Barclays PLC
Fixed Income Investor Call
FY 2018 Results Announcement
21 February 2019
Tushar Morzaria
Barclays Group Finance Director
FY18 Group highlights

Group RoTE of 8.5%, excluding litigation and conduct, delivering improved shareholder returns

- Improved RoTE of 8.5%, with profits up 20%
- Positive jaws with lower absolute costs, despite investments
- Impairment decreased by 37%, despite specific charge of £150m in Q4 to reflect anticipated economic uncertainty in the UK
- Generated 21.9p of EPS
- CET1 ratio of 13.2% at target
  - 6.5p dividend per share for 2018
- TNAV of 262p at 31 December 2018
  - Increase of 22p from profits more than offset by adoption of IFRS 9, litigation and conduct charges, dividends paid and redemption of capital instruments
  - TNAV accretion in last three quarters

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### Financial performance

<table>
<thead>
<tr>
<th></th>
<th>FY17</th>
<th>FY18</th>
</tr>
</thead>
<tbody>
<tr>
<td>Income</td>
<td>£21.1bn</td>
<td>£21.1bn</td>
</tr>
<tr>
<td>Costs</td>
<td>£13.9bn</td>
<td>£14.2bn</td>
</tr>
<tr>
<td>Impairment</td>
<td>£1.5bn</td>
<td>£2.3bn</td>
</tr>
<tr>
<td>PBT</td>
<td>£5.7bn</td>
<td>£4.7bn</td>
</tr>
<tr>
<td>EPS</td>
<td>21.9p</td>
<td>16.2p</td>
</tr>
<tr>
<td>RoTE</td>
<td>8.5%</td>
<td>5.6%</td>
</tr>
</tbody>
</table>

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1 Relevant income statement and financial performance measures, accompanying commentary and RoTE charts exclude L&C (Group FY18: £2,207m; Group FY17: £1,207m) | 2 Excluding L&C and a GMP charge of £140m in Head Office | 3 Includes the GMP charge within Head Office, but excludes L&C. The prior year excludes L&C, DTA re-measurement and the loss on the sale of 33.7% of BAGL’s issued share capital and the impairment of Barclays’ holding in BAGL.
# Focused on profitability and capital targets

<table>
<thead>
<tr>
<th>FY18 highlights</th>
<th>Group targets</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Group RoTE of 8.5%(^1)</strong></td>
<td><strong>RoTE(^2)</strong></td>
</tr>
<tr>
<td></td>
<td>&gt;9% in 2019</td>
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<tr>
<td></td>
<td>&gt;10% in 2020</td>
</tr>
<tr>
<td><strong>CET1 ratio of 13.2% at target</strong></td>
<td><strong>CET1 ratio(^3)</strong></td>
</tr>
<tr>
<td></td>
<td>c.13%</td>
</tr>
<tr>
<td><strong>66% Group cost: income ratio with positive jaws(^1)</strong></td>
<td><strong>Costs</strong></td>
</tr>
<tr>
<td></td>
<td>£13.6-13.9bn guidance for 2019(^1)</td>
</tr>
<tr>
<td></td>
<td>Cost: income ratio &lt;60% over time</td>
</tr>
</tbody>
</table>

\(^1\) Excluding L&C | \(^2\) Excluding L&C and based on a CET1 ratio of c.13% | \(^3\) CET1 ratio is currently 150bps above the regulatory minimum level. The headroom will continue to be reviewed on a regular basis.
Kathryn McLeland
Group Treasurer
Strengthened financial position across key metrics

**Capital**
Prudently managing the Group’s capital position; CET1 ratio of 13.2% at target

**Funding**
Strong progress towards meeting MREL requirement; HoldCo MREL ratio of 28.1% diversified across currencies

**Liquidity**
Liquidity remains in prudential surplus; Liquidity pool of £227bn, with LCR of 169%
CET1 ratio progression

13.2% with strong capital generation and significant headwinds eliminated in 2018

CET1 ratio\(^1\)

