BARCLAYS PLC Form 6-K October 24, 2018

#### FORM 6-K

Report of Foreign Private Issuer

Pursuant to Rule 13a-16 or 15d-16

of the Securities Exchange Act of 1934

October 24, 2018

# **Barclays PLC**

# Q3 2018 Results Announcement

Indicate by check mark whether the registrant files or will file annual reports under cover of

Form 20-F or Form 40-F.

Form 20-F X

Form 40-F

Indicate by check mark whether the registrant is submitting the Form 6-K in paper as permitted by Regulation S-T Rule 101(b)(1):

Indicate by check mark whether the registrant is submitting the Form 6-K in paper as permitted by Regulation S-T Rule 101(b)(7):

THIS REPORT ON FORM 6-K SHALL BE DEEMED TO BE INCORPORATED BY REFERENCE IN THE REGISTRATION STATEMENTS ON FORM S-8 (NO. 333-153723, 333-167232, 333-173899, 333-183110, 333-195098, 333-216361 AND 333-225082) AND FORM F-3 (333-223156) OF BARCLAYS PLC AND TO BE A PART THEREOF FROM THE DATE ON WHICH THIS REPORT IS FURNISHED, TO THE EXTENT NOT SUPERSEDED BY DOCUMENTS OR REPORTS SUBSEQUENTLY FILED OR FURNISHED.

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**Barclays PLC** 

The Report comprises the following:

- Exhibit 99.1 Results of Barclays PLC Group as of, and for the nine months ended, 30 September 2018.
- Exhibit 99.2 A table setting forth the issued share capital of Barclays PLC and the Barclays PLC Group s total shareholders equity, indebtedness and contingent liabilities as at 30 June 2018, the most recent reported statement of position, and updated for any significant or material items since that reporting date.

**Barclays PLC** 

#### SIGNATURES

Pursuant to the requirements of the Securities Exchange Act of 1934, each of the registrants has duly caused this report to be signed on its behalf by the undersigned, thereunto duly authorised.

BARCLAYS PLC

(Registrant)

Date: October 24, 2018

By: /s/ Garth Wright

Name: Garth Wright

Title: Assistant Secretary

**Barclays PLC** 

### Exhibit 99.1

# **Barclays PLC**

This exhibit includes portions from the previously published Results Announcement of Barclays PLC relating to the nine months ended 30 September 2018, as amended in part to comply with the requirements of Regulation G and Item 10(e) of Regulation S-K promulgated by the US Securities and Exchange Commission (SEC), including the reconciliation of certain financial information to comparable measures prepared in accordance with International Financial Reporting Standards (IFRS). The purpose of this document is to provide such additional disclosure as required by Regulation G and Regulation S-K item 10(e), to delete certain information not in compliance with SEC regulations and to include reconciliations of certain non-IFRS figures to the most directly equivalent IFRS figures for the periods presented. This document does not update or otherwise supplement the information found at such websites is not incorporated by reference into this document.

An audit opinion has not been rendered in respect of this document.

**Barclays PLC** 

#### Notes

The terms Barclays or Barclays Group refer to Barclays PLC together with its subsidiaries. Unless otherwise stated, the income statement analysis compares the nine months ended 30 September 2018 to the corresponding nine months of 2017 and balance sheet analysis as at 30 September 2018 with comparatives relating to 31 December 2017 and 30 September 2017. The abbreviations £m and £bn represent millions and thousands of millions of Pounds Sterling respectively; the abbreviations \$m and \$bn represent millions and thousands of millions of US Dollars respectively; the abbreviations m and bn represent millions and thousands millions of Euros respectively.

There are a number of key judgement areas, for example impairment calculations, which are based on models and which are subject to ongoing adjustment and modifications. Reported numbers reflect best estimates and judgements at the date these interim results were approved.

Relevant terms that are used in this document but are not defined under applicable regulatory guidance or International Financial Reporting Standards (IFRS) are explained in the results glossary that can be accessed at home.barclays/results.

The information in this announcement, which was approved by the Board of Directors on 23 October 2018, does not comprise statutory accounts within the meaning of Section 434 of the Companies Act 2006. Statutory accounts for the year ended 31 December 2017, which included certain information required for the Joint Annual Report on Form 20-F of Barclays PLC and Barclays Bank PLC to the US Securities and Exchange Commission (SEC) and which contained an unqualified audit report under Section 495 of the Companies Act 2006 (which did not make any statements under Section 498 of the Companies Act 2006) have been delivered to the Registrar of Companies in accordance with Section 441 of the Companies Act 2006.

Barclays is a frequent issuer in the debt capital markets and regularly meets with investors via formal road-shows and other ad hoc meetings. Consistent with its usual practice, Barclays expects that from time to time over the coming quarter it will meet with investors globally to discuss these results and other matters relating to the Barclays Group.

#### Non-IFRS performance measures

Barclays management believes that the non-IFRS performance measures included in this document 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 Barclays 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 document are not a substitute for IFRS measures and readers should consider the IFRS measures as well. Refer to the appendix on pages 43 to 54 for further information and calculations of non-IFRS performance measures included throughout this document, and the most directly comparable IFRS measures.

Key non-IFRS measures included in this document, and the most directly comparable IFRS measures, are:

Attributable profit excluding litigation and conduct represents attributable profit excluding litigation and conduct charges. The comparable IFRS measure is attributable profit. A reconciliation is provided on pages 45-51;

Average allocated equity represents the average shareholders equity that is allocated to the businesses. The comparable IFRS measure is average equity. A reconciliation is provided on page 52;

Average allocated tangible equity is calculated as the average of the previous month s period end allocated tangible equity and the current month s period end allocated tangible equity. The average allocated tangible equity for the period is the average of the monthly averages within that period. Period end allocated tangible equity is calculated as 13.0% (2017: 12.0%) of risk weighted assets for each business, adjusted for capital deductions, excluding goodwill and intangible assets, reflecting the assumptions the Group uses for capital planning purposes. Head Office allocated tangible equity represents the difference between the Barclays Group s tangible shareholders equity and the amounts allocated to businesses. The comparable IFRS measure is average equity. A reconciliation is provided on page 52;

Average tangible shareholders equity is calculated as the average of the previous month s period end tangible equity and the current month s period end tangible equity. The average tangible shareholders equity for the period is the average of the monthly averages within that period. The comparable IFRS measure is average equity. A reconciliation is provided on page 52;

Basic earnings per share excluding litigation and conduct is calculated by dividing statutory profit after tax attributable to ordinary shareholders excluding litigation and conduct charges, including an adjustment for the tax credit in reserves in respect of other equity instruments, by the basic weighted average number of shares. The comparable IFRS measure is basic earnings per share. A reconciliation is provided on pages 45-47;

Cost: income ratio excluding litigation and conduct represents operating expenses excluding litigation and conduct charges, divided by total income. The comparable IFRS measure is cost: income ratio. A reconciliation is provided on pages 45-49;

Operating expenses excluding litigation and conduct represents operating expenses excluding litigation and conduct charges. The comparable IFRS measure is operating expenses. A reconciliation is provided on pages 45-49;

Profit before tax excluding litigation and conduct represents profit before tax excluding litigation and conduct charges. The comparable IFRS measure is profit before tax. A reconciliation is provided on page 45-51;

Return on average allocated equity represents the return on shareholders equity that is allocated to the businesses. The comparable IFRS measure is return on equity. A reconciliation is provided on page 53;

Return on average allocated tangible equity is calculated as the annualised profit after tax attributable to ordinary equity holders of the parent, including an adjustment for the tax credit in reserves in respect of other equity instruments, as a proportion of average allocated tangible equity. The comparable IFRS measure is return on equity. A reconciliation is provided on page 53;

#### Notes

Return on average allocated tangible equity excluding litigation and conduct is calculated as the annualised profit after tax attributable to ordinary equity holders of the parent excluding litigation and conduct charges, including an adjustment for the tax credit in reserves in respect of other equity instruments, as a proportion of average allocated tangible equity. The comparable IFRS measure is return on equity. A reconciliation is provided on page 54;

Return on average tangible shareholders equity is calculated as the annualised profit after tax attributable to ordinary equity holders of the parent, including an adjustment for the tax credit in reserves in respect of other equity instruments, as a proportion of average shareholders equity excluding non-controlling interests and other equity instruments adjusted for the deduction of intangible assets and goodwill. The comparable IFRS measure is return on equity. A reconciliation is provided on page 53; and

Tangible net asset value per share is calculated by dividing shareholders equity, excluding non-controlling interests and other equity instruments, less goodwill and intangible assets, by the number of issued ordinary shares. The components of the calculation have been included on page 51.

#### **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 Barclays 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. These 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 achieve or other words of similar meaning. Examples of forward-looking statements include, among others, statements or guidance regarding or relating to the Barclays Group s future financial position, income growth, assets, impairment charges, provisions, business strategy, capital, leverage and other regulatory ratios, payment of dividends (including dividend payout ratios and expected payment strategies), projected levels of growth in the banking and financial markets, projected costs or savings, any commitments and targets, estimates of capital expenditures, plans and objectives for future operations, projected employee numbers, IFRS 9 impacts and other statements that are not historical fact. By their nature, forward-looking statements involve risk and uncertainty because they relate to future events and circumstances. These may be affected by changes in legislation, the development of standards and interpretations under International Financial Reporting Standards including the implementation of IFRS 9, evolving practices with regard to the interpretation and application of accounting and regulatory standards, the outcome of current and future legal proceedings and regulatory investigations, future levels of conduct provisions, the policies and actions of governmental and regulatory authorities, geopolitical risks and the impact of competition. In addition, factors including (but not limited to) the following may have an effect: capital, leverage and other regulatory rules applicable to past, current and future periods; UK, US, Eurozone and global macroeconomic and business conditions; the effects of any volatility in credit markets; market related risks such as changes in interest rates and foreign exchange rates; effects of changes in valuation of credit market exposures; changes in valuation of issued securities; volatility in capital markets; changes in credit ratings of any entities within the Barclays Group or any securities issued by such entities; the potential for one or more countries exiting the Eurozone; instability as a result of the exit by the United Kingdom from the European Union and the disruption that may subsequently result in the UK and globally; and the success of future acquisitions, disposals and other strategic transactions. A number of these influences and factors are beyond the Barclays Group s control. As a result, the Barclays Group s actual future results, dividend payments, and capital and leverage ratios may differ materially from the plans, goals, expectations and guidance set forth in the Barclays Group s forward-looking statements. Additional risks and factors which may impact the Barclays Group s future financial condition and performance are identified in our filings with the SEC (including, without limitation, our Annual Report on Form 20-F for the fiscal year ended 31 December 2017), which are available on the SEC s website at www.sec.gov.

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.

#### **Performance Highlights**

**Barclays Group profit before tax was £3,120m (Q317 YTD: £3,448m)**, which included litigation and conduct charges of £2.1bn (Q317 YTD: £0.8bn) principally related to a £1.4bn settlement with the US Department of Justice (DoJ) with regard to Residential Mortgage-Backed Securities (RMBS) and charges of £400m (Q317 YTD: £700m) due to Payment Protection Insurance (PPI) in Q118

**Excluding litigation and conduct charges, Group profit before tax increased 23% to £5,267m** despite the adverse effect of the 5% depreciation of average USD against GBP. This increase in profit before tax was driven by a 53% improvement in credit impairment charges, primarily reflecting improved consensus-based macroeconomic forecasts in the UK and US, single name recoveries in wholesale banking and portfolio adjustments as IFRS 9 continues to embed, and a 3% reduction in operating expenses

**Barclays UK profit before tax increased to £1,566m (Q317 YTD: £1,295m).** Excluding litigation and conduct, profit before tax increased 2% to £2,034m reflecting a 12% reduction in impairment charges and stable income, partially offset by a 2% increase in operating expenses reflecting continued investment in digitisation. Return on equity (RoE) was 9.4% (Q317 YTD: 6.2%). Return on tangible equity (RoTE) was 18.9% (Q317 YTD: 19.8%) excluding litigation and conduct

**Barclays International profit before tax increased to £3,560m (Q317 YTD: £3,269m),** driven by a 73% decrease in credit impairment charges, while income declined 2%, mainly due to prior year one-offs in Consumer, Cards and Payments. RoE was 10.8% (Q317 YTD: 9.1%), Corporate and Investment Bank RoE was 9.5% (Q317 YTD: 8.0%) and Consumer, Cards and Payments RoE was 17.0% (Q317 YTD: 14.1%). RoTE excluding litigation and conduct was 11.6% (Q317 YTD: 10.1%), reflecting improved returns in both the Corporate and Investment Bank (CIB) and Consumer, Cards and Payments of 9.7% and 21.7% (Q317 YTD: 8.4% and 19.4%) respectively

Attributable profit was £1,470m (Q317 YTD: loss of £628m) and basic earnings per share was 9.4p (Q317 YTD: loss per share of 3.0p). Excluding litigation and conduct, earnings per share was 21.6p (Q317 YTD: 1.7p)

#### Net asset value (NAV) per share was 306p (December 2017: 322p)

**Tangible net asset value (TNAV) per share was 260p (December 2017: 276p)** as 21.6p of earnings per share, excluding litigation and conduct, was more than offset by 4.5p per share paid in dividends, the impact of the implementation of IFRS 9 and litigation and conduct charges. TNAV per share increased 1p in the quarter

**The CET1 ratio was 13.2% (December 2017: 13.3%)**, principally reflecting capital generation from profits offset by a c.65bps impact from litigation and conduct charges and c.40bps from dividends paid and foreseen. The CET1 ratio increased 20bps in the quarter from 13.0% at June 2018

