

FIXED INCOME INVESTOR

PRESENTATION

H1 2021





Group Overview



Simple group structure with multiple issuance points





1 - Ratings shown are senior unsecured, Moody's / S&P / Fitch. 2 – Ratings shown are for Scottish Widows Ltd Insurance Financial Strength Rating. 3 – Insurance assets includes Wealth. 4 – "L&A" refers to Loans & Advances to customers and banks. 5 – L&A & Total Assets as at H1 2021 except for LBCM and LEIL which are as at FY 2020

Well positioned to continue delivering for all stakeholders

OUR

OUR

2021

FOCUS IN

PURPOSE

Helping Britain

Prosper

Helping Britain

Recover





- Good progress on Strategic Review 2021 priorities
- Solid financial performance and business momentum
- Continued balance sheet growth, including £12.6bn in the open mortgage book
- Strong capital position, underpinned by strong capital build
- Interim ordinary dividend of 0.67p per share
- 2021 guidance enhanced
 - Net interest margin expected to be around 250bps
 - Operating costs expected to be c.£7.6bn
 - Net asset quality ratio expected to be below 10bps
 - RoTE expected to be c.10%, excluding the c.2.5pp benefit from tax changes
 - RWAs expected to be below £200bn



	Foc	used w	where we can make a difference	H1 progress vs. 2021 targets ¹
Helping Britain Recover			Expand availability of affordable and quality homes	 c.£9bn lent to first time buyers; almost reaching FY target of £10bn >£2bn of social housing sector funding, exceeding FY target
			Support businesses to recover, adapt and grow	Supported >48k businesses in start up as part of 75k commitment Helped 75k small businesses boost their digital capabilities
		£	Help rebuild households' financial health and wellbeing	Directed customers to free independent debt advice for >130k accounts >6,500 colleagues trained and supporting customers in building financial resilience
		A	Accelerate the transition to a low carbon economy	c.£9bn of total green finance ² since 2016, with funding available under discounted green finance initiatives expanded from £3bn to £5bn in 2021 On track to achieve own operations emissions target, ranking 6th in FT's inaugural listing of Europe's Climate Leaders
pabilities			Build an inclusive society and organisation	Progress towards diversity goals of 50% women, 13% Black, Asian, Minority Ethnic and 3% Black colleagues in senior roles by 2025

1 – More detail is available in our ESG Investor Presentation, available here: https://www.lloydsbankinggroup.com/investors/financial-downloads.html. 2 – Includes Clean Growth Finance Initiative, Commercial Real Estate Green Finance, Renewable Energy Financing and Green/ESG Bond facilitation.

Strategic Review 2021: Progress against our customer ambitions





1 - Combined Tradeweb and Bloomberg GBP IRS (Rates) ranking.

Strategic Review 2021: Progress in enhancing our capabilities

Mobile app releases in H1 as % of HY20

Target: Double number of releases in 2021

Customer accounts safely migrated to pilot of

Target: c.400k accounts migrated in 2021

Modernised technology architecture

new bank architecture



c.120k

Customer ambitions

Data-driven organisation

20k

45m

c.175%

Franchise customers with faster mortgage approvals due to automated income verification analysis

Enhanced capabilities

Customer records migrated to cloud as part of proof of concept

Integrated payments

c.2x

Increase in clients onboarded to cash management & payments platform

Target: 3x increase in 2021

#1

Leading card spend market share

Target: Maintain spend share in 2021

Reimagined ways of working

c.80%

Colleagues to be working in a hybrid manner as part of future ways of working model

c.3%

Reduction in office space in H1 Target: 8% reduction in 2021



NEW



- Announced ambitious goals to reach net zero emissions in our lending and investment portfolios by 2050 or sooner, with intermediate goals to
 - Help reduce carbon emissions we finance by >50% by 2030
 - Halve the carbon footprint of Scottish Widows investments by 2030
- Developed three new operational climate pledges including net zero carbon operations by 2030
- Calculated initial estimate of our 2018 financed emissions baseline covering c.70% of Group's balance sheet¹
- Joined Net-Zero Banking Alliance as a founding member in April 2021
- Scottish Widows divesting c.£1.4bn from companies not meeting ESG standards
- Social
- Announced new gender and ethnic diversity aspirations for colleagues in senior roles by 2025
 - Marked 1st anniversary of our Race Action Plan, driving change across our culture, recruitment and progression, and supporting Black communities externally
 - The first FTSE100 company to set a public goal for senior roles held by Black colleagues (3% by 2025)
 - >£51m total community investment, including £25.5m for our four independent charitable Foundations

