Barclays PLC

Fixed Income Investor 2012 Results Call

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13 February 2013

Chris Lucas

Group Finance Director

FY 2012 Performance Highlights

Results	2012 (£m)	2011 (£m)	Change (%)
Adjusted income	29,043	28,512	2
Adjusted profit before tax*	7,048	5,590	26
Statutory profit before tax	246	5,879	
Adjusting items:			
Own credit	*(4,579)*	*2,708*	
*Provision for PPI and IRHP***	*(2,450)*	*(1,000)*	
Other	*227*	*(1,419)*	

* Comprises share of post-tax results of associates and joint ventures, profit or loss on disposal of subsidiaries, associates and joint ventures, and gains on acquisitions

** Payment Protection Insurance (PPI) and Interest Rate Hedging Products (IRHP)

Capital Ratios	2012	2011	Change
Core tier 1 ratio	10.9%	11.0%	(10bps)
Total capital ratio	17.1%	16.4%	70bps
Risk Weighted Assets	£387bn	£391bn	(1%)

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Benoit de Vitry

Group Treasurer

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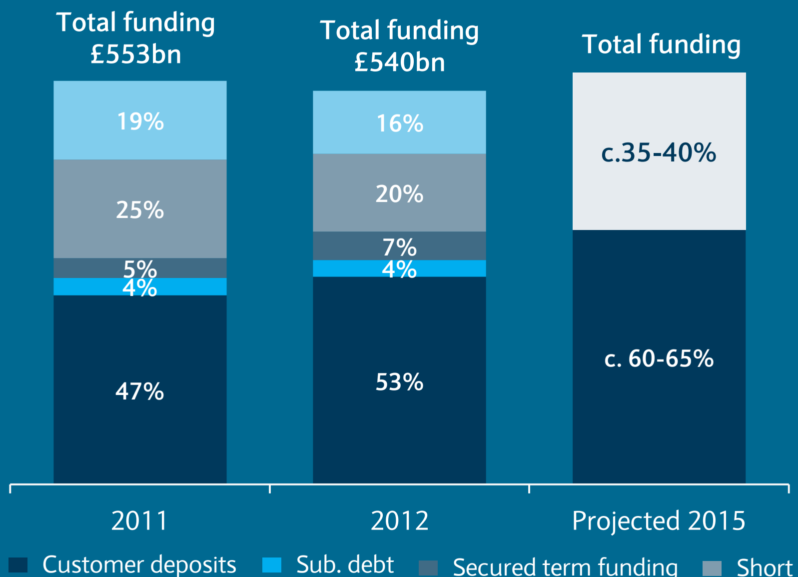
Funding

	2011	2012	Projected 2015
Group loan to deposit ratio	118%	110%	c.103-107%
< 1 year wholesale funding / wholesale funding	49%	42%	c.42-44%
Customer loans & advances encumbrance ratio	10%	17%	< 25%
WAM wholesale funding (excl. liquidity pool)	58 months	61 months	c.54-57 months

2011-2015 total funding[1]



Optimisation of balance sheet funding, through:

- Substitution of unsecured with secured debt
- Optimisation of term structure
- Refinancing at lower market spreads
- Replacement of wholesale debt with customer deposits

⇒ Improved risk profile: more stable and diverse sources of funds

⇒ Lower senior funding cost: projected annual savings of £400-450m by 2015

[1] total funding = RBB, Corp. bank, Wealth and Investment bank customer deposits excl. Absa (2012: £302bn) + wholesale funding excl. gold repo and fair value deposits (2012: £226bn) + FLS (2012: £6bn) + bilateral secured term funding (2012: £5bn)

