



October 14, 2025

# Earnings Results Presentation

Third Quarter 2025

# Our strategy and path forward remain unchanged

## Our Vision

Be the **preeminent** banking partner for institutions with **cross-border** needs, a global leader in **wealth** management and a valued **personal bank** in our home market of the United States

## Delivering on our Investor Day priorities

Largely Complete Main Priorities for 2025 and 2026

**Simplification**

Focus on five core interconnected businesses

Exit 14 international consumer markets<sup>(1)</sup>

Simplify the organization and management structure

**Culture and Talent**

Build a winning culture

Invest in talent

Deliver One Citi

**Transformation**

#1 priority

Relentless execution

Regulatory remediation

Modernize infrastructure

Data enhancements

**Enhance Business Performance**

Maximize unique global network

Scale Wealth

Target share gains in Services, Banking, Markets and U.S. Personal Banking

Grow Commercial Banking client segment

# Delivering strong performance in 3Q25

Revenues		Net Income		EPS	
3Q25	\$22.1 billion	3Q25	\$3.8 billion / 16% YoY	3Q25	\$1.86 / 23% YoY
Δ 3Q24	9%	Ex-notable item <sup>(1)</sup>	\$4.5 billion / 38% YoY	Ex-notable item <sup>(1)</sup>	\$2.24 / 48% YoY
ROE		RoTCE <sup>(2)</sup>		BV and TBV Per Share <sup>(3)</sup>	
3Q25	7.1% / 8.5% ex-notable item <sup>(1)</sup>	3Q25	8.0% / 9.7% ex-notable item <sup>(1)</sup>	3Q25	\$108.41 / \$95.72
3Q24	6.2%	3Q24	7.0%	3Q24	\$101.91 / \$89.67

## 3Q25 and YTD '25 Firmwide Key Highlights

- ✓ 3Q25 revenues of \$22.1 billion, **up 9% YoY**
  - YTD '25 revenues of \$65.4 billion, **up 7% YoY**
- ✓ 3Q25 expenses of \$14.3 billion, efficiency ratio of ~65% improved ~30 bps YoY
  - **Improved ~360 bps YoY** ex-notable item<sup>(1)</sup>
- ✓ 3Q25 RoTCE of **8.0%, up ~100 bps YoY<sup>(2)</sup>** (9.7% ex-notable item<sup>(1)</sup>)
  - YTD '25 RoTCE of **8.6%, up ~140 bps YoY<sup>(2)</sup>** (9.2% ex-notable item<sup>(1)</sup>)
- ✓ **Positive operating leverage** in 3Q25 and YTD '25
- ✓ CET1 Capital Ratio<sup>(4)</sup> of 13.2%, **~110 bps above regulatory requirement during the quarter**
- ✓ Returned **~\$6.1 billion** to common shareholders through share repurchases and dividends in 3Q25, which includes **\$5.0 billion of share repurchases**
  - **~\$12.0 billion** YTD '25, which includes **\$8.75 billion of share repurchases**
- ✓ **Increased common dividend per share to \$0.60**

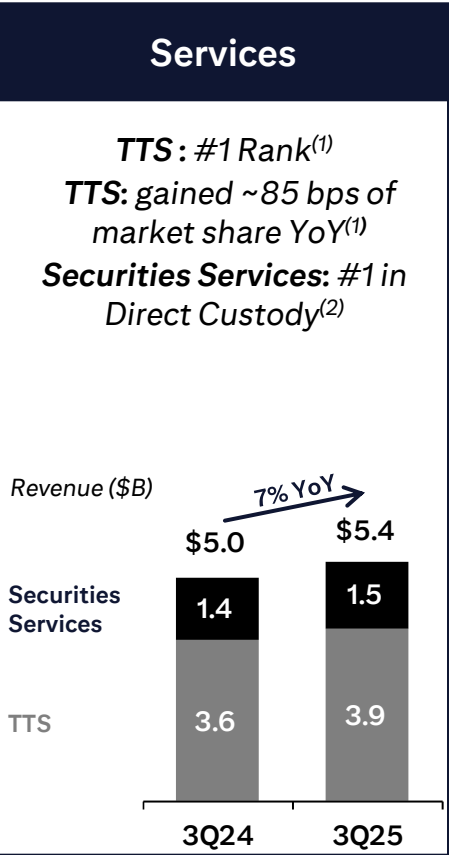
Notable Item	3Q25 Expenses	3Q25 Net Income	3Q25 EPS	3Q25 ROE	3Q25 RoTCE <sup>(2)</sup>	YTD '25 ROE	YTD '25 RoTCE <sup>(2)</sup>
Goodwill Impairment	\$726 million	\$(714) million	\$(0.38)	~(140) bps	~(170) bps	~(50) bps	~(60) bps



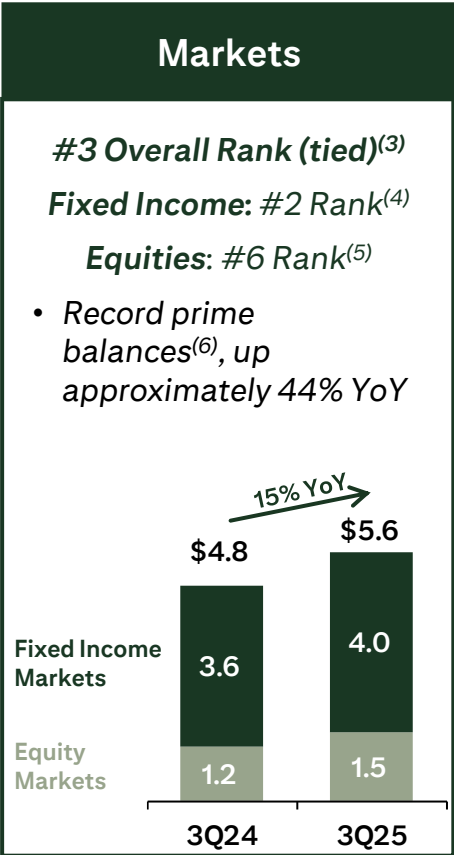
Note: All footnotes are presented starting on Slide 35.

# Five interconnected businesses driving strong 3Q25 performance

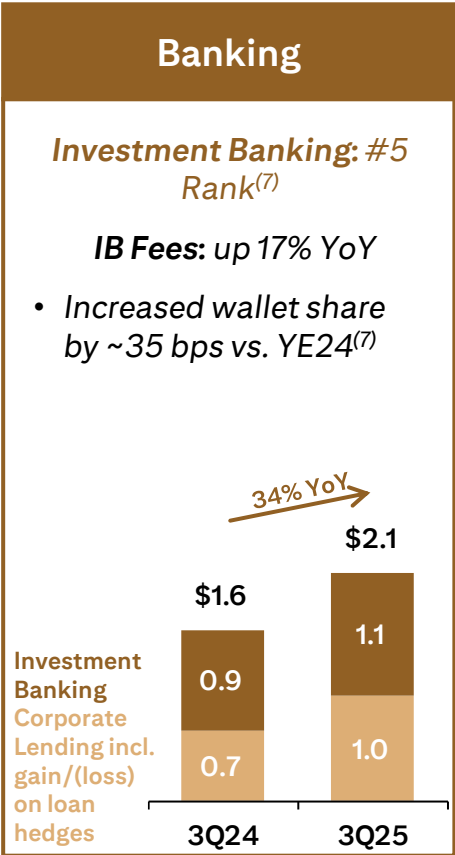
Global network      Interconnected      Diversified



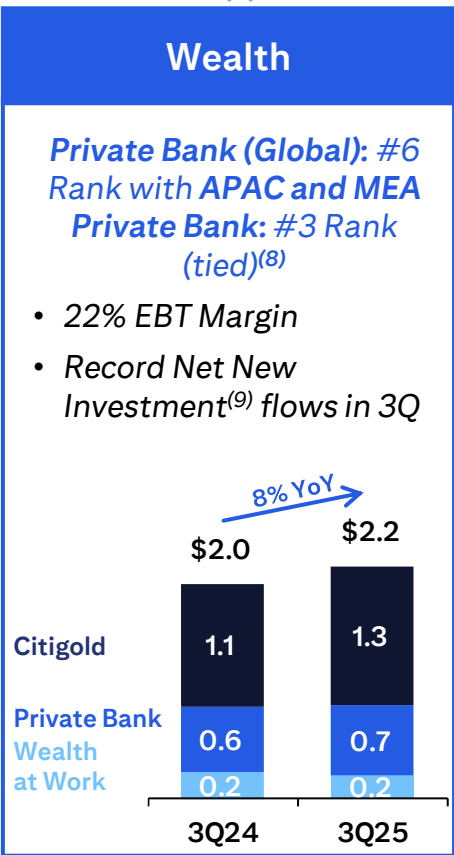
5 consecutive quarters of positive operating leverage



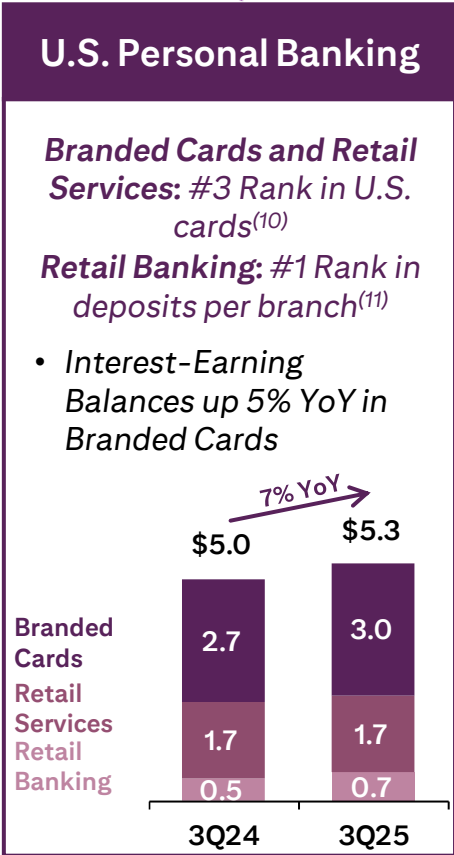
6 consecutive quarters of positive operating leverage



7 consecutive quarters of positive operating leverage



6 consecutive quarters of positive operating leverage



12 consecutive quarters of positive operating leverage

Record revenues in Services and USPB; Record 3Q revenues in all five businesses

# Making continued progress on Citi's top two priorities

## 3Q25 Business Achievements

- ✓ **Services** achieved an industry first: integrating Citi® Token Services with 24/7 USD Clearing for Real-Time Cross-Border Payments and Liquidity Management
- ✓ **Markets** acted as joint bookrunner on a landmark \$12B debt offering for the Government of Mexico, supporting Petroleos Mexicanos. This is the first ever pre-capitalized securities (P-Caps) transaction involving a sovereign
- ✓ **Banking** hired new Co-Heads of M&A, Drago Rajkovic and Guillermo Baygual, and Co-Head of North America Coverage, David Friedland
- ✓ **Wealth** announced a strategic partnership with BlackRock, forming "Citi Portfolio Solutions powered by BlackRock." This collaboration unites Citi's robust advisory capabilities with BlackRock's world-class asset management expertise
- ✓ **USPB** successfully launched Citi Strata Elite, our new premium card. The card features one of the highest earn rates, flexible benefits and unique American Airlines perks
- ✓ Hired new **Head of AI** Shobhit Varshney, to accelerate work underway to integrate the power of AI into Citi's strategy and operations
- ✓ Announced agreement to sell a 25% equity stake in Banamex, a significant step in continuing to work toward the divestiture of Banamex

## 3Q25 Transformation and Technology

**More than two-thirds of Transformation programs are At or Mostly At Citi's target state** and some of our biggest bodies of work are now embedded into how we operate

- ✓ Achieved Citi's target state for components of the **end-to-end Enterprise Risk Management** lifecycle to strengthen how we identify, measure, monitor and control risk. Includes Risk Identification, Risk Appetite and Limits Management, Stress Testing and New Activity Risk Management
- ✓ Implemented a **standardized control assessment** process to help prevent and detect control deficiencies, including payment and trade controls

**We continue to make progress in advancing our technology priorities:**

- ✓ Continued to **optimize, modernize and simplify** the bank by retiring or replacing 384 applications year to date
- ✓ **Reduced manual intervention** for priority liquidity regulatory reporting processes by deploying end-to-end workflow tool
- ✓ Expanded **the adoption of Gen AI tools** with the rollout of new features that enable faster and easier access and increasing overall productivity
  - Adoption continues to accelerate, with **~7MM** utilizations of Citi's two enterprise-wide tools YTD (~3X increase vs previous quarter)
  - **~1MM** automated code reviews completed by our Gen AI tools YTD, saving approximately 100,000 hours per week across our developer population

# Financial results overview

## Financial Results

(\$ in MM, except EPS)	3Q25	% Δ QoQ	% Δ YoY	YTD '25	% Δ YoY
Net Interest Income	14,940	(2)%	12%	44,127	9%
Non-Interest Revenue	7,150	10%	4%	21,227	2%
<b>Total Revenues</b>	<b>22,090</b>	<b>2%</b>	<b>9%</b>	<b>65,354</b>	<b>7%</b>
Expenses	14,290	5%	9%	41,292	2%
NCLs	2,214	(1)%	2%	6,907	2%
ACL Build and Other <sup>(1)</sup>	236	(63)%	(53)%	1,138	50%
<b>Credit Costs</b>	<b>2,450</b>	<b>(15)%</b>	<b>(8)%</b>	<b>8,045</b>	<b>7%</b>
<b>EBT</b>	<b>5,350</b>	<b>3%</b>	<b>22%</b>	<b>16,017</b>	<b>21%</b>
<b>Income Taxes</b>	<b>1,559</b>	<b>31%</b>	<b>40%</b>	<b>4,085</b>	<b>24%</b>
<b>Net Income</b>	<b>3,752</b>	<b>(7)%</b>	<b>16%</b>	<b>11,835</b>	<b>20%</b>
Net Income to Common <sup>(2)</sup>	3,458	(7)%	18%	10,928	22%
<b>Diluted EPS</b>	<b>\$1.86</b>	<b>(5)%</b>	<b>23%</b>	<b>\$5.78</b>	<b>25%</b>
Efficiency Ratio (Δ in bps)	65%	200	(30)	63%	(290)
ROE	7.1%			7.6%	
RoTCE <sup>(3)</sup> (Δ in bps)	8.0%	(70)	100	8.6%	140
CET1 Capital Ratio <sup>(4)</sup>	13.2%				

### Memo:

NII ex-Markets <sup>(5)</sup>	12,689	3%	6%	36,961	5%
NIR ex-Markets <sup>(6)</sup>	3,838	9%	12%	10,965	2%



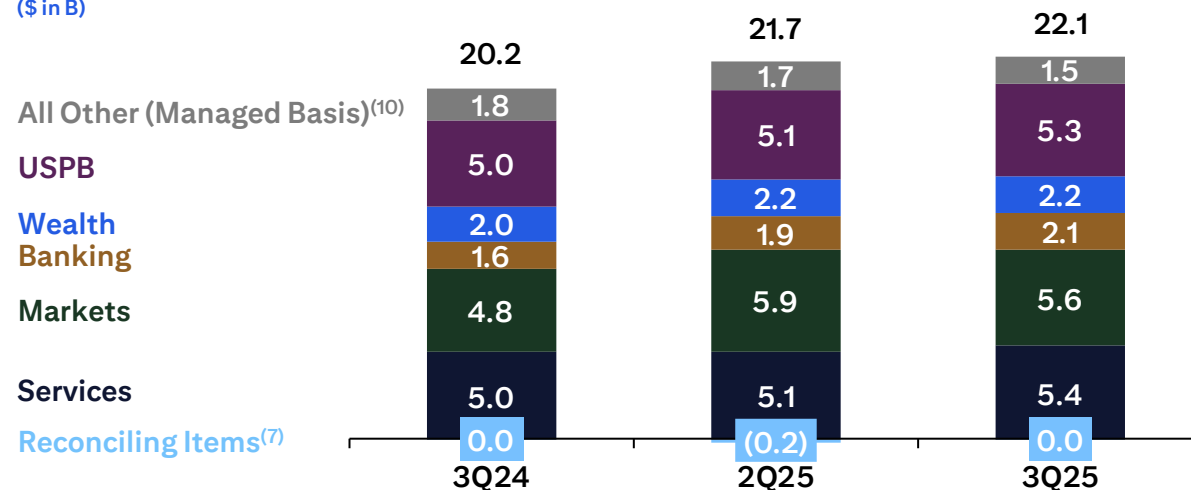
Note: Totals may not sum due to rounding. All footnotes are presented starting on Slide 35.

