

The table below presents both on-balance sheet and off-balance sheet consumer and wholesale-related credit exposure by the Firm's three credit portfolio segments as of December 31, 2018 and 2017.

As a result of continued growth and the relative size of the portfolio, exposure to "Individuals," which was previously disclosed in "All Other," is now separately disclosed in the table below as "Individuals and Individual Entities." This category predominantly consists of Wealth Management clients within AWM and includes exposure to personal investment companies and personal and testamentary trusts. Predominantly all of this exposure is secured, largely by cash and marketable securities. In the table below, prior period amounts have been revised to conform with the current period presentation.

December 31, (in millions)	2018				2017			
	Credit exposure ^(g)	On-balance sheet		Off-balance sheet ^(h)	Credit exposure ^(g)	On-balance sheet		Off-balance sheet ^(h)
		Loans	Derivatives			Loans	Derivatives	
Consumer, excluding credit card	\$ 419,798	\$ 373,732	\$ —	\$ 46,066	\$ 421,234	\$ 372,681	\$ —	\$ 48,553
Receivables from customers ^(a)	154	—	—	—	133	—	—	—
Total Consumer, excluding credit card	419,952	373,732	—	46,066	421,367	372,681	—	48,553
Credit card	762,011	156,632	—	605,379	722,342	149,511	—	572,831
Total consumer-related	1,181,963	530,364	—	651,445	1,143,709	522,192	—	621,384
Wholesale-related^(b)								
Real Estate	143,316	115,737	164	27,415	139,409	113,648	153	25,608
Individuals and Individual Entities ^(c)	97,077	86,586	1,017	9,474	87,371	77,768	1,252	8,351
Consumer & Retail	94,815	36,921	1,093	56,801	87,679	31,044	1,114	55,521
Technology, Media & Telecommunications	72,646	16,980	2,667	52,999	59,274	13,665	2,265	43,344
Industrials	58,528	19,126	958	38,444	55,272	18,161	1,163	35,948
Banks & Finance Cos	49,920	28,825	5,903	15,192	49,037	25,879	6,816	16,342
Healthcare	48,142	16,347	1,874	29,921	55,997	16,273	2,191	37,533
Asset Managers	42,807	16,806	9,033	16,968	32,531	11,480	7,998	13,053
Oil & Gas	42,600	13,008	559	29,033	41,317	12,621	1,727	26,969
Utilities	28,172	5,591	1,740	20,841	29,317	6,187	2,084	21,046
State & Municipal Govt ^(d)	27,351	10,319	2,000	15,032	28,633	12,134	2,888	13,611
Central Govt	18,456	3,867	12,869	1,720	19,182	3,375	13,937	1,870
Automotive	17,339	5,170	399	11,770	14,820	4,903	342	9,575
Chemicals & Plastics	16,035	4,902	181	10,952	15,945	5,654	208	10,083
Transportation	15,660	6,391	1,102	8,167	15,797	6,733	977	8,087
Metals & Mining	15,359	5,370	488	9,501	14,171	4,728	702	8,741
Insurance	12,639	1,356	2,569	8,714	14,089	1,411	2,804	9,874
Financial Markets Infrastructure	7,484	18	5,941	1,525	5,036	351	3,499	1,186
Securities Firms	4,558	645	2,029	1,884	4,113	952	1,692	1,469
All other ^(e)	68,284	45,197	1,627	21,460	60,529	35,931	2,711	21,887
Subtotal	881,188	439,162	54,213	387,813	829,519	402,898	56,523	370,098
Loans held-for-sale and loans at fair value	15,028	15,028	—	—	5,607	5,607	—	—
Receivables from customers and other ^(a)	30,063	—	—	—	26,139	—	—	—
Total wholesale-related	926,279	454,190	54,213	387,813	861,265	408,505	56,523	370,098
Total exposure^{(f)(g)}	\$ 2,108,242	\$ 984,554	\$ 54,213	\$ 1,039,258	\$ 2,004,974	\$ 930,697	\$ 56,523	\$ 991,482

(a) Receivables from customers primarily represent held-for-investment margin loans to brokerage customers (Prime Services in CIB, AWM and CCB) that are collateralized through assets maintained in the clients' brokerage accounts, as such no allowance is held against these receivables. These receivables are reported within accrued interest and accounts receivable on the Firm's Consolidated balance sheets.

(b) The industry rankings presented in the table as of December 31, 2017, are based on the industry rankings of the corresponding exposures at December 31, 2018, not actual rankings of such exposures at December 31, 2017.

(c) Individuals and Individual Entities predominantly consists of Wealth Management clients within AWM and includes exposure to personal investment companies and personal and testamentary trusts.

(d) In addition to the credit risk exposure to states and municipal governments (both U.S. and non-U.S.) at December 31, 2018 and 2017, noted above, the Firm held: \$7.8 billion and \$9.8 billion, respectively, of trading securities; \$37.7 billion and \$32.3 billion, respectively, of AFS securities; and \$4.8 billion and \$14.4 billion, respectively, of held-to-maturity ("HTM") securities, issued by U.S. state and municipal governments. For further information, refer to Note 2 and Note 10.

(e) All other includes: SPEs and Private education and civic organizations, representing approximately 92% and 8%, respectively, at December 31, 2018 and 90% and 10%, respectively, at December 31, 2017. For more information on exposures to SPEs, refer to Note 14.

(f) Excludes cash placed with banks of \$268.1 billion and \$421.0 billion, at December 31, 2018 and 2017, respectively, which is predominantly placed with various central banks, primarily Federal Reserve Banks.

(g) Credit exposure is net of risk participations and excludes the benefit of credit derivatives used in credit portfolio management activities held against derivative receivables or loans and liquid securities and other cash collateral held against derivative receivables.

(h) Represents lending-related financial instruments.