

# Delivering against guidance

# Achieved guidance across metrics

 $10.6\%^{1}$ 

RoTE (target: >10%)

63%1

CIR (guidance: low 60s%)

# 46bps

Loan loss rate<sup>2</sup> (guidance: 50-60bps through the cycle)

3.13%

FY23 Barclays UK NIM (quidance: 3.05-3.10%)

# Strong balance sheet and earnings

13.8%

CET1 ratio (target: 13-14%)

# 331p

TNAV per share (up 36p YoY)

32.4p<sup>1</sup>

(up 1.6p YoY)

# **Enabled increased** shareholder distributions

8.0p

FY23 dividend per share (up 0.75p YoY)

# £1.75bn

Share buybacks £1.0bn announced at FY23 £0.75bn announced at H123

# £3.0bn

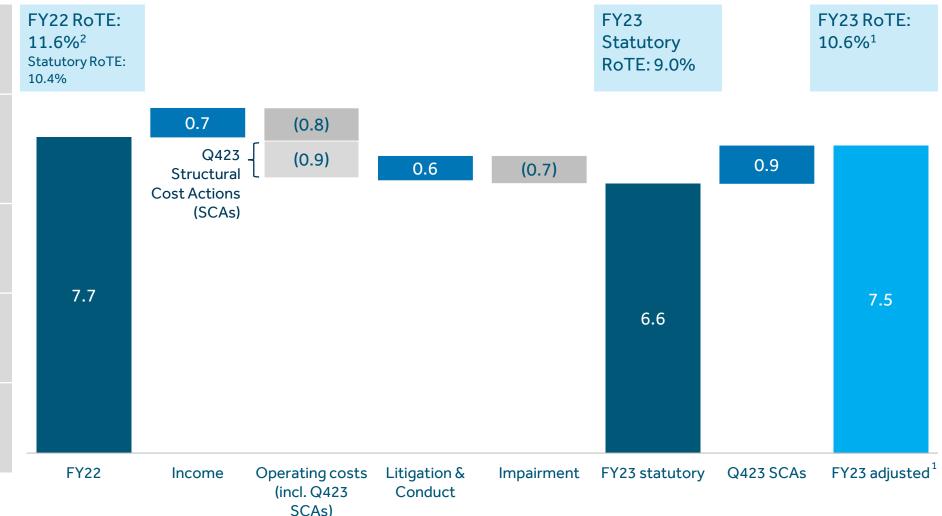
Total capital distribution for the year<sup>3</sup> (up c.37% vs 2022)

# FY23: Group RoTE of 10.6%¹ with profit before tax of £7.5bn¹

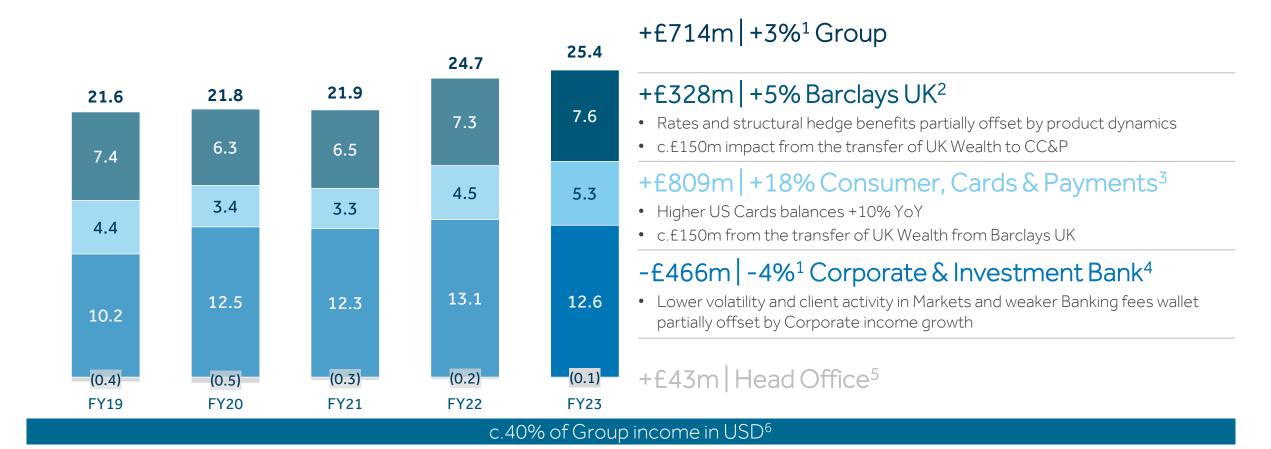
#### **Performance**

#### £16.0bn<sup>1</sup> £25.4bn Income Costs FY22: £15.8bn<sup>2</sup> FY22. f24 7hn<sup>2</sup> 63%1 £9.4bn<sup>1</sup> Cost: **Profit before** income ratio impairment FY22:67% FY22: £8.9bn<sup>2</sup> £1.9bn 46bps Impairment Loan loss rate FY22: £1.2bn FY22: 30bps $32.4p^{1}$ $10.6\%^{1}$ RoTE **EPS** FY22: 30.8p FY22: 11.6%<sup>2</sup> 331p 13.8% **CET1** ratio TNAV per share Sep-23: 14.0% Sep-23: 316p

### Profit before tax<sup>2</sup> (£bn)



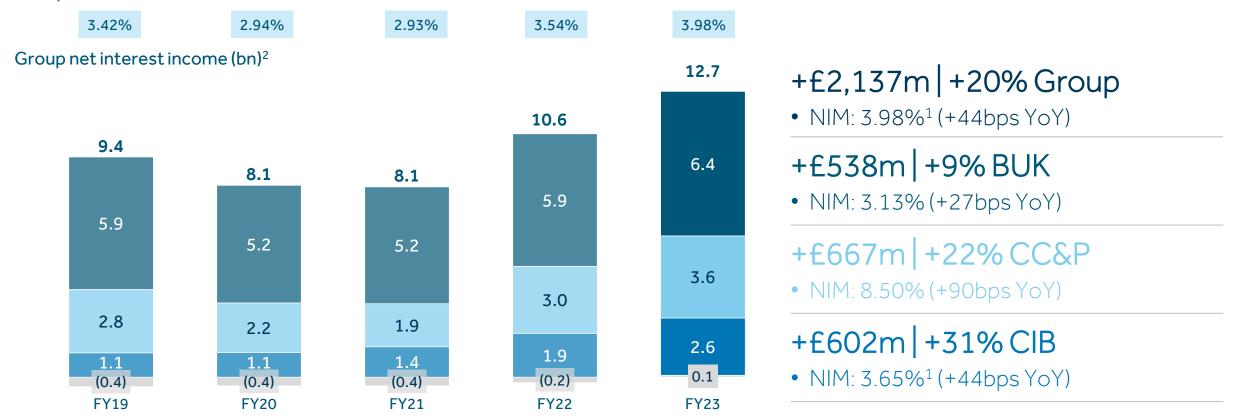
## Group income excluding the impact of the Over-issuance of Securities<sup>1</sup> (£bn)



