Barclays Yankee Bank Credit Forum
Perspective from a Yankee Issuer

Kathryn McLeland, Barclays Group Treasurer
11 September 2018
Restructuring of the Group completed post ring-fencing in April this year
First UK bank to do so nine months ahead of the regulatory deadline

Barclays PLC

Barclays UK
UK consumer and business bank differentiated by scale and digital innovation
- Personal Banking
- Barclaycard Consumer UK
- Business Banking

Barclays International and Head Office
- Diversified wholesale and consumer bank
- Consumer, Cards & Payments
- Corporate & Investment Bank
- Head Office

Barclays Bank UK PLC
- Total assets: £247bn as at H118

Barclays Execution Services (BX)
Barclays Services Limited
- Provides critical services to Barclays UK and Barclays International to deliver operational continuity
- Enabling world-class services for our customers and clients
- Implementing cost efficiency programmes across the group to create capacity to re-invest in growth and digitisation

Barclays Bank PLC (and subsidiaries)
- Total assets: £903bn as at H118
- US IHC
- Barclays Bank Ireland
- Multiple entities

1 The Head Office division (excluding Barclays Execution Services) materially remains in Barclays Bank PLC and incorporates re-integrated Non-Core assets and businesses and the residual holding in BAGL (Full regulatory deconsolidation effective 30 June 2018)
2 Rated “A” (stable outlook) by S&P, in line with the Group Credit Profile
Preparation for continuity of business in the event of Brexit

Plans in place to expand Barclays Bank Ireland (BBI) in advance of March 2019 to support activity with European clients

Expect to be operational by March 2019

Will operate a branch network across Europe

Primarily to consist of Corporate, Investment and Private Banking activity and the Barclaycard business in Germany\footnote{The entity is also expected to incorporate an Italian mortgage portfolio}

Diversified, well balanced funding sources and strong liquidity ratios. MREL and capital provided from within the Group

Anticipate CET1 and CRR leverage ratios to be broadly in line with those of BBPLC and the Group

Regulated by both the Central Bank of Ireland and as a significant institution, by the ECB

Rated in line with BBPLC at A/RWP/F1 by Fitch and A/Stable/A-1 by S&P

<table>
<thead>
<tr>
<th>Pro-forma BBI as at 31 December 2017\textsuperscript{2}</th>
<th>£bn</th>
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</thead>
<tbody>
<tr>
<td>Total external assets</td>
<td>170</td>
</tr>
<tr>
<td>Total assets</td>
<td>224</td>
</tr>
<tr>
<td>\textit{Including internal transactions with Group entities}</td>
<td></td>
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<tr>
<td>Derivatives / total assets and liabilities</td>
<td>56%</td>
</tr>
<tr>
<td>\textit{Including internal derivative transactions}</td>
<td></td>
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<tr>
<td>Funded balance sheet</td>
<td>43</td>
</tr>
<tr>
<td>\textit{Excluding trading book gross-ups}</td>
<td></td>
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<tr>
<td>Shareholders’ equity</td>
<td>5</td>
</tr>
<tr>
<td>PBT</td>
<td>0.4</td>
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<tr>
<td>\textit{If transfer occurred on 1 January 2017}</td>
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\textsuperscript{2} Refer to the Important Notices for the basis of preparation and the key assumptions related to the illustrative financial information contained herein
Prudently managing credit risk in the UK

Conservatively positioned in the UK in the face of Brexit

### Bias to grow secured lending in the UK

<table>
<thead>
<tr>
<th></th>
<th>Q416</th>
<th>Q217</th>
<th>Q417</th>
<th>Q218</th>
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<tbody>
<tr>
<td>UK mortgage balance growth and low LTVs</td>
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<tr>
<td>Average LTV on flow</td>
<td>63.4%</td>
<td>62.4%</td>
<td>63.8%</td>
<td>64.4%</td>
</tr>
<tr>
<td>Average LTV on stock</td>
<td>47.7%</td>
<td>47.4%</td>
<td>47.6%</td>
<td>49.6%</td>
</tr>
<tr>
<td>£129.1bn</td>
<td>£129.0bn</td>
<td>£132.1bn</td>
<td>£134.4bn</td>
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### Conservatively managing UK unsecured lending

