



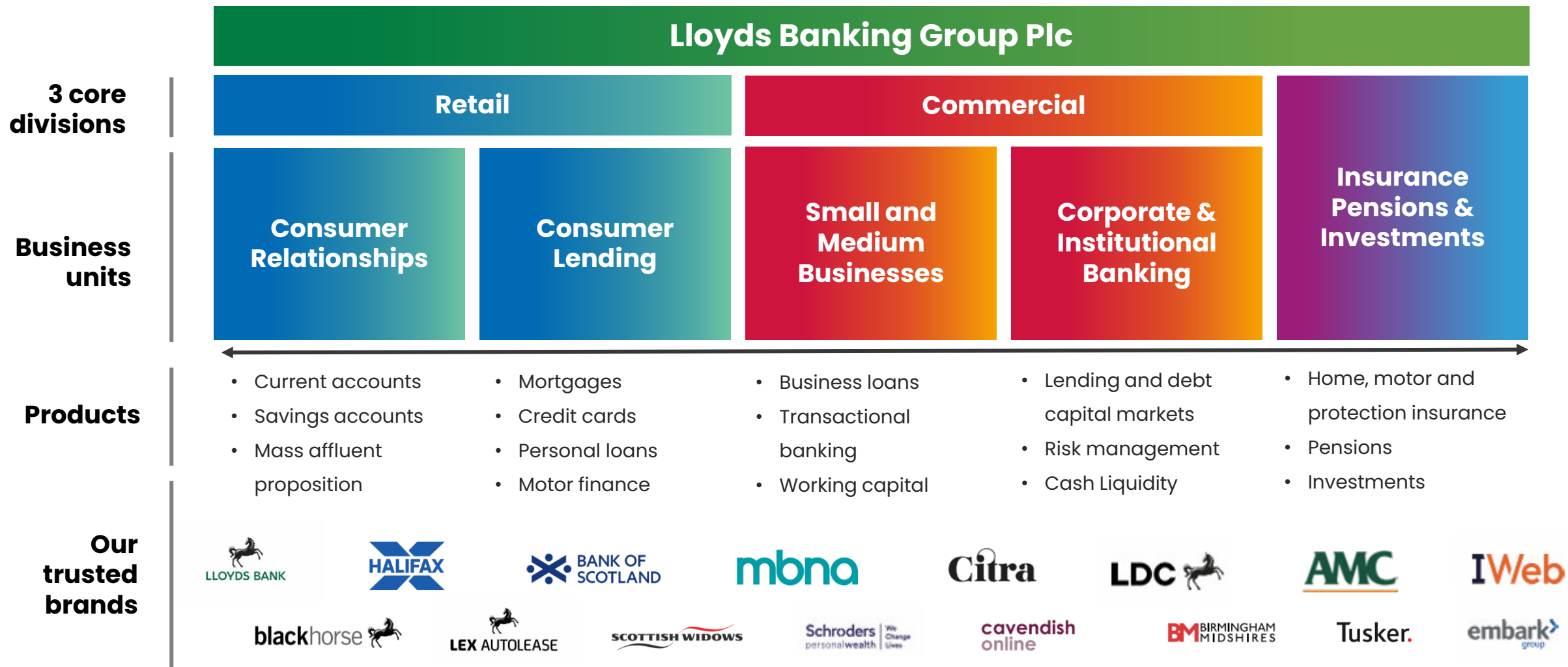
Q1 2024 Results Fixed Income Presentation

Lloyds Banking Group
24 April 2024



Business and strategic update

Leading UK digital bank and integrated financial services provider



Our competitive strengths differentiate our proposition



- 1 **Leading UK customer franchise with deep customer insight**
- 2 **Dedicated colleagues with strong values**
- 3 **Operating at scale with discipline**
- 4 **Focused and capital generative business model**
- 5 **Unique customer proposition**
- 6 **All-channel distribution focus with digital leadership and trusted brands**
- 7 **Financial strength and disciplined risk management**



Largest UK bank

£890bn

Total assets

27m

Active customers

50%

% relationship with UK adults

Broad offering¹

#1

UK provider of mortgages, cards, loans and transport

#1

Largest branch network

#1

UK's only provider of banking, insurance and wealth

Unique data asset¹

21.5m

Digitally active users

>6bn

Digital logons

34m

Daily customer transactions

Delivering in line with expectations



Purpose

**Helping
Britain
Prosper**

- Continuing to deliver against strategic outcomes
- Robust financial performance in line with expectations
- Confidence in 2024 and 2026 guidance



Financial update

Robust financial performance in line with expectations



Financial performance (£m)

	Q1 2024	Q4 2023	QoQ %	Q1 2023	YoY %
Net interest income	3,184	3,317	(4)	3,535	(10)
Other income	1,340	1,286	4	1,257	7
Operating lease depreciation	(283)	(371)	24	(140)	
Net income	4,241	4,232	-	4,652	(9)
Operating costs	(2,402)	(2,486)	3	(2,170)	(11)
Remediation	(25)	(541)	95	(19)	(32)
Total costs inc. Remediation	(2,427)	(3,027)	20	(2,189)	(11)
Underlying profit before impairment	1,814	1,205	51	2,463	(26)
Impairment (charge) credit	(57)	541		(243)	77
Underlying profit	1,757	1,746	1	2,220	(21)
Statutory profit after tax	1,215	1,234	(2)	1,641	(26)
Net interest margin	2.95%	2.98%	(3)bp	3.22%	(27)bp
Return on tangible equity	13.3%	13.9%	(0.6)pp	19.1%	(5.8)pp
Earnings per share	1.7p	1.7p	-	2.3p	(0.6)p
Tangible net asset value per share	51.2p	50.8p	0.4p	49.6p	1.6p
Pro forma CET1 ratio ¹	13.9%	13.7%	0.2pp	14.1%	(0.2)pp

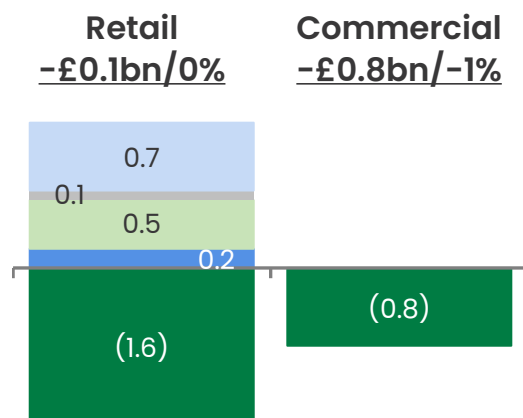
- Stat profit after tax £1.2bn; RoTE 13.3%
- Net income, down 9% YoY; NIM 295bps
- Operating costs up 11% YoY; up 6% ex. BoE levy
- Strong asset quality; £57m impairment charge; pre-MES charge £249m, equivalent to AQR 23bps
- TNAV per share 51.2p, up 0.4p in Q1
- Strong capital generation of 40bps

1 – Q4 2023 includes dividend received from Insurance in February 2024 and full impact of announced share buyback.