### **Performance Highlights**

#### **Barclays Group results**

| for the nine months ended  | 30.09.18   | 30.09.17   |   |
|--|--|--|---|
|  | £m   | £m   | % Change  |
| Total income   | 16,063   | 16,054   | -   |
| Credit impairment charges and other provisions   | (825)  | (1,763)  | 53  |
| Net operating income   | 15,238   | 14,291   | 7   |
| Operating expenses excluding litigation and conduct  | (10,003)   | (10,263)   | 3   |
| Litigation and conduct <sup>1</sup>  | (2,147)  | (824)  |   |
| Operating expenses   | (12,150)   | (11,087)   | (10)  |
| Other net income   | 32   | 244  | (87)  |
| Profit before tax  | 3,120  | 3,448  | (10)  |
| Tax charge   | (977)  | (1,102)  | 11  |
| Profit after tax in respect of continuing operations   | 2,143  | 2,346  | (9)   |
| Loss after tax in respect of discontinued operation  | - (151)  | (2,195)  | 17  |
| Non-controlling interests in respect of continuing operations  | (151)  | (181)  | 17  |
| Non-controlling interests in respect of discontinued operation<br>Other equity instrument holders <sup>2</sup>   | - (522)  | (140)  | (14)  |
| Attributable profit/(loss)   | (522)<br><b>1,470</b>  | (458)<br>(628)   | (14)  |
| Autioutable prono(loss)  | 1,470  | (020)  |   |
| Performance measures   |  |  |   |
| Return on average shareholders equify  | 4.1%   | (1.2%)   |   |
| Return on average tangible shareholders equity   | 4.9%   | (1.2%)<br>(1.4%)   |   |
| Average shareholders equity (£bn)  | 51.9   | (1.470)<br>57.6  |   |
| Average tangible shareholders equity (£bn)   | 44.1   | 49.2   |   |
| Cost: income ratio   | 76%  | 69%  |   |
| Loan loss rate (bps)   | 33   | 55   |   |
| Basic earnings/(loss) per share <sup>2</sup>   | 9.4p   | (3.0p)   |   |
| Dividend per share   | 2.5p   | (010p)<br>1.0p   |   |
|  |  |  |   |
|  |  |  |   |
| Performance measures excluding litigation and conduct <sup>1</sup>   |  | -  | % Change  |
| <b>Performance measures excluding litigation and conduct<sup>1</sup></b><br>Profit before tax  | 5,267  | 4,272  | % Change 23   |
| Profit before tax<br>Attributable profit   | 5,267<br>3,544   | 4,272<br>171   | <u> </u>  |
| Profit before tax<br>Attributable profit<br>Return on average shareholders equify  | 3,544<br>9.5%  | 171<br>0.7%  | <u> </u>  |
| Profit before tax<br>Attributable profit<br>Return on average shareholders equify<br>Return on average tangible shareholders equify  | 3,544<br>9.5%<br>11.1%   | 171<br>0.7%<br>0.8%  | <u> </u>  |
| Profit before tax<br>Attributable profit<br>Return on average shareholders equify<br>Return on average tangible shareholders equify<br>Cost: income ratio  | 3,544<br>9.5%<br>11.1%<br>62%  | 171<br>0.7%<br>0.8%<br>64%   | <u> </u>  |
| Profit before tax<br>Attributable profit<br>Return on average shareholders equify<br>Return on average tangible shareholders equify  | 3,544<br>9.5%<br>11.1%   | 171<br>0.7%<br>0.8%  | <u> </u>  |
| Profit before tax<br>Attributable profit<br>Return on average shareholders equify<br>Return on average tangible shareholders equify<br>Cost: income ratio  | 3,544<br>9.5%<br>11.1%<br>62%  | 171<br>0.7%<br>0.8%<br>64%   | <u> </u>  |
| Profit before tax<br>Attributable profit<br>Return on average shareholders equify<br>Return on average tangible shareholders equify<br>Cost: income ratio  | 3,544<br>9.5%<br>11.1%<br>62%  | 171<br>0.7%<br>0.8%<br>64%   | <u> </u>  |
| Profit before tax<br>Attributable profit<br>Return on average shareholders equify<br>Return on average tangible shareholders equify<br>Cost: income ratio  | 3,544<br>9.5%<br>11.1%<br>62%<br>21.6p   | 171<br>0.7%<br>0.8%<br>64%<br>1.7p   | 23  |
| Profit before tax<br>Attributable profit<br>Return on average shareholders equify<br>Return on average tangible shareholders equify<br>Cost: income ratio  | 3,544<br>9.5%<br>11.1%<br>62%<br>21.6p   | 171<br>0.7%<br>0.8%<br>64%<br>1.7p   | 23  |
| Profit before tax<br>Attributable profit<br>Return on average shareholders equify<br>Return on average tangible shareholders equify<br>Cost: income ratio  | 3,544<br>9.5%<br>11.1%<br>62%<br>21.6p<br>As at  | 171<br>0.7%<br>0.8%<br>64%<br>1.7p<br><b>As at</b>   | 23<br>As at   |
| Profit before tax<br>Attributable profit<br>Return on average shareholders equify<br>Return on average tangible shareholders equify<br>Cost: income ratio<br>Basic earnings per share <sup>2</sup>   | 3,544<br>9.5%<br>11.1%<br>62%<br>21.6p<br>As at<br>30.09.18  | 171<br>0.7%<br>0.8%<br>64%<br>1.7p<br>As at<br>31.12.17  | 23<br>As at<br>30.09.17   |
| Profit before tax<br>Attributable profit<br>Return on average shareholders equify<br>Return on average tangible shareholders equify<br>Cost: income ratio<br>Basic earnings per share <sup>2</sup><br>Balance sheet and capital management <sup>3</sup>  | 3,544<br>9.5%<br>11.1%<br>62%<br>21.6p<br>As at<br>30.09.18<br>£bn   | 171<br>0.7%<br>0.8%<br>64%<br>1.7p<br>As at<br>31.12.17<br>£bn   | 23<br>As at<br>30.09.17<br>£bn  |
| Profit before tax<br>Attributable profit<br>Return on average shareholders equify<br>Return on average tangible shareholders equify<br>Cost: income ratio<br>Basic earnings per share <sup>2</sup><br>Balance sheet and capital management <sup>3</sup><br>Net asset value per share   | 3,544<br>9.5%<br>11.1%<br>62%<br>21.6p<br>As at<br>30.09.18<br>£bn<br>306p   | 171<br>0.7%<br>0.8%<br>64%<br>1.7p<br>As at<br>31.12.17<br>£bn<br>322p   | 23<br>As at<br>30.09.17<br>£bn<br>327p  |
| Profit before tax<br>Attributable profit<br>Return on average shareholders equify<br>Return on average tangible shareholders equify<br>Cost: income ratio<br>Basic earnings per share <sup>2</sup><br>Balance sheet and capital management <sup>3</sup><br>Net asset value per share<br>Tangible net asset value per share   | 3,544<br>9.5%<br>11.1%<br>62%<br>21.6p<br><b>As at</b><br><b>30.09.18</b><br>£bn<br>306p<br>260p   | 171<br>0.7%<br>0.8%<br>64%<br>1.7p<br>As at<br>31.12.17<br>£bn<br>322p<br>276p   | 23<br>As at<br>30.09.17<br>£bn<br>327p<br>281p  |
| Profit before tax<br>Attributable profit<br>Return on average shareholders equify<br>Return on average tangible shareholders equify<br>Cost: income ratio<br>Basic earnings per share <sup>2</sup><br>Balance sheet and capital management <sup>3</sup><br>Net asset value per share<br>Tangible net asset value per share<br>Common equity tier 1 ratio <sup>4</sup>  | 3,544<br>9.5%<br>11.1%<br>62%<br>21.6p<br><b>As at</b><br><b>30.09.18</b><br>£bn<br>306p<br>260p<br>13.2%  | 171<br>0.7%<br>0.8%<br>64%<br>1.7p<br>As at<br>31.12.17<br>£bn<br>322p<br>276p<br>13.3%  | 23<br>As at<br>30.09.17<br>£bn<br>327p<br>281p<br>13.1%   |
| Profit before tax<br>Attributable profit<br>Return on average shareholders equify<br>Return on average tangible shareholders equify<br>Cost: income ratio<br>Basic earnings per share <sup>2</sup><br>Balance sheet and capital management <sup>3</sup><br>Net asset value per share<br>Tangible net asset value per share   | 3,544<br>9.5%<br>11.1%<br>62%<br>21.6p<br><b>As at</b><br><b>30.09.18</b><br>£bn<br>306p<br>260p   | 171<br>0.7%<br>0.8%<br>64%<br>1.7p<br>As at<br>31.12.17<br>£bn<br>322p<br>276p   | 23<br>As at<br>30.09.17<br>£bn<br>327p<br>281p  |
| Profit before tax<br>Attributable profit<br>Return on average shareholders equify<br>Return on average tangible shareholders equify<br>Cost: income ratio<br>Basic earnings per share <sup>2</sup><br>Balance sheet and capital management <sup>3</sup><br>Net asset value per share<br>Tangible net asset value per share<br>Common equity tier 1 ratio <sup>4</sup><br>Common equity tier 1 capital<br>Risk weighted assets  | 3,544<br>9.5%<br>11.1%<br>62%<br>21.6p<br><b>As at</b><br><b>30.09.18</b><br><b>£bn</b><br>306p<br>260p<br>13.2%<br>41.7                                   | 171<br>0.7%<br>0.8%<br>64%<br>1.7p<br>As at<br>31.12.17<br>£bn<br>322p<br>276p<br>13.3%<br>41.6  | 23<br>As at<br>30.09.17<br>£bn<br>327p<br>281p<br>13.1%<br>42.3                                   |
| Profit before tax<br>Attributable profit<br>Return on average shareholders equify<br>Return on average tangible shareholders equify<br>Cost: income ratio<br>Basic earnings per share <sup>2</sup><br>Balance sheet and capital management <sup>3</sup><br>Net asset value per share<br>Tangible net asset value per share<br>Common equity tier 1 ratio <sup>4</sup><br>Common equity tier 1 capital  | 3,544<br>9.5%<br>11.1%<br>62%<br>21.6p<br><b>As at</b><br><b>30.09.18</b><br><b>£bn</b><br>306p<br>260p<br>13.2%<br>41.7<br>316.2                          | 171<br>0.7%<br>0.8%<br>64%<br>1.7p<br>As at<br>31.12.17<br>£bn<br>322p<br>276p<br>13.3%<br>41.6<br>313.0   | 23<br>As at<br>30.09.17<br>£bn<br>327p<br>281p<br>13.1%<br>42.3<br>324.3                          |
| Profit before tax<br>Attributable profit<br>Return on average shareholders equify<br>Return on average tangible shareholders equify<br>Cost: income ratio<br>Basic earnings per share <sup>2</sup><br>Balance sheet and capital management <sup>3</sup><br>Net asset value per share<br>Tangible net asset value per share<br>Common equity tier 1 ratio <sup>4</sup><br>Common equity tier 1 capital<br>Risk weighted assets<br>Average UK leverage ratio   | 3,544<br>9.5%<br>11.1%<br>62%<br>21.6p<br><b>As at</b><br><b>30.09.18</b><br><b>£bn</b><br>306p<br>260p<br>13.2%<br>41.7<br>316.2<br>4.6%                  | 171<br>0.7%<br>0.8%<br>64%<br>1.7p<br><b>As at</b><br><b>31.12.17</b><br><b>£bn</b><br>322p<br>276p<br>13.3%<br>41.6<br>313.0<br>4.9%                  | 23<br>As at<br>30.09.17<br>£bn<br>327p<br>281p<br>13.1%<br>42.3<br>324.3<br>4.9%                  |
| Profit before tax<br>Attributable profit<br>Return on average shareholders equify<br>Return on average tangible shareholders equify<br>Cost: income ratio<br>Basic earnings per share <sup>2</sup><br>Balance sheet and capital management <sup>3</sup><br>Net asset value per share<br>Tangible net asset value per share<br>Common equity tier 1 ratio <sup>4</sup><br>Common equity tier 1 capital<br>Risk weighted assets<br>Average UK leverage ratio<br>Average tier 1 capital   | 3,544<br>9.5%<br>11.1%<br>62%<br>21.6p<br><b>As at</b><br><b>30.09.18</b><br><b>£bn</b><br>306p<br>260p<br>13.2%<br>41.7<br>316.2<br>4.6%<br>51.8          | 171<br>0.7%<br>0.8%<br>64%<br>1.7p<br><b>As at</b><br><b>31.12.17</b><br><b>£bn</b><br>322p<br>276p<br>13.3%<br>41.6<br>313.0<br>4.9%<br>51.2          | 23<br>As at<br>30.09.17<br>£bn<br>327p<br>281p<br>13.1%<br>42.3<br>324.3<br>4.9%<br>51.2          |
| Profit before tax<br>Attributable profit<br>Return on average shareholders equify<br>Return on average tangible shareholders equify<br>Cost: income ratio<br>Basic earnings per share <sup>2</sup><br>Balance sheet and capital management <sup>3</sup><br>Net asset value per share<br>Tangible net asset value per share<br>Common equity tier 1 ratio <sup>4</sup><br>Common equity tier 1 capital<br>Risk weighted assets<br>Average UK leverage ratio<br>Average UK leverage exposure   | 3,544<br>9.5%<br>11.1%<br>62%<br>21.6p<br><b>As at</b><br><b>30.09.18</b><br><b>£bn</b><br>306p<br>260p<br>13.2%<br>41.7<br>316.2<br>4.6%<br>51.8          | 171<br>0.7%<br>0.8%<br>64%<br>1.7p<br><b>As at</b><br><b>31.12.17</b><br><b>£bn</b><br>322p<br>276p<br>13.3%<br>41.6<br>313.0<br>4.9%<br>51.2          | 23<br>As at<br>30.09.17<br>£bn<br>327p<br>281p<br>13.1%<br>42.3<br>324.3<br>4.9%<br>51.2          |
| Profit before tax<br>Attributable profit<br>Return on average shareholders equify<br>Return on average tangible shareholders equify<br>Cost: income ratio<br>Basic earnings per share <sup>2</sup><br>Balance sheet and capital management <sup>3</sup><br>Net asset value per share<br>Tangible net asset value per share<br>Common equity tier 1 ratio <sup>4</sup><br>Common equity tier 1 ratio <sup>4</sup><br>Common equity tier 1 capital<br>Risk weighted assets<br>Average UK leverage ratio<br>Average UK leverage exposure<br>Funding and liquidity | 3,544<br>9.5%<br>11.1%<br>62%<br>21.6p<br><b>As at</b><br><b>30.09.18</b><br><b>£bn</b><br>306p<br>260p<br>13.2%<br>41.7<br>316.2<br>4.6%<br>51.8          | 171<br>0.7%<br>0.8%<br>64%<br>1.7p<br><b>As at</b><br><b>31.12.17</b><br><b>£bn</b><br>322p<br>276p<br>13.3%<br>41.6<br>313.0<br>4.9%<br>51.2          | 23<br>As at<br>30.09.17<br>£bn<br>327p<br>281p<br>13.1%<br>42.3<br>324.3<br>4.9%<br>51.2          |
| Profit before tax<br>Attributable profit<br>Return on average shareholders equify<br>Return on average tangible shareholders equify<br>Cost: income ratio<br>Basic earnings per share <sup>2</sup><br>Balance sheet and capital management <sup>3</sup><br>Net asset value per share<br>Tangible net asset value per share<br>Common equity tier 1 ratio <sup>4</sup><br>Common equity tier 1 capital<br>Risk weighted assets<br>Average UK leverage ratio<br>Average UK leverage exposure   | 3,544<br>9.5%<br>11.1%<br>62%<br>21.6p<br><b>As at</b><br><b>30.09.18</b><br><b>£bn</b><br>306p<br>260p<br>13.2%<br>41.7<br>316.2<br>4.6%<br>51.8<br>1,119 | 171<br>0.7%<br>0.8%<br>64%<br>1.7p<br><b>As at</b><br><b>31.12.17</b><br><b>£bn</b><br>322p<br>276p<br>13.3%<br>41.6<br>313.0<br>4.9%<br>51.2<br>1,045 | 23<br>As at<br>30.09.17<br>£bn<br>327p<br>281p<br>13.1%<br>42.3<br>324.3<br>4.9%<br>51.2<br>1,035 |

Loan: deposit ratio

83% 81% 80%

- 1 Refer to pages 43 to 51 for further information and calculations of performance measures excluding litigation and conduct.
- 2 The profit after tax attributable to other equity instrument holders of £522m (Q317 YTD: £458m) is offset by a tax credit recorded in reserves of £141m (Q317 YTD: £125m). The net amount of £381m (Q317 YTD: £333m), along with non-controlling interests, is deducted from profit after tax in order to calculate earnings per share and return on average tangible shareholders equity.
- 3 Capital, RWAs and leverage measures are calculated applying the transitional arrangements of the Capital Requirements Regulation (CRR). This includes IFRS 9 transitional arrangements.
- 4 The fully loaded CET1 ratio was 12.8%, with £40.5bn of CET1 capital and £316bn of RWAs, calculated without applying the transitional arrangements of the CRR.