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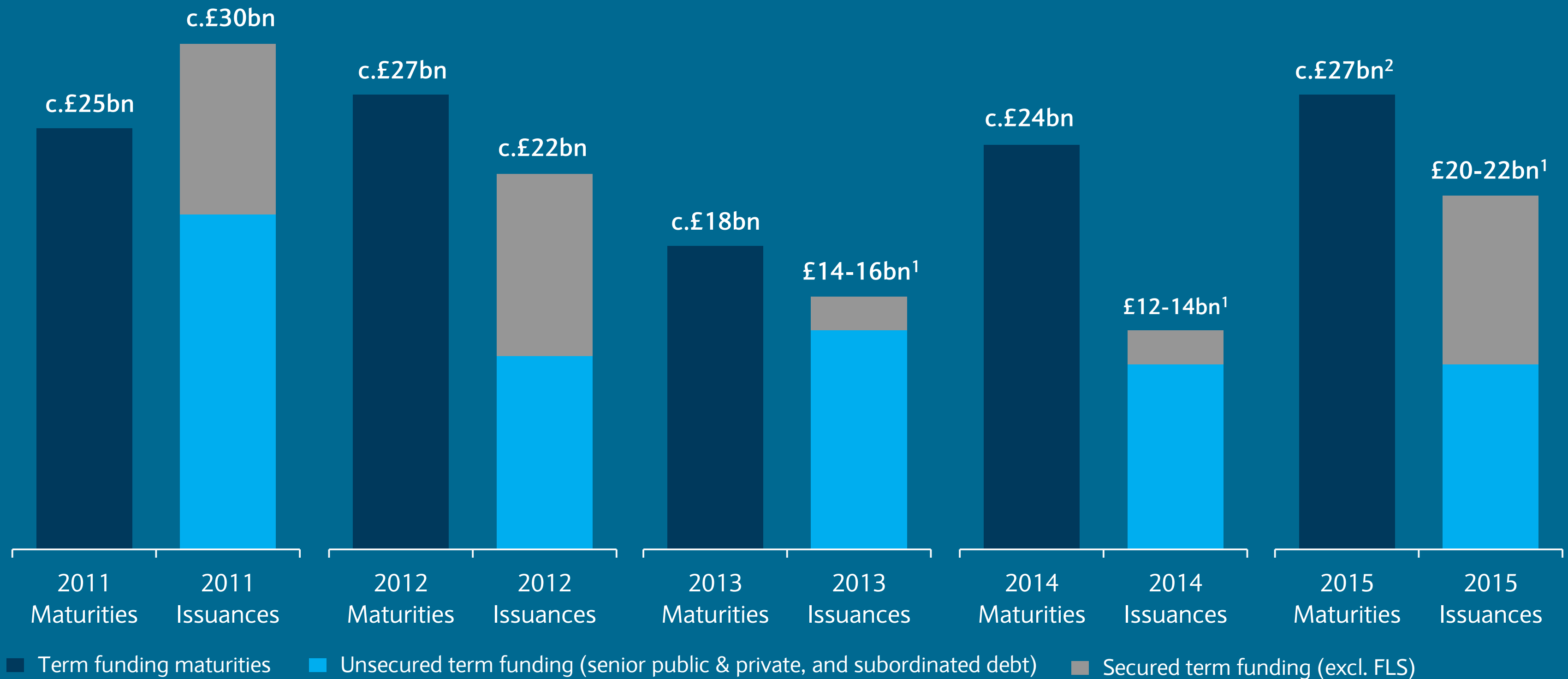
Term funding plans

- Funding plan sized to meet business needs, while ensuring compliance with Liquidity Risk Appetite (LRA) and regulatory requirements
- Reduced funding requirements due to increased deposit taking and legacy asset run-off
- Commitment to maintain access to a diversified funding base, across different products and multiple currencies



