

A black horse is running across a grassy field in the foreground, its mane and tail flowing. The background features a serene landscape with a calm lake reflecting the warm, golden light of a sunset. The sky is filled with soft, colorful clouds in shades of orange, pink, and purple. In the distance, rolling hills and mountains are visible under the twilight sky.

2023 Q3 Results

Fixed Income

Presentation

Lloyds Banking Group
25 October 2023



Business and strategic update

Consistent delivery



Purpose

**Helping
Britain
Prosper**

- **Supporting customers**
- **Delivering strategic ambitions**
- **Continued robust financial performance**
- **Reaffirming 2023 financial guidance**
- **Well positioned to deliver for all stakeholders**

Financial update

Continued robust financial performance



Financial performance (£m)

	Q3 2023 YTD	Q3 2022 YTD ¹	YoY ¹
Net interest income	10,448	9,529	10%
Other income	3,837	3,538	8%
Operating lease depreciation	(585)	(295)	(98)%
Net income	13,700	12,772	7%
Total costs incl. Remediation	(6,788)	(6,405)	(6)%
Underlying profit before impairment	6,912	6,367	9%
Impairment charge	(849)	(1,045)	19%
Underlying profit	6,063	5,322	14%
Statutory profit after tax	4,284	2,941	46%
Net interest margin	3.15%	2.84%	31bp
Return on tangible equity	16.6%	9.6%	7.0pp
Earnings per share	5.9p	3.7p	2.2p
Tangible net asset value per share	47.2p	44.5p	2.7p
CET1 ratio	14.6%	15.0%	(0.4)pp

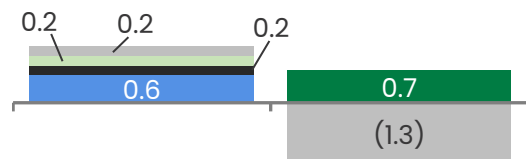
- Statutory PAT £4.3bn; RoTE 16.6%
- Strong net income, up 7%, NIM 315bps; Q3 margin 308bps, down 6bps vs Q2 as expected
- Costs up 6% (5% ex. remediation), given investment and inflation
- Resilient asset quality; £849m impairment charge; pre-MES charge £918m, equivalent to AQR 27bps
- TNAV 47.2p, up 0.7p YTD and 1.5p in Q3
- Strong capital generation 165bps; 129bps after regulatory headwinds; CET1 ratio 14.6%

Ongoing resilience in customer franchise



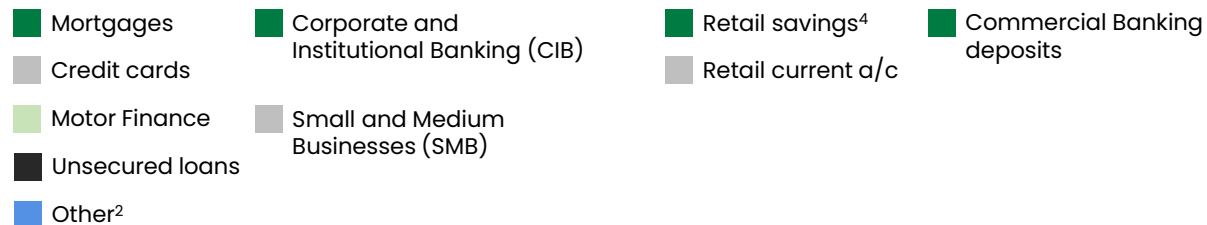
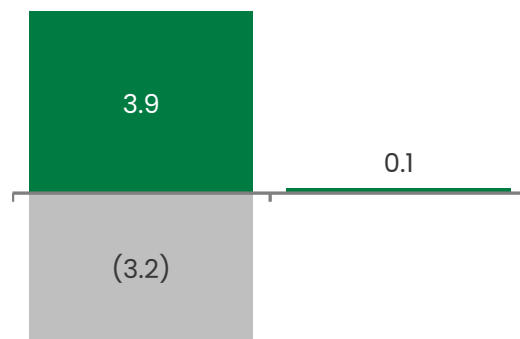
Q3 lending change¹ (£bn)

Retail **Commercial**
+£1.2bn/0.3% **-£0.6bn/0.7%**



Q3 deposit change³ (£bn)

Retail **Commercial**
+£0.7bn/0.2% **+£0.1bn/0.1%**



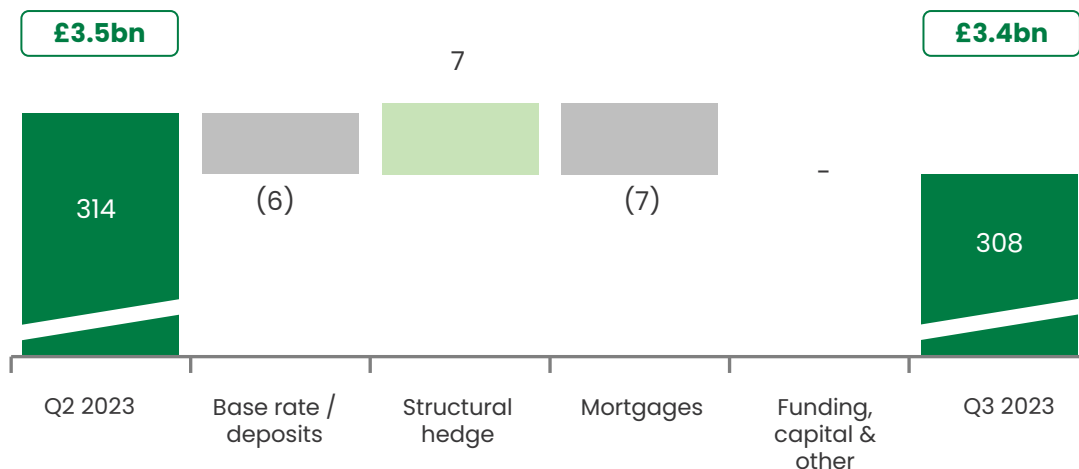
- **Total loans £452bn, up £1.4bn in Q3; down 0.6% YTD**
 - Retail up £1.2bn in Q3; total mortgages stable with modest growth in open mortgage book, cards, loans and motor
 - Commercial down £0.6bn in Q3; FX impacts in CIB and SMB repayments incl. CBILS/BLS
- **Total deposits £470bn, up £0.5bn or 0.1% in Q3; down 1.1% YTD**
 - Retail up £0.7bn in Q3; up £3.9bn in savings, down £3.2bn in current accounts
 - Commercial up £0.1bn in Q3
- **£5.3bn net new money in IP&I YTD; £1.6bn in Q3⁵**

1 – Excludes balances relating to central fair value hedge accounting adjustments of £(2.5)bn (30 June 2023: £(3.3)bn). 2 – Includes Overdrafts, Europe and Wealth. 3 – Excludes balances relating to margin calls of £nil (30 June 2023: £0.3bn). 4 – Includes Retail relationship savings, Retail tactical savings and Wealth. 5 – Open book assets under administration; excludes market movements.

