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Transcript of FCIC staff interview with David Bushnell, Citigroup

Brad Bondi

Greg Feldberg

Ryan Schulte

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C O N F I D E N T I A L

FINANCIAL CRISIS INQUIRY COMMISSION

Interview of DAVID BUSHNELL

April 1, 2010

1285 Avenue of the Americas

New York, New York

10:12 a.m.

VERITEXT REPORTING COMPANY

1 A P P E A R A N C E S:

2

FINANCIAL CRISIS INQUIRY COMMISSION
3 1717 Pennsylvania Avenue NW, Suite 800
Washington, DC 20006

4

BY: BRADLEY J. BONDI, Assistant Director
5 and Deputy General Counsel
GREG FELDBERG, Research Team
6 RYAN SCHULTE, Research Team
SCOTT GANZ, Assistant to the Vice Chair

7

8 JONES DAY, ESQS.
On behalf of the Witness
9 222 East 41st Street
New York, New York 10017

10

BY: HENRY KLEHM, III, ESQ.
11 -and-
EMILY A. POSNER, ESQ.

12

13 JONES DAY, ESQS.
On behalf of the Witness
14 51 Louisiana Avenue, N.W.
Washington, D.C. 20001

15

BY: PETER J. ROMATOWSKI, ESQ.

16

17

18 PAUL, WEISS, RIFKIND, WHARTON & GARRISON, LLP
On behalf of the Witness
19 1285 Avenue of the Americas
20 New York, New York 10019

21

22

23

24

25

BY: BRUCE BIRENBOIM, ESQ.
BRAD S. KARP, ESQ.
JANE O'BRIEN, ESQ.

1 BY MR. BONDI:

2 Q Good morning, Mr. Bushnell. My
3 name is Brad Bondi. I am with the Financial
4 Crisis Inquiry Commission in Washington,
5 D.C. We were formed by Congress to
6 investigate the causes of the financial
7 crisis and to do a report for the President
8 and Congress by December 2010. I am joined
9 by my colleagues, Greg Feldberg, Scott Ganz
10 and Ryan Schulte from the Financial Crisis
11 Inquiry Commission?

12 This interview is being
13 transcribed. You are not under oath, but I
14 am obligated to tell you that we are federal
15 agents, so 18 USC 1001 applies, and that is
16 a statute your lawyer can tell you about.
17 That just basically says it is a crime to
18 knowingly provide false information to a
19 government agent, but I have no reason to
20 believe that you are not going to be
21 truthful with us today.

22 Could you please state your full
23 name for the record?

24
25 A David Colton Bushnell.

1 Q What is your address, Mr.
2 Bushnell?

3 A 91 Western Drive, and that is
4 Short Hills, New Jersey.

5 Q Are you currently employed?

6 A I am retired. I guess I would
7 say I am a member of the board of directors
8 of a public company called Renaissance Re,
9 and I have my own modest consulting
10 operation, Bushnell Consulting LLC.

11 Q I have seen on the Internet a
12 reference to an EEWC or an acronym similar
13 to that, affiliation with eastern European
14 something? Are you affiliated with an
15 organization along those names?

16 A No.

17 Q The Internet is sometimes wrong.

18 MR. KLEHM: Different Bushnell.

19 THE WITNESS: Must be.

20 BY MR. BONDI:

21 Q Maybe a different Bushnell.

22 Could you tell us your
23 educational background?

24

25 A Sure. I have a B.A. from Amherst

1 College in English.

2 Q What year did you graduate?

3 A 1976.

4 Q Could you take us through your
5 employment history with Citigroup or its
6 predecessor, starting from the beginning and
7 going through your last day with Citigroup?

8 A Okay. So, brief start, after
9 graduating from Amherst College, I was a
10 commercial banker in Boston with a regional
11 bank called Bay Banks for about nine years.

12 After that I was, came down and
13 worked for Salomon Brothers initially in
14 what was called its financial institutions
15 resource group covering commercial banks,
16 rose up to run that group covering not only
17 banks but insurance companies, pension
18 funds, et cetera.

19 Then in '93, after running that,
20 was moved to run the finance desk, which at
21 Salomon Brothers was a combination of a sort
22 of, if you will, the treasurer almost of
23 Salomon Brothers, responsible for funding
24
25 the firm as well as trading its match books,

1 trading short term derivatives, forward rate
2 agreements, and its prime brokerage
3 operations. I did that from '93 through
4 '98, which is the merger or the purchase of
5 Salomon by Travelers. At that time I became
6 the risk manager for Salomon Smith Barney,
7 the combined entity under the Travelers
8 umbrella.

9 And then shortly thereafter, of
10 course, Travelers merges with Citigroup, and
11 I had increasing responsibilities in risk
12 management, becoming the risk manager for
13 what ultimately becomes the corporate and
14 investment bank, and then in December of
15 2003 I became the chief risk officer for
16 Citigroup.

17 In August, September of '07 I
18 took on the additional responsibilities of
19 chief administrative officer, and then I
20 retired from Citigroup effective at the end
21 of December in '07.

22 **Q And when you became chief**
23 **administrative officer, did you replace Lou**
24
25 Kaden?

1 A Yes.

2 Q When was your first role, though,
3 in risk, as a risk officer? What year would
4 that have been?

5 A It was June of '98.

6 Q While at Salomon Brothers, did
7 you have any role in high yield or junk bonds?

8 A No.

9 Q While at Salomon Brothers, did
10 you interact with Thomas Maheras?

11 A Yes.

12 Q What was your interaction with
13 Mr. Maheras while at Salomon Brothers?

14 A Well, Tom was -- I have to get my
15 time right. Tom ran high yield, and then
16 was moved after the '93, '94, if my memory
17 serves correct, big disruption in the
18 mortgage market, large changes there. So he
19 became head of the mortgage desk after a
20 stint in high yield.

21 I was still running the finance
22 desk, so remember, we are financing all of
23 the traders' positions and the mortgage
24
25 desk, so I would have had interaction in in

1 essence financing his positions.

2 And then right at the end of all
3 of this -- by the end I mean just prior to
4 the purchase by Travelers, Tom -- I am
5 trying to even remember. I guess Tom didn't
6 become head of fixed income until after the
7 merger, at which time I simultaneously kind
8 of -- he moved to become head of the fixed
9 income area and I moved to become risk
10 manager. So for a while there we were sort
11 of, I was funding his position and two
12 trading, large trading desk heads that
13 reported to, as a peer, if you will, that
14 reported to the head of fixed income.

15 Q How long have you known Mr.
16 Maheras?

17 A Since that time. That would have
18 been -- /

19 Q '93?

20 A -- '93, '94, yeah.

21 Q Would you characterize your
22 relationship as being a friend of Mr. Maheras?

23 A Yeah. To give you a sense, I
24
25 probably see, I have seen Tom twice in the

1 last two years, so somewhere friend and
2 acquaintance.

3 Q What about Randolph Barker, Randy
4 Barker?

5 A Uh-huh.

6 Q How long have you known Mr. Barker?

7 A About the same time as Mr. Maheras,
8 more when I became risk manager, not even
9 necessarily -- it wasn't too much. I knew
10 who he was, he knew who I was when I was
11 running the finance desk and he was in high
12 yield capital markets in the investment
13 bank, but then when I became Salomon Smith
14 Barney's chief risk officer, more
15 interaction at that time, and personal.

16 Q Would you consider yourself a
17 personal friend of Mr. Barker?

18 A Yeah, I would describe that
19 relationship as a close personal friend;
20 lives in the same town as I do, our families
21 vacation together. So I will see Randy a
22 couple times a month, you know, easily.

23 Q There was a New York Times
24
25 article that described a fishing trip that

1 you had with Mr. Barker where you ran out of
2 gas on the lake. Is that a true story?

3 A Yes, it is. It wasn't a lake, it
4 was off of Montauk, and I didn't do a good
5 job, I didn't do a good risk management job
6 of checking the gas tank. So we had to call
7 for a gas-up.

8 Q I would like to take you to your
9 duties and focus you on your duties as chief
10 risk officer of Citigroup. I understand you
11 said you assumed that position in December
12 of 2003?

13 A Yes.

14 Q And you were appointed by Chuck
15 Prince to that position?

16 A I was.

17 Q What was your role as chief risk
18 officer?

19 A I think the role at that time,
20 broadly defined, was, first of all, the head
21 of a division that we called independent
22 risk management, so a reporting structure
23 for those people.

24

25 The entire division is a control

1 function, one of the control function,
2 compliance, legal, finance being the others
3 in Citi's organizational structure, or was
4 at that time.

5 And risk management had the
6 responsibilities for, I think first and
7 foremost, translating the seniormost
8 management, Chuck's in this instance, and
9 the board of directors' risk appetite into,
10 through policies, procedures, limits, et
11 cetera, to the businesses, and somewhat vice
12 versa, that conveying to the seniormost
13 management businesses' desires for, you
14 know, what they wanted to do in verbiage
15 that both Chuck and the board would
16 understand, help them understand that;
17 probably almost, if not the primary
18 regulatory contact on risk, it was certainly
19 probably tied with the general counsel's
20 job, another function as the chief risk
21 officer; at least that is a summary version
22 of it.

23 **Q During your tenure as chief risk**
24
25 officer, did your duties ever change?

1 A I picked up the compliance
2 responsibility in -- so I didn't have that
3 in December of 2003, the entire compliance
4 division, and I picked that up I think it
5 was the summer of 2005, if my memory serves
6 me correct.

7 Q And when you picked up the
8 compliance responsibility, what additional
9 duties, responsibilities, did you assume?

10 A Well, one, the reporting
11 structure of the compliance division, so
12 that was another large control division of
13 Citigroup, and responsible for the
14 implementation of compliance function; again
15 policies, compliance testing, regulatory
16 relationships, all of that came under my
17 responsibilities.

18 Q How did your duties change
19 vis-à-vis the investment bank?

20 A Well, I picked up the compliance
21 function within the investment bank also,
22 you know, reported in to me, as did the
23 compliance area of the consumer bank and
24
25 consumer area of global wealth management,

1 et cetera.

2 Q While chief risk officer, to whom
3 did you report?

4 A Initially I reported to Chuck
5 from December 2003, and then we hired Lou in --
6 I am sorry, I can't remember the time frame.
7 Somewhere I think it was maybe 2006, late
8 2005, we hired Lou, and I then reported to Lou.

9 Q And by Lou, Lou Kaden, the chief
10 administrative officer?

11 A Yes.

12 Q Did you also have a reporting
13 duty or line to the board of directors?

14 A Not a, not a direct line. I mean
15 lots of interaction directly with them,
16 particularly in the audit and risk committee
17 of the board and its various subcommittees,
18 but not a direct line.

19 Q Were you a member of the Business
20 Heads group?

21 A Yes.

22 Q What was the Business Heads group?

23 A The Business Heads group was the
24
25 seniormost management group of Citi. It was

1 comprised of the people who actually ran the
2 business. So again in this general area
3 that we are talking about, that would have
4 been the head of the corporate and
5 investment bank, the head of the consumer
6 bank, the head of global wealth management,
7 the head of Citi alternative investments,
8 those were the four major business units,
9 and myself and the chief financial officer,
10 Chuck, and the president. So it have would
11 have Bob Willamstead for a while or Bob
12 Druskin later, depending on which time
13 period we are at .

14 **Q How often did the Business Heads**
15 **group meet?**

16 **A Generally weekly, and we fell**
17 **into a weekly for a couple of hours and then**
18 **once a month for a full day.**

19 **Q The once a month for a full day**
20 **would have been in addition to the weekly**
21 **meetings?**

22 **A It usually sort of took the place**
23 **of one of the weekly meetings.**

24

25 **Q The weekly meetings were on**

1 Monday morning?

2 A Yeah, I believe so. That is my
3 recollection.

4 Q Usually in the library outside
5 Mr. Prince's office?

6 A Yes.

7 Q And during those meetings, would
8 you give an update on the risk conditions
9 that Citigroup faced?

10 A I might. It was a little bit
11 more a fairly unstructured agenda, so that
12 certain of them might have been devoted a
13 lot to risk issues coming from both myself
14 as well as business, and other instances,
15 you know, I might not have said anything.

16 Chuck usually kind of, as I say,
17 very, more casual, would go around, have one
18 or two agenda items that we wanted to talk
19 about, go around the room to anybody: What
20 do you want to notify your fellow Business
21 Heads about, or questions coming up, or
22 something you want everybody to be aware of.

23 Q Who had a direct line of report
24
25 to you?

1 A My direct lines were organized in
2 a business structure with a geographic
3 overlay, so the head of the corporate and
4 investment bank, or co-heads, as again that
5 evolved. Independent risk management for
6 the corporate investment bank reported to
7 me. The head of risk management for global
8 wealth management reported to me. The head
9 of consumer reported to me. The head of --
10 we had a corporate level function we called
11 risk architecture, he reported to me.

12 And then I had a geographic
13 overlay in a person in Europe and a person
14 in Asia that also reported directly to me,
15 and I had a chief of staff.

16 Actually alternatives, because it
17 was a relatively modest size at the end, we
18 had that reporting to the corporate
19 investment bank risk managers who then
20 reported to me.

21 Q Did Mr. Maheras report to you?

22 A No.

23 Q But a risk person in the
24

25 investment bank would have reported to you?

1 **A The head of risk management for**
2 **the corporate and investment bank reported**
3 **directly to me.**

4 MR. BIRENBOIM: These are
5 people within your group.

6 THE WITNESS: Yeah, and they
7 then had hundreds or thousands of
8 people who reported to them, all
9 within the independent risk division.

10 At the end that would have been
11 Pat Ryan and BeBe Duke for the
12 corporate and investment bank.
13 Yasmine Anavi as head of the consumer
14 bank, Collin Church in Europe, Jim in
15 risk architecture, Jim Garnett in risk
16 architecture. Sue Locke was my chief
17 of staff. Global wealth management
18 was Tom Schwartz. That was the direct
19 reports' names as of 2007.

20 BY MR. BONDI:

21 **Q You used a term that I am not**
22 **familiar with, risk architecture. What is**
23 **that?**

24
25 **A Risk architecture, that was a**

1 combination of the overarching risk systems
2 of Citi, our credit risk systems, our market
3 risk systems, our compilations of VAR, our
4 computations of economic capital, our
5 corporate-wide liquid risk management,
6 country risk management; by that I mean we
7 had businesses in a hundred different
8 countries, so we had a risk management
9 function that viewed individual countries
10 and the risk that was inherent in that.

11 All of that was in this risk
12 architecture function, as well as we called
13 it risk aggregation. Certain types of risk,
14 real estate risk, et cetera, had a corporate
15 level function that would work with these
16 business unit risk management and roll up
17 system, so all of that was housed under this
18 department we called risk architecture.

19 Q I didn't hear liquidity in there.
20 Was there a liquidity --

21 A I think I said liquidity risk was
22 at the corporate, and that was under the
23 risk architecture function. That
24
25 responsibility was sort of co-shared with

1 the chief financial officer.

2 Q I see. What was your
3 relationship like with BeBe Duke, Ms. Duke?

4 A Fine. BeBe was, as I said,
5 co-head of corporate and investment bank
6 risk management structure; I promoted her to
7 that position. And she had -- when I was
8 down at the corporate and investment bank,
9 she was my head of market risk management
10 when I was running the corporate investment
11 bank, so a long-standing colleague in risk
12 management.

13 Q How often would you meet or
14 interact with Ms. Duke?

15 A Several times a day.

16 Formal, that group that I
17 described, we had formal staff meetings once
18 a week with all of those reporting heads to
19 that, but the, as I said, day-to-day or
20 several times during a day, near constant
21 interaction, not only with Ms. Duke and Mr.
22 Ryan, both co-heads at that time, but the
23 same would have been true for Ms. Anavi or
24
25 the others.

1 Q How was the responsibility
2 divided between Mr. Ryan and Ms. Duke?

3 A They were co-heads. They did not
4 try, when we set up them as co-heads, which
5 was Jessica Palmer prior to that in the
6 first part of this time was head of risk
7 management. She retired in 2006, so when we
8 set up co-heads, they really didn't want to
9 divide their responsibilities that much.

10 That having been said, I think
11 Pat had more of a credit background and BeBe
12 had more of a market risk background within
13 sort of risk disciplines.

14 Q Who is Murray Barnes?

15 A Murray Barnes was a risk manager
16 in, was a risk manager in the corporate and
17 investment bank.

18 Q And how often do you interact
19 with Mr. Barnes?

20 A That would have been
21 sporadically. As I say, he was one level
22 down, one or two levels down. He reported
23 in to Pat and BeBe and their structure, and
24
25 I usually sort of honored corporate

1 structure, although occasionally with any
2 different of the risk managers I may go
3 directly to them if I had a specific
4 question that was in their area of expertise
5 or something.

6 Q What is your opinion of Mr.
7 Barnes as a risk manager?

8 A I think he is an excellent risk
9 manager.

10 Q Have you ever heard the term in
11 risk management called the black swan?

12 A Yes.

13 Q What is a black swan?

14 A Generally speaking, I would say
15 it is outliers in a statistical norm.

16 Q As a risk officer, how do you
17 protect the institution against a black swan?

18 A I am not sure you can ultimately
19 protect against a black swan. It is hard
20 enough to try to identify that there might
21 be an outlier. What the magnitude of that
22 outlier might be is also difficult to
23 discern. And finally, in terms of
24
25 protections, mitigation efforts or just not,

1 you know, doing the business, are also
2 difficult propositions.

3 So, I think it is very hard to
4 protect against black swans.

5 Q Is one mechanism to protect
6 against a black swan maintaining sufficient
7 capital or reserves?

8 A Well, yes, but black swans kind
9 of even go from the, sort of to the
10 unimaginable happening, and at some level
11 you have to put even the very difficult in
12 these very rare occurrences or never had
13 happened before, you can put -- the question
14 is of how much capital and then what is the,
15 as you say, probability of that. You have
16 to make some sort of risk/reward
17 determination for that.

18 Q Are there any models that you can
19 use to protect against black swans?

20 A I personally don't think that
21 models with assumptions, correlations,
22 statistics, are adequate protection against
23 things that may have never happened.

24

25 Q So I take it, then, historical

1 data then is of little use in predicting a
2 black swan?

3 A I think that is right. I think
4 that you run into, from a risk management
5 standpoint you run into historical
6 occurrences or data problems that could be
7 useful but are just difficult to apply.

8 To give you a sense of what I am
9 trying to say, if we had great data about
10 the Dutch tulip craze or the South Sea
11 Island bubble -- these are going back three
12 and four hundred years -- those were black
13 swan-like events that would be interesting,
14 but there is no data. And if you had some
15 of that data, it might give you a little bit
16 more knowledge about what potentially could
17 occur, and even those instances are things
18 that did occur, much less things that have
19 never occurred. So it is difficult.

20 Q Do you see a role as the chief
21 risk officer in warning companies about
22 potential black swans?

23 A I think there is -- again, there
24
25 is a balance of trying to make reasonable

1 awareness of the organization of what
2 potentially could happen versus -- I mean it
3 is easy to say the sky is falling all the
4 time and you would never do anything and you
5 would never take any risk. So it is that
6 balance that's the art of risk management.

7 **Q Was there ever a time that you**
8 **warned Mr. Prince or Mr. Kaden about a**
9 **potential black swan on the horizon?**

10 MR. BIRENBOIM: In any context?

11 MR. BONDI: In any context.

12 THE WITNESS: Sure. I can give
13 you an instance of, we were quite
14 concerned about Venezuela -- let's
15 talk about country risk -- that
16 Venezuela would nationalize our entire
17 bank, there is a distinct possibility.

18 It never happened in Venezuela,
19 it happened in other instances, so we
20 would talk, I would say everything
21 from here's what our political risk
22 and our country risk people were
23 saying about Venezuela, what could we
24
25 do to potentially mitigate that.

1 That is an instance of -- I
2 think there is numerous instances of
3 things in either a country risk
4 management, an individual obligor, you
5 know, going completely up that we
6 would discuss if it was appropriate.

7 BY MR. BONDI:

8 Q Are there stress tests that you
9 can do or scenario analyses that you can do
10 to try to see how prepared a company would
11 be for an unforeseen event?

12 A There is. You can try to do some
13 of those. Stress tests for like 9/11
14 happening again, you would perform a stress
15 test for entire areas of our infrastructure
16 being wiped out and what would we have to do
17 with that.

18 Q I would like to turn your
19 attention to the CDO positions at Citigroup.
20 What stress tests were done over time on the
21 super senior positions that Citigroup held?

22 A The stress tests that were
23 involved in that, we did two types of stress
24
25 tests on a regular basis that rolled up

1 eventually to consolidated reports to the
2 board of directors. One were model-driven
3 stress tests, and the others were what we
4 called risk manager stress tests.

5 The model-driven stress tests
6 used historical data, worst case ever
7 historical data, limits, and different
8 correlation assumptions to come up with loss
9 results.

10 The risk manager estimates
11 supplemented that kind of basic, almost
12 mathematical model with kind of worst case,
13 what if, or it has never happened before but
14 that is okay, I want to put a number in
15 here. In that sense, the CDO positions
16 would have been rolled up into this
17 aggregated stress test.

18 **Q You said rolled up, so there**
19 **would be, CDO positions were part of a**
20 **larger stress test?**

21 **A Yes. We would have rolled it up**
22 **from at a trading desk level, so structured**
23 **credit would have had a, here's its limits,**
24
25 et cetera, we would apply historical data,

1 as I said, with different correlations
2 assumptions in it, and then built that up
3 because that would have been one done for
4 the structured credit, one done for
5 secondary corporate bond trading, one done
6 for the mortgage desk trading, one done for
7 high yield trading, all of those being built
8 up to an entirety for fixed income division
9 and an entirety for the corporate and
10 investment bank, and finally for all of
11 Citigroup in that fashion.

12 Q And you said these were presented
13 to the board of directors?

14 A Yes.

15 Q And I am trying to get a
16 chronology, Mr. Bushnell, sort of when the
17 stress tests were done?

18 A They were done every quarter,
19 they were shown to them. What was shown to
20 the board was a summary of the results that
21 said here are the stress test results. We
22 presented them with correlations and without
23 correlations -- I will come back to that in
24
25 a minute -- as well as a risk manager estimate.

1 So they saw three aggregated
2 Citigroup-wide numbers that says here is how
3 much money on a mark-to-market basis we
4 could lose based on these stress tests, and,
5 as I said, they saw the aggregated version.
6 Buried within that, if you will, was a
7 stress test on something that included the
8 CDO positions.

9 Q So the board of directors, when
10 they saw the stress tests, they didn't see
11 CDOs as broken out?

12 A You are being much, much too
13 granular.

14 To give you again a sense, so
15 there is, the structured credit area
16 actually had, if I remember correctly, two
17 or three different trading desks within it,
18 each of which had limits to them and each of
19 which had a stress. Structured credit was
20 one, I think the number was probably in
21 excess of two hundred different trading
22 desks. So, FX trading in Malaysia, Eurobond
23 trading in London, JGB trading, you think of
24
25 all of those things happening, all of them

1 having an individual unit stress test,
2 statistically based as well as an individual
3 risk manager element.