Governance



- Successful transition to new Chair with ongoing CEO leadership succession; new CEO starting in August
- Comprehensive shareholder engagement including Board Governance Event and retail investor briefings
- Employee engagement remains strong reflecting support to colleagues through pandemic (NEW)



New ESG Report (FY2020), including enhanced TCFD disclosures and new SASB index

Long-term ESG focus supported by memberships, awards and ratings





Continuing economic recovery, although uncertainties remain





Business confidence and expectations for staff numbers³





LBG customer card spend⁴

(104 week percentage change, 7d moving average, excluding public holidays)



Employments furloughed per day²



Financial Update



Solid financial performance, continued business momentum



<u>H1 2021</u>

Net income	£7.6bn
Cost:income ratio (incl. remediation)	54.9%
Pre-provision operating profit	£3.4bn
Impairment credit	£656m
Statutory profit before tax	£3.9bn
Return on tangible equity	19.2%
TNAV	55.6p
CET1 ratio	16.7%

- Net income recovering, 2% ahead of H1 2020, 8% ahead of H2 2020
 - NII £5.4bn with AIEAs £441bn and H1 NIM 250bps
 - Other income of £2.4bn; operating lease depreciation of £271m
- Operating costs slightly up on prior year
- Higher remediation charge, relating to legacy programmes
- Underlying asset quality strong with net impairment credit
- Statutory profit before tax of £3.9bn
- Strong balance sheet and capital build in H1
 - Open mortgage book growth of £12.6bn
 - Deposit growth of £23.7bn
 - TNAV of 55.6p, up 3.3p in H1
 - CET1 ratio of 16.7% post-dividend accrual, with capital build of 93bps
- 2021 guidance enhanced

Strong balance sheet and resilient net interest income





- H1 AIEAs at £441bn up c.£4bn versus H2 2020
- NII of £5.4bn, down 1% on H1 2020 impacted by lower rates; up 2% on H2
- H1 NIM of 250bps, with Q2 margin of 251bps
- Continue to expect low single-digit percentage growth in AIEAs in 2021
 - Solid mortgage pipeline for Q3
 - Modest recovery in unsecured balances expected in H2
- 2021 NIM now expected to be around 250bps
 - H2 mortgage margin pressure mitigated by increased hedge income and lower funding costs

Continued lending growth in mortgages; robust asset margins



Changing asset mix

(Book size £bn, Gross margin %¹)





- Total mortgage book up £11.4bn in H1 driven by strong open book growth
- Mortgage new business margins declining but remain above front book maturities
- SVR attrition c.15% given strong home mover market
- Consumer finance balances down £1bn, predominantly in cards; balances stable in Q2
- Commercial Banking balances down £2bn with margin supported by mix and ongoing pricing actions

1 – Gross margin is gross customer receivables or payables, less short-term funding costs; references SONIA. Chart uses rounded inputs. 2 – Excluding overdrafts. 3 – Includes Fleet, Stocking and Lex Finance. 4 – Includes Retail Business Banking.

Franchise strength further building hedge sustainability





- Structural hedge capacity of £225bn, up £15bn in H1 and £40bn since year end 2019, largely driven by continued strong deposit growth
 - Prudent increase in capacity given c.£63bn deposit growth since year end 2019
- Structural hedge notional balance of £215bn
 - c.3.5 year weighted average life (c.2.5 years at year end)
- c.£30bn of maturities in H2 and £10bn unhedged capacity provide flexibility
- £1.1bn income from structural hedge balances in H1
 - Structural hedge income expected to be c.£250m lower in 2021 than in 2020

1 – The external sterling structural hedge notional is managed as a portfolio, split shown is indicative.

Resilient other income, some early signs of recovery





Other income



- Other income of £2.4bn YTD with £1.3bn in Q2
- Q2 benefits from strong contribution from Equity Investments business and positive assumption changes in Insurance
- Divisional performance beginning to recover with early signs of increasing activity and new business
 - Modest Q2 uplift in Retail and Insurance
 - Stable performance in Commercial Banking, consistent with H1 2020
- Continued recovery dependent on activity supported by ongoing investment