<sup>&</sup>lt;sup>1</sup> Excludes the income impact of the Over-issuance of Securities (FY22 financial impacts: Equities, within CIB, included income gain of £292m) | <sup>2</sup> Barclays UK (BUK) | <sup>3</sup> Consumer, Cards & Payments (CC&P) | <sup>4</sup> Corporate & Investment Bank (CIB) | <sup>5</sup> Head Office (HO) | <sup>6</sup> Based on an average of FY21, FY22 and FY23 income. Percentage may vary depending on business mix and macroeconomic environment and historical outcomes may not be indicative of future currency mix | Note: Charts may not sum due to rounding |

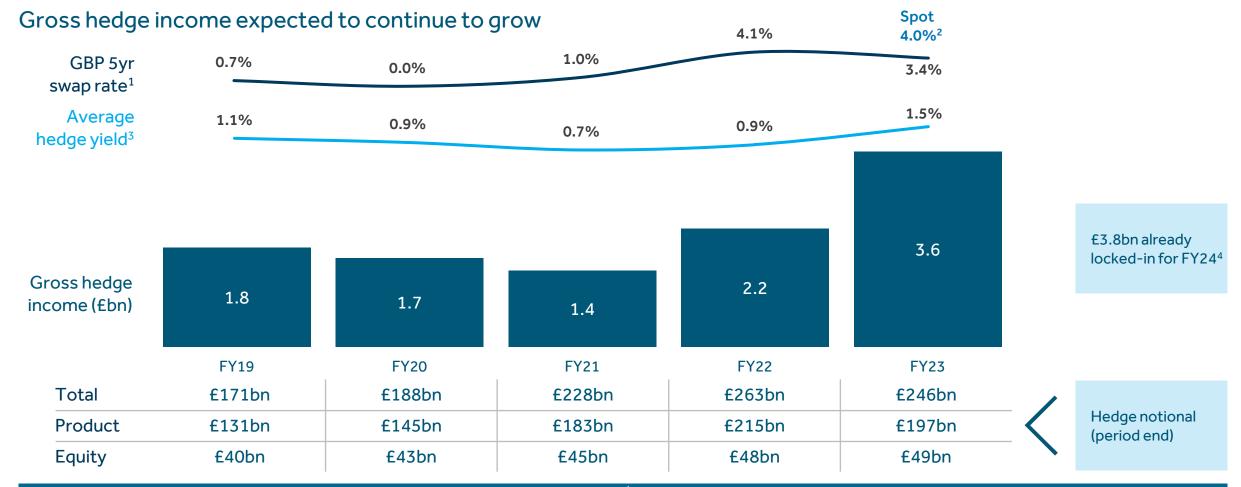
## NII is half of Group income, of which BUK is half of Group NII

Group NIM<sup>1</sup>



2024 Group NII guidance (excluding Investment Bank and Head Office): c.£10.7bn (2023: £11.0bn)<sup>3</sup>

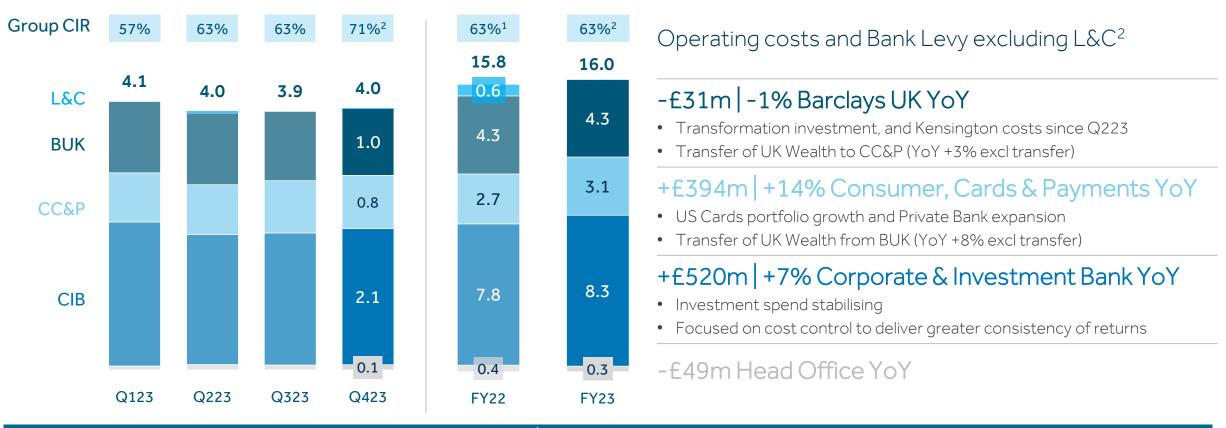
# Meaningful structural hedge income uplift YoY



Average duration across the programme of c.2.5 years | Two-thirds of gross hedge income within Barclays UK

# Costs remained well managed despite inflationary headwinds

Group operating expenses excluding the impact of the Over-issuance of Securities<sup>1</sup> and Q423 structural cost actions<sup>2</sup> (£bn)



Achieved Group cost: income ratio guidance of low  $60s\%^2$  | Achieved guidance of Q123 high point for Group and CIB operating costs<sup>3</sup>

<sup>&</sup>lt;sup>1</sup>Excludes the impact of the Over-issuance of Securities (FY22 financial impacts: income gain of £292m, litigation & conduct charges of £966m) | <sup>2</sup>Excludes the impact of Q423 structural cost actions of £927m | <sup>3</sup>Group operating cost guidance excludes bank levy, litigation and conduct and Q423 structural cost actions. Group operating cost guidance is based on an average USD/GBP FX rate of 1.23 for Q223-Q423 | Note: c.30% of Group operating expenses in USD. Based on an average of FY21, FY22 and FY23 costs. Percentage may vary depending on business mix and macroeconomic environment and historical outcomes may not be indicative of future currency mix |

# Q423 structural cost actions to improve future returns

#### Q423 Structural Cost Actions of £927m

Expect savings of c.£500m in 2024, with a payback of <2 years

HO £453m

CIB £188m

CC&P £118m

BUK £168m

By Business

People £340m

Property £227m

Infrastructure £360m

By Type

# £340m People

- Rightsizing headcount
  - o £79m BUK, £71m CC&P, £188m CIB

# £227m Property

- BUK branch footprint rationalisation (£88m)
- Canary Wharf office lease exit in HO (£139m)