4 Then you have to add those all
5 up. If you added those all up, that would
6 be what we would call a no correlation event
7 because a lot of times you will sit there
8 and say, well, if this Eurobond position is,
9 we are stressing it to its worst case ever
10 as a long, historical correlations would
11 show that JGBs, Japanese government bonds,
12 move fairly similarly to that, or that oil
13 prices or interest rates, raw interest rate
14 risk might move opposite to that.

15 Risk models build correlation
16 assumptions and/or diversification
17 benefits -- that is an and/or -- into them.
18 If you really want to show the worst case,
19 you assume that the worst case happens to
20 every different risk factor, there is no
21 correlation, you add them up across, which
22 we showed to the board.

23 Then we had done a lot of work on
24
25 what is the historical correlations between

1 credit risk and market risk, between
2 interest rate factors and oil prices,
3 between country risks happening and stock
4 price movements. That would be the
5 historical correlation numbers.

6 And then the third one was kind
7 of the risk managers throwing out all of
8 this data and/or saying yeah, but I still
9 want to put the case that Venezuela is going
10 to nationalize its banking industry. Even
11 if it has never happened and it is not in
12 the data, I still want to put it down and
13 make an estimate to that.

14 **Q When did these quarterly stress**
15 **tests begin?**

16 **A They had been -- I am trying to**
17 **remember if they were even implemented**
18 **before I became chief risk officer.**
19 **Certainly pretty soon upon my becoming that,**
20 **we started to use them and refine them.**

21 **Q Let's take these models or these**
22 **two types of stress tests that you described**
23 **separately.**

24
25 On the model-driven stress test

1 for super senior CDO tranches, what went
2 into that model specifically?

3 A Right. The model would have
4 looked at -- this was a triple A rated
5 security, super triple A rated -- would have
6 looked at what is the most deterioration
7 over a time period that you wanted to model:
8 Is this stress test in a day, is it for a
9 week, is it for a month, for a year, for ten
10 years, what are we talking about? So what
11 is the biggest change in price that we have
12 seen for a triple A rated security over time?

13 That is my -- you know, I am
14 making this up but trying to give you an
15 example. It's somewhere in 1962 there was a
16 wide spike for this one, we are going to use
17 that as the worst case, and then stress the
18 position for that.

19 Q If I can get this right, you said
20 a triple A rated security. So you would
21 look at what was the worst case scenario
22 that happened to any triple A rated security
23 over time?

24
25 A Yeah. And that one, within the

1 bowels of risk architecture, what the exact
2 stress, whether it was an aggregation of the
3 worst movement of an index of triple A
4 issues or a specific one, you know, I can't
5 exactly recall what it was.

6 But it was, you were trying to
7 capture price movements, the worst price
8 movement in a class of bonds, triple A rated
9 bonds, and apply that to the triple A rated
10 CDO bonds.

11 Q So right off the bat, though, you
12 were assuming that the ratings on the super
13 senior tranches were correct?

14 A That is correct, in this stress
15 test, yes.

16 Q Was there another stress test,
17 then, that you didn't assume that the
18 ratings were correct?

19 A Well, as I said, you had the
20 potential risk manager overlie on any of
21 this that could have said I can see that the
22 biggest price movement in a year was, you
23 know, a ten-point drop in a triple A rated
24
25 bond. I am going to put in 15 points

1 because I feel like it, or I think it could
2 be worse, or there is something inherent in
3 this. And that could have been, as I say,
4 in risk manager adjustments, if you will, or
5 enhancements to or a scenario stress that
6 had never occurred in their results.

7 Q And the model-driven stress test
8 was based then on, entirely on historic data?

9 A Correct.

10 Q And it also made the assumption
11 that the super senior tranche would perform
12 in a similar fashion as a different type of
13 debt instrument rated the same, though, is
14 that correct?

15 A Yes.

16 Q What was the worst case scenario,
17 then, that was assumed in the model-driven
18 stress test?

19 A I can't recall for triple A rated
20 bonds what that was.

21 Q Any ballpark estimate?

22 A I wouldn't even wager a ballpark.

23 Q Were the models independently
24
25 verified?

1 A Yes.

2 Q And was that true throughout time?

3 A Yes.

4 Q Who independently verified the
5 models?

6 A Within that risk architecture
7 area, we had a model validation and
8 verification unit who was responsible for
9 doing that.

10 Q Who in that unit was responsible
11 for verifying the models that were used for
12 the super senior tranches?

13 A I can't recall. It would have
14 been again under Jim Garnett's area.

15 Q The risk manager estimates that
16 would have been plugged in in the second
17 type of stress test, who was responsible for
18 the risk manager estimates that were plugged
19 in with respect to the super senior tranches?

20 A It would have gone hierarchically
21 down, so Murray and Dominick Wallace in
22 London because, as I said, we were down
23 almost at the desk level that starts to roll
24
25 up this. They would have made estimates for

1 the desks that they are responsible for.

2 And it wouldn't have just been
3 for the super senior positions. They were a
4 part of a desk that was structured credit,
5 so we did it at the desk level so that it
6 would have been, again, buried in there
7 would have been if they wanted to make
8 adjustments for index-linked notes, that is
9 another structured credit, or CDO super
10 senior pieces or single A tranches of super
11 senior pieces, they would have built that up
12 and that would have gone up to Pat and BeBe
13 as we go up to the next hierarchical level
14 aggregating these, all of these different
15 desks into a fixed income level and then
16 ultimately a corporate investment bank
17 level, and then given to risk architecture
18 along with the consumer banks and along with
19 the global wealth management and along with
20 CAIs to get the aggregated positions.

21 **Q Were you responsible for**
22 **ultimately approving the models?**

23 **A Yes.**

24

25 **Q Were you responsible for**

1 approving, then, the model that was applied
2 to the super senior tranches specifically?

3 A Ultimately everything reported up
4 to me.

5 Q Mr. Bushnell, I am trying to get
6 at what, sort of your involvement was with
7 respect to the models themselves and the
8 stress testing of the super senior
9 positions. Would you have been involved in
10 those stress tests? Would you have been
11 consulted on those stress tests? Were you
12 an active or passive recipient of that
13 information?

14 A I would describe myself as a
15 passive recipient with -- large model issues
16 might have been brought to me for my
17 adjudication, if you will. But again, what
18 data was used in the stress test, whether we
19 should use S&P's data or Moody's data, I
20 wouldn't have been involved in that. Jim
21 Garnett, and underneath Jim several of his
22 people would have, in essence, made that
23 decision. Same thing with the risk manager
24
25 stress tests, I am going to be a recipient

1 of this work that is aggregated up to me.

2 I wasn't involved in an
3 individual discussion, and again I am
4 talking through time here, an individual
5 discussion. I couldn't have been. As I
6 said, in the corporate investment bank alone
7 there is 220 different desks with 50 to 60
8 different risk managers, all making
9 quarterly assumptions, et cetera. I didn't
10 sit down with each of them personally and go
11 through what their assumptions were and how
12 they changed their assumptions this quarter
13 from last quarter or anything like that.

14 **Q Was liquidity risk factored into**
15 **either of these two stress tests that you've**
16 **described, the model-driven stress test or**
17 **the risk manager estimates, with respect to**
18 **the super senior tranches and CDOs?**

19 **A I don't know because, as I said,**
20 **I don't know what was in the mind of the**
21 **individual risk manager who might have**
22 **adjusted their risk manager stress test off**
23 **of that.**

24
25 In the models off of that -- I

1 actually can't recall. I know we had
2 discussions about putting further liquidity
3 in a formulaic sense, in a data-driven
4 sense, putting further stress tests for
5 large positions. It says, well, you know,
6 to try and give you an example, if we had to
7 move, you know, what is the most that a
8 particular stock has ever moved or a group
9 of stocks?

10 Well, you know, the most that IBM
11 stock has moved -- I am making all of this
12 up -- is 25 points in day. Well, that is
13 true if you have, you know, a hundred shares
14 of IBM to move, you could use that as
15 reasonable stress. But if you have ten
16 percent of all IBM shares to move, even that
17 historical data is probably not pertinent,
18 so you might want to even make it worse
19 because you have such a large position that
20 it would move the market more than
21 historical because no amount has ever been
22 put on that.

23 So I know that we talked about
24
25 that.

1 Q When did you talk about that?

2 A Several times with Jim Garnett,
3 that would be the type of kind of aggregate
4 model questions that we might discuss.

5 Q But in what year? How early do
6 you remember talking about that in the
7 context of having additional liquidity --

8 A Since being a senior risk
9 officer.

10 MR. BIRENBOIM: To be clear,
11 you are now talking just generally.

12 THE WITNESS: Yes, I am talking
13 about general, what I would call
14 liquidity enhancements to stress.

15 MR. BIRENBOIM: For any kind of
16 security.

17 THE WITNESS: Any kind, and I
18 would say that has been, since I
19 became a risk officer, that has been a
20 common question for risk officers to
21 try and think about.

22 BY MR. BONDI:

23 Q And was anything done in response
24
25 to those discussions?

1 A I can't recall if we did try to
2 put some factors in for what we would have
3 called concentrated positions.

4 Q When was the first time that you
5 recall presenting any stress tests that were
6 broken out specifically for super senior
7 tranches of CDOs to the board of directors?

8 A My recollection is probably in
9 October of 2007 specifically for the super
10 senior positions.

11 Q And was that done at the request
12 of a board member, the board, or a member of
13 senior management?

14 A I can't recall a specific
15 request. It was as much my desire to show
16 it. I don't think we had a specific
17 request.

18 Q When was the earliest you
19 remember discussing super senior positions
20 on CDOs at the Business Heads meetings?

21 A Late August, early September of
22 2007.

23 Q Who raised the super senior
24
25 tranches at the Business Heads meeting?

1 A I probably did.

2 Q And what do you recall saying?

3 A That there were valuation -- we
4 could have mark-to-market volatility in
5 super senior positions affecting third
6 quarter results.

7 Q And why did you express that?

8 A Because I felt there could be
9 mark-to-market volatility in our third
10 quarter results.

11 Q What prompted you, though, to
12 reach that opinion? Was there an event?

13 A The continued illiquidity in
14 markets worldwide. We had a large
15 concentrated position. Mark-to-market
16 methodology for illiquid positions was very
17 difficult to attain, and we had started to
18 see deterioration in the underlying RMBS and
19 the mortgages which underlied the underlying
20 RMBS, the CDOs.

21 Q Was Mr. Prince at that meeting?

22 A I can't recall the meeting
23 specifically.

24

25 MR. BIRENBOIM: I don't think

1 the meeting has been identified.

2 MR. BONDI: I had asked earlier
3 when was the first Business Heads
4 meeting that you raised that at, and I
5 thought you said late August, early
6 September.

7 MR. BIRENBOIM: I heard that as
8 a time period.

9 THE WITNESS: As a time period,
10 you asked what time. I said my
11 recollection is somewhere in late
12 August or early September. I don't
13 recall which specific meeting it was
14 that we started to address this.

15 BY MR. BONDI:

16 Q When is the earliest you remember
17 raising the super senior tranches of CDOs
18 with Mr. Prince, either directly or at a
19 meeting with Mr. Prince?

20 A Probably in that same time frame.

21 Q Do you recall him having a
22 reaction when you raised the super senior
23 tranches?

24

25 A No, I don't recall.

1 (Thereupon, document marked
2 Citi 7657, "Presentation to the
3 Securities and Exchange Commission
4 regarding overall CDO business and
5 subprime exposure," dated June 2007,
6 was marked DB Exhibit 1 for
7 Identification, as of this date.)

8 BY MR. BONDI:

9 Q Mr. Bushnell, I have shown you
10 what has been marked Citi 7657. It is
11 entitled "Presentation to the Securities and
12 Exchange Commission regarding overall CDO
13 business and subprime exposure," dated
14 June 2007.

15 Do you recognize this document?

16 A Not that I can recall.

17 Q Flip to the third page of the
18 document, which is Citi 7659. It says
19 "Overview of subprime exposure in the global
20 structured credit product business, April 2007."

21 A Page three?

22 Q Flip back one.

23 Do you recognize this document?

24

25 A No.

1 Q Do you recall having any meetings
2 with the SEC in the late spring, early
3 summer of 2007 concerning the CDO business
4 or the subprime exposures?

5 A No.

6 Q Do you have any understanding of
7 the document that I have just shown you?
8 Have you ever seen it?

9 A Not that I can recall.

10 Q Do you know who would have been
11 involved in this presentation to the SEC in
12 June of 2007?

13 A No.

14 Q I would like to draw your
15 attention to Bates number 7662, and the
16 bottom bullet there. It says "In our
17 trading books." If you could read that
18 bullet, that entire bullet to yourself, if
19 you could, I will have some questions about it.

20 A Okay.

21 Q The last sentence has a
22 statement, "Therefore, a significant amount
23 of the risk is hedged through short
24
25 positions on tranching product and on various

1 ABX indices."

2 Do you have any understanding of
3 what that sentence means?

4 A I think so.

5 Q What is your understanding?

6 A I think that they had, in this
7 secondary trading desk they would take
8 positions in different tranches of CDOs,
9 triple B, single A, double A positions, to
10 facilitate customer liquidity and customer
11 inquiries. If they happened to be holding a
12 position and they wish to hedge its price
13 volatility, they would use another
14 instrument, ABX indices which traded, in an
15 attempt to hedge the price volatility of the
16 position that they had.

17 Q And would you have been involved
18 in the decisions as to what hedged positions
19 would be taken, or would that have been a
20 decision of someone below you?

21 A Neither. This would have been a
22 business decision.

23 Q I draw your attention to page
24

25 7673. The top of that page says "Excluded

1 from analysis." The first bullet says
2 "Super senior book."

3 I want to draw your attention to
4 the bullet, the second bullet there: "This
5 so-called super senior tranche is viewed by
6 the rating agencies to have an extremely low
7 probability of default, less than 0.01 percent."

8 What is meant by that bullet?

9 MR. ROMATOWSKI: Well, he is
10 not the author and is not familiar
11 with the document, so he can't tell
12 you what was intended by what is
13 written here.

14 But if you have an
15 interpretation, if it means something
16 to you, you can say what it, what your
17 understanding is.

18 BY MR. BONDI:

19 Q Do you understand what that means?

20 A I can understand what it means to
21 me or what was, I think, attempting to be
22 conveyed.

23 Q What was that?

24

25 A What a, what the rating agency's

1 equation of a super triple A security's
2 probability of default was.

3 Q And was your understanding that
4 Citigroup relied on the rating agency's
5 determination of the probability of default
6 in terms of deeming the probability to Citi
7 of its exposure to that super senior tranche?

8 A Yes.

9 Q The next bullet says, "The
10 primary risk in the portfolio is
11 mark-to-market movement."

12 What is your understanding of
13 that bullet?

14 A The position is accounted for
15 under mark-to-market accounting and as such
16 has price volatility, depending on movements
17 of market.

18 Q Do you know why the super senior
19 tranches were classified or accounted for as
20 mark-to-market as opposed to held to maturity?

21 A I don't know.

22 Q Do you know whether they were
23 accounted for as mark-to-market versus held
24
25 to maturity?

1 A My understanding is that they
2 were mark-to-market.

3 Q Did you ever ask anyone why it
4 was mark-to-market versus a different
5 classification?

6 A No.

7 Q The next bullet says, "We
8 actively seek to hedge this book through
9 buying protection from highly rated
10 counterparties."

11 Do you have an understanding of
12 what is meant by that statement?

13 MR. KLEHM: Same --

14 THE WITNESS: Other than what
15 it says?

16 BY MR. BONDI:

17 Q Do you know what is meant by
18 that? How do you interpret that bullet?

19 A I would interpret it that it says
20 the business seeks to hedge its position,
21 and in doing, in order to execute that, it
22 can buy protection from highly rated
23 counterparties.

24

25 Q In June of 2007, was it your

1 understanding that Citigroup hedged its
2 position on super senior tranches of CDOs
3 through buying protection from highly rated
4 counterparties? Was that your understanding
5 in June of 2007?

6 A No.

7 Q Was it not your understanding
8 because you disagreed with that statement,
9 or did you just not have an understanding as
10 to what was done with respect to hedging on
11 super senior positions?

12 MR. BIRENBOIM: Are you asking
13 whether he understood that the entire
14 super senior position was hedged or
15 whether there was any hedging at all?

16 BY MR. BONDI:

17 Q Did you understand there was any
18 hedging at all in June of 2007 on the super
19 senior tranches?

20 A I did not understand that there
21 was any hedging.

22 Q I would like to draw your
23 attention to the next group of, next major
24
25 bullet on the page. It says "Liquidity

1 puts."

2 The first bullet says, "Citigroup
3 devised an innovative program to enable high
4 grade ABS transactions to finance the super
5 senior position of their issuance in the CP
6 market."

7 What is your understanding as you
8 read that bullet that that statement means?

9 A It means that the business found
10 a way to finance its positions in super
11 seniors.

12 Q Are you aware that Citigroup
13 issued liquidity puts associated with
14 commercial paper secured by super senior
15 positions?

16 A Yes.

17 Q And when did you first have that
18 understanding?

19 A Somewhere in the summer of 2007.

20 Q So prior to 2007, is it fair to
21 say that you had no knowledge that liquidity
22 puts were being issued in connection with
23 commercial paper security secured by super
24
25 senior tranches?

1 A Yes.

2 Q Tell me, how did you first gain
3 the understanding about the liquidity puts?

4 A I can't recall.

5 Q Do you recall if someone told
6 you? Did you read something?

7 A I just can't recall.

8 Q Do you recall your reaction in
9 learning about the liquidity puts?

10 A No.

11 Q When do you recall the liquidity
12 puts, if at all, being discussed at the
13 Business Heads meeting?

14 A I can't recall a specific meeting
15 that the liquidity puts were discussed with
16 the full Business Heads.

17 Q Do you recall having any
18 discussions with CEO Chuck Prince concerning
19 the liquidity puts?

20 MR. BIRENBOIM: Just to be
21 clear, because the liquidity puts are
22 part of a super senior position or a
23 kind of super senior position, are you
24
25 asking whether he recalls discussions

1 about the liquidity puts in particular
2 as opposed to super seniors?

3 BY MR. BONDI:

4 Q I want to know sort of when is
5 your recollection of the first discussion
6 that you had with Chuck Prince specifically
7 about liquidity puts, or where the concept
8 of liquidity puts first came up?

9 A And I can't recall a specific one.

10 We were having concerns with the
11 asset-backed commercial paper market, of
12 which the liquidity puts are a subset, if
13 you will, of that. We also issued other
14 types of asset-backed commercial paper at
15 Citigroup around credit card issuance, for
16 example, an active trader of that. Our SIVs
17 issued commercial paper which was related,
18 if you will, to asset-backed commercial
19 paper. So the general freeze-up of
20 financing markets, which was of extreme
21 concern in August of 2007, we definitely
22 discussed in late August early September.

23 Whether -- I don't recall
24
25 identifying specifically the liquidity puts

1 themselves, if you will, as an
2 identification. The Canadian commercial
3 paper market had completely frozen asset-
4 backed as well as underlying. I was talking
5 with the Bank of England, the Federal
6 Reserve, about the freeze-up of markets. We
7 were discussing that with Chuck, et cetera.

8 But the specificness of this
9 program, I don't recall specifically sort of
10 identifying that.

11 Q What is your recollection of the
12 first time, if any, that liquidity puts
13 associated with CDOs, super senior tranches,
14 was discussed with the board of directors?

15 A You know, I can't recall the
16 specific meeting where we would have
17 presented that issue, just can't recall the
18 exact timing of it.

19 Q Do you remember the year?

20 A 2007, fall of 2007.

21 Q And when I mentioned the board of
22 directors, I also was including in the
23 committees of the board of directors, would
24
25 there ever have been an instance where you

1 would have discussed either liquidity puts
2 connected with the super senior CDOs or the
3 super senior CDOs at an earlier time than
4 the fall of 2007 with any committee of the
5 board of directors?

6 A Not that I can recall.

7 (Thereupon, document FCICE
8 641146, e-mail chain dated July 26,
9 2007, was marked DB Exhibit 2 for
10 Identification, as of this date.)

11 BY MR. BONDI:

12 Q Mr. Bushnell, I am showing you
13 what has been marked Citi FCICE 641146. I
14 will represent to you that this was an
15 e-mail produced by Citigroup to the
16 Financial Crisis Inquiry Commission. It is
17 an e-mail chain, two e-mails. The first
18 e-mail is from Ellen Duke to yourself,
19 Thursday, July 26, 2007, subject "Update,"
20 and then there is a response from you to Ms.
21 Duke same day at 10:25 p.m..

22 Do you recall receiving the
23 e-mail from Ms. Duke that is at the bottom
24
25 of this page and then replying?

1 A No.

2 Q Do you recall Ms. Duke in July of
3 2007 raising a concern about the ABX index?

4 A Not specifically.

5 Q I would like to draw your
6 attention to the bottom e-mail, her e-mail
7 to you. The second sentence says -- well,
8 the first sentence says, "Please call me on
9 my cell for today's update."

10 A Uh-huh.

11 Q Did Ms. Duke provide periodic or
12 daily updates to you on certain issues?

13 A Yes.

14 Q And what type of issues would she
15 have provided daily updates to you on?

16 A Could have been any number of
17 things. As I think I spoke earlier, I was
18 in constant communication with my direct
19 reports in risk management, to and including
20 BeBe. We could have been talking about
21 market movements, specific market movements,
22 we could have been talking about personnel
23 issues, we could have been talking about
24
25 lots of things, so, you know, constant

1 interaction with her.

2 In the time frame that we are
3 referencing here there is, you know,
4 starting to be major market disruptions
5 around the world, as I said. Markets
6 including short-term financing markets, some
7 of these ABX indices, the leveraged loan
8 market has blown out, the high yield market
9 has blown out, so we were talking all the
10 time.

11 Q The second sentence in her e-mail
12 to you says, "Briefly, MBS spread out 9 to
13 10 BPS, high yield out 40 dash 50, high
14 grade out 12 dash 15 BPS," and then she says
15 "double A and A ABX down 8 to 10 points,
16 paren, yes, comma, points."

17 What is your understanding as to
18 those two sentences there? What is your
19 interpretation of those sentences?

20 A She is giving me information
21 about different segments of the fixed income
22 markets, price movements.

23 Q She talks about the triple A and
24
25 the A ABX index. What is the ABX index?

1 A It is a synthetic index that
2 trades in the market.

3 Q And is that index relevant to CDOs?

4 A It's actually relevant to
5 underlying tranches of both RMBS and CDOs,
6 so different rated tranches of those.

7 Q When she says that double A and
8 A, ABX down 8 to 10 points, and she says
9 "yes, comma, points," was that a significant
10 movement in the double A and A ABX index?