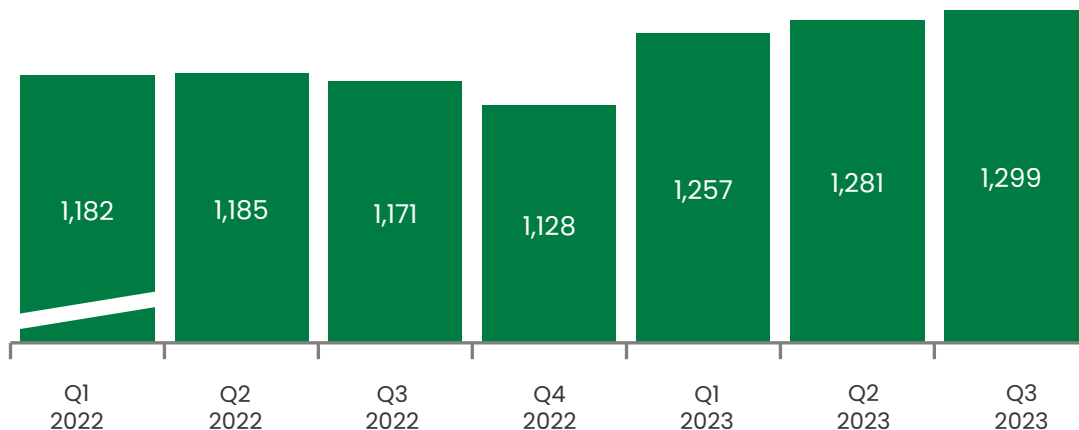
Solid income performance



Net interest income and banking margin (£bn, bps)



Other income (£m)

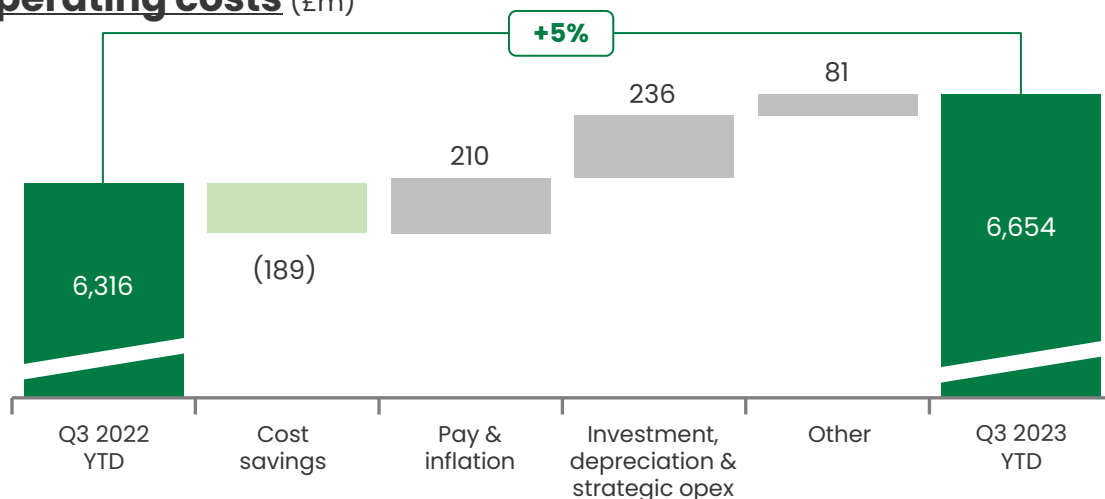


- **NII £10.4bn YTD, £3.4bn in Q3**
 - YTD AIEAs £453bn; Q3 broadly stable vs Q2
 - YTD NIM 315bps; 308bps in Q3, down 6bps vs Q2, given expected headwinds
 - Structural hedge nominal balance £251bn, down £4bn in Q3; WAL c.3.5 years
 - Q3 non-banking NII £76m, broadly in line with Q2
- **Expect 2023 AIEAs down slightly vs Q4 2022**
- **Continue to expect 2023 NIM >310bps**
- **Other income £3.8bn YTD; continued improvement based on activity levels and investment benefits**
- **Operating lease depreciation continuing to normalise; £229m in Q3**

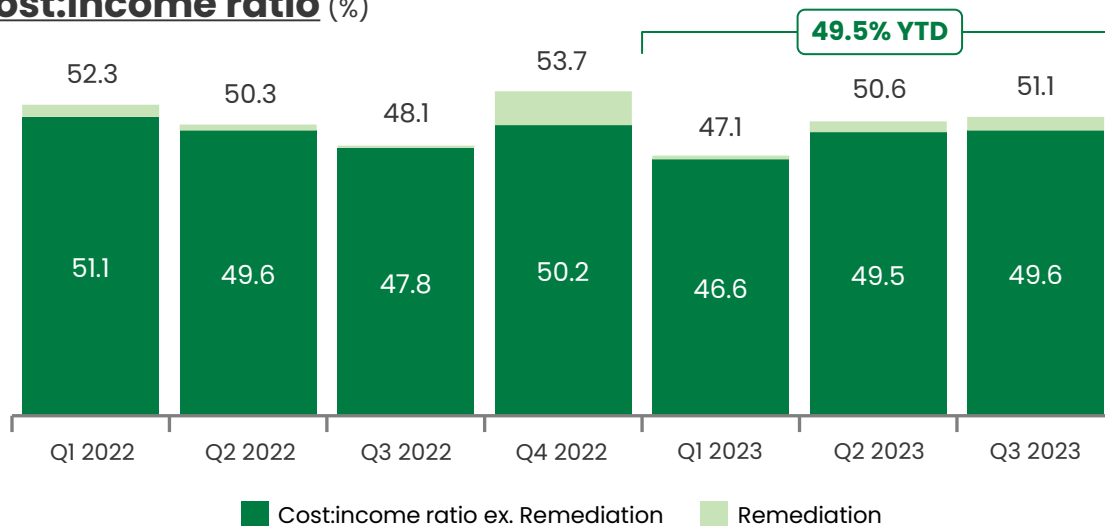
Costs in line with expectations



Operating costs (£m)



Cost:income ratio (%)

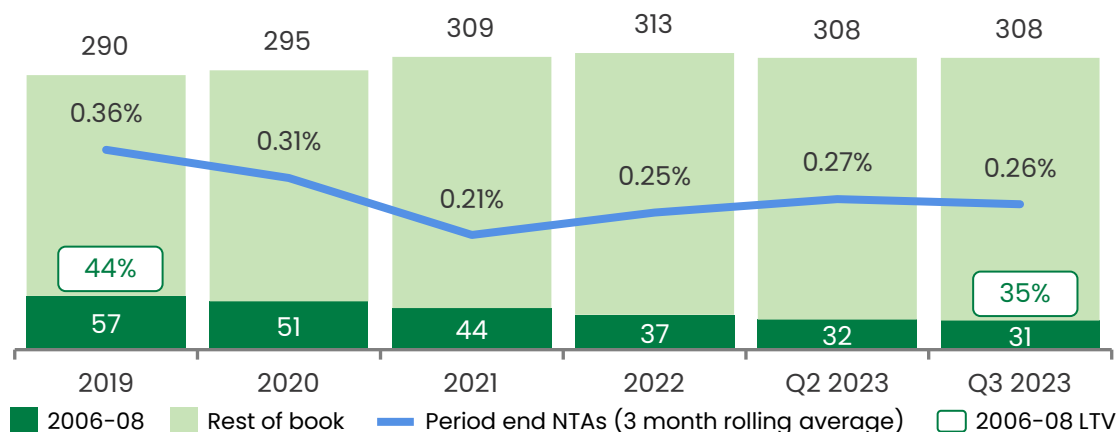


- YTD operating costs £6.7bn, up 5% given planned strategic investment, new business and inflation
- Cost:income 49.5%; 48.6% ex. remediation
- Ongoing discipline in the context of continued inflationary pressure
- Continue to expect 2023 operating costs c.£9.1bn
- Remediation charge of £134m YTD; Q3 £64m

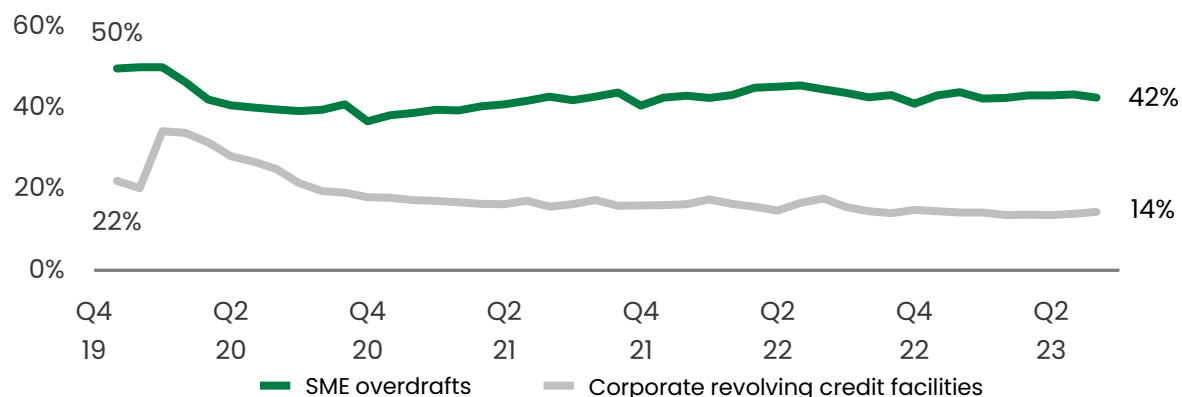
Reassuring performance across portfolios



