

## NatWest Group Q1 2023 Results Fixed income investors

28 April 2023





## Katie Murray Chief Financial Officer

### **Strong Q1 2023 performance**

Strong earnings and returns

Focused on growth, efficiency and operating leverage

Strong capital generation and distributions

£1.8bn

Operating profit before tax vs £1.2bn in Q1'22

+37.2%

Income ex notable items<sup>1</sup> +~£1bn vs Q1'22

14.4%

CET1 ratio up 20bps versus Q4'22 £1.3bn

Attributable profit vs £0.8bn in Q1'22

+£214m

Other operating expenses vs Q1'22, of which ~£60m one-off cost of living payment

£0.5bn

29bps ordinary dividend accrual for committed 40% payout ratio

19.8%

Return on Tangible Equity vs 11.3% in Q1'22

49.8%

Cost to Income ratio<sup>2</sup> vs 57.1% in Q1'22

£458m

of £800m on-market buyback completed<sup>3</sup>

# We have built an all-weather balance sheet and are supporting customers

Strong funding, deposits and liquidity profile

Diversified and high quality loan book

Our loan book is performing well

Supporting our customers

83%

Loan to deposit ratio £53bn surplus deposits

~5%

Top 10 customers<sup>2</sup> as % of wholesale loans

7bps

loan impairment rate in O1'23

£5.7bn

Lending growth<sup>3</sup> up 1.6% versus Q4'22

~£422bn

Customer Deposits<sup>1</sup> down £11bn vs Q4'22

<5%

Commercial Real Estate as % of customer loans

2bps

Stage 3 impairment rate in Q1'23

~17%

Mortgage flow share<sup>4</sup> versus 15% in Q4'22

139%

Liquidity Coverage Ratio £43bn headroom

93%

Personal lending secured

0.89%

ECL coverage including 35% Stage 3 Coverage

€500m

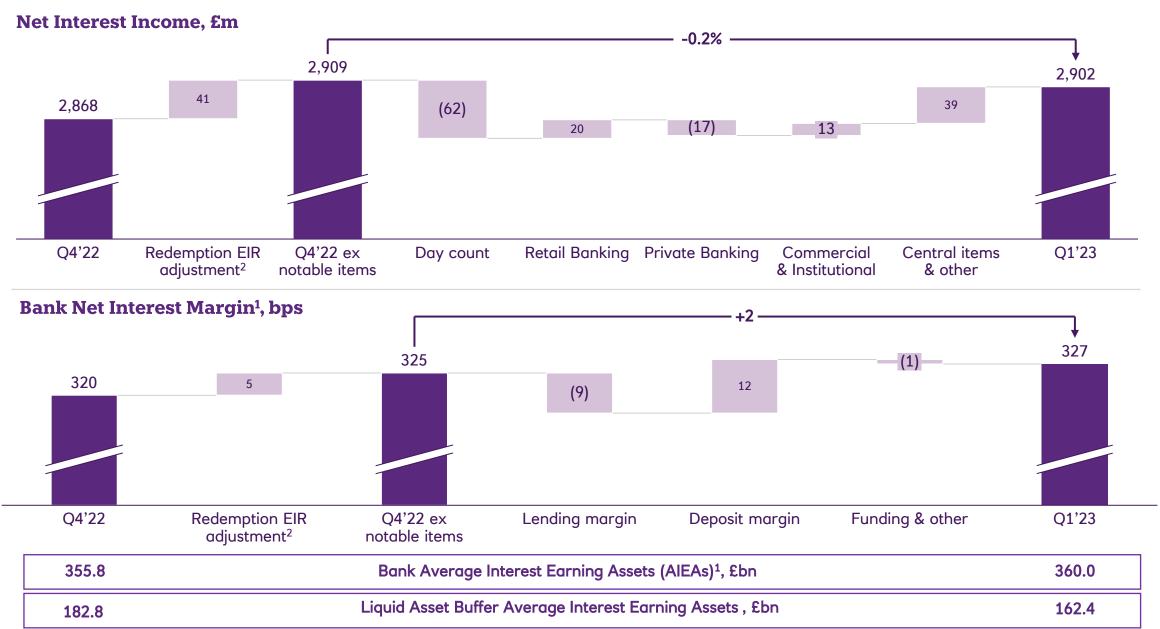
Social bond issued linked to women-led enterprises<sup>5</sup>

<sup>1.</sup> Total deposits across the three business segments – Retail, Private and Commercial & Institutional. 2. Loans to top 10 customers - drawn exposure 3. Total lending growth across the three business segments – Retail, Private and Commercial & Institutional. 4. Reflects gross new lending completed in the quarter in Retail Banking and Private Banking year to 28 Feb 2023 (latest available Bank of England data) 5. The intention of NWG is to use an amount equal to the net proceeds of the bond to finance and/or refinance lending to the following businesses identified as women-led: women sole traders, unincorporated partnerships where the majority of partners are women, and limited liability partnerships or companies that are small and medium sized enterprises ("SMEs" as defined in the Companies Act 2006) and where at least 51% of the ownership belongs to women."

