

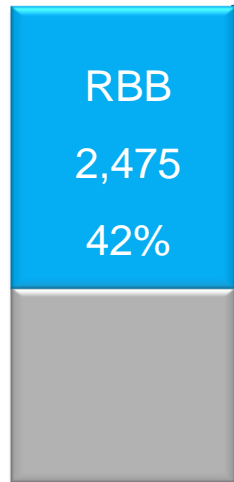
Société Générale conference Barclaycard

David Chan, CEO, Barclaycard Consumer Europe
29th November

Barclaycard makes a material contribution to Barclays in Q3 '12 (YTD)

Barclays PBT (£m)

5,954



RBB PBT by business (£m)

2,475

Barclaycard

1,150

46%

UKRBB

1,146

46%

Africa

330

13%

ERBB

(151)

-6%

All PBT figures quoted throughout this presentation are on an adjusted basis

Barclaycard is a broad international payments business . . .

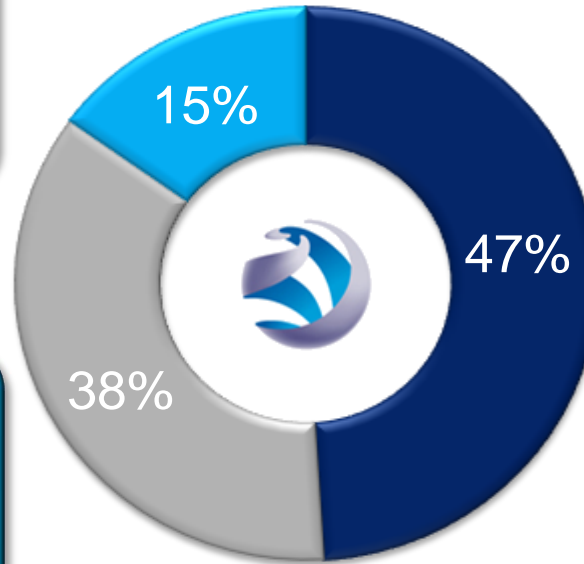
**Barclaycard YTD Q3 2012 Income
£3,072m**

Business Payment Products

- Payment Acceptance
- Commercial Payments
- Partner Sales Finance

International Consumer Credit Cards

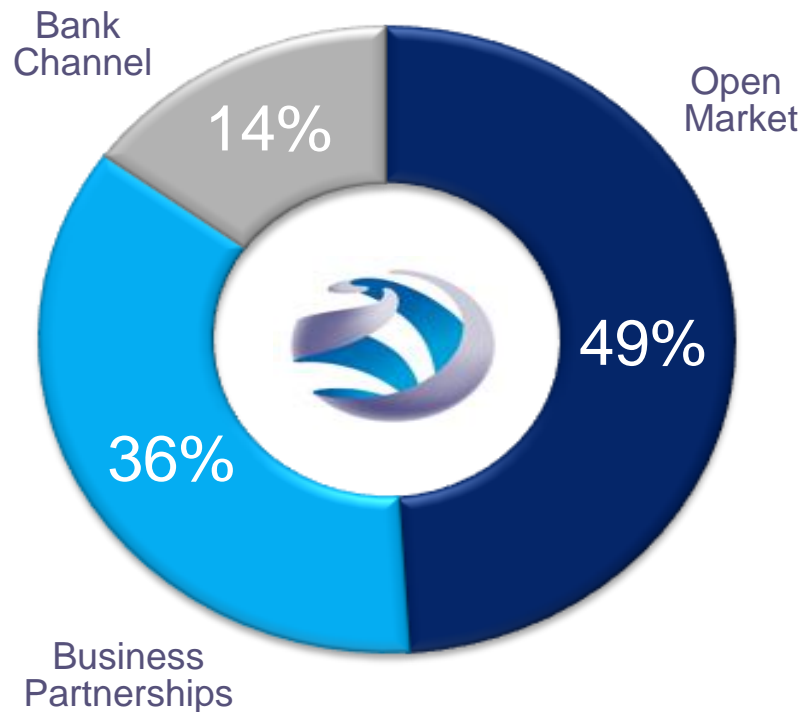
- United States
- Germany
- South Africa (Absa Card)
- Scandinavia (Entercard JV)