Mortgage portfolio mix and new to arrears (Balances £bn, NTAs %, LTV %)



SME overdraft and corporate RCF utilisation¹ (%)



- Mortgage book remains resilient with arrears below 2019; average LTV 43% and new to arrears stable in quarter
- Underlying consumer finance trends stable; new to arrears similar to, or lower than pre-pandemic
- Stable SME overdraft utilisation trends; RCF² utilisation >30% below pre-pandemic
- c.90% of SME lending³ secured; c.80% of CIB exposure at investment grade
- Net CRE exposure c.£11bn⁴, remains robust
 - Average interest cover ratio⁵ 3.6x, with 75% >2x
 - Average LTV⁵ 43%; c.90% with LTV <70%
 - c.14% office, c.12% retail and c.11% industrial; c.42% residential investment

1 – August 2023. 2 – Revolving credit facility. 3 – SME excluding Business Banking; lending fully or partially secured. 4 – Post Significant Risk Transfer securitisations. 5 – Excludes Business Banking, development, CBILS and BBLS.

Resilient observed asset quality



Impairment (£m)

	Q3 2023	Q3 2023 YTD	Q3 2022 YTD	YoY
Charge (credit) pre updated MES¹	261	918	532	386
<i>Retail</i>	236	787	520	267
<i>Commercial Banking</i>	31	139	1	138
<i>Other</i>	(6)	(8)	11	(19)
Updated economic outlook	(74)	(69)	513	(582)
<i>Retail</i>	(71)	(30)	541	(571)
<i>Commercial Banking</i>	(3)	(39)	372	(411)
<i>Other (COVID central adjustment)</i>	-	-	(400)	400
Total impairment charge	187	849	1,045	(196)

Gross lending and coverage level² (£bn, %)

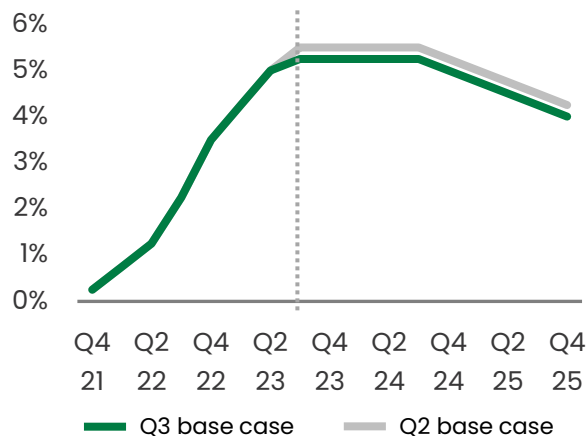
		Stage 1	Stage 2	Stage 3	Total
Q3 2023	Loans and advances	£383bn	£63bn	£11bn	£457bn
	Coverage	0.3%	3.0%	23.1%	1.2%
Q4 2022	Loans and advances	£383bn	£66bn	£11bn	£460bn
	Coverage	0.2%	3.2%	22.6%	1.1%

- **Q3 YTD impairment charge £849m, AQR 25bps**
 - Pre-MES charge £918m reflects continued resilience across portfolios
 - £69m MES release reflects modest improvements in GDP and HPI outlook
- **£187m charge in Q3, £232m below Q2, including £74m MES release**
 - Q3 pre-MES £261m, AQR 23bps, includes c.6bps net calibration benefit, run rate AQR 29bps
- **Stable stock of ECL £5.4bn**
- **Now expect 2023 AQR <30bps**

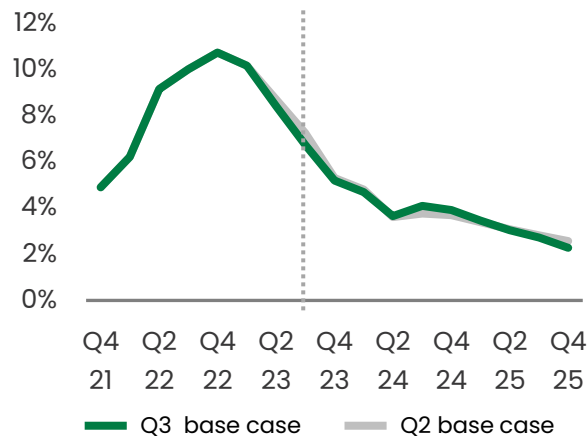
Updated macroeconomic outlook



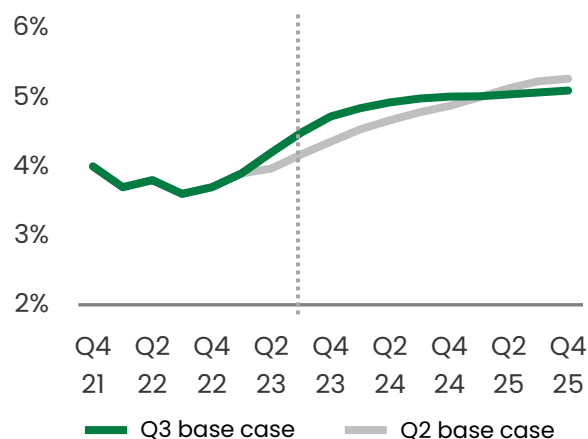
UK bank rate



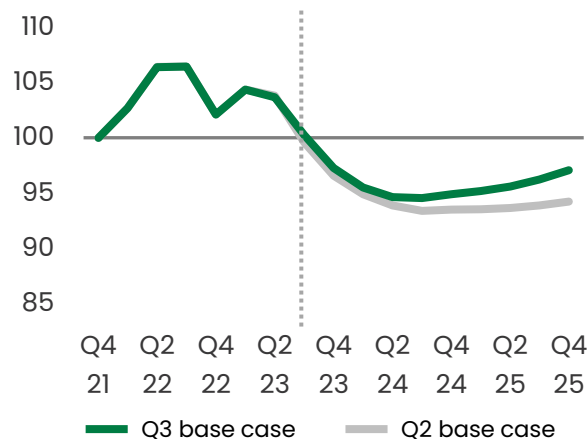
CPI inflation



Unemployment



Indexed house prices



- **Modest growth improvement, lower base rate**
 - GDP now expected to strengthen 0.4% in 2023, versus 0.2% assumed at Q2
 - Base rate forecast to have peaked at 5.25% until falling from Q4 2024
 - Inflation forecast to reduce more slowly, still >5% in Q4 2023 and c.4% in Q4 2024
 - Peak unemployment revised down to 5.1%
 - After strong house price growth in 2022, expect a fall of c.5% in 2023; peak to trough fall c.11%

Consistent delivery



Purpose

Helping Britain Prosper

- **Continued robust financial performance**
- **2023 financial guidance**
 - NIM of >310bps
 - Operating costs of c.£9.1bn
 - AQR now expected to be <30bps
 - RoTE of >14%
 - Capital generation of c.175bps
- **Well positioned to deliver for all stakeholders**



Capital, funding & liquidity

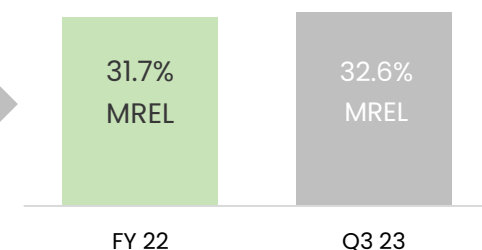
Capital, MREL and liquidity summary

Capital



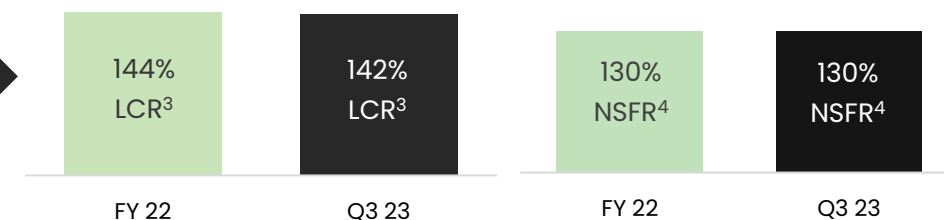
CET1 remains ahead of both regulatory minimum and the ongoing Group target of c.12.5% + c.1% management buffer