## We are making good progress on our objectives

Objectives		Q1'23 progress	Status
Disciplined and responsible growth	Deliver income excluding notable items for the Group of around £14.8 billion in 2023	£3.8bn	On track
	Provide £100 billion of Climate and Sustainable Funding and Financing <sup>1</sup>	£40.2bn¹	On track
Expense and	Deliver a cost: income ratio excluding litigation and conduct below 52% or around £7.6 billion of other operating costs <sup>2</sup> , incl. £0.3bn of Ulster Bank Rol direct costs	£1.9bn <sup>2</sup>	On track
investment discipline	Invest ~£3.5bn across 2023-2025 in our ongoing transformation	Good progress	On track
Effective capital deployment	Phased withdrawal from the Republic of Ireland	£0.8bn RWA reduction	On track
	CET1 ratio in the range of 13-14% in medium term	14.4%	On track
Sustainable returns and distributions	Achieve a sustainable return on tangible equity for the Group of 14-16% in medium term and we expect to be at the upper end in 2023	19.8%	On track
	Pay ordinary dividends of 40% of attributable profit and maintain capacity to participate in buybacks	£0.5bn ordinary dividend accrued; 57% of £800m on-market buyback completed <sup>3</sup>	On track

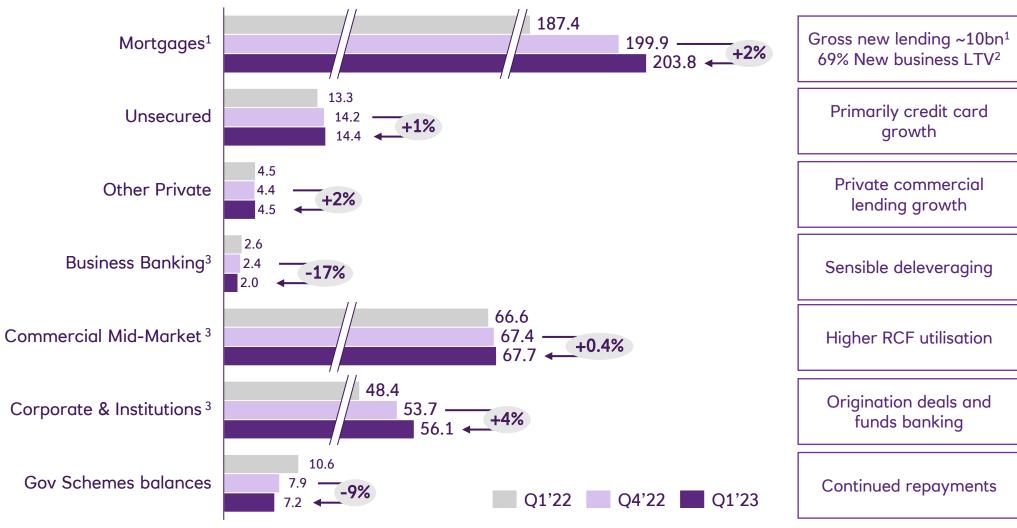
### Stable net interest income and NIM



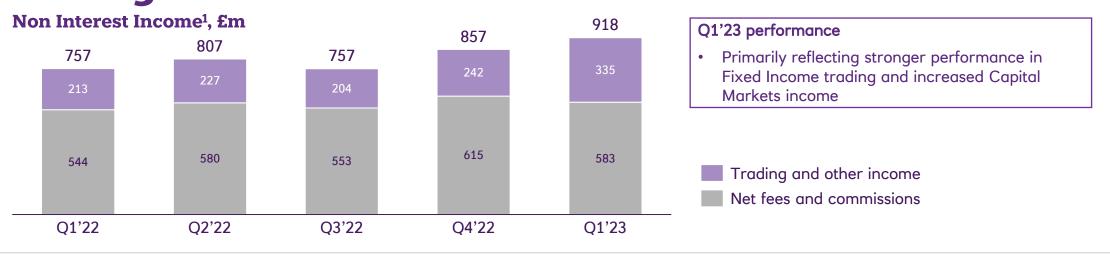
<sup>1.</sup> NatWest Group excluding liquid asset buffer 2. Effective Interest Rate (EIR) adjustment as a result of redemption of own debt.

## Responsible lending across all of our businesses

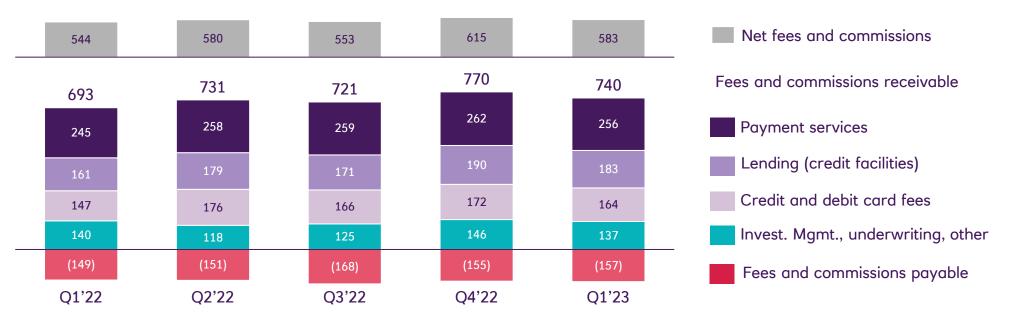
Gross loans to customers (amortised cost) across 3 business segments, Q1'23 £355.7bn up 1.6% or £5.7bn vs. Q4'22



# Non interest income supported by improved fixed income trading



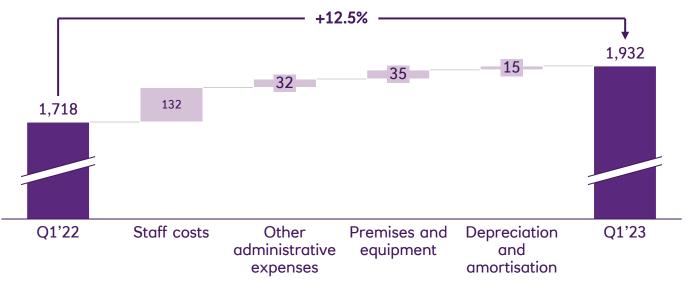
#### Fees and Commissions, £m



<sup>1.</sup> Excluding relevant notable income items per slide 29.