<table>
<thead>
<tr>
<th>Dec-17</th>
<th>Profits (ex. L&amp;C)</th>
<th>Dividends paid &amp; foreseen</th>
<th>Redemption of capital instruments</th>
<th>Pension contributions</th>
<th>RWA and other movements</th>
<th>Litigation &amp; conduct</th>
<th>Dec-18</th>
</tr>
</thead>
<tbody>
<tr>
<td>13.3%</td>
<td>140bps</td>
<td>53bps</td>
<td>33bps</td>
<td>9bps</td>
<td>16bps</td>
<td>13.9%</td>
<td>71bps</td>
</tr>
<tr>
<td>13.2%</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

\(^1\) CET1 ratio is currently 150bps above the regulatory minimum level. The headroom will continue to be reviewed on a regular basis. The fully loaded CET1 ratio was 12.8% as at December 2018.
Strongly capital generative and at target CET1 ratio

Managing the Group CET1 ratio above the regulatory minimum level, to pass stress tests and absorb the PRA buffer

FY18 CET1 ratio: 13.2% c.13% target

11.7% regulatory minimum level

2018 BoE stress test

440bps drawdown to 8.9%
7.9% Hurdle rate

Stress headroom

CET1 ratio

Favourable drawdown in 2018 BoE Stress Test compared to 2017, reflecting de-risking and reduced CET1 headwinds

2018 stress test results¹: BoE comments:

“The 2018 stress test shows the UK banking system is resilient to deep simultaneous recessions in the UK and global economies…”

We believe that c.13% is the appropriate CET1 level for Barclays

Strong legal entity capital positions

*Group expects to accommodate all legal entity capital requirements within Group CET1 ratio target of c.13%*

**Barclays PLC**

<table>
<thead>
<tr>
<th>Accounting and regulated sub-group</th>
<th>Accounting sub-group</th>
</tr>
</thead>
</table>

**Barclays Bank UK PLC sub-group**

**Barclays Bank UK PLC (solus)**

Capital regulated on a consolidated and solus basis\(^1,2\)

- **Subsidiaries**
  - No material regulated subsidiaries exist in the BBUKPLC sub-group

**BBUKPLC (solus) capital metrics\(^3\)**

<table>
<thead>
<tr>
<th></th>
<th>FY18</th>
<th>H118</th>
</tr>
</thead>
<tbody>
<tr>
<td>CET1 ratio</td>
<td>14.2%</td>
<td>14.1%</td>
</tr>
<tr>
<td>Tier 1 ratio</td>
<td>17.0%</td>
<td>16.8%</td>
</tr>
<tr>
<td>Total capital ratio</td>
<td>21.3%</td>
<td>21.2%</td>
</tr>
<tr>
<td>CRR leverage ratio</td>
<td>4.9%</td>
<td>5.1%</td>
</tr>
</tbody>
</table>

**Barclays Bank PLC sub-group**

**Barclays Bank PLC (solo)**

Capital continues to be regulated on a solo basis\(^2\)

- **US IHC**
  - Capital continues to be regulated on a standalone basis by the Fed
- **Barclays Bank Ireland**
  - Regulated by the Single Supervisory Mechanism of the ECB
- **Other subsidiaries**
  - A mix of regulated and unregulated subsidiaries

**BBPLC (solo) capital metrics\(^3\)**

<table>
<thead>
<tr>
<th></th>
<th>FY18</th>
<th>H118</th>
</tr>
</thead>
<tbody>
<tr>
<td>CET1 ratio</td>
<td>13.5%</td>
<td>13.0%</td>
</tr>
<tr>
<td>Tier 1 ratio</td>
<td>18.4%</td>
<td>17.6%</td>
</tr>
<tr>
<td>Total capital ratio</td>
<td>22.2%</td>
<td>21.9%</td>
</tr>
<tr>
<td>CRR leverage ratio</td>
<td>4.0%</td>
<td>4.1%</td>
</tr>
</tbody>
</table>

\(^1\) Regulation on a consolidated basis became effective on 1 January 2019 | \(^2\) Barclays Bank UK PLC (solus) and Barclays Bank PLC (solo) contain additional relatively small entities that are brought into scope for regulatory solo requirements | \(^3\) Metrics calculated based on CRR and IFRS9 transitional arrangements |
Transition to CRD IV capital structure well established

