



# Barclays PLC

H1/Q2 2017 Financial Results

28 July 2017





Jes Staley

Barclays Group Chief Executive Officer

# Completed Barclays' restructuring

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Africa selldown complete

Sold down to target shareholding of c.15% and achieved proportional regulatory consolidation

CET1 ratio within end-state range

CET1 ratio of 13.1%, reflecting strong capital generation from profits and 47bps from Africa selldown

Non-Core closed

Closure on 1 July 2017  
with residual RWAs of £23bn, ahead of guidance

# Transatlantic Consumer, Corporate and Investment bank

## Barclays UK

*RoTE of 20.4%<sup>1</sup>*

*UK consumer and business bank  
Differentiated by scale and digital innovation*

**Stronger and simpler  
Barclays, benefitting  
from diversification  
and stability**

## Barclays International

*RoTE of 12.4%*

*Diversified transatlantic wholesale  
and consumer bank*

## Group Service Company

Enabling world-class services for our customers and clients while driving efficiency

### Strong capital position

CET1 ratio of 13.1%  
13.4% pro-forma for BAGL<sup>3</sup>

### Simpler organisation

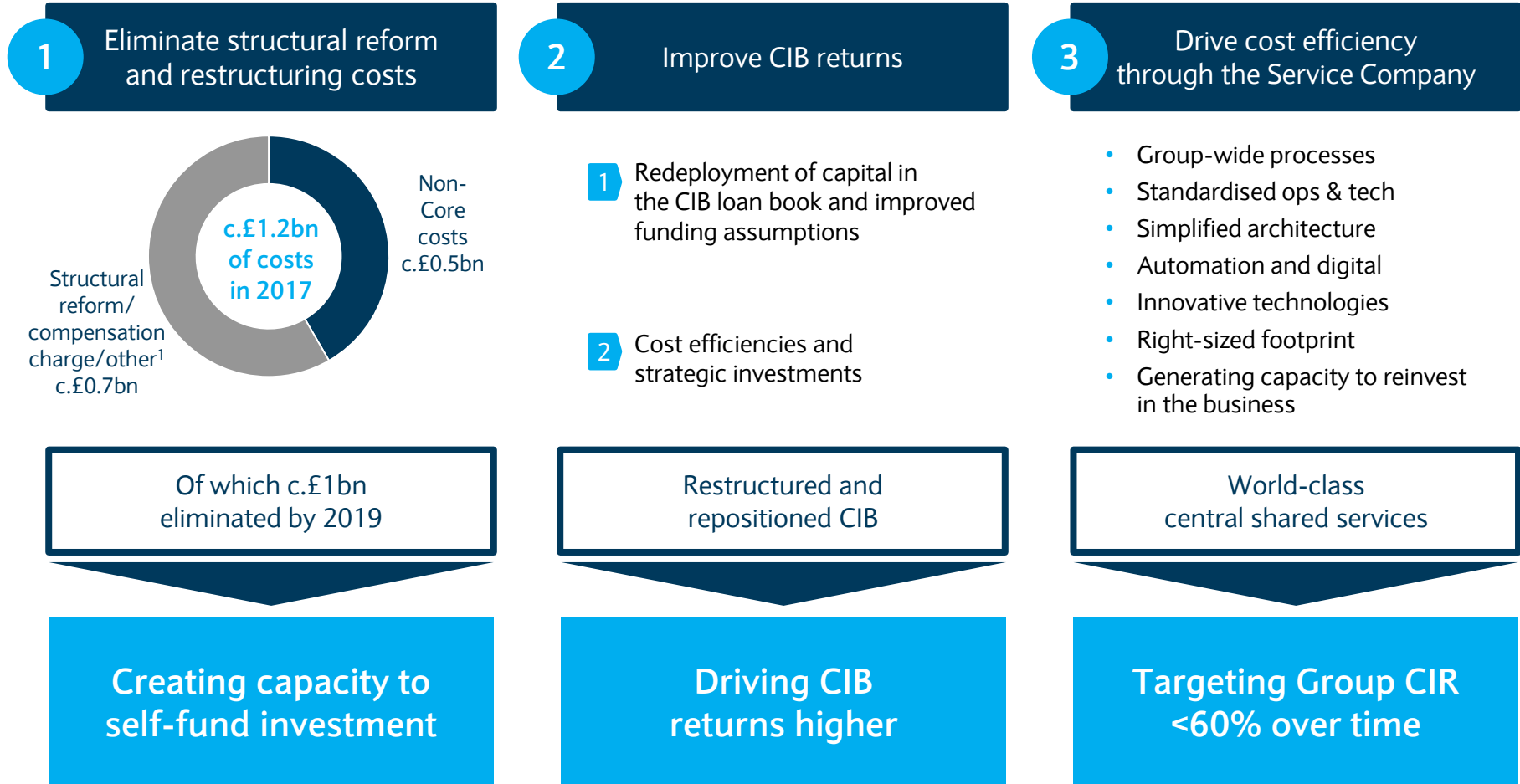
Reduced headcount  
by c.60k

### Focused on improving returns

Group RoTE of 8.1%<sup>2</sup>  
Core RoTE of 10.4%<sup>1</sup>

<sup>1</sup> H117 RoTE excluding £700m of charges for PPI | <sup>2</sup> H117 RoTE excluding Africa selldown effects (£1,435m loss on sale of 33.7% of BAGL's issued share capital and £1,090m impairment of Barclays' holding in BAGL) and £700m of charges for PPI | <sup>3</sup> Assuming full regulatory deconsolidation, at 30 June 2017 |

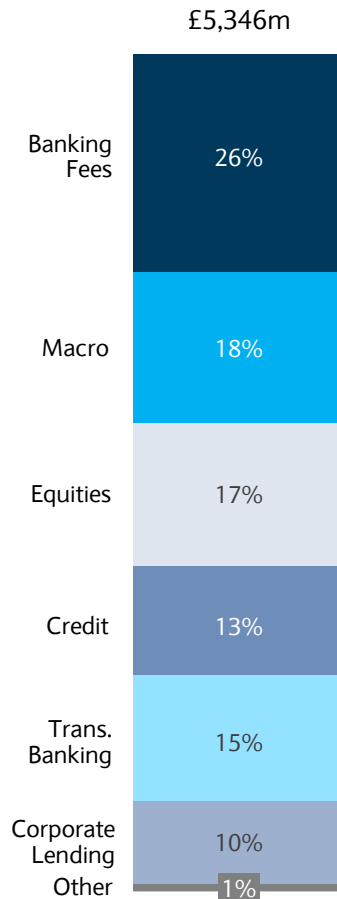
# Targeting Group RoTE of >10%



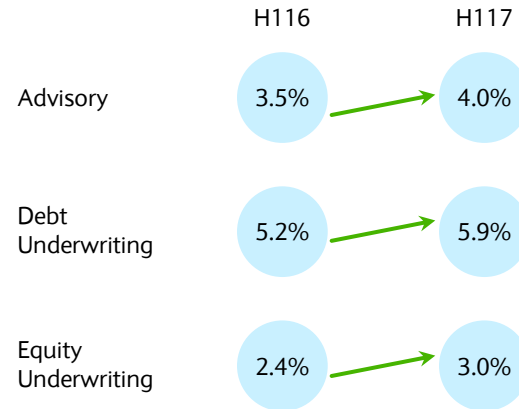
<sup>1</sup> Includes Structural Reform Programme implementation costs, the change in compensation awards introduced in Q416 and other restructuring costs |

# CIB has a well balanced, low volatility business model

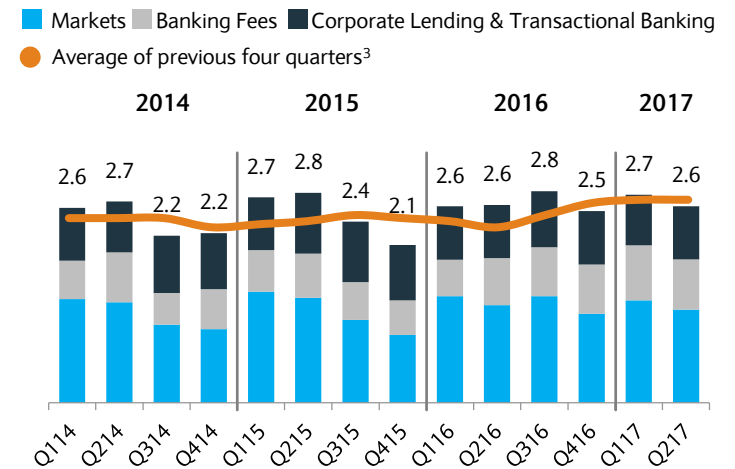
## H117 Income by Product



## Fee share gains across Banking



## Stable Income



## Banking Highlights<sup>1</sup>

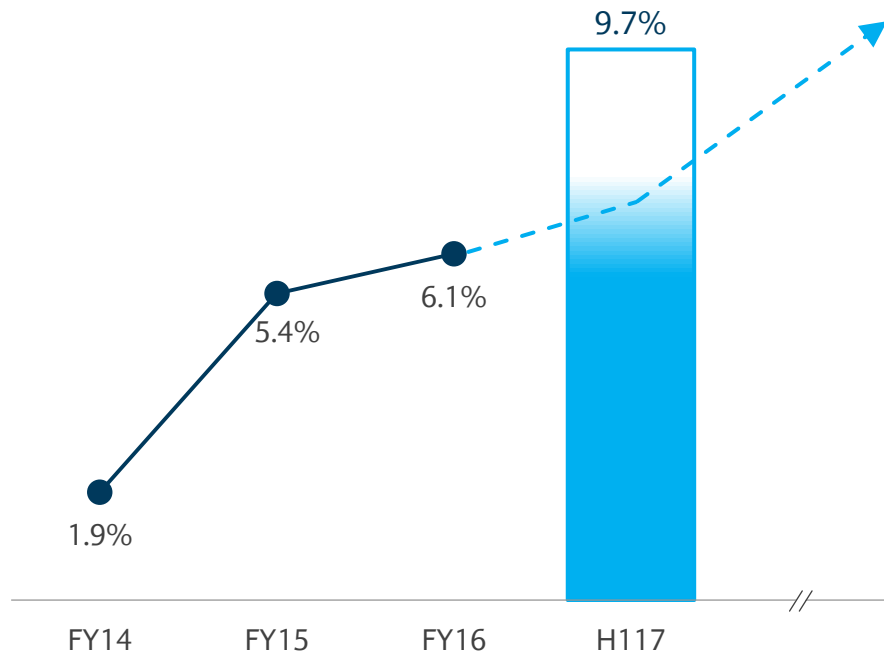
- #1** Highest ranked European bank globally and in the US<sup>2</sup>
- #2** In Leveraged Finance globally with 7.4% share
- #4** In Debt Underwriting globally with 5.9% share
- #1** In the UK with 10.3% share across all products

<sup>1</sup> Source: Dealogic, H117 ranking | <sup>2</sup> Ranked 6<sup>th</sup> overall globally and in the US | <sup>3</sup> Q114 to Q314 are calculated using the average of these three quarters as there is no pre-2014 comparison |

# Restructured and repositioned CIB to deliver higher returns

## Corporate and Investment Bank RoTE

■ RoTE □ Prospective impact of Non-Core reabsorption and Q4 UK bank levy



- Combined the Corporate Bank and Investment Bank in March 2016
- Successfully repositioned and restructured the business over last 3 years, with improving RoTE year over year

### Focused on two primary levers to deliver higher RoTE

1

#### CIB capital allocation and funding

Redeployment of capital in the CIB loan book and improvement in funding assumptions

2

#### Cost efficiencies and strategic investments

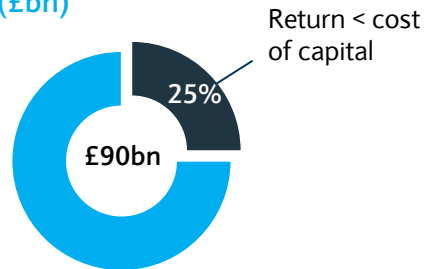
Sustainable cost efficiency measures which are creating capacity for investment

# Focused on two primary levers to improve CIB returns

1

## CIB capital allocation and funding

### CIB loan book RWAs (£bn)



### Redeployment of capital in the CIB loan book

- Evaluate CIB returns on an overall client relationship basis
- Reallocate RWAs to higher returning CIB clients and products
  - Higher hurdle rates
  - Natural run-down/maturing of facilities
  - Sale of whole loans
  - Careful management of credit risk
- Still committed to offering balance sheet to corporate clients

### Improvements in term wholesale funding costs<sup>1</sup>

- RWA reduction from BAGL deconsolidation and Non-Core rundown has led to reduced MREL issuance requirement
- Repurchase of c.£8bn of OpCo capital and debt since the start of 2016, including three USD retail preference shares, with further expensive legacy instruments that either mature or are redeemable<sup>2</sup> over the next few years
- Material spread compression seen throughout 2017

<sup>1</sup> Based on current spreads | <sup>2</sup> Subject to regulatory approval |

2

## Cost efficiencies and strategic investments

### Performance costs

- Alignment of in-year P&L with performance awards introduced in Q416

### Real estate

- Rationalisation of real estate footprint
- Reduction in data centres

### Technology

- Investment in infrastructure for regulatory programmes (e.g. CCAR), cloud technology and cyber security
- Investment in eTrading platforms to increase scalability

### 3<sup>rd</sup> party spend

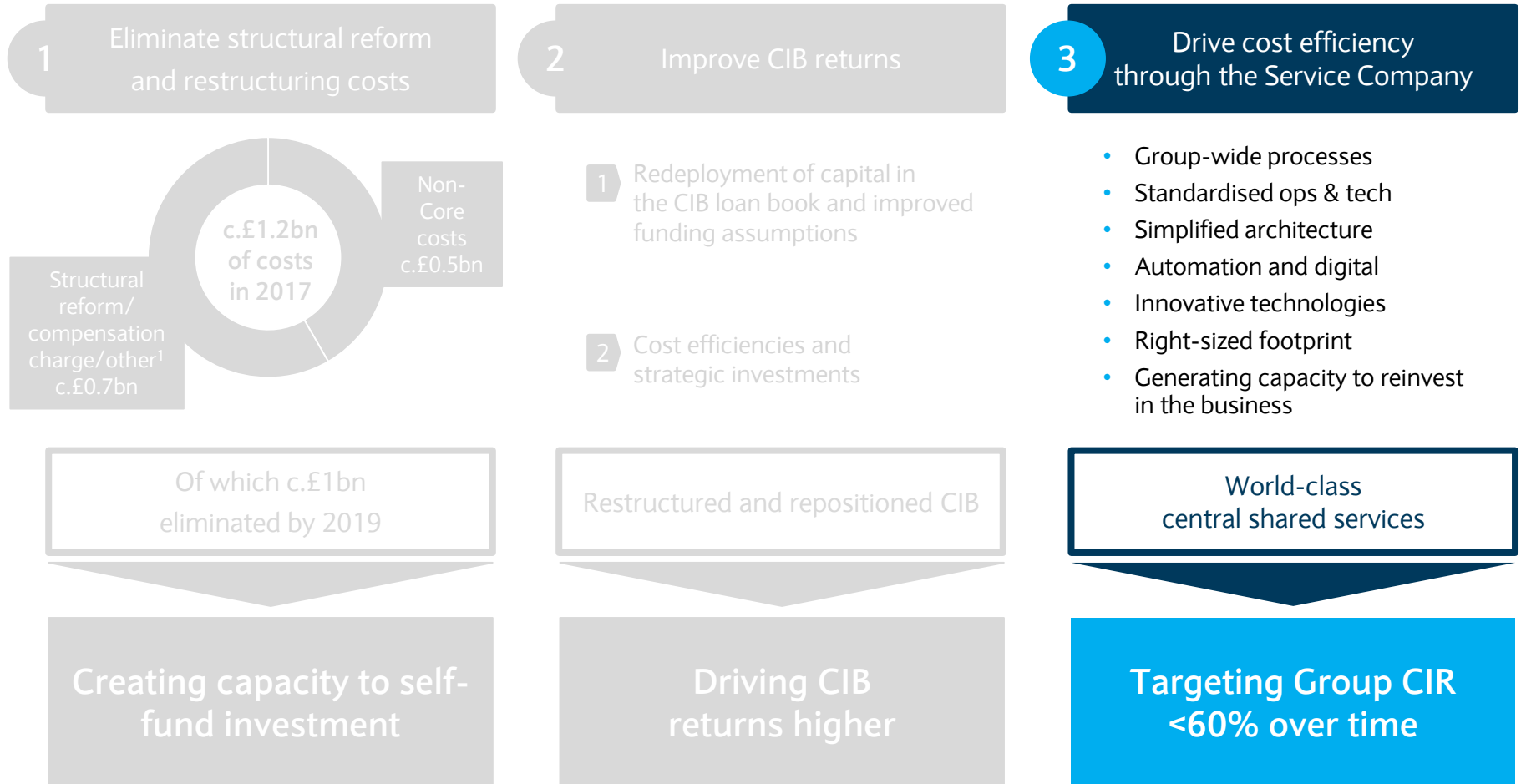
- Ongoing review of suppliers to drive sustainable reduction in 3<sup>rd</sup> party spend and increased cost efficiency