## 3Q25 Financial Overview Highlights

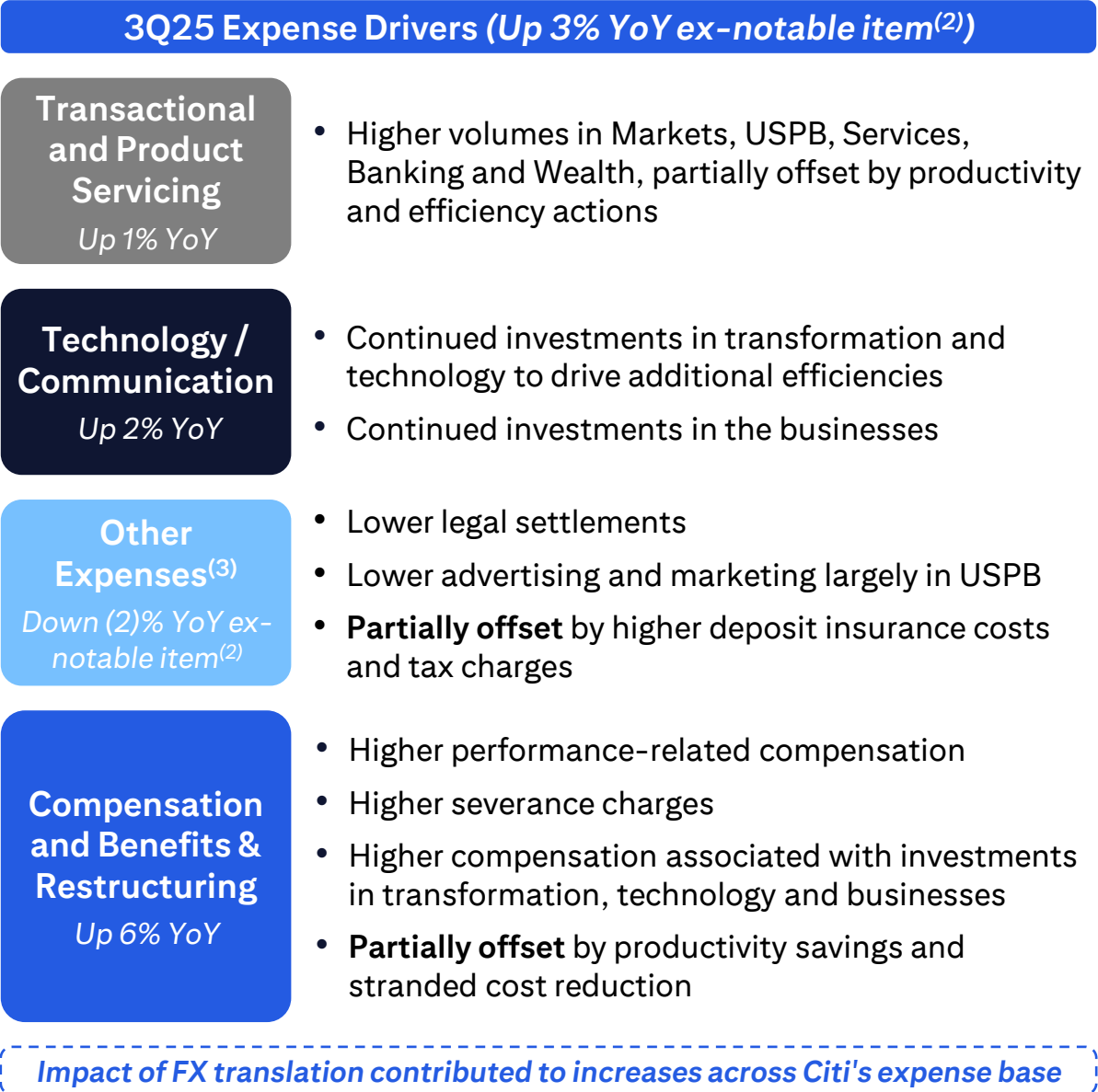
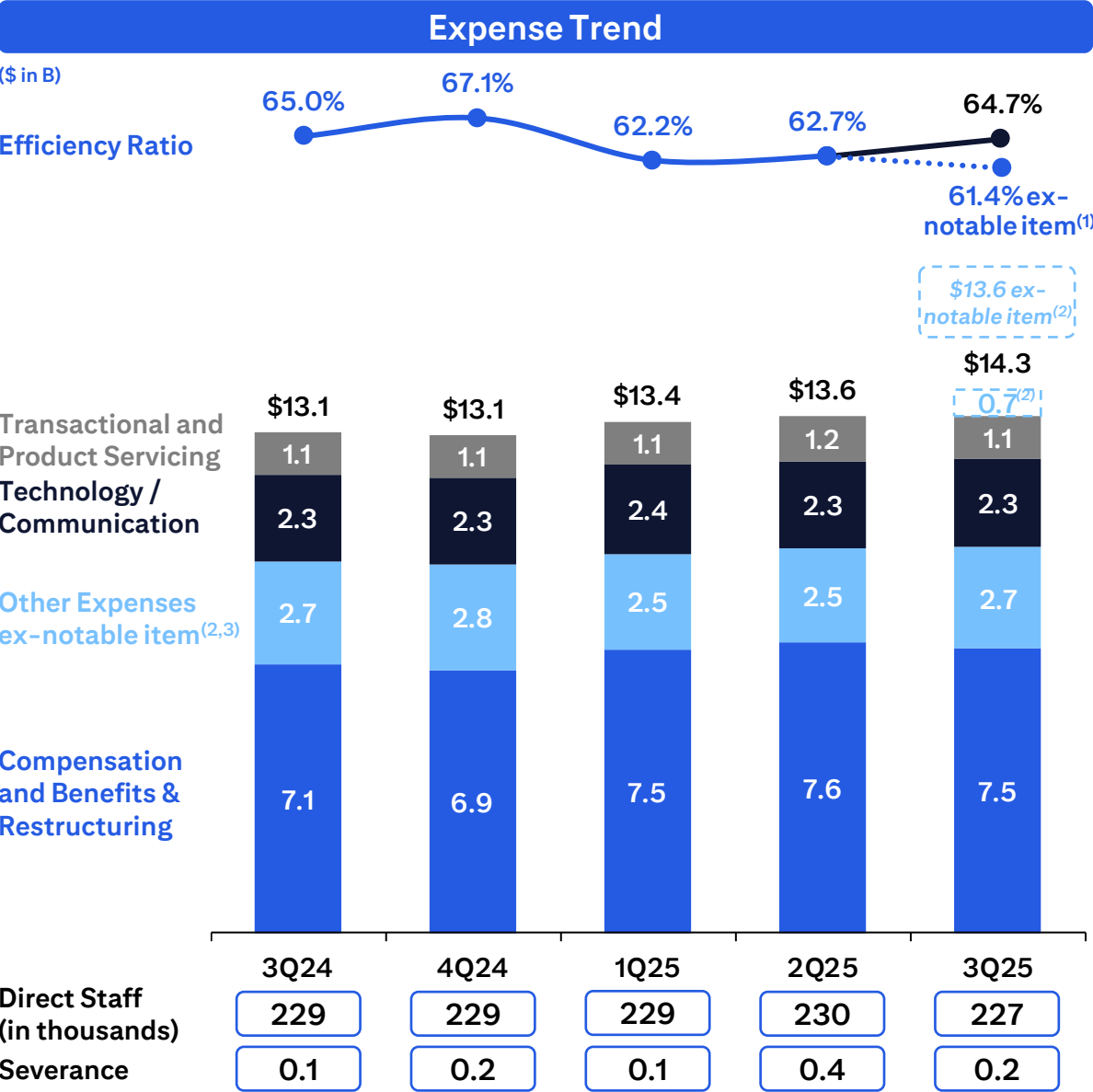
- **Revenues** – Up 9% YoY as reported and ex-divestitures<sup>(7)</sup>, driven by growth in each of our businesses and Legacy Franchises in All Other, along with the benefit of FX translation, partially offset by a decline in Corporate/Other
  - NII up 12% YoY, driven by Markets, USPB, Services, Wealth, Legacy Franchises and Banking, partially offset by a decline in Corporate/Other
  - NIR up 4% YoY, driven by Banking, Wealth and Legacy Franchises, largely offset by decreases in Corporate/Other, Markets, Services and USPB
- **Expenses** – Up 9%<sup>(8)</sup>, driven by the goodwill impairment related to our agreement to sell a 25% equity stake in Banamex, as well as higher compensation and benefits, along with the impact of FX translation. Excluding the impact of the notable item, expenses were up 3% YoY<sup>(9)</sup>
- **Credit Costs** – Cost of \$2.5 billion, primarily consisting of net credit losses in U.S. cards and a firmwide net ACL build
- **RoTCE<sup>(3)</sup> of 8.0% (9.7% ex-notable item<sup>(9)</sup>); Year-to-date RoTCE<sup>(3)</sup> of 8.6%**

## Revenue by Segment

(\$ in B)



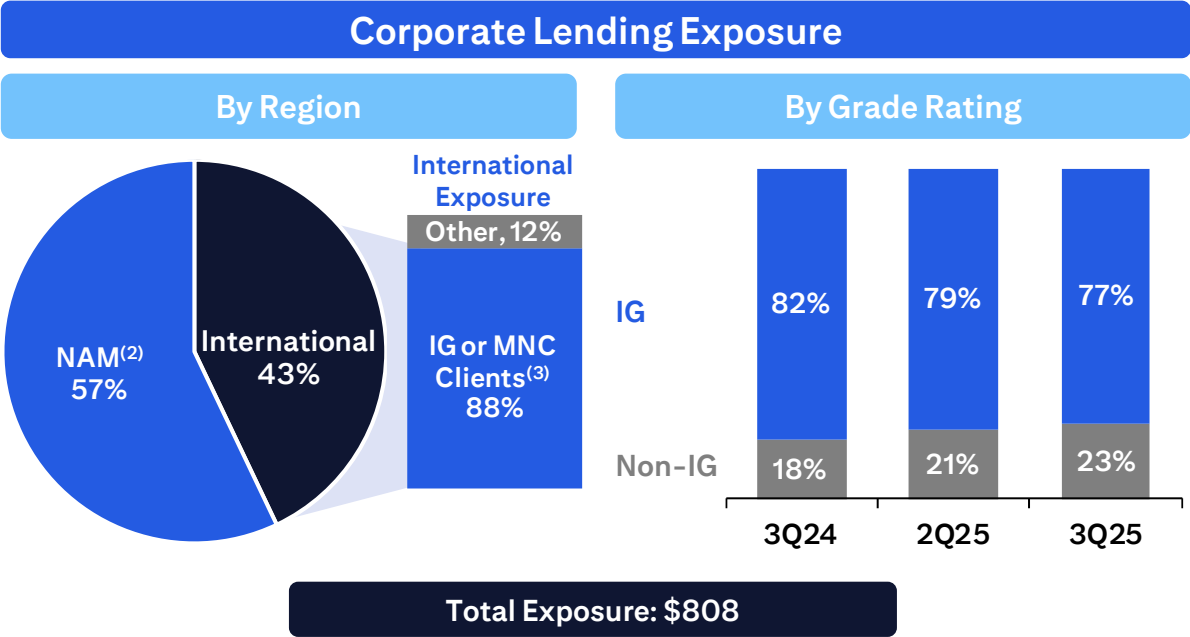
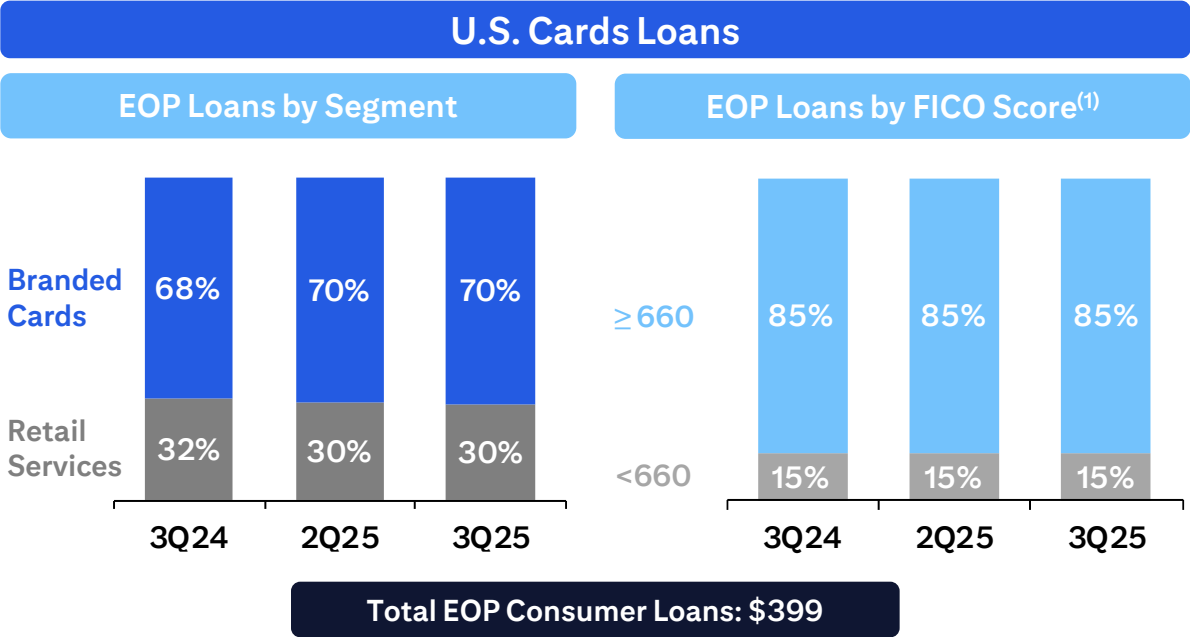
# Quarterly expense trend and year-over-year expense drivers



# U.S. credit cards and corporate credit overview

Citi had nearly \$24B in total reserves with a reserve-to-funded loans ratio of 2.7% as of September 30

(\$ in B)



Key U.S. Credit Cards Loan Metrics	3Q24	2Q25	3Q25
EOP Credit Card Loans	\$164	\$167	\$168
NCLs	\$1.8	\$1.8	\$1.7
% of Average Loans	4.4%	4.4%	4.0%
90+ Days Past Due (DPD) %	1.5%	1.4%	1.4%
ACLL/EOP Loans	8.2%	8.0%	8.0%

Key Corporate Lending Metrics	3Q24	2Q25	3Q25
EOP Corporate Loans	\$300	\$330	\$335
NCLs	\$0.1	\$0.0	\$0.1
% of Average Loans	0.1%	0.1%	0.1%
NALs	\$0.9	\$1.7	\$2.1
% of Loans	0.3%	0.5%	0.6%
ACLL/EOP Loans <sup>(4)</sup>	0.9%	0.9%	0.9%

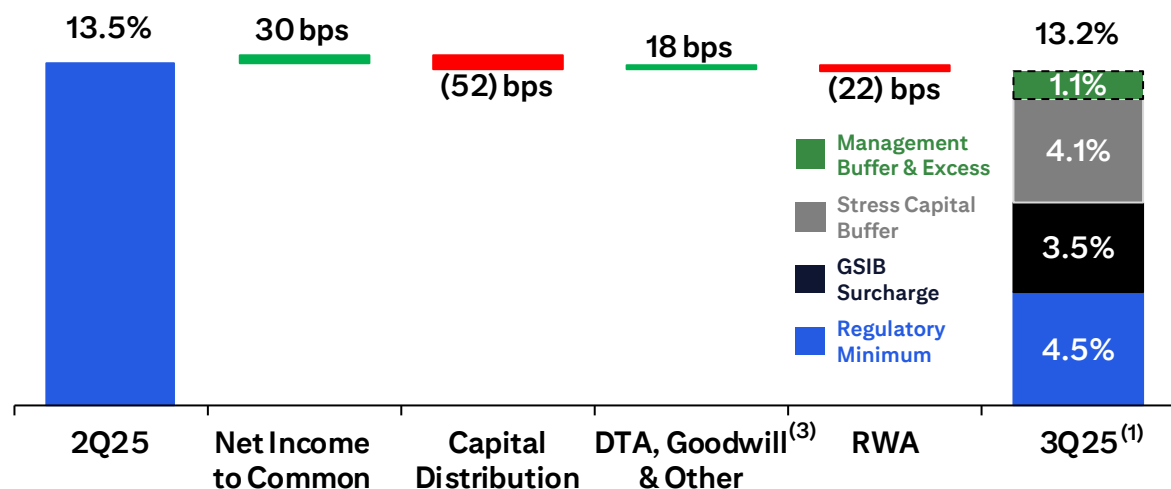


# Capital and balance sheet overview

## Regulatory Capital & Liquidity Metrics

(\$ in B)	3Q24	2Q25	3Q25
CET1 Capital <sup>(1)</sup>	158	159	158
Standardized RWA	1,153	1,179	1,198
CET1 Capital Ratio - Standardized <sup>(1)</sup>	13.7%	13.5%	13.2%
Advanced RWA	1,300	1,336	1,354
CET1 Capital Ratio - Advanced	12.2%	11.9%	11.7%
Supplementary Leverage Ratio <sup>(2)</sup>	5.8%	5.5%	5.5%
Liquidity Coverage Ratio	117%	115%	115%
AFS Securities ( <b>Duration: ~2 Years</b> )	234	236	246
HTM Securities ( <b>Duration: ~3 Years</b> )	248	206	197

## QoQ Standardized CET1 Capital Ratio Walk



## End of Period Assets

(\$ in B)	3Q24	2Q25	3Q25	QoQ	YoY
<b>Cash</b>	\$2,431	\$2,623	\$2,642	1%	9%
<b>Investments, net<sup>(4)</sup></b>	303	337	348	3%	15%
<b>Trading-Related Assets<sup>(5)</sup></b>	491	449	451	0%	(8)%
<b>Loans, net<sup>(6)</sup></b>	808	956	960	0%	19%
<b>Other Assets<sup>(7)</sup></b>	671	706	715	1%	7%
	159	173	169	(2)%	7%

## End of Period Liabilities and Equity

(\$ in B)	3Q24	2Q25	3Q25	QoQ	YoY
<b>Trading-Related Liabilities<sup>(8)</sup></b>	\$2,431	\$2,623	\$2,642	(1)%	19%
<b>Deposits</b>	502	603	600	(1)%	19%
<b>Other Liabilities<sup>(9)</sup></b>	1,310	1,358	1,384	2%	6%
<b>LTD</b>	110	130	129	(1)%	18%
<b>Equity</b>	299	318	316	(1)%	6%
	210	214	214	0%	2%

# Services results, key metrics and statistics

## Financial Results

(\$ in MM)	3Q25	% Δ QoQ	% Δ YoY
Net Interest Income	3,121	6%	14%
Non-Interest Revenue	761	5%	(15)%
Treasury and Trade Solutions	3,882	6%	7%
Net Interest Income	702	3%	-
Non-Interest Revenue	779	10%	14%
Securities Services	1,481	7%	7%
<b>Total Revenues</b>	<b>5,363</b>	<b>6%</b>	<b>7%</b>
Expenses	2,707	1%	5%
NCLs	11	(45)%	(21)%
ACL Build (Release) and Other <sup>(1)</sup>	50	(85)%	(56)%
<b>Credit Costs</b>	<b>61</b>	<b>(83)%</b>	<b>(52)%</b>
<b>EBT</b>	<b>2,595</b>	<b>28%</b>	<b>12%</b>
<b>Net Income</b>	<b>1,802</b>	<b>26%</b>	<b>9%</b>

## Key Metrics and Statistics

(\$ in B, unless otherwise noted)	3Q25	% Δ QoQ	% Δ YoY
Allocated Average TCE <sup>(2)</sup>	25	-	(1)%
<b>RoTCE<sup>(3)</sup></b>	<b>28.9%</b>		
Efficiency Ratio (Δ in bps)	50%	(300)	(100)
Average Loans	94	-	8%
EOP Loans	99	3%	12%
Average Deposits	893	4%	8%
EOP Deposits	891	2%	8%
<b>Memo (\$ in MM):</b>			
Net Interest Income	3,823	5%	11%
Non-Interest Revenue	1,540	8%	(3)%
Total Fee Revenue <sup>(4)</sup>	1,626	(2)%	6%

## 3Q25 Highlights

- **Revenues** – Up 7% YoY, driven by growth in both TTS and Securities Services
  - NII up 11% YoY, primarily driven by the benefit from higher deposit balances and deposit spreads
  - NIR down (3)% YoY, driven by higher lending revenue share, which more than offset continued momentum in underlying fees and fee drivers
- **Expenses** – Up 5% YoY, primarily driven by higher compensation and benefits, including severance, as well as higher volume and other revenue-related expenses
- **Credit Costs** – Cost of \$61 million, reflecting a net ACL build of \$50 million
- **Net Income** – \$1.8 billion
- **RoTCE<sup>(3)</sup> of 28.9%; Year-to-date RoTCE<sup>(3)</sup> of 26.1%**

## Key Metrics and Statistics by Business

(\$ in B, unless otherwise noted)	3Q25	% Δ QoQ	% Δ YoY
<b>Treasury and Trade Solutions</b>			
Average Loans	93	-	8%
Average Deposits	744	4%	8%
Cross Border Transaction Value <sup>(5)</sup>	105	3%	10%
U.S. Dollar Clearing Volume (#MM) <sup>(6)</sup>	45	1%	5%
Commercial Card Spend Volume <sup>(7)</sup>	18	3%	1%
<b>Securities Services</b>			
Average Deposits	149	3%	10%
AUC/AUA (\$T)	30	5%	13%



Note: Services revenues reflect the impact of a revenue sharing agreement with Banking – Corporate Lending, for Services products sold to Corporate Lending clients. This generally results in a reduction in Services reported revenue. Totals may not sum due to rounding. 3Q25 AUC/AUA is preliminary. All footnotes are presented starting on Slide 35.