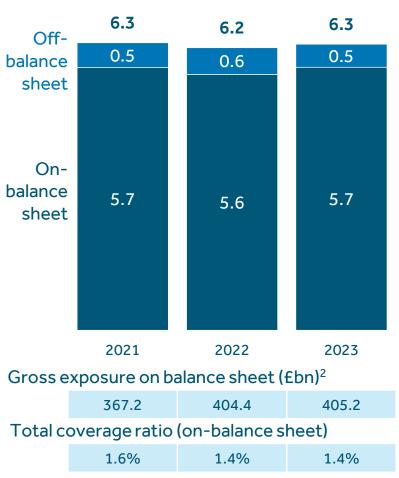
# £360m Infrastructure

- Write down of intangible assets of c.£350m which do not impact capital
  - Mainly related to Payments merchant acquiring business and German consumer finance business, largely in HO

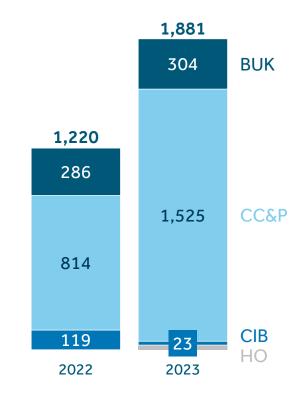
February 2024

# LLR of 46bps; maintaining through the cycle guidance of 50-60bps





#### Credit impairment charges (£m)

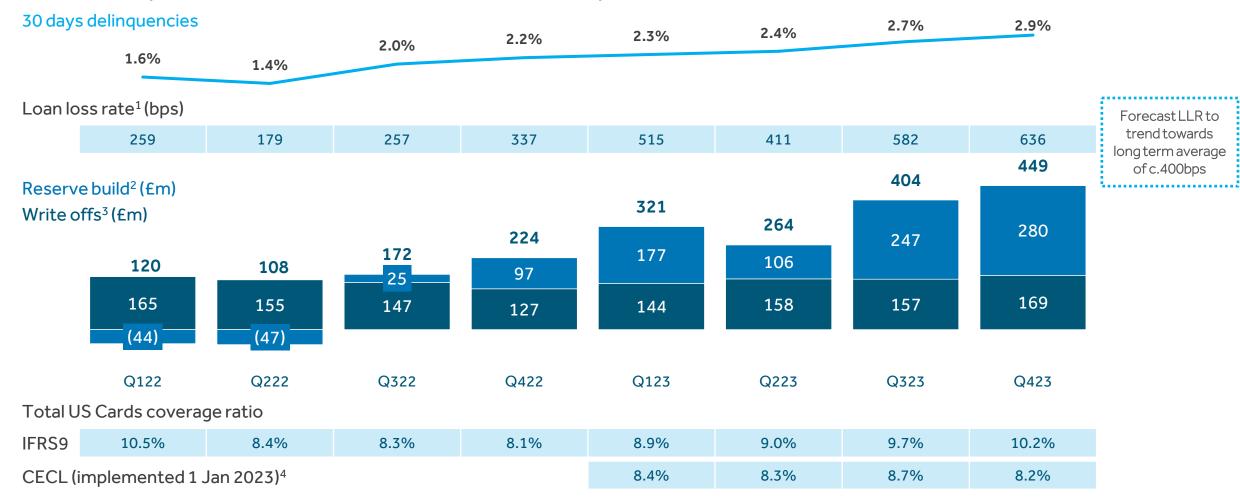


#### Loan loss rate (bps)



# Higher delinquencies in US Cards in line with market trend

### Actual loss experience limited with reserve build for anticipated increase

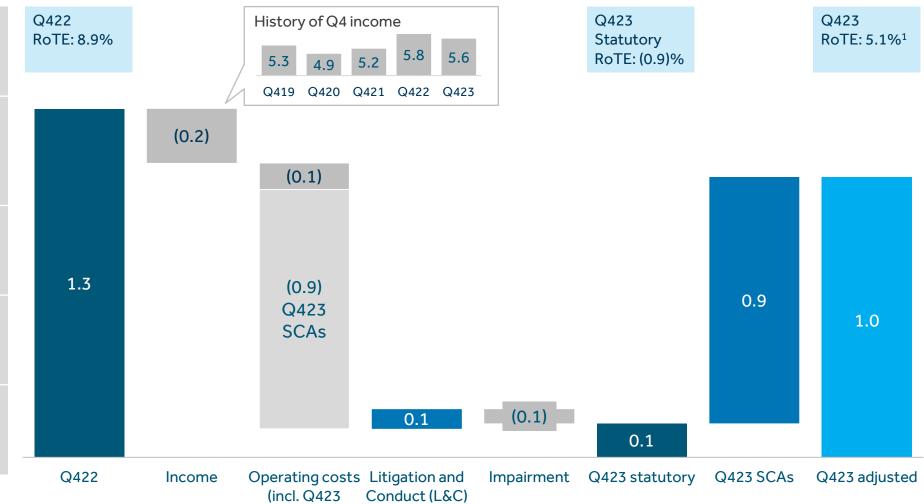


LLR calculated as Impairment charge / Average Gross Loans and Advances. Gross Loans and Advances in addition to ENR includes Loans and Advances to banks, Debt securities, recovery book, and accrued interest. For 2023 Gross Loans and Advances for USCB was £28bn | Expected Credit Loss in anticipation of future write-offs | Typically 12 months after charge-off which occurs six months after an account misses their first payment | Represents impairment reserve based on lifetime expected losses as a percentage of end net receivables Note: This slide reflects US Consumer Bank financial results with the exception of the coverage ratios which are US Cards financials

#### **Performance**

#### £5.6bn $£4.0bn^{1}$ Income Costs Q422: £4.0bn Q422: £5.8bn $71\%^{1}$ £1.6bn<sup>1</sup> Cost: Profit before income ratio impairment Q422:69% Q422: £1.8bn £0.6bn 54bps Impairment Loan loss rate Q422: £0.5bn Q422: 49bps $4.2p^{1}$ $5.1\%^{1}$ RoTE **EPS** Q422: 6.5p Q422: 8.9% 13.8% 331p CET1 ratio TNAV per share Sep-23: 14.0% Sep-23: 316p

