

KBW UK & European Financials Conference

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13 September 2010



H1 Highlights

- Income resilience
- Higher returns and higher profits
- Impairment charges in line with guidance
- Strong capital management
- Stable leverage and strengthened liquidity
- Gross new UK lending of £18bn

Group performance

Half year ended – June	2010 (£m)	2009 (£m)	Change %
Profit before tax	3,947	2,745	44
Less:			
Own credit (gain) / charge	(851)	893	
Gains on acquisitions and disposals	(133)	(21)	
Gains on debt buy-backs	–	(1,192)	
Adjusted profit before tax	2,963	2,425	22

Financial summary

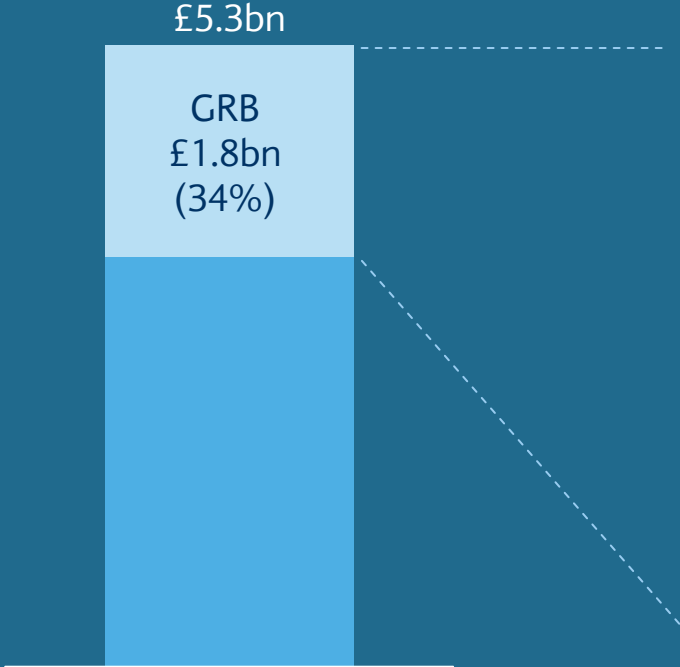
Half year ended – June	2010 (£m)	2009 (£m)	Change %
Income	16,581	15,318	8
Impairment charges	(3,080)	(4,556)	(32)
Net income	13,501	10,762	25
Operating expenses	(9,720)	(8,051)	21
Profit before tax	3,947	2,745	44
Cost : income ratio	59%	53%	nm
Cost : net income ratio	72%	75%	nm

Financial summary cont'd

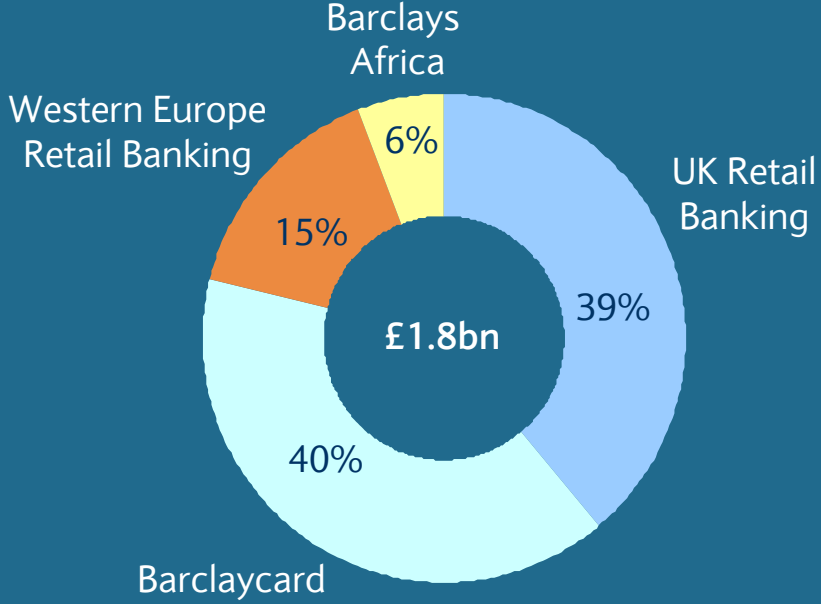
Half year ended – June	2010	2009
Return on equity	9.8%	9.4%
Return on tangible equity	12.0%	13.0%
Return on risk weighted assets	1.5%	1.0%
Earnings per share	20.9p	16.4p
Dividend per share	2.0p	0.0p