# Other operating expenses increased by £214m in Q1 2023 versus Q1 2022. On track for FY 2023 guidance

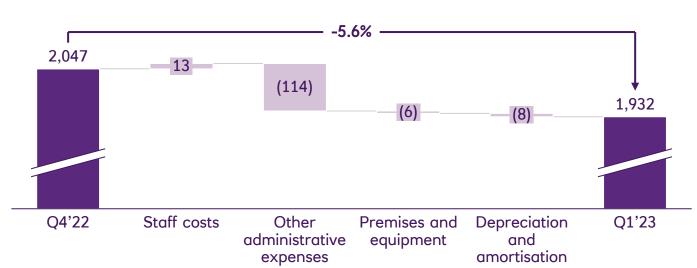
Other operating expenses Q1'23 vs Q1'22, £m



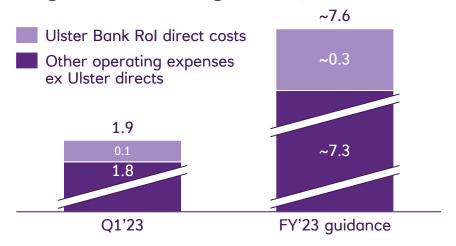
#### O1'23 cost considerations

- Staff costs include ~£60m one off cash payment of £1,000, or local equivalent, for ~60,000 FTE in January
- Non repeat of ~£100m charge for bank levy in Q4'22

### Other operating expenses Q1'23 vs Q4'22, £m



#### Progress versus cost guidance, £bn



## Well diversified, de-risked, high-quality loan book

Arrears levels remain broadly stable

#### **Mortgages**

- Mortgage LTV of 53%<sup>2</sup>
- Balances: 67% 5Y, 23% 2Y, 1% 10Y, 5% Tracker, 4% SVR
- £33.4bn or ~17% of fixed book expire by end of 2023.
- Arrears levels stabilised at pre-Covid levels
- Introduced temporary moves to interest only mortgages as a forbearance treatment



- Diversified £74.6bn corporate loan book
- Low exposure to in focus areas such as Retail £7.9bn, Automotive £7.4bn and Leisure £7.4bn
- · Limited exposure to Oil and Gas £1.0bn
- Stage 2 ECL reduced across Transport, Automotive and Leisure sectors, due to the positive trends in risk metrics
- Stage 3 ECL reduced with write-offs and releases more than offsetting flows into default



#### Credit cards and other unsecured

- <4% of Group Loans</li>
- Difficulty to pay<sup>3</sup> indicators remained broadly stable, trending at or below pre-pandemic norms
- Cards arrears are also broadly stable, remain below pre-Covid levels
- Introduced extended arrears repayment plans from 18m to 24m

#### Commercial Real Estate (CRE)

- <5% of Group lending</li>
- CRE average LTV of 47%<sup>2</sup>
- Around 20% of our book is due to expire each year<sup>5</sup>
- Exposure to the Retail and Office sector is geographically diversified across all regions of the UK