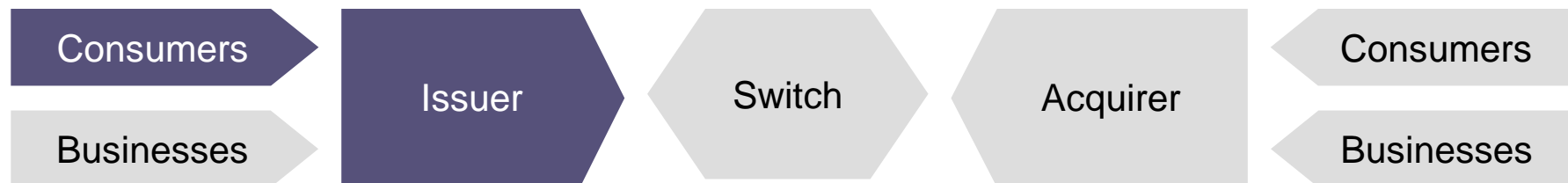
UK Consumer
Credit Cards

... with diversified sources of income

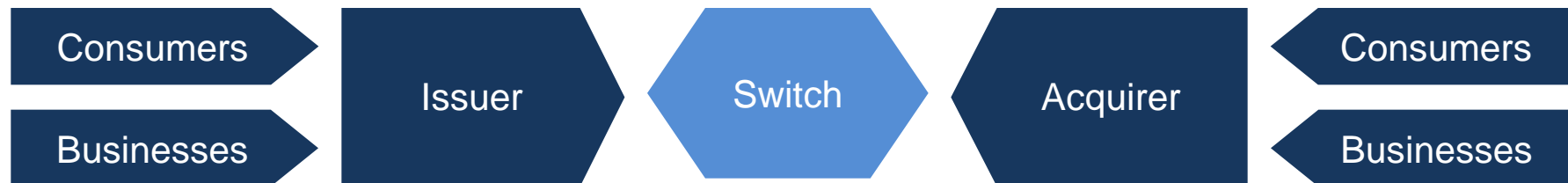
Income - by source (2011)