### Structural reform

- Headwinds of set-up costs of IHC and UK ring-fenced bank incurred in 2016-2018



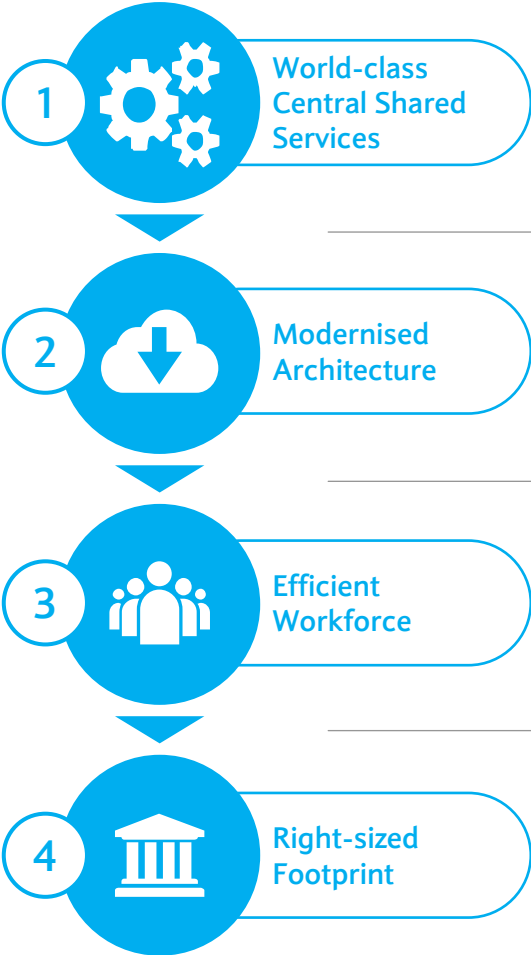
# Targeting Group RoTE of >10%



<sup>1</sup> Includes Structural Reform Programme, the change in compensation awards introduced in Q416 and other restructuring costs |

# Service Company: Standardising and improving processes to further enhance customer experience and cost efficiency

## PRIMARY FOCUS AREAS



## EFFICIENCY DRIVERS

- Group-wide set of processes
  - Standardised ops & tech and functional services
  - Improved resilience, controls and security
- 
- Aligning IT and data analytics
  - Automation and digital
  - Innovative technologies
  - Cloud hosting
- 
- Rightsizing for standardised and simplified architecture
  - Reduced 3<sup>rd</sup> party spend
- 
- Real estate rationalisation
  - Fewer data centres



**10 → 1**  
Fraud handling departments



New acquiring payments technology platform

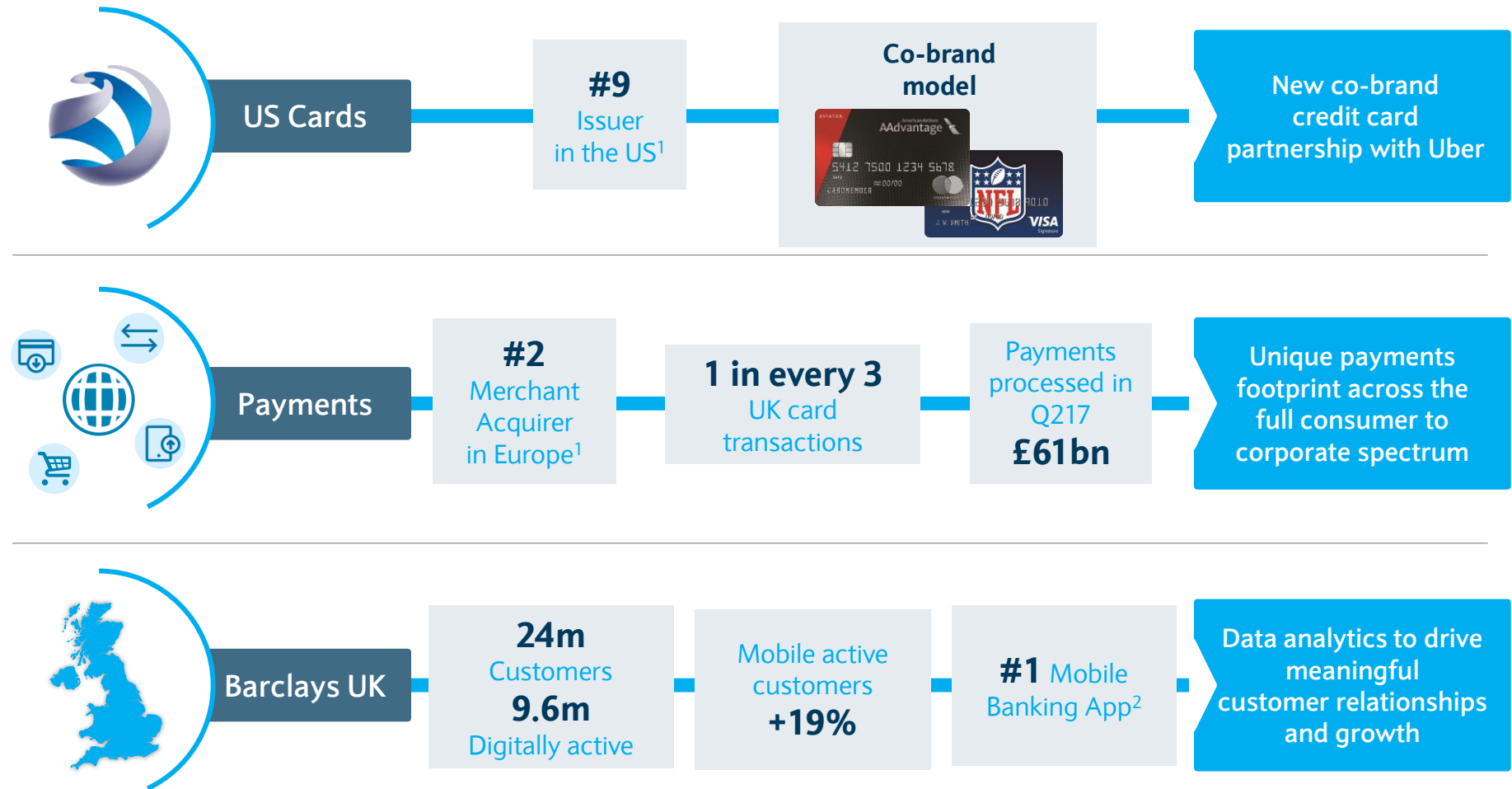


Full review of suppliers  
Fewer strategic partnerships  
Reduced outsourcing



Exited one site in Canary Wharf, London (Q316)      New campus in Whippany, New Jersey

# Creating capacity for investment



<sup>1</sup> Nilson report #1104 for US Cards and #1110 for Payments | <sup>2</sup> Great British Mobile Banking Review 2017 – The Memo |

# Group financial targets

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## Returns

Group Return on  
Tangible Equity (RoTE)

>10%

## Capital

Group  
CET1 ratio

150-200 bps above  
regulatory minimum level  
⇒ c.13%

## Costs

Group  
Cost: income ratio

<60%

Intend to achieve these targets within a reasonable timeframe



Tushar Morzaria

Barclays Group Finance Director

## Material & other items – Q217 and Q216

Material items (£m)	Q217			Q216		
	Core	Non-Core	Group	Core	Non-Core	Group
Discontinued operation – Africa Banking						
– Impairment of Barclays' holding in BAGL	-	-	(206)	-	-	-
– Loss on sale of 33.7% of BAGL's issued share capital	-	-	(1,435)	-	-	-
Africa selldown effects	-	-	(1,641)	-	-	-
Income						
Gain on disposal of Barclays' share of Visa Europe Limited	-	-	-	615	-	615
Own credit <sup>1</sup>	-	-	-	292	-	292
Litigation and conduct						
Charges for PPI	(700)	-	(700)	(400)	-	(400)
<b>Total</b>	<b>(700)</b>	<b>-</b>	<b>(2,341)</b>	<b>507</b>	<b>-</b>	<b>507</b>
<b>Other items of interest (£m)</b>						
Operating Expenses						
Structural Reform costs	(106)	-	(106)	(79)	-	(79)
Effect of change in compensation awards introduced in Q416	(49)	-	(49)	-	-	-
Other net income						
Gain on sale of Barclays' share in VocaLink	109	-	109	-	-	-
Gain on sale of a joint venture in Japan	76	-	76	-	-	-
(Recycling of currency translation reserve losses on sale of Barclays Bank Egypt)/gain on sale	(180)	189	9	-	-	-

<sup>1</sup> Own credit is now recognised in other comprehensive income, following the early adoption of the own credit provisions of IFRS 9 on 1 Jan 2017 |

# Group Return on Tangible Equity of 7.2%<sup>1</sup>

Three months ended (£m)	Jun-17	Jun-16	% change
Income	5,058	5,972	(15%)
Impairment	(527)	(488)	(8%)
– Operating expenses (excluding L&C)	(3,398)	(3,425)	1%
– Litigation & conduct	(715)	(447)	(60%)
Operating expenses	(4,113)	(3,872)	(6%)
Other net income/(expenses)	241	(342)	
<b>Profit before tax (PBT)</b>	<b>659</b>	<b>1,270</b>	<b>(48%)</b>
Tax charge	(305)	(467)	35%
<b>Profit after tax – continuing operations</b>	<b>354</b>	<b>803</b>	<b>(56%)</b>
NCI – continuing operations	(59)	(92)	36%
Other equity holders	(162)	(104)	(56%)
<b>Attributable profit – continuing operations</b>	<b>133</b>	<b>607</b>	<b>(78%)</b>
Profit after tax – discontinued operation	(1,537)	145	
NCI – discontinued operation	3	(75)	
<b>Attributable (loss)/profit</b>	<b>(1,401)</b>	<b>677</b>	

Performance measures			
Basic (loss)/earnings per share (EPS)	(8.0p)	4.2p	
Return on average tangible equity (RoTE)	(11.0%)	5.8%	
Cost: income ratio	81%	65%	
Loan loss rate (LLR)	49bps	41bps	
Loan: deposit ratio (LDR) <sup>2</sup>	81%	85%	

Balance sheet			
Tangible net asset value per share (TNAV)	284p	289p	
Risk weighted assets (RWA)	£327.4bn	£366.3bn	
CET1 ratio	13.1%	11.6%	

Material items (£m)			
Africa sell-down effects	(1,641)	-	
Charges for PPI	(700)	(400)	
Visa sale gain	-	615	
Own credit <sup>3</sup>	-	292	

## Q217 performance metrics<sup>1</sup>

- Group RoTE was 7.2% and EPS 5.3p, excluding losses relating to the Africa sell-down effects and charges for PPI
- Results were impacted by the appreciation of average USD and EUR against GBP of 10% and 9% respectively, positively impacting income and adversely affecting impairment and operating expenses
- Income was flat at £5.1bn, adjusted for the £615m Visa sale gain and £292m of own credit gains in Q216, as increased income in Barclays UK & Barclays International was offset by larger negative income in Non-Core
- Impairment increased 8% to £527m mainly due to a £77m increase in CC&P
- Costs, excluding the charges for PPI, decreased 2% to £3.4bn, with reductions in Non-Core partially offset by a 7% increase in Core
  - Cost: income ratio was 67% on this basis
- Other net income increased to £241m, largely driven by
  - £109m gain relating to the sale of Barclays' share in Vocalink
  - £76m gain relating to the sale of a joint venture in Japan
- Loss from discontinued operations of £1.5bn reflected impairment of Barclays' holding in BAGL of £0.2bn and loss on sale of BAGL of £1.4bn mainly related to currency translation reserve recycling, partially offset by profits from the business to 31 May 2017
- CET1 ratio increased 150bps to 13.1%, at the end-state target of c.13%

Q217 Performance measures reconciliation	Q217	Q216
Statutory RoTE	(11.0%)	5.8%
– Africa sell-down effects	12.6%	-
– Charges for PPI	5.6%	3.4%
– Visa sale gain	-	(4.9%)
– Own credit	-	(1.7%)
<b>RoTE excluding material items</b>	<b>7.2%</b>	<b>2.5%</b>

<sup>1</sup> Adjusted for material items | <sup>2</sup> For Barclays UK, Barclays Intl and Non-Core, excluding investment banking business | <sup>3</sup> Own credit is now recognised in other comprehensive income, following the early adoption of the own credit provisions of IFRS 9 on 1 Jan 2017

# Core delivered an RoTE of 9.7%<sup>1</sup>, and cost: income ratio of 60%<sup>1</sup>

Business performance			
Three months ended (£m)	Jun-17	Jun-16	% change
Income	5,514	6,316	(13%)
Impairment	(500)	(462)	(8%)
–Operating expenses (excluding L&C)	(3,290)	(3,057)	(8%)
–Litigation & conduct	(696)	(420)	(66%)
Operating expenses	(3,986)	(3,477)	(15%)
–Other net income/(expenses)	37	(18)	
<b>Profit before tax (PBT)</b>	<b>1,065</b>	<b>2,359</b>	<b>(55%)</b>
<b>Attributable profit</b>	<b>359</b>	<b>1,494</b>	<b>(76%)</b>
Performance measures			
Basic earnings per share	2.3p	9.0p	
Return on average tangible equity (RoTE)	3.6%	15.0%	
Average allocated tangible equity	£44.9bn	£40.4bn	
Cost: income ratio	72%	55%	
Loan loss rate (LLR)	52bps	45bps	
Balance sheet (£bn)			
Risk weighted assets (RWA) <sup>2</sup>	304.6	319.6	
Material items (£m)			
Charges for PPI	(700)	(400)	
Visa sale gain	-	615	
Own credit	-	292	