#### Profit before tax (£bn)



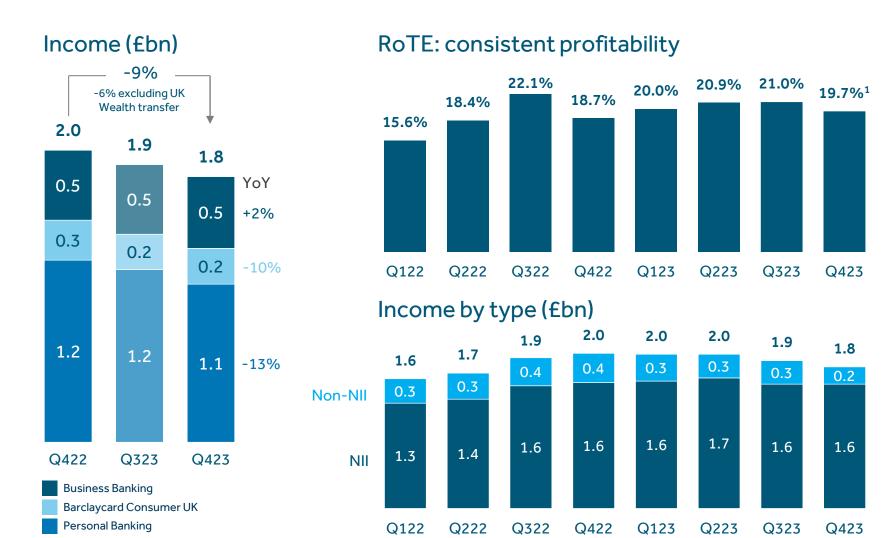
SCAs)

 $<sup>^1</sup>$  Excludes impact of Q423 structural cost actions of £927m | Note: Charts may not sum due to rounding |

# Barclays UK delivered 19.7%<sup>1</sup> RoTE in Q423

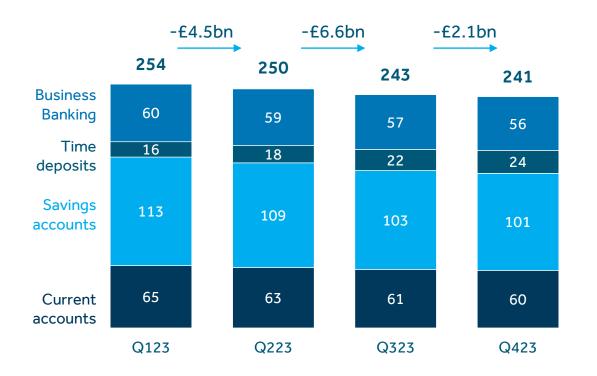
#### Performance

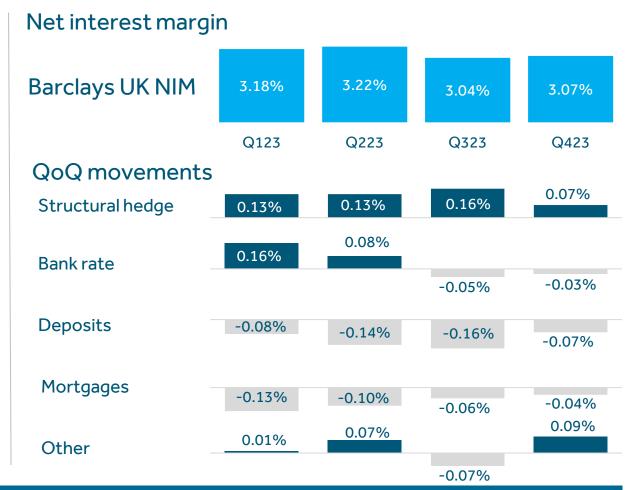
£1.8bn Income Q422: £2.0bn	£1.0bn <sup>1</sup> Costs Q422: £1.1bn
57% <sup>1</sup> Cost: income ratio Q422:58%	£37m Impairment Q422: £0.2bn
7bps Loan loss rate Q422: 27bps	£0.7bn <sup>1</sup> PBT Q422: £0.7bn
19.7% <sup>1</sup> RoTE Q422:18.7%	£202.8bn Loans <sup>2</sup> Sep-23: £204.9bn
92% Loan: deposit ratio Sep-23: 92%	£73.5bn RWAs Sep-23: £73.2bn



### BUK deposit balances and mix (£bn)

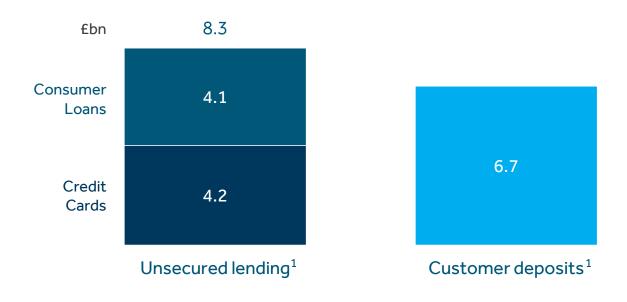
Deposit outflows materially slowed in Q423





2024 guidance NII excluding Tesco Bank<sup>1</sup>: c.£6.1bn (2023: £6.4bn)

# Acquisition of Tesco Bank Retail Banking



C.£85M 2023 adjusted operating profit <sup>2</sup>	c.£600m consideration payable <sup>3</sup>	C.£8bn RWA growth <sup>4</sup>
2,800 employees	C.£960m Tesco Bank TNAV <sup>5</sup>	c.(30)bps Group CET1 ratio effect

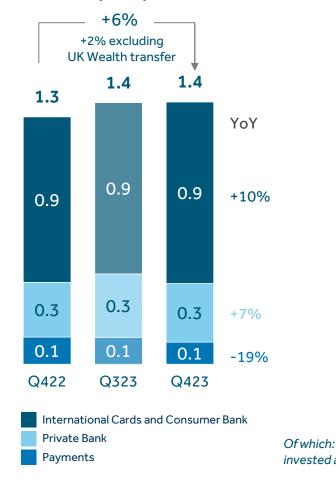
- Expected completion H224 with initial annualised NII of c.£400m
- Initial integration costs but broadly neutral to Group cost: income ratio
- Risk profile consistent with Barclays UK unsecured portfolios
- Increased impairment post-acquisition from IFRS9 recognition in year one
- Accretive to Group RoTE post integration

¹ Gross unsecured loans and advances at amortised cost and deposits at amortised cost. Tesco Bank information | ² Tesco Bank retail businesses adjusted operating profit for the twelve months ended February 2023 based on Tesco's management accounts and an estimated allocation of income and expenses between the acquired business and activities retained by Tesco Bank. It includes the estimated impact of transitional service arrangements but excludes the full impact of payments to be made under the strategic partnership agreement. Under the terms of the strategic partnership with Tesco for Barclays UK to market and distribute credit cards, unsecured personal loans and deposits using the Tesco brand, Barclays UK expects to pay Tesco royalty, new account and Clubcard participation fees of approximately £50 million per annum in total | ³ The exact consideration payable will depend on movements in the tangible net assets and expected credit loss allowance up to completion of the transaction | ⁴ Relates to RWA effect on day 1 | ⁵ Tangible net asset value definition consistent with Barclays Results Announcement Non-IFRS measures calculation | Note: Please see the regulatory news service at https://home.barclays/investor-relations/investor-news/ for the full details of the announcement. Figures included for Tesco based on Tesco's management accounts |