Traditional Retail Banks

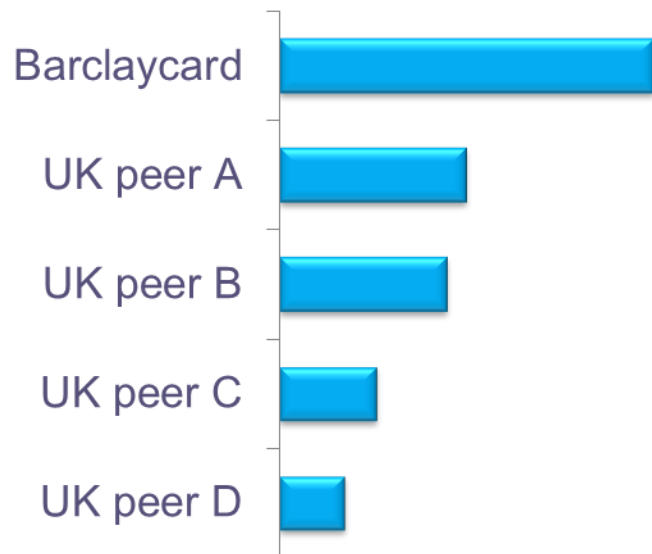


Integrated Payment Providers

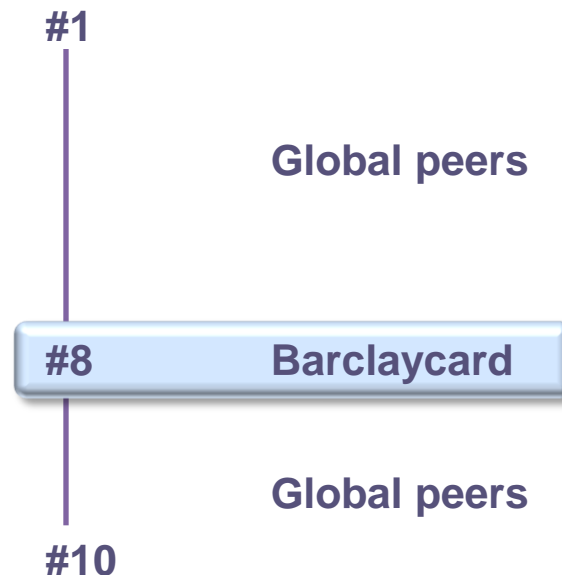


A Payments Market Leader...