<table>
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<tr>
<th></th>
<th>Q416</th>
<th>Q217</th>
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<th>Q218</th>
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<tbody>
<tr>
<td>UK cards balances stable with low arrears rates</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>30 day arrears</td>
<td>1.9%</td>
<td>2.0%</td>
<td>1.8%</td>
<td>1.9%</td>
</tr>
<tr>
<td>90 day arrears</td>
<td>0.9%</td>
<td>0.9%</td>
<td>0.8%</td>
<td>0.9%</td>
</tr>
<tr>
<td>L&amp;A at amortised cost</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>£16.5bn</td>
<td>£16.2bn</td>
<td>£16.4bn</td>
<td>£15.2bn</td>
<td></td>
</tr>
</tbody>
</table>

- Low LTV mortgage book
  - <50% average LTV on stock as at Q218
- Small proportion of buy-to-let lending
  - 12% of total mortgage book
- Growing mortgage book without impacting the risk profile
  - £5.5bn increase since Q217

- Balances decreasing slightly due to reduced back-book balance growth activity
- Stable delinquency rates underlining prudent approach to risk management
- Headline 0% Balance Transfer length reduced in line with strategy
  - c.90% of 0% BTs have a duration of <24 mths

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3 Reduction driven by implementation of IFRS 9 on 01-Jan-18
Robust capital, liquidity and funding positions

Positions Barclays and the other UK banks well in the event of Brexit driven stresses

UK bank CET1 ratios higher than US and European Peers

<table>
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<tr>
<th>Group CET1 Ratio (%) 30-Jun-18</th>
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<tbody>
<tr>
<td>Barclays</td>
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</table>

UK and European Bank liquidity positions more conservative than US peers

<table>
<thead>
<tr>
<th>Group Liquidity Coverage Ratio (LCR) (%) 30-Jun-18</th>
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<tbody>
<tr>
<td>Barclays</td>
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</table>

- H118 CET1 ratio movement included 86bps of organic capital generation from profits
- Barclays’ end-state CET1 ratio target remains at c.13%
  - Management buffer of 1.6% above our current end-state regulatory CET1 levels
  - The end-state stress buffer is expected to be at least c.4.6% when including the management buffer

- Barclays’ liquidity pool was £214bn as at 30-Jun-18 equivalent to a surplus of £73bn to the 100% requirement
- Quality of the liquidity pool remains high, with the majority held in cash and deposits with central banks, and highly rated government bonds

1 UK peers include Lloyds, RBS and HSBC; US peers include JP Morgan, Goldman Sachs, Morgan Stanley, Bank of America Merrill Lynch and Citi; European peers include Deutsche Bank, UBS, Credit Suisse, BNP Paribas and Banco Santander

2 CET1 ratio is currently 160bps above the expected end point regulatory minimum level, within our end state target range. The management buffer incorporates any PRA buffer and will continue to be reviewed on a regular basis.
Transition to HoldCo funding model continues steadily
2018 issuance plan – currently expect c.£10bn equivalent issuance in 2018

The Group has continued to make strong progress on its commitment to transition to a HoldCo capital and term funding model

Issued £8.8bn equivalent of MREL from the HoldCo year to date, in senior and AT1 form, with call dates / maturities ranging from 5 to 15 years

Subject to market conditions, expect to issue a total of c.£10bn equivalent in 2018 to meet MREL requirements and allow for an MREL management buffer

MREL position of 29.2% as at June 2018 on a transitional basis i.e. including eligible OpCo instruments, compared to 26.5% on a HoldCo-only basis

Aim to retain a diversified funding profile at the HoldCo across currencies, maturities and markets

Note:
1. 2022 requirements subject to BoE review by end-2020
2. MREL expectation is based on current capital requirements, including the current published Pillar 2A, and is therefore subject to review
3. Issuance plan subject to, amongst other considerations, market conditions and regulatory requirements which are subject to change and may differ from current expectations
# Focused on profitability and returns and capital targets

<table>
<thead>
<tr>
<th>Q218 highlights</th>
<th>Group targets</th>
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<tr>
<td><strong>Double digit returns – Group 12.3%</strong>&lt;sup&gt;1&lt;/sup&gt;</td>
<td><strong>RoTE</strong>&lt;sup&gt;2&lt;/sup&gt;</td>
</tr>
<tr>
<td><strong>CET1 ratio of 13.0% and full regulatory deconsolidation of BAGL</strong></td>
<td><strong>CET1 ratio</strong>&lt;sup&gt;3&lt;/sup&gt;</td>
</tr>
<tr>
<td><strong>59% Group cost: income ratio with 13% positive jaws</strong>&lt;sup&gt;1&lt;/sup&gt;</td>
<td><strong>Costs</strong></td>
</tr>
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</table>