## Q217 performance metrics<sup>1</sup>

- Core delivered an RoTE of 9.7%, excluding the charges for PPI, reflecting the benefits of diversification
- Results were impacted by the appreciation of average USD and EUR against GBP of 10% and 9% respectively, positively impacting income and adversely affecting impairment and operating expenses
- Income increased by 2% to £5.5bn, excluding the Visa sale gain and own credit gains in Q216, driven by a 2% increase in Barclays UK and a 1% increase in Barclays International
- Impairment increased by £38m to £500m driven by CC&P
- Costs increased 7% to £3.3bn, excluding the charges for PPI, delivering a cost: income ratio of 60%
  - Increase reflected the change in compensation awards introduced in Q416, structural reform implementation costs and investment in business growth
- Combined Barclays UK and Barclays International<sup>3</sup> NIM was 3.84%, up 14bps on Q216 driven by a 4% increase in NII

### Barclays UK – RoTE of 19.1%<sup>1</sup>

- Income increased by 2%, excluding Visa sale gain of £151m in Q216, reflecting benefits from repricing and deposit growth, partially offset by the impact of the UK base rate reduction in 2016
- PBT, excluding charges for PPI and prior year Visa sale gains, was flat at £0.6bn

### Barclays International – RoTE of 12.4%

- Income increased by 1%, excluding the Visa sale gain of £464m in Q216, reflecting USD and EUR appreciation vs. GBP and continued growth in US Cards
- PBT was flat at £1.3bn, excluding prior year Visa sale gains

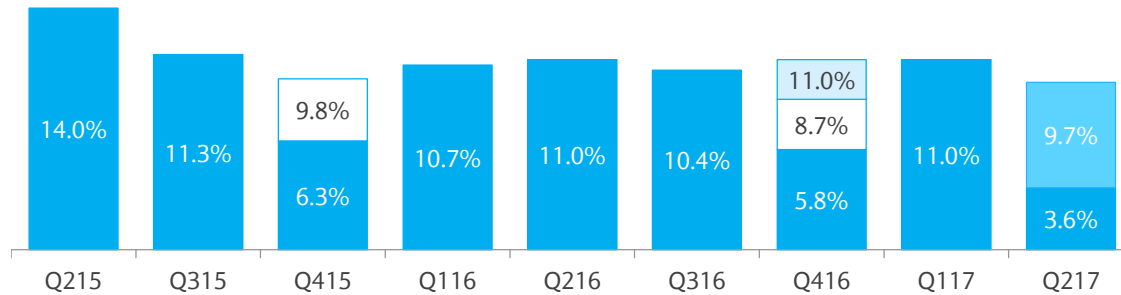
<sup>1</sup> Adjusted for material items | <sup>2</sup> Risk weighted assets and average allocated tangible equity for Africa Banking are included within Core | <sup>3</sup> Includes interest earning lending balances within the Investment Banking business



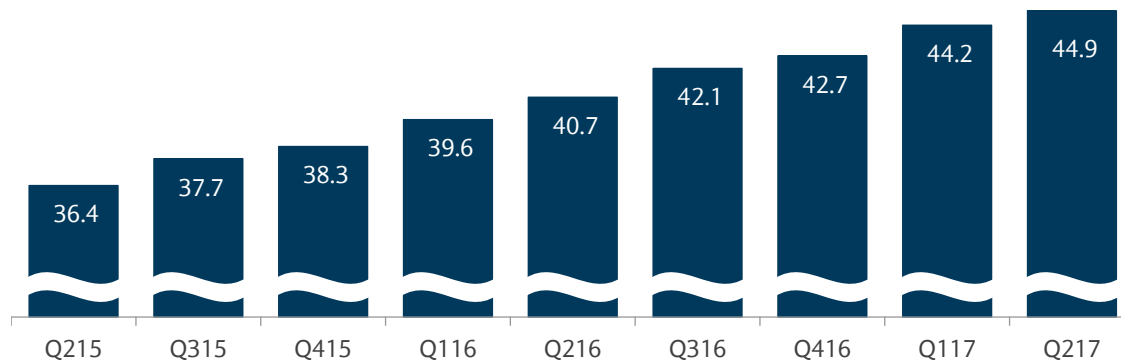
# Generating a consistently strong Core RoTE on an increasing tangible equity base

## Core return on average allocated tangible equity<sup>1</sup>

■ RoTE    
 □ RoTE excluding UK bank levy    
 ■ RoTE excluding charges for PPI  
□ RoTE excluding UK bank levy and additional charge in Q416 relating to 2016 compensation awards

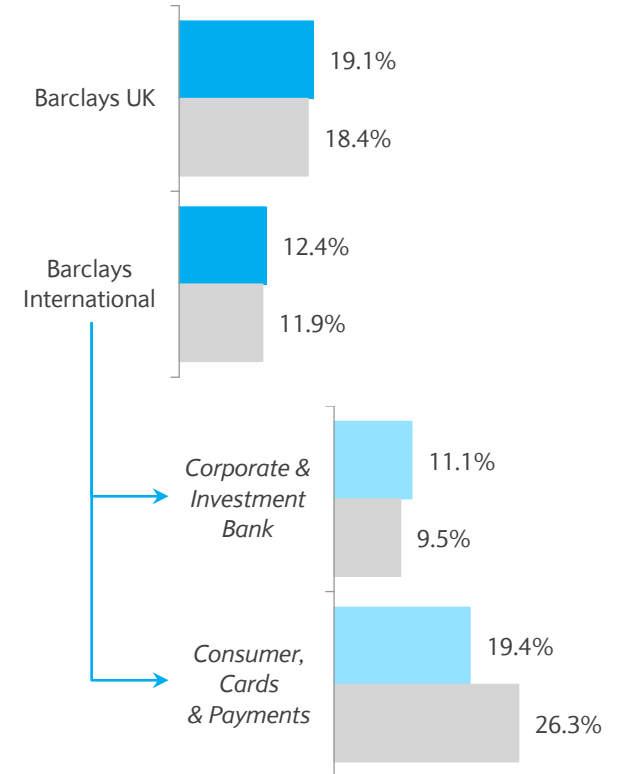


## Core average allocated tangible equity (£bn)<sup>2</sup>



## Return on average allocated tangible equity<sup>3</sup>

■ Q217    
 ■ Q216



<sup>1</sup> Q215 to Q416 RoTE excludes notable items as listed in the FY16 results announcement. Core includes Head Office | <sup>2</sup> Q215 to Q416 average allocated equity excludes the cumulative post-tax impact of Own Credit | <sup>3</sup> Adjusted for material items listed on slides 31 and 32 |

# Barclays UK: Robust RoTE of 19.1%<sup>1</sup>

Business performance			
Three months ended (£m)	Jun-17	Jun-16	% change
– Personal Banking	933	1,068	(13%)
– Barclaycard Consumer UK	495	463	7%
– Wealth, Entrepreneurs & Business Banking	392	412	(5%)
Income	1,820	1,943	(6%)
– Personal Banking	(56)	(44)	(27%)
– Barclaycard Consumer UK	(149)	(169)	12%
– Wealth, Entrepreneurs & Business Banking	(15)	(7)	
Impairment	(220)	(220)	0%
– Operating expenses (excluding L&C)	(974)	(947)	(3%)
– Litigation & conduct	(699)	(399)	(75%)
Operating expenses	(1,673)	(1,346)	(24%)
(Loss)/profit before tax (PBT)	(74)	376	
Attributable (loss)/profit	(285)	141	
Performance measures			
Return on average allocated tangible equity (RoTE)	(12.7%)	6.6%	
Average allocated tangible equity	£8.7bn	£9.0bn	
Cost: income ratio	92%	69%	
Loan loss rate (LLR)	52bps	52bps	
Net interest margin (NIM)	3.70%	3.56%	
Balance sheet (£bn) <sup>2</sup>			
Loans and advances to customers	166.6	166.0	
Customer deposits	187.4	181.7	
Risk weighted assets (RWA)	66.1	67.1	
Material items (£m)			
Charges for PPI	(700)	(400)	
Visa sale gain	-	151	

## Q217 performance metrics<sup>1</sup>

- Income increased 2% to £1.8bn excluding the Visa sale gain of £151m attributable to Barclays UK in Q216, driven by a 4% increase in Net Interest Income with improved NIM of 370bps
  - Repricing and deposit growth more than offset impact from the UK base rate cut in 2016
- Impairment remained stable at £220m, with improved arrears rates in the UK Cards portfolio
- Costs increased 3% to £973m, excluding charges for PPI
  - Cost efficiency savings were more than offset by investment in cyber resilience and technology, and costs to set up the ring-fenced bank
  - Continue to target a cost: income ratio of <50% over time
- PBT was flat, excluding prior year Visa sale gains and charges for PPI, while RoTE was 19.1%
- Expect FY17 NIM to be >360bps based on current perimeter. Absorption of the ESHLA portfolio expected to dilute FY17 NIM by c.20bps

## Key drivers/highlights

### Personal Banking

- Strong deposit growth of £3.7bn to £138.5bn driven by current accounts with deposit repricing driving increased income
- Modest growth in mortgage balances underpinned by increased completions driven by pricing initiatives

### Barclaycard Consumer UK

- Improved 30 and 90 day delinquency rates of 2.0% and 0.9% respectively (Q216: 2.3% and 1.2%)





### Wealth, Entrepreneurs & Business Banking

- Income increased excluding the Visa sale gain driven by deposit growth in Business Banking

<sup>1</sup> Adjusted for material items | <sup>2</sup> Jun-17 balance sheet affected by the realignment of certain clients between Barclays UK and Barclays International in Q117 in preparation for structural reform |

# Barclays UK: Realising the significant opportunity with our 24 million customers by leveraging digital and data

## Significant growth in digital banking – year-on-year

Barclays Mobile Banking 	5.9m Active users	+19%
Digital 	9.6m Digitally active customers	+7%
Digital log-ins 	148m Monthly average Last 12 months	+20%
Payments & transfers <sup>1</sup> 	£23bn Monthly average Last 12 months	+11%
<b>Digital Eagles</b>	2.1m People Barclays has helped since April 2013	

Leveraging our data to drive meaningful customer relationships

Income growth

Digital: reducing cost and increasing customer experience and satisfaction

Cost efficiency

Improved underwriting at a holistic customer level

Credit control

<sup>1</sup> Digital payments and transfers volumes include Pingit |

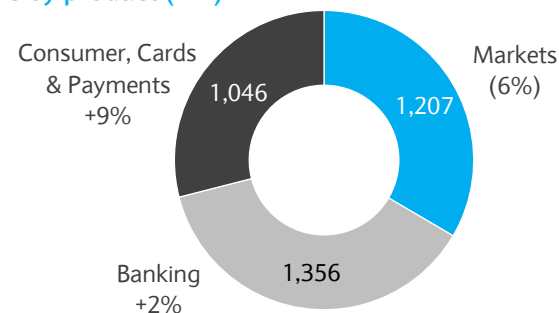
# Barclays International: RoTE of 12.4% reflecting improved returns in CIB

Business performance			
Three months ended (£m)	Jun-17	Jun-16	% change
–Corporate & Investment Bank (CIB)	2,564	2,611	(2%)
–Consumer, Cards & Payments (CC&P)	1,046	1,428	(27%)
Income	3,610	4,039	(11%)
Impairment	(279)	(240)	(16%)
Operating expenses	(2,272)	(2,084)	(9%)
Other net income	202	11	
Profit before tax (PBT)	1,261	1,726	(27%)
Attributable profit	819	1,171	(30%)
Performance measures			
Return on average allocated tangible equity (RoTE)	12.4%	19.2%	
Average allocated tangible equity	£27.4bn	£24.8bn	
Cost: income ratio	63%	52%	
Loan loss rate (LLR)	54bps	41bps	
Net interest margin (NIM) <sup>2</sup>	4.07%	3.92%	
Balance sheet (£bn)			
Risk weighted assets (RWA)	212.2	209.3	
Material items (£m)			
–Visa sale gain	-	464	

## Q217 performance metrics<sup>1</sup>

- Income increased by 1% to £3.6bn, excluding the Visa sale gain of £464m in Q216
  - Continued growth in US Cards and increased Banking fees were partially offset by weaker Markets performance
  - Income benefitted from USD and EUR appreciation vs. GBP, with over 50% of Barclays International income in USD
- Impairment increased by £39m driven by US Cards, partially offset by the non-recurrence of oil and gas charges in Q216
- Operating costs increased by 9%, delivering a cost: income ratio of 63%
  - Driven by FX movements, the change in compensation awards introduced in Q416 and continued growth and investment in CC&P, partially offset by lower restructuring costs and cost efficiencies in CIB
- Other net income included a gain of £109m on the sale of Barclays' share in VocaLink and a gain of £76m on the sale of a joint venture in Japan
- PBT was flat at £1.3bn, excluding prior year Visa sale gains
- RoTE was 12.4%, reflecting strong returns in CC&P and improved returns in CIB

## Q217 income by product (£m)<sup>3</sup>



<sup>1</sup> Adjusted for material items | <sup>2</sup> Barclays International margins include interest earning lending balances within the investment banking business | <sup>3</sup> Excludes other income |

# Barclays International: Corporate & Investment Bank

## Strong banking fees delivered RoTE of 11.1%

Business performance			
Three months ended (£m)	Jun-17	Jun-16	% change
Markets	1,207	1,287	(6%)
– Credit	296	269	10%
– Equities	455	406	12%
– Macro	456	612	(25%)
Banking	1,356	1,324	2%
– Banking fees	674	622	8%
– Corporate lending	278	312	(11%)
– Transactional banking	404	390	4%
Income <sup>1</sup>	2,564	2,611	(2%)
Impairment releases/(charges)	1	(37)	
Operating expenses	(1,756)	(1,665)	(5%)
Other net income	116	-	
Profit before tax (PBT)	925	909	2%
Performance measures			
Return on average allocated tangible equity (RoTE)	11.1%	9.5%	
Balance sheet (£bn)			
Risk weighted assets (RWA)	178.9	178.4	

### Q217 performance metrics

- Income reduced 2% to £2.6bn, including the appreciation of USD and EUR vs. GBP
  - Strong performance in Banking, Credit and Equities was offset by lower income in Macro
- Impairment benefitted from the non-recurrence of oil and gas charges in Q216
- Costs increased 5% to £1.8bn, reflecting both the appreciation of USD and EUR vs. GBP, and the change in compensation awards introduced in Q416
- Other net income included a gain of £109m on the sale of Barclays' share in VocaLink
- RoTE of 11.1%, up 160bps on Q216
  - Excluding the VocaLink gain, RoTE was 9.3%

### Key drivers/highlights

#### Markets income (6%)

- Credit increased 10% driven by improved performance in the European business which benefitted from increased client activity
- Equities increased 12% primarily due to strong performance in equity financing and cash equities
- Macro reduced 25% driven by subdued market volatility in rates and currency products, as well as the exit of the energy-related commodities business

