



Katie Murray Chief Financial Officer



FY 2018 update on progress

Resilient income	 ✓ Income remained stable (ex notable items, Natwest Markets and central items) × Core NWM franchise income down 24% YoY⁽¹⁾
Continuing cost reduction	✓ Reduced costs by £278m ⁽²⁾ in 2018, with increased investment spend
Actively managing capital	✓ RWA reduction £12bn; exceeded £191-196bn guidance
	✓ 240bps underlying capital built in the year ✓ CET1 ratio 16.2% (proforma 16.0% for IFRS 16)

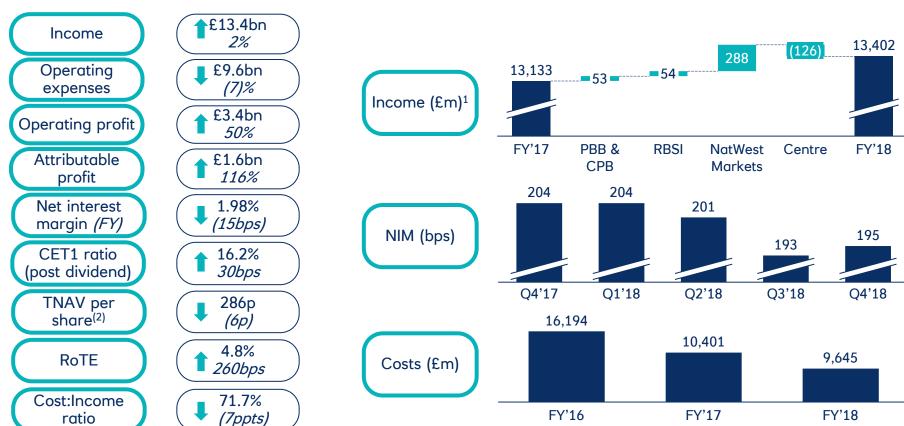
Delivering capital returns

- ✓ Proposed a final dividend of 3.5p and a special dividend of 7.5p
- Ordinary dividend pay-out ratio already built to c.40% of attributable profits

Summary financials

** RBS

vs. FY 2017







2019 Targets	 Reduce other expenses by c.£300m Strategic costs ~£1.5bn RWAs £185-190bn range
2020 Targets	 Cost:income ratio <50% Risks to the downside reflect the ongoing economic and political uncertainty and additional costs associated with ring-fencing and Brexit Expected RWA inflation: BoE mortgage floors £10.5bn in 2020 Expect the overall impact of Basel 3 amendments to be in the range of 5-10%, phased across 2021 to 2023 NWM franchise RWA guidance to £39bn by 2020 RoTE target 12%+
	CET1 ratio to be c.14% at the end of 2021



Robert Begbie Treasurer



Treasurer's review

- Balance sheet reflects diversified funding, sound liquidity management and strong capital generation
 - Clear pass on stress testing, GSIB requirement removed from 2020 as we become a simpler, safer bank
- Positive progress on ratings
 - Exceeded 2018 issuance targets in challenging markets
- Improved efficiency of our capital stack with legacy Tier 1 calls
 - Completed Ring fencing, significant progress on Brexit preparations

Strong, sustainable balance sheet



Loan:					
deposit	ratio				

Short term wholesale funding

Liquidity Coverage ratio

Net stable funding ratio

Common equity tier 1 ratio

CRR leverage ratio

Loss absorbing capital

FY 2017

86%

FY 2018

85%

£17.8bn

£15.1bn

152%

158%

132%

141%

15.9%

16.2%

5.3%

5.4%

27.1%

30.7%

- Delivered a solid set of balance sheet metrics
- Strong funding and liquidity position with Loan:deposit ratio (LDR) of 85% and liquidity coverage ratio (LCR) of 158%.
- Underlying CET1 generation of ~240bps reflecting profit growth and RWA reductions
- ✓ On track to meet MREL requirements with Loss absorbing capital ratio (LAC) of 30.7% including £7bn of MREL issuance for the year