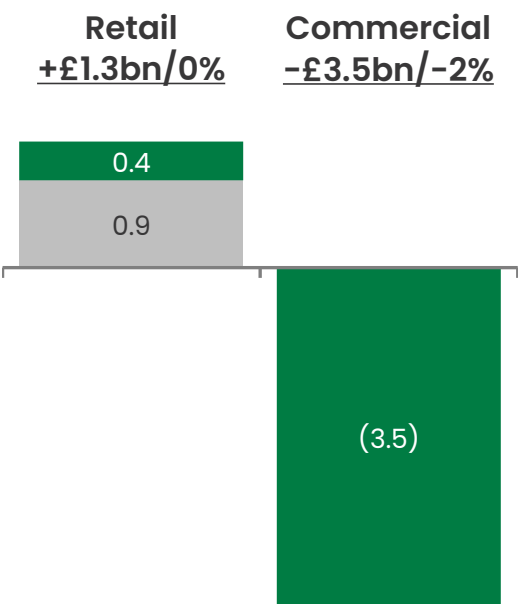
Resilience in customer franchise



Q1 lending change (£bn)



Q1 deposit change (£bn)



- Mortgages
- Small and Medium Businesses (SMB)
- Credit cards
- Retail current a/c
- Commercial Banking deposits
- Motor Finance
- Corporate and Institutional Banking (CIB)
- Unsecured loans
- Other¹

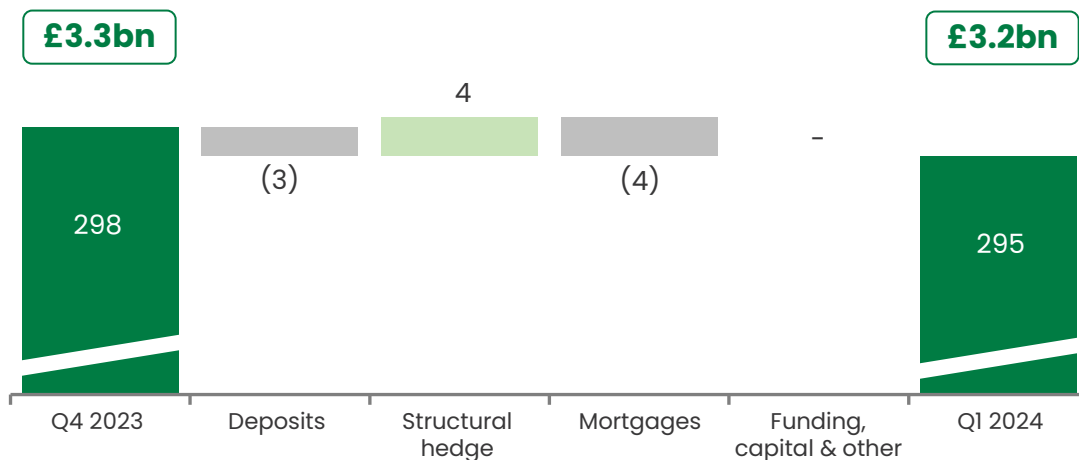
- Mortgage balances down £1.6bn in Q1 driven by expected roll over of Q4 refinancing
- Growth across cards, motor and unsecured loans in Q1
- Commercial lending down £0.8bn in Q1; SMB repayments include £0.5bn in CBILS/BBLs
- Total deposits £469.2bn; down £2.2bn in Q1
 - Retail up £1.3bn; savings up £0.9bn, PCAs up £0.4bn, mix change stabilising as expected
 - Commercial down £3.5bn in Q1 largely from reducing SMB balances
- **£1.3bn net new money in IP&I open book AuA**

1 – Includes Overdrafts, Europe and Wealth. 2 – Includes Retail savings and Wealth.

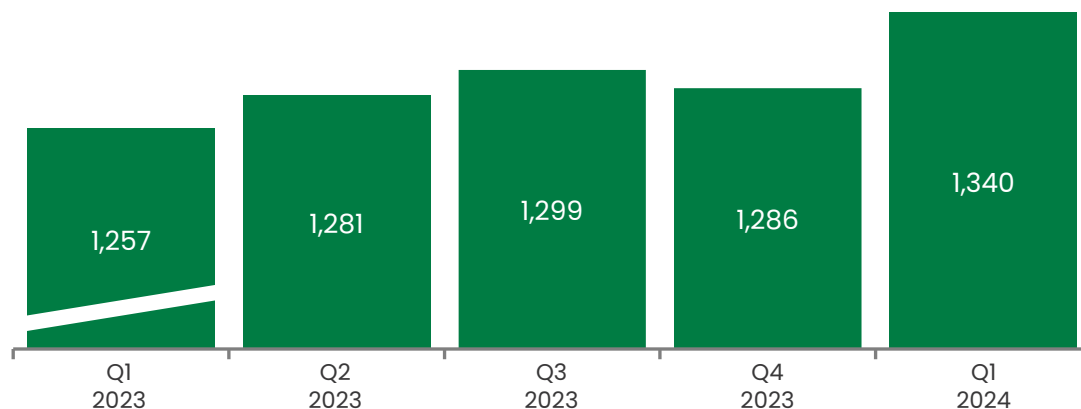
Solid income performance



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



Other income (£m)

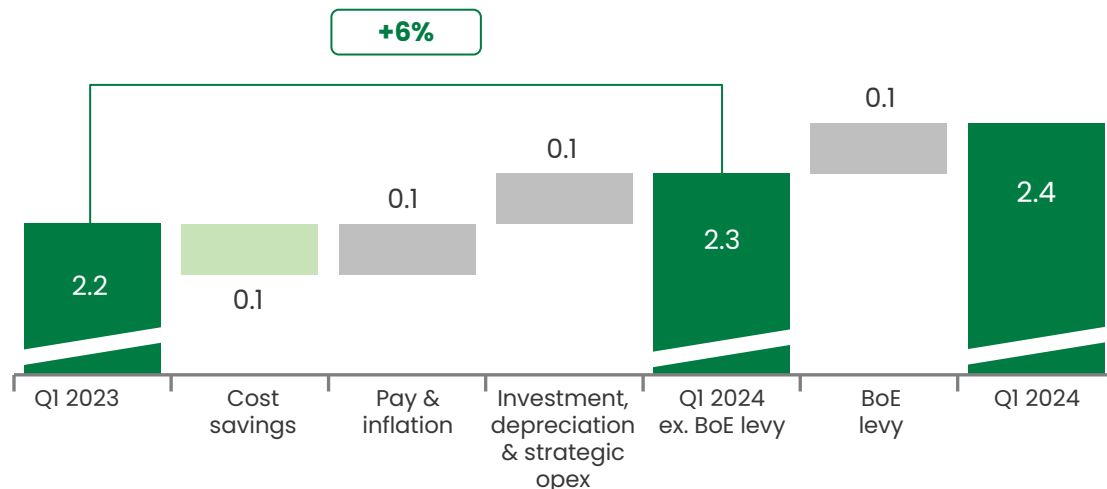


- **NII £3.2bn; NIM 295bps**
 - NIM 3bps lower in Q1, quarterly decline slowing as expected
 - Q1 AIEAs £449bn, down £4bn vs Q4
 - Hedge notional of £244bn, down £3bn vs Q4
 - Non-banking NII charge of £105m
- **Continue to expect 2024 AIEAs to be >£450bn and NIM to be >290bps**
- **Other income £1.3bn, up 7% YoY, progress focused on Retail and Commercial Banking**
- **Operating lease depreciation £283m**

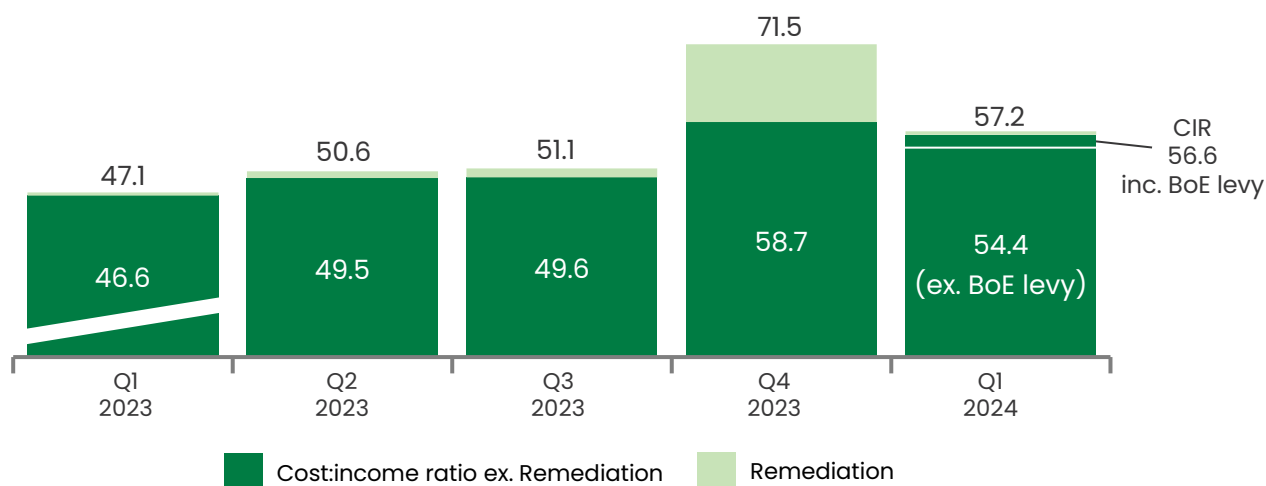
Continued cost discipline



Operating costs (£bn)