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**Gross Loans** 

and Advances<sup>1</sup>

as at Q1'23

£385.8bn

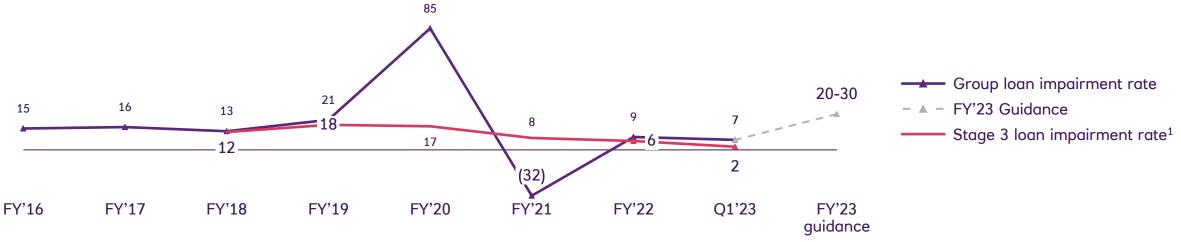
**4%** 

~4%

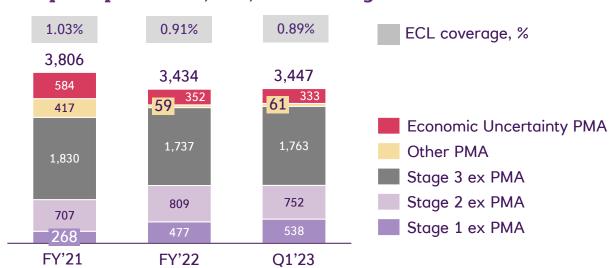
54%

# Well provided for the economic cycle and impairments remain benign

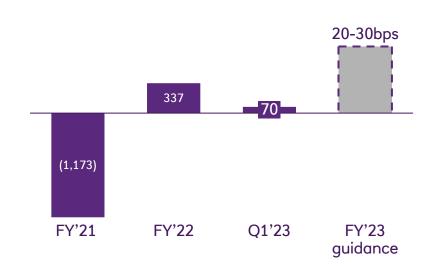
History of loan impairment rates, bps



#### Group ECL provisions, £bn, and coverage



### Impairment charge / (release), £m



<sup>1. 2016</sup> and 2017 did not have IFRS 9 staging disclosure





# Donal Quaid Treasurer

## Strong capital, MREL and leverage positions

Capital and leverage

**14.4%** CET1 ratio

19.6%
Total capital ratio

32.4%
Loss absorbing capacity

**5.4%** UK leverage ratio

£178.1bn
Risk weighted
assets

## Robust liquidity and diversified funding

Liquidity and funding

139% Liquidity coverage ratio 141%
Net stable funding ratio

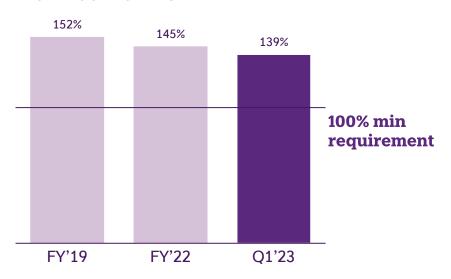
83%
Loan to deposit
ratio
(ex repos and reverse
repos)

£430.5bn Customer deposits

£79bn Wholesale funding

### Strong liquidity portfolio and key metrics

## Liquidity coverage ratio (LCR) as at Q1 2023 Headroom of £43.4bn



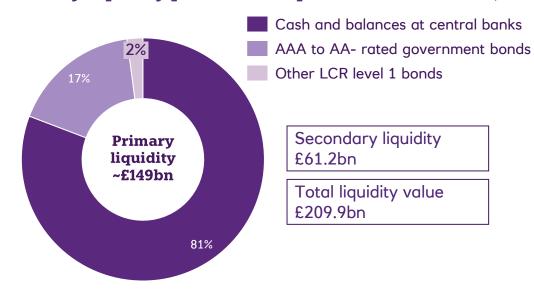
12-month average LCR 151%

**Net Stable Funding Ratio 141%** 

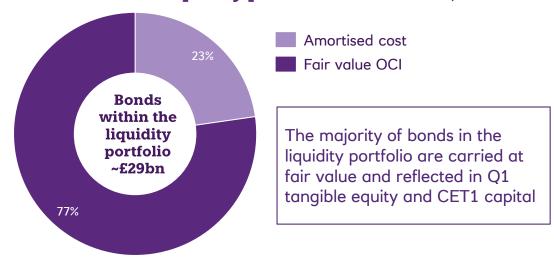
#### TFSME £12.0bn

~£4bn due for repayment in 2025, ~£8bn in 2027

#### Primary liquidity portfolio composition as at Q1 2023, £bn

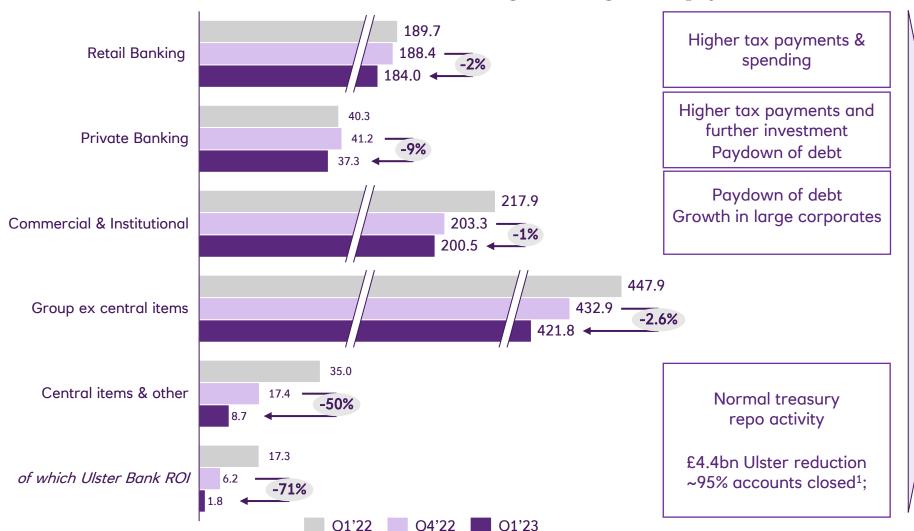


#### Bonds within the liquidity portfolio as at Q1 2023, £bn



## Robust deposit funding with expected Q1 net outflows

Customer deposits across 3 business segments, Q1'23 £421.8bn down 2.6% or £11.1bn vs Q4'22, including ~£8bn higher tax payments



## Key drivers of deposit balances:

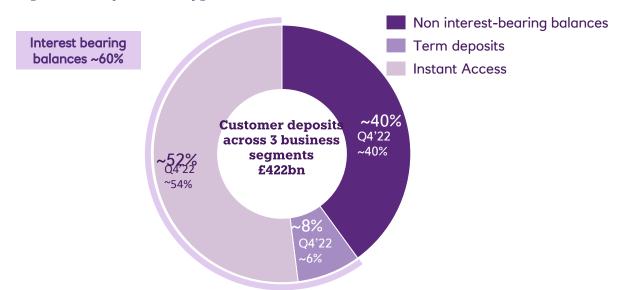
- Macro economics
- Customer behaviour
- Competitive dynamics

