

# CONSOLIDATED STATEMENT OF INCOME

Years ended 31 December

2018

2017

*In millions of dollars, except per share amounts*

## Revenues (1)

Interest revenue	\$ 70,828	\$ 61,579
Interest expense	24,266	16,518
<b>Net interest revenue</b>	<b>\$ 46,562</b>	<b>\$ 45,061</b>
Commissions and fees	\$ 11,857	\$ 12,707
Principal transactions	9,062	9,475
Administration and other fiduciary fees	3,580	3,584
Realized gains on sales of investments, net	421	778
Impairment losses on investments		
Gross impairment losses	(132)	(63)
Net impairment losses recognized in earnings	\$ (132)	\$ (63)
Other revenue	\$ 1,504	\$ 902
<b>Total non-interest revenues</b>	<b>\$ 26,292</b>	<b>\$ 27,383</b>
<b>Total revenues, net of interest expense</b>	<b>\$ 72,854</b>	<b>\$ 72,444</b>
Provisions for credit losses and for benefits and claims		
Provision for loan losses	\$ 7,354	\$ 7,503
Policyholder benefits and claims	101	109
Provision (release) for unfunded lending commitments	113	(161)
<b>Total provisions for credit losses and for benefits and claims</b>	<b>\$ 7,568</b>	<b>\$ 7,451</b>
<b>Operating expenses (1)</b>		
Compensation and benefits	\$ 21,154	\$ 21,181
Premises and equipment	2,324	2,453
Technology/communication	7,193	6,909
Advertising and marketing	1,545	1,608
Other operating	9,625	10,081
<b>Total operating expenses</b>	<b>\$ 41,841</b>	<b>\$ 42,232</b>
<b>Income from continuing operations before income taxes</b>	<b>\$ 23,445</b>	<b>\$ 22,761</b>
Provision for income taxes	5,357	29,388
<b>Income (loss) from continuing operations</b>	<b>\$ 18,088</b>	<b>\$ (6,627)</b>
<b>Discontinued operations</b>		
Loss from discontinued operations	\$ (26)	\$ (104)
Provision (benefit) for income taxes	(18)	7
<b>Loss from discontinued operations, net of taxes</b>	<b>\$ (8)</b>	<b>\$ (111)</b>
<b>Net income (loss) before attribution of non-controlling interests</b>	<b>\$ 18,080</b>	<b>\$ (6,738)</b>
Non-controlling interests	35	60
<b>Citigroup's net income (loss)</b>	<b>\$ 18,045</b>	<b>\$ (6,798)</b>
<b>Basic earnings per share (2)</b>		
Income (loss) from continuing operations	\$ 6.69	\$ (2.94)
Loss from discontinued operations, net of taxes	—	(0.04)
<b>Net income (loss)</b>	<b>\$ 6.69</b>	<b>\$ (2.98)</b>
<b>Weighted average common shares outstanding (in millions)</b>	<b>2,493.3</b>	<b>2,698.5</b>
Diluted earnings per share (2)		
Income (loss) from continuing operations	\$ 6.69	\$ (2.94)
Income (loss) from discontinued operations, net of taxes	—	(0.04)
<b>Net income (loss)</b>	<b>\$ 6.68</b>	<b>\$ (2.98)</b>
<b>Adjusted weighted average common shares outstanding (in millions)</b>	<b>2,494.8</b>	<b>2,698.5</b>

(1) Certain prior-period revenue and expense lines and totals were reclassified to conform to the current period's presentation.

(2) Due to rounding, earnings per share on continuing operations and discontinued operations may not sum to earnings per share on net income.

# CONSOLIDATED STATEMENT OF CHANGES IN STOCKHOLDERS' EQUITY

Years ended 31 December

2018

2017

*In millions of dollars, except shares in thousands*

## Preferred stock at aggregate liquidation value

Balance, beginning of year	\$ 19,253	\$ 19,253
Issuance of preferred stock	—	—
Redemption of preferred stock	(793)	—
Balance, end of period	\$ 18,460	\$ 19,253

## Common stock and additional paid-in capital

Balance, beginning of year	\$ 108,039	\$ 108,073
Employee benefit plans	(94)	(27)
Preferred stock issuance expense	—	—
Other	8	(7)
<b>Balance, end of period</b>	<b>\$ 107,953</b>	<b>\$ 108,039</b>