Achieved priorities on capital, funding and structural reform



Issuance targets exceeded

- Issuance of ~£12bn placed at competitive spreads, in a challenging market
- HoldCo issued £7bn MREL senior unsecured. £0.6bn pre funded for 2019
- NatWest Markets Plc issued £4.8bn senior unsecured
- UBIDAC re-entered the Irish RMBS market with €1bn issuance in Q2
- Capital efficiency & liquidity management
- HoldCo called £2.1bn legacy Tier 1 in December, generating coupon saving of ~£150m p.a.
- NatWest Markets (NMW) plc repatriated capital as it normalised ratios towards target
- £5bn of Term Funding Scheme repaid
- Progress on credit profile
- Credit profile converging towards peers on positive rating agency actions
- Fitch ratings now in line with peers following 2 notch upgrade in December

All rated entities on positive outlook from Moody's and S&P

- Ring fencing complete, **Brexit preparedness**
- Completed stand up of NWB wholesale bank Transformation of NWM as a separate legal entity
- RBSG invested internal MREL debt of ~£4.8bn in NatWest Holdings and ~£5.1bn in NWM
- Plc
- Brexit preparations on track to ensure operational readiness for exit on 29 March 2019

Positive momentum on ratings

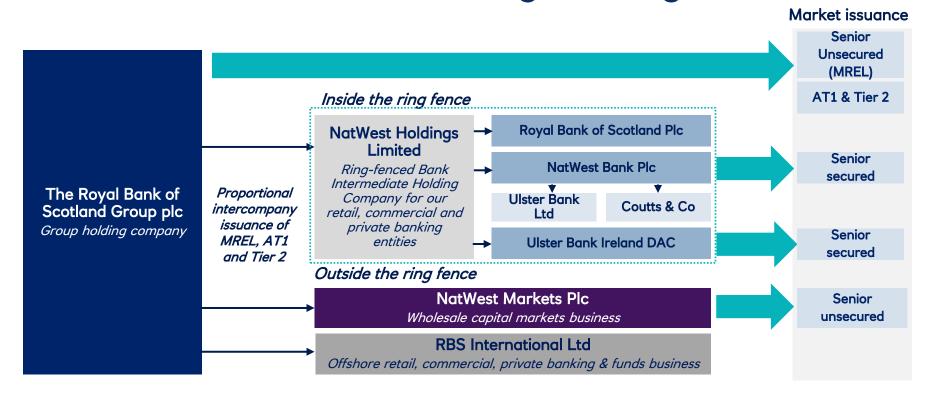


	Moody's	S&P	Fitch
RBS Group	Baa2/Pos	BBB-/Pos	A/Sta
Inside the ring-fence			
Natwest Bank Plc	A1*/A2/Pos	A-/Pos	A+/Sta
Royal Bank of Scotland plc	A1*/A2/Pos	A-/Pos	A+/Sta
Ulster Bank Ireland DAC	Baa1*/Baa2/Pos	BBB+/Pos	A-/Sta
Ulster Bank Ltd	A1*/A2/Pos	A-/Pos	A+/Sta
Outside the ring-fence			
NatWest Markets Plc	Baa2/Pos	BBB+/Pos	A/Sta
NatWest Markets N.V.	Baa2/Pos	BBB+/Pos	A/Sta
NatWest Markets Securities Inc	NR	BBB+/Pos	A/Sta
RBSI	NR	BBB+/Pos	A/Sta

Ratings actions in 2018

- In H1 2018 subsidiary ratings were revised to reflect our new ring-fenced structure
- Following resolution of DoJ, Pension Fund and progress made with our restructuring plan, positive actions were taken on our ratings from all three agencies
- In May S&P upgraded the ratings of the ringfenced OpCos, RBSI and UBI DAC, affirmed the rating of NatWest Markets Plc, NatWest Markets N.V. and NatWest Markets Securities Inc. and changed the outlook of each to Positive
- In July Moody's upgraded the senior unsecured ratings of RBSG by 1 notch to Baa2 and assigned a Positive outlook all RBS entities
- In December Fitch upgraded the ratings of RBSG and subsidiaries by 2 notches. Ratings are now on Stable outlook

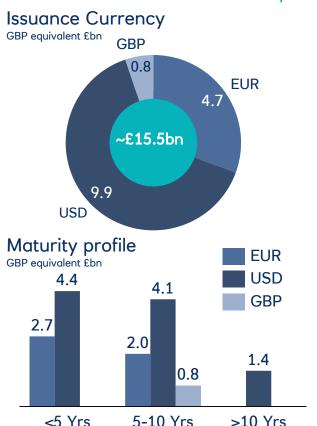
External issuance reflects ring-fencing structure



