Barclays PLC

Nomura Financial Services Conference

30 August 2012

Chris Lucas

Group Finance Director

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Performance highlights

- Adjusted profit before tax up 13%
- Adjusted income up 1% with adjusted operating expenses down 3%
- Capital, liquidity and funding remain strong
- Reduced sovereign exposures to Eurozone periphery countries* by 22%
- Continued progress towards our returns target of 13%

* Includes Spain, Italy, Portugal, Ireland, Greece and Cyprus

Adjusted financial and performance highlights

Six months ended – June	2012 (£m)	2011 (£m)	Change (%)
Income	15,475	15,299	1
Impairment charges	(1,832)	(1,828)	-
Net operating income	13,643	13,471	1
Operating expenses	(9,491)	(9,782)	(3)
Adjusted profit before tax*	4,227	3,725	13
Statutory profit before tax	759	2,644	(71)
Return on equity	9.9%	9.3%	
Return on tangible equity	11.5%	11.3%	

* Includes share of post-tax results of associates and joint ventures and profit/loss on disposal of subsidiaries, associates and joint ventures

Adjusted items to PBT

Six months ended – June	2012 (£m)	2011 (£m)	Change (%)
Profit before tax	759	2,644	(71)
Own credit charge/(gain)	2,945	(89)	
(Gain)/loss on sale of BlackRock investment	(227)	58	
Provision for PPI redress	300	1,000	
Provision for interest rate hedging products redress	450	-	
Goodwill impairment	-	47	
Losses on acquisitions and disposals	-	65	
Adjusted profit before tax	4,227	3,725	13

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UK Retail and Business Banking

Six months ended – June	2012 (£m)	2011 (£m)	Change (%)
Income	2,205	2,254	(2)
Impairment charges	(122)	(275)	(56)
Net operating income	2,083	1,979	5
Operating expenses (excludes provision for PPI redress)	(1,337)	(1,275)	5
Adjusted profit before tax	746	704	6
Adjusted return on average equity	16.6%	15.0%	
Adjusted cost: income ratio	61%	57%	

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Europe Retail and Business Banking

Six months ended – June	2012 (£m)	2011 (£m)	Change (%)
Income	486	604	(20)
Impairment charges	(157)	(116)	35
Net operating income	329	488	(33)
Operating expenses	(428)	(657)	(35)
Loss before tax*	(92)	(161)	(43)
Return on average equity	(6.2%)	(9.3%)	
Cost: income ratio	88%	109%	

* Includes share of post-tax results of associates and joint ventures

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Africa Retail and Business Banking

Six months ended – June	2012 (£m)	2011 (£m)	Change (%)
Income	1,625	1,770	(8)
Impairment charges	(321)	(270)	19
Net operating income	1,304	1,500	(13)
Operating expenses	(1,033)	(1,161)	(11)
Profit before tax*	274	342	(20)
Return on average equity	7.6%	7.9%	
Cost: income ratio	64%	66%	

* Includes share of post-tax results of associates and joint ventures

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Barclaycard

Six months ended – June	2012 (£m)	2011 (£m)	Change (%)
Income	2,026	1,972	3
Impairment charges	(460)	(648)	(29)
Net operating income	1,566	1,324	18
Operating expenses (excludes provision for PPI redress and goodwill impairment)	(830)	(771)	8
Adjusted profit before tax*	753	571	32
Adjusted return on average equity	22.0%	17.7%	
Adjusted cost: income ratio	41%	39%	

* Includes share of post-tax results of associates and joint ventures

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Investment Bank

Six months ended – June	2012 (£m)	2011 (£m)	Change (%)
Income	6,496	6,263	4
Impairment charges	(323)	111	
Net operating income	6,173	6,374	(3)
Operating expenses	(3,933)	(4,073)	(3)
Profit before tax*	2,268	2,310	(2)
Return on average equity	14.9%	15.6%	
Cost: income ratio	61%	65%	
Cost: net operating income ratio	64%	64%	
Compensation: income ratio	39%	45%	