1. Closed or in process of closing

## Managing deposits for income and liquidity value

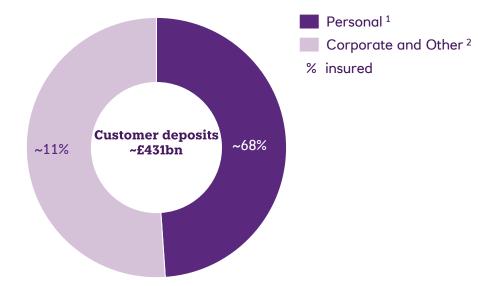
#### Non-interest bearing deposit mix broadly stable

Deposit mix by interest type as at Q1 2023, %

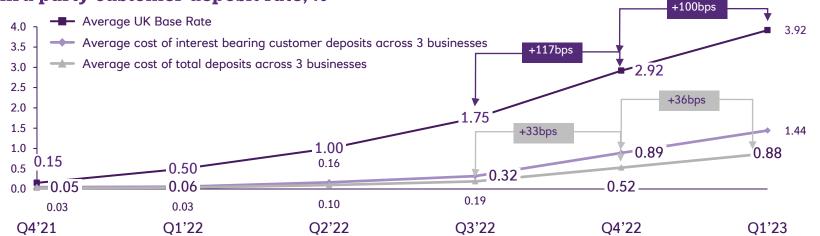


#### ~40% of our deposits are insured

Deposits customer type and % insured as at Q1 2023, %



#### Third party customer deposit rate, %

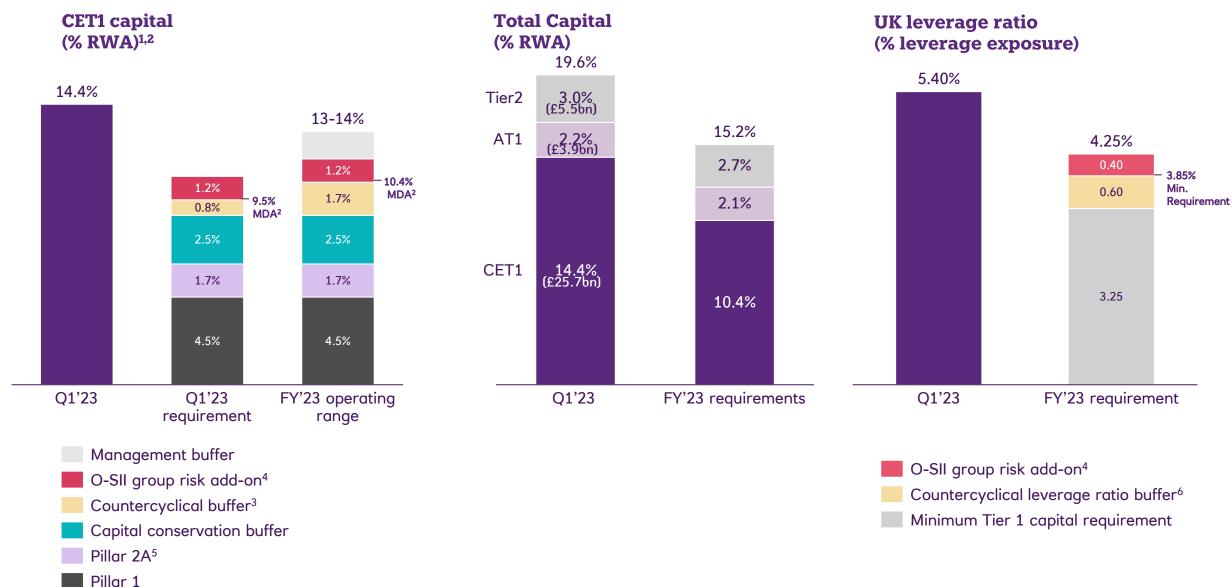


#### **Drivers of higher deposit costs:**

- Deposit repricing lags the increase in base rates
- Customer behaviour and balance migration to higher interestpaying accounts
- Pace of change is uncertain

<sup>1.</sup> Personal deposits are ring fenced bank deposits attributable to individuals and sole traders, excludes Central items and other. 2. Corporate and other deposits include all non-ring fenced entities, corporate deposits in ring-fenced entities and includes Central items and other.

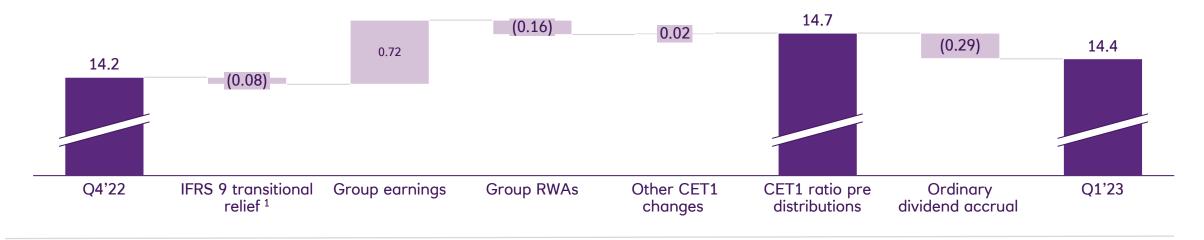
## Strong capital and leverage positions provide flexibility



<sup>1.</sup> Operating range in 2023 reflects medium term CET1 of 13-14. 2. Based on assumption of static regulatory capital requirement. 3. Countercyclical buffer -The UK CCyB rate increased from 0% to 1% effective from 13 December 2022. A further increase from 1% to 2% was announced on 5 July 2022, effective 5 July 2023. 4.O-SII buffer of 1.5% applies to the ring-fenced bank holding company. The equivalent O-SII Group Risk Add-on' is ~1.2%. The O-SII Group Risk Add-on is included in the Group's minimum supervisory minimum. 5. Pillar 2A requirements are expected to vary over time and are subject to at least annual review. 56.25% of the total Pillar 2A requirement must be met from CET1 capital. 6. The countercyclical leverage ratio buffer is set 35% of NatWest Group's CCyB. As noted above the UK CCyB is anticipated to increase from 1% to 2% from 5 July 2023. Foreign exposures may be subject to different CCyB rates depending on the rate set in those jurisdictions.