vs. UK Bank Peers



vs. Global Peers



YTD Q3 '12 Key Facts*

£176bn
PAYMENTS

9%
YoY

£1.2bn
PBT

21%
YoY

£31bn
LOANS & ADVANCES

8%
YoY

22.7%
ROE

+430bps
YoY

>250k
BUSINESS
PARTNERSHIPS

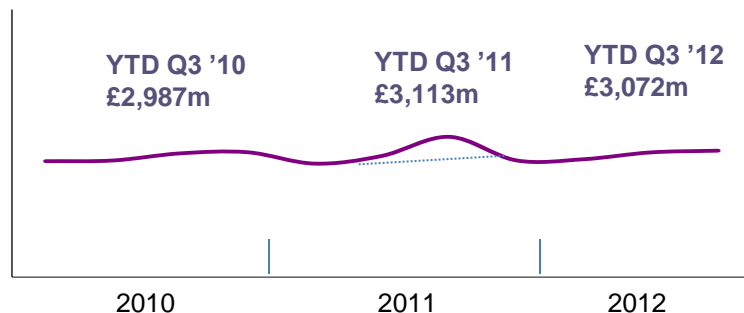
1%
YoY

2.7m
NEW ORGANIC
ACCOUNTS

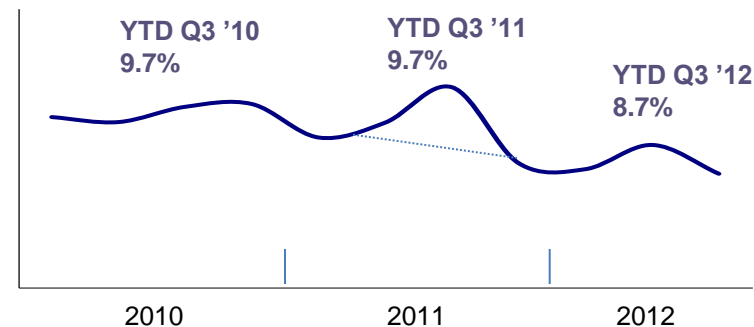
25%
YoY

Business growth is offsetting margin pressure

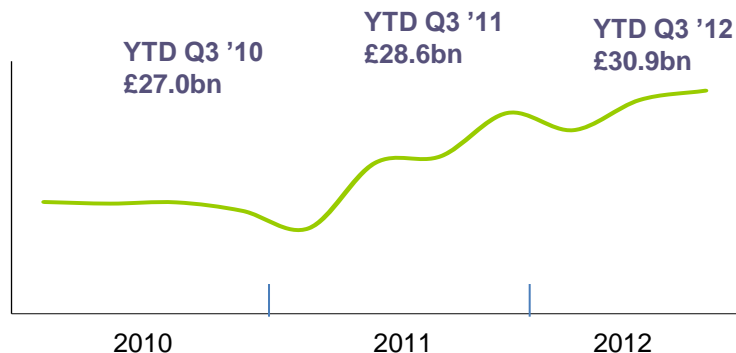
Income



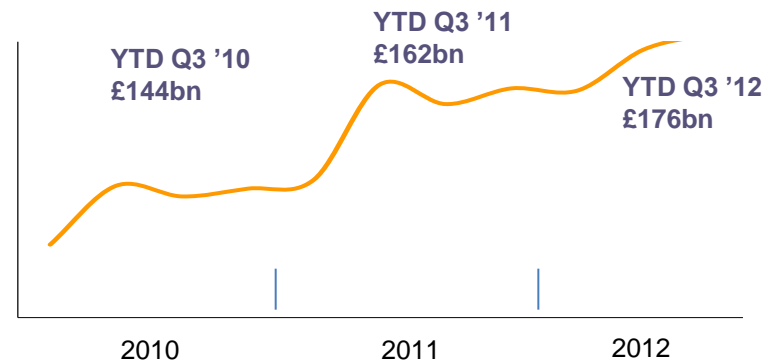
Margin (NIM)