* Includes share of post-tax results of associates and joint ventures

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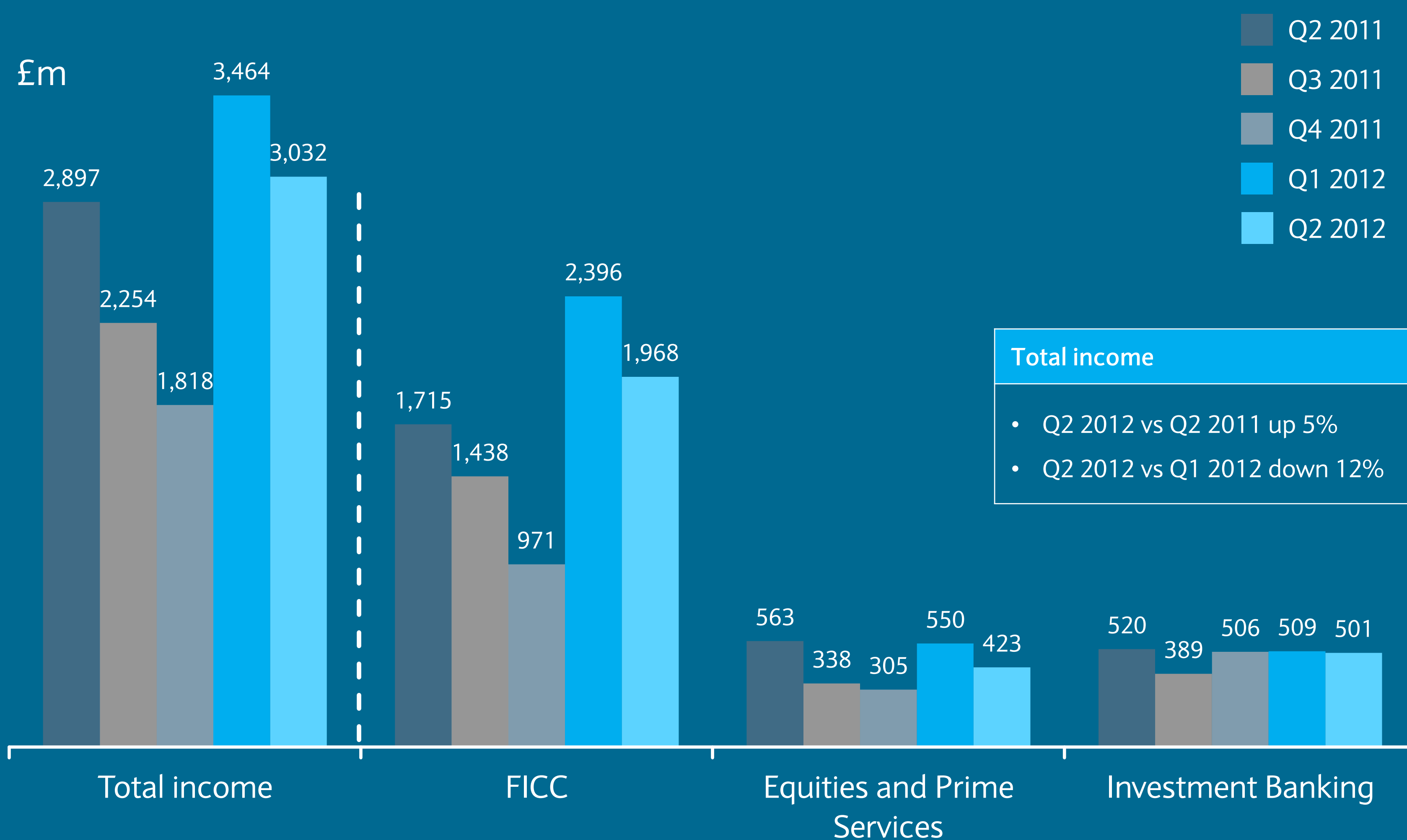
Investment Bank Q2 income up 5% vs. Q2 2011



Total income

- Q2 2012 vs Q2 2011 up 5%
- Q2 2012 vs Q1 2012 down 12%

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Corporate Banking

Six months ended – June	2012 (£m)	2011 (£m)	Change (%)
Income	1,527	1,568	(3)
Impairment charges	(425)	(612)	(31)
Net operating income	1,102	956	15
Operating expenses (excludes provision for interest rate hedging products redress)	(754)	(901)	(16)
Adjusted profit before tax*	346	54	
Adjusted profit /(loss) before tax by geographic segment			
UK	487	413	18
Europe	(180)	(359)	(50)
Rest of the World	39	-	

