



## **Barclays Private Bank & Wealth Management**

Investor Update: 20<sup>th</sup> February 2024

Serving our clients across:

UK Digital Investing from £1

UK Wealth Management from £500k+

UK Private Bank from £3m+

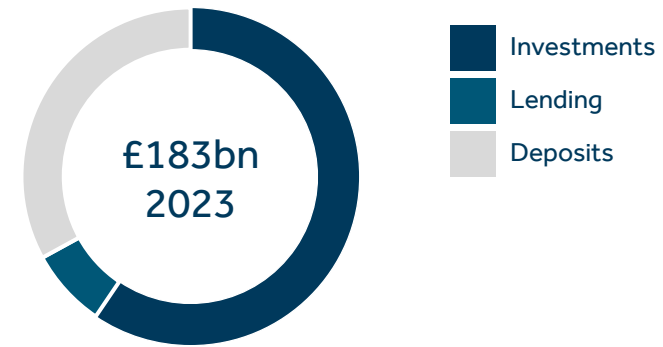
International Private Bank from £5m+

## Product offering

1. Lending
2. Deposits
3. Investments
  - Discretionary
  - Advisory
  - Execution-only

Strong and diversified CAL<sup>1</sup> growth  
+10% CAGR 2018-2023<sup>2</sup>

### Product



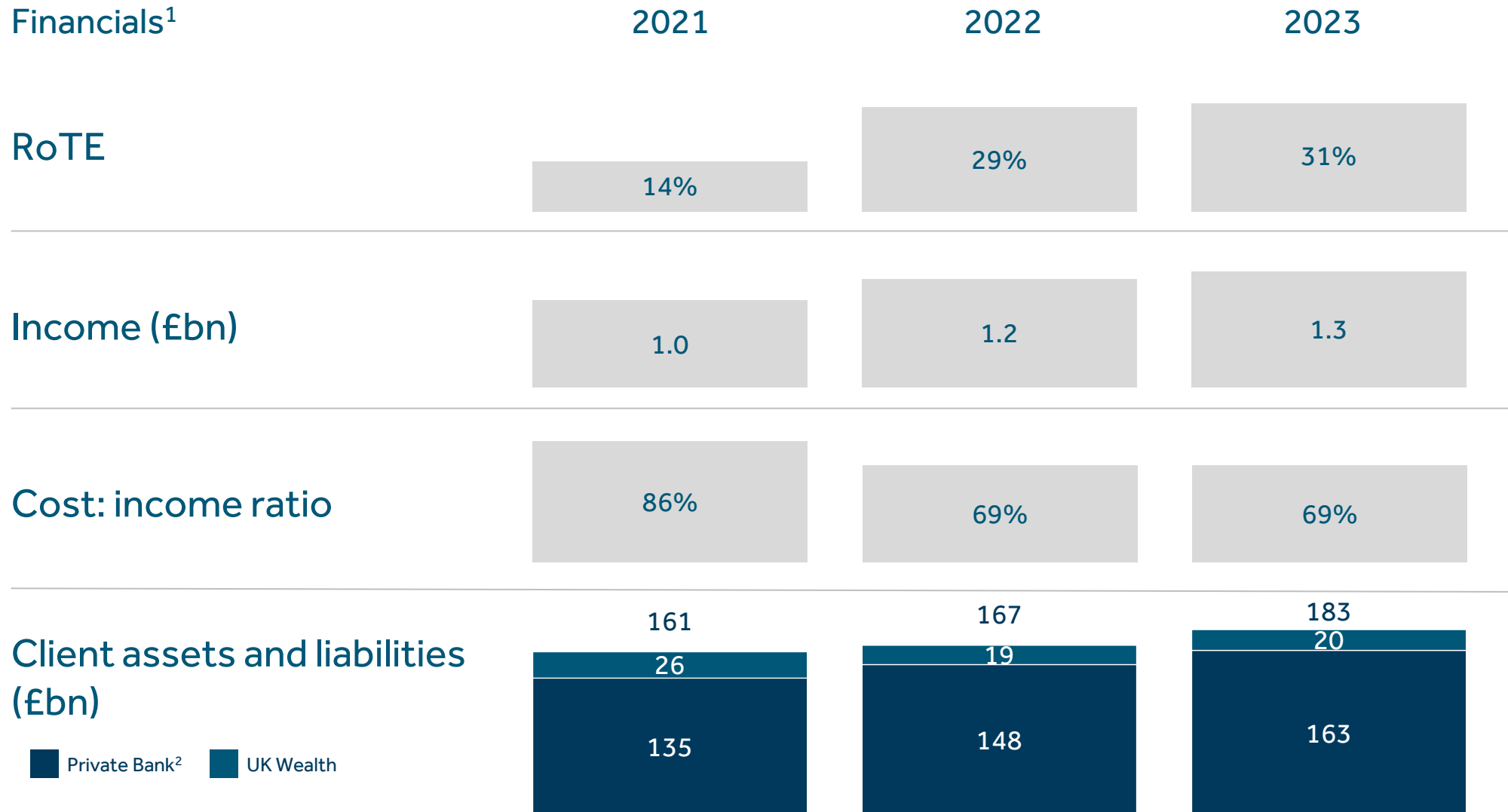
### Geography



<sup>1</sup> Client Assets and Liabilities (CAL) refers to customer deposits, lending and invested assets. Invested assets represents assets under management (AUM) and supervision (AUS) | <sup>2</sup> 2018 CAL adjusted for a transfer of clients to International Corporate Banking which occurred in 2019 | <sup>3</sup> Includes Isle of Man, Jersey and Guernsey |

# Today's financials

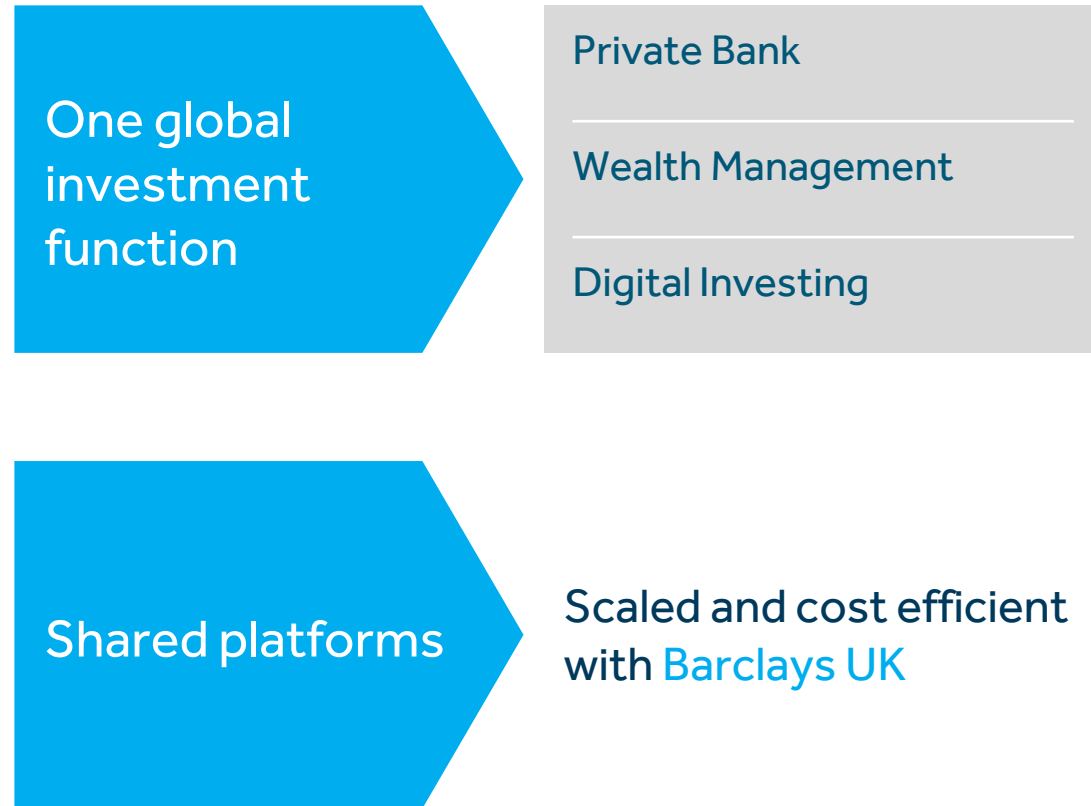
## Financials<sup>1</sup>



<sup>1</sup> Rebased to include UK Wealth from 1/1/2021 | <sup>2</sup> Includes £9bn UK Wealth that is Private Bank eligible |

# Simpler & Better: unified Private Bank & Wealth Management

**Simpler:** one global investment function across Private Bank & Wealth Management



**Better:** uniquely positioned to leverage synergies across Barclays



# More balanced: opportunity to scale and develop UK Wealth offering

## Business today

### UK Digital investing

- Platform with broad capabilities and high operating leverage
- Integrated with Barclays app and website

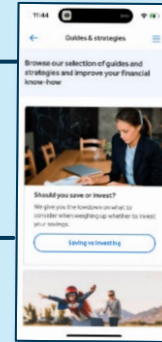
### UK Wealth Management

- Complex investment proposition and pricing
- Limited self-serve options
- High touch advisor model

## Business tomorrow

**New pricing**  
Competitive and accessible

**Rich content and insight**



**Simpler and quicker to invest**

**Increased targeted marketing to 3m Barclays UK customers**

- Lower £250k+ entry point
- End-to-end advice, coupled with digital tools
- Simplify and enhance investment proposition
- Integrate with Barclays app and website