## Retained earnings

Balance, beginning of year	\$ 138,425	\$ 146,477
Adjustment to opening balance, net of taxes	(84)	(660)
Adjusted balance, beginning of period	\$ 138,341	\$ 145,817
Citigroup's net income (loss)	18,045	(6,798)
Common dividends (1)	(3,865)	(2,595)
Preferred dividends	(1,174)	(1,213)
Impact of Tax Reform related to AOCI reclassification (2)	—	3,304
Other (3)	—	(90)
Balance, end of period	\$ 151,347	\$ 138,425

## Treasury stock, at cost

Balance, beginning of year	\$ (30,309)	\$ (16,302)
Employee benefit plans (4)	484	531
Treasury stock acquired (5)	(14,545)	(14,538)
Balance, end of period	\$ (44,370)	\$ (30,309)

## Citigroup's accumulated other comprehensive income (loss)

Balance, beginning of year	\$ (34,668)	\$ (32,381)
Adjustment to opening balance, net of taxes (1)	(3)	504
Adjusted balance, beginning of period	\$ (34,671)	\$ (31,877)
Citigroup's total other comprehensive income (loss) (2)	(2,499)	(2,791)
Balance, end of period	\$ (37,170)	\$ (34,668)

## Total Citigroup common stockholders' equity

	\$ 177,760	\$ 181,487
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## Total Citigroup stockholders' equity

	\$ 196,220	\$ 200,740
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## Non-controlling interests

Balance, beginning of year	\$ 932	\$ 1,023
Transactions between non-controlling-interest shareholders and the related consolidated subsidiary	—	(28)
Transactions between Citigroup and the non-controlling-interest shareholders	(50)	(121)
Net income attributable to non-controlling-interest shareholders	35	60
Dividends paid to non-controlling-interest shareholders	(38)	(44)
Other comprehensive income (loss) attributable to non-controlling-interest shareholders	(43)	114
Other	18	(72)

## Net change in non-controlling interests

	\$ (78)	\$ (91)
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## Balance, end of period

	\$ 854	\$ 932
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<b>Total equity</b>	<b>\$ 197,074</b>	<b>\$ 201,672</b>
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- (1) Common dividends declared were \$0.32 per share in the first and second quarters and \$0.45 per share in the third and fourth quarters of 2018; \$0.16 per share in the first and second quarters and \$0.32 per share in the third and fourth quarters of 2017; and \$0.05 in the first and second quarters and \$0.16 per share in the third and fourth quarters of 2016.
- (2) Includes the impact of ASU 2018-02, which transferred those amounts from AOCI to Retained earnings.
- (3) Includes the impact of ASU No. 2016-09, Compensation—Stock Compensation (Topic 718): Improvements to Employee Share-Based Payment Accounting.
- (4) Includes treasury stock related to (i) certain activity on employee stock option program exercises, where the employee delivers existing shares to cover the option exercise, or (ii) under Citi's employee-restricted or deferred-stock programs, where shares are withheld to satisfy tax requirements.
- (5) For 2018 and 2017, primarily consists of open market purchases under Citi's Board of Directors-approved common stock repurchase program.