#### **Performance**

£1.4bn Income Q422: £1.3bn	£0.8bn <sup>1</sup> Costs Q422: £0.8bn
60% <sup>1</sup> Cost: income ratio Q422: 60%	£0.5bn Impairment Q422: £0.3bn
449bps Loan loss rate Q422: 245bps	£0.1bn <sup>1</sup> PBT Q422: £0.2bn
2.6% <sup>1</sup> RoTE Q422: 13.0%	8.44% NIM Q323:8.88%
£39.0bn Loans <sup>2</sup> Sep-23: £42.9bn	£42.3bn RWAs Sep-23: £39.9bn

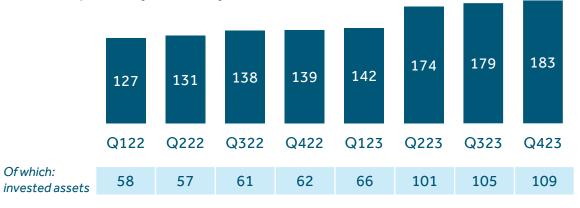
#### Income (£bn)



#### US Cards end net receivables (\$bn): seasonal growth in Q423



# Private Bank client assets and liabilities<sup>3</sup> (£bn): growth primarily driven by invested assets



#### 60-70% of income and 45-50% of costs in USD<sup>4</sup>

<sup>&</sup>lt;sup>1</sup> Excludes Q4 structural cost actions of £118m | <sup>2</sup> Loans and advances to customers at amortised cost | <sup>3</sup> Client Assets and Liabilities refers to customer deposits, lending and invested assets. Invested assets represent assets under management and supervision |

<sup>&</sup>lt;sup>4</sup> Based on an average of FY21, FY22 and FY23 income and costs currency mix. Range may vary depending on business mix and macroeconomic environment and historical outcomes may not be indicative of future currency mix. Note: Charts may not sum due to rounding. Note: Figures reflect the transfer of UK Wealth to the Private Bank in CC&P on 1 May 2023. Note: Charts may not sum due to rounding.

# CIB Q423 RoTE decline driven by lower income

#### **Performance**

£2.4bn Income Q422: £2.6bn	£2.1bn <sup>1</sup> Costs Q422: £2.0bn
87% <sup>1</sup> Cost: income ratio Q422:77%	E23m Impairment Q422: £41m
7bps Loan loss rate Q422: 13bps	£0.3bn <sup>1</sup> PBT Q422: £0.6bn
1.0% <sup>1</sup> <b>RoTE</b> Q422: 5.4%	£31.6bn Average Equity <sup>2</sup> Q422: £33.7bn
£134.1bn Loans <sup>3</sup> Sep-23: £133.8bn	£216.8bn RWAs Sep-23: £219.2bn

### Income (£bn)



#### Income by business (£m)



#### 50-60% of income and c.40% of costs in USD<sup>6</sup>

 $<sup>^1</sup>$  Excludes Q4 structural cost actions of £188m| $^2$  Average allocated tangible equity| $^3$  Loans and advances to customers at amortised cost | $^4$ Financing income has decreased in part due to the impact of reduced inflation forecast. Excluding inflation, income would be down 7%| $^5$  Q422 Corporate Lending income of £(128)m| $^6$  Based on an average of FY21, FY22 and FY23 income and costs currency mix. Range may vary depending on business mix and macroeconomic environment and historical outcomes may not be indicative of future currency mix|

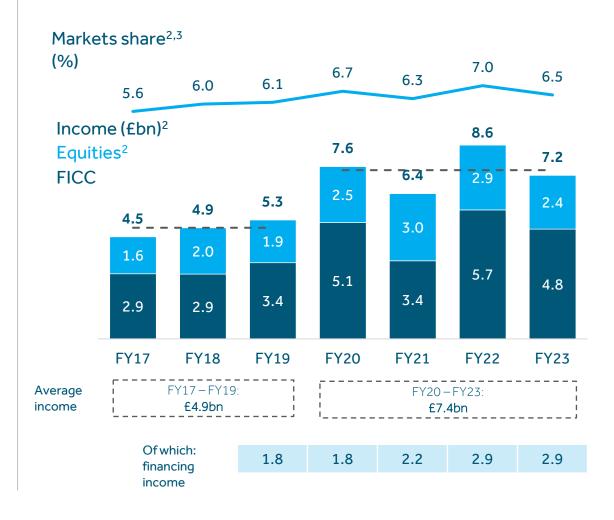
# Low income in Q423 against a record Q422 FICC comparator<sup>1</sup>



#### **FICC**

- Industry slow-down in Rates and Credit
- Market rebound in Securitised Products, where Barclays has a smaller scale

## Market share gains driving higher annual income



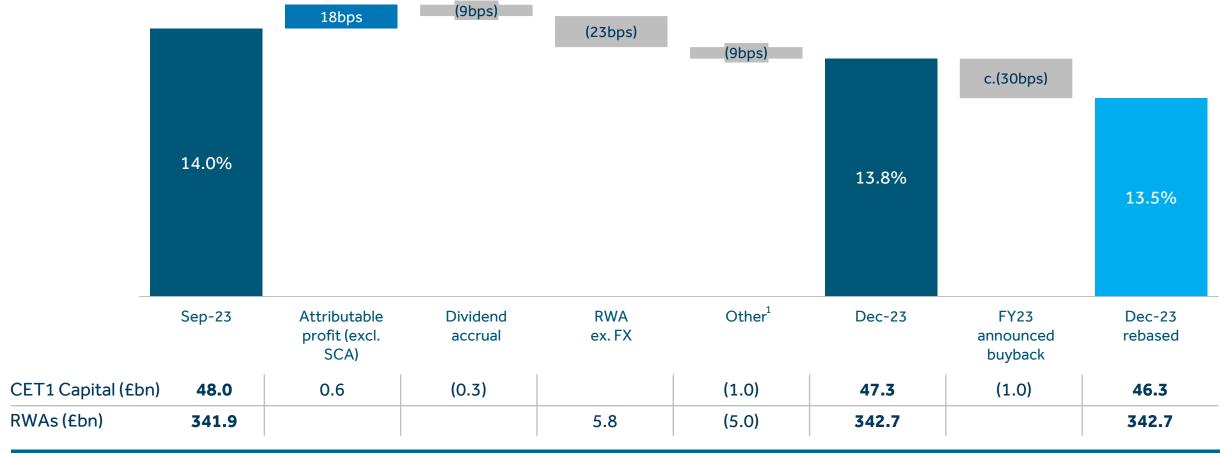
<sup>&</sup>lt;sup>1</sup> On a comparable basis, period covering Q114-Q423. Pre 2014 data was not restated following re-segmentation in Q116 | <sup>2</sup> Barclays results excludes the impact of the Over-issuance of Securities | <sup>3</sup> Global Markets share based on Barclays' calculations using Peer reported financials. Top 10 Peers includes Barclays and; US Peers: Bank of America, Citi, Goldman Sachs, JP. Morgan, Morgan Stanley. European Peers: BNP Paribas, Credit Suisse, Deutsche Bank, UBS | Note: Charts may not sum due to rounding |

