives proprietary trading, offset by strength in the cash business and record prime broker revenues   |
| – Latin America                 | 707              | 724            | (2)          | – <u>Investment Banking</u> : \$585 million in write-downs on highly leveraged finance commitments and lower fixed income U/W volumes, partly offset by equity underwriting   |
| – Asia                          | 1,205            | 1,722          | (30)         | – <u>Lending</u> : higher losses on credit default swap hedges  |
| <b>Expenses</b>                 | <b>4,486</b>     | <b>4,220</b>   | <b>6</b>     | ▶ <b>Expenses</b>   |
| <b>Credit Costs</b>             | <b>608</b>       | <b>(24)</b>    | <b>NM</b>    | – \$300 million litigation reserve release in 2Q'07   |
| <b>Net Income</b>               | <b>\$(2,745)</b> | <b>\$2,868</b> | <b>NM</b>    | – Lower incentive compensation  |
| – North America                 | (2,904)          | 1,409          | NM           | – Higher repositioning charges  |
| – EMEA                          | (327)            | 631            | NM           | ▶ <b>Credit costs</b>   |
| – Latin America                 | 260              | 301            | (14)         | – NCLs up by \$386 million mainly due to loan sales   |
| – Asia                          | 226              | 527            | (57)         | – LLR increased by \$227 million reflecting weakness in leading indicators of losses  |
| <b>Product Revenues (\$MM):</b> |                  |                |              |   |
| – Investment Banking            | \$453            | \$1,469        | (69)%        |   |
| – Lending                       | 95               | 504            | (81)         |   |
| – Equity Markets                | 1,398            | 1,582          | (12)         |   |
| – Fixed Income Markets          | (633)            | 4,652          | NM           |   |

# S&B – Direct Subprime Exposures

| \$B   | Mar. 31, 2008<br>Exposure | 2Q'08<br>Write-downs <sup>(1)</sup> | 2Q'08<br>Other <sup>(2)</sup> | Jun. 30, 2008<br>Exposure |
|---|---------------------------|-------------------------------------|-------------------------------|---------------------------|
| <b><u>ABS CDO Super Senior</u></b>                        |                           |                                     |                               |                           |
| <b>Total Gross Exposures</b>                              | <b>\$33.2</b>             |                                     |                               | <b>\$27.9</b>             |
| Hedged Exposures  | 10.5                      |                                     |                               | 9.8                       |
| <b>Net Exposures</b>                                      |                           |                                     |                               |                           |
| ABCP <sup>(3)</sup>                                       | \$16.8                    | \$(2.0)                             | (0.4)                         | \$14.4                    |
| High grade  | 3.8                       | (1.3) <sup>(4)</sup>                | (0.5)                         | 2.0                       |
| Mezzanine   | 2.0                       | 0.1 <sup>(4)</sup>                  | (0.5)                         | 1.6                       |
| ABS CDO-squared   | 0.1                       | 0.0                                 | (0.0)                         | 0.2                       |
| <b>Total Net Exposures</b>                                | <b>\$22.7</b>             | <b>\$(3.2)</b>                      | <b>\$(1.5) <sup>(5)</sup></b> | <b>\$18.1</b>             |
| <b><u>Lending &amp; Structuring</u></b>                   |                           |                                     |                               |                           |
| <b>Gross Exposures</b>                                    |                           |                                     |                               |                           |
| CDO warehousing/unsold<br>tranches of ABS CDOs            | \$0.2                     | \$(0.0)                             | \$(0.1)                       | \$0.1                     |
| Subprime loans purchased for<br>sale or securitization    | 3.6                       | (0.3)                               | (0.6)                         | 2.8                       |
| Financing transactions<br>secured by subprime             | 2.6                       | (0.1) <sup>(4)</sup>                | (1.0)                         | 1.5                       |
| <b>Total Gross Exposures</b>                              | <b>\$6.4</b>              | <b>\$(0.3)</b>                      | <b>\$(1.7)</b>                | <b>\$4.3</b>              |
| <b>Total Exposures <sup>(6)</sup></b>                     | <b>\$29.1</b>             | <b>\$(3.5)</b>                      | <b>\$(3.2)</b>                | <b>\$22.5</b>             |
| Credit Adj. on hedge counterparty exposure <sup>(7)</sup> |                           | \$(2.4)                             |                               |                           |
| <b>Total Net Write-Downs</b>                              |                           | <b>\$(5.9)</b>                      |                               |                           |

(1) Includes losses 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 \$80 million recorded in credit costs. (5) A portion of the underlying securities were purchased in liquidations of two CDOs and we have been managing and selling these securities in our trading books. As of June 30, \$319 million 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 June 30, 2008