MREL



MREL remains strong and in excess of regulatory requirements of 27.3%

Liquidity

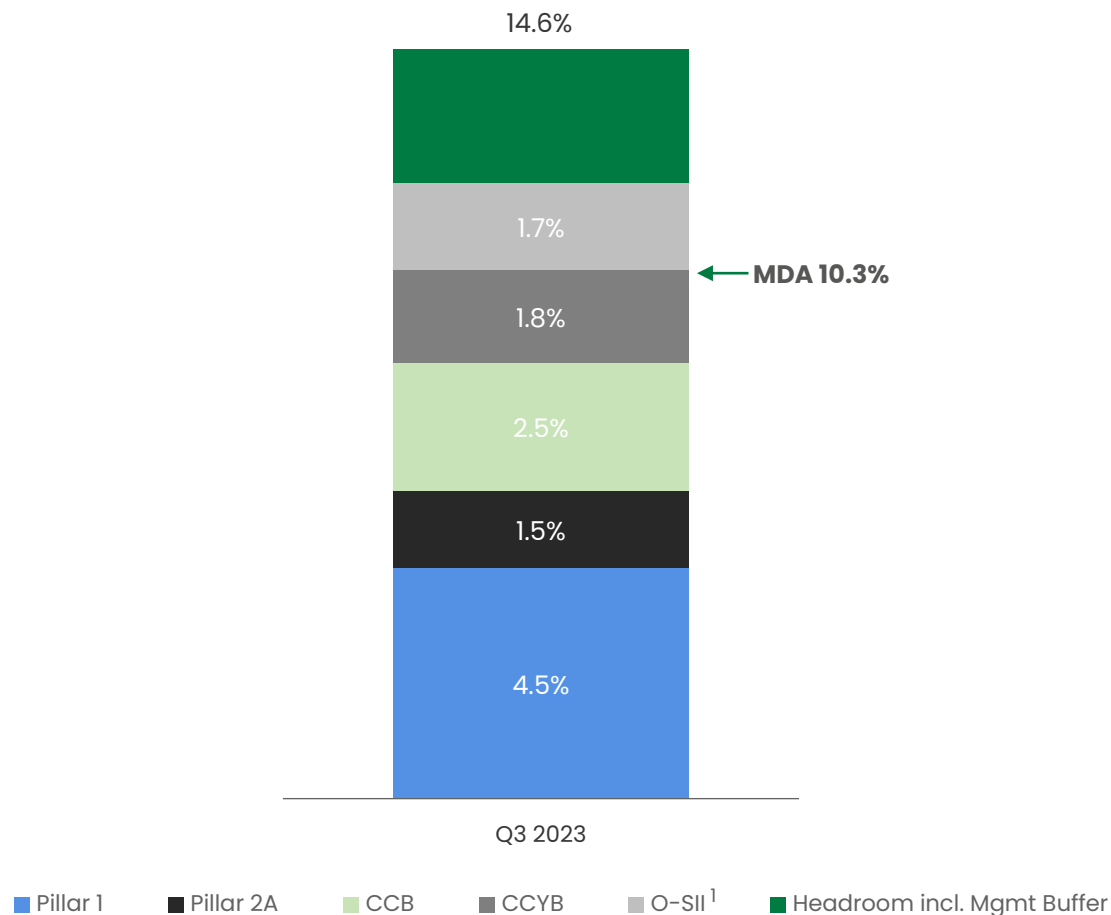


Stable and high-quality liquidity metrics

1 – Proforma CET1 ratio. 2 – The Group’s MDA threshold is based on the combined buffer requirement, which excludes the equivalent of the Ring-Fenced Bank’s O-SII. 3 – Calculated as an average of month-end observations over the previous 12 months. 4 – Calculated as an average of the four previous quarters.

Capital strength maintained

Common Equity Tier 1 ratio (% , bps)



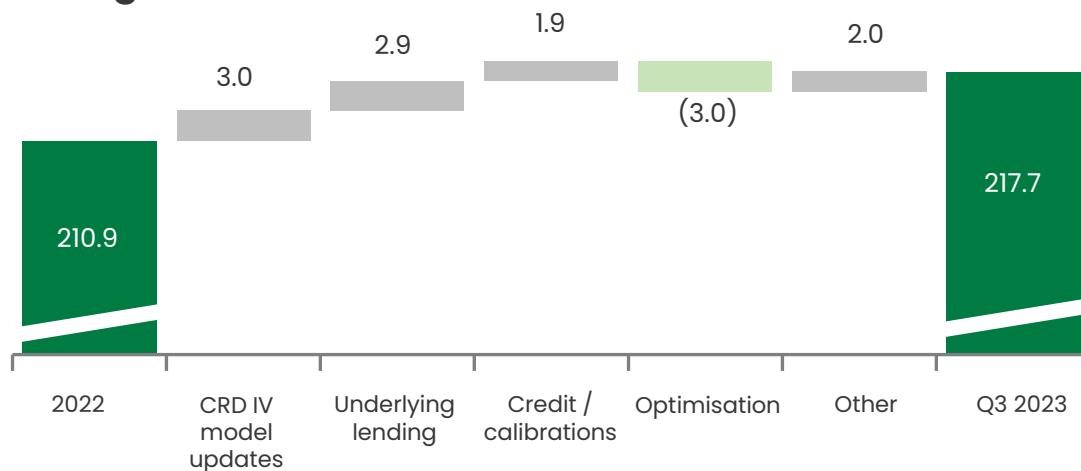
- UK CCyB rate increased from 1% to 2% in July 2023, representing an equivalent increase in the Group's CCyB from 0.9% to 1.8%
- O-SII buffer maintained at 1.7% until reassessment in December 2023; implementation of any change in January 2025
- Leverage ratio of 5.7% well ahead of regulatory requirements of 4.5%
- Resilient balance sheet; LBG comfortably passed the 2023 BoE stress test, with a low point of 11.6% versus a hurdle rate of 6.6%

¹ – O-SII buffer of 2% is applicable to the RFB sub-group, equating to 1.7% at Group level.

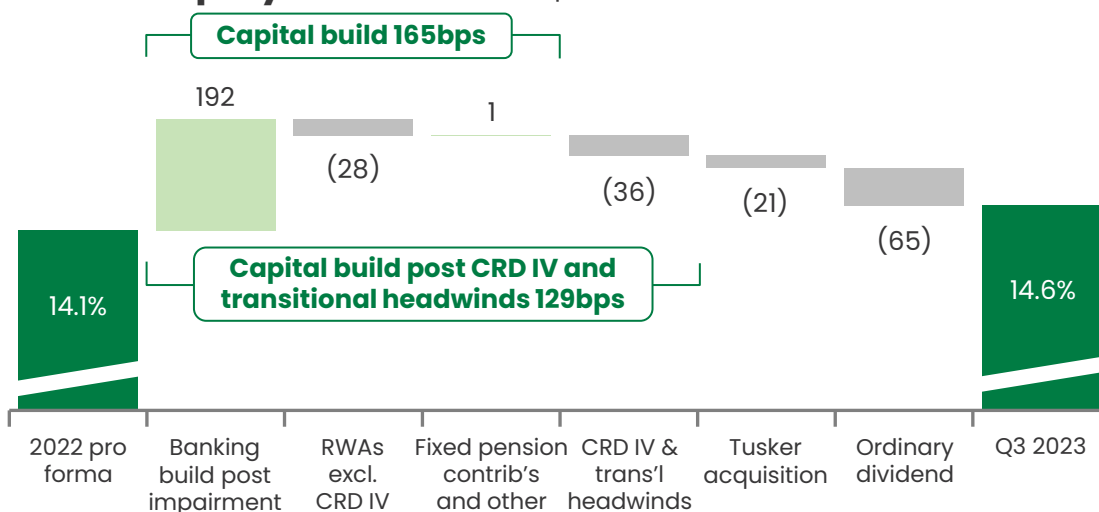
Continued strong capital generation



Risk weighted assets (£bn)