HoldCo issuance profile



HoldCo senior unsecured MREL profile



Senior unsecured MREL requirements

- HoldCo focus is on building MREL stack of ~£24bn⁽¹⁾ to meet 1 Jan 2022 end state requirement
- ~£15.5bn cumulative MREL LAC(1) achieved by year end 2018
- ~£3-5bn issuance target for 2019, given pre-funding of £0.6bn
- USD primary issuance currency, accounting for ~64% of all issuance, followed by Euros and GBP
- Given ratings progress, we will look for opportunities to diversify the investor base across currencies and maturities

Capital requirements

- Potential for up to £1bn Tier 2 refinancing
- No need for AT1 this year, potential refinancing in 2020

⁽¹⁾ MREL: Minimum requirement for own funds and eligible liabilities. Based on RWA of ~£200bn (2) LAC: Loss Absorbing Capital



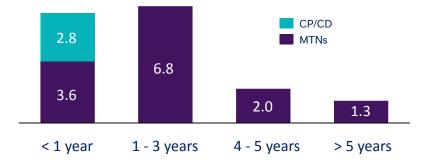
NatWest Markets Plc issuance profile

NWM Plc senior unsecured

Issuance plans GBP equivalent £bn

Funding Type	2018	2019	2020
Term Senior unsecured (non-MREL format)	£4.8bn	£3-5bn	£2-4bn

Senior debt maturity profile (incl. CP/CD) GBP equivalent £bn



Senior unsecured

- NWM plc Issues senior unsecured for general funding purposes, with a requirement of £3-5bn for 2019
- In 2019 we are looking to diversify the markets we access
- In addition, NWM Plc accesses the short-term money markets and funds a portion of its banking book lending on a secured basis across a number of different formats

Capital requirements

 NWM plc now issues all capital and internal MREL to RBS Group plc. At FY18, NWM Plc's total regulatory capital and CRRcompliant MREL was £13.9bn or 34% of RWAs.





Good results set against a highly competitive environment Significant capital return to our shareholders Strong set of balance sheet metrics Achieved targets for capital and funding Ring fencing complete, significant progress on Brexit preparations



A&Q

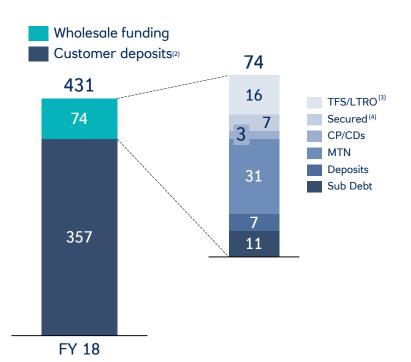


Appendix

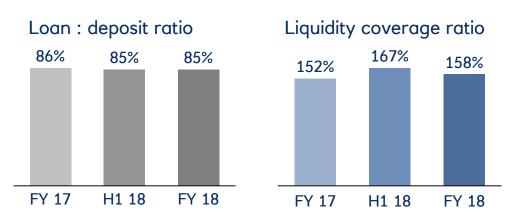
Diversified funding, strong liquidity



Funding composition £bn (1)



- Funding weighted toward personal and corporate customer deposits
- Stable LDR from strong core deposit base
- LCR decrease in H2 reflects settlement of conduct and pensions, legacy Tier 1 redemptions and £5bn TFS repayment



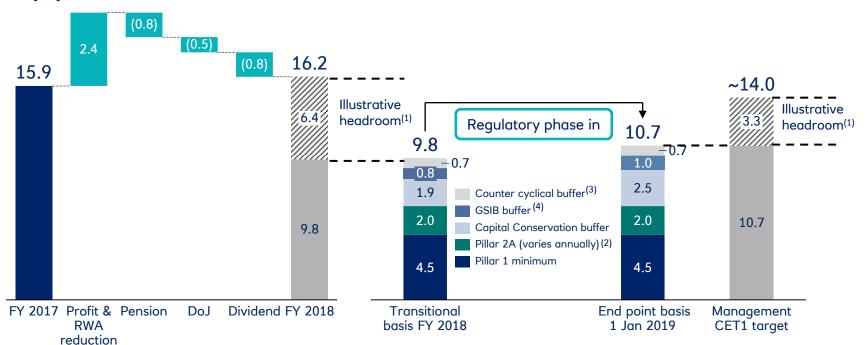
⁽¹⁾ Funding excluding repos, derivative cash collateral. (2) Customer deposits includes amounts from NBFIs, excludes customer repos. (3) Term funding scheme £14.0bn and participation in European Central Bank's Targeting Long Term Refinancing Operations £1.8bn. (4) Secured includes Covered Bonds £5.4bn and Securitisations £1.4bn