11 A Yes.

12 Q Why was that significant? What
13 was significant about it? Was that a big
14 move?

15 A The magnitude of the points --
16 the ABX index is an indication, relatively
17 thinly traded, and had been in existence
18 for, I'd hazard a guess, nine months, a
19 year. So it's something that we don't have
20 a lot of historical data on, and also could
21 be because of its newness and in essence
22 lack of size, could have, would be expected
23 to have more volatility than a much bigger,
24
25 longer used, more liquid market.

1 But it is still an indication of
2 price movements, and I think that's what I
3 took from all of this, is across a wide
4 variety of product we are seeing major
5 widening of spreads, price deterioration in
6 various types of securities.

7 **Q And these widening of spreads on**
8 **the double A and A ABX index, would that**
9 **have caused you concern in July of 2007?**

10 **A Yes.**

11 **Q What would you have been**
12 **concerned about?**

13 **A Risk managers are always**
14 **concerned. This is one in 15 to 20**
15 **different items that I am concerned about at**
16 **this point in time.**

17 **Q Now, her next sentence says,**
18 **"Chad and Raynes now in agreement after**
19 **meeting with Dominick and Murray that super**
20 **seniors need close look."**

21 **What is your understanding of**
22 **what is meant by her sentence to you there**
23 **that "Chad and Raynes now in agreement after**
24
25 **meeting with Dominick and Murray that super**

1 seniors need close look"?

2 A I don't know. I didn't write it,
3 so I didn't know what was intended. I would
4 be sort of putting my spin on what I thought
5 that was.

6 Q Well, you did receive this e-mail?

7 A Yeah.

8 MR. BIRENBOIM: Just note, you
9 did interview Ms. Duke, so you could
10 have asked her what she meant.

11 BY MR. BONDI:

12 Q I am asking you, Mr. Bushnell,
13 when you received that e-mail, what was your
14 reaction when Ms. Duke said "Chad and Raynes
15 now in agreement after meeting with Dominick
16 and Murray that super seniors need close
17 look"?

18 MR. ROMATOWSKI: He explained
19 to you he doesn't recall the e-mail.

20 BY MR. BONDI:

21 Q Do you have any understanding of
22 what is meant by that sentence, as you sit
23 here today?

24

25 A Other than what it says, that

1 they are going to have, they are in
2 agreement with Dominick and that they are
3 going to have a, that super seniors need a
4 close look.

5 I viewed this as an update to me
6 of interaction with the appropriate risk
7 managers and the appropriate senior business
8 leaders about that position, super senior
9 position, in light of this market volatility
10 that is taking place around the world.

11 Q Let break down the sentence here.
12 Who is Chad?

13 A Chad Leat.

14 Q Who is Raynes?

15 A Michael Raynes.

16 Q Who is Dominick?

17 A Dominick Wallace.

18 Q Murray?

19 A Murray Barnes.

20 Q And Murray Barnes and Dominick
21 Wallace were in independent risk, is that
22 correct?

23 A Right.

24

25 Q And they reported up eventually

1 to you, through Ms. Duke?

2 A Yes.

3 Q And the super seniors needing a
4 close look, do you interpret that as meaning
5 super senior positions, super senior
6 tranches of CDOs?

7 A Yes.

8 Q And you responded in the e-mail
9 at the top: "Thanks. I will call in a.m.
10 We may want to institute a daily call for
11 certain worldwide risk managers to update
12 and share observations and get instructions.
13 Let's talk tomorrow."

14 Do you recall instituting a daily
15 call for worldwide managers along the lines
16 that you describe in that e-mail?

17 A Yes.

18 Q And when did that call get
19 instituted?

20 A I can't remember the specific
21 time; shortly thereafter.

22 Q Shortly thereafter, late summer
23 of 2007?

24
25 A Uh-huh.

1 Q What was the purpose of those
2 calls and how often did they occur?

3 A They started occurring every day,
4 and the purpose was to update me as well as
5 update each other in terms of what was going
6 on in their respective markets.

7 As I say, this is starting to be
8 an unprecedented time in worldwide markets,
9 and the more communication that we could
10 have, the better.

11 Q When did you personally become
12 concerned about Citigroup's exposure in its
13 super senior tranches of CDOs?

14 A Can you repeat the question?

15 (Thereupon, the record was read
16 back by the reporter as recorded above.)

17 THE WITNESS: I can't recall a
18 specific date, so I am going to take
19 an estimate that says, again, late
20 August, early September.

21 MR. ROMATOWSKI: If we are
22 going to change topics, it has been
23 about an hour and 15 minutes. Can we
24
25 take a break?

1 MR. BONDI: Sure. Take a
2 five-minute break.

3 (Brief break.)

4 BY MR. BONDI:

5 Q Going back on the record.

6 Mr. Bushnell, in the summer of
7 2007, do you recall anyone ever at Citigroup
8 expressing to you that the super senior
9 tranches were being overvalued on the books
10 of Citi?

11 A No.

12 Q Do you recall anyone in the
13 summer of 2007 expressing to you concerns
14 over the valuation of the super senior
15 tranches?

16 A No.

17 Q I believe you testified earlier
18 that in late August of 2007 you became
19 concerned over the super senior positions.

20 What I would like to know is what
21 caused you to have concern in late August of
22 2007 versus in July of -- July 26, 2007,
23 when you received this e-mail that we were
24
25 just talking about? What changed in your

1 mind?

2 A My initial concern about the
3 super senior positions was a valuation
4 concern of the methodologies that we would
5 use. And the reason why that came to my
6 attention at that point in time was that
7 there was a lot of press noise, if you will,
8 about the industry's valuation issues of
9 large illiquid positions.

10 Those included leveraged loan
11 positions, because the leveraged loan market
12 was imploding at the same time, as well as,
13 as I said, other large positions. And there
14 had been, if my memory serves correctly,
15 there was even some SEC inquiries about
16 methodologies back and forth.

17 So my first one was kind of
18 putting two and two together that said I
19 think we should be concerned about our
20 valuation techniques for a large illiquid
21 position because of this, I would call it
22 this market noise; by that I mean everything
23 from sort of newspaper articles to SEC
24
25 concerns, et cetera, over this, coupled with

1 e-mails like this that says market movements.

2 So the concern at that point in
3 time is let's get our valuation over this,
4 our house, make sure we are really in order.

5 MR. KLEHM: At which point in
6 time?

7 THE WITNESS: This is late August.

8 BY MR. BONDI:

9 Q Was Citigroup's total position in
10 super senior tranches of CDOs, was that a
11 large illiquid position?

12 A I would say so, yes.

13 Q What is the danger with large
14 illiquid positions?

15 A Very difficult to determine their
16 value.

17 Q Did Citigroup's super senior
18 positions, were they always in your opinion
19 illiquid or did they suddenly become
20 illiquid over time?

21 A I am not sure I thought about it
22 at the time.

23 If you are asking me kind of to
24
25 look back and make an estimation or make an

1 ascertainment of that, I think my look back
2 would be the super senior market was not a
3 very liquid market in comparison to, say,
4 the U.S. Treasury market or the JGB market
5 or even a single name corporate bond market,
6 regardless of size of position. So just as
7 an instrument, it didn't trade that much.
8 There wasn't a lot of secondary trading in it.

9 That coupled with the size, I
10 think in, as you say, in retrospect now I
11 would have said it was always a relatively
12 illiquid position. But I don't ever, I
13 wasn't thinking about that at the time.

14 **Q If the super senior positions**
15 **were always illiquid positions, why, then,**
16 **did the concern over valuation come about so**
17 **late, in late August 2007?**

18 **A Because of market movements and**
19 **liquidity being even further withdrawn from**
20 **all markets.**

21 **Q How were the super seniors**
22 **valued? What was the process to go about to**
23 **value the super senior positions on Citi's**
24
25 books?

1 A I am not completely sure. That
2 was the responsibility of the chief
3 financial officer.

4 Q Were you involved at all in the
5 models used to value those positions?

6 MR. BIRENBOIM: When?

7 MR. BONDI: At any time.

8 THE WITNESS: At some time, yes.

9 BY MR. BONDI:

10 Q At what point did you become
11 involved in the models used to value those
12 positions?

13 A We started working with finance
14 in September, reviewing models in different --
15 not only models but different valuation
16 techniques, I guess I would describe it.

17 Q Is valuation of a particular
18 position such as the super senior positions,
19 is it important to you as a risk manager?

20 A Yes.

21 Q Why is valuation important in
22 terms of a risk manager?

23 A Because the overall enterprise
24
25 risk management is based on the accuracy of

1 our financial statements.

2 Q So from your standpoint, knowing
3 how much an asset is worth on the balance
4 sheet is only significant from a risk
5 standpoint vis-à-vis what the disclosures
6 are, not in terms of your own management of
7 those positions?

8 MR. BIRENBOIM: If you
9 understand that question, you can
10 answer.

11 THE WITNESS: I am not sure I
12 understand the question or what you
13 are driving at.

14 BY MR. BONDI:

15 Q I will try to restate it.
16 From a risk manager standpoint,
17 isn't it important to know how much an asset
18 is worth on your balance sheet to know how
19 much exposure is faced by that company
20 vis-à-vis that asset?

21 A I am sorry; could you repeat the
22 question?

23 (Thereupon, the record was read
24
25 back by the reporter as recorded above.)

1 THE WITNESS: I would actually
2 answer the question more broadly.

3 Asset valuations, a risk
4 manager is concerned about more than
5 just assets on the balance sheet.
6 They are concerned about exposure, and
7 exposure can be off balance sheet. It
8 can be done in derivatives format, it
9 can be done in different areas.

10 So I guess I would say risk
11 managers are concerned with overall
12 exposure levels. One part of it might
13 be represented by a valuation on a
14 balance sheet.

15 BY MR. BONDI:

16 Q Is valuation important in terms
17 of knowing how to hedge potential exposure?

18 A Sure, or what I would call
19 exposure size is important.

20 Q Is valuation important in terms
21 of knowing how to dispose of a potential
22 asset, how to sell it?

23 A You need to have a price for a
24
25 sale. I think that is, goes without saying.

1 (Thereupon, document FCICE
2 639388, e-mail chain dated August 30,
3 2007, was marked DB Exhibit 3 for
4 Identification, as of this date.)

5 BY MR. BONDI:

6 Q I would like to show you what has
7 been marked number three.

8 I would like to show you what has
9 been Bates labeled Citi FCICE 639388. It is
10 an e-mail chain with two e-mails. The first
11 e-mail is from Ellen BeBe Duke to yourself,
12 cc Patrick Ryan, subject "super senior," and
13 it is dated Thursday, August 30, 2007. Then
14 there is a response at the top from yourself
15 to Ms. Duke to that e-mail dated also
16 August 30, 2007.

17 Could you take a look at the
18 e-mail chain that I have just provided you,
19 and tell me when you are ready.

20 A Okay.

21 Q First of all, do you recall
22 receiving in or about August of 2007 this
23 e-mail from Ms. Duke?

24

25 A Not specifically.

1 Q The first sentence has three
2 names in it, I think we have talked about
3 two of the three. Leat I assume is Chad
4 Leat, Raynes is I assume Michael Raynes.
5 Who is Watson?

6 A I can surmise who the name is,
7 but my memory right now is escaping me. He
8 is the head of the business in London, the
9 business side. Mark Watson I think is his
10 name. Sorry.

11 Q And who is Cliff referenced in
12 that first sentence?

13 A That is Cliff Varen (phonetic).

14 Q Who is Mr. Varen?

15 A Mr. Varen was the CFO of the
16 corporate and investment bank at that time.

17 Q There is a reference in the first
18 sentence about Ms. Duke saying that she met
19 with these individuals to discuss SS marks;
20 does that mean super senior marks?

21 A I assume that is what that means,
22 yes.

23 Q And that is, and do you
24
25 understand this e-mail to pertain to the

1 super senior tranches of the CDOs that
2 Citigroup had?

3 A Yes.

4 Q There is a reference here to
5 Randy. Is that Randy Barker?

6 A I assume so, yes.

7 Q What do you understand as you sit
8 here today that Ms. Duke was trying to
9 convey to you by this e-mail?

10 A Sitting here today, I assume she
11 was giving me an update of their work, their
12 discussions down in the corporate and
13 investment bank.

14 Q Discussions about super senior
15 marks?

16 A Super senior marks and valuation
17 techniques and SEC accounting meetings.

18 Q There is a statement in her
19 e-mail to you, "Range of outcomes from four
20 possible approaches was quite wide as
21 expected."

22 How do you interpret that
23 sentence, "Range of outcomes from four
24 possible approaches was quite wide as
25 possible approaches was quite wide as

1 expected"?

2 MR. BIRENBOIM: Are you asking
3 him sitting here today reading this
4 how he interprets it or whether he
5 actually remembers anything about this?

6 BY MR. BONDI:

7 Q You got this e-,mail Mr.
8 Bushnell, right?

9 A Uh-huh.

10 Q And you said "Thanks for the
11 update."

12 MR. BIRENBOIM: He said he
13 didn't remember the e-mail. That is
14 actually relevant to the questioning.
15 There is no foundation for any
16 recollection.

17 BY MR. BONDI:

18 Q What I am asking you is, what is
19 your interpretation of her statement to you
20 about "Range of outcomes from four possible
21 approaches was quite wide as expected"?

22 MR. BIRENBOIM: Do you recall
23 anything?

24

25 THE WITNESS: No, nor can I

1 even recall today what she meant by
2 that.

3 MR. BIRENBOIM: I will just
4 note again that Ms. Duke was
5 interviewed, could have been asked
6 these questions.

7 MR. BONDI: You noted it once.
8 Thank you.

9 MR. BIRENBOIM: I am going to
10 note it each time you ask Mr. Bushnell
11 about an e-mail he doesn't remember,
12 with respect to an e-mail written by
13 someone you already interviewed and
14 didn't ask about it.

15 BY MR. BONDI:

16 Q Do you recall, Mr. Bushnell,
17 discussions with Ms. Duke concerning four
18 different approaches that were being
19 contemplated for valuation of the super
20 senior tranches of CDOs held by Citigroup?

21 A Yes.

22 Q What do you recall of those
23 discussions?

24
25 A My recollection of a discussion

1 was that we had a meeting in my office with
2 Cliff and BeBe and Gary Crittendon, and a
3 presentation was made; it wasn't even a
4 discussion, a presentation was made that
5 reviewed four possible valuation techniques.
6 That is what I recall.

7 Q What time frame do you recall
8 that meeting taking place?

9 A Early September.

10 Q And was there any decision made
11 at that meeting as to which valuation
12 technique would be used for Citi's super
13 senior tranches?

14 A Not that I can recall.

15 Q Did you ever convey to the
16 Business Heads meetings any difficulties
17 concerning the valuation of super senior
18 tranches of CDO positions held by Citigroup?

19 A I can't recall discussing that at
20 a specific Business Head meeting.

21 Q Why was there difficulty valuing
22 the super senior tranches of CDOs?

23 A Because they didn't trade very
24 frequently.
25

1 Q And do you recall how wide of a
2 spectrum these valuations ranged from?

3 A No.

4 Q Do you have any figure or
5 estimate in terms of what was the lowest
6 they were valued at and what was the highest
7 they were valued at?

8 A I can't recall.

9 Q Do you recall in early
10 September 2007 Mr. Prince, CEO of Citigroup,
11 convening meetings to discuss the super
12 senior positions that Citigroup held?

13 A I don't -- Chuck convened some
14 meetings on the fixed income division of the
15 corporate and investment bank's performance,
16 and the CDO and the entire business of CDOs
17 was discussed, but it wasn't a, my
18 recollections of those meetings, they
19 weren't specific to the super senior
20 positions of CDOs.

21 Q Do you recall in any meetings in
22 September of 2007 or thereabouts, Mr.
23 Maheras expressing that Citigroup would
24
25 never lose a penny from its super senior

1 positions?

2 A I don't recall that.

3 Q Do you recall Mr. Barker ever
4 expressing in any meetings in September 2007
5 or thereabouts that Citigroup would never
6 lose a penny from its super senior positions?

7 A I don't recall that.

8 Q Do you recall either Mr. Maheras
9 or Mr. Barker expressing at any meetings
10 that you attended that the super senior
11 positions should not be written down?

12 A I don't recall that.

13 Q Do you ever recall any
14 conversations in September 2007 with Mr.
15 Prince concerning the valuation of the super
16 senior positions?

17 A I don't recall specific
18 conversations off of that.

19 Q Do you recall generally any
20 conversations that you personally had with
21 Mr. Prince concerning the valuation of super
22 senior positions on CDOs?

23 A My general recollection was that

24
25 I informed Chuck that Gary and I had this

1 presentation about valuations and there were
2 different ways to value it.

3 Q Did there come a time in the fall
4 of 2007 that you had a different viewpoint
5 with respect to valuation of the super
6 senior positions of CDOs than Mr. Maheras or
7 Mr. Barker?

8 A I don't know because I never
9 really talked with them about what their
10 views on the valuation was.

11 Q Did you have conversations with
12 Mr. Crittendon concerning valuation of the
13 super senior tranches of CDOs?

14 A Yes.

15 Q And did you and Mr. Crittendon
16 disagree as to the way to go about valuing
17 the super senior positions?

18 A Not that I recall.

19 (Thereupon, document Citi FCICE
20 31582, e-mail chain dated September
21 26, 2007, was marked DB Exhibit 4 for
22 Identification, as of this date.)

23 BY MR. BONDI:

24

25 Q Mr. Bushnell, I have shown you

1 what has been marked Bates numbered Citi
2 FCICE 31582. It was an e-mail produced by
3 Citigroup to the Financial Crisis Inquiry
4 Commission. It's an e-mail chain with the
5 e-mails dated September 26, 2007.

6 I will note for the record that
7 you are not copied or not sent these e-mails
8 from the face of the e-mail, but I am
9 showing this to you because I want to ask
10 you if you recall a discussion along the
11 lines that is referenced in the e-mails.

12 There is an e-mail at the bottom,
13 which I will represent for the record was
14 from George David, who I understand is a
15 member of the board of directors or was a
16 member of the board of directors of
17 Citigroup, to Mr. Crittendon and Mr. Prince
18 concerning a three- or four-Sigma event
19 affecting these. He is talking in his
20 e-mail I will represent about CDOs.

21 And there is a, the top of the
22 e-mail chain is from Mr. Prince to Ms. Lowe
23 instructing her to have you attend a 4:30
24
25 meeting it appears on September 26, 2007,

1 and be prepared to respond.

2 My question to you is: Do you
3 recall having a conversation with Mr. Prince
4 or anyone else concerning a question from
5 George David with respect to whether or not
6 the models at Citigroup could have captured
7 or caught what had occurred with respect to
8 the CDOs?

9 A No.

10 Q Do you recall having any
11 conversations with Mr. Prince concerning
12 three or four Sigma events in connection
13 with CDOs?

14 A No.

15 Q Do you recall any conversations
16 with Mr. Prince concerning why Citigroup's
17 models did not catch the movement in the CDO
18 positions?

19 A No.

20 Q Do you recall any conversations
21 with respect to the models at all with Mr.
22 David, Mr. George David?

23 A No.

24

25 Q He poses a question, it appears,

1 to Mr. Crittendon in his e-mail, and he
2 says: "Recognizing I am way short of my
3 banking knowledge, the problems in the
4 quarter seem to me at 100,000 feet to be too
5 large a warehouse in getting caught with a
6 three- or four-Sigma event affecting these.

7 "Warehouse could also be broadly
8 defined to include subprime held directly,
9 subprime held indirectly as in CDOs,
10 subprime held pending CDO placements to
11 others, leveraged lending commitments, the
12 70 billion we have been talking about, and
13 presumably some trading inventories of fixed
14 income securities. The rate spikes of the
15 last three to four months and associated
16 illiquidity were the three or four six Sigma
17 event. So the question is whether how our
18 models missed this."

19 What would your answer be to Mr.
20 David's e-mail to Mr. Crittendon and Mr.
21 Prince concerning why Citigroup's models may
22 have missed the events as they happened to
23 the CDOs?

24
25 A You are asking me to answer that

1 now, at my understanding now?

2 Q Sure.

3 A I think we would have discussed
4 again the statistical techniques embedded in
5 our stress scenarios and what degree of
6 probability they entailed, and whether at
7 this point in time, talking still in
8 September 26th, whether that was a three or
9 four standard deviation or higher. Our
10 rate, the board of directors' presentation,
11 if I remember correctly, has a confidence
12 interval that is assigned to it. The
13 question is just whether it was in some
14 instances paid attention to. So I think
15 there is three or four parts of that, as we
16 discussed.

17 Data issues, confidence issues,
18 whether models would have described at this
19 point in time in September still adequately
20 had price movements, house price
21 depreciation, et cetera, was still in
22 historical data, which or whether they are,
23 this is stress that has never been seen and
24
25 you need to incorporate that, whether they

1 were incorporated in risk managers.

2 So I guess that is the kind of
3 thing that I would have, in retrospect if
4 this ever came up, that is what I would have
5 talked to him about.

6 Q But you don't recall it ever
7 coming up?

8 A No.

9 Q In retrospect, were there
10 problems with Citigroup's models with
11 respect to the super senior positions of
12 CDOs that Citigroup held?

13 MR. BIRENBOIM: To be clear,
14 the e-mail that we are talking about
15 is not about super seniors.

16 MR. BONDI: I am asking a
17 different question.

18 THE WITNESS: Could you repeat
19 the question?

20 BY MR. BONDI:

21 Q In retrospect, were there
22 problems with Citigroup's models in terms of
23 evaluating the risk associated with the
24
25 super senior positions of CDOs?

1 A In retrospect, I think the answer
2 to that is yes.

3 Q And what are the problems with
4 the models in retrospect? What were the
5 problems?

6 A Problems in terms of lessons
7 learned, correlation factors were too high,
8 data sets were not pervasive enough, and
9 risk manager's stress test imagination --
10 this goes back to the three models that we
11 talked about -- didn't go far enough in
12 imagining something that had never happened,
13 happening.

14 Q I am going to ask you to explain
15 a few of the things you said there to a non-
16 risk officer. Correlation factors too high,
17 what do you mean by that?

18 A I mean that too much benefit was
19 given in our risk models for correlations,
20 that in times of extreme stress markets
21 became not offsetting but totally correlated.

22 Q And how did you come up, how did
23 Citigroup come up with whatever correlation
24
25 factor it used?

1 A Those were based off of
2 historical data.

3 Q Historical data on what? Home
4 prices?

5 A No, of many different factors, of
6 which home prices is just a piece:
7 Correlation factors of interest rates to
8 currencies to commodities to real estate
9 prices to stock prices, of market risk to
10 credit risk to operational risk. All of
11 those are, have correlation factors.

12 Q How did these correlation factors
13 that Citigroup applied to the super senior
14 tranches, how did those differ from
15 correlation factors that rating agencies
16 apply?

17 A I am not sure that they did. I
18 don't know what the rating agencies'
19 correlation factors were.

20 Q I believe you said the data sets
21 were not pervasive enough. Can you explain
22 what you mean by that?

23 A Yeah. As we discussed
24
25 previously, it would have been interesting

1 to try and get or even approximate data for
2 price movements in major times of stress
3 throughout history, not just easily obtained
4 securities prices in the last ten or 20
5 years.