## **Continued sustainable capital generation and distribution**

CET1 ratio, %



### Risk Weighted Assets, £bn1



## Good progress against 2023 wholesale funding plan<sup>1</sup>

**Across multiple currencies and tenors** 

		2023 guidance	Q1'23 actual		
NatWest	Senior unsecured (MREL)	~£3bn to £5bn	~£2bn	• \$1bn 4NC3 • \$1bn 11NC10	• €500m 5NC4 Social bond
Group plc (HoldCo)	Tier 2 capital	Up to £1bn	~£600m	-	• €700m 11NC6
NatWest Markets Plc (OpCo)	Senior unsecured (non-MREL) public benchmark issuance	~£3bn to £5bn	~£1.3bn	-	• €750m 3yr FRN • €750m 5yr FXD
Markets Plc	(non-MREL) public benchmark	~£3bn to £5bn	~£1.3bn	-	

# **Credit ratings - S&P** raised the long-term issuer ratings for NatWest Group and its operating subsidiaries in April 2023

## S&P long-term issuer rating action:

- NatWest Group plc long-term issuer ratings now rated BBB+ from BBB
- Core operating subsidiaries within the ring-fenced bank now rated A+ from A
- Other operating subsidiaries in the non ring-fenced bank now rated A from A-.

	Moody's	S&P	Fitch		
Group holding company					
NatWest Group plc	A3/Sta	BBB+/Sta	A/Sta		
Ring-fenced bank operating companies	Ring-fenced bank operating companies				
NatWest Bank Plc	A1/Sta <sup>1</sup>	A+/Sta	A+/Sta		
Royal Bank of Scotland plc	A1/Sta <sup>1</sup>	A+/Sta	A+/Sta		
NatWest Bank Europe GMBH	NR	A+/Sta	A+/Sta		
Ulster Bank Ireland DAC	A1/Sta <sup>1</sup>	A/Sta	BBB+/Sta		
Non ring-fenced bank operating companies					
NatWest Markets Plc	A1/Sta	A/Sta	A+/Sta		
NatWest Markets N.V.	A1/Sta	A/Sta	A+/Sta		
NatWest Markets Securities Inc	NR	A/Sta	A/Sta		
RBSI Ltd	A1/Sta <sup>1</sup>	A/Sta	A/Sta		

<sup>1.</sup> Moody's long-term Deposit Rating. The ring-fenced bank operating companies do not issue rated senior unsecured debt. Nevertheless Moody's assigns an Issuer Rating and the outlook was changed to Negative from Stable on 25/10/22, after the Moody's UK Sovereign Rating outlook was changed to Negative from Stable.





## Katie Murray Chief Financial Officer

## We are reaffirming all 2023 guidance

#### **2023 GUIDANCE** Other operating **Distributions Total Loan impairment** ROTE costs and C:I Income rate ratio<sup>1</sup> ~£7.6bn ~£14.8bn Payout ratio 40% 14-16% **20-30bps** + capacity for buybacks NIM: ~3.20% <52% **Assumes UK Base Rate of** 4.25% through the remainder of 2023