Strong CET1 build above regulatory requirements

2018 CET1 build and target CET1 ratio versus maximum distributable amount ("MDA") (5)

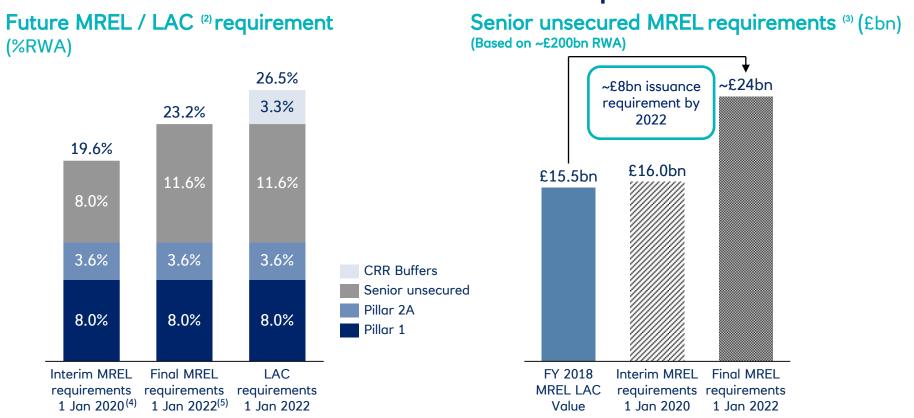
CET1 (%)



(1) Headroom presented on the basis of MDA, and does not reflect excess distributable capital. Headroom may vary over time and may be less in future. (2) RBS's Pillar 2A requirement was 3.6% of RWAs as at 31 December 2018. 56% of the total Pillar 2A requirement, must be met from CET1 capital. Pillar 2A requirement held constant over the period for illustration purposes. Requirement is expected to vary over time and is subject to at least annual review. (3) UK Countercyclical Buffer introduced from November 2018. (4) GSIB buffer does not apply from 1 Jan 2020. (5) Illustration, based on assumption of static regulatory capital requirements

On track to meet future MREL⁽¹⁾ requirements

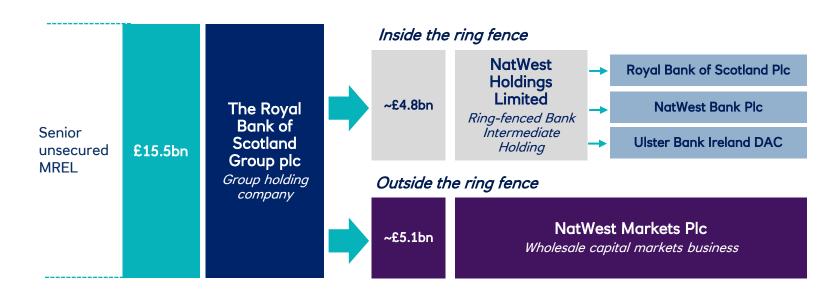




⁽¹⁾ Minimum requirement for own funds and eligible liabilities. (2) LAC: Loss Absorbing Capital, comprising total MREL (CRR compliant regulatory capital + bail-in compliant senior unsecured) and CRDIV buffers. For further information please see 'Loss Absorbing Capital' disclosure in the appendix. (3) Illustrative only, both RWA and future capital requirements subject to change. Based on static regulatory capital requirements (4) Interim MREL 1 Jan 2020 = (2 x Pillar 1)+ (1 x Pillar 2A). (5) Final MREL 1 Jan 2022 = 2 x (Pillar 1 + Pillar 2A). Pillar 2A requirement held constant over the period for illustration purposes. For further information on TLAC and MREL, including associated leverage requirements, please refer to 'Capital sufficiency' disclosure in the 2018 Annual Report & Accounts.