- **RoTE**: >9% in 2019
- **RoTE**: >10% in 2020
- **CET1 ratio**: c.13%
- **Costs**: £13.6-13.9bn in 2019<sup>1</sup>
- **Cost: income ratio**: <60%

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<sup>1</sup> Excluding L&C | <sup>2</sup> Excluding L&C and based on a CET1 ratio of c.13% | <sup>3</sup> CET1 ratio is currently 160bps above the expected end point regulatory minimum level, within our end-state target range of 150-200bps. The management buffer incorporates any PRA buffer and will continue to be reviewed on a regular basis.
Disclaimer

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.

Information relating to:
- regulatory capital, leverage, liquidity and resolution is based on Barclays’ interpretation of applicable rules and regulations as currently in force and implemented in the UK, including, but not limited to, the BRRD, CRD IV and CRR texts and any applicable delegated acts, implementing acts or technical standards. All such Regulatory requirements are subject to change;
- MREL is based on Barclays’ understanding of the Bank of England’s policy statement on “The Bank of England’s approach to setting a minimum requirement for own funds and eligible liabilities (MREL)” published in June 2018, updating the Bank of England’s November 2016 policy statement, and the non-binding indicative MREL requirements communicated to Barclays by the Bank of England. Binding future MREL requirements remain subject to change including at the conclusion of the transitional period, as determined by the Bank of England, taking into account a number of factors as described in the policy statement and as a result of the finalisation of international and European MREL/TLAC requirements;
- future regulatory capital, liquidity, funding and/or MREL, including forward-looking illustrations, are provided for illustrative purposes only and are not forecasts of Barclays’ results of operations or capital position or otherwise. Illustrations regarding the capital flight path, end-state capital evolution and expectations and MREL build are based on certain assumptions applicable at the date of publication only which cannot be assured and are subject to change, including amongst others, holding constant the Pillar 2A requirement at the 2017 level despite it being subject to at least annual review and assumed CRD IV buffers, which are also subject to change.

The information set out on slide 3 (the “Illustrative Financial Information”) is for illustrative purposes only and is subject to change. The Illustrative Financial Information, including indications of total assets, revenue, funding, balance sheet estimates and ratios has been compiled on a pro forma basis as if the following activities, customers and clients (“In-Scope Business”) were comprised in the businesses of Barclays Bank Ireland (“BBIE”) as at 31 December 2017:

- all regulated activity of all existing European branches and client base of Barclays Bank PLC (“BBPLC”) as at 31 December 2017; and
- all European clients of BBPLC who were located within the EEA (excluding the UK) as at 31 December 2017.

The Illustrative Financial Information represents a modelled view including estimates based on Barclays’ current planning assumptions for the business and operating model for BBIE, and is presented to show the possible effect of the proposed business transfers as if they had occurred on 31 December 2017. In addition to this, certain of the Illustrative Financial Information has been sourced from the BBIE 2017 statutory accounts, management accounts of BBIE up to 31 December 2017 and also the general ledger. The Illustrative Financial Information has not been independently verified. While Barclays’ plans for an expanded BBIE in response to the UK’s withdrawal from the EU are well progresses, they remain subject to regulatory approval, Court approval and management discretion, and so are subject to changes which may be significant. Among other variables, the actual amount of In-Scope Business that may ultimately transfer to and/or continue to trade with BBIE in the future may differ significantly from the assumptions used in producing the Illustrative Financial Information. The Illustrative Financial Information is therefore provided for illustrative purposes only and is not a forecast of present or future financial condition or performance of BBPLC or BBIE. Whilst all reasonable care has been taken in providing the Illustrative Financial Information no responsibility or liability is or will be accepted by Barclays PLC and any of its subsidiaries, affiliates or companies or any of their respective officers, employees or agents in relation to the adequacy, accuracy, completeness of or reasonableness of the Illustrative Financial Information or for any action taken in reliance upon that information by any party whether customer, client, counterparty, investor or otherwise. Nothing in the relevant slide should be taken as (or is) a representation or warranty, express or implied, as to any of the matters presented.

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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.

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