**Barclays PLC** 

#### **Group Performance Review**

#### **Group performance**

Profit before tax was £3,120m (Q317 YTD: £3,448m). Excluding litigation and conduct charges, profit before tax increased 23% to £5,267m driven by a 53% improvement in credit impairment charges and a 3% reduction in operating expenses. The 5% depreciation of average USD against GBP adversely impacted profits and income, and positively impacted credit impairment charges and operating expenses

Total income was £16,063m (Q317 YTD: £16,054m). Barclays UK income was stable, while Barclays International income declined 2% reflecting stable income in CIB and a 7% reduction in Consumer, Cards and Payments, primarily due to prior year one-off gains as a result of management de-risking actions. Head Office income was a net expense of £262m (Q317 YTD: income of £8m), and the Group benefited from the non-recurrence of negative income associated with the former Non-Core division, which was closed on 1 July 2017

Credit impairment charges decreased 53% to £825m primarily due to improved consensus-based macroeconomic forecasts in the UK and US, single name recoveries in wholesale banking, portfolio adjustments as IFRS 9 continues to embed, and the impact of repositioning the US cards portfolio towards a lower risk mix. The Barclays Group loan loss rate was 33bps (Q317 YTD: 55bps)

Barclays adopted IFRS 9, Financial Instruments from 1 January 2018, requiring the recognition of impairment earlier in the lifecycle of a product having considered forward-looking information. As experienced in the year to date, the impairment measurement and resulting charge has been more volatile in response to the impacts from an improved consensus-based macroeconomic outlook, higher than expected seasonality and single name recoveries. These impacts are not expected to repeat in a stable economic and credit environment. In addition, the year to date impairment charge included a non-recurring reduction from portfolio adjustments as IFRS 9 continues to be embedded within our business as usual process and controls including the performance of impairment models

The cost: income ratio was 76% (Q317 YTD: 69%)

Operating expenses of £12,150m (Q317 YTD: £11,087m) included litigation and conduct charges of £2,147m (Q317 YTD: £824m), excluding which, operating expenses reduced to £10,003m (Q317 YTD: £10,263m). This 3% reduction reflected the non-recurrence of costs associated with the former Non-Core division, while costs increased 2% in Barclays UK and were stable in Barclays International primarily due to investments in businesses and digitising the bank. The cost: income ratio, excluding litigation and conduct, reduced to 62% (Q317 YTD: 64%)

Other net income declined to £32m (Q317 YTD: £244m) primarily reflecting the non-recurrence of gains on the sales of Barclays share in VocaLink and a joint venture in Japan in Q217

The effective tax rate was 31.3% (Q317 YTD: 32.0%). Excluding litigation and conduct, the underlying effective tax rate was 20.0% (Q317 YTD: 26.4%), with the year-on-year reduction primarily due to the reduction in the US federal corporate income tax rate under the US Tax Cuts and Jobs Act and the beneficial impact of adjustments to prior periods recognised in 2018. The Group s underlying effective rate for the full year 2018 and future periods is expected to be in the mid-20 percents

RoE was 4.1% (Q317 YTD: negative 1.2%) and earnings per share was 9.4p (Q317 YTD: loss per share of 3.0p)

RoTE was 11.1% (Q317 YTD: 0.8%) and earnings per share was 21.6p (Q317 YTD: 1.7p), excluding litigation and conduct

NAV per share was 306p (December 2017: 322p)

TNAV per share was 260p (December 2017: 276p) as 21.6p of earnings per share, excluding litigation and conduct, was more than offset by 4.5p per share paid in dividends, the impact of the implementation of IFRS 9 and litigation and conduct charges in Q118. TNAV per share increased 1p in the quarter

#### **Barclays UK**

RoE was 9.4% (Q317 YTD: 6.2%)

RoTE excluding litigation and conduct decreased to 18.9% (Q317 YTD: 19.8%). Including PPI charges of £400m (Q317 YTD: £700m) RoTE was 12.7% (Q317 YTD: 9.4%)

Total income was stable at £5,520m (Q317 YTD: £5,513m)

Personal Banking income decreased 3% to £3,008m reflecting the non-recurrence of a valuation gain on Barclays preference shares in Visa Inc. in Q117 and the realignment of clients from Barclays UK to Barclays International as part of structural reform

Barclaycard Consumer UK income increased 3% to £1,582m

Business Banking income increased 5% to £930m driven by the realignment of clients from Barclays International to Barclays UK, as part of structural reform, partially offset by the non-recurrence of the Visa gain

Net interest margin decreased 31bps to 3.24% reflecting the integration of the Education, Social Housing and Local Authority (ESHLA) portfolio and margin pressure

**Barclays PLC** 

#### **Group Performance Review**

Credit impairment charges decreased 12% to £530m due to improved consensus-based macroeconomic forecasts, partially offset by one-off charges in Business Banking. The 30 and 90 day arrears rates in UK cards remained stable at 1.8% (Q317: 1.8%) and 0.9% (Q317: 0.9%) respectively

Operating expenses were £3,429m. The cost: income ratio was 62% (Q317 YTD: 66%)

Operating expenses excluding litigation and conduct increased 2% to £2,961m as continued investment in digitising the bank and inflationary pressures were partially offset by lower costs of setting up the ring-fenced bank and cost efficiencies. The cost: income ratio excluding litigation and conduct was 54% (Q317 YTD: 53%)

RoTE excluding litigation and conduct decreased to 18.9% (Q317 YTD: 19.8%) driven by the integration of the ESHLA portfolio, partially offset by an increase in profit before tax of 2% to £2,034m

RWAs increased to £74.8bn (December 2017: £70.9bn) primarily due to regulatory methodology changes for the ESHLA portfolio and growth in the mortgage book Barclays International

Profit before tax was £3,560m. RoE was 10.8% (Q317 YTD: 9.1%). CIB RoE was 9.5% (Q317 YTD: 8.0%) and Consumer, Cards and Payments RoE was 17.0% (Q317 YTD: 14.1%)

Profit before tax excluding litigation and conduct increased 11% to £3,654m resulting in a double digit RoTE of 11.6% (Q317 YTD: 10.1%), reflecting improved returns in both CIB, and Consumer, Cards and Payments of 9.7% and 21.7% (Q317 YTD: 8.4% and 19.4%) respectively

The 5% depreciation of average USD against GBP adversely impacted profits and income, and positively impacted credit impairment charges and operating expenses

Total income decreased 2% to £10,805m

CIB income was stable at £7,614m (Q317 YTD: £7,626m) as a 12% increase in Markets income to £3,955m was offset by a 7% decrease in Banking income to £3,756m

FICC income increased 1% to £2,293m as continued strong performance in foreign exchange was offset by a decline in credit income

Equities income increased 31% to £1,662m reflecting an improved performance in derivatives from increased client activity and a continued strong performance in equity financing

Banking fee income decreased 5% to  $\pounds$ 1,906m, following a strong Q317 YTD. Banking global fee share for Q318 YTD increased since FY17

Corporate lending income declined 23% to £635m driven by lower lending balances, including the redeployment of RWAs within CIB, and the realignment of clients between Barclays UK and Barclays International as part of structural reform

Transaction banking income was stable at  $\pounds1,215m$  (Q317 YTD:  $\pounds1,221m$ ) as growth in deposits and transactions was offset by the impact of the realignment of clients between Barclays UK and Barclays International as part of structural reform

Consumer, Cards and Payments income decreased 7% to £3,191m driven by the non-recurrence of a £192m gain relating to an asset sale in US cards in Q117, a £74m valuation gain on Barclays preference shares in Visa Inc. in Q117 and a negative £41m revaluation of the same shares in Q318, partially offset by continued underlying growth in US cards and a £53m gain on sale of a US cards portfolio in Q218

Credit impairment charges decreased 73% to £304m including portfolio adjustments as IFRS 9 continues to embed

CIB credit impairment charges decreased to a release of £185m (Q317 YTD: charge of £86m) primarily due to single name recoveries and improved consensus-based macroeconomic forecasts

Consumer, Cards and Payments credit impairment charges decreased 53% to £489m reflecting the non-recurrence of a £168m charge in Q317 relating to deferred consideration from the Q117 asset sale in US cards, improved consensus-based macroeconomic forecasts in the US, the impact of repositioning the US cards portfolio towards a lower risk mix and repayment of certain US card balances following higher than expected seasonality in Q218

Operating expenses increased 1% to £6,977m

CIB operating expenses decreased 1% to £5,303m reflecting the reduction of structural reform costs, and the reduced impact of the change in compensation awards introduced in Q416, offset by continued investment

Consumer, Cards and Payments operating expenses increased 8% to £1,674m. Excluding litigation and conduct operating expenses increased 5% to £1,625m including continued growth and investment, primarily within the US cards and merchant acquiring businesses

Other net income decreased to £36m (Q317 YTD: £233m) due to the non-recurrence of a gain of £109m on the sale of Barclays share in VocaLink to MasterCard and a gain of £76m on the sale of a joint venture in Japan in Q217

RWAs increased to £214.6bn (December 2017: £210.3bn) driven by the appreciation of period end USD against GBP and increased lending in Consumer, Cards and Payments

**Barclays PLC** 

#### **Group Performance Review**

#### **Head Office**

Loss before tax was £2,006m (Q317 YTD: £469m) driven by litigation and conduct charges of £1,585m (Q317 YTD: £76m) primarily related to the £1.4bn settlement with the US DoJ relating to RMBS. Excluding litigation and conduct, loss before tax was £421m (Q317 YTD: £393m)

Total income reduced to an expense of £262m (Q317 YTD: income of £8m) reflecting certain legacy capital instrument funding costs of £263m now charged to Head Office, hedge accounting and an increased net expense from treasury operations. This was partially offset by a one-off gain of £155m from the settlement of receivables relating to the Lehman Brothers acquisition

Operating expenses were £1,744m (Q317 YTD: £277m)

Operating expenses excluding litigation and conduct reduced to £159m (Q317 YTD: £201m) driven by lower costs associated with legacy Non-Core assets and businesses, which were integrated on 1 July 2017

Other net expenses were  $\pounds 9m$  (Q317 YTD:  $\pounds 186m$ ) due to the non-recurrence of a  $\pounds 180m$  expense in Q217 on the recycling of the currency translation reserve to the income statement on the sale of Barclays Bank Egypt

RWAs decreased to £26.8bn (December 2017: £31.8bn) reflecting the net reduction due to Barclays Africa Group Limited (BAGL) regulatory deconsolidation

#### Group capital and leverage

Barclays CET1 ratio decreased to 13.2% (December 2017: 13.3%) due to an increase in RWAs of £3.2bn to £316.2bn whilst CET1 capital increased by £0.1bn to £41.7bn

The increase in RWAs reflected appreciation of period end USD against GBP, increased lending in Consumer, Cards and Payments and regulatory methodology changes for the ESHLA portfolio in Barclays UK, offset by the net reduction due to BAGL regulatory deconsolidation

 $\pounds$ 2bn of organic capital generation from profits, after absorbing the impacts of litigation and conduct charges, was largely offset by  $\pounds$ 1.2bn of regulatory deductions for dividends paid and foreseen and  $\pounds$ 0.5bn of pension deficit contributions

The average UK leverage ratio decreased to 4.6% (December 2017: 4.9%) primarily driven by increased exposures due to securities financing transactions (SFTs) and trading portfolio assets

#### Group funding and liquidity

The Barclays Group continued to maintain surpluses to its internal and regulatory liquidity requirements. The liquidity pool decreased to  $\pounds 213$ bn (December 2017:  $\pounds 220$ bn) driven largely by the deployment of funding to support business growth. The liquidity coverage ratio (LCR) increased to 161% (December 2017: 154%), equivalent to a surplus of  $\pounds 80$ bn (December 2017:  $\pounds 75$ bn) to the 100% requirement, following a net decline in business stresses

Wholesale funding outstanding (excluding repurchase agreements) was £151bn (December 2017: £144bn). In the nine months to September 2018, Barclays Group issued £10bn of minimum requirement for own funds and eligible liabilities (MREL) instruments from Barclays PLC (the Parent company) in a range of different currencies. Barclays Bank PLC continued to issue in the shorter term markets and Barclays Bank UK PLC issued in the shorter term and secured markets, helping to maintain their stable and diversified funding bases. Notable issuances have included \$3bn 3 year senior unsecured notes from Barclays Bank PLC and a £1.25bn 5 year covered bond from Barclays Bank UK PLC. Barclays Group has continued to reduce its reliance on short-term wholesale funding, where the proportion maturing in less than 1 year fell to 29% (December 2017: 31%)

#### **Other matters**

In Q118 Barclays reached a settlement with the US DoJ to resolve the civil complaint brought by the DoJ in December 2016 relating to RMBS sold by Barclays between 2005 and 2007. Barclays paid a civil monetary penalty of \$2,000m (£1,420m)