Cost:income ratio (%)



- **Operating costs £2.4bn, +11% YoY; +6% ex. BoE levy**
 - Includes expected higher severance charge
- **Q1 cost:income ratio 57.2%; 54.4% ex. remediation and BoE levy**
- **Ongoing cost management to offset inflationary pressures**
- **Continue to expect 2024 operating costs to be c.£9.3bn, now plus the c.£0.1bn BoE levy**
 - BoE levy will have broadly neutral impact on profit in 2024 with phased NII benefit
- **Low Q1 remediation charge of £25m**

Strong asset quality



Impairment (£m)

	Q1 2024	Q4 2023	QoQ	Q1 2023	YoY
Charge (credit) pre updated MES¹	249	(353)	602	322	(73)
<i>Retail</i>	303	277	26	271	32
<i>Commercial Banking</i>	(49)	(626)	577	53	(102)
<i>Other</i>	(5)	(4)	(1)	(2)	(3)
Updated economic outlook	(192)	(188)	(4)	(79)	(113)
<i>Retail</i>	(196)	(203)	7	(66)	(130)
<i>Commercial Banking</i>	4	15	(11)	(13)	17
Total impairment charge/(credit)	57	(541)	598	243	(186)

Gross lending and coverage level² (£bn, %)

		Stage 1	Stage 2	Stage 3	Total
Q1 2024	Loans and advances	£391bn	£50bn	£11bn	£452bn
	Coverage	0.3%	3.0%	15.1%	0.9%
Q4 2023	Loans and advances	£387bn	£57bn	£10bn	£454bn
	Coverage	0.3%	3.0%	15.8%	0.9%

• Strong asset quality

- Mortgage new to arrears and default rates improving; all other portfolios stable

• Q1 impairment charge £57m, AQR 6bps

- Pre-MES charge £249m, AQR 23bps, with continued resilient performance
- Charge includes c.£50m Commercial Banking one-off model release

• £192m net MES release, reflecting improved economic outlook

- HPI expected to rise 1.5% in 2024 (prev. -2.2%)
- Peak unemployment now 4.9% (prev. 5.2%)

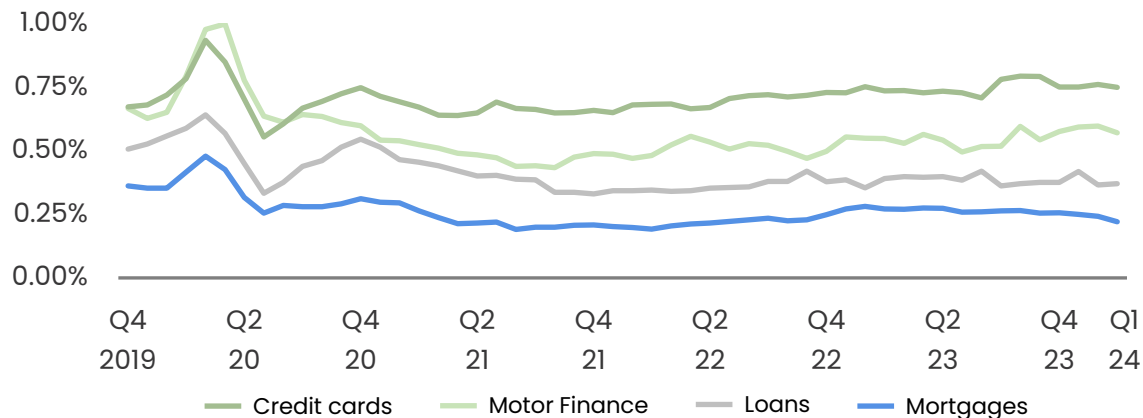
• Stock of ECL of £4.1bn, >£600m over base case

• Continue to expect 2024 AQR <30bps

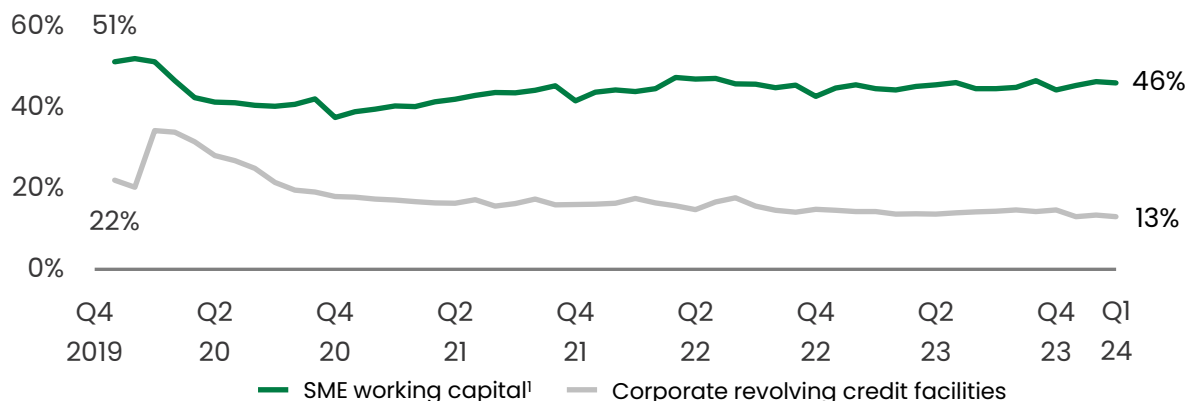
Stable credit performance across portfolios



New to arrears (3 month rolling average, %)



SME working capital¹ and corporate RCF² utilisation (%)



- Mortgage book resilient with new to arrears improving in quarter; average LTV 43%
- Consumer finance trends stable; new to arrears broadly at, or lower than, pre-pandemic
- Stable SME working capital utilisation¹; corporate RCF² utilisation 9pp below pre-pandemic
- c.90% of SME lending³ secured; >80% of CIB exposure at investment grade
- Net CB CRE exposure c.£9.9bn⁴ remains low
 - Average interest cover ratio⁵ 3.2x, with 75% >2x
 - Average LTV⁵ 46%; 88% with LTV <70%
 - c.13% office, c.12% industrial and c.9% retail; c.49% residential

1 – Encompasses overdrafts and corporate cards. 2 – Revolving credit facility. 3 – SME excluding Business Banking; lending fully or partially secured. 4 – As at February 24, includes Business Banking; post Significant Risk Transfer securitisations. 5 – Excludes Business Banking, development, CBILS and BBLS.

Delivering in line with expectations



Purpose

Helping Britain Prosper

- Continuing to deliver against strategic outcomes
- Robust financial performance in line with expectations
- 2024 guidance reaffirmed
 - NIM >290bps
 - Operating costs c.£9.3bn plus c.£0.1bn BoE levy
 - AQR <30bps
 - RoTE c.13%
 - RWAs £220–£225bn
 - Capital generation c.175bps
 - Expect to pay down to a CET1 ratio of c.13.5%