# Historical performance

CET1 ratio	12.0% MDA¹ hurdle 13-14% target	2019	2020	2021	2022	2023
Loan: deposit ratio	Prudent LDR over time	82%				74%
		2019	2020	2021	2022	2023
Average Liquidity Coverage Ratio <sup>2</sup>	>100% regulatory minimum	155%				161%
		2019	2020	2021	2022	2023
Net Stable Funding Ratio <sup>3</sup>	>100% regulatory minimum	Disclosed	from FY22		137%	138%
					2022	2023

# Strong CET1 ratio towards upper end of 13-14% target range

#### Q423 CET1 ratio movements



#### Target range of 13-14%

# Revised guidance on regulatory driven RWA inflation

Overall impact still expected at lower end of 5-10% of Group RWAs, with changed mix of drivers

US Cards IRB c.£16bn

H224

O325

#### US Cards IRB: Expected H224

- Migration to Internal Ratings-Based (IRB) capital models is a regulatory requirement by the PRA for IRB banks
  - PRA requires<sup>1</sup> IRB banks<sup>2</sup> to have 85% of credit risk RWAs under IRB
- UK Cards is already on IRB
- No other current portfolios are expected to have a material impact outside of US Cards

#### Basel 3.1: 1 July 2025

- Drivers of reduction in Basel 3.1 impact
  - PRA clarifying requirements via near-final rules and industry feedback
  - Further refinement in impact assessment and mitigation
- Estimated further IRB impact from existing US Cards portfolios included in Basel 3.1 impact

#### Pillar 2A: Aligned with implementation

- Partial offset in Pillar 2A is expected for Basel 3.1
- PRA will review to address potential double counting

# US Cards portfolio IRB migration

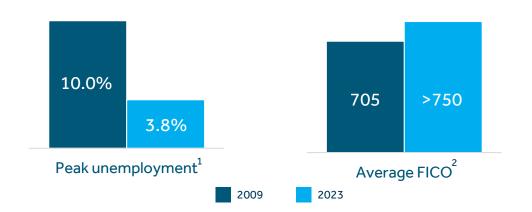
Aside from US Cards, no material impact in current portfolios from model migration expected

#### **Context**

The key difference between IRB and standardised is the model now captures unused credit lines more conservatively

RWA impact includes a higher estimate of unexpected loss based on the Global Financial Crisis in 2009

# Model inputs based on 2009 financial crisis experience vs 2023 experience



#### **Impact**

RWA impact c.£16bn in H224

Impact directionally consistent with current draft US Basel endgame treatment – adoption expected in 2025

#### RWA / End net receivables



Mitigating actions include management of credit lines and business models and execution of selective risk transfers

# A strong foundation to improve financial performance going forward

10.6%1

RoTE (target: >10%)

63%1

CIR (guidance: low 60s%)

46bps

LLR (guidance: 50-60bps through the cycle)

3.13%

FY23 Barclays UK NIM (quidance: 3.05-3.10%)

13.8%

CET1 ratio (target: 13-14%)

331p

TNAV per share (up 36p YoY)

 $32.4p^{1}$ 

EPS (up 1.6p YoY)

8.0p

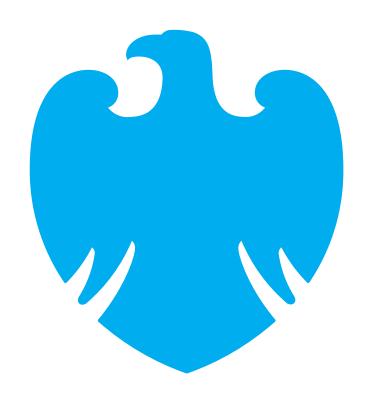
FY23 dividend per share (up 0.75p YoY)

£1.75bn

Share buybacks £1.0bn announced at FY23 £0.75bn announced at H123

£3.0bn

Total capital distribution for the year<sup>2</sup> (up c.37% vs 2022)



Appendix

# We continue to advance our ESG agenda

# Barclays has been named as the Best Bank for ESG<sup>1</sup> in the UK for 2023

## **Environment**



- Policy: Updated Climate Change Statement in February 2024, with new financing restrictions for upstream Oil and Gas<sup>2</sup>
- Financed emissions: Expanded sectors covered by BlueTrack<sup>TM</sup> and estimated full in-scope balance sheet financed emissions using methodology developed using PCAF<sup>3</sup> Standard<sup>4</sup>
- Client reviews: Established a Client Transition Review Forum and completed Client Transition Framework assessments for over 1,250 counterparties across material high-emitting sectors in our portfolio
- Financing: Published a Transition Finance Framework and facilitated \$67.8bn<sup>△</sup> Sustainable and Transition financing

# Social



- Reset our 2025 ambitions for underrepresented race and ethnicity, across all US and UK employees
- LifeSkills, Digital Eagles and Military and Veterans Outreach programmes supported
   3.27 million people to unlock skills and employment opportunities
- Supported more than 5,600 businesses at each stage of their lifecycle, championing innovation and sustainable growth

### Governance



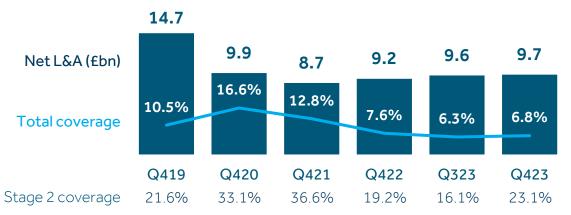
- Established a Board Sustainability Committee, chaired by the Group Chairman and a Group Sustainability Committee, chaired by the Group Head of Public Policy & Corporate Responsibility
- Implemented a group-wide culture programme, Consistently Excellent, establishing a very high operating standard for the firm, and targeting best-in-class service across the Group

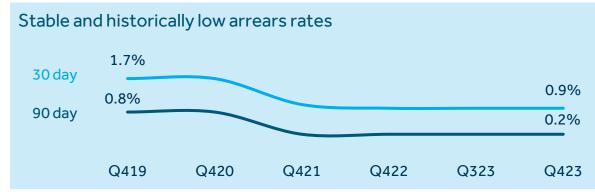
#### For more information, please refer to our FY 2023 ESG Investor Presentation