Additional charges of £400m (Q317 YTD: £700m) relating to PPI were recognised in Q118 mainly as a result of continued higher complaints flow. The remaining PPI provision as at 30 September 2018 was £1.1bn (December 2017: £1.6bn) to cover claims through to the deadline of 29 August 2019. Management views its current PPI provision as appropriate, but will continue to closely monitor complaint trends and the associated provision adequacy

On 1 April 2018 Barclays successfully established its ring-fenced bank, Barclays Bank UK PLC, after receiving approval from the Prudential Regulation Authority (PRA) and the High Court of Justice of England and Wales to implement the ring-fencing transfer scheme under Part VII of the Financial Services Markets Act 2000

**Barclays PLC** 

#### **Group Performance Review**

The PRA agreed to Barclays fully deconsolidating BAGL for regulatory reporting purposes effective 30 June 2018. Barclays had been applying proportional consolidation for regulatory purposes since Q217. Barclays shareholding in BAGL of 14.9% is now treated as a 250% risk weighted asset

On 21 May 2018 Barclays announced that the Crown Court had dismissed all of the charges that had been brought by the Serious Fraud Office (SFO) against Barclays PLC and Barclays Bank PLC regarding matters which arose in the context of Barclays capital raisings in 2008. On 23 July 2018 the SFO made an application to the High Court seeking to reinstate against Barclays PLC and Barclays Bank PLC all of the charges dismissed by the Crown Court. Barclays is defending the application brought by the SFO before the High Court in late October

Following regulatory approval, Barclays is proceeding with the redemption of the \$2.65bn 8.125% Series 5 Non-Cumulative Callable Dollar Preference Shares and \$2bn 8.25% Additional Tier 1 (AT1) securities, to be effected on 15 December 2018. The redemptions will result in an ongoing earnings benefit, and will result in a pro-forma decrease of 33bps to the 30 September 2018 CET1 ratio due to these instruments being held on the balance sheet at historical FX rates

**Barclays PLC** 

### **Results by Business**

### **Barclays UK**

|   | Nine months ended 30.09.18 | Nine months ended 30.09.17 |          |
|---|----------------------------|----------------------------|----------|
| Income statement information                        | £m                         | £m                         | % Change |
| Net interest income                                 | 4,515                      | 4,546                      | (1)      |
| Net fee, commission and other income                | 1,005                      | 967                        | 4        |
| Total income  | 5,520                      | 5,513                      | -        |
| Credit impairment charges and other provisions      | (530)                      | (599)                      | 12       |
| Net operating income                                | 4,990                      | 4,914                      | 2        |
| Operating expenses excluding litigation and conduct | (2,961)                    | (2,913)                    | (2)      |
| Litigation and conduct <sup>1</sup>                 | (468)                      | (706)                      | 34       |
| Operating expenses                                  | (3,429)                    | (3,619)                    | 5        |
| Other net income                                    | 5                          | -                          |          |
| Profit before tax                                   | 1,566                      | 1,295                      | 21       |
| Attributable profit                                 | 926                        | 608                        | 52       |

|   | As at 30.09.18 | As at 31.12.17 |                |
|---|----------------|----------------|----------------|
|   |                |                | As at 30.09.17 |
| Balance sheet information                         | £bn            | £bn            | £bn            |
| Loans and advances to customers at amortised cost | 186.7          | 183.8          | 182.2          |
| Total assets                                      | 252.0          | 237.4          | 230.4          |
| Customer deposits at amortised cost               | 195.8          | 193.4          | 189.3          |
| Loan: deposit ratio                               | 96%            | 95%            | 97%            |
| Risk weighted assets                              | 74.8           | 70.9           | 70.0           |

|  | Nine months | Nine months |          |
|--|-------------|-------------|----------|
|  | ended       | ended       |          |
| Performance measures   | 30.09.18    | 30.09.17    |          |
| Return on average allocated equity                                 | 9.4%        | 6.2%        |          |
| Return on average allocated tangible equity                        | 12.7%       | 9.4%        |          |
| Average allocated equity (£bn)                                     | 13.5        | 13.7        |          |
| Average allocated tangible equity (£bn)                            | 10.0        | 9.0         |          |
| Cost: income ratio   | 62%         | 66%         |          |
| Loan loss rate (bps)   | 37          | 43          |          |
| Net interest margin  | 3.24%       | 3.55%       |          |
|  |             |             |          |
| Performance measures excluding litigation and conduct <sup>1</sup> | £m          | £m          | % Change |
| Profit before tax  | 2,034       | 2,001       | 2        |
| Attributable profit  | 1,386       | 1,304       | 6        |
| Return on average allocated equity                                 | 13.9%       | 13.0%       |          |
| Return on average allocated tangible equity                        | 18.9%       | 19.8%       |          |
| Cost: income ratio   | 54%         | 53%         |          |

1 Refer to pages 43 to 51 for further information and calculations of performance measures excluding litigation and conduct.

**Barclays PLC** 

### **Results by Business**

# Analysis of Barclays UK

| Analysis of total income<br>Personal Banking<br>Barclaycard Consumer UK<br>Business Banking<br>Total income | Nine months ended<br>30.09.18<br>£m<br>3,008<br>1,582<br>930<br>5,520 | Nine months ended<br>30.09.17<br>fm<br>3,098<br>1,532<br>883<br>5,513 | % Change<br>(3)<br>3<br>5<br>- |
|---|---|---|--------------------------------|
| Analysis of credit impairment charges and other provisions  |   |   |                                |
| Personal Banking  | (129)   | (165)   | 22                             |
| Barclaycard Consumer UK   | (340)   | (417)   | 18                             |
| Business Banking  | (61)  | (17)  |                                |
| Total credit impairment charges and other provisions  | (530)   | (599)   | 12                             |
|   |   |   |                                |
|   | As at 30.09.18  | As at 31.12.17  | As at 30.09.17                 |
| Analysis of loans and advances to customers at amortised cost   | £bn   | £bn   | £bn                            |
| Personal Banking  | 145.4   | 141.3   | 140.4                          |
| Barclaycard Consumer UK   | 15.3  | 16.4  | 16.3                           |
| Business Banking  | 26.0  | 26.1  | 25.5                           |
| Total loans and advances to customers at amortised cost   | 186.7   | 183.8   | 182.2                          |
| Analysis of customer deposits at amortised cost   |   |   |                                |
| Personal Banking<br>Barclaycard Consumer UK   | 153.4   | 153.1   | 152.1                          |
| Business Banking  | 42.4  | 40.3  | 37.2                           |
| Total customer deposits at amortised cost   | 195.8   | 193.4   | 189.3                          |

Barclays PLC

### **Results by Business**

### **Barclays International**

|   | Nine months ended 30.09.18 | Nine months ended 30.09.17 |          |
|---|----------------------------|----------------------------|----------|
| Income statement information                        | £m                         | £m                         | % Change |
| Net interest income                                 | 2,831                      | 3,320                      | (15)     |
| Net trading income                                  | 3,613                      | 3,036                      | 19       |
| Net fee, commission and other income                | 4,361                      | 4,707                      | (7)      |
| Total income  | 10,805                     | 11,063                     | (2)      |
| Credit impairment charges and other provisions      | (304)                      | (1,120)                    | 73       |
| Net operating income                                | 10,501                     | 9,943                      | 6        |
| Operating expenses excluding litigation and conduct | (6,883)                    | (6,893)                    | -        |
| Litigation and conduct <sup>1</sup>                 | (94)                       | (14)                       |          |
| Operating expenses                                  | (6,977)                    | (6,907)                    | (1)      |
| Other net income                                    | 36                         | 233                        | (85)     |
| Profit before tax                                   | 3,560                      | 3,269                      | 9        |
| Attributable profit                                 | 2,513                      | 2,015                      | 25       |

|   | As at 30.09.18 | As at 31.12.17 |                |
|---|----------------|----------------|----------------|
|   |                |                | As at 30.09.17 |
| Balance sheet information                                   | £bn            | £bn            | £bn            |
| Loans and advances at amortised cost                        | 132.4          | 126.8          | 134.4          |
| Trading portfolio assets                                    | 124.6          | 113.0          | 91.2           |
| Derivative financial instrument assets                      | 214.8          | 236.2          | 242.8          |
| Derivative financial instrument liabilities                 | 213.7          | 237.8          | 242.9          |
| Financial assets at fair value through the income statement | 147.8          | 104.1          | 103.7          |
| Total assets  | 900.2          | 856.1          | 867.1          |
| Deposits at amortised cost                                  | 200.3          | 187.3          | 191.9          |
| Loan: deposit ratio   | 66%            | 68%            | 70%            |
| Risk weighted assets  | 214.6          | 210.3          | 218.2          |

|   | Nine months | Nine months |
|---|-------------|-------------|
|   | ended       | ended       |
| Performance measures                        | 30.09.18    | 30.09.17    |
| Return on average allocated equity          | 10.8%       | 9.1%        |
| Return on average allocated tangible equity | 11.3%       | 10.0%       |
| Average allocated equity (£bn)              | 32.2        | 30.7        |
| Average allocated tangible equity (£bn)     | 30.9        | 28.0        |
| Cost: income ratio                          | 65%         | 62%         |
| Loan loss rate (bps)                        | 30          | 67          |
| Net interest margin                         | 4.15%       | 4.10%       |

| Performance measures excluding litigation and conduct <sup>1</sup> | £m    | £m    | % Change |
|--|-------|-------|----------|
| Profit before tax  | 3,654 | 3,283 | 11       |
| Attributable profit  | 2,585 | 2,025 | 28       |
| Return on average allocated equity                                 | 11.1% | 9.2%  |          |
| Return on average allocated tangible equity                        | 11.6% | 10.1% |          |
| Cost: income ratio   | 64%   | 62%   |          |

1 Refer to pages 43 to 51 for further information and calculations of performance measures excluding litigation and conduct.

**Barclays PLC** 

### **Results by Business**

### **Analysis of Barclays International**

| Compared and Investment Deals                             | Nine months ended | Nine months ended |                |
|---|-------------------|-------------------|----------------|
| Corporate and Investment Bank                             | 30.09.18          | 30.09.17          |                |
| Income statement information                              | £m                | £m                | % Change       |
| FICC <sup>1</sup>   | 2,293             | 2,268             | 1              |
| Equities  | 1,662             | 1,267             | 31             |
| Markets   | 3,955             | 3,535             | 12             |
| Banking fees  | 1,906             | 2,007             | (5)            |
| Corporate lending   | 635               | 824               | (23)           |
| Transaction banking                                       | 1,215             | 1,221             | -              |
| Banking   | 3,756             | 4,052             | (7)            |
| Other   | (97)              | 39                |                |
| Total income  | 7,614             | 7,626             | -              |
| Credit impairment releases/(charges) and other provisions | 185               | (86)              |                |
| Net operating income                                      | 7,799             | 7,540             | 3              |
| Operating expenses excluding litigation and conduct       | (5,258)           | (5,346)           | 2              |
| Litigation and conduct <sup>2</sup>                       | (45)              | (12)              |                |
| Operating expenses  | (5,303)           | (5,358)           | 1              |
| Other net income  | 12                | 126               | (90)           |
| Profit before tax   | 2,508             | 2,308             | 9              |
|   |                   |                   |                |
|   | As at 30.09.18    | As at 31.12.17    |                |
|   |                   |                   | As at 30.09.17 |
| Balance sheet information                                 | £bn               | £bn               | £bn            |
| Loans and advances at amortised cost                      | 93.3              | 88.2              | 95.4           |
| Deposits at amortised cost                                | 93.5<br>137.6     | 128.0             | 133.4          |
| Risk weighted assets                                      | 175.9             | 128.0             | 135.4          |
| KISK weighted assets                                      | 175.9             | 170.2             | 163.2          |
|   |                   |                   |                |
|   | Nine months       | Nine months       |                |
|   | ended             | ended             |                |
| Performance measures                                      | 30.09.18          | 30.09.17          |                |
| Return on average allocated equity                        | 9.5%              | 8.0%              |                |
| Return on average allocated tangible equity               | 9.6%              | 8.4%              |                |
| Average allocated equity (£bn)                            | 26.3              | 25.0              |                |
| Average allocated tangible equity (£bn)                   | 26.0              | 23.8              |                |
|   |                   |                   |                |

| Performance measures excluding litigation and conduct <sup>2</sup> | £m    | £m    | % Change |
|--|-------|-------|----------|
| Profit before tax  | 2,553 | 2,320 | 10       |
| Return on average allocated equity                                 | 9.6%  | 8.0%  |          |
| Return on average allocated tangible equity                        | 9.7%  | 8.4%  |          |

1 Fixed income, currencies and commodities (FICC) is composed of Credit and Macro income.

2 Refer to pages 43 to 51 for more information and calculations of performance measures excluding litigation and conduct.

**Barclays PLC** 

### **Results by Business**

### **Analysis of Barclays International**

|   | Nine months ended | Nine months ended |                |
|---|-------------------|-------------------|----------------|
| Consumer, Cards and Payments                        | 30.09.18          | 30.09.17          |                |
| Income statement information                        | £m                | £m                | % Change       |
| Total income  | 3,191             | 3,437             | (7)            |
| Credit impairment charges and other provisions      | (489)             | (1,034)           | 53             |
| Net operating income                                | 2,702             | 2,403             | 12             |
| Operating expenses excluding litigation and conduct | (1,625)           | (1,547)           | (5)            |
| Litigation and conduct <sup>1</sup>                 | (49)              | (2)               |                |
| Operating expenses                                  | (1,674)           | (1,549)           | (8)            |
| Other net income                                    | 24                | 107               | (78)           |
| Profit before tax                                   | 1,052             | 961               | 9              |
|   |                   |                   |                |
|   | As at 30.09.18    | As at 31.12.17    |                |
|   |                   |                   | As at 30.09.17 |
| Balance sheet information                           | £bn               | £bn               | £bn            |
| Loans and advances at amortised cost                | 39.1              | 38.6              | 39.0           |
| Deposits at amortised cost                          | 62.7              | 59.3              | 58.5           |
| Risk weighted assets                                | 38.7              | 34.1              | 33.0           |
|   |                   |                   |                |
|   | Nine months       | Nine months       |                |
|   | ended             | ended             |                |
| Performance measures                                | 30.09.18          | 30.09.17          |                |
| Return on average allocated equity                  | 17.0%             | 14.1%             |                |
| Return on average allocated tangible equity         | 20.7%             | 19.3%             |                |
| Average allocated equity (£bn)                      | 5.9               | 5.7               |                |
| Average allocated tangible equity (£bn)             | 4.9               | 4.2               |                |

| Average allocated tangible equity (£bn)                            | 4.9   | 4.2   |          |
|--|-------|-------|----------|
|  |       |       |          |
| Performance measures excluding litigation and conduct <sup>1</sup> | £m    | £m    | % Change |
| Profit before tax  | 1,101 | 963   | 14       |
| Return on average allocated equity                                 | 17.8% | 14.2% |          |
| Return on average allocated tangible equity                        | 21.7% | 19.4% |          |

1 Refer to pages 43 to 51 for more information and calculations of performance measures excluding litigation and conduct.