#### Banking income +2%

- Banking fees increased 8%, marking the second highest revenue quarter since Q114<sup>2</sup>
  - Highest combined home markets (US and UK) fee share across all banking products since Q214<sup>3</sup>
  - #1 in the UK for the second consecutive quarter<sup>3</sup>
  - Highest DCM global quarterly fee share of 6.1% since Q114<sup>3</sup>
  - ECM increased 61%, the best quarterly result since Q215 and highest quarterly fee share in 9 quarters
- Corporate lending revenues decreased 11%, including lower income from reduced balances
- Transactional banking income increased 4% due to higher deposits

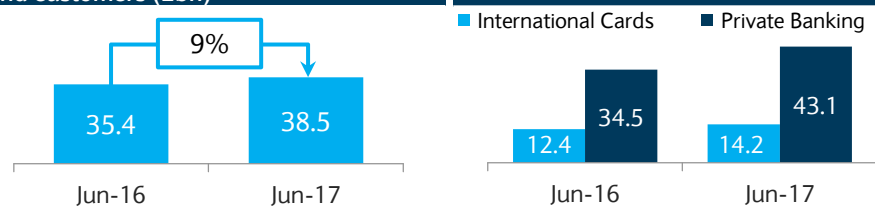
<sup>1</sup> Includes Other income | <sup>2</sup> Data pre-2014 was not restated following resegmentation in Q116 | <sup>3</sup> Dealogic data

# Barclays International: Consumer, Cards & Payments

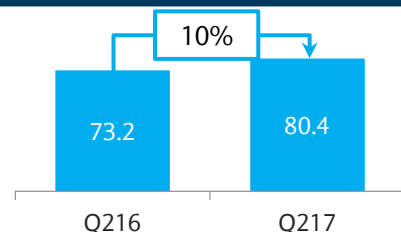
## 9% income growth<sup>1</sup> and 19.4% RoTE

Business performance			
Three months ended (£m)	Jun-17	Jun-16	% change
Income	1,046	1,428	(27%)
Impairment	(280)	(203)	(38%)
Operating expenses	(516)	(419)	(23%)
Other net income	86	11	
<b>Profit before tax (PBT)</b>	<b>336</b>	<b>817</b>	<b>(59%)</b>
Performance measures			
Return on average allocated tangible equity (RoTE)	19.4%	77.9%	
Balance sheet (£bn)			
Risk weighted assets (RWA)	33.3	30.9	
Material items (£m)			
– Visa sale gain	-	464	

Loans and advances to banks and customers (£bn) <sup>2</sup>	Customer deposits (£bn) <sup>2</sup>
--	--------------------------------------



Total card spend and payments processed <sup>3</sup> (£bn)
--



### Q217 performance metrics<sup>1</sup>

- Income increased by 9%, excluding the Visa sale gain of £464m in Q216
  - Driven by continued growth in US Cards and USD and EUR appreciation vs. GBP
- Impairment increased by £77m driven by a change in portfolio mix, an increase in underlying delinquency trends in US Cards, business growth, as well as the impact of FX movements
  - US Cards 30 and 90 day arrears rates were broadly stable at 2.2% (Jun-16: 2.2%) and 1.1% (Jun-16: 1.0%) respectively, including a benefit from the Q117 asset sale
- Costs increased 23% driven by investment in business growth, as well as the impact of FX
- Other net income included a £76m gain on sale of a JV in Japan
- PBT fell 5%, excluding the Visa sale gain in Q216
- RoTE was 19.4% and 15.0% excluding JV sale

### Key drivers/highlights

#### Barclaycard US

- Net loans and advances to customers increased 7% to £19.7bn, including the impact of FX and the Q117 asset sale
- Card spend value of £15.7bn increased by 15%<sup>3</sup>

#### Barclaycard Germany

- 8% growth in customers to 1.2m
- 17% growth in net loans and advances to £3.2bn, including the impact of FX

#### Barclaycard Business Solutions

- Merchant acquiring business processed payments to the value of £61.1bn, an average of £671m per day, up 9% on Q216

#### Private Banking

- Customer deposits of £43.1bn, a 25% increase including client reallocation from Barclays UK

<sup>1</sup> Excluding Visa sale gain | <sup>2</sup> Jun-17 balance sheet affected by the realignment of certain clients between Barclays UK and Barclays International in Q117 in preparation for structural reform | <sup>3</sup> Includes balance transfers

# Head Office

Business performance		
Head Office – Three months ended (£m)	Jun-17	Jun-16
Income	84	334
Impairment	(1)	(2)
– Operating expenses (excluding L&C)	(40)	(36)
– Litigation & conduct	(1)	(11)
Operating expenses	(41)	(47)
Other net expenses	(164)	(28)
<b>(Loss)/Profit before tax</b>	<b>(122)</b>	<b>257</b>
Performance measures (£bn)		
Average allocated tangible equity <sup>1,2</sup>	8.8	6.6
Balance sheet (£bn)		
Risk weighted assets <sup>2</sup>	26.2	43.2
Material items (£m)		
– Own credit	-	292

## Q217 performance metrics

- Profit before tax reduced £379m to a loss of £122m
- Income reduced from £334m, including £292m of own credit, to £84m
  - Following the early adoption of the own credit provisions of IFRS 9, own credit is now recognised within reserves
- Other net expenses of £164m primarily reflected a £180m expense associated with the recycling of the currency translation reserve to the income statement on the sale of Barclays Bank Egypt
- RWAs decreased to £26.2bn, including a £27.9bn reduction as a result of the proportional consolidation of BAGL

<sup>1</sup> Based on risk weighted assets and capital deductions in Head Office plus the residual balance of average tangible ordinary shareholders' equity | <sup>2</sup> Includes Africa Banking tangible equity and risk weighted assets |

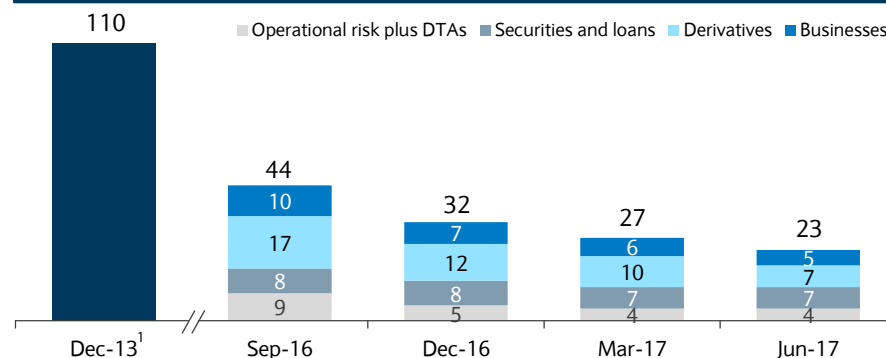
# Non-Core: Residual RWAs of £23bn on closure, ahead of guidance

Business performance			
Three months ended (£m)	Jun-17	Mar-17	Jun-16
–Businesses	(41)	51	181
–Securities and loans	(25)	68	(363)
– <i>ESHLA FV</i>	(2)	46	(50)
–Derivatives	(390)	(193)	(162)
Income	(456)	(74)	(344)
Impairment	(27)	(3)	(26)
– <i>Operating expenses (excluding L&amp;C)</i>	(108)	(148)	(368)
– <i>Litigation &amp; conduct</i>	(19)	(9)	(27)
Operating expenses	(127)	(157)	(395)
Other net income/(expenses)	204	(7)	(324)
Loss before tax	(406)	(241)	(1,089)
Attributable loss	(226)	(193)	(887)
Performance measures			
Basic loss per share	(1.3p)	(1.1p)	(5.2p)
Average allocated tangible equity	£4.5bn	£5.2bn	£7.9bn
Period end allocated tangible equity	£4.0bn	£4.8bn	£7.8bn
Balance sheet (£bn)			
Risk weighted assets (RWA)	23	27	47

## Q217 vs. Q117 performance metrics

- Loss before tax increased to £406m driven by lower income, partially offset by lower operating expenses, and a gain on the sale of Barclays Bank Egypt in other net income
- Income decreased to an expense of £456m
  - Derivatives income decreased to a net expense of £390m, principally reflecting the increased cost of exits
  - Businesses income decreased by £92m due to the sale of Egypt and the termination of internal funding and hedging positions
  - Securities and loans income reduced to a net expense of £25m driven by the non-recurrence of the Q117 fair value gains on the ESHLA portfolio
- Operating expenses improved 19% to £127m driven by the exit of businesses
- Other net income increased to a gain of £204m mainly due to a £189m gain on sale of Barclays Bank Egypt
- RWAs reduced to £23bn, ahead of guidance
  - Driven by a £3bn reduction in Derivatives and a £1bn reduction in Businesses, mainly on the sale of Barclays Bank Egypt

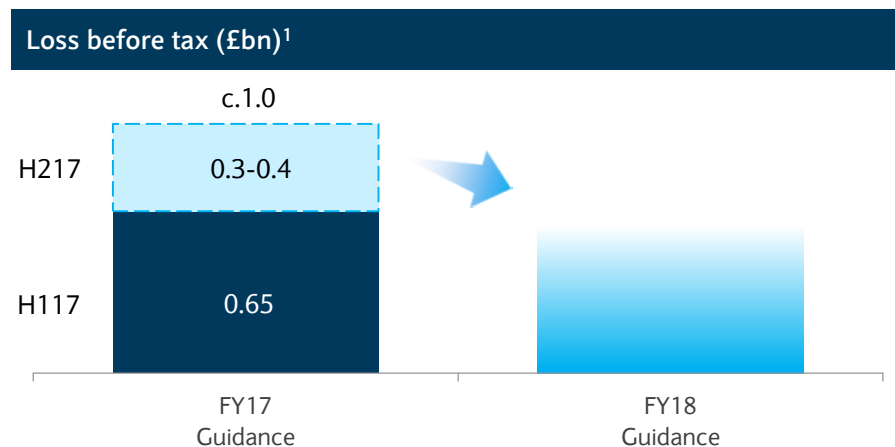
## RWAs rundown (£bn)



<sup>1</sup> Dec-13 RWAs are on a pre-restatement basis i.e. excluding c.£8bn of RWAs added to Non-Core in Q116 |



# Non-Core: Closure at 1 July and reabsorption in Core in H217



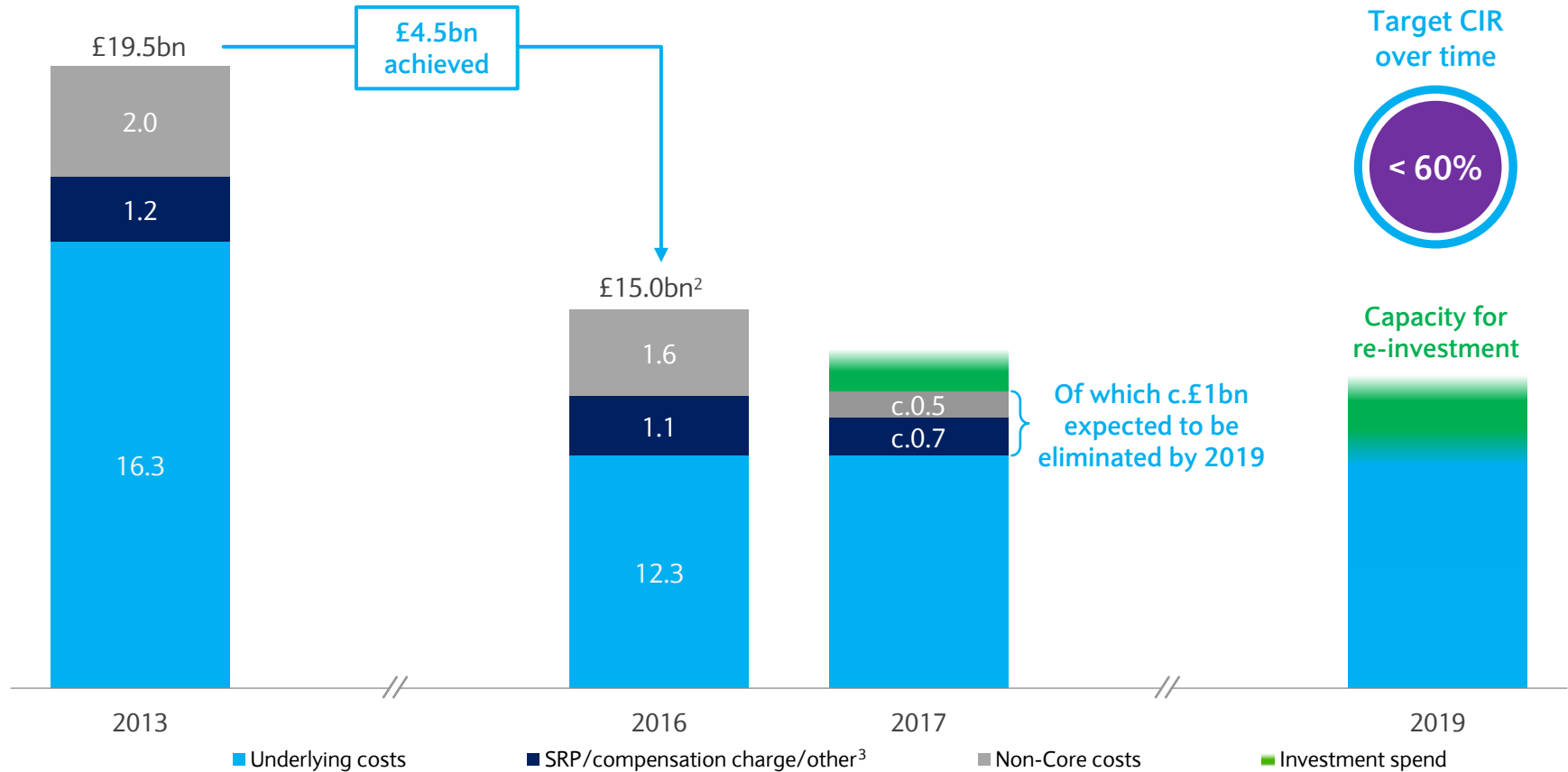
- Overview**
- Closure of Non-Core on 1 July 2017, with residual assets and liabilities to be reabsorbed into the Core
  - Guidance for loss before tax from Non-Core businesses/assets remains approximately £1bn in FY17
    - Given H117 loss before tax of £647m, H217 losses of £300-400m expected to be reabsorbed into Core
    - Expect negative income and costs to fall further in 2018, reducing the impact on Group returns
  - Non-Core RWAs expected to be absorbed as shown below, with estimated H217 loss before tax splits (further detail in appendix, slide 34)
  - Barclays International RWAs and loss will only affect CIB

Non-Core reabsorption				
	RWAs (£bn) <sup>2</sup>	Barclays UK	Barclays International	Head Office
ESHLA	4	3	1	
Legacy derivatives	7		7	
Italian Mortgages	3			3
Residual businesses/offices	5		1	4
Op Risk/DTAs	4			4
<b>H217 loss before tax guidance</b>	<b>£300-£400m</b>	<b>c.10%</b>	<b>c.40%</b>	<b>c.50%</b>

<sup>1</sup> Total includes other net income | <sup>2</sup> Estimated allocation based on Jun-17 balance sheet

# Material reductions in our cost base, creating capacity to self-fund investment in the business

Group operating costs excluding notable items<sup>1</sup>, conduct and litigation