# Markets results, key metrics and statistics

## Financial Results

(\$ in MM)	3Q25	% Δ QoQ	% Δ YoY
Rates and Currencies	2,823	(10)%	15%
Spread Products / Other Fixed Income	1,200	6%	8%
Fixed Income Markets	4,023	(6)%	12%
Equity Markets	1,540	(4)%	24%
<b>Total Revenues</b>	<b>5,563</b>	<b>(5)%</b>	<b>15%</b>
Expenses	3,491	(1)%	5%
NCLs	68	NM	183%
ACL Build (Release) and Other <sup>(1)</sup>	(36)	NM	NM
<b>Credit Costs</b>	<b>32</b>	<b>(70)%</b>	<b>(77)%</b>
<b>EBT</b>	<b>2,040</b>	<b>(10)%</b>	<b>53%</b>
<b>Net Income</b>	<b>1,562</b>	<b>(10)%</b>	<b>46%</b>

## Key Metrics and Statistics

(\$ in B, unless otherwise noted)	3Q25	% Δ QoQ	% Δ YoY
Allocated Average TCE <sup>(2)</sup>	50	-	(7)%
<b>RoTCE<sup>(3)</sup></b>	<b>12.3%</b>		
Efficiency Ratio (Δ in bps)	63%	300	(600)
Average Trading Account Assets	556	1%	20%
Average Total Assets	1,231	1%	14%
Average Loans	147	8%	24%
Average VaR <sup>(4)</sup> (\$ in MM) (99% confidence level)	117	-	9%

## 3Q25 Highlights

- **Revenues** – Up 15% YoY, driven by growth in both Fixed Income Markets and Equity Markets
  - Fixed Income Markets was up 12% YoY, driven by strong performance in Rates and Currencies, amid elevated client activity in Rates, and higher mortgage trading and financing activity in Spread Products
  - Equity Markets was up 24% YoY, driven by higher client activity in Equity Derivatives and increased volumes in Cash, as well as continued momentum in Prime Services with balances up approximately 44% YoY
- **Expenses** – Up 5% YoY, primarily driven by higher compensation and benefits along with the impact of FX translation. Transactional and product servicing expenses were down as growth in transaction volumes were more than offset by efficiency actions
- **Credit Costs** – Cost of \$32 million, consisting of net credit losses of \$68 million and a net ACL release of \$(36) million
- **Net Income** – \$1.6 billion
- **RoTCE<sup>(3)</sup> of 12.3%; Year-to-date RoTCE<sup>(3)</sup> of 13.5%**

## Revenue Trend

(\$ in MM)	3Q23	3Q24	4Q24	1Q25	2Q25	3Q25	% Δ QoQ	% Δ YoY
Fixed Income Markets	3,806	3,578	3,478	4,477	4,268	4,023	(6)%	12%
Equity Markets	942	1,239	1,098	1,509	1,611	1,540	(4)%	24%
<b>Total Revenue</b>	<b>4,748</b>	<b>4,817</b>	<b>4,576</b>	<b>5,986</b>	<b>5,879</b>	<b>5,563</b>	<b>(5)%</b>	<b>15%</b>



Note: Markets revenues reflect the impact of a revenue sharing agreement with Banking – Corporate Lending, for Markets products sold to Corporate Lending clients. This generally results in a reduction in Markets reported revenue. Totals may not sum due to rounding. All footnotes are presented starting on Slide 35.

# Banking results, key metrics and statistics

## Financial Results

(\$ in MM)	3Q25	% Δ QoQ	% Δ YoY
Investment Banking	1,146	17%	23%
Corporate Lending (ex-gain/(loss)) <sup>(1)</sup>	1,030	3%	39%
Gain/(loss) on loan hedges	(44)	29%	44%
Corporate Lending (incl. gain/(loss))	986	5%	49%
<b>Total Revenues</b>	<b>2,132</b>	<b>11%</b>	<b>34%</b>
Expenses	1,139	-	2%
NCLs	9	(44)%	(75)%
ACL Build (Release) and Other <sup>(2)</sup>	148	(6)%	5%
<b>Credit Costs</b>	<b>157</b>	<b>(9)%</b>	<b>(11)%</b>
<b>EBT</b>	<b>836</b>	<b>37%</b>	<b>175%</b>
<b>Net Income</b>	<b>638</b>	<b>38%</b>	<b>168%</b>

## Key Metrics and Statistics

(\$ in B, unless otherwise noted)	3Q25	% Δ QoQ	% Δ YoY
Allocated Average TCE <sup>(3)</sup>	21	-	(6)%
<b>RoTCE<sup>(4)</sup></b>	<b>12.3%</b>		
Efficiency Ratio (Δ in bps)	53%	(600)	(1,700)
Average Loans	81	(4)%	(8)%
EOP Loans	79	(4)%	(7)%
NCL Rate (Δ in bps)	0.04%	(4)	(12)
<b>Memo (\$ in MM):</b>			
Net Interest Income	562	6%	7%
Non-Interest Revenue	1,570	13%	47%

## 3Q25 Highlights

- **Revenues** – Up 34% YoY, driven by growth in Corporate Lending and Investment Banking, as well as a lower loss on mark-to-market on loan hedges<sup>(1)</sup>
  - Investment Banking fees up 17% YoY, with growth in DCM, ECM and Advisory
  - Corporate Lending ex-gain/(loss) on loan hedges<sup>(1)</sup> revenues up 39% YoY, driven by an increase in lending revenue share
- **Expenses** – Up 2% YoY, driven by higher volume-related transactional and product servicing expenses as well as compensation and benefits, which includes investments made in the business
- **Credit Costs** – Cost of \$157 million, consisting of a net ACL build of \$148 million, driven by changes in portfolio composition, including exposure growth
- **Net Income** – \$638 million
- **RoTCE<sup>(4)</sup> of 12.3%; Year-to-date RoTCE<sup>(4)</sup> of 10.7%**

## Investment Banking Fees Trend

(\$ in MM)	3Q23	3Q24	4Q24	1Q25	2Q25	3Q25	% Δ QoQ	% Δ YoY
Advisory	299	394	353	424	408	427	5%	8%
Equity Underwriting	123	129	214	127	218	174	(20)%	35%
Debt Underwriting	272	476	384	553	432	568	31%	19%
<b>Investment Banking Fees</b>	<b>694</b>	<b>999</b>	<b>951</b>	<b>1,104</b>	<b>1,058</b>	<b>1,169</b>	<b>10%</b>	<b>17%</b>



Note: Banking revenues reflect the impact of a revenue sharing agreement with Banking – Corporate Lending, for Investment Banking, Markets and Services products sold to Corporate Lending clients. This generally results in an increase in Banking reported revenue. Totals may not sum due to rounding. All footnotes are presented starting on Slide 35.

# Wealth results, key metrics and statistics

## Financial Results

(\$ in MM)	3Q25	% Δ QoQ	% Δ YoY
Private Bank	656	(10)%	7%
Wealth at Work	214	(3)%	(12)%
Citigold	1,294	7%	14%
<b>Total Revenues</b>	<b>2,164</b>	<b>-</b>	<b>8%</b>
Expenses	1,654	6%	4%
NCLs	56	40%	107%
ACL Build (Release) and Other <sup>(1)</sup>	(26)	61%	NM
<b>Credit Costs</b>	<b>30</b>	<b>NM</b>	<b>(9)%</b>
<b>EBT</b>	<b>480</b>	<b>(24)%</b>	<b>30%</b>
<b>Net Income</b>	<b>374</b>	<b>(24)%</b>	<b>32%</b>

## Key Metrics and Statistics

(\$ in B, unless otherwise noted)	3Q25	% Δ QoQ	% Δ YoY
Allocated Average TCE <sup>(2)</sup>	12	-	(7)%
<b>RoTCE<sup>(3)</sup></b>	<b>12.1%</b>		
Efficiency Ratio (Δ in bps)	76%	400	(400)
Average Loans	151	1%	1%
Average Deposits <sup>(4)</sup>	315	2%	-
Client Investment Assets <sup>(5)</sup>	660	4%	14%
EOP Loans	151	-	-
EOP Deposits <sup>(4)</sup>	318	3%	1%
Client Balances <sup>(6)</sup>	1,129	3%	8%
NNIA (excludes USPB transfers) <sup>(7)</sup>	19	NM	35%
<b>Memo (\$ in MM):</b>			
Net Interest Income	1,332	4%	8%
Non-Interest Revenue	832	(6)%	9%

## 3Q25 Highlights

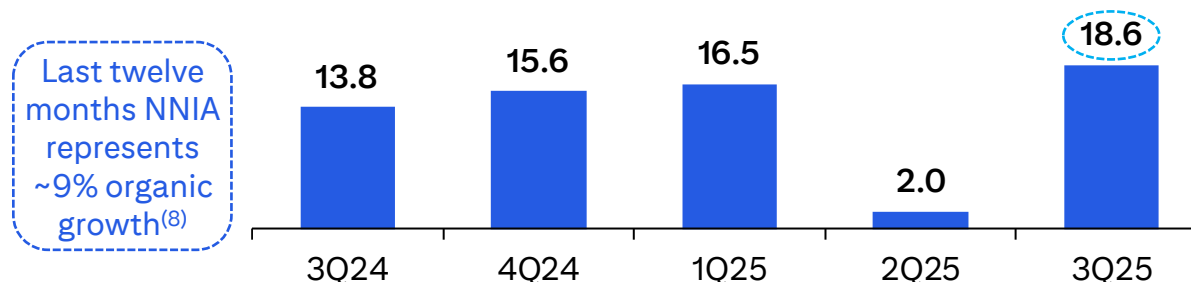
- **Revenues** – Up 8% YoY, driven by growth in Citigold and the Private Bank, partially offset by a decline in Wealth at Work
  - NII up 8% YoY, driven by higher deposit spreads, partially offset by lower mortgage spreads
  - NIR up 9% YoY, driven by higher investment fee revenues
- **Expenses** – Up 4% YoY, driven by investments in technology and volume-related transactional and product servicing expenses, partially offset by continued productivity savings
- **Credit Costs** – Cost of \$30 million, consisting of net credit losses of \$56 million and a net ACL release of \$(26) million
- **Net Income** – \$374 million
- **RoTCE<sup>(3)</sup> of 12.1%; Year-to-date RoTCE<sup>(3)</sup> of 12.5%**

## EBT Trend

(\$ in MM)	3Q23	3Q24	4Q24	1Q25	2Q25	3Q25	% Δ QoQ	% Δ YoY
Wealth EBT	164	368	413	359	634	480	(24)%	30%
EBT Margin	9%	18%	21%	17%	29%	22%		

## NNIA<sup>(7)</sup> Trend

(\$ in B)



Note: Totals may not sum due to rounding. Net new investment assets are preliminary as of 3Q25. All footnotes are presented starting on Slide 35.

# U.S. Personal Banking results, key metrics and statistics

## Financial Results

(\$ in MM)	3Q25	% Δ QoQ	% Δ YoY
Branded Cards	2,970	5%	8%
Retail Services	1,686	2%	(1)%
Retail Banking	675	4%	30%
<b>Total Revenues</b>	<b>5,331</b>	<b>4%</b>	<b>7%</b>
Expenses	2,365	(1)%	-
NCLs	1,776	(6)%	(5)%
ACL Build (Release) and Other <sup>(1)</sup>	66	NM	47%
<b>Credit Costs</b>	<b>1,842</b>	<b>(2)%</b>	<b>(4)%</b>
<b>EBT</b>	<b>1,124</b>	<b>32%</b>	<b>66%</b>
<b>Net Income</b>	<b>858</b>	<b>32%</b>	<b>64%</b>

## Key Metrics and Statistics

(\$ in B, unless otherwise noted)	3Q25	% Δ QoQ	% Δ YoY
Allocated Average TCE <sup>(2)</sup>	23	-	(7)%
<b>RoTCE<sup>(3)</sup></b>	<b>14.5%</b>		
Efficiency Ratio (Δ in bps)	44%	(300)	(400)
Average Loans	220	1%	5%
EOP Loans	222	1%	4%
Average Deposits <sup>(4)</sup>	90	-	6%
EOP Deposits <sup>(4)</sup>	90	(1)%	5%
Active Mobile Users (MM) <sup>(5)</sup>	21	1%	8%
Active Digital Users (MM) <sup>(6)</sup>	27	1%	5%
NCL Rate (Δ in bps)	3.20%	(29)	(33)
Average Installment Loans <sup>(7)</sup>	6	(1)%	(5)%
<b>Memo (\$ in MM):</b>			
Net Interest Income	5,694	4%	8%
Non-Interest Revenue	(363)	(3)%	(10)%



Note: Totals may not sum due to rounding. All footnotes are presented starting on Slide 35.

## 3Q25 Highlights

- **Revenues** – Up 7% YoY, driven by higher loan spreads and higher interest earning balances in Branded Cards, as well as higher deposit spreads and deposit growth in Retail Banking, partially offset by a decline in Retail Services
- **Expenses** – Flat YoY, as lower advertising and marketing expenses and compensation and benefits were offset by higher volume-related transactional and product servicing expenses
- **Credit Costs** – Cost of \$1.8 billion, driven by net credit losses in U.S. cards
- **Net Income** – \$858 million
- **RoTCE<sup>(3)</sup>** of 14.5%; **Year-to-date RoTCE<sup>(3)</sup>** of 12.9%

## Key Metrics and Statistics – Detail by Business

(\$ in B, unless otherwise noted)	3Q25	% Δ QoQ	% Δ YoY
<b>Branded Cards</b>			
Credit Card Spend Volume	136	-	5%
Credit Card Average Loans	117	2%	5%
Credit Card NCL Rate (Δ in bps)	3.45%	(28)	(11)
Credit Card 90+ DPD % (Δ in bps)	1.08%	(3)	(3)
<b>Retail Services</b>			
Credit Card Spend Volume	22	(6)%	(1)%
Credit Card Average Loans	50	-	(2)%
Credit Card NCL Rate (Δ in bps)	5.28%	(61)	(86)
Credit Card 90+ DPD % (Δ in bps)	2.21%	6	(24)
<b>Retail Banking</b>			
EOP Digital Deposits <sup>(8)</sup>	28	-	5%
USPB Branches (#)	653	-	2%
Mortgage Originations	5	(2)%	-
Average Mortgage Loans	49	2%	13%



# All Other (Managed Basis<sup>(1)</sup>) results, key metrics and statistics

## Financial Results

(\$ in MM)	3Q25	% Δ QoQ	% Δ YoY
Legacy Franchises (Managed Basis)	1,871	11%	8%
Corporate/Other	(336)	NM	NM
<b>Total Revenues</b>	<b>1,535</b>	<b>(10)%</b>	<b>(16)%</b>
Expenses	2,168	(5)%	4%
NCLs	297	16%	43%
ACL Build (Release) and Other <sup>(2)</sup>	34	(71)%	(58)%
<b>Credit Costs</b>	<b>331</b>	<b>(11)%</b>	<b>15%</b>
<b>EBT</b>	<b>(964)</b>	<b>(1)%</b>	<b>(77)%</b>
<b>Net Income</b>	<b>(705)</b>	<b>(24)%</b>	<b>(46)%</b>

## Key Metrics and Statistics

(\$ in B, unless otherwise noted)	3Q25	% Δ QoQ	% Δ YoY
Legacy Franchises Average Allocated TCE <sup>(3)</sup>	5	-	(18)%
Corporate/Other Average Allocated TCE <sup>(3)</sup>	36	1%	56%
Allocated Average TCE <sup>(3)</sup>	41	-	40%
Efficiency Ratio (Δ in bps)	141%	700	2,700
Legacy Franchises Revenues (in \$MM)	1,871	11%	8%
Legacy Franchises Expenses (in \$MM)	1,320	3%	(11)%
Corporate/Other Revenues (in \$MM)	(336)	NM	NM
Corporate/Other Expenses (in \$MM)	848	(14)%	41%
<b>Memo (\$ in MM):</b>			
Net Interest Income	1,278	(6)%	(13)%
Non-Interest Revenue	257	(23)%	(27)%

## 3Q25 Highlights

- **Revenues** – Down (16)% YoY, with a decline in Corporate/Other partially offset by an increase in Legacy Franchises
  - The decline in Corporate Other was driven by lower NII, resulting from actions taken over the past few quarters to reduce the asset sensitivity of the firm in a declining rate environment, as well as lower NIR
  - Legacy Franchises was driven by growth in Mexico, which included the impact of Mexican peso appreciation, partially offset by the impact of continued reduction from the exit and wind-down markets
- **Expenses** – Up 4% YoY, with growth in Corporate/Other, which included higher severance, largely offset by a decline in Legacy Franchises
- **Credit Costs** – Cost of \$331 million, primarily consisting of net credit losses of \$297 million, driven by consumer loans in Mexico

## Legacy Franchises Exits Contribution<sup>(4)</sup>

(\$ in B)	2023		2024		3Q25	
	Revenue	Expenses	Revenue	Expenses	Revenue	Expenses
Closed or Signed Markets	1.1	1.6	0.6	0.8	0.1	0.1
Mexico Consumer/SBMM <sup>(5)</sup>	5.7	4.0	6.1	4.2	1.7	1.0
Wind-Down/Sale/Other	0.5	1.1	0.1	1.0	0.0	0.2
<b>Legacy Franchises ex-Divestitures</b>	<b>7.3</b>	<b>6.7</b>	<b>6.8</b>	<b>6.0</b>	<b>1.9</b>	<b>1.3</b>
Divestiture-Related Impacts	1.3	0.4	0.0	0.3	0.0	0.8
<b>Legacy Franchises</b>	<b>8.6</b>	<b>7.1</b>	<b>6.9</b>	<b>6.3</b>	<b>1.9</b>	<b>2.1</b>



Note: Wind-down/Sale/Other includes consumer businesses in China and Korea, as well as Russia, U.K. and Legacy Assets. Mexico Consumer/SBMM consists of Mexico consumer banking and Small Business and Middle-Market Banking, collectively (Mexico Consumer/SBMM). Totals may not sum due to rounding. All footnotes are presented starting on Slide 35.