Common equity tier 1 ratio (% bps)



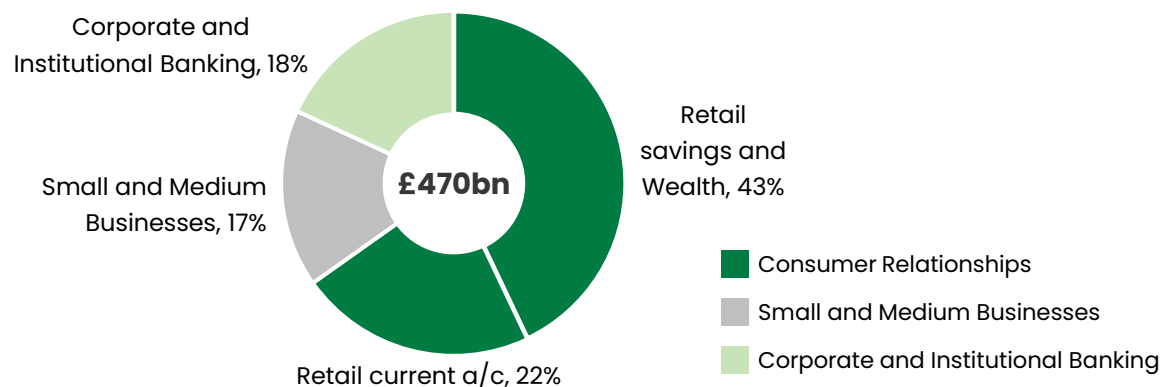
- RWAs £217.7bn, up £6.8bn YTD incl. £2.4bn in Q3
- Strong 165bps capital generation after 30bps full fixed pension deficit contributions; 129bps after regulatory headwinds
- CET1 ratio 14.6% after 65bps dividend accrual
 - Ahead of ongoing CET1 target of c.12.5% plus a c.1% management buffer
- Continue to expect 2023 capital generation, post CRD IV and transitional headwinds, to be c.175bps
- Pensions triennial review substantially agreed
 - Aggregate funding deficit c.£250m: after closing £250m by Q1 2024, no further contributions in this triennial period



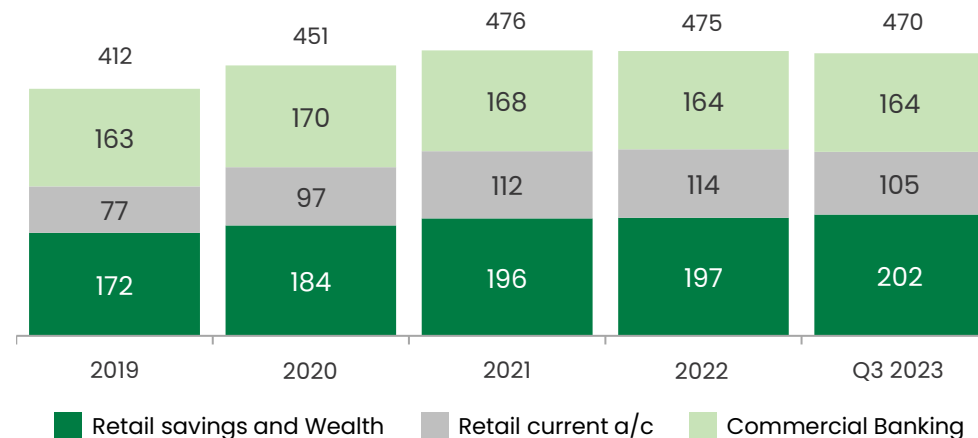
Diversified deposit base; strong liquidity position

Loan to deposit ratio 96%, Net stable funding ratio 130%, Liquidity coverage ratio 142%

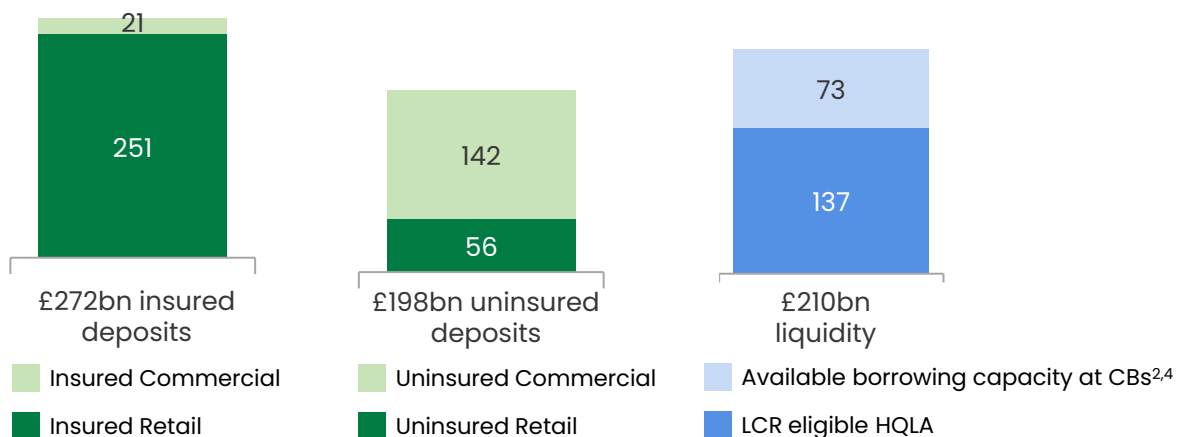
c.65% of deposits in Retail; diversified Commercial balances (£bn)



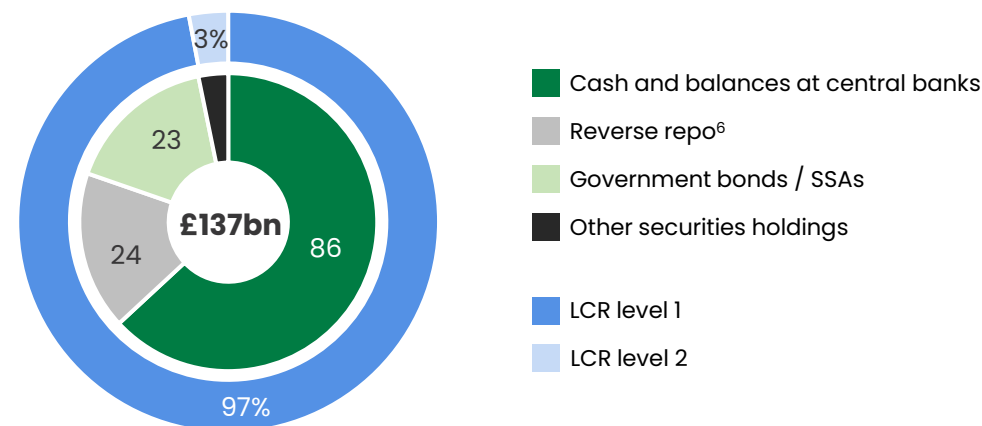
>90% of deposit growth since 2019 in diversified Retail³ (£bn)



82% of Retail and 58% of total deposits¹ insured (£bn)



Liquidity portfolio⁴ fully hedged for interest rate risk⁵ (£bn)



1 - Calculated on a spot basis; charts use rounded inputs. 2 - Central banks. 3 - Chart uses rounded inputs. 4 - Calculated on a 12 month average basis. 5 - Including c.3% of securities held at amortised cost. 6 - Primarily UK Government bonds; netted balance includes reverse repo and other balancing items.