*Expect to hold prudent headroom above AT1 and Tier 2 minimums*

### Illustrative evolution of CRD IV capital structure

<table>
<thead>
<tr>
<th>20.7% Total capital ratio</th>
</tr>
</thead>
<tbody>
<tr>
<td>0.7% (£2.3bn) Legacy T1</td>
</tr>
<tr>
<td>3.7% (£11.6bn) T2</td>
</tr>
<tr>
<td>13.2% (£41.1bn) CET1</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>≥18.6% Total capital ratio¹</th>
</tr>
</thead>
<tbody>
<tr>
<td>≤3.2% T2 Headroom</td>
</tr>
<tr>
<td>≥2.4% AT1 Headroom</td>
</tr>
<tr>
<td>CET1 Headroom²</td>
</tr>
<tr>
<td>11.7% CET1 minimum</td>
</tr>
</tbody>
</table>

### Well managed and balanced total capital structure

- BBPLC issued capital instruments are expected to qualify as MREL, until 1 January 2022, and may continue to qualify as Tier 2 regulatory capital thereafter

- Aim is to manage our capital structure in an efficient manner:
  - Expect to continue to hold around the current level of surplus to 2.4% of AT1 through regular issuance over time
  - Expect to continue to maintain a headroom to 3.2% of Tier 2

### Pillar 2A requirement

- Barclays’ Pillar 2A requirement is set as part of a “Total Capital Requirement” (P1 + P2A) reviewed and prescribed at least annually by the PRA

- Barclays Group P2A requirement for 2019 is 4.7% and is split:
  - CET1 of 2.7% (assuming 56.25% of total P2A requirement)
  - AT1 of 0.9% (assuming 18.75% of total P2A requirement)
  - Tier 2 of 1.2% (assuming 25% of total P2A requirement)

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¹ Includes combined buffer requirement and CET1 headroom
² CET1 ratio is currently 150bps above the regulatory minimum level, at our target of c.13%
³ In line with their regulatory capital values until 1 January 2022; based on Barclays’ understanding of the current BoE position
Continued progress in HoldCo issuance whilst diversifying the markets we access

14% of issuance in 2018 was in non-G3 currencies

## HoldCo issuance and maturities/redemptions by year

<table>
<thead>
<tr>
<th>Year</th>
<th>Senior unsecured</th>
<th>T2</th>
<th>AT1</th>
</tr>
</thead>
<tbody>
<tr>
<td>2016</td>
<td>HoldCo Snr: £9.2bn</td>
<td>T2: £3.1bn AT1: £1.9bn</td>
<td>T2: £2.5bn</td>
</tr>
<tr>
<td>2017</td>
<td>HoldCo Snr: £10.2bn</td>
<td>Total: £12.2bn</td>
<td>Total: £2.4bn</td>
</tr>
<tr>
<td>2018</td>
<td>HoldCo Snr: £6.3bn</td>
<td>T2: £1.6bn AT1: £1.1bn</td>
<td>AT1: £1.6bn</td>
</tr>
<tr>
<td>Dec-18</td>
<td>HoldCo Snr: £32.3bn</td>
<td>T2: £6.8bn AT1: £9.6bn</td>
<td></td>
</tr>
</tbody>
</table>

## Diversified currency of HoldCo issued instruments

- **2016 issuance²**
  - USD 21%
  - EUR 1%
  - GBP 11%
  - JPY 1%
  - AUD 1%
  - SGD 1%
  - Other 66%

- **2017 issuance²**
  - USD 39%
  - EUR 45%
  - GBP 1%
  - JPY 9%
  - AUD 12%
  - SGD 13%
  - Other 15%

- **2018 issuance²**
  - USD 12%
  - EUR 61%
  - GBP 3%
  - JPY 9%
  - AUD 3%
  - SGD 2%
  - Other 61%

