

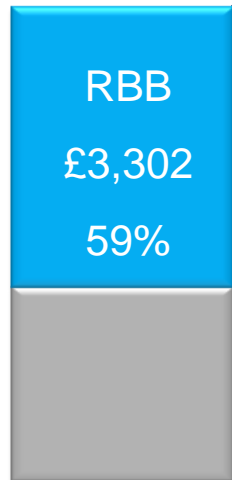


March 2012

Barclaycard makes a material contribution to Barclays

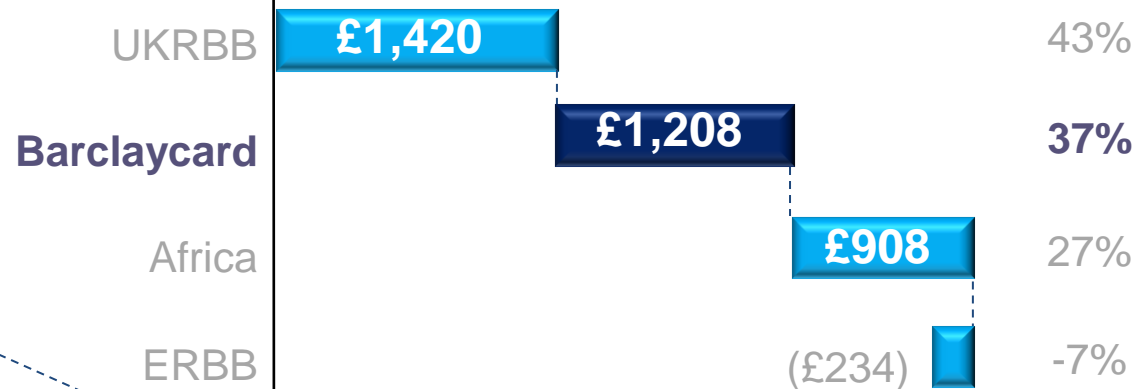
Barclays 2011 PBT (£m)

£5,590



RBB 2011 PBT by business (£m)

£3,302



Barclaycard is a broad international payments business . . .