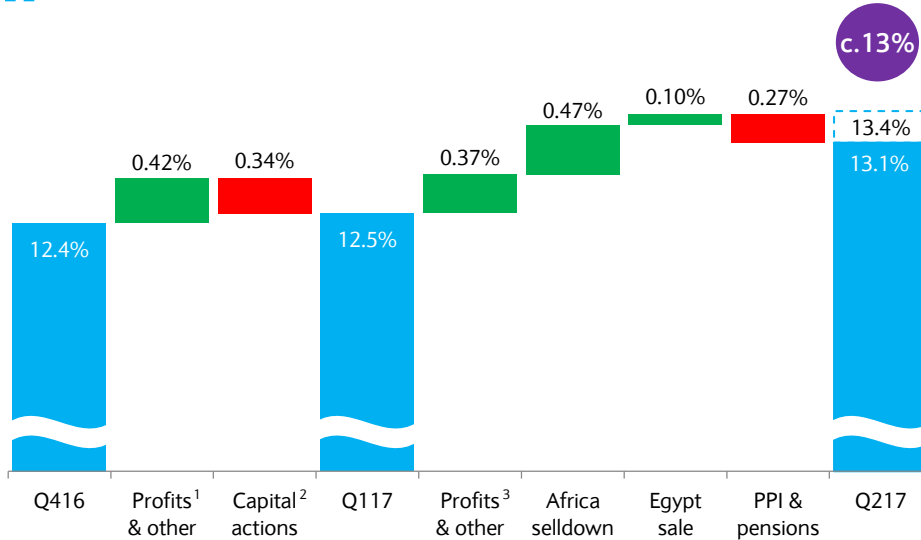
<sup>1</sup> As previously presented in Barclays' annual reports | <sup>2</sup> Africa Banking reclassified as a discontinued operation in 2016 | <sup>3</sup> 2013 includes costs to achieve as previously disclosed in Barclays' annual reports, 2016 and 2017 include Structural Reform Programme implementation costs, the change in compensation awards introduced in Q416 and other restructuring costs |

# Within our end-state CET1 ratio target range

## CET1 ratio progression in Q217

Pro-forma CET1 ratio assuming full regulatory deconsolidation of BAGL

End-state target



### Tailwinds

- Organic profit generation
- Additional 26bps expected from BAGL, in two roughly equal stages
  - Partial consolidation at 14.9% in H217
  - Full regulatory deconsolidation expected within 18 months

### Headwinds

- IFRS 9 (expected to be transitioned over 5 years)
- Conduct & litigation
- Pension contributions
  - But reduction in contributions agreed 2017-2020 (c.25bps<sup>5</sup>)
- 'Basel IV'

## Capacity for capital returns

- CET1 ratio of 13.1% at Jun-17, at the end-state target of around 13%<sup>4</sup>
- CET1 ratio increase from Mar-17 to Jun-17 included
  - 47bps increase from the sale of 33.7% of BAGL's issued share capital, reflecting selldown and proportional regulatory consolidation at a level of 23.4%
  - 10bps increase from the sale of Barclays Bank Egypt
  - 30bps from profits excluding the impact of the Africa selldown effects and PPI charge and 7bps from other movements, including RWA reduction
- Partially offset by
  - 20bps impact arising from the £700m charges for PPI
  - 7bps net pensions impact due to deficit reduction contributions of £310m, as the UKRF, the Group's main pension scheme, was in a surplus

<sup>1</sup> Before capital neutral goodwill impairment related to Barclays' holding in BAGL. 33bps from profits and 9bps from RWA reduction and other | <sup>2</sup> Capital actions include 13bps from the series 3 USD preference share redemption, 12bps from share purchases for vesting scheme awards and 9bps from pension contributions | <sup>3</sup> Before capital neutral goodwill impairment related to Barclays' holding in BAGL and recycling of currency translation reserve losses | <sup>4</sup> Includes countercyclical buffer, see appendix slide 41 | <sup>5</sup> Estimated CET1 ratio benefit compared to previously agreed schedule of pension deficit reduction contributions. See slide 33 for further detail |

# Transatlantic Consumer, Corporate and Investment bank

Benefits of diversification by customer, product and geography showing through

Closure of Non-Core on 1 July 2017 with £23bn of RWAs, marking the end of restructuring

13.1% CET1 ratio at end-state target. Pro-forma 13.4% for full regulatory deconsolidation

Group RoTE of 7.2% in Q217 excluding material items

Prioritisation of growing Group returns on a sustainable basis

## Group financial targets

### Returns

Return on Tangible Equity (RoTE)

**>10%**

### Capital

CET1 ratio

*150-200bps above  
regulatory minimum level  
⇒ c.13%*

### Costs

Cost: income ratio

**<60%**



# Barclays PLC

H1/Q2 2017 Financial Results

28 July 2017





# Appendix

## Material & other items – Q217 and Q117

Material items (£m)	Q217					
	Barclays UK	Barclays International	Head Office	Core	Non-Core	Group
Discontinued Operation – Africa Banking						
– Impairment of Barclays' holding in BAGL	-	-	-	-	-	(206)
– Loss on sale of 33.7% of BAGL's issued share capital	-	-	-	-	-	(1,435)
Africa selldown effects	-	-	-	-	-	(1,641)
Litigation and conduct						
Charges for PPI	(700)	-	-	(700)	-	(700)
<b>Total</b>	<b>(700)</b>	<b>-</b>	<b>-</b>	<b>(700)</b>	<b>-</b>	<b>(2,341)</b>
<b>Other items of interest</b>						
Other net income						
Gain of sale of Barclays' share in VocaLink	-	109	-	109	-	109
Gain on sale of a joint venture in Japan	-	76	-	76	-	76
Gain on sale of Barclays Bank Egypt	-	-	-	-	189	189
CTR recycling on sale of Barclays Bank Egypt	-	-	(180)	(180)	-	(180)
Operating Expenses						
Structural Reform costs				(106)		(106)
Effect of change in compensation awards introduced in Q416				(49)		(49)
Material items (£m)	Q117					
	Barclays UK	Barclays International	Head Office	Core	Non-Core	Group
Africa Banking						
Impairment of Barclays' holding in BAGL	-	-	-	-	-	(884)
<b>Total</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>(884)</b>
<b>Other items of interest</b>						
Income						
US Card asset sale	-	192	-	192	-	192
Valuation gain on Barclays' preference shares in Visa Inc	-	74	-	74	-	74
Operating Expenses						
Structural Reform costs				(103)		(103)
Effect of change in compensation awards introduced in Q416				(111)		(111)

## Material items – Q216

Notable items (£m)	Q216					
	Barclays UK	Barclays International	Head Office	Core	Non-Core	Group
Income						
Gain on disposal of Barclays' share of Visa Europe Limited	151	464	-	615	-	615
Own credit	-	-	292	292	-	292
Litigation and conduct						
Charges for PPI	(400)	-	-	(400)	-	(400)
<b>Total</b>	<b>(249)</b>	<b>464</b>	<b>292</b>	<b>507</b>	<b>-</b>	<b>215</b>
Other items of interest						
Operating Expenses						
Structural Reform costs				(79)		(79)

Totals may not cast due to rounding |



# Africa selldown and pension triennial valuation

## Africa selldown

**33.7%** Sale of BAGL's issued share capital on 1 June 2017, resulting in the accounting deconsolidation of BAGL

- As of 1 June 2017 BAGL is accounted for as an Available for Sale (AFS) asset, and no longer reported as a discontinued operation
- Q217 results included a loss on sale of £1.4bn and an impairment of Barclays' holding in BAGL of £0.2bn

**47bps** Increase to the Group's CET1 ratio in Q217

- Reflecting proportional consolidation of BAGL based on a holding of 23.4%<sup>3</sup>

**14.9%** Residual holding in BAGL

- Following the sale and an obligation to contribute 1.5% of BAGL's ordinary shares to a Black Economic Empowerment scheme

**c.26bps** Estimated CET1 ratio accretion through to regulatory deconsolidation

## Pension triennial valuation complete

Completion of the latest triennial valuation of the UK Retirement Fund (UKRF), with an effective date of 30 September 2016

- Actuarial valuation showed a funding deficit of £7.9bn, compared to an IAS19 pension surplus of £0.7bn, with the difference representing a different approach to setting the discount rate and a more conservative longevity assumption for funding
- 10 year recovery plan agreed with the UKRF with lower deficit reduction contributions than under previous schedule for 2017-2020

Deficit reduction contributions (£bn) <sup>1</sup>	2017	2018	2019	2020	Sum 2017-2020
2013 Triennial valuation	1.24	0.74	0.74	0.74	3.46
2016 Triennial valuation	0.74 <sup>2</sup>	0.5	0.5	0.5	2.24
Impact of reduced contributions (pre-tax)	(0.5)	(0.24)	(0.24)	(0.24)	(1.22)
Pro-forma 30 June 2017 CET1 ratio benefit					c.25bps

- Next triennial valuation in 2019
- Higher deficit reduction contributions of £1bn per annum agreed for 2021-2026
- The UKRF will remain in BBPLC post ring-fencing

<sup>1</sup> The 2016 triennial valuation also agreed deficit reduction contributions of £1,000m per annum in 2021-2026 | <sup>2</sup> £620m of the £740m for 2017 had been paid to the UKRF by 30 June 2017 | <sup>3</sup> Barclays has an obligation to contribute 1.5% of BAGL's ordinary shares to the Black Economic Empowerment Scheme, and 7.0% is allocated to the Public Investment Corporation (PIC) who is expected to take receipt of the shares following the necessary regulatory approvals |

# Non-Core: RWA reallocation and guidance

Balance sheet – 30 June 17	Non-Core RWAs <sup>1</sup>	Allocated to		
		Barclays UK	Barclays International <sup>2</sup>	Head Office
<b>Pre reallocation RWAs (£bn)</b>	<b>23</b>			
ESHLA	4	3	1	
Legacy derivatives	7		7	
Italian Mortgages	3			3
Residual businesses/offices	5		1	4
Op Risk/DTA	4			4
<b>Reallocated RWAs</b>		<b>3</b>	<b>9</b>	<b>11</b>
Capital deductions	1.3	0.3	0.5	0.5
Allocated tangible equity	4.0	0.7	1.6	1.7
<b>H217 Guidance</b>				
Loss before tax	£300-400m	c.10%	c.40%	c.50%
<b>Estimated H217 RoTE impact</b>		<b>2.0-2.5%</b>	<b>1.0-1.5%</b>	<b>n.m.</b>

<sup>1</sup> Estimated allocation based on Jun-17 balance sheet | <sup>2</sup> Balance sheet and P&L allocation is entirely to the CIB |

# Income and margins – Q217

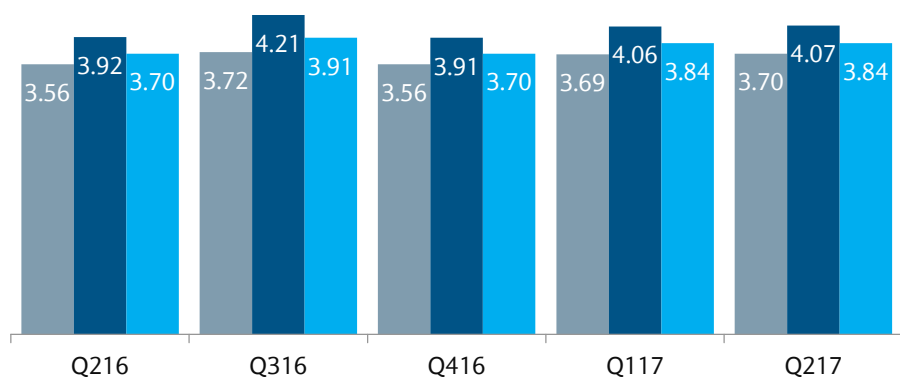
Income (£m) – Three months ended	Jun-17	Jun-16	% change
–Barclays UK	1,534	1,476	4%
–Barclays International <sup>1</sup>	1,064	1,021	4%
–Other <sup>2</sup>	(19)	33	
Net interest income (NII)	2,579	2,530	2%
Non-interest income	2,479	3,442	(28%)
<b>Total Group income</b>	<b>5,058</b>	<b>5,972</b>	<b>(15%)</b>

## Q217 performance metrics

- Barclays UK NII increased 4% to £1.5bn as growth in deposits and liability repricing initiatives offset impact from the lower UK base rate
  - NIM of 3.70% was 14bps higher on Q216
- Barclays International<sup>1</sup> NII increased 4% to £1.1bn, delivering an improved NIM of 4.07%
- Combined Barclays UK and Barclays international<sup>1</sup> NIM increased 14bps to 3.84%

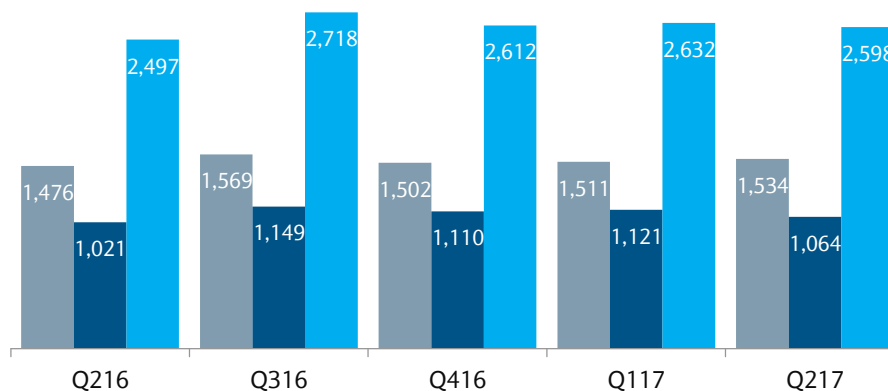
## Net Interest Margin (%)

■ Barclays UK ■ Barclays International<sup>1</sup> ■ Combined



## Net Interest Income (£m)

■ Barclays UK ■ Barclays International<sup>1</sup> ■ Combined



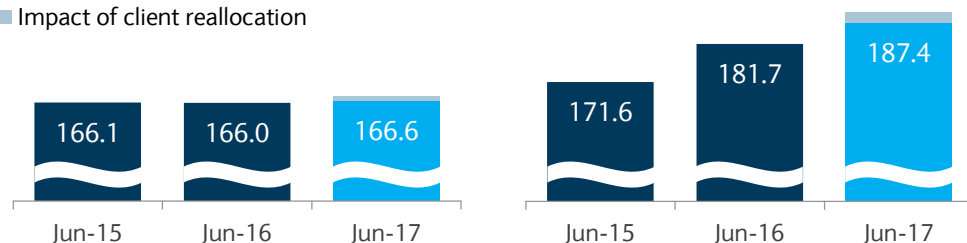
<sup>1</sup> Barclays International margins include interest earning lending balances within the investment banking business | <sup>2</sup> Other includes Head Office, Barclays Non-Core and non-lending related investment banking balances

# Barclays UK: Improved NIM and growth in deposits

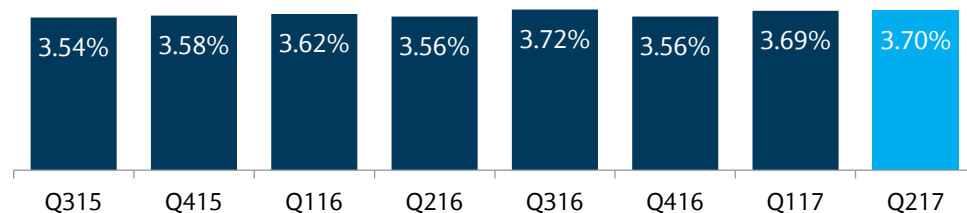
Income (£m) – Three months ended	Jun-17	Jun-16	% change
Net interest income (NII)	1,534	1,476	4%
– Net interest margin (NIM)	3.70%	3.56%	
Non-interest income	286	467	(39%)
<b>Total income</b>	<b>1,820</b>	<b>1,943</b>	<b>(6%)</b>