* Includes share of post-tax results of associates and joint ventures as well as loss on disposal of subsidiaries, associates and joint ventures

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Wealth and Investment Management

Six months ended – June	2012 (£m)	2011 (£m)	Change (%)
Income	892	848	5
Impairment charges	(19)	(19)	-
Net operating income	873	829	5
Operating expenses	(751)	(740)	1
Profit before tax*	121	88	38
Return on average equity	10.0%	9.6%	
Cost: income ratio	84%	87%	

* Includes share of post-tax results of associates and joint ventures

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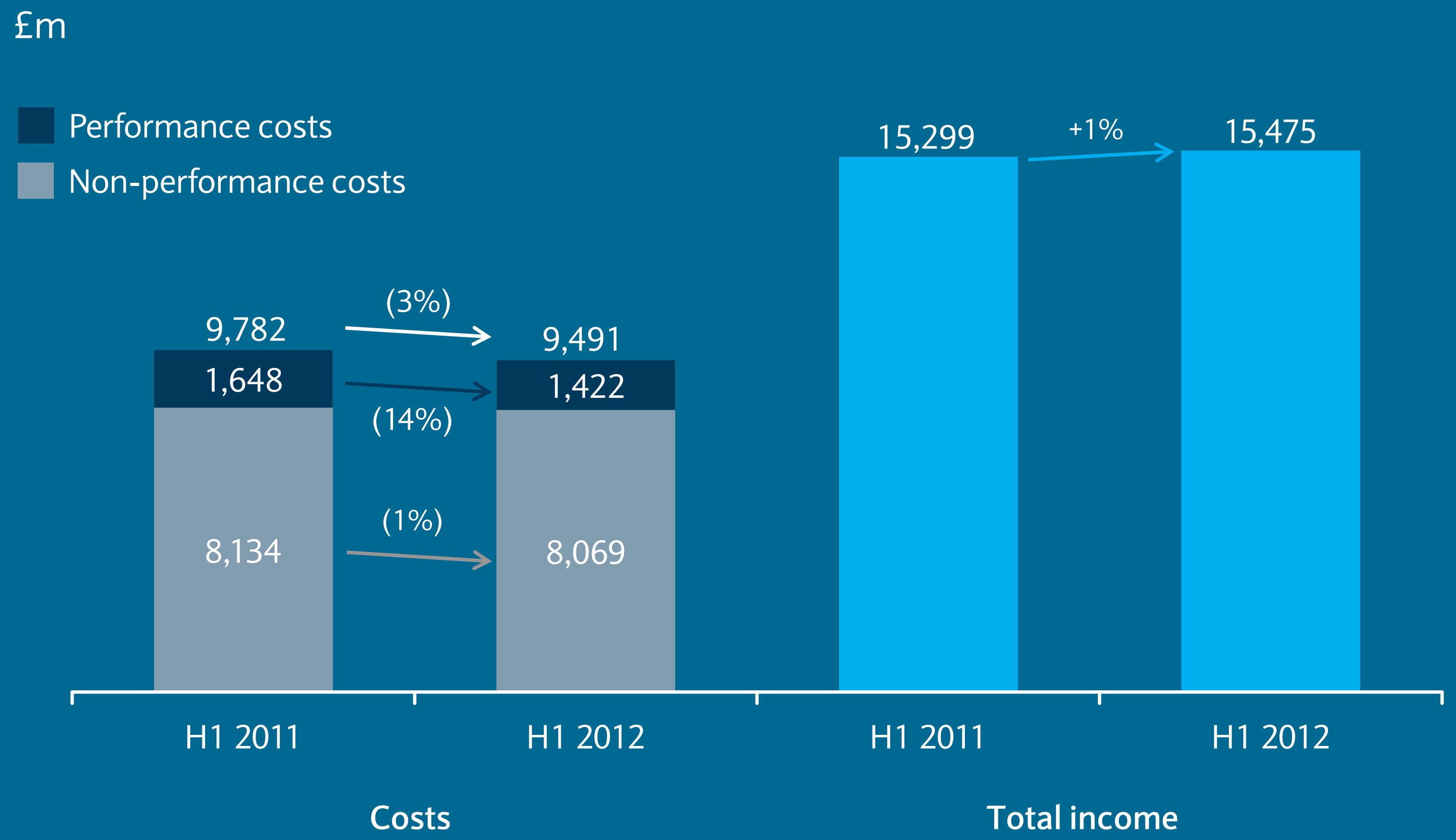
Adjusted cost : income ratio improved to 61%