Capital, funding & liquidity

Key Credit Metrics



13.9%

CET1 ratio

19%

Total Capital ratio

32%

MREL ratio

40bps

Capital generation post
regulatory headwinds

23 bps

Asset Quality Ratio¹

5.6%

Leverage ratio

43%

Average Mortgage LTV

130%

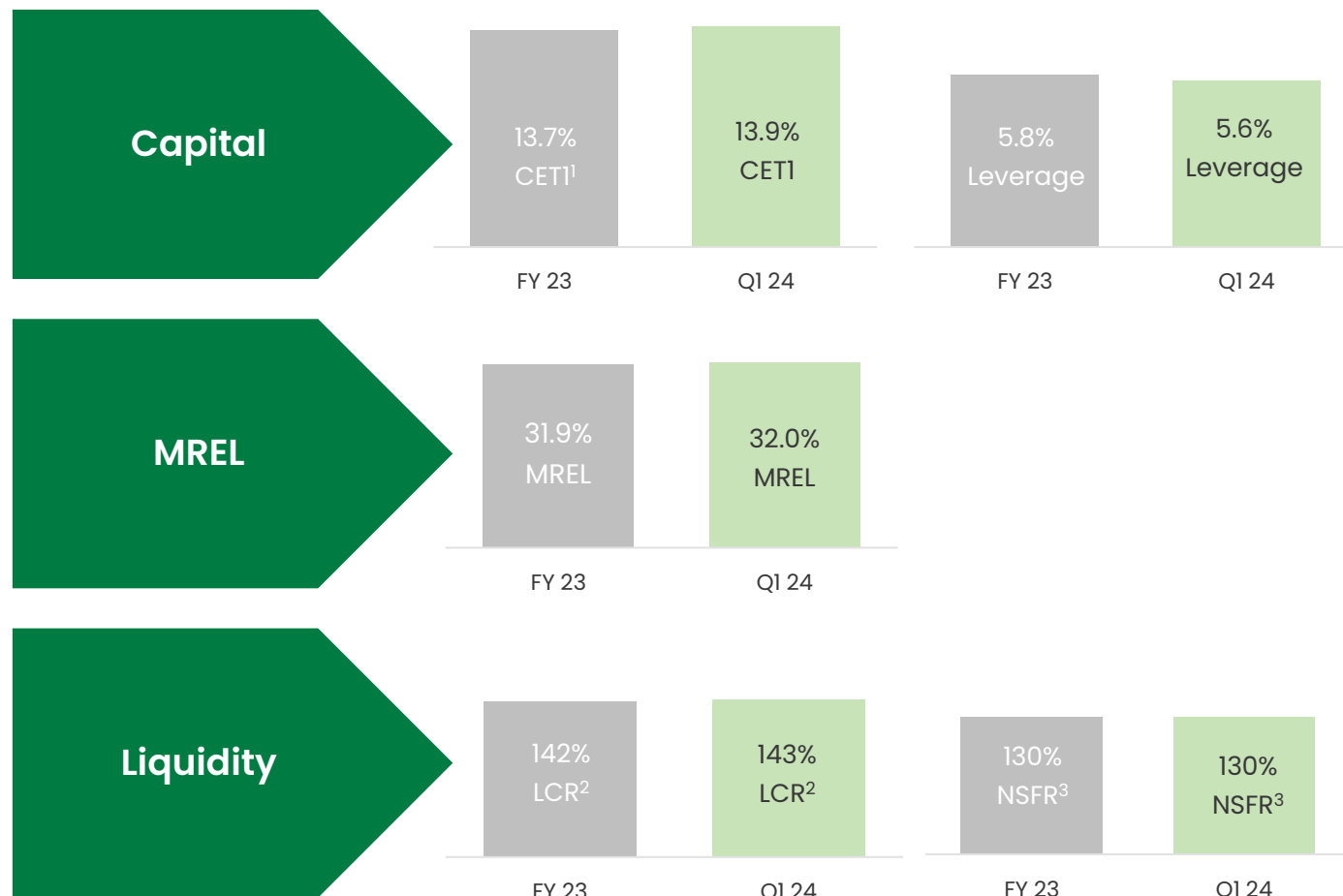
Net Stable Funding Ratio

143%

Liquidity Coverage Ratio

¹ – AQR of 23bps excludes MES release.

Strong Capital, MREL and Liquidity Ratios



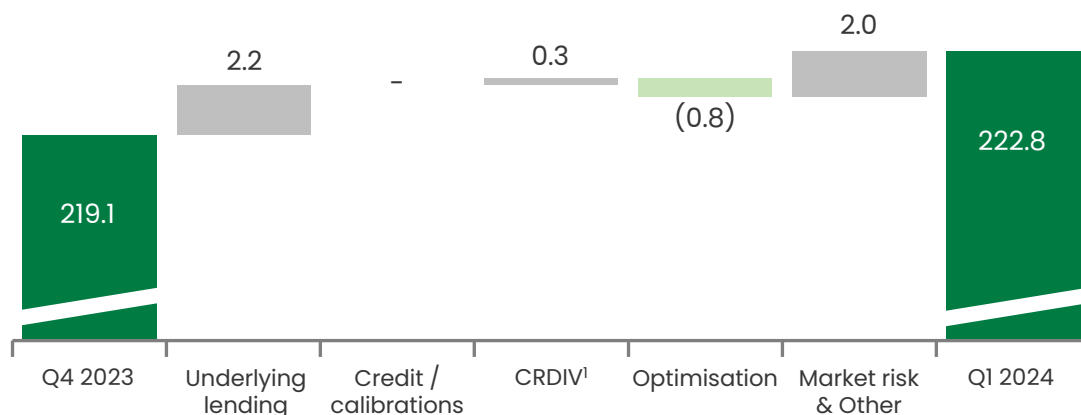
- **CET1 remains ahead of 10.3% MDA⁴ and the Group target of 13.5% by 2024, 13% by 2026**
- **MREL remains strong and in excess of regulatory requirements of 27.3%**
- **Stable and robust liquidity metrics**

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

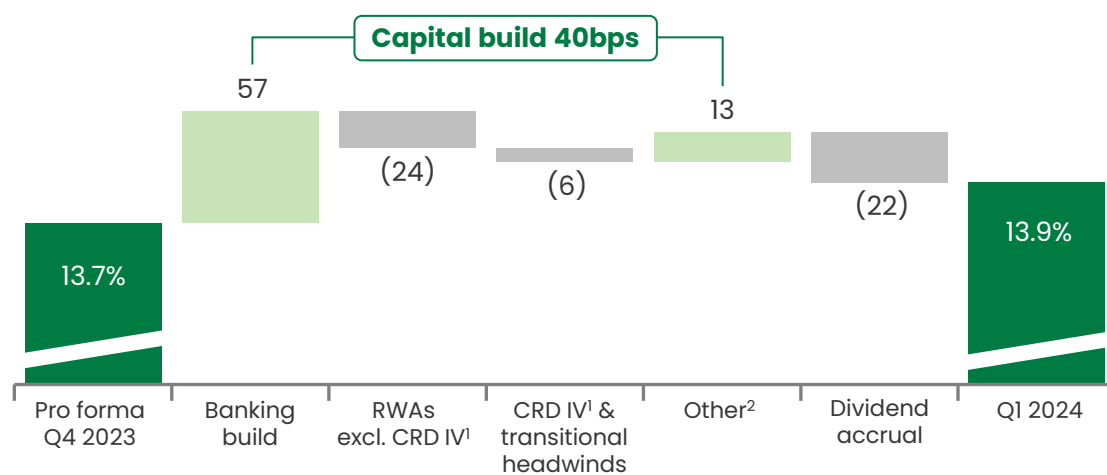
Strong capital generation



Risk weighted assets (£bn)



Common equity tier 1 ratio (% , bps)



- **RWAs £222.8bn, up £3.7bn in Q1**
 - Includes a c.£1.5bn temporary RWA increase expected to reverse in Q2
- **Strong 40bps capital generation, after regulatory headwinds; in line with expectations**
- **CET1 ratio 13.9%**
 - Continue to expect to pay down to c.13.5% by end 2024 and c.13% by end 2026
- **Continue to expect 2024 RWAs £220–225bn and capital generation of c.175bps**

1 – Retail secured CRD IV models. 2 – Other includes share-based payments and market volatility.