# CONSOLIDATED BALANCE SHEET

As at 31 December	2018	2017
<i>In millions of dollars, except shares and per share amounts</i>		
<b>Assets</b>		
Cash and due from banks (including segregated cash and other deposits)	\$ 23,645	\$ 23,775
Deposits with banks	164,460	156,741
Federal funds sold and securities borrowed and purchased under agreements to resell (including \$147,701 and \$132,949 as of December 31, 2018 and 2017, respectively, at fair value)	270,684	232,478
Brokerage receivables	35,450	38,384
Trading account assets (including \$112,932 and \$99,460 pledged to creditors at December 31, 2018 and 2017, respectively)	256,117	252,790
Investments:		
Available-for-sale debt securities (including \$9,289 and \$9,493 pledged to creditors as of December 31, 2018 and 2017, respectively)	288,038	290,725
Held-to-maturity debt securities (including \$971 and \$435 pledged to creditors as of December 31, 2018 and 2017, respectively)	63,357	53,320
Equity securities (including \$1,109 and \$1,395 at fair value as of December 31, 2018 and 2017, respectively, of which \$189 was available for sale as of December 31, 2017)	7,212	8,245
Total investments	\$ 358,607	\$ 352,290
Loans:		
Consumer (including \$20 and \$25 as of December 31, 2018 and 2017, respectively, at fair value)	330,487	333,656
Corporate (including \$3,203 and \$4,349 as of December 31, 2018 and 2017, respectively, at fair value)	353,709	333,378
Loans, net of unearned income	\$ 684,196	\$ 667,034
Allowance for loan losses	(12,315 )	(12,355 )
Total loans, net	\$ 671,881	\$ 654,679
Goodwill	22,046	22,256
Intangible assets (including MSRs of \$584 and \$558 as of December 31, 2018 and 2017, respectively, at fair value)	5,220	5,146
Other assets (including \$20,788 and \$18,559 as of December 31, 2018 and 2017, respectively, at fair value)	109,273	103,926
<b>Total assets</b>	<b>\$1,917,383</b>	<b>\$ 1,842,465</b>
<b>Liabilities</b>		
Non-interest-bearing deposits in U.S. offices	\$ 105,836	\$ 126,880
Interest-bearing deposits in U.S. offices (including \$717 and \$303 as of December 31, 2018 and 2017, respectively, at fair value)	361,573	318,613
Non-interest-bearing deposits in offices outside the U.S.	80,648	87,440
Interest-bearing deposits in offices outside the U.S. (including \$758 and \$1,162 as of December 31, 2018 and 2017, respectively, at fair value)	465,113	426,889
Total deposits	\$1,013,170	\$ 959,822
Federal funds purchased and securities loaned and sold under agreements to repurchase (including \$44,510 and \$40,638 as of December 31, 2018 and 2017, respectively, at fair value)	177,768	156,277
Brokerage payables	64,571	61,342
Trading account liabilities	144,305	125,170
Short-term borrowings (including \$4,483 and \$4,627 as of December 31, 2018 and 2017, respectively, at fair value)	32,346	44,452
Long-term debt (including \$38,229 and \$31,392 as of December 31, 2018 and 2017, respectively, at fair value)	231,999	236,709
Other liabilities (including \$15,906 and \$13,961 as of December 31, 2018 and 2017, respectively, at fair value)	56,150	57,021
<b>Total liabilities</b>	<b>\$1,720,309</b>	<b>\$ 1,640,793</b>
<b>Stockholders' equity</b>		
Preferred stock (\$1.00 par value; authorized shares: 30 million), issued shares: 738,400 as of December 31, 2018 and 770,120 as of December 31, 2017, at aggregate liquidation value	\$ 18,460	\$ 19,253
Common stock (\$0.01 par value; authorized shares: 6 billion), issued shares: 3,099,567,177 as of December 31, 2018 and 3,099,523,273 as of December 31, 2017	31	31
Additional paid-in capital	107,922	108,008
Retained earnings	151,347	138,425
Treasury stock, at cost: 731,099,833 shares as of December 31, 2018 and 529,614,728 shares as of December 31, 2017	(44,370 )	(30,309 )
Accumulated other comprehensive income (loss) (AOCI)	(37,170 )	(34,668 )
<b>Total Citigroup stockholders' equity</b>	<b>\$ 196,220</b>	<b>\$ 200,740</b>
Non-controlling interest	854	932
<b>Total equity</b>	<b>\$ 197,074</b>	<b>\$ 201,672</b>
<b>Total liabilities and equity</b>	<b>\$1,917,383</b>	<b>\$ 1,842,465</b>

# CONSOLIDATED STATEMENT OF COMPREHENSIVE INCOME

*In millions of dollars*

	2018	2017
<b>Citigroup's net income (loss)</b>	<b>\$ 18,045</b>	<b>\$ (6,798)</b>
<b>Add: Citigroup's other comprehensive income (loss)</b>		
Net change in unrealized gains and losses on investment securities, net of taxes	\$ (1,089)	\$ (863)
Net change in debt valuation adjustment (DVA), net of taxes	1,113	(569)
Net change in cash flow hedges, net of taxes	(30)	(138)
Benefit plans liability adjustment, net of taxes	(74)	(1,019)
Net change in foreign currency translation adjustment, net of taxes and hedges	(2,362)	(202)
Net change in excluded component of fair value hedges, net of taxes	(57)	—
<b>Citigroup's total other comprehensive income (loss)</b>	<b>\$ (2,499)</b>	<b>\$ (2,791)</b>
<b>Citigroup's total comprehensive income (loss)</b>	<b>\$ 15,546</b>	<b>\$ (9,589)</b>
Add: Other comprehensive income (loss) attributable to non-controlling interests	\$ (43)	\$ 114
Add: Net income attributable to non-controlling interests	35	60
<b>Total comprehensive income (loss)</b>	<b>\$ 15,538</b>	<b>\$ (9,415)</b>