6 Q I believe I understand what you
7 meant by the risk manager's stress test
8 imagination didn't go far enough.

9 How far should it have gone,
10 though? Should it have gone to the point of
11 assuming a complete failure in the market,
12 complete illiquidity, complete what? How
13 far does one have to assume on stress test?

14 A As I said, this is, the art of
15 risk management is to somehow convey
16 something that's indeed never happened and
17 decide whether the outcomes of that stress
18 test are worthy of consideration and indeed
19 action off of that.

20 Q What sort of role does the
21 business line, the business personnel play
22 in the stress test that Citigroup had done
23 with respect to super senior tranches?

24
25 A Not much. None.

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Q None.

And with respect to valuation, what sort of role do business personnel or did business personnel play with respect to valuing the super senior tranches of CDOs?

A Well, they put a value on it. As outlined in the CFO's Citi valuation process for mark-to-market positions, the trader puts a -- trader, that is a business -- puts a price on position to and including a super senior position, and then it is up to the financial division to validate, verify, modify, that price in their area of responsibility, as their area of responsibility, and if they need assistance in any of that, they can ask for assistance from risk management if we might be helpful or anything. But that is the chain of responsibility.

Ultimately it the financial division's and the CFO's responsibility for what gets put into the books and records, but the first link in the chain, if you will, of any position, whether it is super

1 senior or not, is the trader's mark.

2 (Thereupon, document Bates
3 numbered Citi FCICE 644389, cover
4 e-mail and a presentation to the board
5 of directors, dated October 15, 2007,
6 was marked DB Exhibit 5 for
7 Identification, as of this date.)

8 BY MR. BONDI:

9 Q Mr. Bushnell, I am showing you
10 what is Bates numbered Citi FCICE 644389.
11 It is a cover e-mail and a presentation it
12 appears, it says to the board of directors,
13 dated October 15, 2007. I will represent to
14 you that this was produced to us by
15 Citigroup. You were a recipient of this
16 presentation.

17 I draw your attention to the
18 first page of the presentation there. Do
19 you recall, Mr. Bushnell, presenting
20 information to the board of directors on
21 October 15, 2007, that is represented in
22 this presentation? Was this your
23 presentation, I should say?

24

25 A No.

1 Q Did you participate in this
2 presentation?

3 A Yes.

4 Q And what was your role in this
5 presentation?

6 A The presentation was divided up
7 in pages 37, 38, 39, 40, 41, 42 and 43 were
8 my pieces of the presentation.

9 Q Let's take 37, then, you said.

10 A Uh-huh.

11 Q This page is entitled "Lessons
12 learned." Number four says, "Aggregate risk
13 more effectively across Citi."

14 Is that something you presented on?

15 A Yes.

16 Q What did you present on with
17 respect to aggregating risk more effectively
18 across Citi? What did you say?

19 A I can't recall specifically what
20 I said.

21 Q What do you understand to be
22 meant by "Aggregate risk more effectively
23 across Citi"?

24
25 A I think what I meant and may have

1 discussed was looking at stress events and
2 looking at our exposures, what I would call
3 primary exposures, secondary exposures,
4 tertiary exposures, and have a better means
5 of aggregating those across Citi.

6 Q Why was that important to do,
7 and why is that a lesson learned?

8 A Well, I think at this point in
9 time we were still in the middle of an
10 unprecedented market movement, and we had
11 exposures that were coming to light all
12 across Citi in different regions, desks,
13 businesses, structures, that all had kind of
14 common themes. Some of them as I said were
15 what I would call primary exposures, others
16 are related exposures, and still others are
17 tertiary exposures. And to somehow gain a
18 vision of that in its entirety would have
19 been helpful.

20 Q And how does that lesson learned
21 apply to specifically the super senior
22 tranches of CDOs? Is there anything with
23 respect to this lesson that can be applied
24
25 to the super senior tranches?

1 A Well, not -- I wouldn't think of
2 it that way, specifically to the super
3 senior tranches as much as we were trying to
4 convey, if we looked at subprime exposure,
5 subprime exposure direct on our own books,
6 and by that I mean loans originated by us to
7 subprime borrowers, held in portfolio. We
8 had whole businesses in the consumer area
9 that did that.

10 We traded mortgage bonds, some of
11 which whose underlying loans were subprime
12 mortgages. We had the CDO business, which
13 by that time it evolved mostly to that, to
14 RMBS whose underlyings were subprimes.

15 We had credit exposures to New
16 Century, to WaMu, to other market
17 participants who were heavily involved in
18 offering subprime products.

19 We had investor relationships and
20 credits. I will give you an instance of IKB
21 Bank, a European bank that failed. The
22 primary failure was due to its over-
23 concentration in subprime-related and
24
25 mortgage-related assets. Put that into the

1 mix.

2 We had exposure to, in a
3 derivatives market to counterparties; Ambac
4 comes to mind. Trying to get a handle on
5 all of that, lessons learned, is to try and
6 do a better job of that, and to that
7 instance the super seniors are sort of a
8 piece of a theme. But it wasn't aimed
9 specifically at the CDO, the super senior
10 position.

11 Q The next number says "Enhanced
12 independent risk management practices in
13 light of increasingly complex structures."

14 What did you mean by that
15 statement?

16 A I think two-fold: One is to, we
17 needed to do more underwriting investigation
18 of our own of complex structures and not
19 rely on others. Some of that is code word
20 for the rating agencies, don't rely on the
21 rating agencies for complex structures, and
22 some of that is also we need to put enhanced
23 resources, more resources into examining
24
25 those if that's, if we are going to be

1 involved in complex structures.

2 Q If you turn to page 40 of this
3 document, there is a reference to CDOs at
4 the bottom of the page in terms of action
5 steps.

6 A Uh-huh.

7 Q First it says "Supplement
8 independent risk management measures and
9 limits in leveraged finance and credit
10 structuring activities."

11 Putting aside leveraged finance
12 and credit structuring activities, what do
13 you mean by supplement independent risk
14 management measures and limit credit
15 structured activities?

16 A I know you don't want me to go
17 that way, but I think it is meant to be a
18 contrast off of that between leveraged
19 finance and CDOs.

20 We primarily used in leveraged
21 finance, for example, credit-based metrics
22 in trying to bound from a control
23 standpoint, from a risk management
24
25 standpoint, that business, how much single

1 obligor exposure do we want to have. But we
2 didn't use a market risk technique that
3 would say how wide can credit spreads get
4 with our position warehouse and what is the
5 likely impact of that going to be?

6 So in that instance we needed to
7 enhance the risk factors, the limits, if you
8 will, applied to the leveraged finance
9 business by adding more market-based risk
10 factors in addition to the credit base.

11 In the credit structuring
12 business it is just the opposite. We had a
13 whole limit package around the structured
14 credit business, but it was heavily market
15 risk based type of risk factors and not
16 credit type of risk factors. So we needed
17 to add more credit-based factors in bounding
18 that business. That is what I was trying to
19 say.

20 **Q Directing your attention to that**
21 **last bullet then, is that what you mean by**
22 **"move credit structuring warehouse**
23 **exposures, e.g., CDOs, away from spread and**
24
25 **interest rate based market risk metrics to**

1 outstandings based credit risk metrics"?

2 **A** **Yes.**

3 **Q** **What is outstandings based credit**
4 **risk metrics?**

5 **A** **It means underwrite these**
6 **positions as you would a loan, buy and hold**
7 **underwriting outstanding position as opposed**
8 **to a trading position.**

9 **Q** **What is the benefit, then, of**
10 **holding it as a buy and hold versus a**
11 **trading position? What is the benefit from**
12 **a risk standpoint?**

13 **A** **Well, I mean, the benefits of any**
14 **position in terms of trading versus a buy**
15 **and hold, there may be many in terms of**
16 **customer relations with the ultimate**
17 **creditors, whole business strategies. It is**
18 **just match your risk metrics with your**
19 **holdings intent, or better match your risk**
20 **factors that you limit the business with**
21 **with the intent of the business.**

22 **Q** **Mr. Bushnell, there is several**
23 **lessons learned in there from Citi's**
24
25 **standpoint. Have you had a chance to**

1 reflect back in terms of personal lessons
2 learned in terms of what you might, could
3 have done better as a risk manager?

4 A I haven't really had a chance to
5 think about it from a personal standpoint as
6 opposed to an overarching risk standpoint.
7 I haven't thought about what should I have
8 done less of and what should I have done
9 more of. So I really would kind of have to
10 give it some thought to give you a well
11 thought out answer.

12 Q With respect to your role as
13 chief risk officer, and specifically
14 speaking of the CDOs, do you feel like you
15 made any mistakes as a chief risk officer
16 vis-à-vis the CDOs?

17 A Personally, as mistakes to the
18 specifics of the CDO positions, I wouldn't
19 couch it that way. I think we have
20 discussed some of these lessons learned or
21 improvements that we had done.

22 As the senior risk officer you
23 are responsible for doing that, and that
24
25 might have helped either people that work

1 for you or the business or other interested
2 parties to realize that, if you had these
3 following metrics. The ultimate
4 responsibility resides with me, but it is
5 not, I wouldn't point to a specificity of
6 the super senior position as there was
7 something unique about that one as opposed
8 to the leveraged loan position or as opposed
9 to other positions like that.

10 Q Was there any information that
11 you feel should have been conveyed to you
12 earlier with respect to Citi's CDOs?

13 A No, I wouldn't have expected
14 information to have come to me any earlier
15 from within my chain.

16 Q With respect to credit rating
17 agencies and the CDO positions that
18 Citigroup held, would you say that credit
19 rating agencies had a minor role, a role, a
20 significant role, or no role at all with
21 respect to Citigroup's problems associated
22 with its super senior CDO positions?

23 A It is definitely more than no
24
25 role at all. There is definitely some, you

1 know, if their ratings had been different,
2 if their models had utilized some of the
3 things that we have been talking about in
4 our own models, that could have resulted
5 differently for it. But I don't think, you
6 can't blame it on the rating agencies.

7 So, were we given comfort by the
8 rating agency ratings and their techniques?
9 Yes, but ultimately it is still our
10 responsibility.

11 Q Do you feel that you brought the
12 issues with respect to Citigroup's CDOs to
13 senior management and the board of directors
14 in a timely fashion?

15 A Yes.

16 Q Do you feel that any additional
17 hedging could have been done with respect to
18 Citi's super senior positions?

19 A In retrospect, after the -- now?
20 Looking back?

21 Q Sure.

22 A Sure.

23 Q Do you know, were you involved in
24
25 Citigroup's purchase of CDS with respect to

1 its super senior CDO positions?

2 A No.

3 Q Who would have been involved in
4 the decision or decisions to buy CDS, credit
5 default swaps, for its super senior
6 positions of CDOs?

7 A The business.

8 Q The business would have been
9 involved in that?

10 A Uh-huh.

11 Q Would independent risk have had
12 any role with respect to the purchase or the
13 decision to purchase CDS?

14 A The decision wouldn't have been
15 within risk. If the business was in the
16 outlined parameters of limits, et cetera, it
17 is their decision whether to utilize more of
18 the limits or less of the limits, hedge the
19 position to neutral or not hedge the
20 position to neutral. So the decision is
21 clearly business's.

22 I can envision risk involvement,
23 for example, if the purchase of the hedging
24
25 instrument involves a counterparty. There

1 is going to be counterparty risk performance
2 in that, and that that is going to have to
3 go through our counterparty risk analysis
4 and exposure limits to that counterparty.
5 So in that sense there would be risk
6 involvement in some sort of sense if it was
7 a counterparty that they were hedging with.

8 Q Throughout some documents that I
9 have seen produced by Citigroup there is
10 references to balance sheet management with
11 respect to CDOs.

12 Was there a problem with balance
13 sheet management and CDOs?

14 A You would have to give me more
15 reference points. We generally didn't set
16 balance sheet limits. The financial
17 division did broad-based levels, but without
18 further either paper history or a question,
19 I can't answer. I don't know what it is.

20 Q There were other banks and
21 financial institutions that were involved in
22 CDOs. Did you ever have any discussions
23 with any of your counterparts at, say,
24
25 Goldman Sachs or JPMorgan Chase or Merrill

1 Lynch or UBS concerning what they were doing
2 with respect to CDOs and risk management?

3 A The only discussion that I recall
4 about CDO was with Goldman Sachs in the
5 June, July time frame. It involved a margin
6 or a valuation dispute with single A tranche
7 positions in our European correlation book
8 trading with them.

9 Q But prior to the fall of 2007, do
10 you ever recall sitting down with a risk
11 manager at another firm and saying: Here's
12 what we are doing with respect to managing
13 our risk associated with CDOs?

14 A Specific to CDOs, no. We
15 certainly had a -- I was vice chairman of
16 the counterparty risk management policy
17 group number two, that had several chapters
18 that involved CDS structured credit,
19 leveraged embedded in structured credit and
20 recommendations off of that, but that is
21 pretty -- and that is where I would have sat
22 down with peers, would have discussed about
23 industry issues.

24
25 But in that document there is no

1 specific, for example, CDOs. It is a more
2 generalizing statement.

3 Q As you sit here today, do you
4 have any opinions why other firms or other
5 financial institutions may have been able to
6 avoid or minimize their losses associated
7 with CDOs and why Citigroup was not? Why
8 did some firms seem to get it right and
9 Citigroup not, or do you have an opinion on
10 that?

11 A I think I have a couple of
12 thoughts on that, sitting back and looking
13 at it today.

14 First of all, it was what I would
15 call a business selection basis. If you
16 weren't in the credit structuring business
17 you didn't have this problem. So if you
18 were, let's say JPMorgan or Bank of America,
19 if you looked at the RMBS lead tables or the
20 CDO lead tables, they aren't even involved
21 so they don't have a problem. They weren't
22 in the business.

23 If you looked at the then people
24
25 who were in the business in a lead table

1 sense, that is people who structured CDOs
2 for investors who wanted that type of
3 exposure, and either manufactured it and
4 distributed it entirely or manufactured it
5 and kept, you would see Merrill Lynch, UBS,
6 RBS, Royal Bank of Scotland, all of which
7 had significant problems and/or a forced
8 sale failure of the firm, whatever you want
9 to call it.

10 There were a few who were
11 involved in a lesser way in the business --
12 Goldman Sachs comes to mind -- who did a
13 better job of either distributing all the
14 pieces so they didn't have it upon the CDO
15 creation, or hedging if they chose to retain
16 it, employing more hedging techniques with
17 various success against that.

18 **Q What is your understanding of why**
19 **Citigroup retained its super senior**
20 **positions as opposed to selling them?**

21 **A Because business thought that it**
22 **was a very low risk position that they could**
23 **make some money off of, and was a part of**
24
25 the rest of the CDO creation business.

1 Q Prior to the fall of 2007, did
2 you ever have any conversations with anyone
3 in business as to why Citigroup was
4 retaining its super senior positions?

5 A The only discussion involving
6 that goes, that I recall being involved in,
7 goes way back to 2000, 2001 when CDOs were
8 first being created, and the underlying
9 instruments were corporate bonds.

10 And the structured credit area,
11 the business wanted to get into that. As is
12 our control mechanism, we had what is called
13 a new business product conference around
14 that, that before any business entered into
15 a new business we had to go through a
16 process of it, and it is at that time that
17 they included their motivation that said
18 they would hold the super senior portion of
19 that.

20 So that is my kind of last
21 reference point before 2007 in terms of it.

22 Q Did you understand prior to 2007
23 the magnitude of the position that was being
24
25 held or the positions that were being held

1 by Citigroup?

2 A No.

3 Q In retrospect, if you had known
4 that Citigroup had been retaining the
5 magnitude of the positions that it held as
6 super senior securities on its books, would
7 you have taken any different approach to the
8 CDO business?

9 MR. KLEHM: What was the
10 magnitude that they were holding at
11 that point in time?

12 MR. BONDI: I am happy to give
13 that.

14 BY MR. BONDI:

15 Q Citigroup announced on
16 November 4, 2007, that it had 43 billion in
17 exposure associated with super senior
18 securities.

19 We will break this down. How
20 early did you know that Citigroup had 43
21 billion in exposure associated with super
22 senior CDOs positions?

23 MR. BIRENBOIM: The number
24
25 obviously changes all the time, so I

1 am not sure I understand the question.

2 BY MR. BONDI:

3 Q I will tell you what. I will
4 make it pretty simple, then.

5 How early on did you know that
6 Citigroup had over 30 billion in super
7 senior CDO positions on its book?

8 A I can't recall the specific time,
9 but summer of '07.

10 Q If in summer of 2006 someone had
11 come to you and said, Mr. Bushnell we are
12 retaining over 30 billion on our books of
13 super senior tranches of CDOs, what would
14 you have done? Would you have done anything
15 different than what you did?

16 A It's hard for me to answer the
17 question. Knowing what I know now, I would
18 have asked all these questions.

19 Whether at that point this time I
20 would have been personally smart enough to
21 question the rating agencies' correlation
22 factors and understand the intricacies of
23 that, I just don't know. I really don't
24
25 know if I would have done something

1 different off of that.

2 I would have been influenced.

3 The question is really would I have been
4 influenced enough by the ratings for a
5 \$2.5 trillion balance sheet to be holding, I
6 don't know, one percent of its assets in
7 more than triple A rated securities, doesn't
8 strike me, if you just said it that way,
9 would that be odd or would you have really
10 investigated that, my answer would have been
11 no. If it was U.S. Treasury bills, super
12 triple A, if that is what they were rated,
13 would I have done it? I would have said no,
14 no big deal.

15 Might I have asked more about
16 what is underlying the CDO in terms of the
17 RMBS that are underneath those? As I say, I
18 just don't know; especially I tend to not
19 credit myself that much that would have
20 said, well -- your example was 2006 -- the
21 subprime market hadn't even cracked in 2006,
22 whether I would have said, well, it could
23 because the RMBS -- you know, I hate to say
24
25 it, but I doubt that even if it was brought

1 to my attention that I would have done a
2 whole lot more off of it, or at that time
3 whether what I did do off of it, you know,
4 would have caused this to behave
5 differently.

6 Q And taking that same
7 hypothetical, of course, if it had been
8 early summer of 2007 that you had heard
9 about the size of Citigroup's positions in
10 super seniors, would you in early summer of
11 2007 have done anything differently? Would
12 it have influenced your decisions?

13 A Again, again, tough to say.
14 What my first instinct would have
15 been to do, let me put it that way, if I had
16 heard about it at that time, would have been
17 to have gone back to my risk managers, say I
18 heard it from a different source, tell me
19 about these. Are you worried? I would have
20 relied on their expertise. They are closer
21 to the business. They are smart enough --
22 not that I would have automatically taken it
23 for granted what they would have said, but
24
25 that would have been my first instinct,

1 would have been to go in this instance to a
2 Murray Barnes or a Dominick Wallace and say,
3 tell me about this. Are you uncomfortable
4 with this size position, you know, what do
5 you think, et cetera, et cetera.

6 I can give you with pretty good
7 certainty what my logical course of action
8 would have been, or investigation. Whether
9 that would have caused me to do something
10 different or not I think is sort of two
11 iterations too far.

12 Q Now, you had referenced a few
13 minutes ago the underlying RMBS and the
14 CDOs. During your tenure at Citigroup, did
15 you ever go back and look to see where the
16 RMBS was coming from that Citi had in its
17 CDOs?

18 A No, I did not personally.

19 Q Did you ever ask anyone to do
20 that at your direction?

21 A Not that I can recall.

22 Q Did anyone ever tell you or did
23 you ever come to know where the sources of
24
25 the RMBS were for Citi CDOs?

1 A I am sorry.

2 Q Let me rephrase that. Sorry.

3 Did you ever come to know where
4 Citi was getting its RMBS?

5 A No.

6 Q And would you be surprised to
7 know if someone said to you that over 75
8 percent or much greater of the RMBS came
9 from other entities other than Citigroup
10 itself for its RMBS?

11 A No.

12 Q Why wouldn't that have surprised
13 you?

14 A Because we weren't a -- RMBS, the
15 underlying mortgages, were not of a type of
16 mortgage that Citi itself was a big producer
17 of. So it doesn't surprise me that we
18 didn't have that.

19 MR. KLEHM: Can we go off the
20 record for a second?

21 (Discussion off the record.)

22 (Thereupon, document Citi
23 16523749, PowerPoint deck entitled

24
25 "Review of the current environment,"

1 was marked DB Exhibit 6 for
2 Identification, as of this date.)

3 BY MR. BONDI:

4 Q Mr. Bushnell, I am showing you
5 what has been produced to us by Citigroup.
6 It is Bates Citi 16523749. It appears to be
7 a PowerPoint deck entitled "Review of the
8 current environment," with your name on it,
9 October 30, 2007.

10 Do you recognize this document?

11 A Yes.

12 Q What is it?

13 A I think this is a draft of a
14 presentation that was going to be made to
15 the board of directors.

16 Q Was it ever made?

17 A Parts of this were, if my
18 recollection is correct.

19 Q Why do you know, sitting here
20 today, that this is a draft as opposed to
21 the final version?

22 A Because I don't, I remember
23 making the presentation, and I think a bunch
24
25 of detail was shortened.

1 Q And was this a presentation to
2 the entire board of directors, or would this
3 have been ultimately what was shortened, a
4 presentation to the entire board of
5 directors?

6 A I believe so, yes.

7 Q Were you involved in drafting the
8 presentation that you ultimately gave to the
9 board of directors?

10 A Yes.

11 Q Did anyone else have a hand in
12 drafting the presentation that you
13 ultimately gave to the board of directors?

14 A Sure.

15 Q Who else would have been
16 involved, provided input?

17 A Lots of people in the risk
18 organization.

19 Q And after you provided this
20 presentation to the board of directors, do
21 you recall receiving any questions either
22 during the presentation or after the
23 presentation from any members of the board?

24

25 MR. KLEHM: The shortened

1 version?

2 MR. BONDI: The shortened
3 version, right.

4 THE WITNESS: I can't recall
5 any questions that might have come up.

6 BY MR. BONDI:

7 Q As you sit here today, what
8 specific questions or general questions, I
9 should say, do you remember getting from the
10 board of directors concerning Citi's CDO
11 business?

12 A I can't recall questions that
13 were addressed to me about the CDO business.
14 I didn't run the CDO business.

15 Q Do you recall any questions,
16 though, with respect to risk management and
17 CDOs that were directed to you by any
18 members of the board?

19 A I can't recall specific questions
20 or which specific board members asked those
21 questions.

22 Q What about any general questions
23 with respect to risk management and CDOs?

24
25 What do you recall as you sit here today

1 about general questions that you received
2 from the board of directors?

3 A I recall a conversation that I
4 had with the audit and risk committee of the
5 board of directors concerning, in an
6 executive session, where I addressed them on
7 several items, one of which was the size of
8 the, of marks on the CDO position at that
9 point in time.

10 Q And when was this point in time
11 that you received the questions or question?

12 A I can't remember if there were
13 questions off of that or they were -- I just
14 advised them of that.

15 Q And what do you recall with
16 respect to any discussions with members of
17 the board or any members of any
18 subcommittees of the board of directors
19 concerning liquidity puts?