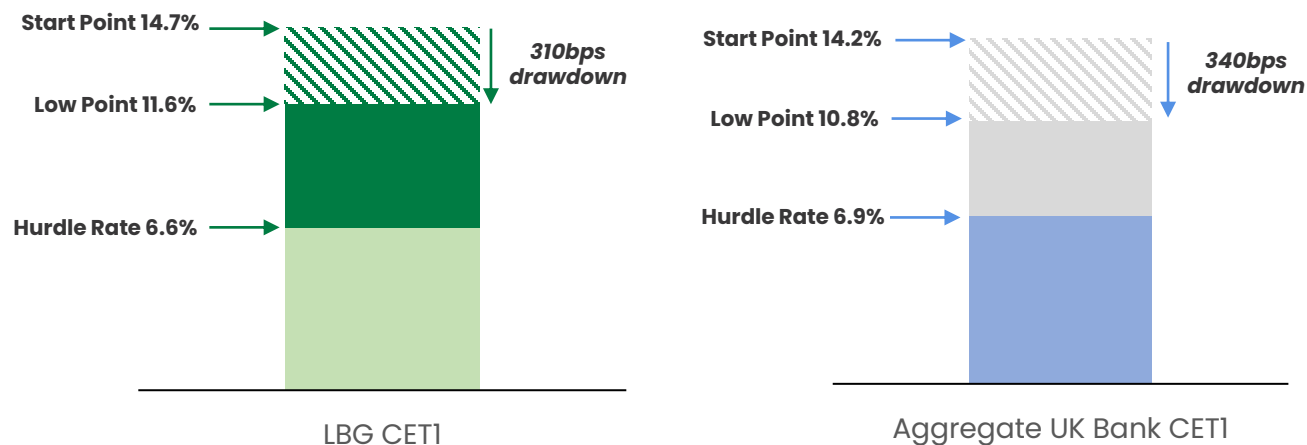
Low risk balance sheet post targeted risk reduction



Lower mortgage LTV and CRE exposure

	2012	Q1 24	Movement
Mortgages			
Average LTVs	56.4%	43.0%	(13.4)pp
New business LTVs	62.6%	62.4%	(0.2)pp
≤80% LTV	59.6%	89.9%	30.3pp
>80–90% LTV	16.8%	8.3%	(8.5)pp
>90–100% LTV	11.9%	1.7%	(10.2)pp
>100% LTV	11.7%	0.1%	(11.6)pp
Commercial Real Estate (CRE)			
Net Lending	£31.5bn	£9.9bn	(69)%
% of L&A	6.1%	2.2%	(62)%

Latest ACS stress test results²

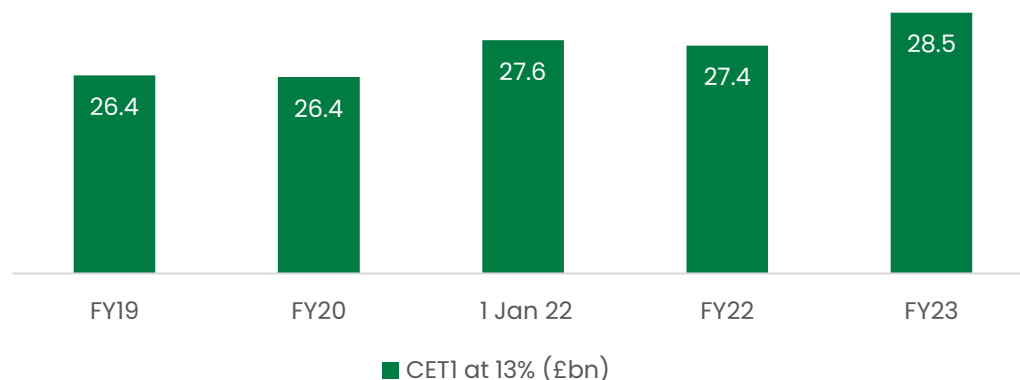


- **De-risking across retail and commercial portfolios**
 - 2006–08 mortgage portfolio halved since 2018 (£31bn vs £65bn), including Bridgegate securitised sale
 - Use of SRTs to optimise balance sheet
 - c.90% of SME lending¹ secured; >80% of CIB exposure at investment grade
 - CRE c.2% of lending, net position (£9.9bn) continues to decrease post SRT
- **Prudent approach to underwriting and provisioning; high quality lending portfolio**
 - >80% of lending secured
 - Low LTV mortgage portfolio with prudent underwriting
 - £4.1bn ECL held
- **Positive impacts of low risk and de-risked balance sheet as evidenced in ACS stress test**
 - LBG CET1 low point of 11.6% vs hurdle rate of 6.6%
 - Not required to take any capital actions

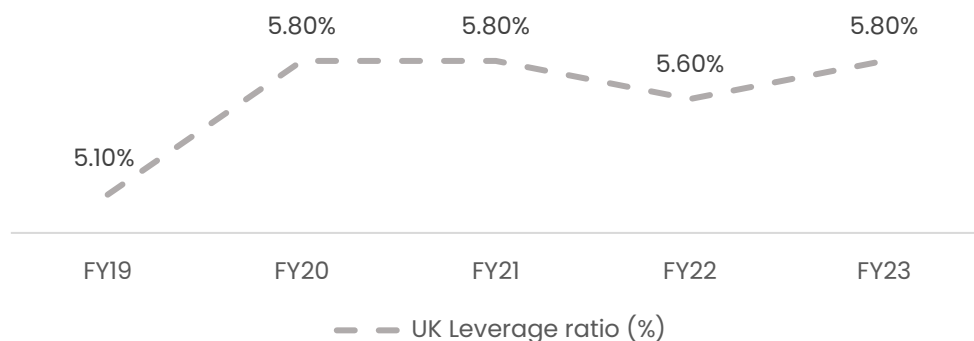
CET1 resources and target



The CET1 equivalent of 13.0% has increased



UK Leverage Ratio has increased



- **Medium-term CET1 target revised by Board at year-end, taking into account**
 - Low risk balance sheet post targeted risk reduction
 - Improved certainty with respect to regulatory impacts
 - Latest view on capital requirements
 - Business and economic outlook
- **CET1 remains comfortably ahead of regulatory requirement and MDA¹**
 - c.13% includes a c.1% management buffer over requirements
 - FY23 headroom to MDA (10.3%) of c.340bps² (c.£7.4bn)
- **CET1 resources have increased despite risk reduction**
 - RWAs up c.£24bn from regulatory changes since Jan 2022
 - At 13%, CET1 notional increased >£2bn since 2019

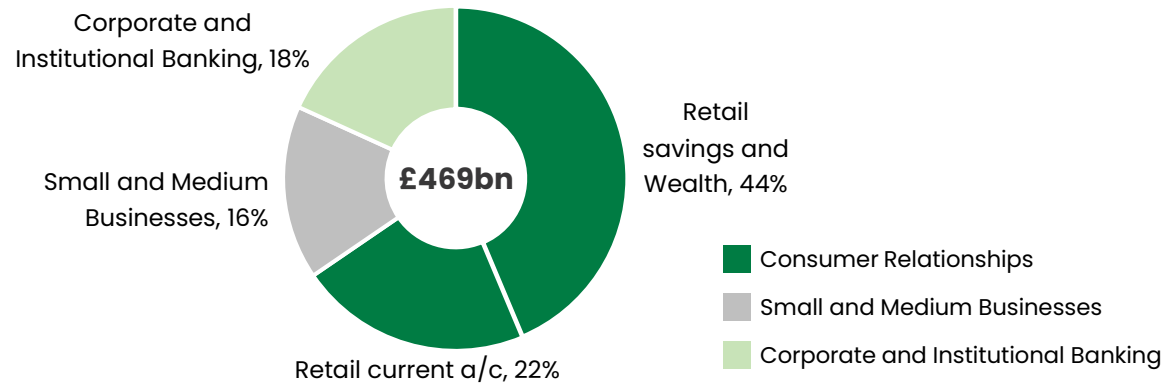
1 – The Group’s MDA threshold is based on the combined buffer requirement, which excludes the equivalent of the Ring-Fenced Bank’s O-SII. 2 – Based on proforma FY23 CET1 ratio.