**Gain market share**

# More balanced: continue to grow Private Bank fee income

## Business today

### UK Private Bank

- Banker and specialist expertise
- Personal high-touch service
- Top quartile investment proposition<sup>1</sup>

### International Private Bank

- Banker and specialist expertise
- Personal high-touch service
- Brand strength in international markets

## Business tomorrow

- Grow Bankers, with greater **productivity**
- Proposition **enhancements**, eg: Alternatives and lending
- **Grow** in UK locations
- Improved client experience and digital capabilities
- Strengthen **collaboration** with Barclays UK

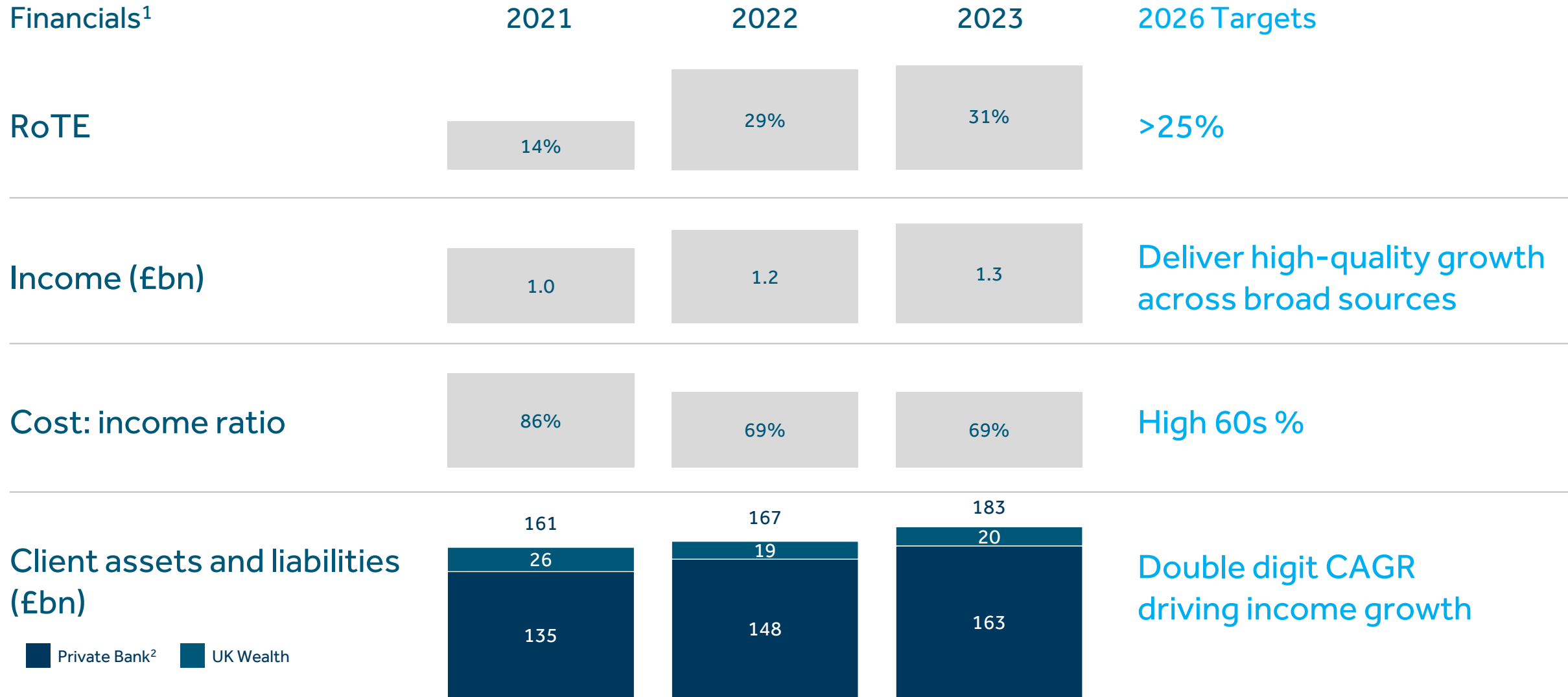
- Grow Bankers, with greater **productivity**
- Proposition **enhancements**, eg: Alternatives and lending
- Improve client experience and digital capabilities
- Leverage selected Investment Bank **international presence**, and clients with connection to UK

Grow CAL  
and income

<sup>1</sup> As of December 2023, UK Private Bank Balanced Strategy GBP, performed in the top quartile ranking across 1,3 & 5 Years in the ARC PCI (Private Client Indices).