Wholesale funding requirements returning to more normalised levels over strategic plan period



	2023	Issuance principles
HoldCo Senior	<£5bn	Refinancing of maturities
Tier 2	£2-4bn across AT1 and T2	Ongoing refinancing to c.2.5% target
AT1	£2-4bn across AT1 and T2	Ongoing refinancing to c.2.0% target
OpCo	£5-10bn; largely secured funding at the RFB; senior unsecured at the NRFB	Refinancing of maturities and government borrowing

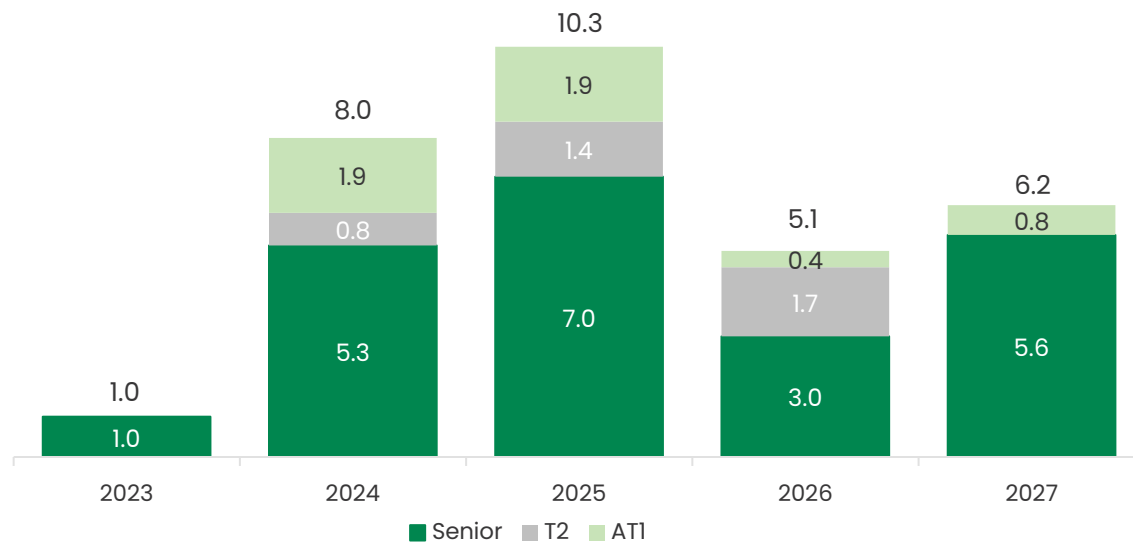
- **2023 issuance programme largely complete**
 - ~£1bn OpCo funding remaining
 - Pre-funding will be considered, subject to markets
- **Expect c.£20bn of issuance in 2024 across all entities and products**
 - HoldCo supply stable vs 2023
 - Small increase in OpCo supply
- **£30bn TFSME outstanding**
 - Contractual maturity of TFSME is 2025 for c.£21bn and 2027 for c.£9bn
 - Refinancing included in issuance guidance

Appendix

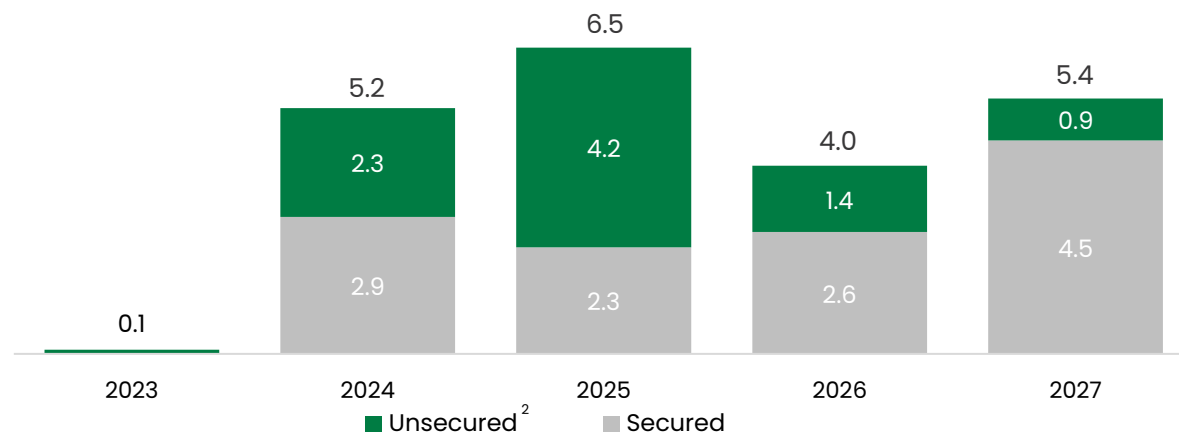
Wholesale funding requirements supported by redemption profile



HoldCo redemption profile (£bn)¹



OpCo redemption profile (£bn)¹

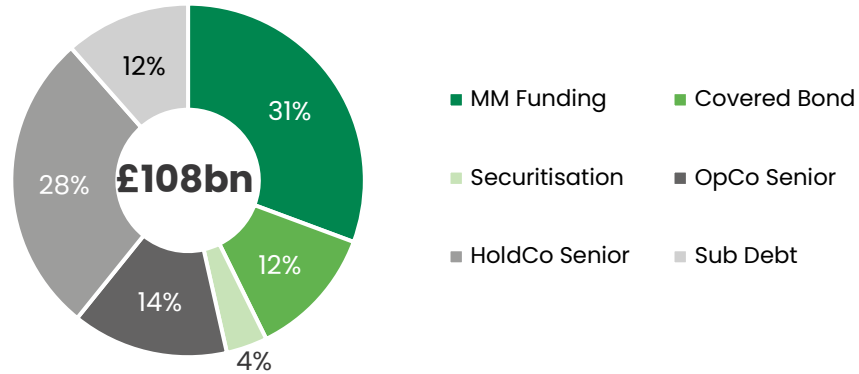


- Redemption profile supports increased issuance
- The Group has access to a diverse range of funding programmes, products and markets

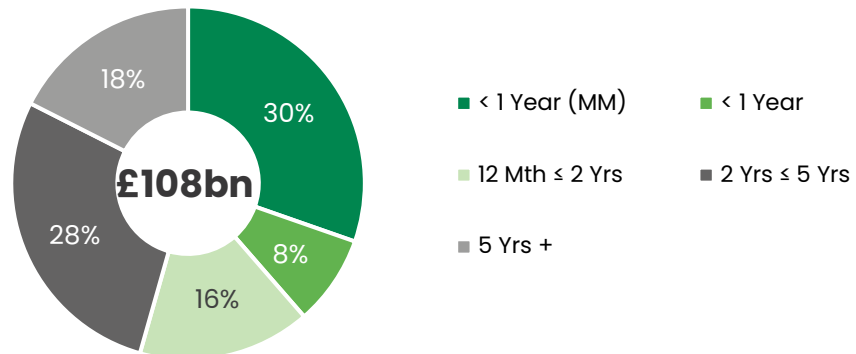
¹ – Based on notional value outstanding and FX rate as at close 30.09.2023, redemption profiles reflect first call dates which remain subject to issuer call decision. ² – Includes subordinated debt issued by LBG subsidiaries.