Diversified deposit base; strong liquidity position

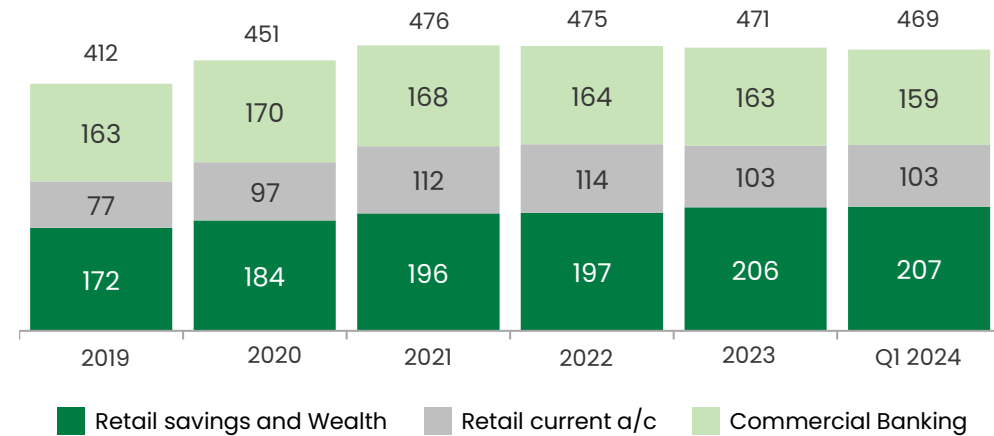
Loan to deposit ratio 96%, Net stable funding ratio 130%, Liquidity coverage ratio 143%



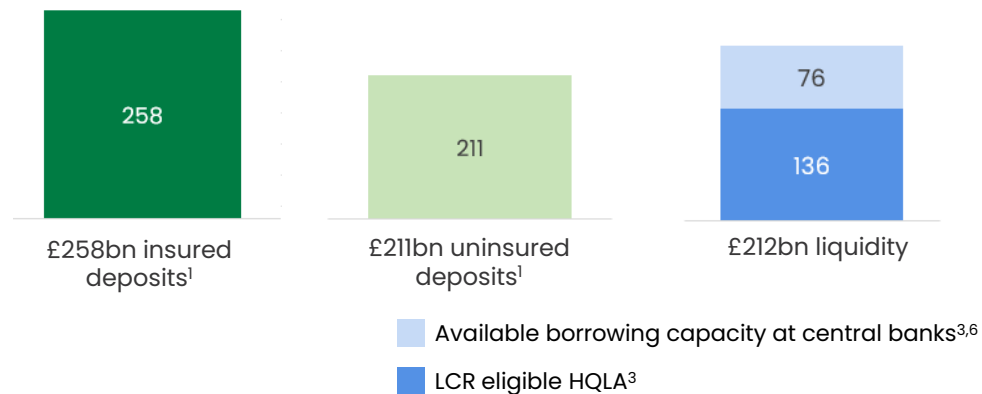
c.65% of deposits in Retail; diversified Commercial balances (£bn)



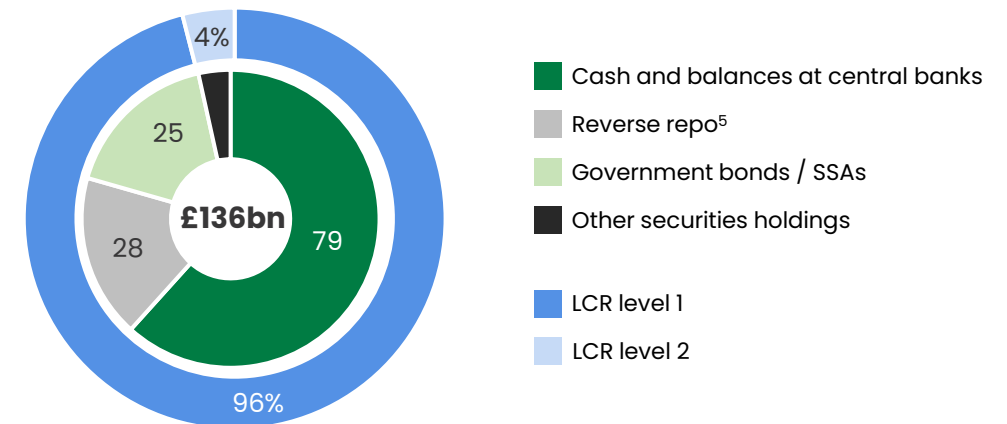
Deposit growth since 2019 led by Retail² (£bn)



55% of total deposits insured¹ (£bn)



Liquidity portfolio³ fully hedged for interest rate risk⁴ (£bn)



1 – Insured being those deposits immediately eligible for deposit protection schemes (principally the FSCS in the UK). Numbers are on a spot basis. 2 – Chart uses rounded inputs. 3 – Calculated on a 12-month average basis. 4 – Including c.4% of securities held at amortised cost. 5 – Primarily UK Government bonds; netted balance includes reverse repo and other balancing items. 6 – There is a significant amount of additional assets on the balance sheet that can be used to create liquidity for the Group.

Wholesale issuance outlook



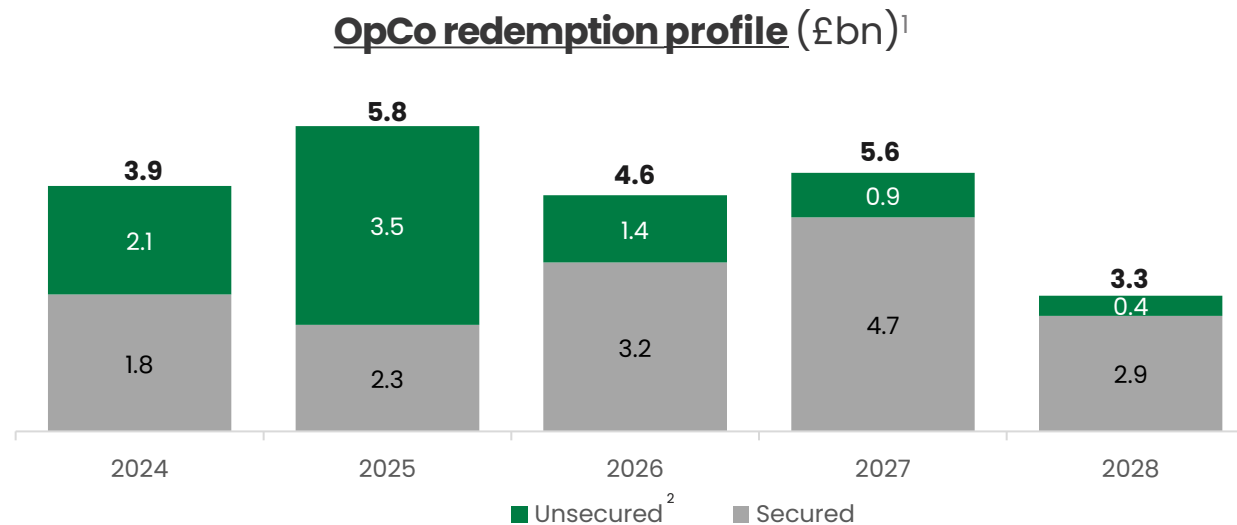
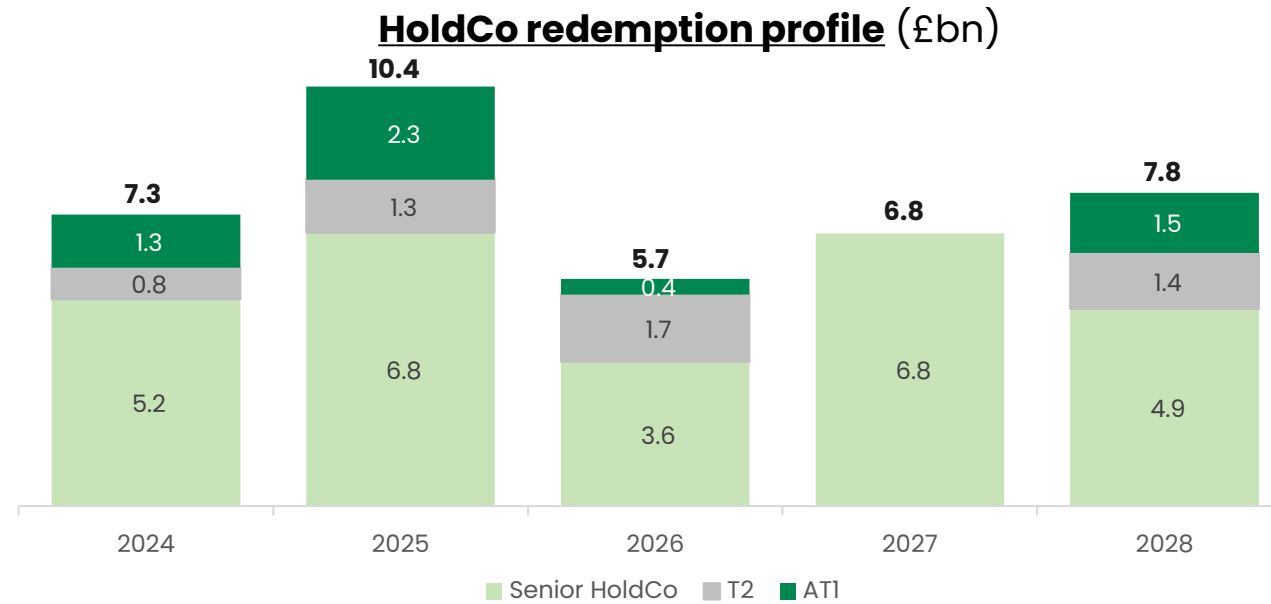
	2024	Issuance principles
HoldCo Senior	£7-8bn	Refinancing of maturities
Tier 2	£1-2bn across AT1 and T2	Ongoing refinancing to c.2.5% target
AT1	£1-2bn across AT1 and T2	Ongoing refinancing to c.2.0% target
OpCo	c.£5bn; largely secured funding at the RFB; senior unsecured at the NRFB	Refinancing of maturities and government borrowing