**Barclays PLC** 

### **Results by Business**

### **Head Office**

| <ul> <li>Income statement information</li> <li>Net interest income</li> <li>Net fee, commission and other income</li> <li>Total income</li> <li>Credit impairment releases/(charges) and other provisions</li> <li>Net operating expenses</li> <li>Operating expenses excluding litigation and conduct</li> <li>Litigation and conduct<sup>1</sup></li> <li>Operating expenses</li> <li>Other net expenses</li> <li>Loss before tax</li> <li>Attributable loss</li> </ul> | Nine months ended<br>30.09.18<br>fm<br>(580)<br>318<br>(262)<br>9<br>(253)<br>(159)<br>(1,585)<br>(1,744)<br>(9)<br>(2,006)<br>(1,969)<br>As at 30.09.18 | Nine months ended<br>30.09.17<br>fm<br>(181)<br>189<br>8<br>(14)<br>(6)<br>(201)<br>(76)<br>(277)<br>(186)<br>(469)<br>(497)<br>As at 31.12.17 | % Change<br>68<br>21<br>95            |
|---|--|--|---------------------------------------|
| <b>Balance sheet information</b><br>Total assets<br>Risk weighted assets  | £bn<br>18.6<br>26.8<br>Nine months ended   | £bn<br>39.7<br>31.8<br>Nine months ended   | As at 30.09.17<br>£bn<br>51.7<br>36.1 |
| <b>Performance measures</b>   | 30.09.18   | 30.09.17   |                                       |
| Average allocated equity (£bn)  | 6.2  | 9.9  |                                       |
| Average allocated tangible equity (£bn)   | 3.2  | 9.0  |                                       |
| <b>Performance measures excluding litigation and conduct<sup>1</sup></b>  | £m   | £m   | % Change                              |
| Loss before tax   | (421)  | (393)  | (7)                                   |
| Attributable loss   | (427)  | (424)  | (1)                                   |

1 Refer to pages 43 to 51 for further information and calculations of performance measures excluding litigation and conduct.

**Barclays PLC** 

# Quarterly Results Summary

# **Barclays Group**

|  | Q318    | Q218    | Q118    | Q417    | <b>Q317</b> | Q217 <sup>1</sup> | Q117 <sup>1</sup> | <b>Q416</b> <sup>1</sup> |
|--|---------|---------|---------|---------|-------------|-------------------|-------------------|--------------------------|
| Income statement information                                   | £m      | £m      | £m      | £m      | £m          | £m                | £m                | £m                       |
| Net interest income  | 2,388   | 2,190   | 2,188   | 2,272   | 2,475       | 2,579             | 2,519             | 2,523                    |
| Net fee, commission and other income                           | 2,741   | 3,386   | 3,170   | 2,750   | 2,698       | 2,479             | 3,304             | 2,469                    |
| Total income   | 5,129   | 5,576   | 5,358   | 5,022   | 5,173       | 5,058             | 5,823             | 4,992                    |
| Credit impairment charges and other provisions                 | (254)   | (283)   | (288)   | (573)   | (709)       | (527)             | (527)             | (653)                    |
| Net operating income   | 4,875   | 5,293   | 5,070   | 4,449   | 4,464       | 4,531             | 5,296             | 4,339                    |
| Operating expenses excluding UK bank levy and litigation and   |         |         |         |         |             |                   |                   |                          |
| conduct  | (3,329) | (3,310) | (3,364) | (3,621) | (3,274)     | (3,398)           | (3,591)           | (3,812)                  |
| UK bank levy   | -       | -       | -       | (365)   | -           | -                 | -                 | (410)                    |
| Litigation and conduct <sup>2</sup>                            | (105)   | (81)    | (1,961) | (383)   | (81)        | (715)             | (28)              | (97)                     |
| Operating expenses   | (3,434) | (3,391) | (5,325) | (4,369) | (3,355)     | (4,113)           | (3,619)           | (4,319)                  |
| Other net income/(expenses)                                    | 20      | (7)     | 19      | 13      | (2)         | 241               | 5                 | 310                      |
| Profit/(loss) before tax                                       | 1,461   | 1,895   | (236)   | 93      | 1,107       | 659               | 1,682             | 330                      |
| Tax (charge)/credit  | (240)   | (433)   | (304)   | (1,138) | (324)       | (305)             | (473)             | 50                       |
| Profit/(loss) after tax in respect of continuing operations    | 1,221   | 1,462   | (540)   | (1,045) | 783         | 354               | 1,209             | 380                      |
| (Loss)/profit after tax in respect of discontinued operation   | -       | -       | -       | -       | -           | (1,537)           | (658)             | 71                       |
|  |         |         |         |         |             |                   |                   |                          |
| Attributable to:   |         |         |         |         |             |                   |                   |                          |
| Ordinary equity holders of the parent                          | 1,002   | 1,232   | (764)   | (1,294) | 583         | (1,401)           | 190               | 99                       |
| Other equity instrument holders                                | 176     | 175     | 171     | 181     | 157         | 162               | 139               | 139                      |
| Non-controlling interests in respect of continuing operations  | 43      | 55      | 53      | 68      | 43          | 59                | 79                | 90                       |
| Non-controlling interests in respect of discontinued operation | -       | -       | -       | -       | -           | (3)               | 143               | 123                      |
|  |         |         |         |         |             |                   |                   |                          |
| Balance sheet information                                      | £bn     | £bn     | £bn     | £bn     | £bn         | £bn               | £bn               | £bn                      |
| Total assets   | 1,170.8 | 1,149.6 | 1,142.2 | 1,133.2 | 1,149.3     | 1,135.3           | 1,203.8           | 1,213.1                  |
| Net asset value per share                                      | 306p    | 305p    | 296p    | 322p    | 327p        | 329p              | 341p              | 344p                     |
| Tangible net asset value per share                             | 260p    | 259p    | 251p    | 276p    | 281p        | 284p              | 292p              | 290p                     |
| Risk weighted assets   | 316.2   | 319.3   | 317.9   | 313.0   | 324.3       | 327.4             | 360.9             | 365.6                    |
| Average UK leverage exposure                                   | 1,119.0 | 1,081.8 | 1,089.9 | 1,044.6 | 1,035.1     | 1,092.2           | 1,130.4           | 1,137.3                  |
|  |         |         |         |         |             |                   |                   |                          |
| Performance measures   |         |         |         |         |             |                   |                   |                          |
| Return on average shareholders equity                          | 8.0%    | 10.0%   | (5.5%)  | (8.9%)  | 4.4%        | (9.4%)            | 1.6%              | 1.0%                     |
| Return on average tangible shareholders equity                 | 9.4%    | 11.8%   | (6.5%)  | (10.3%) | 5.1%        | (11.0%)           | 1.8%              | 1.1%                     |
| Average shareholders equity (£bn)                              | 52.5    | 51.3    | 52.0    | 55.9    | 56.6        | 57.5              | 58.5              | 58.0                     |
| Average tangible shareholders equity (£bn)                     | 44.6    | 43.5    | 44.2    | 48.1    | 48.9        | 49.3              | 49.4              | 48.9                     |
| Cost: income ratio   | 67%     | 61%     | 99%     | 87%     | 65%         | 81%               | 62%               | 87%                      |
| Loan loss rate (bps)   | 30      | 35      | 36      | 56      | 66          | 49                | 47                | 58                       |
| Basic earnings/(loss) per share                                | 6.1p    | 7.5p    | (4.2p)  | (7.3p)  | 3.7p        | (8.0p)            | 1.3p              | 0.8p                     |
|  |         |         |         |         |             |                   |                   |                          |
| Performance measures excluding litigation                      |         |         |         |         |             |                   |                   |                          |
| and conduct <sup>2</sup>                                       | £m      | £m      | £m      | £m      | £m          | £m                | £m                | £m                       |
| Profit before tax  | 1,566   | 1,976   | 1,725   | 476     | 1,188       | 1,374             | 1,710             | 427                      |
| Attributable profit/(loss)                                     | 1,087   | 1,291   | 1,166   | (943)   | 660         | (698)             | 209               | 151                      |
| Return on average shareholders equity                          | 8.6%    | 10.4%   | 9.3%    | (6.4%)  | 5.0%        | (4.5%)            | 1.7%              | 1.3%                     |
| Return on average tangible shareholders equity                 | 10.2%   | 12.3%   | 11.0%   | (7.4%)  | 5.7%        | (5.3%)            | 2.0%              | 1.6%                     |
| Cost: income ratio   | 65%     | 59%     | 63%     | 79%     | 63%         | 67%               | 62%               | 85%                      |
| Basic earnings/(loss) per share                                | 6.6p    | 7.8p    | 7.1p    | (5.3p)  | 4.1p        | (3.8p)            | 1.5p              | 1.1p                     |
|  |         |         |         |         |             |                   |                   |                          |

- 1 Results included Barclays Non-Core and the Africa Banking discontinued operation; refer to pages 26 to 27 for further detail.
- 2 Refer to pages 43 to 51 for further information and calculations of performance measures excluding litigation and conduct.

**Barclays PLC** 

### **Quarterly Results by Business**

### **Barclays UK**

|  | Q318    | Q218   | Q118             | Q417       | Q317       | Q217              | Q117       | Q416       |
|--|---------|--------|------------------|------------|------------|-------------------|------------|------------|
| Income statement information                                 | £m      | £m     | £m               | £m         | £m         | £m                | £m         | £m         |
| Net interest income  | 1,529   | 1,493  | 1,493            | 1,540      | 1,501      | 1,534             | 1,511      | 1,502      |
| Net fee, commission and other income                         | 367     | 343    | 295              | 330        | 351        | 286               | 330        | 326        |
| Total income   | 1,896   | 1,836  | 1,788            | 1,870      | 1,852      | 1,820             | 1,841      | 1,828      |
| Credit impairment charges and other provisions               | (115)   | (214)  | (201)            | (184)      | (201)      | (220)             | (178)      | (180)      |
| Net operating income   | 1,781   | 1,622  | 1,587            | 1,686      | 1,651      | 1,600             | 1,663      | 1,648      |
| Operating expenses excluding UK bank levy and litigation and |         |        |                  |            |            |                   |            |            |
| conduct  | (988)   | (968)  | (1,005)          | (1,117)    | (980)      | (974)             | (959)      | (989)      |
| UK bank levy   | -       | -      | -                | (59)       | -          | -                 | -          | (48)       |
| Litigation and conduct <sup>1</sup>                          | (54)    | (3)    | (411)            | (53)       | (11)       | (699)             | 4          | (28)       |
| Operating expenses   | (1,042) | (971)  | (1,416)          | (1,229)    | (991)      | (1,673)           | (955)      | (1,065)    |
| Other net income/(expenses)                                  | 1       | 5      | (1)              | (5)        | 1          | (1)               | -          | -          |
| Profit/(loss) before tax                                     | 740     | 656    | 170              | 452        | 661        | (74)              | 708        | 583        |
| Attributable profit/(loss)                                   | 500     | 464    | (38)             | 245        | 423        | (285)             | 470        | 383        |
|  |         |        |                  |            |            |                   |            |            |
| Balance sheet information                                    | £bn     | £bn    | £bn              | £bn        | £bn        | £bn               | £bn        | £bn        |
| Loans and advances to customers at amortised cost            | 186.7   | 185.3  | 184.3            | 183.8      | 182.2      | 166.6             | 164.5      | 166.4      |
| Total assets   | 252.0   | 245.9  | 235.2            | 237.4      | 230.4      | 203.4             | 203.0      | 209.6      |
| Customer deposits at amortised cost                          | 195.8   | 194.3  | 192.0            | 193.4      | 189.3      | 187.4             | 184.4      | 189.0      |
| Loan: deposit ratio  | 96%     | 96%    | 96%              | 95%        | 97%        | 89%               | 90%        | 89%        |
| Risk weighted assets   | 74.8    | 75.0   | 72.5             | 70.9       | 70.0       | 66.1              | 66.3       | 67.5       |
| C C  |         |        |                  |            |            |                   |            |            |
| Performance measures   |         |        |                  |            |            |                   |            |            |
| Return on average allocated equity                           | 14.9%   | 13.9%  | (0.8%)           | 7.8%       | 12.3%      | (8.2%)            | 14.1%      | 11.8%      |
| Return on average allocated tangible equity                  | 20.1%   | 13.9%  | (0.8%)<br>(1.1%) | 10.7%      | 12.3%      | (8.2%)<br>(12.7%) | 21.6%      | 18.2%      |
| Average allocated equity (£bn)                               | 20.1%   | 18.8%  | (1.1%)           | 10.7%      | 18.4%      | (12.7%)           | 13.6       | 18.2%      |
| Average allocated tangible equity (£bn)                      | 10.1    | 10.1   | 9.8              | 9.6        | 9.4        | 8.7               | 8.9        | 8.6        |
| Cost: income ratio   | 55%     | 53%    | 9.8<br>79%       | 9.0<br>66% | 9.4<br>54% | 8.7<br>92%        | 8.9<br>52% | 8.0<br>58% |
| Loan loss rate (bps)   | 24      | 45     | 43               | 39         | 43         | 92%<br>52         | 43         | 42         |
| Net interest margin  | 3.22%   | 3.22%  | 3.27%            | 3.32%      | 3.28%      | 3.70%             | 3.69%      | 3.56%      |
| Net interest margin  | 3.2270  | 3.2270 | 3.2170           | 3.32%      | 3.20%      | 5.70%             | 5.09%      | 5.50%      |
| Derformance macauna evoluting litization and                 |         |        |                  |            |            |                   |            |            |
| Performance measures excluding litigation and                | 0       | 0      | 0                | 0          | 0          | 0                 | 0          | 0          |
| conduct <sup>1</sup>   | £m      | £m     | £m               | £m         | £m         | £m                | £m         | £m         |
| Profit before tax  | 794     | 659    | 581              | 505        | 672        | 625               | 704        | 611        |
| Attributable profit  | 548     | 465    | 373              | 282        | 431        | 406               | 467        | 380        |
| Return on average allocated equity                           | 16.3%   | 13.9%  | 11.5%            | 9.0%       | 12.6%      | 12.3%             | 14.0%      | 11.7%      |
| Return on average allocated tangible equity                  | 22.0%   | 18.8%  | 15.7%            | 12.3%      | 18.7%      | 19.1%             | 21.5%      | 18.0%      |
| Cost: income ratio   | 52%     | 53%    | 56%              | 63%        | 53%        | 54%               | 52%        | 57%        |

1 Refer to pages 43 to 51 for further information and calculations of performance measures excluding litigation and conduct.