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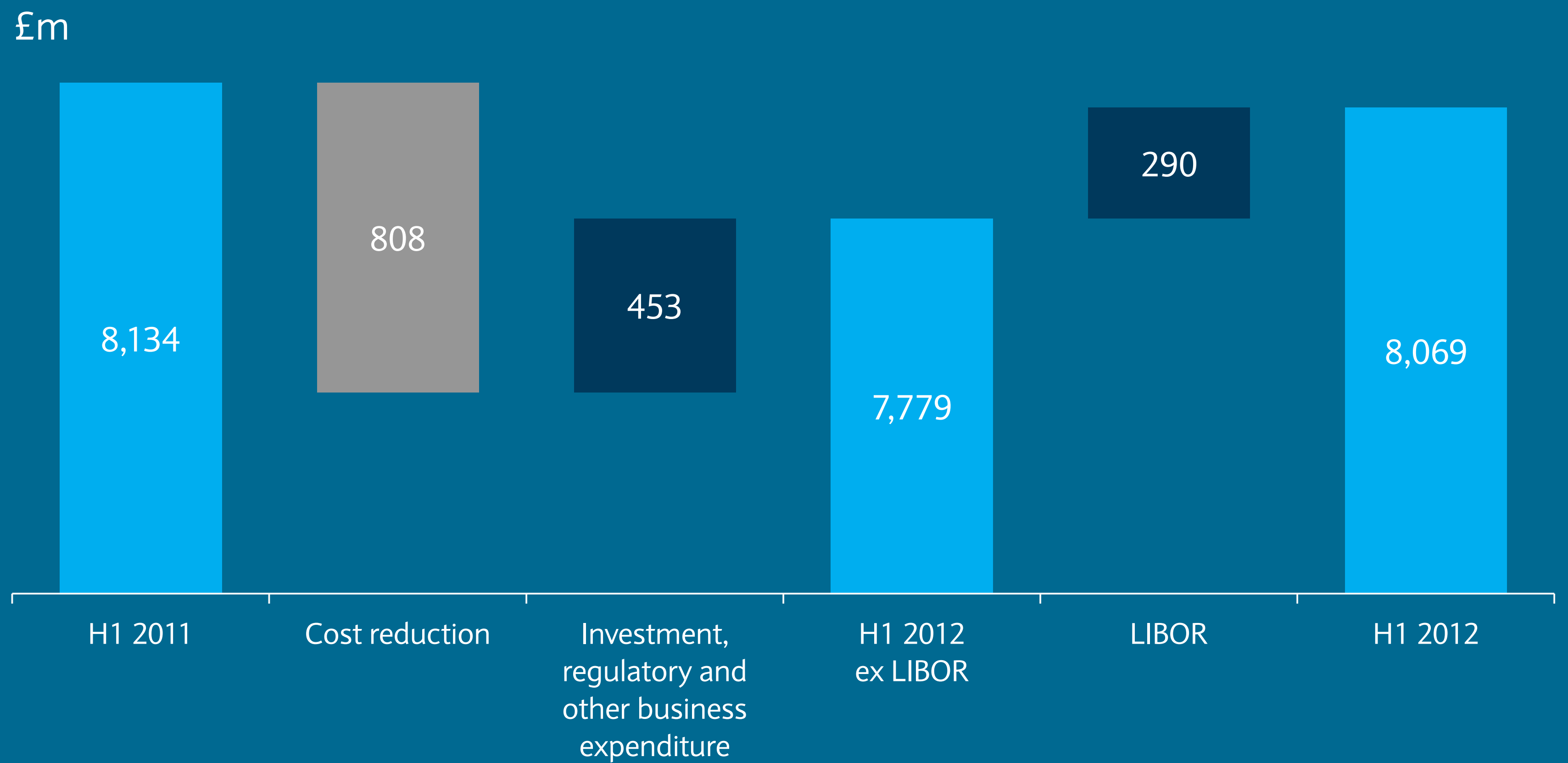
Adjusted non performance costs