# Long-term prudent risk positioning in our credit card portfolios

#### **UK cards**

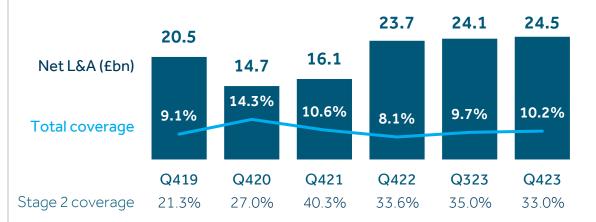
- Balances c.34% lower vs. FY19 with strong and stable credit quality
- Repayment rates remain elevated across the risk spectrum
- Q423 balances and interest earning lending stable

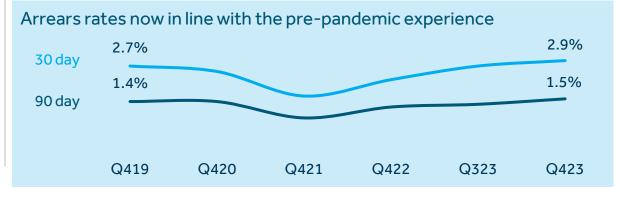




#### **US** cards

- Controlled portfolio growth with improved risk mix
- 12% of outstandings <660 FICO<sup>1</sup> score (FY19: 14%)





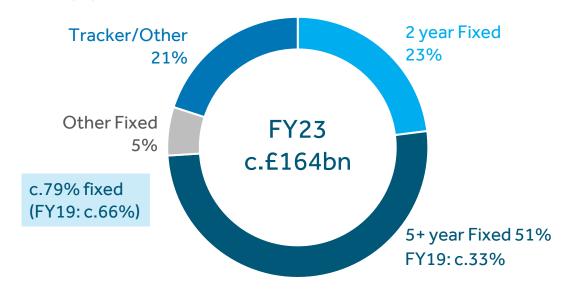
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# Resilient mortgage book with customers proactively locking in rates

### Mortgage portfolio

- 53.6% average balance weighted LTV of mortgage stock
  - 40.0% average valuation weighted LTV
- 12% of total balances are BTL mortgages
- Consistently low 90 day arrears rate (Q223: 0.2%)
- Well-established affordability assessments in place

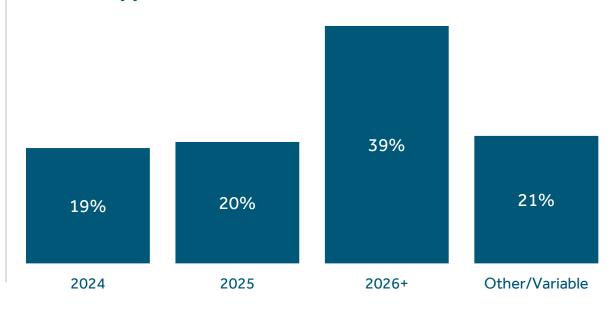
#### Total mortgage portfolio



#### Maturity profile

- 19% of total balances maturing during 2024<sup>1</sup>
- Offering customers the opportunity to refinance 180 days early

#### Maturities by year<sup>1</sup>



<sup>&</sup>lt;sup>1</sup> Maturities defined as the end of the customer's fixed rate period. Figures are indicative and reflect the position at a point in time | Note: Charts may not sum due to rounding |

# Impairment: Q423 corporate loan exposure





£38bn

£10bn

£128bn

£57bn

# Retail credit cards

Retail mortgages<sup>1</sup>

Retail other

Corporate loans

**Debt securities** 

# Corporate loans by sector (£bn)

	Exposure
Agriculture, Food and Forest Products	£3.7bn
Mining and Quarrying	£1.7bn
Manufacturing	£6.9bn
Government and central bank	£6.0bn
Banks	£7.5bn
Energy and water	£3.7bn
Materials and Building	£22.1bn
Wholesale and retail distribution and leisure	£9.8bn
Transport and storage	£1.8bn
Business and other services	£24.4bn
Other financial institutions	£40.8bn

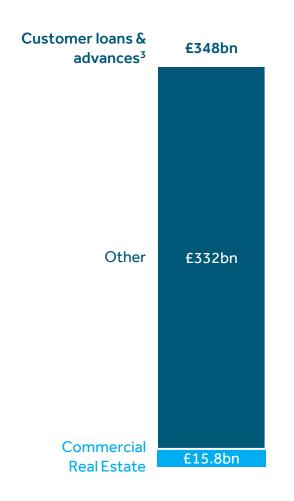
## **SRT** protection

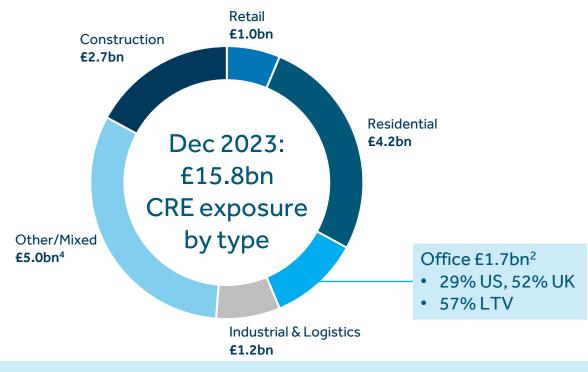
- c.36% synthetic protection<sup>2</sup> against c.£50bn of funded on-balance sheet exposure in the Corporate lending portfolio
  - c.45% synthetic protection on an exposure at default basis for the Corporate lending portfolio
  - Total corporate loans coverage ratio of 1.0% does not reflect first loss protection

<sup>&</sup>lt;sup>1</sup> Consists of BUK, Private Bank and legacy Italian mortgages | <sup>2</sup> Protection against funded on-balance sheet exposure in the Corporate lending portfolio in Barclays UK Corporate Bank. In terms of credit protection, individual asset level hedges may vary, but cover a significant and diverse portion of our lending portfolio, lower quality credits and unsecured exposure | Note: Tables may not sum due to rounding |

# Commercial Real Estate exposure is modest and well managed

December 2023: 4.5%¹ of customer loans and advances (L&A), with a weighted average LTV of 49%²





- Well diversified portfolio across sectors and underlying counterparties
- Prudent lending policy for over three decades
- Further to the low LTV position, additional support provided by synthetic protection
  - No subsector has >57% LTV<sup>2</sup>

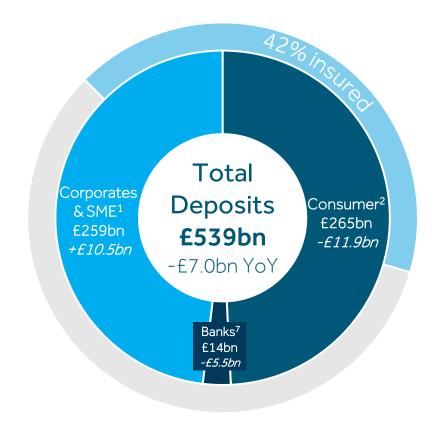
# Diverse and stable franchise deposit base