**Barclays PLC** 

### **Quarterly Results by Business**

### Analysis of Barclays UK

| Analysis of total income<br>Personal Banking<br>Barclaycard Consumer UK<br>Business Banking<br>Total income | Q318<br>£m<br>1,021<br>551<br>324<br>1,896 | Q218<br>£m<br>1,015<br>504<br>317<br>1,836 | Q118<br>£m<br>972<br>527<br>289<br>1,788 | Q417<br>£m<br>1,116<br>445<br>309<br>1,870 | Q317<br>£m<br>1,022<br>539<br>291<br>1,852 | Q217<br>€m<br>1,033<br>495<br>292<br>1,820 | Q117<br>£m<br>1,043<br>498<br>300<br>1,841 | <b>Q416</b><br>£m<br>1,045<br>507<br>276<br><b>1,828</b> |
|---|--|--|--|--|--|--|--|--|
| Analysis of credit impairment (charges)/releases and other  |  |  |  |  |  |  |  |  |
| provisions<br>Personal Banking  | (8)  | (49)                                       | (72)                                     | (56)                                       | (57)                                       | (60)                                       | (48)                                       | (54)   |
| Barclaycard Consumer UK   | (8)  | (139)                                      | (113)                                    | (124)                                      | (145)                                      | (149)                                      | (123)                                      | (118)  |
| Business Banking  | (19)                                       | (26)                                       | (115)                                    | (121)                                      | 1  | (11)                                       | (123)                                      | (110)  |
| Total credit impairment charges and other provisions  | (115)                                      | (214)                                      | (201)                                    | (184)                                      | (201)                                      | (220)                                      | (178)                                      | (180)  |
| Analysis of loans and advances to customers at amortised cost   | £bn  | £bn  | £bn                                      | £bn  | £bn  | £bn  | £bn  | £bn  |
| Personal Banking  | 145.4                                      | 143.6                                      | 142.1                                    | 141.3                                      | 140.4                                      | 138.6                                      | 136.6                                      | 138.5  |
| Barclaycard Consumer UK   | 145.4                                      | 145.0                                      | 15.2                                     | 141.5                                      | 16.3                                       | 156.0                                      | 150.0                                      | 156.5  |
| Business Banking  | 26.0                                       | 26.5                                       | 27.0                                     | 26.1                                       | 25.5                                       | 11.8                                       | 11.8                                       | 11.4   |
| Total loans and advances to customers at amortised cost   | 186.7                                      | 185.3                                      | 184.3                                    | 183.8                                      | 182.2                                      | 166.6                                      | 164.5                                      | 166.4  |
|   |  |  |  |  |  |  |  |  |
| Analysis of customer deposits at amortised cost   |  |  |  |  |  |  |  |  |
| Personal Banking  | 153.4                                      | 152.9                                      | 151.9                                    | 153.1                                      | 152.1                                      | 151.1                                      | 149.2                                      | 156.3  |
| Barclaycard Consumer UK   | -  | -  | -  | -  | -  | -  | -  | -  |
| Business Banking<br>Total customer deposits at amortised cost   | 42.4<br><b>195.8</b>                       | 41.4<br><b>194.3</b>                       | 40.1<br><b>192.0</b>                     | 40.3<br><b>193.4</b>                       | 37.2<br>189.3                              | 36.3<br><b>187.4</b>                       | 35.2<br><b>184.4</b>                       | 32.7<br><b>189.0</b>                                     |
| Total customer deposits at amortised cost   | 175.0                                      | 174.3                                      | 172.0                                    | 193.4                                      | 109.5                                      | 10/.4                                      | 104.4                                      | 109.0  |