[1] projections based on market conditions prevailing at end of December 2012

[2] including maturities of planned term issuances in 2013

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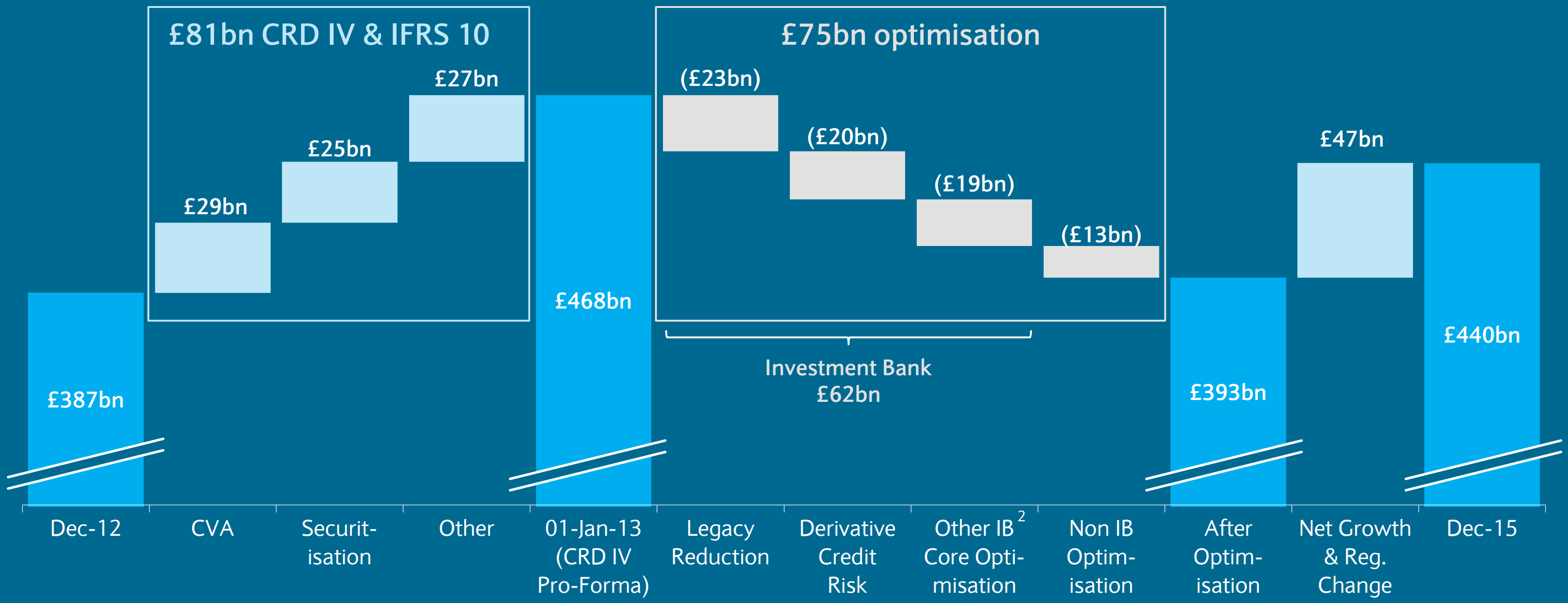
RWA projections[1]