Impairment (£m)	H1 2021	Q2 2021	H1 2020	YoY change
Charges pre-updated MES ¹	252	43	788	(536)
Retail	527	206	578	(51)
Commercial Banking	(272)	(161)	206	(478)
Other	(3)	(2)	4	(7)
Coronavirus impacted restructuring cases ²	(71)	2	432	(503)
Updated economic outlook	(837)	(378)	2,598	(3,435)
Retail	(544)	(304)	1,517	(2,061)
Commercial Banking	(293)	(74)	881	(1,174)
Severe scenario overlay	-	-	200	(200)
Total impairment (credit) / charge	(656)	(333)	3,818	(4,474)

ECL ³	Upside (30%)	Base Case (30%)	Downside (30%)	Severe downside (10%)	Prob. -weighted
H1 2021	£4,807m	£5,194m	£6,025m	£7,737m	£5,582m
H2 2020	£5,766m	£6,354m	£7,468m	£9,838m	£6,860m

- Asset quality remains strong with low new to arrears and underlying charges below pre-Covid levels
 - Retail and Commercial credit experience remains benign
 - Commercial benefits from better restructuring outcomes
- H1 net impairment credit of £656m bolstered by economic outlook release of £837m
- Stock of ECL reduced to £5.6bn, c.£1.4bn higher than year end 2019
 - Covid management judgements retained, now c.£1.2bn, including £400m central overlay
- Based on current economic assumptions, FY 2021 net AQR now expected to be below 10bps

1 – Multiple economic scenarios. 2 – Further (releases) / charges on existing material cases in restructuring at the end of 2019 where coronavirus has directly hampered the recovery strategy. 3 – Expected credit loss.17



Capital, Funding & Liquidity



Capital, Funding & Liquidity summary



Significant CET1 headroom to regulatory minimum and Group target



Strong liquidity metrics through the pandemic



2022 RWA regulatory headwinds, although uncertainties remain

(£bn)



c.£2bn of Issuance over 2021 with limited requirements during H2



MREL strongly positioned - c.840bps above expected requirement



Stabilised rating outlooks

L	loyds Banking Group
	A2 / BBB+ / A Sta / Sta / Sta
Bank	Lloyds Bank

Corporate Markets	Scottish Widows
A1 / A / A+	A2 / - / A+
Sta / Sta / Sta	Sta / - / Sta
	Markets A1 / A / A+

Ratings shown as Moody's/S&P/Fitch

Enhanced capital strength with significant headroom over target and requirements



Common equity tier 1 ratio



- CET 1 ratio 16.7% underpinned by strong capital build with 93bps in H1
- CET 1 ratio 15.5% excluding software benefit and IFRS 9 transitional relief
 - Ongoing target of c.12.5% plus a management buffer of c.1%
 - Significant headroom over c.11% regulatory requirement¹
- Group Pillar 2A reduced over 2020 and set in nominal terms for 2021, providing stability of requirements should RWAs increase in stress
- CCyB confirmed at 0% until at least Dec 2021; earliest implementation of any change now Dec 2022
- O-SII buffer (formerly Systemic Risk Buffer) maintained at current rate prior to reassessment in Dec 2022; earliest implementation of any change now January 2024

RWAs down £1.8bn in H1; regulatory pressure in 2022





- RWAs down £1.8bn in H1 to £201bn, driven by Commercial Banking optimisation
- Limited credit migration seen to date, supported by high quality book and HPI
- 2021 RWAs now expected to be below £200bn
- Regulatory headwinds expected to increase RWAs in January 2022
 - Impact estimated at £15-20bn, subject to economic conditions and model finalisation
 - Active RWA management to continue, providing some offset
- 2023 Basel 3.1 impacts expected to be broadly neutral with reductions from F-IRB² changes offsetting other increases

1 - Standardised Approach for Counterparty Credit Risk. 2 - Foundation internal ratings-based approach.

changes

arowth

Well positioned for end-state MREL requirements



Transitional MREL ratio



- Strongly positioned with total capital ratio of 23.1% and MREL ratio of 36.3%; c.£1.4bn of MREL eligible senior unsecured and £500m Tier 2 issued over 2021
- July BoE consultation paper proposed no changes to end-state requirements that will apply from 1 Jan 2022
- 2021 HoldCo issuance focused on meeting requirements and funding needs, including prudent buffers, at each legal entity level

Scale of legacy capital securities limited in context of wider capital stack



Legacy Securities (£bn)



- Legacy capital securities constitute only £3.5bn, of which:
 - £1bn preference shares issued from the resolution entity
 - £1.5bn with regulatory call options, currently grandfathered Tier 1 until end-2021
 - £0.7bn securities with maturity or redemption options pre-June 2025
 - £0.3bn securities without maturity or redemption options pre-June 2025