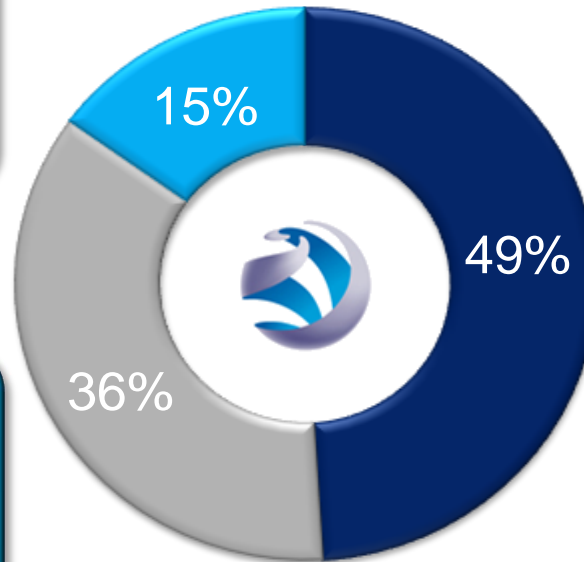
Business Payment Products

- Payment Acceptance
- Commercial Payments
- Partner Sales Finance

International Consumer Credit Cards

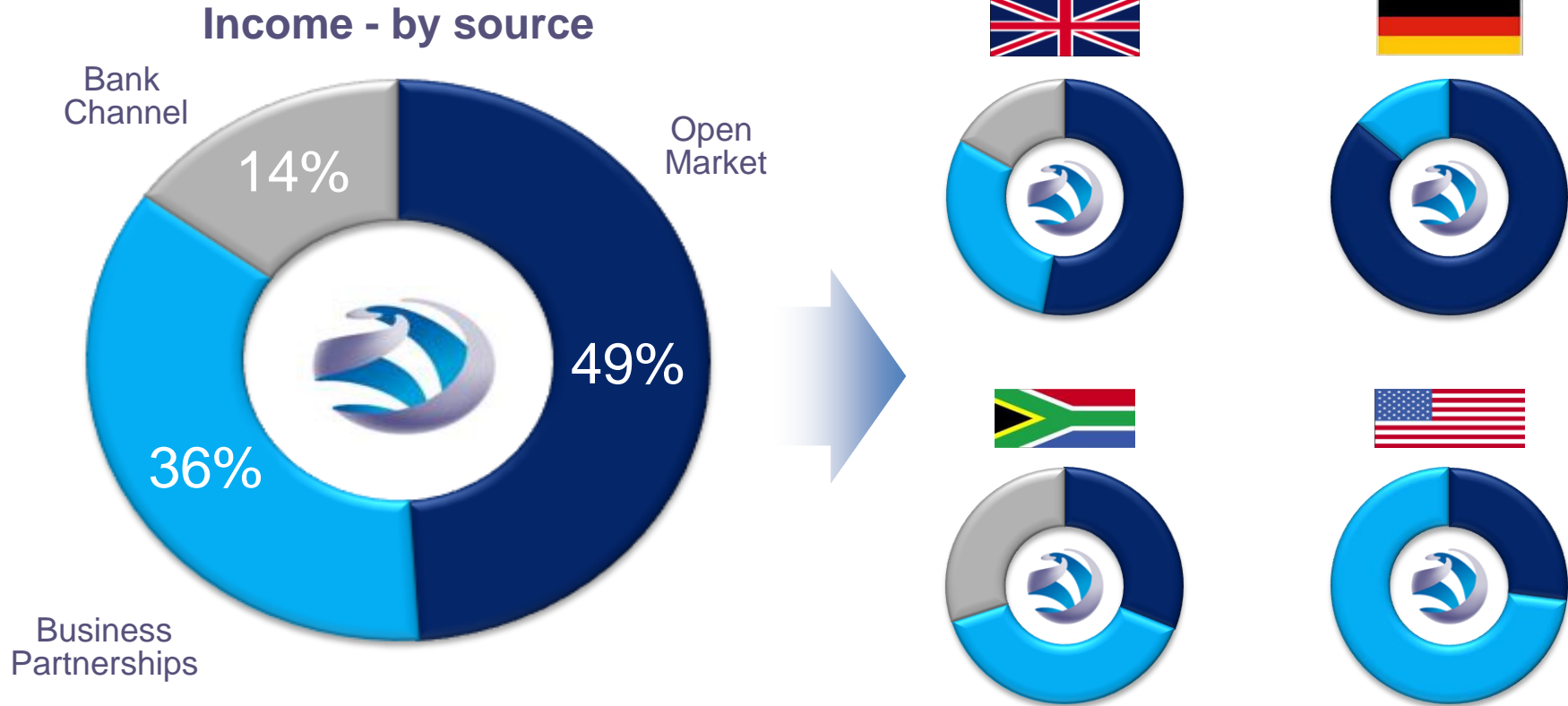
- United States
- Germany
- South Africa (Absa Card)
- Scandinavia (Entercard JV)