Down-streaming to material subsidiaries

- In December 2018, NatWest Holdings Ltd issued £4.8 billion internal MREL compliant debt and utilised a portion of these funds to invest in its subsidiaries' MREL eligible issuance.
- In Q4, NatWest Markets Plc issued £5.1 billion of resolution eligible senior internal MREL and £0.7 billion internal AT1 instruments to RBSG plc. These were offset by redemptions of £1.8 billion of legacy internal Tier 1 instruments and £2.1 billion of internal Tier 2 instruments issued to RBSG plc



Estimated Loss Absorbing Capital ("LAC")



(£bn)	Par Value	Balance sheet value	Regulatory value	LAC value
CET1 Capital	30.6	30.6	30.6	30.6
Tier 1 capital: end-point CRR compliant AT1	4.0	4.0	4.0	4.0
o/w: RBSG (HoldCo)	4.0	4.0	4.0	4.0
o/w: RBSG operating subsidiaries (OpCos)	-	-	-	-
Tier 1 capital: non end-point CRR compliant	1.5	1.7	1.5	0.6
o/w: HoldCo	1.4	1.6	1.4	0.5
o/w: OpCos	0.1	0.1	0.1	0.1
Tier 2 capital: end-point CRR compliant	7.3	7.2	6.6	5.6
o/w: HoldCo	6.8	6.7	6.3	5.1
o/w: OpCos	0.5	0.5	0.3	0.5
Tier 2 capital: non end-point CRR compliant	2.0	2.1	1.5	1.7
o/w: HoldCo	0.1	0.1	0.1	0.1
o/w: OpCos	1.9	2.0	1.4	1.6
Senior unsecured debt securities issued by:				
o/w: HoldCo	16.8	16.8	-	15.5
o/w: OpCos	17.1	16.9	-	-
RWAs				188.7
LAC as a ratio of RWA				30.7%



Q4 2018 results by business

(£bn)	UK PBB	Ulster Bank Rol	Commercial Banking	Private Banking	RBS International	NatWest Markets	Central items & other ⁽¹⁾	Total RBS
Income	1.6	0.1	0.8	0.2	0.2	0.2	0.0	3.1
Operating expenses	(0.9)	(0.2)	(0.6)	(0.1)	(0.1)	(0.5)	(0.1)	(2.5)
Impairment (losses) / releases	(0.1)	0.0	(0.0)	0.0	0.0	0.1	0.0	(0.0)
Operating profit	0.5	0.0	0.2	0.1	0.1	(0.2)	(0.1)	0.6
Funded Assets	194.2	25.2	143.2	22.0	28.4	111.4	36.5	560.9
Net L&A to Customers (amortised cost)	162.3	18.8	88.0	14.3	13.3	8.4	0.0	305.1
Customer Deposits	184.1	18.0	95.6	28.4	27.5	2.6	4.7	360.9
RWAs	45.1	14.7	67.6	9.4	6.9	44.9	0.1	188.7
LDR	88%	105%	92%	50%	49%	n.m.	n.m.	85%
ROE (%) ⁽²⁾	18.6%	0.4%	5.5%	12.3%	20.0%	(9.2%)	n.m.	3.5%
Cost : Income ratio (%) ⁽³⁾	60.4%	111.6%	70.9%	72.2%	55.5%	n.m.	n.m.	80.5%

⁽¹⁾ Central items & other include unallocated transactions which principally comprise RMBS related charges. (2) RBS's CET 1 target is 14% but for the purposes of computing segmental return on equity (ROE), to better reflect the differential drivers of capital usage, segmental operating profit after tax and adjusted for preference dividends is divided by notional equity allocated at different rates of 14% (Ulster Bank RoI), 11% (Commercial Banking), 13.5% (Private Banking), 16% (RBS International) and 15% for all other segments, of the monthly average of segmental risk-weighted assets incorporating the effect of capital deductions (RWAes). RBS Return on equity is calculated using profit for the period attributable to ordinary shareholders. (3) Operating lease depreciation included in income for the year ended 31 December 2018 - £121 million; Q4 2018 - £32 million.

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FY 2018 results by business

(£bn)	UK PBB	Ulster Bank Rol	Commercial Banking	Private Banking	RBS International	NatWest Markets	Central items & other ⁽¹⁾	Total RBS
Income	6.3	0.6	3.4	0.8	0.6	1.4	0.3	13.4
Operating expenses	(3.5)	(0.6)	(1.9)	(0.5)	(0.3)	(1.6)	(1.4)	(9.6)
Impairment (losses) / releases	(0.3)	(0.0)	(0.1)	0.0	0.0	0.1	0.0	(0.4)
Operating profit	2.5	0.0	1.4	0.3	0.3	(0.1)	(1.0)	3.4
Funded Assets	194.2	25.2	143.2	22.0	28.4	111.4	36.5	560.9
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LDR	88%	105%	92%	50%	49%	n.m.	n.m.	85%
ROE (%) ⁽²⁾	24.3%	0.5%	10.2%	15.4%	24.4%	(2.0%)	n.m.	4.8%
Cost : Income ratio (%) ⁽³⁾	55.4%	95.6%	53.8%	61.7%	43.8%	111.2%	n.m.	71.7%