# Banamex 25% stake transaction overview – estimated financial impacts at closing using June 30, 2025 balance sheet<sup>(1)</sup>

## Transaction Summary

### Structure & Ownership

- Sale of 25% of the common stock of Banamex
- Fernando Chico Pardo will be appointed as Banamex Board Chairman upon closing

### Approvals & Timing

- Transaction is subject to certain closing conditions and expected to be completed in the second half of 2026, subject to local regulatory approvals
- During this time, Banamex will continue to operate under the full control of Citi
- We continue to work towards a planned public listing

### Transaction Value

- Transaction valued at a fixed multiple of 0.80x the local GAAP book value at closing
- This implies a 0.95x price to local GAAP tangible book value at signing
- Estimated consideration of ~MXN 42B (~US\$2.3B) based on local GAAP book value at signing

## Estimated Financial Impacts at Closing – subject to changes including FX (as of June 30, 2025)

- **Assets increase by \$2.3 billion** for total estimated sale consideration paid for 25% stake (0.8x of local Book Value (BV) of Banamex)
- **Equity increases by \$2.3 billion:**
  - **\$1.8 billion increase in stockholders' equity (temporary)**
    - \$2.3 billion or 25% of approximately \$9 billion of total Cumulative Translation Adjustment (CTA) losses will be reclassified – this creates a *temporary benefit to stockholders' equity and CET1 until deconsolidation, and is ultimately regulatory capital and TCE neutral*
    - Offset by the loss on sale of \$(0.5) billion
  - **\$0.5 billion increase to Non-controlling interest (NCI)**
    - \$2.8 billion increase to NCI driven by 25% of the U.S. GAAP BV of Banamex
    - Offset by the reclassification of \$(2.3) billion of CTA to NCI
- Post closing, 25% of all financial impacts of Banamex will impact the NCI<sup>(2)</sup>

## Estimated Financial Impacts at Deconsolidation, Ownership <50%<sup>(3)</sup> – subject to changes including FX (as of June 30, 2025)

- The CTA losses of approximately \$9 billion associated with Banamex which reduce Citi's capital today, will be recognized as a loss in the income statement at deconsolidation, reversing the temporary capital benefit from prior sales, but ultimately capital neutral

**The cumulative impacts related to CTA will ultimately be regulatory capital and TCE neutral**





# Full year 2025 guidance, subject to macro and market conditions

## Revenues

- Revenues **higher than \$84B**, including the impact of FX translation
- NII ex-Markets **up ~5.5%**<sup>(1)</sup>
- Expect **continued fee momentum** across Investment Banking, Services and Wealth

## Expenses

- Expenses **higher than \$53.4 billion**, including the impact of FX translation and excluding the goodwill impairment<sup>(2)</sup>
- Efficiency ratio **slightly less than 64%** excluding the goodwill impairment<sup>(2)</sup>

## Cost of Credit

- Branded Cards NCL range: **3.50%-4.00%**
- Retail Services NCL range: **5.75%-6.25%**
- ACL will be a **function of macroeconomic environment and business volumes**

## Capital

- Continue to repurchase shares against **\$20 billion** common share repurchase program announced in January<sup>(3)</sup>
- Repurchased **\$5.0 billion** of common shares in 3Q, **\$8.75 billion** of repurchases YTD

We remain committed to continuing to improve returns over time — targeting 10-11% RoTCE in 2026<sup>(4)</sup>

Certain statements in this presentation are “forward-looking statements” within the meaning of the Private Securities Litigation Reform Act of 1995. These statements are based on management's current expectations and are subject to uncertainty and changes in circumstances. These statements are not guarantees of future results or occurrences. Actual results and capital and other financial condition may differ materially from those included in these statements due to a variety of factors. These factors include, among others: (i) macroeconomic, geopolitical and other challenges and uncertainties, including impacts related to trade and tariff policies; the U.S. government shutdown; slowing economic growth; elevated inflation and unemployment rates; changes in interest rates; and conflicts such as the Russia-Ukraine war and in the Middle East; (ii) the execution and efficacy of Citi's priorities regarding its simplification, transformation and enhanced business performance, including those related to revenues, net interest income, expenses, capital-related expectations, as well as divestitures such as Banamex; (iii) deterioration in business and consumer confidence and spending; (iv) changes in regulatory capital requirements, interpretations or rules; and (v) the precautionary statements included in this presentation. These factors also consist of those contained in Citigroup's filings with the U.S. Securities and Exchange Commission, including without limitation the “Risk Factors” section of Citigroup's 2024 Form 10-K. Any forward-looking statements made by or on behalf of Citigroup speak only as to the date they are made, and Citi 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.

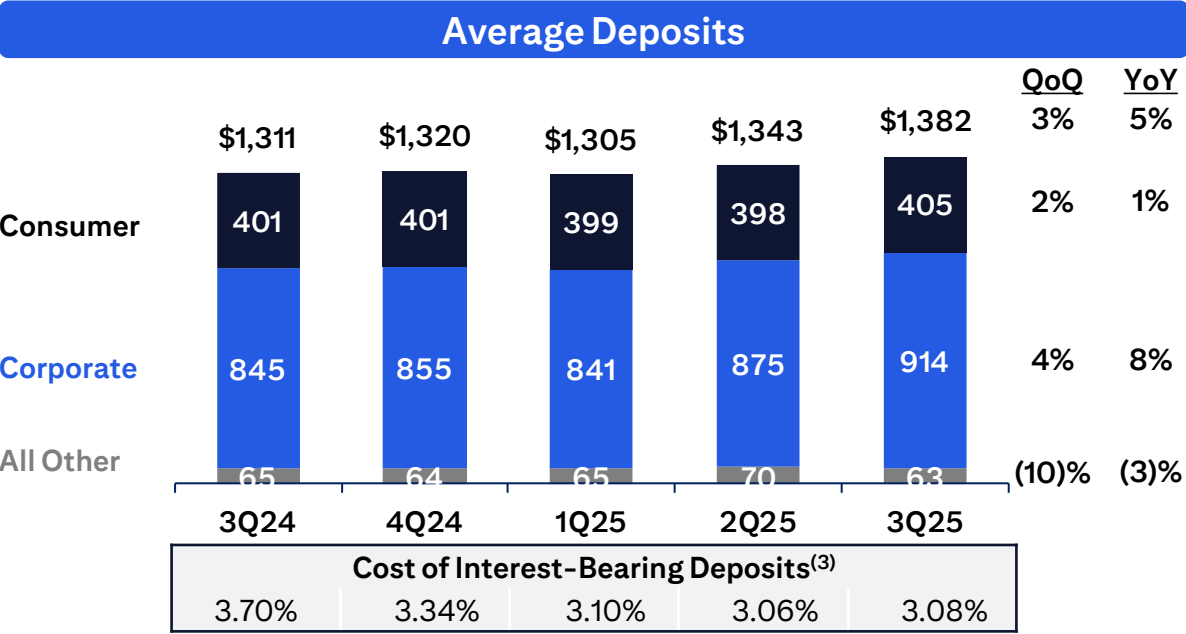
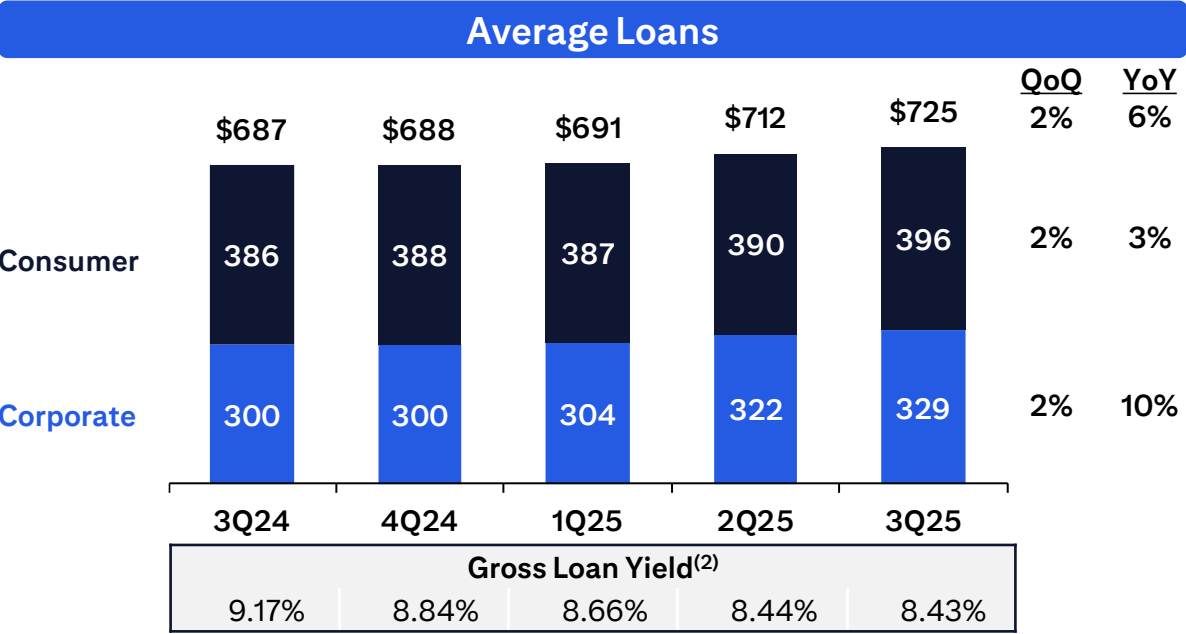
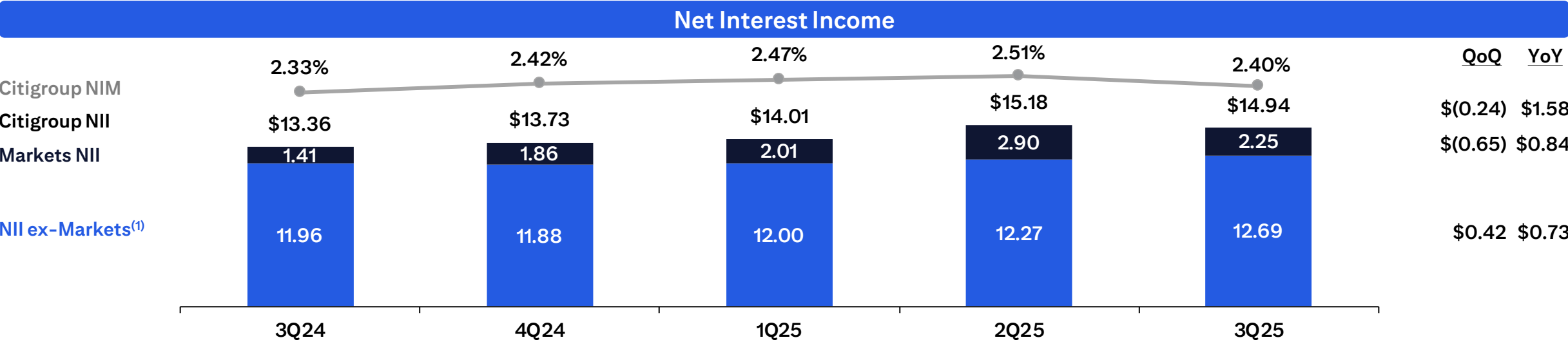


# YTD'25 Financial Summary of Businesses

YTD'25 (P&L \$ in MM; Balance Sheet \$ in B)	Services		Markets		Banking		Wealth		USPB		All Other (Managed Basis) <sup>(1)</sup>		Reconciling Items <sup>(2)</sup>		Total	
											Corporate/Other	Legacy Franchises (Managed Basis) <sup>(1)</sup>				
	\$	% Δ YoY	\$	% Δ YoY	\$	% Δ YoY	\$	% Δ YoY	\$	% Δ YoY	\$	% Δ YoY	\$	% Δ YoY	\$	% Δ YoY
Net Interest Income	\$10,951	10%	\$7,166	39%	\$1,583	(3)%	\$3,884	19%	\$16,706	7%	\$61	(94)%	\$3,776	1%	-	9%
Non-Interest Revenue	\$4,363	(3)%	\$10,262	1%	\$4,422	33%	\$2,542	14%	\$(1,028)	(43)%	\$(566)	NM	\$1,407	(9)%	\$(175)	2%
Total Revenues	\$15,314	6%	\$17,428	14%	\$6,005	21%	\$6,426	17%	\$15,678	5%	\$(505)	NM	\$5,183	(2)%	\$(175)	7%
Expenses	\$7,970	-	\$10,468	4%	\$3,310	(3)%	\$4,851	2%	\$7,188	-	\$2,727	22%	\$3,941	(15)%	\$837	2%
Credit Costs	\$465	184%	\$341	4%	\$544	NM	\$102	NM	\$5,538	(14)%	\$8	NM	\$1,056	47%	\$(9)	7%
EBT	\$6,879	9%	\$6,619	35%	\$2,151	42%	\$1,473	69%	\$2,952	128%	\$(3,240)	(141)%	\$186	NM	\$(1,003)	21%
Net Income	\$4,829	5%	\$5,072	29%	\$1,644	41%	\$1,152	72%	\$2,252	127%	\$(2,297)	(80)%	\$155	NM	\$(972)	20%
Allocated Average TCE <sup>(3)</sup>	\$25	(1)%	\$50	(7)%	\$21	(6)%	\$12	(7)%	\$23	(7)%	\$34	62%	\$5	(18)%	NA	3%
RoTCE <sup>(4)</sup>	26.1%	140 bps	13.5%	380 bps	10.7%	350 bps	12.5%	570 bps	12.9%	770 bps				NA	8.6%	140 bps
Average Loans	\$92	10%	\$137	15%	\$82	(8)%	\$149	(1)%	\$218	5%	-	NM	\$31	(6)%	NA	4%
Average Deposits	\$859	6%	\$18	(22)%	-	(100)%	\$311	(2)%	\$90	(3)%	\$24	9%	\$41	(16)%	NA	2%

# Net interest income, average loans and deposits

(\$ in B)



Note: Totals may not sum due to rounding. Excludes discontinued operations. NIM (Net Interest Margin) (%) includes the taxable equivalent adjustment (based on the U.S. federal statutory tax rate of 21% in all periods). Corporate loans include loans managed by Services, Markets, Banking, and All Other—Legacy Franchises—Mexico SBMM, and the AFG. Consumer loans include loans managed by USPB, Wealth, and All Other—Legacy Franchises (other than Mexico SBMM, and the AFG). All footnotes are presented starting on Slide 35.

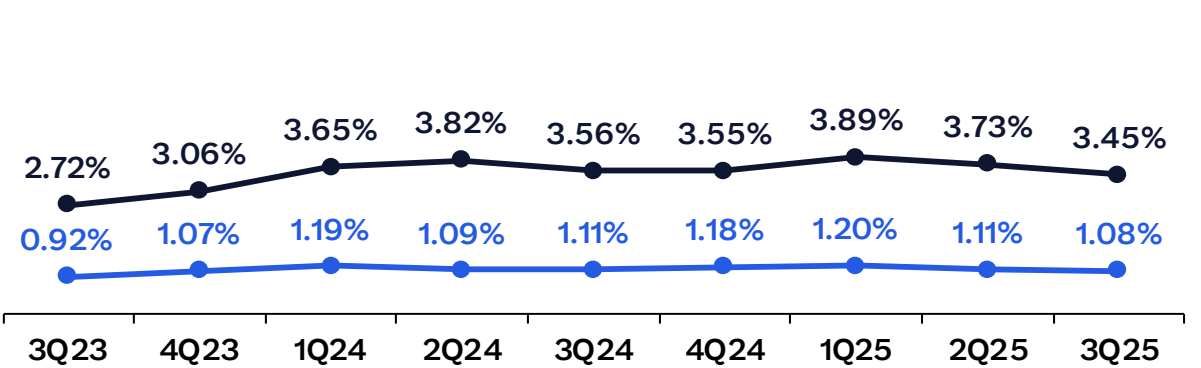
# Credit Trends for Branded Cards and Retail Services

(\$ in B)