Barclaycard 2011 Income £4,095m

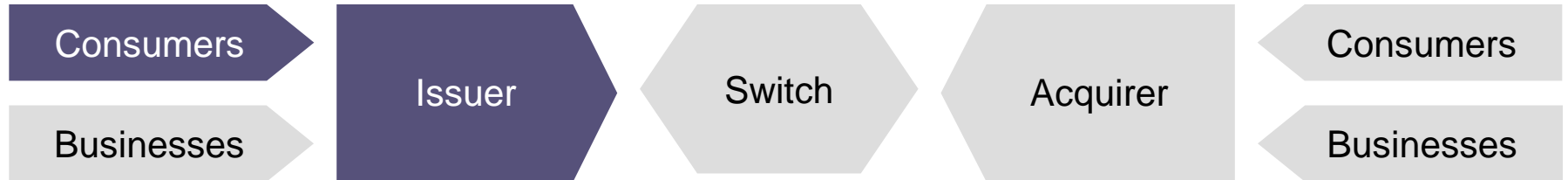


UK Consumer
Credit Cards

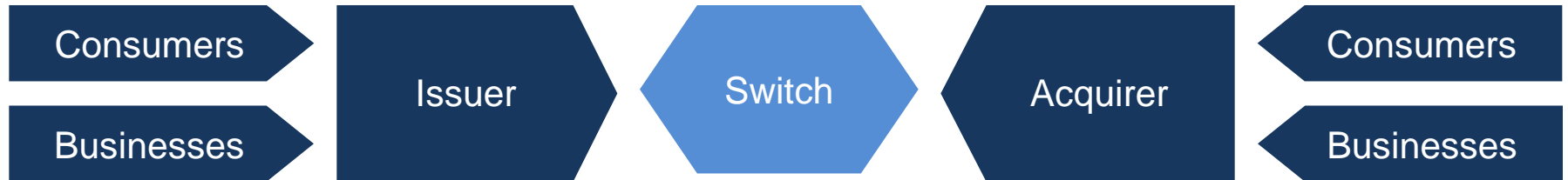
... with diversified sources of income



Traditional Retail Banks

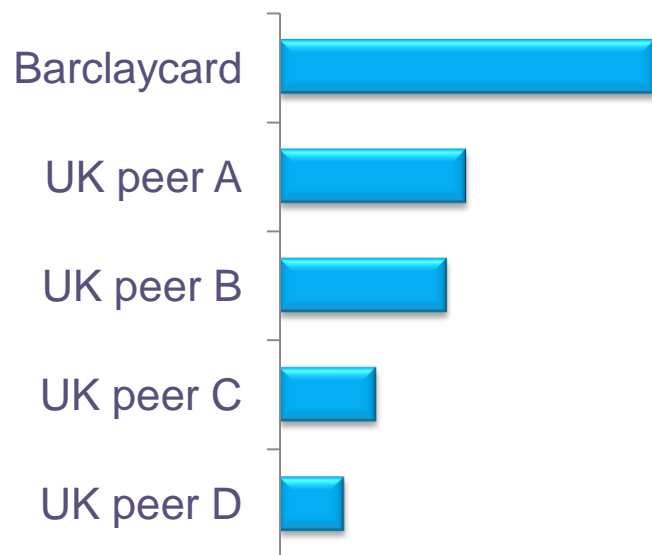


Integrated Payment Providers

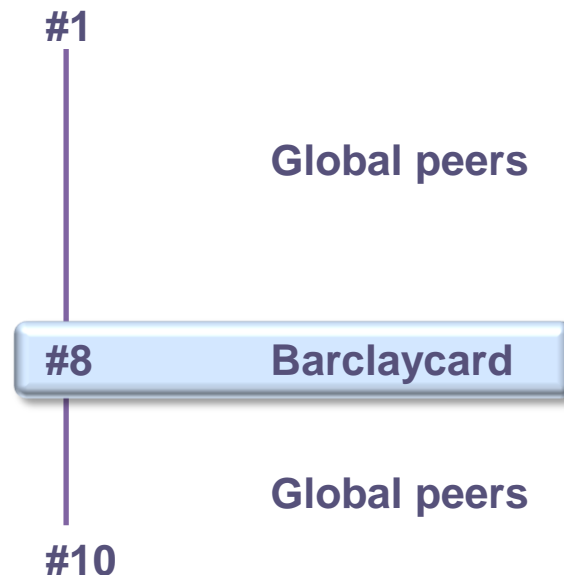


A Payments Market Leader...