- Target non-performance costs run rate of c.£15.5bn per annum
- Additional investment in businesses self funded through further cost reductions

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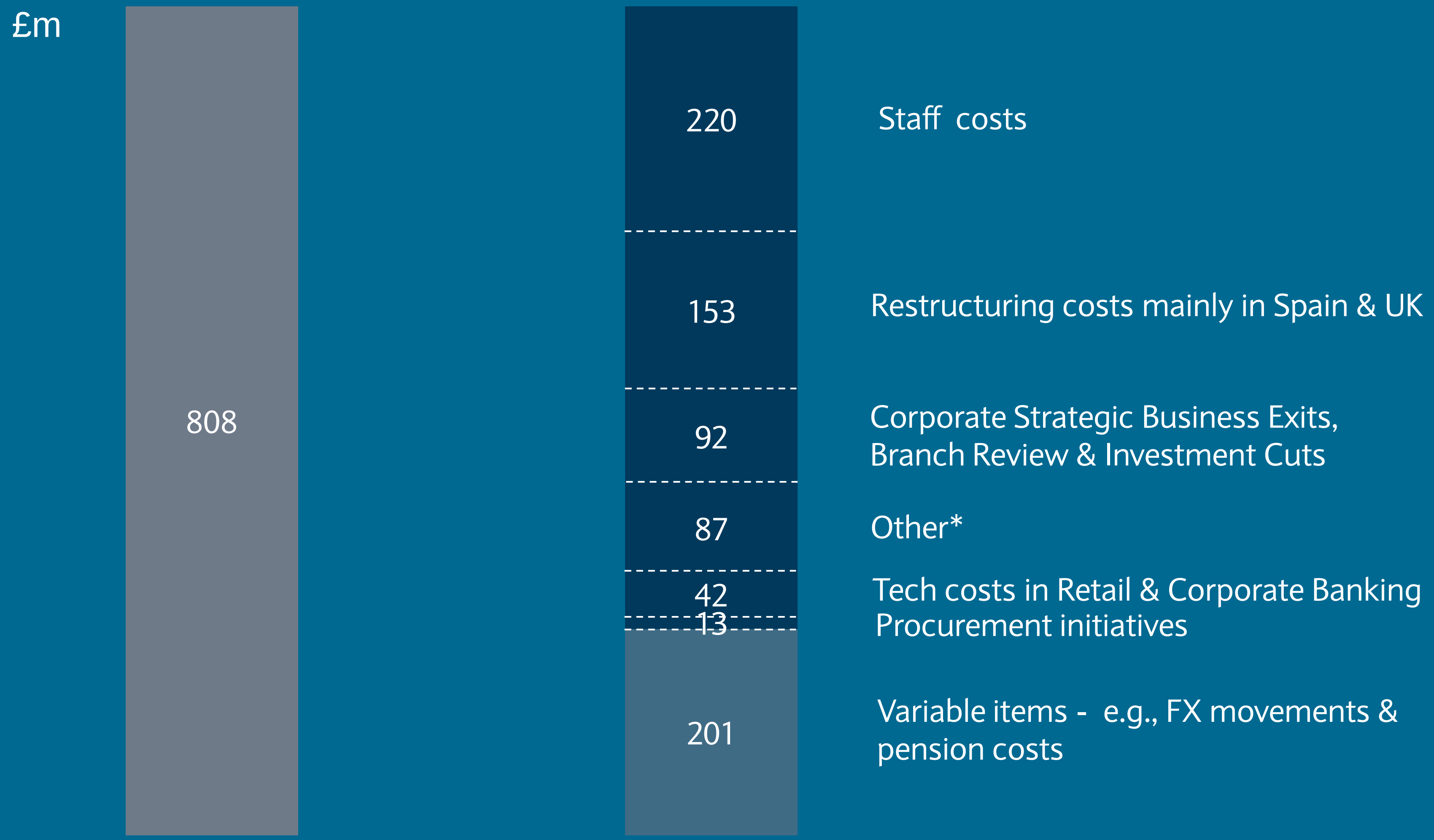
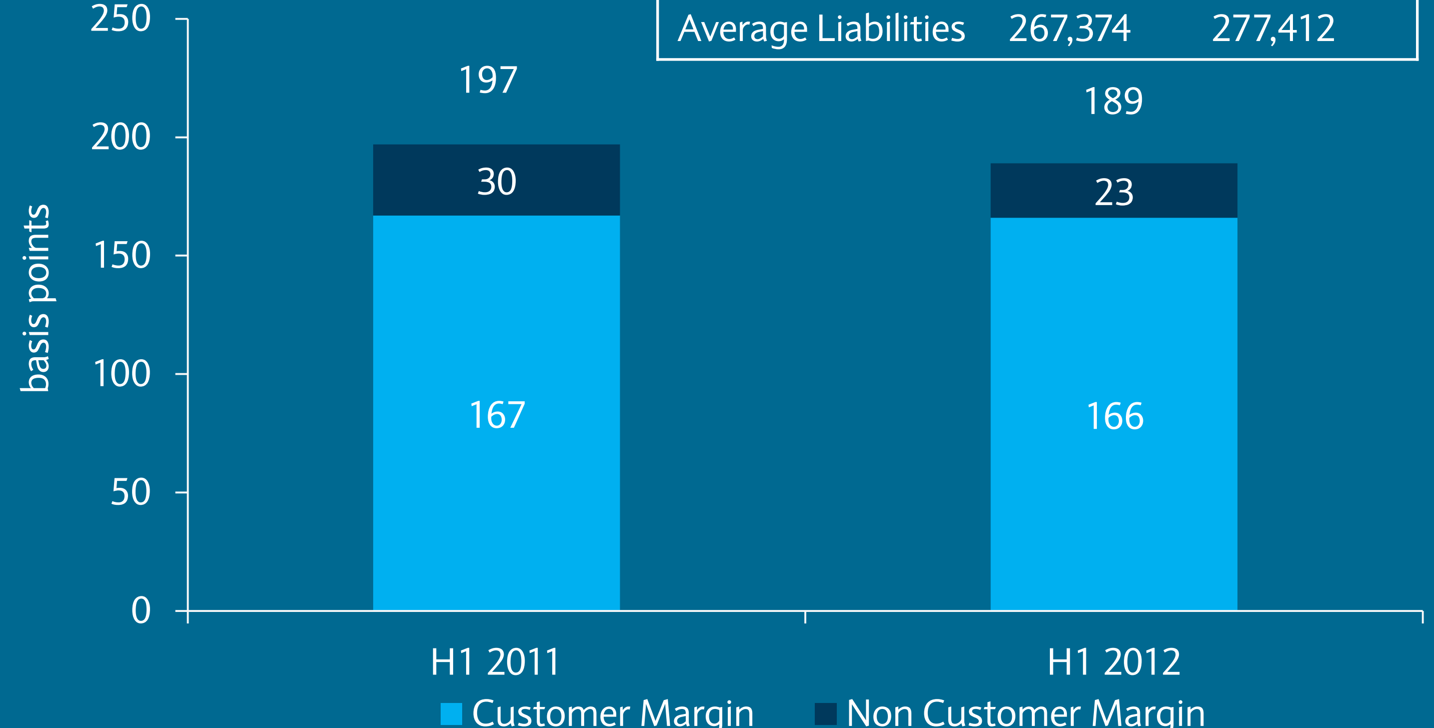
Breakdown of £808m cost savings