Diverse funding portfolio as at Q3 2023

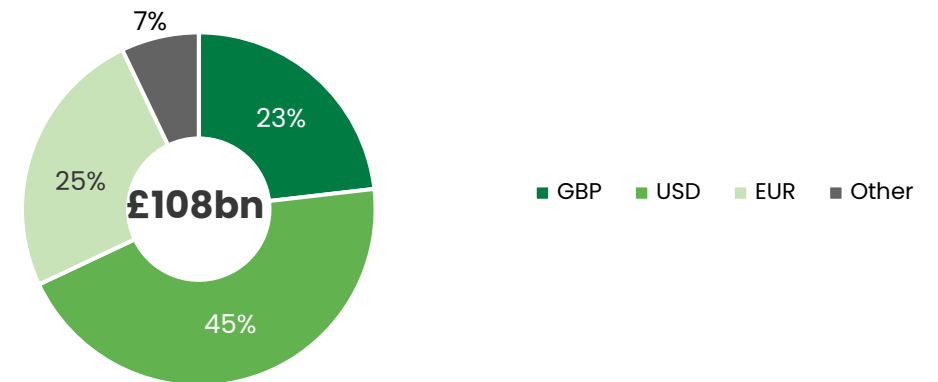
Wholesale funding portfolio by type



Wholesale funding portfolio by maturity

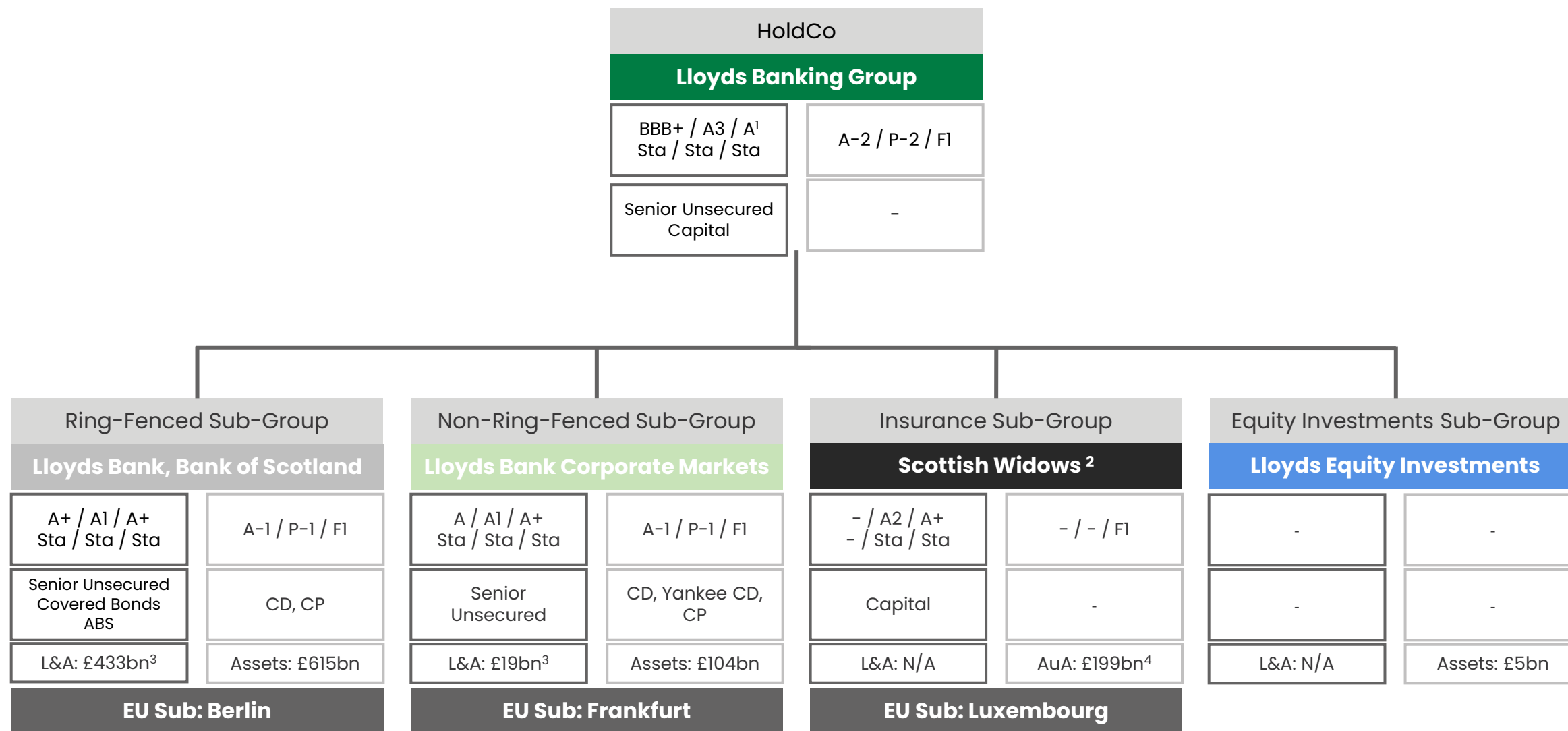


Wholesale funding portfolio by currency





Simple group structure with multiple issuance points



1 - Ratings shown are senior unsecured in the order of S&P / Moody's / Fitch as at 25.10.23. 2 - Ratings shown for Scottish Widows are Insurance Financial Strength Ratings. 3 - "L&A" refers to Loans & Advances to customers. 4 - Includes stockbroking.



Strong credit ratings¹ across the Group

	UK Sovereign	HoldCo Lloyds Banking Group	Ring-Fenced Bank Lloyds Bank, Bank of Scotland	Non-Ring-Fenced Bank Lloyds Bank Corporate Markets	Insurance Sub-Group Scottish Widows ³
S&P	AA Stable	BBB+ Stable A-2	A+ Stable A-1	A Stable A-1	–
Moody's	Aa3 Stable ²	A3 Stable P-2	A1 Stable ² P-1	A1 Stable P-1	A2 Stable –
Fitch	AA- Negative	A Stable F1	A+ Stable F1	A+ Stable F1	A+ Stable F1

1 – At close 25.10.23. 2 – UK Sovereign Outlook revised to Stable from Negative on 20.10.23, consequently Lloyds Bank LT Senior Rating Outlook revised to Stable from Negative. 3 – Ratings shown for Scottish Widows are Insurance Financial Strength.

Strong ESG ratings supported by clear deliverables



We have identified 4 focus areas where we are best placed to provide significant positive change, enabling us to create a more inclusive society and sustainable future

Enabling regional development

- Focus on opportunities to support housing and physical regeneration
- Increase regional productivity and create high-quality jobs
- Encourage inclusive growth by broadening economic opportunity across the community
- Enable a just transition to net zero

Improving access to quality housing

- Increase access to the benefits of home ownership, including shared ownership
- Support a quality rental and social housing sector
- Increase the availability of specialist housing

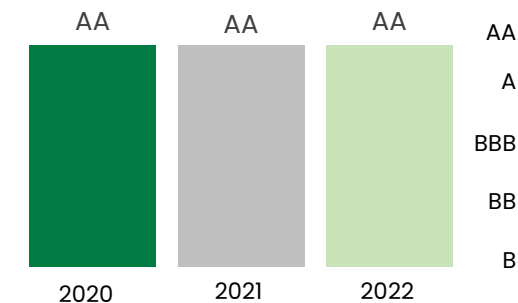
Greening the built environment

- Build on our financing to the social housing and commercial sector
- Broaden the finance and partnerships available to our mortgage customers
- Work on city-scale retrofit in the UK regions

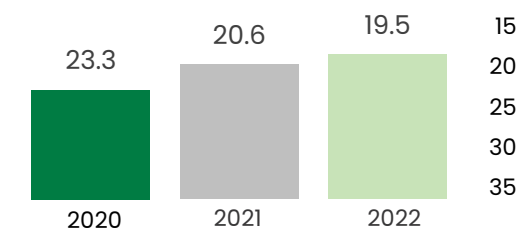
Creating a more inclusive future

- Support the financial needs of all groups of customers, through our services or strategic partnerships
- Provide further support through the increased cost of living
- Make our products, processes and services accessible and inclusive by design
- Create a fully inclusive organisation that is representative of modern-day Britain