vs. UK Bank Peers



vs. Global Peers



... and we continue to grow

Gained Share in All Markets

£219bn
PAYMENTS



£1.2bn
PBT



£30bn
LOANS & ADVANCES



17%
ROE



>200k
BUSINESS
PARTNERSHIPS



5m
NEW
ACCOUNTS

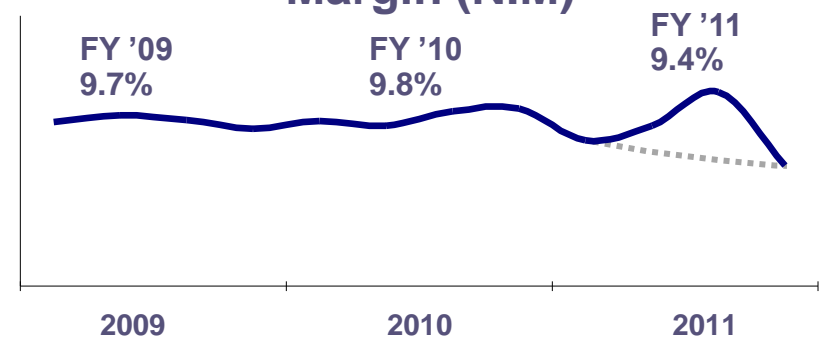


Business growth is offsetting margin pressure

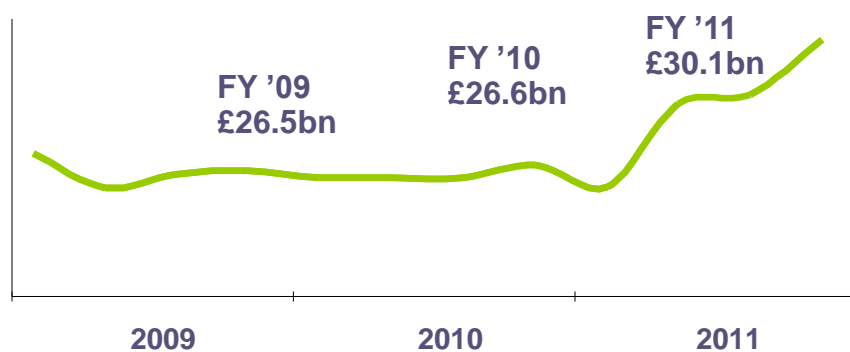
Income



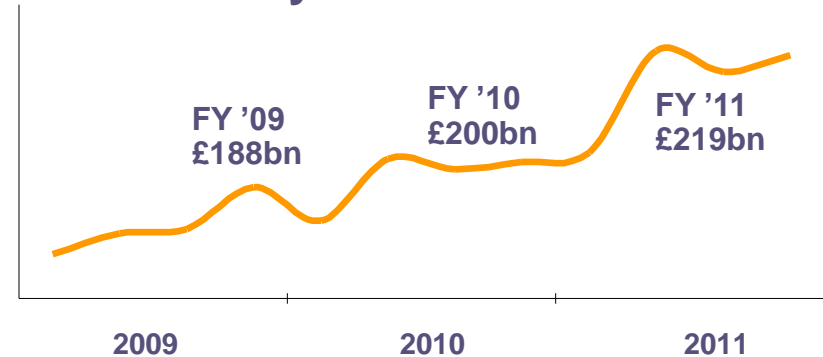
Margin (NIM)