# CIB Corporates: £203bn³, +9%

- CIB: Corporate Bank £171bn
  - o >20% insured<sup>4</sup>
  - o c.60% of UK relationships 5+ years
  - No sector concentration > 16%
- CIB: Treasury £31bn
  - Avg. original maturity > 6months

# BUK: Business Banking £56bn, -11%

- 47% insured
- >65% of relationships 5+ years



# BUK: Personal Banking £185bn, -5%

- 72% insured
- >75% of relationships 5+ years

# CC&P: Private Bank £60bn, -3%

- 6% insured
- c.36% term (>30 days)

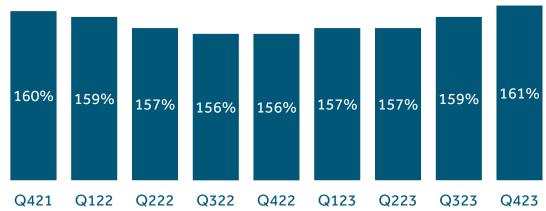
# CC&P: US Consumer £20bn<sup>5</sup>, +7%

• >90% insured

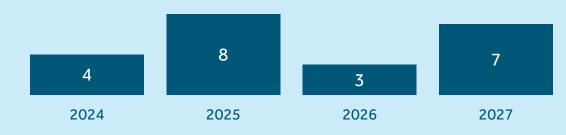
c.36% transactional accounts<sup>6</sup>, c.55% covered by liquidity pool, >75% of BUK and Corporate Bank relationships 5+ years

# Prudently managed LCR supported by a highly liquid balance sheet

## Average LCR<sup>1</sup>

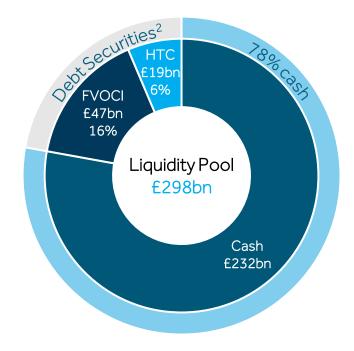


# Minimal TFSME<sup>3</sup> impact across 2024 to 2027 Maturity profile (£bn)



- £22bn TFSME balances outstanding as at Q423
- Majority Barclays UK PLC (£15bn), remainder Barclays Bank PLC (£7bn)

#### 78% of Liquidity Pool held in cash



- >99% of cash placed with BoE, US Fed, ECB, BoJ, SNB
- Debt securities mostly held in high-quality government bonds
- Majority of securities in the liquidity pool are hedged for interest rate risk
- Prudent management via daily stress testing and internal monitoring
- Minimal impact on LCR and funding in 2024 from TFSME repayments

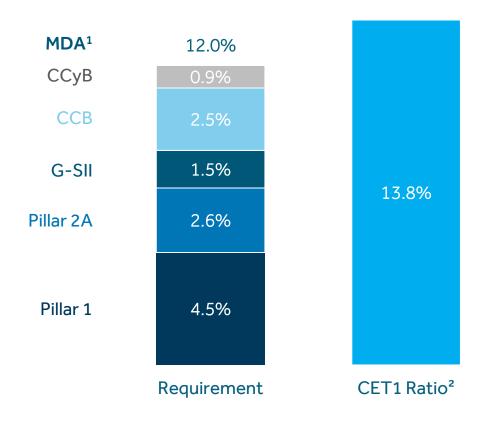
# Risk weighted assets

## Q423 RWA movements (£bn)

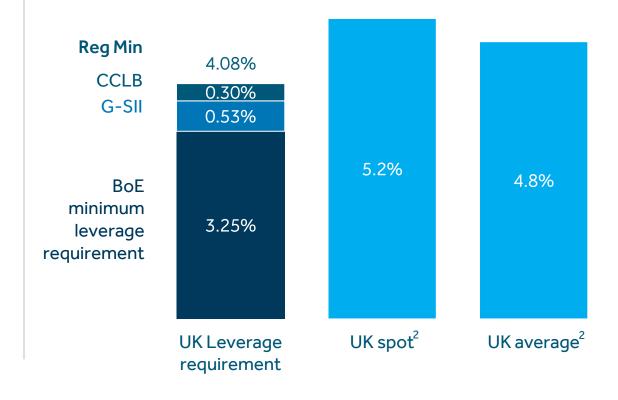


# CET1 ratio with significant headroom to MDA

## CET1 minimum requirements at Dec-23



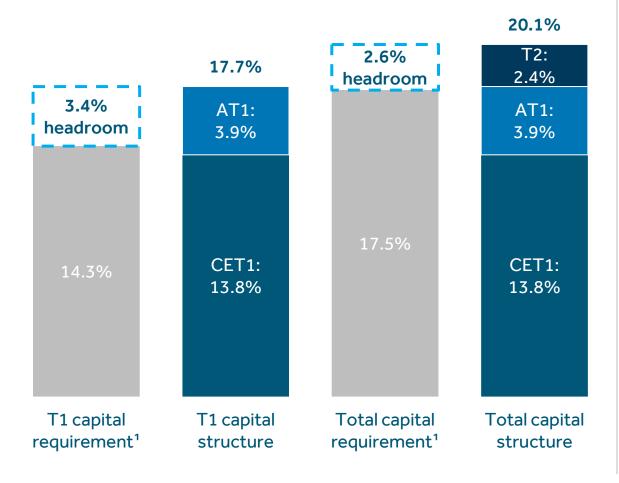
### Leverage minimum requirements at Dec-23



# Operating with a prudent buffer to each tier of capital requirements

### AT1 and T2 needs managed on a total capital basis

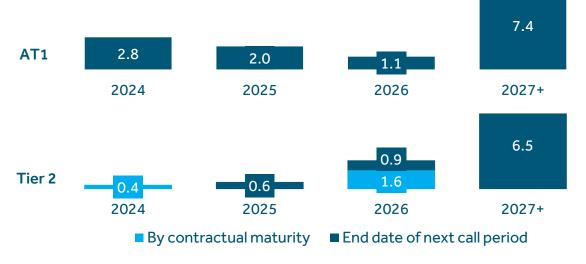
As at Dec-23



#### Balanced total capital structure

- Operating with prudent buffers at each part of the capital stack to manage FX and RWA movements
- Have flexibility in the management of AT1 due to the deliberate decision to deploy funding into liquid leverage balance sheet opportunities (e.g. Financing)
- Expect to be a net negative AT1 issuer in 2024

Barclays PLC remaining capital call and maturity profile (£bn)<sup>2</sup>



# TNAV per share

# QoQ TNAV movements (pence per share)



## YTD TNAV movements (pence per share)



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- 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 December 2021, updating the Bank of England's June 2018 policy statement, and its 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 '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.

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