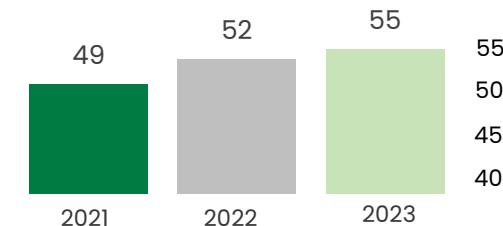
MSCI ¹



Sustainalytics ¹



S&P CSA ¹



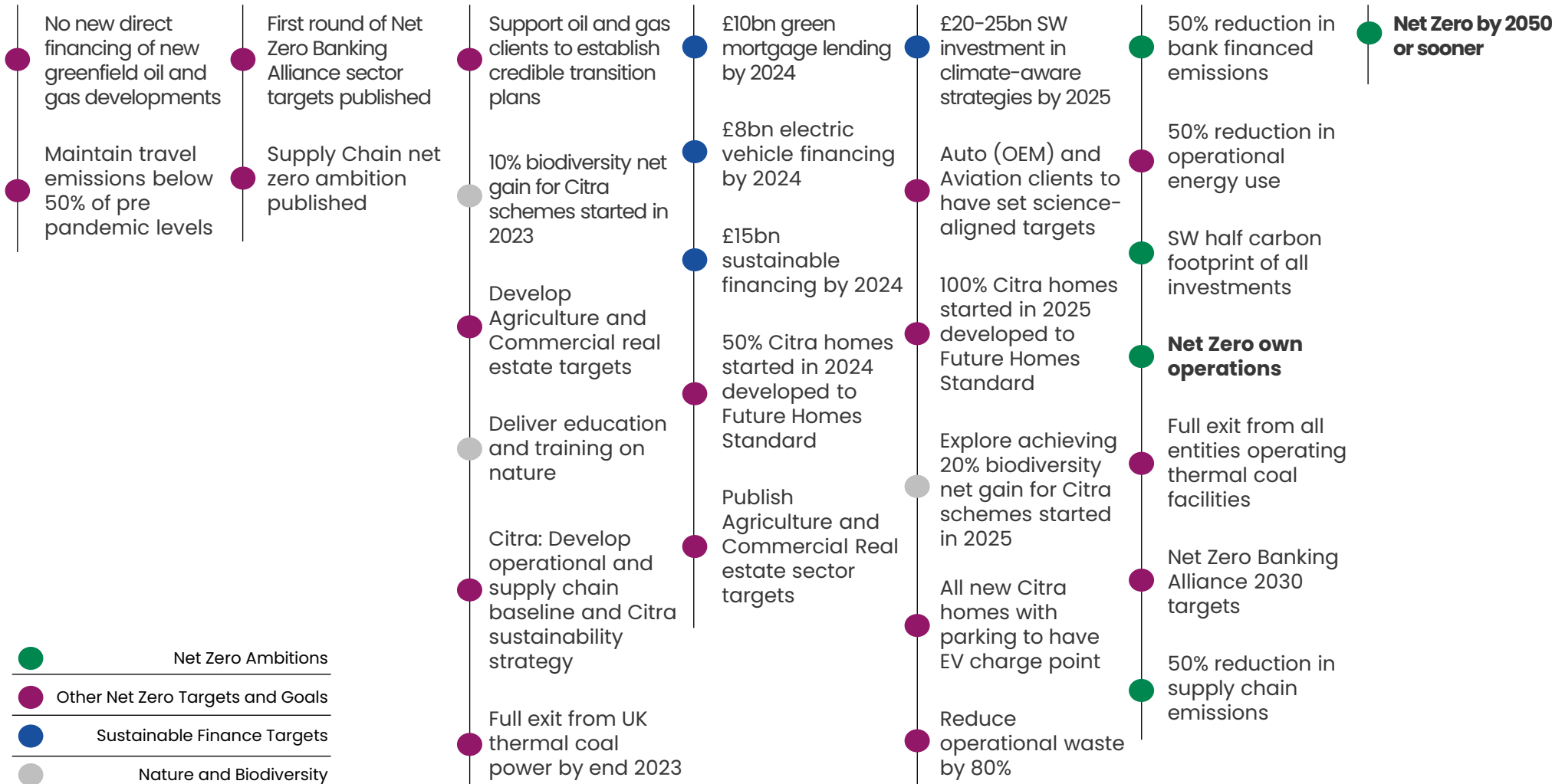
¹ – Ratings shown are all end of year scores and are as of 30/09/2023.



Our Group Climate Transition Plan

We have set several net zero ambitions across our Group to support the decarbonisation of our business in line with limiting global warming to 1.5°C. Our climate transition plan provides the plan and pathway to how we will achieve our Group ambitions and targets

2021 2022 2023 2024 2025 2030 2050



Quarterly P&L and key ratios



(£m)	Q3 2023	Q2 2023	Q1 2023	Q4 2022	Q3 2022	Q2 2022	Q1 2022
Net interest income	3,444	3,469	3,535	3,643	3,394	3,190	2,945
Other income	1,299	1,281	1,257	1,128	1,171	1,185	1,182
Operating lease depreciation	(229)	(216)	(140)	(78)	(82)	(119)	(94)
Net income	4,514	4,534	4,652	4,693	4,483	4,256	4,033
Operating costs	(2,241)	(2,243)	(2,170)	(2,356)	(2,145)	(2,112)	(2,059)
Remediation	(64)	(51)	(19)	(166)	(10)	(27)	(52)
Total costs	(2,305)	(2,294)	(2,189)	(2,522)	(2,155)	(2,139)	(2,111)
Underlying profit before impairment	2,209	2,240	2,463	2,171	2,328	2,117	1,922
Impairment charge	(187)	(419)	(243)	(465)	(668)	(200)	(177)
Underlying profit	2,022	1,821	2,220	1,706	1,660	1,917	1,745
Restructuring	(44)	(13)	(12)	(11)	(22)	(23)	(24)
Volatility and other items	(120)	(198)	52	(638)	(1,062)	(289)	(177)
Statutory profit before tax	1,858	1,610	2,260	1,057	576	1,605	1,544
Statutory profit after tax	1,420	1,223	1,641	982	494	1,302	1,145
Net interest margin	3.08%	3.14%	3.22%	3.22%	2.98%	2.87%	2.68%
Average interest earning assets	£453bn	£453bn	£454bn	£454bn	£455bn	£451bn	£448bn
Cost:income ratio	51.1%	50.6%	47.1%	53.7%	48.1%	50.3%	52.3%
Asset quality ratio	0.17%	0.36%	0.22%	0.38%	0.57%	0.17%	0.16%
Return on tangible equity	16.9%	13.6%	19.1%	11.0%	4.2%	13.0%	10.7%
Tangible net asset value per share	47.2p	45.7p	49.6p	46.5p	44.5p	51.4p	53.7p

Updated economic scenarios



Scenario	ECL (£m)	Measure (%)	2023	vs Q4 2022	2024	2025	2026	2027	Ave. 23-27
Upside (30%)	3,986	GDP	0.8	0.7	2.0	1.5	1.8	2.1	1.6
		Unemployment rate	3.9	1.1	2.9	2.8	3.1	3.1	3.1
		HPI growth	(3.4)	(0.6)	1.4	9.5	9.7	7.6	4.8
		CRE price growth	(0.4)	(8.9)	9.5	3.2	2.3	2.0	3.3
		UK Bank Rate	5.06	0.11	6.61	6.27	5.76	5.59	5.86
		CPI inflation	7.6	(0.7)	4.2	3.4	3.2	3.6	4.4
Base case (30%)	4,733	GDP	0.4	1.6	0.5	1.0	1.7	2.1	1.2
		Unemployment rate	4.3	(0.2)	4.9	5.1	5.1	5.0	4.9
		HPI growth	(4.7)	2.2	(2.4)	2.3	4.0	4.1	0.6
		CRE price growth	(4.2)	(0.9)	1.0	0.5	1.2	1.8	0.0
		UK Bank Rate	4.94	0.94	5.19	4.38	3.75	3.50	4.35
		CPI inflation	7.6	(0.7)	4.1	2.9	2.1	2.3	3.8
Downside (30%)	5,884	GDP	0.0	3.0	(1.4)	0.5	1.7	2.2	0.6
		Unemployment rate	4.8	(1.5)	7.1	7.5	7.4	7.0	6.7
		HPI growth	(5.7)	5.4	(5.6)	(4.5)	(2.0)	0.2	(3.6)
		CRE price growth	(7.7)	7.3	(7.7)	(3.0)	(1.1)	0.3	(3.9)
		UK Bank Rate	4.83	1.90	3.69	2.34	1.61	1.27	2.75
		CPI inflation	7.6	(0.6)	4.0	2.4	1.1	0.9	3.2
Severe downside (10%)	10,076	GDP	(0.4)	4.8	(3.1)	0.1	1.5	2.1	0.0
		Unemployment rate	5.4	(3.6)	9.8	10.5	10.1	9.5	9.1
		HPI growth	(7.4)	7.4	(10.1)	(12.9)	(9.4)	(5.4)	(9.1)
		CRE price growth	(12.9)	15.9	(19.3)	(9.4)	(5.6)	(2.3)	(10.1)
		UK Bank Rate – adj.	5.44	(1.56)	7.00	4.94	3.88	3.50	4.95
		CPI inflation – adj.	8.1	(6.2)	6.3	5.4	4.2	3.9	5.6
Probability weighted	5,389								

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