Period End Loans & Advances

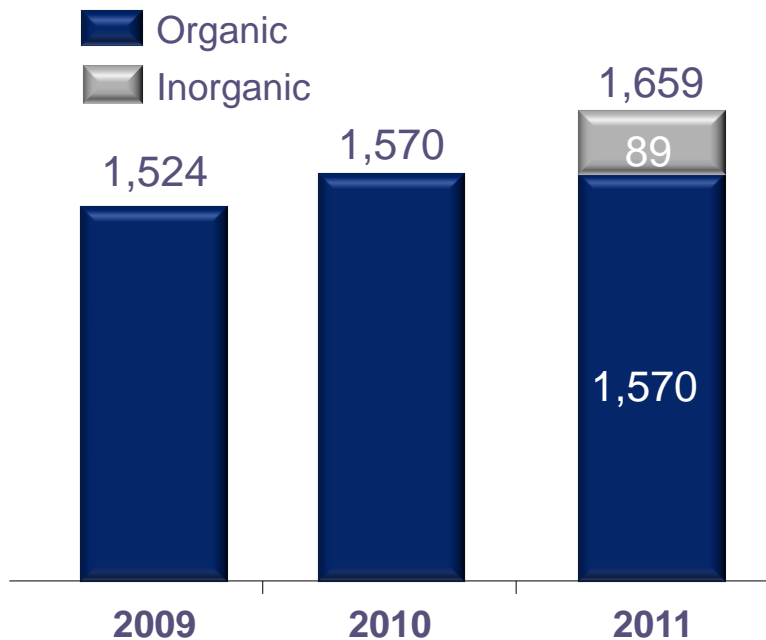


Payments Processed

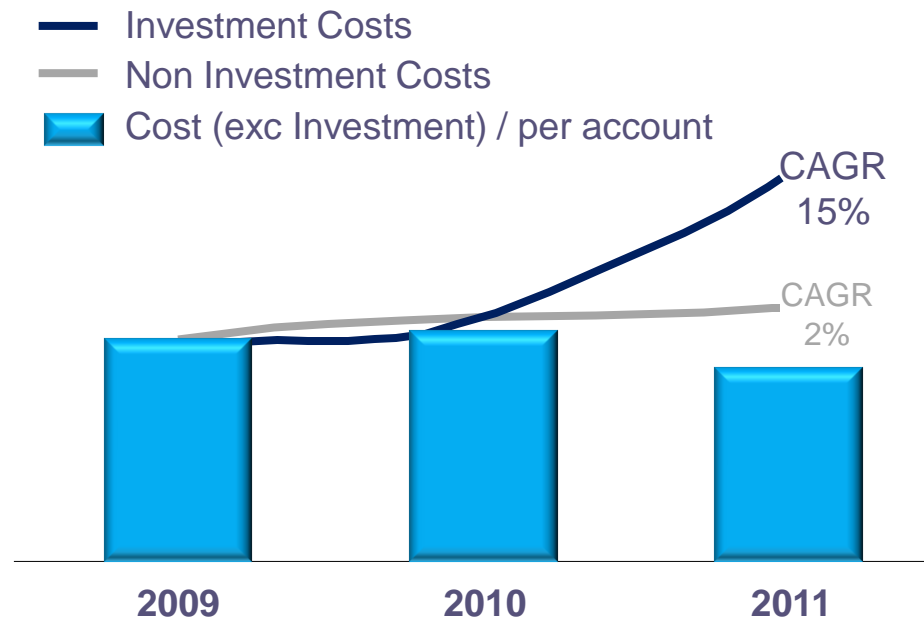


Continued cost discipline is funding growth

Cost Base (£m)