**Barclays PLC** 

### **Quarterly Results by Business**

### **Barclays International**

| $ \begin{array}{ c c c c c c c c c c c c c c c c c c c$   |   | Q318                                  | Q218    | Q118    | Q417     | Q317    | Q217     | Q117    | Q416  |
|---|---|---------------------------------------|---------|---------|----------|---------|----------|---------|-------|
| Net rading income       1.03       1.04       1.416       935       815       1.039       1.182       1.131         Net fce, commission and other income       3.290       3.707       3.808       3.319       3.515       3.610       4.138       3.592         Credit impairment charges and other provisions       (143)       (68)       (93)       (386)       (495)       (279)       (346)       (425)         Operating expense excluding UK bank levy and litigation and conduct       (2.277)       (2.306)       (2.300)       (2.428)       (2.187)       (2.247)       (2.448)       (2.197)         Other net income       (2.309)       (2.353)       (2.331)       (2.348)       (2.187)       (2.277)       (2.448)       (2.187)       (2.277)       (2.448)       (2.187)       (2.448)       (2.187)       (2.148)       (2.187)       (2.275)       (2.447)       (2.472)       (2.448)       (2.187)       (2.197)       (2.448)       (2.187)       (2.197)       (2.453)       (2.187)       (2.248)       (2.187)       (2.275)       (2.448)       (2.172)       (2.448)       (2.172)       (2.448)       (2.173)       (2.448)       (2.173)       (2.497)       (2.448)       (2.187)       (2.187)       (2.187)       (2.187)       (2.187)  | Income statement information                                | £m                                    | £m      | £m      | £m       | £m      | £m       | £m      | £m    |
| Net fee, commission and other income       1,222       1,760       1,379       1,317       1,352       1,511       1,844       1,415         Total income       3,290       3,707       3,808       3,319       3,515       5,610       4,138       3,592         Credit impairment charges and other provisions       (143)       (68)       (93)       (386)       (495)       (279)       (346)       (426)         Net operating process excluding UK bank levy and litigation and conduct <sup>1</sup> (2,307)       (2,306)       (2,248)       (2,182)       (2,276)       (2,435)       (2,497)         UK bank levy       -       -       (265)       -       -       -       (284)         Operating expenses       (2,339)       (2,315)       (2,248)       (2,187)       (2,727)       (2,448)       (2,178)       (2,779)       (2,444)       (13)       (17)         Operating expenses       (2,399)       (2,339)       (2,315)       (2,248)       (2,187)       (2,727)       (2,448)       (2,178)       (2,772)       (2,448)       (2,178)       (2,772)       (2,448)       (2,778)       (2,772)       (2,448)       (2,178)       (2,772)       (2,448)       (2,178)       (2,772)       (2,448)       (2,178)       (2,772   | Net interest income   | 965                                   | 853     | 1,013   |          | 1,148   | 1,060    | 1,112   | 1,046 |
| Total income3.2903.7073.8083.3193.3153.6104.1385.592Credit impairment charges and other provisions(143)(68)(93)(386)(495)(279)(346)(426)Net operating income3.1473.6393.7152.9332.8203.3313.7923.166Optanting expenses excluding UK bank levy and litigation and conduct <sup>1</sup> (2,277)(2,306)(2,200)(2,428)(2,182)(2,217)(2,443)(2,477)UK bank levy(265)(284)(2,778)(2,789)(2,187)(2,272)(2,448)(2,778)Other net income132111366521.2611.356373373Atributable profit/(loss)8501.2971.41366521.2611.356373Attributable profit/(loss)650890973(1,168)13981983743Balance sheet information£hn£hn£hn£hn£hn£hn£hn£hnLoans and advances at amortised cost132.4125.5117.51126.8113.4135.2145.5155.7Trading portfolio assets214.8224.2210.8237.8242.9116.8112.8160.6677.2648.5Derivative financial instrument liabilities213.7224.9210.8217.7648.5200.3191.0167.2187.3191.992.0182.4 <td>Net trading income</td> <td>1,103</td> <td>1,094</td> <td></td> <td>935</td> <td>815</td> <td>1,039</td> <td></td> <td>1,131</td>   | Net trading income  | 1,103                                 | 1,094   |         | 935      | 815     | 1,039    |         | 1,131 |
| $ \begin{array}{c} \mbox{Credit impairment charges and other provisions} & (143) (68) (03) (236) (495) (279) (346) (426) \\ \mbox{Net operating expenses excluding UK bank levy and litigation and conduct} & (2,277) (2,306) (2,300) (2,428) (2,182) (2,276) (2,435) (2,497) \\ \mbox{UK bank levy} & (2,277) (2,306) (2,300) (2,428) (2,182) (2,276) (2,435) (2,497) \\ \mbox{UK bank levy} & (2,277) (2,315) (2,248) (2,182) (2,277) (2,484) (2,799) \\ \mbox{UK bank levy} & (32) (47) (15) (255) (5) 4 (13) (17) \\ \mbox{Operating expenses} & (2,300) (2,315) (2,315) (2,248) (2,177) (2,216) (1,356 373) \\ \mbox{Other net income} & 120 11 3 21 19 202 12 5 \\ \mbox{Profit before tax} & 880 1297 1,413 6 6 652 1,261 1,355 373 \\ \mbox{Atributable profit/(loss)} & 650 890 973 (1,168) 359 819 837 43 \\ \mbox{Balance sheet information} & \mbox{Dn} & \mbo$                         |   | · · · · · · · · · · · · · · · · · · · |         |         |          |         | ,        |         | ,     |
| Net operating income         3,147         3,639         3,715         2,933         2,820         3,331         3,792         3,166           Operating expenses excluding UK bank levy and litigation and<br>conduct         (2,277)         (2,306)         (2,200)         (2,428)         (2,182)         (2,276)         (2,435)         (2,497)           UK bank levy         -         -         (25)         -         -         -         (249)           UK bank levy         (32)         (47)         (15)         (255)         (5)         4         (13)         (17)           Operating expenses         (2,309)         (2,333)         (2,315)         (2,187)         (2,277)         (2,448)         (2,798)           Other net income         11         13         21         19         202         12         5           Profit before tax         850         1,297         1,413         6         652         1,261         1,356         373           Attributable profit/(loss)         132,4         132,5         117,5         126.8         134,4         135.2         145,5         153,7           Trading portfolio assets         214,6         116.5         114.9         113.0         91,2         83.3   |   |                                       |         | ,       | · · ·    |         | /        | ,       | · · · |
| $ \begin{array}{c} \begin{tabular}{ c c c c c c c c c c c c c c c c c c c$  | 1 0 1   | · · · · ·                             |         | . ,     |          | · · ·   | · · ·    | · · ·   | . ,   |
| $ \begin{array}{c} conduct & (2,277) & (2,306) & (2,307) & (2,428) & (2,182) & (2,276) & (2,435) & (2,497) \\ Uk bank kevy & (2,277) & (2,306) & (2,309) & (2,233) & (2,215) & (5) & (4) & (13) & (17) \\ \hline 0 \mbox{pertaing expenses} & (2,209) & (2,233) & (2,215) & (2,248) & (2,187) & (2,272) & (2,448) \\ (2,187) & (2,277) & (2,448) & (2,187) & (2,272) & (2,448) & (2,798) \\ \hline 0 \mbox{tributable profit/(loss)} & (5) & (5) & (4) & (13) & (17) \\ \hline 0 \mbox{pertaing expenses} & (2,209) & (2,233) & (2,315) & (2,948) & (2,187) & (2,272) & (2,448) \\ \hline 1 & 13 & 21 & 19 & 202 & 12 & 5 \\ \hline \mbox{Profit before tax} & 850 & 1,297 & 1,413 & 6 & 652 & 1,261 & 1,356 & 373 \\ A \mbox{tributable profit/(loss)} & (5) & (5) & (5) & (6) & (5) & (6) $ | 1 8   | 3,147                                 | 3,639   | 3,715   | 2,933    | 2,820   | 3,331    | 3,792   | 3,166 |
| UK bank levy       .       <  |   | (2.255)                               | (2.200) | (2.200) | (2, (2)) | (2.102) | (2.25.6) | (2.425) |       |
| Litigation and conduct!(32)(47)(15)(255)(5)4(13)(17)Operating expenses(2,309)(2,253)(2,315)(2,948)(2,187)(2,272)(2,448)(2,798)Other net income121113219202125Profit before tax8501,2971,44366521,2611,356373Attributable profit/(loss)650890973(1,168)35981983743Balance sheet informationEhn244135.2145.5153.773.2Derivative financial instrument assets214.8228.2214.1130.991.283.383.073.2156.2Derivative financial instrument liabilities213.7224.9210.8237.8242.9116.8112.8160.6Financial assets at fair value through the income statement147.8141.2150.6104.1103.794.181.363.2Deposits at amortised cost200.2886.5866.6856.1867.1681.6677.2648.3Loan: deposit ratio66%66%70%68%70%77%83%Risk weighted assets214.6218.0214.2210.3218.2212.2214.3 <td></td> <td>(2,277)</td> <td>(2,306)</td> <td>(2,300)</td> <td> ,</td> <td>(2,182)</td> <td>(2,276)</td> <td> ,</td> <td></td>   |   | (2,277)                               | (2,306) | (2,300) | ,        | (2,182) | (2,276)  | ,       |       |
| $ \begin{array}{c c c c c c c c c c c c c c c c c c c $   |   | (22)                                  | -       | - (15)  | . ,      | -       | -        |         |       |
| $ \begin{array}{ c c c c c c c c c c c c c c c c c c c$   | •   | · · ·                                 | . ,     | × /     | · /      |         |          | · · ·   | · · · |
| Profit before tax<br>Attributable profit/(loss)         850         1,297         1,413         6         652         1,261         1,356         373           Balance sheet information         Ebn   |   |                                       |         | . , ,   |          |         |          | . , ,   |       |
| Attributable profit/(loss)650890973(1,168)35981983743Balance sheet informationEbn<  |   |                                       |         |         |          |         |          |         |       |
| Balance sheet informationEbn  |   |                                       | /       | /       |          |         | /        | ,       |       |
| Loans and advances at amortised cost132.4125.5117.5126.8134.4135.2145.5153.7Trading portfolio assets124.6116.5114.9113.091.283.383.073.2Derivative financial instrument assets214.8228.2214.1236.2242.8108.4105.3156.2Derivative financial instrument liabilities213.7224.9210.8237.8242.9116.8112.8160.6Financial assets at fair value through the income statement147.8141.2150.6104.1103.794.181.362.3Deposits at amortised cost200.3191.0167.2187.3191.9192.0189.4184.7Loan: deposit ratio66%66%70%68%70%70%77%83%Risk weighted assets214.6218.0214.2210.3218.2212.2214.3212.7Performance measuresReturn on average allocated equity8.5%11.3%12.8%(15.1%)5.0%11.2%11.3%0.9%Average allocated tangible equity (£bn)31.131.430.128.528.927.427.726.6Cost: income ratio70%63%61%89%66%63%59%7816.478Net interest margin3.87%4.03%4.57%4.31%4.21%4.07%4.06%3.91%Performance measures excluding litigation and <t< td=""><td></td><td>050</td><td>070</td><td>715</td><td>(1,100)</td><td>557</td><td>017</td><td>057</td><td>15</td></t<>   |   | 050                                   | 070     | 715     | (1,100)  | 557     | 017      | 057     | 15    |
| Loans and advances at amortised cost132.4125.5117.5126.8134.4135.2145.5153.7Trading portfolio assets124.6116.5114.9113.091.283.383.073.2Derivative financial instrument assets214.8228.2214.1236.2242.8108.4105.3156.2Derivative financial instrument liabilities213.7224.9210.8237.8242.9116.8112.8160.6Financial assets at fair value through the income statement147.8141.2150.6104.1103.794.181.362.3Deposits at amortised cost200.3191.0167.2187.3191.9192.0189.4184.7Loan: deposit ratio66%66%70%68%70%70%77%83%Risk weighted assets214.6218.0214.2210.3218.2212.2214.3212.7Performance measuresReturn on average allocated equity8.5%11.3%12.8%(15.1%)5.0%11.2%11.3%0.9%Average allocated tangible equity (£bn)31.131.430.128.528.927.427.726.6Cost: income ratio70%63%61%89%66%63%59%7816.478Net interest margin3.87%4.03%4.57%4.31%4.21%4.07%4.06%3.91%Performance measures excluding litigation and <t< td=""><td>Balance sheet information</td><td>f.bn</td><td>f.bn</td><td>£bn</td><td>fhn</td><td>f.bn</td><td>f.bn</td><td>£bn</td><td>f.hn</td></t<>  | Balance sheet information                                   | f.bn                                  | f.bn    | £bn     | fhn      | f.bn    | f.bn     | £bn     | f.hn  |
| $\begin{tabular}{ c c c c c c c c c c c c c c c c c c c$  |   |                                       |         |         |          |         |          |         |       |
| $\begin{array}{c c c c c c c c c c c c c c c c c c c $  |   |                                       |         |         |          |         |          |         |       |
| $\begin{array}{c c c c c c c c c c c c c c c c c c c $  |   | 214.8                                 |         |         |          |         |          |         |       |
| Total assets<br>Deposits at amortised cost<br>Loan: deposit ratio900.2886.5866.6856.1867.1681.6677.2648.5Deposits at amortised cost<br>Loan: deposit ratio200.3191.0167.2187.3191.9192.0189.4184.7Loan: deposit ratio66%66%70%68%70%70%77%83%Risk weighted assets214.6218.0214.2210.3218.2212.2214.3212.7Performance measuresReturn on average allocated equity<br>Average allocated tangible equity (£bn)<br>Average allocated tangible equity (£bn)8.5%11.3%12.8%(15.1%)5.0%11.2%11.3%0.9%Average allocated tangible equity (£bn)32.532.831.429.931.530.130.529.5Average allocated tangible equity (£bn)31.131.430.128.528.927.427.726.6Cost: income ratio<br>Loan loss rate (bps)7663%61%89%66%63%59%78%Net interest margin3.87%4.03%4.57%4.31%4.21%4.07%4.06%3.91%Autributable profit/(loss)Return on average allocated equity<br>  |   | 213.7                                 |         | 210.8   | 237.8    | 242.9   | 116.8    | 112.8   | 160.6 |
| $\begin{array}{c ccccccccccccccccccccccccccccccccccc$   | Financial assets at fair value through the income statement | 147.8                                 | 141.2   | 150.6   | 104.1    | 103.7   | 94.1     | 81.3    | 62.3  |
| Loan: deposit ratio $66\%$ $66\%$ $70\%$ $68\%$ $70\%$ $70\%$ $77\%$ $83\%$ Risk weighted assets $214.6$ $218.0$ $214.2$ $210.3$ $218.2$ $212.2$ $214.3$ $212.7$ Performance measuresReturn on average allocated equity $8.5\%$ $11.3\%$ $12.8\%$ $(15.1\%)$ $5.0\%$ $11.2\%$ $11.3\%$ $0.9\%$ Return on average allocated tangible equity $8.5\%$ $11.3\%$ $12.8\%$ $(15.1\%)$ $5.0\%$ $11.2\%$ $11.3\%$ $0.9\%$ Average allocated tangible equity (£bn) $32.5$ $32.8$ $31.4$ $29.9$ $31.5$ $30.1$ $30.5$ $29.5$ Average allocated tangible equity (£bn) $31.1$ $31.4$ $30.1$ $28.5$ $28.9$ $27.4$ $27.7$ $26.6$ Cost: income ratio $70\%$ $63\%$ $61\%$ $89\%$ $66\%$ $63\%$ $59\%$ $78\%$ Loan loss rate (bps) $41$ $22$ $31$ $76$ $88$ $54$ $62$ $78$ Net interest margin $3.87\%$ $4.03\%$ $4.57\%$ $4.31\%$ $4.21\%$ $4.06\%$ $3.91\%$ Performance measures excluding litigation and<br>conduct <sup>1</sup> fmfmfmfmfmPerformance measures excluding litigation and<br>conduct <sup>1</sup> get $66\%$ $657$ $1,257$ $1,369$ $390$ Attributable profit/(loss) $676$ $924$ $985$ $918$ $363$ $816$ $866$ $57$ Return on average allocated tangible equity   | Total assets  | 900.2                                 | 886.5   | 866.6   | 856.1    | 867.1   | 681.6    | 677.2   | 648.5 |
| Risk weighted assets $214.6$ $218.0$ $214.2$ $210.3$ $218.2$ $212.2$ $214.3$ $212.7$ <b>Performance measures</b> Return on average allocated equity $8.5\%$ $11.3\%$ $12.8\%$ $(15.1\%)$ $5.0\%$ $11.2\%$ $11.3\%$ $0.9\%$ Average allocated tangible equity $8.8\%$ $11.8\%$ $13.4\%$ $(15.9\%)$ $5.4\%$ $12.4\%$ $12.5\%$ $1.0\%$ Average allocated tangible equity (£bn) $32.5$ $32.8$ $31.4$ $29.9$ $31.5$ $30.1$ $30.5$ $29.5$ Average allocated tangible equity (£bn) $31.1$ $31.4$ $30.1$ $28.5$ $28.9$ $27.4$ $27.7$ $26.6$ Cost: income ratio $70\%$ $63\%$ $61\%$ $89\%$ $66\%$ $63\%$ $59\%$ $78\%$ Loan loss rate (bps) $41$ $22$ $31$ $76$ $88$ $54$ $62$ $78$ Net interest margin $3.87\%$ $4.03\%$ $4.57\%$ $4.31\%$ $4.21\%$ $4.07\%$ $4.06\%$ $3.91\%$ <b>Performance measures excluding litigation and</b> conduct <sup>1</sup> £m£m£m£m£m£m£mProfit before tax $882$ $1,344$ $1,428$ $261$ $657$ $1,257$ $1,369$ $390$ Attributable profit/(loss) $676$ $924$ $985$ (918) $363$ $816$ $846$ $57$ Return on average allocated tangible equity $9.2\%$ $12.2\%$ $13.6\%$ $(12.4\%)$ $5.5\%$ $12.3\%$ $12.6$  | Deposits at amortised cost                                  | 200.3                                 | 191.0   | 167.2   | 187.3    | 191.9   | 192.0    | 189.4   | 184.7 |
| Performance measures         Return on average allocated equity $8.5\%$ $11.3\%$ $12.8\%$ $(15.1\%)$ $5.0\%$ $11.2\%$ $11.3\%$ $0.9\%$ Return on average allocated tangible equity $8.8\%$ $11.8\%$ $13.4\%$ $(15.9\%)$ $5.4\%$ $12.4\%$ $12.5\%$ $1.0\%$ Average allocated equity (£bn) $32.5$ $32.8$ $31.4$ $29.9$ $31.5$ $30.1$ $30.5$ $29.5$ Average allocated tangible equity (£bn) $31.1$ $31.4$ $30.1$ $28.5$ $28.9$ $27.4$ $27.7$ $26.6$ Cost: income ratio $70\%$ $63\%$ $61\%$ $89\%$ $66\%$ $63\%$ $59\%$ $78\%$ Loan loss rate (bps) $41$ $22$ $31$ $76$ $88$ $54$ $62$ $78$ Net interest margin $3.87\%$ $4.03\%$ $4.57\%$ $4.31\%$ $4.21\%$ $4.07\%$ $4.06\%$ $3.91\%$ Furformance measures excluding litigation and cond cond cond cond cond cond cond co  | Loan: deposit ratio   | 66%                                   | 66%     | 70%     | 68%      | 70%     | 70%      | 77%     | 83%   |
| Return on average allocated equity $8.5\%$ $11.3\%$ $12.8\%$ $(15.1\%)$ $5.0\%$ $11.2\%$ $11.3\%$ $0.9\%$ Return on average allocated tangible equity $8.8\%$ $11.8\%$ $13.4\%$ $(15.9\%)$ $5.4\%$ $12.4\%$ $12.5\%$ $1.0\%$ Average allocated equity (£bn) $32.5$ $32.8$ $31.4$ $29.9$ $31.5$ $30.1$ $30.5$ $29.5$ Average allocated tangible equity (£bn) $31.1$ $31.4$ $30.1$ $28.5$ $28.9$ $27.4$ $27.7$ $26.6$ Cost: income ratio $70\%$ $63\%$ $61\%$ $89\%$ $66\%$ $63\%$ $59\%$ $78\%$ Loan loss rate (bps) $41$ $22$ $31$ $76$ $88$ $54$ $62$ $78$ Net interest margin $3.87\%$ $4.03\%$ $4.57\%$ $4.31\%$ $4.21\%$ $4.07\%$ $4.06\%$ $3.91\%$ Performance measures excluding litigation and<br>conduct1Em£m£m£m£m£m£mProfit before tax $882$ $1,344$ $1,428$ $261$ $657$ $1,257$ $1,369$ $390$ Attributable profit/(loss) $676$ $924$ $985$ $(918)$ $363$ $816$ $846$ $57$ Return on average allocated equity $8.8\%$ $11.7\%$ $13.0\%$ $(11.8\%)$ $5.0\%$ $11.2\%$ $11.4\%$ $1.1\%$ Return on average allocated tangible equity $9.2\%$ $12.2\%$ $13.6\%$ $(12.4\%)$ $5.5\%$ $12.3\%$ $12.6\%$ $1.2\%$ <td>Risk weighted assets</td> <td>214.6</td> <td>218.0</td> <td>214.2</td> <td>210.3</td> <td>218.2</td> <td>212.2</td> <td>214.3</td> <td>212.7</td>   | Risk weighted assets  | 214.6                                 | 218.0   | 214.2   | 210.3    | 218.2   | 212.2    | 214.3   | 212.7 |
| Return on average allocated equity $8.5\%$ $11.3\%$ $12.8\%$ $(15.1\%)$ $5.0\%$ $11.2\%$ $11.3\%$ $0.9\%$ Return on average allocated tangible equity $8.8\%$ $11.8\%$ $13.4\%$ $(15.9\%)$ $5.4\%$ $12.4\%$ $12.5\%$ $1.0\%$ Average allocated equity (£bn) $32.5$ $32.8$ $31.4$ $29.9$ $31.5$ $30.1$ $30.5$ $29.5$ Average allocated tangible equity (£bn) $31.1$ $31.4$ $30.1$ $28.5$ $28.9$ $27.4$ $27.7$ $26.6$ Cost: income ratio $70\%$ $63\%$ $61\%$ $89\%$ $66\%$ $63\%$ $59\%$ $78\%$ Loan loss rate (bps) $41$ $22$ $31$ $76$ $88$ $54$ $62$ $78$ Net interest margin $3.87\%$ $4.03\%$ $4.57\%$ $4.31\%$ $4.21\%$ $4.07\%$ $4.06\%$ $3.91\%$ Performance measures excluding litigation and<br>conduct1Em£m£m£m£m£m£mProfit before tax $882$ $1,344$ $1,428$ $261$ $657$ $1,257$ $1,369$ $390$ Attributable profit/(loss) $676$ $924$ $985$ $(918)$ $363$ $816$ $846$ $57$ Return on average allocated equity $8.8\%$ $11.7\%$ $13.0\%$ $(11.8\%)$ $5.0\%$ $11.2\%$ $11.4\%$ $1.1\%$ Return on average allocated tangible equity $9.2\%$ $12.2\%$ $13.6\%$ $(12.4\%)$ $5.5\%$ $12.3\%$ $12.6\%$ $1.2\%$ <td></td> <td></td> <td></td> <td></td> <td></td> <td></td> <td></td> <td></td> <td></td>   |   |                                       |         |         |          |         |          |         |       |
| Return on average allocated tangible equity $8.8\%$ $11.8\%$ $13.4\%$ $(15.9\%)$ $5.4\%$ $12.4\%$ $12.5\%$ $1.0\%$ Average allocated equity (£bn) $32.5$ $32.8$ $31.4$ $29.9$ $31.5$ $30.1$ $30.5$ $29.5$ Average allocated tangible equity (£bn) $31.1$ $31.4$ $30.1$ $28.5$ $28.9$ $27.4$ $27.7$ $26.6$ Cost: income ratio $70\%$ $63\%$ $61\%$ $89\%$ $66\%$ $63\%$ $59\%$ $78\%$ Loan loss rate (bps) $41$ $22$ $31$ $76$ $88$ $54$ $62$ $78$ Net interest margin $3.87\%$ $4.03\%$ $4.57\%$ $4.31\%$ $4.21\%$ $4.06\%$ $3.91\%$ <b>Performance measures excluding litigation andconduct</b> 1 <b>fm</b>  |   |                                       |         |         |          |         |          |         |       |
| Average allocated equity (£bn) $32.5$ $32.8$ $31.4$ $29.9$ $31.5$ $30.1$ $30.5$ $29.5$ Average allocated tangible equity (£bn) $31.1$ $31.4$ $30.1$ $28.5$ $28.9$ $27.4$ $27.7$ $26.6$ Cost: income ratio $70\%$ $63\%$ $61\%$ $89\%$ $66\%$ $63\%$ $59\%$ $78\%$ Loan loss rate (bps) $41$ $22$ $31$ $76$ $88$ $54$ $62$ $78$ Net interest margin $3.87\%$ $4.03\%$ $4.57\%$ $4.31\%$ $4.21\%$ $4.07\%$ $4.06\%$ $3.91\%$ Performance measures excluding litigation and conduct <sup>1</sup> £m<   |   |                                       |         |         | . ,      |         |          |         |       |
| Average allocated tangible equity (£bn) $31.1$ $31.4$ $30.1$ $28.5$ $28.9$ $27.4$ $27.7$ $26.6$ Cost: income ratio $70\%$ $63\%$ $61\%$ $89\%$ $66\%$ $63\%$ $59\%$ $78\%$ Loan loss rate (bps) $41$ $22$ $31$ $76$ $88$ $54$ $62$ $78$ Net interest margin $3.87\%$ $4.03\%$ $4.57\%$ $4.31\%$ $4.21\%$ $4.07\%$ $4.06\%$ $3.91\%$ Performance measures excluding litigation and conduct <sup>1</sup> Conduct <sup>1</sup> £mfmfmfmfmfmfmfmfm <td></td> <td></td> <td></td> <td></td> <td></td> <td></td> <td></td> <td></td> <td></td>  |   |                                       |         |         |          |         |          |         |       |
| Cost: income ratio70% $63\%$ $61\%$ $89\%$ $66\%$ $63\%$ $59\%$ $78\%$ Loan loss rate (bps)4122317688546278Net interest margin3.87% $4.03\%$ $4.57\%$ $4.31\%$ $4.21\%$ $4.07\%$ $4.06\%$ $3.91\%$ Performance measures excluding litigation and<br>conduct <sup>1</sup> £mfm <td></td> <td></td> <td></td> <td></td> <td></td> <td></td> <td></td> <td></td> <td></td>   |   |                                       |         |         |          |         |          |         |       |
| Loan loss rate (bps)<br>Net interest margin $41$<br>$3.87\%$ $22$<br>$4.03\%$ $31$<br>$4.57\%$ $76$<br>$4.31\%$ $88$<br>$4.21\%$ $54$<br>$4.07\%$ $62$<br>$4.06\%$ $78$<br>$3.91\%$ Performance measures excluding litigation and<br>conduct1Em<br>fmfm<br>fmfm<br>fmfm<br>fmfm<br>fmfm<br>fmfm<br>fmfm<br>fmfm<br>fmfm<br>fmfm<br>fmfm<br>fmfm<br>fmfm<br>fmfm<br>fmfm<br>fmfm<br>fmfm<br>fmfm<br>fmfm<br>fmfm<br>fmfm<br>fmfm<br>fmfm<br>fmfm<br>fmfm<br>fmfm<br>fmfm<br>fmfm<br>fmfm<br>fmfm<br>fmfm<br>fmfm<br>fmfm<br>fmfm<br>fmfm<br>fmfm<br>fmfm<br>fmfm<br>fmfm<br>fmfm<br>fmfm<br>fmfm<br>fmfm<br>fmfm<br>fmfm<br>fmfm<br>fmfm<br>fmfm<br>fmfm<br>fmfm<br>fmfm<br>fmfm<br>fmfm<br>fmfm<br>fmfm<br>fmfm<br>fmfm<br>fmfm<br>fmfm<br>fmfm<br>fmfm<br>fmfm<br>fmfm<br>fmfm<br>fmfm<br>fmfm<br>fmfm<br>fmfm<br>fmfm<br>fmfm<br>fmfm<br>fmfm<br>fmfm<br>fmfm<br>fmfm<br>fmfm<br>fmfm<br>fmfm<br>fmfm<br>fmfm<br>fmfm<br>fmfm<br>fmfm<br>fmfm<br>fmfm<br>fmfm<br>fmfm<br>fmfm<br>fmfm<br>fmfm<br>fmfm<br>fmfm<br>fm </td <td></td> <td></td> <td></td> <td></td> <td></td> <td></td> <td></td> <td></td> <td></td>  |   |                                       |         |         |          |         |          |         |       |
| Net interest margin $3.87\%$ $4.03\%$ $4.57\%$ $4.31\%$ $4.21\%$ $4.07\%$ $4.06\%$ $3.91\%$ Performance measures excluding litigation and<br>conduct <sup>1</sup> fmfmfmfmfmfmProfit before tax882 $1,344$ $1,428$ 261657 $1,257$ $1,369$ 390Attributable profit/(loss)676924985(918)36381684657Return on average allocated equity $8.8\%$ $11.7\%$ $13.0\%$ $(11.8\%)$ $5.0\%$ $11.2\%$ $11.4\%$ $1.1\%$   |   |                                       |         |         |          |         |          |         |       |
| Performance measures excluding litigation and<br>conduct <sup>1</sup> £m       £m <th< td=""><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td></th<>  |   |                                       |         |         |          |         |          |         |       |
| conduct1fmfmfmfmfmfmfmfmProfit before tax8821,3441,4282616571,2571,369390Attributable profit/(loss)676924985(918)36381684657Return on average allocated equity8.8%11.7%13.0%(11.8%)5.0%11.2%11.4%1.1%Return on average allocated tangible equity9.2%12.2%13.6%(12.4%)5.5%12.3%12.6%1.2%   | Net interest margin   | 3.87%                                 | 4.05%   | 4.37%   | 4.31%    | 4.21%   | 4.07%    | 4.00%   | 3.91% |
| conduct1fmfmfmfmfmfmfmfmProfit before tax8821,3441,4282616571,2571,369390Attributable profit/(loss)676924985(918)36381684657Return on average allocated equity8.8%11.7%13.0%(11.8%)5.0%11.2%11.4%1.1%Return on average allocated tangible equity9.2%12.2%13.6%(12.4%)5.5%12.3%12.6%1.2%   | Parformance measures evoluting litigation and               |                                       |         |         |          |         |          |         |       |
| Profit before tax8821,3441,4282616571,2571,369390Attributable profit/(loss)676924985(918)36381684657Return on average allocated equity8.8%11.7%13.0%(11.8%)5.0%11.2%11.4%1.1%Return on average allocated tangible equity9.2%12.2%13.6%(12.4%)5.5%12.3%12.6%1.2%   |   | f.m                                   | £m      | £.m     | f.m      | f.m     | £m       | £m      | f.m   |
| Attributable profit/(loss)       676       924       985       (918)       363       816       846       57         Return on average allocated equity       8.8%       11.7%       13.0%       (11.8%)       5.0%       11.2%       11.4%       1.1%         Return on average allocated tangible equity       9.2%       12.2%       13.6%       (12.4%)       5.5%       12.3%       12.6%       1.2%  |   |                                       |         |         |          |         |          |         |       |
| Return on average allocated equity         8.8%         11.7%         13.0%         (11.8%)         5.0%         11.2%         11.4%         1.1%           Return on average allocated tangible equity         9.2%         12.2%         13.6%         (12.4%)         5.5%         12.3%         12.6%         1.2%  |   |                                       | ,       | ,       |          |         |          | ,       |       |
| Return on average allocated tangible equity         9.2%         12.2%         13.6%         (12.4%)         5.5%         12.3%         12.6%         1.2%  | 1   |                                       |         |         | . ,      |         |          |         |       |
| Cost: income ratio         69%         62%         60%         81%         66%         63%         59%         77%  |   | 9.2%                                  | 12.2%   |         |          |         |          |         | 1.2%  |
|   | Cost: income ratio  | 69%                                   | 62%     | 60%     | 81%      | 66%     | 63%      | 59%     | 77%   |