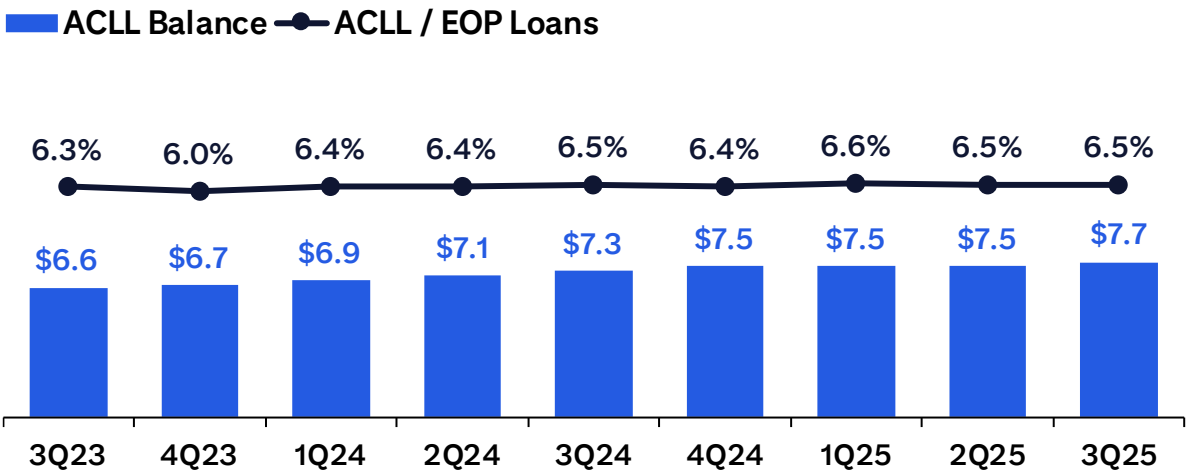
## Branded Cards - Credit Cards

90+ DPD & NCL Trend		EOP	3Q24	2Q25	3Q25
Loans			\$112.1	\$116.6	\$117.4

2025 NCL guidance range: 3.50% - 4.00%



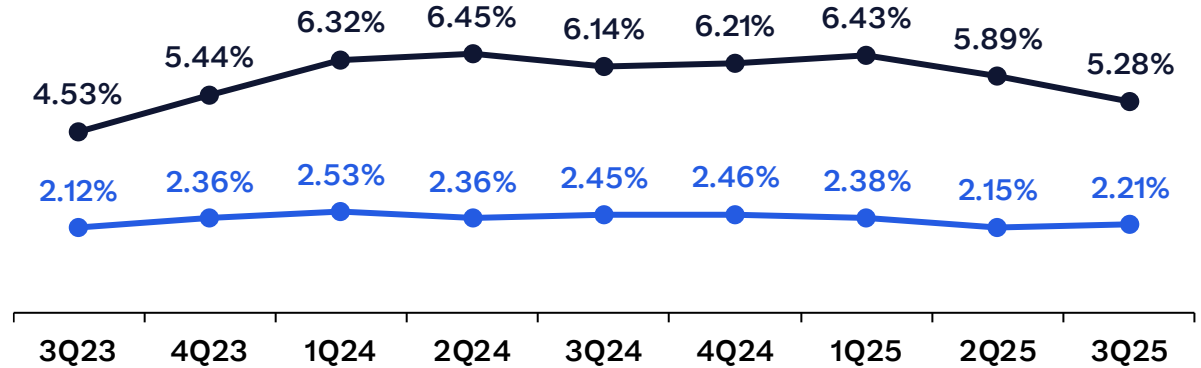
### ACLL Balance and ACLL / EOP Loans



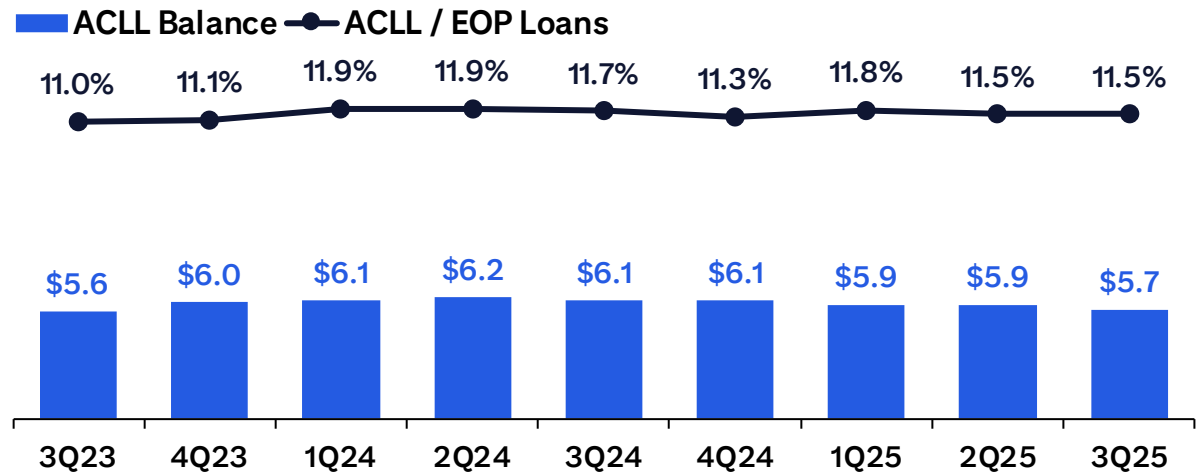
## Retail Services - Credit Cards

90+ DPD & NCL Trend		EOP	3Q24	2Q25	3Q25
Loans			\$51.6	\$50.7	\$50.1

2025 NCL guidance range: 5.75% - 6.25%

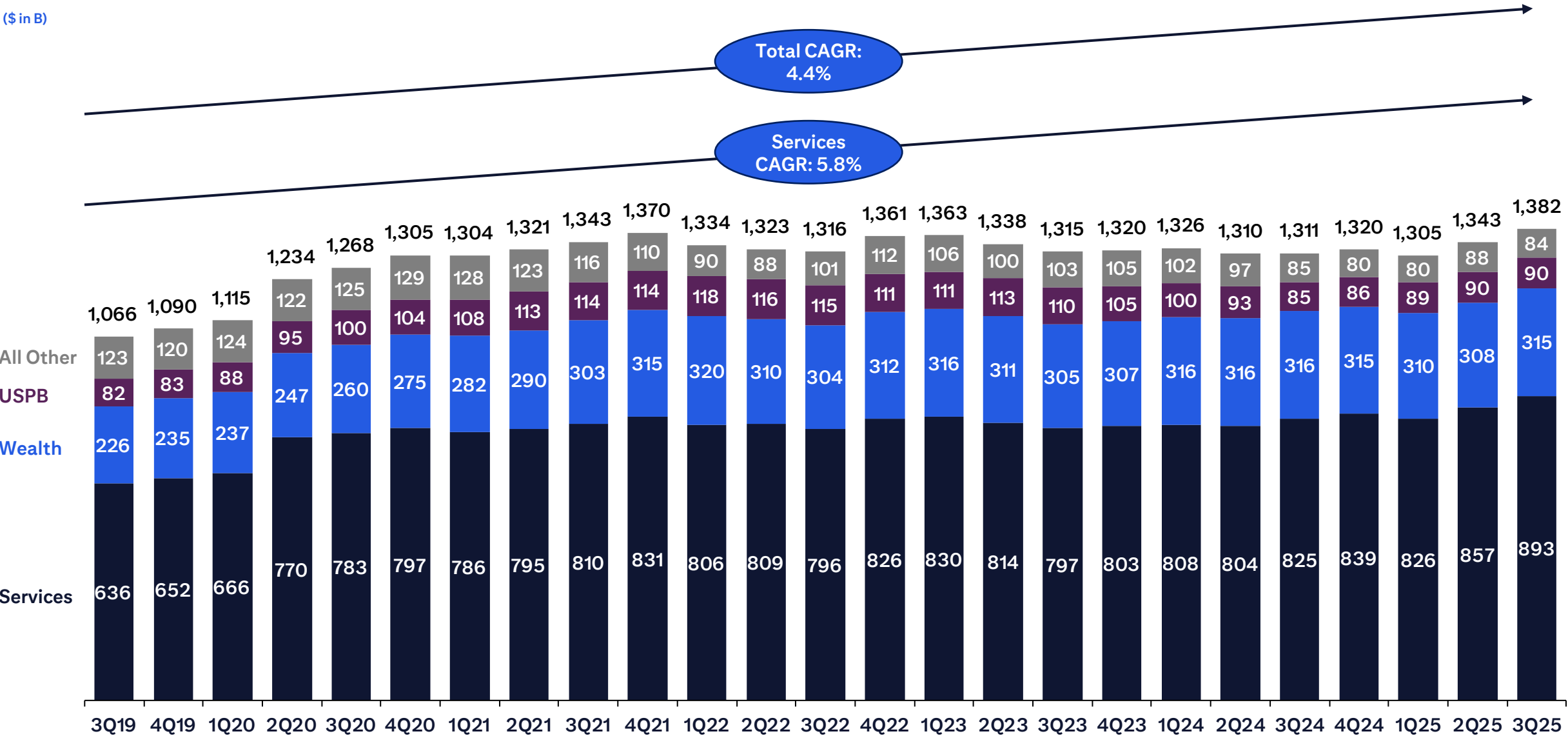


### ACLL Balance and ACLL / EOP Loans



# Historical average deposit growth

(\$ in B)



# Banamex 25% stake – estimated financial impacts at closing using June 30, 2025 balance sheet<sup>(1)</sup>

- a At closing, **assets will increase** reflecting the consideration received for the 25% stake based on the P/B of 0.80 times the local GAAP book value at closing
- b The **net loss on sale is recorded primarily in Additional Paid-in Capital (APIC)** and is made up of the net of the sale consideration received and 25% of the Banamex US GAAP Book Value
- c 25% of the approximately \$9B of total Banamex CTA, as of June 30, 2025 and subject to further changes including FX, **moves from AOCI to NCI** – this causes a benefit to stockholders' equity since an unrealized loss is moving out of stockholders' equity
- d Therefore, **Stockholder's equity increases** by ~\$1.8B
  - As a reminder, the CTA to NCI reclass results in a temporary increase to stockholders' equity and CET1 until it reverses at deconsolidation
- e **NCI increases** by 25% of the Banamex U.S. GAAP Book Value largely offset by 25% of the CTA losses reclassified from AOCI
  - Post closing, 25% of all financial impacts of Banamex **will impact the NCI**<sup>(2)</sup>

## Estimated Balance Sheet Impacts at Closing – subject to changes including FX (in \$ billions as of June 30, 2025)

	Total Estimated Sale Consideration	2.3
a	Impact to Total Assets (Debit)	2.3
	Total Estimated Sale Consideration	2.3
	(less) 25% of Banamex U.S. GAAP Book Value	(2.8)
b	Loss on Sale	(0.5)
c	Reclassification of Negative CTA (25% of \$9B of CTA) <sup>(3)</sup>	2.3
d	Impact to Stockholders' Equity (Credit)	1.8
	25% of Banamex U.S. GAAP Book Value	2.8
c	Reclassification of Negative CTA (25% of \$9B of CTA) <sup>(3)</sup>	(2.3)
e	Impact to NCI (Credit)	0.5
	Impact to Stockholders' Equity	1.8
	Impact to NCI	0.5
	Impact to Total Equity (Credit)	2.3

Any incremental equity sale prior to deconsolidation will be accounted for in a similar manner



# Tangible common equity reconciliation and Citigroup returns

## Tangible Common Equity and Tangible Book Value Per Share

(\$ in MM, expect per share amounts)	3Q25	2Q25	3Q24
<b>Common Stockholders' Equity</b>	<b>\$193,973</b>	<b>\$196,872</b>	<b>\$192,733</b>
Less:			
Goodwill	19,126	19,878	19,691
Intangible Assets (other than mortgage servicing rights (MSRs))	3,582	3,639	3,438
Goodwill and Identifiable Intangible Assets (other than MSRs) Related to Businesses Held-for-Sale	-	16	16
<b>Tangible Common Equity (TCE)</b>	<b>\$171,265</b>	<b>\$173,339</b>	<b>\$169,588</b>
<b>Common Shares Outstanding (CSO)</b>	<b>1,789.3</b>	<b>1,840.9</b>	<b>1,891.3</b>
<b>Tangible Book Value Per Share (TCE / CSO)</b>	<b>\$95.72</b>	<b>\$94.16</b>	<b>\$89.67</b>

## Average Tangible Common Equity by Segment

(\$ in B)	3Q25	2Q25	3Q24
Services	\$24.7	\$24.7	\$24.9
Markets	50.4	50.4	54.0
Banking	20.6	20.6	21.8
Wealth	12.3	12.3	13.2
USPB	23.4	23.4	25.2
All Other	40.9	40.7	29.2
<b>Total Citigroup Average TCE</b>	<b>\$172.3</b>	<b>\$172.1</b>	<b>\$168.3</b>
Add:			
Average Goodwill	19.6	19.8	19.6
Average Intangible Assets (other than MSRs)	3.6	3.7	3.5
Average Goodwill and Identifiable Intangible Assets (other than MSRs) Related to Businesses Held-for-Sale	-	-	-
<b>Total Citigroup Average Common Stockholders' Equity</b>	<b>\$195.5</b>	<b>\$195.6</b>	<b>\$191.4</b>

## Return on Tangible Common Equity (RoTCE)

(\$ in MM, expect per share amounts)	3Q25	2Q25	3Q24	YTD'25	YTD'24
<b>Citigroup Net Income</b>	<b>\$3,752</b>	<b>\$4,019</b>	<b>\$3,238</b>	<b>\$11,835</b>	<b>\$9,826</b>
Less:					
Preferred Stock Dividends	274	287	277	830	798
<b>Net Income Available to Common Shareholders</b>	<b>\$3,478</b>	<b>\$3,732</b>	<b>\$2,961</b>	<b>\$11,005</b>	<b>\$9,028</b>
<b>Average Common Equity</b>	<b>\$195,471</b>	<b>\$195,622</b>	<b>\$191,444</b>	<b>\$194,296</b>	<b>\$189,552</b>
Less:					
Average Goodwill and Intangibles	23,169	23,482	23,155	23,485	23,075
<b>Average TCE</b>	<b>\$172,302</b>	<b>\$172,140</b>	<b>\$168,289</b>	<b>\$170,811</b>	<b>\$166,477</b>
<b>RoTCE</b>	<b>8.0%</b>	<b>8.7%</b>	<b>7.0%</b>	<b>8.6%</b>	<b>7.2%</b>

## RoTCE by Segment

3Q25 (\$ in B)	Net Income to Common <sup>(1)</sup>	Average Allocated TCE <sup>(2)</sup>	RoTCE <sup>(3)</sup>
Services	\$1.8	\$25	28.9%
Markets	1.6	50	12.3%
Banking	0.6	21	12.3%
Wealth	0.4	12	12.1%
USPB	0.9	23	14.5%
All Other (Managed Basis) <sup>(1)</sup>	(1.0)	41	NM
Reconciling Items <sup>(4)</sup>	(0.8)	-	NM
<b>Citigroup<sup>(1)</sup></b>	<b>\$3.5</b>	<b>\$172</b>	<b>8.0%</b>
YTD'25 (\$ in B)	Net Income to Common <sup>(1)</sup>	Average Allocated TCE <sup>(2)</sup>	RoTCE <sup>(3)</sup>
Services	\$4.8	\$25	26.1%
Markets	5.1	50	13.5%
Banking	1.6	21	10.7%
Wealth	1.2	12	12.5%
USPB	2.3	23	12.9%
All Other (Managed Basis) <sup>(1)</sup>	(3.0)	39	NM
Reconciling Items <sup>(4)</sup>	(1.0)	-	NM
<b>Citigroup<sup>(1)</sup></b>	<b>\$11.0</b>	<b>\$171</b>	<b>8.6%</b>
YTD'24 (\$ in B)	Net Income to Common <sup>(1)</sup>	Average Allocated TCE <sup>(2)</sup>	RoTCE <sup>(3)</sup>
Services	\$4.6	\$25	24.7%
Markets	3.9	54	9.7%
Banking	1.2	22	7.2%
Wealth	0.7	13	6.8%
USPB	1.0	25	5.2%
All Other (Managed Basis) <sup>(1)</sup>	(2.2)	27	NM
Reconciling Items <sup>(4)</sup>	(0.2)	-	NM
<b>Citigroup<sup>(1)</sup></b>	<b>\$9.0</b>	<b>\$166</b>	<b>7.2%</b>



Note: Totals may not sum due to rounding. Tangible common equity (TCE) is defined as common stockholders' equity less goodwill and identifiable intangible assets (other than mortgage servicing rights (MSRs)). Tangible book value per share is defined as TCE divided by common shares outstanding. All footnotes are presented starting on Slide 35.

# FX impact

(\$ in MM)

Total Citigroup						
Foreign currency (FX) translation impact <sup>(1)</sup>	3Q25	2Q25	1Q25	3Q24	% Δ QoQ	% Δ YoY
<b>Total Revenues - as reported</b>	\$22,090	\$21,668	\$21,596	\$20,209	2%	9%
Impact of FX translation	-	50	344	131		
<b>Total Revenues - Ex-FX</b>	\$22,090	\$21,718	\$21,940	\$20,340	2%	9%
<b>Total Operating Expenses - as reported</b>	\$14,290	\$13,577	\$13,425	\$13,144	5%	9%
Impact of FX translation	-	26	312	96		
<b>Total Operating Expenses - Ex-FX</b>	\$14,290	\$13,603	\$13,737	\$13,240	5%	8%
<b>Total Provisions for Credit Losses &amp; PBC - as reported</b>	\$2,450	\$2,872	\$2,723	\$2,675	(15)%	(8)%
Impact of FX translation	-	3	60	6		
<b>Total Provisions for Credit Losses &amp; PBC - Ex-FX</b>	\$2,450	\$2,875	\$2,783	\$2,681	(15)%	(9)%
<b>Total EBT - as reported</b>	\$5,350	\$5,219	\$5,448	\$4,390	3%	22%
Impact of FX translation	-	22	(28)	28		
<b>Total EBT - Ex-FX</b>	\$5,350	\$5,241	\$5,420	\$4,418	2%	21%
<b>Total EOP Loans - as reported (\$ in B)</b>	\$734	\$725	\$702	\$689	1%	7%
Impact of FX translation	-	-	10	3		
<b>Total EOP Loans - Ex-FX (\$ in B)</b>	\$734	\$725	\$712	\$691	1%	6%
<b>Total EOP Deposits - as reported (\$ in B)</b>	\$1,384	\$1,358	\$1,316	\$1,310	2%	6%
Impact of FX translation	-	(1)	21	5		
<b>Total EOP Deposits - Ex-FX (\$ in B)</b>	\$1,384	\$1,357	\$1,337	\$1,315	2%	5%
<b>Total Average Loans - as reported (\$ in B)</b>	\$725	\$712	\$691	\$687	2%	6%
Impact of FX translation	-	4	10	3		
<b>Total Average Loans - Ex-FX (\$ in B)</b>	\$725	\$716	\$701	\$690	1%	5%
<b>Total Average Deposits - as reported (\$ in B)</b>	\$1,382	\$1,343	\$1,305	\$1,311	3%	5%
Impact of FX translation	-	7	25	10		
<b>Total Average Deposits - Ex-FX (\$ in B)</b>	\$1,382	\$1,350	\$1,330	\$1,321	2%	5%

Legacy Franchises – Mexico Consumer/SBMM						
Foreign currency (FX) translation impact <sup>(1)</sup>	3Q25	2Q25	1Q25	3Q24	% Δ QoQ	% Δ YoY
<b>Mexico Consumer/SBMM Revenues - as reported</b>	\$1,722	\$1,536	\$1,467	\$1,523	12%	13%
Impact of FX translation	-	44	133	47		
<b>Mexico Consumer/SBMM Revenues - Ex-FX</b>	\$1,722	\$1,580	\$1,600	\$1,570	9%	10%
<b>Mexico Consumer/SBMM Expenses - as reported</b>	\$1,772	\$984	\$1,060	\$1,043	80%	70%
Impact of FX translation	-	33	109	34		
<b>Mexico Consumer/SBMM Expenses - Ex-FX</b>	\$1,772	\$1,017	\$1,169	\$1,077	74%	65%



Note: Totals may not sum due to rounding. All footnotes are presented starting on Slide 35.

# Reconciliation of adjusted results

## Total Citigroup Revenues, Net Interest Income and Non-Interest Revenues

(\$ in MM)	3Q25	2Q25	1Q25	4Q24	3Q24	3Q25		YTD'25	YTD'24	% Δ YoY
						% Δ QoQ	% Δ YoY			
<b>Total Citigroup Revenues – As Reported</b>	<b>\$22,090</b>	<b>\$21,668</b>	<b>\$21,596</b>	<b>\$19,465</b>	<b>\$20,209</b>	<b>2%</b>	<b>9%</b>	<b>\$65,354</b>	<b>\$61,257</b>	<b>7%</b>
Less:										
Total Divestiture-Related Impacts on Revenues	2	(177)	-	4	1	NM	100%	(175)	22	NM
<b>Total Citigroup Revenues – Excluding Divestiture-Related Impacts<sup>(1)</sup></b>	<b>\$22,088</b>	<b>\$21,845</b>	<b>\$21,596</b>	<b>\$19,461</b>	<b>\$20,208</b>	<b>1%</b>	<b>9%</b>	<b>\$65,529</b>	<b>\$61,235</b>	<b>7%</b>
<b>Total Citigroup Net Interest Income (NII) – As Reported</b>	<b>\$14,940</b>	<b>\$15,175</b>	<b>\$14,012</b>	<b>\$13,733</b>	<b>\$13,362</b>	<b>(2)%</b>	<b>12%</b>	<b>\$44,127</b>	<b>\$40,362</b>	<b>9%</b>
Less:										
Markets NII	2,251	2,902	2,013	1,856	1,405	(22)%	60%	7,166	5,149	39%
<b>Total Citigroup NII Ex-Markets<sup>(2)</sup></b>	<b>\$12,689</b>	<b>\$12,273</b>	<b>\$11,999</b>	<b>\$11,877</b>	<b>\$11,957</b>	<b>3%</b>	<b>6%</b>	<b>\$36,961</b>	<b>\$35,213</b>	<b>5%</b>
<b>Total Citigroup NIR – As Reported</b>	<b>\$7,150</b>	<b>\$6,493</b>	<b>\$7,584</b>	<b>\$5,732</b>	<b>\$6,847</b>	<b>10%</b>	<b>4%</b>	<b>\$21,227</b>	<b>\$20,895</b>	<b>2%</b>
Less:										
Markets NIR	3,312	2,977	3,973	2,720	3,412	11%	(3)%	10,262	10,111	1%
<b>Total Citigroup NIR Ex-Markets<sup>(3)</sup></b>	<b>\$3,838</b>	<b>\$3,516</b>	<b>\$3,611</b>	<b>\$3,012</b>	<b>\$3,435</b>	<b>9%</b>	<b>12%</b>	<b>\$10,965</b>	<b>\$10,784</b>	<b>2%</b>

## Corporate Lending Revenues

(\$ in MM)	3Q25	2Q25	3Q24	3Q25		YTD'25	YTD'24	% Δ YoY
				% Δ QoQ	% Δ YoY			
<b>Banking Corporate Lending Revenues – As Reported</b>	<b>\$986</b>	<b>\$940</b>	<b>\$663</b>	<b>5%</b>	<b>49%</b>	<b>\$2,843</b>	<b>\$2,248</b>	<b>26%</b>
Less:								
Gain/(loss) on loan hedges <sup>(4)</sup>	(44)	(62)	(79)			(92)	(174)	
<b>Banking Corporate Lending Revenues – Excluding Gain/(loss) on loan hedges</b>	<b>\$1,030</b>	<b>\$1,002</b>	<b>\$742</b>	<b>3%</b>	<b>39%</b>	<b>\$2,935</b>	<b>\$2,422</b>	<b>21%</b>



Note: Totals may not sum due to rounding. All footnotes are presented starting on Slide 35.