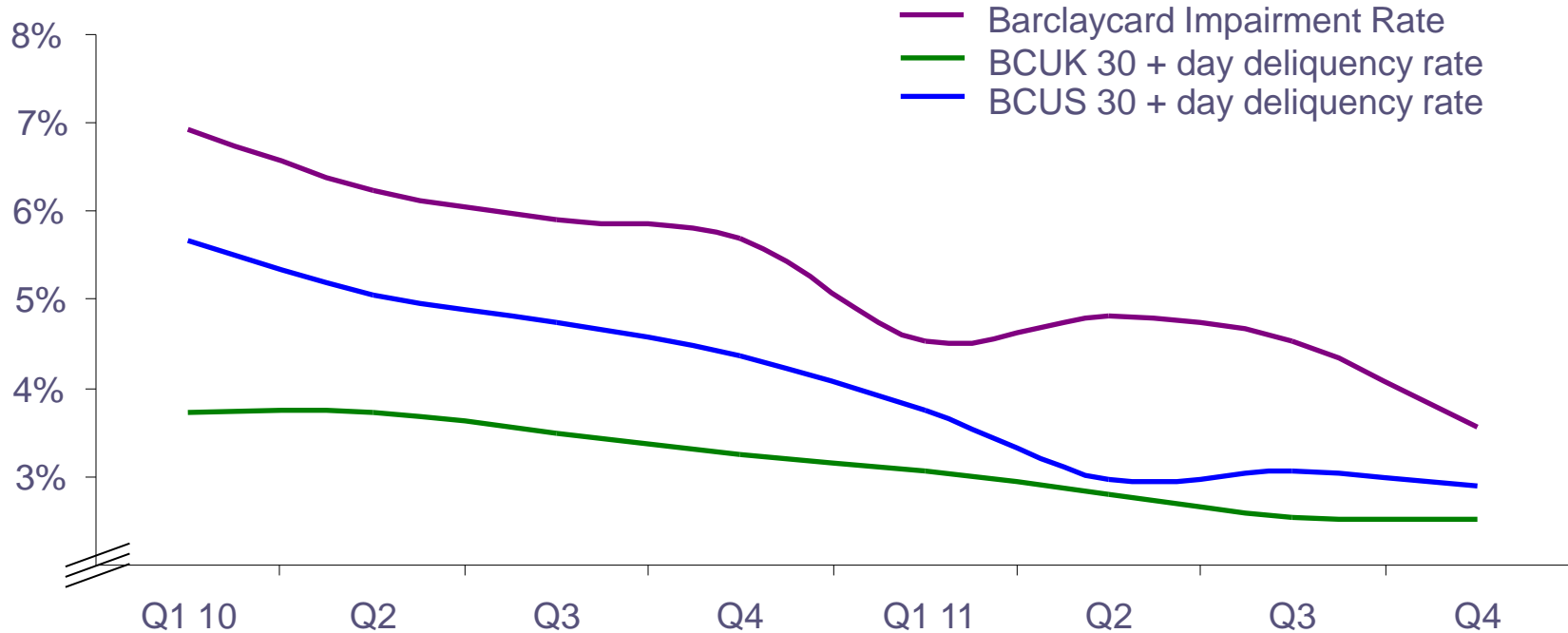


Investment / Non Investment Costs



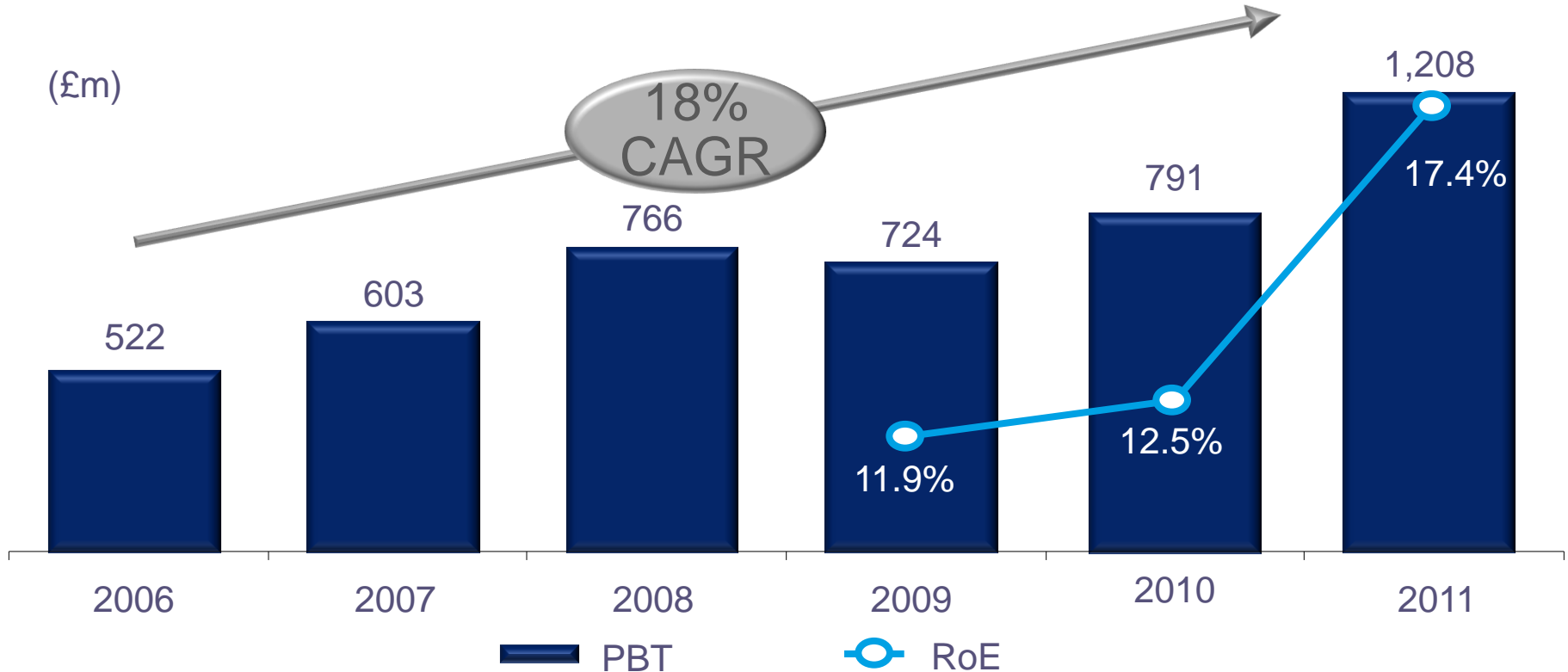
(indexed to 2009)