*1 Refer to pages 43 to 51 for further information and calculations of performance measures excluding litigation and conduct.* 

**Barclays PLC** 

### **Quarterly Results by Business**

### **Analysis of Barclays International**

| <b>Corporate and Investment Bank</b>                      | Q318    | Q218    | Q118    | Q417    | Q317    | Q217    | Q117    | Q416    |
|---|---------|---------|---------|---------|---------|---------|---------|---------|
| Income statement information                              | £m      |
| FICC  | 688     | 736     | 869     | 607     | 627     | 752     | 889     | 766     |
| Equities  | 471     | 601     | 590     | 362     | 350     | 455     | 462     | 410     |
| Markets   | 1,159   | 1,337   | 1,459   | 969     | 977     | 1,207   | 1,351   | 1,176   |
| Banking fees  | 519     | 704     | 683     | 605     | 607     | 674     | 726     | 650     |
| Corporate lending   | 197     | 198     | 240     | 269     | 277     | 278     | 269     | 303     |
| Transaction banking                                       | 416     | 385     | 414     | 408     | 419     | 404     | 398     | 401     |
| Banking   | 1,132   | 1,287   | 1,337   | 1,282   | 1,303   | 1,356   | 1,393   | 1,354   |
| Other   | (56)    | (44)    | 3       | 1       | -       | 1       | 38      | 1       |
| Total income  | 2,235   | 2,580   | 2,799   | 2,252   | 2,280   | 2,564   | 2,782   | 2,531   |
| Credit impairment releases/(charges) and other provisions | 3       | 23      | 159     | (127)   | (36)    | 1       | (51)    | (90)    |
| Net operating income                                      | 2,238   | 2,603   | 2,958   | 2,125   | 2,244   | 2,565   | 2,731   | 2,441   |
| Operating expenses excluding litigation and conduct       | (1,712) | (1,773) | (1,773) | (2,129) | (1,656) | (1,760) | (1,930) | (2,272) |
| Litigation and conduct <sup>1</sup>                       | (32)    | -       | (13)    | (255)   | (5)     | 4       | (11)    | (15)    |
| Operating expenses  | (1,744) | (1,773) | (1,786) | (2,384) | (1,661) | (1,756) | (1,941) | (2,287) |
| Other net income  | 4       | 5       | 3       | 7       | 10      | 116     | -       | 1       |
| Profit/(loss) before tax                                  | 498     | 835     | 1,175   | (252)   | 593     | 925     | 790     | 155     |
|   |         | ~       | ~       | ~       |         |         | ~       |         |
| Balance sheet information                                 | £bn     |
| Loans and advances at amortised cost                      | 93.3    | 87.8    | 81.3    | 88.2    | 95.4    | 96.7    | 106.8   | 114.0   |
| Deposits at amortised cost                                | 137.6   | 130.3   | 107.6   | 128.0   | 133.4   | 134.1   | 131.0   | 134.0   |
| Risk weighted assets                                      | 175.9   | 180.4   | 181.3   | 176.2   | 185.2   | 178.9   | 180.6   | 178.6   |
|   |         |         |         |         |         |         |         |         |
| Performance measures                                      |         |         |         |         |         |         |         |         |
| Return on average allocated equity                        | 6.6%    | 9.0%    | 12.9%   | (19.9%) | 5.7%    | 10.6%   | 7.8%    | (1.1%)  |
| Return on average allocated tangible equity               | 6.6%    | 9.1%    | 13.0%   | (20.2%) | 5.9%    | 11.1%   | 8.2%    | (1.2%)  |
| Average allocated equity (£bn)                            | 26.2    | 26.7    | 25.9    | 24.7    | 25.8    | 24.4    | 24.8    | 24.0    |
| Average allocated tangible equity (£bn)                   | 25.9    | 26.4    | 25.6    | 24.3    | 24.8    | 23.3    | 23.5    | 22.6    |
|   |         |         |         |         |         |         |         |         |
| Performance measures excluding litigation and             |         |         |         |         |         |         |         |         |
| conduct <sup>1</sup>                                      | £m      |
| Profit before tax   | 530     | 835     | 1,188   | 3       | 598     | 921     | 801     | 170     |
| Return on average allocated equity                        | 7.0%    | 9.0%    | 13.0%   | (15.8%) | 5.8%    | 10.5%   | 7.9%    | (0.9%)  |
| Return on average allocated tangible equity               | 7.0%    | 9.1%    | 13.2%   | (16.1%) | 6.0%    | 11.1%   | 8.3%    | (0.9%)  |

1 Refer to pages 43 to 51 for further information and calculations of performance measures excluding litigation and conduct.

### **Quarterly Results by Business**

### **Analysis of Barclays International**

| <b>Consumer, Cards and Payments</b>                 | Q318   | Q218   | Q118   | Q417  | Q317  | Q217  | Q117  | Q416  |
|---|--------|--------|--------|-------|-------|-------|-------|-------|
| Income statement information                        | £m     | £m     | £m     | £m    | £m    | £m    | £m    | £m    |
| Total income  | 1,055  | 1,127  | 1,009  | 1,067 | 1,035 | 1,046 | 1,356 | 1,061 |
| Credit impairment charges and other provisions      | (146)  | (91)   | (252)  | (259) | (459) | (280) | (295) | (336) |
| Net operating income                                | 909    | 1,036  | 757    | 808   | 576   | 766   | 1,061 | 725   |
| Operating expenses excluding litigation and conduct | (565)  | (533)  | (527)  | (564) | (526) | (516) | (505) | (509) |
| Litigation and conduct <sup>1</sup>                 | -      | (47)   | (2)    | -     | -     | -     | (2)   | (2)   |
| Operating expenses                                  | (565)  | (580)  | (529)  | (564) | (526) | (516) | (507) | (511) |
| Other net income                                    | 8      | 6      | 10     | 14    | 9     | 86    | 12    | 4     |
| Profit before tax                                   | 352    | 462    | 238    | 258   | 59    | 336   | 566   | 218   |
|   |        |        |        |       |       |       |       |       |
| Balance sheet information                           | £bn    | £bn    | £bn    | £bn   | £bn   | £bn   | £bn   | £bn   |
| Loans and advances at amortised cost                | 39.1   | 37.7   | 36.2   | 38.6  | 39.0  | 38.5  | 38.7  | 39.7  |
| Deposits at amortised cost                          | 62.7   | 60.7   | 59.6   | 59.3  | 58.5  | 57.9  | 58.4  | 50.7  |
| Risk weighted assets                                | 38.7   | 37.6   | 32.9   | 34.1  | 33.0  | 33.3  | 33.7  | 34.1  |
|   |        |        |        |       |       |       |       |       |
| Performance measures                                |        |        |        |       |       |       |       |       |
|   | 16.201 | 01 (0) | 10 (0) | 7.10  | 1 (0) | 14.10 | 06.60 | 0.69  |
| Return on average allocated equity                  | 16.3%  | 21.6%  | 12.6%  | 7.1%  | 1.6%  | 14.1% | 26.6% | 9.6%  |
| Return on average allocated tangible equity         | 19.8%  | 26.2%  | 15.6%  |       |       |       |       |       |