1 Annual issuance balances based on FX rate on 31 December 2018 for debt accounted instruments and historical transaction rates for equity accounted instruments
2 FX rates as at respective period ends
Successfully transitioning to HoldCo funding model

Currently expect c.£8bn of MREL issuance in 2019

HoldCo MREL position and expected requirement

<table>
<thead>
<tr>
<th>Maturity</th>
<th>HoldCo/Capital</th>
<th>Loss absorption</th>
<th>Recapitalisation</th>
<th>Expected requirement</th>
</tr>
</thead>
<tbody>
<tr>
<td>01-Jan-22</td>
<td>£9.6bn</td>
<td>£13.2bn (£41.1bn)</td>
<td>£12.2bn (£30.4bn)</td>
<td>30.0%</td>
</tr>
<tr>
<td>31-Dec-18</td>
<td>£11.6bn (£38.1bn)</td>
<td>£9.6bn</td>
<td>£13.2bn (£41.1bn)</td>
<td>28.1%</td>
</tr>
</tbody>
</table>

HoldCo/Capital

Maturities of BBPLC public and private senior unsecured term debt issues in excess of £100m equivalent. Excludes structured notes.

Well advanced on HoldCo issuance plan

- Completed 2018 HoldCo issuance plan and partially pre-funded 2019 plan in Q418
- Issued £12.2bn equivalent of MREL towards the 2018 HoldCo issuance plan, in senior and AT1 form
- Currently expecting c.£8bn of MREL issuance for 2019
- Issuance plan out to 2022 calibrated to meet MREL requirements and allow for an MREL headroom
- Transitional MREL ratio as at December 2018: 30.5%

2019 MREL issuance plans and upcoming maturities and calls

<table>
<thead>
<tr>
<th>Maturity</th>
<th>HoldCo Issuance</th>
<th>HoldCo/OpCo Maturities &amp; Calls</th>
</tr>
</thead>
<tbody>
<tr>
<td>&lt;3 years</td>
<td>1.6</td>
<td>2.3</td>
</tr>
<tr>
<td>&gt;3 years</td>
<td>1.8</td>
<td>3.0</td>
</tr>
<tr>
<td></td>
<td></td>
<td>3.0</td>
</tr>
<tr>
<td></td>
<td></td>
<td>c.11.6bn</td>
</tr>
<tr>
<td></td>
<td></td>
<td>c.8.0bn</td>
</tr>
</tbody>
</table>

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 |
4. Maturities of BBPLC public and private senior unsecured term debt issues in excess of £100m equivalent. Excludes structured notes.
Diversified Funding Sources across all legal entities

Majority of funding within legal entities through deposits

Barclays PLC

Internal MREL excluding shareholders’ equity represents 13% of RWAs

Barclays Bank UK PLC

Internal MREL excluding shareholders’ equity represents 13% of RWAs

1 The funding sources presented include external deposits at amortised cost, wholesale funding including public benchmark and privately placed senior unsecured notes, certificates of deposits, commercial paper, covered bonds, asset backed securities (ABS), and subordinated debt, participation in Bank of England’s Term Funding Scheme, Additional Tier 1 capital instruments and shareholders’ equity. Excludes derivative financial instruments, repurchase agreements and other similar secured borrowing, trading portfolio liabilities, cash collateral and settlement balances and other liabilities. 2 Barclays Bank PLC and Barclays Bank UK PLC funding profile includes subsidiaries. 3 OpCo unsecured short-term funding consists of unsecured debt with less than three years to maturity. 4 OpCo secured funding includes covered bonds and asset backed securities. 5 HoldCo MREL downstreamed to BBUK PLC, BB PLC, and other subsidiaries, including Barclays Services Limited and Barclays Principal Investments Limited.
High quality liquidity position

Conservatively positioned liquidity pool, stable LDR and reduced reliance on short-term wholesale funding

Highly liquid, comfortably exceeding minimum requirement

<table>
<thead>
<tr>
<th>Liquidity Coverage Ratio (LCR)</th>
<th>31-Dec-16</th>
<th>31-Dec-17</th>
<th>31-Dec-18</th>
</tr>
</thead>
<tbody>
<tr>
<td>Minimum requirement: 100%</td>
<td>131%</td>
<td>154%</td>
<td>169%</td>
</tr>
<tr>
<td>Peer average</td>
<td>138%</td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