# Reconciliation of adjusted results (cont.)

## Total Citigroup Expenses

(\$ in MM)	3Q25	2Q25	3Q24	3Q25		YTD'25	YTD'24	% Δ YoY
				% Δ QoQ	% Δ YoY			
<b>Total Citigroup Operating Expenses - As Reported</b>	<b>\$14,290</b>	<b>\$13,577</b>	<b>\$13,144</b>	<b>5%</b>	<b>9%</b>	<b>\$41,292</b>	<b>\$40,497</b>	<b>2%</b>
Less:								
Goodwill Impairment Charge Impact on Operating Expenses <sup>(1)</sup>	726	-	-	NM	NM	726	-	NM
<b>Total Citigroup Operating Expenses, Excluding Goodwill Impairment Charge<sup>(2)</sup></b>	<b>\$13,564</b>	<b>\$13,577</b>	<b>\$13,144</b>	<b>(0)%</b>	<b>3%</b>	<b>\$40,566</b>	<b>\$40,497</b>	<b>0%</b>

	3Q25	2Q25	3Q24	3Q25		YTD'25	YTD'24	% Δ YoY
				% Δ QoQ	% Δ YoY			
Total Citigroup Operating Expenses - As Reported	\$14,290	\$13,577	\$13,144	5%	9%	\$41,292	\$40,497	2%
Total Citigroup Revenues - As Reported	\$22,090	\$21,668	\$20,209	2%	9%	\$65,354	\$61,257	7%
<b>Total Citigroup Efficiency Ratio - As Reported</b>	<b>64.7%</b>	<b>62.7%</b>	<b>65.0%</b>	<b>200 bps</b>	<b>(30) bps</b>	<b>63.2%</b>	<b>66.1%</b>	<b>(290) bps</b>
Goodwill Impairment Charge Impact on Operating Expenses <sup>(1)</sup>	726	-	-	NM	NM	726	-	NM
Total Citigroup Operating Expenses, Excluding Goodwill Impairment Charge <sup>(2)</sup>	\$13,564	\$13,577	\$13,144	(0)%	3%	\$40,566	\$40,497	0%
<b>Total Citigroup Efficiency Ratio, Excluding Goodwill Impairment Charge<sup>(3)</sup></b>	<b>61.4%</b>	<b>62.7%</b>	<b>65.0%</b>	<b>(130) bps</b>	<b>(360) bps</b>	<b>62.1%</b>	<b>66.1%</b>	<b>(400) bps</b>

	3Q25	2Q25	3Q24	3Q25		YTD'25	YTD'24	% Δ YoY
				% Δ QoQ	% Δ YoY			
<b>Total Citigroup Other Expenses<sup>(4)</sup> - As Reported</b>	<b>\$3,386</b>	<b>\$2,472</b>	<b>\$2,701</b>	<b>37%</b>	<b>25%</b>	<b>\$8,341</b>	<b>\$8,515</b>	<b>(2)%</b>
Less:								
Goodwill Impairment Charge Impact on Operating Expenses <sup>(1)</sup>	726	-	-	NM	NM	726	-	NM
<b>Total Citigroup Other Expenses<sup>(4)</sup>, Excluding Goodwill Impairment Charge<sup>(2)</sup></b>	<b>\$2,660</b>	<b>\$2,472</b>	<b>\$2,701</b>	<b>8%</b>	<b>(2)%</b>	<b>\$7,615</b>	<b>\$8,515</b>	<b>(11)%</b>

# Reconciliation of adjusted results (cont.)

## Goodwill Impairment Adjustments

(\$ in MM)	3Q25	2Q25	3Q24	3Q25		YTD'25	YTD'24	% Δ YoY
				% Δ QoQ	% Δ YoY			
<b>Total Citigroup Net Income - As Reported</b>	<b>\$3,752</b>	<b>\$4,019</b>	<b>\$3,238</b>	<b>(7)%</b>	<b>16%</b>	<b>\$11,835</b>	<b>\$9,826</b>	<b>20%</b>
Less:								
Total Goodwill Impairment Impact on Net Income	(714)	-	-	NM	NM	(714)	-	NM
<b>Total Citigroup Net Income - Excluding Goodwill Impairment<sup>(1)</sup></b>	<b>\$4,466</b>	<b>\$4,019</b>	<b>\$3,238</b>	<b>11%</b>	<b>38%</b>	<b>\$12,549</b>	<b>\$9,826</b>	<b>28%</b>
<b>Total Citigroup EPS - As Reported</b>	<b>\$1.86</b>	<b>\$1.96</b>	<b>\$1.51</b>	<b>(5)%</b>	<b>23%</b>	<b>\$5.78</b>	<b>\$4.61</b>	<b>25%</b>
Less:								
Total Goodwill Impairment Impact on EPS	(0.38)	-	-	NM	NM	(0.37)	-	NM
<b>Total Citigroup EPS - Excluding Goodwill Impairment<sup>(2)</sup></b>	<b>\$2.24</b>	<b>\$1.96</b>	<b>\$1.51</b>	<b>14%</b>	<b>48%</b>	<b>\$6.15</b>	<b>\$4.61</b>	<b>33%</b>
<b>Total Citigroup ROE - As Reported</b>	<b>7.1%</b>	<b>7.7%</b>	<b>6.2%</b>	<b>(60) bps</b>	<b>90 bps</b>	<b>7.6%</b>	<b>6.4%</b>	<b>120 bps</b>
Less:								
Total Goodwill Impairment Impact on ROE	(140) bps	-	-	NM	NM	(50) bps	-	NM
<b>Total Citigroup ROE - Excluding Goodwill Impairment<sup>(3)</sup></b>	<b>8.5%</b>	<b>7.7%</b>	<b>6.2%</b>	<b>80 bps</b>	<b>230 bps</b>	<b>8.1%</b>	<b>6.4%</b>	<b>170 bps</b>
<b>Total Citigroup RoTCE - As Reported</b>	<b>8.0%</b>	<b>8.7%</b>	<b>7.0%</b>	<b>(70) bps</b>	<b>100 bps</b>	<b>8.6%</b>	<b>7.2%</b>	<b>140 bps</b>
Less:								
Total Goodwill Impairment Impact on RoTCE	(170) bps	-	-	NM	NM	(60) bps	-	NM
<b>Total Citigroup RoTCE - Excluding Goodwill Impairment<sup>(4)</sup></b>	<b>9.7%</b>	<b>8.7%</b>	<b>7.0%</b>	<b>100 bps</b>	<b>270 bps</b>	<b>9.2%</b>	<b>7.2%</b>	<b>200 bps</b>

# All Other (Managed Basis<sup>(1)</sup>) Trend

All Other (Managed Basis <sup>(1)</sup> )					
(\$ in MM)	3Q25	2Q25	3Q24	% Δ QoQ	% Δ YoY
Legacy Franchises (Managed Basis)	\$1,871	\$1,691	\$1,734	11%	8%
Corporate/Other	(336)	7	86	NM	NM
<b>Total revenues</b>	<b>\$1,535</b>	<b>\$1,698</b>	<b>\$1,820</b>	<b>(10)%</b>	<b>(16)%</b>
<b>Total operating expenses</b>	<b>\$2,168</b>	<b>\$2,276</b>	<b>\$2,077</b>	<b>(5)%</b>	<b>4%</b>
Net credit losses	297	256	208	16%	43%
ACL Build (Release)	10	64	48	(84)%	(79)%
Other provisions	24	54	33	(56)%	(27)%
<b>Total cost of credit</b>	<b>\$331</b>	<b>\$374</b>	<b>\$289</b>	<b>(11)%</b>	<b>15%</b>
<b>EBT</b>	<b>\$(964)</b>	<b>\$(952)</b>	<b>\$(546)</b>	<b>(1)%</b>	<b>(77)%</b>
<b>Net income (loss)</b>	<b>\$(705)</b>	<b>\$(567)</b>	<b>\$(483)</b>	<b>(24)%</b>	<b>(46)%</b>

# Reconciliation of adjusted results (cont.)

## All Other (Managed Basis<sup>(1)</sup>)

(\$ in MM)	3Q25	2Q25	3Q24	% Δ QoQ	% Δ YoY	YTD'25	YTD'24	% Δ YoY
<b>All Other Revenues, Managed Basis</b>	<b>\$1,535</b>	<b>\$1,698</b>	<b>\$1,820</b>	<b>(10)%</b>	<b>(16)%</b>	<b>\$4,678</b>	<b>\$6,168</b>	<b>(24)%</b>
Add:								
All Other Divestiture-related Impact on Revenue <sup>(2)</sup>	2	(177)	1	NM	100%	(175)	22	NM
<b>All Other Revenues, (U.S. GAAP)</b>	<b>\$1,537</b>	<b>\$1,521</b>	<b>\$1,821</b>	<b>1%</b>	<b>(16)%</b>	<b>\$4,503</b>	<b>\$6,190</b>	<b>(27)%</b>
<b>All Other Operating Expenses, Managed Basis</b>	<b>\$2,168</b>	<b>\$2,276</b>	<b>\$2,077</b>	<b>(5)%</b>	<b>4%</b>	<b>\$6,668</b>	<b>\$6,868</b>	<b>(3)%</b>
Add:								
All Other Divestiture-related Impact on Operating Expenses <sup>(3)</sup>	766	37	67	NM	NM	837	262	219%
<b>All Other Operating Expenses, (U.S. GAAP)</b>	<b>\$2,934</b>	<b>\$2,313</b>	<b>\$2,144</b>	<b>27%</b>	<b>37%</b>	<b>\$7,505</b>	<b>\$7,130</b>	<b>5%</b>
<b>All Other Cost of Credit, Managed Basis</b>	<b>\$331</b>	<b>\$374</b>	<b>\$289</b>	<b>(11)%</b>	<b>15%</b>	<b>\$1,064</b>	<b>\$718</b>	<b>48%</b>
Add:								
All Other Divestiture-related Net credit losses	(3)	5	(1)	NM	(200)%	2	7	(71)%
All Other Divestiture-related Net ACL build / (release) <sup>(4)</sup>	-	-	-	-	-	(11)	-	NM
All Other Divestiture-related Other provisions <sup>(5)</sup>	-	-	-	-	-	-	-	-
<b>All Other Cost of Credit, (U.S. GAAP)</b>	<b>\$328</b>	<b>\$379</b>	<b>\$288</b>	<b>(13)%</b>	<b>14%</b>	<b>\$1,055</b>	<b>\$725</b>	<b>46%</b>
<b>All Other EBT, Managed Basis</b>	<b>\$(964)</b>	<b>\$(952)</b>	<b>\$(546)</b>	<b>(1)%</b>	<b>(77)%</b>	<b>\$(3,054)</b>	<b>\$(1,418)</b>	<b>(115)%</b>
Add:								
All Other Divestiture-related Impact on Revenue <sup>(2)</sup>	2	(177)	1	NM	100%	(175)	22	NM
All Other Divestiture-related Impact on Operating Expenses <sup>(3)</sup>	(766)	(37)	(67)	NM	NM	(837)	(262)	(219)%
All Other Divestiture-related Impact on Cost of Credit <sup>(4)(5)</sup>	3	(5)	1	NM	200%	9	(7)	NM
<b>All Other EBT, (U.S. GAAP)</b>	<b>\$(1,725)</b>	<b>\$(1,171)</b>	<b>\$(611)</b>	<b>(47)%</b>	<b>(182)%</b>	<b>\$(4,057)</b>	<b>\$(1,665)</b>	<b>(144)%</b>
<b>All Other Net Income (Loss), Managed Basis</b>	<b>\$(705)</b>	<b>\$(567)</b>	<b>\$(483)</b>	<b>(24)%</b>	<b>(46)%</b>	<b>\$(2,142)</b>	<b>\$(1,362)</b>	<b>(57)%</b>
Add:								
All Other Divestiture-related Impact on Revenue <sup>(2)</sup>	2	(177)	1	NM	100%	(175)	22	NM
All Other Divestiture-related Impact on Operating Expenses <sup>(3)</sup>	(766)	(37)	(67)	NM	NM	(837)	(262)	(219)%
All Other Divestiture-related Impact on Cost of Credit <sup>(4)(5)</sup>	3	(5)	1	NM	200%	9	(7)	NM
All Other Divestiture-related Impact on Taxes <sup>(2)(3)</sup>	(16)	39	20	NM	NM	31	76	(59)%
<b>All Other Net Income (Loss), (U.S. GAAP)</b>	<b>\$(1,482)</b>	<b>\$(747)</b>	<b>\$(528)</b>	<b>(98)%</b>	<b>(181)%</b>	<b>\$(3,114)</b>	<b>\$(1,533)</b>	<b>(103)%</b>

# Reconciliation of adjusted results (cont.)

## Legacy Franchises (Managed Basis<sup>(1)</sup>)

(\$ in MM)	YTD'25	YTD'24	% Δ YoY
<b>Legacy Franchises Revenues, Managed Basis</b>	<b>\$5,183</b>	<b>\$5,272</b>	<b>(2)%</b>
Add:			
Legacy Franchises Divestiture-related Impact on Revenue <sup>(2)</sup>	(175)	22	NM
<b>Legacy Franchises Revenues, (U.S. GAAP)</b>	<b>\$5,008</b>	<b>\$5,294</b>	<b>(5)%</b>
<b>Legacy Franchises Operating Expenses, Managed Basis</b>	<b>\$3,941</b>	<b>\$4,630</b>	<b>(15)%</b>
Add:			
Legacy Franchises Divestiture-related Impact on Operating Expenses <sup>(3)</sup>	837	262	219%
<b>Legacy Franchises Operating Expenses, (U.S. GAAP)</b>	<b>\$4,778</b>	<b>\$4,892</b>	<b>(2)%</b>
<b>Legacy Franchises Cost of Credit, Managed Basis</b>	<b>\$1,056</b>	<b>\$717</b>	<b>47%</b>
Add:			
Legacy Franchises Divestiture-related Net credit losses	2	7	(71)%
Legacy Franchises Divestiture-related Net ACL build / (release) <sup>(4)</sup>	(11)	-	NM
Legacy Franchises Divestiture-related Other provisions <sup>(5)</sup>	-	-	-
<b>Legacy Franchises Cost of Credit, (U.S. GAAP)</b>	<b>\$1,047</b>	<b>\$724</b>	<b>45%</b>
<b>Legacy Franchises EBT, Managed Basis</b>	<b>\$186</b>	<b>\$(75)</b>	<b>NM</b>
Add:			
Legacy Franchises Divestiture-related Impact on Revenue <sup>(2)</sup>	(175)	22	NM
Legacy Franchises Divestiture-related Impact on Operating Expenses <sup>(3)</sup>	(837)	(262)	(219)%
Legacy Franchises Divestiture-related Impact on Cost of Credit <sup>(4)(5)</sup>	9	(7)	NM
<b>Legacy Franchises EBT, (U.S. GAAP)</b>	<b>\$(817)</b>	<b>\$(322)</b>	<b>(154)%</b>
<b>Legacy Franchises Net Income (Loss), Managed Basis</b>	<b>\$155</b>	<b>\$(88)</b>	<b>NM</b>
Add:			
Legacy Franchises Divestiture-related Impact on Revenue <sup>(2)</sup>	(175)	22	NM
Legacy Franchises Divestiture-related Impact on Operating Expenses <sup>(3)</sup>	(837)	(262)	(219)%
Legacy Franchises Divestiture-related Impact on Cost of Credit <sup>(4)(5)</sup>	9	(7)	NM
Legacy Franchises Divestiture-related Impact on Taxes <sup>(2)(3)</sup>	31	76	(59)%
<b>Legacy Franchises Net Income (Loss), (U.S. GAAP)</b>	<b>\$(817)</b>	<b>\$(259)</b>	<b>(215)%</b>



# Reconciliation of adjusted results (cont.)

Legacy Franchises Exits Contribution <sup>(1)</sup>			
(\$ in MM)	3Q25	2024	2023
Closed or Signed Markets Revenues ex-divestitures	112	591	1,131
Add:			
Total Divestiture-Related Impacts on Closed or Signed Markets Revenues	2	5	1,443
<b>Closed or Signed Markets Revenues, (U.S. GAAP)</b>	<b>115</b>	<b>596</b>	<b>2,575</b>
Mexico Consumer/SBMM Revenues ex-divestitures	1,722	6,141	5,668
Add:			
Total Divestiture-Related Impacts on Mexico Consumer/SBMMs Revenues	-	-	-
<b>Mexico Consumer/SBMMs Revenues, (U.S. GAAP)</b>	<b>1,722</b>	<b>6,141</b>	<b>5,668</b>
Wind-Downs / Sale / Other Revenues ex-divestitures	36	103	482
Add:			
Total Divestiture-Related Impacts on Wind-Downs / Sale / Other Revenues	-	21	(97)
<b>Wind-Downs / Sale / Other Revenues, (U.S. GAAP)</b>	<b>36</b>	<b>124</b>	<b>385</b>
Closed or Signed Markets Operating Expenses ex-divestitures	125	766	1,588
Add:			
Total Divestiture-Related Impacts on Closed or Signed Markets Operating Expenses	5	40	135
<b>Closed or Signed Markets Operating Expenses, (U.S. GAAP)</b>	<b>130</b>	<b>807</b>	<b>1,723</b>
Mexico Consumer/SBMM Operating Expenses ex-divestitures	1,012	4,208	4,002
Add:			
Total Divestiture-Related Impacts on Mexico Consumer/SBMMs Operating Expenses	760	207	195
<b>Mexico Consumer/SBMMs Operating Expenses, (U.S. GAAP)</b>	<b>1,772</b>	<b>4,415</b>	<b>4,197</b>
Wind-Downs / Sale / Other Operating Expenses ex-divestitures	183	1,036	1,126
Add:			
Total Divestiture-Related Impacts on Wind-Downs / Sale / Other Operating Expenses	1	71	41
<b>Wind-Downs / Sale / Other Operating Expenses, (U.S. GAAP)</b>	<b>185</b>	<b>1,106</b>	<b>1,167</b>



Note: Totals may not sum due to rounding. All footnotes are presented starting on Slide 35.