# CITIGROUP FINANCIAL SUMMARY

*In billions of dollars, except per-share amounts, ratios and direct staff*

	2018	2017
Global Consumer Banking Net Revenues	\$ 33.8	\$ 32.8
Institutional Clients Group Net Revenues	37.0	36.5
Corporate/Other Net Revenues	2.1	3.1
<b>Total Net Revenues</b>	<b>\$ 72.9</b>	<b>\$ 72.4</b>
<b>Net Income</b>	<b>\$ 18.0</b>	<b>\$ 15.8</b>
Diluted EPS — Net Income	6.68	5.33
Diluted EPS — Income from Continuing Operations	6.69	5.37
Assets	\$ 1,917	\$ 1,842
Deposits	1,013	960
Citigroup Stockholders' Equity	196	201
Basel III Ratios — Full Implementation 2		
Common Equity Tier 1 Capital	11.9%	12.4%
Tier 1 Capital	13.5%	14.1%
Total Capital	16.2%	16.3%
Supplementary Leverage	6.4%	6.7%
Return on Assets	0.94%	0.84%
Book Value per Share	\$ 75.05	\$ 70.62
Tangible Book Value per Share	63.79	60.16
Common Shares Outstanding (millions)	2,369	2,570
Total Payout Ratio	109%	117%
Market Capitalization	\$ 123	\$ 191
Direct Staff (thousands)	204	209

CITIGROUP EXECUTIVE OFFICERS

Citigroup’s executive officers as of February 22, 2019 are:

Name	Age	Position and office held
Raja J. Akram	46	Controller and Chief Accounting Officer
Francisco Aristeguieta	53	CEO, Asia Pacific
Stephen Bird	52	CEO, Global Consumer Banking
Michael L. Corbat	58	Chief Executive Officer
James C. Cowles	63	CEO, Europe, Middle East and Africa
Barbara Desoer	66	CEO, Citibank, N.A.
James A. Forese	55	President; CEO, Institutional Clients Group
Jane Fraser	51	CEO, Latin America
John C. Gerspach	65	Chief Financial Officer
Bradford Hu	55	Chief Risk Officer
Sara Wechter	38	Head of Human Resources
Rohan Weerasinghe	68	General Counsel and Corporate Secretary
Mike Whitaker	55	Head of Operations and Technology

Each executive officer has held executive or management positions with Citigroup for at least five years, except that:

- Ms. Wechter joined Citi in 2004 and assumed her current position in July 2018. Previously, she had served as Citi’s Head of Talent and Diversity as well as Chief of Staff to Citi CEO Michael Corbat. She served as Chief of Staff to both Michael O’Neill and Richard Parsons during their terms as Chairman of Citi’s Board of Directors. In addition, she held roles in Citi’s Institutional Clients Group, including Corporate M&A and Strategy and Investment Banking; and
- Mr. Akram joined Citi in 2006 and assumed his current position in November 2017. Previously, he had served as Deputy Controller since April 2017. He held a number of other roles in Citi Finance, including Lead Finance Officer for Treasury and Trade Solutions, Brazil Country Controller, Brazil Country Finance Officer and head of the Corporate Accounting Policy team supporting M&A activities.

Code of Conduct, Code of Ethics

Citi has a Code of Conduct that maintains its commitment to the highest standards of conduct. The Code of Conduct is supplemented by a Code of Ethics for Financial Professionals (including accounting, controllers, financial reporting operations, financial planning and analysis, treasury, tax, strategy and M&A, investor relations and regional/product finance professionals and administrative staff) that applies worldwide. The Code of Ethics for Financial Professionals applies to Citi’s principal executive officer, principal financial officer and principal accounting officer. Amendments and waivers, if any, to the Code of Ethics for Financial Professionals will be disclosed on Citi’s website, [www.citigroup.com](http://www.citigroup.com).