- **Liquidity pool** was £227bn at the year end, representing c.20% of the Group’s total balance sheet
- **LCR** increased to 169%, equivalent to a surplus of £90bn to the 100% requirement, following net deposit growth across businesses and a reduction in net business stresses
- Quality of the liquidity pool remains high, with the majority held in cash and deposits with central banks, and highly rated government bonds
- **Liquidity pool** continues to be conservatively positioned to meet the changing geopolitical and market environment, using cost efficient sources of funding
- **NSFR** continues to exceed expected future minimum requirements

Conservative loan: deposit ratio

<table>
<thead>
<tr>
<th>31-Dec-16</th>
<th>1-Jan-18</th>
<th>31-Dec-18</th>
</tr>
</thead>
<tbody>
<tr>
<td>Loans and advances (£bn)</td>
<td>348</td>
<td>317</td>
</tr>
<tr>
<td>Deposits (£bn)</td>
<td>391</td>
<td>380</td>
</tr>
<tr>
<td>LDR</td>
<td>83%</td>
<td>83%</td>
</tr>
</tbody>
</table>

- Loan: deposit ratio of 83% as at 31 December 2018, with a proportional increase in loans and advances and deposits from 1 January 2018

Decrease in reliance on <1yr wholesale funding

- Decreased reliance on <1yr wholesale funding with the ratio improving to 30% of total wholesale funding as at December 2018 from 44% as at December 2013

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1 Liquidity pool as per the Barclays Group’s Liquidity Risk Appetite (LRA) 2 Peers included: HSBC, Lloyds, RBS, Banco Santander, Deutsche Bank, BNP Paribas, Société Générale, Credit Suisse, LBS, JP Morgan, Morgan Stanley, Goldman Sachs, Citigroup and Bank of America; LCR as per latest available disclosures 3 Loan: deposit ratio is calculated as loans and advances at amortised cost divided by deposits at amortised cost. Additionally, 1-Jan-18, and 31-Dec-18 reflect the impact of IFRS 9 4 At amortised cost
Preparation for continuity of business in the event of Brexit

*Plans in place to support activity with European clients through expanded Barclays Bank Ireland (BBI)*

- Expect to be operational by March 2019 having received Central Bank of Ireland approval to proceed with our expansion plans
- Regulated by the Single Supervisory Mechanism of the ECB
- High Court approval received to transfer business to BBI under Part VII court scheme
- Will operate a branch network across Europe; three branches now migrated, with the remaining migrating in March 2019
- Rated in line with BBPLC at A+/Stable/F1 by Fitch and A/ Stable/A-1 by S&P
- Expanded entity will consist of Corporate, Investment and Private Banking activity and Barclaycard business in Germany
- 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

<table>
<thead>
<tr>
<th>Pro-forma BBI as at 31 December 2018&lt;sup&gt;2&lt;/sup&gt;</th>
</tr>
</thead>
<tbody>
<tr>
<td>Total external assets</td>
</tr>
<tr>
<td>Total assets</td>
</tr>
<tr>
<td>Including internal transactions with Group entities</td>
</tr>
<tr>
<td>Derivatives/total assets and liabilities</td>
</tr>
<tr>
<td>Including internal derivative transactions</td>
</tr>
<tr>
<td>Funded balance sheet</td>
</tr>
<tr>
<td>Excluding trading book gross-ups</td>
</tr>
<tr>
<td>Shareholders’ equity</td>
</tr>
<tr>
<td>PBT</td>
</tr>
<tr>
<td>If transfer occurred on 1 January 2018</td>
</tr>
</tbody>
</table>

1 The entity is also expected to incorporate a legacy Italian mortgage portfolio  
2 Refer to the Important Notices for the basis of preparation and the key assumptions related to the illustrative financial information contained herein
**Ratings remain a key priority**

*Focus on strategy execution and achieving performance targets to improve ratings*