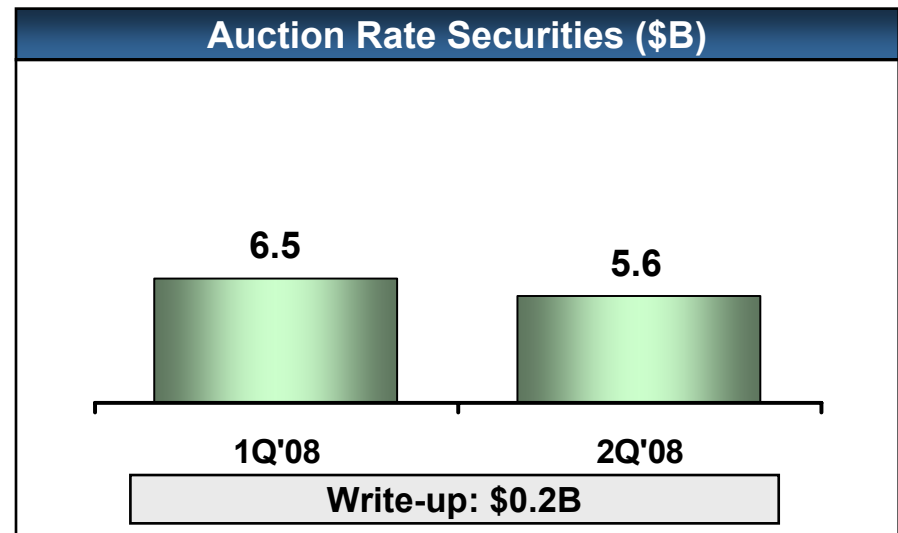
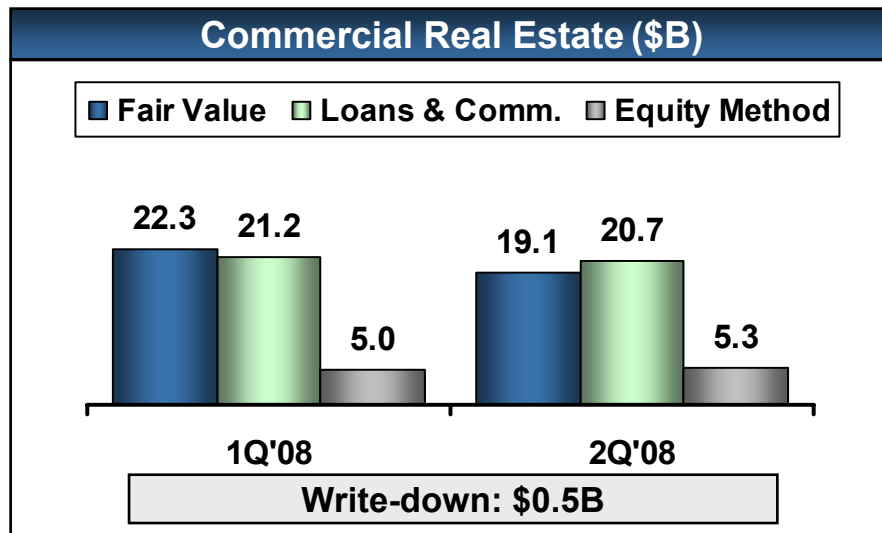
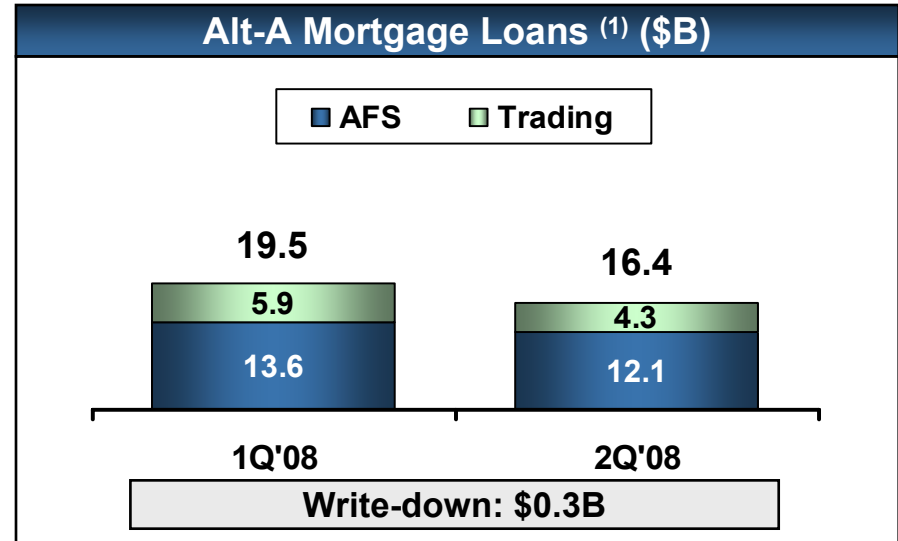
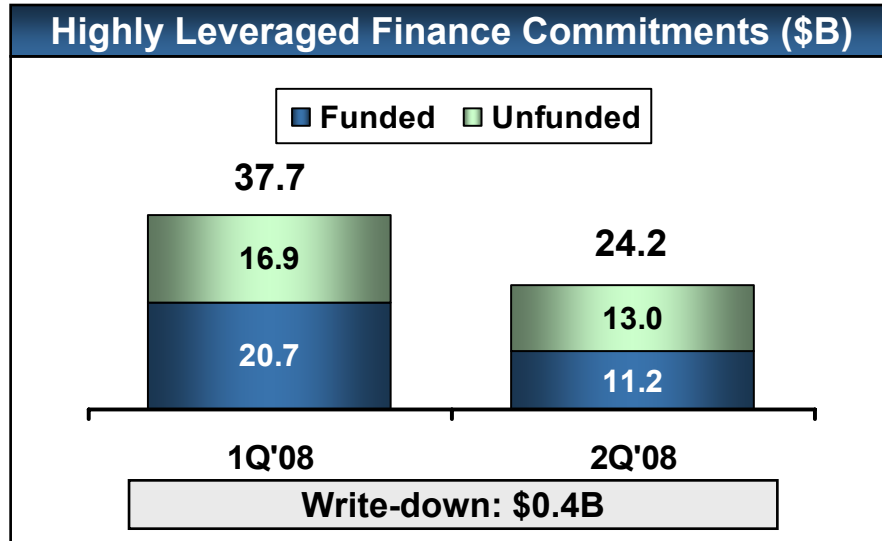
| Exposure Type     | Face Value | Market Value | % Mark | Stratification by Face Value |           |           |           | Total      |
|-------------------|------------|--------------|--------|------------------------------|-----------|-----------|-----------|------------|
|                   |            |              |        | Current Rating               | Vintage   |           |           |            |
|                   |            |              |        |                              | ≤ 04      | 05        | ≥ 06      |            |
| <b>ABCP (1)</b>   | \$23.7B    | \$14.4B      | 61%    | AAA to AA                    | 30%       | 27%       | 14%       | <b>71%</b> |
|                   |            |              |        | A                            | 6         | 6         | 1         | <b>13</b>  |
|                   |            |              |        | ≤ BBB                        | 4         | 7         | 5         | <b>16</b>  |
|                   |            |              |        | Total                        | <b>40</b> | <b>39</b> | <b>21</b> | 100        |
| <b>High Grade</b> | \$7.4      | \$2.0B       | 27%    | AAA to AA                    | 6%        | 9%        | 22%       | <b>38%</b> |
|                   |            |              |        | A                            | 1         | 3         | 3         | <b>7</b>   |
|                   |            |              |        | ≤ BBB                        | 0         | 3         | 52        | <b>55</b>  |
|                   |            |              |        | Total                        | <b>8</b>  | <b>15</b> | <b>77</b> | 100        |
| <b>Mezzanine</b>  | \$8.4B     | \$1.6B       | 19%    | AAA to AA                    | 0%        | 0%        | 1%        | <b>1%</b>  |
|                   |            |              |        | A                            | 0         | 1         | 2         | <b>3</b>   |
|                   |            |              |        | ≤ BBB                        | 3         | 41        | 52        | <b>96</b>  |
|                   |            |              |        | Total                        | <b>3</b>  | <b>42</b> | <b>54</b> | 100        |