Prudent funding and liquidity position with limited funding requirements





LCR stable and above minimum requirements



2021 Funding by currency



LDR continues to reduce due to deposit inflows



- Average LCR remains comfortably above regulatory minimum at 131%
- Loan to deposit ratio reduced further to 94% due to continued deposit inflows
- c.£2.0bn equivalent issued YTD as a result of deposit inflows and TFSME
- Limited requirements over rest of 2021 given current funding position and maturities
- TFSME outstanding of £8.7bn following c.£5bn repayment in Q1

Rating outlooks improved to stable



		HoldCo	Ring-Fenced Bank	Non-Ring- Fenced Bank	
	UK Sovereign	Lloyds Banking Group ¹	Lloyds Bank, Bank of Scotland ¹	Lloyds Bank Corporate Markets ¹	Commentary
Standard and Poor's	AA / Sta	BBB+ / A-2 / Sta	A+ / A-1 / Sta	A / A-1 / Sta	 In June, S&P returned the Group's Rating Outlooks to Stable from Negative. This was driven by a revision to the BICRA economic risk trend, which also moved to Stable from Negative, as well as what S&P view as the Group's prudent provisioning and ability to navigate any potential tail risks from the pandemic.
Moody's	Aa3 / Sta	A2 / P-1 / Sta	A1 / P-1 / Sta	A1 / P-1 / Sta	 Following the implementation of their new methodology in July, Moody's upgraded LBG to A2 from A3. Moody's also revised LBG's Rating Outlook back to Stable, from Negative, reflecting an updated view of the UK and stabilisation of asset quality and profitability metrics across the Group.
Fitch	AA-/Sta	A / F1 / Sta	A+ / F1 / Sta	A+ / F1 / Sta	 In May Fitch downgraded LBG by one notch to A - a methodological downgrade triggered by a fall in Qualifying Junior Debt. In July, Fitch returned the Group's Rating Outlooks to Stable from Negative. This followed a return to Stable for the UK Sovereign in June.



Appendix





Scenario	ECL (£m)	Economic measure (%)	2021	Change since FY 2020 ¹	2022	2023	2024	2025	2021-25
		GDP	6.1	2.4	5.5	1.4	1.4	1.2	3.1
Unalda		Interest rate	0.52	(0.62)	1.27	1.09	1.32	1.58	1.16
	4,807	Unemployment rate	4.7	(0.7)	4.9	4.4	4.2	4.1	4.5
(30 /0)		HPI growth	6.8	8.2	3.4	4.6	3.9	3.4	4.4
		CRE price growth	9.2	(0.1)	5.7	2.4	0.3	(0.3)	3.4
		GDP	5.5	2.5	5.5	1.6	1.4	1.2	3.0
-	5,194	Interest rate	0.10	0.00	0.10	0.25	0.50	0.75	0.34
Base case (30%)		Unemployment rate	5.4	(1.4)	6.1	5.4	5.0	4.8	5.4
		HPI growth	5.6	9.4	0.1	0.1	0.6	1.1	1.5
		CRE price growth	0.4	2.1	1.0	0.6	0.3	0.5	0.6
		GDP	4.8	3.1	4.2	1.3	1.4	1.4	2.6
		Interest rate	0.09	0.03	0.05	0.06	0.11	0.20	0.10
	6,025	Unemployment rate	6.0	(1.9)	7.8	7.1	6.5	6.0	6.7
(3070)		HPI growth	3.5	11.9	(6.2)	(7.5)	(4.9)	(1.8)	(3.5)
Upside (30%) Base case (30%) Downside (30%) Severe downside (10%) Probability- weighted ECL		CRE price growth	(5.3)	5.3	(5.3)	(2.8)	(1.5)	0.2	(3.0)
		GDP	4.1	3.8	3.5	1.1	1.4	1.4	2.3
Severe		Interest rate	0.06	0.06	0.00	0.01	0.02	0.03	0.02
	7,737	Unemployment rate	7.0	(2.9)	9.9	9.1	8.3	7.6	8.4
(10%)		HPI growth	2.4	13.5	(11.0)	(13.2)	(9.6)	(5.1)	(7.5)
		CRE price growth	(13.5)	7.9	(13.5)	(6.9)	(2.3)	0.5	(7.3)
	5,582								

1 – Changes only shown for 2021 measures.