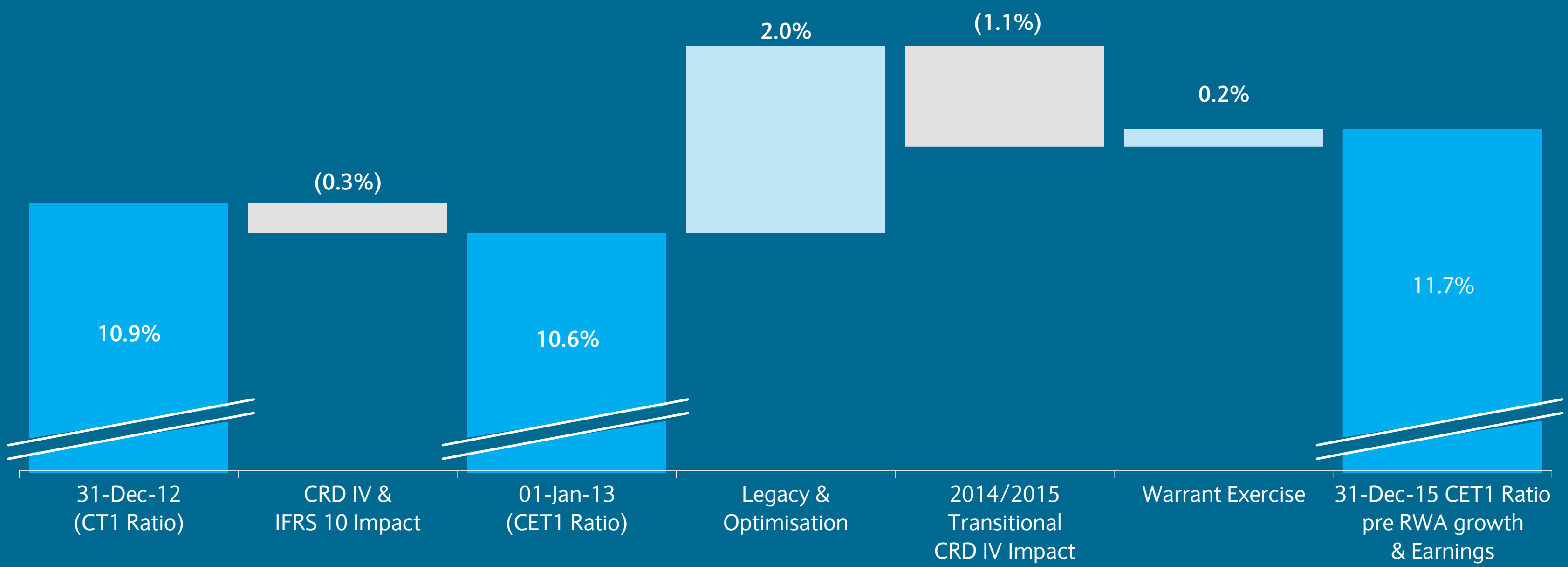


- Majority of CRD IV and IFRS 10 impacts expected to be offset by management actions across various businesses
- RWA optimisation actions anticipated to generate headroom for growth in select activities, additional regulatory changes and volatility in the impact of CRD IV
- RWAs projected to be c.£440bn by December 2015

[1] projections based on market conditions prevailing at end of December 2012

[2] IB: Investment Bank

Transitional CET1 ratio projections[1]



- CRD IV mitigating actions and tight management of RWAs with objective of maintaining a strong transitional CET1 ratio
- Key assumptions:
  - No CET1 capital generated through earnings
  - CET1 capital is impacted by IFRS 10, CRD IV transitional adjustments and warrant exercise
  - RWA projections include £75bn gross savings through efficiencies (resulting in a 2.0% CET1 ratio increase), and exclude any business growth

[1] estimates based on market conditions prevailing at end of December 2012

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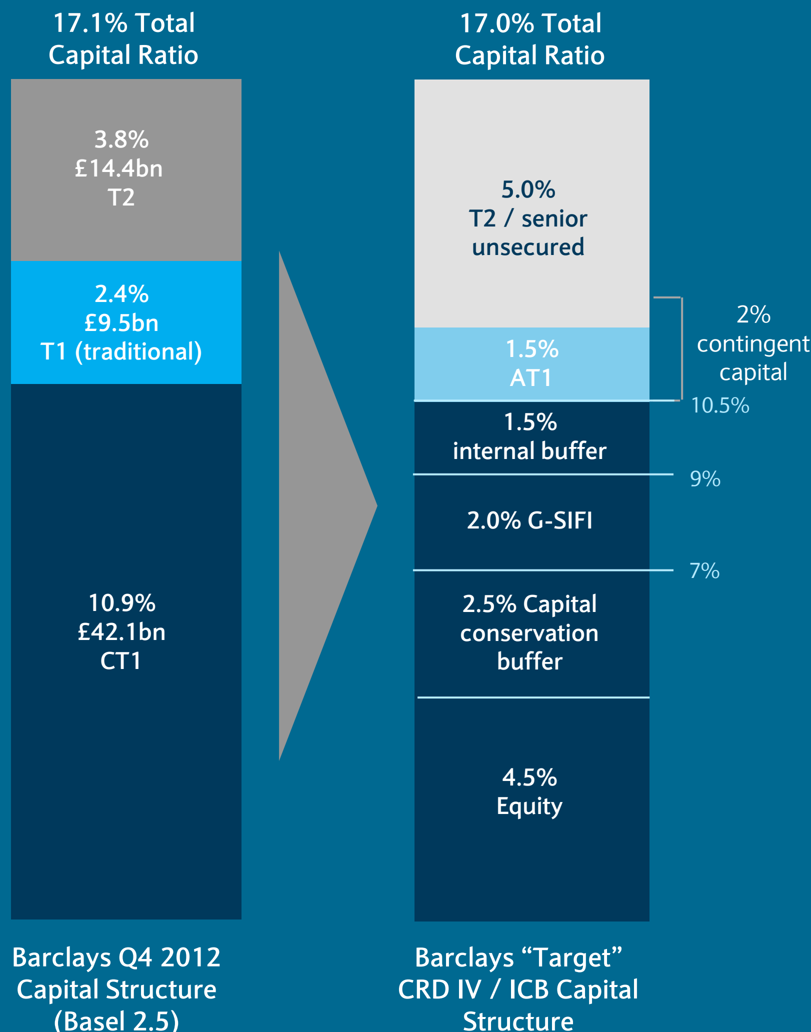
Capital Structure