Both the Code of Conduct and the Code of Ethics for Financial Professionals can be found on the Citi website by clicking on “About Us,” and then “Corporate Governance.” Citi’s Corporate Governance Guidelines can also be found there, as well as the charters for the Audit Committee, the Ethics and Culture Committee, the Nomination, Governance and Public Affairs Committee, the Operations and Technology Committee, the Personnel and Compensation Committee and the Risk Management Committee of the Board. These materials are also available by writing to Citigroup Inc., Corporate Governance, 388 Greenwich Street, 17th Floor, New York, New York 10013

# CONSOLIDATED STATEMENT OF CASH FLOWS

Years ended 31 December

2018

2017

*In millions of dollars, except shares in thousands*

## Cash flows from operating activities of continuing operations

Net income (loss) before attribution of non-controlling interests

\$ 18,080

\$ (6,738)

Net income attributable to non-controlling interests

35

60

Citigroup's net income (loss)

\$ 18,045

\$ (6,798)

Loss from discontinued operations, net of taxes

(8)

(111)

Income (loss) from continuing operations—excluding non-controlling interests

\$ 18,053

\$ (6,687)

Adjustments to reconcile net income to net cash provided by operating activities of continuing operations

Net gains on significant disposals

(247)

(602)

Depreciation and amortization

3,754

3,659

Deferred tax provision

(51)

24,877

Provision for loan losses

7,354

7,503

Realized gains from sales of investments

(421)

(778)

Net impairment losses on investments, goodwill and intangible assets

132

91

Change in trading account assets

(3,469)

(7,038)

Change in trading account liabilities

19,135

(15,375)

Change in brokerage receivables, net of brokerage payables

6,163

(5,307)

Change in loans HFS

770

247

Change in other assets

(5,791)

(3,364)

Change in other liabilities

(871)

(3,044)

Other, net

(7,559)

(2,956)

Total adjustments

\$ 18,899

\$ (2,087)

Net cash provided by (used in) operating activities of continuing operations

\$ 36,952

\$ (8,774)

## Cash flows from investing activities of continuing operations

Change in federal funds sold and securities borrowed or purchased under agreements to resell

\$ (38,206)

\$ 4,335

Change in loans

(29,002)

(58,062)

Proceeds from sales and securitizations of loans

4,549

8,365

Purchases of investments

(186,987)

(185,740)

Proceeds from sales of investments

61,491

107,368

Proceeds from maturities of investments

118,104

84,369

Proceeds from significant disposals

314

3,411

Capital expenditures on premises and equipment and capitalized software

(3,774)

(3,361)

Proceeds from sales of premises and equipment, subsidiaries and affiliates and repossessed assets

212

377

Other, net

181

187

Net cash used in investing activities of continuing operations

\$ (73,118)

\$ (38,751)

## Cash flows from financing activities of continuing operations

Dividends paid

\$ (5,020)

\$ (3,797)

Issuance (redemption) of preferred stock

(793)

—

Treasury stock acquired

(14,433)

(14,541)

Stock tendered for payment of withholding taxes

(482)

(405)

Change in federal funds purchased and securities loaned or sold under agreements to repurchase

21,491

14,456

Issuance of long-term debt

60,655

67,960

Payments and redemptions of long-term debt

(58,132)

(40,986)

Change in deposits

53,348

30,416

Change in short-term borrowings

(12,106)

13,751

Net cash provided by financing activities of continuing operations

\$ 44,528

\$ 66,854

Effect of exchange rate changes on cash and cash equivalents

\$ (773)

\$ 693

Change in cash, due from banks and deposits with banks

\$ 7,589

\$ 20,022

Cash, due from banks and deposits with banks at beginning of period

180,516

160,494

Cash, due from banks and deposits with banks at end of period

\$ 188,105

\$ 180,516

Cash and due from banks

\$ 23,645

\$ 23,775

Deposits with banks

\$ 164,460

\$ 156,741

Cash, due from banks and deposits with banks at end of period

\$ 188,105

\$ 180,516

## Supplemental disclosure of cash flow information for continuing operations

Cash paid during the year for income taxes

\$ 4,313

\$ 2,083

Cash paid during the year for interest

22,963

15,675

## Non-cash investing activities

Transfers to loans HFS from loans

\$ 4,200

\$ 5,900

Transfers to OREO and other repossessed assets

151

113