* Relates to a number of different, tactical saving projects across the businesses

NIM lower due to smaller contribution from hedges; customer NII up 2%

	H1 2011	H1 2012
Hedge Income	809	606
Customer Income	4,819	4,899
Average Assets	316,297	317,900
Average Liabilities	267,374	277,412



* Numbers refer to RBB, Corporate Banking and Wealth and Investment Management

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Solid capital, liquidity and funding

As at	30 Jun 2012	31 Dec 2011
Core Tier 1 ratio	10.9%	11.0%
Risk weighted assets	£390bn	£391bn
Adjusted gross leverage	20x	20x
Adjusted gross leverage excluding the liquidity pool	17x	17x
Group liquidity pool	£170bn	£152bn
Six months ended 30 June 2012		
Term issuance completed	£20bn	

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Pro forma Capital and RWAs

	Reported Jun 12	Pro forma Dec 12	Pro forma Jan 13	Pro forma Dec 13
CT1 Capital (Basel 2.5)	**42.6**	**44.3**	44.3	48.3
Basel 3 impact on CT1 Capital			1.1	1.1
CT1 Capital (Basel 3)			**45.3**	**49.4**
RWA (Basel 2.5)	**390**	**390**	390	390
Credit Valuation Adjustment			55	55
Securitisation			42	42
Other			28	28
Basel 3 gross impact			125	125
Planned management actions			(22)	(34)
Net impact			103	91
RWA (Basel 3)			**493**	**481**
CT1 Ratio	**10.9%**	**11.3%**	**9.2%**	**10.3%**
2014 - 2018 transitional capital deductions			(2.7)	(2.7)
Fully loaded CT1 Capital			42.6	46.7
Fully loaded CT1 Ratio			**8.6%**	**9.7%**

* Basis of calculation shown in Appendix

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Summary

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Appendix

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Reduced exposure to the Eurozone periphery

As at 30 June 2012	Spain (£m)	Italy (£m)	Portugal (£m)	Ireland (£m)
Sovereign	2,207	2,551	588	211
Corporate	5,117	2,500	2,415	1,109
Residential mortgages	13,645	15,447	3,510	91
Financial institutions	1,082	270	45	4,222
Other retail lending	2,988	2,134	1,879	105
Total	25,039	22,902	8,437	5,738

Total net on-balance sheet exposure as at 30 June 2012 for Greece and Cyprus was £88m and £201m respectively

Reduced exposure to the Eurozone periphery

- Since year end net funding mismatches in Spain reduced from £12.1bn to £2.5bn and from £6.9bn to £3.7bn in Portugal
- Peripheral sovereign exposures down 22% to £5.6bn
- Corporate assets in Spain, Italy and Portugal down 13% to £10bn
- Retail lending in Spain, Italy and Portugal down 5% to just under £40bn
- Peripheral financial institutions exposure of £5.6bn
  - £82m of reported Irish exposures to Irish banks; remainder focussed on financial institutions with investment grade credit ratings and/or based in Dublin with main business outside Ireland

Customer profile Spain

Retail

- Average indexed LTV of 63%
- Average retail customer age 48; less than 1% of mortgage balances with customers aged under 25
- 0.7% of home loans greater than 90 days in arrears*

Corporate

- £4.9bn gross lending to corporates with £1.1bn impairment providing 54% coverage on £2.0bn CRLs
- This includes £2.4bn gross lending to property and construction with £0.8bn impairment providing CRL coverage of 58%

Gross mortgage exposure by location of outstanding balances

* Greater than 90 days in arrears exclude recovery balances

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Customer profile Portugal

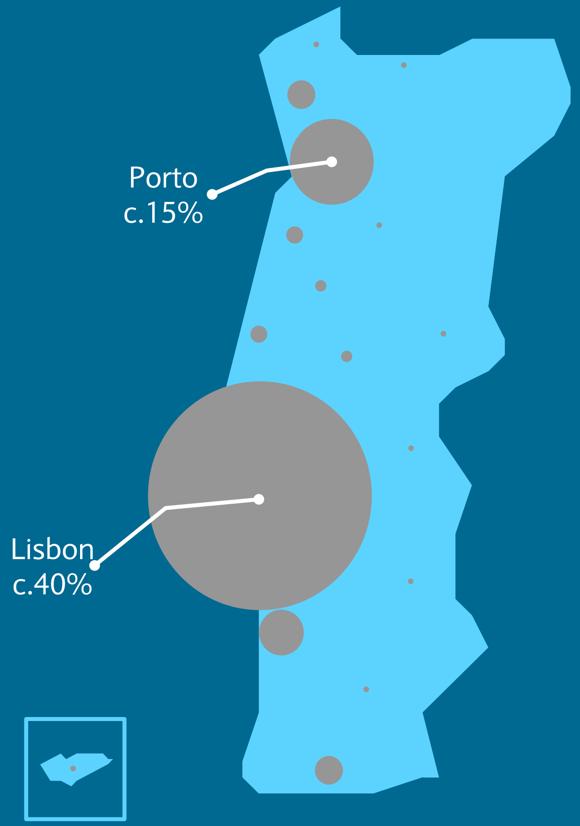
Retail

- Average indexed LTV of 73%
- Average retail customer age 40; less than 1% of mortgage balances with customers aged under 25
- 0.6% of home loans greater than 90 days in arrears*