Current capital metrics	31 Dec 12
CT1 ratio	10.9%
CT1 ratio buffer above 7% trigger	3.9%

Proforma capital ratios	1 Jan 13
CRD IV transitional CET1 ratio	10.6%
CRD IV fully-loaded CET1 ratio	8.2%

- Target capital structure embracing requirements for G-SIFI[1] banks under CRD IV and ICB[2] / HMTreasury 17% PLAC[3] proposals
- Tight management of RWAs and undertaking of mitigating actions expected to maintain transitional CET1 in excess of 10.5% target
- Strong commitment to support a viable and scalable contingent capital market

[1] G-SIFI: Global Systemically Important Financial Institutions [2] ICB: Independent Commission on Banking [3] PLAC: Primary Loss Absorbing Capacity

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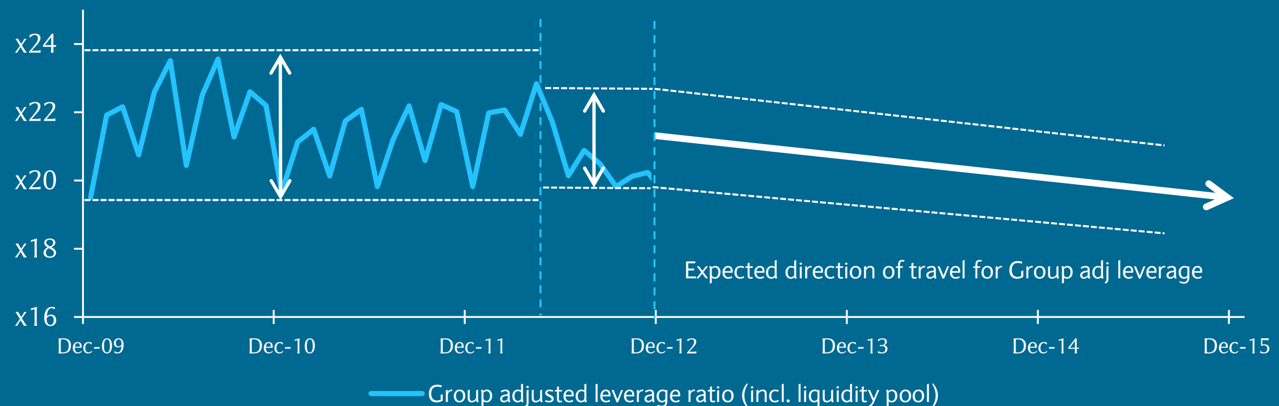
Balance Sheet Management