(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 June 30, 2008 and is as of the most recent portfolio data available as of June 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.

Note: Totals may not sum due to rounding.

# S&B – Other Exposures



(1) 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.

Note: Excludes positions in Alternative Investments SIVs. Totals may not sum due to rounding.

# ICG – Transaction Services

| (\$MM)                          | 2Q'08          | 2Q'07          | %△         |
|---------------------------------|----------------|----------------|------------|
| <b>Revenues</b>                 | <b>\$2,400</b> | <b>\$1,847</b> | <b>30%</b> |
| – North America                 | 496            | 371            | 34         |
| – EMEA                          | 869            | 680            | 28         |
| – Latin America                 | 368            | 261            | 41         |
| – Asia                          | 667            | 535            | 25         |
| <b>Expenses</b>                 | <b>1,372</b>   | <b>1,129</b>   | <b>22</b>  |
| <b>Credit Costs</b>             | <b>18</b>      | <b>(6)</b>     | <b>NM</b>  |
| <b>Net Income</b>               | <b>\$701</b>   | <b>\$516</b>   | <b>36%</b> |
| – North America                 | 51             | 52             | (2)        |
| – EMEA                          | 238            | 173            | 38         |
| – Latin America                 | 142            | 90             | 58         |
| – Asia                          | 270            | 201            | 34         |
| <b>Product Revenues (\$MM):</b> |                |                |            |
| – TTS                           | \$1,581        | \$1,222        | 29%        |
| – Securities Services           | 819            | 625            | 31         |

▶ **Revenues**

- North America: driven by the Bisys acquisition
- EMEA: overall strong customer volumes; liability balances up 25% to a record \$110 billion
- Latin America: growth in TTS liabilities and spreads
- Asia: double-digit growth across all products

▶ **Expenses**

- Higher business volumes, record new wins, increased investment spending

▶ **Credit**

- Higher credit losses in Asia reflect slight weakening of the environment
- LLR build of \$9 million

▶ **Liability balances up 15% to \$276 billion**

▶ **Assets under custody up 13% to \$12.8 trillion**

# Global Wealth Management

| (\$MM)                          | 2Q'08          | 2Q'07          | %△           |  |
|---------------------------------|----------------|----------------|--------------|--|
| <b>Revenues</b>                 | <b>\$3,315</b> | <b>\$3,197</b> | <b>4%</b>    | ▶ <b>Revenues</b>  |
| – North America                 | 2,427          | 2,441          | (1)          | – North America: lower revenues from investments and capital markets   |
| – EMEA                          | 153            | 137            | 12           | – EMEA: higher banking revenues  |
| – Latin America                 | 102            | 92             | 11           | – Latin America: higher capital markets revenues   |
| – Asia                          | 633            | 527            | 20           | – Asia: increased ownership in Nikko, partially offset by lower capital markets revenues   |
| <b>Expenses</b>                 | <b>2,634</b>   | <b>2,461</b>   | <b>7</b>     | ▶ <b>Expenses</b>  |
| <b>Credit Costs</b>             | <b>40</b>      | <b>12</b>      | <b>NM</b>    | – Driven by the Nikko acquisition  |
| <b>Net Income</b>               | <b>\$405</b>   | <b>\$512</b>   | <b>(21)%</b> | ▶ <b>Credit</b>  |
| – North America                 | 309            | 334            | (7)          | – Increased loan loss reserves, mainly in North America  |
| – EMEA                          | 20             | 46             | (57)         |  |
| – Latin America                 | 15             | 29             | (48)         |  |
| – Asia                          | 61             | 103            | (41)         |  |
| <b>Product Revenues (\$MM):</b> |                |                |              | ▶ <b>Client assets under fee based management declined 8% to \$469 billion, mainly driven by the decrease in market valuations</b> |
| – Smith Barney                  | \$2,715        | \$2,611        | 4%           |  |
| – Private Bank                  | 600            | 586            | 2            | ▶ <b>Average deposit and customer liability balances up 12% to \$127 billion</b>   |

# Corporate/Other

## Corporate/Other

| (\$MM)     | 2Q'08    | 2Q'07    | %△    |   |
|------------|----------|----------|-------|---|
| Revenues   | \$ (959) | \$ (261) | NM    | <b>▶ Negative revenue impact from:</b> <ul style="list-style-type: none"><li>- Higher funding costs driven by an increase in the deferred tax asset, hedging and enhancing liquidity</li><li>- Inter-company costs related to the sale of CitiCapital and recent capital raising</li></ul> <b>▶ Lower taxes held at corporate</b> |
| Net Income | (345)    | (283)    | (22)% |   |