- **Expect c.£15bn of issuance in 2024 across all entities and products**
 - Stable supply vs 2023
 - Good progress made in Q1 with c.40% issuance completed
- **Q1 Issuance:**
 - £4.2bn Senior HoldCo, £450m Tier 2 and £700m RMBS
- **£30bn TFSME outstanding**
 - Contractual maturities of TFSME; £21bn in 2025 and £9bn in 2027
 - Modest refinancing in 2024 included in issuance guidance

Appendix

Modest net issuance volumes in 2024

The Group has access to a diverse range of funding programmes, products, and markets

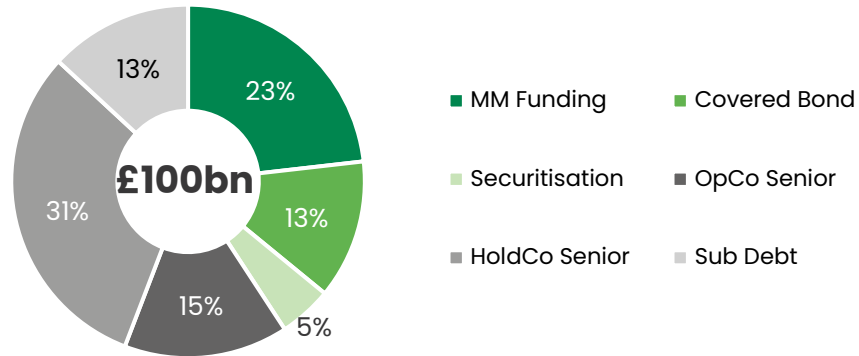


¹ – Based on notional value outstanding and FX rate as at close 29.03.2024, redemption profiles reflect first call dates which remain subject to issuer call decision. ² – Includes subordinated debt issued by LBG subsidiaries.