20 A I don't recall having
21 conversations with them about liquidity puts.

22 Q Did you receive any criticism
23 from any member of the board for risk
24
25 management in connection with CDOs or

1 liquidity puts?

2 A No. In that executive session
3 that I just spoke about, I indeed said that
4 if they felt that there was a failure of
5 risk management, they should feel free to
6 take action and dismiss me, et cetera. And
7 several of them after that meeting came up
8 and encouraged me, that said keep at it, you
9 know, we are in the middle of a crisis, we
10 need you, you guys are doing fine.

11 Q And what was the nature of your
12 departure from Citigroup? Were you asked to
13 leave?

14 A No.

15 Q Why did you leave Citi?

16 A Well, it is a little bit of a
17 story, and it really goes back to the spring
18 of '07 when I had a one-on-one lunch with
19 Chuck and basically said that I had been
20 four years as the senior risk officer, I
21 felt I had done an organizational structure
22 and putting my stamp on it as much as I
23 could, I would be interested in moving on.

24

25 We had at that time a, still

1 have, I guess, it is called a retirement
2 process that was called the rule of 75:
3 Your age plus years of service, if you
4 reached that length, you could retire with
5 full benefits and vesting benefits of
6 deferred compensation.

7 And so I said to Chuck, you know,
8 if there is not a new role for me or a role
9 in business which I would like to get back
10 to, it is time for me to retire and I will
11 move on and no harm, no foul, it is just
12 time to leave. Chuck at that time said no,
13 no, no, I don't want you to do that, I have
14 got you in mind for some other things. And
15 then of course in August I was made the
16 chief administrative officer, not exactly
17 what I wanted. It was more control and
18 administrative responsibilities, not
19 necessarily running a business.

20 Then we went, Chuck resigned, to
21 the current administration, and I went to
22 then the temporary leadership, which was Bob
23 Rubin and Sir Wynn Bischoff. I asked them
24
25 do you want me to resign, what would you

1 like me to do? They said no, stay on, the
2 board wants you to still stay.

3 Two weeks later, Sir Wynn and I
4 talked in London. Sir Wynn said that they
5 were going to make, the board felt it was
6 appropriate to make a change and have a new
7 risk officer come on, that was Jorge
8 Bermudez, but they wanted me to stay on as
9 chief administrative officer. And I told
10 Sir Wynn, let me think on it over the
11 weekend, and made my decision over that
12 weekend that said hey, it is just time to
13 kind of go back to the original plan, and I
14 will retire at the end of the year.

15 And so that is what I did.

16 **Q I just have a couple more**
17 **questions and then we will take a break.**

18 **There has been some criticism in**
19 **the press, particularly there was a New York**
20 **Times article that I read called "The day of**
21 **reckoning," about Citigroup, and there was**
22 **some allegations in the article or**
23 **assertions in the article concerning the**
24
25 independence of risk management from

1 business personnel.

2 Do you feel that there was a
3 problem with risk personnel not being
4 independent enough from business personnel
5 associated with the investment bank?

6 A No.

7 Q And with respect to having the
8 voices heard of independent risk personnel,
9 do you feel that the voices of those
10 associated with independent risk in the
11 investment bank, like BeBe Duke and Mr. Ryan
12 and Murray Barnes, do you feel that their
13 voice was heard in terms of decisions and
14 decision-making throughout the organization?

15 A I believe so, yes.

16 Q We are investigating the causes
17 of the financial crisis, and hopefully we
18 will learn a little bit about how to avoid
19 the next financial crisis. If you were
20 giving advice to a risk manager in the
21 future, having come through what you
22 experienced as chief risk officer of
23 Citigroup, is there any particular advice
24
25 you would give him or her about how to

1 manage the risk of the organization in light
2 of what was learned from the financial
3 crisis?

4 MR. KLEHM: Beyond all the
5 lessons learned we have reviewed.

6 MR. BONDI: Sure, anything else
7 you want to add?

8 BY MR. BONDI:

9 Q If your best friend was becoming
10 chief risk officer of a big organization,
11 what sort of advice would you give to him or
12 her?

13 A A lot of which we have already
14 said, but I would restate it: One of which
15 is I think the structure, that is the
16 reporting structure, is very important, and
17 I don't think in any way that was a cause of
18 Citigroup's travails.

19 We were ruthless and demanding
20 about the risk managers who reported to me.
21 I controlled their pay, and nobody else did.
22 It went right up to me in charge, so what
23 the budget was, all what sort of stuff. Be
24
25 completely independent, I think that is

1 important. As I say, I don't think that
2 applied to us.

3 I think other things are really,
4 we can talk about issues of diversification
5 and correlation benefits in risk models, et
6 cetera. I think the wider, broader one has
7 to be about systemic risk and where an
8 institution fits in the system.

9 So if my friend, using your
10 example, my friend is going to be a risk
11 manager of a \$20 billion regional bank in
12 the West versus a \$1 trillion bank, most of,
13 the majority of whose assets aren't in the
14 United States but are regulated, the holding
15 companies regulated by the United States,
16 there would be much different advice between
17 those two. And I think that a small cadre
18 of truly global systemic risk institutions,
19 those risk managers have some different
20 issues that they have to face than a super
21 regional U.S. bank.

22 **Q From a risk management**
23 **standpoint, was Citigroup too big to manage?**

24

25 **A I don't think so. I don't think**

1 that was an issue, size alone was not an
2 issue.

3 Q And in terms of an informational
4 flow, there was obviously a mortgage
5 origination group, did subprime origination
6 through Citi Financial, there was a group
7 that purchased whole loans for
8 securitization, both at Citi mortgage and
9 through global securities market, Susan
10 Mills' group, and that created RMBS, and
11 then there is of course the structuring desk
12 that did CDOs.

13 Do you feel that those various
14 units could have communicated more in terms
15 of warning signs that they may have seen in
16 the market, or do you know whether or not
17 they communicated among each other?

18 A I don't know whether they
19 communicated with each other, other than the
20 attempts that I made through our risk
21 aggregation unit which did bring together
22 those various groups to discuss things going
23 on in real estate, in conjunction with some
24
25 outside -- David Rosen, Kay Schiller came in

1 to speak with that group, so at least there
2 was a hope that there was discussion among
3 that group, so that is how I would speak to
4 it generally.

5 I did say that as a lesson
6 learned, I did feel that the differentiation
7 between credit structures and people who
8 trade the underlying, having a difference in
9 that, I didn't think was an optimal
10 structure.

11 Q What do you mean by that?

12 A Well, using -- credit structures
13 need to know what is going on in the
14 underlying market. So in this instance we
15 had a mortgage trading desk that traded
16 RMBS, and one could argue that their
17 performance was not too bad even in all of
18 this, in the demise of that.

19 But the credit structures who did
20 CDOs, whose underlying were composed of
21 RMBS, didn't report to them or didn't have a
22 structure, in my opinion that is not the
23 ideal structure.

24
25 So if we have a -- I am trying to

1 think of a hypothetical to give you an
2 example. If we have a credit structuring
3 business whose -- it is a CLO business,
4 whose underlying assets are corporate loans,
5 I would rather have that be a part of the
6 corporate loan origination and hold and
7 trading department than a separate business,
8 all of which it does is structure. That is
9 what I am trying to get across.

10 Q Mr. Bushnell, I will represent
11 for the record that we have seen some
12 documents that suggest, and we have heard
13 some testimony to suggest, that on the RMBS
14 side Susan Mills' group was decreasing the
15 volume of RMBS it was doing in early 2007,
16 while at the same time limits were being
17 increased on the CDO desk.

18 Who would have been responsible
19 to oversee and say wait a second here, that
20 doesn't make sense. On the one hand you are
21 decreasing RMBS in Susan Mills' group, and
22 then on the other hand in Mr. Dominguez's
23 group you are increasing the production of
24
25 CDOs? Who would have been responsible to

1 call that out?

2 A The first layer of responsibility
3 is the business management off of that. It
4 goes up the chain. So where does Susan
5 Mills' unit report to, where does the credit
6 structuring business report to, where is
7 their common reporting structure? They are
8 making a determination off of that.

9 Q And are you aware of what I've
10 just described in terms of RMBS being
11 decreased --

12 A No.

13 Q -- in 2007 and CDOs being
14 increased?

15 A No. CDOs being increased, yes.
16 I am aware of that. RMBS being decreased, I
17 am not aware of that.

18 Q And were you involved in the
19 decision to increase CDO production in 2007?

20 A Not.

21 MR. BIRENBOIM: You mean
22 increase the limits?

23 BY MR. BONDI:

24

25 Q Increase the limits of the CDO

1 production?

2 A Not specifically, in that it was
3 known that it was a senior management
4 initiative -- actually this goes back into
5 even 2006 -- that said we wanted to increase
6 our investment in size of market share of
7 lead table representation in the credit
8 structuring business.

9 That was known at the board level
10 and known at the business level, et cetera,
11 and known in the risk area, that said
12 here's -- the credit structuring business
13 was one of I think six or seven different
14 distinct businesses which were given the
15 authorization to increase budget expenses,
16 get allocations off of that, and that meant
17 that risk budgets for that unit and these
18 other six units that were targeted as growth
19 initiatives were kind of given the ability
20 to increase, increase limits, size, number
21 of people employed in the business, all of
22 that was part of it.

23 So I wasn't involved in the
24
25 actual, you know, in these individual limit

1 settings for the credit structuring business
2 or the CDO component of the credit
3 structuring business, but I was well aware
4 that this was a firm-wide initiative and a
5 growth business that we wanted to engage in.

6 Q And as things started to
7 deteriorate in the marketplace in 2007 and
8 there were increases in default rates and
9 delinquency rates on subprime mortgages, did
10 you ever say: Wait a second here. We need
11 to stop this growth that we are doing, this
12 initiative that we are doing with respect to
13 CDOs?

14 A I did not.

15 MR. BONDI: Why don't we take a
16 30-minute break for lunch.

17 (Lunch recess.)

18 BY MR. BONDI:

19 Q Just some housekeeping initially,
20 Mr. Bushnell. Are you represented by Paul,
21 Weiss here today?

22 A No. Well, both. Paul, Weiss is
23 company counsel, Jones Day is my counsel.

24

25 Q Thank you.

1 You had mentioned earlier that at
2 one point in time you switched from
3 reporting to CEO Chuck Prince to the chief
4 administrative officer, Lou Kaden?

5 A Yes.

6 Q And how did the flow of
7 information to Mr. Prince change when you
8 started reporting to the chief
9 administrative officer?

10 A It didn't.

11 Q How did the dynamics and the
12 functioning change, though, reporting to the
13 CAO versus the CEO?

14 A Not much. I would say meetings
15 that I had and continued to have, had with
16 Chuck, Lou could be present at that.

17 Q We had talked a lot earlier about
18 when you had first spoken to Mr. Prince
19 about super seniors and about liquidity puts.

20 Did you speak to Mr. Kaden before
21 you had spoken to Mr. Prince about either
22 super seniors or liquidity puts?

23 A No.

24

25 Q We talked about risk limits, and

1 I am curious, just your view in terms of
2 what role did risk limits play in overall
3 risk management?

4 A I think risk limits are an
5 important part of risk management.

6 Q And with respect to the limits of
7 the positions that Citigroup could hold
8 related to CDOs, who was involved in setting
9 and approving those limits?

10 A The limit-setting process and
11 structure was delineated in our risk policy,
12 both the Citigroup risk policy and corporate
13 and investment bank risk policy underneath
14 that, and that gave different delegation
15 authorities to different independent risk
16 managers to make risk limit or other risk
17 decisions over businesses.

18 Q And with respect to the ABS CDOs,
19 what was your involvement or role with
20 respect to either setting or approving the
21 limits of those positions?

22 A Could you give me a time period?

23 Q As chief risk officer ever?

24

25 A As chief risk officer, I would

1 have seen those in an aggregated book
2 brought to me by first Jessica Palmer and
3 then part of that Pat and BeBe, which would
4 have had each desk's risk limit, risk
5 factors, what they were and then what they
6 were proposed to be on an annual basis, and
7 then I would have also seen what I would
8 call aggregated risk levels; so, how much
9 for a structuring desk, how much for fixed
10 income, how much for the corporate
11 investment banking in the roll-up strategy.
12 I would have seen those and approved those.

13 Q And the risk book you were
14 describing, is that the -- I wish I had
15 brought my copy of the risk book, but is it
16 the thick risk book that says risk limits of
17 Citi markets and banking, and it is a very
18 thick document, almost the size of a phone
19 book?

20 A Yes.

21 Q So that is what you would have
22 received?

23 A Yes.

24

25 Q And was your role then approving

1 all of those risk limits?

2 A No. Realistically it was
3 reviewing them. I was looking at more
4 aggregated exposure. The responsibility
5 would have been a buildup so that the risk
6 manager, usually of a seniority level, a
7 managing director who oversaw a desk or a
8 series of desks, would have been the one to
9 set the limits: Here's what I am
10 recommending the limits of.

11 And they would have then, if
12 there were increases in limit requests that
13 were over their delegated authority, they
14 would have then gone to Pat and BeBe or
15 Collin Church perhaps to say okay, this is
16 what the business is; I am okay with it but
17 it is above my risk limit, can you sign off
18 on it? And the same thing would have gone
19 up to me that said for certain types of
20 risks, on a transactional basis, they might
21 have had to come to me.

22 Q Do you recall having any
23 conversations about ABS CDO limits with Ms.
24
25 Duke or Mr. Ryan or Mr. Barnes?

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A No.

Q Ever?

A No.

Q Are you aware that limits for certain positions related to ABS CDOs were increased in 2007?

A Yes.

MR. BIRENBOIM: Just to be clear, you are distinguishing something called ABS CDOs as opposed to CDOs?

MR. BONDI: CDOs. I thought we --

MR. BIRENBOIM: But you are not limiting it to mortgage-backed ABS CDOs?

MR. BONDI: I think the question -- you want to read back the question?

(Thereupon, the record was read back by the reporter as recorded above.)

THE WITNESS: Yes.

BY MR. BONDI:

Q Were you aware that certain

1 limits for positions relating to ABS CDOs,
2 with the primary underlying collateral being
3 RMBS, were increased in 2007?

4 A No, I don't know. I don't recall
5 that.

6 Q But how do you know that limits
7 were increased for ABS CDO positions?

8 A Because, as I stated before, we
9 had an initiative, a firm-wide initiative to
10 increase our credit structuring business,
11 and as part of the allocation I knew that
12 risk limits were wanted to be, were needed
13 to be increased by the business, and risk
14 management was aware of that. The
15 specificity of which limits, which risk
16 factors allocations, I didn't know that.

17 Q As the CDO business grew, what
18 additional risk management tools did you
19 employ relating to CDOs?

20 A I am sorry; are you talking about
21 the business CDO group?

22 Q Yes.

23 A I didn't employ anything. It
24
25 wasn't my responsibility.

1 Q As the CDO business, though,
2 grew, did you in independent risk employ or
3 utilize any additional or different tools as
4 the business grew over time?

5 A I am sure if you looked at the
6 business books back when the CDO business
7 started in 2000 and 2001 and looked at its
8 limits, structure, and as it existed in
9 2007, you would see differences. I can't
10 enumerate what those differences were.

11 Q Let's take the risk management
12 that occurred in 2005 versus the risk
13 management that occurred in 2007 with
14 respect to CDOs. Did the risk management
15 differ in 2005 compared to 2007, or do you
16 know?

17 A I am sorry to be -- when you say
18 risk management, talking about the
19 business's management of the risk and what
20 they did, what independent risk in their
21 published limits policies and factors book?
22 Which or all of the above or what?

23 Q I am asking specifically right
24
25 now about independent risk.

1 A Okay.

2 Q As the CDO business grew, how did
3 risk, independent risk change as that
4 business grew? In other words, comparing
5 2005 to 2007, was independent risk employing
6 different tools in '07 that it wasn't
7 employing in 2005, for instance?

8 A When you say different tools, I
9 don't know for certain. I can make an
10 estimation.

11 A permitted product for that
12 business to trade, since there was no ABX
13 business in 2005 and yet they traded ABX in
14 2007, I am sure that the difference was a
15 new permitted security type to be traded on
16 the desk that had to be authorized by
17 independent risk would include ABX contracts.

18 Q Let me try it a different way.

19 MR. BIRENBOIM: I think there
20 is a ships-passing-in-the-night
21 problem.

22 I think he, I think Mr. Bondi
23 is asking whether, as the CDO business
24
25 grew, did the independent risk group

1 do anything to keep up with the growth
2 by way of either new procedures, new
3 resources, that kind of thing?

4 MR. BONDI: Bruce asked it more
5 articulately than I could ask it, so I
6 will just adopt Bruce's question.
7 Thank you.

8 THE WITNESS: I believe that
9 more personnel resources in
10 independent risk, working with Murray
11 Barnes or within Pat and BeBe's area
12 and with Murray and Dominick Wallace,
13 were employed, if we are talking about
14 resources.

15 BY MR. BONDI:

16 Q Uh-huh. Anything else?

17 A And then, as I say -- I may still
18 be missing Bruce's question -- as the
19 business grew, it expanded in, as the credit
20 structuring business grew, it expanded in
21 the types of products that it would create
22 and trade in, and the independent risk world
23 would have had to basically allow that to
24
25 happen. And so that's something new and had

1 to allow for new feeds for new securities
2 being traded to be put into aggregating risk
3 systems, so that's also how it kept up with
4 the growth of business.

5 Q What sort of analysis did you do,
6 if any, as the business grew to ensure that
7 risk management was keeping up with the
8 growth of the business?

9 A I didn't do any personal
10 analysis. That would have been, I would
11 have expected that to be Pat and BeBe's
12 responsibilities.

13 Q Do you know if they did any?

14 A I don't know; other than the
15 before mentioned personnel addition
16 requests, things like that, I would have
17 seen that.

18 Q Are you aware of the limits that
19 Citigroup had for derivatives?

20 A Yes.

21 Q What is your general
22 understanding of the limits that Citigroup
23 had with respect to derivatives?

24

25 A We did not have an overarching

1 limit for derivatives. We had limits which
2 conveyed how much counterparty credit risk
3 could be taken by a derivatives provider.
4 We had limits on exchanges which derivatives
5 or futures could be traded on. We had
6 limits on the risk factors currency,
7 interest rate credit risk that derivatives
8 could impart, they were part of an
9 aggregated.

10 So what I am trying to express
11 there is we would have a limit for interest
12 rate risk that you took it by taking a long
13 position in a billion dollars' worth of
14 two-year Treasurys, or you took it in a
15 billion dollars notional amount of a
16 two-year interest rate swap. We were
17 indifferent to the underlying, if you will,
18 it says, but we would add -- or I could have
19 a billion of one and a billion of other to
20 equal two billion. They would all have to
21 feed into a system that says your maximum
22 exposure for this type of risk, whether
23 achieved through derivatives or through cash
24
25 instruments, is X.

1 So there were many different
2 types of limits either against derivatives
3 or parts of it, parts of a derivatives
4 exposure.

5 Q Can you explain how the new
6 product review process comes about? How is
7 a new product approved in Citi markets and
8 banking, how does that process work?

9 A Okay. Citigroup has a new
10 products process, a new products policy
11 which risk management is the responsible
12 promulgator of, and it requires each
13 business unit to have a new product process
14 in that.

15 It sets out some broad base
16 because it is a corporate-wide level; here's
17 what should be included in that process. In
18 the markets and banking, CMAC as it was
19 called -- that was their name for the new
20 product approval process, Capital Markets
21 Approval Committee -- run by risk, chaired
22 by risk, documented by risk, policy for that
23 issued by risk, and so that is kind of the
24
25 infrastructure of it.

1 Basic-wise, if a business wanted
2 to go into a new business or product or
3 geography, they had to go before this group
4 and get an approval to go ahead and do that.

5 **Q Was any members of independent**
6 **risk on the CMAC?**

7 **A I said they chaired it.**

8 **Q They chaired it; excuse me.**

9 **Were you consulted at any time**
10 **concerning the approval of the liquidity**
11 **puts associated with the asset-backed**
12 **commercial paper that was secured by the**
13 **super senior tranches?**

14 **A Not that I can recall.**

15 **Q How would you describe your**
16 **interaction with regulators?**

17 **A Frequent.**

18 **Q Would you say that you had a**
19 **better relationship with some regulators**
20 **over others?**

21 **A No. I would say, you know,**
22 **frequency of contact. I wouldn't grade one**
23 **or the other.**

24

25 For example, my contact with MAS,

1 the Monetary Authority of Singapore, one of
2 our regulators, was not as frequent with the
3 OCC, who had 20 different personnel in an
4 office two doors away and were constantly
5 there. But, you know, better or worse, as I
6 say, I wouldn't attempt to grade.

7 Q With respect to Citi markets and
8 banking, who were your regulators?

9 A It would be a long laundry list,
10 right, because markets and banking
11 encompassed different legal entities. Part
12 of it was Citibank, so that would have been
13 the OCC. Part of it was done on the Salomon
14 Smith Barney, I forget, Citi, its name
15 changed 20 times, but it is the registered
16 broker/dealer; of course, that is a U.S.
17 entity.

18 The FSA in Europe would have been
19 where the Citibank global markets, CGML,
20 CMGL, close; I am close to it. Japan had
21 its own broker/dealers, so that would have
22 been the FSA, the Hong Kong stock exchange.
23 I mean I can go through a 50 list.

24
25 Basically you need to think of a

1 hundred different countries' regulators, and
2 in each country the central bank, if they
3 had a difference between a banking regulator
4 and a securities regulator and a futures
5 exchange regulators, those would have all
6 been our regulators.

7 Q With respect to the -- did you
8 forget one?

9 A Every state, we certainly had
10 state regulators that dealt with all of
11 that. So it is a pretty exhaustive laundry
12 list.

13 Q Let me focus on the super senior
14 CDOs, both the ones that were issued out of
15 New York and out of London.

16 What parts of that business as it
17 rolls up into a legal entity would the
18 Federal Reserve Board, either the main Fed
19 or the Federal Reserve Board of New York,
20 have had interaction on?

21 MR. KLEHM: I take it you are
22 not asking for his legal opinion as to
23 who, you are just asking for --

24

25 BY MR. BONDI:

1 Q I know you interacted with the
2 regulators, and I am just wondering in terms
3 of the regulators, who had the CDO business
4 out of New York? Who looked at the CDO
5 business out of New York, what regulators,
6 let's just start there?

7 A When you say the CDO business, in
8 most instances the OCC, to the extent that
9 some of the instruments traded were on the
10 bank legal vehicle, would have done, did
11 targeted desk level exams and reviews.

12 The Fed New York would have
13 usually in some instances decided to
14 piggyback with that, so it would be a joint
15 effort, and in other instances would do
16 their own targeted exam for certain areas
17 that they wished to look at.

18 The FSA also had exams come in
19 and look at targeted, if you will: I want
20 to look at the FX business, I want to look
21 at your new issue IPO process. Fine. And
22 then they also had overarching reviews of
23 the bank as a legal entity or thematic
24
25 reviews.