⁽¹⁾ Central items & other include unallocated transactions which principally comprise RMBS related charges. (2) RBS's CET 1 target is 14% but for the purposes of computing segmental return on equity (ROE), to better reflect the differential drivers of capital usage, segmental operating profit after tax and adjusted for preference dividends is divided by notional equity allocated at different rates of 14% (Ulster Bank RoI), 11% (Commercial Banking), 13.5% (Private Banking), 16% (RBS International) and 15% for all other segments, of the monthly average of segmental risk-weighted assets incorporating the effect of capital deductions (RWAes). RBS Return on equity is calculated using profit for the period attributable to ordinary shareholders. (3) Operating lease depreciation included in income for the year ended 31 December 2018 - £121 million; Q4 2018 - £32 million.

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Standalone NatWest Markets launched

Ring-fencing complete	Successfully completed ring-fencing; managing capital and liquidity standalone since Nov'18
Strongly capitalised	 £13.9bn of regulatory capital and CRR-compliant MREL at FY18, 34% of RWAs. With CET1 ratio of 15.6% and Leverage Ratio of 5.0%
Simplifying and de-risking	 Strong progress made in de-risking the balance sheet: of the total net credit exposures of 39bn, non-investment grade are only £1.8bn, o/w £1.3bn is associated with Legacy
Active issuer	 £14bn of term senior debt outstanding at FY18, having issued £4.8bn of term senior debt during 2018 across four EUR benchmark deals, now looking to diversify the investor base and markets we access
	Positive momentum on credit ratings, with Fitch upgrade to 'A' in December
	 We have put plans in place that will enable us to serve EEA customers from our, NatWest Markets N.V. entity¹ in the event there is a loss of access to the EU Single Market after Brexit.

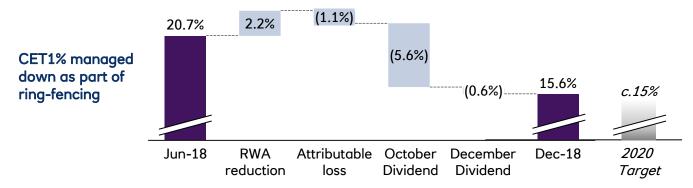
Prepared for Brexit

- Transfers from NWM Plc to NWM N.V. via FSMA Part VII Transfer Scheme and bilaterally
- Additionally, planning to transition the Western European Corporates business from the ringfenced bank to NatWest Markets over time, c.£4bn of RWAs

NWM Plc Solo Capital Actuals and Targets

NatWest Markets Plc Solo	H118	FY18	2020 Target
CET1 Ratio %	20.7%	15.6%	c.15%
MREL Ratio %	n.a.	34.0%	At least 30%
Leverage Ratio %	6.4%	5.0%	At least 4%
Risk Weighted Assets £bn	£45.2bn	£40.8bn	c.£35bn
Leverage Exposure £bn	£176.2bn	£148.5bn	-

- Strongly capitalised entity with £13.9bn of regulatory capital and MREL issued to RBS Group plc, which is structurally subordinate to NWM Plc senior creditors
- Target c.15% CET1 ratio by 2020
- Targeting solo legal entity RWAs of c.£35bn by 2020, but on a RBS Group Franchise basis NatWest Markets¹ targets c.£39bn (c.£30bn Core, c.£5bn Legacy, c.£4bn Western European Corporates business)



Cautionary & Forward Looking Statements



The targets, expectations and trends discussed in this presentation represent RBSG, and where applicable NWM management's, current expectations and are subject to change, including as a result of the factors described in the "Risk Factors" section on pages 253 to 263 of the RBSG 2018 Annual Report and Accounts, and on pages 124 to 133 of the NatWest Markets Plc 2018 Annual Report and Accounts, respectively.