#### **Q1 PERFORMANCE**

£3.8bn<sup>2</sup> NIM: 3.27%

£1.9bn C:I<sup>1</sup> 49.8%

7bps

22 **19.8%** 

£0.5bn
ordinary dividend
accrual









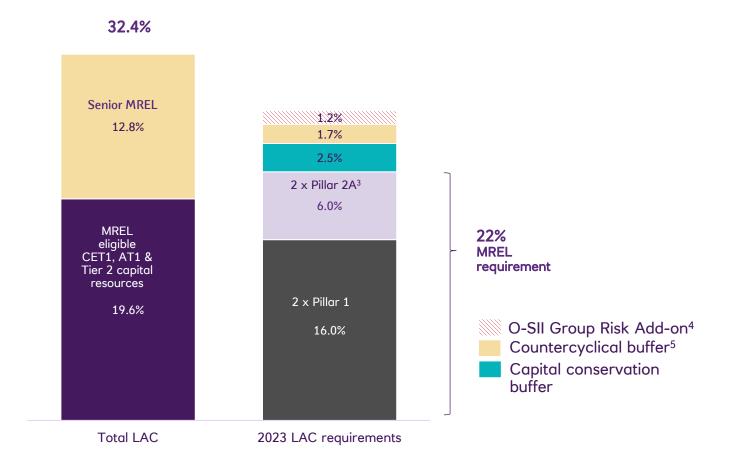
## **Appendices**

## **Strong Q1'23 operating performance**

Group, £m	Q1'23	Q4'22	Q1'22	Q1'23 vs Q4'22	Q1'23 vs Q1'22
Net interest income, ex notable items <sup>1</sup>	2,902	2,909	2,027	(0.2%)	43.2%
Non-interest income, ex notable items <sup>1</sup>	918	857	757	7.1%	21.3%
Total income, ex notable items <sup>1</sup>	3,820	3,766	2,784	1.4%	37.2%
Total income	3,876	3,708	3,008	4.5%	28.9%
Other operating expenses	(1,932)	(2,047)	(1,718)	(5.6%)	12.5%
Litigation and conduct costs	(56)	(91)	(102)	(38.5%)	(45.1%)
Operating expenses	(1,988)	(2,138)	(1,820)	(7.0%)	9.2%
Operating profit before impairments	1,888	1,570	1,188	20.3%	58.9%
Impairment (losses)/releases	(70)	(144)	36	(51.4%)	nm
Loan impairment rate	0.07%	0.16%	(0.04%)	(0.09%)	0.11%
Operating profit	1,818	1,426	1,224	27.5%	48.5%
Attributable profit, £m	1,279	1,262	841	1.3%	52.1%
Return on Tangible Equity	19.8%	20.6%	11.3%	(1)ppts	9ppts
Cost to Income Ratio	49.8%	55.2%	57.1%	(5)ppts	(7)ppts

## Total MREL resources comfortably above requirements<sup>1</sup>

Total Loss Absorbing Capacity (LAC)<sup>1,2</sup> £bn as at 31 March 2023



<sup>1. &</sup>quot;MREL" = Minimum requirement for own funds and eligible liabilities. 2. Illustration, based on assumption of static regulatory capital requirements. MREL requirement is set at 2x (Pillar 1+ Pillar 2A) per Bank of England guidance. 3. Pillar 2A requirement held constant over the period for illustration purposes. Pillar 2A requirements are expected to vary over time and are subject to at least an annual review. 56.25% of the total Pillar 2A requirement must be met from CET1 capital. 4. O-SII buffer of 1.5% applies to the ring-fenced bank holding company. The equivalent O-SII Group Risk Add-on' is ~1.2%. The O-SII Group Risk Add-on is included in the Group's minimum supervisory minimum. 5. The UK CCyB rate increased from 0% to 1% effective from 13 December 2022. A further increase from 1% to 2% was announced on 5 July 2022, effective 5 July 2023.

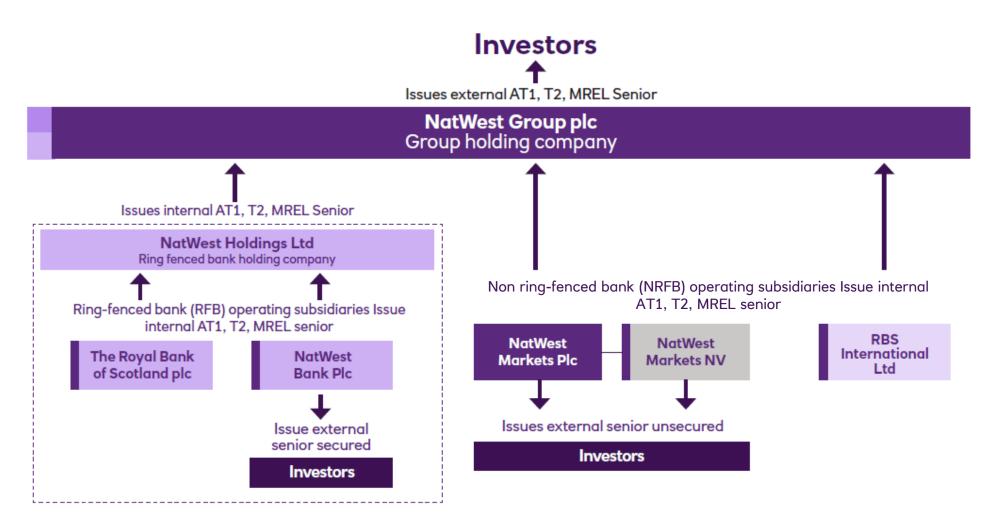
## **Issuing entity structure**

External issuance of AT1, Tier 2 and MREL is only from NatWest Group plc, the group holding company.

Subsidiary operating companies will only issue internal AT1, Tier 2 and MREL.

NatWest Bank Plc issues senior secured securities externally.

Natwest Markets Plc issues senior unsecured securities externally.

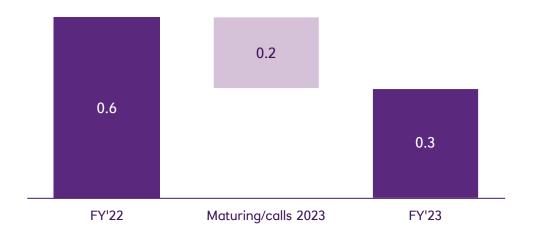


## Legacy capital stack

## Low residual balance of legacy capital following capital optimisation actions

### **Legacy capital actions 2023**

Nominal value, £billion equivalent<sup>1</sup>



Security	Nominal value	
Tier 1		
GB0006227051 NWB plc 9% Perp	£116m	
Tier 2		
XS0041078535 NWB plc 11.5% Perp <sup>2</sup>	£31m	
GB0007548026 NWG plc 5.5% Perp	£0.2m	
GB0007548133 NWG plc 11% Perp	£0.2m	
US00077TAA25 NWM NV 7.75% May 2023	\$101m	
XS0123050956 NWM NV February 2041	€170m	
US00077TAB08 NWM NV 7.125% October 2093	\$21.6m	
XS0357281046 NWM Plc April 2023	€123m	
XS0154144132 NWM Plc 5.625% September 2026	£16m	
XS0138939854 NWM Plc 5.625% June 2032	£0.1m	
XS0116447599 NWM Plc 3.09% Perp	£1.4m	
IE0004325282 UBIDAC SONIA + 2.8266% Perp	£1.1m	
IE0004325514 UBIDAC 11.75% Perp	£11.5m	
IE0004325399 UBIDAC 11.375% Perp	€31m	