Corporate

- £1.8bn gross lending to corporates with £0.2bn impairment providing 45% coverage on £0.5bn CRLs
- This includes £0.3bn net lending to property and construction

Gross mortgage exposure by location of outstanding balances



* Greater than 90 days in arrears exclude recovery balances

Customer profile Italy

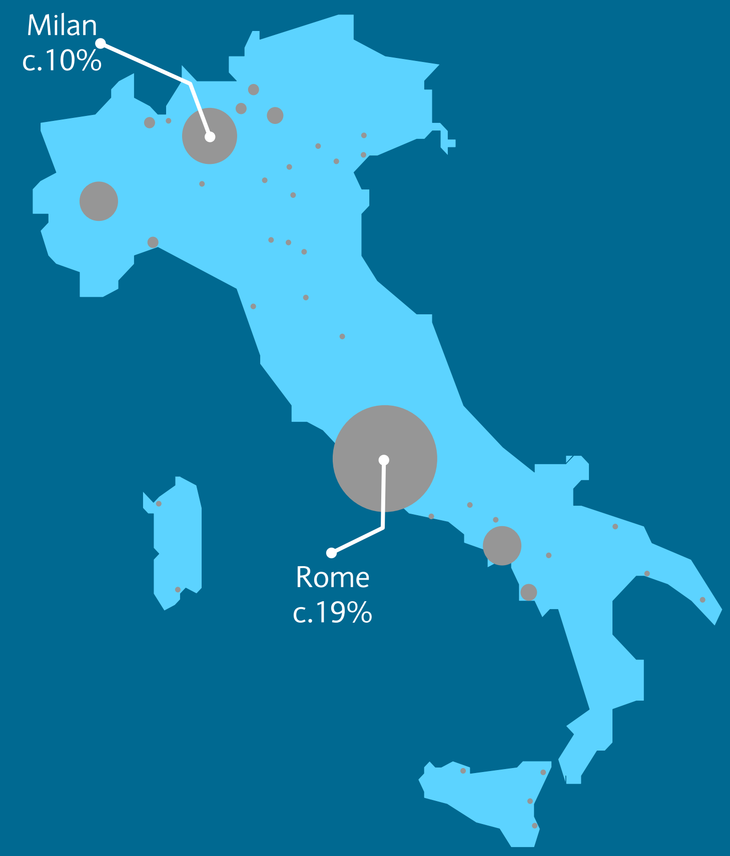
Retail

- Average indexed LTV of 47%
- Average retail customer age 46; less than 3% of mortgage balances with customers aged under 25
- 1.0% of home loans greater than 90 days in arrears*

Corporate

- Focused on large corporate clients with very limited exposure to property sector
- Balances in early warning lists broadly stable since December 2011
- Majority of exposure categorised as Strong and Satisfactory

Gross mortgage exposure by location of outstanding balances



* Greater than 90 days in arrears exclude recovery balances

Pro forma Capital and RWAs — Notes

Notes on Basel 3 Core Tier 1 pro formas

1. Pro forma capital reflects consensus estimates for retained earnings from 22 sell-side analysts, including consensus dividend payout. Barclays neither endorses nor verifies the estimates used
2. Pro forma capital at 31 Dec 2013 also reflects £0.8bn from the exercise of outstanding warrants. There is a risk that these warrants will not be exercised if share price does not exceed the strike price of £1.977 by Oct 2013
3. Pro forma Core Tier 1 ratios are subject to finalisation of Basel 3 rules and market conditions, notably due to CVA's sensitivity to credit spreads
4. The pro forma RWA increase from Basel 3 includes 1250% risk weighting of securitisation positions while pro forma capital includes the add back of Basel 2 50/50 securitisation deductions
5. Planned management actions relate principally to CVA effects and run down of legacy assets
6. Pro forma Core Tier 1 ratios post Dec 12 do not include Basel 3 2014-2018 phased deductions. Fully loaded Core Tier 1 ratios reflect these deductions in full as if applied on an accelerated basis. These deductions comprise excess Minority Interests, Deferred Tax Assets, AFS debt and equity reserve, EL>Impairment and Material Holdings

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