<table>
<thead>
<tr>
<th>Current Senior Long and Short Term ratings</th>
<th>Standard &amp; Poor’s</th>
<th>Fitch</th>
<th>Moody’s</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Barclays PLC</strong></td>
<td>BBB Stable A-2</td>
<td>A Stable F1</td>
<td>Baa3 Stable P-3</td>
</tr>
<tr>
<td><strong>Barclays Bank PLC (BBPLC)</strong></td>
<td>A Stable A-1</td>
<td>A+ Stable F1</td>
<td>A2 Stable P-1</td>
</tr>
<tr>
<td><strong>Barclays Bank UK PLC (BBUKPLC)</strong></td>
<td>A Stable A-1</td>
<td>A+ Stable F1</td>
<td>A1(^1) Stable P-1</td>
</tr>
</tbody>
</table>

### All ratings on stable outlooks

We solicit ratings from S&P, Fitch and Moody’s for the HoldCo and both its OpCos that sit immediately beneath it.

- S&P rate BBUKPLC and BBPLC in line with the Group’s credit profile of A/A-1, as these subsidiaries are designated “core” status relative to the Group. Barclays PLC continues to be rated BBB/A-2.

- Fitch rate BBUKPLC and BBPLC on a standalone basis and assign A+/F1 ratings to both. The OpCo entities were upgraded one notch in December when internal MREL was downstreamed on a subordinated basis. Barclays PLC continues to be rated A/F1.

- Moody’s rate BBUKPLC and BBPLC on a standalone basis and assign ratings of A1/P-1 and A2/P-1 respectively. Barclays PLC is rated Baa3/P-3.

### Brexit implications broadly reflected in current ratings

- S&P and Moody’s have a base case of a withdrawal agreement being reached between the UK and EU. Fitch have no base case.

- The economic risks the rating agencies foresee associated with an “orderly” Brexit are reflected in the current ratings.

- Even under a “no deal” scenario Fitch and Moody’s expect the impact on UK banks like Barclays to be small. S&P state there could be an impact, although our geographic diversification may offset such a move in their rating model.

\(^1\) Deposit rating
Appendix
Strong Group CET1 and leverage ratios

### Fully loaded and transitional CET1 ratio

- Transitional CET1 ratio was flat quarter-on-quarter at 13.2%.
- Transitional CET1 ratio decreased by 10bps in the year to 13.2% with:
  - 140bps of organic capital generation from profits
  - 16bps from RWA and other movements

More than offset by:
- 71bps of litigation and conduct primarily in Q1 relating to the settlement of RMBS with the US DoJ and additional PPI provision
- 53bps from dividends paid and foreseen
- 33bps from redemption of capital instruments
- 9bps from pension contributions

### Fully loaded and transitional leverage ratio

- Transitional UK leverage ratio increased by 20bps in the quarter at 5.1% primarily driven by the reduction in leverage exposure from £1,063bn to £999bn
- Transitional UK leverage ratio was remained unchanged YoY at 5.1%
- Average transitional UK daily leverage ratio was 4.5% as at 31 December 2018
- Remain comfortably above the expected 4% UK leverage minimum requirement applicable from 2019

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1. Represents transitional CET1 ratios. Fully loaded CET1 ratio as at 31 December 2018 was 12.8%.
2. Represents transitional RWA and UK leverage exposure. Fully loaded RWA and leverage exposures are materially the same as on the transitional basis.
3. Represents transitional leverage ratios. Fully loaded leverage ratio as at 31 December 2018 was 4.9%.
Prudently managing the Group’s capital position

*Managing the Group CET1 ratio above the regulatory minimum level, to pass stress tests and absorb the PRA buffer*

<table>
<thead>
<tr>
<th>2019 requirement</th>
<th>2018 BoE stress test</th>
</tr>
</thead>
<tbody>
<tr>
<td>FY18 CET1 ratio: 13.2%</td>
<td>11.7% regulatory minimum level</td>
</tr>
<tr>
<td>c.13% target</td>
<td>0.5%</td>
</tr>
<tr>
<td>Headroom</td>
<td>2.5%</td>
</tr>
<tr>
<td>440bps drawdown to 8.9%</td>
<td>1.5%</td>
</tr>
<tr>
<td>7.9% hurdle rate</td>
<td>2.7%</td>
</tr>
<tr>
<td>2018 BoE stress test</td>
<td>4.5%</td>
</tr>
</tbody>
</table>