Cautionary statement regarding forward-looking statements. Certain sections in this document contain 'forward-looking statements' as that term is defined in the United States Private Securities Litigation Reform Act of 1995, such as statements that include the words 'expect', 'estimate', 'project', 'anticipate', 'commit', 'believe', 'should', 'intend', 'plan', 'could', 'probability', 'risk', 'Value-at-Risk (VaR)', 'target', 'goal', 'objective', 'may', 'endeavour', 'outlook', 'optimistic', 'prospects' and similar expressions or variations on these expressions.

In particular, this document includes forward-looking statements relating, but not limited to: future profitability and performance, including financial performance targets such as return on tangible equity; cost savings and targets, including cost:income ratios; litigation and government and regulatory investigations, including the timing and financial and other impacts thereof; the implementation of the Alternative Remedies Package; the continuation of the Group's balance sheet reduction programme, including the reduction of risk-weighted assets (RWAs) and the timing thereof; capital and strategic plans and targets; capital, liquidity and leverage ratios and requirements, including CET1 Ratio, RWA equivalents (RWAe), Pillar 2 and other regulatory buffer requirements, minimum requirement for own funds and eligible liabilities, and other funding plans; funding and credit risk profile; capitalisation; portfolios; net interest margin; customer loan and income growth; the level and extent of future impairments and write-downs, including with respect to goodwill; restructuring and remediation costs and charges; the Group's exposure to political risk, economic risk, climate change risk, operational risk, conduct risk, cyber and IT risk and credit rating risk and to various types of market risks, including interest rate risk, foreign exchange rate risk and commodity and equity price risk; customer experience including our Net Promotor Score (NPS); employee engagement and gender balance in leadership positions.

Limitations inherent to forward-looking statements. These statements are based on current plans, estimates, targets and projections, and are subject to significant inherent risks, uncertainties and other factors, both external and relating to the Group's strategy or operations, which may result in the Group being unable to achieve the current targets, predictions, expectations and other anticipated outcomes expressed or implied by such forward-looking statements. In addition, certain of these disclosures are dependent on choices relying on key model characteristics and assumptions and are subject to various limitations, including assumptions and estimates made by management. By their nature, certain of these disclosures are only estimates and, as a result, actual future gains and losses could differ materially from those that have been estimated. Accordingly, undue reliance should not be placed on these statements. Forward-looking statements speak only as of the date we make them and we expressly disclaim any obligation or undertaking to release publicly any updates or revisions to any forward-looking statements contained herein to reflect any change in the Group's expectations with regard thereto or any change in events, conditions or circumstances on which any such statement is based.

Important factors that could affect the actual outcome of the forward-looking statements. We caution you that a large number of important factors could adversely affect our results or our ability to implement our strategy, cause us to fail to meet our targets, predictions, expectations and other anticipated outcomes or affect the accuracy of forward-looking statements we describe in this document, including in the risk factors and other uncertainties set out in the Group's 2018 Annual Report and other risk factors and uncertainties discussed in this document. These include the significant risks for the Group being subject to cyberattacks; operational risks inherent in the Group's business; the Group's operations being highly dependent on its IT systems; the Group relying on attracting, retaining and developing senior management and skilled personnel and maintaining good employee relations; the Group's risk management framework; and reputational risk), economic and political risk (including in respect of: the uncertainties surrounding the UK's withdrawal from the European Union; increased political and economic risks and uncertainty in the UK and global markets; climate change and the transition to a low carbon economy; HM Treasury's ownership of RBSG and the possibility that it may exert a significant degree of influence over the Group; continued low interest rates and changes in foreign currency exchange rates), financial resilience risk (including in respect of: the Group's ability to meet targets and make discretionary capital distributions to shareholders; the highly competitive markets in which the Group operates; deterioration in borrower and counterparty credit quality; the ability of the Group to meet prudential regulatory requirements for capital and MREL, or to manage its capital effectively; the ability of the Group on access adequate sources of liquidity and funding; changes in the credit ratings of RBSG, any of its subsidiaries or any of its respective debt securities; the Group's financial stateme

The forward-looking statements contained in this document speak only as at the date hereof, and the Group does not assume or undertake any obligation or responsibility to update any forward-looking statement to reflect events or circumstances after the date hereof or to reflect the occurrence of unanticipated events. The information, statements and opinions contained in this document do not constitute a public offer under any applicable legislation or an offer to sell or solicit of any offer to buy any securities or financial instruments or any advice or recommendation with respect to such securities or other financial instruments.