weighted ECL

Modest reduction in coverage reflecting updated economic outlook



	Gross				Q4 2020 Total Total ECL		Net ECL	P&L	Write-offs	FOL	Write-offs ECL & Other	
(£m)	customer L&A (£bn)	Stage 1	Stage 2	Stage 3	Total	Coverage ¹	HY 2021	increase / (decrease)	charge / (credit)	& Other	Q4 2020	H1 2020
Retail	364.7	0.2%	3.6%	21.0%	1.0%	1.1%	3,482	(526)	(17)	(509)	4,008	(677)
UK Mortgages	306.6	0.0%	1.8%	13.7%	0.5%	0.5%	1,406	(199)	(175)	(24)	1,605	(56)
Cards	14.2	1.9%	16.2%	57.5%	5.8%	6.4%	825	(133)	67	(200)	958	(271)
Loans & Overdrafts	9.5	2.3%	19.6%	62.4%	6.4%	7.6%	606	(109)	130	(239)	715	(265)
Motor	14.9	1.2%	5.7%	64.8%	2.9%	3.3%	434	(67)	(40)	(27)	501	(65)
Other	19.5	0.3%	8.7%	41.4%	1.1%	1.2%	211	(18)	1	(19)	229	(20)
Commercial	85.7	0.3%	4.9%	33.7%	1.9%	2.7%	1,650	(752)	(636)	(116)	2,402	(71)
Other ²	55.1	0.7%	2.8%	22.9%	0.8%	0.7%	450	0	(3)	3	450	9
Total	505.5	0.3%	3.8%	25.6%	1.1%	1.4%	5,582	(1,278)	(656)	(622)	6,860	(739)



		2020 ¹	2010 ¹			
	Mainstream	Buy to let	Specialist	Total	Total	Total
Average LTVs	42.2%	48.8%	39.2%	43.1%	43.5%	55.6%
New business LTVs	63.6%	60.2%	N/A	63.1%	63.9%	60.9%
≤ 80% LTV	92.8%	99.3%	95.4%	94.0%	91.6%	57.0%
>80-90% LTV	6.8%	0.4%	1.5%	5.6%	7.8%	16.2%
>90-100% LTV	0.2%	0.1%	1.0%	0.2%	0.3%	13.6%
>100% LTV	0.2%	0.2%	2.1%	0.2%	0.3%	13.2%
Value >80% LTV	£17.5bn	£0.4bn	£0.5bn	£18.4bn	£24.9bn	£146.6bn
Value >100% LTV	£0.4bn	£0.1bn	£0.2bn	£0.7bn	£1.0bn	£44.9bn
Gross lending	£245.3bn	£51.1bn	£10.2bn	£306.6bn	£295.4bn	£341.1bn

1 – 2020-21 LTVs use Markit's 2019 Halifax HPI; 2010 LTVs use Markit's pre-2019 Halifax HPI and include TSB.

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Forward looking statements



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Words such as 'believes', 'achieves', 'achieves', 'estimates', 'estimates', 'estimates', 'should', 'intends', 'aims', 'projects', 'plans', 'potential', 'will', 'would', 'considered', 'likely', 'may', 'seek', 'estimates', 'estimates', 'estimates', 'estimates', 'anticipates', 'anticipates', 'anticipates', 'anticipates', 'estimates', 'estimates', 'estimates', 'estimates', 'anticipates', 'anticipates', 'anticipates', 'estimates', 'estimates', 'estimates', 'estimates', 'estimates', 'anticipates', 'anticipates', 'anticipates', 'estimates', 'estimates' 'objective', 'endeavour', 'prospects', 'optimistic' and variations of these words and similar future or conditional expressions are intended to identify forward looking statements but are not the exclusive means of identifying such statements

Examples of such forward looking statements include, but are not limited to, statements or guidance relating to: projections or expectations of the Group's future financial position including profit attributable to shareholders, provisions, economic profit, dividends, capital structure, portfolios, net interest margin, capital ratios, liquidity, risk-weighted assets (RWAs), expenditures or any other financial items or ratios; litigation, regulatory and governmental investigations; the Group's future financial performance; the level and extent of future impairments and write-downs; the Group's ESG targets and/or commitments; statements of plans, objectives or goals of the Group or its management including in respect of statements about the future business and economic environments in the UK and elsewhere including, but not limited to, future trends in interest rates, foreign exchange rates, credit and equity market levels and demographic developments; statements about competition, regulation, disposals and consolidation or technological developments in the financial services industry; and statements of assumptions underlying such statements.

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