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



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

Pillars for Continued Growth

LIVES MADE MUCH EASIER

- 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

1

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

2

Deliver
step change
growth in US

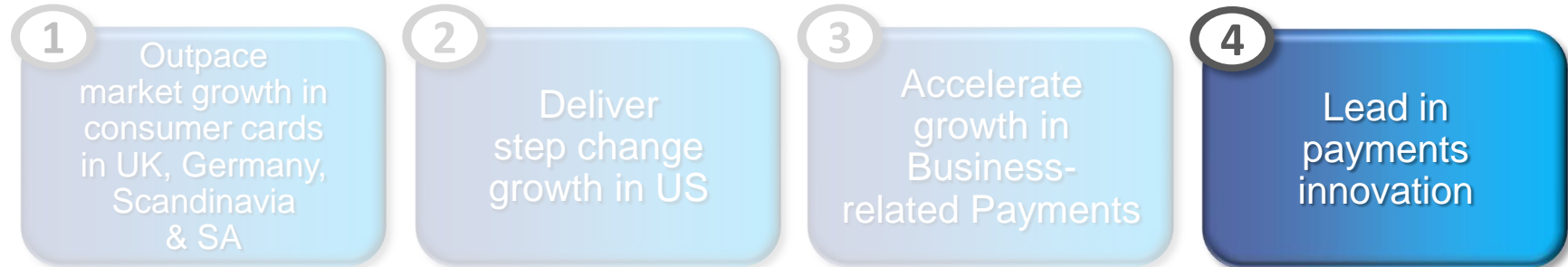
- Deepen with existing partners, bring in new ones
- Open market & mobile commerce niches
- Cost management

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, Scandinavia & SA
- 2 Deliver step change growth in US
- 3 Accelerate growth in Business-related Payments
- 4 Lead in payments innovation

1966
Zip Zap



1984
Magstripe



Late 1990s
Chip & Pin



2007
Contactless



Mobile



Legal disclaimers

Important Notice

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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 certain of the Group's plans and its current goals and expectations relating to its future financial condition and performance. Barclays cautions readers that no forward-looking statement is a guarantee of future performance and that actual results 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", "expect", "estimate", "intend", "plan", "goal", "believe" or other words of similar meaning. Examples of forward-looking statements include, among others, statements regarding the Group's future financial position, income growth, assets, impairment charges, business strategy, capital ratios, leverage, payment of dividends, projected levels of growth in the banking and financial markets, projected costs, estimates of capital expenditures and plans and objectives for future operations 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, including, but not limited to, UK domestic, Eurozone and global economic and business conditions, the effects of continued volatility in credit markets, market related risks such as changes in interest rates and exchange rates, effects of changes in valuation of credit market exposures, changes in valuation of issued notes, the policies and actions of governmental and regulatory authorities (including requirements regarding capital and Group structures and the potential for one or more countries exiting the Euro), changes in legislation, the further development of standards and interpretations under IFRS applicable to past, current and future periods, evolving practices with regard to the interpretation and application of standards under IFRS, the outcome of current and future litigation, the success of future acquisitions and other strategic transactions and the impact of competition – a number of such factors being beyond the Group's control. As a result, the Group's actual future results may differ materially from the plans, goals, and expectations set forth in the Group's forward-looking statements.