1 So when you say the credit
2 structuring business could have been caught
3 in several different cross currents, if you
4 will, could have been there was an exam of
5 the business by itself. Generally that, my
6 remembrance, experience of that, was that it
7 was OCC-dominated, et cetera, for which
8 there would be a formal exam report written
9 up. The business leaders would have to
10 reply to that. All of that would be
11 monitored by my compliance function, et
12 cetera.

13 It might be part of a larger, you
14 know, cross exam that looked at traded
15 credit risk management or the new product
16 processes or something like that. So, as I
17 say, it is hard to answer that question
18 because there were so many different cross
19 segments of different regulators which could
20 have and did touch the credit structuring
21 business.

22 **Q What about the CDO business out**
23 **of London? Aside from FSA, did the Federal**
24
25 Reserve Board of New York or the OCC have

1 any involvement in touching or examining the
2 CDO desk out of London?

3 A Well, once again we wouldn't have
4 called it the CDO desk. We would have
5 called it the credit structuring business
6 Europe.

7 And in terms of specific exams, I
8 can't recall whether there was anything
9 there. They certainly would have been able
10 to, if that is what they wanted to do, they
11 might have touched base with it in, as I
12 say, these other sort of cross current exams
13 with different views and so on, and they
14 would have generally worked with each other.

15 So if there were FSA concerns,
16 they would generally send to both the Fed
17 and the OCC exam results, and vice versa.
18 So even if the FSA didn't examine it but the
19 OCC had, they would usually see the product
20 of the earlier person's work and know what
21 was going on.

22 Q And what about the liquidity puts
23 that were issued on the asset-backed
24
25 commercial paper that were secured by the

1 super senior tranches, what regulators would
2 have touched the liquidity puts?

3 A The liquidity puts would have
4 been in, involved in our whole liquidity
5 management system. Again, it is a small
6 subsection, if you will, of a huge liquidity
7 policy and reporting and stress testing,
8 which, as I said, was the responsibility of
9 the CFO in conjunction with risk management.

10 And all those major regulators,
11 the Fed would have looked at the Citigroup
12 liquidity policy and the reporting
13 structure. And, yes, the liquidity puts for
14 the CDOs would have been rolled up in a
15 small portion of that.

16 Again, it is not like there was a
17 specific exam of the liquidity puts of the
18 CDO business. It was looking at all sources
19 of potential liquidity draws, all funding
20 sources and all sources of liquidity draws
21 across Citigroup. So it kind of would have
22 been rolled up into that.

23 Q Out of what legal entity were the
24
25 liquidity puts issued?

1 A I can't recall.

2 Q Prior to the fall of 2007, did
3 any regulator express any criticism or
4 concern with respect to Citi's CDO business?

5 A Not that I can recall.

6 Q Prior to the fall of 2007, did
7 any regulator express any concern with
8 respect to the liquidity puts that we have
9 been talking about?

10 A Not that I can recall.

11 Q Prior to the fall of 2007, what
12 was the biggest criticism or criticisms you
13 were hearing from regulators with respect to
14 risk management?

15 A So, I am sorry, the time frame is
16 what, to help me organize?

17 Q Leading into the fall of 2007,
18 let's phrase it like that, leading into the
19 fall of 2007, prior to the difficulties that
20 you described earlier with respect to
21 valuation, with respect to the market,
22 leading into that time period, what were the
23 biggest criticisms that you recall
24
25 regulators were expressing with respect to

1 risk management?

2 A The two biggest areas prior to
3 that that I recall, certainly coming out of
4 the 2005 issues, were what would I call,
5 were compliance and reputational risk
6 management issues.

7 Citibank had lost its license in
8 Japan with the private bank. That was a
9 major strain on us. We had had some
10 previous problems with some consumer
11 compliance laws, Truth in Lending, things
12 like that. So there was a large area around
13 compliance risk management that was a concern.

14 And the other one that sticks in
15 my mind was very much the loan loss reserve,
16 particularly everything from documentation
17 around the loan loss reserve, and then in
18 2007 the, not the adequacy of the entire
19 reserve but the allocation of the reserve
20 between the corporate bank and the consumer
21 bank.

22 It was generally I would say that
23 regulators, particularly the OCC's view,
24
25 that we were slightly under-reserved on the

1 consumer bank side, and by instance over-
2 reserved on the corporate banking side.

3 Q What role did the regulators play
4 in Citi's risk management?

5 A None. I mean I would say in a
6 different way they were, as a risk manager
7 to me, they were another source of
8 information and input. I used their exam
9 results as I used internal audit's reports
10 in addition to my risk managers' reports as
11 sort of verification or information sources
12 to be, you know, paid attention to.

13 Q At any time during your tenure as
14 chief risk officer, did any regulator
15 express criticism with respect to the
16 independence of risk management?

17 A Not to my knowledge. We had some
18 modest changes, particularly in the consumer
19 bank, about what we would call how far
20 independent risk management went down. But
21 I would characterize those as, frankly, sort
22 of minor comments as opposed to major issues
23 that they would have brought up.

24

25 Q In the fall of 2007, do you

1 recall having a meeting with the senior
2 supervisors group of Federal Reserve Bank of
3 New York, Brian Peters, John Ruocco, Wilma
4 Sabato? Do those names ring a bell to you?

5 A John Peters does. I don't mean
6 to be funny; just with them and what time?
7 I had lots of meetings with lots of
8 different regulators.

9 Q What I am getting at is, do you
10 recall a meeting at Citigroup's headquarters
11 at 399 Park Avenue on or about November 19,
12 2007, with representatives from the Federal
13 Reserve, John Kambhu, K-A-M-B-H-U, Brian
14 Peters, John Ruocco, R-U-O-C-C-O, Wilma
15 Sabato; also from the Federal Reserve Board,
16 John Greenlee, and the Office of the
17 Comptroller of the Currency, John Flemming
18 and Ron Frank, John Lyons, Patricia Velis,
19 Scott Waterhouse, Helen Wong from the SEC;
20 from the FSA, Stan Beriza, from Japan?

21 A Yes.

22 Q Do you remember that meeting?

23 A Yes.

24

25 Q And what was that meeting about?

1 A My recollection of that meeting
2 was that it was originally intended to take
3 place in the summertime and was originally
4 intended to be a meeting of, as I say, major
5 regulatory bodies. A lot of the subjects to
6 be discussed had to do with BIS 2
7 implementations.

8 That meeting because of the
9 crisis got postponed and then sort of
10 morphed into, forget BIS 2, but lessons
11 learned thus far, because we were still in
12 the middle and would be I guess for several
13 years up till now, of what has happened in
14 the crisis. So that is my recollection of
15 sort of both the original intent and then it
16 sort of changed.

17 Q And were you present for that
18 entire meeting?

19 A I think so.

20 Q Who else was present from
21 Citigroup?

22 A Some, if I recall, some of my
23 staff, Sue Locke, Diane Daley perhaps,
24
25 Yasmine.

1 Q Yasmine who?

2 A Yasmine Anavi, the consumer risk
3 head; Bonnie, I say that with a question
4 mark, Bonnie Howard maybe; Martin Wong, head
5 of compliance worked for me, perhaps; Tom
6 Rolauer, who sort of did a lot of what I
7 would call regulatory coordination in my
8 compliance area and would have been a major
9 sort of behind the scenes architect of this.
10 Gary might have stopped in.

11 Q Gary Crittendon?

12 A Might have stopped in. Again, I
13 am stretching here for who was in complete
14 attendance. But I think I have hit some of
15 them.

16 Q You said someone else, was that
17 Michael Helfer?

18 A Helfer might have stopped by.

19 Q Do you remember Mr. Rubin
20 providing some brief remarks at the
21 beginning of the meeting?

22 A I do; well, now prompted, I think
23 at the very, very beginning came in for a
24
25 couple of minutes. Obviously we had just

1 had a major shift in responsibilities, and
2 even I think my responsibilities had just
3 changed. We had had the new senior risk,
4 Jorge was brought on board. I can't
5 remember if Jorge was there sort of just
6 observing, but Bob came in and had, you
7 know, a few words.

8 Q Who did most of the talking on
9 behalf of Citigroup?

10 A Probably me.

11 Q Do you remember being asked
12 certain questions to get your observations
13 on events that had occurred in the market
14 and occurred with respect to Citigroup?

15 A No, I don't remember any specific
16 questions or discussions. I think there was
17 a deck that we spoke from, and if I remember
18 right I think there was a prompting deck
19 from the regulators: Could you please make
20 sure you include in that. But again, I
21 think that is it.

22 MR. BONDI: I am going to mark
23 two documents consecutively, if I
24
25 could.

1 (Thereupon, OCC document
2 entitled "Notes on senior supervisors'
3 meetings with firms," dated November 19.
4 2007, was marked DB Exhibit 7 for
5 Identification, as of this date.)

6 (Thereupon, PowerPoint
7 presentation dated November 20, 2007,
8 Citi 91212, was marked DB Exhibit 8
9 for Identification, as of this date.)

10 BY MR. BONDI:

11 Q Mr. Bushnell, I have shown you
12 what has been marked as Bushnell interview
13 Exhibits 7 and 8. Seven is a document that
14 I will represent was produced to us by the
15 OCC, and it is entitled "Notes on senior
16 supervisors' meetings with firms." The firm
17 that this pertains to is Citigroup and it is
18 dated November 19, 2007.

19 Exhibit 8 for the record is a
20 document that was produced to us by
21 Citigroup that appears to be a PowerPoint
22 presentation with your name and Mr.
23 Crittendon's name on the cover, and that is
24
25 dated November 20, 2007, and that is Citi

1 91212.

2 First of all, were there two days
3 of meetings or was this one day of meeting
4 or was this a response to one day of the
5 meeting? Why do we have a PowerPoint from
6 November 20th and some notes from
7 November 19th? Is this just a discrepancy
8 in the dates or is this a, do you know?

9 A I don't know.

10 Q Turning first to Exhibit Number
11 8, the PowerPoint, Citi 91212, do you
12 recognize this document?

13 A I can't recall it.

14 Q Now, you had stated earlier that
15 there was a, you recalled a PowerPoint
16 presentation.

17 A I recall the meeting and I think
18 that we had a deck. I just don't remember --

19 Q Do you recall, though, a
20 different deck than the deck that is marked
21 Exhibit 8 here?

22 A No.

23 Q So the deck that is Exhibit 8
24
25 could perhaps be the deck that you recall?

1 You just don't recall now which deck it was
2 and wasn't?

3 A Yes.

4 Q I just want to be clear about
5 that.

6 And there is some annotations in
7 the deck that is marked Exhibit 8 with
8 questions. Are those questions that were
9 posed to you by regulators, do you know? Do
10 you know why there is annotations in this
11 deck?

12 A I don't. As I said, I think I
13 said earlier that I think they had sent out
14 a "We would like to have this meeting and we
15 would like you to address." So in that
16 these may well be what they would like us to
17 address, but I just don't recall that letter.

18 Q Let's turn to the notes from the
19 senior supervisors' meetings with the firms
20 that was held on or about November 19, 2007,
21 that is marked Exhibit 7 there.

22 I would like to just turn you
23 first, I would like to walk through this
24
25 document with you. It is pretty cumbersome,

1 so please bear with me. Page two.

2 There is a statement at the top,
3 "In a few sentence per question, please
4 provide your most significant observations
5 on the following overarching questions.
6 Number one: In senior management's opinion,
7 what worked well, what did not work well in
8 risk management during the recent period?"

9 With respect to what did not work
10 well, the heading, it says underneath that
11 heading, "Poor communication across
12 businesses. Decentralized nature of the
13 firm created silos."

14 Do you recall expressing to your
15 regulators that there was poor communication
16 across the business and that there was, due
17 to the decentralized nature of the firm,
18 creating silos?

19 **A No.**

20 **Q Do you recall any discussion**
21 **about poor communication with your**
22 **regulators?**

23 **A No.**

24

25 **Q Do you recall any discussions**

1 about silos at Citi with your regulators?

2 A No.

3 Q When I ask if you recall any
4 communications, I mean not only anything
5 that you might have said but anything any of
6 your colleagues might have said or written?

7 A Not that I can recall.

8 Q Let me ask you this: Do you
9 agree with the statement that there was poor
10 communication across the businesses and the
11 decentralized nature of the firm created silos?

12 A No.

13 Q Why not?

14 A I didn't think there was, I
15 thought the communication across businesses,
16 certainly at the Business Heads level, was
17 pretty frequent and reasonably robust.

18 Q I draw your attention to the
19 fourth paragraph down under that heading of
20 what did not work well, the statement that
21 says, "Senior management business line and
22 risk management did not fully appreciate the
23 market risk of the leveraged loan pipeline
24
25 or of the retained super senior CDO

1 positions."

2 Do you recall that statement in
3 form or substance being told or written to
4 your regulators in or around November 2007?

5 A I don't recall that.

6 Q Do you agree with that statement,
7 that senior management business line and
8 risk management did not fully appreciate the
9 market risk of the leveraged loan pipeline
10 or of the retained super senior CDO
11 positions?

12 A Well, as I said before, I
13 expressed concerns in lessons learned about
14 risk factors.

15 I don't know who wrote this. I
16 wouldn't have used this terminology and
17 didn't use that terminology, but I did
18 discuss the fact that we didn't use market
19 risk factors when we were bounding the
20 leveraged loan business and we didn't use
21 credit risk management when we were talking
22 about the super senior position.

23 So that is what I would have
24
25 expressed and did express to the board.

1 Q The next paragraph down,
2 "Management found that balance sheet and
3 risk limits were not adequately enforced,
4 and traditional risk metrics for leveraged
5 loans and CDOs did not fully present risks."

6 Do you recall that statement
7 being said in form or substance to
8 regulators in or around November 2007?

9 A No.

10 Q Do you agree with that statement?

11 A No.

12 Q Why not?

13 A As far as I knew, risk limits
14 were always enforced. We had a risk limit
15 tracking system that if a desk needed to go
16 over its limits, there was a whole procedure
17 to ask for either a temporary exception. If
18 there weren't an exception, every night risk
19 limits would run against actual risk
20 position and an exception policy was run up.
21 That was reported to the board of directors.
22 I received it. I think the risk limit
23 process was very much enforced.

24

25 Balance sheet limits, which as I

1 said before was the purview of the CFO and
2 expressed at very large levels, were, I
3 would have said were less fully enforced.
4 And as we said, you know, the traditional
5 risk metrics for leveraged loans and CDOs, I
6 just explained that again.

7 Q The next paragraph, "Corporate-
8 wide stress testing and scenario analysis
9 was insufficient and not compensated for by
10 other controls. The firm did not have a
11 comprehensive view across credit market
12 liquidity and financial slash accounting
13 risks of its various businesses."

14 In those two sentences, do you
15 remember those two sentences being conveyed
16 in form or substance to regulators in or
17 around November, fall of 2007?

18 A No.

19 Q Do you agree with that paragraph?

20 A I would have, as discussed
21 previously, the stress testing and scenario
22 analysis had some weaknesses that I thought
23 were lessons learned from correlation
24
25 assumptions, diversification views, how

1 stressed, how far to go on beyond anything
2 that has historically been seen, how far
3 past that to go to be valid and useful were
4 certainly areas of discussion around that.

5 So I would have said that
6 corporate-wide stress testing could be
7 improved using different both statistical
8 metrics, using that type of thing, as well
9 as more innovative, never been seen before
10 scenario analysis.

11 Q The next page, page three, top of
12 the page, "Citigroup is assessing its
13 activities and has hired an external
14 consultant and assembled an advisory team to
15 review risk management practices."

16 Did Citigroup hire an external
17 consultant to review risk management
18 practices?

19 A I believe they did.

20 Q Who?

21 A I can't recall.

22 Q Do you remember the firm?

23 A I can't recall. I didn't hire
24
25 them.

1 Q Who hired them?

2 A I don't know.

3 Q Do you remember there being a
4 report or any document generated from a
5 consulting firm?

6 A I can't recall.

7 Q The next heading under three on
8 page three, the question is, "How well did
9 stress tests and limits perform as measures
10 and mitigators of risk, respectively? Did
11 internal processes estimate the nature and
12 scale of any losses appropriately?"

13 The first statement there
14 underneath there says, "The firm did not
15 have an adequate firm-wide consolidated
16 understanding of its risk factor
17 sensitivities."

18 Can I assume from your prior
19 statements that you would agree with that
20 statement?

21 A No, I wouldn't say that I would
22 agree with that. I said I thought there
23 were improvements that could be made in some
24
25 of the assumptions involving diversification

1 and correlation. That is how I would say it.

2 Q Do you remember anyone from Citi
3 expressing that statement, though, to your
4 regulators in form or substance?

5 A No.

6 Q The next paragraph says, "Stress
7 tests were not designed for this type of
8 extreme market event. The magnitude of the
9 spread widening was not contemplated by
10 existing VAR measures or stress tests.
11 Management had believed that CDOs and
12 leveraged loans would be syndicated and that
13 the credit risk in super senior triple A
14 CDOs was negligible."

15 Do you agree with the statements
16 in that paragraph?

17 A No, not completely.

18 Q What don't you agree with?

19 A The stress tests as we discussed
20 were not designed for this type of extreme
21 market event.

22 The risk manager stress tests
23 were very open and fluid in terms of design,
24
25 so they could have designed it in whatever

1 fashion. Designed implies that they were
2 somehow constrained from putting in whatever
3 they want to put in, and I don't agree with
4 that.

5 I would agree with the magnitude,
6 something that has never been happening, was
7 not contemplated by existing VAR measures or
8 stress test, and I would agree that
9 management believed that -- I would slightly
10 change the wording -- that other tranches of
11 CDOs would be syndicated and leveraged loans
12 would be syndicated, and that in retaining
13 the super senior triple A tranches the
14 credit risk was negligible. So parts I
15 agree with and parts I don't.

16 I would add that all of those
17 regulators had had extensive detailed
18 understandings prior to this time each year
19 of exactly what went into our VAR
20 calculations, how it was calculated, the
21 correlations that were used for both BIS 2
22 purposes and their own analysis. They had
23 extensive teams of analysts in from all
24
25 three of the major regulators that

1 understood that, and indeed that was very
2 much part of the QAS 5 process that took
3 place under BIS 2 implementation.

4 Q The next question is number four:
5 "How effective were internal reporting
6 mechanisms in identifying and highlighting
7 key drivers of risk and losses?"

8 The answer there says, "Key risk
9 reports did not effectively communicate the
10 magnitude and degree of the potential risk
11 to the company for CDOs and structured
12 credit trading."

13 Do you agree with that statement?

14 A I guess the answer would be yes,
15 although it seems to be, again, it doesn't
16 make -- I can't act on that. I can't
17 improve on that.

18 The key risk reports, and I am
19 using this as an example, didn't foreshadow
20 the fact that Fannie Mae would default on
21 its preferred securities, and that is a
22 major problem because your key risk reports
23 didn't in hindsight think that Fannie Mae
24
25 preferreds would default. If our key risk

1 reports are going to report every possible
2 position that under unprecedented stress
3 could affect this, then the key risk reports
4 aren't going to be key risk reports, they
5 are going to be telephone books of anything
6 under the sun.

7 Q The next statement says, "The
8 nature, origin and size of CDO exposure were
9 surprising to many in senior management and
10 the board."

11 Would you agree with that statement?

12 A I don't know. I can't determine
13 what was in senior management's mind or the
14 board's mind and whether they thought it was
15 a surprise.

16 Q Did senior management or the
17 board express any surprise when they heard
18 about the nature, origin and size of the CDO
19 exposure in the fall of 2007?

20 A Senior management did not, to me.

21 Q Did Chuck Prince?

22 A Express surprise?

23 Q Yes.

24

25 A I didn't connote surprise in

1 anything. I don't know how he would typify it.

2 Q Did it seem to you that Mr.
3 Prince was upset when he heard about the
4 nature, origin and size of the CDO exposure
5 that Citi had when he first learned about it
6 from you in 2007?

7 A No.

8 Q The next sentence says, "The
9 liquidity put exposure was not well known.
10 In particular, management did not consider
11 or effectively manage the credit risk
12 inherent in CDO positions."

13 Would you agree with those two
14 statements?

15 A I can't put it into context.

16 Liquidity put exposure was not
17 well known. It was known to the CFO in the
18 global corporate investment bank. I am sure
19 it wasn't known to people in the consumer
20 bank because it didn't have -- so I can't
21 put into context what the writer is
22 determining is, was well known. Well known
23 to whom? What is the base that we are
24
25 referring to here?

1 The second one I can't, I don't
2 quite understand, is it, is that statement
3 in conjunction with the liquidity put, and
4 particularly that management did not
5 consider or effectively manage the credit
6 risk inherent in CDO positions, or is that
7 separate from a liquidity put?

8 I am just having a tough time
9 with all of this, not being the writer, not
10 remembering that, to even say what was there.

11 **Q Let's flip the page, the question**
12 **at the top of page four: "How effective**
13 **were hedging strategies in responding to**
14 **rapidly changing conditions? To what extent**
15 **did the firm's planning contemplate both the**
16 **scale and speed at which liquidity**
17 **conditions deteriorated?"**

18 Do you see that question?

19 **A Uh-huh.**

20 **Q The first paragraph there states,**
21 **"Management did not have meaningful hedges.**
22 **Risk management believed that the leveraged**
23 **lending exposures would be syndicated and**
24
25 the CDO exposures would be sold."

1 Do you agree with that paragraph?

2 A No.

3 Q What parts don't you agree with?

4 A The first statement says
5 management did not have meaningful hedges.

6 I think there were many instances
7 of desks across where hedges employed
8 behaved just as they were thought of, and
9 they were meaningful. I don't know -- again
10 I didn't write this. I don't know if that
11 is meant meaningful hedges against a
12 specific position. What are we talking
13 about there? Are we talking about the
14 leveraged lending positions, the CDO
15 positions, our FX positions?

16 I do believe that says risk
17 management believed, yes, that the leveraged
18 lending exposure would be syndicated. That
19 was the stated magnitude of it. And I don't
20 agree with the CDO exposures would be sold.
21 If we said that the mezzanine tranches,
22 anything else but the super senior
23 positions, that those were, the intent of
24
25 those was to sell that, I would agree with

1 that, but not necessarily the way I would
2 have expressed it.

3 Q The next paragraph under the
4 question says, "Management had also felt
5 that there was very little risk inherent in
6 the super senior CDOs. By the time the
7 magnitude of the risk became known, hedging
8 options were very limited and expensive."

9 Do you agree with that paragraph?

10 A Yes.

11 Q The next question asks, "How
12 effective were firms in identifying both
13 direct and indirect exposures, paren,
14 whether or not involving contractual
15 obligations, end of paren, to other sources
16 of risk and potential concentrations of
17 risk, including exposures to structured
18 investment vehicles, alternative
19 investments, or mutual funds, among others,"
20 question mark.

21 I want to draw your attention to
22 the second paragraph, in particular the last
23 line of that second paragraph, "The
24
25 liquidity put exposure in particular was not

1 well communicated throughout the bank."