Period End Loans & Advances

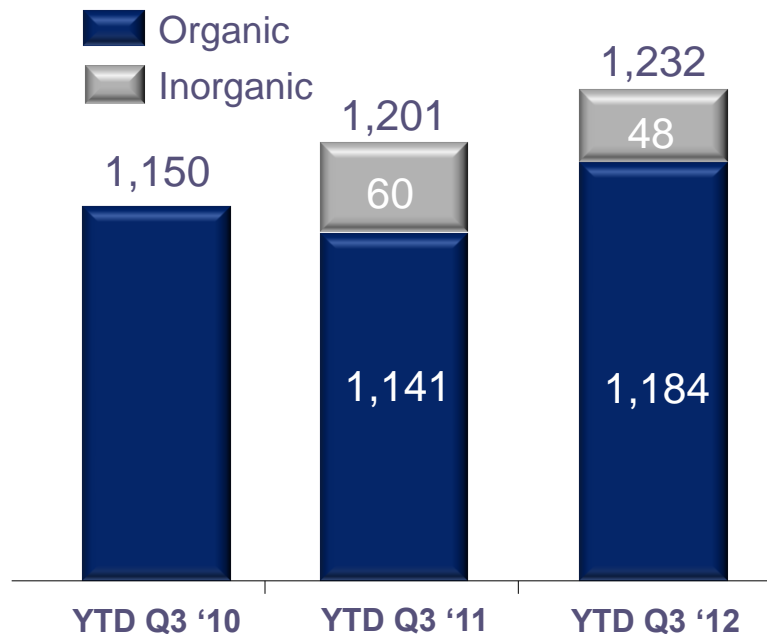


Payments Processed

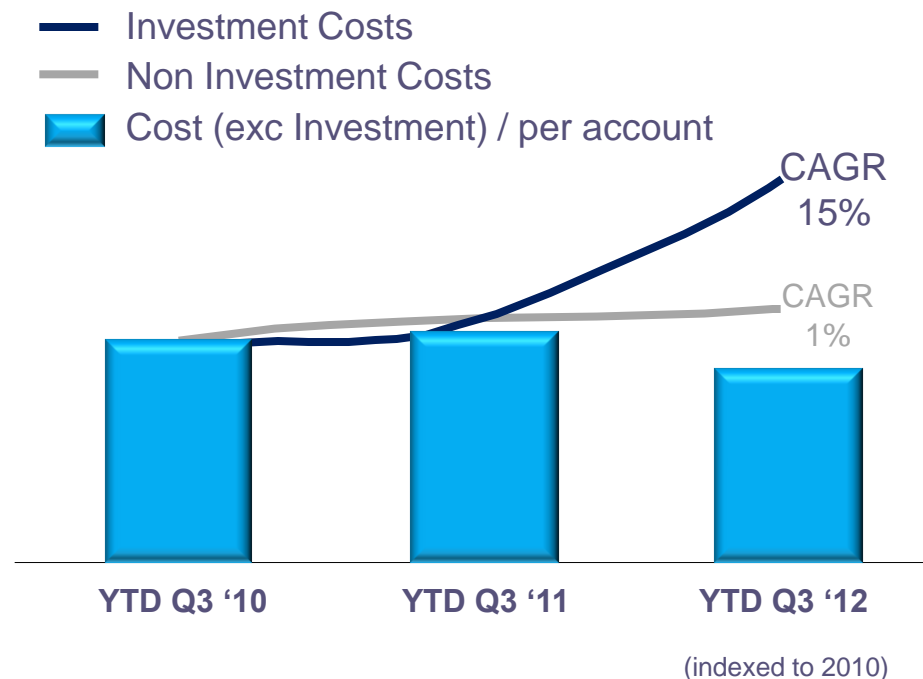


Continued cost discipline is funding growth

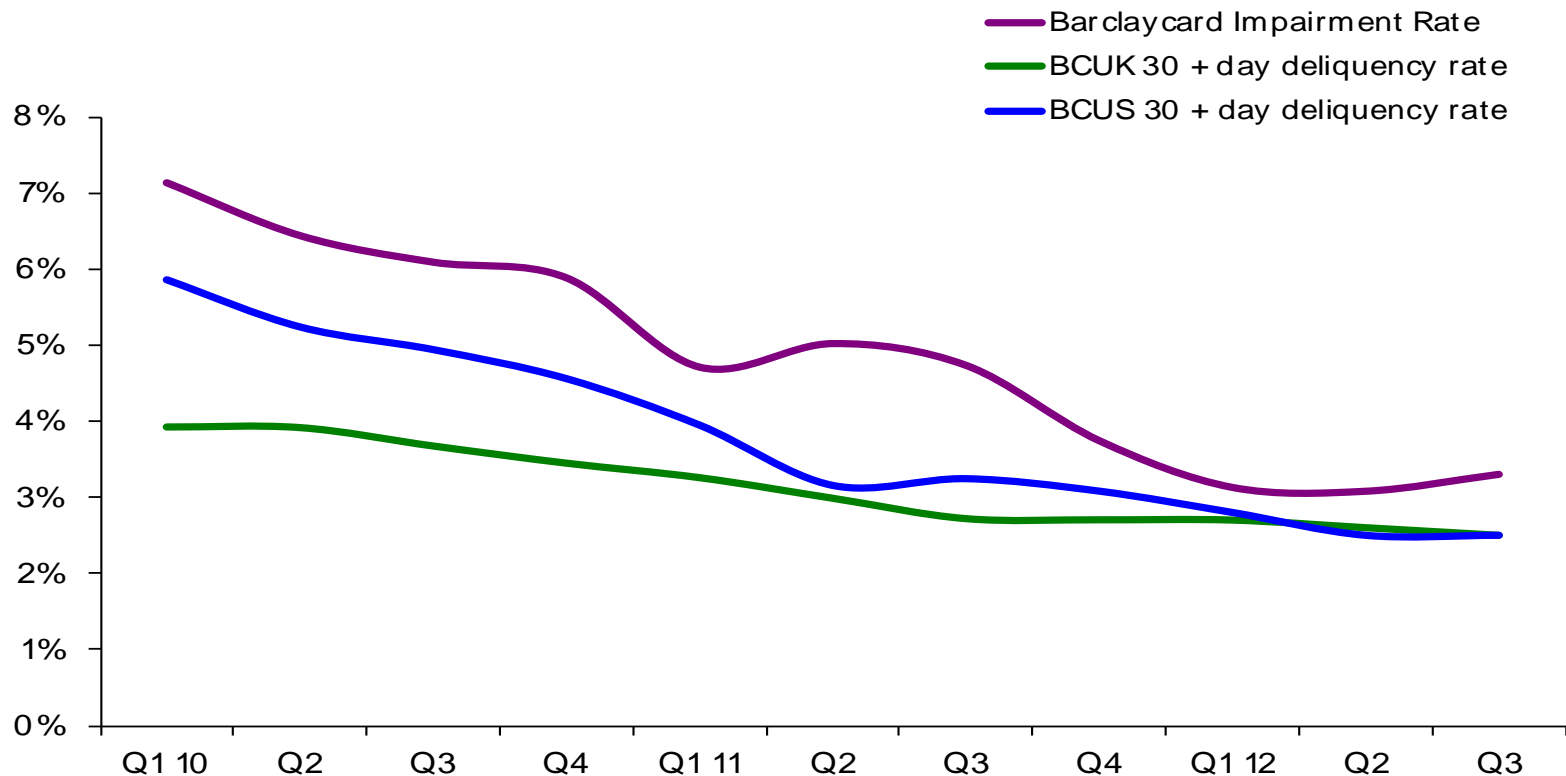
Cost Base (£m)