Global Retail Banking (GRB) is an important part of Barclays

Barclays 2009 PBT Composition



GRB 2009 PBT by business



GRB is a customer defined and geographically focused business

Customer Defined

- Mass consumer
- Mass affluent
- Business clients

Geographically Focused

- UK
- US
- Western Europe
- Africa

GRB

- Global banking and payment provider
- 37m customers
- 3.5k distribution points
- 66k colleagues

UK Retail Banking

Barclaycard

Western Europe Retail Banking

Barclays Africa

UK Retail Banking performance

Half year ended – June	2010 (£m)	2009 (£m)	Change %
Total income	2,171	2,151	1
Impairment charges	(447)	(521)	(14)
Net income	1,724	1,630	6
Operating expenses	(1,322)	(1,319)	–
Profit before tax ⁽¹⁾	504	313	61
Return on average equity	11%	8%	
Return on average tangible equity	22%	16%	
Return on average risk weighted assets	2.1%	1.4%	

(1) Includes other profit from share of post-tax results of associates and joint ventures, profit on disposal of subsidiaries, associates and joint ventures, and gains on acquisition



Barclaycard performance

Half year ended – June	2010 (£m)	2009 (£m)	Change %
Total income	1,958	2,009	(3)
Impairment charges	(890)	(915)	(3)
Net income	1,068	1,094	(2)
Operating expenses	(764)	(724)	6
Profit before tax ⁽¹⁾	317	375	(15)
Return on average equity	10%	15%	
Return on average tangible equity	14%	22%	
Return on average risk weighted assets	1.4%	1.9%	

(1) Includes other profit from share of post-tax results of associates and joint ventures, profit on disposal of subsidiaries, associates and joint ventures, and gains on acquisition

Western Europe Retail Banking performance

Half year ended – June	2010 (£m)	2009 (£m)	Change %
Total income	602	682	(12)
Impairment charges	(133)	(148)	(10)
Net income	469	534	(12)
Operating expenses	(495)	(442)	12
Profit before tax ⁽¹⁾	10	92	(89)
Return on average equity	10%	5%	
Return on average tangible equity	15%	7%	
Return on average risk weighted assets	1.5%	0.6%	

(1) Includes other profit from share of post-tax results of associates and joint ventures, profit on disposal of subsidiaries, associates and joint ventures, and gains on acquisition

Barclays Africa performance

Half year ended – June	2010 (£m)	2009 (£m)	Change %
Total income	403	365	10
Impairment charges	(48)	(63)	(24)
Net income	355	302	18
Operating expenses	(285)	(254)	12
Profit before tax ⁽¹⁾	70	65	8
Return on average equity	13%	2%	
Return on average tangible equity	14%	2%	
Return on average risk weighted assets	1.5%	0.4%	

(1) Includes other profit from share of post-tax results of associates and joint ventures, profit on disposal of subsidiaries, associates and joint ventures, and gains on acquisition



Summary: Global Retail Banking performance

Half year ended – June	2010 (£m)	2009 (£m)	Change %
UK Retail Banking	504	313	61
Barclaycard	317	375	(15)
Western Europe Retail Banking	10	92	(89)
Barclays Africa	70	65	8
GRB profit before tax ⁽¹⁾	901	845	7

(1) Includes other profit from share of post-tax results of associates and joint ventures, profit on disposal of subsidiaries, associates and joint ventures, and gains on acquisition



GRB is building on strong foundations

Well diversified

Upgraded footprint

Innovative products

Leading edge technology

Strong customer franchise

GRB objectives

Happy customers

Strong profit growth

Good returns

Lives Made Much Easier

THE GOAL

the
'go-to' bank
in our chosen
markets

THE VISION

LIVES MADE
MUCH EASIER

THE MEANS

- deeper impact with customers
- greater scale in all our markets
- higher performance

Lives Made Much Easier will be delivered through an integrated set of strategies

LIVES MADE MUCH EASIER

Barclaycard

Western
Europe

Barclays
Africa

UKRB

Deepen **Mass Consumer**

Growth in **Mass Affluent**

Opportunity with **Business Clients**

Expansion in **Payments**

Enabled by rigorous risk and cost management

GRB Returns

	2009	3 Year Target
RoRWA	1.5%	c.2.0%
Return on Tangible Equity	17%	c.20%
Return on Equity	10%	13-15%

New business hurdle: RoRWA =1.5%

These strategies will enable GRB to deliver on its financial goals

Profit growth

Strong compound annual profit growth

Improved loan to deposit ratio

Liability growth exceeding asset growth

Depth, not breadth

Focus on existing markets and continue to diversify through products

Generation of net equity

Attractive returns and generation of net equity

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