Favourable drawdown in 2018 BoE stress test compared to major UK peers

- Barclays: (4.4%)
- Bank A: (4.7%)
- Bank B: (5.5%)
- Bank C: (6.5%)

End-state target of c.13% in line with our global consumer and wholesale banking peers

- Barclays: 13.2%
- US peer average: 13.1%
- European peer average: 12.2%

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1 US peers include JP Morgan, Bank of America Merrill Lynch, Goldman Sachs, Morgan Stanley and Citi; European peers include UBS, Credit Suisse, Deutsche Bank, BNP Paribas, Société Générale and Banco Santander; results as per latest available public disclosures.
Managing the call and maturity profiles of BPLC and BBPLC capital instruments

### BPLC capital call and maturity profile (£bn)

- **BPLC AT1 capital as at 31 December 2018**
  - 2019: 2.3
  - 2020: 0.8
  - 2021: 2.1
  - 2022: 4.4
  - By contractual maturity as applicable

- **BPLC T2 capital as at 31 December 2018**
  - 2019: 1.1
  - 2020: 2.6
  - 2021: 3.0
  - 2022: 2.6
  - By contractual maturity as applicable

- **By next call date as applicable**
  - First call date: 2019

- **First call date**
  - 2019
  - 2020
  - 2021
  - 2022
  - 2023+

### BBPLC capital call and maturity profile (£bn)

- **BPLC T1 capital as at 31 December 2018**
  - 2019: 3.0
  - 2020: 0.2
  - 2021: 0.5
  - Post 1 January 2022
  - By contractual maturity as applicable

- **BBPLC T2 capital as at 31 December 2018**
  - 2019: 0.9
  - 2020: 0.2
  - 2021: 4.8
  - 2022: 3.3
  - 2023+: 0.5
  - By contractual maturity as applicable

- **By next call date as applicable**
  - First call date: Post 1 January 2022

- **Post 1 January 2022**
  - 2022: 0.5
  - 2023+: 0.2

- **Strong track record of managing outstanding legacy instruments**
  - First AT1 call effected on 15 December 2018

### Short and small tail of legacy capital by 1 January 2022

- **First call date**
  - 2019
  - 2020
  - 2021
  - 2022
  - 2023+

- **Prepared on nominal basis which will not reconcile with regulatory or accounting bases due to adjustments**

---

1 Prepared on nominal basis which will not reconcile with regulatory or accounting bases due to adjustments.
Balanced HoldCo funding profile by debt class and tenor

Barclays PLC

By product £49bn

66%

14%

20%

BPLC AT1 capital as at 31 December 2018

2019 2020 2021 2022 2023+

2.3 0.8 2.1 4.4

First call date

BPLC T2 capital as at 31 December 2018

2019 2020 2021 2022 2023+

1.1 2.6 3.0

By contractual maturity as applicable

BPLC Senior unsecured debt as at 31 December 2018

2019 2020 2021 2022 2023+

1.6 1.1 4.6 0.9 5.2 6.4

By next call date as applicable

1 Prepared on nominal basis which will not reconcile with regulatory or accounting bases due to adjustments

22 | Barclays FY 2018 Fixed Income Investor Call | 21 February 2019
## Deposit and wholesale funding sources of Barclays Bank UK PLC and Barclays Bank PLC