## Loans & advances to customers (£bn) | Customer deposits (£bn)

■ Impact of client reallocation



## Net Interest Margin (NIM)



## Q217 performance metrics<sup>1</sup>

- NIM increased 14bps to 370bps as NII grew 4% to £1.5bn
  - Liability repricing initiatives and growth in deposit balances offset impact from the lower UK base rate
  - Stable L&A, reflecting a conservative risk appetite, with focus retained on remortgage and lower LTV segments, and unsecured lending to existing customers
  - Absorption of the c.£20bn ESHLA portfolio is expected to dilute FY17 NIM
- Non-interest income decreased 9% to £286m, excluding prior year Visa sale gains of £151m
- Client reallocations in Q117 between Barclays UK and Barclays International in preparation for ring-fencing reduced customer balances in Barclays UK, with modest PBT impact
- LDR of 89%, reflecting strong funding position and prudent risk appetite

## NIM expectation

BoE base rate	FY17
0.25%	>360bps on current perimeter <sup>2</sup>

Annualised impact of ESHLA reabsorption  
(40bps)

<sup>1</sup> Adjusted for material items | <sup>2</sup> Pre-absorption of Non-Core assets

# Africa Banking

Business performance		
Three months ended (£m)	Jun-17	Mar-17
Income	704	1,082
Impairment	(71)	(106)
Operating expenses excluding impairment of Barclays' holding in BAGL	(477)	(653)
Other net income excluding loss on sale of BAGL	3	2
Profit before tax excluding impairment of Barclays' holding in BAGL and loss on sale of BAGL	159	325
Impairment of Barclays' holding in BAGL	(206)	(884)
Loss on sale of BAGL	(1,435)	-
Loss before tax	(1,482)	(559)
Loss after tax <sup>1</sup>	(1,537)	(658)
Attributable loss	(1,534)	(801)
Balance sheet (£bn)		
Risk weighted assets	9.8	41.3

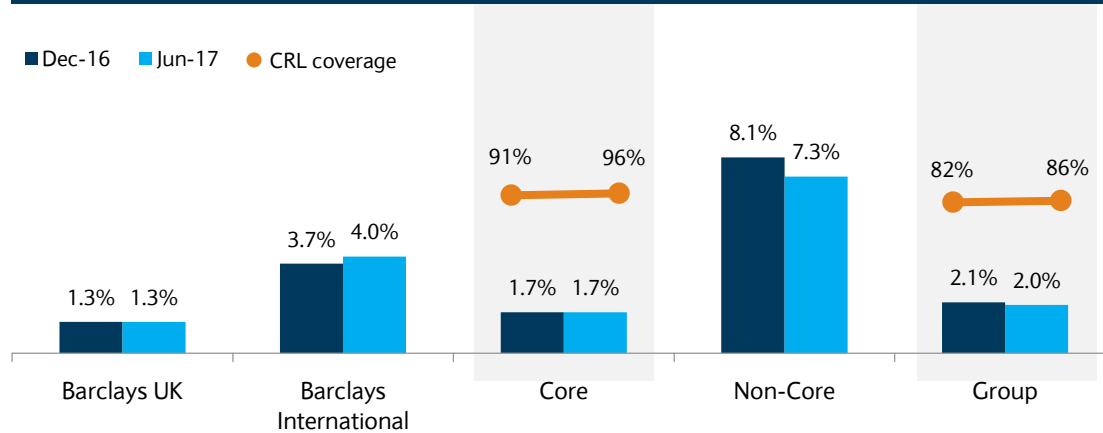
## Q217 highlights

- On 1 June 2017, Barclays sold 286 million ordinary shares of Barclays Africa Group Limited (BAGL), representing 33.7% of BAGL's issued share capital
- The sale resulted in the accounting deconsolidation of BAGL from the Barclays Group
  - Following the sale, as of 1 June 2017 BAGL is accounted for as an Available for Sale (AFS) asset in Barclays' financial statements and is no longer reported in discontinued operations
- Africa Banking Q217 results reflected
  - Profit before tax, excluding impairment of Barclays' holding in BAGL and loss on sale of 33.7% of BAGL's issued share capital of £159m
    - Q217 profits represented two months of Africa Banking results as a discontinued operation, to 31 May 2017
    - £1,435m loss on sale of 33.7% of BAGL's issued share capital, comprising
      - £1,375m recycling of the currency translation reserve to the income statement, owing to the weakening of the ZAR since initial consolidation of BAGL in 2005
      - £60m loss on sale
      - £206m impairment of Barclays' holding in BAGL
- Tangible equity and risk weighted assets of Africa Banking are included within Head Office
- For regulatory reporting purposes, BAGL is treated on a proportional consolidated basis, based on a holding of 23.4%<sup>2</sup>

<sup>1</sup> Included in Group income statement as profit after tax in respect of discontinued operation | <sup>2</sup> Barclays has an obligation to contribute 1.5% of BAGL's ordinary shares to the Black Economic Empowerment Scheme, and 7.0% is allocated to the Public Investment Corporation (PIC) who is expected to take receipt of the shares following the necessary regulatory approvals |

# Underlying stable trends reflect prudent approach to credit risk management

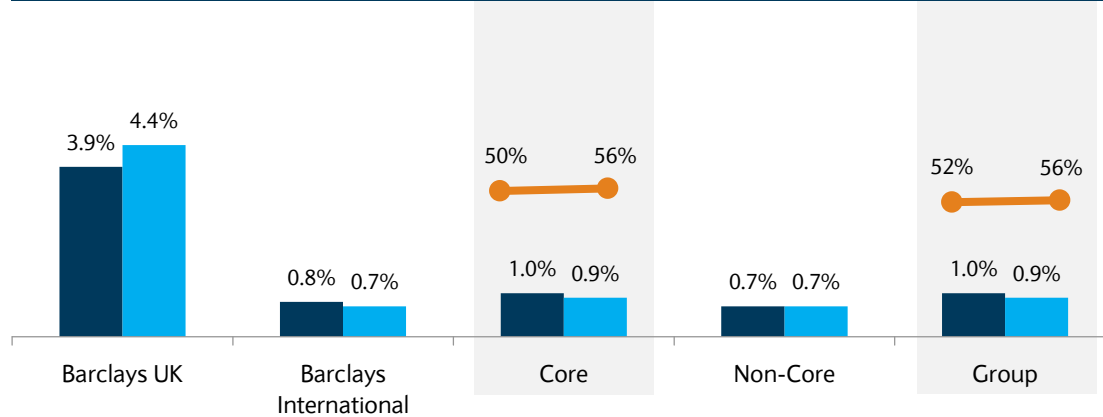
## Retail CRL % of Gross L&A



## Prudent risk management

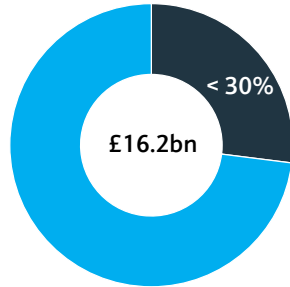
- Remain well-positioned, having maintained a consistently prudent risk appetite since the financial crisis
- In US Cards, as part of our ongoing focus to rebalance the composition of our overall risk profile with a greater emphasis on high-quality credit card accounts, \$1.6bn of higher risk accounts were sold in Q117
- Strong CRL coverage ratios continue to provide significant protection
  - Core Retail CRL coverage ratio of 96% (Dec-16: 91%)
  - Core Wholesale CRL coverage ratio of 56% (Dec-16: 50%)

## Wholesale CRL % Gross L&A



# Flat underlying impairment trends in UK Cards and active management of US Cards growth

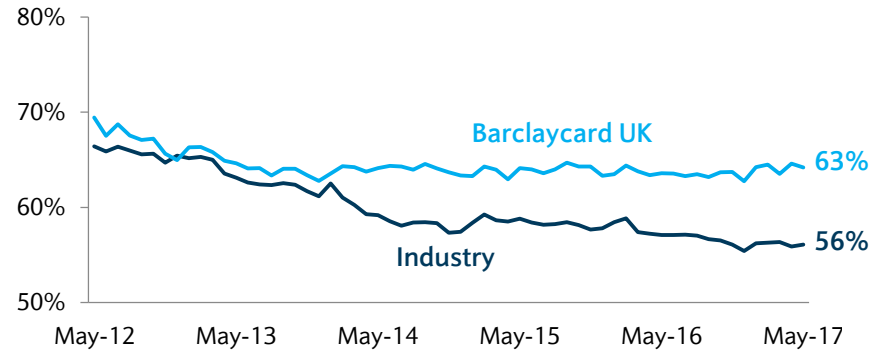
## Q217 UK Cards balance mix



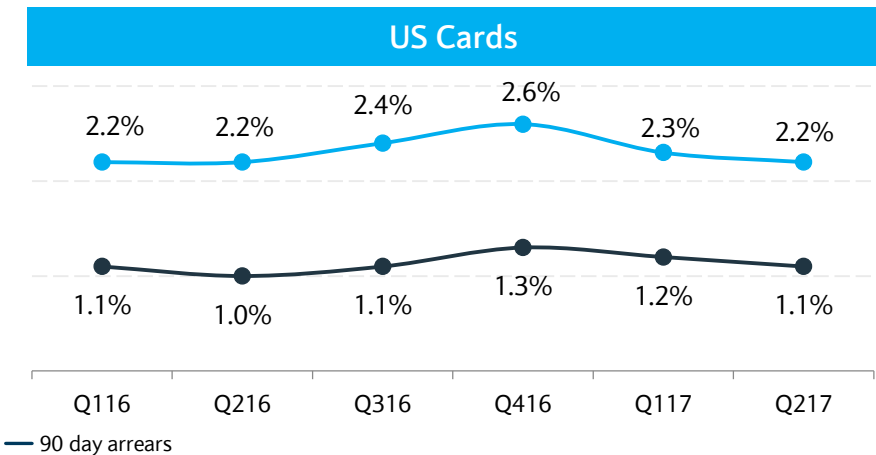
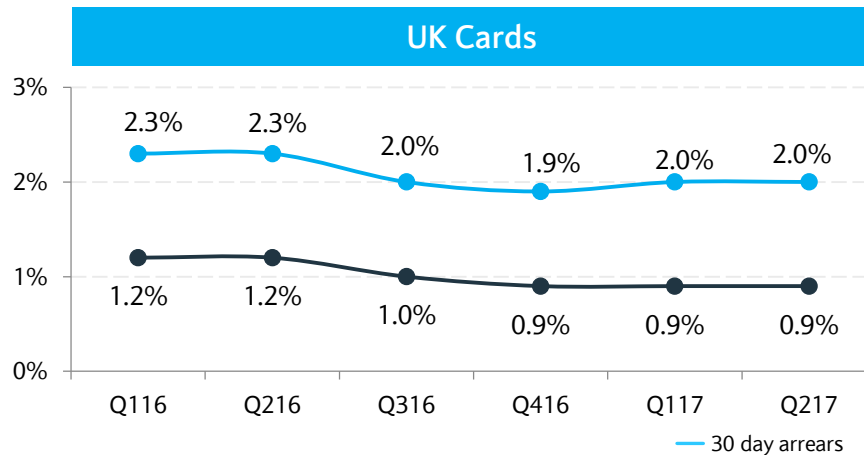
### 0% Balance Transfers are <30%

- c.90% has a duration of <24 months
- Majority taken by existing customers
- Prudent EIR of <5%
- EIR income recognised on the balance sheet <£40m

## UK Cards Interest earning lending (IEL), as % of balances<sup>1</sup>



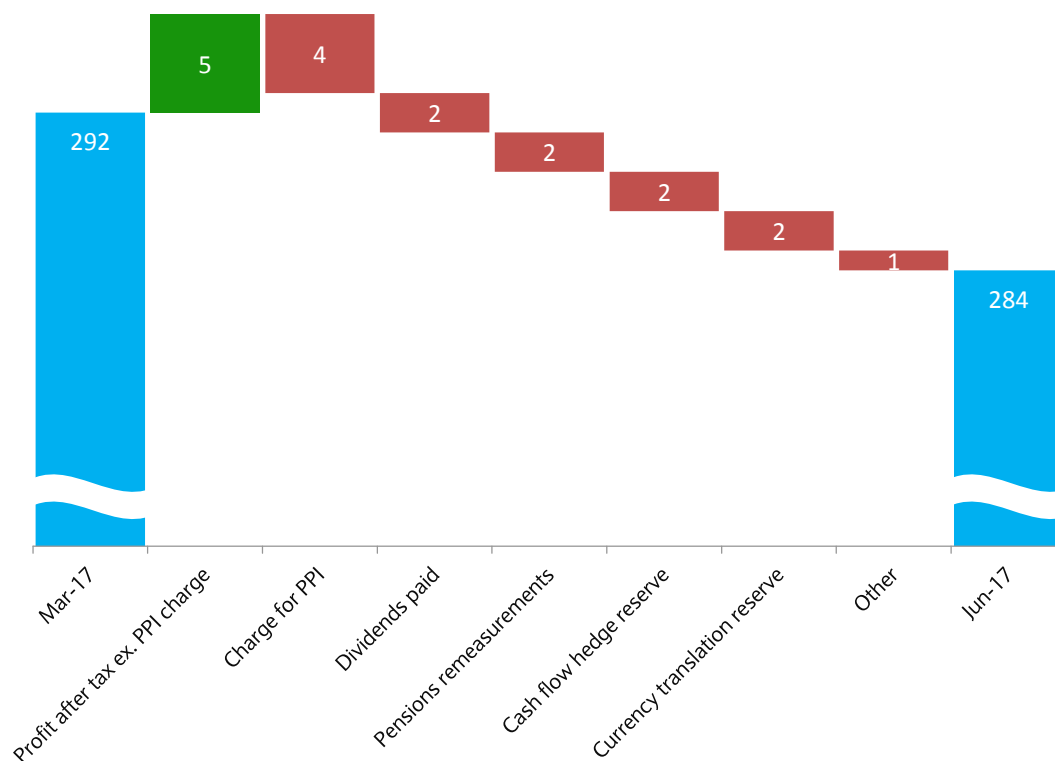
## Stable card portfolio arrears rates



<sup>1</sup> Source: BBA, June 2017 |

# Tangible Net Asset Value movements

TNAV (pence per share) – Mar-17 to Jun-17<sup>1</sup>



Q217 highlights

- TNAV decreased to 284p at Jun-17
- The net impact of the sell-down and accounting deconsolidation of BAGL was broadly neutral from a TNAV perspective, as the loss on sale and impairment of Barclays' holding in BAGL were offset by an increase in the currency translation reserve and the release of goodwill and intangibles deductions
- The 8p reduction in TNAV in the quarter reflected
  - 5p increase from profit after tax from continuing operations excluding PPI
  - 4p reduction due to the Q217 PPI charge
  - 2p reduction arising from payment of the final dividend for FY16
  - 6p reduction as a result of movements in reserves
    - 2p due to movements in the pension reserve reflecting the remeasurement of scheme assets and liabilities over the period
    - 2p in relation to the cash flow hedging reserve mainly due to a decrease in the fair value of interest rate swaps held for hedging purposes
    - 2p due to non-BAGL related movements in the currency translation reserve as GBP strengthened against USD