Investment / Non Investment Costs



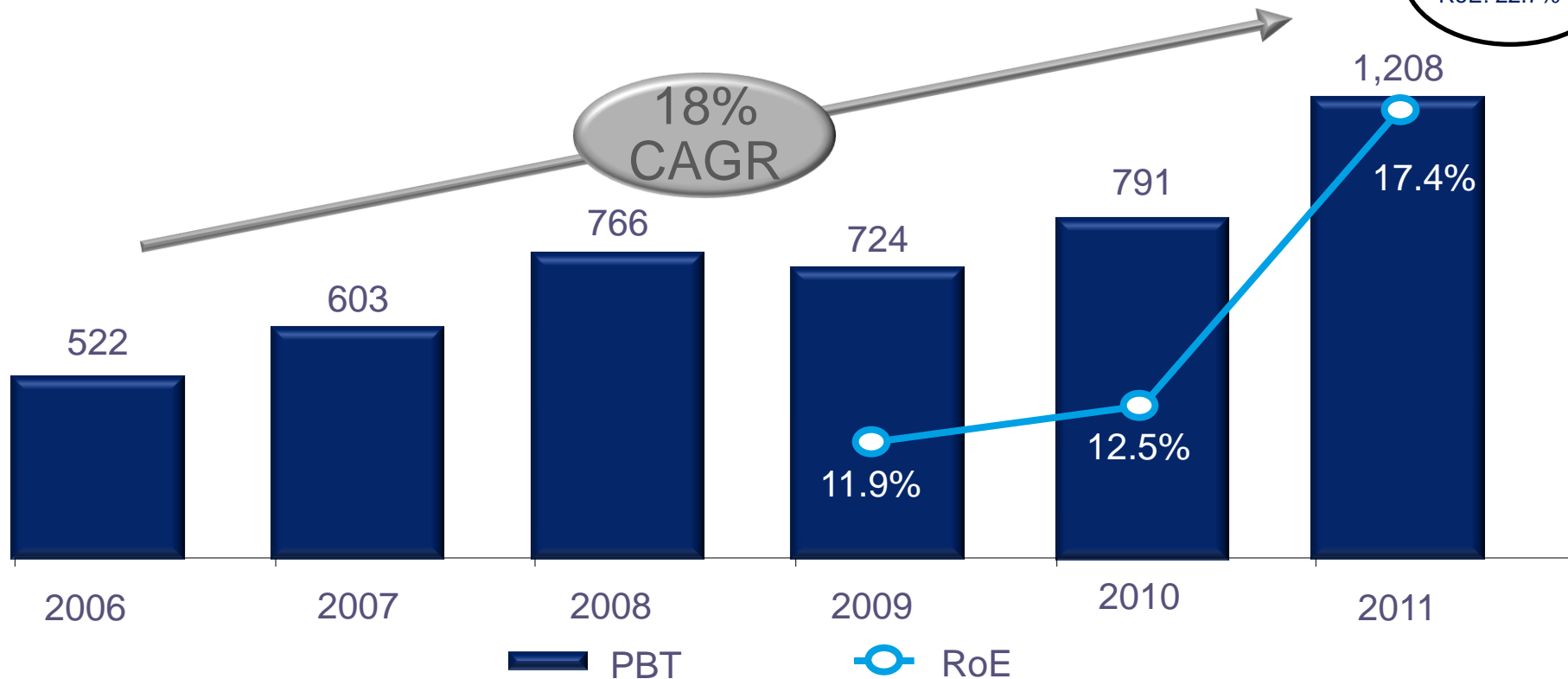
Our growth is underpinned by very strong risk management