# Glossary

**ACL:** Allowance for Credit Losses  
**ACLL:** Allowance for Credit Losses on Loans  
**AFG:** Asset Finance Group  
**AFS:** Available for Sale  
**AI:** Artificial Intelligence  
**AOI:** Accumulated Other Comprehensive Income  
**APAC:** Asia-Pacific  
**APIC:** Additional Paid-In Capital  
**AUA:** Assets Under Administration  
**AUC:** Assets Under Custody  
**B:** Billions  
**Banamex:** Grupo Financiero Banamex, S.A. de C.V.  
**bps:** Basis Points  
**BV:** Book Value  
**CAGR:** Compound Annual Growth Rate  
**CCAR:** Comprehensive Capital Analysis and Review  
**CECL:** Current Expected Credit Losses  
**CET1:** Common Equity Tier 1  
**CoC:** Cost of Credit  
**CSO:** Common Shares Outstanding  
**CTA:** Cumulative Translation Adjustment  
**DCM:** Debt Capital Markets  
**DPD:** Days Past Due  
**DTA:** Deferred Tax Assets  
**EBT:** Earnings before Tax  
**ECM:** Equity Capital Markets

**EMEA:** Europe, the Middle East and Africa  
**EOP:** End of Period  
**EPS:** Earnings per Share  
**FDIC:** Federal Deposit Insurance Corporation  
**FI:** Fixed Income  
**FICO:** Fair Isaac Corporation  
**1H:** First Half  
**FX:** Foreign Exchange  
**FY:** Full Year  
**GAAP:** Generally Accepted Accounting Principles  
**Gen AI:** Generative Artificial Intelligence  
**GSIB:** Global Systemically Important Banks  
**HQLA:** High Quality Liquid Assets  
**HTM:** Held to Maturity  
**IB:** Investment Banking  
**IG:** Investment Grade  
**JANA:** Japan, Asia North and Australia  
**LOB:** Line of Business  
**LTD:** Long-term Debt  
**M&A:** Mergers & Acquisitions  
**MEA:** Middle East and Africa  
**MM:** Millions  
**MNC:** Multi-National Corporation  
**MSR:** Mortgage Servicing Right  
**MXN:** Mexican Peso  
**NA:** Not Applicable  
**NAL:** Non-Accrual Loan

**NAM:** North America  
**NCI:** Non-controlling Interest  
**NCL:** Net Credit Loss  
**NII:** Net Interest Income  
**NIM:** Net Interest Margin  
**NIR:** Non-Interest Revenue  
**NM:** Not Meaningful  
**NNIA:** Net New Investment Assets  
**P&L:** Profit and Loss  
**PBC:** Provision for Benefits and Claims  
**QoQ:** Quarter-over-Quarter  
**ROE:** Return on Average Common Equity  
**RoTCE:** Return on Average Tangible Common Equity  
**RWA:** Risk-Weighted Assets  
**SBMM:** Small Business and Middle Market  
**SCB:** Stress Capital Buffer  
**SEC:** U.S. Securities & Exchange Commission  
**T:** Trillions  
**TCE:** Tangible Common Equity  
**TSAs:** Transition Services Agreements  
**TTS:** Treasury and Trade Solutions  
**USD:** U.S. Dollar  
**USPB:** U.S. Personal Banking  
**VaR:** Value at Risk  
**YE:** Year-end  
**YoY:** Year-over-Year  
**YTD:** Year-to-date

# Footnotes

## Slide 2

- 1) Represents consumer banking businesses and certain other businesses in All Other – Legacy Franchises that Citi has exited or is exiting across 14 markets in Asia, Europe, the Middle East and Mexico as part of Citi’s strategic refresh.

## Slide 3

- 1) Results “ex-notable item” excludes the impact of a notable item consisting of a goodwill impairment of \$726 million, related to Citi’s agreement to sell a 25% equity stake in Banamex. The goodwill impairment had the following impact on Citi’s financials. For a reconciliation to reported results, please refer to Slides 28 and 29.
  - 1) Operating expenses: 3Q25 includes approximately \$726 million in operating expenses (approximately \$714 million after-tax) related to a goodwill impairment charge in Mexico.
  - 2) Efficiency Ratio: 3Q25 includes an approximate 330bps increase to the efficiency ratio related to a goodwill impairment charge in Mexico.
  - 3) Net Income: 3Q25 includes an approximate \$714 million reduction in Net Income related to a goodwill impairment charge in Mexico.
  - 4) EPS: 3Q25 includes an approximate \$(0.38) reduction in EPS related to a goodwill impairment charge in Mexico.
  - 5) ROE: 3Q25 includes an approximate (140)bps reduction in Return on Equity related to a goodwill impairment charge in Mexico.
  - 6) RoTCE: 3Q25 includes an approximate (170)bps reduction in Return on Tangible Common Equity related to a goodwill impairment charge in Mexico.
- 2) Return on Tangible Common Equity (RoTCE) is a non-GAAP financial measure. RoTCE represents annualized net income available to common shareholders as a percentage of average TCE. For a reconciliation to reported results, please refer to Slide 25.
- 3) Tangible Book Value Per Share is a non-GAAP financial measure. For a reconciliation of this measure to reported results, please refer to Slide 25.
- 4) 3Q25 is preliminary. Citigroup’s binding CET1 Capital ratios were derived under the U.S. Basel III Standardized Approach. For the composition of Citigroup’s CET1 Capital, please see Appendix D of the 3Q25 earnings press release included as Exhibit 99.1 to Citigroup’s Current Report on Form 8-K filed with the SEC on October 14, 2025.

# Footnotes

## Slide 4

- 1) Source: Coalition Greenwich Global Competitor Benchmarking Analytics for 1H25. Results are based upon Citi's internal product taxonomy, Citi's internal revenues, and Large Corporate & FI Client Segment. Market share is calculated using Citi-internal revenues and Coalition Greenwich's Industry Revenue Pools for Large Corporate & FI Client Segment. Peer Group in industry ranking includes BAC, BARC, BNPP, DB, HSBC, JPM, MUFG, SG, SCB, USB and WFC.
- 2) Source: Coalition Greenwich Global Competitor Benchmarking Analytics for 1H25. Results are based upon Citi's internal product taxonomy and Citi's internal revenues. Market share is calculated using Citi-internal revenues and Coalition Greenwich's Industry Revenue Pools. Peer Group in industry ranking includes BBH, BNPP, BNY, CACEIS, DB, HSBC, JPM, NT, RBC, SCB, SG, and ST.
- 3) Source: Coalition Greenwich Global Competitor Benchmarking Analytics for 1H25. Results are based upon Citi's internal product taxonomy and Citi's internal revenues post exclusions for non-comparable items. Peer Group in industry ranking includes BAC, BARC, BNPP, DB, GS, JPM, MS, UBS and WFC.
- 4) Source: Coalition Greenwich Global Competitor Benchmarking Analytics for 1H25. Results are based upon Citi's internal product taxonomy and Citi's internal revenues post exclusions for non-comparable items. Peer Group in industry ranking includes BAC, BARC, BNPP, DB, GS, HSBC, JPM, MS, UBS and WFC.
- 5) Source: Coalition Greenwich Global Competitor Benchmarking Analytics for 1H25. Results are based upon Citi's internal product taxonomy and Citi's internal revenues post exclusions for non-comparable items. Peer Group in industry ranking includes BAC, BARC, BNPP, DB, GS, JPM, MS, SG, UBS and WFC.
- 6) Prime balances are defined as clients' billable balances where Citi provides cash or synthetic prime brokerage services.
- 7) Source: Based on external Dealogic data as of September 30, 2025.
- 8) Source: BCG Expand Wealth Management Analysis. These ranks are based on the last two quarters (1H24 to 1H25) compared to Citi Private Bank's top peers. This analysis has been prepared in accordance with Citi Private Bank's internal product taxonomy, which may not be directly comparable to those used by peers and may include data and assumptions from third-party sources, which BCG Expand has not independently verified.
- 9) 3Q25 is preliminary. Net New Investment Assets represents investment asset inflows, including dividends, interest and distributions, less investment asset outflows. Excluded from the calculation are the impact of fees and commissions, market movement, internal transfers within Citi specific to systematic upgrades/downgrades with USPB, and any impact from strategic decisions by Citi to exit certain markets or services. Also excluded from the calculation are net new investment assets associated with markets for which data was not available for current period reporting.
- 10) Source: Company filings. Based on End of Period Loans as of June 30, 2025. Includes Citi Branded Cards and Citi Retail Services. Peer group includes AXP, BAC, BFH, COF, JPM, SYF, and WFC.
- 11) Source: FDIC filings as of June 30, 2025. Based on Citi's internal definition of deposits, which excludes commercial deposits. Nationwide deposits divided by total branches. Citi includes branch driven consumer wealth deposits reported under Wealth.

# Footnotes (cont.)

## Slide 6

- 1) Allowance for Credit Losses (ACL) Build (Release) and Other provisions includes a net ACL build of approximately \$145 million related to loans and unfunded lending commitments as well as other provisions of approximately \$91 million relating to held-to-maturity (HTM) debt securities and other assets and policyholder benefits and claims.
- 2) Represents net income, less preferred stock dividends, dividends and undistributed earnings allocated to employee restricted and deferred shares with rights to dividends, and issuance costs related to the redemption of preferred stock.
- 3) Return on Tangible Common Equity (RoTCE) is a non-GAAP financial measure. RoTCE represents annualized net income available to common shareholders as a percentage of average TCE. For a reconciliation to reported results, please refer to Slide 25.
- 4) 3Q25 is preliminary. Citigroup's binding CET1 Capital ratios were derived under the U.S. Basel III Standardized Approach. For the composition of Citigroup's CET1 Capital, please see Appendix D of the 3Q25 earnings press release included as Exhibit 99.1 to Citigroup's Current Report on Form 8-K filed with the SEC on October 14, 2025.
- 5) NII excluding Markets is a non-GAAP financial measure. For reconciliation of these results, please refer Slide 27.
- 6) NIR excluding Markets is a non-GAAP financial measure. For reconciliation of these results, please refer Slide 27.
- 7) Revenues excluding the divestiture-related impacts is a non-GAAP financial measure. For a reconciliation of these results, please refer to Slide 27.
- 8) Included in Citi's reported expenses was an immaterial increase in expenses of \$40 million in the third quarter 2025 primarily related to separation costs in Mexico, compared to aggregate divestiture-related expenses of \$67 million in the third quarter 2024. Accordingly, Citi is not adjusting for these additional immaterial amounts.
- 9) As used throughout, results "ex-notable item" excludes the impact of a notable item consisting of a goodwill impairment related to Citi's agreement to sell a 25% equity stake in Banamex. 3Q25 includes approximately \$726 million in operating expenses (approximately \$714 million after-tax) related to a goodwill impairment charge in Mexico. For a reconciliation to reported results, please refer to Slides 28 and 29.
- 10) All Other (managed basis) is a non-GAAP financial measure. For a reconciliation of this measure to reported results, please refer to Slides 30 and 31. All Other (managed basis) reflects results on a managed basis, which excludes divestiture-related impact (Reconciling Items), for all periods, related to Citi's divestitures of its Asia consumer banking businesses and the planned divestiture of the Mexico Consumer/SBMM businesses within Legacy Franchises. For reconciliation of these results, please refer to Slide 31.

## Slide 7

- 1) Efficiency Ratio ex-notable item is a non-GAAP financial measure. For a reconciliation to reported results, please refer to Slide 28.
- 2) As used throughout, results "ex-notable item" excludes the impact of a notable item consisting of a goodwill impairment related to Citi's agreement to sell a 25% equity stake in Banamex. 3Q25 includes approximately \$726 million in operating expenses (approximately \$714 million after-tax) related to a goodwill impairment charge in Mexico. For a reconciliation to reported results, please refer to Slides 28 and 29.
- 3) Other expenses includes premises and equipment, professional services, advertising and marketing, and other operating expenses.

## Slide 8

- 1) FICO scores are updated as they become available.
- 2) Primarily reflects the U.S.
- 3) MNC includes subsidiaries of MNC clients.
- 4) Excludes corporate loans that are carried at fair value of \$7.9 billion, \$9.2 billion and \$7.8 billion at September 30, 2025, June 30, 2025, and September 30, 2024, respectively.

# Footnotes (cont.)

## Slide 9

- 1) 3Q25 is preliminary. Citigroup's binding CET1 Capital ratios were derived under the U.S. Basel III Standardized Approach. For the composition of Citigroup's CET1 Capital, please see Appendix D of the 3Q25 earnings press release included as Exhibit 99.1 to Citigroup's Current Report on Form 8-K filed with the SEC on October 14, 2025.
- 2) For the composition of Citigroup's Supplementary Leverage ratio, please see Appendix E of the 3Q25 earnings press release included as Exhibit 99.1 to Citigroup's Current Report on Form 8-K filed with the SEC on October 14, 2025.
- 3) Includes changes in goodwill and intangible assets, and changes in Other Comprehensive Income. Also includes deferred tax excludable from Basel III CET1 Capital, which includes net deferred tax assets (DTAs) arising from net operating loss, foreign tax credit and general business credit tax carry-forwards and DTAs arising from temporary differences (future deductions) that are deducted from CET1 capital exceeding the 10% limitation. Commencing January 1, 2025, the capital effects resulting from adoption of the Current Expected Credit Losses (CECL) methodology have been fully reflected in Citi's regulatory capital. For additional information, see "Capital Resources – Regulatory Capital Treatment-Modified Transition of the Current Expected Credit Losses Methodology" in Citigroup's 2024 Annual Report on Form 10-K.
- 4) Investments, net, include available-for-sale debt securities, held-to-maturity debt securities, net of allowance, and equity securities.
- 5) Trading-Related Assets include securities borrowed or purchased under agreements to resell net of allowance and trading account assets and brokerage receivables net of allowance.
- 6) Loans, net, include ACLL. EOP gross loans, which does not include ACLL, for 3Q25, 2Q25 and 3Q24 are \$734 billion, \$725 billion, and \$689 billion, respectively.
- 7) Other Assets include goodwill, intangible assets, deferred tax assets, allowance for credit losses on loans, premises and equipment and all other assets net of allowance.
- 8) Trading-Related Liabilities include securities loaned or sold under agreements to repurchase and trading account liabilities and brokerage payables.
- 9) Other Liabilities include short-term borrowings and other liabilities, plus allowances.

## Slide 10

- 1) Allowance for Credit Losses (ACL) Build (Release) and Other provisions includes a net ACL release of approximately \$(12) million related to loans and unfunded lending commitments as well as other provisions of approximately \$62 million relating to held-to-maturity (HTM) debt securities and other assets.
- 2) Tangible Common Equity is allocated to each segment based on Citi's allocation methodology which incorporates Basel III standardized risk-weighted assets, the global systemically important banks (GSIB) surcharge, a simulation of TCE in severe stress environments, as well as a leverage component. The allocation methodology, including underlying assumptions and judgments used to allocate TCE, are periodically reassessed and as a result the TCE allocated to the segments may change. TCE is a non-GAAP financial measure. For additional information on this measure and a reconciliation of the summation of the segment's and component's average allocated TCE to Citi's total average TCE and Citi's total average stockholders' equity, please refer to Slide 25.
- 3) Return on Tangible Common Equity (RoTCE) is a non-GAAP financial measure. RoTCE represents annualized net income available to common shareholders as a percentage of average TCE. For the components of the calculation, please refer to Slide 25.
- 4) Total fee revenue includes commissions and fees as well as fiduciary, administrative and other fees.
- 5) Cross Border Transaction Value is defined as the total value of cross-border FX Payments processed through Citi's proprietary Worldlink and Cross Border Funds Transfer platforms, including payments from Consumer, Corporate, Financial Institution and Public Sector clients.
- 6) U.S. Dollar Clearing Volume is defined as the number of USD Clearing Payment instructions processed by Citi on behalf of U.S. and foreign-domiciled entities (primarily Financial Institutions). Amounts in the table are stated in millions of payment instructions processed.
- 7) Commercial Card Spend Volume is defined as total global spend volumes using Citi issued commercial cards net of refunds and returns.

# Footnotes (cont.)

## Slide 11

- 1) Allowance for Credit Losses (ACL) Build (Release) and Other provisions includes a net ACL release of approximately \$(31) million related to loans and unfunded lending commitments as well as other provisions of approximately \$(5) million relating to held-to-maturity (HTM) debt securities and other assets.
- 2) Tangible Common Equity is allocated to each segment based on Citi's allocation methodology which incorporates Basel III standardized risk-weighted assets, the global systemically important banks (GSIB) surcharge, a simulation of TCE in severe stress environments, as well as a leverage component. The allocation methodology, including underlying assumptions and judgments used to allocate TCE, are periodically reassessed and as a result the TCE allocated to the segments may change. TCE is a non-GAAP financial measure. For additional information on this measure and a reconciliation of the summation of the segment's and component's average allocated TCE to Citi's total average TCE and Citi's total average stockholders' equity, please refer to Slide 25.
- 3) Return on Tangible Common Equity (RoTCE) is a non-GAAP financial measure. RoTCE represents annualized net income available to common shareholders as a percentage of average TCE. For the components of the calculation, please refer to Slide 25.
- 4) VaR estimates, at a 99% confidence level, the potential decline in the value of a position or a portfolio under normal market conditions assuming a one-day holding period. VaR statistics, which are based on historical data, can be materially different across firms due to differences in portfolio composition, VaR methodologies and model parameters.

## Slide 12

- 1) Credit derivatives are used to economically hedge a portion of the Corporate Lending portfolio that includes both accrual loans and loans at fair value. Gain / (loss) on loan hedges includes the mark-to-market on the credit derivatives and the mark-to-market on the loans in the portfolio that are at fair value. In the third quarter 2025, gain / (loss) on loan hedges included \$(44) million related to Corporate Lending, compared to \$(79) million in the prior-year period. The fixed premium costs of these hedges are netted against the Corporate Lending revenues to reflect the cost of credit protection. Citigroup's results of operations excluding the impact of gain / (loss) on loan hedges are non-GAAP financial measures. For additional information on this measure, please refer to Slide 27.
- 2) Allowance for Credit Losses (ACL) Build (Release) and Other provisions includes a net ACL build of approximately \$136 million related to loans and unfunded lending commitments, as well as other provisions of approximately \$12 million relating to other assets.
- 3) Tangible Common Equity is allocated to each segment based on Citi's allocation methodology which incorporates Basel III standardized risk-weighted assets, the global systemically important banks (GSIB) surcharge, a simulation of TCE in severe stress environments, as well as a leverage component. The allocation methodology, including underlying assumptions and judgments used to allocate TCE, are periodically reassessed and as a result the TCE allocated to the segments may change. TCE is a non-GAAP financial measure. For additional information on this measure and a reconciliation of the summation of the segment's and component's average allocated TCE to Citi's total average TCE and Citi's total average stockholders' equity, please refer to Slide 25.
- 4) Return on Tangible Common Equity (RoTCE) is a non-GAAP financial measure. RoTCE represents annualized net income available to common shareholders as a percentage of average TCE. For the components of the calculation, please refer to Slide 25.



# Footnotes (cont.)

## Slide 13

- 1) Allowance for Credit Losses (ACL) Build (Release) and Other provisions includes a net ACL release of approximately \$(26) million related to loans and unfunded lending commitments.
- 2) Tangible Common Equity is allocated to each segment based on Citi's allocation methodology which incorporates Basel III standardized risk-weighted assets, the global systemically important banks (GSIB) surcharge, a simulation of TCE in severe stress environments, as well as a leverage component. The allocation methodology, including underlying assumptions and judgments used to allocate TCE, are periodically reassessed and as a result the TCE allocated to the segments may change. TCE is a non-GAAP financial measure. For additional information on this measure and a reconciliation of the summation of the segment's and component's average allocated TCE to Citi's total average TCE and Citi's total average stockholders' equity, please refer to Slide 25.
- 3) Return on Tangible Common Equity (RoTCE) is a non-GAAP financial measure. RoTCE represents annualized net income available to common shareholders as a percentage of average TCE. For the components of the calculation, please refer to Slide 25.
- 4) The period-over-period variances include the impact of net deposit balance transfers from USPB to Citigold in Wealth including approximately \$4 billion during the third quarter of 2025. The amounts represent the balances at the time client relationships are transferred.
- 5) 3Q25 is preliminary. Client Investment Assets includes Assets Under Management, trust and custody assets.
- 6) Client Balances includes EOP Deposits, Loans, and Client Investment Assets.
- 7) 3Q25 is Preliminary. Net New Investment Assets represents investment asset inflows, including dividends, interest and distributions, less investment asset outflows. Excluded from the calculation are the impact of fees and commissions, market movement, internal transfers within Citi specific to systematic upgrades/downgrades with USPB, and any impact from strategic decisions by Citi to exit certain markets or services. Also excluded from the calculation are net new investment assets associated with markets for which data was not available for current period reporting.
- 8) Organic growth is defined as the sum of NNIA for each quarter from the fourth quarter 2024 through third quarter 2025 divided by 3Q24 Client Investment Assets.