<table>
<thead>
<tr>
<th>External funding sources¹ (£bn) as at 31-Dec-18</th>
<th>Barclays Bank UK PLC</th>
<th>Barclays Bank PLC (and subsidiaries)</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Deposit funding</strong></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Personal Banking</td>
<td>154</td>
<td>197</td>
</tr>
<tr>
<td>Business Banking</td>
<td>43</td>
<td></td>
</tr>
<tr>
<td><strong>Operational funding (externally issued)</strong></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Certificates of deposits and commercial paper</td>
<td>1</td>
<td>1</td>
</tr>
<tr>
<td>Senior unsecured debt ≤3 year</td>
<td>-</td>
<td></td>
</tr>
<tr>
<td><strong>Term funding</strong></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Secured funding (e.g. covered bonds and asset-backed securities)</td>
<td>10</td>
<td>10</td>
</tr>
<tr>
<td><strong>Other</strong></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Bank of England’s Term Funding Scheme</td>
<td>11</td>
<td>11</td>
</tr>
<tr>
<td><strong>Internal MREL (£bn) as at 31-Dec-18</strong></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Internal funding of equity, debt capital and term senior unsecured debt downstreamed from Barclays PLC (allocation to entities broadly determined by RWA size)</td>
<td>10</td>
<td>10</td>
</tr>
<tr>
<td><strong>FY18 legal entity public funding highlights</strong></td>
<td></td>
<td></td>
</tr>
<tr>
<td>£1.25bn 5-year covered bond²</td>
<td></td>
<td></td>
</tr>
<tr>
<td>$650m 2-year issuance from Gracechurch cards securitisation programme</td>
<td></td>
<td></td>
</tr>
<tr>
<td><strong>Corporate and Investment Bank</strong></td>
<td>136</td>
<td>197</td>
</tr>
<tr>
<td>Consumer, Cards &amp; Payments</td>
<td>61</td>
<td></td>
</tr>
<tr>
<td>Certificates of deposit, commercial paper and asset-backed commercial paper</td>
<td>29</td>
<td>58</td>
</tr>
<tr>
<td>Senior unsecured debt ≤3 year</td>
<td>29</td>
<td></td>
</tr>
<tr>
<td>Secured funding (e.g. asset-backed securities)</td>
<td>6</td>
<td>46</td>
</tr>
<tr>
<td>Residual outstanding BBPLC externally issued debt capital and term senior unsecured debt (including structured notes)</td>
<td>40</td>
<td>46</td>
</tr>
<tr>
<td>Bank of England’s Term Funding Scheme</td>
<td>1</td>
<td>1</td>
</tr>
<tr>
<td>Internal funding of equity, debt capital and term senior unsecured debt downstreamed from Barclays PLC (allocation to entities broadly determined by RWA size)</td>
<td>28</td>
<td>28</td>
</tr>
<tr>
<td>$3bn 3-year senior unsecured across two tranches</td>
<td></td>
<td></td>
</tr>
<tr>
<td>$650m 3-year issuance from Dryrock cards securitisation programme</td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

¹ Excludes participation in other central bank facilities |
² Covered bond issued pre ring-fencing and was transferred to Barclays Bank UK PLC via the Barclays ring-fenced transfer scheme on 1 April 2018
The information set out in slide 15 (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 (“BBi”) as at 31 December 2018:

i. all regulated activity of all existing European branches and client base of Barclays Bank PLC (“BBPLC”) as at 31 December 2018; and
ii. all European clients of BBPLC who were located within the EEA (excluding the UK) as at 31 December 2018.

The Illustrative Financial Information represents a modelled view including estimates based on Barclays’ current planning assumptions for the business and operating model for BBi, and is presented to show the possible effect of the proposed business transfers as if they had occurred on 31 December 2018. In addition to this, certain of the Illustrative Financial Information has been sourced from the BBi 2017 statutory accounts, management accounts of BBi up to 31 December 2018 and also the general ledger. The Illustrative Financial Information has not been independently verified. While Barclays’ plans for an expanded BBi in response to the UK’s withdrawal from the EU are well progressed, they remain subject to the outcome of the political negotiation, ongoing regulatory engagement and management discretion, and so are subject to changes which may be significant. Amongst other variables, the actual amount of In-Scope Business that may ultimately transfer to and/or continue to trade with BBi 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 BBi or BBi. 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 associated companies or any of their respective officers, employees or agents in relation to the adequacy, accuracy, completeness of reasonability 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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