2 Would you agree with that statement?

3 A No.

4 Q Why not?

5 A Well, as I said, I think the -- I
6 didn't write this, so I don't know whether
7 we are talking about the potential call on
8 liquidity, assuming their commercial paper
9 market froze, or are we talking about the
10 CDO exposure that was, to folks within the
11 firm, knew that the liquidity put was simply
12 a financing mechanism and the CDO exposure,
13 although thought to be very small, was
14 always our exposure. We didn't think that
15 we sold off a CDO exposure by entering into
16 liquidity puts. It was just a funding
17 mechanism to fund the position.

18 And in a liquidity stress test,
19 it was contemplated that that liquidity
20 could go away, meaning the commercial paper
21 would not be available and that we would
22 have to seek other funding sources or use
23 other liquidity sources to fund that
24
25 position.

1 So no, I don't agree with that
2 statement.

3 Q Next paragraph, bottom statement,
4 though, relatedly says, "Although the CDO
5 conduit liquidity put exposure was said to
6 be captured in concentration risk to real
7 estate, it was not included in the
8 structured credit triple A limit bucket."

9 Do you agree with that statement?

10 A I don't know. I would have to
11 research that one.

12 Q The next page under "Senior
13 management oversight of risk appetite,"
14 there are a few sentences I want to draw
15 your attention to and ask you if you would
16 agree with them.

17 MR. BIRENBOIM: Just for the
18 record, Mr. Bondi, you have been
19 reading from the section titled
20 "Supervisor's key observations," which
21 has nothing to do with what they, what
22 was reported to him by the company.
23 You are now moving into a different
24
25 section called "Observations from

1 discussions."

2 MR. BONDI: I am not sure I
3 would agree with that statement.

4 MR. BIRENBOIM: The first page
5 is titled "1, supervisor's key
6 observations," and everything you have
7 read from is the supervisor's
8 observations.

9 Now we are moving into the
10 section called "Summarize what you
11 learned from management." So none of
12 the things you have been reading are
13 what was reported. They are simply
14 the supervisor's view. Now you are
15 moving into what was reported by
16 management.

17 MR. BONDI: I don't want to get
18 into a debate over what it said and
19 didn't say, but I will point out for
20 the record that throughout it, there
21 is references throughout the section
22 we have been dealing with about
23 management felt, senior management
24
25 believed, management found.

1 MR. BIRENBOIM: Just pointing
2 out that this is based on what the
3 supervisor thought, not what was
4 reported to them by management. You
5 skipped the entire section about what
6 Citi management actually discussed and
7 reported in the meeting.

8 MR. BONDI: What section do you
9 believe I have skipped, Bruce? I
10 think we are going in order. I don't
11 believe I have skipped a single page.

12 MR. BIRENBOIM: No, you haven't
13 yet gotten to the section that has to
14 do with what management actually
15 discussed.

16 MR. BONDI: But I haven't
17 skipped anything.

18 MR. BIRENBOIM: That is fine.

19 MR. BONDI: I haven't skipped
20 anything.

21 MR. BIRENBOIM: But the
22 suggestion in your questions was that
23 the section you were reading from was
24
25 based on the discussions when this is

1 just the section on the supervisor's
2 notes.

3 MR. BONDI: I respectfully
4 would say that my questions speak for
5 themselves.

6 MR. BIRENBOIM: Okay, and I
7 think the document speaks for itself
8 too.

9 MR. BONDI: Fair enough.

10 BY MR. BONDI:

11 Q Page five, "Senior management
12 oversight, risk appetite." Under this
13 section, it is number two, and it says, the
14 section is entitled "Observation from
15 discussions," and it says: "Please
16 summarize what you learned from management
17 during discussions on the following
18 subjects. While you need not provide
19 detailed answers to each of the specific
20 questions provided in the list of issues
21 that the agencies agreed to use, you should
22 share insight into your material
23 observations on each of the subcategories of
24
25 questions outlined in the document."

1 Section A, senior management
2 oversight, number one, risk appetite. I
3 want to draw your attention to the first
4 paragraph, the third sentence, "Citi doubled
5 its leveraged lending limit and its CDO
6 limit late in 2006."

7 Do you agree with that statement?

8 **A I don't know if it is exact**
9 **doubling. I would agree that we**
10 **significantly increased our leveraged**
11 **lending and CDO limits.**

12 **Q The next paragraph says, first**
13 **sentence, "Citigroup's board of directors**
14 **approved the management plan accepting**
15 **Citigroup, quote, needed to take on more**
16 **risk," end of quote.**

17 Would you agree with that
18 **statement?**

19 **A I would actually phrase it**
20 **differently, that Citigroup's board of**
21 **directors approved the management plan**
22 **accepting Citigroup's increased initiatives**
23 **in new business activities.**

24
25 **Q Okay. The next heading says**

1 "Subprime exposures." It says, "Management
2 noted in retrospect its strategic approach
3 was siloed when it came to subprime
4 exposures. While Citigroup consciously did
5 not underwrite exotic subprime mortgages in
6 its global consumer business, it grew
7 subprime exposures in its CMB business,
8 specifically with mortgage securitizations,
9 RMBS, structured credit trading and CDO
10 warehouse activities."

11 Would you agree with that
12 paragraph?

13 A Yes.

14 Q Please flip the page to page six.
15 The title of the section is "Super senior
16 triple A CDO tranches." The first sentence,
17 "An acknowledgment of the risk in its super
18 senior triple A CDO exposure was perhaps
19 Citigroup's biggest miss." Biggest miss is
20 in quotes.

21 Would you agree with that?

22 A I am not sure I would say it
23 exactly the same way, but I would
24
25 acknowledge that is where a large portion of

1 our losses came from, and they were
2 unexpected.

3 Q Was it the biggest miss?

4 A That is not what I said.

5 Q What would you say?

6 A I said -- can you repeat the
7 statement?

8 Q No, I don't mean to cut you off.
9 I was in the middle of a question, but if
10 you want to finish, what I was going to ask,
11 sir, was what was Citigroup's biggest miss?

12 MR. BIRENBOIM: I think he just
13 answered the question.

14 THE WITNESS: I wouldn't say it
15 this way. I would acknowledge that
16 this was, the CDO exposure was a large
17 portion of our losses, and they were
18 unexpected.

19 BY MR. BONDI:

20 Q The next paragraph down states,
21 "Stress applied to super senior triple A
22 tranches was not enough. Business strategy
23 was to, quote, buy and hold, end of quote,
24
25 these exposures, paren, which implied a more

1 appropriate HTM accrual-based accounting,
2 end of paren, semicolon; however, the
3 incentive to hold in trading slash MTM
4 account was to maximize RAP capital
5 treatment."

6 First of all, there is a lot of
7 acronyms used there, and I am a slow study
8 when it comes to acronyms.

9 What is HTM? Is that held to
10 maturity?

11 A That is my understanding.

12 Q And MTM is?

13 A Mark-to-market.

14 Q What is RAP capital treatment?

15 A Regulatory accounting.

16 Q Would you agree with the two
17 sentences that I just read from that
18 paragraph?

19 A I would agree with the first one,
20 that the stress in hindsight was not enough.

21 I would agree with business
22 strategy was to buy and hold these
23 exposures, period. I am not an accountant,
24
25 and my limited understanding is that that is

1 not the appropriate accounting treatment
2 that should have been used, depending on the
3 legal entity used. These were the rules.

4 So I would not agree with
5 anything after "exposures."

6 Q The next sentence I just want to
7 break up since it seems to be two separate
8 concepts, and I will break it up. It says
9 Citigroup, quote, "bought into the credit
10 agency ratings," end of quote.

11 Would you agree with that
12 statement with respect to super senior
13 triple A CDO tranches?

14 A I think I have testified before
15 that, and you gave me a limit or a gradation
16 of where I thought that was, and I didn't
17 think it was the rating agency had no effect
18 or no impact, nor did I think it was fair to
19 say it had total impact. It was somewhere
20 into the middle.

21 So that is probably how I would
22 have phrased it, the rating agencies'
23 ratings had some impact on Citi's decision
24
25 process.

1 Q Now, the "bought into the credit
2 agency rating" seems to be in quotes here.
3 Do you recall if anyone at a meeting with
4 regulators in or about November 19, 2007,
5 anyone from Citi had expressed that concept,
6 bought into the credit agency ratings, in
7 form or substance?

8 A Not that I can recall.

9 Q The next part of that sentence
10 start up with "and," "and noted that even if
11 Citigroup tripled historical losses in its
12 potential risk estimation procedures, it
13 would not have approximated what was
14 actually occurring in the market."

15 Do you have any understanding of
16 what is meant by that phrase?

17 A No.

18 Q So I take it you are not in a
19 position to agree with that or disagree with it?

20 A No, I am not.

21 Q Under the leveraged lending
22 category, there is a paragraph that says,
23 "Management was aware that by relinquishing
24
25 market MAC clauses, it was giving the

1 financial sponsors a free option. This risk
2 was discussed, but no action was taken to
3 hedge or mitigate the risk."

4 What do you understand, do you
5 understand that paragraph to mean?

6 A The leveraged lending market in
7 late '06 and throughout '07 and leveraged
8 lending, which was often loans were taken
9 out by debt issuance, and the debt issuance
10 portion had material adverse action clauses.

11 That is what a MAC clause is. It
12 basically allows the issuer to, or allows
13 the lenders to force the company to issue
14 bonds regardless of in essence market
15 conditions, and that that credit mitigant to
16 the lenders was being given up. That was
17 understood, that competitive pressures in
18 the market, that was being given up. The
19 risk was discussed, indeed different hedging
20 strategies around that were discussed, but
21 it was decided not to enter into any hedges.

22 Q Under the next section, number
23 two, "Communication with board slash senior
24 executives," please flip the page to page
25

1 seven. The last paragraph in there says,
2 "Citigroup, however, missed the, quote,
3 mortgage correlation, close quote. It
4 historically ran its business on a
5 decentralized basis. In retrospect,
6 Citigroup realized other parts of the firm
7 were seeing early signs of deterioration in
8 mortgage sector earlier on during the market
9 dislocation, such as the consumer bank and
10 the mortgage trading desk. This information
11 was not effectively communicated to the CDO
12 structuring business to take action."

13 Would you agree with that
14 paragraph?

15 **A As we have discussed previously,**
16 **I think I would have said it differently.**

17 **This was my comment made to the**
18 **board and others that said I thought that**
19 **the organizational structure of the**
20 **structured credit business would have been**
21 **better were it aligned with the mortgage**
22 **trading desk, and that the actual traders of**
23 **the underlying securities that the CDOs**
24
25 composed might have had a mitigating impact

1 just because they were closer to it.

2 So this is how I would have tried
3 to express it.

4 Q I appreciate your patience. We
5 are making our way through here.

6 If you can flip to page nine,
7 please, under number six, "Lessons learned,
8 changes as a result."

9 The second paragraph says,
10 "Changes in process and practices include."
11 In the second bullet it says, "Reducing
12 individual businesses' balance sheet
13 dependency, paren, central treasury
14 function."

15 What do you understand is meant
16 by that bullet?

17 A My recollection seeing this, or
18 understanding of it, would be that the CFO
19 and the treasury function was contemplating
20 going to a Citigroup-wide treasury function,
21 as opposed to having treasury functions in
22 the corporate and investment bank, in global
23 wealth management and in the consumer bank
24
25 for -- and that is what that is trying to

1 refer to. We did not have a central
2 treasury function, and it is talking about I
3 think basically going to an organizational
4 structure that did have a central treasury
5 function.

6 Q Page eleven, number three. I
7 apologize. I should also note that this is
8 under heading B, "Liquidity risk
9 management," the third bold section,
10 "Support for conduit slash SIVs slash SPEs."

11 It says, "Citigroup does not
12 intend to consolidate its SIVs. As
13 management stated, the SIVs are the masters
14 of their own destiny. Any support will be
15 viewed from an economic interest
16 perspective, semicolon; Citigroup will offer
17 the same as any other third party.
18 Citigroup provides partial liquidity
19 support."

20 Do you understand that that
21 paragraph is in reference to the seven SIVs
22 that were organized and advised out of
23 London?

24
25 A No, I don't know if it is

1 specifically referring to those or all of its
2 SIVs or whatnot. I don't know what that is.

3 Q Did you have any role with
4 respect to the seven SIVs that were advised
5 out of London?

6 A Well, I had a risk manager who
7 oversaw Citigroup alternative investments,
8 and she kept me apprised as to any of the
9 situations going on with their different
10 business units, one of which included the
11 SIVs. So I had an awareness, an oversight
12 role, yes.

13 Q Were you involved in the decision
14 to consolidate the assets and liabilities of
15 the SIVs on the balance sheet?

16 A No.

17 Q And for the record, what is the
18 name of the woman who you said kept you
19 apprised?

20 A Joely Eisner.

21 Q Page 12, under Legal entities."
22 There is a second statement that says,
23 "Liquidity considerations were of lesser
24
25 importance than regulatory capital,

1 anti-tying, tax and accounting treatment
2 when determining what business to book in
3 which entity."

4 What do you understand that
5 statement to be meaning?

6 A I understand that to be a broad-
7 based statement for the firm that says when
8 booking a position, we had many different
9 legal vehicles that we could book it on, and
10 then one goes through an optimization of
11 what happened -- if you book it in this
12 legal entity, what are the implications from
13 it? It might have, might, that legal entity
14 may have a great tax scenario under which to
15 work from, but may be a lousy funding
16 source. It may require mark-to-market
17 accounting or some other accounting, and so
18 you in essence have this laundry list of
19 here's where we could establish the position
20 or business or whatever, which legal entity
21 should we trade it on.

22 I think what this is trying to
23 express is here's the boxes that you would
24
25 want to check or address that says okay,

1 what is the tax implication of booking this
2 entity, what is the compliance? Is it
3 against the law to book; obviously that
4 would not be a good answer, right? Is there
5 an accounting aspect, is there a funding
6 aspect?

7 I think what this is trying to
8 say generally the firm, the prioritization
9 of those different ones, the liquidity
10 consideration of the checked boxes was given
11 less consideration than the other boxes that
12 you would check in making an ultimate
13 determination of where you decided to book a
14 position.

15 **Q Is that analysis as to where to**
16 **book a position, is that done by the**
17 **business line?**

18 **A No. It is done, if it was a new**
19 **business, that would be part of the new**
20 **product process that would include areas of**
21 **risk, of tax, of treasury, of compliance.**
22 **All of those areas would do that. There**
23 **would be an entire control structure view on**
24
25 what, where, what would be best.

1 Q If you flip to page 14, please,
2 there is a section that is called "Market
3 risk management," letter C.

4 Under the number two, "Scenario
5 analysis slash stress testing," I would like
6 to draw your attention if I could to the top
7 of page 15 and the first paragraph that
8 says, "In CDO and leveraged lending,
9 Citigroup management acknowledged that it
10 did not stress enough. In January slash
11 February 2007, risk management increased
12 stresses on non-super senior tranches of
13 CDOs, but did not change the stress
14 assumptions on the triple A super senior
15 tranche."

16 Do you agree with that paragraph?

17 A I just don't have the
18 information. I don't recall.

19 Q Do you have any understanding of
20 the source for that paragraph in the
21 regulator's notes here from the meeting with
22 Citigroup?

23 A No.

24

25 Q Do you recall anyone from

1 Citigroup expressing any of the substance of
2 that paragraph?

3 A I just don't recall this
4 discussion.

5 Q Did you ever acknowledge that
6 anyone from Citigroup management
7 acknowledged to the regulators that it did
8 not stress enough?

9 A I am sorry, what was the question?

10 Q I am sorry. Do you recall
11 Citigroup management in meetings with
12 regulators in the fall of 2007 acknowledging
13 that it did not stress enough with respect
14 to CDOs?

15 A I don't recall any of that.

16 Q Do you recall whether stressing
17 was increased on some tranches but not other
18 tranches of CDOs in 2007?

19 A I don't recall.

20 MR. BIRENBOIM: Can we take a
21 short break?

22 (Brief break.)

23 BY MR. BONDI:

24

25 Q Mr. Bushnell, continuing with the

1 document that we have been talking about,
2 the notes from the senior supervisor meeting
3 with Citigroup, the third section says "Risk
4 reporting and aggregation."

5 Underneath that, "Citigroup
6 acknowledges that better linkages need to be
7 made across the group to identify and
8 highlight any intersection slash convergence
9 of risk."

10 Do you agree with that?

11 MR. BIRENBOIM: Does he agree
12 that Citigroup acknowledged it or does
13 agree with the substance?

14 BY MR. BONDI:

15 Q Would you agree with the
16 substance?

17 A I would have said it differently,
18 and again, this is the point that I made
19 about convergence risk is where market risk
20 and credit right risk converge; that is the
21 shorthand for it.

22 And so when we talked about risk
23 factors in the leveraged lending area need
24
25 to employ more market risk factors as part

1 of the limiting and bounding process and the
2 CDO business needing more credit risk
3 factor, that is what I think we are trying
4 to refer to and that is how I would have
5 said it.

6 Q The next paragraph, "In looking
7 back, risk management noted some weaknesses
8 in consumer side 90-day DPD plus asset
9 quality indicators in its CF mortgage
10 portfolio. However, it believed the
11 structure of the CDO slash security was
12 intended to handle that type of stress."

13 First of all, what is 90 DPD
14 plus?

15 A Ninety days delinquent.

16 Q So that is 90 days delinquent on
17 a mortgage, mortgages?

18 A On its Citi Financial mortgages,
19 yes.

20 Q CF is Citi Financial?

21 A Yes.

22 Q Do you remember noting some
23 weaknesses on Citi Financial's mortgage
24 portfolio, the 90-day plus delinquencies?
25

1 Do you remember that?

2 A I don't recall specifically. I
3 think that if we looked at a trend line of
4 that specific businesses, we would see an
5 increase in 90-day plus delinquencies.

6 Q And when there was an increase in
7 90-day plus delinquencies, did you stop and
8 do anything to evaluate Citigroup's exposure
9 on its CDOs?

10 A Not that I can recall.

11 Q Under valuation, the first
12 paragraph, "Citigroup management stated it
13 has a formal process for validation that is
14 delineated in policy with regards to
15 pricing, verification and other areas of
16 responsibility. If a model is used for
17 value in Citigroup's books slash records, it
18 is subject to the model validation policy
19 and must be validated. During the market
20 dislocation, nothing fundamentally changed
21 in the models Citigroup used."

22 First of all, do you agree with
23 that paragraph?

24

25 A Yes.

1 Q And was there nothing
2 fundamentally changed, then, in the models
3 that Citigroup used in the fall of 2007?

4 A There was nothing fundamentally
5 changed in the process or the models that
6 were used to produce a number for our books
7 and records.

8 Q What do you mean by that?

9 A The model validation policy
10 refers to models who you push a button, out
11 comes a number. That number is what goes
12 onto the financial statements, income
13 statements.

14 If that happens, the model that
15 used that needs to be validated. If we use --
16 we have models all over the place, some of
17 which they are used to help traders. They
18 aren't used for the firm's books and
19 records. They are used by traders to do
20 other things for whatever purposes.

21 If we use a model to help us come
22 to a judgment, as one of the sources to come
23 up with a judgment of what the price should
24
25 be, that doesn't need to be validated. It

1 is part of a valuation process, but it is
2 not, as I say, an automatic push the button
3 for it.

4 Similarly, when models don't
5 change, the inputs to the model change all
6 the time. So if you have a new input that
7 says, whether it is my volatility assumption
8 on this option pricing model which feeds
9 directly into the public statements, it goes
10 from 16 to 17, well, the model hasn't
11 changed, the model validation policy. The
12 inputs have because the market's changed.

13 So I think that is a little bit
14 more background on what that is trying to say.

15 **Q If the super senior tranches were**
16 **rated above triple A -- first of all, do you**
17 **agree that the super senior tranches were**
18 **rated above triple A?**

19 **A That is what Moody's and S&P**
20 **said, yes.**

21 **Q If they were rated above triple**
22 **A, why would Citigroup buy CDS on those**
23 **positions?**

24
25 **A Because there still may be price**

1 volatility. Treasury bills, Treasury bonds
2 have price volatility, and I don't want
3 volatility.

4 Q And buying the CDS, is that a
5 risk management function or is that a
6 business function?

7 A It is a business function.

8 Q Help me understand, why is price
9 volatility a business function versus a risk
10 function?

11 A Because in a trading function,
12 the traders make the decisions that are
13 bounded by risk, not -- you know, risk
14 people aren't business people. They are not
15 responsible for the P and L performance.
16 They are not responsible for I think our
17 interest rates are going to go up, so I am
18 going to short the bond market. As long as
19 it's I am going to short the bond market in
20 this much and that is within the amount of
21 interest rate risk that I am allowed to
22 take, that decision is a business management
23 decision.

24
25 Q Is CDS also used for credit risk

1 management?

2 A Yes.

3 Q And did Citigroup use CDS as
4 credit risk management?

5 A Yes.

6 Q Would you have been involved in
7 the decision to buy CDS for credit risk
8 management?

9 A On the held loan portfolio of
10 corporations, the loan portfolio management
11 group would recommend for exposure
12 management purposes against single name
13 counterparties to in essence buy credit
14 insurance if we felt that was appropriate.

15 Q And were CDS purchased, though,
16 on the super senior tranches for credit risk
17 management purposes?

18 A I don't know. You would have to
19 ask the people who purchased them, the
20 business and what its motivation for
21 entering into the hedges were, whether they
22 were wishing to hedge duration risk, credit
23 risk, price volatility, whatever that might
24
25 have been.

1 Q Speaking of hedging, on page 16
2 of this document under heading five,
3 "Hedging," there is discussion of CDOs. The
4 fifth paragraph down says, "Citigroup used
5 various specific and, quote, macro, end of
6 quote, hedging instruments, short positions
7 in subprime ABS either through ABX indices
8 or single name credit default swaps.
9 Largely these have performed as expected."

10 The first question, and you may
11 have covered this, is: Did you have a role,
12 then, in the short positions in subprime ABS
13 either through ABX indexes, indices, or
14 single name credit default swaps, you or
15 independent risk have had a role in the
16 purchase of short positions?

17 A I didn't write this. If this is
18 all in reference to the CDO business, the
19 answer is no.

20 Q The second bullet talks about
21 "Purchased protection on CDO tranches,
22 including super senior. Again, these
23 largely performed as expected."

24
25 Again, would you or independent

1 risk have had a role in the purchase of
2 protection on CDO tranches including the
3 super seniors?

4 A No.

5 Q Do you know if that protection
6 that is described here on CDO tranches,
7 including the super senior tranches, do you
8 know if those performed as expected?

9 A I can't answer that question. It
10 was somebody else's expectation, so I don't
11 know what their expectations were, so I
12 can't tell if they performed to their
13 expectations. We weren't involved in that.

14 Q So do you know if those hedges
15 were even in place?

16 A I don't.

17 Q Flip through to page 19 of the
18 document, under the heading "Economic and
19 regulatory capital and related issues." The
20 second heading, "Capital and CDO slash CLO
21 businesses," the paragraph under there
22 reads: "Citigroup allocated trading, paren,
23 VAR and operational risk capital to its CDO
24
25 and CLO businesses based on its internal

1 models. No credit risk capital, however,
2 was allocated to the CDO assets."