## Slide 14

- 1) Allowance for Credit Losses (ACL) Build (Release) and Other provisions includes a net ACL build of approximately \$64 million related to loans and unfunded lending commitments as well as other provisions of approximately \$2 million relating to benefits and claims, and other assets.
- 2) Tangible Common Equity is allocated to each segment based on Citi's allocation methodology which incorporates Basel III standardized risk-weighted assets, the global systemically important banks (GSIB) surcharge, a simulation of TCE in severe stress environments, as well as a leverage component. The allocation methodology, including underlying assumptions and judgments used to allocate TCE, are periodically reassessed and as a result the TCE allocated to the segments may change. TCE is a non-GAAP financial measure. For additional information on this measure and a reconciliation of the summation of the segment's and component's average allocated TCE to Citi's total average TCE and Citi's total average stockholders' equity, please refer to Slide 25.
- 3) Return on Tangible Common Equity (RoTCE) is a non-GAAP financial measure. RoTCE represents annualized net income available to common shareholders as a percentage of average TCE. For the components of the calculation, please refer to Slide 25.
- 4) The period-over-period variances include the impact of net deposit balance transfers from USPB to Citigold in Wealth including approximately \$4 billion during the third quarter of 2025. The amounts represent the balances at the time client relationships are transferred.
- 5) Active Mobile Users represents customers of all mobile services (mobile apps or via mobile browser) within the last 90 days through August 2025. Excludes Citi mortgage and Retail Services reported in U.S. Personal Banking and includes U.S. Citigold reported in Wealth.
- 6) Active Digital Users represents customers of all online and/or mobile services within the last 90 days through August 2025. Excludes Citi mortgage and Retail Services reported in U.S. Personal Banking and includes U.S. Citigold reported in Wealth.
- 7) Average Installment Loans is the subset of average loans including the total of Branded Cards Personal Installment Loans and Flex (Loan/Pay/Point-of-Sale) products and Retail Services Merchant Installment Loans.
- 8) Digital Deposits also includes U.S. Citigold deposits reported under Wealth.



# Footnotes (cont.)

## Slide 15

- 1) All Other (Managed Basis) reflects results on a managed basis, which excludes divestiture-related impacts, for all periods, related to Citi's divestitures of its Asia consumer banking businesses and the planned divestiture of the Mexico Consumer/SBMM businesses within Legacy Franchises. For additional information and a reconciliation of All Other-Legacy Franchises on a managed basis, please refer to Slides 30 and 31.
- 2) Allowance for Credit Losses (ACL) Build (Release) and Other provisions includes a net ACL build of approximately \$10 million related to loans and unfunded lending commitments as well as other provisions of approximately \$24 million relating to benefits and claims, held-to-maturity (HTM) debt securities and other assets.
- 3) Tangible Common Equity is allocated to each segment based on Citi's allocation methodology which incorporates Basel III standardized risk-weighted assets, the global systemically important banks (GSIB) surcharge, a simulation of TCE in severe stress environments, as well as a leverage component. The allocation methodology, including underlying assumptions and judgments used to allocate TCE, are periodically reassessed and as a result the TCE allocated to the segments may change. TCE is a non-GAAP financial measure. For additional information on this measure and a reconciliation of the summation of the segment's and component's average allocated TCE to Citi's total average TCE and Citi's total average stockholders' equity, please refer to Slide 25.
- 4) Legacy Franchises revenues and expenses ex-divestitures are non-GAAP financial measures. 3Q25 includes approximately \$766 million in operating expenses (approximately \$744 million after-tax), driven by a goodwill impairment charge in Mexico (\$726 million (\$714 million after-tax)) and separation costs in Mexico. 2024 divestiture-related impacts includes an approximate \$318 million in operating expenses primarily related to separation costs in Mexico and severance costs in the Asia exit markets. 2023 divestiture-related impacts include (i) an approximate \$1.059 billion gain on sale recorded in revenue related to the India consumer banking business sale; (ii) an approximate \$403 million gain on sale recorded in revenue related to the Taiwan consumer banking business sale; and (iii) approximately \$372 million in operating expenses primarily related to separation costs in Mexico and severance costs in the Asia exit markets.
- 5) Consists of Mexico Consumer Banking (Consumer) and Small Business and Middle-Market Banking (SBMM), reflected within Legacy Franchises. Mexico Consumer/SBMM operates primarily through Banamex and its consolidated subsidiaries, including Banco Nacional de Mexico, S.A., which provides traditional retail banking and branded card products to consumers and small business customers and traditional middle-market banking products and services to commercial customers, and other affiliated subsidiaries that offer retirement fund administration and insurance products. The results of operations, as well as certain disclosed balance sheet information, for Mexico Consumer/SBMM are presented in a managerial view within the Form 10-Q filing, and include certain intercompany allocations, managerial charges and offshore expenses that reflect the Mexico Consumer/SBMM operations as a component of Citi's consolidated operations. The Mexico Consumer/SBMM results are therefore not intended to reflect, and may differ (significantly) from, Banamex's results and operations as a standalone legal entity.

## Slide 16

- 1) All impacts shown are estimates based on the balance sheet and foreign exchange translation as of June 30, 2025, with the U.S. GAAP Book Value adjusted on a pro-forma basis for the goodwill impairment (reducing the U.S. GAAP Book Value), and are subject to change until closing.
- 2) Banamex U.S. GAAP Net Income is included within Net Income before attribution to Noncontrolling Interests (NCI) on Citi's Income Statement. After closing, Citigroup's Net Income, following attribution to NCI, will solely reflect Citi's proportionate ownership of Banamex's Net Income. Any additional changes to Banamex's U.S. GAAP net equity, as well as to Citi's CTA balance associated with Banamex, will be reflected proportionately in NCI on Citi's Balance Sheet based on Citi's remaining ownership.
- 3) Citi deconsolidates an entity once Citi's voting stock ownership in the entity is below 50% and Citi does not have substantive participation rights in the entity.

# Footnotes (cont.)

## Slide 17

- 1) Full year 2025 NII excluding Markets is a forward-looking non-GAAP financial measure. From time to time, management may discuss forward-looking non-GAAP financial measures, such as forward-looking estimates or targets for revenue, expenses, and RoTCE. We are unable to provide a reconciliation of forward-looking non-GAAP financial measures to their most directly comparable GAAP financial measures because we are unable to provide, without unreasonable effort, a meaningful or accurate calculation or estimation of amounts excluded or adjusted that would be necessary for the reconciliation due to the complexity and inherent difficulty in forecasting and quantifying future amounts or when they may occur. Such unavailable information could be significant to future results.
- 2) Full year 2025 expense and efficiency ratio estimates excluding the goodwill impairment charge in Mexico are forward-looking non-GAAP financial measures. 3Q25 and 2025 YTD expenses of \$14.3 billion and \$41.3 billion, respectively, included approximately \$726 million in operating expenses (approximately \$714 million after-tax) related to a goodwill impairment charge in Mexico. From time to time, management may discuss forward-looking non-GAAP financial measures, such as forward-looking estimates or targets for revenue, expenses, and RoTCE. We are unable to provide a reconciliation of forward-looking non-GAAP financial measures to their most directly comparable GAAP financial measures because we are unable to provide, without unreasonable effort, a meaningful or accurate calculation or estimation of amounts that would be necessary for the reconciliation due to the complexity and inherent difficulty in forecasting and quantifying future amounts or when they may occur. Such unavailable information could be significant to future results.
- 3) On January 13, 2025, Citigroup's Board of Directors authorized a new, multi-year \$20 billion common stock repurchase program, beginning in the first quarter 2025. Repurchases by Citigroup under this common stock repurchase program are subject to quarterly approval by Citigroup's Board of Directors; may be affected from time to time through open market purchases, trading plans established in accordance with U.S. Securities and Exchange Commission rules, or other means; and as determined by Citigroup, may be subject to satisfactory market conditions, Citigroup's capital position and capital requirements, applicable legal requirements and other factors.
- 4) 2026 RoTCE is a forward-looking non-GAAP financial measure. From time to time, management may discuss forward-looking non-GAAP financial measures, such as forward-looking estimates or targets for revenue, expenses and RoTCE. We are unable to provide a reconciliation of forward-looking non-GAAP financial measures to their most directly comparable GAAP financial measures because we are unable to provide, without unreasonable effort, a meaningful or accurate calculation or estimation of amounts that would be necessary for the reconciliation due to the complexity and inherent difficulty in forecasting and quantifying future amounts or when they may occur. Such unavailable information could be significant for future results.

## Slide 20

- 1) All Other (Managed Basis) reflects results on a managed basis, which excludes divestiture-related impacts, for all periods, related to Citi's divestitures of its Asia consumer banking businesses and the planned divestiture of the Mexico Consumer/SBMM businesses within Legacy Franchises. For additional information and a reconciliation of All Other-Legacy Franchises on a managed basis, please refer to Slides 30, 31 and 32.
- 2) Reconciling Items consist of the divestiture-related impacts excluded from the results of All Other, as well as All Other-Legacy Franchises on a managed basis. For a reconciliation of these results, please refer to Slide 32.
- 3) Tangible Common Equity is allocated to each segment based on Citi's allocation methodology which incorporates Basel III standardized risk-weighted assets, the global systemically important banks (GSIB) surcharge, a simulation of TCE in severe stress environments, as well as a leverage component. The allocation methodology, including underlying assumptions and judgments used to allocate TCE, are periodically reassessed and as a result the TCE allocated to the segments may change. TCE is a non-GAAP financial measure. For additional information on this measure and a reconciliation of the summation of the segment's and component's average allocated TCE to Citi's total average TCE and Citi's total average stockholders' equity, please refer to Slide 25.
- 4) Return on Tangible Common Equity (RoTCE) is a non-GAAP financial measure. RoTCE represents annualized net income available to common shareholders as a percentage of average TCE. For the components of the calculation, please refer to Slide 25.

# Footnotes (cont.)

## **Slide 21**

- 1) NII excluding Markets is a non-GAAP financial measure. For a reconciliation of these results, please refer to Slide 27.
- 2) Gross Loan Yield is defined as gross interest revenue earned on loans divided by average loans.
- 3) Cost of Interest-Bearing Deposits is defined as interest expense associated with Citi's deposits divided by average interest-bearing deposits.

## **Slide 24**

- 1) All impacts shown are estimates based on the balance sheet and foreign exchange translation as of June 30, 2025, with the U.S. GAAP Book Value adjusted on a pro-forma basis for the goodwill impairment (reducing the U.S. GAAP Book Value), and are subject to change until closing.
- 2) Banamex U.S. GAAP Net Income is included within Net Income before attribution to Noncontrolling Interests (NCI) on Citi's Income Statement. After closing, Citigroup's Net Income, following attribution to NCI, will solely reflect Citi's proportionate ownership of Banamex's Net Income. Any additional changes to Banamex's U.S. GAAP net equity, as well as to Citi's CTA balance associated with Banamex, will be reflected proportionately in NCI on Citi's Balance Sheet based on Citi's remaining ownership.
- 3) The CTA losses of \$9 billion associated with Banamex, as of June 30, 2025 and subject to further changes including FX, are already included within Citi's AOCI as a component of capital today and will be recognized as a loss in the income statement at deconsolidation. The cumulative impacts related to CTA will ultimately be regulatory capital and TCE neutral.

## **Slide 25**

- 1) Net income to common for All Other (Managed Basis) is reduced by preferred dividends of \$274 million in 3Q25, \$830 million in YTD'25 and \$798 million in YTD'24.
- 2) Tangible Common Equity is allocated to each segment based on Citi's allocation methodology which incorporates Basel III standardized risk-weighted assets, the global systemically important banks (GSIB) surcharge, a simulation of TCE in severe stress environments, as well as a leverage component. The allocation methodology, including underlying assumptions and judgments used to allocate TCE, are periodically reassessed and as a result the TCE allocated to the segments may change. TCE is a non-GAAP financial measure.
- 3) Return on Tangible Common Equity (RoTCE) is a non-GAAP financial measure. RoTCE represents annualized net income available to common shareholders as a percentage of average TCE.
- 4) Reconciling Items consist of the divestiture-related impacts excluded from the results of All Other, as well as All Other - Legacy Franchises on a managed basis. For a reconciliation of these results, please refer to Slide 31.

## **Slide 26**

- 1) Reflects the impact of foreign currency (FX) translation into U.S. dollars applying the third quarter 2025 average exchange rates for all periods presented, with the exception of EOP loans and deposits which was calculated based on exchange rates as of September 30, 2025. Citi's results excluding the impact of FX translation are non-GAAP financial measures.

# Footnotes (cont.)

## **Slide 27**

- 1) Revenues excluding divestiture-related impacts is a non-GAAP financial measure. Revenues – Divestiture-related impacts: 2Q25 includes an approximate \$186 million loss recorded in revenue (approximately \$157 million after tax) related to the announced sale of the Poland consumer banking business
- 2) NII excluding Markets is a non-GAAP financial measure.
- 3) NIR excluding Markets is a non-GAAP financial measure.
- 4) Credit derivatives are used to economically hedge a portion of the Corporate Lending portfolio that includes both accrual loans and loans at fair value. Gain / (loss) on loan hedges includes the mark-to-market on the credit derivatives and the mark-to-market on the loans in the portfolio that are at fair value. In the third quarter 2025, gain / (loss) on loan hedges included \$(44) million related to Corporate Lending, compared to \$(79) million in the prior-year period. The fixed premium costs of these hedges are netted against the Corporate Lending revenues to reflect the cost of credit protection. Citigroup's results of operations excluding the impact of gain / (loss) on loan hedges are non-GAAP financial measures.

## **Slide 28**

- 1) Operating expenses: 3Q25 includes approximately \$726 million in operating expenses (approximately \$714 million after-tax) related to a goodwill impairment charge in Mexico.
- 2) Operating expenses excluding notable-item impacts is a non-GAAP financial measure.
- 3) Efficiency Ratio ex-notable item is a non-GAAP financial measure.
- 4) Other expenses includes premises and equipment, professional services, advertising and marketing, and other operating expenses.

## **Slide 29**

- 1) Net Income: 3Q25 and YTD'25 include an approximate \$714 million reduction in Net Income related to a goodwill impairment charge in Mexico.
- 2) EPS: 3Q25 include an approximate \$(0.38) reduction in EPS related to a goodwill impairment charge in Mexico. YTD'25 include an approximate \$(0.37) reduction in EPS related to a goodwill impairment charge in Mexico.
- 3) ROE: 3Q25 includes an approximate 140bps reduction in Return on Equity related to a goodwill impairment charge in Mexico. YTD'25 includes an approximate 50bps reduction in Return on Equity related to a goodwill impairment charge in Mexico.
- 4) RoTCE: 3Q25 includes an approximate 170bps reduction in Return on Tangible Common Equity related to a goodwill impairment charge in Mexico. YTD'25 includes an approximate 60bps reduction in Return on Tangible Common Equity related to a goodwill impairment charge in Mexico.

## **Slide 30**

- 1) All Other (Managed Basis) is a non-GAAP financial measure. For a reconciliation of this measure to reported results, please refer to Slides 31. All Other (Managed Basis) reflects results on a managed basis, which excludes divestiture-related impacts, for all periods related to Citi's divestitures of its Asia consumer banking businesses and the planned divestiture of the Mexico Consumer/SBMM businesses within Legacy Franchises. For additional information and a reconciliation of All Other Legacy Franchises on a managed basis, please refer to Slide 32.

# Footnotes (cont.)

## Slide 31

- 1) All Other (Managed Basis) is a non-GAAP financial measure.
- 2) 2Q25 includes an approximate \$186 million loss recorded in revenue (approximately \$157 million after tax) related to the announced sale of the Poland consumer banking business. The reconciling items impact on revenue is reflected in noninterest revenue.
- 3) 3Q25 includes approximately \$766 million in operating expenses (approximately \$744 million after-tax), driven by a goodwill impairment charge in Mexico (\$726 million (\$714 million after-tax)) and separation costs in Mexico. 2Q25 includes an approximate \$37 million in operating expenses (approximately \$26 million after tax) primarily related to separation costs in Mexico. 1Q25 divestiture-related impacts include approximately \$34 million in operating expenses (approximately \$23 million after-tax), largely related to separation costs in Mexico and severance costs in the Asia exit markets. 3Q24 includes approximately \$67 million in operating expenses (approximately \$46 million after-tax), primarily related to separation costs in Mexico and severance costs in the Asia exit markets. 2Q24 divestiture-related impacts include approximately \$85 million in operating expenses (approximately \$58 million after-tax), primarily driven by separation costs in Mexico and severance costs in the Asia exit markets. 1Q24 includes approximately \$110 million in operating expenses (approximately \$77 million after-tax), related to separation costs in Mexico and severance costs in the Asia exit markets.
- 4) Includes credit reserve build / (release) for loans and provision for credit losses on unfunded lending commitments.
- 5) Includes provisions for policyholder benefits and claims and other assets.

## Slide 32

- 1) Legacy Franchise (Managed Basis) is a non-GAAP financial measure.
- 2) 2Q25 includes an approximate \$186 million loss recorded in revenue (approximately \$157 million after tax) related to the announced sale of the Poland consumer banking business. The reconciling items impact on revenue is reflected in noninterest revenue.
- 3) 3Q25 includes approximately \$766 million in operating expenses (approximately \$744 million after-tax), driven by a goodwill impairment charge in Mexico (\$726 million (\$714 million after-tax)) and separation costs in Mexico. 2Q25 includes an approximate \$37 million in operating expenses (approximately \$26 million after tax) primarily related to separation costs in Mexico. 1Q25 divestiture-related impacts include approximately \$34 million in operating expenses (approximately \$23 million after-tax), largely related to separation costs in Mexico and severance costs in the Asia exit markets. 3Q24 includes approximately \$67 million in operating expenses (approximately \$46 million after-tax), primarily related to separation costs in Mexico and severance costs in the Asia exit markets. 2Q24 divestiture-related impacts include approximately \$85 million in operating expenses (approximately \$58 million after-tax), primarily driven by separation costs in Mexico and severance costs in the Asia exit markets. 1Q24 includes approximately \$110 million in operating expenses (approximately \$77 million after-tax), related to separation costs in Mexico and severance costs in the Asia exit markets.
- 4) Includes credit reserve build / (release) for loans and provision for credit losses on unfunded lending commitments.
- 5) Includes provisions for policyholder benefits and claims and other assets.

## Slide 33

- 1) Legacy Franchises revenues and expenses ex-divestitures are non-GAAP financial measures. 3Q25 includes approximately \$766 million in operating expenses (approximately \$744 million after-tax), driven by a goodwill impairment charge in Mexico (\$726 million (\$714 million after-tax)) and separation costs in Mexico. 2024 divestiture-related impacts includes an approximate \$318 million in operating expenses primarily related to separation costs in Mexico and severance costs in the Asia exit markets. 2023 divestiture-related impacts include (i) an approximate \$1.059 billion gain on sale recorded in revenue related to the India consumer banking business sale; (ii) an approximate \$403 million gain on sale recorded in revenue related to the Taiwan consumer banking business sale; and (iii) approximately \$372 million in operating expenses primarily related to separation costs in Mexico and severance costs in the Asia exit markets.