	2011	2012
Total assets	£1,564bn	£1,490bn
Adjusted total tangible assets	£1,000bn	£975bn
Adj. gross leverage ratio (incl. liquidity pool)	20x	19x
Adj. gross leverage ratio (excl. liquidity pool)	17x	16x

- Since mid-2012, balance sheet managed on average basis in order to reduce volatility



- Growing focus on leverage ratio
  - Basel 3 transitional leverage ratio within 33x limit
  - Basel 3 fully loaded leverage ratio estimated to be compliant ahead of requirement date

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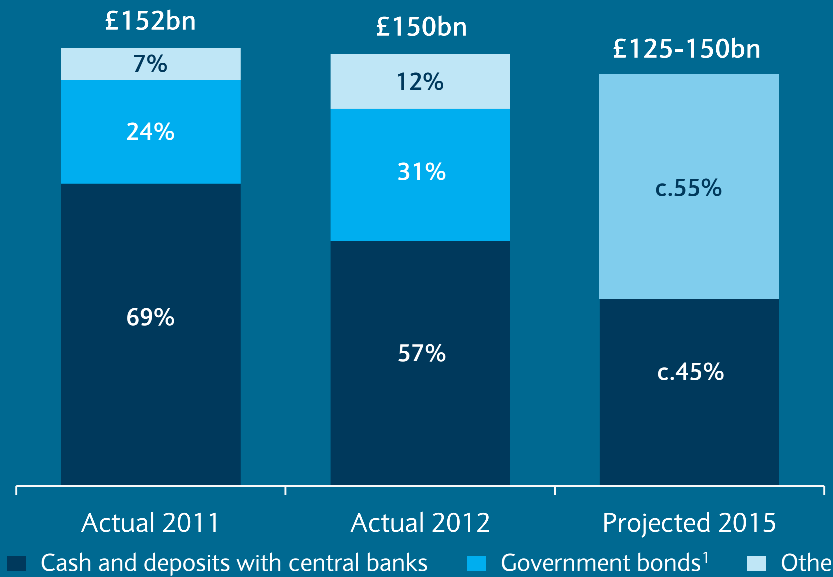
Liquidity Risk Management

	2011	2012	Projected 2015
Liquidity pool	£152bn	£150bn	£125-150bn
LRA* Barclays-specific 1-month stress test	107%	129%	> 100%
Liquidity Surplus	£10bn	£34bn	Variable
Liquidity Coverage Ratio (LCR)	--	126%	> 100%
Net Stable Funding Ratio (NSFR)	97%	104%	> 100%

* LRA: Liquidity Risk Appetite



- Right-size liquidity surplus
- Seek to optimise composition of pool, while maintaining very conservative approach:
  - Buffer only consists of very high quality assets that remain liquid in stress events
  - Equities, CDOs, CLOs and CDS positions NOT eligible for the buffer

=> Expect to reduce cost of liquidity pool to less than £300m by 2015, excluding benefits from reduced funding cost in slide 5

[1] over 80% from the UK, the US, Japan, France, Germany, Denmark and the Netherlands

[2] government bonds and other liquid and unencumbered assets

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Regulation

- Working with regulators to ensure financial stability and minimise impact for all stakeholders

- Proactively thinking about structural reform
  - Ring-fenced structure recommended by the Independent Commission on Banking / HMTreasury
  - Section 165 of Dodd-Frank Act
  - Liikanen report

- Strengthening our processes to maximise business continuity in a resolution scenario

Summary

- Strong customer and client franchise supporting resilient earnings
- Well established approach to funding and explicit commitment to maintaining fair approach to investor interests
- Diverse and stable funding base supporting financial stability and efficiency
- Strong capital and liquidity positions, on track to fully comply with CRD IV requirements as they are implemented
- Proactive and practical approach to managing regulatory change