3 Is that a correct statement, that
4 "no credit risk capital, however, was
5 allocated to the CDO assets"?

6 A That is my understanding, yes.

7 Q And why wasn't credit risk
8 capital allocated to the CDO assets?

9 A Because it was viewed under a
10 market risk framework.

11 Q What do you mean by that?

12 A If I can give you an analogy, it
13 would help.

14 If we are trading corporate
15 bonds, single name corporate bonds, we have
16 a -- and we'll use the example again of IBM,
17 and it is traded in our secondary trading
18 desk, the limit structure around how much
19 can be taken looks at how much credit
20 spreads can widen, therefore how much limit
21 bonds that you have, that you could have
22 from a credit spread widening basis. They
23 look at it in terms of how much interest
24
25 rate you could take, et cetera.

1 But if we underwrote and hold and
2 the position is mark-to-market and it has
3 price volatility, if we had the exact same
4 instrument, same terms and conditions with
5 IBM but was done in a loan format, it would
6 not have any market risk variations about
7 credit spread or interest rate risk to it.
8 It would be underwritten according to our
9 credit policies and have limits that would
10 apply to its credit policies, two different
11 ways of limiting, bounding the same risk,
12 the same risk.

13 The CDO business was bound by
14 market risk limits. It had a limit as to
15 how much credit spread risk you could take.
16 That is a way of limiting it. It is not, it
17 wasn't set up under the credit risk process.
18 It was set up under the market risk process.
19 That is what that is saying.

20 **Q And what would have happened if**
21 **Citigroup had allocated credit risk capital**
22 **to the CDO assets. What practically would**
23 **have happened if that had been allocated?**

24

25 **A The approval process, the risk**

1 capital compilation for a triple A rated
2 asset would have come up of this much of
3 credit risk, and it would have resulted in
4 the same amount of economic capital being
5 utilized, just come at it from a different
6 way.

7 Q To no different outcome?

8 A Correct.

9 Q You described the market risk
10 framework. Does that framework also apply
11 to the liquidity puts on the CDOs, or was
12 that viewed through the market risk lens?

13 A The liquidity puts don't have,
14 it's simply a funding mechanism. It doesn't
15 have anything to do with the exposure. The
16 exposure was already captured in market risk
17 limits, so the liquidity puts in terms of
18 our economic capital would have shown in a
19 liquidity risk portion of economic capital
20 calculation that has to do with the
21 certainty of financing, nothing to do with
22 the riskiness of the position, the long
23 position.

24
25 Q When were you first aware that

1 commercial paper, asset-backed commercial
2 paper was being purchased by Citigroup in
3 connection with liquidity puts on the super
4 senior CDO tranches?

5 MR. BIRENBOIM: Do you
6 understand the question?

7 THE WITNESS: Yes.

8 I can't recall specific dates.

9 BY MR. BONDI:

10 Q An internal document that we have
11 seen suggests that in July or August,
12 commercial paper was purchased by Citigroup
13 in response to these liquidity puts, and
14 eventually 25 billion of asset-backed
15 commercial paper secured by these super
16 senior tranches came back on Citi's books in
17 2007.

18 If I represent to you the
19 purchasing began in July or August 2007,
20 when do you recall, or does that help you
21 recall when you were first made aware of
22 when the commercial paper started being
23 purchased back?

24
25 A Sometime in that July, August

1 framework I was aware of that.

2 Q So you would have been aware at
3 the start of purchasing back the commercial
4 paper?

5 A Not necessarily the start, but
6 somewhere in there.

7 Q I would just like to turn your
8 attention back if I could to Exhibit 6.
9 Hopefully you still have it.

10 While you are turning to
11 Exhibit 6, gentlemen from Jones Day, I have
12 to ask that you provide back the OCC
13 document to us, Citigroup as well, provide
14 back these documents to us, please.

15 MR. BIRENBOIM: On what ground?

16 MR. BONDI: I think you -- do
17 we have an agreement that Citigroup
18 can keep them?

19 MR. BIRENBOIM: I am going to
20 state for the record, we have never
21 seen this document before, Mr. Bondi.
22 You have read from it selectively,
23 read the paragraphs you liked, haven't
24
25 read the paragraphs that precede and

1 following the paragraphs you like.

2 If this is a fact-finding
3 exercise, we certainly would
4 respectfully request the right to keep
5 the document so we can intelligently
6 digest it and respond to it fairly. I
7 don't know how you can justify
8 confronting a witness with a document
9 and then taking it back and not
10 letting us see the rest of it.

11 MR. BONDI: Well, I will note
12 for the record that it is a
13 confidential bank supervisory
14 document.

15 MR. BIRENBOIM: You showed it
16 to the witness.

17 MR. BONDI: As you know, with
18 permission from the OCC to show this
19 document.

20 I just want to maintain the
21 confidences of Citigroup, your client,
22 with respect to this document, and I
23 would just ask that the document be
24
25 returned, at least by the lawyers from

1 Jones Day that are not representing
2 Citigroup.

3 MR. ROMATOWSKI: Let me state
4 on behalf of the witness, I have a
5 concern, counsel, as we get an
6 opportunity to examine this 21-page
7 single-spaced document for the first
8 time, in view of the nature of your
9 questions to the witness, which at
10 least seem to imply that this document
11 purported to be some sort of record,
12 whether a quotation or close
13 paraphrase, of what somebody from
14 Citigroup and perhaps by implication
15 of some of your questions the witness
16 himself is purported to have said. I
17 think there is confusion on that point
18 because, as Bruce points out, instead
19 at different places this document
20 makes plain that they are instead
21 supervisor's observations from some
22 activities of their own.

23 I think it is important, in
24
25 view of the nature of the questions,

1 that the witness have the opportunity,
2 we as his counsel have the opportunity
3 to consider this document in full and
4 better understand exactly what this
5 purports to be.

6 You have taken here today word
7 for word what this witness has to say,
8 yet you have confronted him along the
9 way with what appear to be editorial
10 comments by bank regulators, a
11 committee of bank regulators, as if
12 they were statements of his. And for
13 that reason I think we are entitled to
14 retain this document and consider it
15 further and figure out just exactly
16 what it is we are being asked about
17 here.

18 MR. BONDI: Well, I am
19 concerned about a supervisory document
20 not being in the, getting out in the
21 public domain. This is a confidential
22 investigation, and so what I will say
23 is that if Citigroup is willing to
24
25 return this document to us following

1 the hearing, and you, sir, are willing
2 to return this document to us
3 following the hearing and not make any
4 copies of this or release it publicly,
5 I am willing to let you leave with
6 this document provided it return to us
7 following the hearing.

8 MR. ROMATOWSKI: Are you
9 willing to say that this document is
10 never going to make it into the public
11 domain and not going to be given to
12 anybody else?

13 MR. BONDI: Is that a fair
14 statement? Will you agree to that?

15 MR. ROMATOWSKI: What is the
16 answer to my question? You say your
17 concern is that this not make it into
18 the public domain and not be
19 disclosed. Are you representing to us
20 that the Commission is not going to do
21 that?

22 MR. BONDI: No decision has
23 been made with respect to whether this
24
25 document is going to be released

1 publicly or not. Until that decision
2 is made, I would ask that you maintain
3 the confidentiality of that document,
4 and if you cannot do so, until after
5 the hearing in which you would return
6 the document to us.

7 If it becomes public, then it
8 becomes a public document after the
9 hearing, but if it remains
10 confidential I would ask that you
11 return the document to us following
12 the hearing. Is that an agreement
13 that we can reach?

14 MR. ROMATOWSKI: Give us two
15 minutes.

16 (Brief break.)

17 MR. ROMATOWSKI: Counsel, on
18 behalf of the witness, we are prepared
19 to accept a copy of this document
20 temporarily, to keep it confidential,
21 closely held by Mr. Bushnell and his
22 counsel, not to be disclosed to others
23 and to return it to you after the
24
25 hearing.

1 MR. BONDI: Thank you.

2 BY MR. BONDI:

3 Q Mr. Bushnell, if you could turn
4 back, please, to Exhibit 6, it was one we
5 covered earlier, a view of the current
6 environment. Do you see that?

7 A The draft review?

8 Q Yes. I want to turn your
9 attention to page 11 of that, if I could.

10 A Uh-huh.

11 Q Page 11 is entitled "Subprime
12 market events." There are boxes across the
13 top here, and I want to just to go through
14 each of these boxes.

15 The first box is 2/27, "Mortgage
16 delinquencies, HSBC announces losses." Do
17 you see that box?

18 A Yes.

19 Q And do you remember that event on
20 February 27, 2007?

21 A Yes.

22 Q Was that a significant event to
23 you?

24

25 A It was a data point. I am not

1 sure significant, what meets the criteria of
2 significant. It was something that I
3 thought was noteworthy. Obviously we
4 wouldn't have put it in if we didn't.

5 Q And corresponding to that event,
6 there appears to be movements in two lines
7 on this graph. Can you tell me or can you
8 tell what those two lines correspond to?

9 A Sure. It looks like the price
10 movement of the, of an index which is meant
11 to track lower tranches of RMBS and CDO
12 originations. The ABX index '06 refers to
13 deals originated in '06; single A, it is
14 referring to the tranche that is single A
15 rated.

16 Q Following the event described in
17 that box for February 27, 2007, the mortgage
18 delinquencies, HSBC announces losses and the
19 movement in the ABX indices, did you do
20 anything risk management-wise with respect
21 to CDOs?

22 A Not that I can recall.

23 Q The next event on --

24

25 A I am sorry, can I just ask a

1 question of that? Are you referring to the
2 super senior portion of the CDOs, or when
3 you say CDOs, CDOs in general?

4 Q ABS CDOs, asset-backed security
5 CDOs.

6 A Which tranches of ABS CDOs?

7 Q Any tranches at this point?

8 A Well, risk management didn't, but
9 obviously the positions that were rated
10 lower in our warehouse and trading positions
11 would have had an effective price move off
12 of that.

13 Q With respect to the second box
14 there, June 12, 2007, "Bear Stearns asset
15 management in trouble," and there appears to
16 be two movements in the ABX index for A and
17 looks like triple B or triple B minus.

18 Did you take any actions with
19 respect to risk management relating to ABS
20 CDOs after that event?

21 A No.

22 Q The next box says July 10th,
23 2007, "S&P and Moody's announces CDO rating
24 changes, major downgrades," and it appears
25

1 following that event, all three indices have
2 some movement, the triple A, the A and the
3 triple B minus.

4 Did you take any actions with
5 respect to risk management relating to ABS
6 CDOs following that event?

7 A Not that I recall.

8 Q The next event says July 24,
9 2007, "Basis Capital liquidates two hedge
10 funds."

11 First of all, was that a
12 significant or noteworthy event to you?

13 A I don't think I would have shown
14 a graph like this if I didn't think it was
15 significant.

16 Q Why was it significant?

17 A It was another indication of a
18 counterparty who was involved in the
19 subprime market having problems.

20 Q And following that event, it also
21 appears that the triple A ABX index moves
22 down, it looks also that the A index moves
23 down, and it also appears the triple B minus
24
25 index moves down. Do you see that?

1 A Well, actually I don't think that
2 Basis, I just trying to follow -- okay, yes.
3 It's a little hard to follow the lines.

4 Q Did you take any actions with
5 respect to risk management relating to ABS
6 CDOs following that event?

7 A Not that I recall.

8 Q August 10th, 2007, "BNP Paribas
9 freezes funds. Countrywide announces
10 problems."

11 First of all, do you know the
12 single largest source of RMBS in Citigroup's
13 CDOs?

14 A No.

15 Q Would it surprise you if I said
16 it was Countrywide?

17 A No.

18 Q Following the event on
19 August 10th, 2007, it appears that there is
20 some movement in the index there. It looks
21 as if the triple A might have jumped up a
22 little bit, actually. It appears that the A
23 moves down slightly. It appears that maybe
24
25 the triple B minus also moves down slightly.

1 Did you take any actions with
2 respect to risk management relating to
3 Citigroup's ABS CDOs following BNP Paribas
4 freezing funds and Countrywide announcing
5 problems?

6 **A Yes.**

7 **Q What did you do?**

8 **A Well, I think you have a document**
9 **that we discussed earlier, that on July 26th**
10 **after notification from BeBe Duke about**
11 **price movements, I instituted firm-wide**
12 **daily risk management calls to and including**
13 **discussions of various markets, including**
14 **the mortgage market, the subprime market and**
15 **the CDO market in generating the hierarchy**
16 **underneath that, to generate information and**
17 **awareness within the risk management**
18 **community and for myself of what was**
19 **happening.**

20 **Q Why was it, or was it significant**
21 **with respect to BNP Paribas freezing funds?**
22 **Was that a significant event?**

23 **A I think it was a notable event in**
24
25 the subprime market. It had to do with the

1 asset-backed commercial paper market and
2 funds that BNP was managing, the outflow
3 investor redemption requests, and it decided
4 to freeze funds. It was just another, I
5 guess I would say significant data point I
6 think in not only the subprime market but in
7 the overall market that was worthy of
8 presentation.

9 Q I would like to skip ahead to the
10 last bullet there, October 17, 2007, S&P and
11 Moody's downgrades. I know our graph seems
12 to end shortly following that, but do you
13 recall what happened with respect to the
14 triple A ABX index following S&P and Moody's
15 downgrades on October 17, 2007?

16 MR. BIRENBOIM: Just for
17 completeness, I note that the triple A
18 line had returned back up in the
19 period you skipped almost to par.

20 BY MR. BONDI:

21 Q Do you want me to read back the
22 question?

23 A I don't recall what the indices'
24
25 movements were after that time.

1 Q Do you remember a significant
2 decline in or around October 2007 on the
3 triple A ABX index?

4 A As I said, I can't recall the
5 specific numbers, the magnitude of the
6 numbers, off of that.

7 MR. BONDI: Gentlemen, if I
8 could stay on the record but take one
9 break, and that is if we could do
10 things one way differently, and that
11 is we will need to have a
12 confidentiality agreement with respect
13 to those documents.

14 We are happy to give you copies
15 to keep in confidence. What I would
16 ask from you is we will send them to
17 you. If we could send you a
18 confidentiality agreement, we can get
19 that executed today. Is that okay?

20 MR. BIRENBOIM: We will take it
21 under advisement. I don't know if we
22 need a confidentiality agreement. We
23 have said on the record that are going
24
25 to maintain the confidentiality.

1 MR. BONDI: Gentlemen from
2 Jones Day, we can send you the
3 document and we are happy to take care
4 of that, but we just want to make sure
5 that we have a confidentiality
6 agreement, a formal agreement, so that
7 the confidences of those documents are
8 maintained.

9 MR. ROMATOWSKI: Do you have a
10 form of confidentiality agreement?
11 You say we can enter it today. Do you
12 have a form?

13 MR. BONDI: We do. I don't
14 have one with me, but our general
15 counsel has one and he is happy to
16 send that to you.

17 MR. ROMATOWSKI: Well, let's
18 have a look at it. I can't agree --
19 we agree to keep this confidential.
20 That means to me nobody other than the
21 people in this room that you see on
22 our side are going to see it.

23 MR. BONDI: In fairness,
24
25 counsel, I would like for you to have

1 a document to keep and read and prep
2 your witnesses as you feel
3 appropriate. I just want to make
4 sure, I think you can appreciate where
5 we come from, that the confidence is
6 obviously maintained with respect to
7 the regulators and Citigroup, and so I
8 think that is something we can
9 probably resolve fairly quickly.

10 MR. ROMATOWSKI: Beyond what I
11 have stated on the record we are
12 willing to do, I don't want to agree
13 in the abstract to something I haven't
14 seen.

15 MR. BONDI: We are in the
16 process of getting it to you. If you
17 can hang tight, I think we will have a
18 fax here shortly.

19 (Brief break.)

20 THE WITNESS: Can I just go on
21 record a little bit further in that
22 last line of questioning?

23 I want you to understand that
24
25 throughout all of this, risk

1 management at Citigroup, especially in
2 terms of even subprime exposures, was
3 doing lots of stuff. We changed our
4 underwriting criteria in the consumer
5 bank, we increased our loan loss
6 reserves.

7 You asked the specific question
8 around the super senior portions of
9 the CDO positions, but during this
10 whole period when we first started to
11 see breaks, lots of other areas that
12 had subprime market exposure, we as
13 well as the business itself took a
14 bunch of actions around that.

15 So, just so we understand that.

16 BY MR. BONDI:

17 Q Thank you for that addition, Mr.
18 Bushnell. I appreciate that. I just have a
19 couple more questions.

20 Do you feel the culture in the
21 investment banks, Citi markets and banking,
22 caused or contributed to some excessive risk
23 taking?

24

25 A No.

1 Q Do you believe that the
2 relationship between business and the risk
3 managers was the appropriate level vis-à-vis
4 independence, vis-à-vis status in the
5 organization, vis-à-vis pay, do you believe
6 it was at the appropriate level?

7 A Yes.

8 Q Mr. Bushnell, we are
9 investigating several, many different causes
10 that have been asserted for the financial
11 crisis, and we wanted to get your opinion
12 with respect to what you believe may have
13 been some of the causes of the financial
14 crisis.

15 A I think that when you have a
16 crisis of this magnitude, there can be no
17 one specific cause. When this many banks,
18 regulators, central bankers, economists,
19 investors, all got it wrong, that is why you
20 have the magnitude. If some of them had got
21 it right, it wouldn't have been as big as it is.

22 I think where people got it wrong
23 in a large portion does have its heart in
24
25 the U.S. residential mortgage area. Yes, we

1 can talk about leveraged lending, we can
2 talk about the CP market, but the big, you
3 know, earthquake event definitely revolves
4 around the U.S. residential real estate
5 market, its fast appreciation and its method
6 of financing, the securitization method, the
7 lack of underwriting at the investor or
8 holder level, the reliance on second and
9 third parties to do that work, the reliance
10 on due diligence and reps and warranties,
11 and that that is going to have to be at the
12 heart of fixing it, is changes to those
13 systems.

14 Those are some of my initial
15 thoughts.

16 **Q The Commission is holding a**
17 **hearing next week, and the title is subprime**
18 **origination and securitization. I am**
19 **interested to know if you have any views on**
20 **whether the model of originate-to-distribute**
21 **mortgages from third party originators sold**
22 **on through Wall Street channels, securitized**
23 **in RMBS and then eventually making its way**
24
25 into CDOs, whether that model itself had any

1 fundamental flaws to it?

2 A I think it did. I think that, as
3 I say, the disconnect from the ultimate
4 supplier of capital, the ultimate needer of
5 capital, there were several to many
6 different parties in between there, and the
7 lack of underwriting familiarity and
8 underwriting discipline kind of dispersed by
9 this long chain of events is at the heart of
10 it, and the question is how do you impose
11 those types of discipline without -- while
12 still maintaining a capital market dependent
13 system.

14 What do I mean by that? You
15 can't go back to a system, you know, in the
16 '40s where the banks are the buy and hold
17 providers of residential finance. The
18 market for residential finance is way too
19 big. There is not enough capital, anywhere
20 near enough capital in the banking system to
21 be the ultimate holder of these.

22 So I don't believe you can
23 reintermediate a disintermediated capital
24 market system. If you follow that, that
25

1 means you need to somehow fix this chain of
2 events with more safeguards, more
3 disciplines, disciplines to and including
4 disciplines on the borrowers, you know, for
5 applications filled out that weren't
6 entirely truthful, to the mortgage brokers
7 who assisted in that or, you know, told the
8 borrowers wrong information, to the mortgage
9 originators, to the servicers, to the
10 securitizers, to the ultimate holders.

11 As I say, everybody needs to have
12 some more rigorous checks and balance in
13 order to make that system work, because I
14 still think it is the system that kind of
15 has to be to provide enough funding for
16 affordable finance, as otherwise credit
17 spreads on financial products are going to
18 blow out very wide and there is going to be
19 a shortage of available finance for home
20 buyers.

21 **Q One other area that Congress**
22 **asked to us explore is mark-to-market**
23 **accounting. Do you have a view of whether**
24
25 mark-to-market accounting caused or

1 contributed to the financial crisis or even
2 the financial difficulties of Citigroup?

3 A I don't think the accounting
4 methodology chosen was a major contributor
5 to this problem. This is kind of like your
6 question of what is the range, and it is
7 definitely not the main cause of the
8 problem. It is not it didn't matter at all,
9 but it is down at that end of the spectrum
10 that this is, it may have exacerbated a
11 little bit, but I don't think it is a major
12 driver of the volatility that we've seen or
13 the financial crisis.

14 Q In closing, Mr. Bushnell, is
15 there anything that you would like to add or
16 express with respect to today or in general
17 about your role at Citigroup or anything
18 else that you want to add?

19 A I don't think so. I think that
20 is --

21 MR. BONDI: Sir, thank you very
22 much for your time. I appreciate your
23 time.

24
25 Mr. Bushnell, one thing in

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closing. If we could keep our
conversation today confidential; in
other words, please don't discuss what
we talked about with anyone, any other
employees with Citigroup or anyone
else outside of your lawyers, please.

THE WITNESS: Okay.

(Time noted: 4:30 p.m.)

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WITNESS PAGE

DAVID C. BUSHNELL 3

EXAMINATION BY:

MR. BONDI

E X H I B I T S

PAGE

Document marked Citi 7657, 43

"Presentation to the Securities
and Exchange Commission regarding
overall CDO business and subprime
exposure," dated June 2007, was
marked DB Exhibit 1

Document FCICE 641146, e-mail 54

chain dated July 26, 2007, was
marked DB Exhibit 2

1 Document FCICE 639388, e-mail 70
2 chain dated August 30, 2007, was
3 marked DB Exhibit 3
4
5 Document Citi FCICE 31582, e-mail 78
6 chain dated September 26, 2007,
7 was marked DB Exhibit 4
8
9 Document Bates numbered Citi 88
10 FCICE 644389, cover e-mail and a
11 presentation to the board of
12 directors, dated October 15,
13 2007, was marked DB Exhibit 5
14
15 Document Citi 16523749, 110
16 PowerPoint deck entitled "Review
17 of the current environment," was
18 marked DB Exhibit 6
19
20 OCC document entitled "Notes on 153
21 senior supervisors' meetings with
22
23 firms," dated November 19, 2007,
24
25 was marked DB Exhibit 7

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PowerPoint presentation dated 153

November 20, 2007, Citi 91212,

was marked DB Exhibit 8

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CERTIFICATION

I, Jessica R. Berman, a Notary Public
for and within the State of New York, do
hereby certify:

That the witness whose testimony as
herein set forth, was duly sworn by me; and
that the within transcript is a true record
of the testimony given by said witness.

I further certify that I am not related
to any of the parties to this action by
blood or marriage, and that I am in no way
interested in the outcome of this matter.

IN WITNESS WHEREOF, I have hereunto set
my hand this 2nd day of April, 2010.

Jessica R. Berman