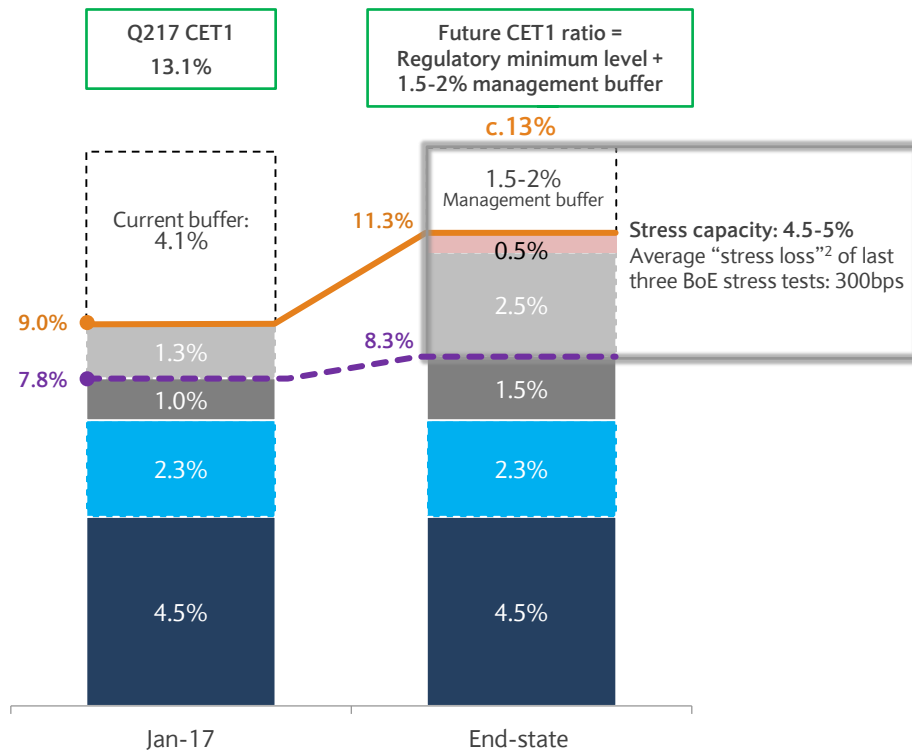
<sup>1</sup> Profit after tax and currency translation reserve movements in the graph exclude BAGL-related impacts



# Managing evolving future minimum CET1 levels

## Illustrative evolution of minimum CET1 requirements and buffers

- Minimum CRD IV CET1 requirement
- 2017 Pillar 2A CET1 requirement
- G-SIB buffer
- Capital Conservation Buffer (CCB)
- Countercyclical buffer
- CRDIV Mandatory distribution restrictions (MDR) hurdle
- BoE stress test systemic reference point for 2017 tests<sup>1</sup>

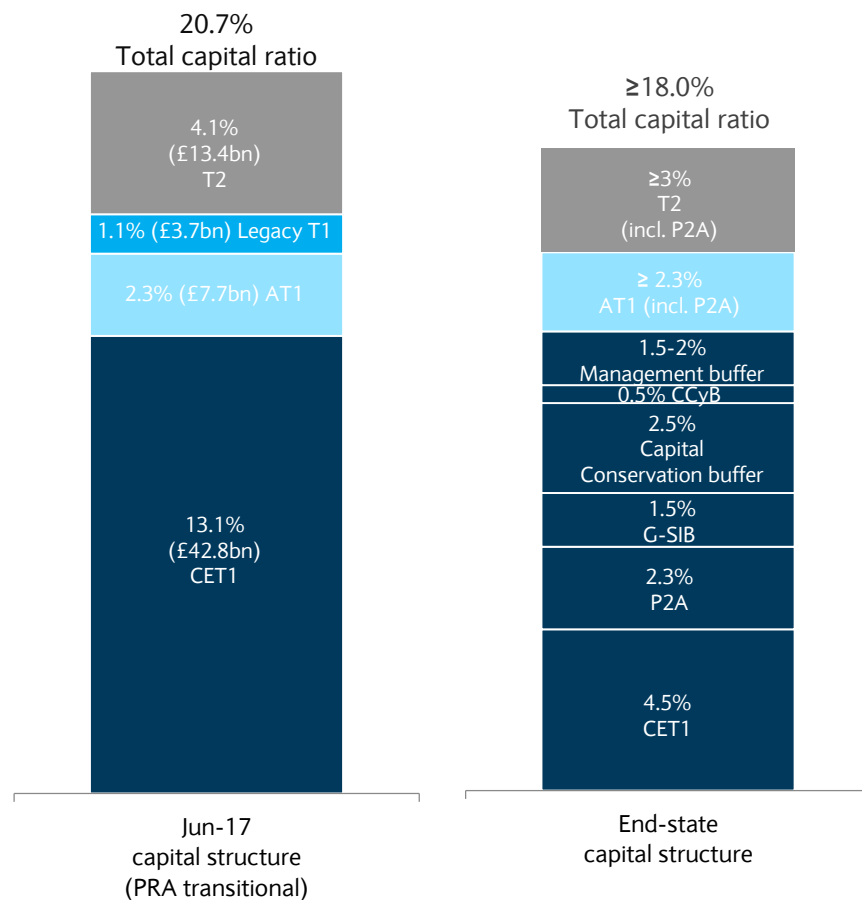


- **End-state CET1 ratio expectation of around 13%:**
  - Assuming the introduction of a UK countercyclical buffer of 1% from November 2018, this would translate to around 45bps for the Group based on our UK exposures
  - This would result in a CRD IV MDR hurdle rate of 11.3%
  - With a management buffer of 150-200bps, this would create stress capacity of 450-500bps
- As capital buffers and RWAs will evolve over time, we manage our CET1 position to maintain a prudent internal management buffer over future minimum levels. This is to guard against mandatory distribution restrictions pursuant to CRD IV and to take into account stress testing
- The management buffer is prudently calibrated, intended to absorb fluctuations in the CET1 ratio, cover event risk and stress, and to enable management actions to be taken in sufficient time to avoid mandatory distribution restrictions

<sup>1</sup> Based on Barclays' understanding of "The Bank of England's approach to stress testing the UK banking system" published in October 2015 and "Stress testing the UK banking system: key elements of the 2016 stress test", published March 2016 | <sup>2</sup> Average stress-loss of past three years based on applicable year-end CET1 ratios against low-point stress outcomes |

# Evolving CRD IV capital structure transitioning to HoldCo over time

## Illustrative evolution of CRD IV capital structure



## Well managed and balanced total capital structure

- Transitional total capital ratio increased to 20.7% (Dec-16: 19.6%), while the fully loaded total capital ratio increased to 19.8% (Dec-16: 18.5%)
- Currently most OpCo capital is expected to be eligible CRD IV capital during and, to the extent outstanding, after the grandfathering period. It is also mostly expected to qualify as MREL until 1 January 2022 based on our understanding of the current Bank of England position
- We aim to manage our capital structure in an efficient manner:
  - Expect to hold a surplus to 2.3% of AT1 through regular issuance over time
  - The appropriate balance of Tier 2 will be informed by relative pricing of Senior and Tier 2 and investor appetite

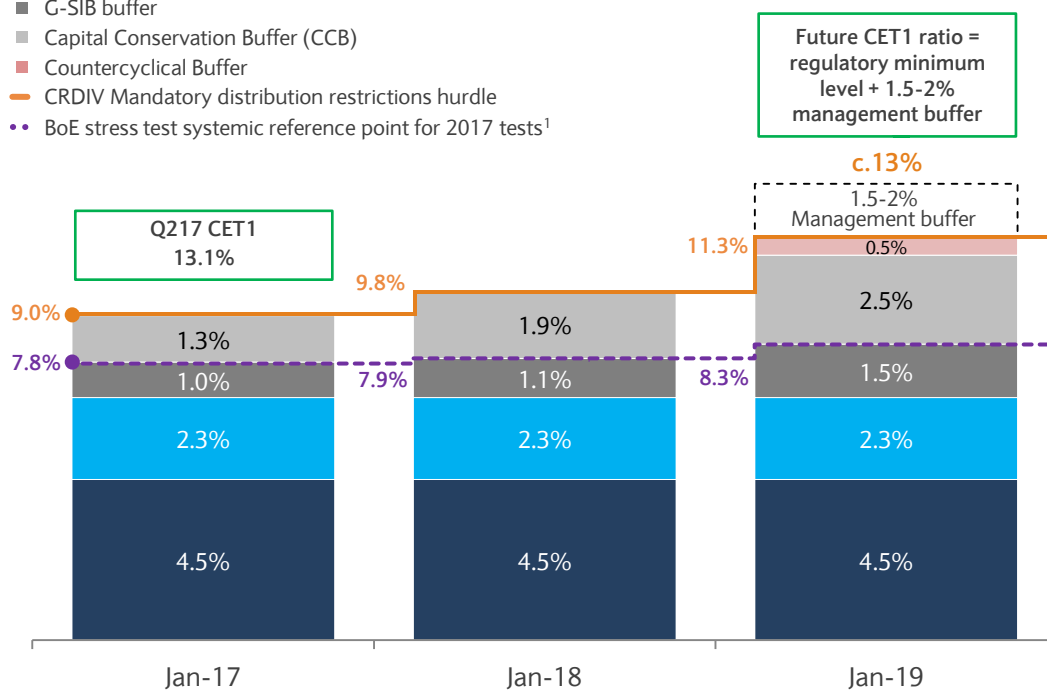
## Pillar 2A requirement

- Barclays' 2017 Pillar 2A requirement as per the PRA's Individual Capital Guidance (ICG) is c.4.0%. The ICG is subject to at least annual review. This is split:
  - CET1 of 2.3% (assuming 56% of total P2A requirement)
  - AT1 of 0.8% (assuming 19% of total P2A requirement)
  - T2 of 1.0% (assuming 25% of total P2A requirement)
- Basel Committee consultations and reviews of approaches to Pillar 1 and Pillar 2 risk might further impact the Pillar 2A requirement in the future

# Managing capital position above mandatory distribution restrictions and stress test hurdles

## Barclays' expected MDA thresholds and systemic reference points for 2017 BoE stress test

- Minimum CRD IV CET1 requirement
- 2017 Pillar 2A CET1 requirement
- G-SIB buffer
- Capital Conservation Buffer (CCB)
- Countercyclical Buffer
- CRDIV Mandatory distribution restrictions hurdle
- BoE stress test systemic reference point for 2017 tests<sup>1</sup>



- Maintained robust capital buffers based on 30 June 2017 capital position:
  - Buffer to 7% AT1 Trigger Event: c.6.1% or c.£20bn
  - Buffer to 1 January 2017 MDA hurdle: c.4.1% or c.£13bn

## Distribution restrictions and management

- Maintaining our CET1 ratio comfortably above the mandatory distribution threshold remains a critical management objective
- Distribution restrictions<sup>2</sup> apply if an institution fails to meet the CRD IV Combined Buffer Requirement (CBR) at which point the MDA is calculated on a reducing scale
- Currently Barclays targets an internal management buffer of 1.5-2% above regulatory CET1 levels providing a prudent buffer above MDA restriction levels
- Barclays' recovery plan actions are calibrated to take effect ahead of breaching the CBR
- It is the Board's current intention that, whenever exercising its discretion to declare dividends on ordinary shares or to cancel interest on AT1 securities, it will take into account the relative ranking of these instruments in its capital structure

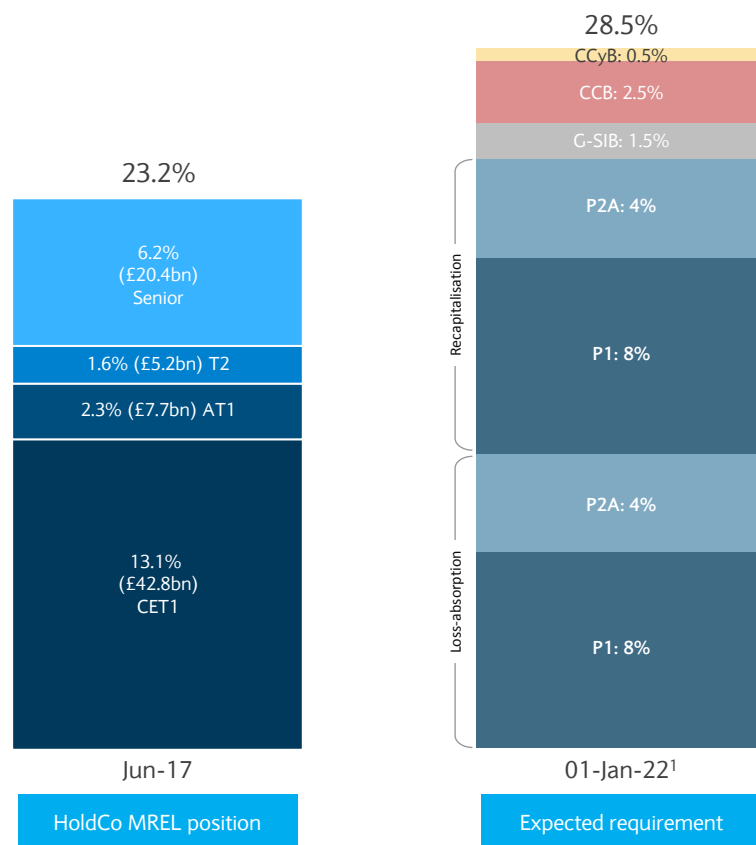
## Stress tests

- Barclays' end state stress buffer is expected to be c.4.5-5% when including the management buffer, providing ample headroom should future stress losses be higher than the average experienced to date
- The stressed capital ratio for each year over the stress test horizon will be measured against the respective applicable stress test systemic reference point
- For the 2017 BoE stress tests, the stress test systemic reference point will include the minimum CRD IV CET1 requirement, P2A, and a phased-in G-SIB buffer

<sup>1</sup> Based on Barclays' understanding of "The Bank of England's approach to stress testing the UK banking system" published in October 2015 and "Stress testing the UK banking system: key elements of the 2016 stress test", published March 2016 | <sup>2</sup> As per CRD Art. 141, and subject to any changes under the proposed CRR2, restrictions on discretionary distributions would apply in case of a breach of the CBR as defined in CRD Art 128(6) |

# Progressing well on MREL issuance

## HoldCo MREL position and requirement including requisite buffers



## Well advanced on HoldCo issuance plan

### Issuance plan – currently expect average issuance of c.£8bn p.a. from 2018<sup>2</sup>

- Our MREL issuance guidance for 2017 is c.£10bn of which we have issued £7.6bn equivalent year-to-date. Remaining issuance this year is expected to comprise a combination of Senior, Tier 2 and AT1
- Beyond 2017, we currently envisage average issuance of around £8bn equivalent per annum to enable us to accommodate some RWA growth over time and to allow for a prudent MREL management buffer
- With c.£26bn of outstanding OpCo term debt and capital instruments maturing or callable by 1 January 2022<sup>3</sup>, remaining issuance is largely a matter of refinancing
- MREL position of 26.8% as at Jun-17 on a transitional basis, including eligible OpCo instruments, compared to 23.2% on a HoldCo-only basis