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Certain non-IFRS measures

Barclays management believes that the non-IFRS measures included in this document provide valuable information to readers of its financial statements because they enable the reader to identify a more consistent basis for comparing the business' performance between financial periods, and provide more detail concerning the elements of performance which the managers of these businesses are most directly able to influence or are relevant for an assessment of the Group. They also reflect an important aspect of the way in which operating targets are defined and performance is monitored by Barclays management. However, any non-IFRS measures in this document are not a substitute for IFRS measures and readers should consider the IFRS measures as well. Key non-IFRS measures included in this document, and the most directly comparable IFRS measures, are:

- Adjusted profit/(loss) before tax is the non-IFRS equivalent of profit/(loss) before tax as it excludes the impact of own credit; gains on debt buy-backs; impairment and disposal of the investment in BlackRock, Inc.; the provision for Payment Protection Insurance redress payments and claims management costs (PPI redress); the provision for interest rate hedging products redress and claims management costs (interest rate hedging products redress); goodwill impairments; and gains and losses on acquisitions and disposals. The regulatory penalties relating to the industry-wide investigation into the setting of interbank offered rates have not been excluded from adjusted measures. A reconciliation of IFRS and Adjusted profit/(loss) before tax is presented for the Group and for each business in Barclays Form 6-K filed with the SEC on February 12, 2013 (the "February 2013 6-K");
- Adjusted income and total income/(expense) net of insurance claims on an adjusted basis (referred to herein as "Adjusted income") represents total income/(expense) net of insurance claims excluding the impact of own credit and gains on debt buy-backs. A reconciliation is provided for the Group and for each business in the February 2013 6-K;
- Adjusted gross leverage is a non-IFRS measure representing the multiple of adjusted total tangible assets over total qualifying Tier 1 capital. Adjusted total tangible assets are total assets adjusted to allow for derivative counterparty netting where the Group has a legally enforceable master netting agreement, assets under management on the balance sheet, settlement balances and cash collateral on derivative liabilities, goodwill and intangible assets. This measure has been presented as it provides for a metric used by management in assessing balance sheet leverage. Barclays management believes that disclosing a measure of balance sheet leverage provides useful information to readers of Barclays financial statements as a key measure of stability, which is consistent with the views of regulators and investors. The comparable IFRS measure is the ratio of total assets to total shareholders equity. For more information on total assets to total shareholders equity, see the February 2013 6-K;

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Certain non-IFRS measures (continued)

- Liquidity Coverage Ratio (LCR) and Net Stable Funding Ratio (NSFR) are calculated according to definitions and methodologies detailed in the standards provided by the Basel Committee on Banking Supervision. The original guidelines released in December 2010 (Basel III: International Framework for Liquidity Risk Measurement, Standards and Monitoring, December 2010) were revised for the calculation of the LCR ratio in January 2013 ('Basel III: The Liquidity Coverage Ratio and liquidity risk monitoring tools', January 2013). The results of both the December 2010 and January 2013 guidelines have been included in the report. The LCR and NSFR metrics are regulatory ratios that are not yet required to be disclosed and, as such, represent non-IFRS measures. These definitions and methodologies are not yet finalised in local regulations: they are subject to further revisions ahead of their respective implementation dates and our interpretation of these calculations may not be consistent with other financial institutions; and
- Pro forma risk weighted assets (RWAs), pro forma Common Equity Tier 1 (CET1) ratio on both a transitional and fully loaded basis, and the CRD IV leverage ratio (referred to herein as the "Basel 3 transitional leverage ratio") are regulatory measurements that are not yet required to be disclosed and, as such, represent non-IFRS measures. They have been calculated on the basis of our current interpretation of the new capital requirements regulation and capital requirements directive that implement Basel 3 proposals within the EU (known as CRD IV), including transitional provisions in line with the FSA's statement on CRD IV transitional provisions in October 2012, assuming they were applied as at 1 January 2013. The methodologies for calculating these measurements are not yet finalised: they are subject to further revisions ahead of their implementation date and our interpretation of these calculations may not be consistent with other financial institutions. See slides 3 and 9 herein and the February 2013 6-K for more information on our Core Tier 1 and RWAs, calculated on the basis that currently applies to the Group under applicable regulatory requirements.

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