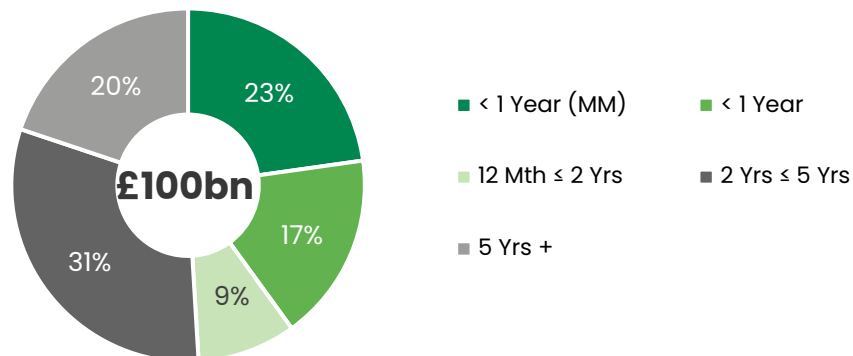
Diverse funding portfolio as at Q1 2024



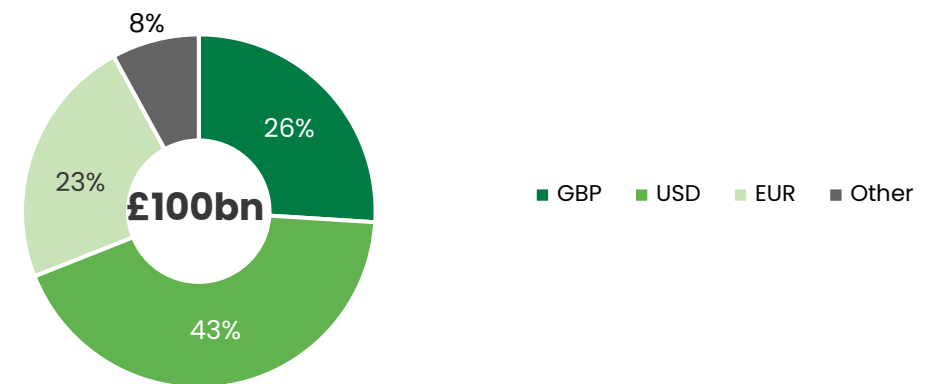
Wholesale funding portfolio by type



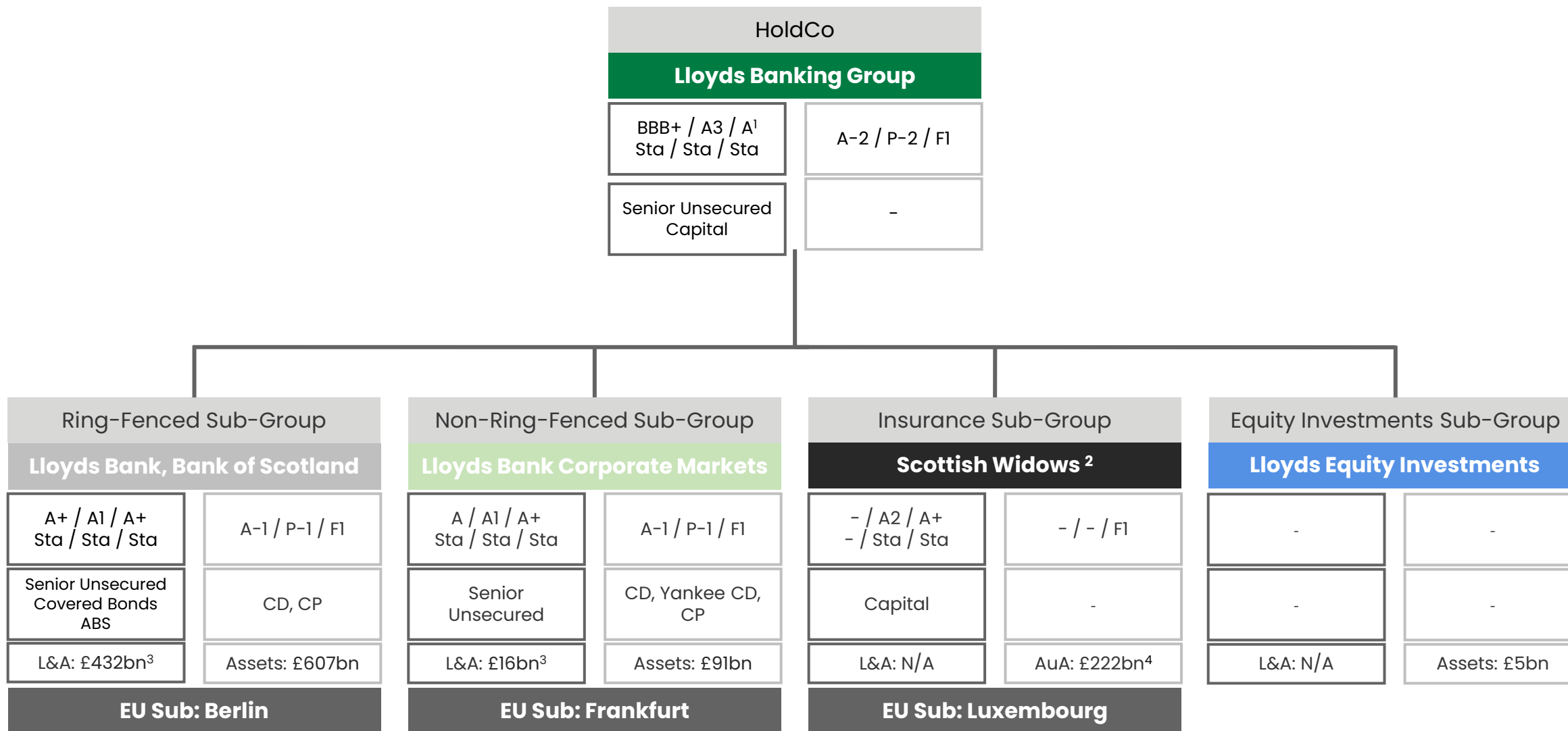
Wholesale funding portfolio by maturity



Wholesale funding portfolio by currency



Simple group structure with multiple issuance points



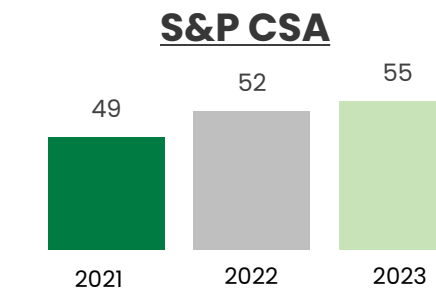
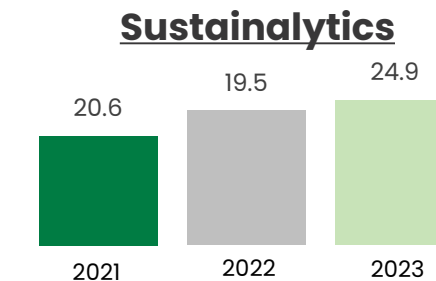
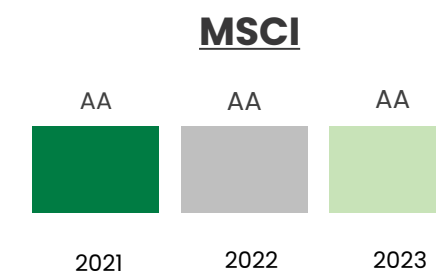
1 - Ratings shown are senior unsecured in the order of S&P / Moody's / Fitch as at 24.04.24. 2 - Ratings shown for Scottish Widows are Insurance Financial Strength Ratings. 3 - "L&A" refers to Loans & Advances to customers. 4 - Includes stockbroking.

Strong ratings across the Group



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

ESG ratings¹



1 – Ratings shown are at close 24/04/2024 and credit ratings reflect senior unsecured issuer ratings – LT, outlook, ST. 2 – Insurance Financial Strength ratings.

2024 and 2026 guidance



2024

2026

	2024	2026
Income	NIM >290bps	
Costs	c.£9.3bn operating costs plus c.£0.1bn BoE levy	<50% cost:income ratio
Asset quality ratio	<30bps	
Return on tangible equity	c.13%	>15%
Risk weighted assets	£220bn-£225bn	
Capital generation	c.175bps	>200bps
Capital target	Expect to pay down to c.13.5%	Expect to pay down to c.13.0%
Capital distribution	Progressive and sustainable ordinary dividend	

Quarterly P&L and key ratios



(£m)	Q1 2024	Q4 2023	Q3 2023	Q2 2023	Q1 2023	Q4 2022	Q3 2022	Q2 2022	Q1 2022
Net interest income	3,184	3,317	3,444	3,469	3,535	3,643	3,394	3,190	2,945
Other income	1,340	1,286	1,299	1,281	1,257	1,128	1,171	1,185	1,182
Operating lease depreciation	(283)	(371)	(229)	(216)	(140)	(78)	(82)	(119)	(94)
Net income	4,241	4,232	4,514	4,534	4,652	4,693	4,483	4,256	4,033
Operating costs	(2,402)	(2,486)	(2,241)	(2,243)	(2,170)	(2,356)	(2,145)	(2,112)	(2,059)
Remediation	(25)	(541)	(64)	(51)	(19)	(166)	(10)	(27)	(52)
Total costs inc. Remediation	(2,427)	(3,027)	(2,305)	(2,294)	(2,189)	(2,522)	(2,155)	(2,139)	(2,111)
Underlying profit before impairment	1,814	1,205	2,209	2,240	2,463	2,171	2,328	2,117	1,922
Impairment (charge)/credit	(57)	541	(187)	(419)	(243)	(465)	(668)	(200)	(177)
Underlying profit	1,757	1,746	2,022	1,821	2,220	1,706	1,660	1,917	1,745
Restructuring	(12)	(85)	(44)	(13)	(12)	(11)	(22)	(23)	(24)
Volatility and other items	(117)	114	(120)	(198)	52	(638)	(1,062)	(289)	(177)
Statutory profit before tax	1,628	1,775	1,858	1,610	2,260	1,057	576	1,605	1,544
Statutory profit after tax	1,215	1,234	1,420	1,223	1,641	982	494	1,302	1,145
Net interest margin	2.95%	2.98%	3.08%	3.14%	3.22%	3.22%	2.98%	2.87%	2.68%
Average interest earning assets	£449bn	£453bn	£453bn	£453bn	£454bn	£454bn	£455bn	£451bn	£448bn
Cost:income ratio	57.2%	71.5%	51.1%	50.6%	47.1%	53.7%	48.1%	50.3%	52.3%
Asset quality ratio	0.06%	(0.47)%	0.17%	0.36%	0.22%	0.38%	0.57%	0.17%	0.16%
Return on tangible equity	13.3%	13.9%	16.9%	13.6%	19.1%	11.0%	4.2%	13.0%	10.7%
Tangible net asset value per share	51.2p	50.8p	47.2p	45.7p	49.6p	46.5p	44.5p	51.4p	53.7p

Updated economic scenarios



Scenario	ECL (£m)	Measure (%)	2024	vs Q4 2023	2025	2026	2027	2028	Ave. 24-28
Upside (30%)	2,837	GDP	1.1	(0.4)	2.0	1.7	1.6	1.6	1.6
		Unemployment rate	3.2	(0.1)	3.0	3.0	2.9	2.9	3.0
		HPI growth	3.7	2.9	6.7	6.5	5.3	4.9	5.4
		CRE price growth	6.5	(2.5)	4.8	1.4	2.0	2.2	3.4
		UK Bank Rate	5.40	(0.32)	5.44	5.25	5.00	5.07	5.23
		CPI inflation	2.3	(0.4)	2.9	2.9	2.8	3.0	2.8
Base case (30%)	3,512	GDP	0.4	(0.1)	1.2	1.6	1.7	1.7	1.3
		Unemployment rate	4.3	(0.6)	4.8	4.8	4.6	4.6	4.6
		HPI growth	1.5	3.7	0.8	0.9	1.6	2.8	1.5
		CRE price growth	(0.5)	(0.3)	0.7	(0.1)	1.6	2.1	0.7
		UK Bank Rate	4.88	0.00	4.00	3.50	3.06	3.00	3.69
		CPI inflation	2.4	(0.3)	2.8	2.4	2.1	2.2	2.4
Downside (30%)	4,504	GDP	(0.8)	0.2	(0.4)	1.2	1.7	1.7	0.7
		Unemployment rate	5.5	(1.0)	7.4	7.7	7.4	7.2	7.1
		HPI growth	0.0	4.5	(5.2)	(7.0)	(4.8)	(1.5)	(3.7)
		CRE price growth	(8.1)	0.6	(5.2)	(2.9)	(1.0)	(0.2)	(3.5)
		UK Bank Rate	4.29	0.34	2.00	1.03	0.48	0.29	1.62
		CPI inflation	2.4	(0.4)	2.7	1.8	1.0	1.0	1.8
Severe downside (10%)	8,702	GDP	(1.8)	0.5	(1.1)	1.1	1.4	1.5	0.2
		Unemployment rate	7.2	(1.5)	10.1	10.3	9.9	9.7	9.4
		HPI growth	(2.2)	5.4	(12.3)	(14.3)	(10.9)	(6.0)	(9.2)
		CRE price growth	(18.0)	1.5	(11.7)	(8.5)	(5.0)	(2.4)	(9.3)
		UK Bank Rate – adj.	6.19	(0.37)	4.56	3.63	3.13	3.00	4.10
		CPI inflation – adj.	7.5	0.0	3.5	1.3	1.0	1.8	3.0
Probability weighted	4,126								

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