<sup>1.</sup> Based on FX as at 31.12.2022

### **Fixed Income investor contacts**



### **Group Treasury**

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### **Useful links**

- Fixed Income Investor Relations website
   NatWest Group Fixed income investors
- Green, Social and Sustainability Bonds framework
   NatWest Group Green, Social and Sustainability Bonds
- ESG Disclosures
   NatWest Group ESG Disclosures

Results Disclosures
 <u>NatWest Group – Results centre</u>

#### **Cautionary and Forward-looking statements**

The guidance, targets, expectations and trends discussed in this presentation represent NatWest Group management's current expectations and are subject to change, including as a result of the factors described in the "Risk Factors" in NWG's 2022 Annual Report and Accounts.

#### 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', 'will', '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 targets and guidance relating to financial performance measures, such as income growth, operating expense, RoTE, ROE, discretionary capital distribution targets, impairment loss rates, balance sheet reduction, including the reduction of RWAs, CET1 ratio (and key drivers of the CET1 ratio including timing, impact and details), Pillar 2 and other regulatory buffer requirements and MREL and non-financial performance measures, such as NatWest Group's initial area of focus, climate and ESG-related performance ambitions, targets and metrics, including and Financial gerformance measures, such as NatWest Group's initial area of focus, climate and ESG-related performance ambitions, targets and metrics, including and Financial group in relation to initiatives to transition to a net zero economy, Climate and Sustainable Funding and Financial group in relation to initiatives to transition to a net zero economy, Climate and Sustainable Funding and Financial group in relation to initiatives to transition to a net zero economy. Climate and Sustainable Funding and Financial group in relation to initiatives to transition to a net zero economy. Climate and Sustainable Funding and Financial group in relation to initiatives to transition to a net zero economy. Climate and Sustainable Funding and Financial group in relation to initiatives to transition to a net zero economy. Climate and Sustainable Funding and Financial group in relation to initiatives to transition to a ne

#### Limitations inherent to forward-looking statements

These statements are based on current plans, expectations, estimates, targets and projections, and are subject to significant inherent risks, uncertainties and other factors, both external and relating to NatWest Group's strategy or operations, which may result in NatWest Group being unable to achieve the current plans, expectations, estimates, targets, projections 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 results, gains or losses could differ materially from those that have been estimated. Accordingly, undue reliance should not be placed on these statements. The forward-looking statements contained in this document speak only as of the date we make them and we expressly disclaim any obligation or undertaking to update or revise any forward-looking statements contained herein, whether to reflect any change in our expectations with regard thereto, any change in events, conditions or circumstances on which any such statement is based, or otherwise, except to the extent legally required.

#### 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 described in this document. These factors include, but are not limited to, those set forth in the risk factors and the other uncertainties described in NatWest Group plc's Annual Report on Forn 20-F and its other filings with the US Securities and Exchange Commission. The principal risks and uncertainties that could adversely NatWest Group's future results, irs financial condition and/or prospects and cause them to be materially different from what is forecast or expected, include, but are not limited to: economic and political risk (including in respect of: political and uncertainty in the UK and global markets, including due to high inflation, supply chain disruption and the Russian invasion of Ukraine); uncertainty regarding the effects of Brexit; changes in interest rates and foreign currency exchange rates; and HM Treasury's ownership as the largest shareholder of NatWest Group plc); strategic risk (including in respect of: the implementation of NatWest Group's purpose-led Strategy; future acquisitions and divestments; phased withdrawal from ROI and the transfer of its Western European corporate portfolio); financial resilience risk (including in respect of: NatWest Group's ability to meet targets and to make discretionary capital distributions; the competitive environment; counterparty and borrower risk; prudential regulatory requirements for capital and MREL; liquidity and funding risks; changes in the credit ratings; the requirements of regulatory stress tests; model risk; sensitivity to accounting policies, judgments, assumptions and estimates; changes in applicable accounting standards; the value or effectiveness of credit protection; the adaptate Group's future acquisitions of the prudential Regulation Authority and the Bank

#### **Climate and ESG disclosures**

Climate and ESG disclosures in this document are not measures within the scope of International Financial Reporting Standards('IFRS'), use a greater number and level of judgements, assumptions and estimates, including with respect to the classification of climate and sustainable funding and financing activities, than our reporting of historical financial information in accordance with IFRS. These judgements, assumptions and estimates are highly likely to change over time, and, when coupled with the longer time frames used in these disclosures, make any assessment of materiality inherently uncertain. In addition, our climate risk analysis, net zero strategy, including the implementation of our climate transition plan remain under development, and the data underlying our analysis and strategy remain subject to evolution over time. The process we have adopted to define, gather and report data on our performance on Climate and ESG measures is not subject to the formal processes adopted for financial reporting in accordance with IFRS and there are currently limited industry standards or globally recognised established practices for measuring and defining Climate and ESG related metrics. As a result, we expect that certain climate and ESG disclosures made in this document are likely to be amended, updated, recalculated or restated in the future. Please also refer to the cautionary statement in the section entitled 'Climate-related and other forward-looking statements and metrics' of the NatWest Group 2022 Climate-related Disclosures Report.

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