# Today's financials and 2026 targets

## Financials<sup>1</sup>



<sup>1</sup> Rebased to include UK Wealth from 1/1/2021 | <sup>2</sup> Includes £9bn UK Wealth that is Private Bank eligible |



# Disclaimer

## Important Notice

The terms Barclays or Group refer to Barclays PLC together with its subsidiaries. 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, CRD IV (as amended by CRD V applicable as at the reporting date) and CRR (as amended by CRR II applicable as at the reporting date) texts and any applicable delegated acts, implementing acts or technical standards and as such rules and regulations form part of domestic law by virtue of the European Union (Withdrawal) Act 2018, as amended. All such regulatory requirements are subject to change and disclosures made by the Group will be subject to any resulting changes as at the applicable reporting date;
- 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.

## Non-IFRS performance measures

Barclays' management believes that the non-IFRS performance measures included in this presentation provide valuable information to the readers of the financial statements as they enable the reader to identify a more consistent basis for comparing the businesses' performance between financial periods and provide more detail concerning the elements of performance which the managers of these businesses are most directly able to influence or are relevant for an assessment of the Group. They also reflect an important aspect of the way in which operating targets are defined and performance is monitored by Barclays' management. However, any non-IFRS performance measures in this presentation are not a substitute for IFRS measures and readers should consider the IFRS measures as well. Refer to the appendix of the Barclays PLC Results Announcement for financial year ended 31 December 2023, which is available at Barclays.com, for further information and calculations of non-IFRS performance measures included throughout this presentation, and the most directly comparable IFRS measures.

## Forward-looking statements

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 the Group. Barclays cautions readers that no forward-looking statement is a guarantee of future performance and that actual results or other financial condition or performance measures could differ materially from those contained in the forward-looking statements. 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', 'projected', 'expect', 'estimate', 'intend', 'plan', 'goal', 'believe', 'achieve' or other words of similar meaning. Forward-looking statements can be made in writing but also may be made verbally by directors, officers and employees of the Group (including during management presentations) in connection with this document. Examples of forward-looking statements include, among others, statements or guidance regarding or relating to the Group's future financial position, business strategy, income levels, costs, assets and liabilities, impairment charges, provisions, capital, leverage and other regulatory ratios, capital distributions (including policy on dividends and share buybacks), return on tangible equity, projected levels of growth in banking and financial markets, industry trends, any commitments and targets (including environmental, social and governance (ESG) commitments and targets), plans and objectives for future operations and other statements that are not historical or current facts. By their nature, forward-looking statements involve risk and uncertainty because they relate to future events and circumstances. Forward-looking statements speak only as at the date on which they are made. Forward-looking statements may be affected by a number of factors, including, without limitation: changes in legislation, regulations, governmental and regulatory policies, expectations and actions, voluntary codes of practices and the interpretation thereof, changes in IFRS and other accounting standards, including practices with regard to the interpretation and application thereof and emerging and developing ESG reporting standards; the outcome of current and future legal proceedings and regulatory investigations; the Group's ability along with governments and other stakeholders to measure, manage and mitigate the impacts of climate change effectively; environmental, social and geopolitical risks and incidents, pandemics and similar events beyond the Group's control; the impact of competition in the banking and financial services industry; capital, liquidity, leverage and other regulatory rules and requirements applicable to past, current and future periods; UK, US, Eurozone and global macroeconomic and business conditions, including inflation; volatility in credit and capital markets; market related risks such as changes in interest rates and foreign exchange rates; reforms to benchmark interest rates and indices; higher or lower asset valuations; changes in credit ratings of any entity within the Group or any securities issued by it; changes in counterparty risk; changes in consumer behaviour; the direct and indirect consequences of the conflicts in Ukraine and the Middle East on European and global macroeconomic conditions, political stability and financial markets; political elections; developments in the UK's relationship with the European Union (EU); the risk of cyberattacks, information or security breaches or technology failures or other operational disruptions and any subsequent impacts on the Group's reputation, business or operations; the Group's ability to access funding; and the success of acquisitions, disposals and other strategic transactions. A number of these factors are beyond the Group's control. As a result, the Group's actual financial position, results, financial and non-financial metrics or performance measures or its ability to meet commitments and targets may differ materially from the statements or guidance set forth in the Group's forward-looking statements. In setting its targets and outlook for the period 2024-2026, Barclays has made certain assumptions about the macro-economic environment, including, without limitation, inflation, interest and unemployment rates, the different markets and competitive conditions in which Barclays operates, and its ability to grow certain businesses and achieve costs savings and other structural actions. Additional risks and factors which may impact Barclays Bank Group's future financial condition and performance are identified in Barclays PLC's filings with the US Securities and Exchange Commission ("SEC") (including, without limitation, Barclays PLC's Annual Report on Form 20-F for the financial year ended 31 December 2023), which are available on the SEC's website at [www.sec.gov](http://www.sec.gov).

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