# Summary of Press Release Disclosed Items

| \$MM                            | 2Q'07                |                      | 2Q'08                     |                           |
|---------------------------------|----------------------|----------------------|---------------------------|---------------------------|
|                                 | Pre-tax              | After-tax            | Pre-tax                   | After-tax                 |
| North America                   | --                   | --                   | \$161 <sup>(3,4)</sup>    | \$101 <sup>(3,4)</sup>    |
| EMEA                            | --                   | --                   | --                        | --                        |
| Latin America                   | --                   | --                   | --                        | --                        |
| Asia                            | --                   | --                   | (2) <sup>(4)</sup>        | (1) <sup>(4)</sup>        |
| <b>Global Cards</b>             | --                   | --                   | <b>\$159</b>              | <b>\$100</b>              |
| North America                   | --                   | --                   | (92) <sup>(4)</sup>       | (56) <sup>(4)</sup>       |
| EMEA                            | --                   | --                   | (24) <sup>(4)</sup>       | (15) <sup>(4)</sup>       |
| Latin America                   | --                   | --                   | --                        | --                        |
| Asia                            | --                   | --                   | (15) <sup>(4)</sup>       | (9) <sup>(4)</sup>        |
| <b>Consumer Banking</b>         | --                   | --                   | <b>\$(130)</b>            | <b>\$(81)</b>             |
| North America                   | \$300 <sup>(1)</sup> | \$188 <sup>(1)</sup> | (141) <sup>(4)</sup>      | (85) <sup>(4)</sup>       |
| EMEA                            | NM                   | 31 <sup>(2)</sup>    | (82) <sup>(4)</sup>       | (51) <sup>(4)</sup>       |
| Latin America                   | --                   | --                   | (8) <sup>(4)</sup>        | (5) <sup>(4)</sup>        |
| Asia                            | --                   | --                   | (27) <sup>(4)</sup>       | (18) <sup>(4)</sup>       |
| <b>Securities and Banking</b>   | <b>\$300</b>         | <b>\$219</b>         | <b>\$(257)</b>            | <b>\$(160)</b>            |
| North America                   | --                   | --                   | (1) <sup>(4)</sup>        | (1) <sup>(4)</sup>        |
| EMEA                            | --                   | --                   | --                        | --                        |
| Latin America                   | --                   | --                   | (0) <sup>(4)</sup>        | (0) <sup>(4)</sup>        |
| Asia                            | --                   | --                   | (1) <sup>(4)</sup>        | (0) <sup>(4)</sup>        |
| <b>Transaction Services</b>     | --                   | --                   | <b>\$(2)</b>              | <b>\$(1)</b>              |
| North America                   | --                   | --                   | (29) <sup>(4)</sup>       | (18) <sup>(4)</sup>       |
| EMEA                            | NM                   | 42 <sup>(2)</sup>    | --                        | --                        |
| Latin America                   | --                   | 8 <sup>(2)</sup>     | --                        | --                        |
| Asia                            | --                   | 15 <sup>(2)</sup>    | 8 <sup>(4)</sup>          | 7 <sup>(4)</sup>          |
| <b>Global Wealth Management</b> | <b>NM</b>            | <b>\$65</b>          | <b>\$(22)</b>             | <b>\$(10)</b>             |
| <b>Corporate Other</b>          | --                   | --                   | <b>(24)<sup>(4)</sup></b> | <b>(15)<sup>(4)</sup></b> |

1. Litigation reserve release of \$300 million pre-tax, \$188 million after-tax, related to Enron, WorldCom, Research and IPO-related matters.
2. Tax benefit of \$96 million related to the initial application of APB 23 to certain foreign subsidiaries.
3. Gain on a cards portfolio sale of \$170 million pre-tax, \$107 million after-tax.
4. Repositioning charges of \$446 million pre-tax, \$275 million after-tax.

# Securities and Banking Revenue Marks

| (\$MM)   | 3Q'07          | 4Q'07           | 1Q'08           | 2Q'08          |
|--|----------------|-----------------|-----------------|----------------|
| Write-downs on sub-prime related direct exposures                  | (1,831)        | (16,481)        | (5,912)         | (3,395)        |
| Monoline Credit Value Adjustment (CVA)                             | ---            | (935)           | (1,495)         | (2,430)        |
| Write-downs on highly leveraged finance commitments <sup>(1)</sup> | (1,352)        | (135)           | (3,078)         | (428)          |
| Write-downs on Alt-A mortgages <sup>(2, 3)</sup>                   | ---            | ---             | (1,015)         | (325)          |
| Mark to market on Auction Rate Securities                          | ---            | ---             | (1,457)         | 197            |
| Write-downs on Commercial Real Estate <sup>(3)</sup>               | ---            | ---             | (573)           | (545)          |
| CVA on Citi Liabilities at Fair Value Option                       | 194            | 512             | 1,279           | (228)          |
| <b>Total Revenue Marks</b>   | <b>(2,989)</b> | <b>(17,039)</b> | <b>(12,251)</b> | <b>(7,153)</b> |

(1) Net of underwriting fees.

(2) Net of hedges.

(3) Excludes positions in Alternative Investments SIVs.

---

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.

# ***Second Quarter 2008 Earnings Review***

---

July 18, 2008

Question & Answer Session