Delinquency rates exclude Egg Acquisition

We continue to deliver steady growth and high returns through the cycle

YTD Q3 2012
PBT: £1,150m
RoE: 22.7%



Pillars for Continued Growth

LIVES MADE MUCH EASIER

BECOME THE "GO-TO" BRAND FOR PAYMENTS

1

Outpace
market growth in
consumer cards
in UK, Germany,
Scandinavia
& SA

2

Deliver
step change
growth in US

3

Accelerate
growth in
Business-
related Payments

4

Lead in
payments
innovation

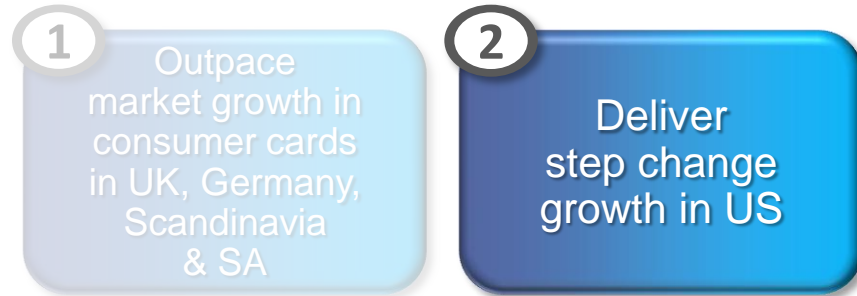
Pillars for Continued Growth

1

Outpace
market growth in
consumer cards
in UK, Germany,
Scandinavia
& SA

- Cost management
- Analytics
- Great products, offers, service

Pillars for Continued Growth



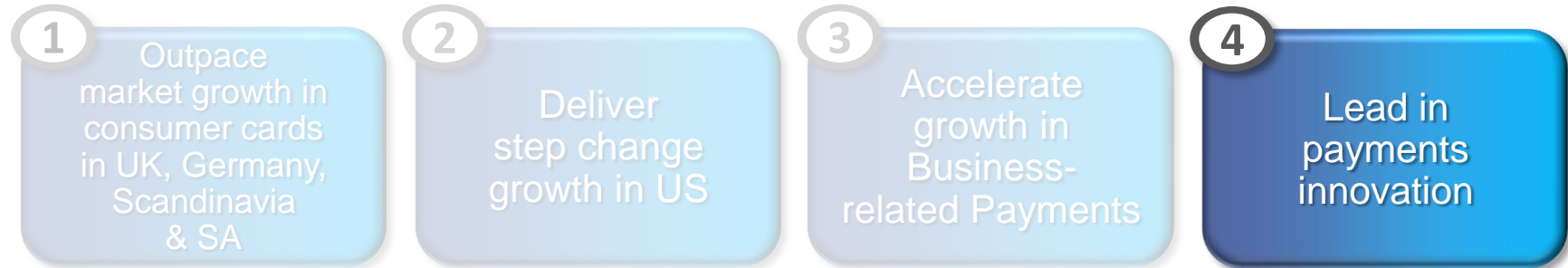
- Deepen with existing partners, bring in new ones
- Cost management
- Open market & mobile commerce niches

Pillars for Continued Growth



- Grow product footprint
- Expand distribution
- Leverage the franchise - One Barclays
- Sustain c.30% RoE

Pillars for Continued Growth



- Continue to lead in contactless
- Lead in mobile
- Connect buyers and sellers

Pillars for Continued Growth

1

Outpace
market growth in
consumer cards in
UK, Germany,
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Deliver
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4

Lead in
payments
innovation

1966
Zip Zap



1984
Magstripe



Late 1990s
Chip & Pin



2007
Contactless



Mobile



Summary

- We are a high return, diversified business
- Consistent growth in volumes and profitability
- We will continue to lead in payments innovation

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