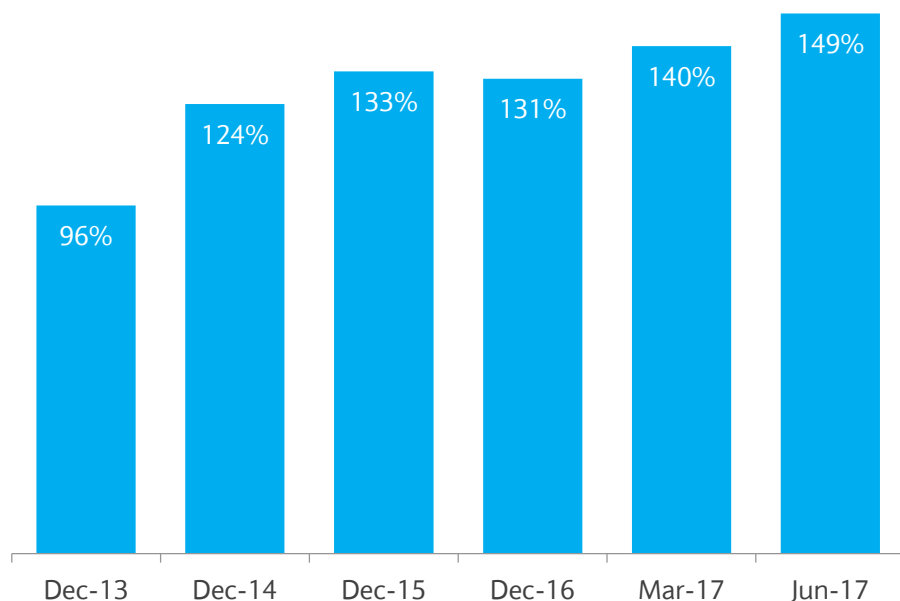
### Requirements

- Barclays' non-binding indicative MREL is currently expected to be 28.5% of RWAs from 1 January 2022 comprising
  - Loss absorption and recapitalisation amounts
  - Regulatory buffers including a 1.5% G-SIB buffer, 2.5% Capital Conservation Buffer and 0.5% from the planned introduction of a 1% Countercyclical Buffer for the UK

<sup>1</sup> 2022 requirements subject to BoE review by end-2020 | <sup>2</sup> Issuance plan subject to, amongst other things, market conditions and regulatory requirements which are subject to change and may differ from current expectations | <sup>3</sup> Aggregated Tier 1 and Tier 2 capital instruments, and public and private senior unsecured debt, excluding structured notes |

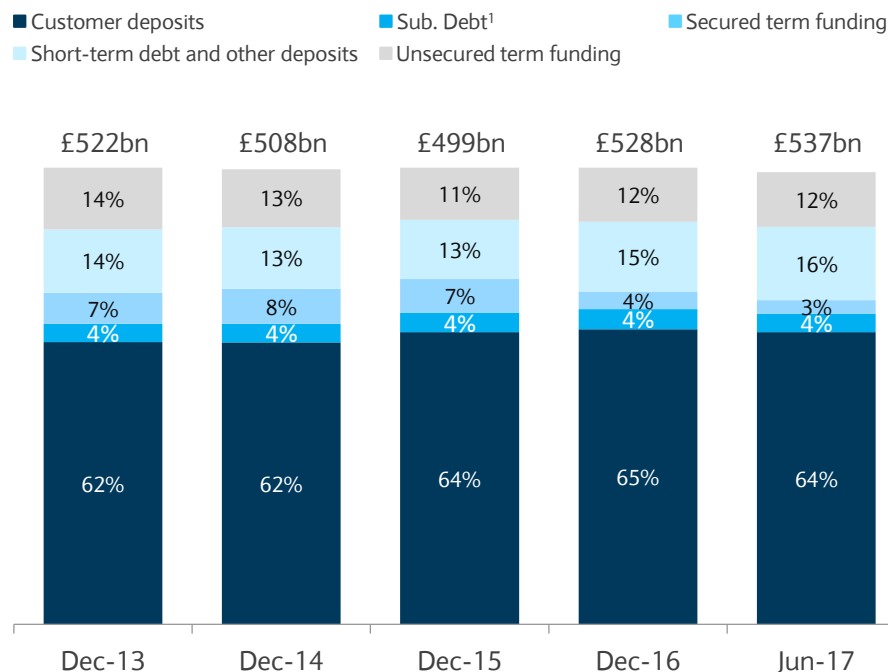
# High level of liquidity and conservative funding profile

## LCR continues to remain in prudential surplus



- Liquidity pool increased £36bn in the half to £201bn and the LCR increased to 149% equivalent to a surplus of £65bn to 100%
- The overall increase in the liquidity pool reflects net increase in MREL issuance, drawdown of the Term Funding Scheme, higher money market balances and deposit growth
- Quality of the pool remains high with the majority held in cash and deposits with central banks and highly rated government bonds

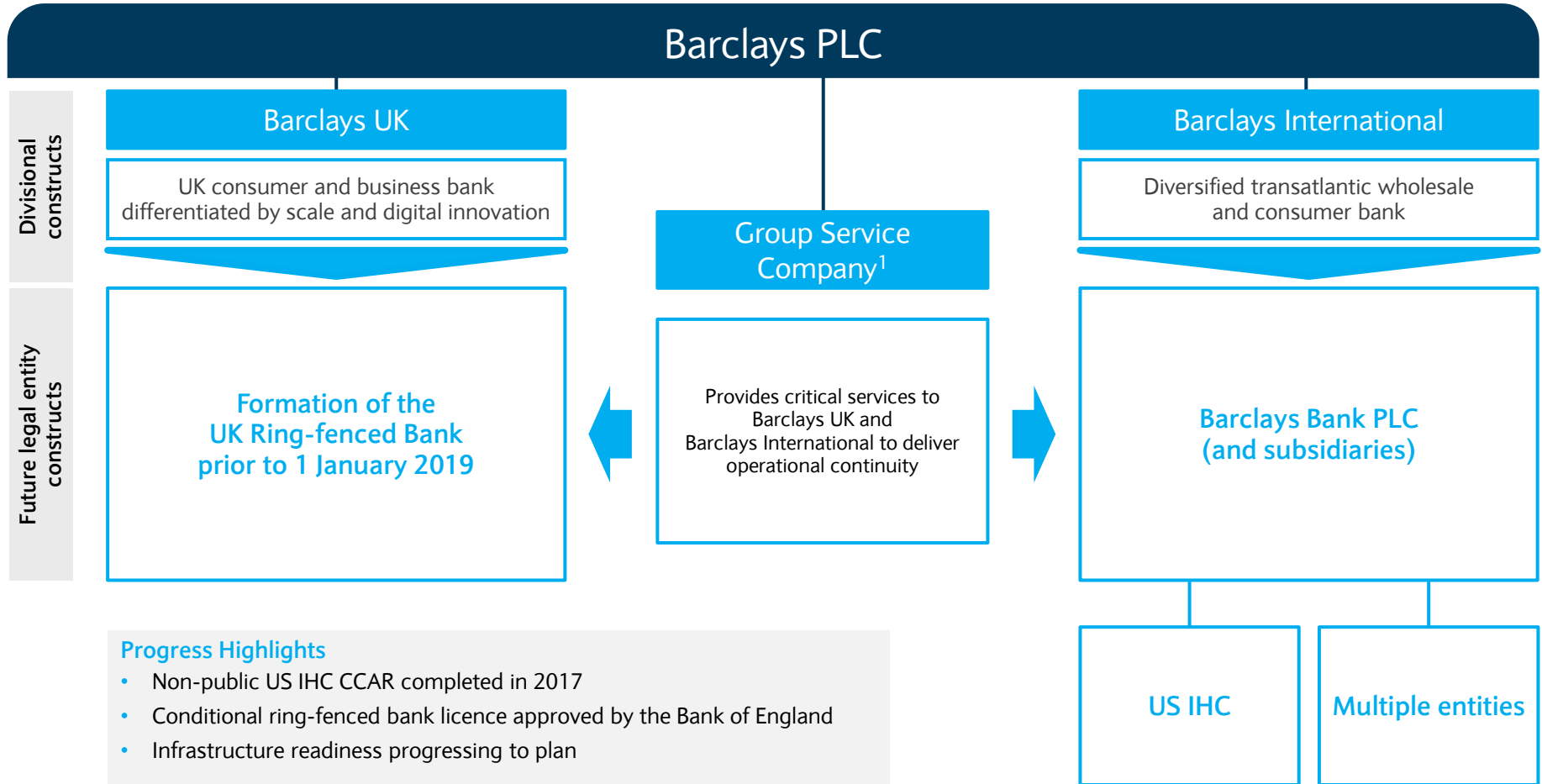
## Conservative and stable funding profile (£bn – excludes BAGL)



- Retail loan to deposit ratio of 81% at end of Jun-17<sup>2</sup>
- Wholesale funding diversified across currencies, notably in USD, EUR and GBP
- The Group has £8.6bn of term funding maturing in the remainder of 2017 across public and private senior unsecured and secured, and capital instruments
- NSFR continues to exceed future minimum requirement of 100%

<sup>1</sup> Excludes AT1 capital and preference shares | <sup>2</sup> Loan: deposit ratio for Barclays UK, Barclays International and Non-Core, excluding investment banking businesses |

# Progress on Group legal structure



<sup>1</sup> Rated "A-" (negative outlook) by S&P, in line with the Group Credit Profile |

# Structural reform plan remains on track achieving critical milestones as planned

## H2 2017 Group Service Company setup

### Milestones completed

- ✓ Legal entity repositioned and rated
- ✓ Target operating model agreed
- ✓ Relevant services identified and catalogued

### Milestones to complete

- Migrate assets, contracts and employees
- Introduce arms-length service management
- Continue to prepare internal infrastructure

## H1 2018 Legal entity separation

### Milestones completed

- ✓ Barclays UK and Barclays International established as operating divisions in March 2016 to reflect the businesses within the future-state legal entities
- ✓ Conditional banking licence approved for the Ring-Fenced Bank in April 2017
- ✓ Ongoing communication with customers and clients with positive feedback to date
- ✓ Successfully commenced our sort code migration process

### Milestones to complete

- Ring-Fencing Transfer Scheme (RFTS) court process to be initiated in November 2017
- Continue to prepare internal infrastructure

*Supports delivery of fundamentally strong banking propositions for all of our stakeholders, consistent with the Group's strategy of being a transatlantic, consumer, corporate and investment bank*

# Ratings are a key strategic priority

Current Senior Long and Short Term ratings	Fitch	Standard & Poor's	Moody's
Barclays PLC (B PLC – HoldCo)	A F1	BBB A-2	Baa2 P-3
Barclays Bank PLC (BB PLC – OpCo)	A DCR <sup>1</sup> : A F1	A- A-2	A1 CRA <sup>2</sup> : A1 P-1
Outlook – Post EU referendum			
	STABLE	NEGATIVE	NEGATIVE

## Future ratings expectations of Barclays UK and Barclays Bank PLC

- Rating agencies have made various statements on their expectation of ratings post ring-fencing
  - Fitch has said that they expect ratings differentiation to be small, if any
  - S&P already incorporates the expected implications of structural reform in its rating of BB PLC. It also expects the ring-fenced bank to be rated one-notch higher than BB PLC, subject to finalisation
  - Moody's expects standalone profiles of ring-fenced/non-ring fenced banks to be in line, or stronger/weaker than, those of existing banks

## Rating priorities

- Barclays' objective is to maintain solid investment grade ratings
- We intend to create as much stability in the ratings of Barclays PLC and Barclays Bank PLC as we can – both before and after structural reform
- Focus on execution of strategy to support credit fundamentals

<sup>1</sup> Derivative counterparty rating | <sup>2</sup> Counterparty rating assessment |



# Disclaimer

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## Important Notice

The information, statements and opinions contained in this presentation do not constitute a public offer under any applicable legislation, an offer to sell or solicitation of any offer to buy any securities or financial instruments, or any advice or recommendation with respect to such securities or other financial instruments.

## Forward-looking Statements

This document contains certain forward-looking statements within the meaning of Section 21E of the US Securities Exchange Act of 1934, as amended, and Section 27A of the US Securities Act of 1933, as amended, with respect to the Group. Barclays cautions readers that no forward-looking statement is a guarantee of future performance and that actual results or other financial condition or performance measures could differ materially from those contained in the forward-looking statements. These forward-looking statements can be identified by the fact that they do not relate only to historical or current facts. Forward-looking statements sometimes use words such as 'may', 'will', 'seek', 'continue', 'aim', 'anticipate', 'target', 'projected', 'expect', 'estimate', 'intend', 'plan', 'goal', 'believe', 'achieve' or other words of similar meaning. Examples of forward-looking statements include, among others, statements or guidance regarding or relating to the Group's future financial position, income growth, assets, impairment charges, provisions, notable items, business strategy, structural reform, capital, leverage and other regulatory ratios, payment of dividends (including dividend pay-out ratios and expected payment strategies), projected levels of growth in the banking and financial markets, projected costs or savings, original and revised commitments and targets in connection with the Group Strategy Update, rundown of assets and businesses within Barclays Non-Core, sell down of the Group's interest in Barclays Africa Group Limited or the impact of any regulatory deconsolidation, estimates of capital expenditures and plans and objectives for future operations, projected employee numbers and other statements that are not historical fact. By their nature, forward-looking statements involve risk and uncertainty because they relate to future events and circumstances. These may be affected by changes in legislation, the development of standards and interpretations under International Financial Reporting Standards, evolving practices with regard to the interpretation and application of accounting and regulatory standards, the outcome of current and future legal proceedings and regulatory investigations, future levels of conduct provisions, future levels of notable items, the policies and actions of governmental and regulatory authorities, geopolitical risks and the impact of competition. In addition, factors including (but not limited to) the following may have an effect: capital, leverage and other regulatory rules (including with regard to the future structure of the Group) applicable to past, current and future periods; UK, US, Africa, Eurozone and global macroeconomic and business conditions; the effects of continued volatility in credit markets; market related risks such as changes in interest rates and foreign exchange rates; effects of changes in valuation of credit market exposures; changes in valuation of issued securities; volatility in capital markets; changes in credit ratings of any entities within the Group or any securities issued by such entities; the potential for one or more countries exiting the Eurozone; the implications of the exercise by the United Kingdom of Article 50 of the Treaty of Lisbon and the disruption that may result in the UK and globally from the withdrawal of the United Kingdom from the European Union; and the success of future acquisitions, disposals and other strategic transactions. A number of these influences and factors are beyond the Group's control. As a result, the Group's actual future results, dividend payments, and capital and leverage ratios may differ materially from the plans, goals, expectations and guidance set forth in the Group's forward-looking statements. Additional risks and factors which may impact the Group's future financial condition and performance are identified in our filings with the SEC (including, without limitation, our annual report on form 20-F for the fiscal year ended 31 December 2016), which are available on the SEC's website at [www.sec.gov](http://www.sec.gov).

Subject to our obligations under the applicable laws and regulations of the United Kingdom and the United States in relation to disclosure and ongoing information, we undertake no obligation to update publicly or revise any forward looking statements, whether as a result of new information, future events or otherwise.